

## Ad hoc disclosure

*Not for distribution in the United States, Canada, Australia and Japan)*



- **Delticom publishes preliminary figures for the first nine months of 2006**
- **EBIT increased by 52%**

Hanover, November 16, 2006 - Delticom AG (German Securities Code (WKN) 514680, ISIN DE0005146807, stock exchange symbol DEX) has published its quarterly results for the first time since going public in the Prime Standard. According to preliminary figures, the company has been able to improve its revenues by around 28% to EUR 108.9 million in the first nine months of the current fiscal year compared to the same period of 2005 (Q1-Q3 2005: EUR 85.1 million). The company recorded an above-average increase of almost 39% to EUR 95.3 million in the key eCommerce segment. Delticom's earnings before interest and taxes (EBIT) were up by 52% to EUR 4.1 million, compared to EUR 2.7 million last year. The net income for the first nine months totaled EUR 2.5 million, or EUR 0.81 per share - up 50% compared to September 30, 2005 (EUR 0.54).

Sales increased faster than expenses due to the scalability of the business model and the improved purchasing conditions. This allowed an increase in all key margins. For example, the gross margin at the end of September 2006 totaled 21.9% compared to 20.5% in the first nine months of last year. The EBIT margin improved from 3.1% to 3.7%.

One key reason for the company's positive growth from January 1 to September 30, 2006 was, in particular, the significant increase in the customer base with the addition of around 300,000 new tire buyers in the current fiscal year, lifting the total number of registered, active customers to more than one million. In addition, the foreign expansion has been consistently continued. Delticom entered markets including Canada during third quarter, and the 60<sup>th</sup> online store worldwide has now been opened.

The fourth quarter of the year on the tires market is traditionally the period with the highest sales as a result of the weather-related road conditions. The new legal requirement for winter tires in Germany and the anticipated subsequent demand for winter tires mean that Delticom's forecast for the fourth quarter is positive. Delticom AG's Managing Board is confident that it will reach revenues for the year as a whole totaling at least EUR 170 million, and that it will be able to again improve the EBIT margin compared to these Q3 figures.

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The full version of the quarterly report will be published on November 22, 2006 and will be available at [www.delti.com](http://www.delti.com).

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### Company profile:

Delticom AG has been a tire wholesaler since 1999, and has sold tires online since 2000. The Delticom group sells its range of products to private and business customers in its eCommerce division via more than 60 online stores in more than 25 European countries and one store each in the USA and Canada. The product range comprises the following product mix or parts thereof depending on the respective market: car tires, motorcycle tires, truck tires, bus tires, the associated rims, complete wheels (rims with tires), select replacement car parts and accessories, engine oil and batteries. The products are supplied, depending on the customer's instructions, either directly to the customer, to a service partner, i.e., a workshop with which the Delticom group cooperates and which, in some cases, allow tires to be delivered directly to their address to be mounted on the customer's vehicle, or to a different delivery address. In addition, the Delticom group's Wholesale division also sells tires to wholesalers and large retailers in Germany and abroad.

**On the Internet at:** [www.delti.com](http://www.delti.com)

**Online tire store in Germany:** [www.reifendirekt.de](http://www.reifendirekt.de)

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