

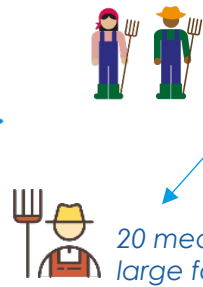


MILK SOURCING IN ROMANIA

LOCAL MILK

93%

Romanian Fresh Milk

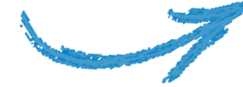


247

Dairy Farmers

20 medium and large farms

TRANSPARENCY & TRACABILITY



Average distance: 111 km from Danone factory (Bucharest)

RELATIONSHIP WITH FARMERS



Direct and indirect sourcing

90% of milk team visit farms every 4 weeks



+ 149 Nb of criteria in Danone MilQSat (audit every 2 years)



20 years

building and leverage strong and long relationships with farmers leading to strong loyalty



Safest payer on the market

Danone RO is well known as respecting the payment term on a market where this is not always usual

THE WAY WE FARM



Reaching West
since 2006

Providing financial advances for heifers, milking parlors & improving barns:

>9 Meur spent, 55 farms, for 5615 heifers and 22 milking parlors



CHANGE FOR ALL
since 2012

Supporting dairy family farmers in increasing sustainable milk production through the consolidation of capacity building started during Phase 1&2 and through implementation of regenerative agriculture practices in Phase 3

Reg-Agri on min 1000 ha, more than 25000 trees planted and 4 mobile oasis on pastures



-30% CO2

ANIMAL WELFARE



since 2018

Animal Welfare evaluation & support farmers to improve practices