



TBN INDUSTRIES CONGO S.A.R.L

AGROFIELD SUPPLIES & SERVICES

Mr. Daniel MANDZI

- ❑ Founder / General Manager of TBN Industries Congo
- ❑ Nationality : **Congo / Dutch**
- ❑ Petroleum Engineering (TU Delft, The Netherlands)
- ❑ Mining Engineering (st. Petersburg University, Russia)

Career History:

- ❑ 2003 : The Netherlands - Oil & Gas Markets Analyst
- ❑ 2007: Congo - Entrepreneur in the **AGRISECTOR**

YESTERDAY'S TBN (where we come from)



2007 - Creation of TBN INDUSTRIES CONGO

- Activities:
 - ✓ Sale and distribution of livestock supplies
 - ✓ Provision of on-site support to livestock farmers

- Sales line: One (1)
 - ✓ Veterinary Products **from Holland**

- Sales Team: 4 People (IDR graduates)

YESTERDAY'S TBN (where we come from)



24M²



... Le choix de la meilleure performance

2009 - Creation of **POUSSINS GERTRUDE CONGO**

Integrated Poultry PS Farm & Hatchery Co.

✓ BOKKERS Trading BV (60%) - **The Netherlands**

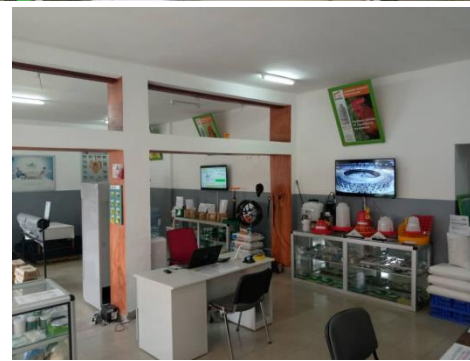
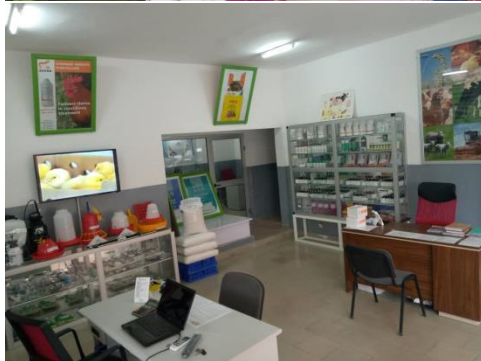
✓ TBN Industries Congo SARL (40%) - **Congo**

Activities:

✓ Parent Stock Poultry Farming - **2.000** parents

✓ Hatchery (producing day-old chicks) - **4.500** /hatch

TODAY'S TBN (where we are now)



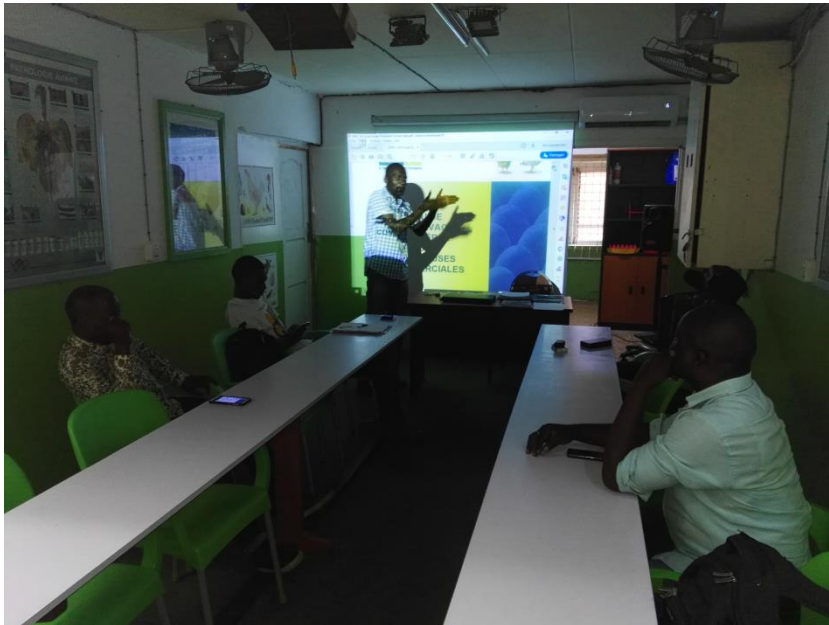
... Le choix de la meilleure performance

TODAY'S TBN (where we are now)



AGROFIELD Education & Training (to secure circular business)

- ✓ Topics: Integrated **Livestock** Management
- ✓ Topics: All-species (vegetables) **Agricultural** Practices



... Le choix de la meilleure performance

TODAY'S TBN (where we are now)



More PS **(3.300)** for more chicks **(7.000)**



... Le choix de la meilleure performance

FACTS & FIGURES



Key Figures	2007	2019
Startup Capital	5.000 EUR	-
Work Facilities (excl. PGC)	24M ²	1.300M ²
Distribution & Sale Lines	1	8
Chicks per hatch (PGC)	4.500	7.000
Sale Offices	1	6
Employees (incl. PGC)	4	39
Sale Revenues (excl. PGC)	16.693 EUR	587.374 EUR
Operating Countries	1 (RC)	2 (incl. DRC)

... Le choix de la meilleure performance

TOMORROW'S TBN (where we want to go)



SWOT vs. FUTURE

FORCES (S)	FAIBLESSES (W)
Well established / known in the market	No fitting warehouse (need 800T all-in-one)
Unique experience with EU/NL partners	Chicks production capacity below demand
Quality products over the whole country	Absence of maize line (as feed ingredient)
Dedicated and strongly ambitious Team	No funding capitals to challenge the future

OPPORTUNITÉS (O)	MÉNACES (T)
Huge and growing market, including DRC	Incomes troubled by stock breakouts
Government incentives to boost agriculture	Maize deficiency / Farmers giving up
Export openings with growing cacao demand	No funds= Becoming absent in future

... *Le choix de la meilleure performance*

TOMORROW'S TBN (where we want to go)



FUTURE CHALLENGES

SUPPLYING MAIZE (as feed ingredient)

- Find experienced JV Partners
- Jointly analyze feasibility and seek funds
- Acquire land (**done**) / Startup plantation

Buyers: Local farmers

PRODUCING MORE CHICKS

- Seek financial support to:
 - ✓ Relocate and expand PGC PS farm
 - ✓ Increase flock / Add 1 more hatcher

Buyers: Local farmers

EXPORTING CACAO (EXPORT to NL)

- Find experienced JV Partners
- Jointly analyze feasibility and seek funds
- Acquire land (**done**) / Startup plantation

Buyer: **NL** (the largest EU cacao importer)

PRODUCING POULTRY MEAT

- Find experienced JV Partners
- Jointly analyze feasibility and seek funds
- Startup Broiler farm & Slaughter house

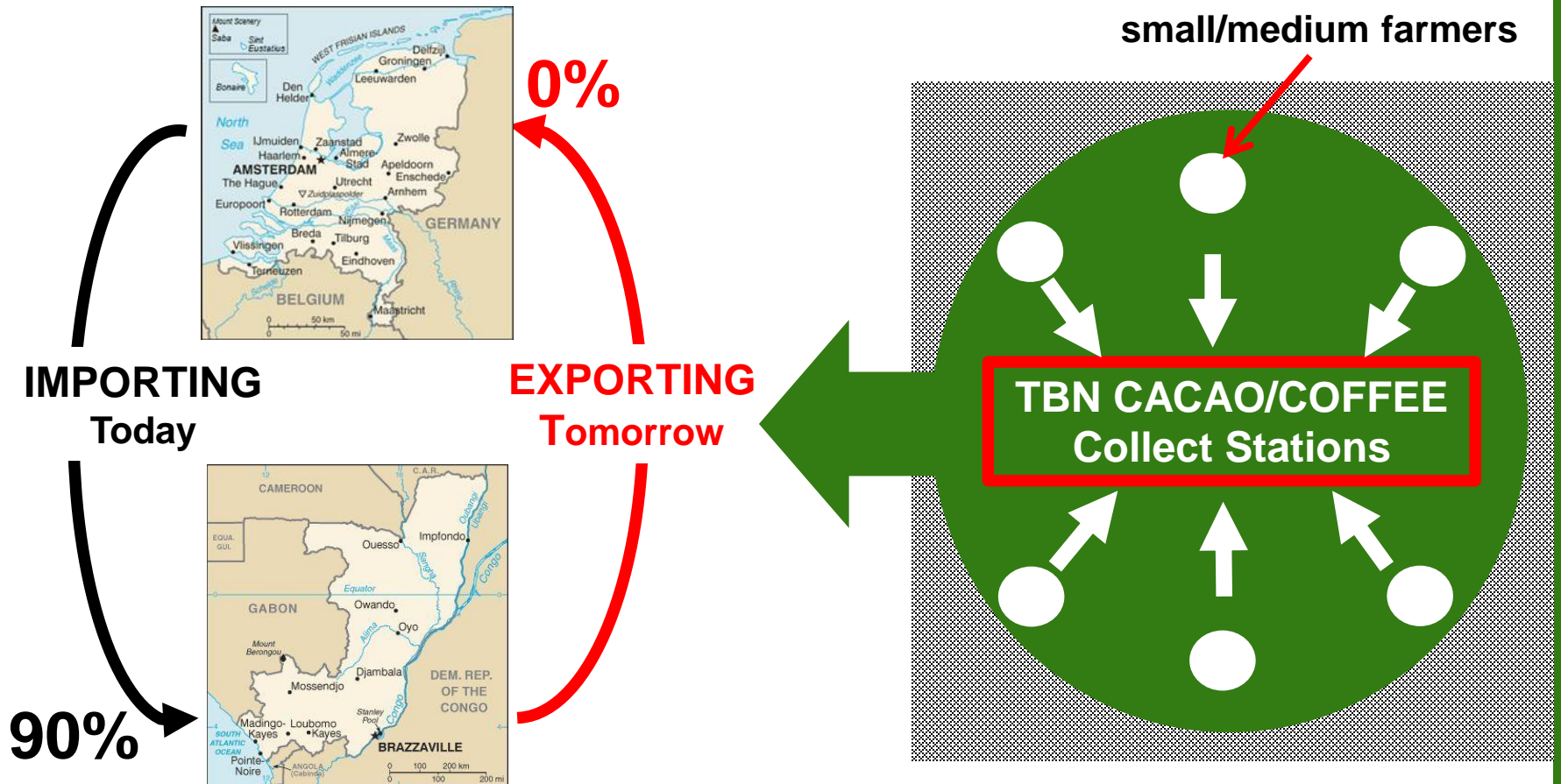
Buyers: Local households / markets

... Le choix de la meilleure performance

TOMORROW'S TBN (where we want to go)



FUTURE CHALLENGES : Driving CG Commercial Agriculture



... Le choix de la meilleure performance



Supplies & Services

Thank You !