

# 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
- Value-added products and services

43% of the revenue is made with sawn wood,  
40% of the revenue with sliced wood,  
17% of the revenue with logs, value-added products 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

57% North America  
37% Europe  
6% 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 billion cubic meters

- half of that is used for energy
- 1.8 billion 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 2020: 144 million Euros (2019: 172 million Euros)
- 2020 Danzer sold to 76 countries; the top ten countries contributed 80 percent to total sales:

USA	30.2%
United Kingdom	16.8%
Germany	8.7%
Canada	7.0%
Austria	4.2%
China	3.6%
Poland	3.2%
Sweden	2.2%
Slovakia	2.1%
Mexico	2.0%
Total Top 10	79.8%

3 veneer mills, 1 Vinterio plant, 1 3D-Veneer plant, 1 sawmill, 18 sales offices

## DANZER IN NORTH AMERICA

2 veneer mills, 1 sawmill  
9 sales offices

## DANZER IN EUROPE

1 veneer mill, 1 Vinterio plant, 1 3D-Veneer plant  
7 sales offices

## DANZER IN ASIA

2 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
- 2006: Launch of the new wooden surface Danzer Vinterio
- 2007: ISO 14001:2004 standards procurement certification followed by FSC (2009)
- 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
- 2015: First Danzer Sustainability Report following Global Reporting Initiative standard
- 2020: Danzer sells its forestland holdings in North America