



Lantmännen



Expectations on agronomists

From the Swedish agribusiness sector

Beatrice Ramnerö, agronomist & strategic analyst Lantmännen


Agenda

- Short introduction to me and Lantmännen
- Agronomists in Sweden
- Agronomy students expectations
- Agribusiness expectations



Who am I?





” *Our owners are our foundation and the key to our brand. We live off the earth, and the earth is the base of everything we produce and the core in everything we do.*

Our base is in Northern Europe

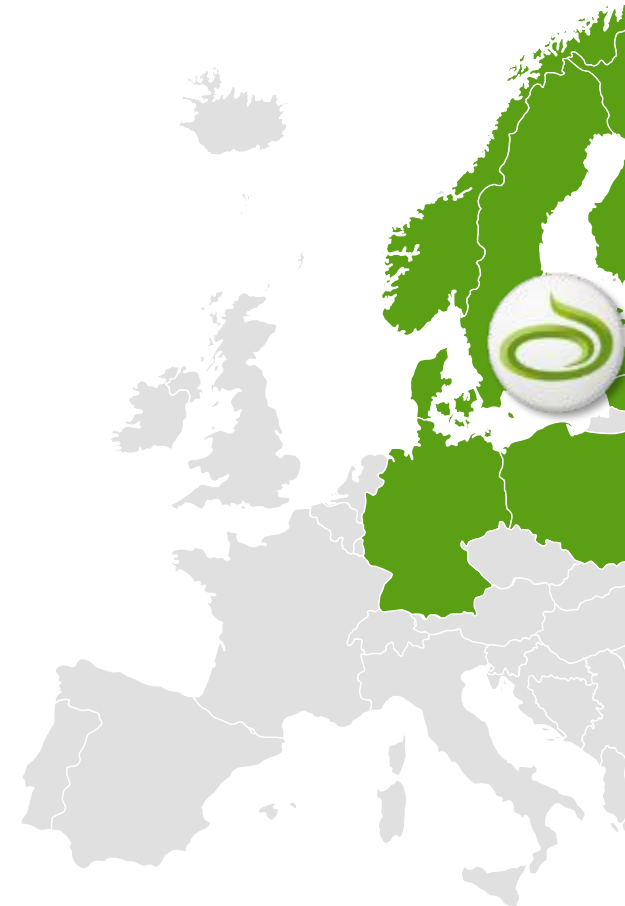
- Lantmännen is an agricultural cooperative and Northern Europe's leading player in agriculture, machinery, bioenergy and food.
- We are owned by 25 000 farmers, have 10 000 employees, operations in some 20 countries, and an annual turnover of 40 billion SEK.



Chairman of the Board:
Bengt-Olov Gunnarson



CEO & Group President:
Per Olof Nyman



Lantmännen's business portfolio creates value with the farmer at the center





”

Lantmännen's assignment is to contribute to the profitability on our owners' farms, and optimizing the return on their capital in Lantmännen.

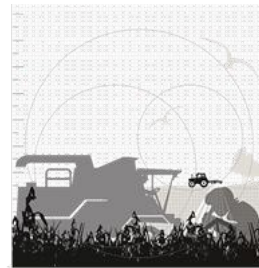
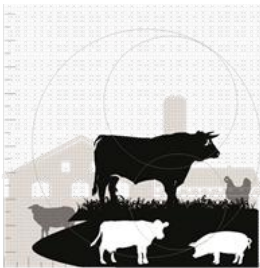
Agenda

- Short introduction to me and Lantmännen
- Agronomists in Sweden
- Agronomy students expectations
- Agribusiness expectations

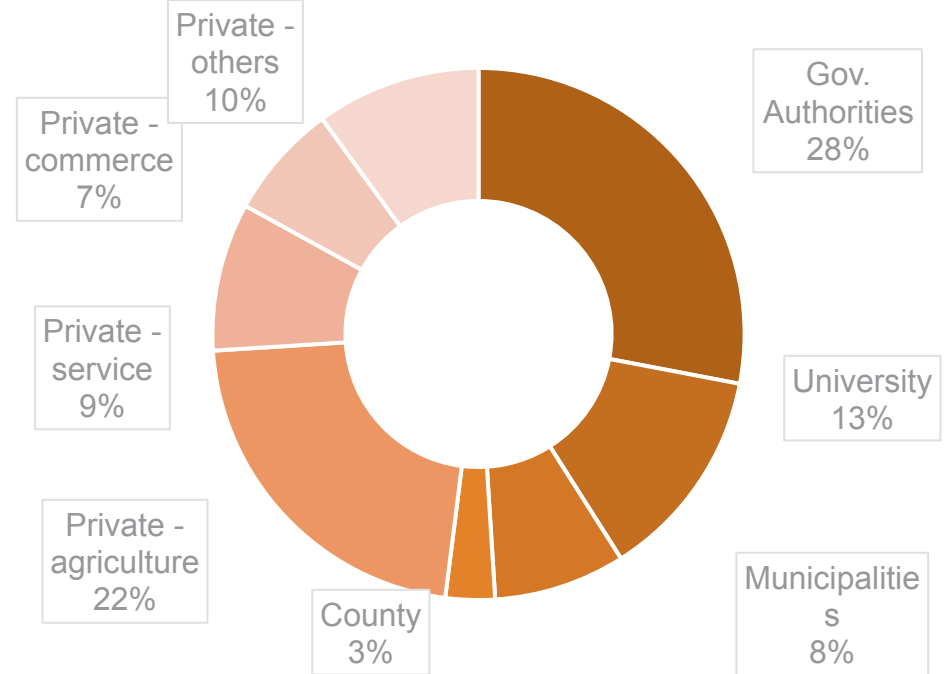
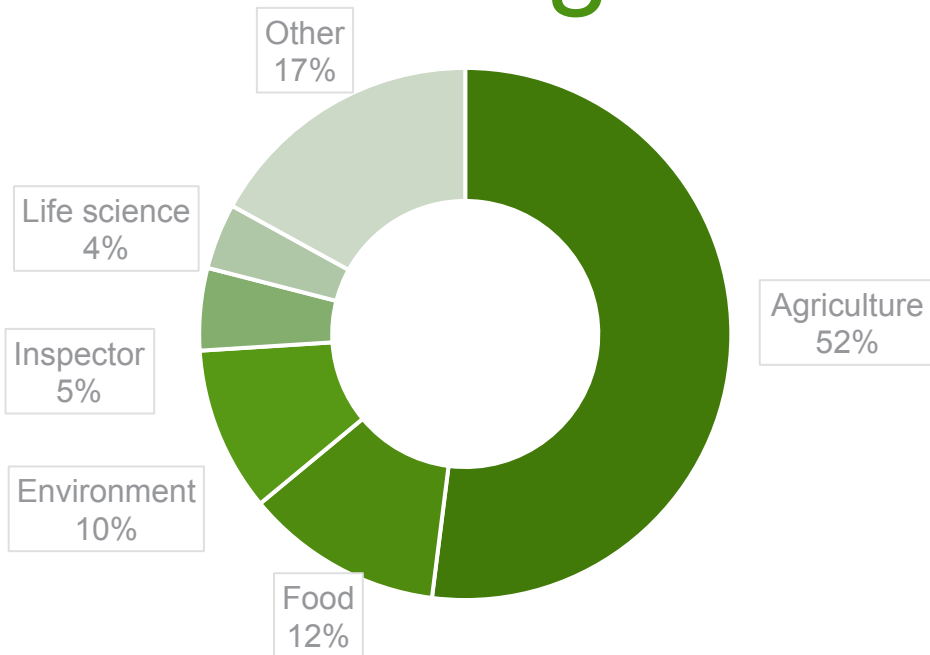


Swedish agronomists - education

- Swedish University of Agricultural Sciences, Uppsala
- 5 year
- Animal science, Economics, Food science, Soil/plant science, Rural development



Swedish agronomists - professionals



Top positions	%
Officer	37 %
Specialist	21 %
Project manager	12 %
Manager	20%

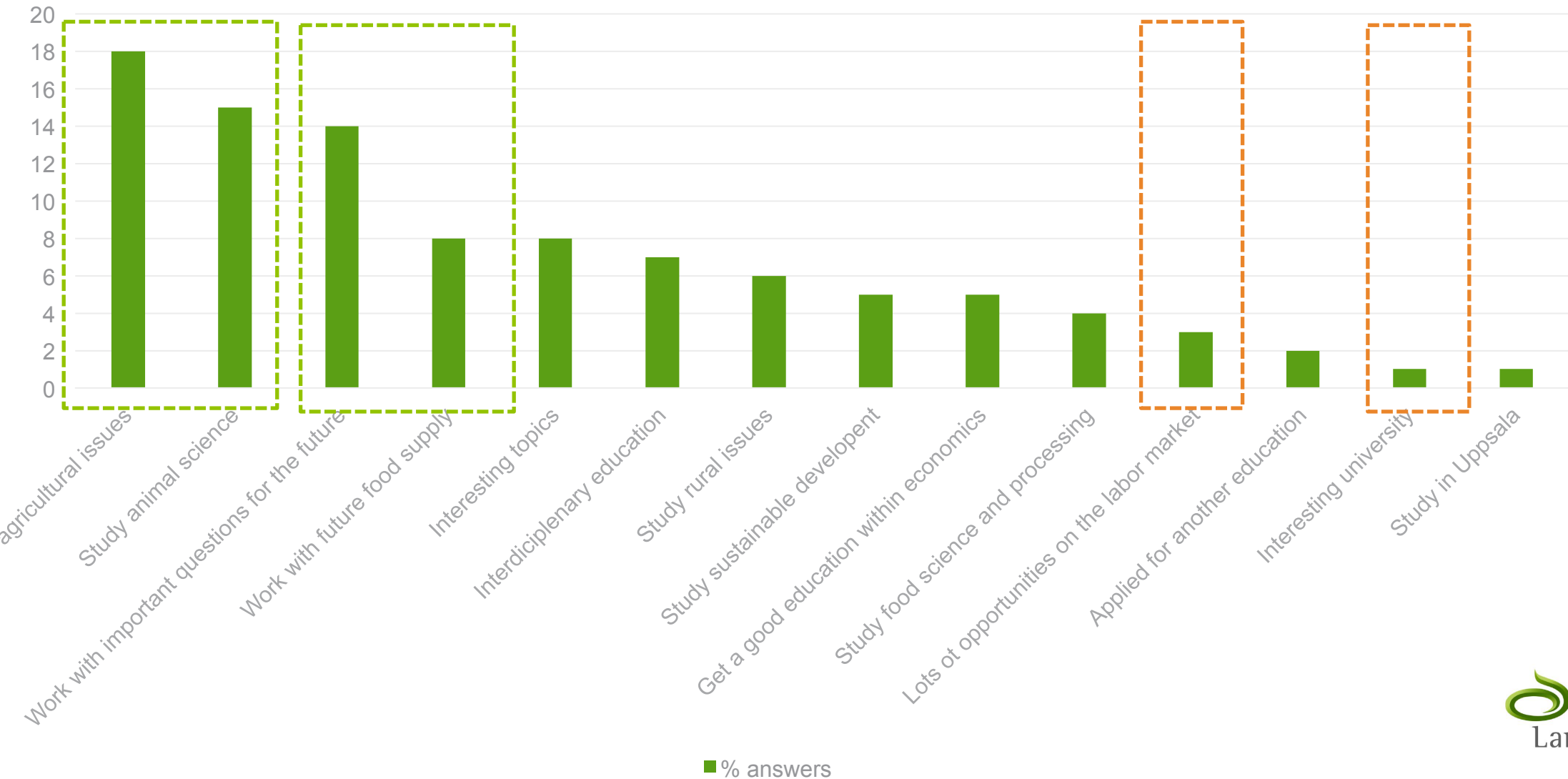
- Top 3 private sector agriculture**
1. Lantmännen
 2. DeLaval International
 3. Hushållningssällskapet

Agenda

- Short introduction to me and Lantmännen
- Agronomists in Sweden
- Agronomy students expectations
- Agribusiness expectations



Why did you start the education?

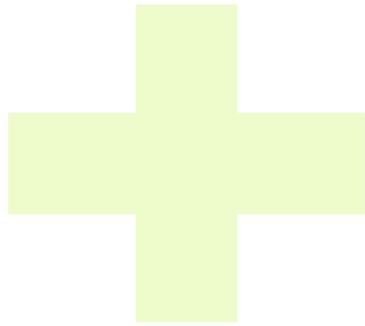


Agenda

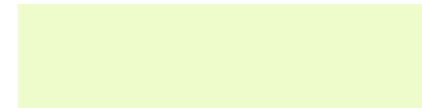
- Short introduction to me and Lantmännen
- Agronomists in Sweden
- Agronomy students expectations
- Agribusiness expectations



The Swedish agribusiness companies expectations on agronomists



- Agronomists' competence very important
- Holistic view



- Missing understanding for practical farming
- Businesses and processes



The Swedish agribusiness companies expectations on agronomists

PROBLEM SOLVERS



Understands
agriculture

**business, business,
business...**

Use knowledge in
practices

GENERAL

Soil/plant science

Digitalization, technical
competence

Feed & nutrition

Production optimization

SPECIFIC

challenges regarding agribusiness competences

- Few persons that have the agribusiness competence desired → **need to increase the recruitment base**
- Larger competition among employers and hard to find specialist competences → need to work **more proactively to form the competence we need**



“Wish list” from the Swedish Agribusiness sector

- Adding more business to the educations!
- Enable for students to specialize within certain fields
- Technical competence
- Optimization of productivity
- International agribusiness, trade, export
- Soil- and plant excellence
- **Combine excellence with business!**





Thank you!

Beatrice Ramner
Strategic Analyst
Lantmännen

Beatrice.Ramnero@lantmannen.se
+467256543