

DUTCH TRADE IN GRAINS, SEEDS AND PULSES

Essential to the European food and feed system



ROYAL DUTCH GRAIN
AND FEED TRADE ASSOCIATION
(HET COMITÉ)

THE NETHERLANDS TRADING NATION

Trade is in our DNA

We are a leading trading nation in food and feed. Our trade mentality contributes to good relations with trade parties worldwide. Many agri-food companies in the Netherlands and the rest of Europe benefit from our ability to import, export and tranship products at a cost-effective price. As a result, our trade is the indispensable link between supply and demand.

Good trading position

Thanks to the location of the ports of Amsterdam and Rotterdam, the Netherlands is strategically located for world trade. We benefit from our convenient connection to international trading routes, our waterways and good infrastructure for road and rail transport, connects us to other European countries. As a result of these efficient product flows, import and export are central to our economy.

Towards the future

Of course, times are changing and we must look ahead. Global challenges like food security and climate change can no longer be ignored. We continually look for new ideas and solutions to address these challenges. We take pride in our leading position in developing innovative solutions to cater for a growing demand for food and feed in a rapidly changing world.

Matthé Vermeulen

Chairman, Royal Dutch Grain and Feed Trade Association, ('Het Comité')

OUR SUPPLY CHAIN

Our strategic position in the world of trade is based on successful supply chain collaboration. Growers, collectors, transporters, exporters, importers, service providers, all links in the supply chain actively contribute to a smooth product flow all over the world which meets global demand.

Services

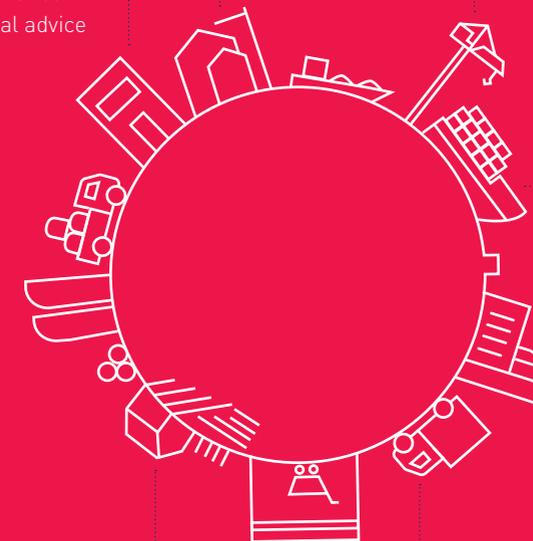
- Banks
- Laboratories
- Brokers
- Inspection
- Surveyors
- Insurance
- Legal advice

Collecting, storage and transhipment

- Cooperatives
- Private companies

Trade

- Import
- Export



Cultivation

- Farmers

Destination

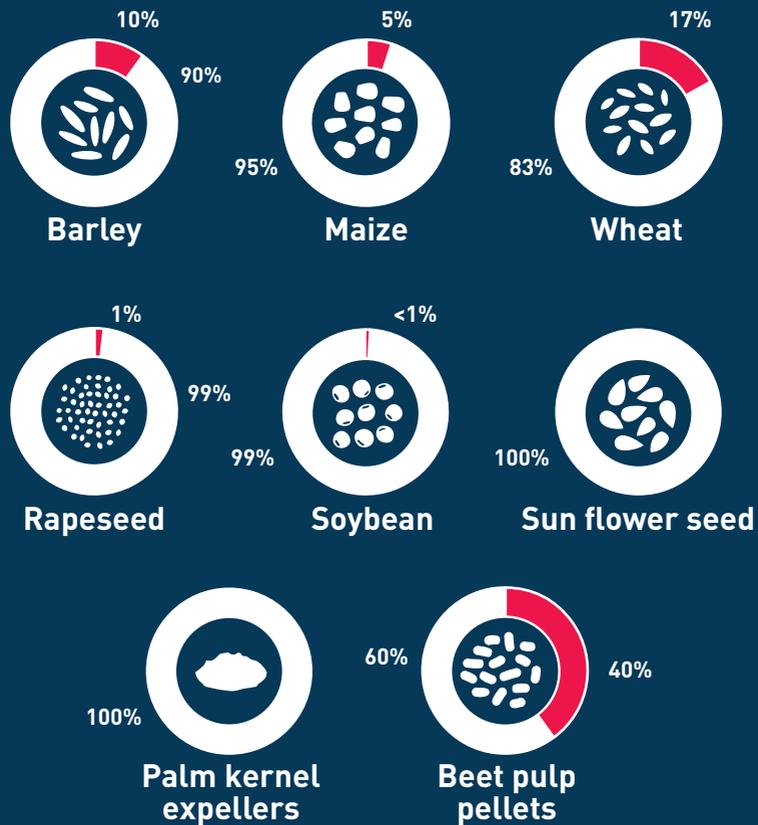
- Human consumption
- Animal feed
- Biofuels
- Biochemicals

Transport

- Water
- Road
- Railway

IMPORT AND LOCAL PRODUCTION

The Netherlands holds a leading position in the global trade of grains, seeds and pulses. Via our local production, import facilities and storage capacities, we supply a wide range of products to customers worldwide. Around 7% of the grains, seeds and pulses is produced in the Netherlands.

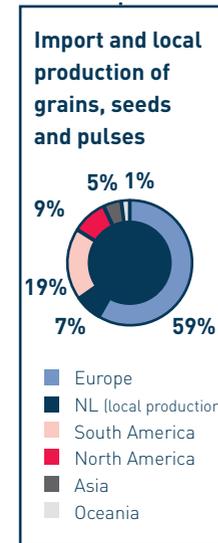


Import ■ Local production



FOOD GATEWAY TO EUROPE

The Netherlands is the gateway for ingredients for food and feed in Europe. Not only our strategic location, well-organized infrastructure and logistics contribute to this success, also the people working in the agri-food trade.



Strategic importance of our ports

North Western European ports play a major role in international agri bulk trade. Being the largest port in Europe with a #10 ranking worldwide, the Port of Rotterdam handles 30% of agri bulk traded in North Western Europe in 2018. Amsterdam as runner up covers 25%, which means that the Netherlands (including Vlissingen and Terneuzen) covers more than half of the total North Western European volume. Dutch ports provide unique hinterland connections that cover all transport modes.



>5,000

Food and feed companies supplied by agri-food trade and production in the Netherlands

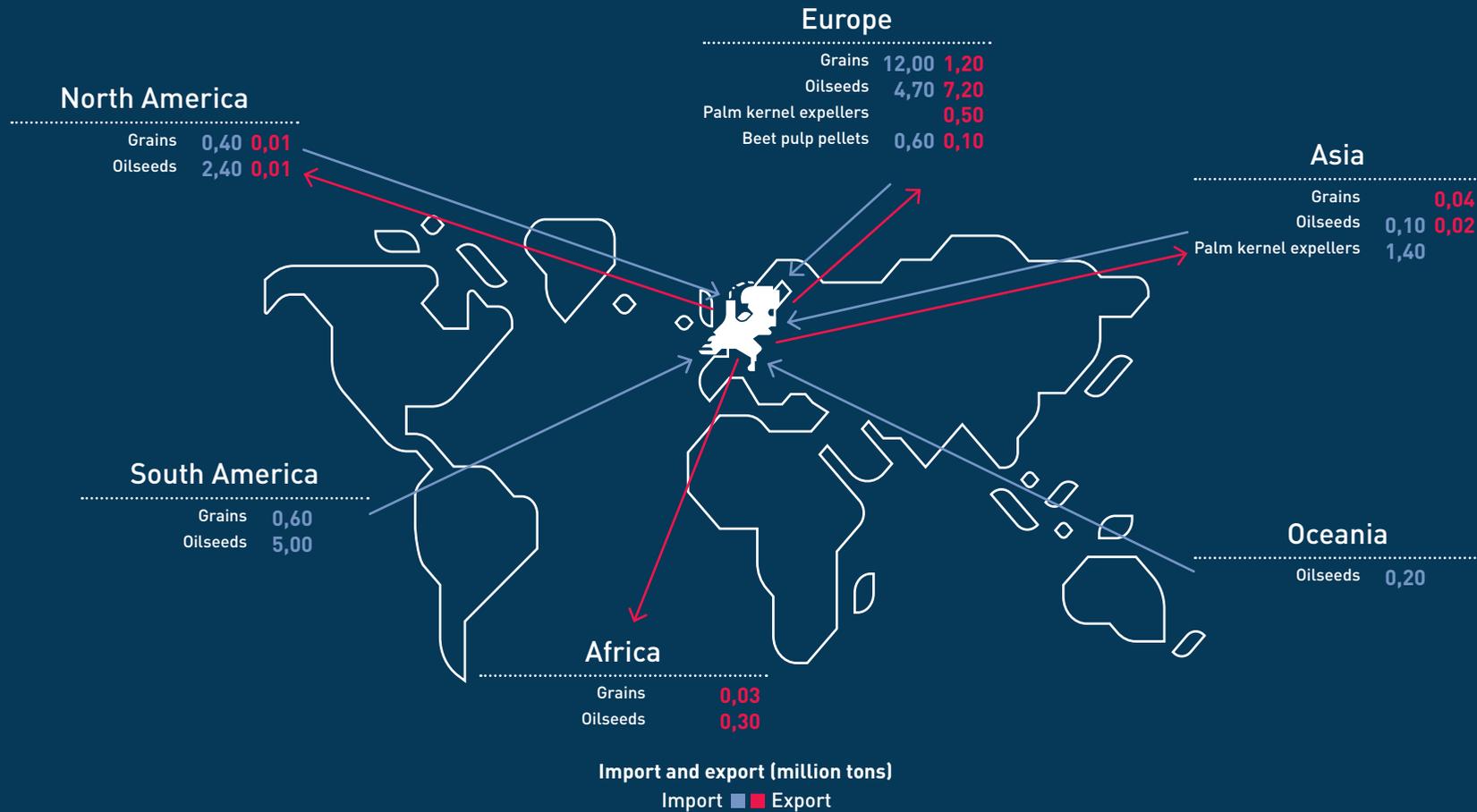


>400,000

People working in the agri-food business in the Netherlands

IMPORT FROM AND EXPORT TO THE NETHERLANDS

The Netherlands provides a wide range of facilities for importing, shipping, storing, processing and exporting agri-food products. A significant part of the agri bulk is directly transhipped to other countries. The remaining grains and oilseeds supplied to Dutch ports are directly processed into products such as meal and oil for both human consumption and animal feed. These products are used in the Netherlands and in other countries. From our ports approximately 50% of these processed products is transhipped to other countries.



* Including processed products
 ** The classification is based on geographical boundaries

Grains
 (barley, maize, wheat)

Oilseeds
 (rapeseed, soybean, sun flower seed)

Palm kernel expellers

Beet pulp pellets

IMPORTANT ROLE OF DUTCH AGRI-FOOD TRADE

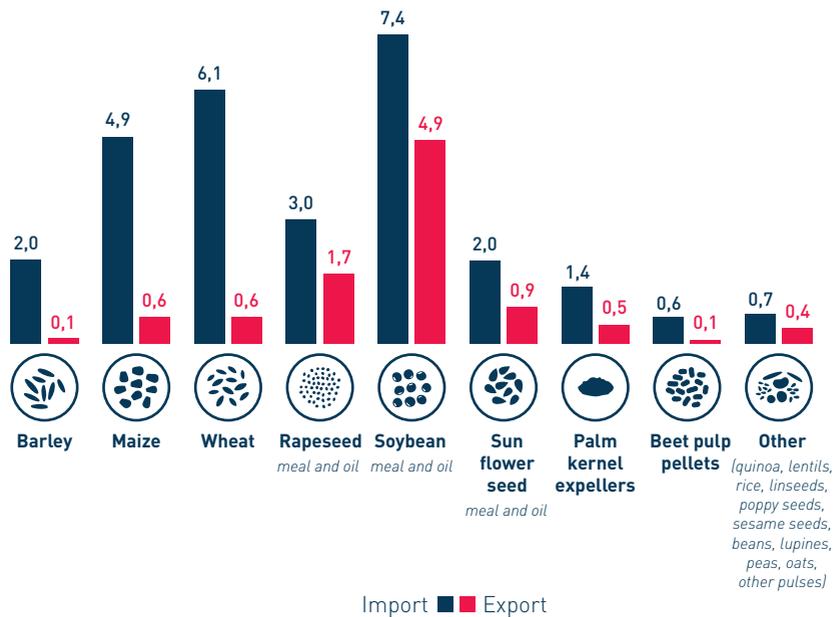
Annually, the Netherlands imports grains, seeds and pulses for some 7 billion euros. This mainly concerns raw materials that are processed into food and feed for both the local and export market. The annual export value of grains, seeds and pulses is approximately 4 billion euro.

6,8 billion euro
Import value

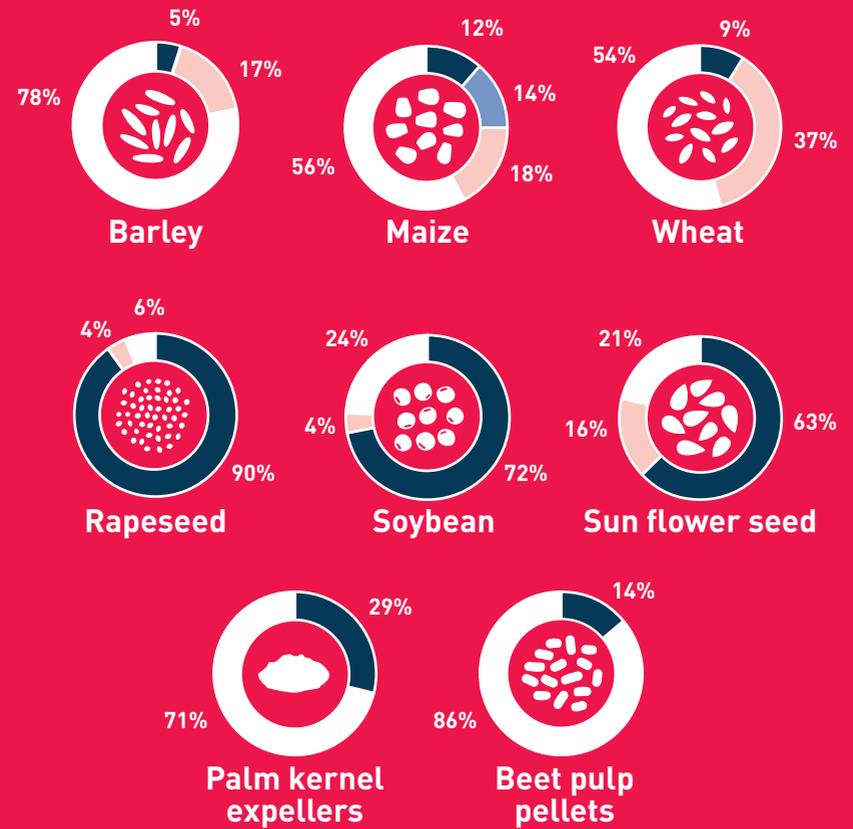


4,2 billion euro
Export value

Import and export (million tons)



DESTINATION



* Including processed products

KEY ROLE OF AGRI-FOOD TRADE

Food security

Harvests differ every year due to changing weather conditions, pests, diseases, etc. It is expected that climate change will lead to more extreme weather which increases the failure rate of harvests. Matching food supply and demand worldwide is a crucial role trade plays, to avoid food insecurity across the globe. It is expected that this role will become even more important in the future.

Affordable food

With a growing world population and increasing standards of living for many people, global food demand will grow tremendously in the next decades. The challenge is to increase yields while respecting nature and the environment. Thanks to the agri-food trade, we can buy and sell a wide variety of responsibly grown and processed grains, seeds and pulses in a cost-effective way and meet a growing demand from customers worldwide.

Circularity

Turning by-products from agriculture and the food industry into high-quality animal feed is important to make our food system more circular. The trade sector plays an important role in matching supply and demand between arable crop farming, the food sector and the supply chain of products from animal origin.

Changing consumer demand

Worldwide, consumers increasingly want to know how their food is produced and where it comes from. The trade sector addresses this by supplying all kinds of agricultural products (organic, non-GMO products, products sourced from a specific origin, etc). Food safety and good quality are always prerequisites. To secure food and feed safety, 'Het Comité' therefore actively collaborates with GMP+, the scheme that guarantees safe feed and responsible production throughout the supply chain.

Sustainability

From a sustainability perspective, crops can best be grown in regions where climate and soil conditions are best. If done responsibly, this produces highest yields per hectare while protecting the environment and the soil.

"The Netherlands is of great importance in the trade of agri products. We also play an important role in the development of agricultural knowledge and trading expertise."

Anton de Groot
GroAn

"We provide high quality agricultural raw materials throughout Europe by building long-term partnerships with buyers, suppliers and service providers. The coming years the agricultural market will have an increased focus on adding value while reducing negative impact on climate and the environment."

Harm de Wilde
Cefetra

"The Netherlands has an important position in the agri business because of its ports and waterways, as well as the entrepreneurial spirit of the Dutch. Over the years we have built an excellent expertise in this sector and play a significant role in sharing this worldwide."

Stefan Vogel
Rabobank International

"Our ports function as important transshipment points. We are connected with more than 1,000 other ports all over the world and have excellent connections with the hinterland."

Robert Evers
Port of Amsterdam

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THE ROYAL DUTCH GRAIN AND FEED TRADE ASSOCIATION HET COMITÉ

The Royal Dutch Grain and Feed Trade Association ('Het Comité') is the trade association for companies in grains, seeds and pulses for almost 150 years already. It represents the precompetitive interests of more than 120 organizations in the national (and international) chain of grains, seeds and pulses, from producers and brokers, to collectors, traders and service providers. They differ in activities, size, location and market focus.

Together with its members, Het Comité continuously improves the supply chain to make it more sustainable and future proof.

Het Comité facilitates an active dialogue with the government, civil society and other relevant stakeholders and promotes collaboration within the supply chain. It provides a forum to its members, identifying issues of common interest in the area of agri- and trade politics and food safety, managing and compiling standard contracts and organizing training courses.



"We have an important role in the transition towards a system that provides safe food and feed of high quality and that is sustainable and future proof. Our innovativeness and perspective on the future helps us realizing this goal."

Paulien van de Graaff
*Secretary general,
Royal Dutch Grain and Feed
Trade Association ('Het Comité')*