

# tesa SE

## Facts and Figures



### Industry

One of the world's leading manufacturers of self-adhesive product and system solutions for industrial and professional customers as well as consumers. Independent European stock corporation (SE) and wholly owned affiliate of Beiersdorf AG (whose products include NIVEA, Eucerin, and la prairie).



### History

World's first technical adhesive tape (Cito-Sportheftpflaster) launched in 1896; transparent Beiersdorfs-Kautschuk-Klebefilm rubber adhesive tape, 1935; tesa®-Klebefilm – later famous under the tesafilm® name – launched in 1936; since 1941, the tesa® name has been the umbrella brand for all self-adhesive products made by the corporate group; tesa AG founded 2001; corporate form changed to a European stock corporation, or SE (Societas Europaea), in 2009.



### Locations

Headquartered in Norderstedt (near Hamburg) since September 2015, in a newly constructed integrated complex comprising the headquarters and a research and technology center for more than 1100 employees; 64 affiliates and 14 production sites worldwide.



### Management Board and Executive Management

Dr. Robert Gereke, CEO

Jan Christoph Teetz, CFO

Dr. Norman Goldberg, Executive Board: Direct Industries

Oliver Höfs, Executive Board: Trade Markets

Stefan Schmidt, Executive Vice President, tesa Supply Network

Thomas Fuchs, Executive Vice President, Human Resources

Reinhold Zintgraf, Executive Vice President, Corporate Services



### Direct Industries

Supplier with more than 7,000 process-optimizing and engineering/design-related self-adhesive product and system solutions; direct business with industrial customers in various sectors; core fields of business: consumer electronics, automotive, print and paper; additional fields of business: pharmaceuticals, building supply, solar and wind energy, safety and security applications, and anti-counterfeiting solutions.



## Trade Markets

More than 300 consumer products for the office, home and garden: affixing, mounting, packaging, renovating, repairing, insulating, and protection from insects, dust and drafts. In its craftsmen segment, tesa focuses on tailored product ranges and marketing concepts for professional craftsmen, such as painters and finishers. In the industrial distribution business, tesa supplies commercial customers via the technical trade.



## Research & Development

More than 125 years of experience in coating technology and development of adhesives; research sites in Germany, the United States, and Asia; more than 500 employees in R&D; about 100 new developments each year, many of them undergoing the patenting process.



## Employees

4917 employees in more than 100 countries worldwide, including 2566 in Germany.



## Sales, 2018

1,342.8 million euros (previous year: 1,257.8 million euros); operating result (EBIT) without special factors: 210.2 million euros (previous year: 207.5 million euros). EBIT margin: 15.7 percent (previous year: 16.5 percent); Direct Industries division: 60 percent of sales; Trade Markets division: 40 percent of sales.



## Responsibility

Member of the UN Global Compact since March 2006; living up to ecological and social responsibility and business success firmly rooted in the company's strategy as equally ranked corporate goals; worldwide environmental program with clearly defined, measurable environmental goals; focus on protecting the climate and reducing CO<sub>2</sub> emissions; systematic reduction of energy use and utilization of advanced cogeneration facilities at tesa plants; use of electricity from renewable sources; development and use of environmentally friendly, solvent-free production technologies; social commitment focused on social projects and on supporting children and teens, for example by encouraging interest in the sciences.