



## **Delta Plus Group strengthens its presence in North America via the acquisition of Degil Safety and Ontario Glove in Canada**

The Delta Plus Group, a major player in the personal protective equipment market (P.P.E.), is continuing its development policy in the North American market.

The Group today announces the acquisition of 100% of the shares of Degil Safety and Ontario Glove, both of which are based in Canada and acquired from the same shareholder.

Three years after having established in the United States through the acquisition of Elvex, the Delta Plus Group confirms, with this strategic investment in Canada, its desire to develop in the North American market, a high value-added market, which represents a third of the world market for personal protective equipment.

### **Degil Safety & Ontario Glove**

For more than 30 years, in the Toronto area, Degil Safety and Ontario Glove have been designing, producing, manufacturing and marketing a full line of personal protective equipment.

The products marketed by Degil Safety and Ontario Glove cover the families of head, hand, and fall protection, as well as a short range of workwear.

With two manufacturing units located near Toronto and Montreal, Degil Safety and Ontario Glove produce about a quarter of the products sold by the two companies (helmets, gloves and hi-vis garments), while the other products are sourced from suppliers located in Canada and Asia.

Degil Safety & Ontario Glove employ a total of 40 people.

These two companies have built a loyal customer portfolio over the years, consisting of distributors, DIY stakeholder chains, and end-users.

By integrating the Degil Safety and Ontario Glove companies, the Delta Plus Group aims in 2019 to double the turnover that the Group achieves today in the North American market, capitalising in particular on the growth of over 6% achieved this year by Degil Safety & Ontario Glove in the Canadian market.

It should be noted that the operating profitability of Degil Safety and Ontario Glove is close to that of the Delta Plus Group.

The integration of Degil Safety and Ontario Glove within the Delta Plus Group will allow these companies to accelerate their growth in the Canadian market, ultimately accessing a broad range of Delta Plus products.

This integration should enable them to become a major stakeholder in this market, capable of offering a complete multi-family offer.

## **Delta Plus Group**

In September 2018, the Delta Plus Group announced record half-year results, recording a +6.6% increase in revenue at €115.6 million, and a current operating profit margin of 12.7% of turnover, up by +9.0%.

The growth that has been confirmed in Europe and the continued good trend in most emerging countries allows the Group to consider organic growth in these two geographic areas in 2018.

At the same time, the Delta Plus Group is continuing its efforts to control costs, finalising the integration process of the latest acquisitions, and anticipates a slight increase in current operating income for 2018.

The acquisition of Degil Safety and Ontario Glove in Canada confirms Delta Plus Group's desire to continue its development by strengthening its geographic coverage within geographic areas with high growth potential and high added value.

The strengthening of its position in the North American market will allow the Delta Plus Group to enter a new phase in its ambition to assert itself as a leading international group in the Personal Protective Equipment market.

**Next publication:** Turnover 3<sup>rd</sup> Quarter of 2018  
Monday 7 November 2018, after trading

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### **About DELTA PLUS:**

*The Delta Plus Group designs, standardises, manufactures, or produces and distributes, a complete range of Personal Protective Equipment (PPE). Delta Plus Group is listed on NYSE-EURONEXT Compartment B (ISIN: FR0013283108 - Ticker: DLTA)*

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

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