

Sales
€ 66.0 M
 an increase of 2.7%

Current Operating Result
€ 5.3 M
 8.0% of sales

Net result
€ 2.4 M
 3.7% of sales

Delfingen went over its strategic plan: innovation, products range development, global positions strengthening

In millions of euros	June 2013	June 2012
Sales	66.0	64.3
Current Operating Result	5.3	5.7
Net result	2.4	2.9

The consolidated sales of the Group in the end of June 2013 (€ 66.0 M) increased by 2.7% compared to the 2012 1st half-year, supported by our global positions and the specialty markets.

Good dynamic of sales outside Europe

- The share of sales outside Europe went up by 5.9 % and represented 54% of sales during the 2013 1st half-year against 51% during the 2012 1st half-year.
- The sales particularly rose in North and Central America (6.5%), i.e. the first market of Delfingen Industry, in South America (10.7%) and in China (112%).

Strong increase of sales within the specialty markets

- The sales of components and protections towards other industries that the automotive sector, rose by 35.2%, taking advantage of the Hilec acquisition in North America, in the end of August, 2012.
- This increase reinforced our strategy of products range diversification.

Delfingen Industry showed a current operating result of € 5.3M, i.e. 8.0% of sales,

- This result is the consequence of the activity increase and the efforts in productivity.
- At the same time, the Group carried on its structures and human means strengthening, useful for the implementation of its strategic plan. The mutation of the Group towards markets with more technology and having more added value – mainly within the field of fluid transfer, of assembly services and of wiring protection by textile products – is in progress.

The consolidated net result reached € 2.4 M, i.e. 3.7% of sales. Non current operational costs, linked to external increase operations in progress for € 0.5 M, are part of this income.

A solid financial structure

Delfingen Industry carried on its indebtedness reduction and cash flow strengthening policies. As on June 30th, 2013, the Group cash flow reached € 9.5M and the net financial indebtedness was € 20.2 M, i.e. 57% of the equity.

2013 outlook, the growth will be the consequence of our global positions:

In a weakened economic context in Europe, Delfingen Industry will carry on its strategy of growing through the innovation and increasing its global positions.

Delfingen target for 2013, is to have results superior to the market in the main areas of production. Moreover, the growth in Asia will be reinforced by the acquisition made in India in September 2013.

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

NYSE Alternext Paris - ISIN code: FR 000054132 - Mnemonic: ALDEL

Next press release: 11/13/2013 - 2013 3rd quarter sales

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