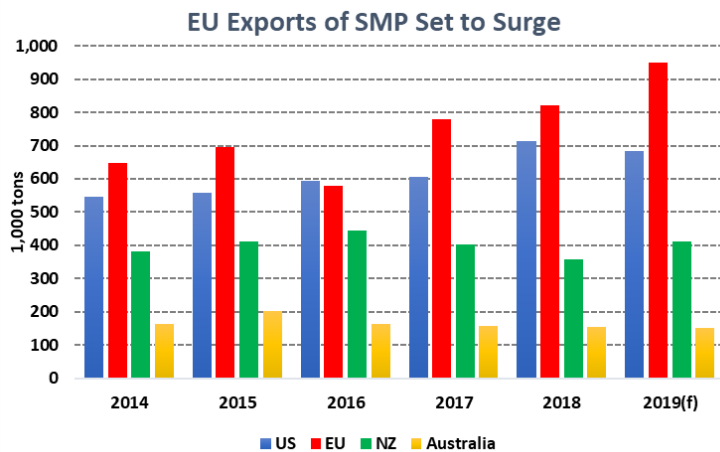




# Dairy: World Markets and Trade

Although U.S. exports of skimmed milk powder (SMP) grew at an annual pace of 7 percent from 2014 through 2018, the trade challenges facing U.S. exporters along with strong competition are expected to lead to a 4 percent drop in shipments for 2019.

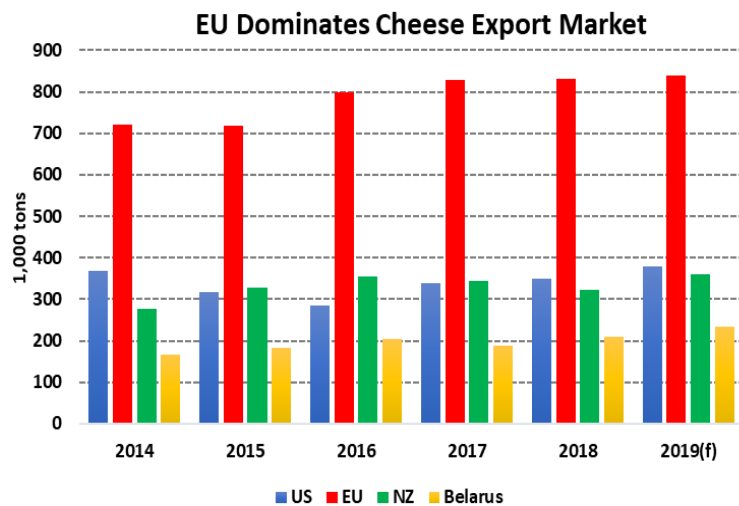


In contrast, European Union (EU) shipments are booming in the first four months of this year they were up by nearly one third over last year. This led to sharp drawdown of intervention stocks which totaled 175,000 tons at the end 2018 and are now at zero. EU exports of SMP are expected slow in the second half of the year but for the year are set to increase by 16 percent over 2018 to reach a record 950,000 tons. While Algeria remains a principal destination, the EU is making

inroads into such key Asian markets as China and Indonesia which in 2018 were ranked as the second and third largest global import markets for SMP.

In the cheese market, prospects for U.S. exporters have improved markedly particularly with the recent removal of Mexican retaliatory tariffs. U.S. exports of cheese in 2019 are slated to grow by 8 percent over last year.

Nevertheless, the EU remains a dominant competitor and its recent free trade agreements (FTAs) with Mexico and Japan will further intensify competition. In 2018, Japan was third largest export market for U.S. cheese and the primary market for U.S. cheddar. As the import tariffs for such EU cheeses as cheddar are gradually phased-out (over 16 years) under the FTA, U.S. importers will face the challenge of a 30 percent import tariff. This year, Japanese imports of EU cheese in the January-May period are up 18 percent year-over-year (YOY).



# Dairy Production and Trade Developments

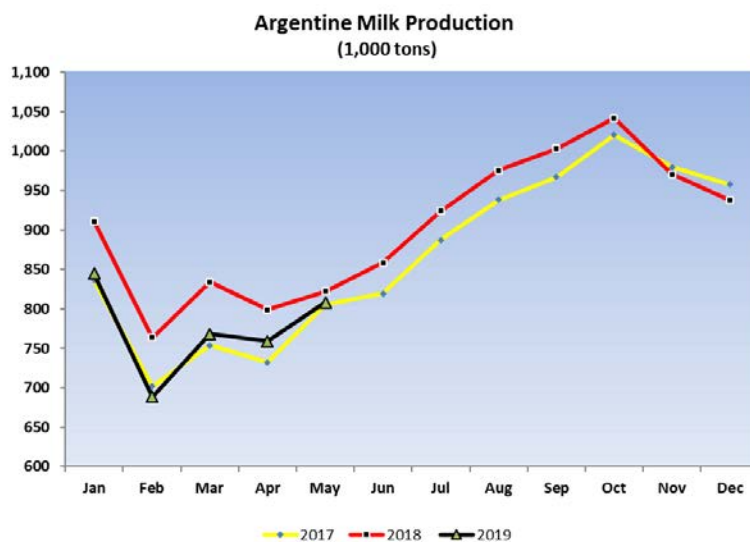
## Milk Production Summary for Major Exporters (Million Tons)

|                             | 2018  | Dec. 2019 Forecast | Revised 2019 Forecast | 2019 Forecast Change |
|-----------------------------|-------|--------------------|-----------------------|----------------------|
| <b>Argentina</b>            | 10.8  | 11.4               | 10.8                  | <b>-5%</b>           |
| <b>Australia</b>            | 9.3   | 9.3                | 8.6                   | <b>-8%</b>           |
| <b>EU-28</b>                | 154.6 | 156.2              | 156.0                 | <b>0%</b>            |
| <b>New Zealand</b>          | 22.0  | 22.2               | 22.3                  | <b>0%</b>            |
| <b>United States</b>        | 98.7  | 100.1              | 99.0                  | <b>-1%</b>           |
| <b>Major Exporter Total</b> | 295.4 | 299.2              | 296.7                 | <b>-1%</b>           |

Note: Data is rounded.

### Fluid Milk:

- The 2019 milk production forecast for **Argentina** is revised down by 5 percent from December's forecast to 10.8 million tons due to the negative impact of high temperature and humidity levels that prevailed during the early part of this year. These conditions persisted through April and cumulative milk production was lagging last year's to-date pace by nearly 8 percent. Since May conditions have improved and for the balance of the year, soil moisture levels and normal temperatures are expected to continue ensuring adequate feed supplies. Although high inflation and interest rates



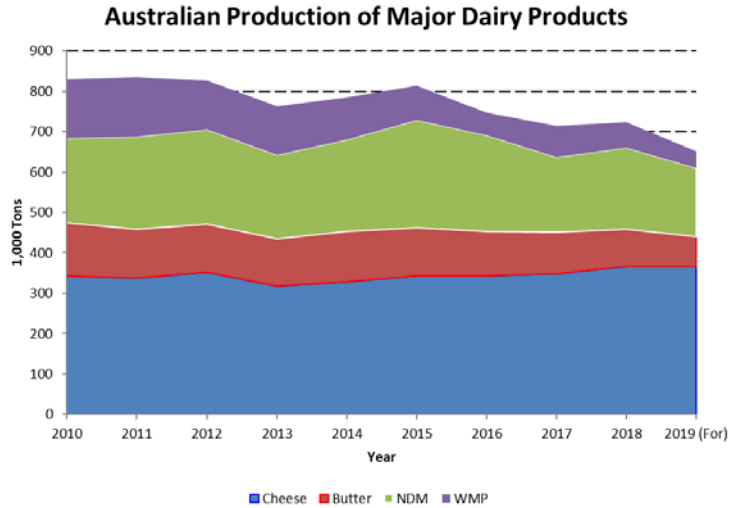
and humidity levels that prevailed during the early part of this year. These conditions persisted through April and cumulative milk production was lagging last year's to-date pace by nearly 8 percent. Since May conditions have improved and for the balance of the year, soil moisture levels and normal temperatures are expected to continue ensuring adequate feed supplies. Although high inflation and interest rates

persist, milk prices received by farmers in late May were up nearly 60 percent compared to late 2018. Consequently, milk output is expected to revert to normal prior-year levels and

milk production for the year is anticipated to be only marginally lower than 2018.

- Milk production in **Australia** has been severely impacted by drought which spread to the state of Victoria where some 60 percent of Australian milk is produced. Cumulative milk production through May 2019 is down 14 percent in

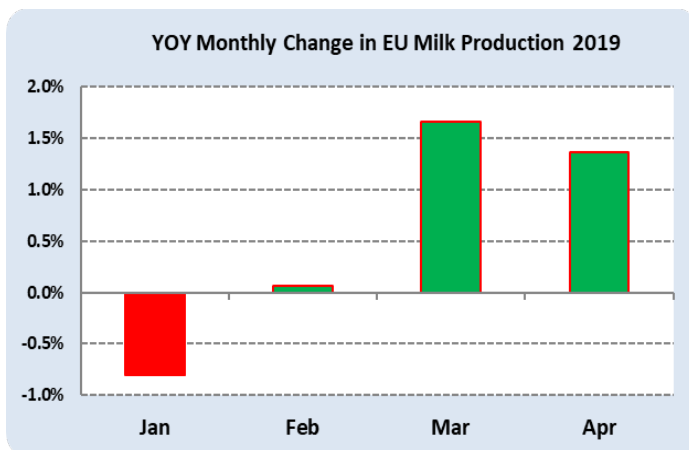
comparison to the same period last year despite some recent improvement in rainfall conditions in Victoria. Dairy farmers, however, face the challenge of dealing with poor pasture conditions and low available supplies of feed as they head towards calving in August and peak lactation in October. Consequently, the dairy cow herd is expected to decline by 50,000 head over



2018 and milk per cow is forecast to fall below 2018. The combination of these effects is likely to have a severe impact on 2019 milk production; consequently, the forecast is cut sharply by about 700,000 tons to 8.6 million tons. This represents a year-over-year drop of 8 percent and would be the fourth consecutive year Australian milk output has declined.

Despite the lower milk production expected for 2019, milk consumption is forecast to be only slightly lower than 2018. This means that less milk will be available for factory use, and it is anticipated that the production of whole milk powder (WMP), SMP, and butter will decrease while cheese output will remain at similar levels to 2018.

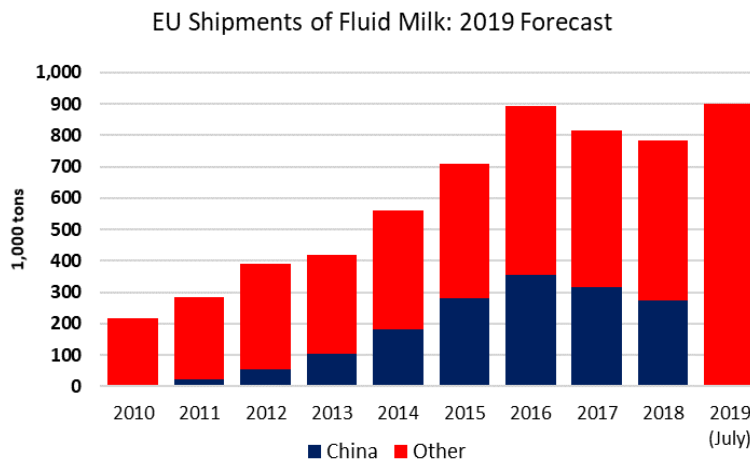
- A smaller herd and feed shortages following the 2018 drought limited **European Union** milk production early in 2019; however, it appears that recent milk output is accelerating as YOY gains of over 1 percent were recorded in March and April. The rebound in milk production



is particularly evident in Ireland with January through April output up nearly 12 percent over the comparable 2018 period. Other major producing countries such as Poland and the United Kingdom have also posted cumulative gains of nearly 4 percent over the same period. This has been somewhat offset by lower milk output in France – down 2 percent – and Germany. As a result, the forecast was lowered

fractionally to 156 million tons and represents a gain of 1 percent over 2018.

After a slowdown in EU exports of fluid milk in 2018, the long-term boom in exports of fluid



milk appears to be resuming with shipments up by 29 percent in the first four months of this year. China remains the top destination accounting for about one third of the shipments in 2018 and so far, this year – through May – for about 45 percent of all fluid milk shipped. That is a 63 percent YOY increase. As a result, the annual forecast for

shipments of fluid milk is revised higher by 14 percent to reach 900,000 tons – 15 percent over 2018 levels.

- First half milk output in **New Zealand** was characterized by extreme volatility as milk production surged in January and then dropped sharply in March and April to below prior year levels. This was largely due to poor pasture growth in the North Island during the southern hemisphere autumn. By May, conditions had improved and milk production for the month was only marginally down YOY. However, cumulative milk output was still lagging last year's pace over the same period by 1 percent. For the balance of the year, weather conditions for most areas are expected to follow a normal patterns and milk production is expected to rebound and match last year's pace. Farmers will also have a greater incentive to buy supplementary feeds as the initial payout for the 2019/2020 (June-May) year is forecast at NZ \$6.25-\$7.25/kg milk solids or about 5-10 percent higher than the previous seasonal year. Consequently, despite the slow start, the milk production forecast is revised up fractionally to 22.3 million tons which would represent a 1 percent rise above 2018 milk output.
- Continuing consolidation in **China's** dairy sector coupled with high milk prices is expected to provide farmers the incentive to produce more milk. The milk production forecast for China is revised up 6 percent to 31.5 million tons; a YOY increase of 2 percent.

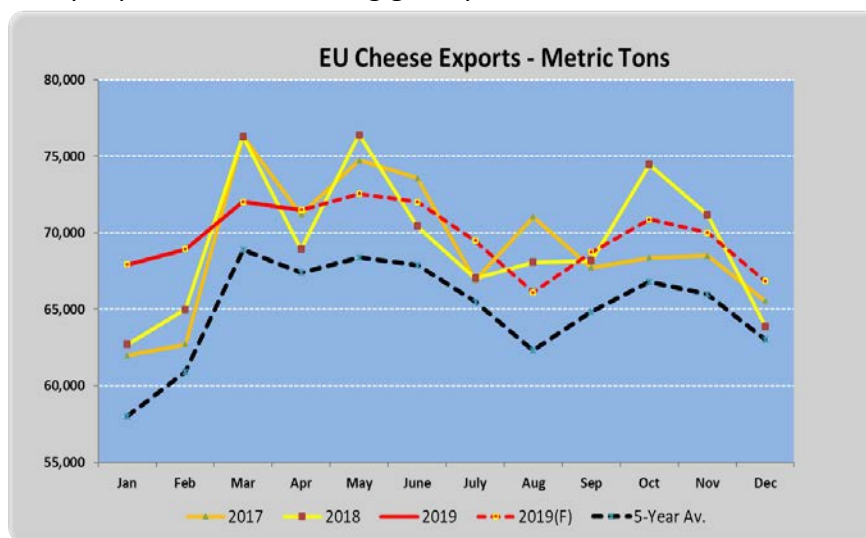
The modernization of the dairy industry has shifted production to larger-scale operations which can more efficiently produce milk. Reportedly the number of dairy farms with less than 300 head has declined rapidly from around 114,000 in 2011 down to 56,000 farms more recently. In addition, for environmental reasons, dairy farms near major cities are being closed or being transferred out to other locations. After declining for three years, dairy cow numbers are expected to rise fractionally in 2019.

Internal consumption of pasteurized milk and yogurt is driving growth while the consumption of Ultra High Temperature (UHT) milk is slowing. However, UHT milk remains the dominant product as pasteurized milk is estimated to have 14 percent share of the domestic market. Future milk consumption is expected to grow as annual per capita milk consumption is estimated to have grown from 18kg per capita in 2007 to 36 kg per capita in 2018. This is estimated to be only one third of the world average level.

**CHEESE:**

- The **European Union** cheese production forecast for 2019 is raised by 65,000 tons. Although cheese production is up only 0.5 percent through April, the growing availability of milk during the remainder of the year is expected to lead to higher cheese production resulting in annual 1 percent increase over 2018. Most of the additional cheese will go to domestic use which is anticipated to grow by slightly over 1 percent this year. Cheese consumption in the EU has been growing over the past five years at an average rate of nearly 2 percent annually.

During the past two years, about 8 percent of total EU cheese output was channeled into export markets and this pattern is likely to be repeated. EU cheese shipments through April are up 3 percent, with strong gains posted to such markets as the United States and Japan,



up 7 percent and 18 percent YOY, respectively. However, based on similar export patterns of past years, shipments are likely to slow during the balance of the year. The 2019 cheese export forecast is unchanged reflecting a 1 percent increase over last year.

- The 2019 cheese production forecast for **New Zealand** is cut by 1 percent as it appears that more manufacturing milk is likely to be prioritized towards the production of WMP. Nevertheless, New Zealand is expected to draw down cheese stocks to support an expansion in cheese exports. As a result, the exports forecast is revised up by 3 percent to 360,000 tons, up 12 percent from the 2018 estimate. Shipments in the first 5 months of this year have been running 7 percent ahead of last year’s comparable period with most of the product being shipped to Japan, China, and Australia. China’s import market for cheese between 2014 and 2018 has been growing at an annual rate of 13 percent to reach 108,000

tons in 2018. New Zealand has a commanding lead in this market supplying on average nearly 50 percent of China's cheese imports over this period.

- Despite facing retaliatory import duties in the key Mexican market, **U.S.** exports of cheese through May have exceeded expectations surpassing last year's January-May pace by 7 percent. Shipments to such major markets as South Korea and Japan have posted strong performances with exports through May, up 32 percent and 20 percent YOY, respectively. Shipments of cheese to Mexico, however, were not totally immune to the import tariffs as the pace of exports to Mexico are behind last years pace. In 2018, Mexico was by far the largest import market for U.S. cheese, accounting for about one quarter of total cheese exports. For the balance of the year, exports to Mexico are expected to rebound. The 2019 export forecast is raised by 13 percent to a record 378,000 tons, 8 percent above 2018.

U.S. imports of cheese are projected to be lower than previously anticipated and the December import forecast is cut by 5 percent to 139,000 tons. This is marginally higher than in 2018 and U.S. imports of cheese appear to be stabilizing at around 137,000 to 140,000 tons annually.

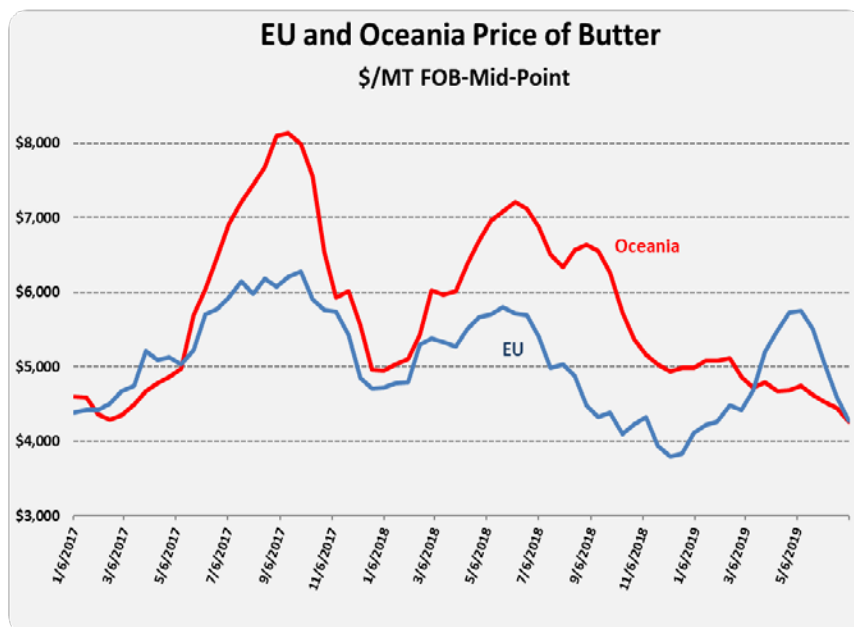
#### **BUTTER (Includes Butteroil/AMF):**

- **New Zealand** continues to dominate export markets for butterfat accounting for about 55 percent of total export trade in 2018. For 2019, the production forecast for butterfat is revised up slightly as milk output in the second half of the year is expected to grow. Shipments of butter through May are currently running some 12 percent ahead of last year's pace. However, the monthly rate of shipments has recently been slowing. The export forecast is revised up by 3 percent which represents a YOY expansion of 5 percent. Despite higher butter production, stocks are projected to be drawn down to support exports.

China has been a leading destination for New Zealand with exports of butter growing at an annual average rate of 9 percent between 2014 and 2018. This year, however, shipments to China through May are down by one third signaling that consumption in that market may be stalling. To some extent, this is being offset by expanded shipments to such markets as the Philippines and Mexico.

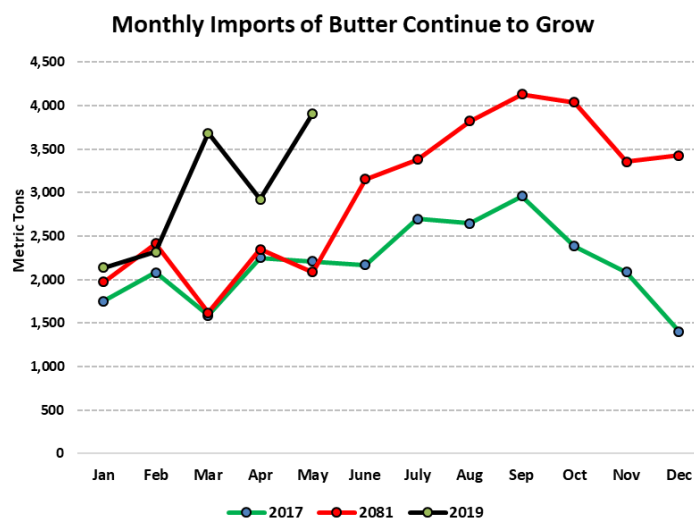
- Due to a lowered milk production forecast, the **European Union** butter production forecast for 2019 is trimmed back 2 percent to 2.36 million tons – about half a percent higher than in 2018. Domestic consumption remains relatively strong and as a result, lower available exportable supplies are expected to lead to a decline in exports. For 2019, the export forecast is cut by 6 percent to 155,000 tons. Although, shipments through April to the United States are up by a third YOY, these have been offset by lower exports to Saudi Arabia and China. For the balance of the year, following historical patterns, monthly shipments are expected to taper down.

- **U.S.** domestic prices of butter have been climbing this year from about \$4,960/ton in January to slightly over \$5,300/ton (Chicago CME) in early July. In contrast, Oceania prices have been declining steadily over this period and were around \$4,270/ton mid-point FOB in early July. EU prices, despite an early spring rally, have also declined to these levels. This effectively sets U.S. butter at a competitive disadvantage on world markets. This situation is expected to persist for the remainder of the year and the 2019 U.S. butterfat forecast has been cut by 40 percent to 27,000 tons. This is also a 40 percent drop from export levels in 2018.



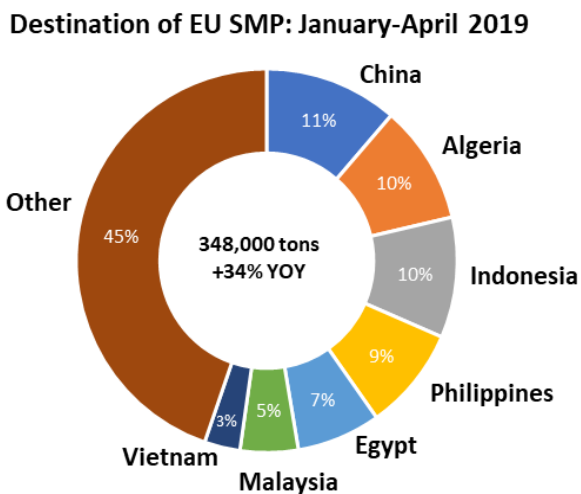
early July. EU prices, despite an early spring rally, have also declined to these levels. This effectively sets U.S. butter at a competitive disadvantage on world markets. This situation is expected to persist for the remainder of the year and the 2019 U.S. butterfat forecast has been cut by 40 percent to 27,000 tons. This is also a 40 percent drop from export levels in 2018.

U.S. imports of butterfat continue to grow rising from 20,000 tons in 2013 to 59,000 tons in 2018. The U.S. import forecast is raised by 50 percent to 68,000 tons or 15 percent higher than 2018. This rise is largely fueled by imports of high (82%) fat butter from the EU, principally Ireland. U.S. imports of butter through May currently stand at 15,000 tons of which 74 percent originates from Ireland. While there is a tariff rate quota (6 cents/lb) for nearly 7,000 tons, the bulk of imported butter is being imported over-quota despite facing a substantial import duty of \$1,541/ton (70 cents/lb).



**SKIMMED MILK POWDER (SMP):**

- **EU** exports of SMP are surging with shipments through April up over one-third in comparison to the same period last year. As a result, the 2019 export forecast is raised by 15 percent to 950,000 tons.

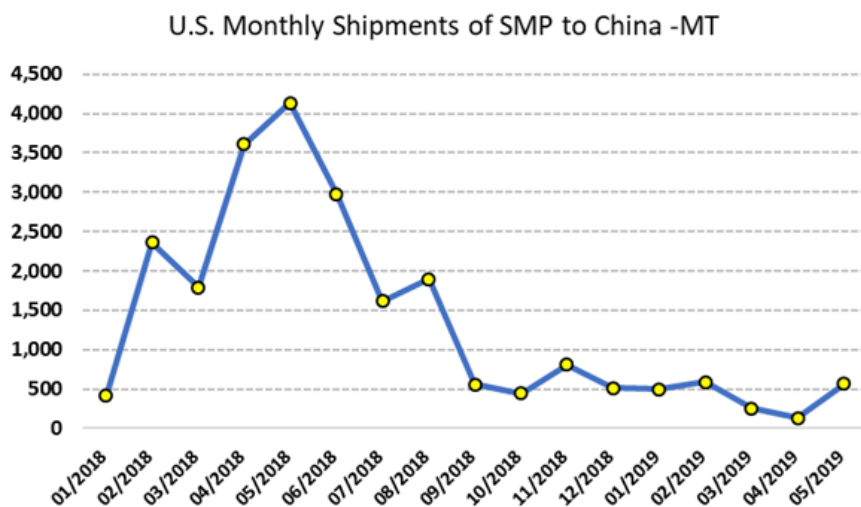


While SMP production is expected to grow by only 1 percent in 2019, a major factor contributing to the outflow of SMP has been the availability of intervention stocks. These stood at 175,000 tons at the end of 2018, and by the end of May totaled less than 1,000 tons.

In 2018, about one third of the EU's SMP was exported to Algeria, China, and Indonesia. This pattern will likely be

repeated in 2019, as shipments through April have grown significantly to China, Indonesia, while Algeria remains a principal destination. There have, however, been major gains to the Philippines, Malaysia, and Vietnam which were important destinations for U.S. SMP in 2018.

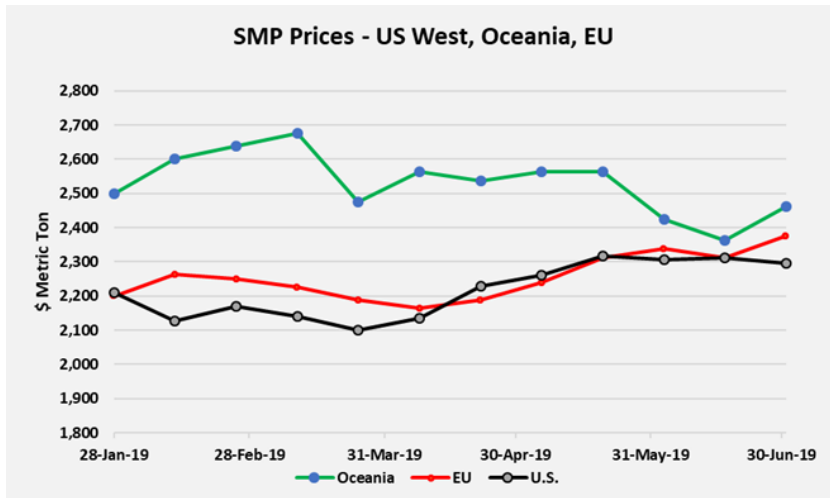
- The **U.S.** export forecast for SMP is adjusted down 1 percent to 686,000 tons or about 4 percent below 2018. Shipments through May are down 13 percent YOY and in absolute



terms, the biggest losses over this period have been to China (-10,300 tons), Pakistan (-9,390 tons), and Malaysia (-6,515 tons). Currently U.S. exporters face a prohibitive 35 percent import tariff in China due to the trade dispute. In 2018, U.S. shipments of

SMP to China totaled 21,100 tons while this year they only total 2,000 tons through May. Shipments to Mexico are lagging last year's pace but its annual imports of SMP are forecast to grow by 2 percent this year which are expected to lift U.S. exports in the second half of



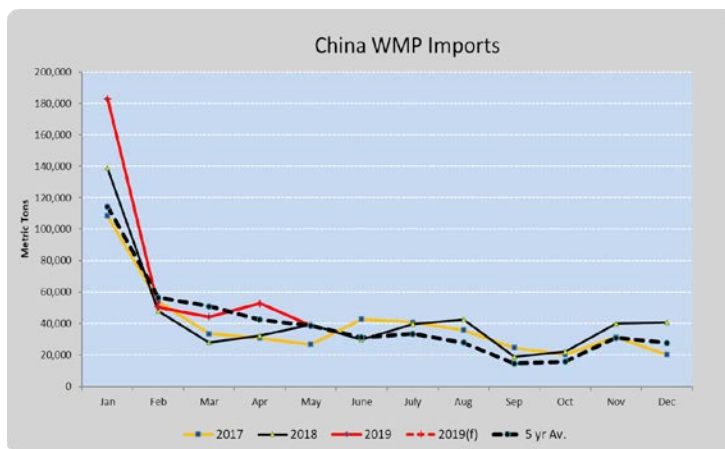


this year. In 2018, the U.S. supplied nearly 97 percent of the total SMP imported by Mexico. Further, U.S. FOB prices are on par with EU export prices and are expected to become increasingly competitive in the approaching months.

- New Zealand** exports of SMP have been running ahead of last year particularly as shipments to China have accelerated – up 14 percent through May YOY. With the void left in the Chinese import market by the drop in U.S. shipments, EU and New Zealand sales of SMP to this market have expanded. Although SMP output is expected to slow this year, the export forecast is revised higher by 8 percent to 410,000 tons supported in-part by a drawdown in stocks.

**WHOLE MILK POWDER (WMP):**

- WMP production in **China** is expected to decrease significantly this current year as domestically produced WMP is not competitive with imported WMP. It is estimated



that WMP produced in China is around \$1,500 per ton costlier to produce in comparison to imported product. As a result, the WMP output forecast is revised down by 28 percent while the import forecast is revised up by 10 percent to 550,000 tons. Imports through May are up by nearly 30 percent YOY, however,

historically after an initial surge monthly imports tend to taper off rapidly. These early year purchases are primarily due to importers competing to bring in product from New Zealand under the New Zealand-China FTA duty free TRQ of 162,500 tons.

- **New Zealand's** share of global WMP is expected to expand this year as exports through May are nearly up a quarter over last year while those of its closest competitor – the EU – are down significantly. In 2018, New Zealand accounted for about three quarters of total WMP traded among major exporters of WMP. This is likely to grow to over 80 percent based on the new revised forecast which raises expected exports by 14 percent to 1.57 million tons. New Zealand, however, is highly reliant on China with slightly over one third of WMP in 2018 being shipped to that import market. This year, this proportion may grow as shipments through May are up 61 percent YOY.

## U.S. Dairy Export Forecasts:

### U.S. Dairy Products Export Forecast - Calendar Year 2019-2020

|                                | 2019 (For)     | Milk Equivalent (Bil. Lbs.) |             | 2020 (For)     | Milk Equivalent (Bil. Lbs.) |             |
|--------------------------------|----------------|-----------------------------|-------------|----------------|-----------------------------|-------------|
|                                |                | Fat                         | Skims       |                | Fat                         | Skims       |
| NON-FAT DRY AND SKIM MILK PWDR | 685,701 MT     | 0.3                         | 16.1        | 727,000 MT     | 0.3                         | 17.1        |
| MILK POWDER > 1.5% MILK FAT    | 29,969 MT      | 0.4                         | 0.5         | 32,500 MT      | 0.5                         | 0.5         |
| BUTTER/MILKFAT/SPREADS         | 25,766 MT      | 1.3                         | 0.0         | 30,500 MT      | 1.5                         | 0.0         |
| CHEESE AND CURD                | 378,191 MT     | 5.8                         | 2.9         | 399,700 MT     | 6.1                         | 3.2         |
| FLUID PRODUCTS 4/              | 166,311 Liters | 0.4                         | 0.3         | 153,200 Liters | 0.5                         | 0.3         |
| DRIED WHEY PRODUCTS            | 452,965 MT     | 0.5                         | 10.5        | 464,000 MT     | 0.6                         | 10.7        |
| LACTOSE                        | 368,599 MT     | 0.0                         | 9.0         | 373,000 MT     | 0.0                         | 9.1         |
| OTHER DAIRY PRODUCTS           | 191,263 MT     | 0.6                         | 1.9         | 190,700 MT     | 0.6                         | 1.9         |
| <b>TOTAL - Billion Pounds</b>  |                | <b>9.5</b>                  | <b>41.3</b> |                | <b>10.2</b>                 | <b>42.9</b> |

Note: 1) CY 2019 includes actual exports through May 2019  
 2) Milk Equivalent figures are rounded and totals may not add up.  
 3) Forecasts assume current policy  
 4/ Includes milk based drinks, fluid whey, cream and fluid milk

## Exports Through May 2019

| Top Dest. -M.E. Milkfat Basis (Mill. lbs) | 2019         |
|---|--------------|
| MEXICO                                    | 922          |
| SOUTH KOREA                               | 554          |
| JAPAN                                     | 347          |
| CANADA                                    | 330          |
| AUSTRALIA                                 | 160          |
| SAUDI ARABIA                              | 150          |
| Other                                     | 1,522        |
| <b>TOTAL</b>                              | <b>3,985</b> |

| Top Dest.-M.E. Skim Basis (Mill. lbs) | 2019          |
|---------------------------------------|---------------|
| MEXICO                                | 11,873        |
| CHINA (MAINLAND)                      | 7,990         |
| PHILIPPINES                           | 3,235         |
| JAPAN                                 | 2,392         |
| INDONESIA                             | 2,183         |
| VIETNAM                               | 2,011         |
| Other                                 | 14,969        |
| <b>TOTAL</b>                          | <b>44,653</b> |

### **Additional Resources:**

For additional information, please contact Paul Kiendl at 202-720-8870 or [Paul.Kiendl@fas.usda.gov](mailto:Paul.Kiendl@fas.usda.gov) or Lindsay Kuberka at 202-644-4650 or [Lindsay.Kuberka@fas.usda.gov](mailto:Lindsay.Kuberka@fas.usda.gov)

Subscription services for FAS circulars can be obtained at:  
<https://public.govdelivery.com/accounts/USDAFAS/subscriber/new>

Individual FAS country reports covering dairy are available at:  
<http://gain.fas.usda.gov/Pages/Default.aspx>

The USDA Production, Supply and Demand database is available at:  
<http://www.fas.usda.gov/psdonline>

A monthly “Livestock, Dairy, and Poultry Outlook” for the United States published by the Economic Research Service is available at: <https://www.ers.usda.gov/publications/>

U.S. trade data is available on the Global Agricultural Trade System (GATS):  
<http://apps.fas.usda.gov/gats/default.aspx>

The next publication of this circular will be on Dec 16, 2019.

## Cows Milk Production and Consumption: Summary For Selected Countries

1,000 Metric Tons

|                               | 2015           | 2016           | 2017           | 2018           | 2019<br>Dec    | 2019<br>Jul    |
|-------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Cows Milk Production</b>   |                |                |                |                |                |                |
| Argentina                     | 11,552         | 10,191         | 10,090         | 10,837         | 11,380         | 10,800         |
| Australia                     | 10,091         | 9,486          | 9,462          | 9,297          | 9,300          | 8,600          |
| Belarus                       | 7,044          | 7,140          | 7,320          | 7,350          | 7,350          | 7,350          |
| Brazil                        | 24,770         | 22,726         | 23,624         | 22,659         | 23,150         | 23,150         |
| Canada                        | 8,773          | 9,081          | 9,675          | 9,940          | 10,115         | 10,115         |
| China                         | 31,798         | 30,640         | 30,386         | 30,750         | 29,600         | 31,500         |
| European Union                | 150,200        | 151,000        | 153,400        | 154,575        | 156,200        | 156,000        |
| India                         | 64,000         | 68,000         | 72,000         | 76,000         | 80,000         | 80,000         |
| Japan                         | 7,379          | 7,394          | 7,281          | 7,230          | 7,275          | 7,275          |
| Korea, South                  | 2,169          | 2,070          | 2,081          | 2,045          | 2,030          | 2,030          |
| Mexico                        | 11,736         | 11,956         | 12,121         | 12,368         | 12,380         | 12,578         |
| New Zealand                   | 21,587         | 21,224         | 21,530         | 22,012         | 22,200         | 22,300         |
| Russia                        | 30,548         | 30,510         | 30,934         | 31,450         | 31,875         | 31,875         |
| Taiwan                        | 374            | 380            | 380            | 385            | 385            | 385            |
| Ukraine                       | 10,584         | 10,375         | 10,275         | 10,070         | 9,900          | 9,900          |
| Others                        | 13             | 14             | 15             | 16             | 17             | 17             |
| <b>Subtotal</b>               | <b>392,618</b> | <b>392,187</b> | <b>400,574</b> | <b>406,984</b> | <b>413,157</b> | <b>413,875</b> |
| <b>United States</b>          | <b>94,578</b>  | <b>96,366</b>  | <b>97,761</b>  | <b>98,690</b>  | <b>100,063</b> | <b>98,975</b>  |
| <b>Total</b>                  | <b>487,196</b> | <b>488,553</b> | <b>498,335</b> | <b>505,674</b> | <b>513,220</b> | <b>512,850</b> |
| <b>Fluid Use Dom. Consum.</b> |                |                |                |                |                |                |
| Argentina                     | 2,084          | 1,708          | 1,681          | 1,762          | 1,782          | 1,784          |
| Australia                     | 2,700          | 2,550          | 2,530          | 2,620          | 2,470          | 2,600          |
| Belarus                       | 1,065          | 1,050          | 1,065          | 1,050          | 1,055          | 1,055          |
| Brazil                        | 9,573          | 9,600          | 9,993          | 9,749          | 10,050         | 10,050         |
| Canada                        | 2,923          | 2,917          | 2,884          | 2,820          | 2,800          | 2,800          |
| China                         | 13,130         | 12,555         | 12,810         | 12,700         | 12,270         | 13,000         |
| European Union                | 33,800         | 33,600         | 33,550         | 33,500         | 33,150         | 33,200         |
| India                         | 59,750         | 62,750         | 65,200         | 66,800         | 69,800         | 69,800         |
| Japan                         | 3,935          | 3,992          | 3,979          | 3,980          | 3,980          | 3,980          |
| Korea, South                  | 1,529          | 1,500          | 1,561          | 1,575          | 1,580          | 1,580          |
| Mexico                        | 4,185          | 4,183          | 4,174          | 4,183          | 4,185          | 4,185          |
| New Zealand                   | 497            | 497            | 497            | 500            | 500            | 500            |
| Russia                        | 9,500          | 8,960          | 8,555          | 8,300          | 7,955          | 7,955          |
| Taiwan                        | 384            | 397            | 408            | 420            | 421            | 421            |
| Ukraine                       | 5,385          | 5,241          | 4,998          | 4,855          | 4,800          | 4,800          |
| Others                        | 57             | 85             | 76             | 80             | 83             | 83             |
| <b>Subtotal</b>               | <b>150,497</b> | <b>151,585</b> | <b>153,961</b> | <b>154,894</b> | <b>156,881</b> | <b>157,793</b> |
| <b>United States</b>          | <b>23,378</b>  | <b>23,220</b>  | <b>22,719</b>  | <b>22,220</b>  | <b>21,780</b>  | <b>21,780</b>  |
| <b>Total</b>                  | <b>173,875</b> | <b>174,805</b> | <b>176,680</b> | <b>177,114</b> | <b>178,661</b> | <b>179,573</b> |

**Fluid Milk - Cow Numbers: Summary For Selected Countries**  
1,000 Head

|                      | 2015    | 2016    | 2017    | 2018    | 2019<br>Dec | 2019<br>Jul |
|----------------------|---------|---------|---------|---------|-------------|-------------|
| <b>Cows In Milk</b>  |         |         |         |         |             |             |
| Argentina            | 1,786   | 1,720   | 1,672   | 1,640   | 1,598       | 1,598       |
| Australia            | 1,689   | 1,562   | 1,512   | 1,525   | 1,520       | 1,475       |
| Belarus              | 1,533   | 1,512   | 1,520   | 1,515   | 1,505       | 1,505       |
| Brazil               | 17,426  | 17,430  | 16,262  | 16,215  | 16,300      | 16,300      |
| Canada               | 954     | 945     | 945     | 965     | 960         | 960         |
| China                | 8,400   | 8,000   | 7,000   | 6,200   | 6,900       | 6,250       |
| European Union       | 23,559  | 23,548  | 23,525  | 23,311  | 23,250      | 2,300       |
| India                | 52,500  | 54,500  | 56,500  | 58,500  | 60,600      | 60,600      |
| Japan                | 750     | 752     | 735     | 731     | 735         | 735         |
| Korea, South         | 197     | 194     | 198     | 205     | 200         | 200         |
| Mexico               | 6,400   | 6,450   | 6,550   | 6,550   | 6,500       | 6,500       |
| New Zealand          | 5,056   | 4,998   | 4,861   | 4,993   | 4,850       | 4,940       |
| Philippines          | 10      | 11      | 12      | 12      | 12          | 12          |
| Russia               | 7,750   | 7,235   | 7,080   | 7,000   | 6,900       | 6,900       |
| Taiwan               | 62      | 61      | 61      | 62      | 62          | 62          |
| Ukraine              | 2,322   | 2,226   | 2,170   | 2,078   | 2,000       | 2,000       |
| <b>Subtotal</b>      | 130,394 | 131,144 | 130,603 | 131,502 | 133,892     | 112,337     |
| <b>United States</b> | 9,320   | 9,334   | 9,406   | 9,399   | 9,365       | 9,340       |
| <b>Total</b>         | 139,714 | 140,478 | 140,009 | 140,901 | 143,257     | 121,677     |

## Cheese Production and Consumption: Summary For Selected Countries

1,000 Metric Tons

|                               | 2015          | 2016          | 2017          | 2018          | 2019<br>Dec   | 2019<br>Jul   |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Production</b>             |               |               |               |               |               |               |
| Algeria                       | 0             | 0             | 0             | 0             | 0             | 0             |
| Argentina                     | 566           | 552           | 514           | 555           | 585           | 550           |
| Australia                     | 343           | 344           | 348           | 366           | 355           | 366           |
| Belarus                       | 241           | 275           | 260           | 275           | 270           | 295           |
| Brazil                        | 754           | 745           | 771           | 755           | 770           | 770           |
| Canada                        | 419           | 445           | 497           | 510           | 515           | 515           |
| European Union                | 9,740         | 9,810         | 10,050        | 10,160        | 10,235        | 10,300        |
| Japan                         | 46            | 47            | 46            | 45            | 46            | 46            |
| Korea, South                  | 23            | 25            | 35            | 43            | 45            | 45            |
| Mexico                        | 363           | 375           | 396           | 419           | 422           | 440           |
| New Zealand                   | 355           | 360           | 386           | 385           | 384           | 380           |
| Philippines                   | 2             | 2             | 2             | 2             | 0             | 2             |
| Russia                        | 861           | 865           | 951           | 972           | 965           | 990           |
| Taiwan                        | 0             | 0             | 0             | 0             | 0             | 0             |
| Ukraine                       | 190           | 186           | 190           | 192           | 195           | 195           |
| <b>Total Foreign</b>          | <b>13,903</b> | <b>14,031</b> | <b>14,446</b> | <b>14,679</b> | <b>14,787</b> | <b>14,894</b> |
| <b>United States</b>          | <b>5,367</b>  | <b>5,525</b>  | <b>5,733</b>  | <b>5,907</b>  | <b>5,992</b>  | <b>6,038</b>  |
| <b>Total</b>                  | <b>19,270</b> | <b>19,556</b> | <b>20,179</b> | <b>20,586</b> | <b>20,779</b> | <b>20,932</b> |
| <b>Total Dom. Consumption</b> |               |               |               |               |               |               |
| Algeria                       | 0             | 0             | 0             | 0             | 0             | 0             |
| Argentina                     | 524           | 508           | 485           | 507           | 522           | 509           |
| Australia                     | 270           | 275           | 291           | 293           | 305           | 305           |
| Belarus                       | 69            | 71            | 72            | 73            | 75            | 74            |
| Brazil                        | 773           | 785           | 799           | 780           | 797           | 799           |
| Canada                        | 415           | 458           | 504           | 531           | 550           | 545           |
| European Union                | 9,087         | 9,093         | 9,296         | 9,387         | 9,455         | 9,520         |
| Japan                         | 294           | 304           | 324           | 329           | 340           | 359           |
| Korea, South                  | 137           | 136           | 159           | 166           | 169           | 169           |
| Mexico                        | 475           | 496           | 511           | 526           | 539           | 553           |
| New Zealand                   | 41            | 42            | 46            | 48            | 50            | 49            |
| Philippines                   | 26            | 34            | 39            | 40            | 0             | 42            |
| Russia                        | 1,052         | 1,076         | 1,141         | 1,185         | 1,188         | 1,225         |
| Taiwan                        | 29            | 32            | 32            | 32            | 33            | 31            |
| Ukraine                       | 184           | 187           | 188           | 198           | 202           | 207           |
| <b>Total Foreign</b>          | <b>13,376</b> | <b>13,497</b> | <b>13,887</b> | <b>14,095</b> | <b>14,225</b> | <b>14,387</b> |
| <b>United States</b>          | <b>5,149</b>  | <b>5,379</b>  | <b>5,492</b>  | <b>5,667</b>  | <b>5,831</b>  | <b>5,849</b>  |
| <b>Total</b>                  | <b>18,525</b> | <b>18,876</b> | <b>19,379</b> | <b>19,762</b> | <b>20,056</b> | <b>20,236</b> |

**Cheese Trade: Summary For Selected Countries**  
1,000 Metric Tons

|                      | 2015  | 2016  | 2017  | 2018  | 2019<br>Dec | 2019<br>Jul |
|----------------------|-------|-------|-------|-------|-------------|-------------|
| <b>Total Exports</b> |       |       |       |       |             |             |
| Argentina            | 43    | 53    | 44    | 43    | 55          | 44          |
| Australia            | 171   | 167   | 171   | 172   | 175         | 175         |
| Belarus              | 183   | 205   | 189   | 210   | 205         | 235         |
| European Union       | 719   | 800   | 829   | 832   | 840         | 840         |
| New Zealand          | 327   | 355   | 343   | 322   | 350         | 360         |
| Others               | 55    | 55    | 59    | 63    | 55          | 59          |
| <b>Total Foreign</b> | 1,498 | 1,635 | 1,635 | 1,642 | 1,680       | 1,713       |
| <b>United States</b> | 317   | 287   | 341   | 349   | 334         | 378         |
| <b>Total</b>         | 1,815 | 1,922 | 1,976 | 1,991 | 2,014       | 2,091       |
| <b>Total Imports</b> |       |       |       |       |             |             |
| Australia            | 89    | 99    | 116   | 98    | 115         | 105         |
| Japan                | 249   | 258   | 273   | 286   | 295         | 315         |
| Korea, South         | 112   | 110   | 125   | 124   | 130         | 130         |
| Mexico               | 116   | 126   | 122   | 123   | 125         | 125         |
| Russia               | 220   | 230   | 226   | 242   | 230         | 265         |
| Others               | 185   | 231   | 220   | 222   | 197         | 235         |
| <b>Total Foreign</b> | 971   | 1,054 | 1,082 | 1,095 | 1,092       | 1,175       |
| <b>United States</b> | 157   | 165   | 137   | 138   | 146         | 139         |
| <b>Total</b>         | 1,128 | 1,219 | 1,219 | 1,233 | 1,238       | 1,314       |



## Butter Production and Consumption: Summary For Selected Countries

1,000 Metric Tons

|                             | 2015  | 2016   | 2017   | 2018   | 2019<br>Dec | 2019<br>Jul |
|-----------------------------|-------|--------|--------|--------|-------------|-------------|
| <b>Production</b>           |       |        |        |        |             |             |
| Algeria                     | 0     | 0      | 0      | 0      | 0           | 0           |
| Argentina                   | 46    | 37     | 30     | 43     | 53          | 44          |
| Australia                   | 120   | 110    | 103    | 93     | 100         | 75          |
| Belarus                     | 113   | 118    | 120    | 116    | 118         | 118         |
| Brazil                      | 83    | 82     | 83     | 85     | 86          | 86          |
| Canada                      | 91    | 93     | 109    | 123    | 125         | 125         |
| European Union              | 2,335 | 2,345  | 2,340  | 2,345  | 2,410       | 2,360       |
| India                       | 5,035 | 5,200  | 5,400  | 5,600  | 5,850       | 5,850       |
| Japan                       | 65    | 66     | 60     | 60     | 61          | 61          |
| Mexico                      | 216   | 217    | 223    | 228    | 229         | 230         |
| New Zealand                 | 594   | 570    | 525    | 530    | 530         | 540         |
| Russia                      | 260   | 246    | 270    | 263    | 275         | 275         |
| Taiwan                      | 0     | 0      | 0      | 0      | 0           | 0           |
| Ukraine                     | 103   | 103    | 109    | 106    | 103         | 103         |
| <b>Total Foreign</b>        | 9,061 | 9,187  | 9,372  | 9,592  | 9,940       | 9,867       |
| <b>United States</b>        | 839   | 834    | 838    | 857    | 870         | 861         |
| <b>Total</b>                | 9,900 | 10,021 | 10,210 | 10,449 | 10,810      | 10,728      |
| <b>Domestic Consumption</b> |       |        |        |        |             |             |
| Algeria                     | 0     | 0      | 0      | 0      | 0           | 0           |
| Argentina                   | 37    | 32     | 28     | 37     | 48          | 43          |
| Australia                   | 94    | 102    | 115    | 117    | 130         | 110         |
| Belarus                     | 43    | 41     | 47     | 38     | 45          | 38          |
| Brazil                      | 84    | 89     | 88     | 91     | 91          | 93          |
| Canada                      | 106   | 117    | 121    | 129    | 128         | 140         |
| European Union              | 2,150 | 2,181  | 2,207  | 2,206  | 2,260       | 2,232       |
| India                       | 5,032 | 5,196  | 5,387  | 5,577  | 5,816       | 5,800       |
| Japan                       | 77    | 72     | 72     | 75     | 75          | 86          |
| Mexico                      | 249   | 267    | 264    | 250    | 254         | 252         |
| New Zealand                 | 24    | 28     | 28     | 28     | 29          | 29          |
| Russia                      | 350   | 350    | 357    | 357    | 345         | 390         |
| Taiwan                      | 25    | 24     | 24     | 23     | 26          | 22          |
| Ukraine                     | 97    | 93     | 82     | 76     | 76          | 83          |
| <b>Total Foreign</b>        | 8,368 | 8,592  | 8,820  | 9,004  | 9,323       | 9,318       |
| <b>United States</b>        | 831   | 850    | 849    | 862    | 871         | 899         |
| <b>Total</b>                | 9,199 | 9,442  | 9,669  | 9,866  | 10,194      | 10,217      |

Note: Butter includes butter, butteroil and anhydrous milk fat on a butter equivalent basis.

**Butter Trade: Summary For Selected Countries**  
1,000 Metric Tons

|                      | 2015 | 2016 | 2017 | 2018 | 2019<br>Dec | 2019<br>Jul |
|----------------------|------|------|------|------|-------------|-------------|
| <b>Total Imports</b> |      |      |      |      |             |             |
| Russia               | 90   | 103  | 99   | 87   | 75          | 120         |
| Mexico               | 43   | 65   | 49   | 33   | 30          | 34          |
| Australia            | 22   | 30   | 35   | 42   | 40          | 30          |
| Japan                | 16   | 13   | 8    | 16   | 14          | 30          |
| European Union       | 27   | 23   | 16   | 22   | 15          | 27          |
| Canada               | 17   | 27   | 22   | 22   | 10          | 23          |
| Taiwan               | 25   | 24   | 24   | 23   | 26          | 22          |
| Brazil               | 2    | 7    | 5    | 6    | 5           | 7           |
| New Zealand          | 1    | 2    | 1    | 1    | 1           | 1           |
| Algeria              | 0    | 0    | 0    | 0    | 0           | 0           |
| Argentina            | 0    | 0    | 1    | 0    | 0           | 0           |
| Belarus              | 0    | 0    | 0    | 0    | 0           | 0           |
| India                | 6    | 6    | 2    | 1    | 1           | 0           |
| Ukraine              | 1    | 1    | 1    | 1    | 1           | 0           |
| <b>Total Foreign</b> | 250  | 301  | 263  | 254  | 218         | 294         |
| <b>United States</b> | 38   | 47   | 41   | 59   | 46          | 68          |
| <b>Total</b>         | 288  | 348  | 304  | 313  | 264         | 362         |
| <b>Total Exports</b> |      |      |      |      |             |             |
| New Zealand          | 552  | 554  | 476  | 501  | 510         | 525         |
| European Union       | 183  | 213  | 174  | 161  | 165         | 155         |
| Belarus              | 70   | 77   | 73   | 78   | 73          | 80          |
| India                | 9    | 9    | 15   | 33   | 35          | 50          |
| Australia            | 35   | 30   | 16   | 17   | 14          | 25          |
| Ukraine              | 11   | 9    | 28   | 29   | 28          | 20          |
| Mexico               | 10   | 15   | 8    | 11   | 5           | 12          |
| Argentina            | 9    | 6    | 4    | 4    | 5           | 3           |
| Canada               | 1    | 1    | 1    | 2    | 2           | 3           |
| Russia               | 3    | 4    | 3    | 3    | 3           | 3           |
| Algeria              | 0    | 0    | 0    | 0    | 0           | 0           |
| Brazil               | 1    | 0    | 0    | 0    | 0           | 0           |
| Japan                | 0    | 0    | 0    | 0    | 0           | 0           |
| Taiwan               | 0    | 0    | 0    | 0    | 0           | 0           |
| <b>Total Foreign</b> | 884  | 918  | 798  | 839  | 840         | 876         |
| <b>United States</b> | 23   | 26   | 29   | 49   | 45          | 27          |
| <b>Total</b>         | 907  | 944  | 827  | 888  | 885         | 903         |

## Nonfat Dry Milk Production and Consumption: Summary For Selected Countries

1,000 Metric Tons

|                               | 2015         | 2016         | 2017         | 2018         | 2019<br>Dec  | 2019<br>Jul  |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Production</b>             |              |              |              |              |              |              |
| Australia                     | 266          | 238          | 187          | 201          | 200          | 170          |
| Brazil                        | 155          | 153          | 158          | 155          | 158          | 158          |
| European Union                | 1,715        | 1,735        | 1,725        | 1,735        | 1,865        | 1,780        |
| India                         | 540          | 540          | 570          | 600          | 630          | 630          |
| New Zealand                   | 410          | 405          | 402          | 410          | 380          | 400          |
| Others                        | 645          | 620          | 613          | 590          | 603          | 632          |
| <b>Total Foreign</b>          | <b>3,731</b> | <b>3,691</b> | <b>3,655</b> | <b>3,691</b> | <b>3,836</b> | <b>3,770</b> |
| <b>United States</b>          | <b>1,029</b> | <b>1,049</b> | <b>1,073</b> | <b>1,061</b> | <b>1,049</b> | <b>1,080</b> |
| <b>Total</b>                  | <b>4,760</b> | <b>4,740</b> | <b>4,728</b> | <b>4,752</b> | <b>4,885</b> | <b>4,850</b> |
| <b>Total Dom. Consumption</b> |              |              |              |              |              |              |
| China                         | 244          | 223          | 276          | 300          | 295          | 340          |
| European Union                | 978          | 803          | 985          | 1,122        | 1,142        | 883          |
| India                         | 492          | 531          | 576          | 572          | 615          | 605          |
| Mexico                        | 301          | 325          | 351          | 338          | 345          | 337          |
| Russia                        | 186          | 191          | 190          | 169          | 160          | 195          |
| Others                        | 1,030        | 1,089        | 1,045        | 1,100        | 1,154        | 1,152        |
| <b>Total Foreign</b>          | <b>3,231</b> | <b>3,162</b> | <b>3,423</b> | <b>3,601</b> | <b>3,711</b> | <b>3,512</b> |
| <b>United States</b>          | <b>489</b>   | <b>447</b>   | <b>425</b>   | <b>370</b>   | <b>383</b>   | <b>407</b>   |
| <b>Total</b>                  | <b>3,720</b> | <b>3,609</b> | <b>3,848</b> | <b>3,971</b> | <b>4,094</b> | <b>3,919</b> |

## Nonfat Dry Milk Trade: Summary For Selected Countries

1,000 Metric Tons

|                      | 2015         | 2016         | 2017         | 2018         | 2019<br>Dec  | 2019<br>Jul  |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total Imports</b> |              |              |              |              |              |              |
| Mexico               | 259          | 286          | 331          | 360          | 375          | 368          |
| China                | 200          | 184          | 247          | 280          | 280          | 325          |
| Philippines          | 101          | 185          | 154          | 159          | 165          | 190          |
| Indonesia            | 151          | 173          | 147          | 169          | 155          | 185          |
| Algeria              | 136          | 119          | 161          | 165          | 175          | 140          |
| Russia               | 120          | 129          | 126          | 91           | 70           | 105          |
| Japan                | 53           | 34           | 59           | 52           | 55           | 50           |
| Brazil               | 35           | 35           | 31           | 29           | 26           | 30           |
| Korea, South         | 21           | 21           | 23           | 25           | 27           | 27           |
| Taiwan               | 25           | 23           | 24           | 23           | 23           | 23           |
| Australia            | 10           | 6            | 8            | 13           | 15           | 15           |
| Chile                | 10           | 12           | 15           | 13           | 15           | 15           |
| Canada               | 3            | 4            | 4            | 4            | 5            | 4            |
| European Union       | 3            | 4            | 2            | 3            | 2            | 3            |
| New Zealand          | 5            | 3            | 2            | 2            | 2            | 2            |
| Argentina            | 0            | 0            | 0            | 0            | 0            | 0            |
| Belarus              | 0            | 1            | 0            | 0            | 0            | 0            |
| India                | 0            | 0            | 1            | 0            | 0            | 0            |
| Ukraine              | 0            | 0            | 0            | 1            | 0            | 0            |
| <b>Total Foreign</b> | <b>1,132</b> | <b>1,219</b> | <b>1,335</b> | <b>1,389</b> | <b>1,390</b> | <b>1,482</b> |
| <b>United States</b> | <b>2</b>     | <b>1</b>     | <b>1</b>     | <b>2</b>     | <b>1</b>     | <b>1</b>     |
| <b>Total</b>         | <b>1,134</b> | <b>1,220</b> | <b>1,336</b> | <b>1,391</b> | <b>1,391</b> | <b>1,483</b> |
| <b>Total Exports</b> |              |              |              |              |              |              |
| European Union       | 695          | 580          | 780          | 821          | 825          | 950          |
| New Zealand          | 411          | 444          | 401          | 358          | 380          | 410          |
| Australia            | 201          | 163          | 157          | 155          | 150          | 150          |
| Belarus              | 122          | 111          | 109          | 120          | 95           | 125          |
| Mexico               | 0            | 3            | 29           | 65           | 75           | 75           |
| Canada               | 14           | 24           | 72           | 66           | 75           | 50           |
| India                | 18           | 19           | 10           | 43           | 20           | 30           |
| Ukraine              | 35           | 34           | 29           | 23           | 22           | 24           |
| Argentina            | 24           | 26           | 20           | 16           | 20           | 18           |
| Chile                | 1            | 2            | 1            | 1            | 1            | 1            |
| Indonesia            | 0            | 1            | 1            | 1            | 0            | 1            |
| Russia               | 2            | 1            | 2            | 1            | 1            | 1            |
| Algeria              | 0            | 0            | 0            | 0            | 0            | 0            |
| Brazil               | 0            | 0            | 0            | 0            | 0            | 0            |
| China                | 1            | 1            | 1            | 0            | 0            | 0            |
| Japan                | 0            | 0            | 0            | 0            | 0            | 0            |
| Korea, South         | 0            | 0            | 0            | 0            | 0            | 0            |
| Philippines          | 0            | 0            | 0            | 0            | 0            | 0            |
| Taiwan               | 0            | 0            | 0            | 0            | 0            | 0            |
| <b>Total Foreign</b> | <b>1,524</b> | <b>1,409</b> | <b>1,612</b> | <b>1,670</b> | <b>1,664</b> | <b>1,835</b> |
| <b>United States</b> | <b>558</b>   | <b>594</b>   | <b>606</b>   | <b>713</b>   | <b>695</b>   | <b>686</b>   |
| <b>Total</b>         | <b>2,082</b> | <b>2,003</b> | <b>2,218</b> | <b>2,383</b> | <b>2,359</b> | <b>2,521</b> |

## Whole Milk Powder Production And Consumption: Summary For Selected Countries

1,000 Metric Tons

|                               | 2015         | 2016         | 2017         | 2018         | 2019<br>Dec  | 2019<br>Jul  |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Production</b>             |              |              |              |              |              |              |
| Argentina                     | 252          | 180          | 170          | 192          | 198          | 206          |
| Brazil                        | 610          | 550          | 596          | 585          | 596          | 596          |
| China                         | 1,617        | 1,375        | 1,350        | 1,080        | 1,335        | 965          |
| European Union                | 710          | 720          | 760          | 730          | 740          | 730          |
| New Zealand                   | 1,380        | 1,320        | 1,380        | 1,440        | 1,400        | 1,470        |
| Others                        | 479          | 439          | 492          | 469          | 503          | 448          |
| <b>Total Foreign</b>          | <b>5,048</b> | <b>4,584</b> | <b>4,748</b> | <b>4,496</b> | <b>4,772</b> | <b>4,415</b> |
| <b>United States</b>          | <b>49</b>    | <b>45</b>    | <b>56</b>    | <b>65</b>    | <b>54</b>    | <b>54</b>    |
| <b>Total</b>                  | <b>5,097</b> | <b>4,629</b> | <b>4,804</b> | <b>4,561</b> | <b>4,826</b> | <b>4,469</b> |
| <b>Total Dom. Consumption</b> |              |              |              |              |              |              |
| Algeria                       | 214          | 222          | 235          | 245          | 275          | 265          |
| Brazil                        | 628          | 662          | 664          | 652          | 656          | 661          |
| China                         | 1,910        | 1,992        | 1,868        | 1,649        | 1,833        | 1,513        |
| European Union                | 313          | 344          | 369          | 398          | 371          | 424          |
| Indonesia                     | 113          | 120          | 128          | 142          | 135          | 143          |
| Others                        | 718          | 572          | 506          | 504          | 516          | 522          |
| <b>Total Foreign</b>          | <b>3,896</b> | <b>3,912</b> | <b>3,770</b> | <b>3,590</b> | <b>3,786</b> | <b>3,528</b> |
| <b>United States</b>          | <b>49</b>    | <b>40</b>    | <b>50</b>    | <b>52</b>    | <b>48</b>    | <b>43</b>    |
| <b>Total</b>                  | <b>3,945</b> | <b>3,952</b> | <b>3,820</b> | <b>3,642</b> | <b>3,834</b> | <b>3,571</b> |

**Whole Milk Powder Trade: Summary For Selected Countries**  
1,000 Metric Tons

|                      | 2015  | 2016  | 2017  | 2018  | 2019<br>Dec | 2019<br>Jul |
|----------------------|-------|-------|-------|-------|-------------|-------------|
| <b>Total Imports</b> |       |       |       |       |             |             |
| Afghanistan          | 0     | 0     | 0     | 0     | 0           | 0           |
| Algeria              | 224   | 224   | 262   | 280   | 280         | 230         |
| Argentina            | 0     | 0     | 0     | 1     | 0           | 2           |
| Australia            | 11    | 16    | 28    | 28    | 30          | 35          |
| Brazil               | 59    | 126   | 73    | 68    | 65          | 66          |
| Chile                | 7     | 7     | 12    | 8     | 10          | 4           |
| China                | 347   | 420   | 470   | 521   | 500         | 550         |
| European Union       | 4     | 6     | 2     | 2     | 1           | 4           |
| Indonesia            | 44    | 52    | 47    | 59    | 50          | 60          |
| Mexico               | 7     | 12    | 4     | 7     | 7           | 8           |
| New Zealand          | 7     | 4     | 2     | 2     | 4           | 4           |
| Philippines          | 17    | 22    | 20    | 23    | 25          | 25          |
| Russia               | 38    | 48    | 49    | 26    | 20          | 55          |
| Taiwan               | 34    | 30    | 32    | 34    | 34          | 35          |
| Venezuela            | 195   | 58    | 20    | 10    | 10          | 10          |
| Others               | 0     | 0     | 0     | 0     | 0           | 0           |
| <b>Total Foreign</b> | 994   | 1,025 | 1,021 | 1,069 | 1,036       | 1,088       |
| <b>United States</b> | 9     | 15    | 21    | 7     | 6           | 7           |
| <b>Total</b>         | 1,003 | 1,040 | 1,042 | 1,076 | 1,042       | 1,095       |
| <b>Total Exports</b> |       |       |       |       |             |             |
| Afghanistan          | 0     | 0     | 0     | 0     | 0           | 0           |
| Algeria              | 0     | 0     | 0     | 0     | 0           | 0           |
| Argentina            | 138   | 110   | 71    | 118   | 135         | 110         |
| Australia            | 65    | 70    | 55    | 55    | 55          | 45          |
| Belarus              | 38    | 29    | 29    | 32    | 38          | 23          |
| Brazil               | 41    | 14    | 5     | 1     | 5           | 1           |
| Chile                | 6     | 7     | 4     | 4     | 4           | 4           |
| China                | 4     | 3     | 2     | 2     | 2           | 2           |
| European Union       | 401   | 382   | 393   | 334   | 370         | 310         |
| Indonesia            | 3     | 2     | 0     | 0     | 0           | 2           |
| Mexico               | 11    | 20    | 33    | 23    | 25          | 25          |
| New Zealand          | 1,380 | 1,344 | 1,342 | 1,369 | 1,375       | 1,570       |
| Philippines          | 21    | 27    | 1     | 5     | 5           | 6           |
| Russia               | 2     | 1     | 1     | 0     | 1           | 0           |
| Ukraine              | 2     | 2     | 4     | 4     | 4           | 10          |
| Others               | 0     | 0     | 0     | 0     | 0           | 0           |
| <b>Total Foreign</b> | 2,112 | 2,011 | 1,940 | 1,947 | 2,019       | 2,108       |
| <b>United States</b> | 15    | 19    | 19    | 27    | 12          | 20          |
| <b>Total</b>         | 2,127 | 2,030 | 1,959 | 1,974 | 2,031       | 2,128       |