

2012 Full-Year Sales

Consolidated sales (€ millions)	2012	2011	% change
First quarter	236.3	226.9	+4.2%
Second quarter	277.6	274.3	+1.2%
Third quarter	246.8	229.1	+7.7%
Fourth quarter	229.1	222.1	+3.2%
Full year	989.8	952.4	+3.9%

Note that Cotherm was excluded from the scope of consolidation on 1 October 2012.

Group sales were € 989.8 million¹ for the full financial year just ended, which was an increase of 3.9% in real terms compared to the previous financial year and 2.7% on a like-for-like basis. Sales were € 513.9 million in the first half of the year (up 0.9% on a like-for-like basis) and € 475.9 million in the second half (up 4.8% on a like-for-like basis, including growth of 4.6% and 4.9% in the third and fourth quarters, respectively).

Somfy Activities

Somfy Activities generated sales of € 890.0 million during the financial year (up 3.4% on a like-for-like basis) and € 434.3 million in the second half (up 5.7% on a like-for-like basis, including 5.8% and 5.6% in the third and fourth quarters).

The improvement noted in the second half of the year, although magnified by favourable comparatives, can still be deemed encouraging to the extent that the economic climate remained challenging overall.

Several geographic regions reported substantial year-end increases driven by growth in new markets. This was the case in America, Central and Eastern Europe and Asia-Pacific (full-year growth of 12.6%, 9.9% and 7.5%, respectively, on a like-for-like basis, including growth of 8.9%, 8.4% and 2.6% in the fourth quarter). Germany and France also performed satisfactorily considering the business environment (4.8% and 1.5% full-year

¹ The variance between Group sales and the total of Somfy Activities and Somfy Participations sales reflects intra-group sales between Somfy Activities and Somfy Participations.

growth on a like-for-like basis, including 4.7% and 4.0% in the fourth quarter). Southern² and Northern Europe both enjoyed renewed growth during the last months of the year but remained in negative territory over the full year due to the decline recorded at the beginning of the year, which resulted from the economic climate and adverse weather conditions (full-year declines of 0.1% and 3.5%, respectively, on a like-for-like basis, against growth of 6.1% and 9.4% in the fourth quarter).

Somfy Participations

Somfy Participations achieved sales of € 103.1 million during the financial year (down 2.3% on a like-for-like basis), including € 43.3 million in the second half of the year (down 3.2% on a like-for-like basis, including declines of 4.7% in the third quarter and 0.9% in the fourth quarter).

The performance of individual companies varied greatly. Cotherm, which was sold early in October, showed strong resilience (up 6.1% on a like-for-like basis over the first nine months), while Zurflüh-Feller and Sirem were adversely affected by the economic climate (full-year declines of 2.9% and 8.4%, respectively, on a like-for-like basis, including a decline of 1.2% and growth of 0.0% in the fourth quarter).

The business trends of equity-accounted companies also differed. Ciat's sales decreased (9.0% full-year decline on a like-for-like basis, down 8.8% in the fourth quarter), while Gaviota-Simbac recovered over the last few months and managed to offset the decline recorded at the beginning of the year (0.0% full-year growth on a like-for-like basis, including growth of 14.5% in the fourth quarter). Pellenc ended the year on a clearly positive note, despite a drop at the end of the year (5.8% full-year growth in real terms, including a decline of 4.5% in the fourth quarter).

Corporate profile

The Somfy Group is structured as two separate branches: Somfy Activities is dedicated to the Group's core business of automated openings and closures in residential and commercial buildings; Somfy Participations is dedicated to investments and equity shareholdings in industrial companies operating in other business sectors.

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Shareholders' agenda

Publication of annual results: end-of-day, 28 February 2013 (meeting scheduled for the morning of 1 March)

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² Africa and the Middle-East are included in Southern Europe