

## Company Portrait

- DELO is a leading manufacturer of high-tech adhesives and other multifunctional materials as well as adhesive dispensing and curing technology.
- The company's products are mainly used in the automotive, consumer electronics, and semiconductor industries.
- DELO adhesives can be found in almost every mobile phone and most cars worldwide, for example in cameras, loudspeakers, electric motors, or sensors.
- According to business consultant and economics professor Hermann Simon, DELO is a “hidden champion,” going on to say: “The global economy works without Toyota, but not without DELO adhesives.”
- DELO employs a workforce of 1000. Revenues in fiscal year 2022/23 (ending on March 31, 2023) amounted to almost €205 million, >80% of which came from outside Germany.
- DELO operates worldwide: Apart from its headquarters in Windach, Germany, near Munich, they have subsidiaries in China, Japan, Singapore, Malaysia, and USA, as well as representative offices in South Korea and Taiwan. In addition, DELO has sales engineers and distributors based in numerous other countries.
- DELO invests in the future: 15% of total revenue is spent on research and development—a share well above the industry average of 3 to 4 percent. This strategy pays off; almost 20 percent of revenues are achieved with products that are less than three years old.
- DELO was founded in 1961, achieving great success in 1989 when it introduced a patented light curing technology, commonly used in dentistry, to the industrial sector. For the first time, it was possible for adhesives to reach full strength by short exposure to ultraviolet light, making them suitable for many high-volume assembly processes.



- In 1997, Dr. Wolf and Sabine Herold took control of the company in a management buyout, leading the business ever since. In 2022, Dr. Karl Bitzer and Christian Walther were also appointed to the Management Board.
- Sabine Herold is a member of the Presidential Board at the Federation of German Industries (BDI) and the German Chemical Industry Association (VCI).
- Customers that use DELO adhesives include Bosch, Huawei, Mercedes-Benz, Osram, Siemens, and Sony.
- DELO holds the record for the world's strongest adhesive. In Summer 2019, a 17.5-ton truck was lifted off the ground with just 3 grams of adhesive.

