



## Turnover of 46.0M€ in the third quarter Organic growth of +2.3% over the first nine months

The sales of Delta Plus Group, a major actor in the market of Personal Protective Equipment (PPE), went up to 46.0 million Euros in the third quarter of 2016, down by -4.0% (-1.4% at constant scope and exchange rates) compared to the third quarter of 2015.

Over the first nine months of the year, the consolidated turnover is slightly down in Euros compared to in 2015 (-0.4%), at 140.1 million Euros, penalised by significant exchange rates.

Removed from the scope effects and exchange rates, the turnover realised in January and September 2016 increased by +2.3% compared to in 2015.

This performance over the first nine months enables Delta Plus Group to confirm the return of the growth of its turnover in Europe in 2016, for the third consecutive years, despite a still unstable context on the French market.

In countries outside Europe, the dynamism of the sales remains satisfactory. The Group should also record a new organic growth of its sales at the end of 2016.

<b>Consolidated turnover</b> <i>In million Euros</i>	<b>2016</b>	<b>2015</b>	<b>Evolution 2016/2015</b>	<b>Evolution Constant scope and exchange rates (*)</b>
<b>Group turnover - 9 months</b>	<b>140.1</b>	<b>140.6</b>	<b>-0.4%</b>	<b>+2.3%</b>
1 <sup>st</sup> quarter	44.4	44.1	+0.9%	-0.4%
2 <sup>nd</sup> quarter	49.7	48.7	+2.0%	+8.3%
3 <sup>rd</sup> quarter	46.0	47.8	-4.0%	-1.4%
<b>Europe turnover - 9 months</b>	<b>68.5</b>	<b>67.5</b>	<b>+1.5%</b>	<b>+2.7%</b>
1 <sup>st</sup> quarter	23.3	23.2	+0.7%	+1.3%
2 <sup>nd</sup> quarter	24.0	22.6	+5.9%	+7.3%
3 <sup>rd</sup> quarter	21.2	21.7	-2.3%	-0.8%
<b>Outside Europe turnover - 9 months</b>	<b>71.6</b>	<b>73.1</b>	<b>-2.2%</b>	<b>+1.9%</b>
1 <sup>st</sup> quarter	21.1	20.9	+1.0%	-2.2%
2 <sup>nd</sup> quarter	25.7	26.1	-1.5%	+9.1%
3 <sup>rd</sup> quarter	24.8	26.1	-5.4%	-1.9%

(\*) Over the first nine months of 2016, the scope effect amounts to +2.3% (+3.2M€) and the exchange rate amounts to -5.0% (-7.0M€).

## **Good economic activity in Europe in 2016**

Despite a slight dip on the third quarter of 2015 (-2.3% in Euros and -0.8% at constant scope and exchange rates compared to in 2015) essentially linked to the French market, the Group's activity in the European markets remains positively orientated.

In Europe, Delta Plus Group has registered since the beginning of the year growth of 1.5% of its turnover (+2.7% at constant scope and exchange rates) compared to in 2015.

The sales realised in the countries of Southern and Eastern Europe continued to progress in the 3rd quarter, despite a less favourable base effect.

In France, activity remains lacklustre, however, with the Group recording a slight reduction in activity in the third quarter following a recovery in the second quarter.

Lastly, for Delta Plus Group, the fiscal year 2016 is equally marked in Europe by the impact of Brexit on the Pound Sterling.

Although the turnover of the Group's subsidiary in the United Kingdom displays slight growth at the constant exchange rate over the first nine months of the year, it is down by -9% in Euros over the same period, due to the devaluation of the Pound Sterling compared to the Euro in the third quarter.

The sales undertaken by this subsidiary only represent, however, 3% of the consolidated sales.

## **The growth in sales "Outside Europe" still penalized in 2016 by the exchange rates and the impact of the price of petrol, remained relatively low**

The turnover of the zone Outside Europe amounts to 24.3M€ over the last three months. It is down by -5.4% compared to last year (-1.9% at constant scope and exchange rates).

Since the beginning of the year, this reduction amounts to -2.2% in Euros, but represents a growth of +1.9% at constant scope and exchange rates.

The markets Outside Europe have again benefited, in the year 2016, from the positive scope effect linked to the integration of the company Elvex from 1<sup>st</sup> April 2015. This scope effect represents 2.6M€ of additional turnover, concentrated on the first three months of 2016.

For the Group, the first semester of 2016 was also marked by the creation of Delta Plus Philippines, subsidiary dedicated to marketing of Delta Plus products in this market in strong growth.

However, the fluctuations of the Euro compared to the Dollar and to most of the currencies of emerging countries, notably in South America and in Asia, have been very significant in the last few months, provoking an unfavourable exchange rate of -7.0M€ on the consolidated turnover of the first nine months of 2016.

In this zone Outside Europe, performances remained contrasted: in 2016: the unfavourable effects of the reduction in the price of oil, which affected more particularly the Group's activity in the Middle East, mask healthy economic activity in Asia, South America and in the CIS zone.

## Growth of operational profitability in perspective for 2016

The increase in sales, at constant scope and exchange rates, over the first nine months of the year, enables Delta Plus Group to confirm its objective of organic growth of turnover in 2016, in Europe as well as in the emerging nations.

Marked by the strong performance in its historic markets, the Group remains vigilant despite everything regarding evolution of the economic context affecting certain countries, and in particular on the unfavourable impact of the reduction of the price of oil, which partly hindered the growth in turnover of the first nine months of 2016.

This organic growth of the turnover will be combined this year again with improvement of the Group's current operational profitability.

The Group anticipates in effect, in the continuity of the good performance realised in the first semester, a new record level of its current operational profitability in 2016.

Lastly, the Group should also end the year 2016 with a balance sheet structure and optimized financial resources, which enable it to envisage with confidence the next steps of its development.

Next publication: Annual turnover 2016  
Tuesday 14 February 2017, after closing of the stock exchange

### About DELTA PLUS

*Delta Plus Group designs, standardizes and manufactures or has manufactured, and distributes a complete range of Personal Protective Equipment (PPE). Delta Plus Group is quoted on compartment B of NYSE-EURONEXT (ISIN: FR0012928612 - Mnemo: DLTA)*

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