

U.S. Exports

Exports start strong in 2020

Improved ingredient sales, particularly to Southeast Asia, helped U.S. dairy export volume post its fifth straight month of growth. U.S. suppliers shipped 184,033 tons of milk powders, cheese, whey products, lactose and butterfat during the month, 21% more than the year before.

On a total milk solids basis, U.S. exports were equivalent to 15.1% of U.S. milk solids production in January, the most ever for January and up 12.5 from the same month a year ago. The value of all exports was \$554.8 million, up 29% and the highest figure in nearly five years.

Gains were led by record ingredient sales to Southeast Asia. Nonfat dry milk/skim milk powder sales to the region reached 28,556 tons in January (+114%), led by increased purchasing from Indonesia, the Philippines and Vietnam.

January also was a strong month for whey and lactose sales into Southeast Asia – up 17% and 19%, respectively. In all, the value of exports to Southeast Asia more than doubled last year's total, topping \$100 million for the first time since May 2015.

Success in Southeast Asia enabled U.S. exporters to continue their recovery in NDM/SMP exports. Over the last five months, U.S. shipments averaged 68,440 tons per month, up 31% from prior-year

levels. January volume was up 41%. Among other customers, U.S. suppliers posted record sales to Japan, and significant gains in Peru and the Middle East/North Africa (MENA) region.

Sales of whey and lactose also improved in January, with notable gains in whey exports to China.

Overall **whey** sales were up 18% in January. Dry whey exports were lower, but strong gains were seen in whey protein concentrate (WPC), modified whey products (permeate) and whey protein isolate (WPI).

U.S. suppliers shipped 12,526 tons of whey products to China in January, the most in more than a year, and up 31% from last January. Shipments of WPC, permeate and WPI were all well-above year-ago levels.

U.S. **lactose** exports were up 16% in January, with Southeast Asia and New Zealand helping offset losses to China and Mexico.

Cheese exports were up fractionally in January compared with a year ago. U.S. exports saw gains in Mexico (+21%) and Southeast Asia (+38%), but lost sales in Japan and South Korea (-16% each).

U.S. Exports

	LATEST MONTH		JANUARY (VOLUME, MT)			YEAR-TO-DATE		JANUARY (VOLUME, MT)	
	2018	2019	2020	% CHG		2018	2019	2020	% CHG
NDM/SMP*	49,365	49,386	69,550	+41	NDM/SMP*	49,365	49,386	69,550	+41
WMP*	1,336	2,152	1,978	-8	WMP*	1,336	2,152	1,978	-8
Cheese	26,890	27,885	27,994	+0	Cheese	26,890	27,885	27,994	+0
Butterfat	2,306	2,291	1,772	-23	Butterfat	2,306	2,291	1,772	-23
Total Whey	48,789	34,920	41,138	+18	Total Whey	48,789	34,920	41,138	+18
-Dry whey	19,933	14,447	13,613	-6	-Dry whey	19,933	14,447	13,613	-6
-WPC	15,584	6,768	10,852	+60	-WPC	15,584	6,768	10,852	+60
-Modified whey	10,250	9,914	11,808	+19	-Modified whey	10,250	9,914	11,808	+19
-WPI	3,022	3,791	4,864	+28	-WPI	3,022	3,791	4,864	+28
Lactose	30,725	28,973	33,486	+16	Lactose	30,725	28,973	33,486	+16
MPC	1,712	2,096	3,143	+50	MPC	1,712	2,096	3,143	+50
Food preps (blends)	4,953	4,148	4,973	+20	Food preps (blends)	4,953	4,148	4,973	+20
Aggregate volume**	166,076	151,851	184,033	+21	Aggregate volume**	166,076	151,851	184,033	+21
Milk/cream (000 liters)	7,827	9,448	8,935	-5	Milk/cream (000 liters)	7,827	9,448	8,935	-5
Total Value (millions) **	\$ 413.8	\$ 430.6	\$ 554.8	+29	Total Value (millions) **	\$ 413.8	\$ 430.6	\$ 554.8	+29

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

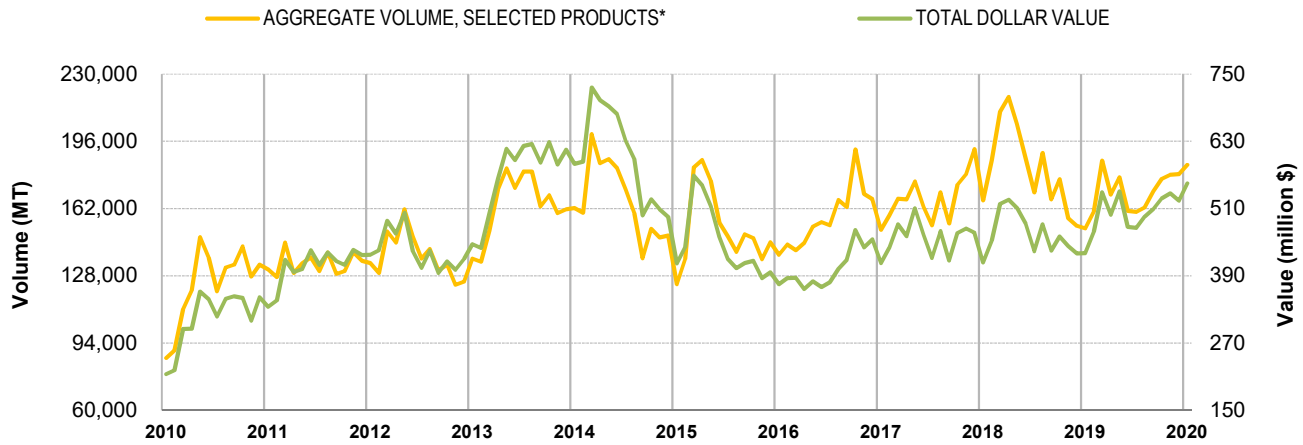
** Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

Source: USDEC, U.S. Bureau of Census.

U.S. Exports

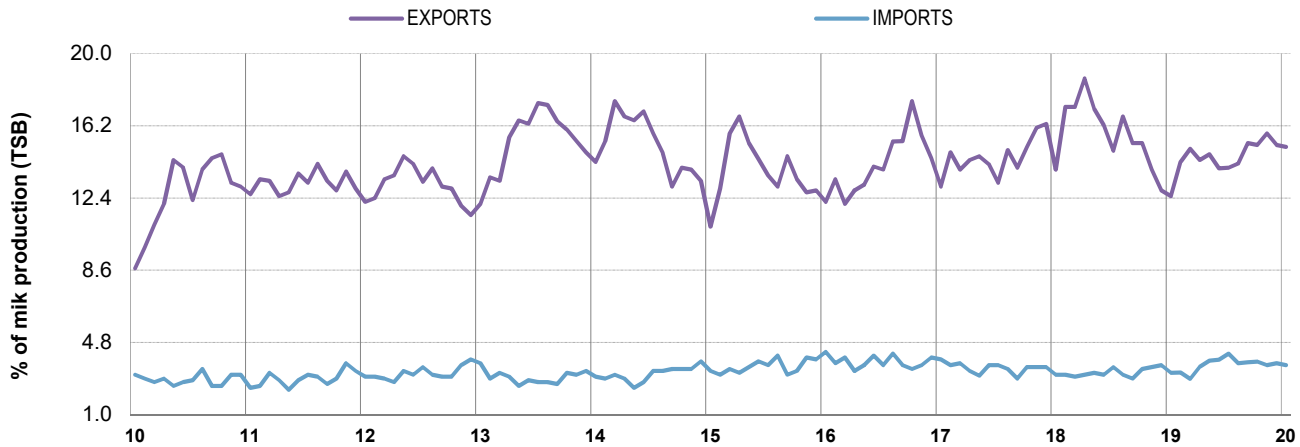
U.S. EXPORTS

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 \$)	Jan 20	vs. yr ago
Mexico	\$ 133.0	+18%
Southeast Asia	107.0	+107%
Canada	72.7	+9%
China	33.8	+9%
South America	32.8	+42%
Oceania	27.5	+34%
Middle East/North Africa	27.1	+54%
Japan	26.7	+17%
So. Korea	24.3	+3%
Caribbean	21.6	+31%

U.S. EXPORTS AS % OF PRODUCTION

	January	yr ago	Jan 20	yr ago
NDM/SMP	68%	51%	68%	51%
Total cheese	5.6%	5.6%	5.6%	5.6%
Butterfat	2.0%	2.7%	2.0%	2.7%
Dry sweet whey	35%	39%	35%	39%
Lactose	84%	57%	84%	57%
Total milk solids	15.1%	12.5%	15.1%	12.5%

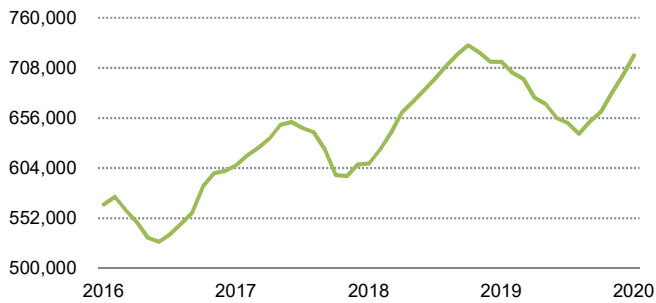
ACCESS U.S. EXPORT DATA ONLINE

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

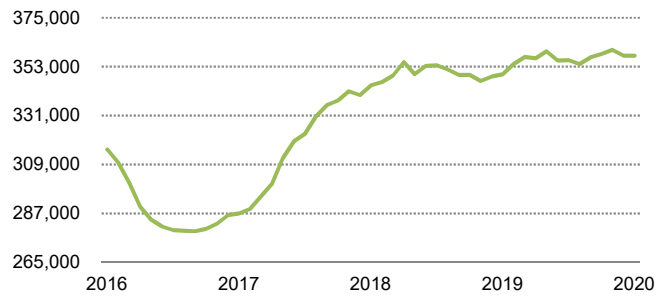
Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

U.S. Exports: Rolling 12-Month Volume

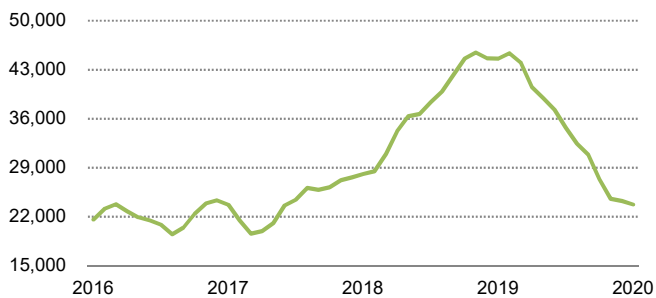
U.S. NDM/SMP EXPORTS (MT)



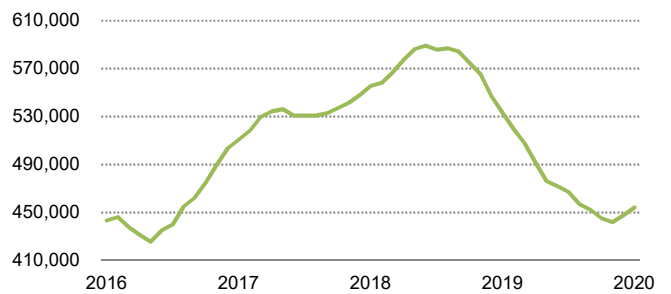
U.S. CHEESE EXPORTS (MT)



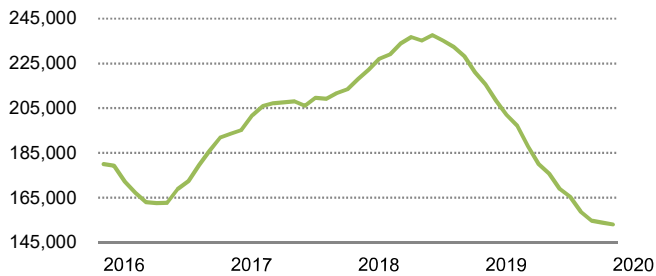
U.S. BUTTERFAT EXPORTS (MT)



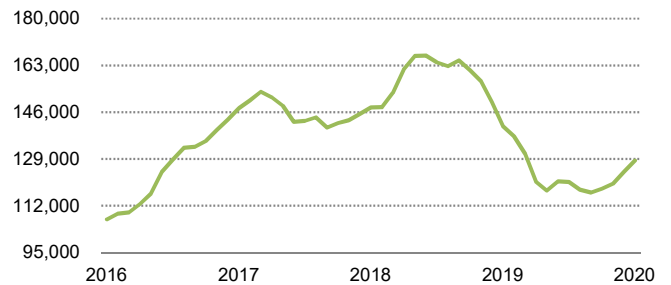
U.S. TOTAL WHEY* EXPORTS (MT)



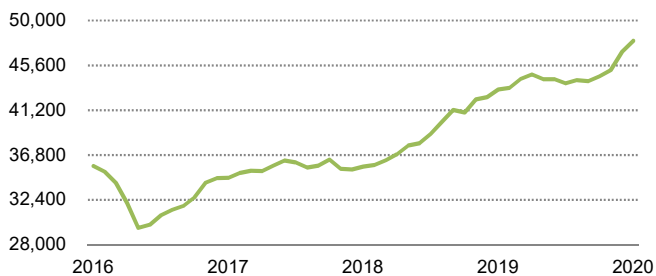
U.S. DRY WHEY EXPORTS (MT)



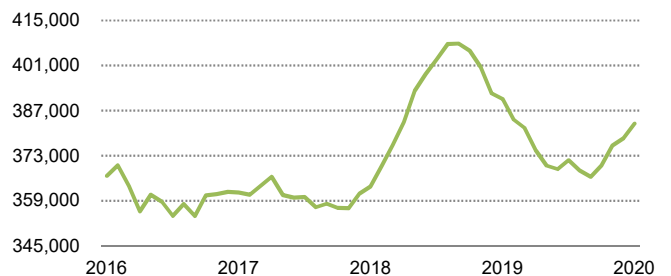
U.S. WPC EXPORTS (MT)



U.S. WPI EXPORTS (MT)



U.S. LACTOSE EXPORTS (MT)



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

Source: USDEC, U.S. Bureau of Census.