



2018 Half year results:
A dynamic and profitable growth for the Delta Plus Group
Revenue growth of +6.6% to 115.6 million Euro.
Improvement in current operating profitability (12.7% of turnover)

The Board of Directors of the Delta Plus Group, a major player in the personal protective equipment (PPE) market, approved the Group's consolidated accounts for the first half of 2018 on 7 September 2018.

These accounts have been reviewed by the statutory auditors.

The turnover for the first half of 2018 confirmed the profitable growth dynamic in which the Group has been operating for several years.

Delta Plus Group sales increased by +6.6% over the first six months of 2018 (+12.7% at constant scope and exchange rates) to reach €115,6M.

Current operating income increased significantly (14.7% compared to €13,5M in 2017). Representing 12.7% of turnover, compared to 12.4% the previous year.

Net income, which amounted to €9.2 million, rose by +15.7% compared to 2017, despite currency effects having a negative impact on the financial turnover.

The balance sheet structure was strengthened in the first half of 2018, as a result of the improvement in the self-financing capacity and the continued efforts made to optimise the WCR components.

Recall of the quarterly in 2018

- A turnover of €115.8M with a growth of +6.6%
- A dynamic growth at constant exchange rates: +12.7%
- A good first quarter in Europe, and a very dynamic growth outside Europe driven by China
- A strongly unfavourable currency effect (€6.6M or -6.1%) related to the development of the parity between the Euro and the US Dollar, as well as between the Euro and the currency in most emerging countries

Consolidated income statement

- An increase in current operating income of +9.0% in the first half of 2018 (€14.7m)
- Current operating profit margin of 12.7% of turnover compared to 12.4% on 30 June 2017.

In millions of Euro	30.06.2018	30.06.2017	Variation	%
Turnover	115.6	108.4	7.2	+6.6%
Cost of sales	-55.0	-49.7	-5.3	+10.4%
Variable expenses	-9.3	-8.8	-0.5	+6.0%
Personnel costs	-21.2	-20.3	-0.9	+4.7%
Fixed expenses	-15.7	-16.5	0.8	-4.9%
Other income and operating expenses	0.3	0.4	-0.1	-12.1%
Current operating income	14.7	13.5	1.2	+9.0%
<i>In % of turnover</i>	<i>12.7%</i>	<i>12.4%</i>		
Non-recurring operating income	0.1	-	0.1	
Non-recurring operating expenses	-0.1	-0.5	0.4	
Operating income	14.7	13.0	1.7	+12.7%
Cost of financial debt	-0.9	-0.9	-	
Other financial items	-2.0	-0.9	-1.1	
Profit before tax	11.8	11.2	0.6	+4.6%
Income Taxes	-2.6	-3.3	0.7	-22.0%
Net income from continuing operations	9.2	7.9	1.3	+15.7%
Income from discontinued operations	-	-	-	
Net income from the consolidated whole	9.2	7.9	1.3	+15.7%
of which are Group share	9.1	7.9	1.2	+15.2%

Thanks to the increase of its turnover and the control of its structural costs, the DELTA PLUS GROUP displays in the first half of 2018 a progression of 0.3 points of its operational profitability, which has for the first time reached 12.7% of sales as of 30 June 2018.

Non-current items are not significant in 2018. Last year they included acquisition costs related to external growth transactions.

The cost of financing is stable compared to 2017, while the other financial items are impacted in the first half of 2018 by negative exchange differences.

The effective tax rate, which stood at 22% in the first half of 2018, is in line with that recorded in the 2017 financial year (24%).

Including these various items, consolidated net income was up +15.7% on 30 June, 2018, to €9.2 million, compared to €7.9 million for the first six months of the previous financial year.

The consolidated net profit attributable to the Group amounted to €9.1 million as of 30 June 2018.

Consolidated results

- A WCR controlled by the 2017 standard levels
- Decreasing debt due to cash flows generated in the first half
- Equity increased under the effect of the good performance of the net profit in the first half

ASSETS

In millions of Euro	30.06.2018	31.12.2017	30.06.2017	Variation 6 months
Goodwill	81.2	80.9	83.0	+0.3
Intangible assets	1.3	1.3	1.4	-
Tangible assets	7.7	7.1	7.0	+0.6
Other financial assets	2.0	2.2	2.4	-0.2
Deferred tax assets	3.2	2.5	3.0	+0.7
Fixed assets	95.4	94.0	96.8	+1.4
Stocks	58.9	57.0	53.8	+1.9
Trade receivables	44.5	45.7	42.1	-1.2
Other receivables	12.8	15.4	11.7	-2.6
Availability	18.6	18.0	18.8	+0.6
Current assets	134.8	136.1	126.4	-1.3
Total Assets	230.2	230.1	223.2	+0.1

LIABILITIES

In millions of Euro	30.06.2018	31.12.2017	30.06.2017	Variation 6 months
Capital	3.7	3.7	3.7	-
Treasury shares	-6.0	-4.9	-3.0	-1.1
Reserves & consolidated income	119.1	112.1	105.5	+7.0
Equity	116.8	110.9	106.2	+5.9
Non-current financial liabilities	35.2	39.9	41.2	-4.7
Commitments given to employees	1.0	1.0	1.3	-
Non-recurring provisions	1.5	1.1	1.4	+0.4
Non recurring liabilities	37.7	42.0	43.9	-4.3
Trade payables	25.7	27.1	24.6	-1.4
Tax and social security	11.3	11.9	9.7	-0.6
Other liabilities	3.8	4.7	3.5	-0.9
Current financial liabilities	34.9	33.5	35.3	+1.4
Current liabilities	75.7	77.2	73.1	-1.5
Total Liabilities	230.2	230.1	223.2	+0.1

On the balance sheet, the first half of 2018 enabled the Group to consolidate the improvements implemented in recent years, particularly in terms of working capital requirement. This improved slightly, reaching 119 days of turnover as of 30 June 2018.

Net financial debts decreased by €3.9 million compared to 31 December 2017.
This change is mainly due to significant cash generation over the first six months of the year.

Equity rose by €5.9 million over the first half to €116.8 million, with net profit for the first six months of 2018 (+ €9.2 million) partially offset by the payment of dividends in June. (€-4,4M).

Perspectives

- **A goal of continuing organic revenue growth in 2018**
- **The desire to confirm the operating profitability levels reached in 2017**
- **A cautious optimism that remains de rigueur given the uncertain monetary context**

The first half performance in 2018 confirms DELTA PLUS GROUP in its objective to record another year of organic growth of turnover at year-end.

The growth that has been confirmed in Europe and the continuation of the good orientation in most emerging countries makes it possible to envisage organic growth in these two geographical zones, and this, despite business in the Middle East that remains negatively impacted this year, and an uncertain political and monetary context in certain South American countries in which the Group operates.

At the same time, the Delta Plus Group is continuing its efforts to control costs, finalizing the integration process of the latest acquisitions, and anticipates a slight increase in current operating income for 2018.

On the Balance sheet level, the Group's objective is to further strengthen its financial structure with a view to giving it the means to finance the next stages of its development

Next publication: Turnover 3rd Quarter of 2018
Monday 07 November 2018, after trading

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: FR0012928612 - Mnemo: DLTA)

More information: www.deltaplusgroup.com

CONTACT

Jérôme BENOIT
Managing Director
E-mail: relation.investisseur@deltaplus.eu
Tel.: 04.90.74.20.33

Arnaud DANIEL
Financial Director