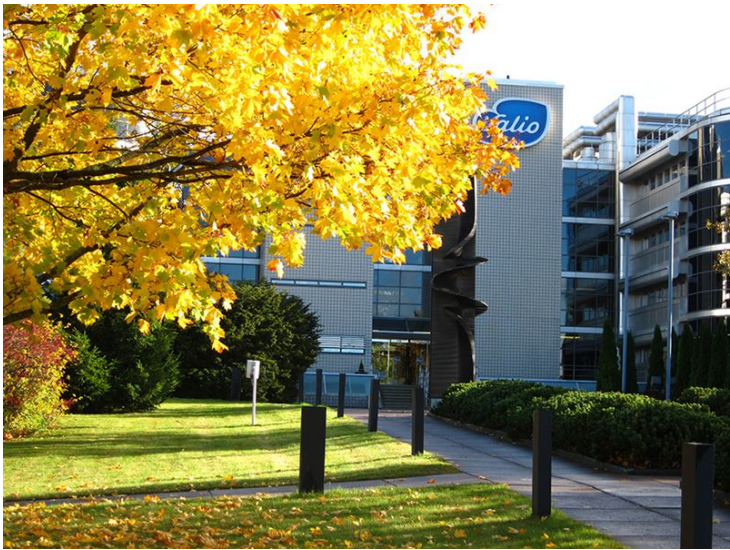


DKSH partners with Valio to distribute special milk powders in South-East Asian market

14 September 2021 | News

Finnish dairy and food company Valio and DKSH have signed an agreement on the distribution of special milk powders to Valio's industrial customers in the Asian market. With the new partnership, Valio is pursuing growth for its dairy-based ingredients, which are ideal for special nutrition such as nutrition for elderly people or athletes. Valio and DKSH see a lot of collaboration potential in the market for various gut-friendly, value-added, and wellness products.



The collaboration extends market to Thailand, the Philippines, Malaysia, Vietnam, Taiwan, and Singapore

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"Valio's include industry-tailored, lactose-free Valio Eila® products produced through unique technology. The gut-friendly and can be enjoyed also by people who typically can't consume milk products. We help local food industry companies to develop products for their own customers, products like protein-rich yoghurts and low-sugar chocolate, that meet local nutritional needs and are gut friendly," says Timo Pajari, Senior Vice President heading Valio's international sales of special milk powders.

"Valio's special milk powders can be used to add protein to snacks for athletes, for example, or to lower the sugar content in chocolate without compromising taste and quality. With our diverse range of products and our leading expertise, we can help food industry companies to introduce completely new products that meet people's changing needs," Timo Pajari explains.

Valio, a Finnish dairy and food company owned by 4,300 dairy farmers, has operated in the South-East Asian market for years. Partnering with DKSH will help Valio's in growing its market share in new segments. As a result of this collaboration, Valio's special milk powders are now available in Thailand, the Philippines, Malaysia, Vietnam, Taiwan, and Singapore.