



Delta Plus Group announces the acquisition of Vertic-Alpic, French leader in fall arrest infrastructure safety solutions

The Delta Plus Group, a major player in the market for personal protective (PPE) equipment, continues its policy of strengthening high value added business segments, and announced the acquisition of 100% of the Vertic Group companies specialising in fall arrest infrastructure safety solutions.

Vertic/ Alpic

Founded in 2000 in the Grenoble region, Vertic, complemented by Alpic in 2006 and by Vertic International in 2015, now employs 70 people.

The teams at Vertic design, manufacture and market a comprehensive range of innovative products adapted to all work at height (supports, anchors, railings, means of access, cable systems, rail systems, ...).

The company distributes its solutions in over 30 countries to stakeholders in the building and industrial sectors and in the communities.

Alpic provides services associated with this product offering, namely: installation, maintenance, monitoring and training.

Although they initiated direct marketing outside of France via the subsidiary International Vertic two years ago, Vertic and Alpic today achieve 80% of their turnover in France, a market in which they lead.

The Vertic Group companies achieved a total turnover of € 14 M in 2016.

Being positioned exclusively within high value added business, these companies have higher profitability levels than those of the Delta Plus Group, but similar to those of the Group's PPE fall protection business.

They will therefore have an accretive effect on Delta Plus Group operating income in 2017.

Integration with the Delta Plus Group

This operation will enable the Delta Plus Group to expand its presence in a new business area that is complementary to personal protective equipment, and particularly its fall protection product family, in which the Group has invested in recent years.

After completing its PPE fall arrest offer via targeted investments in recent years - the acquisition of Froment (France) in 1998, Allsafe (UAE) in 2007 and Eslingar (Argentina) in 2011 - the Delta Plus Group

is approaching, with the acquisition of Vertic-Alpic, a new stage in its development, by extending its offering to infrastructure safety.

To reiterate the recent successful experiences in this field, the Delta Plus Group has planned to integrate Vertic-Alpic through the current management team.

Vertic-Alpic will retain its autonomy in the field of infrastructure safety.

Its product offer will be integrated as a business unit separate from five product families already present within the Group (Head, Fall Arrest, Body, Foot and Hand).

The ambition of the Delta Plus Group is to capitalise on the proven expertise of the Vertic-Alpic teams in France to confirm current levels of growth in this market, and to accelerate the international development of the offering, particularly benefiting from the strong presence of the Delta Plus Group in the fall protection industry in many countries.

Perspectives

The Delta Plus Group, which opened a new subsidiary in the Philippines in the first half of 2016, concluded a strategic partnership in Colombia in December 2016, and announced the acquisition of Safety Plus in Central America last week, today takes a new step in diversification, in a new strategic area for the Group, due to the acquisition of Vertic-Alpic,

The Delta Plus Group will announce its turnover on February 14th for the 2016 financial year and anticipates, on this occasion, a new organic growth in turnover for the past financial year.

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.

The Group is also expected to end the year 2016 with an optimised balance sheet structure and financial means to enable them, from the beginning of 2017, to complete new investments, which are key steps for their future development.

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)

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