Business Forum
Tuesday 5:15 – 6:30 pm

Alfalfa strikes back : Who's gaining ground ?

Alfalfa markets in emerging regions: past, present, and future.

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The Rapid Development of China's Alfalfa Industry

A 20 - year Journey (2008 - 2020)

报告人名称

20xx. xx. xx

目录

Introduction

Get to know the origin and early uses of alfalfa in China

History of Alfalfa in China

The long standing story of alfalfa

Introduction Time

Over 2,000 years ago, alfalfa seeds were introduced to China in the Western Han Dynasty.

Early Planting Area

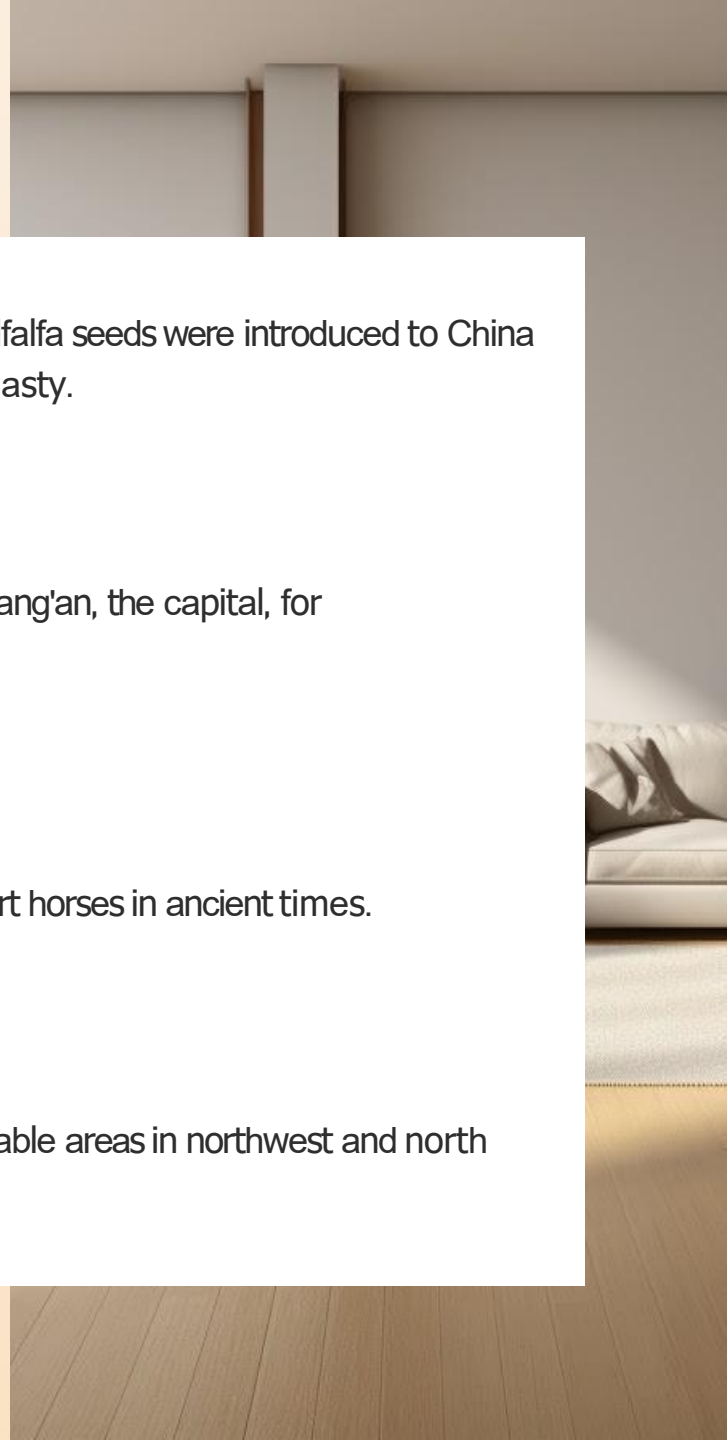
Initially planted near Chang'an, the capital, for special purposes.

Purpose of Planting

Mainly used to feed court horses in ancient times.

Spread Range

Gradually spread to suitable areas in northwest and north China.



Early Uses of Alfalfa

The diverse functions of alfalfa

As Forage

Served as high - quality feed for horses, cattle and other draft animals.

Green Manure Crop

Sometimes used to improve soil fertility as a green manure.

Edible Reserve Crop

Occasionally used as an edible reserve in certain situations.

Driving Force for Rapid Development

Explore the factors behind the industry boom

Development of Animal Husbandry

The rise of large - scale dairy farming

Demand for Dairy and Meat

Increasing demand led to the expansion of animal husbandry.

Adjustment of Cattle Structure

The "Action to Revitalize Dairy Industry" brought structural changes.

Expansion of Large - scale Pastures

Large - scale pastures were developed
to meet the growing needs.

Number of High - quality Cows

From 500,000 in 2008 to 6 - 7 million in 2025.

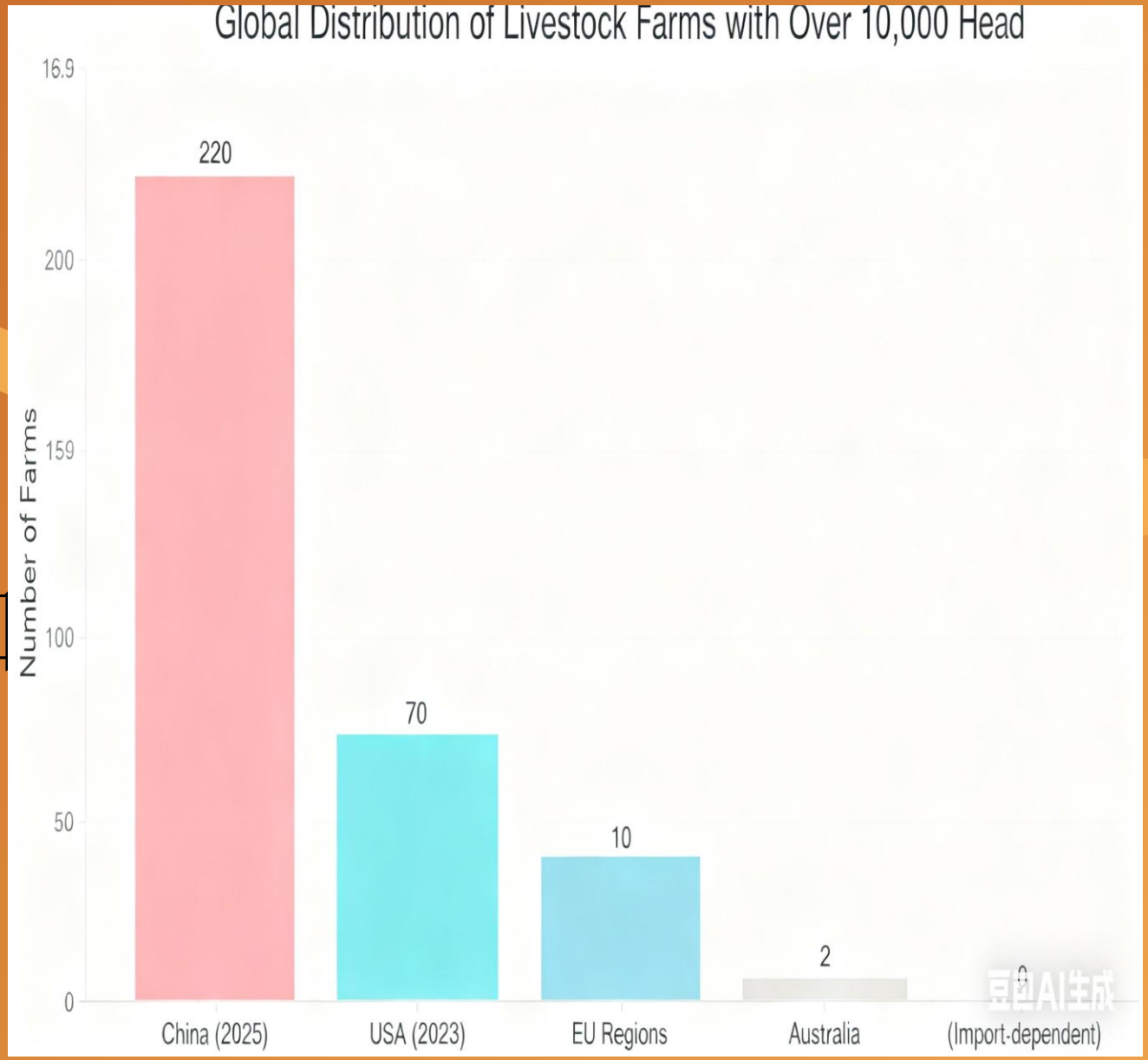
Milk Output

Total milk output reached 43 million tons in 2024.

Contribution of Major Groups

National head animal husbandry groups contributed over 80% of production.

Country/ Region	Number of Farms with Over 10,000 Cattle	Year/Key Notes
China	210–230 units	2025 (projected data)
United States (US)	Approximately 70 units	2023
New Zealand	0 units	Legal restrictions on single-farm scale; maximum herd size of any farm < 5,000 cattle
Australia	2 units	Mainly concentrated in the state of Victoria
European Union (EU)	≤ 10 units	Including 3 in Germany, 2 in the Netherlands, and 1 in France; strict environmental regulations limit farm scale
Saudi Arabia/UAE	Approximately 20 units	Concentrated in desert areas; farm operations rely on imported feed



Government Policies

The supportive hand of the government

National Alfalfa Industry Development Plan

A plan to guide the development of the alfalfa industry.

Guiding Opinions on Herbivorous Animal Husbandry

Provided direction for the development of herbivorous livestock.

Revitalizing Dairy Alfalfa Action

Ongoing projects to boost alfalfa production for dairy.

Grain to Feed Policy

Encouraged the use of marginal land for forage production.

Subsidy for示范基地

Subsidized high - quality and high - yield alfalfa demonstration bases.

Importance of Forage Supply

Raised forage supply to a strategic height for dairy safety.

Reduction of Import Dependence

Witness the shift from imports to domestic production

High Import Dependence

The reliance on foreign alfalfa

1. **Import Volume in Different Years**
   Import volume increased significantly from 2008 to 2022.
2. **Year on Year Growth Rate**
   Varied growth rates reflected market changes.
3. **Key Drivers of Imports**
   Factors like post - milk scandal adjustments and supply shortages.
4. **Total Demand and Domestic Supply**
   In 2023, there was a gap of 1.9 million tons between demand and supply.

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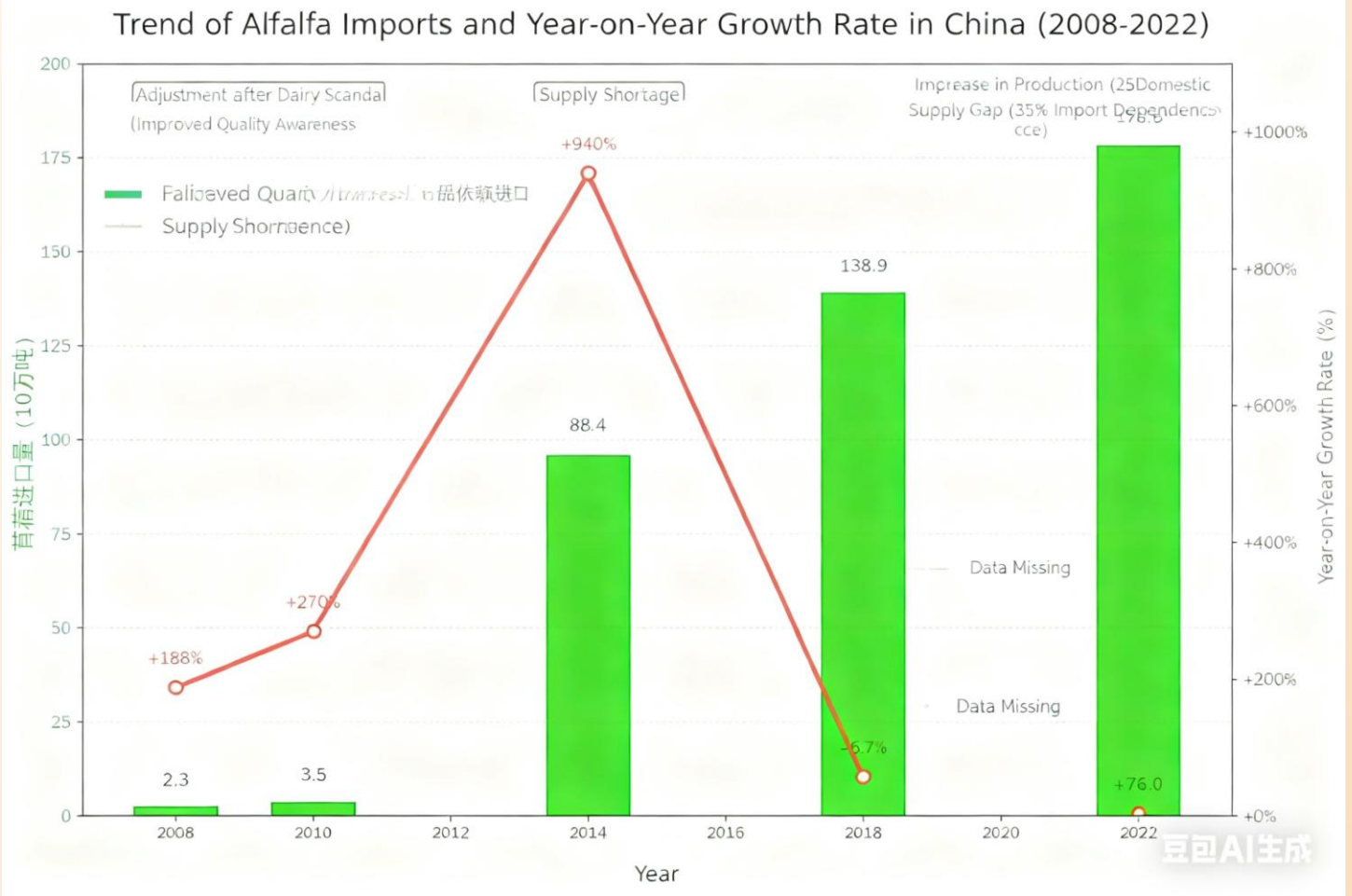
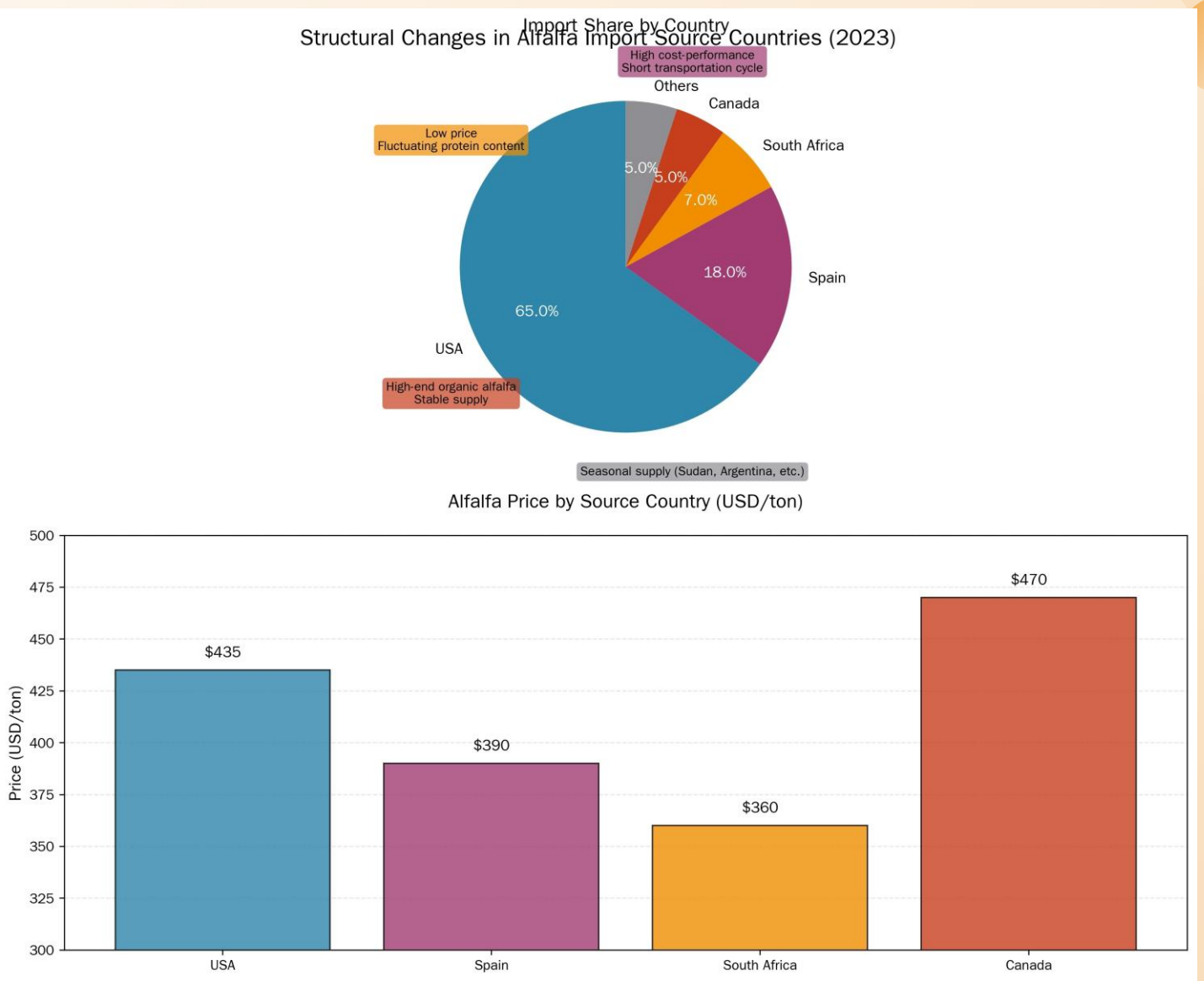
Year	Import Volume	YoY Growth	Key Drivers
2008	2.3	+188%	Post-milk scandal adjustments
2010	3.5	+270%	Quality awareness rise
2014	88.4	+940%	Supply shortage
2018	138.9	+57%	Tariffs (25% on some imports)
2020	[Data missing]	[Data missing]	Domestic supply gap (~35% import dependency)
2022	178.6	+3.3%	Production boosts (e.g., Ningxia)



USA	65	420–450	Crude protein ≥18%, moisture ≤12%
Spain	18	380–400	High cost-performance, short transportation cycle
South Africa	7	350–370	Low price, fluctuating protein content
Canada	5	460–480	High-end organic alfalfa, stable supply
Others	5	-	Seasonal supply from



Policy Support for Domestic Production

The government s efforts to boost domestic output

Special Policies

Policies like the alfalfa action plan supported domestic production.

Base Construction

Supported the construction of alfalfa planting bases.

Seed Industry Development

Promoted the development of the domestic alfalfa seed industry.

Technological Upgrading

Aimed at improving production technology to reduce imports.

Ecological Benefits

Discover the positive impact on the environment

National Ecological Strategy

China s commitment to ecological protection

Acceleration of Ecological Civilization

China has accelerated the construction of ecological civilization.

Use of Marginal Land

Encouraged the use of saline - alkali and desertified land for alfalfa.

Challenges Faced

Faced challenges like climate, sandstorms, and water shortages.

Goals of Ecological Construction

Aiming for green development and sustainable land use.

Case of Arukerqin Banner

A successful model of sand control

Situation Before Policy

Over 90% of natural grassland degraded, with low vegetation coverage.

Policy Shift

Issued the "Planning of Grassland Industry in Sandy Land" in 2008.

Results After Policy

Vegetation coverage restored, sandstorm days reduced, and income increased.

Current Status

Vegetation coverage stable, microclimate improved, and economy booming.

Quality Improvement and Efficiency Enhancement

Trace the path of alfalfa quality development

Stages and Characteristics

The different phases of quality improvement

Large scale Development Period

Policy - driven, with improved standards and quality from 2011 - 2020.

Production Characteristics in Large scale Period

Intensive, large - scale, with optimized varieties and mechanized production.

Quality Improvement and Efficiency Enhancement Period

Led by science and technology for high - quality development from 2020 on.

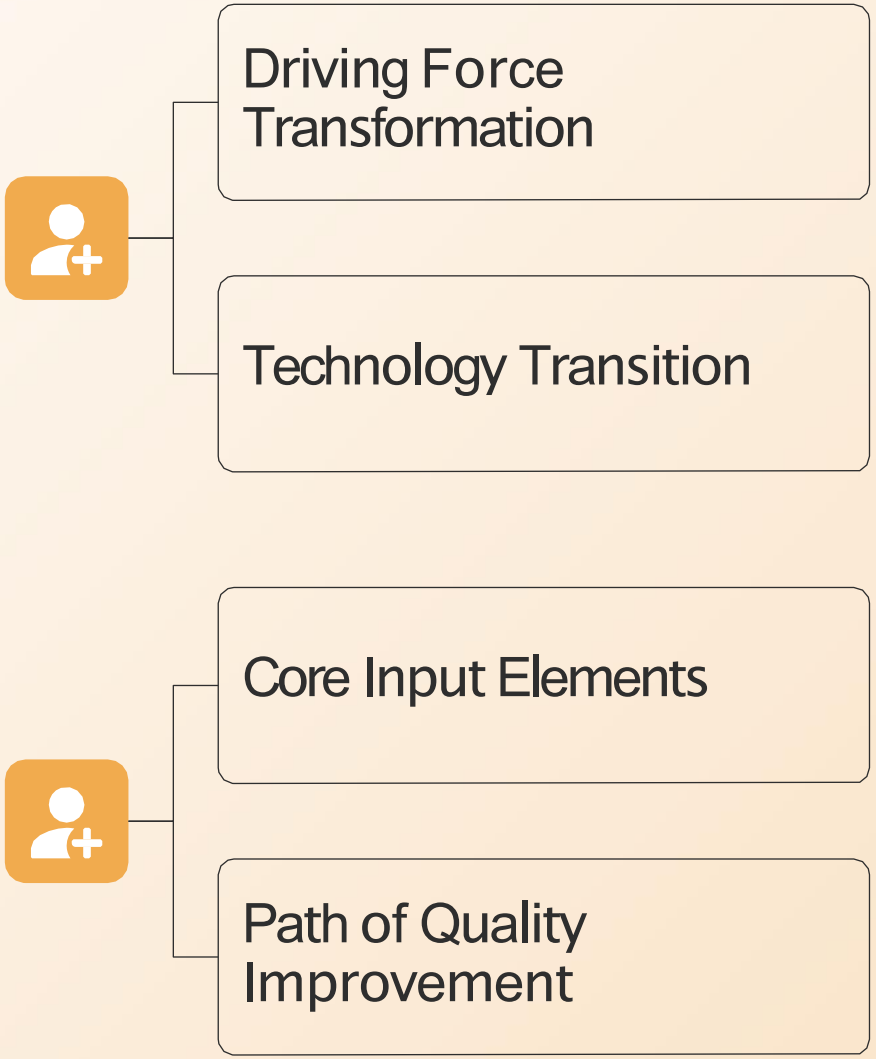
Production Characteristics in Quality Improvement Period

Focused on breeding, precision agriculture, and intelligent

management.

Key Points of Quality Development

The core elements of alfalfa quality progress



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Professional forage equipment suppliers and service providers

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Development of Forage Equipment

Learn about the progress of equipment in the industry


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Iterative Upgrading

The continuous evolution of machinery

Mechanization Rate Improvement

Mechanization rate increased from 40% to 90% from 2009 - 2015.

Equipment Changes in Different Stages

From traction to self - propelled machines, with new types emerging.

Impact on Quality

Led to a decrease in ash content and an increase in leaf integrity.

Impact on Efficiency

Operating efficiency improved from 20 to 70 mu/hour.

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Service and Development

The support and growth of the equipment industry

- **Service Team Development** — Forage equipment operation teams increased in number and service range.
- **Increase in Equipment Quantity** — The number of advanced forage equipment increased significantly.
- **Increase in Service Price** — Service price increased along with the development of the industry.
- **Domestic Equipment Development** — Self - developed equipment came out and was widely used.
- **Export Prospects** — Expected to export high - quality products and technologies globally.

Thank you

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04/11/2025

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