



**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 consists of the four teams: **Euromulch**, **Megawatt**, **Logistik** and **International**.





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# FACTS AND FIGURES AND CERTIFICATES

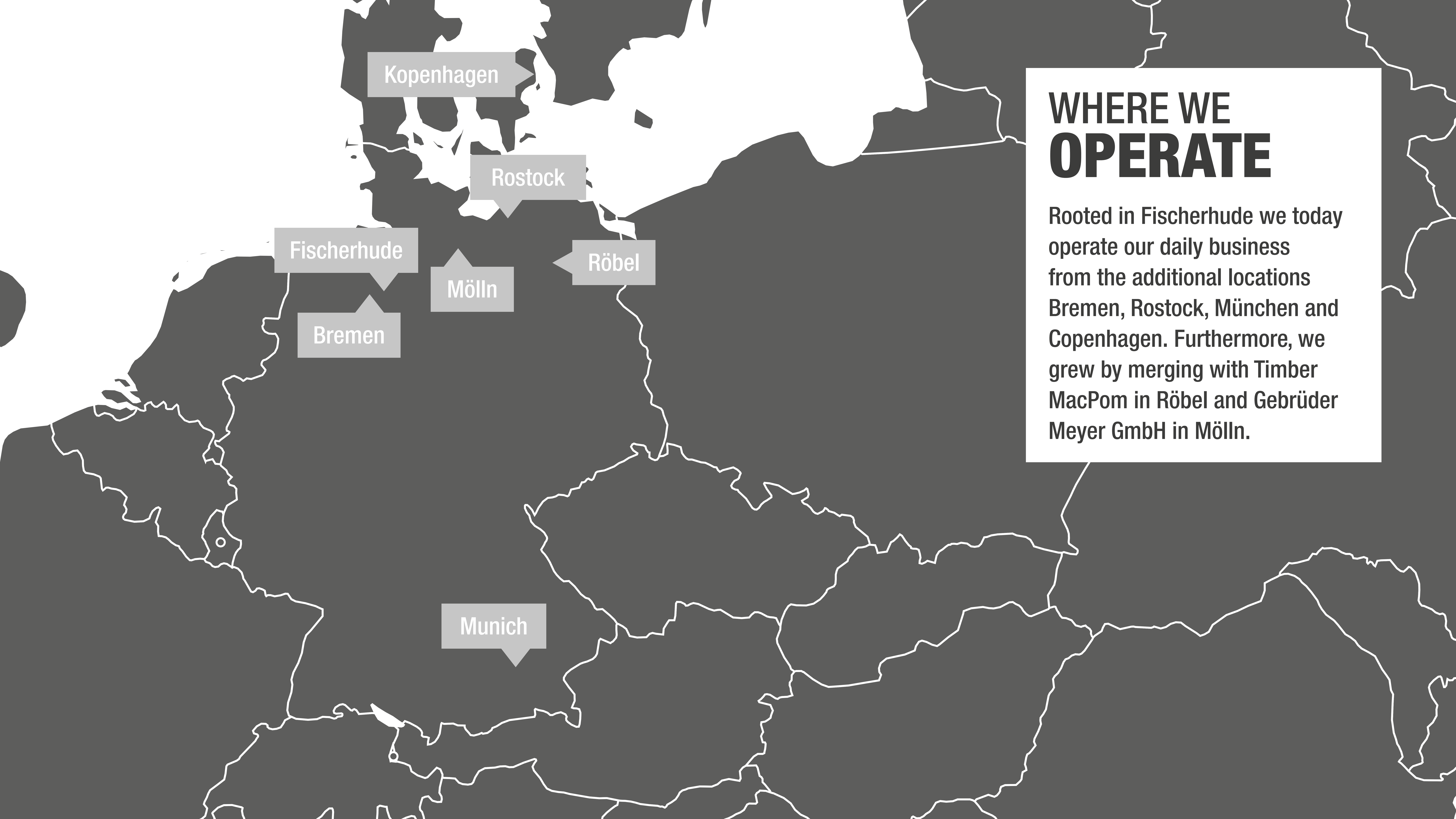


Founded in 1992  
Headquarters: Fischerhude, GERMANY  
Projected turnover 2018:  
€94 million



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





Kopenhagen

Rostock

Fischerhude

Mölln

Röbel

Bremen

Munich

# 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

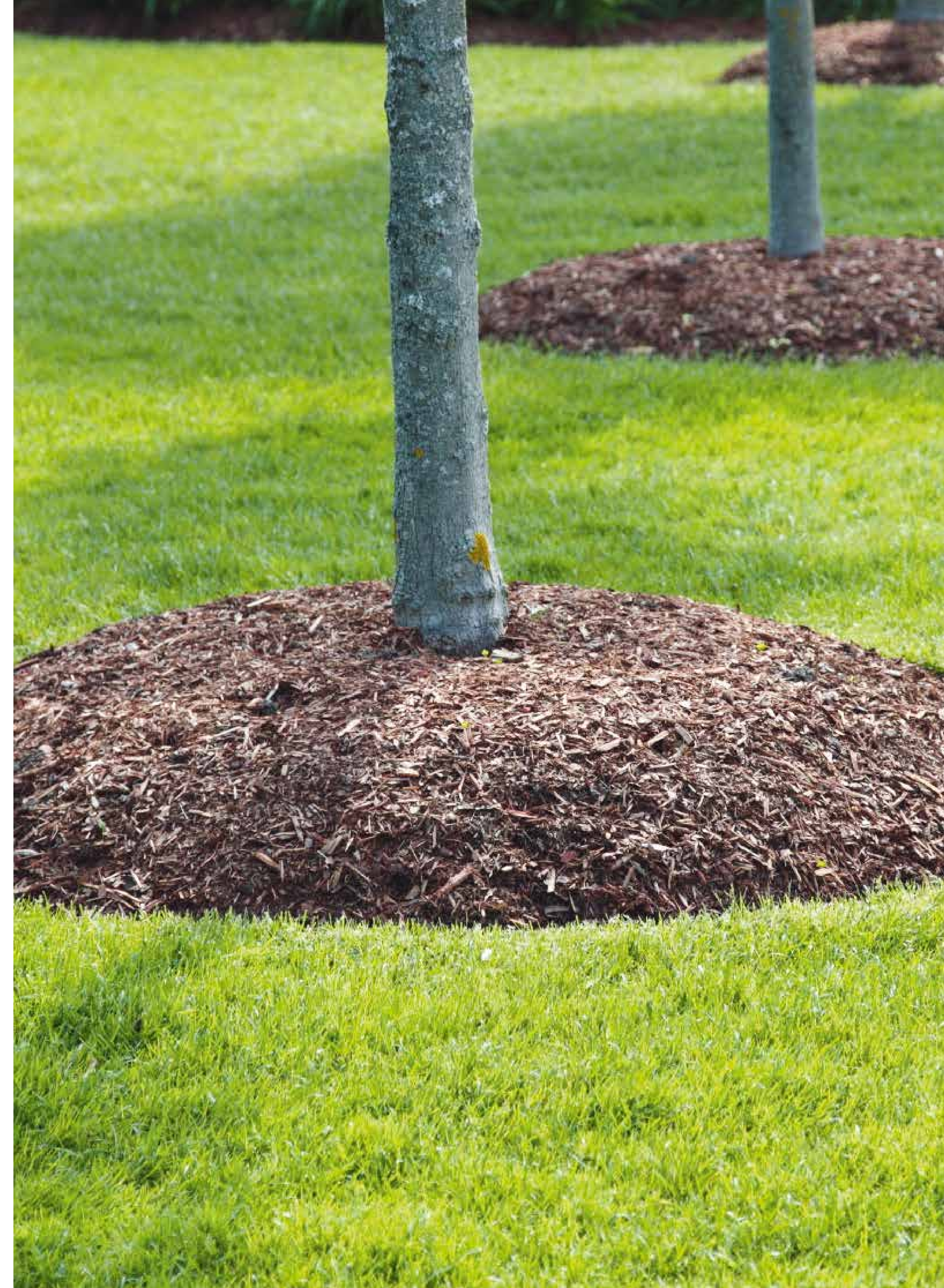
More than 1.100 customers and 239 suppliers - annual distribution of 415,000 t of bulk raw materials.

### 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.

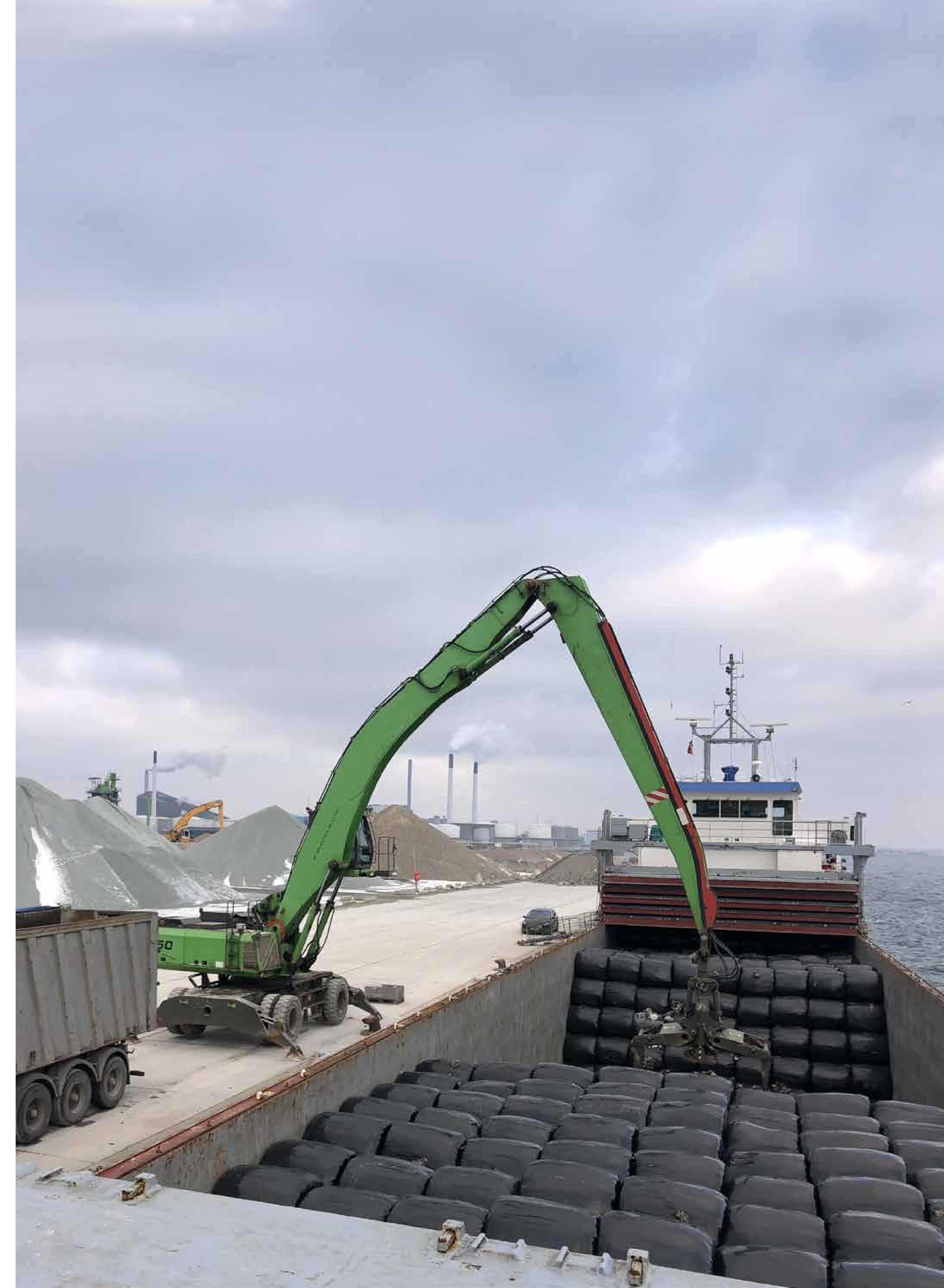
More than 270 customers and 1.075 suppliers – annual distribution of more than 1.100.000 tonnes.

## 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 shavings from landscape maintenance operations



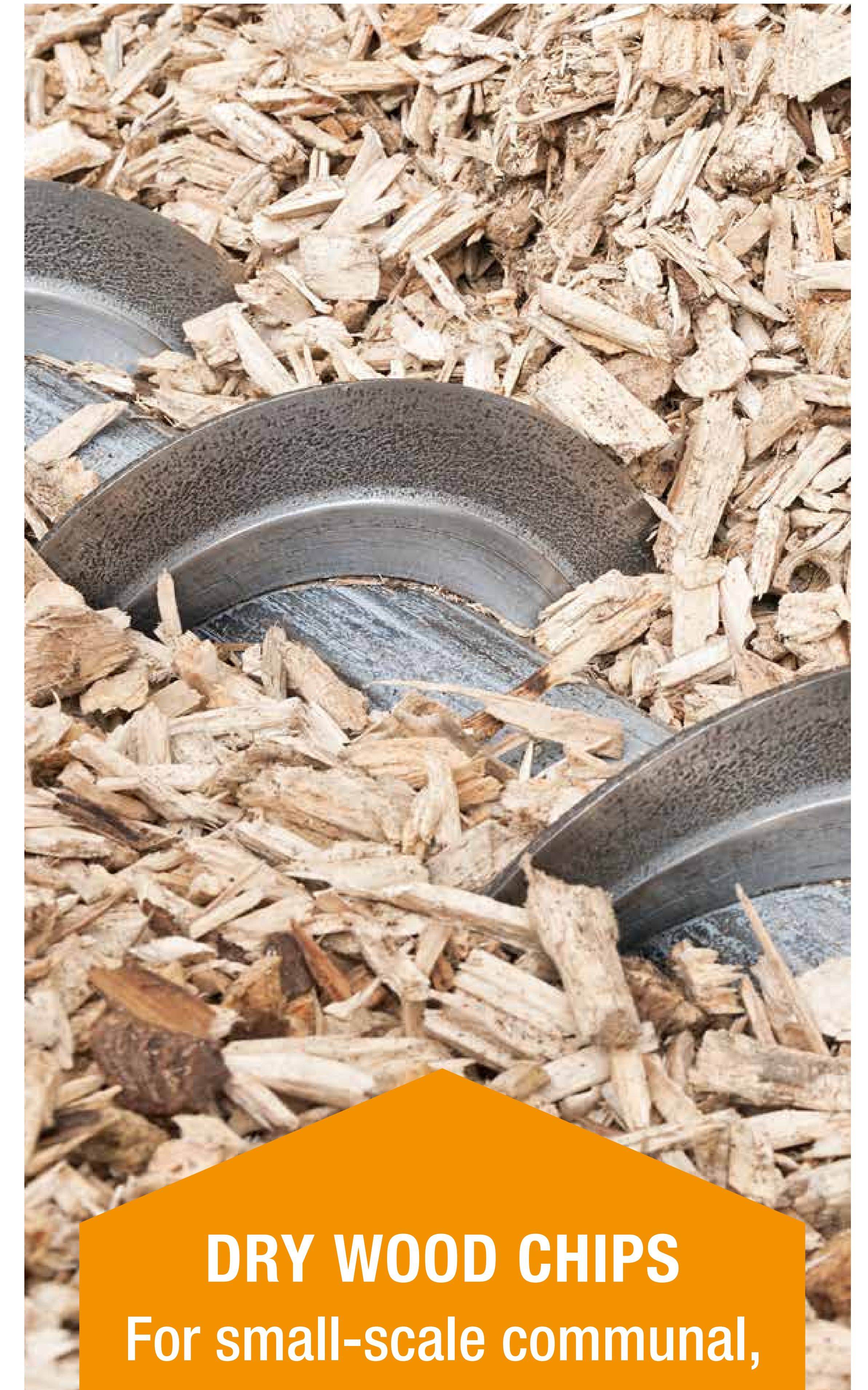
### **WASTE WOOD**

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

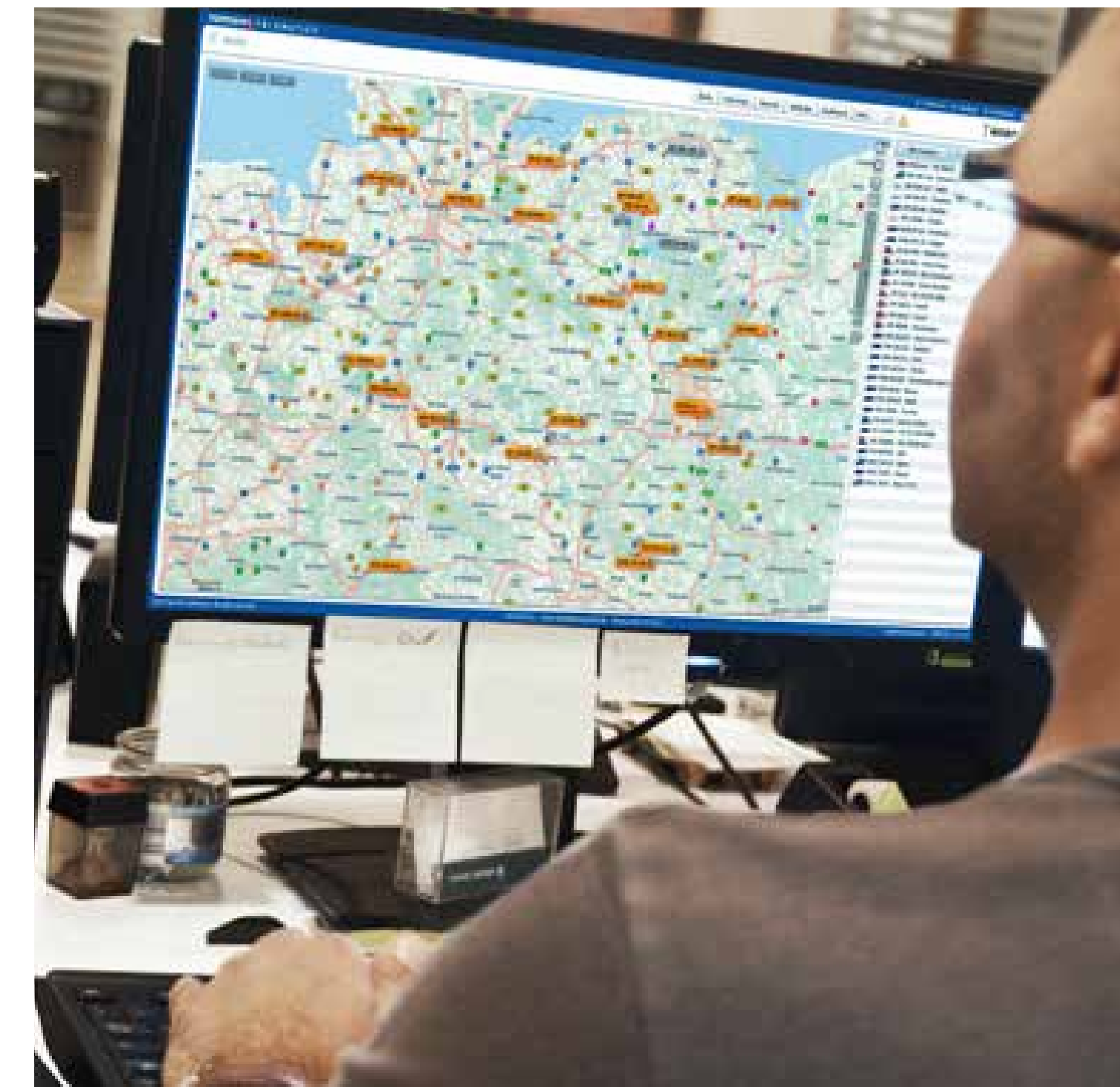
## THE PATH TO A DIGITAL FUTURE

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



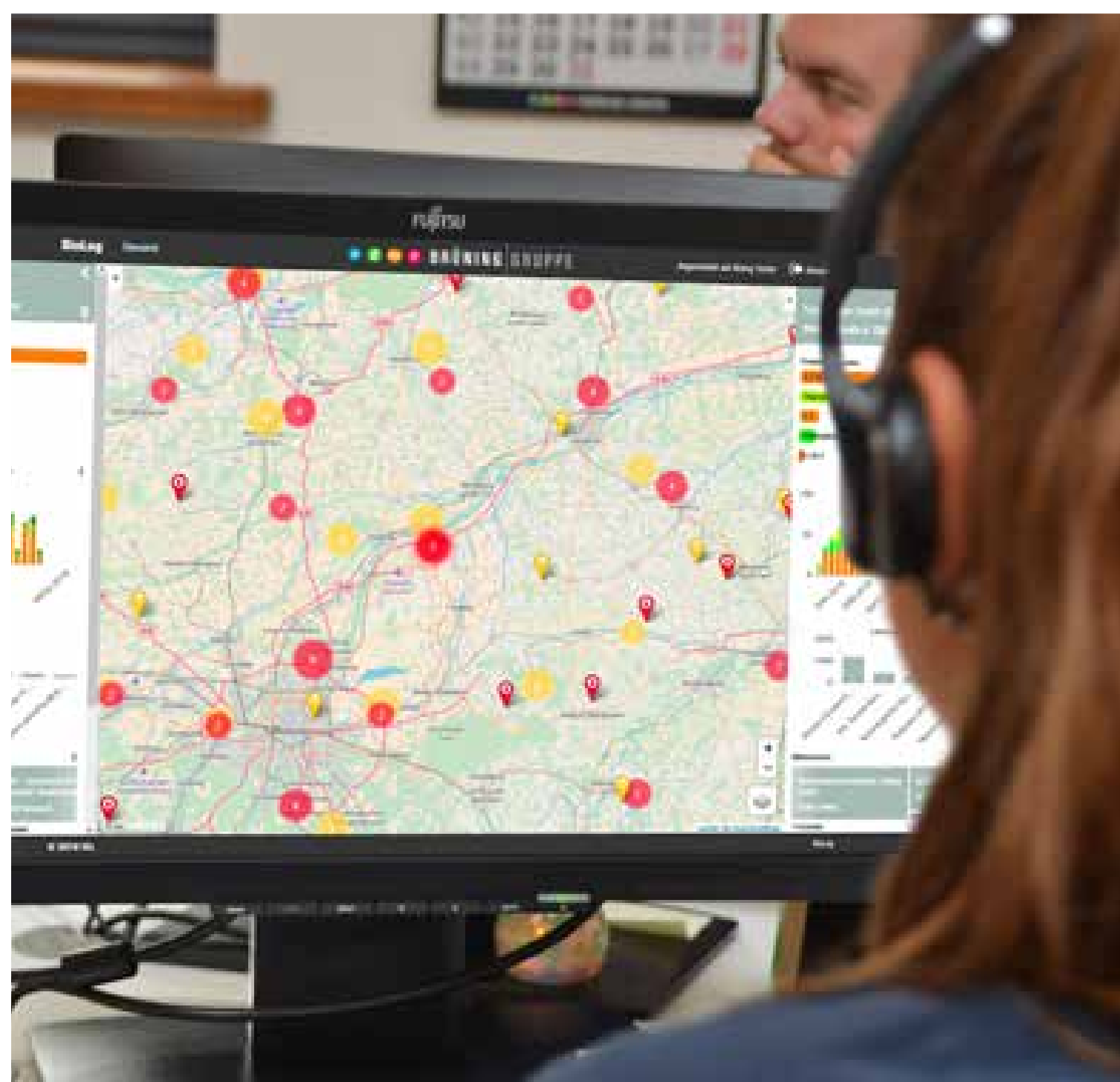
### FULL SERVICE CALCULATOR

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.



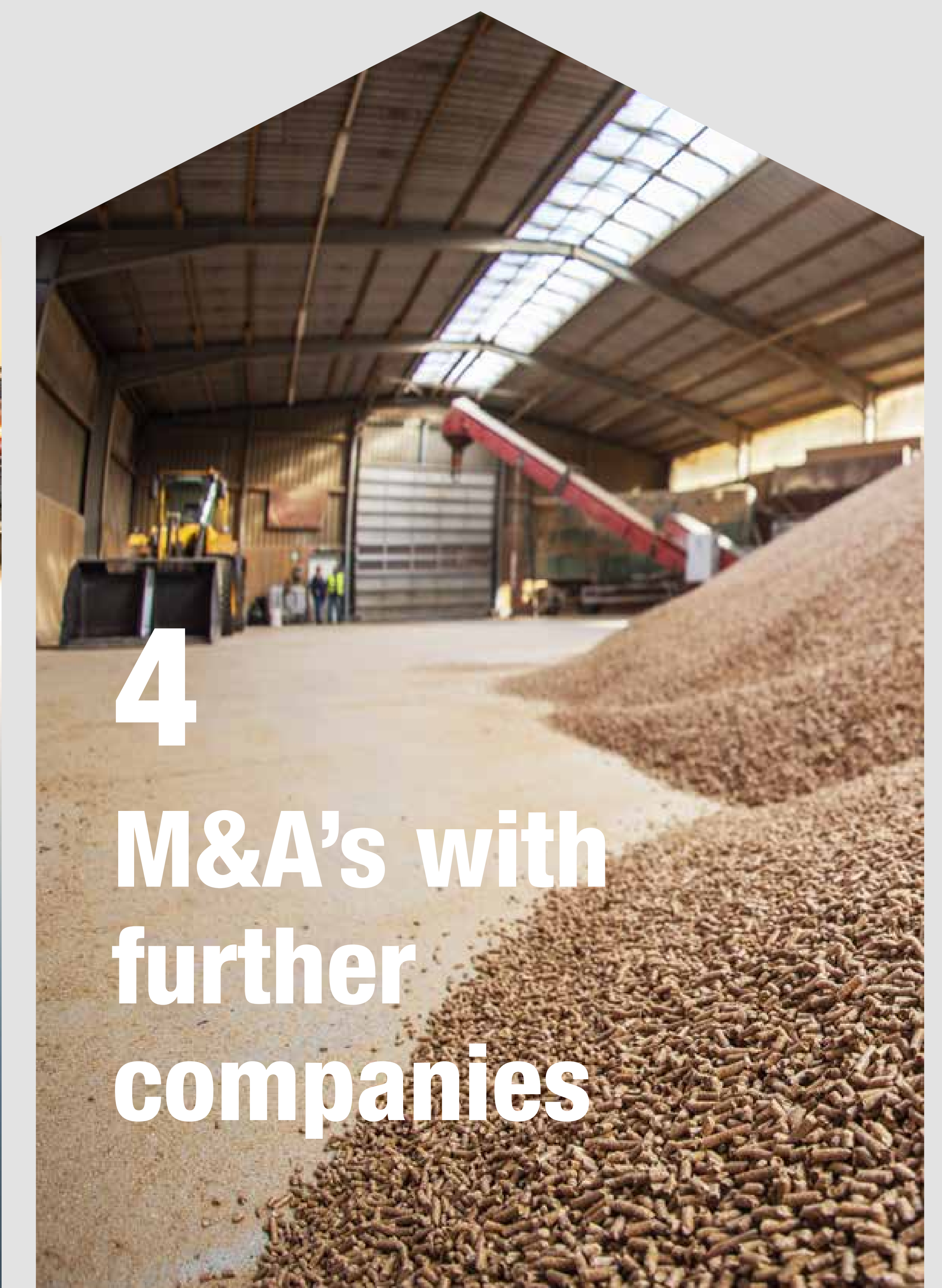
### QUALITY ASSESSMENT APP

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!



## HEADQUARTERS

Brüning Group  
Landstr. 30, 28870 Ottersberg  
Germany

Tel: 0049 4293 – 78 94 0

Email: [info@bruening-group.com](mailto:info@bruening-group.com)

[www.bruening-group.com](http://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](http://www.bruening-group.dk)

## RÖBEL, GERMANY

Timber MacPom®  
Plauer Straße 2a, 17207 Röbel a. d. Müritz  
[www.timber-macpom.de](http://www.timber-macpom.de)

## MÖLLN, GERMANY

Gebrüder Meyer GmbH  
Ratzeburger Straße 45, 23879 Mölln  
[www.spaene-meyer.de](http://www.spaene-meyer.de)