



Record turnover of € 195M in 2016 Organic growth of 3.3% compared to 2015

The Delta Plus Group, a major player in the market for personal protective equipment (PPE), records for 2016 a consolidated turnover of € 195.0 million, an increase of 1.0% over one year.

The organic growth in turnover, at constant scope and exchange rates, comes out at + 3.3%.

In the fourth quarter, sales were up by +5 % (+6.2% at constant scope and exchange rates) compared to the last quarter of 2015.

For the seventh consecutive year, the Group saw its sales increase, reaching a new record high.

The year 2016 has enabled the Delta Plus Group to confirm its return of growth in Europe (+ 2.5% at constant scope and exchange rates), despite a still uncertain environment in the French market.

Outside Europe, the Group continues to show sustained momentum, with an organic growth in turnover of 4.1%.

Consolidated turnover <i>In millions of Euro</i>	2016	2015	Development 2016/2015	Development Constant scope and exchange rates(*)
Group Turnover - 12 months	195.0	193.0	+1.0%	+3.3%
1 st Quarter	44.4	44.1	+0.9%	-0.4%
2 nd Quarter	49.7	48.7	+2.0%	+8.3%
3 rd Quarter	46.0	47.8	-4.0%	-1.4%
4 rd Quarter	54.9	52.4	+5.0%	+6.2%
Europe turnover - 12 months	94.6	93.5	+1.3%	+2.5%
1 st Quarter	23.3	23.2	+0.7%	+1.3%
2 nd Quarter	24.0	22.6	+5.9%	+7.3%
3 rd Quarter	21.2	21.7	-2.3%	-0.8%
4 th Quarter	26.1	26.0	+0.7%	+2.1%
Turnover Outside of Europe - 12 months	100.4	99.5	+0.8%	+4.1%
1 st Quarter	21.1	20.9	+1.0%	-2.2%
2 nd Quarter	25.7	26.1	-1.5%	+9.1%
3 rd Quarter	24.8	26.1	-5.4%	-1.9%
4 rd Quarter	28.8	26.4	+9.1%	+10.2%

(*) In the first 12 months of 2016, the consolidation scope amounted to +2.1% (+ € 4M) and the exchange rate to -4.4% (- € 8.4M).

Europe

- **A good level of business in 2016**

- **The southern and eastern countries remain the engine of growth**

Like the last quarter of the year (+ 0.7% in Euro and 2.1% at constant scope and exchange rates compared to 2015), the Group's business in the European markets has remained positively focused in 2016.

In Europe, the Delta Plus Group records an increase over the year of + 1.3% of its turnover (+ 2.5% at constant scope and exchange rates) compared to 2015.

Sales in southern and eastern Europe continued to grow throughout the year, despite a less favourable base effect.

In France, business remained sluggish, however, the Group finally recorded a slight decrease of activity over the year, despite a rebound in the first half.

The year 2016 was also marked by the Brexit in Europe and its impact on the Pound.

If the UK Group subsidiary's turnover appears stable at constant exchange rates between 2016 and 2015, it is down 11% in Euro over the same period, due to the devaluation of Sterling in relation to the Euro in the second half.

Sales by this subsidiary account for less than 3% of consolidated turnover.

Outside Europe

- **A dynamic growth in turnover**
- **Two new investments, in the Philippines and Colombia**
- **Significant currency effects and a negative impact from the level of oil prices on sales in 2016**

The turnover of the zone outside Europe exceeds for the first time in 2016 the symbolic € 100m, and shows an increase of + 0.8% compared to last year (+ 4.1% at constant scope and exchange rates).

The markets outside Europe also benefited, over the year 2016, the positive scope effect related to the integration of the company Elvex (USA) as from April ¹ 2015. This scope effect represents € 2.6 million of additional turnover, concentrated in the first three months of the year.

For the Group, the 2016 fiscal year was also marked by the creation of Delta Plus Philippines, a subsidiary dedicated to the commercialisation of Delta Plus products in this growing market, and the acquisition, in December, of 60% of the capital of the company Aspreseg in Colombia, which allows the Group to strengthen its presence in the South American continent.

In total, over the year 2016, the scope effects positively impacted turnover by + € 4.0M.

However, the fluctuations of the Euro against the Dollar and in most emerging market currencies, particularly in South America and Asia have been very significant, especially in the first half, causing a negative currency effect of - € 8.4M on consolidated turnover (including € 7.3 million concentrated in countries outside of Europe).

In this zone outside Europe, performance remained contrasted in 2016: the adverse effects of lower oil prices, which have particularly affected business in the Middle East Group, attenuated the very good performances in Asia, America and the CEI area.

Perspectives

- **An improvement in operating profitability anticipated for 2016**
- **A new external growth phase, which will be completed in early 2017**

The increase in sales in 2016 allows the Delta Plus Group to confirm its organic growth objective for its turnover, both in Europe and in the emerging markets.

This organic growth in turnover will be combined in 2016 to improve the operational profitability of the Group.

The Group in fact anticipates a continuation of the good performance achieved in the first half, to announce a new record level of its current operational profitability in 2016.

Moreover, due to an optimised balance sheet structure and financial resources, the Delta Plus Group was able to achieve new investments and key steps for its future development from the beginning of 2017.

In fact, the month of January was marked by the acquisitions of Safety Plus in Central America, and Vertic-Alpic, a structuring acquisition for the Group, paving the way for a new growth engine in the field of fall arrest safety for infrastructure.

Combined with a new target of organic growth of turnover in 2017, these new acquisitions will allow the Delta Plus Group to take a new step in its ambition to becoming an international group leader in the market for personal protective equipment.

Next publication: 2016 Annual Results
 Tuesday 19 April 2017, after trading

About DELTA PLUS:

The Delta Plus Group designs, standardises, manufactures or produces and distributes a complete range of Personal Protective Equipment (PPE). The Delta Plus Group is listed in compartment B of the NYSE-EURONEXT (ISIN: FR0012928612 - Ticker: DLTA)

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