

Sales are up by 18.5% of which 5.6% organic growth

 Consolidated sales for 1st half-year 2017

In million euros	2017 ¹	2016	Growth	Without exchange rate impact	Like-for-like basis
Net sales	107.1	90.4	18.5%	17.0%	5.6%
In million euros	2017 ¹	2016	Growth	Without exchange rate impact	Like-for-like basis
Automotive	83.8	79.7	5.0%	3.6%	5.0%
Specialty markets	23.3	10.6	119.6%	118.2%	8.3%

¹ Unaudited

Automotive market: growth is 5% on a market that has increased by 3%

- The published net sales are up by 3.6% in the 1st half-year of 2017 (the evolution is + 5% at constant perimeter & CER²) at a period when the global automotive production has increased by 3%.
 - Net sales in the "on-board networks protection" business – which account for 62.4% of overall sales – are up by 6.6% (+ 5.3% at constant perimeter & CER²). The "technical tubing for fluid transfer" business is up by + 15% (+ 12.8% at constant perimeter & CER²). The "mechanical parts assembly" business is down by - 26%.
- The impact of the exchange rates on sales is favorable of 1.2 M€ at the end of June.
- At constant perimeter and exchange rate, sales evolve as follows:
 - o - 3.1% in Europe-Africa at a period when that market growth is + 1% ;
 - o + 7.5% in Americas at a period when that market is stable ;
 - o + 9.4% in Asia, including + 14.3% in China and + 19.4% in India, at a period when that market growth is + 4%.
- Sales in the automotive division – excluding the "mechanical parts assembly" business – are up by 6.3% of which 3.5% in Europe-Africa.

Specialty markets

- Sales in the specialty markets are up by 119.6%. 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 13.2%)
 - o the stability of the non-automotive "electrical and thermal insulation" business.

The revenue increase in the 1st half-year of 2017 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.

² At constant perimeter and constant exchange rate

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: 11/09/2017 - 2017, 1st half-year results

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