



**Excellent year 2017 for the Delta Plus Group:
Record sales (€ 229.8M) and current operating income (12.7%)
Net income, Group share up 11% to € 18.9 million**

The Board of Directors of the Delta Plus Group, a major player in the personal protective equipment (PPE) market ordered the Group's consolidated results for the year 2017 on April 11, 2018. Audit procedures on the financial statements have been made. The certification report is being issued.

The results of the 2017 fiscal year confirm the Group's profitable growth momentum that has been in place for several years and have enabled the Delta Plus Group to achieve another record year.

Delta Plus Group sales rose +17.8% in 2017 (+8.3% at constant scope and exchange rates) to € 229.8M.

Current operating income increased significantly (+21.7% compared to 2016).

Net income of the Group share, amounted to € 18.9 million, up +11.1% compared to 2016, despite the anticipated unfavourable change in the financial result, negatively impacted by exchange differences related to the strengthening of the Euro against most other currencies.

The balance sheet structure, impacted at the beginning of the year by the financing of recent acquisitions, remains very solid, thanks in particular to continuing efforts to optimise WCR items.

Reminders of the turnover in 2017

- A turnover of € 229.8M with a growth of +17.8%
- Dynamic organic growth: +8.3%
- Positive scope effects of € 22.2M (+11.4%), as a result of the integration of Aspreseg (Colombia), Safety Plus (Costa Rica) and Vertic-Alpic (France)
- An unfavourable currency effect (-3.6M € or -1.9%) linked to the development of the Euro against all the currencies of the countries in which the Group operates

Current operating profitability:

- An increase of +21.7% in 2017 (€ 29.1M)
- Current operating profit margin of 12.7% of turnover compared to 12.3% on December 31, 2016

In millions of Euro	31.12.2017	31.12.2016	Variation	%
Turnover	229.8	195.0	+34.8	+17.8%
Cost of consumed purchases	-108.4	-96.1	-12.3	+12.8%
Variable costs	-18.2	-14.0	-4.2	+30.8%
Staff costs	-42.4	-33.7	-8.7	+26.0%
Fixed charges	-31.7	-27.3	-4.4	+15.6%
Current operating income	29.1	23.9	+5.2	+21.7%
<i>in % of turnover</i>	<i>12.7%</i>	<i>12.3%</i>		
Non-current operating income	0.5	0.5	-	
Non-current operating expenses	-0.5	-0.2	-0.3	
Operational income	29.1	24.2	+4.9	+20.2%
Cost of gross financial debt	-1.7	-1.6	-0.1	
Other financial items	-2.4	-0.6	-1.8	
Income before tax	25.0	22.0	+3.0	+13.8%
Taxes on income	-6.0	-5.0	-1.0	
Net income	19.0	17.0	+2.0	+12.1%
Attributable to the Group	18.9	17.0	+1.9	+11.1%

Due to the increase in its turnover, related in particular to the integration of Vertic's business as of January 2017, and to the confirmation of the improvement of its margins in the continuity of the 2016 financial year - due in particular to productivity gains - Delta Plus Group posted in 2017 an increase of nearly half a point in its operating profitability, which reached a historical level of 12.7% of sales on 31 December 2017.

Given the specific nature of their business, the integration of Vertic resulted in a reduction in the relative weight of the cost of consumed purchases, offset by an increase in the relative weight of other operating expenses (variable expenses, personnel costs and fixed costs).

The cost of financing is stable compared to 2016, while the other financial items are impacted by the significant impact of currency movements.

The effective tax rate, which was 24% in 2017, is slightly higher than the one recorded last year (23%) due in particular to the increase in the relative weight of the results generated in France (Vertic).

Including these items, net income attributable to equity holders of the parent rose by +11.1% on December 31, 2017, to € 18.9M compared to € 17.0M for the previous year.

Consolidated balance sheet: a strengthened financial structure

- An optimised WCR on the standard levels
- A reduced debt compared to June 30, 2017, and contained despite the acquisition of Vertic at the beginning of the year
- Conversion differences that penalise the change in equity

ASSETS

in millions of Euro	31.12.2017	31.12.2016	Variation
Goodwill	80.9	65.7	+15.2
Intangible assets	1.3	0.7	+0.6
Tangible assets	7.1	6.4	+0.7
Other financial assets	2.2	2.0	+0.2
Deferred tax assets	2.5	2.2	+0.3
Fixed assets	94.0	77.0	+17.0
Stock	57.0	51.4	+5.6
Customer receivables	45.7	38.4	+7.3
Other receivables	15.4	11.0	+4.4
Availability	18.0	19.2	-1.2
Current assets	136.1	120.0	+16.1
Total Assets	230.1	197.0	+33.1

LIABILITIES

in millions of Euro	31.12.2017	31.12.2016	Variation
Capital	3.7	3.7	-
Treasury shares	-4.9	-0.6	-4.3
Consolidated Income & Reserves	111.8	103.3	+8.5
Attributable to non-controlling interests	0.3	0.6	-0.3
Equity	110.9	107.0	+3.9
Non-current financial liabilities	39.9	30.9	+9.0
Commitments given to employees	1.0	1.0	-
Non-current provisions	1.1	0.4	+0.7
Non-current liabilities	42.0	32.3	+9.7
Trade payables	27.1	21.8	+5.3
Fiscal and social debts	11.9	9.9	+2.0
Other debts	4.7	3.5	+1.2
Current financial liabilities	33.5	22.5	+11.0
Current liabilities	77.2	57.7	+19.5
Total Liabilities	230.1	197.0	+33.1

In terms of the balance sheet, the year 2017 enabled the Group to consolidate the improvements implemented in recent years, particularly in terms of operational working capital requirements. This is up 5 days from 2016, helped in part by the integration of Vertic. It amounts to 120 days of turnover on December 31, 2017.

Net financial debts are up € 21.3M compared to December 31, 2016.

In particular, net bank indebtedness increased by € 29.5M over the year to € 52.5M on December 31, 2017, as a result of the bank loans put in place at the beginning of the year to finance the acquisition of Vertic and the strengthening of the Group's stake in Elvex's capital in the United States.

Despite these new borrowings, debt ratios remain at historically low levels for the Group: gearing stands at 47% while the leverage ratio stands at 1.6 on December 31, 2017.

Shareholders' equity increased by € 3.9M over the year, the positive impact of the 2017 net income being partially offset by the payment of dividends in June 2017, share repurchases and, above all, negative currency effects.

Perspectives

- **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**

The Group, which celebrated its 40th anniversary in 2017, has strengthened over the past year thanks to new acquisitions.

By capitalising on its entrepreneurial spirit, its historic presence in many countries, and confirming its profitable growth model, Delta Plus Group has taken a new step in its ambition to becoming a leading international group in the Personal Protective Equipment market.

The Delta Plus Group therefore starts the year 2018 with a sound financial structure. The Group's objective is to once again record a new organic growth in sales, in a buoyant market, while remaining vigilant given a geopolitical and monetary context that remains uncertain.

With a balanced distribution between its various activities and the geographical areas in which it is present, the Delta Plus Group will also aim in 2018 to continue the efforts undertaken on cost control, to confirm the profitability record reached in 2017.

Finally, the teams will mobilise again this year to help sustain the positive cycle of cash generation and the optimisation of its financial structure in order to have the means to finance the next stages of its development.

Dividend up compared to 2016

The proposed dividend will be increased to EUR 0.600 per share, an increase of +4.3% compared to the dividend paid last year (0.575 Euro).

Next publication: Turnover First Quarter 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: FR0013283108 - Ticker: DLTA)

For more information: www.deltaplusgroup.com

CONTACT

Jérôme BENOIT
Chief Executive Officer
E-mail: relation.investisseur@deltaplus.eu
Tel.: 04 90 74 20 33

Arnaud DANIEL
Chief Financial Officer