

DELFINGEN accelerates sales in Asia

Consolidated sales (January 1st to September 30)

<i>In million euros</i>	2016 ¹	2015	Growth	Constant perim & CER ²
Net sales	132.8	130.9	1.4%	2.5%
<i>In million euros</i>	2016 ¹	2015	Growth	Constant perim & CER
Automotive	118.0	113.9	3.6%	4.8%
Specialty markets	14.8	17.0	- 13.1%	- 13.0%

¹ Unaudited

² At constant perimeter and constant exchange rate

Automotive market: growth is 4.8% on a market that has increased by 3.5%

• The published net sales are up by 3.6% at the end of September 2016 (the evolution is + 4.8% at constant perimeter & CER) at a period when the global automotive production has increased by 3.5%.

• Net sales in the wire-harness protection business – which account for 70% of overall sales – are up by 4.2% (+ 5.7% at constant perimeter & CER). The technical tubing for fluid transfer business maintains a sustained growth rate: + 11.2% (+ 11.1% at constant perimeter & CER).

The mechanical parts assembly business is down by - 4.7%.

• The impact of the exchange rates on sales is unfavorable of 1.4 M€ at the end of September.

- At constant perimeter and exchange rate, sales are up as follows:
 - o + 3.2% in Europe at a period when that market growth is + 2.6% ;
 - o + 4.8% in North America at a period when that market growth is + 2.7% ;
 - o + 9.5% in Asia, including + 14% in India and + 17% in China, at a period when that market growth is + 5.5%.

Specialty markets

- Specialty markets account for 11% of the sales. Published net sales are down by - 13.1% (- 13.0% at constant perimeter & CER).

On the basis of a 2% to 3% growth of global automotive production for 2016, DELFINGEN maintains its sales growth objectives above market evolution thanks to accelerating sales in Asia, the development of its range of products for on-board networks protection and by innovation in technical plastic tubing for fluid transfer.

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

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Next press release: 10/02/2017 - 2016 Net sales

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