



7.5% increase in sales in the 3rd trimester of 2012, supported by strong growth in emerging markets

Delta Plus Group reports a 7.5% increase in its turnover in the third trimester of 2012. In the first 9 months of 2012, sales totalled 112 million Euro, an increase of 5%.

The Delta Plus Group is stepping up its growth in the third trimester further strengthening its position in emerging markets and managed to limit the impact of the general decline in the PPE market (Personal Protective Equipment) in Europe.

<i>In millions of Euro</i>	2012	2011	Development
Total Group turnover 9 months	112.0	106.8	5.0%
Q1	37.5	37.1	1.3%
Q2	37.0	34.8	6.3%
Q3	37.5	34.9	7.5%
Europe turnover 9 months	66.6	74.4	-10.4%
1st trimester(*)	24.4	27.4	-10.7%
2nd trimester(*)	20.7	23.7	-12.7%
Q3	21.5	23.3	-7.8%
Turnover Outside of Europe 9 months	45.4	32.4	40.2%
1st trimester(*)	13.1	9.7	35.2%
2nd trimester(*)	16.3	11.1	46.8%
Q3	16.0	11.6	38.2%

(*)The turnover of the 1st and 2nd trimesters of 2011 and 2012 are restated revenue of countries in the CEI zone, mistakenly included in the European turnover in previous communications, and now listed in turnover outside Europe. In fact, this zone, has for the Delta Plus Group, the characteristics of an emerging market and these developing countries are treated as such from an operational point of view. While European turnover recovers in mature markets in the use of PPE, sales outside Europe includes dynamic territories such as China, the Middle East, Argentina or Peru, show similarities in terms of economic growth, rate of industrialization and development of regulations with regard to personal protection.

Growth still boosted by strong growth in sales "Outside Europe"

The emerging markets continue to drive the Group's growth and this trend is stronger in the first half of the year continued in the 3rd trimester (38.2%).

With a sales increase of over 40% over 9 months (30% at constant scope, excluding integration of the company Eslingar in Argentina, acquired in June 2011), Delta Plus confirms the relevance of its strategy, based on a global offer the development of high added value products and the enhancing of its geographical presence in emerging countries.

In Europe, the economic environment continues to affect the business of Delta Plus. The overall market is in recession, especially in the group's historical bastions such as France, Spain and Italy.

However, despite a sharp slowdown in economic activity impacting the key PPE user sectors in Europe, Delta Plus managed to contain the decline in its turnover.

Thanks to the brand of its products and the strong position gained in its traditional markets, the group demonstrates its ability to limit the effects of the crisis in the third trimester of 2012.

Growth perspectives confirmed

Despite uncertain economic conditions in the European markets, the Delta Plus Group maintains its objective to be achieved in 2012, a turnover of between €155M and €160M, an increase compared to 2011.

Efforts continued in the second half on the cost containment of European structures and on accelerating growth in emerging markets, to generate an operating profit at least equal to that of 2011.

In addition, measures adopted from the beginning of the year, including the optimization of inventory levels, should allow the group to confirm the improvement of the cash level recorded on 30 June 2012.

In the longer term, the Delta Plus Group intends to continue its strategy of geographical diversification while strengthening its resilience in a highly disturbed environment in its traditional markets.

Already present in nearly 25 countries, the Delta Plus Group plans to expand its geographical presence to capture growth in under-equipped emerging countries, by combining organic growth and acquisitions, innovation and business efficiency.

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: LTAD)

For more information: www.deltaplus.eu

CONTACT

Jérôme BENOIT
Chief Executive Officer

Arnaud DANIEL
Chief Financial Officer

E-mail: relation.investisseur@deltaplus.eu

Tel.: 04.90.74.20.33