



INTERNATIONAL CONFERENCE

«MILK EXPORTERS OF THE FUTURE»

WITHIN INTERNATIONAL EXHIBITION EURO TIER 2016

GERMANY, HANNOVER, CONVENTION CENTER (CC), HALL 15/16

16 November 2016, 15.00-17.30

## MILK EXPORTERS OF THE FUTURE

Within world's leading exhibition for animal husbandry experts, "EuroTier", **Russian Dairy Research Center** (RDRC) together with **DLG e.V.** and **The DairyNews** organizes international conference that specifically deals with global trends on the dairy market.

In recent decades, we can observe the trend of dynamic growth of milk production in traditional exporting countries, intensification of trade and investment flows, true globalization of the dairy market. However, now it is obvious the other trend associated with the development of regional markets, the growth of milk production in countries that have traditionally been viewed as importers of dairy products. Post-Soviet countries, states of Asia, having significant potential for development in the near

future will be able to compete with the present global players of the dairy market.

Within this conference, the representatives of the agricultural government authorities, branch associations and experts of the future exporting countries will be able to exchange views on the impact of global trends on the regional markets, to discuss the key issues of the industry and share experiences of exporting to third countries.



**RUSSIAN DAIRY RESEARCH CENTER** was founded in 2014 as an independent, analytical platform dedicated to the preparation of high-quality studies of the dairy industry. The main objective of the Centre is to provide universal analytical tools for all participants of the dairy market allowing to assess the market situation and make realistic forecasts, thereby creating the basis for the dynamic development of the national dairy industry. The Center cooperates with regional agricultural government authorities, branch unions and associations, representatives of the expert and the business community. The Center is a partner of international research organizations such as IFCN (Germany), GIRA (France), MilkPoint (Brazil) and others. Important part of the Centre's activities is the organization of events to discuss the methodological and practical issues related to the analysis of the dairy market.

The Center prepares the ratings, reflecting the key indicators of the development of the Russian dairy industry, publishes analytical materials about all aspects of the dairy market. Materials of the Center are published in Russian and English.

[russiandairy.com](http://russiandairy.com)

**DLG e. V.** (Deutsche Landwirtschafts-Gesellschaft – German Agricultural Society) is the leading expert organization for European agricultural and food sector. The DLG's mandate is to promote technical and scientific progress in the agribusiness industry. DLG e.V. unites more than 27 thousand farmers, suppliers of machinery and equipment for agriculture, as well as processors of agricultural products from Germany and other countries.

[www.dlg.org](http://www.dlg.org)



**The DairyNews** -the largest media of the Russian dairy market and one of the largest special media in the global dairy market. The DairyNews is a powerful, authoritative and independent media, publishing every day dozens of news about the situation on the dairy market in Russia and abroad.

The number of readers who receive daily newsletters is more than 4 thsd. Since 2013, The DairyNews publishes the most important news not only in Russian but also in English. Since 2015 the most important news in English are sent to subscribers on a daily basis. The number of subscribers from other countries is about 1 thsd. The DairyNews follows the principles of transparency, accessibility and independence - all information about dairy farming and dairy industry, as well as the activities of enterprises - dairy market players -is always fully accessible and free to readers.

The DairyNews is the organizer of some of the most significant events on the dairy market in Russia, such as the annual Summer Dairy Summit and the Motor

Rally "Way for milk!" In addition, The DairyNews have organized a number of training fields for exchange of knowledge and practice: Silage School, Management School, School of Healthy and series of seminars entitled "How to Build a Dairy Factory".

Number of certificate of registration of mass media: ФЧ № 77-61920

<http://www.dairynews.ru>

<http://www.dairynews.com.ua>

# INVITED SPEAKERS



Torsten Hemme,  
Managing Director of International Farm  
Comparison Network (IFCN) Germany



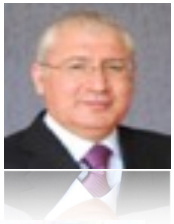
Dzhambulat Khatuov,  
First Deputy Minister of Agriculture of the  
Russian Federation



Alexey Bogdanov,  
Head of the Chief Department for Foreign  
Cooperation of Ministry of Agriculture and  
Food of the Republic of Belarus



Askar Myrzahmetov,  
Minister of Agriculture, Republic of Kazakhstan



Heydar Asadov,  
Minister of Agriculture of the Republic of  
Azerbaijan



Levan Davitashvili,  
Minister of Agriculture of Georgia



Ignaty Arakelian  
Minister of Agriculture of the Republic of  
Armenia



Shukhrat Teshaev,  
Minister of Agriculture and Water Resources of  
Uzbekistan



Arkady Ponomarev,  
Deputy of The State Duma of Russian  
Federation, Chairman of the Board of Dairy  
Union of Russia



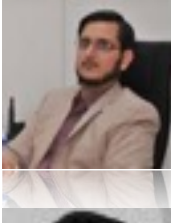
Olga Trofimtseva,  
Deputy Minister of Agrarian Policy and Food of  
Ukraine on European Integration



Stefan Durr,  
CEO of EkoNiva Agricultural Holding



Arkady Salikov,  
Chairman of the Board of Belarusian  
Universal Commodity Exchange



Waseem Shaukat,  
General Manager at Solve Agri Pak (Private)  
Ltd. (Pakistan)



Muhittin Ozder,  
Turkish Milk Council



Hal Chin,  
Beijing Orient Dairy Consultants Ltd (China)



Kuldeep Sharma,  
CEO B. Tech (Dairy Technology),  
Suruchi Consultants.



Michael Mishchenko,  
Director of The Russian Dairy Research  
Center (RDRC)

# PROGRAMME

15.00-17.30	<b>International Conference «MILK EXPORTERS OF THE FUTURE»</b>
15.00-16.00	<u>Session I.</u> Global Trends on the Dairy Market
15.00-15.10	Introductory statement of René Döbelt, Member of the Supervisory Board of DLG e.V. Introductory statement of Michael Mishchenko, Director of Russian Dairy Research Center (RDRC)
15.10-15.50	<b>Reports</b> Price trends on the dairy market The Global Dairy Market: what awaits us in the future in the next 20 years The New Geography of the Dairy Market: problems and prospects for milk exporters of the future
15.50-16.00	Discussion
16.00-17.30	<u>Session II.</u> Regional Aspects of the Development of the Dairy Export
16.00-17.15	<b>Reports</b> Import substitution policy and the prospects for development of export potential of the Russian dairy industry Dairy Company EkoNiva: Are there any chances and expediency in the export of dairy products? Diversification of Belarusian dairy export Prospects for the development of export opportunities of Ukrainian dairy industry 100 steps to the development of the dairy industry in Kazakhstan Prospects of development of the dairy industry of Azerbaijan The development of Georgian dairy export potential New opportunities for dairy export of Armenia Opportunities for the development of the dairy industry of Uzbekistan The Dairy Rivers of Turkey: to the West or to the East Chinese Dairy Market: can the largest importer become an exporter? Prospects for the development of the dairy market in South Asia Dairy Market of India: The Future of «Gairy Giant» The Features of the Development of the Dairy Market in Pakistan
17.15-17.25	Discussion
17.25-17.30	Closing speech of Michael Mishchenko, Director of Russian Dairy Research Center (RDRC)



## PARTNERSHIP OPTIONS

Status	<b>GOLD PARTNER</b>	<b>SILVER PARTNER</b>	<b>BRONZE PARTNER</b>	<b>REGULAR PARTNER</b>
Partnership cost	€ 3300	€ 2500	€ 1700	€ 1000
Partnership news release on <a href="http://www.dairynews.ru">www.dairynews.ru</a> and <a href="http://www.dairynews.com.ua">www.dairynews.com.ua</a>				
Logo and partnership status on event programmes				
Logo and partnership status on roll-ups in conference hall				
Company roll-up in conference hall				
Banner placement on <a href="http://www.dairynews.ru">www.dairynews.ru</a> and <a href="http://www.dairynews.com.ua">www.dairynews.com.ua</a> (for two weeks)				
Interview with a company official				
Brief interview with a company official				
Article placed in Sponsored section on <a href="http://www.dairynews.ru">www.dairynews.ru</a> and <a href="http://www.dairynews.com.ua">www.dairynews.com.ua</a> (for two weeks)				
Partnership mentioned in all news releases				
Company leaflets in conference hall				

## CONTACTS



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