



Spanish Integration Model

Ranking Top Pig producers Spain 2015

(2,35 Million Sows)

* With slaughterhouse (& processing)

Ranking	Company	Nº Sows	
1	Vall Companys Group*	210.000	
2	Piensos Costa SA*	110.000	
3	Ingafood (Nutreco)	80.000	
4	Jisap SA*	80.000	
5	Cefu, SA* (El Pozo)	60.000	
6	Pise, SA	40.000	
7	Uve, SA	40.000	
8	Cuarte, SA*	35.000	
9	Leridana de Piensos SA*	35.000	
10	SCL Coren*	30.000	31%
11	SCL Guisona*	25.000	
12	Casa Taradellas SL*	25.000	
13	Mazana SL	20.000	
14	Cereales Torremorel	20.000	
15	SCL Alendi*	25.000	
16	Cinca Porc SA*	25.000	
17	Icpor SA*	25.000	
18	Proinserga	15.000	
19	Arpi, SA	12.000	
20	Agrocat	12.000	
Top 20 Spain		924.000	39%

History

- **Feed sellers**
- **Business challenges**
 - Market reasons
 - African Swine Fever
- **Getting the money back**
 - Next batch of pigs...
- **Socio-economics in the rural areas**
 - Profitability farming the land
 - Generation turn over
 - Fixing the people in the territory

Main concepts

- **FARMER**

- Buildings
- Personnel
- Energy
- Water
- Waste Management

- **INTEGRATOR**

- Animals
- Feed
- Medicines
- Technical Service
- Semen
- Risk of the market

Contract

- **Wean Pig Production 6 Kg**

- 11,88 €/pig plus a bonus based on production and cost up to 12,88 €/pig accepted

- **Feeder Pig Production 18 kg**

- 14,66 €/pig out of the door plus bonus on production and cost up to 15,99 €/pig

- **Isowean 6-18 kg**

- 2,85 €/pig plus bonus feed conversion and mortality up to 3,05 €/pig

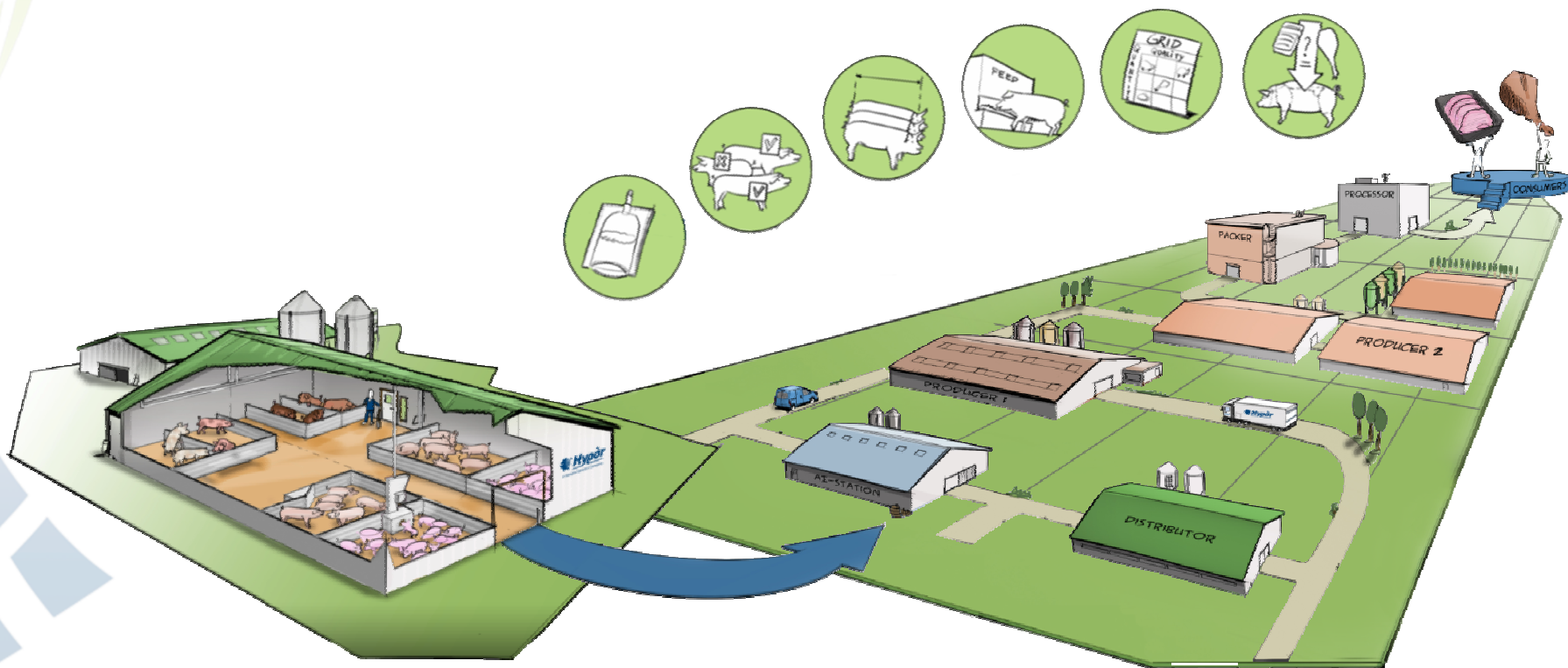
- **Finishers 18-market**

- 10,88 €/pig plus a bonus feed conversion and mortality up to 12 €/pig

Future of the pig industry

- **Slow down on the Growth**
- **Environment regulations**
 - High pig density areas
 - Waste management
 - Manure Handling
 - Alternative Manure treatments
- **Distances between farms**
 - 1 Km new farms
 - Existing ones more than 500 m
- **Urbanistic legislation**
 - 1 km around the high speed train
 - 1 km away from any single town
 - Minimum piece of land of 4 Ha to build
- **Verticalization**
 - Capture of added value from the chain (2016: 8 €/ pig for pig producer, 8 € per pork carcass for processor)

Total System Profitability





Better Breeding Today. **Brighter Life Tomorrow.**

