



# DELFINGEN INDUSTRY

4th quarter 2008

Feb, 11th 2009

## 2008 stable sales

Despite the strong decrease of automotive markets in 2008 (-21% in America and -12% in Europe), the sales of the Group Delfingen Industry remain stable over the year (+0.8%). They progressed at constant rate (+4.0%), due to the acquisition of the 'wiring harness protection' division of M&Q in the ANCA area during the first quarter.

In the 4th quarter, manufacturers and OEMs, both in Europe (-22%) and America (-25%), did not order as much, resulting in a 16.3% decrease of the Group sales with:

- a progression in the ANCA area (+9% at constant rate) that fell strongly compared to the one of the 3rd quarter (+31%).
- a decrease of sales in the EAAS area of -40%.

In this context, the Group Delfingen Industry made adjustments in its organization and its production capabilities.

This fiscal year 2008 will be marked by a high decline of the operating income and a net profit in deficit.

In millions of euros	2008	2007 pro forma*	Variation	Variation excluding currencies effects
Sales of which	91.9	91.2	+0.8%	+4.0%
Europe-Africa				
South America (EAAS)	50.4	56.2	-10.3%	-10.3%
North America - Central America - Asia (ANCA)	41.5	35.0	+18.7%	+26.9%

  

In millions of euros	2008	2007 pro forma*	Variation	Variation excluding currencies effects
First quarter	23.9	24.1	-0.7%	+4.5%
Second quarter	27.5	23.4	+17.4%	+25.5%
Third quarter	22.4	22.0	+1.6%	+6.1%
Fourth quarter	18.1	21.7	-16.3%	-22.2%

\* pro forma of 12 calendar months in a 2006-2007 fiscal year of 17 months

The global leader in protection and fastening of wiring harnesses

1000 employees in the world

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Next meeting: 'SFAF' meeting: Annual results 2008: 04/29/09  
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