DELFINGEN

Anteuil, November 5th, 2018

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

Press release | Net sales for 3rd quarter 2018

Sales are up by 9.9 % at constant exchange rates over the first nine months and up by + 10.6 % for the 3rd quarter

Consolidated sales at the end of September 2018

In millions euros	2018[1]	2017	Published
Net sales	161.1	155.6	3.6 %

Organic growth	Exchange rates impact
9.9 %	- 6.4 %

In millions euros	2018[1]	2017	Published
Automobile	128.1	121.0	5.9 %
Specialty markets	33.0	34.6	- 4.5 %

Organic growth	Exchange rates impact
12.6 %	- 6.8 %
0.5 %	- 5.0 %

[1] *Unaudited*

Automotive market: growth is 12.6 % in a market that increased by 1.6 %

The net sales at constant exchange rates went up by + 12.6 % at the end of September 2018 (+ 5.9 % in published data) at a period when the global automotive production went up by + 1.6 %.

Net sales in the "on-board networks protection" business - which account for 60.2 % of overall sales - went up by 6.6 % at constant exchange rates (+ 0.1 % in published data).

The "technical tubing for fluid transfer" business went up by + 58.2 % at constant exchange rates (+ 49.6 % in published data), with the production of our plant in Celaya (Mexico) that ramp up.

The "mechanical parts assembly" business went up by + 3.3 % at constant exchange rates (- 1.9 % in published data).

The impact of the exchange rates on - Automotive - sales was unfavorable of - 8.1 M€ at the end of September mainly due to the parity (€/$).

At constant exchange rates, sales per region evolved as follows:
- + 8.6 % in Europe-Africa (36.1 % of - Automotive - sales) in a market that went up by + 2.3 %[2];
- + 18 % in Americas (48.4 % of - Automotive - sales) in a market that went down by - 1.5 %[2];
- + 4.5 % in Asia (15.5 % of - Automotive - sales) including + 24.1 % in India and + 3.9 % in China, in a market that went up by + 2 %[2].

Specialty markets

Sales in the specialty markets went up by + 0.5 % at constant exchange rates (- 4.5 % in published data).

- Sales of Drossbach North America are stable (+ 0.5 %);
- The non-automotive "electrical and thermal insulation" business went up by + 7.7 %;
- The non-automotive "technical textiles" business went down by - 3.3 %.

The impact of the exchange rates on - Specialty markets - sales was unfavorable of - 1.7 M€ at the end of September mainly due to the parity (€/$).

At a period when the global automotive market should grow by 2 % and regarding the strong increase at constant exchange rates over the first nine months, DELFINGEN confirms a growth of its net sales for 2018.

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 mission is to protect it by providing even more innovative solutions and with more added value.

[2] *Source: IHS September 2018*

EURONEXT GROWTH Paris
ISIN Code: FR 0000054132
Mnemonic: ALDEL

ALDEL EURONEXT GROWTH

Membre de MiddleNext

Next press release: 11/02/2019: Net sales for 4th quarter 2018

Contact: M. Christophe CLERC: +33 (0)3.81.90.73.00