PRESS RELEASE

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### Sales above pre-crisis levels

**Hardwood specialist Danzer reports 25% rise in revenue**

**Dornbirn (AT). Danzer, a hardwood company specialized in wood from temperate forests in the northern hemisphere, recorded revenue of EUR 170 million in 2021. Adjusted for the divestiture of the sawmill in Bradford, Pennsylvania, which was disposed of in April 2021, this represents a year-on-year increase of 25% (2020: EUR 136 million). As the market leader, Danzer benefited considerably from the soaring demand for hardwood. From an operational point of view, the year was shaped by bottlenecks and cost increases for raw material, transportation, and labor. Danzer continued to strategically invest in systems for intelligent wood use and process automation.**

57% of the EUR 170 million in revenue reported in 2021 originated from the sale of sliced products, 28% from sawn products, the remaining 15% from logs, specialties, and services. In 2021, hardwood specialist Danzer supplied products to customers in 71 countries. Accounting for a combined 78% of all sales, the top ten markets ranked as follows: USA, United Kingdom, Germany, Canada, Poland, Austria, China, Slovakia, Mexico and Sweden. After adjustment for the divestiture of the sawmill in Bradford, Pennsylvania in April 2021, revenue for the year was up 9% on pre-pandemic 2019, and by 25% on 2020.

**Procurement advantages and stringent due diligence**

In addition to the successful growth of the sliced wear layer business in Europe and North America, CEO Hans-Joachim Danzer attributes the company’s strong growth to procurement: “In 2021, large customers who were looking for reliable hardwood supply from sustainable sources turned to the market leader for sliced hardwood in Europe and North America. Danzer employs the most extensive procurement organization in the industry and adheres to stringent due diligence protocols.” Virtually all of the wood processed by Danzer is certified under FSC®, PEFC® or similar programs. In addition, Danzer publishes regular reports on implementation of its Sustainability Agenda, which is aligned with the UN’S Sustainable Development Goals (SDG).

**Continuous investment, ongoing optimization of existing processes**

The company will continue to pursue its established strategy over the years to come. “At Danzer we focus on the areas in which we have a competitive advantage. We will continue to invest in systems for intelligent wood use and process automation,” confirmed Hans-Joachim Danzer. In 2021, Danzer further improved the optimization software of the automated cutting line for wear layers that Danzer installed at the Czech veneer plant in Melnik in 2020. This improved the yield from tree to product still further. Additionally, Danzer invested in improvements to its VS 4000 vertical slicing machines in the USA and Europe in 2021. The company is also continuing to invest in digitalization to increase production efficiency and allow new sales and marketing approaches. The product innovation highlights of 2021 included the development of a new decorated wood surface for an automotive customer in Asia.

Danzer aims to keep up with its growth trajectory in 2022. “In the current challenging climate, which is shaped by uncertainty and price increases for raw materials and operating supplies, we are planning to further expand our activities and continue growing,” Hans-Joachim Danzer noted.

**About Danzer**

Danzer is a hardwood company focusing on wood from temperate forests in the northern hemisphere. It has approximately 1,100 employees and services customers from 21 sales offices worldwide. Founded in 1932, Danzer is managed by a third-generation family member. The company produces sawn lumber, veneers and finished wood products. Danzer products are used in high-quality furniture, flooring, cars, interior architecture and other applications.

**Captions:**

**Image 1:** Danzer recorded revenue of EUR 170 million in 2021 – this represents a year-on-year increase of 25%.

**Image 2:** As the market leader, Danzer benefited considerably from the soaring demand for hardwood.

**Source:** Danzer, publication free of charge

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