

**SPONSORSHIP
OPPORTUNITIES**



EDF CONGRESS

2027



29 JUNE – 1 JULY 2027

HÄMEENLINNA, FINLAND

**We are open minded
and innovative
dairy farmers who meet,
exchange experiences
and are inspired, sharing
our farm figures.**



MESSAGE FROM THE PRESIDENT OF THE HOST COUNTRY

Dear friends,

On behalf of the Finnish EDF Group, I am delighted to invite you to become a partner of the **2027 EDF Congress in Finland**. The congress will take place at **Hotel Aulanko in Hämeenlinna** from **29 June to 1 July 2027**.

During the event, we will showcase the Finnish approach to dairy farming in northern conditions, highlighting our achievements in productivity, sustainability, and animal welfare.

Today, the dairy sector is facing unprecedented change driven by climate challenges, geopolitical developments, and evolving consumer expectations. Through inspiring presentations, interactive workshops, and farm visits, we will explore future trends and discuss how dairy farmers can anticipate and respond to these developments at the farm level.

The congress will provide a unique opportunity to network with leading dairy farmers, experts, and industry representatives from more than 22 European countries, as well as participants from around the world. Together, we will exchange ideas, share experiences, and build valuable partnerships for the future. At the same time, we will not forget the social side of the EDF community. The congress will offer plenty of opportunities to reconnect with old friends, make new ones, and enjoy memorable evenings together with barbecue, local hospitality, and engaging conversations. We look forward to working with you and welcoming you to Finland in 2027

Sincerely,

Juha Kantoniemi.



EMPOWERING DAIRY PRODUCTION THROUGH COLLABORATION AND SHARED KNOWLEDGE

Join EDF and become part of a dynamic international network of dairy farmers, researchers, advisors, and industry leaders committed to shaping the future of dairy production through collaboration, innovation, and knowledge exchange.

The EDF Congress brings together high-level professionals from across Europe and beyond, creating a unique platform for networking, discussion, and business development. As a sponsor or exhibitor, you will have the opportunity to strengthen your visibility, engage directly with decision-makers, and build valuable long-term relationships

within the global dairy community. We offer a range of tailored partnership and exhibition opportunities designed to match different objectives, interests, and budgets. Whether your goal is brand visibility, professional exchange, or strategic networking, we would be pleased to work with you to create the right level of participation.

We sincerely appreciate your interest and look forward to developing a successful and mutually beneficial partnership with you.

Judit Köhl EDF Congress Organizer
manager@dairyfarmer.net

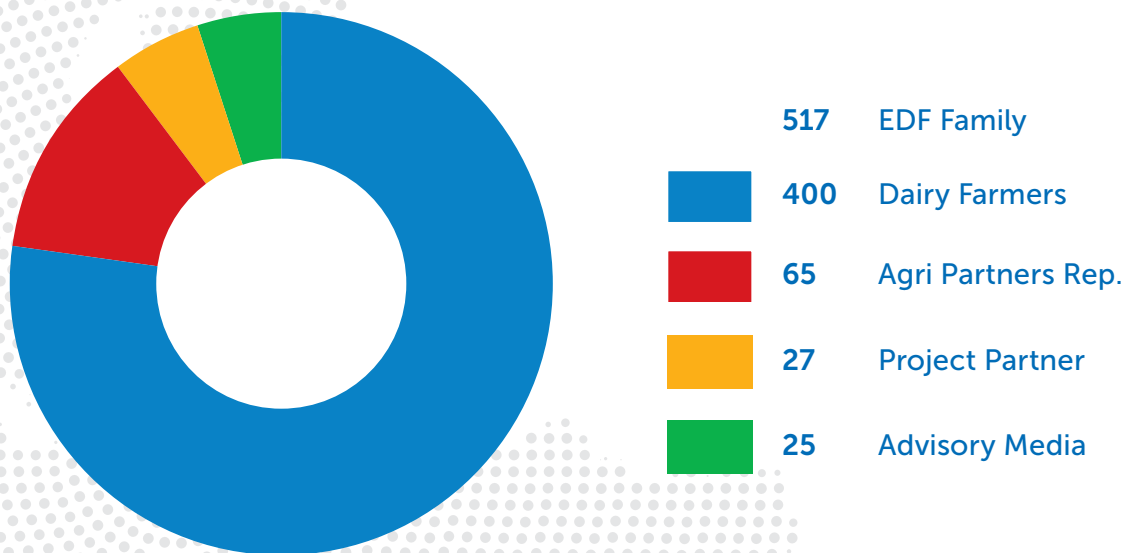
ABOUT EDF

The European Dairy Farmers (EDF) is one of Europe's leading international dairy networks, bringing together progressive dairy farmers, corporate partners, researchers, and advisors from more than 25 countries.

With 500 members, EDF is internationally recognized for its unique Cost of Production Comparison based on real farm data, as well as for its high-level international meetings and professional exchange within the dairy sector.

As a leading knowledge and networking platform for dairy farm economics and related topics, EDF provides valuable insights, benchmarking data, education, communication channels, business development opportunities, and international networking for dairy professionals worldwide.

EDF NETWORK IN 2025

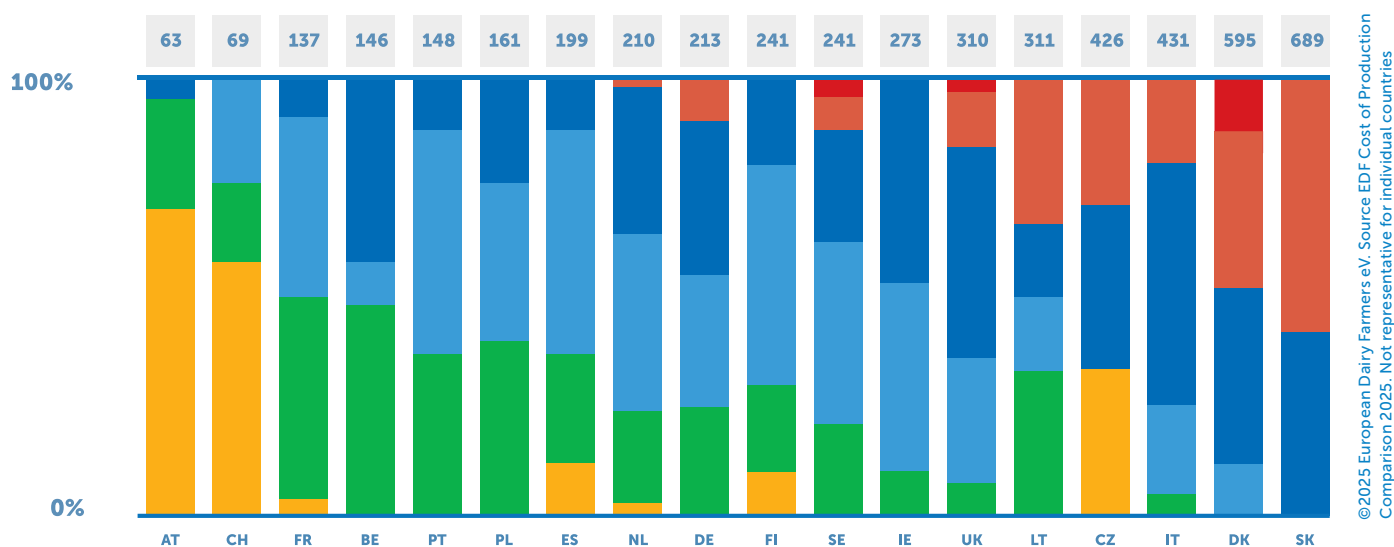
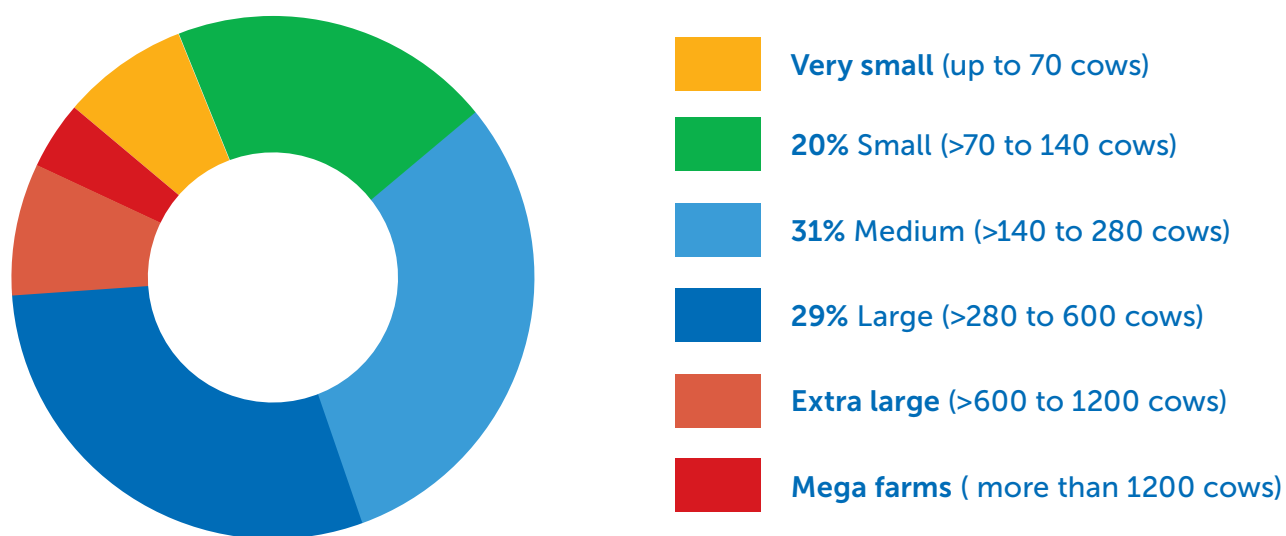


HOW BIG ARE EDF FARMS?

EDF farms participating annually in the CoP show a wide range of herd sizes. Numbers **vary from just under 18 to more than 2,700 dairy cows per farm** (excl. youngstock). The average herd size among these farms is 320 cows, though this figure is inflated by a few very large operations. In fact, **half of the EDF farms have fewer than 232 cows** (= median size). Herd size is **shaped not only by management decisions, but also by local site conditions**. Large dairy herds are not feasible or appropriate in every location.

BREAKDOWN OF EDF FARMS ACCORDING TO THEIR HERD SIZE (DAIRY COWS)

% of farms



Breakdown of EDF farms in selected national branches according to their herd size (dairy cows) in the economic year Jan-Dec 2024 or mid-2023 to mid-2024, % of farms plus median size on top.

EDF NATIONAL GROUPS



NUMBER OF MEMBERS

> 50

15-25

~ 10

≤ 5



COST OF PRODUCTION (COP) BENCHMARK

The EDF Cost of Production (CoP) Benchmark is a unique international benchmarking system based on real, comparable farm data from dairy farms across Europe and beyond.

It enables participating farmers to compare production costs, technical performance, and economic results on a standardized basis, providing valuable insights into farm efficiency, cost structures, and profitability drivers.

By identifying key performance differences across regions and production systems, the CoP Benchmark supports evidence-based decision-making and helps dairy farmers improve competitiveness and long-term sustainability. It is a core element of EDF's knowledge platform and a key tool for peer-to-peer learning within the international dairy community.





EDF CONGRESS

The EDF Congress is the annual flagship event of the European Dairy Farmers network, bringing together dairy farmers, researchers, advisors, and industry professionals from across Europe and beyond.

Each year, the Congress offers a unique combination of expert presentations, interactive discussions, and farm visits, creating a hands-on platform for exchanging knowledge and exploring practical solutions for dairy farming.

Beyond the formal program, the EDF Congress is a key networking event for the international dairy community, fostering direct exchange between farmers and partners, and strengthening collaboration across borders. It provides an inspiring environment to discuss current challenges, share best practices, and gain new perspectives on the future of dairy production.

The EDF Congress aims to promote the competitiveness, sustainability, and further development of milk production through international exchange and practice-oriented discussions.



EDF CONGRESS GOALS

- Knowledge and experience exchange among international dairy farmers
- Discussion of key challenges and trends (e.g. markets, sustainability, profitability, geopolitics)
- Networking within the European and global dairy sector
- Insights into best-practice farms and innovations (farm visits)
- Practical solutions for dairy production, management, and environment

EVENT EXPERIENCES AND BENEFITS

- 3 day international event
- Plenary sessions on national dairy sector, farm economics, global dairy topics
- Farm visits (4-8 farms)
- Interactive Workshop sessions and discussions
- EDF CoP Benchmark results
- Sponsor exhibition and networking
- Networking dinner, Farm BBQ, Gala Dinner
- Whenever possible time to exchange and network

VALUE FOR PARTICIPANTS

- Learn from leading farmers across Europe
- Gain insights from real farm data & cost comparisons
- Discover innovations and best practices from different systems
- Benchmark your performance internationally

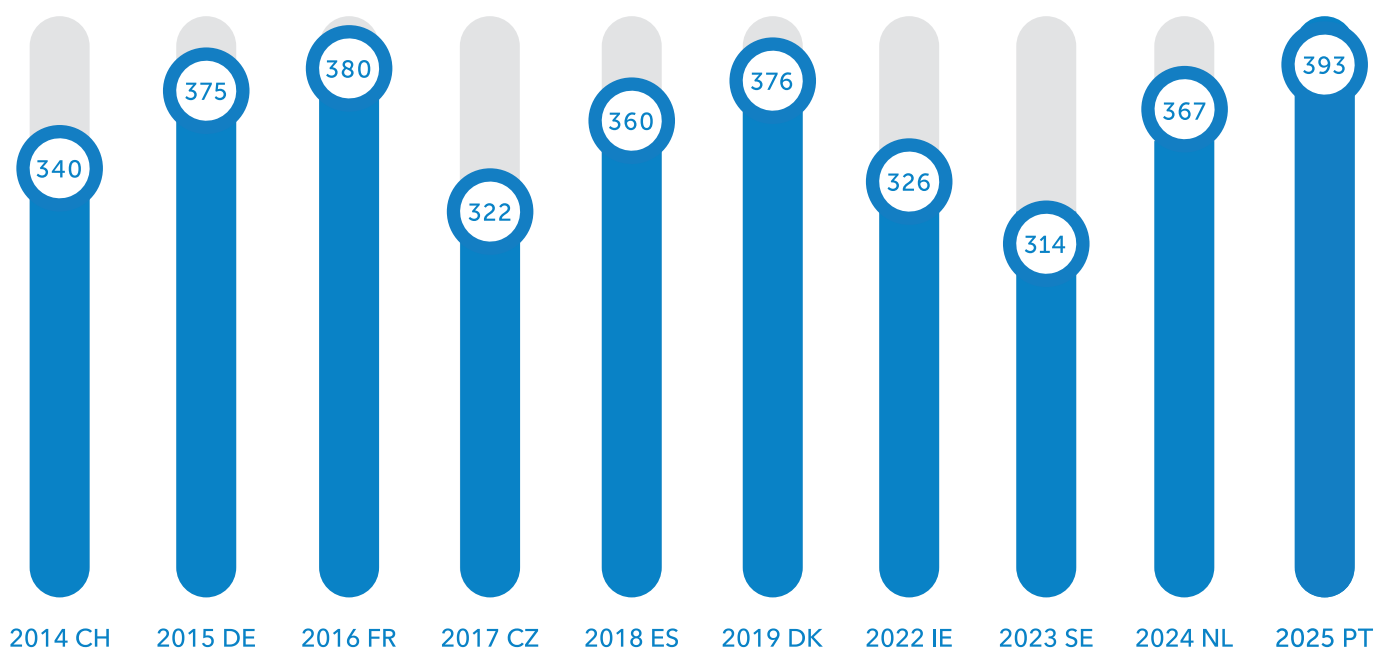
BENEFITS

- Build a strong international farmer network
- Exchange ideas in a trusted peer-to-peer environment
- Access exclusive knowledge and industry insights
- Develop new strategies for efficiency and growth

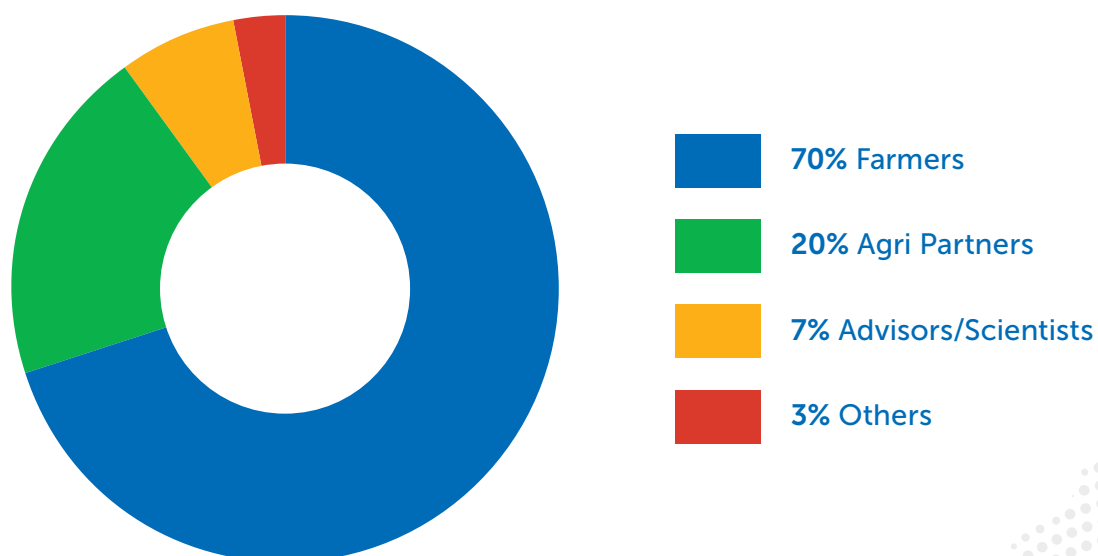


EDF CONGRESS AUDIENCE 2014-2025

ON AVERAGE 350 CONGRESS DELEGATES



BREAKDOWN OF PARTICIPANTS BY PROFESSION



EDF CONGRESS LOCATIONS SINCE 2008

2008:
Groningen,
Netherlands

2009:
Cork,
Ireland

2010:
Saluzzo,
Italy

2011:
Stoneleigh,
United Kingdom

2012:
Hasselt,
Belgium

2013:
Falkenberg,
Sweden

2014:
Winterthur,
Switzerland

2015:
Rostock,
Germany

2016:
La Baule,
France

2017:
Prague,
Czech Republic

2018:
Santiago de
Compostela, ES

2019:
Kolding,
Denmark

2022:
Cork,
Ireland

2023:
Skövde,
Sweden

2024:
Zwolle,
Netherlands

2025:
Povia de Varzim,
Portugal

2026:
Chester,
United Kingdom

2027:
Hämeenlinna,
Finland





DAIRY FARMING IN THE LAND OF EXTREMES WITH THE SISU SPIRIT

EDF Congress 2027 | 29 June - 01 July 2027 in Hämeenlinna, Finland

HÄMEENLINNA AND AULANKO REGION

Hämeenlinna is a historic lakeside city in southern Finland, about an hour north of Helsinki. It is known for its relaxed pace, cultural heritage, and the medieval Häme Castle, which is located by Lake Vanajavesi.

The Congress venue, Scandic Aulanko, is situated in the heart of the scenic Aulanko outdoor area, which is famous for its landscaped park, forest trails, and observation tower offering panoramic views over lakes and ridges. It is a popular destination for walking, hiking, and nature tourism, with well-maintained paths and a peaceful atmosphere year-round.

Hämeenlinna offers a combination of history and small-city charm, while Aulanko provides some of the most accessible and picturesque nature in southern Finland.





DAIRY FARMING IN FINLAND

Finland produces about 2.16 million tonnes of raw milk per year, accounting for around 1.5% of the EU-27 total. Although a relatively small producer, the country has a 96% self-sufficiency rate. Around 3,800 dairy farms remain, averaging 66 cows and being widely dispersed across a vast territory — making logistics such as milk collection and veterinary services challenging. Smaller farms are declining, while larger farms continue to expand. Finnish EDF farms average 210 cows and produce 11,500 kg ECM per cow, mainly in intensive indoor systems.

A defining feature is grass-based feeding within arable crop rotations; permanent grassland plays almost no role. Forage production is demanding due to very short growing seasons, requiring strong coordination and sufficient machinery capacity. In southern Finland, maize under film is emerging as a new option.

Finnish dairy farms place strong emphasis on milk quality, sustainability, and animal health, supported by high biosecurity standards, low antibiotic use, and preventive herd management. Very high public payments compensate for structural disadvantages and help maintain competitiveness — even in the far north.

Overall, Finnish dairy farming combines grass-based feeding systems, strong biosecurity, and adaptation to northern conditions, producing high-quality milk in a resilient and responsible way.

EXCLUSIVE BENEFITS FOR EDF CONGRESS SPONSORS

NETWORKING

With more than 350 international dairy experts whereof 73% are dairy farmers from more than 23 countries.

BE IN THE KNOW

Exclusive and advanced notice of market and sector news, making you an industry "insider".

REFERRALS

Word of mouth and direct referrals from being a valued sponsor of EDF.

CREDIBILITY

Raise your reputation by participating and providing content for this event

SHAPE YOUR ENVIRONMENT

Your support helps us to promote future oriented and progressive dairy production.

CONTINUOUS LEARNING

Keep engaged and retained with access to our member-only event and programs.

EDUCATION

Gain access and enjoy exclusive member content to help your business grow.

EXPOSURE

Build your brand, grow your business. Connect with people and information that move your business forward

ALL SPONSORS WILL RECEIVE THE FOLLOWING BENEFITS:



We will designate you as a sponsor of the website and appropriate signage.



You will be recognized as a sponsor on conference promotional materials and signage.



Your logo will be included select social media messages (Facebook, Instagram, LinkedIn) and select emails to target list of prospects.

1

SUPPORT OPPORTUNITIES

NETWORKING RECEPTION

Opportunity to support the opening networking reception for all participants and exhibitors. The Networking Reception offers you the chance to build brand awareness for your organization and to be closely associated with a high profile dairy event.

WELCOME DINNER

Opportunity to support the Welcome Dinner for all participants and exhibitors. The Welcome Dinner is one of the most vibrant networking dinner during the congress and offers you the chance to build brand awareness for your organization and to be closely associated with a high profile dairy event.

FARM BBQ

Opportunity to support the Farm BBQ during the farm visits for all participants. Present yourself in a professional environment and at the place of your services to farmers. Use the opportunity to be involved in the organisation of the Farm BBQ to achieve the highest level to the audience.

GALA DINNER

Sponsoring the Gala Dinner gives you the ideal opportunity to promote your business and to showcase yourselves to the exclusive audience. The Gala Dinner offers you the chance to build brand awareness for your organization and to be closely associated with a high profile dairy event.

2

SUPPORT OPPORTUNITIES

PRE / POST TOUR

Organize a pre or post tour right before or after the EDF Congress 2023! The supporter is responsible for organisation, implementation and financing of the pre or post tour.

INFORMATION STAND ON FARM

During the farm visits there is the possibility to exchange with participants in smaller groups and to present yourself in a professional environment and at the place of your services to farmers.

EXHIBITION

A technical exhibition will be held at the congress venue, in conjunction with the congress. The floorplan has been designed so as to maximize exposure. Coffee breaks and lunches will be held in the exhibition area, providing ample time for networking.

TECHNICAL WORKSHOP

During the Congress there is the possibility to hold a technical workshop in smaller groups and to raise your reputation by providing content to this event.





CONGRESS ORGANIZER

We offer a range of **opportunities suitable for all budgets** and tailored to the specific **interests and objectives of your organization**. We would be pleased to provide you with an overview of our available support levels. We greatly appreciate your consideration and interest and would be delighted to explore the opportunity to **develop a mutually beneficial partnership with you**.

FOR CONGRESS ORGANIZATION AND CONTACT DETAILS, PLEASE VISIT:

EDF CONGRESS 2027
HÄMEENLINNA, FINLAND
JUNE 29 – JULY 1, 2027

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EDF LONG-TERM AGRI PARTNERS

