



## Turnover increased by 10.2% in the third quarter of 2014

The sales of the Delta Plus Group, a major player in the market for personal protective equipment (PPE), increased by 10.2% (13.0% at constant scope and exchange rates) compared to the third quarter of 2013. They amounted to 43.1 million Euro.

In the first nine months of the year, turnover grew by 7.8% compared to 2013, to 123.2 million Euro (10.3% at constant perimeter and constant exchange rates).

This performance in the third quarter allows the Delta Plus Group to confirm the return to growth of its turnover in Europe for the year 2014. The trend has even accelerated in the last three months, as a result of renewed activity in France.

Buoyant sales also remained very strong in emerging countries, the Group is expected to record a record turnover at the end of 2014.

<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 - 9 months</b>	<b>123.2</b>	<b>114.3</b>	<b>+7.8%</b>	<b>+10.3%</b>
1 <sup>st</sup> Quarter	39.0	36.2	+7.6%	+5.0%
2nd Quarter	41.1	39.0	+5.4%	+12.6%
3rd Quarter	43.1	39.1	+10.2%	+13.0%
<b>Europe turnover - 9 months</b>	<b>65.2</b>	<b>62.0</b>	<b>+5.1%</b>	<b>+5.9%</b>
1 <sup>st</sup> Quarter	22.5	22.1	+1.4%	+3.0%
2nd Quarter	20.8	19.6	+6.2%	+7.7%
3rd Quarter	21.9	20.3	+7.9%	+7.2%
<b>Turnover Outside Europe - 9 months</b>	<b>58.0</b>	<b>52.3</b>	<b>+10.9%</b>	<b>+15.6%</b>
1 <sup>st</sup> Quarter	16.5	14.1	+17.3%	+8.1%
2nd Quarter	20.3	19.4	+4.6%	+17.4%
3rd Quarter	21.2	18.8	+12.7%	+19.2%

(\*) In the first 9 months of 2014, the consolidation scope amounted to +1.6% and the exchange rate to -4.1%.

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

After a 5.2% sales rebound in the first quarter at constant scope (reprocessed from Workstore Marseille, abandoned operation in 2013), growth accelerated in Europe in the third quarter (+7.2% compared to 2013).

Since the beginning of the year, European turnover increased by 5.9% at constant scope and exchange rates.

For the second consecutive quarter, activity in France has returned to growth between July and September 2014.

After being penalised by non-recurring items last year, the turnover in France is expecting a slight increase over the year 2014.

This recovery in France relays the renewed activity observed for nearly a year in the countries of eastern and southern Europe.

The sales momentum remains very strong in these countries in the third quarter. After having strongly contributed to the rebound in sales in Europe over the past few months, these countries should receive a less favourable base of comparison in 2015.

## **Sales growth "Outside Europe" still favoured by Brazil and China**

The emerging markets also continued their growth in the third quarter of 2014.

The turnover in this area amounted to € 21,2M. It has increased by 12.7% compared to last year (+19.2% at constant scope and constant exchange rates).

Since the beginning of the year, the sales increase reached +10.9% (+15.6% at constant scope and exchange rates).

If the Group benefited from the scope effect due to the integration of Pro Safety in Brazil as of 1<sup>st</sup> April 2013, the fluctuations in foreign currencies relative to the Euro were significant in the first nine months of year, causing a negative currency impact of € 5.0M on the Group's consolidated turnover compared to the first nine months of 2013.

Growth remains strong in most emerging countries in 2014. Nevertheless, the Group remains vigilant about developments in Ukraine and Argentina.

In the Ukraine, the activity was penalised in the third quarter by the political and military crisis the country experienced from the beginning of the year. Excluding the foreign exchange impact, turnover recorded a moderate decline of 8% in the first half of the year. In Euro, the decline was -36%, or € 1.2 million.

In Argentina, economic and monetary uncertainties have led to a slowdown in the consumption of PPE from the middle of the year. The decrease in turnover in this country, however, is limited to 6% in Euro in the first nine 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.

The outlook for the coming months remains very positive for the Group in the area outside Europe.

## **The prospect of record turnover in 2014, an increase of more than 6%**

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

The good performance achieved in the third quarter of the year allows the Delta Plus Group to consider a turnover close to 170 million Euro for the year 2014.

Meanwhile, the Group should confirm this year's efforts on improving its operating profitability.

Next publication:                    2014 annual turnover  
   Tuesday 12 February 2015, 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)*

For more information: [www.deltaplus.eu](http://www.deltaplus.eu)

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