

DELFINGEN, a global leader in protection and routing solutions for electric and fluid on-board networks.

**Press
release**

**Net Sales
for 1st quarter 2019**

Outperformance of the global automotive production by 12 points at constant exchange rates

In deteriorated market conditions, growth remained sustained with a 12 points outperformance of global automotive production, reflecting the Group's efforts to develop growth drivers in both textile tubing for cable and hose protection and technical fluid transfer tubes.

Consolidated sales at the end of March 2019

In millions euros	2019 ¹	2018	Published
Net sales	57.2	53.1	7.8 %

Organic growth	Exchange rate impact
3.7 %	4.2 %

In millions euros	2019 ¹	2018	Published
Automotive	45.8	42.0	9.1 %
Specialty Markets	11.4	11.0	3.2 %

Organic growth	Exchange rate impact
5.2 %	3.8 %
- 2.3 %	5.5 %

¹ Unaudited

Automotive market: growth is 5.2 % in a market that went down by 6.8 %

The net sales at constant exchange rates went up by 5.2 % at the end of March 2019 (+ 9.1 % in published data) at a period when the global automotive production went down by 6.8 %.

Net sales in the "on-board networks protection" business - which account for 58 % of overall sales) - is stable (- 0.3 %), + 3.2 % in published data.

The "technical tubing for fluid transfer" business went up by 26.5 % at constant exchange rates (+ 34.3 % in published data).

The "mechanical parts assembly" business went up by 8.5 % at constant exchange rates (7.8 % in published data).

The impact of the exchange rates on - Automotive - sales was favorable of 1.6 M€ at the end of March mainly due to the parity (€/€).

At constant exchange rates, sales per region evolved as follows:

- + 3 % in Europe - Africa (35.7 % of - Automobile - sales) in a market that went down by 8.2 %²
- + 7.6 % in the Americas (49.2 % of - Automobile - sales) in a market that went down by 2.5 %²
- + 2.4 % in Asia (15.1 % of - Automobile - sales) including + 11.4 % in India and + 2.6 % in China, in a market that went down by 7.6 %²

² Source IHS 2019

Specialty markets

Sales in the specialty markets went up by 3.2 % in published data (- 2.3 % at constant exchange rates).

At constant exchange rates,

- Drossbach North America sales went down by 7.4 % (+ 0.5 % in published data)
- The non-automotive “electrical and thermal insulation” business went down by 1.3 % (+ 6.3 % in published data)
- The non-automotive « technical textiles » business went up by 7.9 %

The impact of the exchange rates on - Specialty markets - sales was favorable of 0.6 M€ at the end of March mainly due to the parity (€/€).

DELFINGEN anticipates a decline in the global automotive production in 2019. On this basis, DELFINGEN expects its sales to grow by 5 points above the market.

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.

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Next press release: August 2nd, 2019 -
Net sales for 2nd quarter 2019
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