

Resume

DFA Conference 23-24 January 2025 in Vienna

Commercial green transition

-experiences and strategies for green transition at agricultural farms and at food companies



Transformation of field operations on farms with large animal production

By Henrik Laursen, Director Crop Production, Dan-Slovakia

Henrik Laursen presented the company's experience in implementing regenerative methods in field operations on a farm with 11,000 ha. and a pig production based on almost 12,000 sows. So far, 10% of the land has been cultivated without plowing and here by achieved a saving in costs of approx. 100 euros per ha, however with a greater demand on management effort. Precision farming, large uniform width of soil treatment machines, so that the number of tramlines is reduced, as well as slurry injection and no plowing are the methods he sees as essential in the transition of the operation. Furthermore, to have a data-driven decision-based system to support management, including useful algorithms to extract essences from a large amount of data. This is because their soil conditions vary greatly.

Henrik's key learnings so far: "We have only just started learning about soil cultivation. And that: "Regenerative cultivation methods requires warm soil to succeed".

[Link til presentation](#)

https://www.danishfarmersabroad.dk/wp-content/uploads/2025/02/Henrik.laursen.DSA_.2025.pdf

Handling and prevention of African swine fever

By Lars Drescher, Director Premium Porc

The company Premium Porc, located in Romania, has been repeatedly infected with ASF since the disease enter Romania in 2014. Premium Porc has pig production based on 18,000 sows in full-line distributed over 10 farms. The country's pig herds have been plagued by numerous infections with ASF since 2014 - partly because the many smaller back yard farms have limited opportunities and willingness to protect themselves. And since the country's politicians are also unwilling to limit this form of production, the country's large pig farms like Premium Porc must live with the risk and accept that they instead will receive compensation from the state, when the herd has to be exposed.

Therefore, the strategy is to keep a high focus on biosecurity, among other things:

- Video- and person-monitored control of employees during their entry procedures into the barn
- Heating all feed to 80 degrees for 5 minutes before pelleting, to disinfect

This strategy comes after a series of ASF outbreaks, which led Premium Porc to carry out a "turn around" in 2020 with the closure of some of the farms for a period after a large growth from 2016-19.

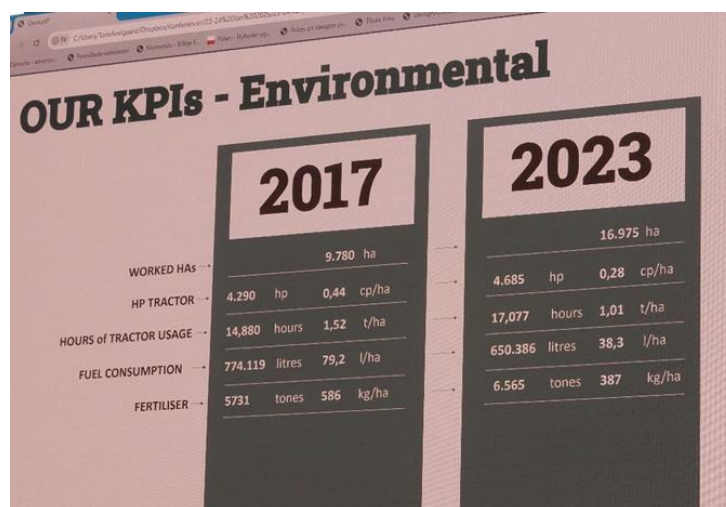
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Preparing for ESG reporting – seen from a crop production farm perspective

By Oana Rogojina, Agro Cocora

As Development Manager at JD Agro Cocora, Oana Rogojina is responsible for innovation and the company's compliance with legislation and sustainability initiatives in, among other things, their ESG reporting.



Agro Cocora's KPI Environmental results from 2017 – 2023



Agro Cocora operates a total of 17,600 ha. on two farms and the entire area is cultivated according to Conservation agriculture principles with, among other things, no plowing. They have 65 employees on the farms. With their efforts, they have achieved a leading position within sustainable field management in Romania and they aim to achieve a pioneering position in the implementation of ESG reporting, which banks and other partners are interested in following the experience with. This includes having an agreement with Agreena for the sale of CO2 quotas.

They have chosen to have a high level of registrations in production, so that data from here covers the need for ESG reporting.

[Link to presentation](https://www.danishfarmersabroad.dk/wp-content/uploads/2025/02/Oana.Rogojina.A.Co_.2025.pdf)

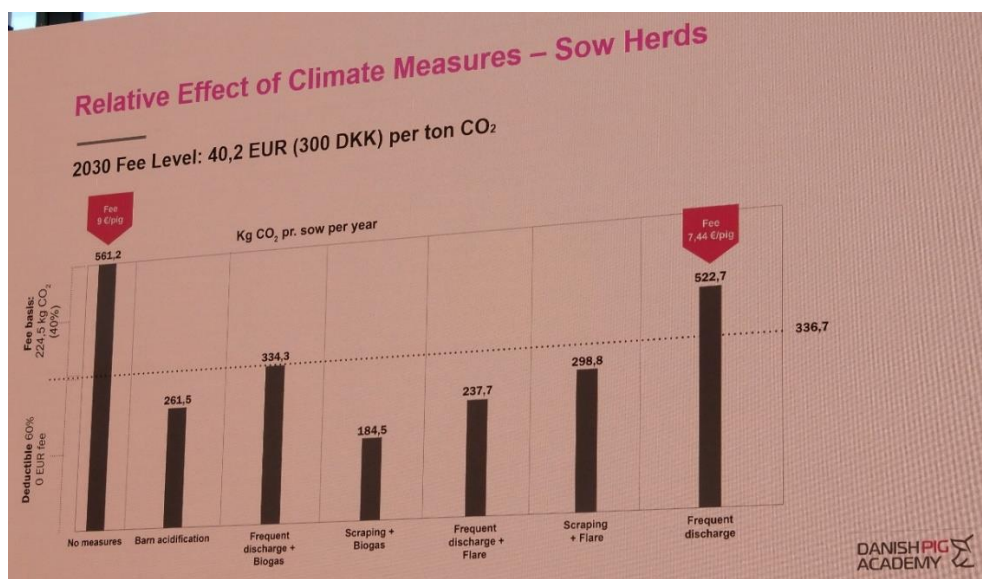
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The contribution of the agro-industry to the green transition – based on efforts by members of the Danish Pig Academy.

By Christian Frandsen, Aco Funki

Aco-Funki is one of the 28 members of the Danish Pig Academy alliance. All companies focus on improvements within the themes: Animal welfare, sustainable solutions, biosecurity, and smart farming in the solutions they deliver to pig production worldwide. Their emphasis is based on the Danish state's requirement for the agricultural industry to have a 55-65% CO2e reduction compared to the 1990 level towards 2030.

In their development work with partners, Aco Funki focuses on themes such as: Slurry discharge, the temperature of the slurry store, the addition of additives to slurry, the oxidation of ammonia in the slurry tank, biofilters for methane reduction and the removal of methane formed in the slurry tank.



Relative Effect of Climate Measures – Sow herd

The biggest improvements can be found in using frequent slurry discharge from the barn, design of slurry pits and from biogas plants. Their challenge is to be able to design solutions that can be integrated into existing barn facilities.

The other partners in the DPA alliance work on: Flare burning of methane in the slurry tank, heat recovery from grain drying, biomass management systems for handling data; extending the durability of concrete slats, animal welfare in farrowing boxes, phase feeding that allocates feed better according to the pig's needs, recycling of plastic from partitions and slats.

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Optimizing IT system utilization in agriculture

By Holger Axelgaard, IT manager at Goodvalley

At Goodvalley, 750 employees use PCs every day and 1.000 have a mobile phone, so it is important that all PCs have the same high standard and that replacement is set in the system. Furthermore, all data is stored on a central server, so you avoid having to attach an Excel sheet to a mail. The company has special procedures, when an employee stops his employment, to prevent sensitive data from leaking out. 15 IT-employees at Goodvalley ensure that the system works.

The incorporated procedures ensure that Goodvalley complies with the EU NIS2 directive on IT security, which applies from the summer of 2025.

AI is already being utilized in several ways - for example, Copilot is used to make minutes of audio files from a Teams meeting.

Holger's presentation on the level of IT security at Goodvalley gave many of those present at the conference something to think about in relation to procedures at their own company.

[Link til presentation](#)

<https://www.danishfarmersabroad.dk/wp-content/uploads/2025/02/Holger.Axelgaard.Goodvalley.2025.pdf>

My career as part of the DFA network

By Ceszo Victor Azilla

Ceszo Victor Azilla is a manager in pig production at First Farms. His career as the son of a Romanian family from Transylvania started with a veterinary education in 2001. After completing his education, he did internships at several Danish pig farms and an education at Dalum Agricultural School before joining First Farms in Hungary in 2015.

He says that participating in a DFA EEG-group with Henrik Nielsen as coordinator has meant a lot to his professional development. An EEG-group meeting is a special learning space where information is not only exchanged - personal relationships of importance for one's own development are also built and it helps to promote respect for other people - and for employees in practical everyday life. He always looks forward to the group's next meeting, of which there are 2 per year.

Throughout the association's activities, DFA has had a strong focus on ensuring that interested managers at all levels in the organization's member farms can participate in an EEG-group. The association currently coordinates 14 EEG groups within management, pig production and crop production. See more about the groups here: <https://www.danishfarmersabroad.dk/erfa-grupper/>

[Link to presentation](#)

<https://www.danishfarmersabroad.dk/wp-content/uploads/2025/02/Ceszo.Victor.Axilla.FirstFarms.2025.pdf>

It's about people – about the importance of a working environment promoting motivation and respect

By Tom Axelgaard

Tom Axelgaard replaced the speech that HR Manager Ivanka Chmelyk from Goodvalley was supposed to give. Tom's speech focused on the importance of a working environment in the company that promotes respect for other people and helps build trusting relationships between all employees. This culture is needed for the organization to overcome major obstacles and drive the company to success.

Tom made that point clear with a story about his own experiences in creating Goodvalley – right from the first meeting with about 127 employees on the about 12 state farms in northern Poland rented by a group of Danish investors back in 1994. The employees he met there had absolutely no motivation to do anything independently – because they had only been met with control – no respect. So, the first task for Tom and his Danish colleagues was to turn the employees' negative attitude into a positive approach to life and work via a lot of different "teambuilding activities" during many years.

Future perspectives for agriculture and expected legislation from the EU

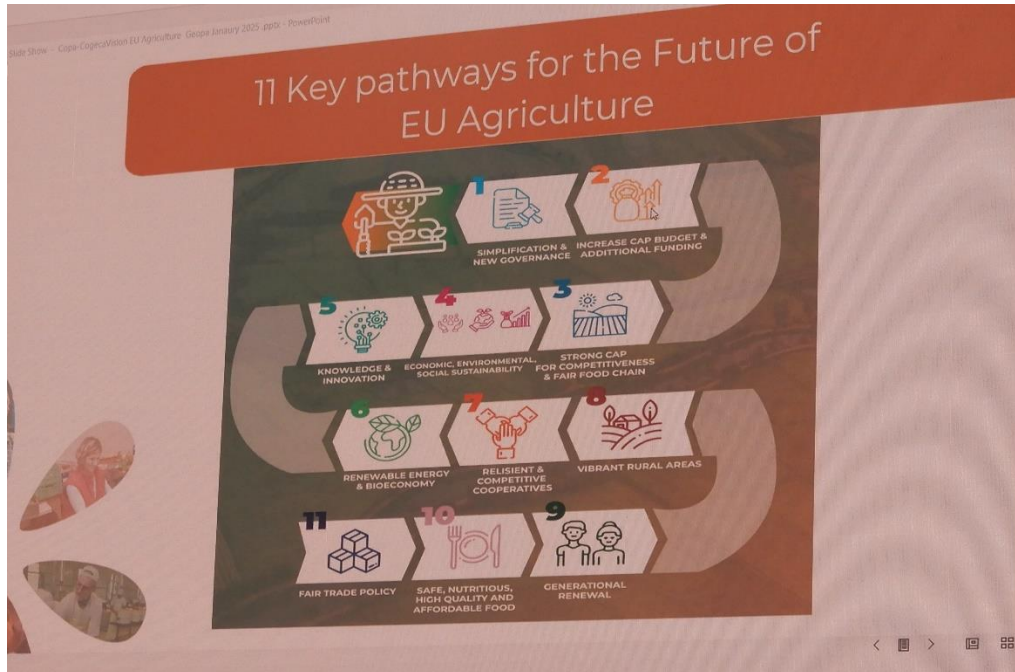
By Patrick Pagani, Copa Cogega

In the new EU Agriculture Commissioner Christophe Hansen's vision letter for the agricultural and food sector on 17 September 2024, he writes, that in the upcoming programming period, the EU will focus on "economic transition and the sector's need for investment assistance". Efforts here must promote the sustainability of the industry, generational change and address threats caused by drought and floods. Organic farming must be promoted, but growth must be market-driven. The EU must help to "mature" areas to receive large investments.



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These were Patrick Pagani's introductory remarks. He also referred to Copa Cogega's Visionpaper for EU agriculture published in November 2024 and entitled: "From Field to Future". In this, the organization outlines a "roadmap" for development in the coming years.



11 Key Pathway for the Future of EU Agriculture. From Copa Cogega's vision paper

[Link to presentation](https://www.danishfarmersabroad.dk/wp-content/uploads/2025/02/Patrick.Pagani.Copa_.Cogega.2025.pdf)

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The financial sector's contribution to the green transition

By Grzegorz Kozieja, BNP Paribas

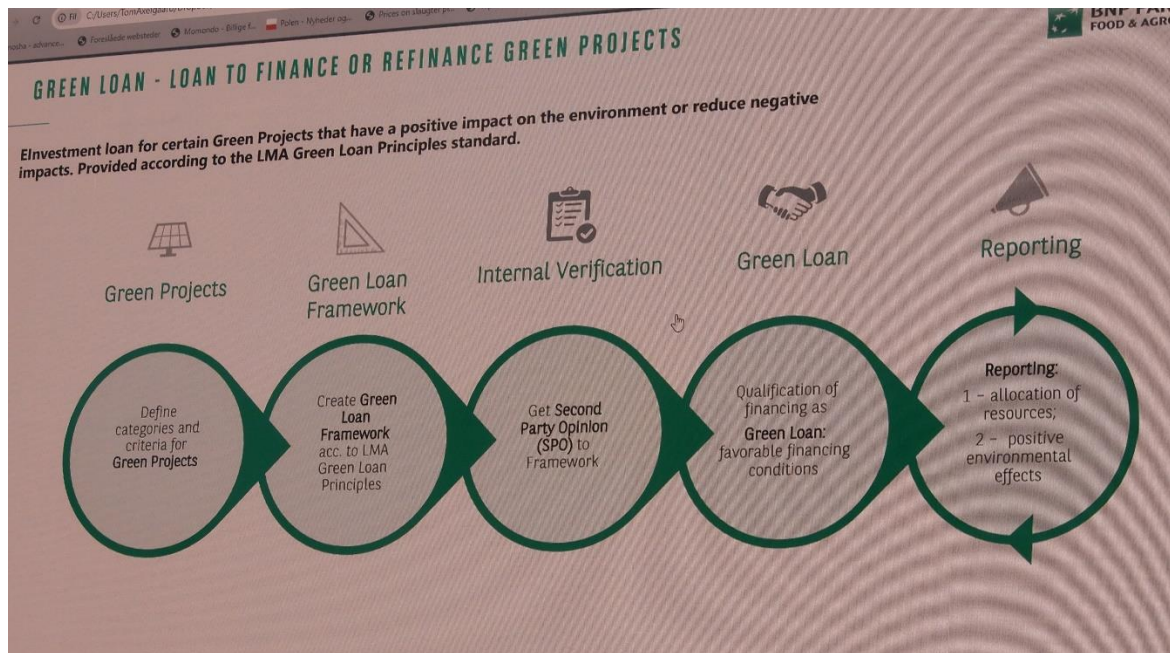
BNP Paribas is a leading bank in the Eurozone with a 200-year history, 183,000 employees and departments in 63 countries. In 2024, the bank was recognized with the "Euromoney Award of Excellence". The bank's main department for agriculture and food in Warsaw has a documented high level of their working procedures.

As a result of the new requirements for green transition and ESG reporting, the bank has developed a data-based system to ensure a precise basis for lending to green projects, including a process for verifying a project's framework conditions.

A systematic verification process has become necessary, as lending to green projects is complex, because green projects are subject to many different conditions and legislation. Therefore, they also offer borrowers help with a number of services, e.g. to calculate CO2 emissions and calculate the Carbon sequestration potential. (Dexter index).



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The Verification procedure at BNP Paribas when financing Green Projects

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The food sector's tools to promote green transition

By Katharina Keimelmayer, Nestlé

As the world's largest food company, Nestlé is concerned that its suppliers from agriculture reduce their CO2 emissions, as they account for an average of 65% of their products' emissions. They have suppliers from all over the world, so their ingredients come from agriculture under different conditions.

Nestlé says that they have a holistic approach to agriculture, so their suppliers should meet a number of requirements for their operating method, including the use of cover crops, minimum tillage, use of organic fertilizers and integrated nutrient management. Their goal is that 20% of the suppliers with ingredients have regeneratively cultivated land by 2025. By 2030, that share should be 50% of suppliers.

She points out, that this transition is driven by the company itself – not by customers. In relation to customers, the company is limited in how precisely they can inform about the green profile of their products, as there is still limited evidence on the importance of a regenerative farming method. And since their products come from farms with different levels of sustainability, the green profile cannot be included in their corporate branding initiatives.

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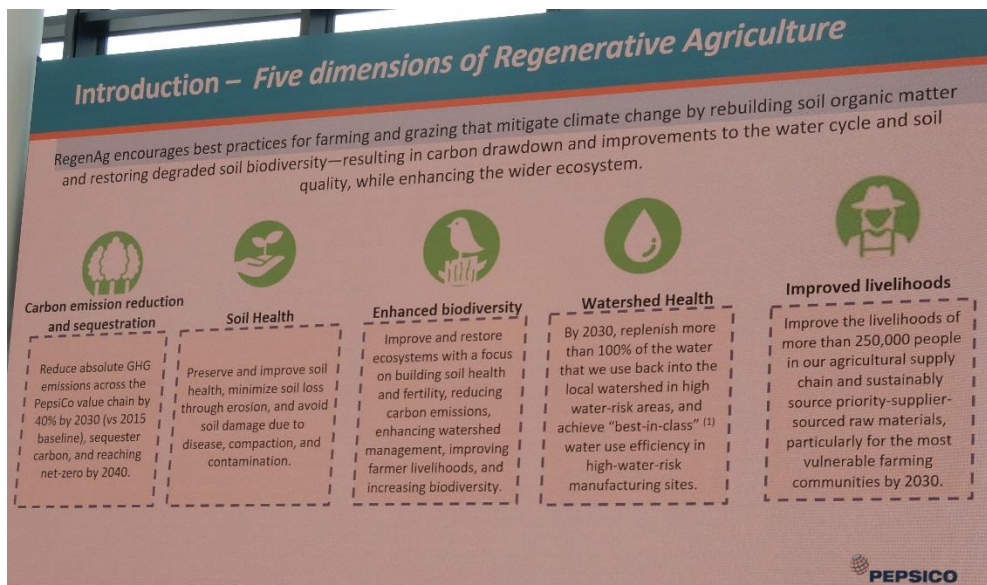


The food sector's tools to promote green transition - from the perspective of PepsiCo

By Mateusz Sekowski, PepsiCo

Like Nestlé, PepsiCo is concerned that their products are made from ingredients produced on sustainably managed farms. They are concerned in providing transition assistance to farmers, who are already motivated to transition of their farming operations. Up to 2023, PepsiCo has helped 5,500 farmers with the transition of 1.8 million acres. They expect to be able to scale the conversion so that they can double that area each year and reach the goal of having transitioned 7 million acres by 2030 and thus 100% of their suppliers.

PepsiCo is the world's second largest food company - slightly smaller than Nestlé in terms of revenue. In their transition processes, they work with a "multi-stakeholder concept", so that the entire value chain is converted. Their regenerative concept encompasses 5 dimensions –



PepsiCo Five dimensions of Regenerative Agriculture

They do not distinguish between conventional- and organic farming. That choice is up to the farmers, as long as they can provide documentation that the supplies come from fields cultivated regeneratively.

[Link to presentation](https://www.danishfarmersabroad.dk/wp-content/uploads/2025/02/Mateusz.Sekowski.Pepsico.2025.pdf)

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Final panel discussion with presenters



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The Panel from left: Mateusz Sekowski, Pepsico, Katharina Keimelmayr, Nestlé, Grzegorz Koziejka, BNP Paribas and Andrei Solomon, Expur

The main question was – who drives the transition of agriculture into green production?

Grzegorz Koziejka, BNP Paribas believes, that the most important drivers are politicians and legislation/regulations. The market players are driven by primarily short-term incentives unfolding from a mission to “save the planet” and converted into business targets and objectives.

The big question is how to involve consumers as drivers, so that their purchasing behavior is adapted to the products’ climate footprint. Today, consumers are generally most aware of the quality and price of food. So why don’t we tax consumption, so that we can thereby promote more climate-friendly purchases.

The second big question is how can the industry’s motivations for transition be further promoted via the next EU CAP reform, from 2030. Right now, food companies are concerned on how to scale their ongoing projects with transition into an operating mode that involves their entire supply chain and products. This includes how they get their suppliers to convert their entire operations and not just the fields from which they supply the food company.

The conclusion of the debate was, that the green transition is in full action mode in agriculture, and that it will gain even more momentum in the coming years. It will be promoted by the promises of the large food companies to be able to deliver products with a much lower CO2 footprint than today. Many actors even promise CO2e neutrality for their products, and that the raw material is grown using regenerative cultivation methods. In addition, more and more companies are offering the purchase and sale of CO2 reduction certificates, a scheme that, like the food companies’ obligations, promises well for financing the transition costs faced by the primary producers.