



VII BAJA Grain Partnership  
Conference

**MK COMMERCE**



## MK Commerce – Basic informations

- MK Commerce was established in the 1980s as one of the first private companies in Vojvodina
- From its development to the present day, trade in agricultural products has been and remains this company's prevalent activity
- MK Commerce is the founder of MK Group
- Within MK Group there are more than 40 different companies, with main activities are: sugar industry, wheat mill facility, corn mill facilities, meat processing, agriculture and seed production, trading



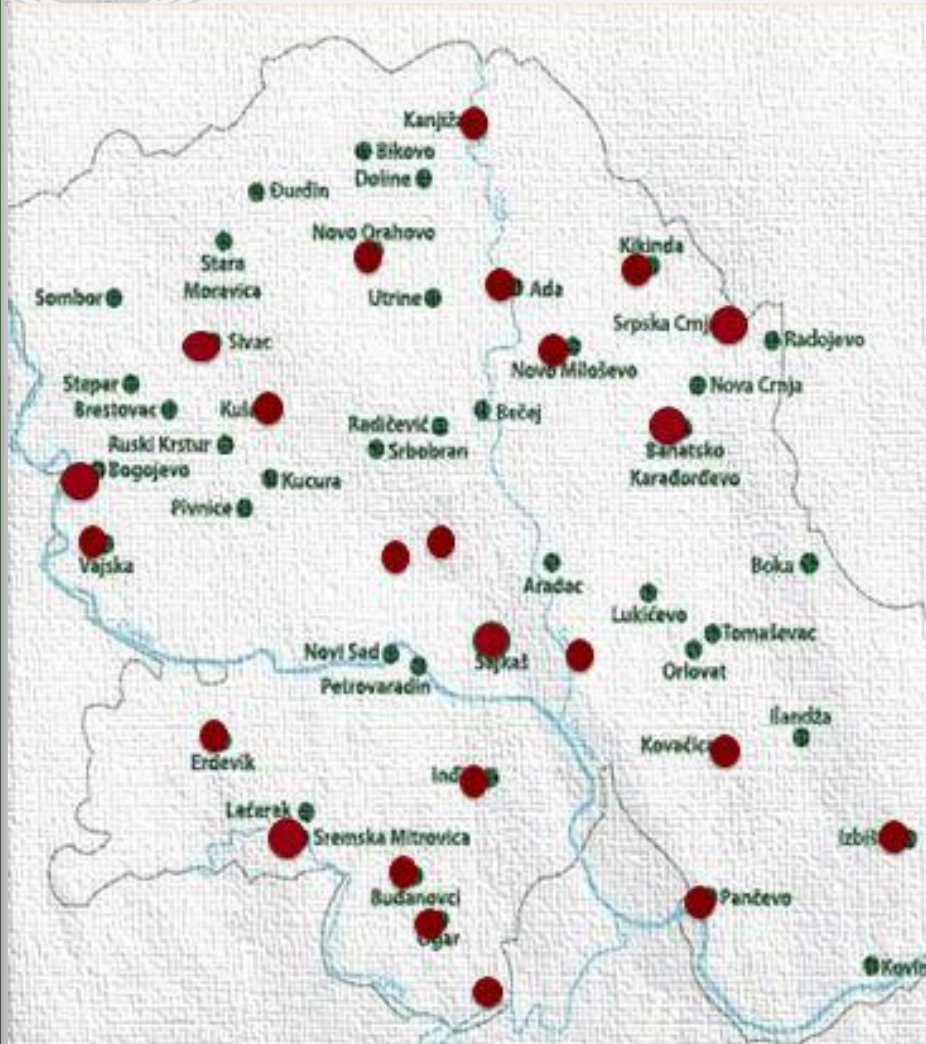
## MK Commerce – Basic informations

- MK Commerce is a group of companies whose main products are commodities including grains, oilseeds and fertilizers
- The core competence of MK Commerce is wholesale, import and export, with annual turnover of 1.200.000 mt of different goods
- The advantage of MK Commerce with respect to competing companies in the domestic market of Serbia is its business strategy and structure – gathering points and storage capacities



# MK Commerce - CAPACITIES

## ● SILOS



Ada	8000t	Bački Jarak	560t
Erdevik	2000t	Ogar	500t
Lukićevo	4000t	Pivnice	1000t
Kanjiža	10.000t	Indija	30.000t
Buđanovci	500t	Radičević	20.000t
Kikinda	8000t	Pančevo	50.000t
Vajska	20.000t	Kovačica	8.600t
Žitar Vrbas	50.000t	Izbište	15.000t
Ravno Selo	6000t	Ratar	20.000t
Bačko Dobro Polje	5000t	Kula	50.000t
Sivac	1000t	Novo Orahovo	460t
Moravica	460t	Đurđin	8.000t
Požega	12.000t	Novo Miloševo	8.000t
Bački Brestovac	6.000t	Srpska Crnja	6.000t
Sremska Mitrovica	15.700t	Banat Seme	13.200t

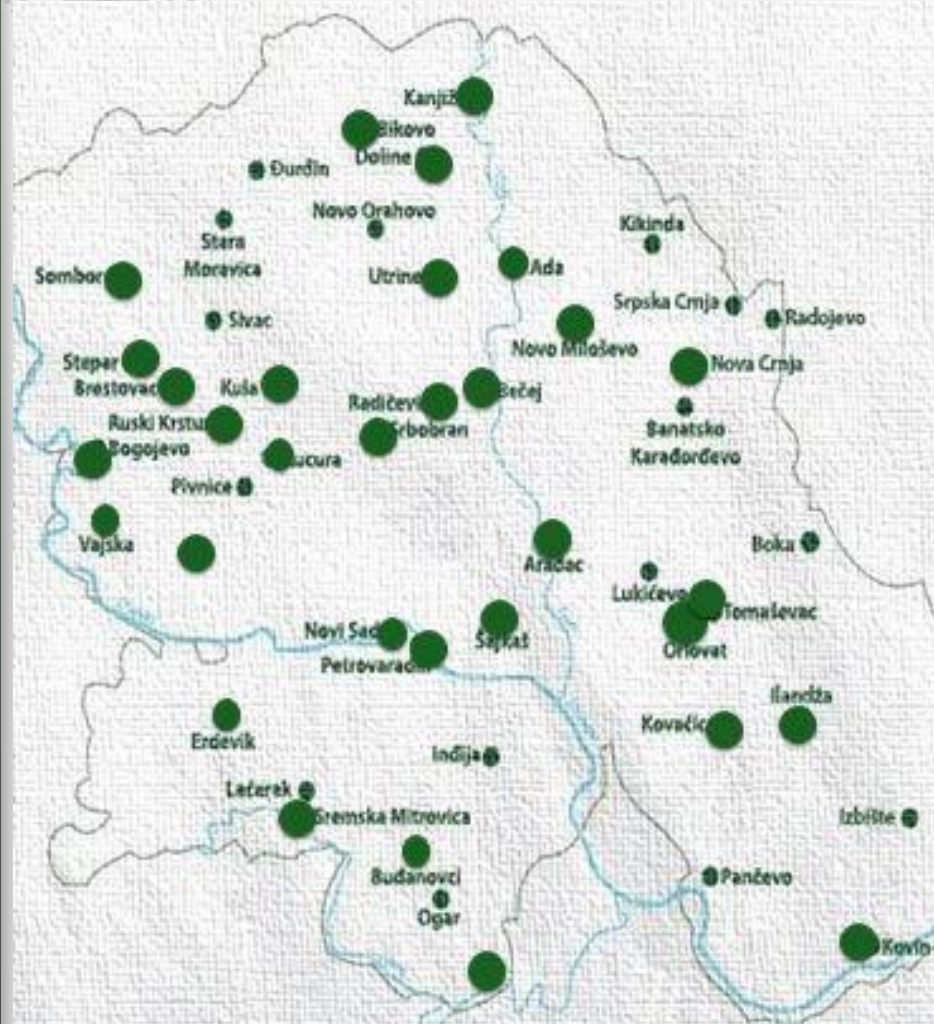
**TOTAL CAPACITY: 379.480 mt**





# MK Commerce - CAPACITIES

## WAREHOUSES



Novi Sad	4.900m <sup>2</sup>	Pivara Bečej	453m <sup>2</sup>
Aradac	420m <sup>2</sup>	Radičević	1000m <sup>2</sup>
Erdevik	800m <sup>2</sup>	Utrine	420m <sup>2</sup>
Šajkaš	1.100m <sup>2</sup>	Srbobran	1.500m <sup>2</sup>
Kanjiža	500m <sup>2</sup>	Kovačica	1.400m <sup>2</sup>
Nova Crnja	1.600m <sup>2</sup>	Kovin	3.759m <sup>2</sup>
Orlovat	450m <sup>2</sup>	Vračev Gaj	450m <sup>2</sup>
Tomaševac	450m <sup>2</sup>	Bantski Brestovac	600m <sup>2</sup>
Bogojevo	1.300m <sup>2</sup>	Ilandža	500m <sup>2</sup>
Vajska	2.500m <sup>2</sup>	Kula	1.250m <sup>2</sup>
Bačka Palanka	300m <sup>2</sup>	Sombor	1000m <sup>2</sup>
Nova Crnja	300m <sup>2</sup>	Bikovo	1000m <sup>2</sup>
Kucura	1.000m <sup>2</sup>	Doline	1100m <sup>2</sup>
Ruski Krstur	1.000m <sup>2</sup>	Petrovaradin	20.000m <sup>2</sup>
Požega	5.716m <sup>2</sup>		
Novo Miloševo	2.000m <sup>2</sup>		
Bački Brestovac	3.000m <sup>2</sup>		
Stapar	3.000m <sup>2</sup>		
Sremska Mitrovica	10.125m <sup>2</sup>		

**TOTAL CAPACITY: 81.799 mt** 5



## MK Commerce - CAPACITIES

- The most significant storage capacities are Granexport Pančevo, with the silo capacity of 60.000 mt situated on the river Danube and Žito Bačka Kula, with the silo capacity of 50.000 mt



08/03/2017

Granexport, Pančevo



Žito Bačka, Kula



## MK Commerce - EXPORT

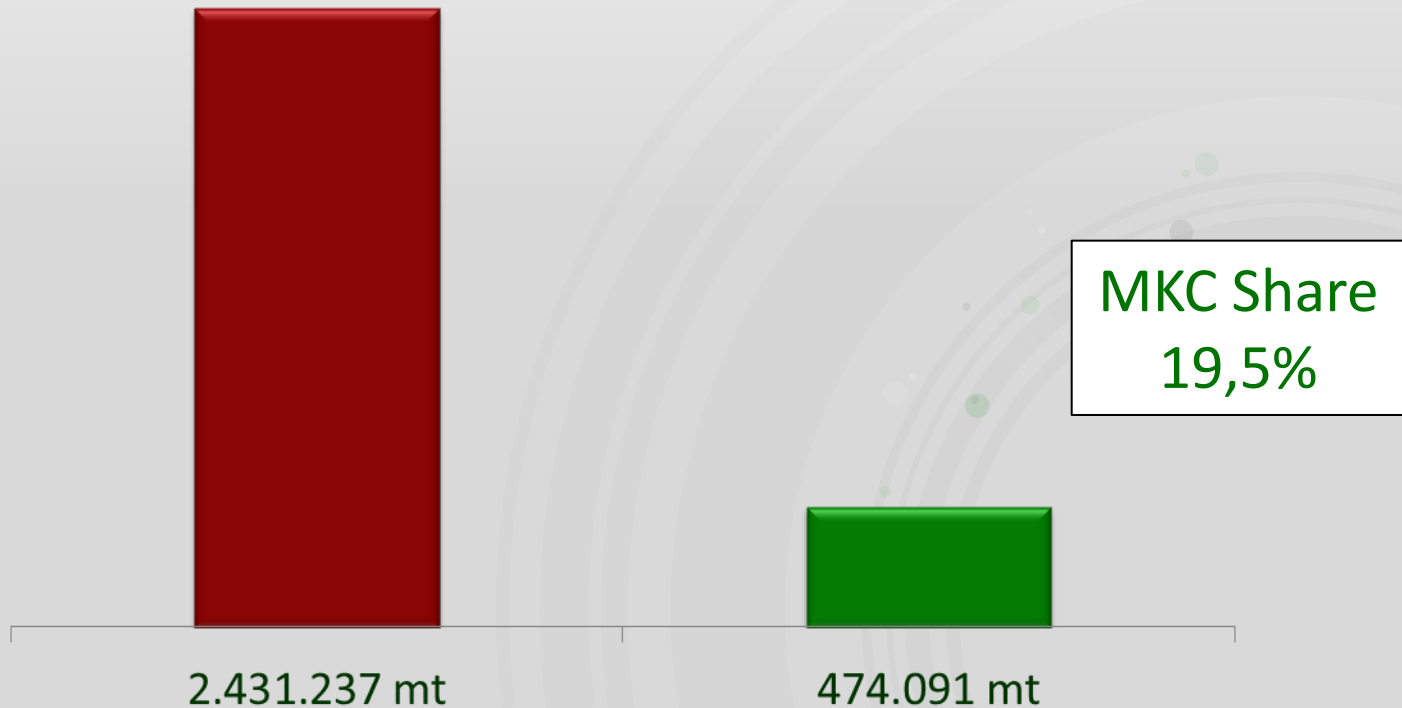
- As for exports, MK Commerce is the largest exporter of cereals in Serbia, which was confirmed at the recent 82<sup>nd</sup> Agricultural Fair in Novi Sad, where MK Commerce received awards for The largest exporter of cereals and The largest exporter of corn in Serbia in 2014
- Goods that are mostly exported are corn, wheat, sunflowerseed, soybean



## MK Commerce - EXPORT

### CORN

- ❑ Export of corn in 2014 at the level of the Republic of Serbia
- ❑ Export of corn in 2014 – part of MK Commerce

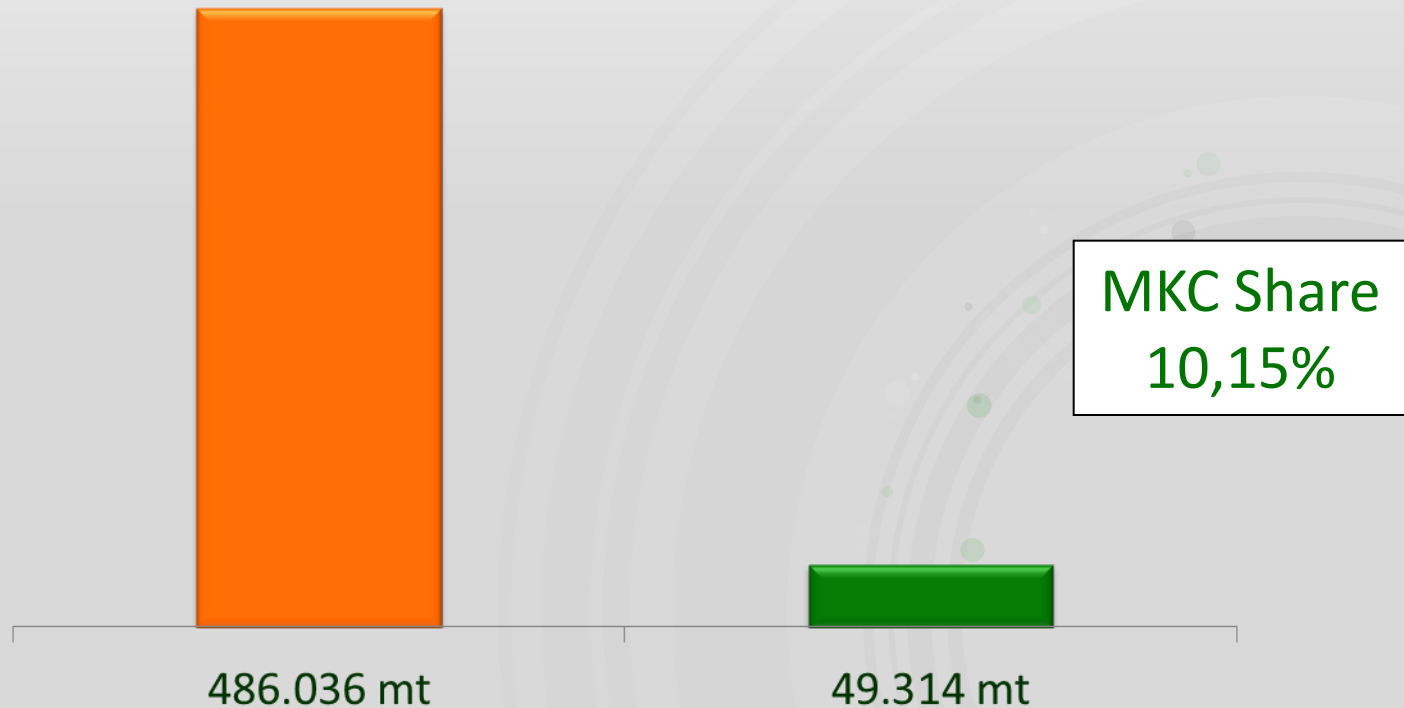






## WHEAT

- ❑ Export of wheat in 2014 at the level of the Republic of Serbia
- ❑ Export of wheat in 2014 – part of MK Commerce





## MK Commerce - EXPORT

- MK Commerce 80% of its exports realized at parity FOB Serbian Danube Ports, mostly downstream to Port of Constanta
- In 2013 we received the award for the biggest Serbian Performer in transiting cereals through the Port Constanta
- Serbian ports, through which we have so far exported goods are Port of Novi Sad, Port of Pančevo where we have our own river-silo, Port of Bogojevo, Port of Senta on the river Tisa
- In the near future we also plan to export the goods through the Port of Sremska Mitrovica on the Sava river



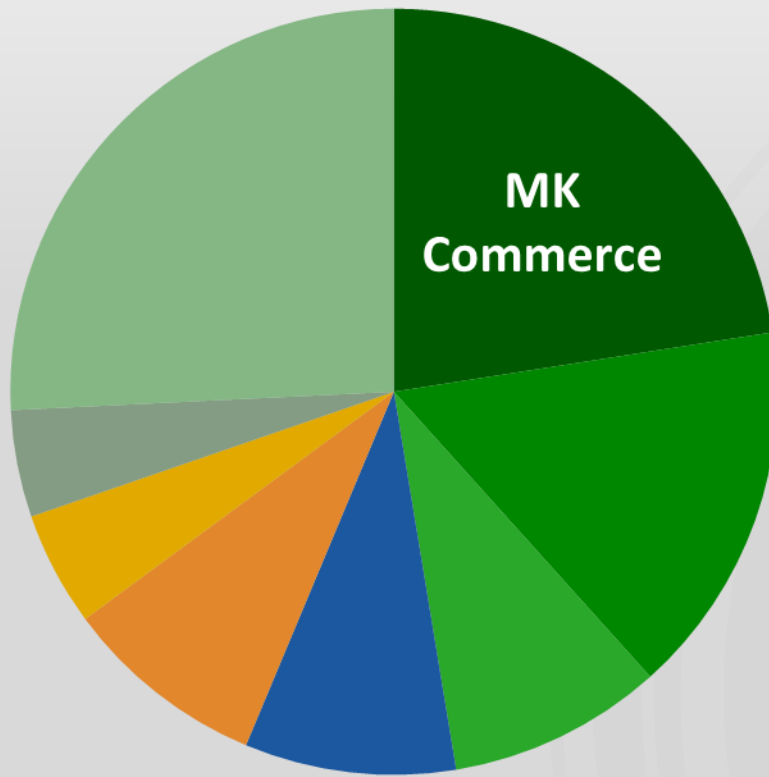
## MK Commerce - EXPORT

- For many years MK Commerce is the biggest exporter of corn through the Port of Novi Sad
- The latest data show that since 1st of October 2014 to 31st of May this year has exported around 860.000 mt of corn through Port of Novi Sad, of which MK Commerce is exported around 195.000 mt of corn, which means that we are the largest exporter of corn from this port



## MK Commerce - EXPORT

### Export of corn through Port of Novi Sad 1st October 2014 – 31st May 2015



- MK Commerce - 22,52%
- 2nd exporter - 15,83%
- 3rd exporter - 9,05%
- 4th exporter - 8,90%
- 5th exporter - 8,59%
- 6th exporter - 4,83%
- 7th exporter - 4,51%
- all other exporters - 25,77%



- Our intention is to develop further steps logistically increasing percentage of goods delivered to Constanta and even final destinations in our own organisation
- As predominantly export oriented company, we consider this conference as very important since the transport of goods by Danube offers many advantages – economical and geographical and extends many possibilities in the future





# THANK YOU FOR YOUR ATTENTION



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