

DELO publishes annual report

Slight decrease in turnover / Further investment in research and development

Windach, 1 April 2009: DELO Industrial Adhesives recorded a total turnover of close to EUR 30 million at the end of the financial year on the 31st of March 2009. This is a slight decrease in turnover by 3 percent due to the global financial crisis. DELO still adheres to investment in research and development to position itself well for the future. Also in the last financial year, the company invested about 10 percent of the turnover in research and development. At the same time, the number of employees was increased to 230.

„Despite the difficult market situation, we could sustain our market position in the crisis”, says Dr. Wolf-Dietrich Herold, Managing Partner of DELO. With a total turnover of EUR 29.7 million, DELO recorded an only slight decrease in turnover compared to the previous year (turnover of financial year 07/08: EUR 30.6 million). “In the first six months of the financial year we could achieve a growth in turnover by 24 percent on average. However, the second term has definitely been dominated by the crisis”, adds Herold.

The turnover abroad remained on a high level. 52 percent of the turnover was gained outside Germany. Thanks to the newly found US subsidiary DELO Industrial Adhesives LLC, DELO could record a growth in turnover by 33 percent in the USA. With an increase in turnover by more than 40 percent, the business in Singapore was also positive. Moreover, an own representative office was found in Taiwan in 2008 to attend to customers on-site. “We are planning to invest 10 percent of the turnover in research and development also in the next financial year”, says Dr. Wolf-Dietrich Herold. “Especially today, investment in trendsetting industries and innovative products are important to emerge from the crisis stronger than before.”

Fresh engagements in 2008

DELO continues investing in the future: In the past financial year the number of employees was raised from 210 to 230. One focus was the acquisition of qualified sales and chemical engineers for Sales, Product Management, Research & Development and Engineering. “We hired new sales engineers, in particular in Asia, to give perfect on-site advice”, explains Herold. Only in February 2009, DELO was awarded within the scope of the competition “Great place to work” and is, therefore, one of the 100 best employers in Germany. Beforehand, DELO had undergone an anonymous employee attitude survey.

DELO

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Competence in innovative industries

DELO is one of the leading manufacturers of high-tech adhesives. Besides customer-specific adhesives and complementary equipment, DELO's core competences are extensive technical advice and competent support. That was also confirmed by suppliers. In 2008 DELO was again awarded as best supplier by NXP. "We are mainly interested in recognizing trends and growth markets early and positioning ourselves in the vanguard of high-tech industries", says Herold. Innovative technologies, like displays, smart label and semiconductors, lie in the focus. DELO supplies 80 percent of the global market for smart card modules. And DELO adhesive is used in every second mobile phone worldwide.

Germany as a location

DELO still focuses on Germany as a location: In Windach near Munich, modern production plants, development laboratories, offices and training rooms are consolidated under one roof on. High-tech-adhesives for miscellaneous industries, like automotive supplier sector, microelectronics, as well as glass and plastic design are developed and produced here and sent to customers all over the world. Moreover, DELO employs sales engineers all over the world and cooperates with a wide network of sales partners.

About DELO Industrial Adhesives:

DELO is a leading manufacturer of industrial adhesives with its head office near Munich. In the financial year 2008/09 230 employees generated a turnover of EUR 30 million. The company supplies tailor-made special adhesives and complementary equipment for applications in special lines of business – from electronics to the chip card and automotive industry as well as in glass and plastic design. DELO's customers are, for example, Bosch, Daimler, Festo, Infineon, NXP and Siemens. DELO has a network of worldwide distributors and sales partners.

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Photo: Dr. Wolf-Dietrich Herold,
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