

## GLOBAL POSITIONS AND SPECIALTY MARKETS LED TO A SALES INCREASE

<i>In millions of euros</i>	2013*	2012	Growth
<b>Sales</b>	97.1	93.6	3.6%

\* Not audited

<i>In millions of euros</i>	2013*	2012	Growth
<b>Automotive</b>	85.6	85.0	0.7%
<b>Specialty markets</b>	11.4	8.6	32.8%

\* Not audited

### Sales figures rose by 6% over the third quarter and confirmed the trend of the previous quarter.

#### Good dynamic of automotive sales

- The sales in Europe increased by 3.3% during the 3<sup>rd</sup> quarter confirming the trend of the previous quarter,
- The share of sales outside Europe grew by 4.8% and represented 55% of sales figures at the end of the 2013 3<sup>rd</sup> quarter, to be compared to 53% in 2012,
- The sales particularly rose in North and Central America: +5.4%, in South America: +3.6 % and in China: +82%.

#### Strong increase of the specialty markets sales

- The sales of components and protection towards other industries that the automotive sector grew by 32.8%,
- This increase is particularly important in the field of high voltage and high temperature protection, with

the acquisition of Hilec at the end of August 2012. Delfingen Industry registered a growth of 44% of its sales, confirming its strategy of products diversification.

#### In 2013, the growth will be the consequence of our global positions

In a weakened economic context in Europe, Delfingen Industry follows its strategy: growing through innovative products and international footprint expansion.

In 2013, the Group target will be to show another rise of its sales, while resisting on the Western Europe market and while taking benefit from the sustained growth in North America and in Asia.

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

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Next press release: 02/13/2014 – 2013 4<sup>th</sup> quarter sales

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