



PORTUGUESE CROSS VISIT

Francisca Viveiros

Rui Almeida

APRIL-2023





CONSULAI IN A NUTSHELL

- **CONSULAI** was founded in March 2001. Since then, it has become the largest consulting company in the agribusiness sector in Portugal, basing its activities on long-term relationships with clients, responding to their needs, promoting their competitiveness in the market, the quality of their products and their economic results.
- The company currently has more than 1,450 clients, covering all sectors of food production/processing, which include, in addition to small and medium-sized companies in the agribusiness sector, large companies, foundations and private organisations, and public institutions.

INNOVATION | CREDIBILITY | RIGOUR

- **CONSULAI's main services include:**



Strategic
Planning



Investment
Projects



Sectorial
Studies



Industrial
Management



Innovation
Projects



Information
Management



Communication &
Dissemination



Sustainability
Management



OUR TEAM



Luís Mira



Pedro Falcato



Pedro Santos



Rui Almeida



Bruno Caldeira



João Oliveira



Lúcia Correia



Marisa Simões



Dina Lopes



Carolina Mendes



Ana Barriga



Ana Cadete



Bárbara Castro



Carla Carvalho



Carolina Ramos



Catarina Bento



Diana Dias



Francisca Machado



Francisca Viveiros



Inês Rodrigues



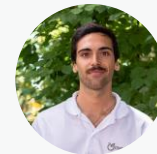
Iris Salgueiro



Joana Anjos



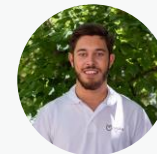
João Margaça



João Pimenta



João Robalo



Joaquim Cabral



Lúcio Rosário



Marta Mendes



Pompeu Pais Dias



Ricardo Zanatti



Sara Pereira



Tânia Figueiredo



Tânia Martins



Teresa Rafael



Tiago Lemos



FRAMEWORK | PORTUGAL



Capital

Lisboa



Population

10 M



Area

92 212 Km²



GDP (2021)

211 278 M€



Average age of farmer

64 years



Family Farming Population

666 k

(6,1% of resident population)



Irrigated Area

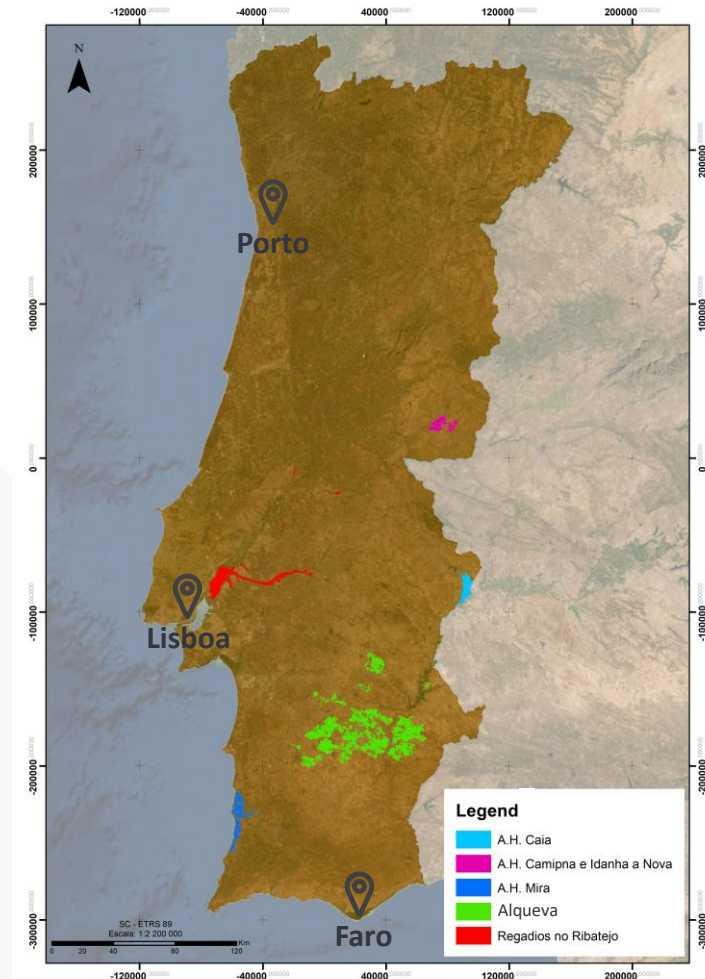
566 204 ha

(14% of the UAA)



GDP from Agriculture

4 633 M€

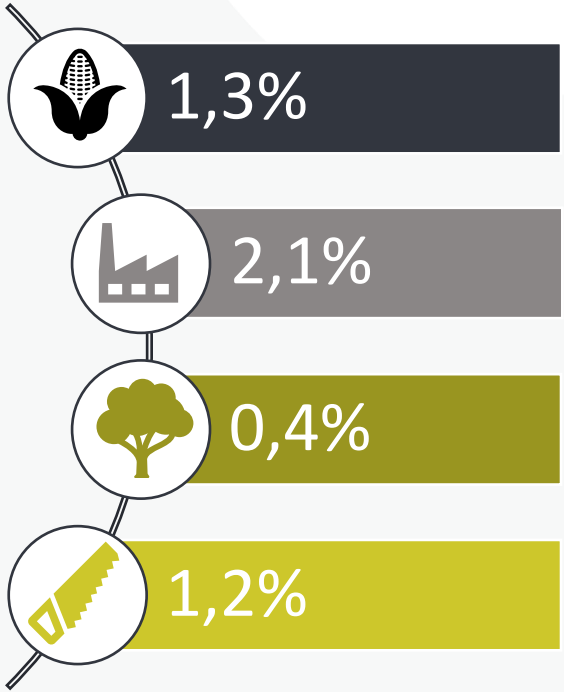




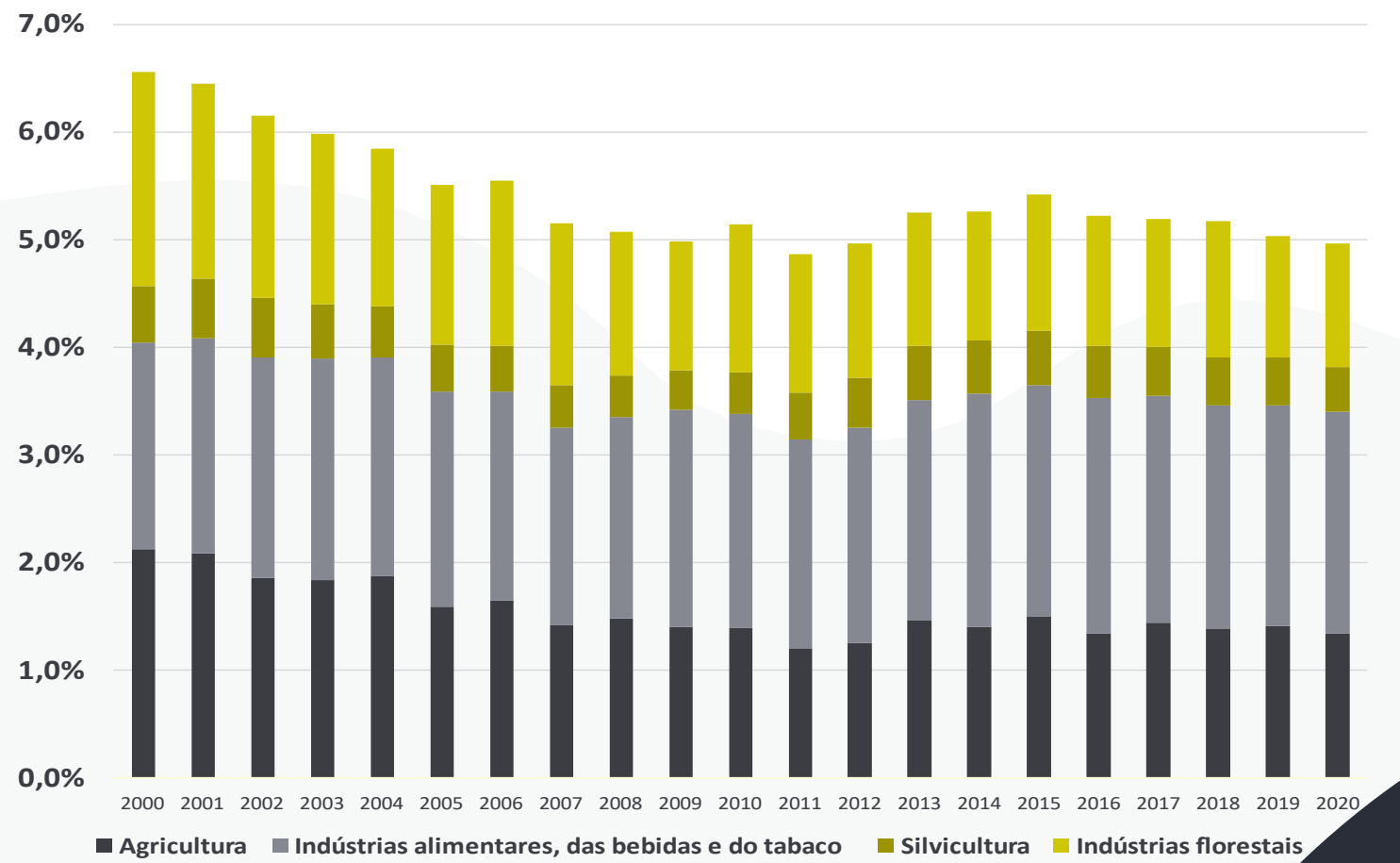
ECONOMIC IMPORTANCE

Weight of the Agroforestry Complex Subsectors in the Economy (2020, INE)

5%



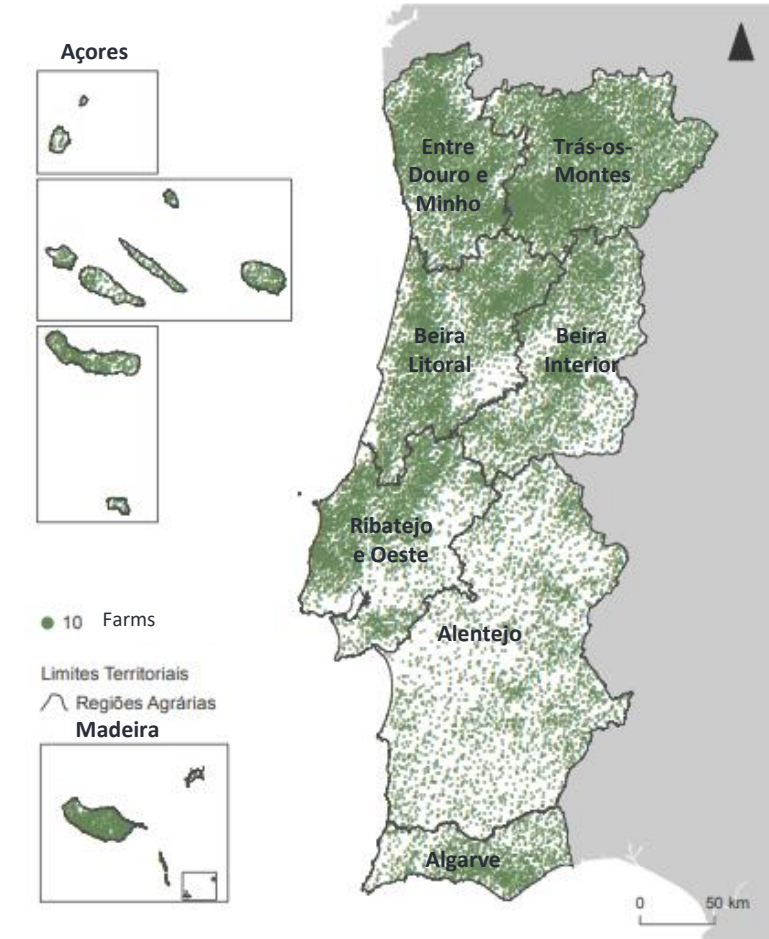
WEIGHT IN GDP





FRAMEWORK | AGRICULTURE

- ✿ The average UAA in a farm in Portugal is 14 ha
- ✿ Alentejo is the region with less farms density and with an average size of 70 ha of UAA
- ✿ In Ribatejo e Oeste and Beira Interior region the average UAA is 12 ha
- ✿ 45% of specialised farms produce permanent crops, mostly vineyards, olive groves and fruit trees (nuts, citrus,...)
- ✿ In Portugal the most produced products are:
 - ✿ Olives for olive oil
 - ✿ Grapes for wine
 - ✿ Cereals (maize, oats, wheat, rice,...)
 - ✿ Nuts (almonds, walnuts and chestnut)
 - ✿ Citrus and other fresh fruits (oranges, apples, pears, cherries)
 - ✿ Vegetables for industry and fresh vegetables (potato, tomato,)



Source: INE, I. P.



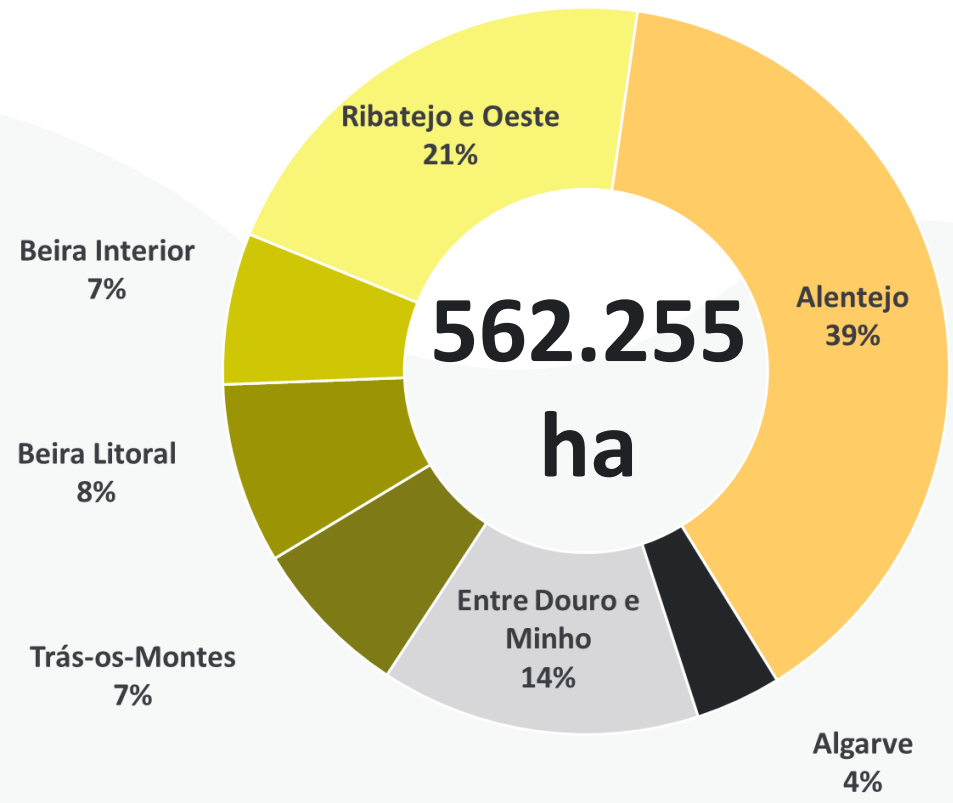
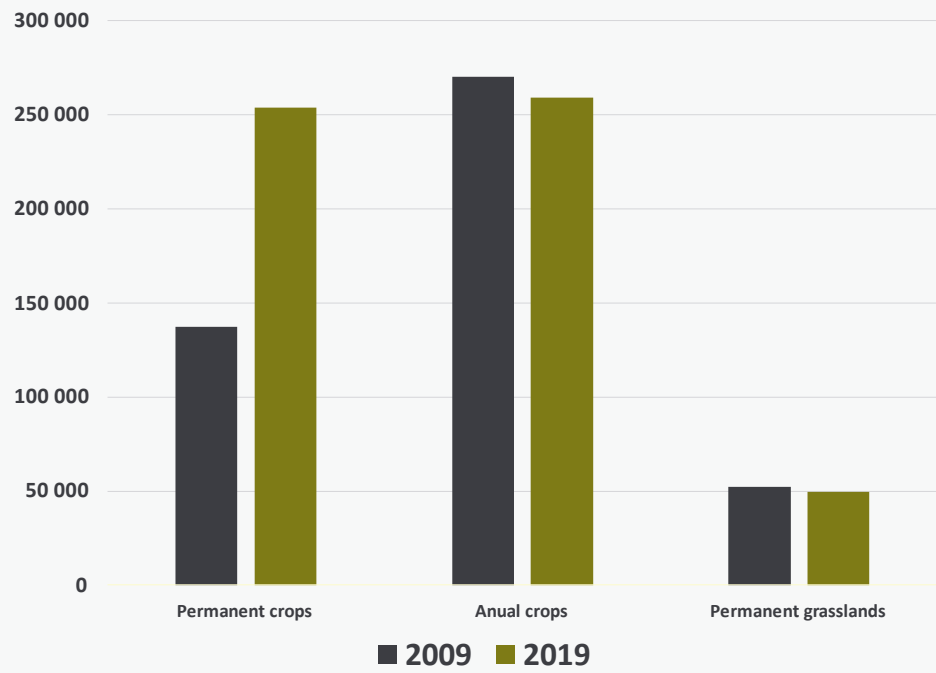
IRRIGATION

🍃 % agriculture irrigation area Portugal = 14,2%

🍃 Public Irrigation = 40%

IRRIGATION AREAS IN PORTUGAL

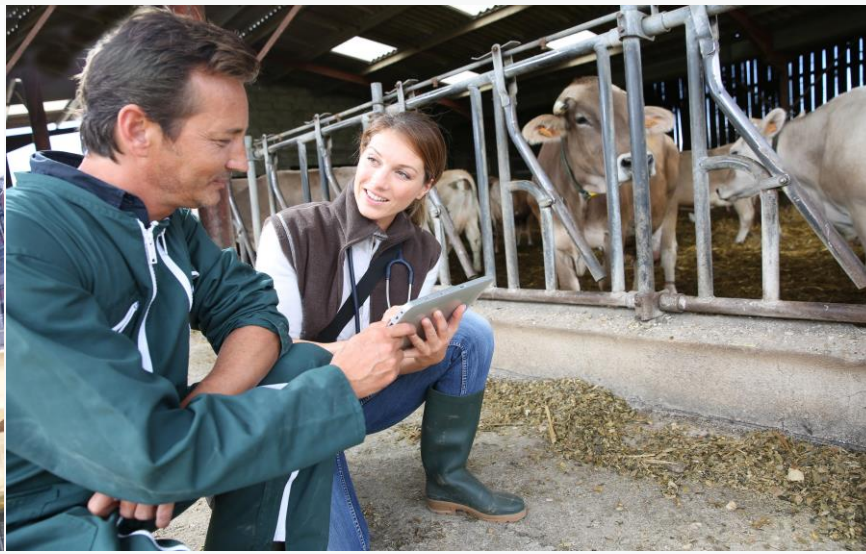
IRRIGATION CROPS





ADVISORY SERVICES IN PORTUGAL

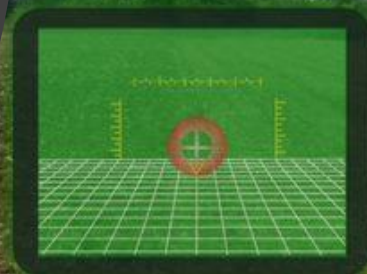
- Technical support to farmers comes from many institutions and services
 - 🌿 Mostly cooperatives, Producer Organisations and farmers' associations
 - 🌿 Private sector







DIGITISATION IN PORTUGAL



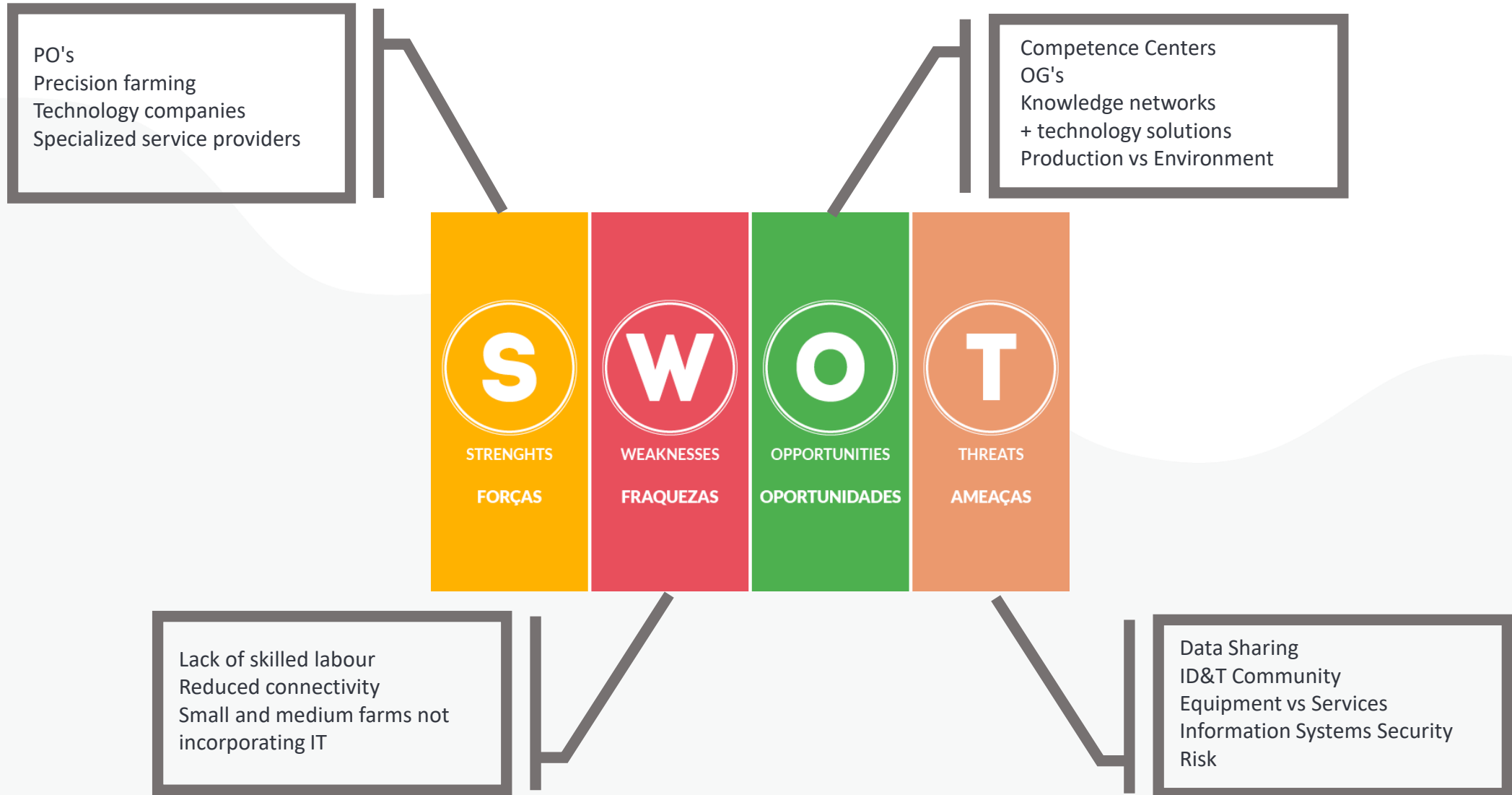


PEPAC

PEPAC 2023-2027

Food supply
EU environmental and climate objectives
socio-economic development of the territories

PEPAC also has a cross-cutting objective of "modernizing the sector by promoting and sharing knowledge, innovation and digitalisation in agricultural and rural areas and **promoting their adoption**"





DIGITISATION STRATEGY

- 🌿 **OBJ 1** – Promoting technology transfer / exchange
- 🌿 **OBJ 2** – Improve digital skills
- 🌿 **OBJ 3** – Connectivity
- 🌿 **OBJ 4** – Improve the context for digitalization
- 🌿 **OBJ 5** – Turn data into decision support information



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