

Benchmarking dairy season 2024 | 2025



TORTUGA[®] by dsm-firmenich ●●●

INDICATOR		AVERAGE*	AVERAGE TOP PROFITABLE**	AVERAGE TOP INDICATORS***
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MILK QUALITY

Average SCC	x1000 Cel./ml	468,84	351,00	228,69
Average CBT	x1000 CFU/ml	25,00	19,00	18,66
Fat %	%	3,72	3,89	4,00
Protein %	%	3,30	3,36	3,52

HERD STRUCTURE

Lactating cows / Total cows	%	85,75	89,32	90,73
Lactating cows / Total herd	%	45,45	45,86	57,86
Lactating cows / Land area for livestock	Head/ha	1,28	1,36	2,8

ZOOTECNICAL

Lactating cows / Permanent labor	Cab./pl	19,65	24,07	31,36
Production / Lactating cows	L/cow/day	26,85	30,17	33,02
Production / Permanent labor	L/pl	527,64	726,19	883,64
Production / Area for livestock	L/ha/year	12.581,79	14.938,08	29.445,63

FINANCIAL

Average milk price	R\$/L	3,05	3,09	3,12
DMCA (Expenses minus cost of feeding)	(R\$/cow/period)	8.497,37	8.080,36	5.250,22
RMCA (Revenue minus cost of feeding)	(R\$/cow/period)	17.826,72	22.355,61	22.362,51
Effective operational cost of milk (COE)	R\$/L	2,08	1,84	1,83

RELATIVE FINANCIAL

COE of milk / Price of milk	%	68,29	59,41	59,46
Labor costs in the activity / Gross revenue of the activity (GR)	%	8,39	6,15	5,70
Cost of roughage in the activity / GR of the activity	%	13,77	11,10	8,82
Cost of concentrates in the activity / GR of the activity	%	26,27	25,42	22,32
Cost of medication in the activity / GR of the activity	%	4,44	2,87	2,32
Cost of supplements, minerals, and additives in the activity / GR of the activity	%	3,61	4,50	2,05

PROFITABILITY

Unit gross margin of the activity	R\$/L	0,95	1,30	1,30
Gross margin / Area	R\$/ha	11.975,36	19.362,90	22.906,24
Gross margin / Lactating cows	R\$/Head.	9.329,35	14.275,25	14.733,17
Profit margin	%	29,49	38,66	38,66
Milk income / Activity income	%	94,45	92,22	-
Annual investment / Gross margin	%	19,50	13,72	47,74

ANALYTICAL FINANCIAL

Concentrates	R\$/L	0,80	0,78	-
Roughage (Forage)	R\$/L	0,42	0,35	-
Labor	R\$/L	0,26	0,19	-
Medication	R\$/L	0,14	0,09	-
Supplements, Minerals, and Additives	R\$/L	0,11	0,13	-
Energy and Fuel	R\$/L	0,10	0,08	-
Repairs and Maintenance of Facilities and Equipment	R\$/L	0,07	0,06	-
Reproduction	R\$/L	0,02	0,02	-
Milking Materials	R\$/L	0,04	0,04	-
Other Operating Expenses	R\$/L	0,04	0,05	-
Taxes and Fees	R\$/L	0,05	0,03	-
Technical Assistance	R\$/L	0,02	0,04	-
Total COE (R\$/L)	R\$/L	2,08	1,87	-

* Average of indicators from dsm-firmenich clients – 1,146 farms, 9 states, and 25 technicians ** Average of the top 30% most profitable farms based on Profit Margin (%)
 *** Average of the top 30% for those indicators – Data from Jul/24 to Jun/25– Dh = man-day – RB = gross income from the activity – COE = effective operating cost

PRODUCTIVE EFFICIENCY IN THE WORLD

	BEL	BRA	CAN	DEN	SPA	USA	FRA	NET	MEX	UK	UKR	DG
NUMBER OF FARMS	435	1146	386	384	191	48	330	1528	13	1506	10	5719
PRODUCTION												
Lactation period (days)	341,32	335,36	324,58	346,71	328,76	327,55	328,67	353,59	298,81	313,79	365,37	335,85
Average production (L/cow/d)	31,10	29,91	34,51	30,42	35,65	33,08	27,37	29,40	31,47	29,57	25,28	30,12
Lifetime production (L total)	25476,32	14071,28	23065,46	26365,70	19433,52	31617,10	19186,37	35288,61	14461,20	24932,31	11666,44	26786,23
MILK QUALITY												
% Fat	4,22	3,89	4,27	4,09	3,88	4,25	4,14	4,45	4,15	4,35	4,20	4,31
% protein	3,43	3,36	3,37	3,46	3,33	3,25	3,30	3,58	3,18	3,40	3,23	3,46
SCC (x1000/ml)	208,40	351,00	735,69	261,71	274,98	191,25	238,95	210,68	429,00	183,81	-	243,97
% cows over 250.000 SCC	16,76	26,14	15,24	17,28	20,20	16,07	17,88	16,09	10,00	13,51	-	16,11
% clinical mastitis incidence	6,44	2,48	1,63	2,26	2,50	1,40	2,24	1,87	1,33	1,27	2,66	2,26
FERTILITY												
Days to First Heat	74,26	67,76	70,63	80,73	80,96	81,97	78,59	77,68	56,92	65,87	85,87	73,78
Days to First Conception	83,20	70,70	76,78	94,25	90,45	90,48	85,03	92,22	69,92	75,07	91,00	84,01
Semen (doses/pregnancy)	2,10	2,23	2,15	2,03	2,28	2,05	1,92	1,99	2,44	1,95	2,04	2,02
Insemination rate (%)	47,91	48,77	56,57	42,00	52,53	47,38	36,76	43,04	62,42	52,51	42,92	47,43
Conception rate (%)	39,84	37,13	41,24	44,79	37,44	45,97	42,67	44,08	35,55	44,50	43,05	43,09
Pregnancy rate (%)	16,42	15,25	20,35	16,25	17,15	17,82	12,88	16,77	20,20	20,62	14,67	17,79
Age at brst calving (months)	25,57	30,45	25,59	27,43	25,71	27,44	29,50	25,42	24,46	26,89	24,02	26,51
Average calving interval (days)	413,53	474,45	402,44	438,29	438,81	430,33	487,94	416,96	414,15	394,31	415,10	422,64
HEALTH												
% stillborn	4,97	3,02	5,31	4,61	3,06	2,65	5,61	4,72	2,92	3,95	1,18	4,17
% dead calves until 14 days of life	1,66	2,36	1,16	1,37	0,96	0,61	2,85	2,16	2,38	0,81	0,18	1,56

BEL – Belgium | BRA – Brazil | CAN – Canada | DEN – Denmark | SPA – Spain | USA – United States | FRA – France | NET – Netherlands | MEX – Mexico | UK – United Kingdom
UKR – Ukraine | DG – Overall Average



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