



ΕΠΙΤΡΟΠΗ ΑΝΤΑΓΟΝΙΣΜΟΥ  
HELLENIC COMPETITION COMMISSION



# Mapping of Animal Feeds Sector

Athens, February 2025



**HELLENIC REPUBLIC**  
**COMPETITION COMMISSION**  
INDEPENDENT ADMINISTRATIVE AUTHORITY

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**Subject:** Mapping of the conditions of competition in the sector for sheep and goat feed (Article 14(2) subpar. s of Law 3959/2011, as in force) - Key findings

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- The HCC hereby presents the key findings of the DGC's mapping study on the conditions of competition in the sheep and goat feed sector. The Authority decided to launch this mapping study following the relevant GDC's proposal, which is part of the GDA's broader strategy of focusing on the value chain of the agri-food sector. It is noted that, according to Eurostat, the cost of animal feed is the largest cost factor for livestock farming in Greece.
- Sheep and goat feed products were chosen because these productive animal species constitute the largest part of the livestock population in Greece (with the exception of chicken) as well as on the fact that sheep and goat milk is used exclusively for the production of feta cheese, which is a product of significant importance to Greek consumers and represents 2% of retail chain sales.
- The reference period in this mapping study extends from **January 2021 to June 2024**.
- The DGC collected data from **companies active in the production and marketing of feedstuff**, which include feed materials (FM), compound animal feeds (CF) and premixes.
- **Definitions:** According to Regulation (EC) No 767/2009 of the European Parliament and of the Council of 13 July 2009, *feed may take the form of feed materials, compound feed, feed additives, premixtures* .....
  - *'feed materials'* means products of vegetable or animal origin, whose principal purpose is to meet animals' nutritional needs, in their natural state, fresh or preserved, and products derived from the industrial processing thereof, and organic or inorganic substances, whether or not containing feed additives, which are intended for use in oral animal-feeding either directly as such, or after processing, or in the preparation of compound feed, or as carrier of premixtures;
  - *'compound feed'* means a mixture of at least two feed materials, whether or not containing feed additives, for oral animal-feeding in the form of complete or complementary feed.
- Feed materials (FM) (e.g. corn, wheat, barley, soya, bran, clover) fall into the category of feeding raw materials, but they are also set out in detail in the present mapping study.
- Other Feed materials and Premixes consist of heterogeneous products which are not entirely comparable.
- Furthermore, with specific regard to FM, the respondent companies stated that they were unable to isolate sales data specifically for sheep and goat feedstuff, as FM is also consumed by other productive animals and the companies do not know the intended or final use of the quantities sold. Therefore, the companies provided data for FM in total, regardless of any specific use thereof as per type of productive animal. Hence, data analysis follows the same limitation.



## Executive Summary (1)

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- **According to the information provided by the 41 surveyed companies**, in 2023, total FM for sheep, goats and other productive animals account for the 14.2% of the turnover of the companies included in the sample, and CF sheep and goats account for the 9.7%.
- In 2023, the 62.7% of the purchases of animal feed for sheep and goats come from Greece, while significant shares of purchases come from neighboring countries of the Balkan Peninsula and Italy.
- Regarding the structure of animal feed sales of the companies included in the sample, it is found that, both in terms of value and volume, the largest percentage of sales concerns CF (by 65.8% in value and by 55.4% in volume).
- In the CF category for sheep and goats, the sector is characterised by low concentration as CR4 and CR5 for the year 2023 are estimated at 41.6% and 48%, respectively. This conclusion is confirmed by the Herfindahl Index which, for 2023, is estimated at 665 points. Moderate concentration is observed in the Clover category, while a high degree of market concentration is observed in Premixes.
- Regarding customer categories in the sample, 45.3% of sales of animal feed for sheep and goats are channeled to wholesalers and 39.0% directly to breeders. In FM and CF, no notable price differentiation is observed between wholesalers and breeders. Slightly increased prices are found in the retailers' category which is, to a large extent, anticipated.
- In 2023, regarding the FM category, a higher percentage of sales is observed in Central Greece and specifically in the regions of Thessaly (2023: 27.9%) and Epirus (2023: 41.9%) and to a lesser extent in Crete (14.3%), while in the CF category for sheep and goats a higher percentage of sales is observed in Central Macedonia (2023: 36.6%) and in Crete (35.1%). Peloponnese, Central Greece, Western Greece and Thrace present small percentages in sales in both FM and CF.



## Executive Summary (2)

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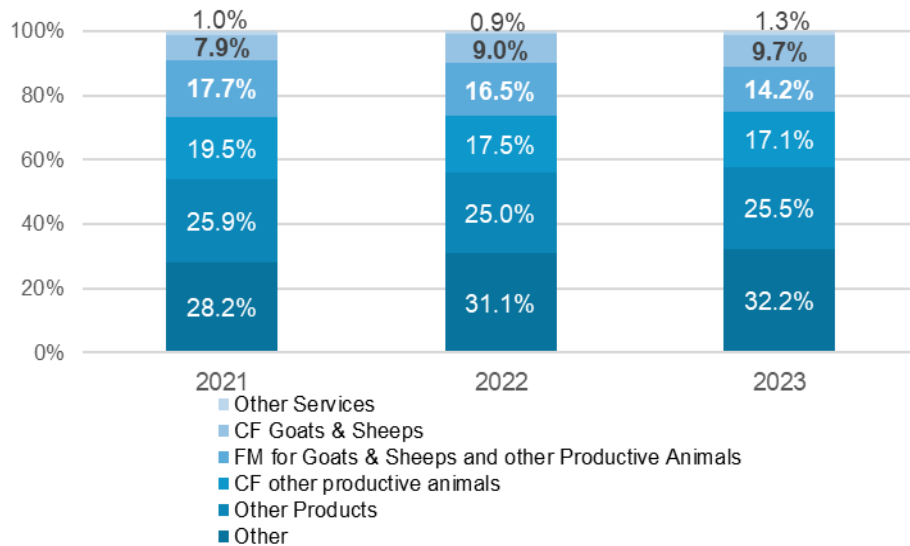
- Heterogeneity is observed in the number of businesses in the sample per administrative region, as well as cases of companies that hold a large percentage of total sales, among their intra-regional competitors. Due to the size of the local companies, their activity is also found in neighboring geographical areas of their headquarters. It is noted that the area of local companies' activities is not the same as the administrative division of the regions but includes more adjacent/nearby prefectures.
- Regarding FM/Raw Materials purchases by production/trading companies, an increase in average purchase prices is observed in 2022 compared to 2021, while in 2023 prices follow a downward trend. This downward trend continues in the first half of 2024, where prices are even lower than in 2021. The average CF purchase prices show a similar trend.
- The average purchase prices of CF and Premixes are higher than their respective average selling prices. This is explained by the fact that the companies not only trade CF and Premixes but they also produce them. Also, the above difference may be due to the heterogeneity of the products included in these categories.
- It is found that the increasing price spreads (i.e selling prices minus purchase prices) of 2023, do not appear to be a result of energy price evolution.
- There is no selling prices alignment among firms for raw materials and compound animal feed, but only a similar trend in the rise and the fall of prices.
- The companies participating in the sample, in total present an average Gross Profit Margin of between 10% and 13.6% and an average Net Profit Margin of between 2% and 4%.



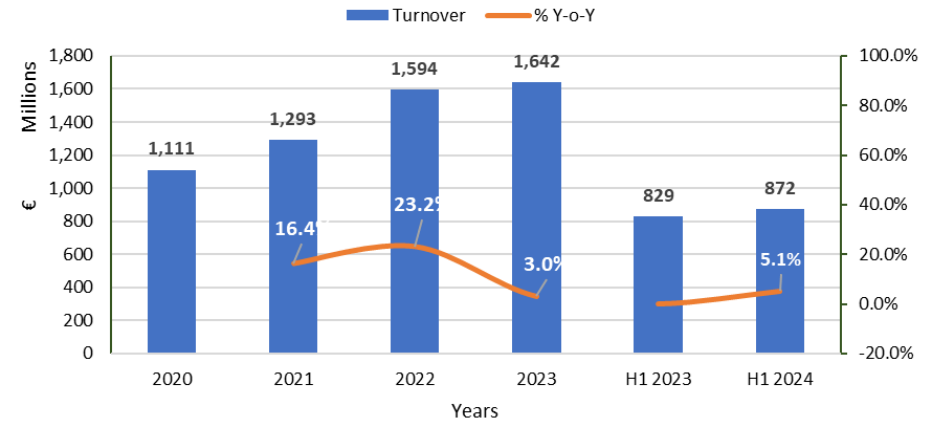
# The Sample of the Companies Surveyed

- In the context of this Mapping study, questionnaires (under ref no. 4691-11.7.2023 and 5739-28.8.2024) were sent to 49 feedstuff production companies. The final sample includes 41 companies, as 8 of the 49 companies stated either that they are not active in the sheep and goat feedstuff production or that they did not have any such activity in the year 2023-2024.
- In 2023, total FM for sheep, goats and other productive animals concerns the 14.2% of the turnover of the companies included in the sample and CF sheep and goats concerns the 9.7%.
- Regarding the aggregate turnover of the data-providing companies, it is found that during the period 2021-2023, it shows an upward trend, while the highest growth rate of turnover is recorded in 2022 (23.2%). In the first half of 2024, the annual growth rate of turnover was also positive and amounted to 5.1%.

Turnover Structure, 2021-2023



Turnover Evolution



Source: Companies' Data

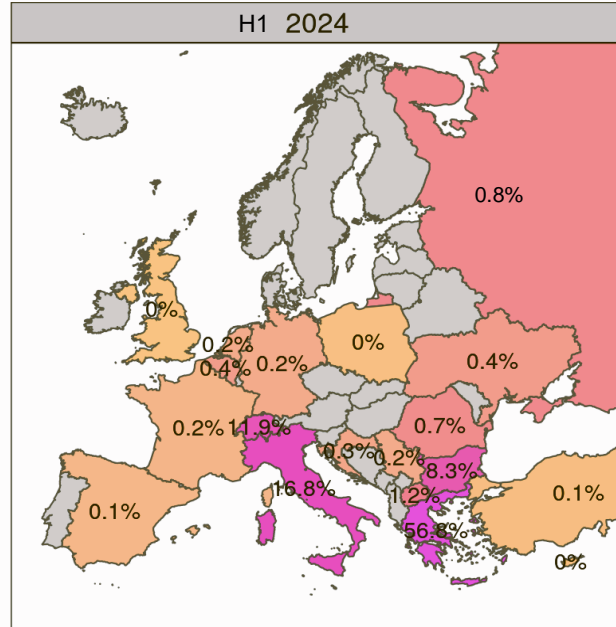
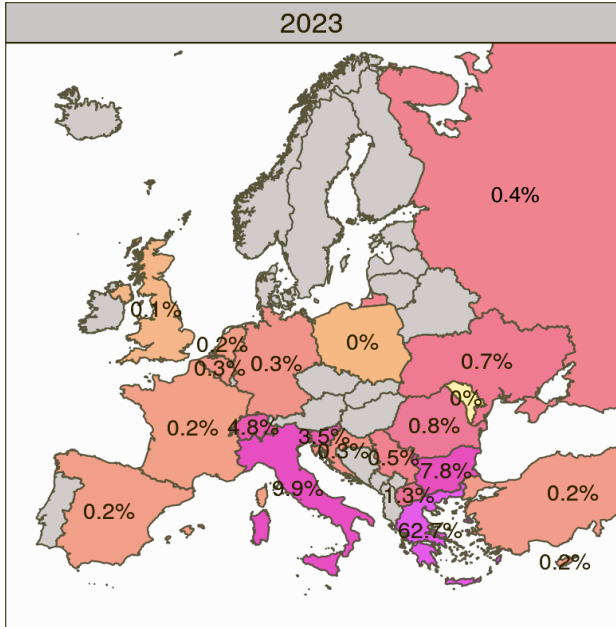
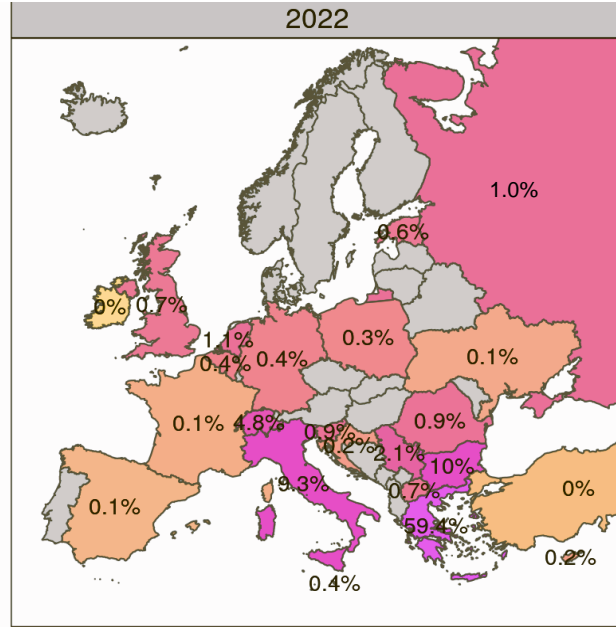
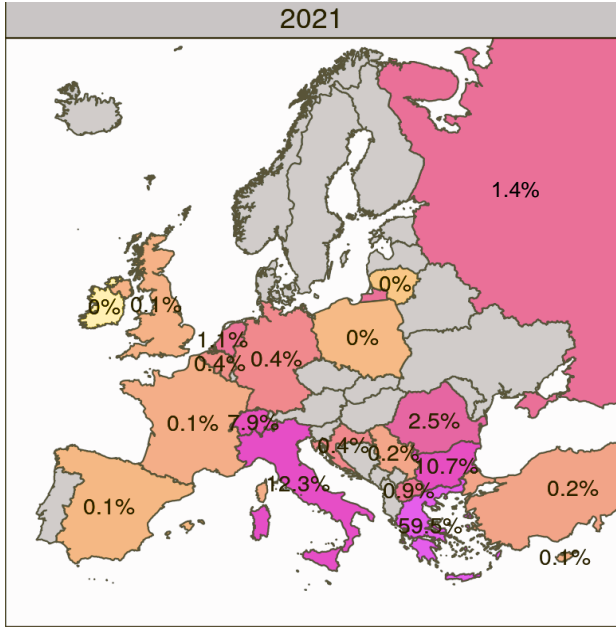


### **Main tasks**

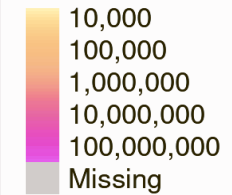
1. Better understanding of the supply chain:
  - Customer categories
  - Market shares & degree of market concentration at wholesale distribution level
  
2. Sales prices and volumes (reference period: 2021- 1H 2024)
  - Evolution of prices and sales volumes by product category
  
1. Profit margins based on Financial Statements (at company level)



# Animal Feed Purchases by Country



Συνολικές αγορές



Animal feed production/marketing companies are mainly sourced from within their country.

In particular, in 2023, 62.7% of the purchases of animal feed for sheep and goats come from Greece, while the remaining purchases are made mainly from neighboring countries of the Balkan peninsula and Italy.

Lower purchase shares concern purchases from other European countries.

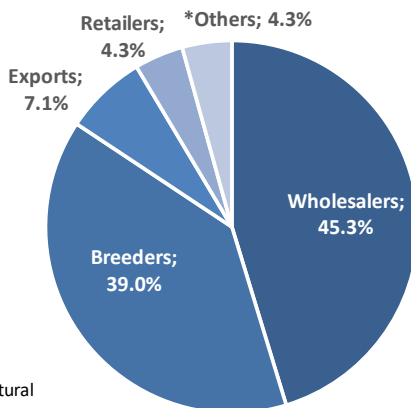




## Customer Categories in the Sample

January 2021-June 2024	Total	FM	CF	Premixes	Other Raw Materials
Wholesalers	45.3%	52.5%	39.6%	33.9%	59.6%
Breeders	39.0%	39.8%	43.4%	28.8%	39.7%
Exports	7.1%	0.1%	0.1%	0.0%	0.1%
Retailers	4.3%	5.7%	7.1%	2.4%	0.3%
*Others	4.3%	1.9%	9.9%	34.9%	0.2%
*Others (Retail customers, Agricultural cooperatives, etc)	100.0%	100.0%	100.0%	100.0%	100.0%

**Breakdown of Total Sales (in values) by Customer Category, January 2021-June 2024**



\*Retail customers, Agricultural cooperatives, etc  
Source: Companies' Data

According to the information provided by companies, during the period January 2021-June 2024, 45.3% of sales of animal feed for sheep and goats are channeled to wholesalers and 39.0% directly to breeders. A lower percentage of 7.1% is exported abroad. Finally, 4.3% is sold to retailers and 4.3% is intended for retail customers and agricultural cooperatives.

In particular, wholesalers represent the most important customer category (52.5%) in the FM market, followed by breeders with 39.8%. In CF, the shares are reversed as breeders hold the largest percentage (43.4%) followed by wholesalers (39.6%).

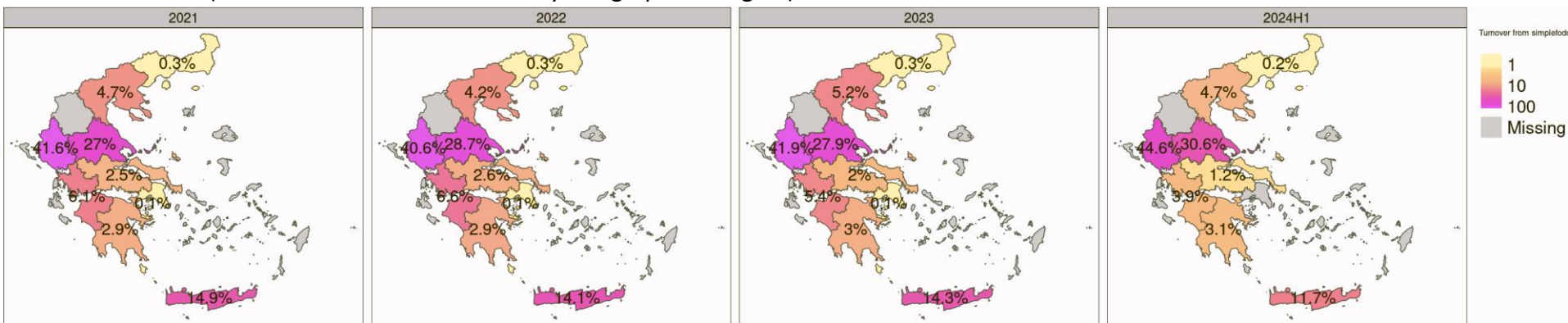
In Premixes for sheep and goats, the largest percentage of sales is channeled to other customers (35%), which include agricultural cooperatives, retail customers, etc., followed by wholesalers (33.9%) and breeders (28.8%). Finally, in Other raw materials for the production of animal feed, the largest percentage of sales is directed to wholesalers by 59.6% and directly to breeders by approximately 39.7%.

In almost all products, the number of wholesalers is significant with over 300 companies being active except for soya (92) and Premixes (12).

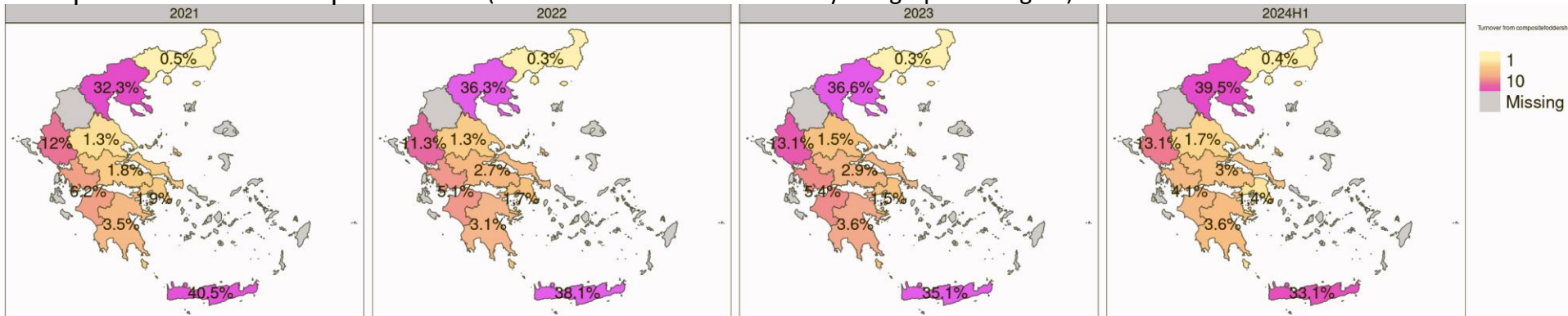
Προϊόν	Αριθμός Χονδρεμπόρων
Καλαμπόκι	804
Κριθάρι	544
Σιτάρι	347
Πίτουρα	324
Σόγια	92
Τριφύλλι	379
Σύνθετες	847
Προμίγματα	12



## Feed Materials (Sales Breakdown – in value – by Geographical Region)



## Compound Feed for Sheep and Goats (Sales Breakdown – in value – by Geographical Region)



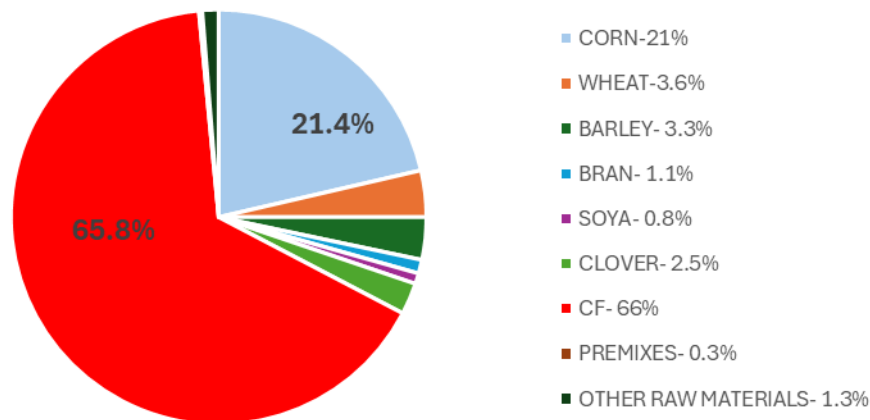
According to ELSTAT, the Greek Statistical Authority, the largest percentage of sheep and goat livestock population is found in **Crete (25%), Western Greece (15%) and Thessaly (13%)**.

- In 2023, regarding the FM category, a higher percentage of sales is observed in Central Greece and specifically in the regions of Thessaly (2023: 27.9%) and Epirus (2023: 41.9%) and to a lesser extent in Crete (14.3%).
- In 2023, regarding the CF category for sheep and goats a higher percentage of sales is observed in Central Macedonia (2023: 36.6%) and in Crete (35.1%). Peloponnese, Central Greece, Western Greece and Thrace present small percentages in sales in both FM and CF. The above percentages do present significant variations from year to year.
- It is noted that the above percentage distribution is based on the location of the registered offices of the companies participating in the mapping survey.



## Structure of Sales in the Sample, by Product Category

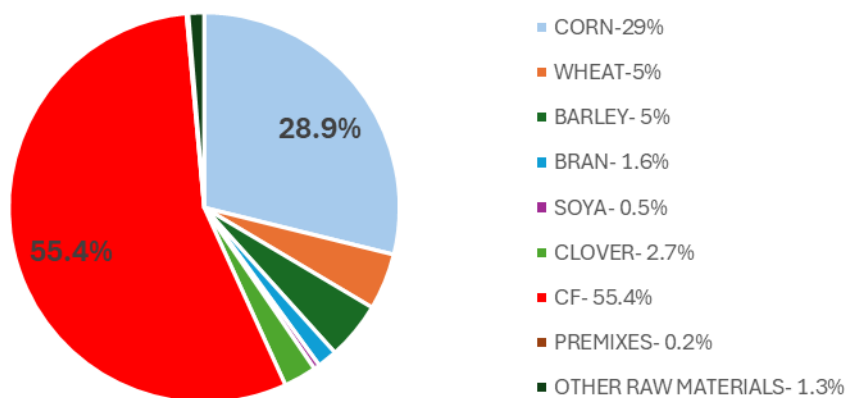
Structure of Sales (in value ,€), 2023



Regarding the structure of animal feed sales of the companies included in the sample, it is found that, both in terms of value and volume, the largest percentage of sales concerns CF for sheep and goats (by 65.8% in value and by 55.4% in volume).

The second largest product category is by far Corn, compared to CF, with shares in total sales of 21.4% in value and 28.9% in quantity.

Structure of Sales (in volume, kgr), 2023



Feed materials (FM), such as wheat, barley, soya, bran, as well as other raw materials are ranked low, while Premixes also present a very low percentage (0.3% in value and 0.2% in volume).



### Important Notes

- Regarding Feed Materials (FM), i.e. crop products used as animal feedstuffs such as corn, wheat, barley, soya, etc. also consumed by other productive animals, companies are not able to determine the exact percentage of sales that is intended for sheep and goats. In the CF category for sheep and goats, it is estimated that shares are calculated with higher precision.
- Shares of sales were calculated based on the companies' location. An attempt was made to calculate these shares based on customer's location, however the data provided was not appropriate to draw safe conclusions.
- Finally, it is noted that a calculation of shares was also carried out per animal category (dairy/meat/breeding animal) and no significant variations were found in relation to the total share number.



## Shares in Total Sales of the Companies in the Sample (in Value) – Compound Animal Feeds

	2021	2022	2023	H1 2024	CR4 (2023)	CR5 (2023)	HHI (2023)
Company 1	10.95%	14.44%	14.95%	14.93%	41.59%	48.04%	665
Company 2	8.08%	8.65%	9.63%	11.14%			
Company 3	10.23%	9.81%	9.15%	9.10%			
Company 4	9.58%	8.45%	7.85%	7.90%			
Company 5	7.84%	7.60%	6.46%	5.60%			
Company 6	7.20%	7.20%	6.13%	7.19%			
Company 7	3.93%	3.69%	4.66%	4.79%			
Company 8	4.56%	4.08%	4.42%	4.47%			
Company 9	3.54%	4.20%	3.81%	3.00%			
Company 10	2.81%	2.72%	3.40%	3.07%			
Company 11	3.87%	3.65%	3.35%	3.37%			
Company 12	1.94%	2.75%	3.05%	3.08%			
Company 13	3.26%	3.34%	2.89%	2.52%			
Company 14	2.76%	2.52%	2.44%	2.40%			
Company 15	1.87%	1.90%	1.81%	2.03%			
Company 16	1.91%	1.78%	1.75%	2.04%			
Company 17	1.96%	1.66%	1.46%	1.37%			
Company 18	3.34%	1.71%	1.45%	0.69%			
Company 19	-	0.79%	1.31%	1.32%			
Company 20	1.45%	1.20%	1.26%	1.23%			
Company 21	1.02%	1.19%	1.16%	1.25%			
Company 22	1.50%	1.02%	1.16%	1.45%			
Company 23	0.85%	0.76%	1.15%	1.16%			
Company 24	1.32%	1.27%	0.91%	1.03%			
Company 25	-	-	0.83%	-			
Company 26	0.85%	0.75%	0.80%	0.76%			
Company 27	0.77%	0.77%	0.72%	0.76%			
Company 28	0.82%	0.69%	0.70%	0.72%			
Company 29	0.34%	0.38%	0.53%	0.78%			
Company 30	0.46%	0.32%	0.33%	0.38%			
Company 31	0.26%	0.22%	0.19%	0.17%			
Company 32	0.06%	0.07%	0.08%	0.13%			
Company 33	0.56%	0.22%	0.05%	0.02%			
Company 34	0.02%	0.06%	0.05%	0.02%			
Company 35	0.04%	0.03%	0.03%	0.04%			
Company 36	0.04%	0.05%	0.03%	0.02%			
Company 37	0.02%	0.03%	0.03%	0.04%			
Company 38	0.00%	0.02%	0.01%	0.03%			
Company 39	0.02%	0.01%	0.01%	0.02%			
Company 40	0.00%	0.00%	-	-			

In the CF category for sheep and goats, the sector is characterised by low concentration as CR4 and CR5 for the year 2023 are estimated at 41.6% and 48%, respectively. The same conclusion is confirmed by the Herfindahl Index which, for 2023, is estimated at 665 points.

Company 1 holds the highest share (in value) of CF sales at around 15% in 2023, which is increasing during the reference period (January 2021-June 2024). In 2023, six companies holding a share (in value) of over 5% are among the largest companies in the industry.

Market shares and the degree of concentration in terms of volume, in this product category, do not show significant variations.

Source: Companies' Data

\*[https://eur-lex.europa.eu/legal-content/EL/TXT/HTML/?uri=CELEX:52004XC0205\(02\)](https://eur-lex.europa.eu/legal-content/EL/TXT/HTML/?uri=CELEX:52004XC0205(02))

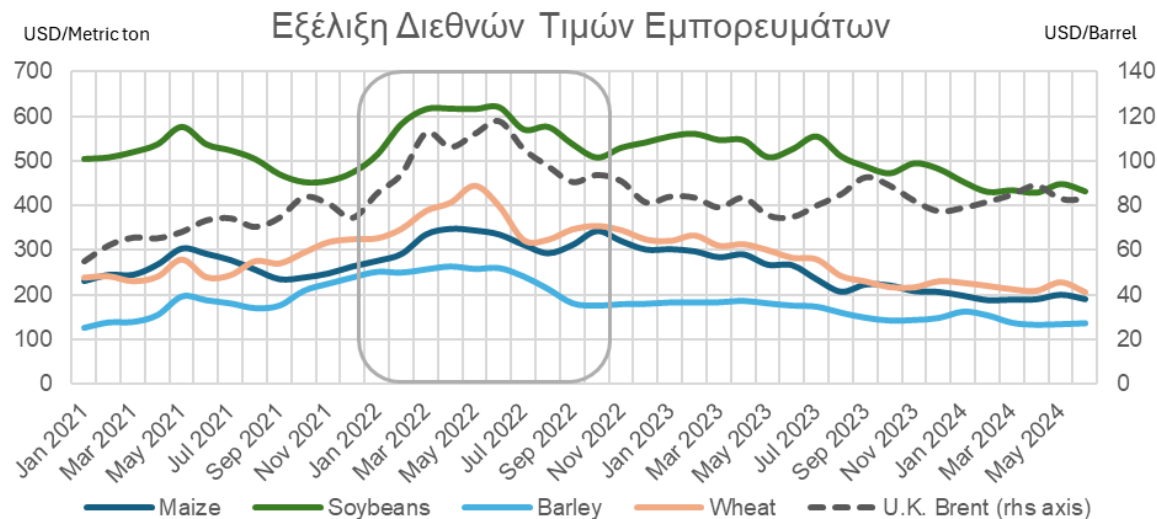


### Important Notes

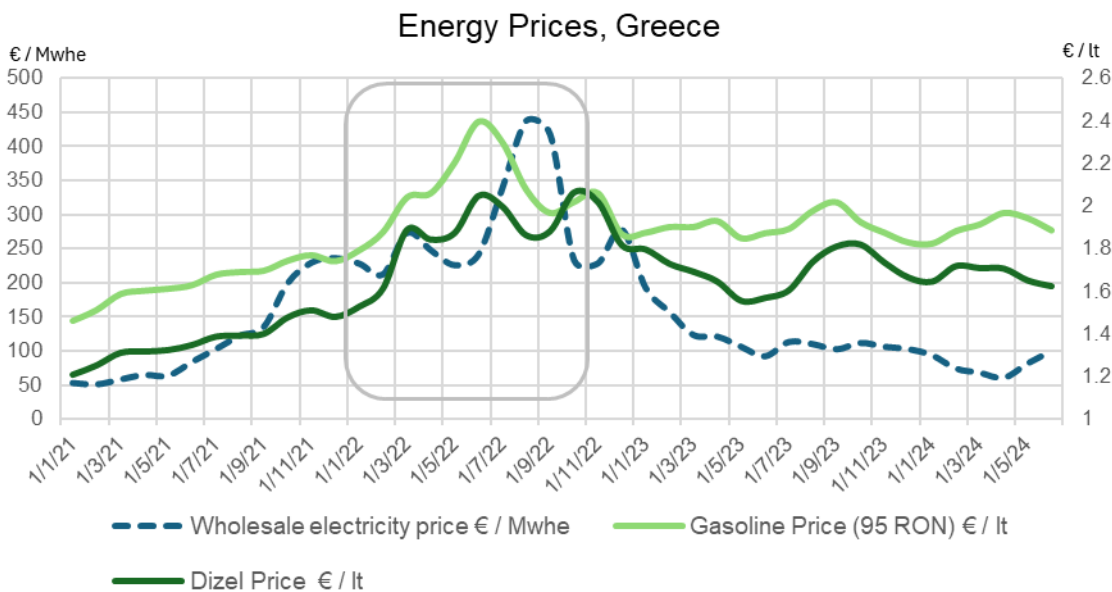
- This section presents the weighted average purchase and sale prices per kilo, per year and per product category, as well as the respective quantities.
- It is noted that the CF and Premix categories are groups of several different products. Therefore, their average prices should be interpreted more carefully.
- On the other hand, FM prices (Corn, Barley, Bran, Wheat, Soybeans and Clover) concern more distinct categories with less product heterogeneity per category.
- Prices are net of VAT and discounts. The reason why VAT was excluded is that in purchases from abroad VAT is 0%, while in domestic purchases this tax ranges from 6% to 24% depending on the product
- The level of discounts could not be precisely calculated as companies, according to their credit policy, offer various categories of discounts not only on product price but also on total invoices issued, quarterly or annually, and depending on the volume of quantities sold and the payment method.
- In any case, the percentage of discounts resulting from the credit invoices requested, constitutes a very small percentage of the total values per year.



# Price Evolution: Evolution of International Commodity Prices



Source: IMF



Πηγή: <https://www.iea.org/data-and-statistics/data-product/monthly-oil-price-statistics-2>, <https://ember-energy.org/data/european-wholesale-electricity-price-data/>

Before analysing purchase/sale prices and volumes of feed for sheep and goats, it is deemed appropriate to examine price evolution in the international commodity markets, as several companies that participated in the survey (and also companies that were concerned by an HCC's previous ex officio investigation), reported that, where products are traded on international markets, they price them based on the respective international prices on the date of each sale, regardless of the product purchasing origin (i.e. purchased from Greece or abroad). International and domestic prices of basic energy products are also presented.

In particular, the top graph shows that, in 2022, commodity prices i.e. prices of Corn, Soya, Wheat and Barley reached their highest level over a 3-year period. A similar picture is observed for energy prices (bottom graph).

In 2021, in particular, average world market price for Corn increased by 57%, Soya by 44%, Barley by 70% and Wheat by 43%. In 2022, the upward trend continued but at a slower pace, namely corn price increased by 23%, soya by 13%, barley by 26% and wheat by 36%.

On the contrary, in 2023, international average prices of commodities in the above categories recorded a drop which was intensified in the first half of 2024.

Finally, a correlation is observed between the intensity and timing of energy price increases and the increases in the prices of the above commodities. For example, Brent oil price increased by 63% in 2021, by 40% in 2022 and decreased by 17% in 2023. Wholesale electricity prices in Greece as well as the price of gasoline and diesel also showed a similar trend.



## Evolution in Purchase Prices and Volumes (reference period: January 2021-June 2024)

Purchases				
Average Prices				
	2021	2022	2023	H1 2024
CORN	0.262	0.334	0.245	0.206
BARLEY	0.232	0.329	0.214	0.193
BRAN	0.187	0.235	0.204	0.16
WHEAT	0.246	0.348	0.239	0.207
SOYA	0.5	0.616	0.598	0.538
CLOVER	0.126	0.223	0.237	0.252
COMPOUND F.	0.525	0.605	0.564	0.54
PREMIXES	1.298	1.536	1.878	1.599
CORN	% μετα	27%	-27%	
BARLEY	% μετα	42%	-35%	
BRAN	% μετα	26%	-13%	
WHEAT	% μετα	41%	-31%	
SOYA	% μετα	23%	-3%	
CLOVER	% μετα	77%	6%	
COMPOUND F.	% μετα	15%	-7%	
PREMIXES	% μετα	18%	22%	

### Purchase volumes (ton)

	2021	2022	2023	H1 2024
CORN	521.512	491.210	497.674	252.089
BARLEY	70.112	77.619	75.314	33.356
BRAN	71.497	95.755	95.963	50.569
WHEAT	218.463	197.434	214.731	121.908
SOYA	18.522	16.597	17.419	11.101
CLOVER	35.713	31.276	24.391	8.119
COMPOUND F.	5.761	8.187	14.263	6.738
PREMIXES	827	3.677	675	552

Regarding the FM category, an increase in average purchase prices is observed in 2022 compared to 2021. In 2023, purchase prices decrease. This downward trend continues in the first half of 2024 where prices are even lower than in 2021. This trend is consistent with the evolution of international commodity prices by category.

Average purchase prices in CF show a similar trend.

An exception is the purchase price of Clover, which has been increasing over time. This increase is also reflected in the increasingly smaller volumes purchased.

According to the companies surveyed, price increases, mainly of products that are commodities, are related to the turmoil in international markets as well as international transport, due to geopolitical issues. Another aggravating factor is the climate crisis that affects the produced quantities of grains and cereals, due to the prolonged drought in major producing countries, as well as the shortfall of rain in Europe.





## Evolution in Selling Prices and Volumes (reference period: January 2021-June 2024)

Sales				
Average Prices				
	2021	2022	2023	H1 2024
CORN	0.3	0.402	0.318	0.265
BARLEY	0.296	0.416	0.339	0.276
BRAN	0.255	0.318	0.285	0.239
WHEAT	0.313	0.424	0.342	0.285
SOYA	0.522	0.645	0.641	0.598
CLOVER	0.268	0.343	0.386	0.363
COMPOUND F.	0.419	0.511	0.512	0.463
PREMIXES	0.909	1.046	0.987	1.059
CORN	% μετ	34%	-21%	
BARLEY	% μετ	41%	-19%	
BRAN	% μετ	25%	-10%	
WHEAT	% μετ	35%	-19%	
SOYA	% μετ	24%	-1%	
CLOVER	% μετ	28%	13%	
COMPOUND F.	% μετ	22%	0%	
PREMIXES	% μετ	15%	-6%	

### Sales Volumes (ton)

	2021	2022	2023	H1 2024
CORN	219.605	159.941	181.030	95.979
BARLEY	30.771	28.477	21.938	10.834
BRAN	8.840	8.891	8.314	3.477
WHEAT	33.512	30.841	26.009	18.056
SOYA	3.716	2.787	2.794	1.740
CLOVER	22.823	22.155	13.900	8.494
COMPOUND F.	262.166	305.790	350.367	210.928
PREMIXES	284	329	418	191

A similar trend is observed in the FM selling prices. Prices increase in 2022 and decrease thereafter.

It is noted that the average purchase prices of CF and Premixes are higher than their respective average selling prices. The above is explained by the fact that the companies trade CF and Premixes, but they also produce them. Also, the above difference may be due to the heterogeneity of the products included in these categories.

Regarding the quantities sold, it is noted that CF and Premixes sales, in particular, are characterised by seasonality. During the summer months, there is a decrease in sales and, conversely, an increase during the winter months. Furthermore, although the quantity demanded decreases during the summer months, there is no decrease in prices.

Finally, the quantities purchased of both FM and Premixes are larger than those sold. This can be explained by the fact that they are used as raw materials in the production of CF. CF sales of are significantly higher than CF purchases for each year.

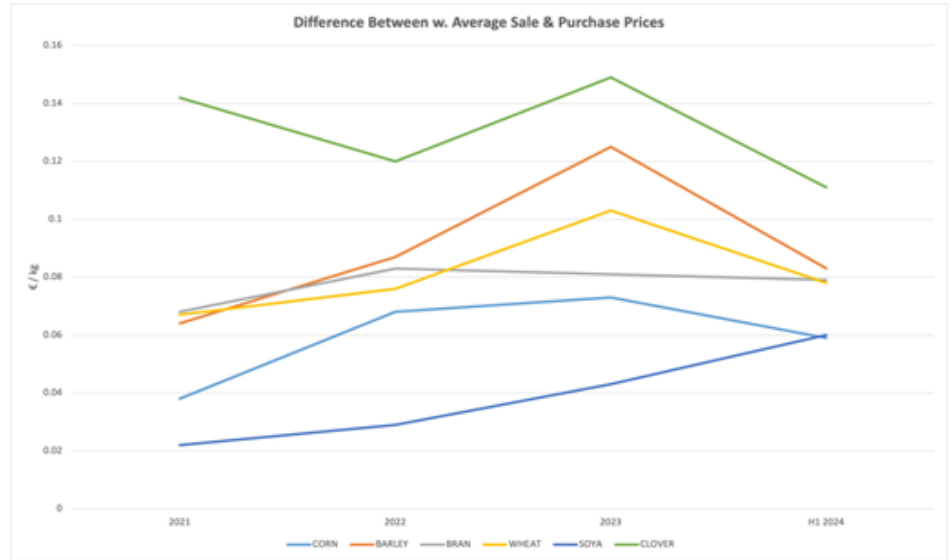


# Price Spreads: Comparison Between Sales Price, Purchase Price & Energy Prices

## Difference Between w. Average Sale & Purchase Prices (spread)

€/kg	2021	2022	2023	H1 2024
CORN	0,038	0,068	0,073	0,059
BARLEY	0,064	0,087	0,125	0,083
BRAN	0,068	0,083	0,081	0,079
WHEAT	0,067	0,076	0,103	0,078
SOYA	0,022	0,029	0,043	0,060
CLOVER	0,142	0,120	0,149	0,111

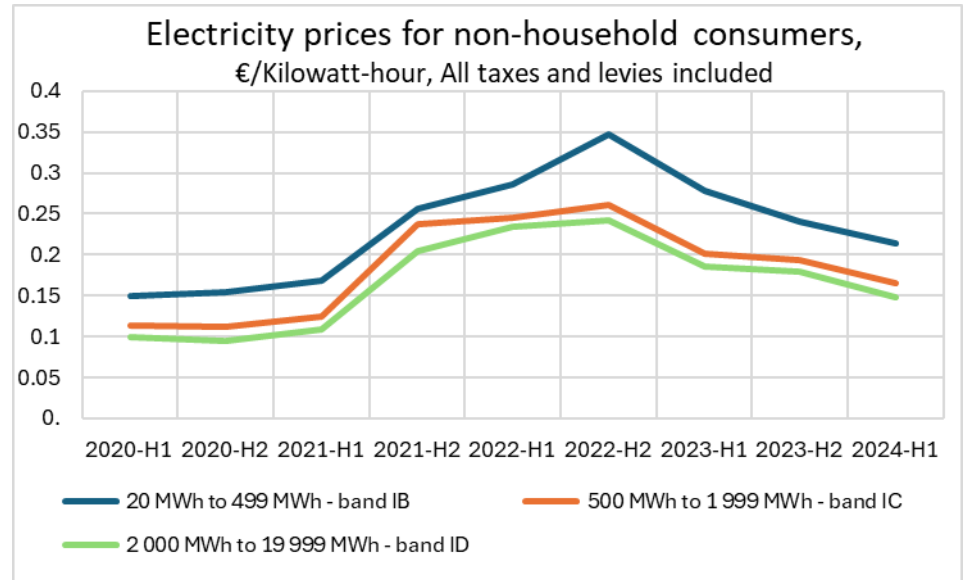
Source: Feed Producers' Data



Expenses (million euro, Nace 1091)	2021	2022
Wages, Benefits, Social Security Cost	80.6	85.2
Gross Investment (machinery, equipment, other tangible non current)	11.5	27.1
Purchases of goods and services for resale	353.4	488.8
Purchases of energy products	12.74	11.14
<b>Total</b>	<b>458.2</b>	<b>612.1</b>
Wages, Benefits, Social Security Cost % of Total	17.6%	13.9%
Gross Investment (machinery, equipment, other tangible non current) % of Total	2.5%	4.4%
Purchases of goods and services for resale % of Total	77.1%	79.8%
Purchases of energy products % of Total	2.8%	1.8%

Source: Eurostat, Enterprises by detailed NACE Rev.2 activity and special aggregates: NACE 109 & NACE 1091.

Note: 2022, latest available data



Source: Eurostat



Regarding the comparison between purchase and selling prices, the following are noted:

- In 2022, the spread between selling and purchase price increases for all products (except for Clover).
- In 2023, the largest spread is observed for all products, despite the decrease in commodity prices in international markets.
- In 2024, all products (with the exception of Soya) show a narrowing spread. This spread is at higher levels compared to 2021 (except for Clover). In other words, price spreads ranged from approximately 0.02 – 0.06 euros per kilo in 2021, while in the first half of 2024 it ranges between approximately 0.06 and 0.08 euros per kilo. It is also observed that in 2024 the spread range *between products* narrows.

According to Eurostat (bottom left Table on slide 18), the increasing spread of each product in 2022 does not appear to be a result of energy price evolution. In 2022, energy costs (fuel & electricity) of animal feed production companies (Nace code 1091) in Greece are reduced both in absolute (€ million) and percentage terms, compared to 2021 (€12.74 vs €11.14 million and 2.8% vs 1.8% of the cost, respectively).

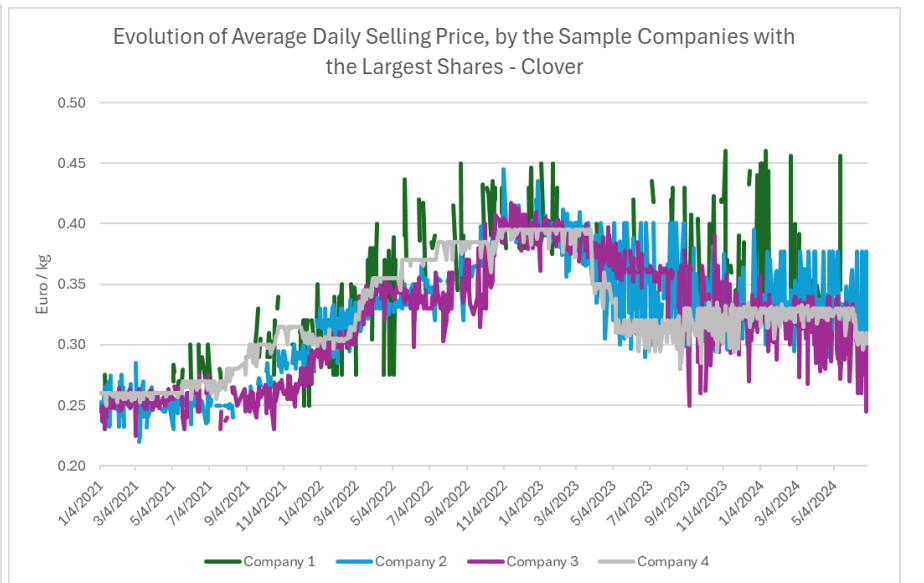
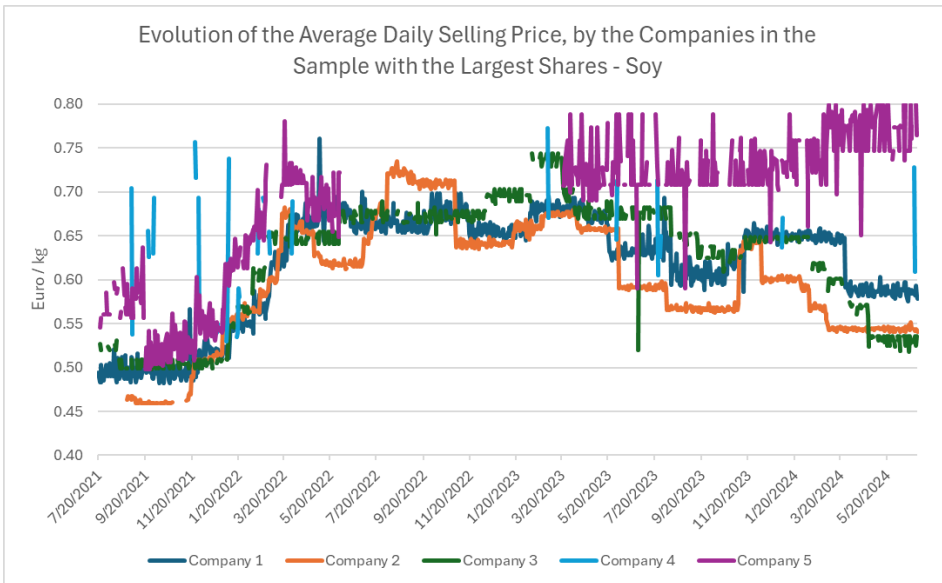
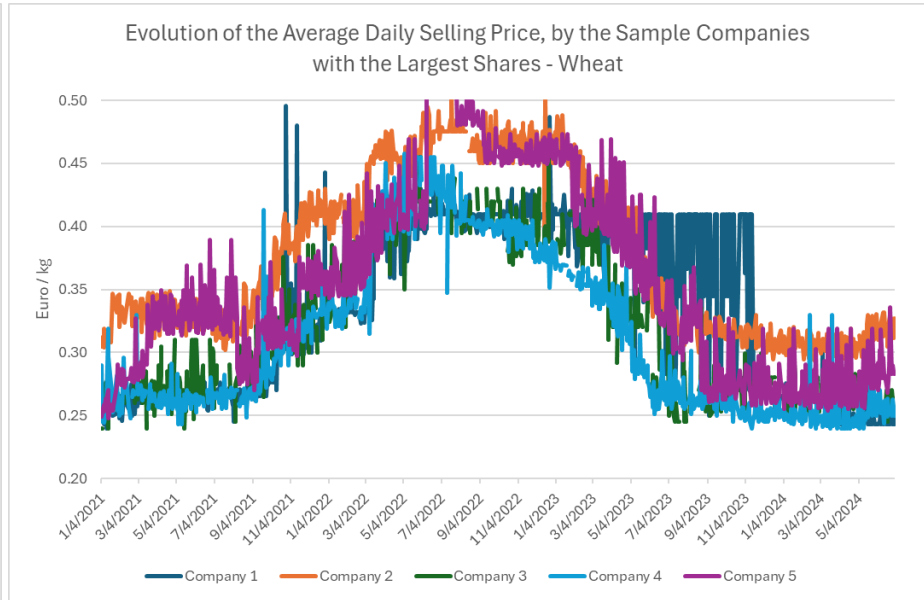
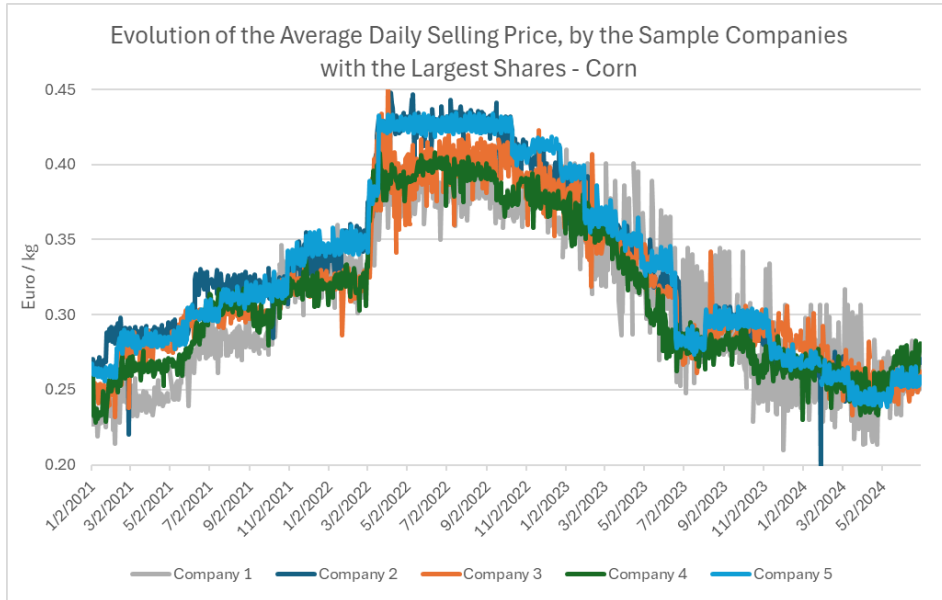
It is noted that a subsidy for billable electricity consumption was granted in January 2022, by ministerial decision (Government Gazette Issue B' 603/11.02.2022), delivered through the special "Energy Transition Fund", regardless of consumption limits, to non-household consumers.

In 2023, the further increase in the price spread for these products also does not appear to be due to energy costs in Greece, as both fuel prices (gasoline and diesel, slide 15) and the price of electricity for non-household consumers decrease in this year (bottom right Chart, slide 18).

**Therefore, the increasing spread of each product does not appear to be a result of energy price evolution.**



# Selling Price Evolution, by Product and by Company\* (period of reference: January 2021-June 2024)

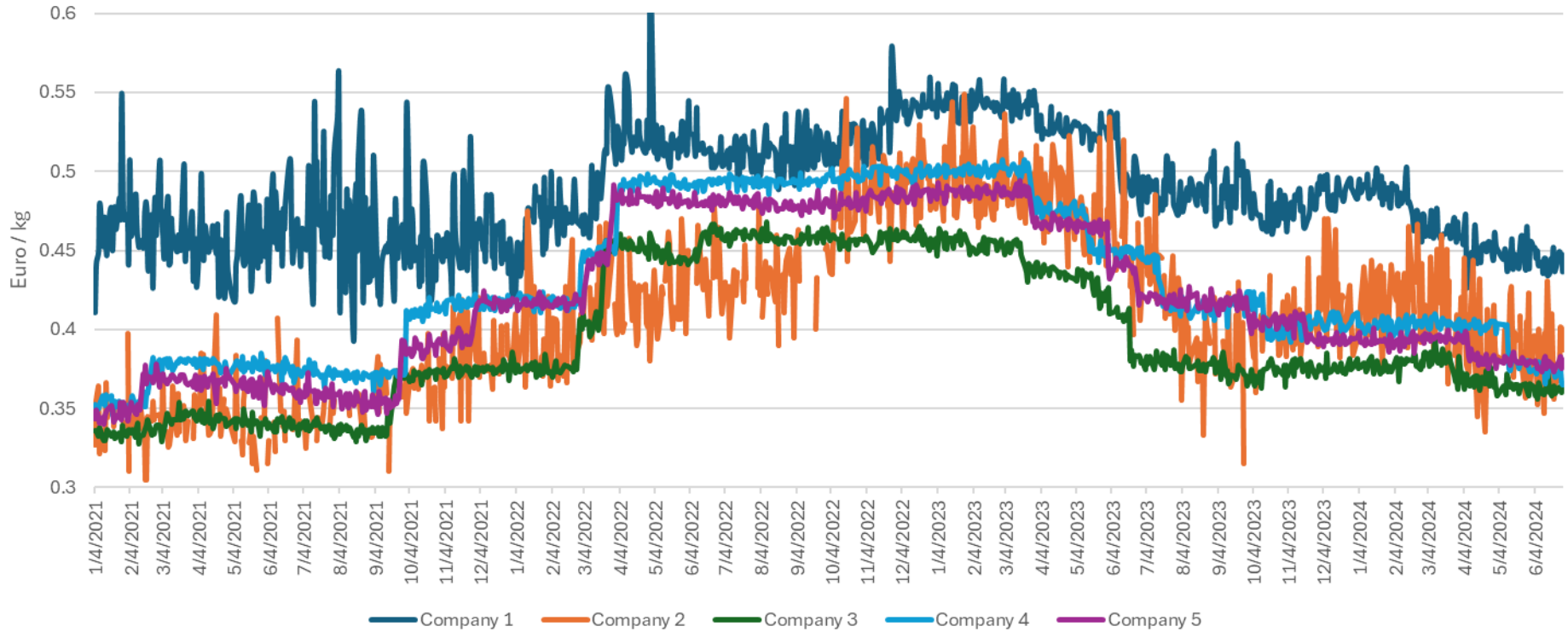


Source: Animal Feed Producers' Data. \* The numbering of companies refers to different companies for each product category.



# Selling Price Evolution, by Product and by Company (period of reference: January 2021-June 2024)

## Evolution of Average Daily Selling Price, by the Sample Companies with the Largest Shares - Compound Feeds



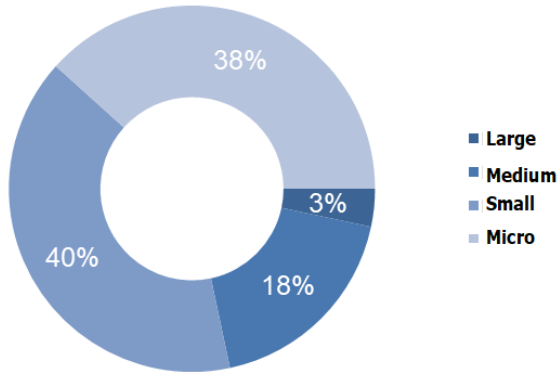
Source: Animal Feed Producers' Data.

Data analysis shows no selling prices alignment among firms for raw materials and compound animal feed, but only a similar trend in the rise and the fall of prices.



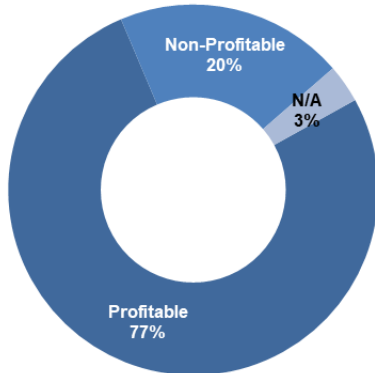
# Financial Data of the Animal Feed Production Sector Nace code 1091

### Structure of Sector Companies based on Turnover, 2023



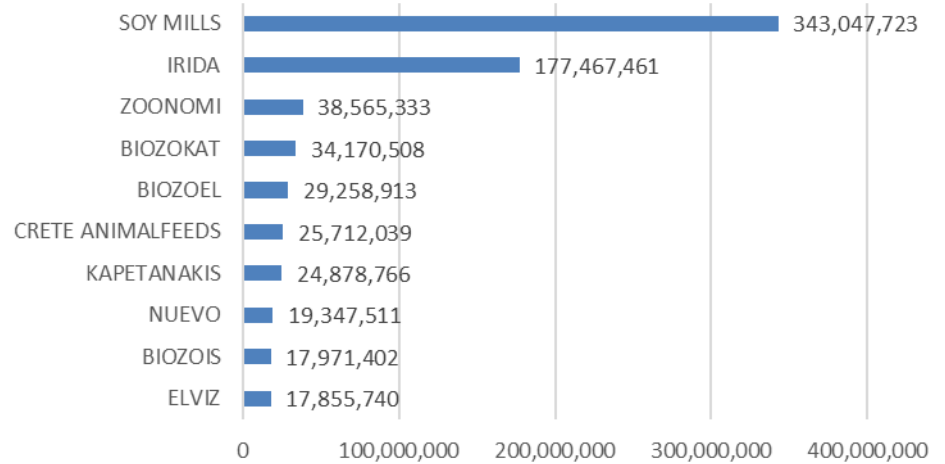
Source: ICAP

### Profitable vs Non-Profitable Companies



Source: ICAP

### The Top 10 Companies by Turnover (in €, 2023)



Source: ICAP

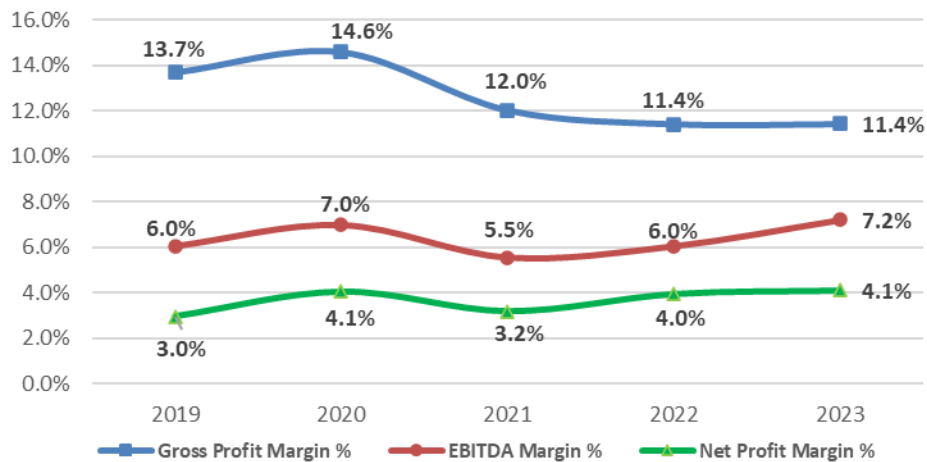
According to ICAP data, the animal feed production sector mainly consists of small and micro companies at a rate of 78%, most of which are profitable (77%).

The ten largest companies in the sector, shown in the top right graph, participate in the mapping survey except for those that do not sell feed for sheep and goats (e.g. Irida and Zoonomi which produce fish feed).



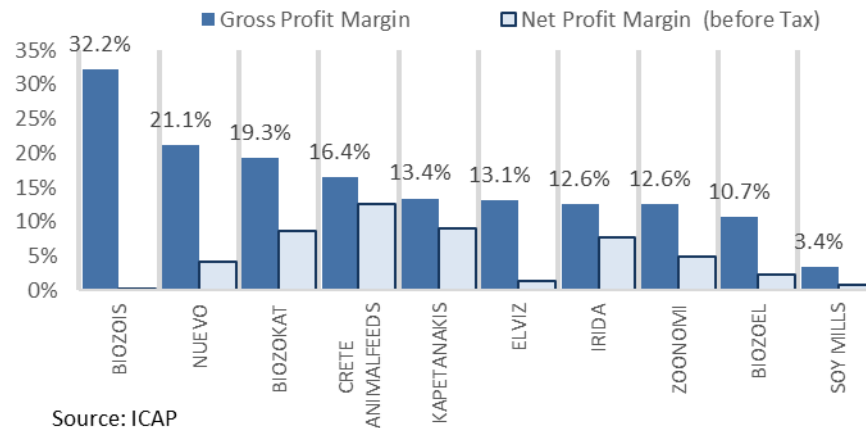
# Financial Data of the Animal Feed Production Sector Nace code 1091

### Sector Profitability Indicators



Source: ICAP

### Profitability Ratios of the 10 Largest Companies in the Animal Feed Production Sector, 2023



Source: ICAP

According to ICAP data, the specific sector (Nace code 1091) presents a Gross Profit Margin of 14.6%-11.4%, showing a stabilising trend in the last two years.

At a lower level, and without significant fluctuations, the pre-tax Net Profit Margin ranges between 3.0% and 4.1% during the period of reference 2019-2023.

In 2023, most of the 10 largest companies in the animal feed industry have higher Gross and Net Profit Margins than the whole industry.

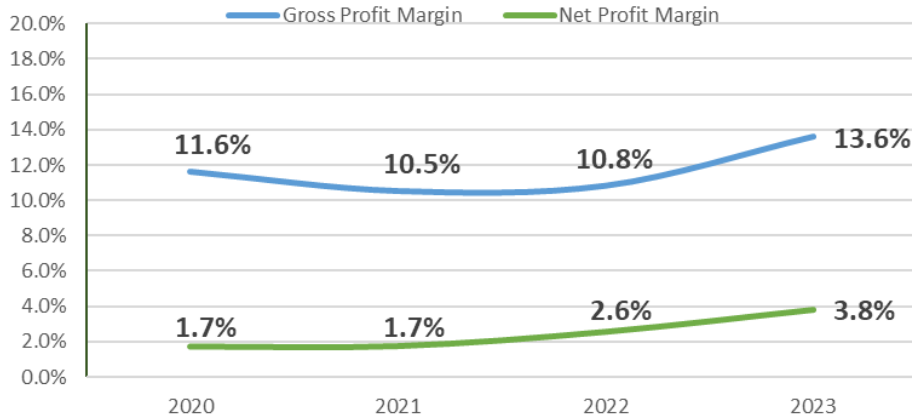


# Financial Data of the 41 Feed Companies of the Sample

The companies participating in the sample, in total present an average Gross Profit Margin of between 10% and 13.6% and an average Net Profit Margin of between 2% and 4%.

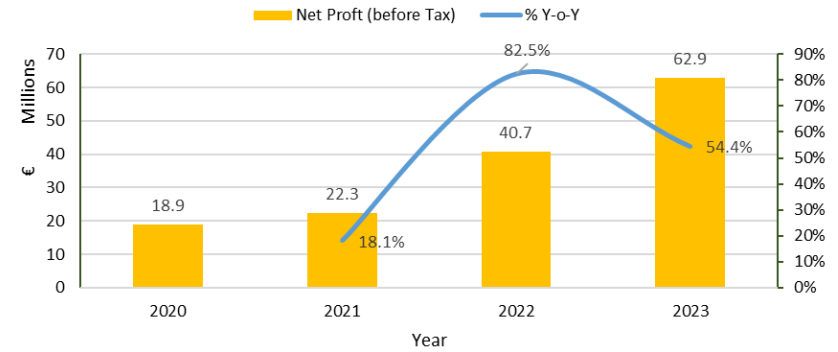
In absolute terms, in millions of euros (graphs, top and bottom right) but also expressed as a percentage of Turnover (left graph), both Net Profit and Gross Profit of companies show an upward trend from 2021 to 2023.

## Profitability Indicators

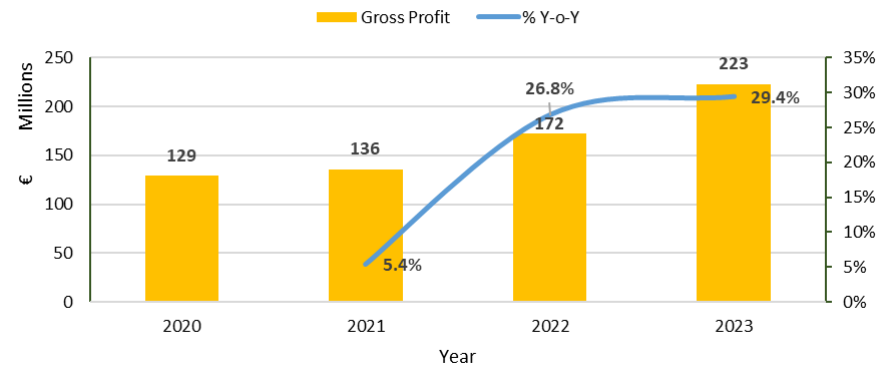


Source: Animal Feed Producers' Data.

## Net Profit Evolution (before Tax)



## Gross Profit Evolution



Source: Animal Feed Producers' Data





The main findings of the mapping study are summarised as follows:

- The animal feed industry for sheep and goats is not particularly autonomous, as these sales of animal feed constitute a small percentage of the turnover of the companies in the sample. The industry is characterised by "economies of scope" and the supply of animal feed for sheep and goats is linked with the supply of other animal feed products and other activities related to other productive animals.
- The CF category for sheep and goats **is characterised by low concentration**. A higher degree of concentration is observed in FM; however, the mapping survey does not include companies that possibly trade FM for other productive animals, which compete with the companies participating in the sample in each product category.
- **The trends in the sales prices of the companies included in the mapping survey appear to follow the respective purchase prices** for each product in the respective international indexes, **even if this happens at a different pace of response to increases and decreases**.
- Domestic prices follow international commodity price trends, possibly due to competition from abroad. Any deviation from this pricing method may result in customer loss.
- However, **it is found that price spreads do not remain stable but increase until 2023**, even though energy has been a small percentage of the total costs of companies in the animal feed industry over time, according to the Eurostat data. The increasing spread of each product does not appear to be a result of energy price evolution.
- There is no selling price alignment among firms for raw materials and compound animal feed, but only a similar trend in the rise and the fall of prices.
- On average, the companies participating in the sample **do not enjoy particularly high-profit margins, although** in 2023, when international commodity and energy prices decline, firms' profit margins **increase**.