

Business Forum “Doing Business in China 2.0”



AS E-Piim Tootmine

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12.09.19

Key figures of E-Piim

- Operating with 3 factories: Põlstamaa cheese factory, Järva-Jaani powder and butter factory, Türi processed cheese and smoked cheese production.
- Yearly production: 10 000 MT of cheese, 10 000 MT of different milkpowders, 3000 MT butter and cream.
- 280 employees
- Turnover 55 MEUR
- 75% export

Chinese dairy market-important market for all exporting countries in the world.

- Milkpowder
- Cheese
- Butter
- Cream
- Infant formula

3 step process to get into the market

- Bilateral agreement between Estonia and China for harmonizing the legislation and to agree the certificates. Recognition of the supervisory authority and laboratory.
- Factory inspection and approval process one by one.
- Find the partner start the export.

High quality requirements in China

- Quality parameters are more strict than EU food safety standard.
- Infant Formula standards are extremely strict.
- Special requirements for factory quality systems.
- Different laboratory methods compare to EU.
- Organic food trend.



Thank You