

French Dairy sector main characteristics

Support and development of small producers

Dnipropetrovsk, 31 March 2016





MINISTÈRE DE L'AGRICULTURE DE L'AGROALIMENTAIR ET DE LA FORÈT

French Dairy sector Main characteristics

What is a small farm?

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The dairy industry: a key driver of the French economy

- ⇒ € 27.2 billion (dairy industry revenues)
- ⇒ € 1,040 million annual investments in the dairy industry
- ⇒ 250 000 jobs across France
- ⇒ +€3.6 billion trade surplus in 2013
- ⇒ Dairy product : €8.7 billion production in absolute value : 13% of total agricultural production
- ⇒ France 2d producer in Europe, 8th in the world



















Europe's 2nd largest milk producer

70,000 dairy farms delivering cow's milk (427 000 in 1983; 149 000 in 1995)
3.69 million dairy cows (60% Holstein)

1200 processing companies

40% of milk exported (2/3 in EU)

A typical French dairy farm

52 dairy cows

330,000 litres of milk produced annually

92 ha including 32 ha of pasture, 16 ha of corn

54% run as farm companies (as "GAEC" collectives or "EARL" limited companies)



















3 types of dairy farms Plain areas (34 369 farms / 45%) : bigger farms more intensive

54 dairy cows

351 000 litres of milk, 89 ha

Milk: 52% of national production

Montains areas (17 444 farms / 16%): more specialised, more pasture, more PGI

38 dairy cows

221 000 litres of milk, 75 ha

Milk: 16% of national production

Crop and breeding (22 044 farms / 29%): productivity

51 dairy cows

361 000 litres of milk, 119 ha

Milk: 32% of national production





Milk collection

24,5 billion litres of cow's milk collected France represents nearly 20% of cow's milk in Europe

A typical cow:

- Weighs 600Kg
- Produces 6 800 litres of milk annually (5 700 in 2000)
- Produces up to 30 litres of milk daily
- Drinks 80 to 100 litres of water daily during lactation
- Eats 70 kg of forages and cereals daily

















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Milk is collected on average every 48 hours

Milk collection in France

54% by cooperatives

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46% by private companies

5 French groups rank

in the global dairy top 25



















Source : CNIEL

1.9% of collected milk is organic















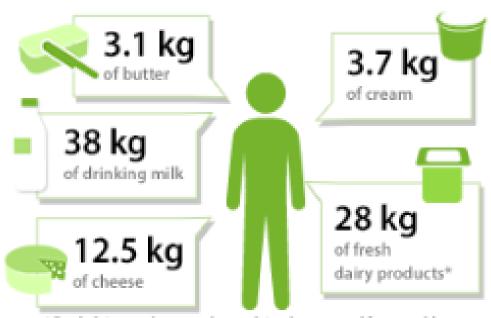






Around 60% of dairy products made in France are consumed by the French consumer

1 French person buys on average:



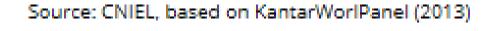
France is:

=> The world's largest consumer of **butter**

=> The world's largest consumer of **cheeses**

* Fresh dairy products: yoghurts, dairy desserts and fromage blanc









French supports and development of small producers















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Quality and food security

15 dairy laboratories



Milk price based on the quality

108 million analysis

1 dairy farm is subject to 250 random milk analysis per year.

agriculture alimentation

















Cooperatives

45 000 producers members (54% of the collected milk)

Turn over : 10,5 Bn€

Market share: 66% of milk; 53% of powders, 51% of butter, 43% of cheeses

Accompagny the production everywhere in France and specially in remote areas.

Better management of volume/price in the context of the end of quotas in 2015.



















Technical advice and innovation

- <u>Technical advices</u>: Chamber of agriculture, or private groups, or producer organisations like cooperatives
- Research and developement institute:

 tools and references for the advisors and diagnostics
- Training center networks : highschools, centers, vocational programs
- Public supports: young farmers policy, European Agricultural Fund for Rural Development, State aid

















Protected designation of origin & Protected geographic indications



Collective and voluntary demarche

Specificities of the Product are linked to the location of the production (GIP: at least for production or process) in line with strict specifications. The linked to the origin is based on quality, reputation or properties. 50 PDO. 10% / milk, 21% / farms.

Importance of the role of the organisation

Name open to all producers present in the territory respecting the specification.

Better protection, not limited in time & guaranteed by national authorities

Better value : milk 20% higher ; finished product 2,23 times higher

Turn-over: 1,89 bn € for dairy products





















Thank you for your attention!

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