

IDA Webinar Focuses on International Trade Opportunities for Indian Dairy

Indian Dairy Association (IDA) Organized a Webinar on November 7, 2023 with eight eminent dairy experts. Founder of Suruchi Consultants and Fellow IDA, **Shri Kuldeep Sharma** was one of them who moderated the Webinar. The theme of the Webinar was "International Trade Opportunities for Indian Dairy".

While initiating the Webinar, Shri Sharma said that there is no demand-supply gap in sight, currently - making exports an attractive option. However, the export scenario, apart from milk fat, is not looking promising. Global market experts predict a sluggish market, with China yet to rejoin.

In spite of India's contributing a quarter to the world's milk supply, its role in global trade export is \$475 million in comparison to the \$101 billion in dairy imports in 2022. Butter fat makes up 44% of Indian dairy exports, followed by milk powders at 23% and casein at 21%. Cheese and paneer account for around 10%.

Conversely, cheese is the largest imported segment at around 38%, followed by milk powders at 25% and casein at 21%. Indian exports of powders and casein match the global import proportions.

Dr. R.S. Sodhi, President-IDA emphasized the need for exports to support millions of dairy farmers. He noted that India is expected to have a surplus of milk, necessitating the search for new markets.

The Webinar was not just another session but a master class by experts. The panel included global luminaries who provided valuable insights.

Prof. Rakesh Mohan Joshi, Prof.-IIFT and Director, IIPM, Bengaluru - a renowned WTO and global trade expert, who shed light on the current global dairy market scenario and challenges faced by the Indian dairy sector.

Mr. Bastiaan Bijl, an International expert with extensive experience coaching SMEs for exports. He guided on conducting market intelligence for dairy categories and selecting target countries. Market diversification analysis's role in setting export objectives was also discussed.

Shri Vipin Kumar, Senior Vice President, Olam International, Singapore overseeing Indian operations in Food ingredients, shared his perspective on the

The poster for the IDA webinar features the following details:

- Indian Dairy Association** logo and **75** anniversary logo.
- ONLINE WEBINAR** with **THEME: International Trade Opportunities for Indian Dairy Industry**.
- MODERATOR:** Shri Kuldeep Sharma, Founder, Suruchi Consultants.
- Opening Remarks by:** Dr. R.S. Sodhi, President-IDA.
- SPEAKERS:**
 - Shri Ashish Agarwal, MD, Bhikaram Chandmal.
 - Mr. Bastiaan Bijl, International MI Expert.
 - Shri Vipin Kulkas, Senior VP, Olam Intl., Singapore.
 - Shri C.B. Kotak, Deputy Director, EIG.
 - Shri Vijay Sardana, Advocate, SCI, Techno-Legal Expert, Corporate Advisor.
 - Prof. (Dr.) R.M. Joshi, Professor, IIFT & Director, IIPM.
- Time:** 3:30 PM, **Date:** Nov 07.

potential of Indian dairy products in global markets. He also cited Reliability and Consistency as two major challenges with Indian dairy exporters.

Shri Ashish Agarwal, who heads Bhikaram Chandmal Group, Bikaner discussed the landscape of exporting and developing markets for Indian sweets and savouries in the developed world, especially in the B2C space.

Shri Vijay Sardana, Advocate-Supreme Court of India, Techno-Legal Expert and Corporate Advisor - a seasoned expert, shared insights on how the Indian dairy industry can gain a substantial share in global dairy trade. His experience spans smallholder production systems and the stringent market access norms of global trade.

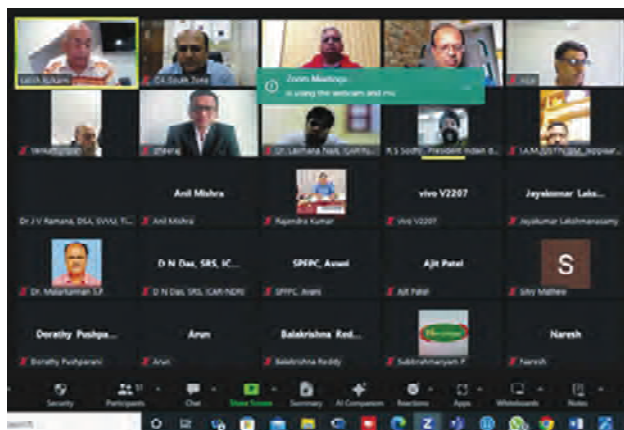
Finally, **Shri C.B. Kotak**, Deputy Director at the Export Inspection Council of India (Ministry of Commerce & Industry, Govt. of India), New Delhi, provided details on the formalities for exporting dairy products from India.

The Webinar concluded with best wishes from the experts to the audience. At the end the moderator Shri Kuldeep Sharma assured the audience that Indian Dairy Association will keep on organising a series of webinars and programs on dairy exports from India. The subsequent programs will be more granular in their themes and approach.

For the benefit of IDA members, the recording of the Webinar has been uploaded on IDA (HQ) YouTube. <https://www.youtube.com/watch?v=6CpoWhEMaIs>

IDA (South Zone) Organizes a Webinar

The IDA (SZ) organized a webinar on 'Open Network



for Digital Commerce' (ONDC) on October 27, 2023 as part of IDA Platinum Jubilee continuous education program series initiated by IDA (SZ).

Guest of Honour Dr. R.S. Sodhi, President-IDA addressed the gathering by emphasizing the importance applications of ONDC a disruptive technological platform in the field of dairying. Shri Arun Patil, Vice President-IDA appreciated the efforts of IDA (SZ) in organizing a Webinar on this important topic in the era of digital world. Dr. Satish Kulkarni, Chairman, IDA (SZ) presided over the program and emphasized on application of ONDC in dairy sector by citing its successful applications in other sectors.

The Guest Speaker, Shri Jagdeesh Sunkad, Serial Innovator presented a talk on 'A new framework for thinking E-commerce through ONDC'. Shri Dheeraj Kumar, an invited speaker from ONDC, briefed about how ONDC framework can be extended to all the sectors including dairying. Shri Jayaprakash from HOPCOMS, Bengaluru shared his experiences of HOPCOMS in using ONDC platform to upscale their marketing strategies. Dr. S. Subash, Secretary, IDA (SZ) was the convener of the Webinar and coordinated the program. Fifty-five participants from across the country joined the Webinar.

IDA (NZ) Organizes a Seminar and Bestowed Best Maintained Dairy Plant Award for the Year 2021-22



Commemorating the 75th Year of Establishment of Association, IDA (NZ) organized a Seminar at IDA House, New Delhi on October 26, 2023.

Cordial invitation were made to all IDA NZ members to join this event. Option for attending seminar online was also available. Theme of the Seminar was "**Upkeep and Maintenance of Dairy Plants to Comply with Statutory Requirements**". The event was chaired by Shri S.S. Mann, Chairman, IDA-NZ.

Delivering his Keynote address Dr. B.S. Beniwal, former Dean Sanjay Gandhi Institute of Dairy Technology Patna and former General Manager, Delhi Milk Scheme, New Delhi stated that maintaining the dairy plants in a position to comply with the statutory requirements is not only a requirement under the law but also the moral duty of all those involved in the processing of milk and milk products.



Maintaining hygienic conditions starts right from milking the udder of the milch animals and goes up to the consumer end. This farm to fork approach of maintaining the hygienic chain is essential for delivering pure and safe milk while complying with the legal requirements under the various food safety requirements and laws. He lauded the initiative taken by IDA (NZ) in encouraging the dairy plants to maintain its plants in proper condition and awarding the best maintained dairy plant.

The following dairy plants of the North Zone region were awarded the best maintained dairy plants for the year 2021-22.

Cooperative Sector

First Position - M/S Jaipur Zila Dugdh Utpadak Sahakari Sangh Ltd., New Dairy Plant

Second Position- M/S Ballabgarh Coop. Milk Producers' Union Ltd., Milk Plant Ballabgarh

Private Sector

M/S Chanakya Dairy Products Pvt. Ltd (Unit-II), Mandi Gobindgarh

While receiving the awards, representatives of awardees thanked the jury for selecting their plants for awards, also narrated their experience and efforts made in maintaining the plants in a winning position.

Shri S.S. Mann, Chairman, IDA(NZ) congratulated the winners and said that maintaining the plants in proper condition is a team work and that the CEO of the organisation has to lead the team while educating and encouraging the staff at various levels. He expressed confidence that more and more dairy plants would be participating in the award in the coming years.

The award giving ceremony was followed by an interactive question answer session among the winners and other members present at the seminar.

The seminar ended with a vote of thanks to the Chair and the Keynote Speaker.

Newly Elected State Executive Committee of Tamil Nadu Chapter of IDA Takes Charge



The newly elected State Executive Committee of Indian Dairy Association Tamil Nadu Chapter takes charge at a meeting held on October 18, 2023 at the Dairy Science Department of Madras Veterinary College, Chennai. The details of the unanimously elected candidates are:-

Chairman: Shri K.S. Kanna, Sr. General Manager, Anand has Dairy Farm, Coimbatore

Vice-Chairperson: Dr. Dorathy Pushparani, former Vice-Principal of Loyola College, Chennai

Secretary: Dr. T.R. Pughazendhi, Professor of Dairy Science, Madras Veterinary College, Chennai

INDIAN DAIRYMAN

Treasurer: Shri Chandrasekhar Karthikeyan, an Environment Consultant, Chennai

Member (RE): Er. Dayand Peter, HoD of Department of Food Processing Technology, Karunya Institute of Technology and Sciences, Coimbatore

Member (PP): Shri P.V.Gopimanivanan, HoD, Department of Food and Dairy Technology, Mannar Thirumalai Naicker College, Madurai

Member (DI): Shri Manoharan Krishnamoorthy, Director of Indiacool Innovations Private limited, Chennai as Executive Member in DI category

Member (MP): Smt. Shantha Lakshmi Kannian, Proprietor, Farm Kadalur (300 desi cows), Chennai

Shri S. Ramamoorthy, Immediate past Chairman, Shri IAM Justin, past Vice Chairman and Shri C.P. Charles, Central Executive Committee member of IDA greeted the newly elected committee members in person.

IDA's Stall at World Food India 2023

The World Food India 2023 was held during 3-5 November 2023 at Pragati Maidan, New Delhi. It was inaugurated by the Hon'ble Prime Minister Shri Narendra Modi. Prime Minister along with Hon'ble Minister of Fisheries, Animal Husbandry & Dairying, Shri Parshottam Rupala and Hon'ble Union Minister of State, MoFAHD Dr. L.Murugan and other dignitaries visited the exhibition.

NDDB at this Mega Food Event showcased its gamut of activities and initiatives through cooperative strategies for providing better livelihood to farmers and better nutrition to consumers while ensuring sustainability.

Mother Dairy had also put up a stall showcasing the journey of milk from farms to table and also highlighted 'Token Milk'.

It was the first time that Indian Dairy Association had opened its stall at World Food India 2023.





Few staff members of IDA headed by its Secretary General, Shri Hariom Gulati made the visitors aware about the activities of IDA. Lots of enquires were coming at the stall as to how a common man can start a profitable dairy unit. Some of them also showed interest in becoming IDA member.

Dr. R.S. Sodhi, President-IDA attended the World Food India 2023 as a panellists. He also visited IDA Stall along with Dr. J.B. Prajapati, Chairman, IDA (WZ) and enquired about the visitors who visited the IDA stalls.

NATIONAL News

Organic Farming to Bring Prosperity to Farmers: Shri Amit Shah

Shri Amit Shah, Hon'ble Union Minister of Home Affairs & Cooperation addressed the National Symposium on Promotion of Organic Produce organised by the National Cooperative Organics Limited (NCOL) at the ICAR, PUSA, New Delhi on November 8, 2023.



In his inaugural address, Shri Amit Shah said that NCOL will help India realise its potential to become a global leader in organic products. He said that this path-breaking initiative will help realise Hon'ble PM Shri Narendra Modi Ji's vision of cooperative prosperity & sustainable livelihood for farmers.

"Establishment of a national-level cooperative to promote organic products is a significant step towards boosting rural economy. The inclination towards organic produce is increasing day by day. But many farmers are unaware about the process of certification, marketing of their organic produce. NCOL will help the farmers in all these activities and it will help in enhancing their income", Shri Amit Shah said.

NCOL, established under the Multi State Cooperative Societies Act, 2002, will facilitate production, distribution & marketing of certified organic products and prove to be a milestone in the cooperative and agricultural sectors, benefitting future generations. The five promoters of NCOL include reputable institutions such as NDDDB, GCMMF, NAFED, NCDC and NCCF.

Shri Shah launched the logo, website, brochure and Bharat Organic Brand of NCOL on this occasion. While launching 6 organic products under the 'Bharat Organics' brand, Shri Shah pointed out that the prices of organic products are higher but Bharat Organics will market them at a lower price than existing organic products. NCOL will deposit 50% of the excess realisation in the bank accounts of farmers directly, which will benefit farmers by increasing their income. "20 organic products will be launched soon and I am sure, NCOL will soon become the largest organic producer in the country," he said while hoping that NCOL will become the largest organisation in the field of organic products in the world over next five years.

He also unveiled NDDDB Mrida Ltd's (fully owned subsidiary of NDDDB) website and gobar gas slurry-based phosphate-rich organic manure (PROM), jointly developed by NDDDB & Gujarat State Fertilizers & Chemicals Limited (GSFC) produced at Varanasi Biogas Plant under brand name "Sardar Sudhan".

The member organisations of NCOL hail from various states across the country including Gujarat, Uttarakhand, West Bengal, Chhattisgarh and Telangana, highlighting the diversity of NCOL. He was confident that this initiative will benefit farmers nationwide and conveyed his best wishes to all the promoters of NCOL.

Shri Shah called upon farmers to reduce use of fertilisers on targeted basis and simultaneously increase adoption of organic manure. He also cited some example of the usage of organic

manure resulting in increased production and also improving the soil health.

Harping on the fact that product testing is an important aspect of the biological value chain, Shri Shah said by 2024, 150 laboratories will be ready for biological testing and 300 mobile vans will be deployed for rapid testing and sampling across the country. This will benefit farmers and producer organizations in all states, allowing them to get their produce tested. However, many consumers who want to switch to organic food are unable to do so due to lack of trust, inconsistent availability and high prices. The establishment of a national organization like NCOL will solve all these issues.

Shri B.L. Verma, Hon'ble Union Minister of State for Cooperation; Shri Gyanesh Kumar, Secretary, Ministry of Cooperation; Shri Sunil Barthwal, Secretary, Ministry of Commerce; Shri Rohit Kumar Singh, Secretary, Ministry of Consumer Affairs, Food & Public Distribution; Dr Meenesh Shah, Chairman, NDDB & NCOL; Shri Mukesh Puri, Additional Chief Secretary, Home, Govt of Gujarat & MD, GSFC; Shri G Kamala Vardhana Rao, CEO, FSSAI and other important dignitaries also graced the occasion.

33rd Conference of WOA Regional Commission for Asia and Pacific Held in Delhi



Dr. Sanjeev Balyan, Hon'ble Union Minister of State for Fisheries, Animal Husbandry & Dairying along with Dr. L. Murugan, Hon'ble MoS, Ministry of Fisheries, Animal Husbandry and Dairying

inaugurated the four-day 33rd Conference of WOA Regional Commission for Asia and Pacific in New Delhi.

Ms Alka Upadhyaya, Secretary, Dept of Animal Husbandry and Dairying, Min of FAHD; Dr. Monique Eloit, Director General, World Organisation for Animal Health; Dr Baoxu Huang, President, World Organisation for Animal Health Regional Commission for Asia and Pacific; Dr. Abhijit Mitra, AHC, DAHD and Dr. Hirofumi Kugita, Regional Representative, World Organisation for Animal Health, Asia were present during the inauguration.

In his inaugural address, Hon'ble Minister

Dr. Sanjeev Balyan underscored the need to give specific focus on animal health as most of the human diseases originate from animals. He highlighted the importance of dairy sector as a source of nutrition and livelihood, One Health approach adopted by India and commitment of Government of India towards it like nationwide free vaccination drives for FMD & Brucellosis, mobile veterinary units etc.

Hon'ble Minister **Dr. L.Murugan** highlighted the unwavering commitment of Government of India towards control and eradication of animal disease and also highlighter the digitalisation drive taken in India. He further highlighted the need to provide doorstep veterinary care services to the farmers and that DAHD along with NDDB is tirelessly working to realise this vision.

Ms Alka Upadhyaya, Secretary, DAHD, also declared as Chairperson of the Conference, emphasised on the intertwined nature of public health and animal health and need for One Health approach amid factors like the pandemic, deforestation and urbanisation. She highlighted several efforts being taken in our country including National Digital Livestock Mission, a comprehensive programme towards creating an end-to-end digital ecosystem for traceability, disease combat and surveillance across various species, cost effective Ethno veterinary medicines addressing Antimicrobial Resistance issue, etc.

Dr. Meenesh Shah, Chairman, NDDB as a panellist participated in the session 'Partnerships to Strengthen National Veterinary Services'. He mentioned that India is proud to be the largest milk producer in the world but at the same time we also have the realisation of housing largest number of cattle and buffaloes, managed by smallholder dairy farmers. While there have been ardent efforts by all the stakeholders to reach out to farmers, there still exists gaps, mostly to provide doorstep delivery of veterinary services to farmers. He further elaborated that this gap to a large extent can be bridged with collaborative efforts of all and mainstreaming cooperative/ private sector in providing the services. He also stressed on need for more trained and qualified



veterinarians in the country and wide scale implementation of structured programmes like A-HELP, to bridge the gap of making services available to farmers at their doorstep. Dr. Shah also highlighted the need for partnership between Research Organisations, Government and Industry and gave example of successful convergence at Indian Immunologicals Limited, a wholly-owned subsidiary of NDDB, in development of vaccines.

Dr. Abhijit Mitra, Animal Husbandry Commissioner, DAHD shared a brief account of veterinary services being provided in the country and mentioned that transformation will happen with suitable partnerships and one such successful example has been identification of diseases on field, developing/co-developing vaccines by Research Institutes and its production and commercialisation by the private players.

Dr. Meenesh Shah Highlighted Notable Progress of Kerala Dairy Sector at Keraleeyam 2023

Keraleeyam 2023 took place from Kowdiar to East Fort in the Thiruvananthapuram district, spanning from November 1-7, 2023. Keraleeyam is embarking on a comprehensive mission, unravelling Kerala's remarkable journey of development and achievements spanning seven decades. The primary objective of Keraleeyam is to shape a new Kerala distinguished by excellence, fostering socio-economic prosperity throughout the state, promoting sustainable development across all sectors, and crafting forward-thinking developmental policies.

Leaders of Dairy Sector attended the event. The function was also graced by Smt. J. Chinchurani, Hon'ble Minister for Animal Husbandry and Dairy Development, Govt of Kerala.

Dr Meenesh C Shah, Chairman, NDDB attended the event along with Shri K.S. Mani, Chairman, MILMA; Dr. A. Kowsigan, Director, Animal Husbandry; Shri Asif K Yousuf, Director, Dairy Development & MD, MILMA and

Dr. R.S. Sodhi, President, Indian Dairy Association.

In his address, Dr. Shah highlighted remarkable progress of dairy sector in Kerala and the role NDDB along with the Central/State Government has played through schemes like Operation Flood, National Dairy Plan etc. which has transformed the subsistence dairy farming to a thriving sector supporting livelihood of farmers.

Dr. Shah also commended Kerala's progress in modernising dairy processing, marketing & branding and relaunching of 'Milma' brand with technical & financial support from NDDB to cater to the changing consumer preferences. He emphasised on the need for improving fodder cultivation to overcome shortages and enhance dairy productivity and highlighted NDDB's initiatives, including the formation of Fodder Plus FPOs and Progeny Testing Programme in Kerala.

Dr. Shah added that the issue of antibiotics overuse could be reduced by promoting the use of cost-effective and sustainable Ethno-Veterinary Medicines which has already been adopted by Malabar Milk Union at a large scale.

He highlighted that Ernakulam Milk Union is also being supported by NDDB under its scheme "Revitalizing Promising Milk Unions" with financial assistance of Rs. 7.87 Crore to improve its operations. He stressed on the significance of climate-smart dairying and sustainable manure processing to safeguard the environment underlining the importance of manure management as well as beekeeping in increasing farmers' income.

He reiterated NDDB's commitment towards strengthening Kerala's dairy sector, improving productivity, promoting sustainability, identifying export opportunities and creating a better and self-reliant dairy sector in the state.

During the event Smt J Chinchurani, Hon'ble Minister launched the new dark chocolate and milk chocolate variants by presenting it to Dr. Meenesh Shah. Hon'ble Minister lauded the efforts of NDDB with support from the Central Government for making dairying an important source of livelihood in the state.



UP And Brazil Signed MoU For Promotion of Cow Dynasty In Uttar Pradesh



In a boost for the dairy sector of Uttar Pradesh, Ananda Dairy entered into a Memorandum of Understanding (MoU) with Brazilian companies. The MoU was signed in the presence of Chief Minister Shri Yogi Adityanath and Ambassador Mr. Kenneth Nobrega of Brazil to India.

According to the MoU, the two major Brazilian companies will work together with Ananda Dairy for the production of nutritious animal feed and cattle breed improvement, as per the press release of Chief Minister's Office.

The MoU followed comprehensive talks between the UP team and officials of the Brazilian companies - Ameria Pajora and BH Embryos - during the roadshow held in Brazil in December 2022 in the run-up to the Global Investors Summit 2023.

Welcoming the Brazilian delegation to Uttar Pradesh on the special occasion, the Chief Minister said that relations between India and Brazil have always been friendly. There is mutual understanding, growing bilateral trade and all-round cooperation between the two countries.

The bilateral trade between India and Brazil has doubled in the last two years. He informed that exports from India to Brazil have gone up to \$4.5 billion in the financial year 2022-23, whereas imports have increased to \$7.14 billion.

The Chief Minister added further that agriculture, food processing and animal husbandry are other major focus areas of bilateral cooperation between India and Brazil. The cattle of Brazil and India have similar genetic heritage. Indian cattle like Gir and Kankrej, exported centuries ago, have been bred to yield large quantities of milk.

The MoU between reputed dairy conglomerate Ananda

Group and Brazilian companies Ameria Pajora and BH Embryos will provide avenues for farmers of Uttar Pradesh to increase milk production through the use of advanced technology in nutrition and breeding of milch animals.

Meanwhile, the representatives of Ananda Dairy, Ameria Pajora and BH Embryos, also shared their future plans with the Chief Minister.

Assam Govt Identifies Land to Set Up Three Mega Milk Plants

The Assam government has confirmed that it has identified land at three places to set up mega milk processing plants, with each having a capacity of one lakh litres per day.

Addressing a Press Conference, Animal Husbandry and Veterinary Minister Shri Atul Bora said a joint venture company of the National Dairy Development Board (NDDDB) and the state government will set up these plants as part of the Assam Dairy Development Plan.

"The JV will establish a total of six mega plants, with each having a milk processing capacity of one lakh litre a day, at different places in Assam. Of these, land for three have been identified in Cachar, Dibrugarh and Jorhat. The process of identifying more land is underway.

Simultaneously, state government has already revived small defunct processing plants with a capacity of 5,000 litres per day in Guwahati, Bongaigaon and Dhemaji, Shri Bora said.

The JV has been working since last year. From 2023-24 to till now, artificial insemination has been conducted on 3,74,438 cows, which is 43.37 per cent of the set target of this fiscal, he added.

In January last year, the Assam government and NDDDB signed an agreement to create a Rs 2,000-crore joint venture for holistic development of the dairy sector in the state.

As per the MoU, a joint venture company of NDDDB and the Assam government would be set up with a target to process 10 lakh litres of milk through six new units in seven years.

Milk from more than 4,100 dairy cooperative societies would be processed, packed and marketed. This will benefit more than 1,75,000 dairy farmers of Assam and increase their earnings.

Two cattle-feed and organic manure manufacturing units will also be set up as per the agreement, while import of high-yielding cattle breeds and artificial insemination

will also be taken up.

Furthermore, as part of this dairy development project, more than 15,000 high milk-yielding Gir cows would be inducted into Assam to ensure higher returns to the dairy farmers of Assam.

Under the MoU, the Assam government would be ensuring financial aid and support to the planned interventions of this JV through the departments concerned with the support of the Union government under various schemes.

This joint venture would be guided, mentored and managed by NDDDB, wherein NDDDB would also be bringing in tried-and-tested technological innovations like sex-sorted semen, Ration Balancing Programme, Ethno veterinary medicine and manure management projects to Assam.

Amul on Path to Secure Green Energy for India



After resonating with the dairy sector for years, Amul has decided to do a similar magic in India's green energy revolution by trying to

achieve what is not even thought about.

After receiving the annual business line 2023 Iconic Changemaker award, Managing Director, Gujarat Cooperative Milk Marketing Federation (GCMMF) Shri Jayen Mehta said Amul has already experimented with several projects.

Explaining in details, he said Amul has been taking steps to strengthen the circular economy of the country, which will empower, not just the producers but also the planet. Though cow gives milk for 300 days in a year, which is her lactation cycle, she produces dung every day.

With the large number of cattle that we have, Amul has started the process again through its cooperatives to collect the dung. From the dung, what you get is methane and that becomes a biogas which can light the stove in the house of a farmer, even to run cars. And then what is left behind is also biofertilizer, which goes to the fields. And consumers can get food, which is produced without chemical fertilisers. It solves so many problems in one shot. The farmers get additional income from the dung that the cow produces, the import bill on fuel and fertilisers comes down and more importantly, the consumers also get food without the chemical fertiliser. So it's a win-win situation. And what's more, the more

the technologies adopted from this methane, which is CH_4 , you can extract hydrogen, Shri Mehta said.

Once you produce hydrogen that is the cleanest form of energy. This is what the direction we are moving on to is. We have already experimented several of the projects, both the small scale and the large scale. This will transform actually Amul from a food company or a dairy company into an energy company.

He further said that this transformation is the collective might of not only the small farmers of Gujarat, but also of the entire India to build the energy security of the country. The biofuel alliance which the prime minister has announced will come into a reality, through this initiative.

As the dairy cooperative pays Rs. 200 crore rupees daily, which goes to the accounts of the farmers, one-third of that goes directly in the bank accounts of women. This (energy initiative) is also a model which will demonstrate the power of women in leading onto this. So this is a journey which will taking care of the social transformation. It is inclusiveness, provides job opportunities and more importantly, nutrition and *Atmanirbharata* for 1.4 billion people for a vital item like milk and dairy in our lives.

Vidarbha Marathwada Dairy Development Project Reviewed



Dr. Meenesh Shah, Chairman, NDDDB along with its senior officials attended a multi-stakeholder meeting organised to review and take forward the Vidarbha Marathwada Dairy Development Project

(VMDDP). Shri Nitin Gadkari ji, Hon'ble Minister of Road Transport & Highways, Govt of India; Shri Devendra Fadnavis, Hon'ble Dy. CM, Govt of Maharashtra; Shri Radhakrishna Vikhe Patil ji, Hon'ble Minister of Animal Husbandry & Dairy Development, Govt of Maharashtra; Shri Tukaram Mundhe, Secy, AH&DD, Govt of Maharashtra were among the dignitaries present during the meeting.

A detailed presentation was made by Shri Tukaram Munde, Secretary, AH&DD, Govt. of Maharashtra on Phase II of the Dairy Development Plan to be implemented in Vidarbha and Marathwada region of Maharashtra. It has numerous interventions including, animal induction, setting up of mega cattle feed plants,

silage production units, etc. This will cover all 19 districts of Vidarbha and Marathwada.

Hon'ble Minister Shri Gadkari ji while praising the efforts of NDDB, its subsidiary Mother Dairy and Govt. of Maharashtra, which has brought a transformation in the region by ensuring successful implementation of phase I of VMDDP, advised that it is important to decide the accountability of the Project team for successful implementation.

Hon'ble Deputy CM appreciated the progress made by the project and desired that the schemes like Nanaji Deshmukh Krishi Samridhi Yojana and SMART project should also be converged with VMDDP to maximise the benefits to dairy farmers.

During the meeting, Chairman, NDDB provided valuable inputs towards implementation of Phase II of VMDDP and reiterated that NDDB along with its subsidiaries will continue to undertake all the interventions which benefits the farmers. He suggested to include training and capacity building of dairy farmers and also institution building in the programme.

Mother Dairy to Build Rs. 500 Crores Dairy Plant at Nagpur



Mother Dairy has started the process of acquiring land to set up a dairy plant in Nagpur, Maharashtra, with investment of Rs. 500

crore to expand its presence beyond North India.

The unit is part of its Rs. 700 crore capex outlay planned for three-four years approved by its board last year.

The facility will produce both milk and valued-added dairy products, said Shri Manish Bandlish, Managing Director, Mother Dairy Fruit and Vegetable Pvt. Ltd.

"We are very soon putting up our plant in Nagpur. We are in touch with the ministries. We are making a plan, and in very advanced stages of land procurement. It will be a dairy and value-added dairy plant. We are planning a food processing plant in Karnataka. We have got internal approvals, and are starting the process. So, we will take 1.5 to 2 years," said Shri Bandlish during the World Food India event held recently in Delhi.

For the upcoming plant in Nagpur it has applied for the production-linked incentive scheme for food processing. The unit will help Mother Dairy dominate the dairy, edible oil and frozen vegetables markets in north India as well as step up presence in south India.

The proposed plant will become a hub for the company

for south and remaining markets.

"Last year, we increased our manufacturing capacities almost 20-25% largely in dairy products (value added product capacity increased significantly). We are geared up for next season. Besides we already got approval for ₹700 crore of capex from our board recently. Those investments will happen for the next couple of years both for Safal and for dairy," said Shri Bandlish.

Sangam Dairy(Guntur) Releases 13 New Products on Deepawali



Sangam Milk Producer Company Ltd., the oldest dairy company in Guntur, released 13 new products including bakery items and sweets, recently. Sangam Dairy Chairman Shri Dhulipalla Narendra Kumar and the Board of Directors released the products at an event organised in Guntur city, amidst the gathering of all its distributors and agents who attended from Andhra Pradesh and Telangana.

The new products include atta laddu, besan laddu, chana laddu, kaju bites, chocolate kaju bites, orange kaju bites, plum cakes, bar cakes, gulab jamun, badam raki, and kaju sticks.

Shri Narendra said that the Sangam Dairy products undergo 144 tests before being released into market, so as to ensure quality and safety. He said that they have been supplying 82 kinds of milk and milk products in 160 measurements to the market, through more than 8,000 distributors and agents. Sangam Dairy has its presence in more than 6,720 villages and is collecting milk from more than 1.5 lakh farmers to the tune of more than 7.80 lakh litres per day. He added that they have been adopting advanced technology at their dairy unit.

Turn Your Waste into Clean Energy-Homebiogas Israel in India

An Israeli company capable of turning food scraps and other organic waste into fuel will be installing 7,000 units of its system on dairy farms in India.

HomeBiogas has created a miniaturized anaerobic digester, a tank that uses microorganisms to digest the organic waste and release a methane-rich gas, which can be used for cooking or heating on site.

Starting early next year, thousands of dairy farmers in the Indian city of Satara will be able to produce green energy by feeding their new HomeBiogas system with cow manure.

This will replace cooking on firewood and the use of charcoal, and reduce their exposure to harmful cooking smoke, as well as decrease deforestation and cut reliance on fossil fuels for cooking.

The company will provide the farmers with its systems under an agreement with SKG Sangha, a non-profit organization that encourages the development of renewable energy technologies in remote rural areas.

"I'm excited to announce a substantial, long term deal with SKG Sangha that incorporates the installation of thousands of HomeBiogas systems in India and the expected sale of 500,000 carbon credits that the project will produce," says Oshik Efrati, HomeBiogas' CEO.

"The sale of carbon credits is a significant contribution to the HomeBiogas business model where most of the income for manufacturing, installing and maintaining the HomeBiogas systems with the Indian dairy farmers will derive from selling carbon credits to companies who are interested in lowering their emission and not from the farmers themselves," he explained.

It is believed that developing and implementing innovative technologies, together with adopting carbon-based funding solutions, will lead humanity to succeed in facing climate challenges.

INTERNATIONAL News

International Dairy Market: Overview

As per the latest USDA data of mid November, 2023, international market overview are as follows:

EUROPEAN

Western European

European milk output has continued its seasonal decline. While milk intakes are at or near the nadir for the milk production year, dairy processors are looking ahead and trying to assure themselves of an adequate milk supply. Dairy contacts from Western Europe suggest that milk volumes have been tight throughout the year, and they do not anticipate volumes to surge into the coming

year. The uncertainty of milk supply has prompted a few dairy companies to increase or hold their planned pay price. One large dairy cooperative recently increased their monthly published guaranteed price for November farm milk.

Efforts by the EU and Australia to formalize a trade agreement fell short in recent negotiations. The two sides could not agree to terms regarding agricultural market access. Specifically, Australia was seeking larger quotas and a reduction of tariffs on Australian beef, lamb, sugar, and dairy products. The EU was seeking greater protection of products from the EU's geographic indication program. The failure to come to an agreement before the June 2024, European Parliament elections means a conclusion to the negotiations is not likely within the next few years. A free-trade agreement between the EU and New Zealand was endorsed by the European international trade committee several weeks ago.

For the last month Dutch and Belgian farmers have struggled to contain a bluetongue disease outbreak within farms. As a result, China has banned imports of cow and sheep animals and products from the Netherlands and Belgium.

According to CLAL data made available to USDA, the provisional September 2023 cows' milk delivered to dairies in the UK was 1,172,100 MT, down 1.2 percent from September 2022. Year-to-date cows' milk deliveries in the UK for January-September 2023, 11,639,800 MT, was 0.6 percent more than total milk deliveries in January-September 2022.

Eastern European

According to online resources, August 2023 Ukrainian milk production is 615,000 tons, compared to 710,000 tons in 2022 and 845,000 tons in 2021. The decrease in dairy production mirrors other aspects of Ukrainian agriculture. The rise in the costs of fuel, agrichemicals, and equipment has led to higher production costs. When coupled with lower product prices and loss of market access, there is emerging speculation that many agricultural enterprisers may go bankrupt. According to Ukraine's largest agricultural association, the agricultural sector is unprofitable for the first time in 20 years, and losses to the Ukrainian agricultural sector could amount to more than \$3 billion.

Milk production in some other Eastern European countries continue to show growth when compared to the previous year. According to CLAL data made available to USDA, September 2023 cows' milk delivered to dairies in Poland was 1,037,000 MT, up 1.5 percent from September 2022. Year-to-date milk deliveries through September 2023 in Poland, 9,851,000 MT, increased

1.5 percent compared to year-to-date milk deliveries through September 2022.

OCEANIA DAIRY MARKET

New Zealand

At GDT event 343 prices for all commodities other than butter and whole milk powder (WMP) moved higher. Some industry sources suggest the decline in butter prices was unexpected, following the previous event. Some seasonal New Zealand milk price forecasts have, reportedly, moved lower following GDT event 343. The Food and Agricultural Organization (FAO) of the United Nations released the October Dairy Price Index which was up 2.2 percent from September. The organization cited concerns over the impact of El Nino on milk production in Oceania as contributing to this increase. Industry sources in New Zealand report concerns this year's El Nino weather will have a negative impact on milk production.

Australia

Milk production data was recently released showing Australian output in September. This data showed total milk production in the country was up 0.5 percent in September compared to a year ago, and production from the start of the season in July through the end of September was up compared to the same time frame in 2022. September milk output was flat to higher in most states, compared to September a year ago, with the only declines reported in Victoria. Recently released export data from Australia for September showed total dairy export volumes this year are down compared to 2022, and total dairy export volumes were down compared to September a year ago. In September total export volumes of SMP and cheese were up compared to September of last year, but year to date export volumes for these commodities remain below 2022 levels..

SOUTH AMERICA DAIRY MARKET

For multiple years, the La Nina phenomenon related drought wrought havoc through large parts of the continent's key dairy producing countries. With neutral patterns and now El Nino, dairy production has rebounded some, but there have been bumps in the road along the way.

According to reports, September milk output in Argentina and Uruguay faltered. Costs of production are, according to numerous reports, a major factor in the limitations put on dairy farmers in key dairy areas, namely Brazil and Uruguay.

The aforementioned milk production limits contributed to lighter export volumes out of Argentina. As prices of whole milk powder and skim milk powder rose this report week. Brazil continues to vie for internal production and processing growth, but at this time, Brazilian contacts

say they are still contending with limited internal availability and processing capacities. There is some sense in the region that dairy commodity markets may eschew global trends, regardless of their direction, due to localized limits on supply. Right now, regional market tones are slightly uncertain.

GDT Prices Index Remains Same of the Previous Event

On November 21, 2023 prices remain the same. Previous to this event *i.e.* on November 7, 2023 Global Dairy Trade Event 343 concluded with the GDT Price Index down 0.7%

Whole milk powder has reached an average of US\$3027/MT, with a 1.9 per cent increase.

Skim milk powder - There is a decline of 3.8% percentage in GDT Index Price. Weighted average price \$2622.

A small hike came from anhydrous milk fat, which soared 0.9 per cent to an average of US\$5544/MT.

In Lactose, there is a big increase of 6.4 per cent in GDT Index Price to an average of US\$750/MT - and cheddar - declined 9.7 per cent to an average of US\$3637/MT.

34,111 MT of product was purchased by 117 successful bidders.

Eleftheria Brunost-Cheese from India Claimed 4th in Global Top 10

The World Cheese Awards with their judging panel have gradually built their reputation over the last 30 years, and is now one of the highest authorities on all types of cheese.

This year, over 4,000 cheeses were sent from all over the world to be judged by experts, buyers, retailers and food writers, all in one room.

Out of them 16 were crowned as the best, but Norway was top among them. Their Nidelven Blå cheese is a handmade, semi-solid blue cheese, made only two hours from Trondheim. It topped the other 292 entries from Norway.

In second place, it was Belgium's Baliehof Houtlandse Asche Kaas, a hard, unpasteurised cows' milk cheese. In third, it was Eberle Würzig Seit 5 Generationen, a Swiss cheese, and Eleftheria Brunost, a cheese from India, claimed fourth.

Neither France nor the UK, two very proudly cheesy nations, had any entries make the top 10 - though British cheeses did have a strong presence on the list overall.

Here are the 10 best cheeses in the world right now:

- Nidelven Blå from Gangstad Gårdsysteri (Norway)
- Baliehof Houtlandse Asche Kaas from Baliehof Kaas En Zuivelboerderij Jabbeke (Belgium)
- Eberle Würzig Seit 5 Generationen from Dorfkäserei Muolen (Switzerland)
- Eleftheria Brunost from Vivanda Gourmet (India)
- Müller-Thurgau Rezent from Käserei Müller-Thurgau (Switzerland)
- Kärntnermilch Mölltaler Almkäse Selektion 50% FiT. from Kärntnermilch (Austria)
- Michel from Rohmilchkäserei Backensholz (Germany)
- Holland Delta, 1 Year Old from Van der Heiden Kaas (Netherlands)
- Old Amsterdam Goat from Westland Kaasexport (Netherlands)
- Parmigiano Reggiano 30-39 Months from Nazionale Parmigiano Reggiano Rastelli Fratelli (Italy)

Investment Opportunities in Vietnam's Dairy Sector

Vietnam's growing population and the increasing wealth of its middle class is seeing demand for milk and dairy products in the country boom. In fact, per capita milk consumption is expected to increase by around 40 percent, from 28 liters in 2021 to 40 liters per year by 2030, according to Research and Markets.

However, Vietnam's domestic milk production falls short of meeting the country's demand. According to the Food and Agriculture Organization (FAO), in 2021, Vietnam produced 1,097 tons of milk domestically but had to import more than 3,705 tons. This stark contrast between supply and demand highlights the need for increased milk production and the growing importance of dairy imports to meet consumer needs.

Furthermore, the Vietnamese government is also actively promoting dairy as an important part of a balanced diet. In 2016, for example, the government approved the School Milk Program, which aims to provide daily milk to children in kindergartens and elementary schools.

There is also the 'Stand Tall Vietnam Milk Fund', operated by Vinamilk. Since 2007, this program has contributed significantly to boosting dairy consumption by donating over 42 million boxes of milk to more than 500,000 children across the country. This collective effort

reflects a broader desire to ensure children have an adequate supply of milk.

Apart from liquid milk, there is also a shifting consumer preference for other dairy products in Vietnam. The growing influence of Western cuisine, with dishes like burgers, pizzas, and burritos is gaining traction and has contributed to an increased demand for cheese, butter, and yoghurt.

Investment Opportunities

Dairy processing companies

One approach is to invest in established dairy processing companies that already have a presence in the market. These companies have often been involved in the production and distribution of dairy products for a long time, and this grants them valuable market knowledge. Investing in these companies can save investors time and effort that would otherwise be spent on extensive market research and developing market-entry strategies.

An example of this investment approach can be seen in the case of Growtheum Capital Partners. The investment firm has committed to investing approximately US\$100 million to acquire a 15 percent stake in the Vietnam International Dairy Joint Stock Company (IDP).

"IDP is a unique opportunity for us to participate in Vietnam's rising consumption story," Trang Tran, the managing director at Growtheum Capital, told Bloomberg back in April.

Another foreign company that has recognized the potential of the Vietnamese market is the Morinaga Milk Industry Group, a leading milk producer from Japan. The group has taken steps to expand its presence in Vietnam, starting with its acquisition of all shares in Elovi Vietnam in 2021. Furthermore, in May 2023, Morinaga Milk Industry paid VND 106 billion (approximately US\$4.5 million) to acquire a 51 percent stake in a joint venture with Hoa Sen Group's Le May, a domestic dairy producer, forming the Morinaga Le May Vietnam Joint Stock Company.

Dairy farming

Investing in dairy farms is another option for dairy investors. However, it's worth noting that effective dairy farming often requires expertise in animal husbandry whereas Vietnamese farmers tend to favor less predictable spontaneous breeding.

Interestingly, several domestic dairy companies in Vietnam have sought to address this shortage of expertise by establishing farms abroad. For example, VitaDairy has invested in a US\$10 million farm with 1,000 cows in Tasmania, Australia.

On that note, Vinamilk, a prominent dairy company in Vietnam, has also expanded its dairy herd overseas by

starting work on phase 1 of a dairy complex in Xieng Khouang, Laos, housing a herd of 24,000 organic dairy cows.

A robust dairy farm system is seen as crucial by dairy companies in Vietnam to ensure a stable supply of milk. Therefore, it is essential to have farms that meet international standards and to leverage livestock expertise and technology to maximize livestock productivity. This, however, will require skills and investment two areas in which foreign firms may be able to assist and profit.

Other dairy products

Foreign investors also have the opportunity to explore investments in companies specializing in the production of various dairy products beyond traditional milk. By capitalizing on specific consumer demands, companies can tap into niche markets within the dairy industry.

A notable success story in this regard is the Laughing Cow cheese brand, owned by Bel Group from France. In 2015, Bel Group invested approximately US\$17 million to establish a factory in Vietnam. This strategic move increased production output specifically for the Southeast Asian market and proved to be very profitable.

Similarly, in recent times, Orion Food Vina (OFV), a subsidiary of Orion Korea, entered into a collaboration with Dutch Mill, a renowned dairy company with a 70 percent market share in Thailand. The objective of this partnership was to introduce new products to the Vietnamese market. As a result of this joint venture, two new product lines were launched: Choco IQ, a combination of barley milk and barley flour, and ProYo, a drinking yogurt, both showing promise among Vietnamese consumers.

Technology and equipment

To increase productivity and enhance efficiency within the dairy industry, the integration of technology becomes crucial. Investors can explore opportunities in technologies such as automated milking systems, feeding systems, storage equipment, and other innovative solutions. Providing these technological solutions not only addresses the challenges faced by the dairy industry in Vietnam but also presents a profitable venture for foreign farm equipment firms.

Challenges

Market competition

Statista's data from 2021 reveals that Vinamilk, a domestic brand, held an impressive 43.7 percent market share Vietnam's dairy market. Following closely behind were TH Food with a 14.1 percent market share and Friesland with 9.4 percent. The strong presence of well-established domestic brands indicates that they have already secured a firm foothold and enjoy widespread

brand recognition among Vietnamese consumers. As a result, new entrants or foreign investors must carefully develop strategies to effectively compete against these local firms.

However, while the dominance of domestic brands in the Vietnamese dairy market presents hurdles for new entrants, it also underscores the potential of the market. Investors willing to invest the time and resources, and to do the careful planning required can tap into the growing demand for dairy products in Vietnam and establish a successful presence alongside these well-established domestic players.

Regulations

The market competition for dairy products in Vietnam can be significantly influenced by free trade agreements and regulations. One such agreement is the European Union-Vietnam Free Trade Agreement (EVFTA). Under this agreement, import taxes on dairy products from the EU will gradually decrease. For many products, such as milk and cream without added sugar or products containing natural milk ingredients, the import tax will be reduced from 5 to 5 percent to 3.5 to 0 percent. This reduction in import tariffs will make European dairy products more competitive in the Vietnamese market.

Another trade agreement that may impact the dairy industry in Vietnam is the CPTPP. This agreement aims to gradually eliminate import tariffs on various goods, including milk and dairy products. As the tax rates approach 0 percent, it will create a favorable environment for foreign dairy products entering the Vietnamese market. Notably, countries like New Zealand, Australia, and Japan, which are major exporters of milk, stand to benefit immensely from this agreement.

While the reduced import taxes may pose challenges for domestic businesses, they also present opportunities for enhancing competitiveness. The availability of foreign products encourages domestic businesses to improve their production processes and foster higher quality standards.

Climate change risks

Vietnam's agricultural sector, including dairy farming, is vulnerable to the effects of extreme weather events, changing rainfall patterns, and rising temperatures. These climate-related factors can have significant implications for feed availability, animal health, and overall farm productivity.

According to research conducted by the United States Department of Agriculture (USDA), when the temperature-humidity index (THI) exceeds 70, cattle are prone to heat stress. In Vietnam, where temperatures can exceed 25 degrees Celsius and relative humidity often surpasses 80 percent, THI goes over 75 regularly. These conditions

can have adverse effects on the production capacity of dairy cows, ultimately reducing the overall milk output of the industry.

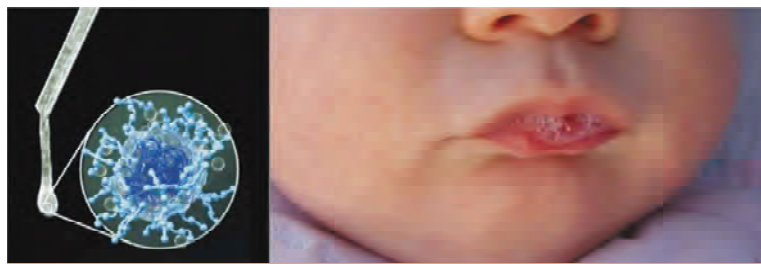
Moving Forward

Vietnam's dairy industry presents numerous opportunities for investors to explore and profit. Beyond traditional milk products, there is scope for investment in various sectors of the dairy industry including dairy products, farming, and the provision of farm equipment and technology.

However, it is important to note that along with the opportunities, there are also risks and challenges to navigate. In this light, firms looking to enter Vietnam's dairy market should contact the market entry experts at Dezan Shira and Associates.

Dairy Protein for Long Lasting Relief from Dry Mouth Conditions

Lactoferrin which is a protein found in milk – coloured dark blue – forms the mesh-like architecture of the hydrated microgel, partially coated by a hydrogel made by a polysaccharide κ -carrageenan, coloured light blue.



A novel aqueous lubricant technology designed to help people who suffer from a dry mouth is between four and five times more effective than existing commercially available products, according to laboratory tests.

Developed by scientists at the University of Leeds, the saliva substitute is described as comparable to natural saliva in the way it hydrates the mouth and acts as a lubricant when food is chewed.

Under a powerful microscope, the molecules in the substance - known as a microgel - appear as a lattice-like network or sponge which bind onto the surface of the mouth. Surrounding the microgel is a polysaccharide-based hydrogel which traps water. This dual function will keep the mouth feeling hydrated for longer.

Professor Anwasha Sarkar, who has led the development of the saliva substitute, said: "Our laboratory benchmarking reveals that this substance will have a longer-lasting effect. The problem with many of the existing commercial products is they are only effective

for short periods because they do not bind to the surface of the mouth, with people having to frequently reapply the substance, sometimes while they are talking or as they eat. That affects people's quality of life."

Results from the laboratory evaluation - "Benchmarking of a microgel-reinforced hydrogel-based aqueous lubricant against commercial saliva substitutes" - are reported recently in the *Journal Scientific Reports*.

The performance of the newly developed substance in comparison to existing products is due to a process called adsorption. Adsorption is the ability of a molecule to bind to something, in this case the surface of the inside of the mouth.

The novel microgel comes in two forms: one made with a dairy protein and the other a vegan version using a potato protein.

The new substance was benchmarked against eight commercially available saliva substitutes including Boots own brand product - Biotene; Oralieve; Saliveze; and Glandosane. All the benchmarking was done in a laboratory on an artificial tongue-like surface and did not involve human subjects.

The testing revealed the Leeds product had a lower level of desorption - the opposite of adsorption - which is how much lubricant was lost from the surface of the synthetic tongue.

With the commercially available products, between 23% to 58% percent of the lubricant was lost. With the saliva substitute developed at Leeds, the figure was just 7%. The dairy version slightly outperformed the vegan version.

Dr. Olivia Pabois, a Research Fellow at Leeds and first author in the paper, said: "The test results provide a robust proof of concept that that our material is likely to be more effective under real-world conditions and could offer relief up to five times longer than the existing products. The results of the benchmarking show favourable results in three key area. Our microgel provides high moisturisation, it binds strongly with the surfaces of the mouth and is an effective lubricant, making it more comfortable for people to eat and talk."

The substances used in the production of the saliva substitute - dairy and plant proteins and carbohydrates - are non-toxic to humans and non-caloric.

Although testing of the new product has involved just laboratory analysis, the scientific team believe the results will be replicated in human trials. The authors of the study are looking to translate the lubricant technology into commercially available products, to improve the quality of life of people who experience debilitating dry mouth conditions.