



## Turnover of € 80.1M in the first half (+6.5%) - Acceleration of recovery in Europe

Sales at the Delta Plus Group, a major player in the Personal Protective Equipment (PPE) market, rose by nearly 6.5% in the first quarter of 2014, reaching 80.1 million Euro.

Adjusted for the effects of consolidation and exchange rates, sales for the first six months of the year were up 8.9% compared to the first half of 2013.

The Delta Plus Group confirms the return to growth in its European turnover and can even see an accelerating trend in the second quarter due to renewed activity in France.

In the emerging markets, growth remains strong, partly due to the positive effect of consolidation related to the acquisition of Pro Safety in Brazil, despite still unfavourable currency effects, primarily in South America and the Ukraine.

<b>Consolidated turnover</b> <i>In millions of Euro</i>	<b>2014</b>	<b>2013</b>	<b>Development</b>	<b>Development</b> Constant scope and exchange rates(*)
<b>Group Turnover - 6 months</b>	<b>80.1</b>	<b>75.2</b>	<b>+6.5%</b>	<b>+8.9%</b>
1 <sup>st</sup> Quarter	39.0	36.2	+7.6%	+5.0%
Q2	41.1	39.0	+5.4%	+12.6%
<b>Europe turnover - 6 months</b>	<b>43.3</b>	<b>41.7</b>	<b>+3.7%</b>	<b>+5.2%</b>
1 <sup>st</sup> Quarter	22.5	22.1	+1.4%	+3.0%
Q2	20.8	19.6	+6.2%	+7.7%
<b>Turnover Outside Europe - 6 months</b>	<b>36.8</b>	<b>33.5</b>	<b>+10.0%</b>	<b>+13.5%</b>
1 <sup>st</sup> Quarter	16.5	14.1	+17.3%	+8.1%
Q2	20.3	19.4	+4.6%	+17.4%

(\*) In the first half of 2014, the consolidation effect amounted to 2.6% and the exchange rate effect at -5.0%.

## **A return to growth for turnover in France and an acceleration in Europe**

After being penalised by non-recurring items last year, business in France returned to growth in the second quarter of 2014.

This recovery in France, coupled with continued strong sales in the eastern and southern European countries, allows the Group to confirm in the first half the positive trend of a return to growth initiated in this area in 2013.

After a 3.0% sales rebound in the first quarter at constant scope (retired Workstore Marseille, abandoned operation in 2013), growth accelerated in the second quarter to reach 7.7% in Europe. Since the beginning of the year, European turnover increased by 5.2% at constant scope and exchange rates.

## **Sales growth "outside Europe" still reinforced by Pro Safety in Brazil**

The emerging markets also continued their growth in the first half of 2014. Turnover in this area amounted to € 36.8 million, an increase of 10.0% compared to the first quarter of 2013.

In the first three months of 2014, the Group benefited from the change in scope linked to the integration of Pro Safety in Brazil as of 1<sup>st</sup> April 2013.

However, fluctuations in foreign currencies relative to the Euro were significant during the first six months of the year, causing a negative currency impact of € 3.7 million on the Group's consolidated turnover compared to the first half of 2013.

Adjusted for the effects of consolidation and exchange rates, the increase in turnover Outside Europe was 13.5% in the first half of 2014.

While growth remains strong in most emerging countries, the Group nevertheless remains vigilant on developments in the situation of certain countries in which it operates.

Thus, in the Ukraine, the business has been penalised by the political and military crisis in the country for several months. Excluding the impact of foreign exchange, turnover recorded a moderate decline of 11% in the first half.

In Argentina, economic and monetary uncertainties have led to a slowdown in the consumption of PPE at the end of the first half. In this country, the Group recorded a stability of its Euro turnover in the first six months of the year.

On the other hand, growth remains very strong in China, where the Group has established itself as a major player in the local market.

Also, despite a moderate increase in economic growth indicators in most emerging markets, the outlook for the coming months remains positive for the Group outside Europe.

## **Growth prospects confirmed**

The increase in sales in the first quarter allows the Delta Plus Group to confirm its growth objective for its turnover in 2014, both in Europe and in the emerging markets.

Meanwhile, the Group intends to continue this year's efforts on improving its operating profitability.

Next publication: 2014 Quarterly Results  
Friday 29 August 2014, after trading

**About DELTA PLUS:**

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*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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