

PRESS RELEASE

17 OCTOBER 2019

SALES FOR THE FIRST NINE MONTHS OF 2019

| Consolidated sales (€ millions) | 2019 Real terms | 2018 Real terms | △ Real terms | △ Like-for-like |
|------------------------------------|-----------------------|-----------------------|--------------------|--------------------|
| First quarter | 283.1 | 270.7* | +4.6% | +4.3% |
| Second quarter | 332.0 | 315.4 | +5.3% | +5.1% |
| First half-year | 615.1 | 586.1 | +4.9% | +4.7% |
| Third quarter | 301.4 | 273.0 | +10.4% | +9.5% |
| First nine months | 916.5 | 859.2 | +6.7% | +6.3% |

* Published sales for the first quarter of the 2018 financial year have been restated in accordance with international accounting standards (IFRS 5) for comparison purposes, following the changes in the control and governance methods of the Chinese subsidiary Dooya (exit from the scope of full consolidation and consolidation of the entity under the equity method).

Group sales totalled €916.5 million for the first nine months of the financial year, an increase of 6.7% in real terms and 6.3% on a like-for-like basis, including, respectively, 4.9% and 4.7% during the first half-year, and 10.4% and 9.5% in the third quarter.

All geographic regions, except for the region comprising Africa and the Middle East, ended the period on a positive – and in some cases very positive – note. A number of regions, in particular Germany, China and France, clearly gathered momentum over the last quarter.

Their performance reflects the potential of the automation market and, even more significantly, the success of the various partnerships and numerous innovations launched by the Group in recent months.

The strongest growth rates¹ were achieved in Northern Europe (up 14.5%) and Central & Eastern Europe (up 16.8%), resulting both from the development seen in new countries,

¹ Figures in brackets following the names of geographic regions indicate changes on a like-for-like basis for the year to end September. They are calculated based on customer location.

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including Poland and the Czech Republic, and the strength of historical territories, such as Benelux, the UK and Scandinavia.

Significant growth was also recorded in France (up 5.2%), with a significant quarter on quarter improvement, as well as in Germany (up 6.6%) and China (up 13.1%). Growth was however more modest in Southern Europe (up 1.3%), North America (up 1.5%), Central & South America (up 1.9%) and Asia & Pacific (up 2.8% excluding China), for primarily contextual reasons.

Conversely, a negative trend was recorded in Africa & Middle East (down 6.2%), but a significant upturn was nevertheless noted at the end of the period, due in particular to the recovery of Saudi Arabia and the United Arab Emirates.

Sales of the equity-accounted Dooya totalled €139.3 million over the first nine months of the year, an increase of 11.3% in real terms and 10.3% on a like-for-like basis. This reflects a good performance in China (up 5.6%) and continued strong export growth (up 14.3%).

CORPORATE PROFILE

Somfy is the global leader in automated opening and closing systems 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: 23 January 2020 (after close of trading)

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APPENDICES

Analysis of sales for the first nine months

| Consolidated data (€ millions) | 2019 Real terms | 2018 Real terms | △ Real terms | △ Like-for-like |
|-----------------------------------|-----------------------|-----------------------|--------------------|--------------------|
| France | 258.0 | 245.2 | +5.2% | +5.2% |
| Germany | 146.6 | 137.4 | +6.6% | +6.6% |
| Central & Eastern Europe | 115.9 | 99.1 | +17.0% | +16.8% |
| Northern Europe | 107.2 | 93.8 | +14.2% | +14.5% |
| Southern Europe | 92.5 | 90.9 | +1.8% | +1.3% |
| North America | 79.9 | 74.3 | +7.5% | +1.5% |
| Africa & Middle East | 47.9 | 52.4 | -8.7% | -6.2% |
| Asia & Pacific (excl. China) | 41.0 | 39.1 | +4.8% | +2.8% |
| Central & South America | 16.7 | 17.4 | -4.2% | +1.9% |
| China | 10.9 | 9.4 | +14.9% | +13.1% |
| Total | 916.5 | 859.2 | +6.7% | +6.3% |

Analysis of third quarter sales

| Consolidated data (€ millions) | 2019 Real terms | 2018 Real terms | △ Real terms | △ Like-for-like |
|-----------------------------------|-----------------------|-----------------------|--------------------|--------------------|
| France | 79.2 | 70.5 | +12.3% | +12.3% |
| Germany | 51.1 | 47.5 | +7.6% | +7.6% |
| Central & Eastern Europe | 42.7 | 35.6 | +19.8% | +18.8% |
| Northern Europe | 33.7 | 30.3 | +11.3% | +11.9% |
| Southern Europe | 27.9 | 26.9 | +3.7% | +2.9% |
| North America | 26.6 | 24.9 | +7.2% | +2.5% |
| Africa & Middle East | 16.1 | 14.1 | +13.8% | +10.7% |
| Asia & Pacific (excl. China) | 14.4 | 13.9 | +3.9% | +1.5% |
| Central & South America | 5.5 | 5.9 | -6.3% | -4.3% |
| China | 4.1 | 3.4 | +20.4% | +17.6% |
| Total | 301.4 | 273.0 | +10.4% | +9.5% |

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Reconciliation of sales growth for the first nine months on a like-for-like basis and in real terms

| | |
|--|--------------|
| Change on a like-for-like basis | +6.3% |
| Forex impact | +0.4% |
| Scope impact | - |
| Change in real terms | +6.7% |

GLOSSARY

Sales

The sales figures provided refer to the sales amounts generated with customers outside the Group. They are calculated based on customer location and therefore the destination of the sales.

Change in real terms

The change in real terms corresponds to the change at actual consolidation scope and exchange rates.

Change on a like-for-like basis

The change on a like-for-like basis corresponds to the change at constant consolidation method, consolidation scope and exchange rates.

Geographic regions

Africa & Middle East, Germany, Central & South America, North America, Asia & Pacific, China, Central & Eastern Europe, Northern Europe, Southern Europe, and France are the geographic regions used to analyse and monitor sales.