

DBI maintains sales in challenged global automobile industry. Investments continue in expansion and reinforcement of the organisation

In an automobile market affected by commercial uncertainty and conversions to new technologies, the demand for DBI's protection solutions is intact. Execution of the strategic plan is proceeding as planned, with significant investments in the entire value chain in preparation for future growth. Sales remained steady at DKK 171 million in 2018. EBITDA rose by 13% to DKK 30 million.

Investments in the growth strategy continue

DBI continued the rate of investment throughout the value chain in order to satisfy global customers' current and future needs as best possible. Therefore, in 2018 the rate of investment in expansions and optimisation in production capacity and distribution, product development and sales, and expansion was increased, to ensure an ever greater proximity to the customer. In China, in particular, DBI has invested in further expansion in the form of broader sales coverage in all regions, local R&D and compliance assistance to customers and a strengthened back office to support growing sales.

Strengthened sales organisation

Investments in strengthening sales channels continued in 2018, with special focus on the Chinese market, which is the world's largest. This focus will continue in the coming years, supplemented with further investments in the expansion of sales efforts in the other centres for car manufacturing in Asia, the Americas and other regions.

Production close to the customer

As a result of continued growth on the Chinese market, customer demands for local production and distribution have increased. A significant portion of the products DBI sells in China today are produced locally. This will increase in the coming years.

DBI introduces new customer-adapted solutions for a changing auto industry

The demand for special technological solutions and advice is constantly increasing. DBI's business model, based on consultative sales of tailored protective solutions and services, has proven to be more important than ever.

In a highly competitive market, the need to support global customers' production processes is growing. Therefore, DBI has reinforced its offer of customer-adapted package solutions, where products are integrated in car manufacturers' production flow, to optimise operations.

9000 m² new Distribution Centre in Poland

This will be delivered from the new 9,000 m² distribution centre in Swidnica, Poland, which is geared to handle customer-adapted special deliveries. In addition to ensuring maximum flexibility, this centralisation will also allow DBI to take advantage of the substantial operating benefits tied to gathering production and distribution.

In 2018, European distribution was gathered in this new distribution centre, which will be fully operational starting in the summer of 2019. From there, various assembly tasks will also be carried out, and Swidnica will form the framework for supplemental foundry work as well, expanding DBI's production capacity both in Poland and in Denmark.

Solutions for the increasing electrification of vehicles

DBI already offers a series of protective solutions designed for the growing market for cars that run fully or partly on electricity. With special focus on the Chinese market, which is highly significant for the further expansion of this segment, DBI will increase its portfolio and sales efforts in the coming years, for both temporary and lasting protective solutions for hybrid and electric vehicles.

Reusable plastic production

Like the rest of society, the automobile industry is also increasingly focused on environmentally friendly production, and demands for circular re-use of plastic in products is a prerequisite for business development among the major players. Over the years, DBI has invested massively in responsible reusable plastic production. Today, the large majority of the protective items delivered to customers are made with IMDS* registered reusable thermoplastics, and the waste of raw materials in connection with production at companies' factories has been reduced to a minimum. To reinforce this effort further, in the coming years DBI will introduce new solutions in bio-based plastic.

Market position retained

In a flat market, turnover was maintained at DKK 171 million. EBITDA rose by 3.5 million to nearly DKK 30 million. This corresponds to an EBITDA of 17%.

Further information

You are welcome to contact CEO Hans Hellstrøm Henningsen on +45 22 16 22 36 or via email: hans.henningsen@dbiplastics.com

DBI Plastics Group A/S, Stationsvej 5, DK-4295 Stenlille, Denmark, tel.+45 57 89 48 00, www.dbiplastics.com

Photos are available for download from the press room at www.dbiplastics.com.
http://www.dbiplastics.com/top/About_DBI/Press_Room.aspx

ABOUT DBI

DBI is active within the Automotive, Machine and Engineering industries and has companies in Europe, the US and China. Today, the company has approx. 200 employees, half of whom are in Denmark.

All components are made of reusable plastic according to the principle of zero-waste. At the factories in Denmark, wind power, solar panels and groundwater cooling help to significantly reduce energy consumption and annually save the local environment about 400 tonnes of CO₂.

At the start of the 1990s, DBI got its first quality and environmental certification and in 2016 also became energy/certified according to ISO 50001:2011. Other certifications: IATF16949:2018: ISO 9001:2015 and ISO 14001:2015.

*The automobile industry's common database (IMDS) is used to document and report the materials used in automobile production for the sake of supporting reusability and documenting the use of Substances of Concern (SOC).