



TRANZIT GROUP

Raising capital for international expansions



8 November 2018.

Introduction to Tranzit Group

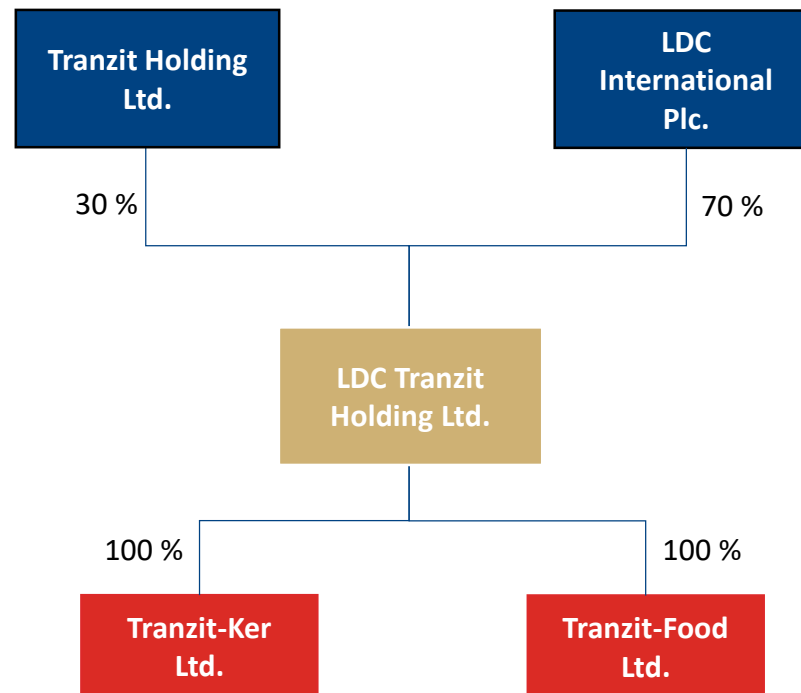
Introduction | Business and ownership structure



Family run business since 1990.

Founded by Miklós Szabó as Tranzit-Ker Zrt. (Plc.) in 1990

Since its inception, for over 28 years, Tranzit Group Ltd. has been developed by the Szabó family



Introduction | Key business highlights – Tranzit-Ker Ltd.



Waterfowl breeding:

Own stock of parent geese and ducks:

- geese: 90,000 pcs ("Golden Goose W")
- duck: 50,000 pcs

Commercial stock:

- meat geese: 2 million pcs
- meat duck: 10 million pcs
- chicken: 16 million pcs

Poultry farms:

- in 4 counties
- over 50 poultry farms on 304 thousand sqr meters



Feed mills:

- Two feed mills in Nyírbátor
- First one acquired in 2011 with capacity of 100 thousand tonnes
- Second one acquired in 2017 with capacity of 60 thousand tonnes
- Provides professional feeding of the parent and commercial stock as well



Hatching:

- Hatchery acquired in 2010
- Annual capacity: 17 million pcs of ducks
- Currently hatched: 9 million pcs of day-old ducks and 2 million pcs of day-old geese
- State-of-the art technology



Innovation and research:

- Feeding (GMO-free) and breeding (goose genetics) technology



Employees:

- app. 600 employees

Introduction | Key business highlights - Tranzit-Food Ltd.



Slaughter houses:

Goose & duck slaughter house:

- **processing capacity:** 1,600 pcs of geese and 3,400 pcs of ducks per hour
- 2 million pcs of geese and 10 million pcs of ducks (total 42 thousands tonnes) in 2018

Chicken slaughter house:

- acquired in March 2017
- **processing capacity:** 60 thousand pcs / shift
- 16 million pcs (40 thousands tonnes) of chicken in 2018



Goldenfood brand:

- Products are distributed under the Goldenfood brand, gradually **gaining reputation.**



Secondary processing:

- **secondary processing plant** built in 2013 for producing waterflow convenience products
- **capacity:** 1000 tonnes per year (roasted duck, goose and marinated goose breast)
- produces **marinated and breaded chicken products** as well



Innovation and research:

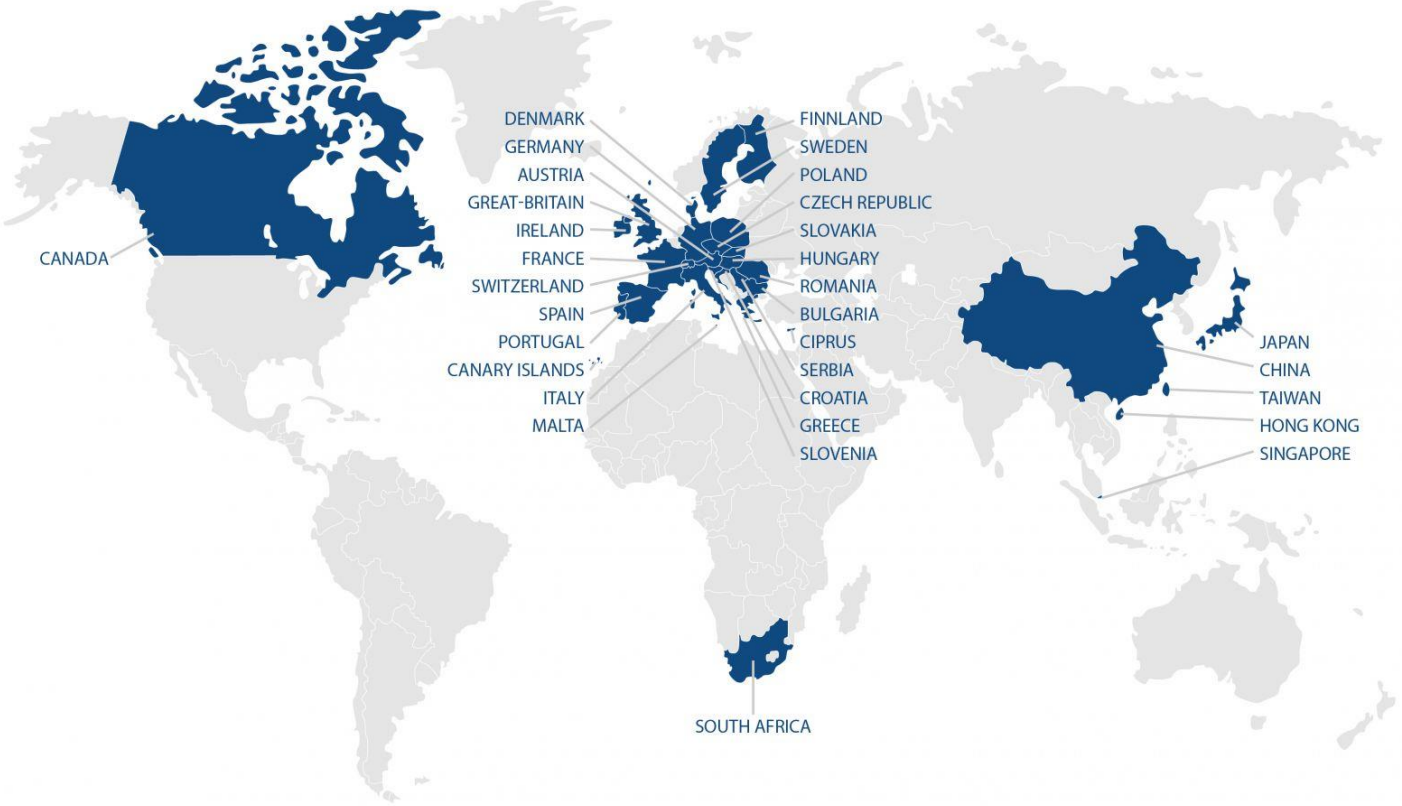
- Processed product development for all poultry species
- Slaughtering technology developments with machine manufacturers



Employees:

- app. 1000 employees

Leader in Hungary, growing internationally



55%
of Hungarian goose meat
production

35%
of Hungarian Peking
duck production

18%
of EU goose
production

8%
of EU Peking duck
production

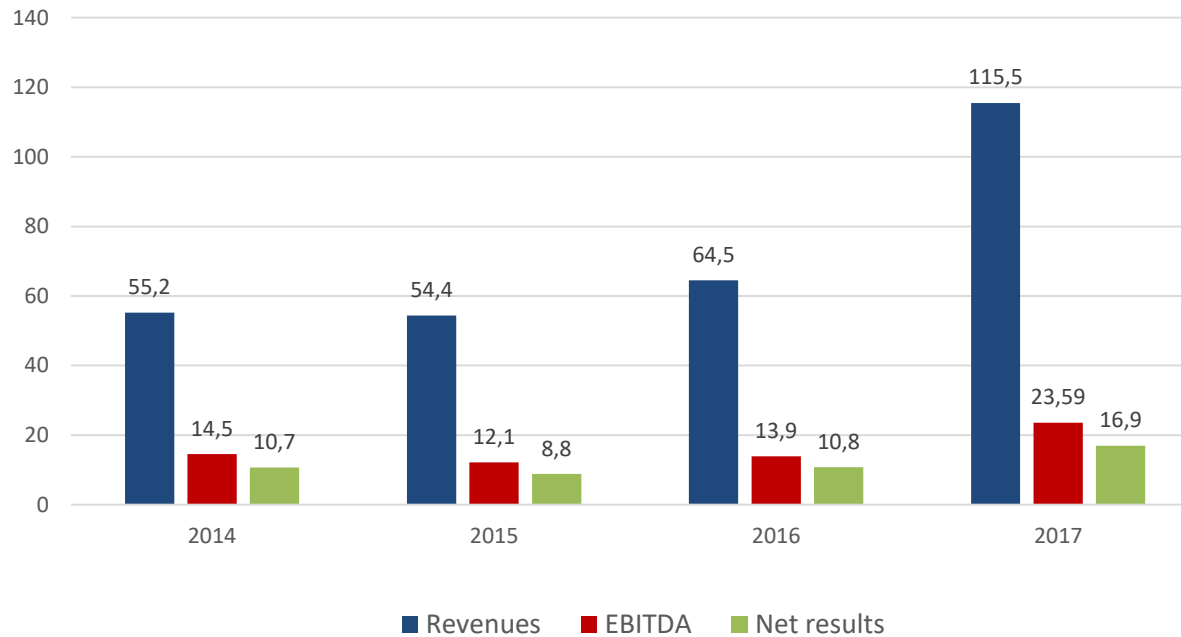
Major player
in **Germany, Austria,**
UK, Scandinavia,
Japan, Canada

Suppliers to major retailers worldwide



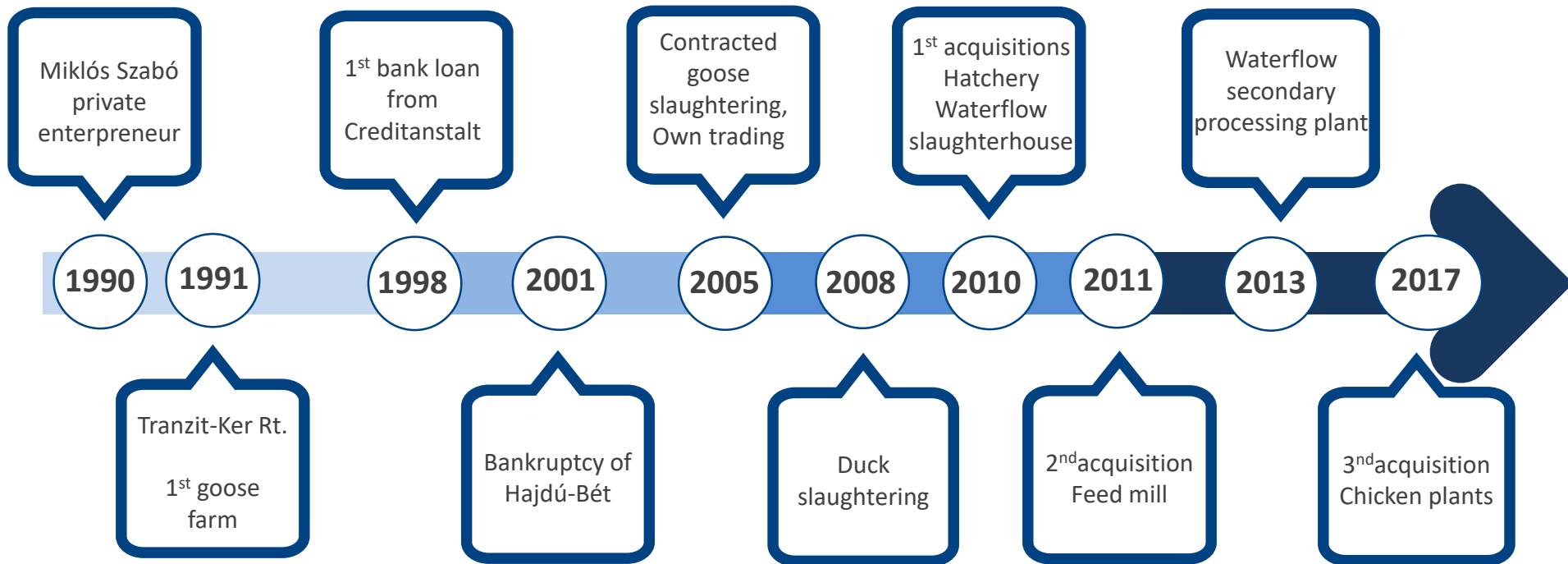
Tranzit Group consolidated financials

Key P&L highlights (EUR mn)



Growth story

Growth story | History



Growth story | Key financials

	Tranzit-Ker & Tranzit-Food			
	Nr. of employees	Equity	Balance sheet total	Revenue
1991.	3	6 652 €	88 087 €	563 043 €
1998.	10	341 969 €	1 076 407 €	4 284 776 €
2001.	29	1 101 503 €	1 947 674 €	12 482 876 €
2005.	78	3 007 289 €	5 163 019 €	8 350 655 €
2008.	163	5 631 360 €	12 300 994 €	29 038 783 €
2010.	287	10 739 457 €	25 191 391 €	43 685 019 €
2011.	270	17 228 236 €	30 796 491 €	68 146 568 €
2013.	409	35 186 329 €	61 388 525 €	84 751 599 €
2017.	1 309	76 128 963 €	130 684 630 €	164 452 286 €

Growth story | Strength of Tranzit Group



Complete **vertical integration** of business (hatching, breeding, feed meal, raising, slaughtering, processing and sales) ensures higher flexibility and control than competitors in reacting to market changes



Leading player in **Hungarian** market, **strong position** in **European** markets and significant **growth potential** in other markets



Segmented trading, Blue chip clientele, HORECA: main business partners include Lidl, Aldi, Spar, Kaufland, Metro, Edeka and Rewe Group



Solid **organic growth**, rapid reinvestments and acquisitions (EUR 55 mn total investment since 2016)

Growth story | Our values

- Work – Work conscientiously and diligently.
- Respect – Respect each other, colleagues, partners and customers.
- Responsibility – Act in the interest of the company.
- Performance – Results are remunerated.
- Innovation – Improve continuously.

Behind the figures lies our driving goal

To bring affordable **premium quality** poultry to
the tables of diners **worldwide**

