Agroprogress konferencia
Trnava 15.11.2012

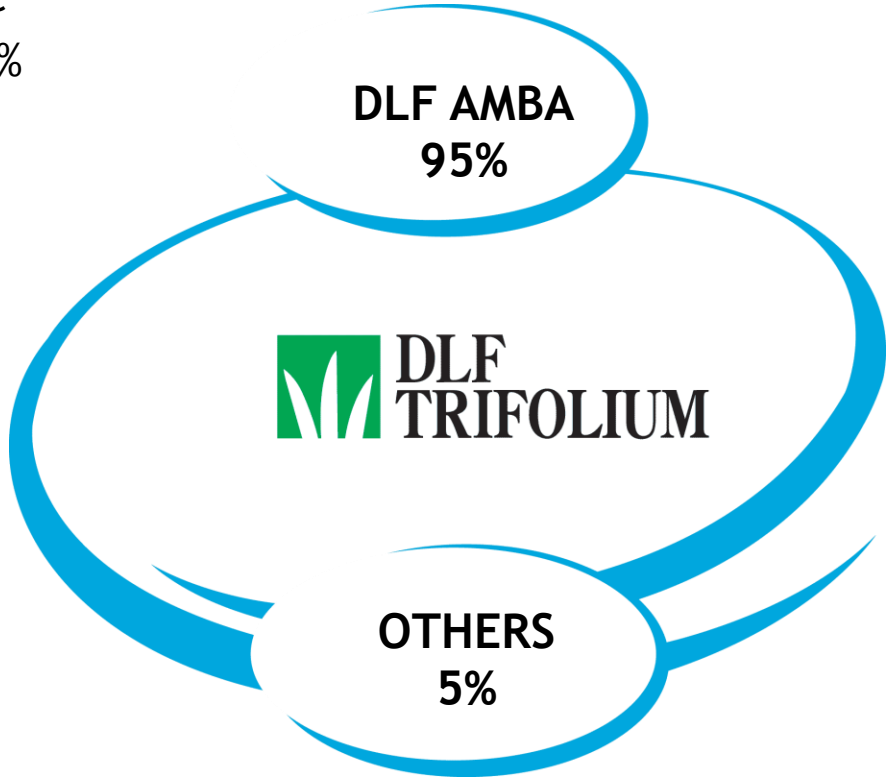
....“viac mlieka a mäsa z trávy“

Mogens Toft Jensen, Valer Kurinec
DLF Trifolium

www.dlf.com

ZÁKLADNÉ FAKTY O SPOLOČNOSTI

- Sídlo spoločnosti DLF TRIFOLIUM je v Dánskom kráľovstve, v meste Roskilde
- DLF AmbA (založená 1906) vlastní 95% akcií v DLF-TRIFOLIUM A/S
- DLF AmbA – akcionári cca. 4,000 farmárov
- DLF AmbA aktivity :
  - Holdingová spoločnosť pre DLF-TRIFOLIUM (výkonná spoločnosť)
  - Kontraktácia osivárskych plôch v Dánsku

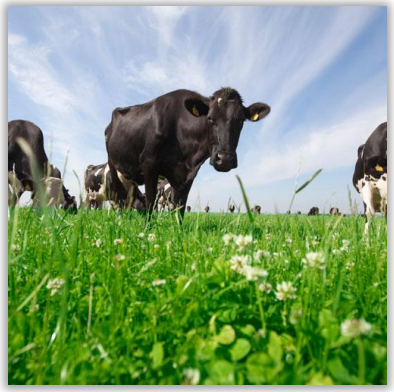


ZÁKLADNÉ FAKTY O SPOLOČNOSTI

- Tržby - € 310 mil. (jún 11/12)
- Vlastné imanie - € 102 mil. (jún 2012)
- Vlastný kapitál – 53% (jún 2012)

ZÁKLADNÉ FAKTY O SPOLOČNOSTI

- Podiel na svetovom trhu cca. 20%
- Podiel na Európskom trhu cca. 50%
- DLF-TRIFOLIUM počet zamestnancov 649 (11/12)
- Dcérske spoločnosti a obchodné zastúpenia v Denmark, Sweden, Holland, Belgium, UK, France, Germany, Czech Republic, Russia, China, New Zealand, South America and the United States.



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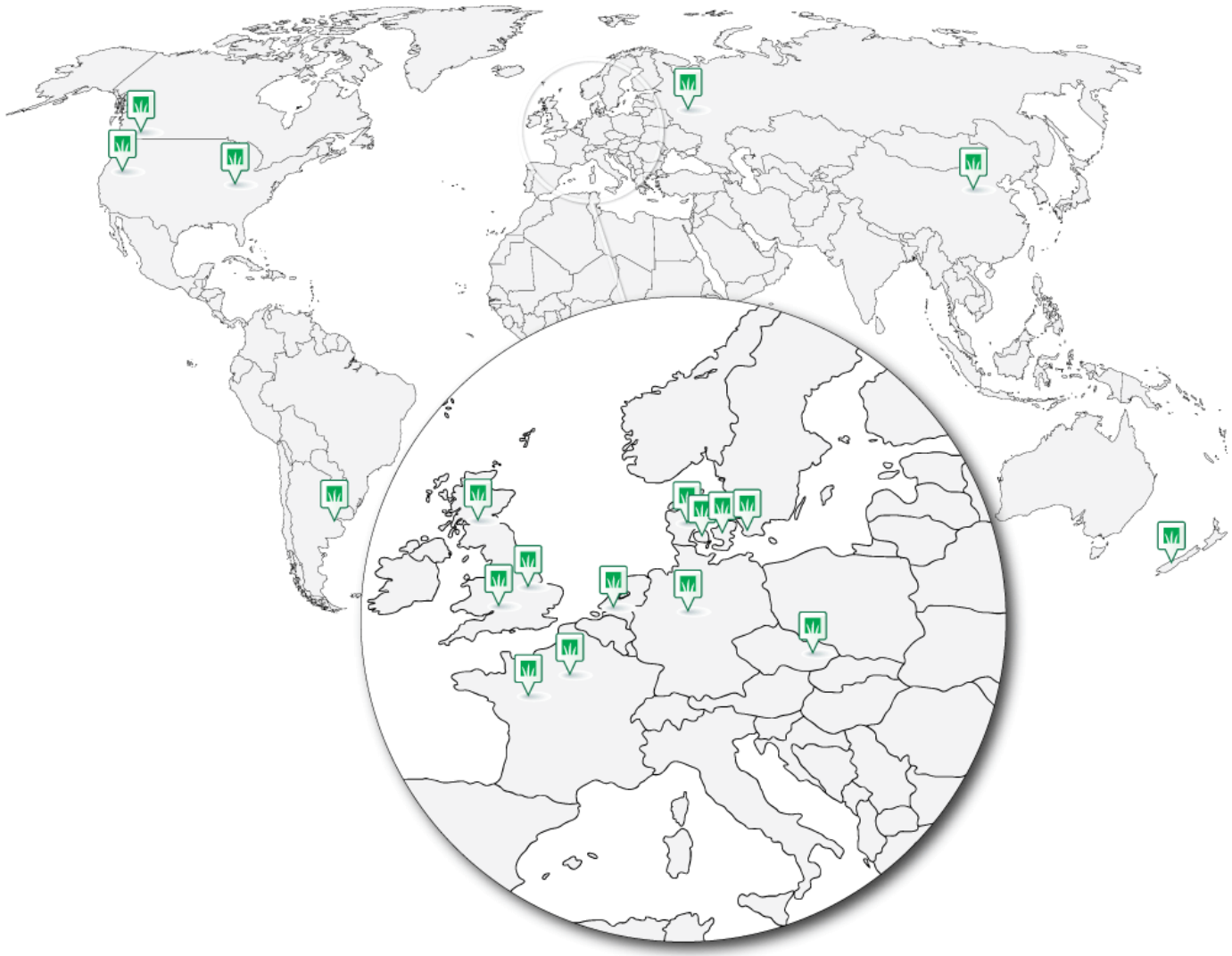
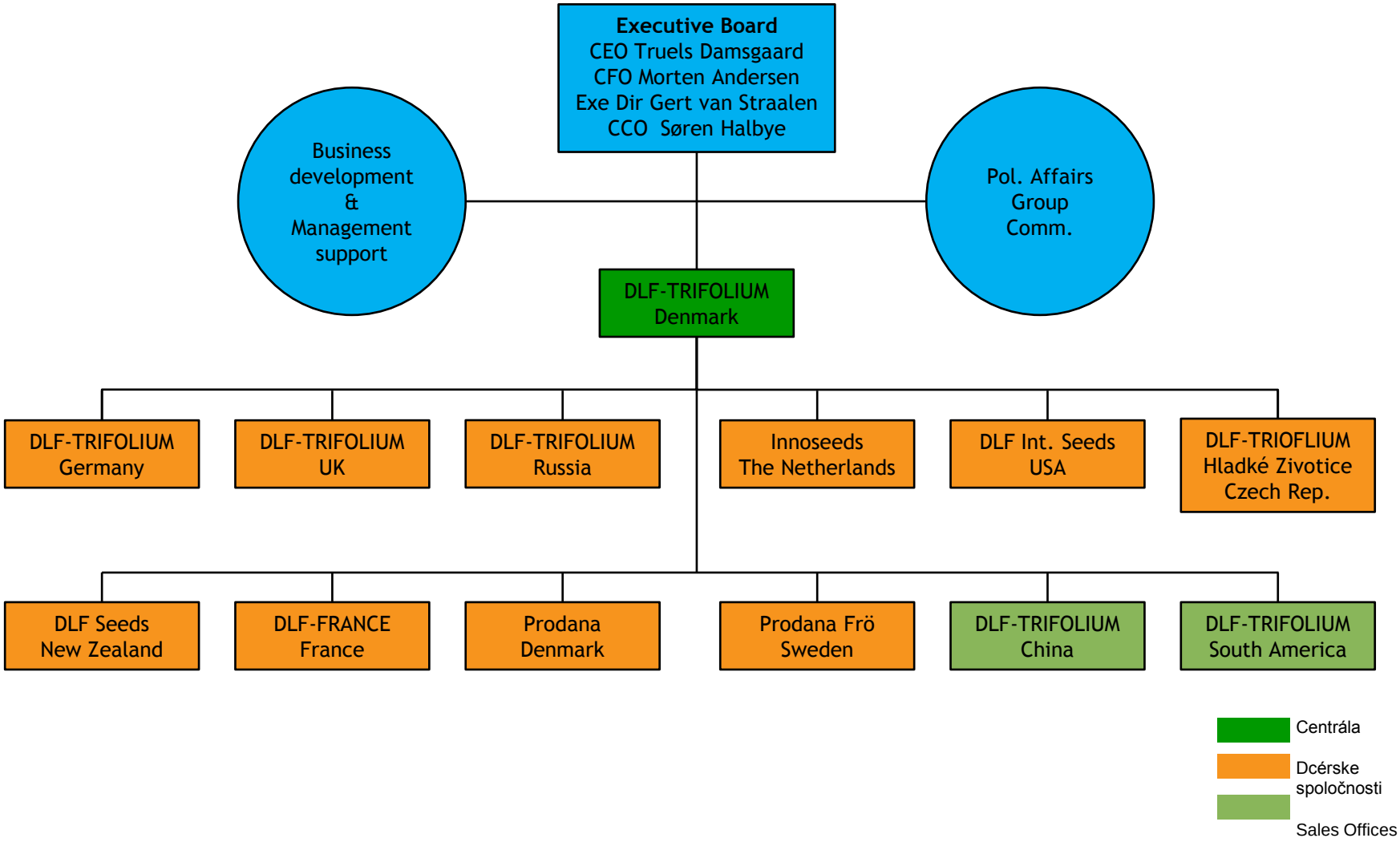


ŠTRUKTÚRA SPOLOČNOSTI



DLF TRIFOLIUM HLADKÉ ŽIVOTICE

Obchodné zastúpenie pre Centrálnu Európu

- Navrhovanie a predaj trávnikových zmesí
- Predaj krmovinárskych zmesí a jednotlivých odrôd tráv a ďatelinovín
- Navrhovanie a predaj krmovinárskych a bioenergetických zmesí „na mieru“
- Poradenská činnosť vo všetkých uvedených oblastiach činnosti

- Krajiny :
  - Česká republika
  - Slovensko
  - Maďarsko

DLF TRIFOLIUM HLADKÉ ŽIVOTICE

- Šľachtenie odrôd tráv a ďatelinovín
- Výroba osív tráv a ďatelinovín (ČR aj SR)

DLF TRIFOLIUM HLADKÉ ŽIVOTICE

DLF TRIFOLIUM
SEEDS & SCIENCE

FORAGEMAX®
by DLF-TRIFOLIUM

Forage seminar
Slovakia
November 2012

Mogens Toft Jensen
Head of Product & Market Management
DLF-TRIFOLIUM

Denmark-main use of agricultural area-hektar

	2008	2009	2010
Winter wheat	639.000	716.000	744.000
Spring barley	581.000	443.000	426.000
Winter barley	127.000	141.000	143.000
Winter oil seed rape	173.000	160.000	163.000
Potatoes	42.000	38.000	38.000
Sugarbeet	36.000	38.000	39.000
Seed production	82.000	90.000	67.000
Maize for silage	159.000	169.000	172.000
Grassland in rotation	300.000	305.000	321.000
Grassland-permanent = > 5 years	190.000	192.000	200.000
Agricultural area in total	2.668.000	2.624.000	2.646.000
Grassland in % of area in total	18,4	18,9	19,7

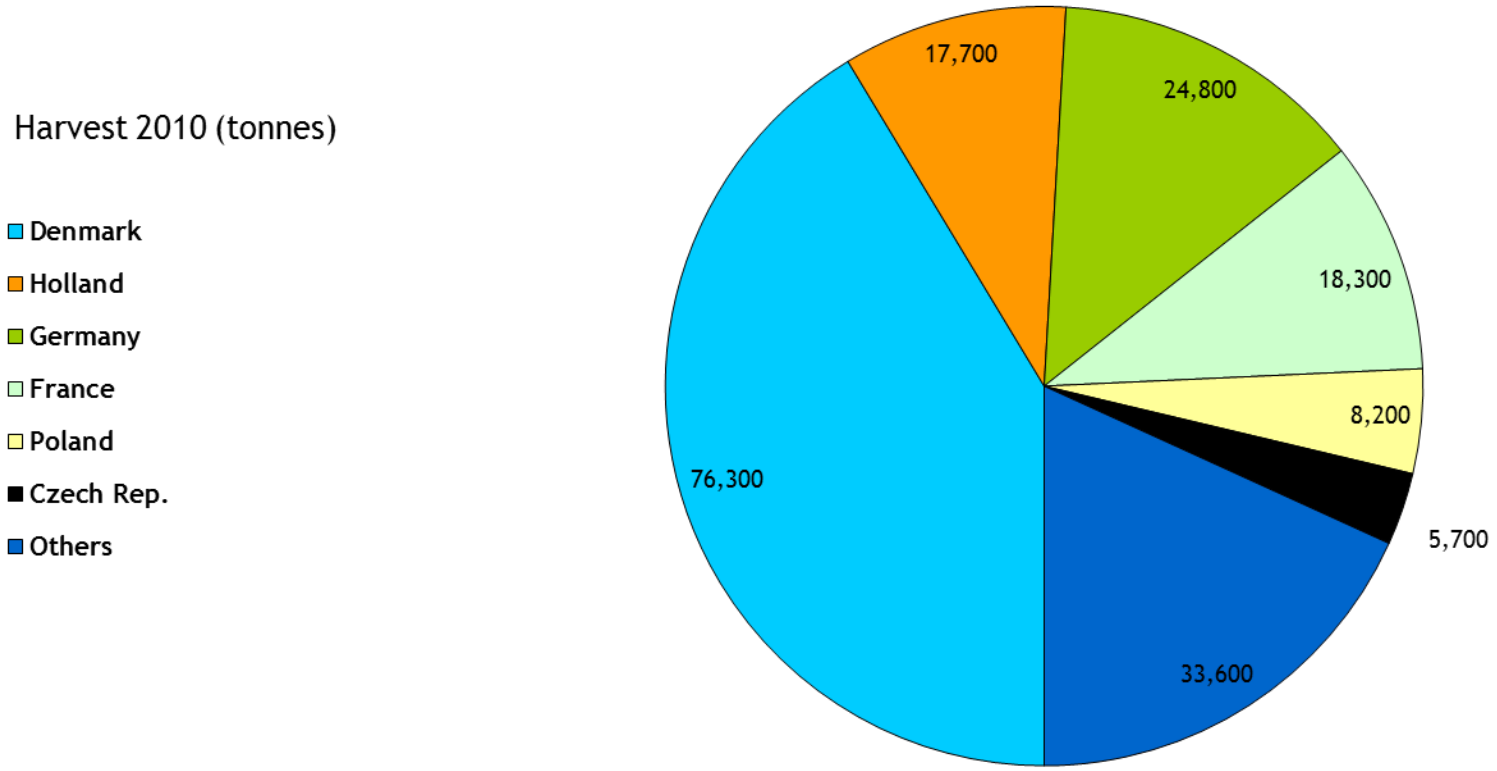
Denmark-Milk Production

	2007	2008	2009	2010	2011
Dairy cows, no. (1000 stk.)	545,4	558,0	563,1	568,2	578,8
Suckler cows. No. (1000 stk)		107.9	108.2	106.5	102.4
Herds with dairy cows, no. (x1000)	5,38	4,97	4,38	4,25	**3,82**
Cows/herd	101	112	129	134	**152**
Milk ex. farm (mio. kg)	4649,6	4720,4	4813,9	4909,4	4880,5
Kg milk/cow	8.525	8.459	8.548	8.640	8.432
Organic milk ex. farm(mio. kg)	420,8	430,8	442,9	476,9	473,8
Price ex. farm (cent pr. kg)	32,8	37,4	28,4	33,4	35,6

The future Danish Milk production

- **High yield/cow**
- **Feeding with clovergrass and maize**
- **More grass for cutting**
- **Quality and quantity**
  - **High yield of energy**
  - **High energy concentration**
  - **High digestibility of OM and NDF**
  - **Protein supply**

EU-27 PRODUCTION



FAVOURABLE CLIMATE AND EFFICIENT STRUCTURE IN DENMARK

- Mild costal climate ensuring high stable yields
- Dedicated seed growers
- Modern seed plants
- Increase in seed production in Denmark

Statements

Cows can live from grass but not without

Maximise grass in the feeding diet in order to increase milk-& meat production and animal welfare

- Grass versus maize
- What is good quality in grass and clovers?
- ForageMax mixtures and the use of species

Grass versus maize

Feeding source	Main characteristics	How to improve the diet
Maize	High energy concentration (carbohydrates – mainly starch) Low protein content and cell wall content (NDF)	Protein – soya concentrates, legumes, Fibre, especially NDF – grass, Lucerne, straw
Perennial grass-legume mixtures	High content of fiber (NDF) and protein (legumes in particular) Medium energy concentration	Energy – maize silage, grain concentrates Eventually more protein
Lucerne	Very high content of protein Low energy concentration, low silage coefficient	Energy – Maize silage, grain concentrates Silage additives

Grass and maize

Silage type	Feed analysis per kg drymatter	Need of concentrates to get >10 MJ/kg DM and 16% protein	Cost of concentrates
Maize	Protein: 9,1 % Energy: 10,5 MJ	Soya cake – 3,5 kg/cow/day Grain – 8 kg/cow/day	2,95 Euro/day/cow
Combined maize/ grassmixture	Protein: 14,0 % Energy: 10,1 MJ	Soya cake – 2,5 kg/cow/day Grain – 8 kg/cow/day	2,45 Euro/day/cow
Economical difference when using combined maize/grassmixture silage			+ 0,5 Euro/day/cow + 142,5 Euro/cow/lactation

The Importance of High digestibility

The aim is to produce forage with a high concentration of energy per kg of dry matter. 16-19 kg drymatter intake per day/cow.

By increasing by 1% the digestibility of organic matter or cell walls forage intake will improve by about 0.2 kg DM per cow per day which in turn 0.25 litres per cow per day

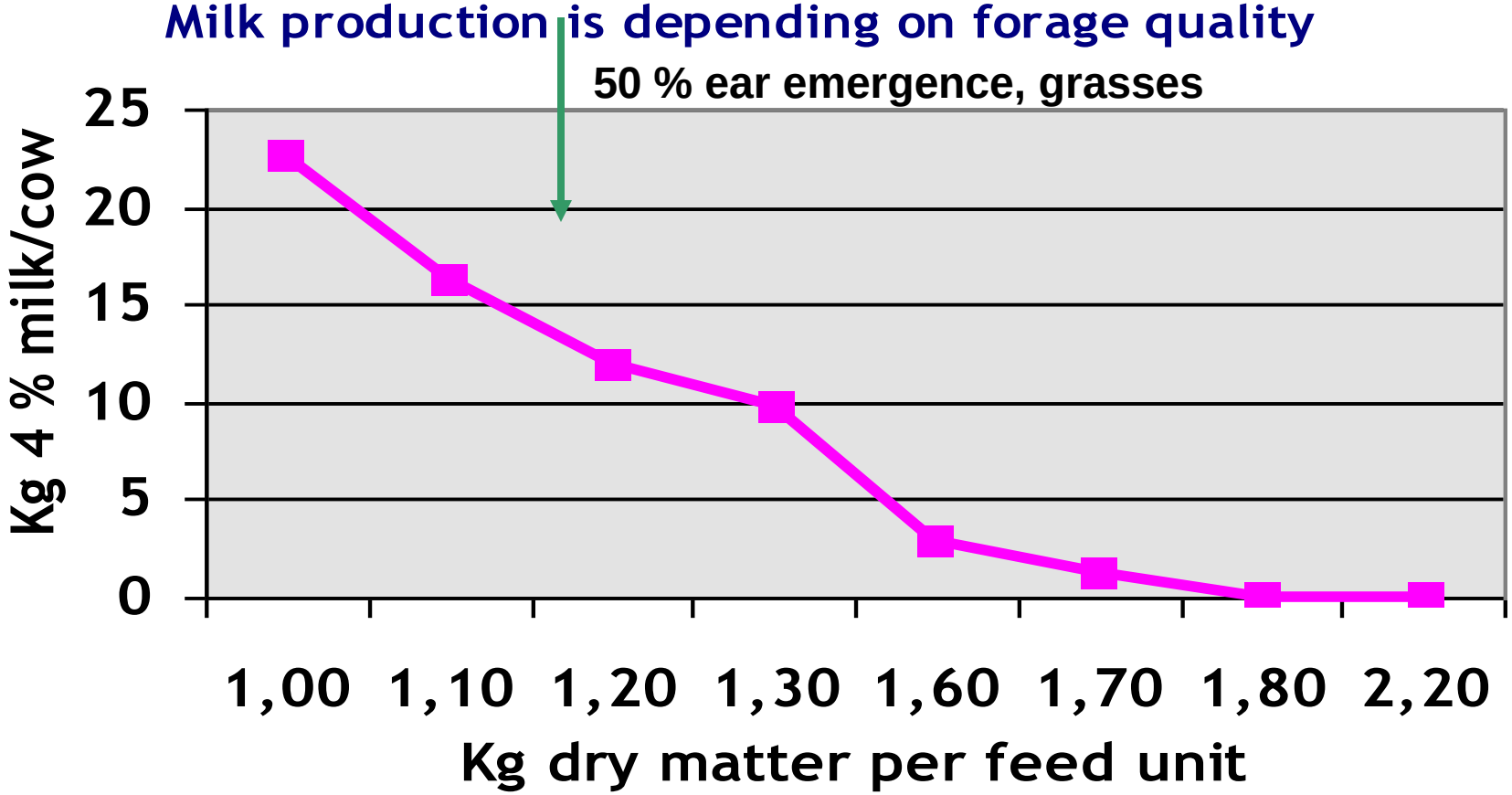
Two main factors that determine digestibility

- Mixture composition in the field
- Time of harvest in relation to grass development

Clover means better forage

- Highly palatable under grazing
- High intake both in grazing and silage
- More protein in the feed
- Higher milk yield (see table)
- Nitrogen fixing

Milk production is depending on forage quality



Danish Agricultural Advisory Centre

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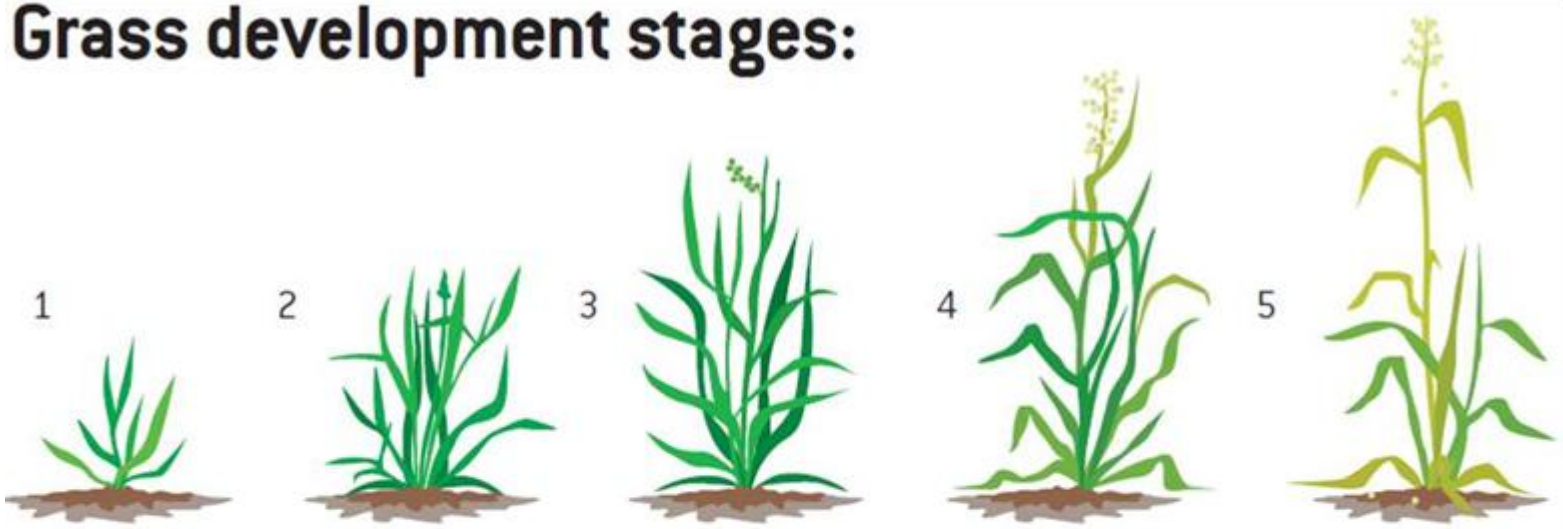
Grass development stages:



1 Vegetative: Leaves only, stems not elongated. **Time for grazing**

2 Stem elongation: Stems elongating. **Time for making silage with very high feeding value**

3 Boot: Flower head is enclosed in flag leaf sheath and not showing or only showing partly. **Time for making silage**

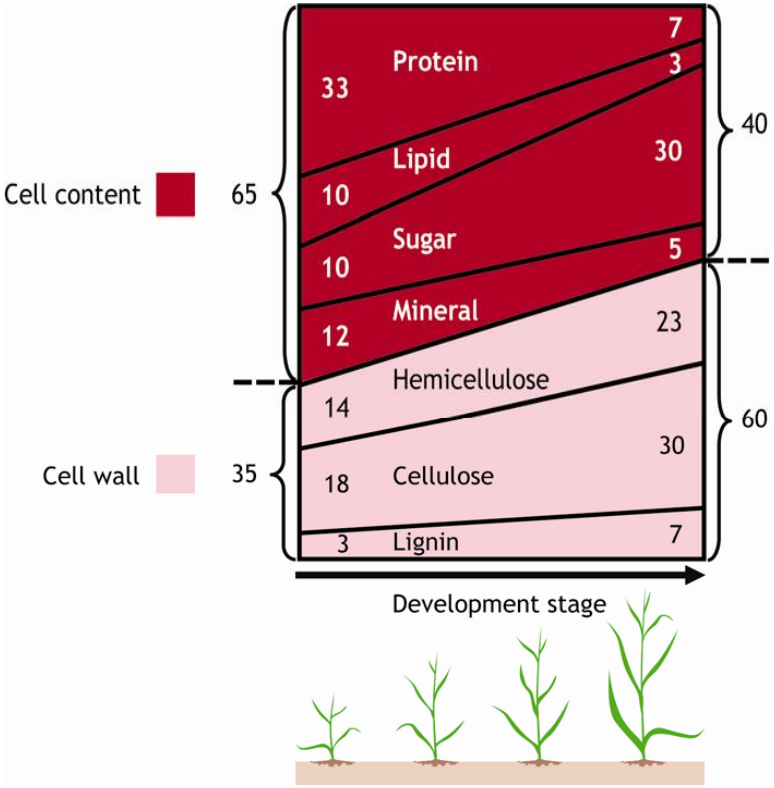
4 Heading: Flower head emerging or emerged from flag leaf sheath. **Time for making hay**

5 Anthesis: Flowering stage, anthers shedding pollen. **Too late for forage harvest!**

HIGH YIELD & QUALITY FORAGE

What is Good Quality?

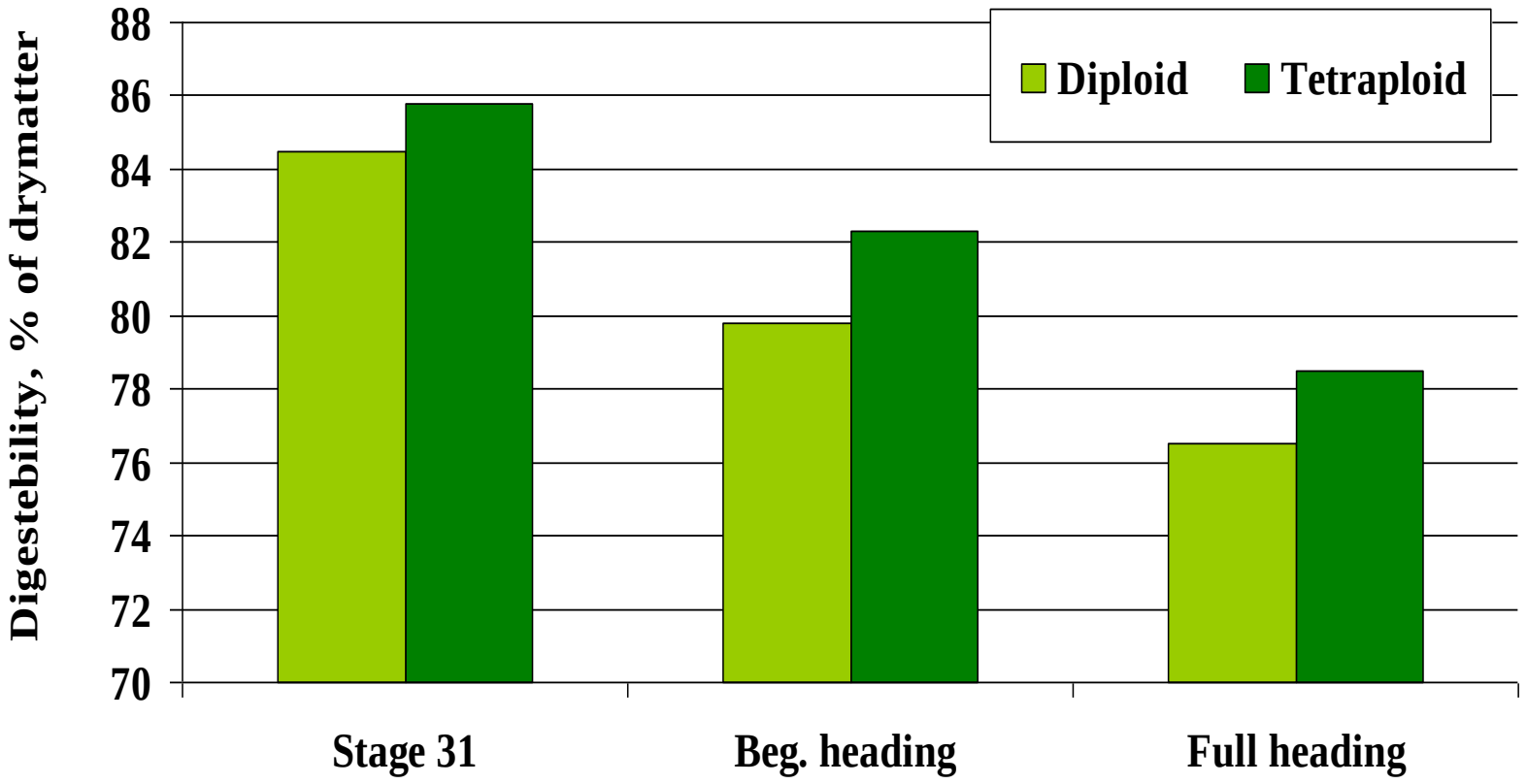
- The content inside the cell wall is close to 100% digestible
- The cell wall degrades slowly or is even indigestible to the Ruminant.
- As grass gets older so the digestibility declines.
- At the same time the dry matter increases



Dry matter composition changes as grass grows

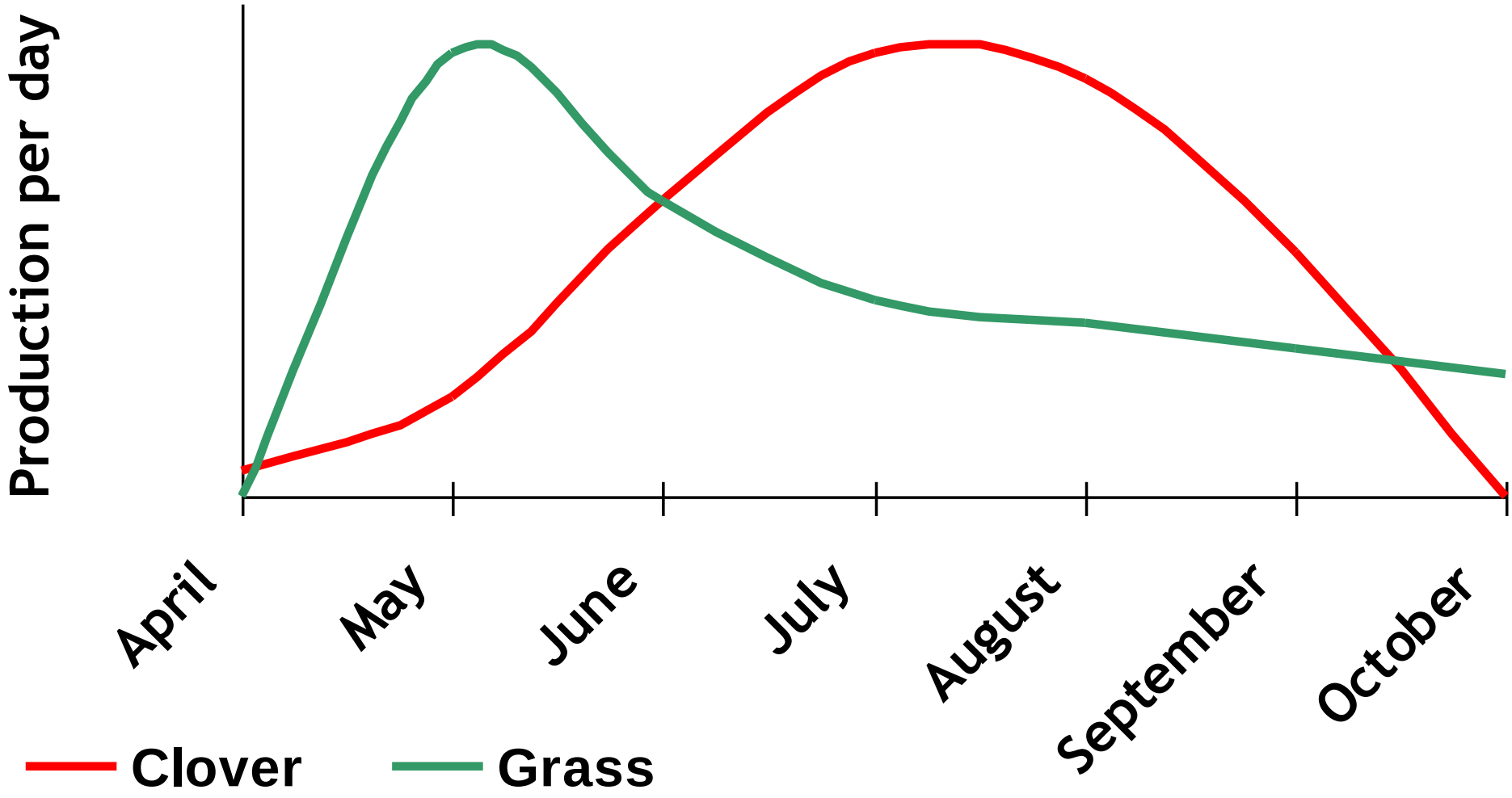
WE NEED TO REACH THE OPTIMUM POINT BETWEEN QUANTITY & QUALITY

Digestibility of diploid and tetraploid ryegrass.



4 trials, DLF-TRIFOLIUM

Clover + Grass = More even production



Increased milk production with clover and Alfalfa

	Pure ryegrass	Red clover Grass	White clover grass	Alfalfa
% digestibility of dry matter (DM)	72	69	72	64
Silage intake Kg DM/cow/day	11,4	12,9	13,2	13,6
Kg milk/cow/day	26,5	31,0	30,7	29,3

More Milk from Grass Mixtures

- **Broad range of mixtures**
- **Mixtures based on the strongest products from DLF**
- **Variety based:**
  - Tetraploid perennial ryegrass
  - Hybrids
  - Festulolium
  - White clover
  - Red clover
- **Other species added regionally – all specie based: Meadow fescue, Timothy, Poa pratensis, Red fescue, Cocksfoot**

Thank you for your attention