



## Turnover of 57.7M€ in the 3<sup>rd</sup> quarter of 2018 (+9,5%) Cumulative growth of + 7.6% in the first nine months of the year

The sales of the Delta Plus Group, a major player in the market for Personal Protective Equipment (PPE), amounted to 57.7 million Euro in the third quarter of 2018, up +9.5% (+ 15.1% at constant exchange rates) compared to the third quarter of 2017.

In the first nine months of the year, the Delta Plus Group confirmed the trend of the first half and posted consolidated sales up + 7.6% in Euro, to 173.3 million Euro. At constant exchange rates, growth in the first nine months of the year amounted to +13.5%.

The dynamic growth recorded in the first months of 2018 therefore continued in the third quarter, across all geographical areas covered by the Group.

In Europe, the increase in sales amounted to 5.9% in the third quarter. Since the beginning of the year, this zone has grown by +4.5%, still driven by the dynamics of the southern and eastern European countries.

Outside Europe, the trend in the first months of the year was also confirmed, with a growth of +13.0% in Euro (+23.6% at constant exchange rates), driven in particular by China.

<b>Consolidated turnover</b> <i>In millions of Euro</i>	<b>2018</b>	<b>2017</b>	<b>Development 2018/2017</b>	<b>Development Constant scope and exchange rates(*)</b>
<b>Group turnover - 9 months</b>	<b>173,3</b>	<b>161,1</b>	<b>+7,6%</b>	<b>+13,5%</b>
1st quarter	55,1	54,1	+1,9%	+8,3%
2nd quarter	60,5	54,3	+11,3%	+17,1%
3rd quarter	57,7	52,7	+9,5%	+15,1%
<b>Turnover in Europe - 9 months</b>	<b>84,6</b>	<b>81,0</b>	<b>+4,5%</b>	<b>+4,5%</b>
1st quarter	29,0	28,2	+2,8%	+2,5%
2nd quarter	28,3	27,0	+4,8%	+5,0%
3rd quarter	27,3	25,8	+5,9%	+6,1%
<b>Turnover outside Europe - 9 months</b>	<b>88,7</b>	<b>80,1</b>	<b>+10,7%</b>	<b>+22,5%</b>
1st quarter	26,1	25,9	+0,8%	+14,6%
2nd quarter	32,2	27,3	+17,8%	+29,0%
3rd quarter	30,4	26,9	+13,0%	+23,6%

(\*) For the first nine months of 2018, the scope effect is nil and the foreign exchange effect amounts to -5.9% (-9.5M €).

## Europe: a good year 2018

The Group's business in Europe remained positively oriented in the first nine months of 2018. Growth was 4.5%, thanks in particular to continued sales growth in the southern and eastern countries (Spain, Poland, Romania, Greece, Czech Republic and Slovakia). The Benelux is also performing very well this year, thanks in particular to the commercial development efforts made in the Netherlands. Activity in the United Kingdom also increased in the third quarter, after a sluggish first half.

Finally, the activity of Delta Plus Group in France and Italy remains stable compared to 2017.

## Outside Europe: an area that remains very dynamic under the leadership of China, the main driver of the Group's growth

In the markets Outside of Europe, the momentum of the first half was also confirmed, with a constant currency growth of +23.6% in the third quarter (+13.0% in Euro).

For the first nine months of the year, the growth at constant exchange rates amounted to +22.5% (+10.7% in Euro).

China, now the leading contributor to consolidated turnover, remains the main driver of this growth. This trend was confirmed in the third quarter. The Group also posted a significant increase in sales in other Asian markets, as well as in North America.

Fluctuations in the Euro against most emerging market currencies, particularly in South America (Argentina, Brazil) and Turkey, have remained significant in recent months. These fluctuations caused an unfavourable currency effect of € -2.9M on consolidated turnover for the first quarter of 2018.

Since the beginning of the year, the negative impact of currency effects has been € -9.5M.

## Outlook for 2018

- **A cautious optimism that remains de rigueur given the uncertain monetary context**
- **A new record in turnover expected in 2018**
- **The desire to exceed the operating profitability levels achieved in 2017**
- **A financial structure that helps to consider the continuation of development projects**
- **An ambition achieved in November 2018 with the acquisition of Degil Safety and Ontario Glove in Canada**

Confident at the end of this third quarter, the Delta Plus Group remains vigilant on the development of the context of monetary instability which weighed in part on the growth of the turnover in 2017 and on that of the first nine months of the year 2018.

The Group also remains vigilant in the face of the unstable economic and geopolitical context affecting certain countries in which it has invested (Argentina, Brazil, Turkey).

Nevertheless, Delta Plus Group has had a very good performance since the beginning of the year, and retains as a priority by the end of 2018 to confirm the solidity of its model in both regions, reaching a new record annual revenue, and slightly improving the level of operational profitability achieved in 2017.

The Group is also keen to confirm the positive cycle of turnover and the soundness of its financial structure in order to have the means to finance the next stages of its development.

The acquisition of Degil Safety and Ontario Glove in Canada in early November 2018 confirms the Delta Plus Group's desire to continue its development by strengthening its geographic coverage in areas with high growth potential and high added value.

The strengthening of its position in the North American market will allow the Delta Plus Group to enter a new phase in its ambition to assert itself as a leading international group in the Personal Protective Equipment market.

Next publication: 2018 Annual Turnover  
Monday 12 February 2019, after trading

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**About DELTA PLUS:**

*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 - Ticker: DLTA)*

For more information: [www.deltaplusgroup.com](http://www.deltaplusgroup.com)

**CONTACT**

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Jérôme BENOIT  
Managing Director  
E-mail: [relation.investisseur@deltaplus.eu](mailto:relation.investisseur@deltaplus.eu)  
Tel.: 04.90.74.20.33

Arnaud DANIEL  
Financial Director