



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

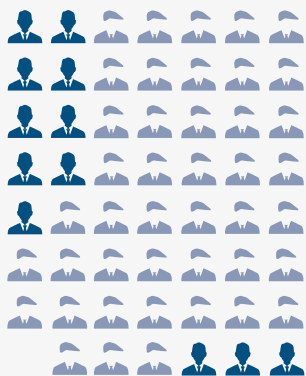
We work closely with major agrochemical and fertiliser manufacturers to develop new crop production techniques, as well as undertaking publicly funded research work, the results of which feed through into our agronomy and management services.



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.

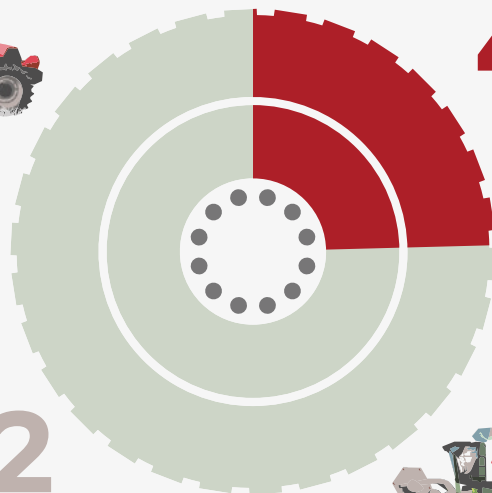
VELCOURT BY NUMBERS



9 Velcourt Senior Management
43 Velcourt Farm Managers
3 Velcourt Advisory Managers



172
Tractors



43
Combine Harvesters



7,400 Dairy cattle managed by Velcourt in the UK
8,000 Sheep managed by Velcourt
900 Beef cattle managed by Velcourt



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

77 million
Litres of milk produced on Velcourt managed farms in the UK



30,000 tonnes
Feedstock expenditure



£14.2 million
Capital invested by Velcourt in farming businesses

£25 million
Input purchase expenditure

2,996
Tonnes of top fruit produced by Velcourt



316,150
Tonnes of combinable crops produced by Velcourt



332
Hectares of onions managed by Velcourt

828
Hectares of potatoes managed by Velcourt



977
Hectares of sugar beet managed by Velcourt



15
Dairy units managed by Velcourt



93
Velcourt-managed farms in the UK



61,000
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**

ROSS EDWARDS



ROSS EDWARDS

Ross is our Senior Farm Manager at Evershot Farms, overseeing 1,700 dairy cows on 2 units, 1400 dairy replacement heifers, 2,000 sheep and a 750kw Biogas plant. The farmed area extends to 2,400ha of arable, grassland and parkland which includes a substantial higher tier stewardship agreement.



OUR INDEPENDENT, COLLABORATIVE APPROACH IS VITAL TO OUR CLIENTS

NICK ANDERSON



NICK ANDERSON

Nick heads up Velcourt's agronomists and advisory team, who provide fully independent agronomy advice across the country.

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 upon extensive in house crop trials and the management data gained from our wider farming business.

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 Trials 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

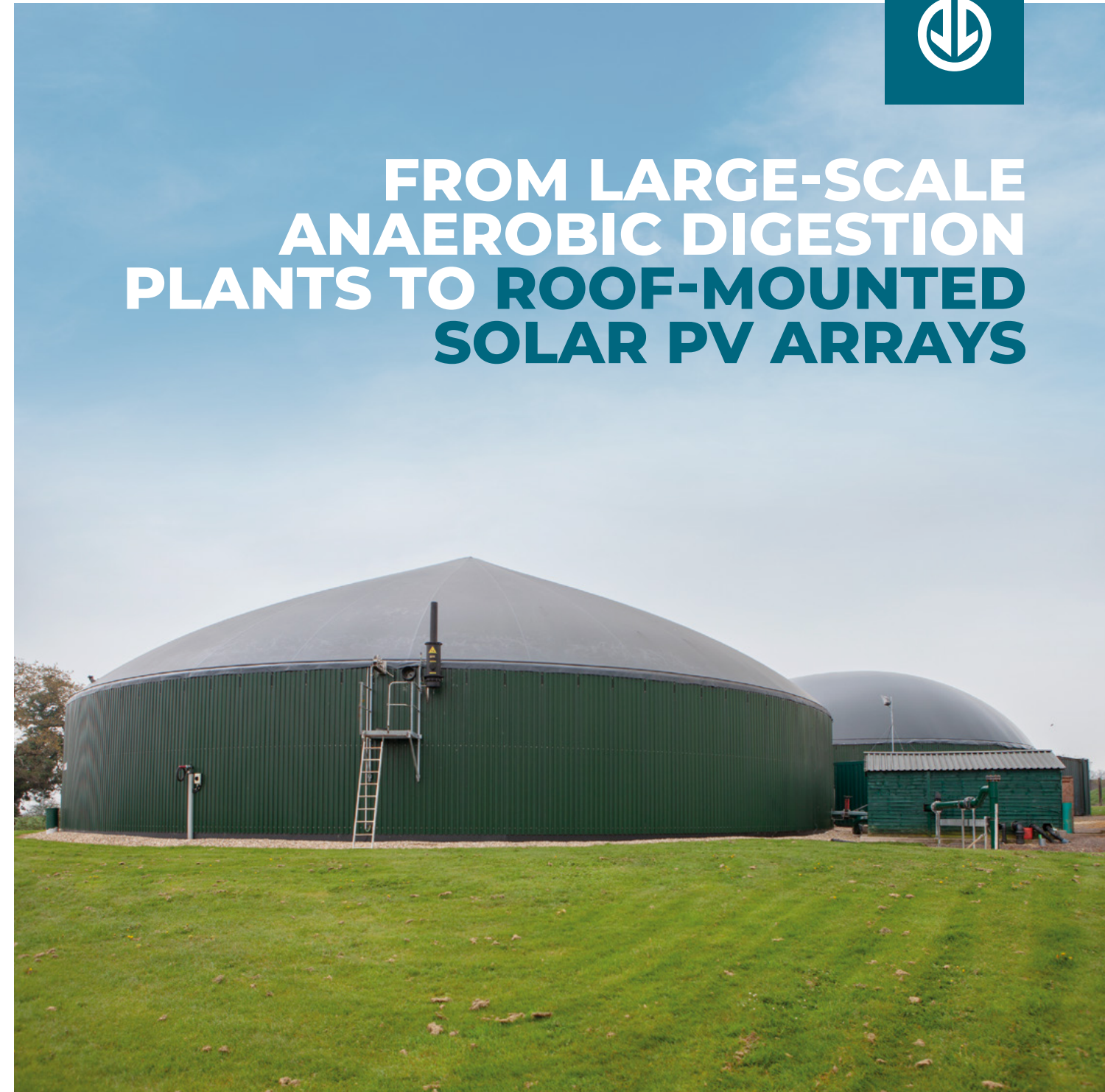
Velcourt works with a number of clients that employ our expertise to maximise their AD plant's capabilities and ensure long-term digester health.

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 01747 820230
M 07703 203550



**DAVID
COUSINS**

Farms Director
Head of Arable

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 01780 460010
M 07918 627736

INNOVATIVE LEADERS & PROGRESSIVE PARTNERS



**ROBBIE
TAYLOR**

Farms Director
Head of 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 01935 482211
M 07771 507284



**IAN
SMITH**

Farms Director
Midlands

Ian joined Velcourt in 2024 becoming Farms Director for the Midlands, with over 30 years' experience of Farm Estate business management. He now oversees a diverse range of farming businesses specialising in combinable crop production, energy crops, root crops, livestock and countryside stewardship.

E ismith@velcourt.co.uk
T 01780 460010
M 07810 435887

MEET THE TEAM



**MATTHEW
GREGORY**

Farms Director
East

Matt joined Velcourt in 1994 and had a series of management roles before becoming a Farms Director in 2024. 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 01394 450636
M 07771 507302



**CHARLIE
BATTEN**

Farms Director
South

Charlie joined Velcourt in 2009 progressing to Farms Director for the South in 2024. Charlie directly manages a 2700-hectare, multi-client contract farming business in Hampshire, and oversees a number of other Velcourt farms in the South of England. He also jointly manages central machinery purchasing.

E cbatten@velcourt.co.uk
T 01794 341757
M 07779 681359

OUR PEOPLE ARE CENTRAL TO EVERYTHING WE DO



**NICK
ANDERSON**

Technical Director

Nick Joined Velcourt in 2018 from a UK and international agronomy background. As Technical Director for Velcourt he is responsible for all trials 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 07342 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 01635 203906
M 07717 660397

NOTES



VELCOURT

Velcourt Ltd

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

01747 820230

Velcourt Ltd

The Barns
8a Church Street
Thurlby
Lincolnshire
PE10 0EH

01780 460010

Velcourt Group Ltd

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

01531 660286

Velcourt Ltd

The Estate Office
Melbury Sampford
Dorchester
Dorset
DT2 0LF

01935 482211

VELCOURT.CO.UK

