

# IFCN Dairy Research Network

To help people in the dairy world to make better decisions



**IFCN**

Dairy Data · Knowledge · Inspiration



# Connecting Dairy Data and Knowledge

**IFCN and its way to help people  
in the Dairy World**

**FREE  
WEBINAR  
25th Feb.  
9am CET  
4pm CET**



**IFCN**

Dairy Data · Knowledge · Inspiration

# Agenda

- About us: IFCN and our services for you
- Summary of 2020: COVID-19 times
- World Milk Price Drivers and Outlook
- Farm analysis and comparison
- Q&A Session



# The IFCN Dairy Network in 2021

**Mission:** We help people in the dairy world to make better decisions.

## IFCN Approach: 3 Knowledge Pillars



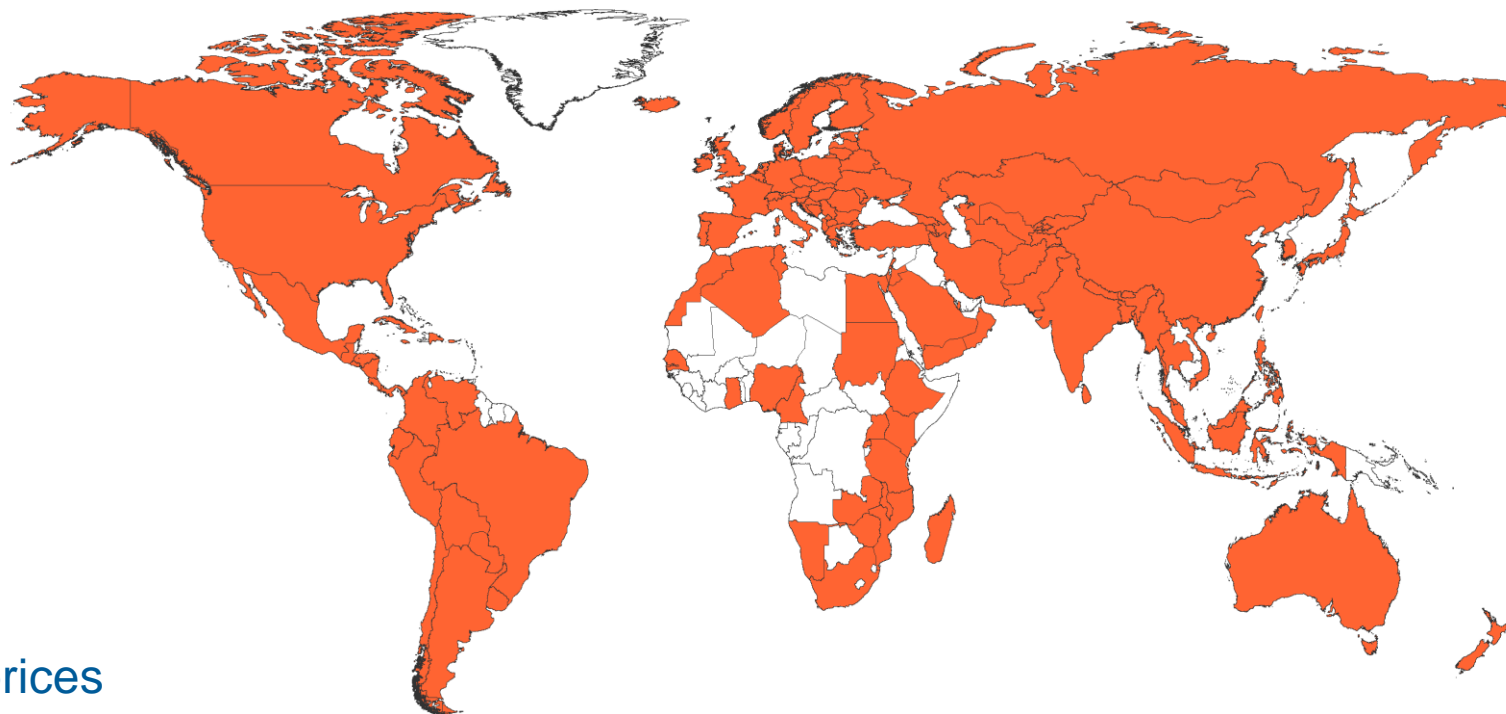
# IFCN Research Network 2021

■ **99% of world's milk**  
by 123 countries captured

■ **Dairy Farm analysis:**  
52 countries representing  
89% of world milk production

■ **Farm comparison analysis on**

- **Economics:** Costs, efficiencies, input prices
- **Environment:** Carbon / Water footprint
- **Social:** Farmer income vs minimum wages
- **Animal welfare:** Somatic cells, cow longevity
- **Resilience:** Start with buffer capacity
- etc.



■ Countries analysed in the Dairy Report

# How to trust the data?

## IFCN Research Network



## IFCN Team

## IFCN Supporter Network

**Data collection**

>100 researchers from different countries

**Data validation**

Data cleaning  
Data quality check

**Standardisation**

Solid corrected milk  
4% fat, 3.3% protein

**Data preparation and visualisation**

**Time series since 1996**

**Forecasts**

Short-term and Long-term until 2050

**Analysis**

What? So what?  
Now what?  
What if?

**Decision making**

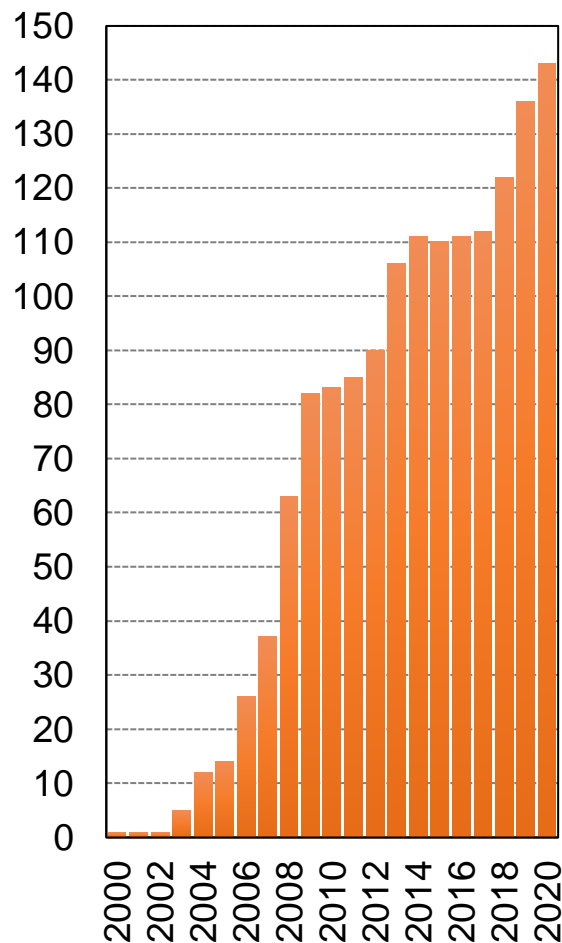
**Market intelligence**

>140 dairy-related companies



# For 140 companies IFCN is a building block on dairy market intelligence

Number of companies



## Milk processing



## Milking and barn equipment



## Farm machinery



## Feed and feed additives



## Health and hygiene



## Genetics for animal & plants



## Milk processing and testing



## Other segments



## Financial institutions



# IFCN Dairy Market Intelligence

## Dairy Market Intelligence Block 1

### Supporter membership package

- Global holistic picture of the Dairy World
- Access to global comparable data
- Saving data mining costs
- The easiest way to cover your needs

## Dairy Market Intelligence Block 2

### Operational & Strategic Decisions

- Data to support operational perspective
- Data for strategic perspective
- Better decisions on better data
- Superior competitiveness-win your market

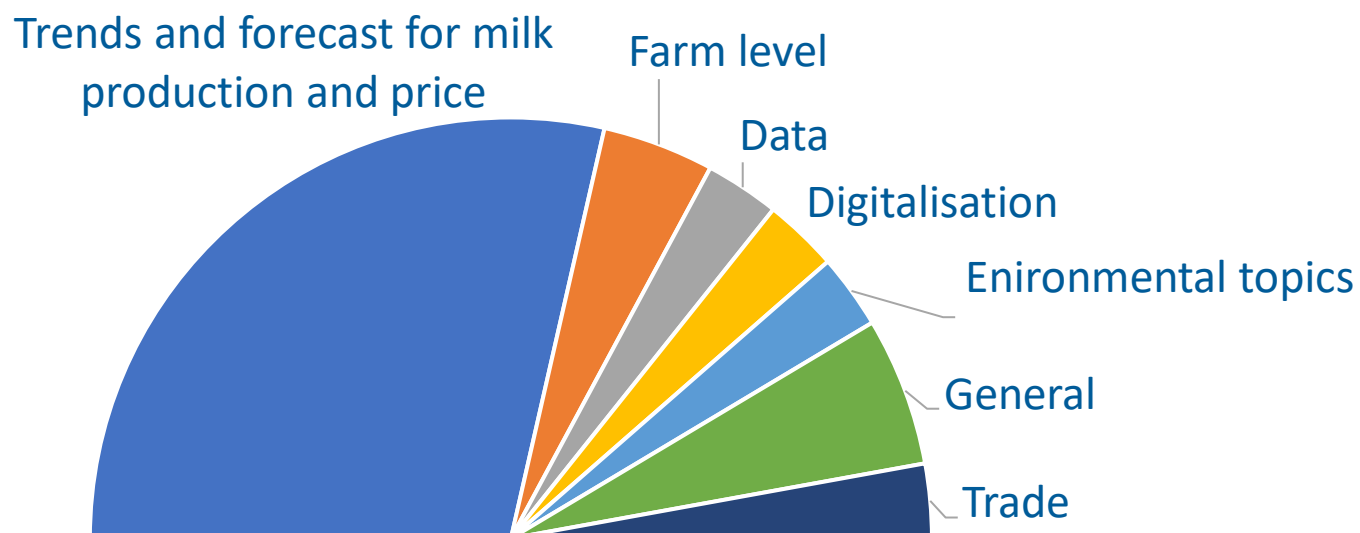
## Dairy Market Intelligence Block 3

### Consultancy and Projects

- Consultancy for specific topics
- Projects on specific topics
- IFCN Market Intelligence Training
- IFCN Company Workshops
- IFCN guest speaker presentations



# Questions coming upfront



\*Questions clustered into specific topics asked during registration process

\*\* > 50 questions during registration process

## Questions to be answered during this presentation:

Data collection and analysis

Impact of COVID-19 on the dairy industry

Situation of dairy commodities

Demand and milk price drivers

Milk production development

Potential dairy challenges in 2021

Price and production outlook 2021

Dairy situation in mid- and short term

Farm economics and cost of milk production

Carbon footprint and carbon credits

**+ Q/A session**

# 1<sup>st</sup> level of Market Intelligence

- **The global holistic picture** of the dairy world for better strategic decisions
- **Global comparable dairy data** which saves data mining costs and leads to better decisions
- **Key people and companies** driving the dairy sector

# One point of truth to start with

DairyReport.online

99% of World Milk Supply

Create your own insights, with the  
**IFCN Dairy Report**

- ✓ Cost comparison of the typical farms
- ✓ Global monitoring of dairy economic indicators
- ✓ Status and development of milk production
- ✓ Country Pages - Dairy sector & chain profiles
- ✓ Methods applied in IFCN Analyses



The latest version of the IFCN Dairy Report contains

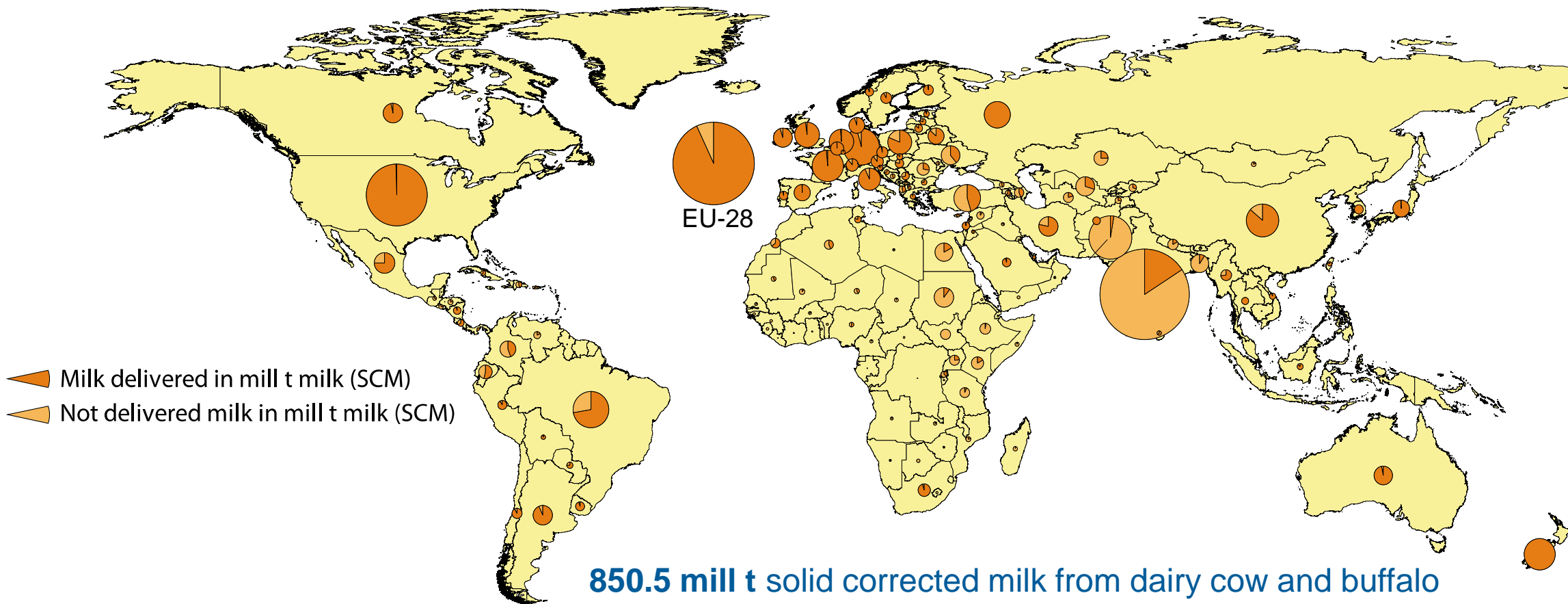
**123**  
COUNTRY  
PROFILES

**52**  
COUNTRIES WITH DATA  
ON FARM SUSTAINABILITY

**24**  
YEAR  
TIME SERIES

# 60% of world milk production is delivered to dairies

Status of milk production and delivery in 2019 in solid corrected milk (4% fat, 3.3% protein)



Source: IFCN Dairy Report 2020

For internal use only © IFCN 2021



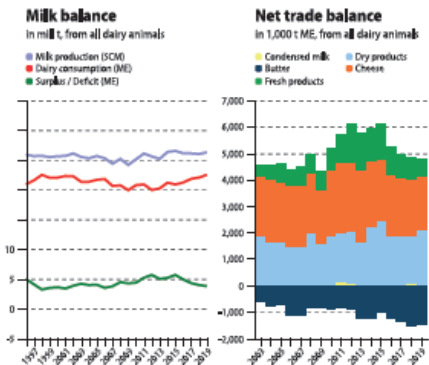
Jean-Marc Chaumet



2019: Country page every uneven year



Jean-Marc Chaumet



### Status and key developments

**Status 2019**

- No. 7 (1) in the world milk production: 25.0 million t SCM
- Farm-gate milk price 11% above the world market price
- 117% self-sufficiency in milk (ME)
- 3.9% of cow's milk production is organic

**Key developments 2014–2019**

- Milk production decreased by 0.2% per year
- Number of dairy farms decreased by 4.3% per year
- Average milk yield increased by 1.0% per year

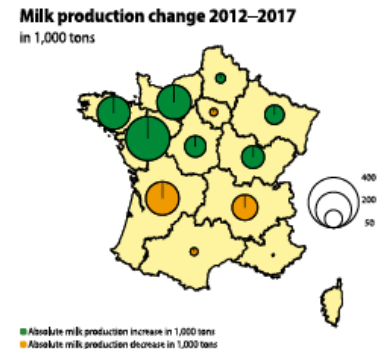
### Status and key developments

**Status 2018**

- No. 8 in world milk production: 24.78 million t SCM
- No. of dairy farms: 56,000
- Milk price: +27% to world market
- Feed price: +29% to world market

**Key developments 2013–2018**

- Milk production growth: +0.5% per year
- Farm number: -4% per year
- Milk yield: +1.5% per year
- Top herd size class growth: > 100 cows/farm: CAGR +11.5%

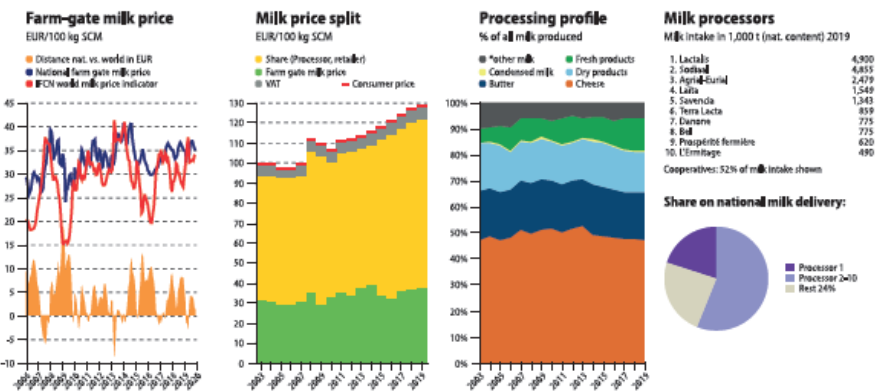


Key variables

	1996	2000	2003	2006	2009	2012	2014	2016	2017	2018	2019	Annual change '09-'14	Annual change '14-'19
<b>Milk production (cow's)</b>													
Production (million t SCM)	24.98	24.69	24.51	24.22	23.11	24.48	25.27	24.90	24.87	24.76	25.01	1.8%	-0.2%
Cows (in 1,000's)	4,566.3	4,153.3	4,026.0	3,799.0	3,748.0	3,644.0	3,699.0	3,630.0	3,595.0	3,550.0	3,485.0	-0.3%	-1.2%
Milk yield (t SCM/cow)	5.47	5.94	6.09	6.37	6.17	6.72	6.83	6.86	6.92	6.97	7.18	2.1%	1.0%
<b>Dairy consumption (all)</b>													
Country consumption (million t ME)	20.87	21.99	21.30	21.75	19.88	19.91	21.14	21.17	21.78	22.00	22.45	1.2%	1.2%
Population (million people)	57.94	58.86	60.10	61.40	62.47	63.38	64.03	64.47	64.62	64.72	64.82	0.5%	0.2%
Consumption (kg ME/capita)	360.2	373.7	354.3	354.3	318.3	314.2	330.1	328.4	337.0	339.9	346.4	0.7%	1.0%
<b>The dairy chain</b>													
Milk delivered (cow's)	92%	93%	94%	94%	98%	99%	98%	97%	98%	98%	98%	0.1%	0.0%
Exports/nat. production	37.6%	39.2%	37.6%	34.5%	38.4%	47.1%	47.8%	47.5%	46.9%	46.3%	45.8%	1.9%	-0.4%
Imports/nat. consumption	22.7%	29.3%	25.4%	24.0%	26.8%	32.0%	35.1%	36.4%	36.5%	36.4%	35.9%	1.7%	0.2%

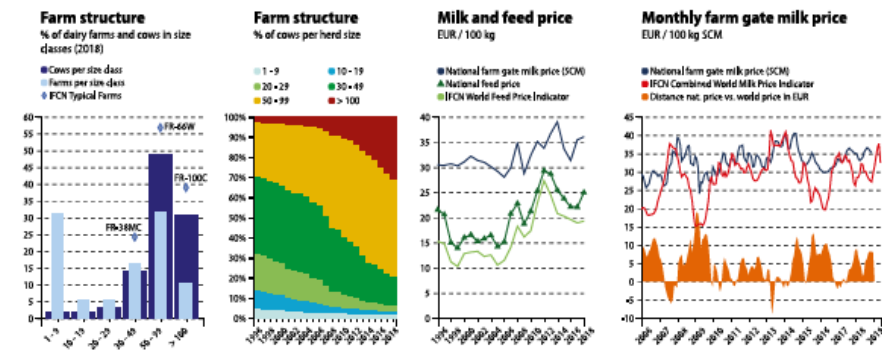
Key variables

	1996	1999	2002	2005	2007	2009	2011	2013	2015	2017	2018	Annual change '08-'13	Annual change '13-'18
<b>Milk production (cows')</b>													
Production (million t SCM)	24.97	24.55	25.11	24.63	23.33	23.12	24.91	24.14	25.42	24.86	24.78	0.0%	0.5%
Cows (in 1,000's)	4,566	4,424	4,134	3,895	3,759	3,748	3,664	3,697	3,661	3,595	3,550	-0.8%	-0.8%
Milk yield (t/cow/year)	5.5	5.5	6.1	6.3	6.2	6.2	6.8	6.5	6.9	6.9	7.0	0.8%	1.5%
<b>Farm structure</b>													
No. of dairy farms (in 1,000's)	141	125	112	98	88	80	74	69	64	58	56	-3.9%	-4.0%
Average farm size (cows/farm)	32.4	35.4	36.9	39.9	42.5	46.7	49.6	53.9	57.3	61.5	63.4	3.2%	3.3%
<b>Prices in national currency</b>													
Milk: feed price ratio	1.4	2.2	2.1	2.1	1.4	1.5	1.4	1.3	1.4	1.6	1.4	-3.2%	1.5%
Cull cow (EUR/kg live weight)	1.05	1.15	0.99	1.28	1.31	1.21	1.38	1.73	1.52	1.51	1.51	5.6%	-2.7%
Land - buy (EUR/ha)	2,960	3,340	3,950	4,460	4,730	4,970	5,360	5,750	6,010	5,990	6,200	3.0%	1.5%
Devaluation of EUR vs USD	-3%	-20%	-29%	-6%	4%	5%	5%	—	-16%	-15%	-11%	-2.0%	-2.2%



Explanations

Method: See Chapter 3.9 for details. Sources: National statistics supplemented by data from FAO, IMF, OANDA, GTI, Eurostat, AMI. Dairy consumption (disappearance): Milk production (all dairy animals) + imports - exports +/- stock changes. Date: 2019 data preliminary and partly estimated. Cooperatives share on milk intake shown in the list is an IFCN estimate based on partner information. Consumer price (raw data) for: Semi-skimmed UHT milk (1 liter pack, 1.6% fat, 3.2% protein). \*Other milk: Milk not delivered to dairies and milk from animals other than cow and buffalo. If applicable: Sheep, goat and camel.



Explanations

Sources: National statistics, FAO, IMF, Oanda, Eurostat, AMI. 2018 data preliminary and partly estimated. Devaluation: Changes based on 2013 Exchange rate: EUR/USD = 0.75. Remarks: Cull cow price: Whole time series revised. Regional data: Milk production in natural fat and protein content. Farm structure: The national dairy farm numbers show all the farms delivering milk to processors, whereas the farm structure data shows all farms that own dairy cows.



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**Milk balance**

In mill t, from all dairy animals

- Milk production (SCM)
- Dairy consumption (ME)
- Surplus / Deficit (ME)

**Net trade balance**

In 1,000 t ME, from all dairy animals

- Condensed milk
- Butter
- Dry products
- Cheese
- Fresh products



**Status and key developments**

**Status 2019**

- No. 7 (↑ 1) in the world milk production: 25.0 mill t SCM
- Farm-gate milk price 11% above the world market price



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**Status and key developments**

**Status 2018**

- No. 8 in world milk production: 24.78 mill t SCM
- No. of dairy farms: 56,000

**Milk production change 2012–2017**  
in 1,000 tons

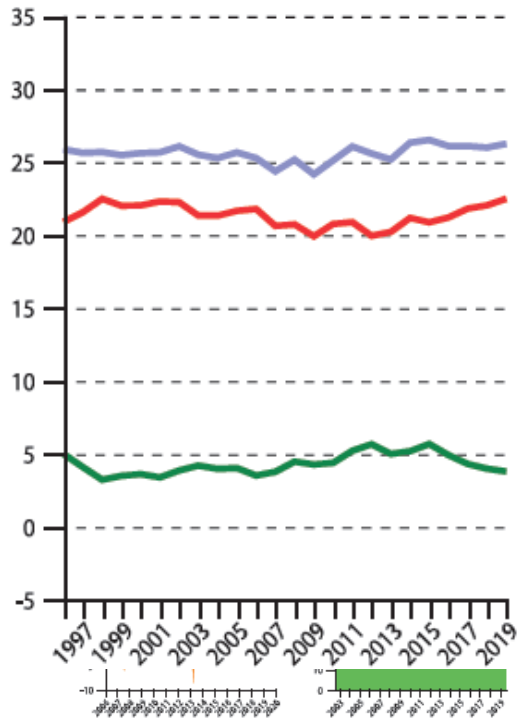


2020: Country profile every even year

**Milk balance**

in mill t, from all dairy animals

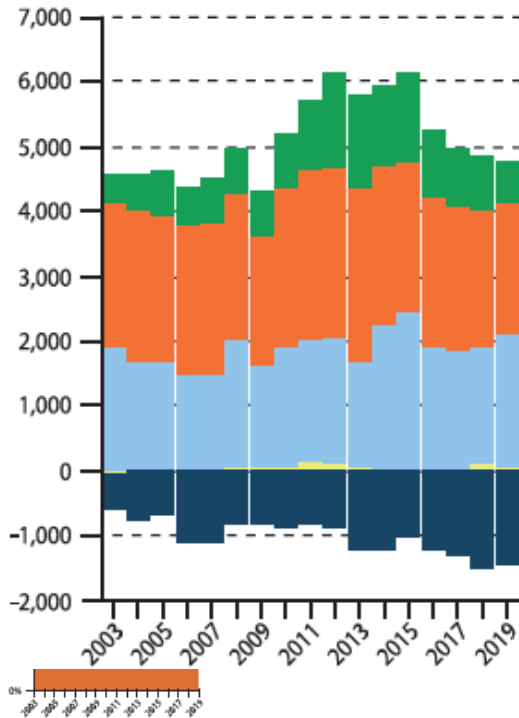
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**Net trade balance**

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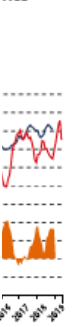
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- Milk production decreased by 0.2% per year
- Number of dairy farms decreased by 4.3% per year
- Average milk yield increased by 1.0% per year

**Annual change**



**rice**

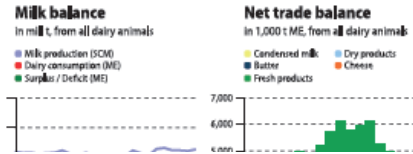


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Status and key developments

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Status a

Status 2

- No. 8
- No. of
- Milk

Milk production change 2012–2017

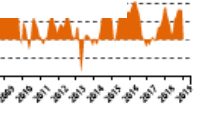
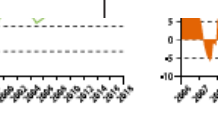
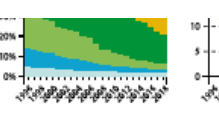
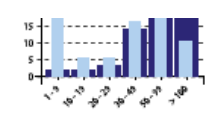
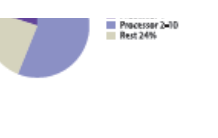
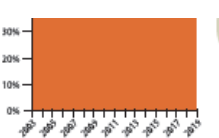
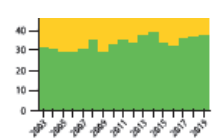
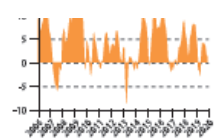


Also as an Excel database

2020: Key variables

2019:

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<b>Milk production (cow's)</b>														
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<b>Dairy consumption (all)</b>														
Country consumption (mill t ME)	20.87	21.99	21.30	21.75	19.88	19.91	21.14	21.17	21.78	22.00	22.45	22.45	22.45	22.45
Population (mill people)	57.94	58.86	60.10	61.40	62.47	63.38	64.03	64.47	64.62	64.72	64.82	64.82	64.82	64.82
Consumption (kg ME/capita)	360.2	373.7	354.3	354.3	318.3	314.2	330.1	328.4	337.0	339.9	346.4	346.4	346.4	346.4
<b>The dairy chain</b>														
Milk delivered (cow's)	92%	93%	94%	94%	98%	99%	98%	97%	98%	98%	98%	98%	98%	98%
Exports/nat. production	37.6%	39.2%	37.6%	34.5%	38.4%	47.1%	47.8%	47.5%	46.9%	46.3%	45.8%	45.8%	45.8%	45.8%
Imports/nat. consumption	22.7%	29.3%	25.4%	24.0%	26.8%	32.0%	35.1%	36.4%	36.5%	36.4%	35.9%	35.9%	35.9%	35.9%



**Explanations**  
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Milk production change 2012–2017 in 1,000 tons



**Milk balance**

In million t, from all dairy animals

- Milk production (SCM)
- Dairy consumption (ME)
- Surplus / Deficit (ME)

**Net trade balance**

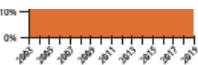
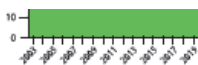
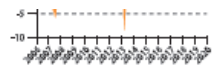
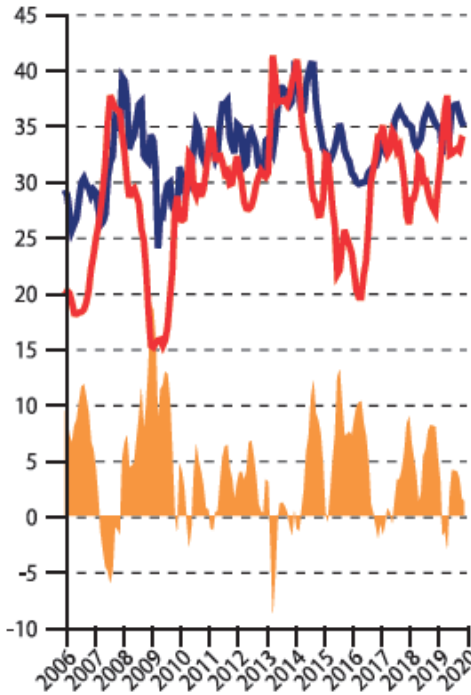
In 1,000 t ME, from all dairy animals

- Condensed milk
- Butter
- Fresh products
- Dry products
- Cheese

## Farm-gate milk price

EUR/100 kg SCM

- Distance nat. vs. world in EUR
- National farm gate milk price
- IFCN world milk price indicator



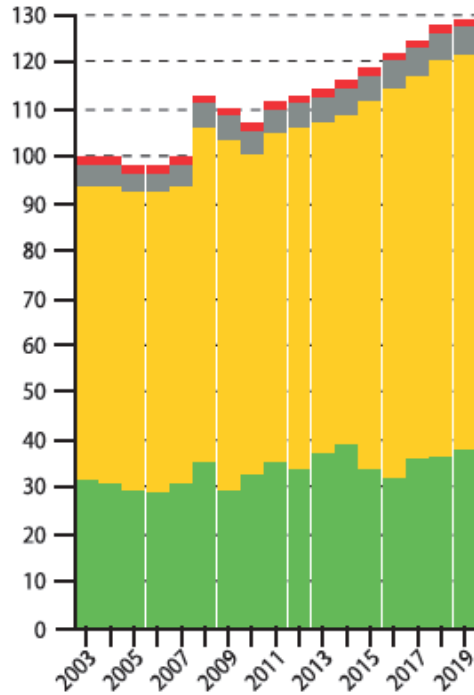
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## Milk price split

EUR/100 kg SCM

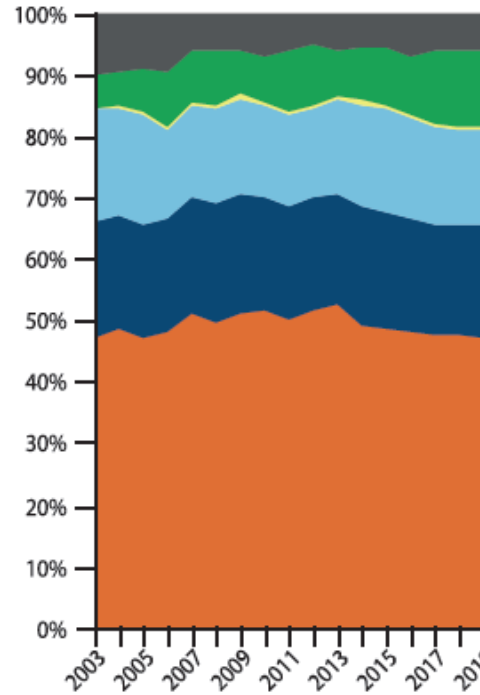
- Share (Processor, retailer)
- Farm gate milk price
- VAT
- Consumer price



## Processing profile

% of all milk produced

- \*other milk
- Condensed milk
- Butter
- Fresh products
- Dry products
- Cheese



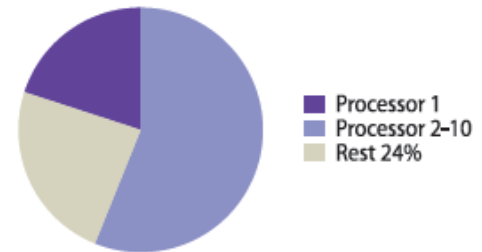
## Milk processors

Milk intake in 1,000 t (nat. content) 2019

1. Lactalis	4,900
2. Sodial	4,855
3. Agrial-Eurial	2,479
4. Laïta	1,549
5. Savencia	1,343
6. Terra Lacta	859
7. Danone	775
8. Bel	775
9. Prospérité fermière	620
10. L'Ermitage	490

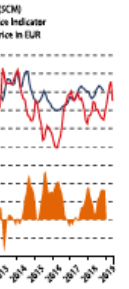
Cooperatives: 52% of milk intake shown

### Share on national milk delivery:



Annual change	
'08-'13	'13-'18
0.0%	0.5%
-0.8%	-0.8%
0.8%	1.5%
-3.9%	-4.0%
3.2%	3.3%
-3.2%	1.5%
5.6%	-2.7%
3.0%	1.5%
-2.0%	-2.2%

**Raw milk price**



**Explanations**

Sources: National statistics, FAO, IMF, Oanda, Eurostat, AMI. 2018 data preliminary and partly estimated.

Devaluation: Changes based on 2013 Exchange rate: EUR/USD = 0.75.

Remarks: Cull cow price: Whole time series revised.

Regional data: Milk production in natural fat and protein content.

Farm structure: The national dairy farm numbers show all the farms delivering milk to processors, whereas the farm structure data shows all farms that own dairy cows.

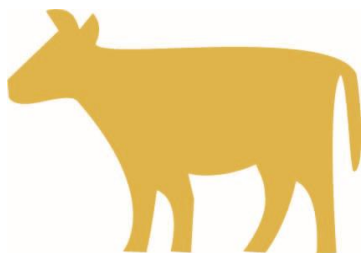
2020 Country every year



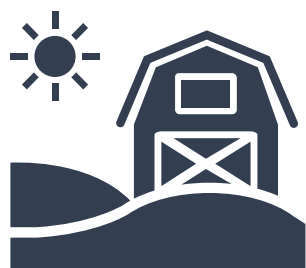
# 2<sup>nd</sup> level of Market Intelligence

- **Real-time** dairy data
- Data to support **operational perspective**
- Data for **strategic perspective**

# Dairy World – 2050 vs 2019 (30 years)



**+5% dairy „cows“**  
**+49% higher milk yield**



**-45% dairy farms**

## Method: IFCN long-term dairy outlook *Baseline scenario*

Created annually to help dairy countries and dairy companies in building fitting strategies for the futures.

This database is covering every country worldwide.

**+60% more demand & supply**  
**= +514 mill t (5x US today)**



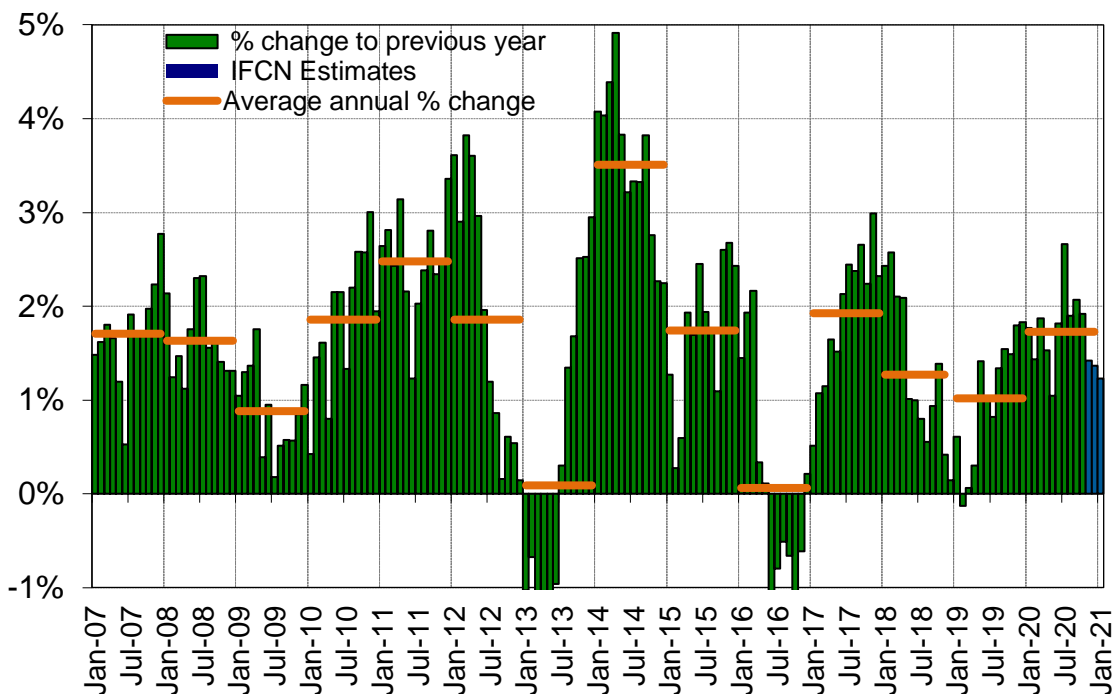
**+24% „milk“ consumed / capita**



**+140% ME milk traded** (excl. EU-intra trade)

# COVID-19 impact on dairy industry

## Change in world milk production, 2007- 01/2021\*



**Coverage:** 65 countries; representing 92% of world's milk  
**Timeframe:** 2007- latest month (in real time delivery in Mid of month)  
**Data quality:** last 2-3 month estimated by IFCN + verified  
**Data standardised:** by fat protein, & others  
**Variables:** Milk production, milk & feed price, farm economics

### World Milk Supply Growth in 2020 +2.3%

- Additional milk volume coming mainly from US, AR and RU
- Favourable weather and farm economics boost milk supply

*Will there be enough demand to absorb supply?*



### Milk Demand modelled to be about +2.2%

- Change in consumer patterns from food service to eating at home
- Import demand high (promotion of dairy in the diet in Asia)
- Governmental support and food aid programs(EU +US)










*Demand remains the biggest uncertainty in 2021*






**Source:** IFCN Monthly Real-Time Data

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# Dairy Price Drivers in 2020

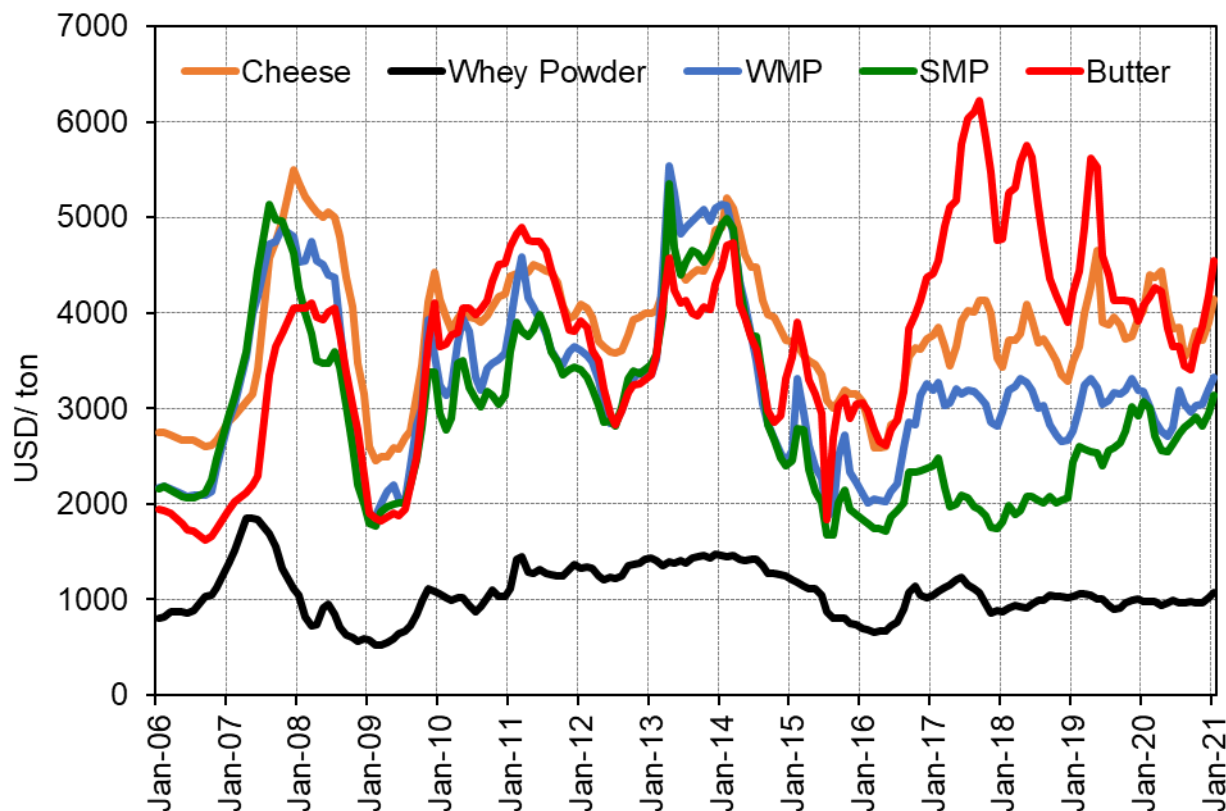
1	<b>Retail demand:</b> Panic-buying of products and home cooking	
2	<b>Food-service demand</b> drop	
3	<b>Supply chain disruptions</b> (e.g. farm inputs, container availability, etc.)	
4	<b>Building of stocks</b> in milk processing or food companies	
5	<b>Increased imports</b> , increased formal milk demand in developing countries	
6	China pig population recovery	
7	<b>Recession</b> , lower oil prices, lower income => lower milk demand growth	
8	<b>Policies</b> for supply reduction, stocks, stimulating the demand, etc.	
9	<b>Milk supply drops</b> due to lower milk prices	
10	<b>Others</b> to be identified	

-  Positive impact
-  Neutral impact
-  Negative impact

Size of symbol represents the level of impact

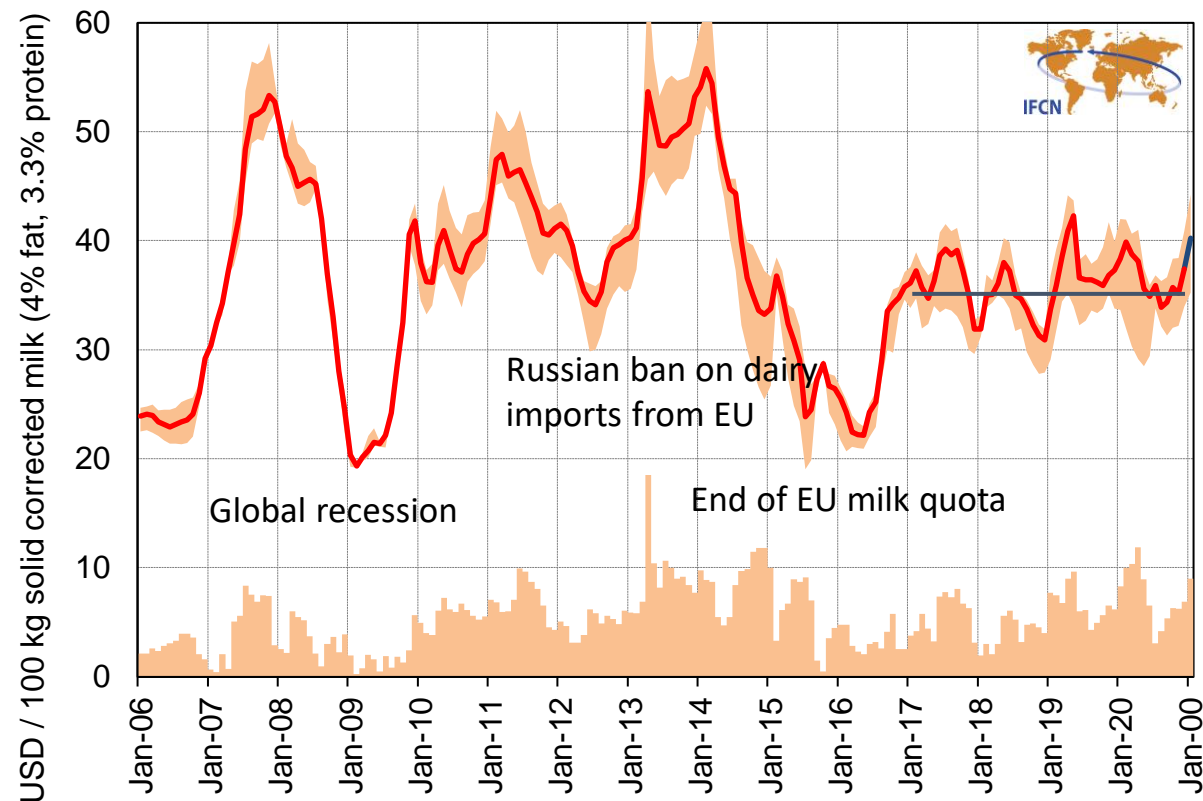
# Milk price in 2020 on average levels

## World Market Price\* for Dairy Products



\*SMP/WMP/Butter/Cheese: monthly weighted average of bi-weekly Oceania export prices;  
Whey Powder: monthly average of weekly German Whey powder prices

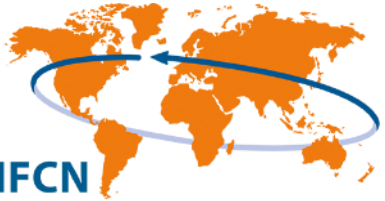
## IFCN Combined World Milk Price Indicator



\*Based on the dairy commodity prices of butter/SMP, cheese/whey and whole milk powder, futures on butter and SMP only.

Source: IFCN Monthly Newsletter

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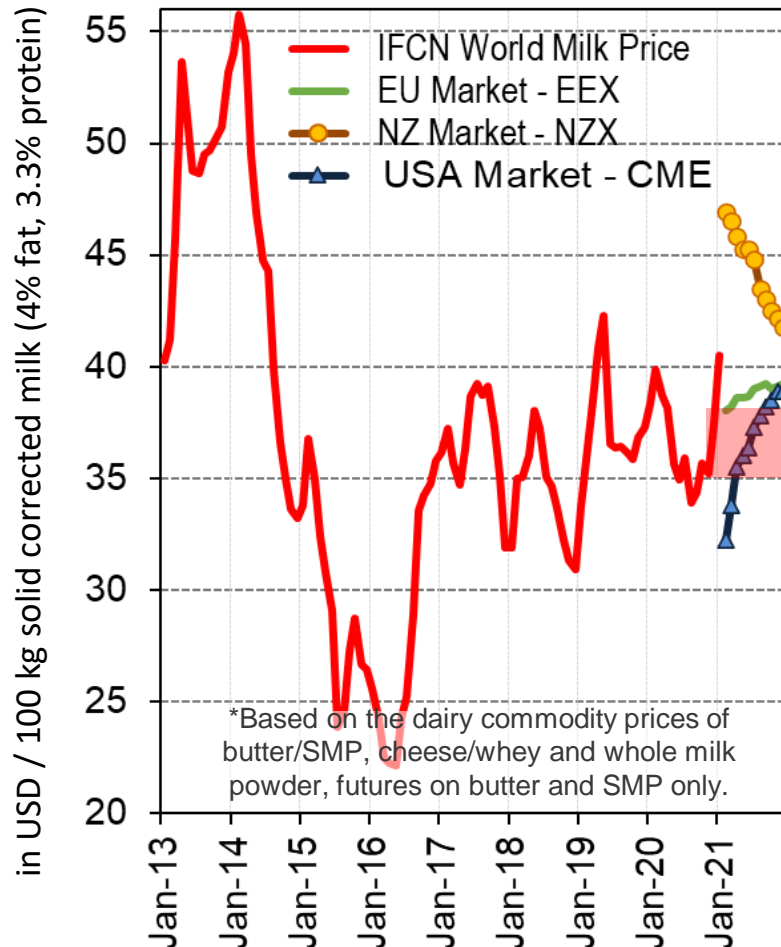


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# Dairy futures price developments

## Future markets 18/02/2021



### Different trend of future prices towards 40 USD

- Wide range of 32-47 USD but long-term aligned at 40 USD

### 2021 average price range between 35-38 USD or 29-32 EUR

- Based on forecasts from IFCN, Rabobank, Fonterra and Stone X

### Supply concerns and high dairy demand are the driving force of price developments at the moment

- High prices not likely to last until the end of the year
- High feed costs are putting pressure on margins and milk production

Source: IFCN Monthly World Milk Price Outlook Webinar

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# Challenges for dairy industry in 2021

## General

Climate and extreme/adverse weather conditions

Farm profitability and resilience + structural farm changes

Macro economic drivers – GDP, Exchange rate, Energy/oil prices

## New trends

Sustainable Development Goals

Environmental regulations and carbon

Animal welfare standards + dairy alternatives

## 2021

COVID-19 time – lockdowns, shipping costs, labour

High feed prices, low margins

Dairy demand strength – real impact of recession

# IFCN World Milk Price and Production Forecast

**Quarterly short-term outlook  
webinar exclusive for partners**  
Based on a monthly real-time data

Average world  
milk price in 2020

**USD 36.5**

vs.

Forecast range for 2020

**USD 35-38**

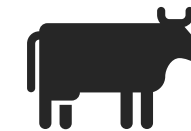
per 100 kg solid corrected milk  
(4% fat, 3.3% protein)

*Forecast done for Supporter Conference Sep. 2020*

You need forecast for next  
12 months?

**Contact IFCN!**

**IFCN forecast methodology is based on:**



Supply conditions for 92%  
of world milk supply



Farm knowledge  
in > 50 countries



Dairy trade  
and futures



Research partners  
>100 countries



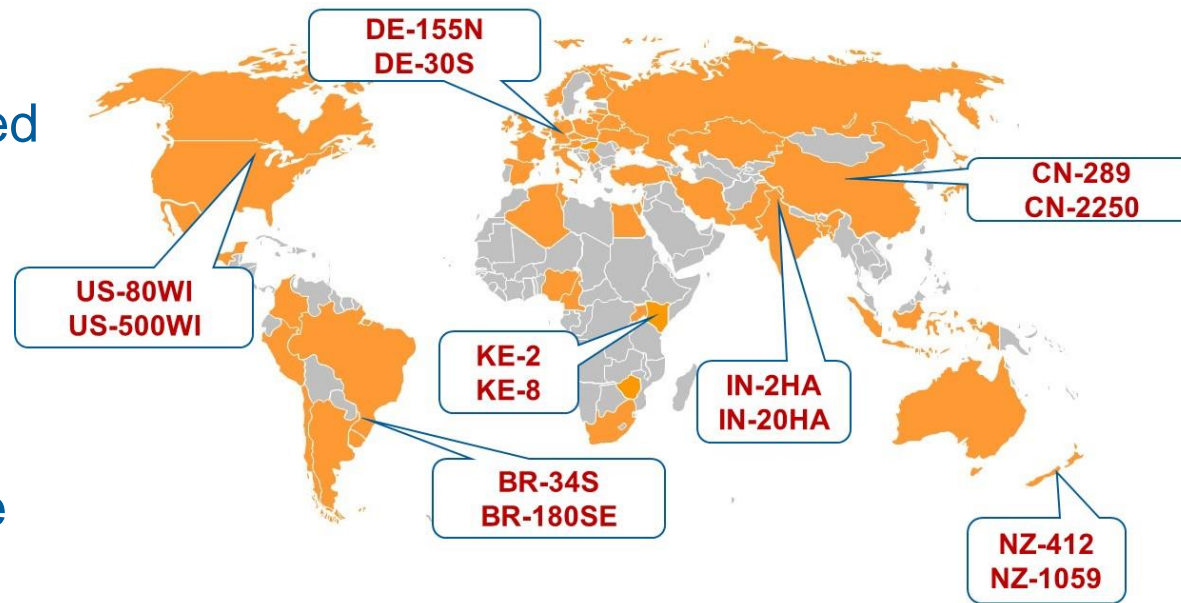
# Details on Farm Analysis

Over **170 typical farms** in **52 countries**

Typical farm types – average sized farm and large sized farm

Consistent farm analysis since 20 years

- Farm economics
- Different farming systems
- Various farm data (dairy breed, milking system, age at first calving, family vs hired labour, etc.)
- Cost of milk production
- Returns: milk price, subsidies and non-milk returns
- Sustainability, etc.



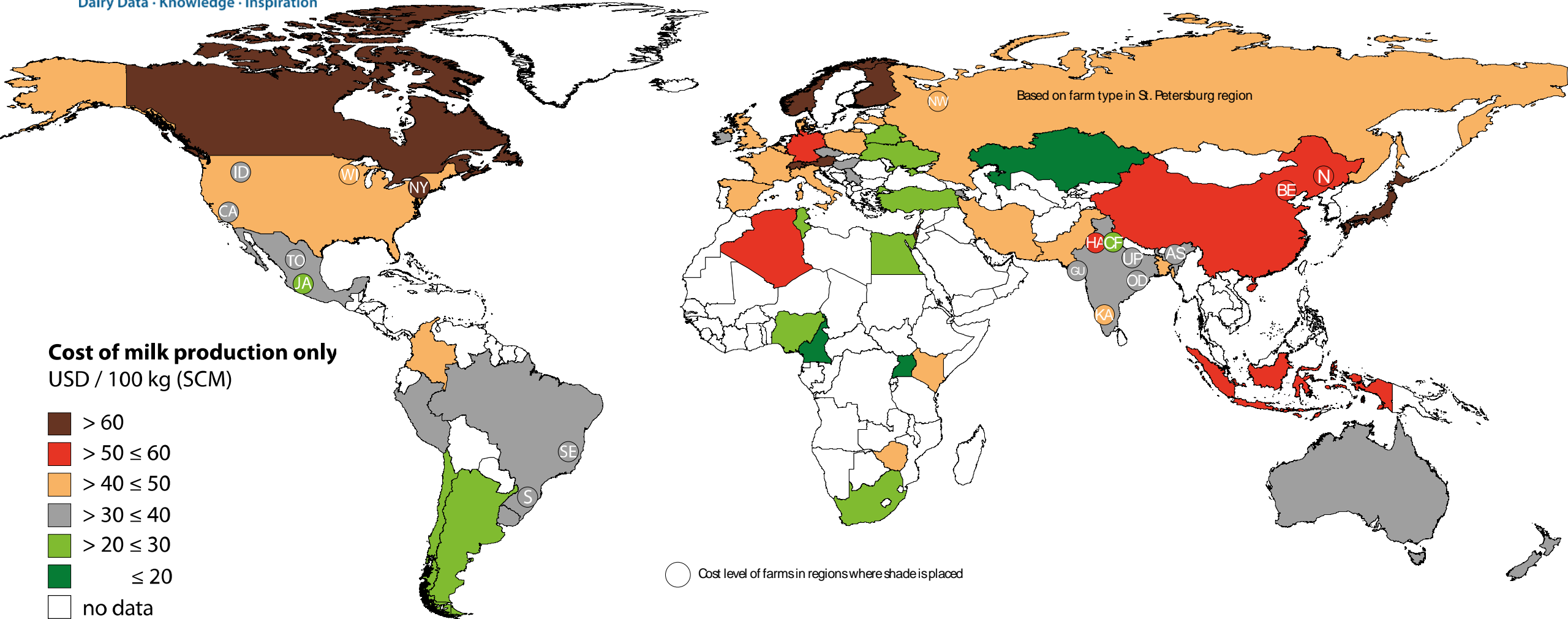
**Legend:**  Countries where IFCN Typical farms are analyzed

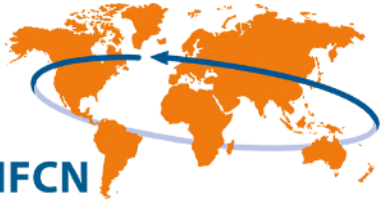
**DE-155N:** Typical German dairy farm with a herd size of 155 cows in the northern part of the country



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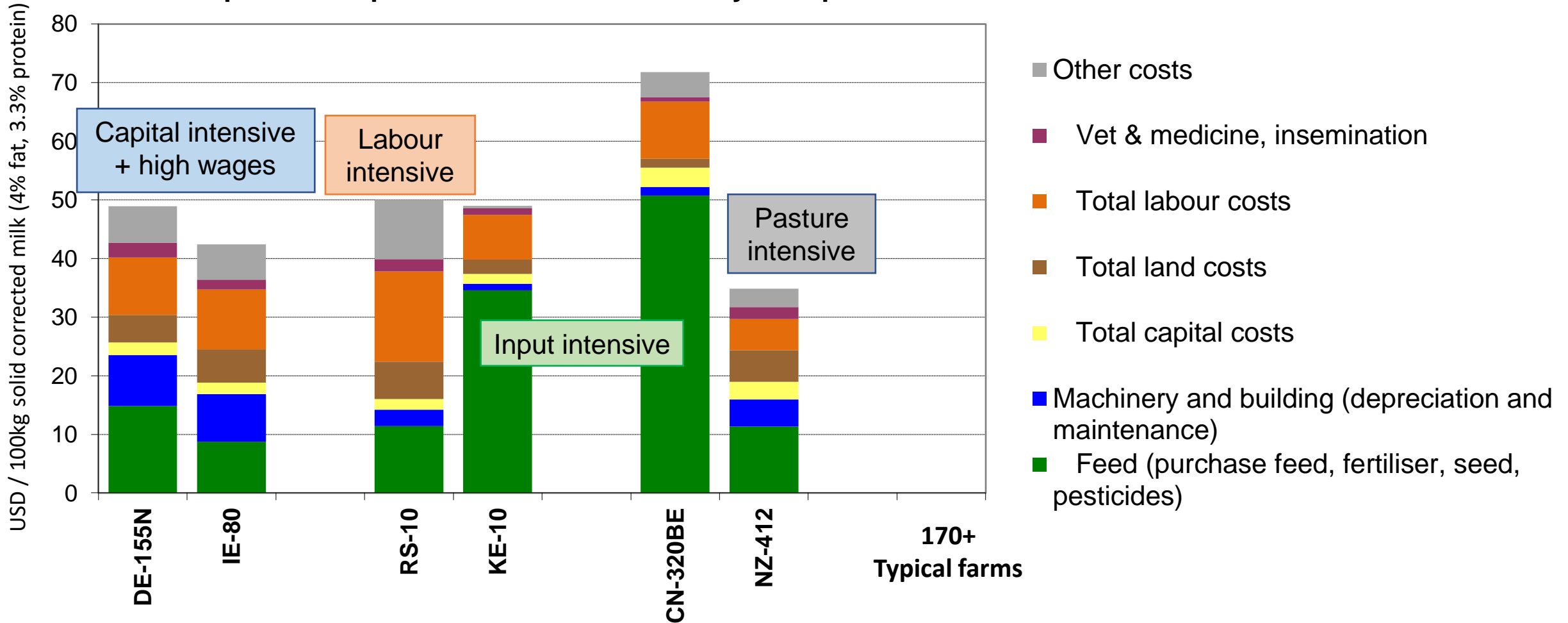
# Costs of milk production only





# Cost structure for milk production

Cost components of production costs of the dairy enterprise



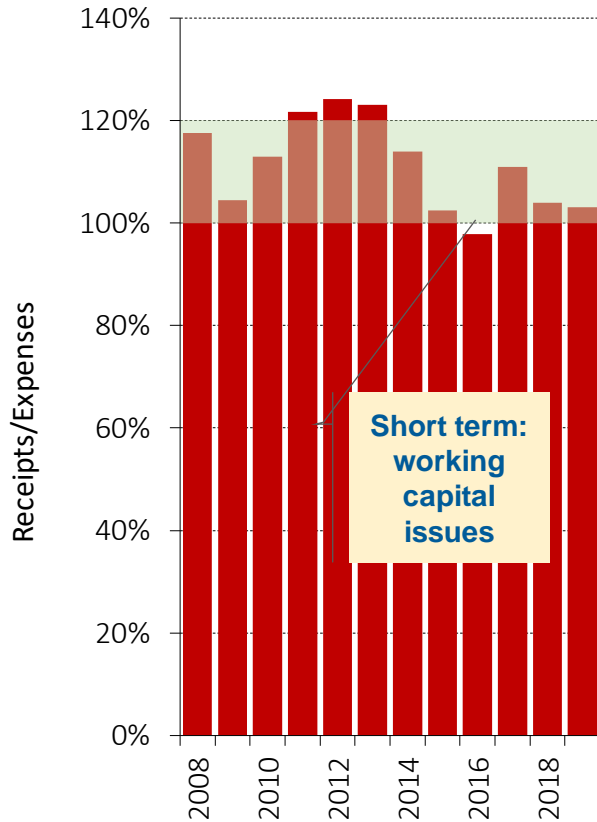


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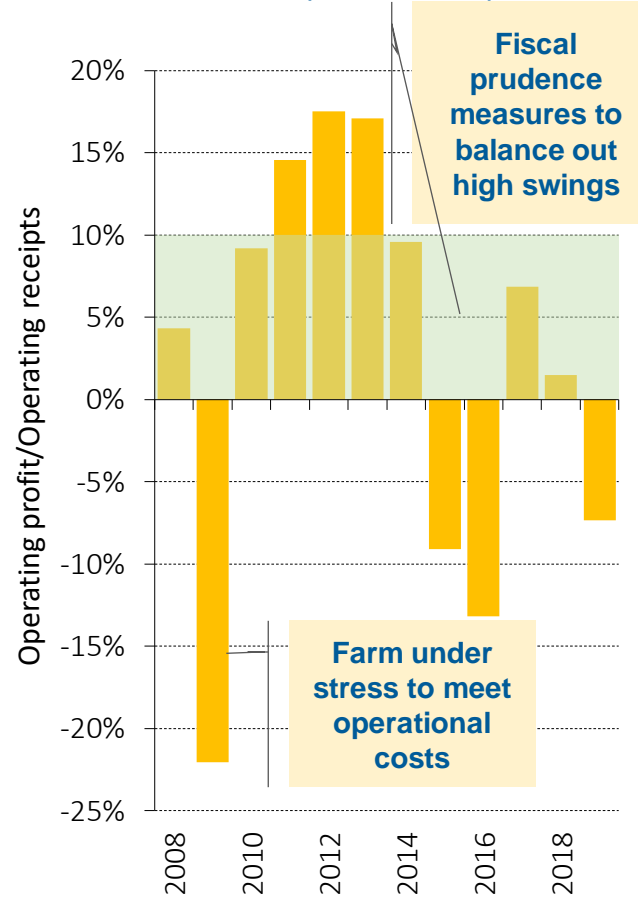
# Economic indicators of sustainable development

Financial resilience of DE-155N

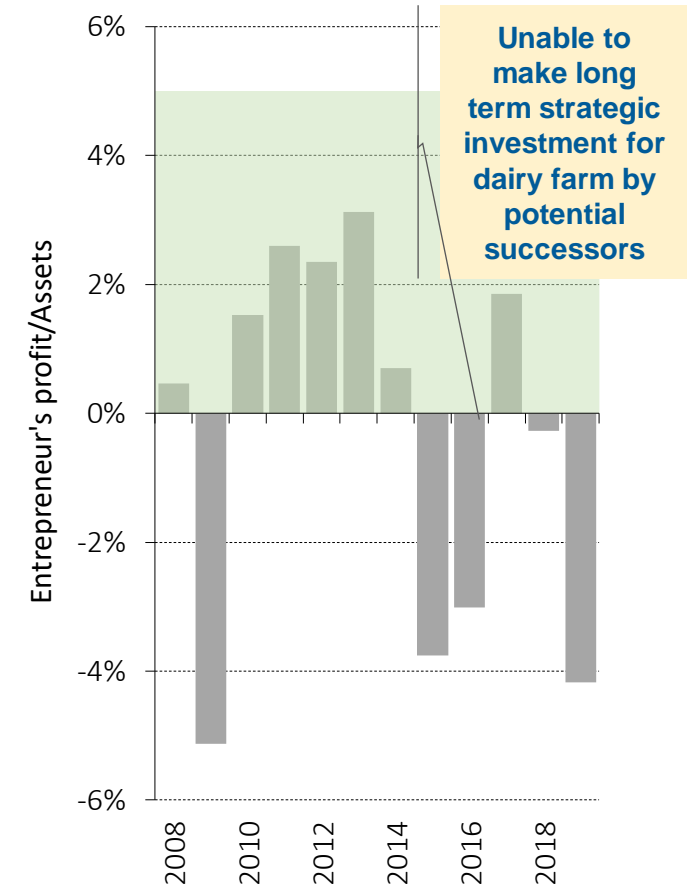
Financial Liquidity



Operational profit



Financial results



\*Refers to normal ranges for financial performance

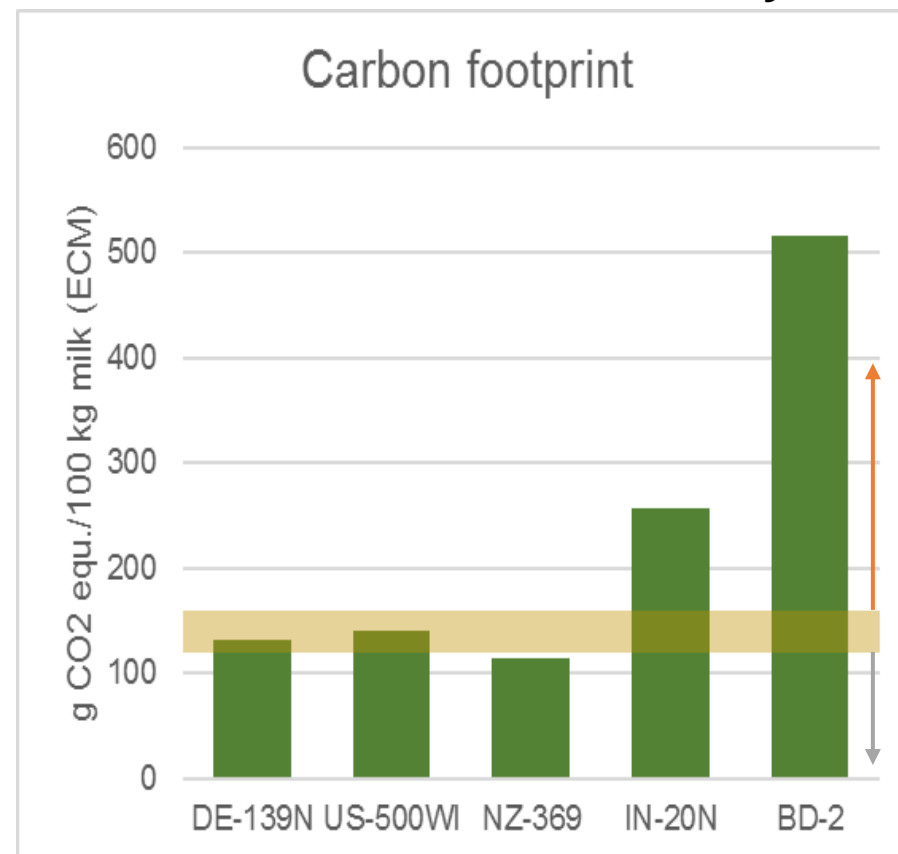
# IFCN is addressing sustainability issues

## Sustainability as big concern in the dairy sector

1. Economic sustainability  
e.g. farm income, profit
2. Environmental sustainability  
e.g. carbon footprint
3. Social sustainability  
e.g. farm labour income
4. Resilience  
-e.g. financial performance

Q: Is carbon credits a new revenue stream for the business?

## Environmental sustainability



**Indicator:** Greenhouse Gas Emissions calculated with a partial Life Cycle Assessment for milk production until the farm gate

# 3rd level of Market Intelligence

- **Consultancy for specific topics:**
  - Global market developments
  - Farming systems around the world
- **Projects**
  - **What if analysis** for farm input companies
  - Exploring **new markets** for milk processors
  - Research for **new product development**
- **Travels and guest presentations**  
(IDF, Green Week, Eurotier, AlltechOne, etc.)



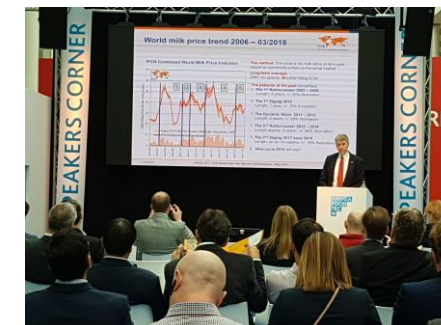
**Projects:** Defining farming systems in developing countries for leading dairy processors (South Asia, Latin America, Africa, etc.)



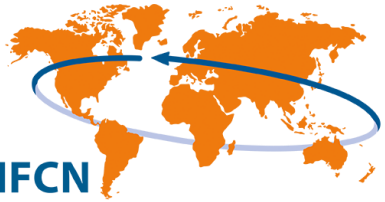
IFCN Regional Workshop  
India 2016



Market Intelligence Training  
Hamburg 2020



IFCN as guest presenters



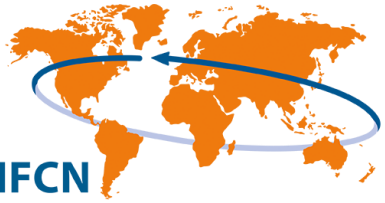
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# Q&A

Write your question in the  
Q&A tool on Zoom





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# IFCN Network and people

### Supporter Conference 2019



### IFCN team in Kiel



### Supporter Conference Think Tank



### Dairy Conference IFCN behind the scene



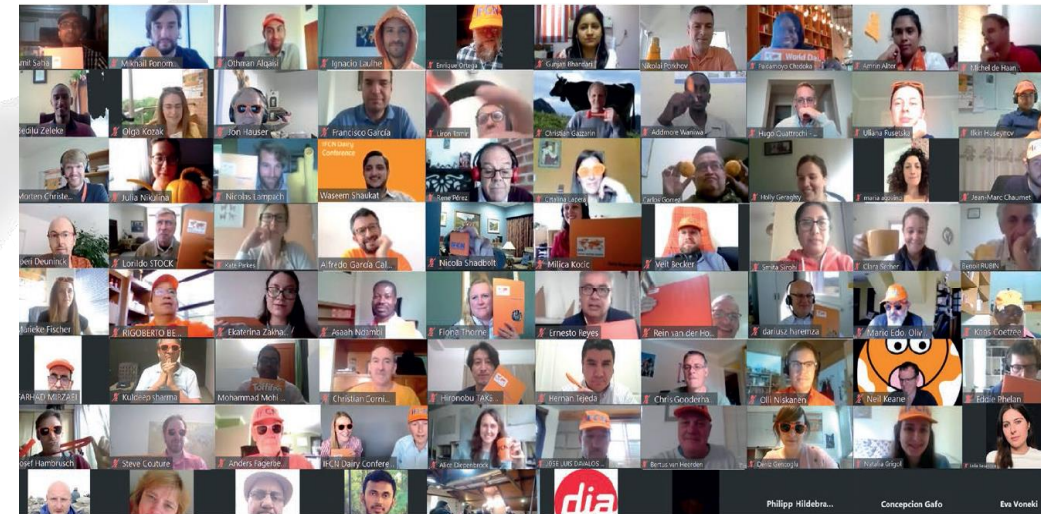
### Argentina Hub 2018



### Supporter Conference Farm visit



### Dairy Conference 2020 Online





# Market Intelligence Block 1: IFCN Membership & Value proposition

## Key member benefits:

1. The global holistic picture of the dairy world for better strategic decisions
2. Access to global comparable dairy data which saves data mining costs and leads to better decisions
3. Access to key people and companies driving the dairy sector forward to gain synergies

## Key member deliveries:

1. IFCN Dairy Report: 5 hard copies
2. IFCN Supporter Conference: One complimentary seat
3. E-mail hotline: Remarks for urgent questions
4. IFCN Newsletter: Updated monthly with the IFCN insights
5. IFCN Publications: Information on all IFCN Publications
6. Logo positioning: In the IFCN Dairy Report, etc.

## What is new?

7. IFCN Dairy Report: digital copy (pdf.) **(New)**
8. **IFCN database** on the country profiles in the dairy report **(New)**
9. IFCN World Milk Price Outlook Webinars **(New)**



The latest version of the IFCN Dairy Report contains

- 123 COUNTRY PROFILES
- 52 COUNTRIES IN FARM ANALYSIS
- 24 YEAR TIME SERIES



# Market Intelligence Block 2:

## Use IFCN data services

### Key benefits

1. Data quality: Comparability; Consistency; Accuracy; Completeness; Timeliness; Cost-efficiency
2. Better decisions based on better data
3. Superior competitiveness – win in your markets

### Data to support operational perspective

- IFCN Monthly Real Time Data - on production, prices and dairy farm economics ( 65 countries)
- IFCN Monthly Dairy Trade Data in milk equivalents

### Data for strategic perspective

- IFCN Annual Dairy Sector Data + Dairy Outlook 2050
- IFCN Annual Farm Structure Data + Outlook 2030
- IFCN Top Milk Processor Data
- IFCN Farm Economic Data



# Market Intelligence Block 3:

## Consultancy, Projects, Training, Workshops

- **Consultancy for specific topics:**
  - Global market developments
  - Farming systems around the world
- **Projects**
  - **What if analysis** for farm input companies
  - Exploring **new markets** for milk processors
  - Research for **new product development**
- **Travels and guest presentations**  
(IDF, Green Week, Eurotier, AlltechOne, etc.)



**Projects:** Defining farming systems in developing countries for leading dairy processors (South Asia, Latin America, Africa, etc.)

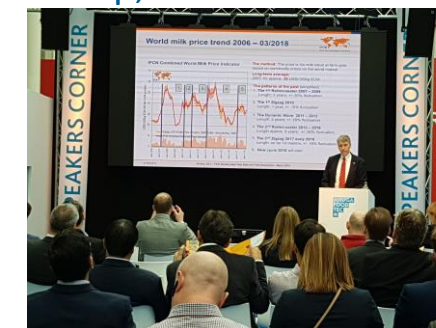


IFCN Regional Workshop 2016

IFCN Regional Workshop, India 2016



Market Intelligence Training  
Hamburg 2020



IFCN as guest presenters

# IFCN Dairy Market Intelligence

## Dairy Market Intelligence Block 1

### Supporter membership package

- Global holistic picture of the Dairy World for better strategic decisions
- Access to global comparable data
- Saving data mining costs
- The easiest way to cover your needs

## Dairy Market Intelligence Block 2

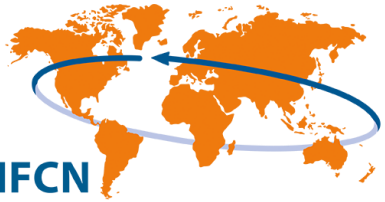
### Operational & Strategic Decisions

- Data to support operational perspective
- Data for strategic perspective
- Better decisions on better data
- Superior competitiveness-win your market

## Dairy Market Intelligence Block 3

### Consultancy and Projects

- Consultancy for specific topics
- Projects on specific topics
- IFCN Market Intelligence Training
- IFCN Company Workshops
- IFCN Guest speaker presentations



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# Q&A

Write your question in the  
Q&A tool on Zoom



# Questions to be answered

## Questions to be answered:

Milk production and consumption in China

Future of smallholder dairy farms and integration in the formal supply chain

Increasing feed price and impact on milk production and profitability

Number of dairy farms and structural changes

Digitalisation and new technologies on farms – which technologies and adaptation

## IFCN services:

Milk price and production outlook

Quarterly Outlook webinar

# Thank you for your attention



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