French Dairy sector main characteristics
- Support and development of small producers
- Dnipropetrovsk, 31 March 2016
French Dairy sector
Main characteristics

What is a small farm?
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 600 Kg
• 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
Milk is collected on average every 48 hours.

Milk collection in France:

- 54% by cooperatives
- 46% by private companies

1.9% of collected milk is organic.

Source: CNIEL
Around 60% of dairy products made in France are consumed by the French consumer.

1 French person buys on average:

- 3.1 kg of butter
- 3.7 kg of cream
- 38 kg of drinking milk
- 12.5 kg of cheese
- 28 kg of fresh dairy products*

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

France is:
- The world’s largest consumer of butter
- The world's largest consumer of cheeses

Source: CNIEL, based on KantarWorlPanel (2013)
French supports and development of small producers
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.
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

- **Technical advices**: 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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