



General Press Information from the Tönnies Group

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The Company

Tönnies is a multi-level company with business activities in the food industry around the world. The eight business sectors are Meat-Pork, Meat-Beef, Convenience, Sausages, Ingredients, Logistics, International as well as Central Services. The core business of the family company founded in 1971 is the slaughter, butchering, and processing of pigs, sows, and cattle.

The Meat Pork and Beef Division

The Tönnies success story started with its unique quality and freshness concept. With the sustainable "Biological Unit" of slaughtering, butchering, and packaging all under one roof, this philosophy ensures the highest level of product freshness. The basis for the downstream processing steps and consumption phases is the quality meat which is produced "inline" by the Tönnies group, and is a recognized concept both domestically and internationally.

The key to freshness and quality assurance is the integrated and seamless documented inline production all under one roof. During the production processes, from slaughtering to the finished product at a single location cooling and hygiene are not interrupted at any stage.

With more than forty years of experience and technological high performance, Tönnies meat has made a quantum leap in quality meat production with the introduction of fully automated butchering. Cutting, processing, and packaging to meet customer's demands is a challenge we are glad to accept and one which we can handle better than almost anyone else. Our specific services and abilities are in demand around the world.

The Meat Division is divided into the Pork and Beef segments. Due to the different production locations and individual requirements for slaughtering, butchering and processing of pork and beef, the division was split into two

segments in 2018. The Pork segment is managed by Frank Duffe. Karl-Heinz Schlegel is responsible for the Beef segment.

The Convenience Division

The Convenience Division is managed by our subsidiary, Tillman's Convenience GmbH. To meet the requirements of the various markets and the requests and demands of our customers and trade partners, the locations for Convenience are highly specialized and individualised.

We are the European specialists for fresh self-service packaged meat. We offer both our domestic and international customers a wide range of products, which includes fast-moving basic items as well as specialty and seasonal items. In the area of frozen food the diverse and innovative product line of strong selling frozen products is based on high-quality raw ingredients that can be prepared easily and are sure to turn out well. Fresh Convenience is one of the growth product lines of the future. Health, variety, easy handling, and top quality all play an important role for consumers. The Convenience Division is managed by Jörn Evers

The Sausages Division

The zur Mühlen Group with headquarters in Böklund is one of Europe's leading companies in the meat and sausage sector. In Germany the group is the market leader in the field of self-service sausages and canned sausage meat. With more than 4,000 employees, the zur Mühlen Group produces more than 2 billion consumer packages per year. The group of companies includes popular sausage brands such as Böklunder, Gutfried, Könecke, Redlefsen, Schulte, hareico, Plumrose or Original Lechtaler.

The production lines of the zur Mühlen Group are among the most advanced in the world and represent the very latest machine technology. With the aim of guaranteeing absolute product safety and quality to its end consumers, the zur Mühlen Group has invested more than 230 million Euro in the further development of operating processes and modernisation of its production facilities over the past 18 years. Pioneering industrial machinery technology, robot technology and the latest CNC control systems have been integrated into all plants and are now standard within the zur Mühlen Group.

In the plants, many processes along the production line are fully automated with the latest CNC control systems. For example, in the smokehouses in Böklund, 25 gondolas are fed into the smoking process on computer controlled conveyor

rails. After this, the required quantity of sausages is gently inserted into jars by machine. In this way, Europe's most modern sausage robot produces 6-8 tons of "Würstchen vom Lande" (country sausages) per shift.

The zur Mühlen Group high-tech production lines enable efficient and flexible production of prize-winning quality products including self-service sausages, sliced meat, fresh products, sausages and convenience products of all kinds.

In addition to highly automated production plants, manual work also plays a very important role. Highly qualified employees produce meat and sausage products according to traditional recipes. In addition they also develop new, seasonal trend products for the retail trade and refine new recipes. With this, dedicated and highly qualified employees ensure the high quality of each individual product and guarantee the success of the group with their daily work. Within the zur Mühlen Group, knowledge transfer between the various locations also contributes to the ability of being able to rapidly and flexibly respond to almost all customer requirements.

The Sausages Division is managed by Axel Knau and Maximilian Tönnies.

The Ingredients Division

The Ingredients Division produces and markets the valuable by-products resulting from food production. These rigorously inspected animal and vegetable raw ingredients are used to create end products with high added value, best quality, and versatile functionality.

Innovative technologies and production processes at all companies in the "Ingredients" division form the basis for manufacturing end products such as protein, fat, and meal that we also develop and produce on the basis of customer-specific specifications and requirements. They are used in a variety of applications in the areas of pharmaceuticals, foods, and animal feeds. The division is managed by Frank Duffe.

The Logistics Division

TEVEX Logistics GmbH, with headquarters in the East Westphalian town of Rheda-Wiedenbrück, is an international cross-industry transport and logistics service provider. The transport company belonging to the Tönnies Group employs 580 employees and specializes in the field of temperature-controlled transport and warehouse logistics. Tevex offers its customers a closed cold chain for temperature control from -30 to +25 °C.

Tevox' areas of expertise include the design of custom logistics solutions as well as the complete organization of the entire logistics chain from commissioning and labeling to the warehousing of cold and dry goods and international transport logistics. The latter includes combined transport by rail and ship. The in-house vehicle fleet consists of more than 300 vehicles. In order to ensure that all goods reach their destination without any problems, Tevox uses modern telematics systems and satellite monitored temperature control. With its own subsidiary, Tevox Logistics GmbH is represented at three locations in Germany, one location in Poland, and an additional location in Austria. The division is headed by the three managers Norbert Maas, Dirk Mutlak and Markus Stühlinger

The International Division

The international activities of the Tönnies group are managed and implemented from the corporate headquarters in Rheda-Wiedenbrück as well as from the current total of 16 international offices. As part of Tönnies' stepwise internationalization strategy, various targeted activities are planned and implemented in different countries.

With key production locations in Germany, Denmark, Great Britain, France, and Poland, Tönnies distributes quality meat around the world. Tönnies is also establishing facilities in other countries for preliminary production stages such as feedlots in order to build up a basis there to increase production in the future. These countries offer promising export markets and strategic locations for the future. The division is managed by Frank Duffe.

The Central Services Division

Central Services Division combines Administration, HR and Accounting, as well as Approval Processes, IT and Central Purchasing. This cross-location combination of central services enables lean structures with short decision routes. The division is headed by Managers Dr. Andreas Hennige, Christian Kreuter and Ralf-Thomas Reichrath.

Company development

Almost a century has passed since Klemens Tönnies Sr. founded a butcher's shop in Rheda's old town. Since this time, Tönnies has evolved into an international corporation with its core business in the slaughtering, butchering, and processing of pigs, sows, and beef cattle. The corporation has some of the most state-of-the-art slaughtering and butchering operations in the world, and exports more than 50 per cent of its products (by weight) to other countries. For some time now, Tönnies has consistently pursued a strategy for growth and internationalization in order to tap into specific key international markets.

Origin: Butcher Klemens Tönnies Sr. opens a small butcher's shop in Rheda's old town where he slaughters and butchers seven to ten pigs per week. His sons Bernd and Clemens Tönnies follow in his footsteps and also train as butchers.

1971: Bernd Tönnies founds the current family business as a wholesaler for meat and sausages. A short time later, Clemens joins the company, by which time it employs about 20 people.

1974: The fledgling company is able to adapt the division of labour used in other industries for the meat industry. As a result, the company continues to grow, which leads the company to relocate to Herzebrock. The number of employees increases to 60.

1977: The new location in Herzebrock's industrial area begins production. The company continues to grow rapidly.

1990: The Tönnies group takes over the pig slaughterhouse in Weissenfels, Saxony-Anhalt. Since the acquisition, more than 200 million euros have been invested in the location. Today, the company employs about 2,200 workers here and produces around 2,300 tons of quality meat.

1992: The Tönnies brothers commission construction of a new, state-of-the-art butchering facility in their home town. According to the concept of a "biological unit", Tönnies plans and establishes a continuous, uninterrupted production chain for producing quality meat.

1997: The state-of-the-art butchering facility is completed. Slaughtering and butchering take place in one single biological unit for the first time. In addition, inline production is implemented (i.e. the concept of a continuous and uninterrupted production chain). At the same time, about 400 jobs are created.

1999: The Tillman's brand is launched. Frozen products are initially marketed under this label. This is followed by the development and marketing of fresh self-service meat products as well as the convenience products with which Tillman's has established itself in the market.

1999: In Sögel, a pig slaughtering and butchering facility is opened. The products manufactured here are sold under the brand name Weidemark Fleischwaren. About 800 employees currently work at this location.

2000: In Rheda, the company now employs 1,950 workers and has 50,000 m² of roofed production space.

2001: In Rheda, a newly erected meat market is opened. All sales areas (beef, pork, sow meat, convenience meat, export goods) are brought together within the sales department for short distances and communications channels. The information exchange is the basis for successful customer service and marketing.

2003: With the start of fully automated butchering, the Tönnies group is more than just the most modern slaughterhouse in Europe: computer-controlled butchering units carry out the necessary cutting and prepare the required cuts for further processing. The company thus also makes a quantum leap in quality enhancement.

2004: In January, use of the “TAZB System” begins. This is the first animal welfare automatic conveying and anaesthetizing system, and enables maximum animal welfare with the highest possible meat quality.

2004: During the inaugural German Butchery Championship in September 2004, the Aktion Kinderträume e. V. association is founded to help children in need.

2005: The slaughtering of pigs begins at the Brørup location in Denmark.

2005: The completion of Europe’s most modern frozen terminal in Rheda marks another step forward toward quality assurance for meat.

2006: The company celebrates its 35th anniversary and now employs 4,900 workers. The current slaughter output is 8 million pigs per year. The group is present in Europe with sales offices and subsidiaries. The export share is around 33 per cent.

2007: Tillman’s presents the Tillman’s Toasty, the world’s first meat snack for toasting, at the German food industry trade show Anuga and is awarded the 2007 Innovation Prize for Taste. A short time later, Tillman’s Toasty is also available for purchase at retailers.

2009: With the construction of the factory outlet and the adjoining restaurant at the operating facility in Rheda, the company opens up to the public. The restaurant and factory outlet are visited daily by several hundred people from across the region.

2011: The new social and administration building in Rheda is completed and inaugurated. Covering approximately 17,000 m², the complex features a day care centre and fitness studio.

2012: The newly opened Tönnies Arena at the headquarters in Rheda can seat about 4,000 spectators. The around 20 factory teams and other football clubs from the local region can train and play here.

2014: The Tönnies group employs about 10,000 workers. 17 million pigs are slaughtered annually.

2016: With the integration of the Danish pig slaughtering and butchering operations at Tican, the Tönnies group continues to grow. The acquisition represents an additional step in the internationalization of the Tönnies group. 12,000 employees now work for the Tönnies group. The share of exports is more than 50 per cent.

2017: Shareholders Clemens and Robert Tönnies agree a new organisational structure. Maximilian Tönnies, the son of Clemens Tönnies, is appointed as a shareholder.

2018: The company focuses its growth strategy and specialises its locations. The production locations Herzebrock (Tillmans), Verl (Astro), Marten (Gütersloh) are closed and consolidated at other locations. At the same time, Tönnies leads the sustainable development of the sector with the topics of animal welfare, transparency and sustainability.