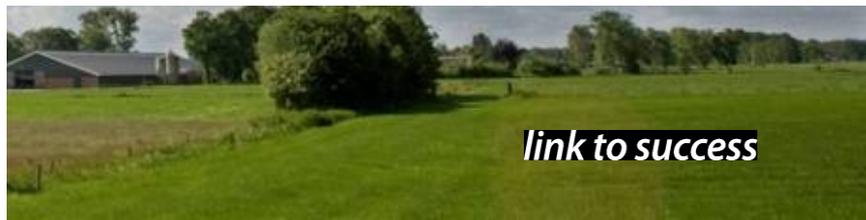




# Dutch Feed perspective on Sustainability

Ruud Tijssens

Director Corporate Affairs



*link to success*

# What is Agrifirm? In a nutshell

- Started in 2010 as a merger of co-ops Cehave Landbouwbelang and Agrifirm.
- Holding with subsidiaries in livestock and arable farming.
- International company, worldwide sales, production in Europe and China.
- Members in the Netherlands: 18,000 farmers.
- 3,306 fte, over 3,500 employees.
- Turnover 2012: € 2.4 billion.

# Our mission

Agrifirm creates **value for its members**:

- Our subsidiaries support clients by offering sustainable, profitable concepts to achieve the best results.
- Value growth of the company is transferred to the members by distribution of profit.

# Financial (2012)

**Turnover:**

€ 2,4 billion

**Group Equity:**

€ 382 million

**Solvency:**

42,7%

# Intriguing definition of sustainability

- Brundtland, 1987:

*Sustainable development is development that meets the needs of the present generation without compromising the ability of future generations to meet their own needs.*



# Our motto ...?

## Sustainability at Agrifirm

- "Without healthy financial returns to our members and our company is not a sustainable future"
- But also: So act that the needs of present generations can be completed, without limiting the ability of future generations

# Major challenges ahead

Global challenges:

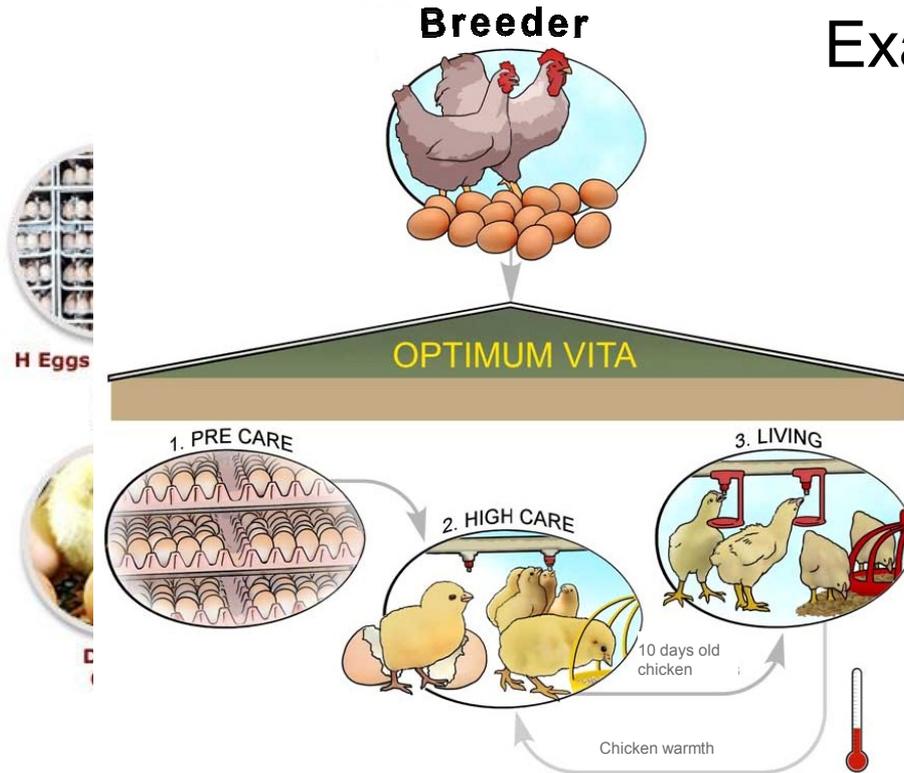
- 2050: up to 9 billion people have to be nourished
- Shortage of non-renewable resources
- Reduce the environmental impact

Local or regional challenges: Acceptance of modern livestock farming

Bridging these two challenges

# Often: reduction environmental footprint connected to increasing efficiency

Example: Optima Vita



# Main driver: Efficiency & cost price reduction – but ...

Example: Optima Vita

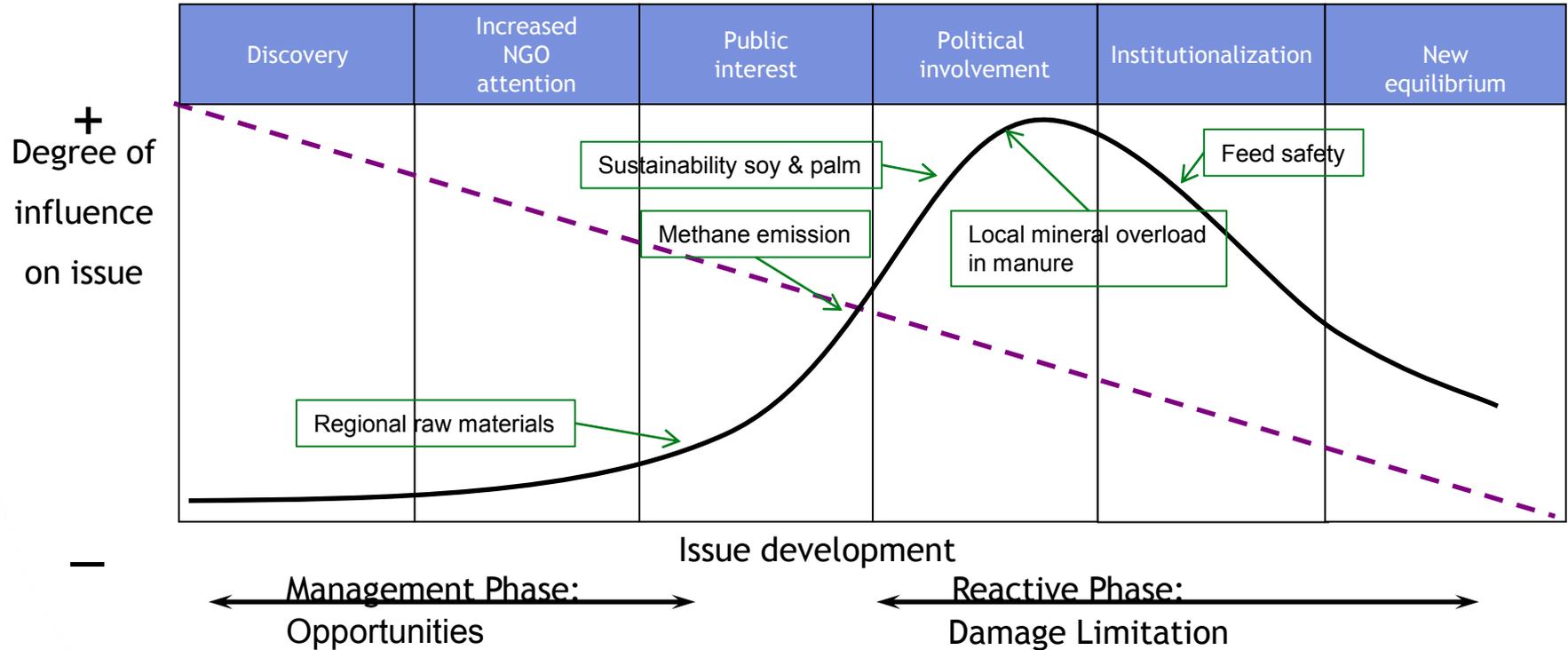
Theme	Sustainability indicator	Result compared NL average
Fosfate and nitrogen reduction	P-efficiency	3% improvement
	N-efficiency	3% improvement
Antibiotic reduction	Animal day doses	No preventive antibiotics
Climate change	Carbon footprint Methaan emission	14% better
Use of reststromen	% co-products	Equal
Biodiversity	Land use	3% less

# Often reduce environmental footprint goes hand in hand with increasing efficiency

## Soliq: Liquid feeding for laying hens

Theme	Sustainability indicator	Result * * Results compared with reference feeding strategy as used at trials at the research farm of Agrifirm Innovation Center
Fosphate and nitrogen reduction	P-efficiency N-efficiency	No specific result
Antibiotic reduction	-	No preventive antibiotics
Climate change	Carbon footprint	5,1% reduction
	Methane	Not relevant
Use of co-products	% co-products	11% increase (31,3%)
Sustainable raw materials	Land use	7,3% reduction (3,9m2/kg eggs)

# But: Much more issues on the table



# Sustainable Raw Materials – Dutch approach



# Round tables and credible standards key in Dutch governmental approach

- IDH (initiatief Duurzame Handel)
- RSPO (Palm)
- RTRS (Soy)
- FSC (Wood)
- BCI (Cotton)
- ASC (Fish)



# Round Table key in Dutch governmental approach

- RTRS is a:
  - Multi-global platform (over 150 members around the world)
  - Stakeholders in the soy value chain:
    - Supply
    - Demand
    - Civil society

# Chain Transition Sustainable Soy

- 2015: 100% Mass Balance RTRS or equivalent
- Two main angles:
  - Enhanced and co-ordinated purchase of sustainable soy (goal: 1,8 million tons)
    - Result 2012 → 315.000 ton
    - Target 2013 → goal: 1 million tons
  - Incorporation in purchase conditions along the chain
    - Retail purchase conditions, dairy, pigs, “kip voor morgen” (chicken for tomorrow)
- Level of compliance towards RTRS

# Compliance towards RTRS

- Criteria – Full compliance & partial compliance
- Level of confidence on issued certificates
  - Audit rules
  - Certification rules
  - Transparency
    - certificates or verification
  - Complaint mechanisms

# European perspective

- Sustainable raw materials is all over Europe  
(UK, Belgium, Denmark, Sweden, Switzerland, France, Germany)
- Fefac announced the development of a transitory import standard for sustainable soy
- End 2013 further details to be expected
- RTRS delivers guiding principles

# Concluding remarks

- Sustainability will stay in European market
- Often sustainable and cost efficient production are alongside each other
- We welcome all initiatives to assist on this transfer
- Clear guiding principles are essential

Thank you for your attention