



3.8% increase in sales in the 1st half of 2012, reflecting strong growth outside Europe

The Delta Plus Group recorded a growth of 3.8% in turnover in the first 6 months of fiscal year 2012. Despite a general decline in the PPE market (Personal Protection Equipment) in Europe, the Delta Plus Group continues to grow, thanks to its strong position in emerging markets and its product positioning at high added value.

Increase in sales boosted by strong growth in emerging markets

Consolidated turnover of the 1st half of 2012

En M€	2011 1er semestre	2012 1er semestre	Evolution
CA Europe	51,9	48,1	-7,3%
CA hors Europe	19,9	26,5	32,7%
Chiffre d'affaires groupe	71,8	74,5	3,8%

Consolidated turnover for 2nd trimester of 2012

En M€	2011 2ème trimestre	2012 2ème trimestre	Evolution
CA Europe	24,2	22,4	-7,5%
CA hors Europe	10,6	14,6	37,9%
Chiffre d'affaires groupe	34,8	37,0	6,4%

In the first 6 months of the year, the Delta Plus Group continues to grow, thanks to strong growth in sales outside Europe.

In Europe, the economic environment affects Delta Plus business and the PPE market is in a global recession in the group's traditional countries such as France, Spain and Italy. Unemployment rates in the industry, as well as the contraction of the construction sector directly impacts the use of PPE. In France, turnover reached € 20.2 million in the first half. However, thanks to the branding of its products and the strong positions acquired in these markets, the group remains confident about its ability to cope with the crisis.

Conversely, the markets outside Europe drive the growth of the group which has accelerated in the 2nd trimester (+37.9% compared to +26.6% in the 1st trimester). With an increase sales of more than 32% over 6 months (22% at constant scope, outside Eslingar acquired in June 2011), Delta Plus demonstrates the relevance of its model, based on its product's value for money, an overall offer and a strong commercial presence.

Growth outlook confirmed

Despite the current low visibility in the European markets, the Group expects a turnover of between 155 and 160M € for the full year of 2012, an increase compared to 2011. In the 2nd half, the Group intends to continue its efforts on cost control of European structures and on accelerating growth in emerging markets, in order to generate at least equal returns to that of 2011. The measures adopted since the beginning of the year, including inventory management, are already paying off, which should allow the group to record an improvement in its cash flow.

In the longer term, the Group will pursue its geographic diversification strategy, initiated in 2002 and which allows them to achieve over 70% of their turnover outside France, while demonstrating a good resistance capacity in a highly disturbed environment in its traditional markets. Already present in nearly 25 countries, the Group wishes to extend its geographic reach to capture growth in under-equipped emerging markets, combining organic growth and external growth, innovation and business efficiency.

About Delta Plus:

Delta Plus Group designs, certifies, manufactures and distributes a full range of Personal Protection Equipment (PPE). Delta Plus Group is listed on Compartment C of NYSE-EURONEXT (ISIN: FR0004152502 - Ticker: DLTA)

Further information: www.deltaplus.eu

CONTACT:

Jérôme BENOIT
Managing Director
E-mail: relation.investisseur@deltaplus.eu
Tel.: 04 90 74 20 33