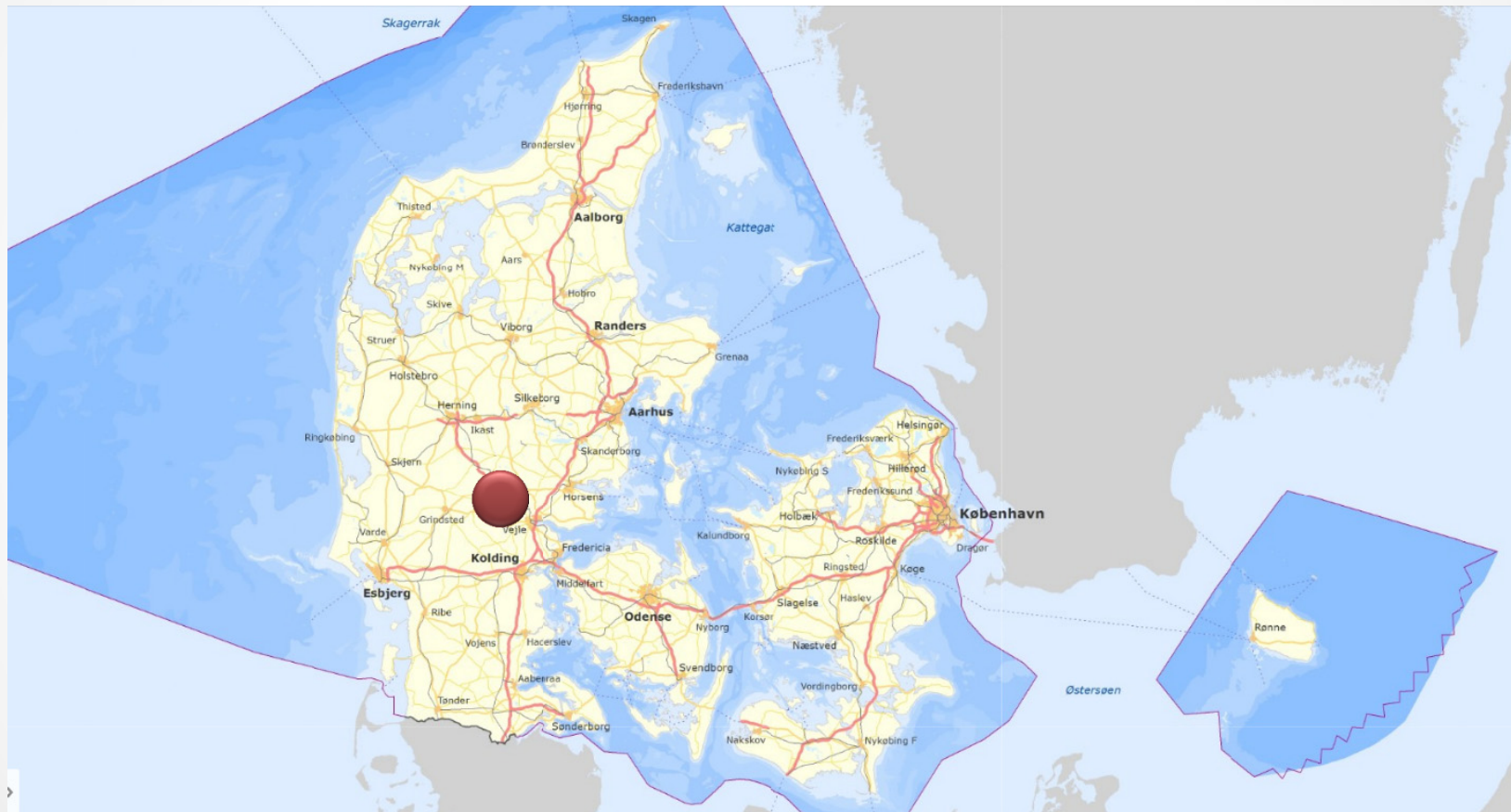


EAAP 28/8 2014



Søren Søndergaard

Who am I ?

- Pig Farmer in DK
- Born and raised at a pig farm
- Agricultural College + Agrar Economist
- Have travelled around the world
 - Seen pig production many places

Agenda

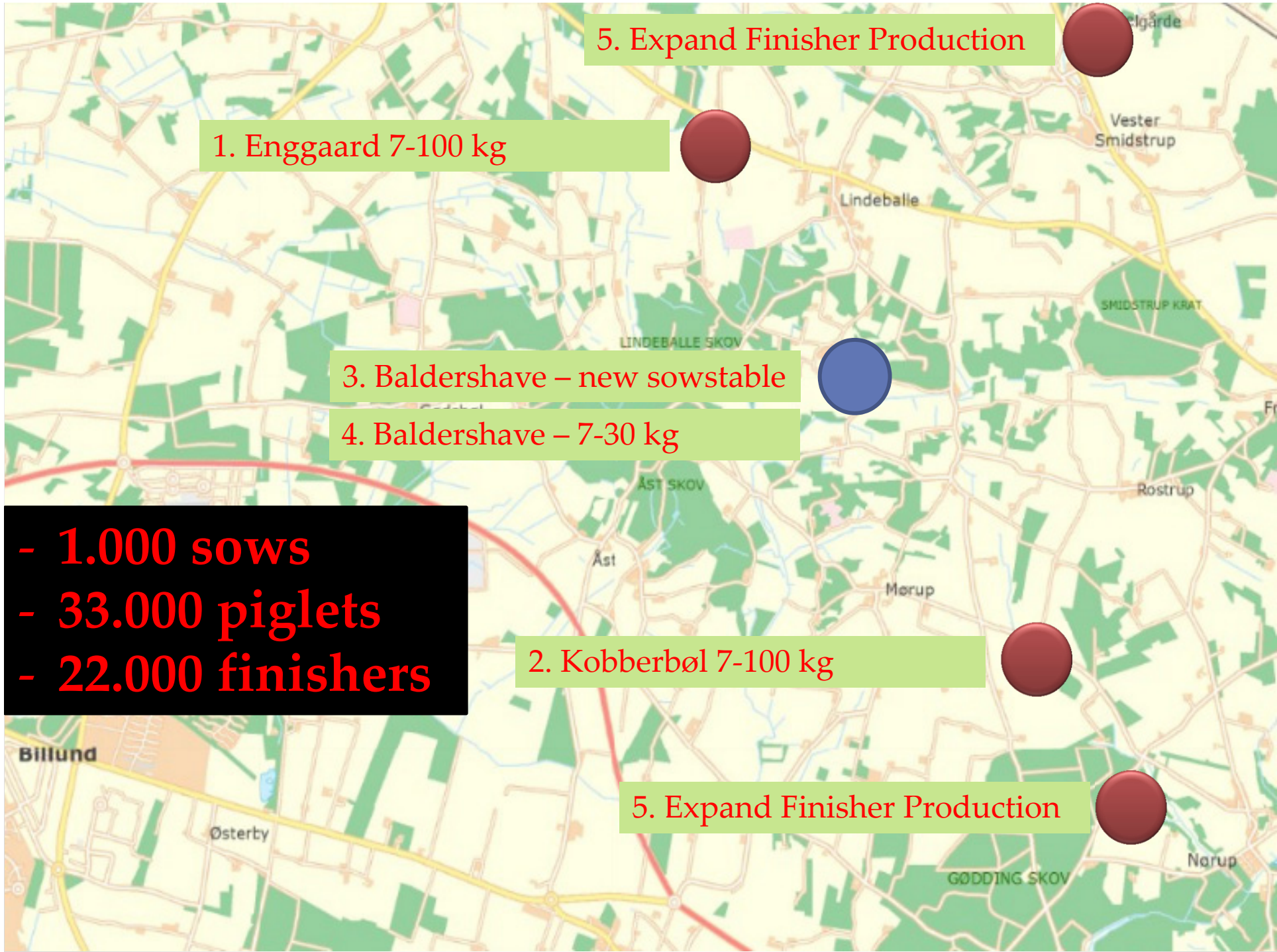
- Production today
- Strategy 2003 - 2014
- Economy 2013
- Plan for the future
- Why Denmark ?



2003 situation

- Baldershave
 - 350 sows – 50 % full line
- Enggaard
 - 350 sows – 50 % full line
- Strategy for future business
 - 5 step plan





5. Expand Finisher Production

1. Enggaard 7-100 kg

3. Baldershave – new sowstable

4. Baldershave – 7-30 kg

- 1.000 sows
- 33.000 piglets
- 22.000 finishers

2. Kobberbøl 7-100 kg

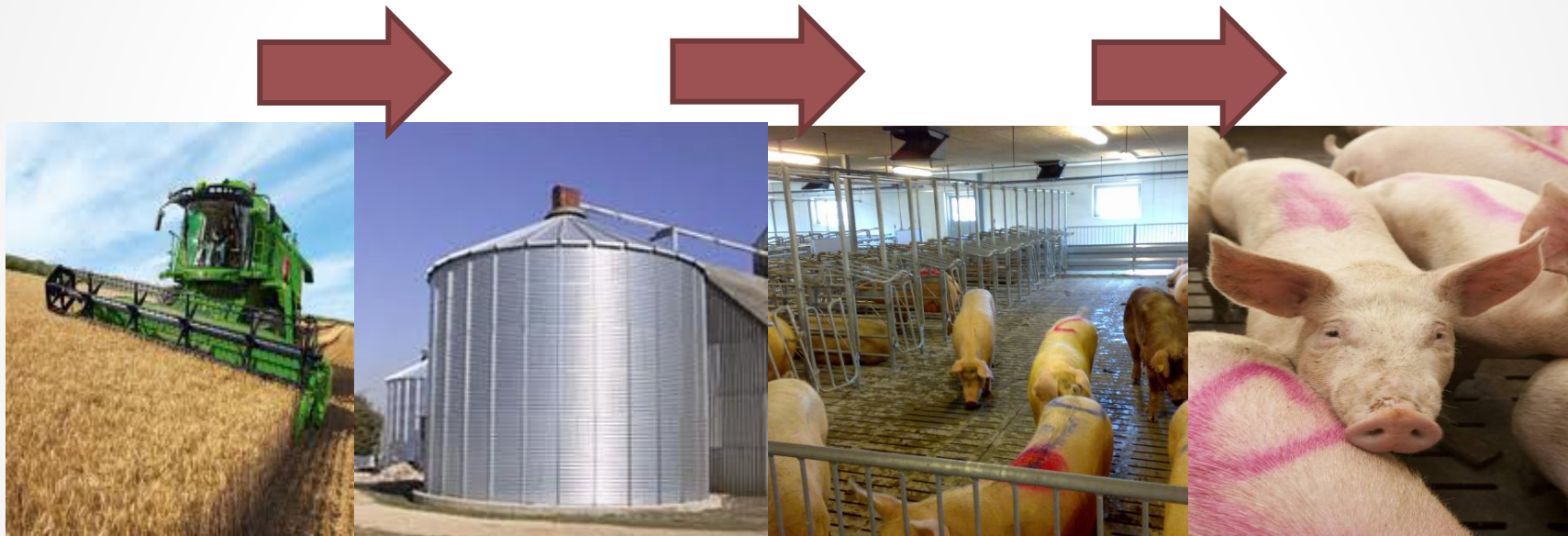
5. Expand Finisher Production

Field production

- **Grain**
 - 700 ha with grain – barley, wheat, rye, oats.
- **Blueberries + Potatoes + Onions**
 - 50 ha
- **Cattle and grass lands**
 - 65 ha protected grass land with Hereford cattle herd

Fieldplan 2014 covers 800 ha

Strategy



Grain
production

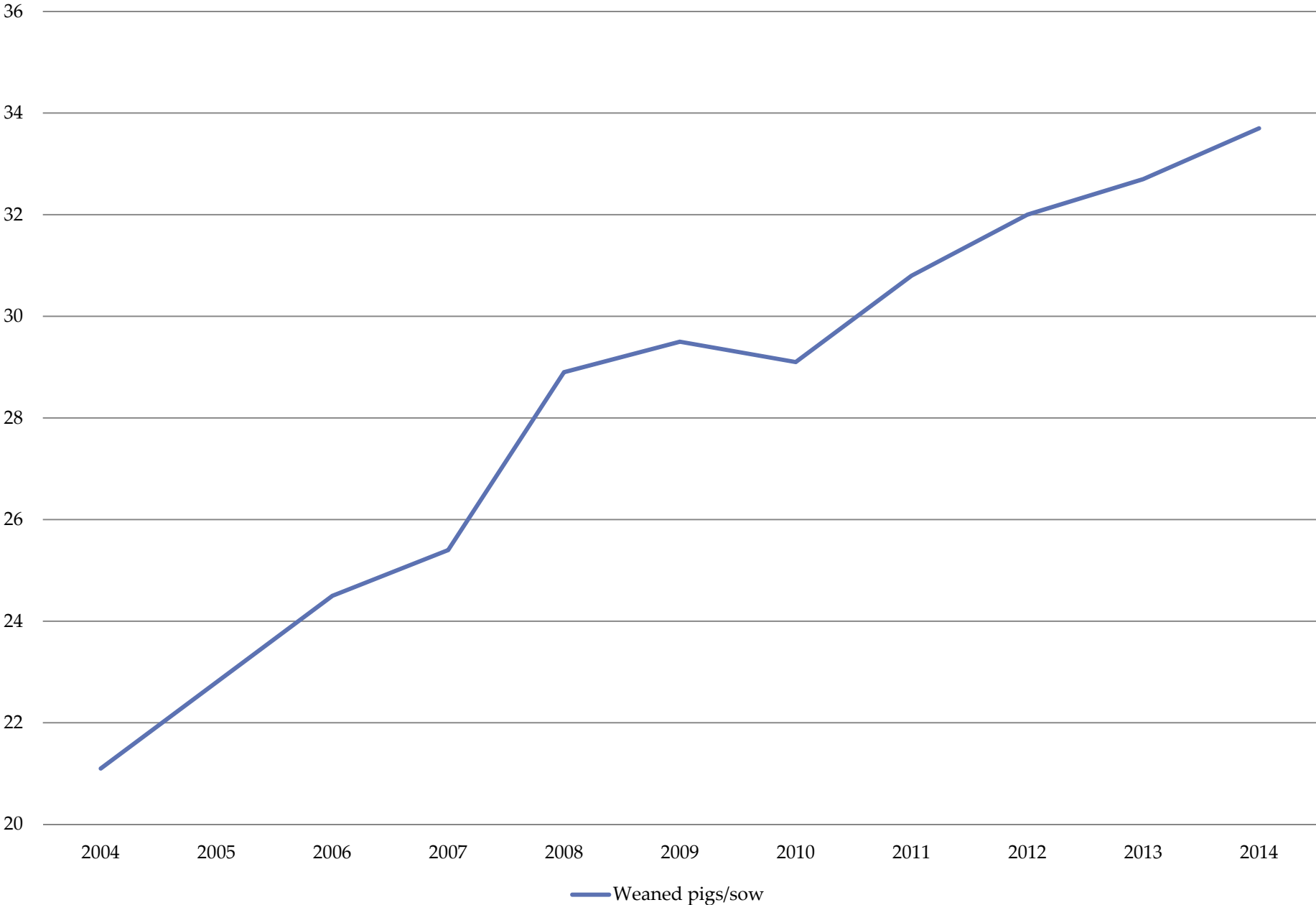
Storage +
feed production

1.000
sows

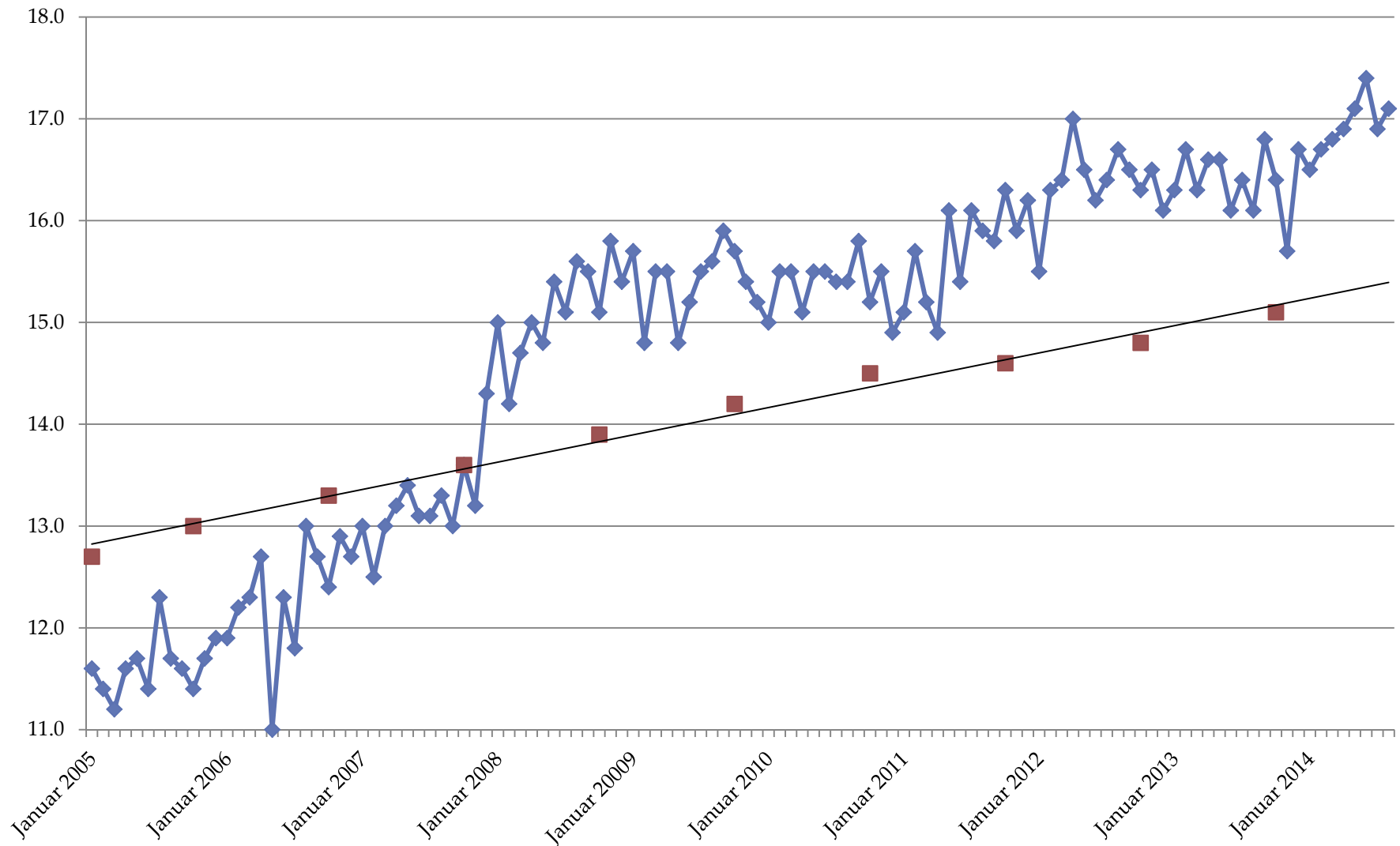
7-100 kg

Our Value chain

Weaned pigs/sow



Liveborn/litter 2005-2014



Results 2013

- A good year – the best in my time!
- Breakeven at 10,70 kr/kg (1,45 euro/kg)
- Grain price at 1,45 kr/kg (195 euro/ton)
- Soya price at 3,10 kr/kg (420 euro/ton)
- Manure picked up by field = no costs!



2020 Strategy

- **1.000 sows full line**
 - 7-30 kg pigs at 1 location
 - Finishers at 2-4 locations
- **2.000 sows – 70.000 30 kg pigs**
 - 7-30 kg pigs at 1 location
 - Sell 30 kg pigs
 - Finishers in some degree
- **1.000 sows – production of breeding gilts**
 - High value strategy

•



Why Denmark ?

- Infrastructure!
 - Feed
 - Capital
 - Pigs
 - Transport
 - Stables
- Transparency – we know what we have
- High Price Products – the future demand?
- A good life close to my family 😊



Challenges in Denmark ?

- Political headwind
- Staff with interest for pig production can be difficult to find and recruit
- High costs
 - Mainly salaries (Union pressure)
- Extremely strict environment rules





















Thank you! - Questions ?