



International Food and Agribusiness Management Association

## Commodity Trade

Frankfurt 22 June 2011

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Member of the board

We help things grow.



# Key performance indicators 2010

figures in million €

**turnover**

**5,435**



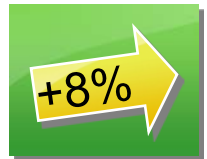
**earnings before tax**

**29.2**



**equity capital**

**275**



**total assets**

**1,229**



# Turnover by segments 2010

figures in million €



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| Plants       | 2,112 | Animals   | 1,117 | Machinery | 602   |
|--------------|-------|-----------|-------|-----------|-------|
|              |       |           |       |           |       |
|              |       |           |       |           |       |
|              |       |           |       |           |       |
| Construction | 119   | Retailing | 133   | Energy    | 1,321 |
|              |       |           |       |           |       |
|              |       |           |       |           |       |
|              |       |           |       |           |       |

# Turnover by distribution channel





# Here we are





# Megatrends...

**climate**



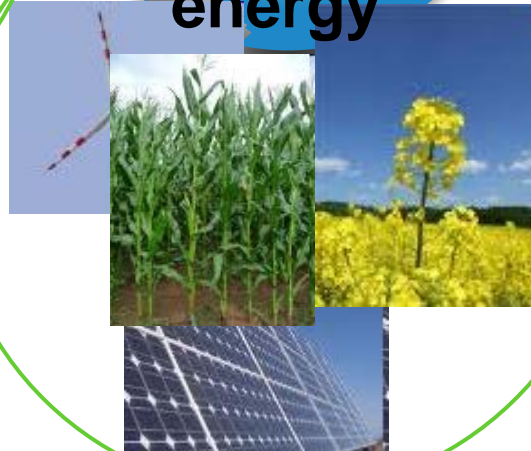
**population**



**food**



**energy**



**...are unbowed!**

# U.S. WHEAT ASSOCIATES

## Study Grain Trade Growth



„World grain trade will grow by more than 50 percent  
by 2030 to around 465 MMT“

(Alan Tracy, President U.S. WHEAT ASSOCIATES)

### Buyers

- Higher prices and higher price volatility
- Risk management
- Reliable source of supply; relationships

### Shippers and Handlers

- Growing business
- Volume will strain facilities

### Producers

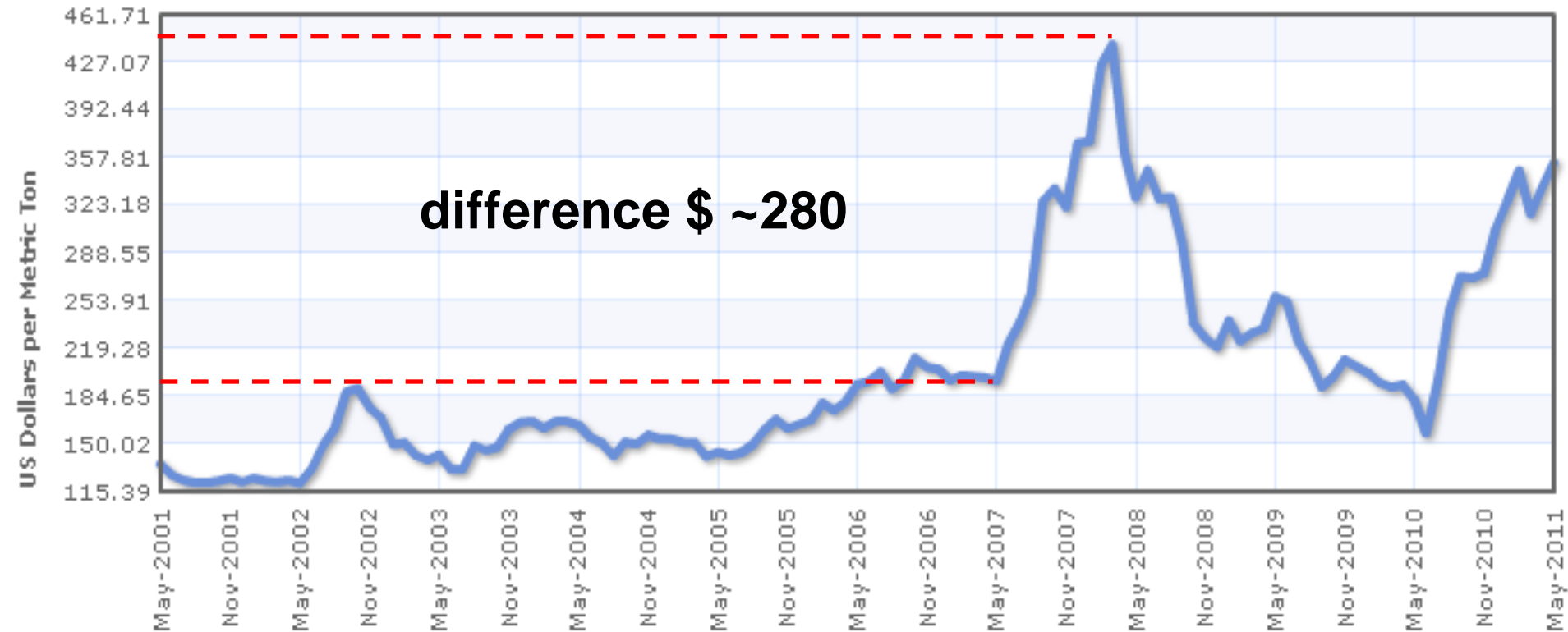
- Competition for acres
- Higher prices and higher price volatility
- No single area (such as Black Sea) can meet that demand alone

### Governments

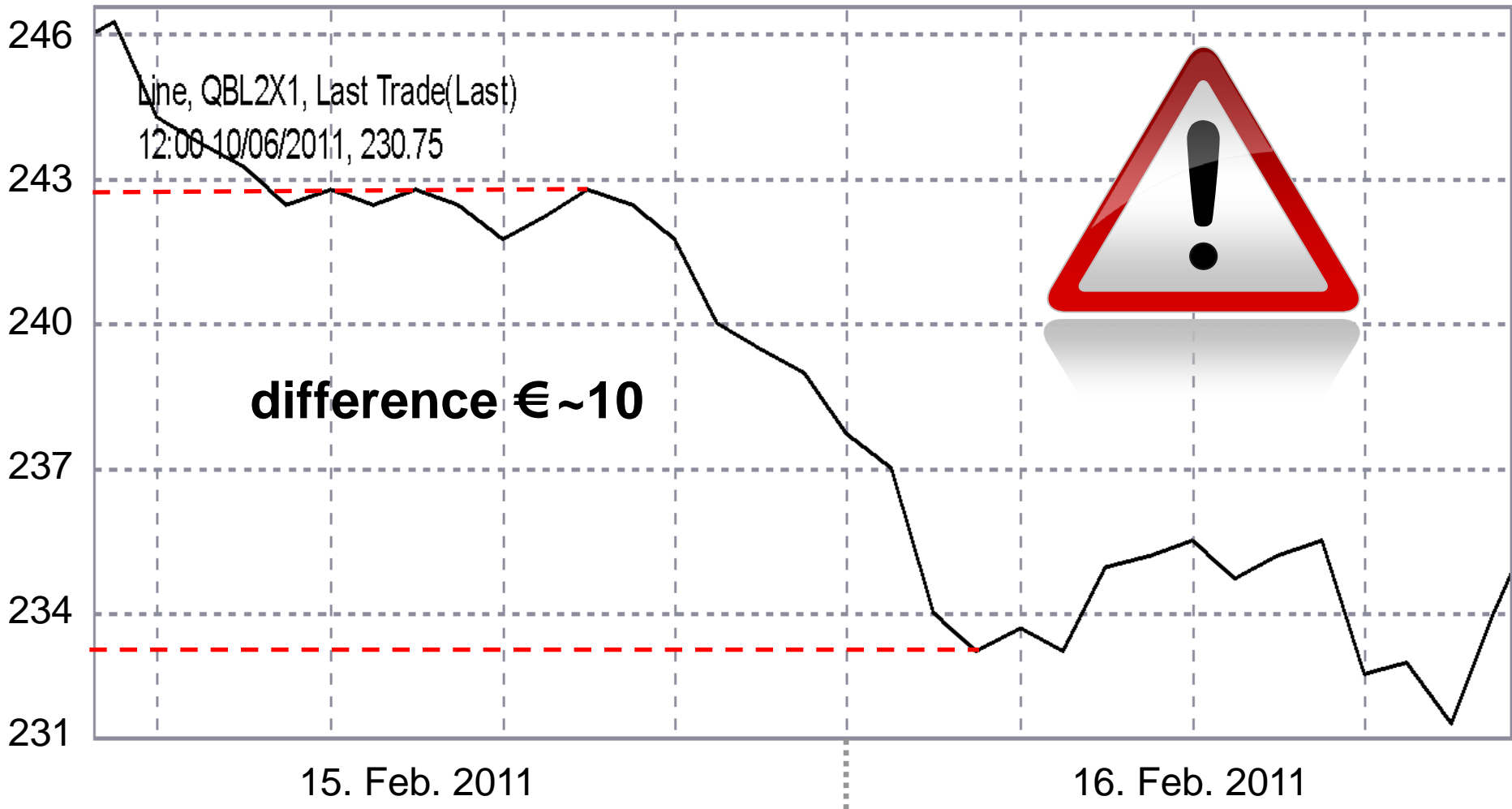
- Price volatility
- Pressure to „protect“ consumers
- Pressure to „manage“ trade
- Infrastructure investments needs



# Dynamic commodities: wheat 2001-2011



# Dynamic commodities: wheat within one day



# Parts of our risk strategy

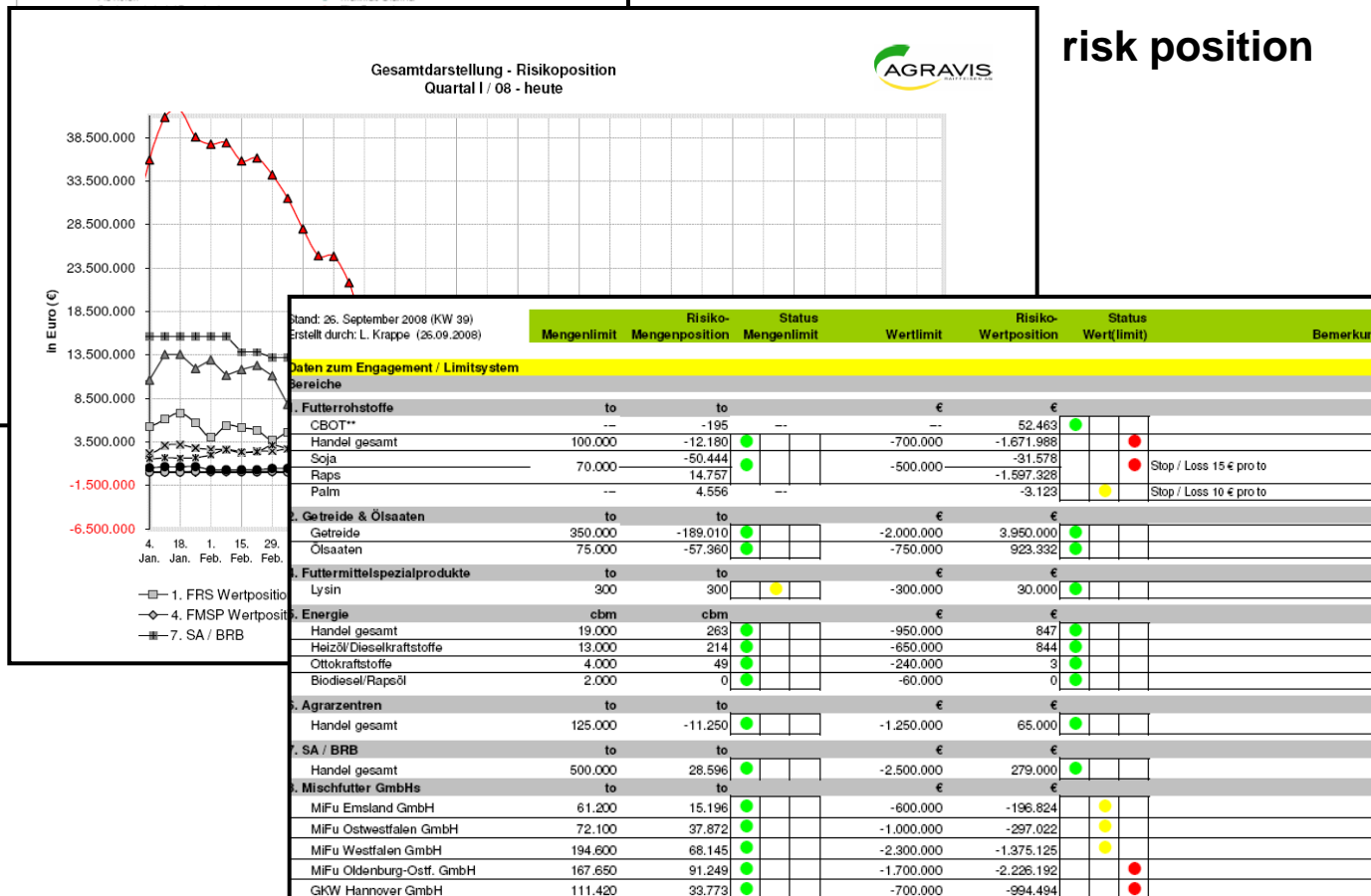
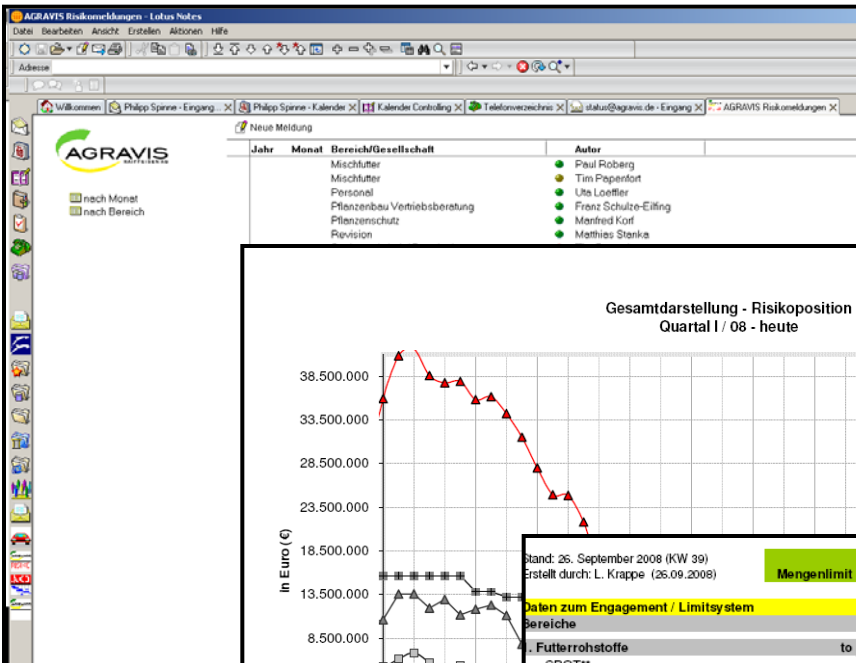


# AGRAVIS risk management

web based  
ad hoc  
reporting

risk position

limit system



The background features abstract, flowing shapes in shades of yellow and green. A bright yellow shape is at the top left, transitioning into a pale yellow and then a light green shape that curves across the middle. The bottom of the image is a solid, vibrant green. The text is centered in the white space between the yellow and green areas.

**What does it mean?**

# AGRAVIS strategy: hands on grain



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- crop ~ 6.6m to
- soya ~ 1.3m to
- other feedstuff commodities ~ 1.2m to
- fertilizer ~ 1.8m to



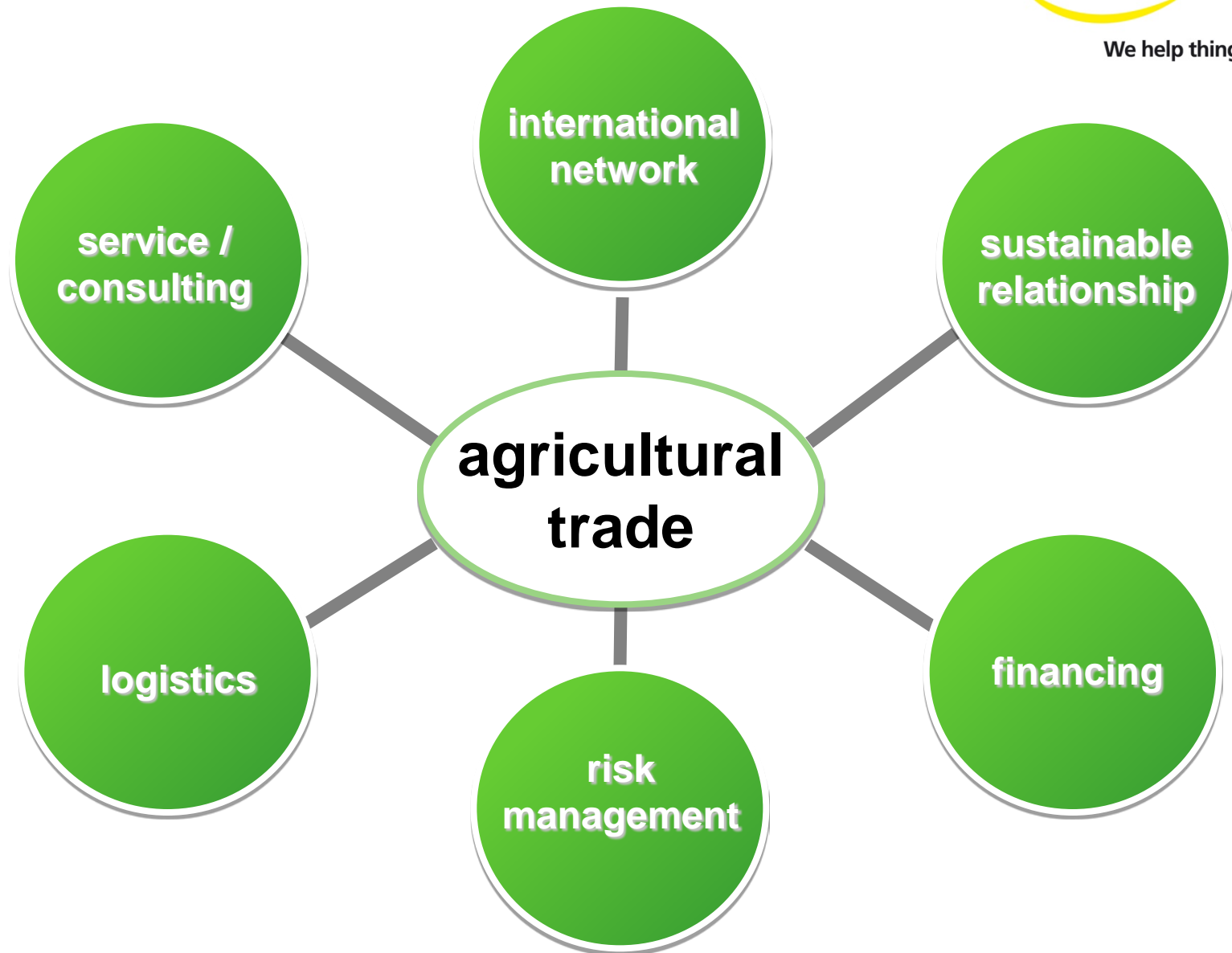


# **Trading for everyone**

„Buy a little –  
Sell a little –  
Take a margin!“

**Is it so easy?**

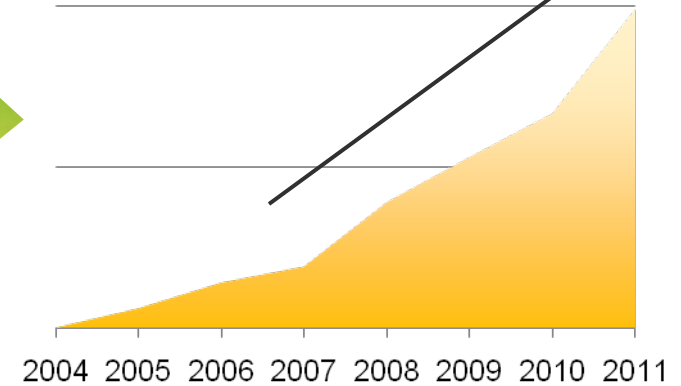
# Added value



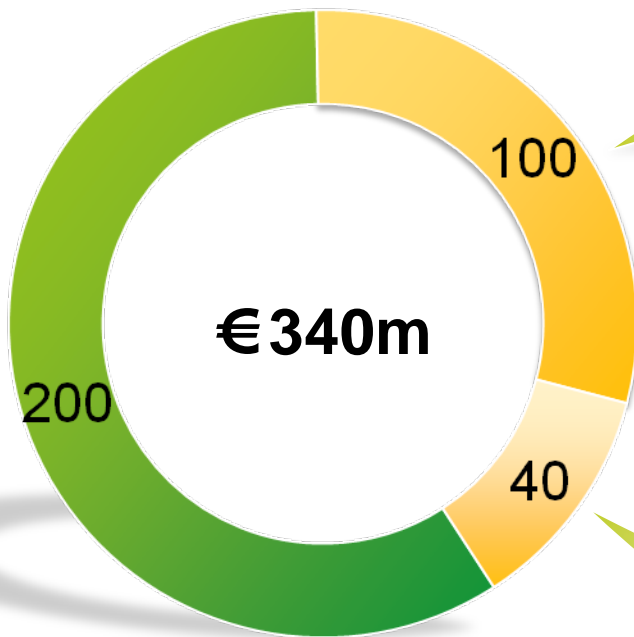
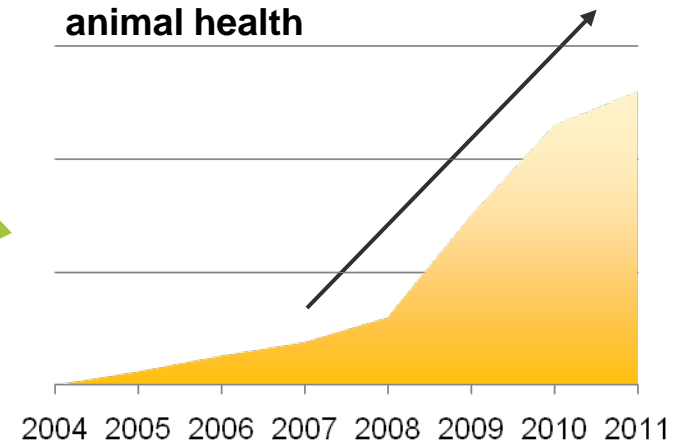
# Key investments 2004 - 2011



## AGRAVIS East



## special feed & animal health

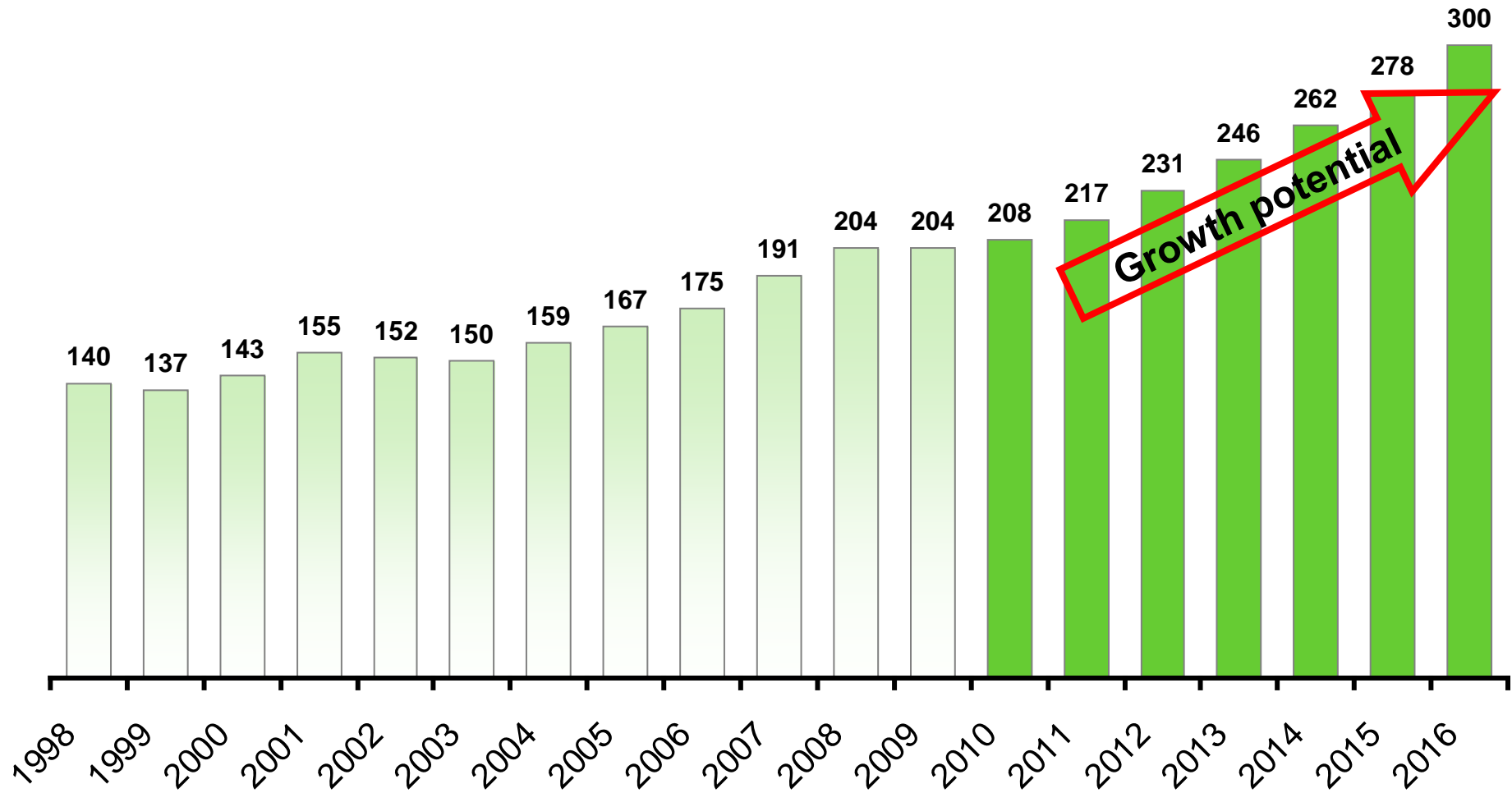


# Turnover agribusiness Germany

figures in billion €



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Quelle: Ernst & Young Agribusiness in Deutschland 2010



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