

Eurofins Agro:  
For healthy, viable and  
sustainable farming  
and growing





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2. Strategy
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5. Sectors
6. Expertise
7. Analysis methods
8. Why choose Eurofins as a partner



**We want to contribute to healthy, viable and sustainable farming and growing**

As an independent partner we enable our customers to improve yield, soil and crop quality, and help them become profitable. We do so by providing analytical services and decision support.



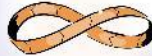


# STRATEGIC DIRECTION 2022 - 2026

WE CONTRIBUTE TO HEALTHY, VIABLE AND SUSTAINABLE FARMING & GROWING



TO THE NEW LEVEL WITH CUSTOMER JOURNEYS



REACT TO MARKET SIGNALS QUICKLY



LOW-COST OPERATIONS WITH AUTOMATION

RELENTLESS CONTINUOUS IMPROVEMENT

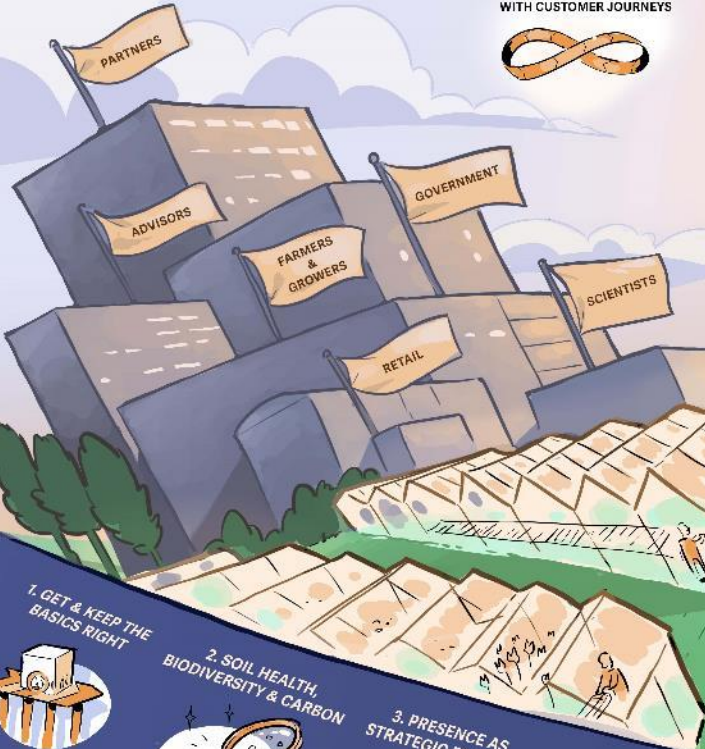
GREAT PLACE TO PERFORM



PROFITABILITY

SOIL & CROP QUALITY

OPTIMISE YIELD



1. GET & KEEP THE BASICS RIGHT



2. SOIL HEALTH, BIODIVERSITY & CARBON



3. PRESENCE AS STRATEGIC PARTNER



4. STRUCTURED M & A



5. DOING BUSINESS WITH DATA



INTERNATIONAL BUSINESS LINE AGRO TESTING





- Norway
- Sweden
- Finland
- Denmark
- United Kingdom
- Netherlands
- Germany
- Belgium
- France
- Hungary



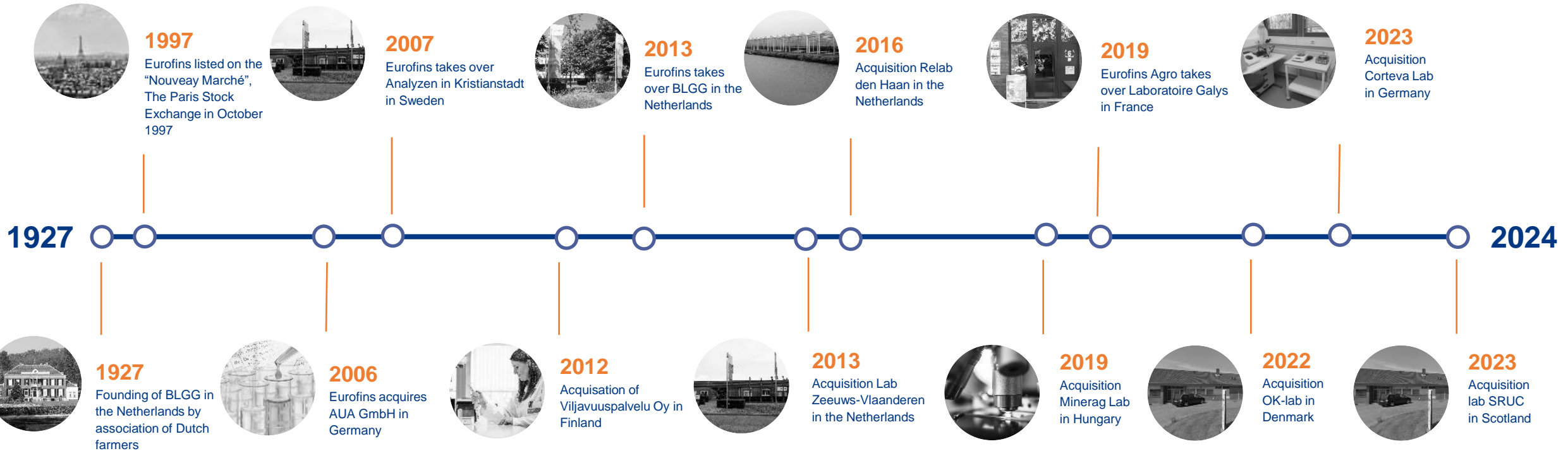
## Direct connections

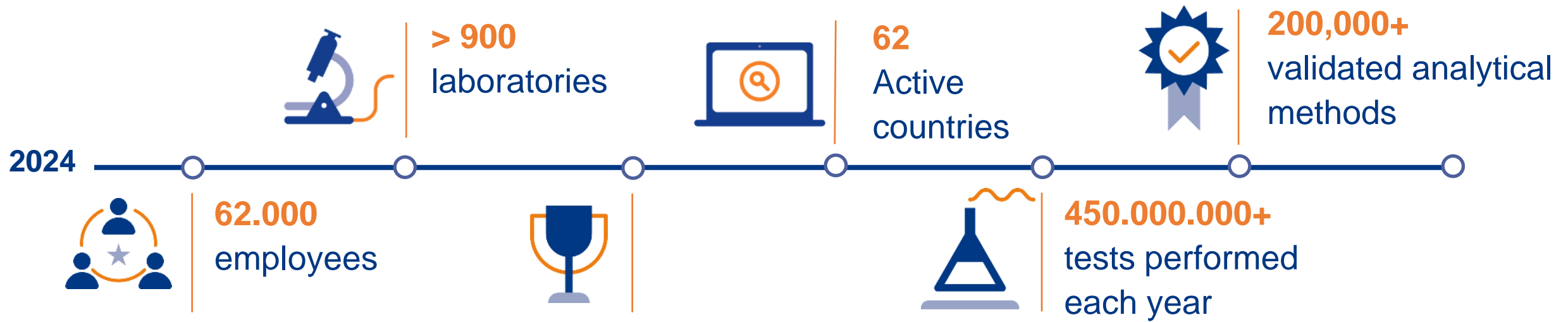
- Austria
- Belgium
- Brazil
- China
- Croatia
- Czech Republic
- Denmark
- Finland
- France
- Germany
- Hungary
- Lithuania
- Netherlands
- New Zealand
- Norway
- Poland
- Portugal
- Spain
- Sweden
- United Kingdom



*\*agricultural Lab as a Service*

# History International Business Line Eurofins Agro Testing









Soil and crop health solutions



Forage solutions



Manure & compost



Automation



Horti solutions



Horse keeping



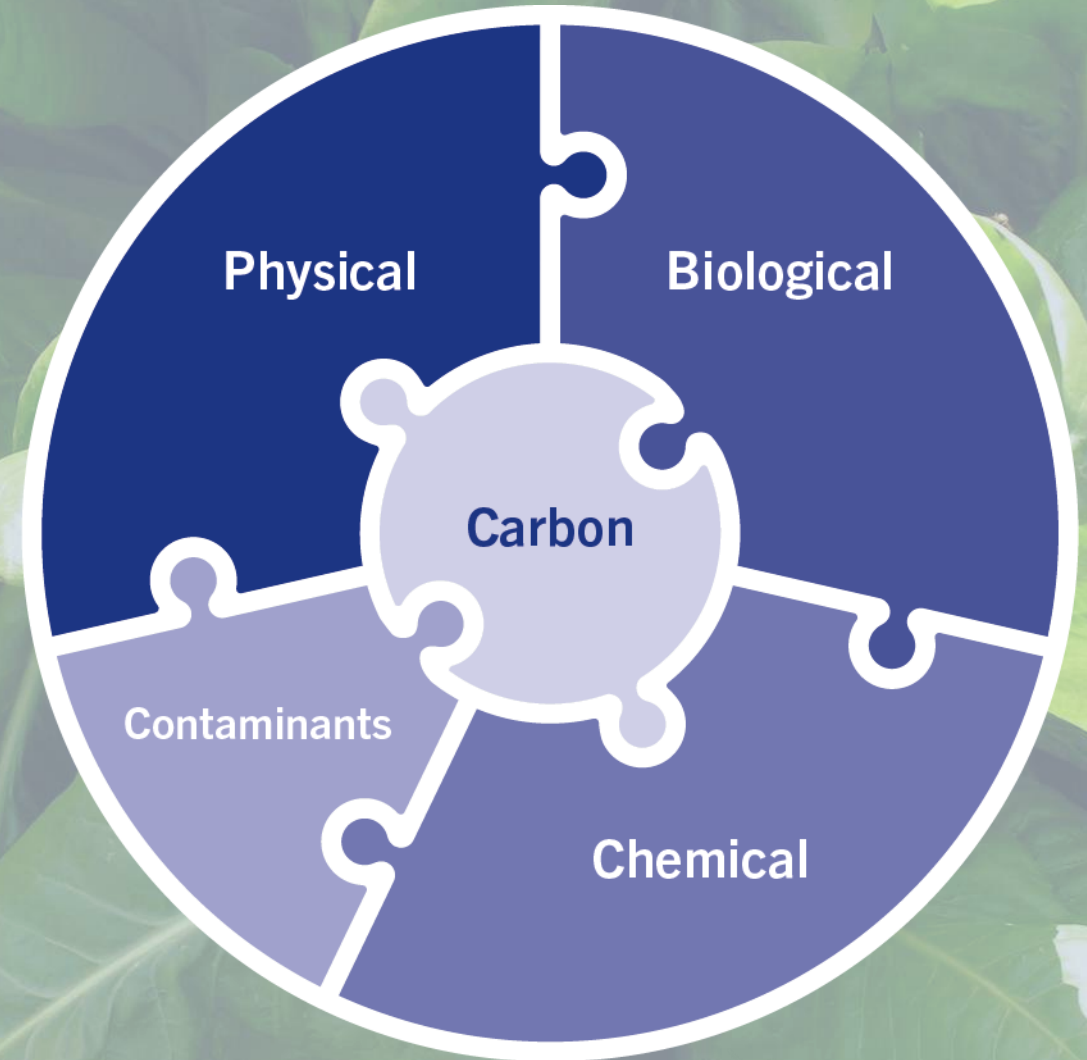
Biogas



Digital solutions

For insight in optimal crop and soil health, including carbon storage, water holding capacity, soil biodiversity, essential nutrients and potential pollution.

- Fertilization Manager
- Soil Carbon Check
- Crop Check & Soil Check
- Soil Crop Monitor
- Soil Life Monitor
- Nematodes
- Legislative testing







For insight in fertilization of grass and arable land, composition of rations, feed value of silage and quality of drinking water.

- Silage Manager (including Rumen Character)
- Ration Check
- Fertilization Manager
- Fertilizer Check

Many feed valuations are possible with direct input into many rationing software.





A healthy, fertile soil is of great importance for a good yield. A compost or manure application maintains soil fertility. Eurofins Agro's compost and manure analyses provide insight into the quality.

**Compost parameters:** nutrients, heavy metals, stability, pollutants (PFAS), nematodes etc.

**Manure parameters:** organic matter content, nutrients, nitrogen, phosphate, potassium etc.





Insight in fertilization of the pasture, composition and fructan content of the roughage, quality of the drinking water.

- Equi Feed
- Fertilization Manager
- Soil Crop Monitor



Biogas analyses provide important index data, giving insight and assurance over the fermentation process. We can chart the entire process for you: from substrate to digestate.

- Substrate analysis prior to fermentation
- Fermentation analysis during fermentation
- Digestate analysis after fermentation



Online portals for easy ordering: B-to-B and B-to-C.  
For desktop and mobile devices. Place an order, follow the sample journey and see results.

- Agroportal
- EOL – Eurofins Online System
- EOL Order app
- B-to-B LabConnector
- Webshop



For internal Eurofins automation projects.

Some examples are:

- Robotization projects
- Machine building
- Process automation

Applications include the following processes:

- Sample reception
- Sample sorting
- Sample pre-processing
- Sub sampling





- Classic wet-chemistry
  - Fill in the methods of your country
- DNA
- Sensor technologies with the aLaas network
  - NIRS
  - LIBS, XRF: being developed
- Remote sensor technologies: being developed







## Forage:

- In-house: from 1995
- aLaaS\*: from 2008
- Now > 40 direct connections worldwide

## Soil:

- In-house: from 2001
- aLaaS: from 2018
- Increasing number of parameters

## Manure:

- In-house: from 2020
- aLaaS: being developed

*\*agricultural Lab as a Service*

# Why choose for Eurofins as a partner?



## Independent results

- We are an independent globally accredited company with a stock exchange listing.
- Ethics in our business and financial activities is not a compromise but our 1 core value.
- ISO17025 accredited.
- GMP+ accredited.

## Customer driven

- Account teams
- Service focused
- Analytical Service Managers
- TAT focused
- Problem-solving partner in the entire chain

## Broad analysis portfolio

- One-stop-shop service
- Protection of goods and brands with a range of >200,000 tests and methods
- Various competence centers
- Renowned experts
- New / sensitive tests available



# Why choose for Eurofins as a partner?



## Worldwide network of 900 labs in 61 countries

- Unique experience & expertise on a large scale leads to cost reduction
- Innovative possibilities to detect emerging risks
- Almost 100 years of knowledge and experience
- Agronomical experts

## Investment in R&D and in modern equipment

- Technical quality of analysis
- Development of new methods
- Cooperation with governments and major universities

## International presence

- Close to the customer
- Worldwide reliable standards with high quality
- Expertise in local legislation

