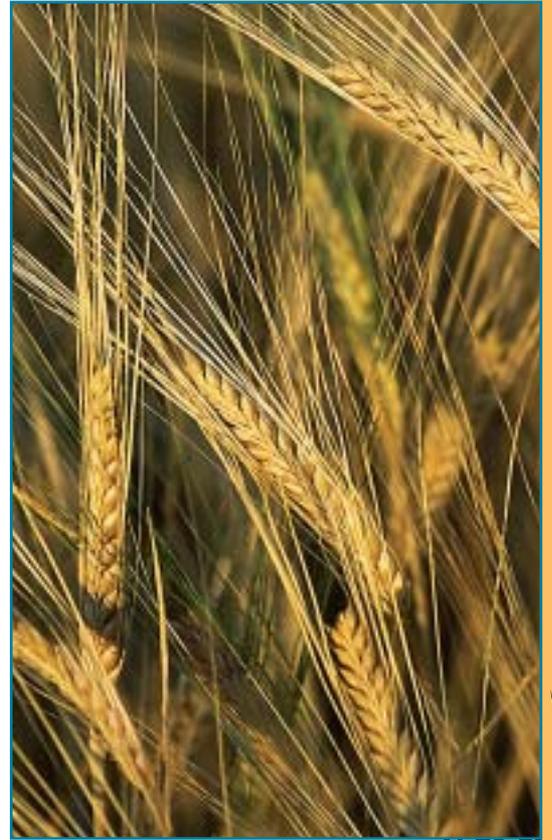




Chemstar
SLOVAKIA

Joint-stock company

The 90th years of the last century have brought significant changes into the Slovak agriculture. The structure of the farms had changed, state-owned properties had been privatised, many private farmers started to make their own businesses and an enormous number of experienced experts in agriculture had left from managerial positions. Furthermore, cash flow that had no issues previously became a complicated process together with sales of agricultural commodities. A logical response to this situation was creation of agro-business companies providing complex services.



History 02

The company Chemstar, spol. s r. o., was established in 1995, located in Bratislava. It was formed from the management of Technical advisory office Bratislava of Novartis (merged of Ciba-Geigy with Sandoz). In the beginning of its operation the company was an exclusive representative branch of the company Novartis (dealing with registration of pesticides and seeds of field crops, marketing and product development, etc.) and was importing and selling pesticides and seeds in the Slovak market. In a short period, the legal form of Chemstar, Ltd., was no more sufficient and in 2000 the company was transformed to Chemstar Slovakia joint-stock company.

Since that time the company has been continuously focusing on 3 fundamental areas:

- 1/delivering needed inputs (seeds, pesticides, fertilizes) and prompt and professional consultancy services to its clients
- 2/financing of growing plants
- 3/effective sales of plant commodities from own growers

Chemstar Slovakia is fully utilising all opportunities for testing new varieties and pesticides by arranging semi-operational trials, organizing professional seminars with practical guidelines and selection of proper products for the individual economic-ecological growing areas and follows the increase of professional level and effectiveness of growing crops for its own partners.



Having clear visions and goals is inevitably crucial for the business. Based on an analysis and forecast of both the development of the Slovak agriculture and agriculture on a worldwide basis, the company Chemstar Slovakia has identified a number of goals:

- 1/ to be one of the top agro-business companies in Slovakia
- 2/ to continuously provide its clients with the most appropriate technology of growing and crop protection
- 3/ to process all activities of the company according to the principles of protection of the living environment and production of fully compliant foodstuff and feeds.
- 4/ to be a leader in providing services
- 5/ to build correct business relationships with commodity traders as well as with processing companies of plant commodities
- 6/ to build effective and profitable intercompany structure
- 7/ to show respect towards all employees and clients



Current situation

04



Currently the company delivers complex business-technical services for more than 450 business partners and focuses on building serious partner-ships, especially with regards of high-quality services and operating of deliveries. To be successful in this area, they have established a Logistics Centre in Velky Meder operating as a warehouse for seeds, pesticides and agricultural products (corn, oil seed rape, sunflower, maize).

This centre offers several advantages:

- is located in one of the most productive agricultural areas of Slovakia
- has an availability of its own railway connection for operations with commodities
- is only situated 30 km from the biggest bulk harbour on the river Danube in Slovakia (Komárno)
- has an own custom warehouse with complex customs related services
- has a high-quality infrastructure (electricity and gas supply, telephone connection, high-speed internet connection with WIFI technology, etc.)



Obtaining the Certificate of environmental management of ISO 14001 for the Logistic Center in Velký Meder played a significant role in fulfilling our goals



05

Domestic trade with commodities is realized through major processing companies – mills, breweries, processors of plant oils, starch industry and manufacturers of feedstuff. Foreign export is realized through major european commodity traders.

Average yearly volumes of goods is the following:

Milling cereals	35.000 tons
Feeder grain	25.000 tons
Sunflower	40.000 tons
Oil seed rape	17.000 tons
Starch corn	15.000 tons
Corn fodder	20.000 tons



Since 2000 Chemstar has significantly expanded its domestic and foreign business activities with agricultural products.

Except from traditional plant commodities (oil seed rape, corn, sunflower, maize, etc.) the company Chemstar is also commencing export of deep frozen vegetables using modern fluid technology.





Economy

06

Since the establishment of the company, Chemstar has been gaining positive economic results, increasing sales revenues on an annual base.

Economic indicators:

Annual revenues of the company	30 mil. EUR
Investment based assets	2 mil. EUR
Non-Investment based assets	1,7 mil. EUR

The company Chemstar is a rapidly growing agro-business company delivering seeds and pesticides from top foreign companies to agricultural firms. Since its establishment the company have gradually developed the simple business relationships into complex business-technical services offered to its partners. The major business strategy is to provide to partners modern crop systems and to increase the quality of the delivered services and price availability of the offered products.





Chemstar Slovakia a.s.

Novosvetská 18
811 06 Bratislava
Slovak republic

www.chemstar.sk

Tel.: +421 – 2 – 54 41 75 57
Fax: +421 – 2 – 54 41 75 59

