## item

# Milk Dairy Products

### **Yotsuba Export Promotion Council**

Main Export Countries	Hong Kong, Malaysia, etc.	Export Quantity	210t
Sourcing Region	Hokkaido Prefecture all municipalities		

#### **Overview of Export Production Areas**

 Yotsuba Milk processes raw milk received from dairy farmers (4,338 farmers as of the end of October 2024) in Hokkaido.
Yotsuba Milk Products and Hokuren Trading export their products to East and Southeast Asian countries.

#### **Actions for Compliance with Export Regulations**

- We export Halal certified products to Malaysia to meet local demand.
- Focusing on the health-conscious demand from Hong Kong, the company developed and is exporting Hokkaido low-fat milk, a product made exclusively for export.

#### **Promotional Points**

 To expand export business, the council will directly negotiate with distributors in export destinations and conduct promotions such as tasting sales.



Exporting long-life LL milk and low-fat LL milk dairy products





Poster posted in Hong Kong



Tasting sales

Website <a href="https://www.yotsuba.co.jp/overseas/">https://www.yotsuba.co.jp/overseas/</a> <a href="https://www.hokuren.or.jp/">https://www.hokuren.or.jp/</a>

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