

**Wheat and oilseed production in
Denmark vs. other key European players
– A look behind *agri benchmark* data**

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Agenda

- An appetizer...
 - DLG Field days
- Why **agri benchmark**?
- **agri benchmark** data – Wheat
 - Yield
 - Cost structure
 - A little about frame conditions
- **agri benchmark** data – Rapeseed
 - Yield
 - Cost structure
- Some conclusions



DLG Field Days 2010 - Wheat



- 12 participants from 7 countries
- All participants have a competition variety and a demo variety
- Seeding day and harvest day are the same for all participants

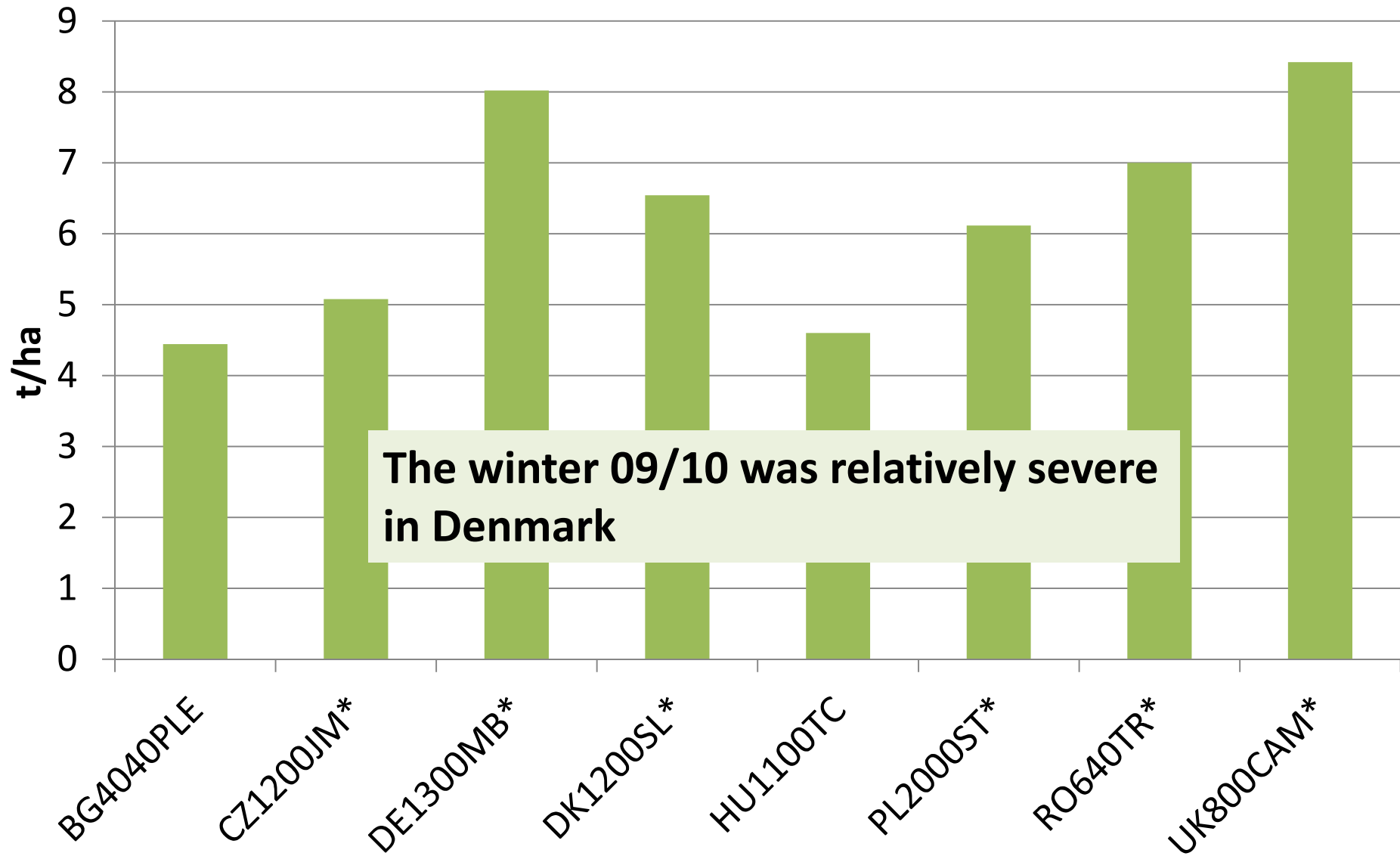
Main results DLG Field Days 2010 - Wheat

- Yields: 5.63 t/ha – 8.60 t/ha
- Protein content 10.25 % - 14.64 %
- Hectoliter weight: 70.71 kg/hl – 79.44 kg/hl
- Sales prices: 160 EUR/t – 240 EUR/t
- In a high price marked - Spread in sales prices can be significant!!
- Gross margin 2: 708 EUR/ha -1261 EUR/ha

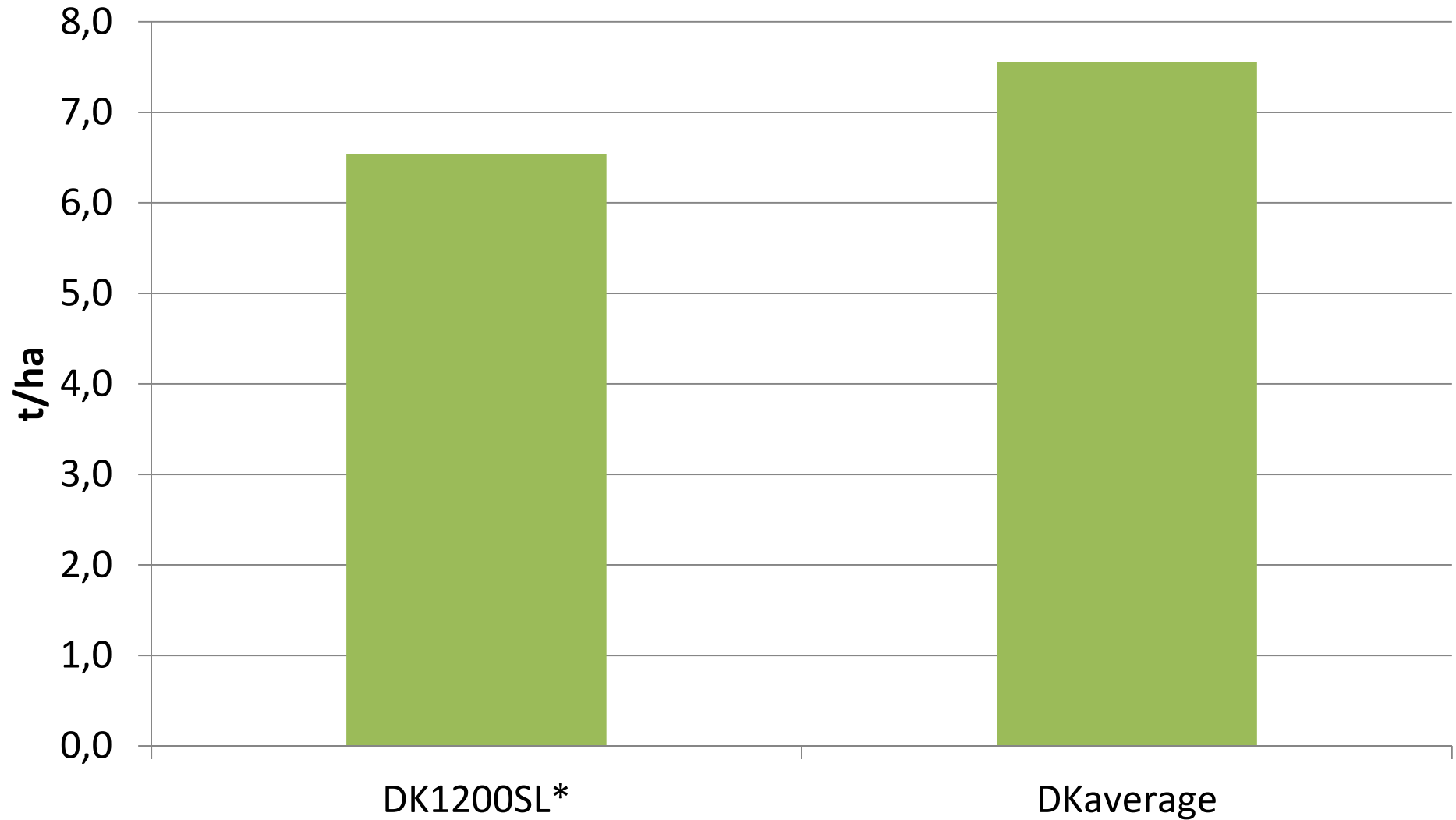
Why agri benchmark?

- To be able to benchmark cash crop production results between countries
- To gain insight into productions conditions, production methods and production systems in other countries
- To get data analysis of current crop production issues
- To obtain knowledge to be a leader in the industry!
- ...Let us jump into the database...

Wheat yield, 2010

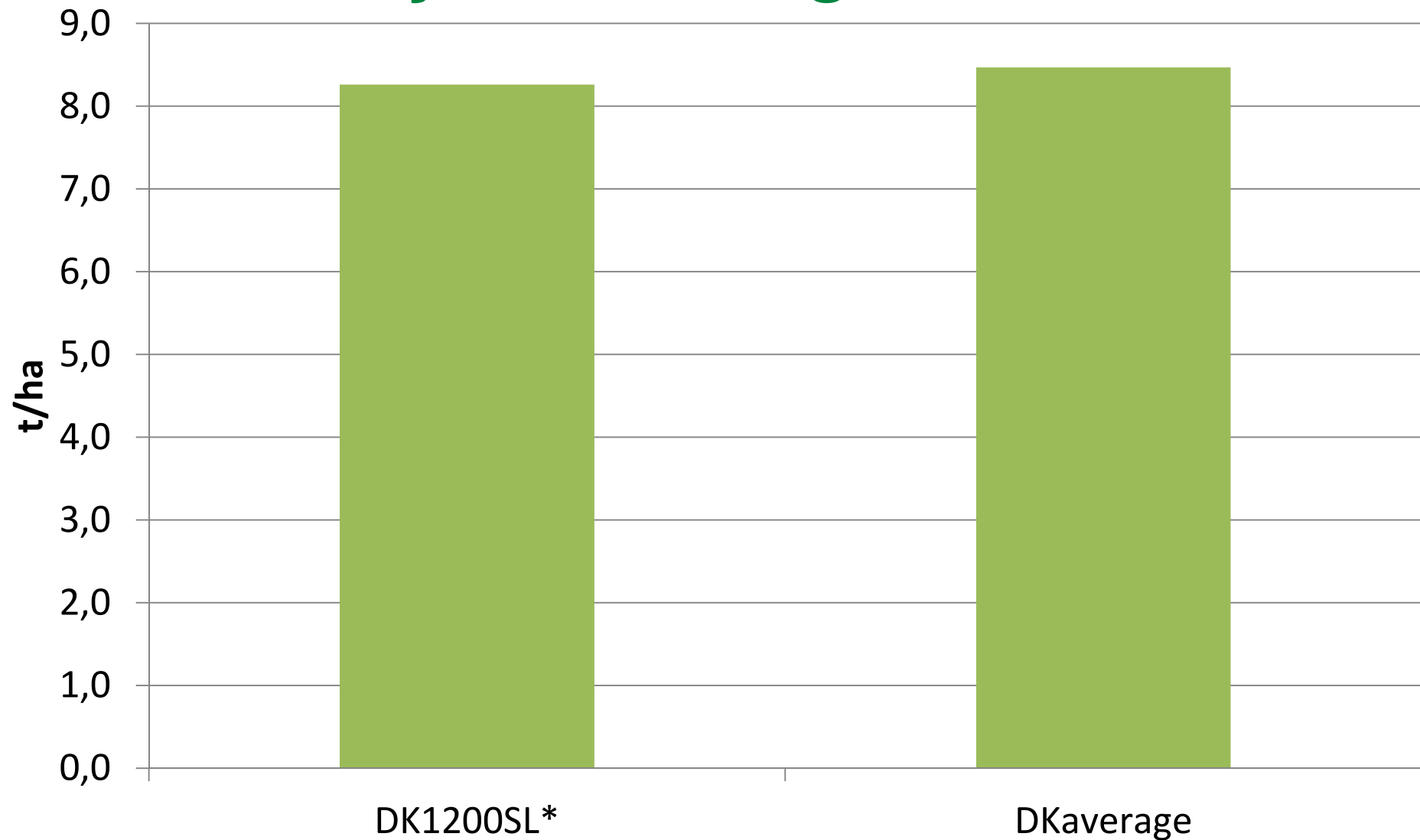


Wheat yield, 2010



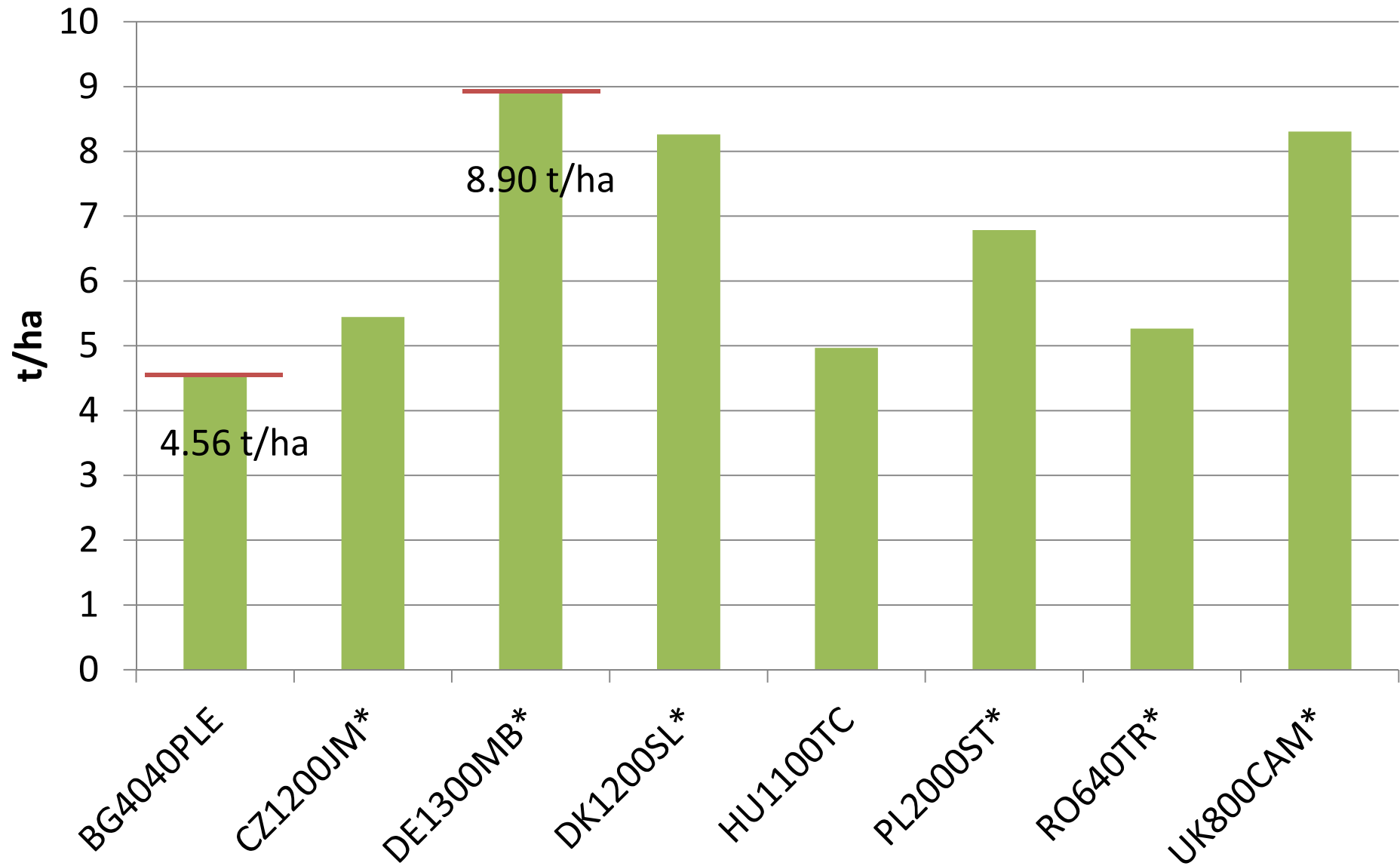
DKaverage: Data from Operating analysis 2010/2011 preliminary results.

Wheat yield, average 2008-2010

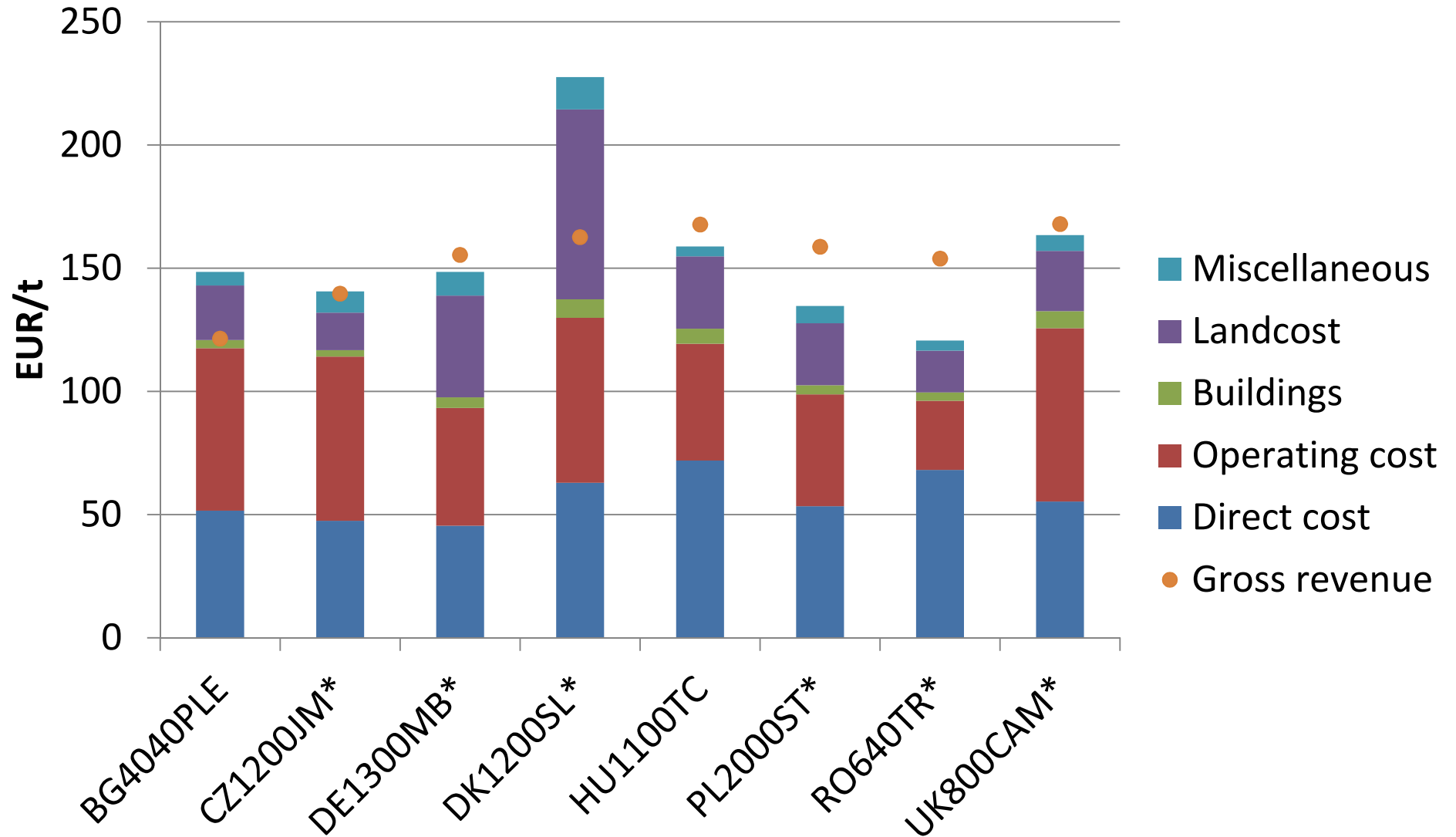


DKaverage: Data from Operating analysis.

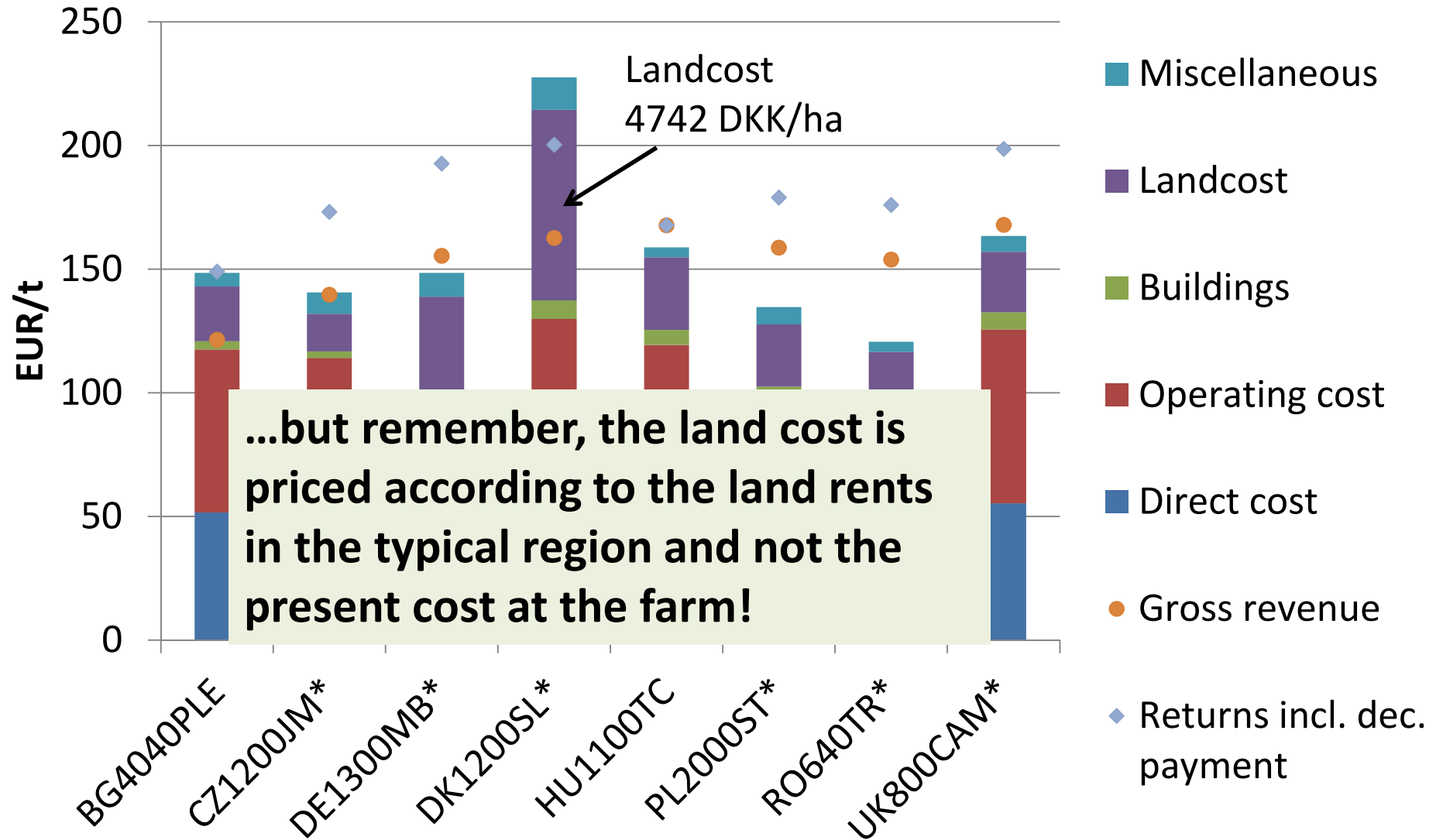
Wheat yield, average 2008-2010



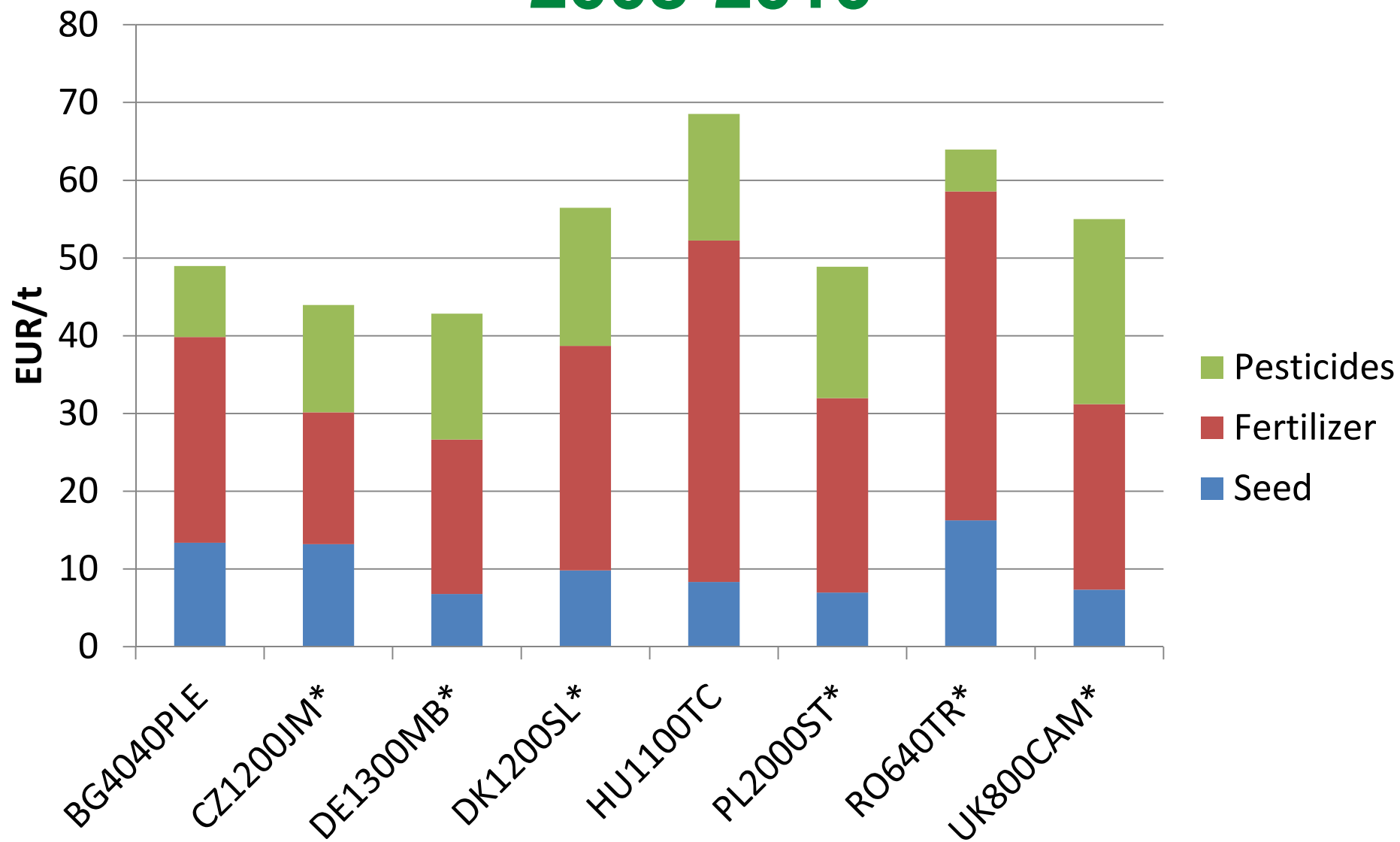
Total cost and gross revenue wheat, average 2008-2010



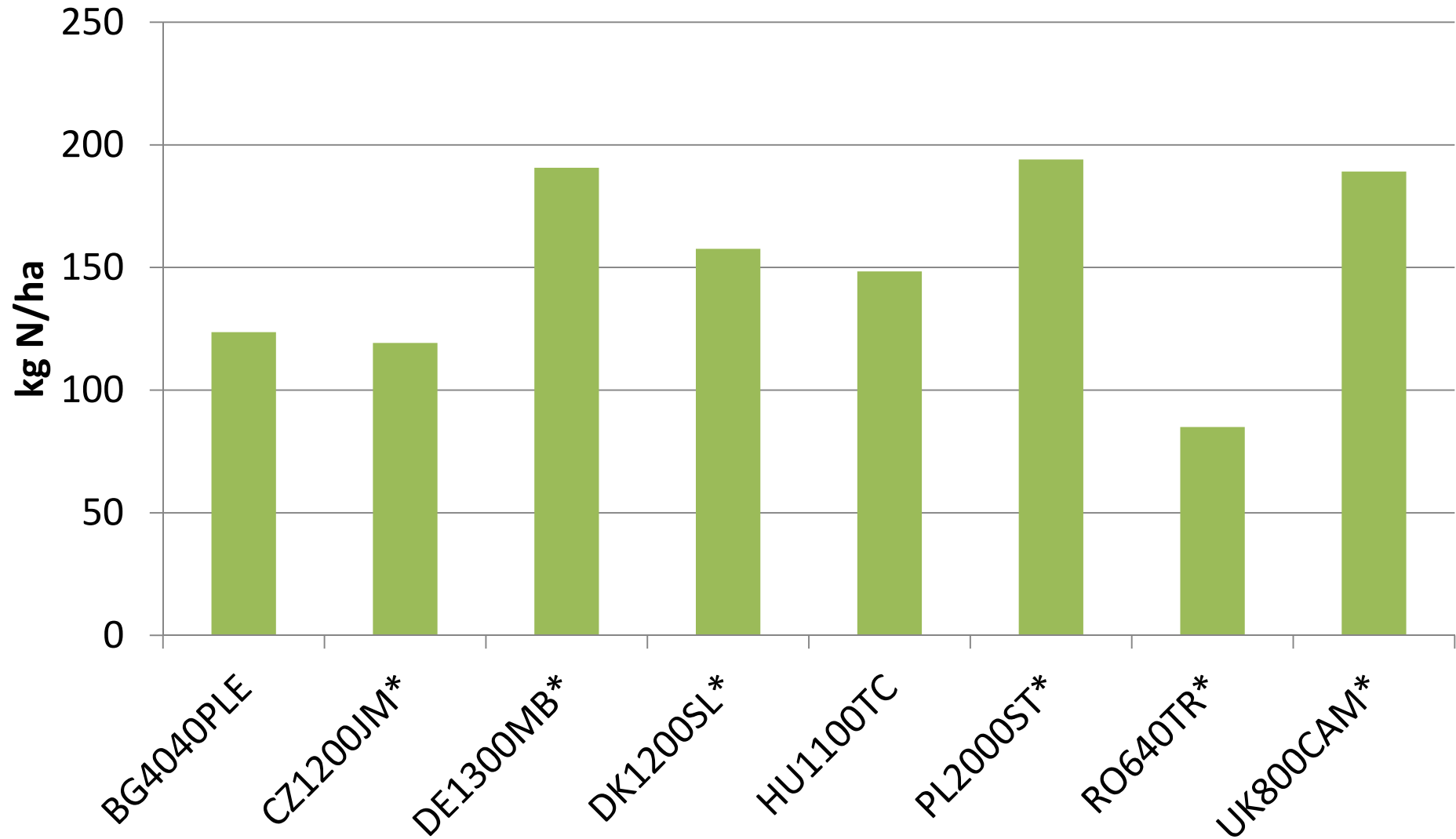
Total cost and gross revenue wheat, average 2008-2010



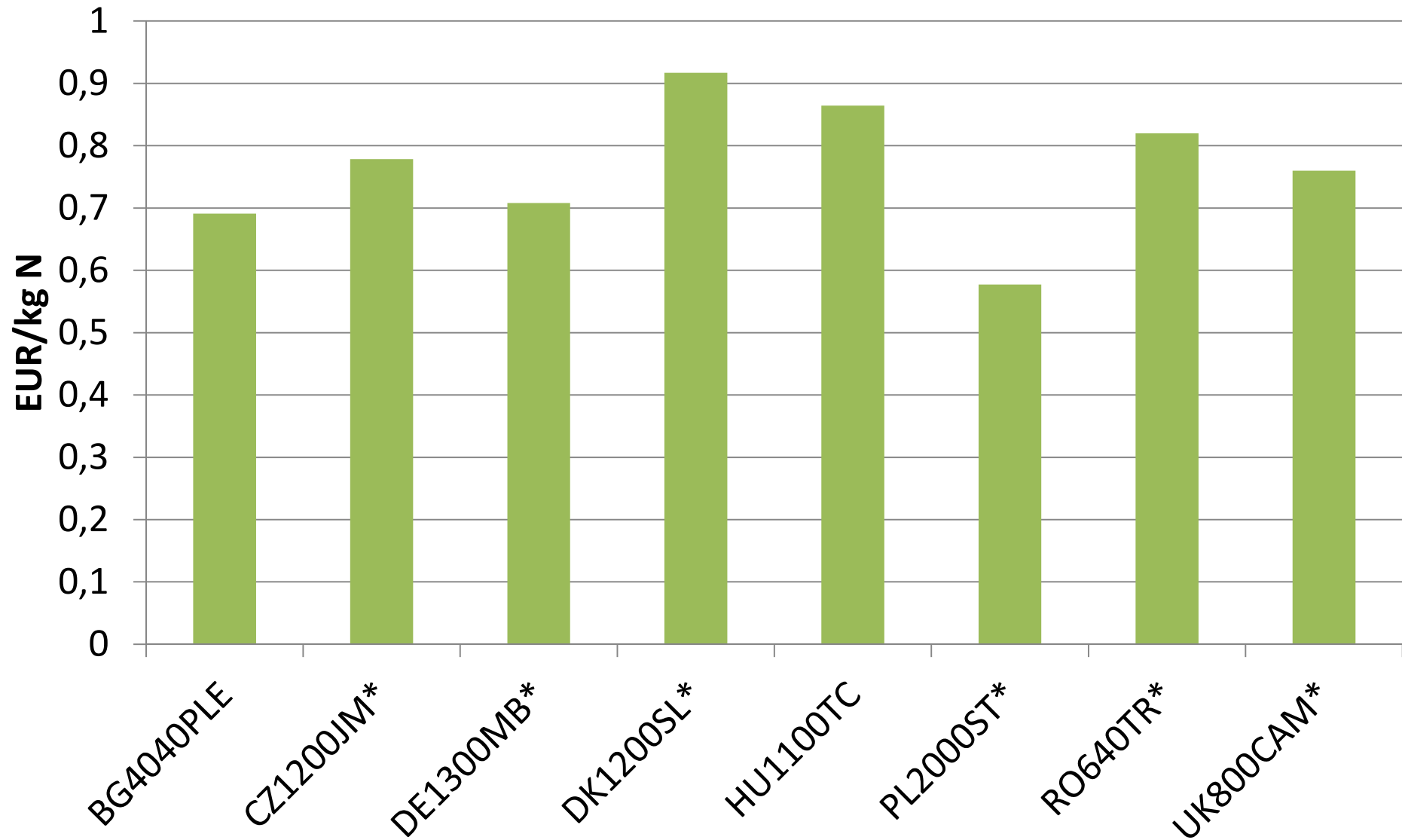
Direct cost wheat, average 2008-2010



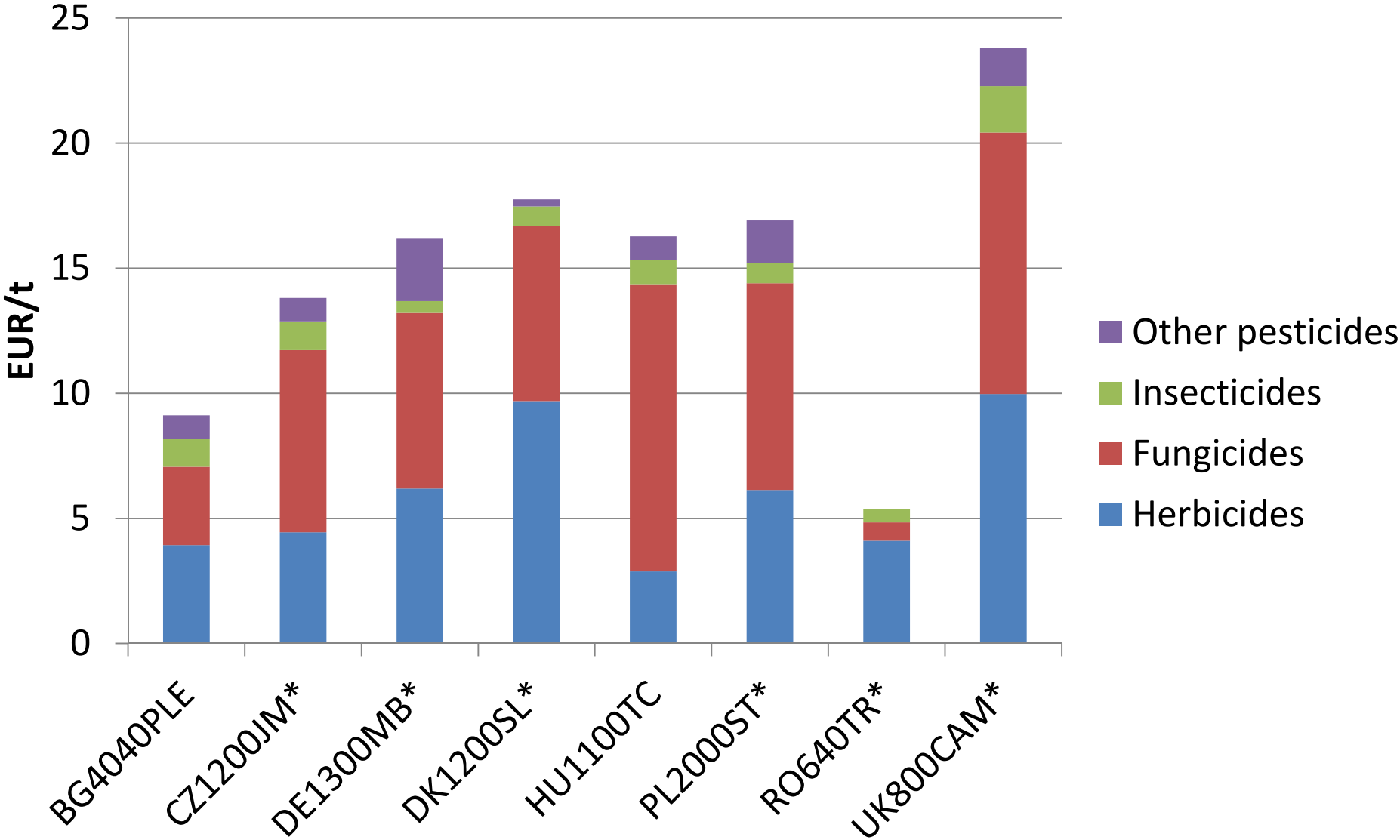
Nitrogen input wheat, average 2008-2010



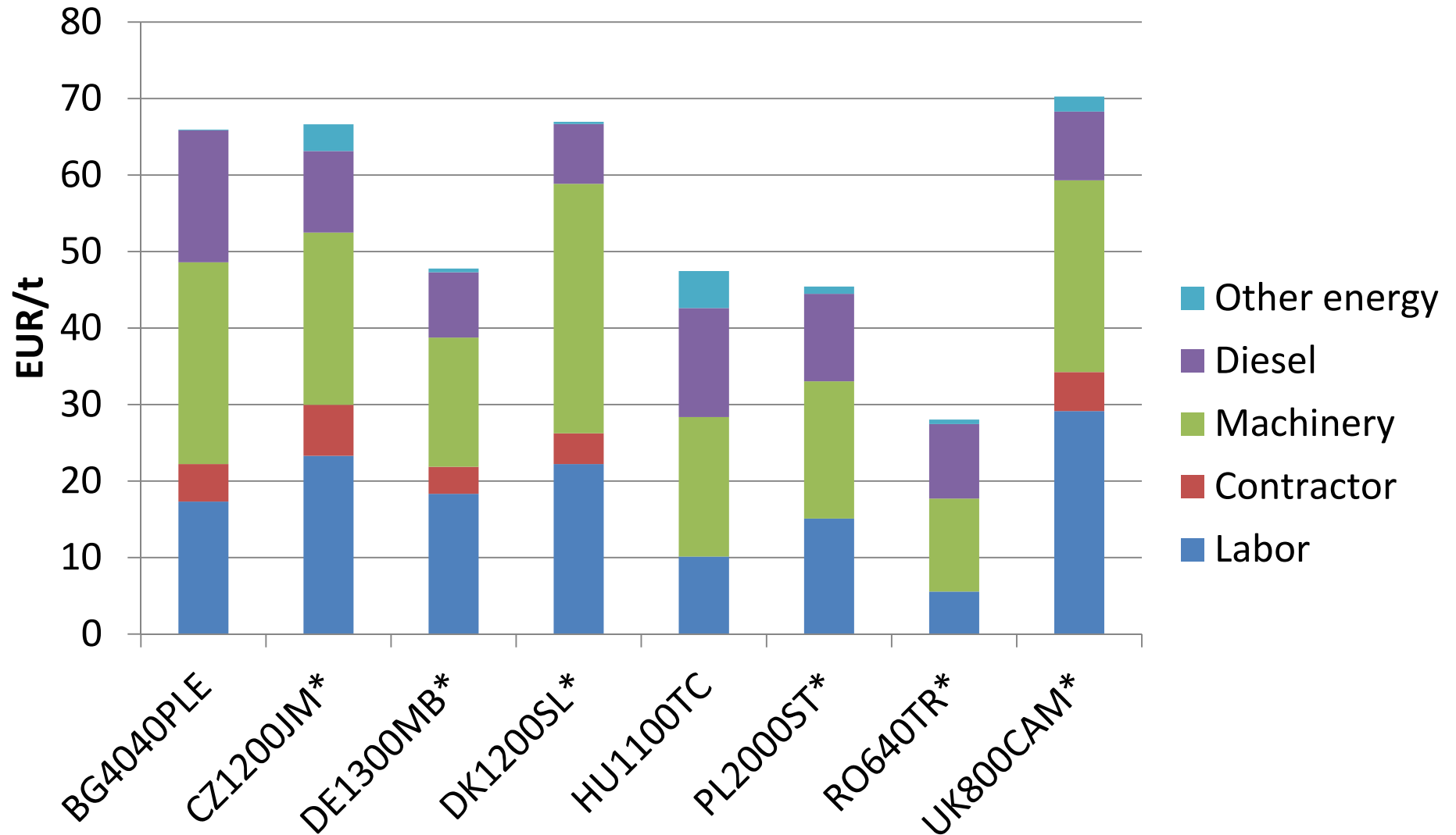
Nitrogen price, average 2008-2010



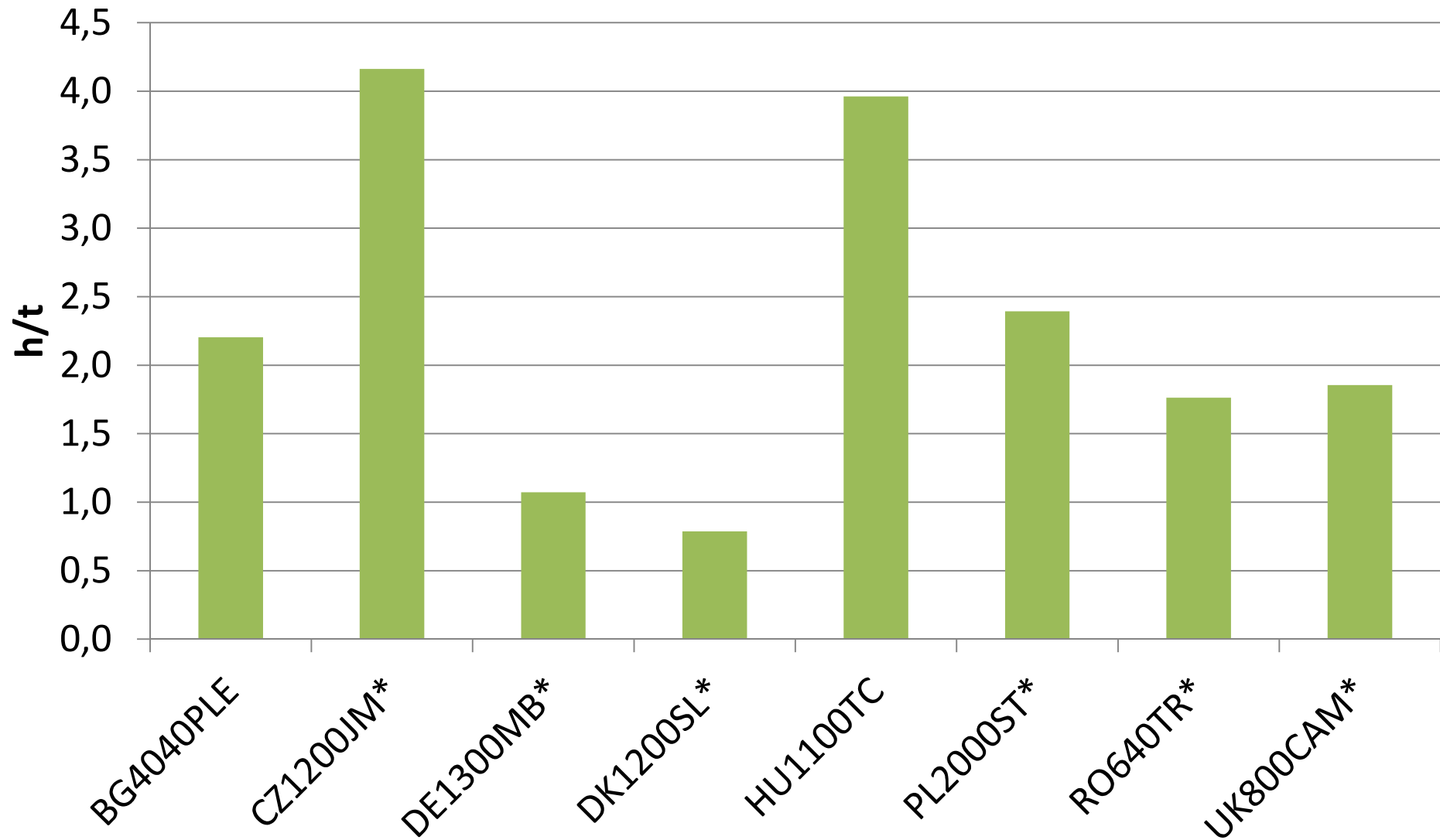
Pesticide cost wheat, average 2008-2010



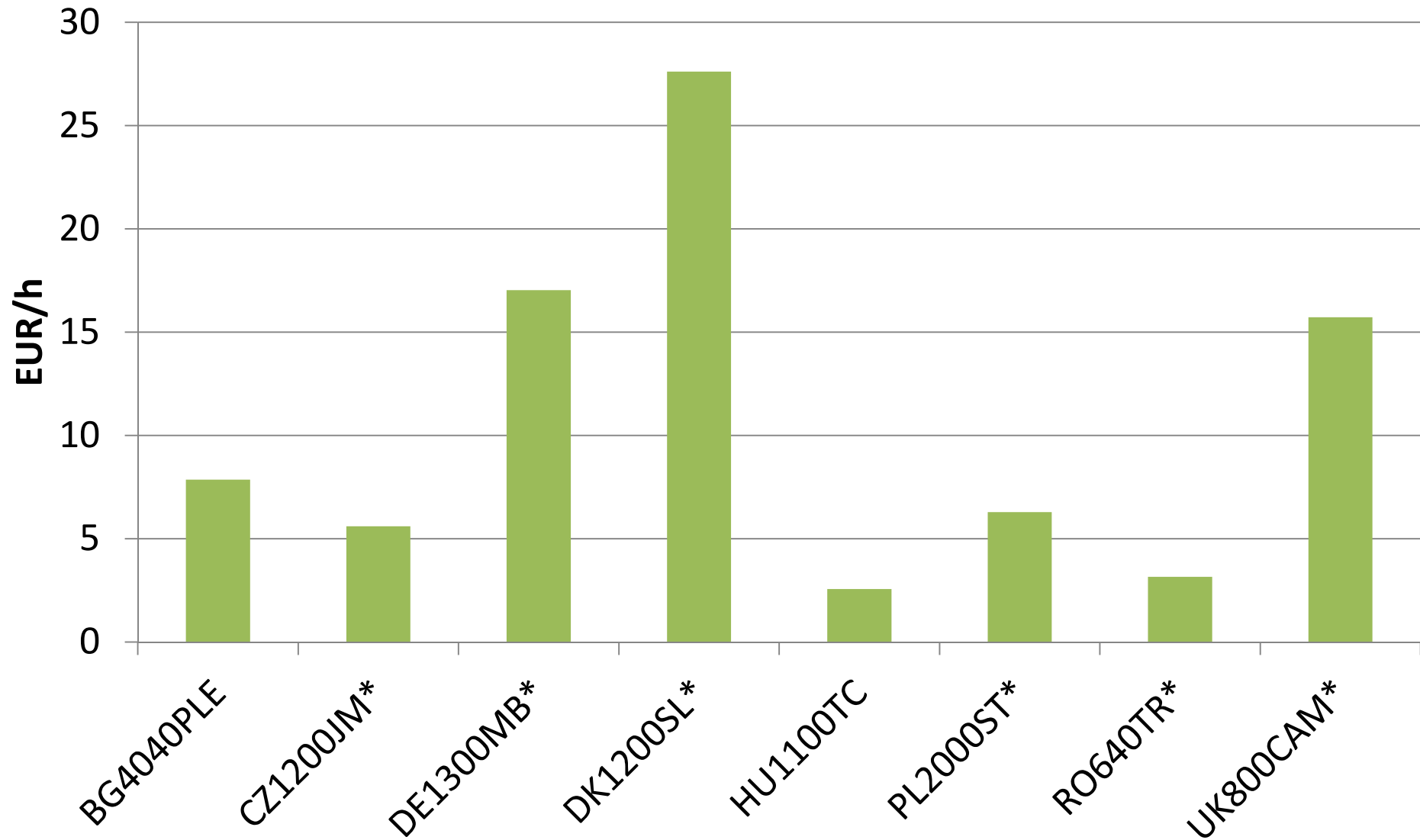
Operating cost wheat, average 2008-2010



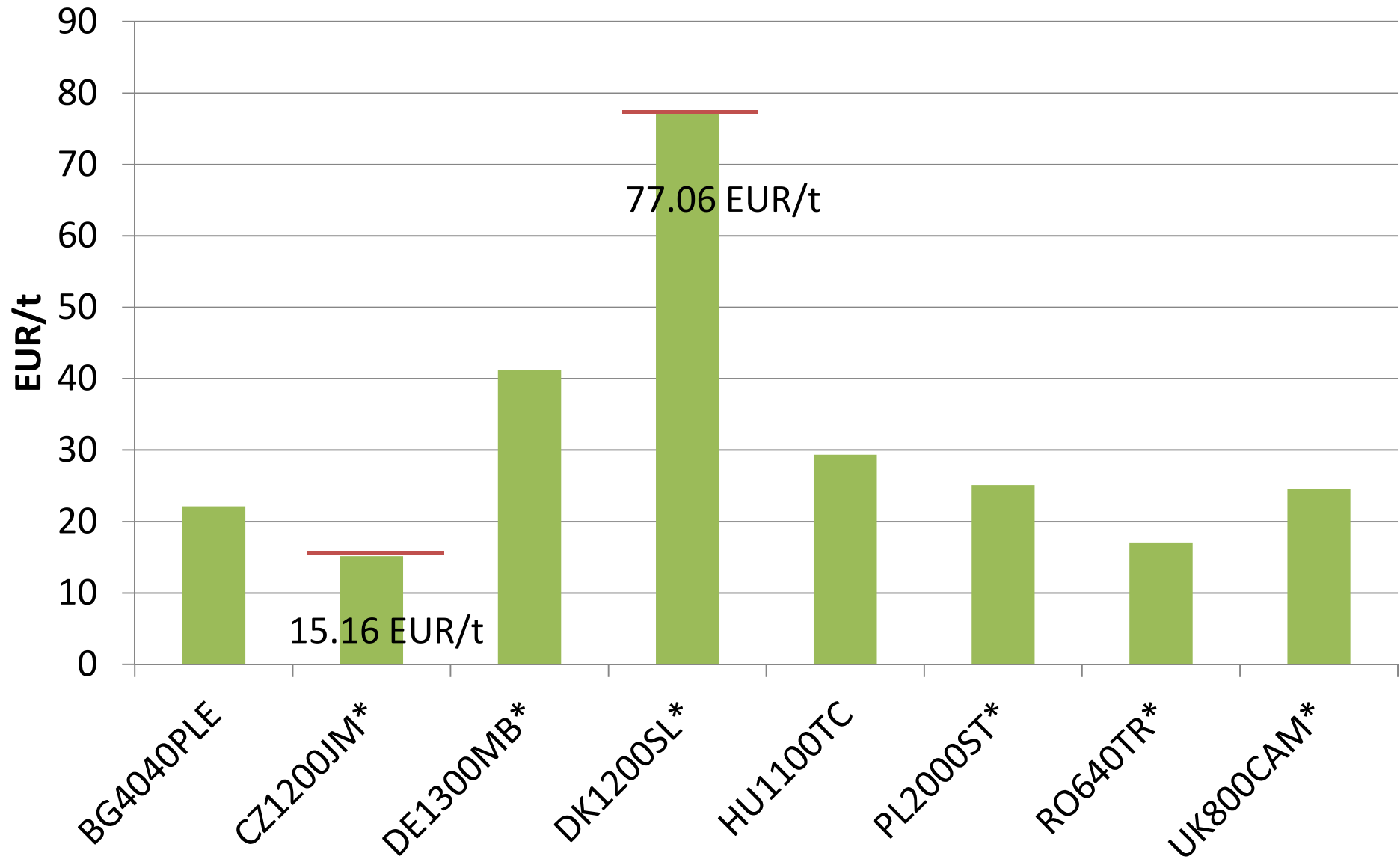
Working hours per ton wheat, average 2008-2010



Salary for farm labor, average 2008-2010



Total land cost wheat, average 2008-2010

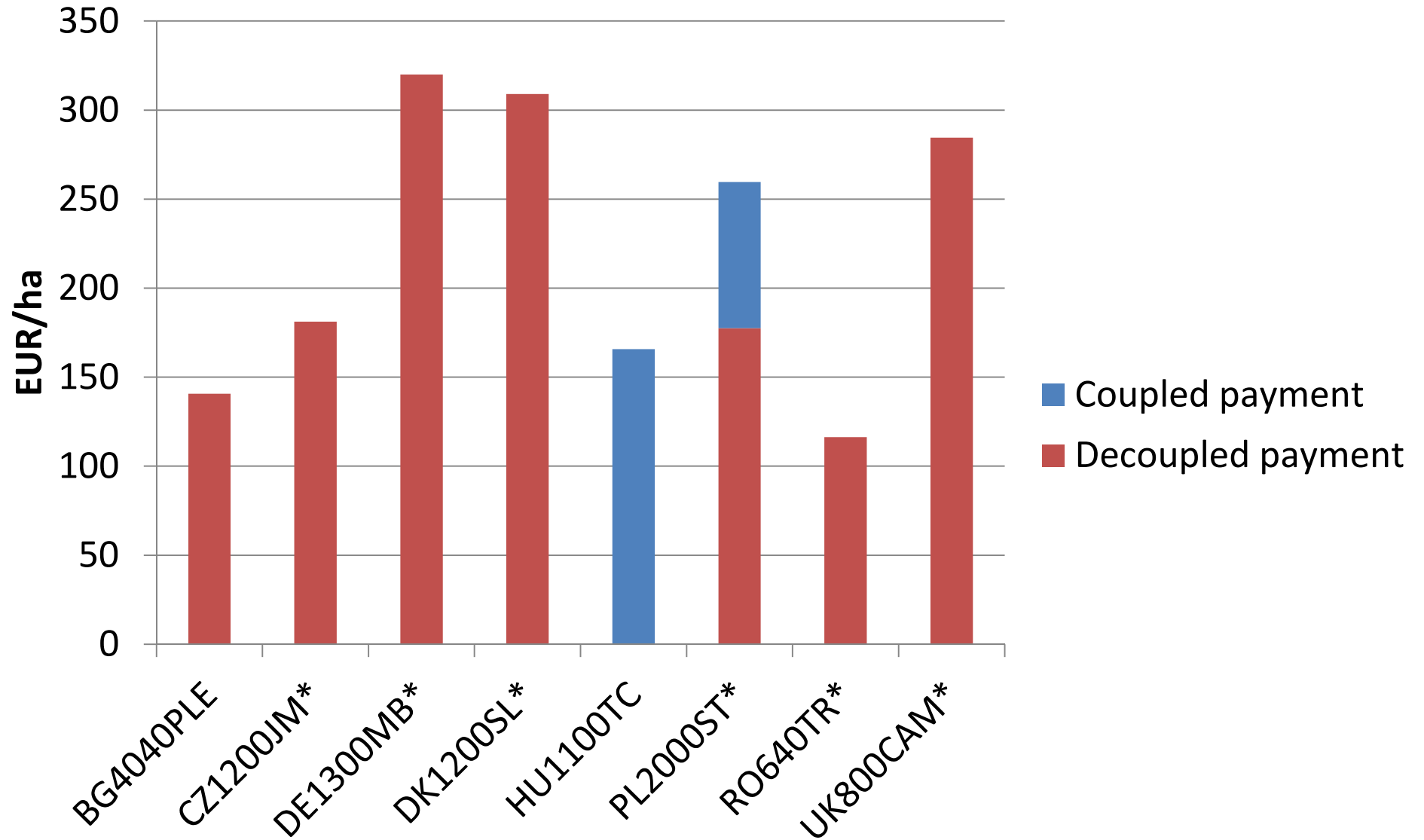


Economical differences per hectare wheat due to framework conditions

Framework Conditions	Denmark	Sweden	Germany	England	France
Nitrogen Norm for Feed Wheat	74 EUR	-	-	-	-
Fee on Nitrogen	-	-	-	-	-
Fee on Pesticides	27 EUR	5 EUR	-	-	4 EUR
Fee on Fuel	5 EUR	16 EUR	21 EUR	10 EUR	4 EUR
Property Tax	70 EUR		11 EUR	3 EUR	32 EUR
Total	176 EUR	21 EUR	32 EUR	13 EUR	40 EUR

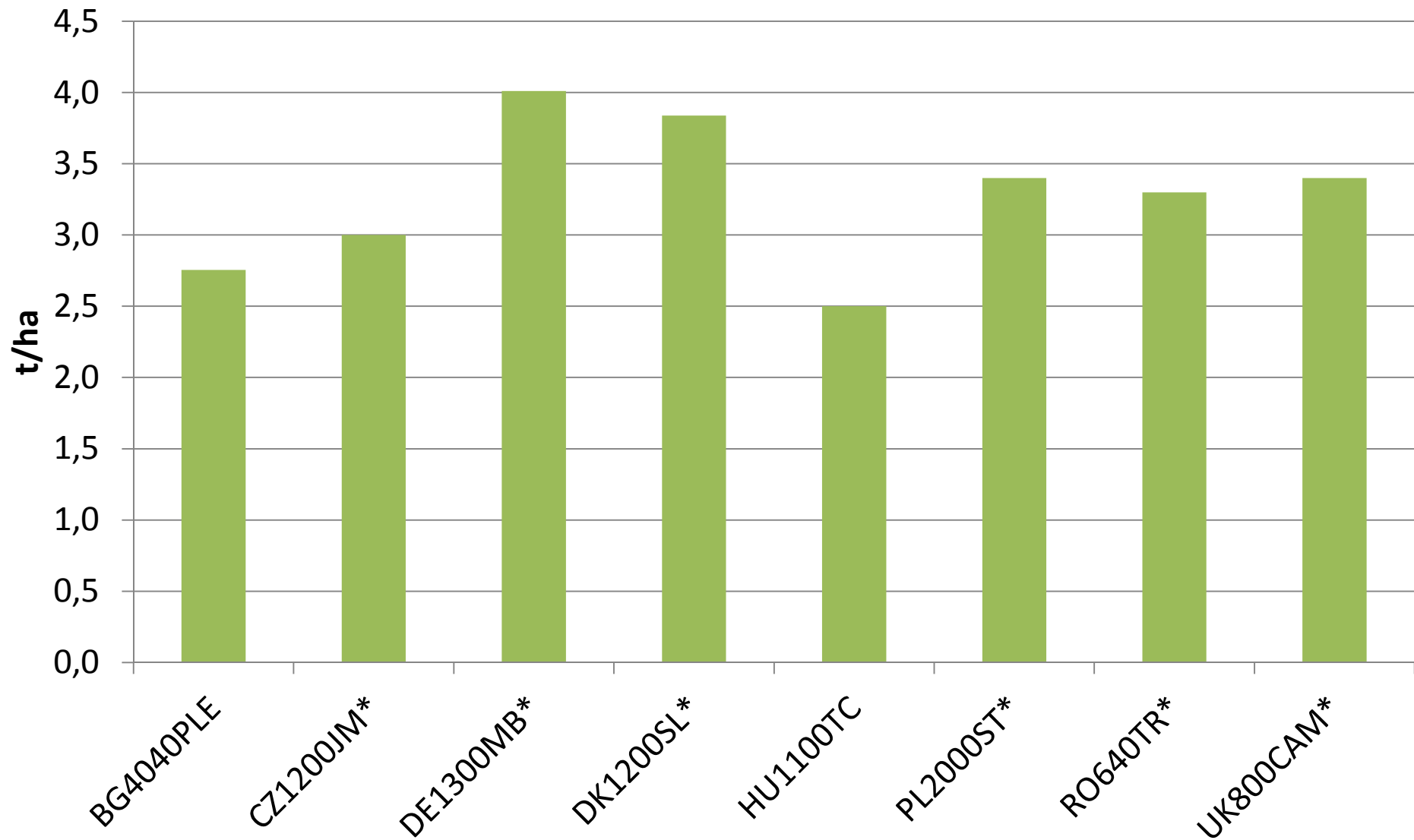
Source: Peter Borreby for Borsen Magazine 2010

Decoupled and coupled payment, 2010

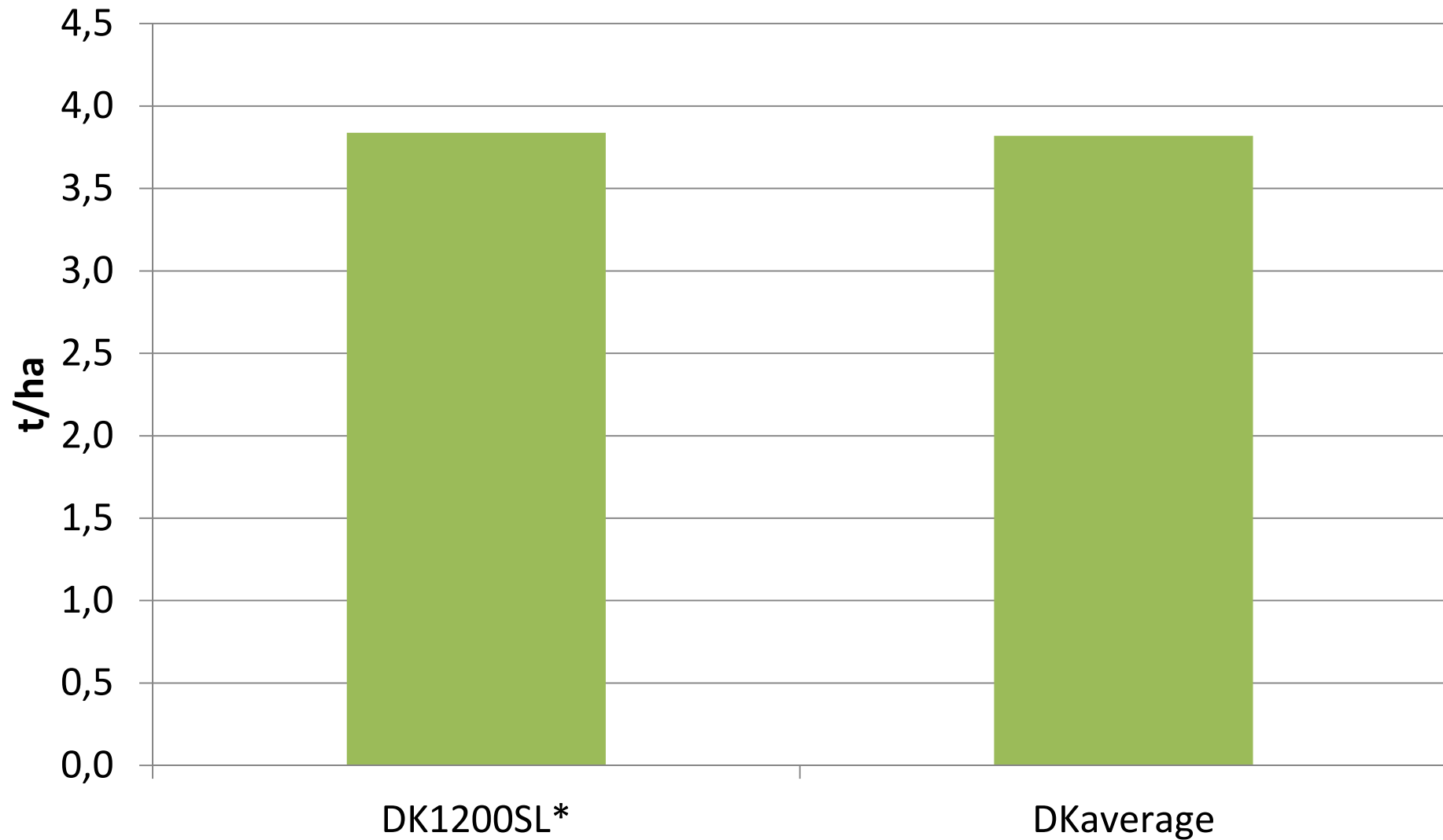




Rapeseed yield, 2010

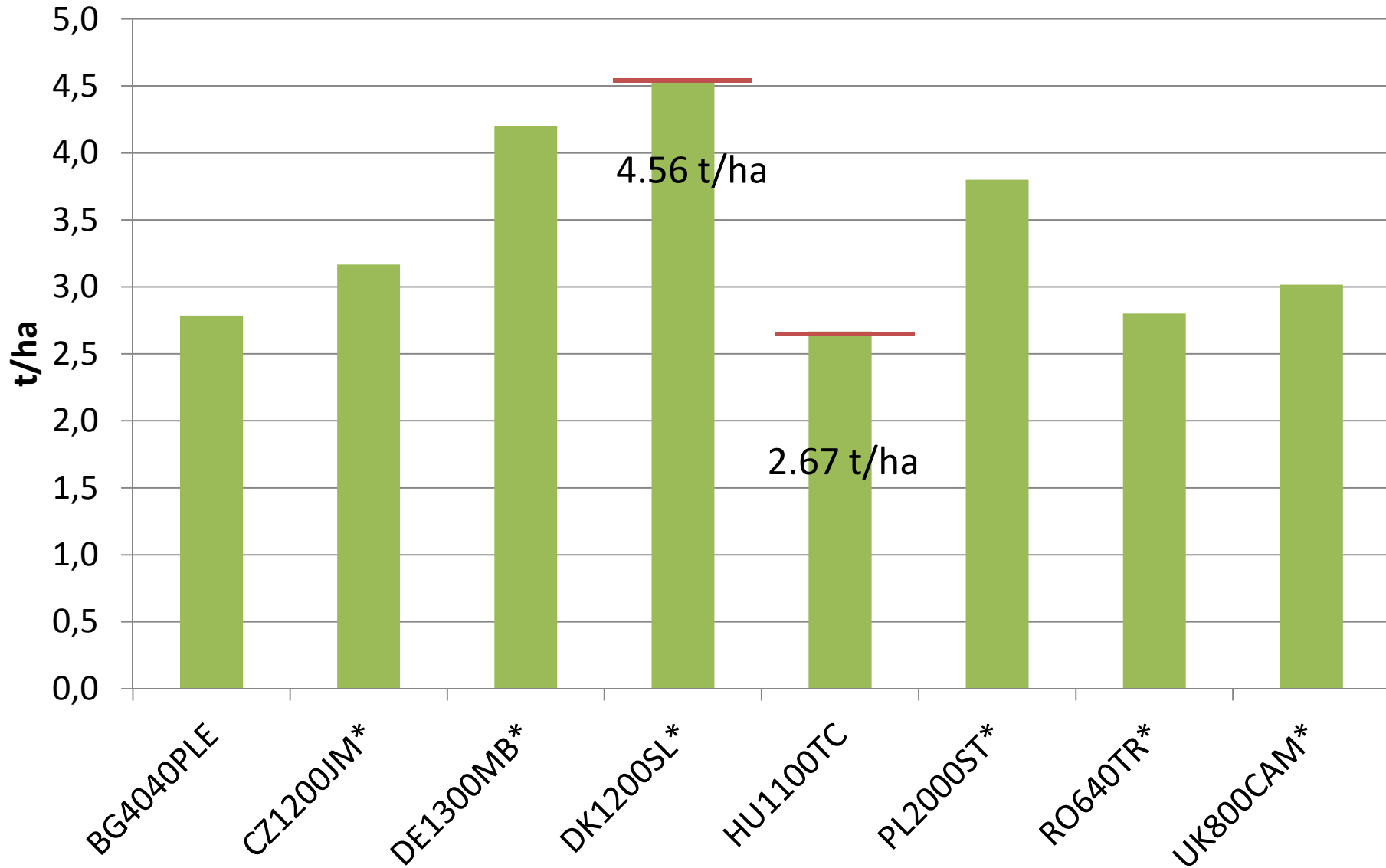


Rapeseed yield, 2010

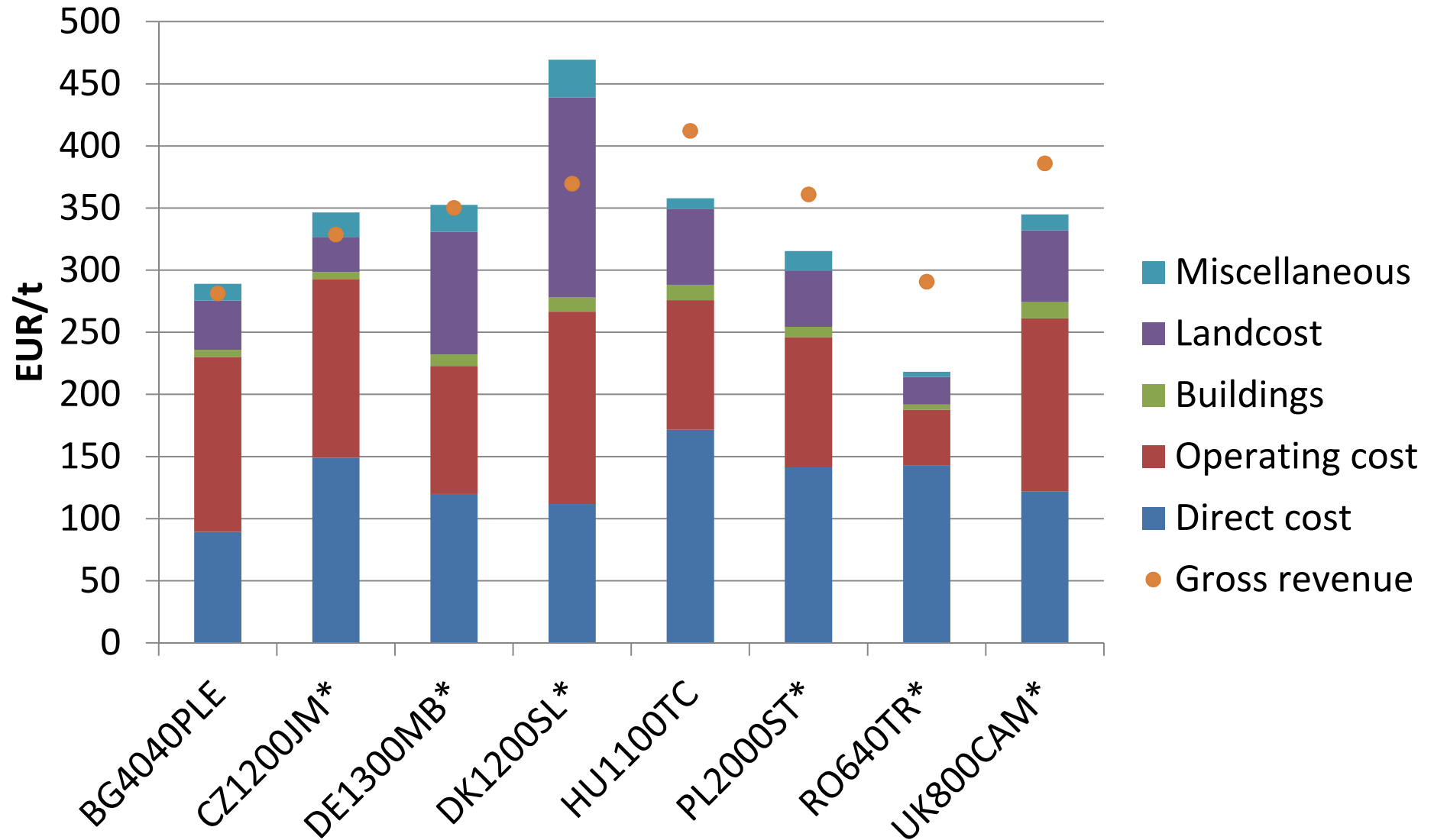


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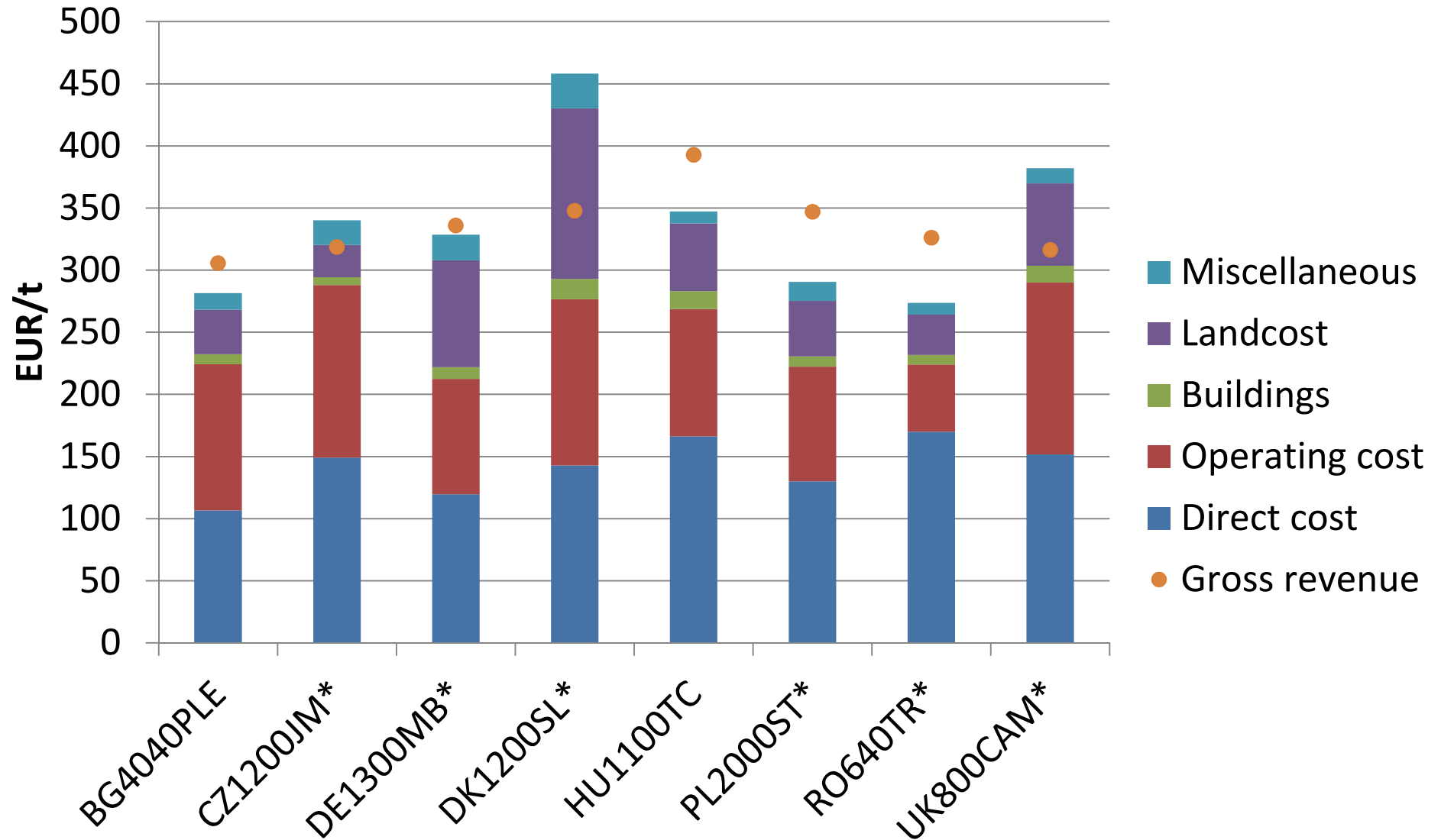
Rapeseed yield, average 2008-2010



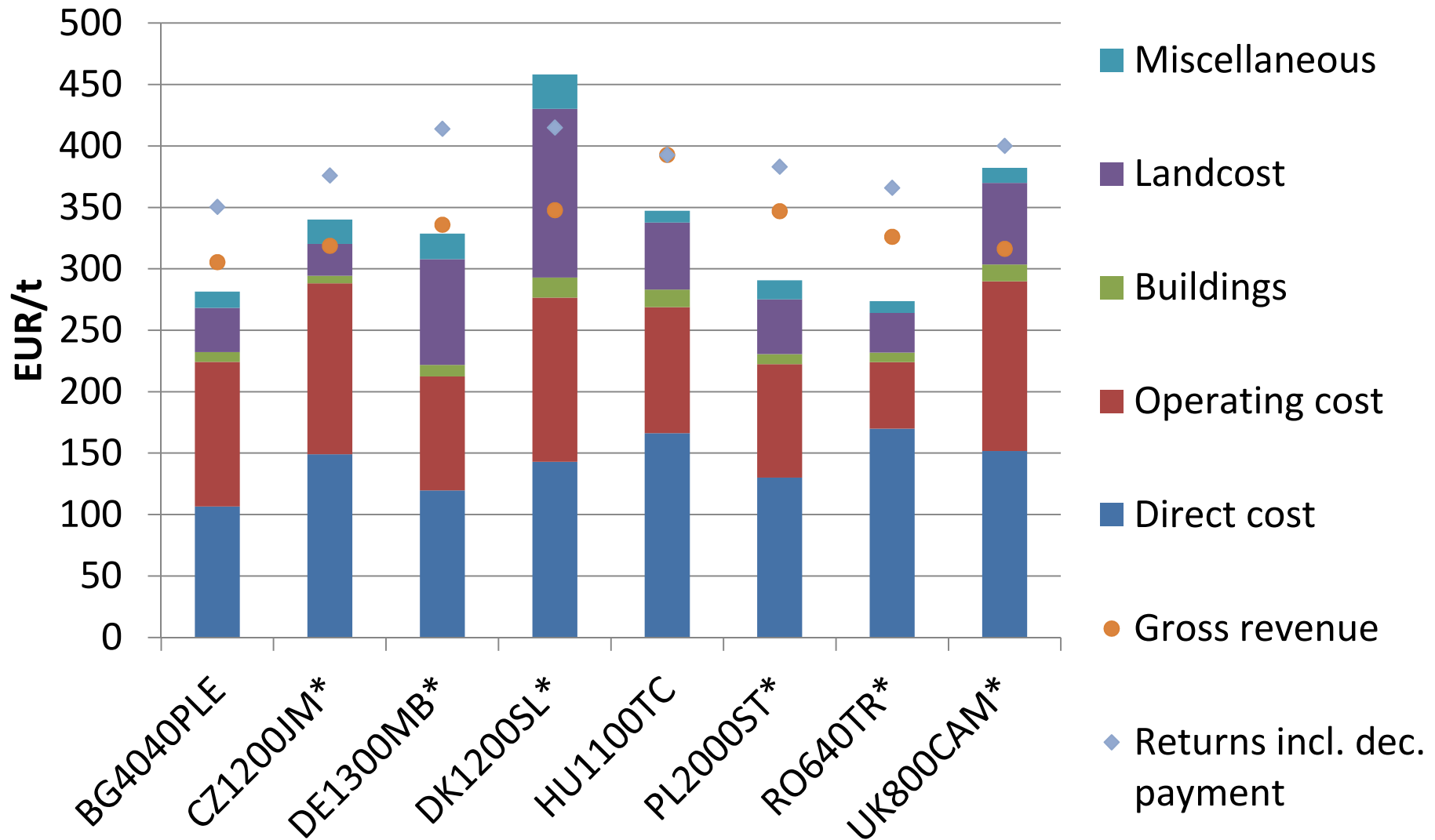
Total cost and gross revenue rapeseed, 2010



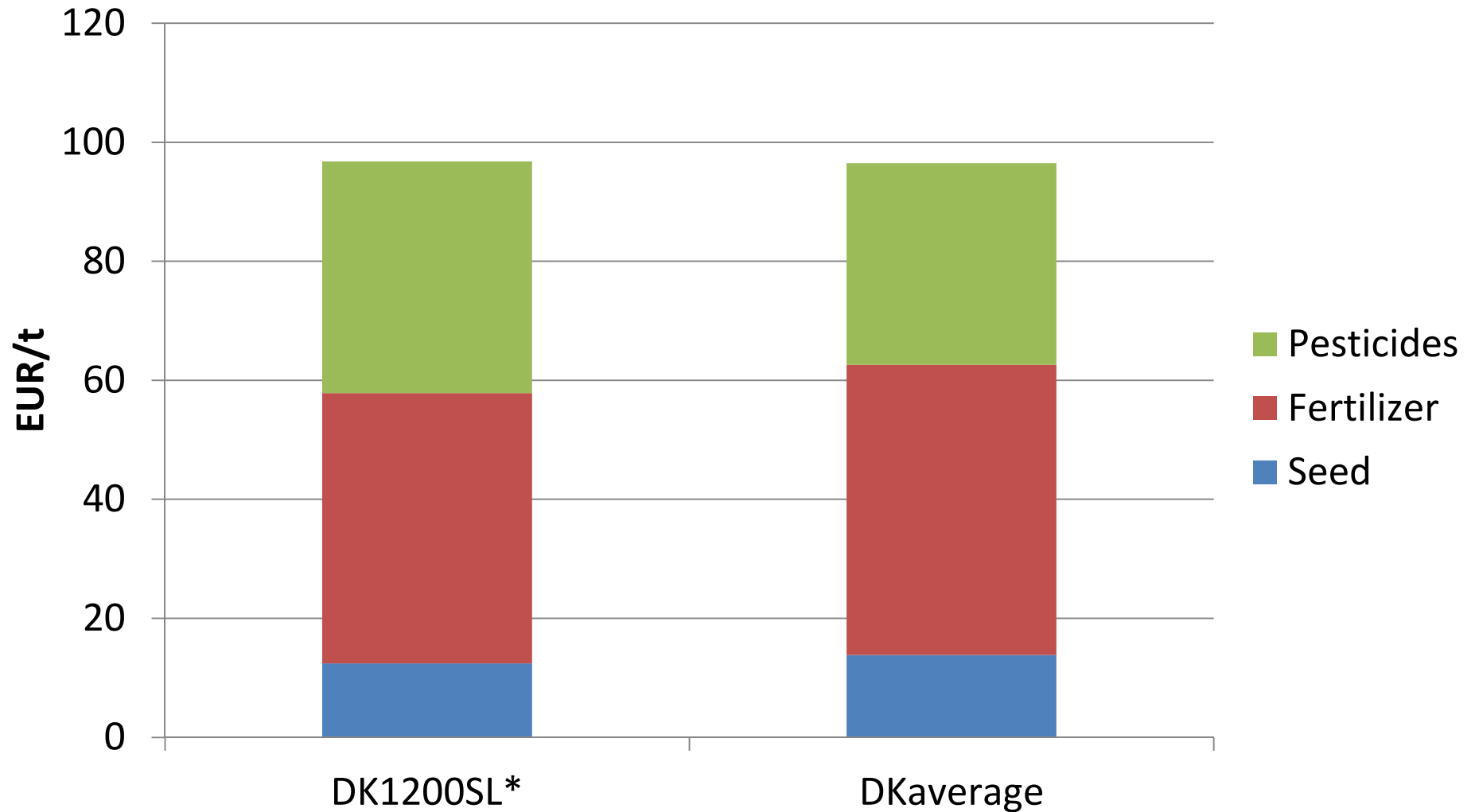
Total cost and gross revenue rapeseed, average 2008-2010



Total cost and gross revenue rapeseed, average 2008-2010

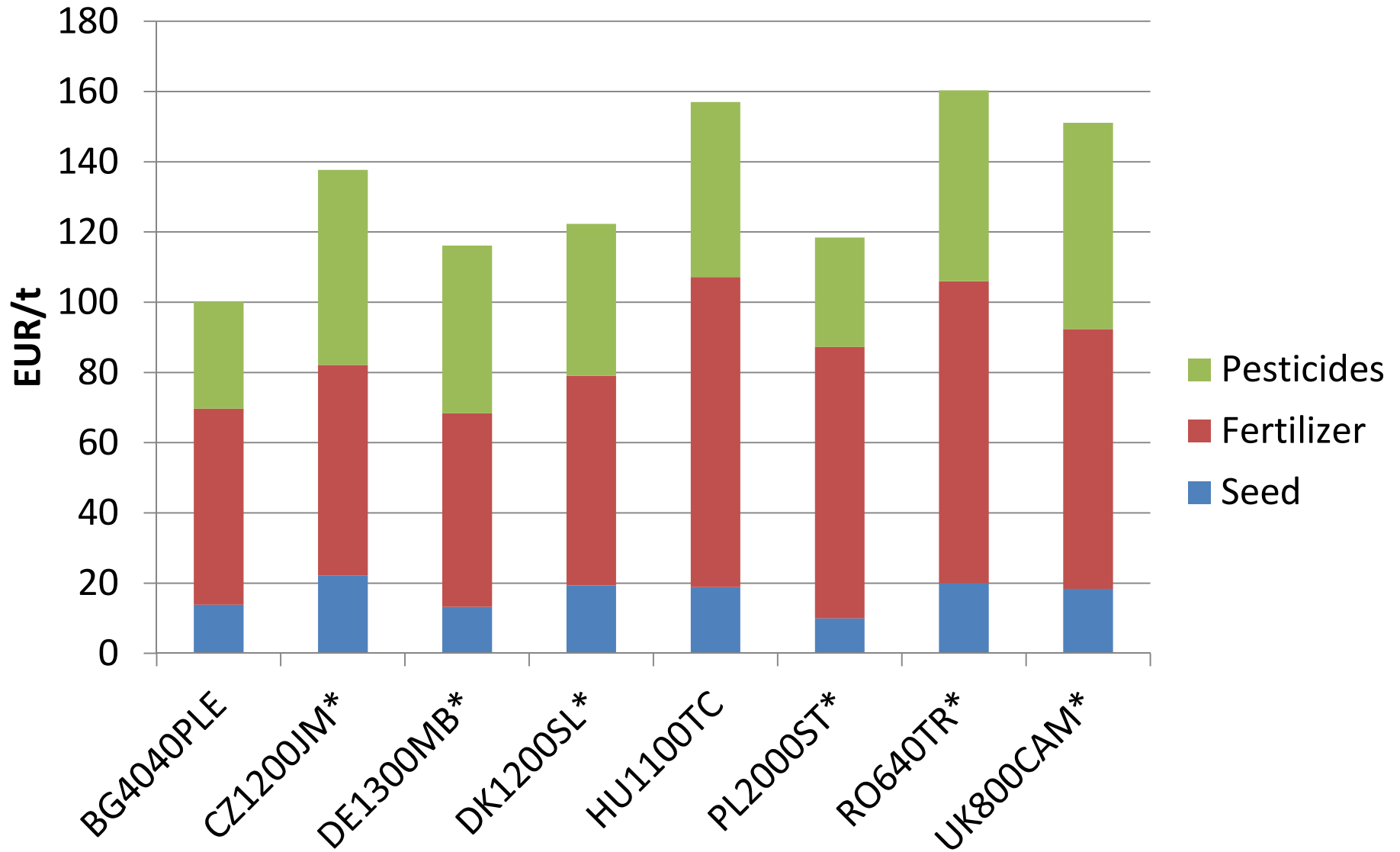


Direct cost rapeseed, 2010

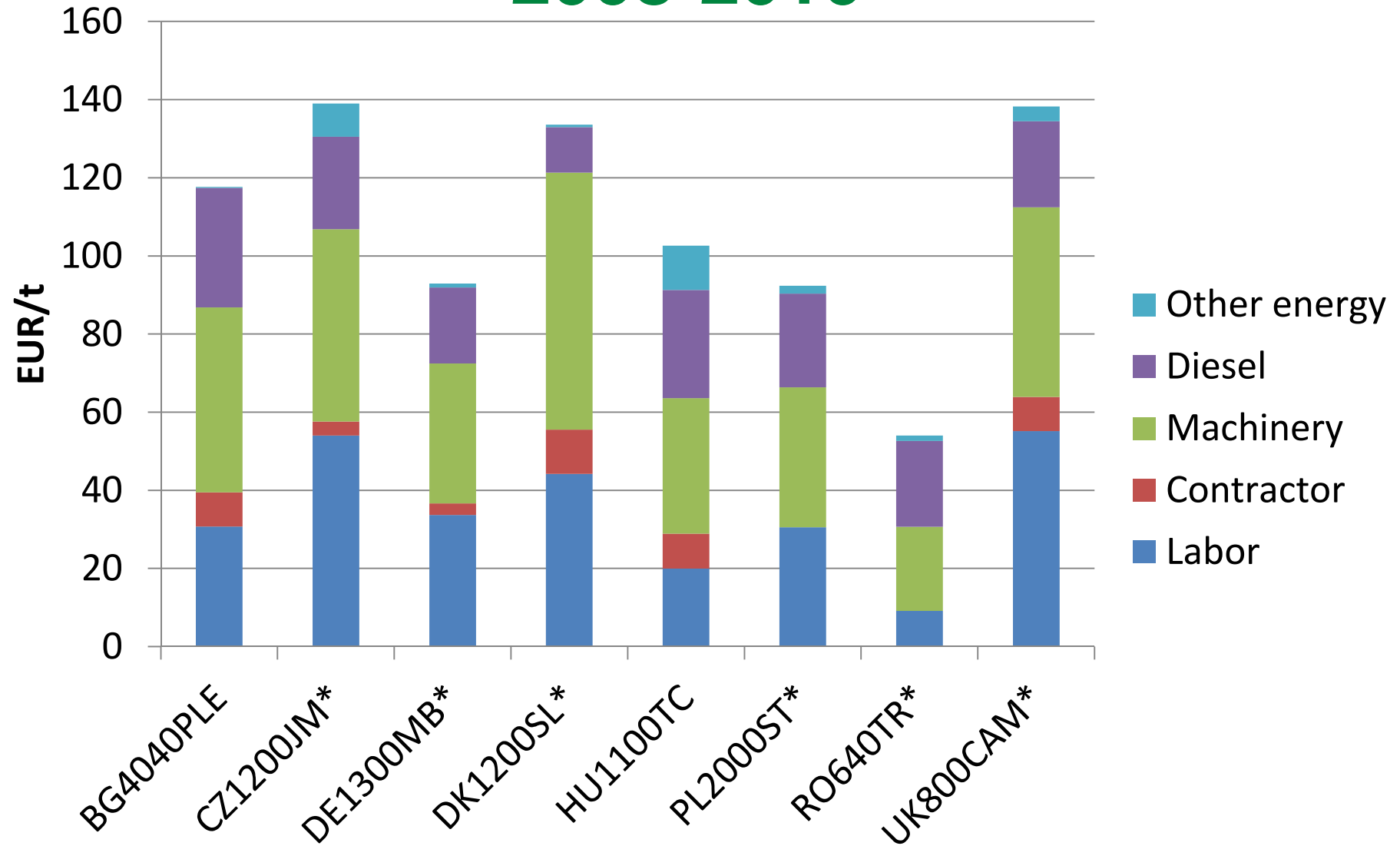


DKaverage: Data from Operating analysis 2010/2011 preliminary results.

Direct cost rapeseed, average 2008-2010



Operating cost rapeseed, average 2008-2010



Conclusions

- High spread in yield
- High spread in costs
- Especially the Danish farm have problems with high land costs
- European wheat and oilseed production can be profitable...
- Only data from single farms – But the data from these farms are very robust and data for three years are available



