



By  
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# PAKISTAN DAIRY INDUSTRY



# JEWELS OF DAIRY CROWN



**milk**

**yogurt**

**Desi Ghee**

**cream**

**LEATHER**

**Skim milk**

**butter**

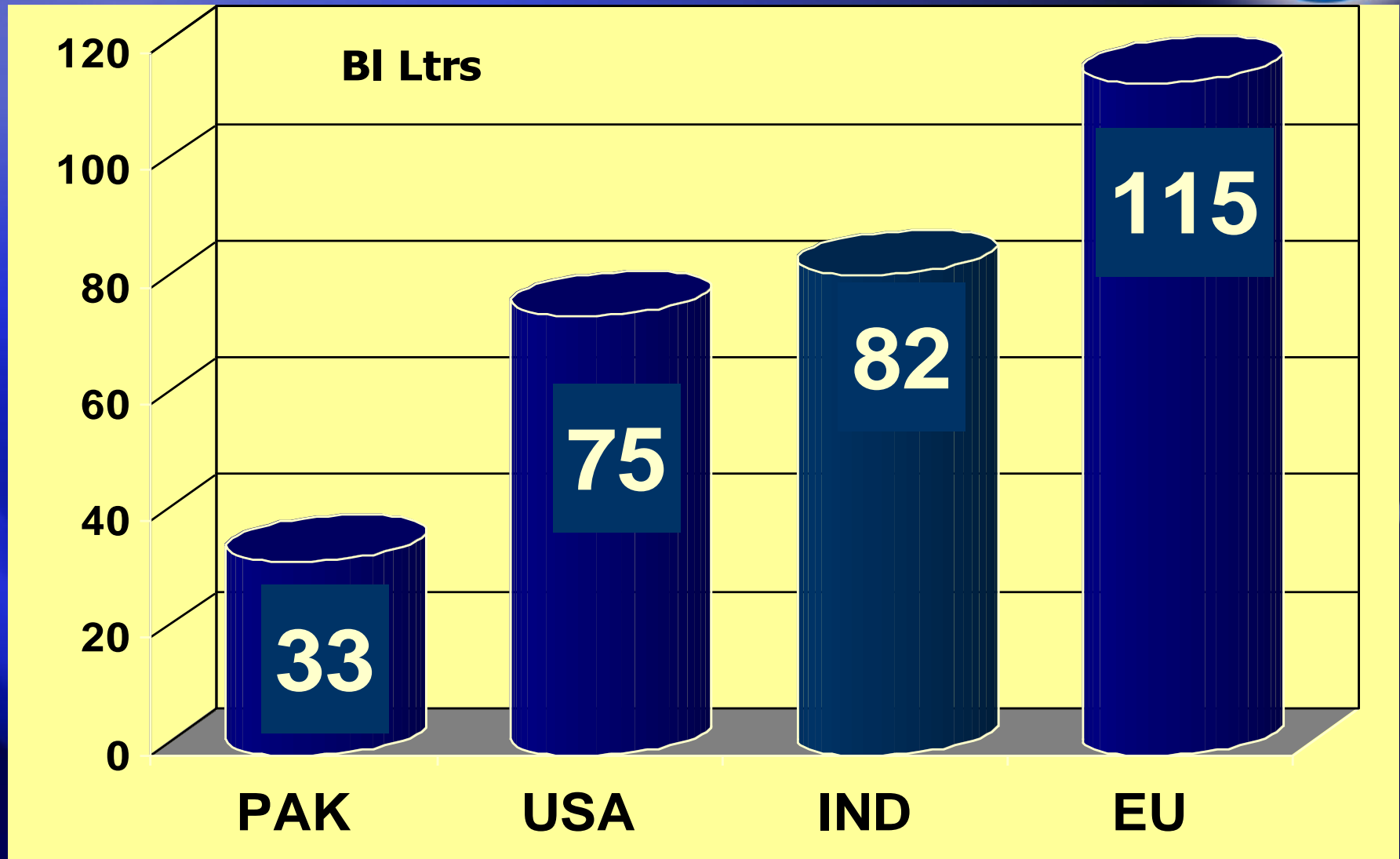
**chees**

**Ice cream**

# MILK THE KING OF DAIRY PRODUCTS



# Over view of milk production



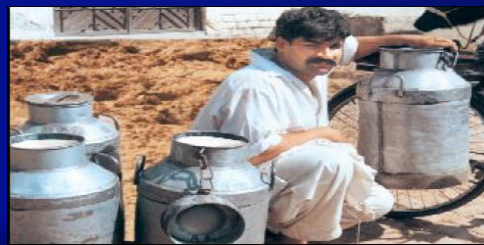
# Sector of Milk Industry



- Formal:  
Processed milk



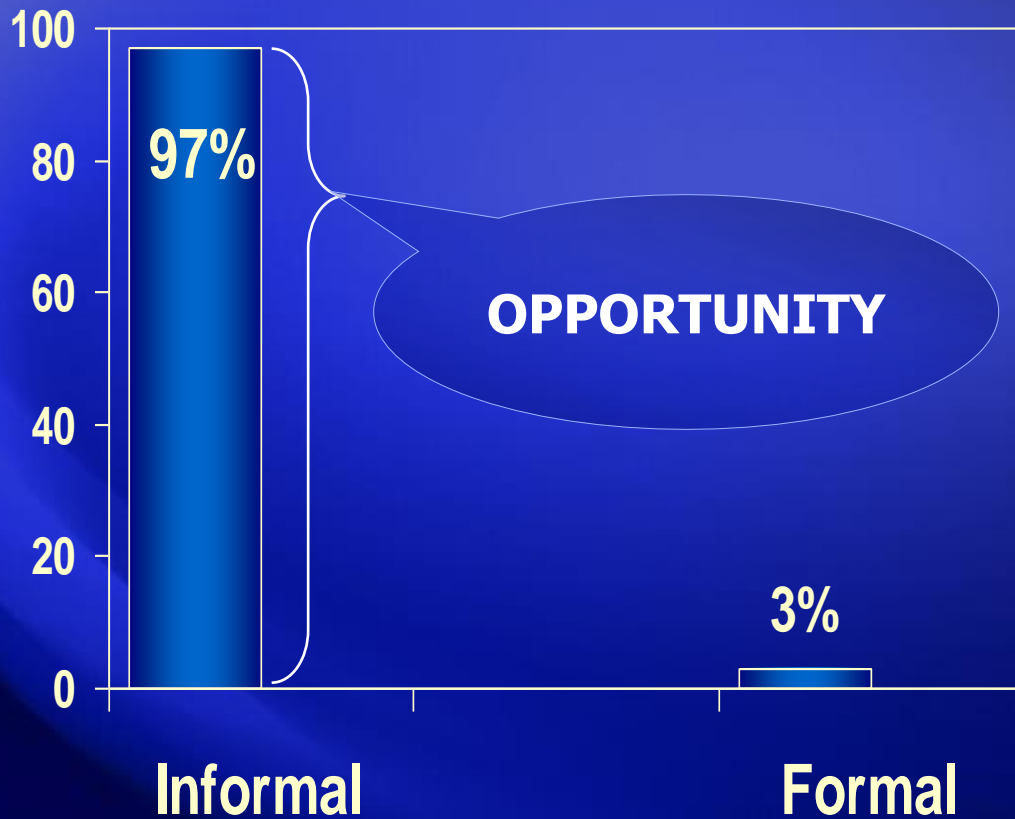
- Informal
- Unprocessed milk



# CHALLENGE OF MILK INDUSTRY



**Total Production = 33 BLs**



$$33 - 1 = 32$$

**Cost**

$$32 \times 25 = 800$$

**SALES**

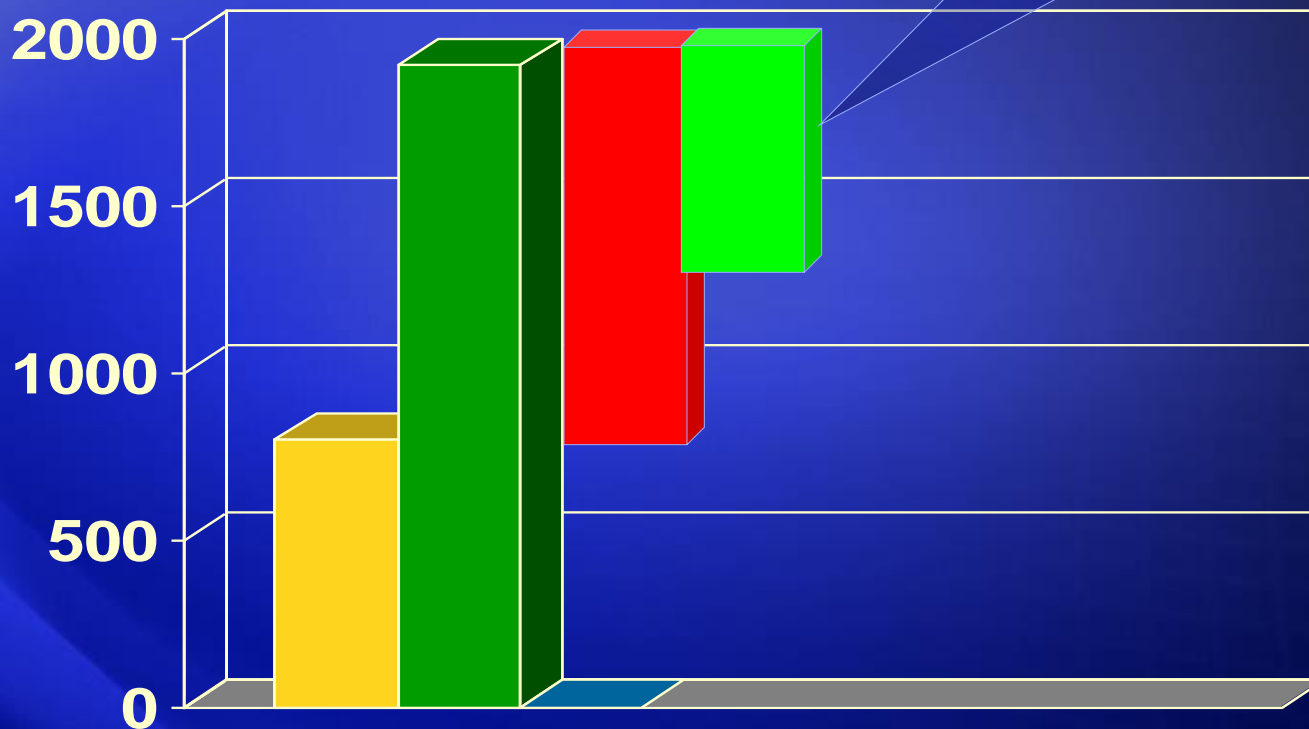
$$32 \times 60 = 1920$$

$$\text{GP} = 1120$$

# PROFITABILITY



**NET PROFIT**



**COST SALES GP**

# WHAT IS BUSINESS OPPORTUNITIES



**1 liter**



**=**

**1 liter**

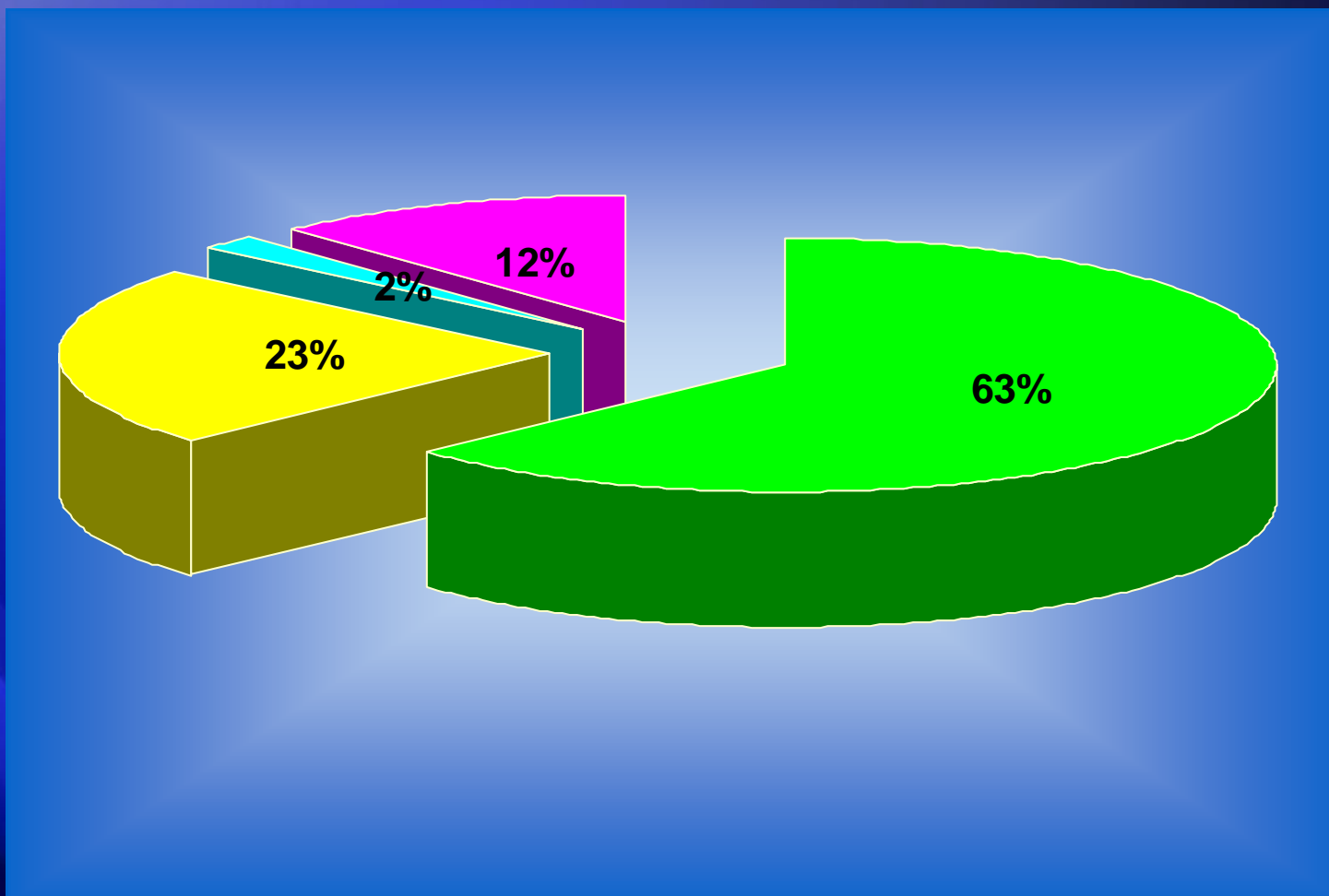


**Rs. 25/liter**

**Rs. 25/liter**



# MILK PRODUCTION PROVINCE WISE





# 4.7 bls Gowalla Milk

7.9 bls  
Urban (29)%

1.4 bls  
Sweet Making

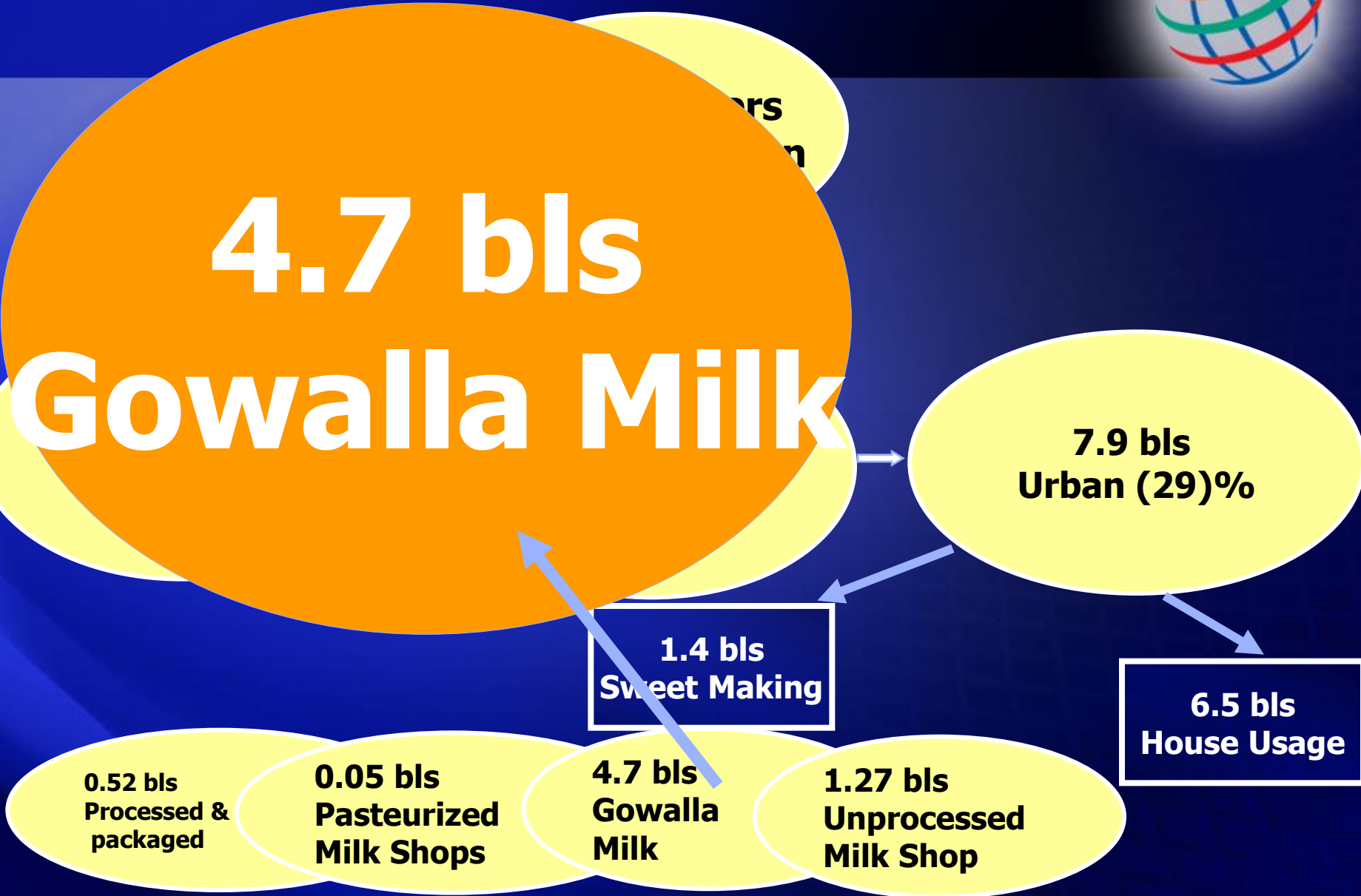
6.5 bls  
House Usage

0.52 bls  
Processed &  
packaged

0.05 bls  
Pasteurized  
Milk Shops

4.7 bls  
Gowalla  
Milk

1.27 bls  
Unprocessed  
Milk Shop



# Processed Capacity



Companies	Capacity (M Ltrs)
Nestle	1.3
HFL	.9
Millac	.3
Vita	.05
Halla	.15
Prime	.1
Nurpur	.15
Nirala	1
Dairy Crest	.15
Engro	.35
K&K	.4
Butt Dairies	.06
Khi Dairies	.1
Military	.18
Munno Dairies	.02
Total	5.3

**Only 5.3 blts  
process**



# Global Dairy Demand Increasing

## Global Dairy Demand Average Annual Growth in Dairy Demand 2003 – 2010

China	14%
South East Asia	5%
Middle East & North Africa	3.5%
Latin America	3%
North America	1%
EU	1%
Rest of the World	2%



## **Milk Production Per Animal Kg/Lactation**

### **Country Cattle Buffalo**

Bangladesh	207 407
Bhutan	257 400
India	987 1,450
Nepal	415 850
Pakistan	1,195 1,909
Sri Lanka	627 496
Australia*	4,926
New Zealand*	3,947



**THANK YOU**