

FOODS & FUNCTIONALS

INNOVATIONS / PARTNERSHIP / PROGRESS / 2018

TOGETHER
WE MAKE *life*
BETTER

Valio MiFU® 6-7

Award winning meat-free protein made naturally from milk

Innovation 12-13

Meet Valio's principal scientist Päivi Myllärinen – Valio's mother of invention





FOODS & FUNCTIONALS



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MEAT-FREE PROTEIN

from protein naturally
found in milk



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VALIO FOOD SOLUTION HELPING CUSTOMERS TO SUCCEED

Meet Timo Pajari, Valio's new
SVP, Food Solution Sales

WELCOME TO THE NEW EDITION OF FOODS & FUNCTIONALS

In preparation for this edition of Foods & Functionals I had the chance to hear diverse insights from a range of Valio experts that truly underline the relevance and value of our core mission. Taken together, these conversations made clear to me that a big part of the Valio success story is how passionately our professionals work to drive our customers' success. I came to better understand how Valio's close relationships with our customers around the world are the true key to our mission – working together to make life better.



Whether the specific topic is sustainability, healthier lifestyles, the latest lifestyle trends, or how smart data can support world class marketing – it's clear that the dedicated cooperation of Valio professionals with our valued partners is the path to a healthy and prosperous shared future. In fact, it's why our customers and end consumers are at the very center of everything we do.

So next time you find yourself in Paris eating a tasty croissant at a stylish café on the Champs-Élysées, I invite you to take a moment to recall that your croissant quite possibly contains superior butter made of milk from a Valio family farm. Enjoy the moment while reflecting on all the skilled professionals who cooperated so well to make this moment – and many others – better.

TUULA HIETANEN, MARKETING MANAGER, VALIO LTD

Valio Ltd is the biggest dairy business and a brand leader in Finland by net turnover of € 1.7 billion, and a major player in the international dairy ingredients market. Valio is owned by dairy cooperatives. www.valio.com



sisu

to have guts ['si.su]

"In the lab I notice that it often takes one hundred attempts for my team to find the right solution. Having the endurance to keep going until that hundredth try – that's true "Sisu".

VALIDO PRINCIPAL SCIENTIST PÄIVI MYLLÄRINEN,
AND THIS YEAR'S WINNER OF FINLAND'S
INNOVATION AWARD FOR WOMEN.

We were recently
recognised as
Finland's most
sustainable
company
for the

5th

consecutive year



AT VALIO...

Sustainability in everything we do.

More sustainable ways of producing the food people need to make life better is an increasingly important concern, and this of course includes milk production. At Valio, we're proud of the fact that we were recently recognised as Finland's most sustainable company for the 5th consecutive year – thanks to our comprehensive commitment to key areas of sustainability.

From supporting our owner entrepreneurs, a circular economy and transparent procurement, to promoting animal welfare and consumer wellbeing – our goal never changes. We want to ensure that our customers are getting the highest quality, sustainably produced dairy products and ingredients in the world.

A PENNY FOR... MAKING LIFE BETTER

One Valio sustainability initiative is about literally putting our money where our milk is. Starting this year Valio is paying one cent extra per liter of milk to our farmers who commit to more sustainable dairy production. In fact, these extra cents are part of the most extensive renewal of quality and production practices in Valio's history and is aimed at promoting a better quality of life for the animals who produce our milk. We know that these guidelines ensuring animal welfare are one of the most important ways Valio can support a sustainable future and help make life better – together.



VALIO'S COMMITMENT TO SUSTAINABLE PRACTICES GOES WELL BEYOND SUPPORTING ETHICAL MILK PRODUCTION

Our five sustainability targets include:

1

A CO-OPERATIVE OWNED BY FARMERS

Throughout the 21st Century Valio has paid its owner co-ops better than average EU prices – and over 40% of its net sales goes to its owner entrepreneurs.

2

ANIMAL WELFARE

By May 2018 over 90% of the milk produced in Finland was eligible for a one euro-cent responsibility bonus for following new quality and production method guidelines, and by 2020 all Valio dairy farms will be in compliance.

3

SUSTAINABLE MILK PRODUCTION AND A CIRCULAR ECONOMY

We are the first in the world to use 100% renewable, plant-based materials in gable-top cartons, and all fodder for Valio's cows and young cattle will be soy-free by the end of February 2019.

4

TRANSPARENT PROCUREMENT

Valio milk is free of trace pharmaceuticals and among the purest in the EU in terms of somatic cell and bacterial counts. 96.9% of Valio's milk in 2017 was of the highest (E class) quality.

5

INNOVATIONS TO PROMOTE HEALTH AND WELLBEING

By 2017, Valio had 136 unflavoured, sugar-free, or reduced sugar products, and by 2020 we aim to raise this to 168 products. In 2017 we sold 3.7 million kilos of low-salt products and by 2020 our target is 7 million kilos.

Valio MiFU®
meat-free strips
were voted "Best in
new brand or
business category".

World
DAIRY
Innovation
Awards
2018

Valio
MiFU
MEAT FREE

FLEXITARIANS – THE NEW NORMAL

While vegetarian and vegan lifestyles have been trending for quite a while, there's an even more significant change in how people are redefining their eating choices.

'Flexitarian' is the fun and useful word to describe anyone choosing to take more care about the kinds of food they eat – and in what quantities, with an emphasis on eating less meat and getting more protein from alternative sources. In fact, many if not most of us are now becoming flexitarians, simply by being more flexible in our diets, with the goal of living healthier lives – and enjoying good food even more.

NOT ALL PROTEINS ARE CREATED EQUAL

When choosing to go 'meat free' – whether full time or even just for certain meals through the week – consumers face a wide range of options. Yet a quick survey reveals that not all meatless options offer the same value with regard to taste, protein quality, ease

of use and healthiness. What's a surprise to many is that milk-based protein solutions such as Valio MiFU® products, rank at the very top in all these categories – delivering superior value to alternatives made from soy, eggs, peas, wheat, and even beef or chicken.

VALIO MIFU® – A MILK-BASED CULINARY MASTERPIECE

Packed with nutrients, milk-based Valio MiFU® isn't just good for you, it's a great-tasting, natural part of a modern lifestyle. It fries easily to develop a golden, crispy coating in just minutes, and combines easily to complement a wide range of popular cuisines, from

trendy stir-fry meals to good old down-home cooking. Currently available in Finland and in Sweden, MiFU's rapidly growing popularity and product range are sure to be a hit wherever flexitarian food-lovers are found.



MEAT-FREE PROTEIN FROM PROTEIN NATURALLY FOUND IN MILK

**Convenient
main ingredient
of a meal for
home cooking**

**High quality
with great
nutritional
values**



**Tasty,
satisfying,
healthy and
natural**

**Easily fried
to develop
a golden crispy
coating in
minutes**

Valio's impressive
– and continuing –
success in various
markets around
the world.



ROADMAP FOR NEW MARKET SUCCESS

Introducing innovative products to a new market requires the right messages at the right times. And this in turn requires both accurate knowledge of the market and effective ways to open a product's benefits to potential consumers.

Of course, every product and every market is unique, but Valio's world-class abilities are shown both in impressive gains in various markets year by year, and also by the world-wide marketing recognition they receive. Recent examples of this recognition include the viral Valio milk video starring rock legend **Lemmy** – with tens of millions of online views. Shot just weeks before Lemmy's passing, the video was widely celebrated as a fitting tribute to the artist's life and work. Also worth noting is Valio's Gefilus campaign "The Lick-hiker's guide to inner strength", which won a Bronze Lion at Cannes.

Likewise, Valio's strategic brand building in the Chinese market had major successes by emphasizing superior

quality and Finland as a country respected for its high-quality products. A Christmas campaign that included a real Santa coming from Finland to spread holiday cheer engaged over 12M people in social media.



VALIO LACTOSE FREE SUCCESS STORY IN SWEDEN



According to Senior Vice President for Brands, **Hanna Hiekkamies**, the key to Valio's repeated successes in bringing products to new markets is a step-by-step strategy: "Valio's advanced skills in introducing new products include not just R&D, but also expert branding, concepting and communication. Most often, each of these efforts are done in close co-operation with our partners in the new market." Hiekkamies continues, "Just to point out one example, bringing lactose free products to

Sweden was a carefully choreographed series of evolving messages, from market entry, to growth and maturation. And over this same period the expansion and advancement of our product range was introduced gradually, in stages."

"Our marketing is based on strategic road-map thinking."

As Hiekkamies succinctly notes, "Our marketing is based on strategic road-map thinking – long term, and one step at a time. Similarly, the tech advances that produce our next generation products are seamlessly entwined with the evolution of our message."

JUST THE FACTS PLEASE

During the first several years – the educational stage – the message to Swedish consumers focused on the medical and health benefits of lactose free milk, and that there is no sacrifice to taste. Additionally, the positively framed message that some people have a "milk stomach" which lactose free dairy could help with, was successfully introduced.

EDUCATION

- 2003: Medical & rational message: *Milk stomach*
- 2007: *As good without lactose* > For lactose intolerants & people with sensitive stomachs



MAKING IT PERSONAL

During the second stage the message shifted from simple education to more lively engagement. Basic facts about the benefits of lactose free were presented with more emotion, the product range was expanded and Valio's overall leadership in lactose free technology was made a "star" as well.

ENGAGEMENT

- 2009: Message: *100 % lactose free*
- 2012: Message: *Double Good!*



LIVING THE (HEALTHY) GOOD LIFE!

As the Swedish lactose free sector matured and continued its growth in product range and popularity, Valio's message became even more emotive and driven by quality-of-lifestyle campaigns; the key theme changed to personal empowerment. Swedish celebrities were enlisted to help personalize how mainstream and natural the lactose free option had become. At the same time the underlying science of lactose free was now closely linked with the Valio sub-brand "Eila" (Experts in lactose free) in the minds of Swedish consumers.

EMPOWERMENT

- 2015: Message: *Feel good*
- 2016: For intolerance & for health & wellbeing
- 2018: Message: *Tasty for anyone who wants to feel good!*



Valio PROfeel® is
food at its simplest:
convenient, tasty
– and offering real
goodness from natural
sources with excellent
nutritional values.



ON THE MOVE!

More and more consumers today have a preference for foods that offer less sugar, and more ingredients like high-quality protein – plus the health benefits they have. At the same time, flavour, variety and convenience also rank high with them.

Valio's expanding line of lactose free PROfeel® protein products are finding lots of new fans these days. Starting from a niche market of workout enthusiasts, Valio PROfeel® products are increasingly embraced by consumers who simply want the health benefits of high protein foods – without sacrificing on taste.

In fact, 80% of these consumers think of protein as being an important part of their diet – and they also know that not all protein sources are created equal. Milk protein is widely seen the most well-known and attractive protein source. Because of its well-known high quality, over a third of this group is interested in enjoying milk protein as part of their normal diet, most often for breakfast and lunch.

LEADING THE PROTEIN BOOM

In fact, Valio PROfeel® protein products started the protein boom in Finland, and now represent one of the most successful and significant protein brands nationally, with over 70% brand awareness. Consumers

increasingly recognize the product range as offering versatile and delicious sources of high-quality milk protein, which contributes to the growth and maintenance of muscle mass. And consumers love the range of choices as well, whether enjoying it in a spoonable snack, drink, shake, yogurt or protein powder.

Sometimes, it's not hard to understand why something has become popular so rapidly. Valio PROfeel® is food at its simplest; convenient, tasty – and offering real goodness from natural sources with excellent nutritional values.

A graphic featuring several blueberries scattered around a central black circle. The circle contains white text listing the benefits of protein. The background is a light blue splash of liquid.

THE BENEFITS OF PROTEIN

- Filling
- Gives energy
- Healthy snacking
- Helps to control or lose weight
- Helps to build and maintain muscle mass as part of a varied and balanced diet and a healthy lifestyle

äly

Intelligence,
acumen, brains
[‘æ.ly]

“For me, a great example of Äly is when a company invests wisely in the long game regarding advanced data management.”

VALIO CHIEF DATA SCIENTIST, MARKUS VIRTANEN

Päivi Myllärinen
received Finland's
innovation award
for women for her
pioneering research
and development of
dairy technology.



VALIO'S MOTHER OF INVENTION

Meet Valio's principal scientist **Päivi Myllärinen** – this year's winner of Finland's innovation award for women.

As a little girl, Päivi Myllärinen remembers watching her grandmother at work in the kitchen making bread from rye flour and water.

"I was amazed how, just by combining simple ingredients, something completely new could be created – almost as if by magic."

Today, as Valio's principal scientist and this year's winner of Finland's national innovation award for

women, it's clear Dr. Myllärinen has not lost her sense of wonder – particularly when it comes to food chemistry. "The ways different combinations of raw materials react when combined with various production methods can still astound me. While it's true it often takes one hundred attempts in the lab to find the right solution – when we find it I can still sometimes feel just like that little girl in grandma's kitchen".

FROM LAB TO...LUNCH!

Myllärinen's prestigious award recognizes her 20 years in grain technology and (for the last 13 years) in dairy technology. Yet she's quick to underline that the challenge doesn't end with success in the lab. "Once we've succeeded in the laboratory, our job isn't done. Replicating – and massively scaling – our results in the factory is just as crucial, and it's immensely rewarding for my team to see our work go from test tube to a ready-for-market package with the Valio label on it", she comments.

At Valio, Myllärinen's research efforts are behind 17 dairy industry related patents or patent applications – and a range of great products, including Valio PROfeel® protein products, Valio MiFU® milk protein products, and oat-based Valio Oddlygood® snacks and drinks. In fact, Valio has generated over 100 million euros of new net sales based on Myllärinen's innovations.

A PROUD TRADITION OF ENHANCING LIFE

Quick to laugh, especially when sharing her passion for invention, Myllärinen's equally quick to point out that her own success at Valio is part of a century-long company reputation as the most innovative dairy company in the world. She notes, "We have been known for our unique product development expertise, beginning with the research work conducted by Nobel Laureate **A.I. Virtanen**, who headed Valio's laboratories for close to 50 years."



With just a hint of a smile, Dr. Myllärinen points out, "while one of Virtanen's famous breakthroughs was improving cow's lives by developing better feed throughout the year, now we need to make sure that people's food is even better too!"

**THE most
innovative
DAIRY
IN THE WORLD – FROM
FINLAND**

Valio's principal scientist and Doctor of Food Sciences, Päivi Myllärinen, has received a significant innovation award for women from the Finnish Parliament.

Myllärinen received the award for her pioneering research and development of dairy technology.

The Parliament's innovation award is to highlight the importance of innovations and the significant role women have in the economic growth generated by innovations in the fields of technology and the economy.



Value!
Value!
Value!

"This is what our international B2B customers respect about Valio."



COMING HOME TO VALIO

Meet **Timo Pajari**, Valio's new SVP, Food Solution Sales.



As the new leader for Food Solution Sales, Timo Pajari is responsible for Valio's offering of high quality, fully traceable Finnish ingredients and solutions for the global food industry. And that's no small job. Products range from powders to butter and cheese, with powders being the biggest product group for Pajari's globe-trotting team. In fact, Valio is one of Finland's largest food exporters, and currently exports to around 60 countries worldwide.

Pajari, who joined Valio in May 2018, is clearly proud to have come home to a company that represents the very best in Finnish values, quality and heritage – and he's also not shy about his relentless focus on both knowing and meeting his customers' needs.

RIGHT TO THE POINT

With classic Finnish directness, Pajari also knows how to get to the point: "We don't try to be all things to all customers. At Valio, we know our personal

strengths – so we focus consistently on specific segments and pay close attention to where our offering best supports each of our customers' needs. Really understanding how our products can support their success defines how we approach all of our customer relationships."

Pajari points out that each of Valio's product focus areas closely align with the company's core values, reputation and advanced expertise, noting that, "for example, baby food fits well with Valio's well-earned image as a company known for its consistent high quality and trustworthiness."

Other focus areas include special nutrition, dairy, bakery, confectionary and lactose free, and Pajari enthusiastically underlines how in each of these, his customers appreciate the quality they're based on: "Value! Value! Value! This is what our international B2B customers respect about Valio."



FOOD SOLUTION SALES TEAM AT YOUR SERVICE

JOB #1: HELPING OUR CUSTOMERS SUCCEED

Of course, every customer is different. Pajari explains that “existing customers value our level of service, while our new customers tend to be focused how we can lift their businesses. But in every case, our first job is to truly understand how to help their specific business, and to do this we first have to understand market needs and significant trends.”

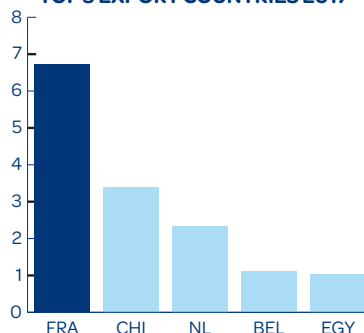
Asked how his own style is fitting with his new employer, Pajari’s response is predictably straightforward: “Personally, the joy I get from my job is in working closely and directly with our customers. I also like a very structured approach – in my case this means bringing a clear process to engaging our various markets. Valio places great emphasis on being ever more customer-centric, and this suits my own style perfectly.

“Our standards are high, in part because our customers demand it.”

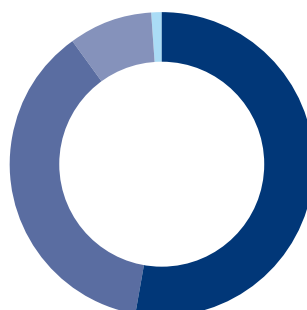
EXPORTING TO AROUND 60 COUNTRIES

Ingredients exported from Finland
approx. 256 MEUR

TOP 5 EXPORT COUNTRIES 2017



FOOD SOLUTION SALES 2017



■ Powders 53 %
 ■ Butter and spreads 37 %
 ■ Yellow cheeses 9 %
 ■ Other 1 %



Better
consumer
insight
through
smart
data.

TRENDS & INSIGHTS

Trend tracking is key to knowing your customers.

The world today is changing at an ever-increasing pace. New ideas and technologies – and also new lifestyle preferences – emerge every day in ways that both drive and support new global trends. And the world of food is no exception. Consumers are demanding – and adopting – innovative food products that speak to their changing attitudes across a range of issues, from health and wellness, to convenience, style and ethical concerns.

As an innovation leader in the global food sector for more than a century, Valio understands the crucial

importance of closely mapping emerging trends and developing products that both meet and drive these trends. While capturing and interpreting the data behind this cacophony of new and future trends is a cutting-edge science, the key question to be answered is simple: What do consumers want?

SMART DATA DRIVES CONSUMER INSIGHTS

Valio's Consumer Insight Manager **Kevin Deegan** explains, "What we've been actively and systematically

doing a lot more is have data drive our decision-making process. The aim is to consolidate all the data we have and try to figure out why certain consumer phenomena are happening, how we can effectively respond to it and, most importantly, how can we predict the future needs of our customers.”

Deegan continues, “Simply put, we ask what changes in consumers’ lives could we have an impact on. We closely study these changes and have identified six major – often very interrelated – megatrends in food.”

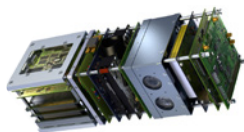
These megatrends can be quite slow-moving, refer to specific desires in products or even reflect cultural and societal shifts. What is important is that Valio has an important role to play in each of them, be it clear and transparent communication of our target-orientated sustainability programme or how we can best serve our customers who are actively trying to improve their health and wellness.

It’s true that even advanced analytical skills will never make the world fully predictable. What’s clear is that using data to accurately interpret market trends is the key to the future.



Source: Consumer food trends report 2018, Valio Smart Data.

Virtanen was one of four engineers picked to design the hyperspectral image compression module for Finland's first-ever space satellite, Aalto-1.



MEET VALIO'S CHIEF NERD!



If you're curious about what the emerging era of smart data has to do with the food industry, a great place to learn more is by talking with Valio's chief data scientist, **Markus Virtanen**.

He is not only an expert number-cruncher and valued public speaker on the latest trends in smart data – his 'nerd credentials' extend far beyond his thought leadership in modern global food sector analytics.

Before joining Valio to lead its data science activities, Virtanen was one of four engineers picked to design the hyperspectral image compression module for Finland's first-ever space satellite, Aalto-1.

Perhaps even wilder, in his slightly younger days he co-starred in *Love & Engineering*, a comedy film about – you guessed it – nerds who use advanced analytics to maximize their chances of finding a girl-friend. And of course, no true nerd's CV is complete without them playing drums in a head-banger band, which Markus still proudly does to this day.

SMART DATA IS SMART BUSINESS

On the more serious side, Virtanen's main task as chief data scientist is to help guide Valio into a future

that is ever-more defined by big data – and the companies who best know how to use data efficiently and effectively, especially in uncertain scenarios. So, what does Markus actually do at Valio? In part, he has helped ensure that Valio is a pioneer among companies in the food sector by leading an overhaul of the ways Valio handles its own data to make it more efficient – and thus more valuable – both now and in the future.

As part of this internal 'revolution' he and his team have developed Valio's Optimus system that both securely archives all Valio data and ensures that it is truly accessible. He is also committed to making Valio's company culture truly 'digitally literate' by presenting popular ten-hour training workshops for interested colleagues across many departments. As he puts it: "Companies in the food sector need to invest in the long game when it comes to smart data management. A company that is not in control of its data is simply not going to do well in the emerging era of big data."



maku

Taste, flavour ['ma.ku]

"For me, Spaghetti Mifunese – a fresh MiFU twist on the classic Bolognese dish – is the tastiest example of Maku in my kitchen!"

VALIO BUSINESS MANAGER, PIA JÄRVINEN

In 2018 Valio butter took home gold medals at both the World Championship Cheese Contest in Wisconsin, USA, and also at the world's biggest cheese show in Nantwich, England.



Best of Class 2018

GOING FOR GOLD

Every true foodie knows that a great meal always starts with the very best ingredients. And whether you're a leading French croissant maker or just cooking a special meal for two – this surely includes selecting the best butter on the market.



So it's definitely worth noting that in 2018 Valio butter took home gold medals at both the World Championship Cheese Contest in Wisconsin, USA, and also at the world's biggest cheese show in Nantwich, England.

THE FRENCH KNOW GREAT BUTTER

Ask a proper French chef what their most important ingredient is and they're likely to tell you it's high quality butter – and Valio's industrial customers in Europe and Asia agree. Around the world Valio butter is used by top bakeries, the processed food industry, ice cream makers and dairies. Valio butter can be tasted in croissants baked by some of the leading bakeries in France, and in fact France is Valio's leading butter export market.

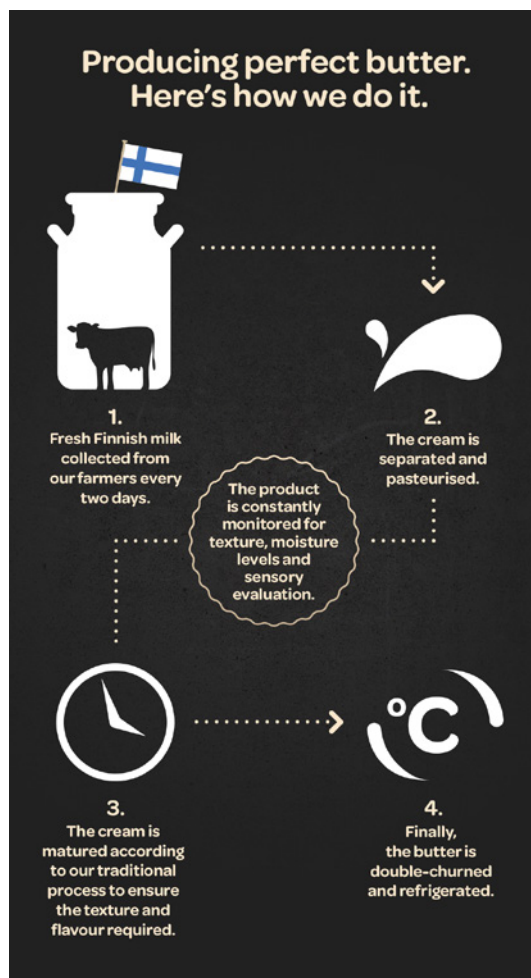
"Our product is the Rolls Royce of butter."

"Our French customers truly value the premium quality of our butter, and they often say that our product is the Rolls Royce of butter," Valio Senior Vice President **Annamari Lammi** proudly points out.

THE WINNING EDGE

The roots of our butter making skills go back more than 100 years when Valio was established in 1905 to promote the export of quality butter, with Great Britain as our first export market. Today, Valio butter is exported to nearly 30 countries.

Valio's high quality Finnish butter – including our lactose free variety – is clearly appreciated worldwide by baking industry professionals who appreciate its plasticity, consistency and superior taste. One of the most important criteria for our bakery customers is consistent quality: Our northern climate, pure environment and world class expertise combine to deliver the best butter in the world throughout the year.





Our products are

100%
taste,
0%
lactose

OUR LACTOSE FREE TEAM – YOUR FAST TRACK TO SUCCESS

The growing popularity of Valio lactose free products globally is one good example of how dedicated Valio is to meeting the needs of our customers, wherever you do business.

As **Paavo Salminen**, Valio's Senior Vice President for sales points out, "As Valio is today's European market leader in lactose free, it's clear that the key to our success is a combination of sustained investment in R&D and close cooperation with partners and customers around the world."

In fact, the global market for lactose free is expected to grow at more than 11% yearly through 2020, presenting significant opportunities in many markets.

Salminen continues, "Valio is currently working on lactose free projects on all continents and is actively looking to partner with leading market players both eager to innovate and aiming to solidify and grow their market share. Valio is also looking for

other ways to partner with these companies beyond the lactose free category, with a commitment that always starts from one basic question: What can we bring to our retail partners to help them grow their dairy category?"

GREAT BEGINNINGS – AND A BRIGHT FUTURE

In 2001 Valio launched the world's first totally lactose free milk made with our unique patented technology – and it was an immediate hit. Since then, we've grown lactose free dairy into a significant business internationally, with over 100 lactose free products now sold in Europe, Africa, the Americas and Asia – and we continue to develop the market, by creating new lactose free products every year across all dairy segments.

LACTOSE FREE – GREAT OPPORTUNITIES FOR GROWTH

Our wide selection allows you to create a competitive lactose free portfolio tailored to your market. Segments covered include: milk, cream, cooking, yoghurt and other dairy snacks, cheese, butter, spreads and milk powders.



100% TASTE, 0% LACTOSE

Of course, in addition to our focus on technological innovation and close cooperation with our partners, Paavo Salminen notes that a third key to our success is rather simple:

"We've preserved the original taste of dairy along with all the nutrients, so when we take the lactose out, we don't need to add anything extra."

As we like to say: Our products are 100% taste and 0% lactose. What this means is that people who cannot tolerate lactose can once again not merely consume milk products – but truly and fully enjoy them.

VALIO EILA® LACTOSE FREE FOR LICENSING

Valio has also made its award-winning lactose free milk production technology available to its partners.

The license agreement gives licensees access to Valio's patented technology and know-how as well as Valio's expertise in go-to-market knowledge and marketing communications experience.

"There has not been a single client who has not been very positively surprised at the taste quality of Valio Fast Track lactose free products, whether they're in Africa, Asia or Europe. And this is equally true whether they're tasting our shipped products, or their own lactose free offering made with our fast track technology", as Paavo Salminen proudly points out.

With the largest range of lactose free products in the world Valio empowers its partners to create a competitive lactose free portfolio made possible by Valio technology. Our Fast Track team was created specifically to work closely with partners worldwide to provide a winning solution that's tailored to their specific needs. While some of our customers simply order ready products, our team also has the expertise to guide and assist with every step of technology licensing to produce 100% tasty lactose free milk.



THE most
innovative
DAIRY
IN THE WORLD - FROM
FINLAND

Valio operates according to the following standards

FSSC certificate is valid at the following factories: Haapavesi, Joensuu, Jyväskylä, Lapinlahti, Seinäjoki, Suonenjoki, Turenki. BRC Food certificate is valid at the Vantaa factory.



Valio operates according to standard
SFS-EN ISO/IEC 17025 (see www.finas.fi)

ISO17025 certificate is valid in Helsinki T022,
Seinäjoki and Lapinlahti T169 testing laboratories.



Valio is a member of

