

## Sales are up by 21.2% of which 6.8% organic growth

Consolidated sales (January 1<sup>st</sup> to March 31<sup>st</sup>, 2017)

In million euros	2017 <sup>1</sup>	2016	Growth	Constant perim & CER <sup>2</sup>
<b>Net sales</b>	<b>54.6</b>	<b>45.0</b>	<b>21.2%</b>	<b>6.8%</b>

In million euros	2017 <sup>1</sup>	2016	Growth	Constant perim & CER <sup>2</sup>
<b>Automotive</b>	<b>43.0</b>	<b>39.6</b>	<b>8.6%</b>	<b>6.8%</b>
<b>Specialty markets</b>	<b>11.6</b>	<b>5.4</b>	<b>113%</b>	<b>6.4%</b>

<sup>1</sup> Unaudited

<sup>2</sup> At constant perimeter and constant exchange rate

### Automotive market: growth is 8.6% on a market that has increased by 5.8%

- The published net sales are up by 8.6% at the end of March 2017 (the evolution is + 6.8% at constant perimeter & CER) at a period when the global automotive production has increased by 5.8%.
- Net sales in the "on-board networks protection" business – which account for 63% of overall sales – are up by 9.9% (+ 8.1% at constant perimeter & CER). The "technical tubing for fluid transfer" business is up by + 20.6% (+ 18.0% at constant perimeter & CER). The "mechanical parts assembly" business is down by - 21.4%.
- The impact of the exchange rates on sales is favorable of 0.7 M€ at the end of March.
- At constant perimeter and exchange rate, sales are up as follows:
  - o + 1.3% in Europe-Africa at a period when that market growth is + 7.7% ;
  - o + 9.1% in Americas at a period when that market growth is + 2.5% ;
  - o + 14.1% in Asia, including + 13.4% in India and + 11.5% in China, at a period when that market growth is + 5.4%.
- Sales in the automotive division – excluding the "mechanical parts assembly" business – are up by 9.3% of which 7% in Europe-Africa.

### Specialty markets

- Sales in the specialty markets are up by 113%. This very sharp rise is due to:
  - o the acquisition of Drossbach North America group on January 1, 2017
  - o the sharp improvement of the non-automotive "technical textiles" business, (up by 19.9%)
  - o the withdrawal from the non-automotive "electrical and thermal insulation" business (- 7.4%).

The revenue increase in the first quarter confirms DELFINGEN's growth potential, in line with its strategic plan: leadership in on-board networks protection and diversification in fluid transfer technical tubing.

With the increase of media content and safety constraints, the development of hybrid and electric engines along with the advent of connected and autonomous cars, wire harnesses have truly become the nervous system of a vehicle. DELFINGEN's mission is to protect it by providing ever more higher-value innovative solutions.

On the basis of a 2017 global automotive production forecast of +1 to + 2%, DELFINGEN's growth objectives are in the range of 5% with an improvement of its operating income.

**DELFINGEN, a global automotive supplier and a leading manufacturer of on-board networks protection solutions and fluid transfer tubing.**

**NYSE Alternext Paris - ISIN code: FR 0000054132 - Mnemonic: ALDEL**

**Next press release: 28/07/2017 - 2017, 1<sup>st</sup> half-year net sales**

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