Griseproduktionen i Spanien

The pig production in Spain

Grisekongres 2023

Herning, Denmark, October 25th 2023



Albert Morera Serentill Vall Companys Group



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Vall Companys Group

We are an agri-food group leading on pork and poultry in Spain

We produce food for people, researching and deploying technologies to make it healthier and more sustainable, and leveraging development in our communities, specially in rural areas.

Our purpose

Better food for a better world.





Integrated value chain

All our processes are vertically integrated: Maximum traceability and food safety.







From flour to protein: the evolution of an agri-food DNA

1956 1970

1970 1980 1980 1990 1990 2000 2000 2010

20102020

Today



We started our activity with the La Meta flour mill.

Livestock integration

We begin the integration model that has identified us until today.

Volume and logistics

We grow in terms of volume and interconnect our plants and farms all over the territory.

Quality and traceability

We set up quality, safety and traceability standards through our operations.

Consolidation of the vertical model

From genetics to packaging, we expand over the whole value chain.

Industrial and commercial specialization

Our activities grow towards final product elaboration and distribution.

Today: an Agri-food Group

A driving force for rural Spain

A more sustainable diet

Circularity and innovation



Penta Programme

Our strategic sustainability plan

The Penta Program is a real, structured, and parameterized path that impacts all our areas of action. For this reason, it consists of 5 strategic pillars that will set our course of action for the coming years.





Pillar 1

Climate and circularity

Pillar 2

Animal welfare

Pillar 3

People

Pillar 4

Quality, safety and innovation

Pillar 5

Ethical and responsible management



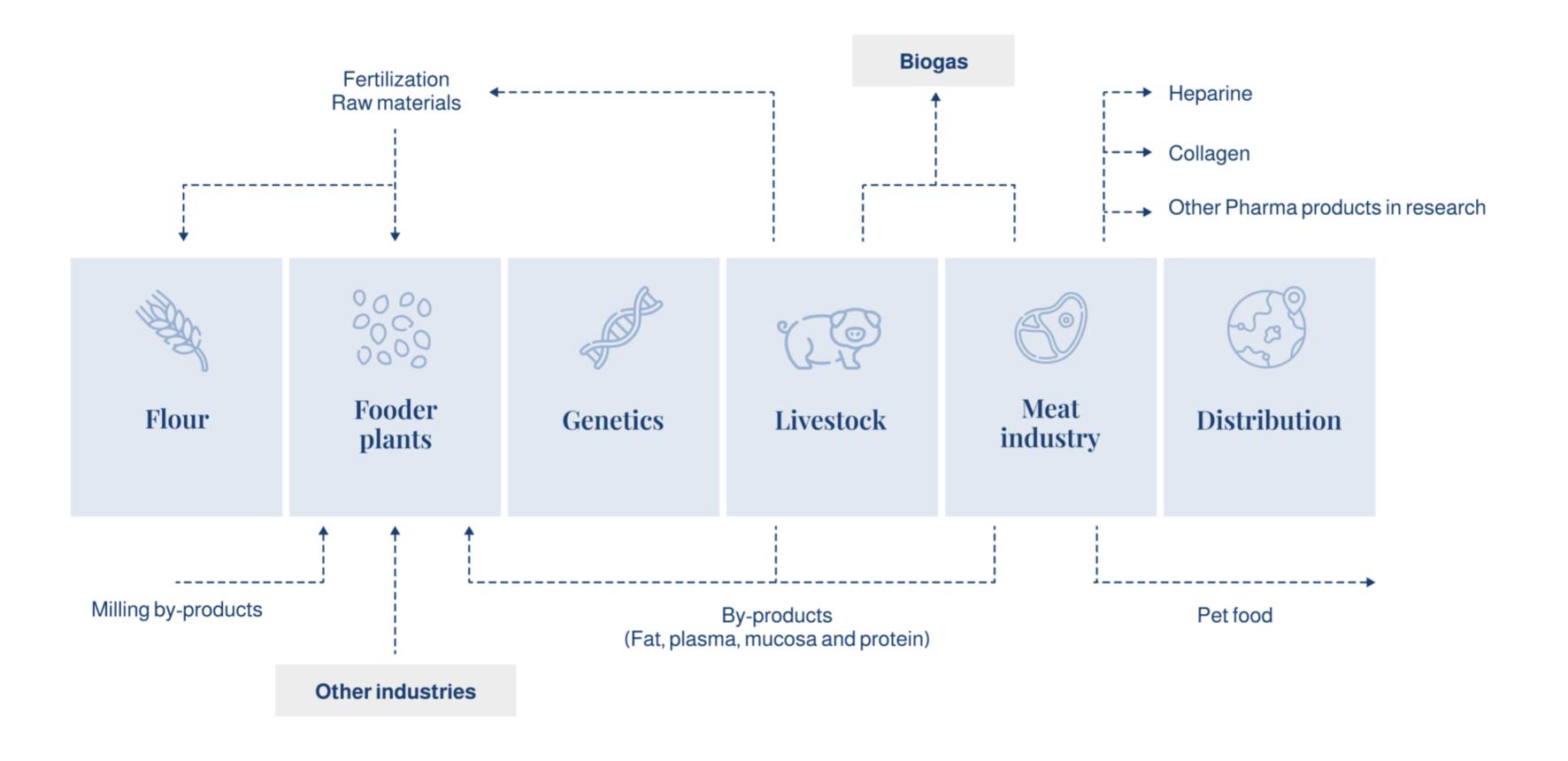
Vall Companys Group in figures

2.75 3,010 500 336 354 +6 Million € Million animals Million animals Million Ton. Thousand Ton. Thousand Ton. Chicken **Chicken meat** Pork production Pig production Fodder production 2022 revenue production production 2,600 11,000 18.6 15 1.2 14 Thousand Ton. Million Ton. Thousand Ton. Thousand Ton. **Cured ham Processed meat Bread flour Associated farms Beef production Employees** production production production



Circularity and efficiency

We develop innovations that make the most of the by-products of our activity, reducing waste and generating value beyond our production chain.





Piglet farms





Piglet farms

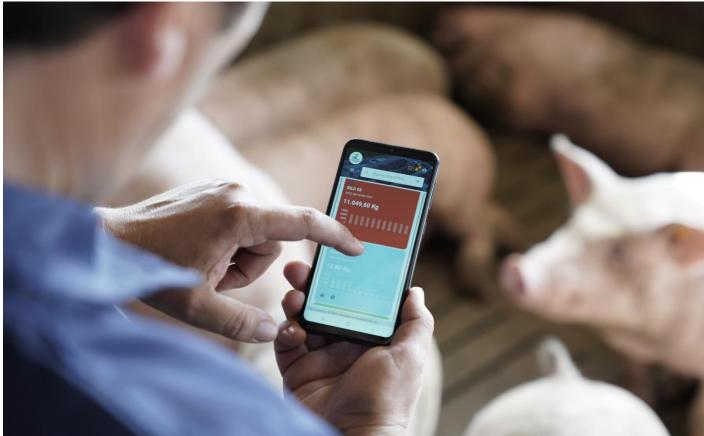




Fattening farms









Fattening farms







Key figures of pig production in Spain and pork meat trade

Pig Livestock Global - EU Pig Livestock Evolution

Pork meat production Global - EU Evolution Pork meat production

Global Pork Meat Trade 2017 (pre-ASF in China) vs 2023 – Role of Spain

Pork Meat Export from Spain

Variation in global pig livestock – Changes in global pork meat trade



Variation in global pig livestock

Country	2017	2023	2017-2023			
Country	2017	2023	Variation	%		
China	442.092.000	452.560.000	10.468.000	2,4%		
USA	71.345.000	74.399.000	3.054.000	4,3%		
Brasil	39.215.000	34.250.000	- 4.965.000	-12,7%		
Canada	13.935.000	13.930.000	- 5.000	0,0%		
EU-27	147.188.000	134.290.000	- 12.898.000	-8,8%		
Others	62.805.000	69.211.000	6.406.000	10,2%		
Total	776.580.000	778.640.000	2.060.000	0,3%		

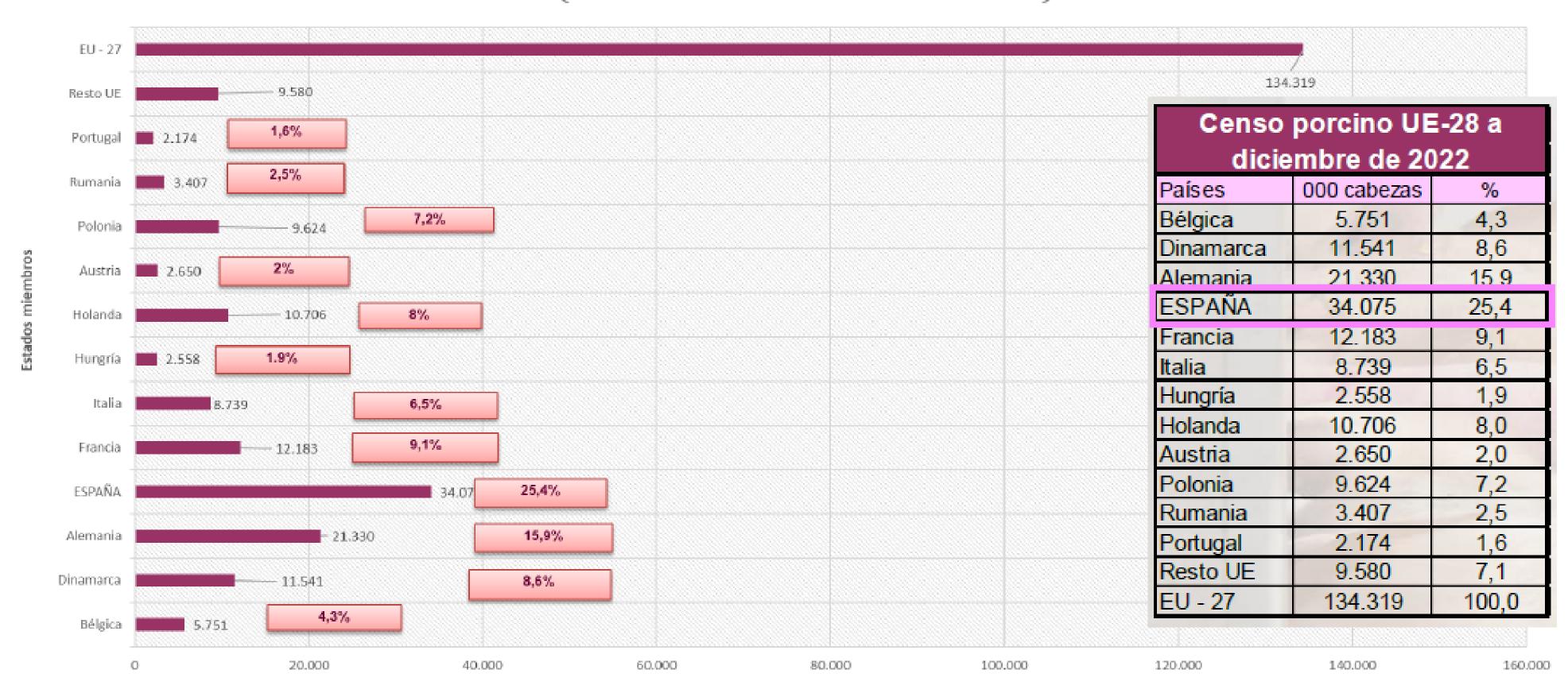
Country	2017	2023	2017-2023			
Country	2017	2025	Variation	%		
Spain	29.232.000	34.075.000	4.843.000	16,6%		
Germany	27.376.000	21.330.000	- 6.046.000	-22,1%		
Polonia	11.107.000	9.624.000	- 1.483.000	-13,4%		
France	12.791.000	12.183.000	- 608.000	-4,8%		
Denmark	12.281.000	11.541.000	- 740.000	-6,0%		
Netherland	11.881.000	10.706.000	- 1.175.000	-9,9%		
Others	42.520.000	34.831.000	- 7.689.000	-18,1%		
EU-27	147.188.000	134.290.000	- 12.898.000	-8,8%		

16,6% 29.232.000 34.075.000 4.843.000 Spain EU w/o Spain 117.956.000 100.215.000 - 17.741.000 -15,0%



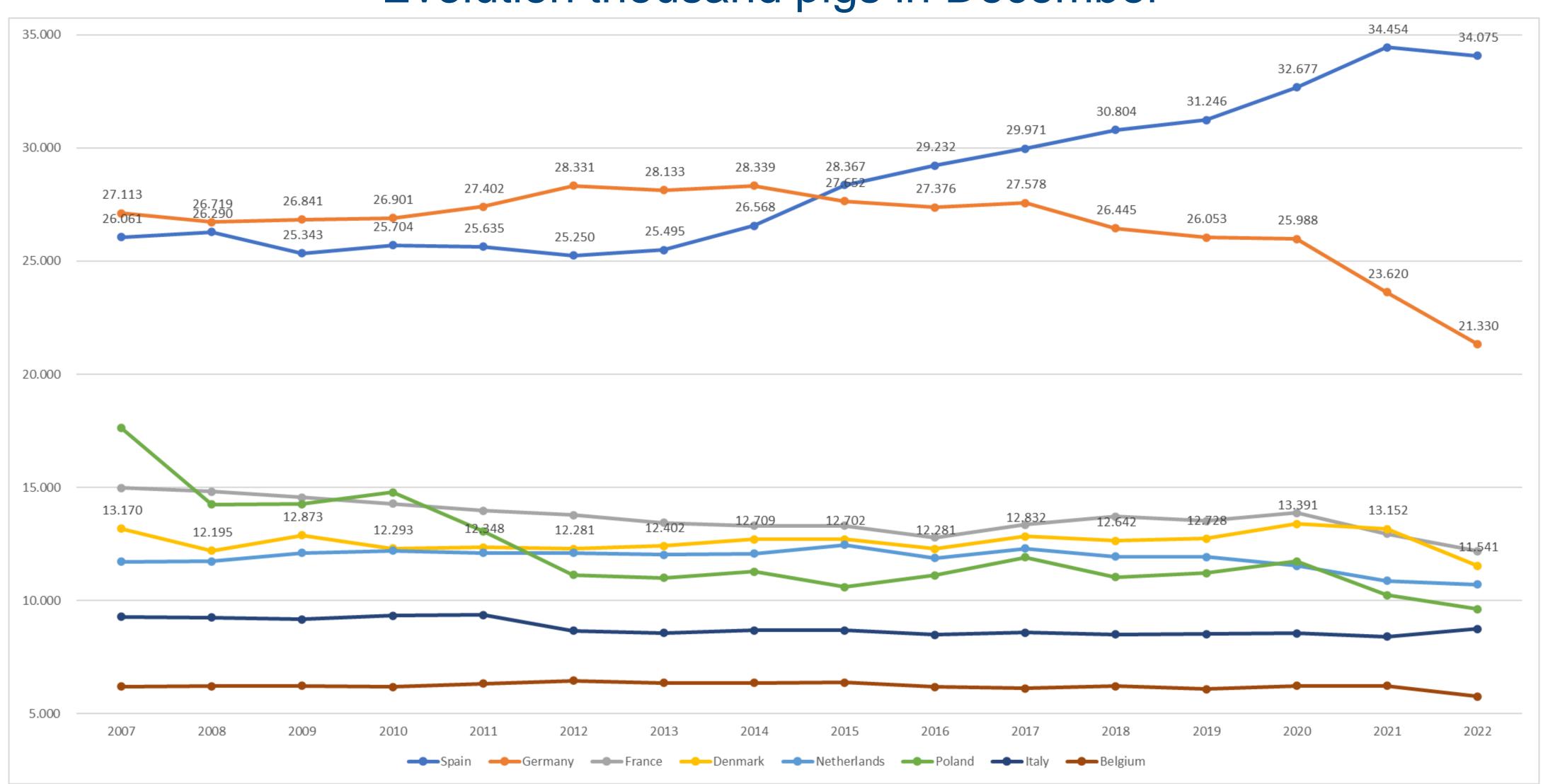
EU Pig Livestock December 2022 – Thousand of heads

CENSO DE GANADO PORCINO EN LA UNIÓN EUROPEA (Miles de animales en diciembre de 2022)



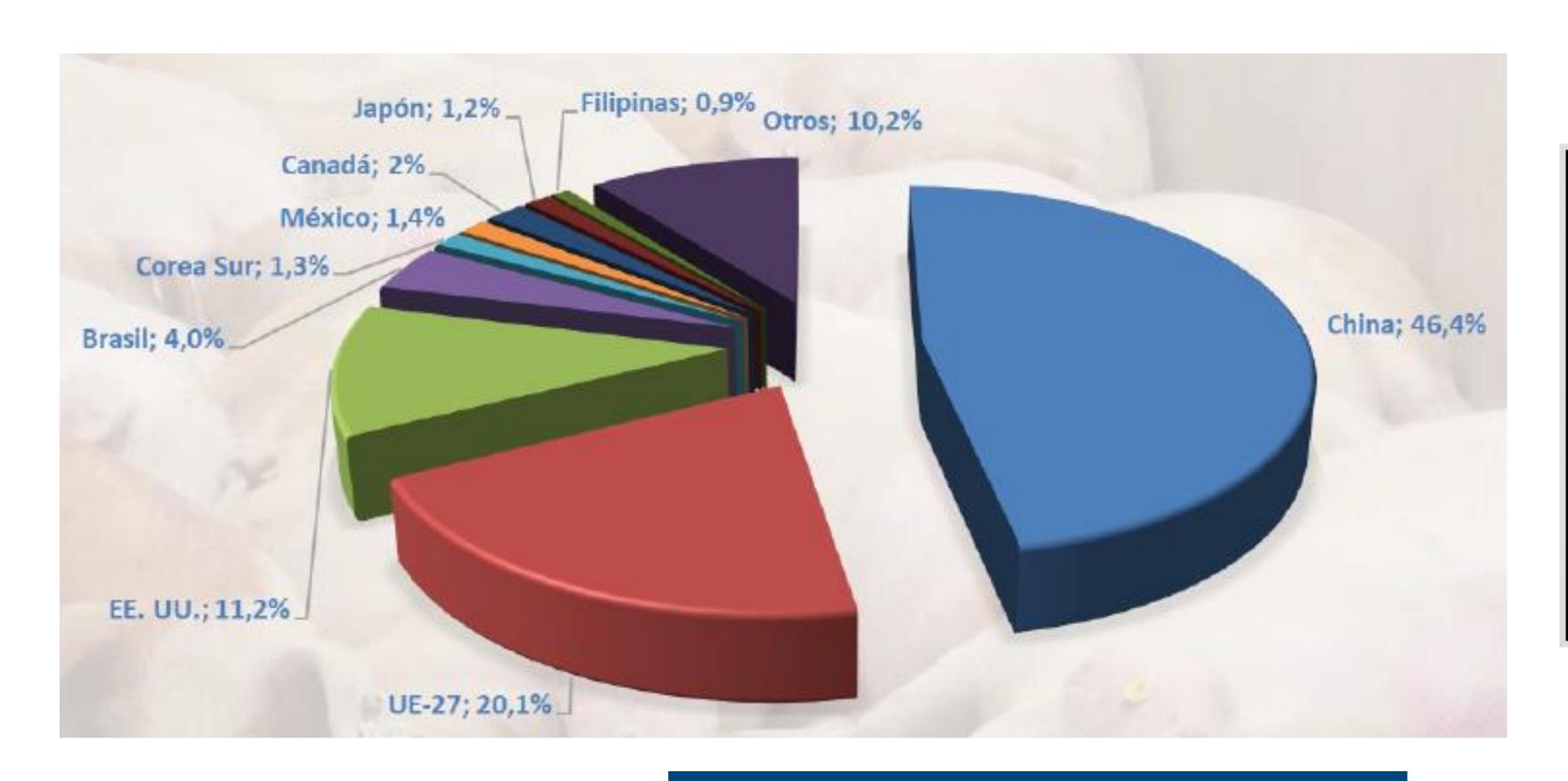


EU Pig LivestockEvolution thousand pigs in December





Global Pork Meat Production 2022 (thousand tons)

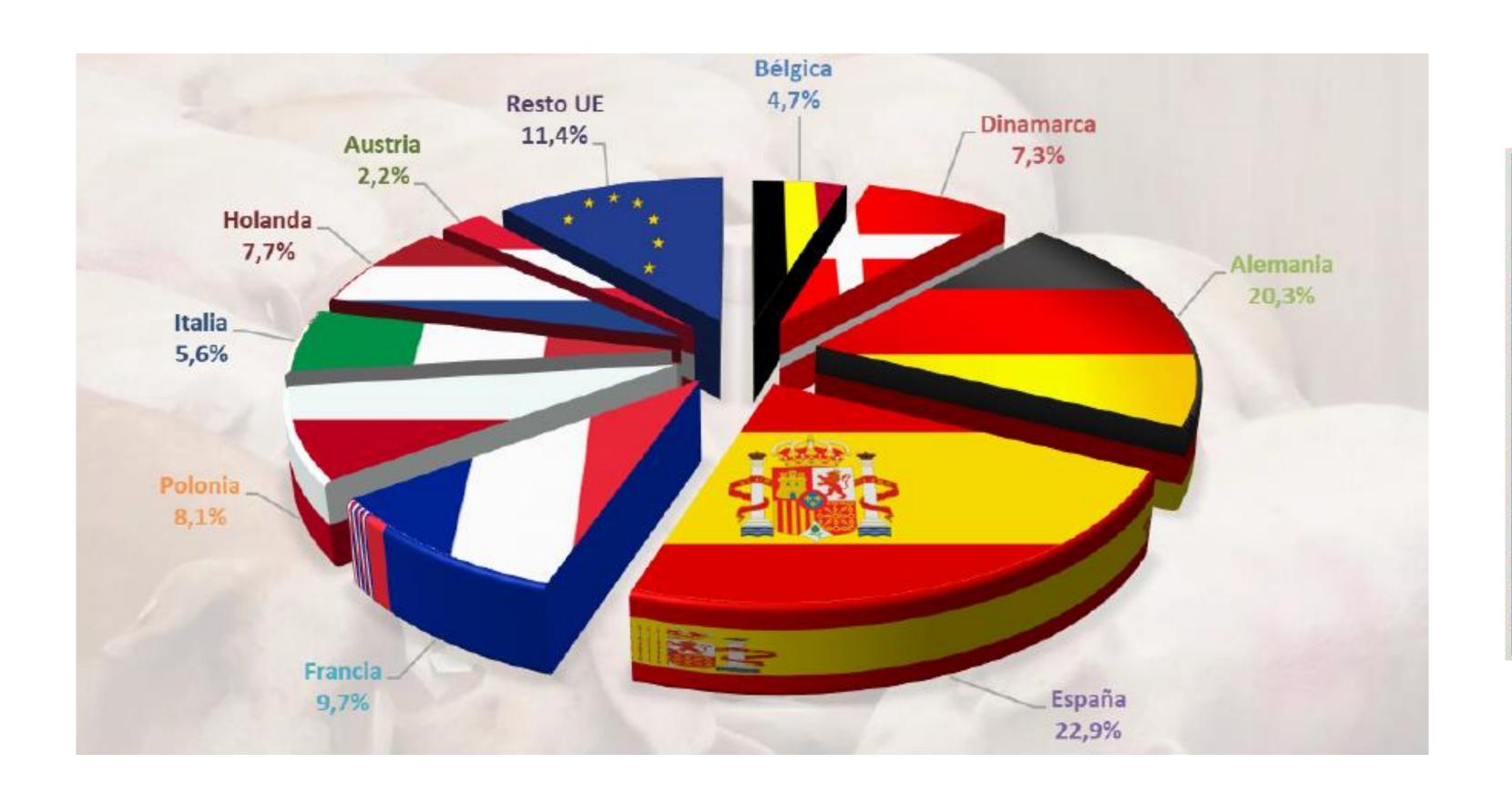


Principales países productores de carne de cerdo en el año 2022						
Países	000 Tm	%				
China	51.000	46,4				
UE-27	22.077	20,1				
EE. UU.	12.321	11,2				
Brasil	4.350	4,0				
Corea Sur	1.405	1,3				
México	1.530	1,4				
Canadá	2.055	1,9				
Japón	1.300	1,2				
Filipinas	950	0,9				
Otros	11.224	10,2				
Total	109.846	100,0				

Spain 5% Global Pork Meat Production in 2022



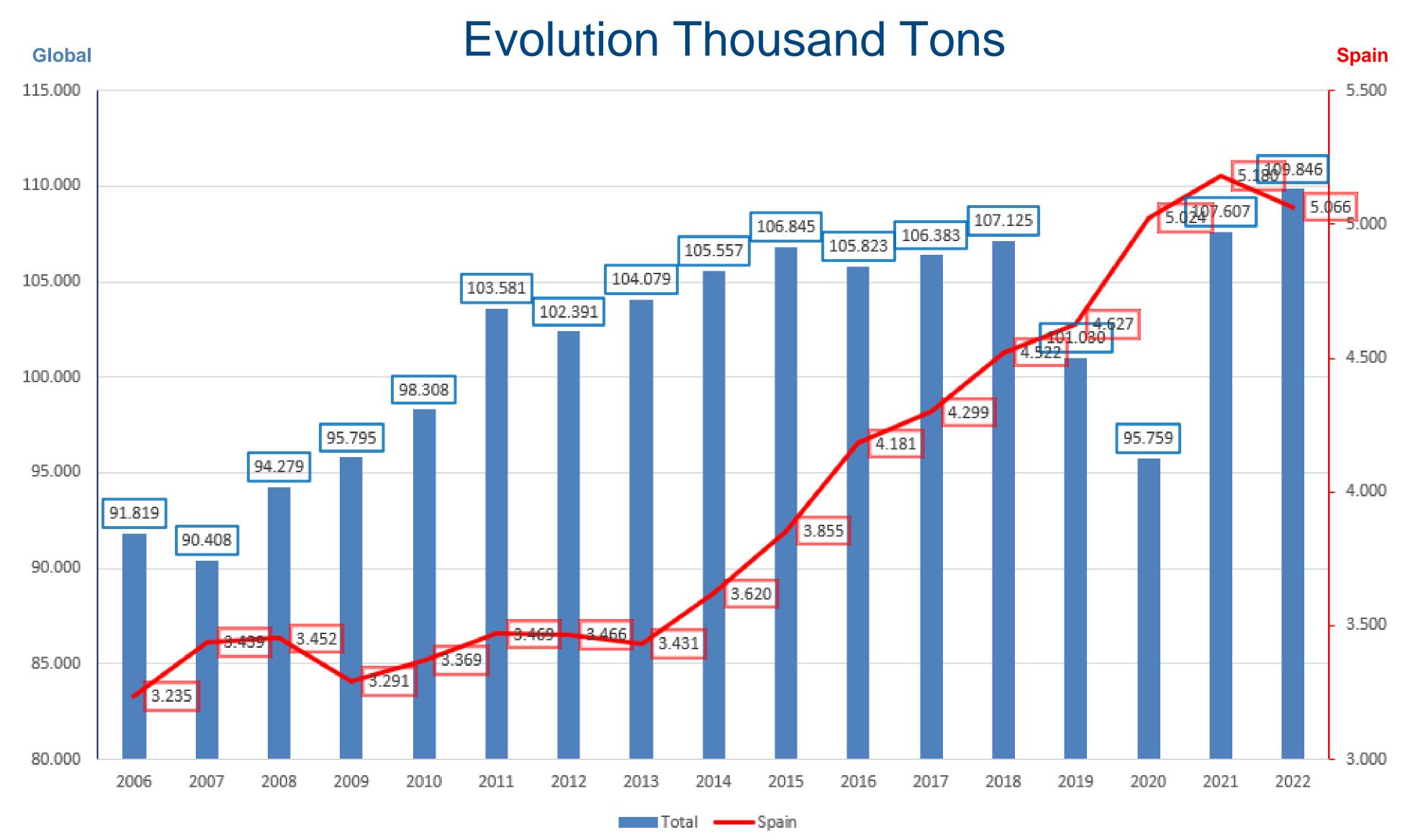
Global Pork Meat Production 2022 (thousand tons)



Producción de carne porcina UE- 27 en el año 2022						
Países	000 tm	%				
Bélgica	1.032	4,7				
Dinamarca	1.609	7,3				
Alemania	4.481	20,3				
España	5.066	22,9				
Francia	2.152	9,7				
Polonia	1.795	8,1				
Italia	1.239	5,6				
Holanda	1.701	7,7				
Austria	478	2,2				
Resto UE	2.525	11,4				
Total	22.077	100,0				

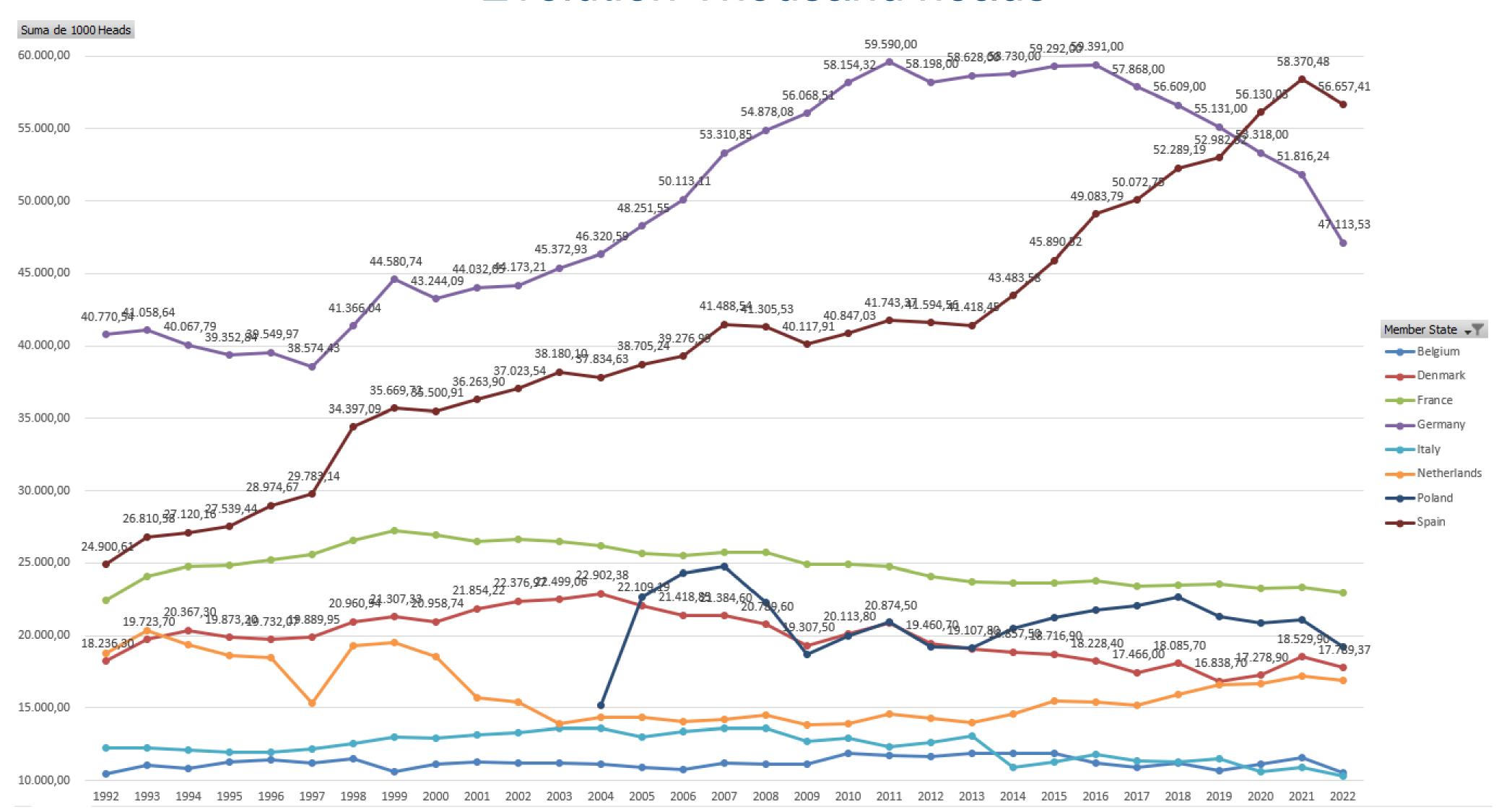


Global Pork Meat Production





EU Pig SlaugtheringEvolution Thousand heads





Global pork meat trade 2017





Global pork meat trade 2023



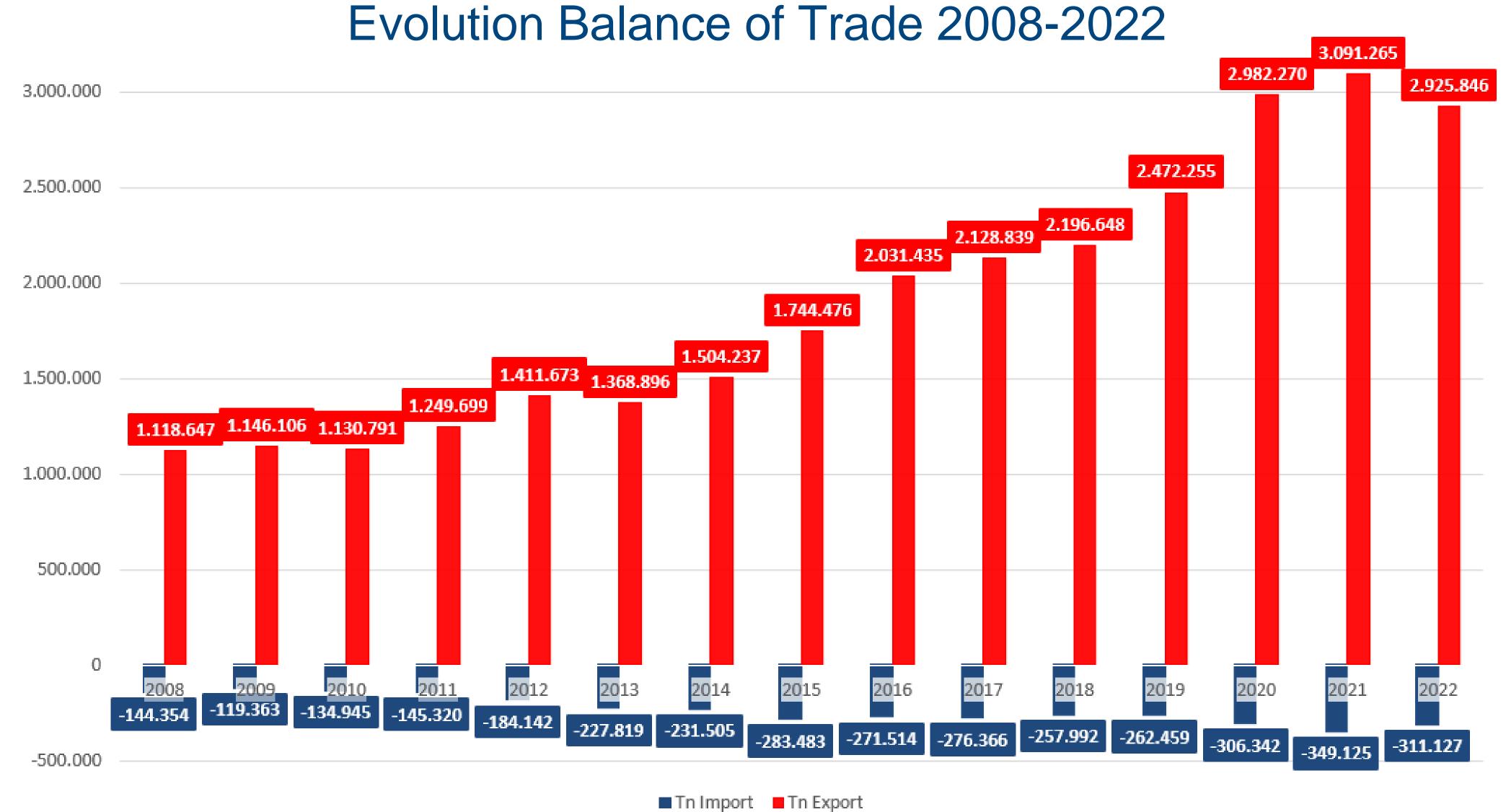


Changes in global pork meat trade 2017-2023





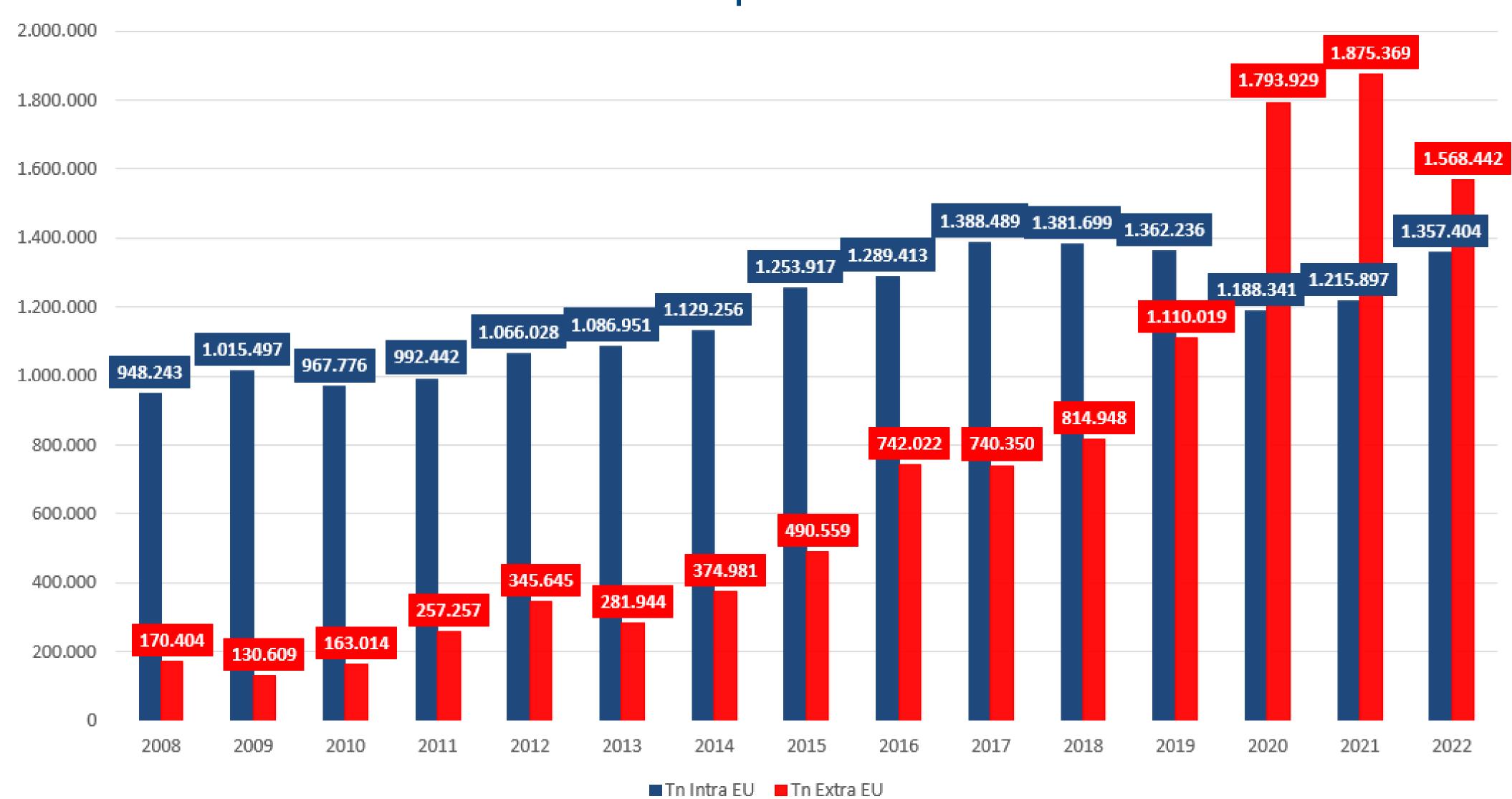
Pork Meat Trade in Spain (Tn)





Pork Meat Export from Spain (Tn)

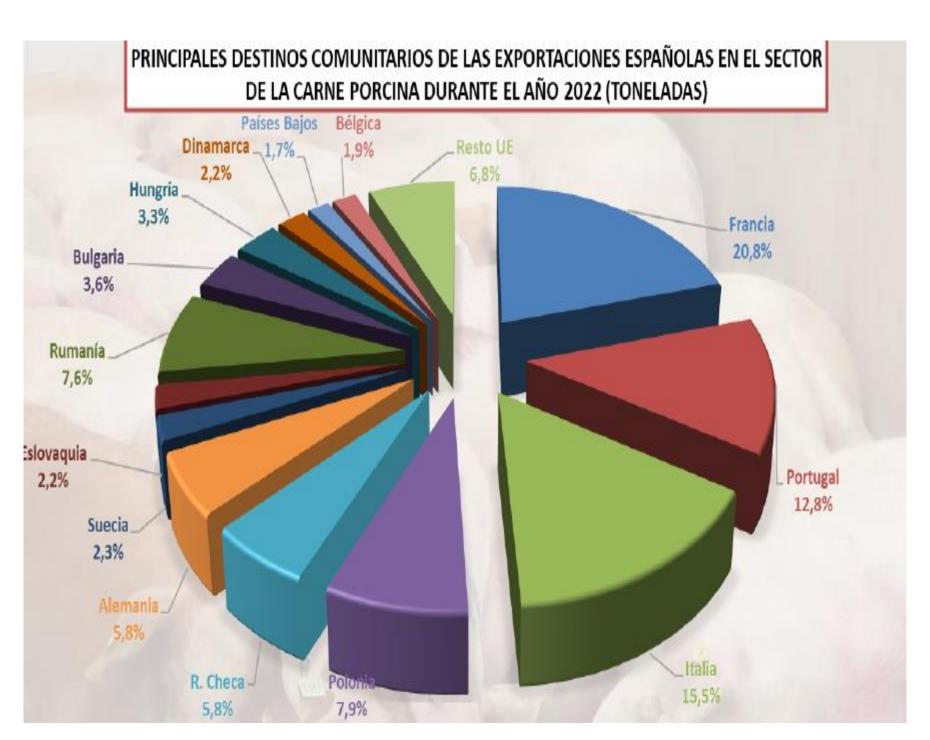
Evolution Export 2008-2022

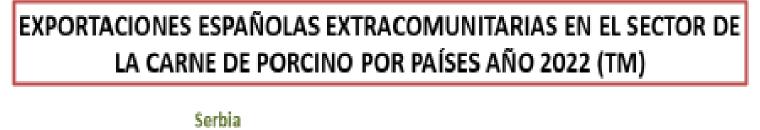


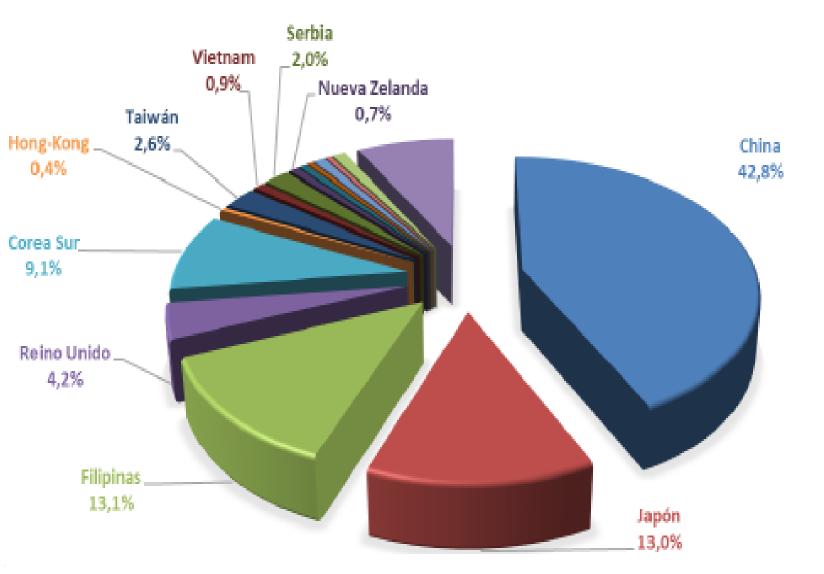


Pork Meat Export from Spain (Tn)

Destination 2022







Intra EU **46,4%**

Country	France	Italy	Portugal	Poland	Romania	Germany	Czech R.	Denmark	Other	Total
Tons	282.410	210.572	173.450	107.028	103.525	78.367	78.287	29.254	294.511	1.357.404
%	21%	16%	13%	8%	8%	6%	6%	2%	22%	100%

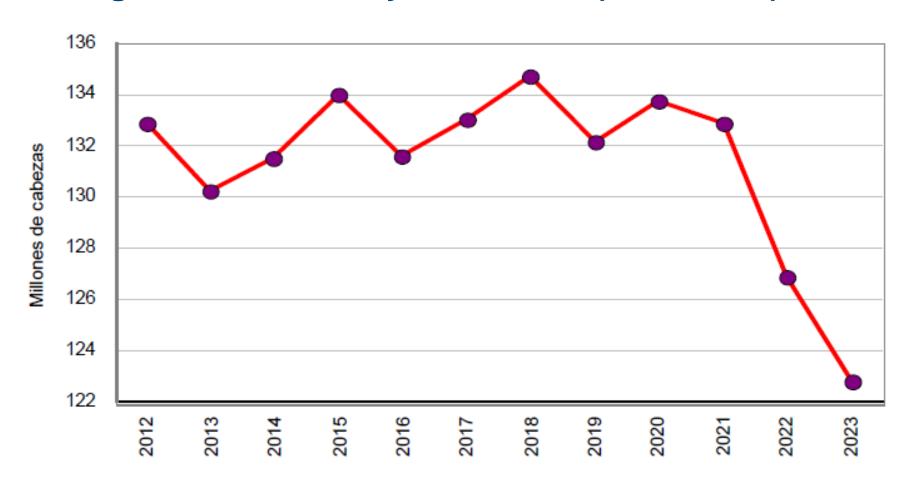
Extra EU **53,6%**

Country	China	Japan	Philipines	S. Korea	UK	Taiwán	Serbia	Malasia	Other	Total
Tons	671.650	203.132	205.420	143.019	65.300	40.651	31.033	16.935	191.302	1.568.442
%	43%	13%	13%	9%	4%	3%	2%	1%	12%	100%



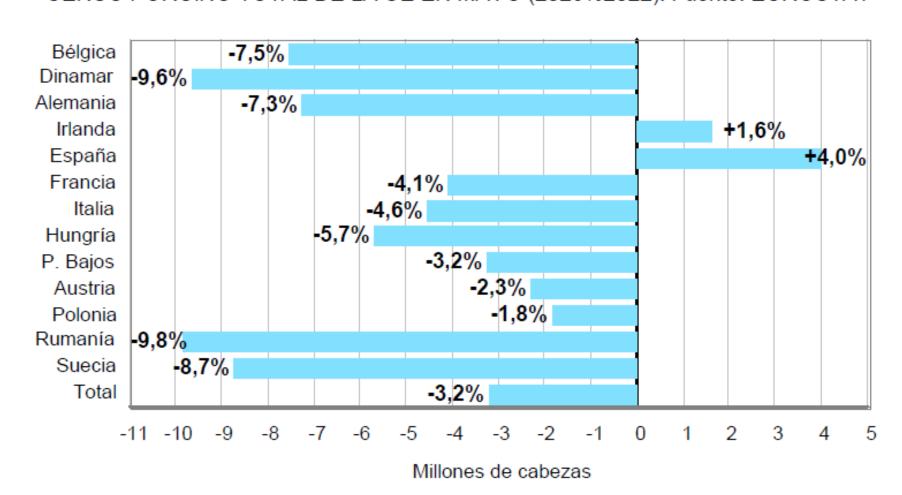
Pork Meat Export from Spain (Tn) 2023

EU Pig Livestock in May: 2012-2023 (Mill Heads)



EU Pig Livestock May 2022 vs May 2023 (Mill Heads)

CENSO PORCINO TOTAL DE LA UE EN MAYO (2023%2022). Fuente: EUROSTAT



Exports from Spain Jan-Jul 2023 (tons)

EXPORTACION DE CANALES Y PIEZAS DE ESPANA								
EN ENERO-JULIO. Fuente: AEAT (toneladas)								
Destinos	2022	2023	23%22	% total				
Italia	107.797	137.613	+27,7%	12,4%				
Francia	109.100	111.485	+2,2%	10,0%				
Rumanía	47.565	52.800	+11,0%	4,8%				
Portugal	54.123	51.912	-4,1%	4,7%				
Rep. Checa	40.016	47.086	+17,7%	4,2%				
Alemania	18.581	28.480	+53,3%	2,6%				
Bulgaria	24.411	26.601	+9,0%	2,4%				
Hungría	22.910	25.921	+13,1%	2,3%				
Eslovaquia	16.917	16.458	-2,7%	1,5%				
Total UE	603,773	666.132	+10.3%	60,0%				
China	217.804	177.526	-18,5%	16,0%				
Japón	121.628	103.857	-14,6%	9,4%				
Corea del Sur	85.786	58.685	-31,6%	5,3%				
R. Unido	26.353	25.790	-2,1%	2,3%				
Filipinas	79.946	23.782	-70,3%	2,1%				
EE.UU.	4.688	2.497	-46,7%	0,2%				
México	4.511	1.118	-75,2%	0,1%				
Total extra-UE	619.029	444.294	-28,2%	40,0%				
TOTAL	1.222.803	1.110.426	-9,2%	100,0%				





Pork Meat Export from Spain Evolution Average Price Exports

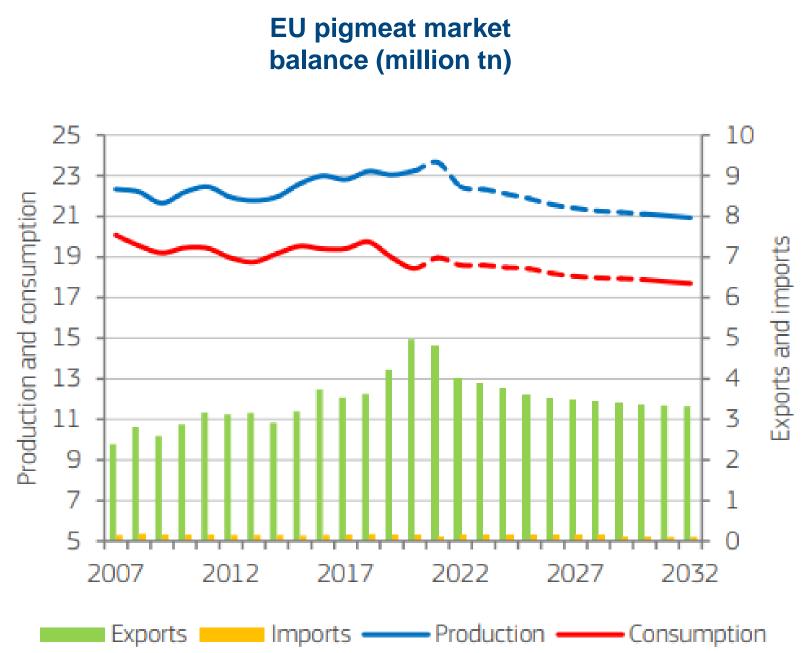


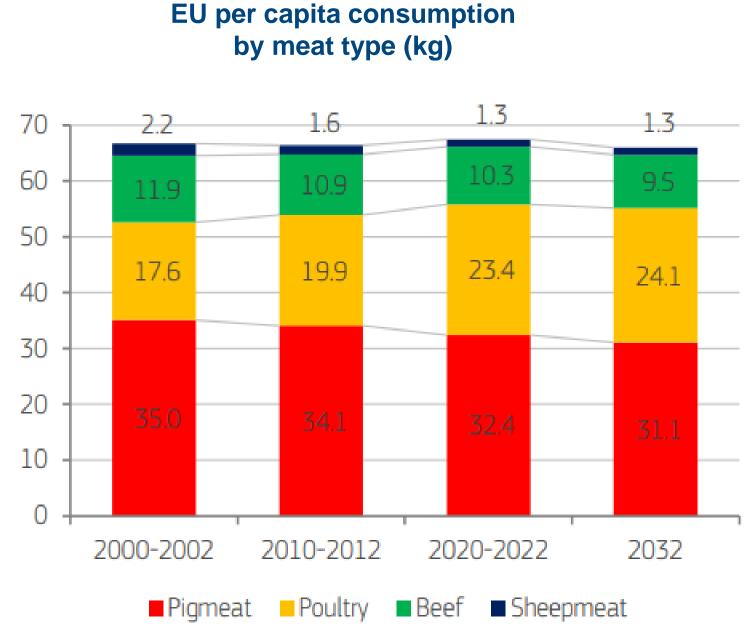


Variation in global pig livestock Changes in global pork meat trade

- Reduction of pig livestock in EU is irreversibly caused by many reasons:
- Consumer preferences
- ASF and other diseases (PRRS)
- Environmental Laws in EU
- EU Regulatory requiremens in pig breeding
- Decrease of competitiveness vs other regions (i.e. Brazil)
- Fewer and fewer destinations for exports of main cuts from Spain.
- It causes decrease on

CONSUMPTION > PRODUCTION > EXPORTS





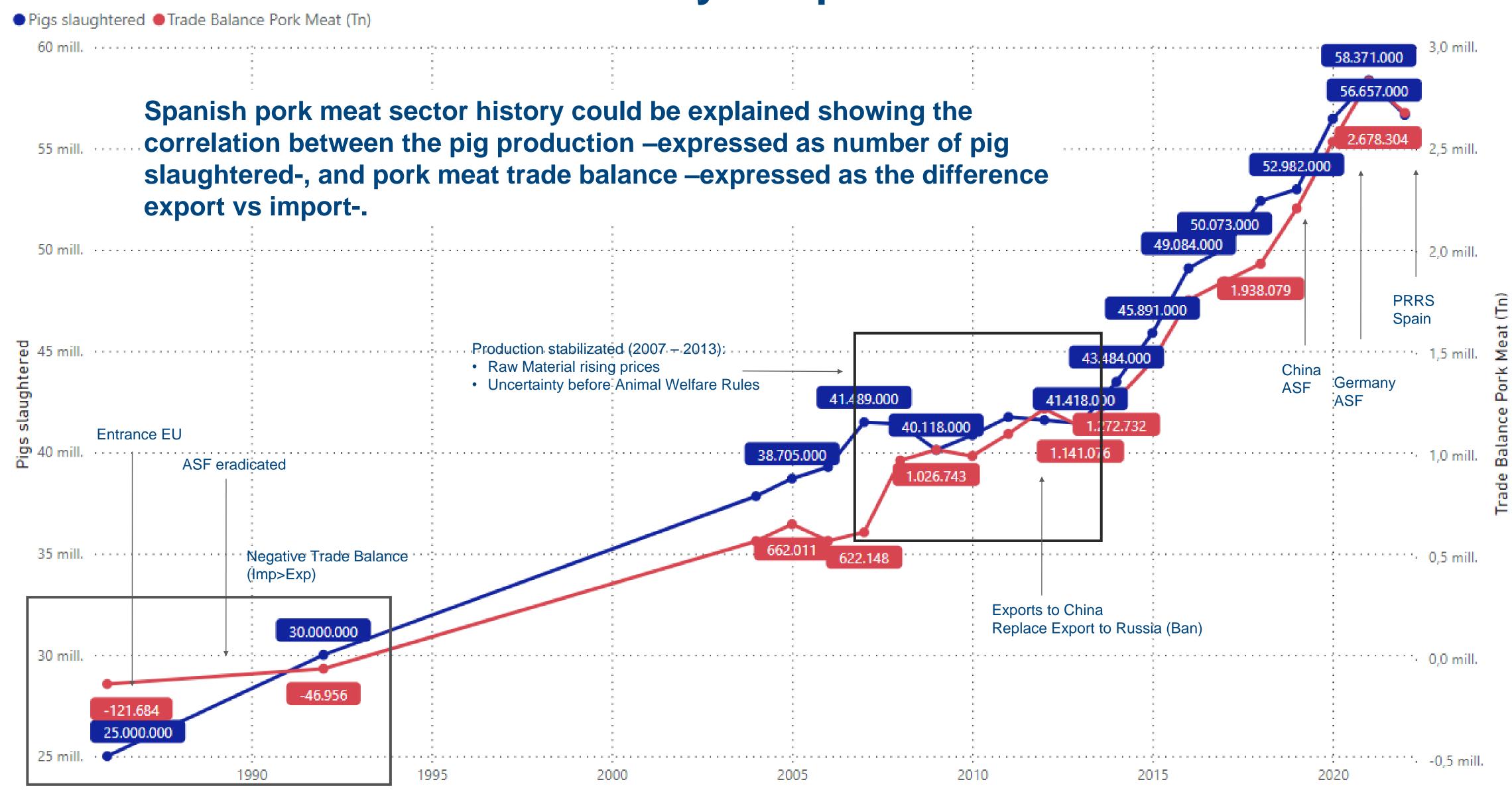


Brief History of Spanish Pork Sector

- Before the spanish entrance in EU: self-sufficience with seasonal imbalances demand-offer (over offer in winter; lack in summer).
- 1986 Spanish entrance in EU: "common market": import from EU / not export to EU (ASF in Spain)
- 1989 Spain is declared free of ASF
- 1993 Positive trade balance of pork meat (Export > Import)
- 2000 First steps on verticalization: the largest pig producer acquires its first slaughterhouse (VC Patel)
- 2008 First time some spanish slaughterhouses authorised to Export to China
- 2013 Adjustments necessaries to fulfill the Animal Welfare regulation.
- 2013 Ban of exports to Russia China takes the baton
- 2018 ASF in China
- 2020 COVID / ASF in Germany: Spain became the first exporter to the first global importer.
- 2022 PRRS in Spain: first decrease in production since years.



Brief History of Spanish Pork Sector





Why Spain pork sector is and will remain being important?

- Integration model in pig production —the advantages will be explained in following slides-.
- Commitment with animal welfare rules.
- Progressive transition from importers to exporters of pork meat.
- Competitiveness and professionalism of the pork meat sector.
- •Increase of concentration of the industry (pig production and pork meat), but still far off concentration in Central/North EU
- Competitiveness not only in cost of production where USA and Brazil always will be more competitive- but for quality (product and production) and the food safety.
- Vertical intregration make up for crisis in any part of the pork supply chain balancing margins



Pig Production in Spain Integrated System

Main characteristics of Spanish Pork Sector

Main
weaknesses of
Spanish Pork
Sector

Description of integrated system in pig production

Possible causes/theories of its implementation in Spain

Global Advantages

– for Spanish pig
production sector

Additional Advantages

– for Farmers and for
Integrator Companies

Distribution of assets between Farmers and for Integrator Companies



Main characteristics of Spanish Pork Sector

Integrated structure

= Integrated margin
Feed margin, animal
production margin, meat
industry margin

Verticalization downwards and upwards

Increase in size – scale economy

Most companies are family-owned

Less importance of "traditional" cooperatives



Main weaknesses of Spanish Pork Sector



Most companies are family-owned

- Transition of generation
- Difficult to consolidate the sector



Integrated structure = Integrated margin

- Feed margin, animal production margin, meat industry margin
- Squeezing margin



Different dependance on the financial sector

- · Impossible in rapid growth
- Different context of interest rates nowadays
- Capital needs for verticalization – upwards or downwards



Limiting factors on the production numbers

- Environmental
- Social



Integrated pig production system Description

The integration system of pig production could be defined as a contract between the Farmer (integrated) and the integrator by virtue of which:

The Farmer

- Owns the farm –facilities-.
- Take care of pigs supplied by the integrator
- Provide the labor for breeding and fattening the animals.
- Manage the waste and maneur.

The Integrator

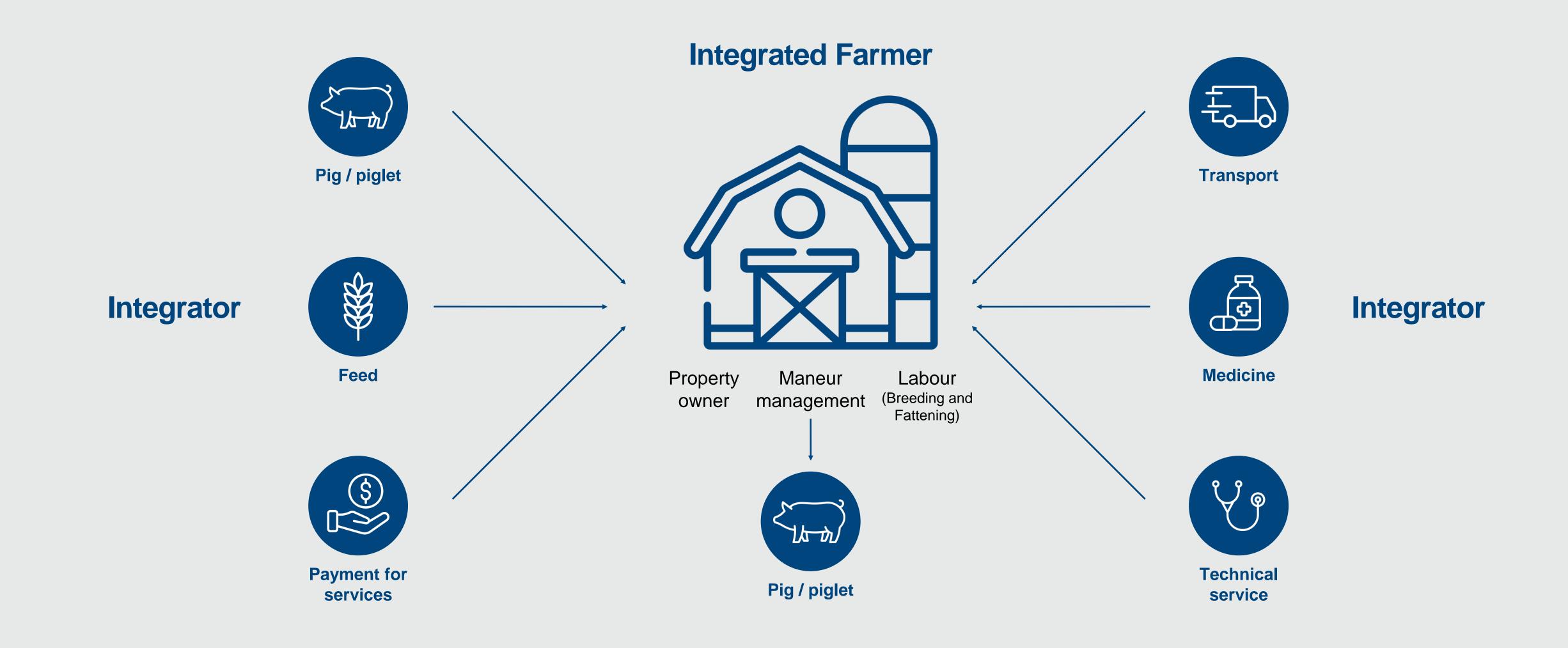
- Owns the livestock
- Supply the Farmer the feed, medicines
- Advises and provide technical aid
- Pays for the services rendered by the Farmer

The integration system is, nowadays, the majority way of pig production in Spain, and more and more:

	2015	2022	Dif (%)
Integrated	65%	74%	14%
Cooperatives	17%	15%	-12%
Independent	18%	11%	-39%



Integrated pig production system Description





Integrated pig production system Possible causes

There are different theories about why in Spain has been developed the integrated pig production system:

- (i) Defensive position against diseases -in the context of ASF in Spain (1965-1989):
- ASF's positives caused economic problems to farmer.
- Integrated farmers could manage disease risks, diversifying the location of different farms. It could be posible because of integration system.

(ii) Disadjustment on market:

- The main cost of production of a pig farm is the feed.
- Feed producers were assuming the business risk of the farmer (unpayment risk)
- Pigs in fattening were used as a guarantee of te payment for feed.
- Feed producers became into pigs in fattening owners

(iii) The cooperative model was not encouraged by the authorities (50's-70's); so the private initiative could be expanded



Integrated pig production system Global Advantages

The integrated pig production system allows many competitive advantages for the Spanish pig production sector:



Stability in prices



Contribute reducing costs



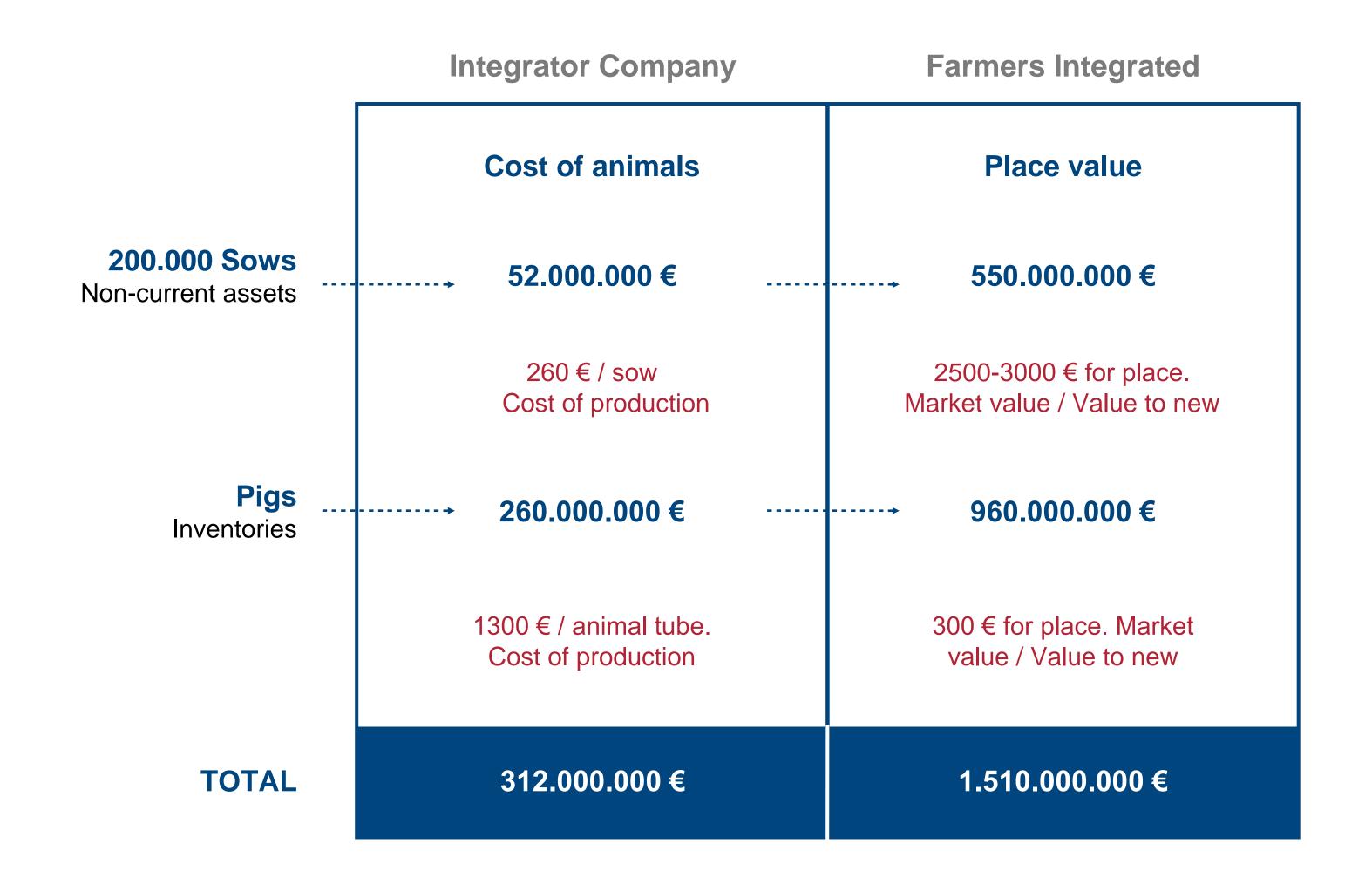
Focuses technical resources



Quality control about product and production



Integrated pig production system Value of assets involved





Integrated pig production system Aditional advantages

For the integrator company, in addition:

- Advantages on using economies of scale (purchasing raw materials, selling the pigs, specialitation of staffs, etc.)
- Balance the pork supply chains
- Reduce its needs of debt / finance for the assets supplied by Farmers
- Certain in costs of taking care the pigs.

For the Farmer, in addition:

- Economic assurance of the production
- Stable source of employment / self-employment
- More success in generational relief
- Allow to focus on "taking care the animal" without other market risks (raw material prices, feed prices, pig prices, pork meat prices, etc.)



Feed Production in Spain

Production per species

Main operators in Spain

Evolution of price for raw material used to produce feed 2010-2023 YTD (cereals) Evolution of price for raw material used to produce feed 2022-2023 YTD (cereal+soya)

Evolution of estimated pig fattening feed prices



Feed Production in Spain Production per spieces / period

Species	Feed Produced 2022		Feed Produc	2021 vs 2022	
	Tn	%	Tn	%	%
Pig	18.211.767	48,49%	18.969.813	49,20%	-4,00%
Cattle	7.788.606	20,74%	7.914.639	20,53%	-1,59%
Poultry/Turkey	7.289.141	19,41%	7.245.609	18,79%	0,60%
Sheep/Goat	1.957.925	5,21%	2.044.184	5,30%	-4,22%
Pets	1.039.868	2,77%	1.087.814	2,82%	-4,41%
Rabbit	477.199	1,27%	443.822	1,15%	7,52%
Equine	226.446	0,60%	168.354	0,44%	34,51%
Fish	161.835	0,43%	239.667	0,62%	-32,48%
Others	403.977	1,08%	439.848	1,14%	-8,16%
Total	37.556.764	100,00%	38.553.750	100,00%	-2,59%

Period	Feed Produced 2022		Feed Produc	2021 vs 2022	
	Tn	%	Tn	%	%
Piglet	1.701.582	9,34%	1.902.632	10,03%	-10,57%
Fattening	13.150.660	72,21%	13.569.820	71,53%	-3,09%
Sows	3.073.405	16,88%	3.192.152	16,83%	-3,72%
Others	286.120	1,57%	305.209	1,61%	-6,25%
Total	18.211.767	100,00%	18.969.813	100,00%	-4,00%



Feed Production in Spain Raw materials

Raw Materials	Feed Produce	ed 2022	Feed Produce	2021 vs 2022	
Raw Wateriais	Tn	%	Tn	%	%
Cereals and derivatives	26.216.441	68,83%	26.539.379	68,24%	-1,22%
Corn	10.036.251	26,35%	8.199.037	21,08%	22,41%
Wheat	6.461.436	16,96%	6.859.126	17,64%	-5,80%
Barley	5.908.747	15,51%	7.591.211	19,52%	-22,16%
Others	3.810.007	10,00%	3.890.005	10,00%	-2,06%
Oilseed and derivatives	6.488.689	17,04%	6.702.510	17,23%	-3,19%
Soybean	4.676.683	12,28%	4.898.957	12,60%	-4,54%
Sunflower	689.097	1,81%	669.305	1,72%	2,96%
Rape	579.024	1,52%	676.300	1,74%	-14,38%
Others	543.885	1,43%	457.948	1,18%	18,77%
Fodder	1.228.729	3,23%	1.082.995	2,78%	13,46%
Tubers	520.356	1,37%	553.536	1,42%	-5,99%
Legumes	265.224	0,70%	339.899	0,87%	-21,97%
Other seeds	122.285	0,32%	118.615	0,31%	3,09%
Others	3.246.475	8,52%	3.552.459	9,13%	-8,61%
Total	38.088.199	100,00%	38.889.393	100,00%	-2,06%



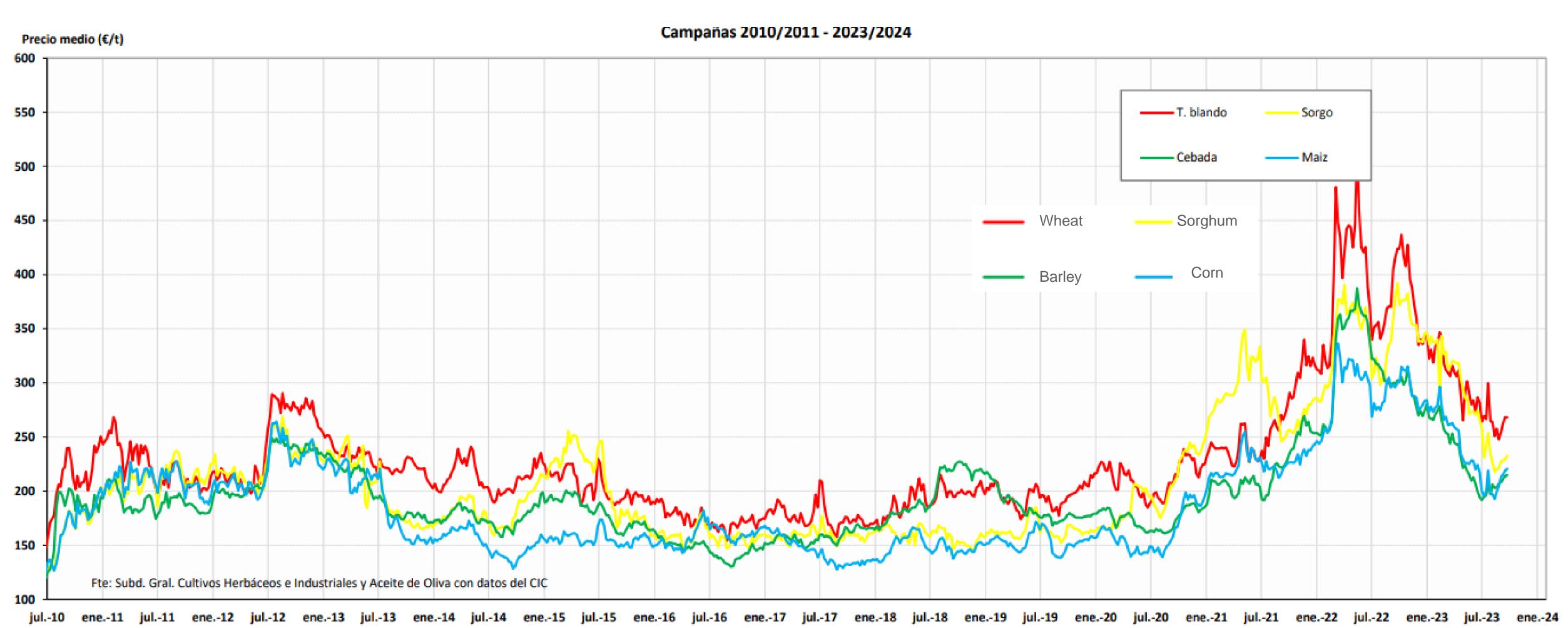
Feed Production in Spain Main operators

Company	TM/year	% sector	Acum.	Nº Plants	Integration
Nanta - Grupo Nutreco	3.150.000	13%	13%	21	Part
Grupo Vall Companys+PLU	2.750.000	1196	24%	7	All
Corp. Alim. Guissona	1.428.000	6%	30%	7	Part
Grupo Costa + Aviserrano	1.350.000	5%	35%	5	All
El Pozo: Cefusa+Procavi	1.050.000	4%	39%	6	All
Coren	857.000	3%	43%	5	Part
De Heus	700.000	3%	46%	12	No
Cobadu	640.000	3%	48%	1	Part
Grupo Jorge: Pisesa+Cuartesa	600.000	2%	51%	3	All
Juan Jimenez	670.000	3%	53%	4	All
Mazana	500.000	2%	55%	2	All
Esporc - Tarradellas	480.000	2%	57%	2	All
Uvesa	400.000	2%	59%	3	All
Procasa	375.000	2%	6196	2	All
Coop. Ivars	300.000	196	62%	2	Part
Covap	295.000	196	63%	1	Part
Agropienso	280.000	196	64%	1	All
Cincaporc	500.000	296	66%	2	All
Agrocat	250.000	196	67%	1	Part
Premier Pigs	230.000	196	68%	1	All
Otros					
Total Sector	24.680.000				,

- Verticalitated companies increases its volumen of feed production.
- Vall Companys will became soon the first feed producer in Spain.

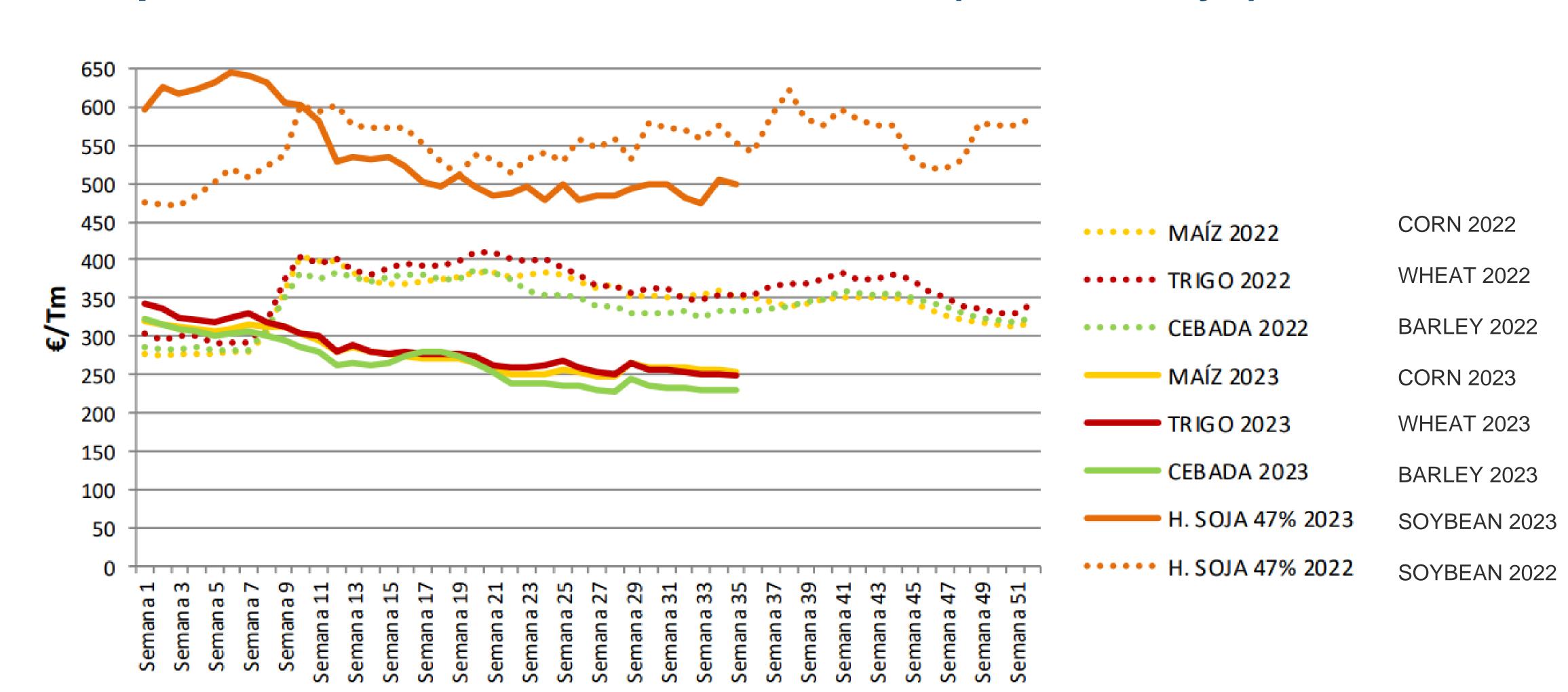


Evolution of price for raw material used to produce feed 2010-2023 YTD - Eur/Tn (cereals)





Evolution of price for raw material used to produce feed 2022-2023 YTD - Eur/Tn (cereals+soya)



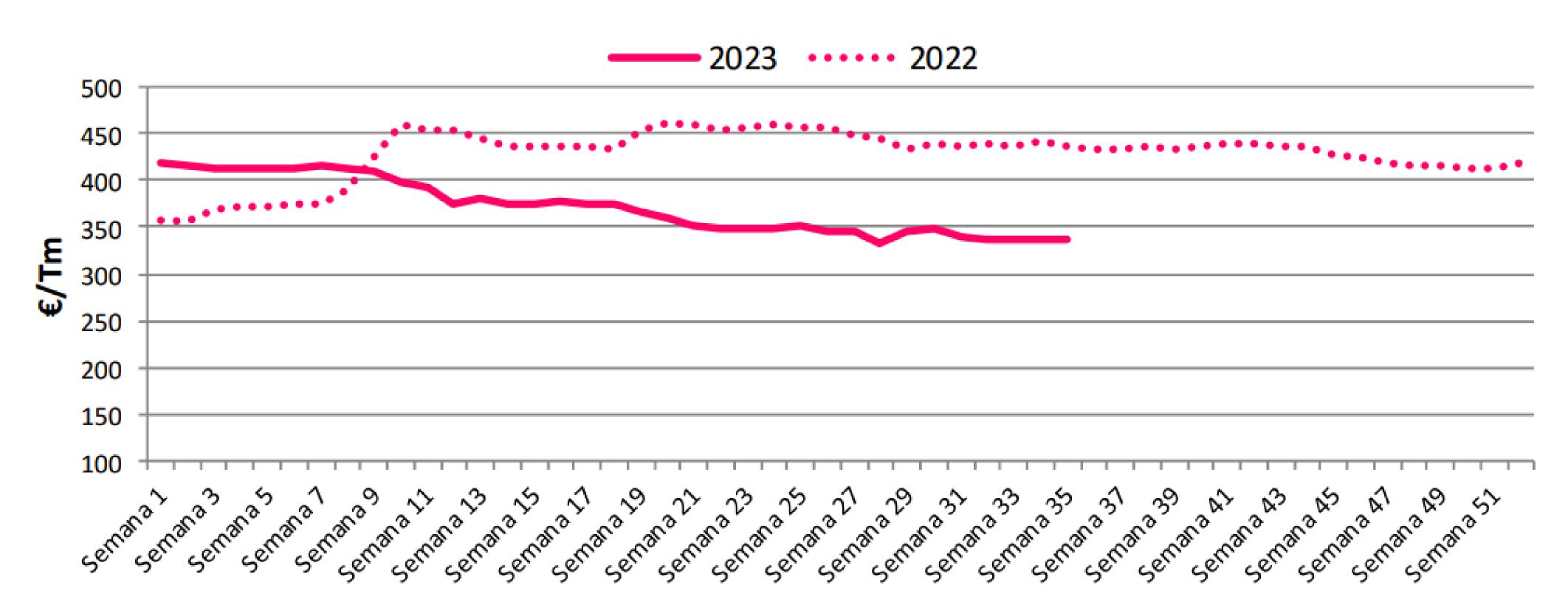
semana



Evolution of estimated weekly pig fattening feed prices 2022-2023 YTD - Eur/Tn

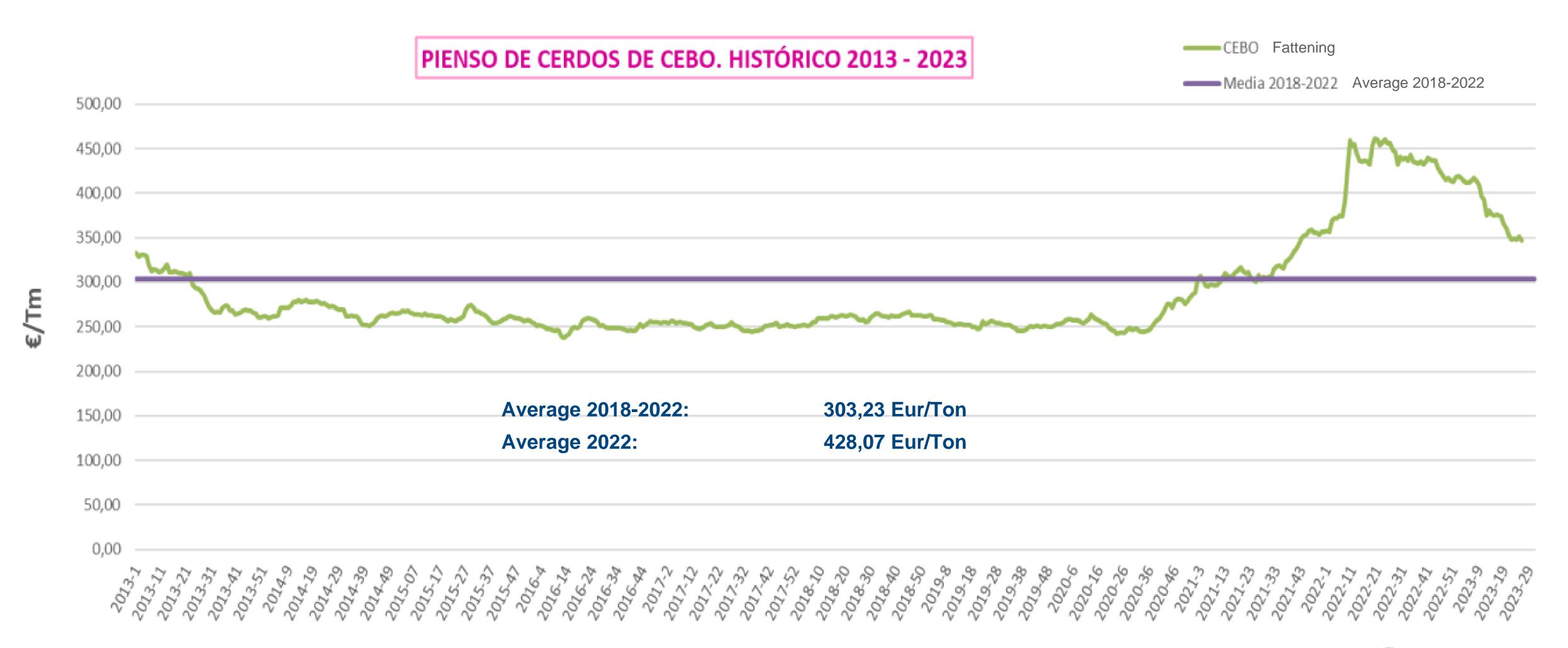
Gráfico 6.- EVOLUCIÓN DEL PRECIO ESTIMADO DEL PIENSO PARA CERDOS DE CEBO

Estimación del precio del pienso para cebo de porcino (60-100 kg)





Evolution of pig feed prices 2018-2023 YTD – Eur/Tn





Economically status for the pig production in Spain

Evolution of margin for pig producers in Spain – History/Current Situation

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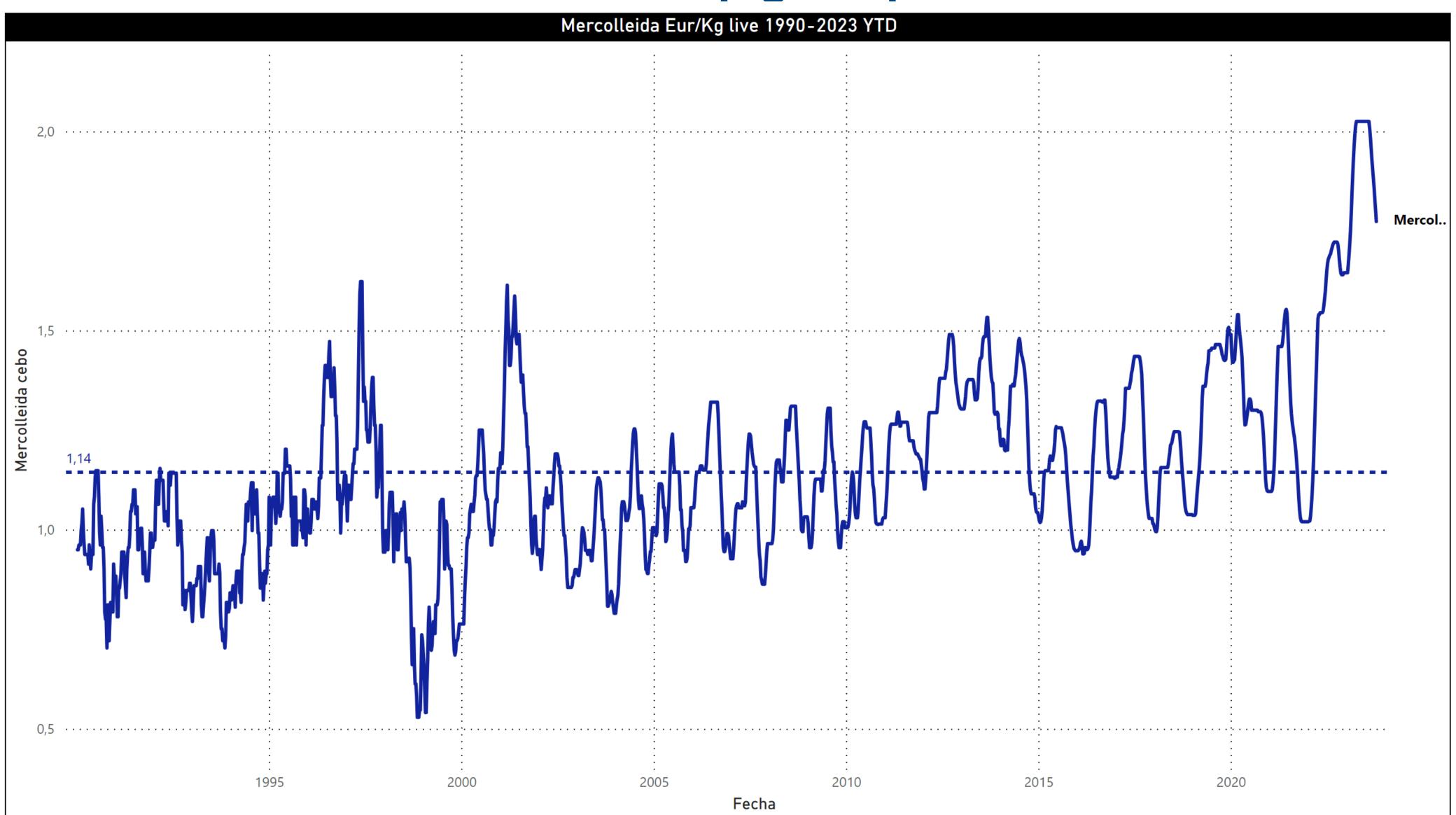
Price for pig in Spain – Mercolleida reference

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Cost of production for pig producers in Spain

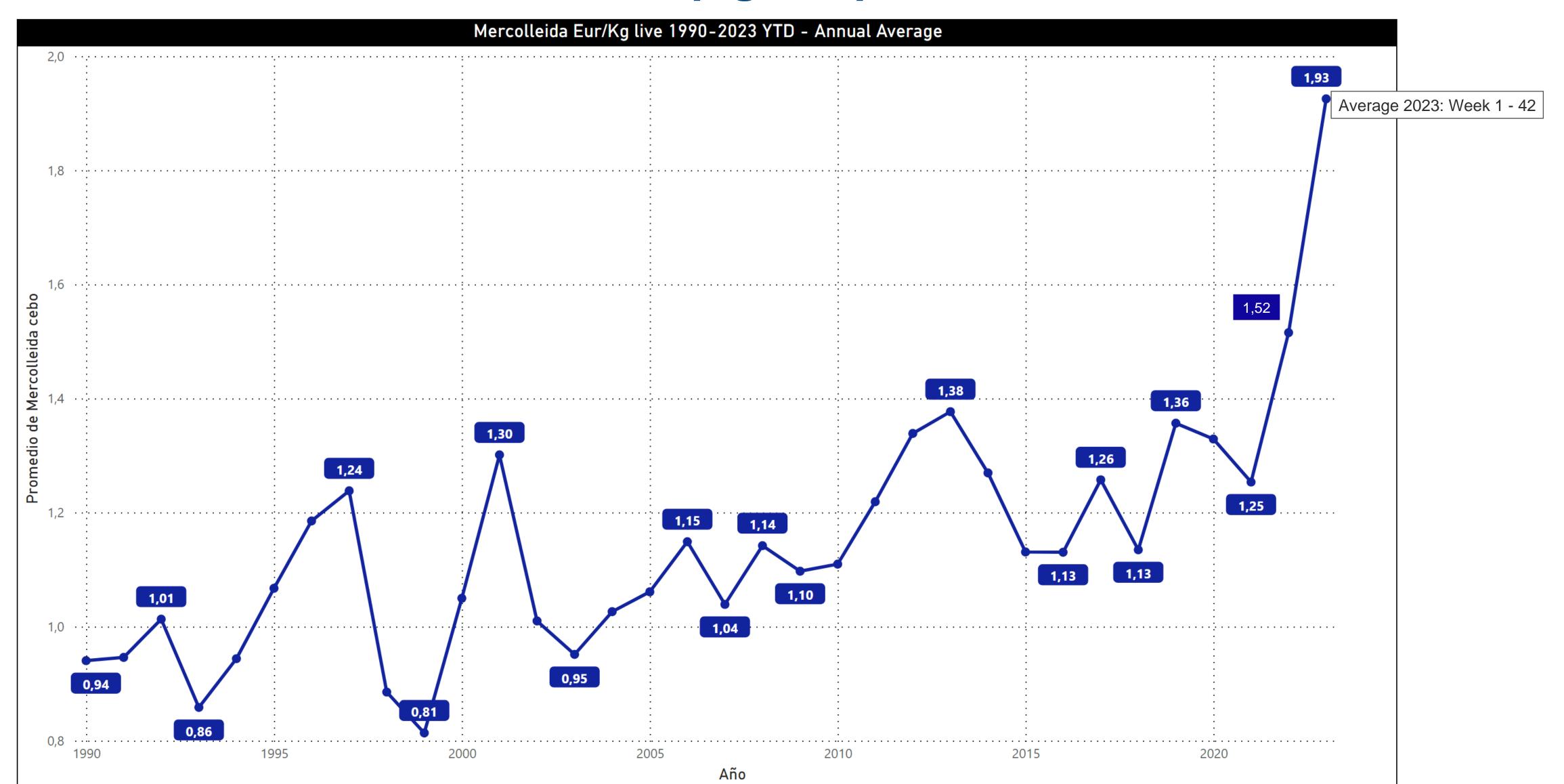


Price for pig in Spain



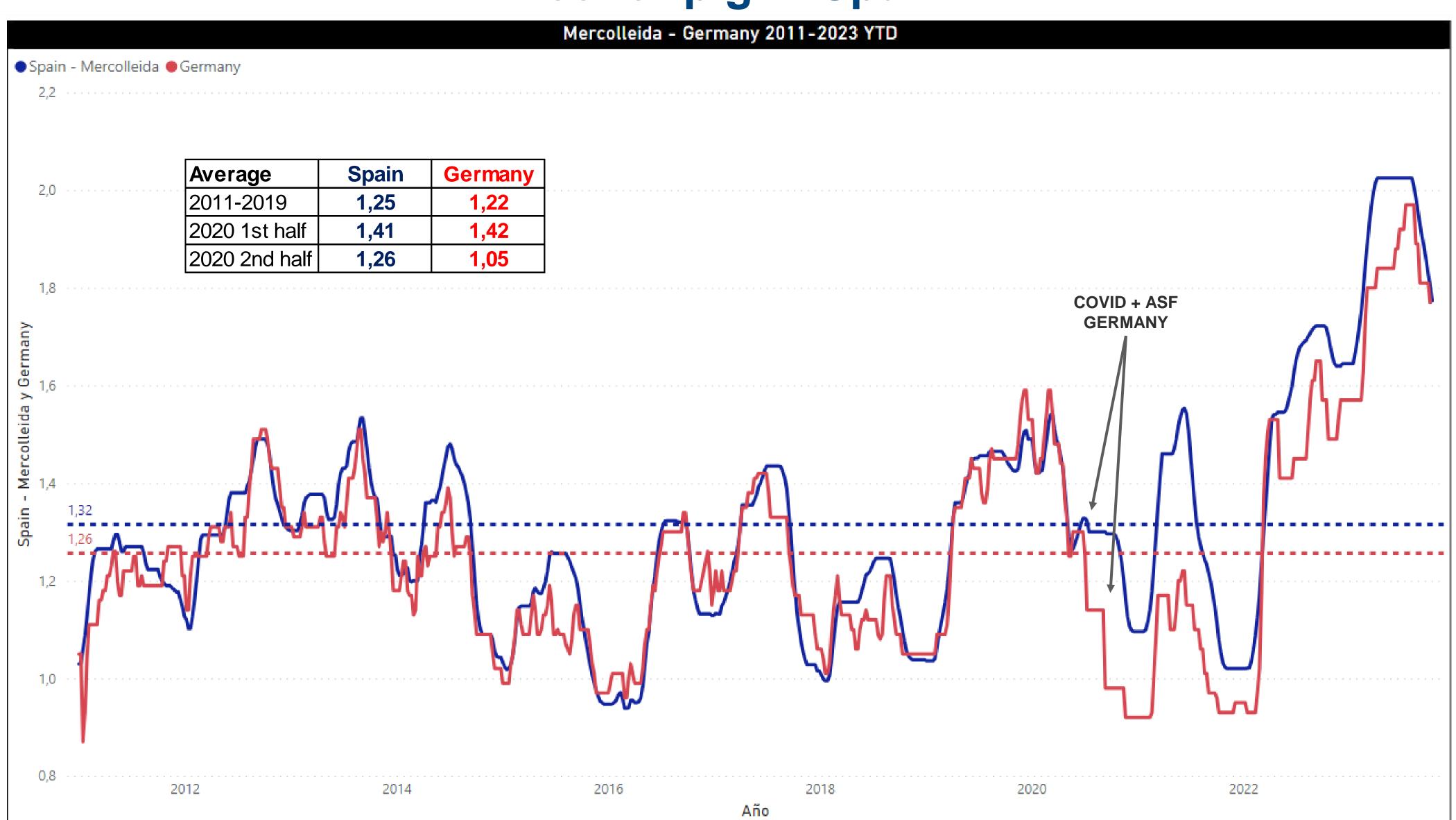


Price for pig in Spain





Price for pig in Spain



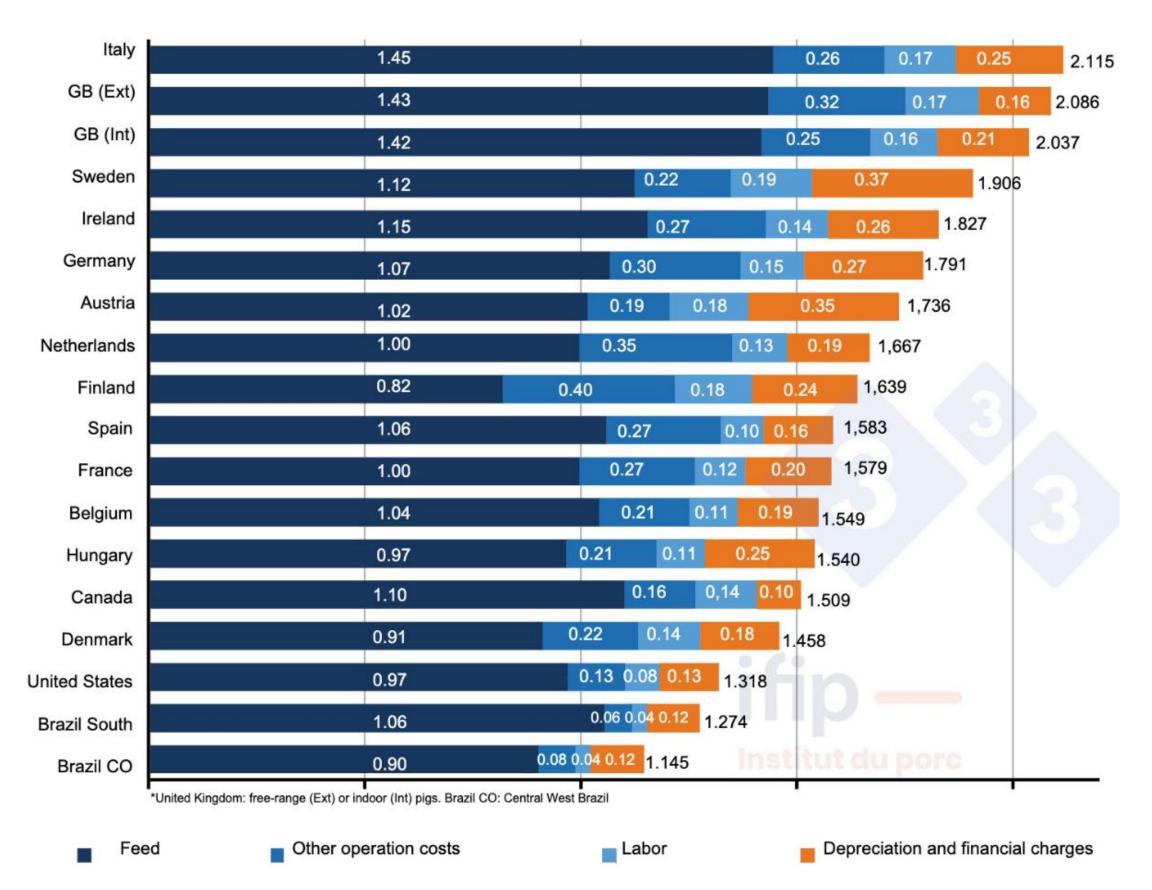
Pig Live Production Margin EUR/100Kg carcass 2014-2023

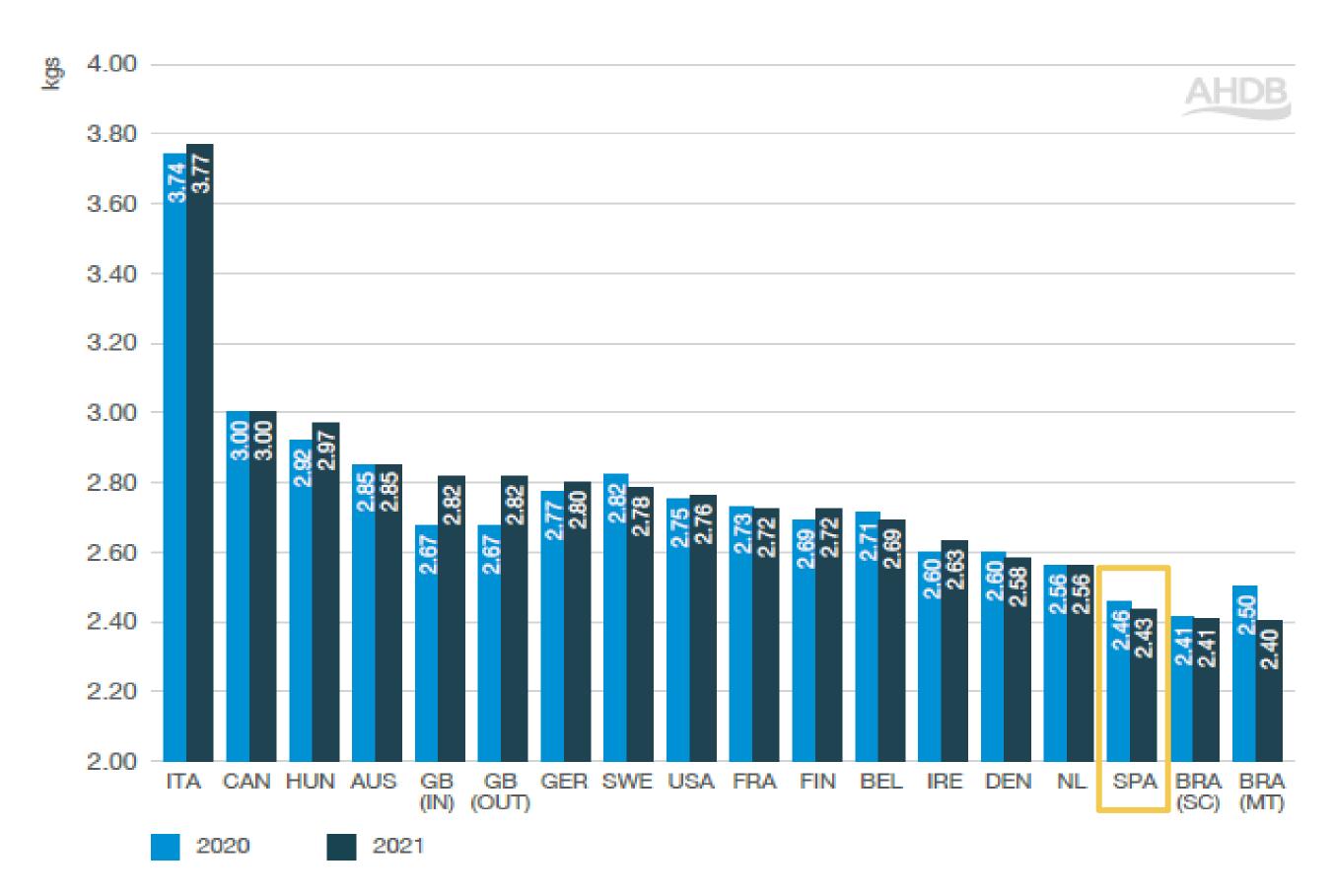




Cost of production in Spain

Spanish animal protein is one of Europe's cheapest ones. Despite of that, during 2022, Spain has lost some competitivity compared to other European countries because of a higher increase in the production cost. However, the key to remain globally competitive is the production efficiency (i.e. leading feed conversion ratios in finishing herds)

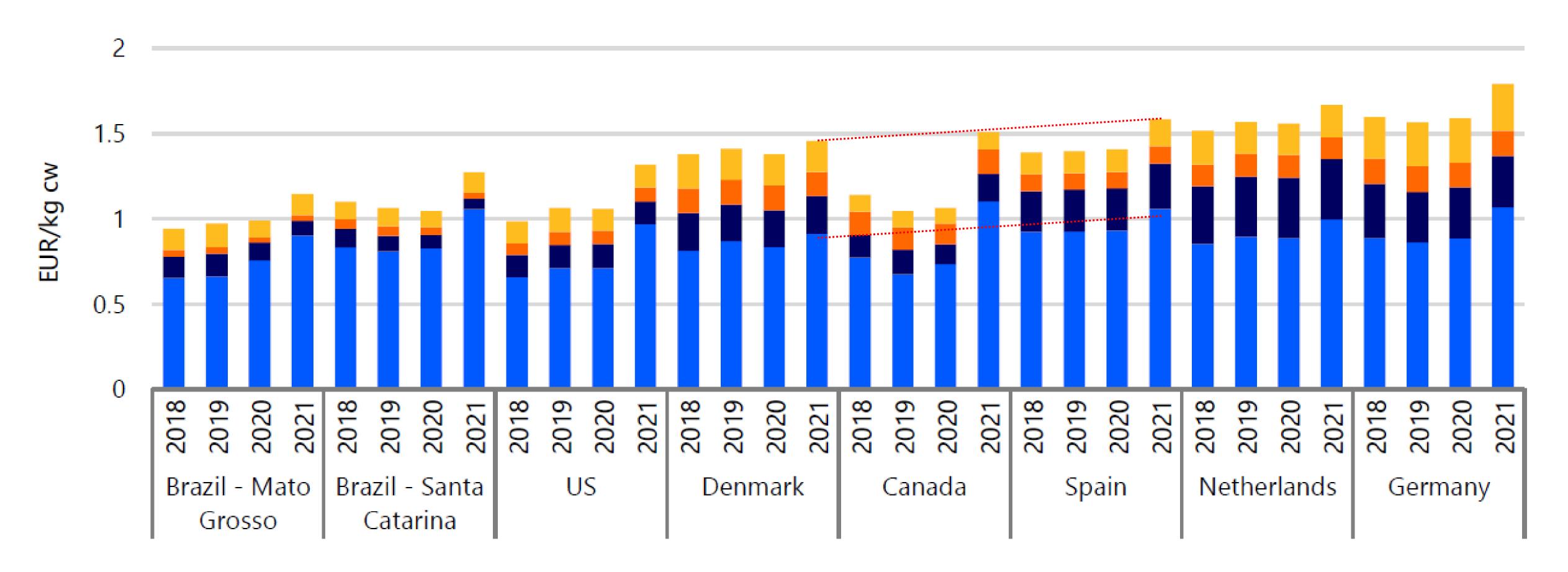




Diferences between Spain-Denmark explained by cost of feed



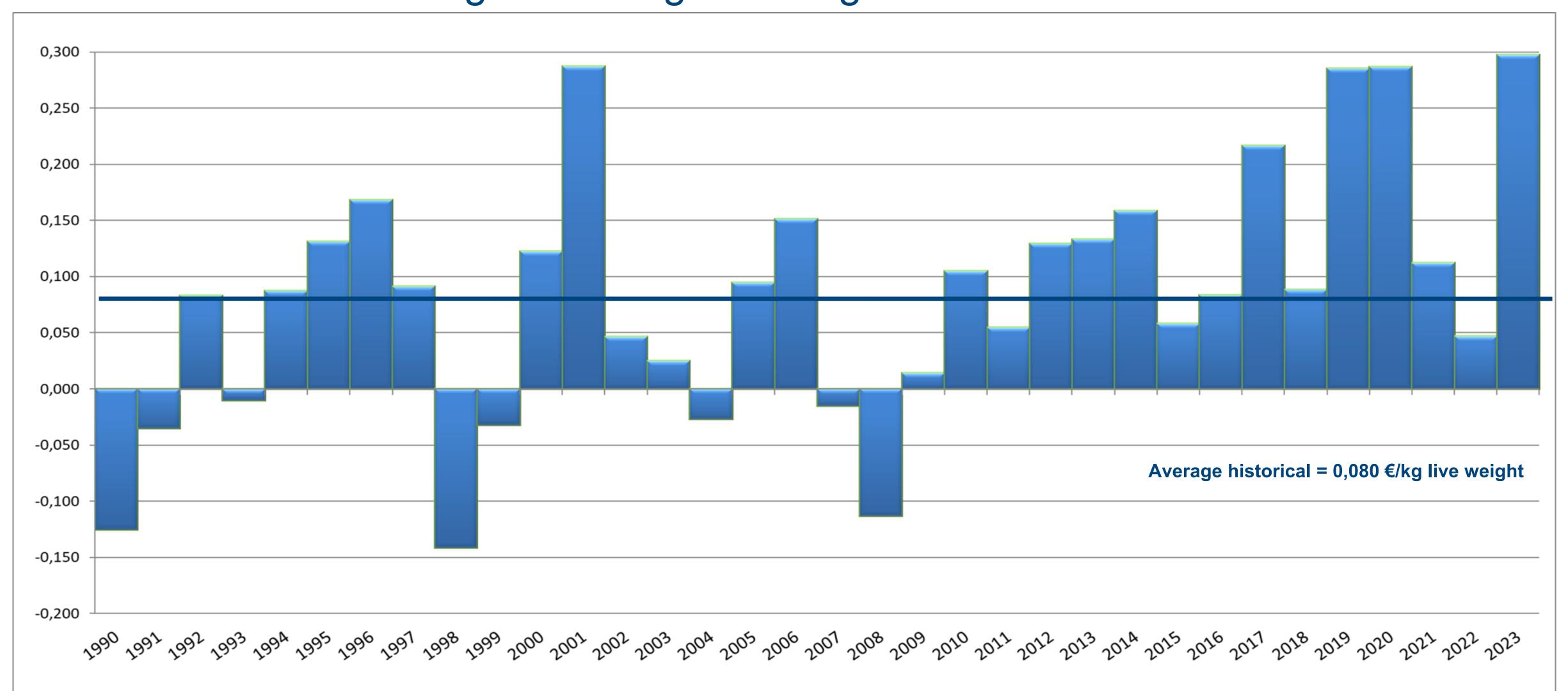
Cost of production in Spain



Source: InterPIG, Rabobank 2023



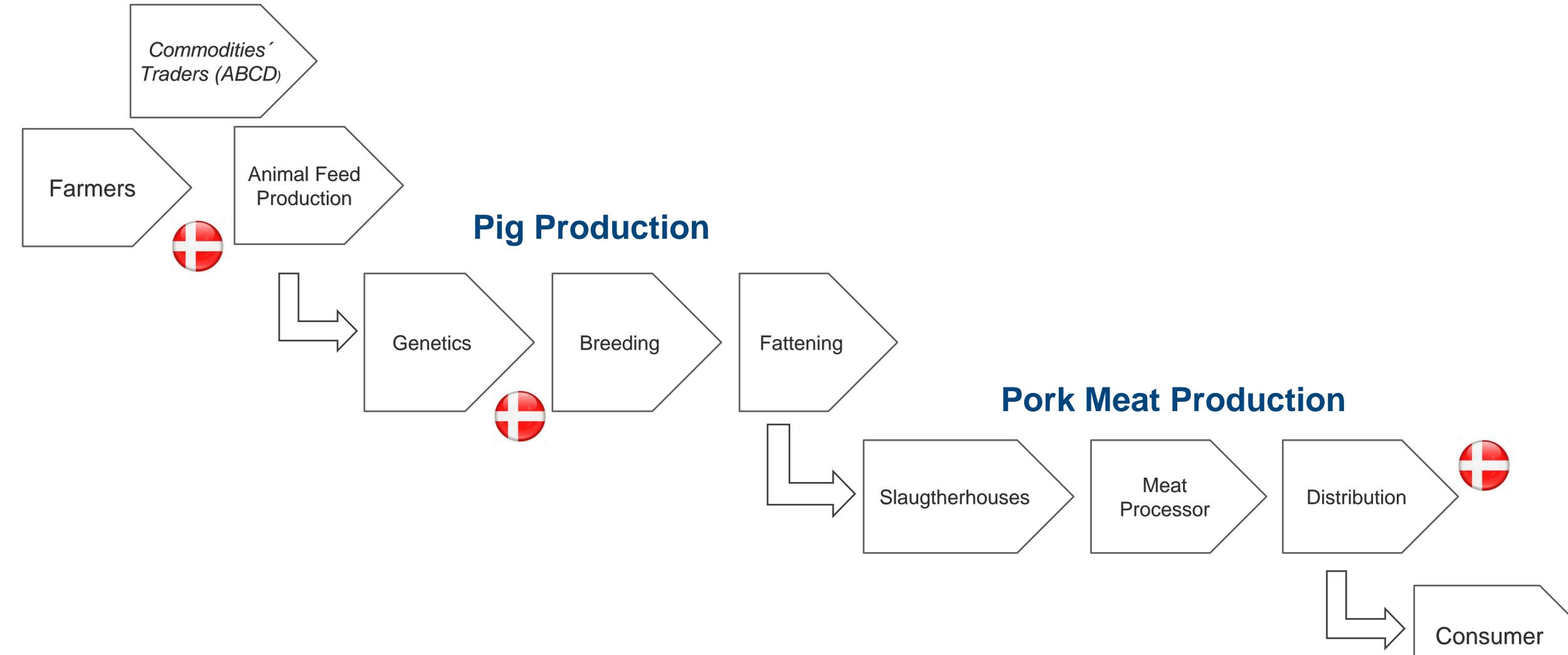
Pig Live Production Margin EUR/Kg live weight 1990-2023 YTD





Pork Supply Chain

Feed Strength and opportunities for Danish Pig Sector



Mange tak Many thanks



Albert Morera Serentill

amorera@vallcompanys.es