

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 Matrica 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



Södra producerer green energy



Increase



Pulp

Increase



District heat or other heat consumer

Increase



Green electricity

Increase



Bark



Pellets

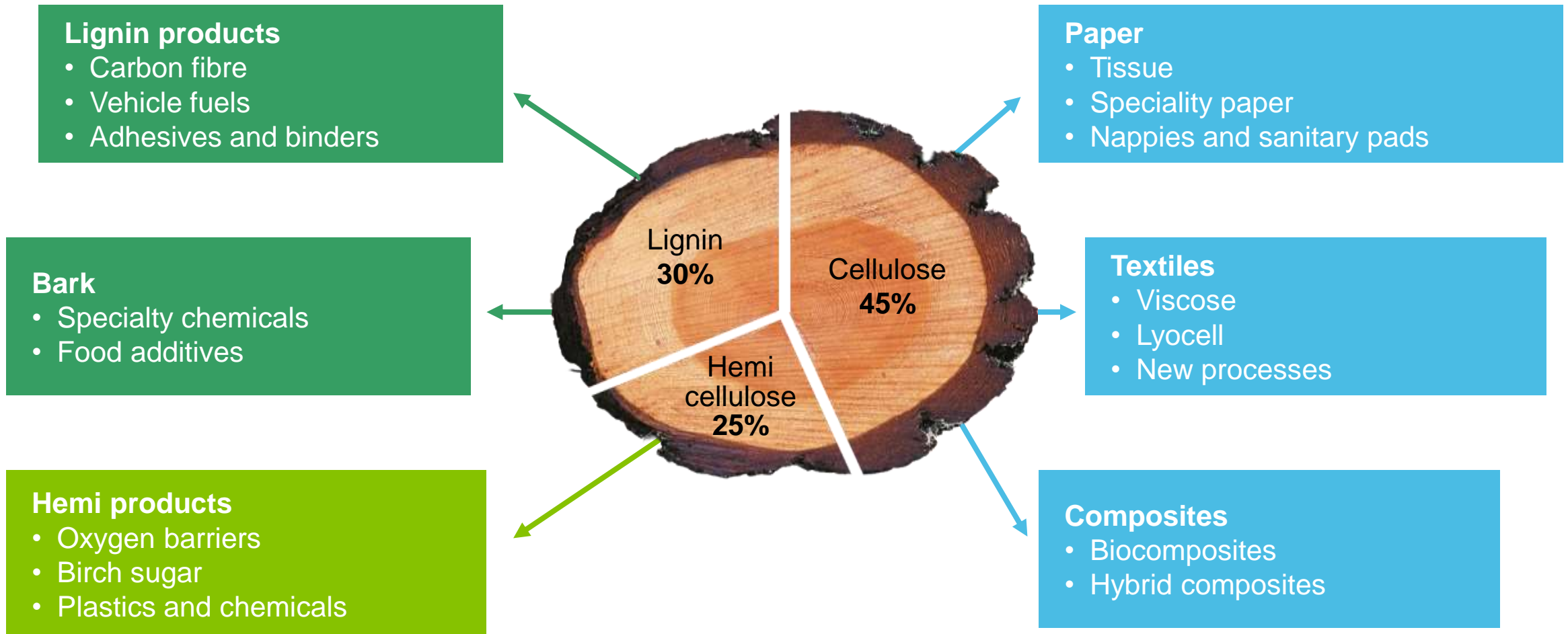
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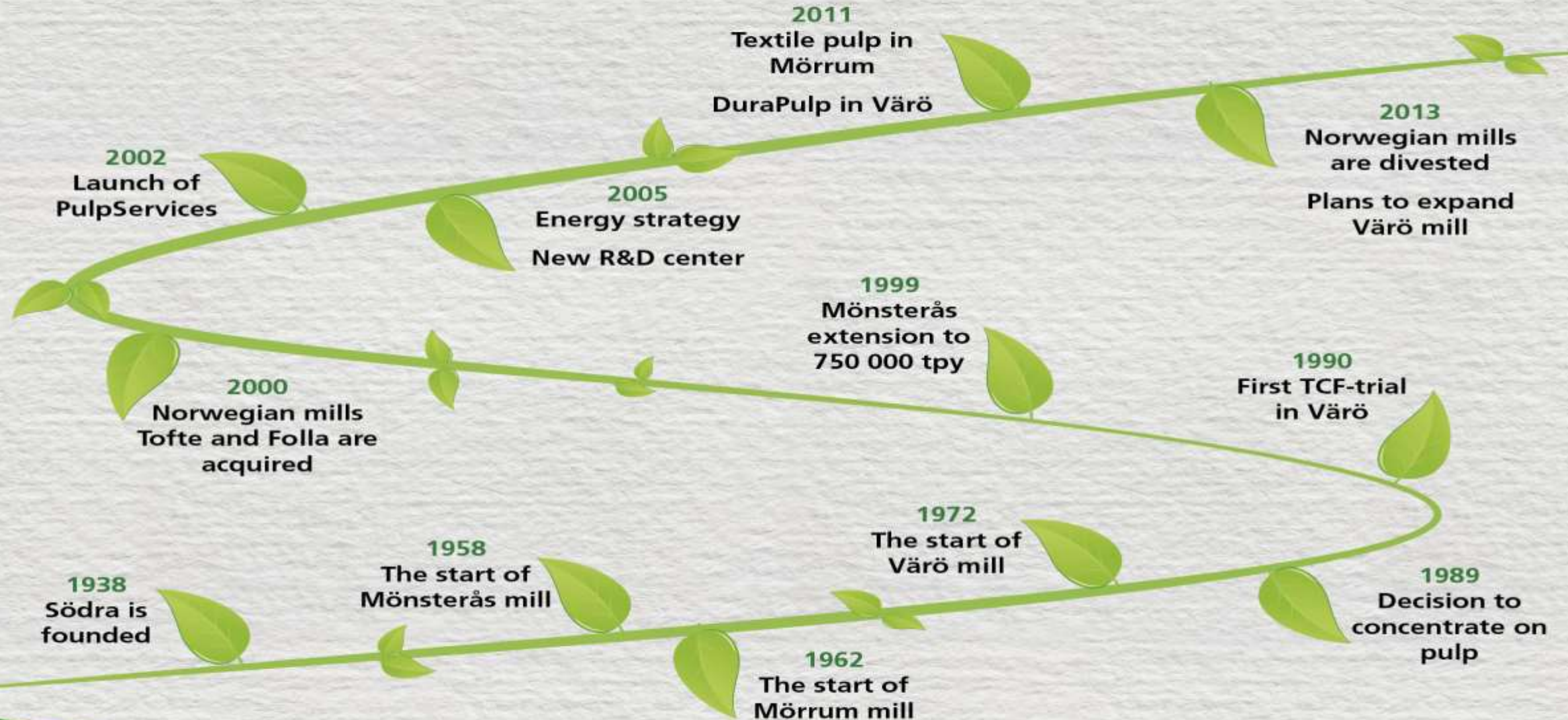
Tall oil



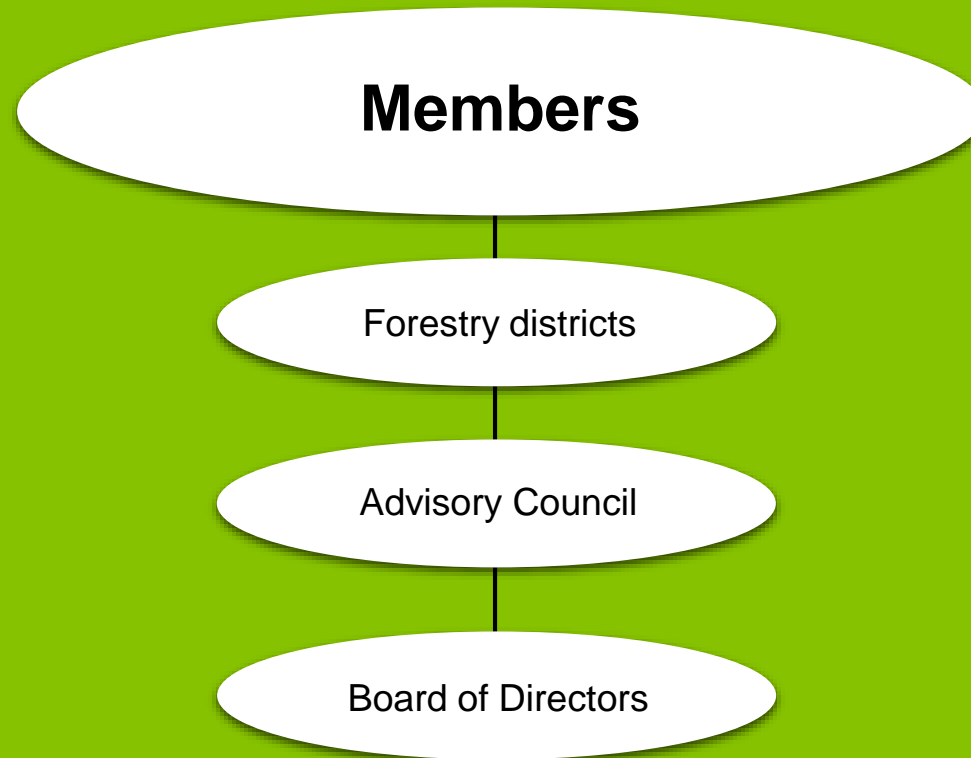
The invaluable raw material from the forest



Södra milestones



Organisation, members



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

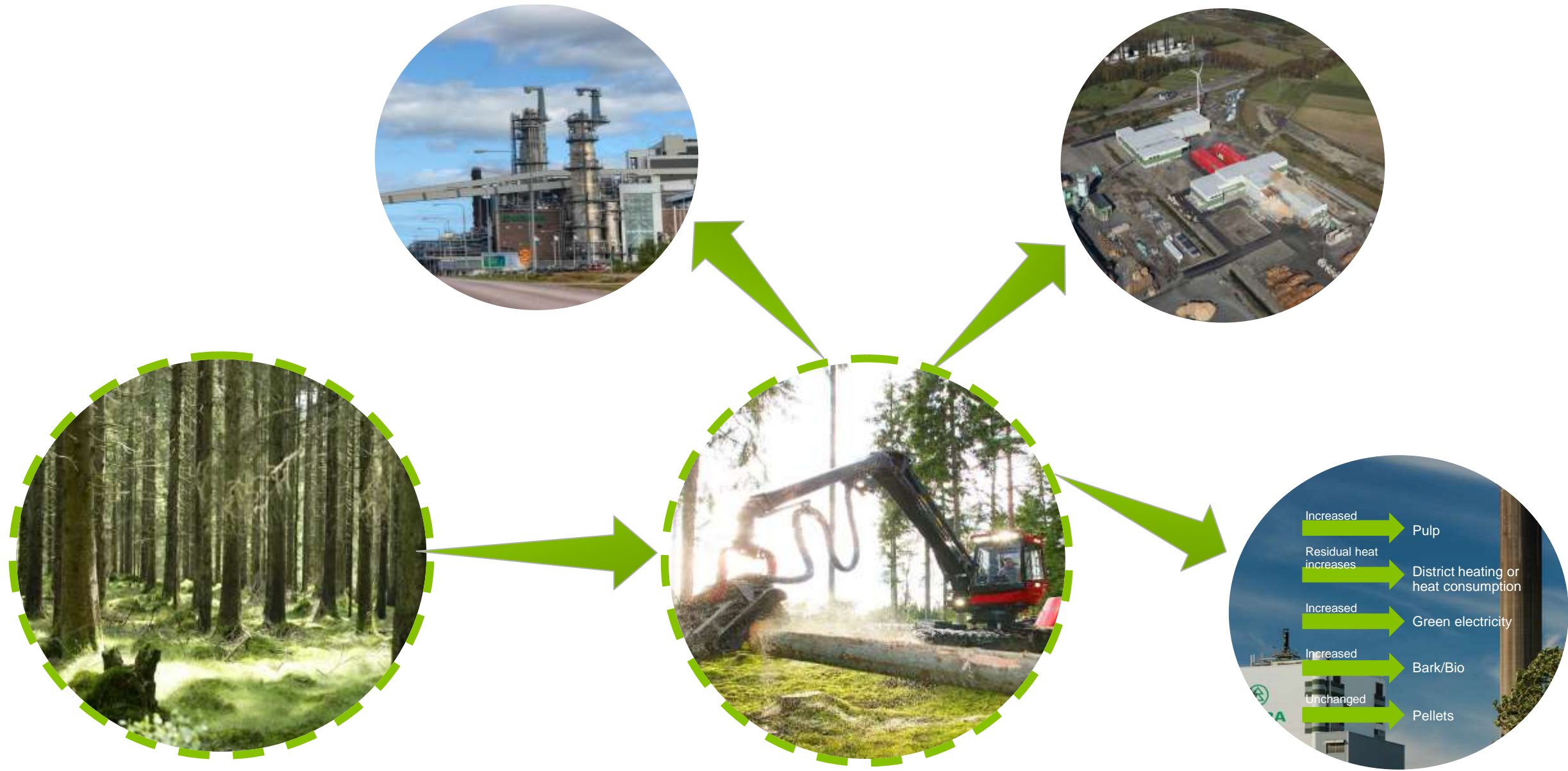


Värö > 430 million EUR

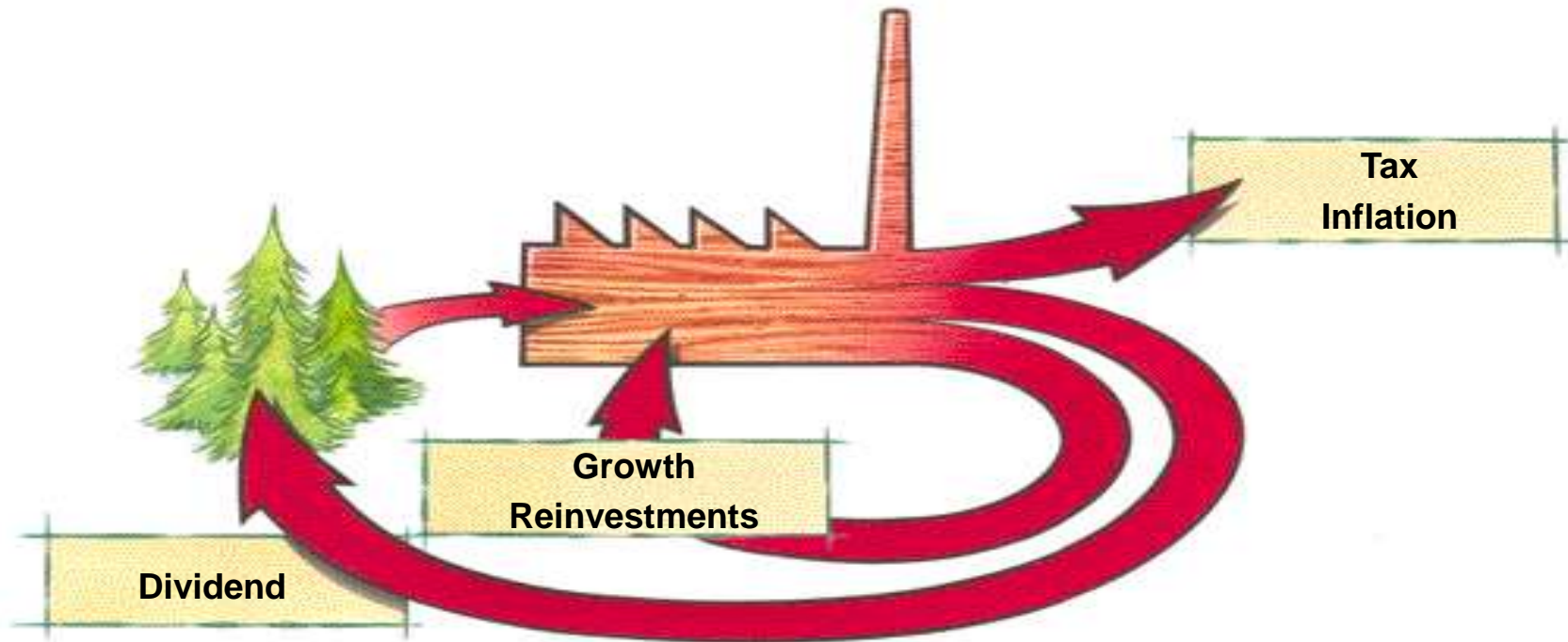


Mönsterås, 11 million EUR





Members share part of Södra's profit – but must also reinvest in Södra for the future





Thank you!



