

# Where Is the Neighbour Heading?

Lithuanian & Baltic Dairy Sector Outlook

Martynas Vanagas  
Chief Innovation Officer (CIO)  
AB Rokiškio sūris



Rahastanud  
Euroopa Liit

# Why look at your neighbour?

Same market conditions across Baltics  
Same export dependency  
Same structural pressures  
Lithuania shows what comes next for processors  
and for farmers



# Lithuanian dairy sector

- 1.4M MT milk production annually - 3 800 MT a day
- 60–70% exported
- Strong processing base

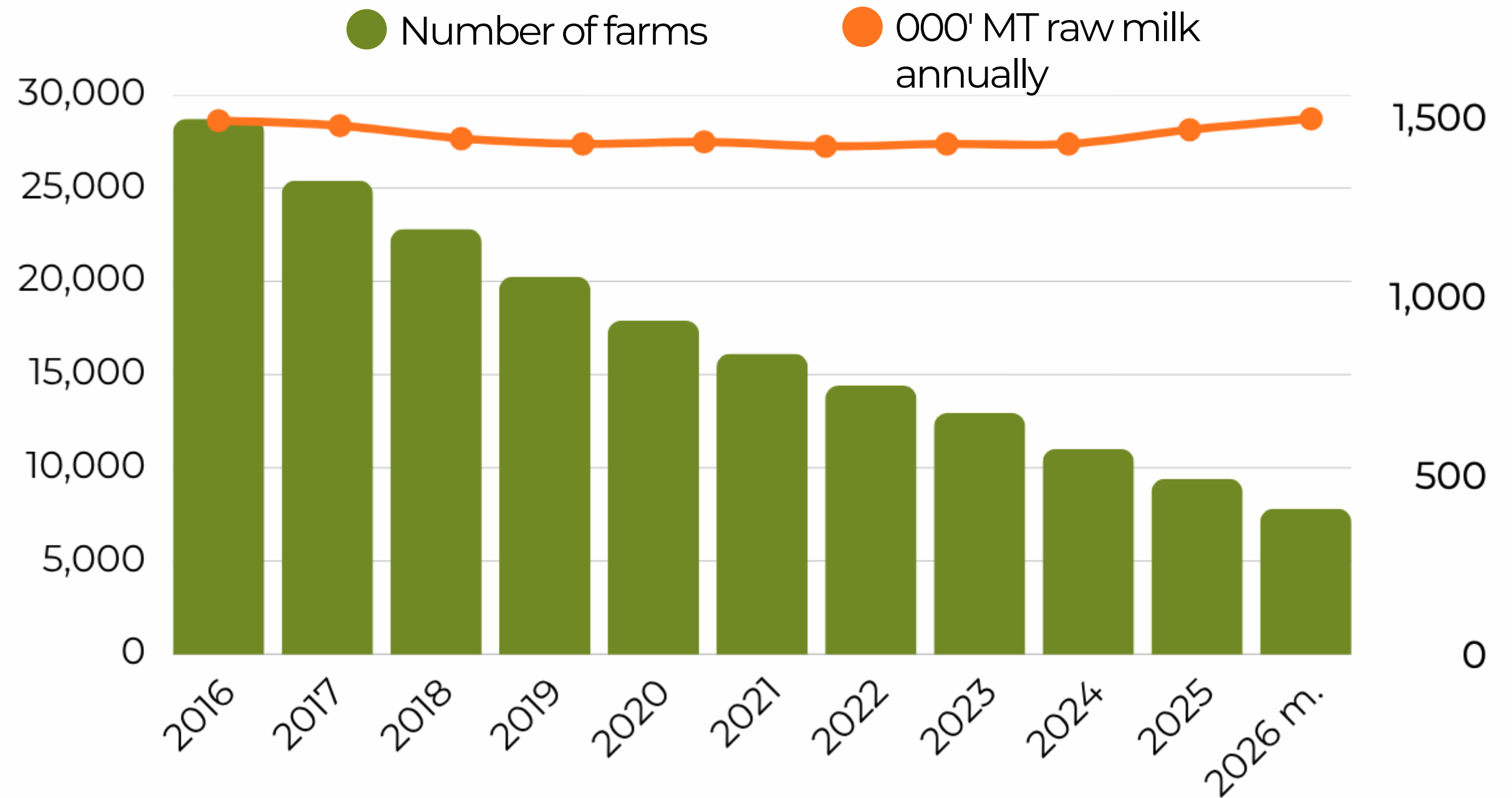


# LT Farm structure

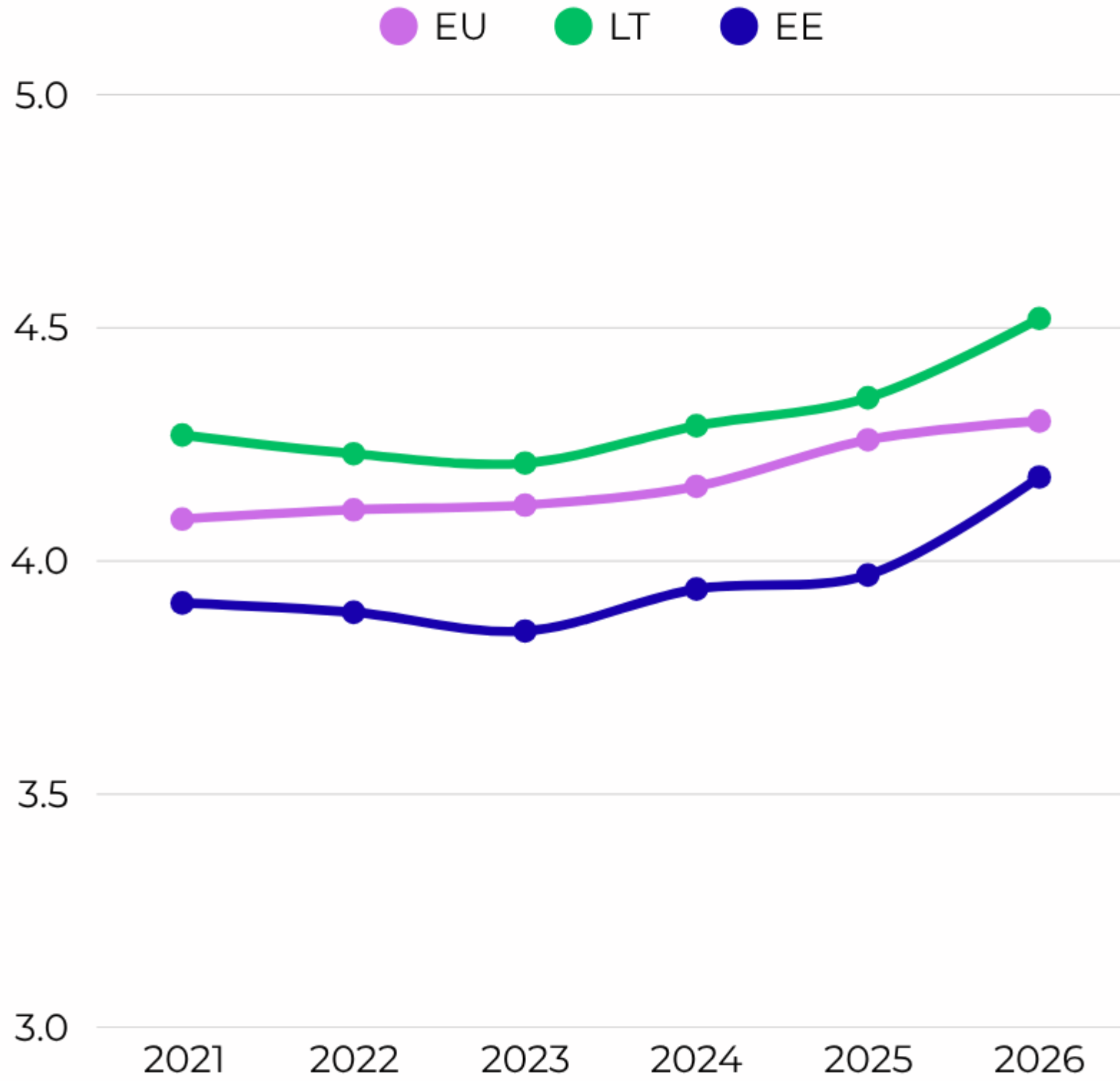
- Large farms drive growth
- Rapid consolidation
- Milk supply concentrating

## BASE MILK:

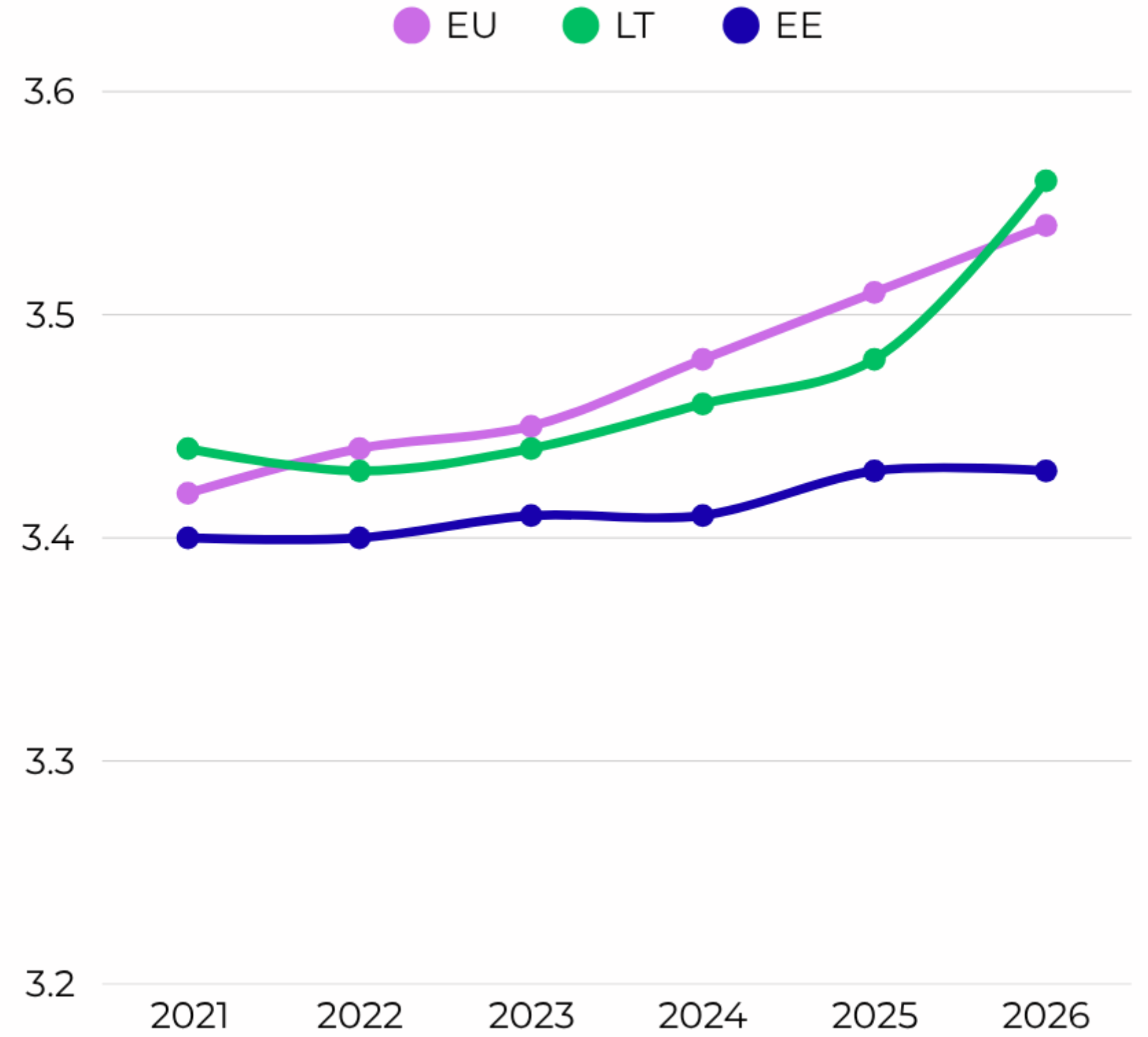
- Water - 87.0%
- **Fat - 3.4%**
- **Protein - 3.0%**
- Lactose - 4.8%



### FAT %



### Protein %



# Processing landscape

- 4 major processors dominate
- Strong export orientation
- Competing globally

The Lithuanian “big 4” dairy processors together generate 1.25B annual revenue

And processes around 4 500 MT of raw milk a day

When milk producers in Lithuania produce 3 800 MT raw milk a day, driving milk imports



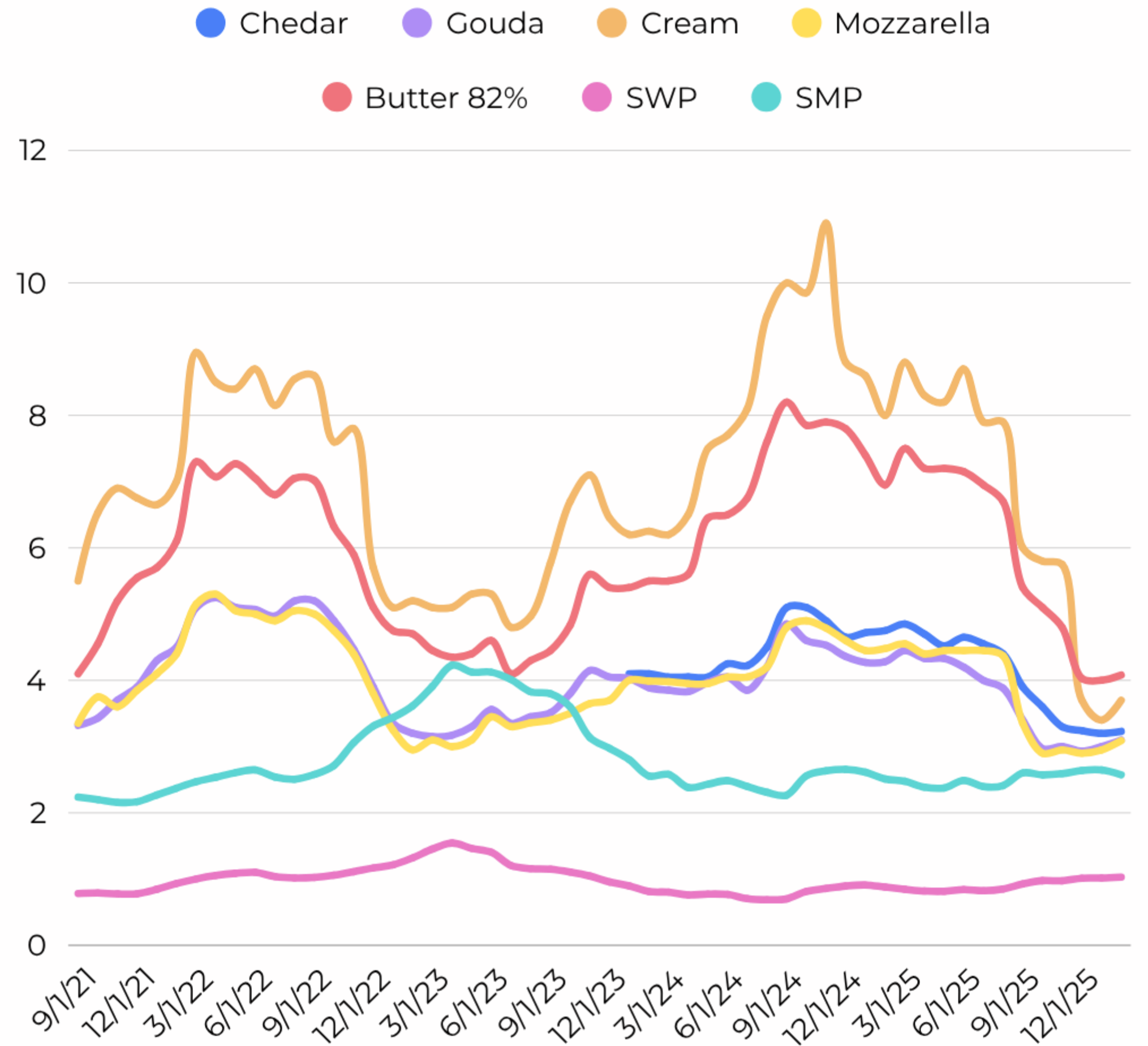
# Added value produce

- **Whey processing (WPC80/WPI, Lactoferrin)**
- **Hard cheese**
- **Branded lines**
- **Focus on technologically advanced products**
- **Staying flexible with hard cheese**
- **High margins with brands**



# Pressures

- Price volatility
- Labour
- Energy
- Export dependency
  
- → All forces push consolidation



# What will define the winners

- Milk production efficiency:

Bigger and more automated farms

Stronger focus on high solids (Fat % and Protein %)

- Reliable processors with balanced portfolios:

Diversified manufacturers

Logistics efficiency

# Thank you

Lithuanian & Baltic Dairy Sector Outlook

