



2016 results: a historic year for Delta Plus Group

. Current record operational profitability of 12.3%

. A net result of 17.0M€ increasing by +35%

. Cash generation and an optimized financial structure

On 19 April 2017, the Board of Directors of Delta Plus Group, a major actor in the market of Personal Protective Equipment (PPE), drew up the consolidated results of the Group for the 2016 fiscal year.

Audit procedures on the consolidated accounts were carried out. The certification report is being issued.

Although Delta Plus Group is preparing to celebrate its 40 years in a few weeks' time, these 2016 results mark a historic performance for the Group.

Beyond these results, the recent operations of external growth finalized in the last few weeks give very positive forecasts for the year 2017.

In 2016, the consolidated turnover amounted to 195.0M€, a new record for Delta Plus Group. This turnover progressed by +1.0% (+2.0M€) compared to in 2015 (193.0M€).

The current operational result and the net result progress, for their part, in clearly high proportions:

- On the increase by 15.5%, the current operational result amounts to 23.9M€. It represents 12.3% of the turnover in 2016, at a level never achieved in the Group's history.
- Likewise, for the net result, which, at 17.0M€ (8.7% of the turnover), displays an increase of 35% compared to 2015.

The debt/equity ratios continued to improve in 2016, boosted by a record capacity of self-financing, a new improvement in the WCR and a significant reinforcement of the Group's shareholders' equity which exceeded 100M€ for the first time.

Reassured in its strategy of geographical diversification by these 2016 results, the Group faces with confidence the year 2017 which will for the most part be devoted to integration of the recent operations of external growth executed in Colombia (Aspreseg), Central America (Safety Plus) and lastly in France in the domain of anti-fall safety of buildings (Vertic-Alpic) and in the United States (strengthening of the Group's involvement in Elvex).

Reminder on the Turnover 2016

- A record turnover of 195.0M€ increasing by +1.0%
- A dynamic organic growth: +3.3%
- Positive scope effects, two new investments, in the Philippines and in Colombia
- Unfavourable currency effects and a negative impact of the level of the price of oil on sales

Current operational profitability

- An increase of +15.5% in 2016
- A historic new high at 23.9M€ (12.3% of the turnover)

in million Euro	31.12.2016	31.12.2015	Variation	%
Turnover	195.0	193.0	+2.0	+1.0%
Cost price of sales	-96.1	-97.4	+1.3	-1.4%
Gross margin	98.9	95.6	+3.3	+3.6%
<i>in % of the turnover</i>	<i>50.7%</i>	<i>49.5%</i>		
Variable charges	-14.0	-14.8	+0.8	-5.5%
<i>in % of the turnover</i>	<i>7.2%</i>	<i>7.7%</i>		
Personnel costs	-33.7	-33.1	-0.6	+1.6%
Fixed charges	-27.3	-27.0	-0.3	+1.2%
Current operational result	23.9	20.7	+3.2	+15.5%
<i>in % of the turnover</i>	<i>12.3%</i>	<i>10.7%</i>		
Non-current operational products	0.5	-	+0.5	
Non-current operational charges	-0.2	-0.9	+0.7	
Operational result	24.2	19.8	+4.4	+22.0%
Cost of the gross financial debt	-1.6	-1.9	+0.3	
Other financial elements	-0.6	-1.8	+1.2	
Pre-tax result	22.0	16.1	+5.9	+35.8%
Income taxes	-5.0	-3.5	-1.5	
Net result	17.0	12.6	+4.4	+34.9%
including Group Share	17.0	12.5	+4.5	+35.8%

Thanks to the increase in its turnover and to the significant improvement of its margins, due notably to the gains in productivity and the positive effect of the fluctuation of currencies and the prices of raw materials on supply costs, Delta Plus Group confirms the positive trend of the first semester. In the year 2016, the Group displayed strong progression of its operational profitability, which achieves 12.3% of the turnover on 31 December 2017, compared to 10.7% one year previously.

The variable charges are in slight decline, a consequence of savings made on transport costs.

The personnel charges and fixed charges have increased slightly, due in particular to the integration of Elvex (USA) over twelve months in 2016 compared to nine months in 2015.

The cost of the financing has reduced by -0.3M€, a consequence of the continuation of the Group's bank debt reduction and of the favourable evolution of the interest rate. The other financial elements, which mainly include exchange rate differences, improved by 1.2M€ compared to last year.

The effective tax rate, which amounted to 23% in 2016, is compliant with the one-recorded last year.

Integrating these different positive evolutions, the net result rose by +35% at the end of December 2016, to 17.0M€, compared to 12.6M€ last year.

Consolidated balance sheet

- **An optimized WCR**
- **A confirmed debt reduction and reinforced shareholders' equity**
- **A balance-sheet structure enabling the finalization of external growth operations at the start of 2017**

ASSETS

in million €	31.12.2016	31.12.2015	Variation
Acquisition variations	65.7	60.9	+4.8
Intangible assets	0.7	0.7	-
Fixed assets	6.4	6.2	+0.2
Other financial assets	2.0	1.7	+0.3
Deferred tax assets	2.2	1.5	+0.7
Fixed assets	77.0	71.0	+6.0
Stocks	51.4	53.3	-1.9
Customer receivables	38.4	34.5	+3.9
Other receivables	11.0	10.9	+0.1
Availabilities	19.2	16.7	+2.5
Current assets	120.0	115.4	+4.6
Total Assets	197.0	186.4	+10.6

LIABILITIES

in thousand €	31.12.2016	31.12.2015	Variation
Capital	3.7	3.7	-
Treasury shares	-0.6	-0.9	+0.3
Consolidated reserves & result	103.9	88.0	+15.9
Non-controlling interests	-	-	-
Shareholders' equity	107.0	90.8	+16.2
Non-current financial liabilities (1)	30.9	29.4	+1.5
Commitments made to the employees	1.0	0.9	+0.1
Non-current provisions	0.4	0.2	+0.2
Non-current liabilities	32.3	30.5	+1.8
Supplier debts	21.8	17.6	+4.2
Fiscal and corporate debts	9.9	8.6	+1.3
Other debts	3.5	3.9	-0.4
Current financial liabilities	22.5	35.0	-12.5
Current liabilities	57.7	65.1	-7.4
Total Liabilities	197.0	186.4	+10.6

(1) Included in 2015 a debt of 10.0M€ corresponding to a call linked to the acquisition of Elvex and included in 2016 a debt of 11.2M€ corresponding to calls linked to the acquisition of Elvex (10.0M€) and of Aspreseg (1.2M€)

On the balance-sheet level, in 2016 the Group maintained its operational Working Capital Requirement (WCR) over the target levels achieved two years ago. The net WCR amounts to 125 days of turnover, an improvement of 6 days compared to the end of 2015.

The very positive impact of the capacity of self-financing generated during the fiscal year, accumulated with this continuation of improvement of the WCR, enabled Delta Plus Group to significantly improve the level of its net bank debt, which went from 37.7M€ to 23.0M€ in one year.

The debt/equity ratios also benefit from the reinforcement of share capital, the Gearing going from 42% at the end of 2015 to 22% at the end of 2016, and the net bank debt representing less than one year of operational result, a level never achieved by the Group in the past.

Forecasts

- **A 2017 turnover positively affected by the scope effects**
- **A continuation of the organic growth**
- **A new turning point of external growth finalized in January**

The 2016 results enable Delta Plus Group to exceed its objectives of organic growth and of operational profitability.

Moreover, thanks to a balance-sheet structure and optimized financial resources, Delta Plus Group has been able to secure, from the start of the year 2017, new investments, key steps for its future development.

The month of January was marked by the acquisitions of Safety Plus in Central America, and of Vertic-Alpic, a structuring acquisition for the Group, which opens the way to a new relay of growth in the domain of anti-fall safety of buildings.

More recently, the Group announced at the end of March its reinforcement in Elvex' capital in the United States, 91% of which it now holds.

Combined with a new objective of organic growth of the turnover in 2017, and the reinforcement of its position in the American market, these new acquisitions will enable Delta Plus Group to take a new step in its ambition to become a leading international group in the market of Personal Protective Equipment (PPE) and the complementary range Vertic, a leading international group in the market.

The Group remains vigilant on the evolution of the context of economic and geopolitical instability, which affects certain countries, as well as on the impact of the evolution of the price of raw materials and the evolution of currencies, which partly weighed on the growth in turnover in 2016.

However, Delta Plus Group sets as a priority in 2017 to confirm the robustness of its model over its two geographical zones, to work on integration within the Group of the recent acquisitions, and to confirm the levels of profitability achieved in 2016.

By capitalizing on its know-how, demonstrated in the last few years, the Group will continue to optimize its financial structure so as to prepare the future stages of its development within the best conditions.

Dividend increasing by 35%

The dividend proposed at the next General Assembly rose to **1.15 Euro** per share, an increase of 35% compared to the dividend paid last year.

Next publication: Turnover of the 1st quarter 2017

Wednesday 10 May 2017, after closing of the stock exchange

About DELTA PLUS

Delta Plus Group designs, standardizes and manufactures or has manufactured, and distributes a complete range of Personal Protective Equipment (PPE). Delta Plus Group is quoted on compartment B of NYSE-EURONEXT (ISIN: FR0012928612 – Mnemo: DLTA)

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