



VELCOURT

**RESPONSIBLE
FARMING FOR
THE FUTURE**



FARMERS WORKING FOR FARMERS FOR MORE THAN HALF A CENTURY

WHAT WE DO

Velcourt is a UK-based farming company with global reach and experience. We provide a bespoke, flexible, client-led service to tenant and landed farmers, private owners of country estates and institutional investors, delivered by dedicated farming professionals.

With more than five decades' experience of managing farms and rural estates in the UK, mainland Europe and further afield, Velcourt has unrivalled expertise. Our expert staff are at work on dozens of farms every week. Their ability to interpret and react to what is happening on the ground on a real-time basis gives Velcourt's clients a real advantage.

Velcourt believes that farming and rural business must be profitable to be sustainable. We understand that rapidly-changing domestic and global economic market factors affect our – and our clients' – ability to achieve optimum results. Our personal, people-orientated approach ensures that Velcourt can deliver the best possible returns, while maintaining farming methods which are responsible, sustainable and environmentally sensitive.

We recognise that every client has individual and unique requirements and expectations. Velcourt therefore works as an active partner – offering a full range of options, from advisory services through to equity-sharing agreements. At every stage our clients are fully engaged in the planning and direction of our work and remain in full control of their operations. By linking remuneration to actual performance and results, using our tailor-made fee structures, we ensure we are both physically and financially connected to our clients' holdings.

NICK SHORTER
Managing Director

OUR SERVICES

Whether you partner with us on one or multiple Velcourt services, we'll manage and advise your business as if it was our own.



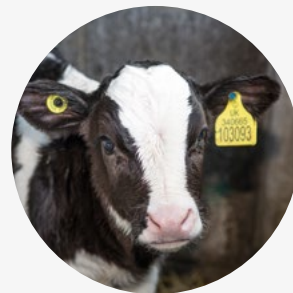
FARM MANAGEMENT

Our regionally-based teams provide fully managed solutions across the UK, with optional finance inputs, where the plan is always agreed with the client.



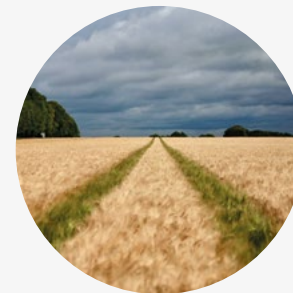
INTERNATIONAL FARM MANAGEMENT

From individual specialist advisers to complete full management teams, we deal with holdings of virtually any size, anywhere in the world.



LIVESTOCK MANAGEMENT & ADVICE

We specialise in managing productive, healthy dairy herds and provide expert advice, supported by bespoke statistical reports, on all livestock-related matters.



AGRONOMY SERVICE

We offer truly independent real-time analysis, forecasts and advice on crop outputs from our unique database, combined with competitive input purchase options.



ARABLE RESEARCH & DEVELOPMENT

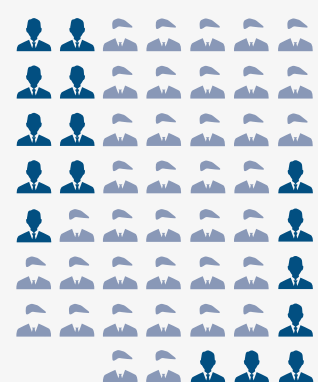
We work closely with major agrochemical and fertiliser manufacturers to develop new crop production techniques, as well as undertaking publicly funded research work, the results of which feed through into our agronomy and management services.



RENEWABLE ENERGY

We offer a bespoke service of project and facility management for all farm-scale renewable projects specialising in their integration with the wider farming business to maximise both revenue streams.

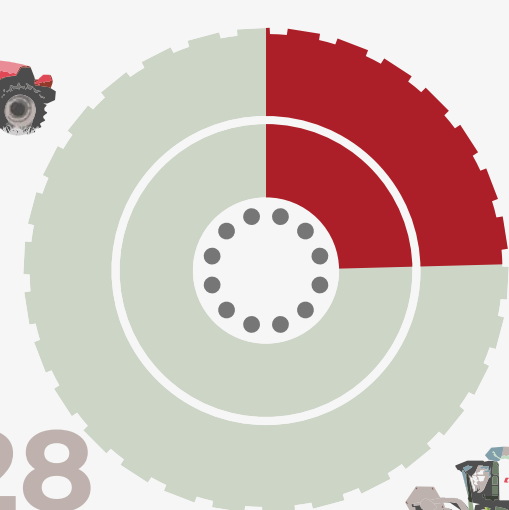
VELCOURT BY NUMBERS



9 Velcourt Senior Management
42 Velcourt Farm Managers
7 Velcourt Advisory Managers



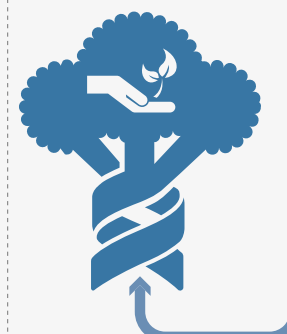
228
Tractors



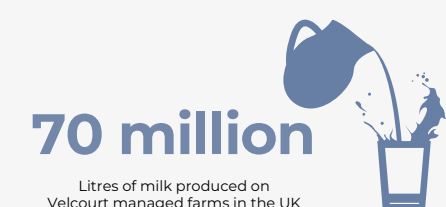
41
Combine Harvesters



7,484 Dairy cattle managed by Velcourt in the UK
10,200 Sheep managed by Velcourt
1,200 Beef cattle managed by Velcourt



3,159 Crop trial plots in the ground
70 Crop trials
41 Trial sites



2,997
Tonnes of top fruit produced by Velcourt



322,857
Tonnes of combinable crops produced by Velcourt



206
Hectares of onions managed by Velcourt



737
Hectares of potatoes managed by Velcourt



814
Hectares of sugar beet managed by Velcourt



15
Dairy units managed by Velcourt



93
Velcourt-managed farms in the UK



57,000
Hectares covered by Velcourt's agronomy service

55,688
Hectares managed by Velcourt in the UK



WE'RE A FRONT-LINE RESOURCE FOR OUR CLIENTS

CHARLIE BATTEN



CHARLIE BATTEN

Charlie directly manages a 2,700 hectare contract farming business in Hampshire, consisting of 12 farms, and oversees a number of other Velcourt farms in the South East of England. He also jointly manages central machinery relationships for the company.

FARM MANAGEMENT

From small farms to large estates, Velcourt works with landowners and tenants alike to deliver the best value for their enterprise.

As profitable farming becomes increasingly challenging, Velcourt's clients benefit from the outstanding farm management expertise and excellent technical skills of our staff.

Locally-based farm managers are the front-line resource for Velcourt's clients. Their on-the-ground presence at each farm means they have an intimate understanding of the unique requirements of each business and are able to respond quickly and decisively to the ever-changing demands of a dynamic farming environment.

Each farm is overseen by a director from Velcourt's senior management team who, like the farm manager, has an excellent understanding of the physical layout of each holding and a comprehensive appreciation of its operational requirements, allowing a bespoke strategic direction for the business.

Velcourt farm managers and farm directors work on a one-to-one basis with each client, agreeing a tailored business plan which is updated regularly. Consequently, clients view Velcourt staff as part of their own team. Targets are agreed in advance and Velcourt's institutional-standard reporting ensures

that financial results are accurate, detailed and transparent.

We understand the considerable financial pressures facing those involved in modern agriculture. Velcourt can provide the working capital to allow clients to invest in the most efficient machinery and facilities to deliver the best possible returns. Velcourt does not have a standard contract — each is tailored to individual client needs. Our flexible approach allows us to offer uniquely advantageous 'shared risk, shared reward' agreements.

INTERNATIONAL FARM MANAGEMENT

The value of food production as an asset is increasingly obvious to investors. However, the complex operational and technical know-how needed to generate positive returns is not. These difficulties may be further compounded by unfamiliar, far flung locations, raising geographic, logistical, cultural and other difficulties. Deploying solutions ranging from individual specialist advisers to complete full-management teams, we provide the expertise investors need to make holdings of virtually any size, anywhere in the world profitable.

LIVESTOCK MANAGEMENT & ADVICE

Demand for meat and dairy products is increasing. But a competitive global market and stringent legislative environment present a formidable challenge for those seeking to operate profitably in this sector while attaining reasonable margins.

Velcourt employs a team of specialist livestock farm managers, overseen by a dedicated livestock director, who have expertise in dairy cows, beef cattle and sheep. The regular sharing of information within the team allows benefits identified in one livestock unit to be quickly shared and potentially replicated in others, offering significant added value for clients.

As dairy specialists, Velcourt staff have a deep and unrivalled understanding of how herds are best housed, fed, protected from disease and efficiently milked. Working with herds as small as 100 head to those in excess of 1,000, we recognise that each dairy unit needs to take account of many different factors and so will have its own best solution.

Our outstanding results stem from a core focus on dairy cow nutrition. Using the latest

technical innovations Velcourt monitors herds at an individual cow level, analysing a range of outputs to produce a carefully formulated diet that meets the specific needs of each group of animals. We are able to check the end results thanks to a unique performance programme that supplies accurate physical and financial performance figures on a daily basis.

For clients who prefer to manage the day-to-day running of livestock units themselves, Velcourt offers a tailored advice service, delivered by our specialist farm managers, who provide the same high level of technical support, feed formulation and strategic financial planning enjoyed by our managed farm clients.



WE DELIVER ATTENTION TO DETAIL ON A DAILY BASIS

ALLASTER DALLAS



ALLASTER DALLAS

Allaster manages Evershot Farms, a 1,200-cow Holstein dairy herd across three units on a 1,500ha estate in West Dorset. The business includes a flock of 4,200 sheep and a 750kw biogas plant.



OUR INDEPENDENT, COLLABORATIVE APPROACH IS VITAL TO OUR CLIENTS

RYAN HUDSON



RYAN HUDSON

Velcourt's agronomists and advisory team are now providing fully independent agronomy advice to over 50,000ha.

AGRONOMY ADVICE

Our partners on fully managed farms benefit from our agronomy advice as an integral part of Velcourt's expert package. However, we understand that some clients prefer to undertake the day-to-day running of their farm or estate themselves. For them we offer the Velcourt Agronomy Service.

The Velcourt Agronomy Service is a wholly independent, unique agronomy service based on extensive in-house trials and data gained from over 50,000 hectares across the UK.

We're independent agronomists but we're also farmers. Working closely with our clients, our skilled team of experienced agronomists, our Technical Director and our internal trials team work together to provide bespoke and industry-leading crop husbandry advice. Our own trials show what options provide a return on investment, paying close attention to cost of production for all crops. We combine independent data, practical knowledge and technical expertise to improve yields and cut production costs, ensuring both ours and our clients' businesses are as profitable and sustainable as possible.

We understand the day-to-day challenges being faced by farmers, as our businesses are facing exactly the same challenges. We are continually striving to do things better. We practice what we preach and understand that everything we do and every application we make must be justified.

ARABLE RESEARCH & DEVELOPMENT

Since 1975, Velcourt's research and development department has worked with major agrochemical and fertiliser manufacturers to develop new crop production techniques, as well as undertaking publicly funded research work. Velcourt managers and clients benefit from seeing the results of new product performance and technologies before they reach market and get totally independent, nonbiased assessments of effectiveness.

ENVIRONMENTAL SERVICES

As the UK adjusts to a new era of Agricultural Policy, Velcourt fully understands the role and value that natural capital holds within our businesses. We have many years of experience in designing and incorporating environmental schemes into our farming systems to ensure the two enterprises operate in harmony.

We recognise the increasing pressure on the natural environment and through our careful, joined up land management, working with rather than against nature we are increasing on-farm biodiversity. Working with trusted partners we are able to monitor and record indicator species on our farms to ensure our practices are having a positive effect.

The health and resilience of our soils is paramount in the production of our food, while supporting the wider biodiversity of our farmed land. The management of our soils is pivotal in addressing the effects of climate change and delivering on the targets set out in future policy. We monitor and improve the physical, chemical and biological properties of our soils by reducing the intensity of tillage, utilising organic matter inputs and incorporating cover crops into our rotations to keep our soils covered all year round.

Through thorough analysis of our farms, we are able to measure and reduce our carbon emissions. The ability to benchmark against different and diverse businesses allows us to understand how we can reduce our clients' carbon footprints. Working with our own in-house R&D team we are able to utilise the latest technology to ensure our inputs are targeted to where they are required while minimising the risk of environmental harm.

To understand more about our approach or to find out how an integrated farm plan, that matches biodiversity and environmental enhancement with productive farming practice could work for you, please contact our environmental specialist.

OUR FOCUS ON SOIL HEALTH IS KEY TO OUR WIDER STRATEGY



NICK DOWN

Nick Down is Velcourt's environmental lead and is based at Yattendon Estate to the north east of Newbury.

RENEWABLE ENERGY

Velcourt offers landowners and clients the ability to combine project management with operational expertise across a range of renewable energy products.

The economic viability of an anaerobic digestion (AD) plant is very dependent on the type and quantity of feedstock and the utilisation of its by products — biogas, bio-fertiliser and, to a lesser extent, heat.

Optimisation of the AD process is therefore essential to boosting productivity, both biological and financial. Velcourt can help you with all parts of this process. The company provides its services in the areas of project development and operational oversight, as well as technical support. The main focus is on delivering a comprehensive service.

AD produces renewable energy in the form of biogas. Biogas can be used either in a conventional

boiler, or as the fuel for a combined heat and power (CHP) unit. Alternatively it can be cleaned of impurities to use as a vehicle fuel or injected into a gas grid.

An AD plant can provide multiple economic benefits, such as:

- Improving business viability by generating new revenue streams
- Improving long-term business sustainability
- Reducing input costs

Velcourt works with a number of clients that employ our expertise to maximise their AD plant's capabilities and ensure long-term digester health.

FARM-SCALE SOLAR PV

Velcourt also has a number of farms and clients where the installation of PV arrays on new and existing buildings is adding an alternative income stream and a reduction of operating cost. Our experience of integrating these projects into existing or new businesses means we are able to offer a complete management and advisory service for every part of the decision-making process.



FROM LARGE-SCALE ANAEROBIC DIGESTION PLANTS TO ROOF-MOUNTED SOLAR PV ARRAYS



WHO WE ARE

At Velcourt we're farmers first, and we'll manage and advise your business as if it was our own.



NICK SHORTER

Managing Director

Nick joined Velcourt in 2001 and now heads up the company's management team. He is responsible for corporate and strategic leadership as well as all areas of operation. In addition, he continues to oversee and advise on a number of farming businesses in the south of England.

E nshorter@velcourt.co.uk
T +44 (0) 1747 820230
M +44 (0) 7703 203550



DAVID COUSINS

Farms Director
North & North East

David joined Velcourt as Farms Director in 2019, with thirty years of broad-based farm management and consultancy experience. David oversees businesses across the North of England and Scotland producing both combinable and root crops. He is responsible for the central purchasing of crop inputs and crop production technology.

E dcousins@velcourt.co.uk
T +44 (0) 1780 460010
M +44 (0) 7918 627736

INNOVATIVE LEADERS & PROGRESSIVE PARTNERS



BRIAN REDRUP

Farms Director
Midlands

Brian joined Velcourt in 1978, becoming Farms Director in 1991. He oversees several farm businesses specialising in combinable crops production, root crops and dairy across the Midlands and Cotswolds. He is also responsible for Velcourt's international farm management services, machinery and energy procurement and group R&D.

E bredrup@velcourt.co.uk
T +44 (0) 1780 460010
M +44 (0) 7860 269948



ROBBIE TAYLOR

Farms Director
Livestock

Robbie joined Velcourt in 1992 and was appointed Livestock Director in 2004 specialising in livestock production and dairy farm management. He oversees seven farming businesses and is responsible for international livestock consultancy, livestock technical and nutrition, produce marketing and central feed purchasing.

E rtaylor@velcourt.co.uk
T +44 (0) 1935 482211
M +44 (0) 7771 507284

MEET THE TEAM



MATTHEW GREGORY

Regional Farm Manager
East Anglia

Matt joined Velcourt in 1994 and had a series of management roles before becoming Regional Manager in 2020. Matt oversees several farming businesses in East Anglia, and also heads up Velcourt's fresh produce, root crop and fruit production.

E mgregory@velcourt.co.uk
T +44 (0) 1394 450636
M +44 (0) 7771 507302



JACK WHITE

Regional
Manager

Jack has been working in farm management consultancy since graduating in 2008, joining Velcourt in 2018. As Regional Manager Jack oversees several Dairy Farms as well as heading up Velcourt's Dairy Advice Service. His work focuses on practical solutions which meet the technical and financial objectives of the client.

E jwhite@velcourt.co.uk
T +44 (0) 1935 482211
M +44 (0) 7387 647496



CHARLIE BATTEN

Regional Manager
South East

Charlie joined Velcourt in 2009 and took over as Regional Manager in the Southeast in 2021. Charlie now directly manages a 2700-hectare, multi-client contract farming business in Hampshire, and oversees a number of other Velcourt farms in the Southeast of England. He also jointly manages central machinery purchasing.

E cbatten@velcourt.co.uk
T +44 (0) 1794 341757
M +44 (0) 7779 681359

OUR PEOPLE ARE CENTRAL TO EVERYTHING WE DO



PATRICK LEVINGE

Head of
Agronomy

Patrick joined Velcourt in 2019 after a career in farm management and distribution agronomy. He heads up Velcourt's team of agronomists as well as providing direct and strategic advice on combinable crops, grass, forage, AD feedstock and root crops across the UK. He is BASIS, FACTS, ICM and BETA trained.

E plevinge@velcourt.co.uk
T +44 (0) 1793 750652
M +44 (0) 7741 264593



NICK ANDERSON

Head of Crop
Technology

Nick Joined Velcourt in 2018 from a UK and international agronomy background. As Head of Crop Technology for Velcourt he is responsible for all R&D as well as all crop production systems and strategy. He works with the Managers and Agronomists to enhance technical performance as well as advising on a number of farms.

E nanderson@velcourt.co.uk
M +44 (0) 7342 038182



NICK DOWN

Senior Farm Manager
Environmental Lead

Nick joined Velcourt in 2002 and after farm management roles in Wiltshire, moved to Yattendon Estate in Berkshire. As Environmental Lead for Velcourt he oversees strategy and provides advice to managers and clients on all matters to do with Natural Capital, Soil Health, Environmental Stewardship and sustainability.

E ndown@velcourt.co.uk
T +44 (0) 1635 203906
M +44 (0) 7717 660397

NOTES



VELCOURT

Velcourt Ltd

The Farm Office
Berwick Farm
Berwick St Leonard
Salisbury Wiltshire
SP3 5SN

+44 (0) 1747 820230

Velcourt Ltd

1st Floor, Global Building
Woolfox Depot
Great North Road
Stretton, Oakham
Rutland LE15 7QT

+44 (0) 1780 460010

Velcourt Group Ltd

Phocle Green
Business Park
Ross-on-Wye
Herefordshire
HR9 7XU

+44 (0) 1531 660286

Velcourt Ltd

The Estate Office
Melbury Sampford
Dorchester
Dorset
DT2 0LF

+44 (0) 1935 482211

VELCOURT.CO.UK

