



GUJARAT CO-OPERATIVE MILK MARKETING FEDERATION LIMITED

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AMUL is 9th Large and the fastest growing dairy organization in the world

Gujarat Co-operative Milk Marketing Federation Limited (GCMMF) (Amul Federation), which markets the popular Amul brand of milk and dairy products, is the fastest growing

dairy organization in the entire world. As per latest report by IFCN (International Farm Comparison Network - a leading, global dairy knowledge organization) AMUL ranks 9th among the Large milk

Rank 2018	Company name	Origin & main operation countries	Milk intake in mill. t ME	Estimated turnover per kg milk, in USD	Market share in % of world milk production
1	Dairy Farmers of America	USA	29.2	0.5	3.5%
2	Fonterra	New Zealand/ others	23.7	0.6	2.8%
3	Groupe Lactalis	France/others	19.6	1.1	2.4%
4	Arla Foods	Denmark/Sweden/others	13.9	0.8	1.7%
5	Nestlé	Switzerland/others	13.7	1.8	1.6%
6	FrieslandCampina	Netherlands/others	13.6*	1.0*	1.6%
7	Saputo (incl.MG)	Canada/USA/others	9.8*	1.1*	1.2%
8	Dean Foods	USA	9.4	0.8	1.1%
9	Amul (GCMMF)	India	9.3	0.7	1.1%
10	Danone	France/others	8.6	2.0	1.0%
11	DMK	Germany/Netherlands	8.1*	0.9*	1.0%
12	California Dairies	USA	7.7	0.5	0.9%
13	Yili Group	China	7.2*	1.4*	0.9%
14	Glanbia Group	Ireland/USA/others	6.5	0.6	0.8%
15	Mengniu	China	6.4	1.4	0.8%
16	Agropur	Canada/USA	6.3	0.8	0.8%
17	Groupe Sodiaal	France	4.9	1.2	0.6%
18	Müller	Germany/UK/others	4.6*	1.1*	0.6%
19	Schreiber Foods	USA	4.5*	1.1*	0.5%
20	Bongrain/Savencia	France/others	4.1	1.3	0.5%
Sum of Top 20			211	1.0	25.4%

processors of the world. Just seven years back (in 2011), Amul was ranked 18th in the list of top global dairy organizations. This has been the fastest rise by any top-ranking dairy organizations across the globe. Other top-ranked dairy organizations in the list are multi-nationals operating in multiple countries, while Amul operates primarily in India.

On this occasion, Shri Ramsinhbhai P. Parmar, Chairman, Amul Federation, emphasized the fact that during the last eight years, our milk procurement has increased from 91 lakhs liters per day in 2009-10 to 210 lakhs liters per day during 2017-18 which shows a phenomenal increase of 131%. This enormous growth was a result of the high milk procurement price paid to our farmer-members which has also increased by 111% in this period. This highly remunerative price has helped us retain the farmers' interest in milk production. He has also emphasized that "Amul Model" has successfully quadrupled



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farmer's income in last eight years and fulfilled Hon'ble Prime Minister's vision to double the farmer's income. Better returns from dairying has motivated milk producer members to enhance their investments in increasing milk production.

The Vice-Chairman of Amul Federation, Shri Jethabhai Bharwad, added to it that "our digitalization drive has brought in complete transparency in payment to milk producer members. Farmer-members are aware of the exact amount due to them and the rationale behind the same. Payments going directly into their bank accounts also helps inculcate the savings habit in them. The need for an active bank account has brought large number of the Amul family farmer households directly into the formal banking network. This helps to further enhance transparency among producer members using digital technology".

Shri R S Sodhi, Managing Director of Amul Federation informed on the occasion that the entire credit for this wonderful achievement goes to the 36 lakhs farmers of Gujarat who own Amul and whose entire dedication, hard-work and commitment to excellence has resulted in this monumental accomplishment. Shri Sodhi further added that GCMMF plans to achieve turnover of Rs. 50,000 crores in the year 2020-21. He expressed confidence that since India is the largest milk producing nation in the world, and AMUL has been the germination point of the milk cooperative movement in India, GCMMF will also one day fulfill its destiny of becoming the largest dairy organization in the entire world and become the center of gravity for global dairy industry.

He added that we have achieved such milestone because of strong foundation laid and value system created by our founder chairman, late Dr. V Kurien and selfless and visionary leadership of late Shri Tribhuvandas Patel.

It is important to note that Amul group has achieved sales unduplicated turnover of Rs. 41,000 crores during 2017-18. 80-85% of consumer rupee is passed back to milk producer members thus encouraging them to produce more milk.