



Record sales for Delta Plus Group in 2015 Turnover of €193M up by +11.5%

The Delta Plus Group, a major player in the market for personal protective equipment (PPE), recorded sales of € 193.0 million in 2015, up 11.5% year on year.

Organic growth in turnover at constant scope and exchange rates, comes out at 2.0%.

In the fourth quarter, sales were up 4.9% compared to the same period in 2014 (-0.8% at constant scope and exchange rates).

The Delta Plus Group saw a record turnover in 2015, up for the sixth consecutive year.

The Group confirms the return of sales growth in Europe after a fiscal 2014 already in progress in this geographical area. Over the year, European turnover increased by 2.8% (+2.1% at constant scope and exchange rates).

Outside Europe, the Group continues to show sustained momentum, with an increase in turnover of +21.2% (+ 1.9% at constant scope and exchange rates).

In 2015 the Group benefited in this area from a favourable scope effect related to acquisitions made in the United States in the month of April, as well as positive currency effects related to the changes in parity between the Euro and the Dollar.

Consolidated turnover <i>In millions of Euro</i>	2015	2,014	Development	Development Constant scope and exchange rates(*)
Group turnover	193.0	173.0	+11.5%	+2.0%
1 st Quarter	44.1	39.0	+13.0%	+6.3%
2 nd quarter	48.7	41.1	+18.5%	+3.2%
3 rd quarter	47.8	43.1	+11.1%	+0.1%
4 nd quarter	52.4	49.8	+4.9%	-0.8%
Consolidated turnover Europe	93.5	90.9	+2.8%	+2.1%
1 st Quarter	23.2	22.5	+3.2%	+2.5%
2 nd quarter	22.6	20.8	+8.6%	+7.6%
3 rd quarter	21.7	21.9	-0.8%	-1.4%
4 nd quarter	26.0	25.7	+0.6%	+0.3%
Turnover Outside of Europe	99.5	82.1	+21.2%	+1.9%
1 st Quarter	20.9	16.5	+26.3%	+11.6%
2 nd quarter	26.1	20.3	+28.8%	-1.3%
3 rd quarter	26.1	21.2	+23.2%	+1.7%
4 nd quarter	26.4	24.1	+9.5%	-1.9%

(*) Over the 2015 fiscal year, the scope effect increased to +5.3% (+€ 9.2m) and the currency effect at +4.2% (+€7.3M).

Confirmation of the return of growth in Europe

Despite a slight downturn in the third quarter of 2015 (+0.6% compared to 2014), the Group's European markets remain positively oriented.

In Europe, the Delta Plus Group recorded a 2.8% increase in its turnover.

Adjusted for scope and exchange rates, turnover in Europe increased by 2.1%, to € 93.5 M.

The second quarter's performance showed a mixed trend, of certain orders prior to the introduction of a new tariff applicable from 1 June 2015.

However, sales in Southern and Eastern Europe continued to grow significantly by the end of the year, despite a less favourable base effect this year.

The process initiated in 2013-2014 was sustained in these countries throughout the year, with average growth rates of around 10%.

The French market remains sluggish, however, showing a slight decline compared to last year.

Finally, for the Delta Plus Group, the year 2015 is also marked in Europe by the confirmation of the recovery of its subsidiary in the United Kingdom, whose sales had deteriorated since the 2009 crisis. The sales completed by the subsidiary are distributed in growth in 2015.

Sales growth "Outside Europe" favoured in 2015 by constant scope and exchange effects

The markets outside Europe continued their growth throughout the year 2015.

Turnover from this area amounted to € 99,5M, exceeding the European record for the first time in the Group's history.

It has increased by 21.2% compared to last year (+1.9% at constant scope and exchange rates).

The growth continued in most of the emerging countries in 2015, including China, the Middle East and Argentina.

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 on some of its markets, which weighed in part on the growth of sales in the second half.

Note that the Euro fluctuations compared to most emerging market currencies have been significant throughout the year, causing a favourable currency effect of € 7.3 million on the Group's consolidated turnover compared to 2014.

Finally, the consolidated turnover also benefited from the integration of the company Elvex within the scope of the Group, effective from April 1st 2015.

The Delta Plus Group has in fact finalised on that date the acquisition of 50% shares of Elvex, a company based in Connecticut, which markets a full range of head protection products, mainly in the United States, its local market .

The positive scope effect totalling € 9.2 million of additional revenue in 2015.

Group confidence for the year 2016

The Delta Plus Group has concentrated a lot of effort to enable its business in Europe return to a path of growth.

The Group achieves its main goal in 2015 of confirming the return to balanced growth.

The Delta Plus Group now has a homogeneous organic growth in all geographic areas in which it operates, and starts the year 2016 further anticipating this positive trend.

The scope effect, significant in 2015, shall be slightly favourable in 2016, focused on the first quarter. Currency effects should fade however in view of the relative stability of the Euro / Dollar in recent months.

Meanwhile, the Group should confirm the improvement of its operating profitability, as it had already demonstrated in the first half of 2015, with the short-term goal of regaining its operating profitability levels to those before the 2008 crisis.

On the balance sheet, the optimisation of the WCR, confirmed and stabilised over 2 years, helps give the Delta Plus Group the resources needed to fund its next stages of development.

Next publication: 2015 Annual Results
 Tuesday 12 April 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