

U.S. Exports

Exports finish strong in 2019

U.S. dairy exports were positive in December, continuing a rebound over the last third of 2019.

During December, suppliers moved growing volumes of nonfat dry milk/skim milk powder (NDM/SMP) to Southeast Asia in particular, while overall shipments of whey products topped year-ago levels for the first time in 16 months. Lactose exports exceeded the depressed levels of 2018. Like NDM/SMP, interest was strong from Southeast Asia on both whey and lactose. Among the four major export categories, only cheese slipped back in December.

Among December's other highlights:

- Exports of whey protein isolate (WPI) were an all-time-high 5,412 tons, including record sales to Japan and Southeast Asia.
 - Dairy exports to South America were \$49.1 million, a new high, led by record shipments of NDM/SMP to Colombia. In fact, Colombia was the United States' fourth-largest export market, by value, in December.
 - Exports of NDM/SMP to Egypt were the most since April 2013.
 - Sales of cheese to Mexico were the most in 18 months.
 - Exports of whey products to New Zealand were the most ever.
- U.S. suppliers shipped 179,382 tons of milk powders, cheese, whey products, lactose and butterfat during the month, 14% more than the

year before. On a solids basis, total dairy exports were up 16%. The value of all exports was \$523.3 million, up 22%.

For the full year 2019, U.S. export value topped \$6 billion for the first time since 2014. Overall value was up 8% in 2019, and over the last three years, exports have increased 25%. On a total milk solids basis, U.S. exports were equivalent to 14.5% of U.S. milk solids production in 2019. This is down from 15.7% in 2018.

U.S. suppliers shipped 700,930 tons of **NDM/SMP** in 2019, down 2% from the record level of 2018. Sales improved markedly starting in September, once EU intervention stocks were cleared through the supply chain. Volume was up 29% in the last four months of the year.

U.S. **cheese** exports reached 357,910 tons in 2019, up 3% from the year before and the most in five years.

Total **whey** exports were 447,950 tons in 2019, down 18% (-98,843 tons) from 2018. Volume to China, the largest market for U.S. whey, dropped in half, accounting for all of the overall decline (-100,597 tons). Exports of **WPI** were a record-high 46,947 tons, up 11% from 2018.

U.S. Exports

	LATEST MONTH				DECEMBER (VOLUME, MT)					YEAR-TO-DATE				JANUARY-DECEMBER (VOLUME, MT)			
	2017	2018	2019	% CHG	2017	2018	2019	% CHG		2017	2018	2019	% CHG	2017	2018	2019	% CHG
NDM/SMP*	60,228	50,347	69,190	+37	607,766	714,281	700,930	-2	607,766	714,281	700,930	-2	607,766	714,281	700,930	-2	
WMP*	2,940	2,083	5,256	+152	25,317	45,716	39,179	-14	25,317	45,716	39,179	-14	25,317	45,716	39,179	-14	
Cheese	26,827	28,838	26,143	-9	340,267	348,653	357,910	+3	340,267	348,653	357,910	+3	340,267	348,653	357,910	+3	
Butterfat	2,792	1,949	1,649	-15	27,627	44,618	24,241	-46	27,627	44,618	24,241	-46	27,627	44,618	24,241	-46	
Total Whey	53,070	34,485	40,364	+17	547,975	546,793	447,950	-18	547,975	546,793	447,950	-18	547,975	546,793	447,950	-18	
-Dry whey	20,358	13,275	12,440	-6	213,563	221,075	153,879	-30	213,563	221,075	153,879	-30	213,563	221,075	153,879	-30	
-WPC	14,444	6,848	11,174	+63	145,444	149,736	124,354	-17	145,444	149,736	124,354	-17	145,444	149,736	124,354	-17	
-Modified whe	14,884	10,771	11,338	+5	153,596	133,514	122,769	-8	153,596	133,514	122,769	-8	153,596	133,514	122,769	-8	
-WPI	3,384	3,592	5,412	+51	35,373	42,469	46,947	+11	35,373	42,469	46,947	+11	35,373	42,469	46,947	+11	
Lactose	35,763	27,551	29,792	+8	361,300	392,382	378,456	-4	361,300	392,382	378,456	-4	361,300	392,382	378,456	-4	
MPC	2,651	2,940	3,191	+9	23,286	32,750	34,432	+5	23,286	32,750	34,432	+5	23,286	32,750	34,432	+5	
Food preps (blends)	7,779	5,046	3,797	-25	71,977	62,785	52,031	-17	71,977	62,785	52,031	-17	71,977	62,785	52,031	-17	
Aggregate volume**	192,050	153,239	179,382	+17	2,005,515	2,187,979	2,035,131	-7	2,005,515	2,187,979	2,035,131	-7	2,005,515	2,187,979	2,035,131	-7	
Milk/cream (000 liters)	7,869	9,293	9,678	+4	105,665	115,203	130,648	+13	105,665	115,203	130,648	+13	105,665	115,203	130,648	+13	
Total Value (millions) **	\$ 466.2	\$ 429.3	\$ 523.3	+22	\$ 5,475.0	\$ 5,578.5	\$ 6,014.5	+8	\$ 5,475.0	\$ 5,578.5	\$ 6,014.5	+8	\$ 5,475.0	\$ 5,578.5	\$ 6,014.5	+8	

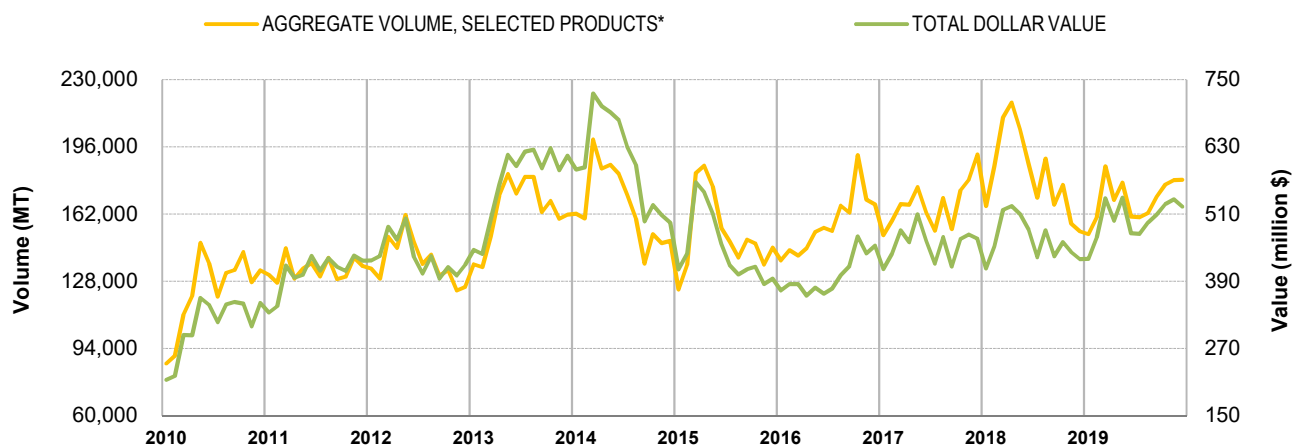
* U.S. Census Bureau data for NDM/SMP and WMP since June 2016 adjusted to reflect shipments to Mexico misclassified as WMP.

** Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

U.S. Exports

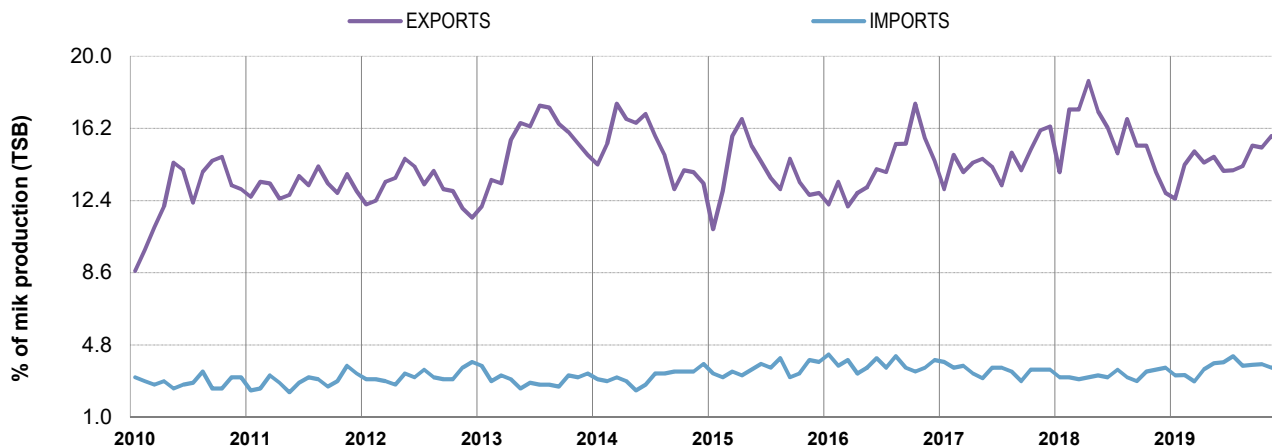
U.S. EXPORTS

VOLUME AND VALUE



* Volume includes SMP, WMP, MPC, whey, cheese, butterfat, lactose

U.S. EXPORTS AND IMPORTS AS A PERCENT OF MILK PRODUCTION



U.S. DAIRY EXPORTS, TOP 10 MARKETS

(million \$)	Dec 19	vs. yr ago
Mexico	\$ 139.7	+22%
Southeast Asia	85.7	+84%
South America	49.1	+76%
Canada	46.3	-7%
China	30.7	-7%
Middle East/North Africa	29.7	+48%
Japan	22.7	+8%
Oceania	22.4	+16%
So. Korea	20.0	-14%
Caribbean	18.9	-5%

U.S. EXPORTS AS % OF PRODUCTION

	December	yr ago	Jan-Dec 19	yr ago
NDM/SMP	70%	58%	65%	67%
Total cheese	5.2%	5.7%	6.0%	5.9%
Butterfat	2.1%	2.5%	2.8%	5.2%
Dry sweet whey	34%	39%	35%	49%
Lactose	70%	55%	68%	75%
Total milk solids	15.2%	12.8%	14.5%	15.7%

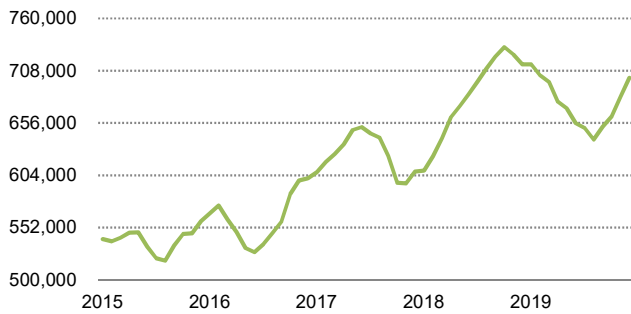
ACCESS U.S. EXPORT DATA ONLINE

Visit usdec.org/research-and-data/market-data/us-export-data

Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

U.S. Exports: Rolling 12-Month Volume

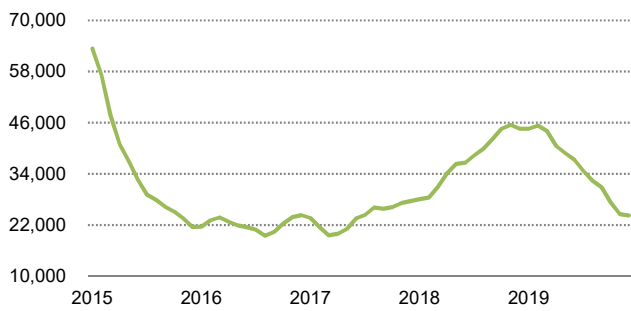
U.S. NDM/SMP EXPORTS (MT)



U.S. CHEESE EXPORTS (MT)



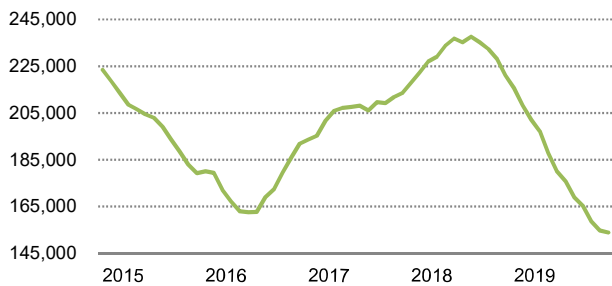
U.S. BUTTERFAT EXPORTS (MT)



U.S. TOTAL WHEY* EXPORTS (MT)



U.S. DRY WHEY EXPORTS (MT)



U.S. WPC EXPORTS (MT)



U.S. WPI EXPORTS (MT)



U.S. LACTOSE EXPORTS (MT)



* Total whey includes dry whey, WPC, modified whey products and WPI.