

CREATING THE FUTURE OF DAIRY



We provide dairy that
nourishes body and
soul throughout life



Milk, yoghurt, powder and cooking 50%



Cheese 30%



Butter & spreads 20%

ARLA DAIRIES

Market Areas

UK

- 1 Aylesbury
- 2 2 Lockerbie
- 3 Melton Mowbray
- 4 Oakthorpe
- 5 Oswestry
- 6 Settle
- 7 Stourton
- 8 Taw Valley
- 9 Trevarrian

DENMARK/ FINLAND

- 10 10 Christiansfeld
- 11 11 Hobro
- 12 Nr. Vium
- 13 13 Sipoo
- 14 14 Slagelse
- 15 Taulov
- 16 Tistrup
- 17 Tychowo

SWEDEN

- 18 Falbygden
- 19 Falkenberg
- 20 20 Götene
- 21 Jönköping
- 22 Kalmar
- 23 Kvibille
- 24 Linköping
- 25 Stockholm
- 26 Sundsvall
- 27 Östersund

CENTRAL EUROPE

- 28 Cocio
- 29 Esbjerg
- 30 Karstädt
- 31 31 Nijkerk
- 32 32 32 Pronsfeld
- 33 33 Upahl

EXPORT

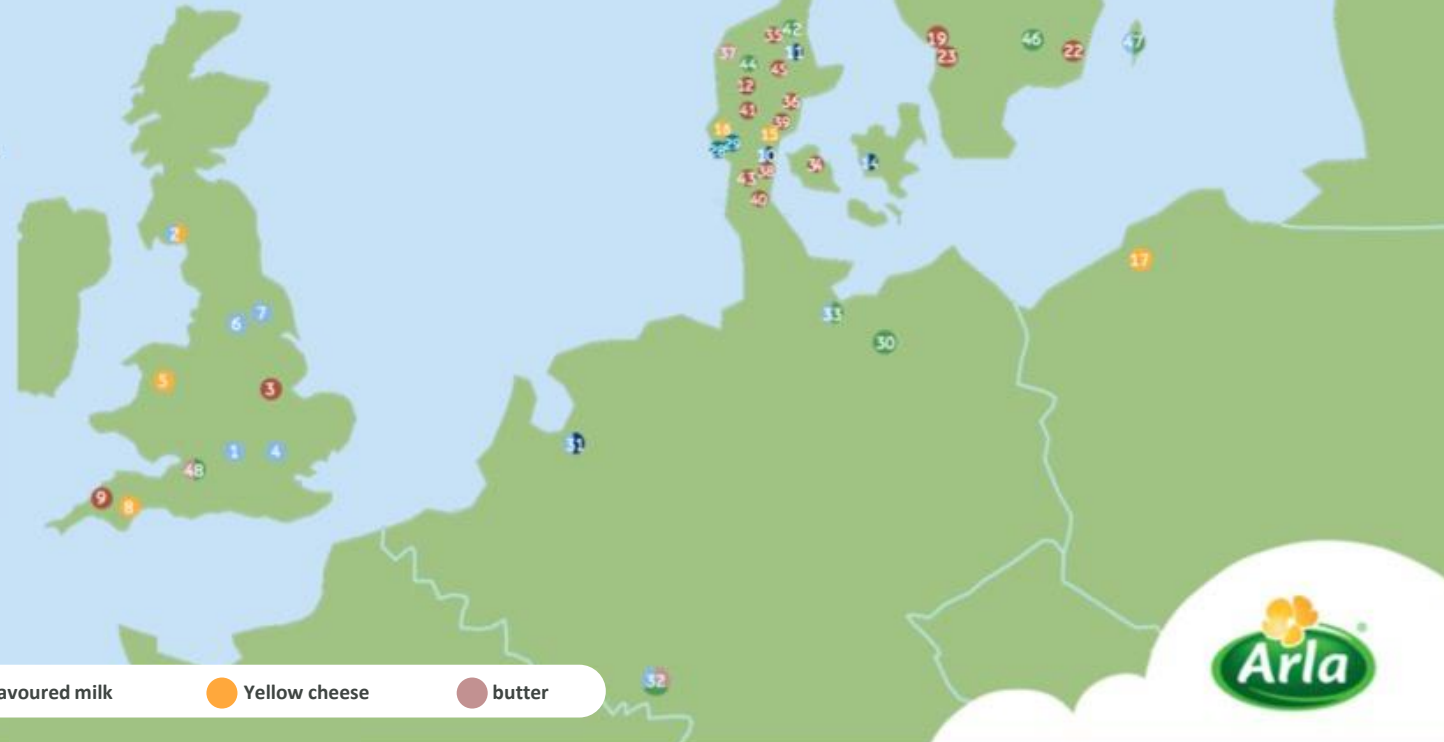
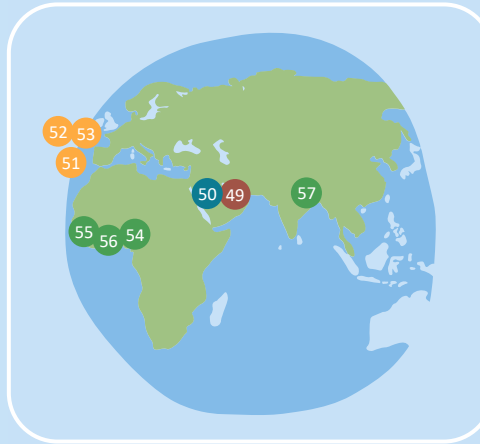
- 34 Birkum
- 35 Bislev
- 36 Gjesing
- 37 Holstebro
- 38 Høgelund
- 39 Korsvej
- 40 Kruså
- 41 Trolldhede

B2B

- 42 AKAFA
- 43 Branderup
- 44 HOCO
- 45 Rødkærsbro
- 46 Vimmerby
- 47 47 Visby
- 48 48 Westbury

INTERNATIONAL

- Middle east
- 49 Bahrain
- 50 50 Danya
- US/Canada
- 51 Hollandtown
- 52 Concord
- 53 Atwood
- West Africa
- 54 Nigeria
- 55 Senegal
- 56 Ghana
- South east asia
- 57 58 Bangladesh



● Milk powder
 ● Speciality cheese
 ● Fresh/UHT milk
 ● Yogurt/Skyr
 ● Flavoured milk
 ● Yellow cheese
 ● butter



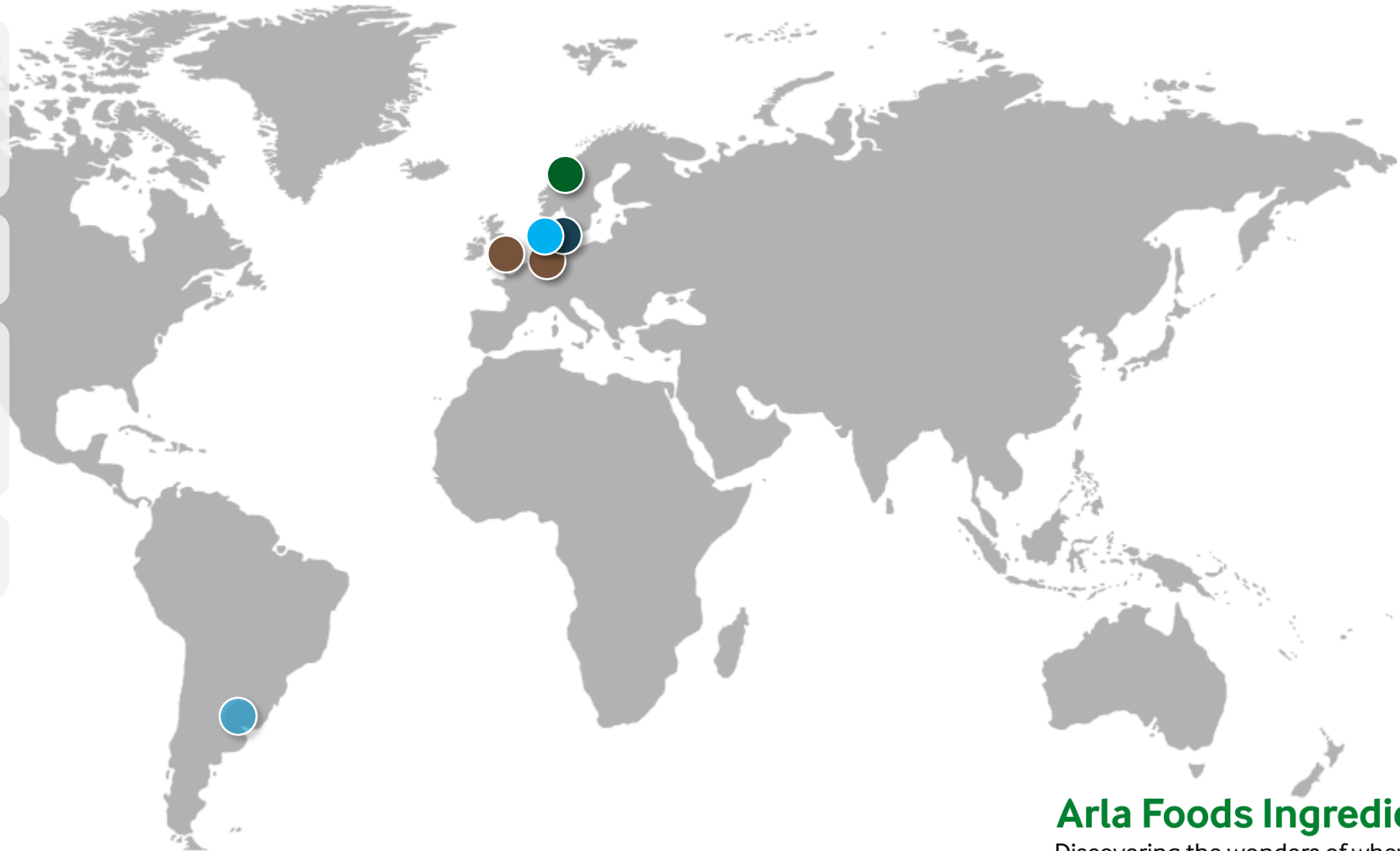
ARLA FOODS INGREDIENTS PRODUCTION UNITS

AFI sites
Danmark Protein 🇩🇰
ARINCO 🇩🇰
AFISA 🇦🇷

Arla site
HOCO 🇩🇰

Joint Ventures
Biolac 🇩🇪
ArNoCo 🇩🇪
MVI 🇬🇧

Partner
TINE Mejeri 🇳🇴



...and we especially excel within four technologies,
which sets us apart from competition



FAT & PROTEIN TECHNOLOGY

Processing of fat and protein as the main building blocks of our products characteristics

- Texture
- Functionality
- Affordability



MILK FRACTIONATION

Strategic separation of milk components to optimise production and customise final product composition

- Tailor-made nutrition
- Functionality
- Optimised yield & reduced cost
- Valorisation of sidestreams



RECOMBINATION

The process of re-hydrating powder ingredients and replicating conventional production processes

- Unfold new markets
- Overcome shelf life, tariff and trade barriers
- Flexibility to local needs



FERMENTATION

Bacteria that in contact with a base, transforms the sugars into other components, shaping the final product characteristics

- Gut health positioning
- Natural flavour & texture
- Optimised production flow



OUR VISION

Creating the future of dairy
to bring health and
inspiration to the world,
naturally



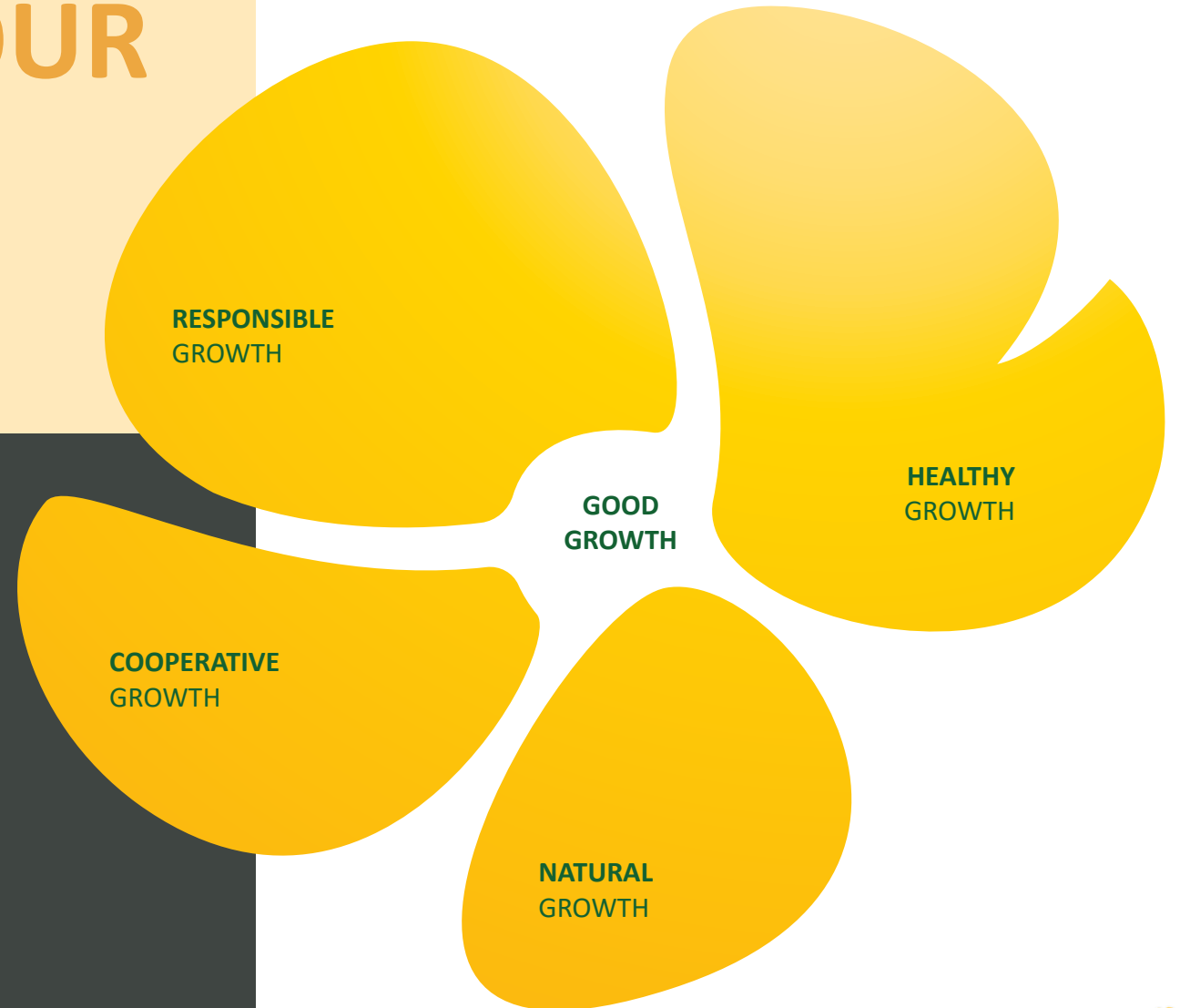
OUR MISSION

To secure the highest value
for our farmers' milk while
creating opportunities for
their growth

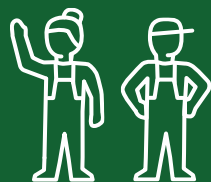


GOOD GROWTH IS OUR IDENTITY

We want to grow and we care about how we do it



ABOUT ARLA



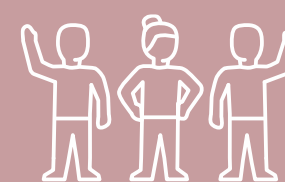
9,700
OWNERS



13.7 BL. KG.
MILK INTAKE



THE 4TH
LARGEST



19,000
COLLEAGUES



4 GLOBAL
BRANDS

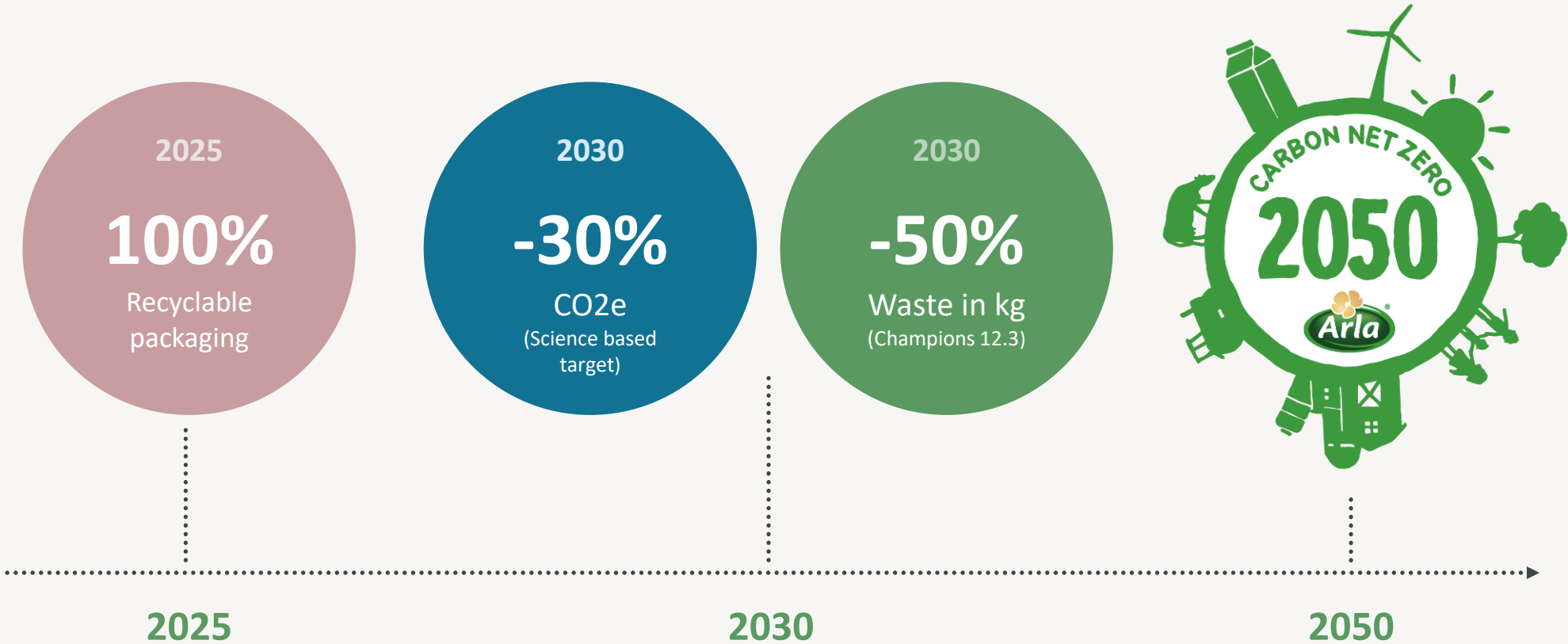


10.5 BL. EURO
REVENUE



LARGEST ORGANIC
DAIRY PRODUCER
IN THE WORLD

WE ARE COMMITTED TO TAKING ACTION ON SUSTAINABILITY



SUSTAINABLE NUTRITION IS A KEY ENABLER BY BALANCING THE NEED FOR GOOD NUTRITION, WHILE TAKING CARE OF THE PLANET

Sustainable nutrition



“Sustainable diets are those diets with low environmental impacts which contribute to food and nutrition security and to healthy life for present and future generations”



FAO

Environmental
impact

Health
Nutrients



STUDENT & GRADUATE OPPORTUNITIES IN ARLA

PRODUCTION MANAGEMENT GRADUATE PROGRAMME (PMGP)

PMGP is a two-year entry-level **leadership programme in supply chain**, where talented graduates are offered to kick-start their career in one of the world's leading dairy companies

We offer talents a **two-year assignment** including experience from two countries within Denmark, Germany, Sweden or the United Kingdom and two types of dairies. The programme also offers a unique chance for gaining leadership training and experience

Learn more at arla.com/pmgp



THESIS COLLABORATION

Bachelor's and Master's theses

Investigate which department could be interesting and reach out to the team directly

STUDENT ASSISTANT

All positions are advertised on careers.arla.com

As a Student Assistant, you gain insights into how daily life is in one of the world's largest dairy companies

The working hours varies but you would most likely work 10-15 hours per week

INTERNSHIP

Arla's Internship Programme runs every Autumn, and the positions are advertised during the Spring

An internship is a unique chance to grow your network before graduating and to gain professional competencies for your CV

FULLTIME JOB

All jobs are advertised on careers.arla.com on an ongoing basis throughout the year

WE'RE READY TO ANSWER YOUR QUESTIONS

- Go to slido.com
- Enter with #Arla
- Post and vote up questions



slido

Join at
slido.com
#Arla

BREAKOUT SESSIONS

CHOOSE 1 X 20 MIN SESSION



NPD



Sustainability



**Process
optimisation**



**Projects &
operations**

ARLA INNOVATION CENTRE

February 2021

- 10,000 m² - designed for minimal energy consumption
- Workplace for approx. 150 Arla employees with expertise from all over the world



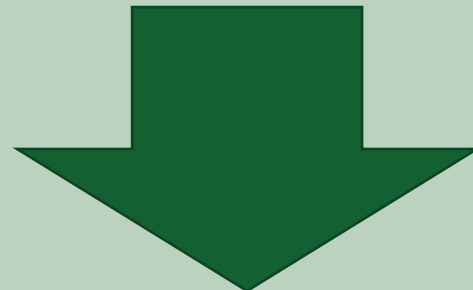
3D MOVIE – 6 MINUTES

Have a look yourself and **use your curser** to ‘look around the building’!

Use google chrome browser and/or YouTube app for best experience.

See you back here in 6 minutes.

Click on the link below



JOB EXAMPLE

PRODUCT DEVELOPER

Background | Dairy engineer

Workplace | Innovation center/NPD-sites

Tasks

- Ideation and feasibility of new products
- Explore w/ suppliers + dairies + processes
- Creation of Prototypes
- Test w/ market and Dairy before launch
- Project management



PRONSFELD SITE

February 2021



PRONSFELD DAIRY



Facts

Opened for commercial production in 1967 (powder, butter & cheese)
24 hour operation 365 days a year
Capacity: 1710 Mkg milk/year
Appx. 1000 employees
Currently building Europe's biggest powder tower



Production

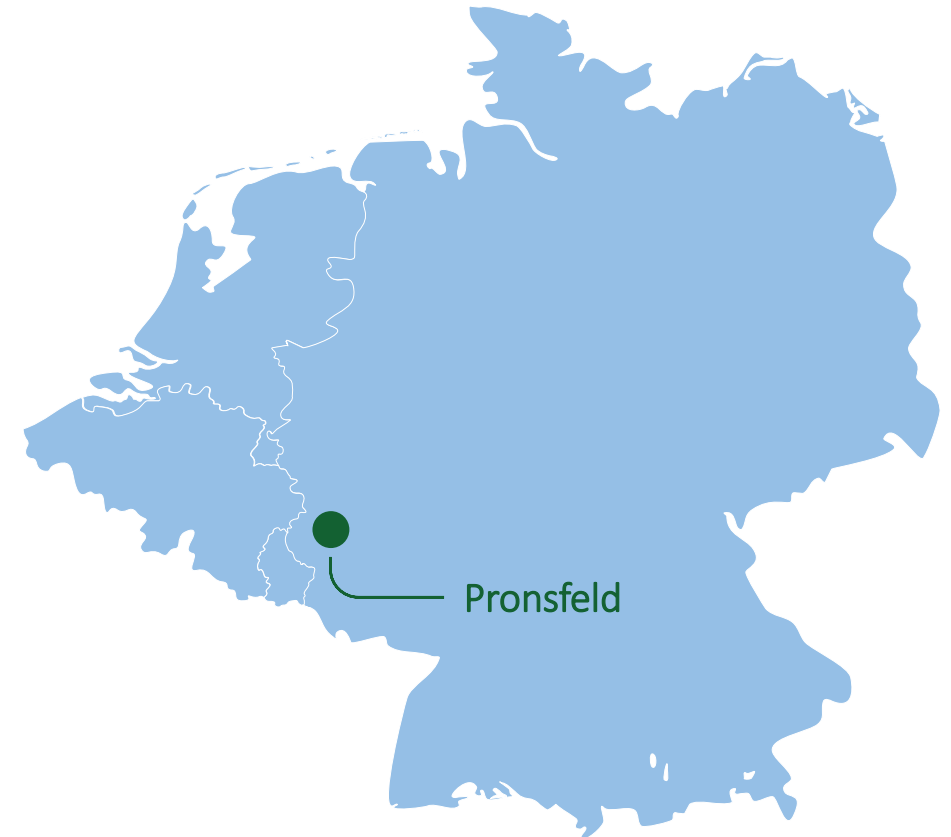
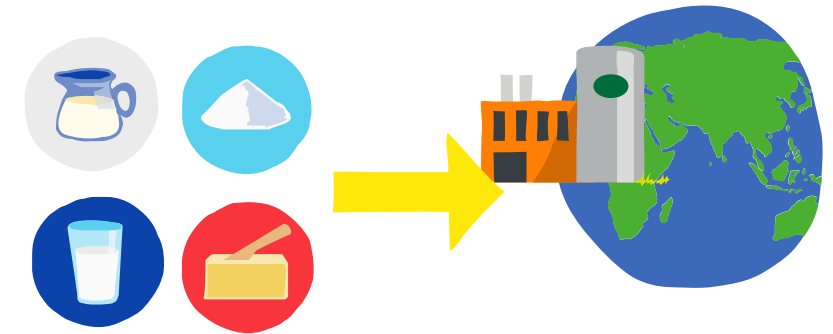
UHT milk, Evaporated milk, Butter, Sour cream, Coffee cream & Powder

Production 1

4*50 T/h pasteurisers
2 evaporators at 35 and 50 T/hour
UHT production (13 lines, from 3.5 T/h → 28 T/h)

Production 2

42*75 T/h pasteurisers
Butter production 7 T/h
3 Evaporators (2* 15 T/h and 1*65 T/h)
1 Powder tower (6 T/h)



PRONSFELD DAIRY → SUPPLYING TO THE WORLD



Packaging

UHT

- 13 different formats for the German and International markets
- 1Ltr, 0.5 Ltr, 0.35 Ltr, 0.2 Ltr and 0.125 Ltr formats
- Cup fillers
- Bag in Box fillers



Butter

- Retail formats (Kærgården)
- Bulk/block fullers, 25 Kg

Powder

- Big bag fillers, 1000 Kg
- Bag filler, 25 Kg



PRONSFELD DAIRY → SUPPLYING TO THE WORLD

North America



MENA



Africa



Strategic site to grow
our International
Business from in the
future



JOB EXAMPLE

PTD MANAGER

Background | MSc. Dairy Science and Technology

Workplace | On site

Tasks

- Owns and drives project portfolio at site
- CAPEX responsible
- Resp. for taking in new products together with operations and QEHS
- Right hand to Site Director on strategic proposals and decisions within the dairy
- Optimizing site together with operations

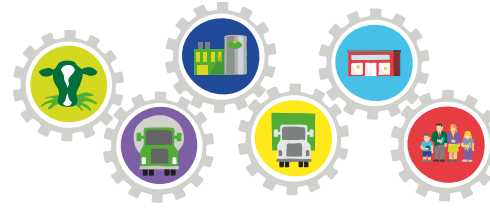


AYLESBURY SITE

February 2021







AYLESBURY DAIRY



Facts

Opened for commercial production in 2013
24 hour operation 365 days a year
Capacity: 1000 Mkg milk/year
350 employees
Site size: 46.000 M2



Production

Fresh & filtered milk
12 Raw milk intake bays
6*40 T/h pasteurisers
4.8 T raw milk storage capacity
3.8 T finish milk storage capacity
8 Krones filling lines



FIRST CO2 NEUTRALE SITE IN ARLA

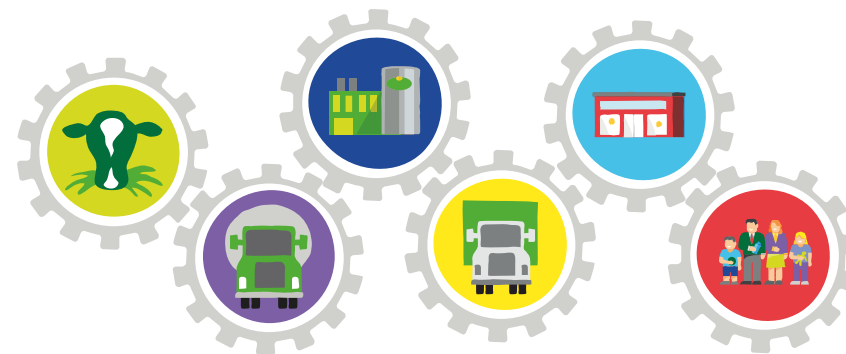
- Best energy friendly solutions on the market
- Build against highest UK standards regarding CO2 emission
- Connected CHP plant that uses food waste
- In-house polybottle production (20% weight reduction compared to other polybottles on the market)



MOST AUTOMATED SITE WHEN BUILD IN 2013

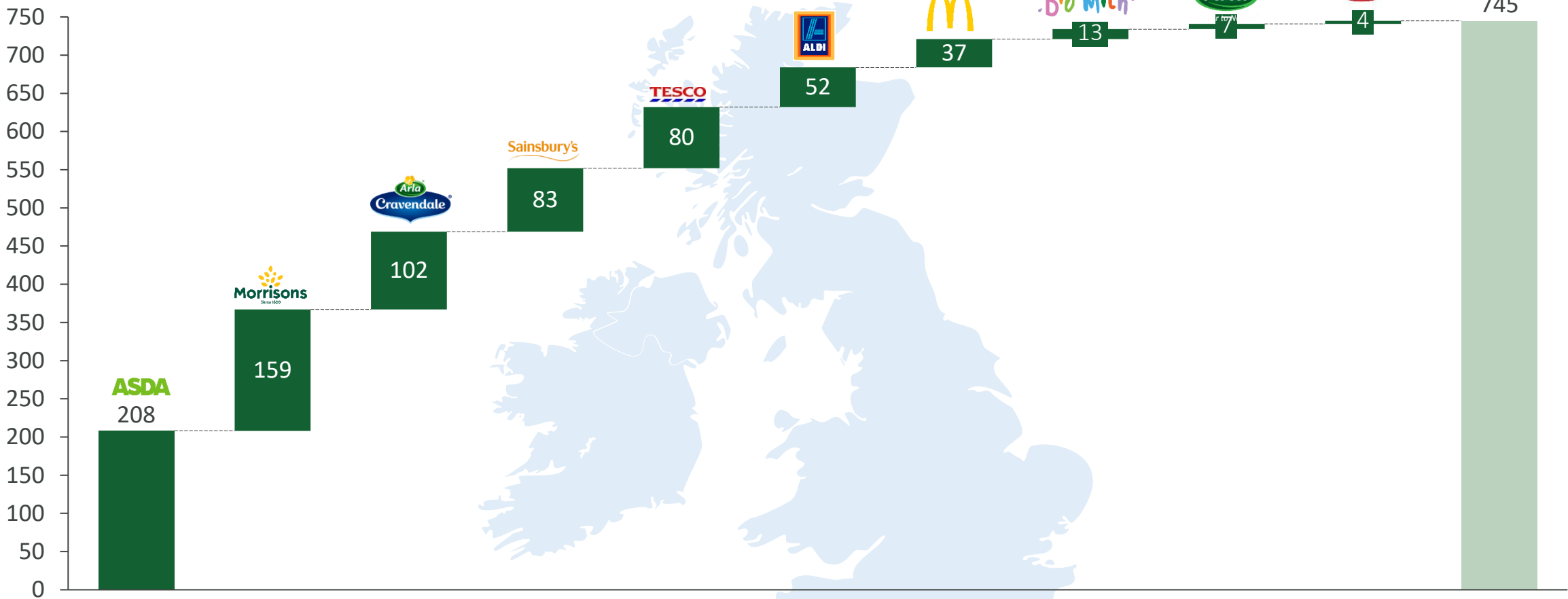
Automation through out

- Milk intake
- Process
- Filling
- Cold storage
- Terminal/Loading



CUSTOMER BASE

Million litres per annum



PRODUCTS



JOB EXAMPLE

OPERATIONS MANAGER

Background | MSc. Dairy Science and Technology

Workplace | On site

Tasks

- Head of Production
- Lead operations team incl. team leaders
- Drive and participate in cross site projects
- Resp. for production optimization
- Secure right flow of production, product quality and maintenance plans across production together with

site LT team



AFI & DP SITE

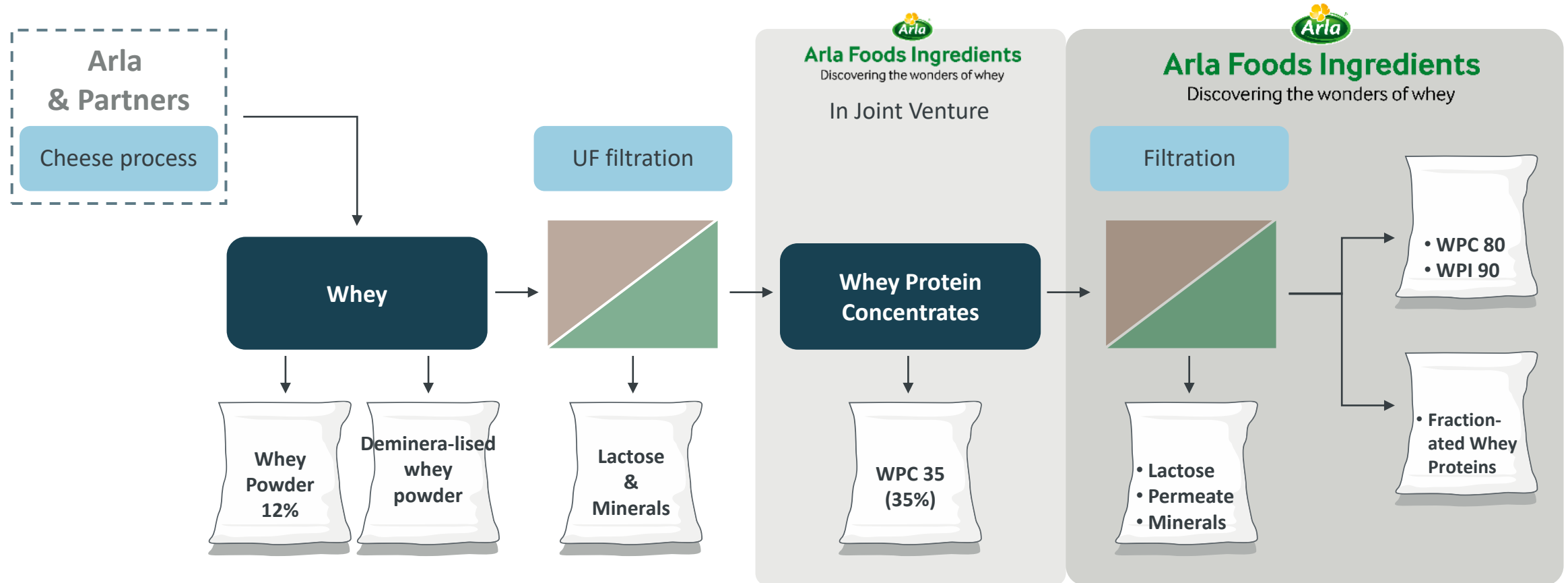
February 2021





ARLA FOODS INGREDIENTS BUSINESS MODEL

Business focus on alternative end products





Raw materials
you can trust



A proactive
Quality
& Food
Safety
culture



Quality &
Food Safety
by design

Arla Foods Ingredients
Discovering the wonders of whey



JOB EXAMPLE

SENIOR SITE QUALITY COORDINATOR

Background | Science based (eg. M.Sc. Dairy science and Technology, Molecular biologist, Process Technologist, Engineer within dairy or chemistry)

Workplace | Danmark Protein, Videbæk

Tasks

- Quality Management Systems (QMS)
 - HACCP, internal audits, risk assessment
 - Training
- Quality Assurance (QA)
 - Release of products, claims, deviations
 - Production support (root cause, optimisation etc.)

A proactive Quality & Food Safety culture

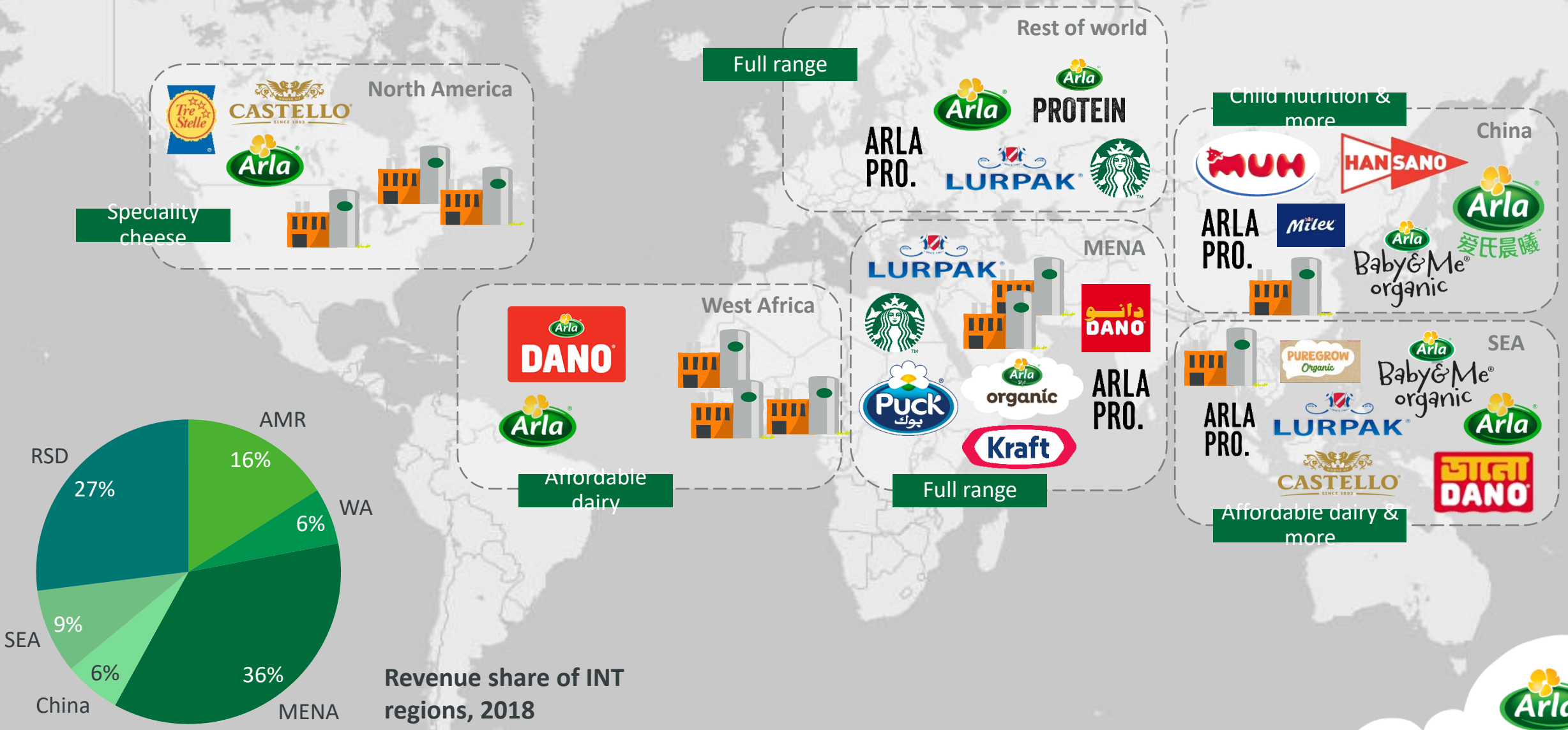


BAHRAIN SITE

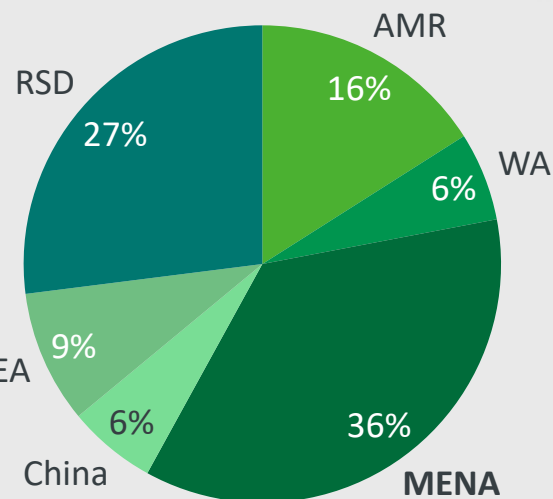
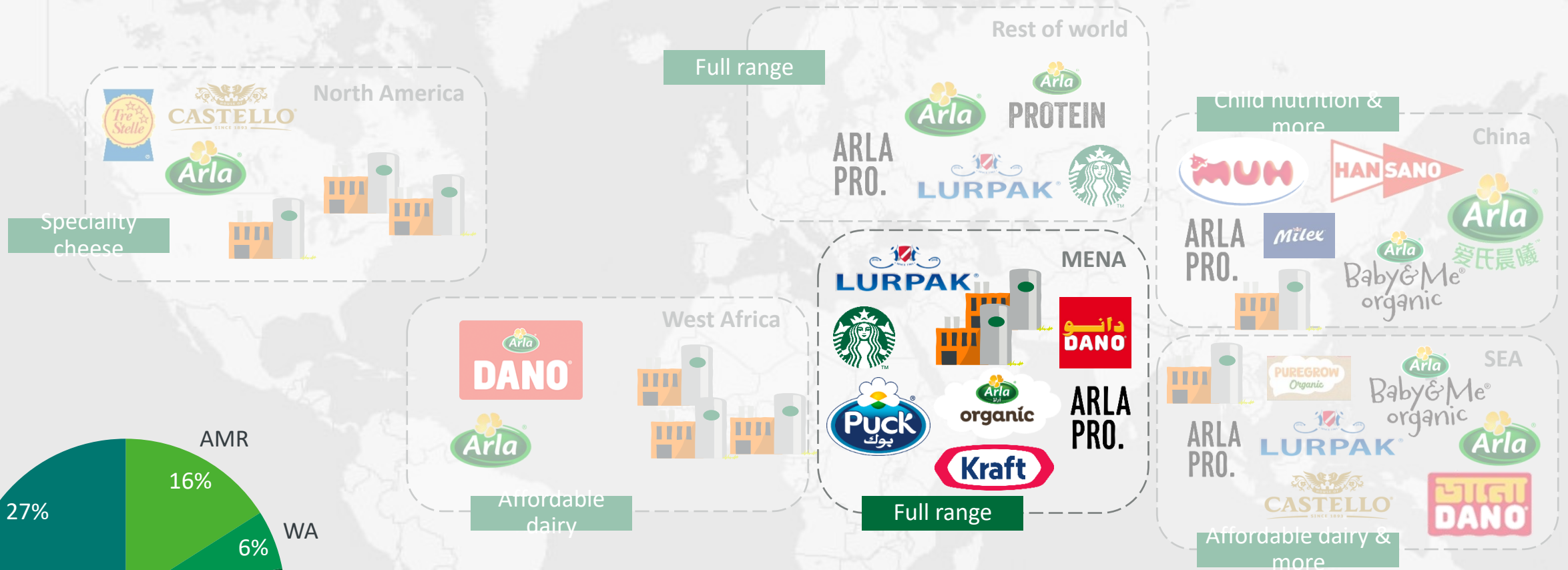
February 2021



The 6 INT regions are highly diverse ...sizing reflects historical presence and business maturity



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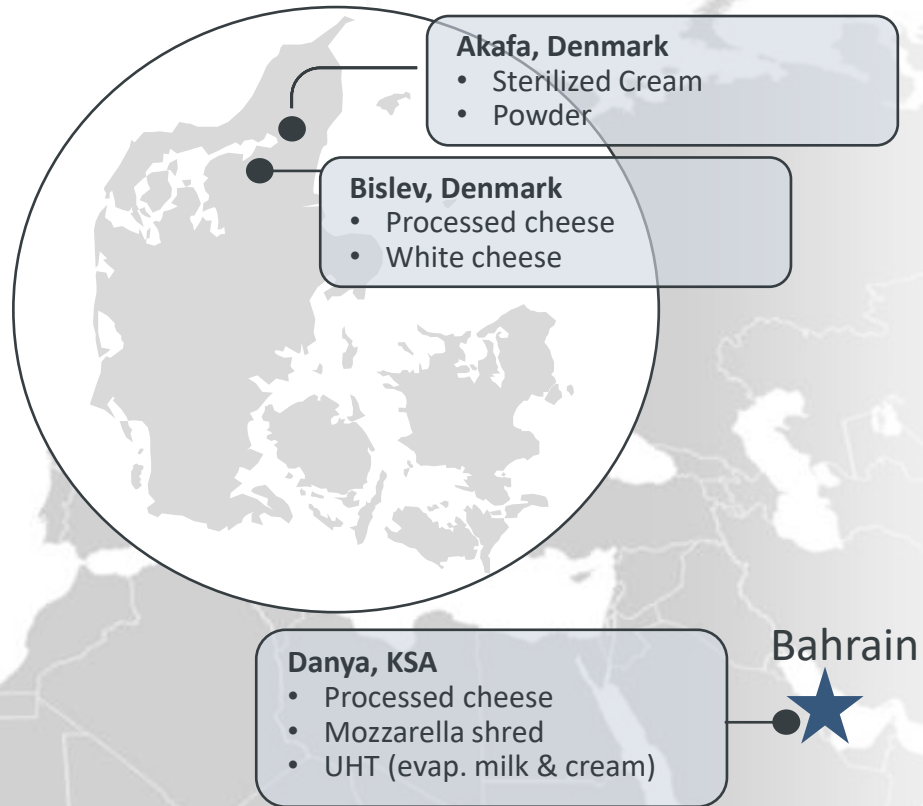


Revenue share of INT regions, 2018

Bahrain site was recently acquired where we now con-solidate production of processed cheese & str. cream

Current Supply Chain footprint

Overview of key product categories sold in MENA (F12M Oct 2018)

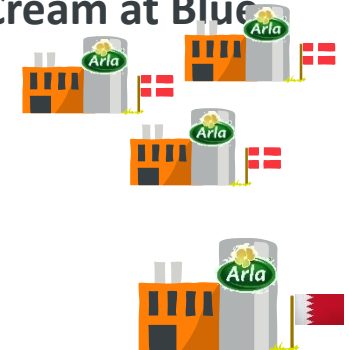


Future Supply Chain footprint

Overview of key product categories sold in MENA (F12M Oct 2018)

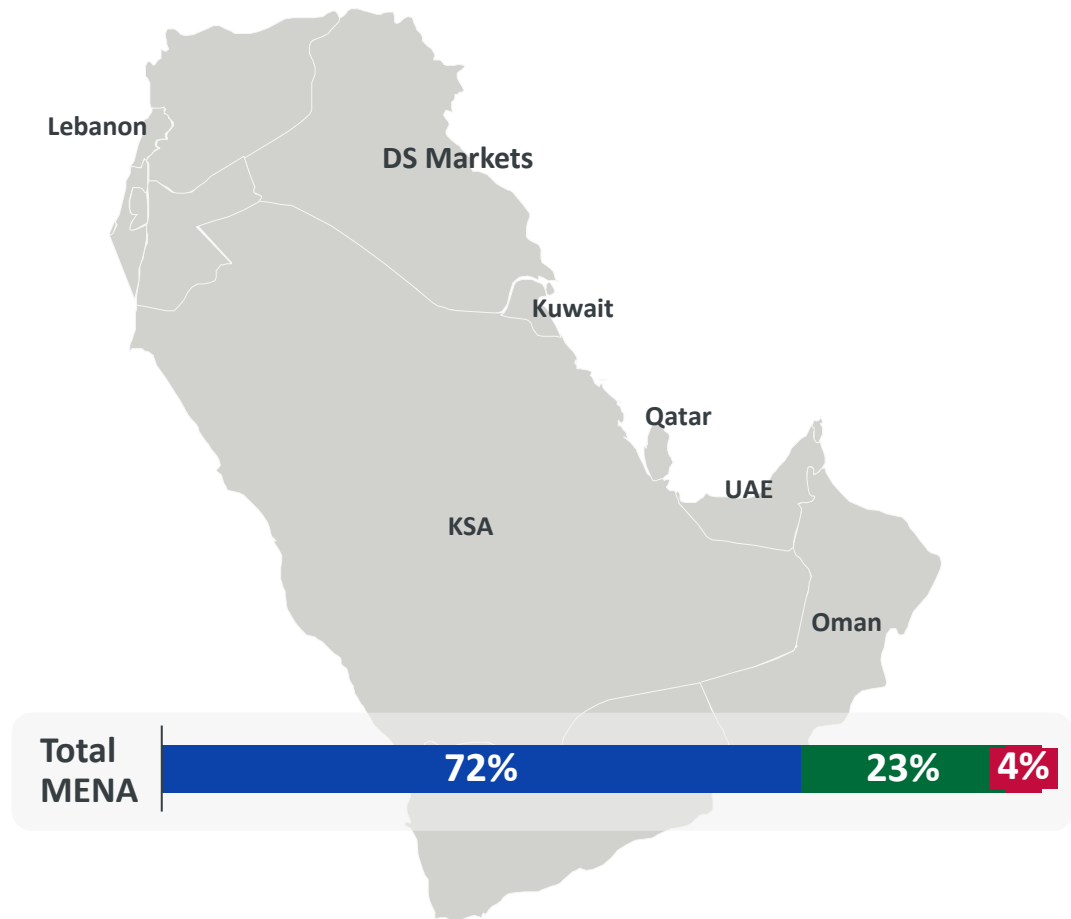
Consolidate Processed Cheese & Str. Cream at Blue

- Danya: Mozzarella shred, Evap. Milk, Creams, Soups, Sauces & Starbucks
- Bislev: Downscale to White Cheese and Processed cheese for EU
- Akafa: Extended focus on Powder
- **Bahrain: Consolidate Processed Cheese and Sterilized Cream (capacity increase)**

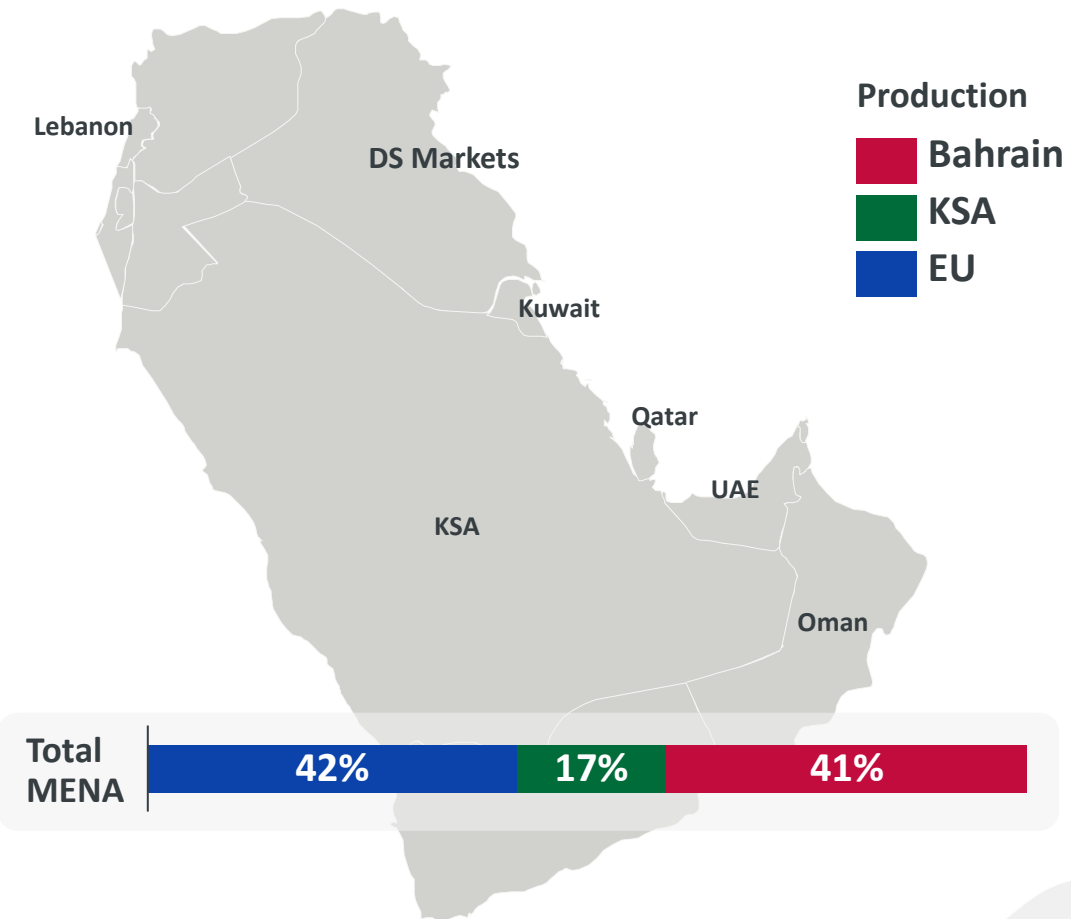


The project will lead to a significant shift between european & local production in mena

Current production

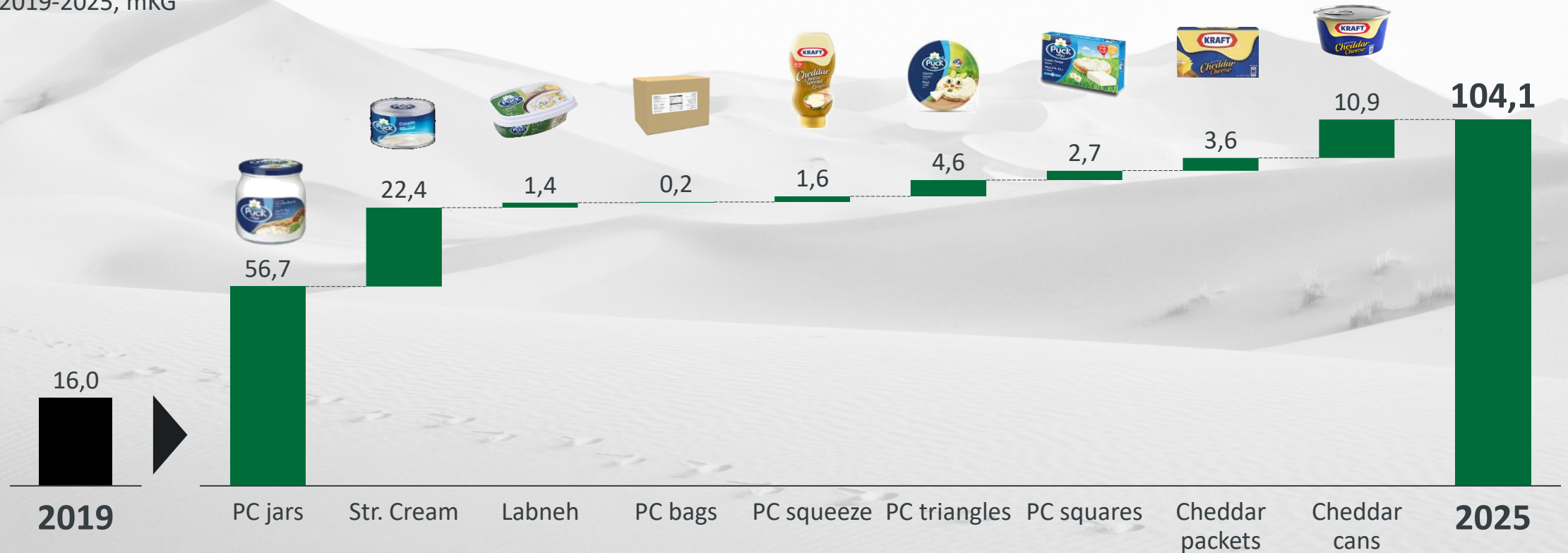


Future production (2021)



In 2025, Arla's new facility in Bahrain is expected to produce more than 100 mKG

Estimated production volume at Bahrain
2019-2025, mKG



The portfolio will consist of processed cheese & sterilized cream

Puck Original	Puck Less Fat	Puck Less Salt	Puck Cheddar	Puck Squares	Puck Triangles
					
Puck Squeeze	Puck Labneh	Puck Cream		Existing Kraft products	
					

IN BAHRAIN, ALL PRODUCTS ARE RECOMBINED & THE SITE IS ARLA'S RECOMBINATION CENTER OF EXCELLENCE



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- Affordability



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RECOMBINATION

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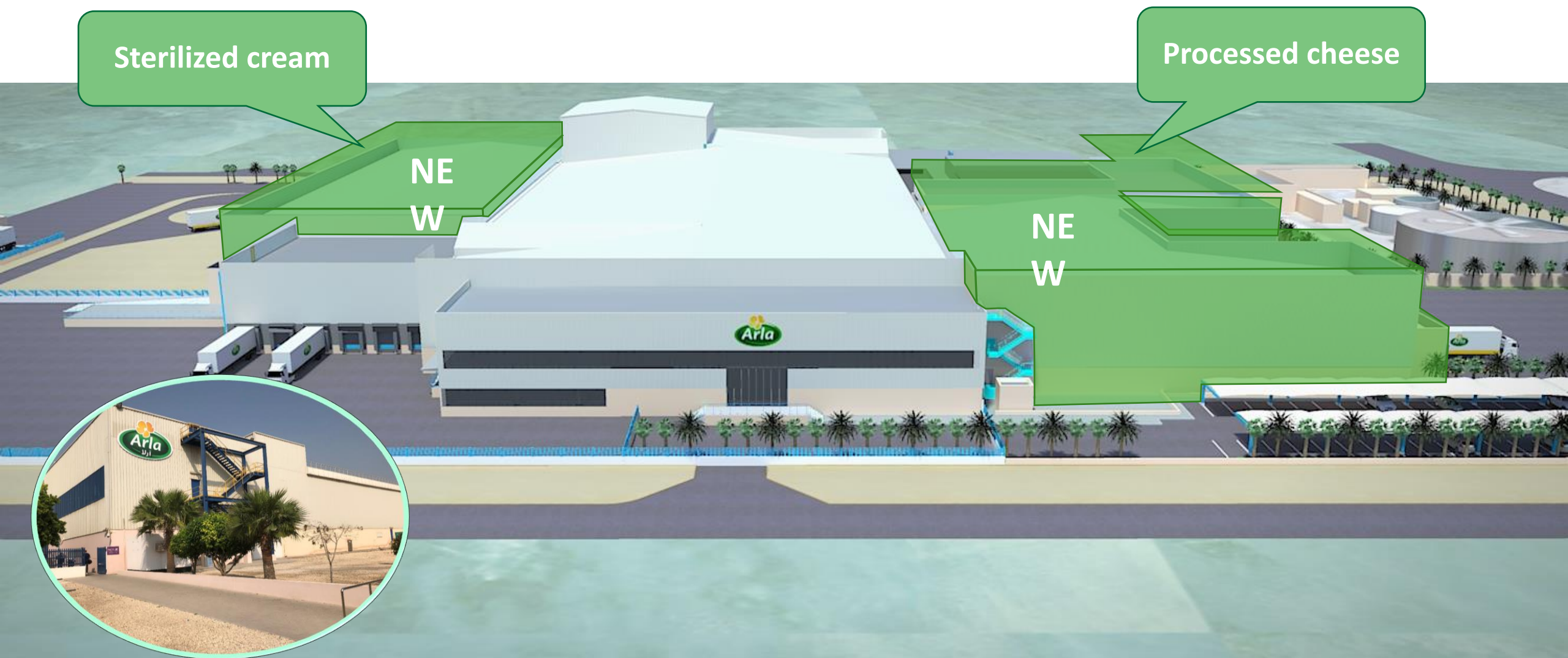
FERMENTATION

Bacteria that in contact with a base, transforms the sugars into other components, shaping the final product characteristics

- Gut health positioning
- Natural flavour & texture
- Optimised production flow



Significant expansion of existing site – lead by strong engineering team in Viby & Bahrain



2020-10-18 09:17:43 AM



East Expansion

WEST SIDE



West_Expansion

2021-01-26 04:50:15 PM

173KB/s



JOB EXAMPLE

CAPEX PROJECT MANAGER

Background | Dairy engineer

Workplace | Head quarter + on site work

Tasks

- Project scoping
- Technology choices together with NPD
- Supplier choices together with Procurement
- Cooperation with local management
- Commissioning on site
- Handover to site



BREAKOUT SESSIONS

CHOOSE 1 X 20 MIN SESSION



NPD



Sustainability



**Process
optimisation**



**Projects &
operations**

APPENDIX

AGENDA

Event: 10/2 @ 15:30-17:00

| Dry run: 8/2 @ 14:30

| Material deadline: 4/2 @ 12:00

Time	Topic	Material	Presenter	Material responsible	Status
15:30-15:40	General Arla intro <ul style="list-style-type: none"> General intro to Arla incl. vision/mission/identity, stats, product categories, markets Technology stronghold slide + Sustainable diet HR: how to apply for jobs, career prospects, graduate programmes, etc. Introduction to Slido Breakout intro 	Slide deck + product video	Lars	Arla slides: Katharina/Line/ANHOF Video: LIPEB HR slide: Stine	Done Done Done
15:40-15:50	AIC <ul style="list-style-type: none"> NPD/innovation tasks NPD/innovation roles Intro to breakout 	Slide deck + video	Sinne	Sinne	Done
15:50-16:00	Pronsfeld <ul style="list-style-type: none"> Long life products for INT PTD manager 	Slide deck + video	Sidsel	Sidsel + Katharina	Done
16:00-16:10	Aylsbury <ul style="list-style-type: none"> Fresh Net Zero Sustainability Production manager 	Slide deck + video	Sidsel	Sidsel + Katharina	Done
16:10-16:20	DP <ul style="list-style-type: none"> Powder/Ingredients/applications/quality Quality manager 	Slide deck + video	Anne Sophie	Anne Sophie	Done
16:20-16:30	Bahrain <ul style="list-style-type: none"> Cheese recombination & INT production facilities CAPEX project manager 	Slide deck + video from crown price ceremony	Lars	Line	Done
16:30-16:40	Slido	Slido website	Lars + all	Katharina	Done
16:40-17:00	Breakout 1: NPD	1 intro slide	Lise		TBC
	Breakout 2: Sustainability	1 intro slide	Anne Sophie		TBC
	Breakout 3: Process optimization	1 intro slide	Peter Skou, Jakob Lam, Simon Baudler		TBC
	Breakout 4: Projects & operations	1 intro slide	Sidsel		TBC

PRESENTERS

Lars Sylvest Vestergaard
Vice President
International Supply Chain



Lise Bisgaard Lassen
NPD manager
Arla Innovation Center



Anne Sophie Hoff
Director
Supply Chain Development



Peter Skou
Scientist
Technology & Functionality



Sidsel Nørregaard
Senior Production Development Manager
Production



Simon Baudler
Data Specialist
Technology & Functionality



Sinne Bundgaard Nielsen
Head of Global Pilots
Pilot Plant AIC



Jakob Lam Rasmussen
Filtration trainee
Production Optimization

