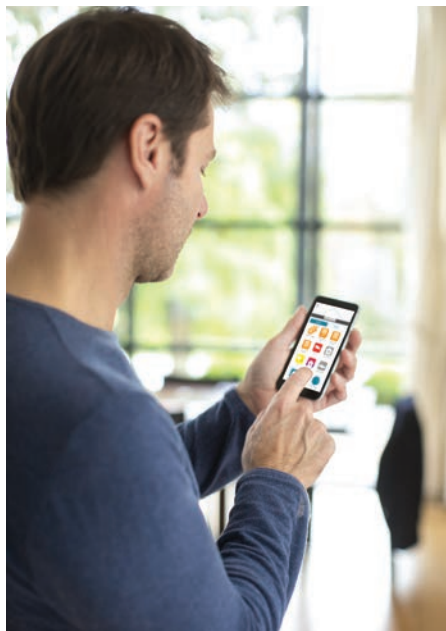

LIVING S O M F Y





**INSPIRING A BETTER
WAY OF LIVING
FOR ALL**

EVERYONE AROUND THE WORLD ASPIRES FOR THEMSELVES AND THEIR LOVED ONES TO ENJOY A SAFE, HEALTHY AND ENVIRONMENTALLY FRIENDLY LIVING ENVIRONMENT



To meet the essential need of improving living environments, Somfy Group creates innovative solutions for homes and buildings, in three key areas:

- comfort and wellbeing for everyone at all ages,
- the security of people and property,
- protection of the environment.

Somfy Group, through each of its subsidiaries and brands, is committed to making these innovations accessible to as many people as possible. As a genuine local player on five continents, we adapt our products to the needs and characteristics of each of our markets.

Somfy wants to contribute to the development of our customers and our partners by constantly striving for excellence in our products and services.

THE GROUP'S BRANDS

somfy®



OVERKIZ



MiNGARDI®
THE REFERENCE FOR WINDOW AUTOMATION

neocontrol

DOOYA®

OTUBE®

SACZ
easy access

bononia
Motori Tubolari™

OUR HISTORY

SINCE IT WAS FOUNDED AT THE END OF THE 1960s, SOMFY GROUP HAS PLAYED A PIONEERING ROLE IN AUTOMATIC SYSTEMS FOR OPENINGS AND CLOSURES IN BUILDINGS.

THE GROUP'S GROWTH IS BASED ON ITS PEOPLE'S PASSION FOR ENTREPRENEURSHIP, THE SOMFY SPIRIT THAT DRIVES A VISION: TO IMPROVE LIVING ENVIRONMENTS AND MAKE THEM ACCESSIBLE TO AS MANY USERS AS POSSIBLE.

1969

Somfy founded in Cluses.

1984

Becomes part of the Damart group in Roubaix (France).

1986

Creation of the network of customer installers: Somfy Experts.

1987

First television advertising campaigns on the French market.

1990

Somfy acquires Simu, its main competitor.
The interior blind activity is launched.

2000

First Somfy products sold in DIY stores in France.

2002

Damart SA splits into Damartex SA and Somfy SA, majority owned by the Despature family.
Damartex and Somfy listed on the Paris Bourse.

2004

Acquisition of BFT (Italy), a specialist in automatic access systems.
The proportion of radio motors exceeds that of traditional motors.

2005

Joint venture with LianDa, manufacturer of tubular motors, to access the Chinese market.

2006

New Logistics Center opens in Bonneville (France).
SITEM plant constructed in Tunisia.

2007

Somfy launches its Bioclimatic Facades program meeting the threefold demand for energy performance, reduced environmental impact and comfort for building occupants.



2008

Creation of Somfy Activities and Somfy Participations.

2011

The Group launches its quality plan: Customer 1st.

Somfy Foundation is set up to fight poor housing conditions.

2012

Creation of the Home & Building Activity.

Somfy acquires a stake in Neocontrol, a Brazilian home automation manufacturer.

2013

Somfy Foundation launches Les Petites Pierres, the first crowdfunding platform to support decent housing conditions.

2014

Separation of the two branches of activity. Somfy Participations becomes Edify.

Two new plants are opened: SOPEM in Poland, Dooya in China.

2015

Creation of the Connected Solutions Activity.

Launch of the Act for Green[®] label, a voluntary eco-design process for Somfy products.

2016

Somfy Spirit is formally defined and announced as the foundation of Somfy's identity, setting out the group's development model, organization structure and management principles.

2018

With So Open, Somfy gives all housing stakeholders access to its solutions to meet the challenge of smart living.

2019

2019 Somfy celebrates its 50th anniversary.

KEY FIGURES 2018

SALES IN MILLIONS €



GROWTH ON A LIKE-FOR-LIKE BASIS



CURRENT OPERATING RESULT



3 ACTIVITIES



Growth on a like-for-like basis

5
TYPES OF
APPLICATIONS

- SHUTTER AND AWNING
- INTERIOR SOLUTIONS
- ACCESS MANAGEMENT
- SECURITY
- CONNECTED HOME

PATENTS
APPLICATIONS
SUBMITTED IN 2018

40

PATENTS
IN OUR PORTFOLIO

2,153

NUMBER OF CONNECTED DEVICES

2,870,000

EMPLOYEES*

6,120

COUNTRIES WHERE
THE SOMFY BRAND
ADVERTISES ON TV

27

*The subsidiary Dooya has been removed from the full consolidation scope and is no longer included in the Group's workforce.

MANAGEMENT BODIES

MANAGEMENT BOARD

Jean Guillaume Despature

Chairman of the Management Board

Pierre Ribeiro

Chief Financial Officer,
Member of the Management Board

MANAGEMENT

Jean Guillaume Despature

General Management

Pierre Ribeiro

Chief Financial Officer

Jean-Claude Rivier

Industry & Logistics

Valérie Dixmier

Human Resources & Organization

Denis Maugain

Strategic Marketing

Frank Schädlich

Europe, Middle East & Africa
Business & Marketing Area

Olivier Piccolin

Asia & Americas
Business & Marketing Area

Jean Pascal Rey

Home & Building Activity

Marc Westermann

Connected Solutions Activity

SHAREHOLDER RELATIONS

LISTING

Somfy SA has a Management Board and a Supervisory Board and is listed on the Eurolist at Euronext Paris in Compartment A (ISIN code FR 0013199916).

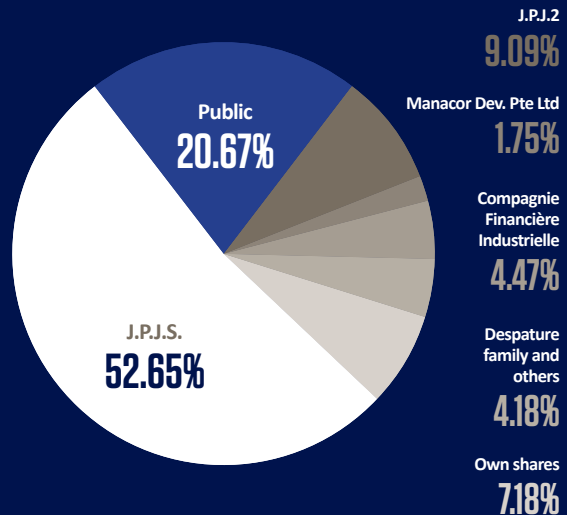
CAPITAL

On December 31, 2018, Somfy's capital amounted to €7,400,000, divided into 37,000,000 shares with a nominal value of €0.20, fully paid up and all in the same class.

www.somfyfinance.com

BREAKDOWN OF CAPITAL

IN % ON DECEMBER 31, 2018



OUR PRESENCE WORLDWIDE

57

COUNTRIES

119

SUBSIDIARIES

59

OFFICES & AGENCIES

6,120*

EMPLOYEES

* The subsidiary Dooya has been removed from the full consolidation scope and is no longer included in the Group's workforce.

1 — NORTH AMERICA

150 EMPLOYEES

Canada
United States

2 — CENTRAL & SOUTH AMERICA

100 EMPLOYEES

Argentina
Brazil
Colombia
Mexico

3 — NORTHERN EUROPE

210 EMPLOYEES

Belgium
Denmark
Finland
Ireland
Netherlands
Norway
Sweden
United Kingdom

4 — FRANCE

2,220 EMPLOYEES

France

5 — SOUTHERN EUROPE

540 EMPLOYEES

Bulgaria
Greece
Israel
Italy
Portugal
Spain



6 — GERMANY

360 EMPLOYEES

Germany

7 — CENTRAL & EASTERN EUROPE

780 EMPLOYEES

Austria
Croatia
Czech Republic
Hungary
Latvia
Poland
Romania
Russia
Slovakia
Switzerland
Ukraine

8 — MIDDLE EAST & AFRICA

1,210 EMPLOYEES

Algeria
Cyprus
Egypt
Jordan
Lebanon
Morocco
South Africa
Tunisia
Turkey
United Arab Emirates

9 — CHINA

340 EMPLOYEES

China

10 — ASIA-PACIFIC

210 EMPLOYEES

Australia
Hong Kong
India
Indonesia
Japan
Korea
Malaysia
New Zealand
Philippines
Singapore
Taiwan
Thailand
Vietnam

DISTRIBUTION



In 2018, Somfy continued to make steady progress in Europe, despite difficult weather conditions at the beginning of the year, as well as in Asia-Pacific (excluding China) and Central and South America.

Northern, Central and Eastern Europe have been able to take advantage of the dynamism of their markets and are growing strongly.

Conditions in North America, where the main local distributor is reorganizing its logistics, were less favorable this year, as well as in the Middle East and Africa, which were affected by unstable economic and political environments.

Growth rates are stated
on a like-for-like basis.



FRANCE

+4.7%

CENTRAL & EASTERN EUROPE

+12.3%

NORTHERN EUROPE

+10.7%

SOUTHERN EUROPE

+4.4%

GERMANY

+3.7%

MIDDLE-EAST & AFRICA

-2.4%

NORTHERN AMERICA

+1.0%

CENTRAL & SOUTH AMERICA

+8.6%

CHINA

-8.5%

ASIA-PACIFIC

+8.5%



EXPANDING THE APPLICATIONS OF THE CONNECTED HOME

USER EXPERIENCE, OPENNESS, INNOVATION

2018 HIGHLIGHTS

SUCCESS AT CES

January 2018: At CES Las Vegas—the world's leading trade fair for consumer electronics—Somfy demonstrated its ambition to position itself as a key player in the Internet of Things (IoT) ecosystem.

Ideally located in the Smart Home area, Somfy's stand covered 180 square metres and attracted a high number of visitors.

Customers from the United States explored the new range of bi-directional Zigbee motors (open protocol) and Somfy's vision for the smart home around three areas: Home Protect, Home Climate and Home Ambiance. The Group's large retail customers—such as Boulanger, and Leroy Merlin—were particularly interested in the Home Protect products and were able to view the smart exterior camera at close hand.

“SO OPEN”: A STRATEGY OF OPENNESS

To make it easier for users to access simple and effective connectivity in the home, Somfy launched the “So Open with Somfy” programme. This makes its platforms more compatible with other services and allows all players, via the openness of its APIs*, to incorporate controls for Somfy applications into their own solutions.

The TaHoma and Somfy Protect platforms are now compatible

with the world's major ecosystems of management and service solutions: Amazon Alexa, Google Home and Apple HomeKit. Through its partnerships, Somfy has also improved the compatibility of its solutions with those of major housing players such as Legrand, Schneider Electric and Nexity.

CREATION OF THE YETI LAB

In April 2018, the Group's Innovation department opened the Yeti Lab, a fab lab (fabrication laboratory) of 75 square metres, within its R&D Centre in Cluses, France.

Here, teams can create the first prototype for a project and use the methods and equipment provided (3D printer, laser cutter, etc.). The aim is to represent an idea as a physical object in order to explore its potential feasibility, uses and so on.

MDM, A GROUP-WIDE STRUCTURAL PROJECT

In June 2018, the Group rolled out MDM (Master Data Management), a centralised database of products' technical features.

One of its aims is to make launch processes run more smoothly. In the medium term, MDM will mesh with the future ERP (enterprise resource planning) software chosen by Somfy, avoiding the need for multiple data entry.

ASA'S TURN TO GET SMART

WAY has completely changed its range of tubular motors and has opted for a motor base produced at SITEM in Tunisia, which is fully compatible with Somfy accessories. In terms of home automation, WAY has collaborated with Overkiz to develop a dedicated box using the RTW system from the ASA brand. This can be used remotely to control ASA radio motors in rolling shutter, blind and projection screen applications. Lastly, WAY has launched a new motor designed to open windows, available in three different models to cover the varying needs of the market in terms of power and technical features.

SOMFY LIGHTHOUSE: A JOURNEY THROUGH THE WORLD OF SOMFY

Somfy Lighthouse opened in Cluses in February 2018 to showcase the Somfy brand's connected solutions. Stemming from the desire to showcase Somfy brand's smart living offer and its utility in homes and offices, this building is also an Experience Centre, a place for joint innovation, both in-house and with customers, and an exhibition space. Four hundred connected devices are displayed across 776 square metres over four floors.

*API: Application Programming Interface. API is a set of functions that facilitates, via a programming language, access to the services of an application.

HOME & BUILDING

To capture the full potential of the interior products market, Somfy has launched a wave of innovations with simple, standalone, silent, connected motors. Meanwhile, Somfy is consolidating its global leadership in the commercial building segment.



+4.7%

growth in the Home & Building Activity
on a like-for-like basis

23

motors for interior applications launched in 2018, including the first io motor with bi-direction communication for interior blinds in Europe, the Middle East and Africa. The Sonesse 40 io is compatible with the entire Somfy connected ecosystem.

S&SO RS 100 SMART MOTORS: CONFIRMED SUCCESS

Three years after its launch, Somfy's flagship innovation—which has no equivalent among competitors—has garnered high praise from professional customers and end users. It symbolises Somfy's technological prowess in motorising the Connected Home. In 2018, Somfy produced and sold one million S&SO RS 100 motors.

NEW RANGE FOR PERGOLAS

Somfy has launched the Bioclimatic Pergola, a small "ecosystem" that incorporates controls for lighting, heating, and pergola roofs and sides. It is

strengthening Somfy's position in a rapidly expanding market. Today, in Europe, consumers are looking for fully automated pergolas that are easy to control. Somfy is also adapting to the US market, based on its dominant position in the exterior screen market. Since the end of 2017, Somfy has been selling a new motor, Maestria RTS, for zip screens (exterior screens for pergolas).

SILENT, STANDALONE, CONNECTED MOTOR SYSTEMS

Interior solar-protection products, which still have a low level of motorisation, form a rapidly expanding segment (13% growth worldwide), driven by the popularity of Connected Home products. Somfy has planned the launch of more than 50 new motors between the end of 2018 and the beginning of 2020 to cover all sizes and types of blinds and curtains around the world. For 2018, the priority markets were North America and Northern Europe. These motors are silent, standalone and connected: key qualities that set them apart from the competition.

SOLUTIONS FOR UPGRADING EXISTING BLINDS

In 2018, Somfy launched a battery-powered, self-installed motor—Mornin'+—that adapts to existing curtain rails. This offer, which is being tested in Singapore, India and Northern Europe, will be rolled out worldwide if it proves its worth.

CONSOLIDATED POSITIONS IN COMMERCIAL PROPERTY

Development of connected products, accompanying the general trend towards the smart building, has continued: the number of ultra-silent motors that use the Somfy Digital Network system (with information feedback) has grown. In 2018, Somfy also invested in the development of a new communication platform that controls blinds and awnings in commercial buildings, making way for the general switch to Internet Protocol version 6 (IPv6). In terms of control systems, Animeo Connect, which was introduced to the market in early 2018, is starting to be used in buildings in France and the Netherlands.

FOR THE HOME

***HOME & BUILDING DESIGNS,
DEVELOPS AND MANUFACTURES
MOTORS, REMOTE CONTROLS,
CONTROL POINTS, SENSORS AND
HOME AUTOMATION SOLUTIONS
AND TECHNOLOGIES FOR A WIDE
RANGE OF BLINDS, AWNINGS AND
ROLLING AND SWINGING SHUTTERS.***

FOR COMMERCIAL BUILDINGS

***THE ACTIVITY ALSO DEVELOPS HIGH-
PERFORMANCE FAÇADE SOLUTIONS
USING OPEN AND CLOSED
TECHNOLOGIES.***



CONNECTED SOLUTIONS

Thanks to its strategy of openness—moving from an ecosystem of largely proprietary products to an open ecosystem—Somfy is expanding the applications of the Connected Home and positioning itself as a partner for all players.



+24.7%

growth of the Connected Solutions Activity
(excluding motors), on a like-for-like basis

1,000+

devices natively compatible with the Somfy
technology platform, from more than 30 leading
manufacturers

A STRATEGY OF OPENNESS AND A WIDER RANGE OF CONSUMER BENEFITS

The “So Open with Somfy” strategy is now possible thanks to technological developments. It meets the needs of consumers who want to be able to manage a growing number of devices in the home from a single control point, without incompatibility issues between products by different brands. This strategy consolidates the position of Somfy’s platform as the most comprehensive on the Connected Home market, with ecosystems adapted to each region in the world. Somfy is responding to the individual needs of each inhabitant, particularly in terms of lighting, security devices and heating.

THE EMERGENCE OF NEW APPLICATIONS

Innovative uses include a new outdoor camera, equipped with an alarm that can detect and deter intrusion attempts. Fitted with advanced features such as night vision and image analysis, it received an Innovation Award at CES 2018. In partnership with Cdiscount and Chronopost, Somfy is also testing a connected lock solution in France to simplify delivery. Most new applications are invented with consumers through the collaborative platform My Somfy Lab.

ACCESS TO NEW DISTRIBUTION CHANNELS

The openness of APIs, which allows equipment to be managed by third parties, has made Somfy the partner and supplier for professionals from areas outside the brand's traditional field of prospective customers. This is the case with French and international property developers, such as the agreement signed with Nexity. In the Internet service provider market, Somfy and Free entered into a partnership in late 2018, enabling Somfy devices to be controlled directly from the new Freebox Delta.

SOKIZ, A FLEXIBLE CUSTOMER-FOCUSED OFFERING

Overkiz, the Group's subsidiary that manages the TaHoma infrastructure, has launched the Sokiz project. This allows Somfy to shift from a customer-supplier relationship to serve as a connectivity expert for customers. With this project, Somfy offers a flexible range of products, unique in size on the market, aimed both at property developers and service or telecoms companies, energy suppliers and major players in construction. The launch comes in the context of strong growth in demand for connected housing in France as well as in Europe and Asia.

20

partner brands of TaHoma®, Somfy's smart living platform for the home

5

systems integrated into TaHoma® including Zigbee 3.0, a global radio standard that Somfy is helping to develop within the Zigbee Alliance

8

major areas: openings (rolling shutters, blinds, roof windows, etc.), access (gates, garage doors, locks), security (alarms, cameras, remote monitoring, etc.), patios (awnings, pergolas), energy management, lighting, heating and air conditioning, music



SPIRIT OF OPENNESS
THE CONNECTED SOLUTIONS
ACTIVITY SUPPLIES CONNECTIVITY
SYSTEMS TO ALL OF THE GROUP'S
ENTITIES (ACTIVITIES, TERRITORIES,
ETC.). IT IS ALSO DEVELOPING NEW
BUSINESS BASED ON THE BENEFITS
OF SECURITY, COMFORT AND ENERGY
SAVINGS, LINKING TO SOMFY'S CORE
ACTIVITY.

ACCESS

Thanks to the complementary quality of its brand portfolio, the Access Activity covers all needs for automation and access in all regions (excluding the United States).



+2.8%

growth in the Access Activity on a like-for-like basis

+4.1%

growth in BFT on a like-for-like basis

SOMFY: SMART-IO, A SMART EXPERIENCE FOR CONSUMERS

By launching Smart-io, a new native, fully connected platform, Somfy is innovating and enhancing its range of motor controls for standard garage doors and gates. The range uses Set&Go and Serv-e-Go systems to allow installers to programme products in 90 seconds, while offering them telephone support and remote diagnostics. With Smart-io, end users have access to a complete ecosystem to enrich and improve their connected experience with videophones, exterior cameras and lighting.



THREE NEW PRODUCTS FOR BFT

In 2018, BFT posted growth of 4.1%, with sales boosted by the brand's innovation strategy. Three new products were launched over the year, including the U-Link solution that allows users to remotely control the Virgo operator via smartphone. A new electric photo cell, Compacta, adjustable to 180°, was also introduced on the market. In addition, the U-Control solution with its B-EBA Wi-Fi card was named the best innovation in its category, and won an Innovation Prize at Sidec 2018.

PUJOL IS ATTACHED TO BFT

The Pujol brand was functionally attached to BFT during the financial year. In 2018, Pujol rolled out a new radio environment with a new version of the control card, Junior, a receiver card, and the Vario4U remote control.

SIMU REVISITS SIMUBOX

A specialist in industrial and commercial closures, Simu launched two new motor ranges for retail spaces and industrial buildings in 2018:

- Centris veoHz, a central motor with integrated radio and remote limit settings.
- Simubox, the popular range for rolling, sectional industrial doors that has been redesigned to ensure full compliance with international standards.

FOR THE RESIDENTIAL SEGMENT

THE ACCESS BUSINESS DESIGNS AND DEVELOPS MOTORS, AUTOMATION AND CONTROL POINTS FOR PORTALS AND GARAGE DOORS, AND SECURITY SOLUTIONS.

FOR THE COMMERCIAL, INDUSTRIAL AND URBAN SECTOR

ACCESS DEVELOPS A RANGE OF AUTOMATION SYSTEMS FOR STORE SECURITY GRIDS AND CURTAINS AND INDUSTRIAL BUILDING DOORS, AS WELL AS COMPLETE SOLUTIONS FOR URBAN ACCESS CONTROL.





WORKING TOGETHER

EXPERTISE, ENGAGEMENT,
OPERATIONAL EXCELLENCE

HUMAN RESOURCES EXPERTISE AND QUALITY OF LIFE AT WORK

In 2018, the focus was on two specific areas: the Employee Journey, which aims to provide the best possible support for employees at every stage of their career and which has involved the HR community in France and abroad; and the strengthening of the quality of life at work policy, which is being implemented in France for the time being.

WORKPLACE GENDER EQUALITY

In France, as part of the agreement on gender equality in the workplace which entered into force on 1 January 2019, Somfy wanted to implement a proactive approach through an action plan with five main themes: hiring, remuneration, work-life balance, prevention of musculoskeletal disorders for production staff, and professional training for women who wish to benefit from certification or qualification training in order to progress to a senior-level role.

GROUP SKILLS FRAMEWORK

To strengthen the businesses that will be strategic in the future, Somfy has carried out a complete mapping of all the Group's jobs and skills. This reference framework, which will be shared by all subsidiaries, will also enhance the Employee Journey, making us better able to recruit employees, assess skills and develop them through training and management, build dynamic career paths, and increase internal mobility.

A STRATEGIC NETWORK OF TECHNICAL EXPERTS

One of the first practical results of this reference framework is the creation of a network of experts from technical professions that are key for the Group's future growth. The "experts" promoted in 2018 benefit from a dedicated development programme and time to work on priority projects and disseminate their expertise internally. The objectives

of this programme are multiple—identify and secure strategic skills, accelerate innovation and consolidate Somfy's technological leadership over time.

BECOMING BETTER IN PROJECT MODE

Somfy's teams are increasingly working in project mode in multicultural environments. In 2018, the HR community in the regions of Europe, the Middle East and Africa designed a training programme to help managers handle these complex situations.



CUSTOMER QUALITY & SATISFACTION A HIGH LEVEL OF INVOLVEMENT AMONG EMPLOYEES

Somfy implements its quality procedure in three areas: listening to customer needs, putting in place quality fundamentals, and enhancing employee skills.

COMBINING MANAGEMENT METHODS AND NORMS

In order to track quality performance closely, each operational entity has introduced management norms. Short Interval Management (SIM), generally implemented on a day-to-day basis, allows problems to be solved faster. Somfy has also formalised the use of the 8D method; by applying a rigorous analytical method, employees can identify the root causes of a problem and solve it definitively.

MANAGING THROUGH PROCESSES

Deployed over more than two years, Somfy's new management system is based on processes. Its purpose is to direct activities, entities and interactions towards the needs of customers and stakeholders. The main processes have been mapped and reconstructed, with the essential standards defined, an overall leader designated, and best practice integrated from different entities. The

next stage consists of defining a multi-department approach to management to help each employee play an active role in quality and customer satisfaction.

“SO CUSTOMER”: PLACING THE CUSTOMER AT THE HEART OF THE ORGANISATION

With the “So Customer” programme, Somfy puts the customer at the centre of everything it does. Managers communicate about customers during team meetings. The working environment has also been adapted to pass on customer feedback to all employees.

TUNING IN TO CUSTOMERS

Thanks to the Open Chair initiative, all employees who are interested can come and hear from customers who interact with Somfy, either by taking part in active listening mode in meetings organised by other Somfy teams with their customers, or by spending a day at the Customer Relations department.



7

key processes in the Somfy Group Management System (SGMS)

-50%

Somfy halved its customer PPMs (a measurement of the number of products returned by customers per million products sold) at six months and five years

INDUSTRY AND LOGISTICS TARGETING EXCELLENCE

Since 2017, Somfy's industrial and logistics network has been subject to in-depth optimisation and modernisation, in order to move from good to excellent in all its businesses: from supplier relations to delivery, including production, storage, order management and features for customers. In 2018, the significant improvement in productivity and logistics service rates was encouraging, and in line with the ongoing long-term action plans.

DIGITALISATION OF FACTORIES

The digitalisation of the Group's major production sites will begin in operational terms at the end of 2019 with the Tunisian site, and will then continue at a rate of one to two sites per year. This programme involves harnessing the full potential of the production operations management software with which the factories are already partially equipped. For this to happen, the necessary hardware and application suites also have to be installed.

PRODUCTIVITY GAINS

In 2018, the results of the long-term productivity plan are in line with our targets, and have made it possible, among other things, to neutralise the increase in raw material prices. The Group has set up a multidisciplinary team to manage this plan over the long term in all the businesses concerned, ranging from industry and logistics to purchasing and R&D.

OPTIMISATION OF THE LOGISTICS NETWORK

Somfy has more than 80 logistics centres of various sizes around the world, which are undergoing a four-year optimisation process based on four main areas: the geographical location of the network, processes and tools, customer service levels, and governance and overall organisation. This plan, which includes some 40 actions, has been finalised and some projects have already begun, including the adoption of common performance indicators associated with short interval management and the clarification of the missions of the distribution platforms.



8

production sites: 2 in France, 2 in Italy, 1 in Tunisia,
2 in China, 1 in Poland

80

logistics centres of various sizes

ENVIRONMENTAL RESPONSIBILITY « WE ACT FOR GREEN »



Somfy has incorporated into a single approach (“We Act for Green”) the three pillars of its environmental commitment: the eco-design of its products, their energy benefits in buildings, and the company’s environmentally responsible practices.

GREEN PRODUCTS

Somfy is gradually rolling out its voluntary eco-design process, Act for Green®, to all of its products. At the end of 2018, it covered 28% of Somfy brand products sold worldwide. The aim is to reach 80% by the end of 2020. The electricity consumption of products and their raw materials are Somfy’s two main levers of action¹ to reduce its environmental footprint. To manage its greenhouse gas emissions, the Group has adopted an indicator that it monitors over time: the average standby consumption of its motors. In 2018, consumption was 39.38 kg of CO₂ per year, down 2.3% thanks to eco-design initiatives.

¹ According to the Bilan Carbone® (Carbon Footprint) assessment carried out in 2012.

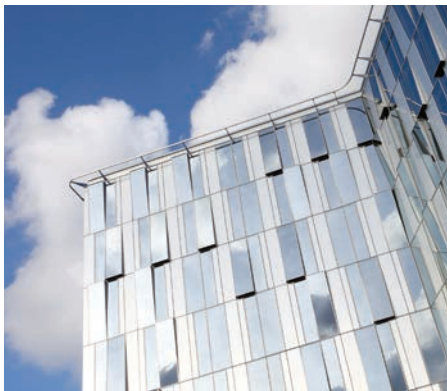
GREEN BUILDINGS

Somfy’s solutions for solar-protection automation help to reduce building energy consumption. In 2018, the new Animeo Connect connected control system, which enables coordinated action by all these devices, was awarded the Solar Impulse Efficient Solution label.

GREEN TEAMS

For development, production and distribution, the Group’s employees implement environmentally responsible practices. The creation in 2018 of an international network of eco-ambassadors will speed up their dissemination. In France, 30% of Somfy Activities employees took part in the “Mobility Challenge” day, designed to change people’s commuting habits. Somfy has also diversified its activities within the G.R.E.EN² association, which brings together 80 companies (8,000 employees) in the Arve Valley, where most of the Group’s French sites are located.

² Groupement pour la Responsabilité Environnementale des Entreprises (Group for Corporate Environmental Responsibility).



28%

of Somfy products sold worldwide carry
the Act for Green® label

80%

of products eco-designed: target by end 2020

SOMFY FOUNDATION

MORE RESOURCES TO COMBAT SUBSTANDARD HOUSING

In seven countries, more and more Group employees are getting involved alongside the charities they support. In France, the Les Petites Pierres crowdfunding platform has increased its financial capacity with the arrival of two new partners.

530 CHARITY DAYS IN SEVEN COUNTRIES

In 2018, the number of the Group's employees who gave their time to help fight substandard housing grew even more. In France, they contributed a total of 430 days to benefit 25 charities. In other countries, the six Somfy subsidiaries that take part in the international programme, A House is a Home, organised 100 days for charitable work. Active in the United States, Spain, Poland, Germany, Brazil and India, this programme has provided financial support for eight charity projects.



INNOVATION IN EMERGING COUNTRIES

In India, the Somfy Foundation inaugurated a new pilot mutual-aid programme for emerging countries—Bright Ideas, Better Home—in partnership with the Group's Innovation department. Creativity workshops have started in association with over 40 families living in the slums of New Delhi. The first projects involved providing better areas for washing and cooking.

LES PETITES PIERRES OPENS UP TO TWO FOUNDATIONS

Intended to support French associations with projects for emergency accommodation, reception facilities and access to sanitation, the Les Petites Pierres crowdfunding platform has been a success. In five years, the €2.4 million in donations collected have made it possible to fund 209 projects. Given the scale of the need, in 2018 the Somfy Foundation opened its platform to other partners which have also contributed a large amount of donations from individuals: the Schneider Electric Foundation, followed by the BTP Plus Foundation, both for a period of three years.



€751,194

(up 33% compared with 2017) raised in 2018 via the Les Petites Pierres platform

65

charity projects supported in France

9

Somfy subsidiaries and their employees involved in Somfy Foundation actions

530

charity days

SPORTS SPONSORSHIP AN EXCEPTIONAL OLYMPIC GAMES

As a partner of the French Ski Federation, Somfy had an exceptional year of sports sponsorship with the French biathlon team winning five medals, three of them gold, at the PyeongChang Winter Olympics in South Korea.



AN OLYMPIC ATMOSPHERE IN CLUSES

Giant screens for the live broadcasting of events, entertainment and interviews with former biathlon champions... For two weeks in February, Somfy's employee restaurant in Cluses—renamed "Club France" for the occasion—screened the Olympics live, and the 800 employees eating there every day followed the athletes' progress with real enthusiasm. The event attracted even greater enthusiasm than expected, and led to some special shared moments in the workplace. This exclusive relationship between Somfy and "its" champions reflects the strength of the bond that unites them beyond sponsorship, and the interest they have in one another.

BACKING THE BIATHLON IN THE MEDIA

To support the French biathlon during the Olympic Games, Somfy renewed its partnership with the L'Équipe sports media company. The brand was the instigating force behind filming, over nearly one year, a 52-minute documentary on the athletes' preparation for the games. The channel also broadcast short clips with the Somfy logo before each biathlon event. For the first time, Somfy also called on Martin Fourcade to promote their shared values—focusing on effort and performance—in an advertisement.



2018 OLYMPIC GAMES: A SLEW OF MEDALS FOR THE FRENCH NORDIC SKI TEAM

BIATHLON

3

gold medals

- ▶ **Men's pursuit:** Martin Fourcade
- ▶ **Men's mass start:** Martin Fourcade
- ▶ **Mixed relay:** Marie Dorin-Habert – Anaïs Bescond – Simon Desthieux – Martin Fourcade

2

bronze medals

- ▶ **Women's pursuit:** Anaïs Bescond
- ▶ **Women's relay:** Anaïs Chevalier – Marie Dorin-Habert – Justine Braisaz – Anaïs Bescond

CROSS-COUNTRY SKIING

2

bronze medals

- ▶ **Men's 4x10 km relay:** Adrien Backscheider – Jean-Marc Gaillard – Maurice Manificat – Clément Parisse
- ▶ **Men's team sprint:** Maurice Manificat – Richard Jouve

THE BIATHLETE WITH THE MOST OLYMPIC MEDALS HAS RETIRED: THANK YOU MARIE!

Marie Dorin-Habert, sponsored by Somfy, retired from her sporting career at the end of the 2017-2018 season, following a final victory in the women's relay at Holmenkollen.

Marie is the Olympic Vice-Champion in the women's relay and won bronze for the sprint in Vancouver in 2010. She is also five-times World Champion after winning the sprint and pursuit in 2015, as well as the mixed relay, individual and mass start in 2016.

Marie also has 16 other medals from the World Championships (including ten for the relay) and a total of seven World Cup victories.

With two new Olympic medals at PyeongChang in 2018—gold for the mixed relay with Anaïs Bescond, Simon Desthieux and Martin Fourcade, and bronze for the women's relay with Anaïs Bescond, Anaïs Chevalier and Justine Braisaz—she is now the top French Olympic biathlete with a total of four medals.





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