



Sole Mizo Introduction

Who are we and what do we do ?

Mizo sole



***The largest dairy in Hungary - a part of
Bonafarm Group***

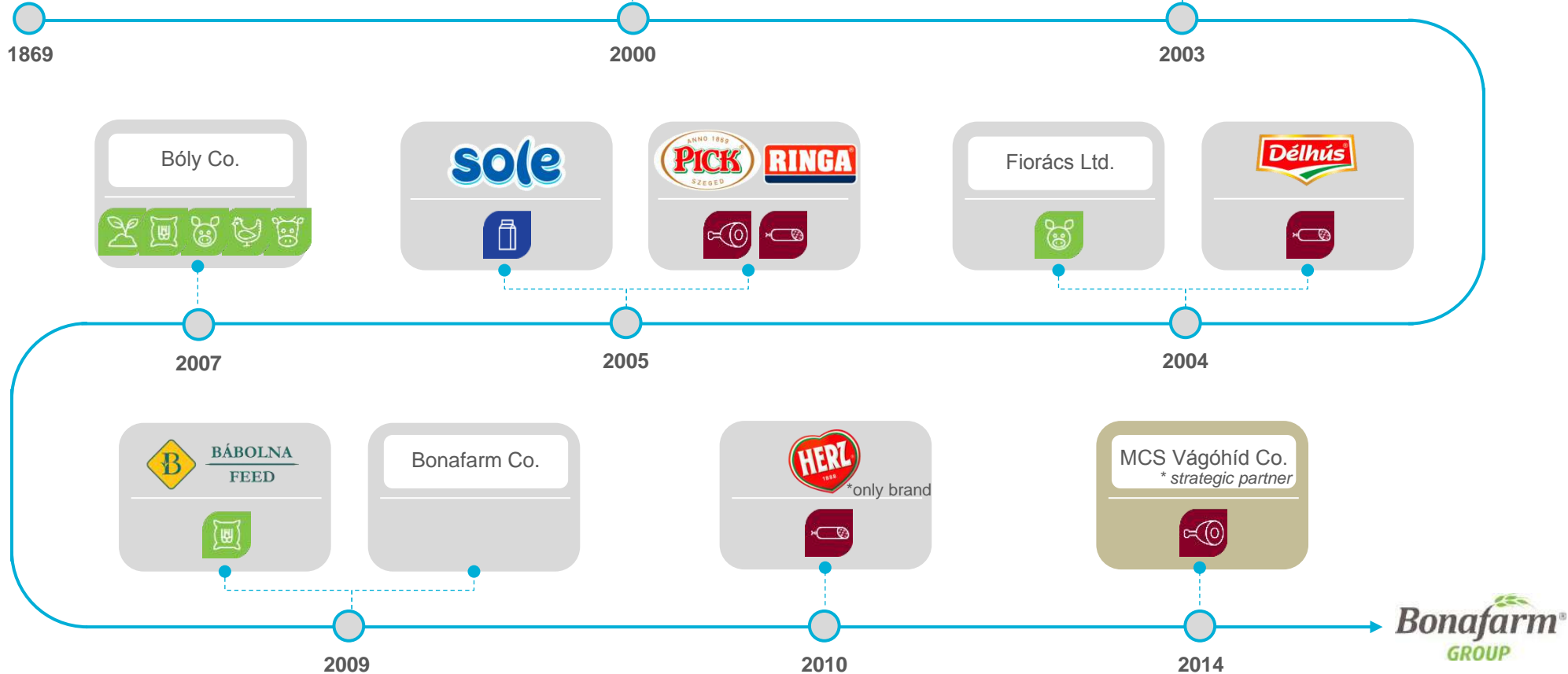
Mizo sole

Bonafarm Group is formed by the acquired agricultural and food processing companies

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Fields of operation:

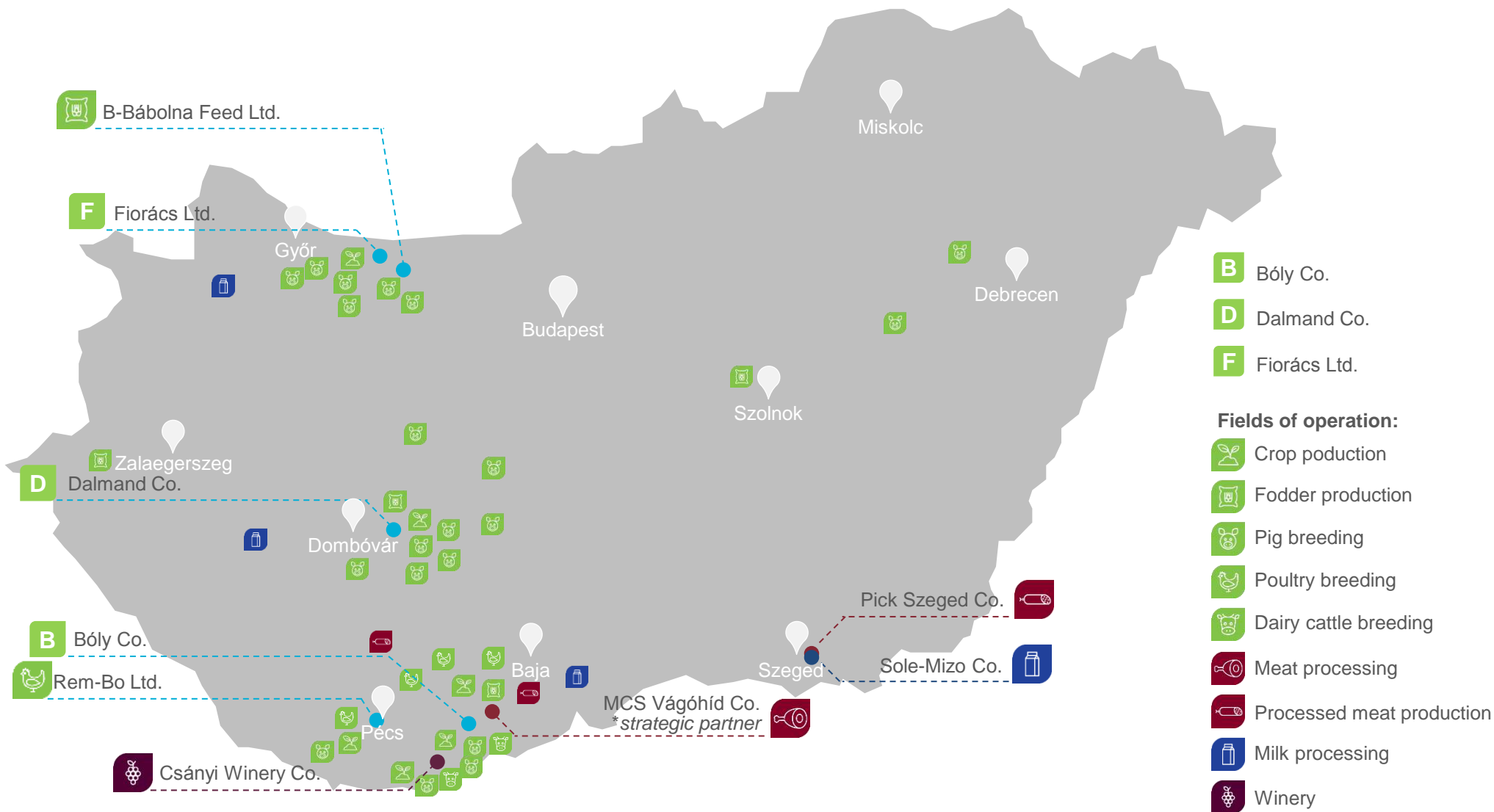
-  Crop production
-  Fodder production
-  Pig breeding
-  Poultry breeding
-  Dairy cattle breeding
-  Meat processing
-  Processed meat production
-  Milk processing
-  Winery



Bonafarm
GROUP

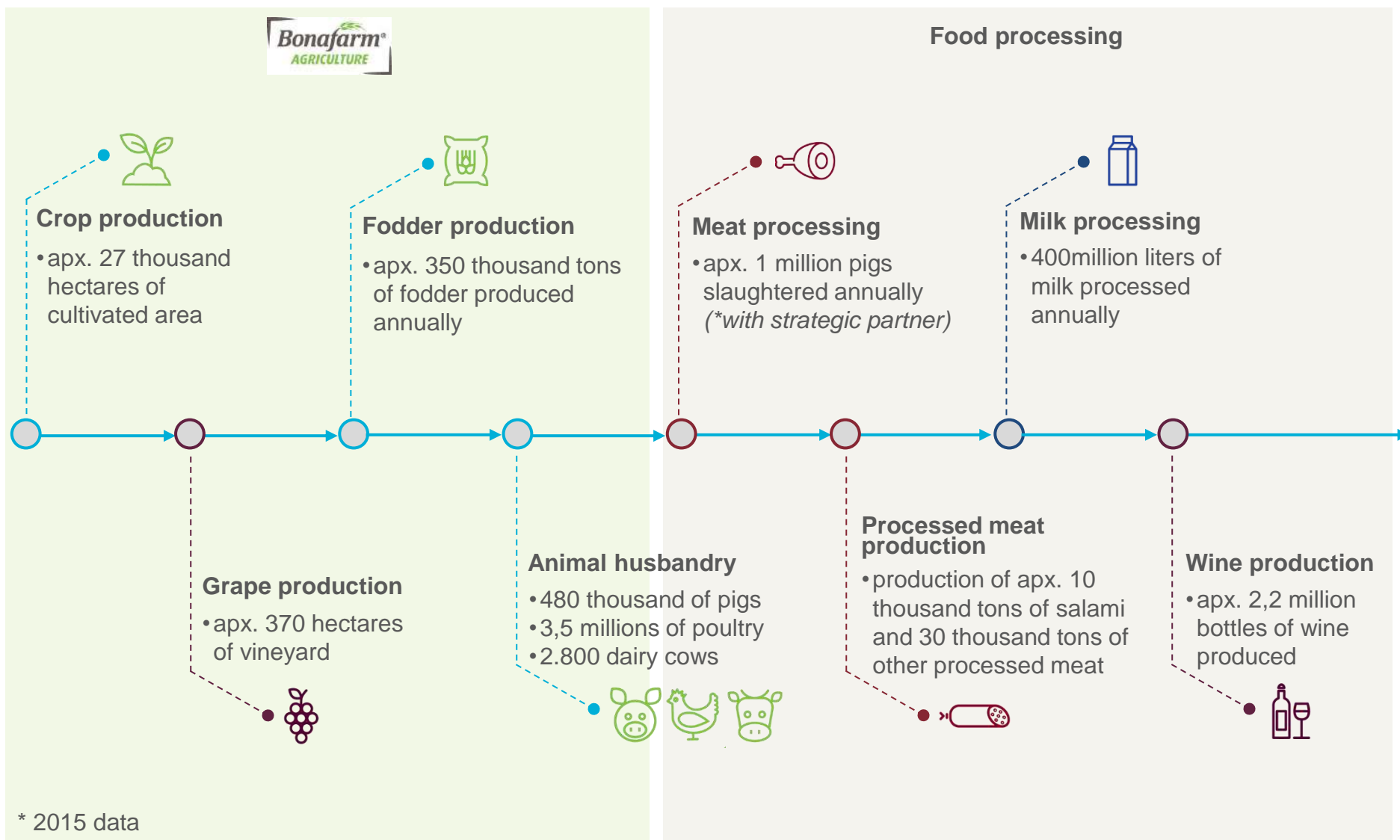
Bonafarm
GROUP 3

The agricultural premises are located on the west side of Hungary, while the food processing premises are found mainly in south

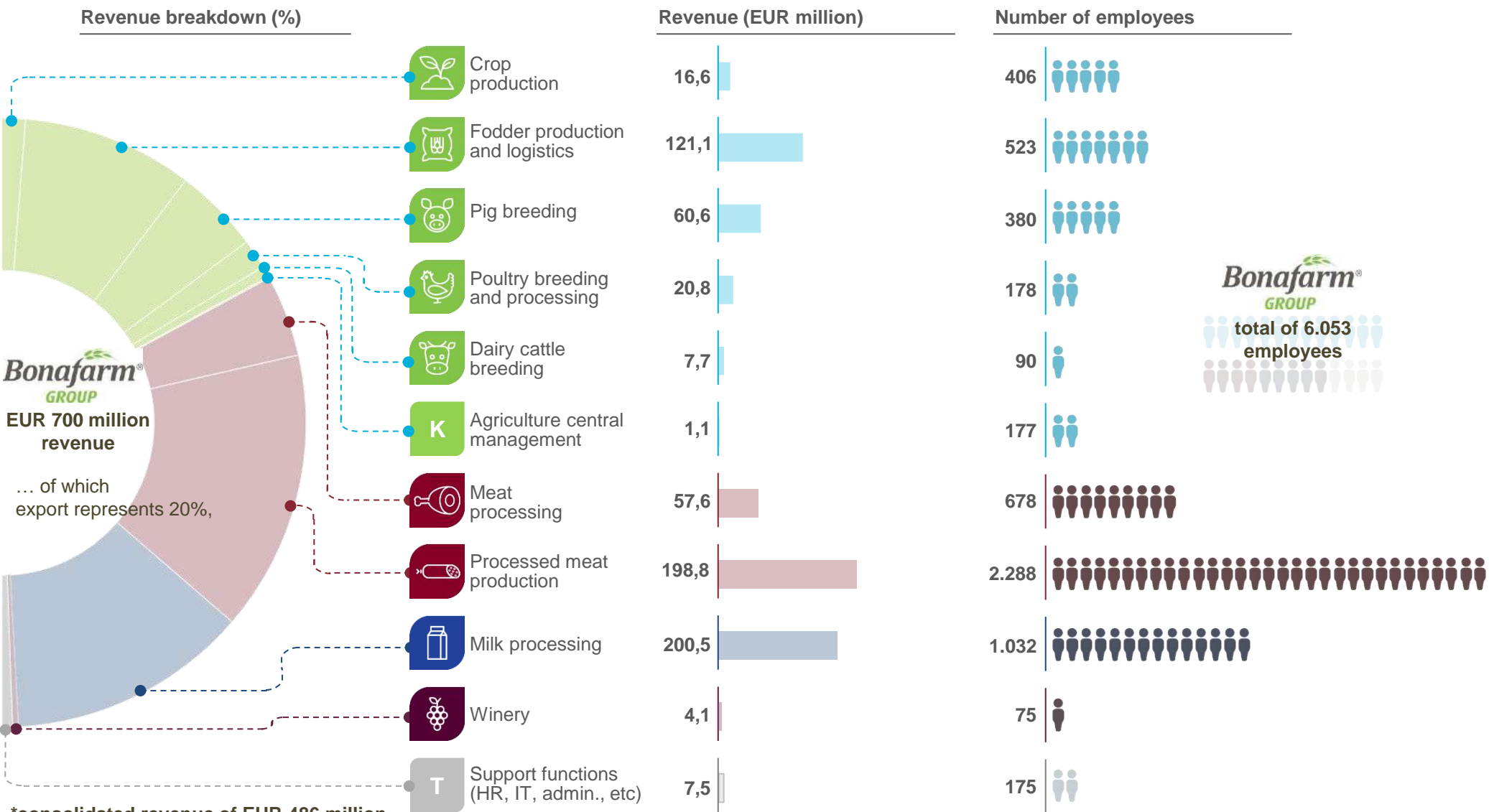


Thanks to the cooperation of our fields of operation, Bonafarm Group is operating from the soil to the table

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In 2015 Bonafarm Group earned an annual revenue of EUR 666 million and employes more than 6 thousand people



The group organization is formed by the agricultural and food processing companies, as well as the support functions

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Bonafarm[®]
GROUP



Csányi Attila

Bonafarm
Agriculture



Ádám János



Meat processing



Nagy Endre



Milk processing



Gerbrant Redmer
de Boer



Winery



Romsics
László



Support functions

- admin. & controlling
- IT
- human resources
- strategic sourcing
- other management
- marketing & PR



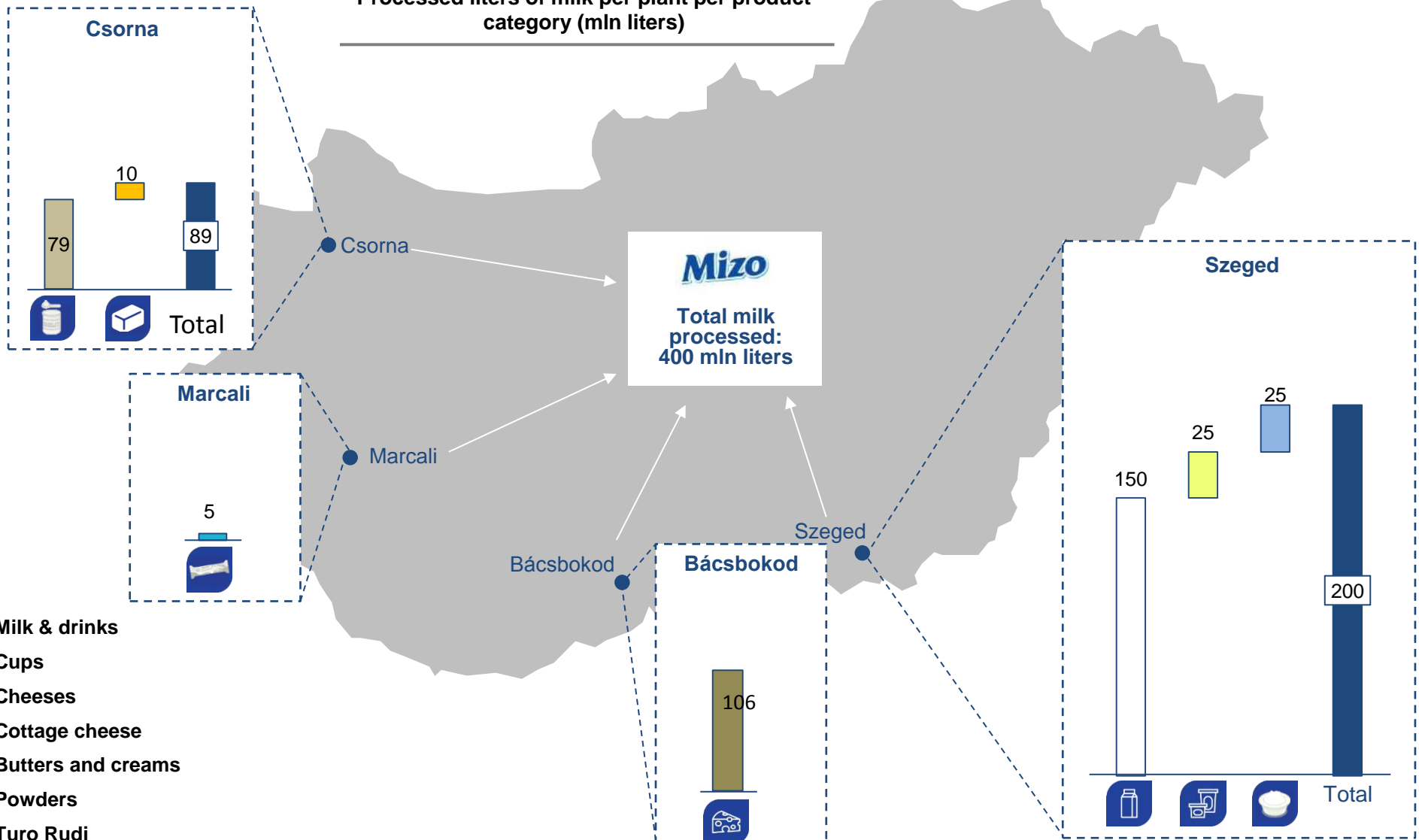
The History of Sole-Mizo

- 1955 - Founding of the Hungarian predecessor of Sole–Csongrád County Dairy Company
- 2004 - Új-Mizo Rt. is acquired by Dr. Sándor Csányi
- 2006 - Sole Rt. is acquired by Sándor Csányi
- **2006 - The union of Sole and Mizo creates the biggest Hungarian dairy company**
- 2008 - International Food Safety audit



Disregarding the residual processing around 400 mln liters of raw milk are being processed per year. (~30% of all milk in Hungary)

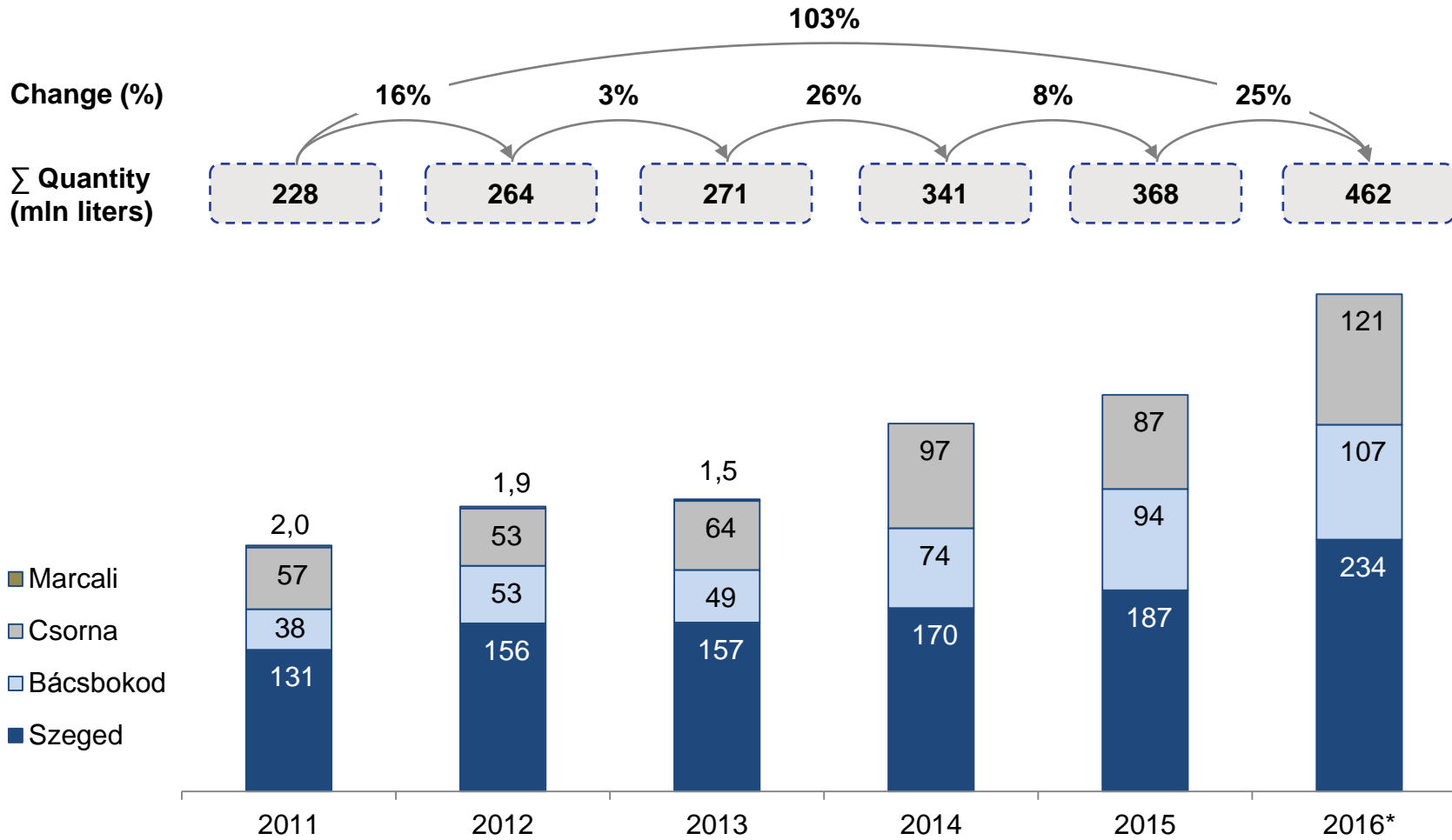
Processed liters of milk per plant per product category (mln liters)



- Milk & drinks
- Cups
- Cheeses
- Cottage cheese
- Butters and creams
- Powders
- Turo Rudi

Sole-Mizo has achieved considerable volume growth during the last years. In terms of volume and turnover Sole-Mizo is no.1 in Hungary

Processed volume in millions of liters



Volume processed doubled since 2011

Sole-Mizo - the largest Hungarian dairy

- Consolidated turnover 2015: ~ 200 € million and growing.
- Processing: 400 million liters of milk per year (30% of the total local milk supply).
- Roughly 30% of turnover is exported. Main destinations: Romania, the Balkans, the Middle East (Lebanon, Saudia Arabia, GCC countries, Israel, Jordan) and the Netherlands.
- We have IFS, Kosher, Super Kosher and Halal certificates as well.
- Sole-Mizo produces a very wide product range (liquids, fermented, powders, cheeses)
- To facilitate our growth and quality strategy 15 Mln EUR was invested in production facilities during the last 4 years:
 - + 8.000 m² warehouse extension
 - New cup fillers
 - New CIP's
 - PET line introduced
 - New Tetra lines: Edge + Top
 - New cottage cheese plant
 - New: Kaskaval+Akkawi lines
 - Dessert lines



What do we make? Sole-Mizo product categories (determined by the technology used)

There is hardly something we do not make!



Milk, milk based drinks

- Long life (UHT), fresh milk (ESL)
- Flavoured drinks (chocolate drinks etc)



Spreads (butter, butter cream, cream)

- Butter
- Butter creams
- Creamers



Cup products (mainly fermented)

- Yoghurt, kefir, sour cream
- Fruit yoghurts, functional yoghurts
- Puddings



Powders

- Milk protein concentrate
- Whey powder



Cheeses

- Trappista, Gouda, Edam, Aniko
- Kaskaval
- White cheeses: Feta, Akkawi



Turo Rudi

- Plain and flavoured



Fresh cheese

- Cottage cheese
- Ricotta



Milk, milk based drinks

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- Long life (UHT), fresh milk (ESL)



- Flavoured drinks



New products in Tetra Prisma

Take away coffees with 100% Arabica!

Mizo Coffee Selection



New products in Tetra Prisma

Mizo sole



Flavored drinks

Cooking creams





Cup products

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• sour

- Yoghurt, kefir, sour cream
- Fruit yoghurts, functional yoghurts
- Puddings

• sweet



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Cheeses

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- Trappista, Gouda, Edam, Aniko
- Kaskaval
- White cheeses: Feta, Akkawi



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Fresh cheese, curd

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Spreads (butter, butter cream, cooking cream)

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Turo Rudi the Hungarian healthy snack

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Túró Rudi is the name of a chocolate bar popular in Hungary since the 1960's. The bar is composed of a thin puter coating of chocolate and an inner filling of curd .This category is in demand for 10000 tones/year in Hungary- could be deep frozen as well





Recommended products for export markets

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Milk, milk based drinks, cooking cream

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- Long life (UHT), cacao, cooking cream, barista



New products in Tetra Prisma

Mizo sole



Flavored drinks

Cooking creams



New products in Tetra Prisma

Take away coffees with 100% Arabica!

Mizo Coffee Selection





“FETA” alias Hungarian Double Cream White Cheese

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- Feta is a type of white cheese originally from Greece, which means ‘slice’.
- The name has been a protected trademark since 2002 and can only be used for cheeses produced in Greece and made from sheep’s or goat’s milk.
- SOLE creamy white cheese is a type of Feta made from cow’s milk .
- Available in two varieties: with milk fat and with vegetable oil.
- For the Middle East, we offer it in 16kg cans.
- In Europe, it is popularly offered in plastic buckets of 2 or 4 kg.
- Retail vacuumed pack is available in 250 gr.

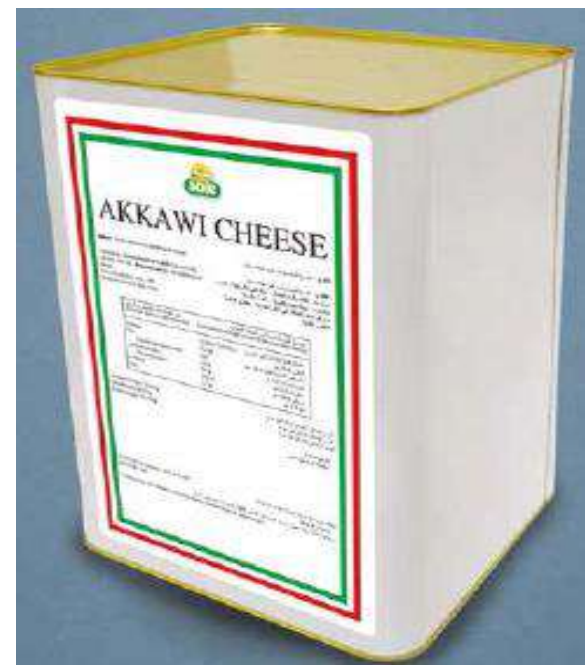




Akkawi – white cheese

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- Akkawi is a white cheese in brine
- The Akkawi cheese in the Middle East is used in different ways:
 1. After soaking in water, it is eaten as a fresh cheese.
 2. Akkawi is used by bakeries for a special kind of Lebanese pizza, the cheese melts well and stretches when exposed to heat.
 3. After soaking, it is used for pastries, a special kind of sweets called Knefe. For this production, the cheese must be stretched and melted while it is exposed to heat.
- Akkawi is packed in 16,2 or 17 kg tins.





Kashkaval

- Kashkaval, a straw-colored cheese made from cow's or sheep's milk. This semi-hard cheese is very popular in Eastern Europe and the Middle East. It is known as 'Cascaval' in Romania, 'Kasseri' in Greece and 'Ksara' in Turkey.
- This slightly salty, calcium-rich, creamy delicacy has a fine texture and a slight nutty flavor. Kashkaval is considered to be a staple of the Balkan diet.
- For the Middle East we offer it in 8kg wheels and 3kg block's and small sizes, 700g and 350 gr in round shape.

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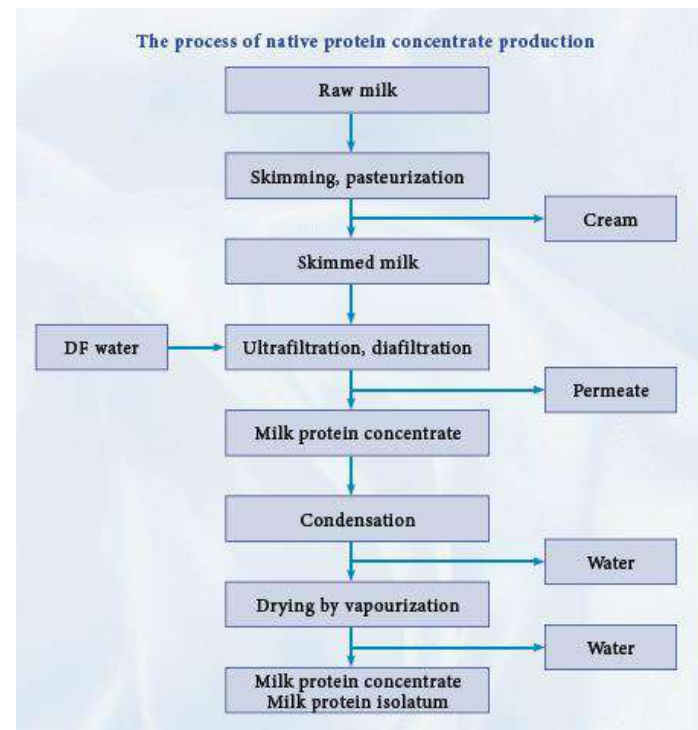
Milk protein concentrate (MPC)

Milk protein isolatum (MPI)

Micellary casein (MCN)

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Our Milk Protein Concentrate is an important ingredient for pharmaceutical companies and is also used for infant baby food formulas and body-building supplements. The unique pure milk protein concentrate produced at our Csorna plant is recognised worldwide with exports to Japan, USA and NW Europe.





Thank you for your kind attention,

Eva Major Varga
Head of export department
contact details : eva.major-varga@solemizo.bonafarm.hu
mobile:+36 30 2897785

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