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
1. Enggaard 7-100 kg
2. Kobberbøl 7-100 kg
3. Baldershave – new sowstable
4. Baldershave – 7-30 kg
5. Expand Finisher Production

- 1,000 sows
- 33,000 piglets
- 22,000 finishers
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

Our Value chain

- Grain production
- Storage + feed production
- 1,000 sows
- 7-100 kg
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!
  o Feed
  o Capital
  o Pigs
  o Transport
  o 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
  o Mainly salaryes (Union pressure)

• Extremely strict enviroment rules
Thank you! - Questions ?