



Delta Plus Group announced the acquisition of Safety Link, specialist in fall protection systems in Australia

Delta Plus Group, major player in the Personal Protection Equipment (P.P.E.) market, continued its policy of geographical development and reinforcement in business segments with high added value.

After acquiring Vertic (France) in 2017, Vertic Nederland (The Netherlands) in 2018 and more recently ODCO and Alsolu in France in 2019 and 2021, today, Delta Plus Group announced the acquisition of 70% of the shares of the Australia-based company Safety Link, to consolidate the development of its "Fall Protection Equipment" business, while initiating a first geographical presence in a region with strong potential.

Safety Link

Established nearly 25 years ago in Newcastle (New South Wales), Safety Link designs, manufactures, commissions and markets a complete range of collective protection (guardrails), height access (ladders, stairs) and personal protection (anchors and lifelines) devices.

The company had a turnover of AUD 10.4 million (EUR 6.7 million) in its last financial year ending 30 June 2021. It aims to achieve a turnover of around AUD 12 million (EUR 8 million) for the 2021/2022 financial year. Its operating profitability is slightly higher than that of Delta Plus Group.

With a design, production and warehousing facility located in Northern Sydney (NSW), Safety Link produces or customises part of the company's products in-house, with the remainder sourced from suppliers in Asia Pacific. Safety Link has 25 employees.

Over the years, the company has built a portfolio of more than 250 loyal customers, comprising of installers and distributors in the security, industrial and construction sectors. The company realises 75% of its turnover in Australia and New Zealand.

The consolidation of Safety Link into Delta Plus Group will provide the Group with a new platform of growth in Asia-Pacific.

We are pleased to welcome Robin Ellard and Jean Christophe Thiault, two former senior managers of Capital Safety, to the Group.

Working closely with Robin Ellard and Jean-Christophe Thiault, who remain 30% shareholders and will continue to manage the company, the pooling of the expertise of Safety Link and Delta Plus Group in the field of fall protection will enable the company to accelerate its growth in its markets, while remaining focused initially on individual and collective fall protection.

In the medium term, this consolidation will enable Safety Link to enhance its product catalogue to make a benchmark multi-family "personal and collective protective equipment" offer in its markets.

Robin Ellard said: "The collaboration with Delta Plus Group will enable Safety Link to accelerate its ambition of becoming the one-stop shop for workplace safety in its core markets of Australia, New Zealand and South East Asia".

Delta Plus Group

In February 2021, Delta Plus Group announced a record turnover of EUR 344.2 million, up +19.2% compared to 2020.

The Group achieved its main objective for 2021, which was to successfully consolidate the new subsidiaries acquired at the beginning of 2021 into the Group: ERB Industries in the United States, Alsolu in France and Artex in Germany. Their contribution to the turnover amounted to EUR 46 million in 2021.

Another challenge for the Group in 2021 was to take advantage of the gradual return to normalcy in its historical markets, while meeting the demand for certain products meant to protection against Covid-19.

Thus, Delta Plus Group recorded further organic turnover growth of more than 5%, despite a negative base effect on Covid-19 product sales.

For 2022, the Group expects continued organic growth in turnover, despite the uncertain macroeconomic and geopolitical environment.

Thanks to the acquisition of Maspica in Italy, completed in January 2022, and Safety Link, which will also be consolidated into the Group's accounts at the beginning of 2022, Delta Plus Group confirmed its desire to continue its development in the coming years in high value-added businesses and in regions with strong growth potential, which will enable it to deploy its upmarket strategy. In the short term, the consolidation of Maspica and Safety Link on 1st January 2022 should generate a scope effect of nearly 13% for the Group.

In terms of profitability, the Group expects to achieve a level of current operating profitability at the end of 2021 that is slightly higher than that of 2019, as 2020 cannot be used as a benchmark given its atypical nature.

Given the strong inflationary pressures worldwide, the Group aims to stabilise its profitability at these historically high levels in 2022 and continue to strengthen its financial structure, in line with the trend of recent years.

Next publication: Annual results 2021
Monday, 4 April 2022, after market close

About DELTA PLUS

Delta Plus Group designs, standardizes, manufactures, or has manufactured and distributes a complete range of Personal Protective Equipment (PPE). Delta Plus Group is listed on Euronext Growth Paris (ISIN: FR0013283108 - Ticker: ALDLT)

More information: www.deltaplusgroup.com

CONTACT

Jérôme BENOIT
CEO

email: relation.investisseur@deltaplus.eu

Tel: 04.90.74.20.33

Arnaud DANIEL
Administrative & Financial Director