

## The recovery intensifies

### Total quarter sales treated as one

In millions of euros	2009	2008	Variation	Variation at constant exchange rate
Sales	54.8	73.8	- 25.8%	- 29.0%
Of which:				
Europe-Africa-South America (EAAS)	31.2	42.1	- 25.9%	- 25.9%
North America-Central America-Asia (ANCA)	23.6	31.7	- 25.6%	- 33.3%

### 2009 sales detailed for each quarter

In millions of euros	2009	2008	Variation	Variation at constant exchange rate
1st quarter	15.4	23.9	- 35.4%	- 39.6%
2nd quarter	18.7	27.6	- 32.2%	- 35.5%
3rd quarter	20.7	22.3	- 7.4%	- 9.7%

In spite of the ongoing recovery of the automotive market in the third quarter – especially in America with an increase of 16% compared to the second quarter – the fall of the automotive market compared to 2008 still reaches -43% in America and -22% in Europe.

There was an increase of 21% in the second quarter compared to the first one. The up trend was confirmed in the third quarter with an increase of 9% in Delfingen Industry group sales compared to the results of the

### second quarter, in spite of the unfavourable impact linked to the seasonal variations.

However, sales at the end of September remain lower than during the same period last year (-26%) due to:

- The fall in the activity (-34%)
- The increase of market share in relation to the acquisition of the wiring harness protection division of M&Q in mid-March 2008 (+5%)
- The increase of dollar vs. euro parity (+3%)

### In Europe sales have increased by 4% between the second and the third quarter despite the negative impact of August.

The effect of destocking, that happened at the beginning of the year, is fading away. Comparing sales at the end of September 2009 with sales at the same period last year, the decrease reaches only -26% in a market decreasing by 22%.

### In America, for the first time this year, sales have increased significantly in the third quarter (+16% vs. second quarter).

At the end of September, sales had decreased by 33% due to:

- The 42% fall in the activity related to the fall in the market
- The market share increase in full year thanks to the acquisition of M&Q (+9%)

Delfingen Industry carries on with organization as well as production capacity adjustments. The second semester shows a clear recovery compared to the first semester.

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Next press release: 11/04/2009: 2009 third quarter sales

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