

South East Asia

Scholarship Program 2025

Celebrating 10 years

Welcome booklet

Thrive with
**Australian
Dairy**



Welcome from Dairy Australia

Congratulations on being selected to join the Dairy Australia Scholarship Program for 2025! We are excited to have you join us on this journey and can't wait to share more about our systems, products, and people with you.

This year's program will include two introductory online sessions which will equip you with strong background knowledge prior to the in-person visit. This will give you the confidence to ask questions and deepen your understanding of the industry.

The in-person program will start with iconic tourist destinations on the first day and then two farm visits, seven factory visits, a supermarket tour, and an industry dinner.

The team here at Dairy Australia looks forward to welcoming you here and sharing our knowledge about the industry.

Kind regards,

Bronwyn Duke
International Market Manager
Dairy Australia



Schedule

Date	Activity
16 Feb	<ul style="list-style-type: none">• Welcome• Melbourne Tour• Penguin Visit
17 Feb	<ul style="list-style-type: none">• Burra Foods Factory Visit• Ellinbank Research Farm Visit
18 Feb	<ul style="list-style-type: none">• That's Amore Factory Visit• Saputo Factory Visit
19 Feb	<ul style="list-style-type: none">• Australian Consolidated Milk (ACM) Factory Visit• Goulburn Valley Creamery Visit• Grant's Farm Visit
20 Feb	<ul style="list-style-type: none">• Bega Factory Visit• Fonterra New Cold• Industry Dinner
21 Feb	<ul style="list-style-type: none">• Supermarket Tour• Product Application and Cheese Tasting• Cooking Demonstration

Participants

Country	First name	Family name	Preferred name	Job title	Company	Email
Singapore	Boon Yao	Ng	John	Assistant Sales Manager	LactoAsia	john@ftcheese.com
Malaysia	Benjamin	Lim	Ben	Trade Director	Global Victoria	benjamin.lim@global.vic.gov.au
Indonesia	Lanny	Gudijanto	Lanny	Marketing Department	CV Anugrah Semesta Nutrisindo	lanny@asngroup.co.id
	Rasimin		Rasimin	Plant Manager	PT Cisarua Mountain Dairy (Cimory)	rasimin@cimory.com
	Edwin	Kurniawan	Edwin	Assistant Director	Anta Tirta	edwin.k@antatirta.co.id
Philippines	Marc Louie	Yao	Marc	QA Section Manager	Century Pacific	myao@centurypacific.com.ph
	John Ernest	Ramos	Ernest	Buyer	Robinsons Supermarket Corporation	johnernest.ramos@rsc.com.ph
Vietnam	Trong Nghia	Nguyen	Ngia	Group ISO Executive [QA]	TH Milk	nghia.nt@thgroupglobal.com
	Thi Bich Hai	Hoang	Hai Hoang	Regional Sales Manager	New Viet Dairy	hai.hoangtb@newviet.vn
Thailand	Kamonwan	Sangsuriya	Pim	Commercial Manager	Siam Food Services	kamonwans@siamfoodservices.com
	Naiyana	Saeyang	Nana	Dairy farming promoter	CP Meiji	naiyana.sae@cpmeiji.com

Dairy Australia

Dairy Australia is the national services body for the dairy industry. Our role is to help farmers adapt to a changing operating environment, and achieve a profitable, sustainable dairy industry. We act as the 'investment arm' of the industry, investing in projects that can't be done efficiently by individual farmers or companies.

Our annual funding is a combination of levy, government and leveraged funds:

- Dairy Services Levy, paid by farmers based on milk production.
- The government supports dairy by matching payments for eligible research and development programs (R&D).
- Dairy Australia also attracts funding at project level from state governments, universities, research organisations and other dairy support organisations.

Limited by guarantee, the Company is governed by a Board of nine Directors, elected by its members. Its nationwide and international activities are directed from its Melbourne office.

Dairy Australia's operations ensure that the industry can anticipate and respond quickly to changing market circumstances.

It delivers services that support the industry's capacity as a major exporter and mainstay of regional communities in many parts of Australia. Dairy Australia works closely with members to align its activities with their business needs, and acts as an extension of their individual business practices.

What we do

Dairy Australia's specialist staff drive and deliver programs in R&D and on-farm extension; information collection, analysis and dissemination; issues management; national marketing; and international trade development.

The company's operational business units are:

Farm profit and innovation – coordinates RD&E programs that focus on farm productivity and profits. They work at a grassroots level, translating science into on-farm action. The farm team focuses on issues such as feed, animal performance, people, business management and environmental resources.

Trade and industry strategy – aims to maximise wealth creation for dairy farmers by facilitating profitable international trade in dairy products. It also provides accurate information and analysis that supports business planning and decision making, as well as coordinates industry responses to meet consumer and regulatory expectations and concerns in areas of food safety and the environment.

Marketing and communication – transfers and communicates information, knowledge and technologies to create opportunities off-farm that ensure the manufacturing component of the dairy value chain remains innovative and competitive. Also responsible for promoting the health and nutritional benefits of dairy.

Business and organisational performance – ensures Dairy Australia's business performance is effective and the organisation has optimum capability, thereby deliver the best possible service to stakeholders.



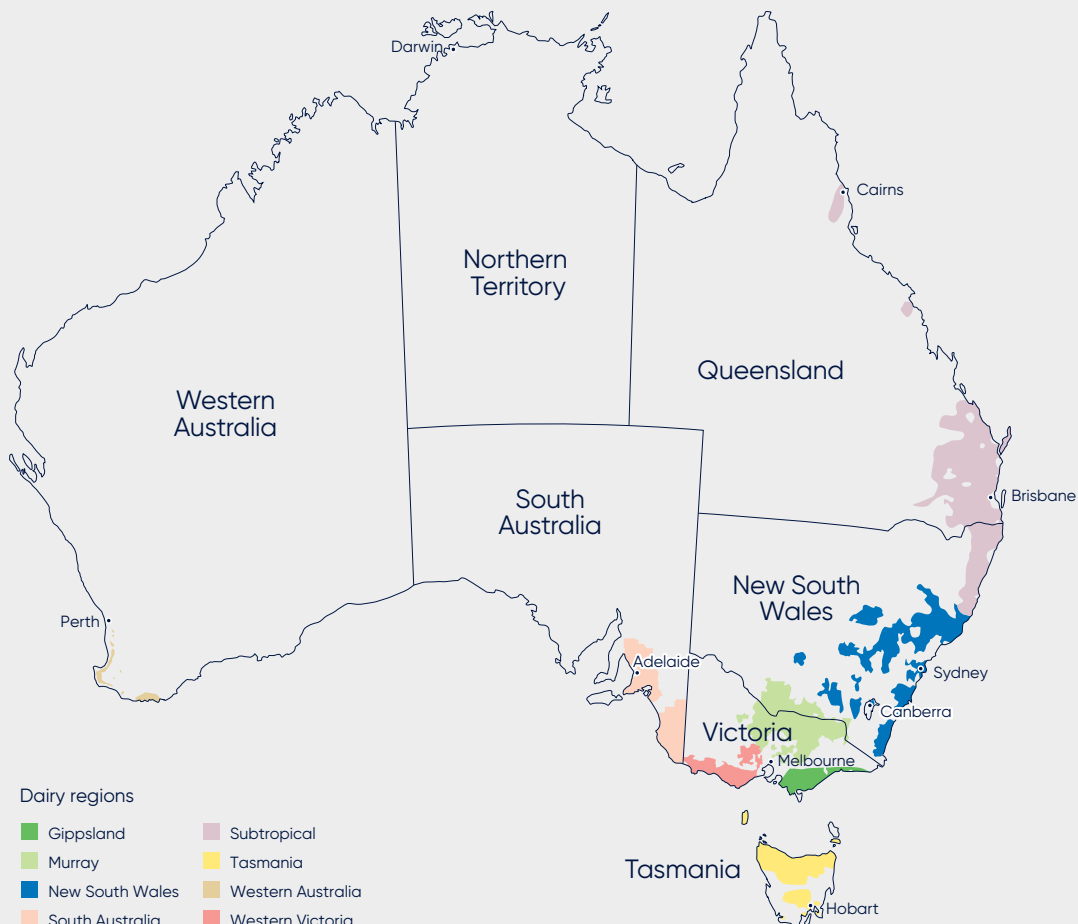
Australia's dairy industry

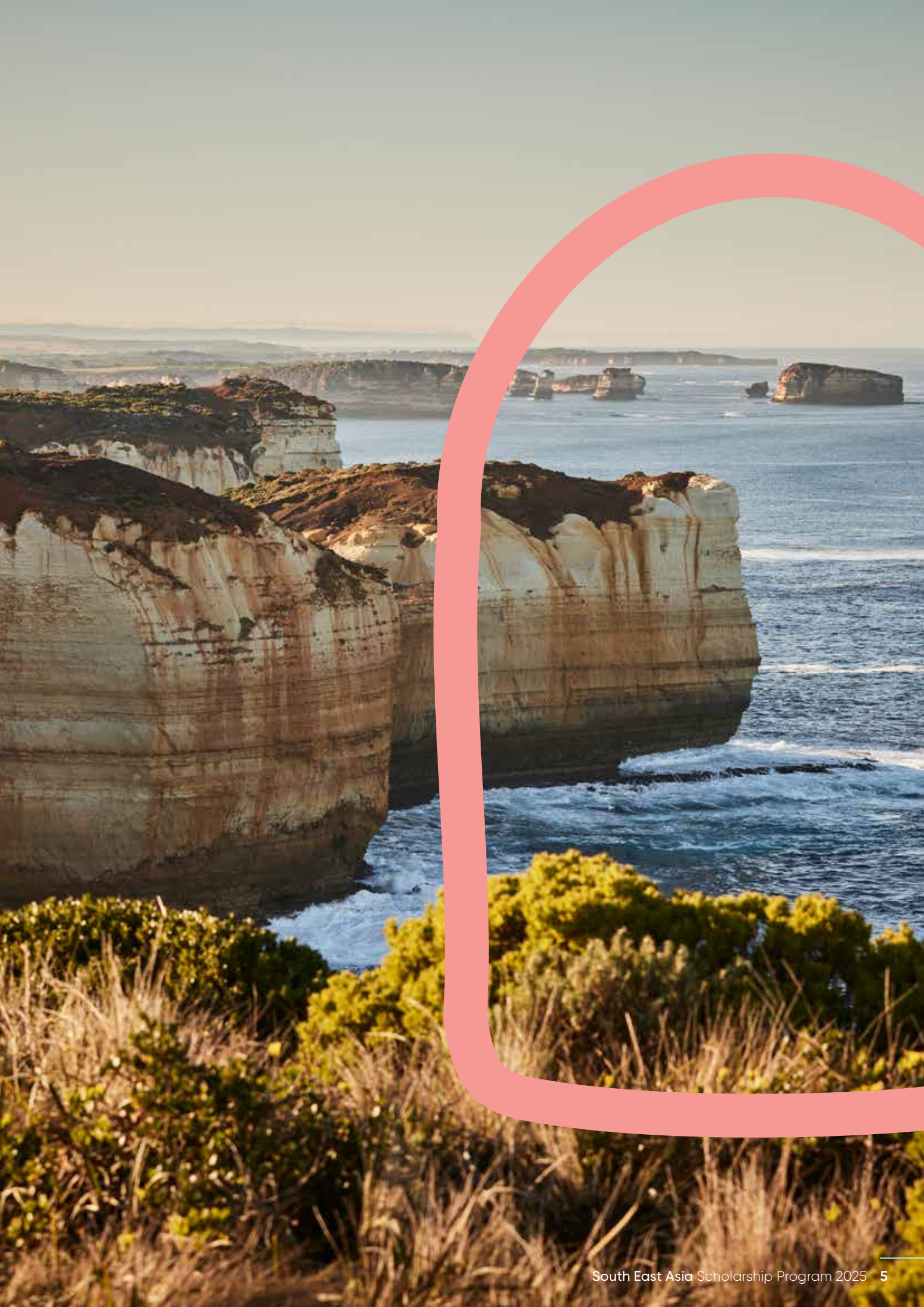
Australia's climate and natural resources are favourable to dairying and allow the local industry to be predominantly pasture-based, with a large proportion of cows being fed through grazing. This results in efficient, low cost, high quality milk production. Australian milk production costs are well below those in most other major dairy producing countries around the world.

Most dairy production is located in coastal areas where pasture growth generally depends on natural rainfall. Nevertheless, there are several inland irrigation schemes – most notably in northern Victoria and southern New South Wales. Feedlot dairying remains unusual in Australia, although the use of supplementary feed, with hay, silage and grains, is becoming increasingly more widespread.

The bulk of dairy milk production occurs in Victoria (as per table opposite). All states have variable, productive industries, supplying fresh milk to nearby cities and towns. The following map divides up the different dairying regions.

Australia's dairy regions





Key facts about Australia's dairy industry

Data taken from In Focus 2024

Dairy is Australia's **third largest** rural industry



8,376 million litres of milk produced worth **\$6.237 billion**. Average annual production per cow **6,443 litres**



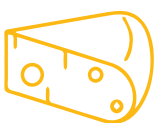
3,889 dairy farms and a national herd of **1.33 million cows**. Average herd size **342 cows**.



31,300 dairy industry workforce



Annual production of main commodities



361,516 tonnes
Cheese



180,272 tonnes
Milk powders



67,775 tonnes
Butter & AMF (CBE)

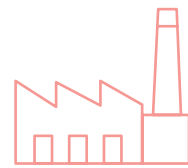
Australian milk utilisation



- 41%** Cheese
- 32%** Drinking milk
- 20%** Skim milk powder or butter
- 2%** Whole milk powder
- 5%** Other

Annual per capita consumption

88 litres
of drinking milk



32%
of milk production
exported

Major export markets



Greater China
185,646 tonnes

Japan
71,687 tonnes

Singapore
65,052 tonnes

Indonesia
60,211 tonnes

Malaysia
53,283 tonnes



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