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IFCN Dairy Processor Report

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Benchmark your company against the 20 biggest dairy processors worldwide

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20 COMPANY PROFILES

24 PARAMETERS PER COMPANY

6 YEAR TIME FRAME

What will you find in this report?

Parameters and analysis:

- ✓ EBITDA margin
- ✓ Net profit margin
- ✓ Staff productivity
- ✓ Tax rate paid
- ✓ Free cash flow
- ✓ Capital expenditures over depreciation
- ✓ Net sales per kg milk processed
- ✓ Capital employed per kg milk
- ✓ Average staff salary
- ✓ Staff cost per unit of sales

Parameters covered in the *"Company Profiles Pages"* with timeframe of the variables 2014–2019

- ✓ Time series charts for 3 different categories
  - **Company size:** net sales, milk processed, employees
  - **Profit margins:** net profit margin, EBITDA margin, free cash flow (expressed per unit of sales)
  - **Ratios:** capital employed per kg processed milk, capital expenditures, staff cost per unit of sales
- ✓ Status of the company in 2019 and CAGR 2014–2019
  - **Net profit, total assets, owners liabilities, average staff salary & average productivity**
- ✓ Averages for 2014–2019 for people & profit
  - **Contribution to farmers, employees & consumers, net profit, contribution to owners**
- ✓ Reporting on planet methodology

Chapter 1 The Top 20 dairy processors list sorted by milk intake

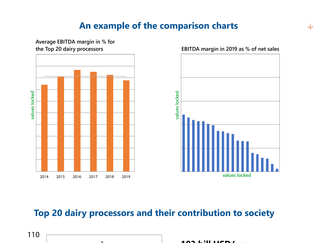
Chapter 2 Comparison of indicators for 2019 as well as a weighted average for the timeframe 2014-2019 summarising results on profitability and productivity of the Top 20 dairy processors. Observations have been included providing you further insights and analysis.

Chapter 3 Dairy processor fact sheets, prepared for 20 companies, representing 25% of the world milk production, with comparable information on:

- Key developments of specific indicators
- Indicators on People, Planet, Profit
- Contribution to stakeholders in the society
- Company size like milk processed
- Margins like EBITDA margin
- Ratios like labour cost intensity

Chapter 4 IFCN Definitions and Methods: This chapter is dedicated to explain the methodology and assumptions used for the IFCN analyses. Moreover, it describes special company cases to understand more clearly how IFCN arrived at specific results.

Headquarters locations of Top 20 milk processors in 2020



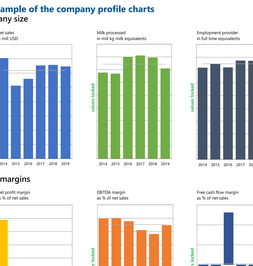
Top 20 dairies are processing 25% of the world's milk production or 42% of delivered milk worldwide

An example of the company parameters

Company Sales **value locked** bill USD (turnover/year)

People	Profit	Planet
Contribution to farmers **value locked** bill USD/year	Net profit **value locked** USD/100 kg milk	Sustainability or climate monitoring **value locked**
Contribution to employees **value locked** bill USD/year	Contribution to owners **value locked** bill USD/year (net profit)	CO_2 target **value locked**
Contribution to consumers **value locked** bill kg per year	Tax rate paid **value locked** as % of profit before tax	Decision and timing on carbon neutrality **value locked**

An example of the comparison charts



Top 20 dairy processors and their contribution to society

Why is it important?

The Top 20 dairy processors are responsible for some 40% of the global raw milk pool that is being processed in factories. Using a weighted average for raw milk processed, you receive an excellent proxy for the entire global dairy processing industry.

- All the world's Dairy Processing Companies will use this report to benchmark themselves against any of the Top 20 companies.
- Policymakers will use this report to understand the dairy processing industry's economic relevance, its contribution to feeding the world, and its unique value in giving farmers and staff a livelihood.
- The report also provides a state-of-the-art overview of the dairy processor's progress and stated ambitions to reduce its environmental footprint. NGO's can use this report's facts as a basis for their analyses, planning and communication.

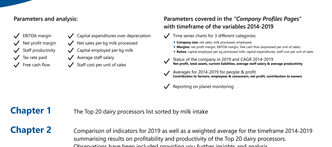
How would you use a benchmark of your company against the 20 biggest dairy processors worldwide?

IFCN has created the world's first dairy processor report: a fact list that makes your company comparable with a focus on our planet, people and profits! Instead of repeating opinions, we provide thought-leaders and people of action like you with insights and analysis about:

- The world's Top 20 dairy processors performance related to People, Planet and Profit parameters.
- 15 parameters on the Profit dimension include the companies' profitability (EBITDA margin, net profit) as an indicator of the company's contribution to their respective owners.
- We cover the People dimensions with 6 measures like employment offered and salaries and pension contributions paid.
- On the Planet side, the serious companies' plans on reducing their greenhouse gas emissions are listed and compared. For this we use three parameters.

An example of the company profile charts

Company size



Profit margins

Ratios

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Would you like to unlock all values and benchmark your company against the 20 biggest dairy processors worldwide?

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Contact Us

For further information about the **IFCN Dairy Processor Report** or the **IFCN Dairy Research Network**, please contact us using the contact data provided below:

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