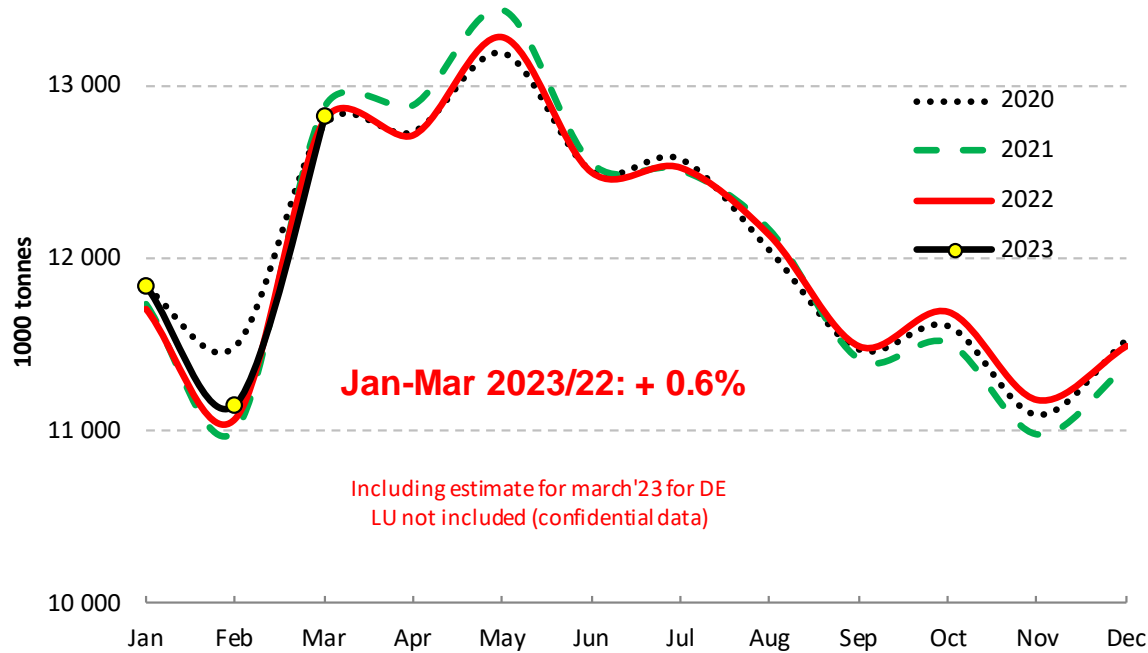




Milk Market Situation

Meeting of TEC EDA
Brussels, 24 May 2023

EU - Cows' milk collected



EU milk deliveries in 2022

Jan	- 0.3%
Feb	+ 0.6%
Mar	- 0.7%
Apr	- 1.5%
May	- 1.4%
Jun	- 0.5%
Jul	+ 0.1%
Aug	- 0.3%
Sep	+ 0.6%
Oct	+ 1.5%
Nov	+ 1.7%
Dec	+ 0.8%

Combined world milk production

- Mar 2023	25.6 mio t	+ 0.2%
- Jan-Mar 2023	73.3 mio t	+ 0.7%

- Variations

Mar 2023

AUS	↓	- 2.8%	Mar 2023
NZ	↗	+ 0.3%	Mar 2023
USA	↗	+ 0.5%	Mar 2023
UK	↗	+ 0.9%	Mar 2023
EU	↗	+ 0.1%	Mar 2023

In 2023

AUS	↓	- 3.5%	(Jan-Mar 2023)
NZ	↗	+ 1.3%	(Jan-Mar 2023)
USA	↗	+ 1.0%	(Jan-Mar 2023)
UK	↗	+ 1.3%	(Jan-Mar 2023)
EU	↗	+ 0.6%	(Jan-Mar 2023)

↑ Mar'23 estimate for EU

Mar 23 compared to Mar 22

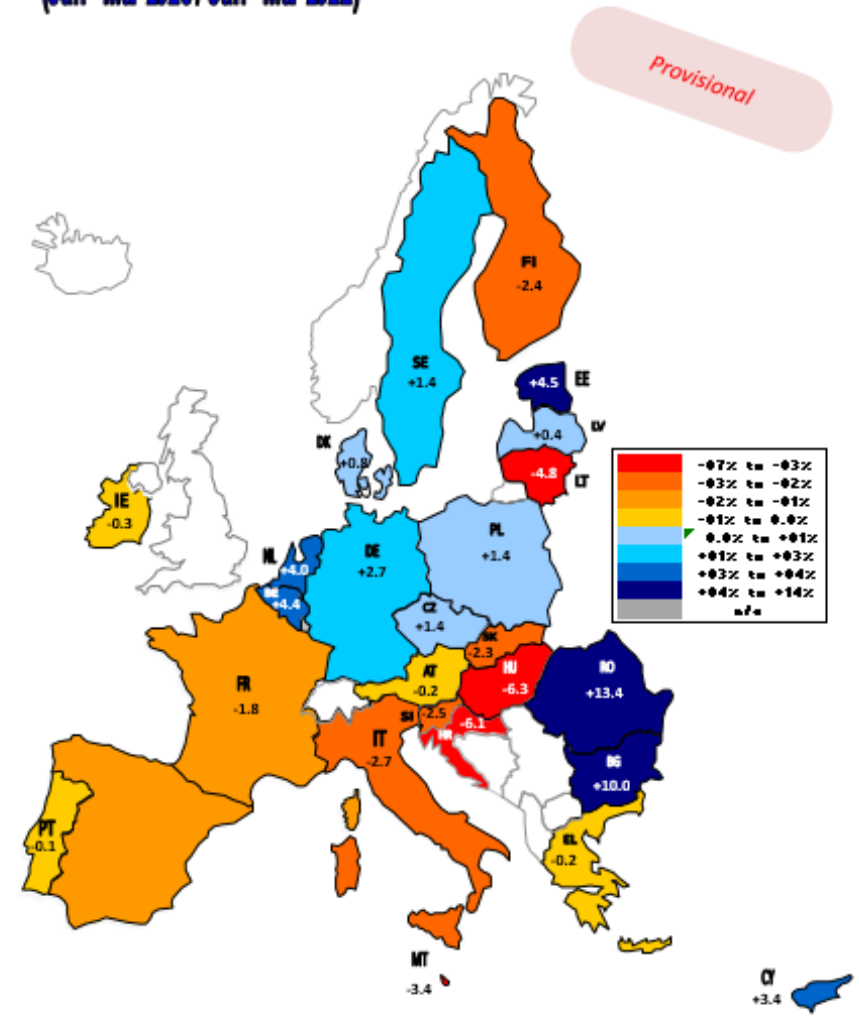
Rank	evolution in %		evolution in 1000 Tons	
	MS	%	MS	Tons
1.	RO	+ 15.0%	DE°	+ 56
2.	BG	+ 14.4%	NL	+ 39
3.	CY	+ 6.4%	PL	+ 17
4.	EE	+ 5.4%	RO	+ 14
5.	BE	+ 3.5%	BE	+ 14
6.	NL	+ 3.3%	BG	+ 8
7.	DE°	+ 2.0%	EE	+ 4
8.	SE	+ 1.5%	SE	+ 4
9.	PL	+ 1.5%	DK	+ 3
10.	LV	+ 0.8%	CZ	+ 2
11.	CZ	+ 0.7%	CY	+ 2
12.	DK	+ 0.5%	LV	+ 1
13.	EL	+ 0.5%	EL	+ 0
14.	PT	+ 0.1%	PT	+ 0
15.	AT	- 0.1%	MT	- 0
16.	ES	- 0.1%	AT	- 0
17.	IE	- 1.8%	ES	- 1
18.	FI	- 2.8%	SI	- 1
19.	SI	- 2.8%	SK	- 2
20.	SK	- 2.8%	HR	- 3
21.	FR	- 3.0%	LT	- 5
22.	IT	- 3.0%	FI	- 5
23.	MT	- 4.3%	HU	- 10
24.	LT	- 4.9%	IE	- 15
25.	HU	- 6.4%	IT	- 36
26.	HR	- 6.8%	FR	- 65
EU		+ 0.1%	EU	+ 18

°: estimates

rem: LU not included (confidential data)

EU Milk Deliveries compared to last period (in %)

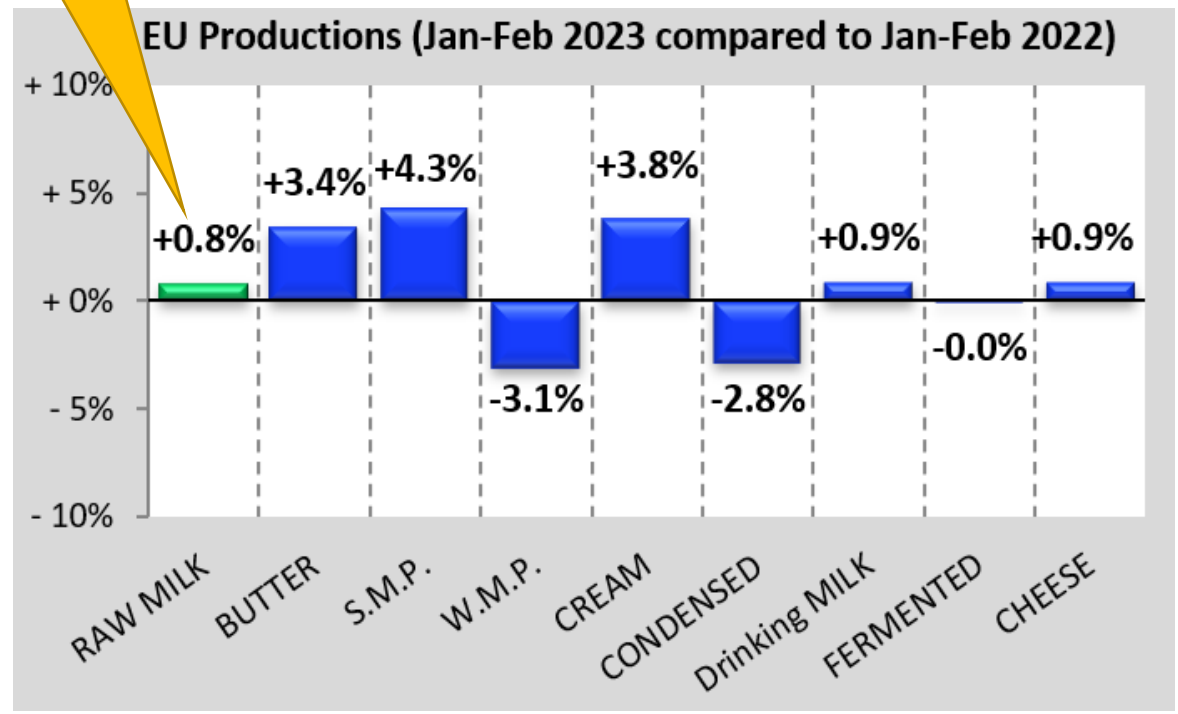
(Jan-Mar 2023 / Jan-Mar 2022)



Source : MS' Communications to Eurostat, FEGA, AGEA, Reg.479/2010.1(a)1

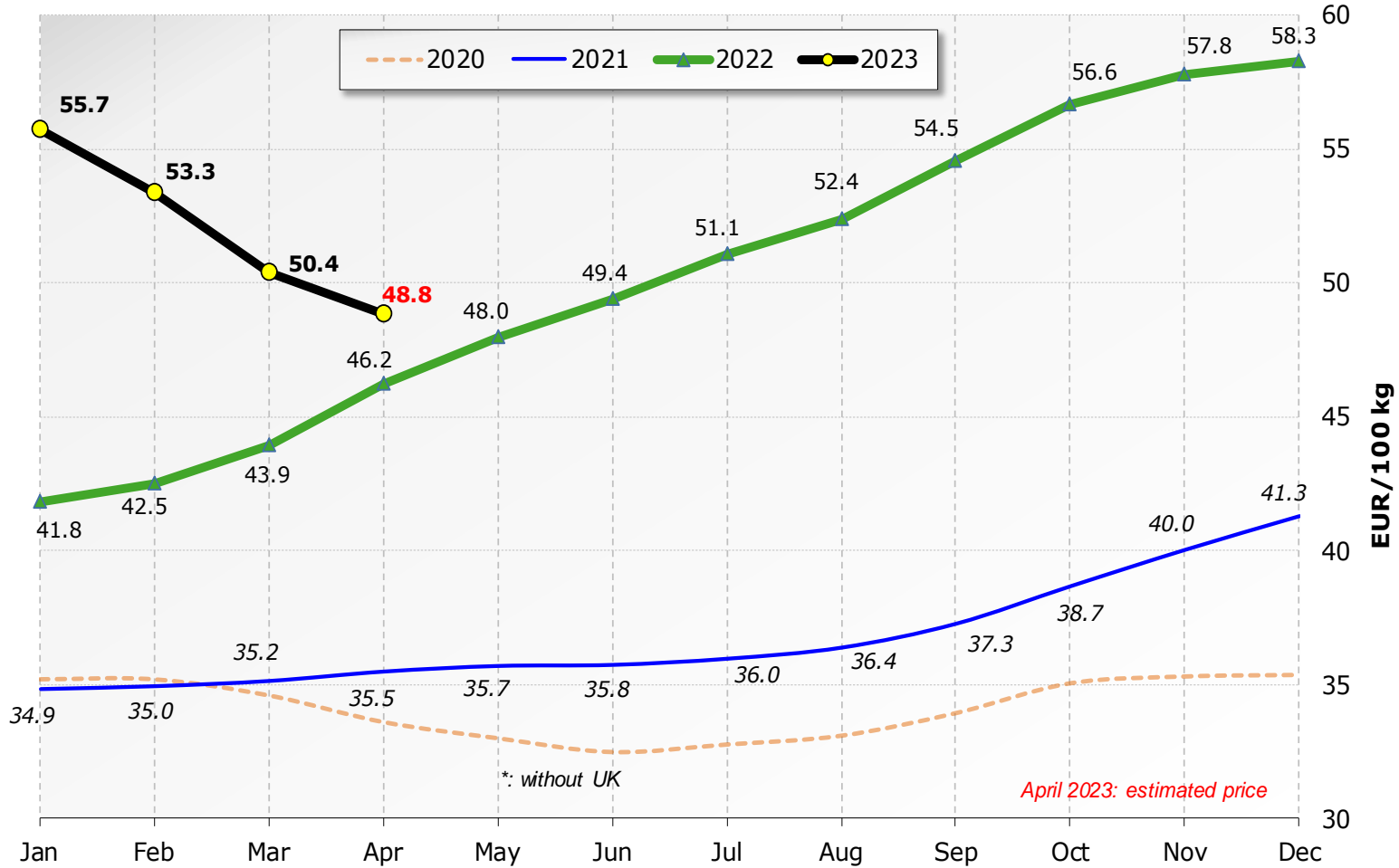
The designations employed and the presentation of material on the map do not imply the expression of any opinion whatsoever on the part of the European Union concerning the legal status of any country, territory or area or of its authorities, or concerning the delimitation of its frontiers or boundaries.

Jan-Mar: **+0.6%**



Milk Prices paid to the Producers

EU* (weight. avg.)



Source : Member States Reg. (EU) No 2017/1185 Article 12(a) - Annex II.4(a))

EU Milk prices ↓

- Mar 2023 **50.4** c/kg

- 5.5% vs Feb 2023
- + 14.7% vs Mar 2022
- + 38.2% vs 5 years average

estimate for IE

- Major variations vs 5 years average:

Top 5	
ES	↑ +74.7%
PT	↑ +73.6%
HU	↑ +64.9%
RO	↑ +59.6%
HR	↑ +49.3%

Bottom 5	
LV	↑ +6.1%
LT	↑ +12.2%
CY	↑ +13.1%
MT	↑ +17.3%
BE	↑ +28.0%

Estimate for Apr 2023:

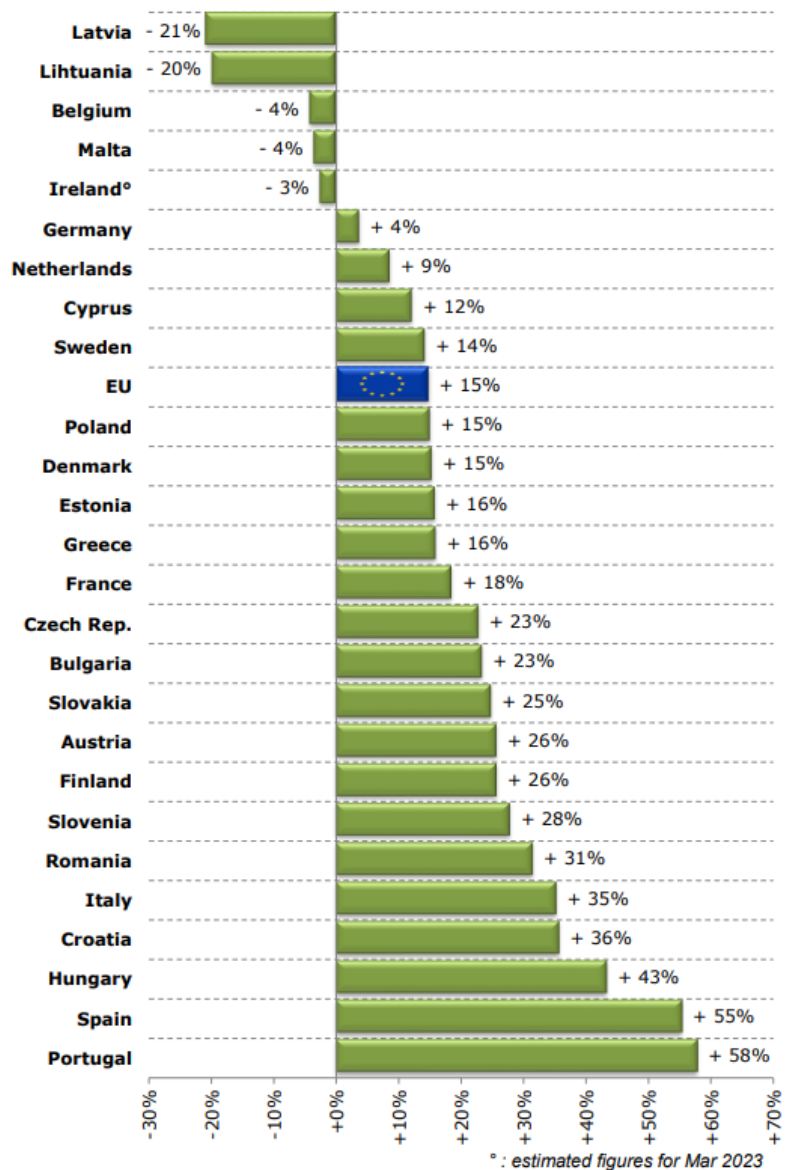
48.8 c/kg

- 3.1% vs Mar 2023

Price of Mar 23 compared to :

	BE	BG	CZ	DK	DE	EE	IE	GR	ES	FR	HR	IT	CY	LV	LT	LU	HU	MT	NL	AT	PL	PT	RO	SI	SK	FI	SE	EU (without UK)
Feb 23	-7.0%	-3.8%	-5.7%	-7.0%	-8.0%	-2.9%	-12.3%	-3.3%	-1.3%	-2.9%	-0.7%	-4.4%	-1.0%	+1.1%	+3.6%	-	-5.8%	+1.2%	-9.8%	-3.2%	-0.8%	-0.4%	-5.8%	-5.3%	-2.5%	+0.3%	-5.5%	-5.5%
Mar 22	-4.2%	+23.3%	+22.8%	+15.3%	+3.7%	+15.8%	-2.6%	+15.9%	+55.4%	+18.5%	+35.7%	+35.3%	+12.2%	-20.9%	-19.8%	-	+43.3%	-3.6%	+8.6%	+25.7%	+15.0%	+57.8%	+31.5%	+27.8%	+24.8%	+25.7%	+14.2%	+14.7%

Raw Milk Price evolution in March 2023 compared to March 2022

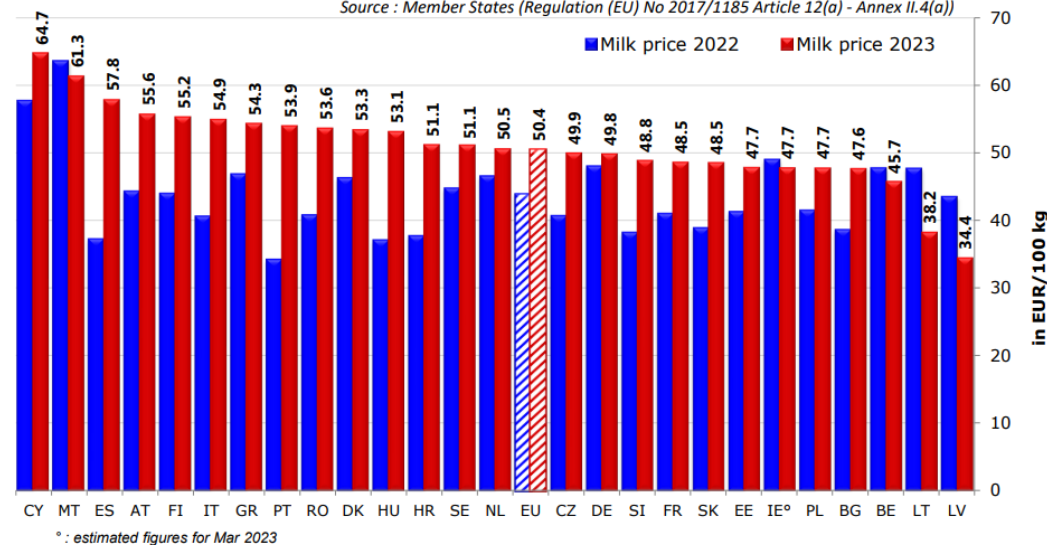


Source : Member States (Reg. (EU) No 2017/1185 Article 12(a) - Annex II.4(a))

EU MILK PRICES

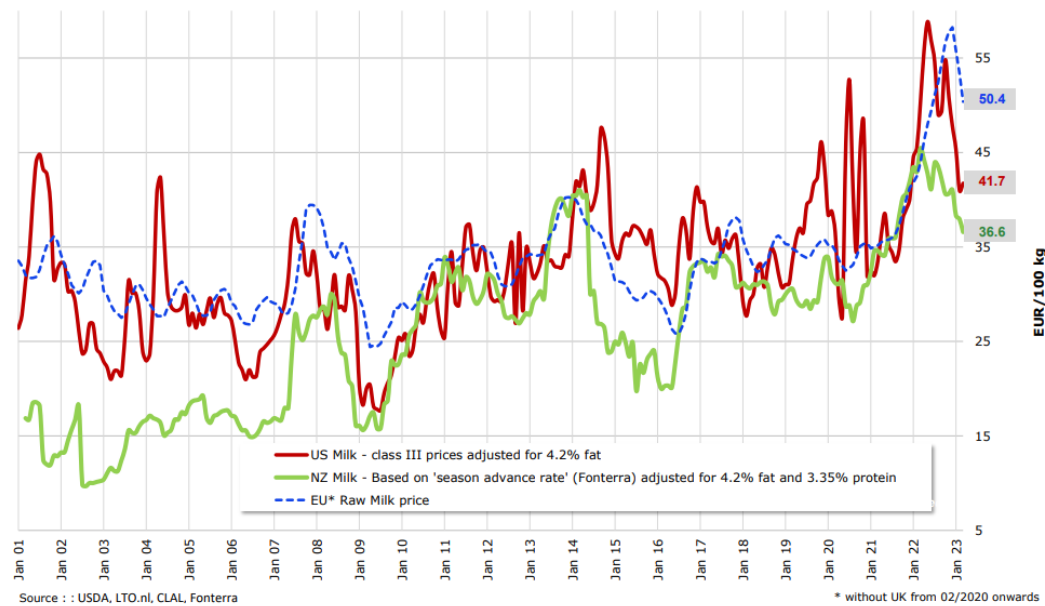
(Mar 2023 vs Mar 2022)

Source : Member States (Regulation (EU) No 2017/1185 Article 12(a) - Annex II.4(a))



US, NZ and EU milk prices up to March 2023

U.S. and New Zealand Milk Prices Evolution



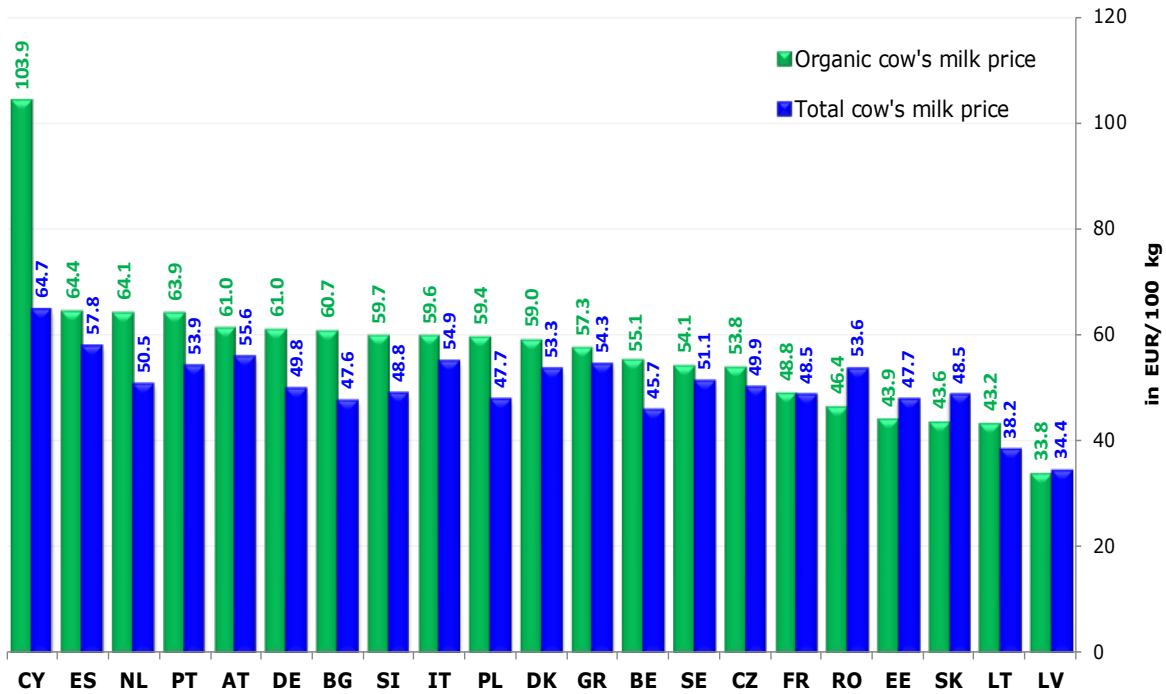
Source : : USDA, LTO.nl, CLAL, Fonterra

EU organic raw milk production & prices

EU Organic cow's milk prices

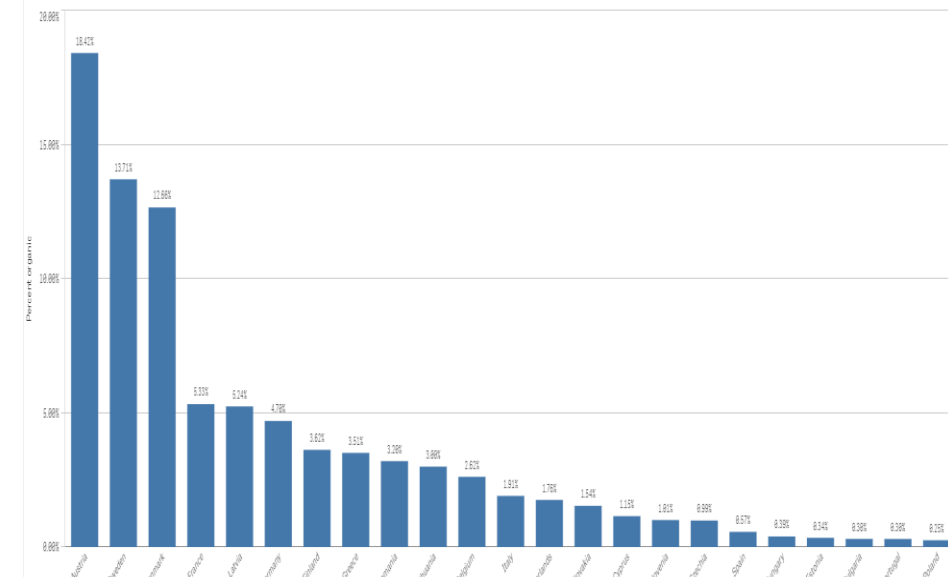
March 2023

Source : Member States (Regulation (EU) No 2017/1185 Article 12(a) - Annex II.4(a))



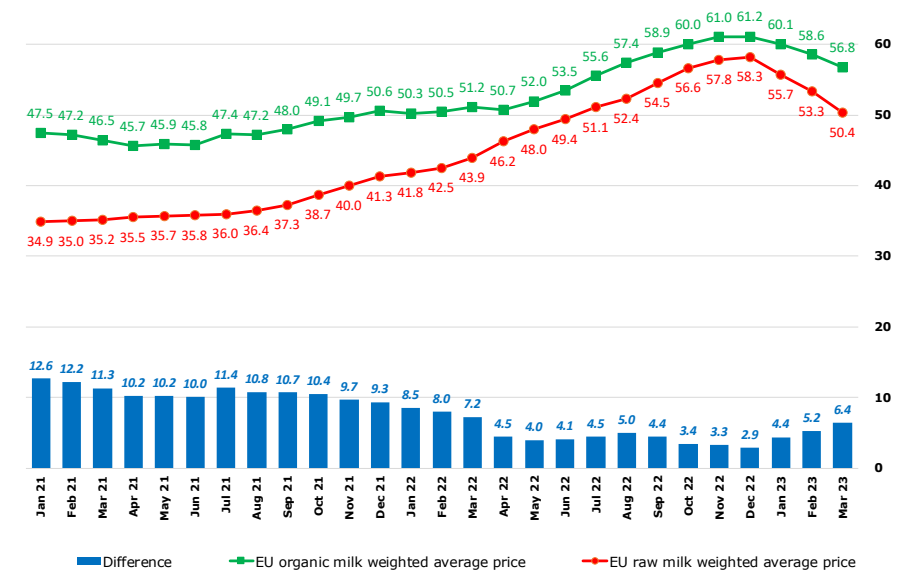
Organic raw cow's milk delivered to dairies as a percentage of total raw cow's milk

For years: 2023 > Months: 03 > All Member States



EU raw milk and organic milk prices

Source : MS' communications under Reg. (EU) No 2017/1185 Article 12(a) - Annex II.4(a)



March 2023:

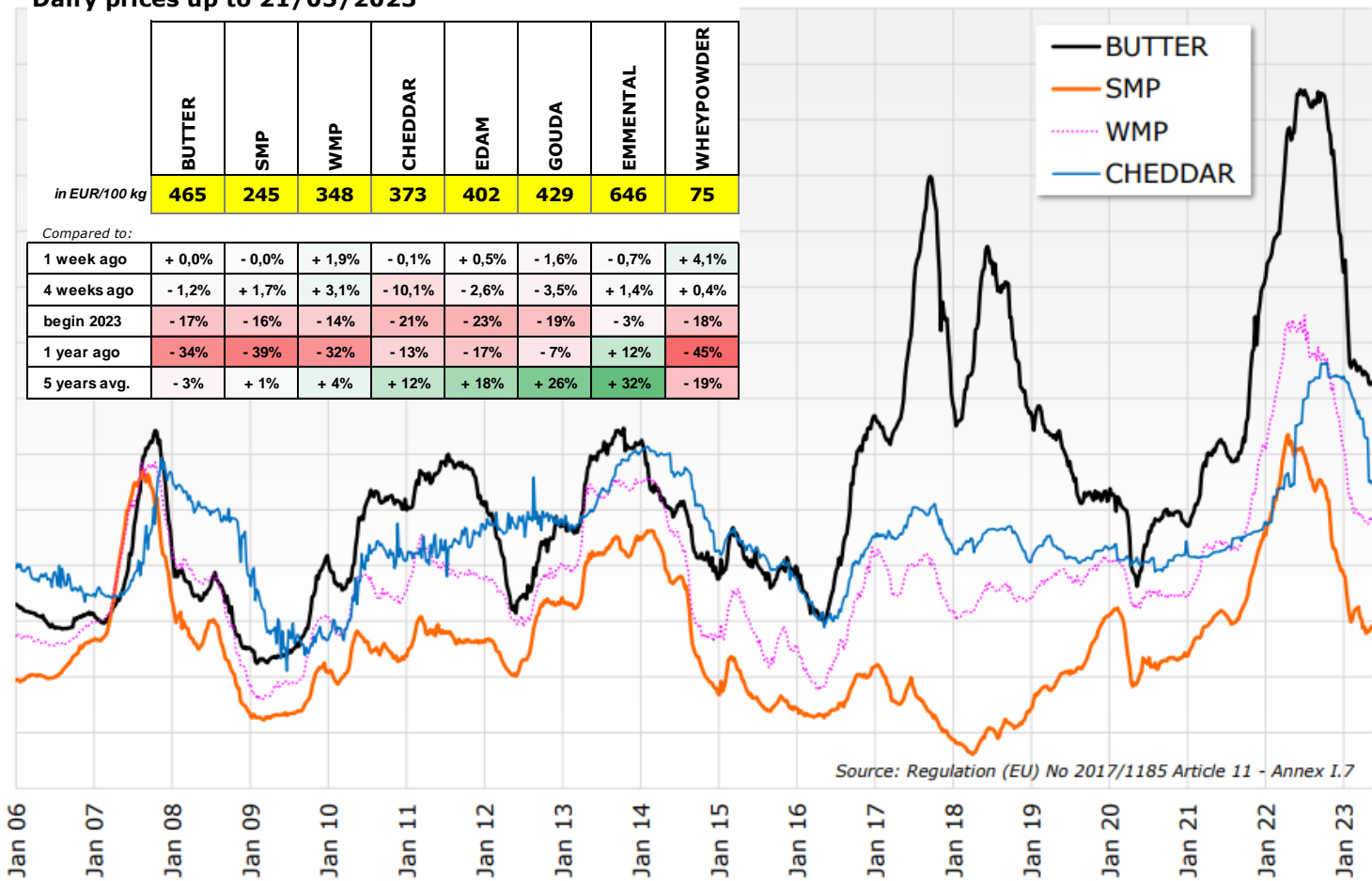
4.0% of the total raw milk collected was organic (based on notifications from 23 MS)

EU evolutive* dairy Quotations

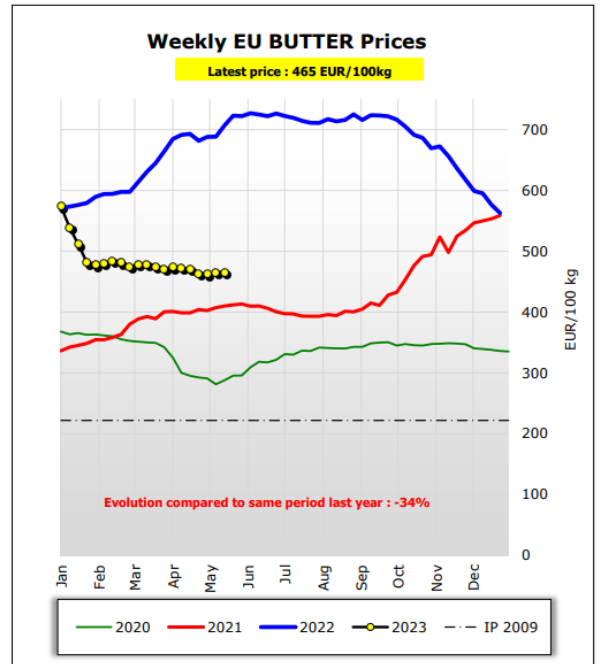
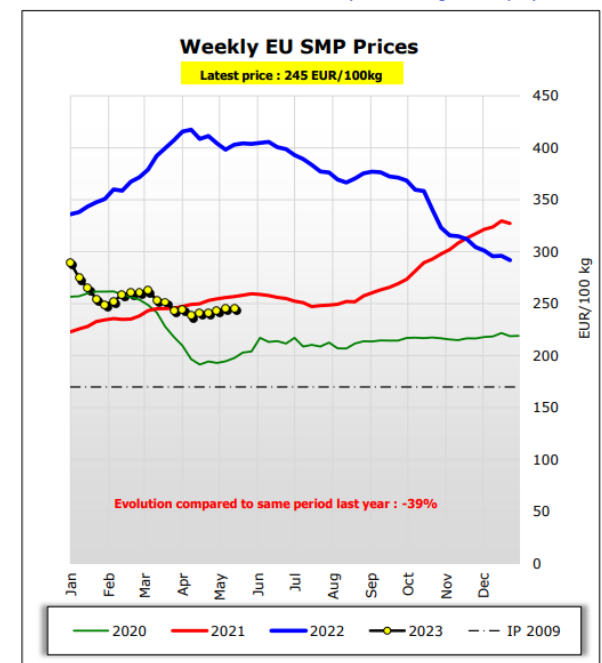
(EU Average Prices based on MS communication and weighted by production)

Dairy prices up to 21/05/2023

	BUTTER	SMP	WMP	CHEDDAR	EDAM	GOUDA	EMMENTAL	WHEYPOWDER
in EUR/100 kg	465	245	348	373	402	429	646	75
Compared to:								
1 week ago	+ 0,0%	- 0,0%	+ 1,9%	- 0,1%	+ 0,5%	- 1,6%	- 0,7%	+ 4,1%
4 weeks ago	- 1,2%	+ 1,7%	+ 3,1%	- 10,1%	- 2,6%	- 3,5%	+ 1,4%	+ 0,4%
begin 2023	- 17%	- 16%	- 14%	- 21%	- 23%	- 19%	- 3%	- 18%
1 year ago	- 34%	- 39%	- 32%	- 13%	- 17%	- 7%	+ 12%	- 45%
5 years avg.	- 3%	+ 1%	+ 4%	+ 12%	+ 18%	+ 26%	+ 32%	- 19%

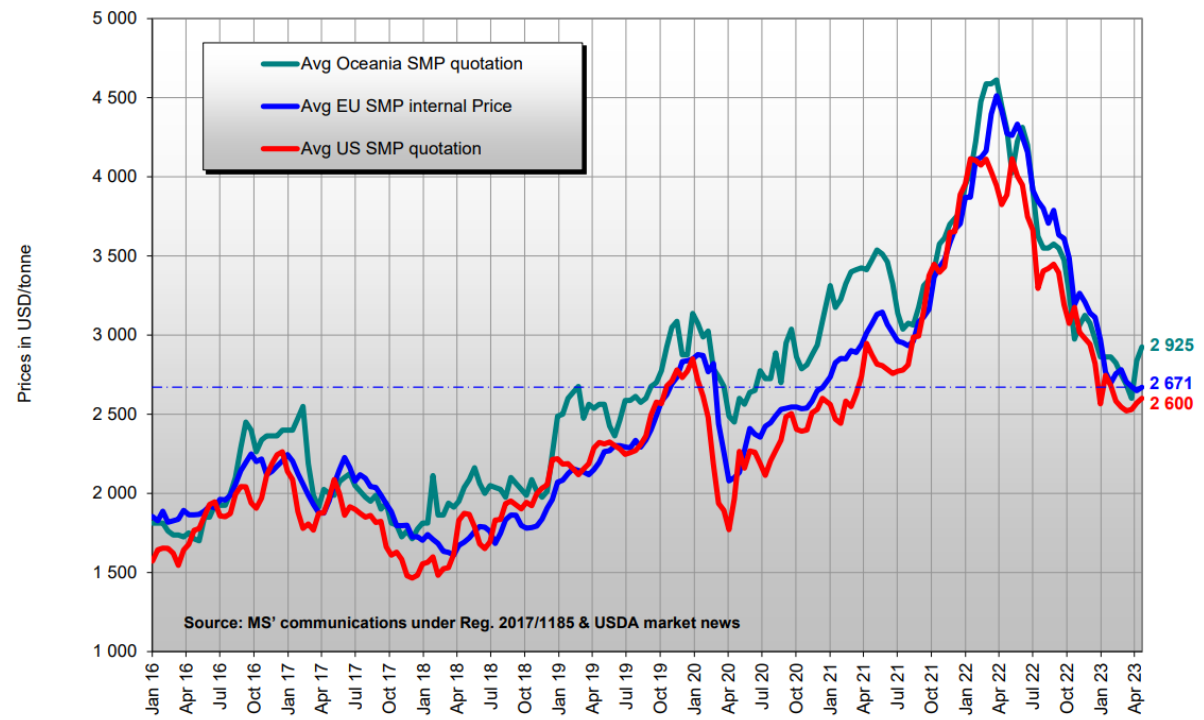


Source: Regulation (EU) No 2017/1185 Article 11 - Annex I.7



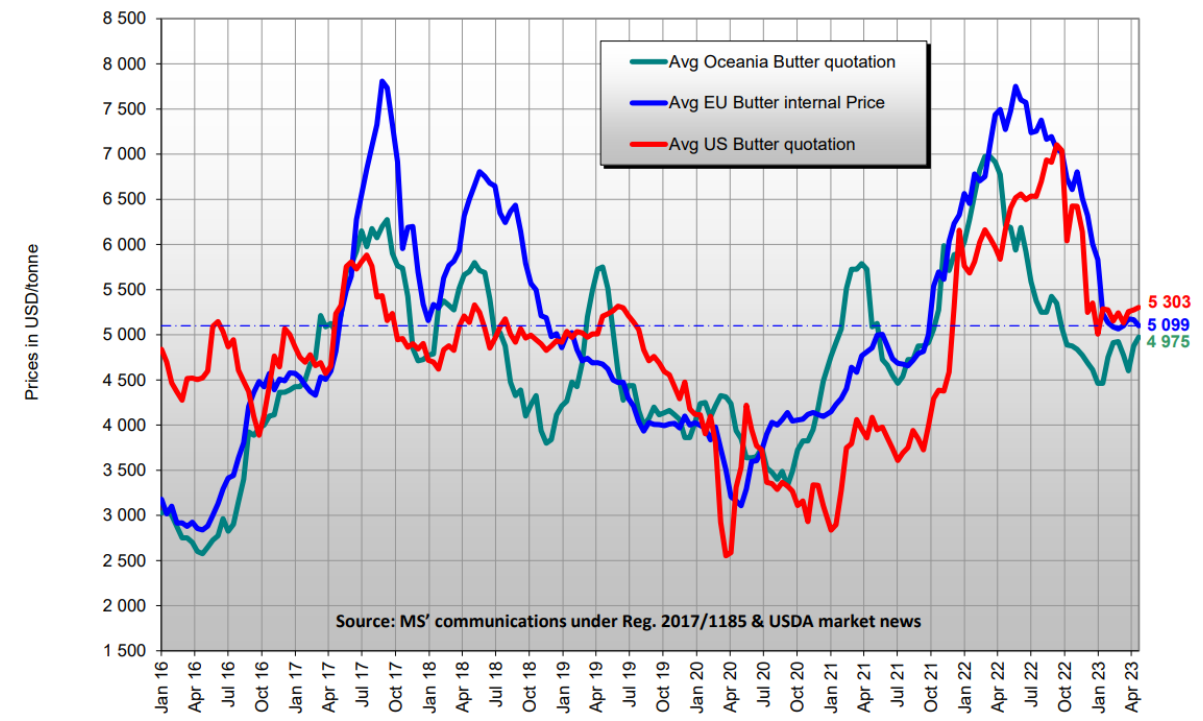
* EU evolutive: EU-15 (before 2004), EU-25 (2004 to 2006), EU-27 (2007 to 2013), EU-28 (2013 to 01/2020), EU-27 without UK (from 02/2020 onwards)

EU*/US/Oceania Quotations of SMP



* EU evolutive

EU*/US/Oceania Quotations of Butter



* EU evolutive

EU AGRIFOOD EXPORTS – PRODUCT CATEGORIES WITH MOST IMPORTANT CHANGES (million EUR)

AGRI-FOOD CATEGORIES	yearly data			monthly data			
	2021	2022	Share 2022	Jan22	Jan23	Difference	
TOTAL AGRIFOOD	198 141	229 304	100%	15 691	18 028	2 336	15%
Cereal preparations and milling products	18 814	22 930	10%	1 510	1 940	430	28%
Dairy products	16 990	20 400	9%	1 345	1 597	252	19%
Preparations of fruit, nuts and vegetables	8 415	10 496	5%	696	910	215	31%
Vegetable oils (oilseeds and palm)	2 810	4 023	2%	223	407	184	83%
Confectionery and chocolate	8 885	10 266	4%	703	875	172	24%
Wine and wine based products	16 641	18 255	8%	1 105	1 116	11	1%
Sheep and goat	578	679	0%	39	47	8	21%
Non-edible for technical use	4 171	4 810	2%	382	375	- 7	-2%
Spirits and liqueurs	8 413	9 744	4%	644	637	- 8	-1%
Sugar and isoglucose	596	619	0%	60	51	- 9	-15%
Other products	111 827	127 082	55%	8 985	10 073	1 088	12%

AGRI-FOOD TRADE BALANCE (MILLION EUR)

TRADE BALANCE			
PRODUCT/PERIOD	Exports Jan23	Imports Jan23	Trade balance Jan23
million EUR			
TOTAL AGRIFOOD	18 028	13 775	4 253
Cereal preparations and milling products	1 940	496	1 444
Mixed food preparations and ingredients	1 158	164	994
Wine and wine based products	1 116	205	911
Dairy products	1 597	724	873
Confectionery and chocolate	875	173	702
Beer, cider and other beverages	862	180	682
Cereals	1 154	535	619
Preparations of fruit, nuts and vegetables	910	294	616
Pet food and forage crops	688	134	554
Coffee, tea, cocoa and spices	630	150	481
Tobacco, cigars and cigarettes	562	87	476
Spirits and liqueurs	637	198	439
Vegetables	781	371	410
Non-edible for technical use	375	30	345
Horticulture	346	47	298
Fruit and nuts	514	315	199
Olives and olive oil	377	247	131
Unspecified	86	0	86
Vegetable oils (oilseeds and palm)	407	475	- 68
Other animal products	630	700	- 69
Oilseeds and protein crops	252	486	- 235
Margarine and other oils and fats (vegetable)	189	445	- 257
Sugar and isoglucose	51	391	- 341
Pigmeat	1 057	1 752	- 695
Poultry and eggs	465	1 702	-1 238
Sheep and goat	47	1 343	-1 296
Beef and veal	322	2 130	-1 808
Fish and fish products	676	2 635	-1 959
TOTAL AGRIFOOD AND FISH	18 704	16 410	2 294

EU Exports of Dairy products - Main destinations

Source : COMEXT

FULL YEARS

Quantity in Tonnes

EU EXPORTS of BUTTER - main destinations					
Qty Tons	2020	2021	2022		
United Kingdom	59 457	44 063	58 427	↑	+ 33%
USA	37 676	41 811	40 370	↔	- 3%
China	14 635	16 315	11 371	↓	- 30%
South Korea	7 700	10 675	10 653	↔	- 0%
Saudi Arabia	17 728	9 436	9 016	↔	- 4%
Switzerland	5 743	3 558	7 873	↑	+ 121%
U.A.Emirates	6 210	4 843	5 638	↑	+ 16%
Indonesia	3 191	3 651	5 343	↑	+ 46%
Taiwan	5 117	5 342	5 059	↓	- 5%
Singapore	6 410	6 129	4 945	↓	- 19%
Morocco	10 168	9 016	3 392	↓	- 62%
Other	86 995	70 198	57 767	↓	- 18%
TOTAL	261 030	225 037	219 854	↔	- 2%

EU EXPORTS of CHEESES - main destinations					
Qty Tons	2020	2021	2022		
United Kingdom	493 277	425 237	421 690	↔	- 1%
USA	117 749	132 951	129 061	↔	- 3%
Japan	128 049	118 334	110 247	↓	- 7%
Switzerland	69 216	72 632	70 809	↔	- 3%
South Korea	53 014	49 074	59 360	↑	+ 21%
Saudi Arabia	42 405	42 719	44 672	↔	+ 5%
Ukraine	46 670	53 212	33 193	↓	- 38%
China	26 801	38 418	29 747	↓	- 23%
Canada	24 411	26 033	26 339	↔	+ 1%
Australia	27 163	27 470	26 042	↓	- 5%
Libya	15 831	20 582	22 046	↑	+ 7%
Other	357 175	378 493	361 153	↔	- 5%
TOTAL	1 401 761	1 385 156	1 334 359	↔	- 4%

EU EXPORTS of SMP - main destinations					
Qty Tons	2020	2021	2022		
Algeria	118 551	89 047	112 442	↑	+ 26%
China	121 462	125 141	83 681	↓	- 33%
Indonesia	45 044	64 505	42 926	↓	- 33%
Egypt	43 711	36 016	40 887	↑	+ 14%
Nigeria	43 651	45 443	34 071	↓	- 25%
Philippines	41 435	49 945	33 569	↓	- 33%
Yemen	29 029	29 743	31 093	↔	+ 5%
Malaysia	41 116	40 468	26 316	↓	- 35%
Saudi Arabia	29 726	23 457	25 780	↑	+ 10%
Morocco	7 560	10 574	25 461	↑	+ 141%
Vietnam	20 558	19 917	20 336	↔	+ 2%
Other	289 183	253 800	234 158	↓	- 8%
TOTAL	831 026	788 054	710 721	↓	- 10%

EU EXPORTS of WMP - main destinations					
Qty Tons	2020	2021	2022		
Oman	47 698	39 118	50 856	↑	+ 30%
China	16 085	22 521	21 822	↔	- 3%
United Kingdom	30 440	18 430	15 958	↓	- 13%
Kuwait	15 896	5 446	13 806	↑	+ 154%
Dominican R.	9 717	6 509	7 802	↑	+ 20%
Algeria	38 062	16 470	7 358	↓	- 55%
Saudi Arabia	7 950	6 942	6 617	↔	- 5%
Senegal	7 744	10 882	6 228	↓	- 43%
Singapore	7 670	8 172	5 368	↓	- 34%
Bangladesh	4 508	7 149	4 683	↓	- 34%
Ivory Coast	3 976	5 719	3 871	↓	- 32%
Other	155 082	151 062	91 592	↓	- 39%
TOTAL	344 829	298 421	235 961	↓	- 21%

EU Exports of Dairy products - Main destinations (including UK)

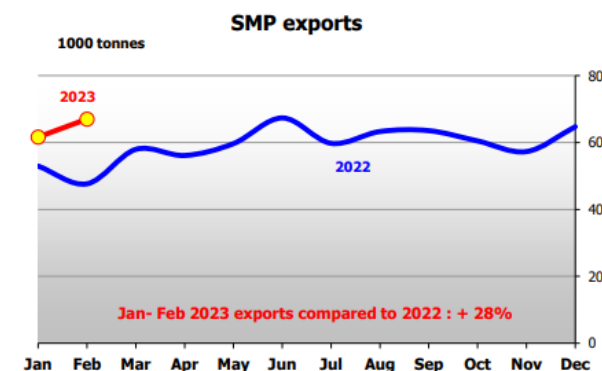
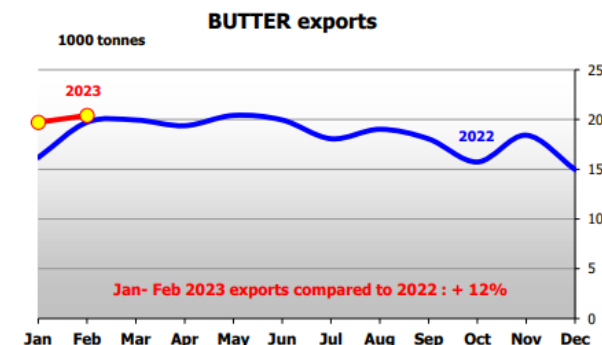
Source : COMEXT

Period : January-February

Quantity in Tonnes

EU EXPORTS of BUTTER - main destinations				
Period : January-February				
Qty Tons	2021	2022	2023	
United Kingdom	3 769	7 332	6 367	↓ -13%
USA	4 260	4 571	9 175	↑ +101%
China	3 005	2 650	1 800	↓ -32%
South Korea	1 094	2 176	2 035	↓ -6%
Indonesia	469	1 859	753	↓ -59%
Morocco	617	1 304	1 623	↑ +24%
Saudi Arabia	1 795	1 266	1 201	↓ -5%
Egypt	980	1 079	531	↓ -51%
U.A.Emirates	871	1 003	902	↓ -10%
Taiwan	980	959	658	↓ -31%
Other	12 143	11 703	15 084	↑ +29%
TOTAL	29 983	35 902	40 129	↑ +12%

EU EXPORTS of CHEESES - main destinations				
Period : January-February				
Qty Tons	2021	2022	2023	
United Kingdom	48 736	57 832	60 995	↑ +5%
USA	15 493	17 708	17 098	↓ -3%
Japan	18 152	17 641	13 190	↓ -25%
Switzerland	10 984	10 587	10 623	→ +0%
Ukraine	7 311	8 118	4 411	↓ -46%
Saudi Arabia	8 813	7 929	7 129	↓ -10%
South Korea	8 490	7 161	7 779	↑ +9%
China	6 800	6 605	3 732	↓ -43%
Australia	4 744	4 662	4 623	→ -1%
Morocco	3 395	4 185	4 616	↑ +10%
Other	60 814	63 542	62 670	↓ -1%
TOTAL	193 733	205 969	196 867	↓ -4%

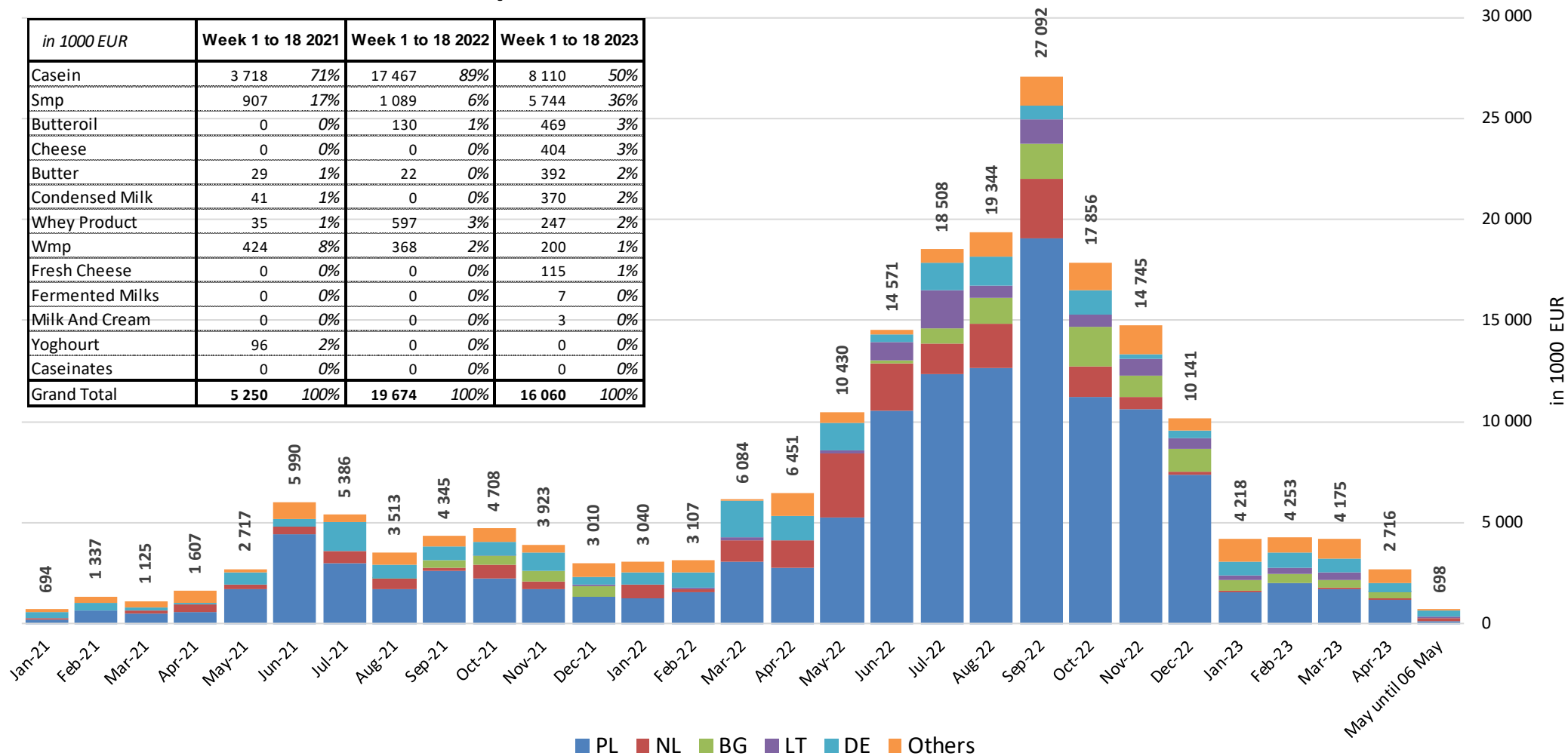


EU EXPORTS of SMP - main destinations				
Period : January-February				
Qty Tons	2021	2022	2023	
China	14 997	11 458	17 472	↑ +52%
Indonesia	9 662	11 147	3 873	↓ -65%
Algeria	13 676	9 121	22 036	↑ +142%
Egypt	7 966	7 742	10 135	↑ +31%
Yemen	10 556	5 117	5 698	↑ +11%
Nigeria	5 463	4 873	4 916	→ +1%
Malaysia	5 911	4 762	3 253	↓ -32%
Morocco	1 277	3 864	5 990	↑ +55%
Philippines	8 225	3 777	3 984	↑ +5%
Vietnam	3 619	3 278	5 307	↑ +62%
Other	45 784	35 465	45 964	↑ +30%
TOTAL	127 137	100 605	128 627	↑ +28%

EU EXPORTS of WMP - main destinations				
Period : January-February				
Qty Tons	2021	2022	2023	
Oman	11 045	11 594	7 729	↓ -33%
China	2 890	3 527	1 966	↓ -44%
United Kingdom	2 221	2 339	2 378	→ +2%
Senegal	1 062	2 105	1 470	↓ -30%
Dominican R.	1 362	1 478	2 039	↑ +38%
Saudi Arabia	1 332	1 309	1 327	→ +1%
Yemen	1 769	1 192		↓ -100%
Nigeria	2 791	1 118	1 013	↓ -9%
Bangladesh	999	1 083	487	↓ -55%
Ivory Coast	1 104	929	166	↓ -82%
Other	23 655	15 822	14 402	↓ -9%
TOTAL	50 231	42 495	32 976	↓ -22%

EU Imports of Milk Products from Ukraine (in 1000 EUR)

in 1000 EUR	Week 1 to 18 2021		Week 1 to 18 2022		Week 1 to 18 2023	
Casein	3 718	71%	17 467	89%	8 110	50%
Smp	907	17%	1 089	6%	5 744	36%
Butteroil	0	0%	130	1%	469	3%
Cheese	0	0%	0	0%	404	3%
Butter	29	1%	22	0%	392	2%
Condensed Milk	41	1%	0	0%	370	2%
Whey Product	35	1%	597	3%	247	2%
Wmp	424	8%	368	2%	200	1%
Fresh Cheese	0	0%	0	0%	115	1%
Fermented Milks	0	0%	0	0%	7	0%
Milk And Cream	0	0%	0	0%	3	0%
Yoghourt	96	2%	0	0%	0	0%
Caseinates	0	0%	0	0%	0	0%
Grand Total	5 250	100%	19 674	100%	16 060	100%



CHINA IMPORTS (Jan-Feb 2023 compared to 2022)

