



At a glance:

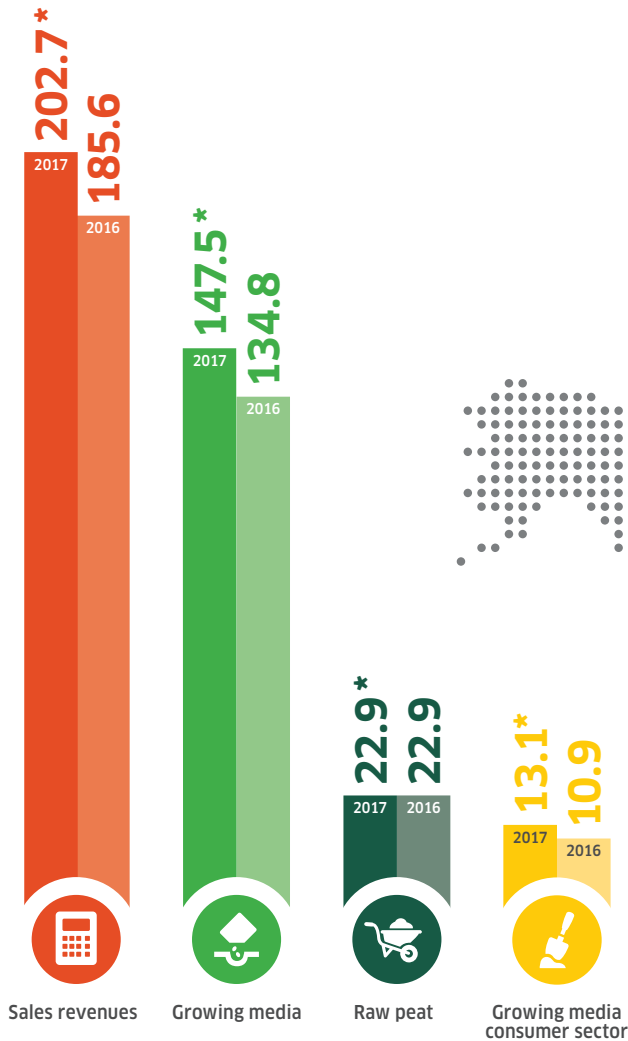
Klasmann-Deilmann in facts and figures



1913

we make it grow

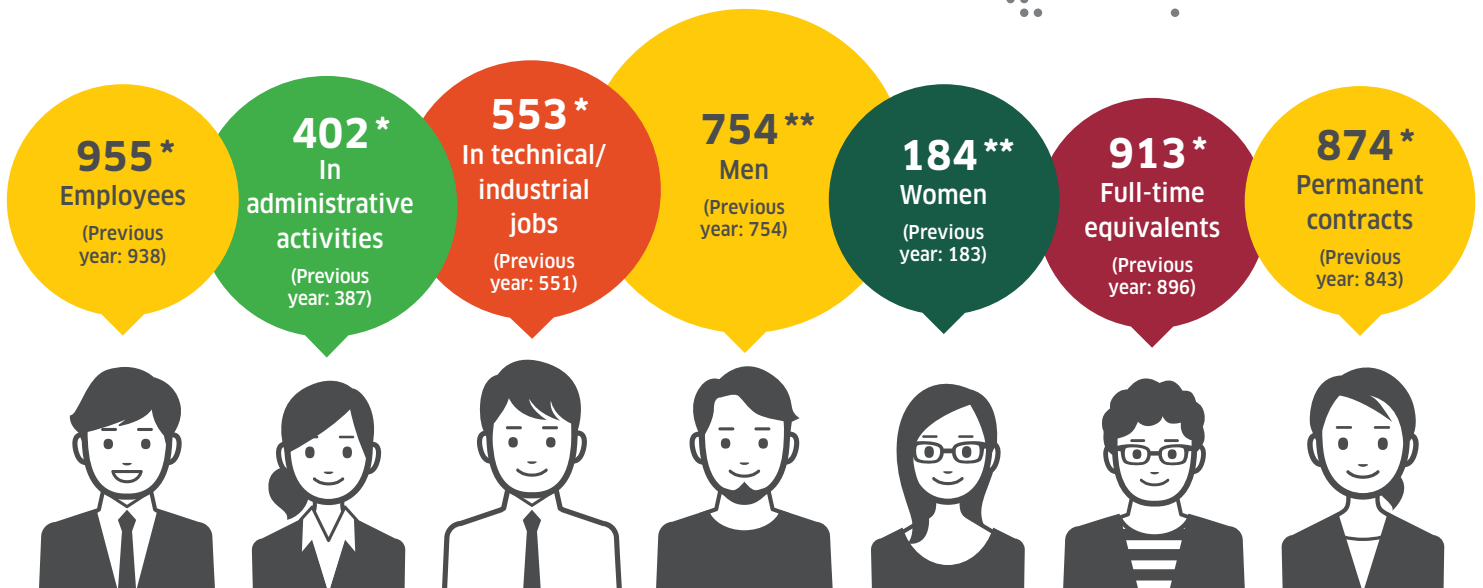
Our turnovers



Our corporate structure



Our worldwide team



Our history ...

1913
Foundation of Klasmann Werke

1959
Start of substrate production

1990
Creation of Klasmann-Deilmann GmbH through merger

2010
Start of wood fibre production

70

Sales network for growing media in more than 70 countries worldwide



Numerous independent sales partners on 5 continents for more customer proximity

- Lead company
- Service company
- Sales companies

Our business areas

SUBSTRATES

SUBSTRATES Easy Growing

SUBSTRATES Select

SUBSTRATES Florabella

BIOENERGY

BIOENERGY Wood Chips

BIOENERGY Wood Trading

BIOENERGY Wood Services

RAW MATERIALS

RAW MATERIALS GreenFibre

RAW MATERIALS TerrAktiv/FT

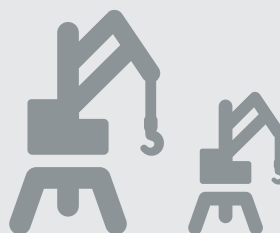
RAW MATERIALS Peat

RAW MATERIALS Containermulch

INNOVATION

INNOVATION Academy

INNOVATION Growcoon



100 Ships		Our logistics principle: Water before rail before road
2,300 Wagons		
40,000 Trucks		
8,800 Containers		

2013

Foundation of Klasmann-Deilmann China

2016

Distribution of the Growcoon propagation system

2018

Inauguration of the new company headquarter in Geeste

... continues

*Forecast 2017 based on reports available at time of preparation of this brochure
**Comparison of numbers 2016/2015



BEDDING SUBSTRATES



BIO SUBSTRATES



BLOCKING SUBSTRATES



CASING SUBSTRATES



CONTAINER SUBSTRATES



LANDSCAPE SUBSTRATES



POTTING SUBSTRATES



PROPAGATION SUBSTRATES



PEAT



CONSUMER SUBSTRATES

One portfolio, any application

K SUBSTRATES Easy Growing

International Bestsellers:

- Tried and tested in practice
- Suitable for many applications

K SUBSTRATES Select

Innovative Excellence:

- Individual solutions
- Special applications

K SUBSTRATES Florabella®

Professional Potting Soils:

- For consumers
- Quality potting soils ensure all plants grow well

Our production quantities





3,382,000 m³
Substrates

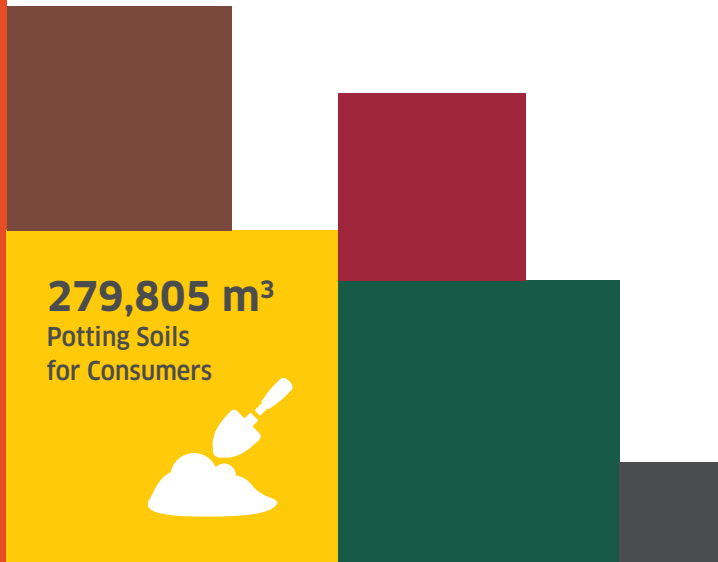
Our extraction and production sites



Country	White peat extraction	Black peat extraction	Composting	Wood fibre production	Growing media production	Potting soil production	Energy peat production	Biomass from SRCP
Germany		✓	✓	✓	✓	✓		✓
Lithuania	✓	✓					✓	✓
Latvia	✓	✓						
Ireland	✓			✓	✓			
Netherlands				✓	✓			
Belgium					✓			

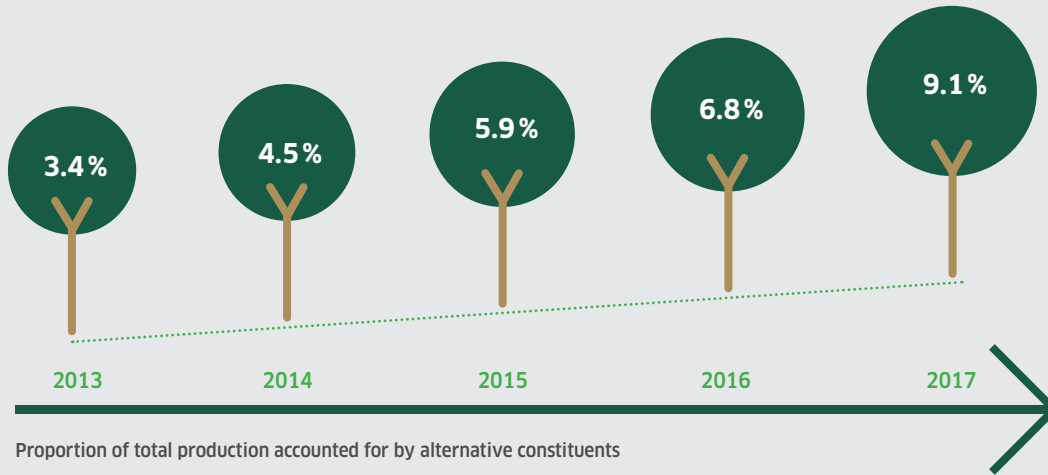
3,273,541 m³
Peat Raw Materials

-  **200,274 m³**
Wood Fibre
-  **134,336 m³**
Green Compost
-  **92,630 m³**
Wood Chips
-  **27,250 m³**
Container Mulch

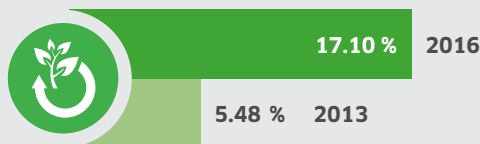


Our facts „Sustainability“

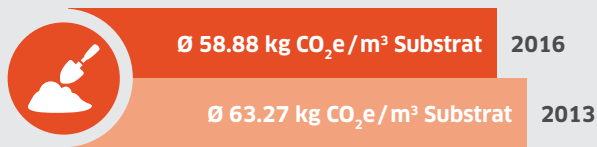
Our Goals



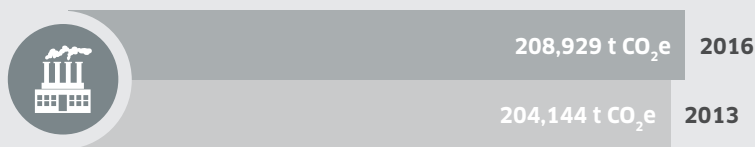
Proportion of total production accounted for by alternative constituents



Compensating for emissions with own renewable resources from bioenergy



Average emissions per cubic metre of substrate reduced by 9%



Climate footprint stable due to climate-neutral growth

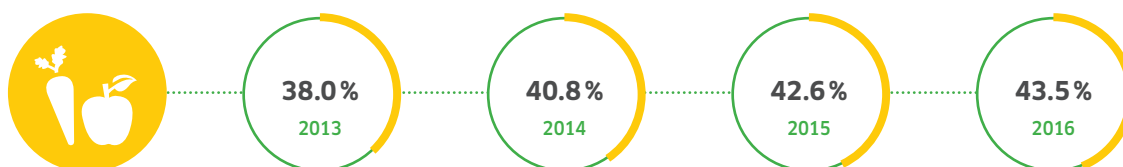
20
Proportion
altern
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total pro

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20
CO₂ - Emi
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Sales to food sector as proportion of total sales



...als 2020

Our portfolio „Bioenergy“

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Company Location Latvia:

- Klasmann-Deilmann Bioenergy SIA
- Main Location: Riga
- Further Locations: Vainode, Jelgava, Zilaiskalns, Valmiera, Tavgarsas (500 ha woodland)
- Storage

Our Short-rotation Coppice (SRC) Sites:

- Space Inventory: 3,267 ha (in use: 2,897 ha)
- Fast-growing tree clones: willows and poplars
- Harvested every 3 to 4 years
- Further cycles over more than 20 years



Company Location Lithuania:

- UAB Klasmann-Deilmann Bioenergy
- Main Location: Silute | SRC
- Further Locations: Laukesa, Paliai | SRC, Ezerelis
- Storage



Wood Chips

From short-rotation coppice (SRC) and timber, Biomass mix (wood chips + energy peat)



Wood Trading

Especially round timber, for use in energy applications

2.897
2,897 hectare
in use

500
hectare own
woodland



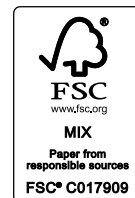
Renewable raw materials

From own, self-operated areas



Wood Services

Services in the field of close-to-nature forest management



we make it grow