

PERSPECTIVE

OCTOBER 2017



The latest insights in global dairy markets

Your regular global overview of the dairy industry along with trends in milk production, commodity prices and dairy trade

Welcome back to Perspective!

This month Natasha D'Costa, Director of Agriculture & Nutrition (APAC) at Frost & Sullivan, shares insights into the evolving trends in healthy aging and the potential opportunities in the Nutraceuticals space.

Highlights production, exports, imports and pricing













- Unfavourable weather conditions impacting New Zealand production. Production increasing in Australia and the EU in July.
- Global dairy exports increased other than from the United States, where exports declined for the first time since June 2016.
- Further strong import growth in China. Imports into Middle East and Africa down in June.
- GDT results were fairly stable with a slight decrease at TE 198. AMF increased by +5.2%. SMP decreased -5.6%, Butter down by -2.5% followed by WMP -0.5%. Cheddar remained flat at +0.1%.
- Butter prices experienced first decline in six months futures and forecasters making downward revisions as well. Cheese price rose. WMP and SMP price changes were mostly negative.

If you have any suggestions for topics you would like to read about in Perspective, or any other general feedback, we would love to hear from you. You can contact us at nzmpbrand@fonterra.com or through your account manager.

Kind regards,

The Perspective team

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PERSPECTIVE ON NUTRACEUTICALS AND HEALTHY AGING



NATASHA TELLES D'COSTA

Director, Agriculture & Nutrition, APAC, Frost & Sullivan

Natasha has over a decade of experience in the global food and beverage industry spanning the UK, India, Middle East and Asia Pacific.

In her current role she is responsible for the Frost & Sullivan Asia Pacific Agriculture & Nutrition programme and works closely with major industry participants and governments across wider APAC markets.

A self-confessed "food nerd" with a Masters in microbiology she is intrigued constantly by the changing demands of the food industry, and her travels to the APAC markets never fail to instil in her an awe for how innovative food can get.

Where do we go from here?

Gabriel Garcia Marquez famously wrote "Age has no reality except in the physical world". Never has this phrase rung truer than in today's aging world where overburdened healthcare systems continue to turn towards food to act as a source of preventative medication for consumers. The term "Nutraceutical" indicates food products that provide health and medical benefits, including prevention of potential disease and the healing of present diseases. Globally Nutraceuticals have witnessed immense support both from industry and consumers and is currently estimated to be a USD 175 Bn market with key growth arising out of the Asia Pacific region.

Trends in nutraceuticals: Where will focus shift?

What is your ingredient story?

Ingredients - particularly ethnic options - will remain a key revenue generator as consumers are drawn to markets where investments into ingredient stories, and their benefits, act as a product differentiator. The nutraceutical sector is a market within markets. A market where loyalty and traceability are key, but also a market that is fickle and price sensitive. Each country has a different story, a different need, and no longer are they willing to buy ingredient stories that are not targeted to their populace. Indeed, the most riveting trend this year will be how global stalwarts take on ethnic avatars, while Asian companies in turn, will focus on global trends such as convenience in western markets.

Aging continues to be the single largest challenge globally

Healthy aging will remain the Rosetta stone of the nutraceutical industry as the sector begins to layer into more specific aging related problems. Brain-health foods which reached the billion US Dollar mark in 2015 has been the single largest revenue earner from this section. However as the market develops, aging related products will get more specific and customised to target aged as well as aging populations. This will require brands to place a greater emphasis on innovation and differentiation in this market. *Source: Frost & Sullivan*



2.1 BILLION

Older persons are expected to exist globally by 2050. Ageing population refers to the number of people over 60 in a given country *Source: Frost and Sullivan*



APAC remains the final frontier- success will be based on understanding local stories

As APAC moves from a population that demands food security to a population that focusses on food quality, nutraceuticals have come into their own as the "heir apparent" for the changing face of the food industry. However its demands continue to pose challenges to the largely western-focussed nutraceutical industry. For instance, according to the 2013 Micronutrient Report, in the developing world, more than 40% of women are anaemic, nearly 20% of the population suffers from iodine deficiency disorders and about 25% of children have subclinical vitamin A deficiency. Few manufacturers outside of the Asian players have yet to target this opportunity and provide a viable solution.

Conclusion

If current trends hold, by 2050, healthcare spending will double, claiming 20-30% of GDP for some economies, and providing huge opportunities for alternative therapies. A growing influx of non-traditional food companies into this sector will change the rules of competition, and will drive investment into innovation like never before. Key nutrition themes such as children's, geriatric and maternal nutrition will drive consumer purchasing particularly as the story of their lifestyle benefit becomes more common. After all when all is said and done, consumers buy concepts - not products!

Disclaimer: The views expressed above are the opinion of the author, not those of Fonterra, and Fonterra is not responsible for any decisions taken in reliance on the same.

60%

Of global seniors live in APAC

Source: United Nations Ageing Report 2017

6-8%

Of GDP in most countries will be spent on ageing related healthcare costs by 2050!

Source: United Nations Ageing Report 2017



Ageing a key factor affecting rising Healthcare Costs

13%

Or 962 Mn of the world's population is over the age of 60

Source: United Nations Ageing Report 2017



AU AND EU PRODUCTION INCREASES UP vs JULY 16, AGAINST DOWNWARD TREND. NEW ZEALAND IMPACTED BY WEATHER.

To view a summary of year-on-year changes in production [click here](#)

New Zealand

-1%

Production change
for the 12 months to
August 2017

For the 12 months to August, milk production was down -1% compared to the same period the previous year.

The recent challenging weather conditions have impacted supply in August and are also expected to have an impact on peak milk volumes and future production for the season.

Total New Zealand milk production in August was down -2% compared to the same month last year.

Australia

-6%

Production change
for the 12 months to
July 2017

Production for the 12 months to July was down -6% compared to the same period the previous year.

The impact of poor weather conditions in spring 2016 and soft farmgate milk prices earlier in the year continue to be reflected in this seasonal decline.

Australia production in July increased +3% compared to the same month last year.

European Union

-1%

Production change
for the 12 months to
July 2017

Production for the 12 months to July was down -1% compared to the same period the previous year.

The increase in July was driven by continued growth in production out of Italy, Ireland and Poland, up a combined +10%. Germany and France, the two largest producers in Europe, were down again in July.

EU production in July was up +2% compared to the same month last year.¹

¹Includes estimate for Denmark (July)

United States

+2%

Production change
for the 12 months to
August 2017

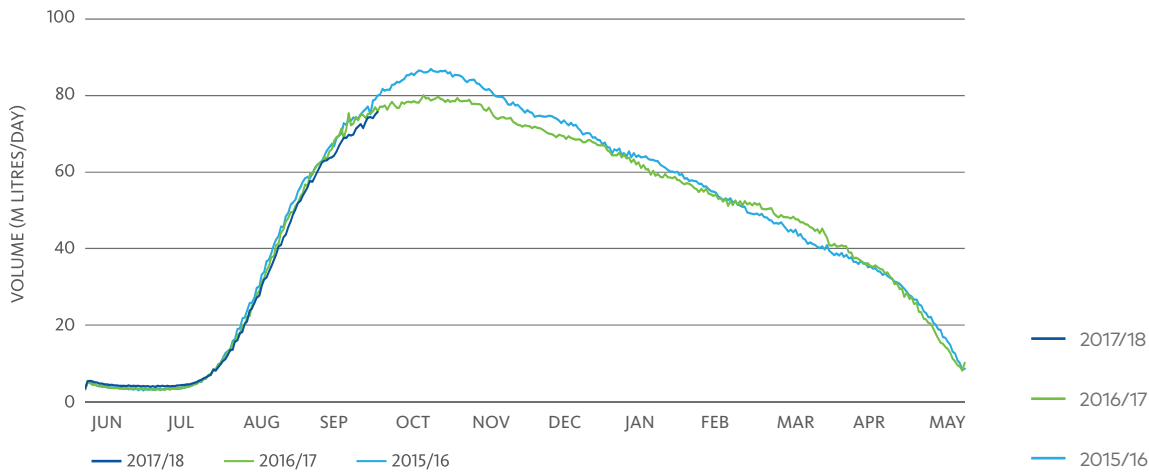
Milk production for the 12 months to August increased by +2% compared to the same period the previous year.

US production in August increased +2% compared to the same month last year as farmers continue to benefit from increased milk production per cow, reported to be the highest for the month of August since 2003.¹

¹<http://usda.mannlib.cornell.edu/usda/current/MilkProd/MilkProd-09-19-2017.pdf>



FONTERRA NEW ZEALAND MILK COLLECTION 2017/2018 SEASON



New Zealand Collection

-1%

Increase for the season
from 1 June to 30 September

For the four months to 30 September, milk collection was down -1% at 294 million kgMS.

Fonterra's milk collection across New Zealand reached 171 million kgMS in September, -2% lower than September last season.

Fonterra New Zealand milk collection continues to be impacted by unfavourable weather conditions, particularly in the North Island.

Australian Collection

+23%

Increase for the season
from 1 July to 30 September

Fonterra's milk collection across Australia in September reached 15 million kgMS, +3 million kgMS higher than September last season.

Continued growth in Fonterra's Australian milk pool has been driven by both existing and new suppliers that have joined Fonterra this season. As well, favourable seasonal conditions, strong pasture growth and reasonable feed input costs across all supply regions continue to support ongoing growth.





GLOBAL DAIRY EXPORTS INCREASED SIGNIFICANTLY, OTHER THAN FROM THE UNITED STATES WHERE EXPORTS DECLINED FOR THE FIRST TIME SINCE JUNE 2016

To view a summary of year-on-year changes in exports [click here](#)

New Zealand

0%

Export change for
the 12 months to
July 2017

Exports for the 12 months to July were flat on the previous comparable period.

Fluid and fresh dairy was up +31% or 66,000 MT, with WMP and cheese also up a combined 31,000 MT. These increases were offset by an 85,000 MT combined decline in AMF, SMP, butter and casein.

Total New Zealand dairy exports in July increased +8% or 23,000 MT compared to the same month last year.

The largest increases were seen in WMP and cheese exports, up 11,000 MT and 6,000 MT respectively compared to July last year.

Australia

-4%

Export change for
the 12 months to
July 2017

Exports for the 12 months to July were down -4%, or 27,000 MT on the previous comparable period.

This decline was again driven by SMP, butter and cheese, down a combined 29,000 MT, partially offset by an increase in fluid and fresh dairy, up 12,000 MT for the period to July.

Australian dairy exports increased +9% in July compared to the same month the previous year.

This increase was driven by SMP, which was up 10,000 MT or +113%, partially offset by declines in WMP, down 3,000 MT compared to the same month last year.

European Union

+4%

Export change for
the 12 months to
June 2017

Exports for the 12 months to June were up +4% or 192,000 MT on the previous comparable period.

Cheese, infant formula, lactose and SMP were up a combined +11% or 213,000 MT. However, fluid and fresh dairy, the largest export category, continued to decline, down 31,000 MT.

EU dairy exports¹ in June increased +11% or 49,000 MT compared to the same month last year.

Exports of SMP were up +96%, or 40,000 MT, as manufacturers cleared SMP inventories as the intervention programme draws to a close.

¹Includes estimate for Andorra, Greenland, Montenegro and Uzbekistan (June)

United States

+14%

Export change for
the 12 months to
July 2017

Exports for the 12 months to July were up +14% or 274,000 MT on the previous comparable period.

The US experienced significant growth across all key export categories, in particular SMP, whey powder and cheese, up a combined 223,000 MT or +20%.

US dairy exports decreased -1% in July compared to the same month the previous year. This was largely a result of declining SMP exports offset by slightly improved exports of cheese.



FURTHER STRONG IMPORT GROWTH IN CHINA. MIDDLE EAST AND AFRICA IMPORTS DOWN IN JUNE

To view a summary of year-on-year changes in imports [click here](#)

China

+9%

Import change
for 12 months to
August 2017

Imports for the 12 months to August were up +9%, or 207,000 MT, compared to the same period last year.

China dairy imports were up +28% or 54,000 MT in August compared to the same month last year.

Growth was seen across all key import categories, in particular infant formula WMP and whey, which grew a combined +13% or 147,000 MT.

Except for whey powder, imports of all key dairy categories increased. The largest growth was seen in WMP and fluid and fresh dairy, up 17,000 MT and 12,000 MT respectively.

Middle East & Africa

-2%

Import change
for 12 months to
June 2017

Imports for the 12 months to June decreased -2% or 89,000 MT compared to the same period last year.

Middle East and Africa¹ dairy imports decreased -16% or 59,000 MT in June compared to the same month the previous year.

Although there were increased imports of fluid and fresh dairy and SMP, two of the largest categories, there were declines in imports of most other products this year.

Decreases were seen across most key import categories except fluid and fresh dairy and SMP which were up a combined +9% or 13,000 MT.

¹Includes estimate for Egypt and Qatar (June)

Asia (excluding China)

+9%

Import change
for 12 months to
June 2017

Imports for the 12 months to June were up +9%, or 378,000 MT, compared to the same period the previous year.

Asia¹ (excluding China) dairy import volumes was flat in June compared to the same month last year, as increases in cheese and SMP were offset by declines in whey powder, butter and infant formula.

Growth for the year was seen across all import categories except WMP. The largest increases were in SMP, fluid and fresh dairy and cheese, up a combined 224,000 MT or +11%.

¹Includes estimate for Macao (October-June)

Latin America

+9%

Import change
for 12 months to
June 2017

Imports for the 12 months to June were up +9% or 160,000 MT. Growth was largely a result of increased imports of cheese and SMP, up a combined +13% or 124,000 MT.

Latin America's¹ dairy import volumes decreased -1% in June compared to the same month the previous year.

Increased imports of SMP, up 7,000 MT or +25%, were offset by declines in WMP and fluid and fresh dairy, down a combined 9,000 MT or -15% compared to the same month last year.

¹Excludes Nicaragua and Venezuela. Includes estimate for Belize (June)

Russia

-10%

Import change
for 12 months to
July 2017

Imports to Russia are down -10% or -111,000 MT for the 12 months to August compared to the same period the previous year. The decline was mainly due to the three largest imports, Fluid and Fresh Dairy, Cheese and SMP down -12%, -14%, and -9% respectively.

Russia import volumes were up by +2% or +1,600 for August compared to the same month the previous year. The increase was mainly driven by growth of Fluid & Fresh Dairy up +22% or 5,500MT, while cheese and SMP continue to be down.



TRACKING THE GLOBAL DAIRY MARKET

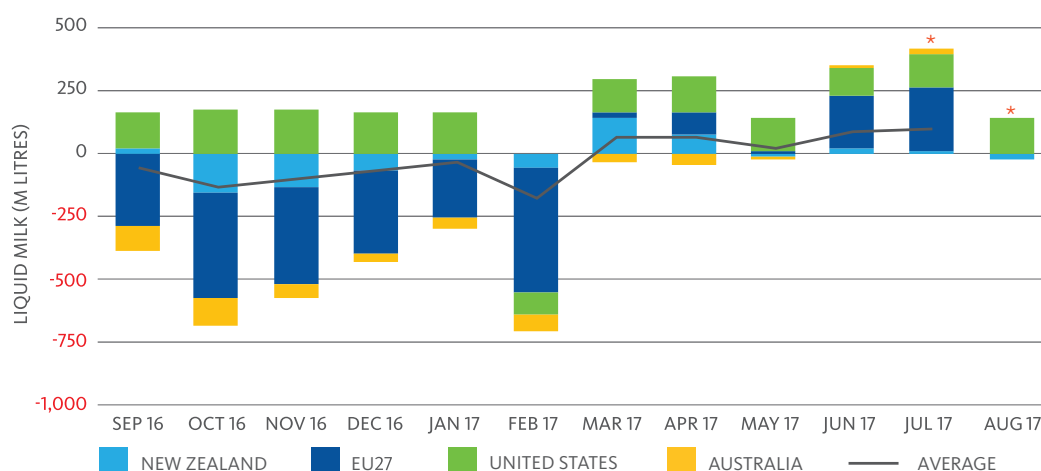
Global Dairy Market

The charts on the right illustrate the year-on-year changes in production, exports and imports for a range of countries that are important players in global dairy trade.

Where countries are not shown, this is likely due to data not yet being available at time of publication.

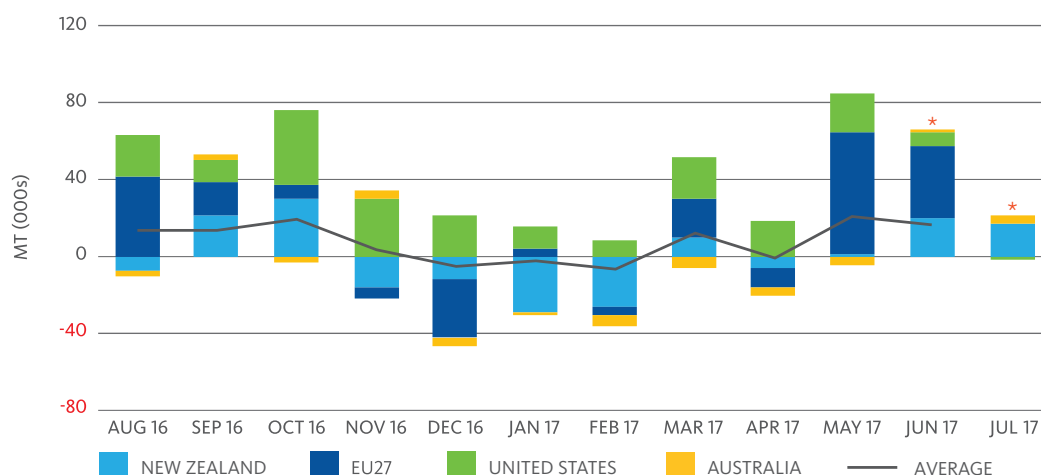
For further information [click here](#)

PRODUCTION



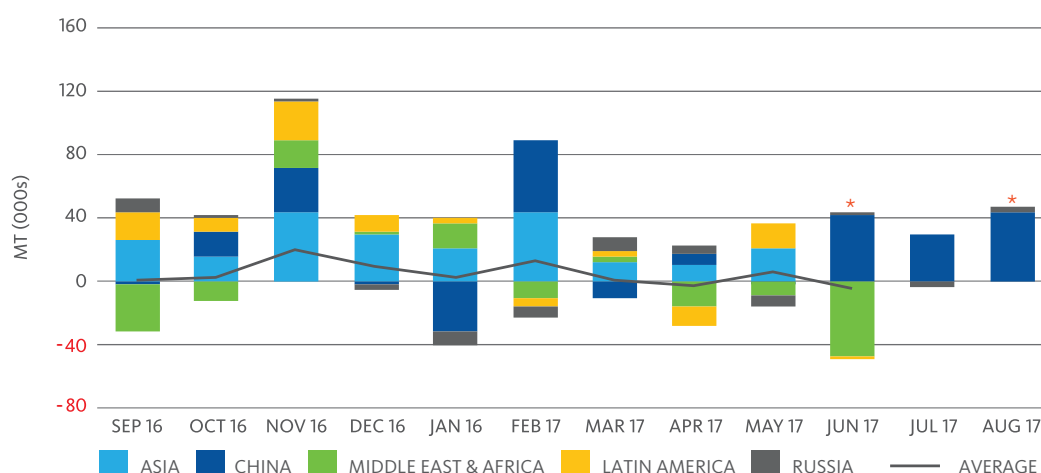
NOTE: * (colour coded) Data incomplete: EU & AU data to June, NZ and USA to Aug.

EXPORTS



NOTE: * (colour coded) Data for EU to June; New Zealand, US and Australia to July.

IMPORTS



NOTE: * (colour coded) Data for Asia, Middle East and Africa and Latin America to June, China and Russia to August.

Source: Government milk production statistics/GTIS trade data/Fonterra analysis



Food Price

FAO Food Price Index averaged 178.4 points in September 2017, up slightly +0.8% from previous month, and still +4.3% above its value same time a year ago. The Dairy Price Index averaged 224.2 in September 2017, up +2.1% from previous month, yet up +27.4% above its value a year ago, but remains -18.6% below the peak reached in February 2014. Butter and cheese remain the dairy products in highest demand, especially in Asia. By contrast, SMP and WMP prices declined.

Source: FAO



Economic

Composite leading indicators (CLIs) anticipate a relative stable growth momentum for the OECD as a whole. Stable growth continues to be expected in the United States, Japan, Canada and the euro area including France. In Germany, the CLI points to stabilising growth momentum while in Italy growth is expected to gain momentum. The CLI for the United Kingdom, however, continues to indicate easing growth. In emerging economies CLIs point to growth gaining momentum in Brazil, China and India.

Source: OECD



Consumer

The Economist Intelligence Unit (EIU) has revised its estimate of global growth in 2017 from +2.8% to +2.9%, on the back of strong economic data in a number of key countries. In the US and Canada, EIU increased forecast growth of +2.2% and +3.1% in 2017 (up from +2.1% and +2.6% respectively). EIU also revised the forecast for growth in the euro zone from +2.0% to +2.2%, supported by a decline in unemployment and an acceleration in credit growth. Brazil's economy continues to recover from recession, EIU forecasts a GDP growth of +0.7% in 2017. China's economy is expected to grow from +4.8% to +5.8% in 2018.

Source: Economist Intelligence Unit



Weather

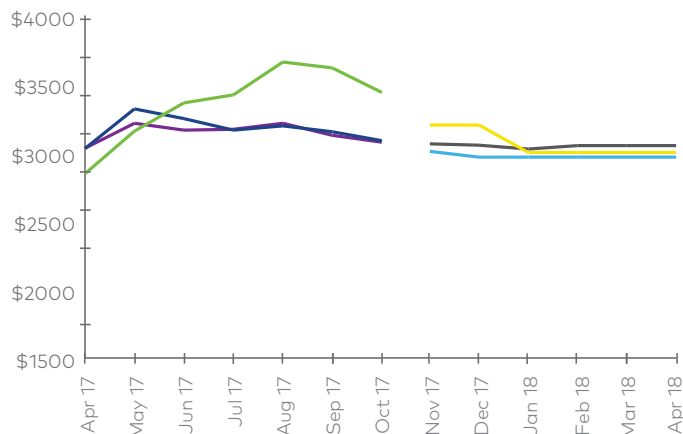
Wetter-than normal conditions in key New Zealand dairying region is starting to affect pasture growth, as soil moisture is currently above average which could hamper milk production. In U.S. hurricanes dominated September's weather headlines caused substantial wind and flood damages to the affected areas and also brought near total crop losses. ENSO remained neutral across the pacific during October 2017.

Sources: Climate Prediction Centre, World Agricultural Weather Highlights USDA oCOE; Dairy Australia Production Inputs Monitor; Otago Daily Times



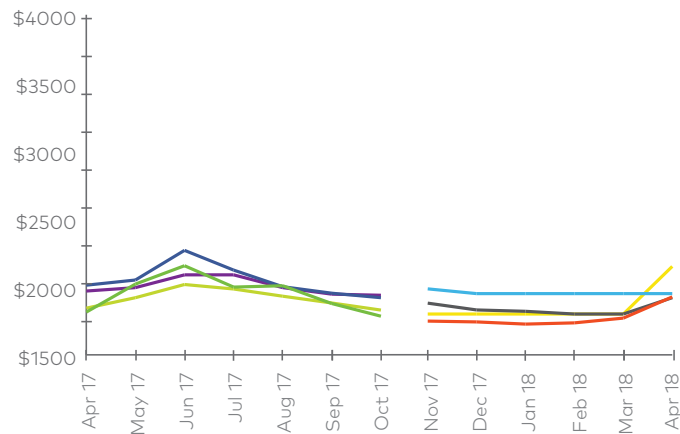
COMMODITY PRICES

WMP



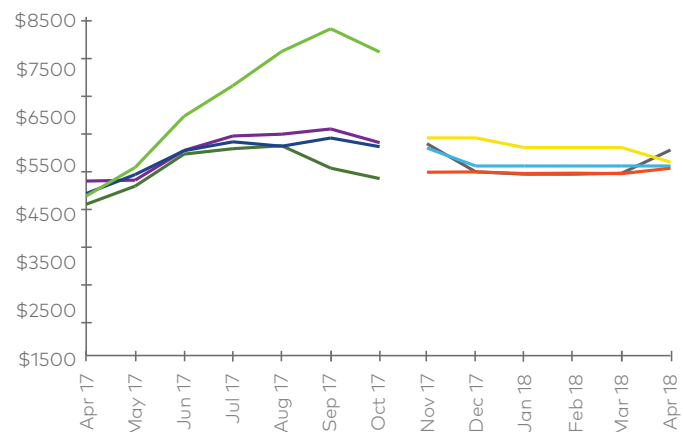
- WMP prices predominantly declined in October. Dutch Dairy Board (DDB) down -4.9% to USD 3,438/MT, GDT down by -2.1% to USD 3,086 and USDA Oceania down -1.6% to USD 3,075/MT.
- Average futures and forecasts for November 2017 to April 2018 were mostly stable. The average Informa Oceania remained flat at -0.7% to USD 2,973/MT and NZX Futures also remained flat at -0.7% to USD 3,050/MT. The average for Rabobank was down -4.2% to USD 3,067/MT.

SMP



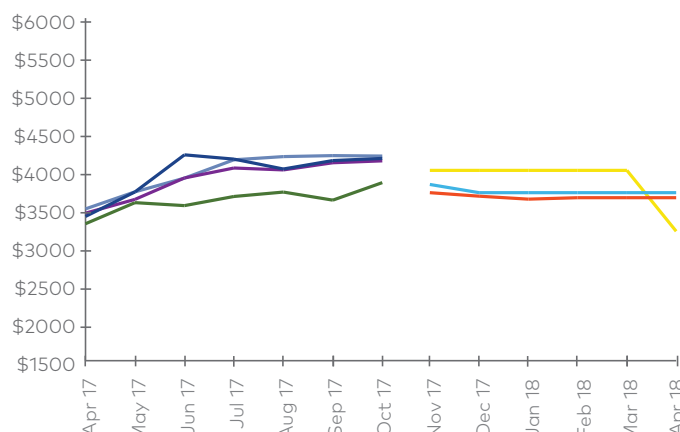
- SMP prices were mostly negative in October. DDB down -5.0% to USD 1,784/MT, USDA NASS down -2.8% to USD 1,829/MT, GDT also down -1.7% to USD 1,920/MT. USDA Oceania stayed flat at -0.4% to USD 1,938/MT.
- Futures and forecasts were mostly down for their six month average prices. Average for NZX Futures down by -3.1% to USD 1,842/MT, CME Futures down -5.4% to USD 1,775/MT and Rabobank reported a significant pricing decrease -13.6% to USD 1,858/MT. Yet Informa Oceania stayed flat at -0.2% to USD 1,956/MT.

Butter



- Butter prices experienced the first decline in six months. DDB down - 5.8% to USD 7,773/MT, USDA Oceania down -4.6% to USD 5,900/MT, CME Spot down -4.0% to USD 5,157/MT and GDT down -3.0% to USD 5,816/MT.
- Futures and forecasts all decreased for the average price from November 2017 to March 2018. The average NZX Futures price for the next six months decreased -8.8% to an average of USD 5,450/MT, CME Futures down -2.4% to USD 5,293/MT, Informa Oceania pricing decreased by -2.0% to USD 5,482/MT and Rabobank down by -1.4% to USD 5,817/MT.

Cheese



- October cheese prices changes were mostly positive. CME Spot up +6.4% to USD 3,839/MT. GDT up +0.7% to USD 4,157/MT and USDA Oceania rose by +0.6% to USD 4,125/MT. The EU Commission stayed flat at 4,188/MT.
- Futures and forecasts were mixed for the average price over the next six months. CME Futures remained flat at USD 3,652/MT and Informa Oceania also stayed flat at USD 3,725/MT. Yet, Rabobank Oceania rose by +20.8% to USD 3,867/MT.

Actuals

- GDT Fonterra
- Dutch Dairy Board
- USDA Oceania
- USDA NASS
- CME Spot
- EU Commission

Forecasts

- NZX Futures
- CME Futures
- Rabobank Oceania
- Informa Oceania



TRADING EVENT 198

-1.0% ↓

Change in Fonterra's weighted average product price from previous event

USD **3,204**

Fonterra's weighted average product price (USD/MT)

35.7 000' MT

Fonterra product quantity sold on GDT

WMP

-0.5%

\$3,014

SMP

-5.6%

\$1,797

AMF

+5.2%

\$6,841

Butter

-2.5%

\$5,736

Cheddar

-0.1%

\$4,107

Rennet Casein

-8.6%

\$5,612

BMP

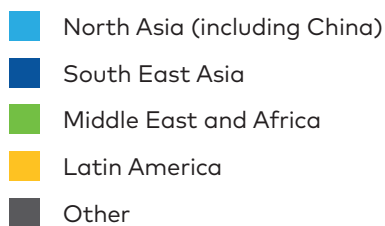
Not offered at this event

LACTOSE

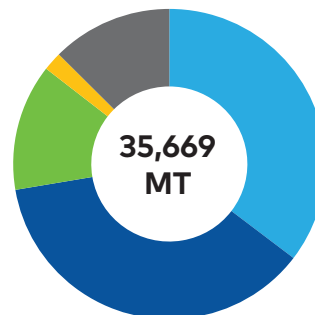
Not offered at this event

GDT SALES BY DESTINATION

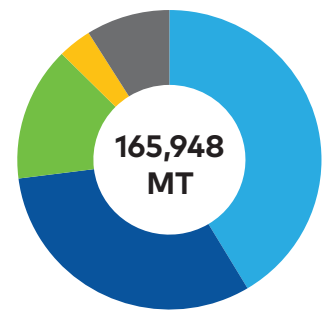
TRADING EVENT 198



LATEST AUCTION



FINANCIAL YEAR TO DATE



GDT PRICE INDEX

Dairy commodity prices and New Zealand dollar trend:

Political uncertainty weighed on the New Zealand dollar for much of September, which was evident in the dovish trend throughout the month.





USDA, DAIRY OUTLOOK

Published 18 October 2017

Recent developments

USDA reported August 2017 milk production of 18.05 billion pounds, +2.0% above August 2016. Milk cows numbered 9.405 million head, +71,000 head more than August 2016 but unchanged from previous month. Milk per cow for May was 1,919 pounds, +24 pounds more than August 2016.

Wholesale prices reported from week ending September 2nd to week ending October 7th in USDA National Dairy Products Sales Report fell for all dairy products. The greatest loss was a -22.3 cent decrease in the price of butter.

Exports for the global market for milk fat has continued to be tight in August. On a milk-fat basis

they were +116 million pounds more than previous month and +213 million higher than August 2016. On a skim-solids basis exports increased +324 million pounds compared to previous month and -116 million less than August 2016. Notably, cheese exports were 67.0 million pounds, +6.9 million higher than July 2017 and +17.5 more than August 2016 due to Mexico being the leading destination for cheese exports.

Imports decreased in August 2017. On a milk-fat basis they were -6 million pounds lower than July 2017. On a skim-solids basis they were -74 million pounds lower than July 2017. Imports of butter were notably high at 5.9 million pounds, +1.6 million more than August 2016.

Dairy forecasts for 2017

Milk cow forecast numbers has been lowered by -5 thousand. However, milk per cow forecast was raised +30 pounds to 23,010 pounds due to strong yield growth in recent months. Milk production forecast has been increased by +0.2 billion pounds to 216.2 billion.

Domestic use forecast for 2017 on a skim-solids basis has been lowered by -1.0 billion pounds to 179.1 billion. On a milk-fat basis it has been increased by +0.1 billion pounds to 211.7 billion.

Export forecast for 2017 on a skim-solids basis has been raised to 40.9 billion. On a milk-fat basis export forecast has been raised +0.3 billion pounds to 9.5 billion.

Import forecast for 2017 on a skim-solids basis has been raised to 6.3 billion pounds for the year. On a milk-fat basis imports are unchanged at 6.2 billion pounds.

Dairy forecasts for 2018

Milk cow forecast numbers for 2018 have been lowered by -5,000 pounds. Milk per cow has been raised by +40 pounds to 23,335 pounds per head based on modest growth in recent months and lower prices. Milk production forecast is +0.3 billion pounds higher at 220.4 billion.

Domestic use forecast on a skim-solids basis is forecast +0.7 billion pounds above than previous forecast at 185.0 billion. On a milk-fat basis domestic use forecast is up + 0.4 billion pounds to 216.7 billion.

Export forecast on a skim-solids basis is up +0.2 billion pounds to 42.0 billion. On a milk-fat basis forecast exports are +0.4 billion pounds up on last forecast to 9.6 billion pounds.

Import forecast on a skim-solids basis is the same as last month at 6.2 billion pounds. On a milk-fat basis forecast is also unchanged at 5.9 billion pounds.



BLIMLING, FORECAST UPDATE

Published 3 October 2017

Blimling October's forecast update focuses on the increase of the global milk production. The EU Commission expects growth to average + 0.7% for the year. To achieve that EU milk production will have to expand by about +2.0% through year-end. Yet, weekly data from Germany and France shows production at the end of September was already up above 2%.

New Zealand's milk production season is off to a slow start following a wet spring, however forecasts are still indicating 1- 2% growth. Production in the US is poised for growth as well with expectations for growth around 1- 2%.

Blimling indicates that if the supply expansion continues, dairy markets are likely to limit price upside due to the topped off inventories.

In the cheese market, prices will remain supported by the seasonally strong demand. However, the ample supply of milk and heavy inventories will cap upside potential into year-end.

Butter in the US will remain well supplied. Yet, the market will remain on-edge, presenting opportunities for the late season rally.

In the NDM/SMP market, strong seasonal supply expansion and heavy inventories will continue to weigh on the market.

The whey market will remain under pressure from heavy inventories and sustained global supply growth.



GLOSSARY

Fonterra draws the information in this update from a variety of principally external sources listed below. Also included are defined acronyms for better understanding.

AMF Anhydrous Milk Fat

BMP Butter Milk Powder

CME Chicago Mercantile Exchange

EIU Economist Intelligence Unit

FAO United Nations Food and Agriculture Organisation

Farmgate Milk Price The price for milk supplied in New Zealand to Fonterra by farmer shareholders

Fluid and Fresh Dairy The Fonterra grouping of fluid milk products (skim milk, whole milk and cream pasteurised or UHT processed), concentrated milk products (evaporated milk and sweetened condensed milk) and yoghurt

FTA Free Trade Agreement

GDI Global Dairy Intelligence group, Fonterra Cooperative Group Limited. GDI provides insights to Fonterra management based on a model of the global dairy market developed by GDI and populated with publicly available data. The model outputs referenced in this report do not reflect Fonterra's non-public production or sales data

GDP Gross Domestic Product

GDT Global Dairy Trade auction platform

GDT Price Index is an index that provides a measure of the weighted average percentage change in the movement in price of all products sold on GDT. This provides a simple measure of changes in dairy price between trading events

IMF International Monetary Fund

Informa Informa Economics Inc., Dairy Group, Global Dairy Market Report

LME Liquid Milk Equivalent

MAT Moving Annual Total (this is data averaged across the 12 month period)

MEA Middle East and Africa

NDM Non-fat Dry Milk

NZX NZ Stock Exchange

OECD Organisation for Economic Co-operation and Development

Q[1] [First] Quarter

Reference Products The dairy products used in the calculation of the Farmgate Milk Price, which are currently WMP, SMP, BMP, butter and AMF

SEA South East Asia

Season New Zealand: A period of 12 months to 31 May in each year. Australia: A period of 12 months to 30 June in each year.

SMP Skim Milk Powder

TE GDT Trading Event

USDA NASS US Department of Agriculture National Agricultural Statistics Service

USDA Oceania US Department of Agriculture Agricultural marketing service price series for specific products in the Oceania region

WMP Whole Milk Powder

YOY Year-on-year

YTD Year to date



Tracking the global dairy market Production, Export and Import charts

The production, export and import charts illustrate year-on-year changes in production, exports and imports for a range of countries that are important players in global dairy trade.

The absolute size of the bars represents the change in production, exports or imports compared to the same month the previous year. The portion of the bar below zero represents a year-on-year decrease and the portion above the line shows the year increase for that country. Where countries are not shown this is likely due to the data not yet being available.

Weather Source (Page reference – 13)

Comments on weather are obtained from various government weather sites as well as independent reports including Martell Crop Projections. Global milk production data is sourced from government and industry websites including US Department of Agriculture (USDA), EuroStat, Dairy Australia, Dairy Companies Association of New Zealand (DCANZ) and others.



Important note: The information and commentary contained in this 'Perspective from NZMP' is based on publicly available official government statistics; industry association reports; other published industry reports together with data and insights developed by Fonterra's Global Dairy Intelligence group ('GDI'). These sources are identified as appropriate in this 'Perspective from NZMP'. GDI insights and data are derived from a global dairy market model populated by publicly available data. The model inputs and outputs do not reflect Fonterra's non-public production, pricing or sales data. Fonterra Co-operative Group Limited and its group members involved in the manufacture or sale of NZMP branded products ('Fonterra') has provided this 'Perspective from NZMP' for informational purposes only. It does not constitute recommendations or advice for the purposes of making financial decisions regarding trading in dairy products or commodities, or dealing in financial instruments relating to dairy commodities. Although every effort is made to ensure the accuracy of reproducing and interpreting such information, no warranty or representation of such is made and Fonterra shall have no liability in respect of any reliance placed on such information in the formulation of any business decision.