



Delta Plus Group strengthens its position in the work boot segment with two acquisitions in Italy and France

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

After the acquisition of Odco in October, specialised in securing infrastructure against falls from height, Delta Plus Group announces today the acquisition of two significant players in the work boot sector in Europe, the Boots Company Group in Italy, and Netco Safety in France, with the aim of accelerating its development in this product segment and becoming a key player.

Boots Company

Founded over 20 years ago in Italy, Boots Company srl (and Italboot srl, wholly owned by Boots Company srl) are specialised in the manufacture and marketing of PVC work boots. They have been owned by common shareholders since 2017.

The companies are recognised for their brands Euromax, Eurofort and Italboot. They market their products to distributors mainly present in Italy, France, Germany and Eastern Europe.

The Boots Company group achieved a cumulative turnover of 11 million Euro in its last financial year, ended 31 December 2018.

With three production sites located in Vicenza and Sardinia (Italy), the Boots Company group manufactures all of the products it sells internally.

The group's total workforce was 50 at the end of 2018, and its operating profitability was similar to that of Delta Plus Group in 2018.

Netco Safety

Netco Safety is a specialist in the manufacture of PVC work boots, intended for a clientèle composed mainly of professionals from industry, construction and the food industry.

The company has its own production facility, located in France, near Clermont-Ferrand, which employs around thirty people and which allows it to offer a full range of boots made from premium PVC. In addition, since 2018, the company has exclusively distributed polyurethane boots from the Belgian manufacturer Bekina Boots in France.

The company achieved a turnover of € 6.0 million in 2018, an annual growth of over 15% over the last three years (2015-2018). Its operating profitability is at levels lower than those of Delta Plus Group over the same period.

Delta Plus Group has acquired the commercial assets of this business from the company Netco Safety, as well as stocks of goods.

The Creation of Delta Plus Boots and partnership with Jacko Vrolijk

These two acquisitions allow Delta Plus Group to significantly strengthen its position in the work boot segment in Europe.

The ambition of Delta Plus Group is to capitalise on the demonstrated know-how of the Boots Company and Netco Safety teams in order to confirm the current growth levels in these markets and accelerate the international development of the offer, in particular by benefiting from the strong presence of Delta Plus Group in several countries.

Delta Plus Group acquired 100% of the shares of Boots Company srl and 100% of the goodwill of Netco Safety through the company Delta Plus Boots, newly created for the occasion of these two external growth operations.

In addition, Delta Plus Group has partnered on this strategic development project with Mr. Jacko Vrolijk, who will lead the Group's Boots activities on this occasion.

Jacko Vrolijk has spent a large part of his career in this product segment, as a manager working for major players in this sector. He brings to the Group his experience and expertise in this business sector and will contribute to accelerating the development of this range of products in the years to come.

Jacko Vrolijk, Chairman of Delta Plus Boots: "Delta Plus Group is expanding in a new market segment with the acquisitions of Boots Company and the goodwill of Netco Safety. I am delighted that the Group is investing in strengthening its positions in this market and in the development of these companies. Delta Plus Group will bring great added value to this project thanks to its global network."

Delta Plus Group

Delta Plus Group announced on 5 November 2019 a turnover of € 186.8 million for the first nine months of the year, an increase by +9.2% compared to 2018.

Confident at the end of these first nine months, Delta Plus Group confirmed its objective to record new organic growth in turnover in 2019, in a buoyant market. This organic growth amounted to +4.3% as at 30 September 2019.

The Group should also confirm in 2019 the record level of operational profitability reached in 2018.

Delta Plus Group, which has recently strengthened through new acquisitions, is now capitalising on a historic presence in many countries.

The Group confirms its willingness to pursue its strategy of strengthening its geographical coverage in areas with high potential.

It also plans to continue investing in high added value trades, such as the acquisition of Odco, which was completed a few weeks ago, and the acquisition of the Boots Company group and the activities of Netco Safety today.

The strength of its financial structure, reaffirmed as a major objective in 2019, should allow the Group to confirm this model of profitable growth, demonstrated in recent years.

Next publication: 2019 Annual Turnover
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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)

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