



Turnover of 54.1M€ in the first quarter of 2017 Doped by recent acquisitions

The sales of the Delta Plus Group, a major player in the market for personal protective equipment (PPE), increased by +21.7% (+9.7M€) in the first quarter of 2017 and reached 54.1 million Euro.

The three acquisitions made by the Group over the last few months (Aspreseg in Colombia, Safety Plus in Central America and especially Vertic-Alpic in France) enable the Group to benefit from a positive scope effect of € 5.2 million in the first quarter of 2017.

Consolidated turnover <i>In millions of Euro</i>	2017	2016	Development	Development Constant scope and exchange rates(*)
Group turnover 1st Quarter	54.1	44.4	+21.7%	+8.4%
Europe turnover	28.2	23.3	+20.9%	+8.9%
Turnover Outside of Europe	25.9	21.1	+22.6%	+7.9%

(*) For the first quarter of 2017, the scope effect increased to +11.8% (+5.2M€) and the currency effect to +1.5% (+0.7M €).

In addition, the Group benefited from a slight positive exchange rate effect of + 0.7M€ in the first three months of the year, thanks in particular to currency developments in South America.

After deducting these perimeter and foreign exchange effects, organic growth was up +8.4% in the first quarter compared to 2016.

As a continuation of last year, the positive organic growth trend has been confirmed, both in Southern and Eastern Europe and in the emerging countries outside of Europe.

However, this performance should be put into perspective, with the first quarter benefiting from a favourable calendar effect (+2 working days, or 3% additional working days) both in France and abroad. The Group anticipates an inverse effect in the second quarter of the year, which will be penalized by a negative calendar effect of 2 days.

This first quarter confirms the Delta Plus Group's objective of achieving organic growth in turnover in 2017.

In addition, the Group will benefit from a consolidation effect throughout the year, which alone represents a 10% increase in consolidated sales.

A first quarter marked by the integration of recent acquisitions

The creation of Delta Plus Philippines in May 2016 and the acquisition of Aspreseg in Colombia in December 2016 enabled the Delta Plus Group to benefit in the first quarter of 2017 from a positive scope effect of 1.5M€ on these two subsidiaries integrated into the Group last year.

In addition, the Delta Plus Group continued its proactive development policy in January 2017, through the acquisition of Safety Plus in Costa Rica and Vertic-Alpic in France in the area of fall protection for infrastructures.

These two 2 acquisitions contributed +0.5M€ and +3.2M€ respectively to the positive scope effect in the first quarter of 2017.

Organic growth, restated for calendar effects, in line with the trend towards the end of 2016

On a historical basis, the Group's activity in Europe remained positively oriented during the first three months of the year, thanks in particular to continued sales dynamism in the countries of the South and the East (Spain, Italy, Poland).

In France, after a sluggish 2016, sales grew slightly in the first quarter, beginning a trend reversal that will have to be confirmed in the second quarter.

In markets outside Europe, the first quarter was also positive, with an organic growth of +7.9%. China still acts as a locomotive, while activity in the Middle East remains, as in 2016, negatively impacted by oil prices.

Promising 2017 prospects

Confident at the end of the first quarter, the Delta Plus Group remains vigilant toward the changing context of economic and geopolitical instability affecting certain countries, as well as the impact of the change in the prices of raw materials, which was partly responsible for the growth in turnover in 2016. Nevertheless, in 2017, the Delta Plus Group remains committed to confirming the solidity of its model in its two geographical areas, working to integrate recent acquisitions within the Group, and confirming the levels of profitability achieved in 2016.

By capitalizing on its know-how, demonstrated over the past few years, the Group will continue to optimize its financial structure in order to prepare the future stages of its development in the best possible conditions.

Next publication: Turnover 2nd Quarter of 2017
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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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