

€6 MILLION SANDERS AID PLAN FOR LIVESTOCK FARMERS: CREATING VALUE FOR FRENCH LIVESTOCK FARMING

First announced last spring by Avril and Sanders, its leading business unit specialized in animal nutrition, the €6 million aid plan for livestock farmers has just been launched for eligible breeders who request it, regardless of their production, or whether they are clients or future clients.

"Given the increasing prices of raw material over the last two years and the consequent increase in the price of feed aggravated by the war in Ukraine, the increase in energy costs, and finally the avian flu, livestock farmers are facing a very complex economic situation. The aid plan we implemented is consistent with our mission to provide them with support throughout their transition to profitable and sustainable farming", explains Philippe MANRY, General Manager of SANDERS.

A THREE-PART SYSTEM

The aid plan addresses three main objectives: **to promote the transfer, installation, and development of farms** thus contributing to the sustainability of French livestock, **to support the modernization of facilities** towards more sustainable livestock farming, and finally, within an unpredictable inflationary context, to provide solutions to facilitate **access to quality protein nutrition**.

1. For young farmers established for a maximum of five years in dairy goats, rabbits, suckling ewes, fattening cattle, broiler poultry, and pigs - "provision of services and other important operational tasks" (PSE) or NE. Non-capped structural aid, proportional to the livestock, is intended to support the setting up of a new farm or the takeover of an existing one, as well as investments for the extension or modernization of the farm.

Intended for the livestock farmer and not for the farm, the aid can range from €2,000 to €100,000 depending on the application dossier. For dairy cows, the aid is included in the 2nd section on the modernization and sustainability of farms.

2. For modernizing and ensuring the sustainability of farms: compulsory partial aid of 25% to 75% depending on the case, with a ceiling of €3,000 per project and €15,000 per farm. This assistance is intended for all livestock farmers, with some assistance being specific to certain types of production.

Depending on the case, the aid will support the financing of material or equipment, investments or manpower on four major areas that must ensure a dynamic future for the livestock farms:

- **Health:** aid for the financing of material for washing areas for poultry, pigs, and rabbits, and support for the purchase of material for the medication of bulk feed for poultry, pigs, rabbits, and small ruminants, to which SANDERS is committed.
- **Sustainability:** support for the renovation of silos to improve worker safety, aid for the creation of wooded runs (laying hens), aid to increase feed storage capacity by reducing truck rounds, etc., as well as funding for High Environmental Value (HVE) audits or Automated Calculation of Environmental Performance in Ruminant Farming (Cap2ER).
- **Zootechnical performance** for farm profitability: financing of measurement equipment including connected scales, connection boxes, sensors, and the like, for data collection and processing, support for the financing of automatic DAL milk dispensers (ruminants) for precision feeding, and participation in subscriptions to certain technical-economic management tools for dairy and beef cattle, and pigs.
- **Product differentiation** to provide added value to the livestock farmer. This includes assisting in the

purchase of material for marking eggs on the farm (laying hens) for increased traceability.

3. For the improvement of protein nutrition

This measure involves purchasing protein-rich feed (>32%) for livestock farmers raising dairy cows, beef cattle, goats, and to some extent pigs.

In its contracts, SANDERS offers an option dubbed "Sécuripro" enabling the livestock farmer to take advantage of any drop in the market price of raw material.

In the present context of high price volatility, this insurance offers the livestock farmer visibility by securing their cost price, i.e. if the market goes up, the price is capped, however, if the market goes down, SANDERS reimburses the livestock farmer the difference. SANDERS also covers 50% of the cost of this insurance.

A SIMPLIFIED PROCEDURE

SANDERS is the number 1 animal feed company in France with a presence in all forms of animal products. The system is therefore aimed at all French livestock farmers.

The procedure is simple: owing to their territorial network, each SANDERS technical sales representative works closely with livestock farmers. They assist them in preparing and submitting their aid applications. Applications are studied on a case-by-case basis.

If the request is validated by SANDERS, responses are provided within 1 month, a contract is signed by both parties, committing them mutually.

In accordance with the amount of aid requested, the livestock farmer will commit to the purchase of feed and/or nutritional or hygiene products.

For its part, SANDERS promises to pay the amounts granted within 30 days of receiving the invoices paid by the livestock farmer.

All applications must be submitted by December 31, 2022. Projects shall be completed either in 2022 or by June 30, 2023.

"The Sanders plan to provide assistance to livestock farmers is part of our support for future livestock sectors, capable of feeding populations and contributing to strengthening France's food sovereignty. We are committed to partnering with each link in the chain so as to create value for livestock farmers. This initiative is also in line with the communication campaign we launched in 2021 to encourage consumers to reflect on the realities of the livestock farmer's profession and consumer behavior."

About SANDERS

Leader in animal nutrition and a business unit of the Avril Group, Sanders is committed alongside its 26,000 livestock farmer clients via its regional and community-based organization. For more than 100 years, Sanders has been providing its know-how in nutrition together with its economic, zootechnical, and environmental expertise to support livestock farmers' projects on their land, thus contributing to the development of the French livestock sector.

Sanders in a few figures:

- 24 Oqualim-certified factories spread over the national territory
- 6 dealers, manufacturers, and distributors of the brand
- 3.4 million tons of feed produced according to the Sanders technique
- 1150 employees
- 26,000 clients
- An international presence: Serbia, Tunisia, and Algeria

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