



PA Nutri Talks – Nutrient recycling in the Baltic Sea Region
Kiertoravinne Oy / Jenni Ylikahri
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Kiertoravinne Oy

- Company has started operations 10/2022
- A circular economy company that offers a nutrient product management service especially for biogas plants
- Background for founding this company is Gasum focusing on their core business → Gasum is the largest producer of biogas in the Nordic countries
- Kiertoravinne distributes all nutrient products from Gasum's biogas plants in Finland
- Nowadays Kiertoravinne offers the same service also to other biogas manufacturers



Kiertoravinne in numbers

Revenue 2023
3,4M€

Estimated
revenue 2024
7,2M€

Delivered
products 2023
300.000t

Estimate of
delivered
products 2024
480.000t

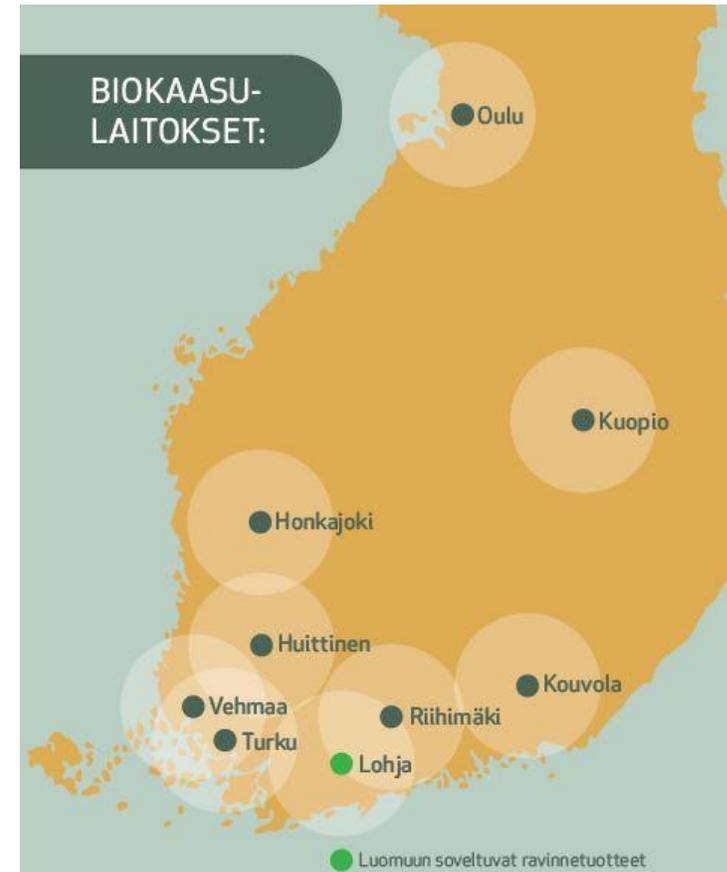
We deliver 13.700
truckloads yearly |
53 truckloads
daily

5 employees

We recycle
nutrient products
over 1000t every
day 

Biogas plants in our network

- 10 biogas plants total
- Raw materials include mainly bio-waste, sewage sludge, animal by-products, bio-sludge
- 1 plant produces fertilizer for organic farming



Our business areas of nutrient products



Agriculture

Fertilizing
Soil improvement
Strengthening farm sludge



Substrates

20-30% share of the mixture
No other fertilizing is needed



Industry

Nutrient feed for industrial wastewater treatment plants
NoX emission control
In future maybe for example biochar

Why we exist?

- The biogas producer manages many different products related to both biogas and side streams
- Biogas producers must master a very wide range of markets and legislation
- It is challenging to be an expert in biogas, energy markets, agriculture and fertilizer markets at the same time!
- Our service is the solution to this challenge

Nutrient product management service



Marketing and sales of nutrient products



Storage, if necessary



Product management



Product development



Lobbying



Business development →
new products based on
farmer's need, new services
for farmers and so on



Reporting

Benefits of nutrient management service



The biogas manufacturer can focus on the core business



We can focus totally on nutrient world and customers needs



Most of our employees are also part-time farmers so we “speak same language as the customers”



We know the legislation



We find the best applications for products and we find customers where ever they are

What kind of cooperation is still needed?

- **Business area of recycled nutrients is very young and undeveloped, we need at least:**
 - Strong cooperation over business area -most challenges affect all operators
 - More research to strengthen the acceptability of recycled nutrients (especially sewage sludge as raw material)
- **It would be good to consider these as well**
 - Cooperation with the agricultural trade (like Hankkija) on the sale of products
 - Cooperation with mineral fertilizer manufacturers - Hybrid fertilization as a recommendation

Thank you!

