



Turnover of 55.1M€ in the first quarter of 2018 Organic growth of + +8.3%

The sales of the Delta Plus Group, a major player in the market for personal protective equipment (PPE), increased by +1.9% (+1.0M€) in the first quarter of 2018 and reached 55.1 million Euro.

In the trend of the second half of 2017, and as anticipated, the Group's revenue was impacted in the first quarter of 2018 by significant currency effects, related to the strengthening of the Euro against most other currencies.

Adjusted for these currency effects, organic growth in consolidated sales amounted to +8.3% over this period.

The positive trend of organic growth, comparable to that of 2017, was thus confirmed in the first months of 2018, both in Europe and in the emerging countries outside of Europe.

Consolidated turnover <i>In millions of Euro</i>	2018	2017	Development	Development Constant scope and exchange rates(*)
Group turnover 1st Quarter	55.1	54.1	+1.9%	+8.3%
Europe turnover	29.0	28.2	+2.8%	+2.5%
Turnover Outside of Europe	26.1	25.9	+0.8%	+14.6%

(*) Over the first quarter of 2018, the scope effect is nil and the currency effect is -6.4% (-3.5M €).

This first quarter confirms the Delta Plus Group in its objective to record a positive organic growth in its turnover this year.

The Group also confirms that the uncertain monetary context that affects many geographical areas today will result, in particular in the first half of the year, in a negative currency effect on turnover.

Europe: a good first quarter

The Group's activity in Europe remained positively oriented during the first quarter of 2018. Organic growth was up 2.5% in the first three months of the year, thanks in particular to continued sales growth in the southern and eastern countries (Italy, Poland) and a very good performance in the Benelux countries.

In France, after a year 2017 marked by a climate of wait-and-see and a net increase of activity over the last months, turnover increased slightly in the first quarter of 2018, initiating a reversal of trend which will have to be confirmed in the following months.

Outside Europe: growth remains very dynamic under the impetus of China

In the Outside Europe markets, the momentum is also very positive in the first quarter, with an organic growth of +14.6% compared to 2017.

China still serves as the engine of this growth, and all of the countries in Asia and the Americas are seeing an increase in their sales.

Just the activity in the Middle East remains, as in 2017, negatively impacted, particularly by the level of oil prices.

Fluctuations in the Euro against the US Dollar and most emerging market currencies, particularly in South America (Argentina, Brazil), Asia and the Middle East, have been significant in recent months. These fluctuations caused an unfavourable currency effect of -3.5M € on consolidated sales for the first quarter of 2018.

Also, in Euro, revenue growth outside Europe was + 0.8% in the first quarter of 2018.

Outlook for 2018

- **Cautious optimism for 2018, in an uncertain monetary context**
- **A goal of continuing organic revenue growth in 2018**
- **The desire to confirm the operating profitability levels reached in 2017**

Although confident at the end of this first quarter, the Delta Plus Group remains vigilant on the development of the monetary instability which has partially weighed on the growth in turnover in 2017 and on the beginning of 2018.

Nevertheless, Delta Plus Group's priority in 2018 is to confirm the solidity of its model across its two geographical zones, to record new organic revenue growth this year, and to confirm the level of operational profitability achieved in 2017.

The Group will also aim to sustain the positive cycle of cash generation and the optimisation of its financial structure in view of having the means to finance the next stages of its development.

Next publication: Turnover 2nd Quarter of 2018
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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: FRO013283108 - Ticker: DLTA)

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