

Last update: 26.04.2016

### **MMO Economic Board**

#### Meeting of 26 April 2016

- The 14<sup>th</sup> meeting of the MMO Economic Board took place on 26 April 2016, with the participation of experts from the various steps in the milk supply chain: CEJA (young farmers), COPA-COGECA (producers and cooperatives), ECVC (Via Campesina), EMB (European Milk Board), EDA (dairy industry), Eucolait (dairy trade) and Eurocommerce (retail). DG AGRI presentations and information exchanged during the meeting showed the following.
- o EU milk collection was up by 7.4% in January-February 2016 (= + 1.7 million t), part of which can be related to the leap day. Increases were particularly strong in IE, LU, BE, NL in % terms, and in DE, NL, PL, IE, BE in volume terms. These figures relate to milk collection, i.e. milk collected by dairies and reported by the latter to their national authorities, irrespective of whether milk comes from producers located in the same MS or in another one.
- o Average farm gate milk prices approximated 29.3 c/kg in February and a further decrease is expected for March (28.6 c/kg). Banks are increasingly reluctant with regard to investments in dairying given the present lack of profitability and of short term improvement prospects.
- o Applications for private storage aid reached 60 912 t butter, 18 750 t SMP so far in 2016 and 39 961 t cheese in the 2<sup>nd</sup> round. With regard to offers for sale of SMP into public intervention, the 109 000 t ceiling for buying-in at fixed price was reached on 31 March. A tender was operated on 19 April. The maximum buying-in price was fixed at the level of the intervention price and 22 600 t were additionally bought into intervention. On 20 April, buying-in at fixed price resumed under a doubled ceiling (218 000 t).
- o Dairy product prices continue to suffer from downward pressure given increased supply. SMP prices oscillate around intervention level. On the world market, prices expressed in US\$ showed mixed trends. Downward pressure for butter is not as fierce as for other products. Butter prices in the US even increased recently.
- The assessment of EU stock levels based on a residual approach (production + imports consumption - exports) confirmed important

- excessive stocks for SMP, most of which have found their way into public stocks. Butter stocks are healthier, with applications for PSA following the seasonal pattern. With regard to cheese, stocks do not show disproportionate developments as companies generally increased their drying capacities, keeping milk volumes out of the cheese market.
- At world level, milk production increased by some 3.4% in January-February 2016, mainly due to the EU. US production growth was higher than expected in March (+ 1.8%). The USDA forecast for 2016 is + 1.5%. NZ production was also higher than expected in February (+ 2%) but is likely to end up slightly down for the season. Argentina production has recently been impacted by torrential rain. World demand shows more dynamism with a particular boost in Chinese imports in January 2016. EU exports continue to perform particularly well in volume terms, but at lower price levels.
- o With regard to EU internal consumption, mixed results were reported at retail level for FR, IT, PT, ES and the UK, while SE shows more positive trends. No data was shared on other consumption channels (out of home and industrial use).
- A dedicated presentation was made on the measure adopted on 11 April allowing for voluntary recognised agreements between producer organisations, their associations, recognised interbranch organisations, cooperatives and other forms of producer organisations to plan milk production for a temporary period of 6 months. This is the first mobilisation of Article 222 of the CMO Regulation 1308/2013. This authorisation covers the Union territory and applies from 13 April to 12 October. Notifications are foreseen to check compatibility with the proper functioning of the internal market and the effectiveness of the joint actions in stabilising the milk market.
- Overall, bearish market sentiment persists. While developments in world demand give reasons for hope, farm gate milk prices and dairy commodity prices continue to be under pressure, due to deteriorating EU market balance. Improvement in the supply/demand equation remains necessary.

## **ANNEX 1**

### **Milk Market Situation**

**European Commission** 





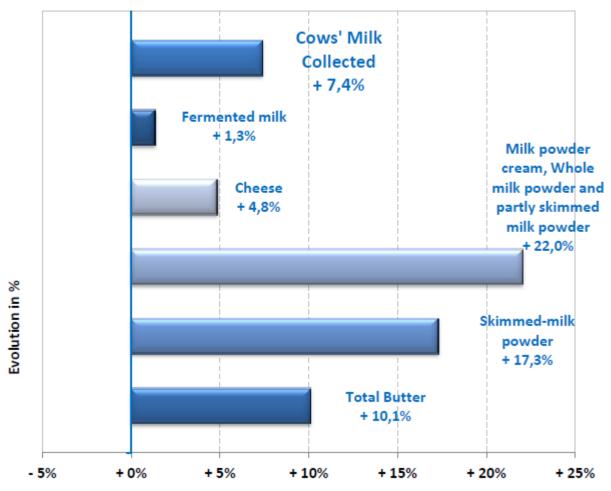
# Milk Market Situation

Brussels, 26 April 2016

### **EU Productions**

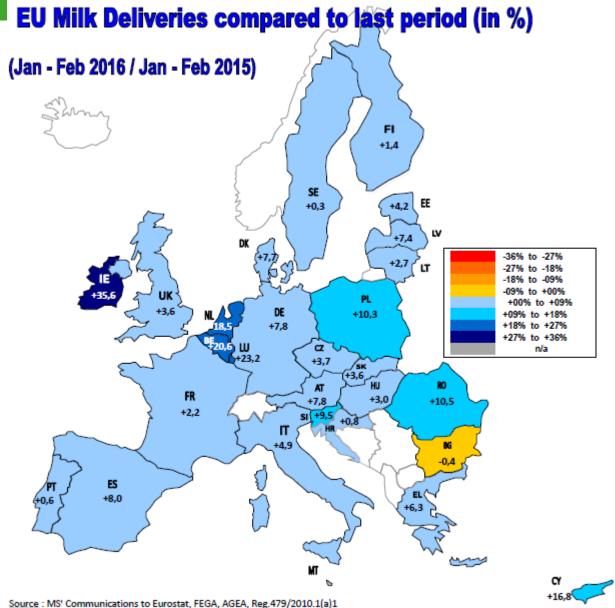


EU-28 Deliveries/Productions development (Jan-Feb 2016 compared to Jan-Feb 2015)



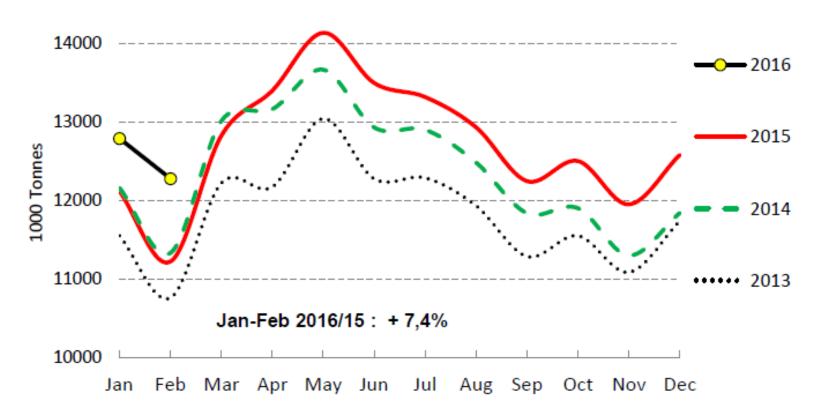
!!! Data from some Member States are confidential and are NOT included in this table !!!





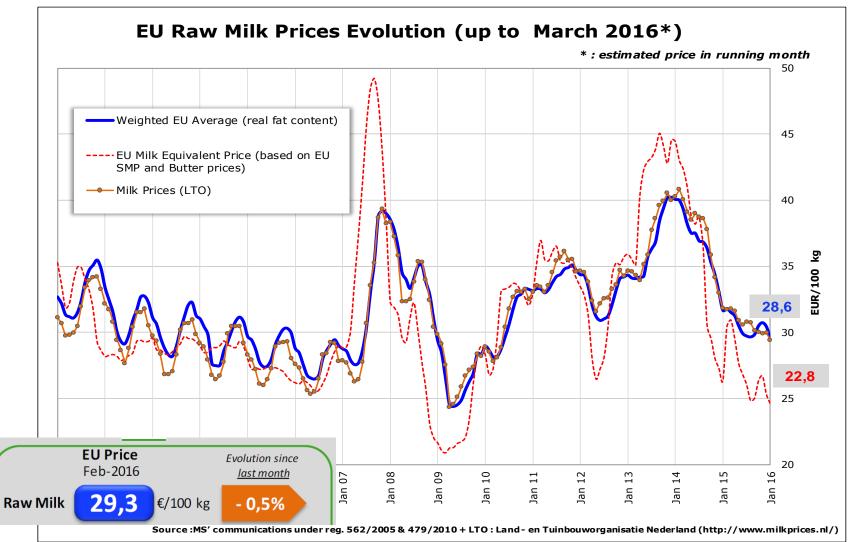


#### EU - Cows' milk collected

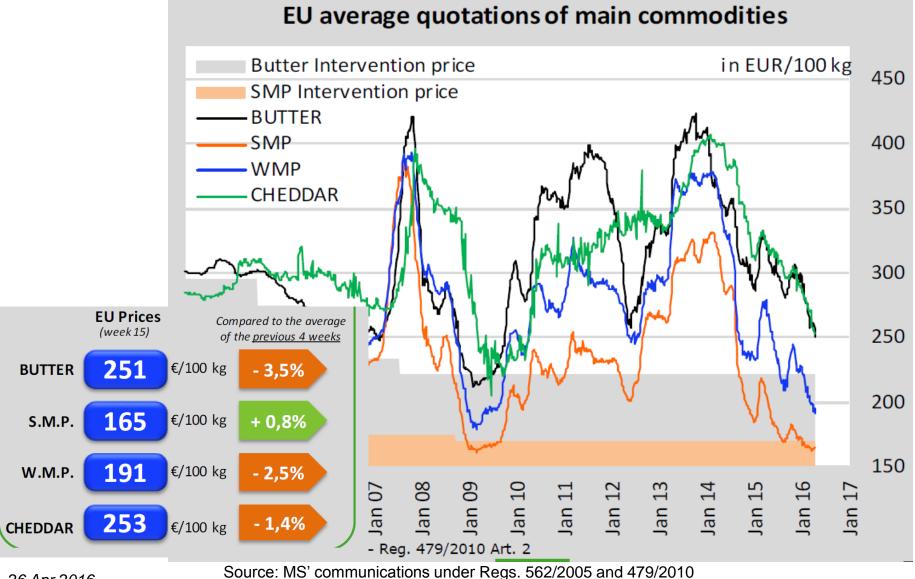


Source: Estat - Newcronos Last update: Jan-Feb



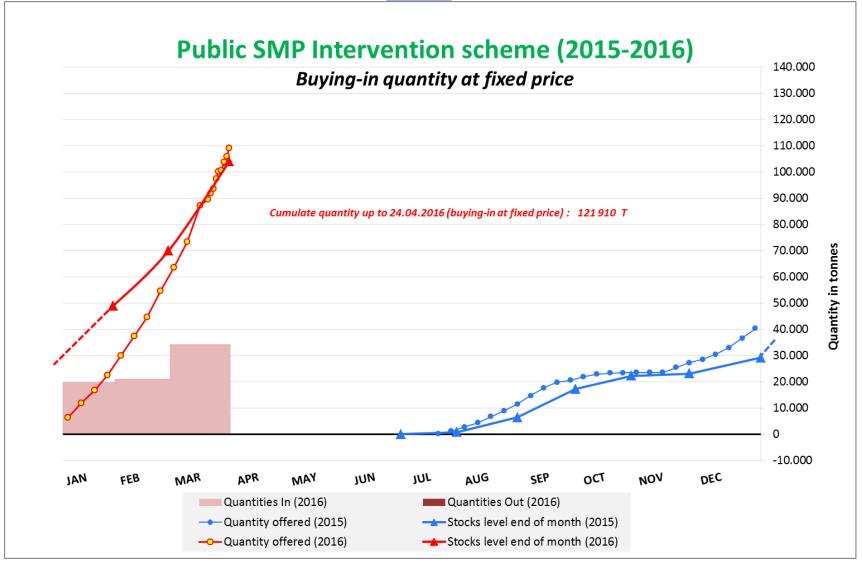






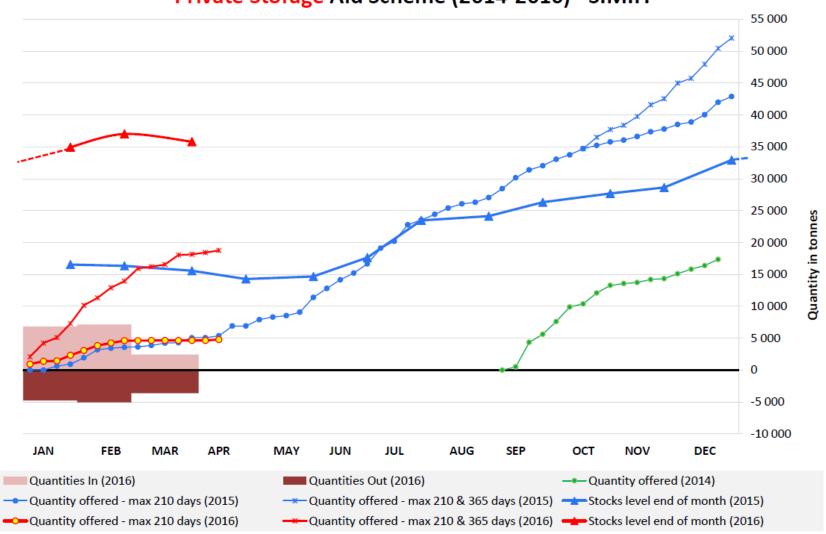
26 Apr 2016





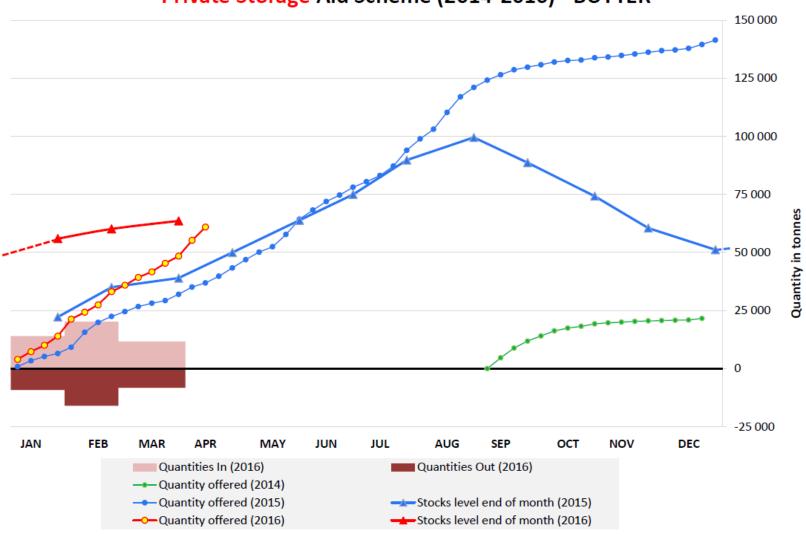


#### Private Storage Aid Scheme (2014-2016) - S.M.P.



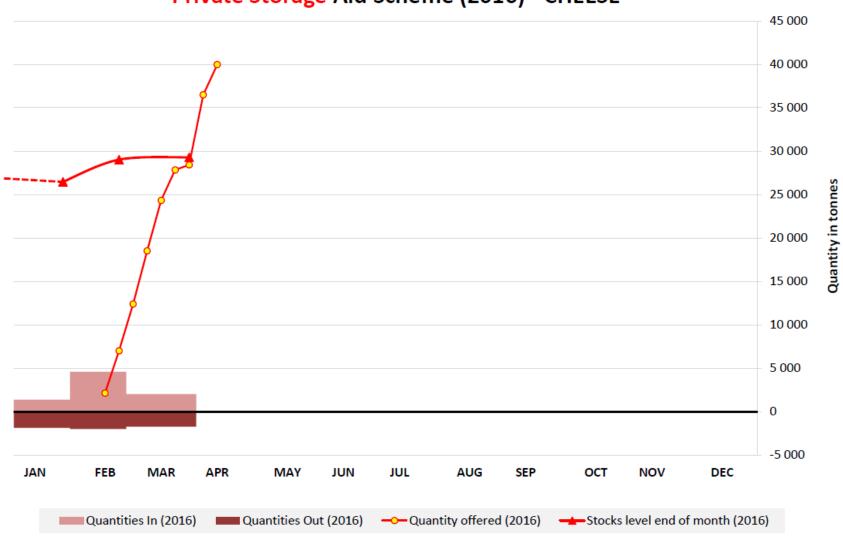


#### Private Storage Aid Scheme (2014-2016) - BUTTER





### Private Storage Aid Scheme (2016) - CHEESE





### **LATEST WORLD QUOTATIONS**

	Price in USD/Tonne on 17.04.2016			% change (15 days ago)		
	EU	Oceania	USA	EU	Oceania	USA
Butter	2 917	2 700	4 603	<del>7</del> + 1,3%	<u></u> - 1,8%	<b>1</b> +7,2%
SMP	1 875	1 725	1 569	<del>&gt;</del> + 2,3%	<b>- 0,7</b> %	<u></u> - 1,2%
WMP	2 216	2 025	2 855	<b>⇒</b> +0,2%	<u>`</u> - 1,8%	<mark>&gt; + 4,9</mark> %
Cheddar	2 876	2 600	3 142	<b>⇒</b> +0,2%	<del>&gt;</del> + 2,0%	<u>&gt;</u> - 1,7%

Source: DG AGRI, USDA

### **ANNEX 2**

EU dairy products monthly stock estimations at the end of January 2016

**EDA** 



## EU dairy products monthly stock estimations at the end of January 2016

Milk Market Observatory
Economic Board
April 26<sup>th</sup>, 2016

# Methodology

- For each dairy product and each month, the stock estimates are based on the equation:
  - Stock variation = EU production + EU import EU internal consumption EU exports
- ZMB balance sheets and forecasts have been used as references for :
  - End of year stocks levels in 2012 and 2013
  - Yearly consumption levels in 2012, 2013, 2014 and forecast for 2015
- Monthly production statistics are based on ZMB Dairy World publications.
- Exports and imports figures are based on MMO website figures.
- The initial stocks entered in the model at the beginning of 2012 are:

SMP: 152 000 tButter: 80 000 t

Cheese: 200 000 t (arbitrary basis)

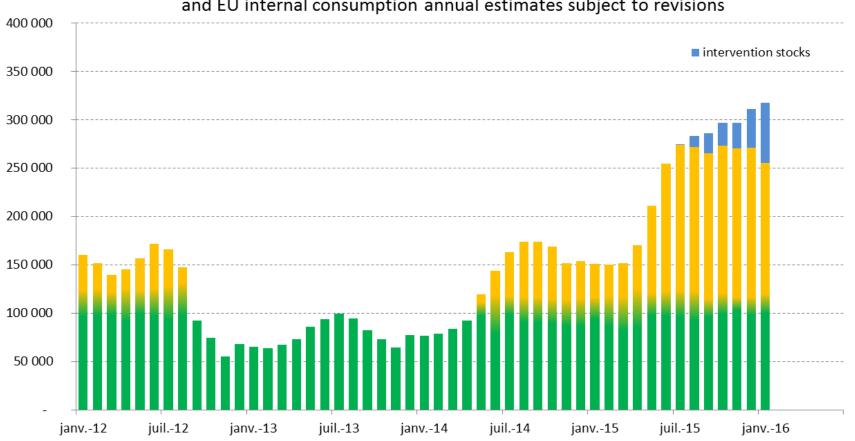
- The green parts in each graph mean that this stock level can be considered as normal for the month.
- The orange part means that this stock level can be considered as too high for the month
- These qualifications are based on the EDA analysts' personal views and past market observation.



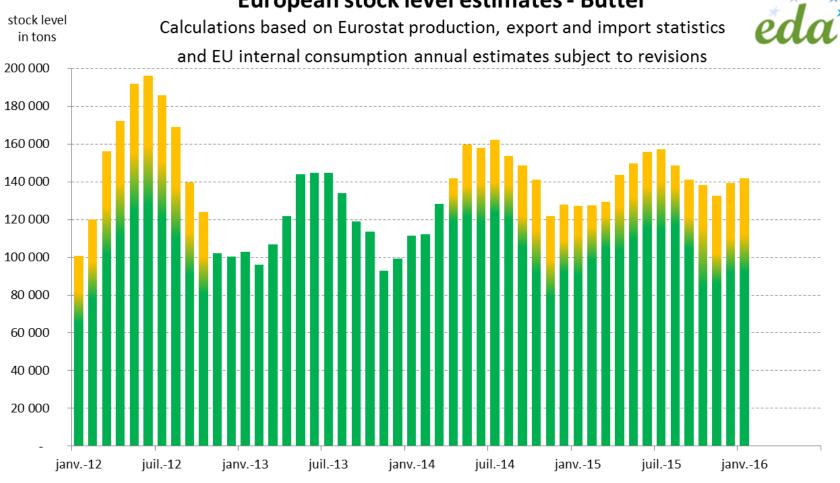
stock level in tons



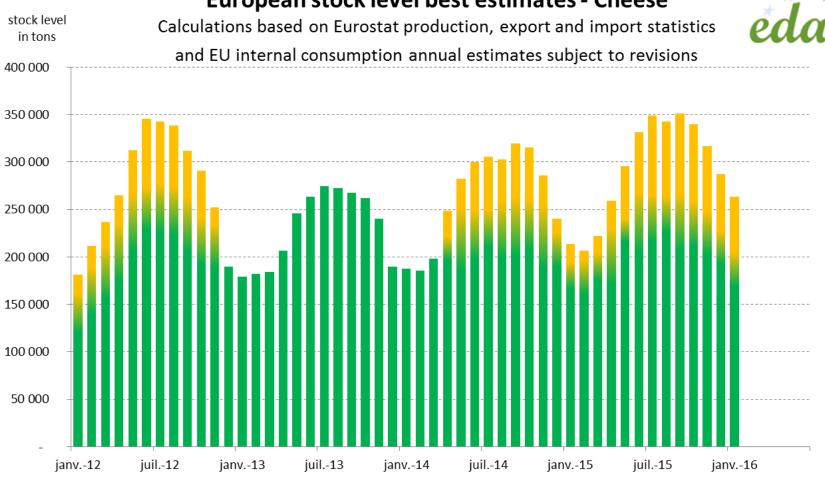
Calculations based on Eurostat production, export and import statistics and EU internal consumption annual estimates subject to revisions



#### **European stock level estimates - Butter**



#### **European stock level best estimates - Cheese**



### **ANNEX 3**

# Perspectives from the Dairy Trade

Eucolait





# Perspectives from the Dairy Trade

MMO Economic Board 26 April 2016



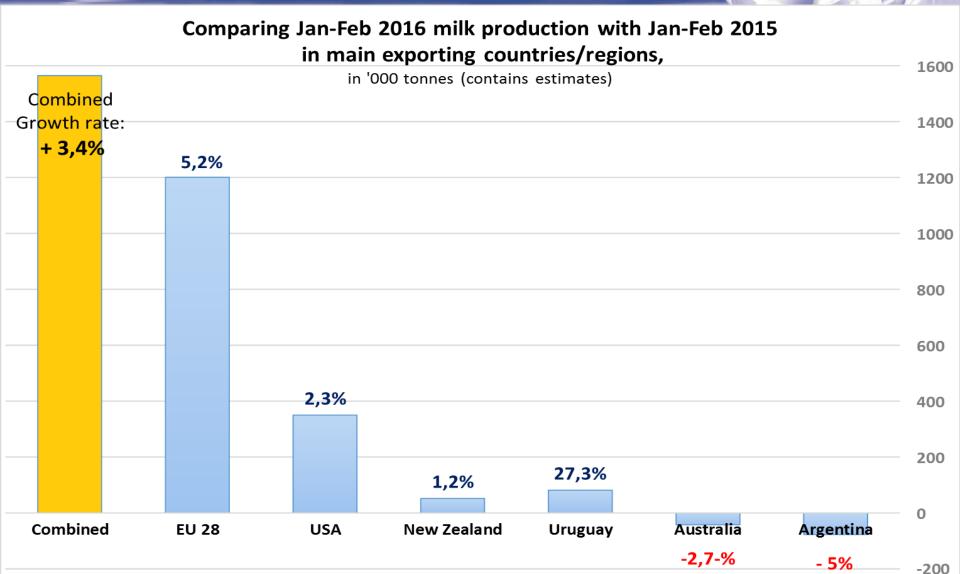
### Outline



- Global Supply
- Global Exports
- Global Demand
- Conclusions

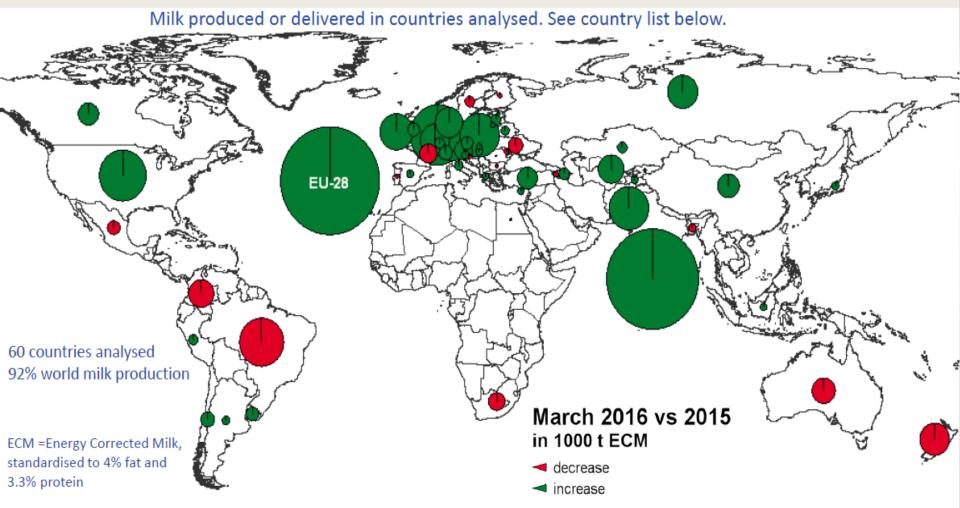


# Milk production in key export regions



# Absolute changes in milk volumes in 1000 t ECM March 2016 vs. 2015 (estimation)





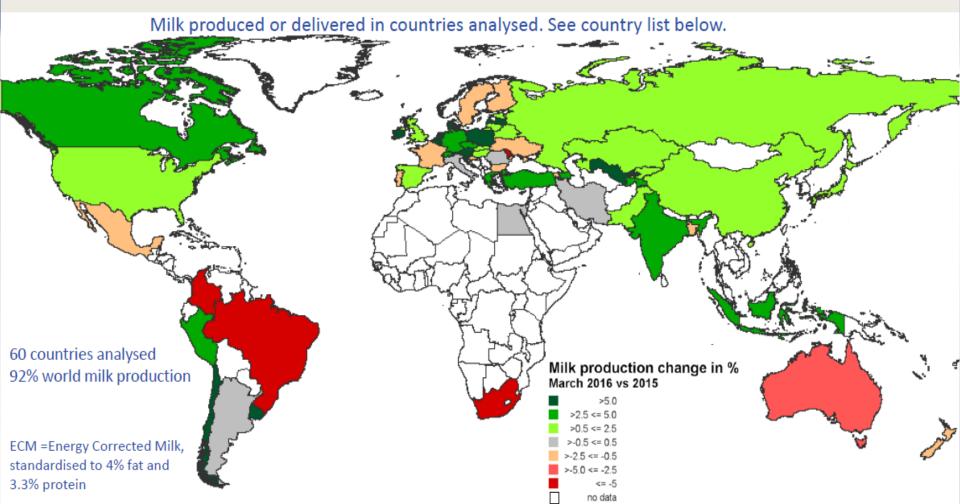
60 countries analysed: (p = milk production, d = milk delivery): EU-28:(d), CIS: Armenia (p), Azerbaijan (p), Belarus (p), Kazakhstan (p), Kyrgyzstan (p), Moldova(p), Russia (p), Tajikistan (p), Ukraine (p), Uzbekistan (p),

North America: Canada (d), USA (p), Latin America: Argentina (p), Brazil (d), Chile (d), Colombia (d), Mexico (p), Peru (p), Uruguay (d), Oceania: Australia (d), New Zealand (p), Asia: Bangladesh (p), China (p), India (p), Japan (p), Pakistan (p), Africa: Egypt (p), South Africa (p). Other: Switzerland (d), Turkey (d), Iran (p). Countries included represent 92% of world milk production. Data is preliminary or estimated.

06/04/2016 © IFCN 2016 | 1

# Percent changes in milk volumes March 2016 vs. 2015 (estimation)





**60 countries analysed:** (p = milk production, d = milk delivery): **EU-28:**(d), **CIS:** Armenia (p), Azerbaijan (p), Belarus (p), Kyrgyzstan (p), Moldova(p), Russia (p), Tajikistan (p), Ukraine (p), Uzbekistan (p),

North America: Canada (d), USA (p), Latin America: Argentina (p), Brazil (d), Chile (d), Colombia (d), Mexico (p), Peru (p), Uruguay (d), Oceania: Australia (d), New Zealand (p), Asia: Bangladesh (p), China (p), India (p), Japan (p), Pakistan (p), Africa: Egypt (p), South Africa (p). Other: Switzerland (d), Turkey (d), Iran (p). Countries included represent 92% of world milk production. Data is preliminary or estimated.

06/04/2016 © IFCN 2016 | 2



### **Production outlook**



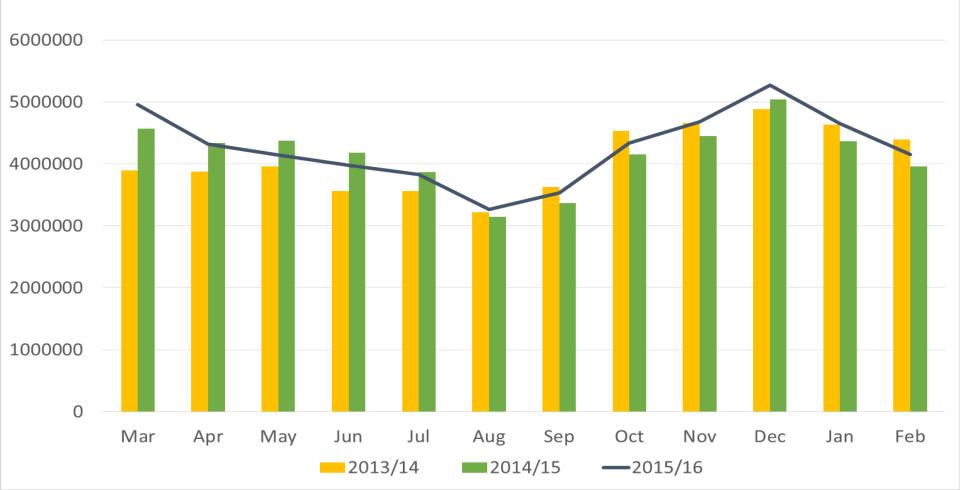
- EU milk production continues strong, a levelling off is expected for the 2<sup>nd</sup> half of the year after the spring flush
- **NZ** production in February stronger than expected with + 2% yoy (but flat when looking at milk solids), 2015/16 season production likely to end with a slight decrease
- Australia production shows a slow down over the past months, estimate for the 2015/16 season is between -1% and -2% (between 9,55 and 9,65 M liters)
- **US** production in 2016 continues increasing with March showing higher growth again at +1,8%, USDA forecast for 2016 raised to +1,53%
- EU, US & Oceania expected to produce some 3,5 bn litres of additional milk in 2016



# Dairy exports of main market players in ME



Monthly exports of SMP, WMP, cheese, butter and whey EU+USA+NZ+Aus+Arg+Uru (Milk equivalent)



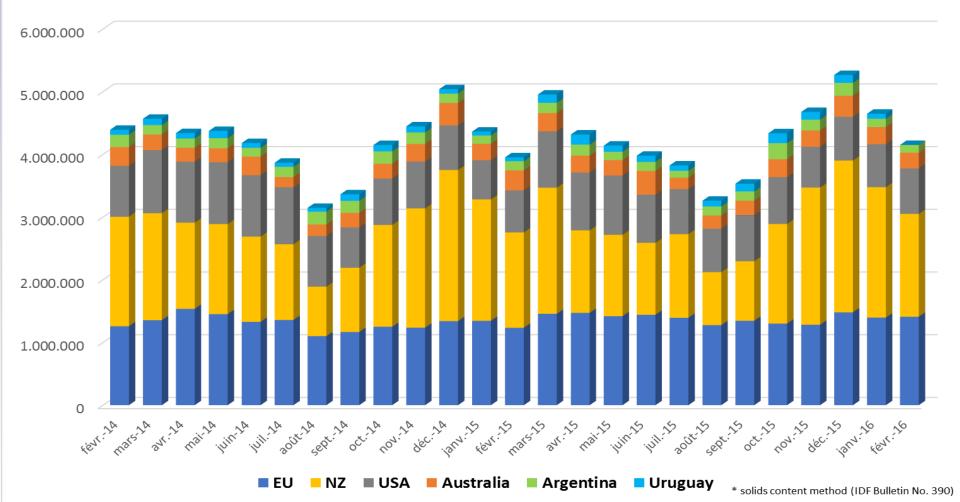


# Dairy exports of main market players in ME



#### Monthly global exports

(Butter+ Butteroil + Cheese + SMP + WMP + Whey) (in tonnes, Milk Equivalent\*)



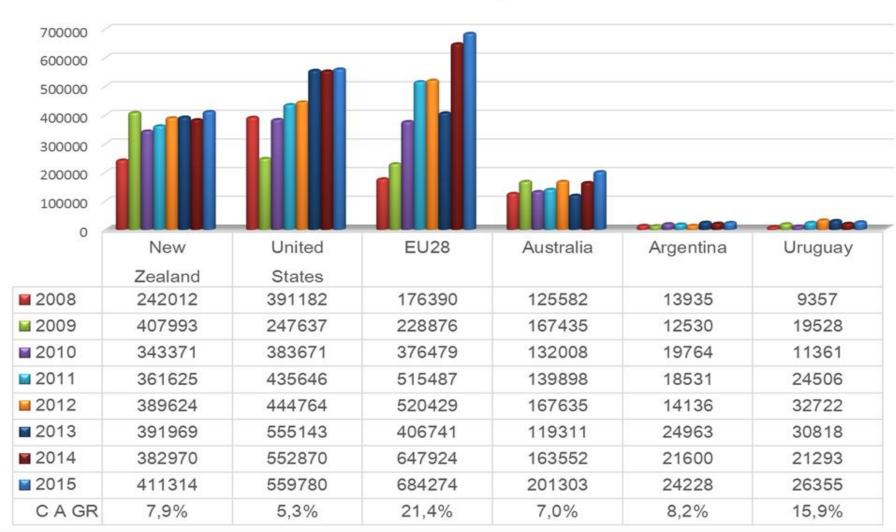


Metric Tons

### Global SMP exports overview



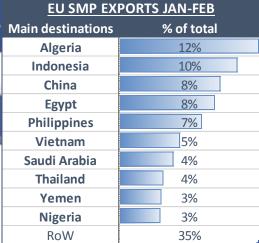
#### Global SMP Exports

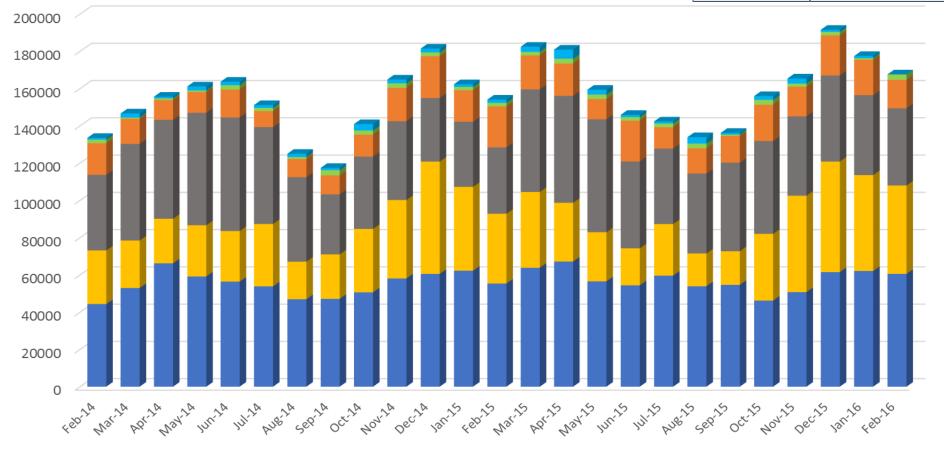




# SMP exports of main market players

Monthly SMP exports
EU+USA+NZ+Aus+Arg+Uru
(tonnes)





Australia

Argentina

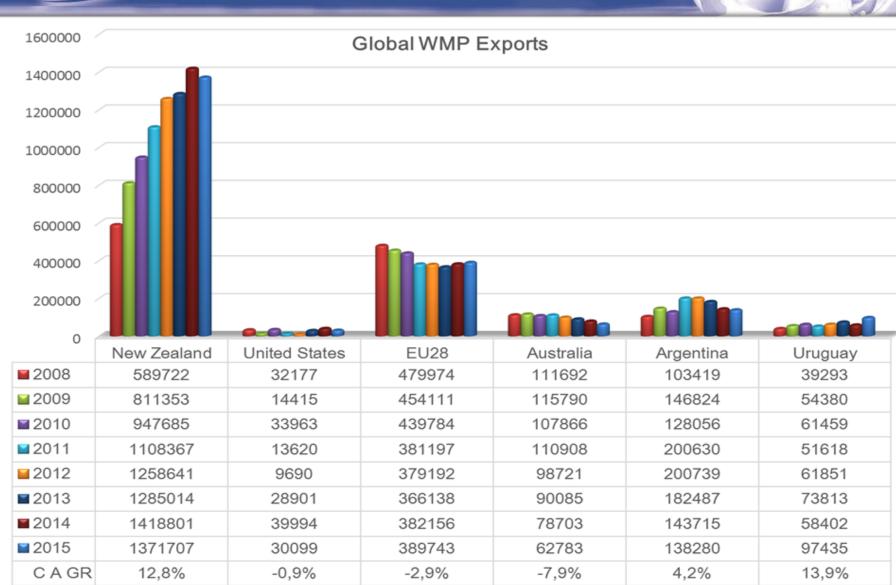
Uruguay

**■ USA** 



Metric Tons

### Global WMP exports overview

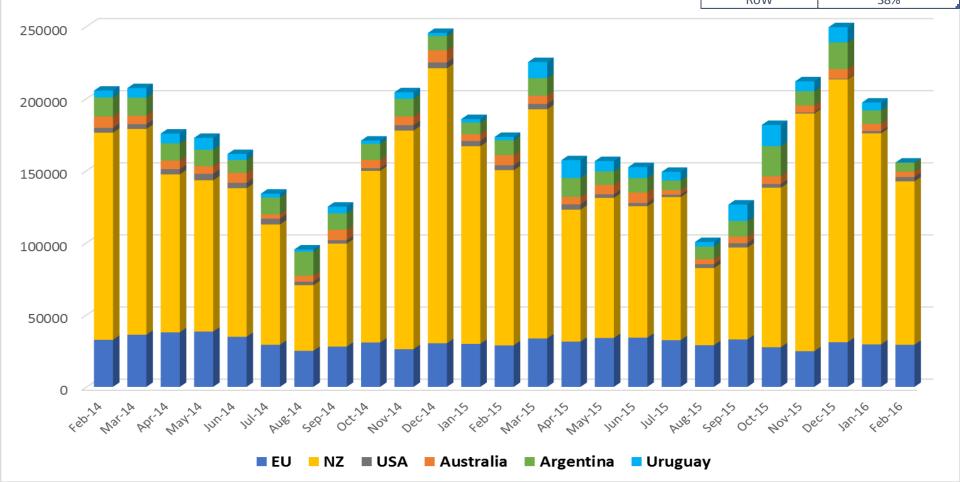




# WMP exports of main market players

**EU WMP EXPORTS JAN-FEB Main destinations** % of total **Oman** 19% 7% Algeria 7% Nigeria Cuba 6% **Kuwait** 4% 4% Lebanon Saudi Arabia 4% **Dominican Republic** 4% China 3% Cote d Ivoire 3% 38% RoW

Monthly WMP exports
EU+USA+NZ+Aus+Arg+Uru
(tonnes)



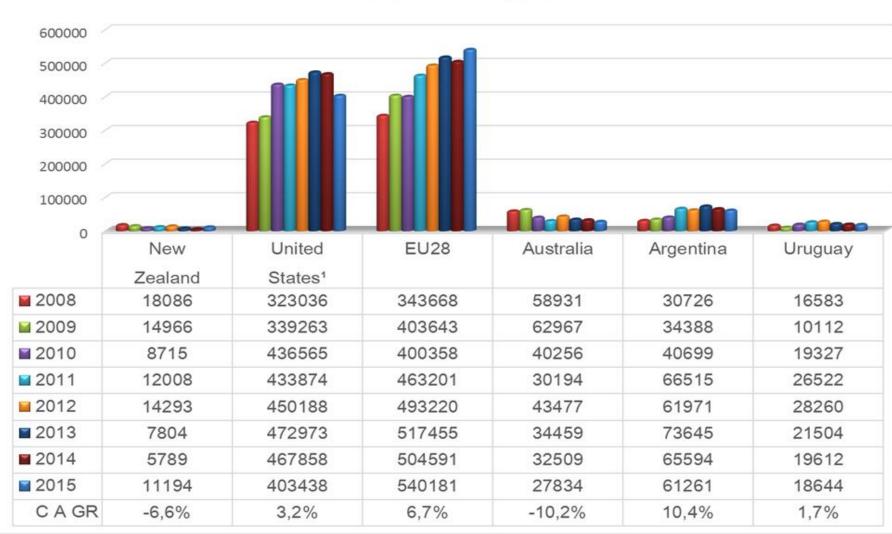


Metric Tons

### Global whey exports overview



#### Global WHEY Exports

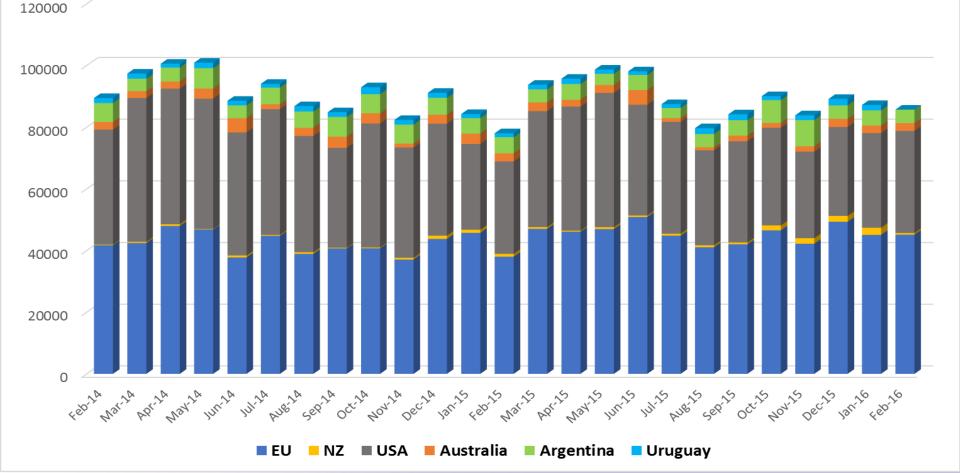




# Whey exports of main market players

**EU WHEY EXPORTS JAN-FEB Main destinations** % of total China 29% 16% Indonesia 9% Malaysia **Thailand** 7% 5% **Vietnam New Zealand** 3% **Philippines** 2% 2% **Pakistan** Australia 2% 2% **United States** RoW 23%

Monthly Whey exports
EU+USA+NZ+Aus+Arg+Uru
(tonnes)



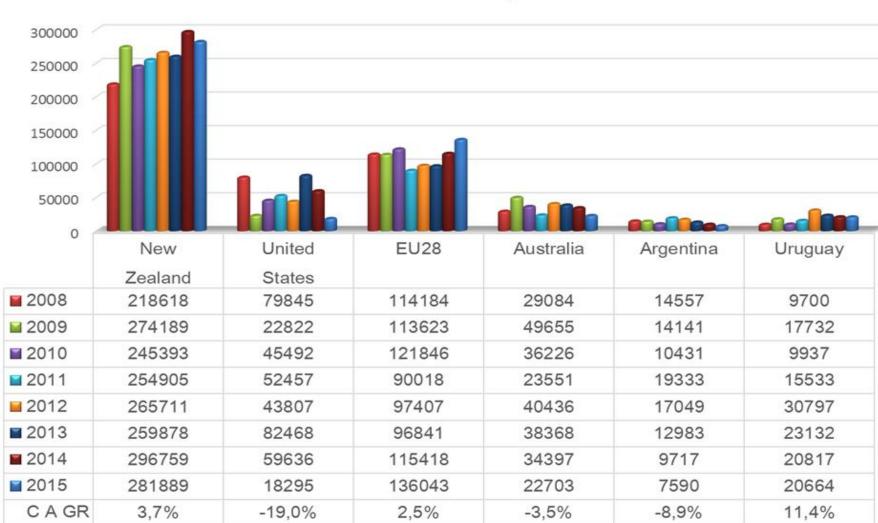


Metric Tons

### Global butter exports overview



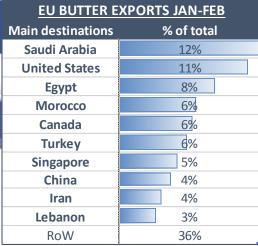
#### Global BUTTER Exports

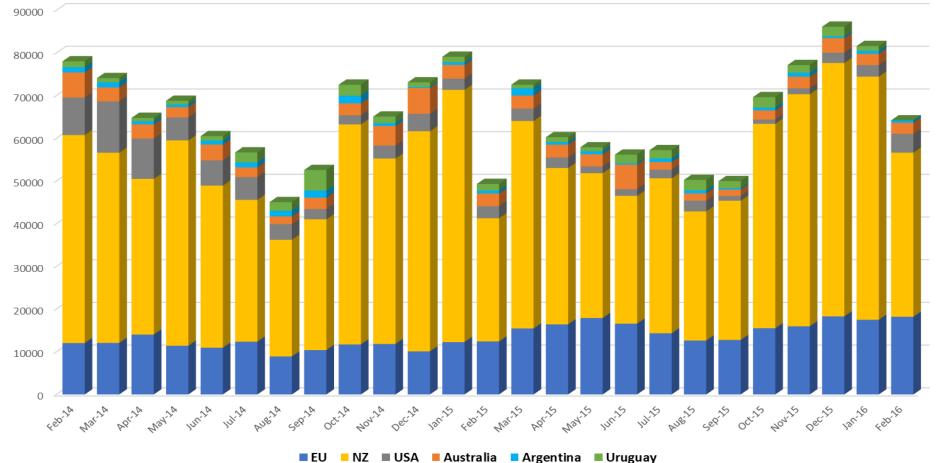




# Butterfat exports of main market players

Monthly Butter and Butteroil exports EU+USA+NZ+Aus+Arg+Uru (tonnes)



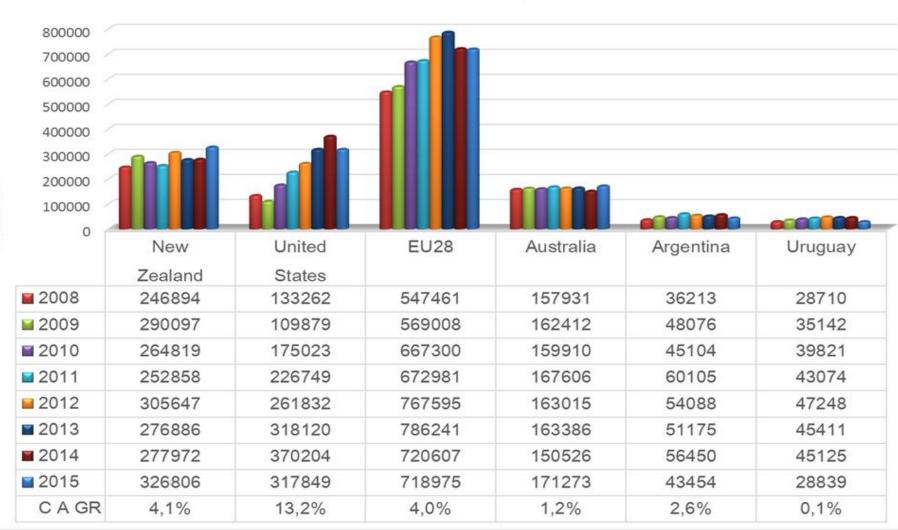




Metric Tons

#### Global cheese exports overview

#### Global CHEESE Exports

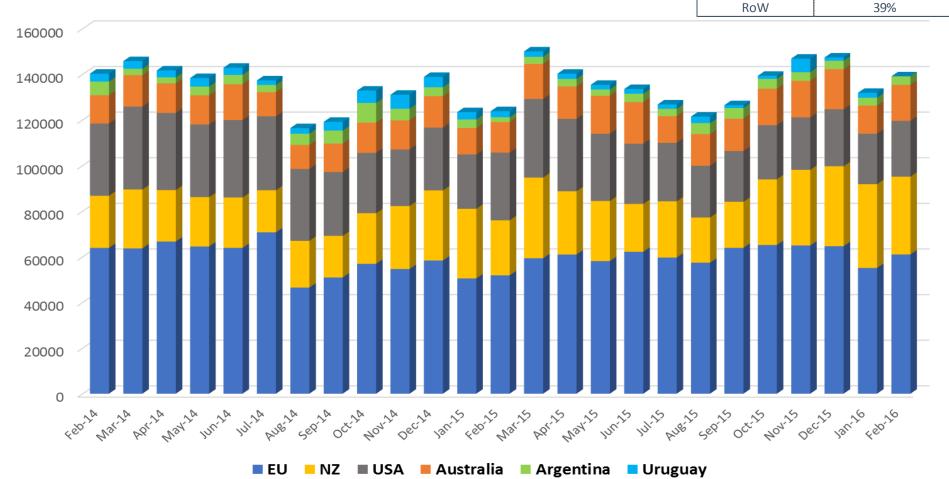




## Cheese exports of main market players

**EU CHEESE EXPORTS JAN - FEB Main destinations** % of total **United States** 18% 9% Japan 7% **Switzerland** Saudi Arabia 7% 5% **Korea South** 3% **Egypt Australia** 3% 3% Algeria Lebanon 3% 2% Canada

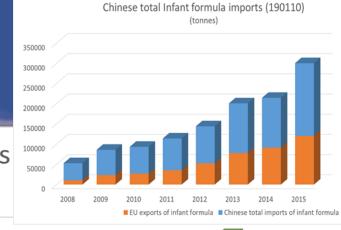
Monthly cheese exports
EU+USA+NZ+Aus+Arg+Uru
(tonnes)



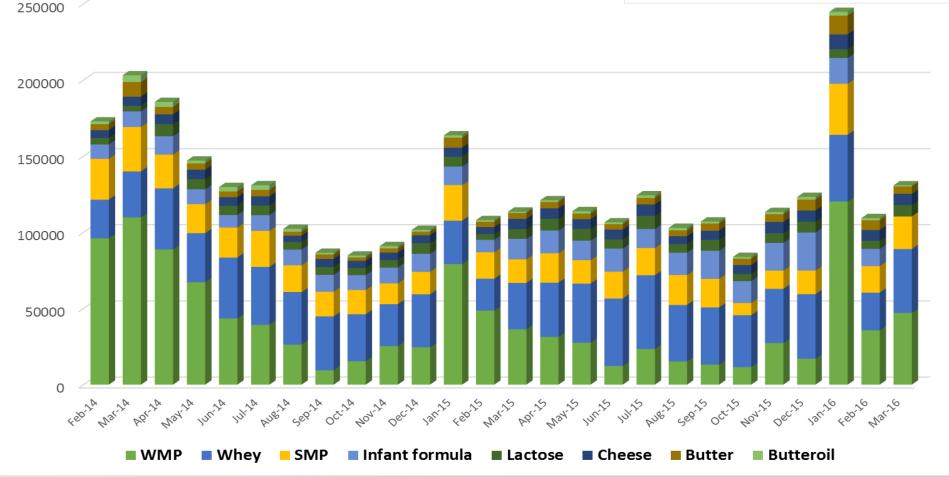


#### **China Imports**





EU Infant formula exports to China in comparison to

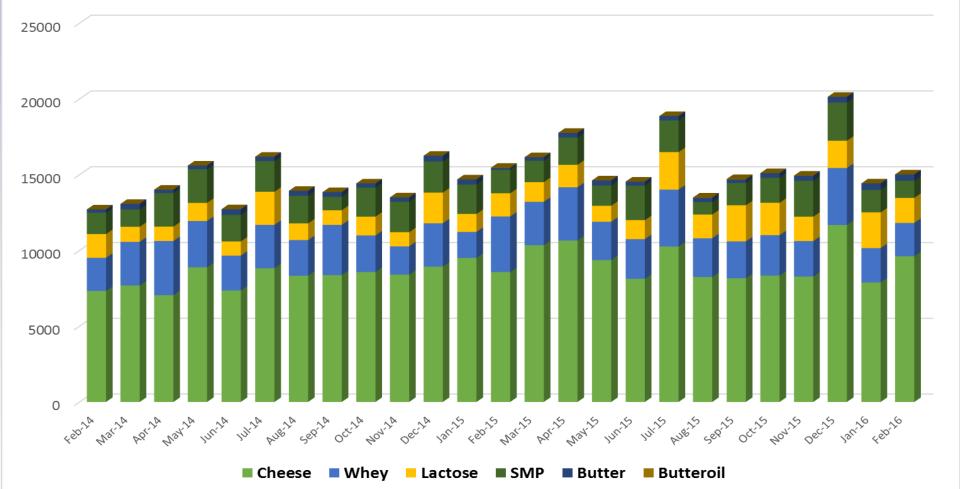




#### South Korea imports



#### South Korea monthly imports (tonnes)

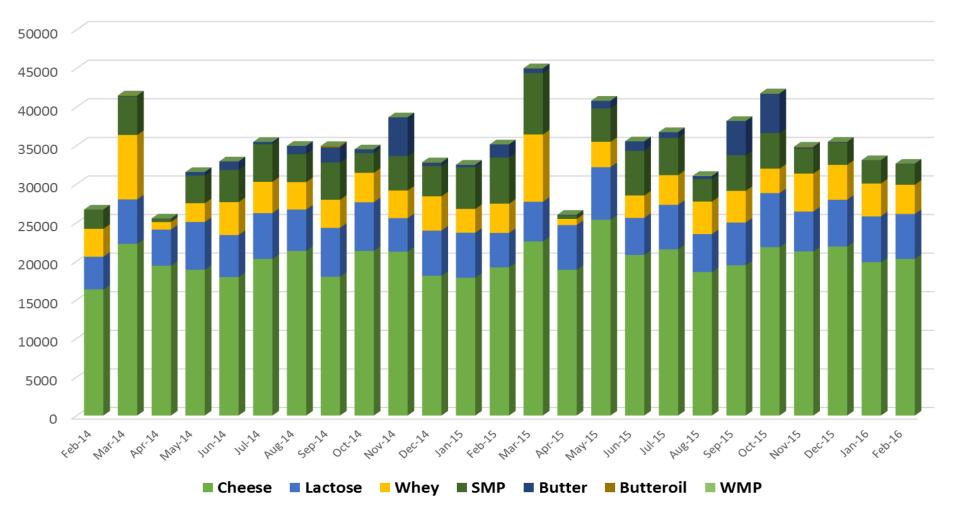




#### Japan imports



#### Japan monthly imports (tonnes)

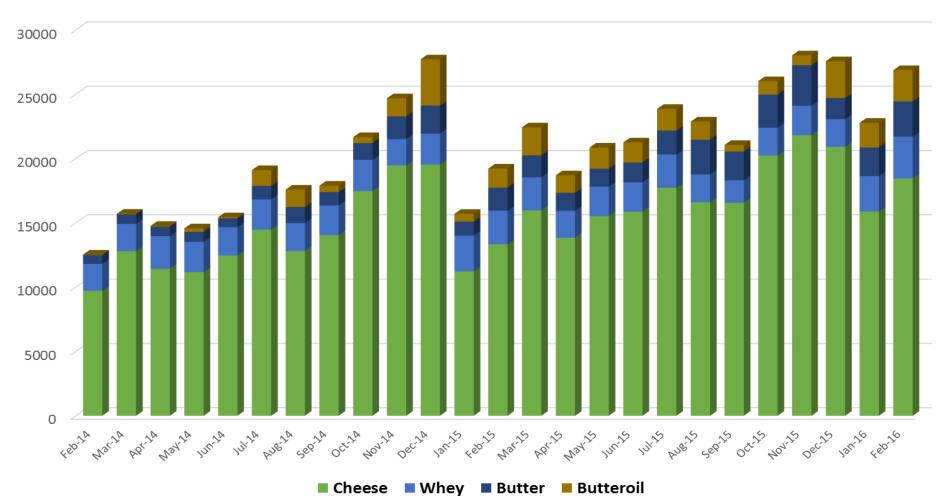




#### **USA Imports**



#### USA monthly imports (tonnes)







- Extremely strong EU milk flows in Q1 continue to erode modest constraint shown in Oceania & US
- So far EU exports have performed well (at low prices) but global demand could be affected by increasing inventories and lower buying power of oil producing countries
- ➤ Weaker currencies of some dairy exporters (NZ) and in key import markets (Africa) and continuing Russian embargo mean challenging export conditions
- Chinese import volumes in Q1 are encouraging
- Over the medium term perspectives for global demand growth remain positive
- No immediate price recovery in sight, the key factor in the coming months will be the strength of the EU spring flush





### Thank You

Sources used in presentation: Global Trade Atlas, Eurostat, USDA, Dairy
Australia, DCANZ, CLAL, Inale, IFCN

**Eucolait** 

www.eucolait.eu

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#### **ANNEX 4**

# Trends in sales of Milk & Dairy products— a retail perspective

**EUROCOMMERCE** 







# TRENDS IN SALES OF MILK & DAIRY PRODUCTS— A RETAIL PERSPECTIVE

Milk Market Observatory 26 April 2016



#### **France**

Period: P3 2015 vs. P3 2016 (24 March 2016)

Product category	volumes (% change) 4 weeks period (P3 '15/P3 '16)	volumes (% change) Year on year (P3 '14-P3 '15 / P3 '15 –P3 '16)	Price (% change) 4 week period (P3 '15/P3 '16)	Price (% change) Year on year (P3 '14-P3 '15 / P3 '15 –P3 '16)
Total liquid milk	-8,0%	-3,6%	+5,9%	+2,5%
Of wich UHT skimmed milk	-12,2%	-4,6%	+7,2%	+2,8%
Yoghurt & fresh cheese	-4,2%	-1,7%	+0,8%	+0,4%
Butter	-2,7% -0,9%		+3,5%	+2,4%
Cream	-2,4%	-0,7%	+2,5%	-0,3%
Cheese	+0,7%	+0,8%	+0,9%	-0,4%

Source: Kantar World Panel via FranceAgriMer (Min. de l'Agriculture)



#### Italy

Product category	Volumes Q1 '16 vs Q1 '15 (% change )	volumes (% change year on year )	Value Q1 '16 vs Q1 '15 (% change )	Value (% change year on year )	
Fresh milk	-6,3%	-6,6%	-6,2%	-6,0%	
UHT milk	-3,8%	-5,1%	-7,3%	-7,3%	
Yoghurt	+1,7%	+2,5%	+0,6%	+2,4%	
Fresh cheese	+0,7%	+1,0%	-2,0%	-0,8%	
Butter	-7,5%	-6,7%	-8,2%	-9,6%	
UHT Cream	-2,2%	-4,3%	-3,1%	-4,3%	
Fresh desert	+3,5%	+2,6%	+2,0%	+3,1%	
Cheese	+1,1%	+1,4%	-1,3%	-0,4%	

Source: Nielsen (Market Track - Totale Italia)



#### **Portugal**

#### Period: year-to-date (21 February 2016)

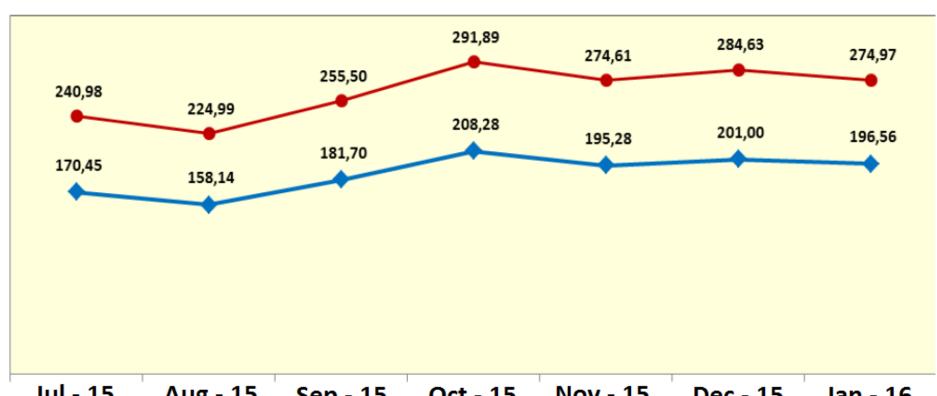
Product category	volumes (% change )	volumes (% change year on year )	value (% change )	Value (% change year on year )	
Fresh milk	-10,0 %	-11,2 %	-9,2 %	-8,7%	
UHT milk	-9,0 %	-7,6 %	-24,7 %	-19,5%	
Yoghurt	3,4 %	-2,9 %	-0,1 %	-5,3 %	
Fresh cheese	6,6 %	-0,6 %	2,8 %	-1,9 %	
Butter	-1,2 %	-0,3 %	-8,1 %	-5,0 %	
UHT Cream	-1,7 %	-3,5 %	-2,9 %	-3,6 %	
Fresh desert	17,4 %	13,7 %	6,3 %	13,0 %	
Cheese	7,5 %	4,1 %	0,9 %	-0,5 %	

Source: Nielsen, W8 2016



#### **Spain**

#### Packaged Liquid Milk



Nov - 15 Jul - 15 Aug - 15 **Sep - 15** Oct - 15 Dec - 15 Jan - 16

Volume (mil litres)

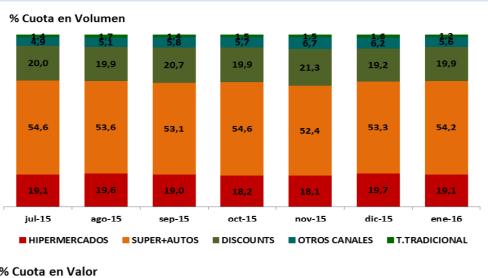
→ Value (mil Euro)

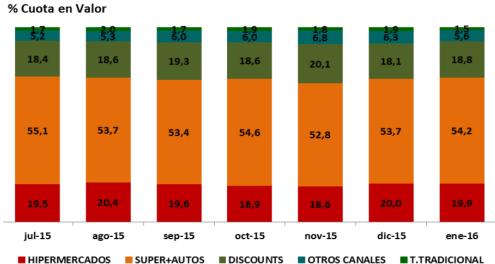
Source: Ministero de Agricultura, Alimentacion, y Medio Ambiente



#### **Spain**

#### % quota (volume/value) based on the retail format







#### **Sweden**

#### Period: year-to-date (20 March 2016)

Product category	volumes (% change in the last 4 weeks)	n the (% change (% change in the		Value (% change year on year)	
Milk	-1%	-1%	-0,8%	0,8%	
Hard cheese	0,1%	3,2%	1,7 %	-2,2 %	
Cream	-2,5%	2,0 %	-2,8 %	2,1 %	
Yoghurt	0,5%	-0,6 %	0,7 %	-1,3 %	
Cottage cheese/curd	5,5 %	21,8%	4,5 %	13,5 %	
Cold desserts	17,6 %	2,2%	12,9%	7,5%	
Butter	5,0 %	5,7 %	5,0%	6,4 %	

Source: Nielsen ScanTrack



#### **United Kingdom**

#### **UK Dairy Product Retail Price Indices**

In March 2016, the RPI increased by 0.42% compared with February and is 1.56% higher than the same month last year. The fresh milk price index decreased 0.45% on the previous month and decreased on the year by 4.88%. The butter index decreased on the month by 3.15% and on the year by 4.76%. Cheese saw an increase on the month of 0.42% and a decrease of 3.35% on the year.

PRODUCT PRICE INDICES					
		compared with			
	Mar-16	1 month before 12 months before			
RPI price index	261.1	0.42%	1.56%		
Fresh Milk	220.3	-0.45%	-4.88%		
Butter	297.8	-3.15%	-4.76%		
Cheese	239.7	-0.42%	-3.35%		

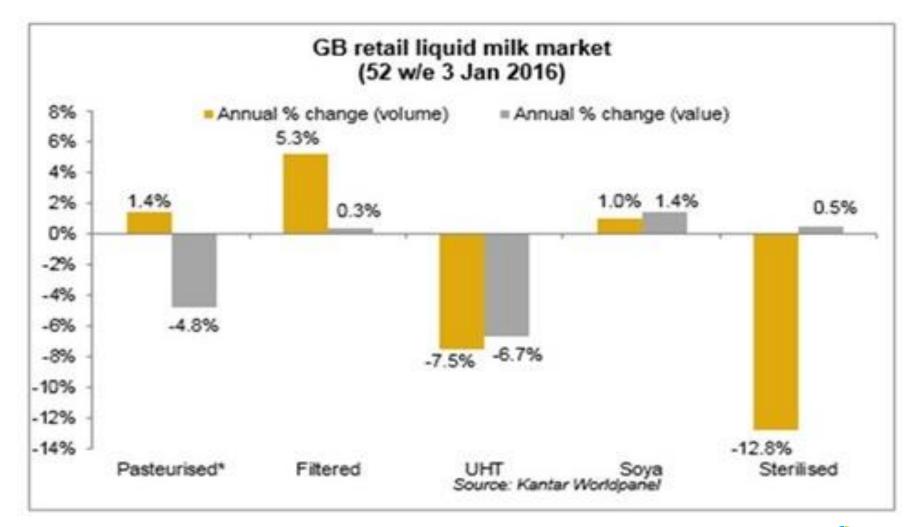
Source: Office for National Statistics (ONS)

Please note: the reference base is January 1987.

Source: <a href="http://dairy.ahdb.org.uk/market-information/dairy-sales-consumption/gb-retail-prices/">http://dairy.ahdb.org.uk/market-information/dairy-sales-consumption/gb-retail-prices/</a>



#### **United Kingdom**





#### **United Kingdom: contract league table**

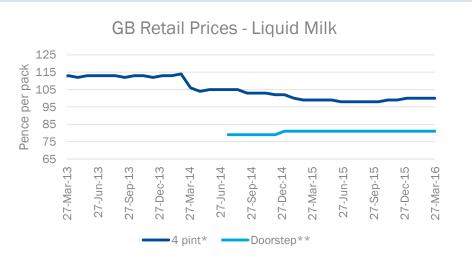
#### MILK PRICES - AHDB Dairy League table for February 2016

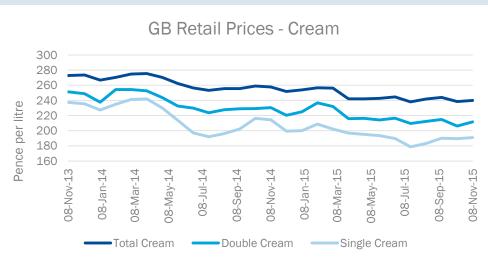
League Table		February
	Monthly Price	Annual Price
Aligned Liquid Milk		
Müller Direct Milk M&S - Profile 5	32.35	31.93
Müller Wiseman Booths	32.09	31.92
Müller Direct Milk M&S - Seasonal 5	32.35	31.85
Müller Wiseman Tesco 2	31.02	30.95
Müller Wiseman M&S	31.07	30.90
Müller Direct Milk Waitrose - Profile	31.12	30.70
Müller Direct Milk Waitrose - Seasonal	31.12	30.62
Müller Direct Milk Sainsbury - Profile 5	30.77	30.35
Müller Wiseman Sainsbury	30.46	30.29
Müller Direct Milk Sainsbury - Seasonal 5	30.77	30.27
Arla Sainsburys 4	30.20	30.00
Müller Wiseman Co-op	27.80	27.37
Standard Liquid Milk		
Müller Direct Milk Liquid - Core Formula - Profile	25.67	25.25
Müller Direct Milk Liquid - Core Formula - Seasonal	25.71	25.22
Crediton Dairy	24.68	24.14
Müller Wiseman Milk Part.	23.69	23.07
Müller Direct Milk Liquid - Profile	23.38	22.52
Müller Direct Milk Liquid - Seasonal	23.38	22.44
Müller Wiseman Formula	22.14	21.97
UK Arla Farmers Liquid 3	21.55	21.25

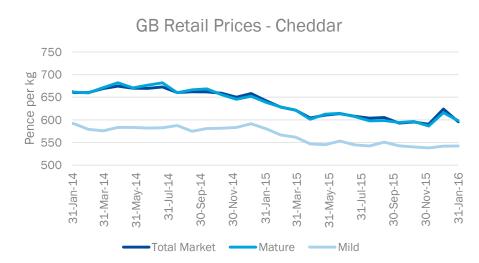
http://dairy.ahdb.org.uk/resources-library/market-information/milk-prices-contracts/league-table-new-profile/



#### **United Kingdom**









#### **United Kingdom**

unit price (p)		27-Mar-16	28-Feb-16	Month Diff.	29-Mar-15	Annual Diff.
	Retail (4 pints)*	100	100	n/c	99	+1
Liquid milk†	Doorstep (1 pint)**	81	81	n/c	81	n/c
ppl		08-Nov-15	11-0ct-15	Month Diff.	09-Nov-14	Annual Diff.
	Total Cream	240	239	+1	258	-18
Cream++	Double Cream	212	206	+5	231	-19
	Single Cream	191	190	+2	214	-23
p/kg		31-Jan-16	03-Jan-16	Month Diff	01-Feb-15	Annual Diff.
	Total market	596	624	-29	642	-47
Cheddar++	Mature	598	616	-18	639	-41
	Mild	542	542	+0	580	-38

<sup>†</sup> updated monthly; †† updated quarterly; \*pasteurised (private label)

Source: Kantar Worldpanel Online



<sup>\*\*</sup>milkandmore\_monthly spot price - semi-skimmed glass bottle

#### **ANNEX 5**

## Voluntary milk production planning

**European Commission** 





## Voluntary milk production planning

DG AGRI

Brussels, 26 April 2016



