



Turnover in 2012 of € 155.8 million growth of 4.6%

Sales at the Delta Plus Group, a major player in the Personal Protective Equipment (PPE) market, rose by nearly 5% in 2012, reaching 155.8 million Euro.

In the 4th quarter, net sales amounted to 43.8 million Euro, an increase of 3.8% compared to 2011.

Delta Plus Group achieved its goal in 2012 by increasing its organic growth in the second half of the year, limiting the impact of the sharp market decline in Europe, and further strengthening its position in emerging markets.

Consolidated turnover <i>In millions of Euro</i>	2012	2011	Development	Development <i>(constant perimeter)</i>
Total Group turnover 12 months	155.8	148.9	4.6%	2.8%
Q1	37.5	37.1	1.3%	-2.1%
Q2	37.0	34.8	6.3%	2.0%
Q3	37.5	34.9	7.5%	7.5%
Q4	43.8	42.1	3.8%	3.8%
Europe turnover 12 months	92.1	101.7	-9.4%	-9.4%
Q1	24.4	27.4	-10.7%	-10.7%
Q2	20.7	23.7	-12.7%	-12.7%
Q3	21.5	23.3	-7.8%	-7.8%
Q4	25.5	27.3	-6.8%	-6.8%
Turnover Outside of Europe 12 months	63.7	47.2	35.0%	29.4%
Q1	13.1	9.7	35.2%	22.2%
Q2	16.3	11.1	46.8%	33.2%
Q3	16.0	11.6	38.2%	38.2%
Q4	18.3	14.8	23.5%	23.5%

Organic growth of more than 5% in the second half of 2012

Adjusted for the impact of Eslingar, Argentina Group subsidiary, acquired in mid-2011, the consolidated sales in the year 2012 grew by nearly 3%.

After a stable first half compared to last year (-0.1%), organic growth accelerated in the second half (+5.5%).

Growth due to strong growth in sales in emerging markets

Emerging markets continue to drive the Group's growth. The underlying trend of the first half was confirmed at the end of the year.

With an increase in sales of 35% in 2012 (29% at constant scope, excluding integration of Eslingar), the Delta Plus Group validates the relevance of its offer's deployment strategy outside of Europe.

This growth has remained strong and stable throughout the year and affects all countries in which the Group operates.

Sales outside Europe now account for 41% of consolidated sales, compared to 32% in 2011 and only 23% in 2010.

A less pronounced decrease in activity than at the beginning of the year in Europe

The Delta Plus Group was able to limit the impact of the general decline of the PPE market in Europe in 2012.

The decline in sales, which was -12% in the first half, was reduced to -7% in the second half of the year. Strong positions acquired by the Group on its historical strongholds allowed it to contain the decline in sales, despite the sharp slowdown in economic activity in Europe impacting key PPE user sectors.

A continued growth in 2013

After a successful 2012, which should enable the Group to generate a return equivalent to that of 2011, and despite a still uncertain economic environment in Europe, Delta Plus Group has assets enabling it to consider a continuation in its growth in 2013.

In Europe, the Group intends to maintain its structure cost control policy and its efforts to further resist the economic disruption in late 2012.

Outside Europe, the Group expects to continue its growth, benefiting from an increase in equipment rates in emerging countries, particularly the consequence of favourable regulatory environments.

In addition, the measures adopted in 2012 by the Delta Plus Group on optimizing inventory levels will help confirm the improvement of the cash level recorded at 30 June 2012.

This balance sheet structure improvement in 2013 gave Delta Plus Group the means to pursue its strategy of geographical diversification, through the creation of a new subsidiary, or implementation of a targeted external growth operation.

The Group will capitalize in these two areas on the successful experiences of recent years, in both Asia and South America.

Next publication: 2012 Annual Results
Tuesday 16 April 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)

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