



**2014 profit:**  
**Current operating margin recorded at 17M € (+ 24%)**  
**Net profit of € 10.5 million, up by +49%**  
**Pursued reduction of debt**

The Board of Directors of the Delta Plus Group, a major player in the Personal Protective Equipment (PPE) market adopted the Group's consolidated income for the year 2014 on April 21, 2015. Audit procedures on the consolidated financial statements have been completed. The certification report is being prepared.

These results show a very satisfactory operational performance for the Delta Plus Group, exceeding the objectives set at the beginning of the year.

Consolidated turnover increased by 8.4% in 2014 to reach a new record of € 173M.

Current operating income and net income increased in turn in higher proportions:

- An increase of 24%, current operating income amounted to € 17M. Representing 9.8% of turnover in 2014.
- Net profit amounted to € 10.5 million, up 49% from last year.

Net debt has also improved in 2014, largely as a result of a significant increase in cash flow generated during the year.

**2014 Turnover: a new sales record and a higher recovery in Europe than expected**

By registering a consolidated turnover of € 173M in 2014, the Delta Plus Group their turnover achieved in 2008 just before the crisis that hit the European PPE market.

The year was marked by the return of growth in Europe, the Group recording in this zone an increase of 5.3% in sales, to be largely credited to the countries in eastern and southern Europe (Poland and Spain in particular).

After two consecutive years of decline, France also resumed a moderate growth of 2% in 2014.

Emerging markets outside of Europe have meanwhile continued to drive the Group's growth.

At constant scope and exchange rates, turnover outside Europe has increased by over 15% in these countries in 2014. China remains the engine of growth in this area, the Group strengthened its position there as a major player in the local market in 2014. Business in the Middle East also benefited from an acceleration in the second half of the year.

In contrast, sales in the Ukraine (-2M €) remained penalized throughout the year because of the political, military and monetary crisis that affected the country.

Finally, the Delta Plus Group benefited in 2014 from the impact related to the integration of the Brazilian company Pro Safety, consolidated over the entire year in 2014, compared to 9 months in 2013.

**Current operating profitability: an increase of 24% in 2014 to € 17M (9.8% of turnover)**

In millions of Euro	31.12.2014	31.12.2013	Variation	%
<b>Turnover</b>	<b>173.0</b>	<b>159.6</b>	<b>+13.4</b>	<b>+8.4%</b>
Selling price	-87.9	-81.7	-6.2	+7.7%
<b>Gross profit margin</b>	<b>85.1</b>	<b>77.9</b>	<b>+7.2</b>	<b>+9.2%</b>
<i>in% of turnover</i>	<i>49.2%</i>	<i>48.8%</i>		
Variable expenses	-13.9	-12.8	-1.1	+8.9%
<i>in% of turnover</i>	<i>8.0%</i>	<i>8.0%</i>		
Personnel costs	-29.2	-27.5	-1.7	+6.0%
Fixed expenses	-25.0	-23.9	-1.1	+4.8%
<b>Current operating income</b>	<b>17.0</b>	<b>13.7</b>	<b>+3.3</b>	<b>+23.6%</b>
<i>in% of turnover</i>	<i>9.8%</i>	<i>8.6%</i>		
Non-recurring operating income	-	-	-	
Non-recurring operating expenses	-0.1	-0.7	+0.6	
<b>Operating income</b>	<b>16.9</b>	<b>13.0</b>	<b>+3.9</b>	<b>+29.7%</b>
Cost of gross financial debt	-2.2	-2.0	-0.2	+7.8%
Other financial items	-0.1	-1.4	+1.3	-93.0%
<b>Profit before tax</b>	<b>14.6</b>	<b>9.6</b>	<b>+5.0</b>	<b>+51.6%</b>
Income Taxes	-4.1	-1.9	-2.2	+109.3%
<b>Profit from continuing operations</b>	<b>10.5</b>	<b>7.7</b>	<b>+2.8</b>	<b>+37.0%</b>
Income from discontinued operations	-	-0.6	+0.6	
<b>Net income</b>	<b>10.5</b>	<b>7.1</b>	<b>+3.4</b>	<b>+49.3%</b>
including Group share	10.6	7.1	+3.5	+48.9%

The very good group operating performance in 2014 is the result of a favourable volume effect, in the context of defending margins and a measured increase in structural costs.

Personnel expenses, an increase of 6%, integrate the Pro Safety (Brazil) expenses over 12 months. They also reflect the increase in strength of our manufacturing subsidiaries outside of Europe, intended to capture the growth of activity in these areas.

Delta Plus Group reached an operating margin in 2014 of 9.8% of turnover, up for the 5<sup>th</sup> consecutive year, and validates the return to historical levels of profitability before the crisis (2007-2008).

Current operating income came to € 17M in 2014, an increase of € 3.3 million compared to 2013.

The cost of funding is stable compared to 2013.

The effective tax rate was 28%. It has increased compared to 2013, mainly due to the non-activation of tax losses in Ukraine.

Net profit amounted to € 10.5 million, up 49% from last year.

**Structure of the consolidated report: further improvement in net debt and Gearing**

## ASSETS

In millions of Euro	31.12.2014	31.12.2013	Variation
Goodwill	44.9	42.8	+2.1
Intangible assets	0.5	0.6	-0.1
Tangible assets	6.4	6.6	-0.2
Other financial assets	1.3	1.2	+0.1
Deferred tax assets	1.0	2.0	-1.0
<b>Fixed assets</b>	<b>54.1</b>	<b>53.2</b>	<b>+0.9</b>
Stocks	48.1	42.0	+6.1
Trade receivables	34.2	30.5	+3.7
Other receivables	11.9	9.7	+2.2
Availability	14.8	16.8	-2.0
<b>Current assets</b>	<b>109.0</b>	<b>99.0</b>	<b>+10.0</b>
<b>Total Assets</b>	<b>163.1</b>	<b>152.2</b>	<b>+10.9</b>

## LIABILITIES

In millions of Euro	31.12.2014	31.12.2013	Variation
Capital	3.7	3.7	-
Treasury shares	-1.2	-1.9	+0.7
Reserves & consolidated income	76.1	63.4	+12.7
Non-controlling shares	-	-	-
<b>Equity</b>	<b>78.6</b>	<b>65.2</b>	<b>+13.4</b>
Non-recurring financial liabilities	9.7	12.3	-2.6
Commitments given to employees	1.0	0.7	+0.3
Non-recurring provisions	0.2	0.7	-0.5
<b>Non recurring liabilities</b>	<b>10.9</b>	<b>13.7</b>	<b>-2.8</b>
Trade payables	16.8	13.4	+3.4
Tax and social security	8.6	7.3	+1.3
Other liabilities	7.7	7.2	+0.5
Current financial liabilities	40.5	45.4	-4.9
<b>Current liabilities</b>	<b>73.6</b>	<b>73.3</b>	<b>+0.3</b>
<b>Total Liabilities</b>	<b>163.1</b>	<b>152.2</b>	<b>+10.9</b>

On balance sheet level, the year 2014 was marked by continued Group WCR items at the target levels reached in late 2013.

The positive impact of cash flow generated during the year allowed the Delta Plus Group to confirm the reduction of its net debt, which amounts to € 35,4M end of December 2014, down by 5.5M € in one year.

The debt ratio benefiting from this trend, gearing went from 63% at the end of 2013 to a record low of 45% at the end of 2014.

## International Development Continued in 2015

The Delta Plus Group tackles the fiscal year 2015 with a structure and means that enable it to consider the next steps in its development.

Marked by the return to growth in Europe, the successful integration of Pro Safety in Brazil and a level of operational profitability and optimized debt, the year 2014 has created conditions enabling the Group to initiate a new cycle of investment.

By finalizing the acquisition of 50% of Elvex in April 2015, specializing in the marketing of protective head gear in the US, the Delta Plus Group confirms its commitment to international development and strengthening higher added value product families, while allowing the Group to further balance the proportion of its business carried out in the dollar zone.

The Delta Plus Group's ambition is to build a leading international group in the personal protective equipment (PPE) market, known for its comprehensive offering and the quality of its products.

The results of the fiscal year 2014 enable the Group to confidently approach the next steps of this project.

### **Dividend up by 25%**

The dividend proposed at the Annual General Meeting will amount to **Euro 1.50** per share, an increase of 25% compared to the dividend paid last year.

**Next publication:** Turnover 1<sup>st</sup> Quarter of 2015  
Tuesday 12 May 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: FRO004152502 - Ticker: DLTA)*

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

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