

## **Delticom AG: 3-month report 2007**

- **Revenues up 52.3 % to €38.9 million**
- **69.4 % revenue growth in eCommerce segment**
- **EBIT increased to €0.25 million (Q1 2006: €-0.03 million)**
- **EBIT margin up to 0.7 % (previous year: -0.1 %)**
- **125 thousand new customers in eCommerce, more than 62 thousand repeat customers**

**Hanover, May 23, 2007 – Delticom AG (German Securities Code (WKN) 514680, ISIN DE0005146807, stock market symbol DEX), Europe’s leading Internet tire retailer, today published its full consolidated interim report for the first quarter of 2007. The first three months of the year are traditionally the weakest for tire retailers. Delticom lifted its revenues in Q1 2007 compared to the first quarter of 2006 by around 52.3 % to €38.9 million (Q1 2006: €25.6 million). Earnings before interest and taxes (EBIT) increased from €-0.03 million in Q1 2006 to €0.25 million. At the same time, net income for the period increased to €0.37 million (compared to Q1 2006 of €-0.04 million).**

Revenues in the key eCommerce segment increased in Q1 2007 compared to Q1 2006 by 69.4 % from €20.9 million to €35.5 million. eCommerce has accounted for an increasing proportion of Delticom’s total revenues over the past few years. After the first three months of the current fiscal year, eCommerce already accounted for 91.1 % of revenues compared to 81.9 % last year.

This division’s positive growth is mainly due to the significant growth in the customer base. The number of registered customers, i.e., customers who have in the past (including the current fiscal year) already bought tires from Delticom at least once, increased in the eCommerce division from approx. 833 thousand on March 31, 2006 to approx. 1.4 million on March 31, 2007. In the first quarter of 2007 Delticom acquired more than 125 thousand new eCommerce customers. It is equally pleasing that more than 62 thousand customers bought tires at Delticom in the period under review who already registered as customers in prior periods (repeat customers).

Revenues in Germany continue to enjoy strong growth, but have been excelled by the growth abroad. As a direct result of Delticom AG's internationalization, the ratio of foreign revenues continues to rise: Delticom posted revenue increases and improving market penetration in all 30 countries via its total of 78 online shops. In total, the eCommerce division registered sales in Germany of € 14.2 million (+45.5 % compared to the previous year), € 20.4 million in other countries of the European Union (+69.9 % compared to the previous year) and € 4.4 million in other countries (+14.8 % compared to the previous year).

"We can be very happy with the first quarter," commented Rainer Binder, one of Delticom AG's CEOs. "However, the weather in March this year was incredibly mild. That leads us to believe that some car drivers moved buying their summer tires forward from the second and third quarter to the first quarter. That means that it is not unlikely that the year-on-year increase in revenues and earnings in the second quarter will be lower than in the first quarter."

**The full report for the first quarter of 2007 can be downloaded at [www.delti.com](http://www.delti.com) ("Investor Relations" section).**

### 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 78 online stores in more than 27 European countries and one store each in the USA, Canada and Japan. 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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