



2015 Results: Record year for Delta Plus Group

- . **Historic current operating margin of 10.7%**
- . **Net profit of € 12.5 million, up by +19.5%**
- . **Acquisition of the North American market**

The Board of Directors of the Delta Plus Group, a major player in the Personal Protective Equipment (PPE) market ordered the Group's consolidated income for the year 2015 on April 21, 2015. Audit procedures on the consolidated financial statements have been completed. The certification report is being prepared.

These results highlight a historic performance for the Delta Plus Group.

Consolidated turnover increased by 11.5% in 2015 to reach a new record of € 193 M.

Current operating income and net income increased in turn in higher proportions:

- An increase of 22%, current operating income amounted to € 20.7 M. It represents 10.7% in turnover in 2015, a higher level than before the crisis hit the European market in 2009.
- Net income, at € 12.6 million (6.5% of turnover) was up 19.5% compared to 2014.

Debt ratios have also improved in 2015, due in particular to an increase in cash flow generated during the year, a control of working capital requirements and a significant strengthening of Group equity.

Turnover in 2015: a new sales record, marked by the confirmation of the recovery in Europe, the acquisition made in the United States, and favourable currency effects

By registering a consolidated turnover of € 193,0 M in 2015, the Delta Plus Group marks a sixth consecutive year of growth, and displays a new record high.

The year was marked by the return of growth in Europe, the Group recording in this area an increase of 2% in its sales, to be largely credited to the countries in eastern and southern Europe (Spain, Italy and Poland in particular).

Markets outside of Europe have also contributed to the Group's growth.

At constant scope and exchange rates, turnover outside Europe grew by more than 2% in 2015. China remains the engine of growth in this area, the Group strengthened its position this year as a major player in the local market.

The activity in the Middle East also experienced a new year of growth in 2015, despite a more contrasted second half.

Finally, the Delta Plus Group benefited during the year from the impact related to the integration of Elvex, consolidated over a period of 9 months in 2015, as well as significant positive currency effects, related the weakening of the Euro against the Dollar.

Current operating profitability: an increase of 22% in 2015 and a new historic high at € 17M (10.7% of turnover)

In millions of Euro	31.12.2015	31.12.2014	Variation	%
Turnover	193.0	173.0	+20.0	+11.5%
Cost of sales	-97.4	-87.9	-9.5	+10.8%
Gross profit margin	95.6	85.1	+10.5	+12.3%
<i>in% of turnover</i>	<i>49.5%</i>	<i>49.2%</i>		
Variable expenses	-14.8	-13.9	-0.9	+6.3%
<i>in% of turnover</i>	<i>7.7%</i>	<i>8.0%</i>		
Personnel costs	-33.1	-29.2	-3.9	+13.4%
Fixed expenses	-27.0	-25.0	-2.0	+7.9%
Current operating income	20.7	17.0	+3.7	+22.1%
<i>in% of turnover</i>	<i>10.7%</i>	<i>9.8%</i>		
Non-recurring operating income	-	-	-	
Non-recurring operating expenses	-0.9	-0.1	-0.8	
Operating income	19.8	16.9	+2.9	+17.5%
Cost of gross financial debt	-1.9	-2.2	+0.3	
Other financial items	-1.8	-0.1	-1.7	
Profit before tax	16.1	14.6	+1.5	+10.6%
Income Taxes	-3.5	-4.1	+0.6	
Profit from continuing operations	12.6	10.5	+2.1	+19.5%
Income from discontinued operations	-	-	-	
Net income	12.6	10.5	+2.1	+19.5%
of which are Group share	12.5	10.6	+1.9	+18.2%

As in 2014, the strong growth in operating profitability of the Delta Plus Group in 2015 is explained by a favourable volume effect, in the context of the control of margins and a moderate increase in structural costs.

Despite significant currency fluctuations in 2015, the Group has taken measures that have allowed it to stabilize its margins.

Personnel expenses, increased by 13%, integrate Elvex (USA) expenses for the first time over 9 months. They are also impacted by negative currency effects outside Europe, where the Group's main production sites are located.

Fixed costs are also controlled. They only increased by 8%, impacted to a lesser extent by the same currency effects.

The Delta Plus Group reached an operating margin of 10.7% in turnover, up for the 6th consecutive year.

The Group exceeds the record pre-crisis (2007-2008) profit levels.

Current operating income came to € 19.8 M in 2015, an increase of € 2.9 million compared to 2014.

The cost of finance is stable compared to 2014, and other financial elements returned to a normal level in 2015, after a year in 2014 impacted by the effects of the weakening of the Euro.

The effective tax rate was 22%. It is down compared to 2014 (a year marked by the non-activation of losses deferred in the Ukraine), which also returned to a normal level.

Finally, net profit amounted to € 12.6 million, up 19% from the previous year. Representing 6.5% of turnover compared to 6.1% in 2014.

Optimised structure of the consolidated results, stabilisation of working capital and debt ratios

ASSETS

In millions of Euro	31.12.2015	31.12.2014	Variation
Goodwill	60.9	45.0	+15.9
Intangible assets	0.7	0.5	+0.2
Tangible assets	6.2	6.3	-0.1
Other financial assets	1.7	1.3	+0.4
Deferred tax assets	1.5	1.0	+0.5
Fixed assets	71.0	54.1	+16.9
Stocks	53.3	48.1	+5.2
Trade receivables	34.5	34.2	+0.3
Other receivables	10.9	11.9	-1.0
Availability	16.7	14.8	+1.9
Current assets	115.4	109.0	+6.4
Total Assets	186.4	163.1	+25.3

LIABILITIES

in millions of Euro	31.12.2015	31.12.2014	Variation
Capital	3.7	3.7	-
Treasury shares	-0.9	-1.2	+0.3
Reserves & consolidated income	88.0	76.1	+11.9
Non-controlling shares	-	-	-
Equity	90.8	78.6	+12.2
Non-recurring financial liabilities (1)	29.4	9.7	+19.7
Commitments given to employees	0.9	1.0	-0.1
Non-recurring provisions	0.2	0.2	-
Non recurring liabilities	30.5	10.9	+19.6
Trade payables	17.6	16.8	+0.8
Tax and social security	8.6	8.6	-
Other liabilities	3.9	7.7	-3.8
Current financial liabilities	35.0	40.5	-5.5
Current liabilities	65.1	73.6	-8.5
Total Liabilities	186.4	163.1	+23.3

(1) Includes in 2015 a debt of € 10.0M corresponding to a call related to the acquisition of Elvex

On the Balance sheet, the Group has maintained in 2015 its Operating Working Capital Requirement on targets levels achieved late in 2014.

The positive impact of cash flow generated during the year allowed the Delta Plus Group to confirm the reduction of its net debt, which amounts to € 37.7 M end of December 2015, and this despite the additional bank financing related to the acquisition of 50% Elvex.

The debt ratio also benefited from the strengthening of equity, gearing went from 45% at the end of 2014 to a record low of 42% at the end of 2015.

Continued international development in 2016 in an uncertain macroeconomic environment

Marked by good performance in its historic markets, and the acquisition made in the United States, the 2015 financial year resulted in a return of Delta Plus Group to its record highs, six years after the crisis that hit the European markets hard.

The Group remains vigilant, nevertheless, regarding the context of economic and geopolitical instability in certain countries, as well as the unfavourable impact of lower oil prices, which weighed in part on the growth of sales in the second half of 2015.

In this context, the Delta Plus Group will have as a priority in 2016 to confirm the strength of its model in its two geographical areas, but also the further integration of Elvex and collaboration with its partners in the US market.

In addition, by leveraging its know-how, shown in recent years, the Group will continue to seek growth opportunities through the conquest of new regions, organically, or, if the opportunity arises, by growth external.

The ambition of the Delta Plus Group is to build an international market group leader around its global offer of the five Personal Protective Equipment (PPE) families.

The Group approaches the 2016 fiscal year with a balance sheet structure and financial resources enabling it to feel confidence with regard to the next stages of development.

Dividend up by 13%

The dividend proposed at the Annual General Meeting will amount to **Euro 0.85** per share, an increase of 13% compared to the dividend paid last year.

Next publication: Turnover 1st Quarter of 2016
Tuesday 11 May 2016, after trading

About the DELTA PLUS GROUP:

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 B of the NYSE-EURONEXT (ISIN: FR0012928612 - Ticker: DLTA)

For more information: www.deltaplus.eu

CONTACT

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

Arnaud DANIEL
Financial Director