

## KWS SAAT AG

7<sup>th</sup> European Workshop on Organic Seed Regulation  
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Seeding the future since 1858

## KWS at a Glance

Fiscal Year 2012/2013

In € mn	2012/2013 e	2011/2012	in %
Sales	1,140	986.3	+15
EBIT	145	140.9	+3
R&D-Expenses	140	126.6	+10
Staff	4,429	3,851	+15

Continually increasing R&D Budget up to 140 € mn in 2012/2013

The KWS group includes 63 companies

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## KWS Product Segments and R&D

FY 2011/12

**Sugar beet**  
€313mn sales

Potatoes

**Corn**  
€572mn sales

Rapeseed

**Cereals**  
€93mn sales

**Cropping Area in Germany (total)**

Sugar beet 385,000 ha	Corn 2.5 mn ha	Cereals 6.6 mn ha
Potatoes 241,200 ha	Rapeseed 1.4 mn ha	

**Research & Development**  
approx. 300 new varieties per year

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## Klostergut Wiebrechtshausen

A property of the protestant church

- Since 2002 organically farmed by KWS (lease)
- This farm is managed in accordance with the organic principles and guidelines of the EU and the Naturland Association

Wiebrechtshausen stands for:

- The production of organic seeds (in cooperation with the seed production organisation „Naturland Marktgeseellschaft“)
- Trial surfaces for official variety trials and own breeding trials
- Testing of modern farm issues

Wiebrechtshausen is a trial site for:

- Research cooperations with universities (e.g. Hohenheim and Göttingen)
- Production trials and issues, e.g. repellents against bird damages, sulfurous fertilization, intercropping, weed management
- Cropping trials with other cereals breeders
- official variety trials / VCU-trials (agricultural chamber of Lower Saxony)

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## Klostergut Wiebrechtshausen

Organic seed production

- Farming on 433 ha, total surface of the farm 507 ha
- Around 200 ha organic seed production (cereals and leguminous crops)

Crops in 2013			Crops in 2013		
	ha	%		ha	%
Winter wheat seed prod.	21	5	Fodder peas seed prod.	10	2
Summer wheat seed prod.	53	12	Field bean seed prod.	35	8
Triticale	60	14	Carrots	14	3
Rye seed production	35	8	Maize	18	4
Spring barley seed prod.	14	3	Table Potatoes	41	9
Winter barley seed prod.	25	6	Red beet	4	1
Grass clover	93	22	Trial plots	10	2

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## KWS-Activities in Organic Farming

Focus: Cereals

General Information

- For 15 years now, KWS has been active in testing, selection, and breeding of appropriate varieties, and seed production for organic farming

- We are working on all crops:
  - Winter / Summer wheat
  - Winter- / Spring barley
  - Winter- / Summer rye, esp. hybrid rye
  - Winter triticale
  - Oats
  - Grain peas
  - Maize
  - Winter rapeseed
  - Sugar beet
  - Potatoes (for industrial use only)

Breeding and / or genotype testing for organic farming

- Winter wheat and maize: Selection trails at several locations, nationwide
- All other crops: Early testing of appropriate, promising, new lines and / or VCU- candidates

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**KWS-Activities in Organic Farming**  
 Focus: Cereals

Our trade channels

Group a) **Own seed production done by KWS**

- Organically farmed surfaces in Austria (maize) and Italy (sugar beet)
- Crops: Maize and sugar beet
- KWS sold to the retail market

KWS-breeding → KWS seed production → Retailer → Farmer

Group b) **Basic seed and production under license by independent commercial seed producers** (e.g. OkoKorn-Nord, Naturland)

- Organically farmed surfaces in Germany
- Crops: Wheat, barley, triticale, rye, oats, peas, potatoes (industrial use)
- License fees paid to KWS

KWS-breeding → Seed production organizations → Retailer → Farmer

**KWS is a breeding company and does not sell seeds directly to farmers.**

- No direct influence on the seed trade and seed availability.
- The retailers must keep and continuously update the seed database.

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**Challenges for Organic Seed Production**  
 What must be taken into account, from our point of view

- The number of varieties offered to the farmers may not decrease.
- The varieties must be considered regarding their performance in organic farming (yield, quality, resistance against diseases).
- The quality criteria for organic seeds must be standardized (threshold values for diseases like *Tilletia caries*, standardised laboratory methods and analyses).
  - Seed database / organicXseeds
- Development and the testing of new varieties
  - In trials (e.g. VCU-tests), the latest, new genotypes are used – very often, there aren't organic seeds available.

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**Challenges for Organic Seed Production**  
 What must be taken into account, from our point of view

What counts for organic farmers?

- They must have a broad range of varieties for all crops available.
- The demand for varieties must be satisfied.
- Seed database / organicXseeds database:
  - Seed lots which do not meet the quality requirements, must be eliminated in the database by the trade.

What counts for organic seed production organisations?


- It must be possible to satisfy the demand for new varieties short-term.

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**Challenges for Organic Seed Production**  
 What must be taken into account, from our point of view

What counts for breeding companies and the research?

- Untreated seeds from conventional seed productions must stay admitted for the testing of the latest varieties
- Breeding companies must be informed, which quantities for which varieties are deregulated
- Well-kept, continuously updated seed databases



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**Thank you  
 for your attention**

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Wieszbachhausen, 1. st. Oct. 2013