



The key information at a glance

Klasmann-Deilmann: Our Facts and Figures



we make it grow

Business fields

K 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: Special substrates for special applications

- 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

K 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 constituents for substrate production

Fertilizers and additives

- Fertilizers
- Wetting agents

K 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

K SPECIAL APPLICATIONS

Special solutions for specific applications

- Container mulch
- Animal bedding
- Young plant propagation system Growcoon
- Organic Fertilisers MeMon*

Applications

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



Seedlings



Fruit and vegetables



Ornamentals



Nurseries



Landscaping

Overview of our business fields

K SUBSTRATES

K SUBSTRATES
Easy Growing

K SUBSTRATES
Select

K SUBSTRATES
Florabella

K RAW MATERIALS

K RAW MATERIALS
GreenFibre

K RAW MATERIALS
TerraAktiv

K RAW MATERIALS
TerraAktiv FT

K RAW MATERIALS
Peat

K RAW MATERIALS
Fertilizers

K RAW MATERIALS
Additives

K ENERGY

K ENERGY
Wood Chips

K ENERGY
Wood Trading

K ENERGY
Wood Services

K SPECIAL APPLICATIONS

K SPECIAL APPLICATIONS
Containermulch

K SPECIAL APPLICATIONS
Animal Bedding

 **Growcoon**
for optimal growth



* MeMon: Sales Germany

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 |
|------|---|--|---|--|
| 2016 | 3,548,600 | 2,880,000 | 160,000 | 101,000 |
| 2015 | 3,401,300 | 3,168,000 | 139,000 | 95,000 |

Change in m³



+ 147,300



- 288,000

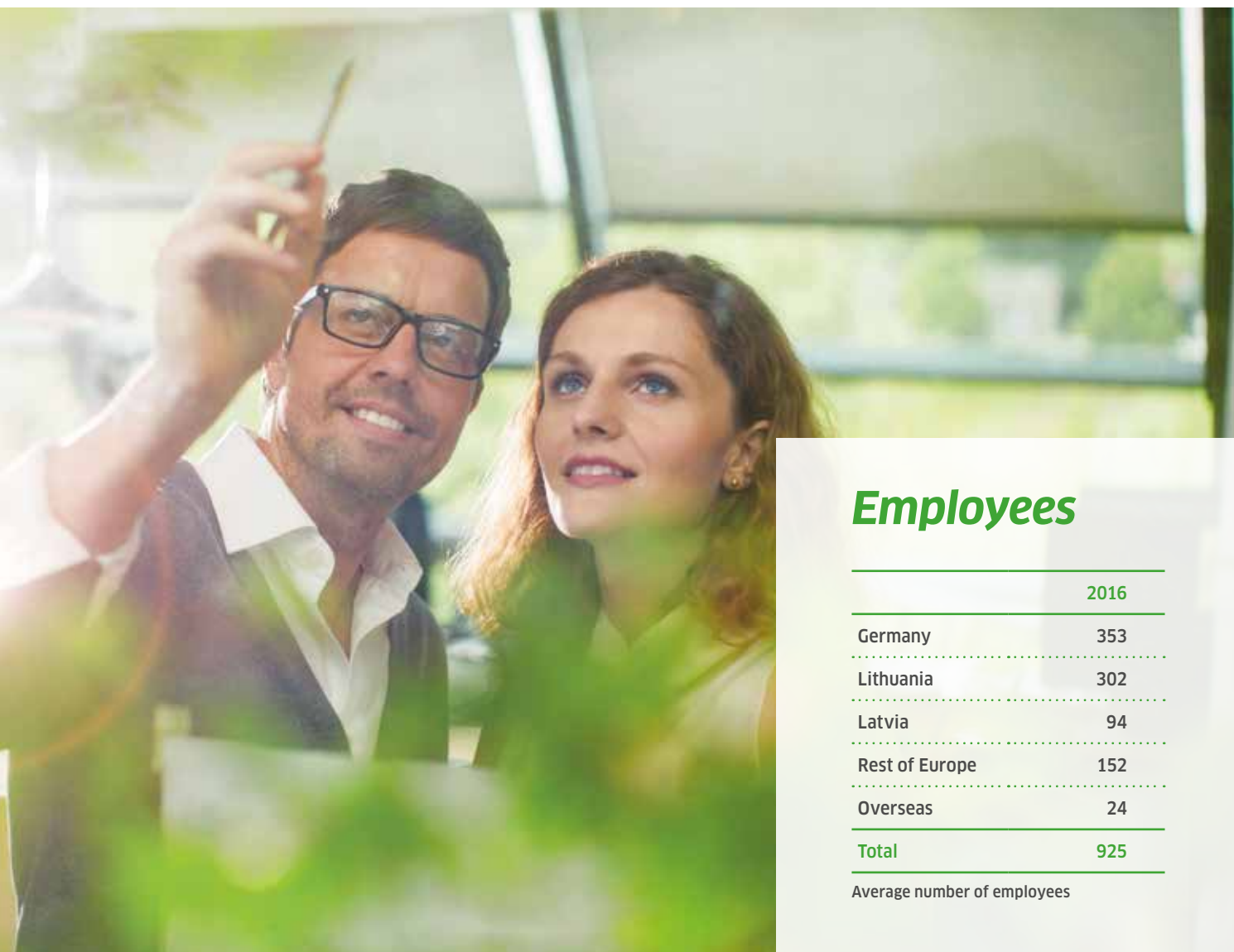


+ 21,000



+ 6,000

| | 2016 | 2015 | Change |
|-----------------------------|-------|-------|--------|
| Sales revenue in million € | 183.0 | 176.9 | + 6.1 |
| Average number of employees | 925 | 937 | - 12 |









Employees

| | 2016 |
|----------------|------------|
| Germany | 353 |
| Lithuania | 302 |
| Latvia | 94 |
| Rest of Europe | 152 |
| Overseas | 24 |
| Total | 925 |

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

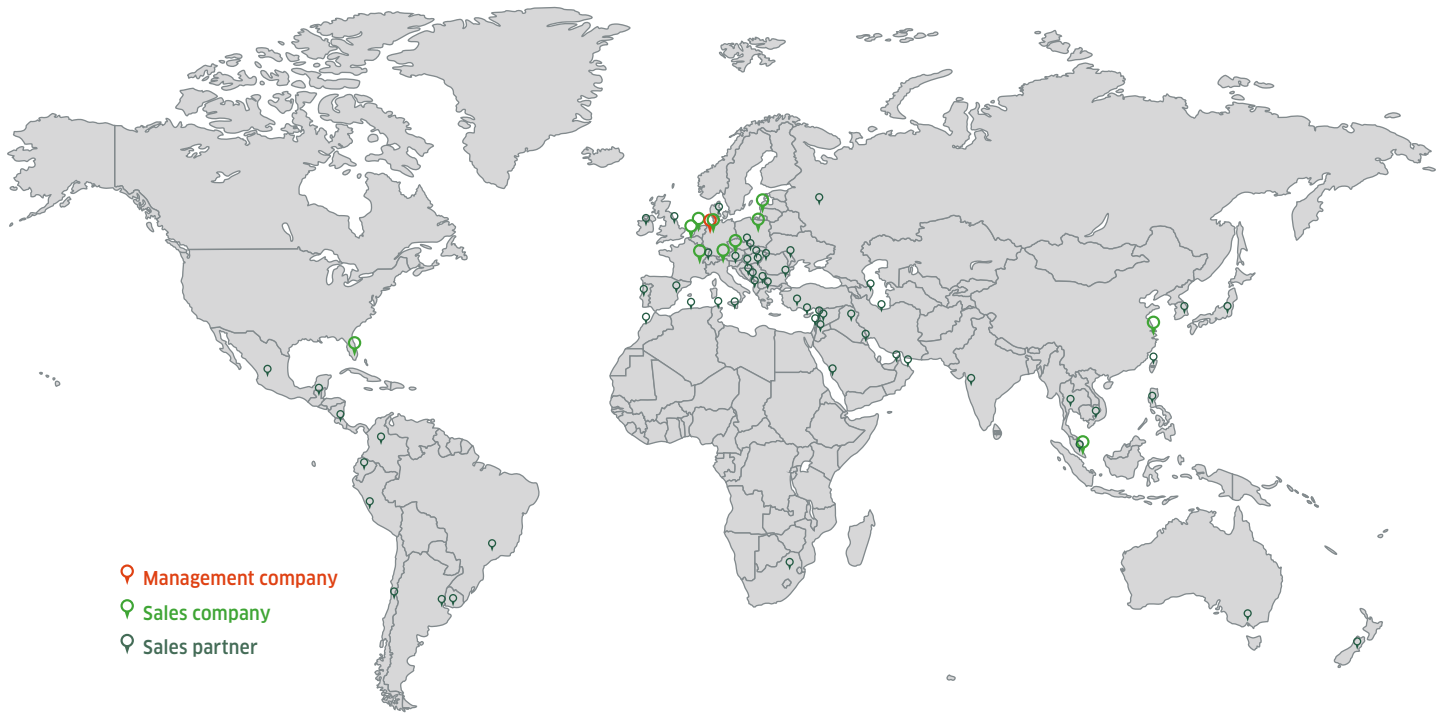
The standards we are measured by are not set by ourselves

- 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 2016, our 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 GmbH
- Klasmann-Deilmann Italia S.R.L.
- Klasmann-Deilmann Polska sp. z o.o.
- Klasmann-Deilmann China Ltd.
- Deutsche Kompost Handelsgesellschaft mbH
- UAB Klasmann-Deilmann Bioenergy
- SIA Klasmann-Deilmann Bioenergy

Transnational sales companies:

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

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:

- Growing Media Europe AISBL
- International Peatland Society (IPS)
- Deutsche Gesellschaft für Moor- und Torfkunde (DGMT)
- Regelung 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)
- Emsländische Stiftung Beruf und Familie
- Global Reporting Initiative (GRI)
- Niedersächsische Allianz für Nachhaltigkeit

History

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



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