



Turnover increased by 0.9% the first half of 2013

Delta Plus Group sales, a major player in the market for personal protective equipment (PPE), reaching 72.5 million Euro in the first half of 2013, an increase of 0.9% (-1.7% at constant scope and exchange rates) compared to the first half of 2012.

In the second quarter of 2013, the revenue, which includes the Brazilian company Pro Safety, consolidated from April 1st 2013, increased by 5.4% (-0.4% at constant scope and exchange rates) and reaches 39 million Euro.

If business in France is hit by non-recurring items, the rest of Europe is growing again, and sales in the emerging markets remains dynamic. These elements enable the Group to confirm its organic growth target for the full year of 2013.

Consolidated turnover <i>In millions of Euro</i>	2013	2012	Development	Development (Constant scope and exchange rates)
Total Group turnover 6 months	75.2	74.5	+0.9%	-1.7%
Q1	36.2	37.5	-3.5%	-3.0%
Q2	39.0	37.0	+5.4%	-0.4%
Europe turnover 6 months	41.7	45.1	-7.4%	-7.2%
Q1	22.1	24.4	-9.5%	-9.5%
Q2	19.6	20.7	-5.0%	-4.5%
Turnover Outside of Europe 6 months	33.5	29.4	+13.8%	+6.8%
Q1	14.1	13.1	+7.8%	+9.3%
Q2	19.4	16.3	+18.7%	+4.9%

Outside France, Europe returns to growth

Sales in Europe in the second trimester was down 5.0% compared to last year.

As expected in France, business is adversely affected by the decision, in 2012, of the representation of the Showa brand.

This temporary impact will end during the second half of the year.

In the rest of Europe, despite a still uncertain economic environment, the Delta Plus Group renews its growth in the second trimester.

Signs of recovery appeared in late 2012 on certain historical Group bastions (Spain and Italy in particular) confirmed over the period and have even spread to several other countries.

In this area, turnover increased by 3% in the first half of 2013 as compared to 2012.

A dynamic sales growth "outside Europe" strengthened by the integration of Pro Safety

In the second quarter of 2013, the emerging markets grew by 18.7% as compared to last year.

This performance was boosted by the integration of Pro Safety, consolidated Brazilian company as of April 1st, 2013, which contributes up to 2.7 million Euro in Group turnover.

On a comparable scope (excluding Pro Safety) and excluding the effect of exchange rates, turnover outside Europe totalled 17.1 million Euro, up 4.9% compared to 2012.

It should be noted that the decline of the Argentine peso against the Euro in the first half of 2013 weighed up to 0.5 million in Group turnover.

In Argentina, Eslingar, which saw its sales decline in the first quarter due to the relocation of its production lines, has returned with a significant growth in its sales over the past three months, thanks to a catch-up of deliveries that could not be made in the first quarter and an increased production capacity.

In this area, only business in the Ukraine suffered a decline in the second quarter of 2013, in line with the first three months of the year.

The implementation of strict procedures in the field of debt collection has continued with success, but the economic environment, particularly in the steel industry in this country has caused a decline in sales, which more than doubled in 2012.

Growth prospects confirmed

The Delta Plus Group, which opened a new subsidiary in Turkey earlier this year and completed the acquisition of Pro Safety, specializing in the production and marketing of protective head gear in Brazil, confirms its Geographic diversification strategy for emerging countries and the strengthening of product families of higher added value.

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

These transactions reinforce the Group's objective, which, despite an economic environment that remains tense, in 2013 anticipates a growth in sales on a comparable perimeter, under the combined effect of dynamic subsidiaries outside Europe and a more favourable situation on the European continent.

Next publication: 2013 Quarterly Results
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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)

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