

## **Delticom AG publishes 9-Monthly Report 2012**

**Hanover, 08 November 2012 – Delticom (German Securities Code (WKN) 514680, ISIN DE0005146807, stock market symbol DEX), Europe's leading online tyre dealer, has published its 9-monthly report 2012 today. In a troubled market environment the company recognised revenues of € 280.4 million in 9M 12, a minus of 5.8 % year-on-year.**

Earnings before interest and taxes (EBIT) decreased in the reporting period by 37.9 % to € 17.5 million (9M 11: € 28.2 million), primarily due to higher fix costs. This translates into an EBIT margin (EBIT in percent of revenues) of 6.2 % (9M 11: 9.5 %). Third quarter EBIT saw a decline of 55.0 %, from prior-year's € 9.5 million to € 4.3 million. The quarterly EBIT margin was 4.9 % (Q3 11: 9.5 %).

Consolidated net income totalled € 11.7 million after € 19.0 million in 9M 11. This corresponds to earnings per share (EPS) of € 0.99 (undiluted, 9M 11: € 1.60), a decline of 38.4 %.

Since the beginning of the year, working capital came down by € 21.5 million or 48.4 % to € 22.9 million (31.12.2011: € 44.4 million). In the corresponding prior-year period the increase in working capital value had amounted to € 40.7 million. In light of the positive development in net working capital the cash flow from ordinary business activities (operating cash flow) for the period under review was significantly better than last year, at € 29.7 million (9M 11: € –26.0 million).

Business in the first nine months fell short of expectations. While last year's winter tyre season benefitted from an early start, this year the winter tyre business has so far been relatively sluggish. Despite good demand for winter tyres in some European countries, Management does not expect the company to exceed annual prior-year revenues in 2012. Due to the challenging market environment Delticom has scaled back its EBIT goal for the current financial year to 7 % – 8 %.

**The complete report for the first nine months of 2012 can be downloaded from the website [www.delti.com](http://www.delti.com) within the "Investor Relations" area.**

### Company Profile:

Delticom, Europe's leading online tyre retailer, was founded in Hanover in 1999. With more than 100 online shops in 42 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 33,000 service partners – affiliated garages which take delivery of tyres and then install these on the customer's vehicle. Delticom's Wholesale division also sells tyres to wholesalers domestically and abroad.

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

Selected online shops: [www.reifendirekt.de](http://www.reifendirekt.de), [www.123pneus.fr](http://www.123pneus.fr), [www.mytyres.co.uk](http://www.mytyres.co.uk),  
[www.reifendirekt.ch](http://www.reifendirekt.ch)

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