

# Market potentials for sustainable products....

Kerstin Sigfridson Lantmännen

# Our Base Is the Value Chain from Field to Fork in Northern Europe

- Lantmännen is an agricultural cooperative and Northern Europe's leading player in agriculture, machinery, bioenergy and food.
- We are owned by 19 000 farmers, have 10 000 employees, operations in some 20 countries, and an annual turnover of SEK 45 billion.



Chairman of the Board:  
**Per Lindahl**



Group President and CEO:  
**Per Olof Nyman**



# Lantmännen's Businesses

Agriculture Sector



**44%**

of group net sales

Energy Sector



**8%**

of group net sales

Food Sector



**31%**

of group net sales

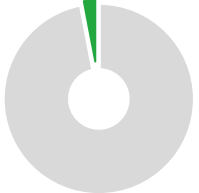
Swecon Business Area



**16%**

of group net sales

Real Estate Business Area



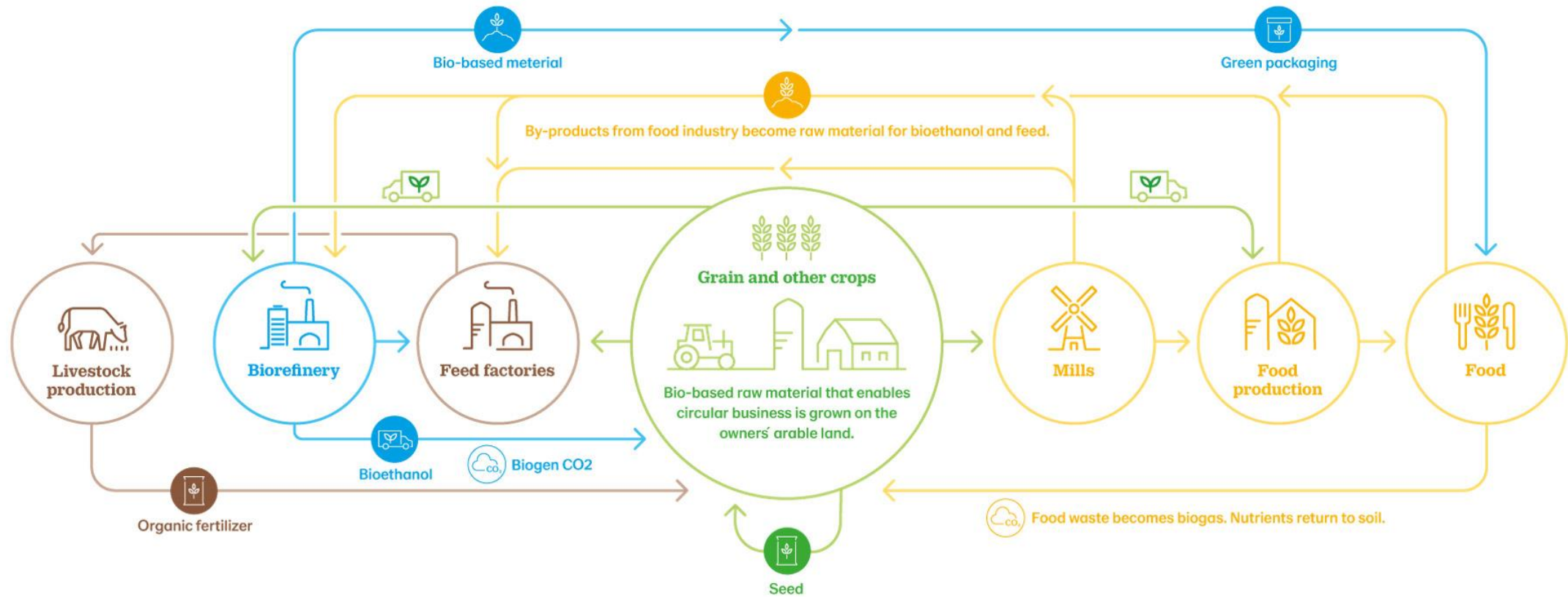
**1%**

of group net sales





# Operations Throughout the Chain from Field to Fork Equals Opportunities to Contribute to a Circular Economy



# We do research for the future

Lantmännen drive the development of the grain value chain.  
We invest MSEK 250-300 annually in research and development to enhance the value of grain from field to fork

**Lantmännen's Research Foundation** is our own foundation that invests in external research at universities, colleges and institutes.

We invest MSEK 25 per year.



## Examples of current research projects

- Mapping of the DNA of oat
- Better bread quality and fractionation of grain
- Improved precision farming
- Materials of the future



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LANTMÄNNENS  
FORSKNINGSSTIFTELSE

## Examples of current research projects

- Mapping of the DNA of oat
- Better bread quality and fractionation of grain
- Improved precision farming
- Materials of the future
- Climate-smart feed phosphate by EasyMining (2020)



# The discussion leading to the project approval

- ☹️ Is it even possible?
- ☹️ It can never be done "clean enough"
- ☹️ EU will never change or it will take ages for EU to change
- ☹️ Why spend money on a digestibility project before we know more
- ☹️ .....



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- ☹️ .....
- 😊 We will run out of apatite
- 😊 Europe has limited findings
  - 😊 Some mines are in Russia...
  - 😊 China will increase it's need for P
- 😊 P output from a lot of sources is damaging the environment
- 😊 We must learn how to recycle
- 😊 It will be easier to push the EU legislation to an approval if we know how well the animals can use the PCP





# Will we buy it?

- It depends.....
  - ✓ It must of course be allowed!
  - ✓ It must meet the Lantmännen quality standards
  - ✓ Is the digestibility data good enough?
  - ✓ Is the digestibility data stable?
  - ✓ Can we claim environmental advantages?
  - ✓ Is the price competitive?

Yes

We will use recycled phosphorus of high quality in our feed products

**Lantmännen will continue to work for an increase of recycled raw materials in our products.**



# Thank you for your attention!

Kerstin Sigfridson Lantmännen Lantbruk

