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# Lantmännen

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- Lantmännen is one of Sweden's largest companies within food and agriculture
- Turnover: 28,2 billion SEK (=3 billion EURO)
- 11,000 employees in 16 countries
- Owned by 50,000 Swedish farmers



# Lantmännen's mission is:

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- *contribute to the profitability of its owners' farms (utility role)*
- *to maximise the return on the capital that the owners have invested in the association (ownership role)*





# Lantmännen's business concept

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*With our customer in focus, we will develop and refine farmland resources in a responsible manner.*

*We will act on an international market in which Sweden constitutes the foundation of our business activities.*



# Lantmännen Group

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- The core business is feed, seed, fertiliser, crop protection and grain business
- The rest of the business is divided into 8 units:
  - SW (Svalöf Weibull) (plant breeding, seed production)
  - Machines (Valtra, Fendt, Claas, Väderstad, Överum)
  - Granngården (store chain, 119 outlets, mail-order company)
  - Energy (ethanol, RME, wood chips, wood pellets, oats and straw for burning)
  - Cerealia Mills (flour&mixes for industrial customers)
  - Cerealia Foods & Bread (flour, mixes, fresh bread, breakfast cereals, pasta)
  - Cerealia Bakeries (fast food & bake off-products)
  - Invest (laboratory (AnalyCen), farm buildings, chicken, horse and dog feed, starch, Cedomon, ThermoSeed)



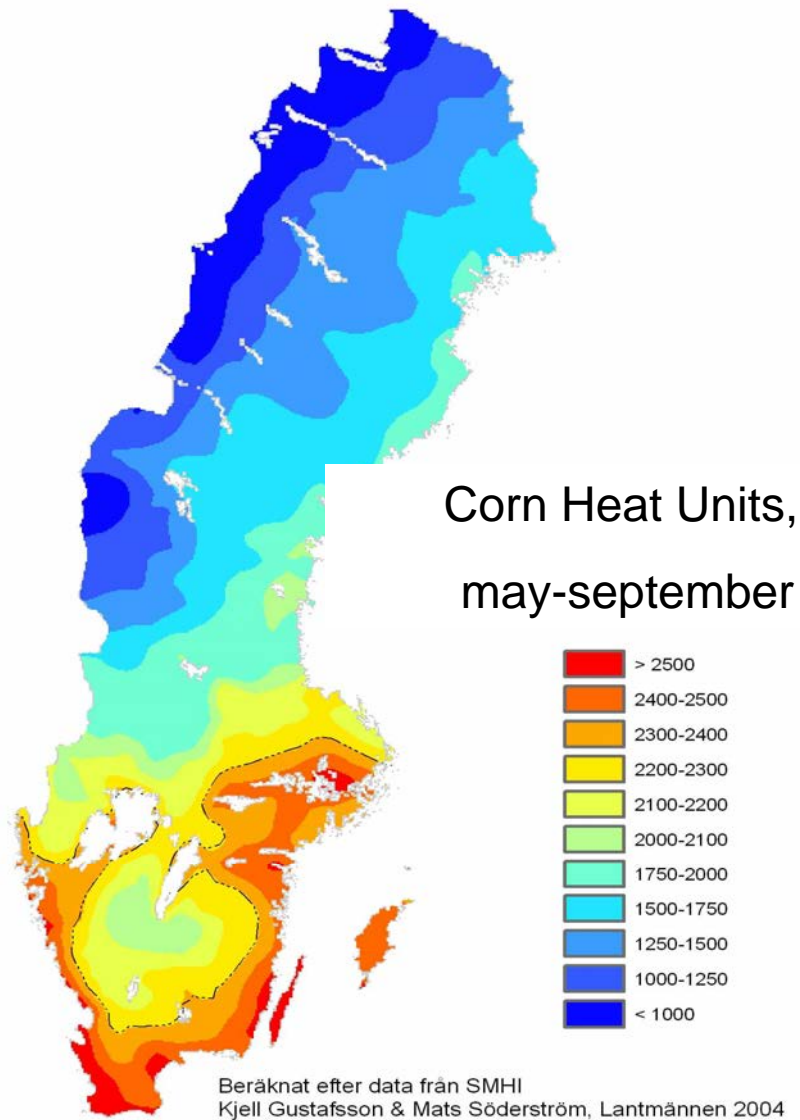
# Växtråd

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- Farm advising agency under Lantmännen
- Works mainly in the south east of Sweden
- 6 farm advisers
- 700 clients  
with totally 100 000 ha

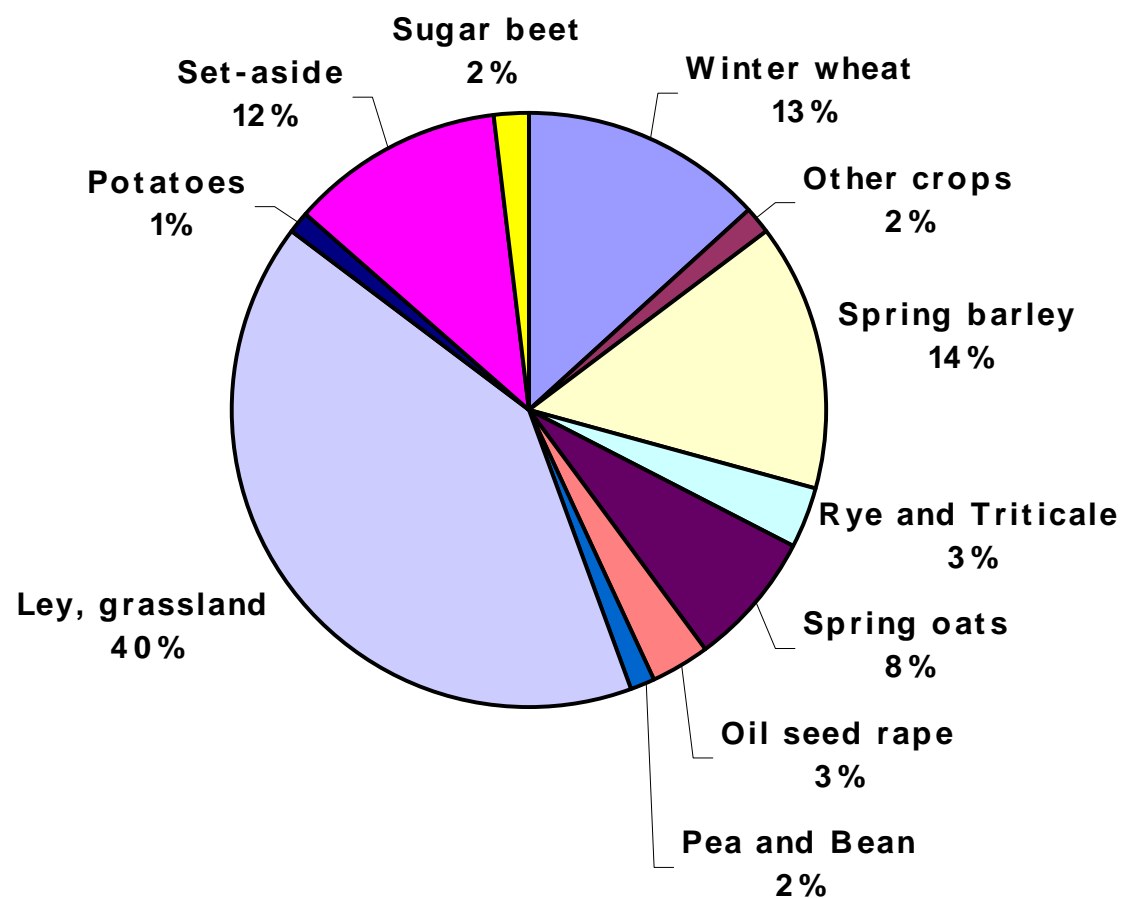


# Temperature is limiting Swedish crop production



# Crops 2005, totally 2,68 milj. ha

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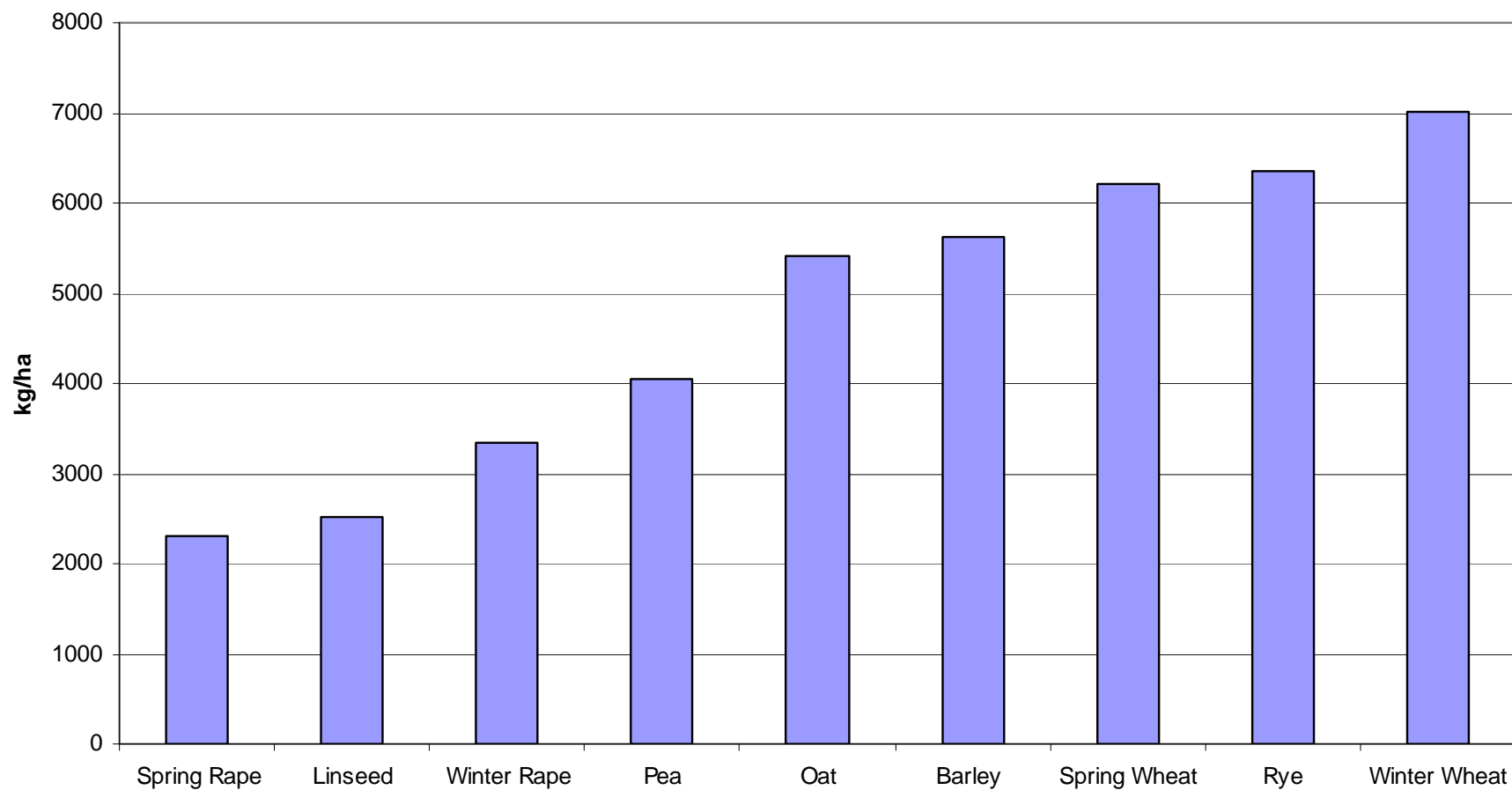
# The average farm of VäxtRåds clients

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- Cultivates 225 ha
- Only cereals, no livestock,
- Grows 40% winter wheat, 30% barley/oats, 20% rape, 10 % spring wheat
- 25 % of the income originate from other profession such as snow ploughing



# Average yield 2004 among the clients of VäxtRåd



# Farming trends in Sweden

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- More set-aside and extensive grassland
- Growing interest of producing bioenergy
- Bigger farms, 500-1000 ha (tenancy, co-operation, buy) or part time farming
- Increasing interest of reduced tillage
- More machinery contractors and co-operation
- Increasing age of the farmers, average age 55
- 7 % organic farming today. The government goal is 15 % 2015

