



New Record Year for Delta Plus Group in 2018
Increase in current operating income by + 10.1% (13.3% of turnover)
Group share of the net income increases by + 11.0% (€21.0 million)

The Board of Directors of Delta Plus Group, a major player in the Personal Protective Equipment (PPE) market, approved the Group's consolidated financial statements for the fiscal year 2018 on April 17, 2019.

Audit procedures on the financial statements have been conducted. The certification report is being issued.

The results of the fiscal year of 2018 confirm the Group's profitable growth momentum that has taken place for several years and enable Delta Plus Group to achieve another record year.

Sales of Delta Plus Group increased by + 4.6% during 2018 (+10.7% at constant scope and exchange rates) to €240.5 million.

Current operating income increased significantly compared to 2017 (+10.1%). For the first time, it exceeded 13% of turnover (13.3%).

The Group share of the net income which rises to € 21.0 million is increasing by the same proportion (+11.0% compared to 2017).

The balance sheet structure impacted in 2018 by the financing of the latest acquisitions and by real estate investments aimed to strengthen the Group's production capacity, remains very solid, notably because of the maintenance of WCR elements at normative levels.

Recall of the turnover in 2018

- A turnover of € 240.5 million with a growth by + 4.6%
- Strong growth at constant scope and exchange rates: + 10.7%
- Negative scope effects of -1.4 M€ (-0.6%), as a result of the ongoing divestment process of a non-strategic activity (-2.9 M€), partially offset by the completion of two external growth operations at the end of the year: Degil Safety and Ontario Glove in Canada (+1.0 M€ for 2 months of integration) and Vertic Nederland in the Netherlands (+0.5 M€ for 3 months of integration)
- A very unfavourable foreign exchange effect (- €12.5 million or -5.5%) linked to the progress of the Euro compared to all the currencies of the countries in which the Group is present

Current operating profitability:

- Current operating income of € 32.0 million, rising by + 10.1% in 2018
- Current operating profitability of 13.3% of the turnover compared to 12.7% as on December 31, 2017

in million Euros	12.31.2018			Variation	
	12.31.2018	12.31.2017	12.31.2017		%
		(1)			
Turnover	240.5	226.6	229.8	+10.7	+ 4.6%
Cost of consumed purchases	-117.2	-107.5	-108.4	-8.8	+ 8.1%
Variable expenses	-18.4	-18.0	-18.2	-0.2	+ 0.9%
Staff costs	-42.3	-41.3	-42.4	+0.1	-0.2%
Fixed expenses	-30.6	-31.1	-31.7	+1.1	-3.5%
Current operating income	32.0	28.7	29.1	+2.9	+ 10.1%
<i>% of turnover</i>	<i>13.3%</i>	<i>12.7%</i>	<i>12.7%</i>		
Non-current operating income	0.2	0.5	0.5	-0.3	
Non-current operating expenses	-0.7	-0.5	-0.5	-0.2	
Operational income	31.5	28.7	29.1	+2.4	+ 8.4%
Cost of gross financial debt	-1.9	-1.7	-1.7	-0.2	
Other financial components	-1.7	-2.4	-2.4	+0.7	
Income before tax	27.9	24.6	25.0	+2.9	+ 11.8%
Income tax	-6.6	-5.9	-6.0	-0.6	
Net income from continuing operations	21.3	18.7	19.0	+2.3	+ 11.9%
Net income from sales operations	0.3	0.3	-	+0.3	
Net income from the consolidated group	21.6	19.0	19.0	+2.6	+ 13.3%
including Group Share	21.0	18.9	18.9	+2.1	+11.0%
including Minority share	0.6	0.1	0.1	+0.5	

(1) 2017 accounts adjusted in accordance with IFRS 5 (restated from the sales operation)

Thanks to the increase in its turnover, the good performance of its margins and a control of its structural costs (after a year 2017 having been marked by non-recurring marketing investments), Delta Plus Group indicated an increase of more than half a point in its operational profitability in 2018.

This attained an all-time high of 13.3% of revenue as on December 31, 2018.

The cost of financing is stable compared to 2017, while the other financial elements remained impacted like the last year due to the evolution of currencies.

The effective tax rate, which rose to 24 per cent in 2018, is stable compared to last year.

Including these various elements, Group share of the net income increased by + 11.0% as on December 31, 2018, to € 21.0 million compared to € 18.9 million in the previous financial year.

Consolidated balance sheet: a strengthened financial structure

- Investments that impact fixed assets
- An optimised WCR on the normative levels
- Increased shareholder equity due to the Group's very good performance in 2018
- A low level of indebtedness, which makes it possible to envisage the continuation of development projects

ASSETS

in million €	12.31.2017		Variation
	12.31.2018	(1) 12.31.2017	
Goodwill	91.5	80.9	+10.6
Intangible assets	1.6	1.3	+0.3
Tangible assets	18.9	6.8	+11.8
Other financial assets	2.0	2.1	-0.2
Deferred tax assets	3.0	2.5	+0.5
Fixed assets	117.0	93.6	+23.0
Stocks	64.9	56.3	+7.9
Trade receivables	48.1	45.0	+2.4
Other receivables	11.1	15.4	-4.3
Availability	17.0	17.9	-1.0
Assets for sale	1.8	1.9	+1.8
Current assets	142.9	136.5	+6.8
Total Assets	259.9	230.1	+29.8

(1) 2017 accounts adjusted in accordance with IFRS 5

LIABILITIES

in million €	12.31.2017		Variation
	12.31.2018	(1) 12.31.2017	
Capital	3.7	3.7	-
Treasury securities	-6.1	-4.9	-1.2
Consolidated Income & Reserves	130.2	111.8	+18.4
Non-controlling interests	0.7	0.3	+0.4
Shareholders equity	128.5	110.9	+17.6
Non-current financial liabilities	42.7	39.9	+2.8
Commitments given to employees	1.1	1.0	+0.1
Non-current provisions	1.5	1.1	+0.4
Non-current liabilities	45.3	42.0	+3.3
Supplier debts	26.6	26.8	-0.5
Fiscal and social debts	12.1	11.7	+0.2
Other debts	9.1	4.7	+4.4
Current financial liabilities	37.3	32.6	+3.8
Liabilities for sale	1.0	1.4	+1.0
Current liabilities	86.1	77.2	+8.9
Total Liabilities	259.9	230.1	+29.8

(1) 2017 accounts adjusted in accordance with IFRS 5

On the balance sheet, the increase in fixed assets (+€23M) reflects investments made by the Group in 2018:

- Acquisitions of Degil Safety / Ontario Glove (Canada) and Vertic Nederland (Netherlands) affecting acquisition differences of +€8.6 M
- Investments made in connection with our production facilities in China, Argentina and India in order to strengthen our production and storage capacities for the coming years. These investments represent an increase of +€ 11.2 million in tangible assets in 2018

The year 2018 also allowed the Group to ascertain the improvements implemented in recent years in terms of the requirement for Operational Working Capital. This remains stable compared to the end of 2017, despite the negative impact of the late completion of two acquisitions made in 2018. It amounted to 120 days of revenue as on December 31, 2018.

Net financial liabilities increased by + € 7.7 million compared to December 31, 2017.

Particularly, the net bank debt increased by + € 6.0 million over the year amounting to € 58.5 million as of December 31, 2018, due to bank loans put in place at the end of the year to finance the acquisition in Canada, as well as the increase in the value of the WCR.

Despite these new borrowings, the Group's debt ratios remain at historically low levels: the gearing stands at 46% while the leverage ratio remains at 1.6 as on December 31, 2018.

Shareholders equity increased by +€ 17.6 million over the year, the positive impact of net income in 2018 being partially offset by the payment of dividends in June 2018.

Perspectives

- **Continue the organic revenue growth in 2019**
- **Maintain operational level of profitability**
- **Confirm the soundness of the Group's financial structure**
- **Successfully integrate recent acquisitions**
- **Continue to strengthen our brand**
- **Ascertain the development ambitions**

Sales growth in 2018 enables Delta Plus Group to achieve its stated goal of further organic revenue growth, both in Europe and developing countries.

The Group, which was strengthened this year through new acquisitions, is capitalizing on its historical presence in many countries, and ascertains its commitment to development through strengthening its geographical coverage in areas with high growth potential and businesses with high added value.

This growth in revenue has been combined in 2018 with a further improvement in the Group's current operating profitability.

Delta Plus Group starts the year 2019 with a healthy financial structure.

The group's objective is to achieve a further organic growth in revenue this year, in a buoyant market despite an uncertain geopolitical and monetary environment.

Delta Plus Group intends to capitalize on its offering of differentiated and affordable products and its global presence to take new steps in its organic development.

Thanks to its solid financial structure, the Group also plans to continue the focus on external growth in order to accelerate geographical developments and the rise in the range of its products.

Dividend up significantly from 2017

The dividend proposed at the next Annual General Meeting will be € 0.70 per share, an increase of + 16.7% compared to the dividend paid last year (€0.60).

Next release: Revenue of the 1st quarter of 2019
Monday, May 13, 2019 after the closing of the stock market

About DELTA PLUS:

The Delta Plus Group designs, standardises, manufactures or produces and distributes a complete range of Personal Protective Equipment (PPE). Delta Plus Group is listed on NYSE-EURONEXT segment B (ISIN: FR0013283108 - Mnémo:DLTA)

More information on: www.deltaplusgroup.com

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