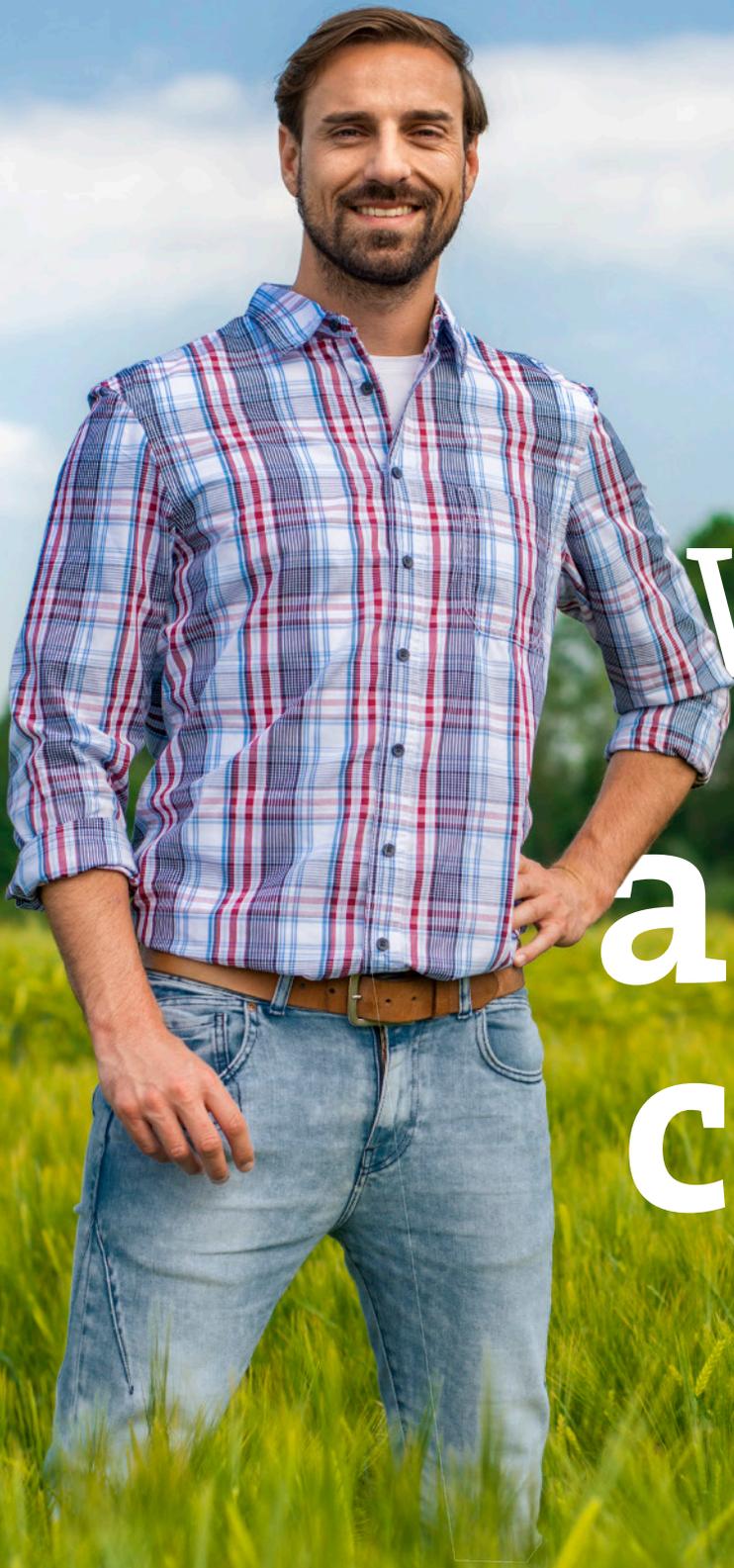


Creating  
growth  
together.



We  
are  
agri  
culture



## Collaboration

Our collaboration with you is a fundamental part of our success. „By people, for people“ is an integral part of our corporate culture. For over 125 years we have been doing business with you on an equal footing – from partner to partner, colleague to colleague, person to person. Our joint collaboration enables us to feed families and guarantee food for people in Germany, Europe and around the world. You are more than a customer or supplier to us – you are an individual and our partner, and you belong to the Beiselen family.

## Values

Having values and living up to them means a lot to us. Agriculture is not about quick profits and speedy rates of return for investors. Agriculture creates value from the soil. From the knowledge which is passed on from one generation to the next. Our decisions have lasting effects – they must ensure that added value is also guaranteed for future generations. This is why we plan and work with you collaboratively on the long term, in accordance with our values: Sustainability, consistency, reliability and fairness.

## Reliability

Reliability is our tradition. Based on this we create the momentum and dynamism for innovation. The markets we operate in demand flexibility and professionalism. As a family company with a flat hierarchy Beiselen lives up to these expectations. “Robust, reliable, independent”. Beiselen has been following this motto for over 125 years, creating success for all of us – because you can trust in our independent advice, our reliable logistics and our robust financing service.



We  
work  
together





We  
build on  
**trust**

### Trust

Trust is the basis of all strong relationships. We – that is you, our customers, partners and suppliers – together with the Beiselen employees. We all build on trust as our basis for working collaboratively as partners. Beiselen is an agricultural trading company operating in German-speaking countries. It offers an extensive range of products in the areas of seeds, fertilisers, plant protection, house and garden as well as films and harvest yarns. As our business partner, therefore, you can be confident that our advice as well as supply of products are tailored to your individual needs. As one of our trading partners in purchasing and sales, you can rely on us as a conscientious and responsible family company.

### Always close by

With 21 locations across Germany and Austria we are exactly where you need us to be. Regionally based, thus never far away. At our modern locations in your region, we are always pleased to extend a warm welcome to you as a local agricultural trading partner. As a large agricultural enterprise located in eastern Germany you have direct contact with our field sales team provide you with reliable and expert advice exactly where you need us.

In western Germany we have well-established subsidiaries, and agricultural commodity traders to respond to your requirements. We are familiar with your needs and desires – so we can respond directly and efficiently.

Whatever the structure of your business, and no matter on which level you are working with us, we are always close by. As a reliable partner, on equal terms.

### Advice and information

As an independent agricultural trading company, we are well-placed to provide you with customised advice. Whether on the phone, in person or via a brochure, our advisors compile all important information for you from our extensive range, adapted to your needs and with a regional focus. Over 125 years of experience enable us to provide this advisory service, based on our well-founded and regionally-specialised knowledge. We work responsibly and advise you according to your needs.





We  
provide  
**expertise**  
based on  
**experience**

### Supplies

A harvest year is very varied. In order to support you with every step, we offer a broad array of supplies.

And it all starts with sowing seeds: Our range of seeds has been selected to match your needs. It includes high-quality, modern certified seeds from renowned breeders. We therefore provide you with the basis for successful cultivation of grains, maize and rapeseed. We also stock grain legumes, grass and catch crop blends.

Fertiliser is essential for optimal plant growth. Hence we can guarantee you supplies at all times, we keep close contact with our producers and are consistently growing our business location network. As we maintain handling, storage, mixing and bagging facilities across Germany we are certain to have one in your local area.

Weed, disease and pest control – to enable your plants to grow healthily, we always keep the right products in stock in one of our twelve plant protection warehouses. In addition to your expertise and ideal climatic conditions, an optimal yield requires very specific plant protection. Whether for conventional, biotechnological or organic farming, we will find the right product for you.

To make our products even more attractive, we have also used our expertise to develop our own brands and launch them on the market. The range extends from seeds and fertilisers, plant protection and wetting agents through to films and harvest yarns.

Our selection of exclusively marketed and own brands help you to achieve success!

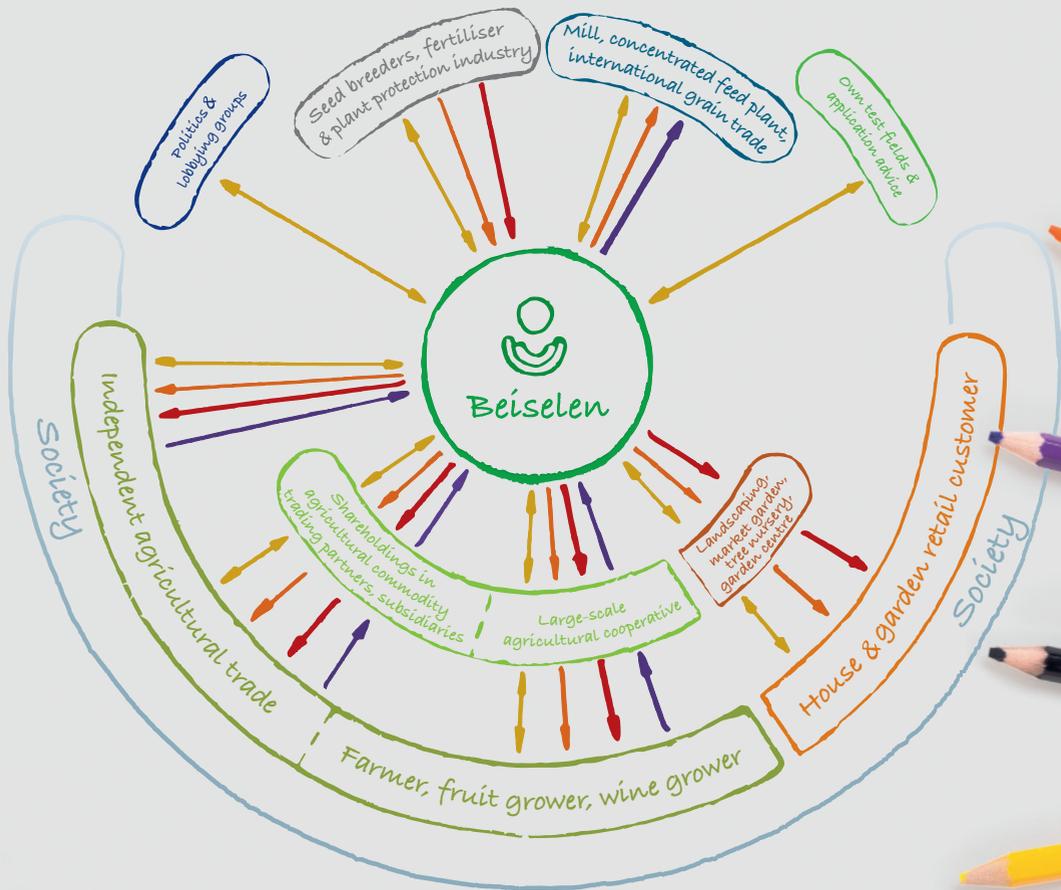
### Agricultural products

Your harvest is the basis of our shared future. This is why we do not only work with grains and oilseeds but also with all types of specialities. Our strong network of receiving depots and country stores enables a quick and uncomplicated registration of your harvest. At our locations, as well as those of our subsidiaries, we offer you transparent and timely quality analysis as well as optimal storage hygiene. Our grain and oilseed traders orientate themselves to national and international markets on a daily basis. This means we are able to pass on current and transparent market prices to you. We have established our business processes in such a way that our payments are just as uncomplicated and smooth as our harvest registration. We know how important your harvest is for the future of your business.



# Together we are stronger

- Information
- Services
- Agricultural supplies
- Agricultural products



## Information

- Independent, regionally-orientated advice
- Field tests, carried out independent of industry
- Networking with specialist associations, industry representatives and political organisations

## Performance and services

- Decentralised logistics
- Extensive warehousing
- Reliable supply capabilities
- On-time service
- Financing services

## Agricultural supplies

- Seeds
- Fertilisers
- Plant protection
- House and garden
- Films and harvest yarns

## Agricultural products

- Quick registration
- Uncomplicated processing
- Market rate conditions
- Reliable, on-time payments

**Locations** 01623 Lommatzsch • 17129 Tutow • 21441 Garstedt • 39126 Magdeburg • 48155 Münster • 49661 Cloppenburg • 50181 Bedburg • 67547 Worms • 77948 Friesenheim • 84109 Würth an der Isar • 88048 Friedrichshafen-Hirschlatt • 89077 Ulm • 97424 Schweinfurt • 99087 Erfurt • A-1230 Wien • A-4482 Ennsdorf

**Port locations** 01591 Riesa • 17493 Greifswald • 32339 Espelkamp • 39126 Magdeburg • 56112 Lahnstein • 59067 Hamm

**Subsidiaries** Börde Agrarhandel, Geseke-Langeneicke • Baden Agrarhandel, Friesenheim • Agrarhandel Erhardt, Feldkirchen • RW Agrar, Hofheim



Creating  
growth  
together.  
 Beiselen

Seeds

Fertilizers

Home & Garden



Plant Protection

Foils & Harvesting Yarns

Agricultural Products

  
Feldversuche



We  
work in  
partnership

### Service

Optimal availability of products, quick delivery and transparent prices are the high standards we strive for! And we enjoy the challenge. By means of our decentralised location structure and modern plant protection facilities distributed across Germany, the port locations as well as modern harvest registration facilities, at Beiselen we are able to offer you an all-round service. Our own logistics fleet, with specially trained drivers, reliably deliver your goods.

### Stability

Robust finances and good planning form the basis of a secure future. This is true for trade as well as agriculture. In order to do justice to market developments Beiselen has actively expanded its shareholdings in agricultural commodity trading partners over recent years. A number of these companies have meanwhile become 100% subsidiaries of Beiselen GmbH and offer services and products to farmers in their region.

### Flexibility

No matter how carefully you plan, responding to unforeseeable events requires flexibility. Beiselen – or one of our subsidiaries – is the flexible and adaptable partner for you. Because of our 125 years of experience we are aware of the challenges and problems which confront you on a daily basis. Here also, we are available to work in partnership with you.



### Services – What we provide

Agriculture is as diverse and multifaceted as life itself. And this is why our services and the range we provide for you as an agricultural trader or farmer are just as varied. We support you with every aspect of your daily working and planning for the future.

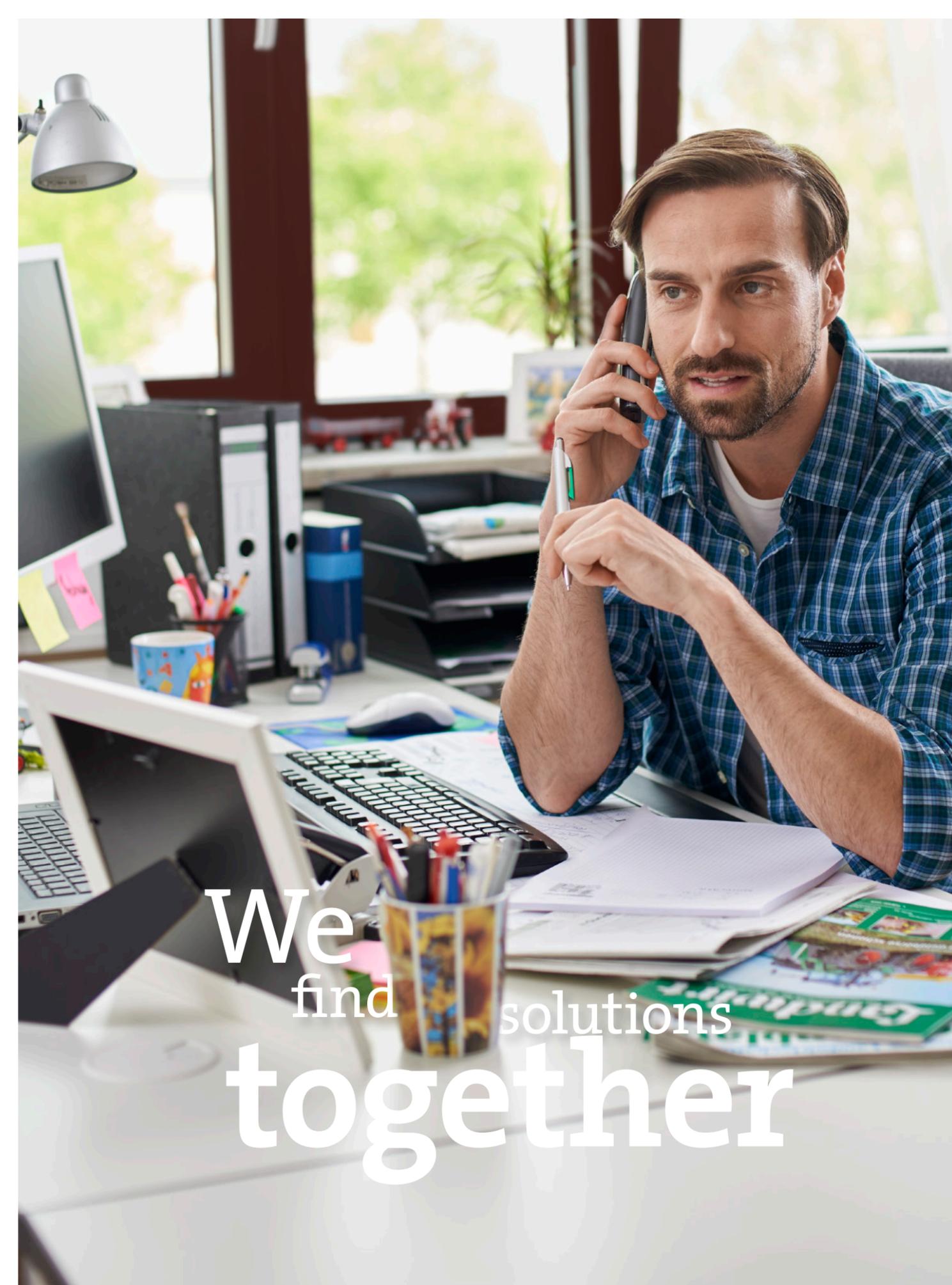
Our decentralised logistics ensure reliable delivery of all stocked products. Our advisers visit your place and offer recommendations specially tailored to suit your individual situation and regional needs. Our staff advise you on possibilities concerning how we can bear your risk together. Get in touch with us to discuss harvest financing or flexible payment models, for example. We find solutions.

### Responsibility

We share the responsibility with you. So we do not focus our plans on short term beneficial dividends for shareholders. We plan for the long term, with consideration for the generations who created this family company as well as those who will lead it into the future. Just like you, we don't simply plan for tomorrow but rather manage our company with a view to the future of generations to come.

### Connections

Over recent years agriculture has lost society's awareness. It is precisely the people working in the rural and agricultural sector, who guarantee the livelihood for this society. It is all the more important, therefore, for us to stand together hand-in-hand, to rise to the challenges of coming years. It is time to find new approaches which restore the fundamental importance which agriculture deserves. Beiselen is working actively in a wide variety of lobbying groups and associations in order to help responsibly shape the essential processes for future change.



We  
find solutions  
together





Creating  
growth  
together.



We are  
family

### We are family

For us family is not only about our kin. At Beiselen the community of people committed to the same values and objectives as us are considered family. And – as a family company – we are just as committed to you as a business partner as we are to our employees. Agriculture in the 21st century presents considera-

ble challenges to us all. We can only overcome these together by pursuing the same objectives and collaborating. Just as in a family, in which the decisions made by previous generations influence today's generation and their decisions, in turn, secure the future of generations to come.

This is our vision. It is what drives us forwards – creating growth, together. Together with you we are advancing agriculture, integrating innovations and securing the livelihoods of future generations. Be part of this vision. Become part of the Beiselen family!



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