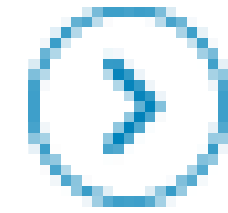


New Opportunities for Kazakhstan and Türkiye



Sumer TÖMEK BAYINDIR

Who We Are?



“TETA LAKTO group offers holistic solutions and innovative products for sustainable and profitable dairy farming.”

- A successful partnership of proven experts in the field of animal breeding, with advanced **ACADEMIC** backgrounds.
- Headquartered in Izmir, which produces 10% of Turkish milk, locations in Konya, Kirklareli and representative offices in Istanbul, Ankara, Balıkesir
- Comprehensive project planning, preparation and implementation capabilities.

from A to Z for dairy farming

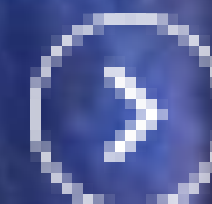


Challenges and Opportunities for Dairy Farming

Description

Keywords

Role



CHALLENGES OF THE DAIRY FARMER IN DEVELOPING COUNTRIES



- ✓ Low milk yield
- ✓ Low milk quality
- ✓ Low fertility
- ✓ Inefficient herd management
- ✓ Uncontrolled diseases – Mastitis, Ketoz, Metrit Vb.
- ✓ Low animal welfare
- ✓ Mistakes in design and construction- Lack of Access to knowledge and professionals
- ✓ Managerial difficulties – having to deal with so many areas that require different expertise
- ✓ Milk price- determined by the buyer

Challenges and Opportunities Kazakhstan

- Quality of Raw Milk
- Quantity of Raw Milk
- Dependence on Small Producers
- Lack of Scientific Support: Training
- High Production Costs: Effective forage production
- Need for Structural Reforms: Developing cooperatives and also larger-scale farming together
- Government Support Initiatives
- Growing Demand for Dairy Products
- Feed Production Need and Expansion
- Technological Advancements
- High Import Substitution Potential: 35% of current imports could be produced domestically, worth around \$1 billion over five years.
- Strategic Geographic Location:
- Infrastructure Development:
- Growing Domestic Consumption: Export Potential



Türkiye's Rural and Agricultural Development Experience: A Century

10th
Largest
Agri-
Country

1. Early state-led modernization post-1923

- Policies aimed at increasing agricultural productivity

2. World Bank Partnership, Long-term Collaboration: Member since 1947

- Financial Contributions: ~\$15.7 billion since 2007
- Focus on agriculture, urban development, water management
- Recent Developments: 2024-28 emphasizes: Productivity growth, Climate-smart agriculture
- \$18 billion planned support

3. Other Development Funds

EU Instrument for Pre-Accession Assistance (IPA): Supports rural infrastructure and modernization

MIGA: Attracts private investment through risk mitigation

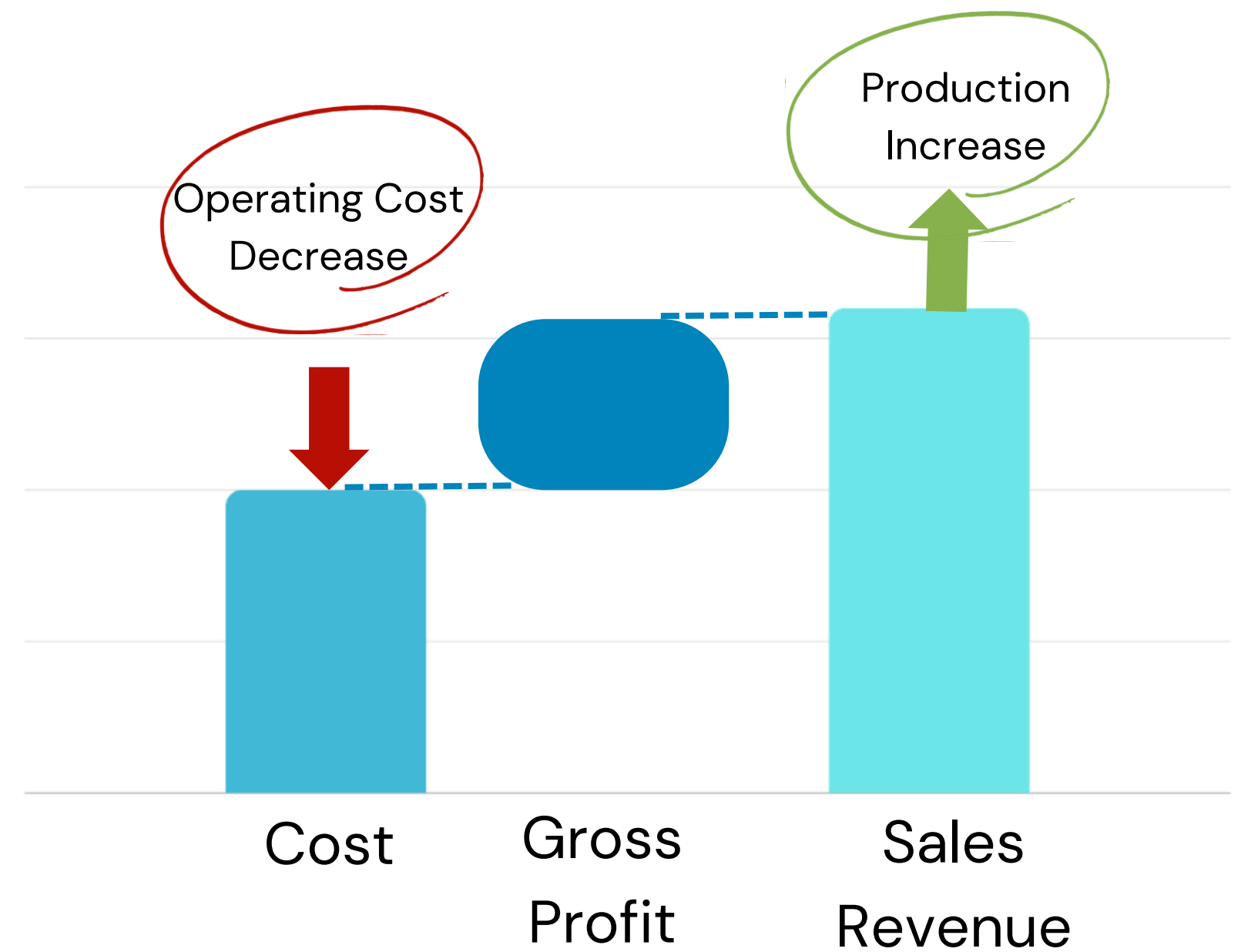
4. Impact on Rural Development Infrastructure Improvements:

- Enhanced irrigation and transportation
- Technological Advancements: Adoption of modern farming techniques
- Capacity Building: Training for farmers and local institutions



Farm Profit

Looking at a farm and animal husbandry operation as a business whose aim is to make more profit now and in the future, we can provide or build the operating systems that will contribute to increasing sales, reducing operating expenses and improving profitability.

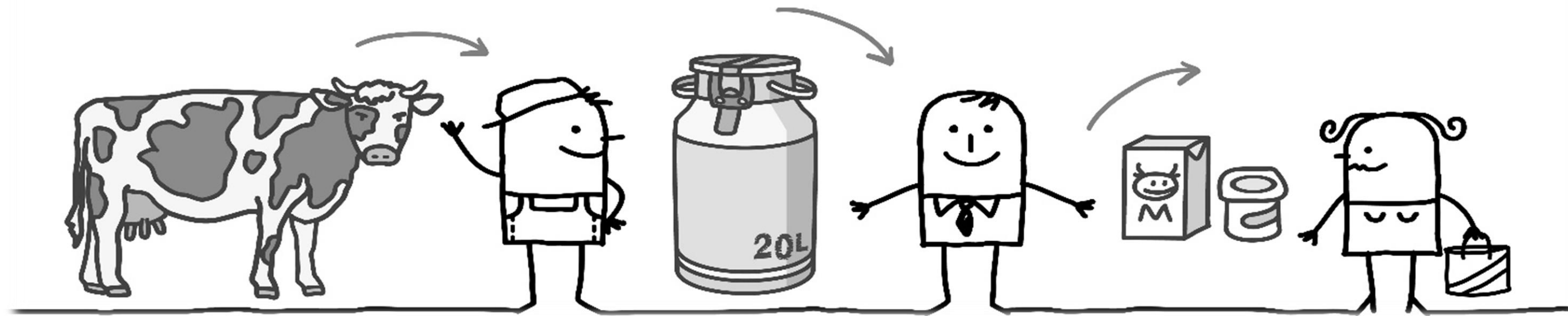


CONSULTING NEEDS



Good Milk Movement

From healthy animals to nutritious food



Main problem: Milk Quality and Teat Health

FARMERS, lose due to cost of mastitis as high as 500 USD per cow, low income

MILK PROCESSORS, lose due to low milk quality, high somatic cell counts

CONSUMERS, not being able to reach sufficient quality products (more UHT, less real pasteurized milk)

Forward-looking companies operate simultaneously on three time horizons



THE GLOBAL GOALS For Sustainable Development

Embedding sustainability to create value

- 10-15 year systemic view
- Clear link to shareholder value creation

Horizon 3

Preparing for and influencing the next business model

- Moving to a service model
- Changing consumer behavior

Horizon 2

Optimising within today's business model, e.g. upgrading product

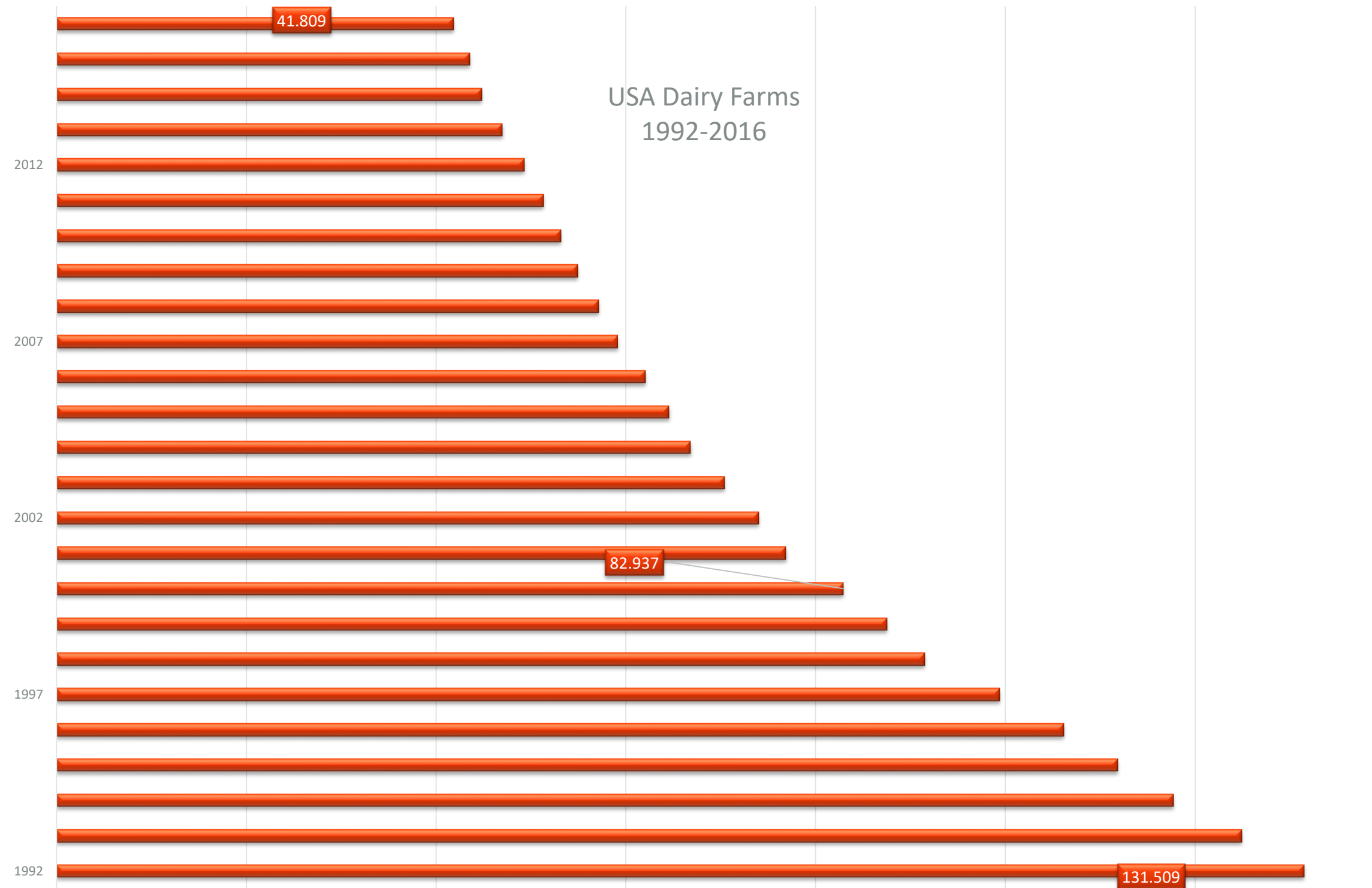
- Changing products through innovation
- Collaborating with industry

Horizon 1

Greening today's products and supply chain

- Reducing emissions along value chains
- Reducing resource consumption

Examples

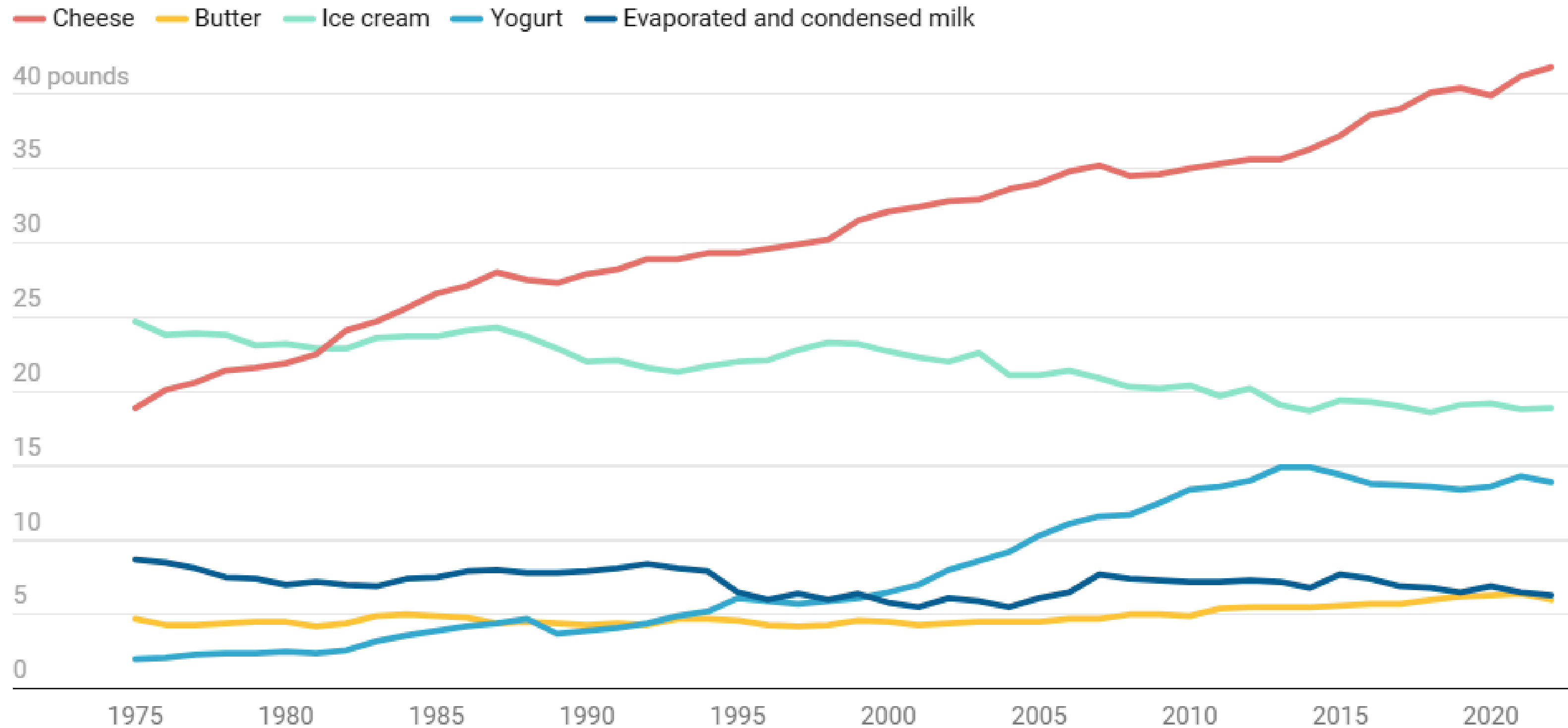


Around the world, farms consolidate and grow

Why?

Cheese and yogurt consumption have risen

U.S. per capita dairy product consumption in pounds per person per year. While milk consumption declined in this period, dairy products like cheese and yogurt rose.



OUR GOALS



Quality Raw Milk



Animal Welfare and Health



Farmer Welfare and Earnings



Consumer Health



Sustainability

Innovative Projects

Tülin Akin, founder of "Vodafone Smart Village"

"As part of the Vodafone Smart Village project, LAKTO's innovative livestock systems have significantly improved our farmers' quality of life. The cutting-edge solutions have enhanced the health and productivity of our villagers while optimizing our workforce. LAKTO's designs and technological infrastructure not only supports sustainable agricultural production but also provides substantial assistance to our farmers. Thanks to this collaboration, we are looking to the future with greater confidence."

<https://www.akillikoy.com/>





Smart Village Project



Smart Village Project

Get in Touch



LAKTO

Dairy Technologies

Head Office: 10038 Sokak No:3/B Atatürk Organize Sanayi Bölgesi, Çiğli, İzmir, TURKIYE

Regional Offices: Ereğli, Konya, TURKIYE

Phone: +90 (232) 328 00 59
+90 (533) 270 02 45

Website www.laktotech.com
: www.te-ta.com.tr

E-mail: export@lakto.com.tr
r
info@lakto.com.tr
info@te-ta.com.tr

Social Media:@laktotek
@tetatekniktarim



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