



Facts and Figures 2011

Klasmann-Deilmann GmbH
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KLASMANN  **DEILMANN**
we make it grow

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Vision

We produce the best substrates in the world with the help of our enthusiastic employees and are always a reliable partner for our customers.

About us

Klasmann-Deilmann is the most successful corporate group in the international substrate industry. With production and sales companies in Germany and abroad, as well as trading partners in more than 70 countries, we are the global market leaders. Our substrates are the fertile basis of success for commercial horticulturists all over the world.

Hobby gardeners, too, reap the benefits of our horticultural know-how and use our potting soils to ensure healthy plants and beautiful gardens. We are also making an important contribution to nature conservation by creating new wetland biotopes. Our own composting facilities also mean that we can return organic residue into the natural cycle where it is needed most.



Business Areas



Substrates

Substrates, organic substrates and base substrates as well as peat products for professional growers



Potting soils

Growing media and soil improvers for hobby gardeners



Composting

Green waste compost, GWC-substrates (KKS)



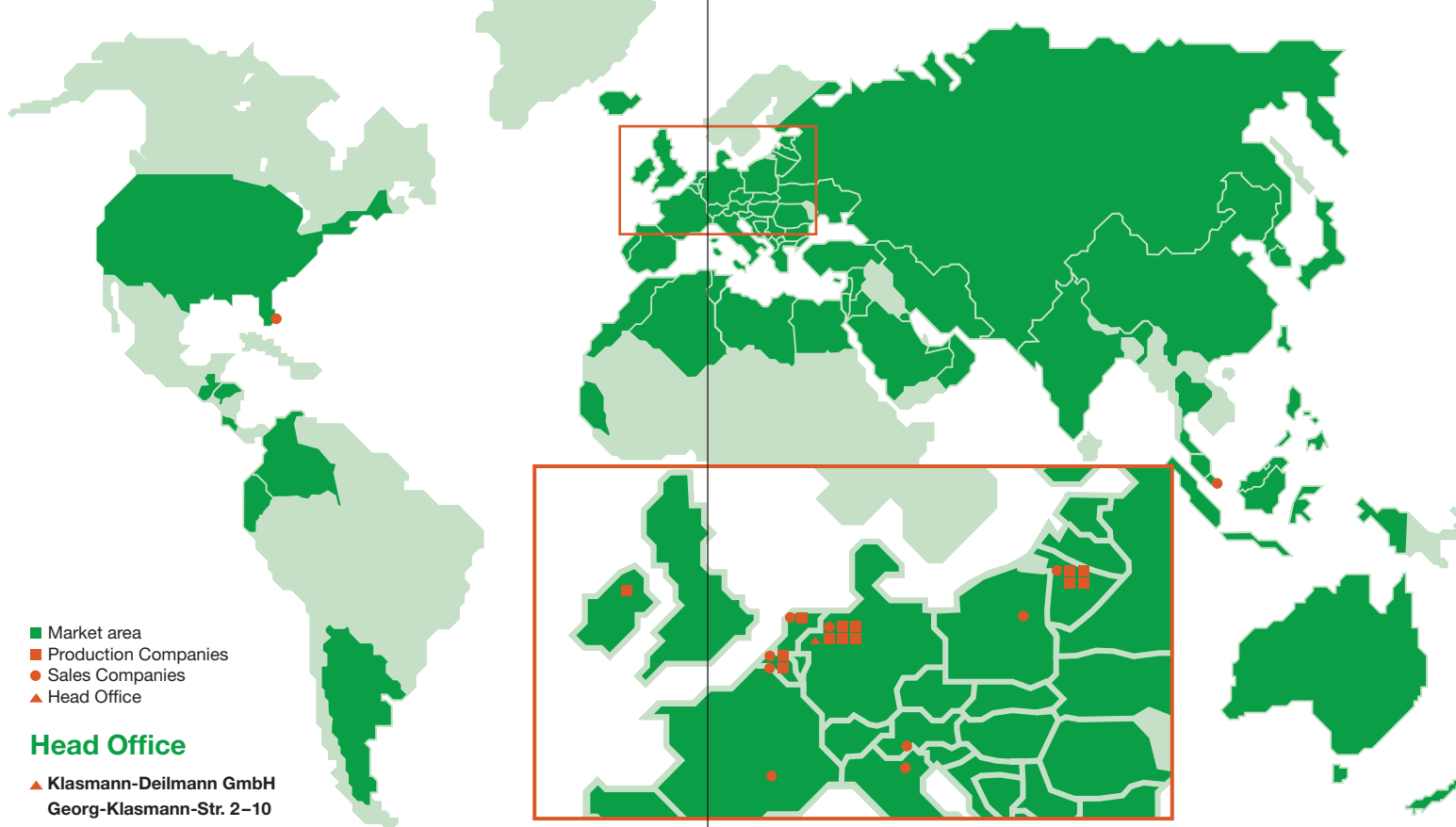
Raw peat material

White peat, black peat and industrial peat



Renewable resources and energies

- Wood, biomass
- Trade and production of wood based fuels
- Wood chips for in-house woodfibre production
- Agricultural wood-cultivation of fast growing trees
- Services in landscaping/ waste wood



Head Office

- ▲ Klasmann-Deilmann GmbH
Georg-Klasmann-Str. 2–10
D-49744 Geeste · Germany

Production Sites

- Klasmann-Deilmann GmbH
Werk Süd
D-49744 Geeste
- Klasmann-Deilmann GmbH
Werk Süd – Schöninghsdorf
D-49767 Twist
- Klasmann-Deilmann GmbH
Werk Nord – Sedelsberg
D-26683 Saterland
- Klasmann-Deilmann GmbH
Werk Nord – Vehnemoor
D-26219 Bösel/Edewechter-
damm
- Klasmann-Deilmann
Potgrond Centrum B.V.
NL-Schiedam

Production Companies

- UAB Klasmann-Deilmann Silute
LT-Silute
- UAB Klasmann-Deilmann Laukesa
LT-Laukesa
- UAB Klasmann-Deilmann Gedrimai
LT-Gedrimai
- UAB Klasmann-Deilmann Ezerelis
LT-Ezerelis
- Klasmann-Deilmann Ireland Ltd.
IRL-Rathowen
- Schwegermoor GmbH
D-Bohmte
- Klasmann Westhoekveen NV
B-Ingelmunster
- Beveco NV
B-Brugge

Sales Companies

- Klasmann-Deilmann
Deutschland GmbH
D-Geeste
- Klasmann-Deilmann
France S.a.r.l.
F-Bourgoin-Jallieu
- Klasmann-Deilmann
Benelux BV
NL-Schiedam
- Klasmann-Deilmann
Asia Pacific Pte. Ltd.
SGP-Singapore
- Klasmann-Deilmann
Austria Ges.mbH
A-Linz
- Klasmann-Deilmann
Italia S.R.L.
I-Bozen
- Klasmann-Deilmann
Americas INC
US-Miami
- Klasmann
Westhoekveen NV
B-Ingelmunster
- Beveco NV
B-Brugge
- Bol Peat BV
NL-Schiedam
- Bol Peat Import GmbH
D-Geeste
- Deutsche Kompost
Handelsgesellschaft mbH
D-Geeste
- Neuhaus Italia S.R.L.
I-Bozen
- Kronen-Klasmann Sp. z o. o.
PL-Otrebusy
- UAB Bioenergija LT
LT-Ezerelis

Application areas

Whatever the plant and whatever the use, our wide range of substrates covers the entire spectrum of growing media and guarantees the desired growing result.



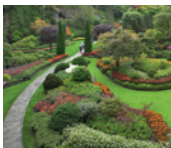
Young plants



Green plants,
flowering pot plants



Vegetables



Landscaping and
tree nursery

Products

The Klasmann substrate brand stands for the very best quality throughout the world. To enable us to respond to the very different requirements and requests of our customers as precisely as possible, two product lines are available under the Klasmann brand: Klasmann easy growing and Klasmann select combine the strengths of Klasmann substrates in two ranges that satisfy all the requirements of modern commercial horticulture.



easy growing

The Best-sellers

- Globally proven recipes
- Constant quality
- For a wide range of commercial horticulture applications
- High degree of certainty
- Optimal functionality
- Long-term availability

SELECT

Individual solutions

- Recipes exactly adapted to every crop and every cultivation method
- Highest flexibility to comply with every requirement

Top innovative performance

- Intensive research on international level
- Optimum raw materials and modern fertilizer formulations

Extensive service

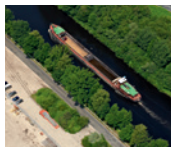
- Individual consulting on-site
- Full support through sales partners and in-house experts all over the world



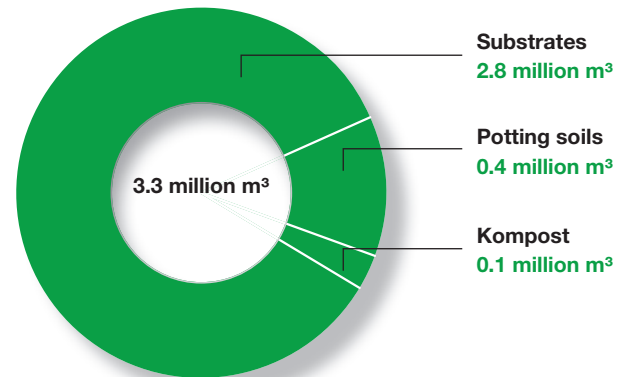
Global availability



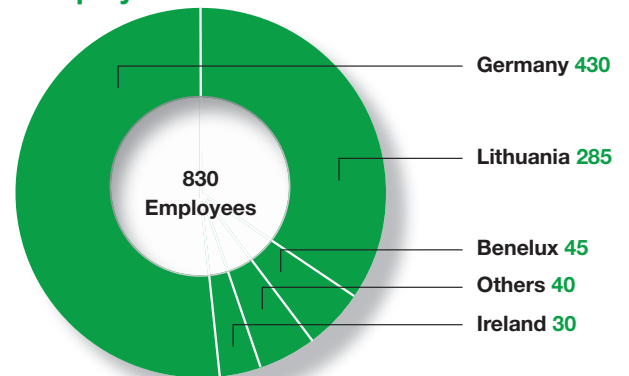
- Rapid order processing
- Punctual delivery
- World coverage
- 40,000 trucks/year
- 2,200 wagons/year
- 135 vessels/year
- 7,300 containers/year



Production



Employees



Sales

2010	145 million EUR
2009	133 million EUR



Quality management/Certification

Quality

- Certified under ISO 9001:2008
- Raw materials, additives, production sites and products conform to the guidelines of R.H.P.
- Member of Bundesgütegemeinschaft Kompost e. V. (Federal quality association for compost)
- Batch analysis of all finished products in our own laboratories
- Analysis of NPK and trace elements at the independent laboratories LUFA and Blgg
- All Bio-Substrate components comply with the appendix II of EEC 2092/91, EU-controlled by Grünstempel®



Environmental management and sustainability

- Klasmann-Deilmann is certified to the international environmental standard DIN EN ISO 14001:2005
- We are members of the Lower Saxony Sustainability Alliance and the Global Reporting Initiative (GRI)
- All of our extraction processes comply with the strict statutory requirements in the countries concerned
- We are involved in practical research aimed at long-term preservation of peatlands
- We are creating new wetland biotopes and renaturalising several thousand hectares of areas formerly used for the peat industry, both now and in the future
- We use green compost (TerrAktiv) and renewable raw materials (Klasmann GreenFibre) in many of our substrates
- We are involved in a number of projects aimed at the production of renewable raw materials and energies



History

- 1913** Founding of Klasmann Peat Works
- 1920** Deilmann starts peat extraction in Börgermoor
- 1965** Deilmann starts the substrate production, a short time later Klasmann also changes over
- 1990** Merger to form Klasmann-Deilmann GmbH
- 1998** Take-over of Bol-group in the Netherlands
- 2000** Shareholding in Lithuania peat bogs Silute, Laukesa and Gedrimai
- 2001** Founding of Klasmann-Deilmann Asia Pacific
- 2005** Take-over of the peat works Ezerelis and Paliai in Lithuania
- 2008** Klasmann-Deilmann and the Finnish company Vapo have set up the joint venture UAB Bioenergija in Lithuania
- 2009** Klasmann-Deilmann gets into the business of renewable resources and energies
- 2010** In Lithuania Klasmann-Deilmann inaugurates the largest and most modern substrate factory in the Baltic
- 2011** Founding of Klasmann-Deilmann Americas, Klasmann-Deilmann Italia and Klasmann-Deilmann Austria

