

LOW CARBON AGRICULTURE CONSORTIUM



The Low Carbon Agriculture Consortium intend to demonstrate carbon-free solutions through evidence in order to bring together innovative operators, and thus to demonstrate the dynamism of the French agricultural sector.

This grouping created by Fabien ARIGNON of SITIA and Olivier CLECH of NORFEED aims to bring together both companies that have carbon-free solutions and experts in the subject and network relays.

The challenge is also to make foreign delegations aware of French solutions.

THE STRATEXIO PROGRAM

Stratexio is a training and support program for international executives based on the sharing of experiences and the acquisition of expertise. Founded by employers' organizations, Stratexio aims to accelerate the growth of French companies in international markets.

Stratexio has helped many companies achieve successes including the establishment of the 1st site in Turkey, record sales of IT services in India, the start of the cosmetics market in Brazil, a doubling of its presence in the USA. Collective intelligence is put at the service of everyone: thanks to the program and the exchange between peers, companies are better prepared, better structured and rationalize their international development both in terms of the choice of markets and the mode of penetration or the deployment that follows. All these are levers to build strong and sustainable growth internationally.



In addition, there is access to a network to find the right contacts and the support of professional organizations to unblock difficult situations. Following the Stratexio program is not only succeeding for oneself but also making others succeed.

The values we believe in and share are mutual aid, collective work, respect, listening, confidentiality, trust, conviviality.

Participating in the STRATEXIO program means:

- Enter a network of exporters,
- Structure your approach for the international,
- Acquire skills in international trade techniques,
- Identify new growth levers and benefit from new business flows,
- Share our values of solidarity, respect, listening, confidentiality and conviviality.

20 Clubs

Active in regions (territorial, sectoral and country)

+250

Supported business leaders

+130

International trade experts

+5,4 billion

Cumulative turnover of company members

+250 executives

accompanied in + 20 Clubs in the region

28 365

Cumulative number of company members

Company : SITIA ROBOTIQUE
Represented by : Fabien ARIGNON
Website : www.sitia.fr



Business Overview :

SITIA is an engineering company founded in 1986, it has been designing and manufacturing innovative special machines in the fields of automation, simulation, mechanics and industrial computing. Created to transfer technologies from laboratories to industry, SITIA is now a recognized player in the test bench in the Automotive, Aeronautics, Railway, Agricultural Machinery or Cycle. The entire design of the test benches is carried out in its integrated design offices. SITIA also has a robotics innovation department that relies on its know-how in designing and producing special machines and on integrated robotics skills.



Creation date : 1986
Location : Nantes

Turnover : 4 M€
Export Turnover : 2 M€
Staff : 30 people

Export Zones : Europe, Australia, Japan, India, China, USA, Brazil

Decarbonized solutions :

Here is an example that demonstrates the important contribution of agricultural robotics to the decarbonization of agriculture: Trektor is an electric tractor rechargeable in the fields. It has been designed to save energy.

Agricultural tractors today must allow farmers to perform a large number of tasks. These can be very energy-intensive or not but in all cases, the tractor must be able to perform the task requiring the highest performance. Farmers' tools are therefore equipped with powerful and highly consuming engines.

Trektor is a maintenance tractor designed to perform repetitive tasks requiring high precision but not those that are energy-consuming. Oversizing is therefore not necessary and average consumption is reduced.

For example, on a market gardening farm, the use of Trektor on a complete technical route (from soil preparation to weeding) has reduced diesel consumption by about 50% compared with the tractors usually used for these same tasks.

A life cycle analysis showed a strong impact on key environmental indicators: reduction of greenhouse gas emissions, acidification of land and water environments, fine particle emissions and photochemical ozone formation.

Trektor is also equipped with numerous sensors to collect data while performing field maintenance tasks. This equipment will help farmers to anticipate the behaviour of their crops and act accordingly. As an electric tractor that can be recharged in the field, Trektor is a real agricultural transition tool for market gardening, viticulture and arboriculture.

Company : NOR-FEED
Represented by : Olivier CLECH
Website : www.norfeed.net

NOR-FEED
Botanicals • You know why



Business Overview :

Since its inception in 2003, Nor-Feed has been developing natural alternatives for animal nutrition and health, to contribute to a more sustainable livestock production and preserve planetary resources and human health. The number one goal of our mission is to eliminate the use of antibiotics and synthetic solutions in animal feed.

Nor-Feed provides its customers with natural products that enhance feed efficiency, support animal health and welfare, reduce the environmental footprint of animal production, and improve product quality. Nor-Feed selects food plant resources, processes them in an environmentally friendly manner, and ensures that its choice of suppliers is consistent with its values.

Nor-Feed is a responsible player in feed and food safety.



Creation date : 2003

Location : Angers

Turnover : 12 M€

Export Turnover : 9,2 M€

Staff : 40 people

Export Zones : Latin America, North America, Europe, Africa, Middle East, Asia, Oceania (44 countries)

Decarbonized solutions :

Nor-Feed's feed additives reduce the carbon footprint of livestock production.

- Eco-designed, they are 80% extracted from food plant co-products with sustainable manufacturing and processing technologies.
- They allow a reduction or replacement of xenobiotics (antibiotics, coccidiostats, insecticides, ...) in livestock.
- By improving feed efficiency and reducing effluents (methane, ammonia), they reduce the environmental impact of livestock farming.

For example, a 25kg bag of Nor-Spice AB citrus extract reduces the CO2 eq emissions of a pig farm by 5t, its water consumption by 82m3 and its agricultural land use by 0.7ha.

Company : GROUPE BUREL
Represented by : Julien PAUL
Website : www.sky-agriculture.com



Présentation de l'activité :

Founded in 1936 in Châteaubourg (Brittany, France), Sky Agriculture is a family-owned group with more than 80 years of experience in agriculture.

We are a company of 330 people specialized in the design, production and marketing of soil preparation, seeding and fertilization solutions for conventional and conservation agriculture.

We produce about 4,500 machines each year, 40% are dedicated for export more than 50 countries.



Date de création : 1936

Lieu : Chateaubourg

Chiffre d'affaires : 70 M€

Chiffre d'affaires Export : 28 M€

Effectif : 330 people

Export Zones : 50 countries

Décarbonized solutions :

- **Promotion of cover crops through our seeding solutions (direct seeders and minimum tillage): Capture natural nitrogen / Sequestration of CO2 / Soil work thanks to roots**
- **Product development in line with the objectives of the green deal 2030**
- **Shallow tillage -> to preserve the soil and limit CO2 emissions**
- **More precise fertilizers spreading -> Reduce the dose of fertilizers applied, because the right dose is applied at the right place and at the right time (N2O impact management)**
- **Multi-hopper seeders -> Set the dose at sowing which allows to reduce the quantity of fertilizer brought thereafter and to maintain the same yield (N2O impact management) / encourage the sowing of leguminous plants, companion plants.**

company : NAOTEC
Represented by : Emilie LOURY
Website : www.naotec.com



Business Overview ;

In a constant concern for quality and reasoned development, NAOTEC brings to the manufacturing of its products a total transparency in the choice of materials and their finish. From the CAD design to the marketing, the manufacturing stages are scrupulously monitored in order to provide the end user with an optimal satisfaction guarantee.

Designed in France, manufactured in France and distributed worldwide, we control with precision the definition of each part of each tool.

The safety and the comfort of use of our machines are essential to answer the complexity of the tasks and the constant evolution of the needs of our customers. After validation of the tests in our test area, and before its departure to our customers, each machine is listed in a database to ensure its follow-up and after-sales service.



Creation date : 2013
Location : ZI du Chail, 17800, PONS

Turnover : N/A
Export Turnover : N/A
Staff : 20 people

Exportation Zone : France, South Africa, Israel, Canada, Chile, Switzerland, California, Italy, Portugal, Spain...

Decarbonized solutions :

As the products are powered hydraulically or by power take off, NAOTEC has naturally turned to electrification. This allows us to have a solution adapted to all carriers.

Thanks to the electrification of its tools, NAOTEC helps its users to reduce their carbon emissions. The electric trimming machine prunes the vine with as much precision and efficiency as conventional trimmers.

Company : VALOREX
Represented by : Mathieu TOURNAT
Website : www.valorex.com



Business Overview:

For more than 25 years, Valorex has been innovating for the health of farm animals, militating for the balance and health of the agricultural sector and committing itself to consumers to improve the nutritional quality of our plates, building the labels of today and tomorrow (Organic Agriculture, Bleu-Blanc-Coeur, Non-GMO sector...).

Valorex's mission is to build recognized and measurable products and services, to develop sustainable agricultural and food industries, and to create added value from field to plate.



Creation date : 1992

Location : Combourtillé

Turnover : 95 M€

ExportTurnover : 10 M€

Staff : 120 people

Exportation Zones : Europe, Southeast Asia, Canada, Colombia, South Africa, Tunisia, Morocco.

Decarbonized Solutions :

With the Tradilin range, Valorex enables ruminant breeders to reduce their enteric methane emissions while improving their performance. With the Prodival range, Valorex enables farmers of all species to reduce their carbon footprint by replacing imported soybean meal with local protein-based solutions.

Company : MG2MIX
Represented by : Vincent GERFAULT
Web site : www.mg2mix.fr



Business Overview :

MG2MIX is a French service company, independent, created in 1989 and specialized in the manufacture of essential premixes for animal nutrition.

Our two trades:

- **To manufacture premixes, premixes of additives, mineral feeds and nutritional specialities for animal feed: poultry, pigs, ruminants, rabbits, horses, pet-food, aquaculture, insects...**
- **Advise our customers, from the formulation of feeds to the monitoring of performance in breeding.**



Creation date : 1989

Location : Châteaubourg

Turnover : 49 M€

Export Turnover : 24,5 M€

Staff : 54 people

Exportation zones : Senegal, Guinea, Côte d'Ivoire, Ghana, Benin, Mali, Burkina Faso, Nigeria, Cameroon, DRC, Angola Tanzania, Madagascar, Rwanda, Kenya, Sudan, Egypt, Algeria, Morocco, Tunisia, Portugal, Italy, Belgium, Germany, Poland, Czech Republic, Croatia, Serbia, Hungary, Ukraine, Romania, Bulgaria, Greece, Georgia, Latvia, Russia, China, Taiwan, Philippines, Vietnam, Bangladesh, Thailand, Pakistan, Emirates, Oman, Arabia Saudi, Kuwait, Iran, Iraq, Syria, Jordan.

Decarbonized solutions :

Our main commitment is to obtain the "Bcorp" CSR label.

Our low-carbon solutions also involve our research into limiting the carbon impact of animal feed. We are carrying out concrete tests in the field and on our farms to reduce our carbon footprint (different formulations, research into additives to capture methane emissions, etc...).



Business Overview :

SYNTHESE ELEVAGE design, manufacture and market HYGIENE-BIOSECURITY and FEED SUPPLEMENT solutions for pig & poultry since 35 years.

The strong field expertise of our 60 veterinarians' practitioners allows us to propose high quality products and services to respond to the growing needs of our markets in biosecurity management and alternative solutions to antibiotics.

- **Detergents & disinfectants for buildings meeting the latest EU standards**
- **Feed supplements for pigs, broilers, breeders and layers**

Beyond the product, SYNTHÈSE ELEVAGE proposes a 360° veterinary expertise integrating veterinary laboratory analysis, on-farm veterinary consultancy and high quality products. Pigs and poultry farms are benefiting from our experience and expertise to optimize their animal health and performances.

Based in France, we are expanding our distribution network in Europe, Africa, Middle East and Asia.



Creation date : 1990

Location : PLEUMELEUC (35) France

Turnover : 10 M€

Export Turnover : 1,5 M€

Staff : 25 people

Exportation zones : Europe, Maghreb, Near & Middle East, Asia

Decarbonized solutions :

Internal development and production of alternative feed supplements to the use/import of medication, development of bio-sourced hygiene products for livestock farming, 95% of our products marketed for export are produced internally in France.

Company : LALLEMAND
Represented by : Emmanuel TABERT
Web site : www.lallemand.com



Business Overview :

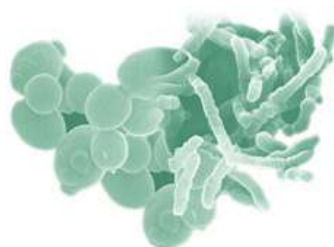
We are Lallemand Animal Nutrition - a global leader in the science of fermentation - and a primary producer of yeast and bacteria. Our passion is harnessing microorganisms to optimize animal well-being and performance, forage management, and the animal environment.

We remain unwavering in our commitment to helping our industry partners and farmers sustainably feed a growing global population through improved animal performance - and enhancing the well-being of livestock & companion animals.

We provide the broadest range of innovative microbial products, services and solutions for customers around the world.

We deliver tailor-made services according to your specific needs and offer expert technical support to ensure the optimal application and efficacy of our solutions. Leveraging the natural power of yeast and bacteria, we develop, produce and market highly technical products including probiotics, silage inoculants, and microbial derivatives. Using sound science, proven results and knowledge from experience, we apply the right strains for the right applications.

Lallemand Animal Nutrition is Specific for your Success!



Creation date : /

Location : 19 rue des Briquetiers - 31.700 Blagnac

Turnover : N/C

Export Turnover : N/C

Staff : 6 000 people

Exportation zones : 50 countries

Decarbonized solutions :

- **Silage inoculants aiming at reducing dry matter losses and preserving the nutritional quality of forages**
- **Microbial solutions (yeasts and bacteria) aiming at preserving animal health in order to reduce vet interventions and optimize animal performances**
- **Microbial solutions aiming at keeping a positive animal environment (ex : bioremediation in aquaculture) and solutions to preserve a balanced and favorable microbial ecosystem in ruminant, poultry and swine farms**



Business Overview :

Eco-Sens supports dairy processors in terms of methane monitoring and methane decrease services. Eco-Sens has a unique know-how with a patented prediction equation and an international data-base allowing farmers and dairy processors to benchmark their methane emissions. This allows every dairy processor to implement now a low-carbon strategy focused on the main greenhouse gas involved in milk production.



Creation date : 2021
Location : Combourtilé (France)

Turnover : 100k €
Export Turnover : 20k €
Staff : 3 people

Exportation zones : Europe, UK, Oceania, North America Europe, UK, Oceania, North America

Decarbonized solutions :

Enteric methane represents 50% of the carbon footprint fo a dairy farm. 100% of Eco-Sens offer is decarbonated.

Company : ASSERVA
Represented by : Dominique CANTIN
Web site : www.asserva.com

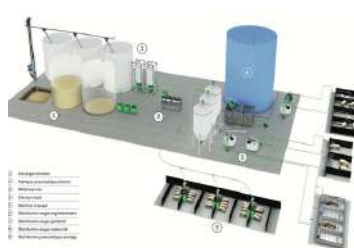


Business Overview :

Since its foundation in 1978, ASSERVA became a leader in the development and fitting of swine precision feeding systems into the swine farms.

Committed to improving farmers working conditions and animal welfare, the company also strives to create a balance between the operational efficiency of farms, economic constraints, and current environmental challenges.

By combining technical expertise and a sustainable vision, ASSERVA aims to shape the future of livestock farming with an approach focused on technology and feeding tools performance, and to meet the demand for profitability and working comfort necessary for the competitiveness of its customers' businesses.



Creation date : 1978

Location : Lamballe (France)

Turnover : 15 M€

Export Turnover : 2 M€

Staff : 97 people

Exportation zones : New Zealand, South Korea, Taiwan, China, Thailand, Russia , Ukraine, Moldova, Hungary, Poland, Romania, Belgium, Germany, Austria, Spain, United Kingdom, Ireland, Greece, Canada, Mexico, Chile.

Decarbonized solutions :

The precision ASSERVA feeding systems include: individual RFID identification for each animal, enabling monitoring of all animal weights, feed / water consumption and movements.

By providing total management and control of the livestock, ASSERVA offers these customers the solution to optimize feeding at each physiological stage, which has a direct impact on the technical and economic results and on the carbon footprint, particularly in the reduction of nitrogen emissions. Thus, a reduction of 15 to 25% in nitrogen discharges in slurry and ammonia emissions can be already notice.