

# Consultation on EU Agri-Food Export Interests

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Nutrifeed

European Dairy Association (EDA)

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# Content

- Profile Campina
- Introduction Nutrifeed
- Export barriers;
  - Korea
  - India
  - ASEAN

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# Profile Campina

- International co-operative dairy company
- Turnover: € 3.6 billion
- Employees: 6,300
- Campina's core activities:
  - **Consumer products:** liquid milk, dairy drinks, yoghurts, desserts, cheese and butter products
  - **Industrial products:** ingredients for the food- and pharmaceutical industries, milk powder, butter oil, cream products, animal nutrition
- Active in more than 100 countries
- Head office in Zaltbommel (the Netherlands)

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# Introduction Nutrifeed

- Located in Veghel (NL)
- Core business: young animal nutrition
- Main product categories;
  - calf milk replacers (CMR's)
  - dairy-based concentrates for piglet feed
- Strong export focus (> 60 countries)
- 70% of turn-over outside EU; 30% Asia

The resources  
of a leading  
dairy company



Part of Campina

  
Nutrifeed

everything to  
help  
you grow

# Main export barriers

- Tariff barriers
- Free Trade Agreements
- Import bans
- Others

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# South Korea

- Extremely high import duties for dairy ingredients and dairy (based) products
- Deviate from 50 to 200%
- Unclear criteria
- Restrictions for importers (mainly lactose)

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# India

- Self-sufficient market (2nd largest dairy producer)
- Hardly any exports
- Unrealistic high import tariffs prevent any substantial imports
- Local collaboration for now only option to do business



# Thailand

- Very long registration procedures;
  - New products
  - New local parties
- FTA between Thailand and PR China / Oceania;
  - Tariff group 04: whey products
  - Tariff group 23: dairy based feed products

# Indonesia

- Customs not uniform in demands and tariffs
- Differ between  shipments and local parties

# Vietnam

- High import tariffs (20-30%)
- Changing from deal to deal, depending on local authorities and harbors
- Whey and lactose products most difficult

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# PR China

- Trade issue
- Import ban on dairy-based ingredients and end products (amongst others)
- Business collapsed
- Chinese government very firm
- Breakthrough at hand?

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# Conclusions

- In general: unpredictable environment
- Countries cannot be compared easily
- Local partners can make the difference
- Most difficult countries are India, PR China, South Korea, Vietnam, Thailand
- No big issues in Malaysia and Philippines

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