



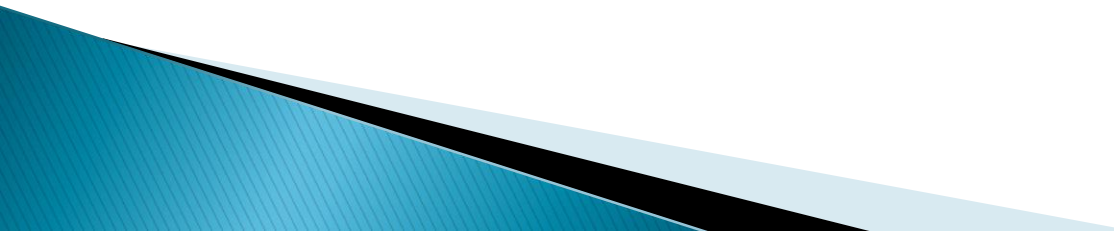
Banvitas



Banvit was founded in 1968 as a feed producer



Main Business Activities

- ▶ Started the poultry business in 1985
 - ▶ Broiler meat production
 - ▶ Beef meat production
 - ▶ Turkey meat production
 - ▶ Commercial cattle feed production
- 

Our main office is in Bandirma city, we have three production areas in Bandirma,Izmir and Elazig. We can slaughter 610.000 birds a day



We have five feedmills in Turkey, total feed production capacity is 235 t/h pelleted feed



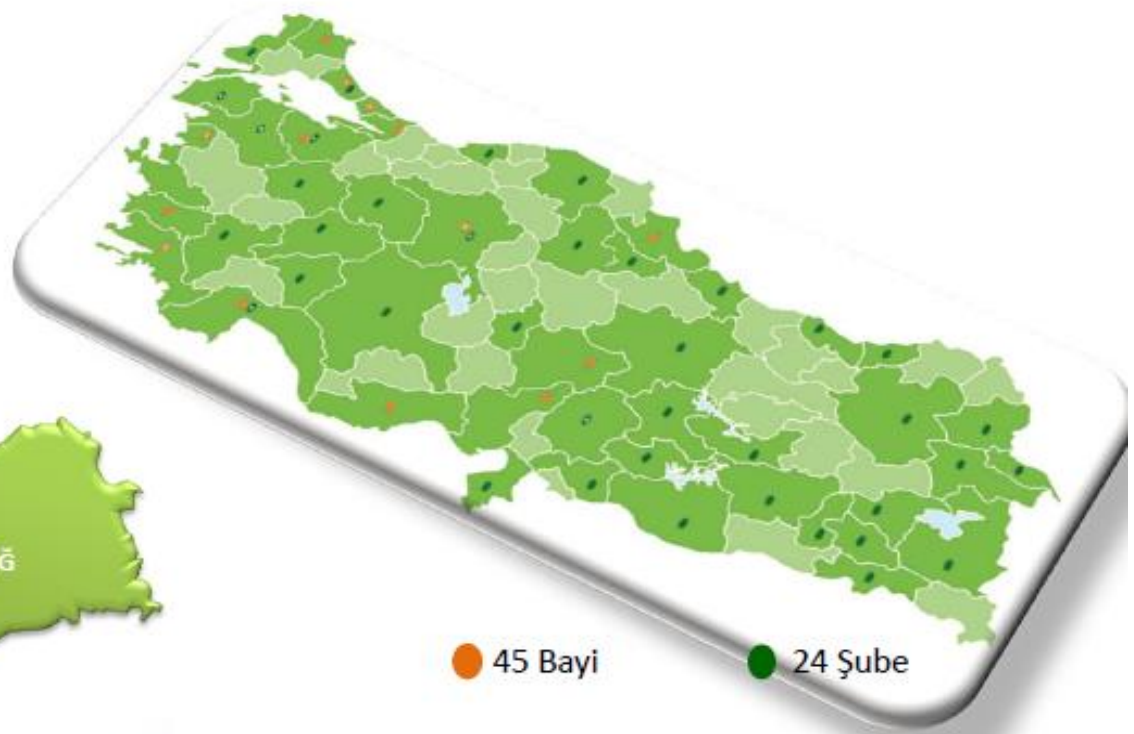
**We have three hatcheries and approx.
6.000.000 eggs/week setting capacity**



Integration Diagram of Banvit



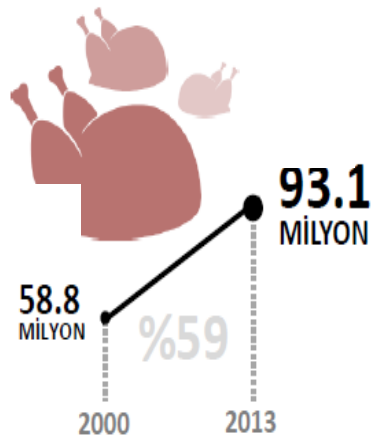
Production Facilities Of Banvit



PRODUCTION

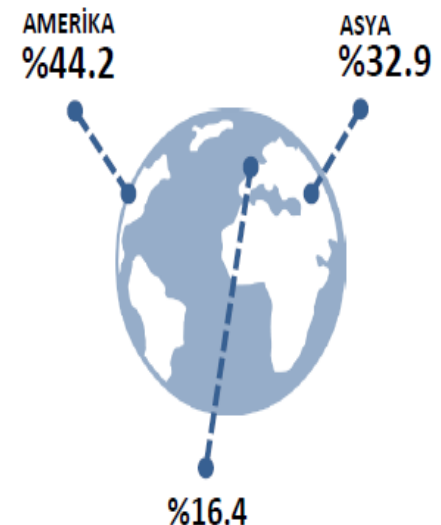
CHICKEN MEAT PRODUCTION

- WORLD



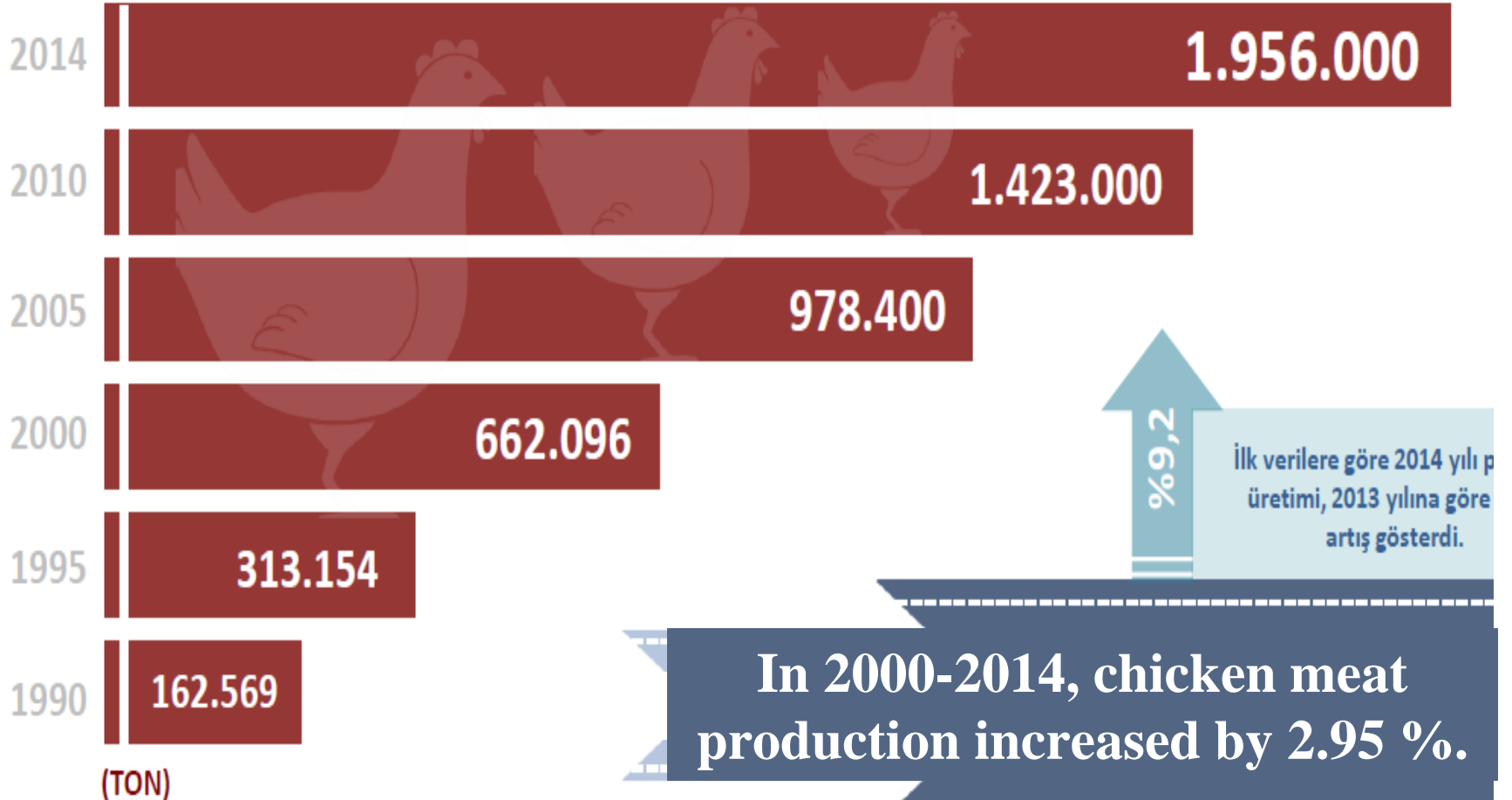
World chicken meat production increased by 59% since 2000 and in 2013 the production reached 93.1 million tons.

USA provides 42% of world chicken meat production, followed by Asia - 32,9%, and thirdly Europe with

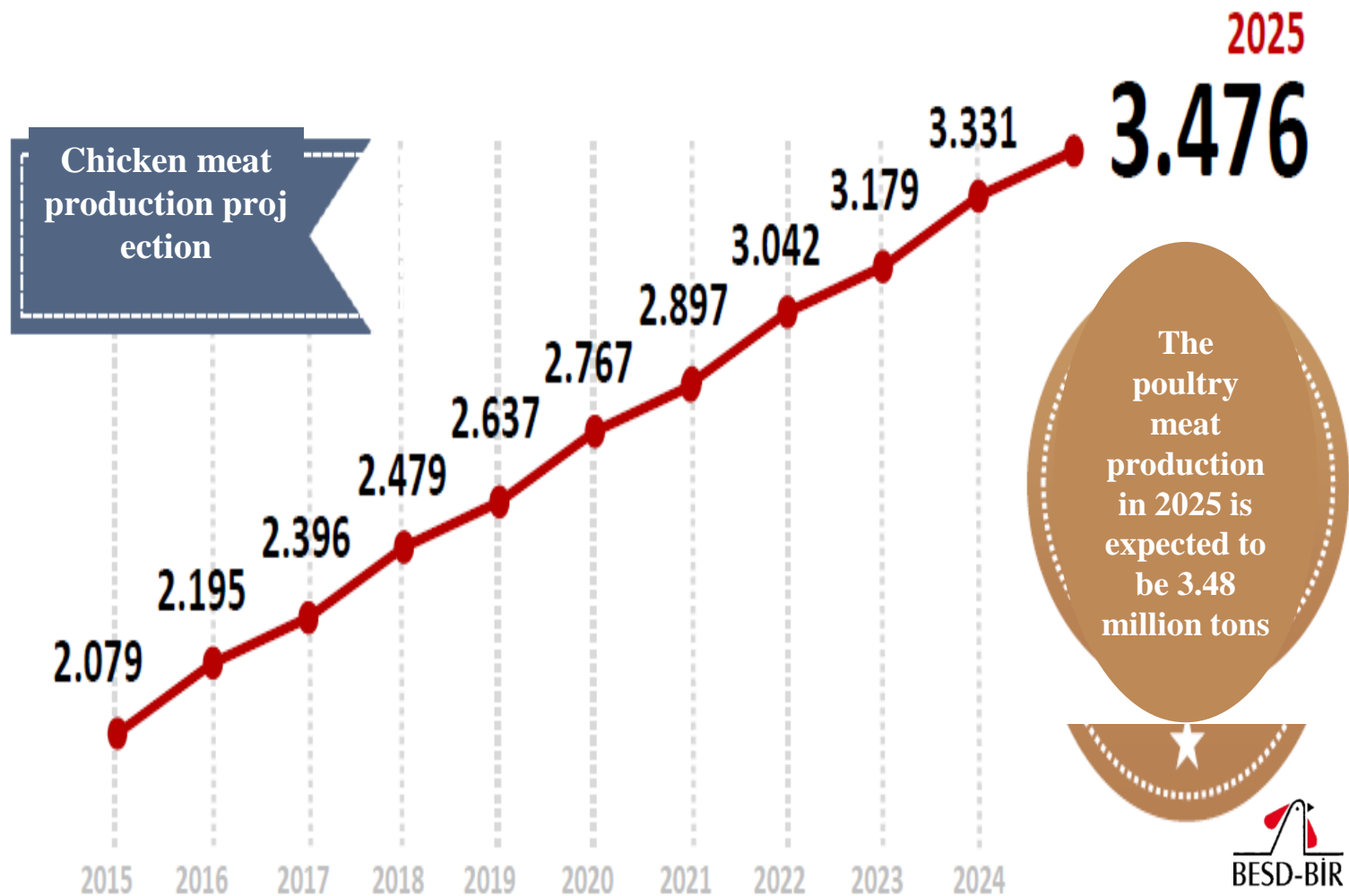


PRODUCTION

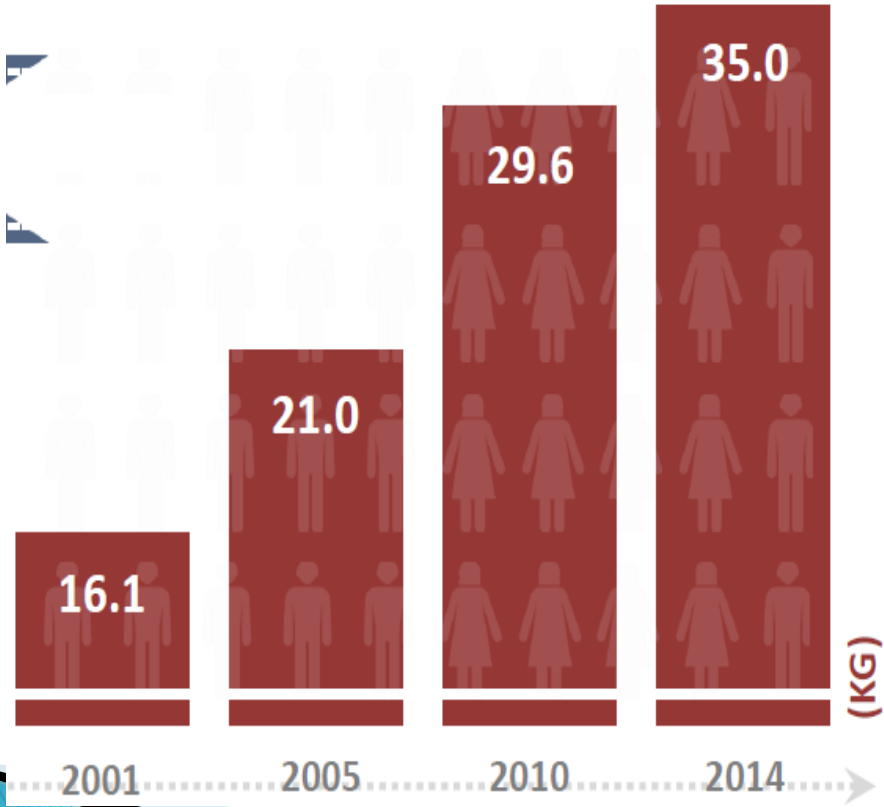
CHICKEN MEAT PRODUCTION - TURKEY



CHICKEN MEAT PRODUCTION PROJECTION

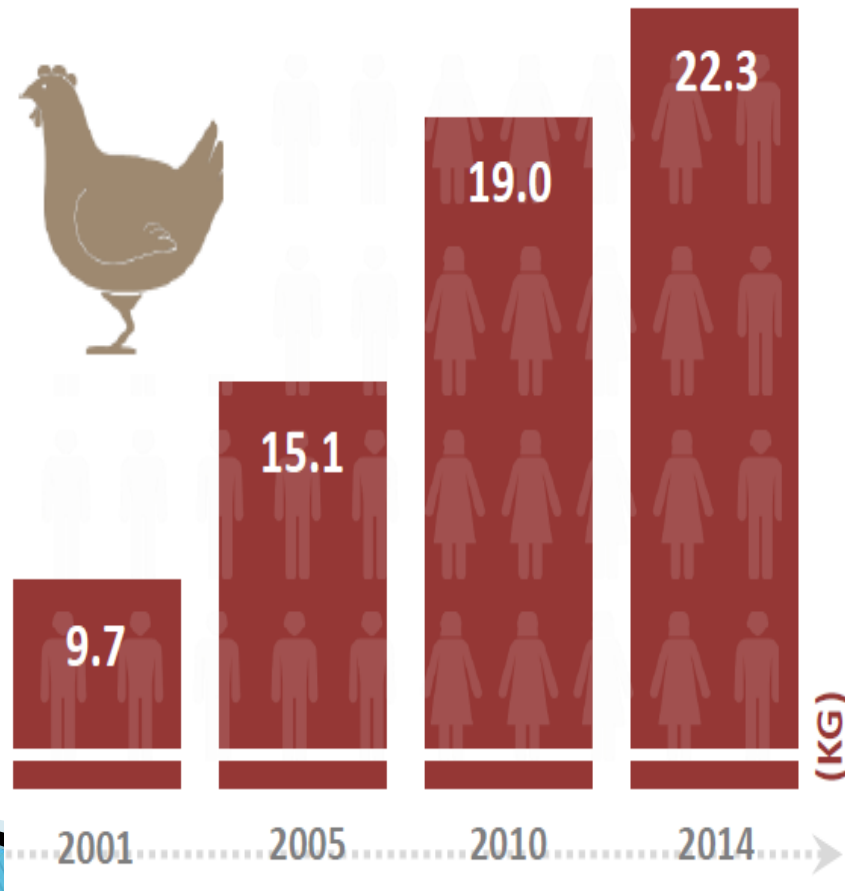


MEAT CONSUMPTION PER CAPITA – TURKEY



According to the data in 2013, the world average 43.5 kg, developed countries average 78.8 kg

POULTRY MEAT CONSUMPTION PER CAPITA TURKEY

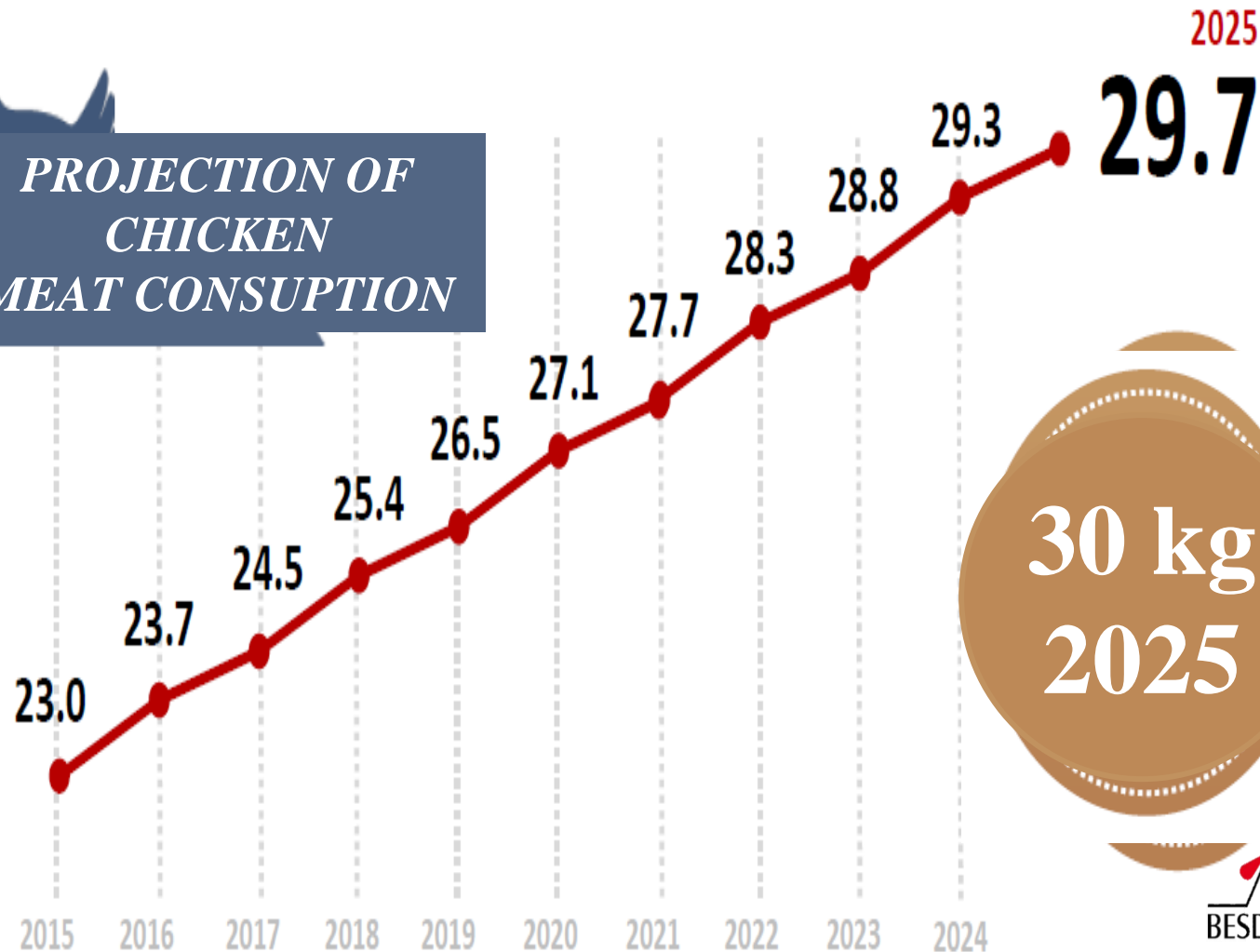


Consumption raised from 9.7 kg in 2001 to 22.3 kg in 2014

FORECAST FOR POULTRY MEAT CONSUMPTION



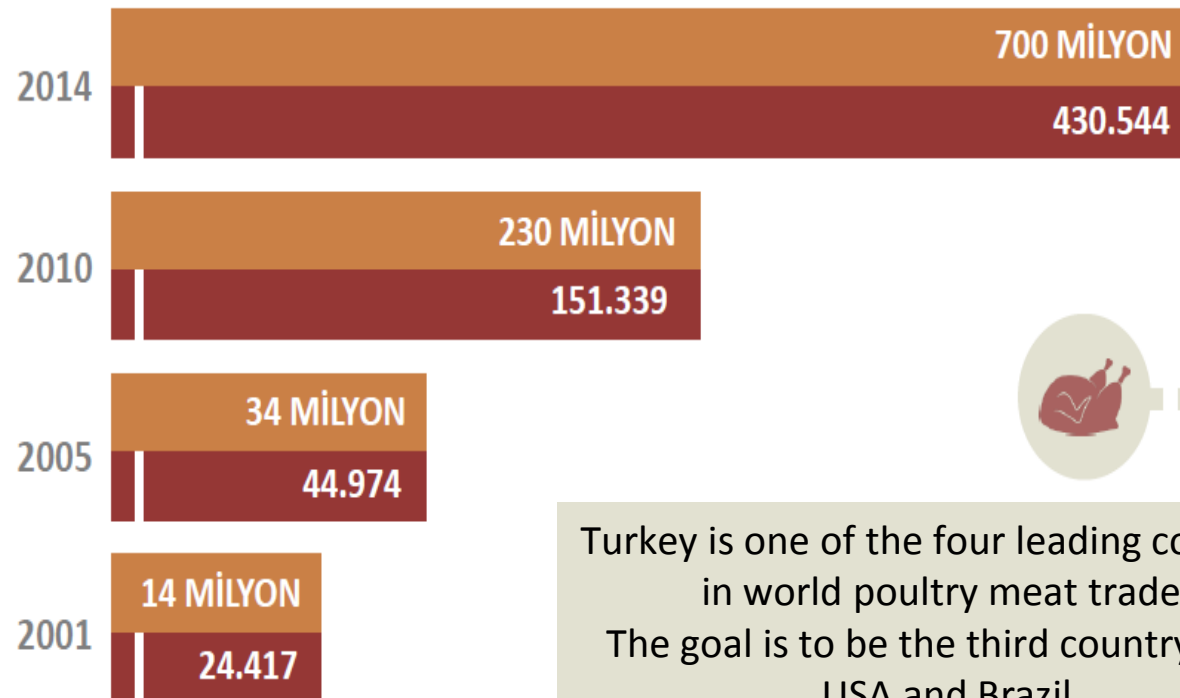
PROJECTION OF CHICKEN MEAT CONSUMPTION



30 kg
2025



FOREIGN TRADE OF POULTRY MEAT TURKEY



Turkey is one of the four leading countries in world poultry meat trade.

The goal is to be the third country after USA and Brazil

In 2014, poultry meat export occurred as 431.000 tonnes and 700 million US dollars
Turkey has a share of 4.1 % in the World poultry meat trade

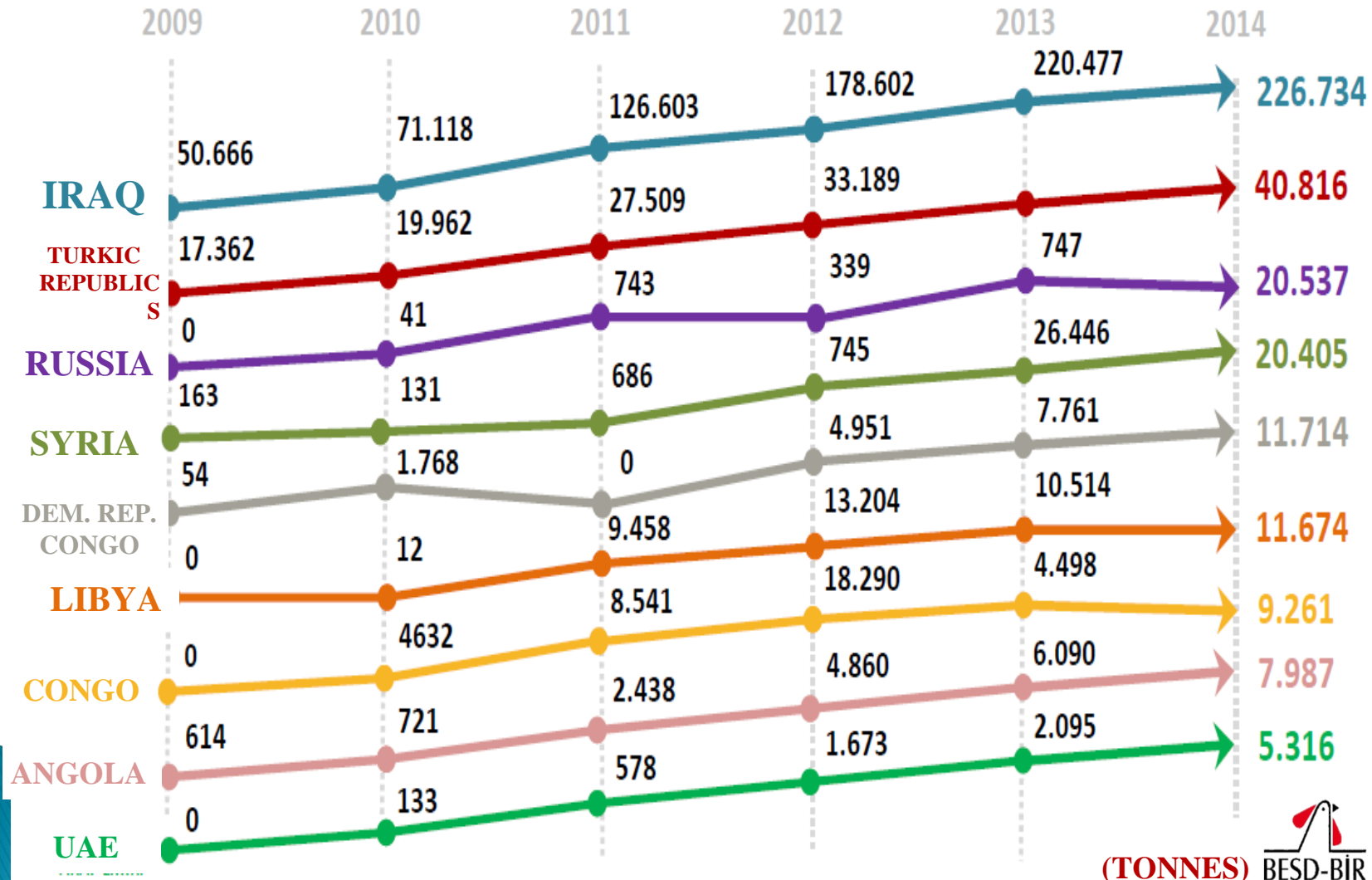


DOLAR

TONNES

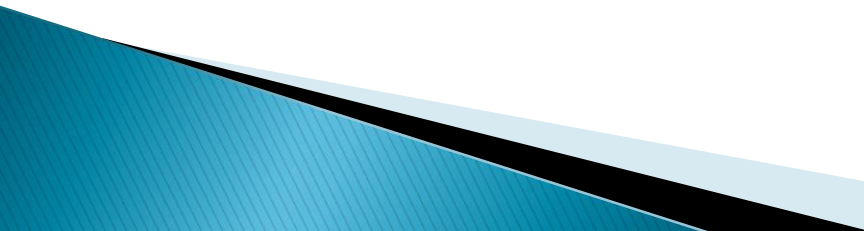


FOREIGN TRADE OF POULTRY MEAT – TURKEY



Advantages and Disadvantages of Turkey

▶ Advantages

- 1– Turkey is placed in between Asia, Europe and Africa. These are growing markets for poultry meat consumption
 - 2– Turkey is a Muslim Country, we can sell Halal meat to Arabic Countries
 - 3– We have brand new processing plants, we can increase to production capacity very fast and can supply better quality poultry meat products
- 

▶ Disadvantages

1– High feed prices – increasing poultry meat cost.

2– We use 99% import soybean/soybean meal

3– When we compare to grain prices with global prices, grain is much more expensive than global market because of government policies

PRODUCTION

Feed Raw Materials

Production (Tonnes)	2012	2013	2014
Corn	4.600.000	5.900.000	5.950.000
Wheat	19.600.000	22.050.000	19.000.000
Sunflower	1.370.000	1.523.000	1.637.900

Imports (Tonnes)	2012
Corn	802.000
Wheat	3.720.000
Soybean	1.195.000
Soybean meal	1.000.000

- ▶ Also some persons or groups are threatening to poultry meat about hormon usage, antibiotic usage and GMO's. These are effecting consumers.
- ▶ We have two support program for poultry house building in Turkey.

1 – **Bank of Agriculture** gives a credit for broiler, breeder and turkey houses, Turkish Government subsidies 25% interest of Broiler and Turkey houses, 100% interest of Breeder houses.

Banvit has signed a protocol with this bank for support to growers for new investment in 2010.

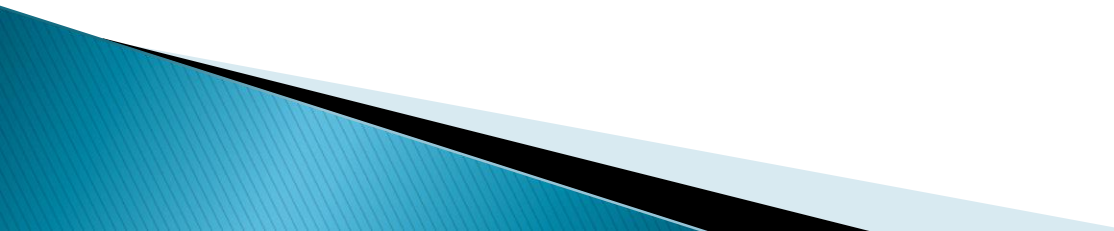
Loan Amount of Ziraat Bank with Banvit Guarantee between 2011-2015

	m2	LOAN AMOUNT
2011 BROILER LOAN	63.324	10.728.507,00 TL
2011 BREEDER LOAN	26.943	7.588.804,46 TL
2011 TOTAL	90.267	18.317.311,46 TL
2012 BROILER LOAN	31.126	5.373.685,00 TL
2012 BREEDER LOAN	19.230	5.400.000,00 TL
2012 TOTAL	50.356	10.773.685,00 TL
2013 BROILER LOAN	1.867	500.000,00 TL
2013 TOTAL	1.867	500.000,00 TL
2014 BROILER LOAN	6.488	798.000,00 TL
2014 BREEDER LOAN	20.000	4.400.000,00 TL
2014 TOTAL	26.488	5.198.000,00 TL
2015 BROILER LOAN (CONTINUING)	3.772	990.000,00 TL
2015 TOTAL	3.772	990.000,00 TL
TOTAL AMOUNT OF LOAN	172.750	35.778.996,46 TL

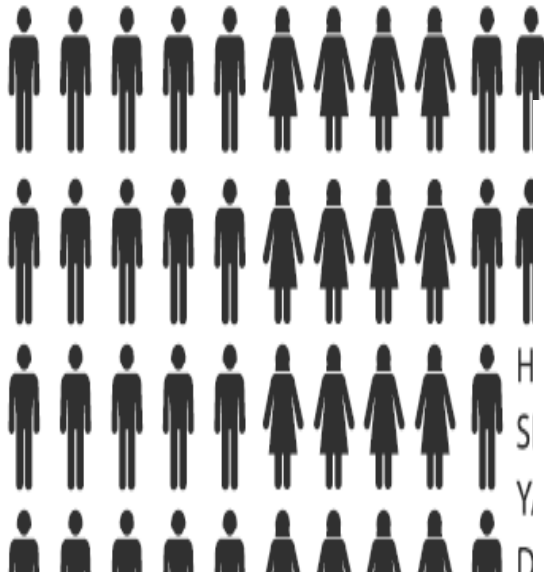
This means, we have approximately 43 farms and a 2.950.000 chicks placement capacity with this program

2– **IPARD program**, the EU and Turkey are giving a subsidy for new poultry house projects. 50% of the investment made is given back to growers as a donation of up to 500.000 €. But there is a capacity restriction in this program.

Relation with Yapi Kredi Bank

- ▶ We make payments to grower through their Yapi Kredi Bank accounts
 - ▶ If they need to get a credit from Yapi Kredi Bank, they bring us a letter and we sign to it, this means if they continue work with us, we will make payments to their Yapi Kredi Bank accounts.
 - ▶ If they leave us during this period, the letter will be cancelled.
 - ▶ If Yapi Kredi Bank can constitute a subsidy program as Ziraat Bank for growers, they can use their support.
- 

POULTRY MEAT SECTOR IN TURKEY



15.000
poultry
establishment
engaged in the
sector

Annual turnover of the poultry
sector is

**5.25 billion US Dollars in
2014.**

**600.000 P
ERS.**

ARE
EMPLOYED

Considering their
families,
approximately

2.4

millions

people are making
their living from
poultry sector

SEKTÖRDE ÜRETİMİ YAPAN

▶ Thank you very much for your
attention

