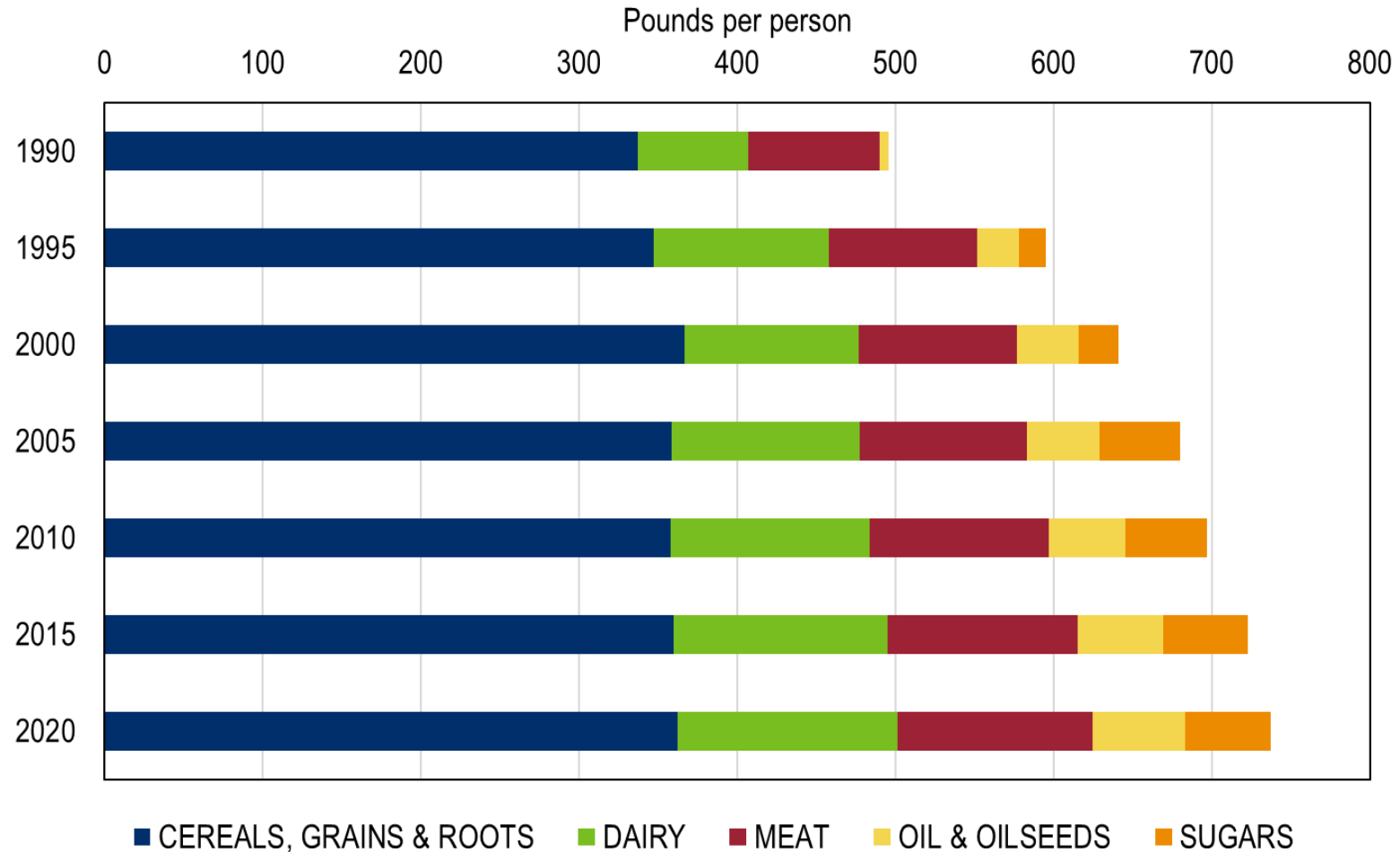


DPC 2018

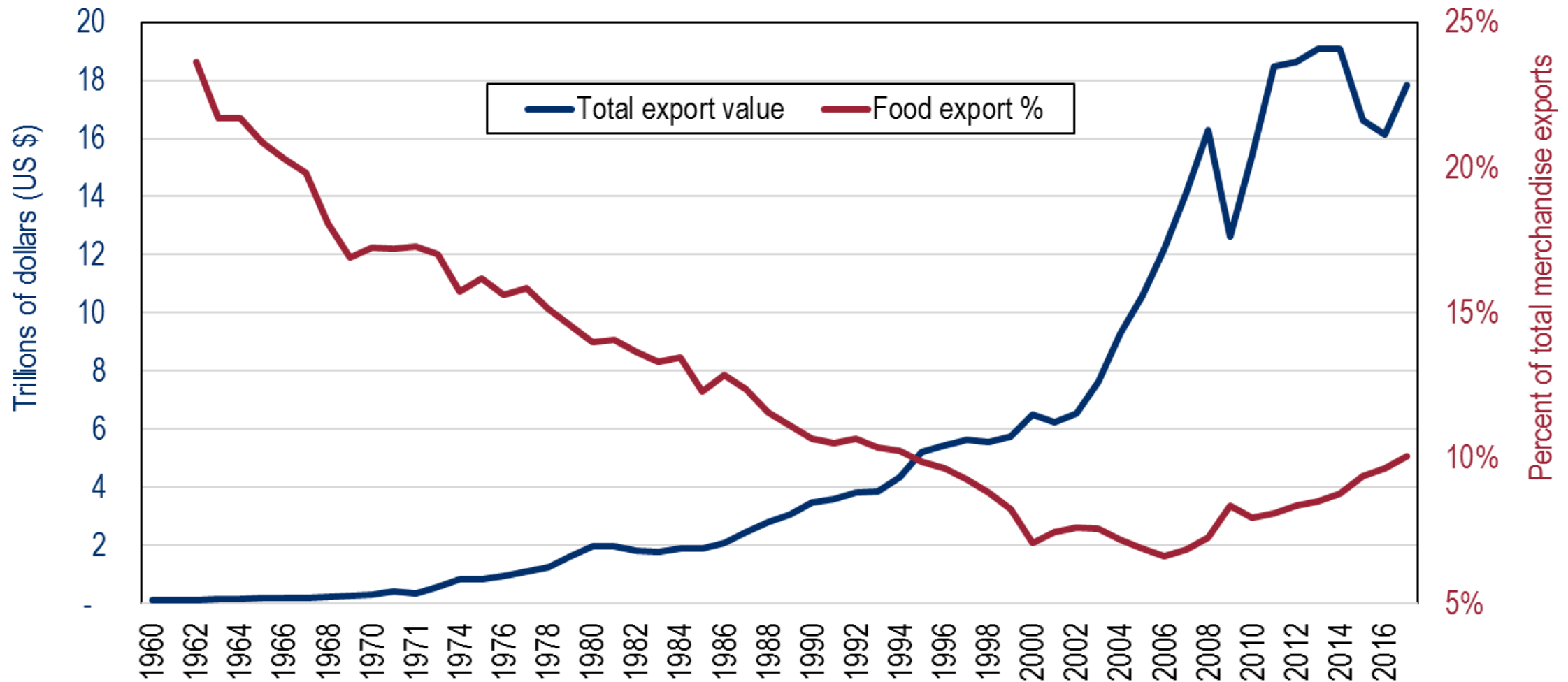
Chris Allen

What does the world eat?



Source: OECD FAO

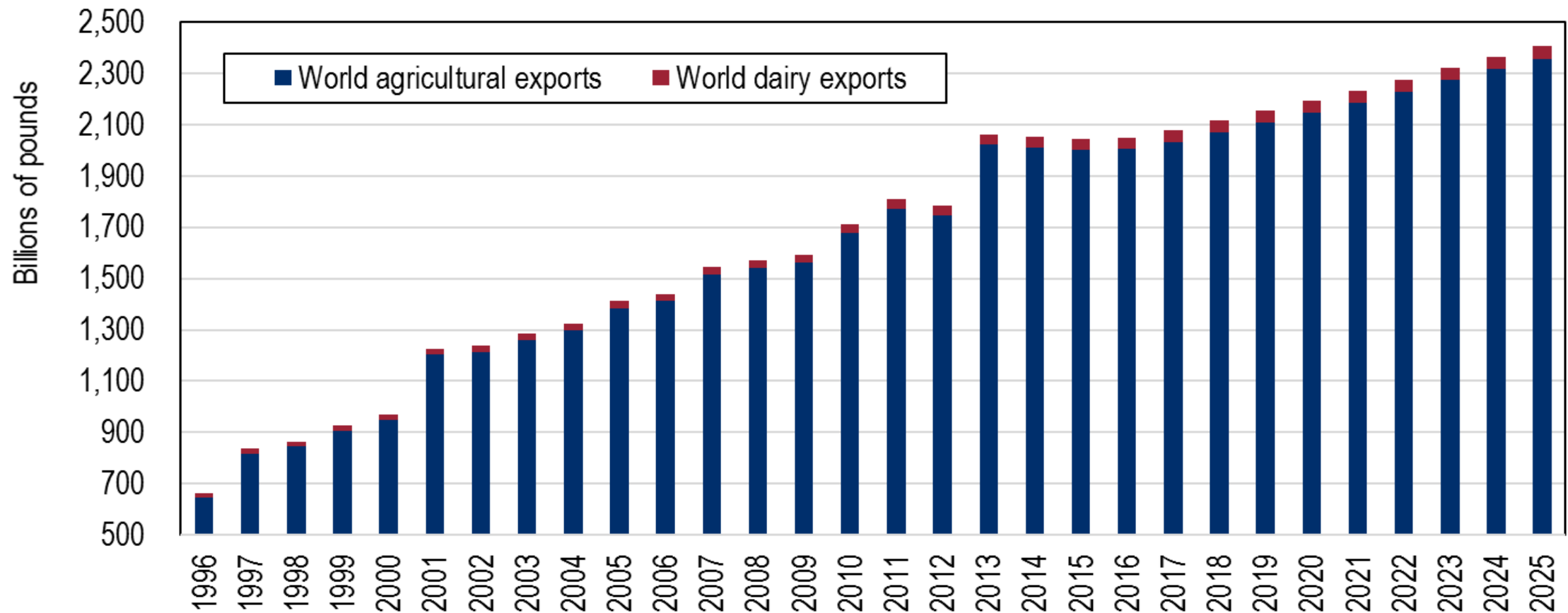
Food Exports vs Other Exports



Source: OECD FAO

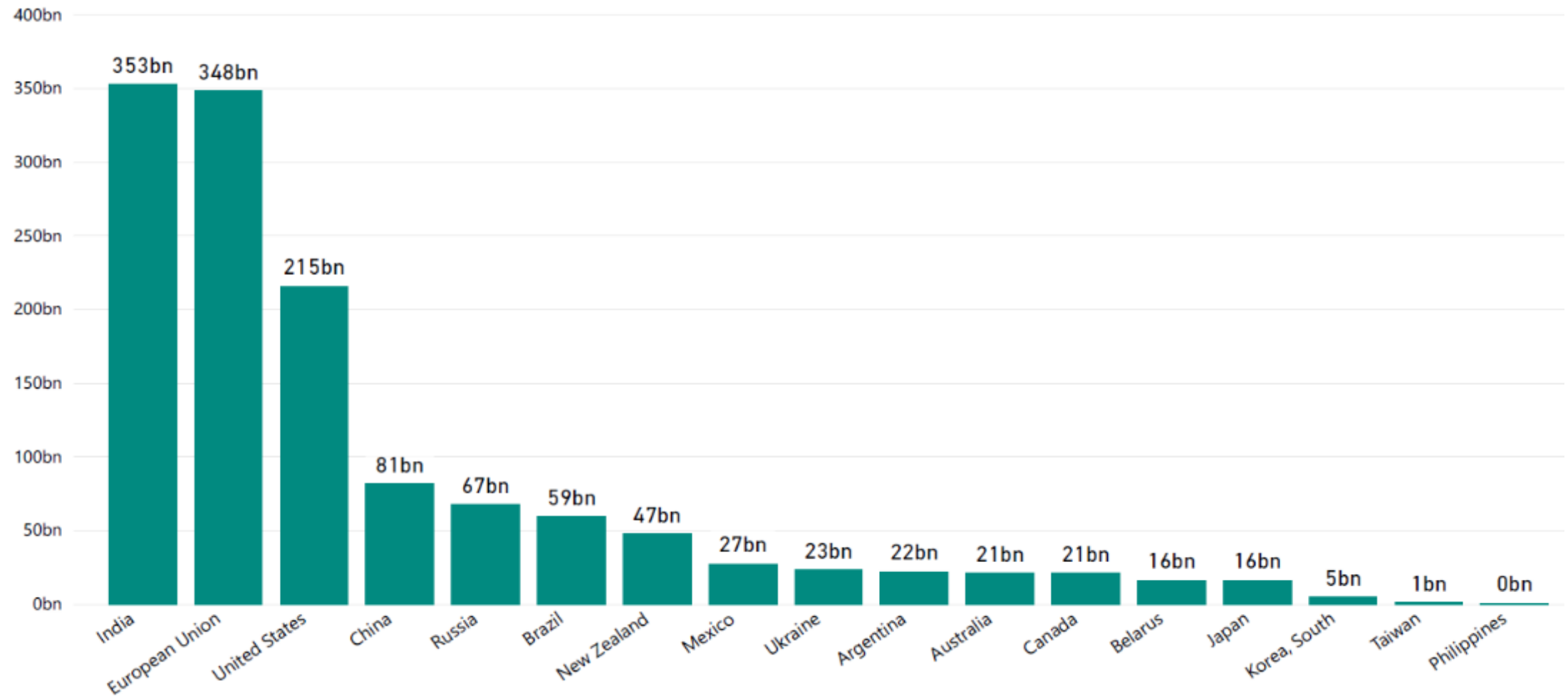
Dairy's portion of agriculture trade

Not adjusted to milk equivalent



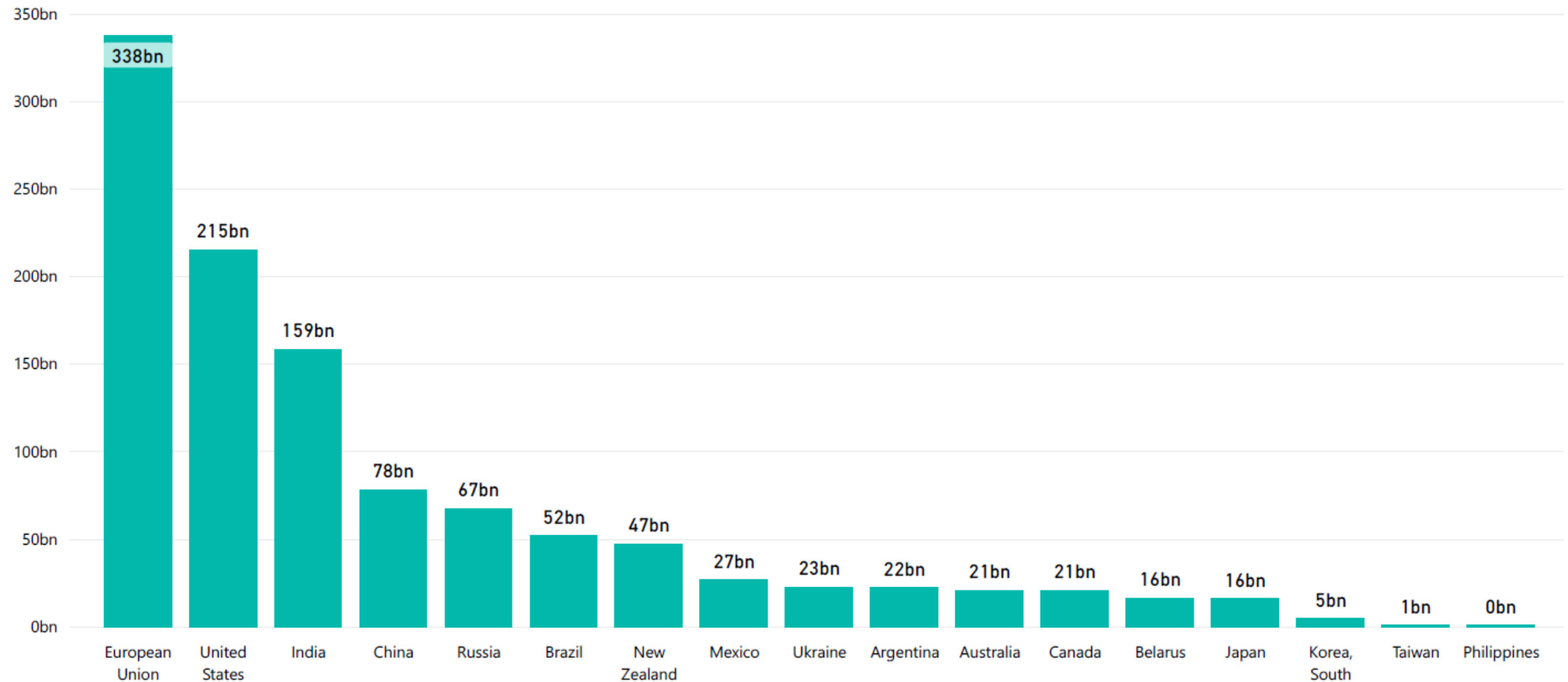
Source: The World Bank

Global milk production 2017 (includes buffalo)



Source: USDA

Global milk production 2017 (cow only)



Source: USDA

Average dairy herd size

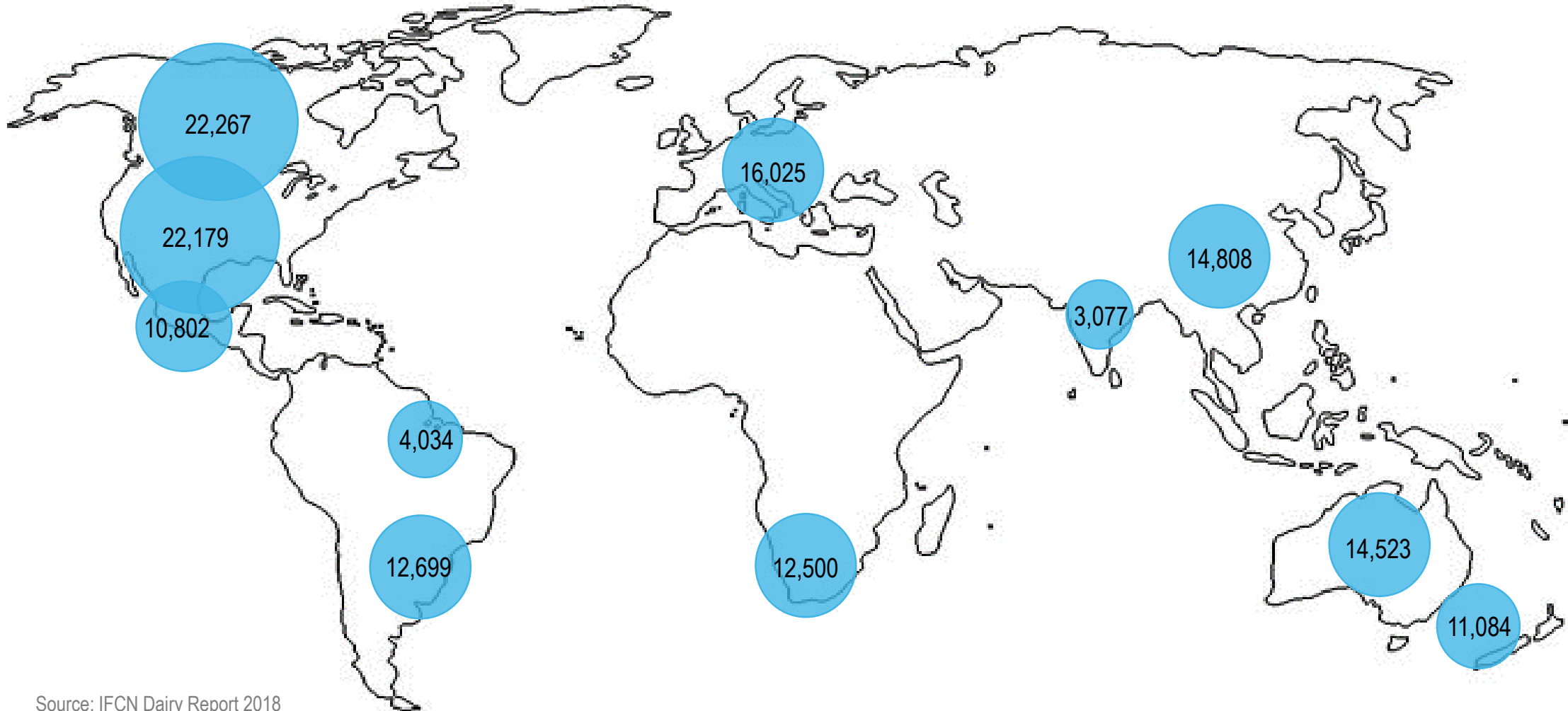
IFCN Dairy Report 2018



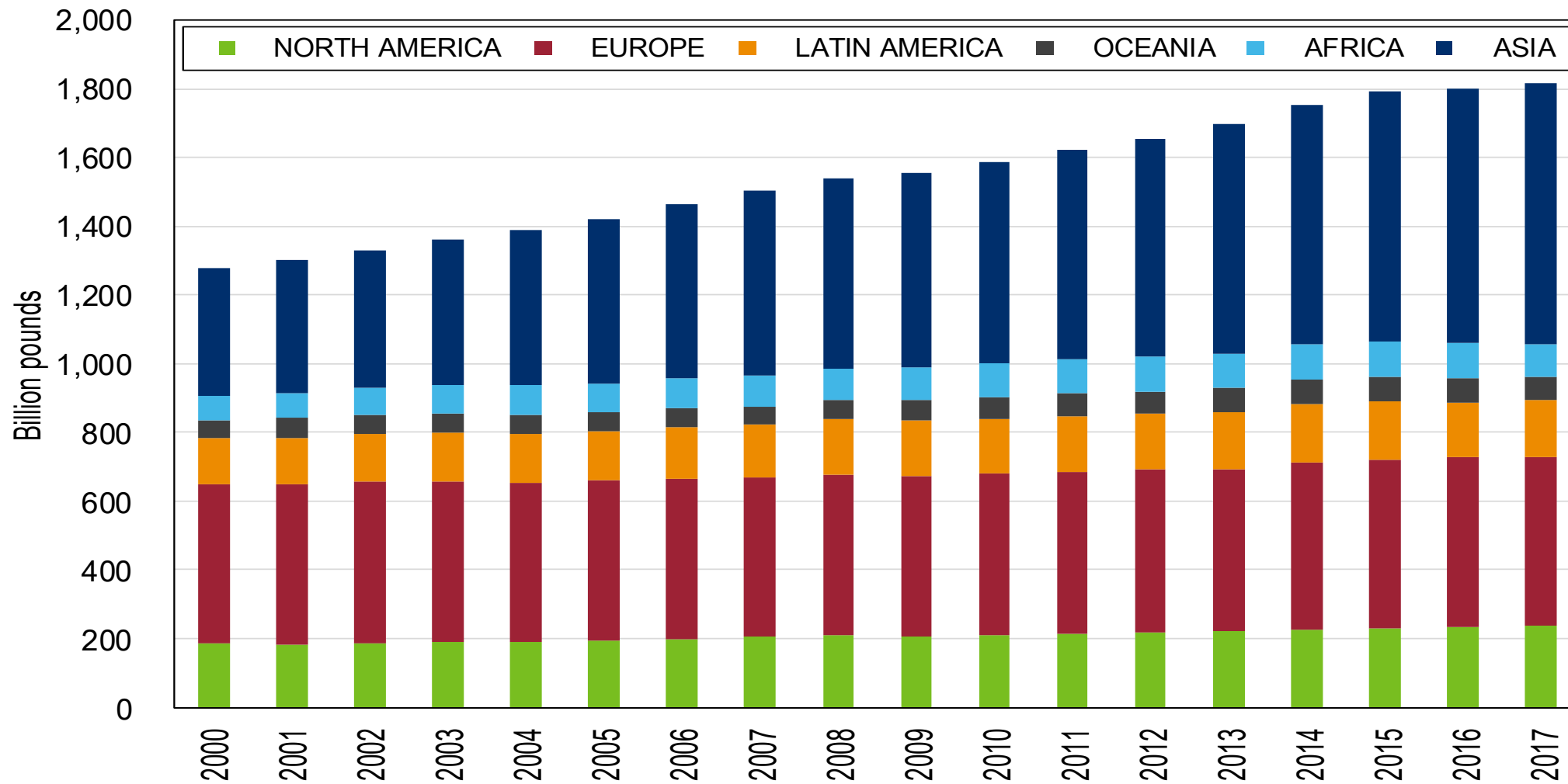
Source: IFCN Dairy Report 2018; 2016 data

Average annual pounds of milk per cow

IFCN Dairy Report 2018



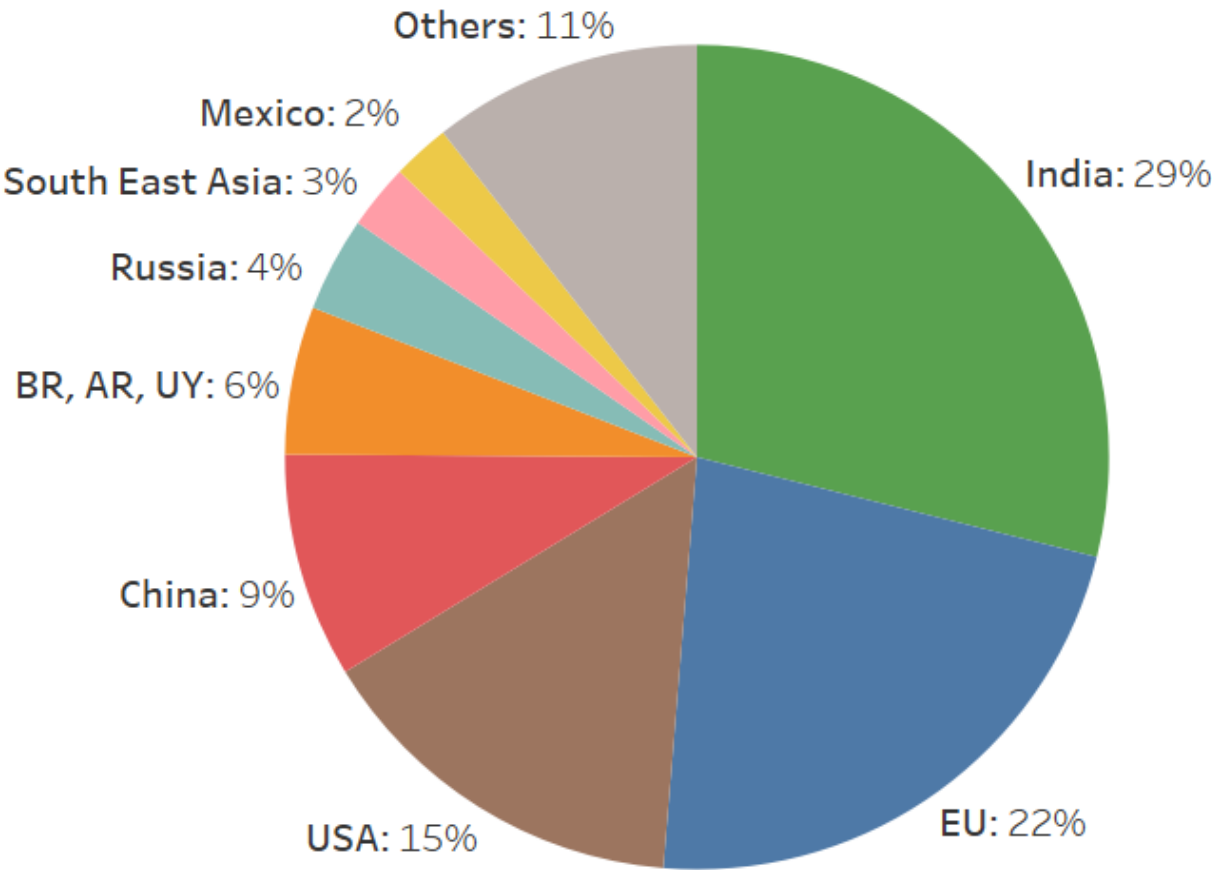
Global milk production



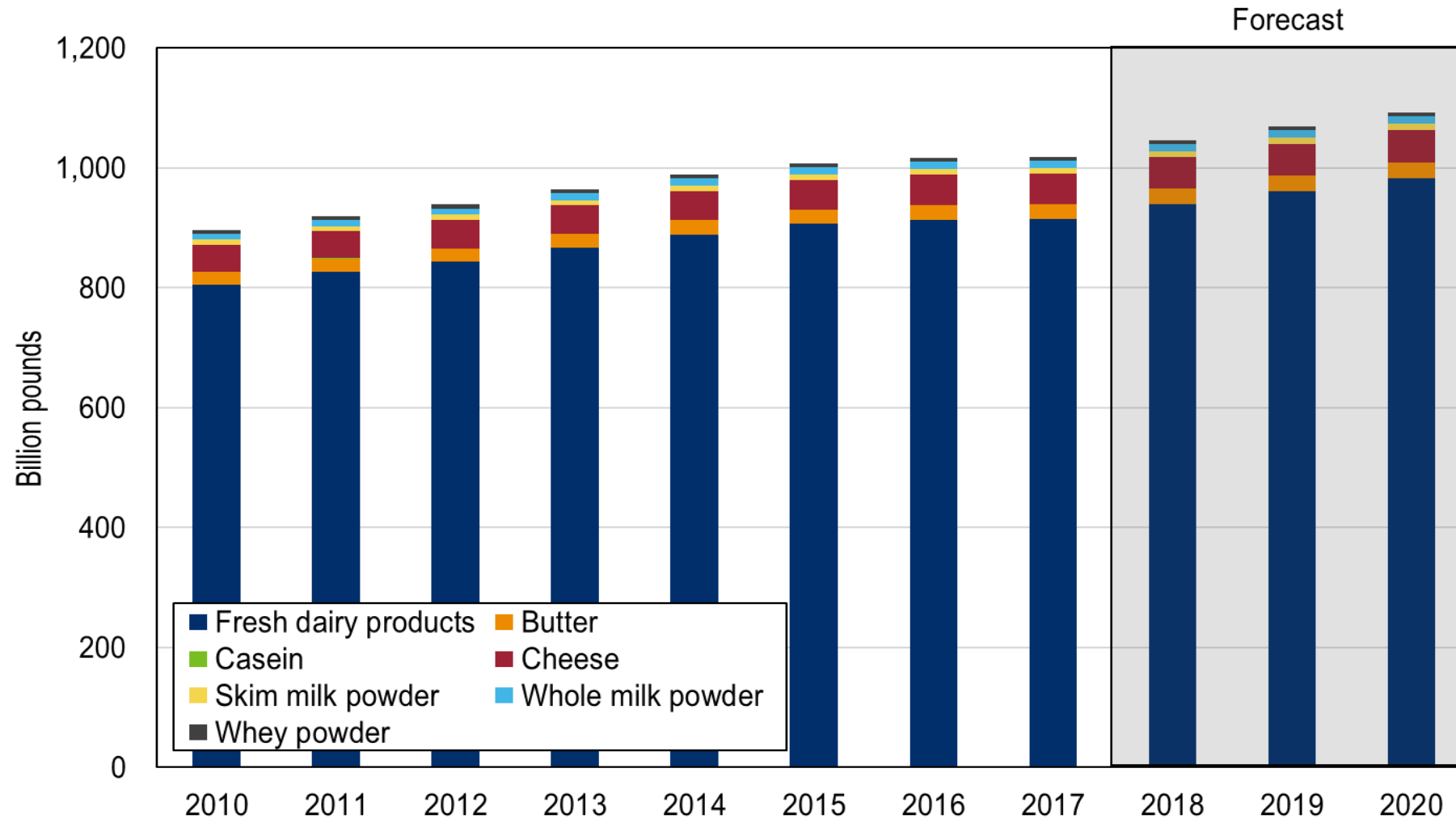
Source: USDA

GDC Countries' Shares of 2017 Dairy Consumption in Milk Equivalent (MEq)

Thank you, Gira!

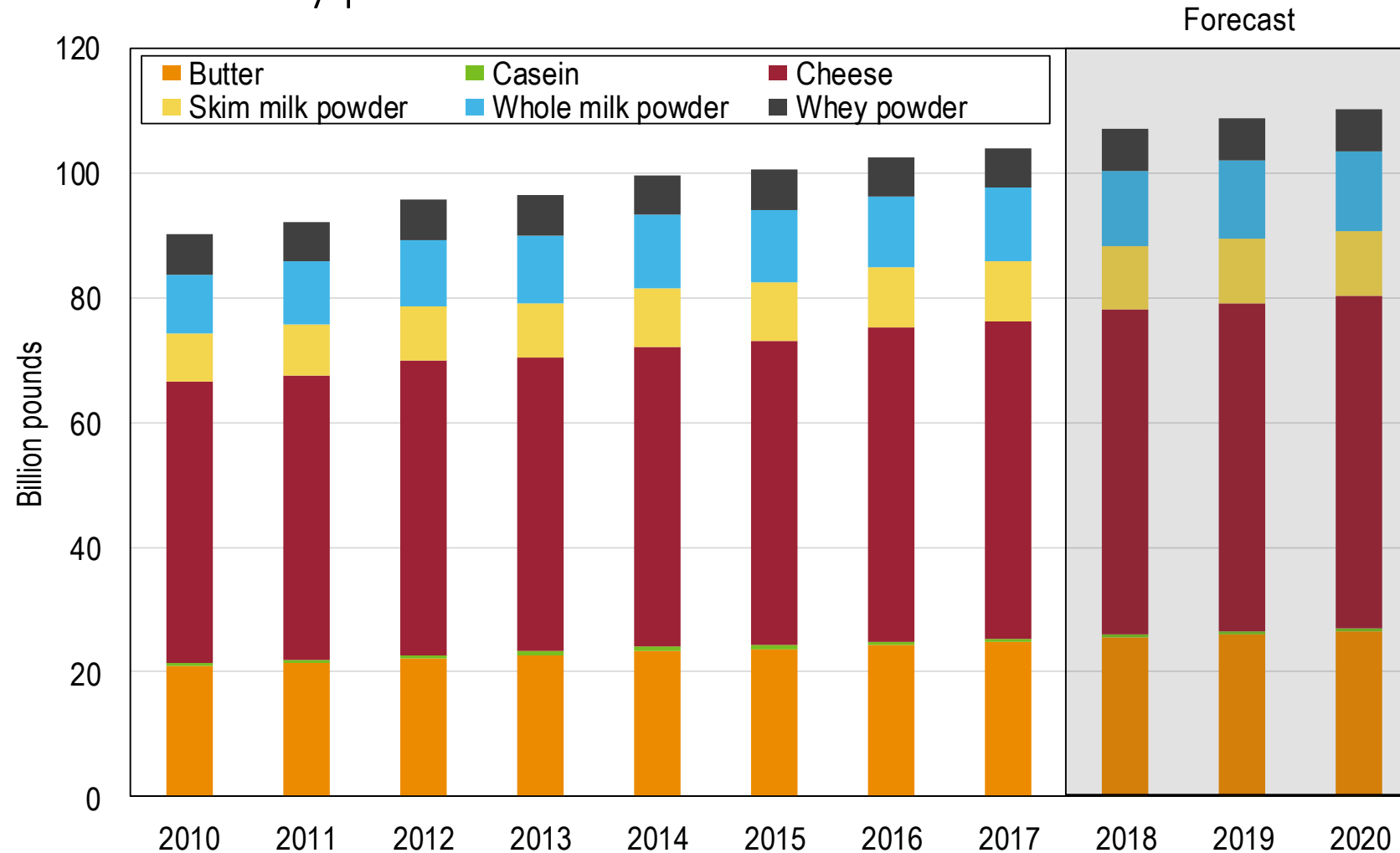


Global consumption by dairy product



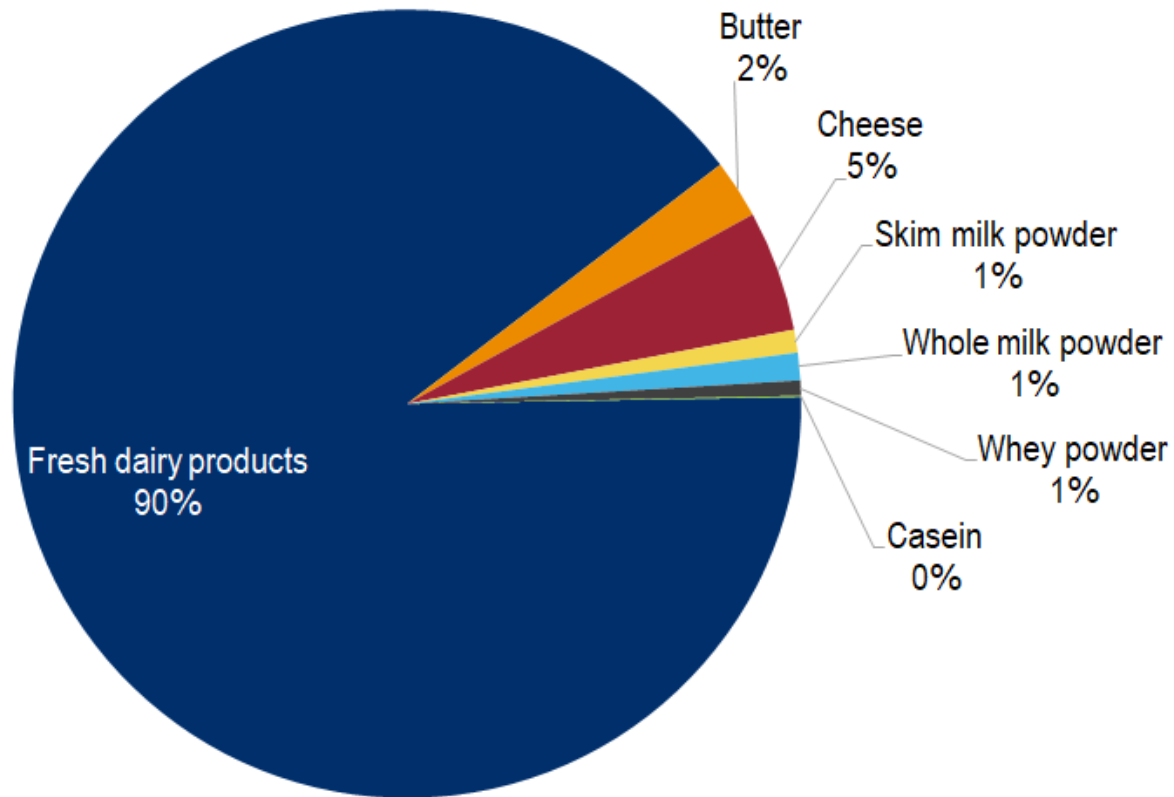
Global dairy products consumption

Without fresh dairy products

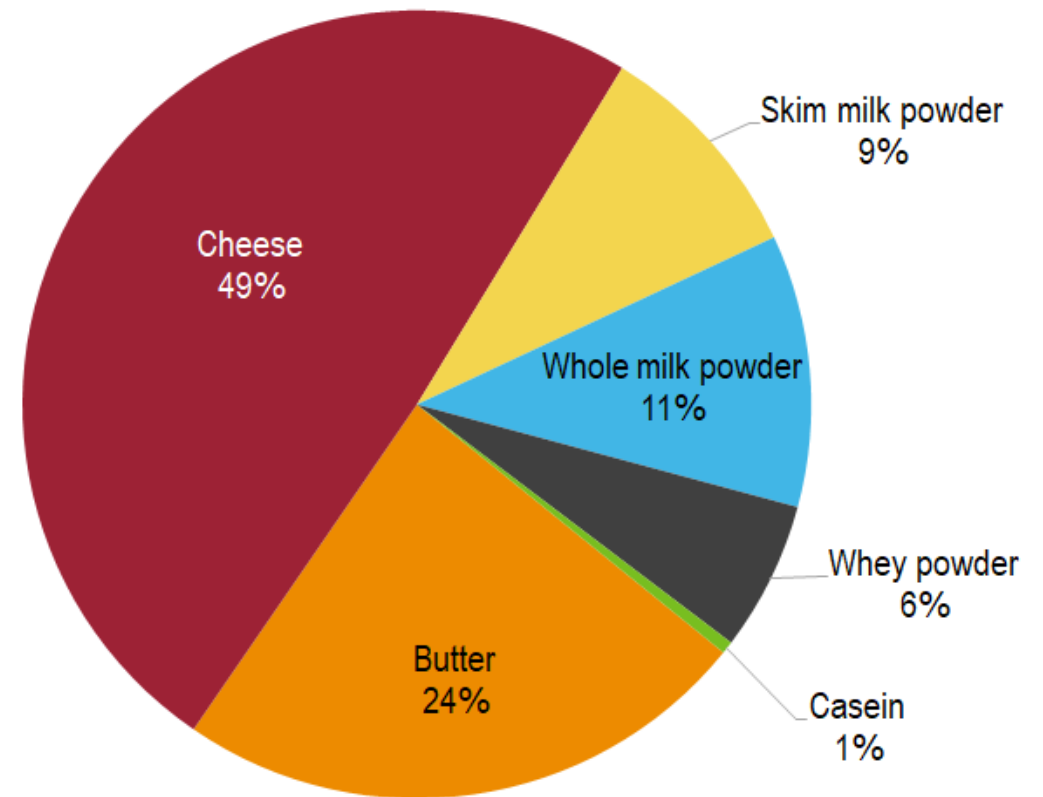


Global dairy products consumption - 2016

Consumption of all products



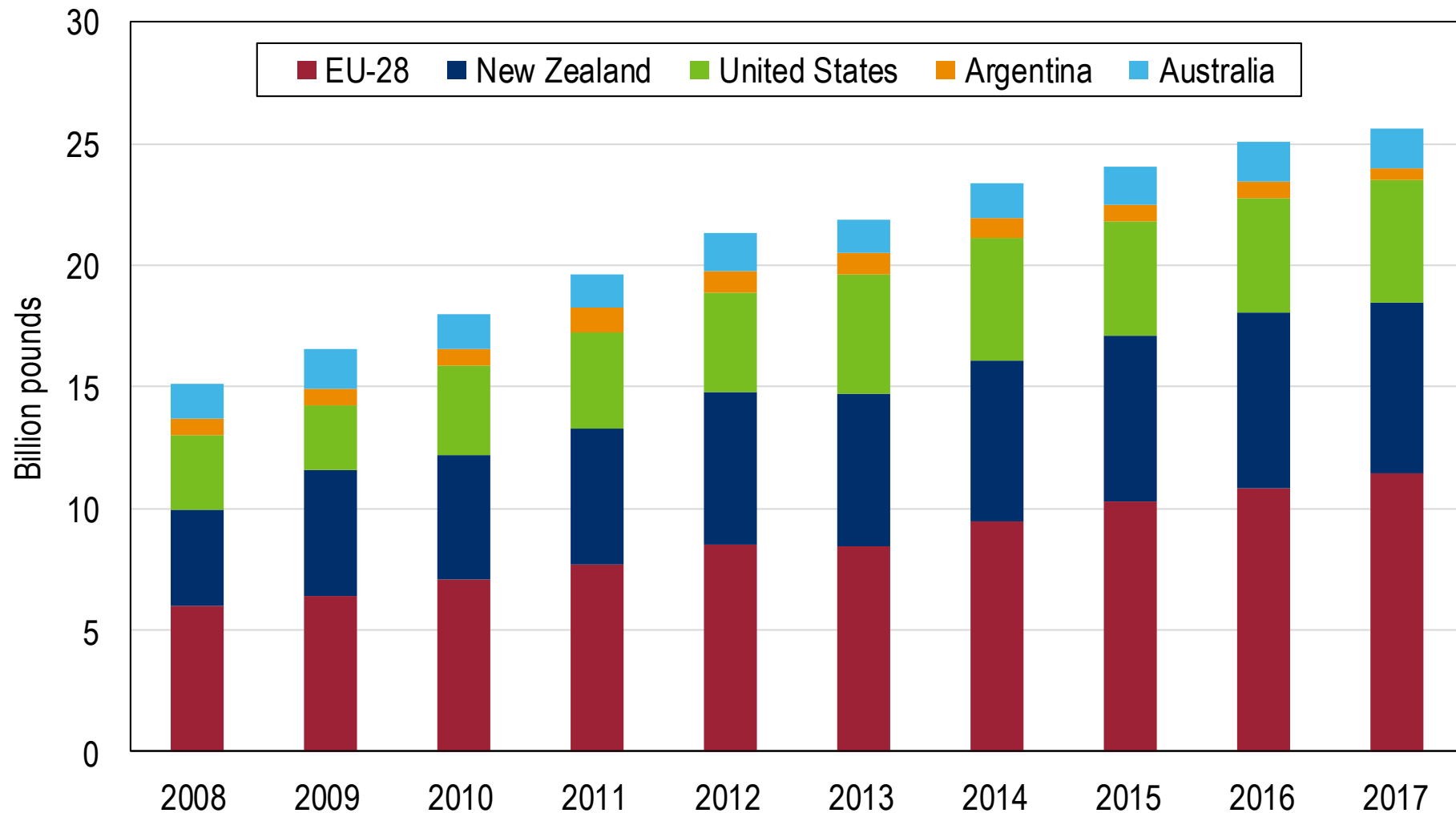
Without fresh dairy products



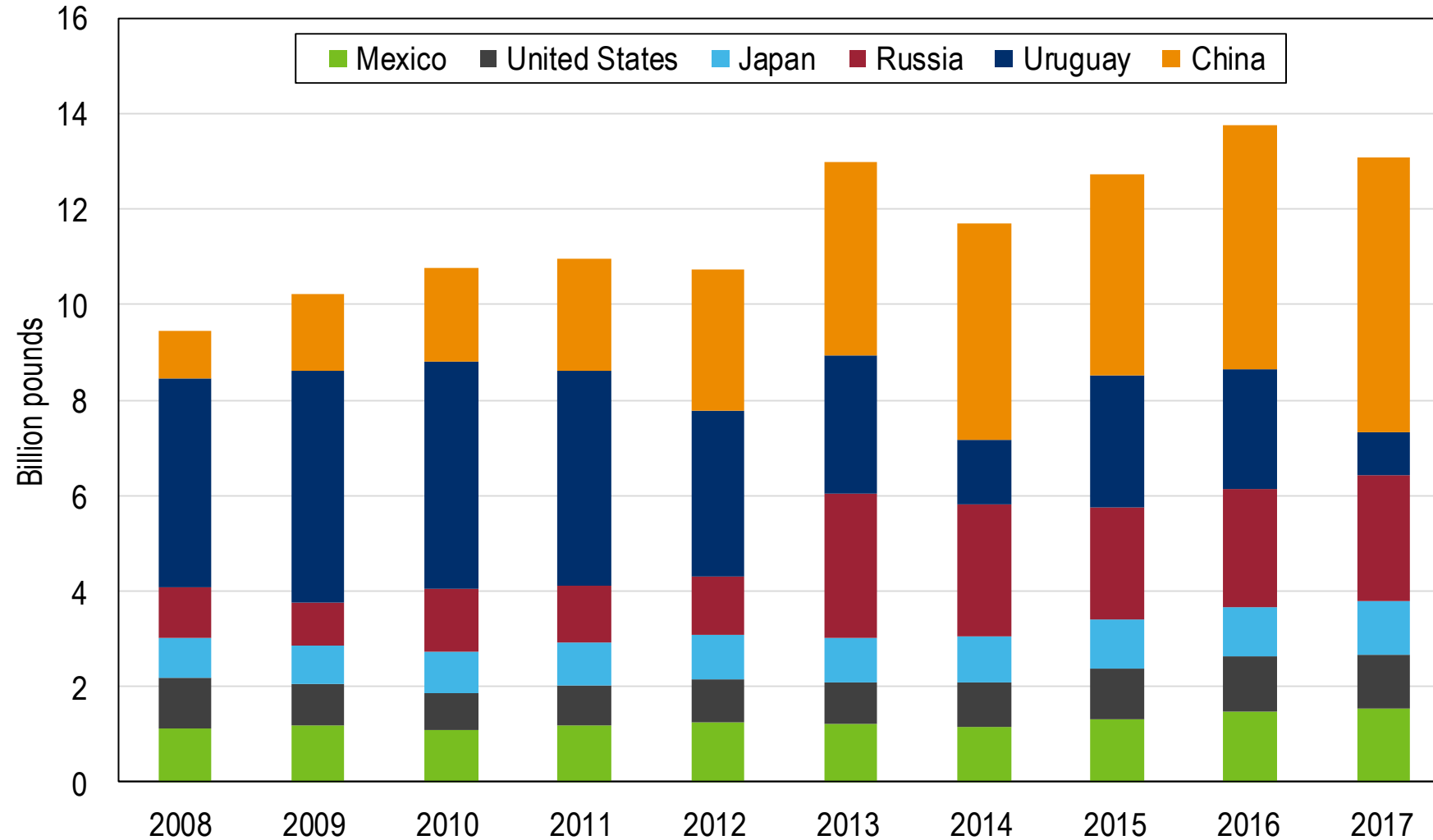
World: self-sufficiency rate (per region)

Region	2005	2015
Asia	92%	90%
Europe	106%	111%
<i>EU</i>	<i>109%</i>	<i>112%</i>
<i>Non-EU</i>	<i>101%</i>	<i>108%</i>
North America	102%	108%
South America	102%	101%
Africa	84%	83%
Central America	75%	78%
World	94.5%	96.0%

Largest global dairy exporters

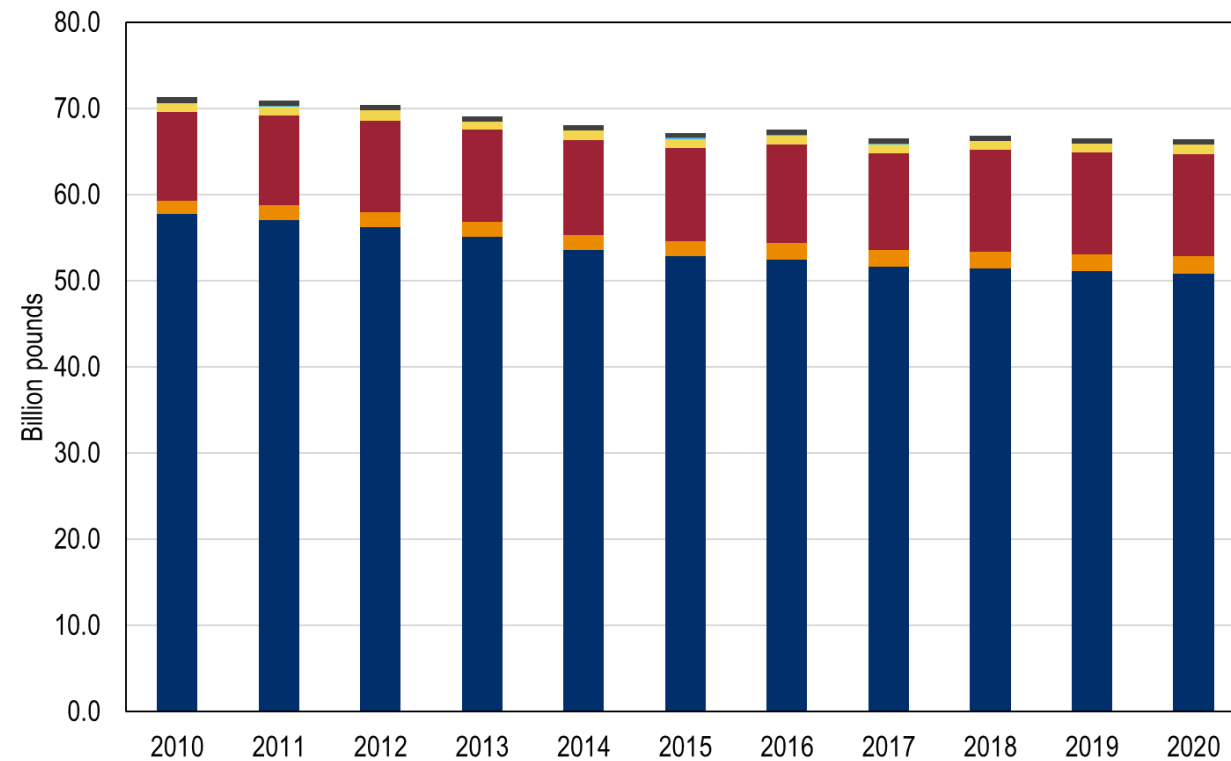


Largest global dairy importers

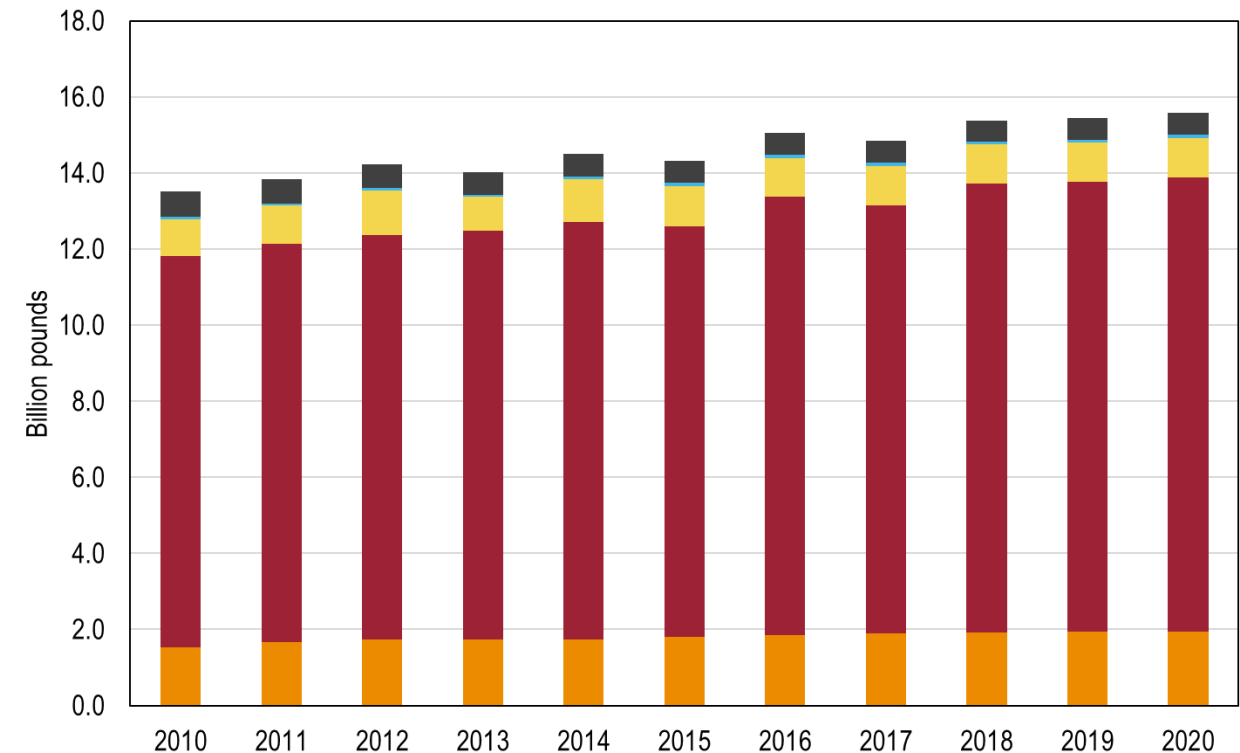


United States dairy consumption

All product categories



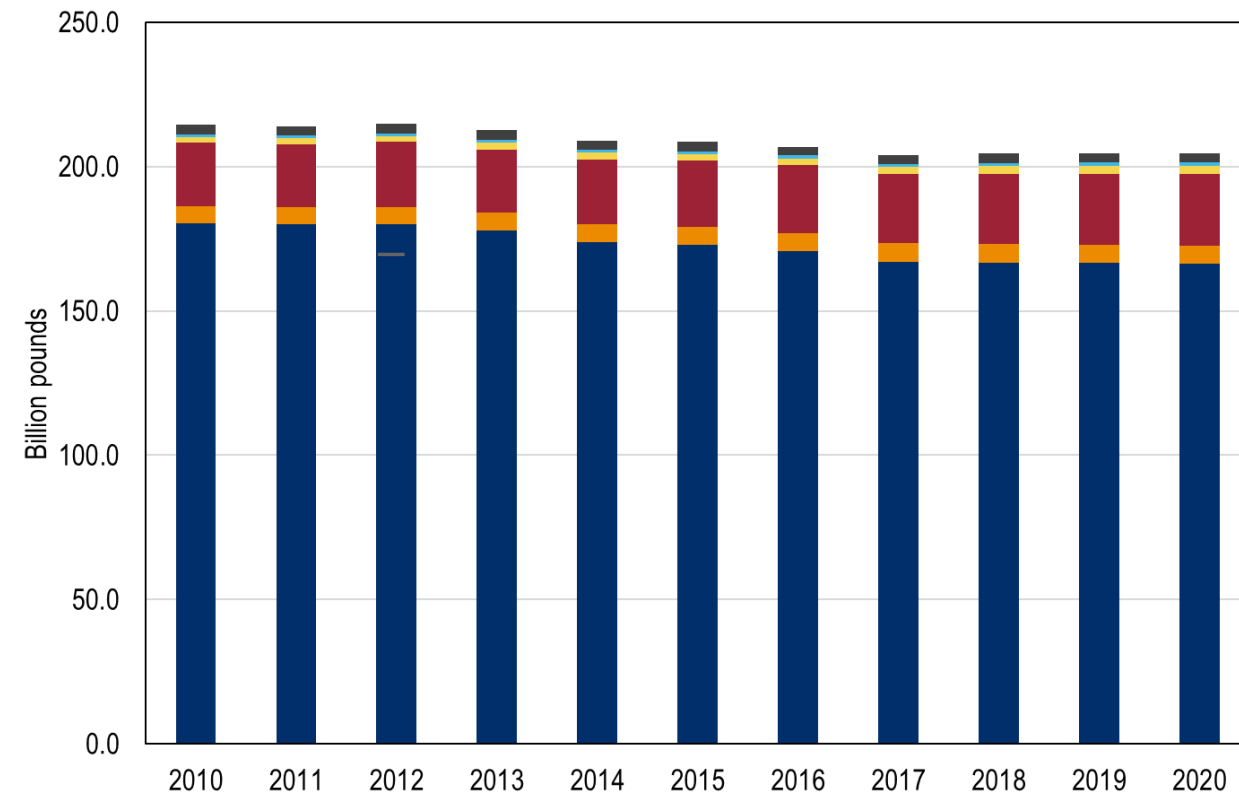
Without fresh dairy products



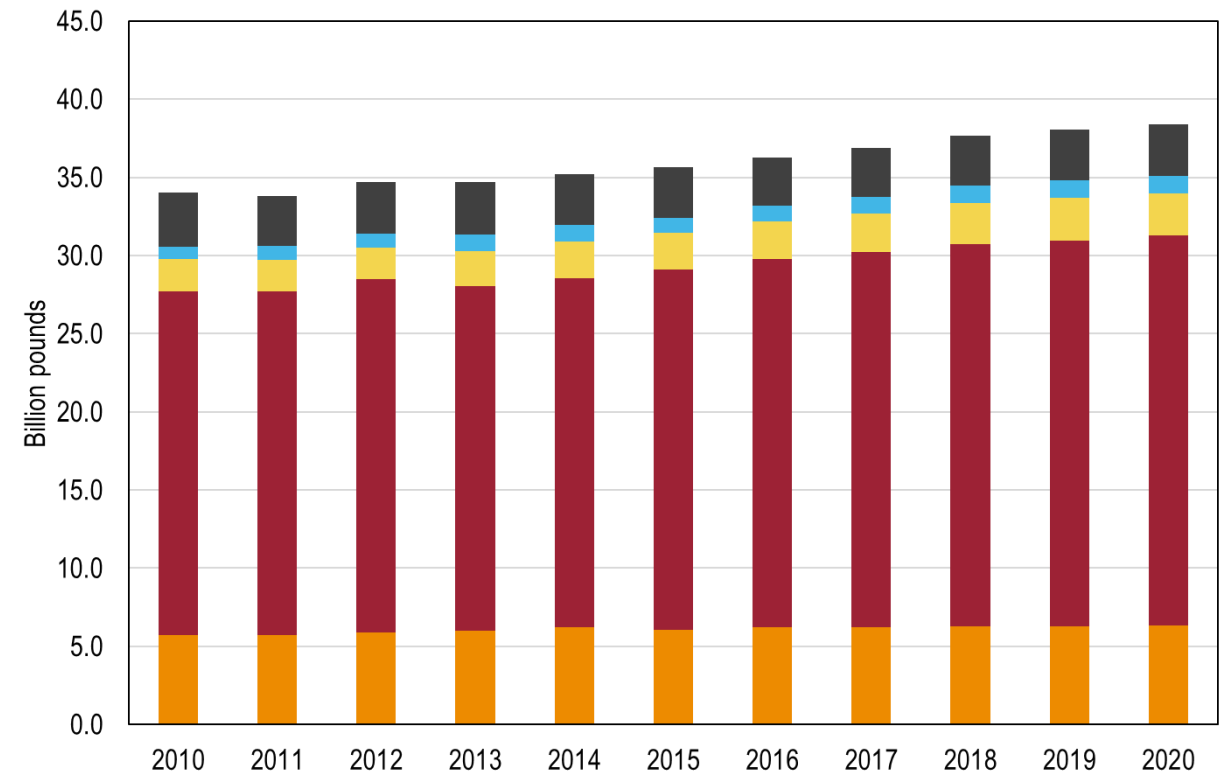
■ Fresh dairy products ■ Butter ■ Cheese ■ Skim milk powder ■ Whole milk powder ■ Whey powder

European dairy consumption

All product categories



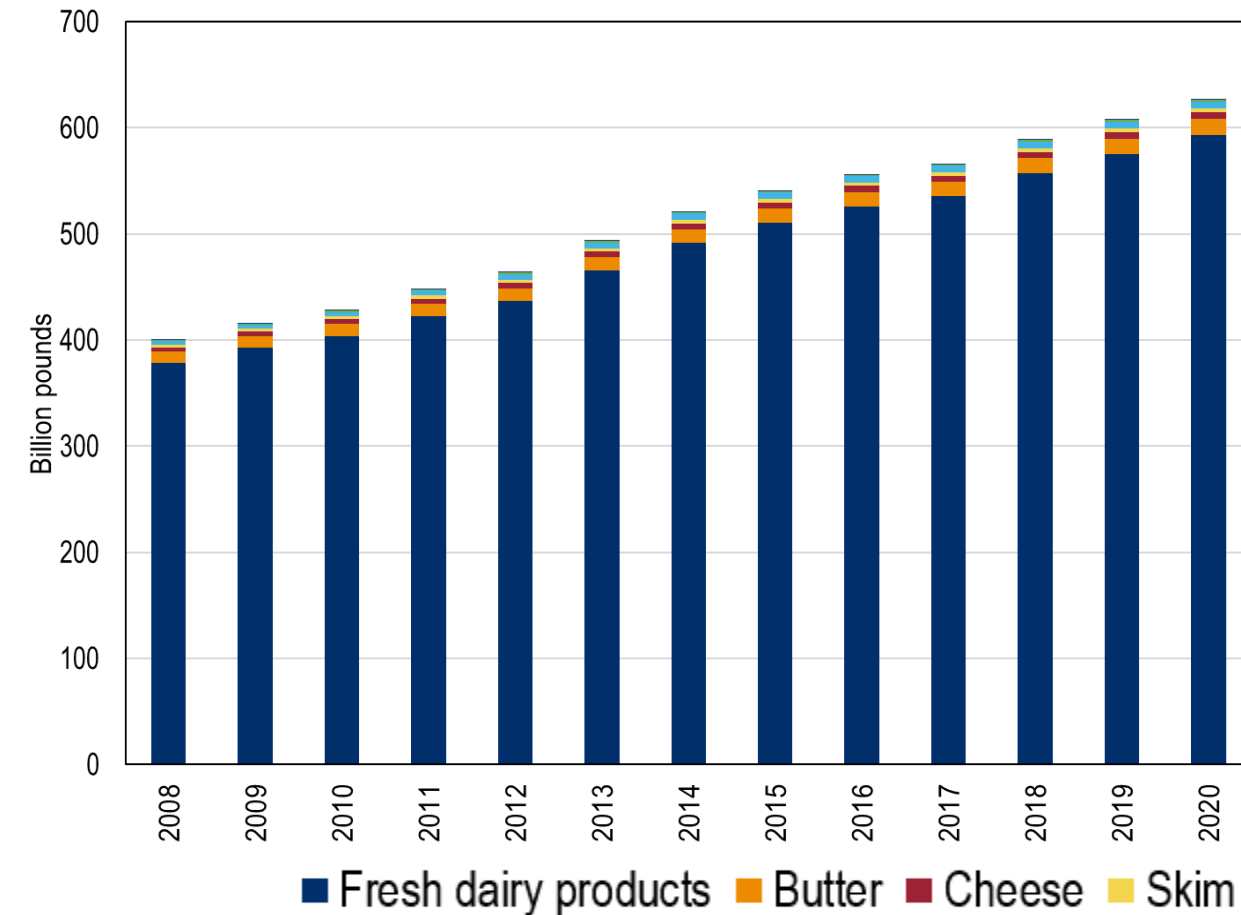
Without fresh dairy products



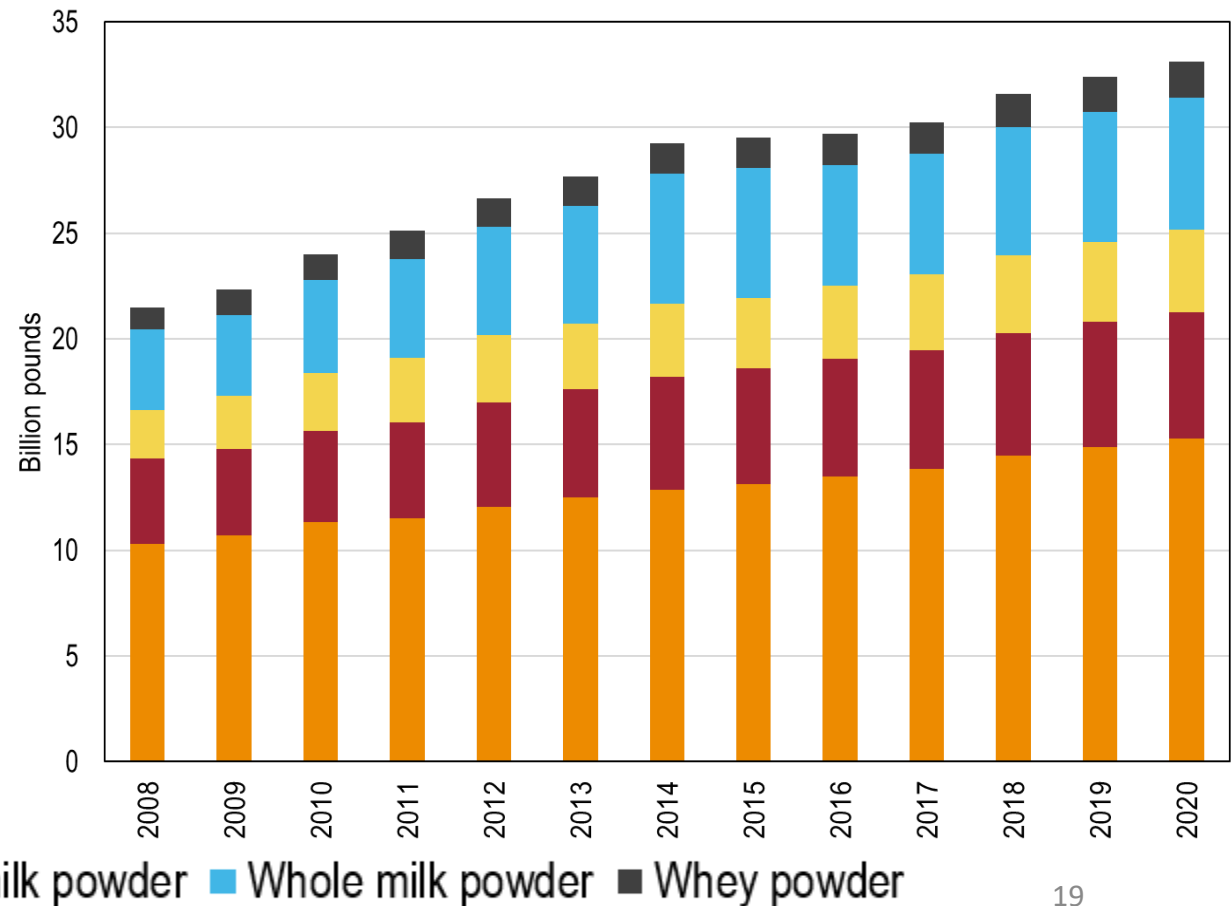
■ Fresh dairy products ■ Butter ■ Cheese ■ Skim milk powder ■ Whole milk powder ■ Whey powder

Asia dairy consumption

All product categories

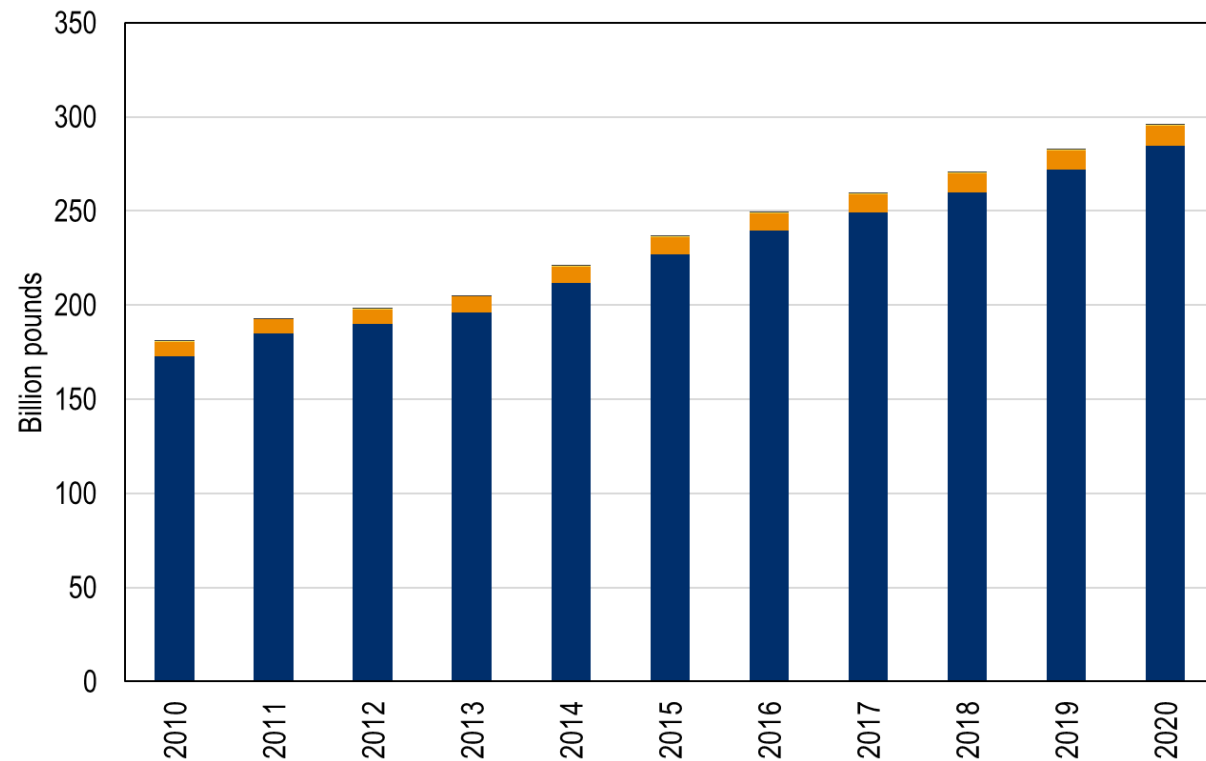


Without fresh dairy products

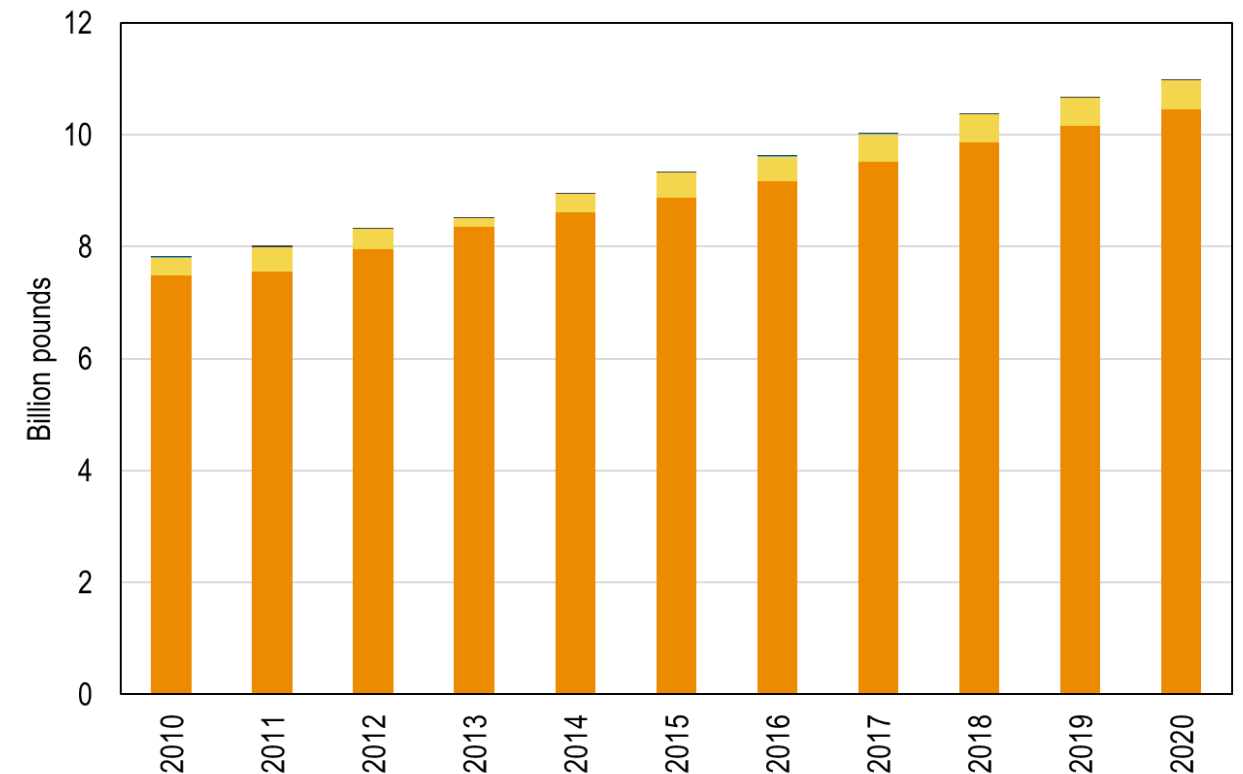


India dairy consumption

All product categories

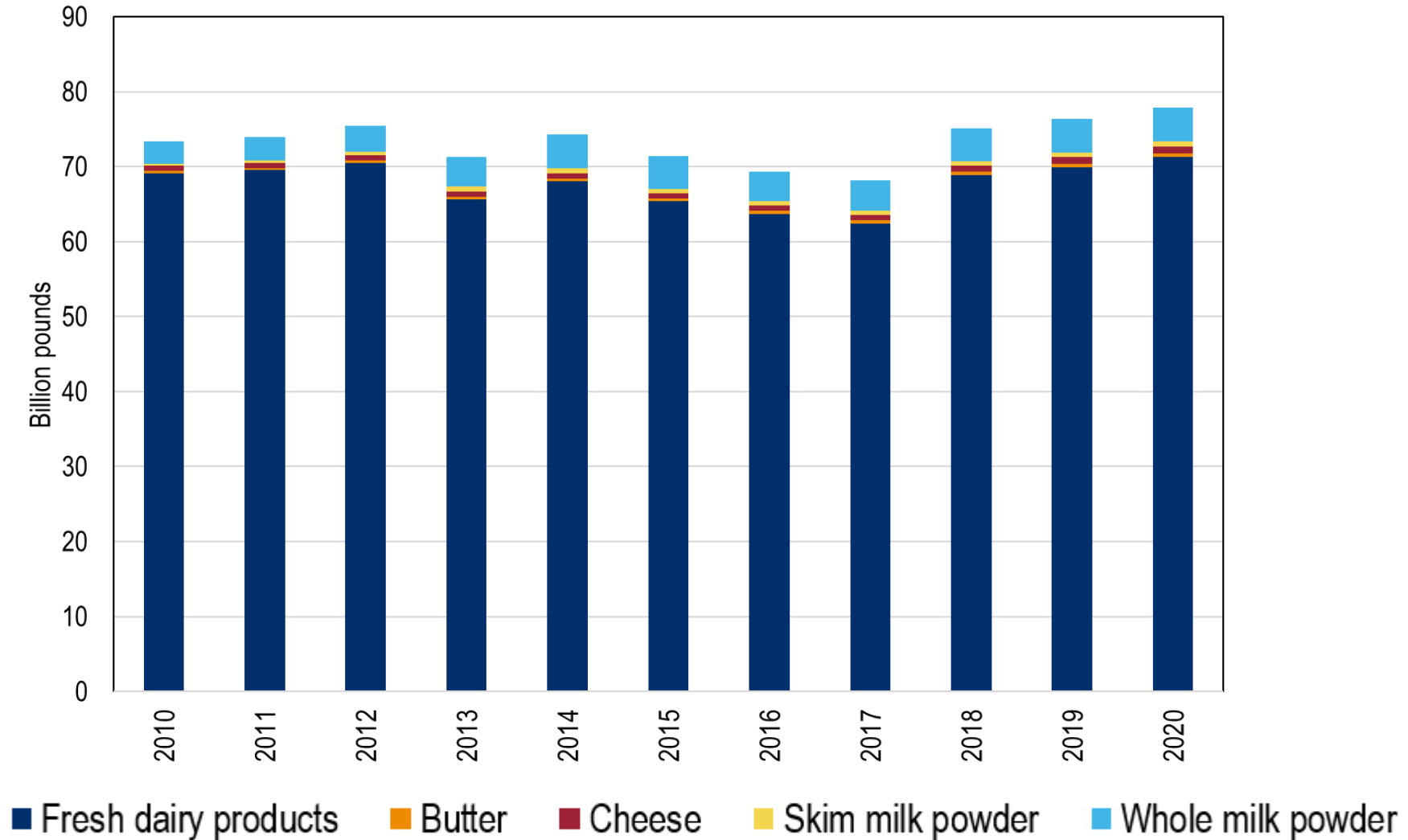


Without fresh dairy products



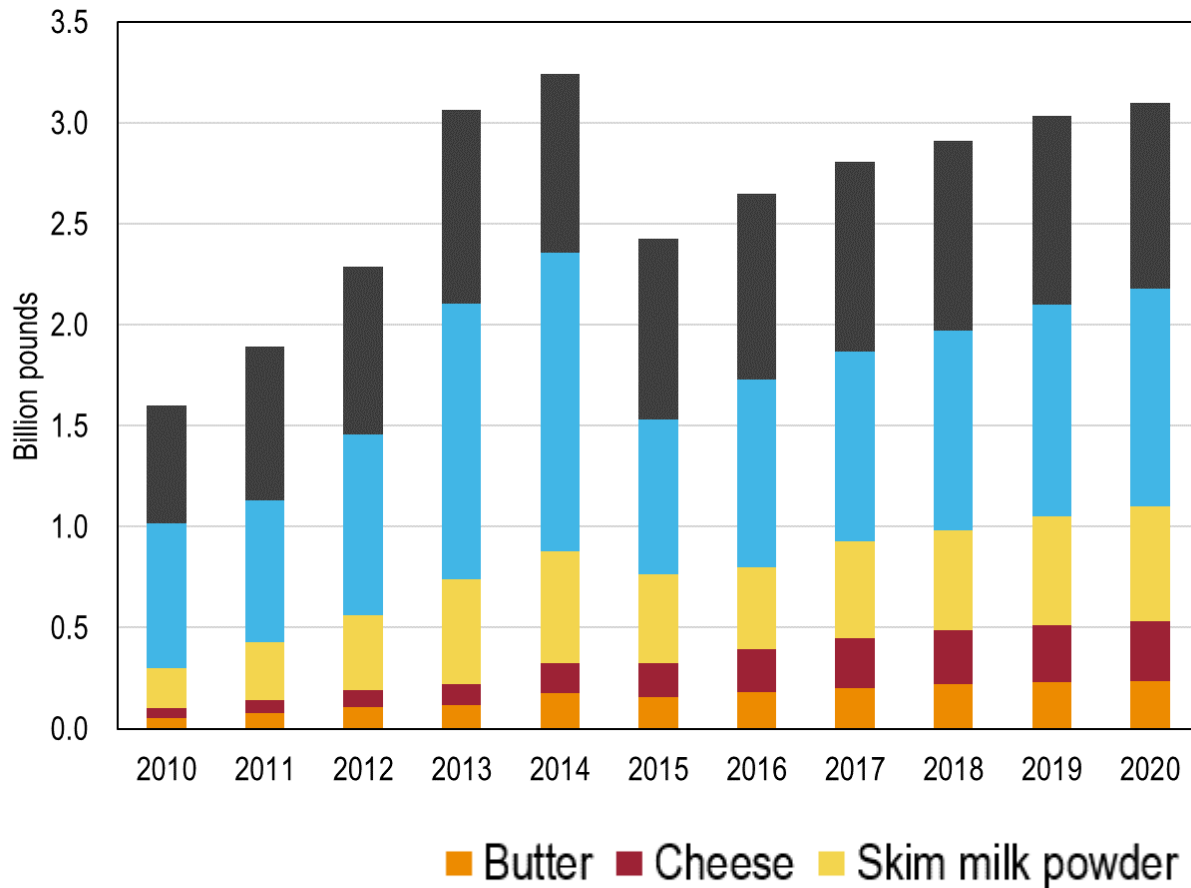
■ Fresh dairy products ■ Butter ■ Cheese ■ Skim milk powder ■ Whole milk powder ■ Whey powder

China dairy consumption

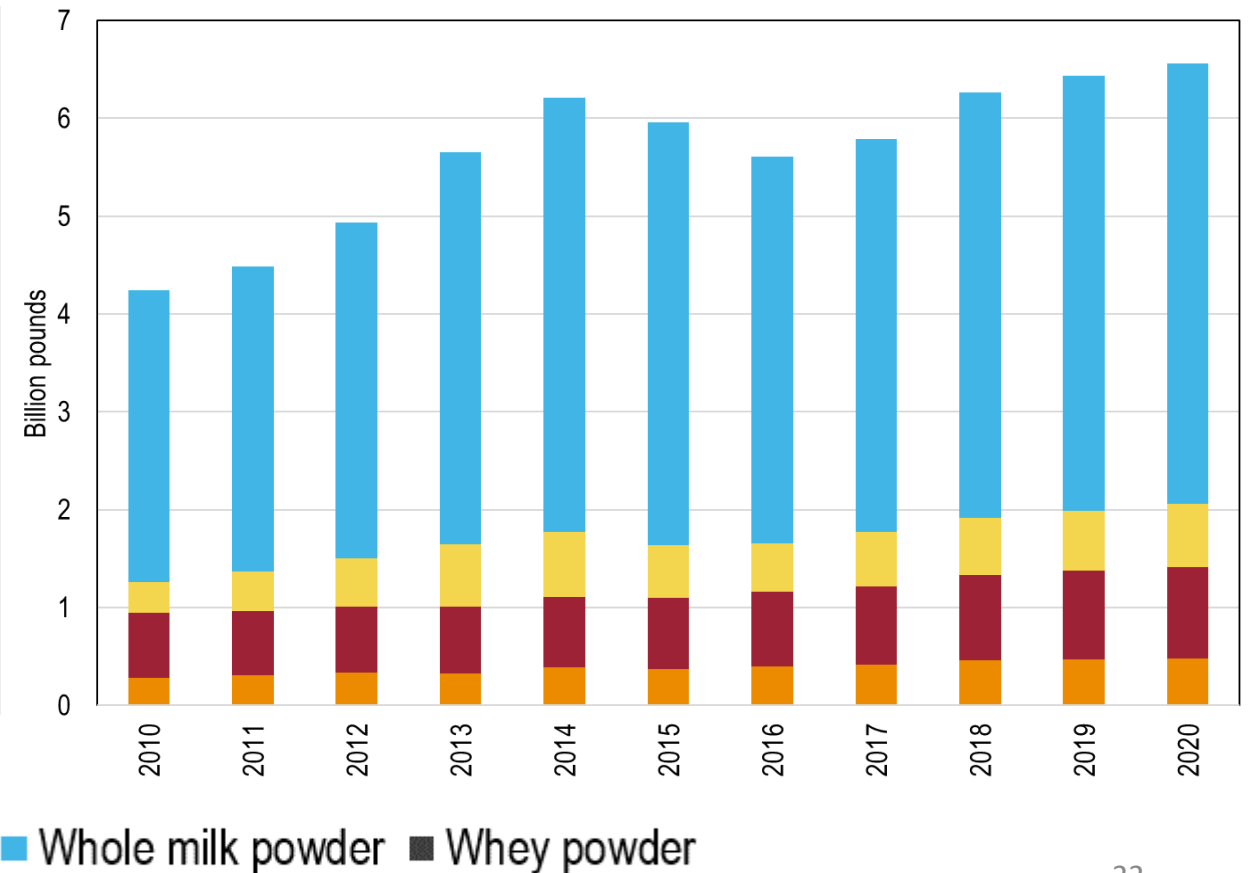


China

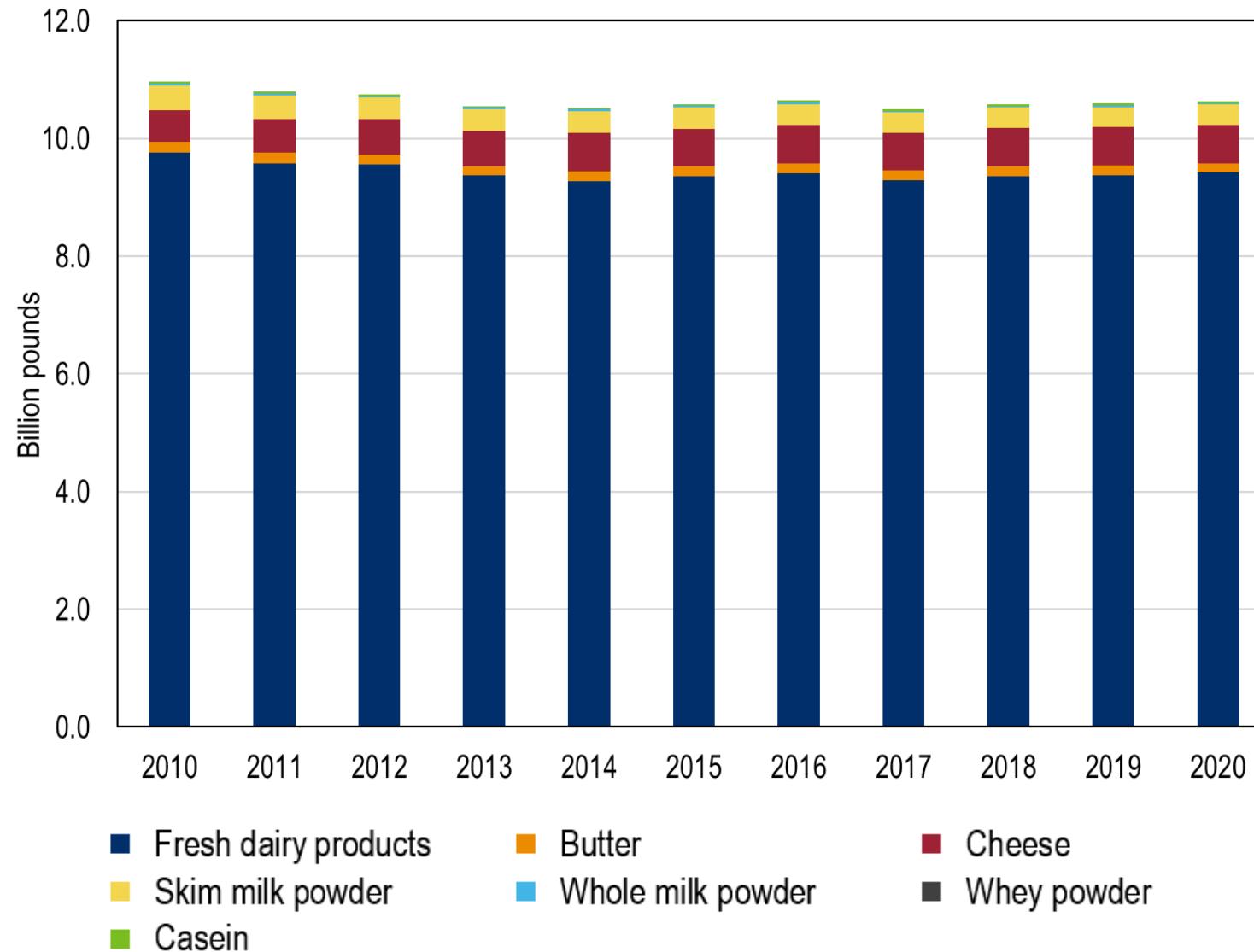
Dairy imports



Dairy consumption (excluding fresh products)

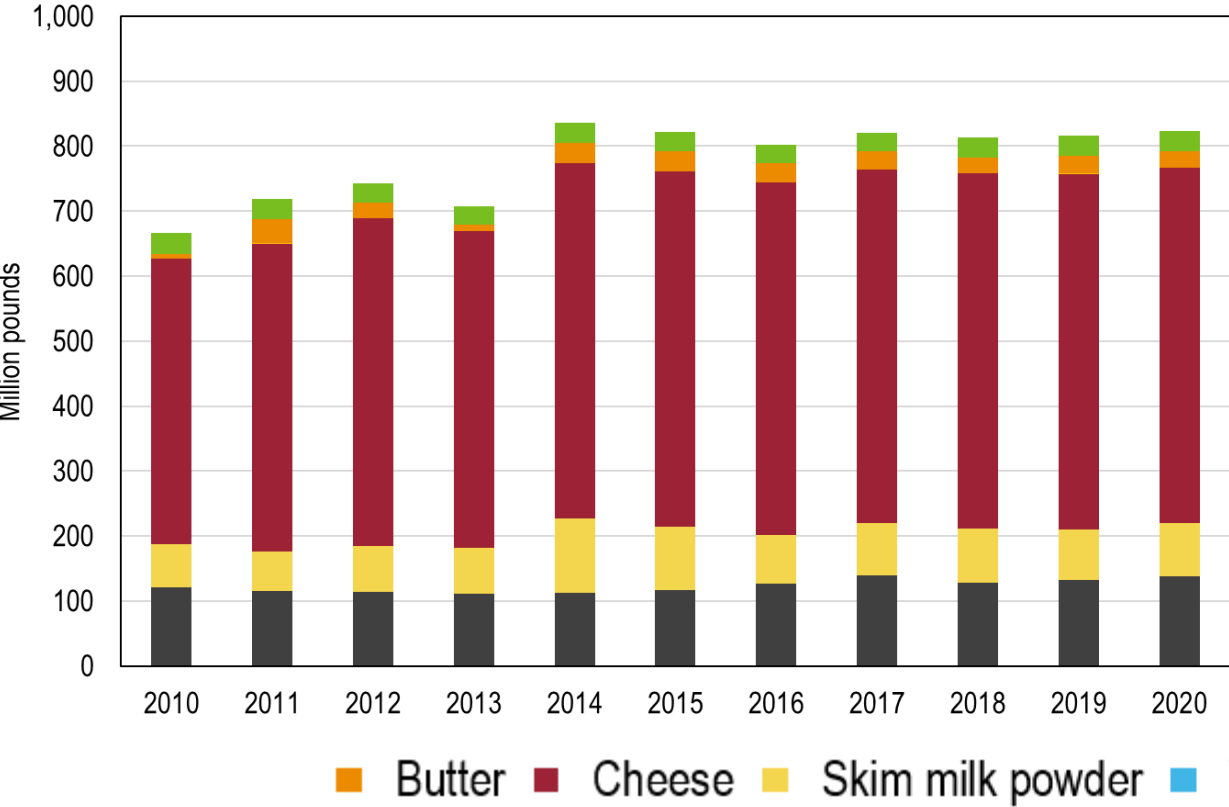


Japan dairy consumption

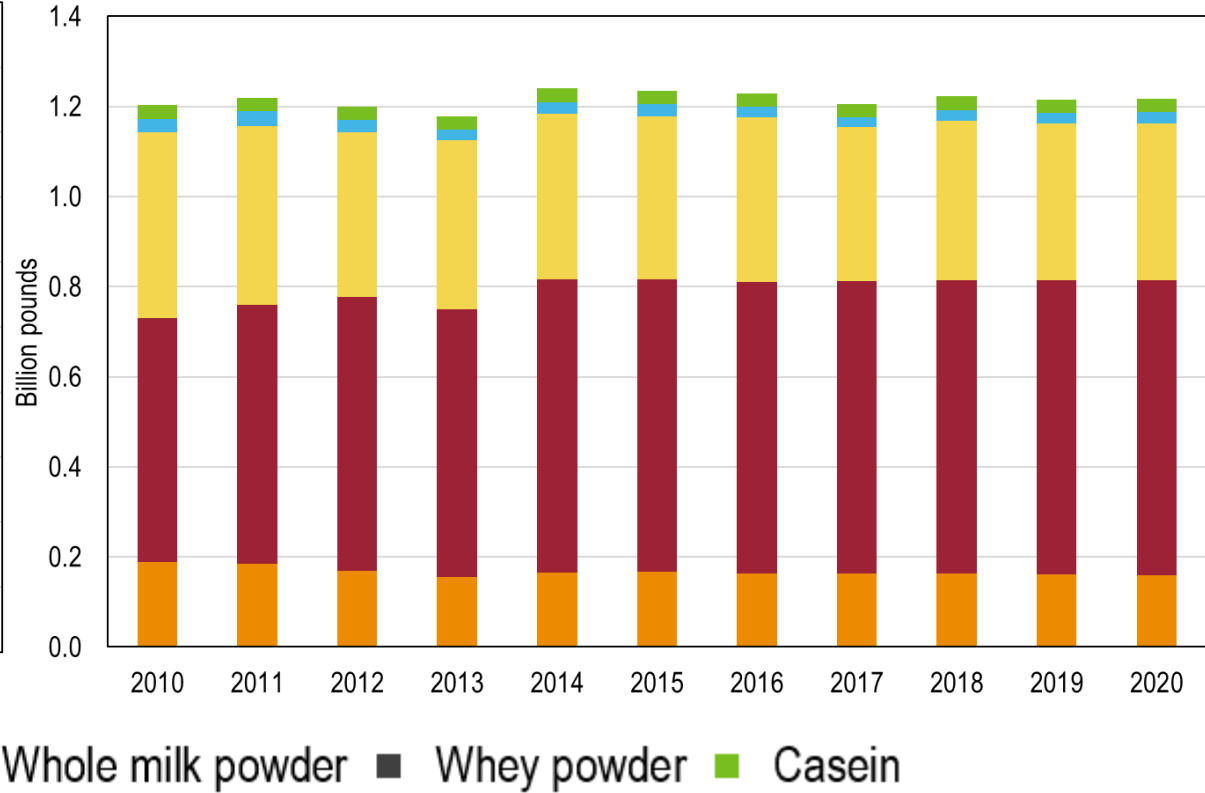


Japan

Dairy imports

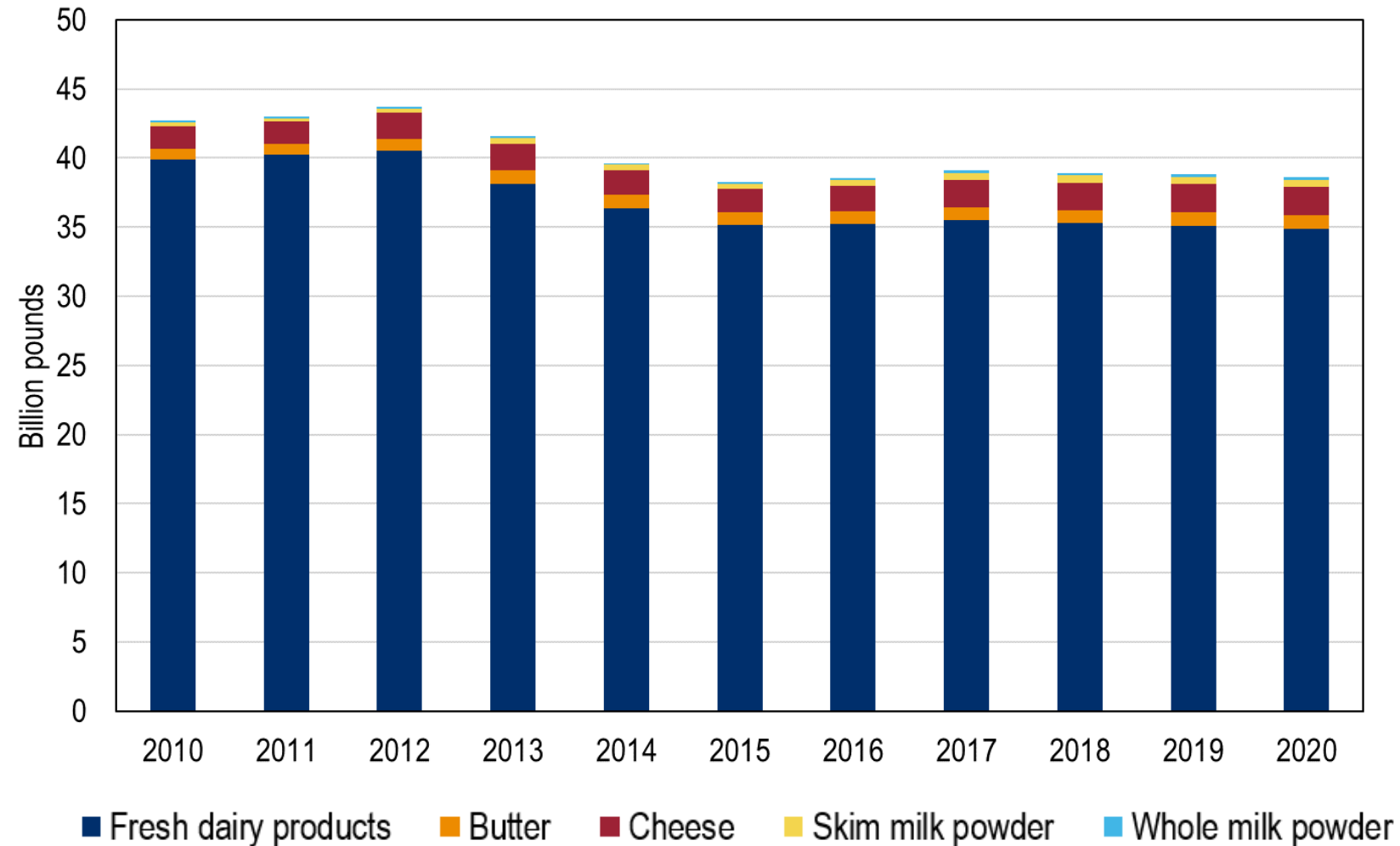


Dairy consumption (excluding fresh products)



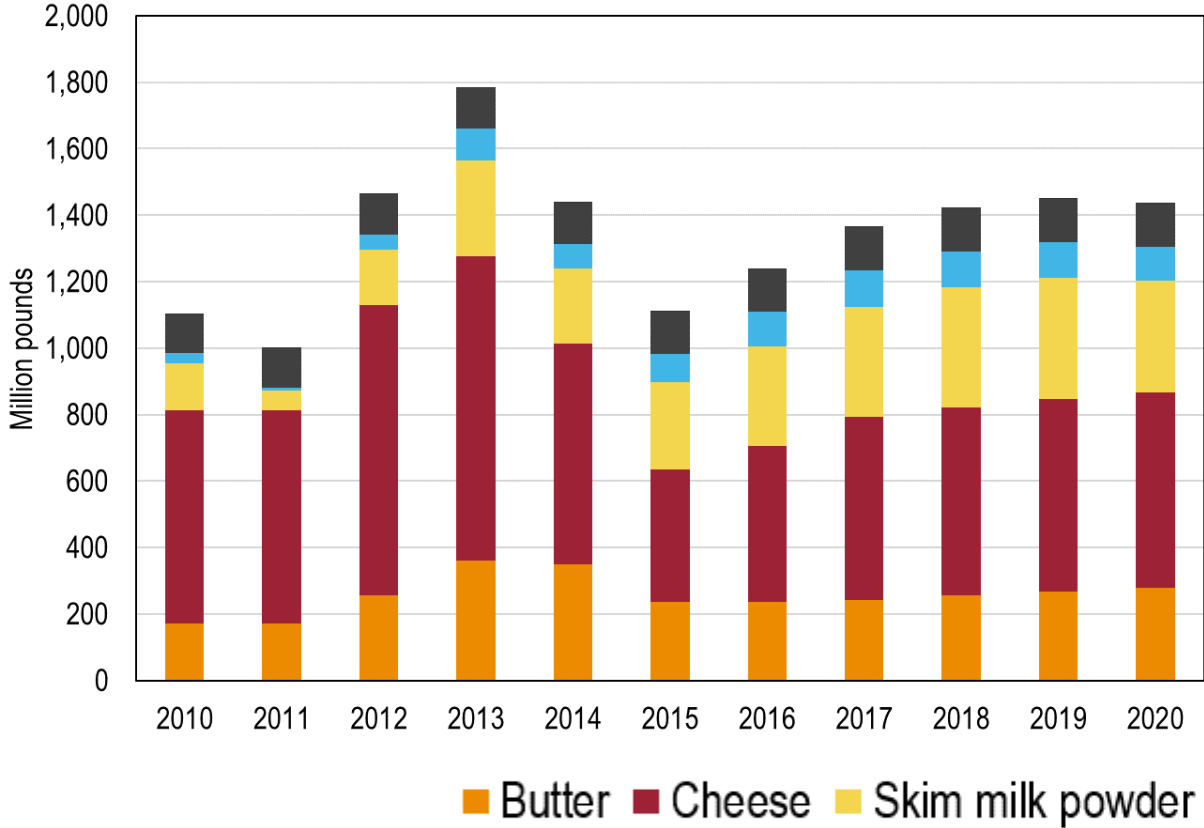
Source: CLAL, OECD FAO, *Excludes fresh dairy products

Russia dairy consumption

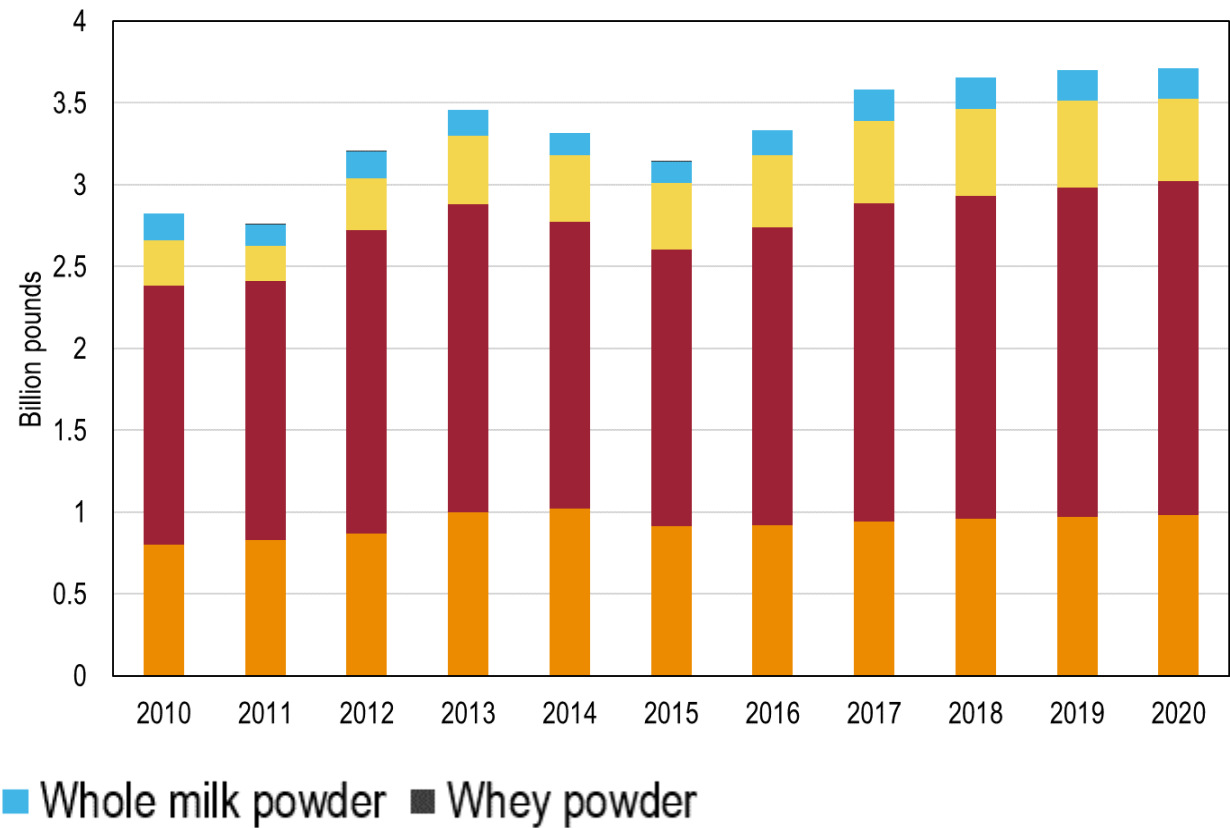


Russia

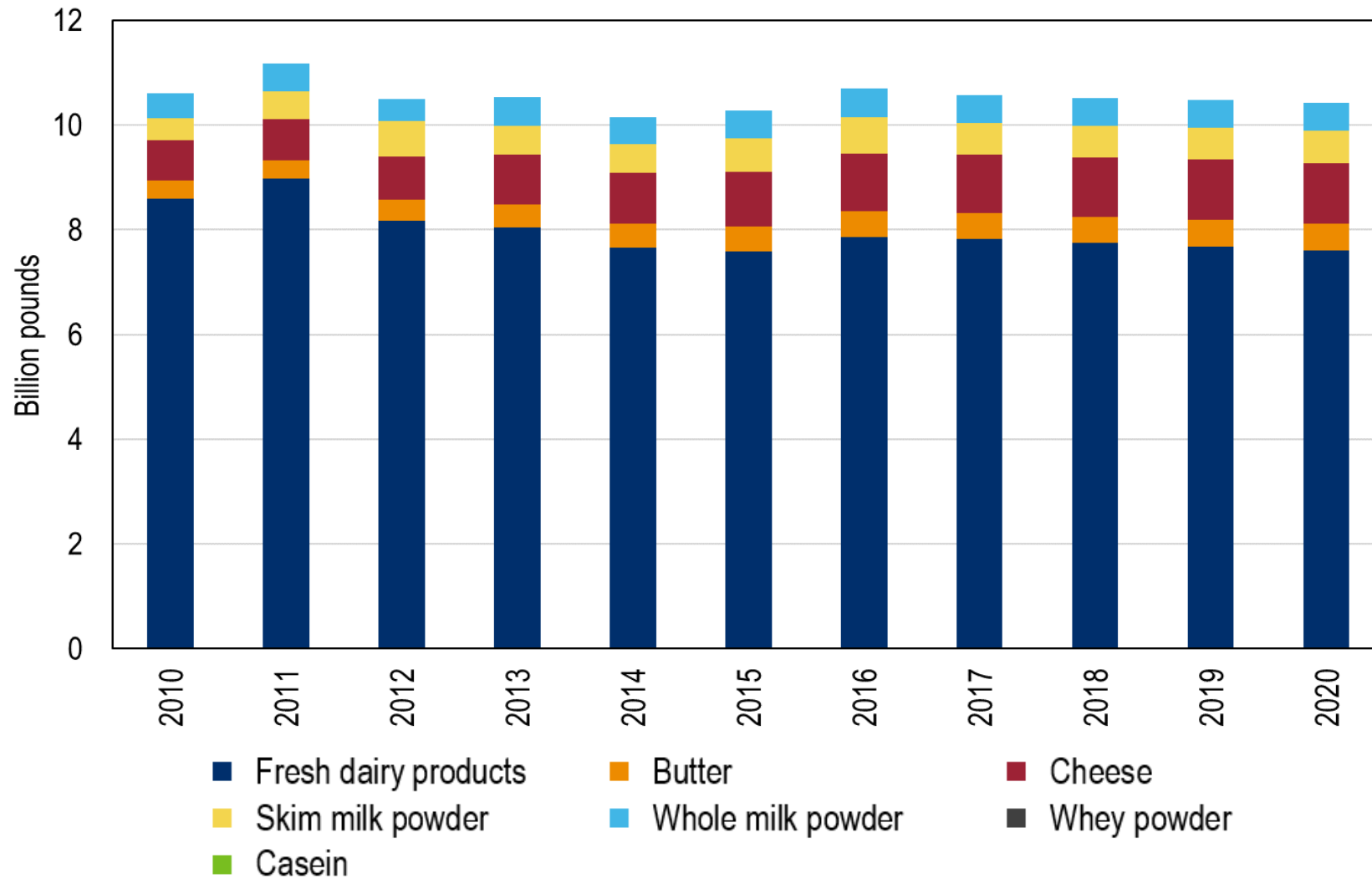
Dairy imports



Dairy consumption (excluding fresh products)

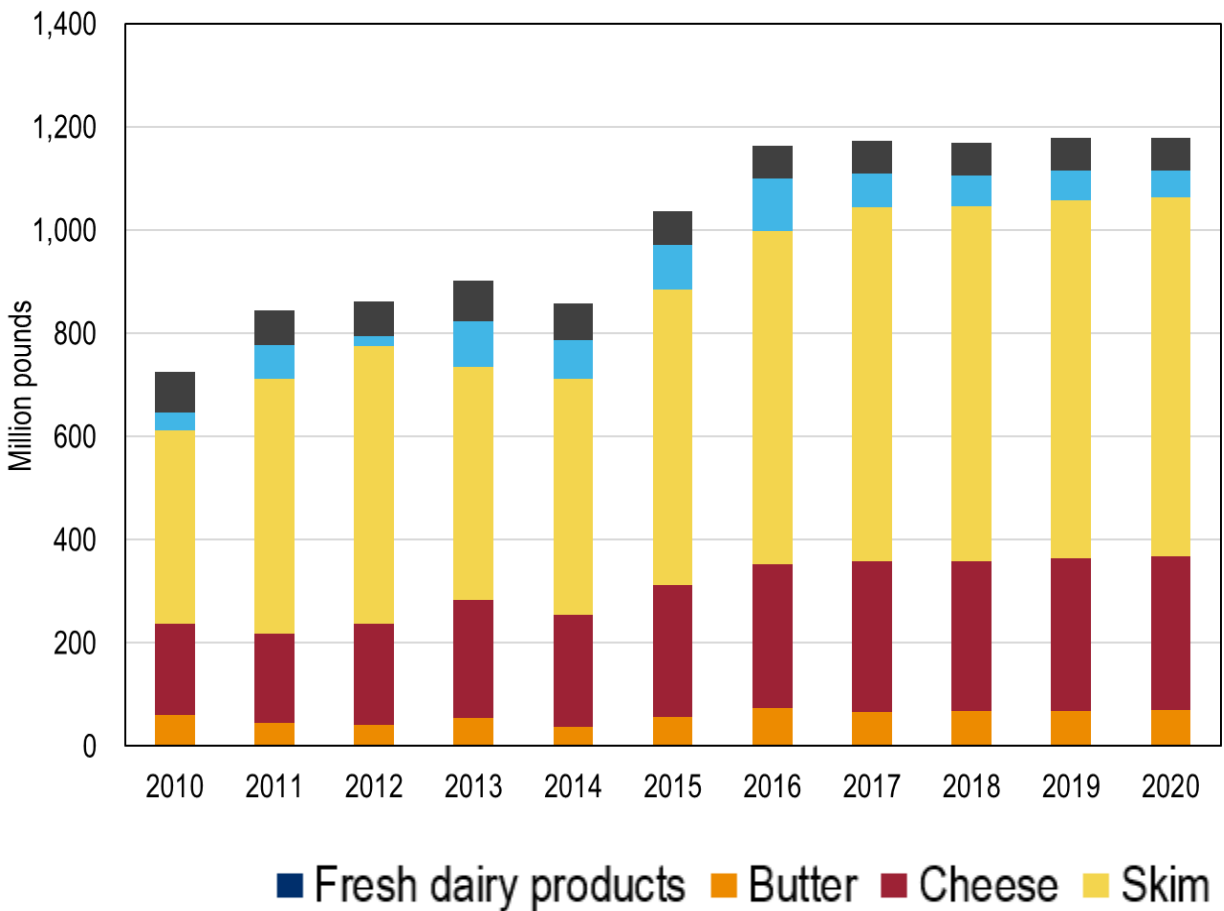


Mexico dairy consumption

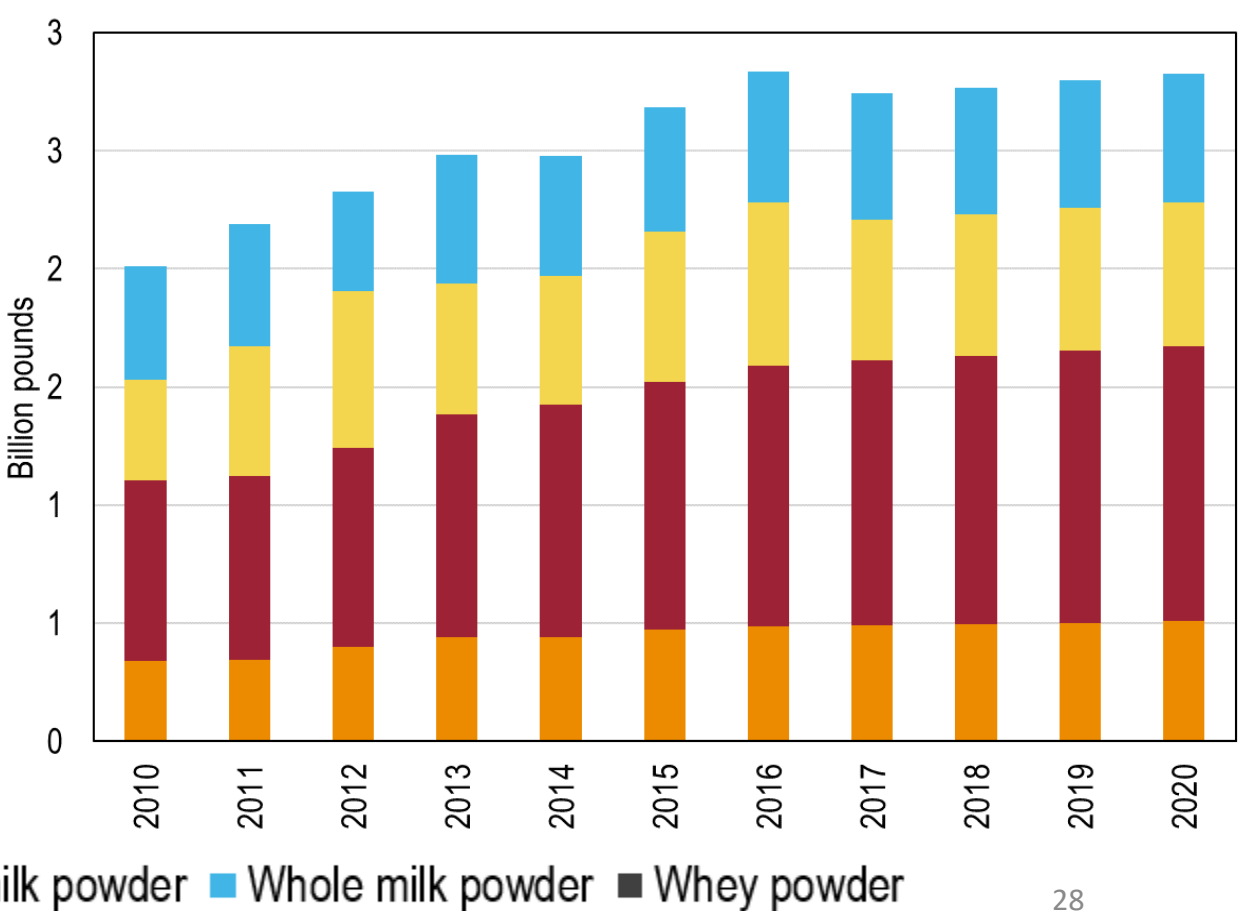


Mexico

Dairy imports



Dairy consumption (excluding fresh products)

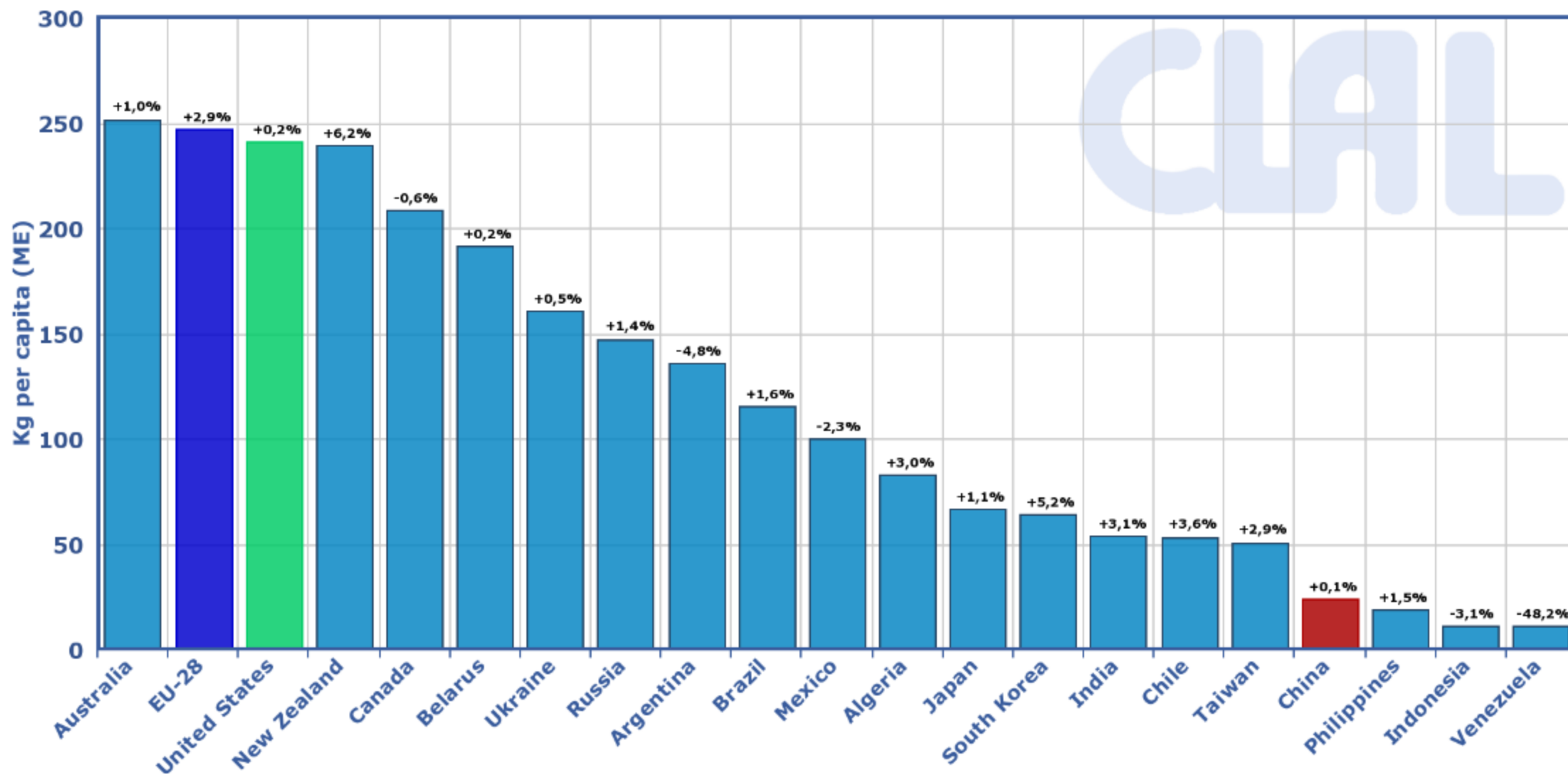


Per capita consumption across selected countries in Milk Equivalent (ME) - Year 2017

Change from previous year

(Selected products: Milk, SMP, WMP, Cheese)

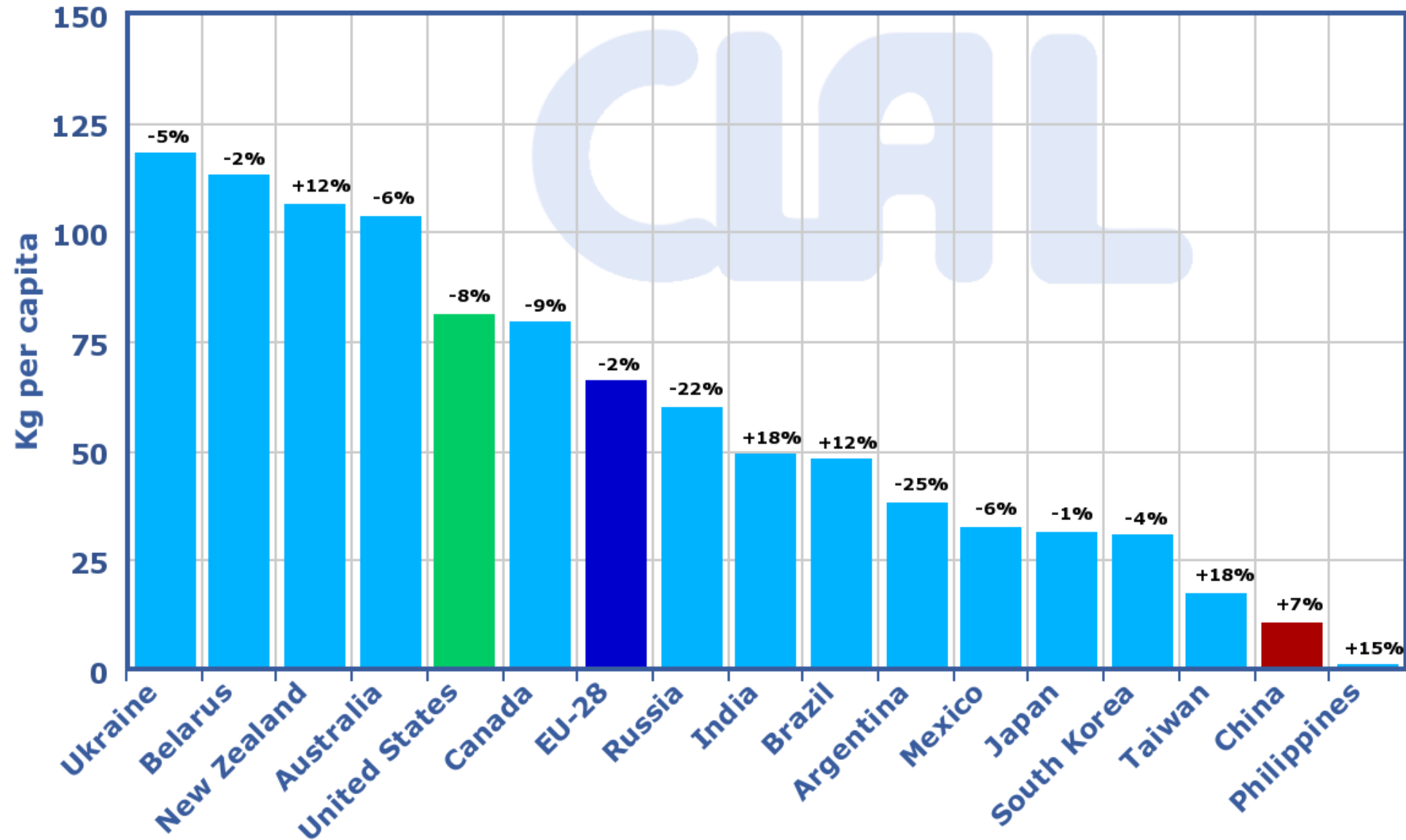
Processed by CLAL



Per capita Milk consumption

% variation referred to 2017 vs 2012

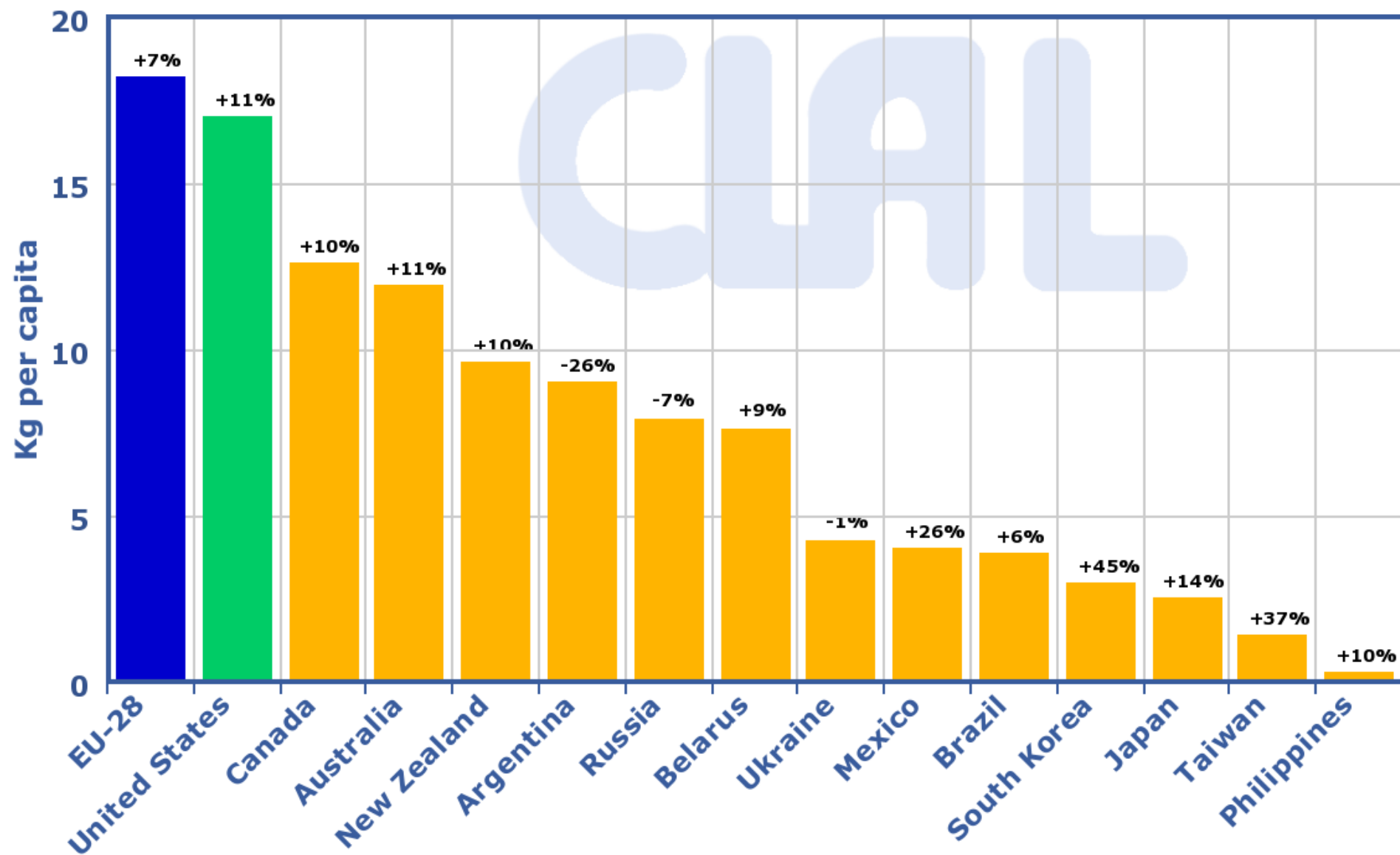
Processed by CLAL



Per capita Cheese consumption

% variation referred to 2017 vs 2012

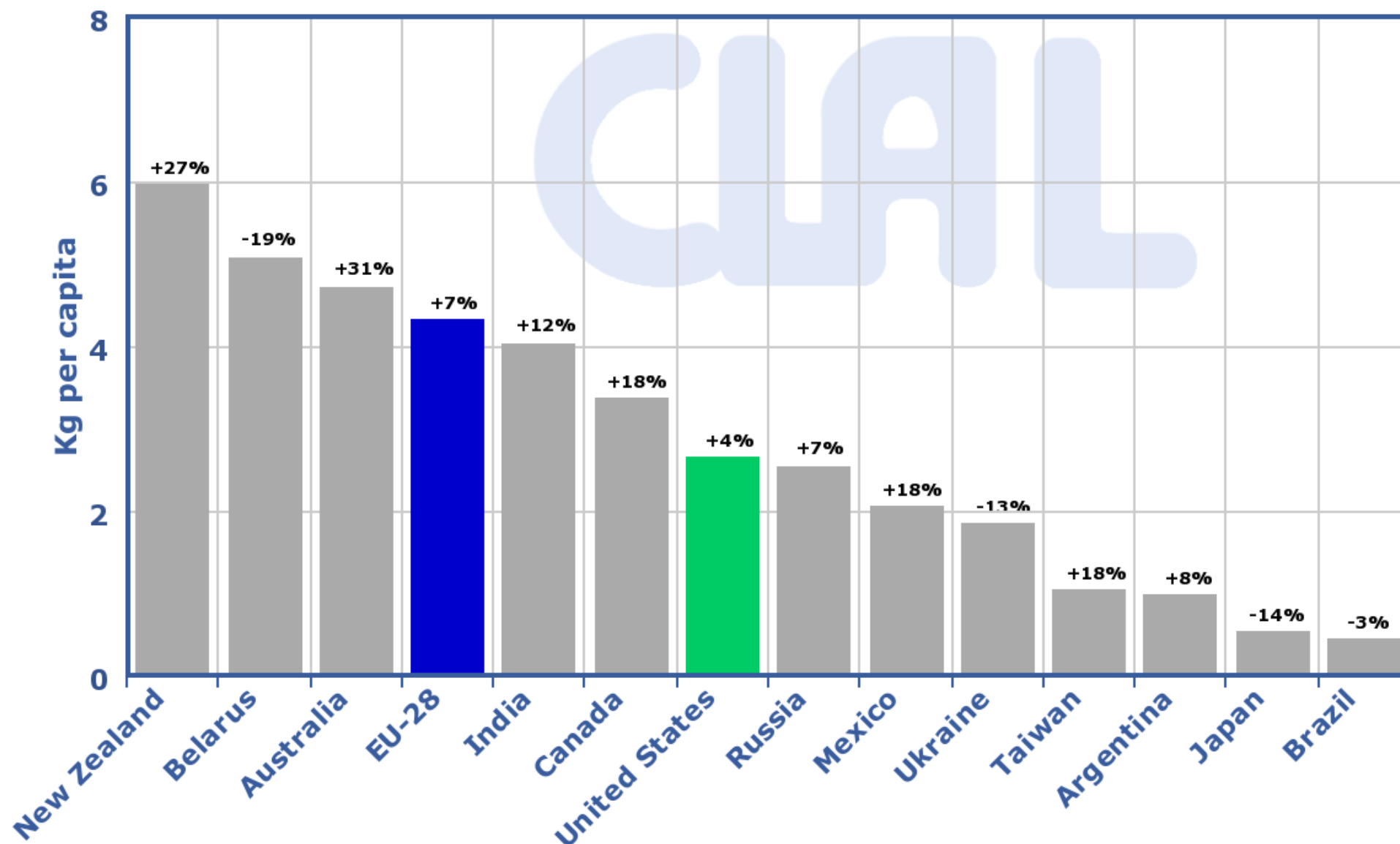
Processed by CLAL



Per capita Butter consumption

% variation referred to 2017 vs 2012

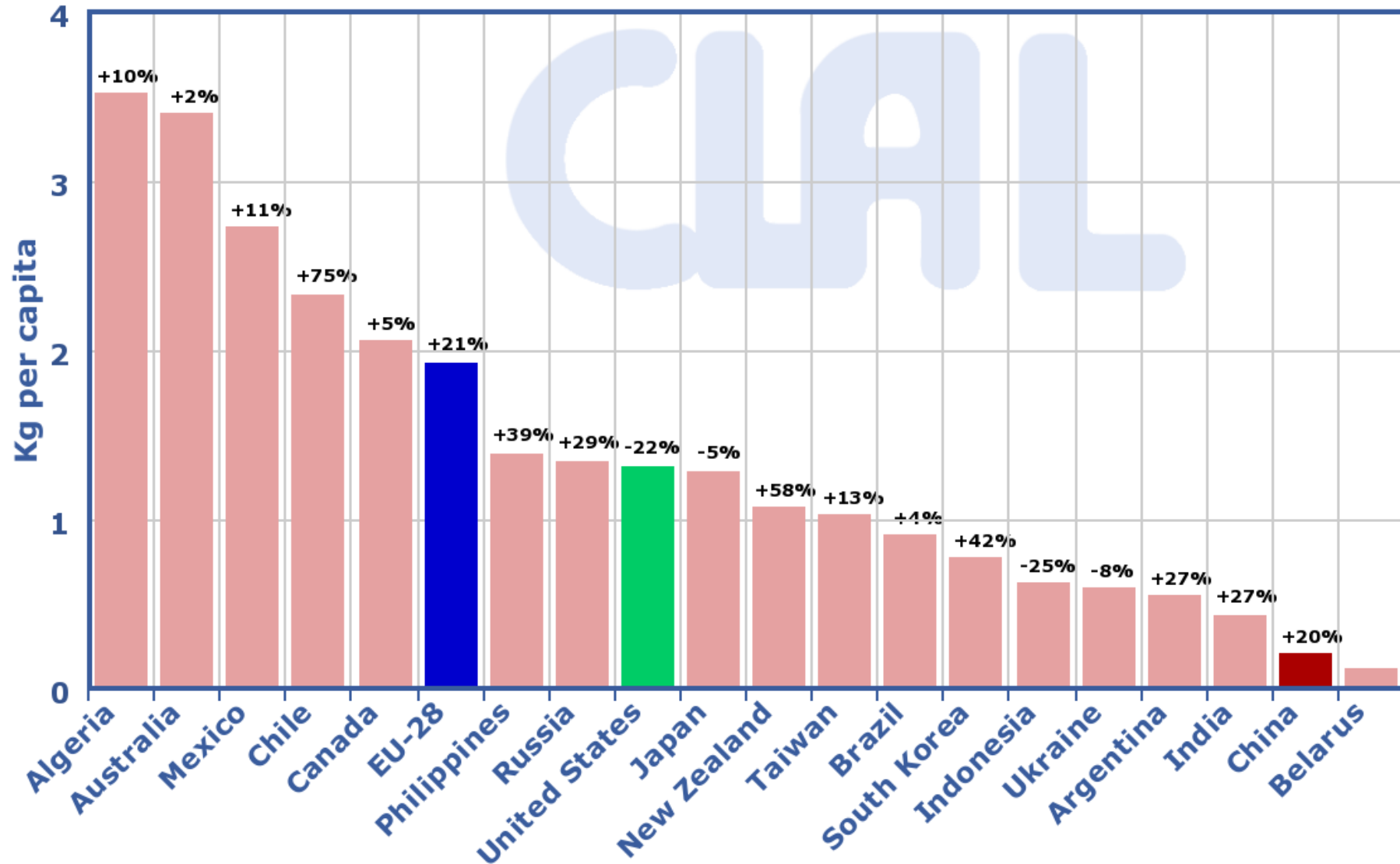
Processed by CLAL



Per capita SMP consumption

% variation referred to 2017 vs 2012

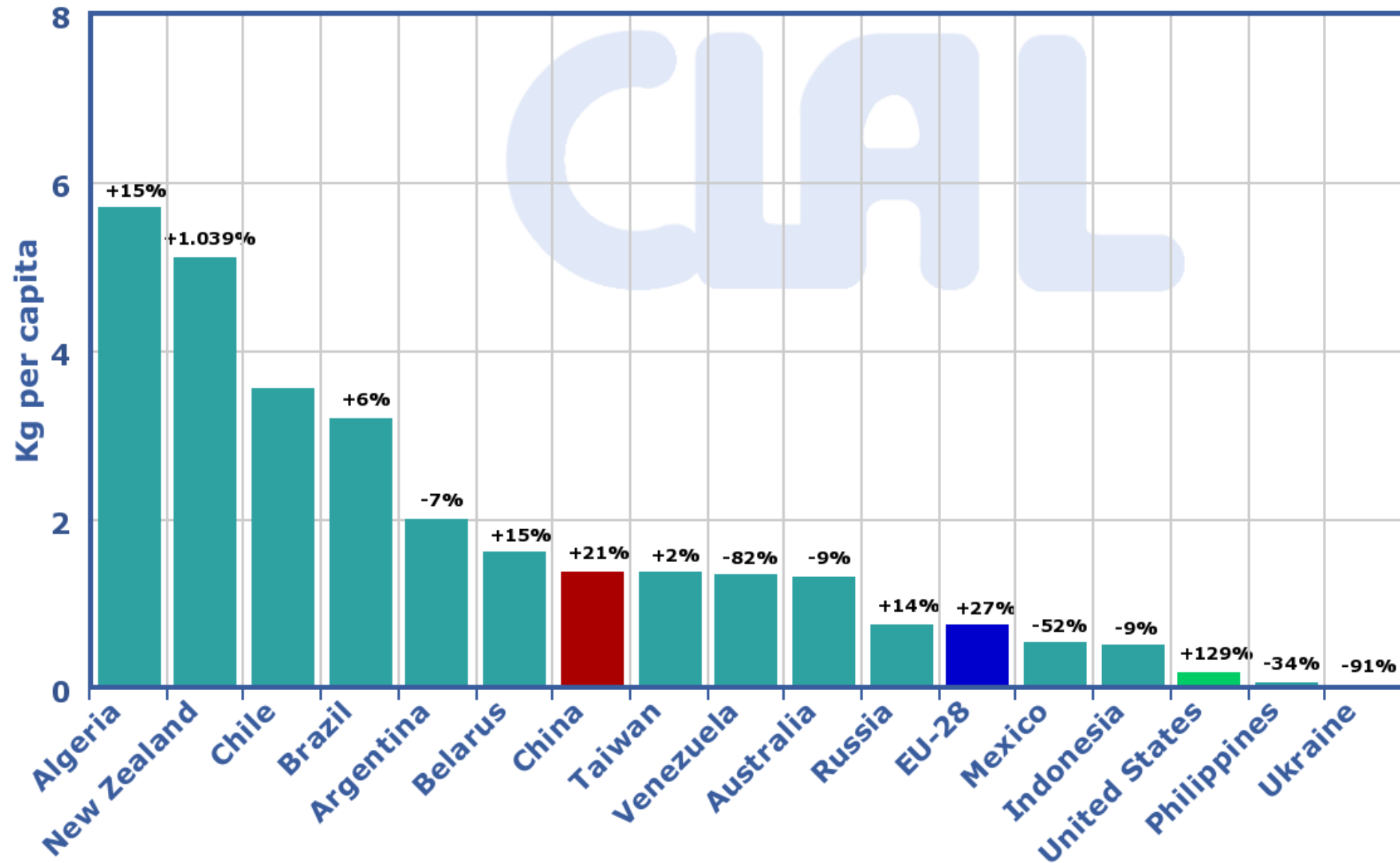
Processed by CLAL



Per capita WMP consumption

% variation referred to 2017 vs 2012

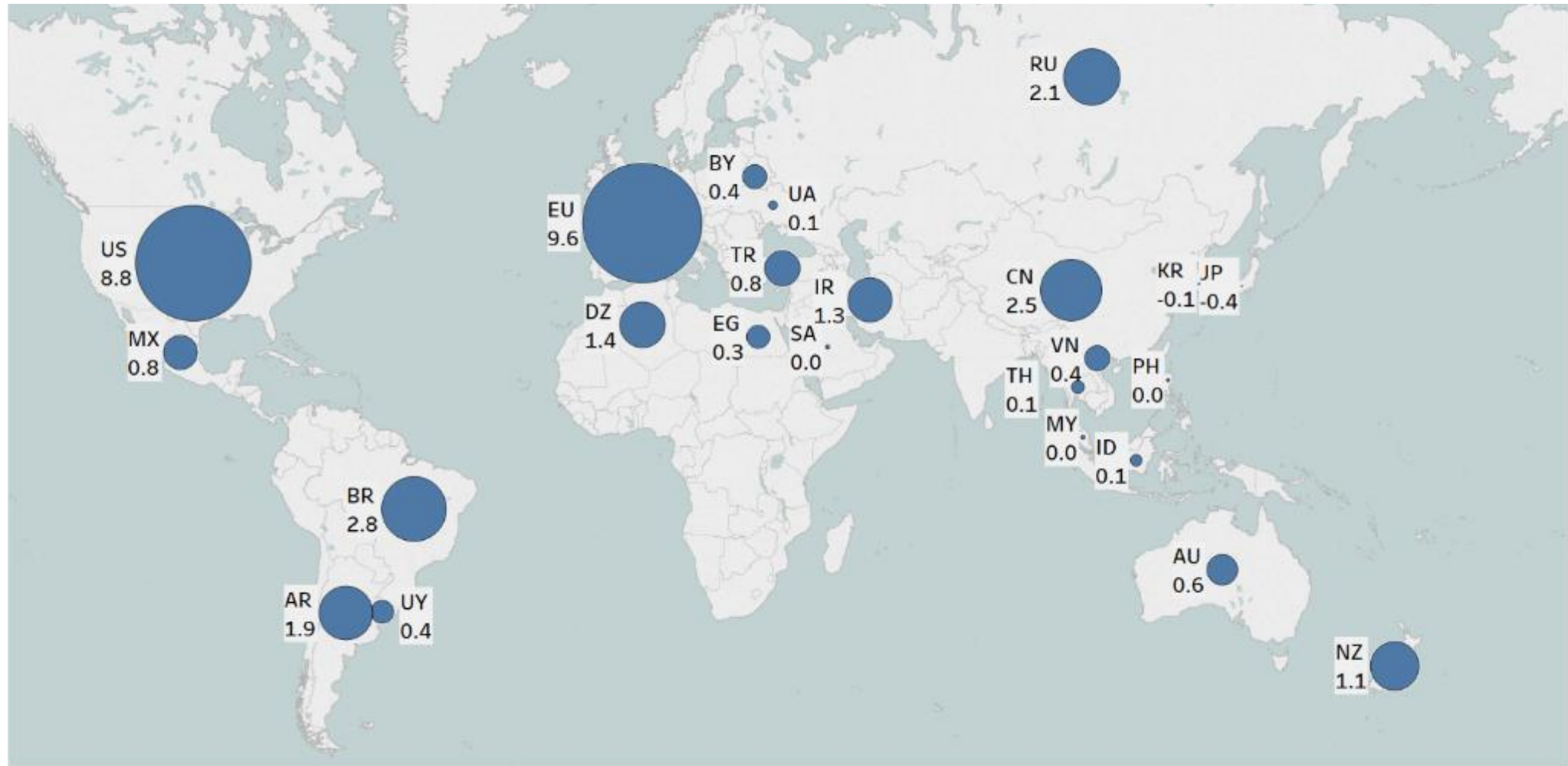
Processed by CLAL



What is the future for dairy?

GDC Milk Collection Change in Total from 2017 to 2022 (million tons)

Thank you, Gira!

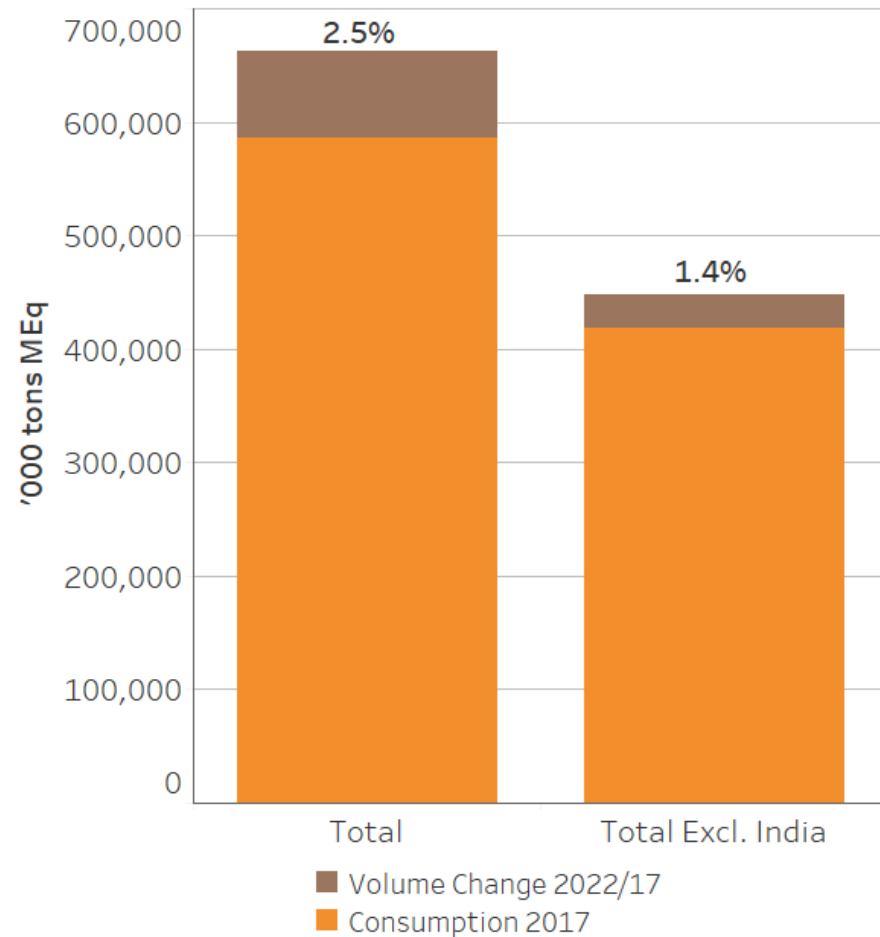


Source: Gira compilation

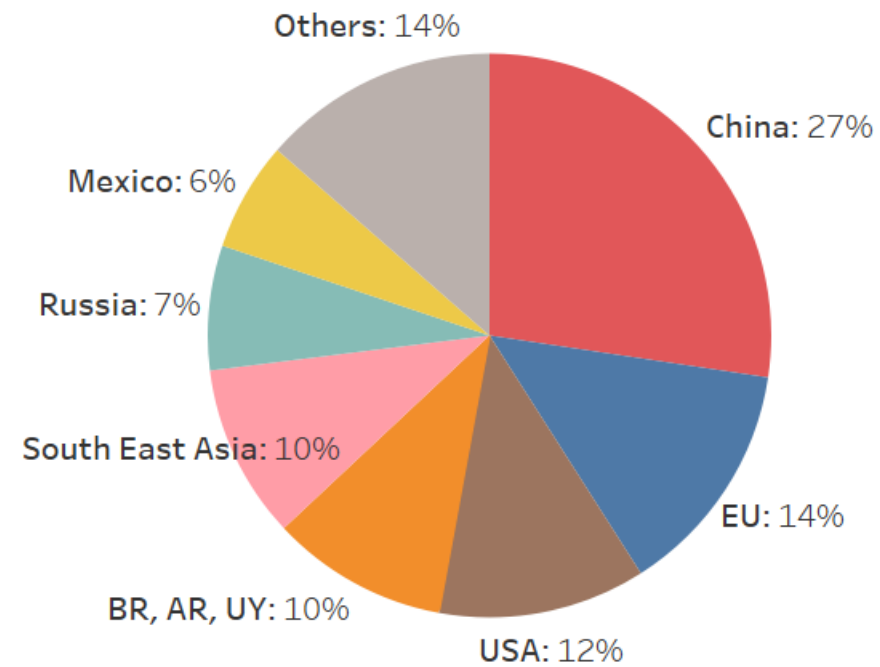
Dairy Consumption Change 2017-2022

CAGR 17/22: +2.5%

Dairy Consumption - 2017 & 2022



Contributions of GDC Countries (excl. India) to Consumption Change Between 2017 and 2022

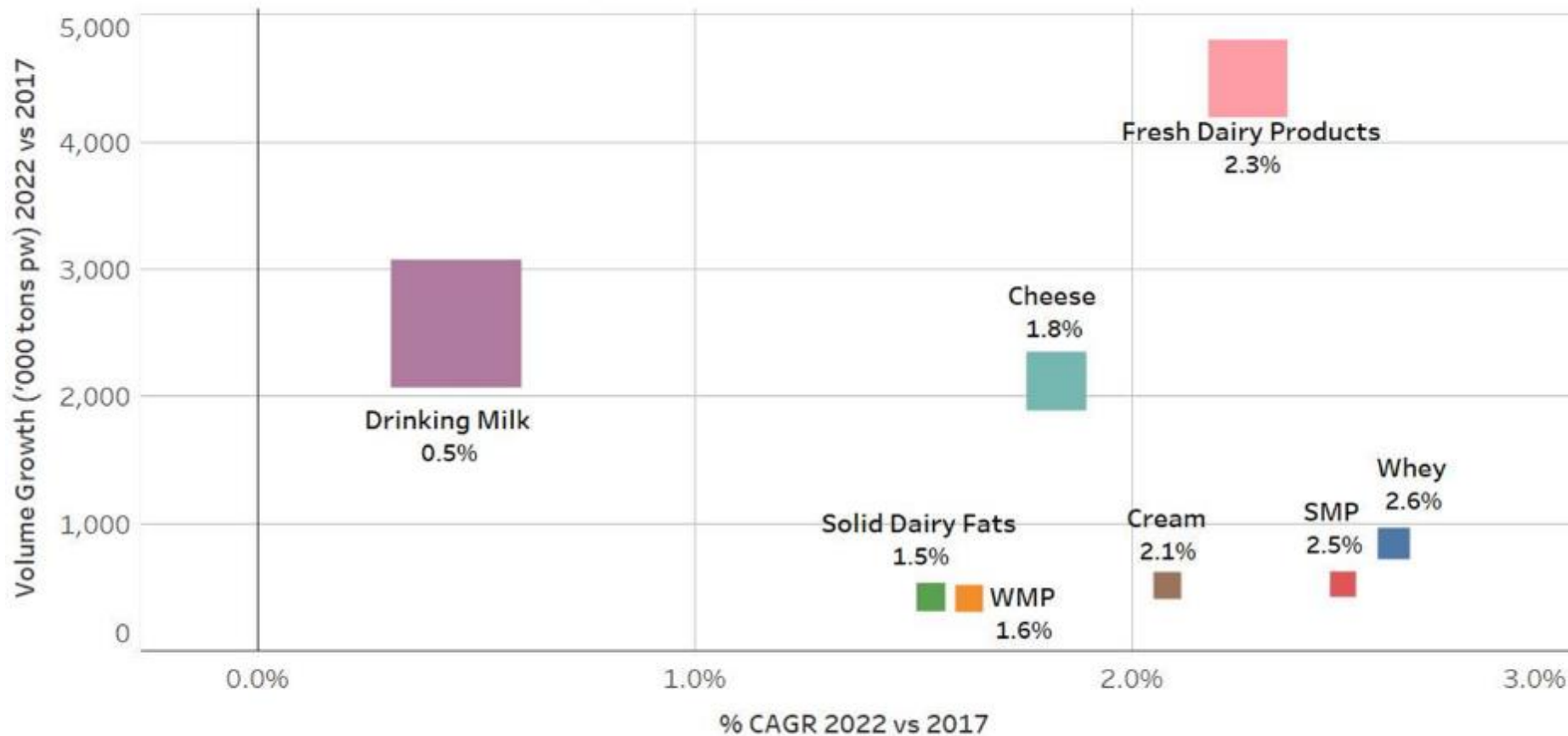


Source: Gira GDC17

Production growth by main categories of products

Drinking milk is the only product with low growth for the future

Production Growth in GDC Countries (excl. India) 2022 vs 2017



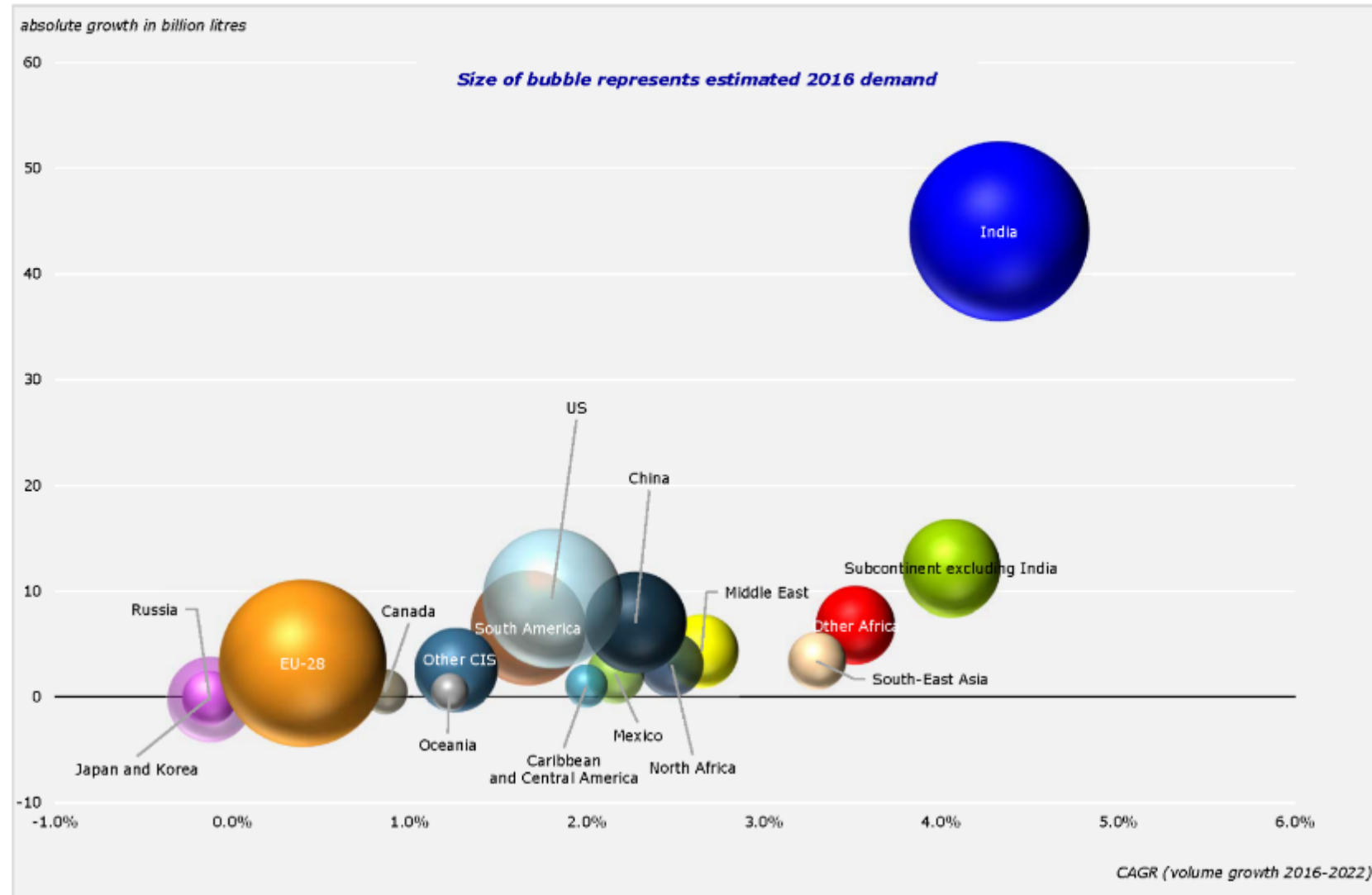
Source: Gira GDC17

Notes: 1.The size of the squares is proportional to the production volume in 2022. 2.India was excluded.

Overall dairy demand is a growth story

Absolute and CAGR demand change 2016-2022

- India remains the standout, as it continues to grow in population with rising per capita consumption, but remains nearly 100% self sufficient
- Other regions are split between faster-growth emerging markets—normally from a low base but with consumption and population growth—and slow-growth mature markets, with slow or no population growth and more stable higher consumption

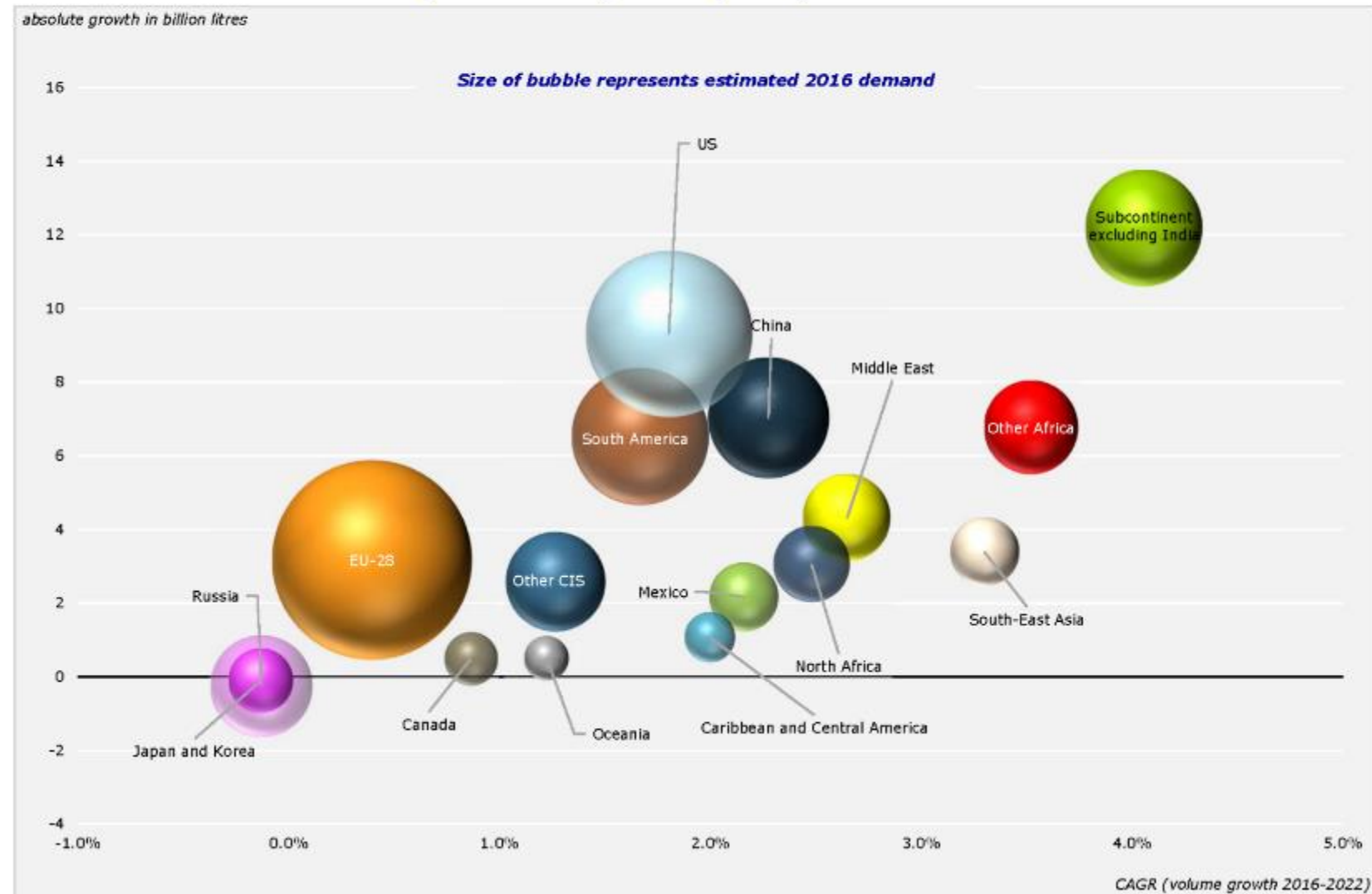


Source:

The same picture without the distorting effects of India

Absolute and CAGR demand change 2016-2022 (excluding India)

- Removing India highlights more detail from the remaining regions
- Despite low oil prices, potential reduction in per capita consumption and high population, growth in Africa looks set to maintain high growth levels
- China will be growing at a slower rate as it adjusts to a new 'norm'
- North America will continue to grow fuelled by strong economic growth
- European growth is expected to continue at a very modest rate due to sluggish economic growth

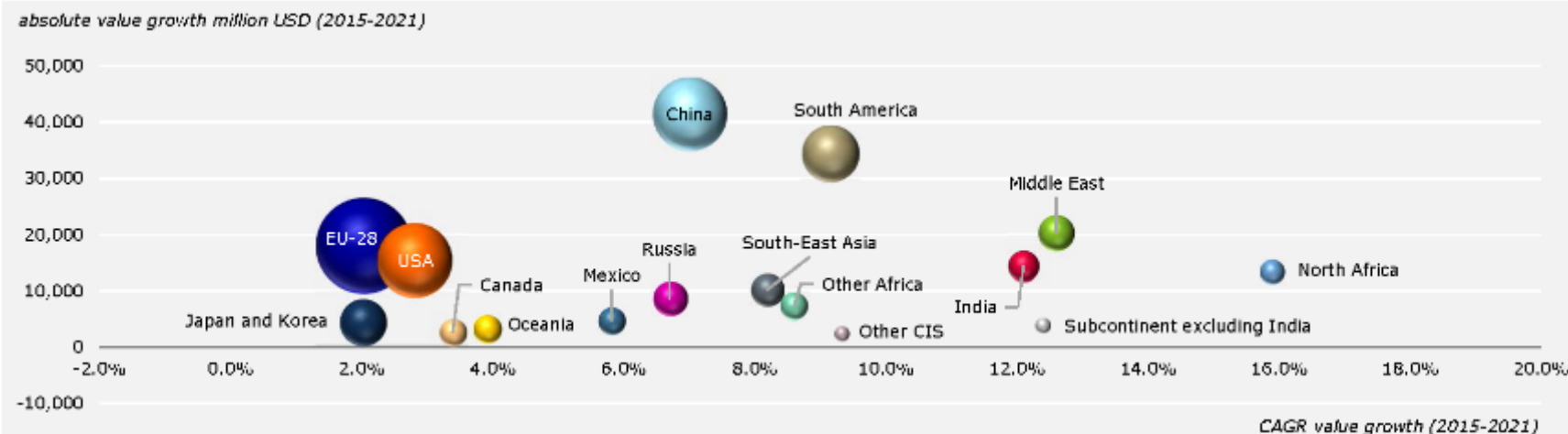


Source:

Shifting the focus from volume to value growth

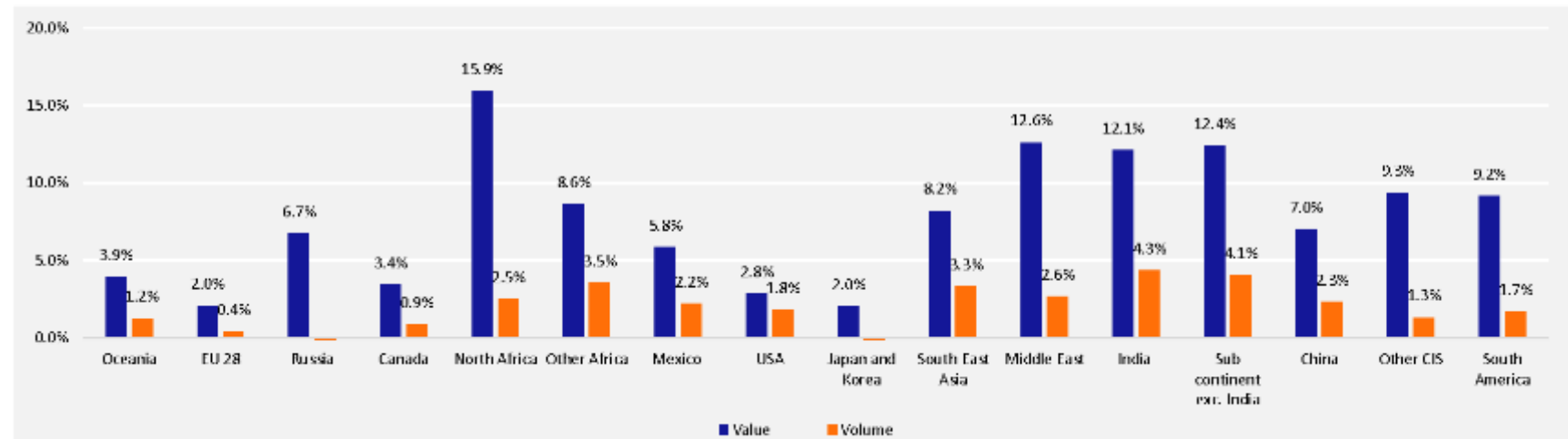
Dairy market value growth forecast

- Based on Euromonitor estimates for value change over a similar period, the picture changes with much greater value in absolute terms from China



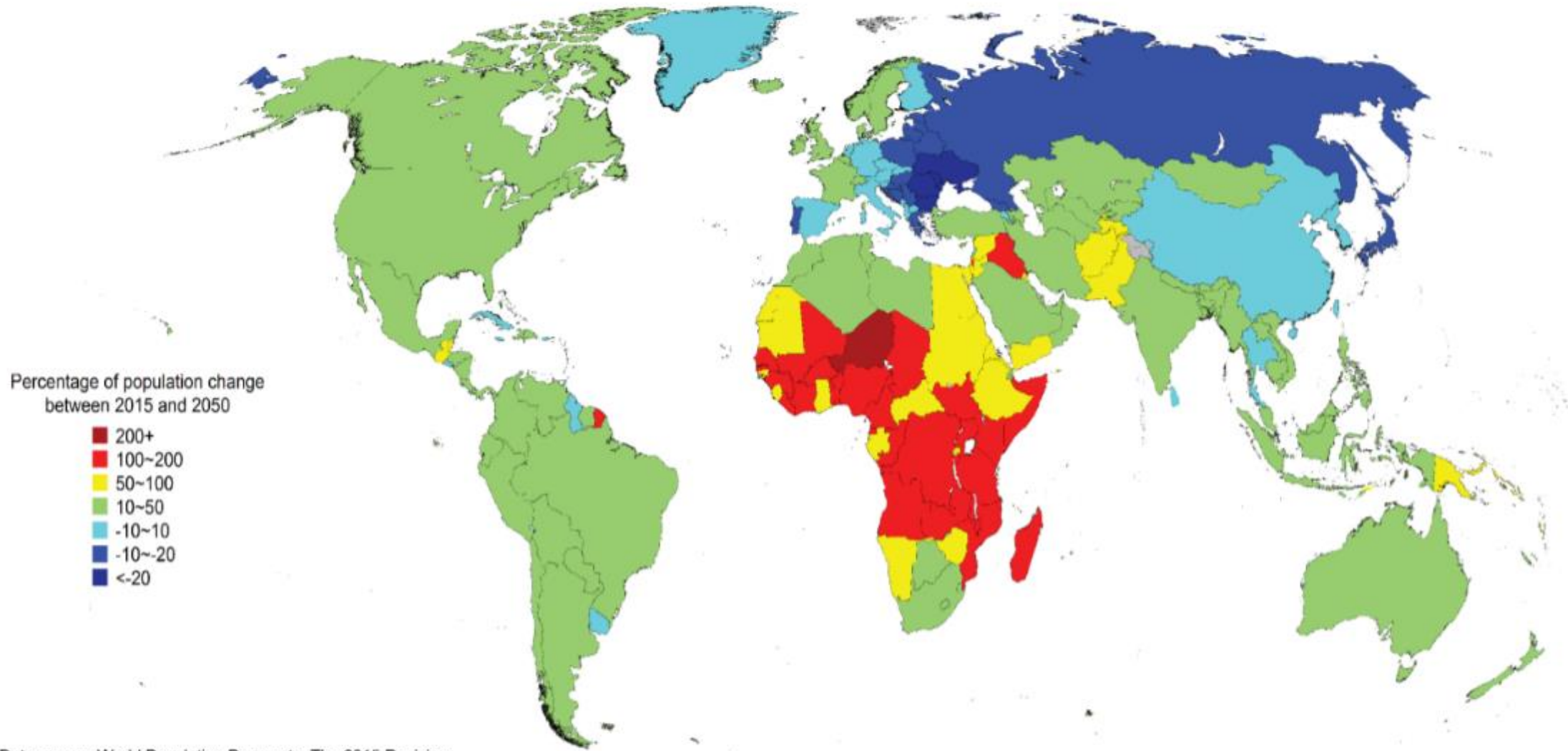
Source: Euromonitor

Comparison of value and volume demand growth forecasts



Source: Euromonitor, Rabobank

Projected population growth, 2015-2050



Data source: World Population Prospects: The 2015 Revision

The boundaries and names shown and the designations used on this map do not imply official endorsement or acceptance by the United Nations. Dotted line represents approximately the Line of Control in Jammu and Kashmir agreed upon by India and Pakistan. The final status of Jammu and Kashmir has not yet been agreed upon by the parties.

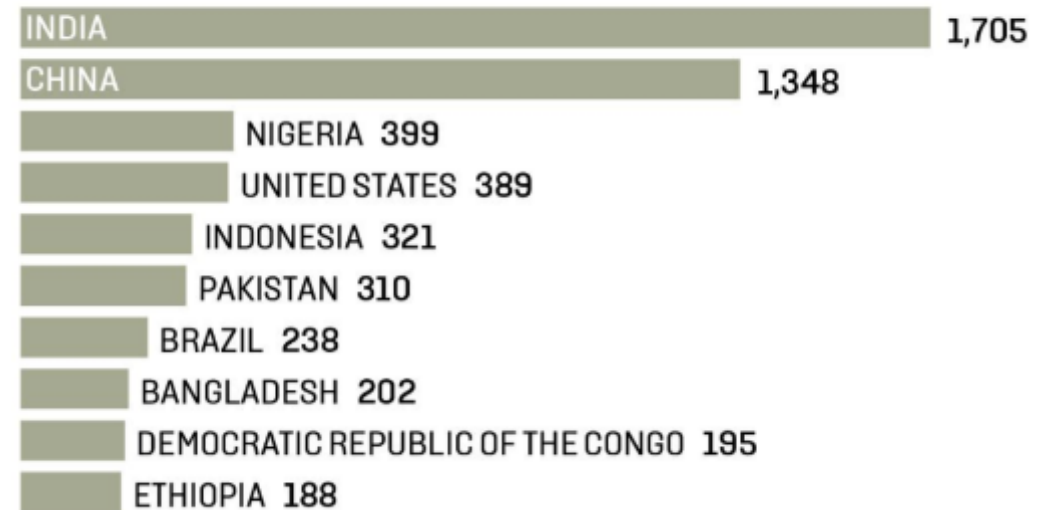
Final boundary between the Republic of Sudan and the Republic of South Sudan has not yet been determined.

LARGEST POPULATIONS (IN MILLIONS)

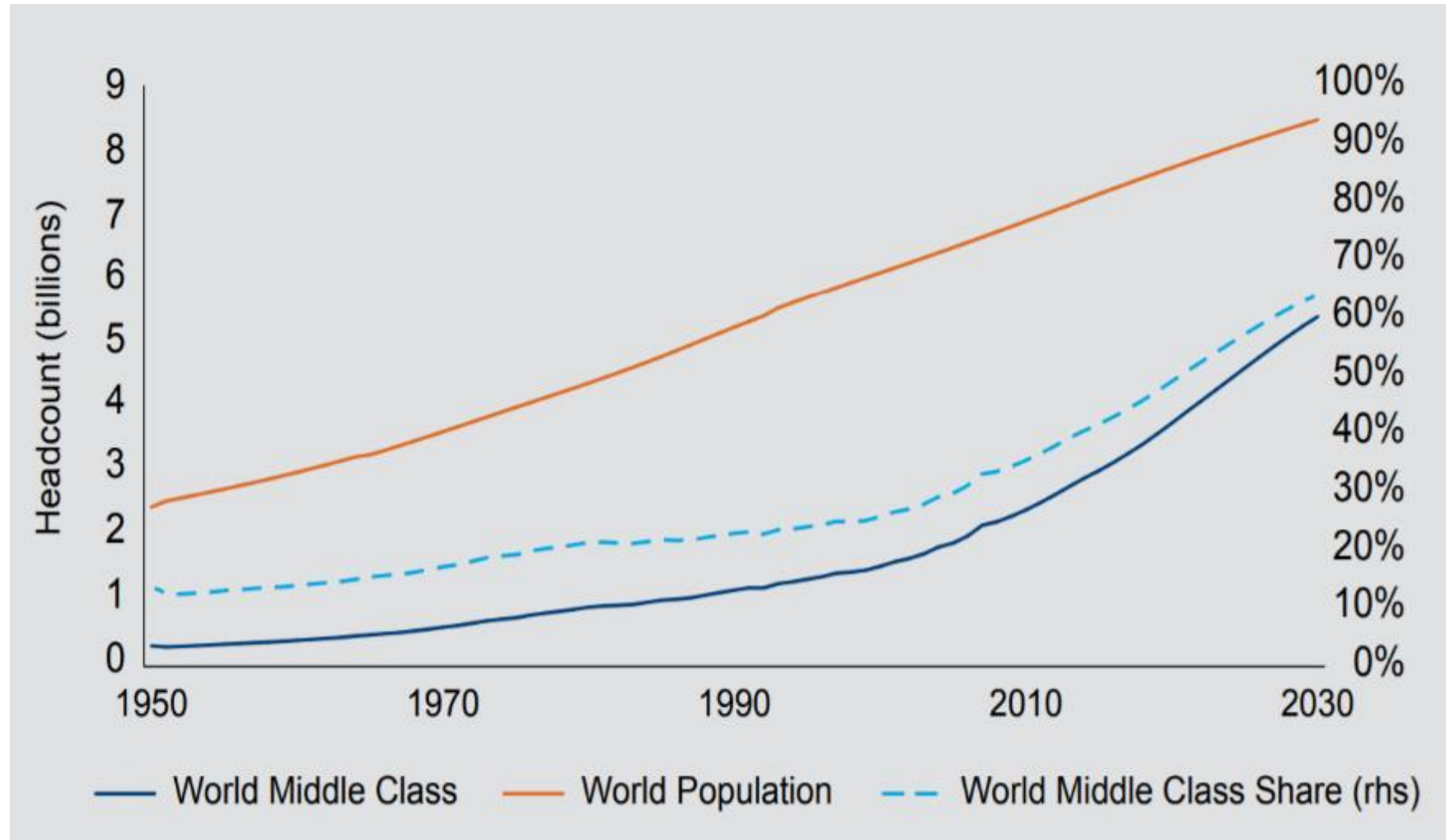
2015



2050



Middle class population

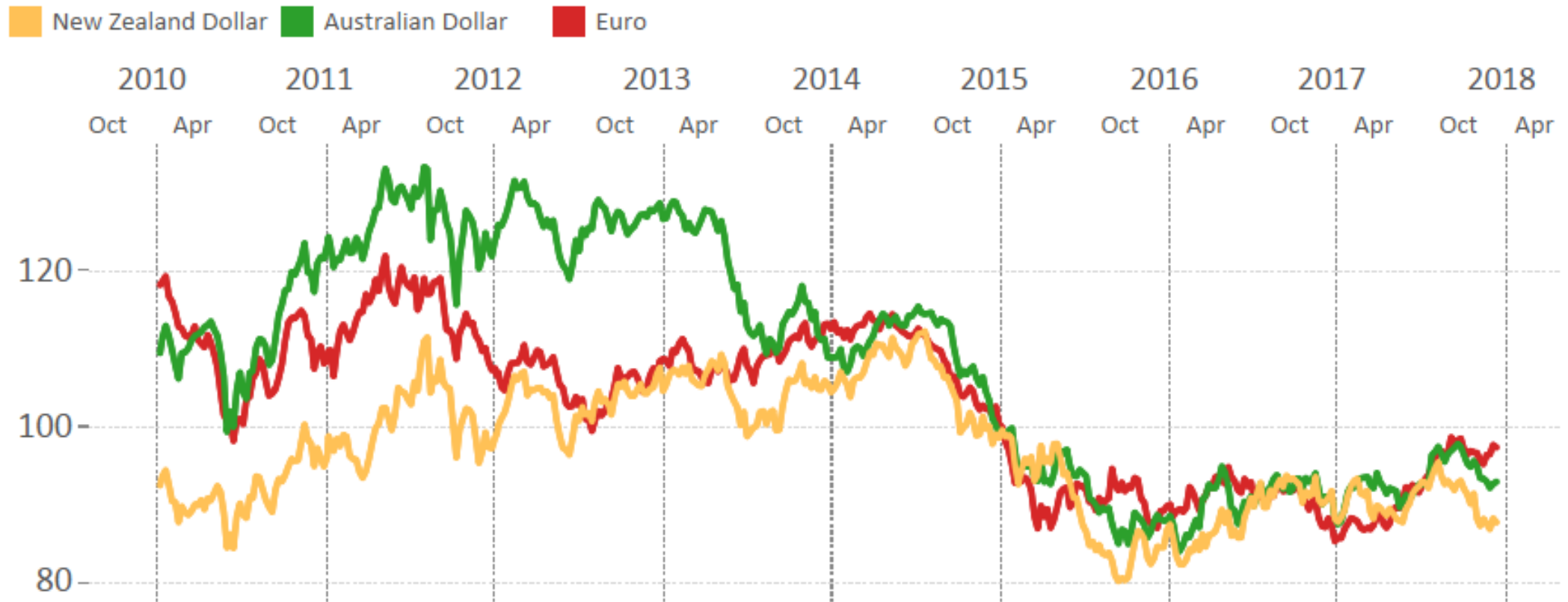


Global growth driven by emerging and developing economies

Gross Domestic Product (GDP) Growth					
Country/Region	2015	2016	2017	2018	2019
World Output	3%	2%	3%	3%	3%
Advanced Economies	2%	2%	2%	2%	2%
United States	3%	2%	2%	2%	2%
Euro Area	2%	2%	2%	2%	2%
Japan	1%	1%	2%	1%	1%
Emerging and Developing Economies	4%	4%	4%	5%	5%
China	7%	7%	7%	6%	6%
India	8%	7%	7%	8%	8%
Mexico	3%	2%	2%	2%	3%
ME&NA	3%	3%	2%	3%	3%

Exchange Rates Relative to U.S. Dollar, EXPORTING Countries

Indexed to January 1, 2015



Exchange Rates Relative to U.S. Dollar, IMPORTING Countries

Indexed to January 1, 2015





New website helps consumers eat food that lines up with their sustainability and social values



Home / News / Lifestyle

From plogging to veganism: Is sustainability the new normal for consumers?

As eco-consciousness goes mainstream in some countries, consumers don't just expect brands to be sustainable, they expect them to be 'regenerative', a new report has found. But does this ring true in Asia?

By Ashley Tan

Wednesday 3 October 2018



Most popular



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WASTE
Zero plastic bags or zero waste? In defence of Singapore's rejection of a plastic bag ban



WASTE
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Get ready for pea milk. It doesn't taste like peas and it's not even green.

Enter pea milk, the newest nondairy beverage on the block. It's vegan, nut free, soy free, lactose free and gluten free. It's better for the environment than almond milk. And it has more protein and calcium than other alternative milks.



An assortment of pea milks from Bolthouse Farms. (Jennifer Chase for The Washington Post)



A general view of plastic straws, as environmentalists have backed a new campaign calling on both the Scottish and UK governments to crack down on the use of plastic drinking straws. (Photo by Kirsty O'Connor/PA Images via Getty Images)



Source: Impossible and White Castle
Special thanks to DMS Dairy Management Inc.



Our Process

How do we do it? With natural resources and human ingenuity. Instead of having cows do all the work, we've developed a process similar to craft brewing. Using yeast and age-old fermentation techniques, we make the very same dairy proteins that cows make.



Dairy impacts



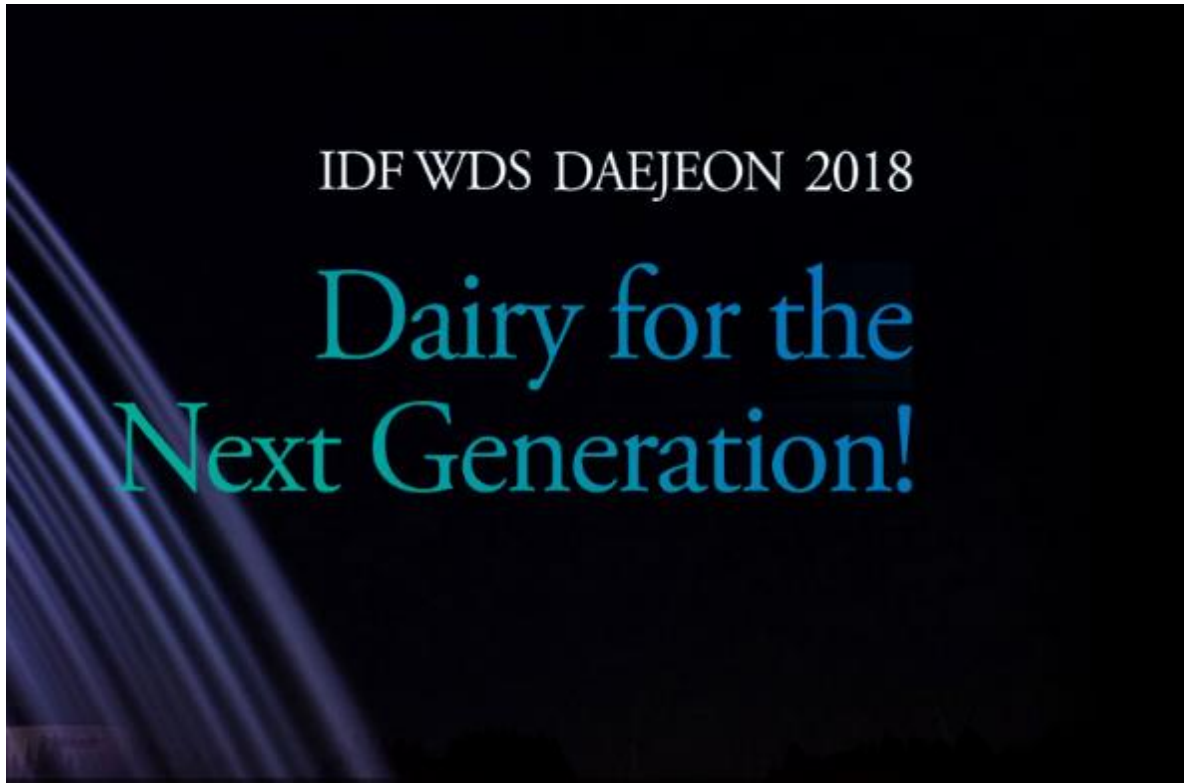
Dairy affects



Dairy influences



International Dairy Federation



Primary discussion topics:

- Environmental impact
- Human and animal health
- Food security
- Food safety
- Economic impact

Gold Standard Dairy Program

- 10 years of Gold Standard as a broad program to engage with members and customers on farm practices
- Currently on 4th program version
- FARM Animal Care adopted as animal care module
- All member farms participate in program



Thank you