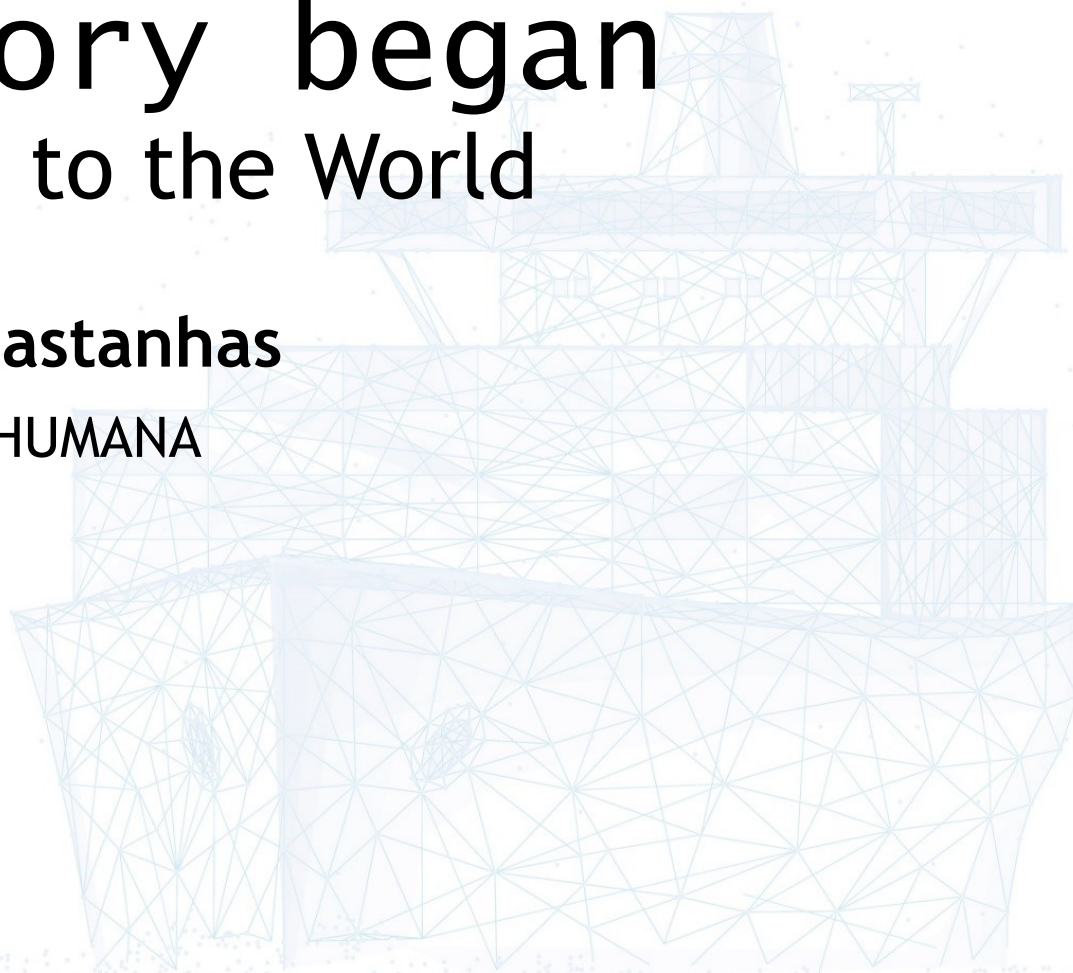


# How my story began

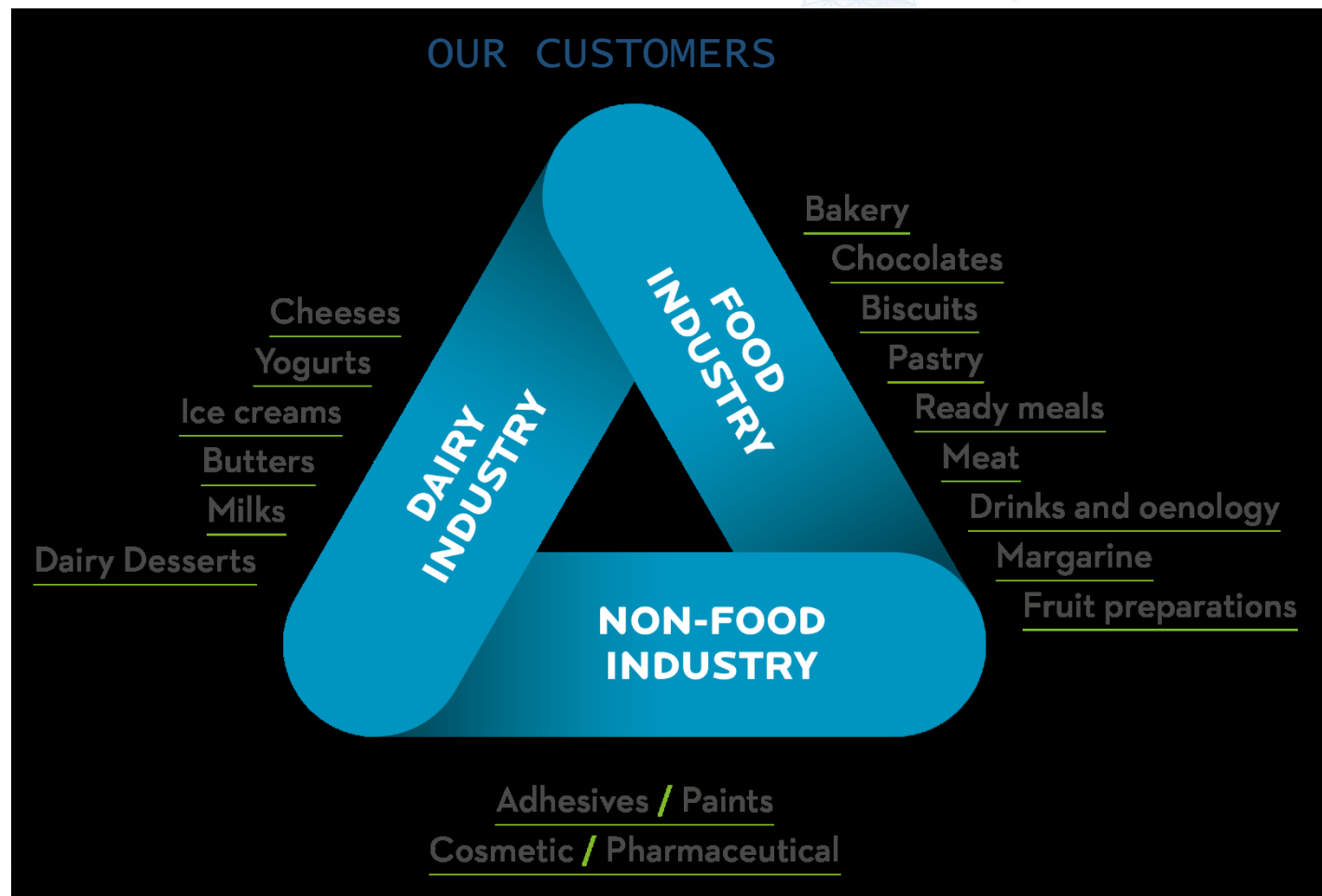
## From Portugal to the World

Rosinda Castanhas  
CEO of VHUMANA



## ABOUT VHUMANA

- One of the very few dairy trading businesses in Portugal
- Supplies a large variety of dairy products and related ingredients (powders and fats)
- Sourced from all over Europe
- Provides added value solutions to customers with a wide range of innovative ingredients corresponding to an evolutive and exigent market



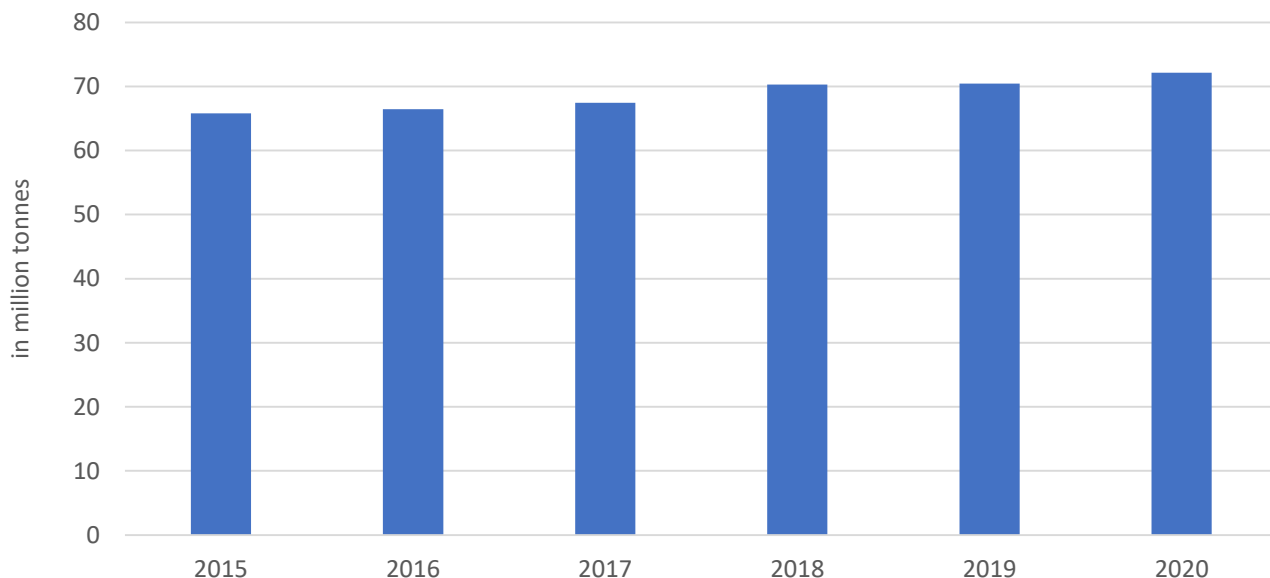
## ABOUT VHUMANA

- Established in 2006, in the region of Coimbra
- Located in one of the strategic logistics HUBs in Portugal
- Trades and distributes products to 25 countries around the world
- Proud member of Eucolait since 2008

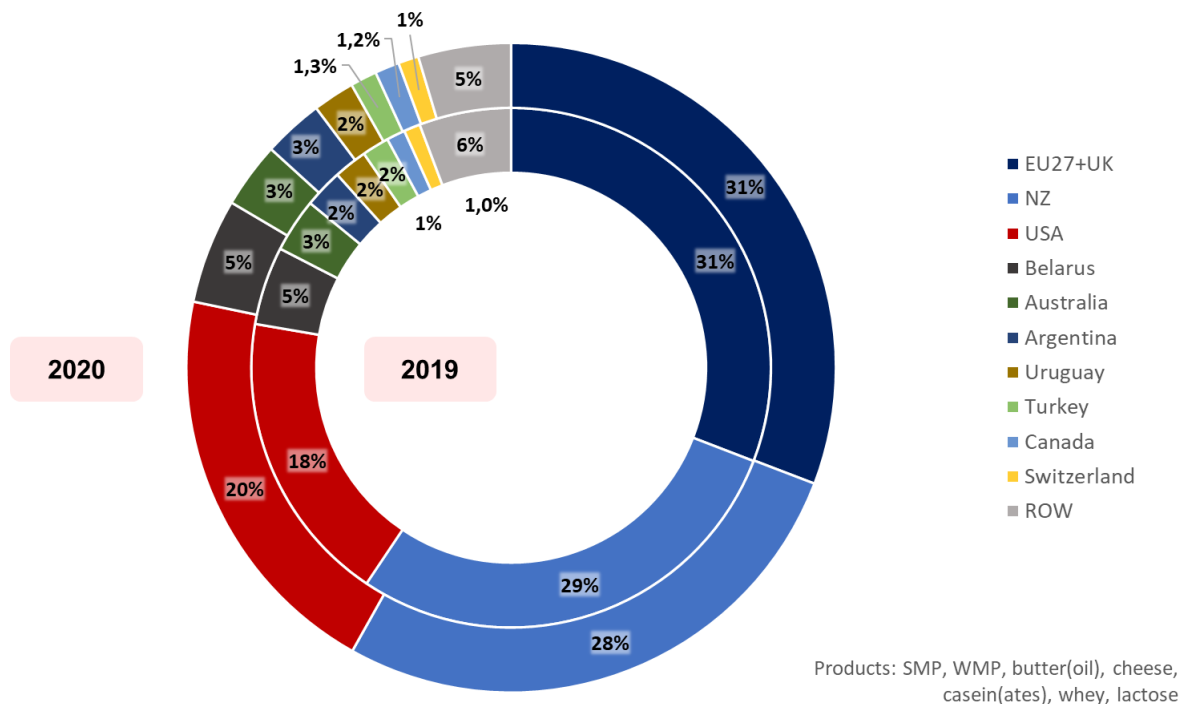


# Global demand for dairy is growing and EU is well placed to supply

Global dairy exports in milk equivalent  
(WMP, SMP, butter(oil), cheese, casein(ate)s, whey, lactose)



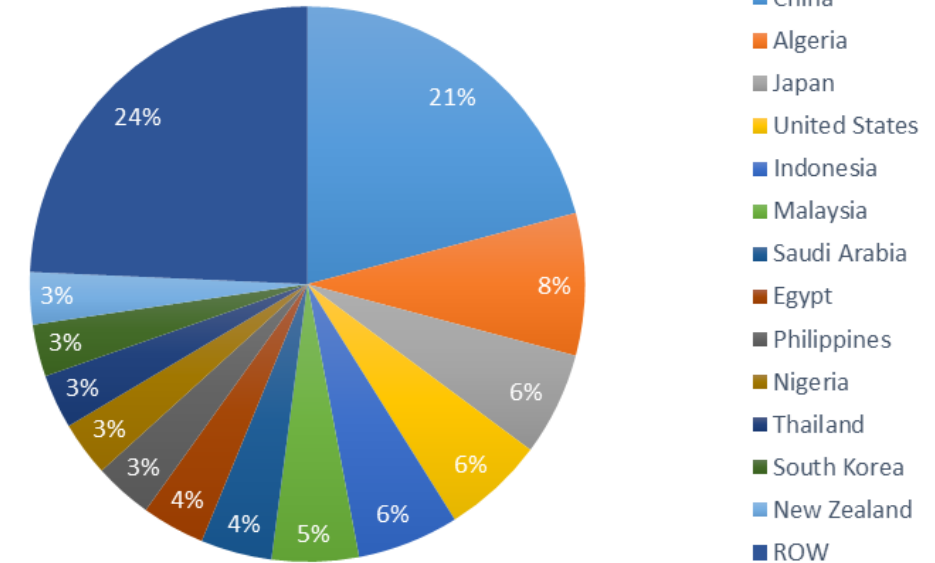
Export shares in % of total export volumes (in milk equivalent)



# Trade plays a crucial role in the European dairy supply chain

- Matching supply with demand
- Reducing market inefficiencies
- Providing tailor-made ingredients and integrated solutions to customers
- Market knowledge and expertise on customs, logistics & import rules
- Trade within the EU single market - about 1/3 of EU milk production crosses borders between Member States
- EU milk production exportations - 15 % of EU milk production is exported to all continents

**EU export destinations in 2020**  
(in milk equivalent)



Products: cheese, butter(oil),  
SMP, WMP, whey, lactose,  
casein(ates)

# what EU dairy exporters expect from trade policy

- Transparent, predictable rules
- A functional multilateral trading system (WTO)
- Improved market access conditions, through new FTAs and swift finalization of pending agreements (Mexico, Mercosur)
- Defending EU's interests and enforcing its rights under bilateral FTAs and in the WTO
- Recognition of the contribution of trade to sustainable development and of the efforts already undertaken by European companies
- A well-functioning internal market as a prerequisite for a successful trade policy



thank you for your  
attention!

Rosinda Castanhas  
CEO of VHUMANA

