

# INNOVATIVE DATA SOLUTIONS



Profitable Dairy Factory

Speaker - Irina Ivanova  
co-founder of the company  
expert in economic activity

**IDS**



# WHAT

## ARE WE GOING TO TALK ABOUT?

1

How much can and should a Dairy Factory earn?

2

Transformation of Dairy Factories

3

Comparison of financial indicators of two dairy factories



# HELPING DAIRY FACTORIES

EARN  
PRODUCE  
DEVELOP

## ECONOMY

Financial audit

Financial modeling

Management accounting set-up

Production accounting set-up

## TECHNOLOGY

Technological audit

Development of recipes

Organization of production

Loss management

## MODERNIZATION

Consultation on business ideas

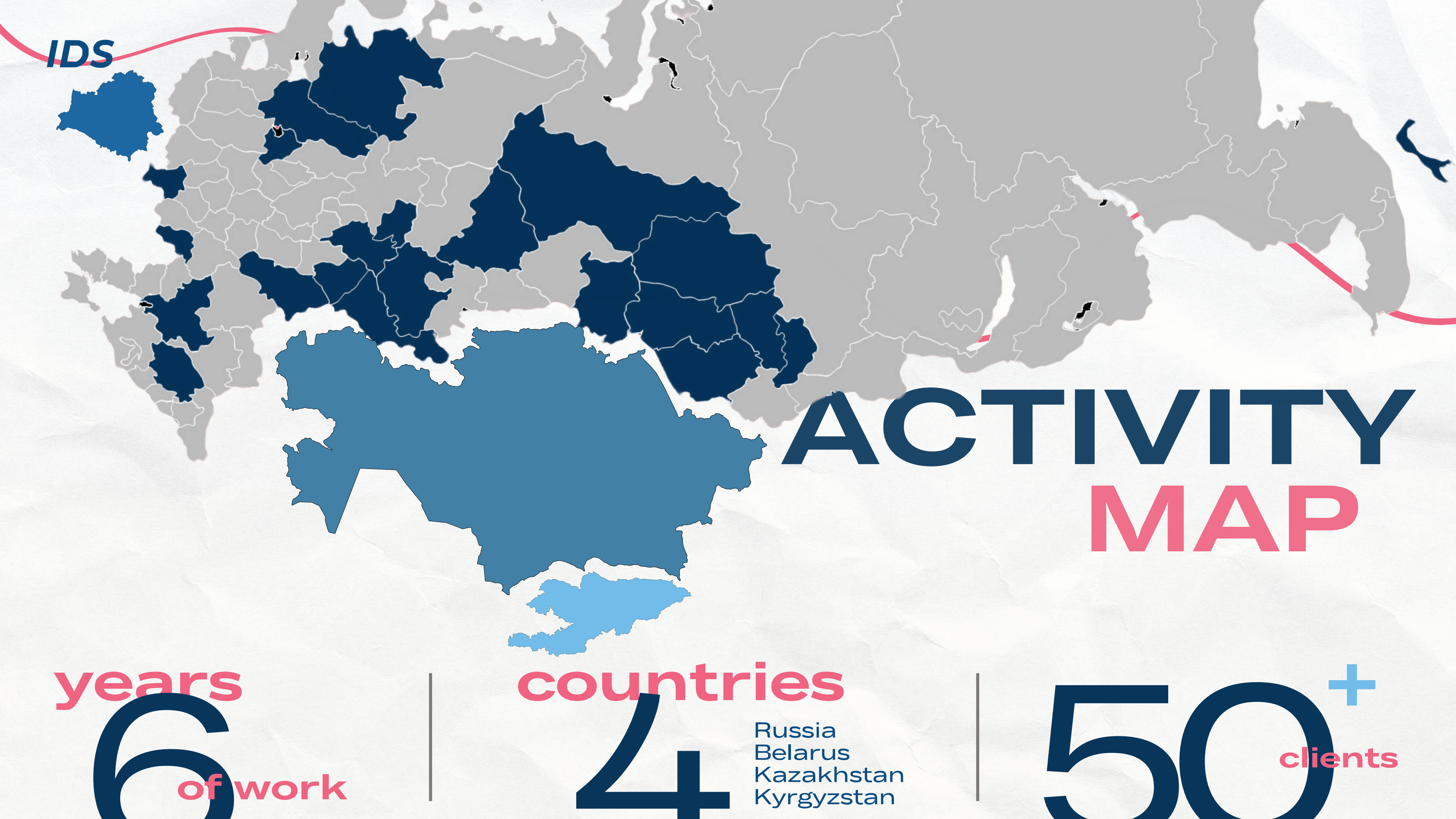
Development of pre-projects

Development of business plans

Launch and support of factories

AND THE MOST IMPORTANT THING IS COMMUNICATION!





IDS

# ACTIVITY MAP

years

6

of work

countries

4

Russia  
Belarus  
Kazakhstan  
Kyrgyzstan

50+

clients



# WHY DO YOU **need** a DAIRY FACTORY?

**~200** billion rubles **revenue per month** for manufactured products\*\*

**~25** billion rubles **EBITDA** per month\*\*

stable income that is not subject to strong market volatility

*\*average monthly calculations by IDS according to Souzmoloko's data for 10 months of 2024*

*\*\*estimated by IDS*

thousand tons per month\*

Drinking milk	503,9
Kefir	78,9
Cheeses	69,8
Cottage cheese	66,8
Yogurt	66,7
Ice cream	54,9
Sour cream	49,8
Spreads and margarines	49,1
Cream	29,9
Butter	27,6
Whey powder	18,6
Cheese products	16,2
Skimmed milk	9,4
Whole milk powder	6,7
Total	1048,3



# HOW MUCH

~~CAN~~

SHOULD!

## a DAIRY FACTORY

## EARN ?

The goal is determined by  
**budget** parameters

>12% **EBITDA**  
margin

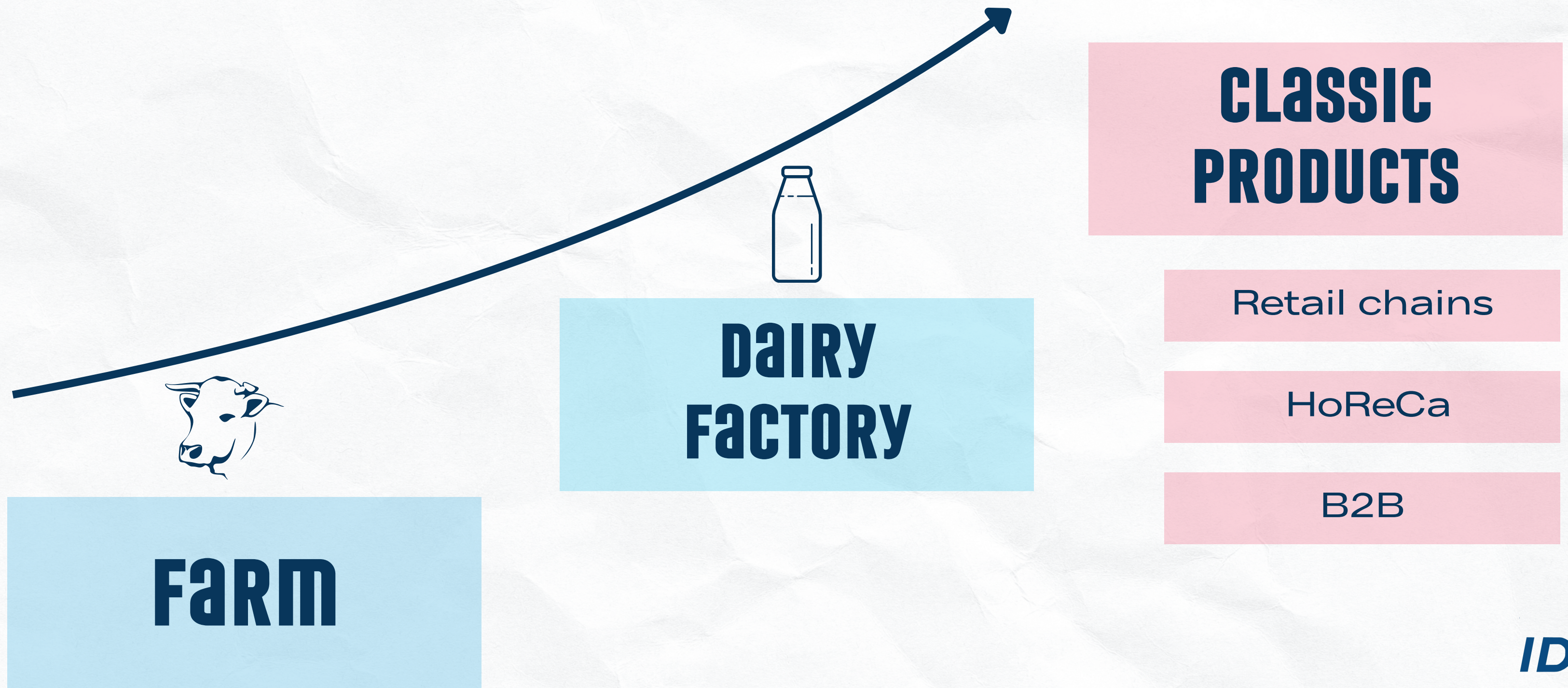
120+ **PRICE**  
average selling  
rubles per kilogram

55+% **PROFIT**  
margin markup

20- **COSTS**  
direct  
rubles per kilogram



# TRANSFORMATION OF DAIRY Factories





# TRANSFORMATION OF DAIRY FACTORIES

## DAIRY FACTORY OF SEMI-FINISHED PRODUCTS

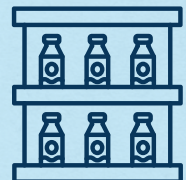
### WHERE TO SELL



HoReCa and B2B



E-commerce



Retail chains

### WHAT TO PRODUCE

#### **Dry milk components:**

MPC, WPC, WPI,  
permeate, lactose,  
pharmacopoeial lactose

#### **Dairy semi-finished products:**

cream, low fat cagliata, cottage  
cheese bases, protein bases



# COMPARISON OF FINANCIAL MODELS

Financial indicators		
Volume of raw milk, tons per day	20	1000
Volume of finished products, tons per day	2,99	118,0
Volume of finished products, tons per year	1092	43 070
Loading, %	100%	100%
Average selling price, rubles per kilogram	429,13	793,92
Raw materials, rubles per kilogram	303,94	456,0
Costs, rubles per kilogram, including	30,41	22,3
<i>Production costs, rubles per kilogram</i>	18,73	20,97
<i>Management costs, rubles per kilogram</i>	5,49	0,73
<i>Commercial costs, rubles per kilogram</i>	6,18	0,64
Investments, thousand rubles	547 831	21 073 735
Revenue, thousand rubles	468 631	34 194 069
Full cost price, thousand rubles	371 570	21 110 926
Operating profit, thousand rubles	97 061	13 083 143
Operating profit margin, %	20,71%	38,3%
EBITDA	103 503	13 143 143
<b>EBITDA margin</b>	<b>22,1%</b>	<b>38,4%</b>
Taxes, including VAT, thousand rubles	11 706	4 588 341
Net profit, thousand rubles	33 031	9 812 357
<b>Net profit margin</b>	<b>7,05%</b>	<b>28,70%</b>
PBP, years	10,3	6,4
ROI	1,6	7,7
NPV, thousand rubles	120 592	26 824 686
IRR	21,85%	46,81%

## 1 OPTION:

cream and  
cagliata

## 2 OPTION:

dry milk  
components



# ALGORITHM

## FOR PURCHASING a **FACTORY**





# CONTACTS



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