



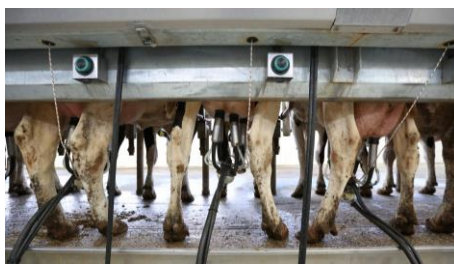
GuessWho?

Portrait of a Turkish Farmer.

Can Kurt
Vice President of Kurtsan Group

Ankara - Turkey

About Kurtsan



 **kurtsan**
industry

 **kurtsan**
foreign trade

OMEGA machinery
by 

STAR
ÇİFTLİK EKİPMANLARI
by 

 **kurtsanagri**
rešenje za farmere



Established
in 1985



+1600 Parlours
+280,000 Mobile Milker
%90 Spare Parts



Export to +70
Countries



Biggest Factory of Turkey
(for dairy farming)
40,000m2 indoor area



+250 Dealers
in Turkey



Over +500
Turn key
projects



+300 Employees
Avr Age: 35
Engineer: %20



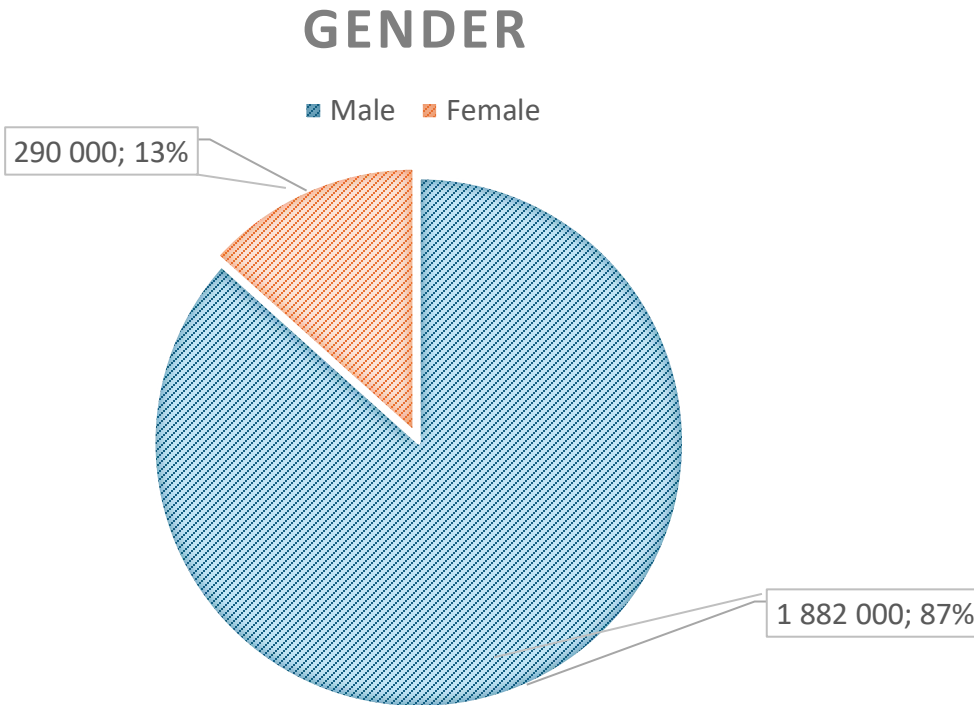
First Private R&D Center
in Turkey for
Dairy farming



Am I male or female?



Am I male or female?

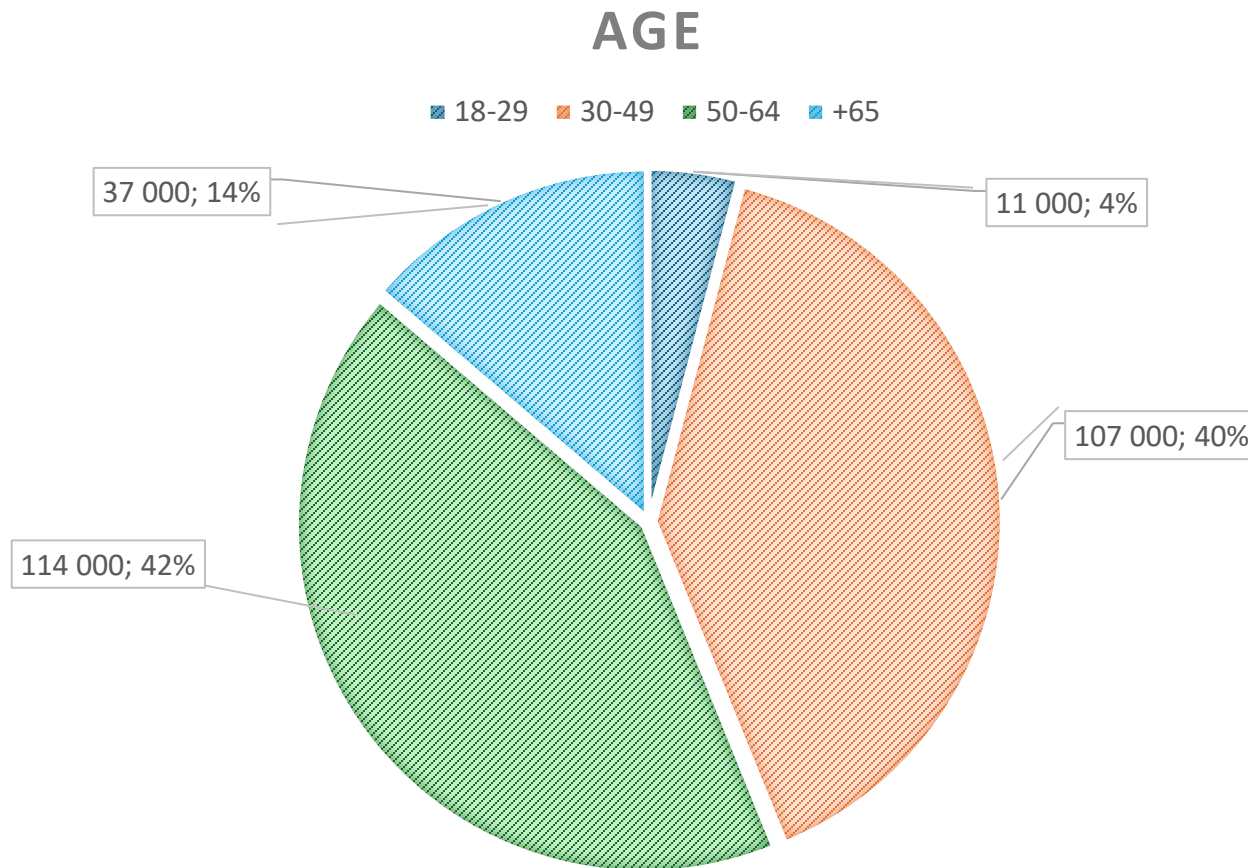


Majority of farmers in Turkey is Male.
Number of female farmers are still minority however everyday ratio of women farmer is growing by 2%

How old am I?



How old am I?

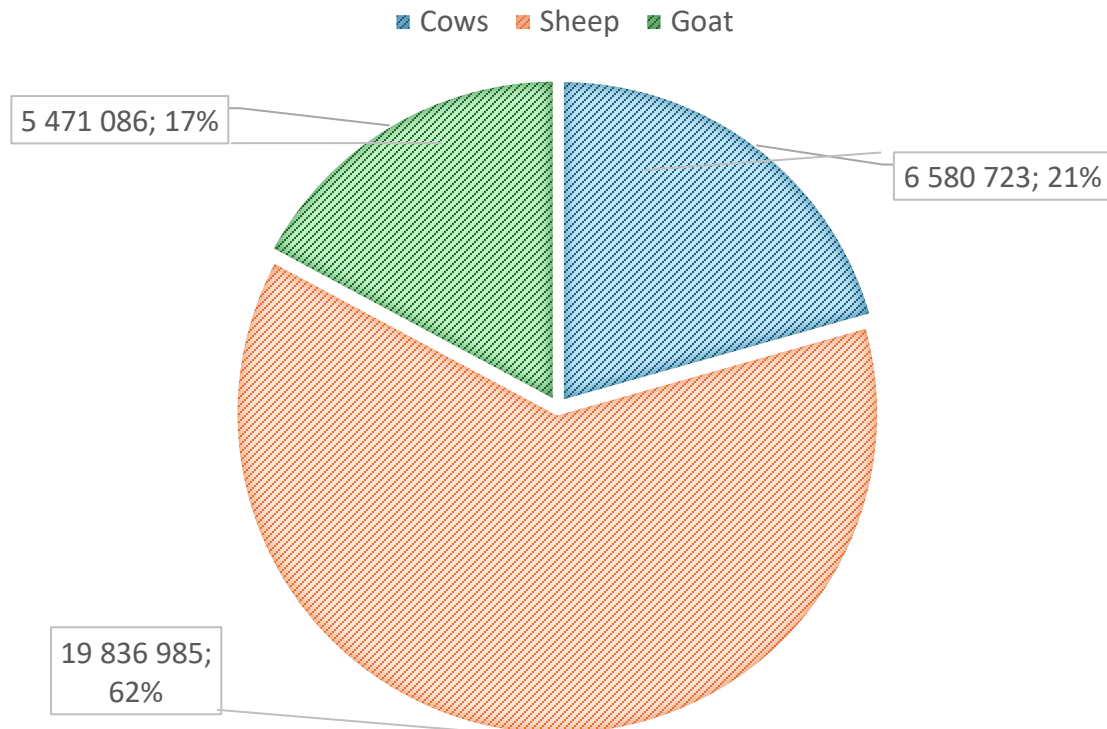


Turkish farmer is around 50 to 64 years old but they are getting younger everyday!

Am I a cow person?



Am I cow person?



Turkish farmer is generally a cow lover!



Source: Turkish Milk Council 2021

How do I milk my cows?



How do I milk my cows?

Type of Milking System	Who is using them?	Where do we deliver milk ?	Distribution of Dairy Farms	Distribution of Number of Cows
Portable Milking Machines	Still very common between (1-10 Milking Cows Farms)	Cooperatives – Local Organizations	67%	22%
Pipeline Milking Solutions	Still very common between (10-50 Milking Cows Farms)	Cooperatives – Local Organizations	28%	45%
Conventional Parlours	Getting popular every day (51-100 Milking Cows Farms)	Cooperatives – Local Organizations – Milk Factories	%3	21%
Milking Parlour with Herd Management	Getting popular every day (100-2000 Milking Cows Farms)	Local Organizations - Milk Factories	1,9%	11,9%
Robotic Milking	Huge potential but not easy to fund. Only large funds with +300 cows can afford it. Today's potential very limited.	Local Organizations - Milk Factories	0,1%	0,1%



Do I like technology?



Do I like technology?

Pros

- More efficient
- More Healthy Cows
- Better Data Management
- Sustainable Farming

Cons

- Cost
- Learning Curve
- Dependence on Technology
- Privacy



How do I fund my farm?



How do I fund my farm?



- **Private Investments**
- **Private Banks**
- **Milk Factories**
- **Industrial Support**



What is my dream?



What is my dream?

- Work Life Balance
- Modern Community for Young Generation
- Education and Training
- Market Access and Fair Prices
- Sustainable and Profitable Farming
- Modernization and Innovation
- Government Support and Subsidies



How the industry can support my dreams?



How the industry can support my dreams?

- Tailor-made solutions
- Providing High-Quality Equipment
- Safety Standards
- Technical Support
- Competitive Pricing for high technology
- Competitive Pricing for after-market
- Be on time





AnyGuess?

Thank you.

Can Kurt
Vice President of Kurtsan Group
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