

### Sales for the first six months of the 2013 financial year

Consolidated sales (€ millions)	2013	2012	% change in real terms	% change on a like-for-like basis
First quarter	227.0	236.3	-4.0%	-0.5%
Second quarter	279.9	277.6	+0.8%	+2.9%
<b>First half-year</b>	<b>506.9</b>	<b>513.9</b>	<b>-1.4%</b>	<b>+1.3%</b>

*Note: Cotherm was excluded from the scope of consolidation in October 2012 and Giga was included in April 2013. Their respective sales have been excluded from changes on a like-for-like basis.*

Group sales were € 506.9 million<sup>1</sup> for the first six months of the financial year. This was a decline of 1.4% in real terms and an increase of 1.3% on a like-for-like basis.

This increase on a like-for-like basis shows a marked improvement in the second quarter, partly due to base effects, and mixed developments depending on division and geographic region.

#### **Somfy Activities**

Somfy Activities' contribution grew from €455.8 million to €467.0 million during the first half of the year. This figure includes sales of the recently acquired Brazilian company Giga. Divisional growth was 2.1% on a like-for-like basis, a decline of 0.1% in the first quarter and an increase of 4.0% in the second quarter.

The trend remained clearly positive in Asia-Pacific and America (up 9.4% and 7.5%, respectively, on a like-for-like basis), as a result of expansion in China and India and a buoyant US market.

Eastern and Central Europe, France and Germany proved resilient (up 3.4%, 1.4% and 0.7% respectively, on a like-for-like basis).

<sup>1</sup> The difference between Group sales and the total of both Somfy Activities' and Somfy Participations' sales is due to intra-group sales between Somfy Activities and Somfy Participations.



Southern Europe<sup>2</sup> reported moderate growth (up 0.6% on a like-for-like basis), despite continuing challenging situations in Spain, Greece and Italy.

Conversely, Northern Europe's contribution fell 2.9% on a like-for-like basis, due to adverse weather conditions, especially in Benelux and the UK, which particularly impacted sales of motors and automation equipment for blinds.

### **Somfy Participations**

Somfy Participations' contribution fell from € 59.7 million to € 41.5 million during the first six months (down 7.1% on a like-for-like basis, a decrease of 5.1% in the first quarter and 9.1% in the second quarter).

This decline was attributable to Cotherm's exit from the consolidation scope, effective as of last October, and reduced business activity at the two fully-consolidated companies, Zurflüh-Feller and Sirem (down 5.2% and 11.9% respectively, on a like-for-like basis).

Equity-accounted companies recorded mixed developments: Ciat declined by 8.5% on a like-for-like basis, while Gaviota-Simbac and Pellenc reported growth of 1.2% and 8.2%, respectively, on a like-for-like basis.

### **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.*

### **Contacts**

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### **Shareholders' agenda**

*Publication of half-year results: 29 August 2013 after close of trading (press release and conference call)*

*[www.somfyfinance.com](http://www.somfyfinance.com)*

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<sup>2</sup> Africa and the Middle East are included in Southern Europe.