




# **MORE PROFITABLE AND SUSTAINABLE MILK PRODUCTION BY LEVELLING THE SEASONAL VARIATION**

2.10.2023

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FOUNDED IN  
**1905**



OWNED BY  
**3,700**  
DAIRY FARMS



**13**  
COOPERATIVES



**12+2**  
PLANTS IN  
FINLAND AND  
ESTONIA



**3,660 + 570**  
EMPLOYEES IN  
FINLAND AND  
OTHER COUNTRIES



**2.2 BN**  
TURNOVER

EXPORTS TO  
**50**  
COUNTRIES





**MARKET  
LEADER**  
IN DAIRY PRODUCTS  
IN FINLAND



**1.7 BN**  
LITRES OF MILK  
FROM FARMS  
PER YEAR



PROFITS TO  
FARMS  
THROUGH  
MILK PRICE



NOBEL PRIZE  
1945



**5-10**  
PATENTS OR  
INVENTIONS  
PER YEAR

ODDLYGOOD®  
AND  
GOLD & GREEN®  
**PLANT-BASED  
PRODUCTS**

VALIO  
**Aimo**  
WHOLESALE

**BIOGAS FROM  
MANURE**  
SUOMEN  
LANTAKAASU OY  
JOINT VENTURE

TOWARDS  
**CARBON-  
NEUTRAL**  
milk 2035



# OWNED BY FINNISH DAIRY FARMS

Finnish cooperative dairies established Valio in 1905 as a butter export cooperative.

Milk procurement cooperatives collect the milk from their farmers for processing.

We pay the profits from our operations to Finnish dairy farmers through the regional cooperatives.

When you choose a Valio product, you can be sure that money is going to Finnish food producers.





# AIMING FOR CARBON-NEUTRAL MILK

Carbon-neutral milk means that at least the same amount of emissions is reduced and removed from the atmosphere as is generated on dairy farms, in transportation, at plants, in the manufacturing of packaging and elsewhere along milk's journey.



# FOCUS AREAS OF SUSTAINABLE BUSINESS

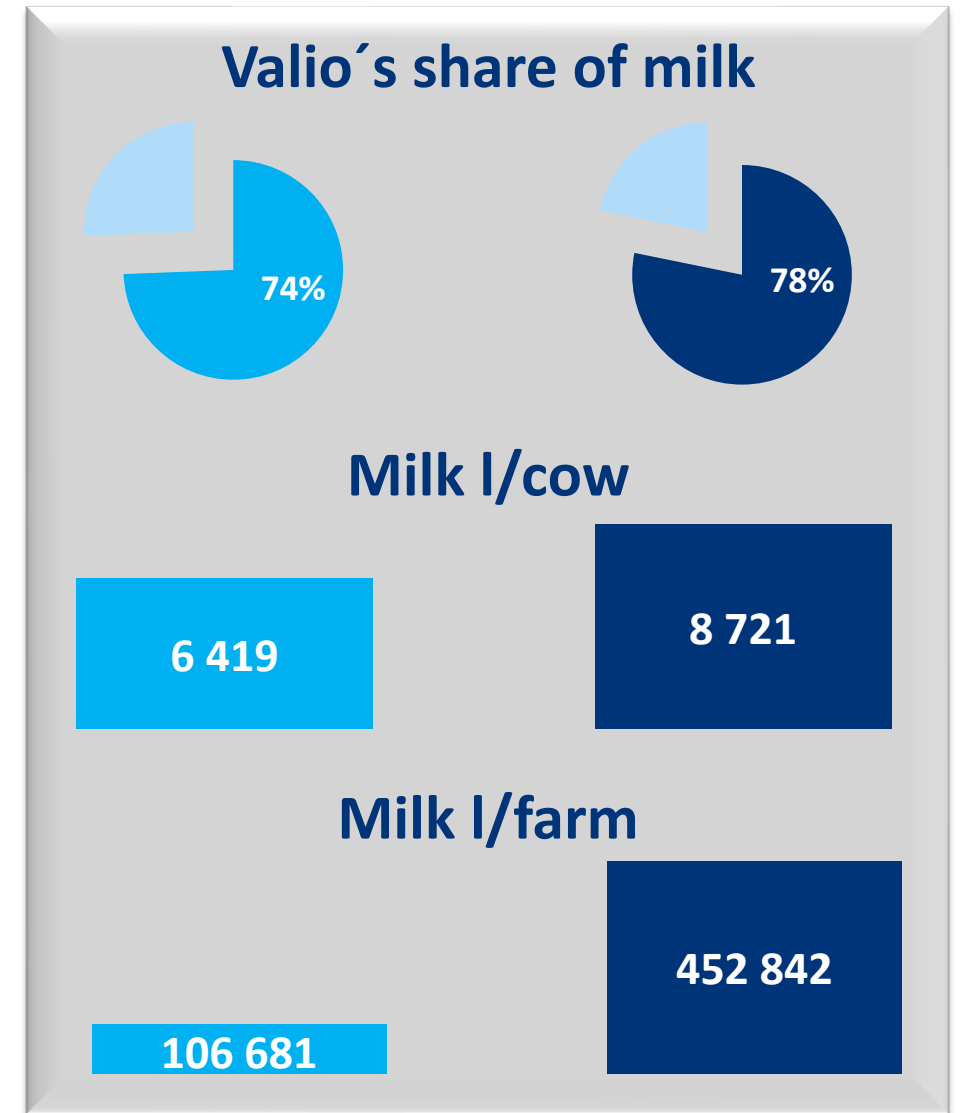
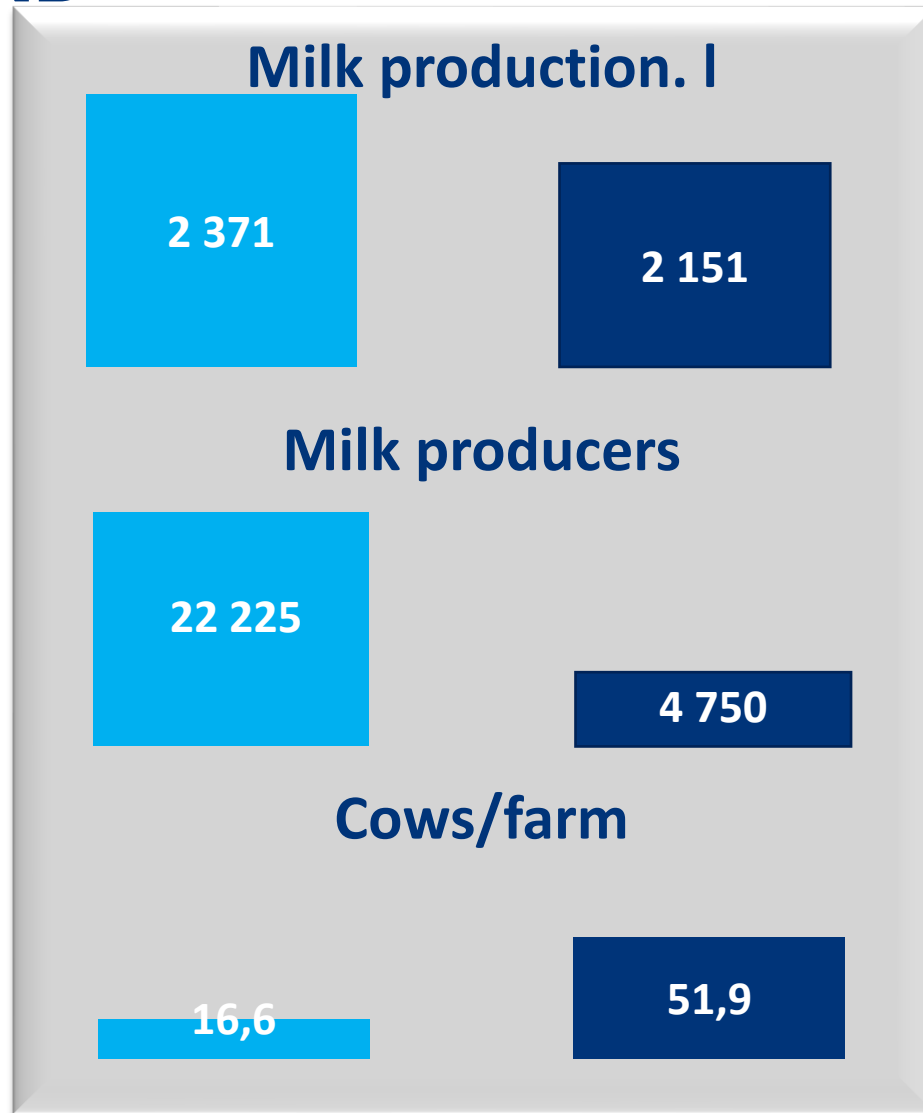




# STRUCTURAL DEVELOPMENT OF MILK PRODUCTION IN FINLAND

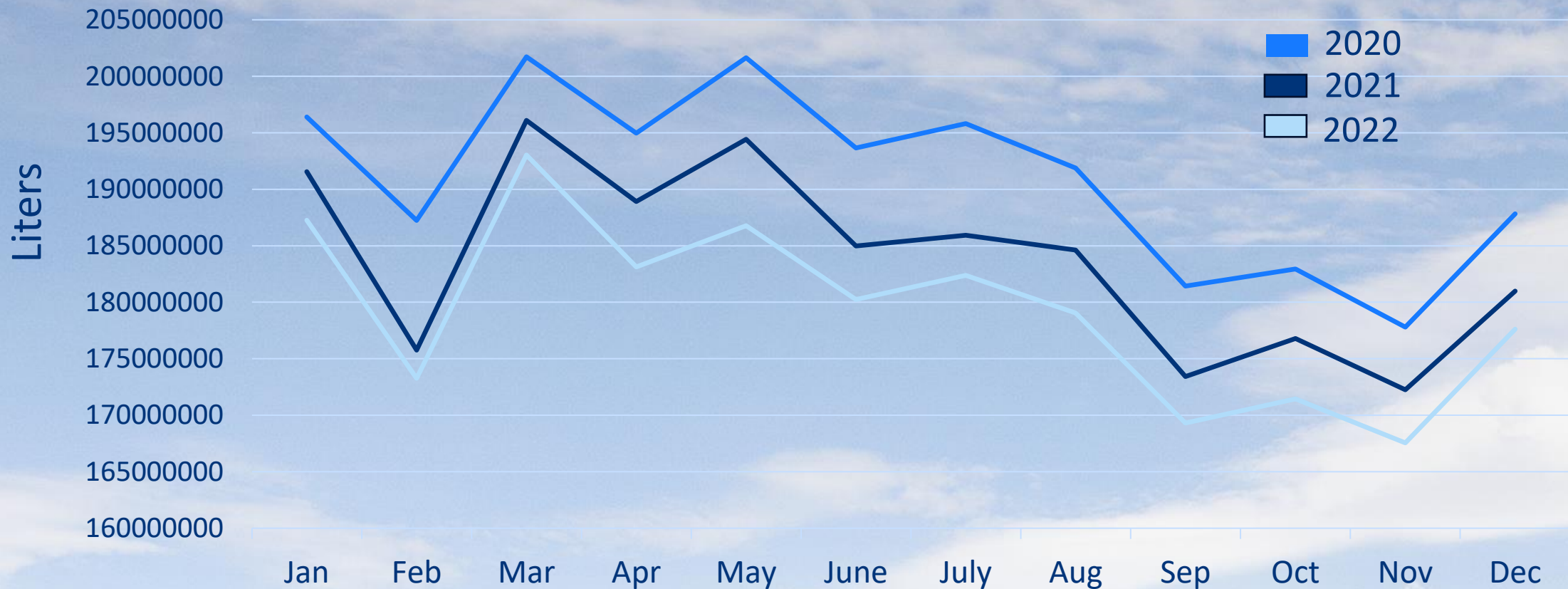
2000

2022





# SEASONAL VARIATION IN FINLAND - MILK DELIVERED TO DAIRIES



Source: Natural Resources Institute Finland



# EFFECTS OF SEASONAL VARIATION OF MILK PRODUCTION TO VALIO

## Capacity of production plants



## Capacity of milk collection





# EFFECTS OF SEASONAL VARIATION TO PROFITABILITY OF MILK PRODUCTION - FARM LEVEL

If dairy farmer can minimize variation between months

- Same production every month – steady income-> liquidity
- Same number of calvings, drying- offs, weanings, inseminations per month/week
  - Effective use of labour, machinery (robot, feeding equipment) barn facilities (calf pens, VIC- area, area for milking cows etc.)

The best feed utilisation level is achieved when average stage of lactation (DIM= days in milk) is evenly 170-180.

# SOME REASONS FOR SEASONAL VARIATION ON FARM LEVEL

- Variation of milk yield per cow
  - Cows have the highest test day results in May and the lowest in October
- Variations in weather conditions
- Variations in feeding/feed quality/feed intake
- Udder health
- Fertility
- Other health issues
- Culling rate and timing of cullings
- Death rate
  
- And many many more...



# VALIOHACKATHON

Valio invites You to inventing ways to tackle the seasonal variation in milk production!

- Managing the seasonal variation in milk production starts from functional and profitable farm-level solutions that enable a transformation throughout the production chain
- Valio is looking for concrete and effective ways to balance seasonality **on farm level**
- Ideas are evaluated especially using the following criteria:
  - The effect of the solution on the seasonal variation of milk production and the equalization of production peaks
  - The overall economic impact of the solution at farm level
  - The solution's effect on Valio's resource management and production planning





**THANK YOU!**