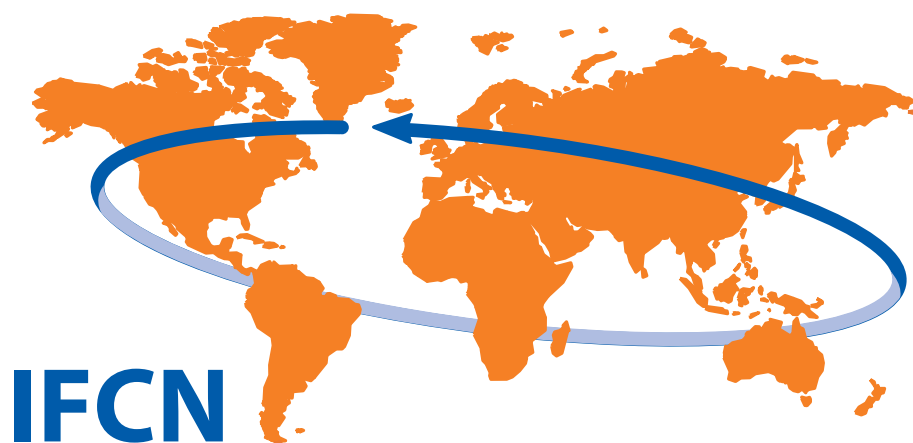


# DATA SERVICES AND PRODUCT LIST 2024



**Dairy Data • Knowledge • Inspiration**



## **The Dairy Research Network**

**Helping people in the dairy world to make better decisions**

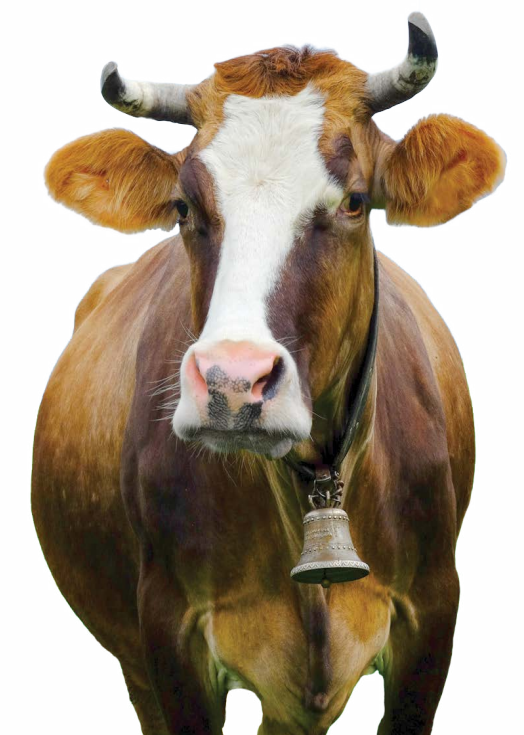


IFCN Identity, Mission & Values

### About IFCN

The IFCN is a global network for Dairy Economic Research and Consultancy in the supply chain. As a leading knowledge and service provider the IFCN focuses on milk production, milk prices and other dairy related topics. Its economic models and standardisation methods ensure comparability between countries and provide a global picture with regional insights. Recognizing the complex nature and the rapid pace of change in the dairy world, IFCN is guided by the mission:

*“We help people in the dairy world with dairy data, knowledge and inspiration to make better decisions”*



### Core Competence

The IFCN consists of two networks, dairy researchers and companies from the dairy chain. IFCN's core competence lies in connecting the various actors and creating a platform of knowledge and discussion about dairy economic topics. In over 20 years, we have been able to create trust among all stakeholders and, together with the analysis team in Germany, developed an ongoing system for knowledge creation.

### Core Values

**Trust and confidence** are the keys to an operational network and the exchange of information. The IFCN is **independent** of third parties and a politically neutral provider of knowledge. **Truth and transparency** mean for the IFCN that we describe realities and give advice without hidden agendas. The IFCN and all of its partners commit not to be involved in discussions or activities that may violate applicable competition law.



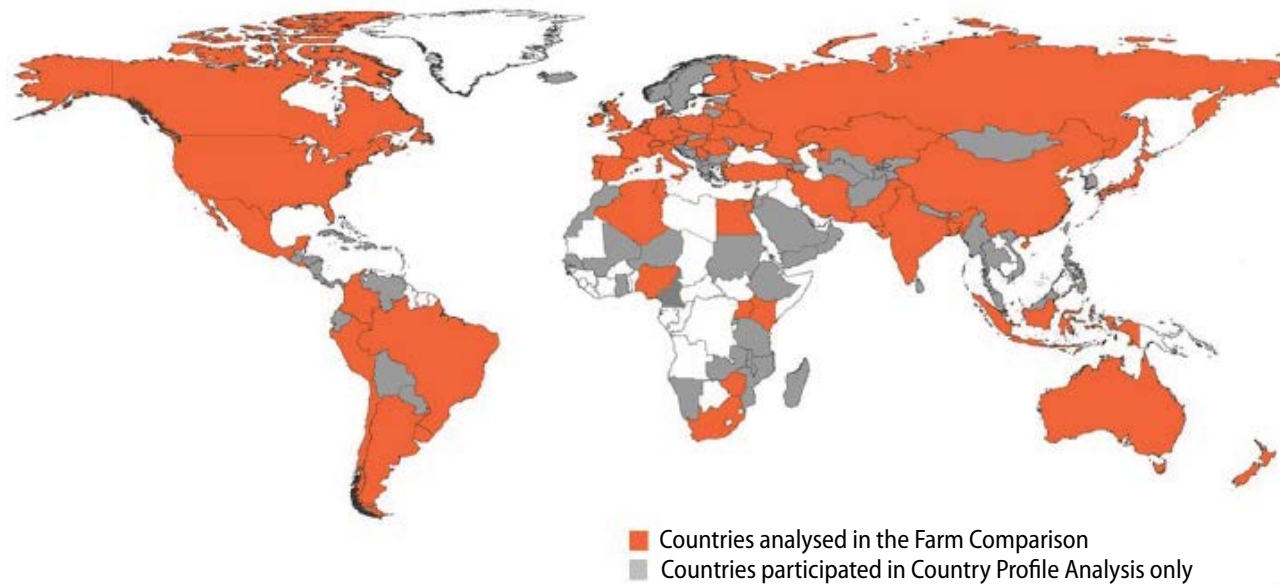
IFCN is a global dairy research network. By addressing challenges in the dairy world, IFCN contributes to a more resilient and more sustainable future for all of us. The knowledge is created via a network of dairy researchers from over 90 countries. The data and knowledge are managed by the IFCN Dairy Research Center staff. The IFCN Economic Models and standards ensure comparability between countries and provide a global picture.

>110  
dairy experts  
globally

>125  
countries with  
macro level data

>175  
typical farm types  
in 52 countries

>1000  
registrations for  
virtual conference



#### Research partners / participating organisations

These research partners provide information about their countries in 2022 and use the IFCN knowledge and data for their research, teaching and farm advisory work:

Afghanistan	Albania	Algeria	Argentina	Armenia	Austria	Austria	Bangladesh	Belarus	Belgium
Bhutan	Bolivia	Bosnia and Herzegovina	Brazil	Brazil	Bulgaria	Cameroon	Canada	Chile	China
China	China	Colombia	Costa Rica	Czech Republic	Denmark	Ecuador	Egypt	Ethiopia	Finland
France	Gambia	Georgia	Germany	Guatemala	Greece	Honduras	Hungary	Iceland	India
India	India	Indonesia	Iran	Iran	Ireland	Israel	Italy	Japan	Jordan
Ghana	Kyrgyzstan	Kazakhstan	Kenya	Kosovo	Latvia	Lebanon	Lithuania	Luxembourg	Malawi
Malaysia	Mali	Mexico	Mexico	Moldova	Morocco	Nepal	New Zealand	Nicaragua	Nigeria
Niger	Madagascar	North Macedonia	Oman	Pakistan	Panama	Paraguay	Peru	Philippines	Poland
Portugal	Romania	Russian Federation	Russian Federation	Rwanda	Senegal	Serbia	Slovenia	South Africa	South Korea
Spain	Sri Lanka	Sudan	Switzerland	Taiwan	Tanzania	Thailand	Tunisia	Turkey	The Netherlands
Uganda	Ukraine	USA	USA	USA	USA	United Kingdom	Uruguay	Venezuela	Vietnam
Yemen	Zambia	Zimbabwe							

## IFCN helps its partner companies to improve their market intelligence and make better decisions

By partnering with IFCN, you gain visibility and connect your company to the world's largest and highly respected dairy research network and consultancy.

### Milk Processing



### Milking & Barn Equipment



### Farm Machinery



### Agriculture Technology



### Milk Packing & Testing



### Dairy Farming Companies



### Feed & Feed Additives



### Health & Hygiene



### Genetics for Animals & Plants



### Financial Insitutions



### Consulting & others







# IFCN Identity, Mission & Values 1

# IFCN Partnership Packages 8-13

## Partnership Packages

- IFCN Supporter Partnership Packages & IFCN Data Services
- IFCN Market Intelligence Services – a three phase approach
- P5 - IFCN Ultimate & Basic Partnerships
- New IFCN Partners in 2023

# IFCN Dairy Data 15-23

## Dairy Sector

- D3.2 - IFCN Annual Dairy Sector Data - with IFCN Long-term Dairy Outlook
- D3.4.0 - IFCN Monthly Real Time Data
- D3.4.1 - IFCN Monthly Real Time Farm Economics Data
- D3.4.2 - IFCN Dairy World in 10 minutes - Latin American focus
- D3.5 - IFCN Short-term Dairy Outlook
- D3.7 - IFCN Annual Farm Structure Data
- D3.8 - IFCN Top Milk Processor Data
- D3.9 - IFCN Monthly Dairy Trade Data

## Farm Comparison

- D5.1 - IFCN Farm Economic Data & Farm Feeding System Data

# IFCN Knowledge 25-29

## Reports

- K1.2 - IFCN Dairy Report, hard copy
- K1.3 - IFCN Dairy Report, PDF version
- K1.5 - IFCN Dairy Processor Report, PDF version

## IFCN Knowledge Services

- K4.1 - IFCN Presentation
- K4.2 - IFCN Company Workshop
- K4.5 - IFCN World Milk Price Update Webinar
- K4.6 - IFCN Dairy Outlook Workshop

# IFCN Inspiration 32-41

## Networking and Conferences

- I1.6 - IFCN Supporter Conference
- I2.5 - Hosting and Sponsorship of IFCN Events
- I1.10 - IFCN Forum / Emerging Dairy Regions
- I1.8 - IFCN Market Intelligence Workshop
- I1.11 - IFCN Scenario Building Workshop
- I1.9 - IFCN Market Intelligence Workshop

## Research and Consulting Projects

- I3.1 - IFCN Reserach and Consulting Projects Examples

# Price list & Terms and Conditions 42-43





## PARTNERSHIP PACKAGES



**The Dairy Research Network**  
Helping people in the dairy world to make better decisions



P IFCN Supporter Partnership Packages



Today, the dairy world serves over 7 billion consumers and provides livelihood for about **1 billion** people who live on dairy farms. The key challenges for dairy stakeholders lie in the **complexity of the sector and the high rate of change** in a globalized world. More than **130 dairy related companies** are collaborating with IFCN, a **global dairy research network** that helps customers to improve decision-making. Globally comparable economic data for dairy products and forecasts have been used for over 20 years to better understand the dairy world.

PARTNERSHIP BENEFITS		DATA BENEFITS		
<ul style="list-style-type: none"><li>Global holistic picture of the dairy world</li><li>Networking with your peers &amp; companies</li><li>Learning and capacity building</li></ul>		<ul style="list-style-type: none"><li>World class dairy business intelligence</li><li>Better decisions based on better analysis</li><li>Better data: comparable, global &amp; real time</li></ul>		
IFCN Partnership Packages   Your benefit		Basic	Premium	Ultimate*
<b>IFCN Dairy Report, hard copies and as pdf file</b> Coverage of 125 countries key dairy economic indicators in Excel database		✓	✓	✓
<b>IFCN Monthly Webinar &amp; Newsletter</b> The latest sector news at your finger tips including presentations and recordings		✓	✓	✓
<b>Logo positioning &amp; IFCN Hotline</b> Be visible on the IFCN Publications and Website; Remarks for urgent questions		✓	✓	✓
<b>IFCN Supporter Conference</b> Be part of the annual conference and receive the content presentations		One invitation	Two invitations	Three invitations
<b>IFCN Workshop &amp; other events</b> Be part of the Data Analysis Workshop and other insightful events**		—	✓	✓
<b>Access to IFCN Data Services</b> Access to the Standard IFCN Data Delivery Package (.xlsx or .csv formats)***		Data service purchase possible	Access to 1 or more selected data services from the table on page 10	Access to all data services marked as „free“ in the table on page 10



\*IFCN reserves the right to adjust the final partnership package and to define usage rights for the legal entities based on the IFCN terms and conditions.  
\*\*Besides the Data Analysis Workshop which is free of charge for all partners, some events are paid and Premium and Ultimate partners are getting a discount for those events.  
\*\*\*More information about the Standard IFCN Data Delivery Packages is provided on page 10.



IFCN Market Intelligence Services – a three phase approach

Over 20 years **IFCN** has strived to create a better understanding of the dairy world and has stood by its values of trust, truth and independence. The current fast-changing and complex dairy world makes market intelligence vital for your organisation’s success. **IFCN** provides three blocks of dairy market intelligence (MI) services.

Market Intelligence Block 1

Be IFCN Partner – Basic level

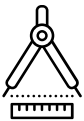
The first level of market intelligence aims to focus on the industry via a holistic view. The goal is to provide support to IFCN Basic level partners with globally comparable data to make better strategic decisions and save data mining costs. Networking with the key people from agri-business companies to gain synergies is the essential value of this block.



Market Intelligence Block 2

Use IFCN Dairy Data services

IFCN Dairy Data and analysis drive today’s and tomorrow’s success. Professionalize your company’s data management with highly precise IFCN Data. IFCN Data is reliable and comparable, saves company resources for data collection and is a broad basis for deep strategic analysis in your business. The key strengths of IFCN Data are →



Accuracy



Completeness



Timeliness

Market Intelligence Block 3

Consultancy, Projects, Company workshop

The third block offers customized and applicable consultancy to your company’s specific needs. These solutions are based on state-of-the-art knowledge and experience.

The MI Maturity model: An organization’s MI competence typically comes in stages

	Informal MI	Basic MI	Intermediate MI	Advanced MI	World Class MI
Main role	Fire fighting	Fire fighting and some pre-planned assignments	Delivering refined output; coordinating the MI-cycle	As defined in 3. with advanced analysis and tools used	Sophisticated broad view of current and likely future business environment
Key feature	MI-staff person appointed	First MI-plan executed	MI recognized as valuable for business continuity	MI becomes part of strategy design	





P IFCN Partnership Package		Basic	Premium	Ultimate*
P5	IFCN Supporter Partnership Dairy Report, Supporter Conference, Newsletter, Hotline, Logo positioning and World Milk Price Update Webinar	7,000	10,000+	31,000

D IFCN Dairy Data				
D3	Dairy Sector			
D3.2	IFCN Annual Dairy Sector - with IFCN Long-term Dairy Outlook - ENHANCED	16,000	16,000	Free
D3.4.0	IFCN Monthly Real Time Data - on production, prices and milk feed price ratio - ENHANCED	8,000	8,000	Free
D3.4.1	IFCN Monthly Real Time Farm Economics - available extension to D3.4.0 - ENHANCED	2,000	2,000	Free
D3.4.2	IFCN Dairy World in 10 minutes - Latin American focus*****	on request	on request	on request
D3.5	IFCN Short-term Dairy Outlook*****	on request	on request	on request
D3.7	IFCN Annual Farm Structure Data - with time series and forecast*** - ENHANCED	12,000	12,000	Free
D3.8	IFCN Top Milk Processor Data	4,000	4,000	Free
D3.9	IFCN Monthly Dairy Trade Data	8,000	8,000	Free
D5	Farm Comparison			
D5.1	IFCN Farm Economic Data - with time series & Farm Feeding System Data	10,000	10,000	Free

K IFCN Knowledge				
K1	Reports			
K1.2	IFCN Dairy Report - hard copy****	Free	Free	Free
K1.3	IFCN Dairy Report - PDF version	Free	Free	Free
K1.5	IFCN Dairy Processor Report - PDF version*****	4,400	4,400	4,400
K4	IFCN Presentations and Workshops			
K4.1	IFCN Presentation	On request	On request	On request
K4.2	IFCN Company Workshop**	On request	On request	On request
K4.5	IFCN World Milk Price Update Webinar	Free	Free	Free
K4.6	IFCN Dairy Outlook Workshop - NEW	On request	On request	On request

I IFCN Inspiration				
I1	Networking and Conferences			
I1.6	IFCN Supporter Conference**	1 invitation	2 invitations	3 invitations
I1.8	IFCN Workshops**	On request	On request	On request
I1.9	IFCN Market Intelligence Workshop*****	On request	On request	On request
I1.10	IFCN Emerging Dairy Regions Forum**	Free	Free	Free
I1.11	IFCN Scenario Building Workshop	On request	On request	On request
I2	Hosting and Sponsorship of IFCN Events			
I2.5	IFCN Hosting and Sponsor Package for IFCN Events	3,000 - 40,000		
I3	Research and Consulting Projects			
I3.1	IFCN Research and Consulting - on specific topics	On request	On request	On request

Status: July 29, 2023

You are purchasing annual using rights of IFCN Data Services and Products.

All content is exclusively intended for confidential and internal use by IFCN partners. The using right of this data product is only valid during the calendar year of purchase. All prices are in Euro excluding VAT or other taxes (if applicable).

\*IFCN reserves the right to adjust the final partnership package and to define usage rights for the legal entities based on the IFCN terms and conditions.

\*\*We are considering to change the format of the conference from only live participation to hybrid event with selected hours of online streaming.

\*\*\*Product can be bought as an extension to the IFCN Annual Dairy Sector Data D3.2 with a 75% discount (price in EUR - 3,000).

\*\*\*\*The shipping of IFCN Dairy Reports incurs additional costs. Additional copies cost 200 EUR.

\*\*\*\*\*Additional IFCN services which are not included in any partnership package and requiring the indicated fee.



Dairy market and sector related data sets are available on your finger tips to make better decisions. IFCN provides globally comparable data, outstanding knowledge and inspiration. With our core competencies in the fields of milk production, dairy sustainability and related economic topics, we professionalize further Ultimate level partners' market intelligence process and project. All Ultimate partners use the knowledge to solve challenges in the dairy world more efficiently. IFCN monthly and annual data sets are used to create operational and strategic market insights. IFCN has innovative ways to share the knowledge with their partners and with the dairy world as a whole. Access to the IFCN Events become more easy and three different team members can enjoy the networking spirit.

MAIN BENEFITS OF THE PRODUCT



- The **global holistic picture of the dairy world** with facts for better operational and strategic decisions
- **Access to global comparable** dairy outlook which saves data mining costs and leads to better
- **Access to key people** and companies driving the dairy sector forward to gain synergies with three people at the IFCN Supporter Conference

KEY SERVICES & DELIVERIES

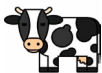


1. **IFCN Dairy Report:** 5 hard copies and a digital copy in pdf format
2. **IFCN Global Dairy Sector Database** on the key variables of country profile data
3. **IFCN Presentations** after each conference, PDF copy
4. **IFCN Newsletter:** Monthly updates with IFCN insights (video format)
5. **Logo positioning:** In the Dairy Report, the World Dairy Map and in digital materials
6. **E-mail hotline:** Remarks and first suggestions for urgent questions
7. **IFCN Supporter Conference:** Three exclusive invitations
8. **IFCN World Milk Price Update Webinar**
9. **IFCN Publications:** Information and access to all IFCN publications
10. **IFCN Standard Data Package:** Access to all data services marked as free on page 10

TECHNICAL DETAILS

- **Format:** Reports in PDF & recorded audio file, event participation, data in .xlsx or .csv format
- **Delivery:** monthly and annual data, reports & monthly webinars via IFCN Portal, event participation
- **Coverage:** 125 countries included in the analysis
- **Content:** Global dairy economics related topics
- **Price:** 31,000 EUR / year

Find more details:



dairyreport.online/partnership





IFCN helps people in the dairy world to make better decisions. IFCN provides globally comparable data, outstanding knowledge and inspiration. With our core competencies in the fields of milk production, milk prices and related economic topics, we bring market intelligence, data, knowledge and inspiration to all members in the network. More than 130 dairy related companies and organisations support the IFCN Dairy Research Network and use the knowledge to solve challenges in the dairy world more efficiently. IFCN has innovative ways to share the knowledge with their partners and with the dairy world as a whole. IFCN Events provide opportunities to network with your peers and companies in the supply chain.

### MAIN BENEFITS OF THE PRODUCT



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

### KEY SERVICES & DELIVERIES



1. **IFCN Dairy Report:** 5 hard copies and a digital copy in pdf format
2. **IFCN Global Dairy Sector Database** on the key variables of country profile data
3. **IFCN Presentations** after each conference, PDF copy
4. **IFCN Newsletter:** Monthly updates with IFCN insights (video format)
5. **Logo positioning:** In the Dairy Report, the World Dairy Map and in digital materials
6. **E-mail hotline:** Remarks and first suggestions for urgent questions
7. **IFCN Supporter Conference:** One exclusive invitation
8. **IFCN World Milk Price Update Webinar**
9. **IFCN Publications:** Information and access to all IFCN publications

### TECHNICAL DETAILS

- **Format:** Reports in PDF & recorded audio file, event participation, data in .xlsx or .csv format
- **Delivery:** Annual data, reports & monthly webinars via IFCN Portal, event participation
- **Coverage:** 125 countries included in the analysis
- **Content:** Global dairy economics related topics
- **Price:** 7,000 EUR / year

**Find more details:**



[dairyreport.online/partnership](https://dairyreport.online/partnership)

## We are happy to welcome new companies and institutions to the IFCN Network 2023!

### Agribusiness companies:

**Aurora**  
DAIRIES

**UNIVET**  
LTD

**de heus**

**Biotech**

**Holm & Laue**

**MooMe**

**NOVUS**

### Institutional Partners:



**More than 130 dairy related companies use the data and knowledge as exclusive members of the IFCN network for their strategic planning.**

**Find more details:**



[linkedin.com/company/ifcn](https://linkedin.com/company/ifcn)



[ifcndairy.org/dairyreport.online](https://ifcndairy.org/dairyreport.online)





# IFCN DAIRY DATA



**The Dairy Research Network**  
Helping people in the dairy world to make better decisions

## D3.2 IFCN Annual Dairy Sector Data with Long-term Dairy Outlook



**D3.2 provides the dairy outlook until 2050.** This comprehensive data product supports long-term strategic business decisions with comparable data at country level. It contains: timeline data since 1996, regional data and the IFCN Long-term Dairy Outlook until 2050. Standardised and quality-checked country and regional data increase efficiency in business development **by shortening the time for data mining.**

### MAIN BENEFITS OF THE PRODUCT



- Get a **holistic picture** of the dairy sector and share the results with colleagues
- Increase business analysis efficiency with **timely and accurate value chain data**
- Save time and focus on business planning with **up-to-date Outlook Data**

### TECHNICAL DETAILS

- **Format:** Excel, CSV & PDF files
- **Delivery:** in March
- **Coverage:** +200 countries, about 99% of world milk supply
- **Data period:** 1996 - current year and forecast until 2050 for core variables
- **Price:** 16,000 EUR / year\*

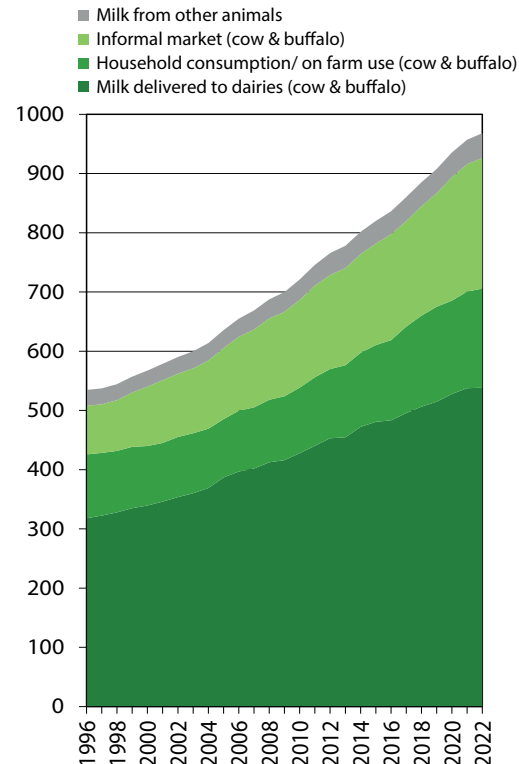
\*The usage right for this data product is only valid during the calendar year of purchase

### KEY VARIABLES

- Milk supply & demand with outlook
- Dairy farm & cow numbers with outlook
- Milk & feed prices
- Milk production by region
- Dairy processing profile
- Dairy commodity trade & consumption
- **NEW:** CO<sub>2</sub> emissions per kg milk produced

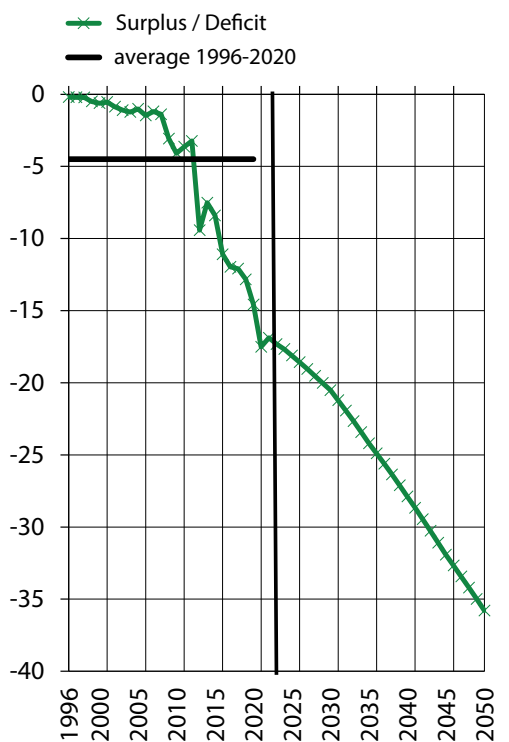
### World milk production

in mill. tonnes SCM (Solid Corrected Milk), 4% fat, 3.3% protein



### Chinese milk balance with forecasts until 2050

in mill. tonnes ME (milk equivalents), 4% fat and 3.3% protein





**Save time by streamlining your data sourcing and keep on top of market trends.**  
This real-time product provides monthly data on milk production, milk & feed prices and describes the current situation and ongoing developments of the dairy market. It enables you to optimise short-term operational business processes on a global and country level. The key market insights empower you to interpret the up-to-date databases for faster decision making.

MAIN BENEFITS OF THE PRODUCT



- **Improve your workflow** using the real-time milk supply and price data for insights and forecasting
- **Gain time preparing for the next dairy market shocks** with precise price transmission periods
- Receive the **data and insights in the best format** for your end use

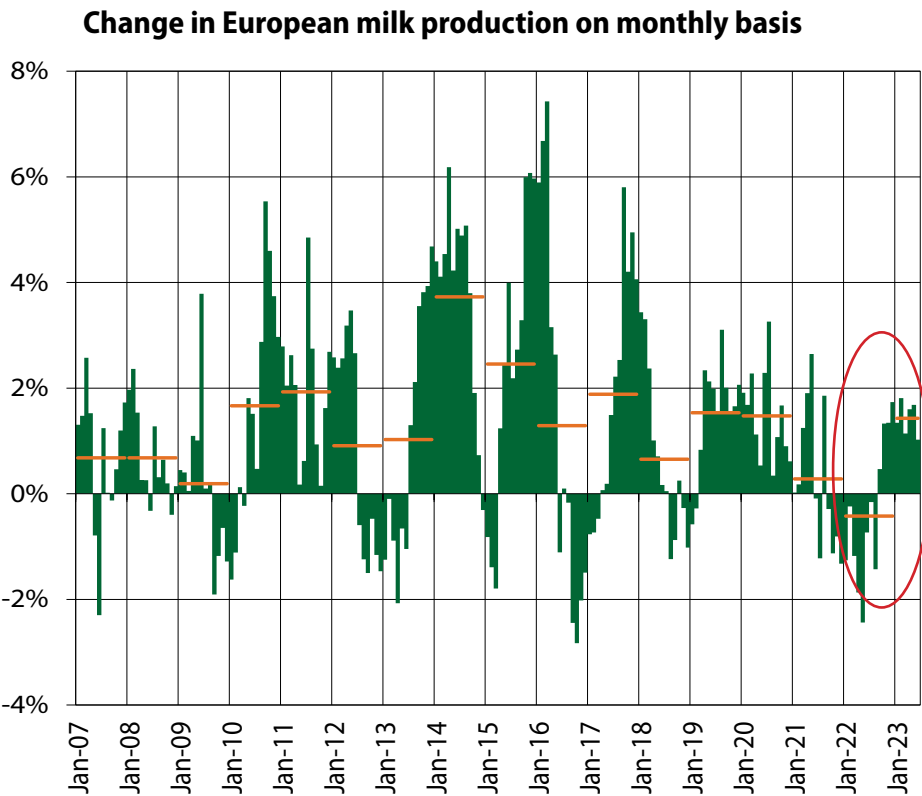
TECHNICAL DETAILS

- **Format:** Excel, CSV & PDF files
- **Delivery:** Middle of every month
- **Coverage:** 65 countries, 92% of world milk supply
- **Data period:** 2006 - current month
- **Price:** 8,000 EUR / year\*

\*The usage right for this data product is only valid during the calendar year of purchase

KEY VARIABLES

- Monthly milk & feed prices
- Monthly milk supply
- EU-28 & US dairy stocks
- Fat and protein content of milk
- Market report and charts
- Annual milk production data break down to quarterly data



**Did you know?**  
Annual EU-27 milk production decreased the first time ever. Main reason were high farm input costs and the lack of availability of feed and labour. However, a rebound in supply growth was mainly driven by the high national farm-gate milk prices and only partly offsetting the losses



Additional to D3.4.0 this service (D3.4.1) covers the latest monthly farmers' margin data from premium sources. This real-time product provides farm economic data with easy-to-understand traffic light visualization. It comprises the farm economics data for 65 countries and thus enables a comparison to be made of how quickly a country's farm economics react after a change in the world prices. Since 2015, this product has been available as an extension to the IFCN Monthly Real Time (D3.4.0) product.

MAIN BENEFITS OF THE PRODUCT



- Get a one click solution for a **reliable view of farmers' margin status**
- Be *"the one truth point"* in your team to judge the **national farmers' "mood"**
- **Connect your sales or sourcing** goals with real-time farm economic data

TECHNICAL DETAILS

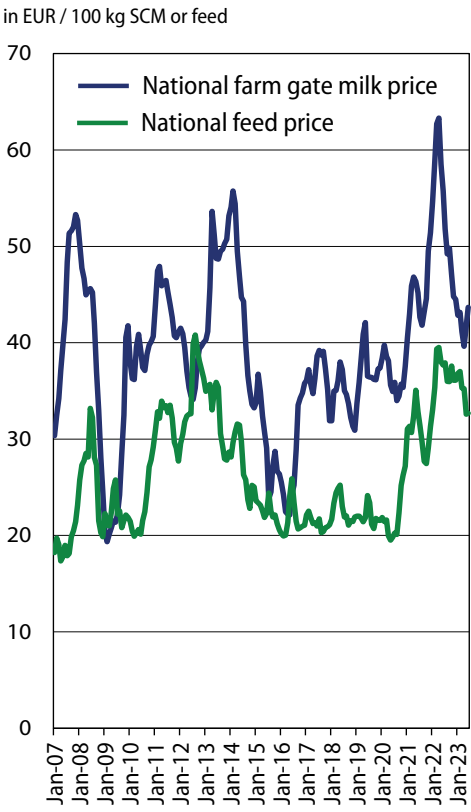
- **Format:** Excel, CSV & PDF files
- **Delivery:** Middle of every month
- **Coverage:** 65 countries, 92% of world milk supply
- **Data period:** 2006 - current month
- **Price\*:** 2,000 EUR as extension of D3.4.0

\*The usage right for this data product is only valid during the calendar year of purchase

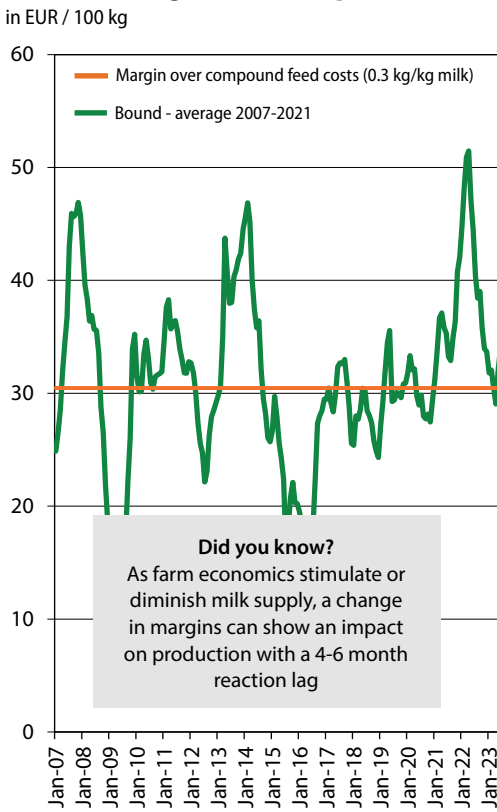
KEY VARIABLES

- Additionally to variables from D3.4:**
- Margin over compound feed costs
  - Judgement of farm economics
  - From world margin to country milk supply change
  - **NEW:** Improved margin indicator approach adding energy and fertilizer costs

Monthly German milk and feed prices costs



German margin over compound feed costs



**Did you know?**  
As farm economics stimulate or diminish milk supply, a change in margins can show an impact on production with a 4-6 month reaction lag





This video newsletter offers you insights into global developments in the dairy sector and their links and impacts on the Latin American dairy market.



Together with our local IFCN Research partners, we interpret and summarise the latest developments on a monthly basis and provide indications of future market changes. The drivers of the global dairy industry operate differently in each world region, and it is therefore interesting to look at the impact on Latin America, which is a particularly vast, diverse and commodity-rich region. For this reason, we have developed a newsletter that serves as an easy-to-understand and targeted link between Latin America and the global value chain.

MAIN BENEFITS OF THE PRODUCT



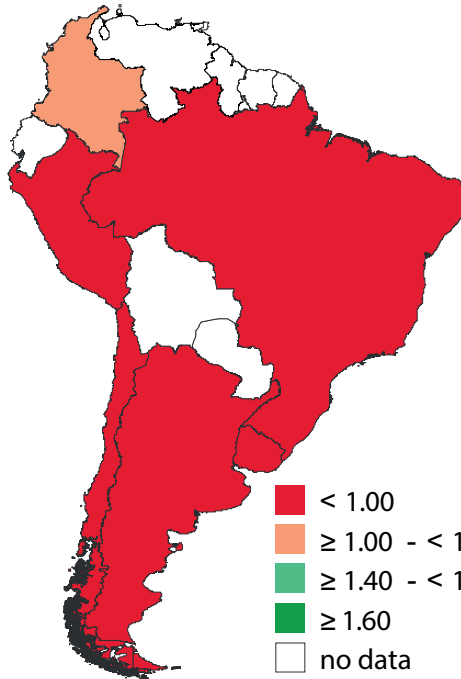
- **Interpreting global developments** and their impact on the Latin American dairy sector
- **Understanding the dairy world** without complex analysis
- Key ideas & messages for **decision making at the local level**

TECHNICAL DETAILS

- **Format:** Video, PDF file in Spanish language
- **Delivery:** Monthly
- **Coverage:** Latin American countries & world level
- **Price:** on request
- Monthly milk & feed price
- Monthly milk supply
- Milk:feed price ratio / farm economics

KEY VARIABLES

Relación de Precios Concentrado: Leche



Map presents: Milk : Feed Price Ratio

	AR	UY	CH	BR
Precio Leche				
Costo Producción				
Situación climática				
Finanzas últimos 6m				
Momento Curva				
Producción				



This unique outlook service provides you with insights about the future developments for the key dairy markets from IFCN experts across the globe.



IFCN has developed a unique holistic approach based on data-driven and critical thinking, not only for farm-gate milk prices, farm economics and milk supply, but also for dairy commodity prices. It enables you to redefine, forecast and manage your operational and tactical planning, e.g. as guidance for pricing strategies or to forecast your own sales figures.

As the world is changing fast, and milk supply is not a fixed variable anymore, it is important to understand the whole dairy price and production cycle – especially the impact of farm economics – to make precise dairy market outlooks.

MAIN BENEFITS OF THE PRODUCT



- **Holistic cycle with complementary perspectives** (data driven and critical thinking)
- **Providing you with insights** of what is driving the **dairy world in the next 6 to 12 months**
- Use the outlook to **guide, re-fine or forecast** your own sales or product pricing strategies

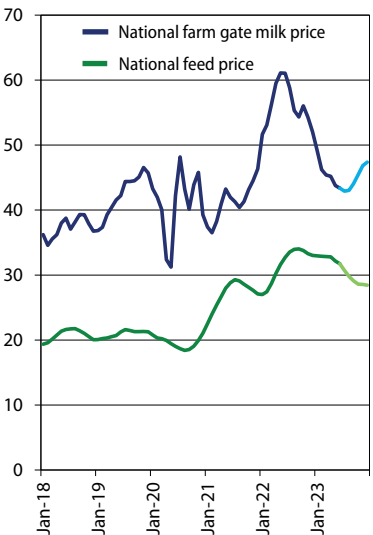
TECHNICAL DETAILS

- **Format:** Excel with data & insights
- **Delivery:** Monthly or on request
- **Coverage:** Select out of 65 countries and 10 world regions
- **Data period:** January 2006 - current month and 6-12 months forecasts
- **Price:** 1 to 5 countries or regions: 1,200 EUR / per country;  
6 to 10 countries: 1,000 EUR / per country;  
more than 10 countries: 950 EUR / per country;

KEY VARIABLES

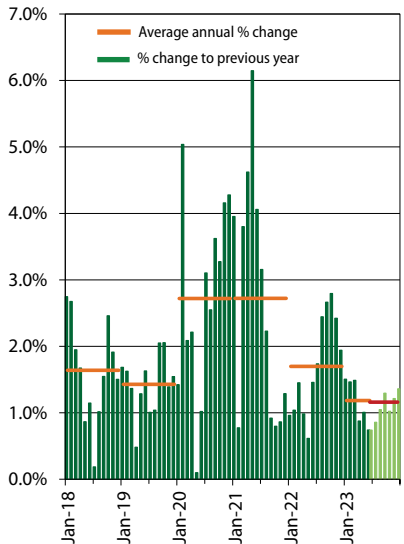
- Monthly milk production forecasts
- Monthly milk and feed price forecasts
- Farm economic outlook
- SMP & Butter quotation prices for EU, US, NZ
- Insights on developments

US milk and feed prices with 6 month forecast in USD / 100 kg SCM or feed



**Did you know?**  
The IFCN forecast accuracy for the farm-gate milk price is on average at 96% for the next 3 months and at 92% for the next 6 months

Change in US milk production on monthly basis with 6 months forecast



**Did you know?**  
IFCN developed a unique holistic approach to understand the whole dairy price and production cycle and with that IFCN has one of the precise dairy outlooks



Farm structure data is important for your sales planning and expansion strategies. As it offers a standardisation of the farm size classes on a global level it offers the possibility to analyse comparable herd sizes with regard to animals and farms. The timeline data and forecast up to 2030 provide a comprehensive overview of the historical and future developments of farm structures for over 80 countries. This is a great tool to segment customer groups and identify profitable target markets.

MAIN BENEFITS OF THE PRODUCT



- **Increase the profitability of your services** by being aware of the herd size of your future customers/suppliers
- Comparable farm size **segmentation enables you to target the most suitable services** they need and can use
- **Use farm structure** forecast to identify potential market scale for the company strategy

TECHNICAL DETAILS

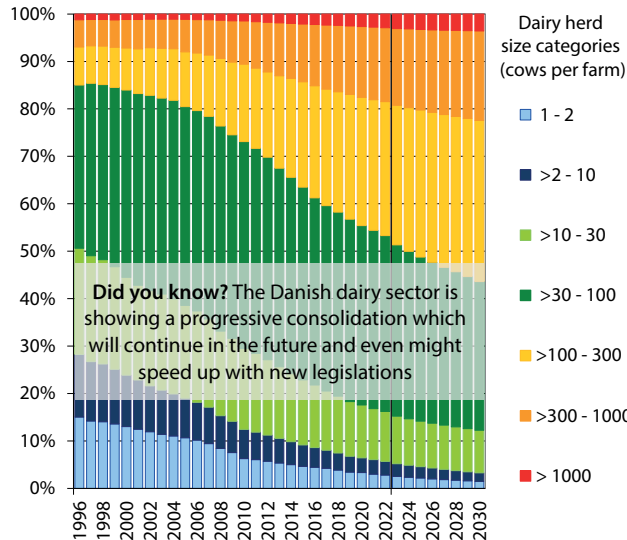
- **Format:** Excel, CSV & PDF files
- **Delivery:** Annually, delivery in March
- **Coverage:** 80 countries, 95% of world milk supply
- **Data period:** 1996 - current year and forecast until 2030
- **Price:** 12,000 EUR / year\* (3,000 EUR as extension to D3.2)

\*The usage right for this data product is only valid during the calendar year of purchase

KEY VARIABLES

- Farm number, Ø farm size
- National farm structure data
- IFCN Standard Herd Size Class data
- Farm structure forecast per size class
- >100 herd size class forecasts
- Comments on status and forecast data
- Paper on standardisation method
- Regional data (NUTS2/3) added for selected countries
- NEW: Improved data quality and alignment towards other IFCN data series

Danish dairy cow number per IFCN Standard Size Class forecast



D3.7 FUTURE DEVELOPMENT POINTS



- Improve data quality and alignment towards other data services
- Improving the methodology of milk production per herd size class
- Better connection of farm economic trends with farm size developments



This IFCN service shows the largest milk processors in the world's major milk producing countries. Sorted according to milk intake and milk turnover, this data can serve as an essential basis for market analysis and for planning product strategies. The product enables you to assess where the milk processing markets are growing and how the consolidation process of the milk processing industry is progressing.

MAIN BENEFITS OF THE PRODUCT



- Understand **the level of milk processing capacity** of top processors
- Scan potential competitors or customers and their **market share**
- Assessment of your own position in the market compared to the **top milk processors**

TECHNICAL DETAILS

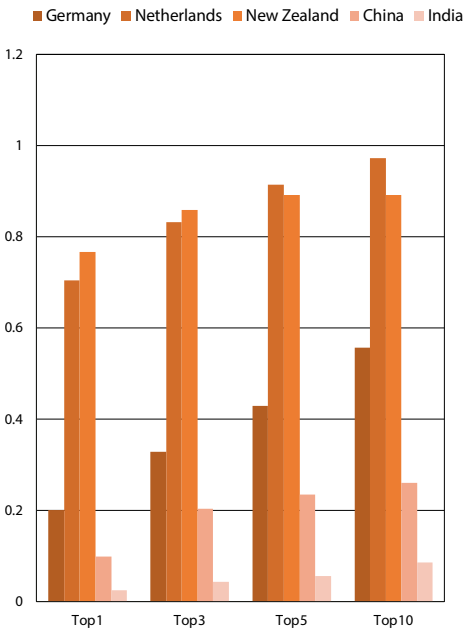
- **Format:** Excel, CSV files
- **Delivery:** Every other year
- **Coverage:** over 50 countries, 90% of world milk supply
- **Data period:** 2008 - last available data
- **Price:** 4,000 EUR / year\*

\*The usage right for this data product is only valid during the calendar year of purchase

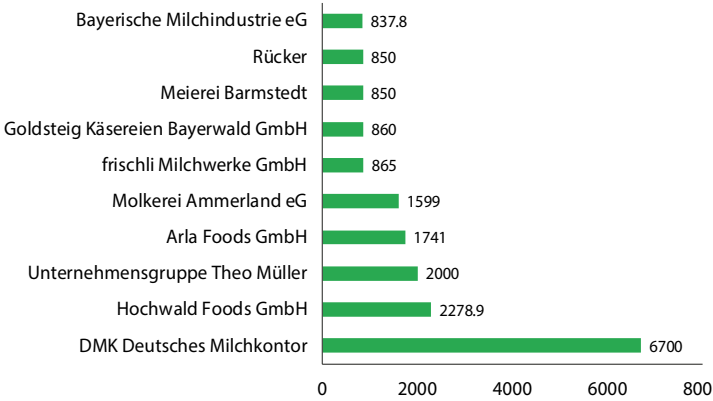
KEY VARIABLES

- Milk intake of top 10 processors
- Turnover in USD
- Legal ownership status
- Development of top 10 processors
- Global top 20 processors list

Concentration share of TOP1, TOP3, TOP5 and TOP10 processors in %



Germany milk intake of processors in 1,000 t milk







The IFCN dairy trade data service contains standardised monthly trade data with the level of 6-digit HS codes of 27 dairy and 3 animal feed commodities. Updated quarterly, the product can provide your company with crucial knowledge about the latest global developments in dairy trade. The export and import data are standardised to milk equivalents (ME, 4% fat, 3.3% protein) for better comparison: Volume (1000 t ME).

MAIN BENEFITS OF THE PRODUCT



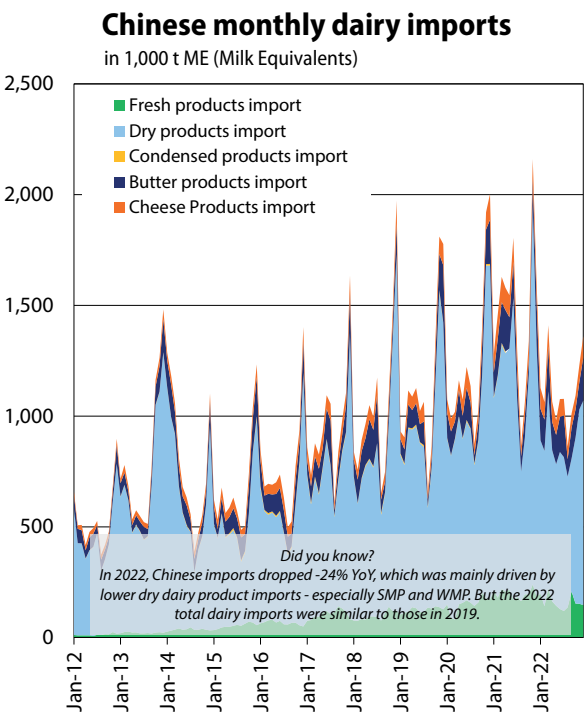
- **Get an overview** of countries active in dairy trade and their self-sufficiency status
- Be able to **analyse new export markets** better with reliable global trade data
- Be aware of your company's market share within a country's imports and exports with standardised data

TECHNICAL DETAILS

- **Format:** Excel files
  - **Delivery:** Monthly
  - **Coverage:** over 90 countries, 95% of world milk supply
  - **Data period:** 2013 - latest available data
  - **Price:** 8,000 EUR / year\*
- \*The usage right for this data product is only valid during the calendar year of purchase

KEY VARIABLES

- Traded dairy volume in ME
- 5 dairy commodity groups
- 27 dairy products (6-digit HS codes)
- Monthly dairy trade balance
- Added HS code for fat-filled milk powders
- Feed trade data for 3 commodities (maize or corn, barley and soy bean flour and meal)
- Summary dashboard with the most important developments



D3.9 FUTURE DEVELOPMENT POINTS



- Integrate trade flows for specific countries and dairy commodity groups
- Get facts on the market share of top exporter/importer countries
- Improve user friendliness via different charts and maps



If you wish to analyse how to increase farmers' adoption of your new technologies & services, start with the IFCN Farm Economics database. This comprehensive dataset facilitates strategic decision making by presenting a unique tool for benchmarking dairy farms world-wide. Short, but thorough farm descriptions help you to find the farms/farming systems you are most interested in. The D5.1 enables you also to compare these specific farms with regard to farm economics, cost competitiveness and feeding indicators. Furthermore, key indicators to show sustainability and resilience of dairy farms around the world are included.

MAIN BENEFITS OF THE PRODUCT



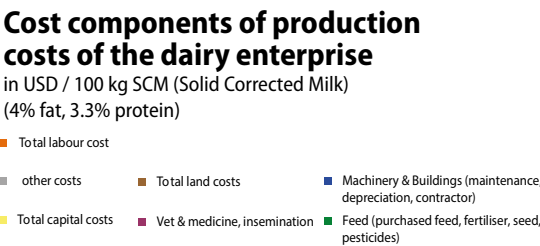
- Choose the most fitting and valuable services to offer via **benchmarking cost and income of farms**
- Set and **measure farm sustainability** targets of your dairy customers / suppliers in specific countries
- Better product **pricing strategy in profitable locations** by measuring the value of your product

TECHNICAL DETAILS

- **Format:** Excel files,
  - **Delivery:** Annually, delivery in October
  - **Coverage:** over 50 countries, >170 typical farms, 89% of world milk supply
  - **Data period for the time series analysis:** 2000 - last complete calendar year
  - **Price:** 10,000 EUR / year\*
- \*The usage right for this data product is only valid during the calendar year of purchase

KEY VARIABLES

- Description of typical farms analysed
- Base farm data: size, yield, system
- Typical farm economic results
- Costs components of typical farms
- Sustainability & resilience of typical farms
- Ratio composition
- Feed costs, intake and efficiency
- Relation between production parameters and economic indicators per world region
- Combining Farm Economic Data and Farm Feeding System Data into one dataset



example of 170+ IFCN typical farm sizes

D5.1 FUTURE DEVELOPMENT POINTS



- Get a dynamic visualization of farm economics with one click
- Deeper analysis of dairy farm sustainability pillars
- Developing risk and farm management monitoring tools



# IFCN KNOWLEDGE SERVICES



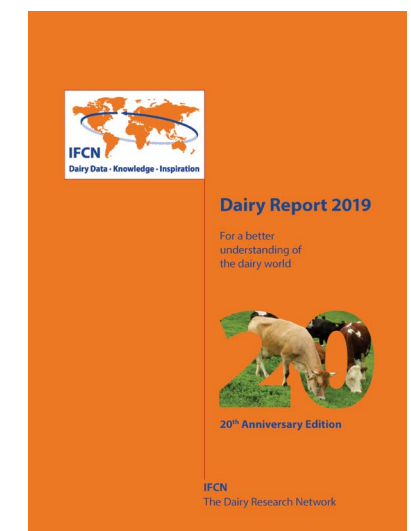
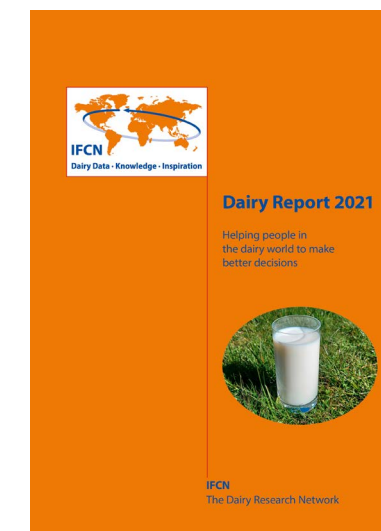
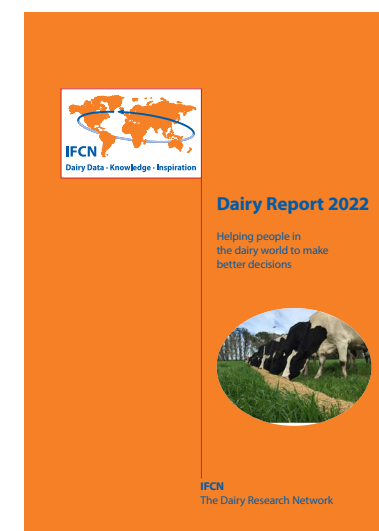
**The Dairy Research Network**  
Helping people in the dairy world to make better decisions

**K1.2 IFCN Dairy Report - hard copy**  
**K1.3 IFCN Dairy Report - PDF**



The IFCN Dairy Report has been published for more than 20 years and has since become a standard publication for scientists and companies in the dairy sector. The report provides a global overview of macroeconomic and farm level developments. In addition, it contains 125 country profiles with valuable analysis and indicators on milk supply & processing, self-sufficiency and farm structure that can serve as a good basis for discussions and strategic decisions - for companies, institutions, and people from the research sector.

**Read more: [dairyreport.online](https://dairyreport.online)**



## MAIN BENEFITS OF THE PRODUCT



- Gain insight into global dairy farm and **market knowledge**
- Improve your market strategy based on data with **historical time series**
- Visualise data with insightful charts & maps in your own custom analyses

## TECHNICAL DETAILS

- **Format:** Hard copy, PDF, Excel file
- **Delivery:** Annually, delivery in October
- **Coverage:** 125 countries
- **Data period:** 1996 - previous year
- **Price:** 200 EUR / additional hard copy
- **Price for PDF:** 3,000 EUR / year for non-partners - free for all IFCN Partners

## KEY VARIABLES

- Milk supply & demand
- Milk prices
- Farm economics & structure
- Typical dairy farm comparison
- Special studies on dairy economics



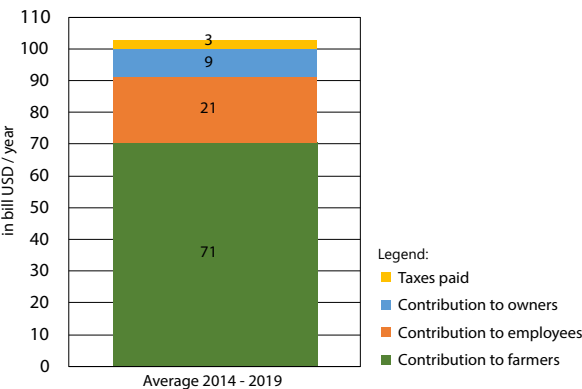


The top 20 Dairy Processors’ impact on the world is understated. In 2023, IFCN conducted an extended research on these processors and created the world’s first dairy processor report: a fact book that makes dairy processing companies comparable. By analysing a wider set of sources and data, it illustrates the contributions of milk processors with a focus on people, planet and profits. IFCN believes that discussions are improved when they are supported by undisputable facts.

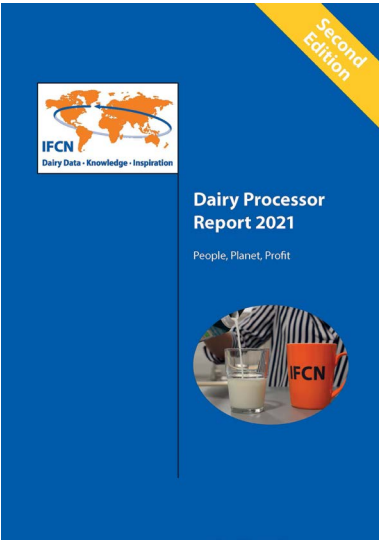
[Read more: dairyreport.online](#)

Top 20 dairy processors and their contribution to society

The latest version of the report contains:



- 103 bill USD/year in total
- 71 bill USD/year to dairy farmers
- 21 bill USD/year to employees & the rest to owners and taxes



20  
COMPANY  
PROFILES

24  
PARAMETERS  
PER COMPANY

7  
YEAR  
TIME FRAME

MAIN BENEFITS OF THE PRODUCT



- Obtain a state-of-the-art overview of the dairy processors’ progress and stated ambitions to **reduce their environmental footprint**
- **Benchmark your company** against the top 20 dairy processors
- Use facts to understand better **the processors’ relevance to feeding the world** and giving **value to farmers’** livelihood

TECHNICAL DETAILS

KEY VARIABLES

- |  |   |
|--|---|
| <ul style="list-style-type: none"><li>• <b>Format:</b> PDF, Q&amp;A session</li><li>• <b>Delivery:</b> in December, every other year</li><li>• <b>Coverage:</b> Top 20 dairy processors</li><li>• <b>Data period:</b> 2014 - previous year</li><li>• <b>Price:</b><br/>4,400 EUR for IFCN Partners<br/>5,500 EUR for non-IFCN Partners</li></ul> | <ul style="list-style-type: none"><li>• <b>Company size:</b> Milk processed, net sales, employment</li><li>• <b>People:</b> Contribution to farmers, employees, consumers</li><li>• <b>Profit:</b> Net profit, taxation, payment to owners</li><li>• <b>Planet:</b> CO<sub>2</sub> target, decision on sustainability and carbon neutrality and planet variables like SDG commitments per company</li></ul> |
|--|---|

K4.1 IFCN Presentation



IFCN can be a valued speaker at conferences, webinars, conventions and summits. IFCN gives up-to-date insights into the development on the dairy market as well as the farm sector and can provide valuable information and key figures.

TECHNICAL DETAILS

- **Format:** Presentation with PDF hand-out
- **Delivery:** On demand, in-house or at IFCN
- **Duration:** 0.5 - 2 hours
- **Price:** on request



K4.2 IFCN Company Workshop



Individual workshops are an excellent way to stay informed about the latest market conditions and to work out the best benefits of IFCN data for your company. Topics, duration and structure are determined together beforehand.

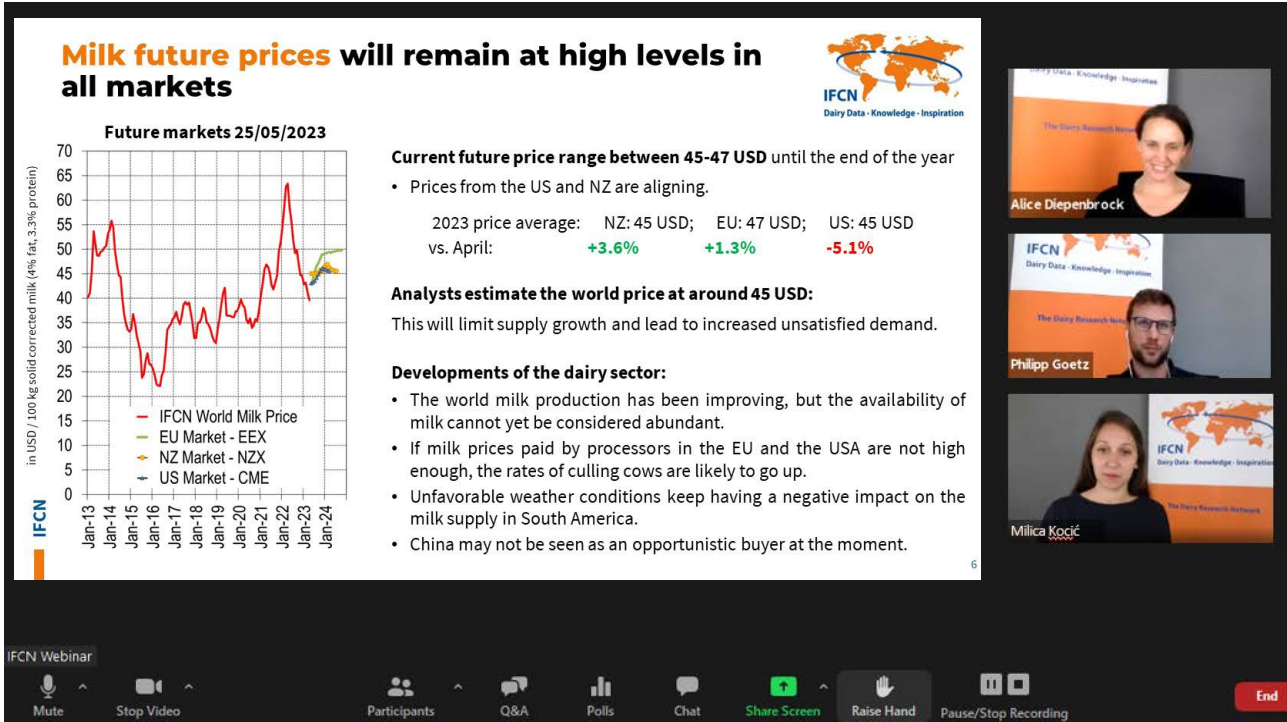
TECHNICAL DETAILS

- **Format:** Presentation with PDF hand-out
- **Delivery:** On demand, in-house or at IFCN
- **Duration:** 3 - 8 hours
- **Content:** Tailor-made based on specific request, outcome is highly confidential
- **Price:** on request
- **Sample Topics:**  
„Briefing general management on global dairy developments for strategic decisions“  
„Capacity building for marketing, sales or analysis teams“  
„Supporting the Market Intelligence set up & next steps“  
„Business war gaming“





This webinar series is representative of our mission to help people in the dairy world to make better decisions. It was originally created to be of assistance to our supporter partners during the outbreak of the COVID-19 pandemic by providing information - particularly regarding the volatility and uncertainties in the dairy market. The webinar includes updates on the world milk price and a comparison of major dairy future prices. This saves you time and enables you to be always one step ahead of the latest trends and drivers. The content-rich events are complemented by a live Q&A session.



MAIN BENEFITS OF THE PRODUCT



- Keep an overview of the **most important market developments**
- **Better navigate** milk price trends in periods of growing uncertainty
- **Get answers to your questions** during the online session

TECHNICAL DETAILS

- **Format:** PDF & recorded audio file
- **Delivery:** Monthly
- **Content:** World milk price & related stories
- **Duration:** 30 - 45 minutes
- **Price:** Free for IFCN Supporter Partners

KEY FEATURES

- The IFCN World Milk Price Indicator: Status & Outlook
- Trends and drivers of the world milk price
- Comparison of the main future price indicators for dairy products
- Maps & charts with key information



Under current dairy market conditions, a shrinking global milk supply is meeting steadily increasing demand, and farm profitability is under increasing pressure with milk and feed prices at unprecedented levels. The economic challenges are accompanied by rising uncertainty about future political stability, environmental regulations, and trade agreements. Is the dairy industry in a phase of fundamental change?

In this workshop you will discuss the short and medium term outlook and learn how the world of dairy is changing. This workshop is suitable for anyone who is part of the dairy value chain. You will be able to get answers to the question of whether the dairy industry will be able to satisfy current and future demand (either on the dairy commodity or on the farm input side) as well as hearing different views on the dairy future from market experts. Use this unique opportunity to discuss the future dairy world and network with stakeholders across the dairy value chain.

EXAMPLE WORKSHOP DAY 1

Dairy Market Insights and Opinions  
– operational / tactical part

- Status and latest developments of the dairy world
- Future perspective of the dairy world
- Panel discussions with different actors along the chain

EXAMPLE WORKSHOP DAY 2

Group Work: Challenges and Opportunities – strategic part

- Reflection of the dairy demand and supply in 2030
- Workshop on impacts on different actors in the chain
- Conclusions on its importance for the industry

MAIN BENEFITS OF THE PRODUCT



- **Get insights** about the **latest short-term and mid-term dairy outlook**
- **Improve your risk management** by considering the latest and future market trends
- **Validate your projections** with IFCN outlooks as well as by discussing with other market experts

TECHNICAL DETAILS

- **Format:** Presentation with PDF reports
- **Delivery:** On demand, in-house or at IFCN
- **Content:** IFCN Outlooks and panels
- **Duration:** 1-2 days
- **Price:** on request







# NETWORKING AND CONFERENCES



**The Dairy Research Network**  
Helping people in the dairy world to make better decisions



11.6 IFCN Supporter Conference



This is an exclusive three-day interactive conference for only IFCN partner company members. Access to the event depends on the IFCN partnership and The number of invitations per company differ based on their partnership level with IFCN. During the conference, the IFCN experts provide latest dairy sector insights. This event provides also valuable networking opportunity with over 130 agribusiness company members.

Read more: [dairyreport.online](https://dairyreport.online)

**Hosting Sponsors**

**Allflex** Livestock Intelligence

**MSD** Animal Health

**Platinum Sponsor**

**nedap**

**Gold & Silver Sponsors**

**Intellync** **Phibro** **Mileutis**

**CHR. HANSEN** **LILLY**

**TECHNOLOGY FOR A SUCCESSFUL DAIRY FUTURE**

20th IFCN Supporter Conference 2022, Sept 05th – 06th, Netanja, Israel  
Hybrid event with selected streaming times

MAIN BENEFITS OF THE PRODUCT



- Interacting & networking with other **dairy industry peers**
- **Learning & exchanging** ideas on current industry topics with experts
- **Grow your expertise** with resources compiled by experts

TECHNICAL DETAILS	KEY MESSAGES
<ul style="list-style-type: none"><li>• <b>Format:</b> Event seat with slide-deck</li><li>• <b>Delivery:</b> Annually, every September</li><li>• <b>Content:</b> Customised topics in collaboration with host</li><li>• <b>Duration:</b> 2.5 days</li><li>• <b>Price:</b> Exclusive Invitation: the amount depends on the IFCN Partnership level</li><li>• <b>Additional Invitation:</b> on request</li></ul>	<ul style="list-style-type: none"><li>• Milk supply &amp; demand drivers</li><li>• World milk and feed price forecast</li><li>• Long &amp; short-term dairy outlook</li><li>• Special topic related presentations</li><li>• Discussions &amp; knowledge of the crowd</li></ul>

*\*We are considering to change the format of the conference from only live participation to hybrid event with selected hours of online streaming.*  
*\*\*Excluding travel and accommodation costs.*

12.5 IFCN Hosting and Sponsor Package of IFCN Events



Today the dairy world provides livelihoods for 1 billion people living on dairy farms. To be a host or sponsor is a great opportunity to gain visibility among the international leading dairy research network, either by being part of the researcher network, or by being close to decision makers of international and national dairy business companies.



MAIN BENEFITS OF THE PRODUCT



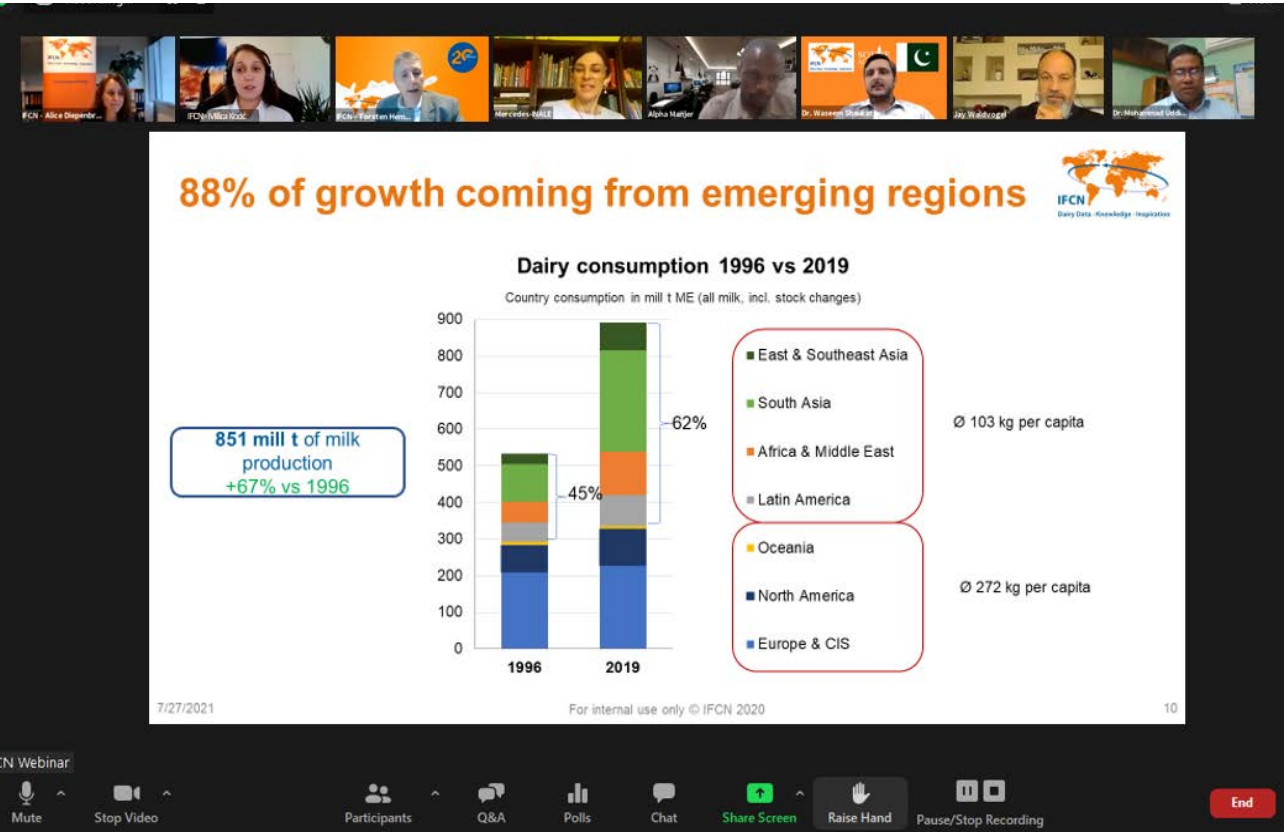
- **Take leadership** on the innovative topics among your industry partners
- **Promote your brand** on the stage of market leaders, competitors & researchers
- **Gain visibility in the news** by being at the forefront of relevant dairy-related topics

TECHNICAL DETAILS	KEY MESSAGES
<ul style="list-style-type: none"><li>• <b>Format:</b> Free event invitation*, logo positioning</li><li>• <b>Delivery:</b> Annually, each event</li><li>• <b>Content:</b> Topic related presentation</li><li>• <b>Materials:</b> Event handbook, banner</li><li>• <b>Price:</b> On request</li></ul>	<ul style="list-style-type: none"><li>• Topic related presentation</li><li>• Recognition as host or sponsor</li><li>• Logo positioning on banners</li><li>• Additional 4 exclusive invitations for hosts</li><li>• Participation at the think tank talks</li></ul>

*\*We are considering to change the format of the conference from only live participation to hybrid event with selected hours of online streaming.*



IFCN has taken action to provide precise information and generate knowledge related to topics of dairy development in emerging countries together with over 600 dairy experts. The first online edition of the forum focused on experiences to improve, learn and determine the best way in which to become 100% dairy self-sufficient. At this event, we considered different scenarios, had discussions with the people who are directly affected and reported on the facts about the status. The main aim of the public forum was to define relevant factors for self-sufficiency in dairy and ways to measure sustainable solutions.



MAIN BENEFITS OF THE PRODUCT



- Obtain the latest overview of the status of emerging dairy markets
- **Be part of the discussion with top-notch dairy experts** on globally relevant topics
- Improve your **knowledge on “sustainable” solutions for dairy topics** in these markets

TECHNICAL DETAILS

- **Format:** Online event with presentations & recordings
- **Delivery:** Annually, in November
- **Content:** Customised topics in collaboration with host
- **Duration:** 2 - 3 hours
- **Price:** Free

KEY FEATURES

- Dairy supply and demand drivers
- Special topic related presentation
- Country case studies from dairy experts
- Discussions & knowledge of the crowd



These workshops bring together various partner companies’ core knowledge, allowing them to share and exchange ideas with industry members on the specific workshop topic. We are considering to change the format of the conference from only live participation to hybrid event with selected hours of online streaming. Our goal is to combine the best of both worlds: offline and online workshops.



MAIN BENEFITS OF THE PRODUCT



- Interacting & networking with other **dairy industry peers**
- **Learning & exchanging** ideas on current industry topics with experts
- **Grow your expertise** with resources compiled by experts

TECHNICAL DETAILS

- **Format:** Event seat
- **Delivery:** On request
- **Content:** Customised topics in collaboration with host
- **Duration:** 0.5 - 2 days
- **Price:** On request

KEY MESSAGES

- Milk supply & demand drivers
- World milk and feed price forecast
- Long & short-term dairy outlook
- Special topic related presentations
- Discussions & voting





As volatility increases, it is critical to anticipate future developments, mitigate risk and understand the impacts on the dairy world as well as on your business. During such a workshop, which is tailored to the needs of your company, IFCN will provide you and your colleagues with insights what might happen in the future and how to navigate and prepare for it.

The workshop enables you to grasp essential information and different scenarios for your key focus areas e.g. domestic market, supply and demand, key farm profit margin indicators and business perspectives. Use the IFCN experience, knowledge and scenario data as a navigator, orientation guide and basis for your upcoming decision-making processes like budget planning or market development.

MAIN BENEFITS OF THE PRODUCT



- **Navigator, orientation guide and basis** for your upcoming decision-making processes like budget planning or market development
- **Improve team capacity** to understand the uncertainties and align on the company goals
- **Understand the short- and mid-term impacts** of different scenarios for your company

EXAMPLE FOR A 1-DAY WORKSHOP ON SCENERIO BUILDING  
IFCN Short-term and/or Long-term dairy outlook for requested markets

Answers and group work on topics like

- IFCN's view on the future dairy world and specific regions/markets
- How to build up scenarios for my business?
- How will the dairy (farm) business develop in different countries and areas?
- How will market developments and farm economics impact the dairy world?
- What are possible challenges and opportunities for your business?
- Which possible scenarios do we expect for the upcoming 2, 5 or 10 years concerning the product, market and sales developments?



This workshop has a unique curriculum and is delivered by highly experienced specialists, specifically tailored to the needs of IFCN Supporter Partners and leading professionals in the world of dairy business focusing on how to turn insights into business development. We will work together on the outcomes of such analyses in an interactive workshop format.

- If you seek to make a step up in your market intelligence capabilities, focused on trends. The aim of doing so is to strengthen your company's capacity to identify market opportunities (and threats):
- earlier, enabling to take timely action, outsmarting its competition and
  - better, enabling to take its decision on (sufficiently) complete datasets for each situation and accurate analysis of the collected data.

HOW MIGH SUCH A WORKSHOP LOOK LIKE

IFCN will first build a better understanding of market intelligence and how to apply it for success in a business context. In your future 'dashboard' of market intelligence various IFCN-data-products will likely feature. IFCN will in the workshop include discussing several IFCN databases adjusted to your needs such as market and farm structure data, farm cost data outlook and a market prognosis for world and specific countries.

One of the interactive parts of the workshop will focus on current and future (relevant) trend identification. We will also together define what it takes within the organisation to structurally, using market intelligence techniques, keep track of trends. The ultimate aim is to lead the industry in customer-focus by understanding and keeping up-to-date with the trends that drive your customer's needs.

MAIN BENEFITS OF THE PRODUCT

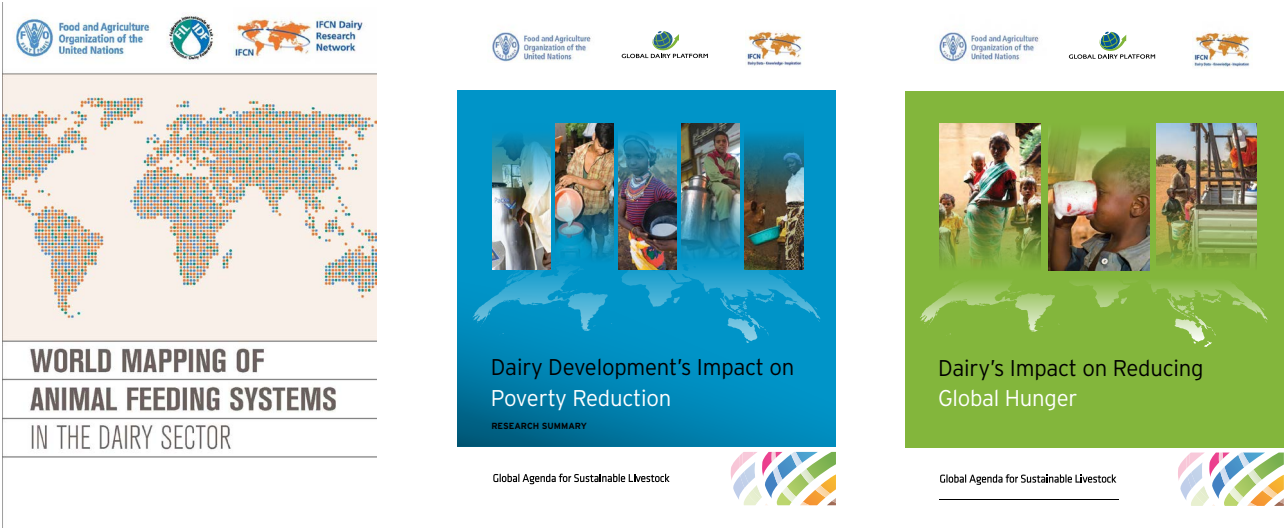


- **Better competition** in a data-driven world
- Guidance towards a **balanced MI-project** and **process portfolio**
- **Ensure better value from IFCN** data services which are accessible to you

TECHNICAL DETAILS	KEY FEATURES
<ul style="list-style-type: none"><li>• <b>Format:</b> Presentation with PDF reports</li><li>• <b>Delivery:</b> On demand, in-house or at IFCN</li><li>• <b>Content:</b> To be defined</li><li>• <b>Duration:</b> 0.5 - 1 day</li><li>• <b>Price:</b> on request</li></ul>	<ul style="list-style-type: none"><li>• The Market Intelligence Maturity Model</li><li>• Permanent data collection &amp; dissemination</li><li>• The Market Intelligence Cycle</li><li>• Checklist for data collection, analysis and tools</li><li>• How to turn intelligence into action</li></ul>



Our custom-made consultancy and research projects range from full-day workshops to short- or long-term projects, giving the opportunity to strengthen capacity building in dairy knowledge and to support in strategic planning. A specific project can save internal resources by using the knowledge and network of the IFCN.



MAIN BENEFITS OF THE PRODUCT



- Find **the right milk sourcing opportunities** in your future markets
- Get insights into **the fitting farm model** to serve or sell your products
- Measure and improve your **dairy farm solutions**

TECHNICAL DETAILS

- Format:** Written reports, presentation or Excel files
- Delivery:** As defined in the project
- Content:** Upon consultation
- Duration:** Upon consultation
- Price:** On request

CONFIDENTIALITY

The content of bilateral discussions is highly confidential and will never become accessible to third parties.

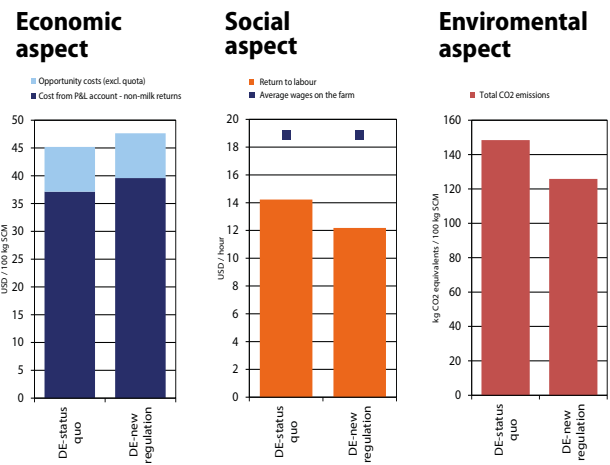
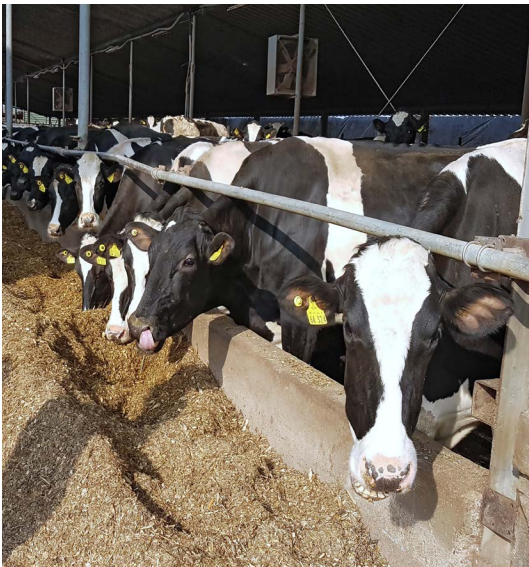
IFCN reserves the right to use precompetitive information under the condition that the source remains unknown.

Economic Sustainable Dairy Feeding

Dairy Impact Methodology - Vietnam pilot

To enable stakeholders to assess the social benefits that the dairy sector provides to society, Food and Agriculture Organization (FAO) and the International Farm Comparison Network (IFCN) have collaborated with the Global Dairy Platform (GDP) and the International Fund for Agricultural Development (IFAD) to develop the “Dairy Impact Methodology” (DIM). Then, to measure the impact of the dairy sector and production systems on the social development in Vietnam, a workshop was held in this country. Here, dairy sector and socio-economic data at national level was gathered and validate by the IFCN Team and country experts.

**Requested by:** Farm input companies, dairy processors, dairy farmers, public agencies.



Sustainability pillars of Dairy Farming

What could it be used for?

Validate and judge the impact of different regulations on the 3 pillars (economic, social and environmental) of dairy farming sustainability as well as the indirect impact on dairy farmers’ mood and possible milk production adjustments.

**Requested by:** Farm input companies, dairy processors, dairy farmers, public agencies

“Measure the mood of dairy farmers caused by different regulations”

i-FCN 2.0

What is it about?

Stay up-to-date and monitor the latest dairy market developments via IFCN Data Services and Knowledge Transfer with an interactive application and use the innovative way of sharing databases with end users.

**Requested by:** all dairy value chain actors, public agencies, technology start-ups

„The smartest way to access insights and data on farm regulation analysis and national market developments”





IFCN is continuously working on **improving** and offering **new services** within “dairy data”, “knowledge” and “inspiration”. Here we would like to give you a glimpse of our current **potential research and development topics**.

Dairy World in 5 minutes

What is it about?

Get dairy market insights in different languages into the most recent dairy developments, such as milk prices, farm economics and milk production on a global level as well as with a specific focus on the specific regions.

**Requested by:** Farm input companies, dairy processors, dairy farmers.



“Break the language barrier of communication”

Breakdown of dairy emissions



Environmental Sustainability of Dairy Farming

What will be the potential features?

Get insights and data from a global tool for measuring and monitoring CO<sub>2</sub>eq emission and production on a country representative dairy farm as well as on an aggregated country level.

**Requested by:** Dairy processors, dairy unions, farm input companies, public agencies

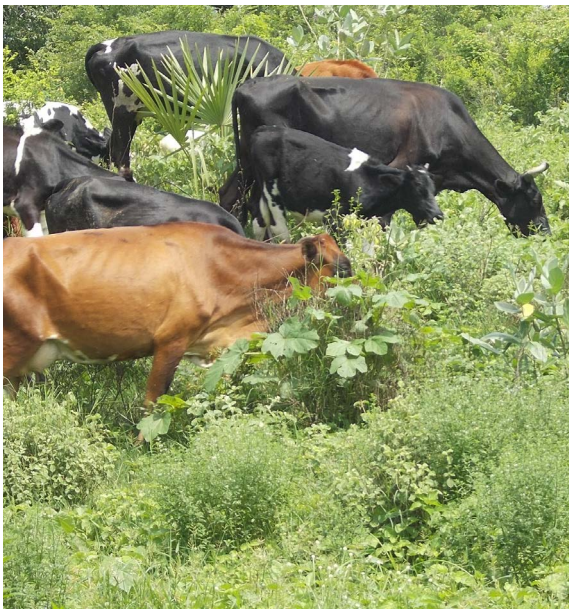
“You can only improve what you can measure”

Handle the rising complexity in a fast-changing world

Dairy Nourishes Africa (DNA): Tanzania

DNA’s ambition is to transform African dairy industries by creating vibrant ecosystems of farmer-allied and environmentally sustainable enterprises that improve nutrition, enhance livelihoods, and stimulate economic growth. In this sense, the IFCN Team in cooperation with dairy expert partners provided a status quo analysis of the dairy farm economics in Tanzania, as well as an analysis on farm efficiency, management potential and future farm types.

**Requested by:** Dairy processors, dairy farm input companies.



Impact of sustainability on dairy ingredients availability

We are committed to taking the lead in making sure that dairy production ecosystems are not only right for people but also right for the planet. We support you to explore opportunities to source dairy ingredients (cream & powders) more sustainable in line with your company 2050 goal.

**Requested by:** dairy processors, food producers, dairy traders

“Sustainability is not all about CO<sub>2</sub> reduction”



Mapping the sustainability targets of top 20 retailers

What will be the potential features?

We can map the network of main retailers and food service companies in any desired country to figure out the qualitative and quantitative sustainability measures.

**Requested by:** Dairy processors, dairy unions, food producers, public agencies.

“Empower sustainability goals by your network”

Mapping global dairy technology companies

The new ecosystem of dairy technology will become ever important in understanding global dairy production and consumption. We aim to illustrate the distribution of dairy technology companies based on the herd size coverage. The overview of different technology services is categorized based on dairy farming activities

**Requested by:** Dairy processors, dairy technology companies, farm input companies.

“Small to large dairy technology firms have invested an estimated 7,9 billion USD in 2020”



Are you **interested** in a specific research topic?  
Do you want to be **part of the development** and provide feedback?  
Or do you have **different ideas** for future **IFCN** services?  
**Send us a message: info@ifcndairy.org**





P IFCN Data Services and Product List 2024 (individual price)

P IFCN Partnership Package		Basic	Premium	Ultimate*
P5	IFCN Supporter Partnership Dairy Report, Supporter Conference, Newsletter, Hotline, Logo positioning and World Milk Price Update Webinar	7,000	10,000+	31,000

D IFCN Dairy Data				
D3	Dairy Sector			
D3.2	IFCN Annual Dairy Sector - with IFCN Long-term Dairy Outlook - ENHANCED	16,000	16,000	Free
D3.4.0	IFCN Monthly Real Time Data - on production, prices and milk feed price ratio - ENHANCED	8,000	8,000	Free
D3.4.1	IFCN Monthly Real Time Farm Economics - available extension to D3.4.0 - ENHANCED	2,000	2,000	Free
D3.4.2	IFCN Dairy World in 10 minutes - Latin American focus*****	on request	on request	on request
D3.5	IFCN Short-term Dairy Outlook*****	on request	on request	on request
D3.7	IFCN Annual Farm Structure Data - with time series and forecast*** - ENHANCED	12,000	12,000	Free
D3.8	IFCN Top Milk Processor Data	4,000	4,000	Free
D3.9	IFCN Monthly Dairy Trade Data	8,000	8,000	Free
D5	Farm Comparison			
D5.1	IFCN Farm Economic Data - with time series & Farm Feeding System Data	10,000	10,000	Free

K IFCN Knowledge				
K1	Reports			
K1.2	IFCN Dairy Report - hard copy****	Free	Free	Free
K1.3	IFCN Dairy Report - PDF version	Free	Free	Free
K1.5	IFCN Dairy Processor Report - PDF version*****	4,400	4,400	4,400
K4	IFCN Presentations and Workshops			
K4.1	IFCN Presentation	On request	On request	On request
K4.2	IFCN Company Workshop**	On request	On request	On request
K4.5	IFCN World Milk Price Update Webinar	Free	Free	Free
K4.6	IFCN Dairy Outlook Workshop - NEW	On request	On request	On request

I IFCN Inspiration				
I1	Networking and Conferences			
I1.6	IFCN Supporter Conference**	1 invitation	2 invitations	3 invitations
I1.8	IFCN Workshops**	On request	On request	On request
I1.9	IFCN Market Intelligence Workshop*****	On request	On request	On request
I1.10	IFCN Emerging Dairy Regions Forum**	Free	Free	Free
I1.11	IFCN Scenario Building Workshop	On request	On request	On request
I2	Hosting and Sponsorship of IFCN Events			
I2.5	IFCN Hosting and Sponsor Package for IFCN Events	3,000 - 40,000		
I3	Research and Consulting Projects			
I3.1	IFCN Research and Consulting - on specific topics	On request	On request	On request

Status: July 29, 2023

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\*\*We are considering to change the format of the conference from only live participation to hybrid event with selected hours of online streaming.

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# IFCN Supporter Partners

## Milk Processing



## Milking and Barn Equipment



## Farm Machinery



## Agriculture Technology Companies



## Milk Packaging & Testing



## Dairy Farming Companies



## Feed and Feed Additives



## Health and Hygiene



## Genetics for Animals & Plants



## Financial Institutions



## Consulting and others



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