



Delta Plus Group announces the acquisition of Alsolu and consolidates its position as French market leader in safety of fall prevention infrastructures

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

After acquisition of Vertic in January 2017, a specialist in safety solutions for fall prevention infrastructures and leader on the French market, and Vertic Nederland in the Netherlands in November 2018 and ODCO in France in October 2019, Delta Plus Group is today announcing the acquisition of 100% of the shares of Alsolu, based in France, with the objective of consolidating the development of its “Delta Plus Systems” activity in this segment of activity with high growth potential.

Alsolu

Founded over 10 years ago in Saint-Etienne by local entrepreneur François Mounier, Alsolu designs, manages the manufacture of and markets a complete range of collective protection safeguards (guardrails), high access equipment (ladders, stairs) and individual protection (anchoring and ropes).

Through its design office, the company pursues a policy of dynamic innovation and “design for industrialisation” which enables it to develop and offer the market a complete range of products, dedicated mainly to national and international distributors.

In its last financial year, ending 31 December 2020, Alsolu achieved a turnover of approximately €13 million, 75% of which was generated in France and 25% in exports (mainly Italy, Spain, Germany and Belgium). The company employs 50 people.

This acquisition strengthens Delta Plus Group’s position as the French leader in solutions for securing infrastructures against falls from height.

Through its distribution channels, its product offering, its positioning and its customer portfolio, Alsolu has many complementary features with Delta Plus Systems’ historical activities.

Delta Plus Group's ambition is to capitalise on the proven know-how of the Alsolu and Delta Plus Systems teams in France to combine a complete offer dedicated to collective protection and high access and to confirm the current levels of growth in these markets.

Delta Plus Group's strong presence in the fall safety sector in several countries will also help to accelerate the international development of Delta Plus Systems' offer in the coming years.

Four years after entering this high-potential market, and thanks to the integration of Alsolu into Delta Plus Systems as of 1 January 2021, the Group aims to generate revenue of more than €40 million in the Systems business this year.

Delta Plus Group

Delta Plus Group announced record first-half results in September 2020, recording an 11.6% increase in revenue to €137 million and an operating margin of 14.7% of revenue, up 25.9%.

Over the first nine months of 2020, revenue was up 11.9% compared with 2019.

In 2020, Delta Plus Group demonstrated its ability to limit the impact of the first phase of the Covid-19 crisis on its business and, at the same time, to pursue a proactive acquisition policy, thereby confirming its strategy of deploying in areas with high growth potential and in high value-added businesses.

As such, over the last twelve months, the Group finalised the following operations:

- January 2020: Acquisition of two significant players in the European work boot sector, the Boots Company Group in Italy and the Netco Safety business in France
- March 2020: Exercise of a call option on 40% of the capital of Aspreseg, the Group's subsidiary in Colombia, bringing its percentage of ownership to 100%
- September 2020: Acquisition of 75% of the shares of White Lake, a company specialising in safety footwear in Brazil
- October 2020: Exercise of a call option on 49% of Vertic Nederland, the Group's subsidiary in the Netherlands, raising its percentage of ownership to 100%
- December 2020: Acquisition of ERB Industries in the United States
- January 2021: Acquisition of Alsolu in France in the collective protection and high access sector

Delta Plus Group will post record revenues in 2020, despite the very uncertain health and economic context.

In addition, the Group has taken all necessary measures to limit as far as possible the negative impact of this crisis on its profitability and on the future development of its business.

The Group is expected to announce a record level of operating profitability for 2020.

With the acquisition of Alsolu in France, Delta Plus Group confirms the Group's stated intention to pursue its development in the coming years in high value-added areas, such as collective protection and high access safety.

Next publication:

2020 Annual Turnover
Thursday 11 February 2021, after close of trading

About DELTA PLUS

Delta Plus Group designs, standardises, manufactures or manages the manufacture of and distributes a full range of Personal Protective Equipment (PPE). Delta Plus Group is listed on NYSE-EURONEXT compartment B (ISIN: FR0013283108 - Mnemo: DLTA)

Further information available at: www.deltaplusgroup.com

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