



## Turnover increased by 4.0% in the third quarter of 2013

The sales of the Delta Plus Group, a major player in the market for personal protective equipment (PPE), reach 39.1 million Euro in the third quarter of 2013, an increase of 4.0% (-0.3% at constant scope and exchange rates) compared to the third quarter of 2012.

The consolidated turnover of the second and third quarter includes the Brazilian company Pro Safety, consolidated since 1st April 2013.

Business in France remains penalised in the third quarter by non-recurring items.

The rest of Europe confirms the positive return to growth trend initiated in the first quarter.

Outside Europe, sales in emerging markets remain dynamic and consistent with the trend of the first six months of the year.

The third quarter performance enabled the Group to consider an increase in its consolidated turnover of more than 3% for the full year of 2013, and a stability of its turnover on a comparable basis and excluding the impact of currency exchange.

<b>Consolidated turnover</b> <i>In millions of Euro</i>	<b>2013</b>	<b>2012</b>	<b>Development</b>	<b>Development</b> (Constant scope and exchange rates)
<b>Total Group turnover 9 months</b>	<b>114.3</b>	<b>112.0</b>	<b>+2.0%</b>	<b>-1.2%</b>
Q1	36.2	37.5	-3.5%	-3.0%
Q2	39.0	37.0	+5.4%	-0.4%
Q3	39.1	37.5	+4.0%	-0.3%
<b>Europe turnover 9 months</b>	<b>62.0</b>	<b>66.6</b>	<b>-6.9%</b>	<b>-6.6%</b>
Q1	22.1	24.4	-9.5%	-9.5%
Q2	19.6	20.7	-5.0%	-4.5%
Q3	20.3	21.5	-5.9%	-5.2%
<b>Turnover Outside of Europe 9 months</b>	<b>52.3</b>	<b>45.4</b>	<b>+15.2%</b>	<b>+6.7%</b>
Q1	14.1	13.1	+7.8%	+9.3%
Q2	19.4	16.3	+18.7%	+4.9%
Q3	18.8	16.0	+17.4%	+6.3%

## **Outside France, Europe confirms the return to growth**

Sales in Europe in the third trimester were down 5.9% compared to last year.

In France, business remained penalised in the third quarter due to the end of the representation of the Showa brand at the end of 2012.

This temporary impact represents an adverse turnover differential of 2.6 million Euro between 2012 and 2013 for the first nine months of the year. It will end during the fourth quarter.

In the rest of Europe, despite a still uncertain economic environment, the Delta Plus Group confirms the return growth initiated in the first quarter.

Thus, in this area, turnover increased by more than 2% over the first nine months of 2013 compared to 2012, driven in particular by an upturn in Italy and Spain.

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

In the third quarter of 2013, the emerging markets grew by 17.4% as compared to last year.

This performance was boosted by the integration of Pro Safety, consolidated Brazilian company as of April 1<sup>st</sup> 2013, which contributes up to 2.4 million Euro in Group turnover in the third quarter (5.2 million Euro since 1st April 2013).

On a comparable scope (excluding Pro Safety) and excluding the effect of exchange rates, turnover outside Europe increased by 6.3% compared to 2012.

It should be noted that the decline of the Argentine peso against the Euro over the first nine months of 2013 represents an unfavourable exchange rate of one million Euro on the Group's turnover.

Nevertheless, the turnover of our subsidiary in Argentina, Eslingar, brought in Euro, remains strong, up 6% compared to 2012 in the first nine months of the year.

## **A growth outlook for 2013 confirmed**

The Delta Plus Group, which opened a new subsidiary in Turkey and completed the acquisition of Pro Safety, specialising 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.

The Group has also finalised, in the third quarter, the consolidation of all its products and services under one brand, Delta Plus.

This single brand will enable the Group to increase the visibility of its offering to its clients and ultimately represent a future source of synergy.

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 this area in 2012 and the first quarter of 2013.

These transactions reinforce the Group's objective, which, despite an economic environment that remains tense, in 2013 anticipates a growth of over 3% in its consolidated turnover, under the combined effect of dynamic subsidiaries outside Europe and a more favourable situation on the European continent.

Next publication: 2013 annual turnover  
Tuesday 14 February 2014, 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)

**CONTACT**

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Jérôme BENOIT  
Chief Executive Officer

Arnaud DANIEL  
Chief Financial Officer

E-mail: [relation.investisseur@deltaplus.eu](mailto:relation.investisseur@deltaplus.eu)  
Tel.: 04.90.74.20.33