

FIRST RESULTS OF NORTHERN ITALY INTERBRANCH ORGANIZATION'S SURVEY ON AGRICULTURAL PRODUCTION COSTS



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In collaboration with

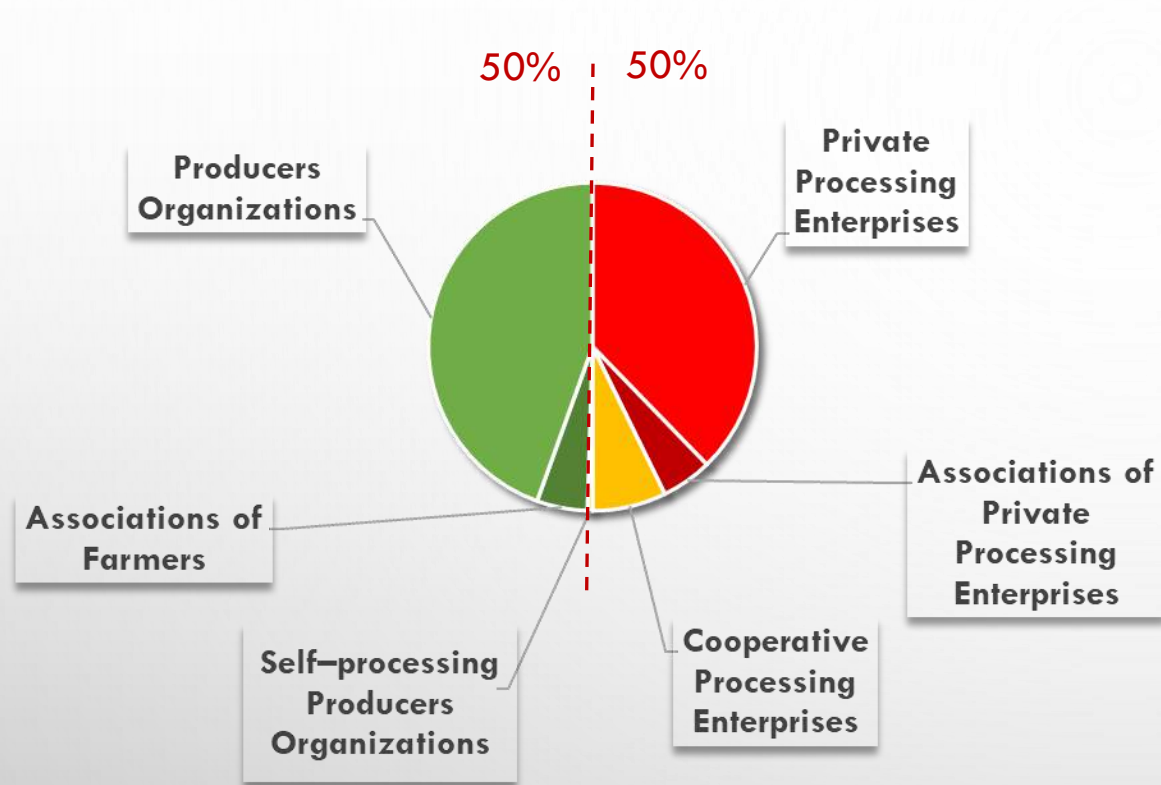


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INTERBRANCH ORGANIZATION «OI POMODORO DA INDUSTRIA NORD ITALIA»



Italy: 2nd Country in the world production
 Northern Italy: 50% Italian production
 Northern Italy IO: 80% Northern Italy

ANALYSIS ABOUT TOMATO PRODUCTION COSTS

THE ANALYSIS IS RELATED TO:

- PROCESSING TOMATO
- AGRICULTURAL PRODUCTION COSTS

THE PRESENTATION IS ABOUT THE FIRST RESULTS OF THE SURVEY:

WE WANT TO DEEPEN THIS RESEARCH...

ANALYSIS ABOUT TOMATO PRODUCTION COSTS

THE SURVEY IS:

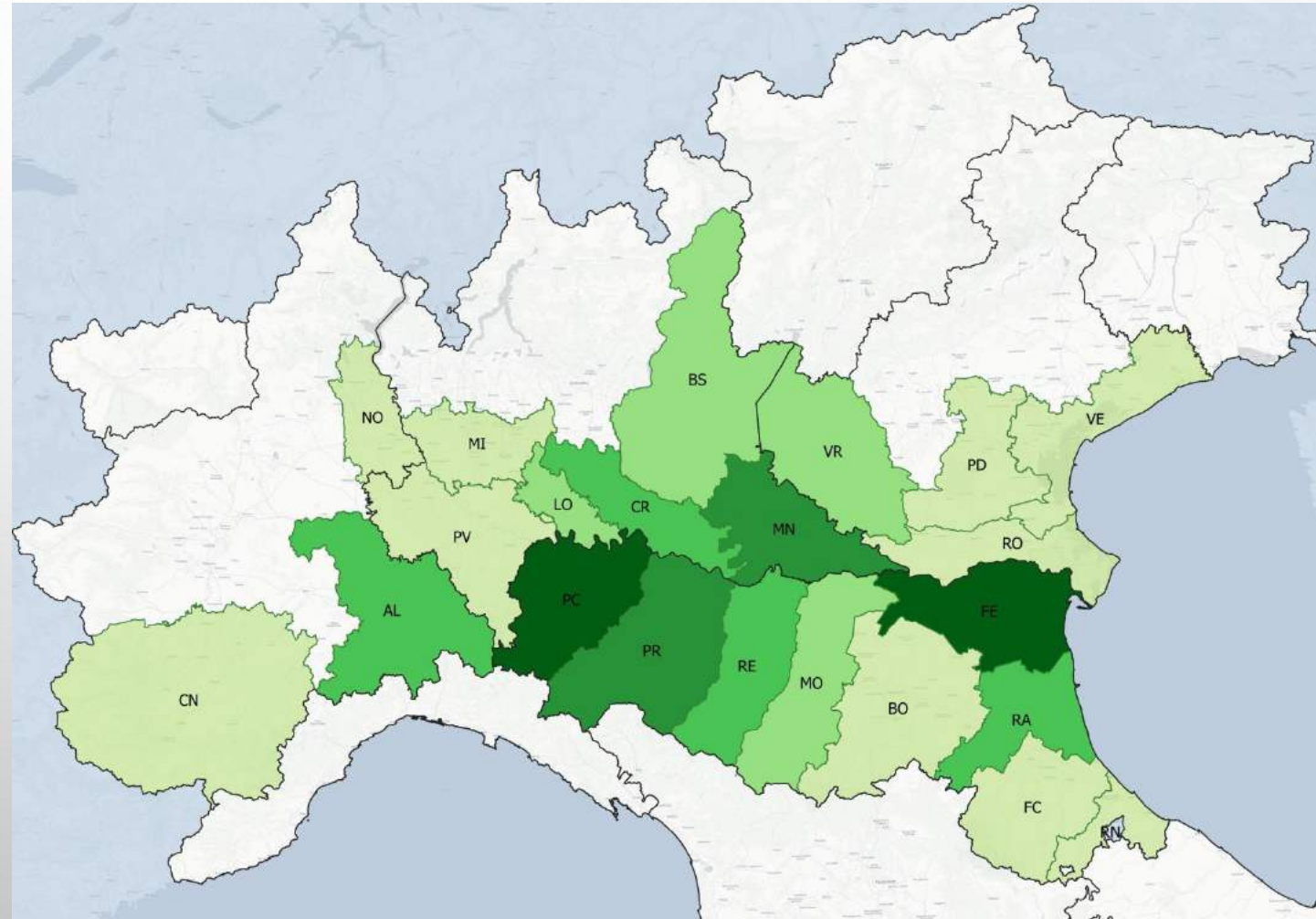
- BASED ON 2020 DATA (TOMATO AREA, YIELD, COSTS, ...)
- REPRESENT THE CHARACTERISTICS OF ALL TERRITORIES
- REPRESENT THE SIGNIFICANT CHARACTERISTICS OF ALL FARMS
(FARM SIZE, CONTRACTORS, TYPE OF IRRIGATION,..)
- NOT DIRECT INTERVIEWS TO FARMERS (TO AVOID EMOTIONAL ANSWERS)
BUT ALL THE QUESTIONNAIRES FOR EACH FARM HAS BEEN FILLED OUT
BY PO'S TECHNICIANS THAT FOLLOW THAT FARM FOR YEARS (TO HAVE REAL DATA)
- FINAL DATA HAS BEEN PROCESSED BY IO'S STAFF: TO VERIFY DATA,
COMPLETE MISSING INFORMATION AND ELIMINATE ANOMALOUS VALUES

SURVEY SAMPLE

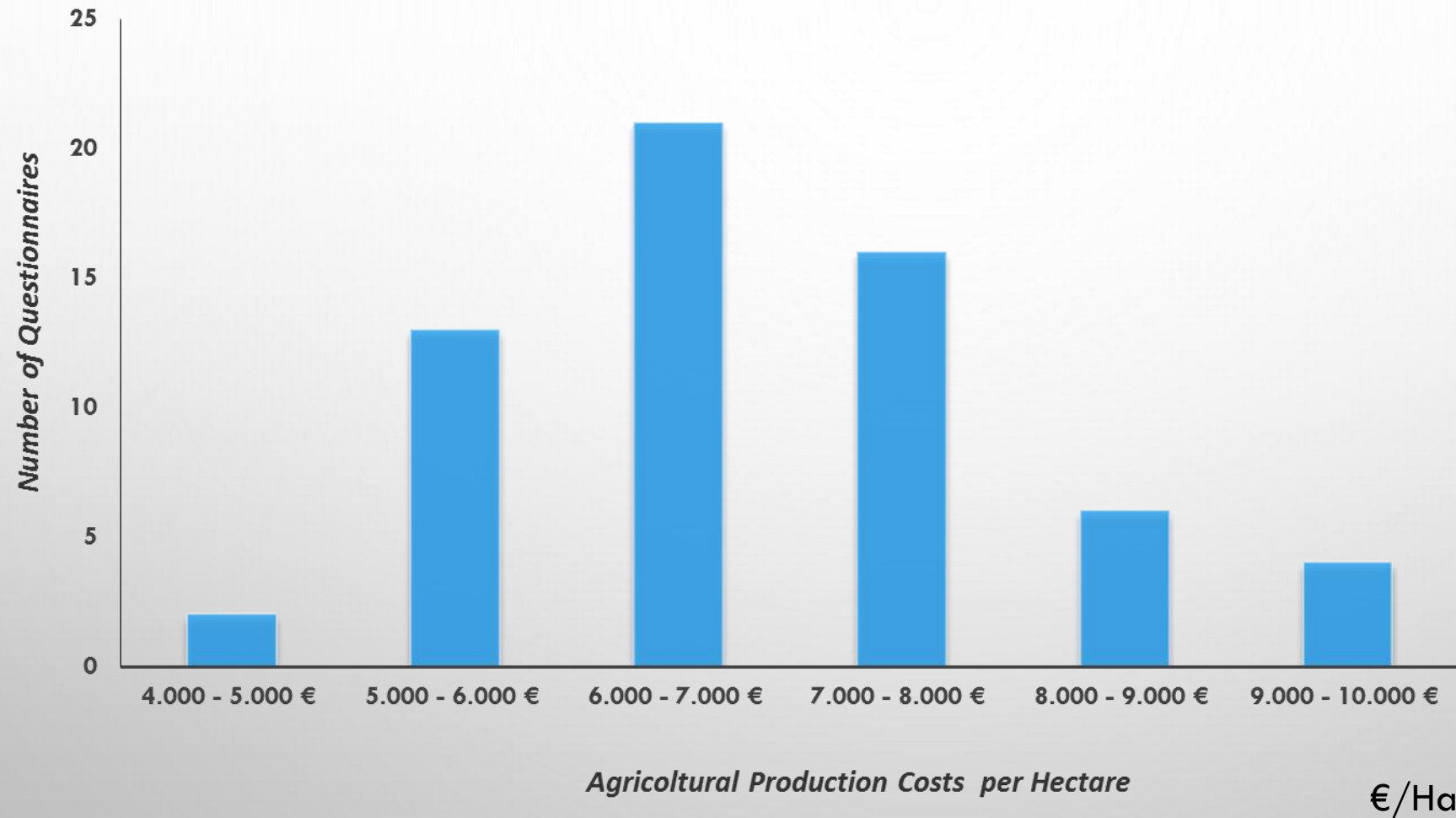
N° QUESTIONNAIRES: 91

0 - 500 500 - 1000 1000 - 3000 3000 - 5000 > 5000 [HA]

PROVINCE	LAND AREA 2020 [ha]	N° QUESTIONNAIRES
Piacenza	10.025	24
Ferrara	6.788	19
Parma	4.238	14
Mantova	3.998	10
Alessandria	2.173	4
Cremona	2.036	2
Ravenna	1.988	3
Reggio Emilia	1.111	4
Modena	867	4
Verona	838	2
Brescia	603	2
Lodi	526	1
Others	1.880	2
TOTAL	37.071	91



DISTRIBUTION OF AGRICULTURAL PRODUCTION COSTS IN THE SURVEY



AVERAGE	6.870	€/HA
MIN.	4.652	€/HA
MAX.	9.926	€/HA



Wide variability in the total cost.

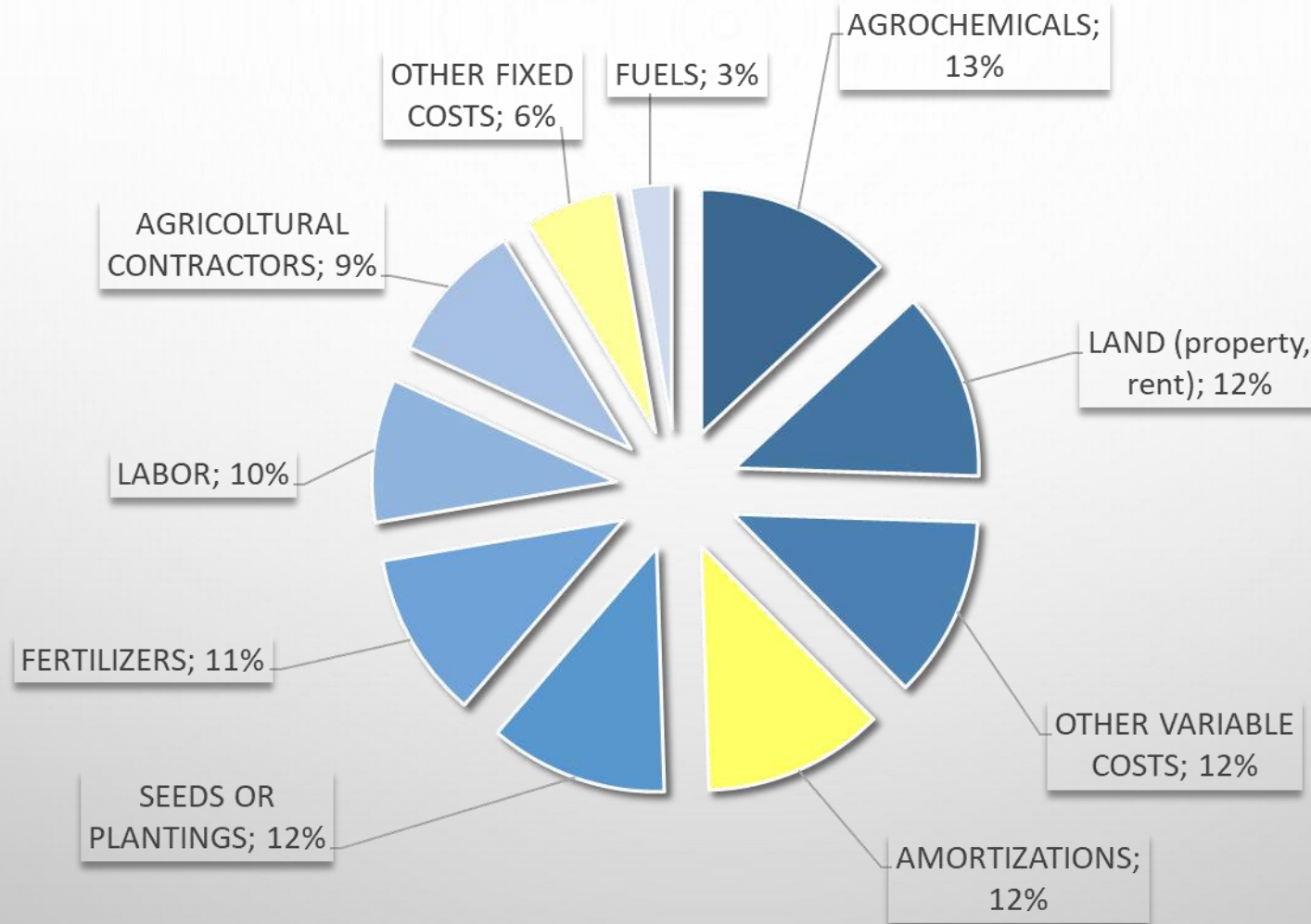
AGRICULTURAL PRODUCTION COSTS

COST	EURO	PERCENTAGE	TYPE OF COST	
VARIABLE	5640 €/Ha	82%	LAND	PROPERTY, RENT
			LABOR	
			AGRICULTURAL CONTRACTORS	
			FUELS	
			FERTILIZERS	
			AGROCHEMICALS	
			SEEDS OR PLANTINGS	
OTHER VARIABLE COSTS	INSURANCE, WASTE DISPOSAL, IRRIGATION INSTRUMENTS, CHEMICAL ANALYSIS			
FIXED	1230 €/Ha	18%	AMORTIZATIONS	MACHINERY, BUILDINGS
			OTHER FIXED COSTS	CERTIFICATIONS, TAXES, MEMBERSHIPS COSTS, ADMINISTRATIVE SERVICES
TOTAL	6870 €/Ha	100%		

AGRICULTURAL PRODUCTION COSTS

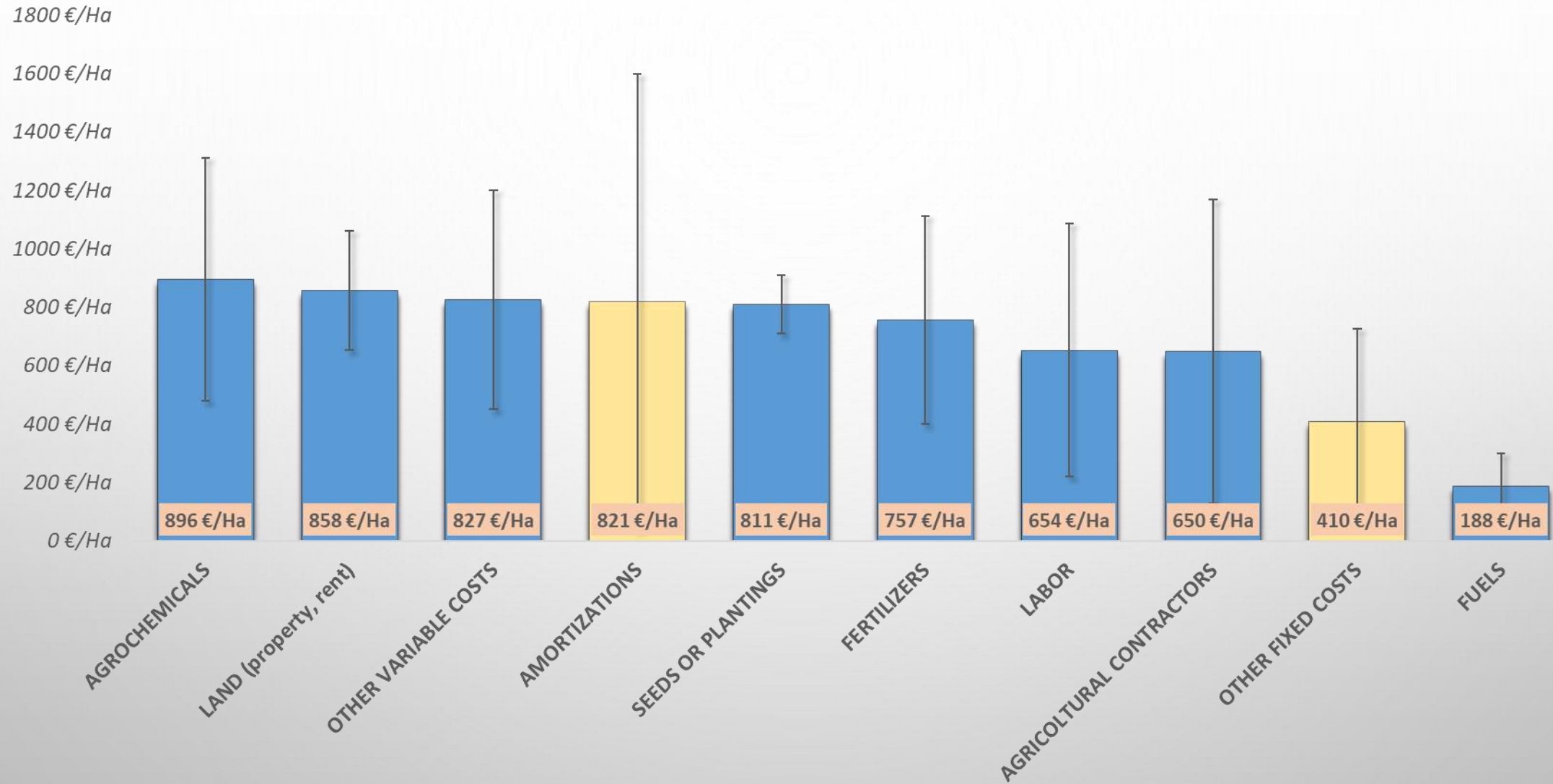
COST	EURO	PERCENTAGE	TYPE OF COST	AVERAGE	PERCENTAGE
VARIABLE	5640 €/Ha	82%	LAND	858 €/Ha	12%
			LABOR	654 €/Ha	10%
			AGRICULTURAL CONTRACTORS	650 €/Ha	9%
			FUELS	188 €/Ha	3%
			FERTILIZERS	757 €/Ha	11%
			AGROCHEMICALS	896 €/Ha	13%
			SEEDS OR PLANTINGS	811 €/Ha	12%
			OTHER VARIABLE COSTS	827 €/Ha	12%
FIXED	1230 €/Ha	18%	AMORTIZATIONS	821 €/Ha	12%
			OTHER FIXED COSTS	410 €/Ha	6%
TOTAL	6870 €/Ha	100%		6870 €/Ha	100%

AGRICULTURAL PRODUCTION COSTS



Each farm is differently organized.
The total cost changes in function of all these factors.

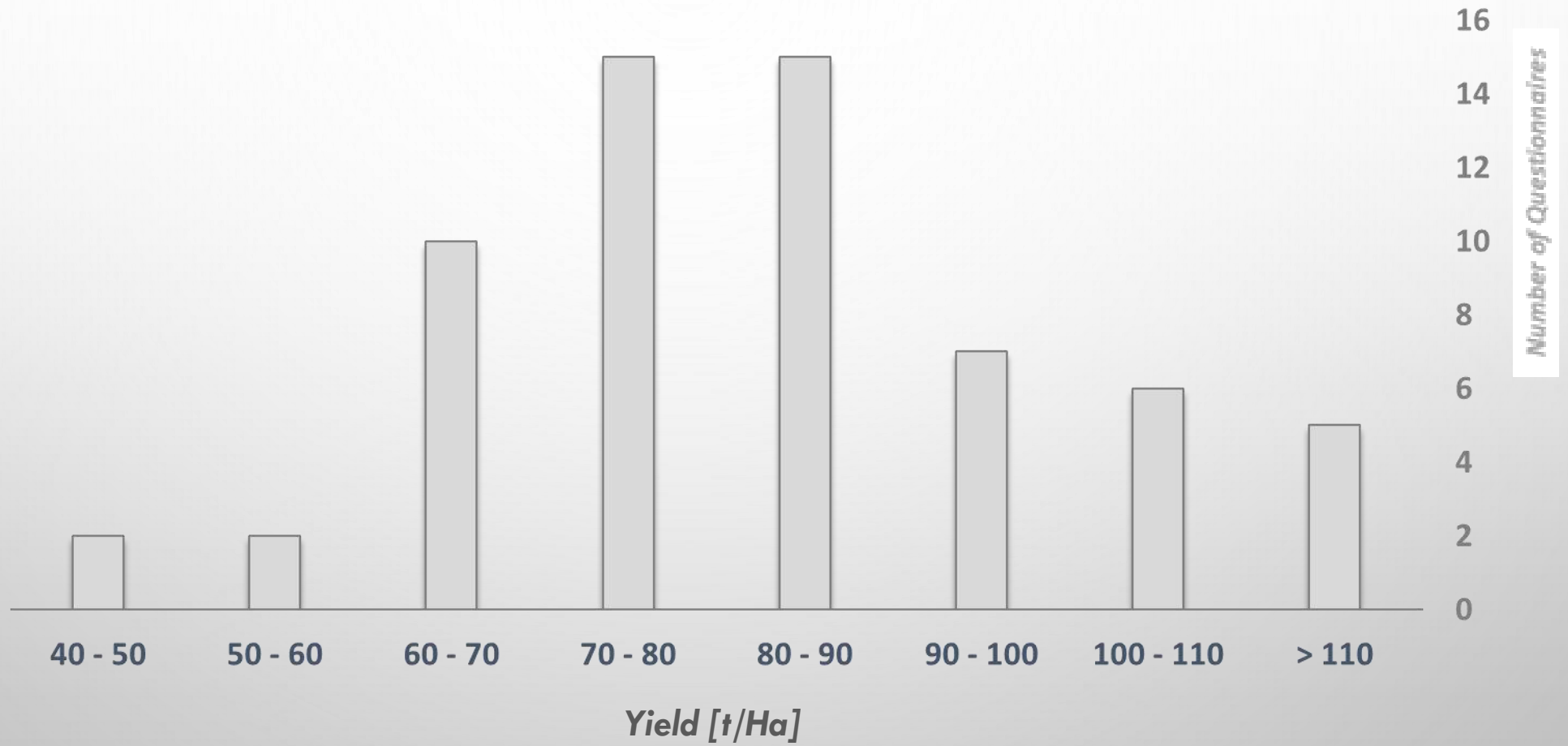
AGRICULTURAL PRODUCTION COSTS



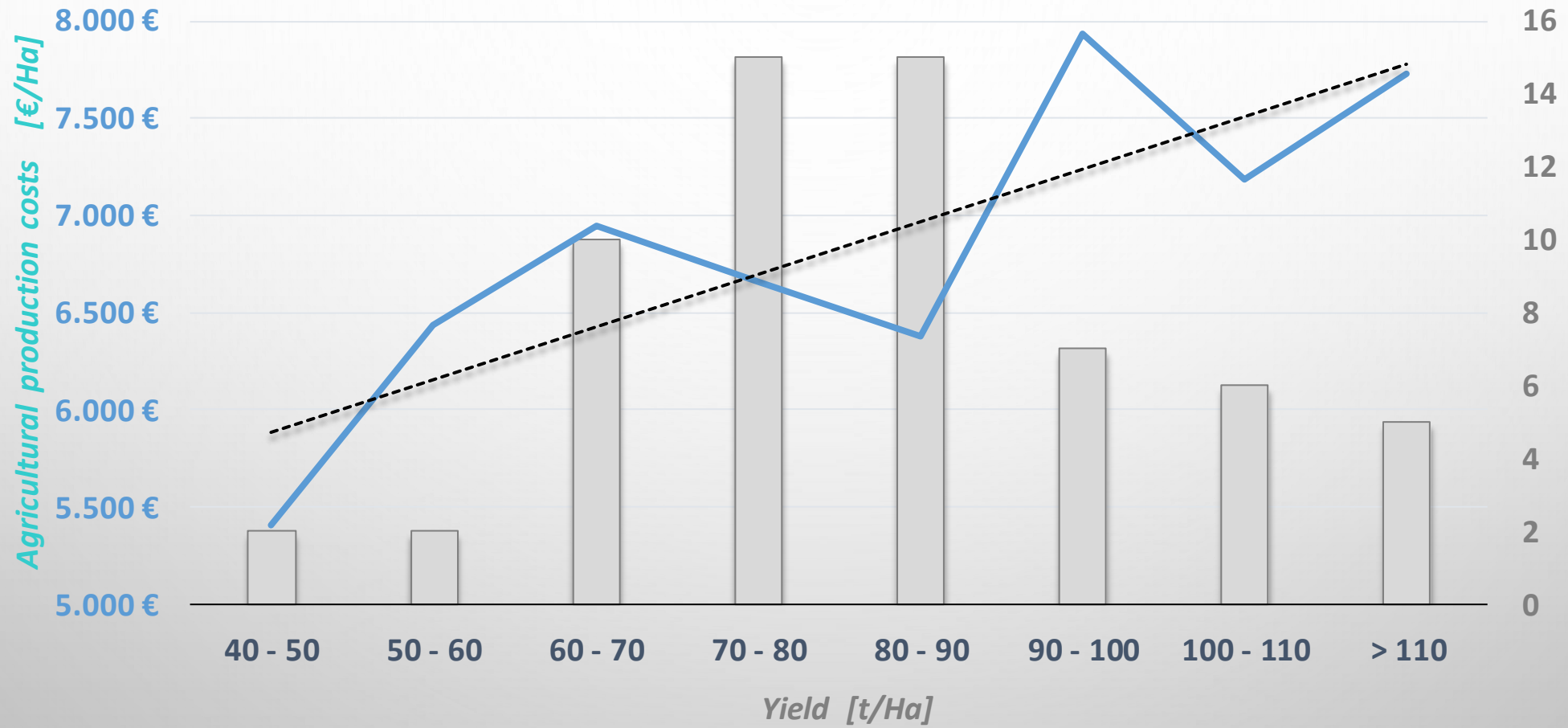
Wide variability in each type of cost.

*RELATION BETWEEN
TOTAL AGRICULTURAL COST PER HECTARE
AND
THE YIELD*

DISTRIBUTION OF YIELD IN THE SURVEY



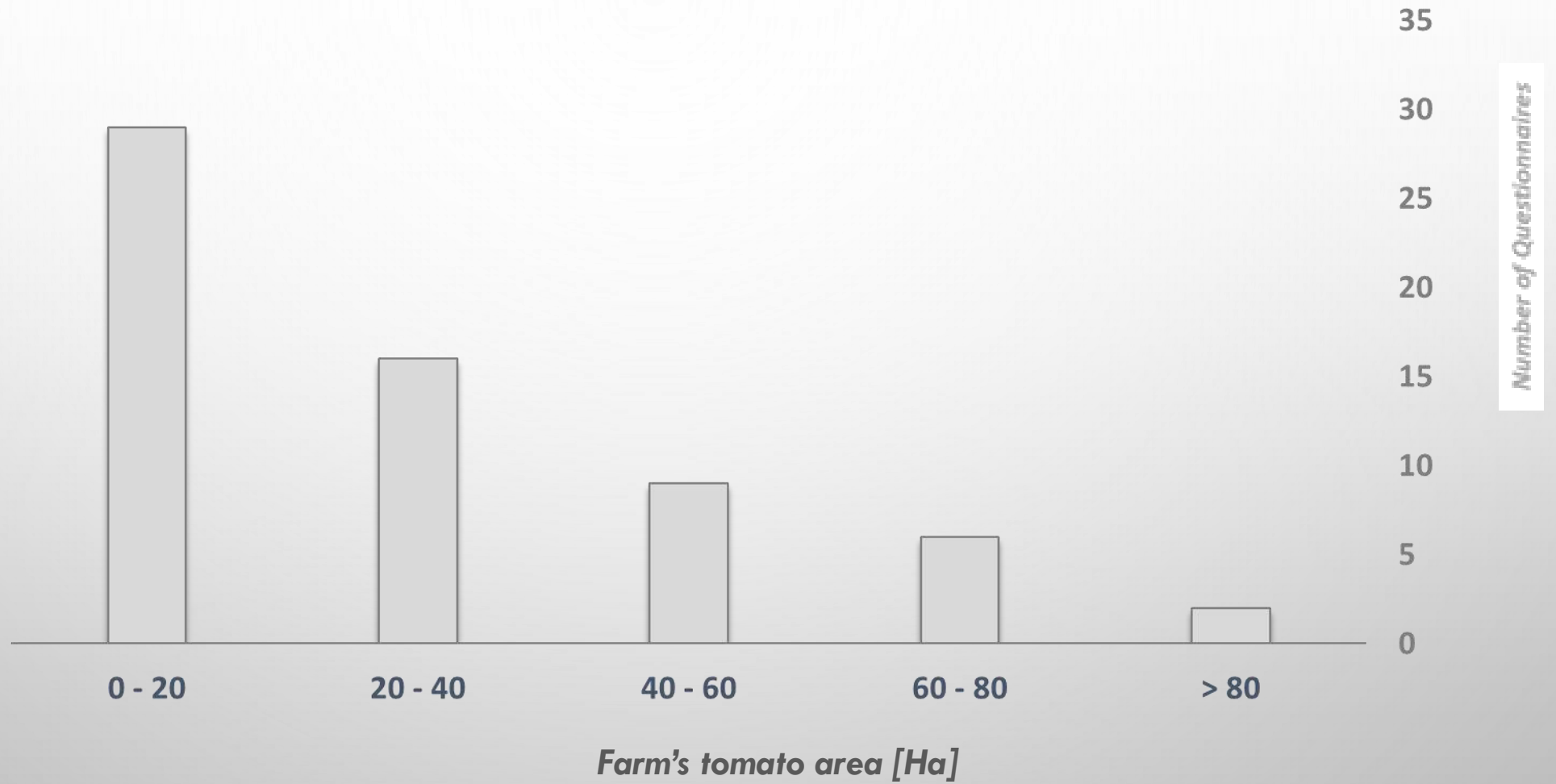
COST PER HECTARE - YIELD



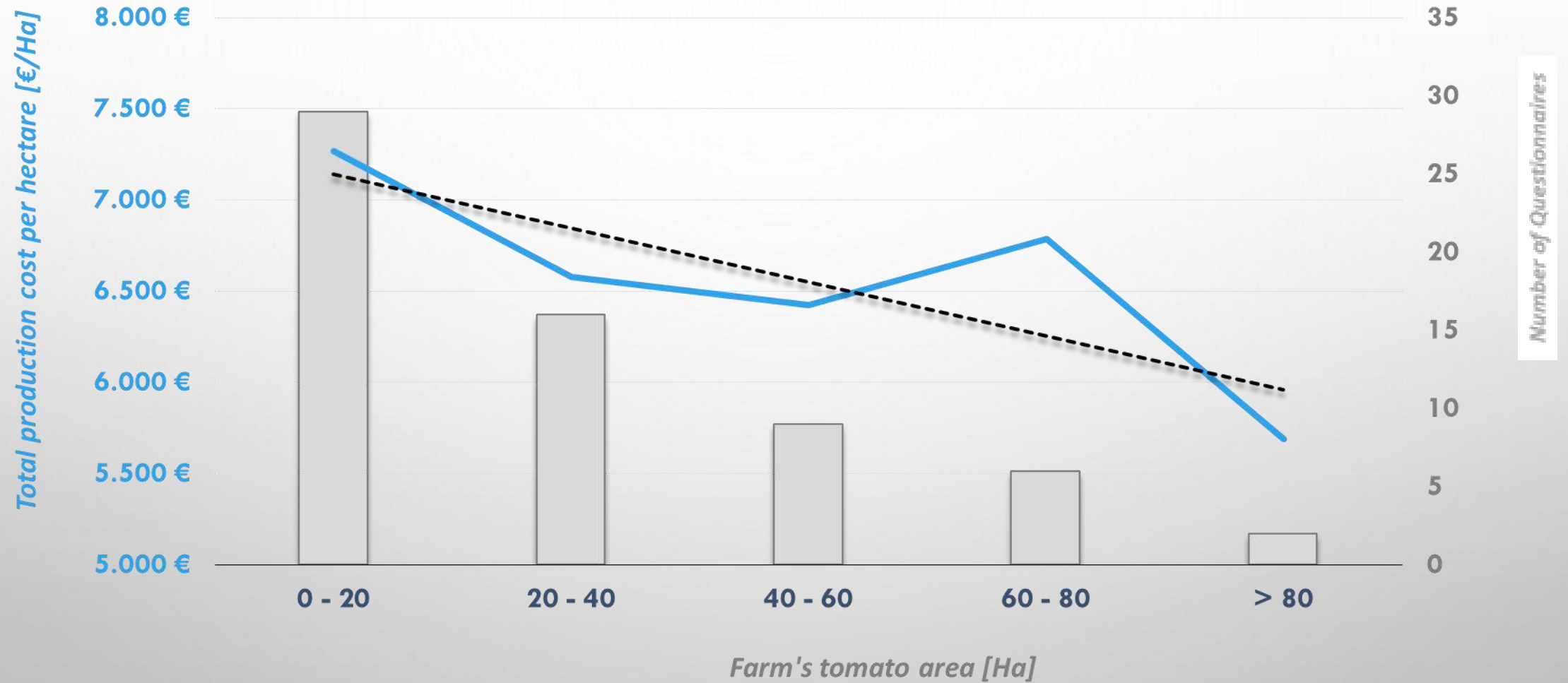
Number of Questionnaires

*RELATION BETWEEN
AGRICULTURAL TOTAL COST PER HECTARE
AND THE FARM'S SIZE*

DISTRIBUTION OF FARM'S SIZE IN THE SURVEY



COST PER HECTARE – FARM'S SIZE



ANALYSIS ABOUT TOMATO PRODUCTION COSTS

TOMATO PRODUCTION COST IS NOT
CHARACTERIZED BY A SINGLE NUMBER

COSTS VARY OVER A WIDE RANGE

- A RANGE FOR TOTAL PRODUCTION COST
- A RANGE FOR EACH KIND OF COSTS

RISING COSTS – INPUT PRICES: 2021 VS 2020

INPUT	INPUT PRICE % CHANGE 2021/2020	TYPE OF INPUT	INPUT PRICE % CHANGE 2021/2020
FERTILIZERS	+ 10-15%	Nitrogen	+20%
		Phosphorus	+10%
		Potassium	=
AGROCHEMICALS	+ 4-8%	Copper	+++
FUELS	+ 12-15%	Agricultural diesel	+++

Data source: Agrarian Consortium



Due to the rising input costs, probably 2021's agricultural production costs will be higher than 2020's ones.

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