

DANZER: FACTS & FIGURES



Danzer is a producer of primary hardwood products; value added wood products and related services.

PRODUCT RANGE

- Sliced wood
- Sawn wood
- Timber and logs
- Services

50 % of the revenue is made with sliced wood,
38 % of the revenue with sawn wood,
13 % of the revenue with logs, specialties and services.

Danzer products are not sold to end users but to manufacturers, distributors and component producers.

Danzer is organized by business units for products and regions; every business unit runs its own production and sales operation.

ORIGIN OF RAW MATERIAL

60 % North America
31 % Europe
9 % Other regions

MARKET POSITION

- Largest producer of decorative veneer worldwide
- Among the top ten producers of lumber in North America

For comparison: Annual consumption of wood worldwide: 3.5 bn cubic meters

- half of that is used for energy
- 1.8 bn cubic meters used industrially
- Danzer processes less than 500,000 cubic meters; this equals 0.03 % of the global harvest for industrial use

OPERATIONS

- 1,500 employees worldwide
- Sales 2015: 254 million Euros (2014: 232 million Euros; 2013: 221 million Euros)
- 2016 Danzer sold to 87 countries; the top ten countries contributed almost 80 percent to total sales:

USA	28.9 %
United Kingdom	18.6 %
Germany	7.7 %
China	6.7 %
Canada	5.4 %
Austria	3.3 %
Poland	2.4 %
Slovakia	2.1 %
Italy	1.7 %
Japan	1.7 %

Total Top 10 **78.5 %**

- 4 veneer mills, 1 Vinterio plant, 1 3D-Veneer plant, 1 saw mill, 18 sales offices
- 18.000 hectare of timberland in North America

DANZER IN EUROPE

2 veneer mills, 1 Vinterio plant, 1 3D-Veneer plant
8 sales offices

DANZER IN NORTH AMERICA

2 veneer mills, 1 saw mill
11 sales offices

DANZER IN ASIA

4 sales offices

HISTORY

1932: Karl Danzer begins as a broker specialized on high quality veneers.

1949: Inauguration of the veneer plant in Reutlingen (Germany) marking the beginning of the industrial activities of the company.

1999: First Danzer slicer VS4000 starts operation

2007: Launch of the new wood surface Danzer Vinterio

2008: Acquisition of 3D-Veneer company Reholz GmbH

2013: Installation of a curve saw for optimized yields even from crooked logs

2013: Start of sliced deck layer production for hardwood flooring

2014: Introduction of first hardwood Log Scanner