

February 12th, 2014

Sales increased, excluding currencies effect, by 12.6% during the 4th quarter

<i>In millions of euros</i>	2013*	2012	Growth	Excluding currencies effect
Sales figures	128.7	122.4	5.1%	7.0%
<i>In millions of euros</i>	2013*	2012	Growth	Excluding currencies effect
Automotive	113.8	110.8	2.7%	4.5%
Specialty markets	14.9	11.6	27.9%	30.8%

* Not audited

Sales figures increased by 12.6% during the last quarter, excluding currencies effect, and by 7.0% over the year 2013

Good dynamic of automotive sales

- The sales in Europe rose by 3.7% during the 4th quarter against a decrease of 2.2% over the year. This confirmed the market reversal after a difficult 1st half-year;
- The sales in North and Central America went up by 10.2% during the last quarter and by 8.8% over the year, taking benefit from a sustained growth all along the fiscal year;
- The sales in Asia rose by 66.7% during the last quarter and by 19.5% over the year, of which 75% in China and after the integration of the acquisition of Kartar, starting from September 2013;
- Then the sales share out of Europe increased by 14% during the 4th quarter and by 7% over the year. It represented 56% of sales in 2013 against 54% in 2012.

Strong increase of the specialty markets

- The sales of components and protection towards other industries that the automotive sector grew by 30.8%;
- This increase was particularly important in the field of high voltage and high temperature protection, with the acquisition of Hilec at the end of August 2012, Delfingen registered a growth of 38.5% of its sales, confirming its strategy of products diversification.

2014 outlook

After the acquisitions of Kartar (India) in September 2013, Hengbang (China) in December 2013 and Langendorf & MBG (Germany) in January 2014, Delfingen carries on its strategic plan of:

- speeding up on the Asian market;
- keeping on growing on the North American market;
- taking position close to German carmakers and automotive suppliers;
- helping the international development of its customers;
- offering the most completed range of protection and insulation solutions for wiring harnesses and hoses.

Meanwhile, Delfingen carries on its development within the fields of the fluid transfer (VFTS) and the assembly (ATS).

In this context, Delfingen counts on an increase of its sales, with same scope and foreign exchange rates, for the year 2014, superior to the one of the market, in the major production areas.

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

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Next press release: 03/31/2014: 2013 annual results

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