

## **Delticom AG publishes 3-monthly report 2010**

- Revenues totalled EUR 74.5 million – up 45.9% year-on-year
- 51.3% revenue growth in E-Commerce division
- EBIT Q1'10 EUR 5.9 million, EBIT margin 7.9%

**Hanover, 10 May 2010 – Delticom AG (German Securities Code WKN 514680, ISIN DE0005146807, stock market symbol DEX), Europe's leading Internet tyre retailer, has published its full report for the first three months of 2010. Compared with the prior-year period, Delticom lifted its revenues by 45.9% to EUR 74.5 million (Q1'09: EUR 51.0 million). EBIT for the first three months of 2010 came in at EUR 5.9 million (Q1'09: EUR 2.6 million). In relation to revenues, this corresponds to an EBIT margin of 7.9%. At the same time consolidated net income in Q1'10 increased to EUR 4.0 million compared to the previous year's figure of EUR 1.9 million.**

One of the main reasons for the marked sales increase was the unusually snowy weather that lasted into February. This allowed for further selling opportunities for winter tyres following the already very strong Q4'09. With the rising temperatures in March, car drivers started to change over from winter to summer tyres.

The E-Commerce division continued to be the main growth driver of the company. Revenues in this core segment rose 51.3% to EUR 70.7 million (Q1'09: EUR 46.7 million), while revenues in the Wholesale division dropped by 12.2% year-on-year, down to EUR 3.7 million (Q1'09: EUR 4.3 million).

Consolidated net income in Q1'10 was EUR 4.0 million or 0.34 per share, up 110.6% from previous year's EUR 0.16. A structural change in the company's profitability cannot be derived from the first quarter only, which in any case plays a somewhat less important role for tyre dealers. For this reason, management reiterates its EBIT margin guidance of 8% for the full year 2010, assuming a supportive course of business.

Following a very strong first quarter, and a satisfactory course of the summer tyre business so far, the management board is now confident to raise 2010 revenues by at least 10% year-on-year.

**The complete report for the first quarter of 2010 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 106 online shops in 35 countries, the company offers its private and business customers an unequalled assortment of excellently priced car tyres, motorcycle 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 25,000 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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