

THE EUROPEAN FUR INDUSTRY

"Competition, Coexistence, Cooperation"

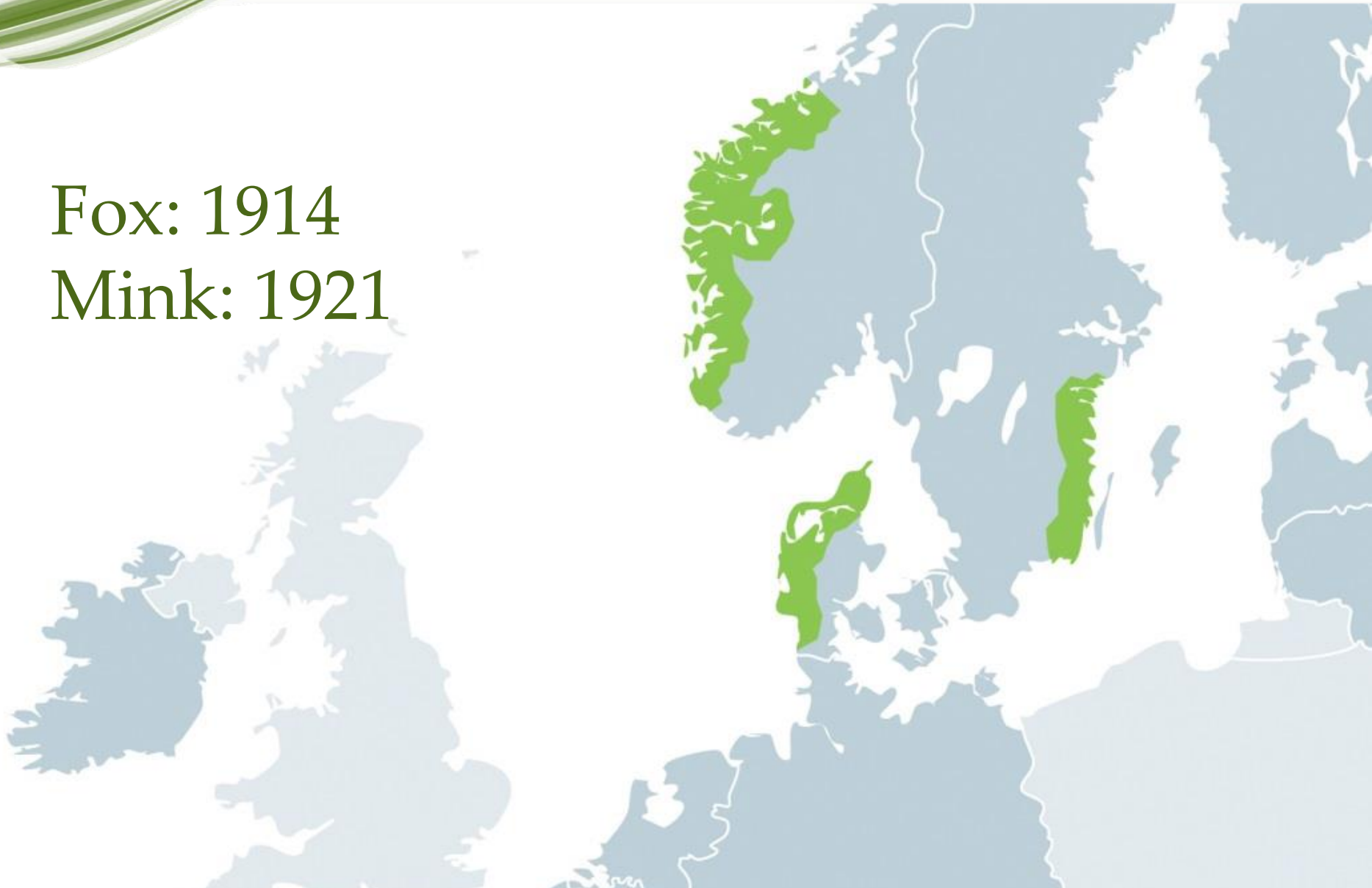
EFBPA Congress
Prague, 13. June 2013

FUR FARMING HISTORY

- Fur animals domesticated in North America in 1860s
- Imported to Europe in the beginning of the 20th Century
- Fur animals used to be a by-production. This has phased out since the 1980s
- Today, Europe is the world's largest fur producer



Fox: 1914
Mink: 1921



EUROPEAN FUR PRODUCING COUNTRIES

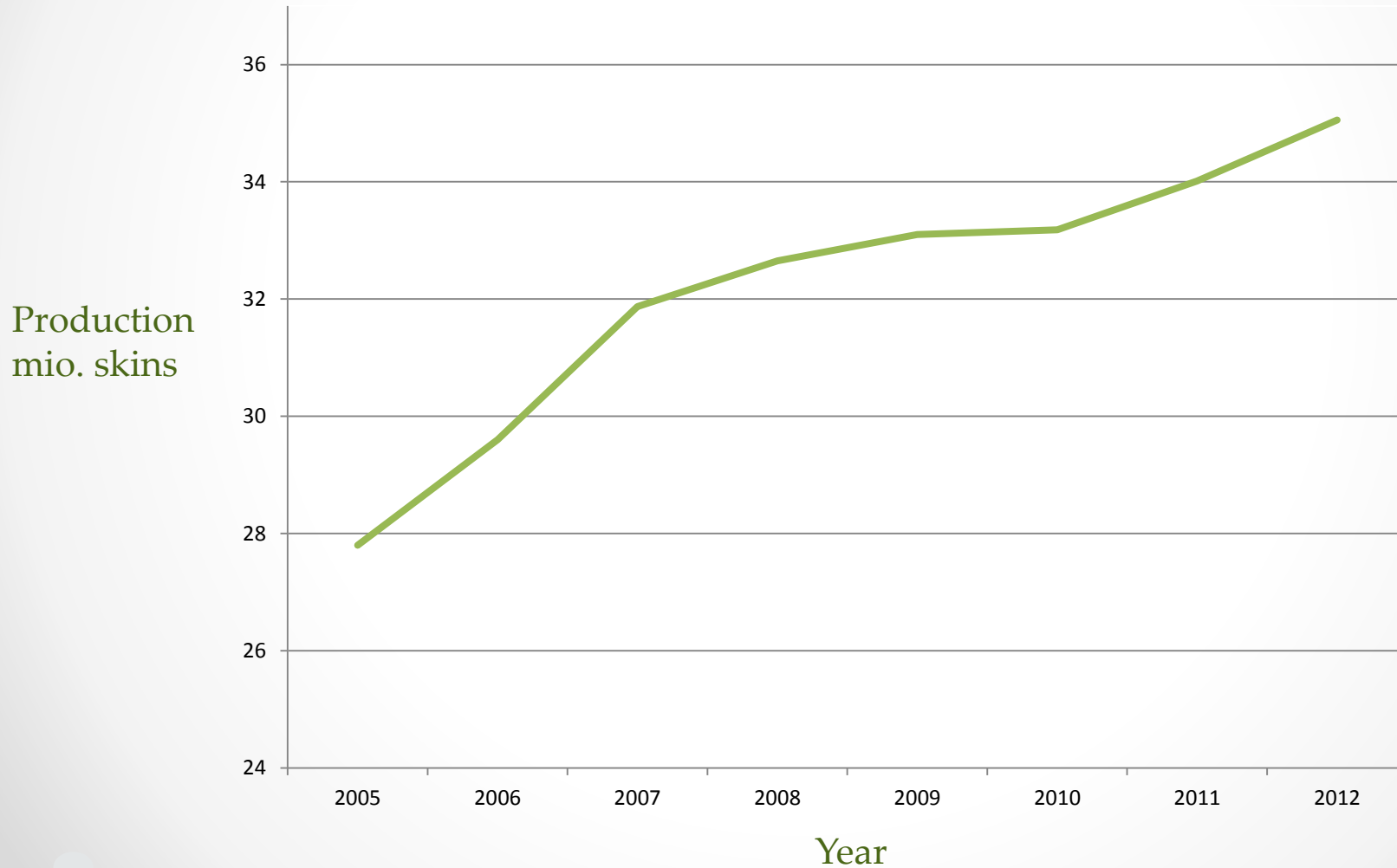


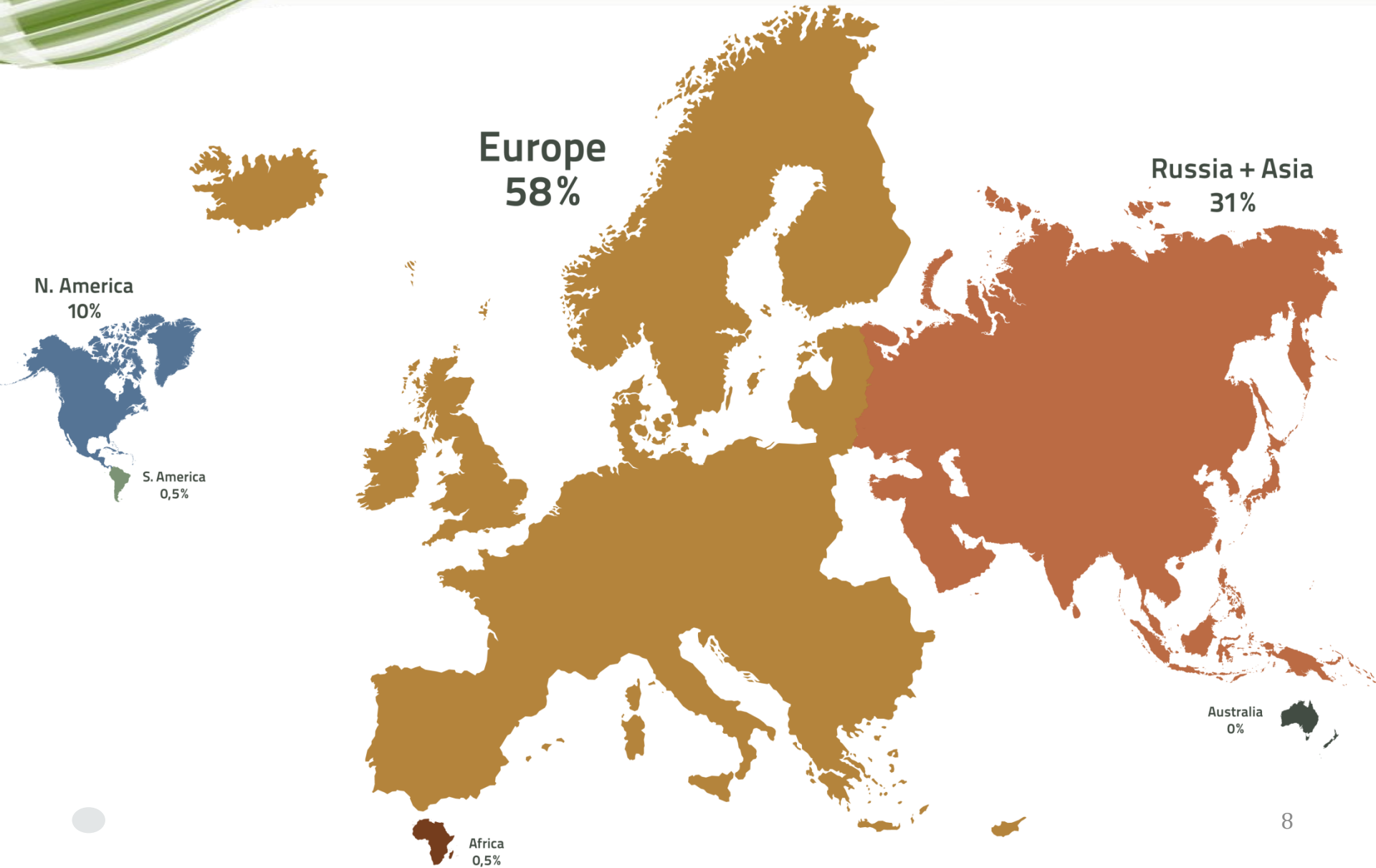


FUR PRODUCTION

- Europe produced 35 million fur animals in 2012
- Largest fur producing countries are Denmark, Poland, Finland, The Netherlands
- Much interest for fur farming in Eastern Europe
- Fur skins are price sensitive – quality is important
- Average prices 2013: Mink 82 EUR, Fox 160 EUR

PRODUCTION DEVELOPMENT

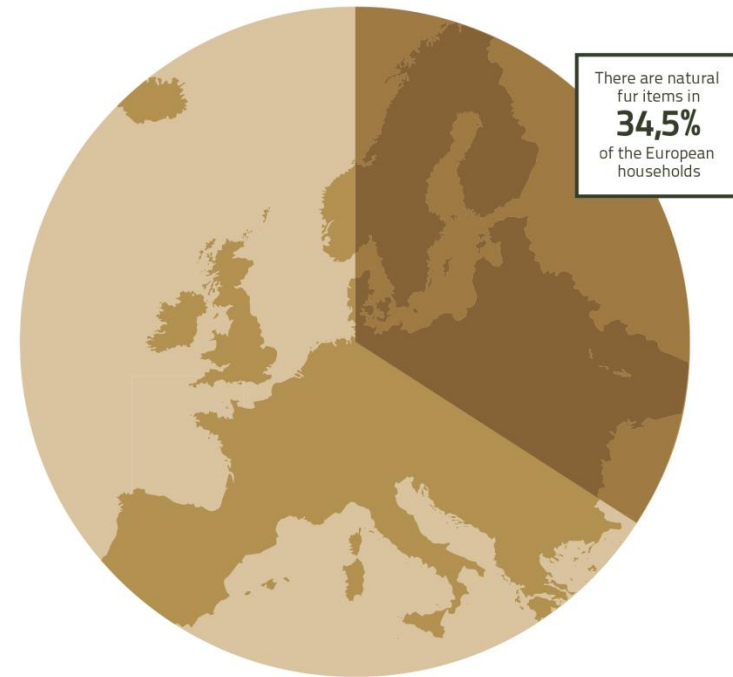
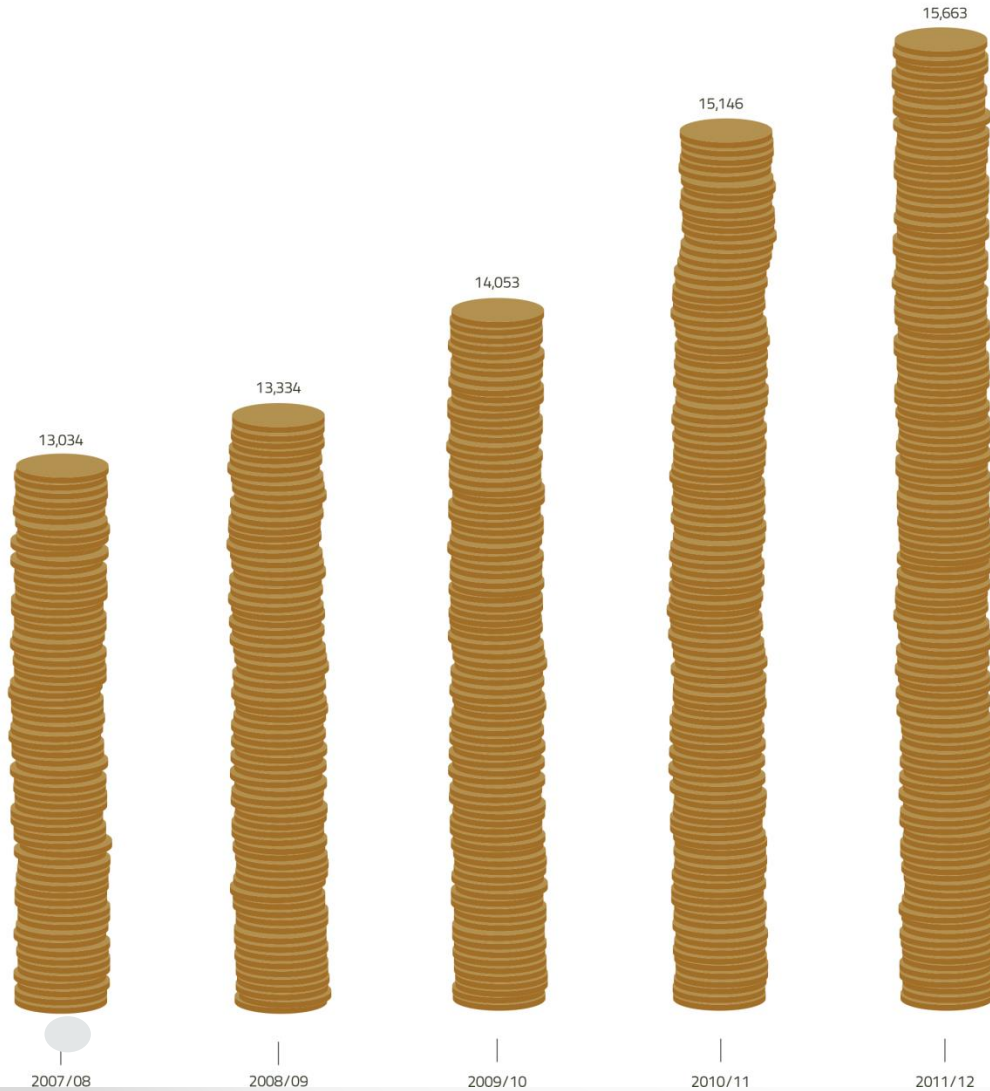




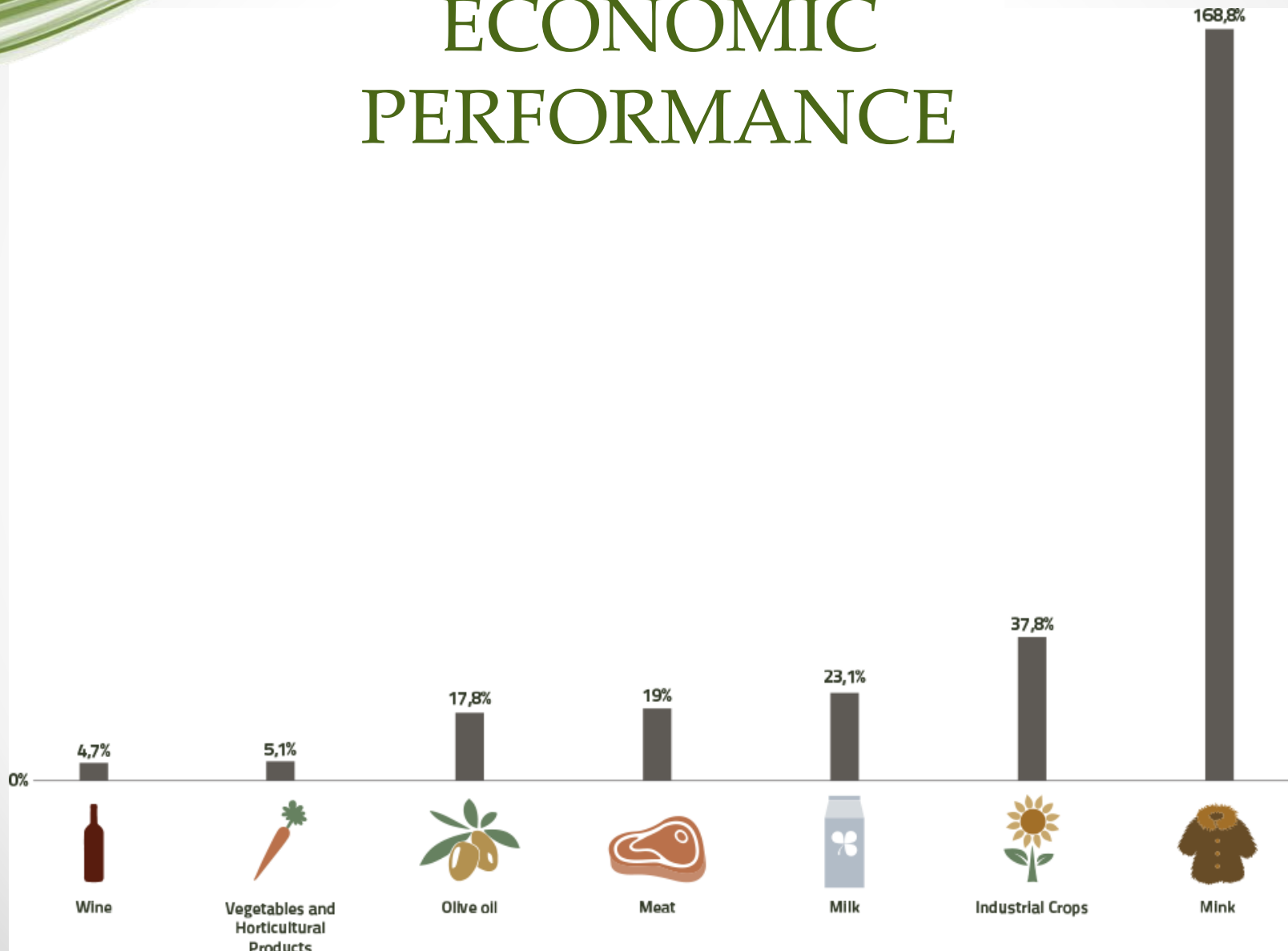
FUR MARKETS

- Global consumption of fur is growing
- Demand for fur is driven by Far East Asia and Russia
- The use of fur has changed
- Fur is in fashion
- New industries use fur
- New markets emerge, e.g. Brazil, United Arab Emirates

GLOBAL FUR SALES



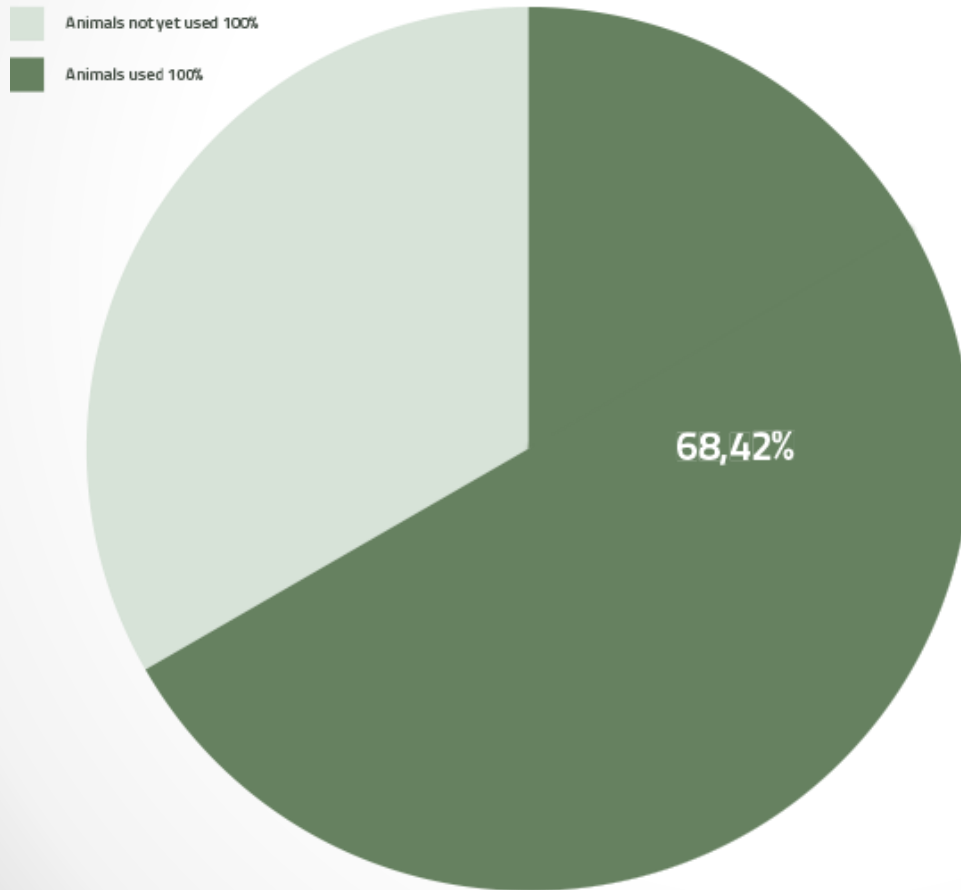
ECONOMIC PERFORMANCE



POLITICAL SITUATION

- Fur farming bans in 5 countries: UK, Austria, Croatia, Slovenia and The Netherlands
- Fur farming bans are based on ethics (fur is an "unnecessary luxury" product)
- 45% of Europeans who find fur "unacceptable" use the argument that fur animal's bodies are wasted

USE OF CARCASSES



Examples of what carcasses are processed into:



Fertilizer



Biofuel



Cement

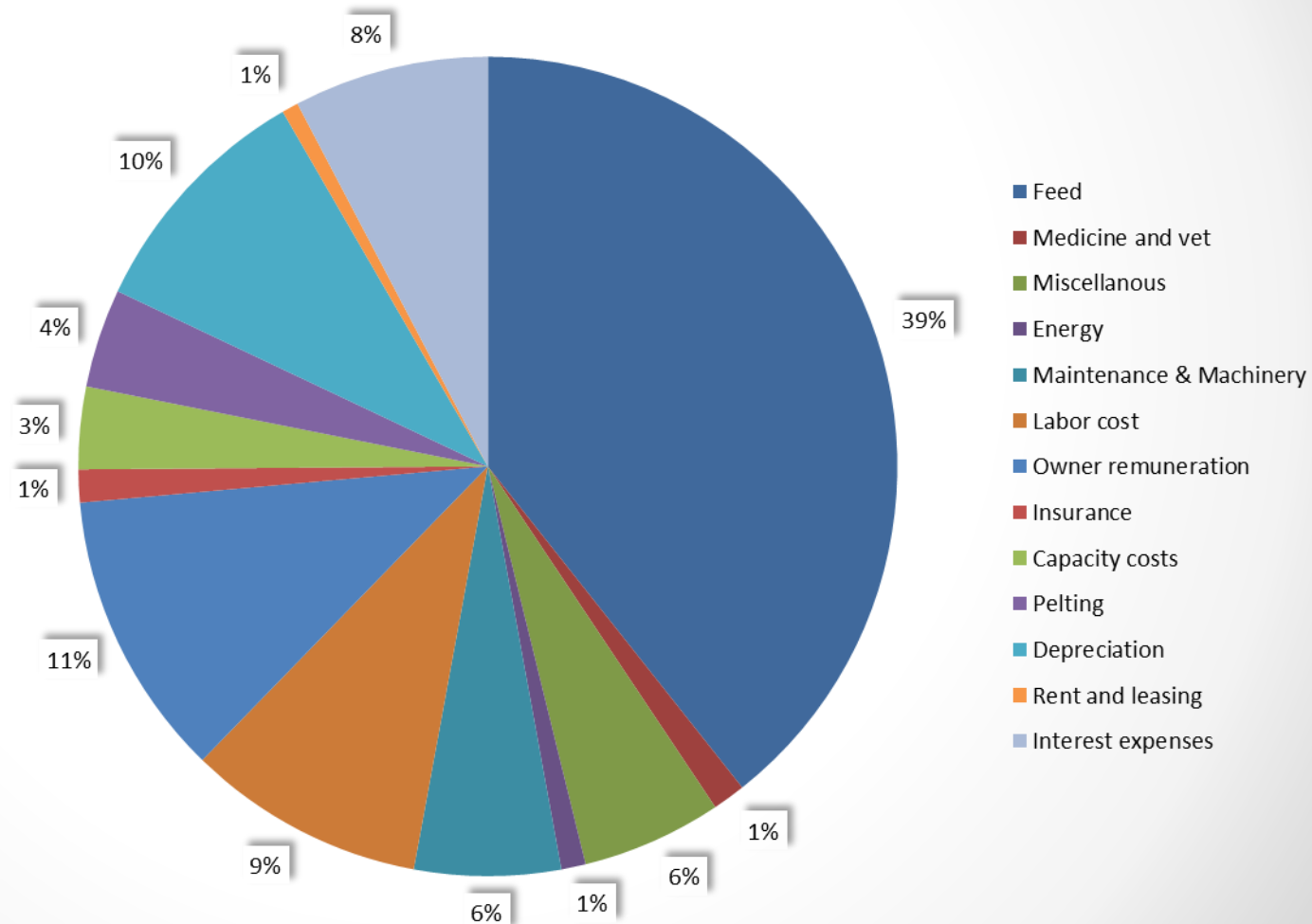


Renewable energy

THE COST OF A MINK SKIN

41,35 EUR pr. skin

**Feed: 16,35
EUR pr. skin**



FEED SUPPLY STRUCTURE

- European fur animals consume 2,000 million tons of feed annually
- Cooperatives, private feed kitchens, individual farm kitchens
- Some lack of professionalism
- Generally focus on cheap ingredients
- The industry itself is behind the supply

FEED ENERGY MIX

30-32%

Protein: fish, fish by-products, poultry offal, fish silage, hemoglobin, meat meal (Veg. protein 5-8%)

15-17%

Carbohydrates: barley, wheat

51-55%

Fat: rapeseed oil, soybean oil, swine fat

+ water, vitamins, minerals

OUR FEED CHALLENGES

- Food industries have become very good at refining their products
- Increased competition from other industries
- Lack of professional feed supply in some areas
- Hygiene, diseases
- Legislation
- Transportation

EFBA FUTURE OUTLOOK

- 100% use of fur animal carcasses
- Raise quality levels in the European fur production through professional feed supply
- Attention on alternative feed sources
- Research

THANK YOU