

FeedTechnoVision – Questions and answers

Session 1: Robert van den Breemer

Raw material quality and availability impact on input costs

Question	Answer
What is the main occurring problem the feed industry is facing nowadays?	Uncertainty, many changes in currencies, logistics, availability and prices
How did Nutreco cope with Covid challenges?	Create flexibility! Good supplier relationships, etc.
How much have you succeeded to include sustainable new ingredients, which have not been directly used in food applications, in the salmon diet?	We are progressing quite well, in 1-2% average inclusion now. However this comes also because the salmon feed customers actually ask for these products, we can't push them in ourselves
It looks like globalization is facing a crisis. How to face this, considering our dependency on Chinese manufacturing industry for additives?	Spread the risk, if only Chinese suppliers are available, then make sure you source from a few of them and you are not dependent on one
Do you think decreasing quality standards would help availability in EU? What other factors should be taken into account?	To some extent yes, but it would create availability issues elsewhere in the world
How popular is insect meal for feed formulation? What is the rough % included and for which species?	Lots of excitement about insects, inclusion is still very low though.
For the last two years feed and energy cost in India has gone up by 25%, while on the other hand farm gate prices are at their lowest point. When do you expect this situation to ease up?	I really don't know, sorry
Are you seeing increasing cases of fraud in the current situation?	Not so much, but these like these should make people careful
With the extensive global logistics disruptions of the last year, do you see local sourcing increasing?	Yes, but it is just not always available

<p>Do you see increasing reliance on local raw materials? E.g. region specific co-products and waste streams?</p>	<p>Yes, but it is just not always available</p>
-------------------------------------------------------------------------------------------------------------------	-------------------------------------------------