

## Company Portrait

- DELO is a manufacturer of multi-functional materials, such as high-tech adhesives and associated technology, based in Windach near Munich, Germany.
- The company is primarily active in high-tech sectors, such as the automotive, consumer, and industrial electronics industries.
- DELO adhesive can be found in almost every mobile phone worldwide, for example in cameras, microphones, and loudspeakers.
- According to business consultant and economics professor Hermann Simon, DELO is one of the *Hidden Champions*. Hermann Simon explains: “Global economy works without Toyota, but not without DELO adhesives.”
- DELO employs 820 people. Sales in the 2021 fiscal year (ending on March 31) amounted to EUR 167 million. 80 percent were generated outside Germany. Revenues have thus more than doubled within the past five years.
- The medium-sized company operates worldwide: Besides its headquarters in Windach, the company has subsidiaries in China, Japan, Singapore, Malaysia, and the US as well as representative offices in South Korea, and Taiwan. In addition, DELO has its own sales engineers or representatives in numerous other countries.
- DELO invests in the future: 15 percent of sales are invested in research and development – a share that is well above the industry average of 3 to 4 percent. The strategy is paying off, almost 30 percent of revenues are achieved with products that are less than three years old.
- DELO was founded 60 years ago and achieved great success by transferring “light curing” from dentistry to the industrial sector. For the first time, it was possible for adhesives to reach full strength by short exposure to highly energetic light (patented 1989), which made them suitable for industrial series processes.



- In 1997, Dr. Wolf and Sabine Herold took over the company in a management buyout and have been conducting the business ever since. In 2017, Robert Saller was also appointed to the Management Board.
- Sabine Herold is a Presidium member of the Federation of German Industries (BDI) and the German Chemical Industry Association (VCI).
- DELO's customers include Bosch, Daimler, Huawei, Osram, Siemens, and Sony.
- In 2014, DELO won the Innovation Award of the German Economy in the medium-sized business category; in 2016, DELO was awarded the n-tv Hidden Champion Award. In addition, the company is regularly honored as one of Germany's best employers, based on the results of an anonymous employee survey.
- DELO holds the world record for the strongest adhesive. In the summer of 2019, a 17.5-ton truck was lifted with just 3 grams of adhesive.

