



SORGHUM,
A KEY TO BUILD
OUR FUTURE.

3RD EUROPEAN SORGHUM CONGRESS

Insights into Sorghum crop profitability

Pierre GUILLAUMIN

Market research and international development - FNPSMS



CAMPAIGN FINANCED
WITH AID FROM
THE EUROPEAN UNION

The content of this promotion campaign represents the views of the author only and is his/her sole responsibility.
The European Research Executive Agency (REA) do not accept any responsibility for any use that may be made of the information it contains.

**ENJOY
IT'S FROM
EUROPE**





SORGHUM,
A KEY TO BUILD
OUR FUTURE.

Is sorghum growing profitable for European farmers ?

... Few existing studies

→ Watch on Economic literature, agricultural press....

→ Design of ad-hoc studies in the frame of EU-funded promotional programs for sorghum.

→ Ex. : Austria

Source : USDA & Sorghum-ID / FNPSMS



CAMPAIGN FINANCED
WITH AID FROM
THE EUROPEAN UNION

The content of this promotion campaign represents the views of the author only and is his/her sole responsibility. The European Research Executive Agency (REA) do not accept any responsibility for any use that may be made of the information it contains.

ENJOY
IT'S FROM
EUROPE

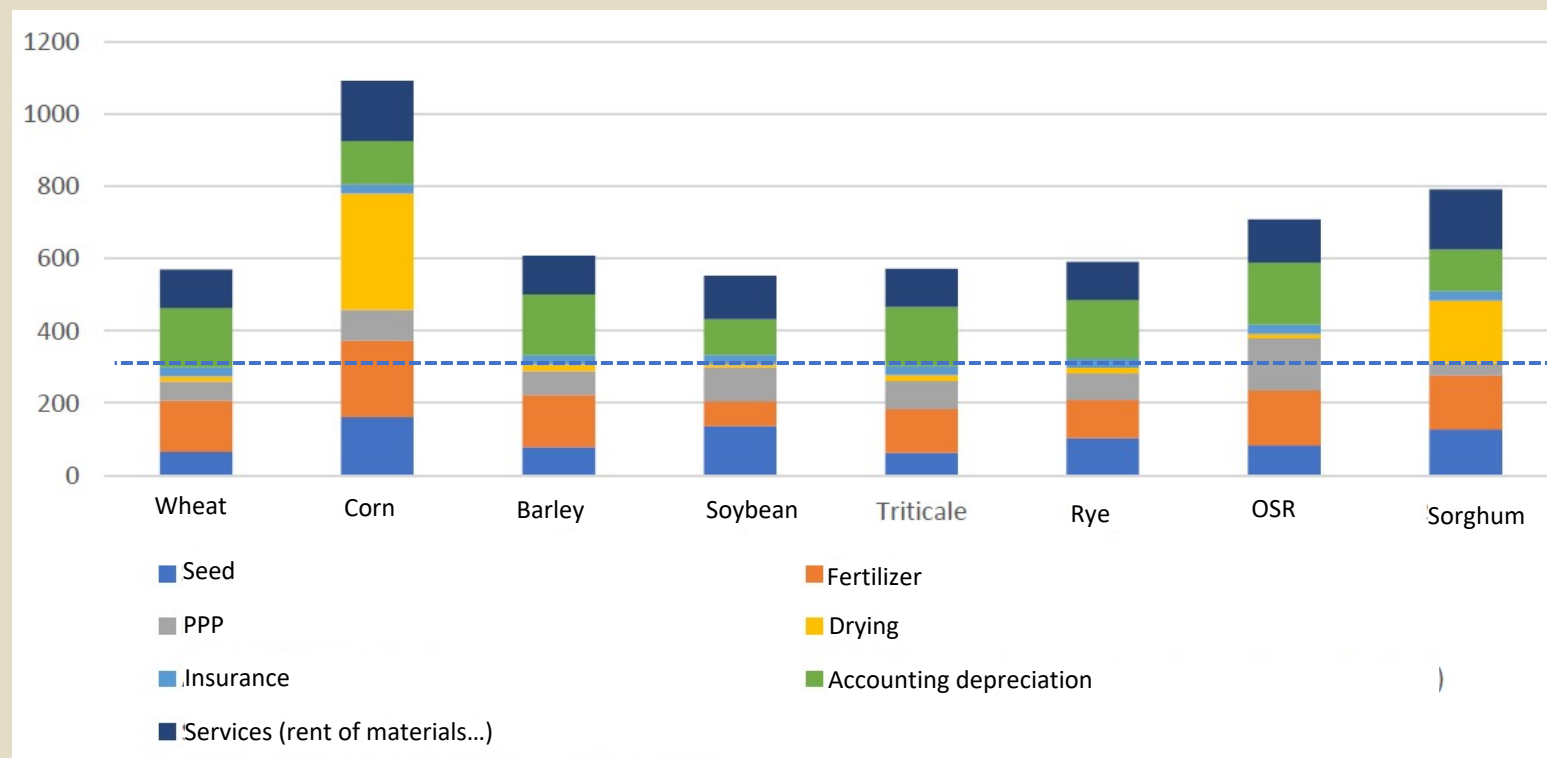




SORGHUM,
A KEY TO BUILD
OUR FUTURE.

Is sorghum growing profitable for European farmers ?

Cost evidences from Austria (5 y. average 2015-2019)



Sorghum

Need to dry the grain after harvest

Low input cost (seed, fertilizer, PPP)

Source : Business France and Austrian Ministry for Agriculture

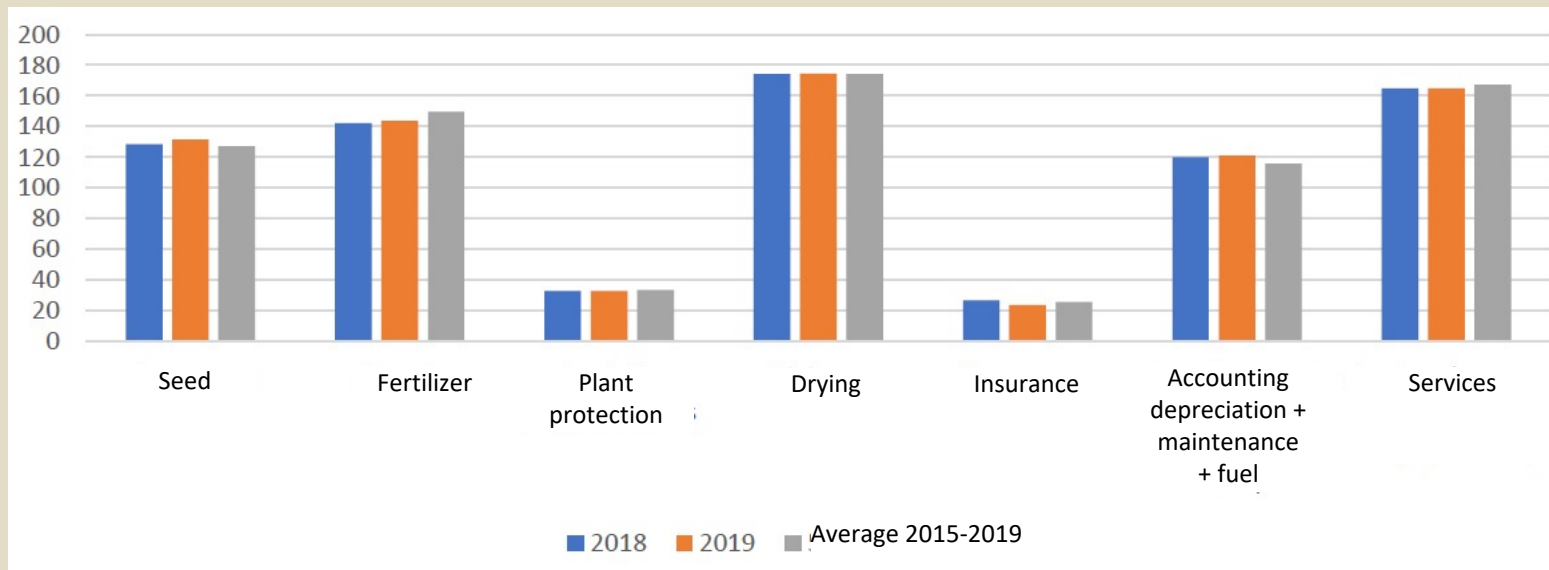




SORGHUM,
A KEY TO BUILD
OUR FUTURE.

Sorghum cost in Austria

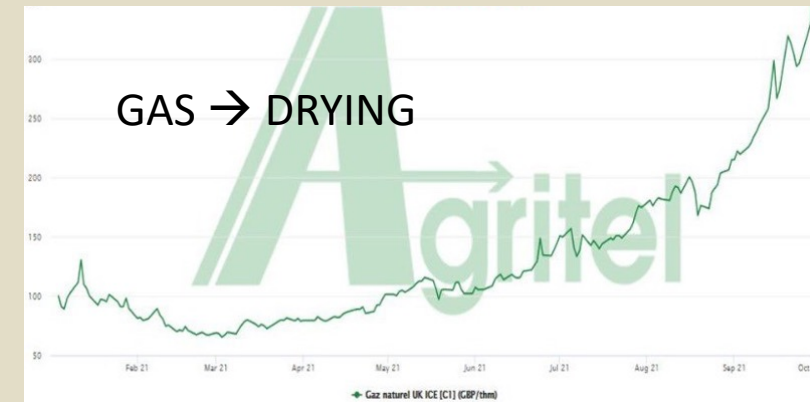
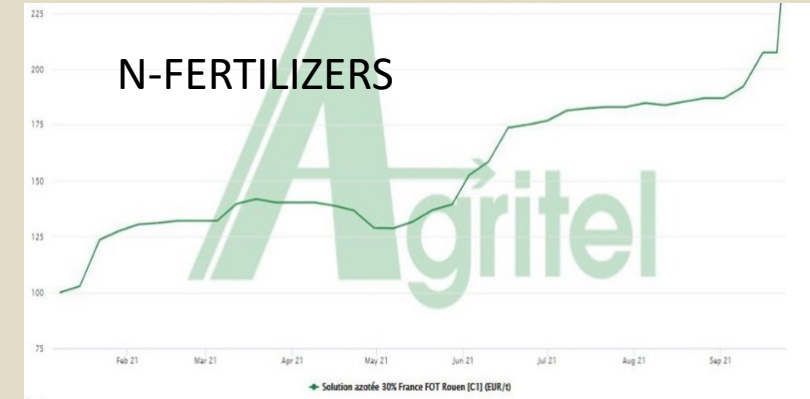
Stability over 5 years (2015-2019)



Source : Business France and Austrian Ministry for Agriculture

3RD EUROPEAN SORGHUM CONGRESS

How about 2021 & 2022 ?



Source : Agritel



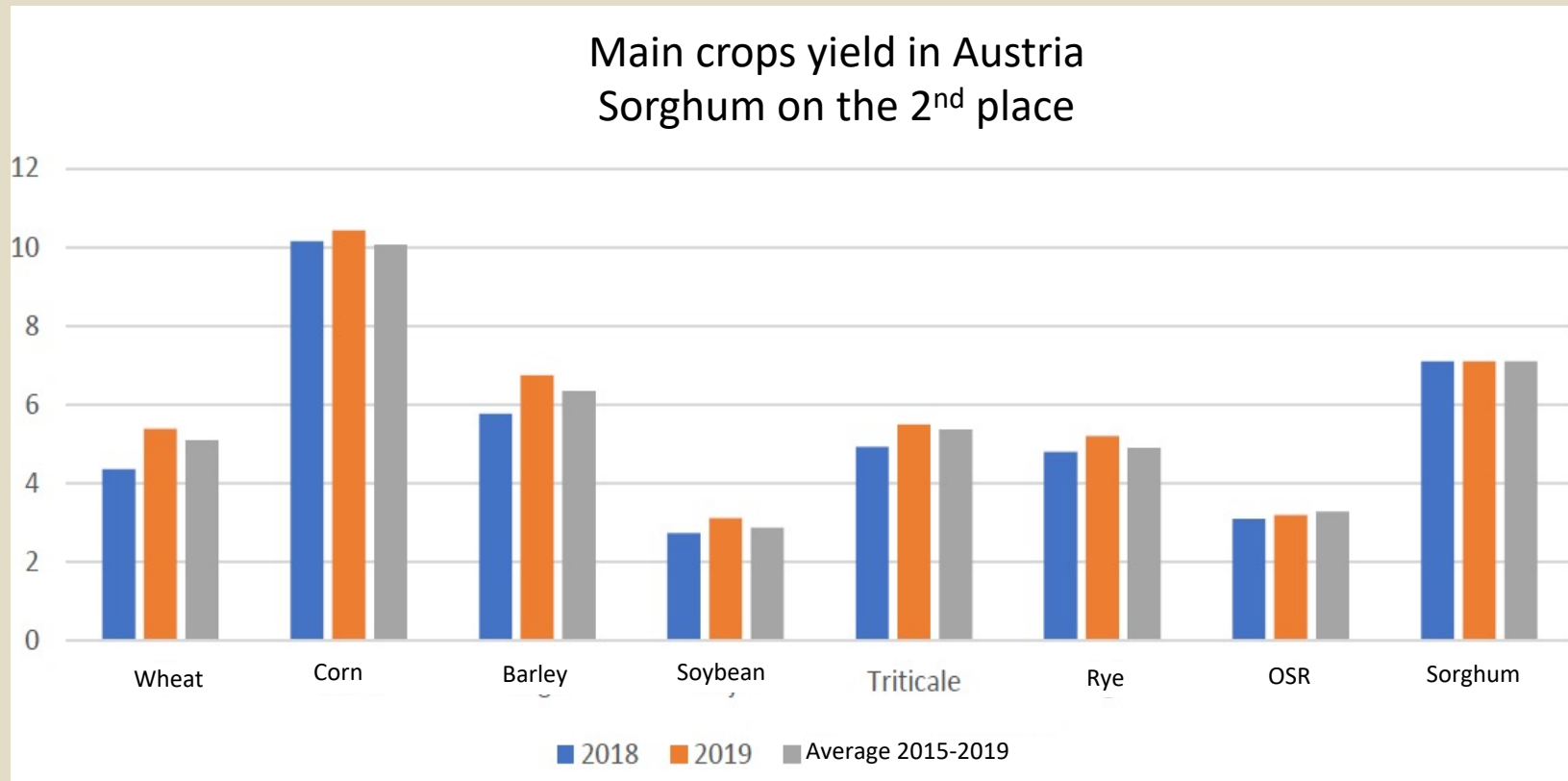
The content of this promotion campaign represents the views of the author only and is his/her sole responsibility. The European Research Executive Agency (REA) do not accept any responsibility for any use that may be made of the information it contains.

**ENJOY
IT'S FROM
EUROPE**



Compared profitability

Different yields...



Source : Business France and Austrian Ministry for Agriculture

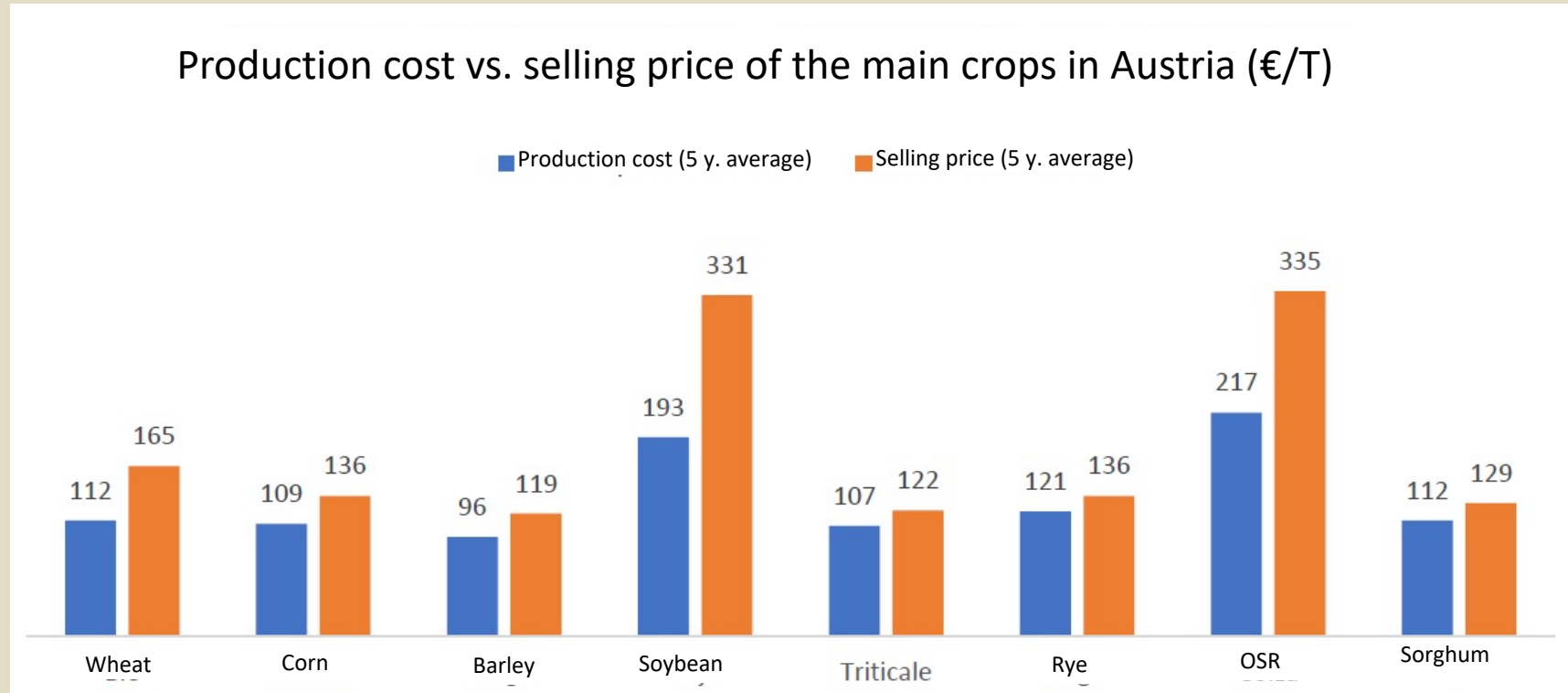


SORGHUM,
A KEY TO BUILD
OUR FUTURE.

Compared profitability

3RD EUROPEAN SORGHUM CONGRESS

... Different prices



Source : Business France and Austrian Ministry for Agriculture

- Lower price for sorghum (indexed to corn, no official quotation)
- Value as farm own consumption (pig & poultry breeding).



CAMPAIGN FINANCED
WITH AID FROM
THE EUROPEAN UNION

The content of this promotion campaign represents the views of the author only and is his/her sole responsibility. The European Research Executive Agency (REA) do not accept any responsibility for any use that may be made of the information it contains.

ENJOY
IT'S FROM
EUROPE





SORGHUM,
A KEY TO BUILD
OUR FUTURE.

Compared profitability of sorghum : many dimensions

Crop	Production cost/ha	Yield / ha	Income / ha	Margin / ha	Margin / t	Margin / worked hour	Number of work hours/ha
Wheat	-28%*	-28%	-8%	+124%	+212%	+70%	+31%
Corn	+38%	+42%	+50%	+129%	+59%	+96%	+16%
Barley	-23%	-11%	-17%	+24%	+35%	-7%	+33%
Soybean	-30%	-60%	+3.5%	+228%	+711%	+249%	-6%
Triticale	-28%	-24%	-28%	-31%	-12%	-49%	+27%
Rye	-25%	-31%	-27%	-40%	-12%	-53%	+27%
OSR	-10%	-54%	+20%	+222%	+594%	+113%	+41%

Source : Business France and Austrian Ministry for Agriculture

**Production cost of wheat is 28% less than production cost of sorghum*

In green : indicators for which sorghum has a comparative advantage

Source : Business France and Austrian Ministry for Agriculture



CAMPAIGN FINANCED
WITH AID FROM
THE EUROPEAN UNION

The content of this promotion campaign represents the views of the author only and is his/her sole responsibility. The European Research Executive Agency (REA) do not accept any responsibility for any use that may be made of the information it contains.





SORGHUM,
A KEY TO BUILD
OUR FUTURE.

Conclusion

- No general case but many particular situations depending on yield potential, price, use...
- Lower direct cost (seed, fertilization, plant protection)
- Cost of drying
- European Sorghum price mostly indexed to commodity corn prices
- A specific sorghum quotation on stock exchange will give more visibility for European farmers and industrialists.

