

**2012 sales**  
**€ 122.4M**  
 an increase of 9%

**2012 operating profit**  
**€ 9.1M**  
 vs € 4.5M in 2011

**2012 net profit**  
**€ 3.9M**  
 3,2% of sales

## 2012: VERY HIGH INCREASE OF THE RESULTS

<i>In millions of euros</i>	2012	2011
<b>Sales</b>	122.4	112.5
<b>Operating profit</b>	9.1	4.5
<b>Net profit</b>	3.9	0.9

### 92% of the sales are global

In 2012, Delfingen Industry sales reached € 122.4M, showing a growth of 8.9% compared to 2011.

Delfingen Industry fully took advantage of its global locations for the automotive market:

- The sales in North and Central America increased by 28%
- The sales in Asia grew by 42%

Delfingen Industry, being also present in the specialty markets, the sales of that sector rose by 31% with the successful integration of Hilec.

### Excellent operational performance

Delfingen Industry showed an operating profit of € 9.1M, i.e. 7.4% of the sales.

This excellent performance was the result of the good dynamic of the sales, together with continuous efforts in improving the productivity.

Meanwhile, Delfingen Industry carried on its innovation efforts, notably in the protection solutions for wiring harnesses by textile tubing and in the fluid transfer systems.

The consolidated net profit reached € 3.9M, i.e. 3.2% of sales.

### A solid financial structure

Delfingen Industry carried on its indebtedness reduction policy and the strengthening of its cash flow. On December 31, 2012, the Group cash flow reached € 8.9M and the net financial indebtedness was to € 19.7M, i.e. 58% of the stockholders' equity.

### Dividend increase for the 2012 fiscal year

The Board of Directors will propose to the AGM, on May 24th 2013, a dividend that will amount to € 0.36 per share.

### 2013 outlook, the growth will come from our global positions

In 2013, Delfingen Industry should go on growing through innovation, the development of its products portfolio and the strengthening of its locations worldwide, notably in Asia.

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

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Next press release: 05/15/2013: 2013 1st quarter sales

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