



Record level of sales in 2013 at € 160.6 million (+3.0%)

Sales at the Delta Plus Group, a major player in the Personal Protective Equipment (PPE) market, rose by nearly 3.0% in 2013, reaching 160.6 million Euro.

Retired from discontinued activities during the year (Workstore Marseille distribution activity), consolidated turnover amounted to € 159.6 million in 2013 against € 154.5 million in 2012, an increase of 3.3%.

This level of sales allows the Delta Plus Group to exceed historical turnover reached in 2008 just before the crisis hit the PPE market in Europe.

The Delta Plus Group achieves its sales goal in 2013 benefiting in particular from the integration of the Brazilian company Pro Safety, consolidated since 1st April 2013.

At constant scope and excluding exchange rate impact, turnover grew slightly by 0.1%.

Turnover <i>In millions of Euro</i>	2013	2012	Developm ent
Sales for the year	160.6	155.8	+3.0%
Consolidated sales (continuing operations)	159.6	154.5	+3.3%
Turnover from discontinued operations (Marseille Workstore)	1.0	1.3	-26.9%

In the 4th quarter of 2013, Group sales totalled € 46.2 million, an increase of 5.7% compared to 2012 (+3.4% at constant scope and excluding exchange rate impact).

Europe (excluding France) confirms the positive return to growth trend initiated in the first quarter. In France, as expected, the activity was affected in 2013 by non-recurring items.

Outside Europe, sales in emerging markets remain dynamic, consistent with the trend of the first six months of the year.

The turnover in Brazil in 2013 is consistent with the prediction made at the time of the acquisition of Pro Safety.

Consolidated turnover <i>In millions of Euro</i>	2013	2012	Development	Development (Constant scope and exchange rates)
Total Group turnover	160.6	155.8	+3.0%	+0.1%
Q1	36.2	37.5	-3.5%	-3.0%
Q2	39.0	37.0	+5.4%	-0.4%
Q3	39.1	37.5	+4.0%	-0.3%
Q4	46.2	43.8	+5.7%	+3.4%
Consolidated turnover Europe	87.4	92.1	-5.2%	-4.8%
Q1	22.1	24.4	-9.5%	-9.5%
Q2	19.6	20.7	-5.0%	-4.5%
Q3	20.3	21.5	-5.9%	-5.2%
Q4	25.4	25.5	-0.6%	-0.3%
Turnover Outside of Europe	73.2	63.7	+14.9%	+7.3%
Q1	14.1	13.1	+7.8%	+9.3%
Q2	19.4	16.3	+18.7%	+4.9%
Q3	18.8	16.0	+17.4%	+6.3%
Q4	20.9	18.3	+14.4%	+8.7%

Outside France, Europe confirms its return to growth in 2013

Sales in Europe in the third trimester were down 0.6% compared to last year. Over the year, sales in Europe declined by 5.2% compared to 2012.

In France, business was characterised throughout the year by the end of the representation of the Showa brand at the end of 2012.

This temporary impact represents an adverse turnover differential of 2.9 million Euro between 2012 and 2013. It ended during the fourth quarter.

The Delta Plus Group confirmed in 2013 the return to growth in the rest of Europe that was initiated in the first half.

Thus, in this area, turnover increased by over 4% in 2013 compared to 2012, notably under the impetus of renewed activity in Italy, Spain and the Eastern European countries.

A dynamic sales growth "outside Europe" strengthened by the integration of Pro Safety

In the third quarter of 2013, the emerging markets grew by 14.4% compared to last year.

This performance was boosted by the integration of Pro Safety in Brazil, which contributed up to 2.4 million Euro in Group turnover in the fourth quarter (7.6 million Euro since 1st April 2013).

In the year 2013, the increase in sales outside Europe stood at 14.9% (7.3% at constant scope and excluding exchange rate impact).

Sales in emerging markets continued to benefit in 2013, particularly in China and South America, from the increased rate of equipment, a result in particular from favourable regulatory environments.

In this area, only sales in the Ukraine experienced a slight decline in 2013, due to a less favourable economic environment, particularly in the steel industry. However, the subsidiary has seen its sales double between 2011 and 2013.

Prospects for growth in all geographic areas in 2014

The Delta Plus Group, which opened a new subsidiary in Turkey and completed the acquisition of Pro Safety, specialising in the production and marketing of protective head gear in Brazil, confirms its Geographic diversification strategy for emerging markets and the strengthening of product families of higher added value.

The Group has also finalised, in the third quarter, the consolidation of all its products and services under one brand, Delta Plus.

This single brand will enable the Group to increase the visibility of its offering to its clients and ultimately represent a future source of synergy.

Finally, the Group has withdrawn from the distribution business by selling the Marseille Workstore at the end of 2013 and thus confirms its refocus on its core business.

In parallel, the Delta Plus Group continues its efforts on cost control and the optimisation of working capital requirements, with the aim to confirm the significant improvements made in this area since 2012.

The outcome of these strategic projects allow the Delta Plus Group to anticipate growth in 2014 of its turnover both in Europe and in the emerging markets.

Next publication: 2013 Annual Results
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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). Delta Plus Group is listed in compartment C of NYSE-EURONEXT (ISIN: FR0004152502 - Ticker: DLTA)

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