

Brussels, July 6<sup>th</sup> 2011

# Dairy Market Analysis

**CIAL.it**

# WORLD: Milk Production / Deliveries

Country	Period	Volumes (Mio tons)	± % on the same period of previous year
<b>EXPORTING COUNTRIES</b>			
<a href="#"><u>ARGENTINA</u></a> *	<i>Jan-Apr 2011</i>	(e) 3.250	+16,71%
<a href="#"><u>AUSTRALIA</u></a> *	<i>Jan-Apr 2011</i>	2.677	+0,76%
<b>BRAZIL</b> *	<i>Jan-Dec 2010</i>	20.864	+7,01%
<a href="#"><u>NEW ZEALAND</u></a>	<i>Jan-Apr 2011</i>	6.564	+9,25%
<a href="#"><u>UKRAINE</u></a>	<i>Jan-May 2011</i>	4.155	-2,14%
<a href="#"><u>EU-27</u></a>	<i>Jan-Apr 2011</i>	45.930	+2,80%
<a href="#"><u>USA</u></a>	<i>Jan-May 2011</i>	37.359	+1,87%
<b>URUGUAY</b> *	<i>Jan-May 2011</i>	623	+15,16%

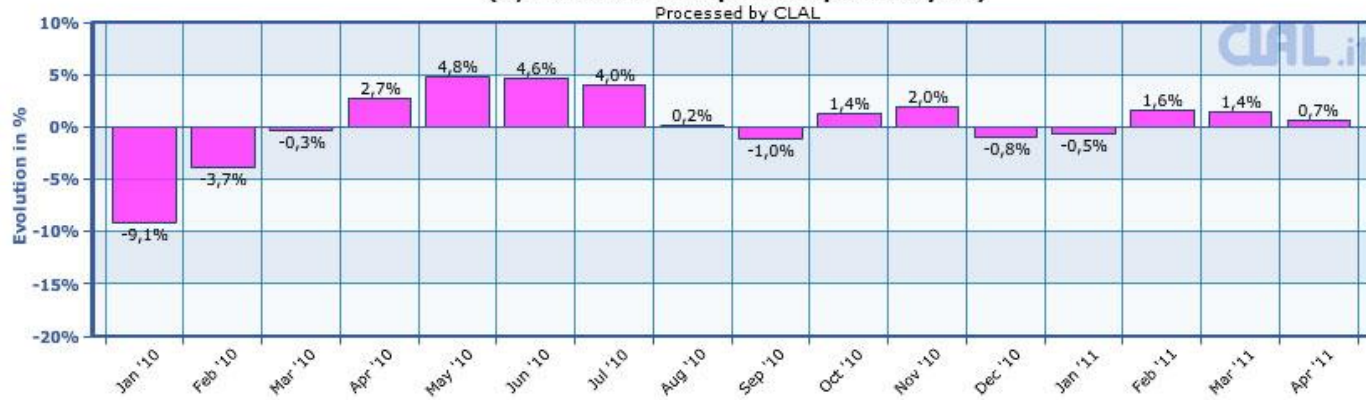
\* Mio litres

# Focus on *New Zealand* and *Australia* Milk Production / Deliveries

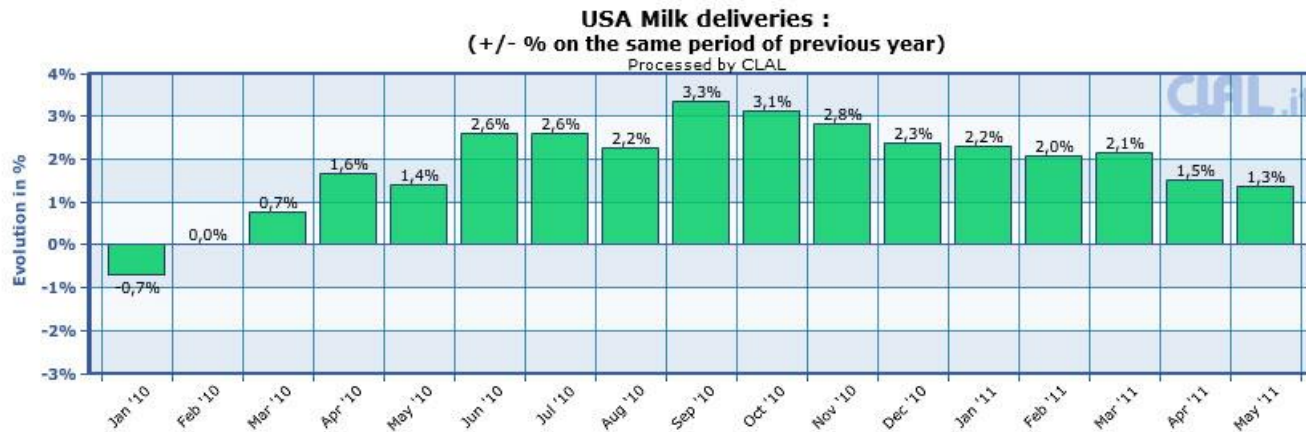
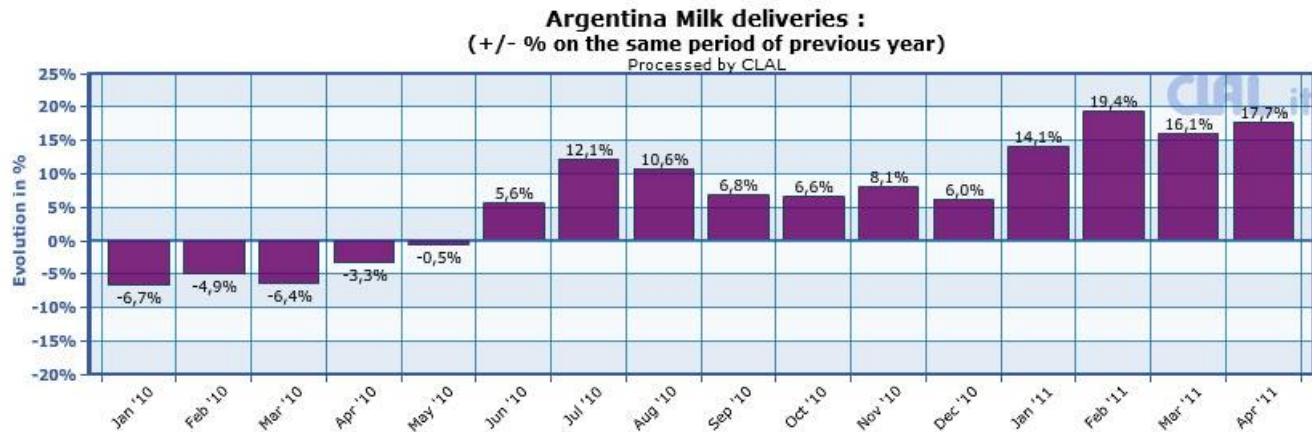
**New Zealand Milk deliveries :**  
(+/- % on the same period of previous year)



**Australia Milk deliveries :**  
(+/- % on the same period of previous year)

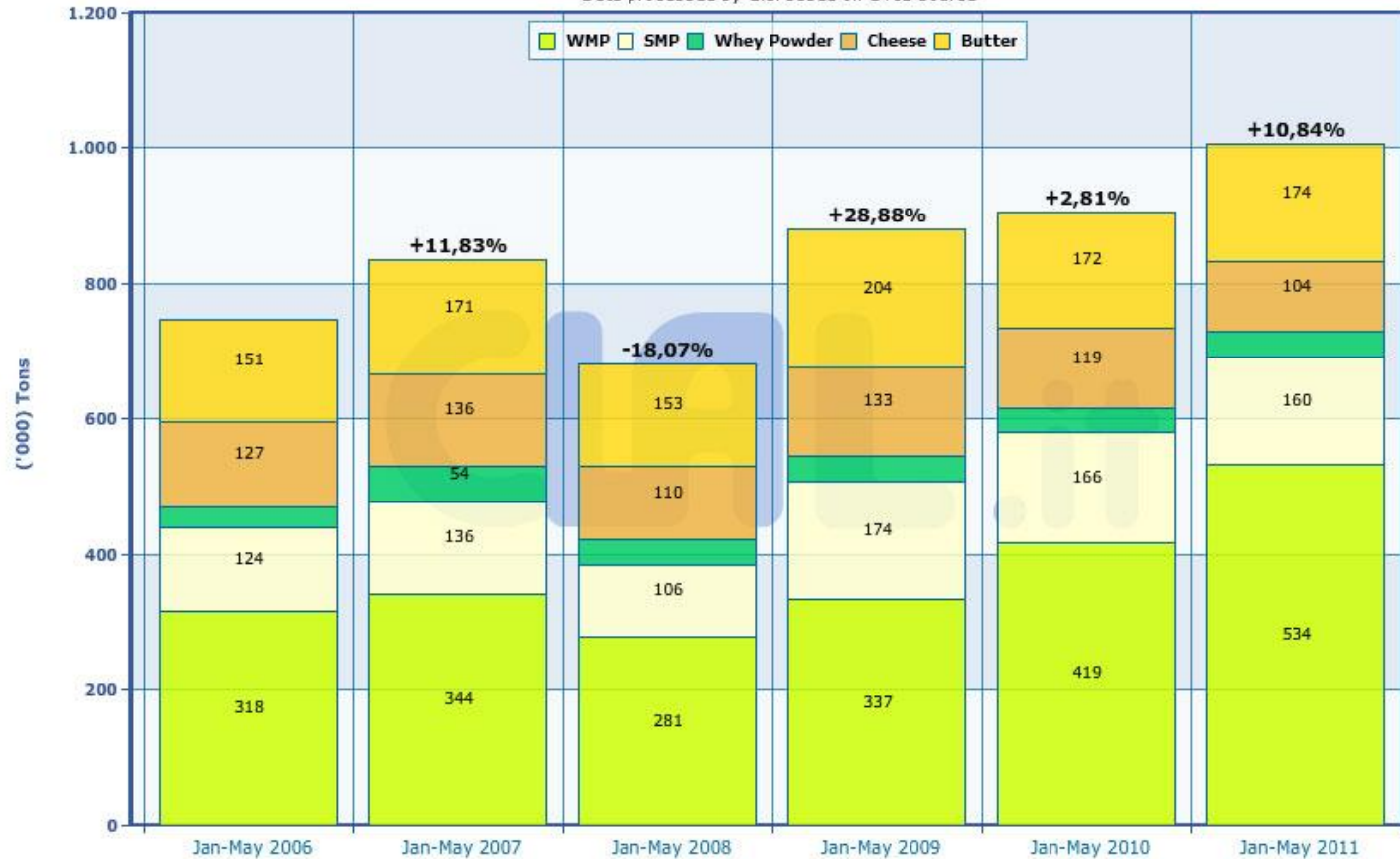


# Focus on *Argentina* and *USA* Milk Production / Deliveries



# New Zealand Dairy Exports

**New Zealand - Dairy Exports**  
 (+/- % on the same period of previous year)  
 Data processed by CIal based on GTIS source



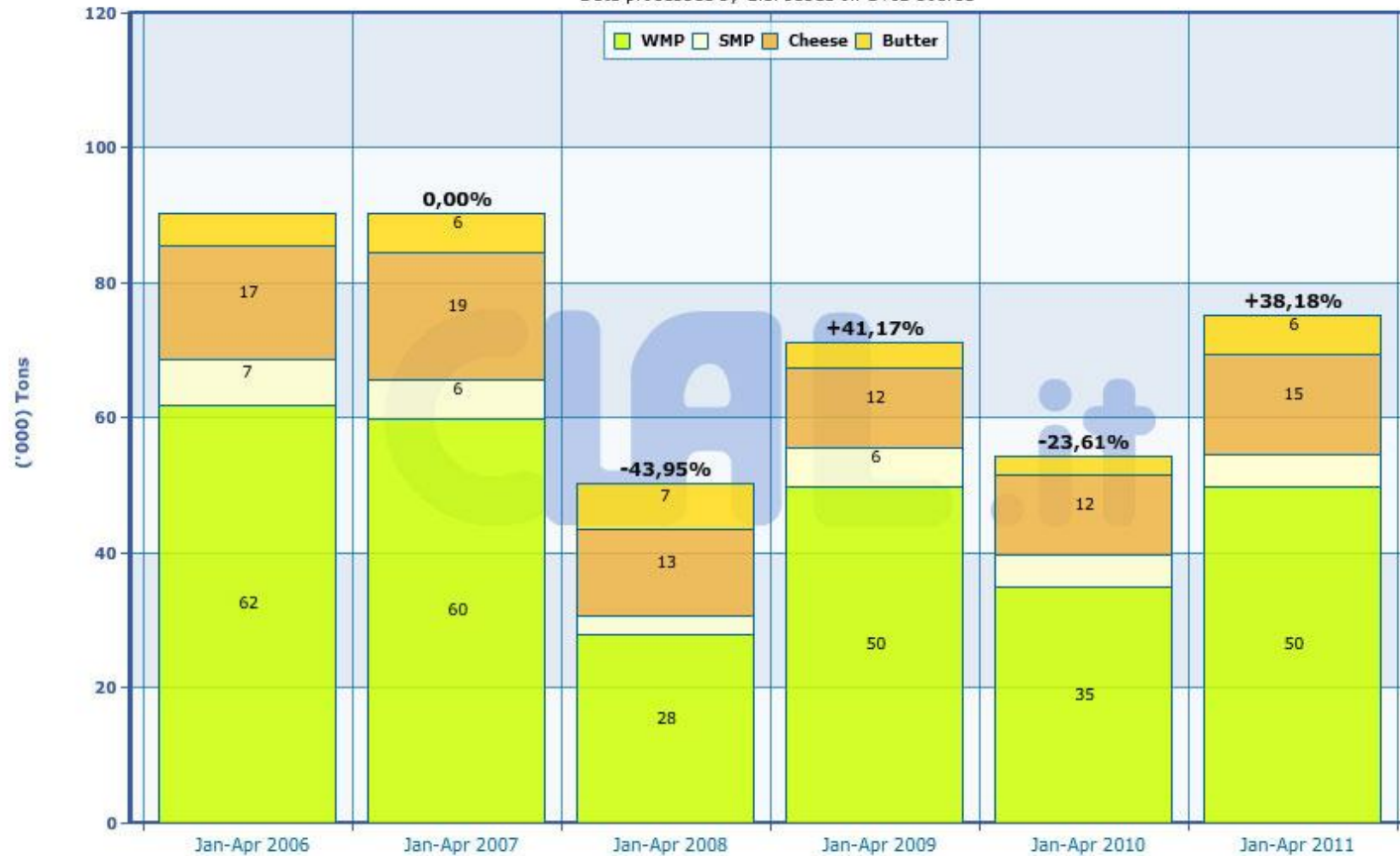
# Australia Dairy Exports

**Australia - Dairy Exports**  
 (+/- % on the same period of previous year)  
 Data processed by Clal based on GTIS source



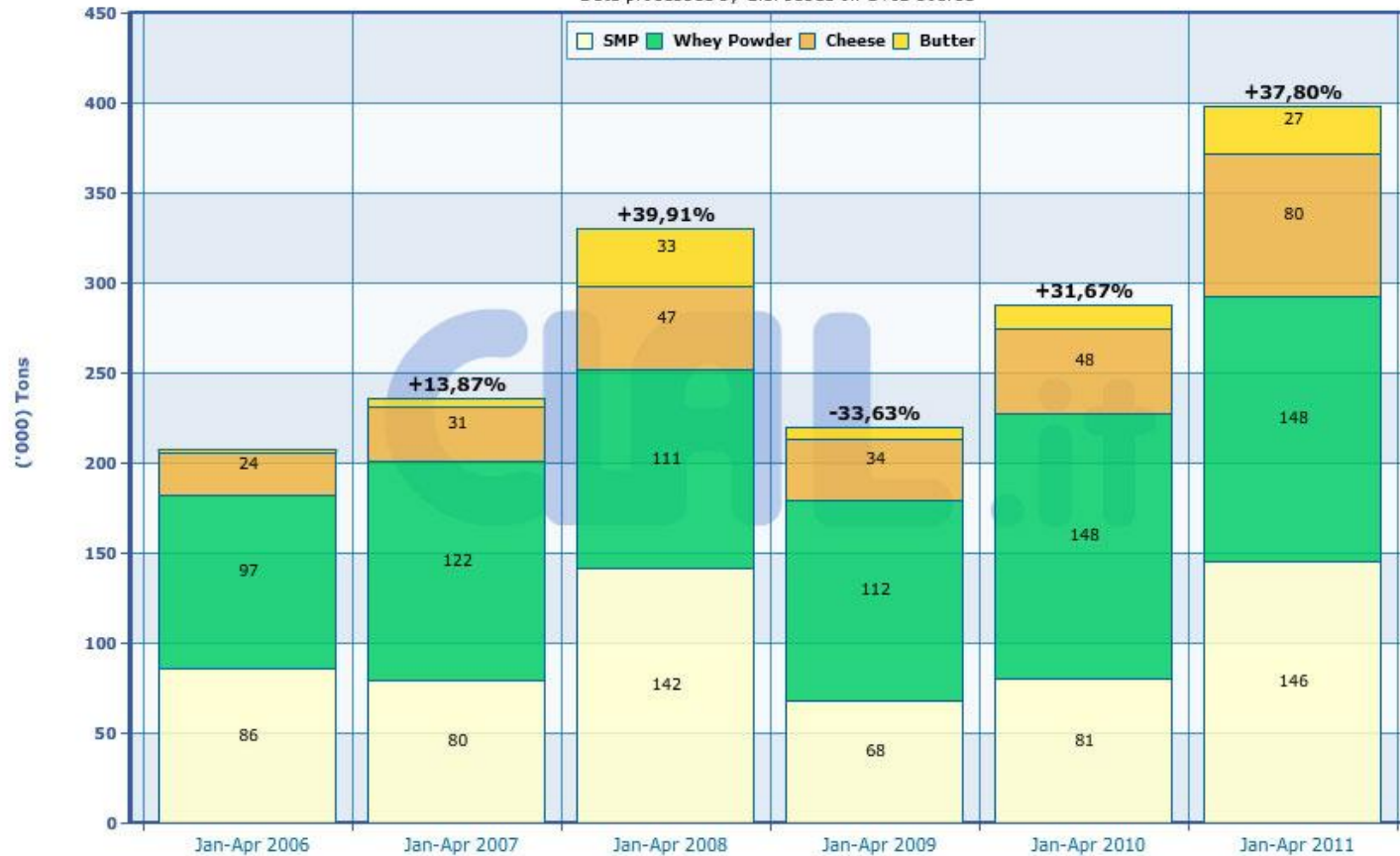
# Argentina Dairy Exports

**Argentina - Dairy Exports**  
 (+/- % on the same period of previous year)  
 Data processed by CIAL based on GTIS source



# United States Dairy Exports

**United States - Dairy Exports**  
 (+/- % on the same period of previous year)  
 Data processed by Clal based on GTIS source





# Breakdown of Dairy Product Exports

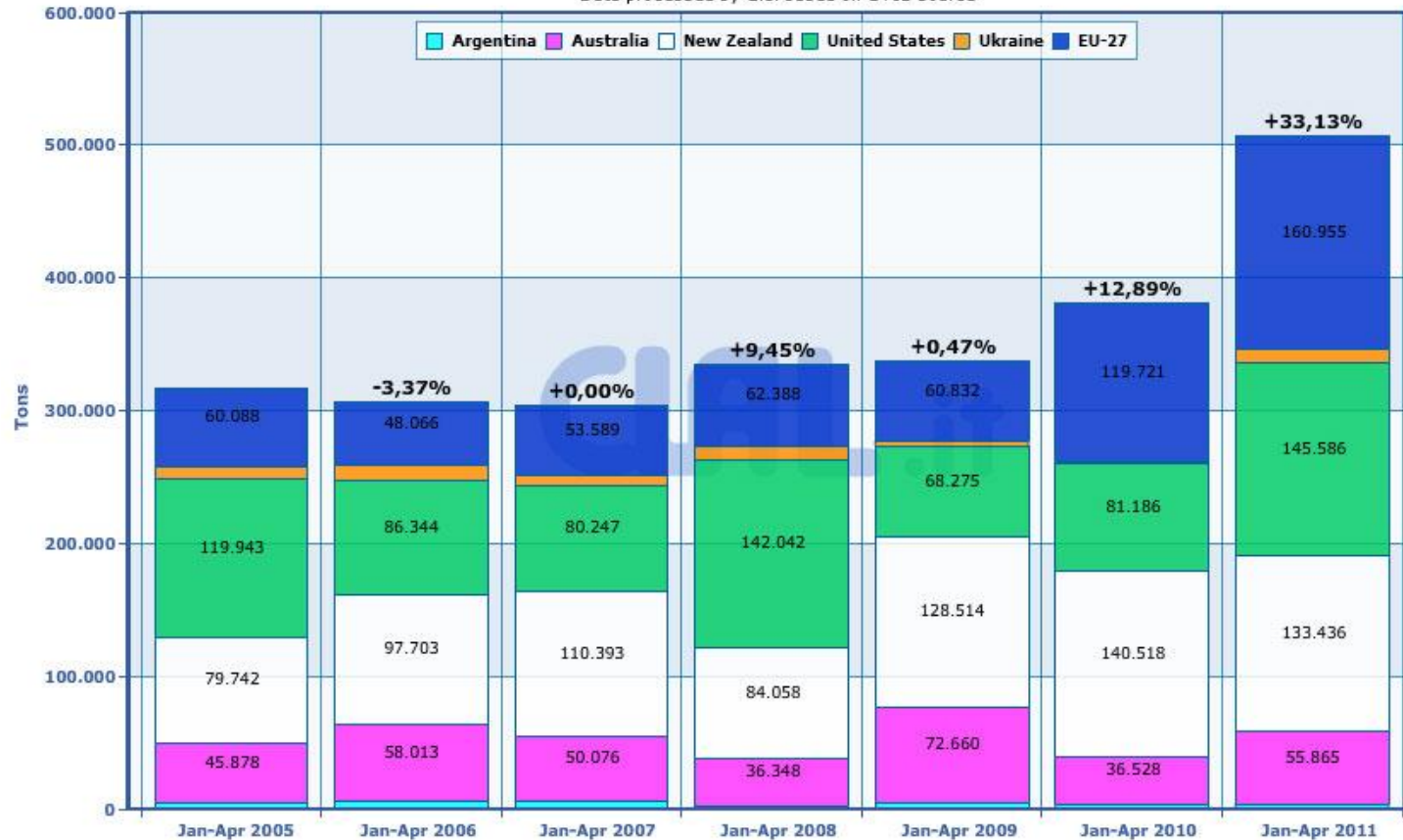
**Breakdown of Dairy Product Exports**  
 (+/- % on the same period of previous year)  
 Data processed by CIAl based on GTIS source



# Skimmed Milk Powder Exports

**040210 SMP Exports by Country**  
 (+/- % on the same period of previous year)

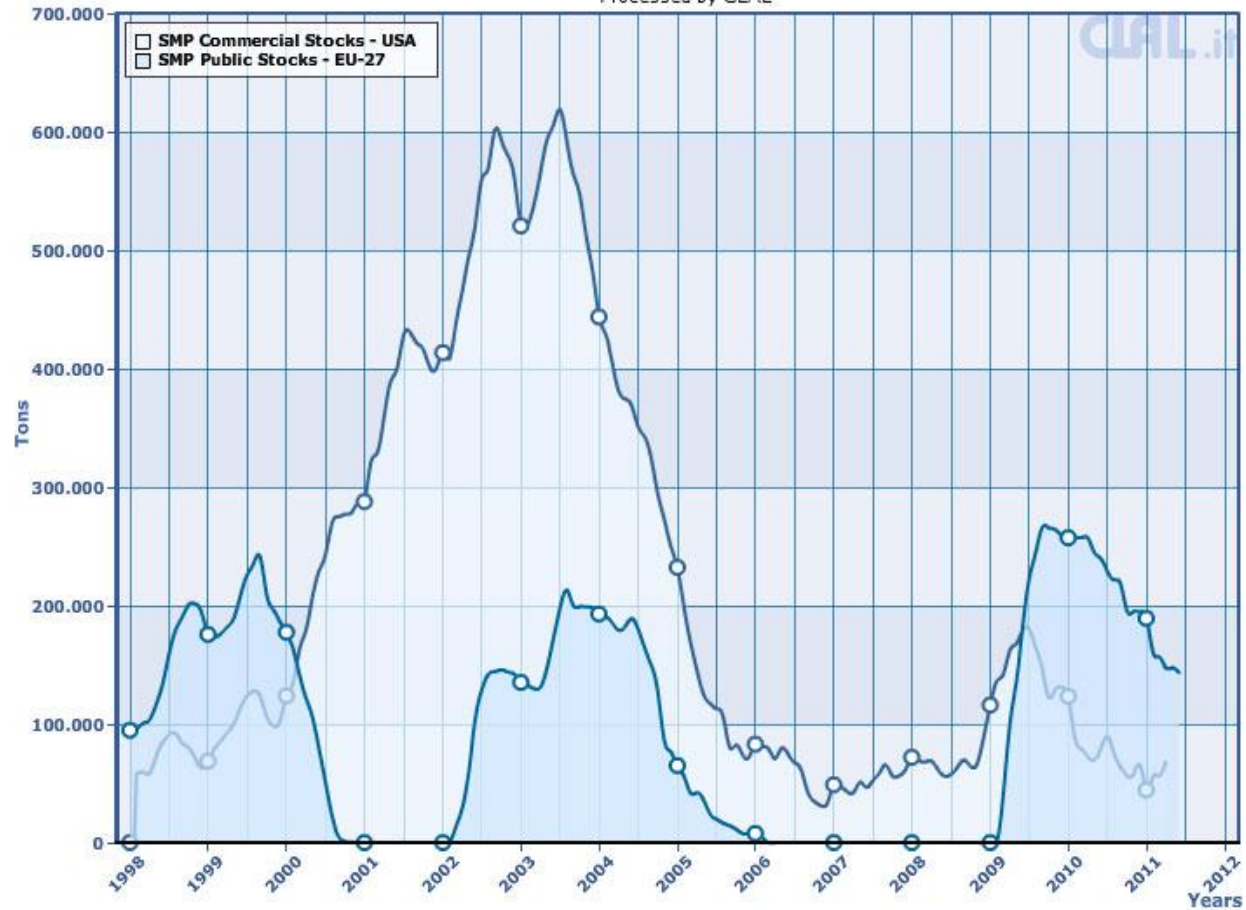
Data processed by Clal based on GTIS source



# Skimmed Milk Powder Stocks

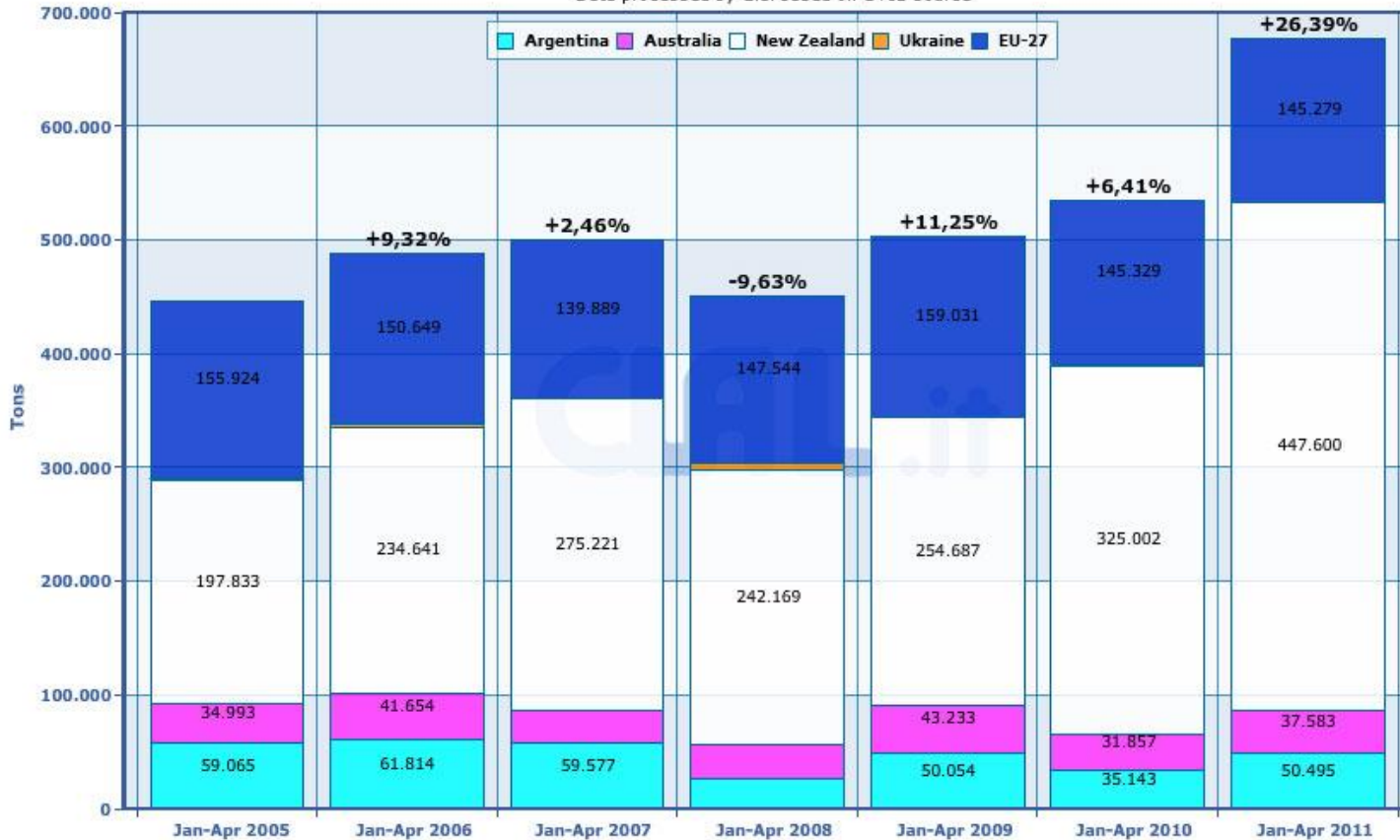
Comparative historical overview on SMP Stocks in the EU-27 and US

Processed by CLAL



# Whole Milk Powder Exports

**040221 WMP Exports by Country**  
 (+/- % on the same period of previous year)  
 Data processed by Clal based on GTIS source

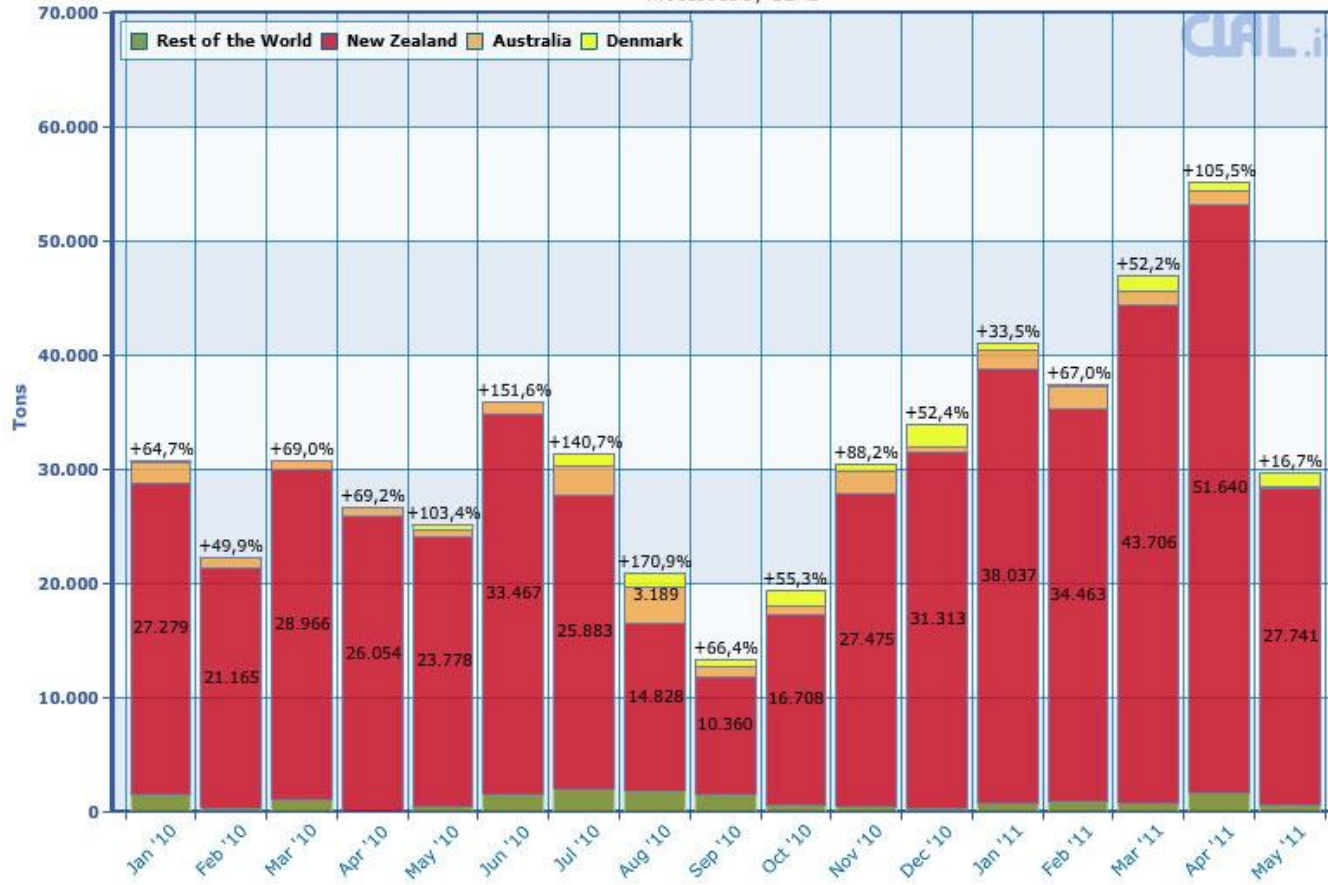


# Whole Milk Powder: focus on *China*

**CHINA Monthly WMP trend Imports and main WMP Supplying Countries**

( +/- % on the same period of previous year )

Processed by CLAL



# Whey Powder Exports

**0404 WHEY Exports by Country**  
 (+/- % on the same period of previous year)  
 Data processed by Clal based on GTIS source





# Butter Exports

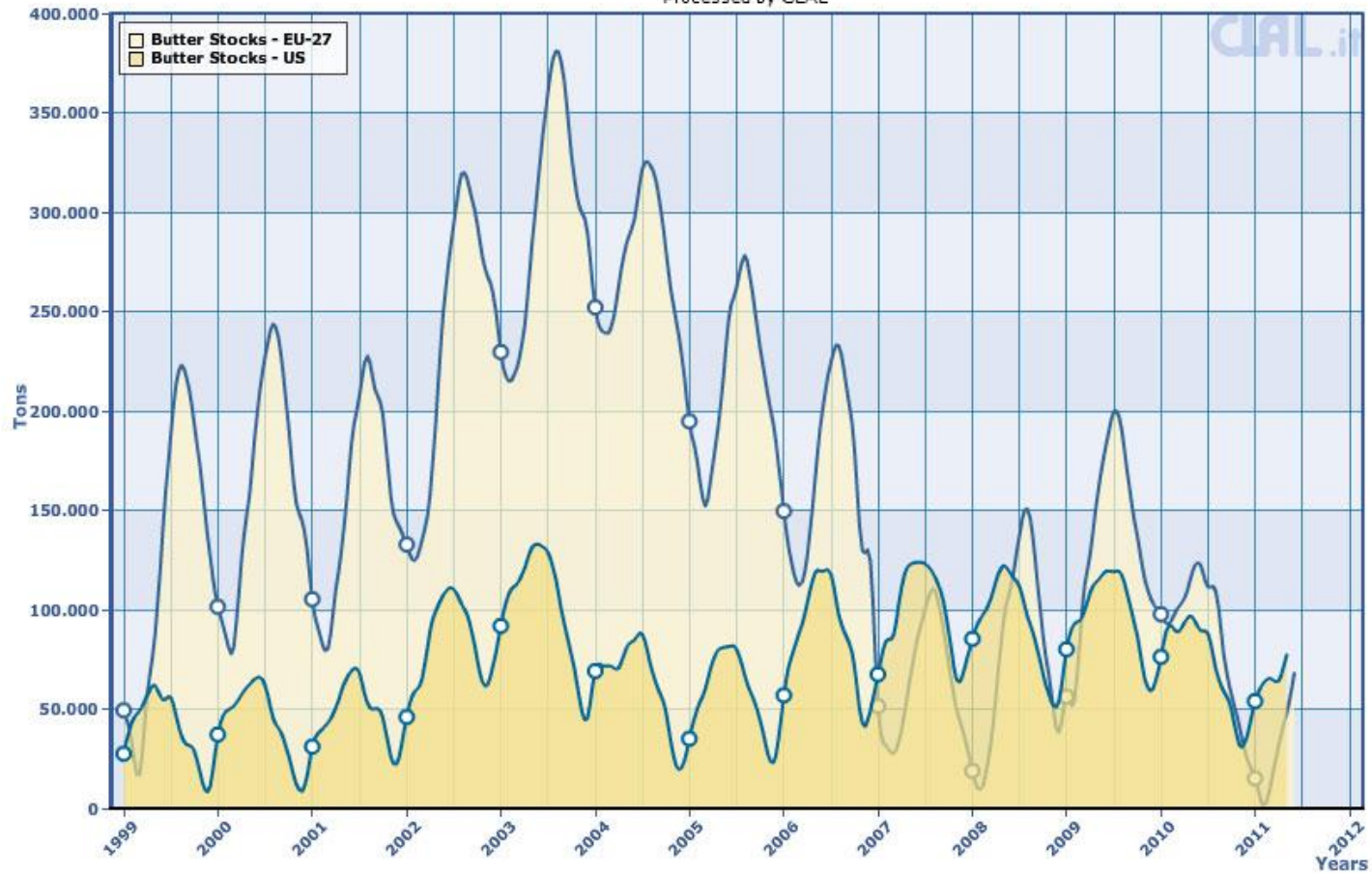
**0405 BUTTER Exports by Country**  
 (+/- % on the same period of previous year)  
 Data processed by Clal based on GTIS source



# Butter Stocks

Comparative historical overview on BUTTER stocks in the EU-27 and US

Processed by CLAL

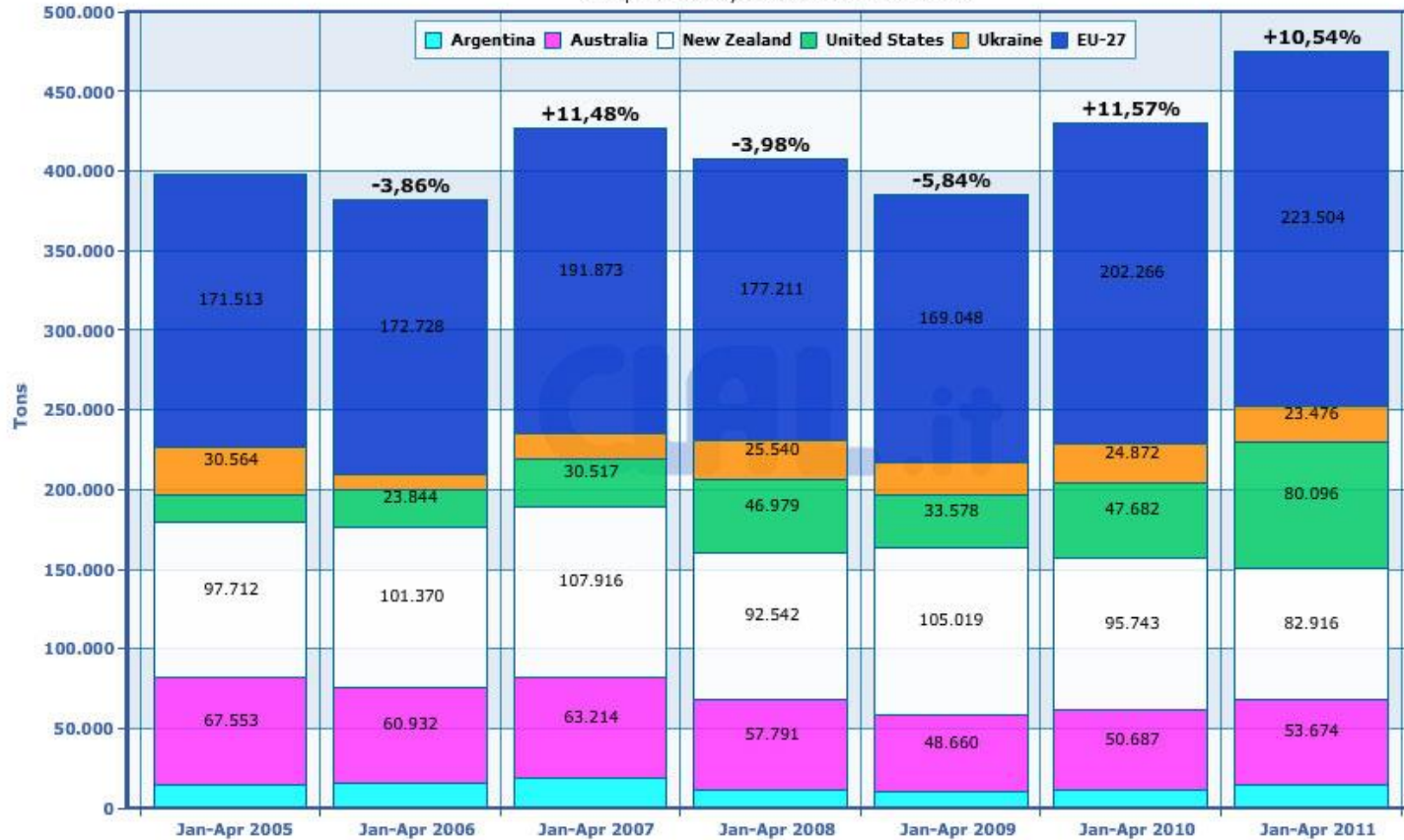




# Cheese Exports

**0406 CHEESE Exports by Country**  
 (+/- % on the same period of previous year)

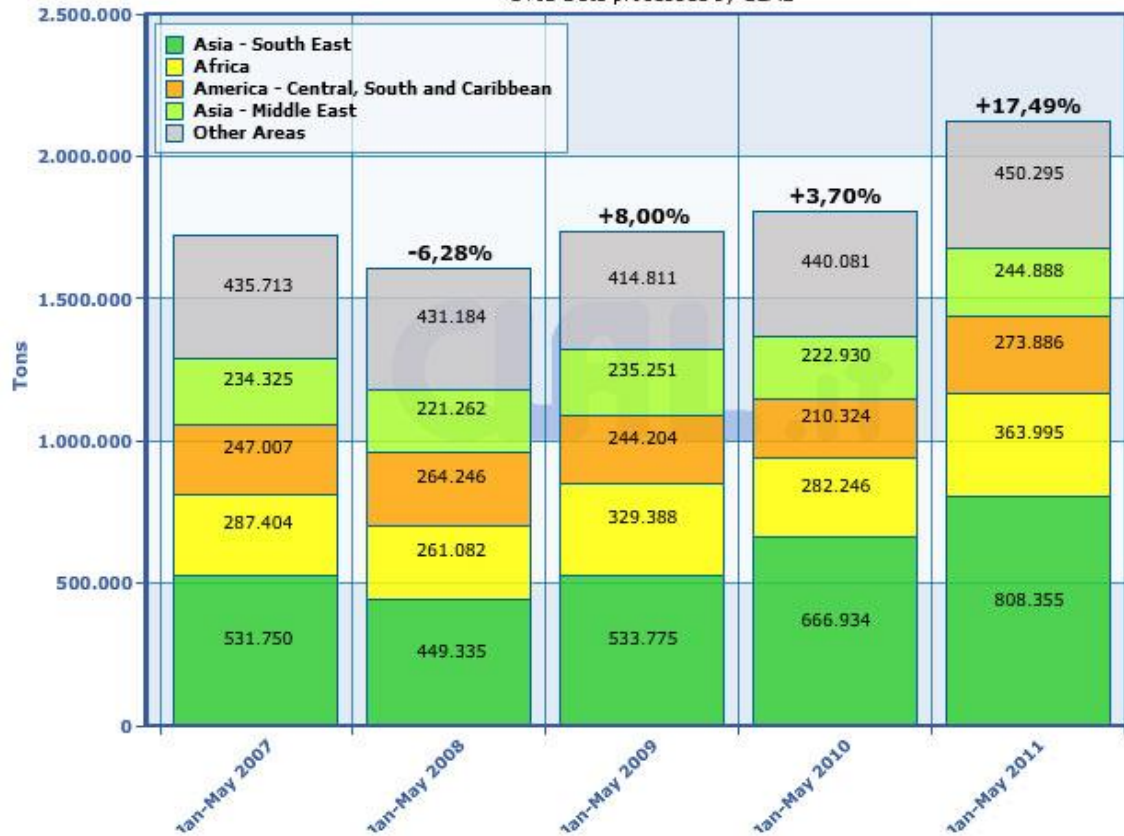
Data processed by CIal based on GTIS source



# Regional imports for manufactured Dairy Products

**Regional imports for WMP, SMP, BUTTER, CHEESE**  
 (+/- % on the same period of previous year)

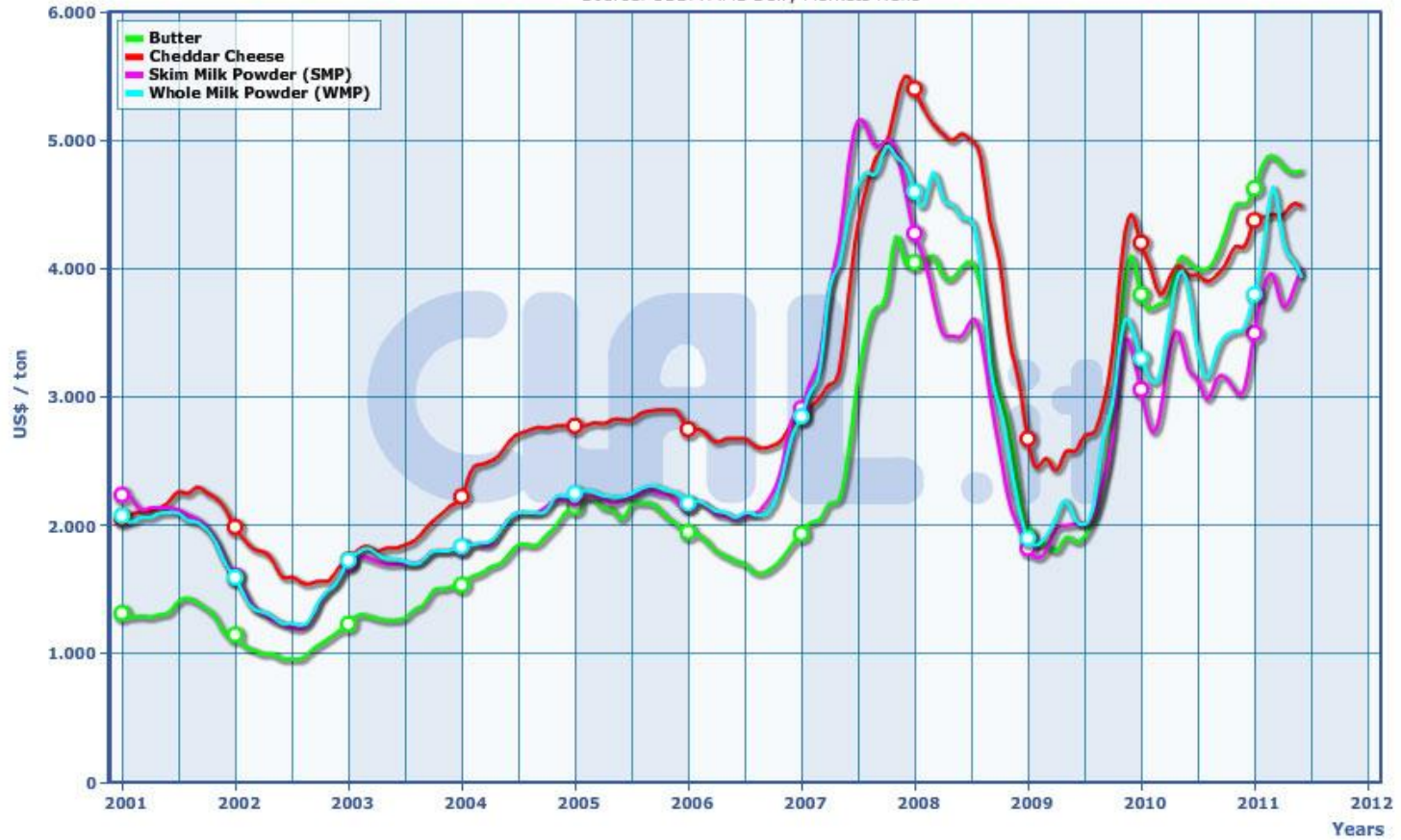
GTIS Data processed by CLAL



# World Dairy market price

Price comparison among BUTTER , CHEDDAR, SMP, WMP  
(US\$ per Ton)

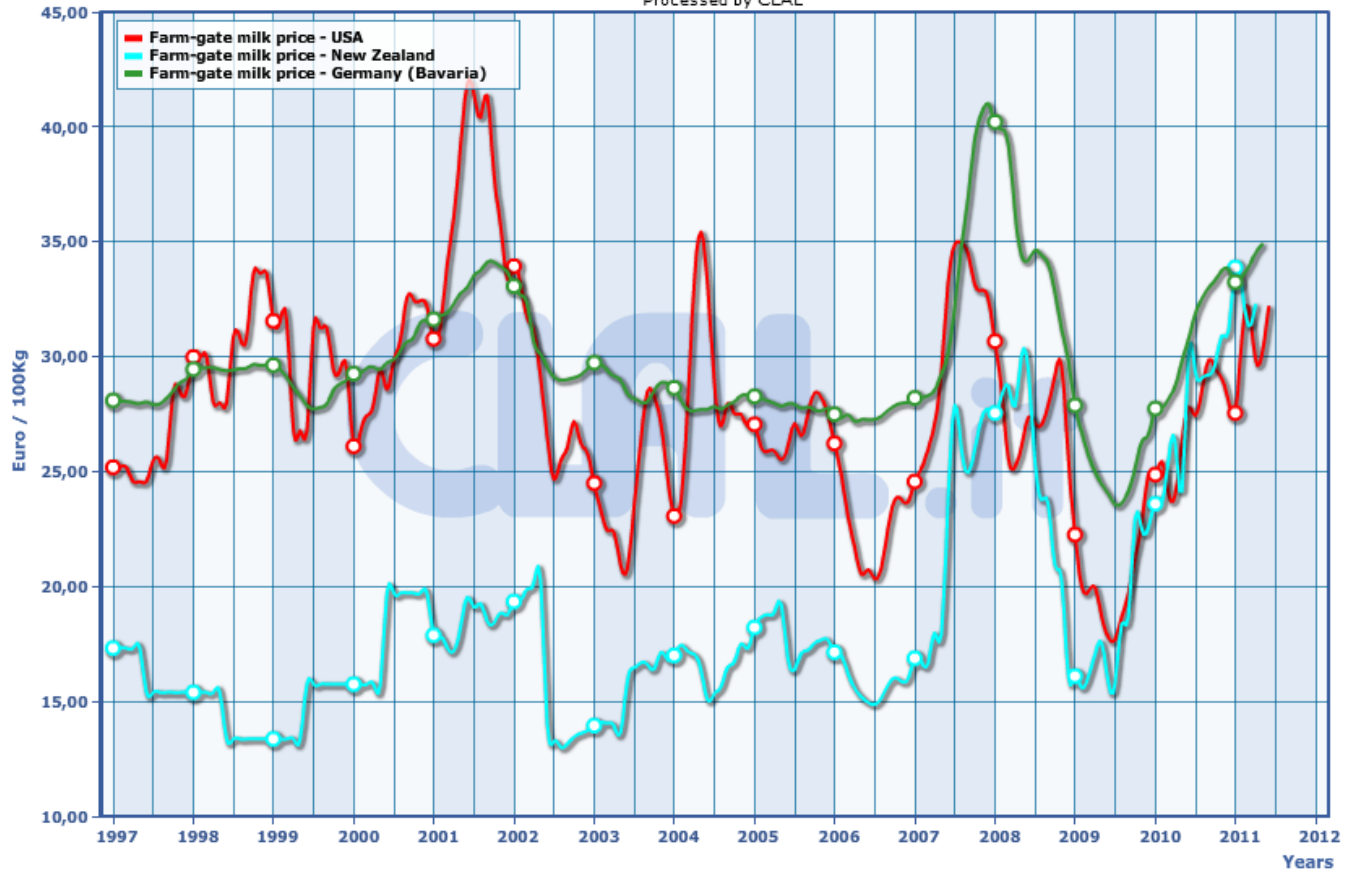
Source: USDA AMS Dairy Markets News



# Farm-gate Milk

Historical comparative overview on Farm-gate Milk prices in Bavaria (D), the US, New Zealand

Processed by CLAL



# Crude Oil price

Comparative historical overview for Crude Oil, WMP and CHEESE price

Processed by CIAL



# Milk Deliveries in the EU-27

**EU-27 Milk deliveries :**  
(+/- % on the same period of previous year)

Source: Eurostat

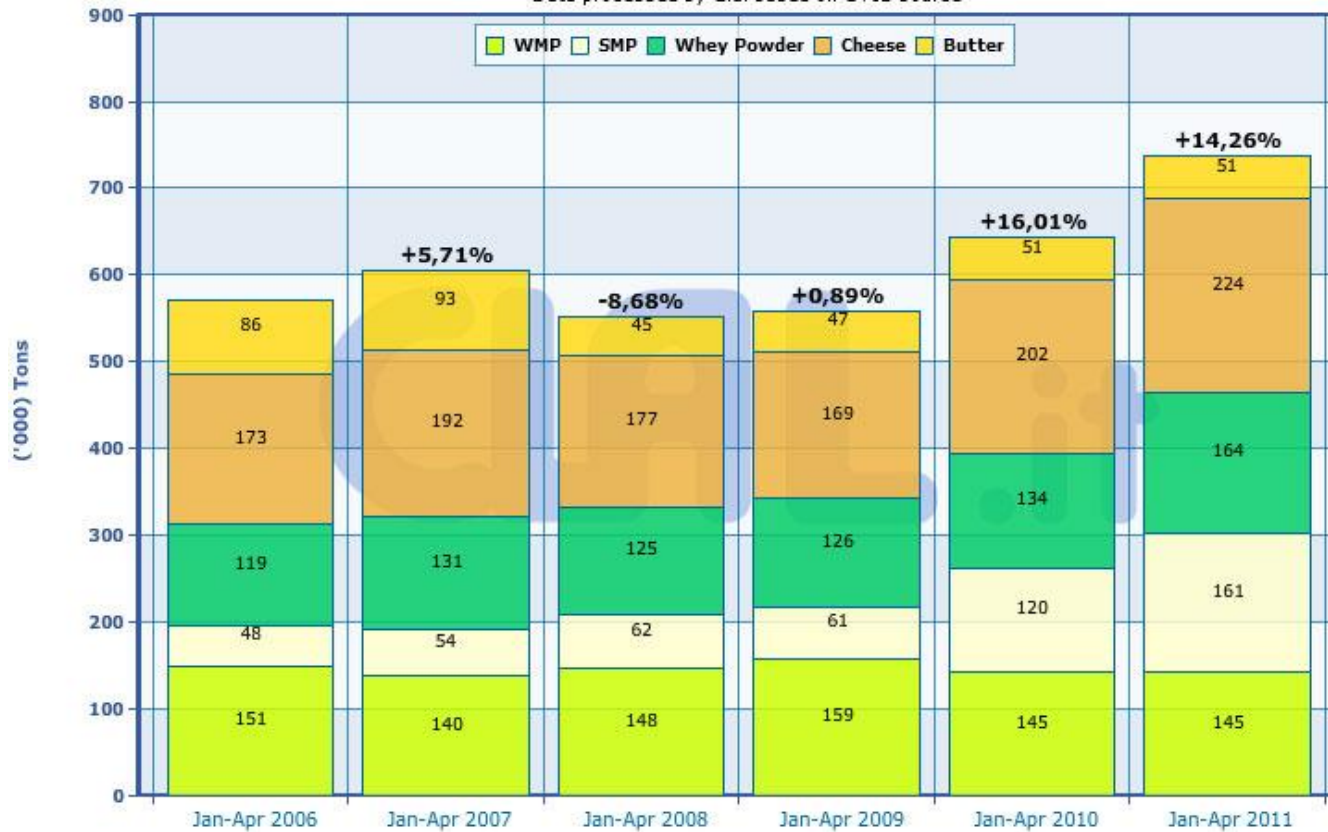




# EU-27 Dairy Exports outside the EU-27

**EU-27 Dairy Exports outside the EU**  
 (+/- % on the same period of previous year)

Data processed by CIAl based on GTIS source

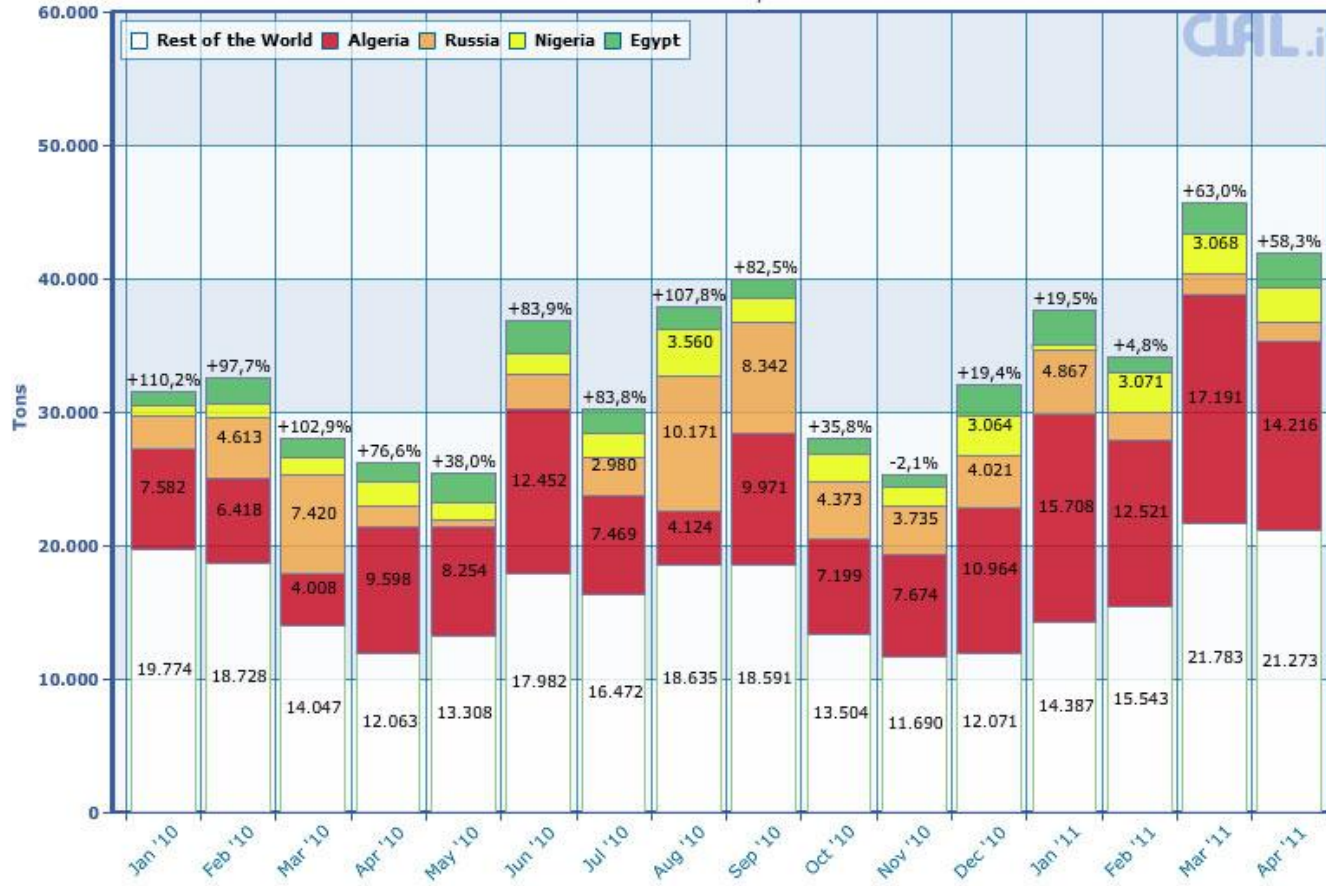


# Focus on SMP Exports outside the EU-27

EU-27 Monthly SMP trend Exports and main SMP Purchasing Countries

(+/- % on the same period of previous year)

Processed by CLAL

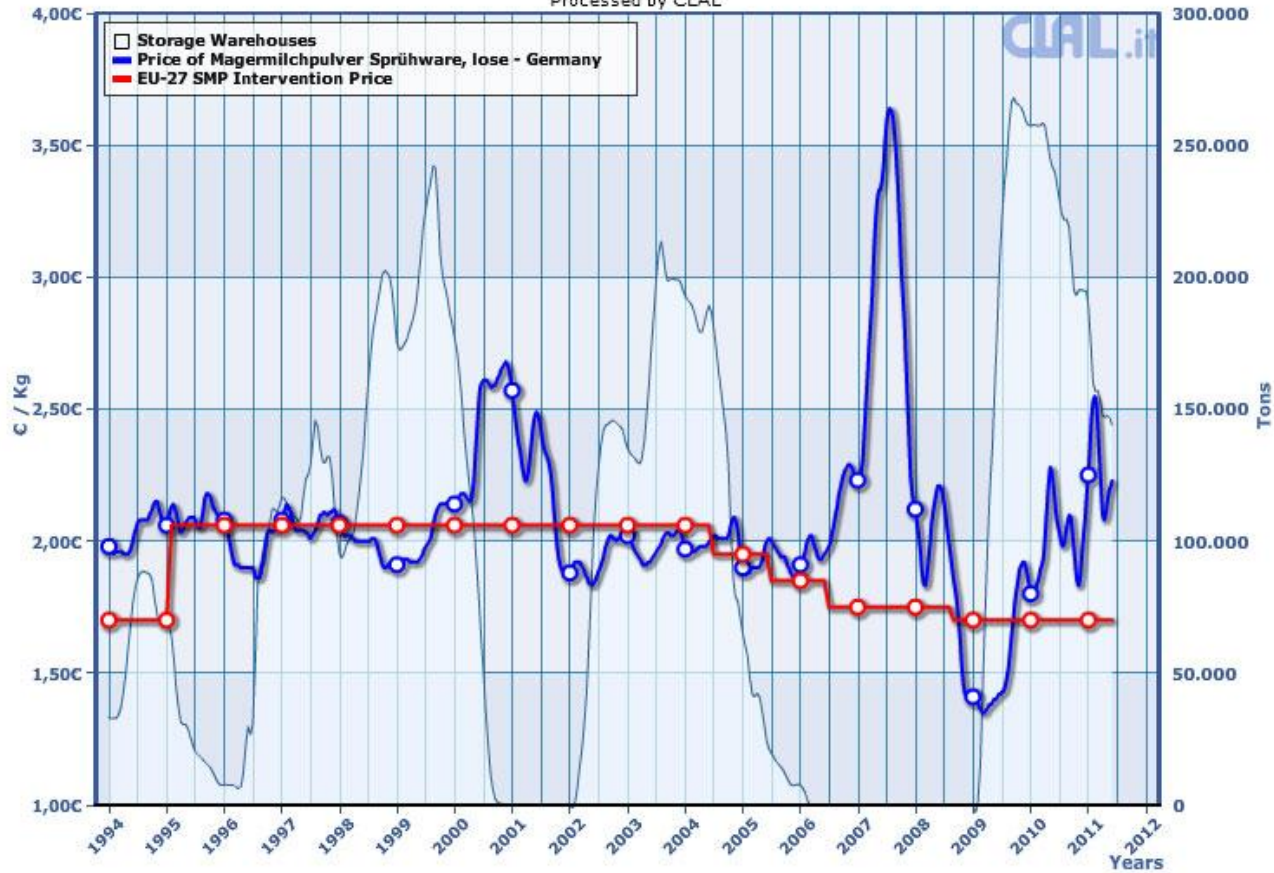




# Focus on SMP Stocks

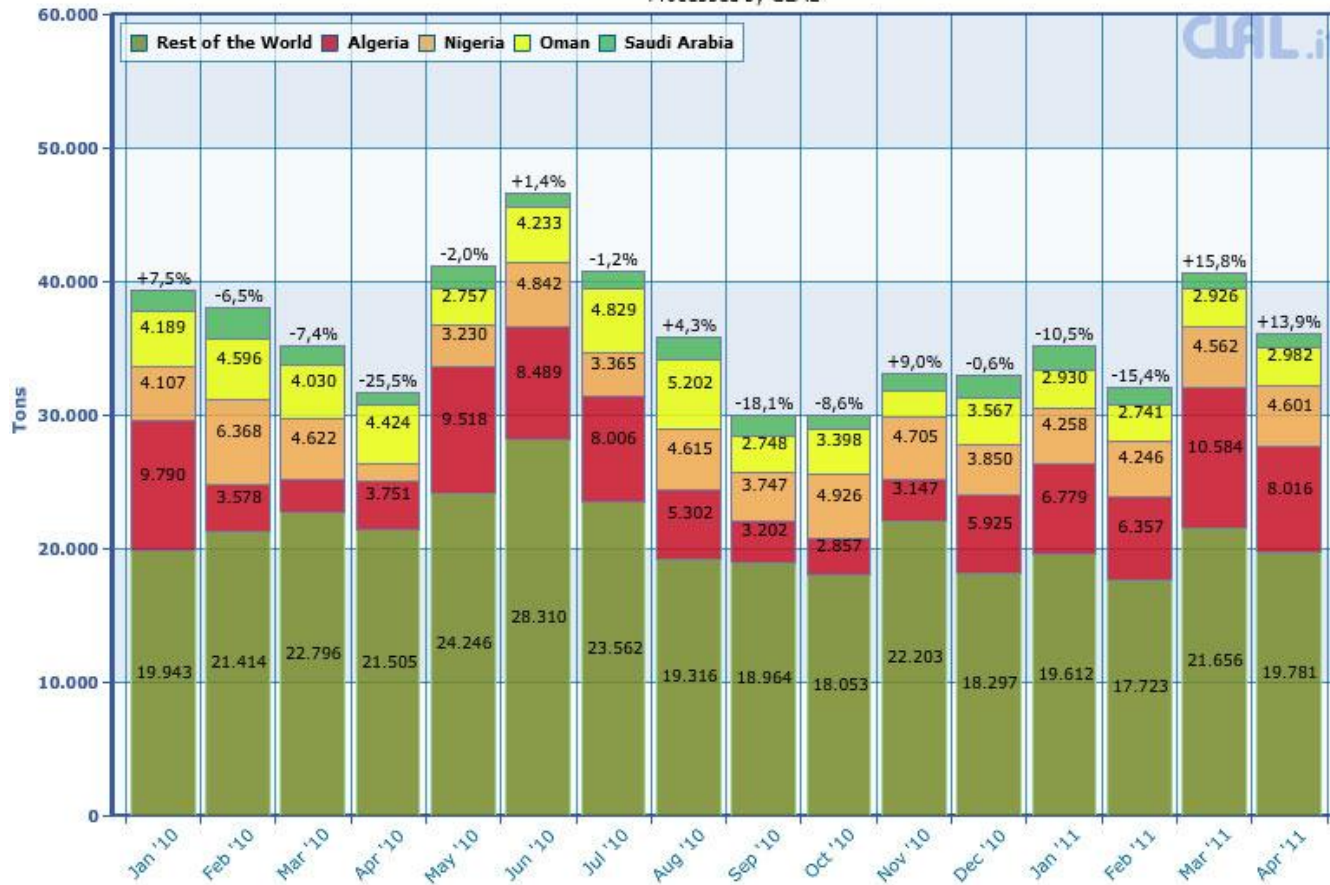
EU-27 comparative overview for SMP stocks, SMP intervention price and SMP market price in Germany

Processed by CLAL



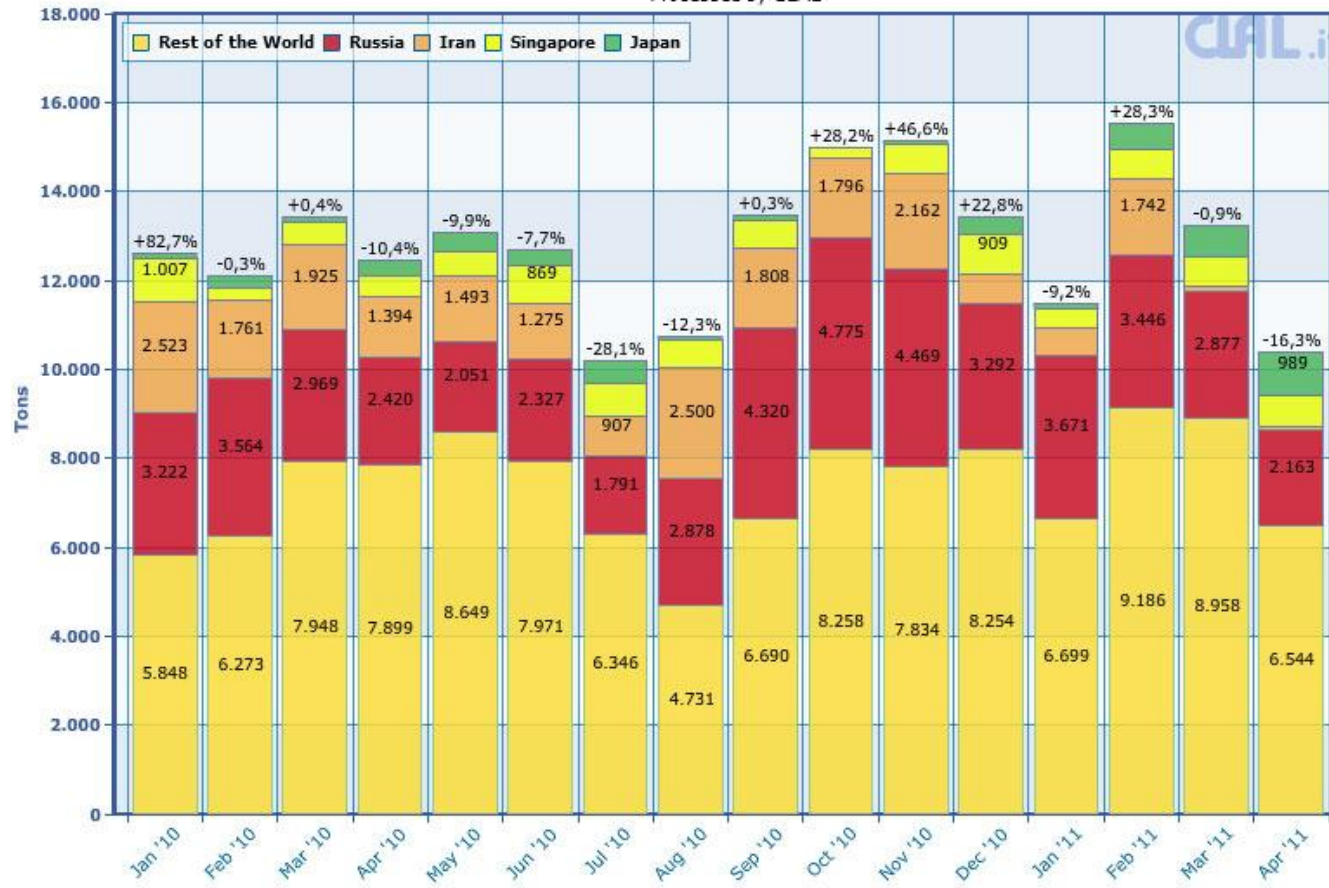
# Focus on WMP Exports outside the EU

EU-27 Monthly WMP trend Exports and main WMP Purchasing Countries  
 (+/- % on the same period of previous year)  
 Processed by CLAL



# Focus on Butter Exports outside the EU

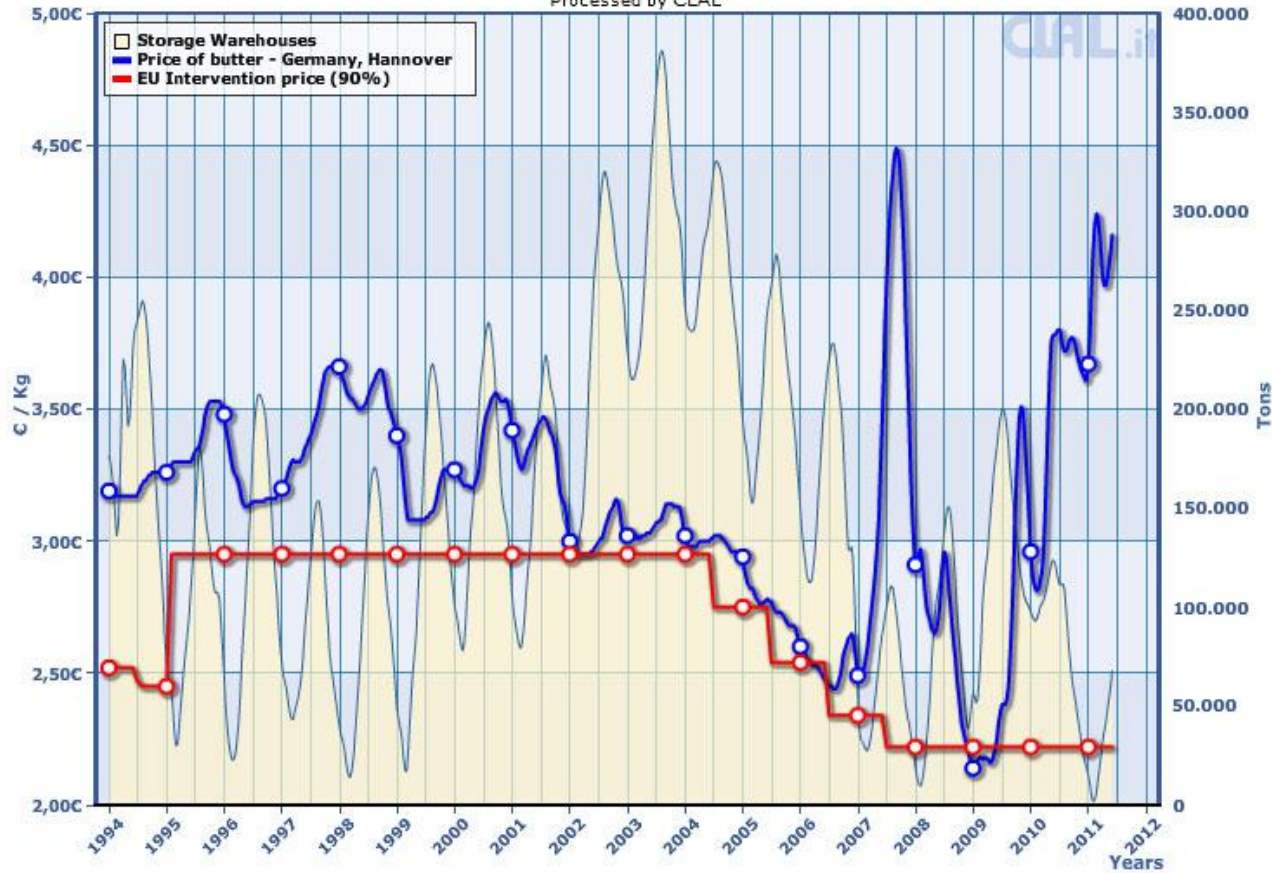
**EU-27 Monthly BUTTER trend Exports and main BUTTER Purchasing Countries**  
 (+/- % on the same period of previous year)  
 Processed by CLAL



# Focus on Butter Stocks

EU-27 comparative overview for BUTTER stocks, SMP intervention price and BUTTER market price in Germany

Processed by CLAL



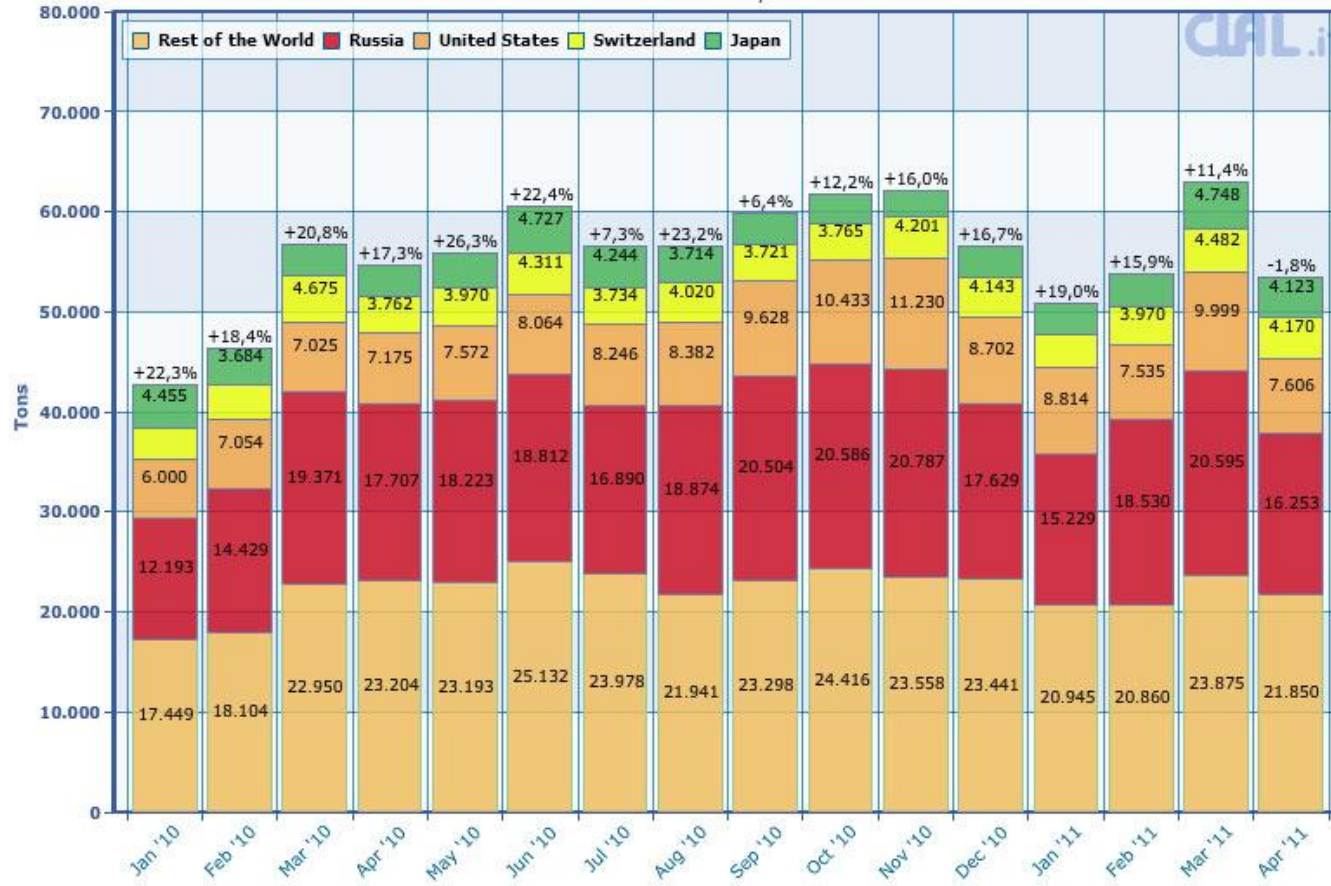


# Focus on Cheese Exports outside the EU

EU-27 Monthly CHEESE trend Exports and main CHEESE Purchasing Countries

( +/- % on the same period of previous year )

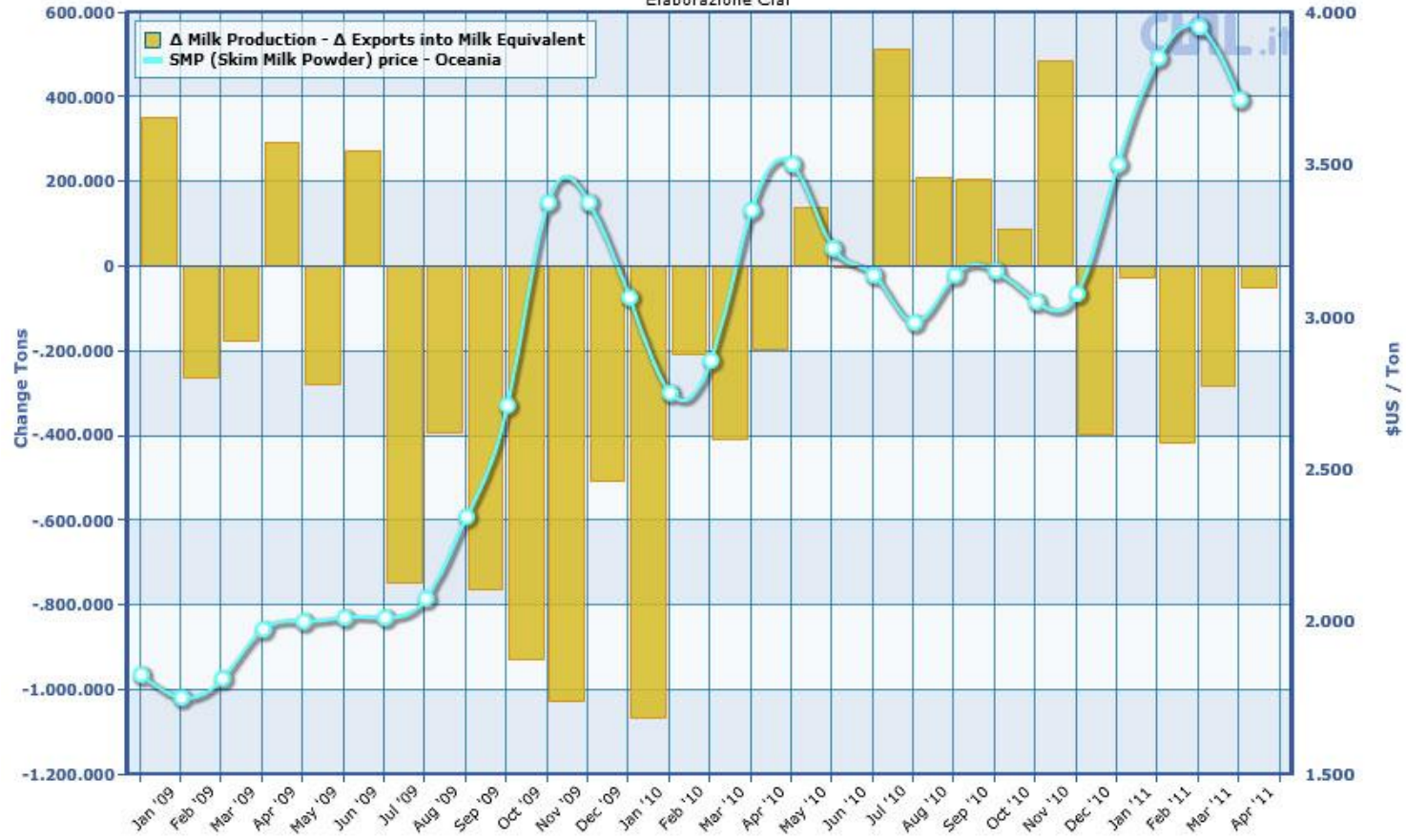
Processed by CLAL



# World Milk Production and World Dairy Exports

**Difference in quantity ( $\Delta$ ) between Milk Production (tons) and Dairy Products Exports converted in Milk Equivalent (tons)**

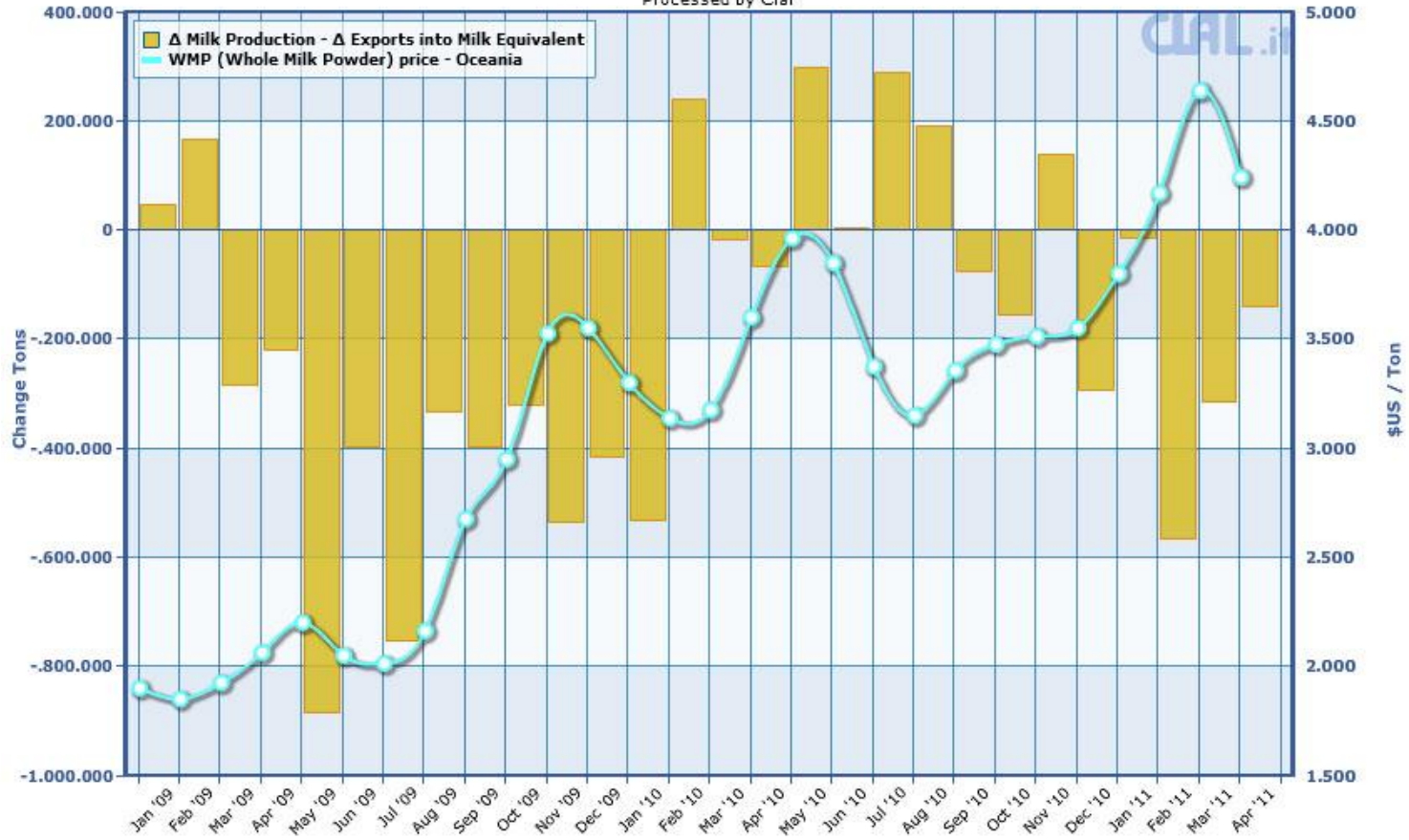
Elaborazione Clal



# Oceania Milk Production and Dairy Exports

OCEANIA: Difference in quantity ( $\Delta$ ) between Milk Production (tons) and Dairy Products Exports in Milk Equivalent (tons)

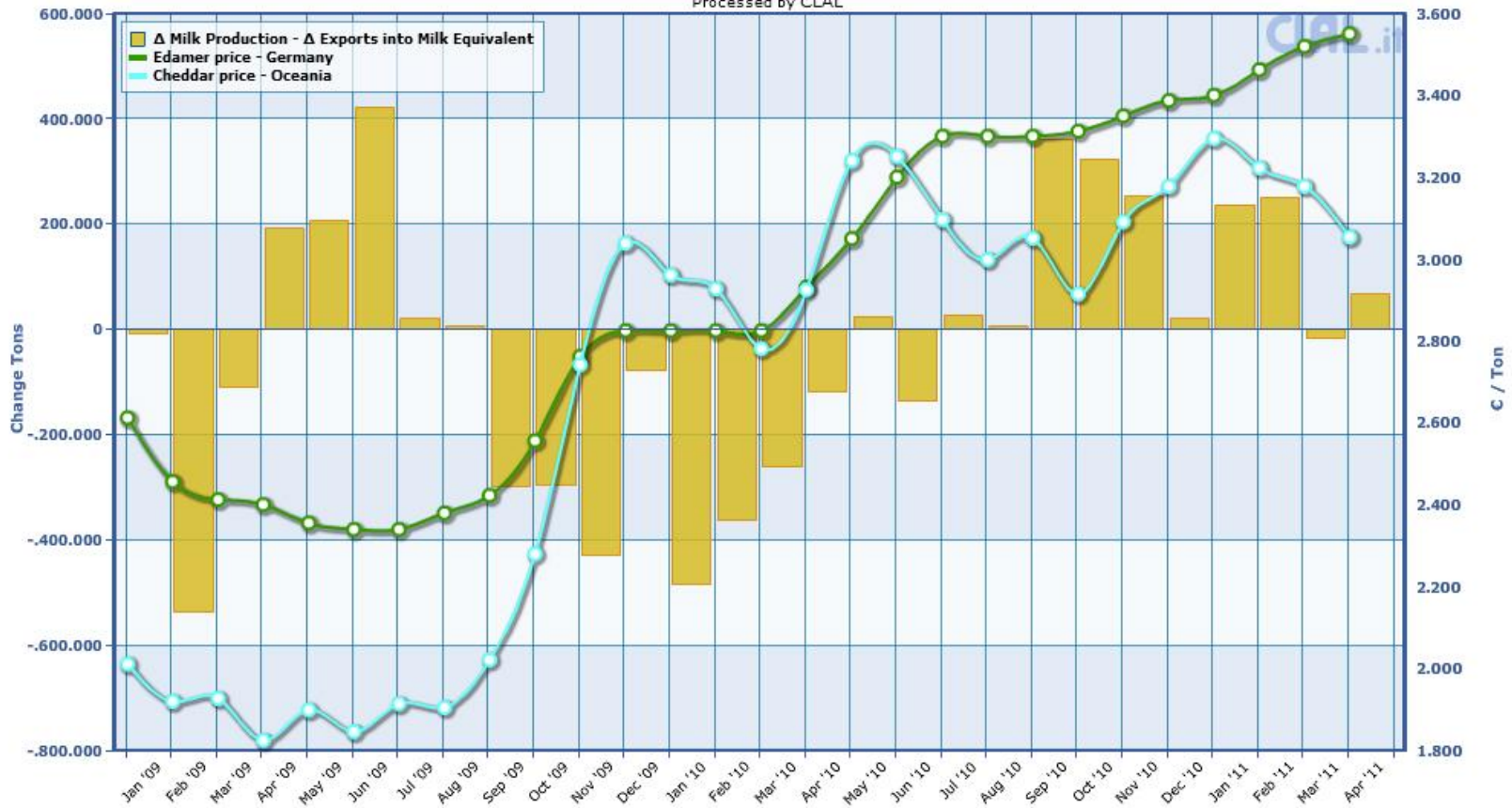
Processed by Clal



# EU-27 Milk Production and Dairy Exports

EU-27: Difference in quantity ( $\Delta$ ) between Milk Production (tons) and Dairy Products Exports in Milk Equivalent (tons)

Processed by CLAL





Thank you!

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