

WELCOME

AGRI TRADE SUMMIT 2024

UBM AGRI TRADE SRL
"Your trusted partner in grain trading"
BUCHAREST – ROMANIA

Speaker: CEO – UBM AGRI TRADE SRL
Leonardo Lambrea



INTRODUCTION OF THE UBM GROUP 2024



Interests of the UBM Group

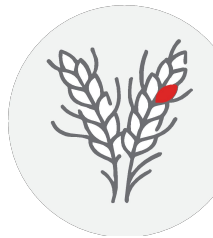
Hungary, Romania, Slovakia, Serbia, Austria, Italy

UBM
Group



UBM Group - our businesses

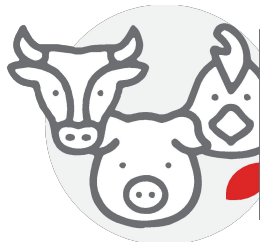
CROP TRADE



GRAIN trade + **OIL SEED** trade + **PROTEIN** trade



FEED PRODUCTION
and distribution



LIVE ANIMAL
production

Market-leading

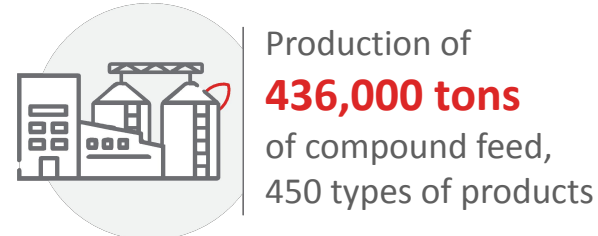
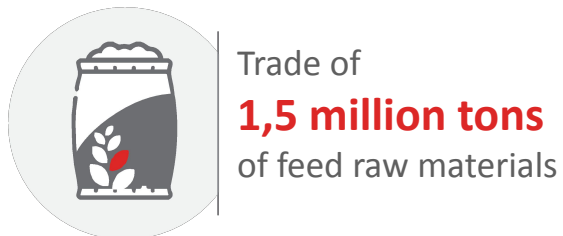
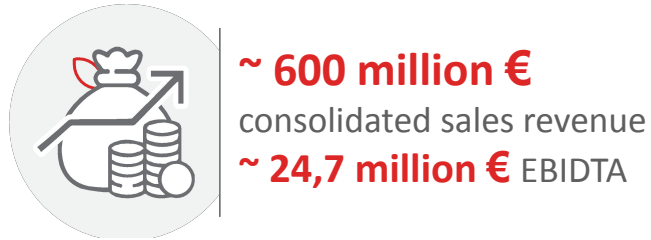
feed manufacturer, grain, oilseed and protein trading group.

The three businesses **contribute to our efficiency**, which provides stability and security.



The UBM Group in headlines

let the numbers speak



Hungary

Transactions – July 2023 - present

1

Total volume of transactions: **985.000 mt**

2

Grain

trading reaching the transaction volume of 875.000 mt

3

Protein

trading reaching the transaction volume of 110.000 mt

4

Feed

Total volume of feed production: **613.000 mt**

5

Opening of additional commercial offices

in East Central and Western Europe

Slovakia

Transactions – July 2023 - present

1

Total volume of feed production: **100.000 mt**

2

This affiliate of UBM Agro Zrt since 2018, provides representation of the Group for activities within the profile of the Group in Slovakia

3

UBM Grup is the owner of a feed mill in Hernádcsány, Slovakia

Serbia

Transactions – July 2023 - present

1

Total volume of transactions: **80.000 mt of grains** for crop year 2023/2024, managed through UBM d.o.o.

2

Most of trading transactions take place in Italian market and Constanta port FOB Danube

3

UBM Group company specialized in the sale of commodities and premixes in Serbia managed through UBM Feed d.o.o.

Austria

Transactions – July 2023 - present

1

Total volume of transactions: **360.000 mt**

with a main focus on Rapeseed meal

2

Grain

trading reaching the transaction volume of 135.000 mt

3

Protein

trading reaching the transaction volume of 193.000 mt

4

DDGS

trading reaching the transaction volume of 31.000 mt

Operations

1

The newest UBM office, opened in October 2023, located in Milano

Opened as an outlet for all the originating countries of the UBM group.

Granting access to the end user in Italy and considerably increasing UBM's presence on the market

2

Future plans

The target is to have 130.000 mt traded by June 2025, of Corn, Wheat, Barley, Sunflower meal,

Soybeans and Soybean meal

3

Strategy

Activity area will be Polesella, south of Venice, also planning to discharge trains in most available facilities

throughout Italy.

Planning to execute coasters from the Black Sea and discharging them into Italian ports.



UBM Feed Romania



- *UBM Feed Romania is one of the biggest independent feed mill plants in Romania, with a production capacity of 30 mt/hour, or 220.000 mt /year.*
- *The factory has one of the newest technology of production in Europe, being opened in 2019.*
- *Also, UBM Feed Romania, through its experts, can offer assistance and advice regarding nutrition of the livestock.*

ROMANIA - UBM AGRI TRADE

- ❑ **UBM Agri Trade was established in 2017** as a Romanian-Hungarian partnership with strong knowledge on the regional grain and cereal trading market.
- ❑ Starting with **2023 UBM Agri Trade owns a silo in Budesti**, Calarasi county, with a total storage **capacity of 38.000 mt**, this investment will improve the quality of services and a better response to the suppliers and customers needs.
- ❑ UBM Agri Trade offers for sale **soybean meal with a high protein content**, which makes it a rich dietary supplement that integrates perfectly into the animal diet.
- ❑ In addition to the soybean meal trade, UBM Agri Trade also **targets other cereal products** such as corn, soybean, sunflower, buying and selling these products at the **best prices**.
- ❑ UBM Agri Trade offers **competitive prices**, professional services and, last but not least, the **advantage of negotiating** when large quantities are involved



ROMANIA - UBM AGRI TRADE

Soybean meal

Total volume transacted: 60.000 mt (forecasted for 2024)

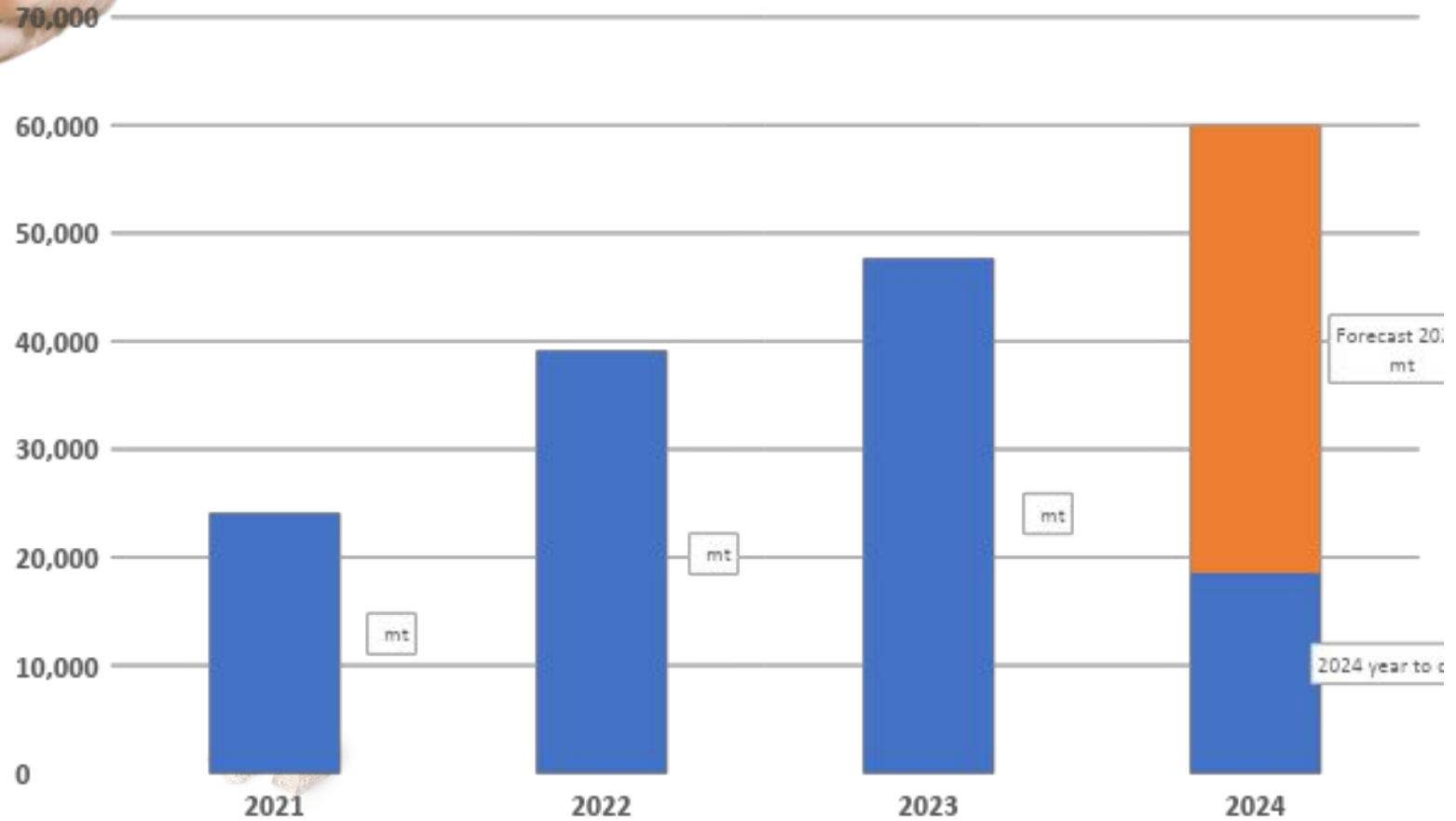
Soybean meal is the most popular source of supplemental protein in livestock feeds. That popularity derives from its nutrient content and high content of protein.

Soybean meal is the dominant source of supplemental protein in livestock diets worldwide, for good reasons. Its amino acid levels are a superb complement to cereal grain proteins in meeting the optimal nutritional components



ROMANIA - UBM AGRI TRADE

Soybean meal traded quantities



ROMANIA - UBM AGRI TRADE

Grains and oilseeds

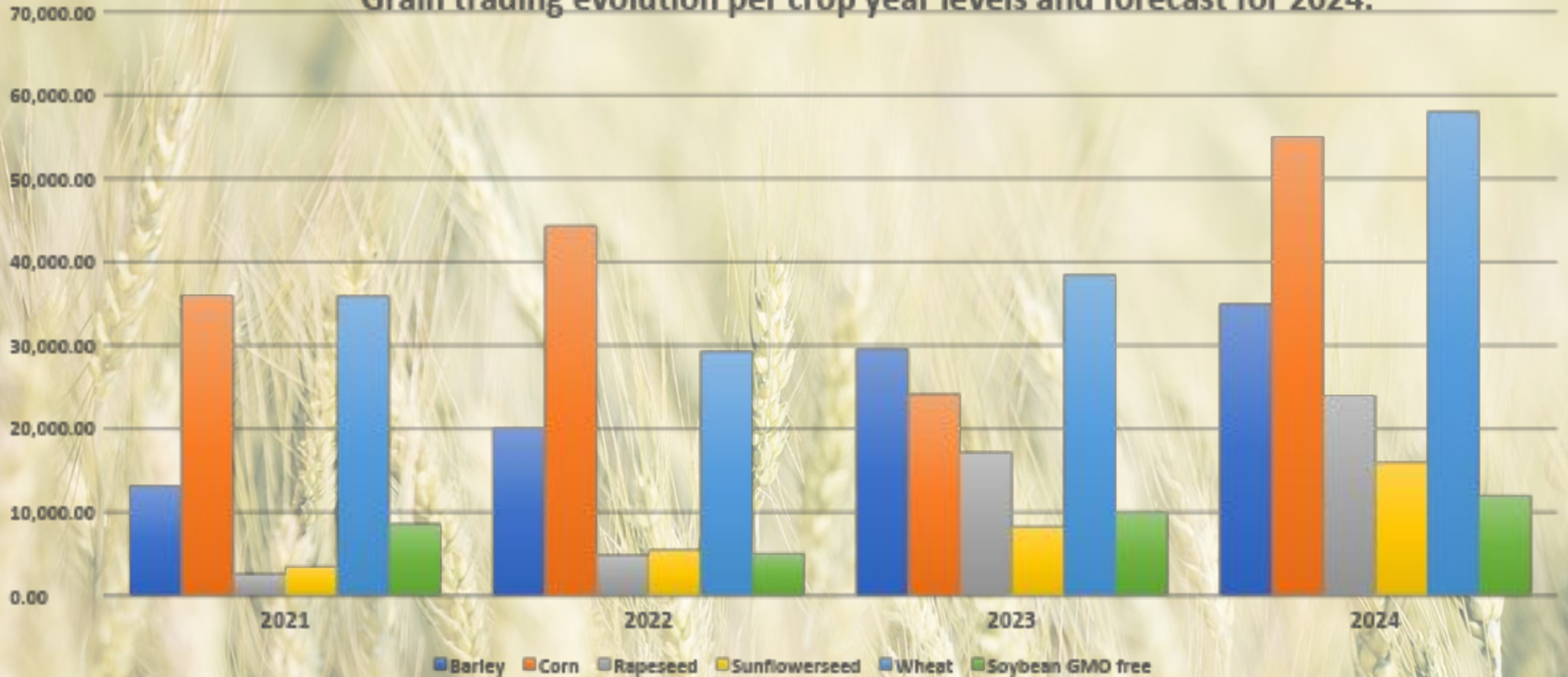
Total volume transacted: 200.000 mt (forecasted for 2024)

Cereals and oilseed crops are important groups of plants cultivated for human and animal nutrition, as well as for other industrial uses.

As a position Romania has the advantage of having Constanta port, that allow us a good connection to the **European and world trading market.** Furthermore, Romania has the possibility to move quick big quantities of grain in each direction, regarding import-export of goods.

ROMANIA - UBM AGRI TRADE

Grain trading evolution per crop year levels and forecast for 2024:



ROMANIA - UBM AGRI TRADE

Forecast market RO-CT:

- *On the next period global productions are normal to **high** and demand remains **lower** vs previous years*
- *This year the **trends continues** and enter in a new cycle of **low prices** of agricultural products*
- *Locally the market is still under Ukrainian **pressure** and flows of UA origin goods will **continue** to transit Romania*
- *Constanta port maintains position of most important grain hub in Eastern Europe on the Black Sea, the **pressure in Constanta can increase** also from a bureaucratic way due to implementation of legislation, reason being the entering in the Schengen area in March 2024*

Objectives and Conclusions:

- *Modernizing the **silo investment** and **increasing** the transacted volumes of grains in the area*
- *Transfer of live stocks production from the Western Europe to the East*
- *Integrated model of the **business from the farmer** by following in steps of trading, storing, processing and production to **the final consumer***
- *In **5 to 10 years**, all the European markets will need to respect the **European law regarding agricultural norms** to a **mandatory level***



"Your trusted partner in grain trading"

**Thank you for
your attention!**

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