

Dulevo International aims to reach a turnover of 100 million in 2019.

The Emilia Romagna-based company Dulevo International, a worldwide market leader specialised in commercial, industrial and urban cleaning solutions, has once again confirmed the positive growth trend closing the year in 2018 with a consolidated turnover of around 85 million euro (+13% compared to 2017) and an EBITDA of about 10 million euro. New and major international orders from strategic markets such as the Middle East and the Americas are contributing to giving the company an ever-expanding order portfolio, which shall hopefully reach and exceed the 100 million turnover threshold already achieved in 2019.

*Fontanellato (PR), 2nd September, 2019 – [Dulevo International](#), worldwide market leader specialised in commercial, industrial and urban cleaning solutions, **also closed 2018** with a growing consolidated turnover, **approximately 85 million euro**, and an **EBTDA of about 10 million euro**, recording significant growth in the profit margin turnover rate, doubling the **net profit to 2.8 million euro**. Substantial proof that confirms the ambitious prospects forecast in the past years and confirmed by **significant commercial expansion**.*

The growth forecasts for 2019 are very positive, sales are currently up by **+27% compared to the same period last year** and the goal is to reach and **exceed a turnover of 100 million**. It would be the first time in the history of Dulevo, a result that would project it among the leading companies of the sector worldwide.

The growth of the business has allowed us to increase turnover by **over 13% compared to 2017**. The greatest increase concerned road machines, which continue to be Dulevo's main product, representing 75% of total sales in 2018 (in the previous year it was 72%). The company based in Fontanellato also develops an industrial line dedicated to spare parts and some services, which is growing rapidly, with an impact on turnover of around 10 million euro in 2018.

A development that has had its roots starting from the Italian market, finding over time a balance between the various geographical areas of the planet, distributing sales as follows: 27% is represented by Italy, 29% by other European countries (the main ones are Spain and Germany), 22% by Asia and the rest is represented by the American and Eastern markets.

The multi-year development plan calls for particular attention in 2019 to **North and South America**, with a stronger presence than in the past justified by the establishment of a **Dulevo subsidiary in the United States**, which will represent a base for commercial coverage and for managing relations with dealers and distributors , operating from Tierra del Fuego to Hudson Bay while maintaining the main focus in North America.

Great satisfaction for the important goals achieved in 2018 and for the positive 2019 outlook was expressed by Tighe Noonan, President and CEO of Dulevo International:

"I am very proud of the tough goals we have achieved in 2018. A confidence boost that is allowing us to do equally well and even better in this first part of 2019. We are working more and gaining in terms of business efficiency. For the first time in the history of Dulevo we can aim for a very ambitious goal, the 100 million turnover that until a few years ago seemed unattainable, and that few companies in the world can say to have achieved. Without doubt, praise goes to our team that is capable of being united, solid and determined at the same time, and capable of facing extremely difficult challenges. The involvement of people is essential, with their own ideas and contribution, allowing us to stay focused on excellence and innovation. In this regard, I would like to point out that we have maintained our commitment in the area of research and development by allocating 1

million euro a year for sourcing new products. Today competition is global and we must face opponents who can arise at any time and in any part of the world. It is always important to be innovative, but innovation must be at the customers' service, starting from their needs and using these considerations for the development of new products. I would like to emphasise that it is thanks to everyone's efforts and perseverance that these results have been obtained and we can continue to emerge only if we continue to keep our promises and act quickly. We take into great consideration the dynamics that characterise the society in which we live, especially the environment for obvious reasons, so as to provide products that can become increasingly sustainable and not impact on an already depleted ecosystem. In this regard, our mechanical-suction technology has become a reference model over time: our sweepers pollute less, clean with great efficiency at reduced costs and using very little water. We have also introduced on the market the first electric sweeper, [D.zero²](#), which is a forerunner in the industry and I am convinced that this is the right direction, as proven by the orders we are receiving." And talking about 2019, he adds: "During the year, we will take part in very important tenders and soon we will announce a huge order, the largest one ever received by Dulevo in its history, probably one of the largest in Italy relating to our sector. These positive results allow us to accelerate on innovation and expansion, pursuing the objective of strengthening our presence in strategic international markets".

Present in over 80 countries worldwide, **Dulevo International** is the leading Italian manufacturer of industrial and urban cleaning solutions and is among the most important companies in the industry.

Dulevo International is currently able to ensure an annual production of approximately **2,000** machines, including **street sweepers** and floor care products intended for private outdoor and indoor use.

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