

## SALES FIGURES INCREASED BY 10 %, STIMULATED BY GLOBAL SALES

In millions of euros	2012*	2011	Growth
<b>Sales</b>	<b>93.6</b>	<b>85.4</b>	<b>10%</b>

\* Not audited

In millions of euros	2012*	2011	Growth
<b>Automotive</b>	<b>85.0</b>	<b>78.4</b>	<b>9%</b>
<b>Specialty markets</b>	<b>8.6</b>	<b>7.0</b>	<b>23%</b>

\* Not audited

### Global automotive market : +9%

At the end of September 2012, the global automotive production had increased by 7% compared to the same period in 2011. That evolution remained very mixed, with some regions that were down: by 4% in Europe and by 5% in South America, when others were increasing: Asia by 12% and North America by 20%.

**The Delfingen Industry Group showed an Automotive sales increase of 9% compared to the 9 first months in 2011 (+4% at constant parity):**

- The sales were very dynamic in North America and mainly in Asia:

- o In North and Central America, the Group fully benefited from the market growth: an increase of 20%, at constant parity. While taking advantage of the favourable effect of the parity between dollar and euro, our sales increase reached 32%.

- o In Asia, the automotive market increased by 12% at the end of September. Our growth, over the same period, was of 50% (37% excluding the impact of the dollar parity). This growth appeared because:

- Of the development of activities in the fluids transfer field in ASEAN: an increase of 76% of our sales.

- Of the strong growth of our sales in China (multiplied by 4 compared to the same period in 2011).

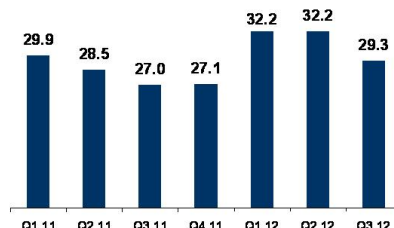
- In Europe and in South America, sales fell by 9% in a decreasing market (4% and 5% respectively).

### Specialty markets : +23%

The sales of components and protections towards other industries that the automotive sector, knew a high increase: 23% in the USA and in Europe.

The acquisition of Hilec in the USA, at the end of August 2012 supported that growth and strengthened the share in non-automotive sales.

### Quarterly sales evolution in millions of euros:



Delfingen Industry confirms its sales target of € 122 M for 2012.

**Global automotive supplier of protection systems, fluid transfer solutions and assembly technologies**

Euronext Paris, C compartiment – ISIN code: FR 0000054132 – Mnemonic: DELF

Next press release: 02/13/2013 - 2012 4<sup>th</sup> quarter sales

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