

## Growth is drawn by sales in America, India and China. Refocusing continues on strategic activities

Consolidated sales (January 1<sup>st</sup> to December 31<sup>st</sup>)

In million euros	2016 <sup>1</sup>	2015	Growth	Constant perim & CER <sup>2</sup>
<b>Net sales</b>	<b>175.8</b>	<b>172.2</b>	<b>2.0%</b>	<b>2.8%</b>

  

In million euros	2016 <sup>1</sup>	2015	Growth	Constant perim & CER
<b>Automotive</b>	<b>156.8</b>	<b>150.7</b>	<b>4.0%</b>	<b>4.9%</b>
<b>Specialty markets</b>	<b>19.0</b>	<b>21.5</b>	<b>- 11.9%</b>	<b>- 12.0%</b>

<sup>1</sup> Unaudited

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

### Automotive market: growth is 4.9%

- The published net sales are up by 4.0% at the end of December 2016 (the evolution is + 4.9% at constant perimeter & CER) at a period when the global automotive production has increased by 4.8%.
- Net sales in the on-board networks protection business – which account for 71% of overall sales – are up by 5.3% (+ 6.2% at constant perimeter & CER). The technical tubing for fluid transfer business is up by + 10.8% (+ 10.7% at constant perimeter & CER). The mechanical parts assembly business is down by - 8.7%.
- The impact of the exchange rates on sales is unfavorable of 1.2 M€ at the end of December.

- At constant perimeter and exchange rate, sales are up as follows:
  - o + 2.3% in Europe-Africa at a period when that market growth is + 3.8%, sales are affected by the decrease of the net sales in the mechanical parts assembly business ;
  - o + 5.1% in North America at a period when that market growth is + 2.0% ;
  - o + 10.6% in Asia, including + 12% in India and + 18% in China, at a period when that market growth is + 7.2%.

### Specialty markets

- Specialty markets account for 11% of the sales. Published net sales are down by - 11.9% (- 12.0% at constant perimeter & CER).

On the basis of a 1% to 2% growth of global automotive production for 2017, DELFINGEN confirms its sales growth objectives of 3% to 5% 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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