

# Vitafort<sup>®</sup> GROUP

40 years of  
experience

30 years of presence on  
the foreign markets



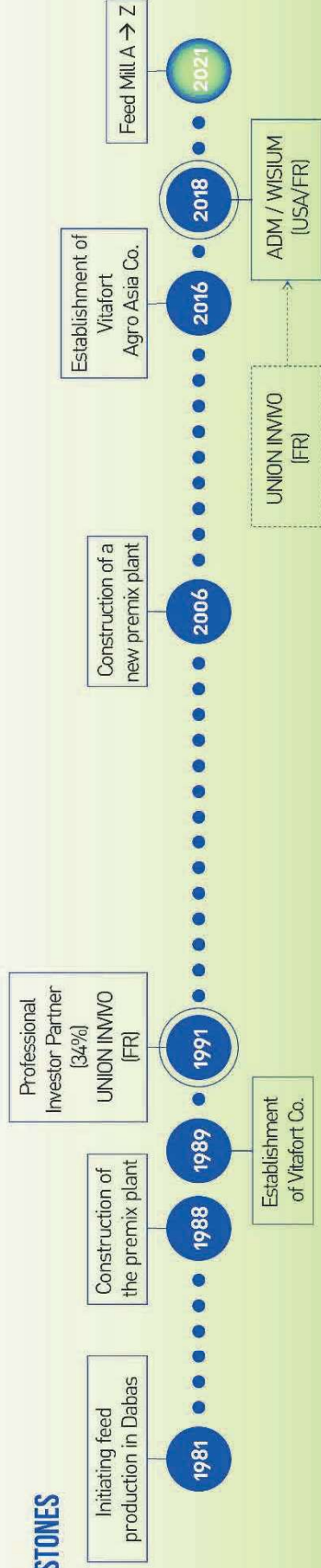


First Hungarian Feed Production and Distribution Co.

**WORLD CLASS FEEDING**



### MILESTONES



# 30 YEARS OF PROFESSIONAL COOPERATION

## VITAFORT CO. / ADM / WISIUM



YEAR OF  
FOUNDATION:  
**1902**

The company headquartered in Chicago (Illinois) covers the cereal, food, feed and biofuel markets of six continents



Wisium is the global brand name of the ADM premix producing division, which provides individual solutions for all farm animal species in the form of high-end products and services



**800+**  
locations



**345+**  
food and feed  
production sites



**480**  
sources of cereal supply



2019 turnover  
**65 BILLION \$**



**50+**  
innovation centers



**200**  
countries are served



**38 000+**  
employees



**88**  
consecutive years of  
dividend payment



**50**  
countries,  
global presence



**1000+**  
partners in  
the key industries



**500+**  
specialists in service  
of our partners



**40**  
million tonnes feed  
equivalent product

# CURRENT PRODUCTION CAPACITY OF VITAFORT

## PREMIX PLANT

- Concentration of the products (0,3-6%)
- Annual production capacity 50 000 t
- 47 raw material containers
- 1800 l mixing capacity
- Automatic packaging system (500 pcs/h)

## CONCENTRATE AND COMPOUND FEED FACTORY

- Automatic bagging and palletting system
- PLC controlled production system
- Production of concentrates (7-40%) and compound feeds
- Annual production capacity 70 000 t

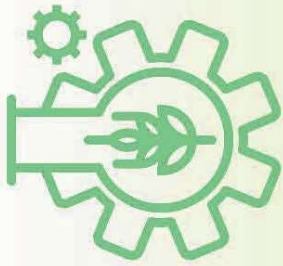
## PROTECTED PROTEIN PRODUCING PLANT

## LIQUID VITAMIN FACTORY

## CHEMICAL AND MICROBIOLOGICAL LABORATORIES

# FEED SAFETY FOR FOOD SAFETY

Analysis of  
12 000 samples

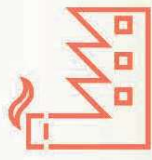


Analysis of  
180 000 parameters



# FEED MARKETING AND RAW MATERIAL SALES

70% of the total feed and raw material's are sold to about 350 industrial-scale farms



**50%**  
industrial-scale  
partners



**30%**  
raw material  
trade



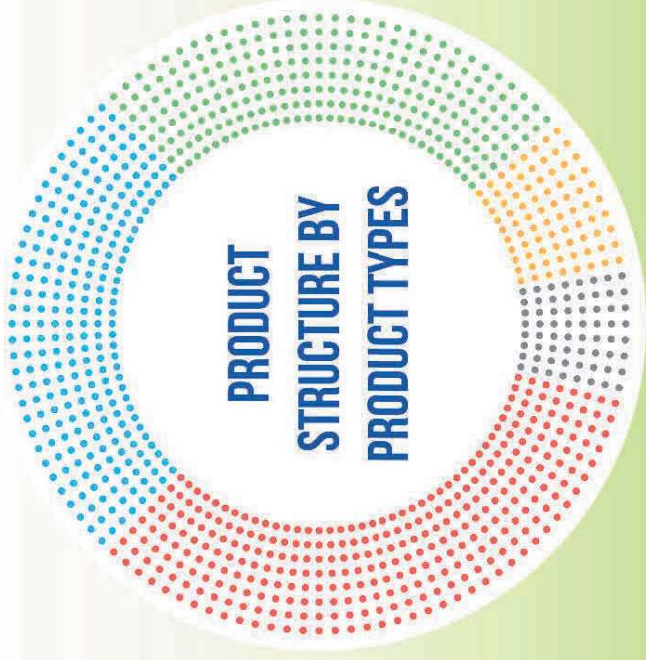
**12%**  
export



**8%**  
reseller  
network

# FEED PRODUCTION AND PRODUCT PORTFOLIO

2000 types of products for all farm animals and age groups



# FEED PRODUCTION AND PRODUCT PORTFOLIO

2000 types of products for all farm animals and age groups



54%

dairy and beef cattle



25%

swine



18%

poultry



3%

other



# RESEARCH + DEVELOPMENT + INNOVATION

More than 1% of the turnover

# MATE

## FEED MILL INVESTMENTS AND RECONSTRUCTIONS

Greenfield investment projects, total and partial reconstructions in Hungary and abroad.



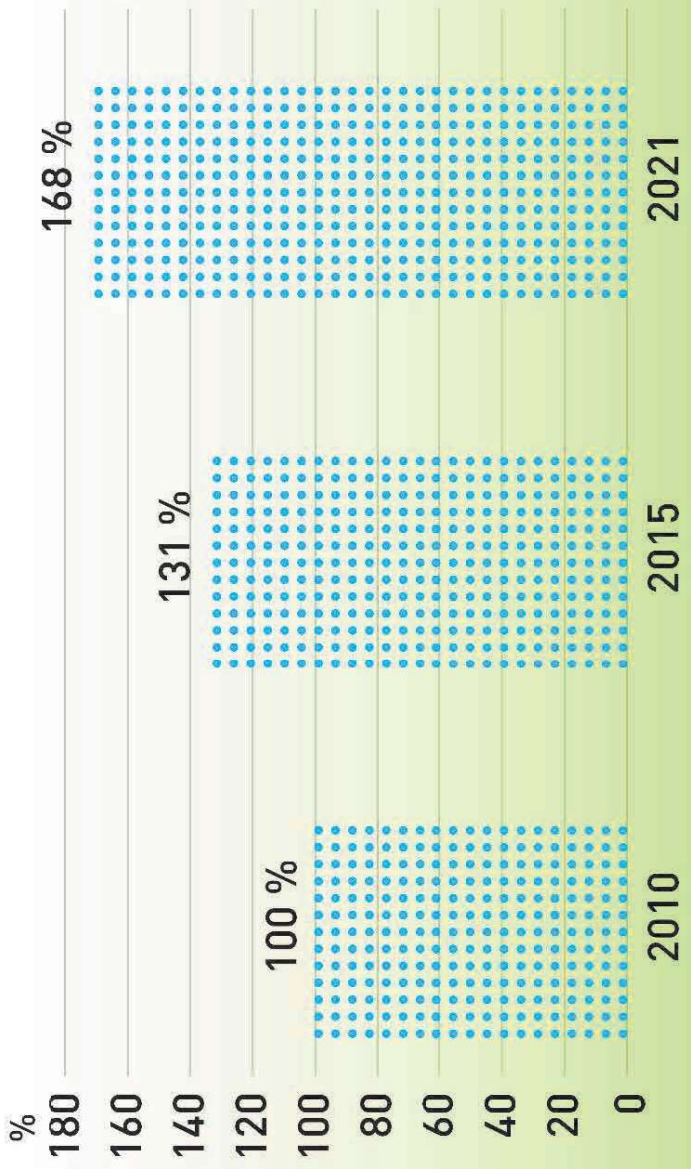
# NATIONAL R&D PROJECTS

Applicant	Title of the Project	Total Budget of the Project
Vitafort Co.	Research and development of a new scientific feeding system to optimize sustainable reproductive performance in dairy cattle and swine	1 368 363 USD
Kéleshús Ltd.	Development of a new competitive feeding system at Kéleshús Ltd.	2 253 333 USD
Béke Agrár Ltd.	Development of an integrated agricultural biological waste management system	2 970 333 USD
Vitafort Co.	Introducing an innovative and preventive detoxification process in the animal feed industry to reduce the mycotoxin content of feed ingredients during storage and preparation	3 643 740 USD
Vitafort Co.	Development of sustainable and waste-free insect protein-based feed production technology and its utilization in livestock according to the circular principles	3 452 167 USD
<b>Altogether:</b>		<b>13 687 936 USD</b>

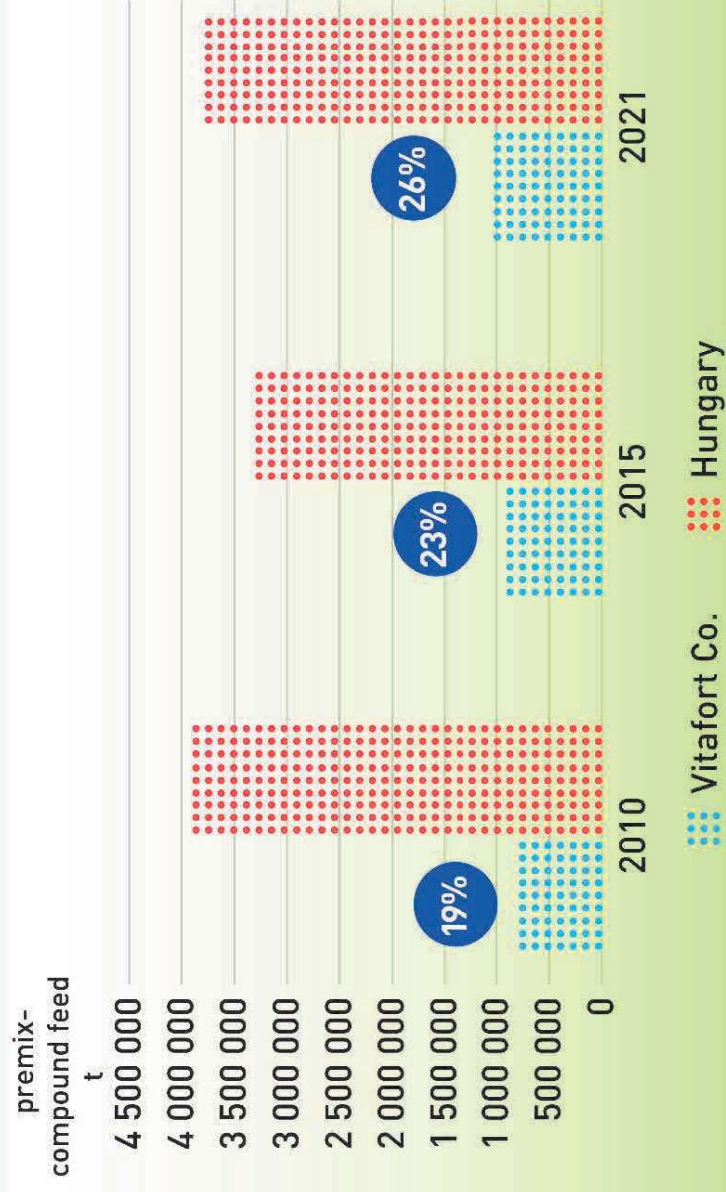
# INTERNATIONAL R&D PROJECTS

Applicant	Title of the Project	Total Budget of the Project
Vitafort Co.	iFishIENCI - Intelligent Fish feeding through Integration of Enabling technologies and Circular principle	7 141 266 EUR
Vitafort Co.	PROFUTURE - Microalgae protein ingredients for the food and feed of the future	9 448 451 EUR
Vitafort Co.	Feedmaster: Animal recognition methodology for antibiotics-free livestock management	738 568 EUR
<b>Altogether:</b>		<b>17 328 285 EUR</b>

# TURNOVER TRENDS



# DEVELOPMENT OF MARKET SHARE



# PRODUCTION AND DISTRIBUTION OF COMMODITIES

## TRADE IN CROPS



Trade in crops, feed raw materials, cereals, oil-seed plants.



Cereal trade  
300 000 tonnes/year

## CROP, MEAT AND MILK PRODUCTION



Crop production:  
1 800 ha



Milk production:  
8 million liters/year



Dairy herd:  
750 animals

## SWINE BREEDING, FATTENING PIG PRODUCTION, PRIVATE SLAUGHTERHOUSE, RETAIL SALE



hizósértés előállítás:  
30 000 animals/year



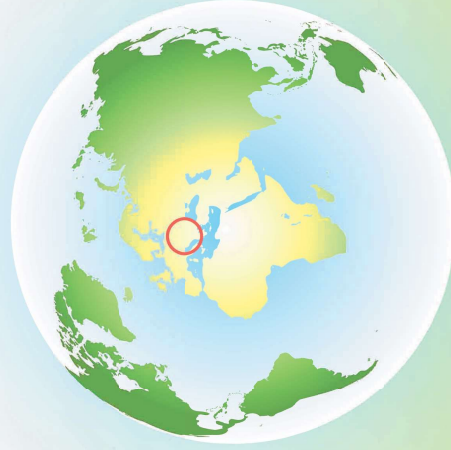
Number of Sows:  
1 200 animals



Slaughtered animals:  
12 000 animals/year

# 30 YEARS OF PRESENCE IN THE FOREIGN MARKETS

**TRADITIONAL PRESENCE**  
**CENTRAL AND EASTERN EUROPE**



## **VITAFORT - COMBIFEED S.R.L.**

Leader of the Moldavian feed market  
Year of foundation: 1999  
Headquarters: Chişinău



## **SC MEDICOM S.R.L.**

Traditional business relations in Romania  
Year of foundation: 2002  
Headquarters: Cluj-Napoca

# 30 YEARS OF PRESENCE IN THE FOREIGN MARKETS

## EXPANDING HORIZONS

SOUTH AMERICA, MIDDLE EAST, AFRICA, ASIA



## BRIDGEHEAD

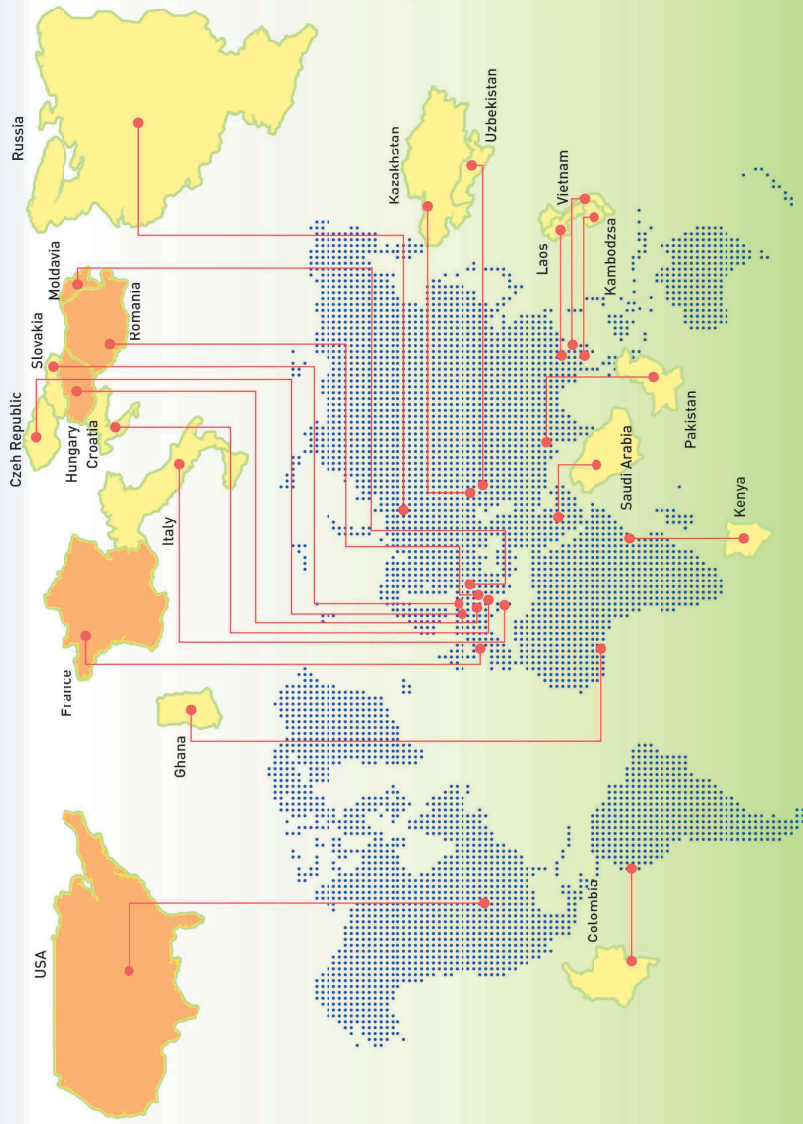
SOUTH-EAST ASIA



**VITAFORT AGRO ASIA CO.**  
Year of foundation: 2016



# VITAFORT GROUP



## EXPORT

- Europe**
  - Czech Republic
  - Croatia
  - Moldavia
  - Italy
  - Romania
  - Slovakia
- Africa**
  - Ghana
  - Kenya
- Asia**
  - Laos
  - Cambodia
  - Kazakhstan
  - Pakistan
  - Saudi Arabia
  - Uzbekistan
  - Vietnam
- South America**
  - Colombia

## PARENT COMPANY AND AFFILIATES

- Vitafort Co. (HU)
- Vitafort Agro Asia Co. (HU)

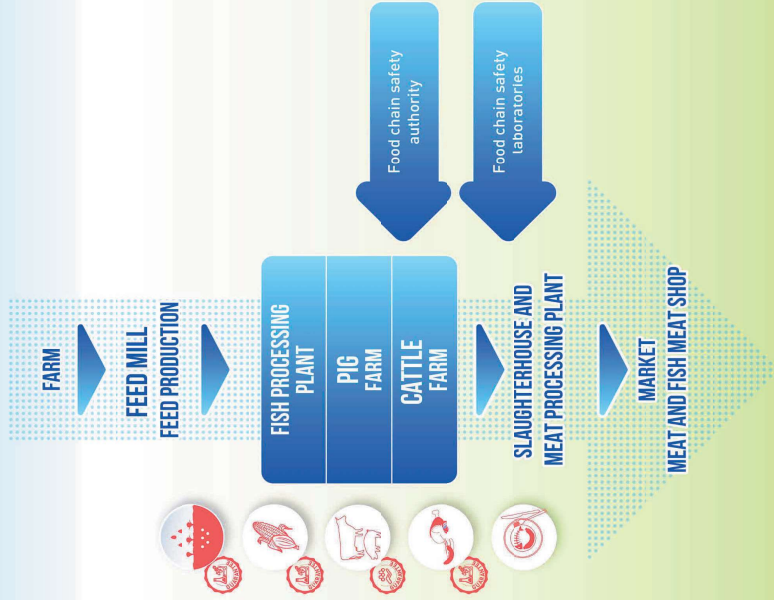
## PROFESSIONAL INVESTORS

- ADM (USA)
- WISIUM (FR)

## SUBSIDIARIES

- Vitafort-Combifeed (MD)
- Medicom (RO)
- Mikrolab Ltd. (HU)
- EnCorn Trade Ltd. (HU)
- Béke Agrár Ltd. (HU)
- Kéleshús Ltd. (HU)

# IN THE SERVICE OF KNOWLEDGE TRANSFER



THREE HUNGARIAN TIED AID LOAN PROGRAMS  
IN LAOS 2010-2021

TOTAL VALUE: 75 MILLION USD

- 3 FEED MILL
- 2 FISH FARM
- 2 MEAT PROCESSING PLANT
- 2 VACCINE CENTER
- 5 CENTRAL REFERENCE LABORATORY
- 12 BORDER CHECKPOINTS
- 4 PROVINCIAL LABORATORIES
- 10 MODEL FARMS



WE BRING THE BEST OF THE HUNGARIAN AGRICULTURE TO ABROAD  
Scientific and technical support  
Food chain safety control



LAOS



VIETNAM



PAKISTAN



GHANA



KENYA



SAUDI ARABIA

# SECTOR PORTFOLIO



turnover  
103,3 million USD



EBITDA:  
4,7 million USD



number of  
employees:  
410 colleagues



production and sales  
of 1 million tonne  
in feed equivalent  
product



crop production  
on 1 800 ha  
arable land



sales activity  
of 300 000 tonnes  
cereals

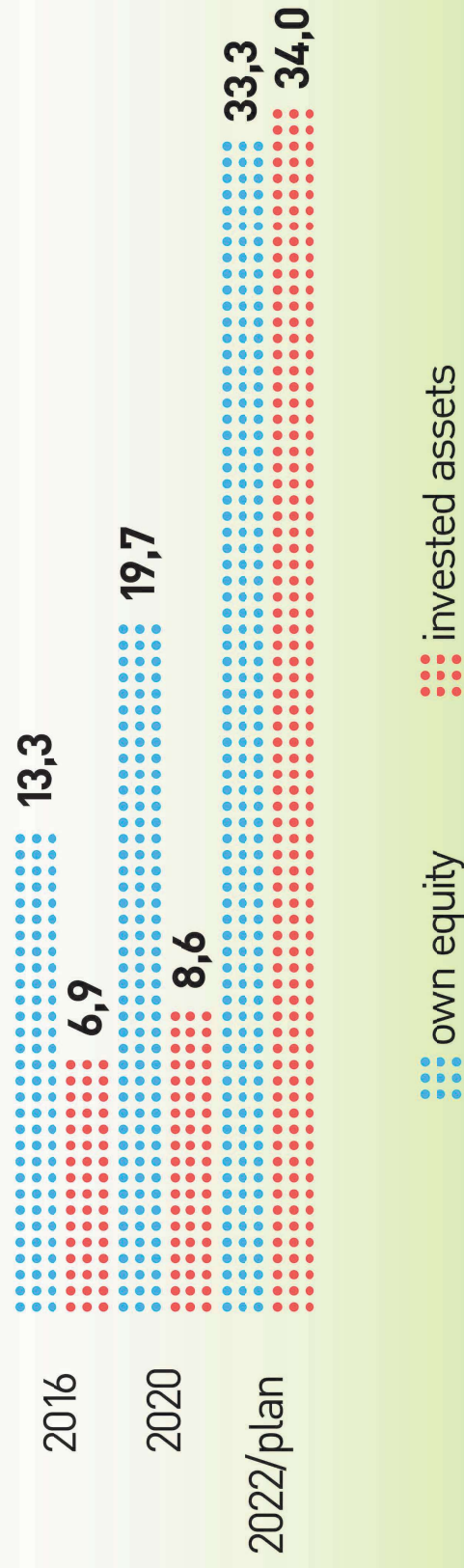


sales of  
30 000 fattening  
pigs

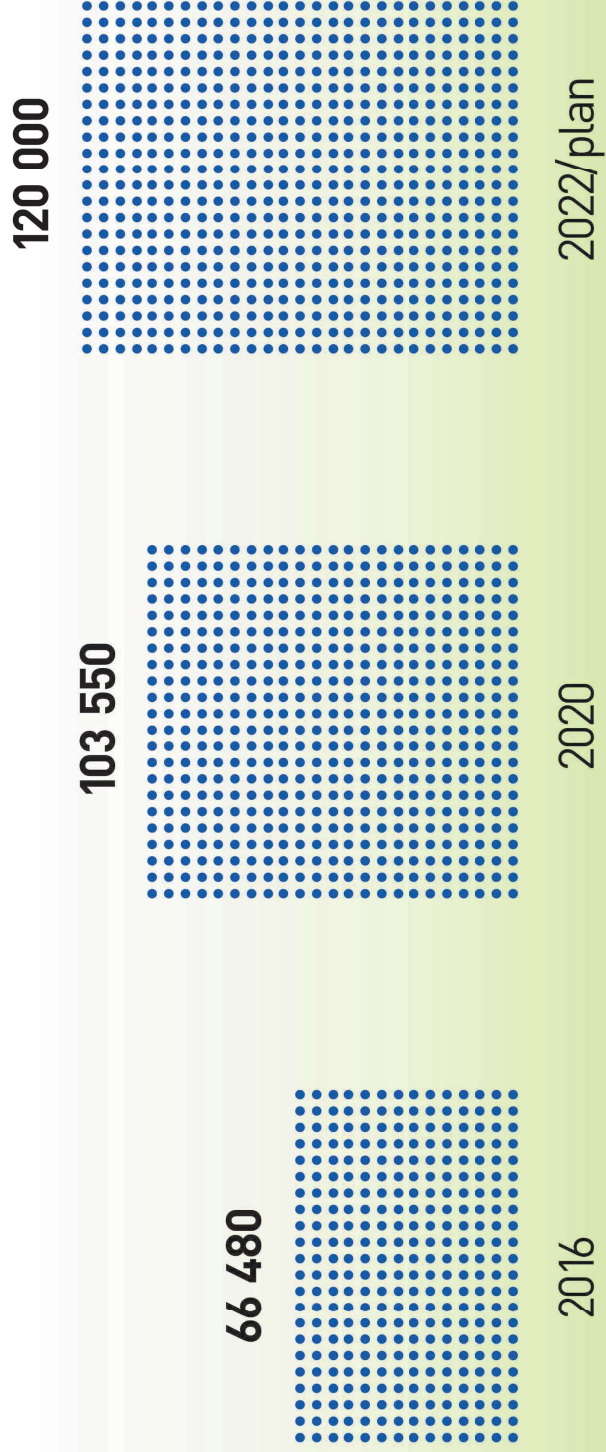


production of  
8 million liters  
of milk

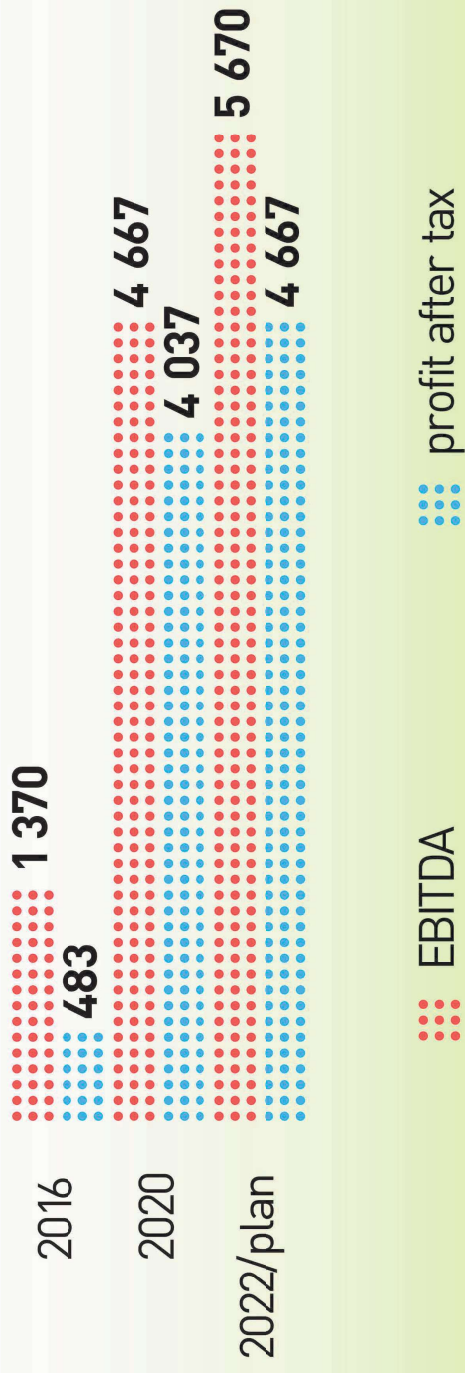
# OWN EQUITY / INVESTED ASSETS / MILLION USD



# TURNOVER / THOU USD



# EBITDA / PROFIT AFTER TAX / THOU USD



# STEP TOWARDS THE FUTURE

**FEED MILL A-Z 4.0**

PRODUCTION OF THE FULL PRODUCT RANGE IN ONE BUILDING



## State-of-art technology in Central and Eastern Europe

- 40 m high, 9 floors, 5 800 m<sup>2</sup> useful surface
- Integrated feed production
- High concentrated supplementary feeds, premixes, concentrates, milk replacers and compound feeds
- Independent Premix factory

## Capacity

- Production of 100 thousand tonnes of premixes, concentrates and compound feed/year
- Container system for 600 tons of raw materials
- Fixed-track, robotized material handling silo system

## Quality assurance

- Medication related contamination free production
- Full computerized control and high-level automation
- Full traceability

**THANK YOU FOR YOUR  
KIND ATTENTION!**

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