EIP-AGRI Workshop ‘Building new biomass supply chains for the bio-based economy’

May 27 – 28, 2015 – Alghero, Italy
EIP-AGRI Workshop ‘Building new biomass supply chains for the bio-based economy’
Wednesday 27 May 2015, Alghero - Italy

08:30 – 09:00 Registration

09:00 – 09:20 Welcome and opening address
Mr Rob Peters – Directorate-General Agriculture and Rural Development

09:20 – 09:50 Setting the Scene
Keynote address on ‘Building of new biomass supply chains for the bio-based economy’
Mr Federico Maria Grati

09:50 – 10:30 Presenting business cases
• SÖDRA, based on forestry Mr Christer Segerstéen
• NOVAMONT/COLDIRETTI based on industrial crops Ms Catia Bastioli and Mr Battista Cualbu

10:30 – 10:35 Introducing interactive session 1

10:35 – 11:00 Coffee break

11:00 – 12:15 Interactive session 1:
Addressing drivers and obstacles

12:15 – 12:50 Reporting back to the plenary and discussions

12:50 – 13:00 Closing morning session and announcing practicalities

13:00 – 14:00 Lunch

14:00 – 18:00 Field visit: Showing a concrete business case of new biomass supply chain and conversion in the Matrìca plant in Porto Torres

19:30 – 22:00 Networking dinner
Södra based on forestry

Christer Segerstéen
Senior Advisor
Södra is Sweden’s largest forest-owner association...

- Founded in 1938
- Owned by about 50,000 members
- Overall assignment from members is to promote the profitability of forest estates
  - Responsible forest management
  - Sales of forest products
  - Market rates
  - Business policy lobbying
Three business areas

Södra Skog
Supplies the Group’s industries with forest products, offers forestry services

Södra Cell
Produces softwood sulphate pulp and textile pulp, supplies green energy from the mills

Södra Wood
Produces sawn timber and interior wood products
Climate change mitigation

- Increased Pulp
- Increased Residual heat
- Increased District heating or heat consumption
- Increased Green electricity
- Increased Bark/Bio
- Increased Pellets

Increased residual heat increases
Södra producer of green energy

- **Increase**
  - Pulp

- **Increase**
  - District heat or other heat consumer

- **Increase**
  - Green electricity

- **Increase**
  - Bark

- **Increase**
  - Pellets

- **Increase**
  - Tall oil
The invaluable raw material from the forest

**Lignin products**
- Carbon fibre
- Vehicle fuels
- Adhesives and binders

**Bark**
- Specialty chemicals
- Food additives

**Hemi products**
- Oxygen barriers
- Birch sugar
- Plastics and chemicals

**Lignin**
- 30%

**Cellulose**
- 45%

**Hemi cellulose**
- 25%

**Paper**
- Tissue
- Speciality paper
- Nappies and sanitary pads

**Textiles**
- Viscose
- Lyocell
- New processes

**Composites**
- Biocomposites
- Hybrid composites
Södra milestones

- **1938** Södra is founded
- **1958** The start of Mönsterås mill
- **1962** The start of Mörrum mill
- **1972** The start of Värö mill
- **1989** Decision to concentrate on pulp
- **1990** First TCF-trial in Värö
- **1999** Mönsterås extension to 750,000 tpy
- **2000** Norwegian mills Tofte and Folla are acquired
- **2002** Launch of PulpServices
- **2005** Energy strategy
  New R&D center
- **2011** Textile pulp in Mörrum
  DuraPulp in Värö
- **2013** Norwegian mills are divested
  Plans to expand Värö mill
Organisation, members

Members

- Forestry districts
- Advisory Council
- Board of Directors
Södra today - three basic functions

• **Market for forest products**  
  - achieve a secure and appropriate market for members’ forest products at market prices

• **Industry**  
  – dividend to distribute profit

• **Economic policy/Lobbying**  
  (Federation of Swedish Farmers, Swedish Forest Industry Federation)
Södra Skog

• Generates provision for the members’ forest products at market rates
• Offers high-quality forestry services
• Supplies the Group’s industries with wood raw materials
• Active use and effective management of the forest generates high returns for forest estates
  – Harvesting, land preparation, cleaning, thinning
  – Improved seedlings, mechanical plant protection
• Forestry with a balance between production and environmental values
  – Certified forestry – traceable origins
...where Södra is investing for the future

Mörrum, 75 million EUR

Värö > 430 million EUR

Mönsterås, 11 million EUR
Increased Residual heat increases
Increased District heating or heat consumption
Increased Green electricity
Increased Bark/Bio
Unchanged Pellets
Members share part of Södra’s profit – but must also reinvest in Södra for the future
Thank you!