

Business Information Centre



Dairy Sector Guide

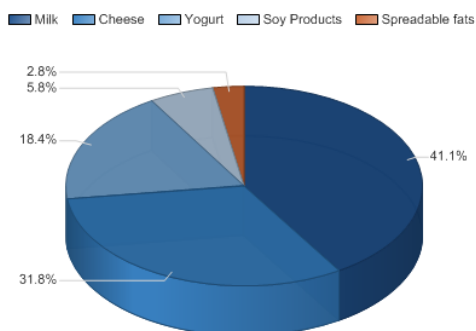
Market Intelligence: Dairy Sector Guide

Accurate information is the key to success in today's challenging global market place. Invest NI's Business Information Centre (BIC) holds a comprehensive collection of business intelligence resources and is staffed by information specialists who will help visitors source company and market information.

Global Industry Outlook:

The global dairy market grew by 3.8% in 2014 to reach a value of \$313,096.2 million. In 2019, the global dairy market is forecast to have a value of \$383,591.3 million, an increase of 22.5% since 2014.

Global dairy market category segmentation: % share, by value, 2014



Milk is the largest segment of the global dairy industry, accounting for 41.1% of the market's total value. The cheese segment accounts for a further 31.8% of the market.

Groupe Danone is the leading player in the global market with a 4.5% share of the market's value.

Source: Marketline

Trend Analysis:

Consumption of on the go dairy products is increasing among British consumers, and children's development remains a growth driver.

Most parents follow the official guidance that young children need calcium, vitamins etc from milk as part of a healthy diet. As such the average British child is consuming dairy products on average twice a day. This leads to opportunities to target busy parents with on the go dairy products.

UK consumers are increasing the demand for dairy products and the volume of the overall UK dairy market will grow at an annual rate of 1.8%, with butter, milk and yogurt the fastest rising categories.

Almost 5% of dairy products consumed by children are selected because they are convenient. This equates to a £193 million market.

Source: Dairy Industries

Selection from current resources

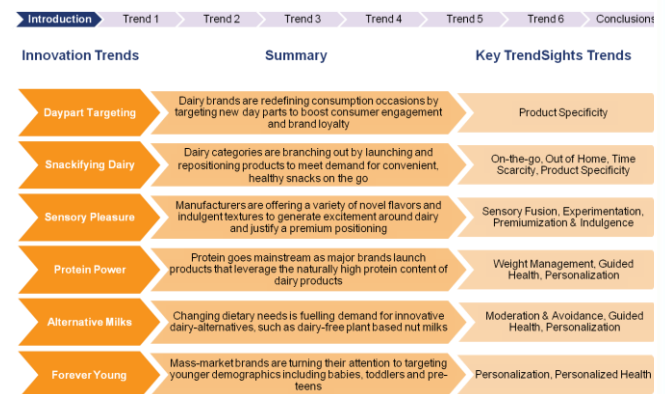
Mintel

Recent reports include:

- Added Value in Dairy Drinks, Milk & Cream – April 2016
- Butter & Spreads Ireland - August 2015
- Yogurt & Yogurt Drinks UK - July 2015
- Cheese Ireland – May 2015
- Cheese UK – October 2015
- Ice Cream & Desserts UK – June 2015
- Yellow Fats & Edible Oils UK – September 2015
- Butter, Margarines & Oils US – July 2014

Canadean

6 key innovation trends within the dairy industry:



Marketline

This database covers all of the following for the dairy sector:

- Industry Reports - Top line information on sectors including: Dairy; Cheese; Milk; Yogurt; Chilled Desserts; Ice Cream
- Company Info - SWOT analysis for leading companies
- Case Studies on certain aspects of the industry - brand strategies, niche markets
- Company News - launches, innovations, product recalls
- Financial Deals - mergers, acquisitions, venture financing

Plimsoll

Monthly updated analysis which allows companies to monitor their UK competitors and see where they sit in their market.

Industries covered include:

- Dairy Products
- Dairy Equipment
- Dairy Produce Merchants
- Dairy NI
- Cheese Makers & Suppliers
- Cakes & Desserts
- Ice Cream
- Ice Cream Manufacturers & Suppliers
- Delicatessens

UK Company Data:	International Company Data:
<p>United Dairy Farmers (United Dairy) is a dairy co-operative engaged in the manufacture, sale and distribution of milk and a range of dairy products. The group's activities span the food chain - from providing farm inputs and services, to collecting and marketing its members' milk supplies, manufacturing a range of dairy products for the retail, food service and food ingredient sectors and distributing these to both domestic and international markets. United Dairy's products include butters and spreads, milk and cream etc.</p> <p>Source: Marketline</p>	<p>Headquartered in the Republic of Ireland (RoI), Glanbia plc is a global dairy and cheese processing group. The company sells its products in more than 130 countries, and employs approximately 4,500 people across 17 countries, including RoI. Glanbia's brands include Avonmore (milk, cream, fruit juice, cheese, soup, spreads and butter), Kilmeaden Cheddar Cheese, Premier Dairies (milk and cream), Snowcream, CMP Milk and Yoplait Yogurts.</p> <p>Source: Mintel</p>
<p>Specialist Resources:</p> <p>Dairy Industries is the only specialist international journal/online resource for the dairy processing industry, offering coverage of the science, technology and production of all types of dairy products.</p> <p>Canadean Intelligence – Product Launch Analytics: Useful tool to successful new product development with over 20 fields of data captured including: brand; product name and varieties; product design; ingredients and nutritional info; innovation rating; flavours and pack type, size and material.</p>	
<p>Resources available in our Business Information Centre include:</p> <div style="display: flex; flex-wrap: wrap; justify-content: space-around; align-items: center;"> <div style="text-align: center; margin: 10px;">  </div> <div style="text-align: center; margin: 10px;">  </div> <div style="text-align: center; margin: 10px;">  </div> <div style="text-align: center; margin: 10px;">  </div> <div style="text-align: center; margin: 10px;">  </div> <div style="text-align: center; margin: 10px;">  </div> <div style="text-align: center; margin: 10px;">  </div> <div style="text-align: center; margin: 10px;">  </div> <div style="text-align: center; margin: 10px;">  </div> </div>	

If you require this leaflet in an alternative format (including Braille, audio disk, large print or in minority languages to meet the needs of those whose first language is not English) then please contact:

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