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Intelli-shade

May 2023

Dear Valued Partners,

Global economy continues to be in turbulent times and high energy prices, inflation, slower economic growths and fear of recession in some major economies continue to pose a big challenge to all the industries, including building/construction industry. As a result, it is witnessed that although investment in workspace design continues to remain important, because it is related with employee health and wellbeing, there is an increased focus on intelligent design which help in optimizing the investment as far as possible, while delivering the desired functionality.

An integral part of wellbeing is importance of natural ventilation, which was widely used before glass buildings became a craze, and their importance is more significant in warmer countries. According to a research conducted by World Green Building Council, Indoor Air Quality and Ventilation in a green, well ventilated space, can result in 101% increase in cognitive scores.

Somfy's solution for natural ventilation is Automated Window Openers, which also helps in making the buildings safer. On one side, automated window openers allow fresh natural air to ventilate the building which can be pre-programmed to open at certain times of day. On the other hand, these can be linked with safety equipments like Fire Alarm Panels, and in the unfortunate event of a fire, the panel can give command for the windows to open, resulting in smoke evacuation, which is the biggest cause of risk to human lives in case of fire. Window coverings can also be programmed to go on their upmost position and get locked, which can allow better views from outside to Firemen on the job.

In this edition, we highlight more in detail on the topic above, and we hope you enjoy reading the articles. Best Wishes!

Best Regards,

Vishal ARORA
Projects Channel Director – Asia Pacific

About Somfy

Within a challenging macro-economic and geopolitical environment, SOMFY posted a slight increase in sales and a decline in profits, which were impacted by the continued slowdown since the second quarter of 2022. The Group nevertheless maintained a high level of current operating margin and continued its industrial and digital investments to support its growth as part of its Ambition 2030.

- During the 2022 financial year, the Latin America, Africa & the Middle East and Asia-Pacific regions posted significant growth, demonstrating the benefits of the Group's international footprint.
- **Current operating result** was impacted by the slowdown in sales, the significant rise in the price of raw materials and transportation costs, and the maintaining of the Group's structuring projects, reflected in an increase in related structure costs, and the upturn in certain expenses (travel, marketing).
- **Non-recurring expenses increased**, related to the Russian-Ukrainian crisis and the expenses related to the acquisition of Teleco Automation.
- Following the Simplified Public Tender Offer initiated by the Despature family group, the implementation of the squeeze-out and the delisting of SOMFY shares from the regulated Euronext Paris market took place on 9 February 2023. This transaction does not call into question the Group's strategic plan, and it continues rolling out its roadmap while remaining vigilant to the still very uncertain macro-economic and geopolitical environment against the backdrop of the global economic slowdown.

Sales €1,531.9m

(+3.7%) real terms ***(+1.6%) Like-for-like***

6,433
Workforce

7
Distribution centre

40
Patent applications per year

11 million
connected devices

8
Manufacturing sites

25,000m²
New factory in Portugal

About Somfy

SOMFY

Group's brand portfolio

somfy

Leads innovation in all their applications: shutters, solar protection, curtains, gates, garage doors, cameras, alarms, locks, sensors, control points, and more.

simu

A mid-range brand offering manufacturers and assemblers an additional range of roller shutters, awnings, and garage doors.

BFT

Specializes in access management and security and offers automated solutions for homes, businesses, and manufacturers

TELECO

Offers tailor-made integrated solutions on automation & lighting for outdoor living spaces, pergolas, terrasse awnings & winter gardens.

*Acquired in 2022

RéparStores

A consumer service brand offering repairs, upgrades, and retrofits for roller shutters, blinds and garage doors.

OVERKIZ

Offers IOT Solutions for Smart Homes & buildings. 4 million devices from 60 different brands are already connected to the Overkiz platform.

We are on our journey towards a better way of living.
Find out more on how Somfy dynamic solar shading solutions can contribute to your projects.

Emerging Trends
in Workplace Design

In the present day, workplace design is being overhauled to address the new, post-covid challenge employers are facing all over the world: getting employees back in to office spaces. Now it's imperative for employers to recognise their staff as whole, unique, valued individuals. Employers will be providing employees an experience and paying careful attention to how the building design and facilities will make them feel, harnessing and translating that overall wellbeing into higher productivity and employee retention rates. Today, architects and designers around the world have taken heed, re-evaluating what it means to have a healthy workplace environment. The end result? Improving wellbeing in the workplace.

The message from employees is clear – a healthy, holistic workplace is now an essential requirement.

In a recent survey completed by LinkedIn, the top 3 motivating factors for employees coming into the office included the ability to collaborate with colleagues, be social with colleagues and the ability to enjoy workplace facilities.

Digging deeper, another study completed with *Future Workplace* and *View* revealed that better air quality and access to natural light were amongst the top 3 factors of a suitable workplace environment which employees desired.

1. Better air quality
2. Access to natural light
3. Personalised workspaces
- the top 3 factors of a suitable workplace environment which employees desire.

Based on such studies, it's clear that incorporating such factors into the design of a workplace is necessary to secure and more importantly, retain talent. This design change need also presents the employer a unique opportunity - to design offices which are reflective of its brands and values and attract like-minded employees. In this article, we'll explore the different ways to improve wellbeing in the workplace in order to achieve more productive, happier and present employees.

Better air quality

Approximately 40% of a building's energy consumption is centred around creating the optimal indoor climate for occupants.

Approximately 40% of a building's energy consumption is centred around creating the optimal indoor climate for occupants – that means fans for air circulation as well as heating and cooling equipment, all working in unison to maintain the optimal temperature in the building. With that said, it's been found in the last few decades that buildings suffer from inadequate ventilation, resulting in negative impacts on the occupants both in the short term (frequent headaches) and long term (chronic fatigue, reduced productivity, increased sick days taken).

To mitigate this, designers are now listening to its audience – the occupants – and incorporating natural ventilation into buildings. Mixed-mode ventilation has gained popularity, quickly being favoured for its benefits – access to natural air & natural ventilation, reduced cooling energy use (of up to 45% in some cases) and an

improved occupant thermal comfort level. Further to this, a study completed by *Harvard* established a strong correlation between breathing fresh air and better decision-making performance. Sydney's next skyscraper, The Atlassian Tower is, set to be the world's tallest timber building which will also have natural ventilation through operable louvres, and planted terraces throughout.

Access to natural light

Another significant factor in improving the occupants experience is to increase exposure to natural light.

Having a greater access to natural daylight assists in improving quality of sleep, memory retention and synchronising circadian rhythms

Studies also show that employees who sit near windows, with a view to the natural outdoors and light, have improved wellbeing and creativity.

With no equivalent substitute, and knowing that on average, people spend 90% of their day indoors, it's imperative to have adequate access to natural light.

In the office design space, this has translated into higher window-to-wall ratios, opening up how much the eye can capture in that moment, whilst also reinforcing the connection to the external environment.

With automated shading as a recognised way to manage daylight, access to daylight is also maximised, prioritising the view whilst also avoiding unwanted glare.

Building standards such as the GBCA Green Star Rating, LEED and WELL, each incorporate special daylight autonomy into their standards. And by doing so, this encourages designers and architects to fully realise the benefits of exposure to natural daylight. If carefully considered, natural daylight, a freely available and sustainable resource, can reliably supplement the artificial lighting in a building whilst also giving occupants a better experience.

Access to nature

It's a well-known fact that having exposure to plants can increase human wellbeing. Employers are recognising the value of this, ensuring there is greenery within a reasonable walking distance from every employees workstation. Holistic, precinct designs are being favoured, with connectivity being enabled even in the outdoors, encouraging workers to be outside nearer to nature, and collaborate more freely with each other. The benefits are researched and demonstrated, with a study completed by University of Technology Sydney, indicating that exposure to greenery reduces feelings of stress and negative moods.

Diversity in ways of working

By incorporating varied types of working spaces and creating optimum conditions for every kind of employee, the office can be a go-to option for the workday. This could be demonstrated by having themed areas of work – high focus areas dedicated for individuals who prefer to work in isolation or in quiet, as well as collaboration areas which allow for people to engage meaningfully in discussion. Other factors which can cater to varying needs can include standing desks, and the ability to control one's own local environment – lights, temperature, and airflow. By having workspaces that cater to the varying personalities and working styles, the workplace can boost productivity at the office.

Bringing elements of comfort and wellbeing into the workplace is indeed a way in which employees can be drawn to the office. This is a great opportunity for employers to reconsider how workplaces are designed, taking into account the holistic wellbeing of both the employee and the building, and seeing how both elements can be symbiotic to each other.

Products

Windows are the main interface between the interior and exterior of a building. A façade with automated sun protection devices installed can provide precise control over these exchanges, influencing the way in which heat enters and leaves the building, keeping the inside cool in warm climates or optimizing solar gain in cool climates.

For 53 years, Somfy has been developing intelligent solutions for building openings using high-tech motorization and automation systems. **Dynamic Solar Shading, Natural Light Management**, and **Natural Ventilation** are three of Somfy's unique areas of expertise dedicated to the development of bioclimatic façades.
Motorised windows are very helpful not only in improving user comfort, but also maintaining building safety protocols. **Smoke Ventilation Window** is one of the essential system for safety of building users in events of fire accident. Many of the countries have regulation of automatic opening vent (AOV) window compliance requirements for building design and construction. Linear motor is the solution for these efficiencies.

Automated window systems ensure that windows are opened and closed to maximize the energy performance expected from the building.

NATURAL VENTILATION

Incorporating natural ventilation in building design is a cost effective way of improving air quality in a building and cooling during the night, especially during summer months. Automating windows during the hours when a building is unoccupied means that a controlled flow of fresh air can pass through the façade, significantly reducing the accumulated temperature of the building mass and improving the quality of the indoor environment the following day. Somfy solutions for natural ventilation include our line of window actuators that are linked to our animeo® (building management system) which automates the process to ensure fresh air flow and heat dissipation during the summer months.

- *A more comfortable workspace*
- *The building's energy performance is improved (reduced heating and air conditioning costs).*
- *The occupants' visual and thermal comfort is optimized (for maximum productivity).*

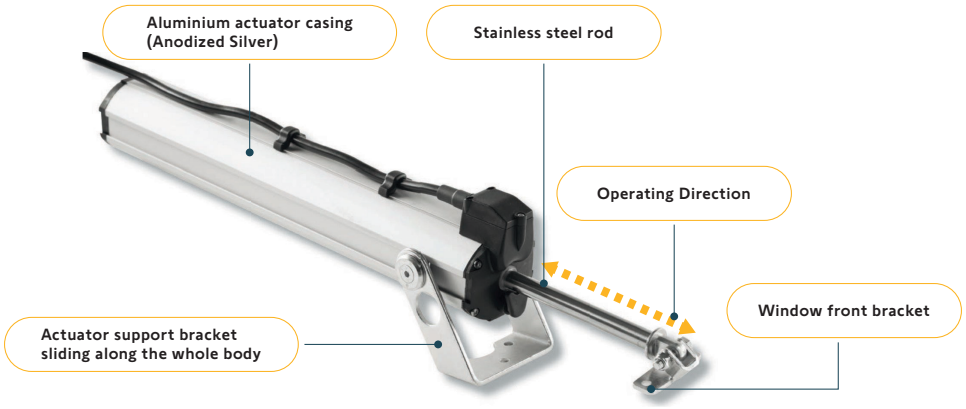
SMOKE VENTILATION

Effective smoke ventilation not only helps to ensure a safe exit for building occupants, but also aides firefighters when entering and locating and tackling the fire. It is more effective when connecting both the motorised shading system and ventilation windows together to the fire alarm via Somfy animeo® system.

- *Protect escape routes for occupants to evacuate safely and unimpeded by the effects of smoke*
- *Assist firefighters entering the building to find and tackle the fire quickly.*

MINGARDI® WINDOW ACTUATORS

Automated window systems ensure that windows are opened and closed to maximize the energy performance expected from the building.



Application Field

Benefits

Increased Comfort

- Increase the ventilation in a building to improve the air quality.
- Improved indoor air quality enhances physical and mental wellbeing.

Energy Savings

- Automatic window openers make it easier to bring cooler air in or evacuate hot air from a space.
- Opening or closing window openers based on required temperature reduces the dependency on air conditioning units.

Improved Convenience

- Easy access to hard-to-reach windows.
- Simplified installation using basic electrical wiring and their ability to be controlled by standard switches or automation systems.

Details & specifications

- Window automation systems using timer settings, temperature readings and weather conditions enables a building's overnight cooling when occupants are not present.
- Automated window systems ensures that windows are opened and closed to reach the maximum performance level expected from the building.

Details & specifications

Force (Trust/Tensile)	500N/500N
Voltage	230V AC 50Hz
Limit switch opening and closing	Microswitch
Protection degree (Indoor use only)	IP 55
Operating temperature	-10°C ~ 60°C

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Case Study

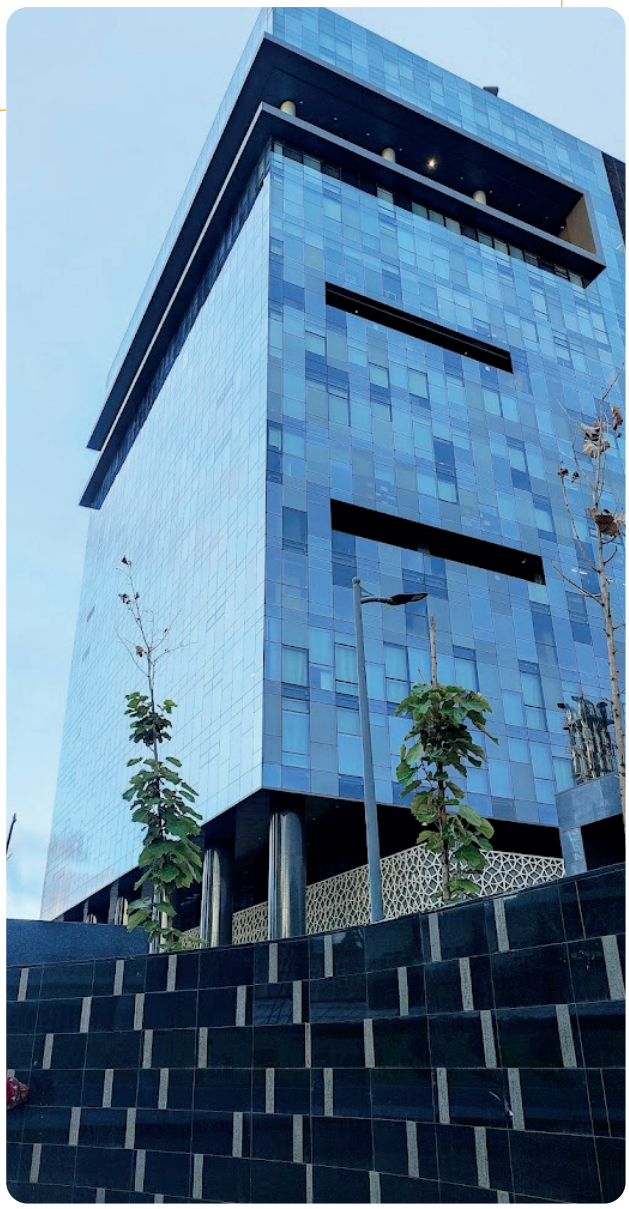
Project Name:	**Thyssenkrupp**
Location:	**Pune, India**
Architect:	**DWP, Interics**
Completion Year:	**2021**
Product type:	**Linkeo Motor**
Motor Qty:	**64**
Control System:	**Animeo KNX with RTS Card**
Integration:	**Connected with Building Fire Alarm System**
Building Type:	**Commercial Space**

Achieving natural ventilation in building satisfies the main objectives of bioclimatic designs by reducing the demand for air conditioning and increasing occupant comfort.

The entrance of cold air or evacuation of hot air in a space limits the energy consumption of air conditioning systems during optimal weather conditions.

In this project, the client's request was for all openable window panels to be operated automatically (along with the associated blinds for each window) in case of fire.

For this project, Somfy installed Linkeo 2 window opener actuators, along with Sonesse 6/28 tubular motors for the interior roller blinds. The animeo KNX control solution was employed, together with additional RTS controls for the indoor occupants. The Linkeo 2 controlled the opening of the windows, whilst the Sonesse 6/28 motors were responsible for the roller blinds. Additionally, the fire alarm was integrated into the animeo KNX system, which meant that in the event of a fire occurring, the blinds would automatically adjust upwards and the windows would open, promoting smoke evacuation.



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Case Study

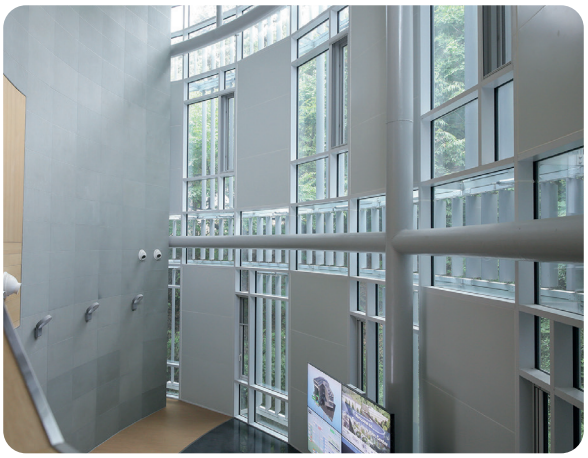
Project Name:	**Hyundai Green Smart Innovation Center (Hyundai GSIC)**
Location:	**Youngin-si, Gyeonggi-do, Korea**
Architect:	**HYUNDAI ARCHITECTS & ENGINEERS ASSOC.**
Completion Year:	**2014**
Product type:	**Louver, Minigardi D8**
Motor Qty:	**75**
Control System:	**Animeo KNX + Compact Sensor**
Integration:	**Connected with Hyundai BEMS (Building Energy Management System)**
Building Type:	**Educational Research Facilities**

Hyundai Green Smart Innovation Center (GSIC) is the first eco-friendly energy demonstrated research facility in South Korea that can integrate and control micro energy grids using its own Building Energy Management System (BEMS).

Hyundai directly planned and constructed GSIC to actively come up with measures against "Green Building" and "Smart Building," which are emphasized today. They have integrated more than 100 major eco-friendly, energy-reducing technologies and about 60 intellectual property rights that minimizes fossil energy use of environmental load throughout the building's life cycle.

Natural ventilation is an essential requirement. Clean healthy air along with good light is essential for the wellbeing and health of people in a building. Automatic control of ventilation openings can contribute significantly to maintain a healthy and comfortable indoor environment which is why Somfy' s motorized louver system is chosen. Somfy louver system is connected with their in-house BEMS via KNX protocol to integrate operation and control of the Micro Energy Grid.

33 vertical and 42 horizontal motorized louver modules are smart controlled by animeo KNX system connecting with Somfy's compact sensor. Each of the slat modules are tilted automatically to protect indoor space from direct sunlight and excessive solar heat, also to help natural ventilation by controlling air flow.



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