

## Company Profile

### **Delacon – performing nature**

Founded and grown as an Austrian family business, Delacon has been the pioneer and global leader in phytogenic feed additives for 30 years. The company researches, develops and manufactures plant-derived products on a sound scientific basis for poultry, pigs, ruminants and aqua, and coined the term 'phytogenic feed additives.'

In the 1980s, when alternatives to antibiotic growth promoters were barely existing, company founder Helmut Dedl realized the vast potential of the market. Today, Delacon is headed by Markus Dedl, the company founder's son, who combines industry expertise with profound knowledge of phytogenic feed additives. His father's initial vision to 'substitute synthetic performance enhancers by phytogenic feed additives for delivering sustainable livestock farming and reliable food safety' has remained the same and is consistently implemented in all business areas. "Phytogenics are one of the most promising groups of feed additives, and are turning from a niche market into a mainstream need. They are natural, efficient, and sustainable livestock production solutions, especially in the post-antibiotic era," says Markus Dedl. "Our customers need solutions that not only work, but also resonate with consumers for reasons of animal well-being and the environment. We are entering a new era of phytogenic feed additives, and the next five years are decisive for the developments in this growing market."

In July 2017, Delacon and Cargill announced a strategic partnership with minority equity investment. This partnership will connect Delacon's know-how and market experience in phytogenics with Cargill's deep expertise in applied nutrition and global presence. It aims at advancing the market presence of natural, plant-based feed additives on a global scale, and meeting changing consumer preferences of what animals are fed and how food is produced.

Markus continues to develop Delacon's founding principles in collaboration with his team and partners, growing the company's expertise with new insights gained from the massive potential of nature. Phytogenic feed additives have always been the core of Delacon: identifying natural substances from herbs, spices, and other plants, researching and verifying the complex modes of action for delivering benefits to farmers, livestock, consumers, and the environment.

Delacon has a team of about 130 people in 25 countries worldwide. The company has enjoyed double-digit growth in revenues for several years and was awarded as sales growth champion 2018. It leads the ranking in its business sector in Austria and is one of 150 companies that gained growth rates above average. Delacon invests ten percent of its annual revenues in research and development, key drivers of its growth. Delacon's fully-owned research center and collaboration with renowned scientists and experts at independent institutes and universities all over the world are essential pillars of the company's innovative strength.

Delacon's customers include manufacturers of premixtures, mineral feeds, and compound feeds from all over the world as well as large agricultural businesses that use Delacon products as additives to their livestock feeds. Delacon exports to about 80 countries; its primary markets are Europe and the Middle East, North America, Asia-Pacific and Latin America.