



BRÜNING | GROUP

FOUR TEAMS – ONE COMPANY

FROM ORGANIC AGRICULTURE TO GERMAN MARKET LEADER

1992

With a self-developed business concept and his first business registration, Arnd Brüning pursued a new path within the German biomass industry at the age of 21. He quickly scaled down his efforts in growing organic vegetables as he realized the rising demand in sustainability. He dedicated himself entirely to sustainable ground-coverage and organic soil conditioner.

TODAY

The Brüning Group has successfully conquered a niche position and is today one of the leading service providers in the industry of supply and disposal of energy-providing bulk raw materials on the German market.

Brüning Group consist of the four teams: **Euromulch**, **Megawatt**, **Logistik** and **International**.





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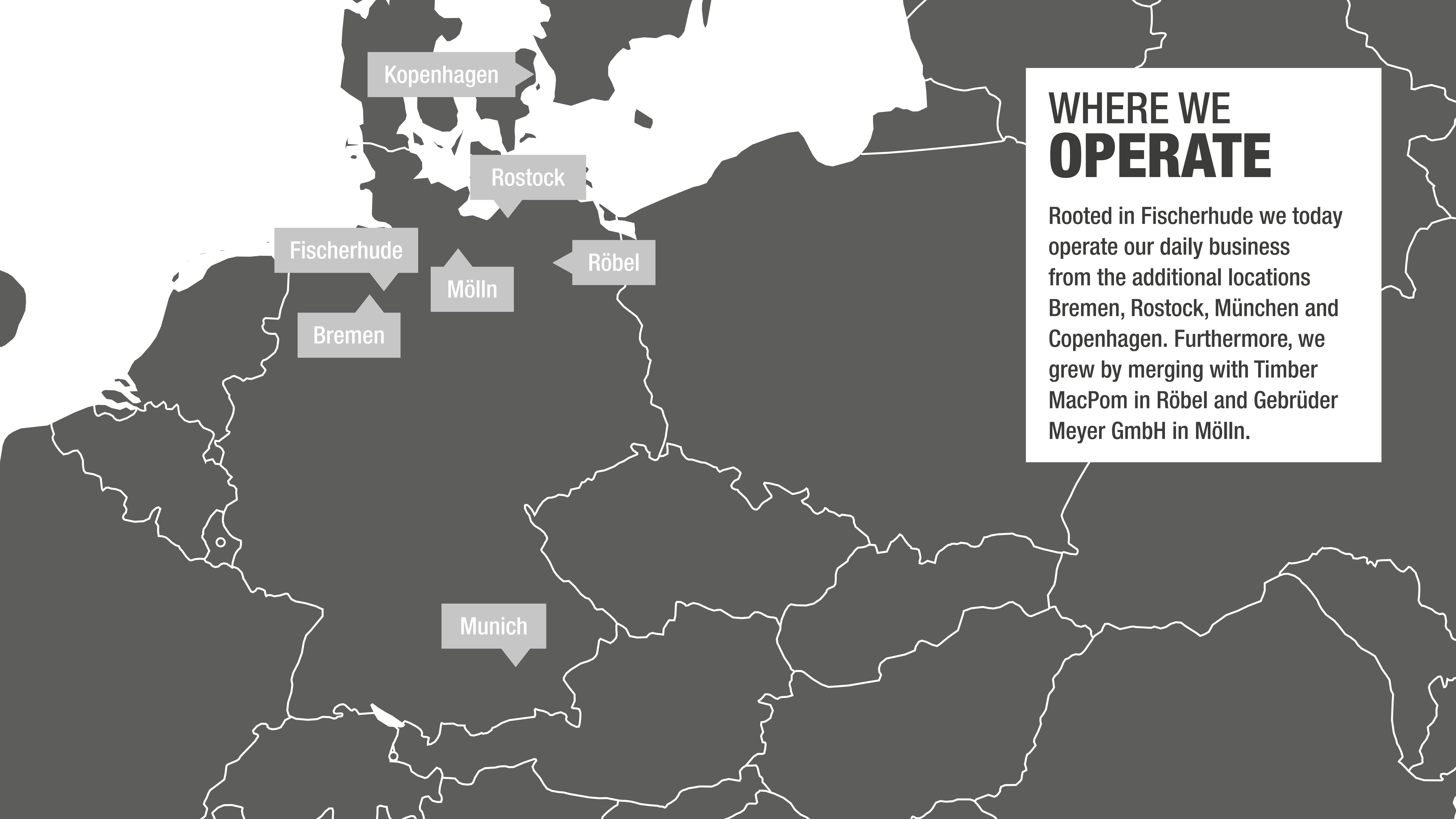
FACTS AND FIGURES AND CERTIFICATES



Founded in 1992
Headquarters: Fischerhude, GERMANY
Projected turnover 2018:
€94 million



Number of employees: ca. 250
Average age: 38 years
Trainees: 19



WHERE WE OPERATE

Rooted in Fischerhude we today operate our daily business from the additional locations Bremen, Rostock, München and Copenhagen. Furthermore, we grew by merging with Timber MacPom in Röbel and Gebrüder Meyer GmbH in Mölln.

MISSION, VISION, VALUES

OUR GOAL

Satisfying our business partners' needs on a national and international level. We act as a specialized interface between our business partners and deliver custom-tailored solutions. We are efficient by offering reliable supply and disposal as well as logistics from one source, ensuring a sustainable and high-quality service.

OUR EXPERTISE

With our well-established Europe-wide network and our expertise, we are among the market leaders in the biomass industry. We act quickly and efficiently relating to market changes. We constantly refine our internal processes by continuous training of our employees and implementing new technologies.

OUR APPROACH

It is important for us to accompany professionalism with employee satisfaction to create a solution-oriented work environment. We are focusing on long-term partnerships built upon trust and honesty, marked by intensive cooperation, that also remain stable during challenging times.

EUROMULCH

GREAT WORK ON THE GROUND

More than 1.100 customers and 239 suppliers - annual distribution of 415,000 t of bulk raw materials.

TODAY

Brüning Euromulch - the original core business – guarantees a steady supply and disposal of bulk raw materials like bark, peat, sawmill residues, firewood and animal bedding. Our team provides custom made solutions as an answer to our business partner's needs.

FUTURE

Because we constantly strive for optimal supplementation of our product range we recently expanded our own pellet unit reacting to an internationally rising demand.





BARK PRODUCTS
Aesthetic and
functional flower
bed mulch



PEAT
For forestry,
agriculture and
soil improvement



**SAWMILL
RESIDUES**
From off-cuts
to wood chips



FIREWOOD
From our own
production plant
in Röbel



BEDDING
From Straw pellets
to wood shavings



PELLETS
For sustainable
and efficient
heating systems



MEGAWATT

IDEA. SUSTAINABILITY. ENERGY.

More than 270 customers and 1.075 suppliers – annual distribution of more than 1.100.000 tonnes.

TODAY

Brüning Megawatt is the only German company that provides partial as well as entire supply to biomass and waste-to-energy power plants on a national and international level – We supply 45% of all German biomass power plants.

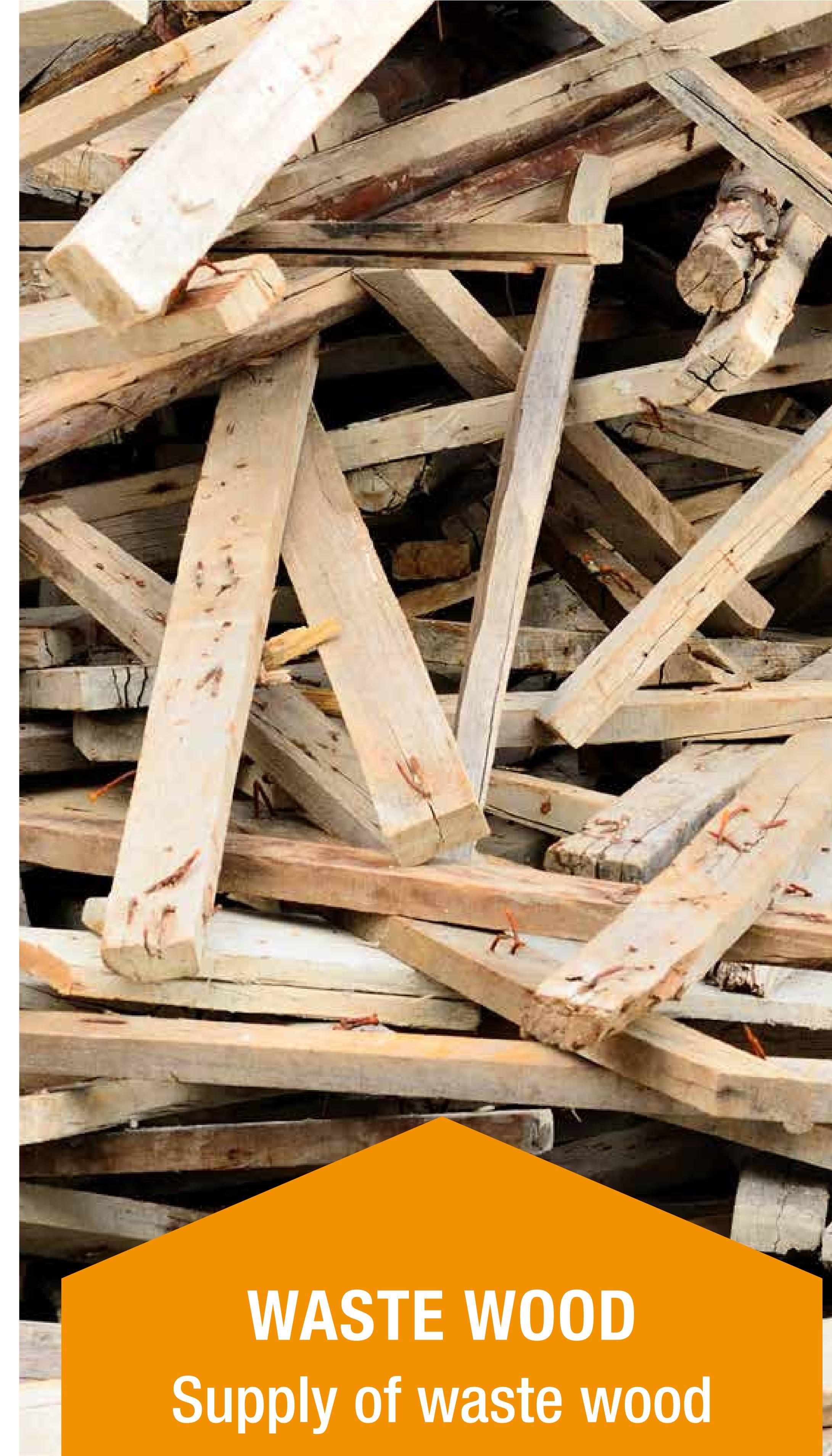
FUTURE

Expansion of our Non-Wood-Waste division due to internationalization.





RENEWABLE RAW MATERIALS
Fresh wood chippings and wood shreddings from landscape maintenance operations



WASTE WOOD
Supply of waste wood categories A–D for recycling and thermal use



WASTE TO ENERGY
RDF & SRF waste: Certified waste management facility for special products and commercial waste



DRY WOOD CHIPS
For small-scale communal, business and private combustion plants up to 1.5 MW thermal output

LOGISTICS WHEREVER YOU NEED US

Approx. 700 weekly transports – current fleet of 66 trucks.

TODAY

Brüning Logistik ensures transportation of our products Europe-wide. Administering our own trucks extends our radius of operation, enabling an upscale of quality management regarding our provided services.

FUTURE

Focusing on fleet expansion – 120 trucks in 2021



Brüning Logistik's professional teams, each with a dispatcher and up to 15 drivers, and supported by state-of-the-art software, manages a tight operation that ensures destinations are reached swiftly and efficiently.



Transport of bulk commodities Germany and Europe-wide



Our own fleet:
66 vehicles including walking floors with injection function or side doors, skips and vacuum trucks



Multimodal transport options: truck, bulk vessel, ship container or train



Permanent charter for around 35 walking floor trailers



Increased efficiency through combined transports

INTERNATIONAL PUSHING BOUNDARIES.

satisfactory trade relations with 15 countries –
native speakers in more than 7 languages

TODAY

We are well connected throughout Europe and adapting constantly to new market demands and policy guidelines. This is our „glocal thinking“. In 2015 we established our first international sales office in Copenhagen and since 2017 the Benelux business has been directed from Belgium.

FUTURE

We aim to continually expand our international business.



IN-HOUSE VALUES AND PHILOSOPHY

MANAGEMENT GUIDELINES

Living a spirit of cooperation amongst all employees, management and cooperation guidelines have been implemented:

- We think of different views as opportunities to achieve extraordinary results
- Collaboration is the key to success



WORK-LIFE BALANCE

It is important for us to accompany professionalism with employee satisfaction to create a solution-oriented work environment. A dedicated team takes care of various employee benefits and an adequate work-life balance."

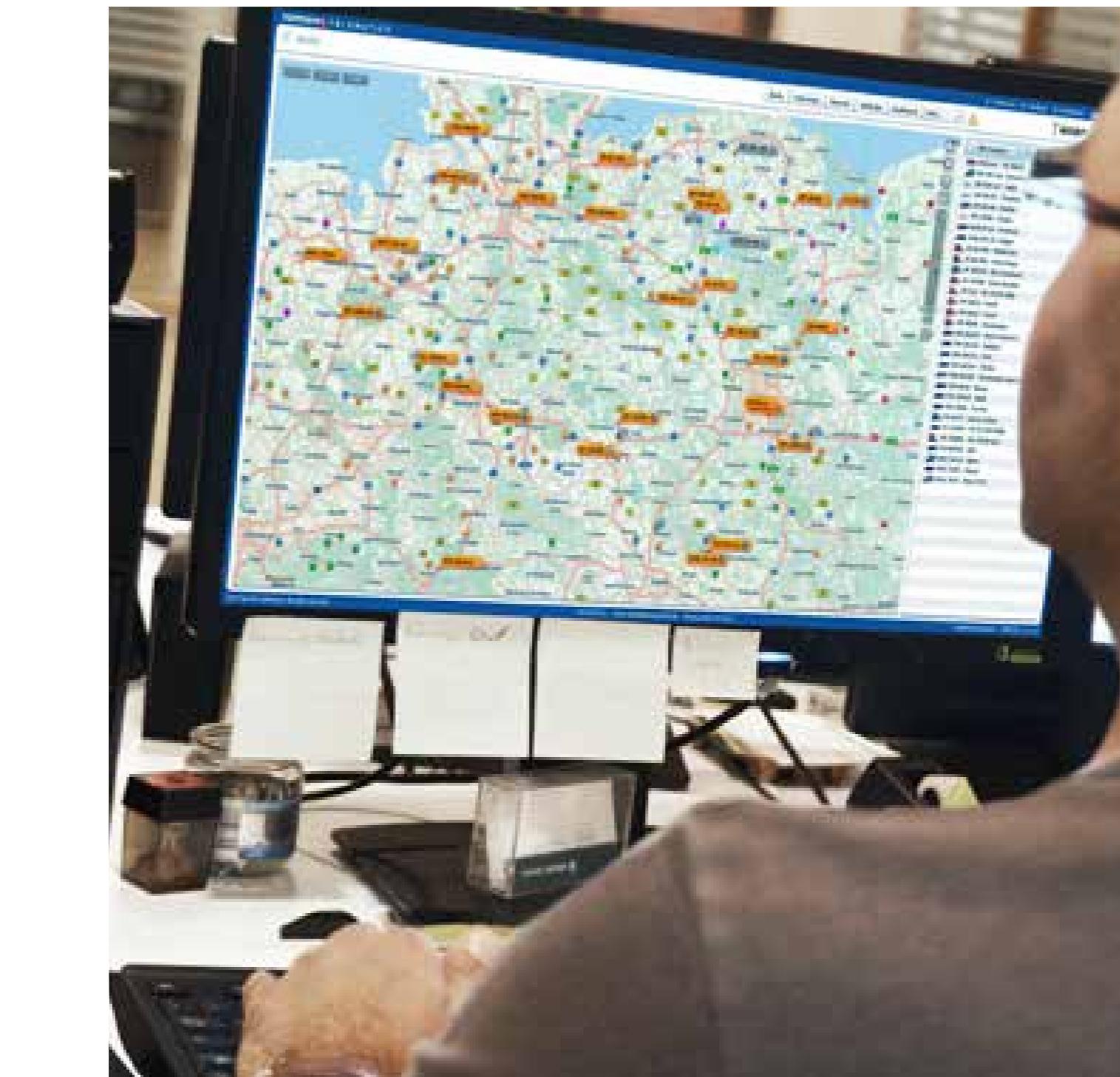
RESEARCH & DEVELOPMENT THE PATH TO A DIGITAL FUTURE

Our in-house R&D department shapes our path towards fully digitalized process optimization to ensure the highest level of efficiency today and tomorrow.



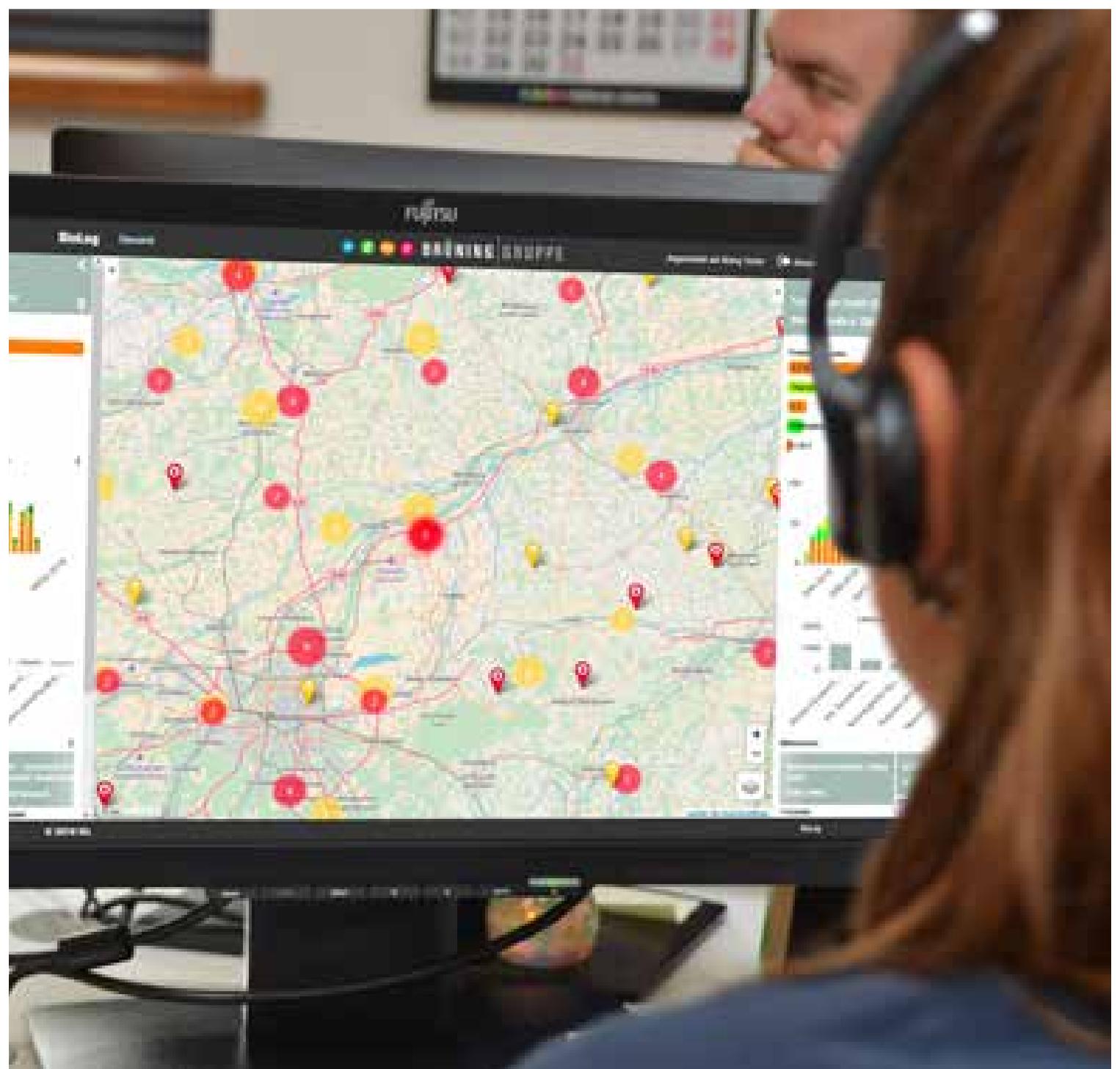
FULL SERVICE CALCULATOR

This app has been developed in-house for Brüning Megawatt to calculate the benefits of offering full service provision to clients



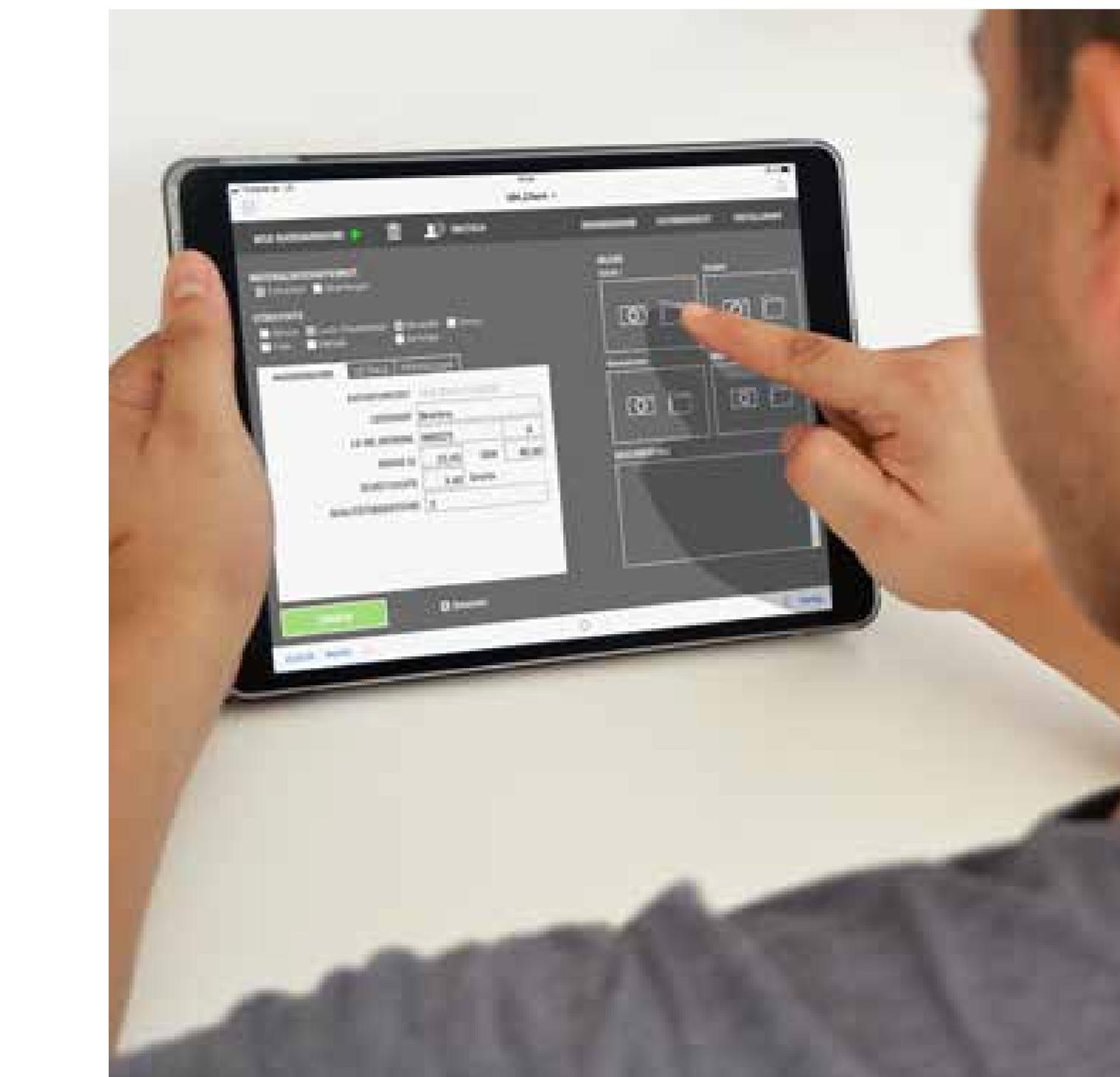
WEBFLEET PROGRAMME

This app enables dispatchers at Brüning Logistik to optimise fleet management by tracking the location of vehicles in real time.



BIOLOG PROJECT

We are collaborating with the Institute of Shipping Economics and Logistics (ISL) on the development of an innovative decision-making support and recommendation system. The project is supported by the Federal Ministry for Economic Affairs and Energy.

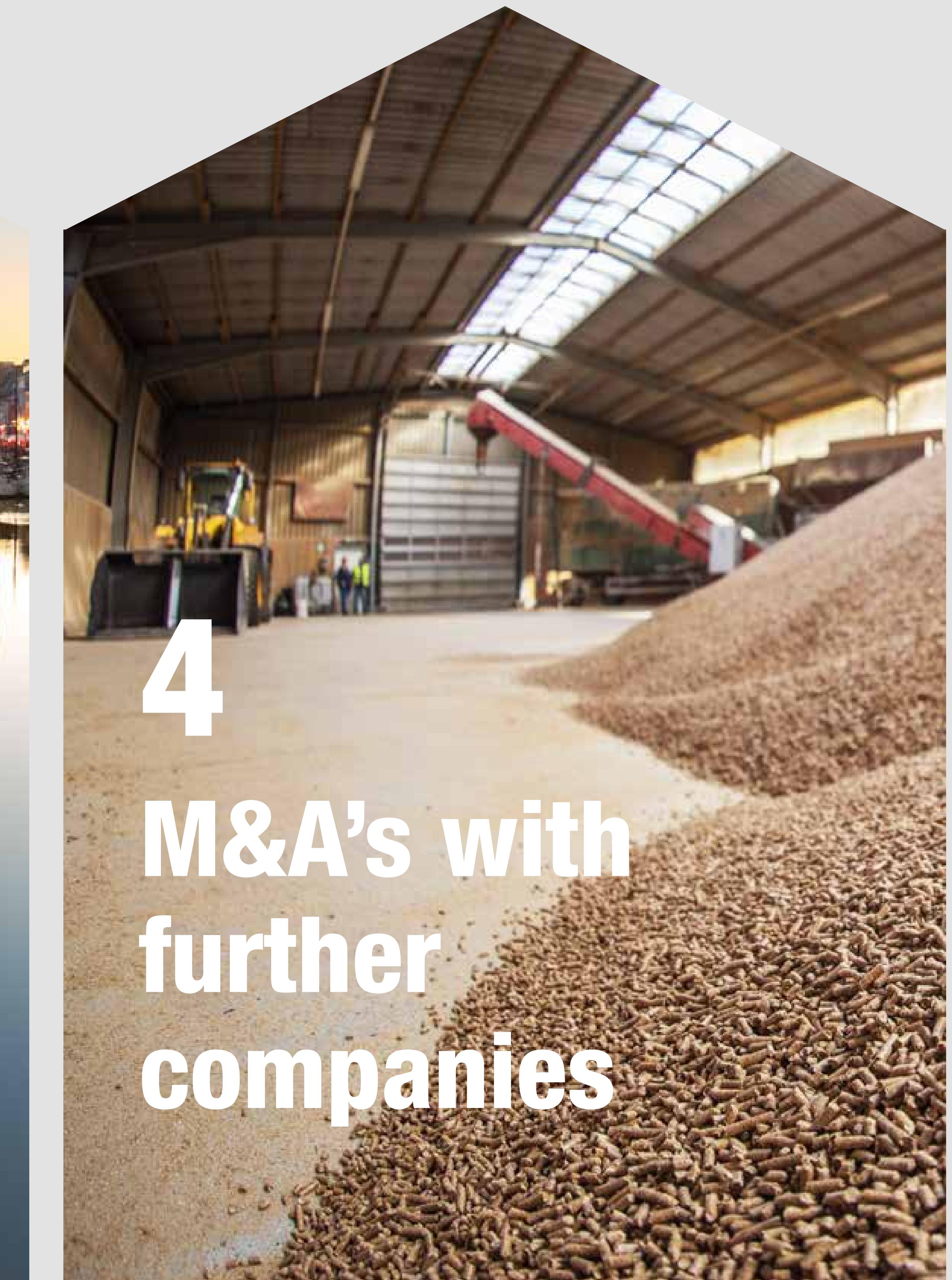
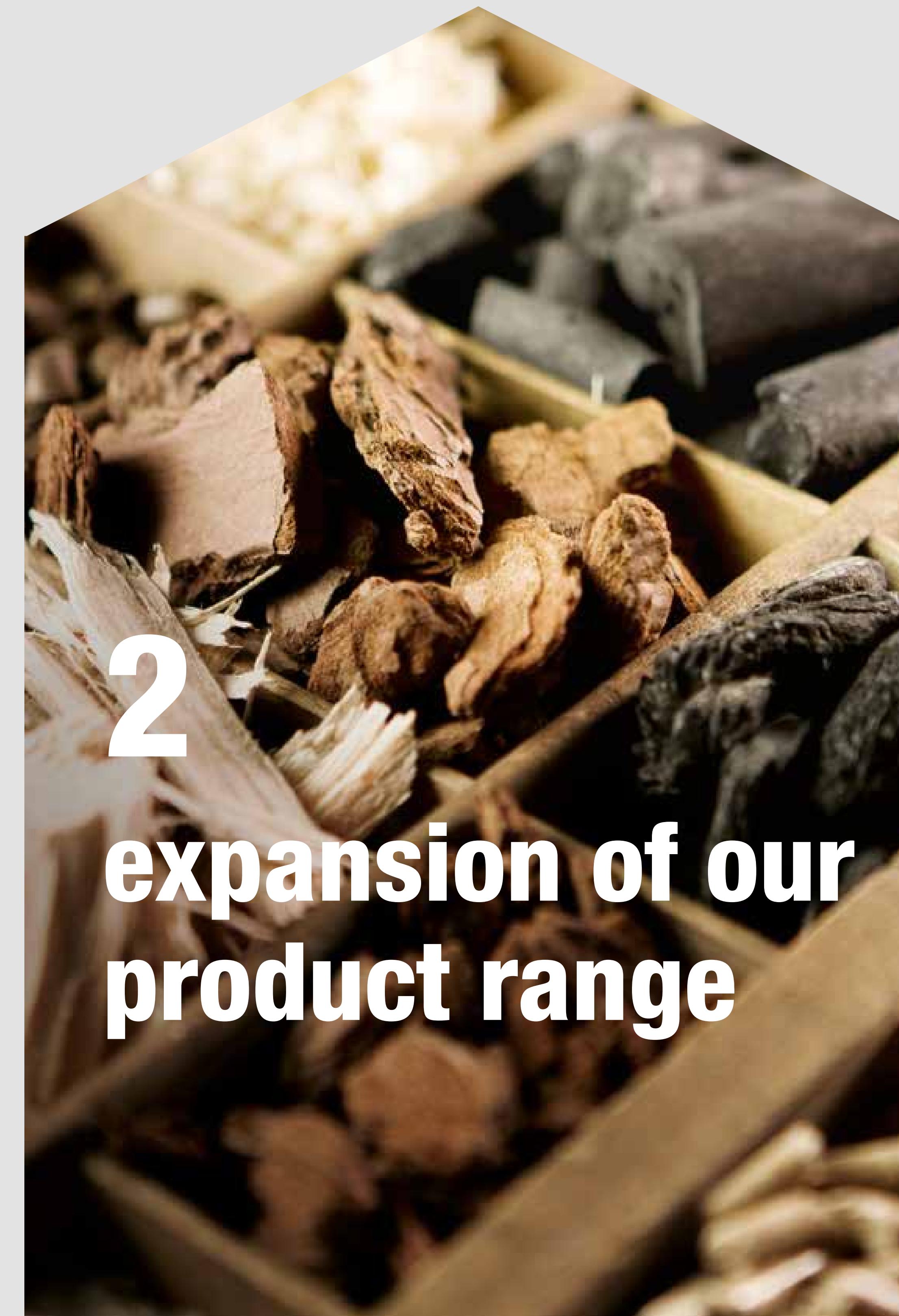


QUALITY ASSESSMENT APP

Quality Management at its best. Customers who wish to participate in our quality management get access to our in-house developed application to continually help us increasing our quality standards.

A LOOK INTO THE FUTURE

We have set clear goals for the future of our company which appear in our four pillars and Mission 2020:



STRATEGIC TARGET OF MISSION 2020

Customer satisfaction on a national and international level

Increasing our international market knowledge

Further evolvement of our glocal mindset

Growing our international market share

THANK YOU FOR YOUR ATTENTION!



BRÜNING | GROUP

HEADQUARTERS

Brüning Group
Landstr. 30, 28870 Ottersberg
Germany

Tel: 0049 4293 – 78 94 0
Email: info@bruening-group.com
www.bruening-group.com



BREMEN, GERMANY

Brüning Group
An der Reeperbahn 12
28217 Bremen

MUNICH, GERMANY

Brüning Group
Ludwigstraße 47
85399 Hallbergmoos

ROSTOCK, GERMANY

Brüning Group
Satower Straße 63a
18198 Kritzmow

COPENHAGEN, DENMARK

Brüning Group
Center Boulevard 5, 2300 Copenhagen,
www.bruening-group.dk

RÖBEL, GERMANY

Timber MacPom®
Plauer Straße 2a, 17207 Röbel a. d. Müritz
www.timber-macpom.de

MÖLLN, GERMANY

Gebrüder Meyer GmbH
Ratzeburger Straße 45, 23879 Mölln
www.spaene-meyer.de