



Delta Plus Group announces the signing of a strategic partnership in the Netherlands with Vertic Nederland BV

Delta Plus Group, a major player in the Personal Protective Equipment market (P.P.E.), is continuing its policy of strengthening its business segments that have a high added value.

After the acquisition in January 2017 of the companies Vertic and Alpic, which specialize in infrastructure safety fall protection, leaders on the French market, Delta Plus Group announces today the acquisition of 51% of the shares of the company Vertic Nederland BV, based in the Netherlands, with the aim of accelerating its development in this business sector in the Northern European markets.

Vertic Nederland BV

Created 10 years ago in the Rotterdam region, Vertic Nederland BV has since 2015 been the exclusive distributor of the Vertic offer in the Netherlands, and more widely in the Benelux countries. The company has also started in recent years to expand into other Northern European countries, particularly in Scandinavia.

Vertic Nederland BV achieved a turnover of 3.1 million Euro in its last financial year ended 31 December 2017, up +12% compared to the previous year. It aims to maintain a growth in turnover for the 2018 financial year of around 10%. Its operating profitability is close to 10% of their turnover.

Over the years, Vertic Nederland BV has built a loyal end-user portfolio, thanks to the advanced technical expertise of its teams and its responsiveness in the deployment of Vertic solutions.

This partnership agreement will strengthen the close cooperation between the Delta Plus Group and the two founders of Vertic Nederland BV, which remain 49% of the company's shareholders and managers of this subsidiary.

The joint work of the Vertic France teams and the 15 employees of Vertic Nederland BV will enable the company to accelerate its growth in the North European market in the coming years.

For the Delta Plus Group, this partnership is also an opportunity to complement the wide range of Delta Plus products already offered on the Benelux market, a market that has distinguished itself this year for the Group by a particularly dynamic growth rate.

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%.

In the first nine months of the year, consolidated sales were up +7.6% compared to 2017. 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 maintained its efforts to control costs and continued to strengthen its financial structure, which enabled it to anticipate a slight increase in current operating income for 2018.

The Group has also shown its willingness to confirm the positive cash generation cycle and the soundness of its financial structure in order to prepare the next stages of its development.

The acquisition of Degil Safety and Ontario Glove in Canada in early November 2018 confirmed the Delta Plus Group's desire to continue its development by strengthening its geographic coverage in areas with high growth potential.

This partnership with Vertic Nederland BV, announced today, confirms the Group's desire to continue to strengthen its core businesses with high added value.

These two successive acquisitions 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: 2018 Annual Turnover
Monday 12 February 2019, after trading

About DELTA PLUS:

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

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