

Delticom AG: H1 Revenues and earnings below plan. FY12 guidance revised.

Hanover, 18 July 2012 – WKN 514680 (German Securities Code), ISIN DE0005146807, stock market symbol DEX

After the season had already experienced a difficult start due to poor weather conditions, second quarter summer tyre sales fell yet again significantly short of tyre trade expectations. In this challenging environment Delticom's H1 revenues declined by 2.5 % to € 193.3 million (H1 11: € 198.3 million).

For the first half year the gross margin was 26.4 %, after 26.9 % in the prior-year period. EBIT came down by 29.2 % from € 18.7 million to € 13.2 million. This equates to an EBIT margin of 6.9 % (H1 11: 9.4 %).

Management has decided to reduce the growth target for full-year revenues to +5 %. EBIT margins above 9 % are attainable only in the event of very favourable winter weather (2011: 11.0 %)

According to the financial calendar Delticom will report further preliminary H1 figures tomorrow.

Company profile:

Delticom, Europe's leading online tyre retailer, was founded in Hanover in 1999. With more than 100 online shops in 41 countries, the company offers its private and business customers an unequalled assortment of excellently priced car tyres, motorcycle tyres, bicycle tyres, truck tyres, bus tyres, special tyres, rims, complete wheels (pre-mounted tyres on rims), selected replacement car parts and accessories, motor oil and batteries. The independent website reifentest.com contains impartial information about tyre tests and helps the customers choose from more than 100 tyre brands and more than 25,000 tyre models. Delticom delivers either directly to the customer's home address, or to one of more than 30,000 service partners – affiliated garages which take delivery of tyres and then install these

Ad hoc disclosure



on the customer's vehicle. Delticom's Wholesale division also sells tyres to wholesalers domestically and abroad.

On the Internet at: www.delti.com

Selected online shops: www.reifendirekt.de, www.123pneus.fr, www.mytyres.co.uk, www.reifendirekt.ch

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