



## **The Acquisition of Safety Plus, exclusive distributor of Delta Plus products In Central America**

The Delta Plus Group, a major player in the personal protective equipment (PPE) market, continues its aggressive geographic diversification policy and announces the 100% acquisition of Safety Plus, an exclusive distributor of Delta Plus products in Costa Rica and 5 other countries within Central America.

This allows the Delta Plus Group to consider the acceleration of its presence in this region of the American continent, with an increasing population of over 45 million people.

Founded in 2007 in San Jose, Costa Rica, Safety Plus employs 12 people and sells a complete range of Delta Plus branded PPE, throughout the territory of Costa Rica, but also, since 2013, in 5 other Central American countries (Guatemala, Nicaragua, El Salvador, Honduras and Panama).

Safety Plus achieved a turnover of \$ 2.5 million in 2016, half in its local market in Costa Rica, and half in the other Central American countries.

The company registers profitability levels comparable to those of Delta Plus Group.

After the creation of a subsidiary in Peru in 2008 and recent acquisitions made in Argentina in (2011), Brazil (2013), the US (2015) and Columbia (2016), the Delta Plus Group, has completed, with its acquisition of Safety Plus, its presence in the American continent, a dynamic market and carrier for Personal Protective Equipment.

The ambition of Delta Plus Group in Central America is to double its turnover in this area until 2020 benefiting from market growth, but above all by presenting its comprehensive offer to (distributors and end users) larger scale stakeholders, eager to work in partnership with a multi-product family manufacturer such as the Delta plus Group.

In order to capitalise on the recent successes in this area, the Delta Plus Group plans to integrate Safety Plus through the current management team, which will be locally enhanced by the arrival of a manager from the Group.

The Delta Plus Group, which opened a new subsidiary in the Philippines in the first half of 2016, and which concluded a strategic partnership in Columbia with the company Aspreseg in December 2016,

today took a new step in geographical diversification, in strategic emerging markets for the Group, due to the acquisition of Safety Plus in Central America.

The Delta Plus Group will announce its turnover on February 14th for the 2016 financial year and anticipates further organic growth in its turnover for the past financial year, supported in particular by the growing business of its subsidiaries in the American continent.

This organic growth in turnover will be combined again this year to improve the Group's operational profitability.

The Group in fact anticipates a continuation of the good performance achieved in the first half, a new record level of its operational profitability in 2016.

Finally, the Group is also expected to end the year 2016 with an optimised balance sheet structure and the financial means to enable them to consider the next steps of their development with confidence.

**Next publication:** 2016 annual turnover  
Tuesday 14 February 2017, after trading

#### **About DELTA PLUS:**

*The Delta Plus Group designs, standardises, manufactures or produces and distributes a complete range of Personal Protective Equipment (PPE). The Delta Plus Group is listed in compartment B of the NYSE-EURONEXT (ISIN: FR0012928612 - Ticker: DLTA)*

For more information: [www.deltaplusgroup.com](http://www.deltaplusgroup.com)

#### **CONTACT**

Jérôme BENOIT  
Chief Executive Officer  
E-mail: [relation.investisseur@deltaplus.eu](mailto:relation.investisseur@deltaplus.eu)  
Tel.: 04 90 74 20 33

Arnaud DANIEL  
Chief Financial Officer