



## Turnover of 44.4M€ in the first quarter of 2016 up + 0.9%

The sales of the Delta Plus Group, a major player in the market for personal protective equipment (PPE), increased by +0.9% in the first quarter of 2016 and reached 44.4 million Euro.

In the continuity of the years 2014 and 2015, the recovery is strengthening in Europe, where Group sales rose by 0.7% in the first three months of the year (+ 1.3% at constant exchange rates).

In countries outside Europe, growth was + 1.0%, thanks to the positive impact related to the acquisition of Elvex in the United States, completed in April 2015.

Unlike last year, currency effects adversely and significantly impacted the sales outside Europe in the first quarter of 2016.

Adjusted for scope and exchange effects, sales in the first three months of the year were down slightly by -0.4% compared to the first quarter of 2015.

<b>Consolidated turnover</b> <i>In millions of Euro</i>	<b>2016</b>	<b>2015</b>	<b>Development</b>	<b>Development</b> Constant scope and exchange rates(*)
<b>Group turnover 1<sup>st</sup> Quarter</b>	<b>44.4</b>	<b>44.1</b>	<b>+0.9%</b>	<b>-0.4%</b>
Europe turnover	23.3	23.2	+0.7%	+1.3%
Turnover Outside of Europe	21.1	20.9	+1.0%	-2.2%

(\*) For the first quarter of 2016, the scope effect increased to +6.0% (€ 2.6m) and the currency effect to -4.7% (-2.1M €).

### Continued recovery in Europe

The Group's business in Europe remained positive during the first three months of the year, mainly due to strong sales in the East and South of Europe (Spain, Italy, Poland).

In this zone, only France saw its revenue eroded slightly in the first quarter, in a market that remains sluggish.

Overall in Europe, growth in turnover compared to the first quarter of 2015 was up by +0.7% (+ 1.3% excluding negative currency effects from sales in the UK and Poland).

### Sales growth "Outside Europe" favoured by exchange effects

Turnover outside of Europe amounted to € 21.1 M in the first quarter of 2016. It is up by +1.0% compared to last year.

The markets outside Europe have still benefited in the first quarter of 2016, the positive scope effect related to the integration of Elvex as of 1st April 2015. The scope effect represents € 2.6 million of additional sales in the first three months of 2016.

In the rest of the region Outside Europe, the performance was mixed: the adverse effects of lower oil prices, which have particularly affected the Group's business in the Middle East, indeed conceal the resilience of the business in Asia and South America.

Note that the Euro fluctuations compared to the Dollar and most emerging market currencies have been significant in recent months, causing an unfavourable currency effect of - €2.1 million to the Group's consolidated turnover in the first quarter of 2016.

At constant scope and excluding exchange rate effects, the increase in turnover generated outside Europe is down by -2.2% compared to the first quarter of 2015.

### **Organic growth prospects for 2016**

The Group remains vigilant 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 first quarter of 2016.

Despite this context, the increase in sales in the first quarter enables the Delta Plus Group to confirm its organic growth objective in 2016, both in Europe and in emerging countries.

Furthermore, by capitalising on its expertise, demonstrated in recent years, and its strengthened financial structure, the Group will continue to seek growth opportunities through the conquest of new geographical areas. The Delta Plus Group will also have as a priority in 2016 to continue the integration of Elvex and collaboration with its partners in the US market.

The first months of 2016 enable the Group to confidently approach the next steps of its development.

Next publication: Turnover 2<sup>nd</sup> Quarter of 2016  
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#### **About DELTA PLUS:**

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*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 - Mname: DLTA)*

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