

Company Portrait

- DELO is one of the world's leading manufacturers of customized special adhesives and associated technology, based in Windach near Munich, Germany.
- DELO has a strong footprint in high-tech industries such as automotive, consumer- and optoelectronics as well as aerospace.
- DELO adhesive is included in almost every mobile phone worldwide, for example cameras, microphones and loudspeakers.
- According to business consultant and economics professor Hermann Simon, DELO is one of the *Hidden Champions*. Hermann Simon explains: "Without cars from Toyota, the world economy would keep on running without troubles, but not without adhesives from the German Mittelstand company [SME, Small and medium-sized enterprise] DELO."
- DELO employs more than 770 people. Sales revenues amounted to EUR 159 million in fiscal 2018 (ending March, 31). 82 percent of sales were gained abroad. Thus, sales revenues have doubled within the past five years. For the fiscal year 2019, sales revenues of Euro 180 million are expected.
- DELO operates worldwide. Besides its headquarters in Windach, the company has subsidiaries in the US, China, Singapore and Japan, as well as representative offices in Korea, Taiwan and Malaysia. In addition, DELO has own sales engineers or distributors in several other countries.
- DELO invests in the future: 15 percent of sales flow into research and development – which is 3-4 times above average in this industry. This strategy pays off: ~30 percent of sales revenues are gained with products younger than three years.
- DELO was founded more than 50 years ago and enjoyed great success in the transfer of "light curing" from dentistry to the field of industrial assembly processes. For the first time, it was possible to cure adhesives very quickly by short exposure to highly energetic light (patented since 1989).
- In 1997, Dr. Wolf and Sabine Herold took over the company in a management buyout and have been conducting the business ever since. 2017, Robert



Saller was also appointed to the management board.

- In 2014, DELO Industrial Adhesives won the German Industry's Innovation Award in the category "SMEs" (small and medium enterprises). The company was honored for its transparent adhesives that reduce two thirds of all sun reflections on displays and additionally increase the displays' stability.
- DELO's customers include Bosch, Daimler, Huawei, Osram, Siemens and Sony.

Version: 01/2019