

Primary Global Milk Processors by Milk Intake - 2019

Rank	Company	Country of Origin & main operation countries	Milk Intake [1] mill. t ME	Estimated turnover [2] per kg milk, in USD	Market share of world milk production
1	Dairy Farmers of America	USA	29.0	0.5	3.4%
2	Fonterra	New Zealand/other	21.9	0.6	2.6%
3	Groupe Lactalis	France/others	20.0*	1.1*	2.4%
4	Arla Foods	Denmark / Sweden / others	13.7	0.9	1.6%
5	Nestlé Dairy	Switzerland/ others	13.7*	1.3*	1.6%
6	FrieslandCampina	Netherlands/ other	11.8*	1.1*	1.4%
7	Saputo	Canada / USA / others	10.5	1.1	1.2%
8	Amul	India	10.3	0.5	1.2%
9	Vili	China	9.4*	1.4*	1.1%
10	Mengniu	China	8.7*	1.3*	1.0%
11	California Dairies	USA	8.1	0.5	1.0%
12	Glanbia	USA/others	8.0	0.5	0.9%
13	DMK	Germany/Netherlands	7.1*	0.9*	0.8%
14	Agropur	Canada/USA	6.5	0.8*	0.8%
15	Leprino	USA	5.9*	0.6*	0.7%
16	Land O'Lakes	USA	5.8	0.7	0.7%
17	Müller	Germany / UK / others	5.7*	0.9*	0.7%
18	Danone Dairy	France/others	5.7	2.8	0.7%
19	Sodiaal	France	4.6	1.2	0.5%
20	Savencia	France/others	4.2	1.3	0.5%

* Estimated by IFCN

Source: IFCN data collection. Data represents in most cases the year 2019.

Compiled by Agriculture and Agri-Food Canada, Animal Industry Division, Market Information Section

Explanation of variables:

[1] Milk intake: represents milk volume collected and dairy commodity purchases (in milk equivalent) for the main company and its subsidiaries. Milk intake figures in mill tons. In some cases recalculated from litre (1litre = 1.033 kg). In the milk intake a double counting is possible once a processor sources milk from a collecting cooperative (e.g. DFA) or is sourcing milk in form of dairy products. This means that the total milk volume of the top 20 processors can be overestimated. Content of milk intake (fat and protein level) can be underestimated in some countries such as New Zealand and The Netherlands.

[2] Turnover per kg milk: Dairy turnover divided by milk intake. This indicator gives an indication of value creation per kg of milk processed. This figure shall be interpreted with care as the precise number is difficult to define and a direct comparability between companies is limited.