



Turnover record 173 M € in 2014 (+ 8.4%) Return of growth in Europe

The sales of the Delta Plus Group, a major player in the market for personal protective equipment (PPE), increased by 8.4% (9.8% at constant scope and exchange rates) compared to 2013. The turnover in 2014 amounted to € **173 million**.

The Delta Plus Group achieved a historic turnover in 2014, exceeding the target set during the year.

Sales in the fourth quarter enabled the Group to confirm the return of sales growth in Europe. Over the year, European turnover increased by 5.3% (+5.1% at constant scope and exchange rates).

Outside Europe, sales momentum remained very strong at the end of the year, with an increase in turnover of 15.2% (+ 14.7% at constant scope and exchange rates) in the fourth quarter .

Over the 2014 fiscal year, sales in emerging markets were up 12.1% (15.3% at constant scope and exchange rates).

Consolidated turnover <i>In millions of Euro</i>	2014	2013	Development	Development Constant scope and exchange rates(*)
Group turnover	173.0	159.6	+8.4%	+9.8%
1 st Quarter	39.0	35.9	+8.6%	+5.0%
2nd Quarter	41.1	38.7	+6.2%	+12.6%
3rd Quarter	43.1	39.1	+10.1%	+13.0%
Q4	49.8	45.8	+8.7%	+8.5%
Consolidated turnover Europe	90.9	86.4	+5.3%	+5.1%
1 st Quarter	22.5	21.8	+2.9%	+3.0%
2nd Quarter	20.8	19.4	+7.8%	+7.7%
3rd Quarter	21.9	20.3	+7.7%	+7.2%
Q4	25.7	24.9	+3.4%	+3.4%
Turnover Outside of Europe	82.1	73.2	+12.1%	+15.3%
1 st 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%
Q4	24.1	20.9	+15.2%	+14.7%

(*) Over the 2014 fiscal year, the scope effect increased to + 1.6% (€ 2.6m) and the currency effect at -3.0% (-4.8M €).

A 2014 fiscal year saw a return to growth in turnover in France and Europe

The growth was confirmed in the second half of the year in Europe, the Group recording a sales increase of 5.3% over the whole of 2014.

Adjusted for scope and currency effects, turnover in Europe increased by 5.1% in 2014, to € 90,9 M.

Business in France resumed a moderate growth of 2% in 2014, after two consecutive years of decline, mainly related to non-recurring items in 2012 and 2013.

Beyond this recovery in France, the Delta Plus Group's good performance in Europe is due to the credit of the eastern and southern European countries (Spain and Poland in particular).

The process initiated in 2013 was sustained in these countries throughout the year, with growth rates of around 15%.

After having strongly contributed to the rebound in sales in Europe over the past year, these countries should benefit from a less favourable base effect in 2015.

Sales growth "Outside Europe" boosted by China, Brazil and the Middle East

The emerging markets continued to grow until the end of 2014, on the same trend as the first nine months of the year.

The turnover in this area amounted to € 82,1 M in 2014. It has increased by 12.1% compared to last year (+15.3% at constant scope and constant exchange rates).

The Group first benefited from the change in scope linked to the integration of Pro Safety in Brazil as of 1st April 2013.

However, fluctuations in foreign currencies relative to the Euro were significant throughout the year, causing a negative currency impact of € 4.8 million on the Group's consolidated turnover compared to that of 2013.

If growth remains very strong in most emerging countries in 2014, the Group is still vigilant regarding developments in the situation in the Ukraine, where business was affected throughout the year by the political and military crisis affecting the country.

Excluding currency effects, turnover in the Ukraine recorded a moderate decline from 11% in 2014. However, in Euro, the decline was -39%, representing a drop in turnover of € 2.0 M.

The Group is seeking a stabilization in turnover in this country in 2015.

The engine of growth in 2014 Outside Europe remains in China, where the Group has strengthened its leading position in the local market, as well as in the Middle East, which benefited from an acceleration in business in the second half of 2014.

Encouraging prospects for the Group in 2015

The Delta Plus Group has concentrated a lot of effort to enable its business in Europe return to a path of growth. The Group fulfils its primary goal in 2014 of a return to balanced growth, for all of its regions.

At the same time, the Delta Plus Group has completed the operational integration of its Brazilian subsidiary, Pro Safety, over the past year, which was acquired in 2013.

On the balance sheet, the optimization of the WCR, confirmed and stabilized on 30 June 2014, helps give the Delta Plus Group the resources needed to fund its next stages of development.

Meanwhile, the Delta Plus Group maintains its cost control efforts in order to meet, in the mid term, its operating profitability levels of before the 2008 crisis.

In this context, and in light of the outcome of these strategic projects in 2014, the Delta Plus Group anticipates for 2015 a further growth of its sales, both in Europe and in the emerging countries.

Next publication: 2014 Annual Results
Tuesday 21 April 2015, after trading

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)

For more information: www.deltaplus.eu

CONTACT

Jérôme BENOIT
Chief Executive Officer

Arnaud DANIEL
Chief Financial Officer

E-mail: relation.investisseur@deltaplus.eu
Tel.: 04 90 74 20 33