



## Turnover of 59.4M€ in the first quarter of 2019 Growth of +9.3% compared to 2018

The sales of Delta Plus Group, a major actor in the market of Personal Protective Equipment (PPE), grew by +9.3% (+5.0M€) in the first quarter of 2019 and reached 59.4 million Euros.

In line with the fiscal year 2018, the Group started the year 2019 on a pace of sustained organic growth, and benefitted, moreover, from a positive scope effect, linked to the integration of the companies acquired at the end of last year (Degil Safety and Ontario Glove in Canada and Vertic Nederland in the Netherlands).

At constant scope and exchange rates, the organic growth of the consolidated turnover was +6.6% over the first quarter of 2019.

The scope effect represents a positive impact of +1.8M€ on the turnover (+3.4%).

The currency effects, negative, are less significant than last year: (0.4)M€ in the first quarter, which is an impact of -0.7% on the turnover variation.

<b>Consolidated turnover</b> <i>In million Euro</i>	<b>2019</b>	<b>2018</b> (1)	<b>Evolution</b>	<b>Evolution</b> Constant scope and exchange rates (1)
<b>Group Turnover 1<sup>st</sup> quarter</b>	<b>59.4</b>	<b>54.4</b>	<b>+9.3%</b>	<b>+6.6%</b>
Turnover Europe	29.2	28.3	+3.1%	+2.0%
Turnover Outside Europe	30.2	26.1	+15.9%	+11.6%

(1) Deducted from the turnover of the company Sibol (Spain) in the first quarter of 2018 (0.7M€)

Reclassification as "activity held for sale" in the accounts closed on 31 December 2018 according to IFRS 5

(2) Over the first quarter of 2019, the scope effect was +3.4% (+1.8M€) and the currency effect was -0.7% (-0.4M€)

This first quarter consolidates Delta Plus Group's objective to record positive organic growth of its turnover again this year.

### Europe: a sound first quarter

The Group's activity in Europe remained positive during the first quarter of 2019.

The turnover was 29.2M€, increasing by +3.1% with respect to 2018, facilitated by the integration of Vertic Nederland (+0.4M€) and despite an unfavourable currency effect of -0.3% (-0.1M€) concentrated on the Polish Zloty. The organic growth, deducted from the scope and currency effects, was +2.0% over the first three months of the year, thanks in particular to the continued dynamism of sales in Benelux and the United Kingdom.

## Outside Europe: growth which remains very dynamic

Over the markets Outside Europe, the dynamic also remained very positive in the first quarter, with an organic growth of +11.6% compared to 2018.

Like in 2018, China is still the driving force of this growth, and all the other Asian countries also record high growth in their sales.

Activity in the Middle East, penalized last year, rebounded in the beginning of this year, and also contributes to the dynamic growth of the first quarter.

The Group also benefits Outside Europe from the turnover integration realised in Canada by Degil Safety and Ontario Glove, companies acquired in November 2018 (1.4M€).

The fluctuations of the Euro compared to the Dollar (USA) and to the majority of the currencies of emerging nations have been much less marked in the last few months than they were in 2018.

These fluctuations caused an unfavourable currency effect of (0.3)M€ on the consolidated turnover of the first quarter in 2019, due in particular to the weakening of the Argentine Peso compared to the Euro.

Expressed in Euros, the turnover growth realised Outside Europe was +15.9% in the first quarter of 2018.

## Forecasts 2019

- To continue the organic growth of the turnover in 2019
- To confirm the record level of operational profitability reached in 2018 and the solidity of the financial structure

Confident at the end of this first quarter, Delta Plus Group's objective is to record new organic growth of its turnover again this year, in a promising market, despite an uncertain geopolitical and monetary context. The Group's ambition is also to confirm this year the record level of operational profitability achieved in 2018.

The Group, recently strengthened thanks to new acquisitions, capitalizes on its historic presence in a number of countries, and confirms its desire for development via reinforcement of its geographical coverage in zones with high growth potential and on professions with high added value.

**Next publication:** Turnover of the 2<sup>nd</sup> quarter of 2019  
Tuesday 23 July 2019, after closure of the stock exchange

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### 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: FR0013283108 - Mnemo: DLTA)*

More information: [www.deltaplusgroup.com](http://www.deltaplusgroup.com)

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