



**5th MEETING OF THE COMCEC AGRICULTURE WORKING GROUP
(March 5th, 2015, Ankara)**

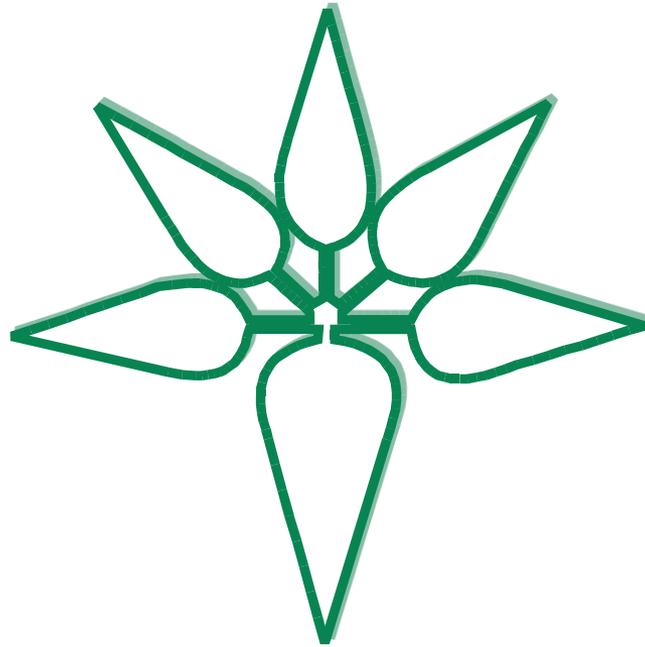
*“Improving Institutional Capacity: Strengthening Farmer Organizations in the
OIC Member Countries.”*



THE UNION OF SUGAR BEET GROWERS COOPERATIVES

Treats on the Sector & Situation in TURKEY

Cem KAPTAN
MANAGER
(Business Dev.& InterNATIONAL Affairs)



CONTENT

- 1- PANKOBIRLIK & TURKISH SUGAR SECTOR**
- 2- THE SITUATION**
- 3- SUCCESSION FACTORS & CHALLENGES**

OVERALL VIEW of TURKEY

INDUSTRY & AGRICULTURE



✓ **Population 77 million : 75 % in the URBAN areas.**

✓ **Turkey land area: 780 thousand km²**

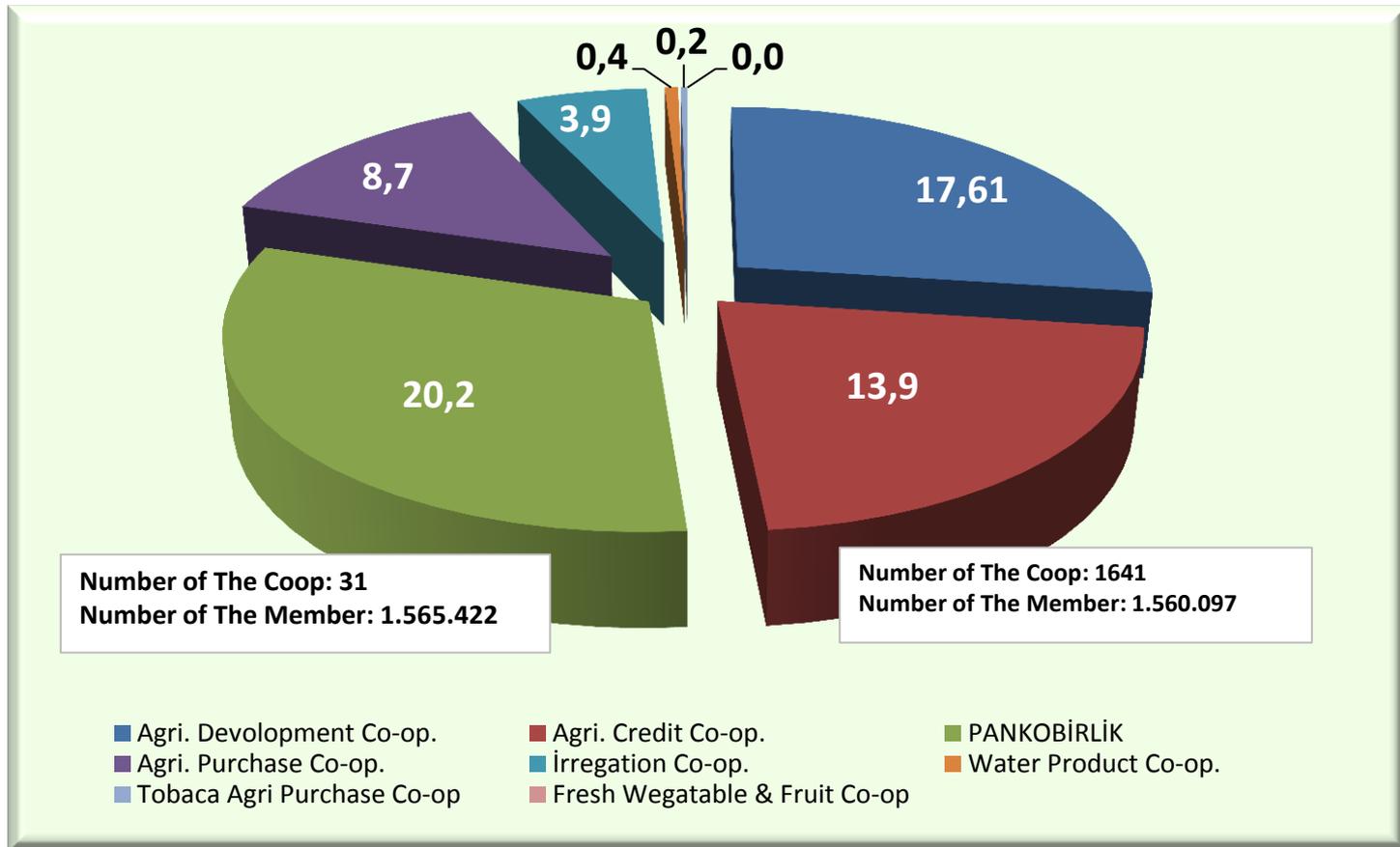
✓ **Agricultural land of 28 million ha,**

. 8.5 million ha irrigable,

. 4.7 million ha irrigated.

✓ **7th largest economy in the world.**

The COOPERATIVE SYSTEM IN TURKEY



In the Turkish Agricultural Sector, the number of Agricultural cooperatives in action is **13.266**. The total number of the members of this cooperatives is **4.382.497**

PANKO *birlik*

1972



In 1969, following the implementation of the Legislation 1163 for Cooperatives, **19 Cooperatives of Beet Growers**, that had been established after a two years of hard studies, **PANKOBİRLİK** in 1972.

ORGANIZATION CHART of **PANKO** *birlik* **2015**

CHAIRMAN & BOARD
MEMBERS

(9)

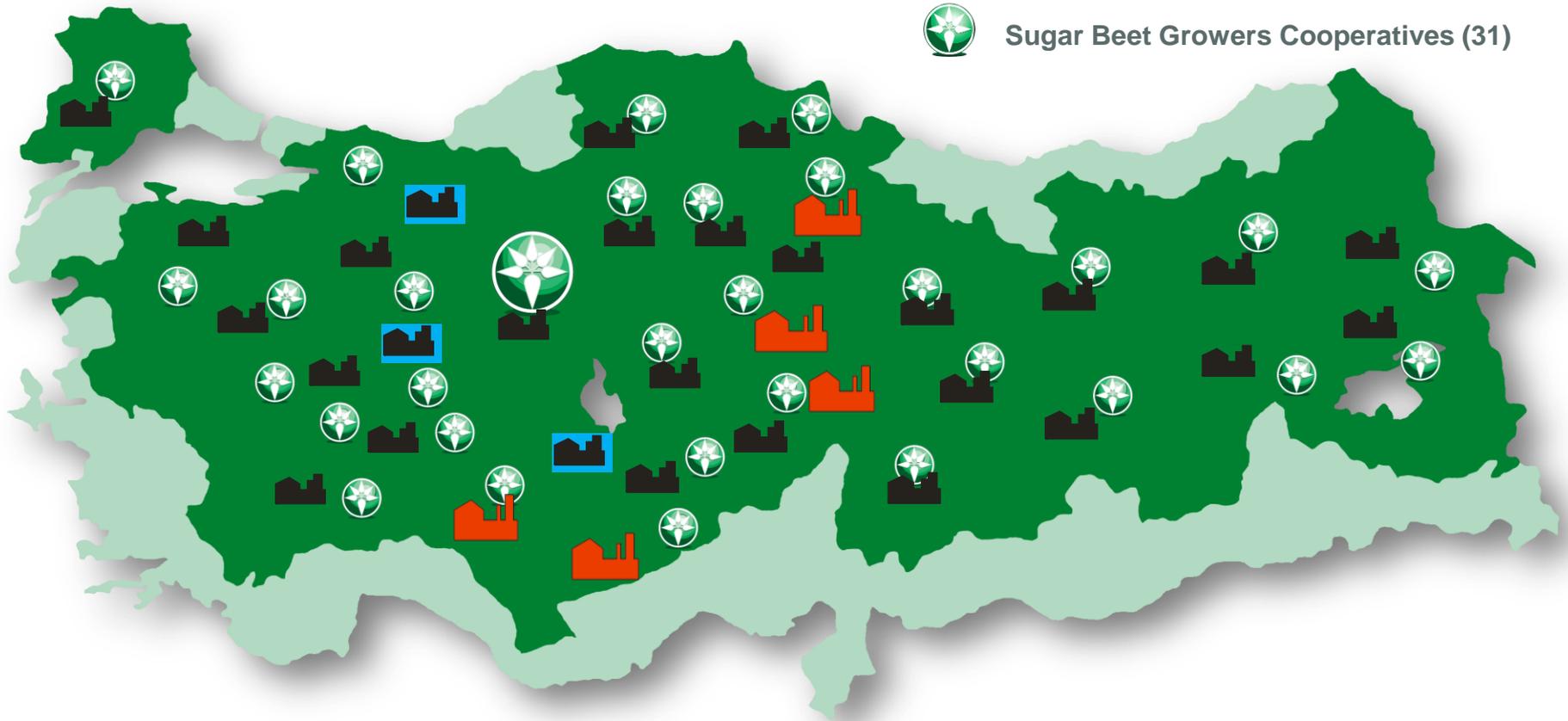
GENERAL ASSEMBLY
CO-OP. BOARD MEMBERS
 $31 \times 5 = (155)$

BEET GROWERS COOP.(31)

~ 1.600.000 Growers "Member"

TURKISH SUGAR INDUSTRY

Beet Cultivation Area (2013)



Beet Growers Coop : 31
Area Harvested : 280.924 ha
Sugar Prod. : 2,3 mln. Tons
Total Plant : 33

Sugar Plants PANKO : 5
Sugar Plants STATE : 25
Sugar Plants PRIVATE : 3



31

Beet Coop.

6500

Settlements

312

Stores

64

Provinces

1.600.000

**Growers
Member**

50 Affiliates

5 Sugar Beet Plants

BOGAZLIYAN

KONYA CUMRA KAYSERİ

AMASYA

2013/14 F/Y

Capital

\$650 million

TOTAL

Assets

\$1.80 Billion

Endorsement

\$1.75

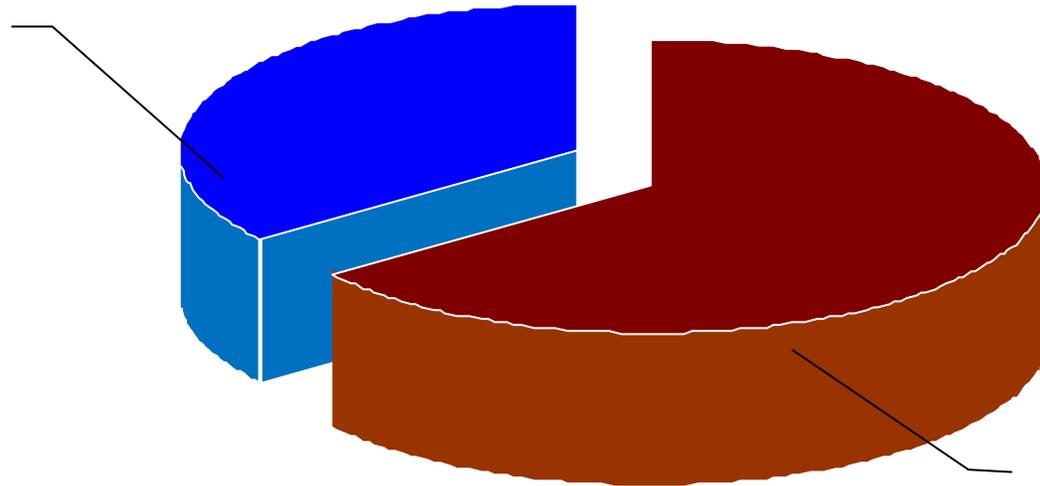
Billion

MARKET SHARE OF THE PANKOBİRLİK (2013)

▪ Coop. Sugar Plant	:	903,163 Tons
▪ State Own & Private	:	1. 487.421 Tons
▪ TOTAL	:	2.390.585 Tons

Coop. Plants (PANKOBİRLİK)

(%40)



State Owned + Private (%60)

SERVICES OF PANKOBİRLİK

SUPPLY AND DISTRIBUTION OF INPUTS

MANAGEMENT AND COORDINATION

CONSULTANCY

AUDITING

TRAINING

SUPERVISION

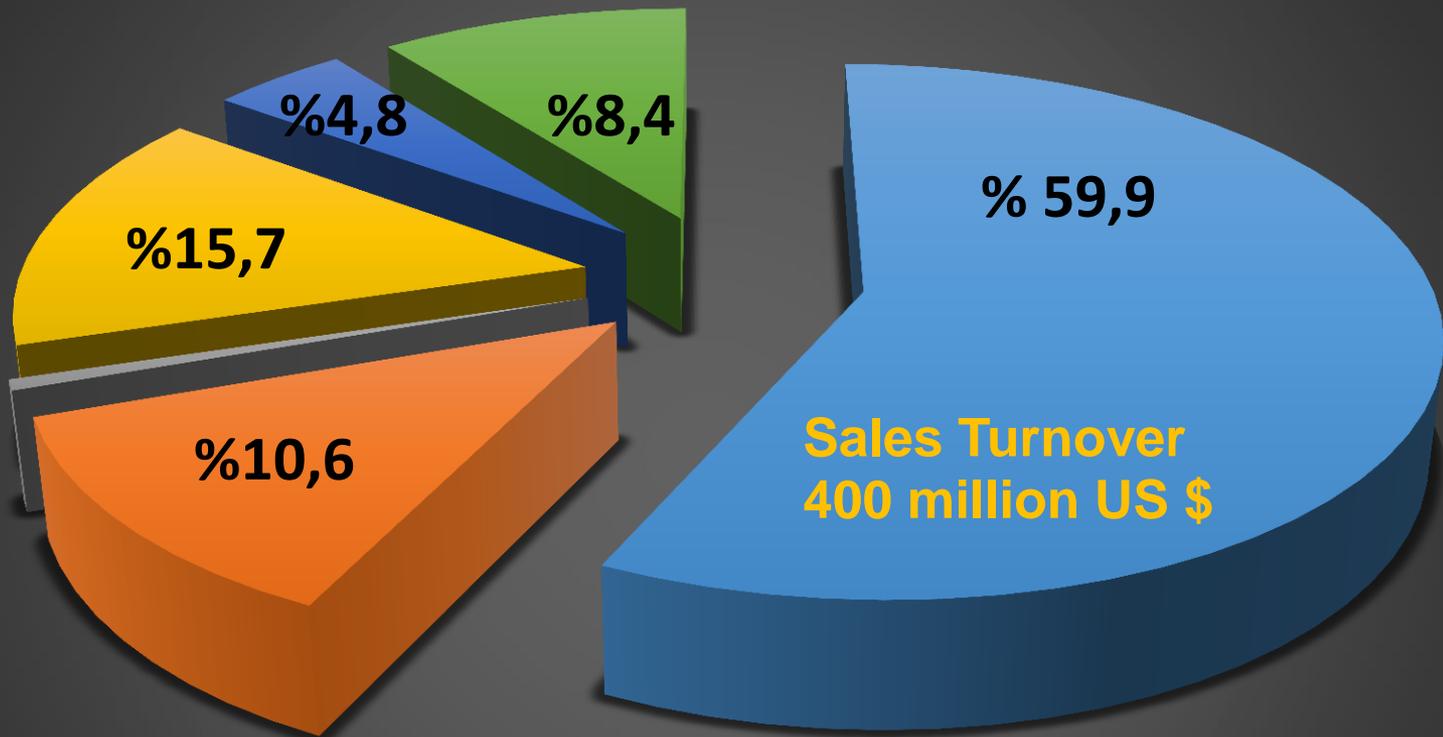
REPRESENTATION

PUBLICATION AND COMMUNICATION

EMPLOYEE IN PANKOBİRLİK & COOP.

- **100** Head OFFICE
- **820** 31 BEET COPERATIVES.
- **9.500** TOGETHER WITH PARTICIPATIONS

AGRI. INPUTS DISTRIBUTING THROUGH COOP'S TO OUR MEMBERS



■ FERTILIZER ■ AGRI. MACHINARY & EQUIPMENT ■ SEEDLING & SAPLING ■ FEED & PULP ■ CROP PROTECTION ■ SEED

SOME INTERESTS AND PARTICIPATIONS

AMASYA, KAYSERİ, BOGAZLAYAN, KONYA & ÇUMRA PLANTS

SEED SECTOR (Beta Co.)

IRRIGATION (PAN-PLAST)

ETHANOL INDUSTRY

FODDER INDUSTRY (13 Factory)

MILK AND DAIRY PRODUCTS

FRESH WATER PRODUCT (Pan-Su)

MEAT & DAIRY PRODUCT

COAL AND MINING EXT.

Integration



WITH the WORLD



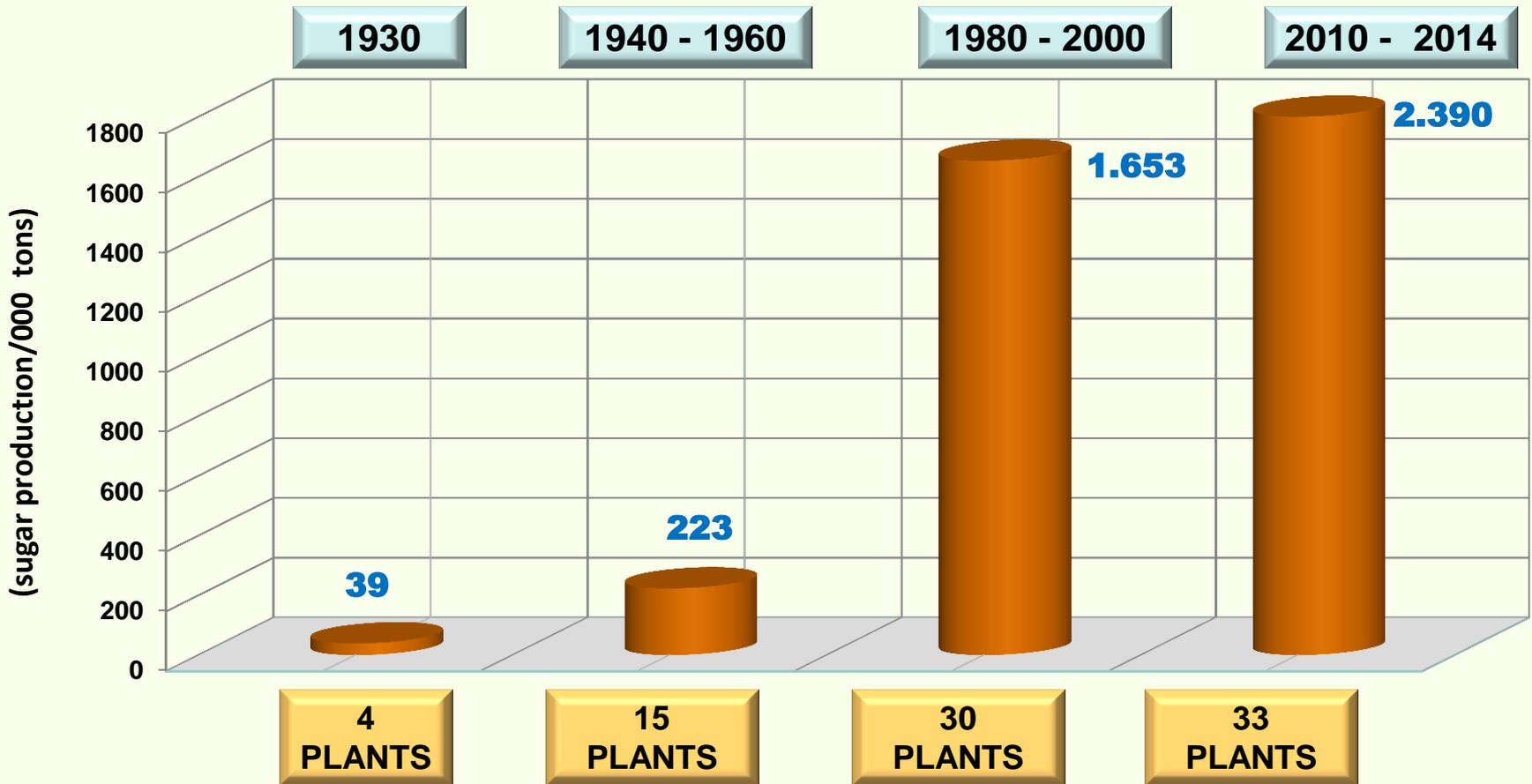


**THE BEET SUGAR
IS ONLY THE
PRODUCT
THAT
CAN COMPETE
WITH THE EU**



DEVELOPMENT OF TURKISH BEET SUGAR SECTOR

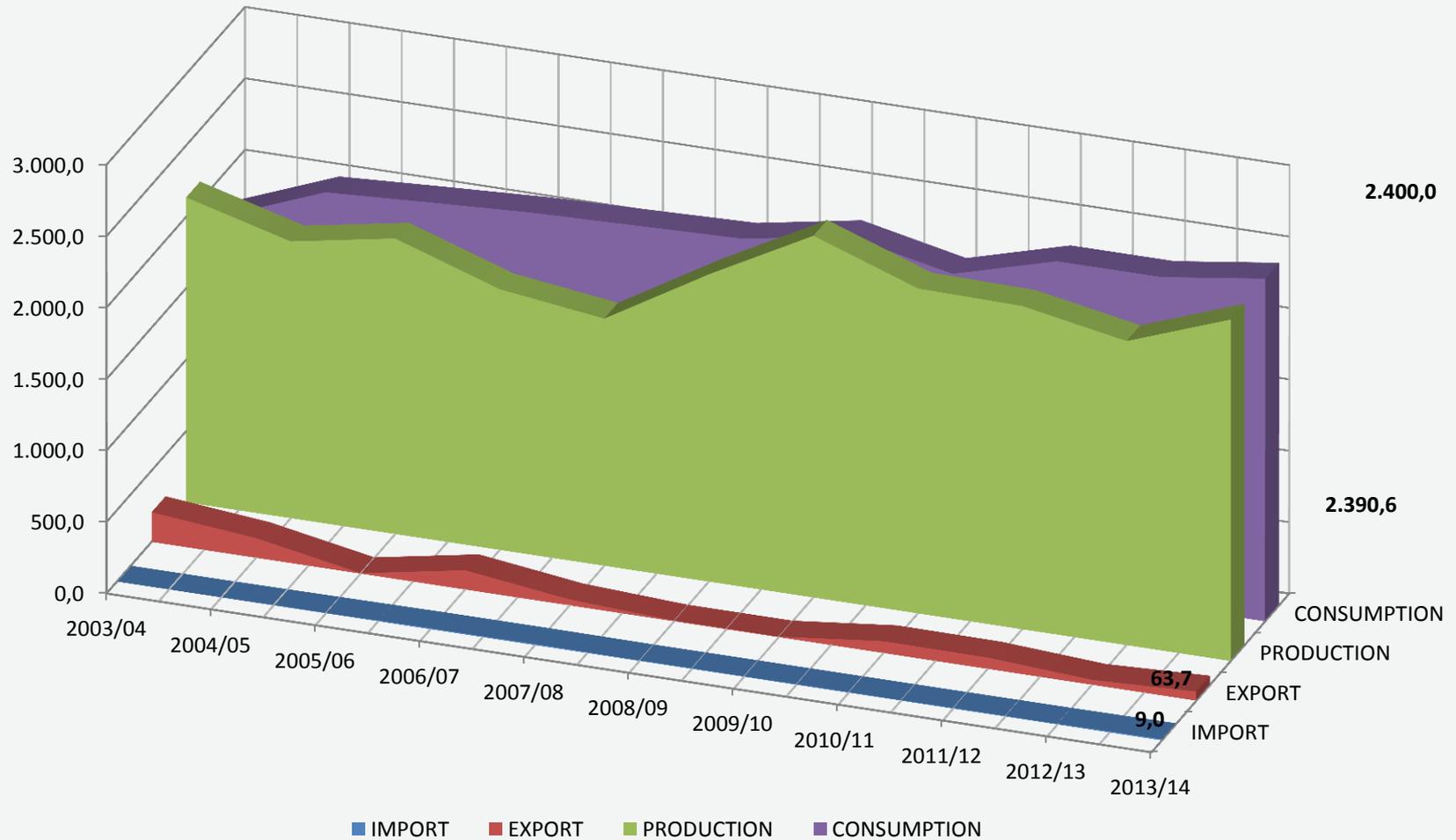
(Number of the Plant & Sugar Production)



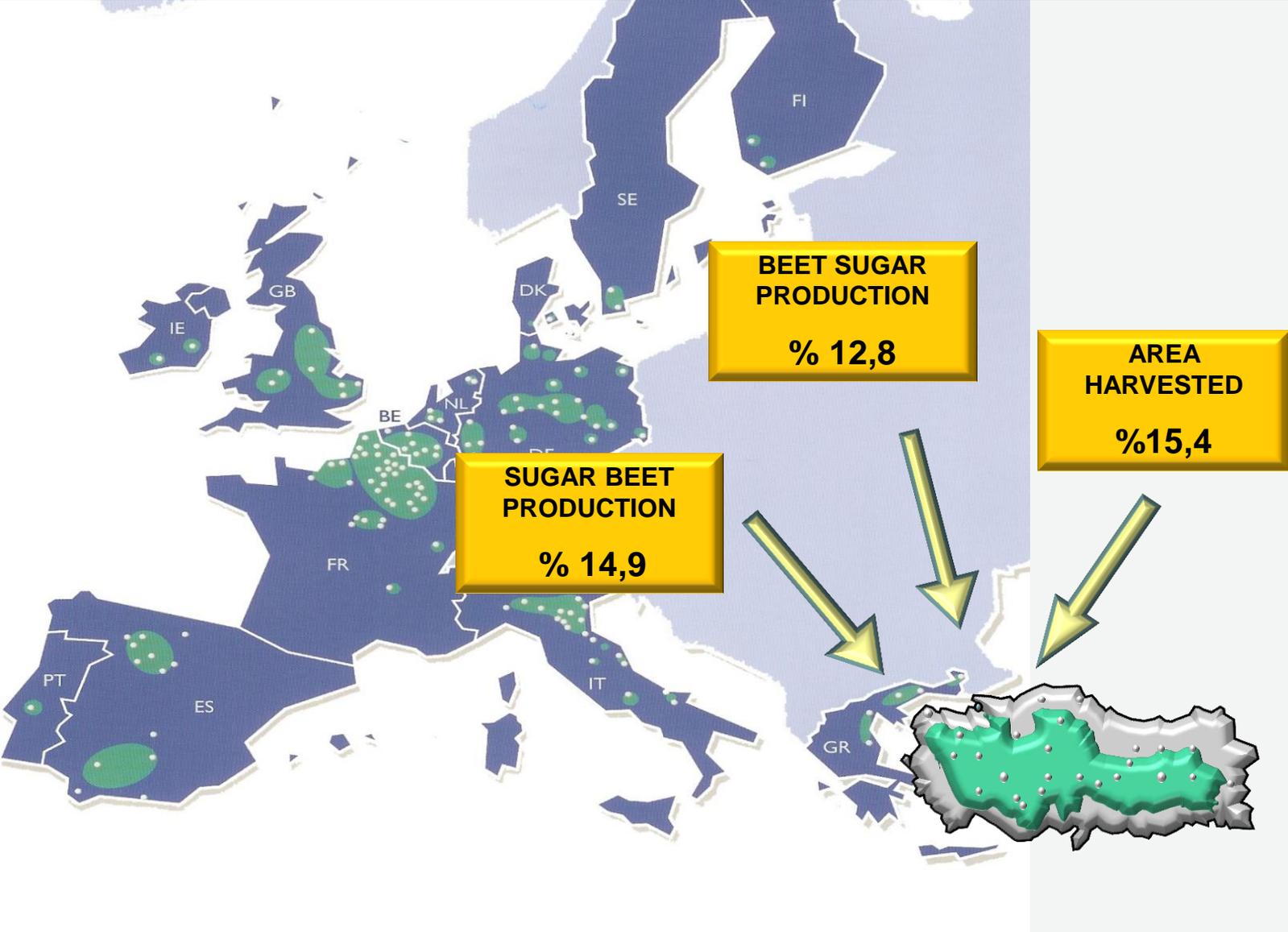
(Number of the Sugar Beet Plants)



SUGAR BALANCE 2003/2013 (tons)

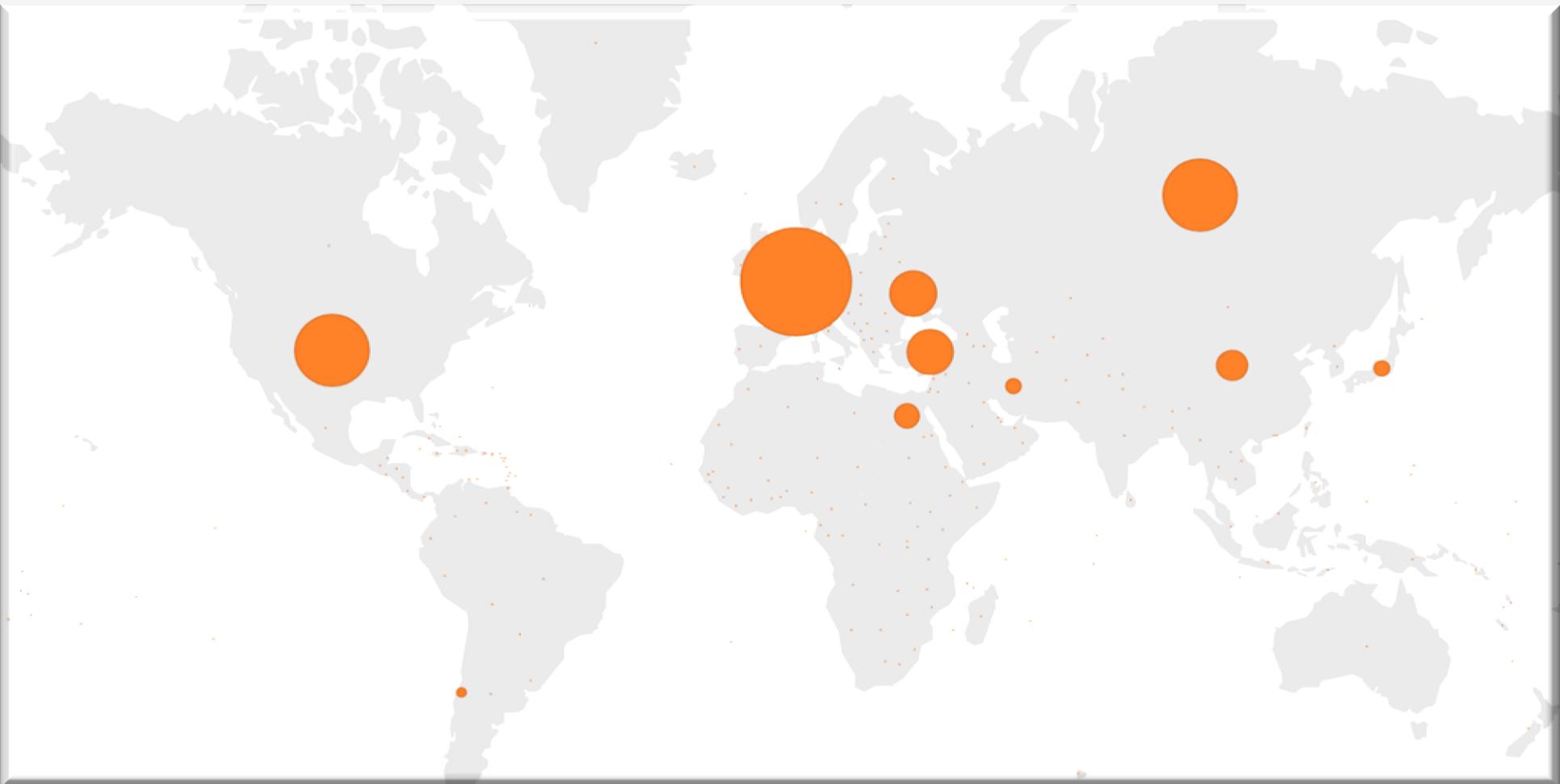


OUR PLACE IN THE EU



SUGAR BEET IN THE WORLD

- ✓ World Sugar Production : 177 Mil. tons
- ✓ World Beet Sugar Production : 36.600 Mil.Tons %20,6



TURKEY IN THE WOLD

- ✓ 5th LARGEST SUGAR PRODUCER
- ✓ 12th LARGEST SUGAR BEET PRODUCER
- ✓ AFTER GERMANY & FRANCE 3rd BIGGEST BEET SUGAR PRODUCER IN EUROPE

A close-up photograph of a pile of white and brown sugar cubes. The white cubes are in the foreground and middle ground, while the brown cubes are scattered throughout. The text is overlaid in the center.

**WHAT ARE THE
SUCCEES FACTOR ?**



Leader

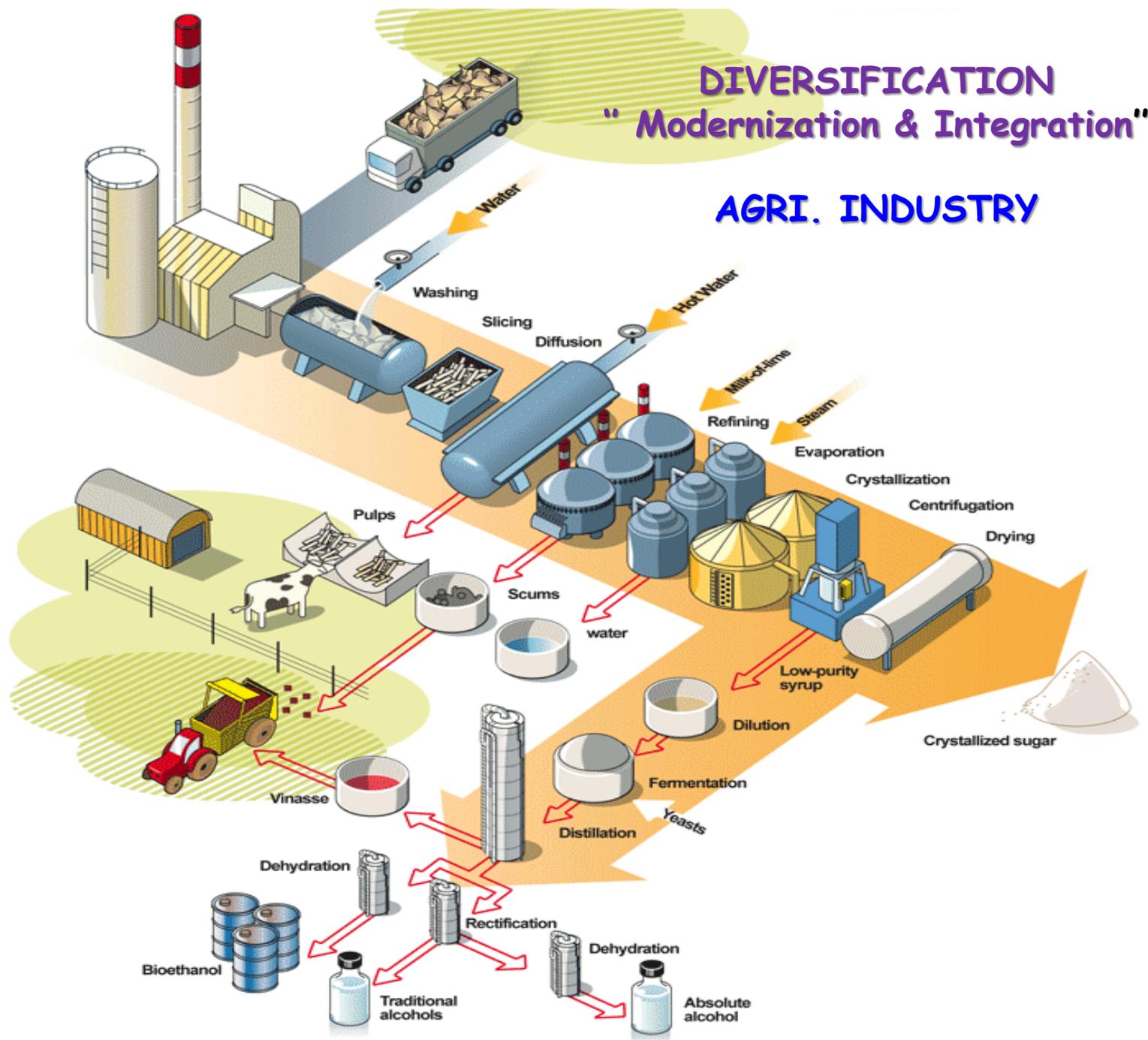
**Together with
its Affiliates in
the FOOD**

+ Energy

SECTOR

DIVERSIFICATION "Modernization & Integration"

AGRI. INDUSTRY



DIVERSIFICATION " Agricultural Industry & Integration "



(1952)
KONYA KOOP



ANADOLU BIRLIK HOLDING (2009)



KONYA ŞEKER (1953)



ÇUMRA ŞEKER (2004)



FIELD OF ACTIVITIES





ABH ANADOLU
BİRLİK
HOLDİNG



BRANDS



- It is the biggest sugar factory in Turkey
- Constructed in shorter than one year
- 17.000 ton/day beet processing capacity



BIOETHANOL FACTORY

- Ethanol Factory is the biggest alcohol factory that has a production capacity of 288 million m³ from the molasses which is the waste of beet.
- Also the waste of factory, vinasse are turned to valued added product by producing liquid manure under the name of Biovin and Biovin Plus



LIQUID SUGAR



**LIQUID SUGAR
FACTORY: IT IS
THE FIRST AND
ONLY FACTORY
IN TURKEY WITH
A CAPACITY OF
600 TONS/DAY**

CUBE & PACKAGED CRYSTAL SUGAR PRODUCTION



**PACKAGED CRYSTAL
SUGAR PRODUCTION
CAPACITY**

100.000 TON's/YEAR

CANDY & BAKERY PRODUCTION



**UNDER THE TORKU
UMBRELLA BRANDED:**

**BONIKI & MINIX
BRANDED CANDY
PORTFOLIO**

CHOCOLATE PRODUCTION



**BAR & TABLET
CHOCOLATES, HELVA,
TURKISH DELIGHT AND
MEVLANA SUGAR**



PAN-PLAST PLASTIC IRRIGATION PIPE'S, SUGAR BAGS PRODUCTION

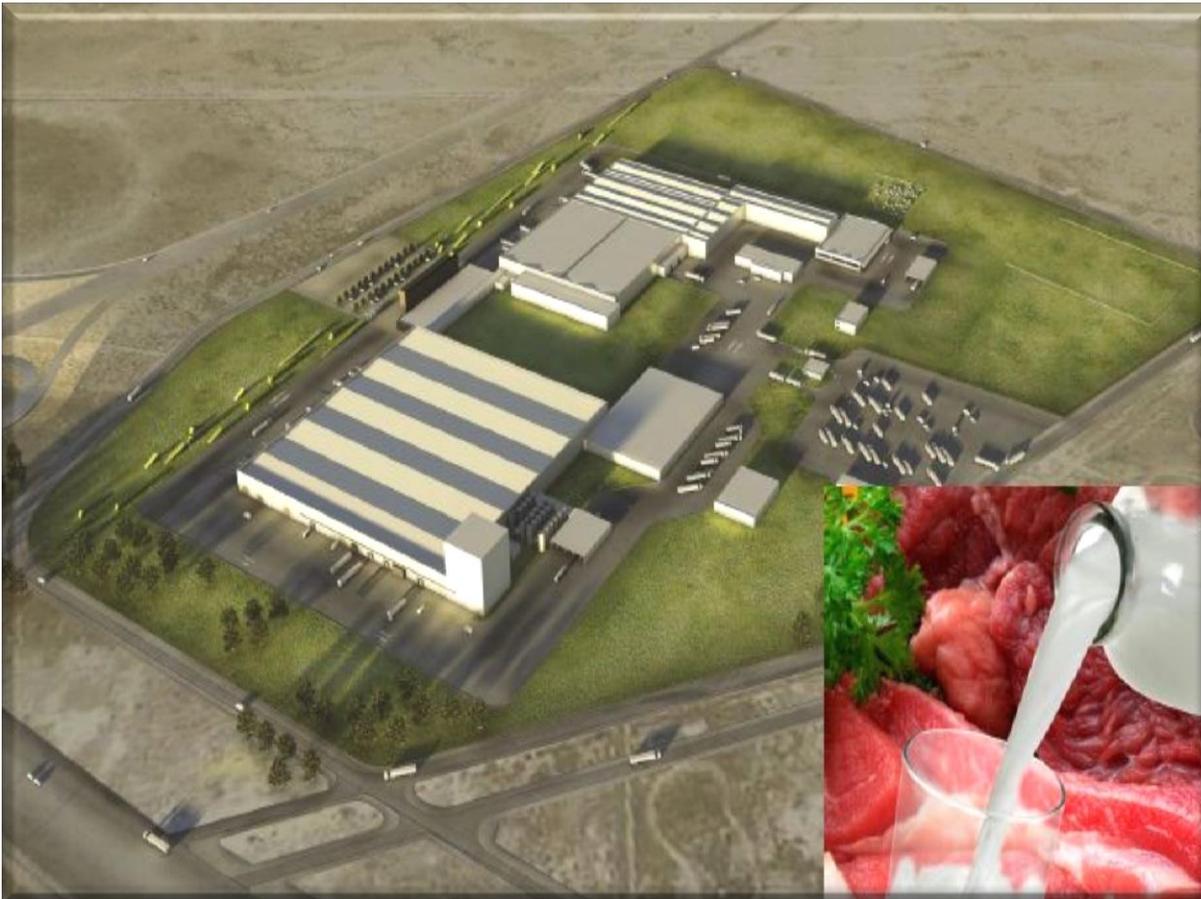


- Total 35.000 Tons raw plastic processing capacity
- Drip irrigation injection of 16 units, 9 units extrusion pipe production line with annual processing capacity of 15,000 tons of raw materials
- Flat tube production capacity of 220 million m with the highest installed capacity in Turkey

- Corrugated pipe production capacity of 13,000 tons of raw material processing



PANAGRO MEAT & DAIRY INTEGRATED PLANT



**1200 UNIT CATLE
3000 UNIT SHEEP**

**2000 TON/DAY
MILK PROCESSING
CAPACITY**

**50.000 UNIT
ANGUS CAP.**

**NEW INCOME
FACILITY TO
50 000 FARMER
FAMILY**

FARM'S - CALFBANK

- Capacity of 4.500 head stud farms aims to reduce dependence on import and meeting the needs of our country.
- 50 000 head capacity targeted investments in fattening farms will be continued.



BEE FEED PRODUCTION



ANIMAL FEED FACTORY



**1500 ton/day FEED
PRODUCTION
CAPACITY.**



GREEN HOUSE



TOMATOES, PEPPER AND BANANA ARE BEING PRODUCED ON 65 ACRES AREA BY NEW INVESTMENTS - COST OF HEATING IS ZERO.

PLANTATION



AIM: 75 MILLION TREES WHICH IS THE POPULATION OF TURKEY; ALL NURSERIES ARE PLANTED BY KONYA SEKER.

RAW OIL PRODUCTION



**150.000 TON/
/YEAR OF
SUNFLOWER OIL**

**100.000
TON/YEAR
RAPE SEED & SOY
OILSEED
PROCESSING
CAPACITY**

**NEW INCOME TO
25.000 FARMER'S
FAMILY**

**%10 TURKEY
IMPORTS OF
CRUDE OIL TO
REDUCE**

- 5.000 Kg/Hour frozen potato, 1.000 Kg/Hour croquet, 500 Kg/Hour onion ring production capacity
- %25 Market Share in Turkey
- Potato starch investment



NATURAL POTATO WAREHOUSE (Zero Energy Cost)



BETA SEED LTD. CAPACITY

FIRST LOCAL SEED
COMPANY, FIELD CROPS
INDUSTRIAL CROPS
AND VEGETABLE
SEEDS, R&D
PRODUCTION, IMPORT
& EXPORT



400 TON/YEAR
SUGAR BEET,

10.000
TON/YEAR
WEAT



50 TON/YEAR
VEGETABLE
SEED
PROCESSING
CAPACITY

%40 MARKET
SHARE IN
TURKEY

Çumra Sugar Liquefied carbon dioxide

- Waste of Bioethanol plant, carbon dioxide, liquefied at the rate of close to 100% and becomes raw material



ÇOBAN YILDIZI ELECTRICTY FACILITY



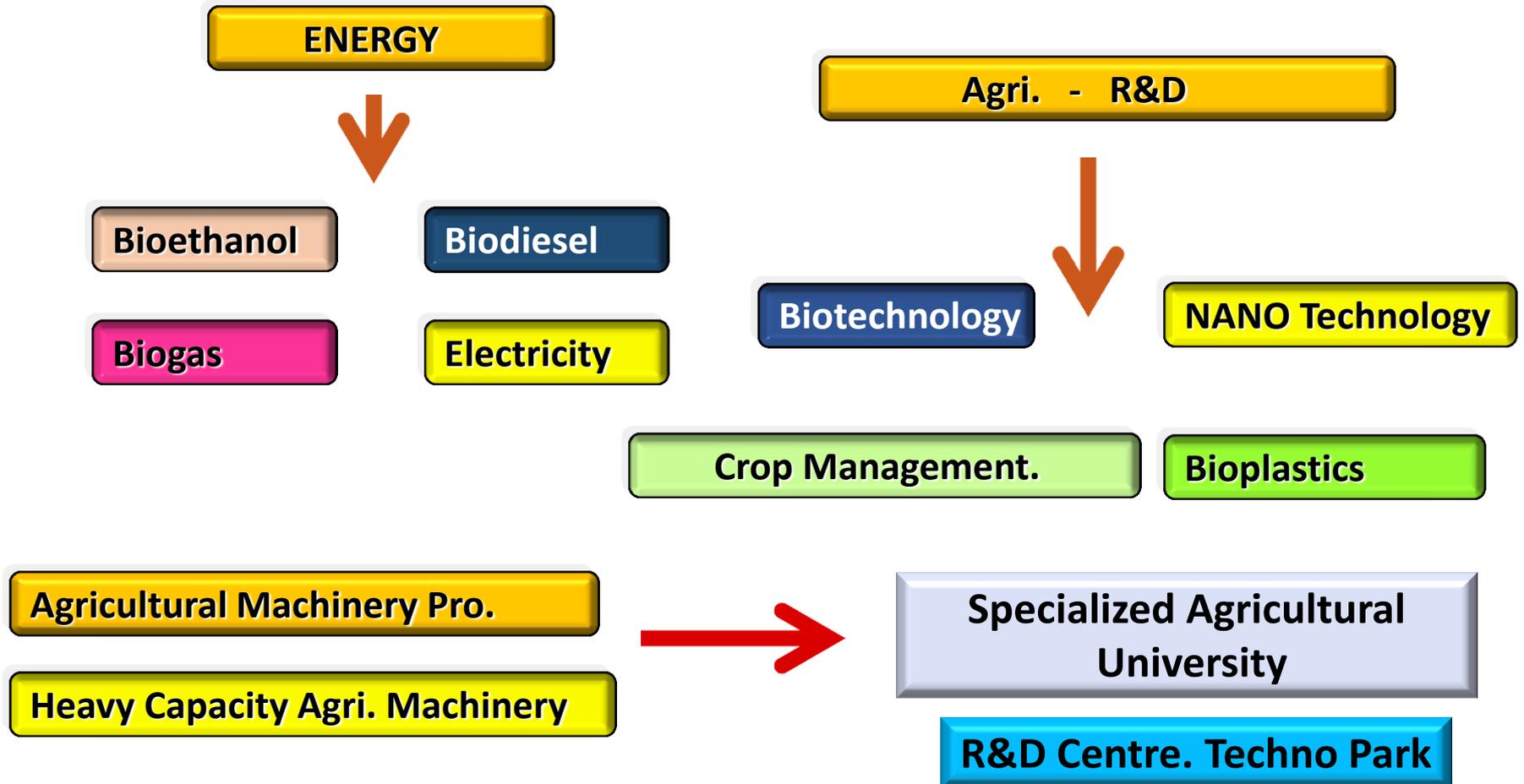
**37 MW TOTAL
PRODUCTION
CAPACITY OF
100 MW TO
MEET THE
MOUNTLY
ELECTRICITY
NEEDS OF 5
MILLION
FAMILIES**

TOTAL INVESTMENT 1.5 BILLION TL
TOTAL ENERGY PRODUCTION 1600 MW
KANGAL & SOMA POWER GENERATORS

Kangal Termik Santrali Konya Şeker'in oldu!

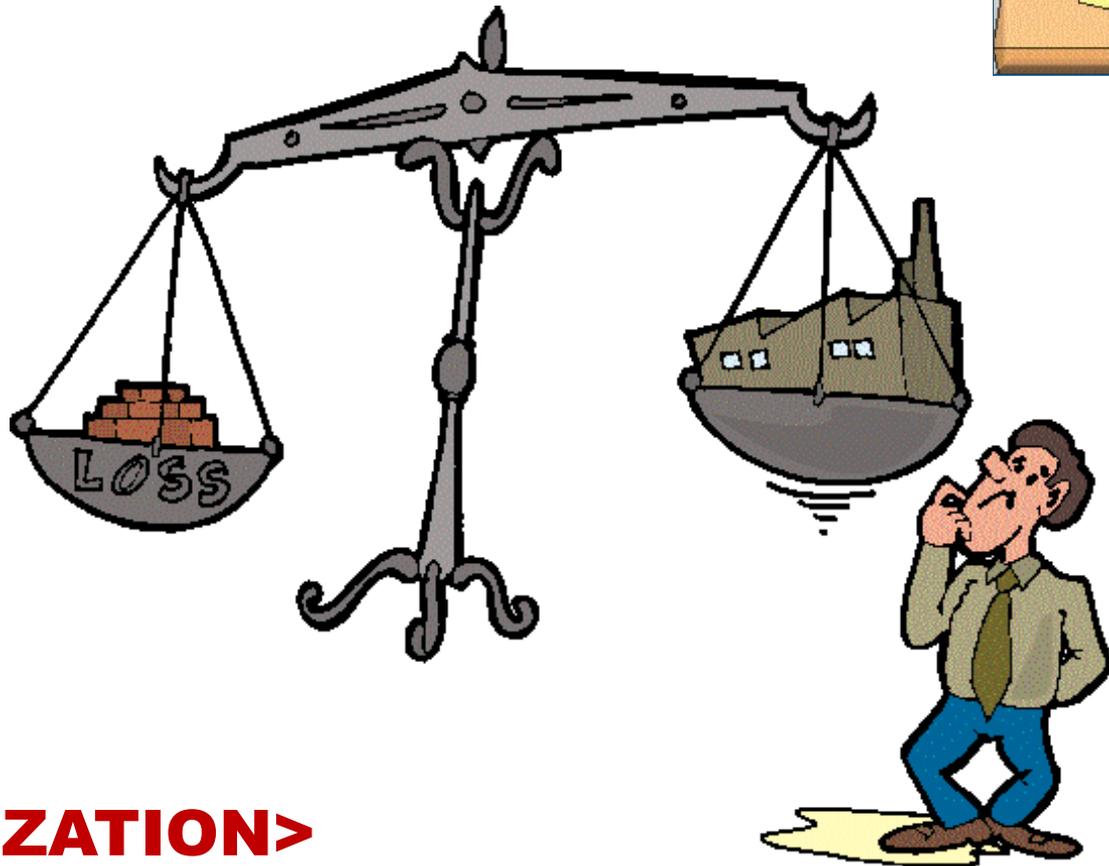
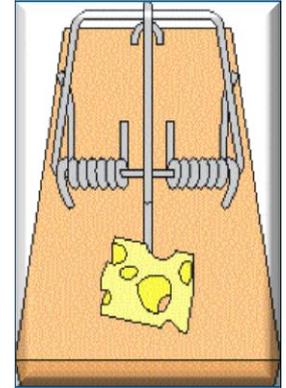


OUR PLANNED FACILITIES..!



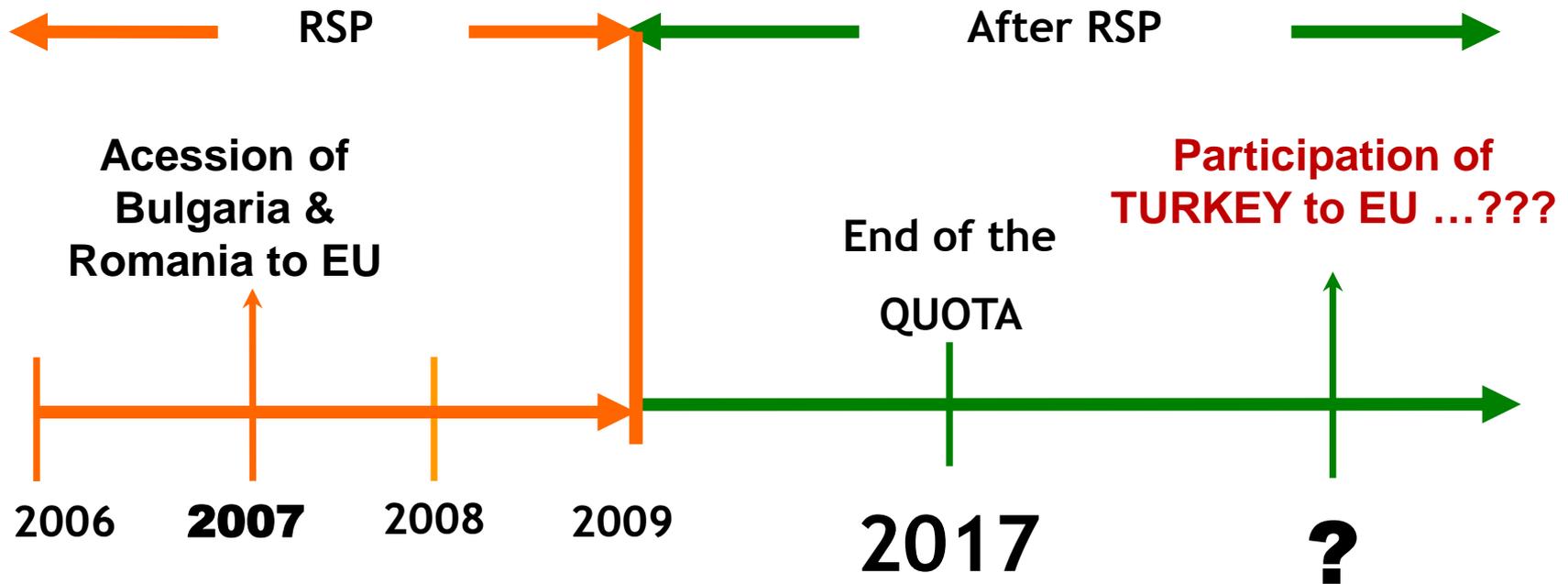
WHAT ARE THE CHALLENGES

...?



**< PRIVATIZATION >
IS IT BIG FISH OR TRAP ???**

EU RESTRUCTURE PERIOD & NEW REGIME (2006-2017)



RSP= Restructuring Period

POSSIBLE RESULTS OF THE ONGOING PRIVATIZATION PROCESS

Possible Results

**Regional
Concentration**

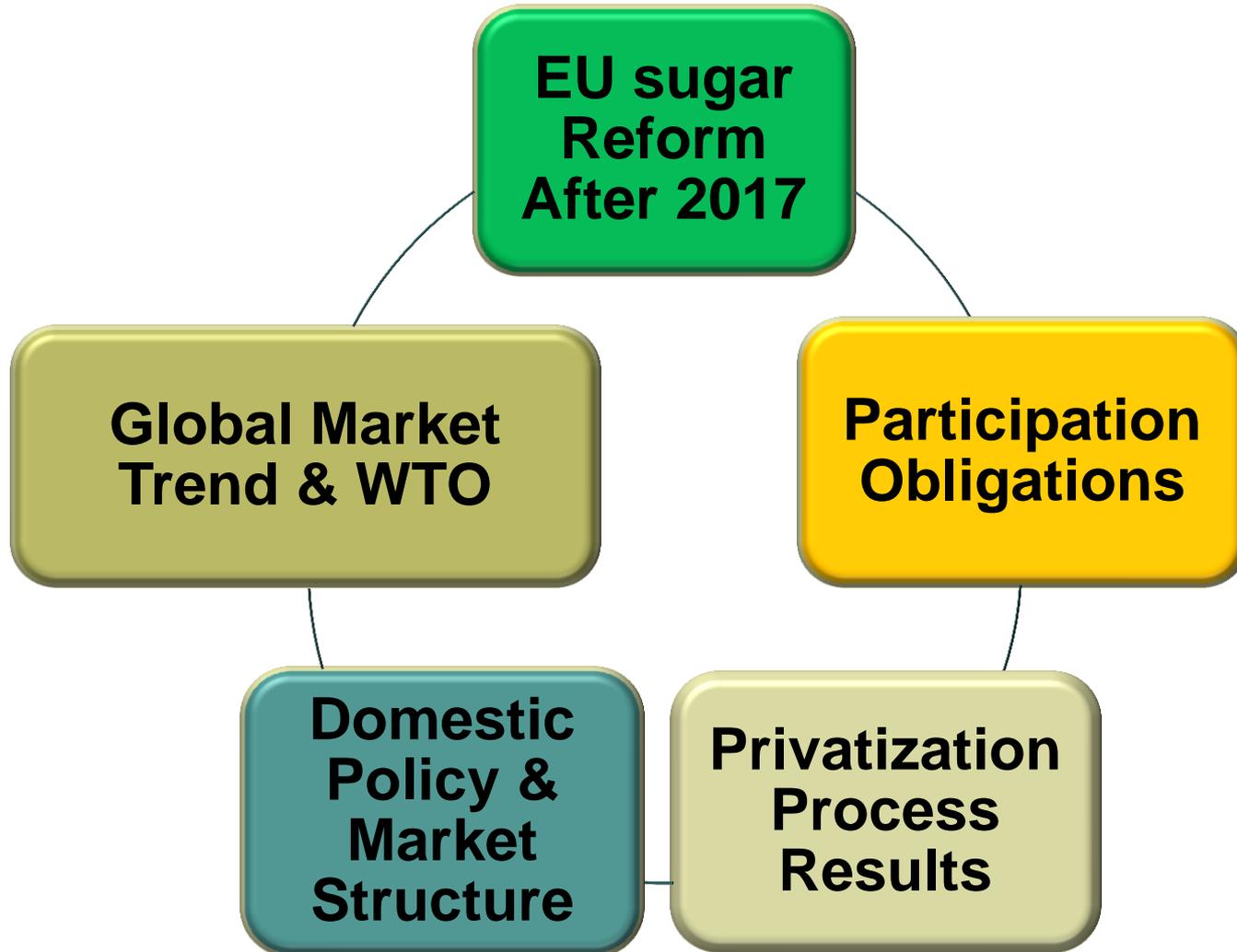
Shutdowns

**More
competitive**

**Acquisitions
and mergers**

- **PANKOBIRLIK agrees on the Privatization Process but doesn't agree on the Privatization Model.**
- **Pankobirlik Support Reasonable Privatization & Agricultural Policies**
- **Pankobirlik also demands the transfer of all the factories to the Growers & Employees.**

POSSIBLE CHALLENGES



Thank You For Your Attention



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