

# Tetra Pak Food for Development

A Catalyst for Sustainable Development

Sheraton Lagos October 29, 2008

Björn Wille



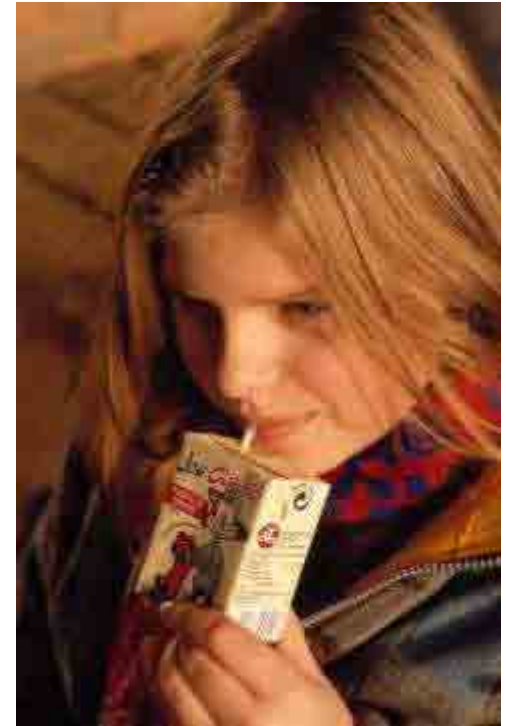
# The Tetra Pak Tradition

- ▶ Experience of school feeding in more than 50 countries
- ▶ 45 million school children (22 million in developing countries)
- ▶ Supports local entrepreneurs to start local food production
- ▶ Activities in more than 150 countries



# Tetra Pak Food for Development Office - Scope of Activities

- ▶ Initiate, Develop & Support School Feeding and Agriculture Development Projects
- ▶ Knowledge Sharing & Education
- ▶ School Feeding Product Development



# Food for Development – Support

## Agriculture & dairy development

- ▶ With DeLaval - improve quantity & quality of locally produced milk
- ▶ With UN, Development agencies and private partners – improve other crops
- ▶ Drive the value chain approach
- ▶ Assist local entrepreneurs with business plans, review funding options, market development tools

## School feeding & nutrition programmes

- ▶ Advice of programme implementation
- ▶ Advice on management team structure
- ▶ Manual for implementation of school feeding
- ▶ Recipes to fortify drinks based on milk, cassava, soy etc
- ▶ Evaluation of ongoing programmes



# Food for Development Office

A value chain approach to sustainable solutions



## Dairy Farms

- Support for training of farmers
- Equipment financing



## Dairy Plant

- Commercial financing of processing plants
- Management support and training



## Distributors

- Support for market development



## Consumers school feeding

- Support for feeding programmes
- Consumer information



# Food for Development Partnerships

Our partners

- Customers
- Governments
- UN and other multilateral agencies
- National Development Agencies
- NGOs
- Private agencies



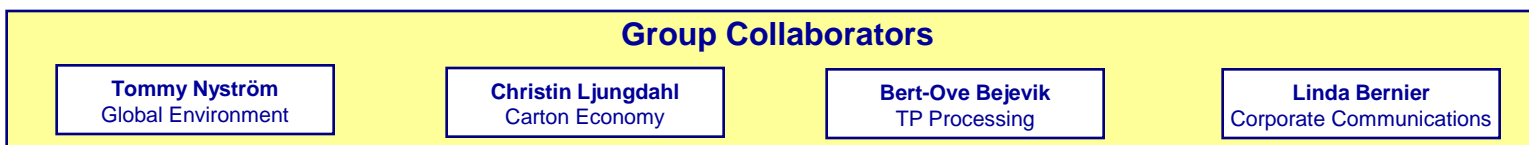
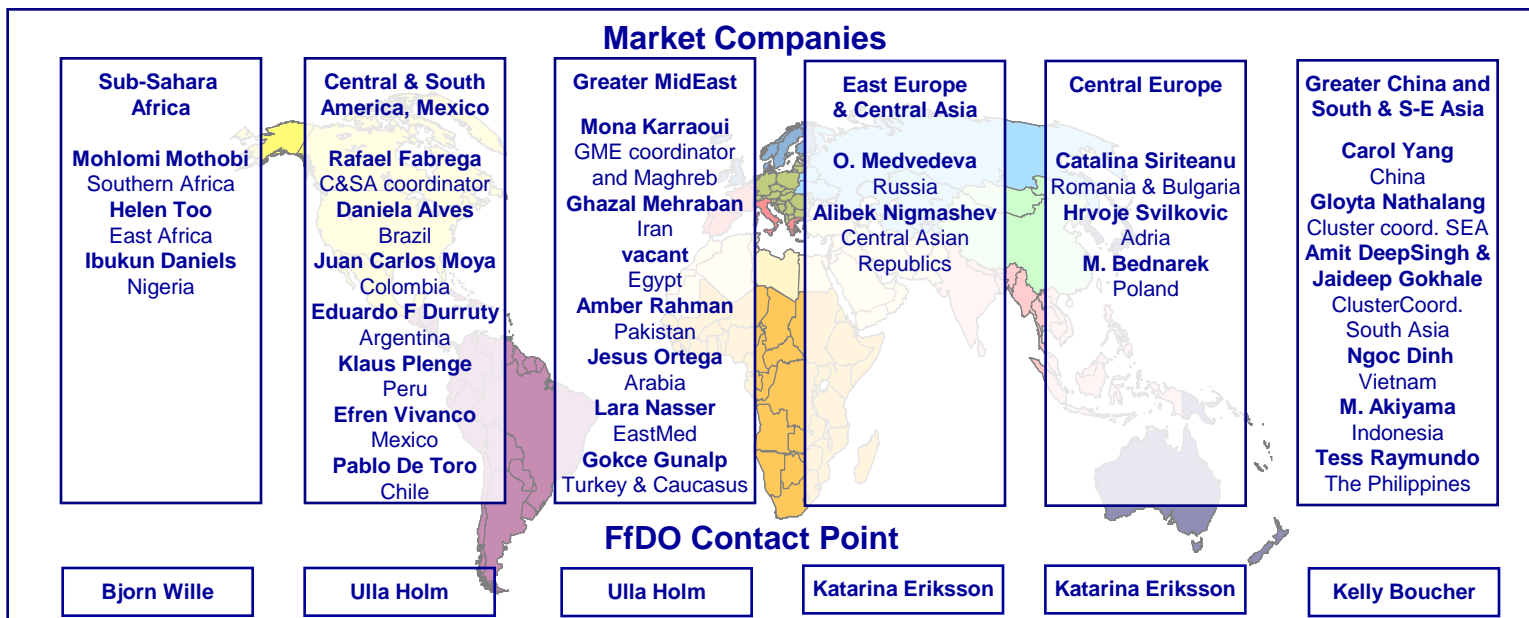
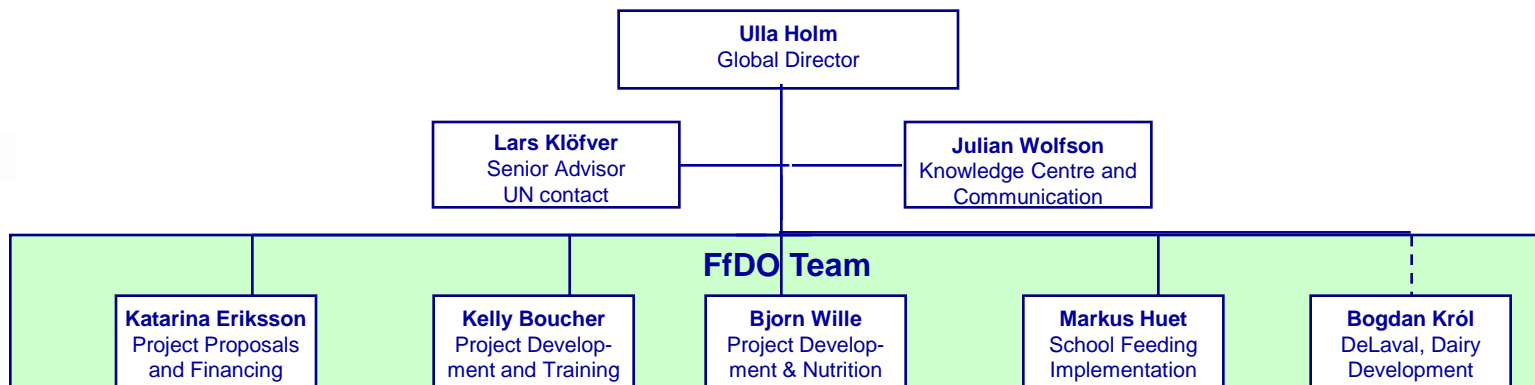
# Food for Development

## Partners

- ▶ UNDP – Growing Sustainable Business
- ▶ GAIN – Global Alliance for Improved Nutrition
- ▶ World Bank Institute / IFC
- ▶ WISHH – World Initiative Soy in Human Health
- ▶ FAO – International School Milk Conferences
- ▶ UNICEF – severely malnourished children, pregnant women
- ▶ IFAD – agriculture & dairy development
- ▶ Land O'Lakes, IOCC, Red Cross – USDA / USAID donations & assistance
- ▶ Swedfund International AB – Risk capital
- ▶ World Food Programme – Pilot in Yemen, LASFN, Egypt
- ▶ Global Child Nutrition Foundation – Policies & guidelines



# Food for Development Office





# Food for Development in Nigeria

Milk and  
Highly  
Fortified  
Drinks for  
Nutrition  
Programmes



President Obasanjo tastes Nutri Sip at programme launch in September 2005.



# Nigeria

## School Feeding Programme



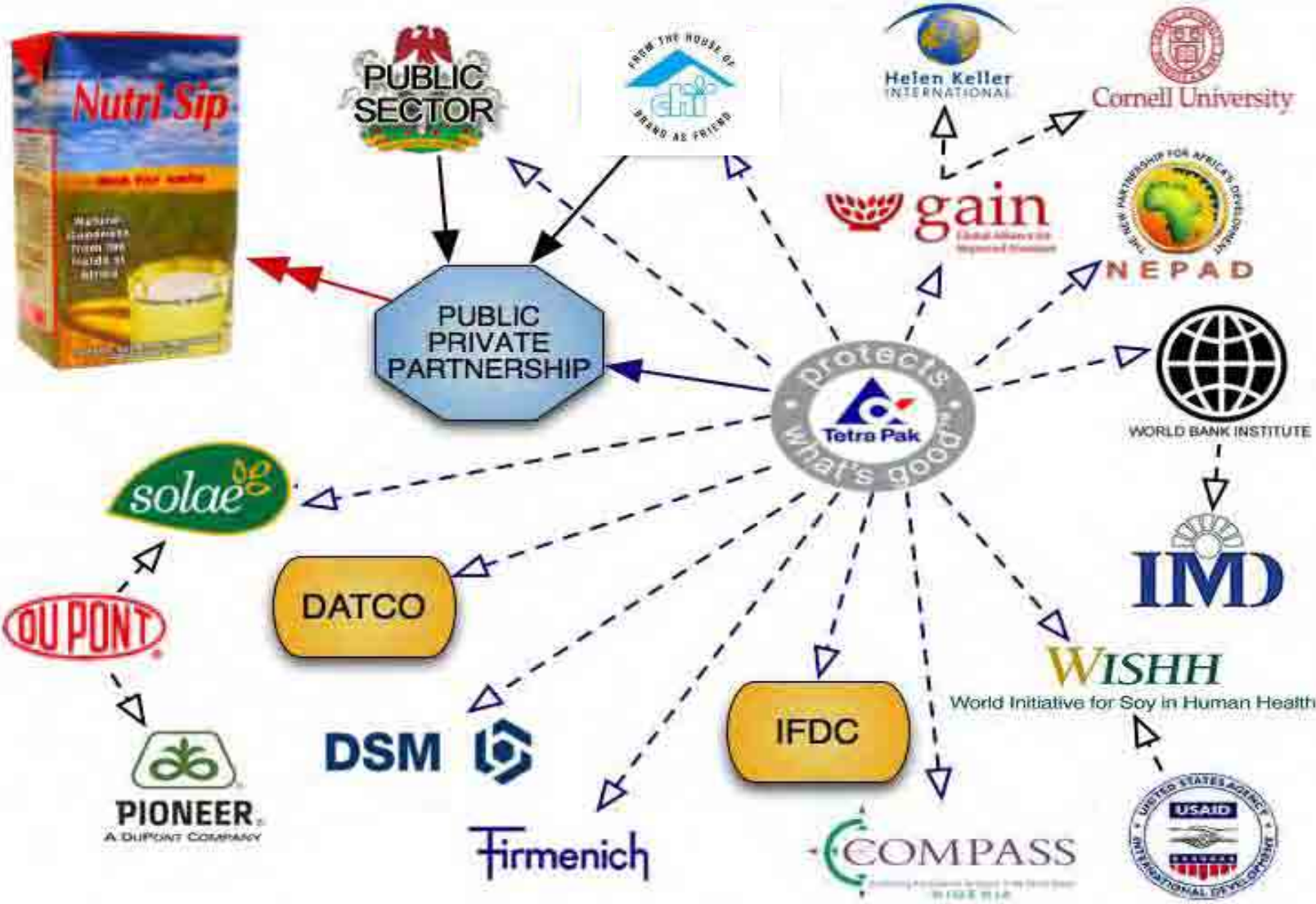
- ▶ Fortified cereal drink - Nutri Sip
- ▶ More than 200,000 children were reached in early 2007
- ▶ FfDO acted as technical advisors supporting implementation and project infrastructure
- ▶ Local production was to replace imports
- ▶ Cassava based production trials was conducted in November 2007
- ▶ Formulation was developed by The Solae Company
- ▶ DATCO & DuPont was working on improving the quality of the cassava & the value added before the UHT process



**Programme launched in Nasarawa State, September 2005**



# The Power of Partnerships



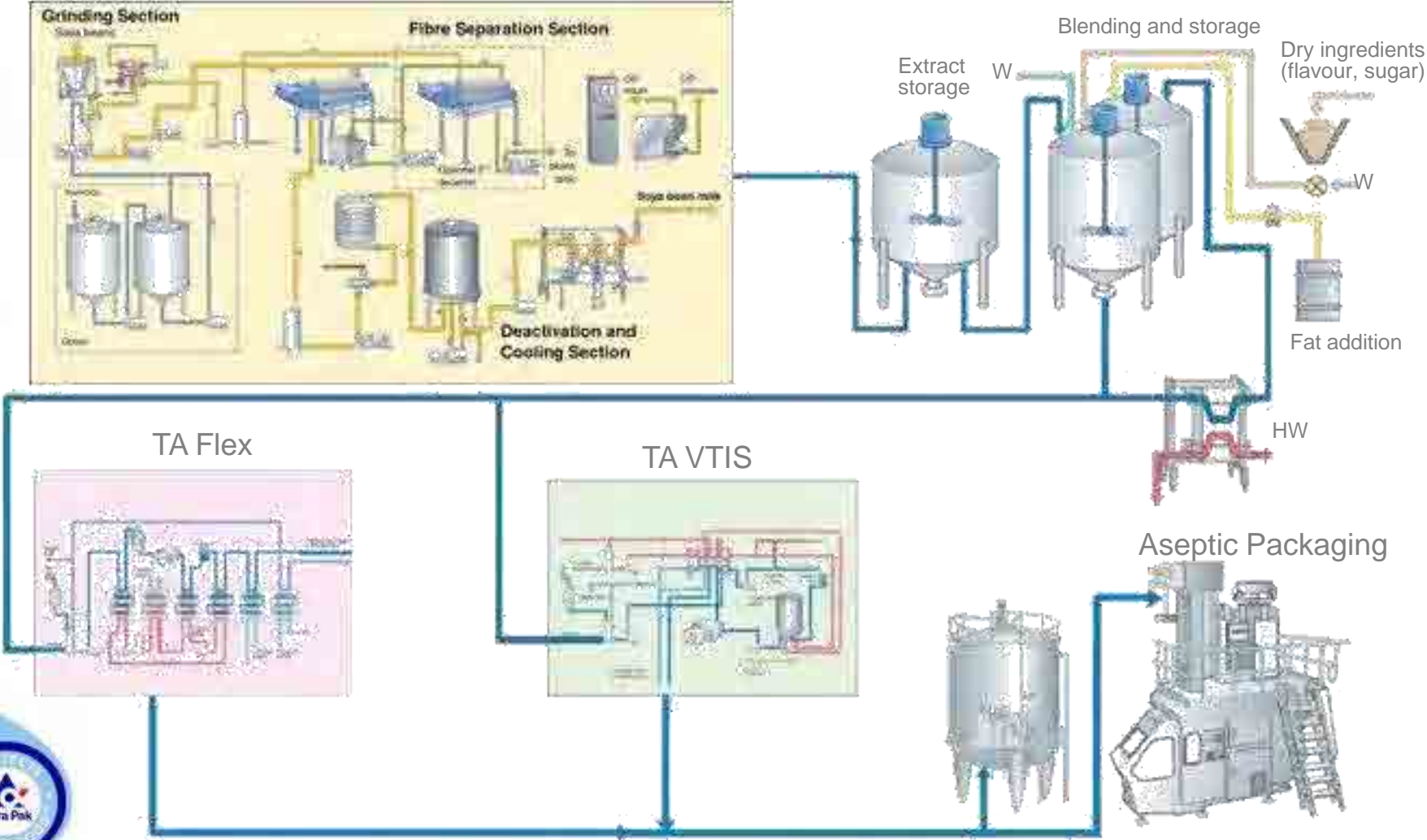
# Nigeria - the Cassava value chain

## Phase - 1



# An Integrated Solution from Tetra Pak Phase - 2

Tetra Alwin® Soy



# Cost Comparison of Soya Milk

3.3% protein, 3.3% fat, 120mg/100ml Ca

	Soya Milk (extraction)	Recombined cow's milk	Soya Milk (ISP)
	(USD)	(USD)	(USD)
Ingredients cost	19.04	72.03	58.82
Processing & Filling Cost	3.72	3.17	3.17
<b>Total product cost( USD \$)</b>	<b>0.22</b>	<b>0.752</b>	<b>0.62</b>
<b>Index</b>	<b>29</b>	<b>100</b>	<b>82</b>

- include depreciation, labour, utilities, shrink wrap, outer carton
- Assumption: Soya Bean USD 1097/ton, Milk powder USD 6500/ton, ISP USD 12200/ton



► The same plant can be use for wide range of soya milk productions. One system many products possibilities.

- Low beany soya milk for European, US, Africa
- Soya cow milk
- Soya drinking yoghurt
- Soya juice
- Traditional beany soya milk





# School Feeding Programmes – A good investment for a country!

- ▶ A Win-Win situation for governments!
- ▶ The catalyst for agricultural development
- ▶ Promotes private sector investments in dairy processing, creates jobs, tax payments
- ▶ Reduced imports
- ▶ Improved health → reduced costs
- ▶ General productivity improvement = 2-3% increase of GDP due to reduced malnutrition

## The benefits outweigh the costs!



# Thank You



[www.tetrapak.com/ffdo](http://www.tetrapak.com/ffdo)

