



Increase of +14.6% in turnover in the 3rd quarter Organic growth of +4.8% over the first nine months of 2017

Sales of the Delta Plus Group, a major player in the Personal Protective Equipment (PPE) market, amounted to 52.7 million Euro in the third quarter of 2017, up +14.6% (+7.4% at constant scope and exchange rates) compared to the third quarter of 2016.

In the first nine months of the year, the Delta Plus Group confirmed the trend of the first half and showed a consolidated turnover up by +15.0% in Euro, to 161.1 million Euro.

Sales for the year were favoured by positive scope effects related to the Group's latest acquisitions (Vertic-Alpic in France, Aspreseg in Colombia and Safety Plus in Central America). The contribution of these new subsidiaries represents a growth in turnover of +10.9% compared to 2016.

On the other hand, the impact of currency effects on turnover was negative in the third quarter (-1.5 million Euro). It amounts to -1.0 million Euro cumulated since the beginning of the year (-0.7%).

Restated for scope and exchange rate effects, turnover from January to September increased +4.8% compared to 2016.

In the continuity of the first quarter, this organic growth is equitably distributed between the Europe zone and the countries outside Europe.

Consolidated turnover <i>In millions of Euro</i>	2017	2016	Development 2017/2016	Development Constant scope and exchange rates (*)
Group turnover - 9 months	161.1	140.1	+15.0%	+4.8%
1 st Quarter	54.1	44.4	+21.7%	+8.4%
2 nd Quarter	54.3	49.7	+9.4%	-0.9%
3 rd Quarter	52.7	46.0	+14.6%	+7.4%
Europe turnover - 9 months	81.0	68.5	+18.2%	+4.5%
1 st Quarter	28.2	23.3	+20.9%	+8.9%
2 nd Quarter	27.0	24.0	+12.6%	-1.7%
3 rd Quarter	25.8	21.2	+21.6%	+6.5%
Turnover outside Europe - 9 months	80.1	71.6	+12.0%	+5.2%
1 st Quarter	25.9	21.1	+22.6%	+7.9%
2 nd Quarter	27.3	25.7	+6.4%	-0.1%
3 rd Quarter	26.9	24.8	+8.7%	+8.2%

(*) Over the first nine months of 2017, the scope effect amounts to +10.9% (+ € 15.3M) and the foreign exchange impact to -0.7% (- € 1.0M) .

Prioritising the integration of recent acquisitions in 2017

The creation of Delta Plus Philippines in the second quarter of 2016 and the acquisition of Aspreseg in Colombia in December 2016, enabled the Delta Plus Group to benefit, over the first nine months of 2017, from a positive scope effect of € 2.6M on these two subsidiaries integrated into the Group last year.

The successive acquisitions in January 2017 of Safety Plus in Costa Rica (renamed Delta Plus Centroamerica) and Vertic-Alpic in France (in the field of fall protection for infrastructure) have enabled Delta Plus Group to demonstrate its commitment to continue its development by strengthening the Group's presence in certain geographic areas with high potential and on business with high added value.

These two acquisitions respectively contributed up to +€ 1.4 million (Delta Plus Centroamerica) and +€ 11.3 million (Vertic-Alpic) to the positive scope effect of the first nine months of 2017.

Europe: organic growth boosted by the recovery of the French market

In its historical scope, the Group's business in Europe remained positively oriented during the third quarter, thanks in particular to continued sales growth in the southern and eastern countries (Italy and Poland) and a good performance in the UK.

In France, after a second quarter marked by a wait and see climate that affected many economic sectors, business rebounded by +7% in the third quarter.

Due to this good performance in almost all European countries, organic growth amounted to +6.5% in Europe in the third quarter.

This growth is up by +4.5% over the first nine months of the year.

Outside Europe: China remains the main growth engine

In the markets outside Europe, the dynamics of the first half of the year also increased, with organic growth of +8.2% in the third quarter.

Over the first nine months of the year, organic growth amounted to +5.2%.

China remains the driving force in this zone, while activity in the Middle East remained negatively impacted, as in 2016 and the first half of 2017, by the level of oil prices.

Fluctuations in the Euro against the Dollar and most of the currencies of emerging countries, particularly in America (USA, Argentina) and Asia (China, Middle East), have been more significant in recent months.

These fluctuations caused an unfavourable exchange effect of € -1.5M on consolidated sales in the third quarter of 2017.

Since the beginning of the year, the cumulative exchange effect has been € -1.0m. It mainly affects sales in China and Argentina.

Outlook for 2017

- **2017 turnover positively impacted by scope effects**
- **Dynamic organic growth**
- **An increase in the level of operational profitability compared to 2016**

The performance of the first nine months of the year confirms the Delta Plus Group's goal of recording a new year of organic growth in sales in 2017.

Growth has strengthened in Europe, and the continuation of the good trend in most emerging countries makes it possible to envisage organic growth in these two geographic zones, despite the lower level of activity in the Middle East.

In line with the priorities defined at the beginning of the year, the Group continues to integrate the latest acquisitions made in Colombia, Central America and in France.

At the same time, the Delta Plus Group is continuing its efforts to control costs and is continuing to optimise its balance sheet structure.

In this context, the Group confirms its objective of further improving its current operating profitability in 2017.

Next publication: 2017 Annual turnover
Tuesday, 13th February 2018, after the stock market

About DELTA PLUS

The Delta Plus Group designs, standardises, manufactures, or produces and distributes, a complete range of Personal Protective Equipment (PPE). Delta Plus Group is listed on NYSE-EURONEXT Compartment B (ISIN: FR0013283108 - Mnemo: LTAD)

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