

**Financial information
for the first nine 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%
Third quarter	252.3	246.8	+2.2%	+5.8%
First nine months	759.2	760.7	-0.2%	+2.7%

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

Sales

Group sales¹ were €759.2 million for the first nine months of the financial year, a 0.2% decline in real terms and an increase of 2.7% on a like-for-like basis.

Somfy Activities

Somfy Activities' contribution totalled €702.6 million over the first nine months and €235.7 million over the last three months, an increase of 3.6% and 5.9% in real terms and of 3.5% and 6.3% on a like-for-like basis, respectively.

In the third quarter, all regions reported growth on a like-for-like basis, with several of them ending the period on a significantly positive note.

This observation was especially true for the Americas, Asia-Pacific and Central and Eastern Europe (up 8.6%, 6.8% and 3.9% respectively on a like-for-like basis to the end of September, including growth of 11.0%, 3.1% and 4.6% over the third quarter).

France and Germany also performed well, in particular during the summer months during which they accelerated sharply (up 3.5% and 3.1% respectively on a like-for-like basis to the end of September, including growth of 8.8% and 7.4% over the third quarter).

¹ The difference between Group sales and the total of both Somfy Activities' and Somfy Participations' sales is due to intragroup sales between Somfy Activities and Somfy Participations.

Northern Europe returned to growth in the spring but posted a decline over the period due to the fall recorded at the beginning of the financial year, caused by adverse weather conditions (down 1.1% on a like-for-like basis to the end of September, with growth of 2.9% over the third quarter).

Southern Europe² achieved growth over the period despite the climate remaining challenging in a number of countries (up 1.8% on a like-for-like basis to the end of September, including 4.4% over the third quarter). This improvement was due to the stabilisation of Italy and the good performance of Africa and the Middle East.

Somfy Participations

Somfy Participations' contribution totalled €59.2 million over the first nine months and €17.6 million over the last three months, respective declines of 30.3% and 29.9% in real terms and 5.2% and 0.3% on a like-for-like basis.

The decline was attributable to Cotherm's exit from the consolidation scope and, to a lesser extent, to the fall in sales at Zurflüh-Feller and Sirem (down 3.6% and 9.3% respectively, on a like-for-like basis, to the end of September, including growth of 0.4% and a decline of 2.3% in the third quarter).

Equity-accounted companies reported more mixed performances. Pellenc and Gaviota-Simbac achieved significant growth (up 11.2% and +3.1% respectively, on a like-for-like basis, to the end of September, including growth of 15.0% and 10.1% over the third quarter). Ciat's sales decreased (down 7.1% on a like-for-like basis to the end of September, including a decline of 4.8% over the third quarter), but saw its order book recover significantly over the last few months.

Other information

Actions previously undertaken to adjust costs and optimise processes continued during the quarter just ended, within the two divisions, to maintain the Group's competitiveness and profitability.

The results for the period ended at the end of September will be in line with the trend seen over the early part of the year. Likewise, the financial position remains sound.

Corporate profile

The Somfy Group is structured as two separate branches: Somfy Activities, which is dedicated to the automation and control of openings and closures in residential and commercial buildings (blinds, shutters, curtains, screens, doors, gates, etc.); and Somfy Participations, which is dedicated to investments and equity shareholdings in industrial companies operating in other business sectors. In 2012, the Group generated net sales of €989.6 million and reported a current operating result of €132.2 million and a net profit of €84.4 million.

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



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Shareholders' agenda

Publication of annual sales: 28 January 2014

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