

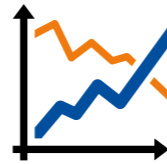


The new IFCN Dairy Outlook

Combining the best available **knowledge** and providing you with **insights** of what is driving the dairy world.

We see:

- Volatility and price shocks, uncertainty and complexity
- Squeezed farm economics and
- New requirements from environmental regulations



Forecasting helps your company anticipate change, mitigate risk and find the best ways to achieve your business goals, including future sales, sourcing and pricing strategies.

IFCN has developed a new monthly dairy market outlook



The outlook at a glance:

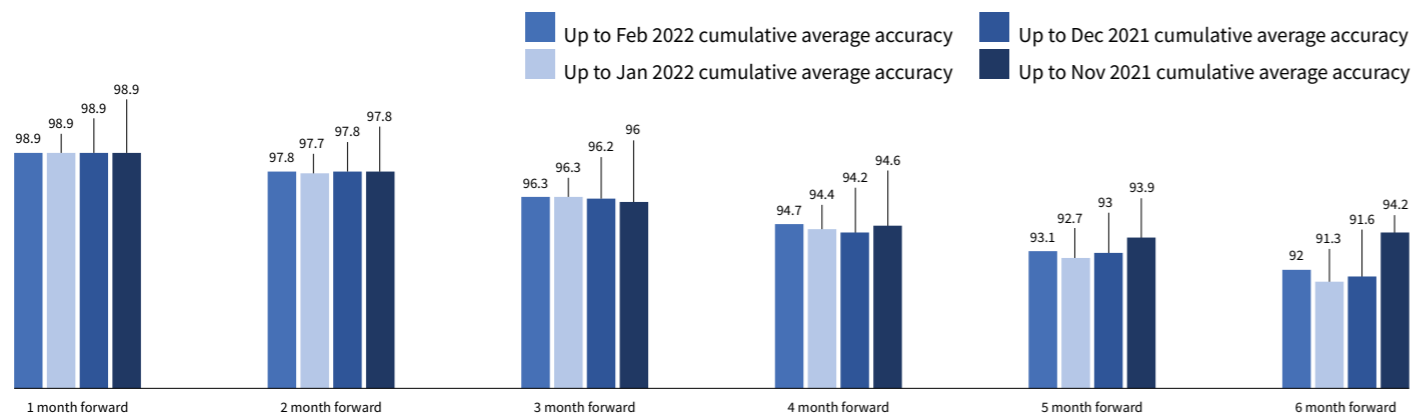
- Up to **12-months forecasts** for farm-gate milk prices, feed prices, farm margins and raw milk pool sizes.
- For **65 countries**, accounting for **92%** of global milk production.

With IFCN, quality is guaranteed

- ✓ The accuracy of our forecast reaches up to **98.6%**
- ✓ We continuously reduce the remaining inaccuracies by updating our modeling algorithms.



Forecast accuracy* of the farm-gate milk price in %



*calculated based on the absolute discrepancy of the predicted farm-gate milk price in any given month vs the actual reported farm-gate milk price.

How do our customers use the product?



Milk processors

...to guide and re-fine their product pricing strategies based on accurate estimates of the raw milk pool and farm-gate milk price.



Barn equipment and farm machinery manufacturers

...as a source for forecasting their own sales by correlating the ratio of milk:feed prices or margins with their own sales numbers.

	Milk Processing	Trading	Retailing	Farm input	Others (e.g. banking, policy)
Guidance for product pricing strategies	✓	✓	✓		
Definition of purchasing tactics	✓	✓	✓		
Planning of capacity in plants	✓				
Definition of marketing strategies		✓	✓	✓	✓
Forecasting of own sales numbers		✓		✓	
Understanding market developments and identifying trade developments		✓	✓		
Financial risk analysis at the farm level	✓	✓	✓		✓
Opportunity or risk profile of capital (goods) markets	✓	✓	✓	✓	✓
Exploration of potential new markets - identify potential market size	✓	✓	✓	✓	
Deciding on investments in new markets (plants, farms, etc.)	✓	✓	✓	✓	✓

“In today’s rapidly changing world, what is considered ‘normal’ today may not be true in the future - the better the forecasts, the more successful your business planning.”

Contact me for a personal presentation of the product.

Your Contact



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