

# Facilitating Healthier Consumption of Grains: Whole Grain Stone Milling

ENGSKO A/S



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## ENGSKO A/S



- Established in 1900 in Randers, Denmark. HQ still in Randers; production facilities in Denmark, Ethiopia, India, South Africa, Ukraine.
- Engsko A/S specialize in production of Grinding Mills, Mill Stones, Grinding Mill Plants & related equipment
- Used for grinding different types of grains, spices and coffee.
- Engsko A/S today is the market leader within the specific field of Stone Milling, and we produce more than 300 Grinding Mills and 23.000 sets of Mill Stones on a yearly basis.
- Today, Engsko exports to 56 countries throughout Europe, North America, Middle East, Africa Asia Pacific and Latin America.
- Our customers spans from farmers, co-operatives, bakery to industrial plants and UN/NGOs, whom we are all enabling to provide healthy, nutritious, organic, and sustainable products to their end-users.



# STONE MILLING WHOLE GRAINS

Since the 3<sup>rd</sup> century B.C. the process of milling grains into flour consisted of passing whole grains through two moving millstones.

Stoneground flour is ground between two millstones and contains a natural balance of starch, protein, vitamins and fibers. It is ground in a single pass through, retaining and integrating the wheat germ oil. Essential Vitamin B and E are preserved; nothing is taken away or added – whole grains goes in; wholegrain flour comes out.

Stoneground flour has always been around, and we are now seeing increased focus and demand for whole meal flour, both from governments and general public – farm to plate concept is increasing and nutritional value is high on the overall political agenda.

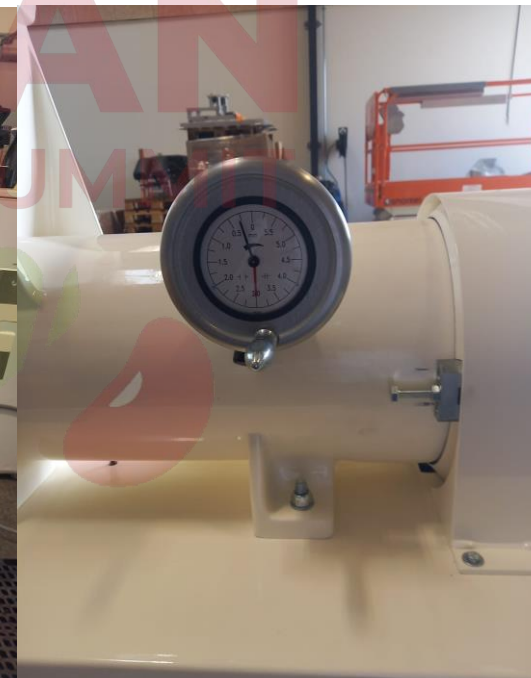
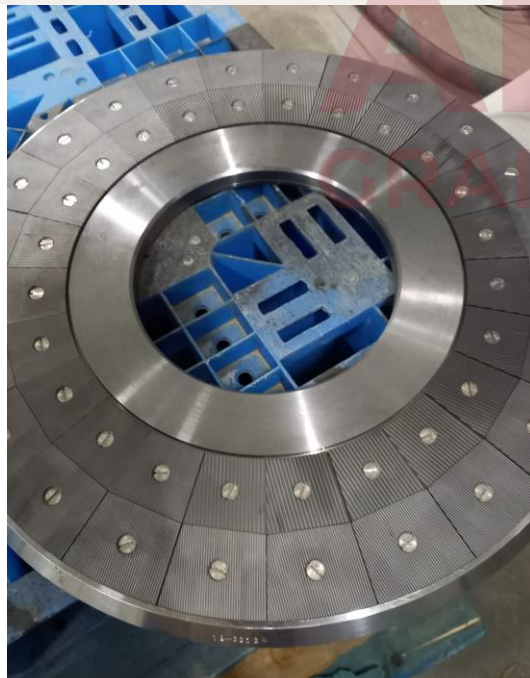


**RICHER FLAVOR & AROMA - NUTRITIONAL VALUE**

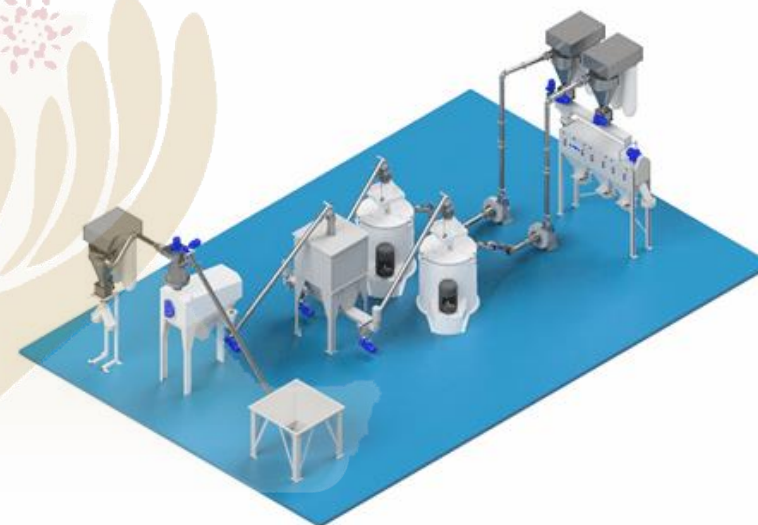
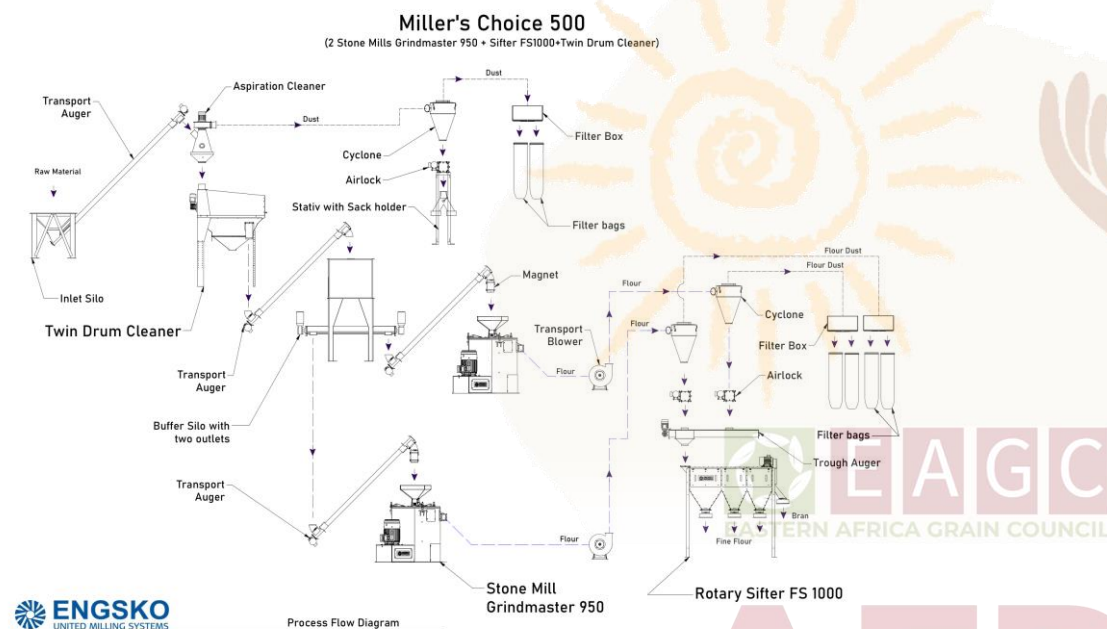
**ARTISAN QUALITY - VERSATILITY**

# STONE MILLS

- **Grindmaster 950mm.** Capacity 250 kg – 800 kg pt hour – available with stainless steel milling chamber , prepared for PLC
- **Europe Mill Industrial 950mm & 600mm.** Capacity 250 – 800 kg & 150 kg pr hour – 400 kg pr hour
- **Disc Mill MHA600** capacity 1 tons pr hour 2 tons pr hour







# AFRICAN TRADE SUMMIT GRINDING MILL PLANTS

- 3D layouts.
- Assembly drawing
- Detailed BoM list and packaging list
- Installation and commissioning offered



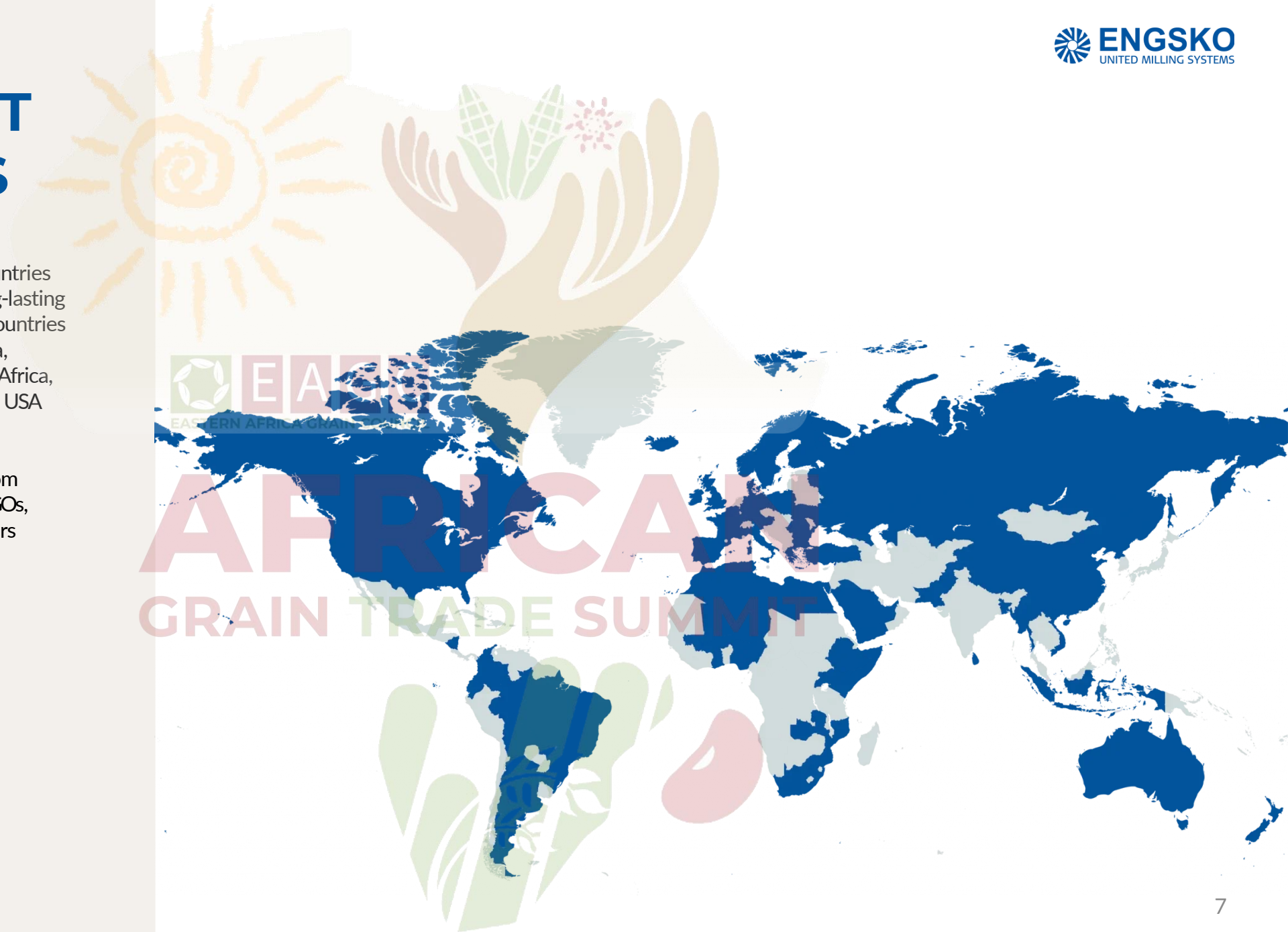
## MILLSTONES

- 120 years tradition and reliability
- Heart of a stone mill is the millstone
- Made from all-natural material, predominantly flint and emery
- Long lasting - Simple Re-dressing of stone
- Timeless technology



# OUR MARKET & PARTNERS

- Engsko A/S currently export to 56 countries world-wide and have maintained long-lasting relationships with our customers in countries like Australia, Brazil, Canada, Ethiopia, Germany, Kenya, Saudi Arabia, South Africa, Sri Lanka, Tanzania, UAE, Uganda, UK, USA and many more
- Our partners and customers range from Millers, farmers and bakers to UN/NGOs, government entities and entrepreneurs



# CONSUMER AWARENESS

**39%**

Eating more whole grain products & ingredients

**77%**

Think they should increase their intake

**30%**

Older consumers purchase food from local producers

## CONSUMER AWARENESS

- Informed choices
- Supporting local agriculture
- A health-conscious consumer drives demand

**80%**

Of people choose whole grains. This habit started in the past 5 years.

**46%**

Of all consumers choose whole grains at restaurants

**24%**

Younger consumers purchase food from local producers



# HEALTH BENEFITS



## PEOPLE

- Nutritional value & Digestive health
- Blood sugar management
- Reduced obesity risks
- Reducing risk of cancer

**RICHER FLAVOR & AROMA - NUTRITIONAL VALUE**  
**ARTISAN QUALITY - VERSATILITY**



# POLITICAL FOCUS

- East Africa is prioritizing industrial growth and economic development to reach Middle-Income Country level by 2030.
- Industrial growth and sustainable development require *healthy, smart and productive human capital*. Malnutrition reduces learning and earning capacities and is a main barrier to economic growth.
- Eliminating malnutrition is one of the best ways to address poverty, given that *malnutrition is both a cause and consequence of poverty*.
- It is estimated that *for every dollar invested in nutrition a country can get 16 dollars in returns* (World Bank).
- There is high focus on malnutrition & health management and both international and local funding is being given to health-related projects
- The rules and regulations for fortification in general is currently in a transitional phase

## SUSTAINABLE DEVELOPMENT GOALS



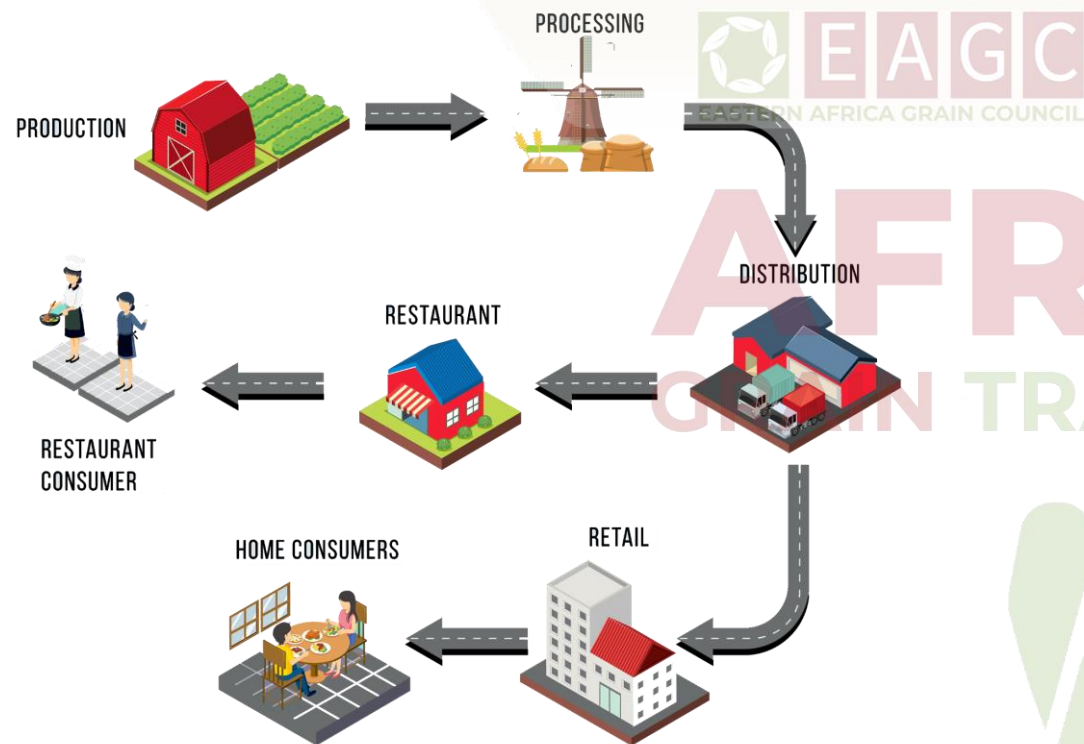
Goal 3 – Good Health and Well-Being. Stoneground flour ground between two ENGSKO millstones contains an organic and natural balance of starch, protein, vitamin and fibers.

Goal 11 – Sustainable Cities and Communities. Village communities and cities will be able to do sustainable production with ENGSKO Small Scale Milling Solutions; even going back to the “ancient” grains they have used before instead of imported wheat.

Goal 12 – Responsible Consumption & Production. Our technology is timeless and does not need much energy consumption to run.



# MARKET ADJUSTMENT



## FARM TO PLATE

- People want to know where the food comes from

## ADAPTION

- Meet demands for the market
- Improving consumers' well-being
- Resonate deeply with consumers

## CSR

- Business is sustainable
- Nurturing a responsible supply chain
- Food industry is more transparent & socially conscious

# STONE MILLS EXTRACTION RATES



# AFRICAN



## EXTRACTION RATE – FIRST BREAK

- 75-78% Fine Flour
- 10-15% Semolina
- 10-15% Bran

## NICHE MARKET WITH PREMIUM PRICING

- A health-conscious consumer drives demand
- Higher extraction rates leads to direct financial benefits.
- Magnifying your return on investment.
- Higher margin



# CONCLUSION AND Q&A



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