



Turnover of € 36.2 million in the 1st quarter 2013

Delta Plus Group sales, a major player in the personal protective equipment (PPE) market, were down by 3.5% in the first quarter of 2013.

In the first 3 months of 2013, sales totalled 36.2 million Euro.

Over this period, the Delta Plus Group continued its growth in emerging markets and limited the impact of the general decline of the PPE market in Europe, in the continuity of the second half of 2012. In France, Delta Plus temporarily suffered the impact of the termination of the Showa brand, decided in the course of 2012.

The Group confirms its growth target for the year of 2013.

Consolidated turnover <i>In millions of Euro</i>	2013	2012	Development
Group Turnover 1st quarter	36.2	37.5	-3.5%
Consolidated turnover Europe	22.1	24.4	-9.5%
Turnover Outside of Europe	14.1	13.1	+7.8%

Significant sales growth "Outside Europe"

Emerging markets continued to grow in the first quarter of 2013, in line with 2012.

The slower rate of growth in this area compared to previous quarters (+8% in the first quarter of 2013 compared to 23% in the last quarter of 2012) is explained by the following:

- In Argentina, Eslingar moved its production lines in the first quarter of 2013, to enable them to increase their production capacity and optimise their cash flow. This operation, which is essential to support the growth of this subsidiary, has resulted in a shift of deliveries in the second quarter of the year.

- In the Ukraine, where business has more than doubled in 2012, the first quarter was marked by significant work on optimising the impact of working capital growth. Implemented procedures, particularly in the field of debt collection, will enable an acceleration of growth in the coming quarters combined with optimised cash generation. The implementation of these management tools has resulted in a controlled slowdown in the first three months of the year, which will be absorbed over the remainder of the year.

In all other countries in the region, growth remained very strong and the outlook over the coming months is positive.

Sales in Europe temporarily impacted by the activity in France

In Europe, the economic environment continues to affect Delta Plus business in a PPE market that is overall in recession.

If signs of recovery appear on some historical Group bastions heavily impacted in 2012 such as Spain and Italy, business in France recorded the impact of the end, in 2012, of the representation of the Showa brand by the Delta Plus Group.

Outside of France, the Delta Plus Group managed to limit the decline in sales in Europe to -2% in the first quarter of 2013, compared to 10% over the whole of 2012.

Growth prospects confirmed

Despite uncertain economic conditions in the European markets, the Delta Plus Group maintains its sales growth objective in 2013.

In addition, the Group is pursuing its cost control efforts, particularly in the European structures and optimisation of working capital requirements, with the aim to confirm the significant improvements recorded in 2012 in this area.

Already present in nearly 25 countries, the Delta Plus Group has confirmed its geographical diversification strategy by opening in Turkey in early 2013 through the creation of a new subsidiary. The Group plans to further expand its geographical presence through organic growth or acquisitions.

Next publication: Turnover 2st quarter of 2013
Tuesday 14 August 2013, after the market

About DELTA PLUS:

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

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