



Beekeeping around the world

Germany



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Topography an Climate

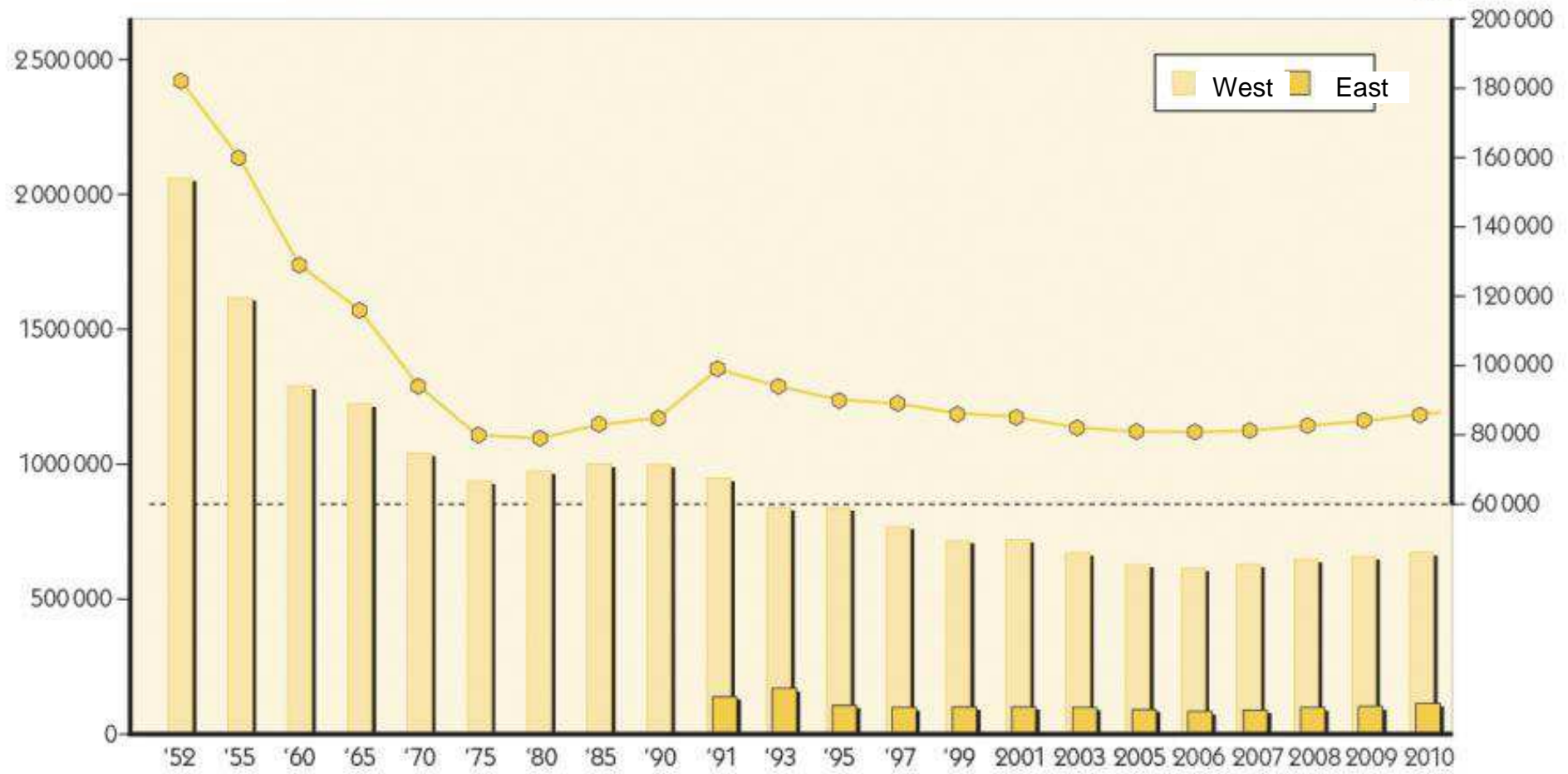


- Most of Germany has a temperate seasonal climate in which humid westerly winds predominate.
- In the north-west and the north the climate is oceanic. Rainfall occurs year-round, especially in the summer. Winters are mild and summers tend to be cool, though temperatures can exceed 30 ° C (86 ° F).
- The east has a more continental climate; winters can be very cold and summers very warm, and long dry periods are frequent.
- Central and southern Germany are transition regions which vary from moderately oceanic to continental.
- The Alpine regions in the extreme south and, to a lesser degree, some areas of the Central German Uplands have a mountain climate, characterised by lower temperatures and greater precipitation.

Beekeepers and Colonies

Colonies

Beekeepers



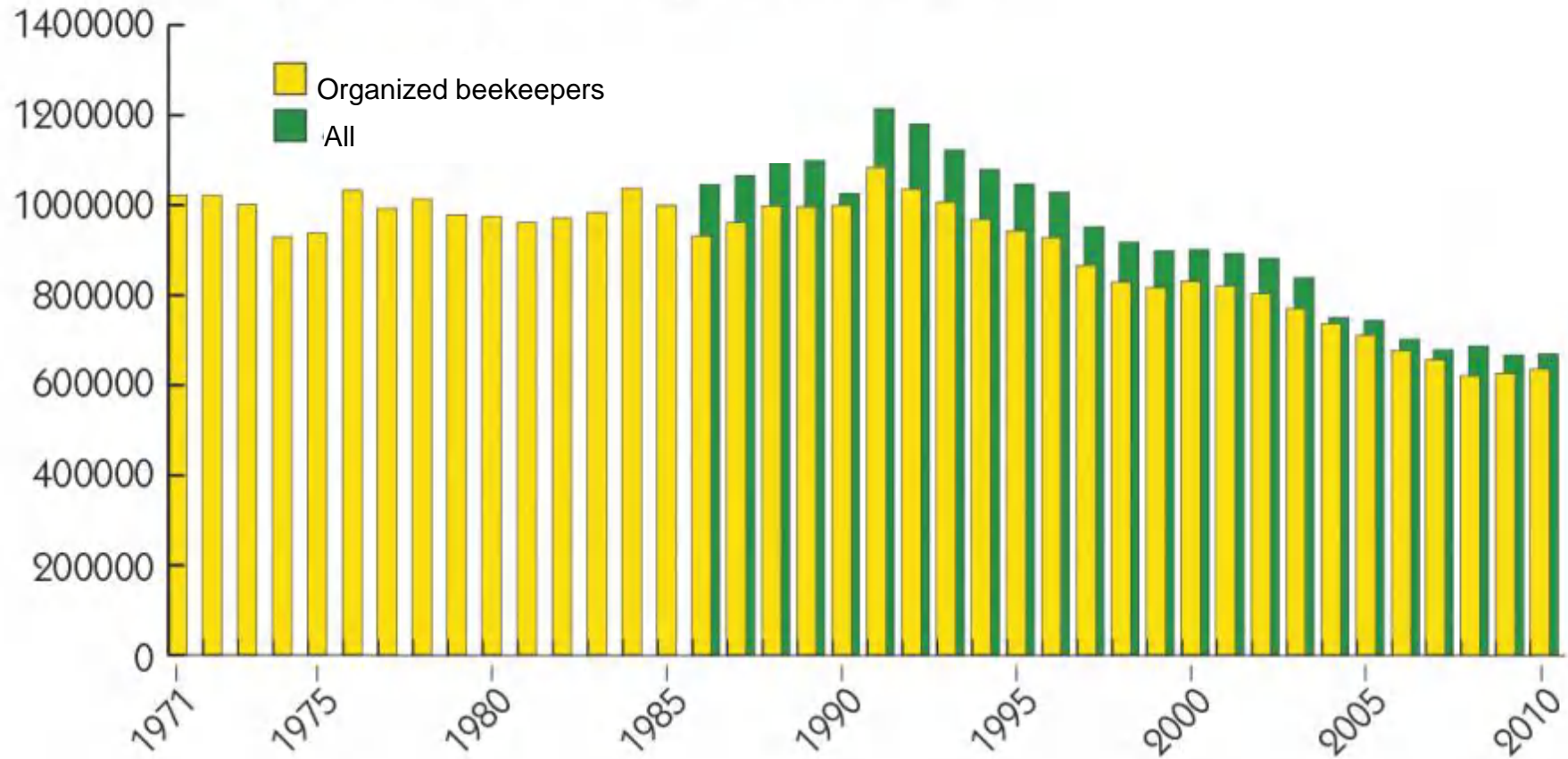
Source: DIB

Beekeepers and Colonies

- Average 7,5 Colonies per beekeeper
- Less than one percent professional beekeepers, but plenty of semi-professionals.
 - 1–20 colonies: 80 % of beekeepers
 - 21–50 colonies: 18 % of beekeepers
 - More than 50 Völker: 2 % of beekeepers
- Beekeepers with 25 colonies or more have to pay into insurance system. Some allocate their hives to family members to avoid this threshold.

Hives

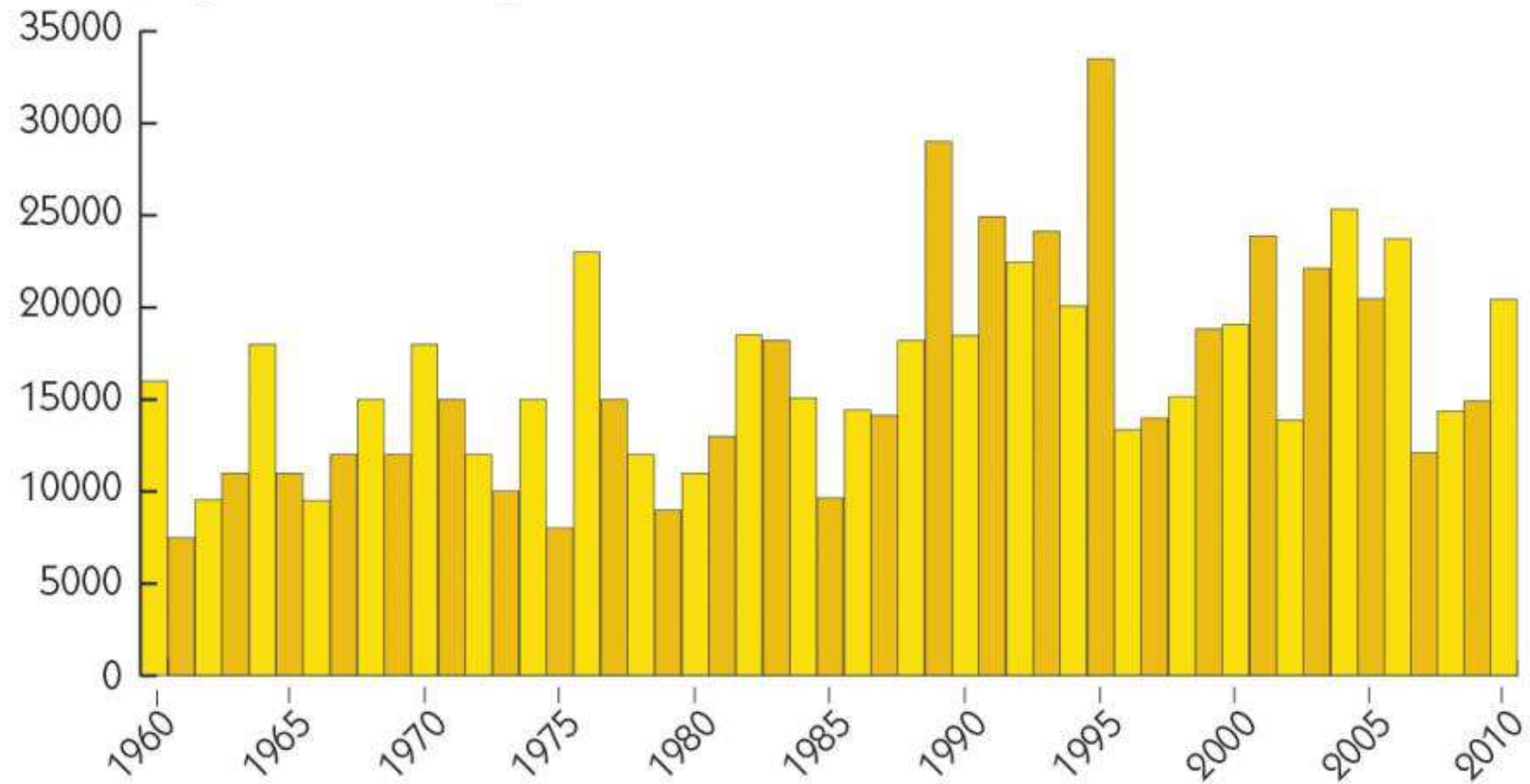
Number of hives as of Dec. 31st - (estimated)



Source: DIB

Honey Production

Estimated production in tons



Source: DIB

Marketing of Honey

- German beekeepers to a large extent market directly to the consumer.

Marketing of Honey

At home or in regional stores



Marketing of Honey Markets and Events



Christmas is
biggest season



German Beekeepers serve a particular market segment

- Only 20% of the honey sold in Germany is local production.
- Our customers pay a premium for
 - natural
 - regional
 - gmo-free
 - certified organic (increasing percentage)
- Other customers (80%) buy lower priced imported honey.

Farmers and beekeepers working together ...



Baden-Württemberg

Bayern

Hessen

Nordrhein Westfalen (neu dazu)

tegut...

gute Lebensmittel

REWE



Current issues

- High insurance rates. Big hike in fees.
- Rapidly increase of cultivation of corn for Bio-Gas.
- Pesticide regulation
- Customers demand GMO-free products. Beekeepers have to meet this demand.