



Profile

- Delticom is Europe's leading Internet tire sales company with 78 online shops in 30 countries
- Business model: Sale of car tires, motorcycle tires, truck and bus tires, corresponding rims, complete wheels, select replacement car parts and accessories, engine oils and batteries via the Internet
- End-to-end product range with more than 100 tire brands and 25,000 tire types
- Global network with more than 14,000 service partners (fitting stations), of which more than 2,000 in the US
- Shipped free of charge to any desired address or to one of the service partners
- Customer benefits: Top quality tires at low prices can be ordered 24 / 7, high transparency thanks to comprehensive offering, short lead times (2-5 working days), not location-dependent, free test results, service and advice from call center.
- Delticom also operates as a tire wholesaler in the B2B segment in Germany and abroad

Key group figures

		2004	2005	2006	2004-05	2005-06
Revenues	€ million	80.1	129.2	173.1	+61.3%	+34.0%
Total operating revenue	€ million	80.5	129.8	174.1	+61.2%	+34.1%
Gross profit margin ¹⁾	%	20.7	22.2	23.5	+7.2%	+5.9%
Earnings before interest and taxes (EBIT)	€ million	3.3	5.7	10.2	+72.7%	+78.9%
EBIT margin ²⁾	%	4.2	4.4	5.9	+4.8%	+34.1%
Earnings before taxes (EBT)	€ million	3.4	5.6	10.4	+64.7%	+85.7%
Cash flow ³⁾	€ million	3.5	5.8	10.6	+65.7%	+82.8%
Consolidated net income	€ million	2.1	3.3	6.3	+57.1%	+90.9%
Earnings per share	€	0.71	1.11	1.97	+56.3%	+77.5%
Intended disbursement	€ million	1.7	3.1	4.7	+82.4%	+51.6%
Customers ⁴⁾	thousand	399	758	1,248	+90.0%	+64.6%
Employees ⁵⁾		40	48	62	+20.0%	+29.2%
Equity ratio	€ million	31.7	30.8	62.7	-2.8%	+103.6%

1) Gross profits as percentage of total operating revenue

2) EBIT as percentage of revenues

3) Result from ordinary activities plus amortization/depreciation

4) Registered, active customers

5) Average number in business

As of: April 2007



Highlights of fiscal year 2006

- Revenues up 34% to € 173.1 million (previous year: € 129.2 million)
- Revenues from eCommerce up 42.2%
- EBIT up 78.9% to € 10.2 million (previous year: € 5.7 million)
- EBIT margin up to 5.9% (previous year: 4.4%)
- 490,000 new eCommerce customers, more than 100,000 return customers
- Opening of non-European online shops in Canada (July) and Russia (December)
- Successful IPO on October 26 in Frankfurt Stock Exchange's Prime Standard

Key figures

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German Securities Code Number (WKN)	514680
ISIN	DE0005146807
Stock exchange symbol	DEX
Segment	Amtlicher Markt (official trading) with simultaneous admission to Frankfurt Stock Exchange's Prime Standard
Type of shares	No-par value bearer shares
Share capital	3,946,480 €
Dividend entitlement	from January 1, 2006
Initial listing	October 26, 2006
Issue price	36 €
Free Float	28.7%

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