



SAATBAU

Saat gut, Ernte gut.

SAATBAU LINZ eGen

Siegfried Zehetner 20.06.2019



Agenda

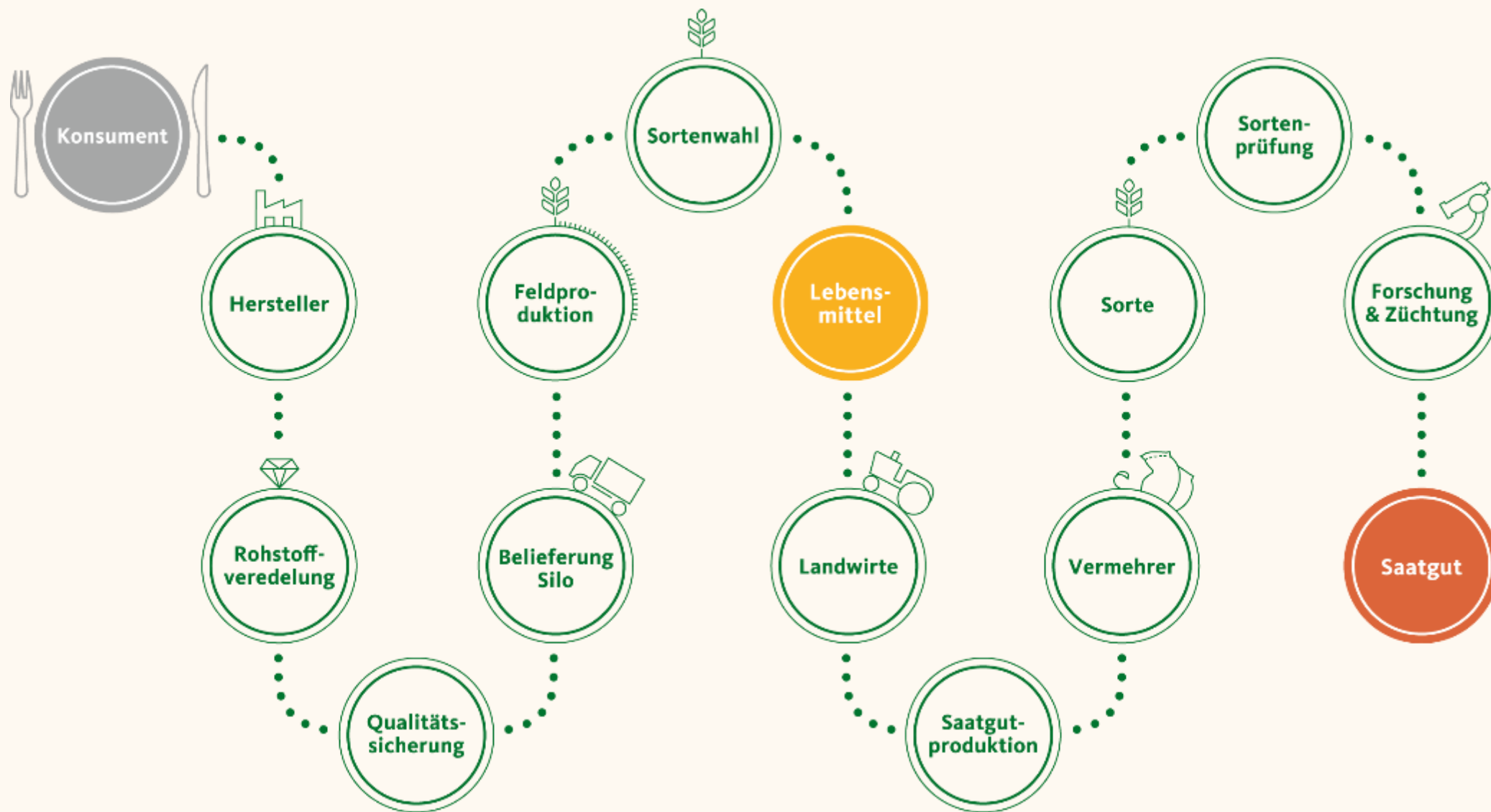
- 1. Introduction of Saatbau Linz**
- 2. Relevance of organic farming in the agricultural sector in Austria**

3.182 farmers are our owners

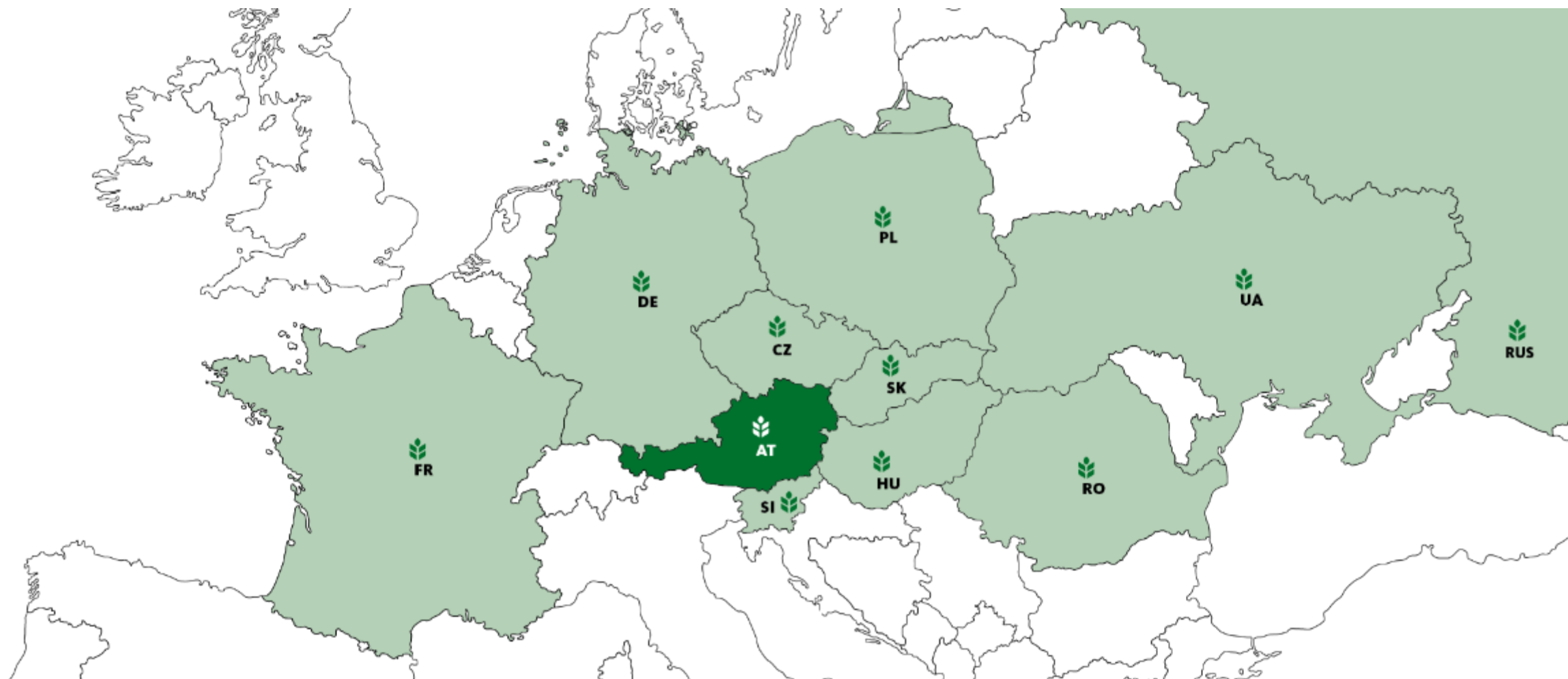
Cooperative since 1950



Value adding chain



SAATBAU in Europe

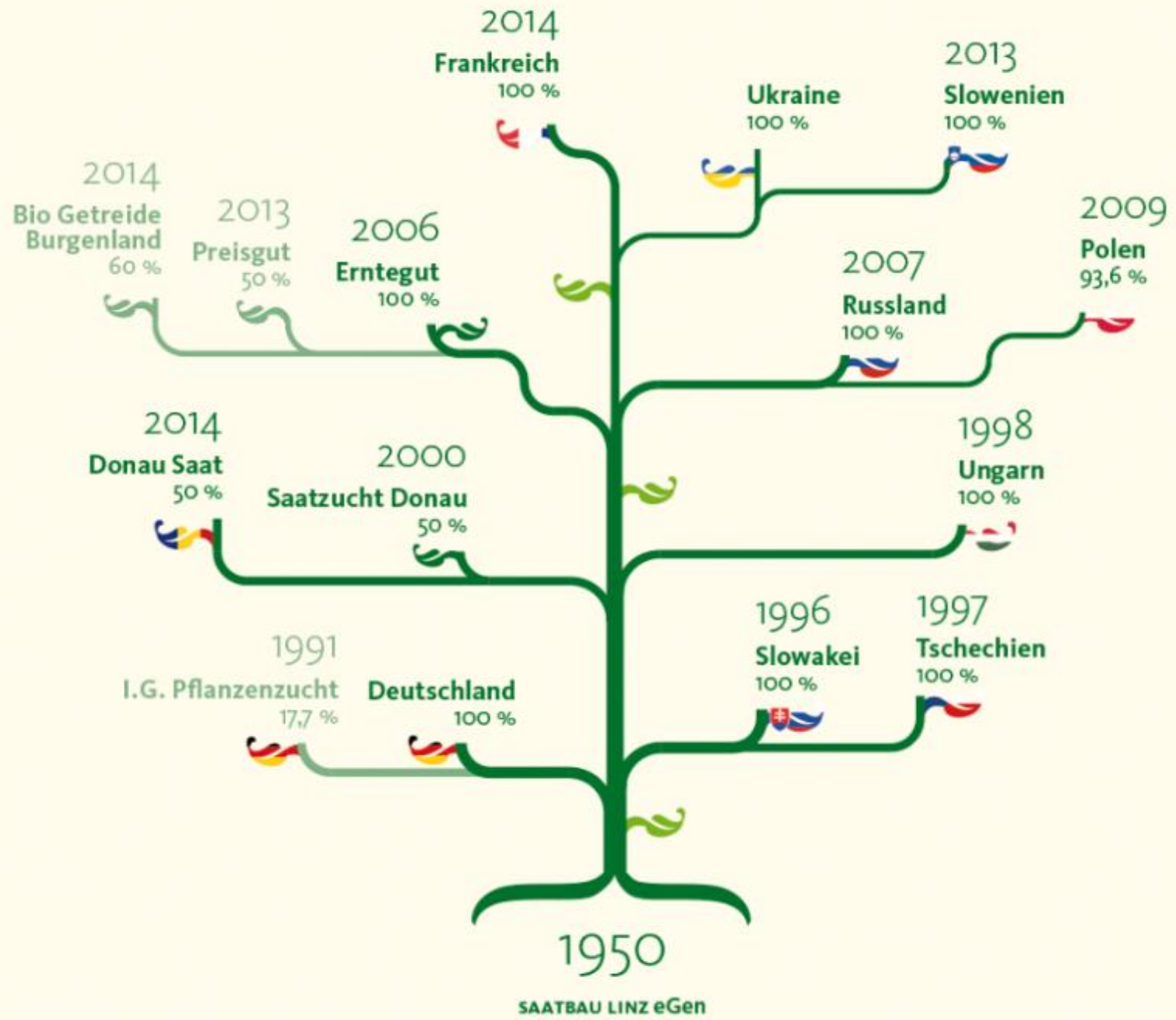




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Seeds

Trial network in Europe





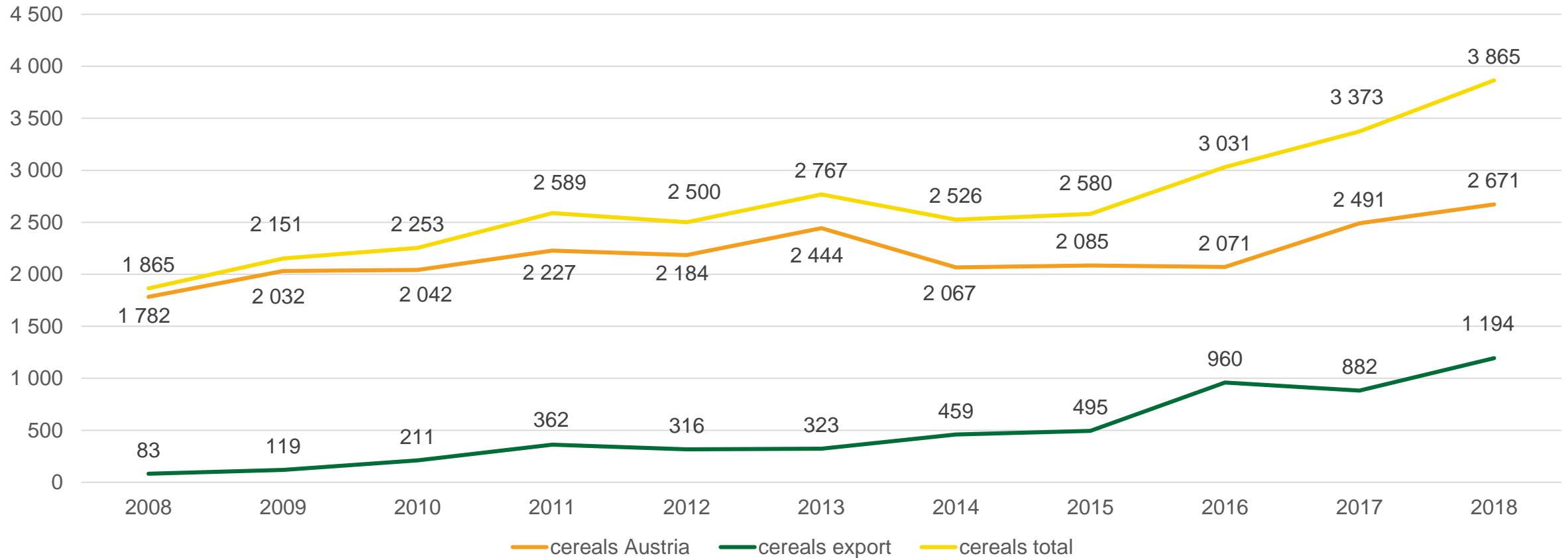
Breeding for organic agriculture

In Austria

- There`s a large number of cereal-varieties for organic farming due to the „Austrian way“ with its own official variety testing.
- The Austrian organic agriculture - and thereby the European agriculture - is able to choose from a variety of suitable organic breeds
- The biodiversity is supported with organic- value analysis and the “breeding for organic agriculture”

Organic winter cereals

2008 – 2018 in tons





SAATBAU
Food

What we do



We supply crops from our farmers to mills, bakers, breweries, spice traders and many large food manufacturers.



We develop alternative concepts for the procurement of food commodities. Therefore we use the infrastructure from agricultural partners and our own production facilities.



We organize a supply chain based on building up contracts with processing companies. Thus we ensure the quality of our food.

Our products



Food commodities

according to customer specifications

Processed crops

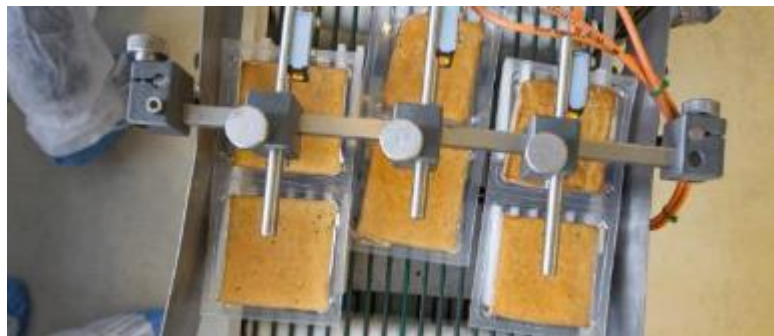
This includes hulled kernels, polished cereals and protein crops (99.9% pure in food-grade quality, edible oils and oilcake

Food

Goods which are directly suitable for consumption, such as spices and seeds for bakers

Trade with organic crops

Austrian organic soybeans



Spices and seeds for bakers



Relevance of organic farming in the agricultural sector in Austria



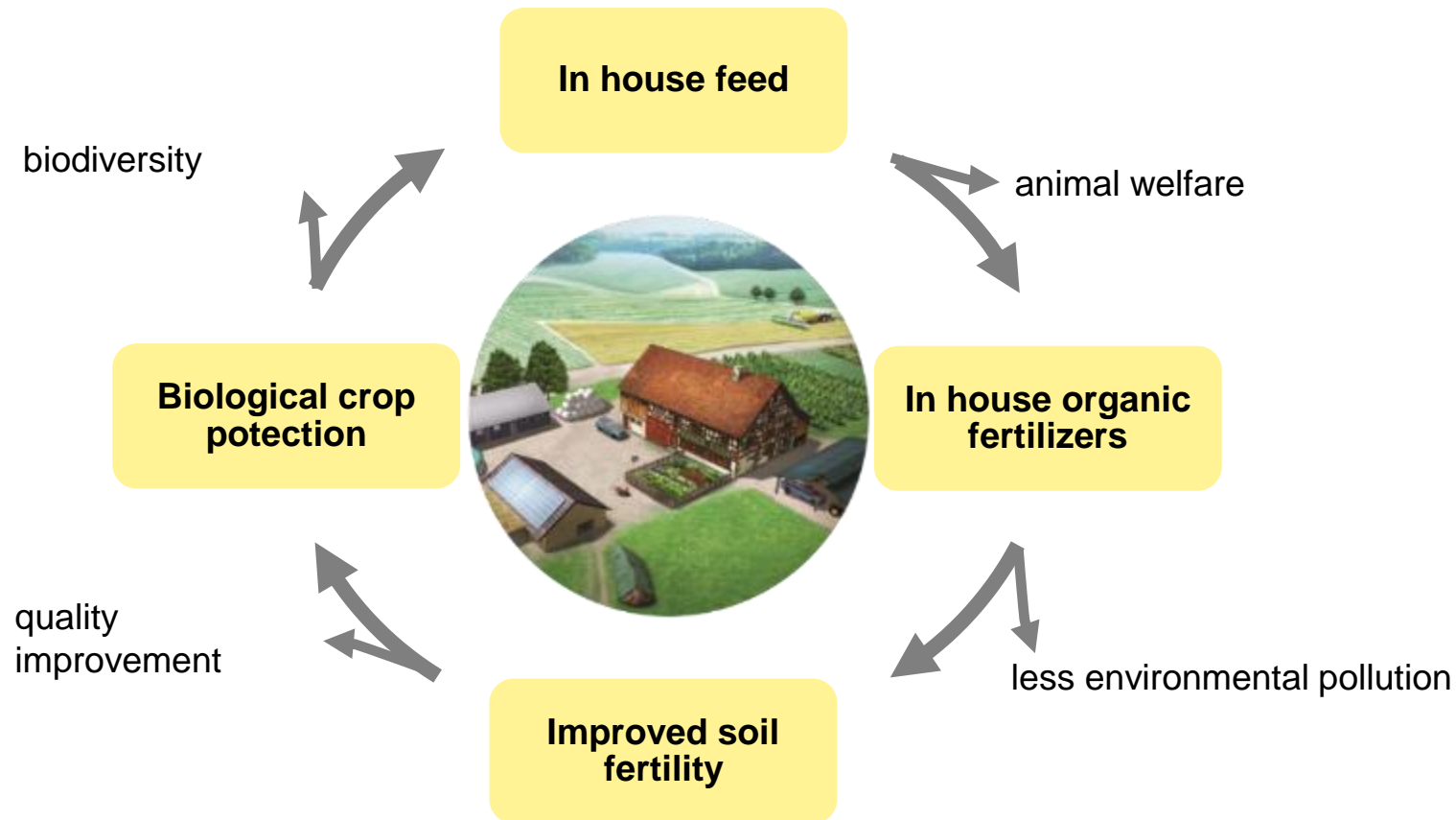
History of Organic Agriculture

in Austria

- 1927: first biodynamic farm (demeter)
- 1979: first Organic Association of farmers was established (later, further organic associations will be founded), the largest organic farming association at that time
- 1983: Introduction of state directives in the Codex Alimentarius Austriacus (Austria was worldwide the first country)
- 1990s: Organic sector expansion (increasing ecological awareness)
- 1994: Implementation of the Austrian agri-environment programme), marketing start of organic food in food retail (Ja!Natürlich)
- 2004: Foundation of the Research Institute of Organic Agriculture (FiBL) Austria

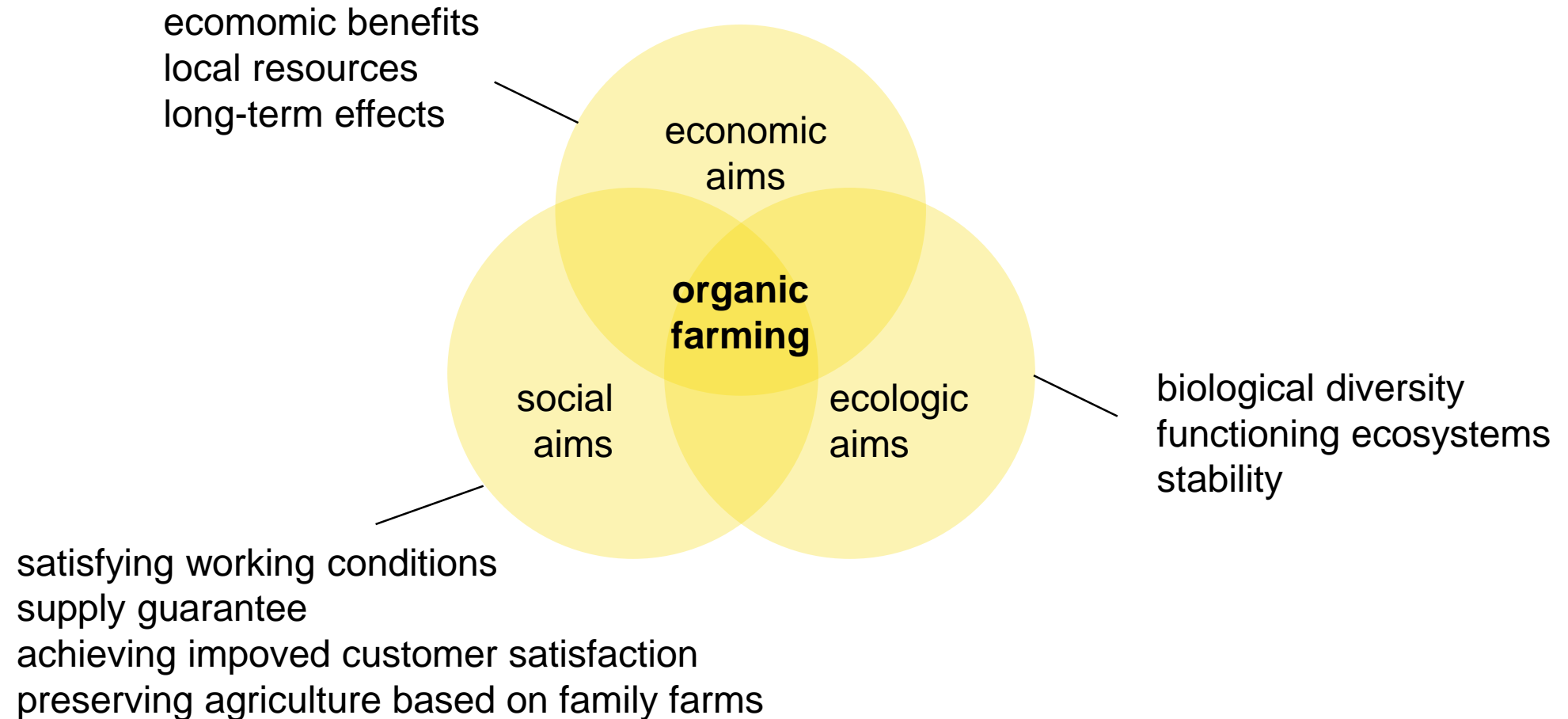
History of Organic Agriculture

Cyclical planting



Sustainability

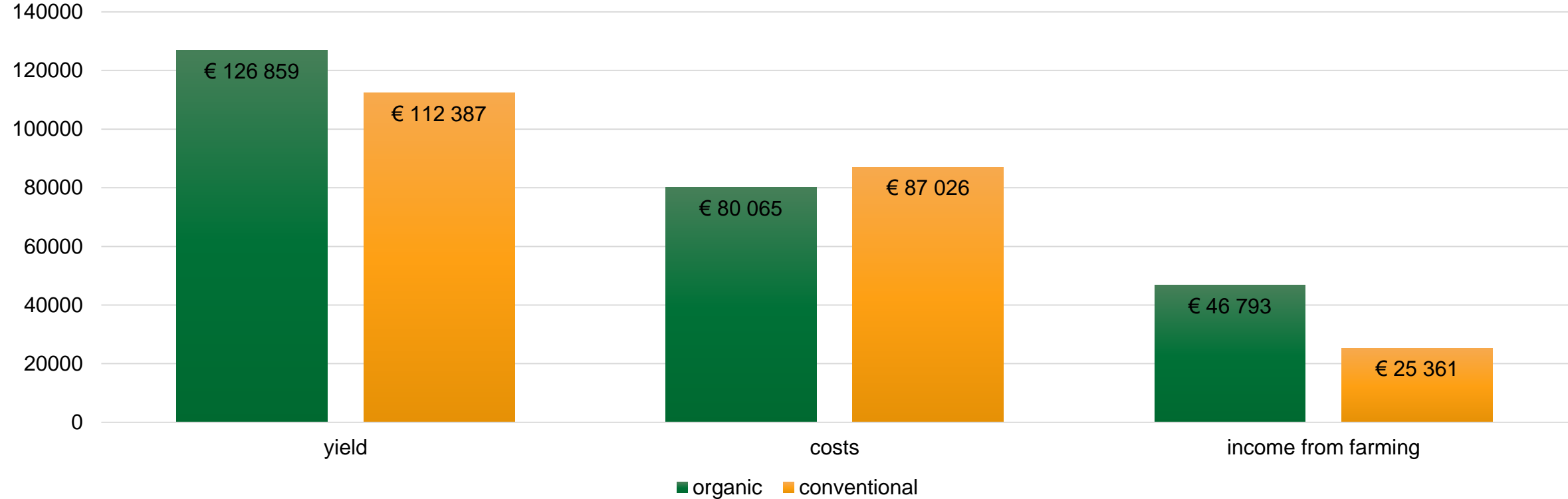
Based on Organic Agriculture



Economic results

Green report 2017, organic vs. conventional

cash crop farms



Quelle: BMNT

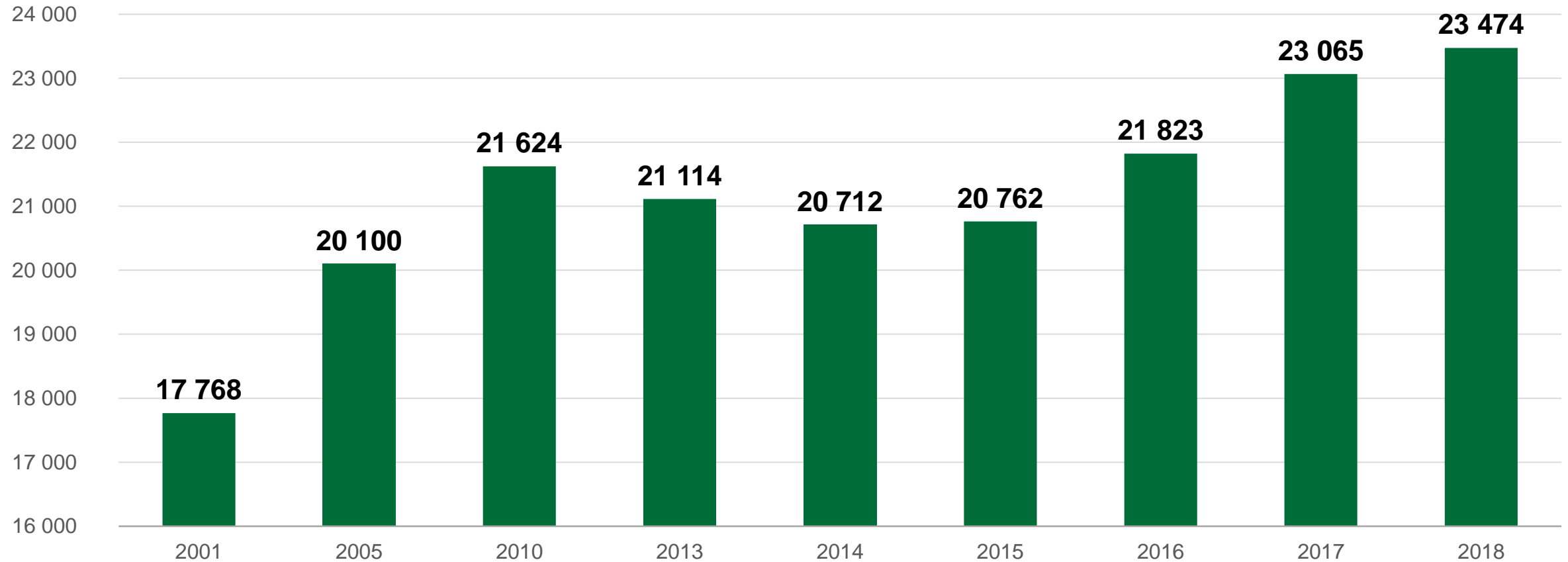
Economic results

Calculated per hectar

	soybean	corn	wheat	organic soybean	organic corn	organic wheat	
Yield	3,7	11,5	7,5	2,5	7,0	3,5	t/ha
Price	360	178	200	745	339	450	€/t
Revenue	1332	2047	1500	1863	2373	1575	€/ha
Seed	200	190	100	200	190	100	€/ha
Fertilizer	100	280	199	100	300	150	€/ha
Pesticides	105	85	170	0	0	0	€/ha
Machinery costs	110	130	145	360	400	360	€/ha
Harvesting costs	130	150	140	140	160	140	€/ha
Drying	25	25	5	15	25	25	€/ha
Insurance	20	20	20	20	20	20	€/ha
Other	5	5	5	5	5	5	€/ha
Sum of costs	695	885	784	840	1100	800	€/ha
Marginal return	637	1162	716	1023	1273	775	€/ha

Number of organic farms in Austria

Growth 2001 – 2018

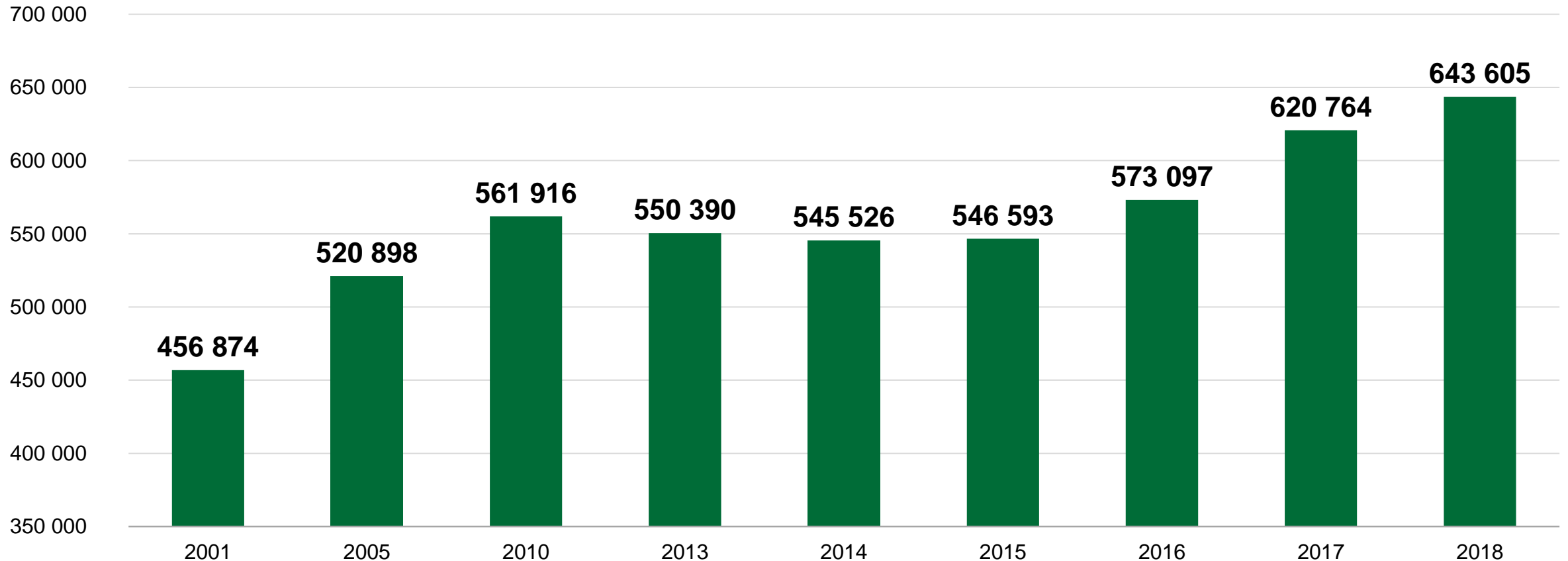


Quelle: BMNT

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Organic agricultural area in Austria

Growth 2001 – 2018 in ha



Quelle: BMNT

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Share of organic farms and area

In Austria



2018

Organic farms in % of total farms

21,3 %

Organic agricultural area in % of total area

25,0 %

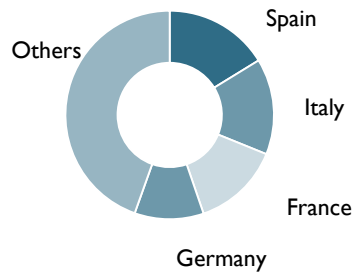
Organic crop area in % of total agric. crop area

18,6 %

EUROPE: ORGANIC FARMLAND 2017



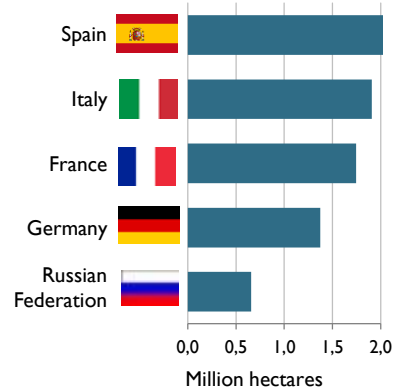
Over half of Europe's organic farmland is in 4 countries.



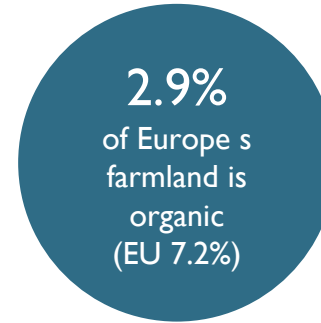
Distribution of organic agricultural land by country 2017



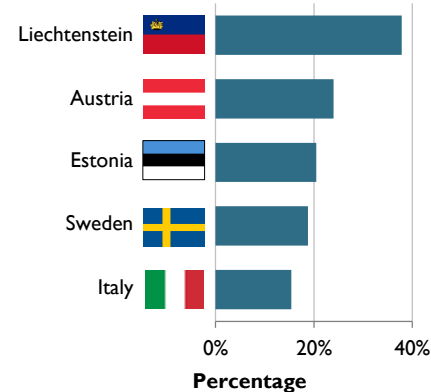
The country with the largest area of organic farmland is in Spain, followed by Italy and France.



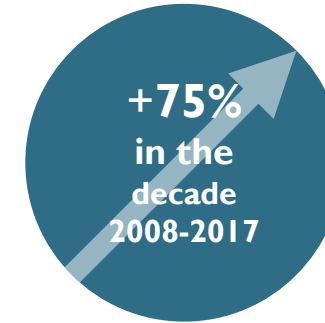
Top 5 countries with the largest areas of organic agricultural land 2017



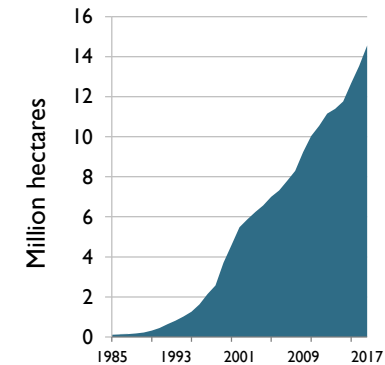
Ten countries have 10% or more of their agricultural land under organic management.



Top 5 countries, where more than 10 percent of the farmland is organic 2017

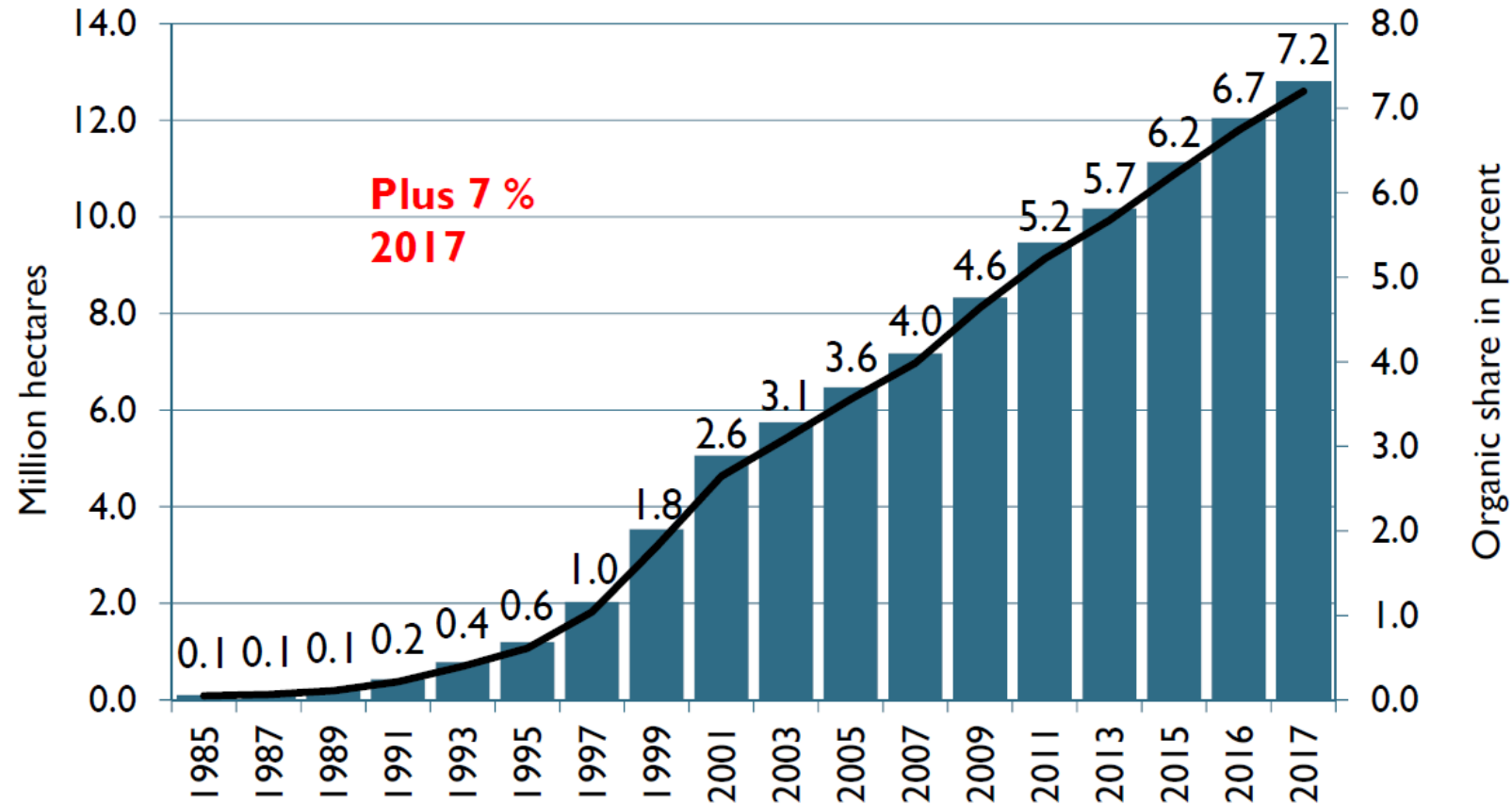


In 2017 over one million hectares more were reported compared with 2016.



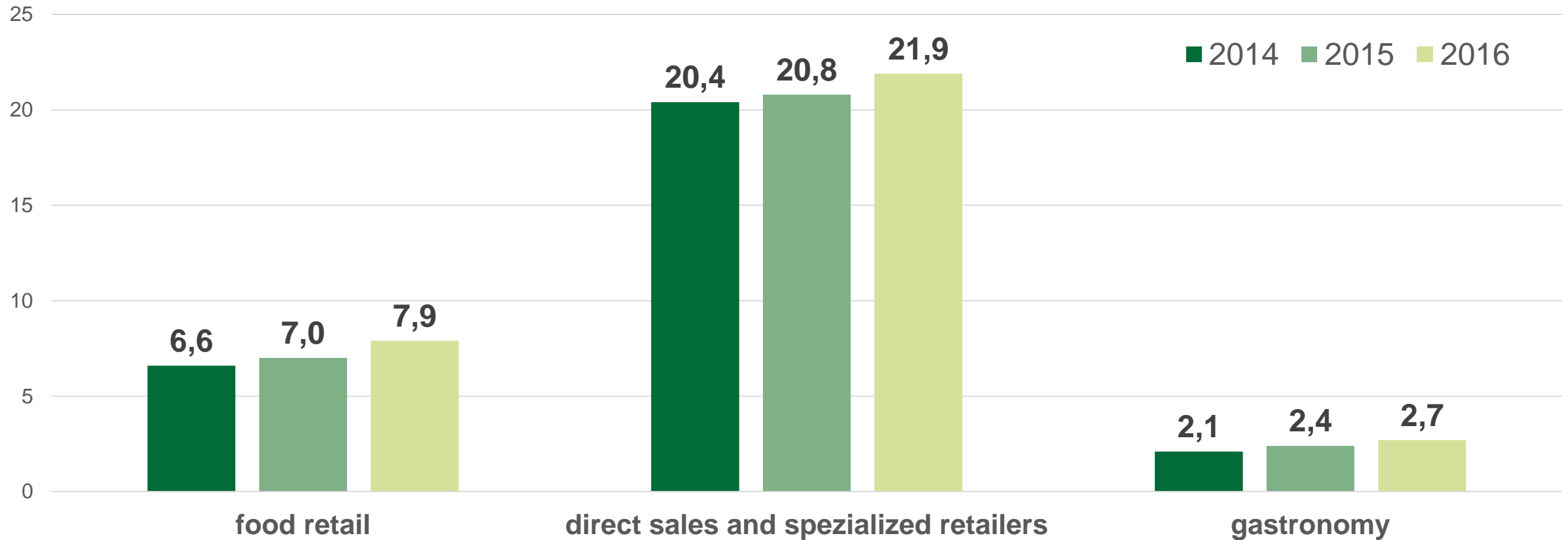
Growth of the organic agricultural land 1985-2017

European Union: Growth of the organic farmland



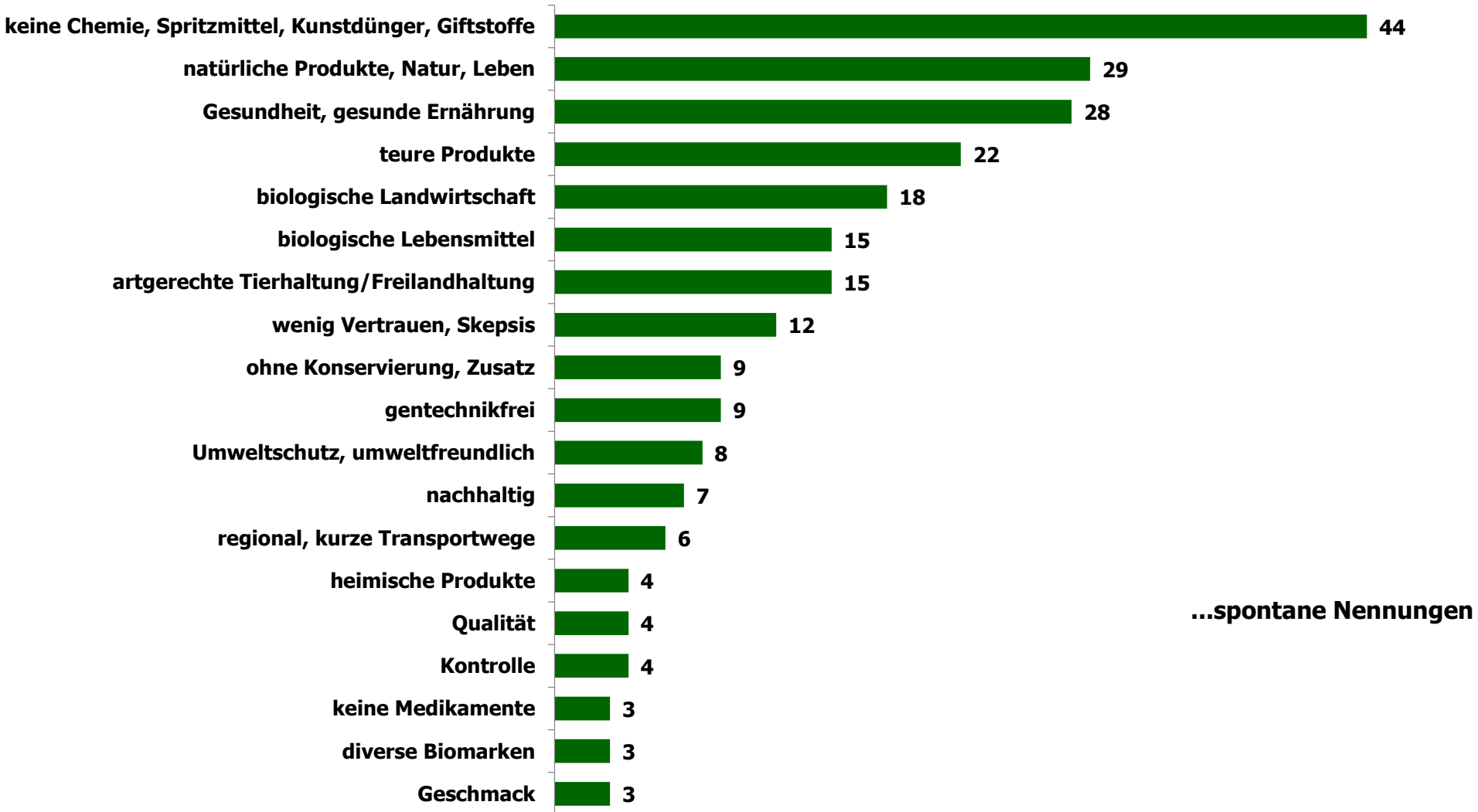
Organic share in the market

(in %)

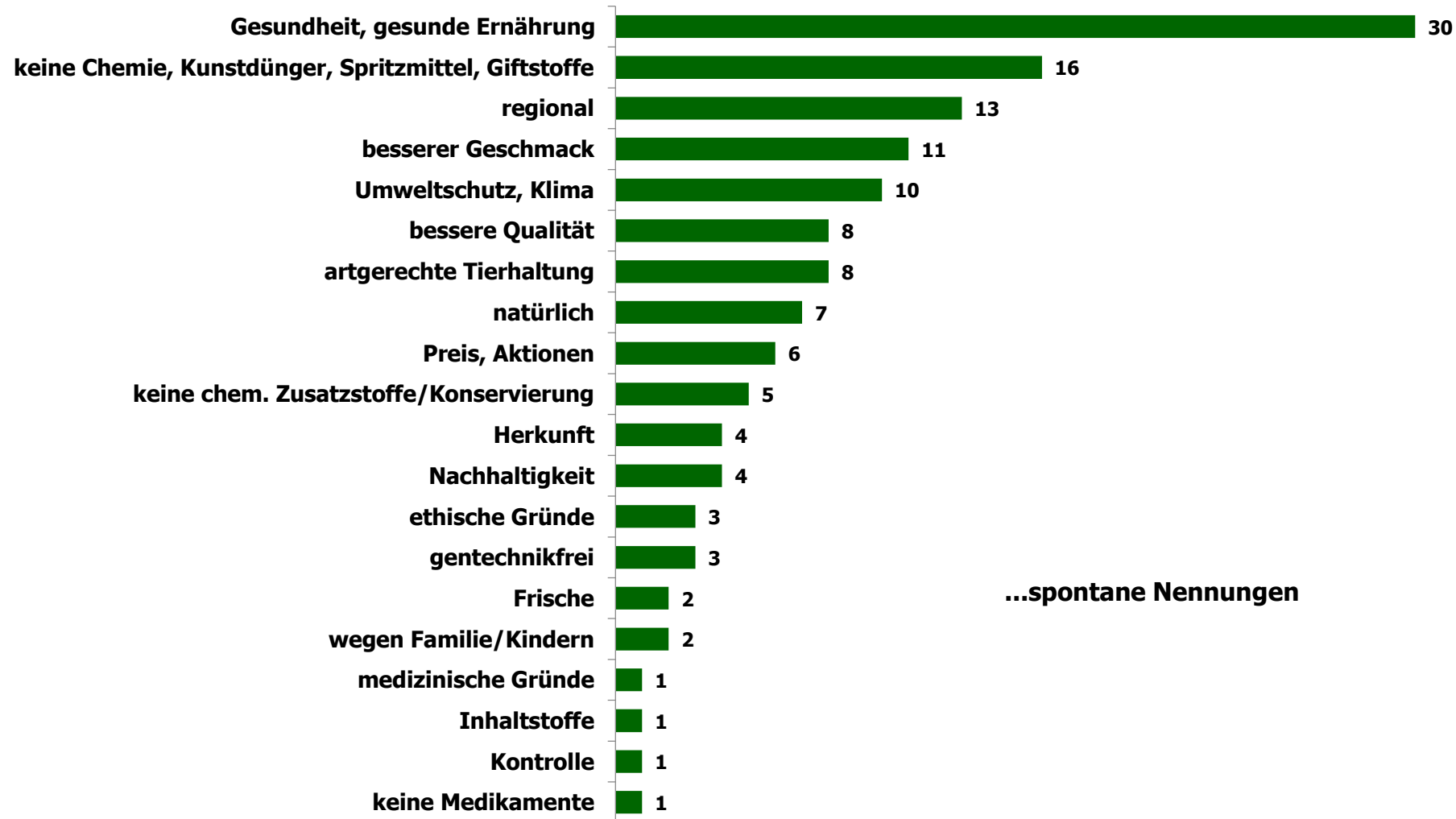


Associations to the term organic

Frage: Wenn Sie den Begriff „Bio“ hören oder lesen, was verbinden Sie damit? Bitte nennen Sie uns, was Ihnen dabei wichtig ist, woran Sie da spontan denken. Angaben in %, n=1.728 Befragte

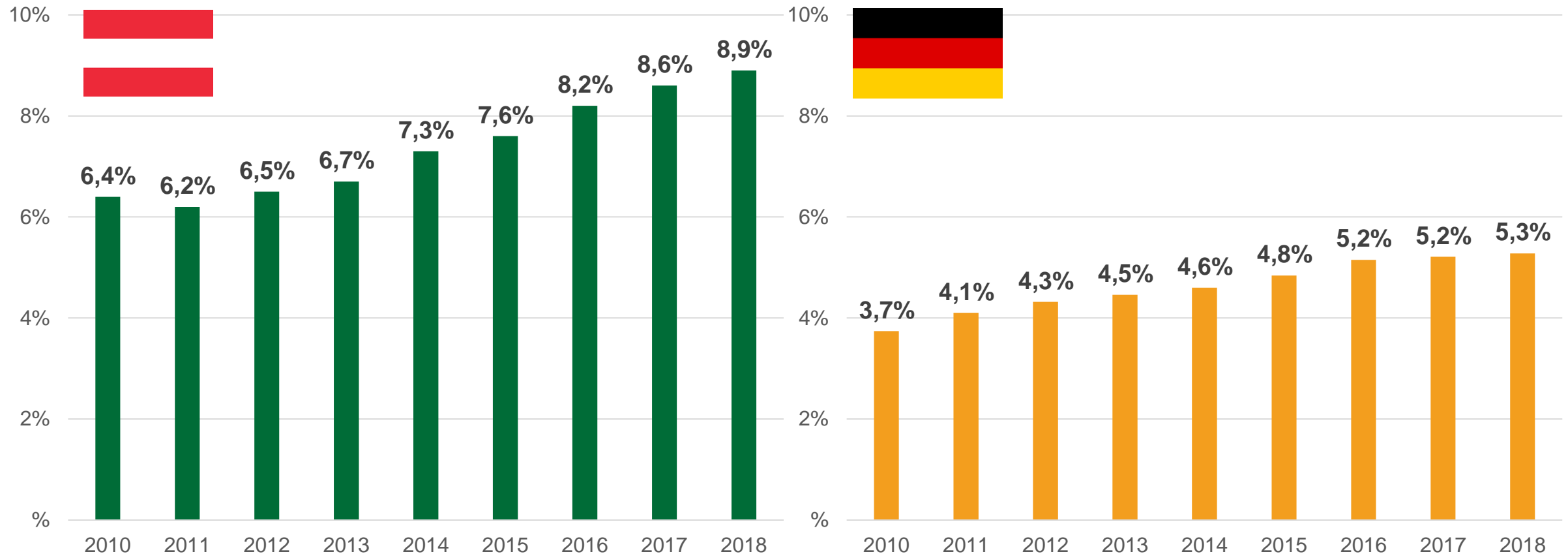


Motivation for the purchase of organic products



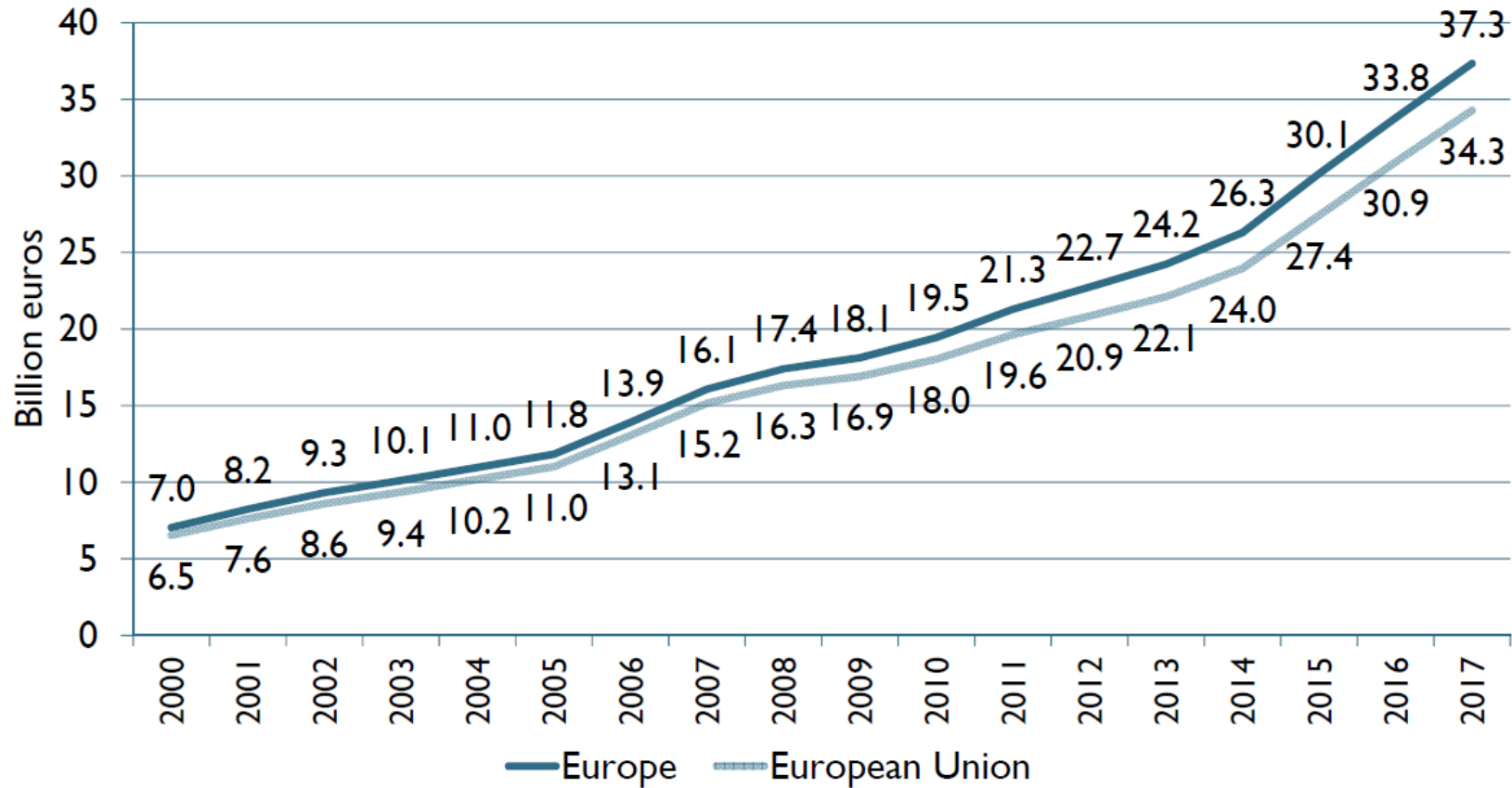
Organic share - food retail

Organic share in sales of food and beverages



Europe and European Union:

Development of retail sales 2000-2017



For cooperation on the territory of Ukraine, please contact our exclusive partners for development Organic-Ukraine:



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