

- Euroseeds Congress 2024, Oct 13-16, Copenhagen, Denmark

FEED&SEED

Production & Supply

Corn and Sunflower 2008-2023.

About FEED&SEED :

- ▶ I am Veljko Jovic, owner and general manager of Feed&Seed company, with more than 20 years in seed business.
- ▶ From 2000 to 2007 Pioneer introduction to Serbian Market, developing Production, Supply and Sales network.
- ▶ from 2007 until present time General Manager of Feed&Seed Technologies d.o.o.
- ▶ I would like to present to you some general data about our business in the past, and our plans.

- ▶ Feed&Seed has 16 years/seasons history of partnership with Syngenta, producing Corn and Sunflower hybrids for Export and Local Markets
- ▶ Feed&Seed has 2 years partnership with MAS Seeds.

- ▶ **Average yearly Corn hybrid production:**
 - ▶ 750 hectares,
 - ▶ 2800 kg/ha, RAW seed average yield
- ▶ **Average yearly Sunflower hybrid production:**
 - ▶ 950 hectares,
 - ▶ 930 kg/ha, READY seed average yield

- ▶ Our plan is to have minimum yearly 500 ha of corn, and 600 ha of sunflower hybrid production.
- ▶ Maximum that we can yearly produce is 1500 ha of each crop.

About FEED&SEED :

- ▶ Feed&Seed has long term agreements with Growers and Seed plants within Serbia.
- ▶ Feed&Seed has quality protocols and procedures for all production and processing process, with traceability from Parental seed to the final product (raw, ready, or treat & pack seed.)
- ▶ Feed&Seed, has long history of export to the Eastern markets (Ukraine, Russia, Kazakhstan...), and EU Market.
- ▶ Our production, in last 5 years, were oriented to the East Markets Export: Russia, Ukraine, Kazakhstan, with focus on Russia.
- ▶ We have built good reputation with Serbian and Russia Ag-Ministries during these years, no issue with Export.
- ▶ We are one of three companies with Serbian Ag-Ministry Permits to Export to Russia.
- ▶
- ▶ If you have interest to work with Feed&Seed, we can go on with communication about further steps.
- ▶ Season 2025 is our prime Target to start business, our goal is long term partnership.
- ▶
- ▶ Feed&Seed will be present this year on:
 - 21st International Sunflower Conference, Aug 20-25, Bayannur, China
 - 11th High Oleic Congress, Sep 4-5, Pau, France
 - Euroseeds Congress 2024, Oct 13-16, Copenhagen, Denmark




CORN

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Production & SUPPLY, 2008-2023



CORN 2008-24/ Syngenta France SAS Agreements



YEAR	AGREEMENTS - Service and Supply
2008	PRE-CLEANED/FINISFED MAIZE COMMERCIAL SEEDS PRODUCTION SERVICE AGREEMENT
2009	PRE-CLEANED/FINISFED MAIZE COMMERCIAL SEEDS PRODUCTION SERVICE AGREEMENT
2010	PRE-CLEANED/FINISFED MAIZE COMMERCIAL SEEDS PRODUCTION SERVICE AGREEMENT
2011	PRE-CLEANED/FINISFED MAIZE COMMERCIAL SEEDS PRODUCTION AGREEMENT
2011	PRE-CLEANED/FINISFED MAIZE COMMERCIAL SEEDS EXPORT PRODUCTION SERVICE AGREEMENT
2012	PRODUCTION SERVICE AGREEMENT FOR COMMERCIAL CORN HYBRIDS SEEDS
2013-2014-2015	SUPPLY & PRODUCTION AGREEMENT FOR COMMERCIAL CORN HYBRIDS SEEDS
2013-2014-2015	PRODUCTION SERVICE AGREEMENT FOR COMMERCIAL CORN HYBRIDS SEEDS
2016-2017-2018	SRA- SEED RELATED AGREEMENT; SERVICE LEVEL AGREEMENT (SLA)
2019,2020,2021	SRA- SEED RELATED AGREEMENT; SERVICE LEVEL AGREEMENT (SLA)
2022,2023,2024	SRA- SEED RELATED AGREEMENT; SERVICE LEVEL AGREEMENT (SLA)



CORN

2008-23 Production and Supply Results

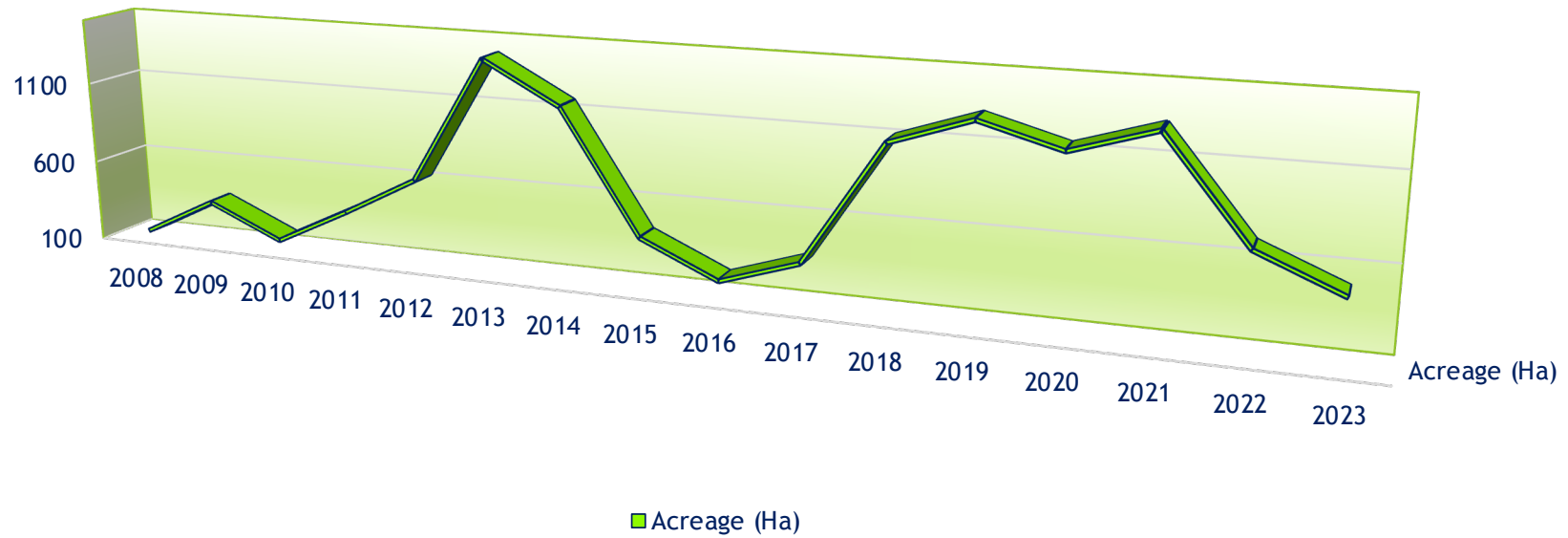
Season	Ha	Total Yield (t)	Exported (t)	Local supply (t)	Average Yield (t/ha)
2008	135	389	389	0.0	2.9
2009	364	1407	1407	0.0	3.9
2010	164	583	387	196	3.6
2011	390	1645	935	710	4.2
2012	633	1240	939	301	2.0
2013	1403	4054	2057	1997	2.9
2014	1155	3816	2761	1055	3.3
2015	421	1650	1650	0.0	3.9
2016	211	1074	1074	0.0	5.1
2017	366	804	804	0.0	2.2
2018	1100	4214	4214	0.0	3.8
2019	1263	1988	1988	0.0	1.6
2020	1262	3024	3024	0.0	2.4
2021	1064	2303	2303	0.0	2.2
2022	693	1715	1715	0.0	2.5
2023	493	1156	1156	0.0	2.3
Total :	11116	31061			2.8



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2008-23 Acreage

PRODUCTION Acreage (Ha)

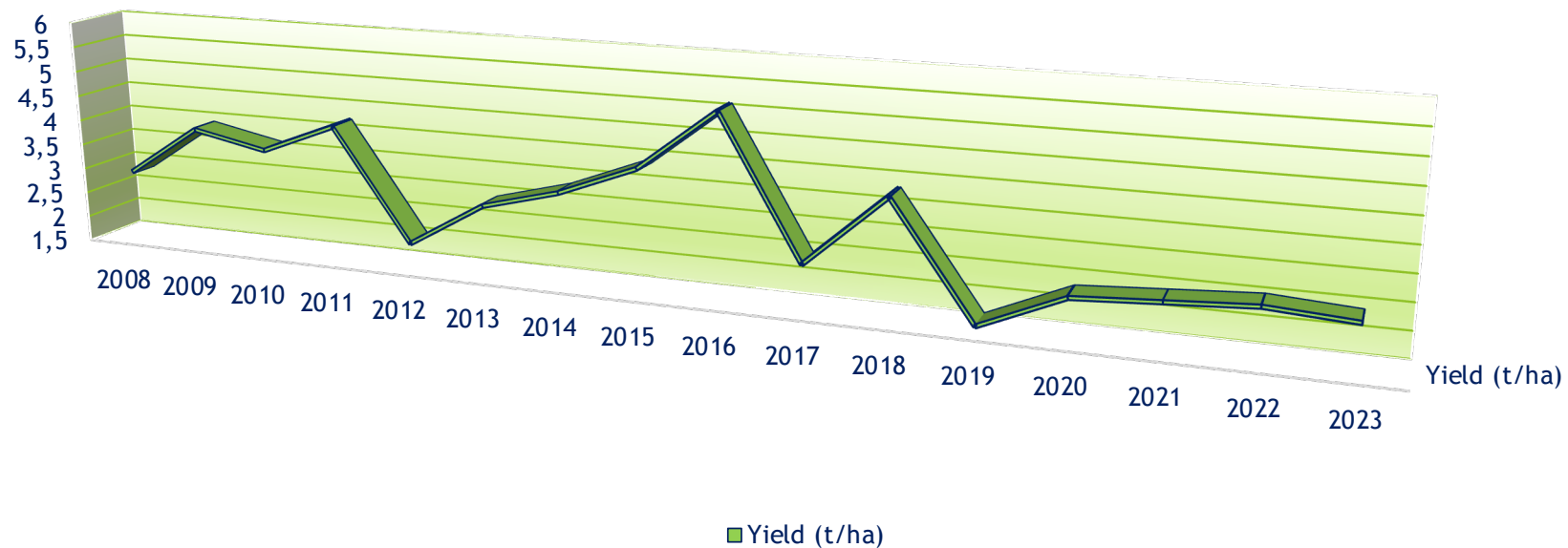




CORN

2008-23 Yields

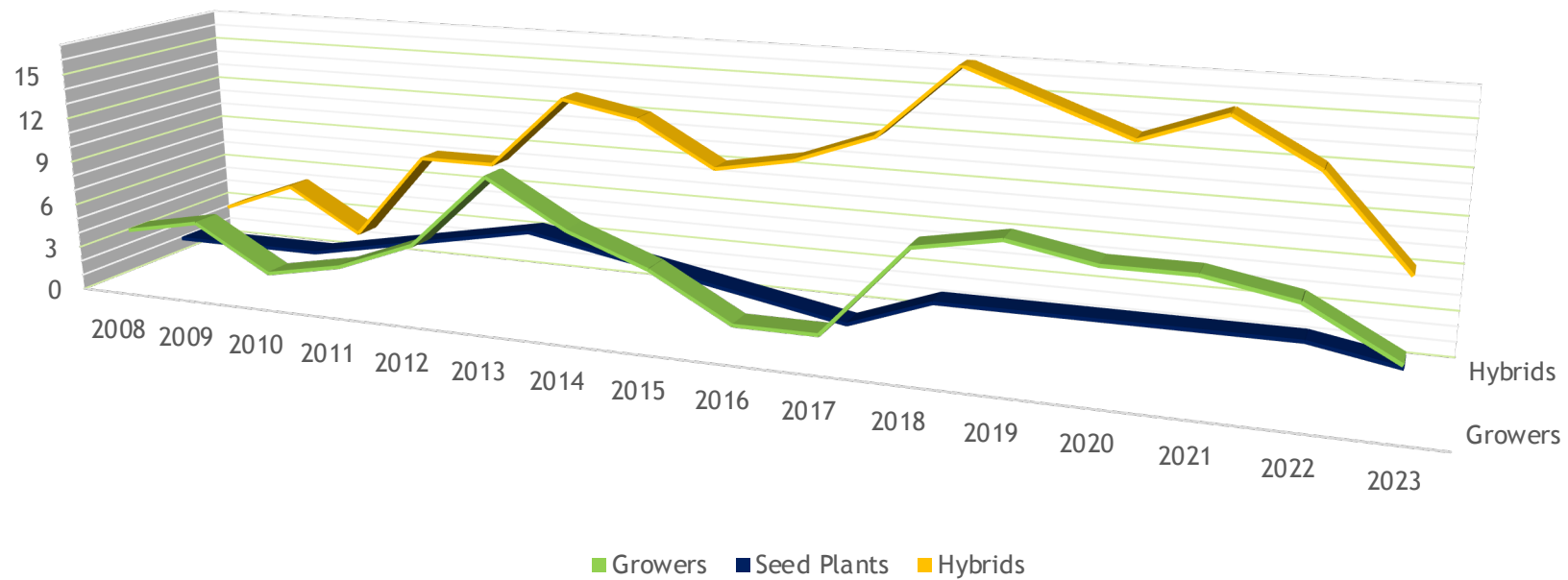
Average Yields per Season (t/ha)





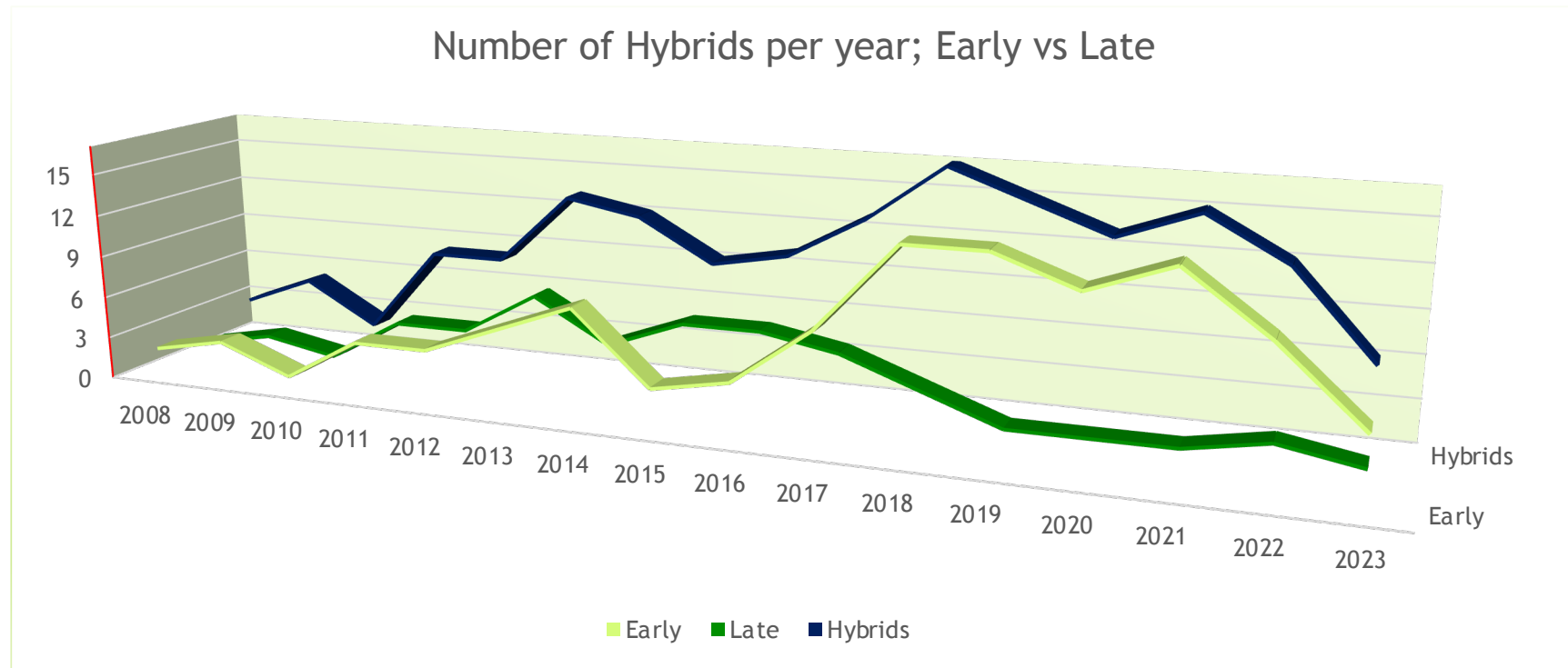
CORN 2008-23 Growers - Seed Plants - Hybrids

Number of Growers; Seed Plants and Hybrids per Seasons





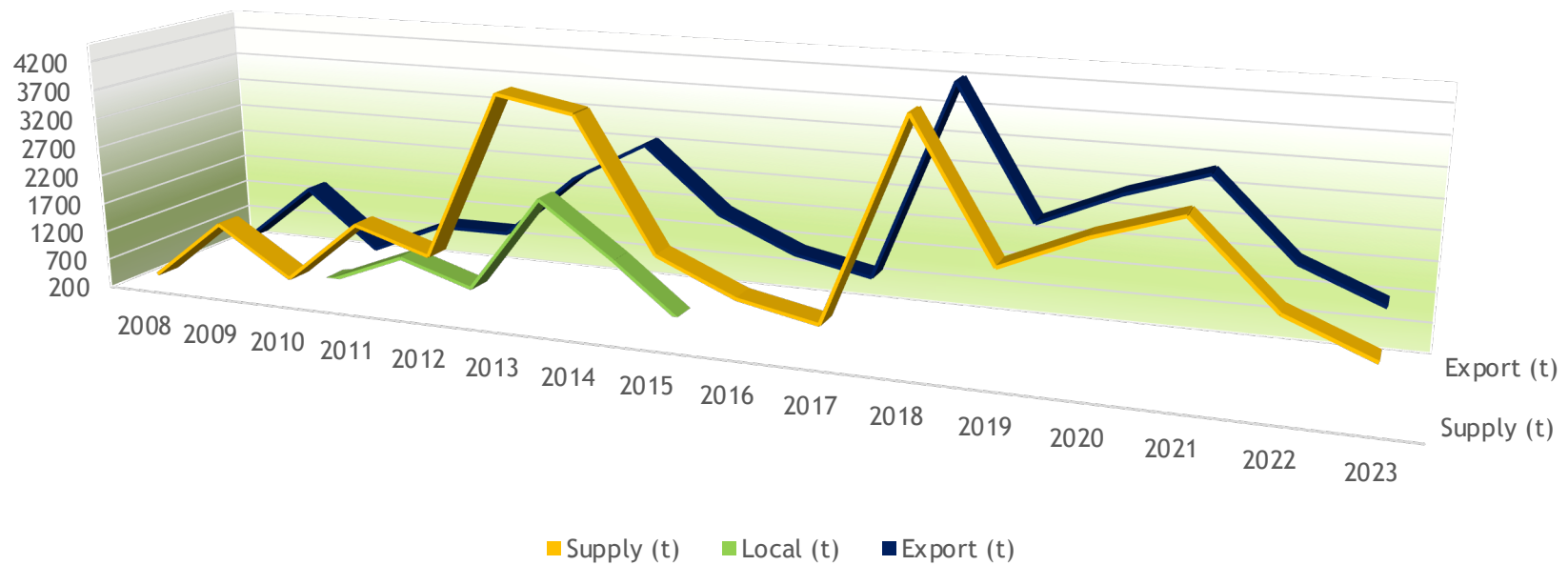
CORN 2008-23 Hybrids - Early vs Late





CORN 2008-23 Supply - Local Market vs Export Markets

Total Supplied Tones; Local Market; Export Markets






SUNFLOWER

FEED&SEED




Production & SUPPLY, 2011-2023



SUNFLOWER Agreements 2011-23 / Syngenta France SAS

 YEAR	AGREEMENTS - Service and Supply
2011	PRE-CLEANED/FINISHED SUNFLOWER COMMERCIAL SEEDS PRODUCTION SERVICE AGREEMENT
2012	SUPPLY & PRODUCTION AGREEMENT FOR COMMERCIAL CORN AND SUNFLOWER HYBRIDS SEEDS
2013,2014,2015	PRODUCTION SERVICE AGREEMENT FOR COMMERCIAL SUNFLOWER HYBRIDS SEEDS SUPPLY & PRODUCTION AGREEMENT FOR COMMERCIAL SUNFLOWER HYBRIDS SEEDS
2016,2017,2018	SRA- SEED RELATED AGREEMENT, SERVICE LEVEL AGREEMENT (SLA)
2019,2020,2021	SRA- SEED RELATED AGREEMENT SERVICE LEVEL AGREEMENT (SLA)
2022,2023,2024	SRA- SEED RELATED AGREEMENT SERVICE LEVEL AGREEMENT (SLA)

SUNFLOWER 2023-24 / MAS Seeds - Agreements

	YEAR	AGREEMENTS - Service and Supply
	2023	SERVICE LEVEL AGREEMNT (SLA)
	2024	SERVICE LEVEL AGREEMENT (SLA)



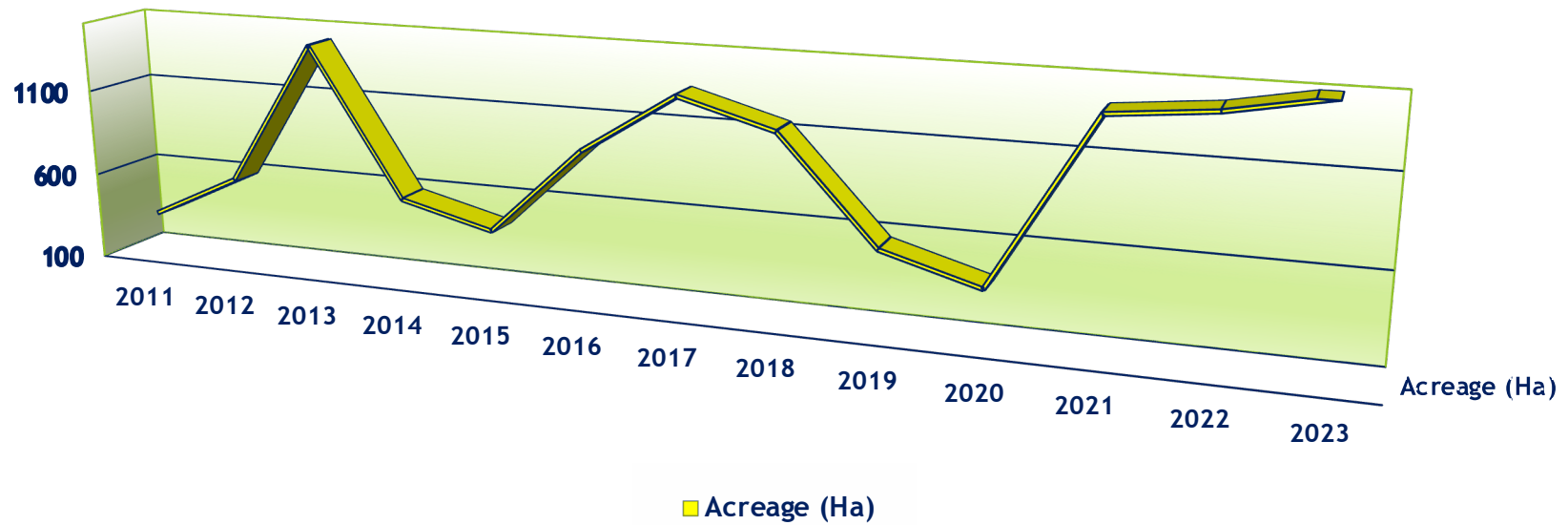
SUNFLOWER 2011-2023 / Production and Supply Results

Season	Ha	Total Yield (t)	Exported (%)	Local supply (%)	Average READY Yield (t/ha)
2011	350	257	30	70	0.73
2012	600	394	46	54	0.66
2013	1423	1,600	69	31	1.12
2014	580	434	100	0	0.75
2015	449	390	100	0	0.87
2016	950	962	100	0	1.01
2017	1291	1,291	100	0	1.00
2018	1142	843	100	0	0.74
2019	562	707	100	0	1.26
2020	409	380	100	0	0.93
2021	1357	1409	100	0	1.04
2022	1410	1335	100	0	0.95
2023	1514	1145	100	0	0.8
Total:	12037	11145			0.93



SUNFLOWER 2011-23 / Acreage

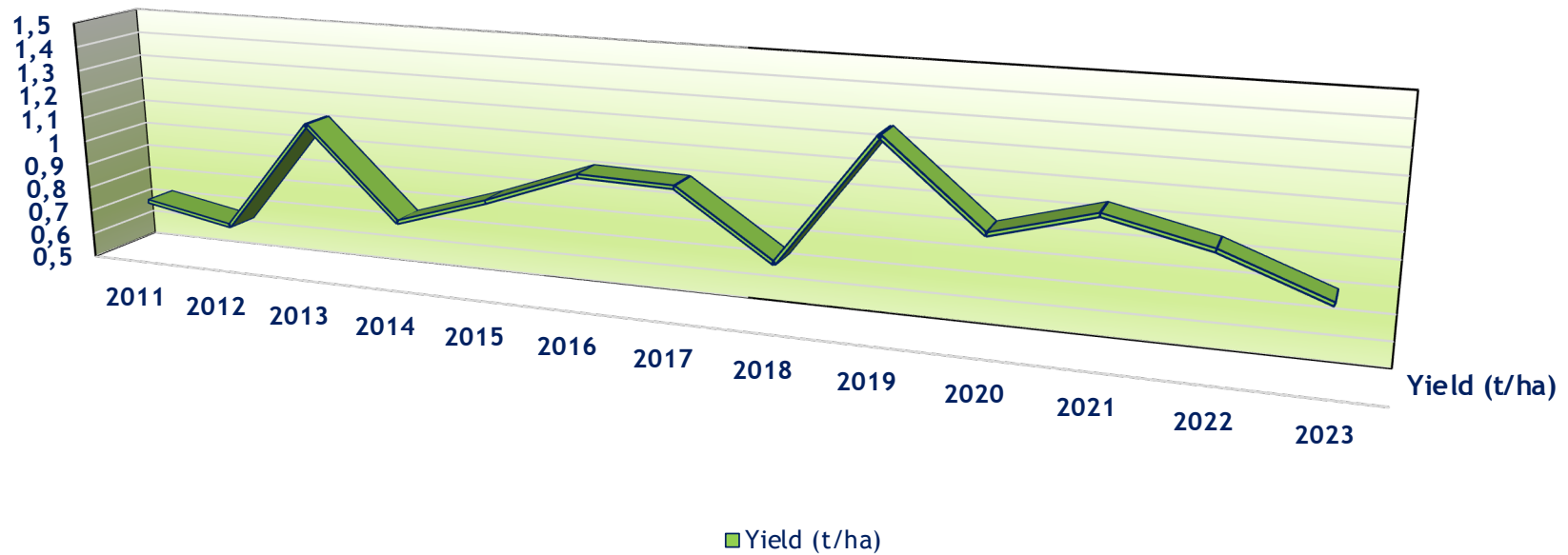
PRODUCTION Acreage (Ha)





SUNFLOWER 2011-23 Yields

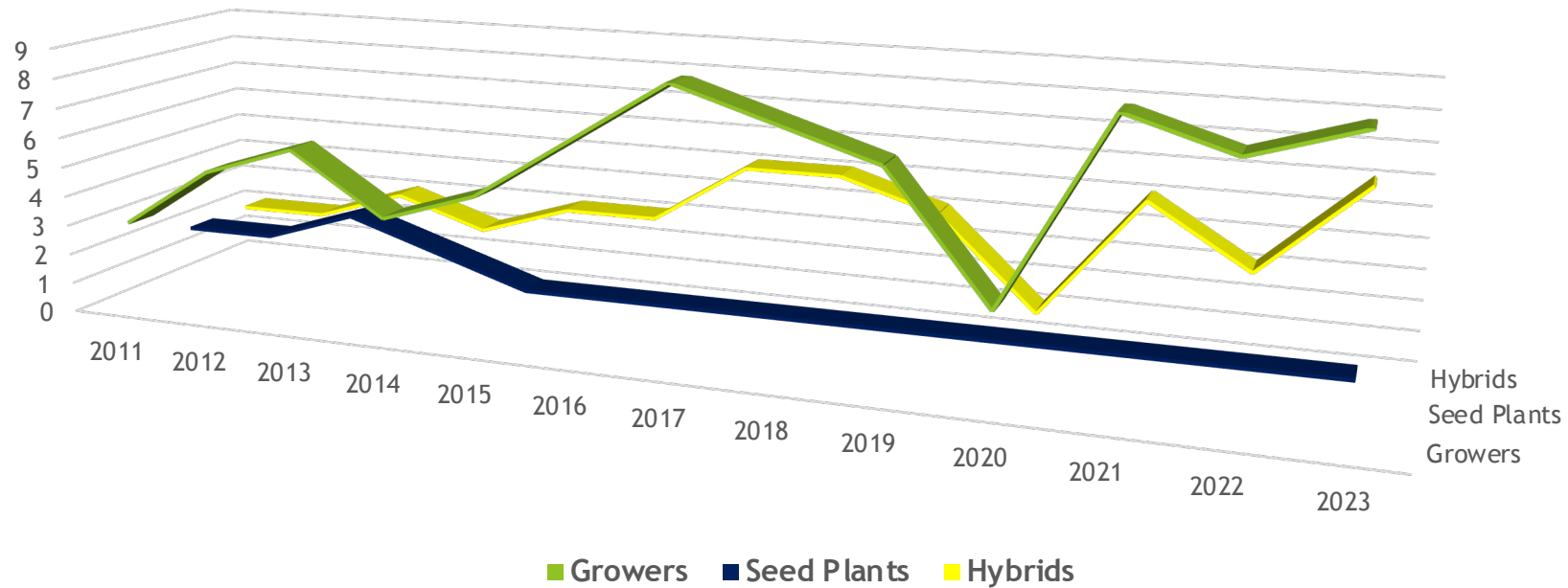
Average Yields per Season (t/ha)





SUNFLOWER 2011-23 / Growers - Seed Plants - Hybrids

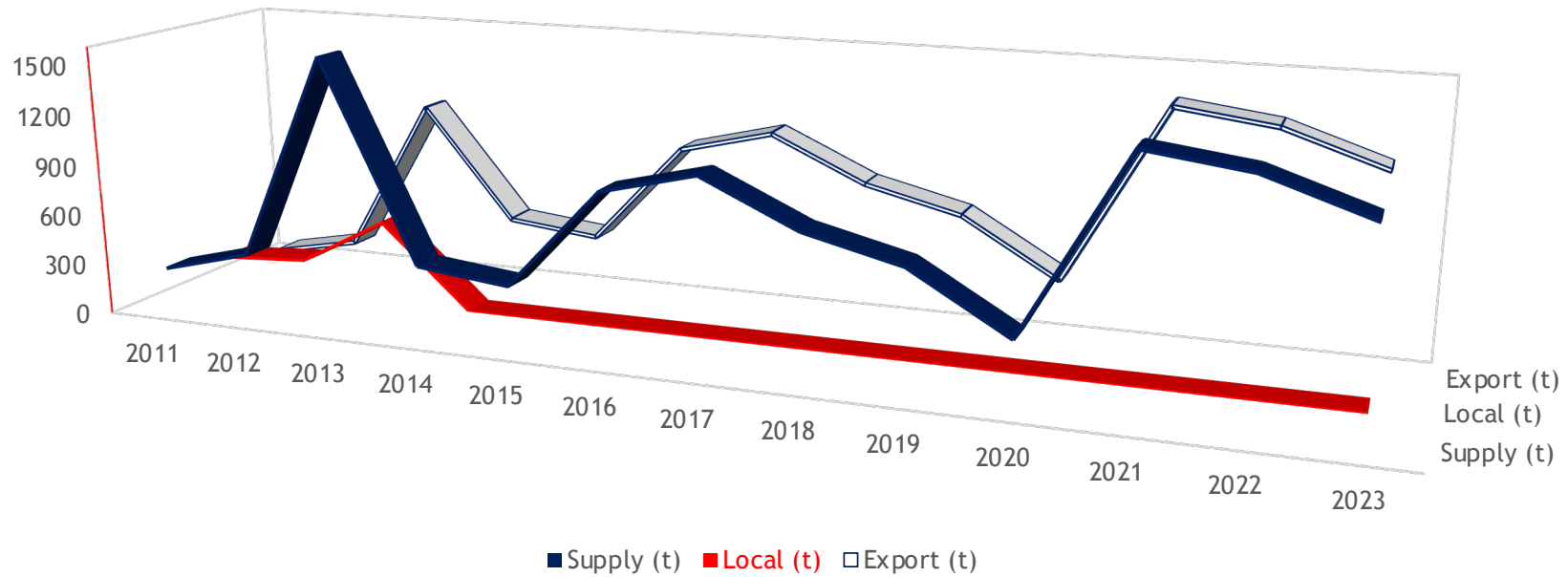
Number of Growers; Seed Plants and Hybrids per Seasons





SUNFLOWER 2011-23 / Supply - Local Market vs Export Markets

Total Supplied Tones; Local Market; Export Markets



FEED&SEED

Seed the World, make a better place... !!!



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