

PRESS RELEASE

19 OCTOBER 2017

FINANCIAL INFORMATION FOR THE FIRST NINE MONTHS OF THE 2017 FINANCIAL YEAR

Consolidated sales (€ millions)	2017	2016	△ Real terms	△ Like-for- like
First quarter	294.6	265.5	+11.0%	+9.9%
Second quarter	348.9	322.0	+8.3%	+7.3%
First half-year	643.5	587.5	+9.5%	+8.5%
Third quarter	305.1	276.7	+10.3%	+10.9%
First nine months	948.6	864.2	+9.8%	+9.3%

Note: the newly acquired entities iHome and Myfox were added to the Group's consolidation scope in the last quarter of 2016. Like-for-like sales have been restated to reflect these additions and changes in exchange rates.

SALES

Consolidated sales totalled €948.6 million for the first nine months of the financial year. Their growth was 9.8% in real terms, including 10.3% in the third quarter, and 9.3% on a like-for-like basis, including 10.9% in the third quarter.

These high figures demonstrate the substantial growth recorded within the Group's various activities and regions in which it operates¹, and testify to the growing interest in motorised and connected home solutions displayed by consumers in the various regions of the world. As a result, these figures validate the longstanding innovation and international expansion strategy.

The most noteworthy performances were achieved in Asia-Pacific, Northern Europe and America (up 15.8%, 11.9% and 11.5% respectively on a like-for-like basis over the first nine months), as well as in Central and Eastern Europe, where a sharp acceleration was seen over

¹ Germany, America, Asia-Pacific, Central and Eastern Europe, Northern Europe, Southern Europe and France are the geographic regions usually used to analyse and monitor sales. Their respective sales are calculated based on customer location and therefore the destination of the sales.

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the summer (10.7% like-for-like growth over the first nine months, including 15.5% over the third quarter).

The trend was also positive in France and Southern Europe² (9.3% and 7.6% like-for-like growth respectively over the first nine months), and gained momentum in Germany at the end of the period (2.6% like-for-like growth over the first nine months, including 4.0% over the third quarter).

OTHER INFORMATION

As anticipated, winning market share, the increased cost of raw materials and the integration of newly-acquired entities (iHome, Myfox) all continued to impact results to a similar extent as in the first half-year.

The roll-out of the Believe and Act strategic plan continued. It mainly focused on the development and digitalisation of the range of interior solutions with the launch of innovative products, notably in the field of energy (Somfy Climate), and the strengthening of partnerships (Atlantic, Sonos).

CORPORATE PROFILE

Somfy Group is the global leader in opening and closing automation for both residential and commercial buildings, and a key player in the connected home.

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SHAREHOLDERS' AGENDA

Publication of full-year sales: 25 January 2018 after close of trading

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² Africa and the Middle East are included in Southern Europe for the monitoring and analysis of sales.

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APPENDIX

Geographical analysis of sales

Consolidated data (€ millions)	9 M 2017	9 M 2016	△ Real terms	△ Like-for- like
France	233.0	205.2	+13.5%	+9.3%
Southern Europe	168.2	159.0	+5.8%	+7.6%
Germany	141.4	138.1	+2.4%	+2.6%
America	106.9	95.9	+11.5%	+11.5%
Asia-Pacific	104.8	91.2	+14.9%	+15.8%
Central and Eastern Europe	102.4	91.3	+12.2%	+10.7%
Northern Europe	91.8	83.5	+9.9%	+11.9%
Total	948.6	864.2	+9.8%	+9.3%

Note: the sales figures provided are calculated based on customer location.