

# PRESS RELEASE

30 MARCH 2022



## **SOMFY SUPPORTS ELCIA GROUP, FRENCH LEADER FOR DIGITAL SOLUTIONS FOR SELLING WINDOWS, DOORS, ROLLER SHUTTERS AND SHADING SYSTEMS, AS PART OF ITS EUROPEAN EXPANSION**

**SOMFY, the world leader for window and door automation for homes and buildings and pioneer in the connected home, and ELCIA, the French leader for digital solutions for selling windows, doors, roller shutters and shading systems, announce that on 30 March 2022 they signed an agreement providing for the acquisition by SOMFY of a 6.33% stake in the share capital of ELCIA.**

Sharing common values based on innovation and customer service, SOMFY and ELCIA seek to establish this partnership to pursue the dual aim of helping ELCIA Group to expand in Europe and supporting trade installers with the sale of connected solutions.

Founded in 1999, ELCIA has 210 employees in France and more than 24,000 users. The Group's products include ProDevis, the number 1 costing and management solution for installers in windows doors, roller shutters and shading systems, a solution aimed at optimising interaction between manufacturers, their sales networks and individual customers.

### **Supporting ELCIA's growth**

This transaction will help support ELCIA Group's growth ambitions in Europe, and notably in Germany, where SOMFY Group has developed a strong network of experts since the creation of its subsidiary in 1969. It is familiar with the challenges of this market, Europe's largest for windows, doors, roller shutters and shading systems.

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## **Development of the digital solutions needed by installation and distribution networks**

This partnership will also help to develop innovative digital solutions with installation and distribution networks in the industry. ELCIA's offering has been developed to connect the whole industry and address its changing needs and trends. Drawing on this expertise, ELCIA will build on its existing solutions to expand its range to include connected joinery, thereby responding to key trends involving changing living environments and the connected home.

A specific aim of this collaboration is to provide comprehensive support in the digitalisation of the entire value chain and facilitate the continued structuring of installer networks to ensure a high-quality service for consumers.

Subject to the fulfilment of the usual conditions precedent, this equity investment will become effective on 14 April 2022. SOMFY will finance the acquisition using existing cash resources.

**According to Franck Couturieux, Chairman and Founder of ELCIA,** *"The closer relationship with SOMFY will allow us to benefit from the expertise of an internationally minded French industrial Group, with a stable shareholding structure and a long-term vision, to support our development in Europe, and will add value for customers by making life easier for all those involved in the market thanks to our software solutions and innovative services."*

**Pierre Ribeiro, CEO of SOMFY, concluded,** *"We are delighted to be supporting the ELCIA teams through this equity investment. Innovation and customer service are values that we broadly share with this French gem of a company and that will help strengthen the digital offering for installers, optimising customer satisfaction."*

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## CORPORATE PROFILE



Founded in 1969 in France, and now operating in 59 countries, Somfy is the world leader in window and door automation for homes and buildings. Pioneer in the connected home, the Group is constantly innovating to guarantee its users comfort, well-being, and security in the home and is fully committed to promoting sustainable development. For more than 50 years, Somfy has been using automation to improve living environments and has been committed to creating reliable and sustainable solutions that promote better living and well-being for all.



Founded in 1999, Elcia is a French software developer group specialising in windows, doors, roller shutters and shading systems. With 210 employees and more than 24,000 users, Elcia generated sales of €26 million in 2021 and aims to become the No. 1 in Europe within the next five years.

## CONTACTS

**Somfy:** Pierre Ribeiro: +33 (0)4 50 40 48 49

**Elcia:** Édouard Catrice: +33 (0)4 72 18 51 41

**Shan:** Alexandre Daudin: +33 (0)1 44 50 51 76 – Aliénor Kuentz: +33 (0)6 28 81 30 83

## SHAREHOLDERS' AGENDA

**Publication of first quarter 2022 sales:** 21 April 2022 (after close of trading)