**Information memorandum**

**Full and short name of OJSC :**

Open Joint Stock Company "Poultry Farm" Druzhba ",

OJSC Poultry Farm Druzhba

**Address (location) :**

225316, administrative building, 1.5 km west of agr . Zhemchuzhny, Zhemchuzhny village council, 90, Baranovichi district, Brest region

**Website, e - mail :**

[www . ptushka . by](http://www.ptushka.by)

**State registration data:**

01/20/2010 Brest Regional Executive Committee

**Information about the management of the organization, contact numbers:**

General Director - Mulyarchik Andrey Vladimirovich, tel. (0163) 64 83 73, fax (0163) 64 83 63

1. **General information about the organization**

1) **The history of the establishment of the enterprise** ;

JSC "Poultry farm" Druzhba "was organized in accordance with order No. 108 of March 20, 1981 by the Ministry of Agriculture of the BSSR as a broiler poultry farm" Druzhba ", although the construction of the poultry farm was started in April 1979.

In 1996, the Polonka poultry farm was attached to the Druzhba poultry farm, in 1999 the Priozerny state farm, in 2000 the Teplivody collective farm, in 2006 the Gorodischensky PPR, in 2009 the Pochapovsky state farm. ”, in 2010 - Agro-Stayki SEC and Zastarinskoye OJSC, in June 2011 - AgroElitProdukt ChTPUP, in 2019 - Zarechensky OJSC, in October 2021 the enterprise was acquired as a Poultry Farm property complex based on the facilities of OAO Komarovka.

**2) The main type of activity (the type of activity from which the enterprise receives the main amount of revenue, the share of this type of activity in the total amount of revenue, in %) ;**

The Company carries out various types of activities, the main of which are: breeding of poultry; production of poultry meat; growing grain crops; breeding of dairy cattle.

**3) Other activities carried out by the enterprise;**

Production of agricultural products.

**4) The capacity of the enterprise, the occupied market share;**

OJSC Poultry Farm "Druzhba" is an enterprise with a complete production cycle of broiler meat. The poultry farm has: a hatchery with an incubation capacity of 56 million eggs per year; **262** poultry houses for the simultaneous maintenance of **5.1** million broilers, **319.4** thousand heads of laying hens of the breeding stock , **167.1** thousand heads of replacement young animals; modern poultry slaughter shops with a capacity of **12,000** heads/hour; deep processing workshop with a daily output capacity of up to **30** tons of finished poultry meat products .

The brand trade network includes: **22** stores, **22** pavilions.

The total land area is **26,514** hectares, agricultural land - **21,619** hectares, including arable land - **17,753** hectares. In 2022, **59,597** tons of grain and leguminous crops were produced, or **132.7** **%** to the level of 2021. The actual yield was **57.6 c** /ha in test weight.

Poultry meat sold **86,131** tons or **110.4** % compared to the fact of 2021.

The production of raising livestock and poultry amounted to **87,320** tons ( **94.3** % of the plan for 2022 and **109.9** % of the fact of 2021).

The average daily weight gain of poultry for 2022 is **58.3** grams.

The number of cattle as of 01.01.2023 amounted to **8083** heads, incl. cows - **3,630 heads** .

In fact, the enterprise received **26,150** tons of milk with a milk yield of **7,224** kg, the increase compared to the fact of 2021 amounted to **312** kg of milk per 1 feed cow by 2021, respectively.

**5) The advantages of the enterprise (for example, a favorable location, the availability of a raw material base, the presence of a commodity distribution network, its own fleet, available awards from competitions, exhibitions, etc.);**

To ensure technological processes, the enterprise has:

- **204** tractors and **33** loaders;

- **27** grain harvesters;

- **16** forage harvesters;

- **259** vehicles, as well as a set of other agricultural machinery and trailed units.

**6) Availability of licenses, patents, ISO certificates .**

In accordance with the Decree of the President of the Republic of Belarus dated July 14, 2003 No. 17 “On Licensing Certain Types of Activities”, the Company obtained the following licenses:

- for the right to carry out security activities, license No. 33030/14225 was issued by the Ministry of Internal Affairs of the Republic of Belarus on March 31, 2011 with amendments made on March 27, 2017;

- for the right to carry out medical activities, license No. 02040/1956 issued by the Ministry of Health of the Republic of Belarus for a period of 5 years and is valid until May 22, 2023;

- for the right to carry out activities in the field of industrial safety, license No. 33133/1390-1 issued by the Gospromnadzor of the Ministry of Emergency Situations of the Republic of Belarus on 05.07.2010;

- for the right to carry out activities in the field of road transport, license No. 02190/2-48905 issued on February 17, 2010 by the Ministry of Transport and Communications of the Republic of Belarus and is valid until February 17, 2025;

- for the right to carry out retail trade (including alcoholic beverages and tobacco products) and public catering, license No. 12040/755 issued by the Baranovichi District Executive Committee, valid until 01/18/2025;

There is a certificate of conformity for the quality and safety management system based on risk analysis and critical control points (HACCP) in relation to the production and storage of broiler meat, offal and semi-finished poultry products, sausages and poultry meat products for compliance with the requirements of STB 1470.

There is also a certificate of conformity for the labor protection management system for the production of poultry meat for compliance with the requirements of STB 18001.

**II . Financial indicators of economic activity of the organization ( BYN )**

|  |  |  |  |
| --- | --- | --- | --- |
| **Index** | **2020** | **2021** | **2022** |
| The value of net assets, thousand rubles. | 167555 | 260277 | 365139 |
| Revenue from the sale of products, works, services, thousand rubles, excluding VAT | 210398 | 296264 | 377718 |
| Total profit (line 150 of the Profit and Loss Statement), thousand rubles | 2355 | 14248 | 13168 |
| Profit from the sale of products, works, services, thousand rubles. | 10772 | 18746 | 20312 |
| Net profit, thousand rubles | 2343 | 14239 | 13146 |
| Profitability of sold products, works, services, % | 5.5 | 6.8 | 5.7 |
| Accounts receivable\*, thousand rubles | 14050 | 19583 | 20065 |
| Accounts payable\*, thousand rubles | 34586 | 67487 | 61919 |
| Average salary, rub. | 1087.3 | 1257.6 | 1433.7 |

\* - Accounts receivable and accounts payable are shown as of 01/01/2021, 01/01/2022, 01/01/2023

**III . An enlarged nomenclature of manufactured products, works, services rendered (** in the enlarged nomenclature, show no more than 10 types **).**

**Information about manufactured products, performed works, rendered services:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Products, works, services**  **(by type)** | **Issue volume** | Year | | |
| **2020** | **2021** | **2022** |
| poultry meat | thousand tons | 70.8 | 78 | 86 |
| Milk | thousand tons | 26 | 25 | 26 |
| corn | thousand tons | 53.8 | 44.9 | 59.6 \_ |

**IV . Implemented (** or implemented over the past 3 years **) investment projects** with an indication of their cost, the volume of investments used, information about the introduced new technologies, equipment, increasing production volumes, expanding the range, etc., provided by the introduction of new technologies and equipment.

1. For 2020-2022, the investment project “Reconstruction of the Derevnaya breeding bird reproducer ” was implemented, located at the address: Brest region, Baranovichi district, Novomyshsky s / s , 1.2 km northeast of the village. Derevnaya , which made it possible to increase the production of breeding eggs from 39.5 million in 2020 to 45 million in 2022, 9147.9 thousand rubles were invested in the project.
2. Since 2022, the “Reconstruction of buildings, structures, engineering network facilities of the CPS “Vostochny” for the broiler shop “White Meadows” is underway at the address: Brest region, Baranovichi district, Zhemchuzhnensky s / s, 8, 2.3 km northwest , d. Thermal water , which will increase the production of poultry meat in live weight by 6.9 thousand tons per year. In 2022, 702 thousand rubles were invested, the readiness is 6%.
3. Since May 2022, “Reconstruction of a farm for a dairy complex in the village of Mogilyany , Baranovichi District” has been underway, 7,142 thousand rubles have been invested in the project, readiness is 38%. The reconstruction will increase labor productivity, as well as fulfill the conditions for obtaining milk of the “Extra” variety by closing old, obsolete small dairy farms, where there is a shortage of livestock personnel.

Sources of financing - own funds and credit funds of JSC "Development Bank of the Republic of Belarus".

**V. \_ Structure of employees (as of 03/01/2023):**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Age: | | | | | | | Total |
| -25 | 26-35 | 36-40 | 41-45 | 46-50 | 51-55 | 56+ |
| Number, incl. | 177 | 640 | 584 | 518 | 551 | 549 | 759 | 3778 |
| - number of employees with higher education | 23 | 140 | 130 | 64 | 59 | 39 | 90 | 545 |
| - with secondary special education | 50 | 138 | 100 | 86 | 106 | 96 | 131 | 707 |
| - with vocational education | 87 | 212 | 187 | 192 | 201 | 202 | 197 | 1278 |
| - with secondary education | 14 | 135 | 151 | 160 | 177 | 204 | 335 | 1176 |
| - with basic education | 3 | 15 | 16 | 16 | 8 | 8 | 6 | 72 |

|  |  |
| --- | --- |
| Total number of employees: | 3778 |
| - the number of management apparatus | 537 |
| - the number of industrial and production personnel, | - |
| including number of key workers | 3241 |

**VI . The structure of the sale of goods , works (services):**

|  |  |  |  |
| --- | --- | --- | --- |
| Structure (in %) | 2020 | 2021 | 2022 |
| domestic market | 70 | 78.7 | 74.7 |
| External market | thirty | 21.3 | 25.3 |
| Total | 100 | 100 | 100 |

**VII . Information on land plots in use, lease, ownership:**

|  |  |  |  |
| --- | --- | --- | --- |
| Location of the site | Area, ha | Right (permanent/temporary use, lease, ownership) | Land use act (No., date) |
| Brest region, Baranovichi district , Zhemchuzhnensky s / s, west of the ag. Zhemchuzhny, intended purpose - for commercial agriculture | 134.6673 | Right of permanent use | State registration certificate No. 110/1243-6821 dated 01/26/2018 |
| Brest region, Baranovichi district, Polonechkovsky s / s in the northwestern part of the village of Polonka, area - 59.1181 hectares, intended purpose - Land plot for agriculture | 59.1181 | Right of permanent use | State registration certificate No. 110/530-17320 dated 04/06/2016 |
| Brest region, Baranovichi district, Gorodishchensky s / s in the northwestern part of the village of Skrobovo , area - 64.0785 hectares, intended purpose - Land plot for agriculture | 64.0785 | Right of permanent use | certificate No. 110/530-17763 dated 31.08.2016 |
| Brest region, Baranovichi district, Podgornovsky s / s, 461, 0.1 km southeast of the village of Kolbovichi , intended purpose - for commercial agriculture | 233.6123 | Right of permanent use | State registration certificate No. 110/1156-6822 dated 28.08.214 |
| Brest region, Baranovichi district, Zhemchuzhnensky s / s, west of the agr . Zhemchuzhny, intended purpose - for commercial agriculture | 135.7755 | Right of permanent use | State Registration Certificate No. 110/530-13817 |

**VIII . Information about capital structures ( buildings, structures ):**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Photo** | Name (appointment), location. Certificate of registration ( № , date) | Year of construction | number of storeys | Area , m 2 | Leased area, m 2 , term of the lease agreement | General state \* |
|  | Administrative  building, address: Brest region, Baranovichi district, Zhemchuzhnensky s / s, 90, administrative building 1.5 km west of agr . Zhemchuzhny, certificate of state registration No. 110 / С- 87997 from 15.04.2013 | 1981 | 2 | 1323 |  |  |
|  | Block of poultry houses for 172,200 caged broiler chickens, Zhemchuzhnensky s / s, 208, certificate of state registration No. 110 / S-110420 dated 05/07/2015 | 2014 | 1 | 4046.8 |  |  |

\*- it is required ( carried out) major, current repairs, reconstruction of the building.

**IX . Information about machines and equipment:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Equipment name, equipment manufacturer, power | Number of units | purpose  (place in the technological process) | Year of entry | Condition (percentage wear) |
| Round baler wrapper RPPO "Fusion" | 1 | agricultural branches | 2021 |  |
| Seeder Pronto | 1 | agricultural branch | 202 1 |  |
| Telescopic loader  MANITOU MLT X 735T | 1 | Main site | 2021 |  |

General Director \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ А.V. Mulyarchik

M.P.

Chief Accountant \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ S.T. Shumskaya