



WELCOME

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Asstt. General Manager
Spectra Hexa Feeds Ltd.
Dhaka



SOME FISH FEED PRODUCERS IN BD

Aftab Feed Products Ltd	Mono Feed Mills Ltd
ACI Godrej Agrovet (Pvt) Ltd	Nourish Poultry & Hatcheries Ltd
Aman Feeds Ltd	National Feed Mills Ltd
Agro Industrial Trust (AIT)	New Hope Feed Mill
Biswas Poultry & Fish Feed Ltd	Paragon Feed Ltd
BRAC	Provita Feed Ltd
CP Bangladesh Co. Ltd	Quality Feeds Ltd
City Poultry & Fish Feeds Ltd	SMS Feeds Ltd
Index Feed Mills	Sau-Bangla Fish Feed Ltd
Kazi Feeds Ltd	Sunny Feeds Ltd
Krishipannaya Feeds Ltd	Spectra Hexa Feeds Ltd
Mondal Agro Industries Ltd	United Feeds Ltd



FISH FEED

- **Two types:**

- Home Made = Dough/Pellet, water stability very poor
- Ready Made = Pellet, water stability satisfactory

- **Pellet:**

- Sinking = Digestibility + Water stability medium
- Floating = Digestibility + Water stability high



FISH FEED INGREDIENTS

• Local Items:

- Rice bran
- DOB
- Maize
- MOC
- Soybean oil cake
- Dry fish
- Salt

• Imported Items:

- Rice bran
- DOB
- Maize
- MOC
- Soybean oil cake
- Dry fish
- Fish meal
- Vitamin
- Minerals
- Pellet binder



PRICE OF INGREDIENTS

Items	Local	Imported	TK/kg	Fluctuation range TK/kg
Rice bran	√		18.00	16.00 – 20.00
DOB	√	√	14.00	11.00 – 17.50
Maize	√	√	18.50	16.00 – 23.00
MOC	√	√	25.50	17.00 – 42.00
Soybean Oil Cake	√	√	55.00	40.00 – 78.00
Dry Fish	√	√	41.00	35.00 – 45.00
Fish Meal		√	98.00	90.00 – 110.00
Salt	√		8.00	7.00 – 11.00
Vitamin Premix		√	450.00	300.00 – 500.00
Pellet Binder		√	106.00	100.00 – 110.00



PRICE ANALYSIS OF FISH FEED

HEAD	%	PRICE (TK/KG)	
		Floating Feed	Sinking Feed
Raw Materials	64 – 72.5	29.00	29.00
Company Overhead	17 – 12.5	7.50	5.00
Bank Interest	7 – 5	3.00	2.00
Packing	1.8 – 1.5	0.80	0.60
Transportation	2.7 – 1.75	1.20	0.70
Company Profit	2 – 1.75	1.00	0.70
Dealer/Agent commission	5.5 – 5	2.50	2.00
Total	100	45.00	40.00

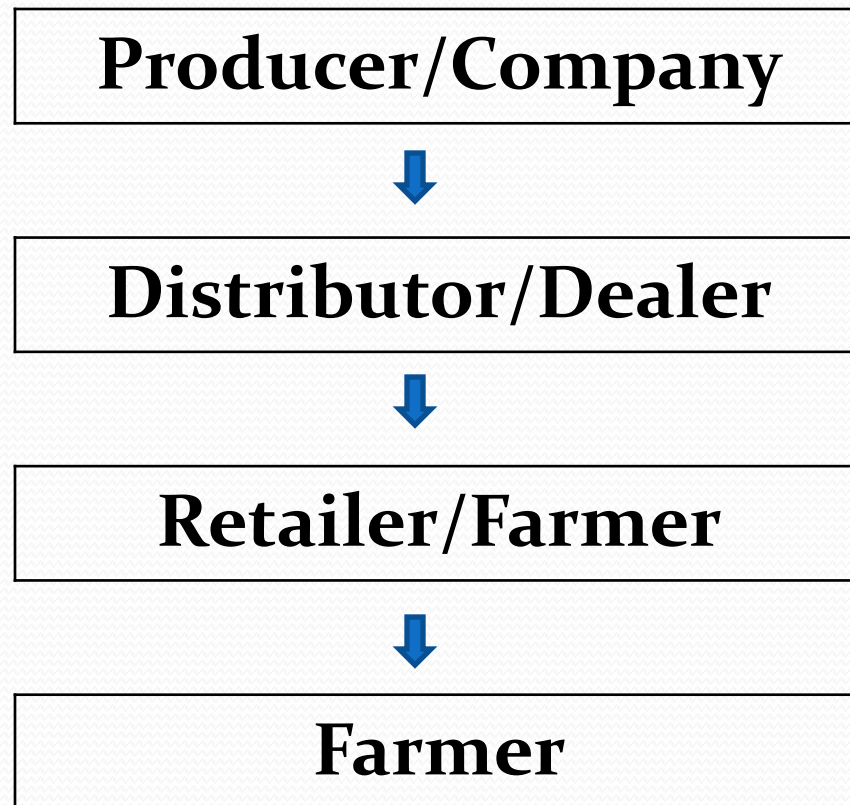


FISH FEED PRICE

- **Homemade feed:**
 - **TK. 18.00-25.00**
- **Readymade feed:**
 - **Sinking feed**
 - **TK. 31.00 - 53.00**
 - **Floating feed**
 - **TK. 44.00 - 60.00**



FISH FEED MARKETING CHANNEL



MAIN CONSTRAINS

- **Shortage of Power (Electricity, Gas)**
- **Availability of feed Ingredients**
- **Quality of feed ingredients**
- **High price of ingredients**
- **Transportation**
- **Price and quality fluctuations**
- **High bank interest**

SUGGESTIONS

- **Giving priority to get continuous power supply**
- **Control and monitoring of :**
 - **Feed ingredients price**
 - **Feed ingredients quality**
 - **Feed price and quality**
- **Cash incentive to fish farmers for purchasing feed**
- **Single digit bank interest for feed producers**
- **Establish a sophisticated central Lab to test melamine, insecticide, antibiotic of RM and feed.**

THANK YOU



Spectra Hexa Feeds Ltd