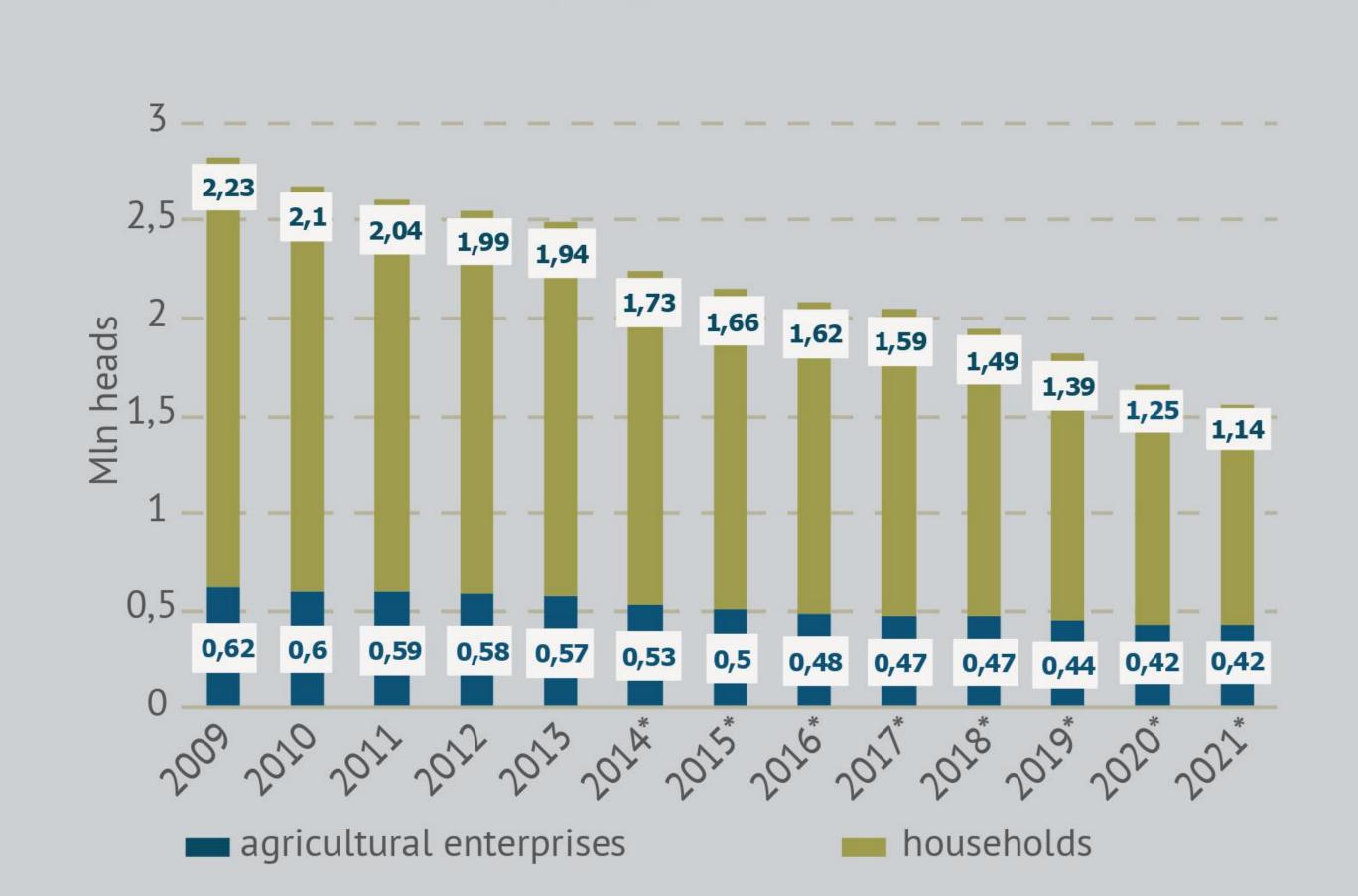
UKRAINE DAIRY according to results of 2021



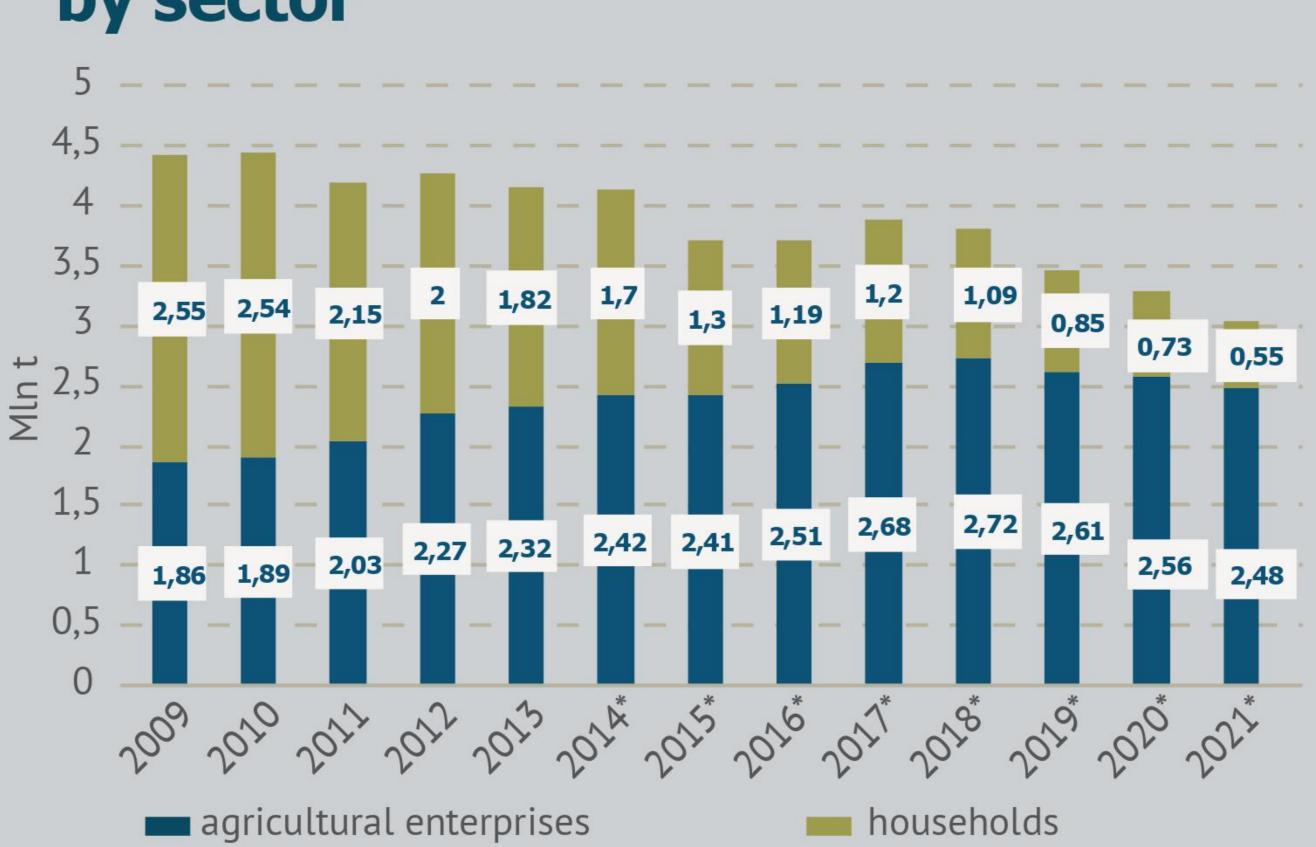
ASSOCIATION OF MILK PRODUCERS

Cow numbers, by sectors



Source: SSSU *excluding occupied territories and Crimea

Milk supply to processing enterprises, by sector



Source: SSSU *excluding occupied territories and Crimea

32,12

18,5 1,0 thsd 5,7 %

101,6 5,5 thsd 5,7 %

36,01

 $117, 1\frac{14,3}{13,9}$

6,81

5,6

26

Zakarpattia

0,7

0,8

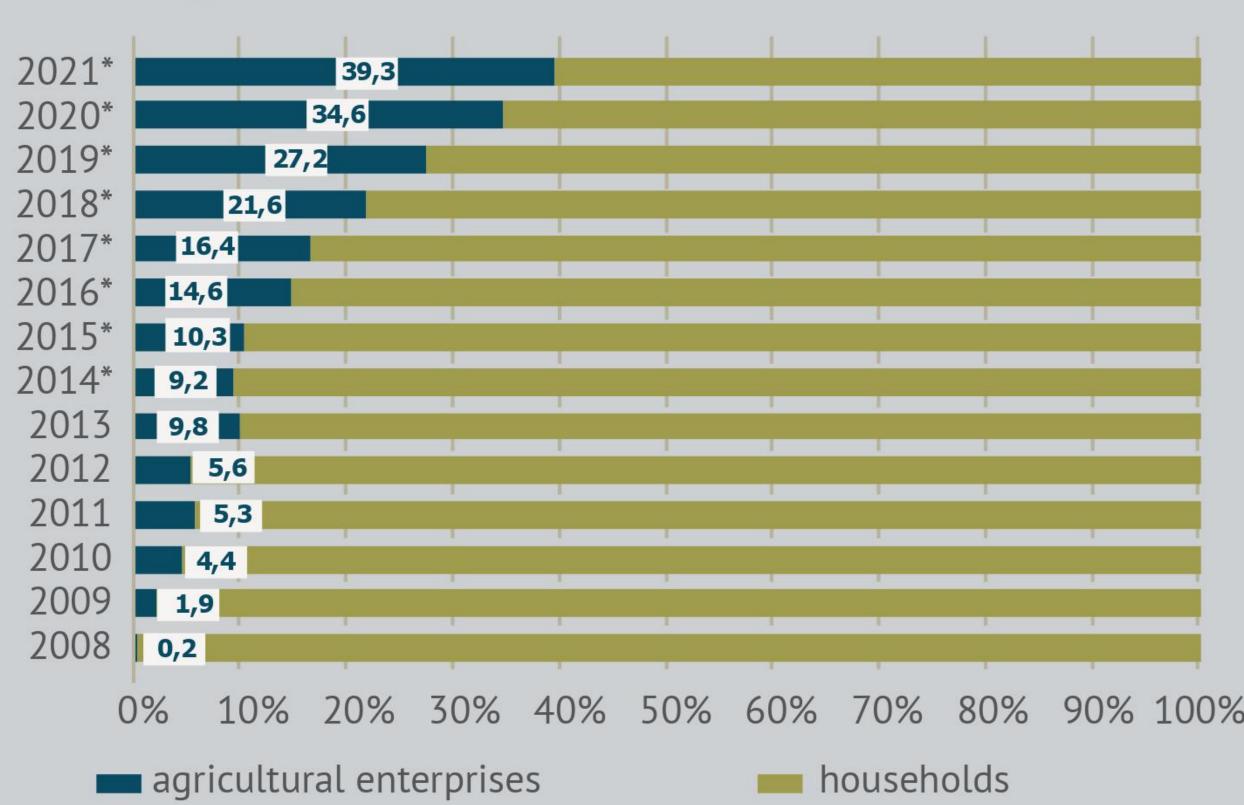
10,71

The main facts about Ukrainian dairy market

| Supply drivers | | 2021 |
|------------------------------|--------------------|-------|
| Number of cows | mln heads | 1,56 |
| Average milk yield | kg per head | 6,859 |
| Milk production | mln tons | 8,72 |
| Farms (2020) | units | 1791 |
| Average farm size | heads | 423,9 |
| Demand drivers | | |
| Dairy consumption per capita | kg / capita / year | 206 |
| Population | mln | 41,6 |

Source: SSSU

Extra Grade milk supply to processing enterprises**



Source: SSSU

16,6

10,6

9,2

5,3

5,8

4,9

3,4

2,9

Source: SCSU

*excluding occupied territories and Crimea **supply from agricultural enterprises

Moldova

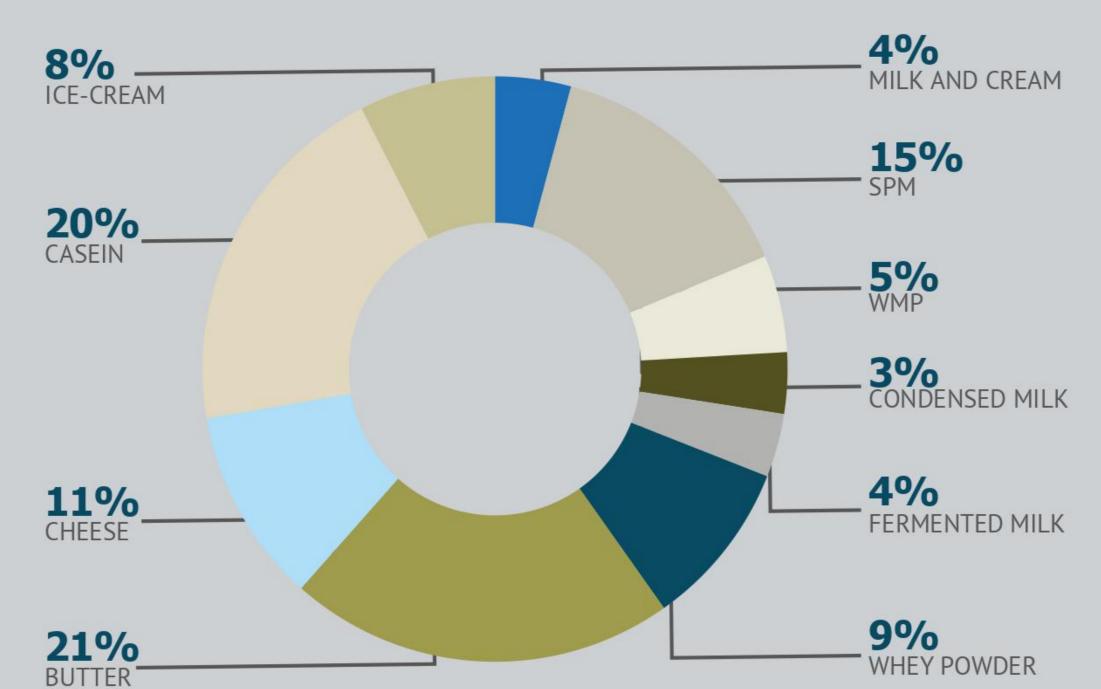
Kazakhstan

Azerbaijan

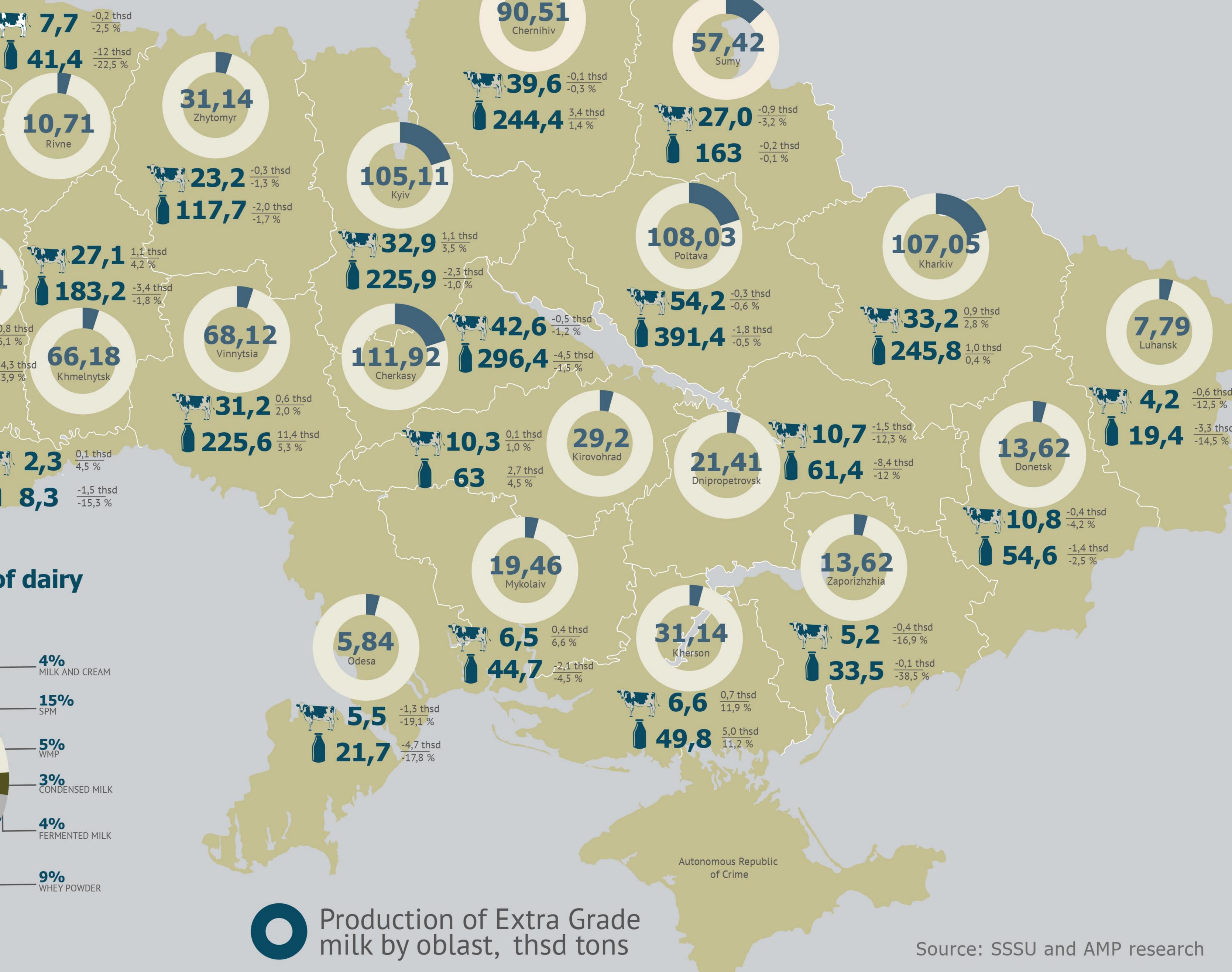
Export supplies, by country

Commodity structure of dairy product exports

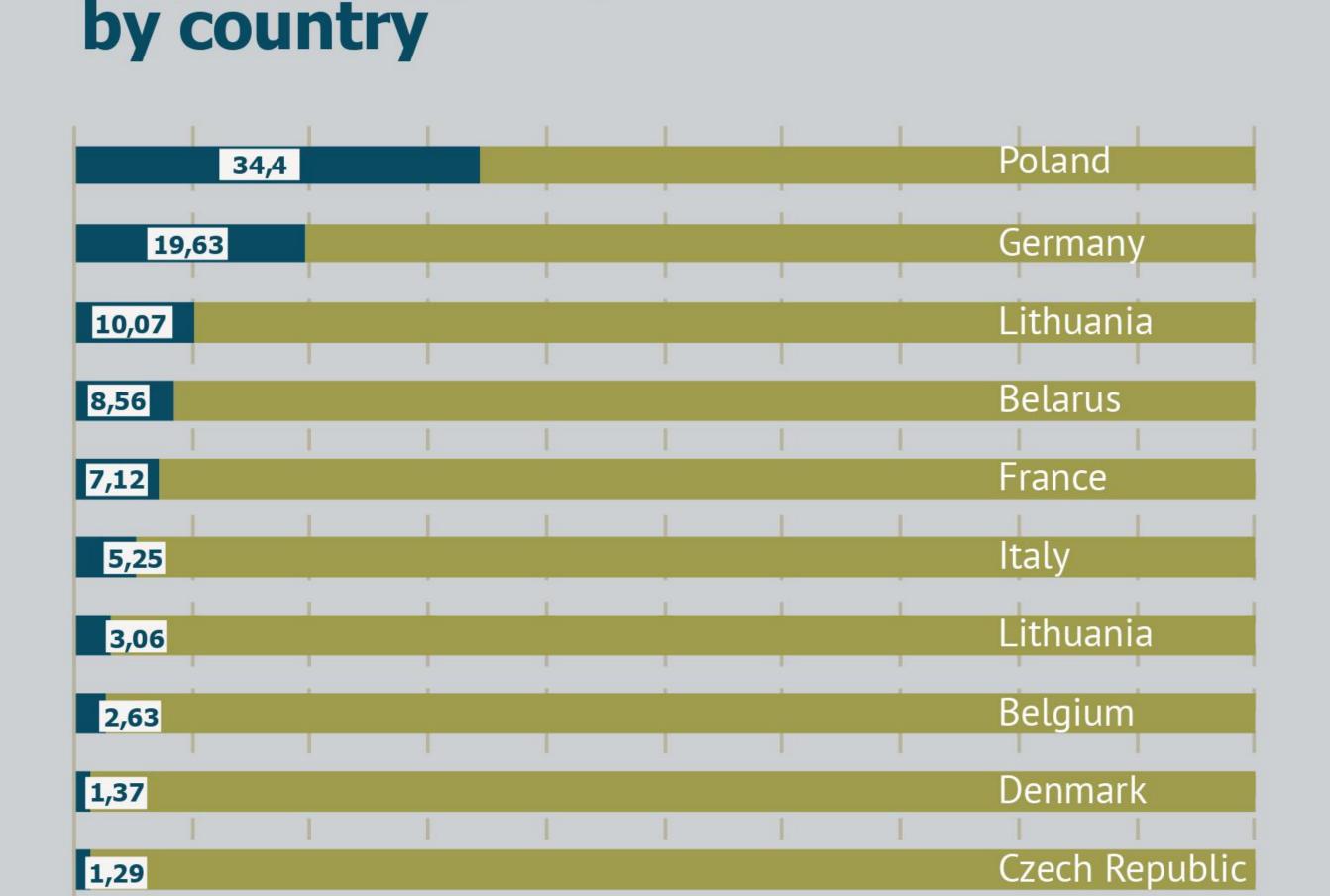
4,2^{-0,7 thsd}
-14,3 %



Source: SCSU



Import supplies,



20% 30% 40% 50% 60% 70% 80% 90% 100%

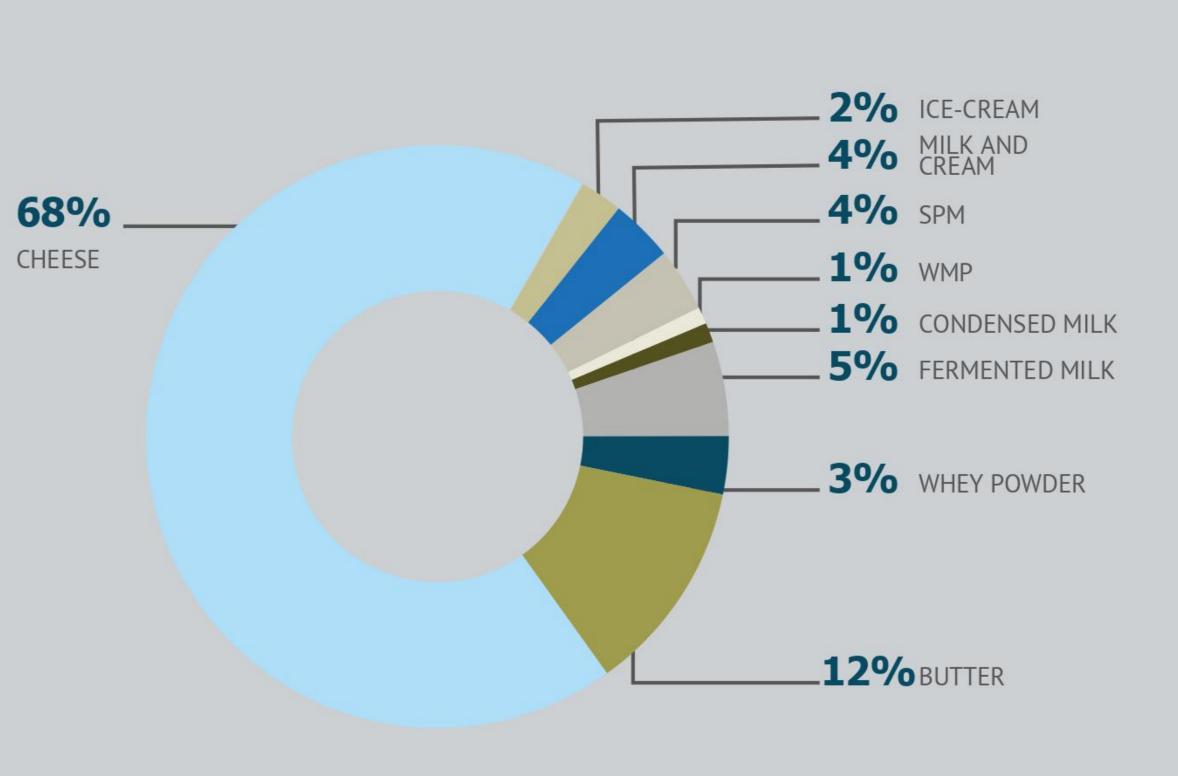
Source: SCSU

Dairy product export-import, in monetary value*



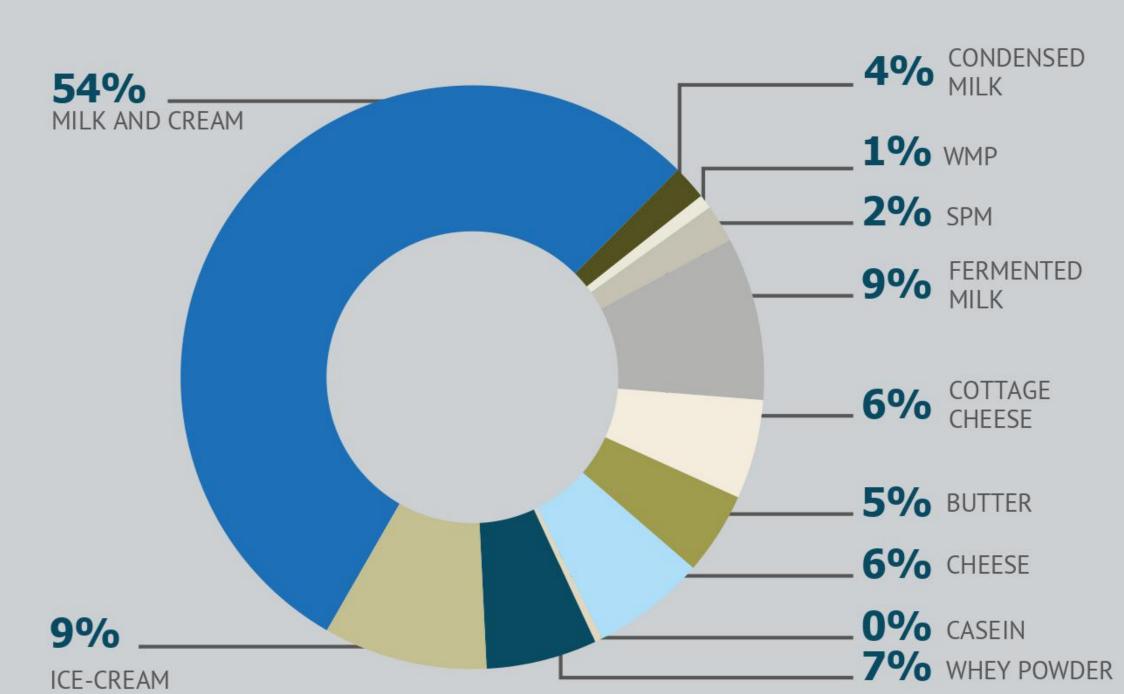
Source: SCSU, SSSU *excluding occupied territories and Crimea * since 2017 casein and ice-cream included

Commodity structure of dairy product import



Source: SCSU

Commodity structure of dairy product production



Source: SSSU



Association of Milk Producers (AMP) is a non-profit, voluntary organization, officially registered on April 30, 2009. As of 2021, AMP unites about 150 farms with a joint land bank of over 1.3 million hectares, which together keep 86 thsd cows or 20% of the total industrial cow population in Ukraine, produce almost 25% of all industrial milk and 50% of "extra" grade milk. AMP strives to protect the rights and interests of dairy farms, achieve world production standards, and popularize milk consumption by using modern technologies and supporting educational and other industry events, including National Dairy Farm Days and International Dairy Congress.





Consultancy Center (CC) of Association of Milk Producers the 50 best industry professionals. CC work focuses on complete technological support for farms, veterinary support, zootechnical support, agronomic support, hoof trimming, benchmarking,

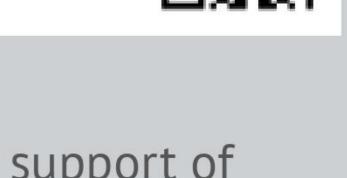
and seminars for managers and specialists (in Ukraine and abroad). Today, 5 mobile consultancy units serve dairy farms throughout Ukraine.



Dairy Center Kishenzi (DCK) is an innovative platform for training and upgrading the qualifications of farm specialists: farm managers, veterinarians, zoo technicians, artificial insemination operators, milkers, and hoof trimmers.

DCK strives to promote the development of the most powerful dairy industry in the world with practical training to build up a skilled workforce. In 2021, 28 events were held on the basis of DCK, 18 of them online. In total, more than 1,000 people graduated.





Uman Labs Laboratory (created by AMP in 2017 with the support of USAID Agrarian and Rural Development Project) has modern equipment for milk, feed and blood analysis:

- physico-chemical tests of milk,
- microbiology tests of milk, secretions, washes from milking equipment and other surfaces for the identification of pathogens, their
- sensitivity to antibiotics, - blood biochemistry tests,
- feeds analysis on quality and safety,
- parasitological surveys,
- Mastitis Kit sets of rapid on-farm test for determining of mastitis pathogen type, differentiation of treatment and prevention methods.