



The key information at a glance

Klasmann-Deilmann: Our Facts and Figures



1913

we make it grow



Overview of our business fields

K SUBSTRATES
Easy Growing

K SUBSTRATES
Select

K SUBSTRATES
Florabella®

K RAW MATERIALS
GreenFibre®

K RAW MATERIALS
TerrAktiv®

K RAW MATERIALS
Peat

K RAW MATERIALS
Fertilizers

K RAW MATERIALS
Additives

K ENERGY
Wood Chips

K SPECIAL APPLICATIONS
Containermulch

K SPECIAL APPLICATIONS
Animal Bedding

Business fields

SUBSTRATES

Substrates

- Development, production and sale of growing media for the international commercial horticulture sector

Easy Growing – Our bestsellers

- Globally tried-and-tested recipes
- Consistent quality
- Wide range of applications
- Dependable growing success
- High functionality
- Long-term supply capability

Select – Innovative top performance

- Specifically customized to the needs of the individual grower
- Special substrates for much-in-demand crops in the various markets
- Recipes tailored to every crop and cultivation method
- Maximum flexibility for every requirement
- Personal, on-site advice
- Comprehensive support through our own experts

Potting soil and garden compost

- Development, production and sale of potting soil and garden compost for end-consumers

RAW MATERIALS

Substrate raw materials

- Production and processing of peat raw materials
- Production of green compost
- Production of wood fibre

Trade in raw materials

- Trade in peat raw materials and alternative substrate raw materials

Fertilizers and additives

- Fertilizers
- Wetting agents

ENERGY

Regenerative energy and renewable raw materials

- Cultivation of fast-growing trees in short-rotation plantations
- Wood chips for own wood fibre plants
- Production and sale of renewable raw material-based fuels

SPECIAL APPLICATIONS

Special solutions for specific applications

- Container mulch
- Animal bedding

Applications

Our range of substrates covers the whole breadth of horticultural applications:



Young plants



Fruit and vegetables



Ornamental plants



Trees and shrubs

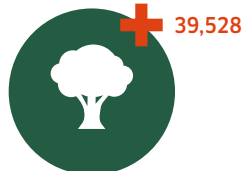


Gardening and landscaping

Annual results

	Growing media and potting soil production in m ³	Peat raw material production in m ³	Wood fibre production in m ³	Green compost production in m ³
2015	3,349,251	3,338,710	138,528	93,142
2014	3,323,670	3,297,000	99,000	89,000

Change
in m³



	2015	2014	Change
Sales revenue in million €	180.0	165.0	+ 15
Average number of employees	961	948	+ 13

Employees







	2015	2014
Germany	364	368
Netherlands	38	38
Belgium	11	10
France	21	21
Austria	2	2
Italy	6	6
Poland	9	9
Lithuania	305	306
Latvia	108	104
Ireland	73	63
Singapore	10	10
China	9	6
USA	5	5
Total	961	948

Average number of employees





Extraction and production sites

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

Certifications

The standards we are measured by are not set by ourselves

- Quality assurance under the RHP Product Certification Scheme (RHP-PCS)
- Quality management pursuant to ISO 9001
- Environmental management pursuant to ISO 14001
- Carbon footprint verified in accordance with ISO 14064
- Sustainability report in accordance with GRI-G4

Further measures for assuring the quality of our products:

- Membership of the Bundesgütegemeinschaft Kompost e.V.
- Batch analysis of all finished products in our own laboratories
- Analysis for NPK and trace elements performed by the independent LUFA and Bigg institutes
- All Bio-Substrate components are in compliance with Annex II to Regulation (EEC) No. 2092/91, controlled by Grünstempel®



Sales organization

In the financial year 2014, our growing media sales organization encompassed over 70 countries worldwide.

Market-related sales companies:

- Klasmann-Deilmann Benelux B. V.
- Klasmann-Deilmann France S.A.R.L.
- Klasmann-Deilmann Belgium N. V.
- Klasmann-Deilmann Austria GesmbH
- Klasmann-Deilmann Italia S.R.L.
- Neuhaus Italia S.R.L.
- Klasmann-Deilmann Polska sp. z o.o.
- Klasmann-Deilmann China Ltd.
- Deutsche Kompost Handelsgesellschaft mbH
- UAB Klasmann-Deilmann Bioenergy

Transnational sales companies:

- Western and Eastern Europe:
Klasmann-Deilmann Europe GmbH
- Northern and Southern Africa:
Klasmann-Deilmann France S.A.R.L.
- Asia, Oceania and Middle East:
Klasmann-Deilmann Asia Pacific Pte. Ltd.
- North, Central and South America:
Klasmann-Deilmann Americas Inc.

Sales partners:

- Autonomous sales companies
- Long-term agreements and partnerships
- Exclusive sales in defined markets

Logistics

Our growing media are available throughout the world. Our logistic and other services are therefore especially important.

- Rapid order handling
- Punctual delivery
- Comprehensive final distribution

Per year:



Memberships



Klasmann-Deilmann is a member of the following organizations, among others:

- European Peat and Growing Media Association (EPAGMA)
- International Peatland Society (IPS)
- Deutsche Gesellschaft für Moor- und Torfkunde (DGMT)
- Regeling Handels Potgronden (RHP/ECAS)
- Bundesgütegemeinschaft Kompost e.V.
- Gütegemeinschaft Substrate für Pflanzenbau
- Gemüsebauberatungsring Papenburg e.V.
- Ökoring e. V.
- Zentralverband Gartenbau (ZVG)
- Bundesverband BioEnergie e. V. (BBE)
- Industrie- und Handelskammer Osnabrück-Emsland-Grafschaft Bentheim
- Emsländische Stiftung Beruf und Familie
- Global Reporting Initiative (GRI)
- Niedersächsische Allianz für Nachhaltigkeit

History

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| Publication of the world's first carbon foot-print for the peat and substrate sector | 2015 ▶ Launch of the Strategy 2025 |
| | ◀ 2014 |
| | 2013 ▶ Klasmann-Deilmann celebrates 100th anniversary |
| Foundation of Klasmann-Deilmann China | ◀ 2013 |
| | 2012 ▶ Takeover of Klasmann-Deilmann Polska |
| Purchase of Latvian extraction operations and foundation of Klasmann-Deilmann Latvia | ◀ 2011 |
| | 2011 ▶ Foundation of subsidiaries Klasmann-Deilmann Americas, Klasmann-Deilmann Italia and Klasmann-Deilmann Austria |
| Start of operation of biggest and most modern substrate factory in the Baltic | ◀ 2010 |
| | 2009 ▶ Launch of Regenerative Energy and Renewable Raw Materials Division |
| Foundation of UAB Klasmann-Deilmann Bioenergy | ◀ 2008 |
| | 2005 ▶ Takeover of Ezerelis and Palial peat works in Lithuania |
| Foundation of Klasmann-Deilmann Asia Pacific | ◀ 2001 |
| | 2000 ▶ Acquisition of stake in Lithuanian peat works Silute, Laukesa and Gedrimai |
| Takeover of Bol Group of the Netherlands | ◀ 1998 |
| | 1990 ▶ Merger to create Klasmann-Deilmann GmbH |
| Deilmann launches substrate production, Klasmann also gradually changes over | ◀ 1959 |
| | 1920 ▶ Deilmann begins peat extraction activities in Börgermoor |
| | 1913 ▶ Foundation of Klasmann Works |



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