



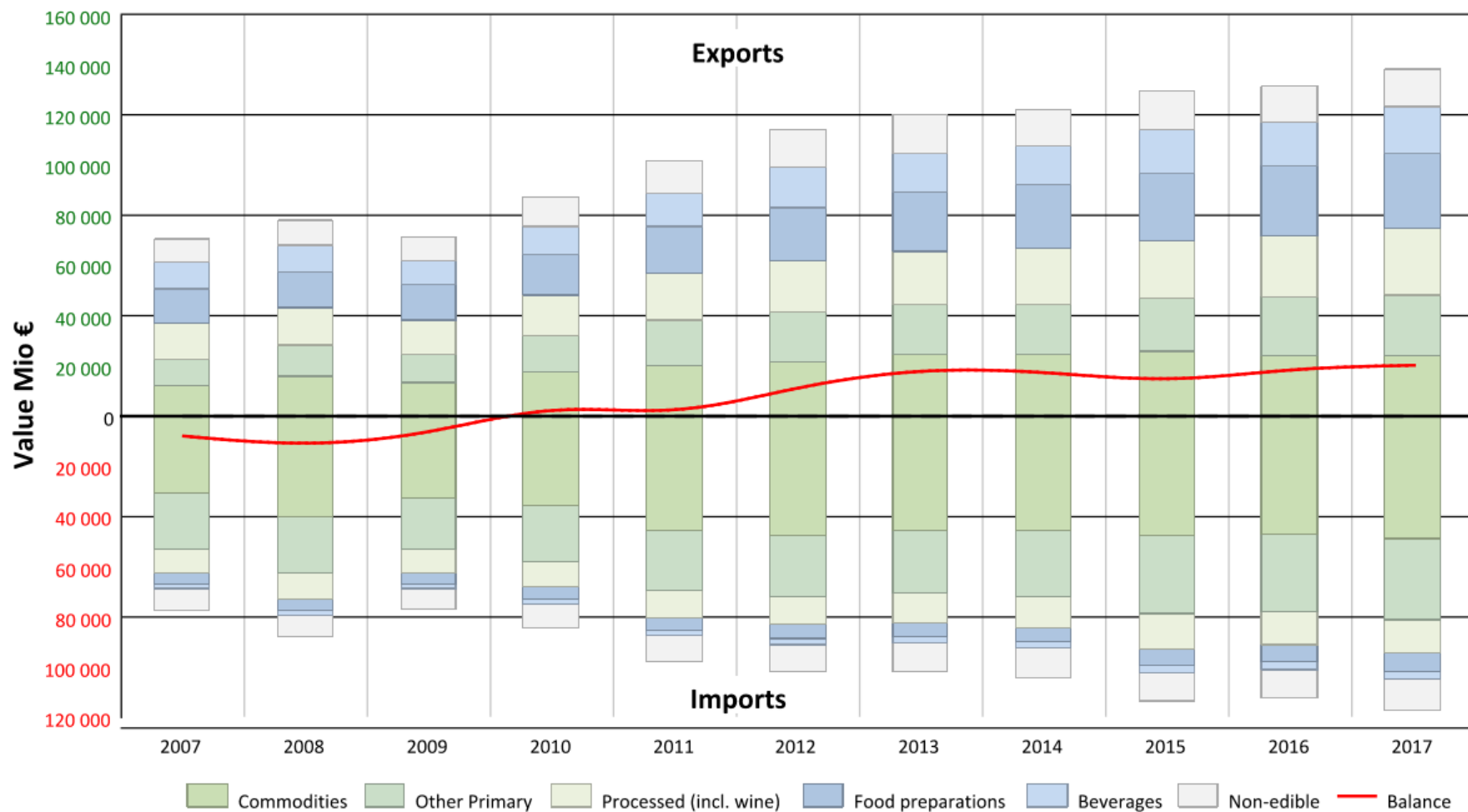
# **The role of EU policy for a sustainable commodity supply**

**PFP Forum “Availability of  
raw materials in the  
context of current and  
future EU policies”  
29 November 2017**

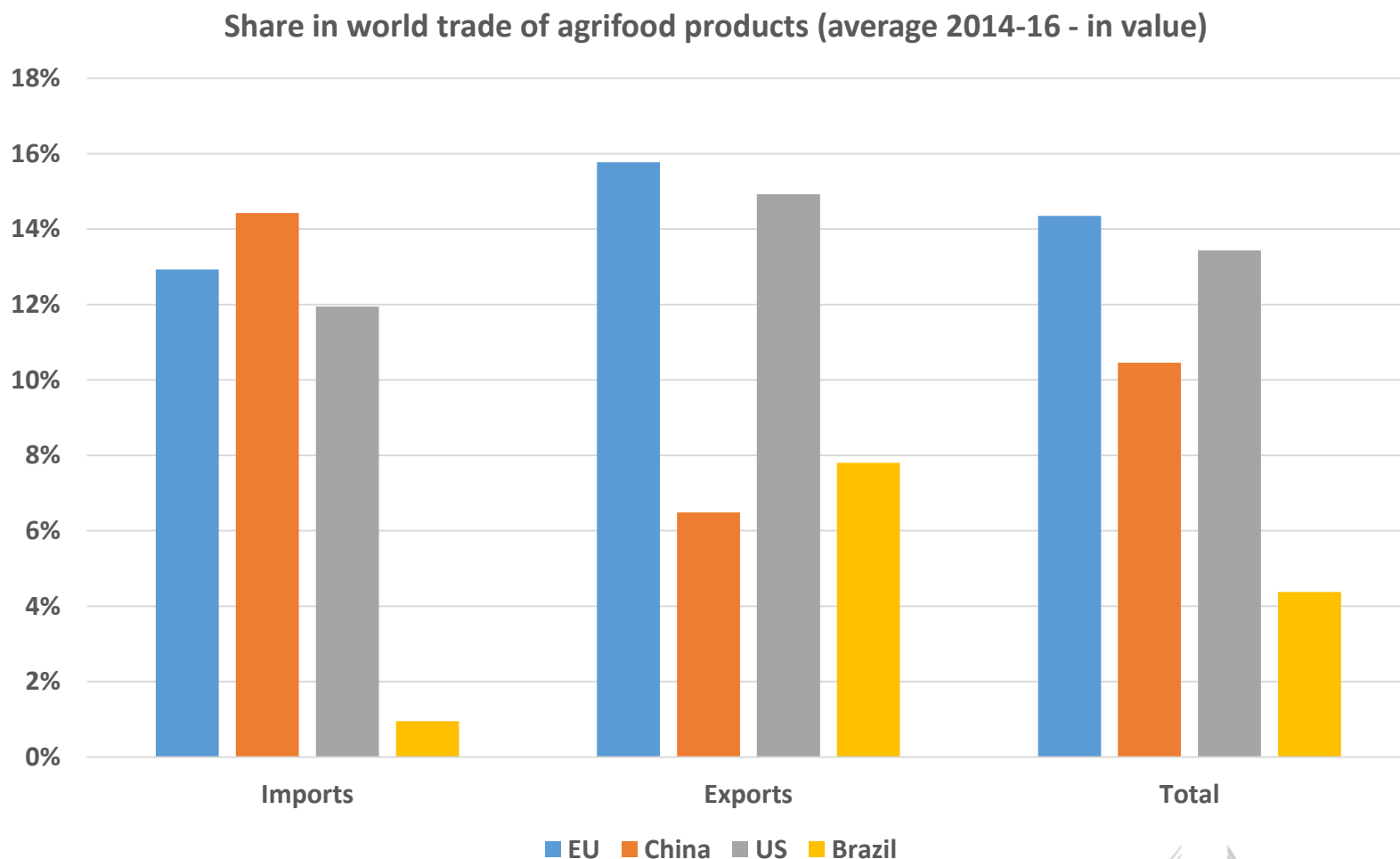
**Fabien Santini  
Advisor, AGRI G**

- *Strength - a positive trade context*
- *Challenges / weaknesses*
- *Opportunities and EU agricultural policies*

# The EU trade context: from net importing to net exporting

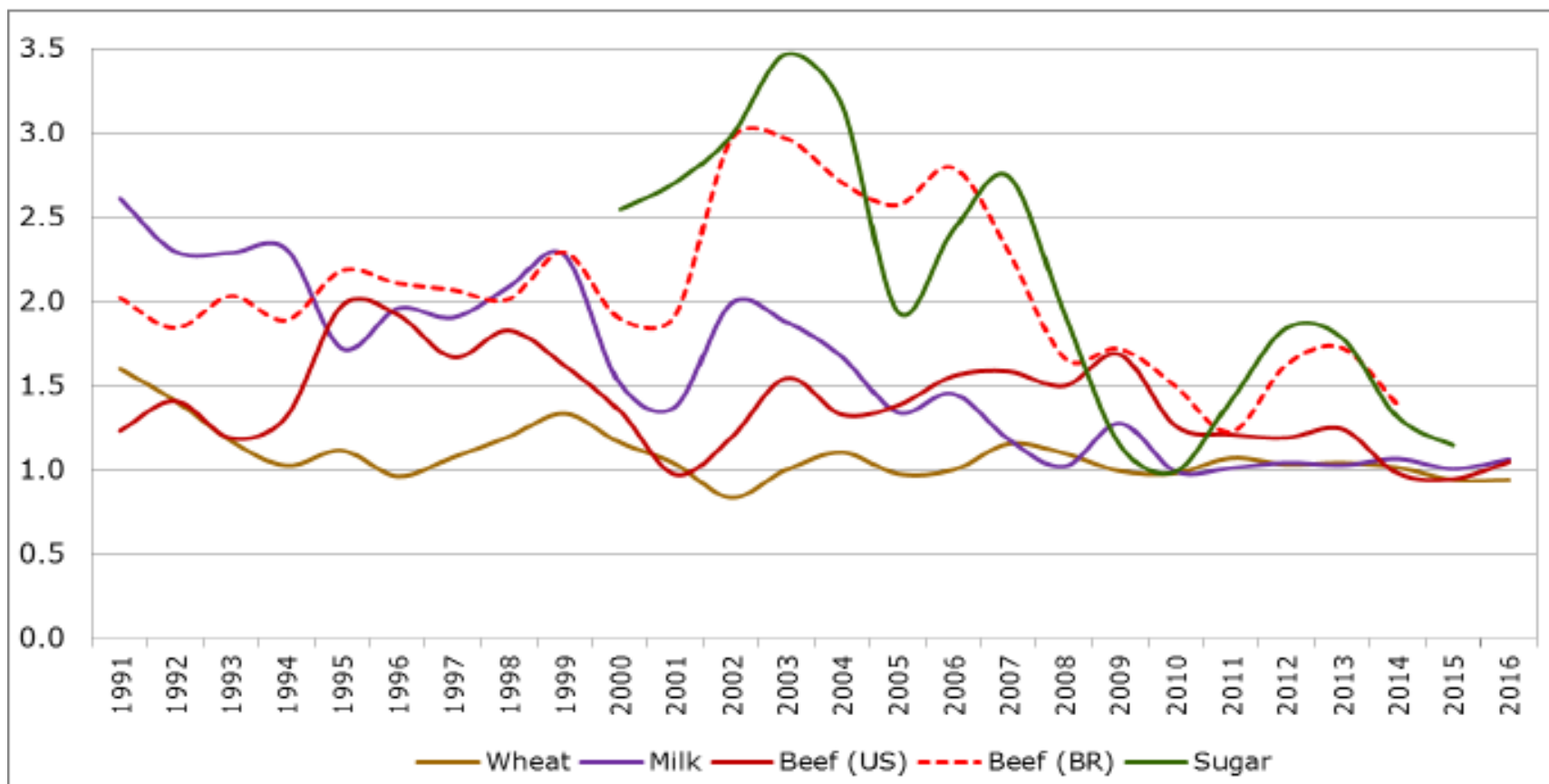


# The EU : main world trader

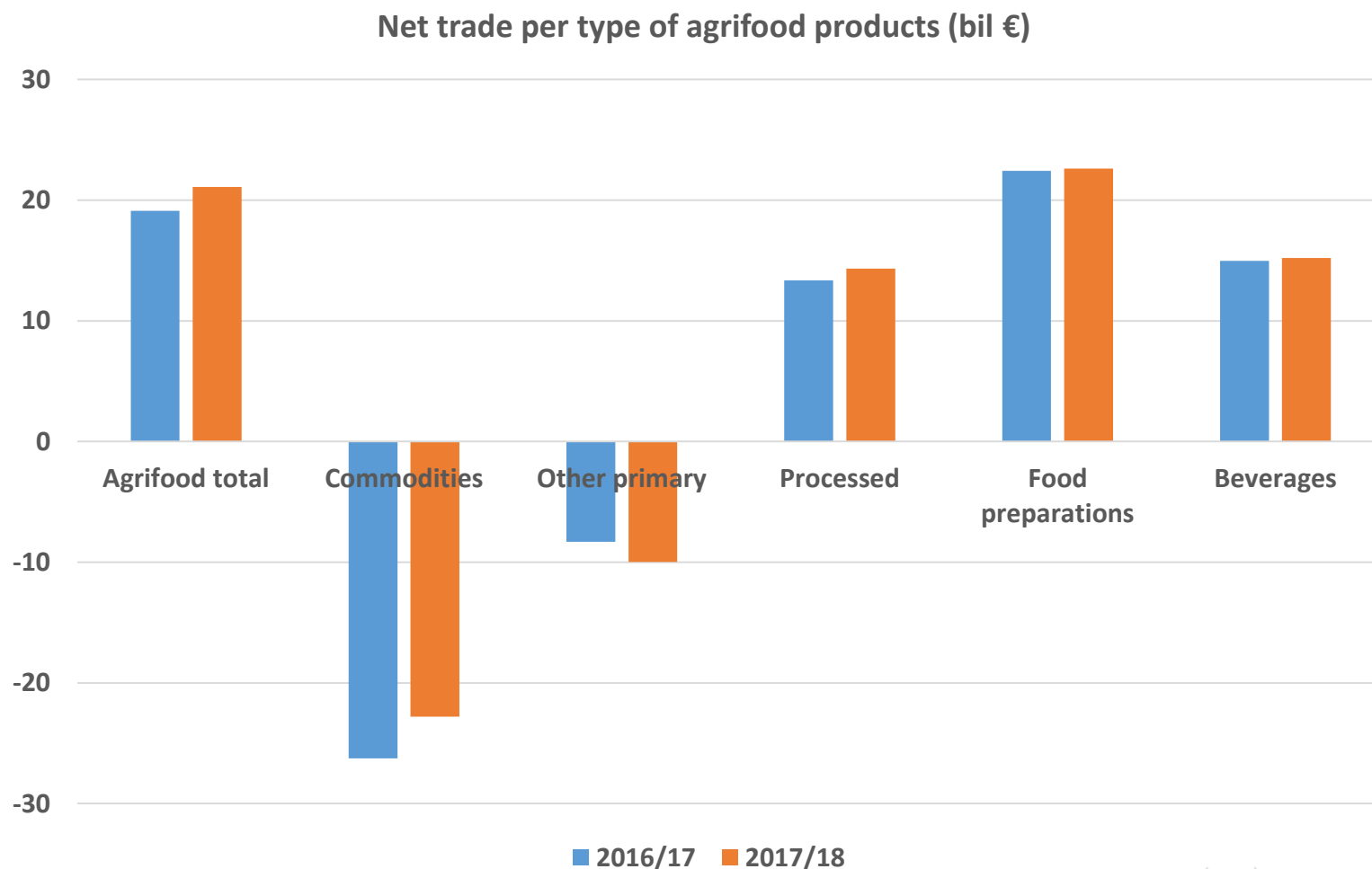


Source: DG AGRI from FAO and Eurostat (Comext) data

## Ratio between EU domestic and world price



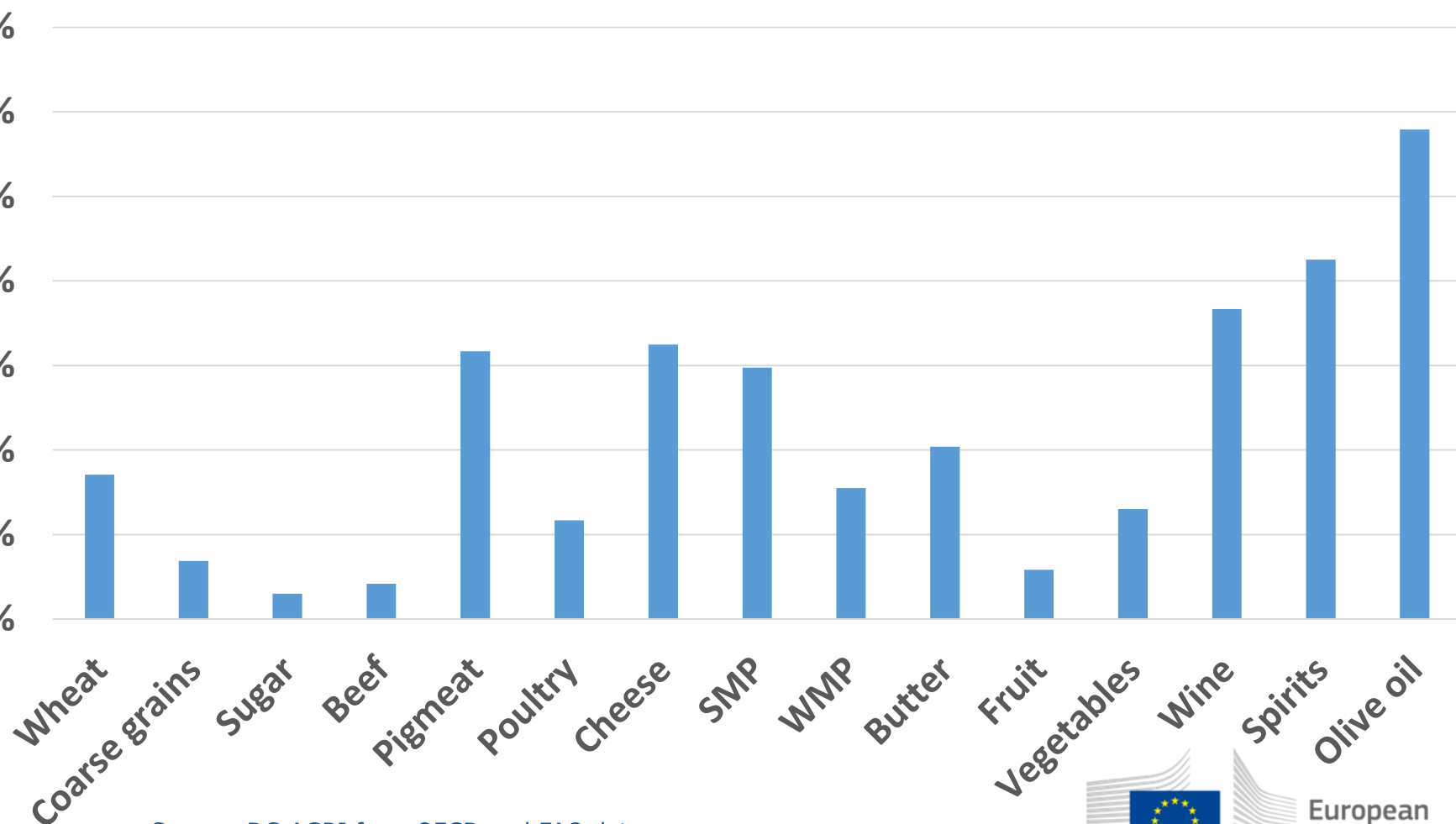
# The EU trade context : per type of product



Source: DG AGRI from Eurostat (Comext) data

# The EU on the world market

Share of EU exports on total world trade

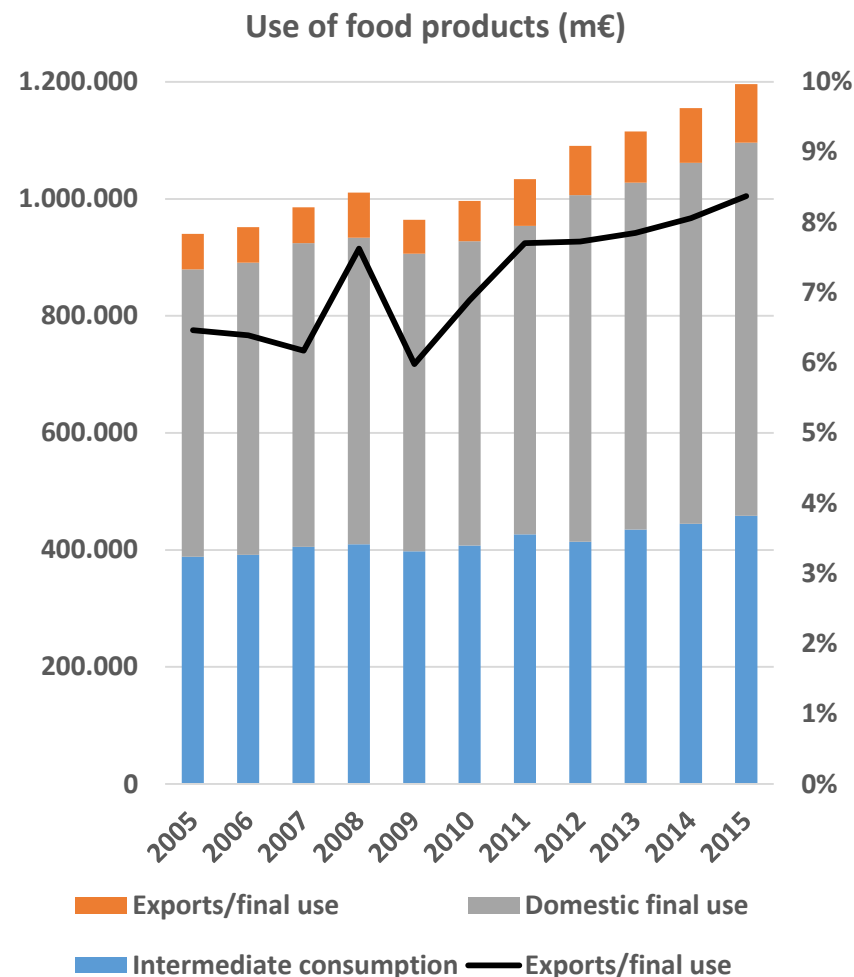
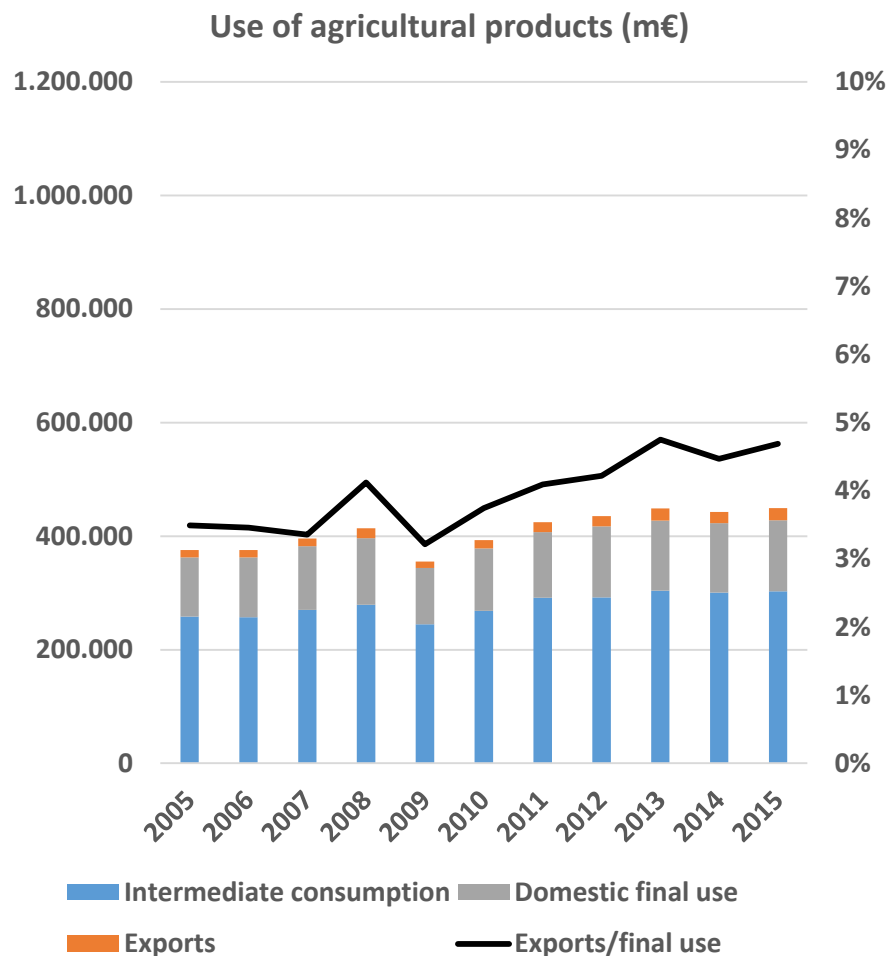


Source: DG AGRI from OECD and FAO data



European  
Commission

# The EU trade context: Extra EU vs Domestic



Source: Eurostat (National accounts – use table)



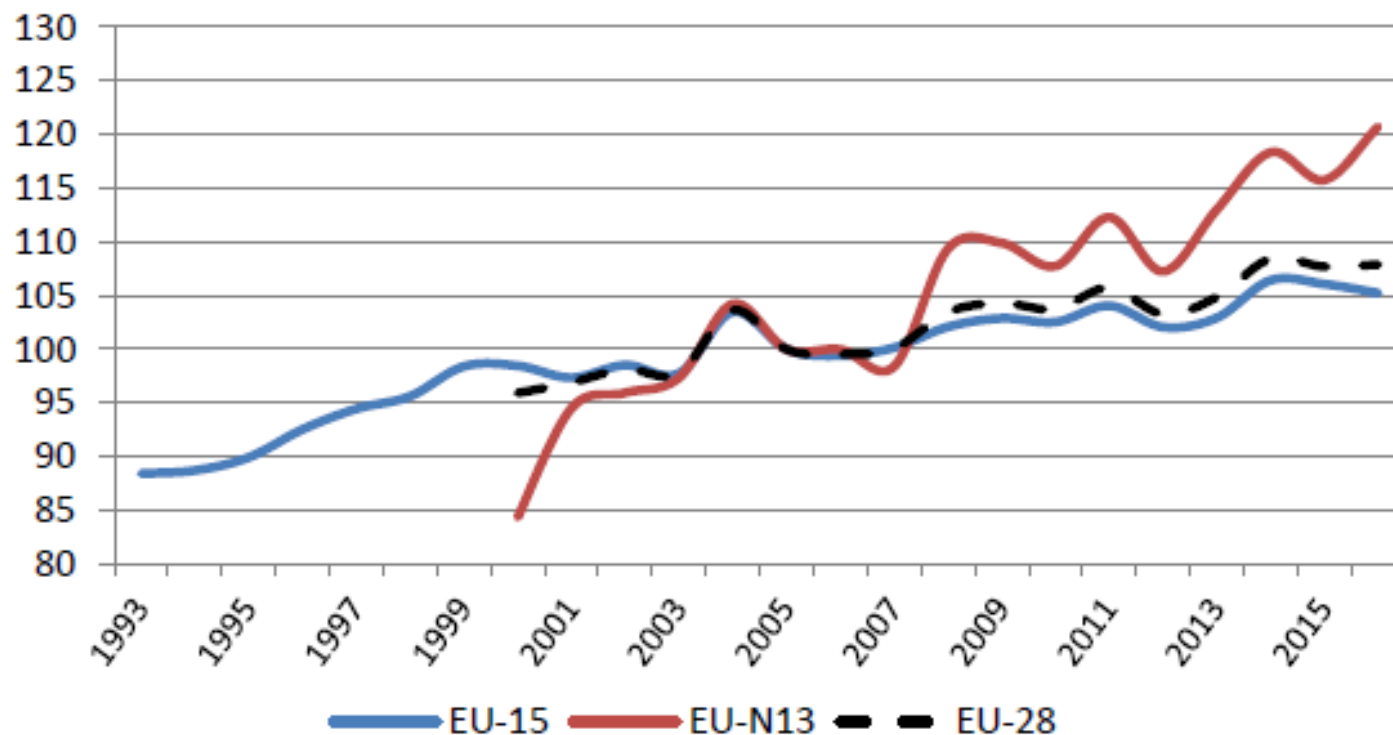
# The EU trade context: Extra EU vs Domestic



Source: Eurostat (National accounts – supply table)

- *Strength - a positive trade context*
- *Challenges / weaknesses*
- *Opportunities and EU agricultural policies*

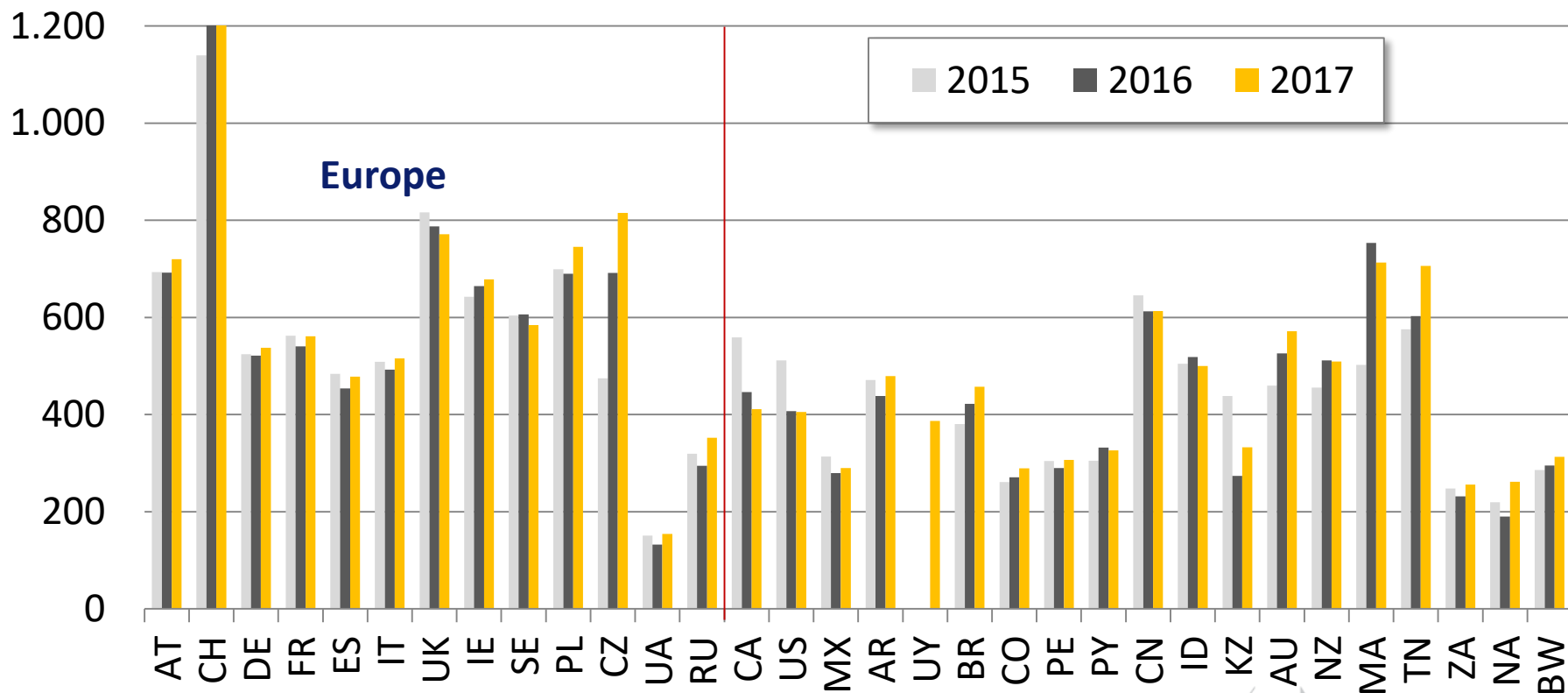
# Productivity growth is slowing down



Note: Index, 2005 = 100; Source: DG Agriculture and Rural Development

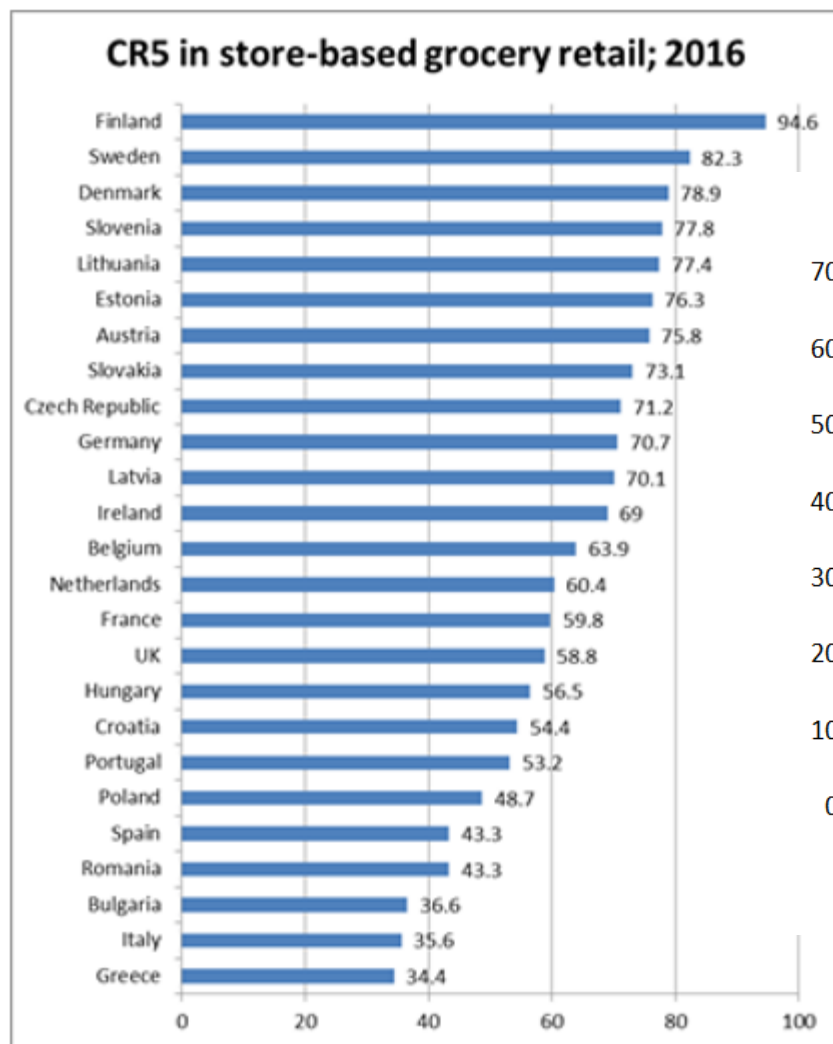
# Higher costs of production

Total Beef costs - USD per 100 kg carcass weight



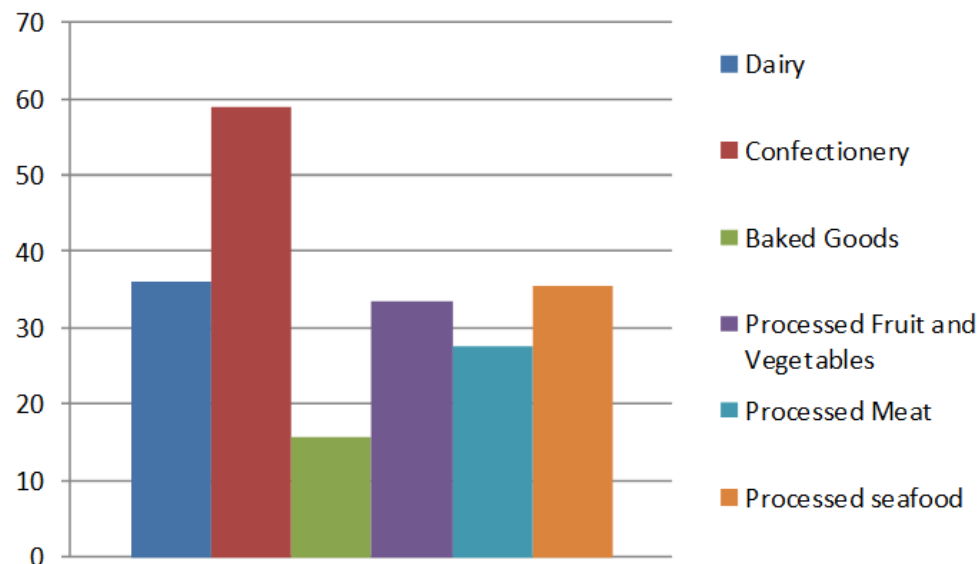
# Better functioning food chain

Figure 8 - Retail concentration ratio (CR5)



Source DG GROW from Euromonitor

Figure 7 - EU average MS concentration ratios (CR5) per food sector



Source: DG AGRI from Euromonitor

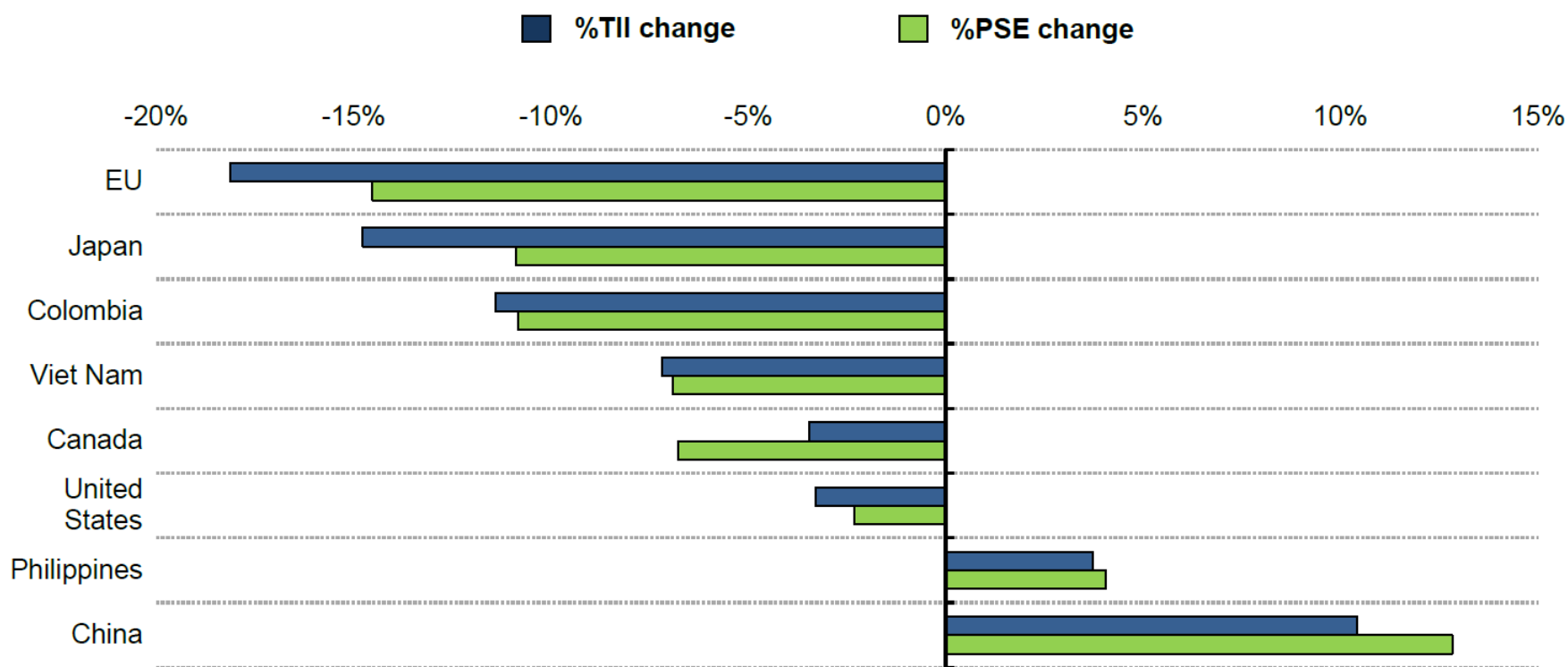
- *Strength - a positive trade context*
- *Challenges / weaknesses*
- *Opportunities and EU agricultural policies*

# Investment / Research

- *Investment types of intervention*
  - **Rural development**
  - **Sectoral interventions**
- *Food chain*
  - **POs**
  - **UTPs**
  - **Transparency**
- *Research and Innovation*
  - **EIP**
  - **FAS**
  - **Horizon Europe**
- *Bio-economy*

# Market-oriented policies

Percentage point changes in producer support and Trade Impact Index, 1995-97 to 2015-17  
(selected economies, percentage points, relative to gross farm receipts)



Source: OECD



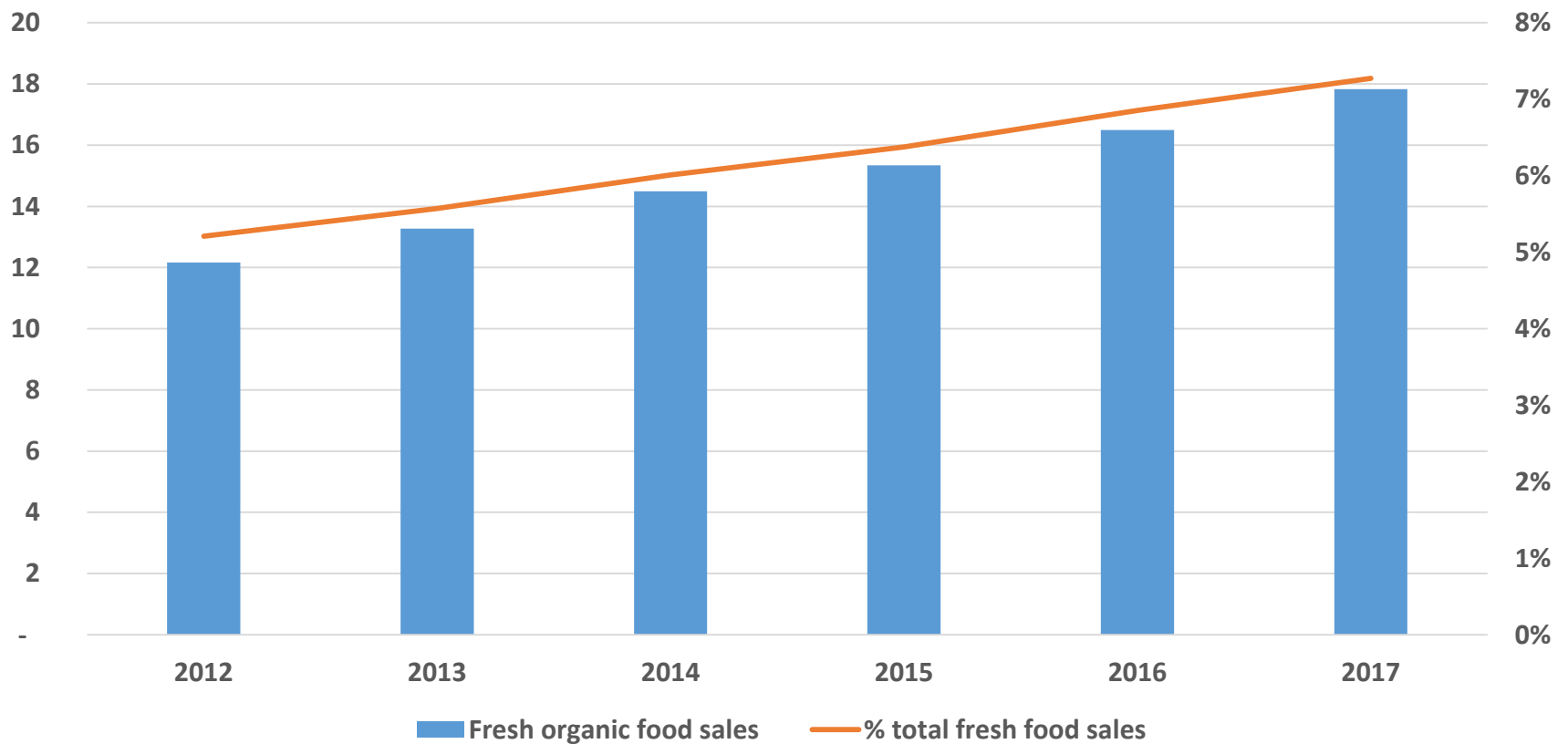


# Consumer expectations

PDO

PGI

Organic fresh food sales (b€, 5 MS)



# Consumer expectations



**GLOBALG.A.P.**



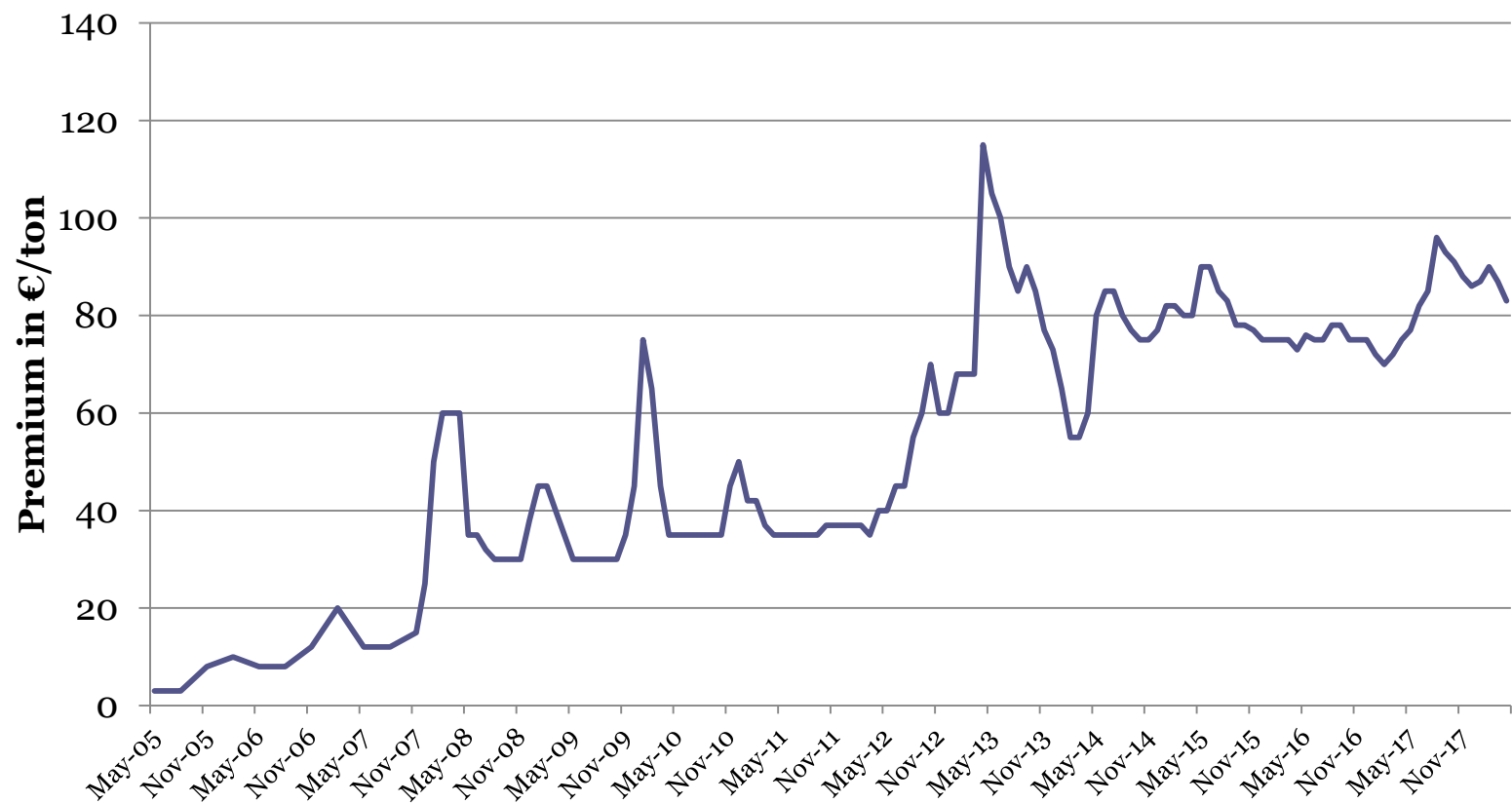
European  
Commission



**QS. Quality  
scheme for food.**

# GM-free feed market

## *GMF premium on soybean meal (€/t)*



# Insights from the Austrian feed market

SEGMENT	ORGANIC	GM-FREE
Cattle	21% of cattle	-
Dairy	15% of milk	100% of milk
Laying hens	12% of laying hens	~80-90% of eggs
Broiler poultry	10% of broiler poultry	~100% of chicken
Pig	2% of pigs	8% of pigs
Soya food	-	100%

*Referendum in 1997 on GM in food*

*Dairy & eggs in 2010, poultry meat in 2012*

*Highest share on organic milk*

*Soya area from 25k ha (2009) to 67k ha (2018)*

*Strong involvement Retail (REWE, Spar)*

**Thank you**