

Innovative growth. Rooted in tradition.



Knowledge, relationships and action

The Jantzen Development team as well as our local and international business partners hold these core values: Knowledge, relationships and action. What we call know-how, know-who and know-now. Our values are reflected in what we do – both individually and collectively – and guarantee investors high-quality advice, communication and the lowest possible risk with their investments.

Know-how

Knowledge is vital. Investors are entitled to all the relevant background information and to competent advice. Our advisory services and recommendations pivot on our deep knowledge of all the pertinent facts and trends. We add to this our own experience and professional expertise. This ensures investors the best platform for their decision-making.

Know-who

Relationships are crucial in all contexts. Being able to draw on the right expertise and having a portfolio of good contacts at all levels can often make the difference. On the other hand, a lack of local knowledge can easily result in lengthy administrative procedures and expensive delays. For this reason, everyone at Jantzen Development goes to great lengths every day to further cultivate and strengthen their extensive local and international networks.

Know-now

Being close to events and ready to both act and communicate with your support group is essential. We therefore attach a lot of importance to short, precise and fast communication. Proactive and committed people on location and close contact with all interested parties ensure that everyone saves both time and money.



Sure footing on solid ground

Jantzen) development

Investments in good company



“With our passion for farming, we approach every investment project with an eye for the present – and the future.”

Faith moves mountains. Knowledge can remove them.

Jantzen Development takes pride in creating success for its investors. We think in terms of investments and projects geared for the future – in just the same way as our investors. With our passion for farming, we approach every investment project with an eye for the present – and the future. After that, we focus on the experience we are always accumulating. Our business procedures are traditional and conservative while our approach is untraditional and innovative. Together, they are the seeds of our proven success.

They are also the investors’ guarantee of carefully considered projects. Even a visionary needs to look back occasionally. For most people, new markets are tempting, and at first glance throwing yourself into a new area may seem simple. However, like many other things, each answer tends to raise new questions.

At Jantzen Development, we look ahead, but we also look back at the steps we have taken - including all the progress and the mistakes we have made. We are happy to share the experience we have reaped in Central and Eastern Europe with others to help ensure that the first steps they take into new investments are the right ones.

At Jantzen Development, every investment is in good company.

From attractive returns to selling

Jantzen Development organises and administers investments in Romanian farmland – a new and attractive investment concept which does not require local involvement by the investor. In addition, Jantzen Development engages in the development of farm projects.

From purchasing land and registering companies to sales maturation and offering the finished projects for sale within plant and livestock production. Our business concepts fall into two core areas: Purchasing farmland for leasing and developing farm projects with subsequent management.

Purchasing -

leasing and then selling farmland to investors.

Development -

of farm projects from establishment to investment and management.

Purchasing fertile farmland for investors

Jantzen Development organises and administers attractive investments in Romanian farmland. The investments do not require the local involvement of the investor. We handle the complex process of purchasing, surveying, registering and leasing farmland.

On behalf of our investors, we attend to everything associated with the management of the investment: leasing, administration, the authorities, etc.

Moreover, we know the market and market players well, and are willing to explore fresh opportunities, contact potential buyers and advise throughout the entire process of selling the land when the investor wants to cease his ownership.

Developing potential farm projects

Jantzen Development identifies and acquires farms that are in good locations and that offer quality and growth potential. We inject capital and management, and bring the farm up to Western standards. Throughout the entire investment process, Jantzen offers competent advice and support, in addition to preparing sales prospectuses and finding investors. Moreover, we offer to manage the farm operations under a multi-annual management agreement.

From concepts to projects

To date, Jantzen Development has purchased more than 15,000 hectares of farmland divided among eight projects in the Czech Republic, Slovakia and Romania – and all of them have proved successful.

In all, more than EUR 140 million has been invested. A combination of expected increases in land value and solid profits from agricultural operations have made Romania one of the most attractive agricultural countries in Europe.

Increasing purchasing power and demand for high-quality foods, lower wage and costs levels, political support for development projects and attractive prices for farmland are some of the factors which will ensure unique investment opportunities – now and in the future.



Dan-Moravia Agrar in the Czech Republic was established as a greenfield project in 1998. The company runs 1,200 hectares of land and produces 2 million chickens each year. Erik Jantzen sold his 40 per cent share in the company in 2005.



Dan-Slovakia Agrar was established in 2001 and is today one of the biggest farms in Slovakia with 170 employees involved in pork, dairy and grain production. The production results are on a par with the best within Danish agriculture. Since its establishment, EUR 48 million has been invested in the enterprise. Jantzen Development owns 30 per cent of the company. www.dsa.sk



The Constanta project close to the Black Sea in Romania, which comprises 2,500 hectares, has been sold to four investors who each own land in their own company, all the land is leased and administered by Jantzen Development.

www.jantzendevlopment.com
www.romaniafarminvest.dk
www.dsa.sk

Central and Eastern Europe is a new and attractive market

Central and Eastern Europe is a new and promising market for agricultural investments. As a new EU member state, Romania is particularly attractive. This is because there is considerable focus in Romania on growth and the possibility of significant EU subsidies for farm projects. In addition, fertile farmland is for sale in Romania at very favourable prices. The markets are opening up to the outside world. Legislation is being adapted to the EU, and there is now room for foreign investment, especially investments which benefit welfare, infrastructure and society as a whole through modernisation.

This trend is a new and much needed breath of fresh air in a region which hasn't developed for many years. The lack of investment has impacted farming particularly badly. The backlog in the agricultural sector is all too apparent in the form of dilapidated farms growing old grain varieties, sub-optimised livestock and antiquated production methods. In spite of this, the foundation for running a modern farm is very much there. Soil quality is high – and land prices are far lower

“Investing in Romanian agriculture and farmland is expected to generate stable, inflation-proof returns.”



The Videle project 80 km south-west of Bucharest with 3,000 hectares of farmland has been acquired by Jantzen Development and sold on to an investor group which runs the farm itself.



Agro Cocora S.R.L. 110 km east of Bucharest comprises a newly established agricultural business with 6,000 hectares of land. The total investment is EUR 52 million and the business is owned by 75 investors; the company is managed by Jantzen Development.
www.romaniafarminvest.dk

than in the West. There is a strong tradition for livestock production. There are good sales channels, and there is a capable and well-educated labour force which comes at a cost that is significantly lower than its Western counterparts. In addition, the EU is set to subsidise 50 per cent of new agricultural investments and, as in the West, has introduced area payments for every hectare under cultivation. These subsidies are also available to foreign investors, and will be one of the reasons for the price of farmland seeing significant increases in the coming years.

EU membership also reduces the risk of investing in Romania and thus attract foreign investors, while at the same time giving Romanian farmers and investors considerably better access to capital.

A professional farmer

Running a professional farm is a complex task. Setting yourself the goal is one thing, but once you have done so you have also decided to focus on growth, because growth – in more than one sense of the word – is the key to success. You need to sow and harvest, till and cultivate the land, and, as in any business venture, the right conditions are required. Today, the professional farmer is a professional businessman who focuses on both yields and returns. Jantzen Development is headed by a professional farmer and businessman.



Erik Jantzen
CEO
Sole owner of Jantzen Development A/S

Erik has been involved in developing, establishing and running farm projects in the Czech Republic, Slovakia and Romania for more than ten years. He has previously owned a large Danish pig production enterprise, been co-founder and a director of DPL Invest, which invests in primary agriculture, as well as a director of Dansk Staldindustri, a listed company. Erik co-owns Dan-Slovakia Agrar in Slovakia and was a director of the company from its establishment in 2001 until 2006. Today, Dan-Slovakia Agrar is one of the biggest farms in Slovakia and, since its start, the company has delivered convincing financial results.

Employees

As a professional organisation, we know our strengths – individual and collective, professional and personal. We know the merit of our combined resources - in line with the values we are constantly pursuing: knowledge, relationships and action. We have 20 employees, including five competent managers with more than ten years of experience at buying land and developing Eastern European farm projects - all with the aim of creating positive results for Jantzen Development and the people with whom we do business. Jantzen Development is thus a professional collaboration partner with a strong local presence in Central and Eastern Europe, including Romania.

Professional backing

"We want to ensure our investors the highest possible returns with the least possible risk."



Svend-Axel Nilsson
CFO

Registered accountant and MBA from Henley

Svend-Axel joined the company in 2008 and, together with Erik Jantzen and Branislav Pacak, makes up the company's Executive Management team. He has previously worked as a CFO and CEO in a listed company. Svend-Axel has several years of experience working with farm projects in Central and Eastern Europe. He is a former member of Jantzen Development's Supervisory Board. Sven-Axel is responsible for finance, project financing, organisation and investor relations.



Branislav Pacak

Managing Director for Central and Eastern Europe, Master of Applied Economics, PhD, from the University of Economics in Bratislava

From 2001 to 2005, Branislav was the executive secretary for Erik Jantzen at the Dan-Slovakia Agrar farm enterprise in Slovakia. He has been responsible for project development, reporting to the Danish owners and Danish and foreign banks, as well as having overall responsibility for the company's sales and purchases. Since 2005, Branislav has been responsible for Jantzen Development's activities in Central and Eastern Europe.



Iulia Dumitrescu

Country Manager for Romania
Graduate engineer from the Technical University of Bucharest, Master in Management of Rural Development Projects, Academy of Economic Sciences, Bucharest.

Iulia was employed for eight years in the Romanian Ministry of Agriculture and was part of the Romanian team which negotiated the country's EU entry terms for the agricultural sector. She has worked for three years for the Paying Agency for Agriculture and Rural Development on the management team of the EU's SAPARD programme. Since 2007 Iulia has been the day-to-day manager of Jantzen Development's activities in Romania.



Morten Sørensen
Director

Agricultural Economist from Hammerum Agricultural College

Over the years, Morten has worked with pig production and crop farming in Denmark and the Ukraine. He manages the agricultural part of Jantzen Development in Romania and is responsible for the building project and the daily management of the Agro Cocora farm project.

Specialist, financial and practical experience

Jantzen Development was founded in 2005 and builds on more than fifteen years of experience at developing, financing and implementing successful projects. Our core service is providing specialist, financial and practical experience, a strong local and international network as well as an invaluable physical presence on the ground. These are the defining conditions for successful project implementation.

Jantzen Development is a Danish public limited company wholly owned by Erik Jantzen. The objective of the company is to create successful businesses for farmers and investors in Central and Eastern Europe.

Jantzen Development has its head office in Aarhus, Denmark, as well as offices in Bratislava and Bucharest.

In addition to its permanent employees, Jantzen Development works with a wide range of business partners in the individual markets. Moreover, the company maintains close, formalised relationships with several national and international financial consultants as well as with leading economic and legal advisers.

*“Our business procedures are conservative,
our approach innovative.
Together, they are the seeds
of our proven success.”*

Erik Jantzen, CEO

Presence, experience and professional insight

Jantzen Development's concept is built on presence, experience and professional insight in the countries and local areas in which we operate. Our core competences include specialist, financial and practical experience with investment projects in Central and Eastern Europe combined with an efficient local and international network – and in particular an invaluable physical presence in the area. We offer all the key requirements for successful project implementation.

Sure footing on solid ground



Without in-depth knowledge of local conditions and a solid network in the area, you don't get very far as a foreigner in Central and Eastern Europe. There are other customs, rules and conflicting information which can be hard to decipher and put your faith in, and which in the end can result in costly mistakes.

Without competent managers and employees, it is impossible to sustain positive growth, both in terms of buying land and developing farm projects. The right person has to be on site to manage the business and – equally importantly – ensure close and effective communication between management and the investors in order to enable the right decisions to be made quickly.

Without a professional business plan based on broad experience, professional expertise and a thorough understanding of all the economic issues, practical challenges and cultural barriers, it is likely that many exciting opportunities will never see the light of day, and that the risks taken will be far too large.

These three key elements – presence, experience and professional insight, along with the many specific factors particular to each venture – are all taken into account in the projects offered by Jantzen Development.



Your investments are in good company. Jantzen Development is in a constant process of development. However, we maintain focus on our objectives and our values. This ensures that your investments are always in good company, and that the conditions are always in place for returns and capital gains.

We endeavour always to be at the forefront of developments, to influence decisions and to ensure investors the highest possible returns with the least possible risk.

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