



## **Delta Plus Group announces the acquisition of the company ODCO and strengthens its presence in the market for securing infrastructures against falls from heights**

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

After the acquisitions in January 2017 of Vertic and Alpic, specialised in infrastructure security solutions against falls from heights, the leaders in the French market, and Vertic Nederland in November 2018 in the Netherlands, Delta Plus Group today announced the acquisition of 100% of the shares of ODCO, based in France, with the aim of speeding up its development in this business segment.

### **ODCO**

Founded more than 20 years ago in the region of Grenoble, ODCO designs, manufactures and markets a complete range of roof safety devices for working at height (guardrails, lifelines, anchors, walkways,...).

The company has always been involved in the construction industry and pursues a dynamic innovation policy that allows it to develop and offer to the market, devices that help optimise the safety of roofs and their proper functioning, manufactured and assembled in its workshops.

In its last financial year ended 31st December 2018, ODCO recorded sales of 9.8 million Euro, almost exclusively in France.

Its workforce stood at 39 people at the end of 2018, and its operating profitability is close to that of Delta Plus Group.

This acquisition enables Delta Plus Group to strengthen its position as the leading provider of infrastructure safety solutions in France against falls from heights.

Through its distribution channels, its product offering, its positioning and its client portfolio, ODCO has many complementarities with Vertic.

The goal of Delta Plus Group is to capitalise on the proven know-how of the Odco and Vertic teams in France to confirm current growth levels in these markets, and to accelerate the international

development of the offer, benefiting in particular from the strong presence of Delta Plus Group in the fall prevention sector in several countries.

### **Delta Plus Group**

Delta Plus Group, which announced record half-year results in September 2019, recording an increase in turnover of +7.7% to €122.7 million, and a current operating profitability of 13.0% in turnover, an increase of +8.4%, and today, thanks to the acquisition of ODCO is taking a new step forward in its strategy to strengthen its position in high value-added businesses.

Delta Plus Group will announce its revenue for the third quarter of 2019 on 5th November and expects further organic revenue growth for the 2019 financial year.

The Group's ambition is also to confirm this year, the record level of operational profitability achieved in 2018.

Delta Plus Group, which was strengthened at the end of 2018 through new acquisitions, capitalises on a long-standing presence in many countries.

At the end of the integration period for the new subsidiaries, the Group confirms its commitment to pursue its strategy of strengthening its geographical coverage in areas with high potential.

The Group also plans to continue investing in high value-added businesses, such as the acquisition of the company ODCO.

The strength of its financial structure, which was reaffirmed as a major objective in 2019, should enable the group to confirm this model of profitable growth, which has been demonstrated in recent years.

**Next publication:** Turnover 3<sup>rd</sup> quarter 2019  
Tuesday 5 November 2019 after the stock market closes.

### **About DELTA PLUS**

*Delta Plus Group designs, standardises, manufactures or has manufactured and distributes a complete range of Personal Protective Equipment (PPE). Delta Plus Group is listed on NYSE-EURONEXT Compartment B (ISIN: FR0012928612 - Mnemo: LTAD)*

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

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