

MMO Economic Board

Meeting of 5 December 2022

- o The 44th meeting of the MMO Economic Board took place on 5/12/2022 by video-conference, with the participation of experts from the milk supply chain: COPA-COGECA (producers and cooperatives), EMB (European Milk Board), ECVC (Via Campesina), EDA (dairy industry), Eucolait (dairy trade) and Eurocommerce (retail). Presentations and information exchanged during the meeting highlighted the following:
 - o EU cow's milk collection in January-September 2022 was below last year's levels (-0.4%). 9 MS reported increased milk deliveries, including AT (+3.2%), PL (+2.1%), BE (+2%) and CZ (+1.9%). Milk collection continues to decline in the main producing countries: DE (-0.9%), FR (-1.2%), ES (-2.8%), IE (-0.3%), IT (-0.2%).
 - o EU cream production increased by 1%. Production declined for the other dairy products: WMP (-5.3%), condensed milk (-3.1%), SMP (-1.1%), butter (-0.7%), cheese (-0.8%), fermented milk (-0.3%) and drinking milk (-0.7%).
 - o EU average farm gate milk prices have been increasing since January 2021 and remain well above recent years' levels (54.5 c/kg in September, +53% above the 5 years avg.). MS' estimates for October 2022 point to a further increase to 55.2 c/kg. Raw milk prices in all MS were higher than a year ago. The highest increases were reported in RO (+64.1%), the NL (+61.2%) and BE (+59%) and the lowest in CY (+12.5%), MT (+5.5%) and FR (+19.6%).
 - o In September 2022, 4% of total raw milk collected was organic (based on notifications from 24 MS). The price premium for organic raw milk has significantly dropped especially in the last months (price difference of 4.4c/kg in September). In two MS (LV, EE), raw organic milk prices were lower than for conventional milk. Approx. 75% of total organic raw milk is produced in 4 MS (DE, FR, DK, AT).
 - o The rise of feed costs for dairy production in the EU (based on a mix of cereals, rapeseed meal and soybean meal) has softened in the last 5 months but is still at high levels (some 80% higher than in 2020).
 - o EU average dairy prices are still at high levels although some products are experiencing a change in trend. EU SMP prices decreased by 8.3% in the last 4 weeks and are now 0.3% lower than a year ago. Butter prices decreased by 7.3% in the last 4 months and are now at 636 EUR/100 kg, the lowest level since mid-March 2022. WMP prices decreased by 5.4% last month but are still 13.2% higher than in November 2021. EU whey powder prices decreased by 15.5% since the beginning of 2022 and are now 11.8% lower than a year ago. Cheese prices are generally stable at high levels. The EU is less price competitive for butter and SMP compared to Oceania and the US respectively.
 - o The assessment of EU stock levels based on a residual approach (EU production + EU imports - EU internal consumption - EU exports) shows that the seasonal decline of SMP stocks was slower compared to previous autumns. Stocks are at approx. 135 000 t due to lower internal demand and exports. Butter stocks were very low in Q1 2022, improved by summer, and decreased to some 145 000 t in the last three months. Up to September, cheese stocks were still low (around 250 000 t) but availability increased in October and November. Domestic demand for cheese is still healthy but a certain shift to cheaper cheese is observed.
- o Milk collection in the main exporting countries/regions (AU, EU, USA, UK, NZ, AR, UY) globally decreased by -0.7% in the first 9 months of 2022 but increased by +0.3% in September. Despite this change of trend, no strong production increase is expected in the short or medium term. Only the US are expected to remain in growth mode.
- o Global demand for dairy is still robust. Trade increased in Q3 2022 but total trade is likely to decline in 2022 for the first time in two decades, mostly due to lower import demand from China. Other main importers (notably Mexico, S-E Asia and MENA), have imported more milk products. EU exports have remained sluggish, impacted by less competitive prices. The US have been taking advantage of their modest production expansion and are gaining ground on the world market. The UK, China, Indonesia, the US and Algeria were the top-5 EU export destinations in January-September 2022 (39% share). EU dairy exports to the UK increased by 6% but still did not come back to pre-Brexit levels.
- o On the retail side, there are slight signs of recovery of consumer confidence, but food inflation is still impacting particularly hard on demand for dairy products. Sales have fallen for almost all product categories (notably butter and cream), while values have improved solely because of the price increase. Consumers are generally buying less milk products, also less organic products, moving to cheaper options and brands.
- o The Commission presented a market situation and outlook for grains and feed crops. The situation has improved in the last 6 months in terms of availability and affordability. Maize stands as the scarcest product currently.
 - o The sentiment has weakened but the outlook seems reasonably stable as production growth is likely to be moderate and the recent price correction is expected to boost demand. Milk production is picking up in Q3 and Q4 2022 which might translate in some weakening of producer prices. Availability of natural gas for milk processing, energy prices, high input costs (feed, fertilizers), environmental constraints and consumer reaction to high food inflation are major concerns, as well as a lack of motivation by producers and processors to invest, despite prevailing high prices.

ANNEX 1

Milk Market Situation

European Commission



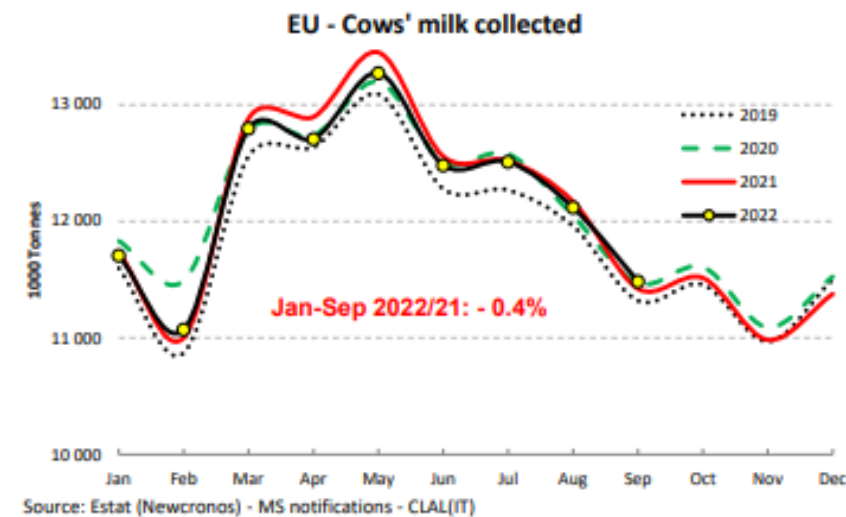
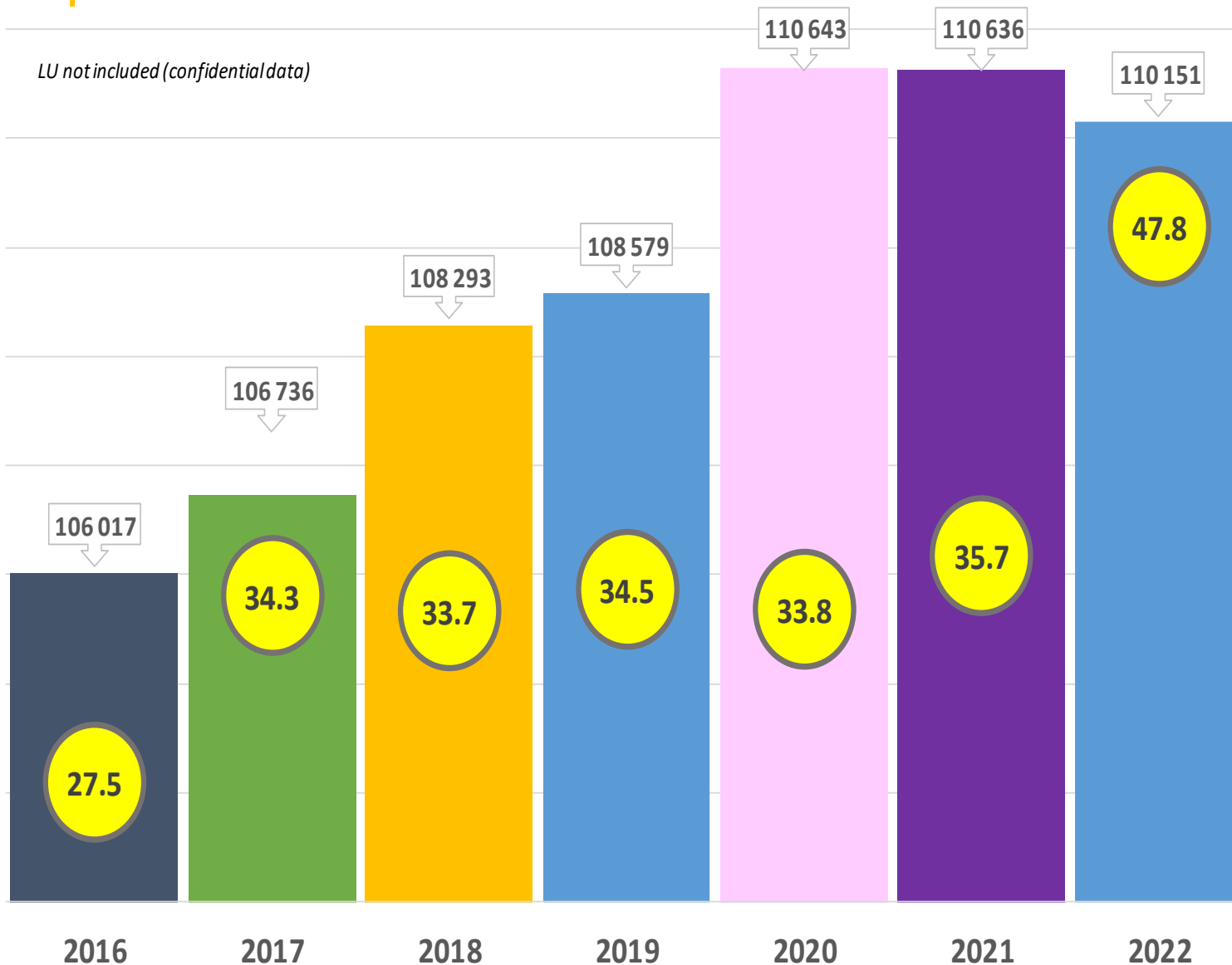
Milk Market Situation

MMO meeting

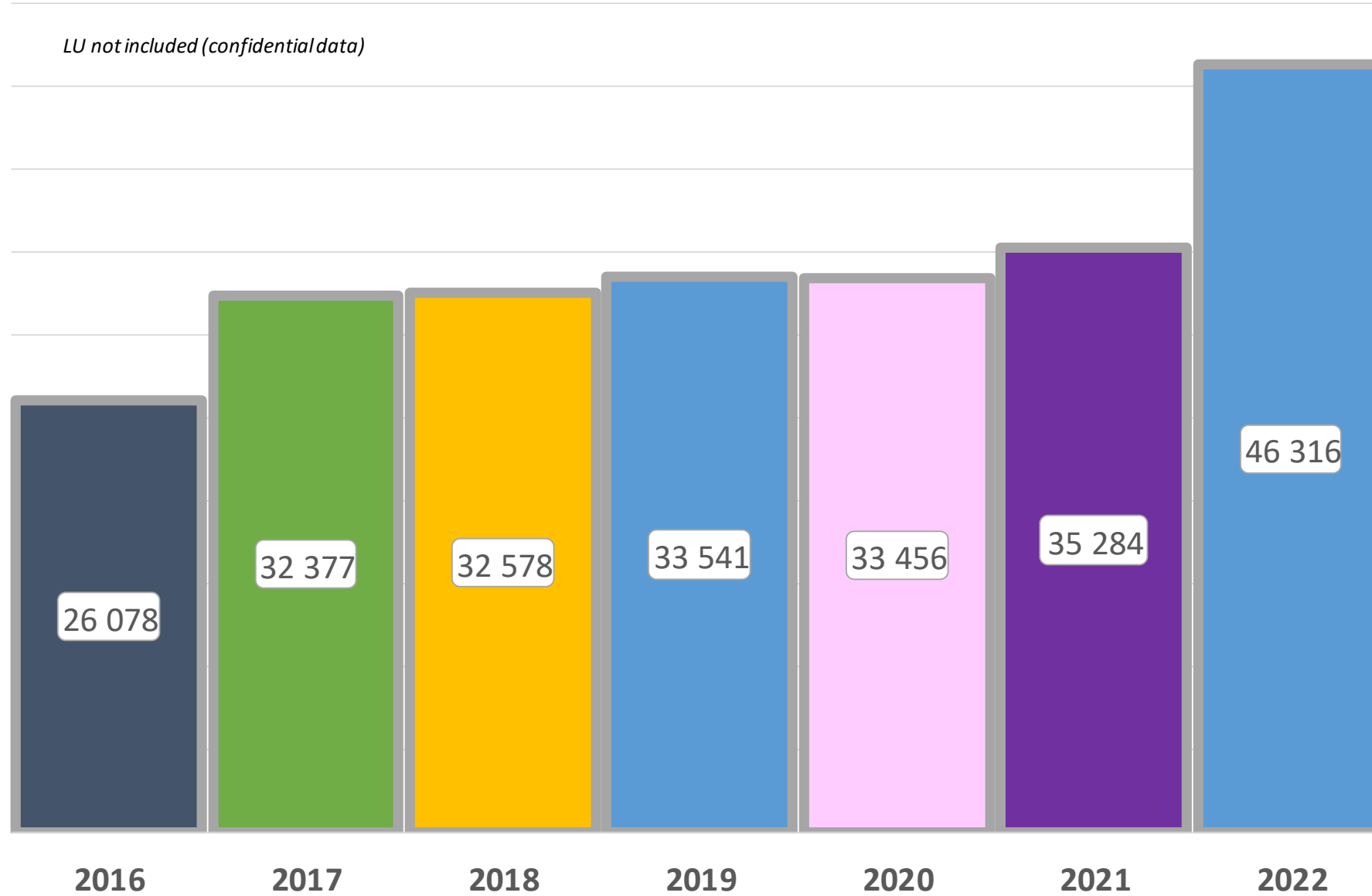
Brussels, 5 December 2022

EU-27 milk deliveries and price Jan-Sep 2016-22 (x1000 t, c/kg)

LU not included (confidential data)

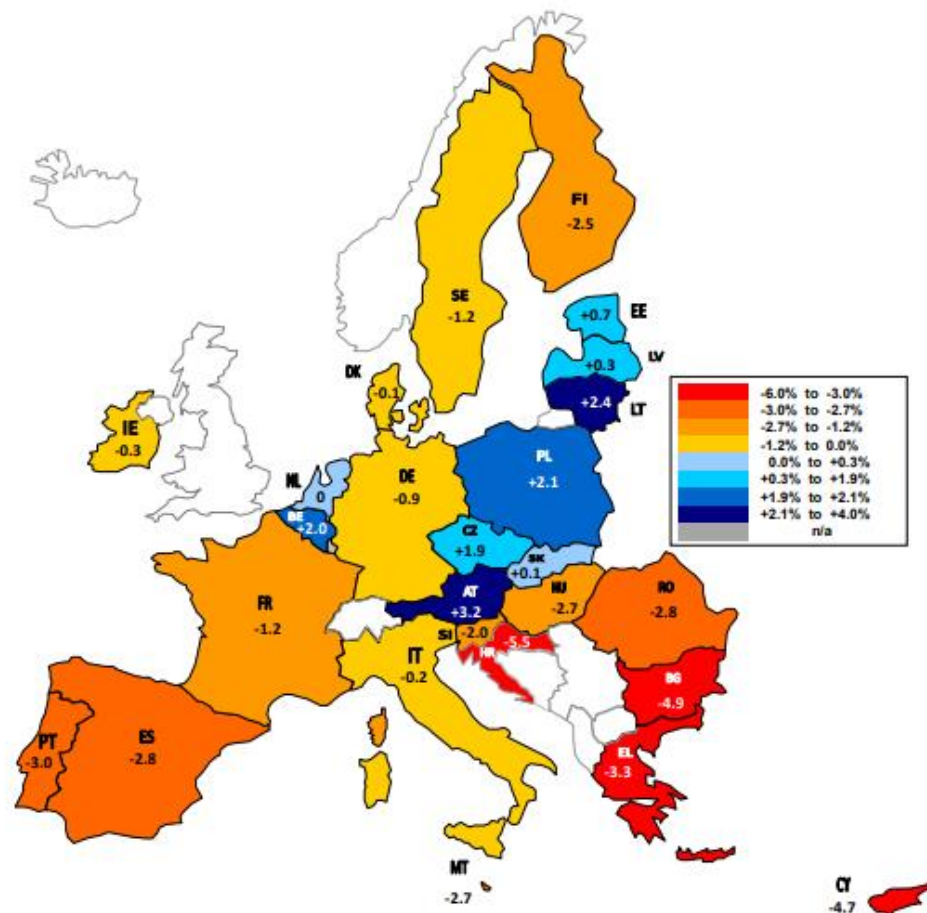


EU-27 value milk production
Jan-Sep 2016-22 (x million €)



EU Milk Deliveries compared to last period (in %)

(Jan - Sep 2022 / Jan - Sep 2021)



Source : MS' Communications to Eurostat, FEGA, AGEA, Reg.479/2010.1(a)1

The designations employed and the presentation of material on the map do not imply the expression of any opinion whatsoever on the part of the European Union concerning the legal status of any country, territory or area or of its authorities, or concerning the delimitation of its frontiers or boundaries.

Sep 22 compared to Sep 21

Rank	evolution in %		evolution in 1000 Tons	
	MS	%	MS	Tons
1.	RO	+ 6.0%	NL	+ 42
2.	BE	+ 5.9%	DE	+ 31
3.	NL	+ 3.9%	PL	+ 26
4.	BG	+ 3.9%	BE	+ 20
5.	PL	+ 2.6%	IE	+ 9
6.	AT	+ 2.4%	FR	+ 8
7.	SK	+ 2.3%	AT	+ 6
8.	CZ	+ 1.5%	RO	+ 5
9.	DE	+ 1.2%	CZ	+ 4
10.	IE	+ 1.1%	BG	+ 2
11.	SE	+ 0.7%	SK	+ 1
12.	FR	+ 0.4%	SE	+ 1
13.	MT	+ 0.0%	MT	+ 0
14.	EE	+ 0.0%	EE	+ 0
15.	DK	- 0.6%	CY	- 1
16.	IT	- 1.5%	LV	- 1
17.	LT	- 1.8%	HR	- 2
18.	LV	- 1.9%	LT	- 2
19.	FI	- 2.4%	SI	- 2
20.	CY	- 3.2%	DK	- 3
21.	HU	- 4.4%	FI	- 4
22.	SI	- 5.2%	EL	- 4
23.	PT	- 6.3%	HU	- 6
24.	HR	- 6.6%	PT	- 9
25.	ES	- 7.0%	IT	- 15
26.	EL	- 8.1%	ES	- 42
EU		+ 0.5%	EU	+ 62

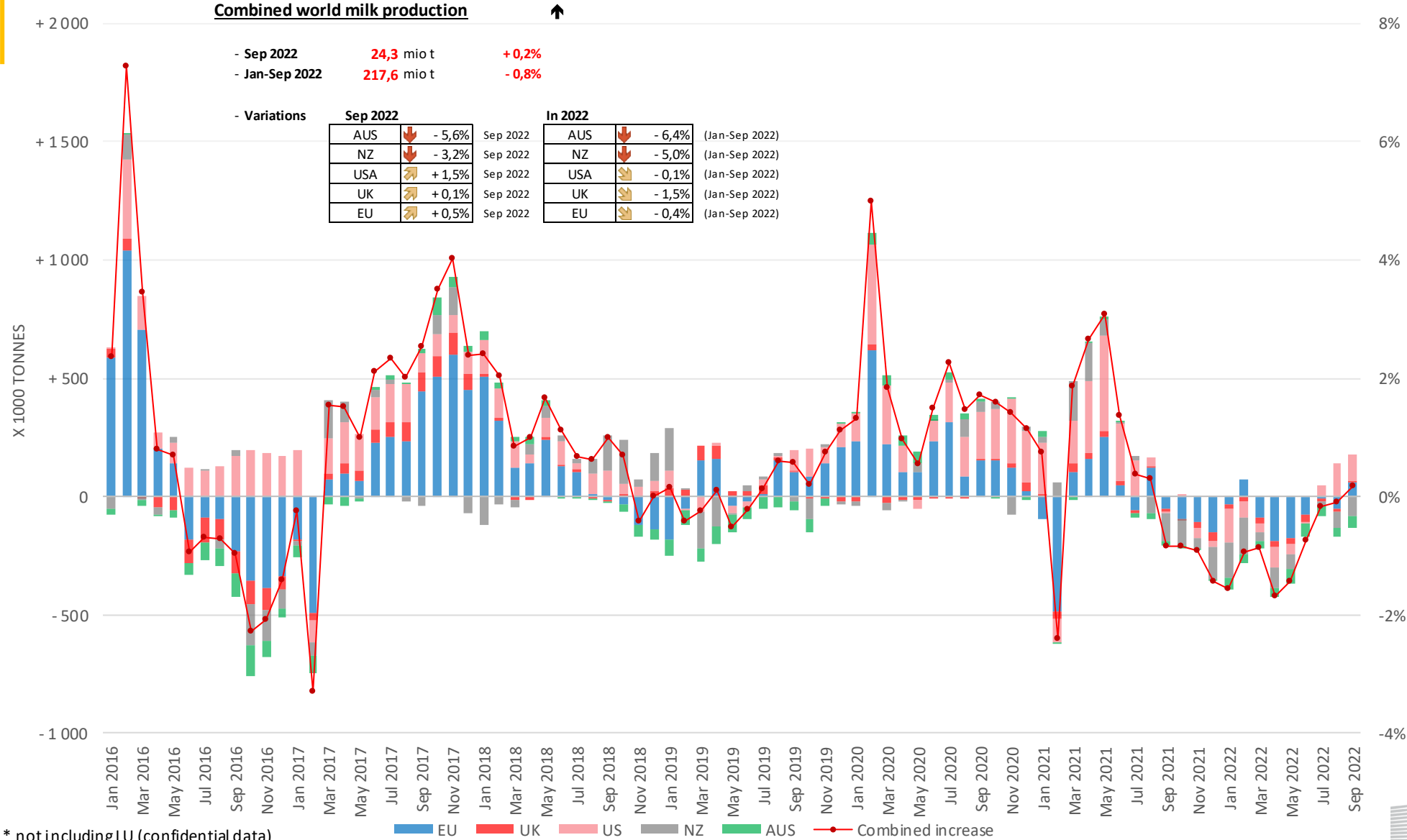
%: estimates

rem: LU not included (confidential data)



European Commission

EU*+UK+US+NZ+AUS COMBINED MILK PRODUCTION GROWTH

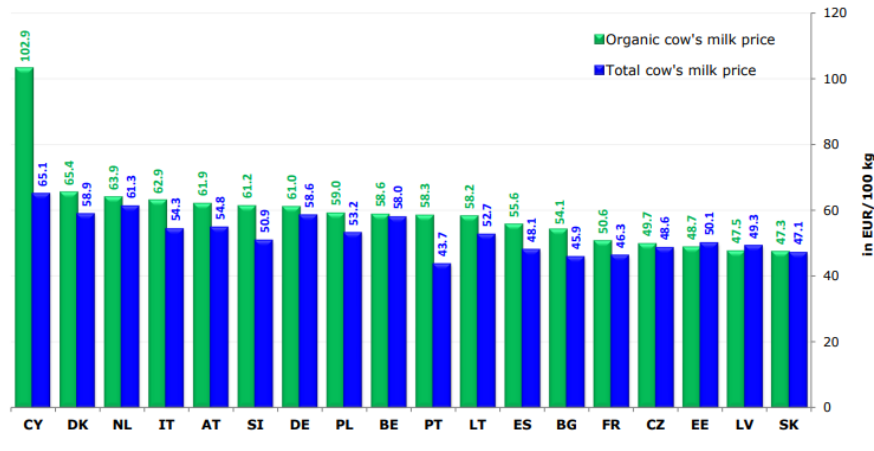


EU organic raw milk production & prices

EU Organic cow's milk prices

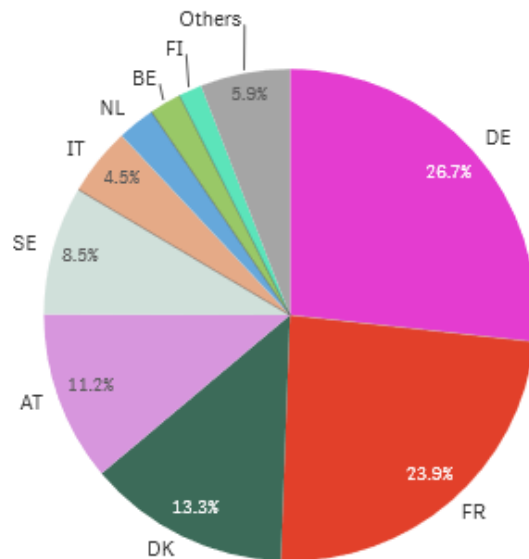
September 2022

Source : Member States (Regulation (EU) No 1717/1185 Article 12(a) - Annex II.4(a))



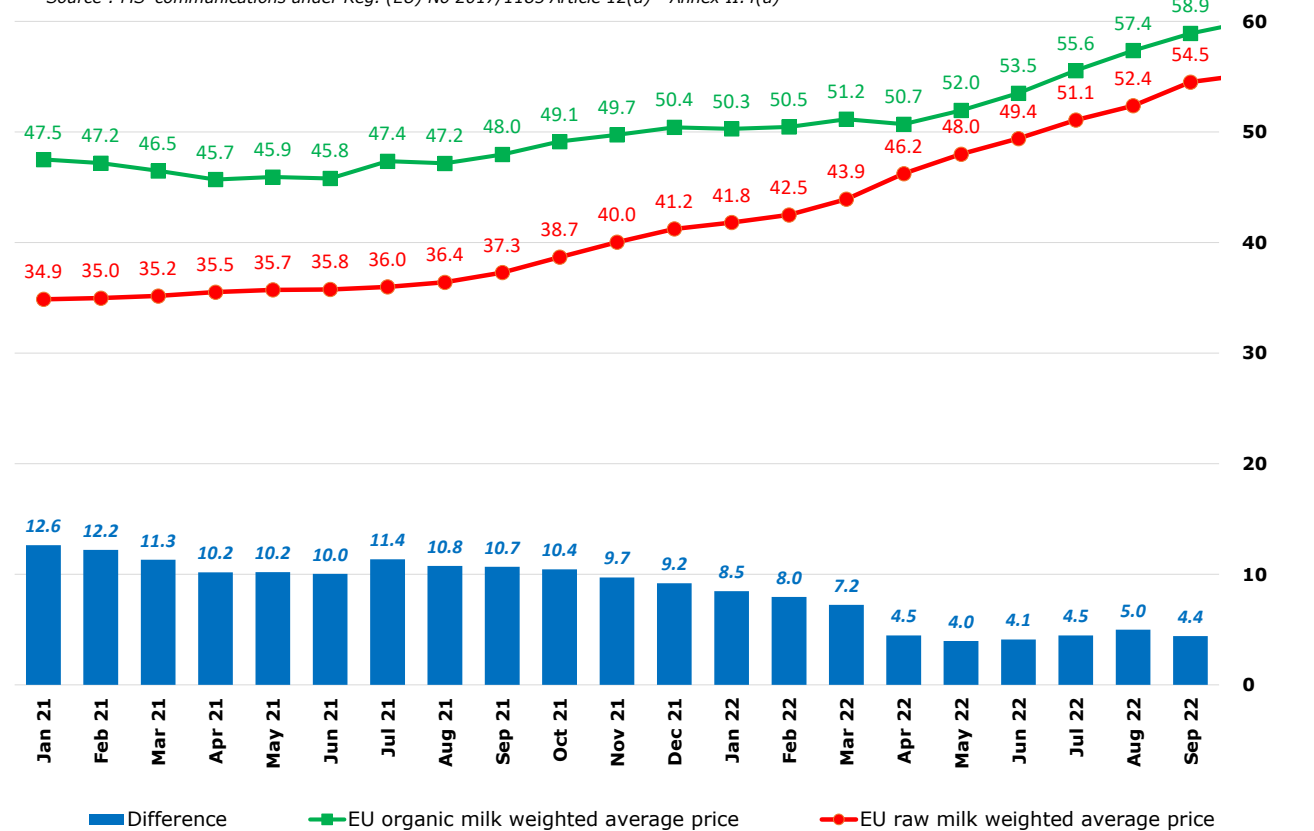
Organic cow's milk deliveries

For years: 2022 > Months: 01, 02, 03, 04, 05, 06, 07, 08, 09 > All Member States > Organic raw cow's milk delivered to dairies > Thousand tonnes



EU raw milk and organic milk prices

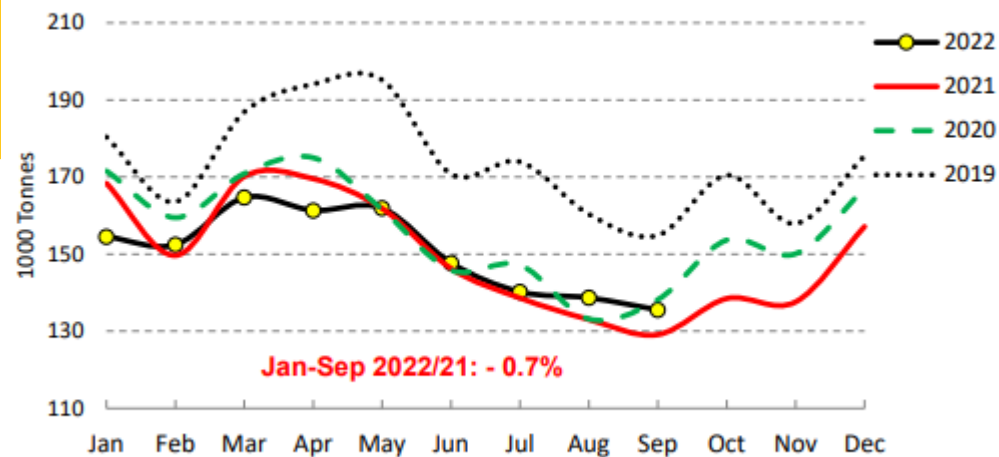
Source : MS' communications under Reg. (EU) No 1717/1185 Article 12(a) - Annex II.4(a)



September 2022:

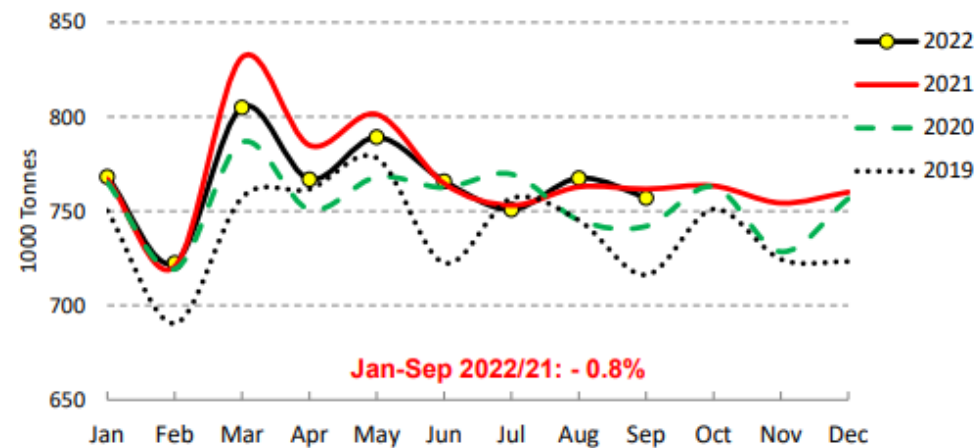
4.0% of total raw milk collected was organic (based on notifications from 24 MS)

EU - Total Butter



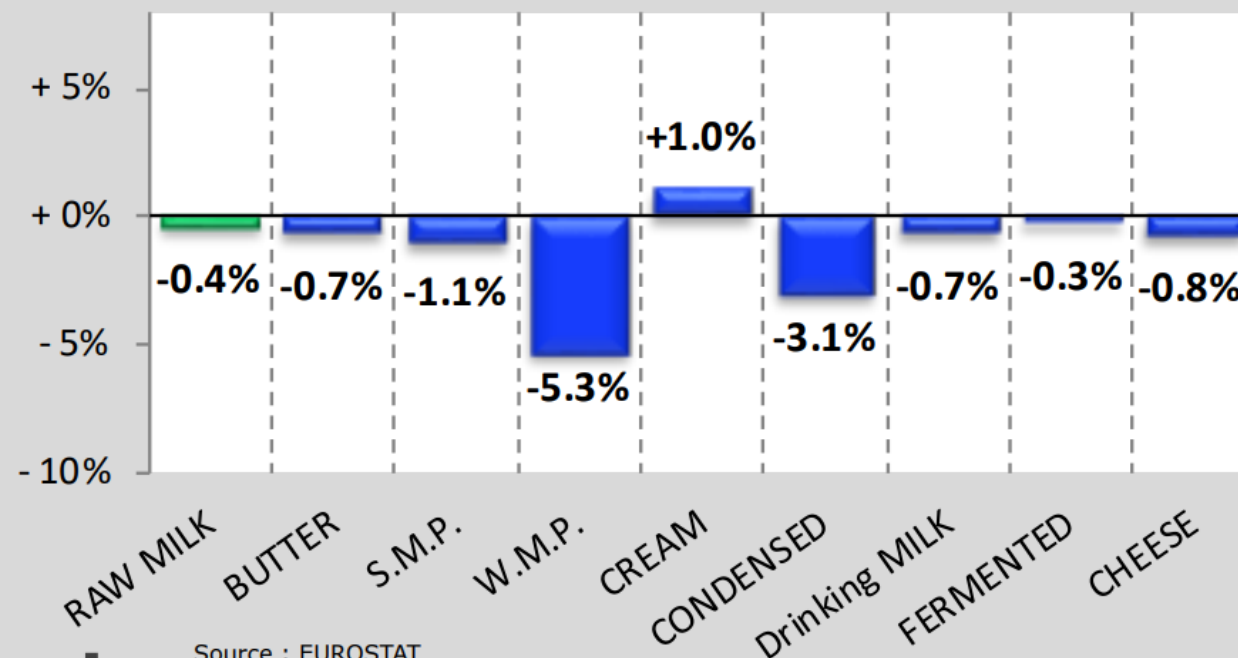
Source : Estat - Newcronos

EU - Cheese



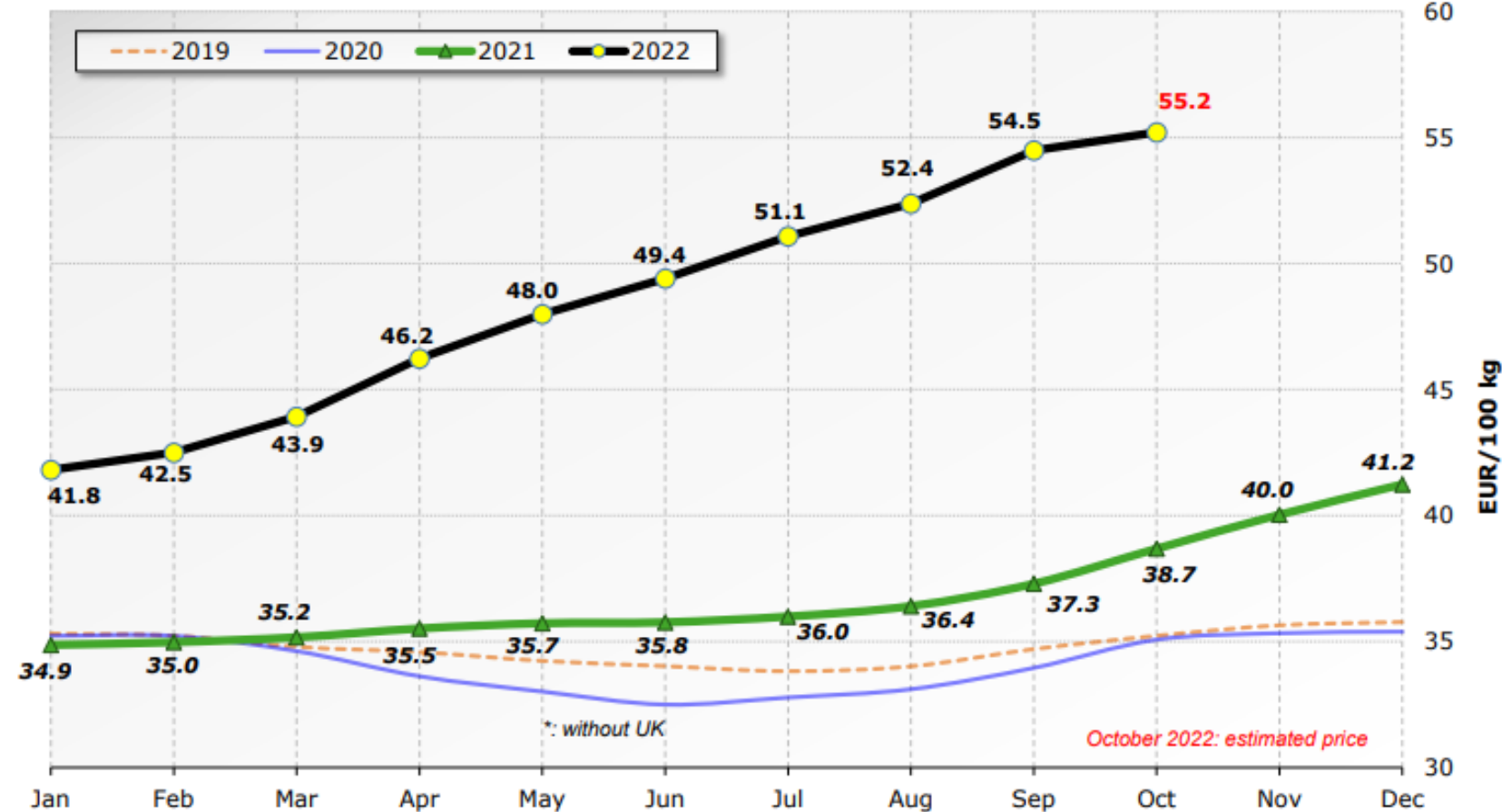
Source : Estat - Newcronos

EU Productions Jan-Sep 2022 compared to Jan-Sep 2021)



Source : EUROSTAT

EU milk prices paid to the producers

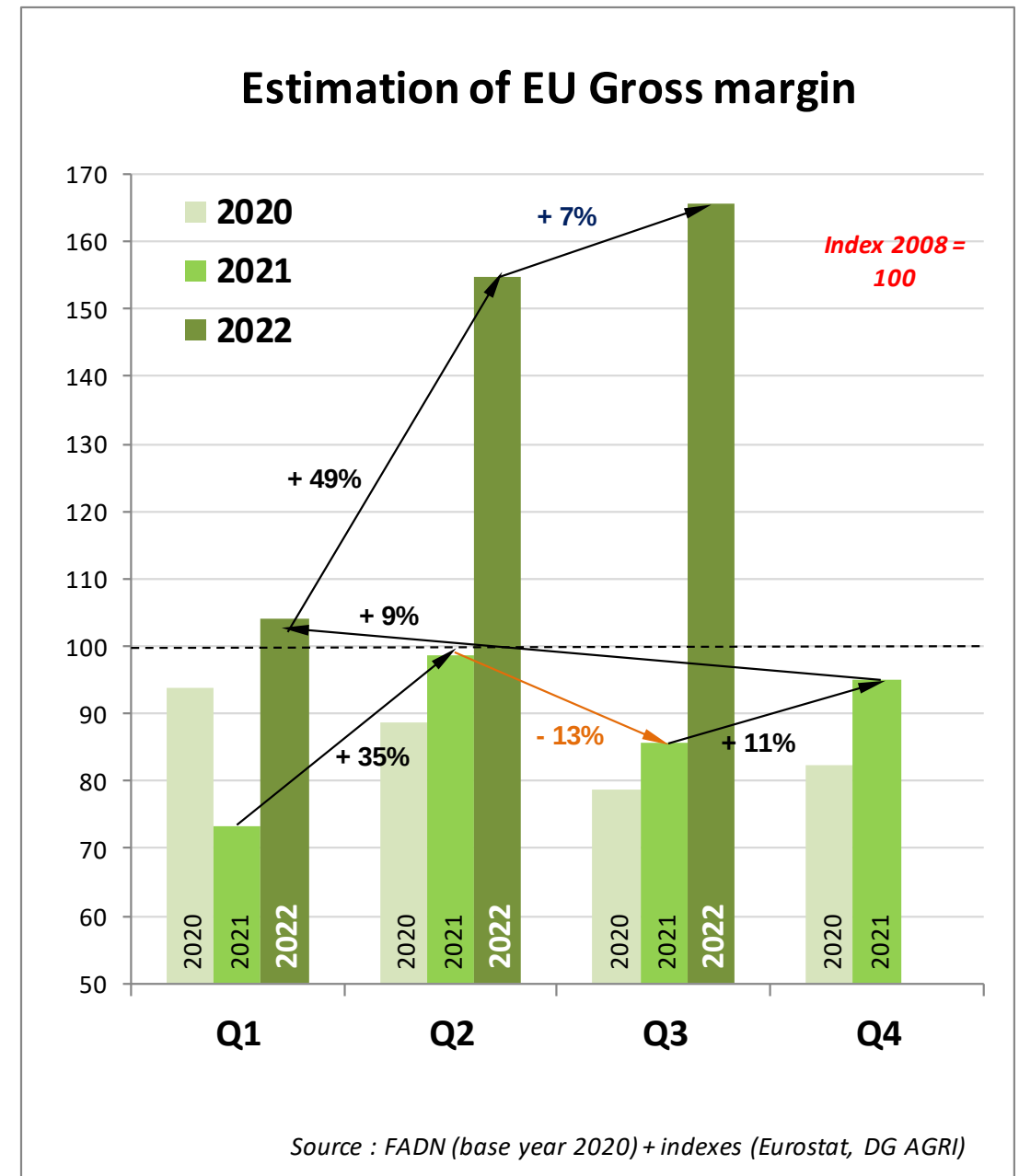
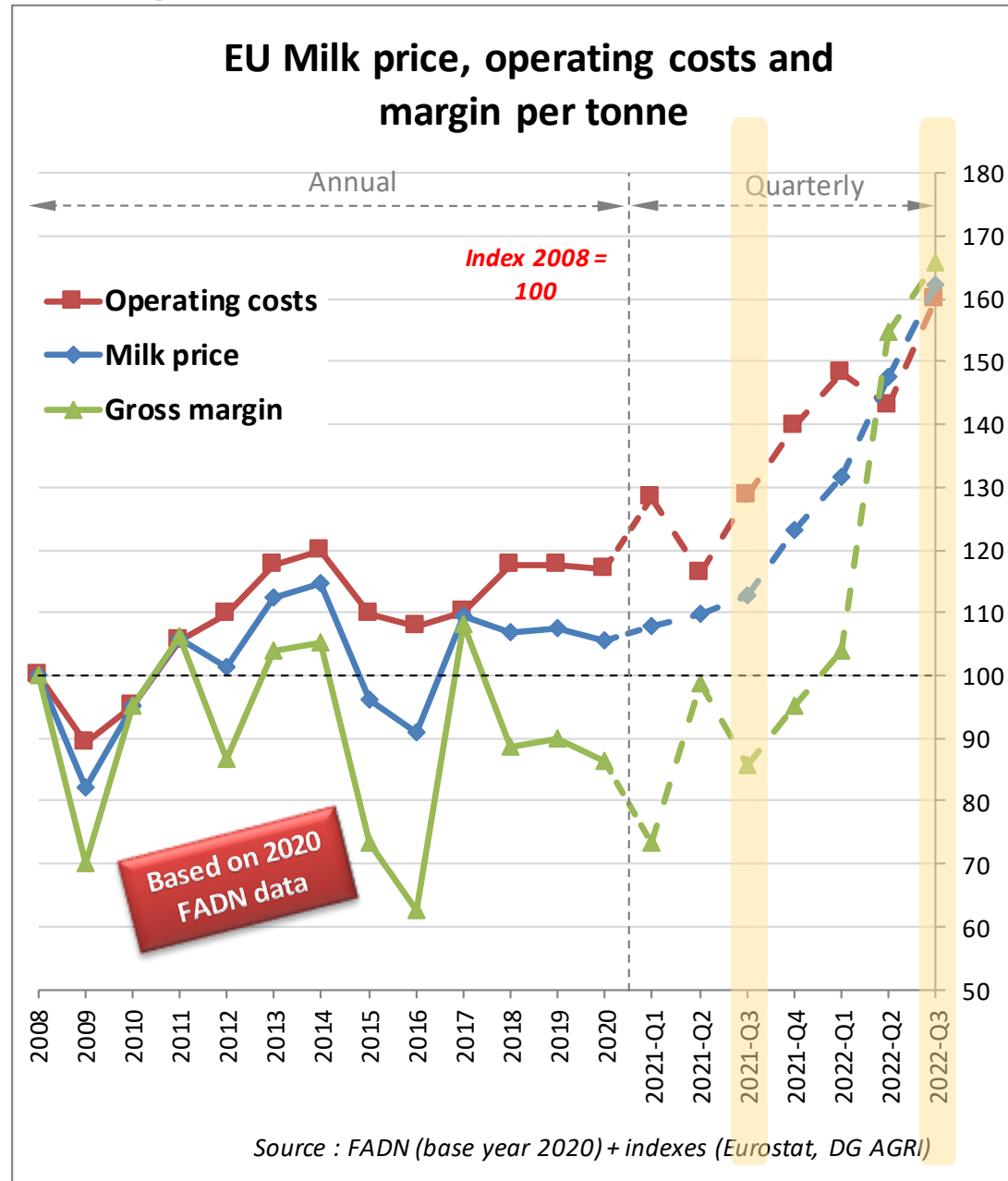


Source : Member States Reg. (EU) No 2017/1185 Article 12(a) - Annex II.4(a))

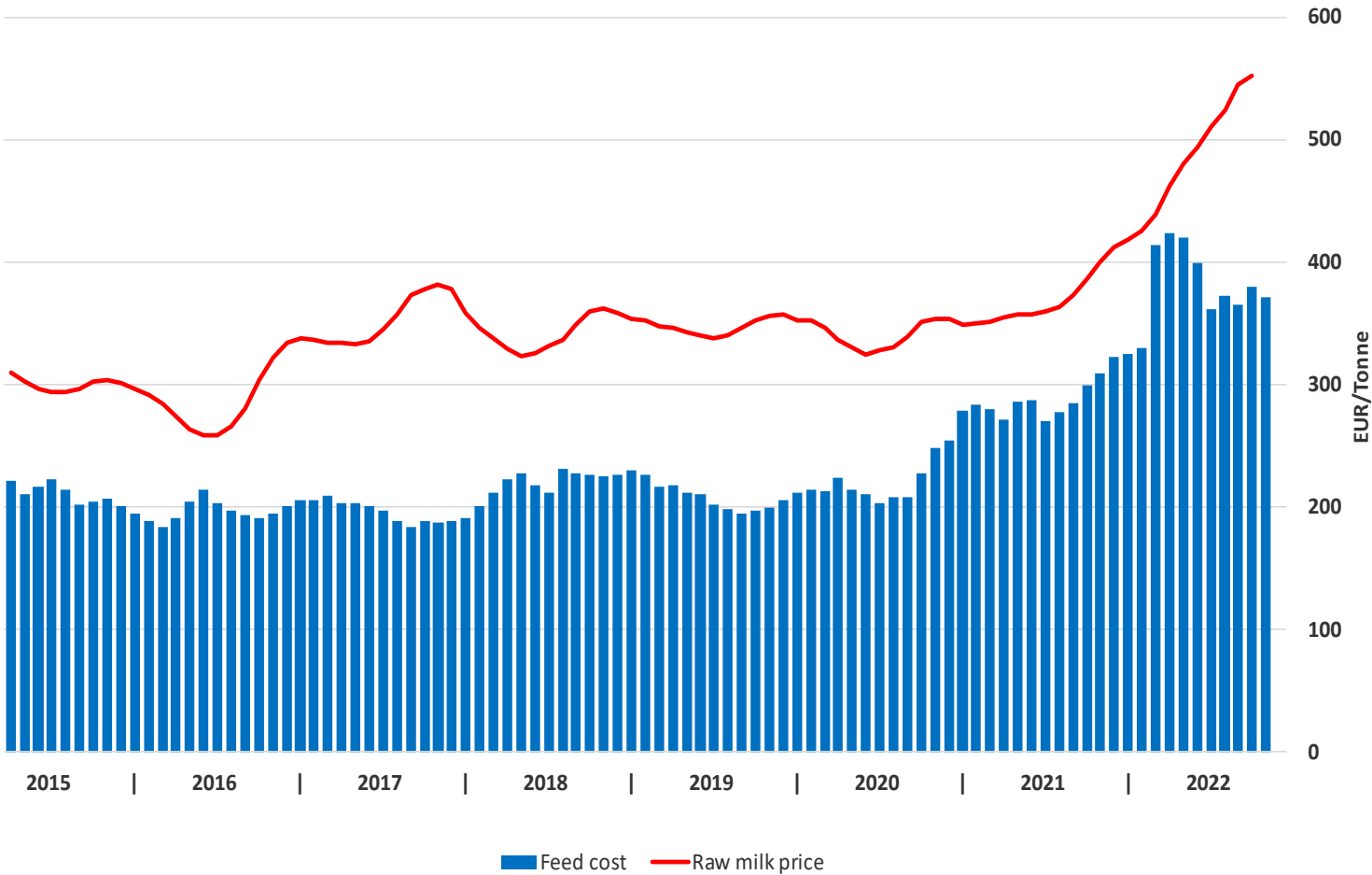
Price of Sep 22 compared to :

	BE	BG	CZ	DK	DE	EE	IE	GR	ES	FR	HR	IT	CY	LV	LT	LU	HU	MT	NL	AT	PL	PT	RO	SI	SK	FI	SE	EU (without UK)
Aug 22	+3.1%	+5.9%	+3.2%	+0.0%	+4.2%	+4.2%	+7.5%	+3.6%	+4.0%	+3.2%	+2.5%	+6.6%	+4.8%	-1.0%	+2.8%	-	+5.9%	+2.4%	+2.1%	+4.7%	+4.5%	+8.0%	+15.1%	+6.3%	+4.1%	+5.4%	-0.9%	+4.0%
Sep 21	+59.0%	+37.3%	+39.8%	+54.8%	+56.1%	+57.5%	+51.2%	+46.9%	+44.8%	+19.6%	+29.3%	+45.9%	+12.5%	+54.6%	+55.3%	-	+49.6%	+5.5%	+61.2%	+37.6%	+54.1%	+45.4%	+64.1%	+54.2%	+43.9%	+31.2%	+35.3%	+46.1%

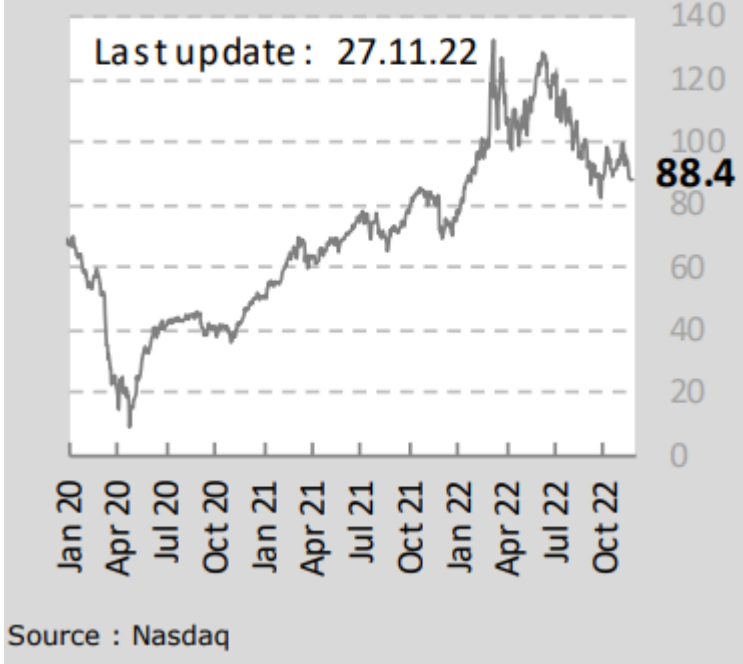
Margins



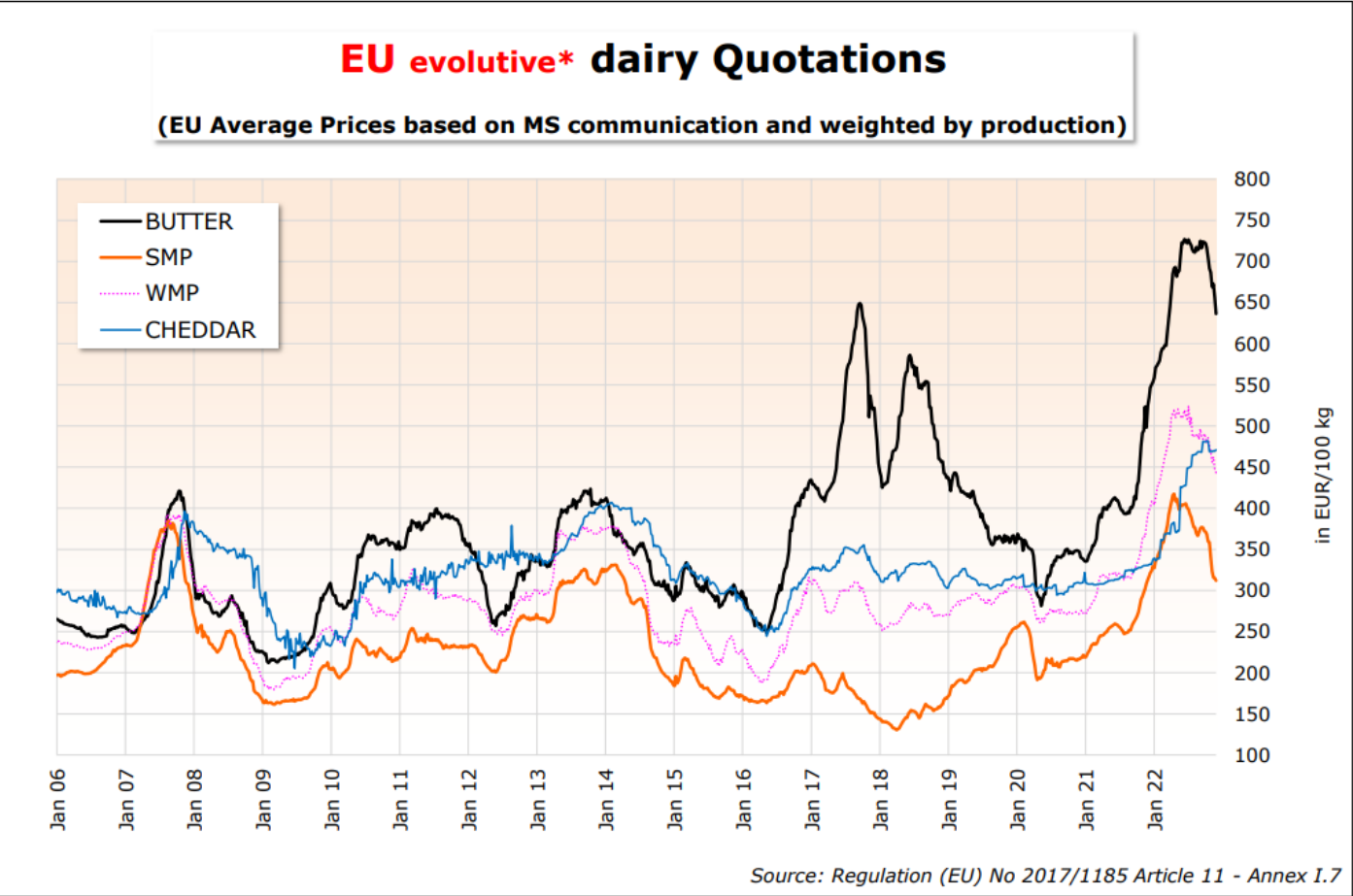
Feed cost in the Dairy sector (up to November 2022)



OIL : Europe Brent Spot Price (USD/Barrel)



EU dairy quotations



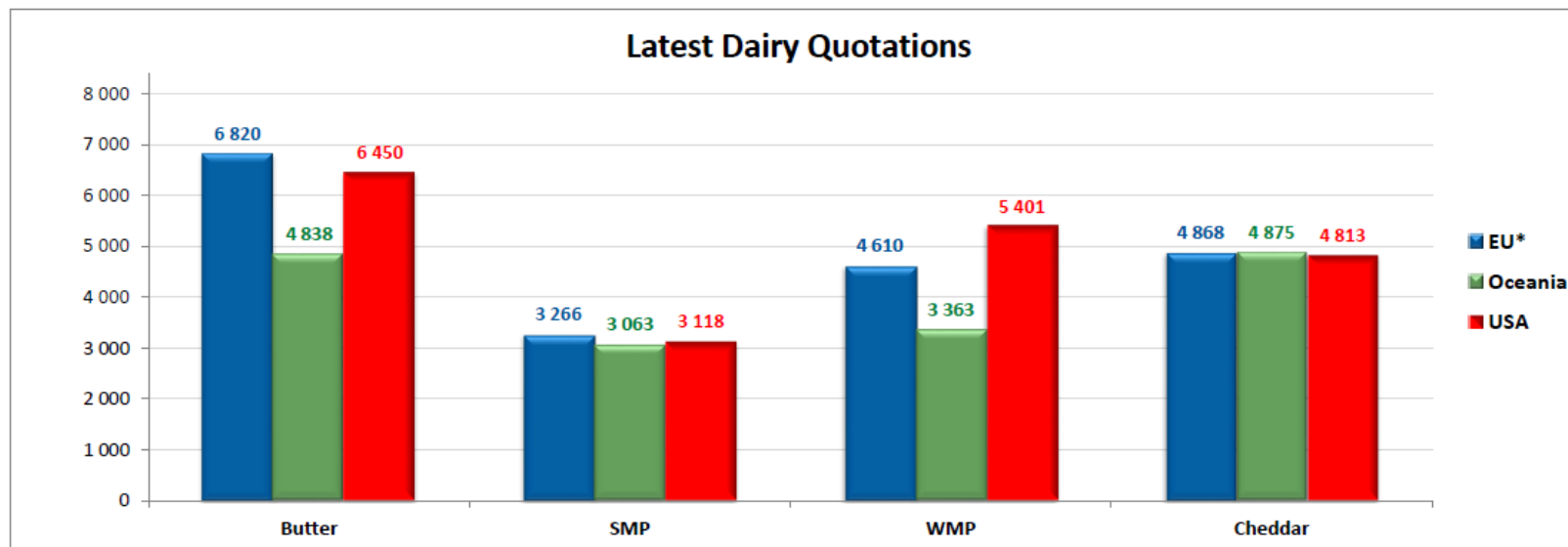
* EU evolutive: EU-15 (before 2004), EU-25 (2004 to 2006), EU-27 (2007 to 2013), EU-28 (2013 to 01/2020), EU-27 without UK (from 02/2020 onwards)

Latest prices (EUR/100kg)	636	312	443	471	534	528	621	96
max:	27/11/2022							
Prices up to 27/11/2022	BUTTER	SMP	WMP	CHEDDAR	EDAM	GOUDA	EMMENTAL	WHEYPOWDER
Compared to:								
4 weeks ago	- 7,3%	- 8,3%	- 5,4%	+ 0,3%	- 1,0%	+ 0,1%	+ 0,7%	- 8,2%
begin 2022	+ 13,9%	- 4,6%	+ 9,8%	+ 38,8%	+ 34,4%	+ 36,5%	+ 33,4%	- 15,5%
5 years avg.	+ 44,5%	+ 43,1%	+ 47,0%	+ 48,9%	+ 61,5%	+ 58,8%	+ 30,4%	+ 20,0%
1 week ago	- 3,0%	- 0,9%	- 0,8%	+ 0,3%	- 0,1%	- 0,5%	- 1,2%	- 8,3%
1 year ago	+ 21,3%	- 0,3%	+ 13,2%	+ 42,4%	+ 44,6%	+ 44,7%	+ 30,4%	- 11,8%

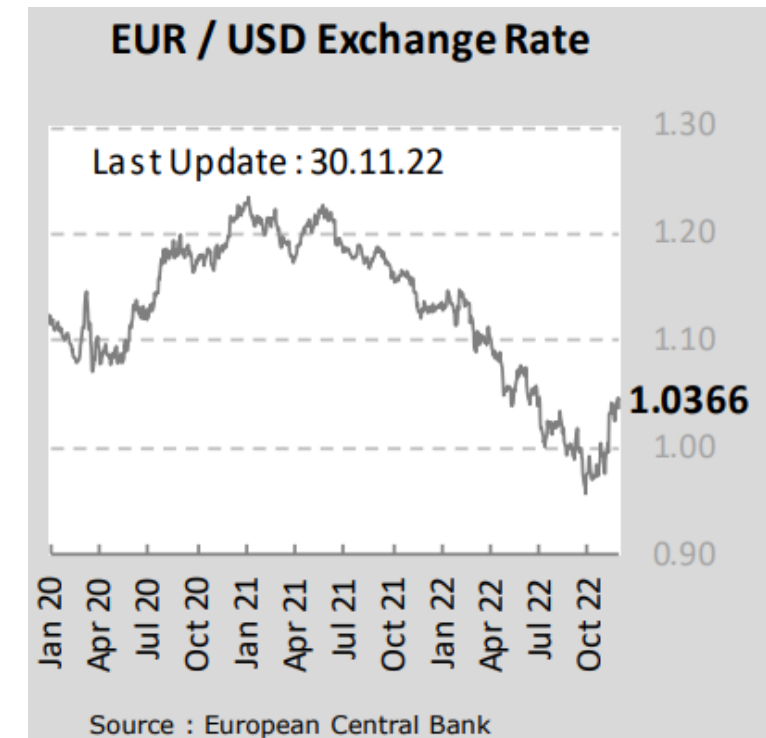
Latest world dairy quotations

In US\$/t	Latest Quotations			Week - 2						Year - 1					
	27/11/2022			13/11/2022			% change (previous quotation)			28 November 2021			% change (1 year)		
	EU*	Oceania	USA	EU*	Oceania	USA	EU*	Oceania	USA	EU*	Oceania	USA	EU*	Oceania	USA
Butter	6 820	4 838	6 450	6 607	4 875	6 342	+ 3.2%	- 0.8%	+ 1.7%	5 614	5 988	4 376	+ 21%	- 19%	+ 47%
SMP	3 266	3 063	3 118	3 192	2 975	3 080	+ 2.3%	+ 2.9%	+ 1.2%	3 476	3 613	3 430	- 6%	- 15%	- 9%
WMP	4 610	3 363	5 401	4 504	3 263	5 401	+ 2.4%	+ 3.1%	nc	4 284	3 988	4 123	+ 8%	- 16%	+ 31%
Cheddar	4 868	4 875	4 813	4 631	4 950	4 610	+ 5.1%	- 1.5%	+ 4.4%	3 726	5 225	4 095	+ 31%	- 7%	+ 18%

Source : Member States Notifications under Reg. 2017/1185, USDA



EU* = EU without UK



Keep in touch and thank you!



ec.europa.eu/agriculture



[EUagri](https://www.youtube.com/EUagri)



[@EuropeanMMO](https://twitter.com/EuropeanMMO)



[@EUAgri](https://www.facebook.com/EUAgri)



[EU agri-food Data portal](#)

ANNEX 2

Milk market: it's a pivotal moment....

LTO Nederland

Milk market: it's a pivotal moment....



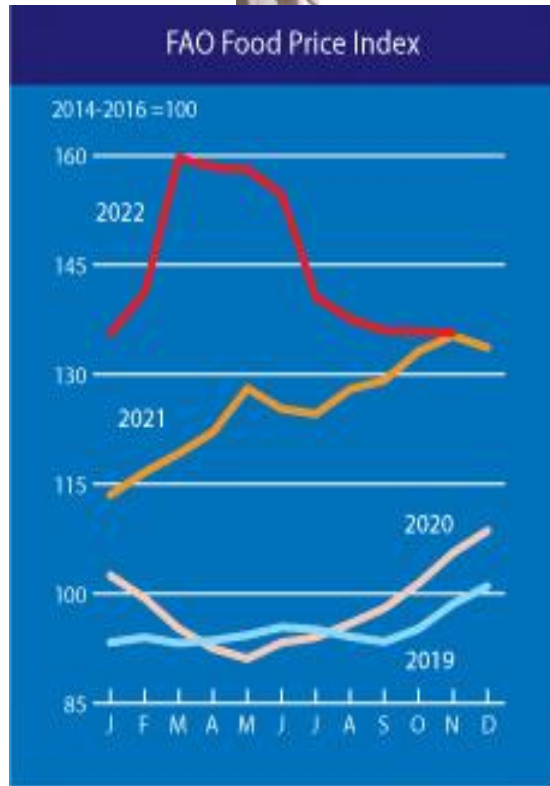
Klaas Johan OSINGA

kjosinga@lto.nl, [@KJOsinga](https://twitter.com/KJOsinga)

**EU Milk Market
Observatory
December 5th, 2022**

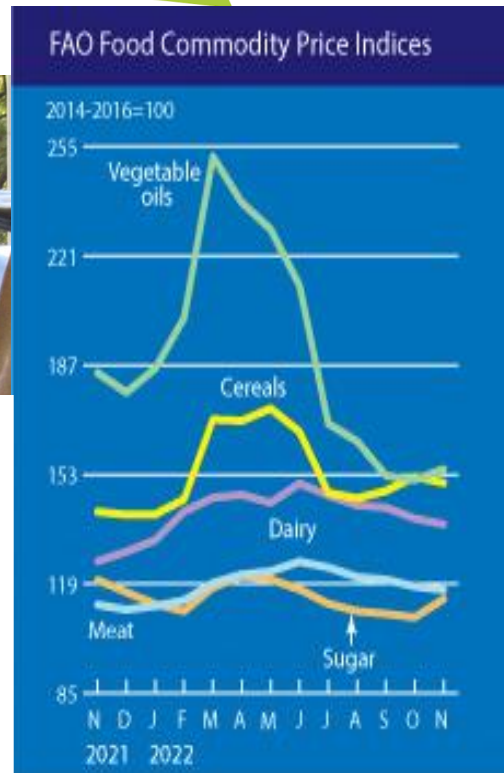
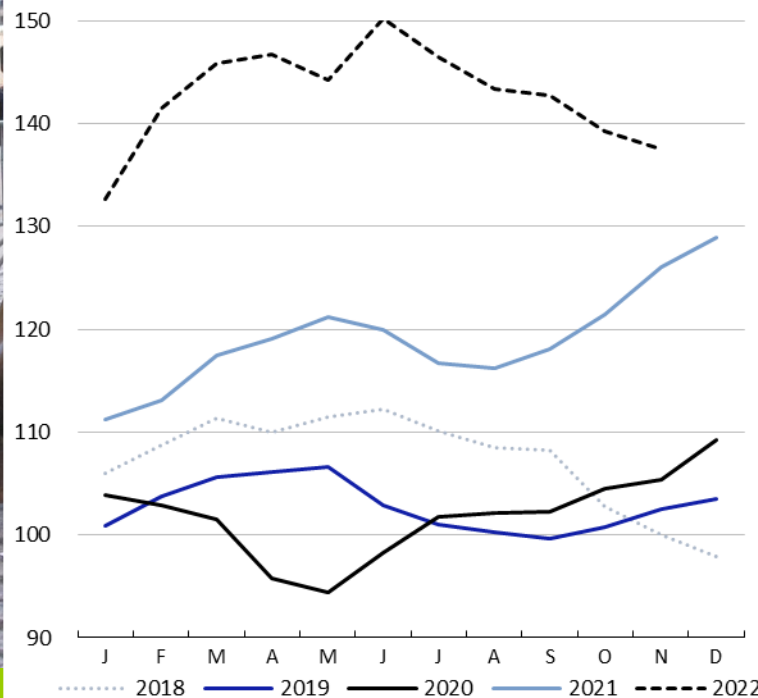
Commodity prices easing...

LTO Nederland



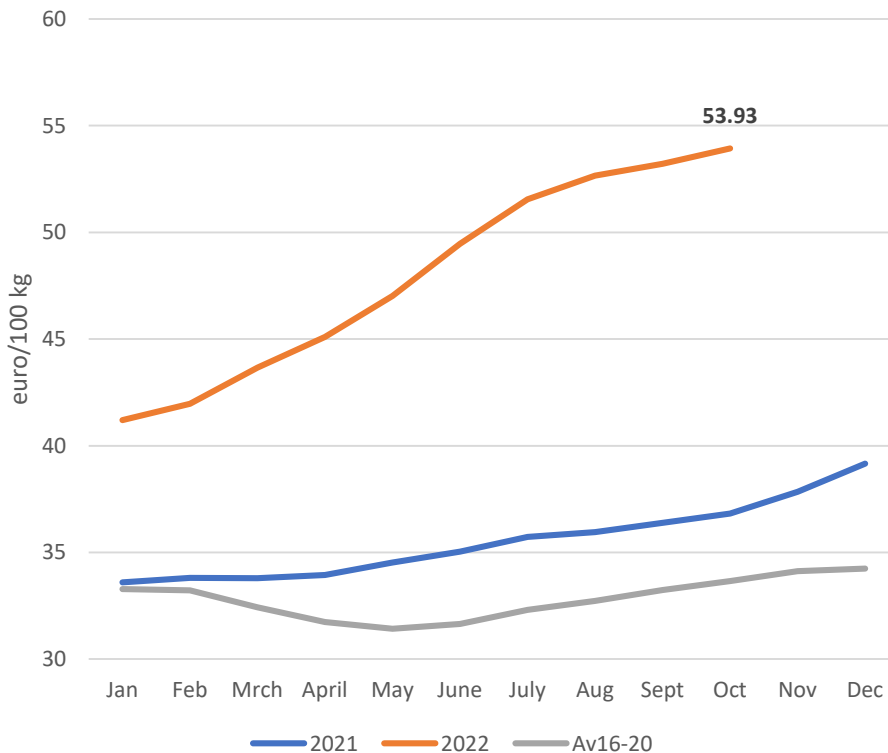
FAO Dairy Price Index

2014-2016=100

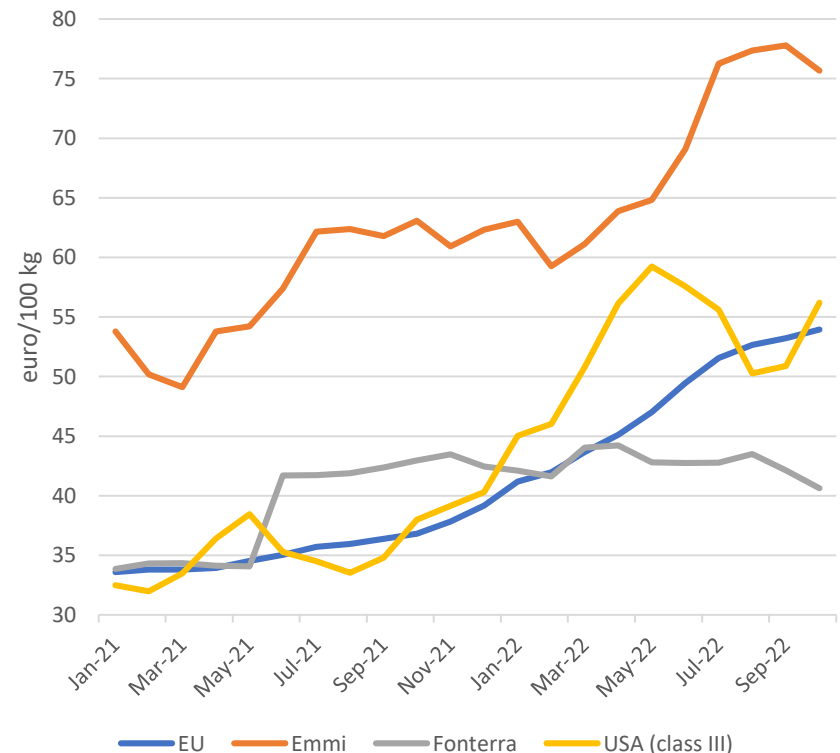


Farm gate milk prices still holding up...

Average milk prices EU

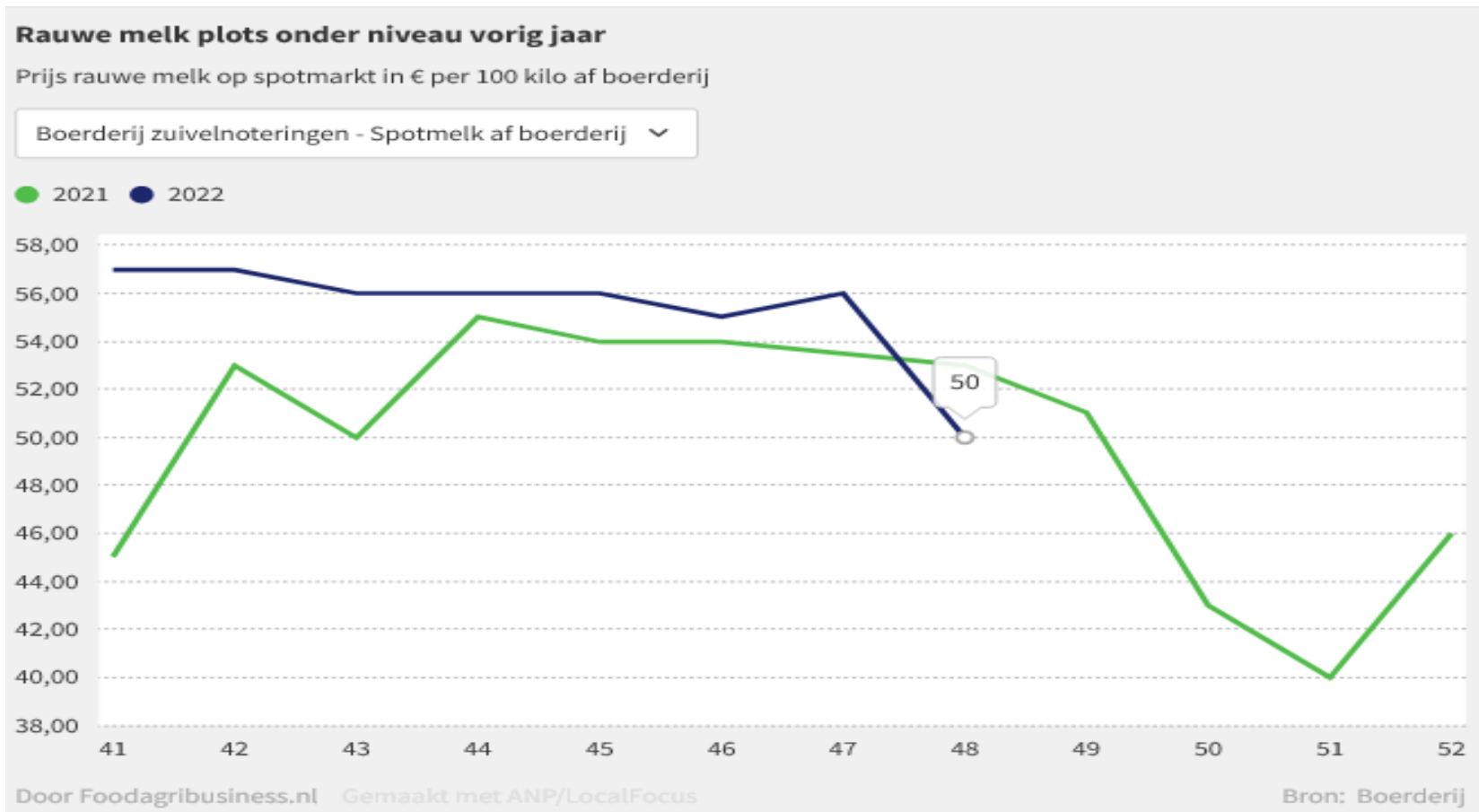


Average milk prices

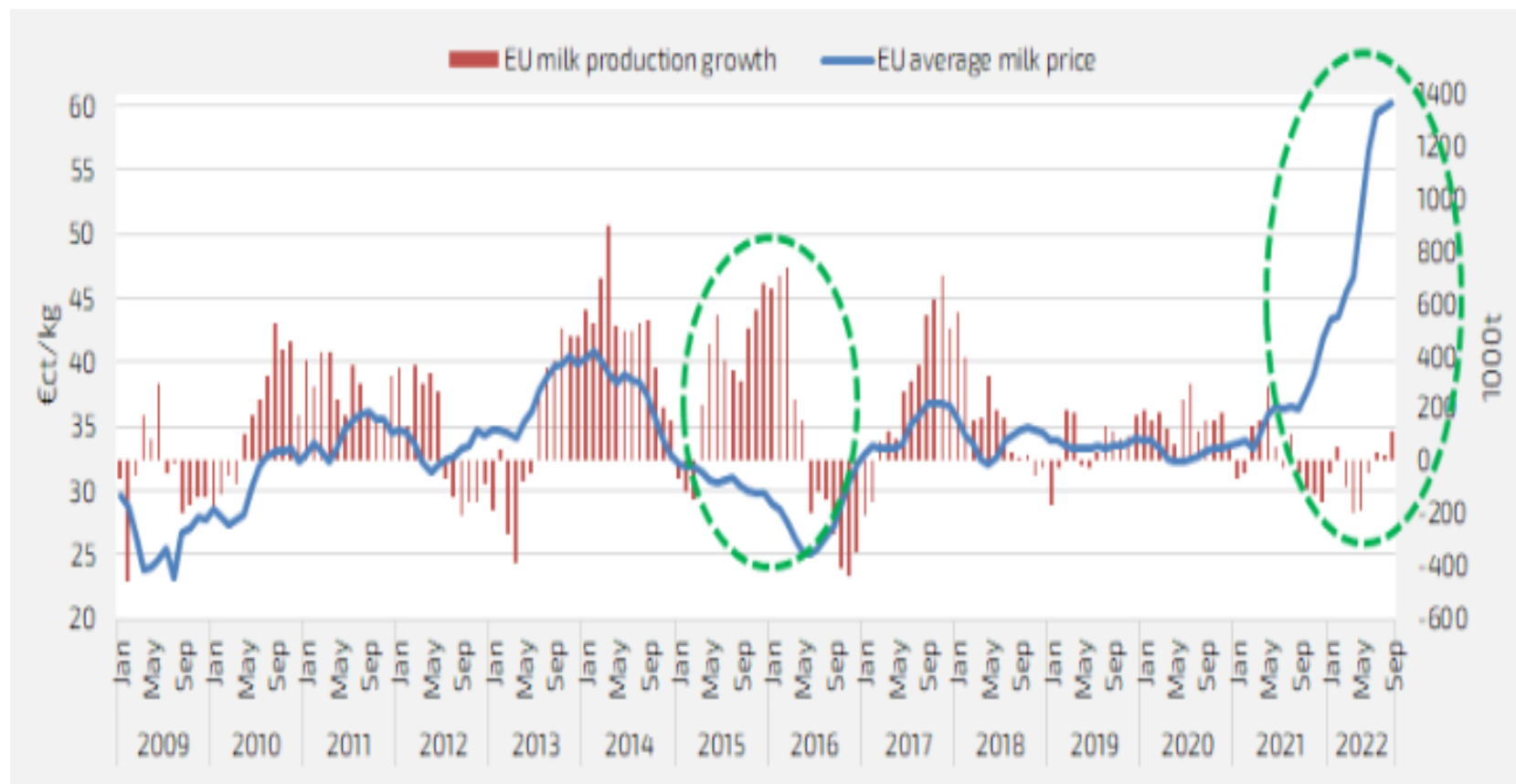


Source: International Milk Prices
comparison ZuivelNL / EDF

But: spot milk price is under pressure...



Since 2021: milk price and milk production seem decoupled....



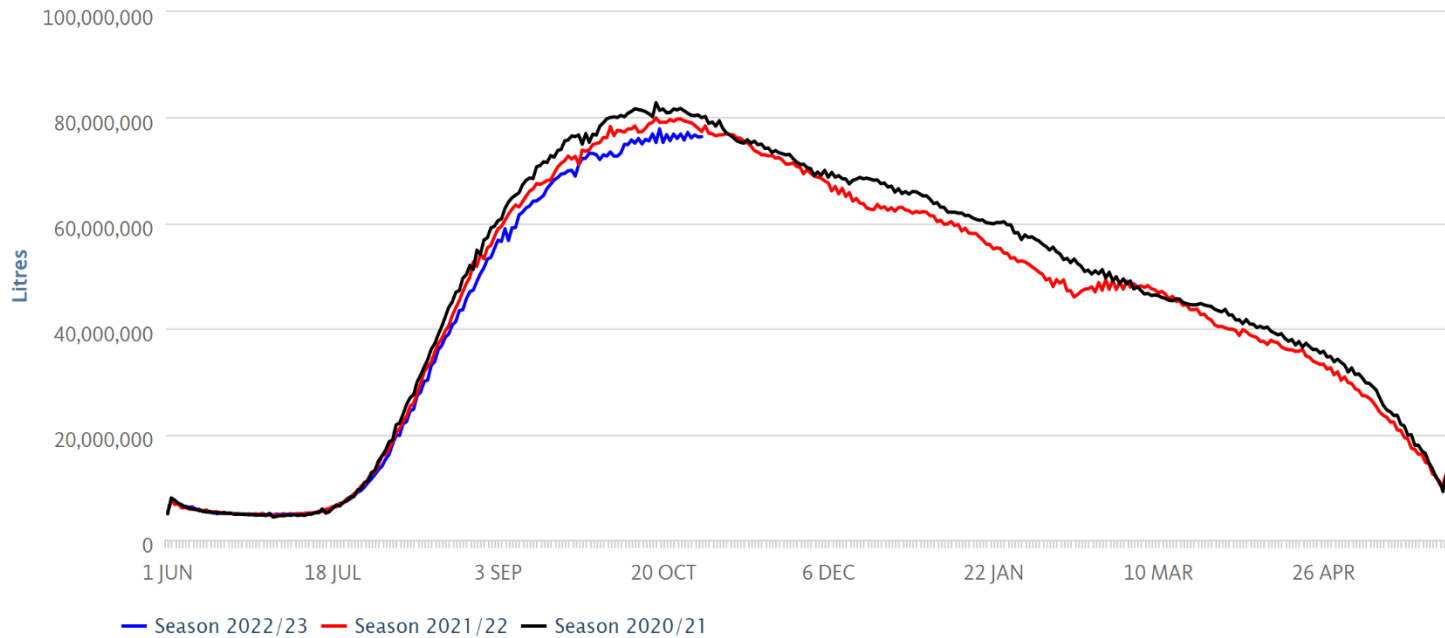
Source: Dairyntel analysis, 2022

Fonterra: June-Oct -3.7% (Nov/Dec: similar decline expected)



Season Comparisons to 31st October 2022 ?

All



Comparison with previous season

Variance

Season (to 31st October)

-3.66%

Month (October)

-3.70%

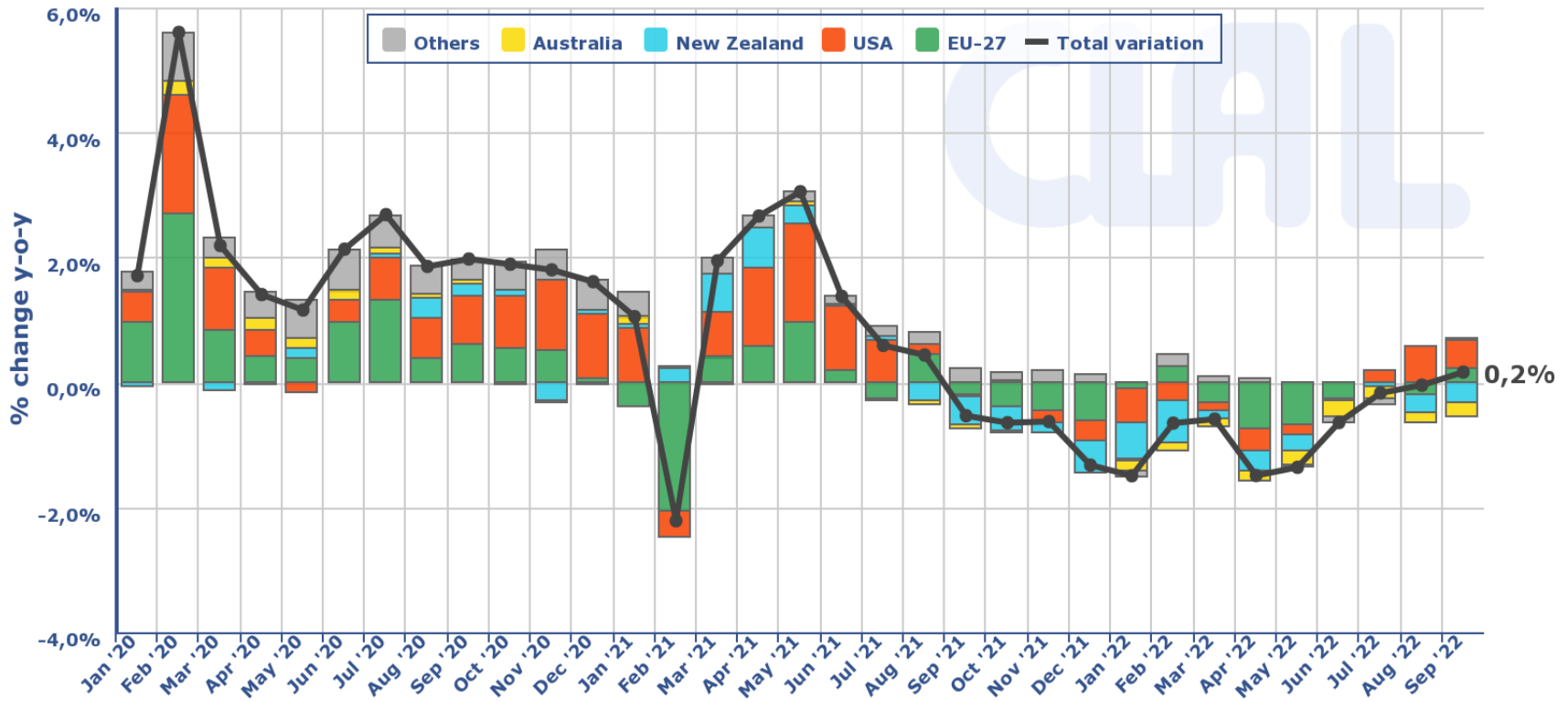
Global milk supply growth is still modest except for US...

World - Global Supply Variation in the Key Exporters of Dairy Products

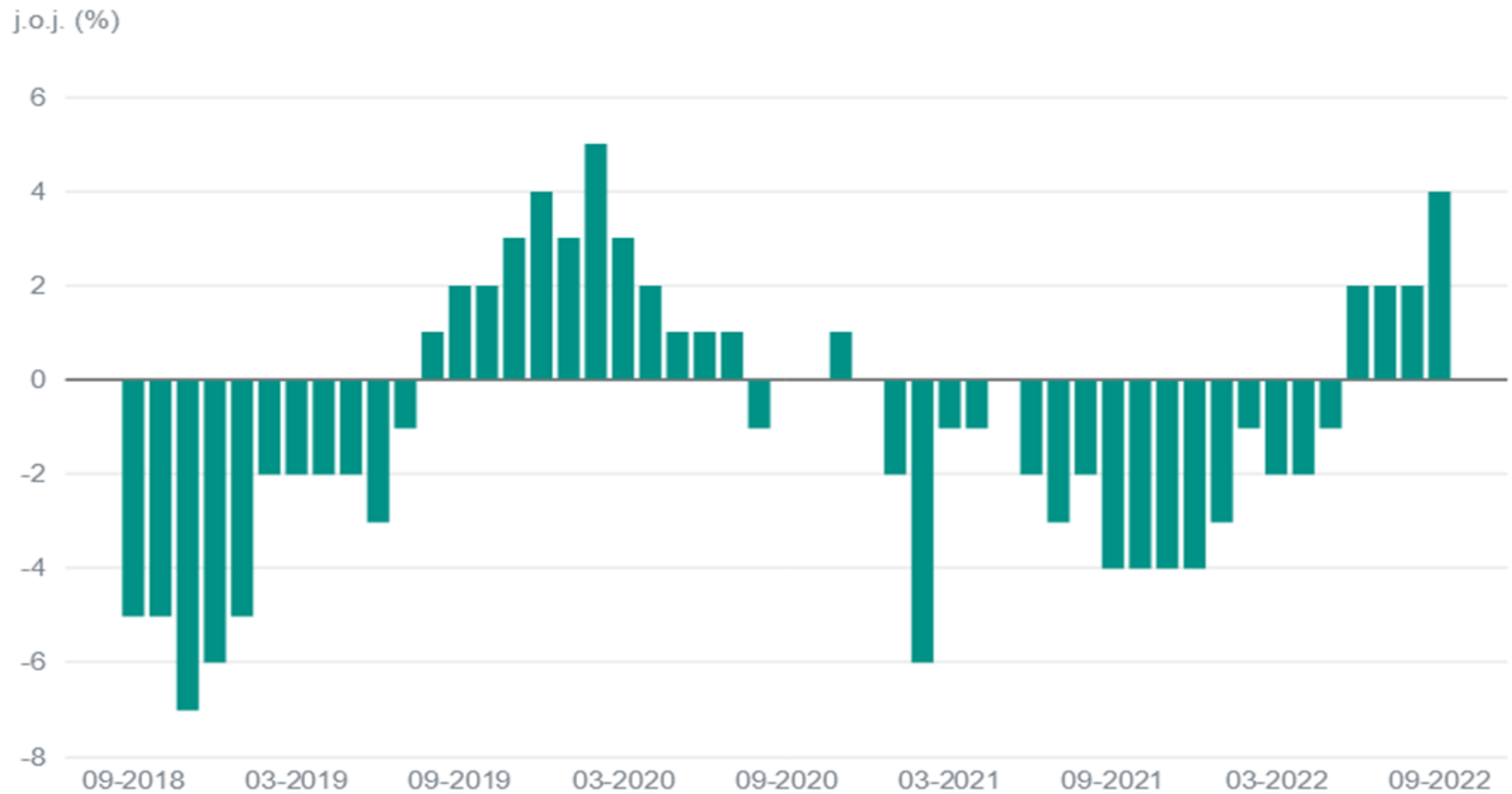
% change y-o-y subdivided by the contribution of each Player

Players considered: EU-27, USA, New Zealand, Australia, Others: Argentina, Belarus, Chile, Uruguay

Processed by CLAL



Dutch milk production: finally gaining pace ...



Door ABN AMRO

Bron: CBS, RVO

Signals from COPA-COGECA members: farmers are investing less

Austria	Milk price 52.45 (GMO free), 61.89 (organic), production +2.4% (Sept)
France	Milk price 46.28 (Sept), production -1.3% (Jan-Sept). Costs: feed +29%, energy +27%, fertilizers +79%
Germany	Milk price 59.50 (Nov), production -0.5% (week 1-46), cost increases 50%
Lithuania	Milk price 55.30 (Oct), production -5% (Oct), “very high costs”
Latvia	Milk price 49.22 (Oct), production +0.3% (Jan-Sept).
Portugal	Milk price 53.50 (Oct), production -6.4% (Sept)
Poland	Milk price 55.51 (Oct), production +2.1% (Oct)
Slovenia	Milk price 53.60 (Oct), production -2.5% (Jan-Oct)
Sweden	Price 56 cents (Sept), 2022 production down 1% (expected)

Common theme among the responses: farmers feel pressure of high costs and new legal proposals

Energy prices....

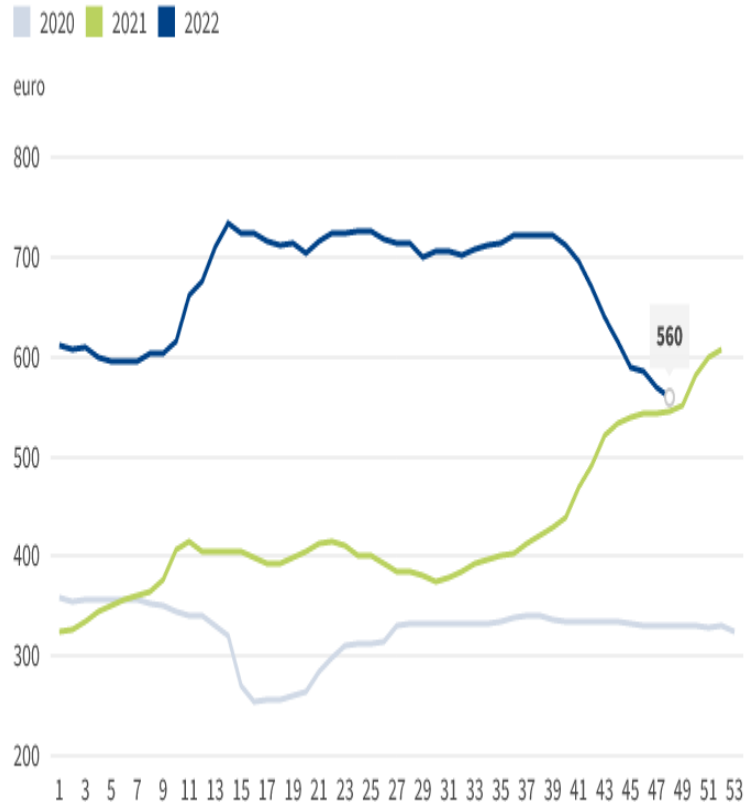


Source: Bloomberg

Q: can you actually control the price of something you don't produce?

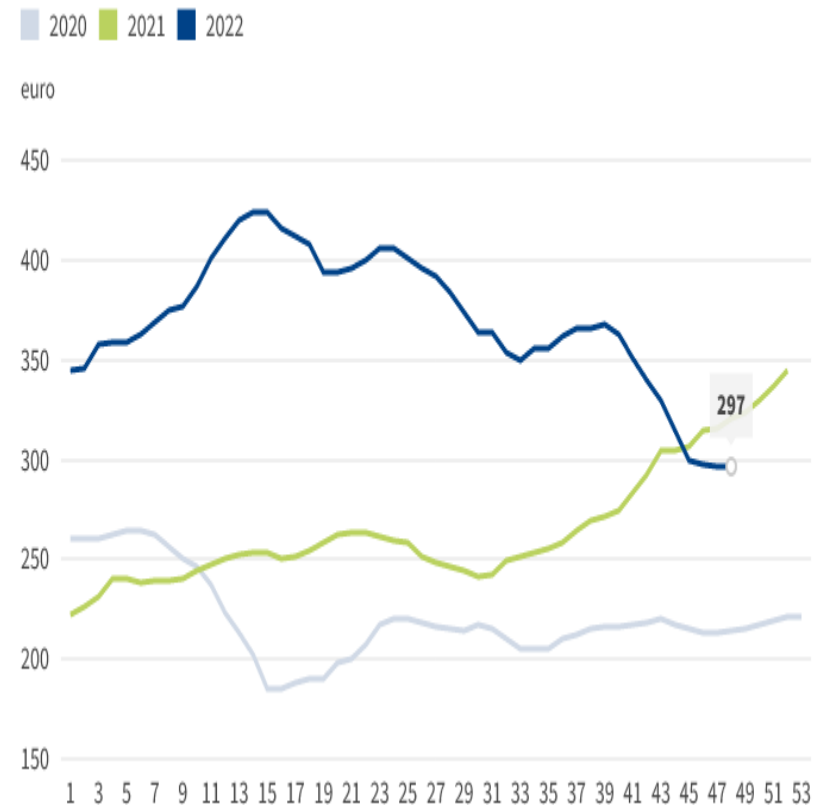
Dutch dairy quotations

Butter:



Bron: ZuivelNL

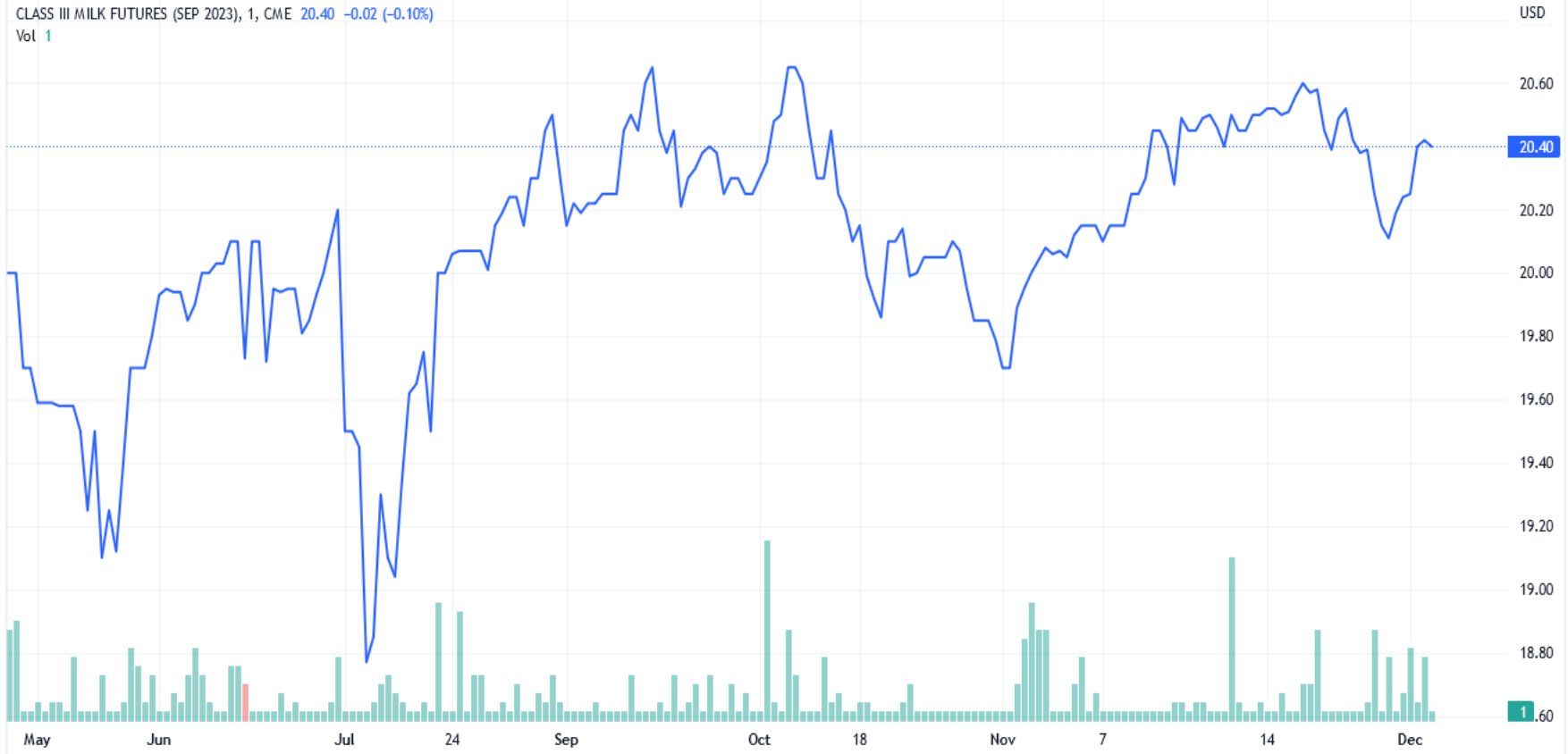
SMP (food):



CME Class III contracts Sept 2023



Published on TradingView.com, Dec 04, 2022 09:11 UTC-6



TradingView

Ife-Rohstoffwert (4% fat)



Holding up
well above
40 cents into
2023....

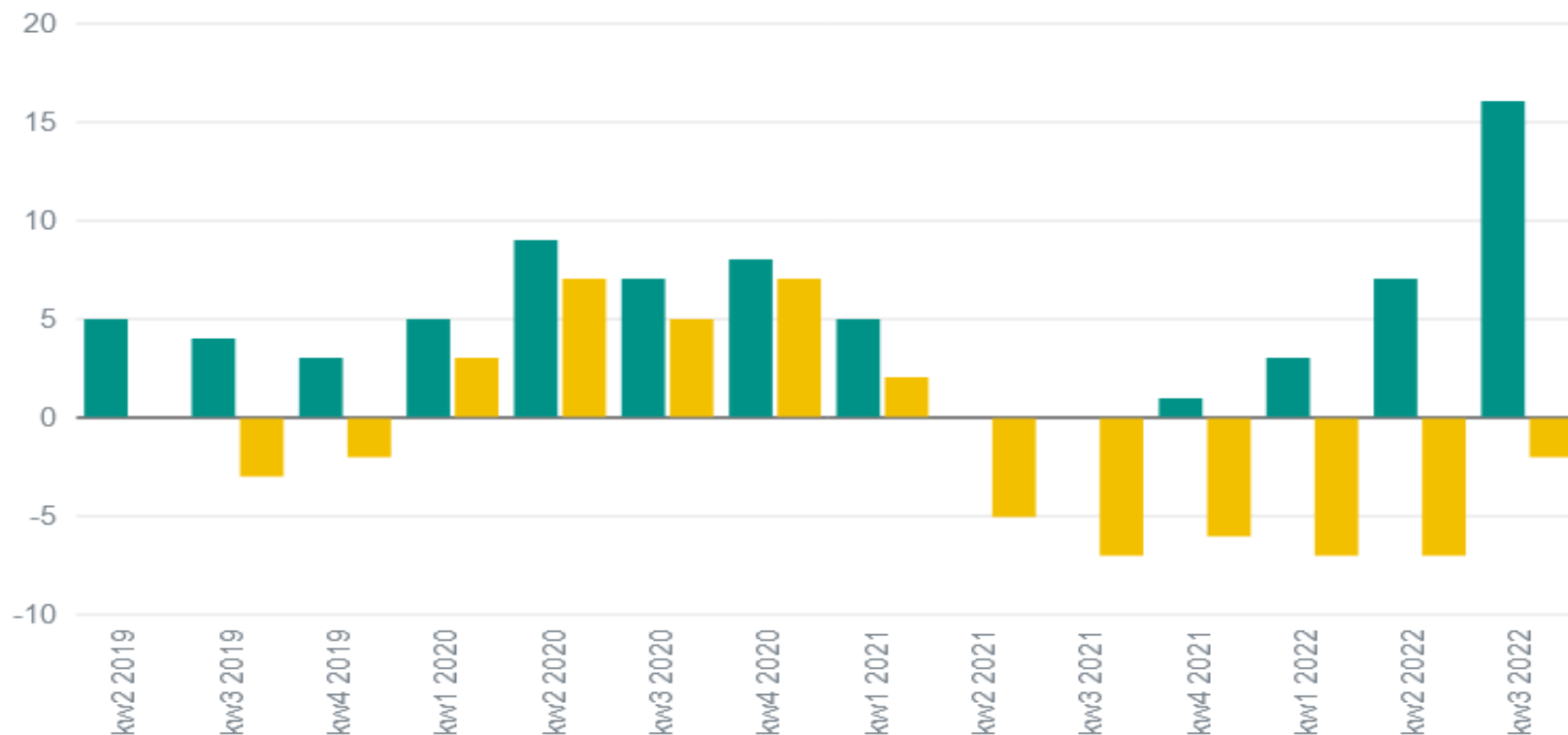
Kieler Börsenmilchwert			Freitag, den 2.12.2022					
Kontrakt Monat	Kieler Börsen- milch- wert*	Änd.	Butter Future	Änd.	OI	MM- Pulver Future	Änd.	OI
	Ct / kg		€ / t		Anz.	€ / t		Anz.
Dez 22	46,0	↘	5824	↘	467	2927	↘	1034
Jan 23	43,9	↘	5500	↘	627	2866	↘	913
Feb 23	43,9	↘	5471	↘	572	2876	↘	941
Mrz 23	44,0	↘	5469	↘	579	2886	↘	805
Apr 23	44,1	↘	5467	↘	312	2896	↘	417
Mai 23	44,2	↘	5467	↘	267	2911	↘	394
Jun 23	44,4	↘	5473	↘	269	2931	↘	489
Jul 23	44,8	↘	5482	↘	126	2960	→	272
Aug 23	45,4	↘	5507	↘	113	3010	→	240
Sep 23	45,8	↘	5550	↘	109	3025	→	231
Okt 23	46,1	↘	5575	↘	24	3050	→	148
Nov 23	46,2	↘	5575	↘	12	3060	→	120
Dez 23	46,3	↘	5575	↘	2	3070	→	112
Jan 24	46,3	→	5650	→	0	3030	→	0
Feb 24	46,3	↘	5650	→	0	3030	↘	0
Mrz 24	46,3	↘	5650	→	0	3030	↘	0
Apr 24	46,3	↘	5650	→	0	3030	↘	0
Mai 24	47,7	→	5800	→	0	3100	→	0

Demand in Dutch supermarkets: less volume, more value



zuivelverkoop (exclusief kaas)

■ Waarde (euro) ■ Volume



Door ABN AMRO

Bron: IRI

Conclusion: high input prices and greening limit return to production growth



Elevated costs of energy, feed & fertilizer limit milk production growth, also compounded by farmers' expectations of more environmental constraints (EU, New Zealand,).

While consumers behave with caution: household budgets are under increasing pressure....

Q: is China really relaxing its COVID policy?

Q: Global dairy trade continues to grow. But will the US, Australia and other exporters fill the gap left open by the exporters EU and New Zealand? Or will they also enter the “green competition”?



**Winter is
here....**

**Thank you
for your
attention**

@KJOsinga
kjosinga@lto.nl

ANNEX 3

EU dairy products monthly stock estimates up to end of September 2022

EDA



**EU dairy products
monthly stock estimates
up to end of September 2022**

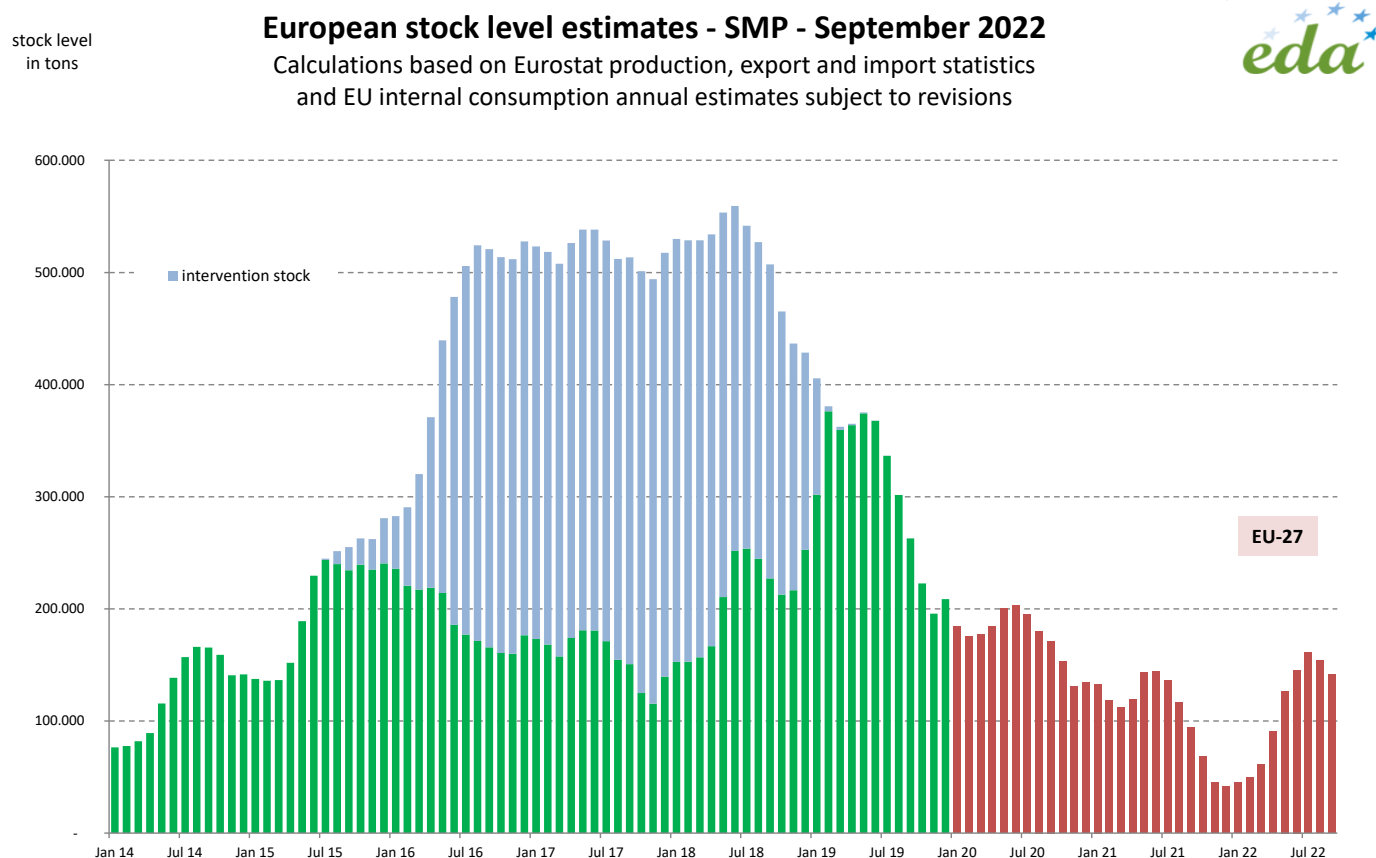
**Milk Market Observatory
Economic Board**

December 5th, 2022

Methodology

- For each dairy product and each month, the stock estimates are based on the equation:
 - $\text{Stock variation} = \text{EU production} + \text{EU import} - \text{EU internal consumption} - \text{EU exports}$
- ZMB balance sheets and forecasts have been used as references for :
 - End of year stock levels
 - Yearly consumption levels
- Monthly production statistics are based on ZMB Dairy World publications.
- Exports and imports figures are based on MMO website figures and Eurostat. From 2020 onwards, data refer to the EU-27 (coloured in red).
- The initial stocks entered in the model at the beginning of 2012 are :
 - SMP: 152 000 t
 - Butter: 80 000 t
 - Cheese: 200 000 t (arbitrary basis)
- The green/red parts in each graph mean that this stock level can be considered as normal for the month.
- Orange parts mean that this stock level can be considered as too high for the month; intervention stocks are coloured blue.
- These qualifications are based on the EDA analysts' personal views and past market observations.

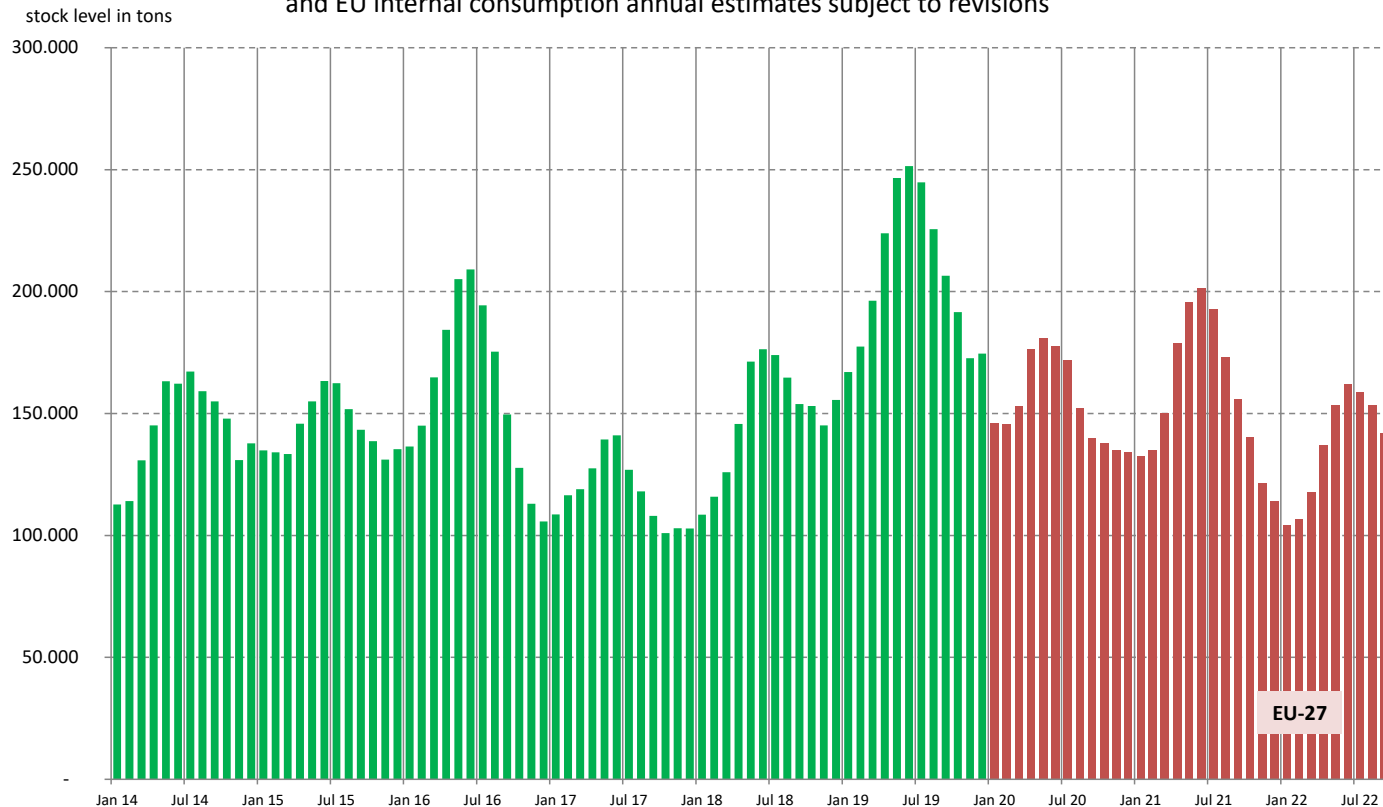
SMP: The availability recovered in recent months while demand was reluctant and production picked up. Demand on internal and international level was slow. Seasonal decline of stocks was slower than normal for the time of the year in autumn. Prices decreased continuously after the summer-break. Rising energy-cost led increase costs of production.



Butter-stocks had been lower than normal in the first half of the year and are decreasing slower than normal in autumn. The market seems to be still balanced, but buyers are very reluctant. Availability and prices are different throughout Europe.

European stock level estimates - Butter - September 2022

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



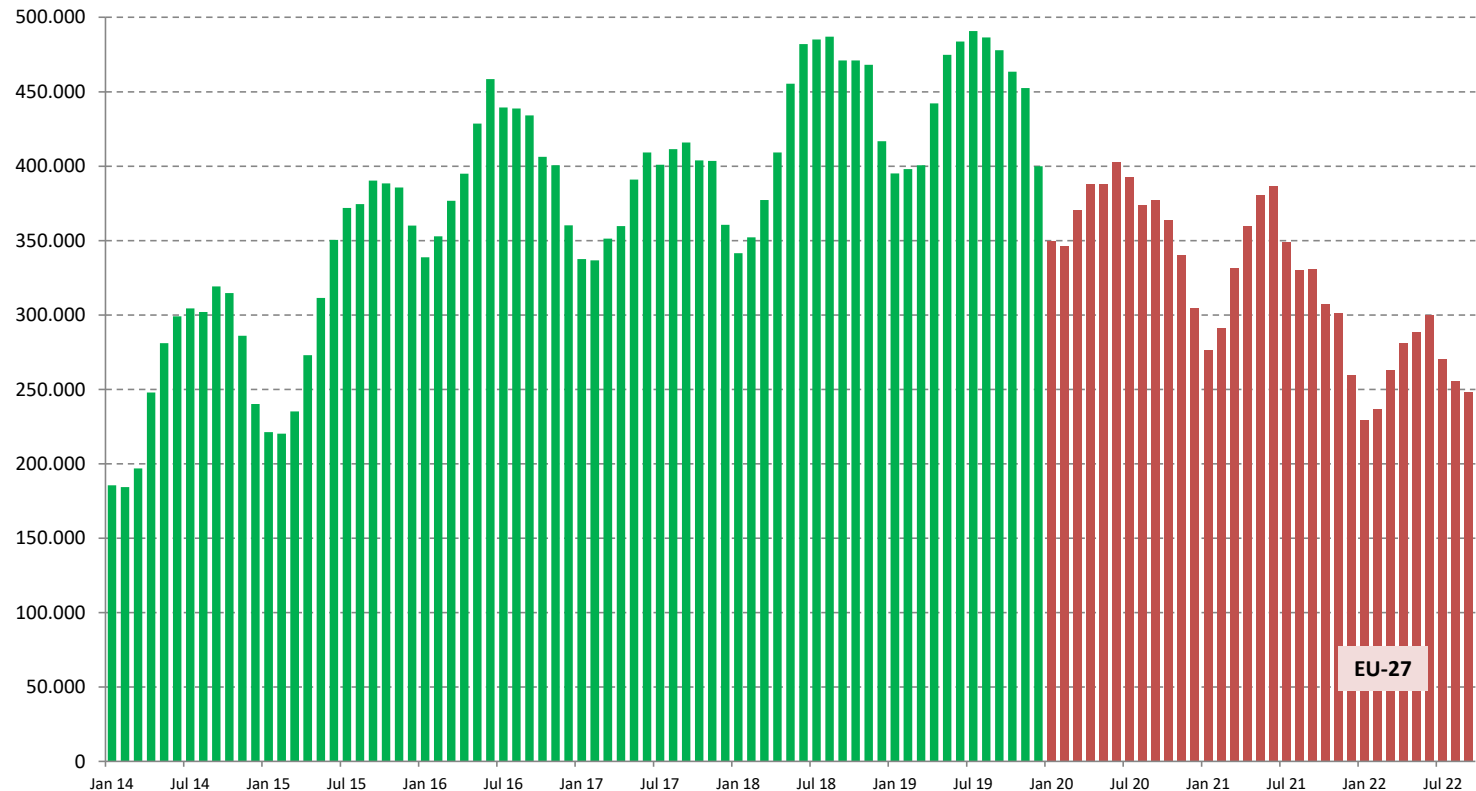
The cheese market was balanced in summer-time after a shortage in the first quarter. In autumn production started to pick up while export was slowing down. Internal demand is still healthy with a certain shift to cheaper standard products. Up to September stocks were still low, but availability up to end of November increased. Prices came under pressure in recent weeks.

European stock level estimates - Cheese - September 2022

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



stock level in tons



Situation

Milk production was hampered up to August by unfavourable weather-conditions and started to pick up since September, stimulated by historical high milk prices. Higher margins overlay the impact of enhanced production requirements, high production costs and uncertainties - short-term.

Heavy uncertainties are weighing over the market. Availability of natural gas for milk processing, energy-prices, sharply increasing input costs and consumer reactions to unknown high inflation are major concerns.

The availability of dairy products increased for the actual period with seasonal low milk deliveries. Decrease of stocks in autumn is slower than normal.

Prices of dairy commodities passed their peak and declined with higher speed in recent weeks. The EU lost competitiveness at the world market, while demand from China lost ground.

ANNEX 4

Global dairy trade flows

Eucolait



eurolait

*European Dairy Trade
Association*

Global dairy trade flows

MMO EXPERT GROUP

05/12/2022

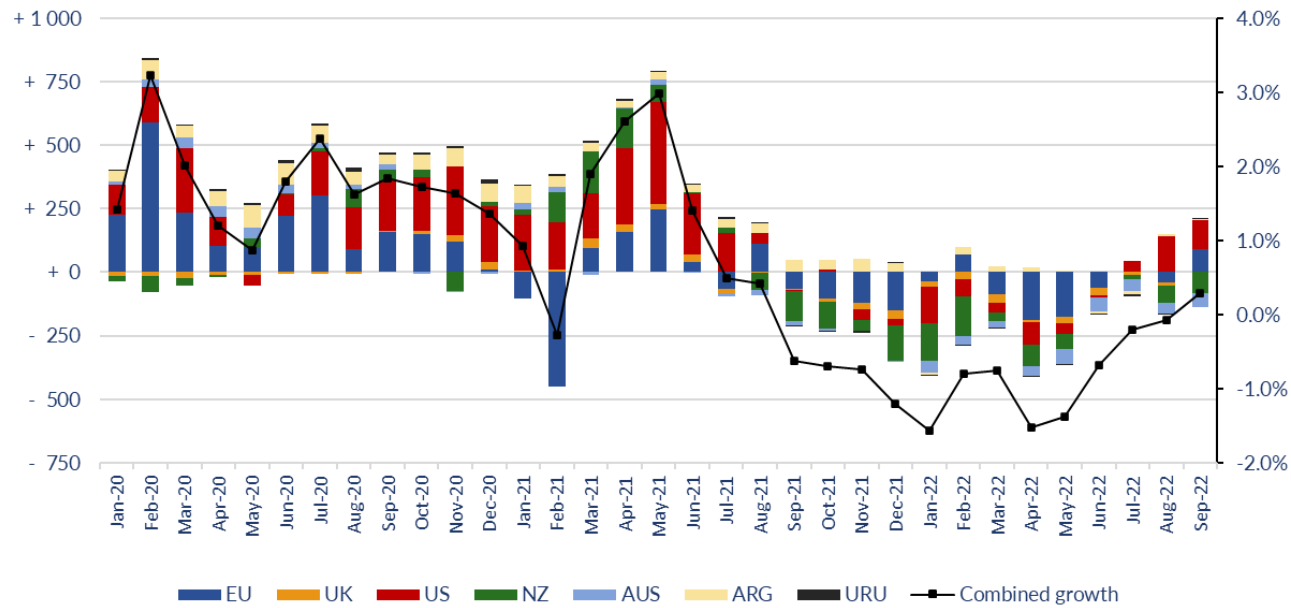
www.eurolait.eu

Outline

- Global supply
- Global exports & imports
- Demand in East Asia
- EU – UK trade flows
- Conclusions

Global supply

World milk supply growth in 2020-2022
(EU27, UK, US, NZ, Australia, Argentina, Uruguay)



MILK COLLECTION OF MAIN EXPORTERS - SEPTEMBER 2022					
Country	Volume in '000 tonnes	Δ% YOY 22/21	Volume YTD in '000 tonnes	Δ% YTD 22/21	Δ% Season to date 22/23
EU27	11 505	↑ +0.8%	110 173	↓ -0.4%	
United States	8 293	↑ +1.4%	86 018	→ -0.1%	
New Zealand	2 507	↓ -3.2%	15 629	↓ -5.0%	↓ -3.7%
Australia	824	↓ -6.2%	5 881	↓ -6.3%	↓ -6.3%
Argentina	1 105	↑ +0.3%	9 766	↑ +0.7%	
Uruguay	216	↑ +1.5%	1 540	↓ -1.6%	
United Kingdom	1 131	→ +0.2%	11 009	↓ -1.5%	
TOTAL	25 581	→ +0.3%	240 016	↓ -0.7%	

Global dairy exports in ME

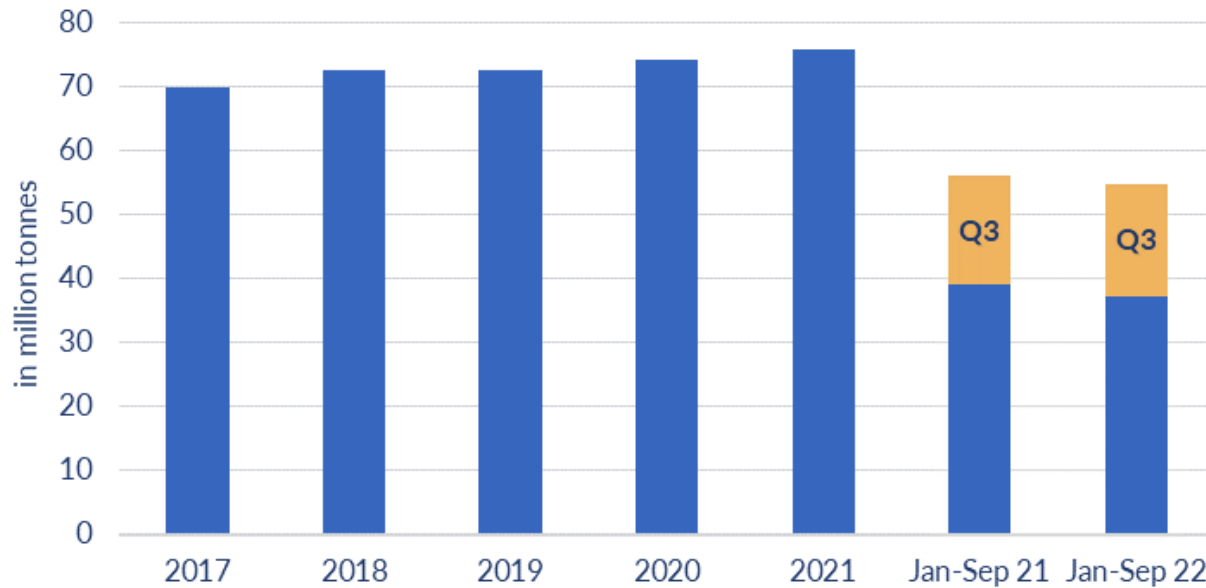
Global dairy exports:

Q3 22/21: +2,7%

Jan Sep 22/21: -2,3%

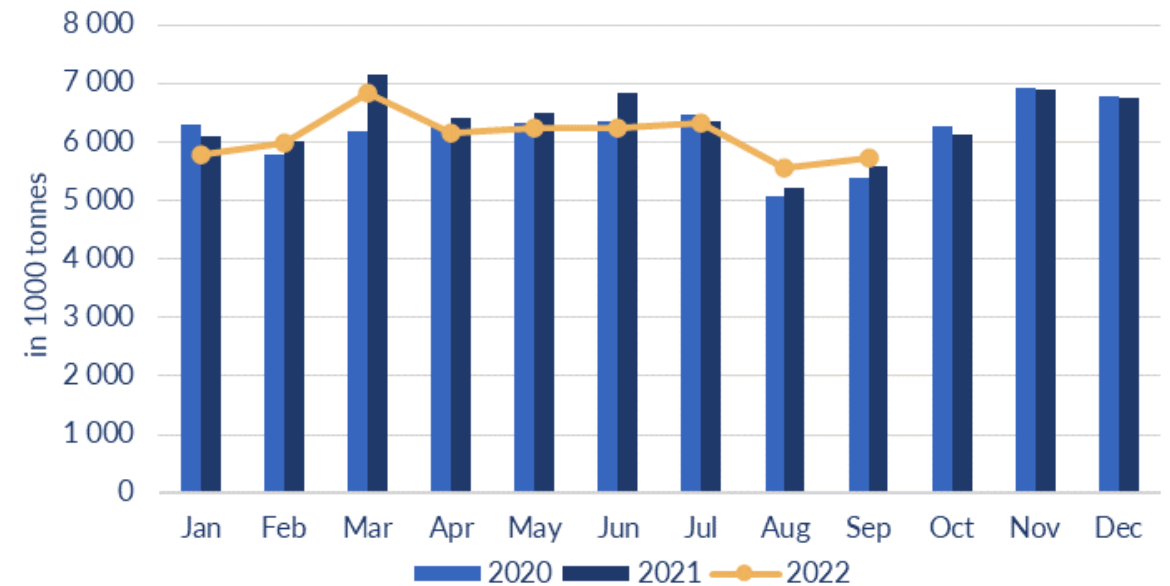
Global dairy exports in milk equivalent

Cheese, butter(oil), SMP, WMP, whey, lactose, casein(ates)



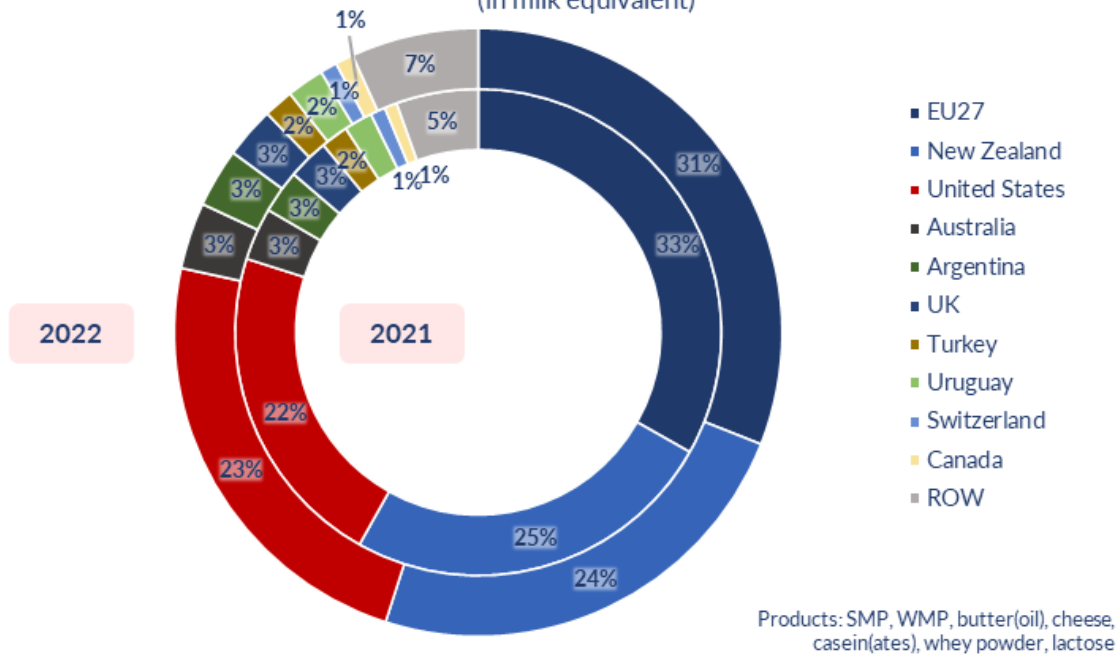
Monthly global dairy exports in milk equivalent

Cheese, butter(oil), SMP, WMP, whey, lactose, casein(ates)

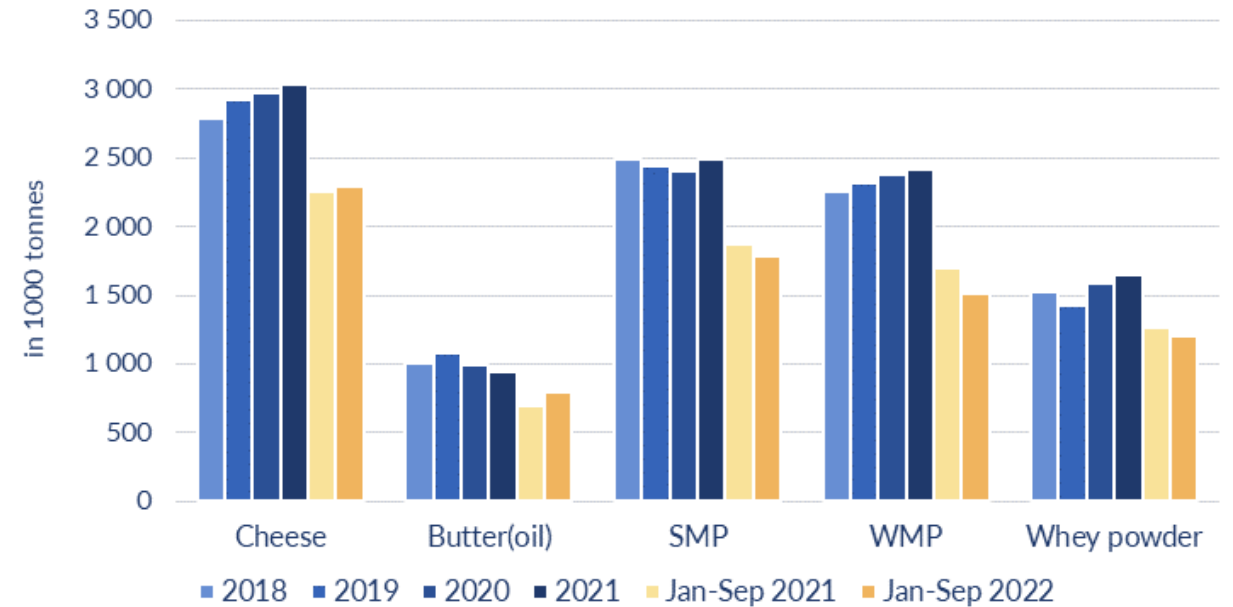


Global dairy exports

Export shares in % of total export volumes (Jan-Sep)
(in milk equivalent)

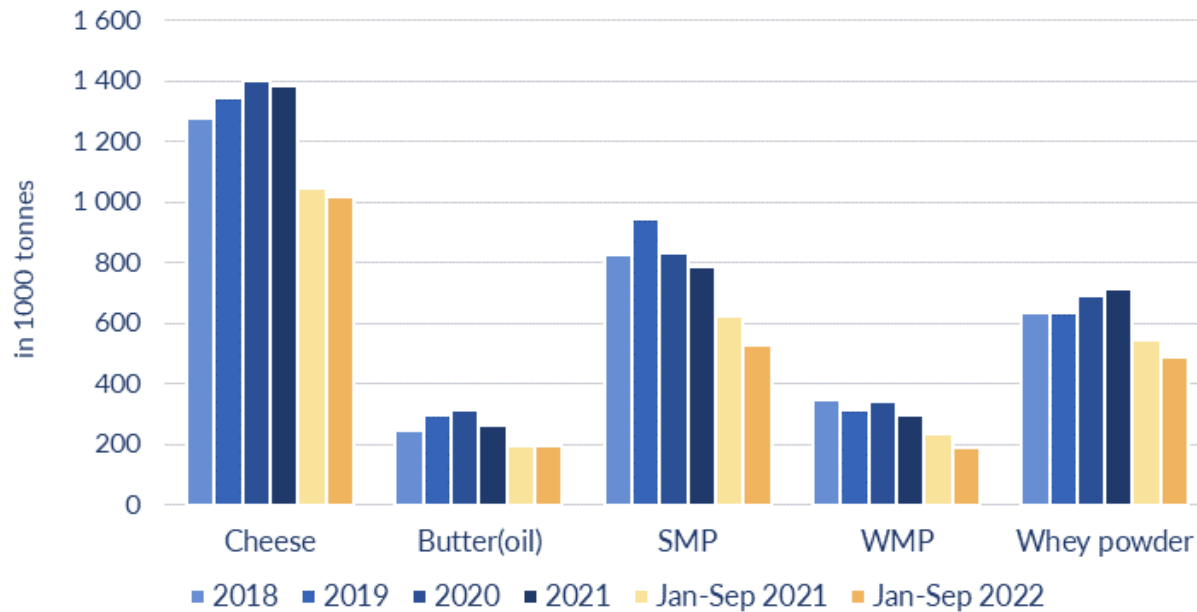


Global exports of main dairy commodities



EU exports by product and destination

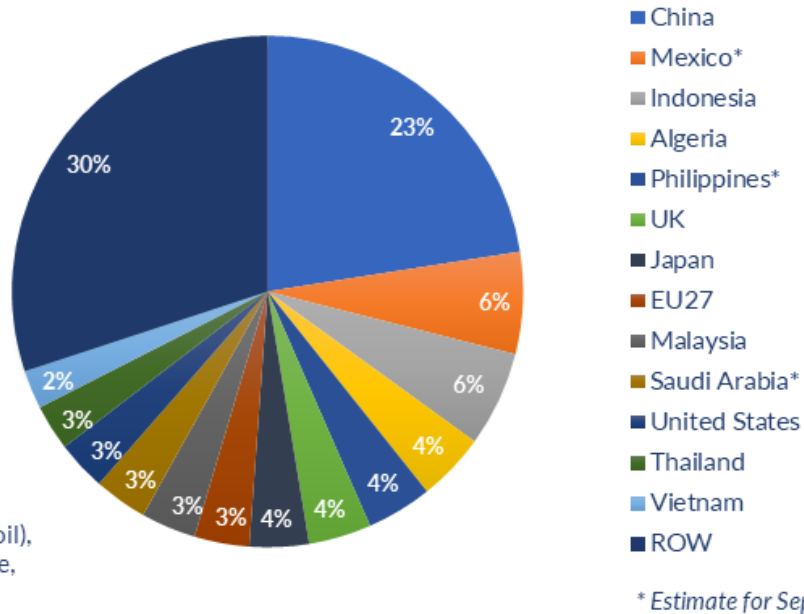
EU exports of main dairy commodities



EU export destinations in Jan-Sep 2022		
Country	Share of EU exports	Δ% 22/21
Total	100%	↓ -9%
UK	13%	↑ +6%
China	12%	↓ -30%
Indonesia	5%	↓ -17%
United States	5%	↑ +4%
Algeria	4%	↓ -9%
Japan	4%	→ -0%
Malaysia	3%	↓ -12%
Saudi Arabia	3%	↑ +5%
Thailand	2%	↓ -23%
Egypt	2%	↓ -6%
South Korea	2%	↑ +4%
Philippines	2%	↓ -12%
Switzerland	2%	↑ +7%
ROW	39%	↑ +16%

Main import markets

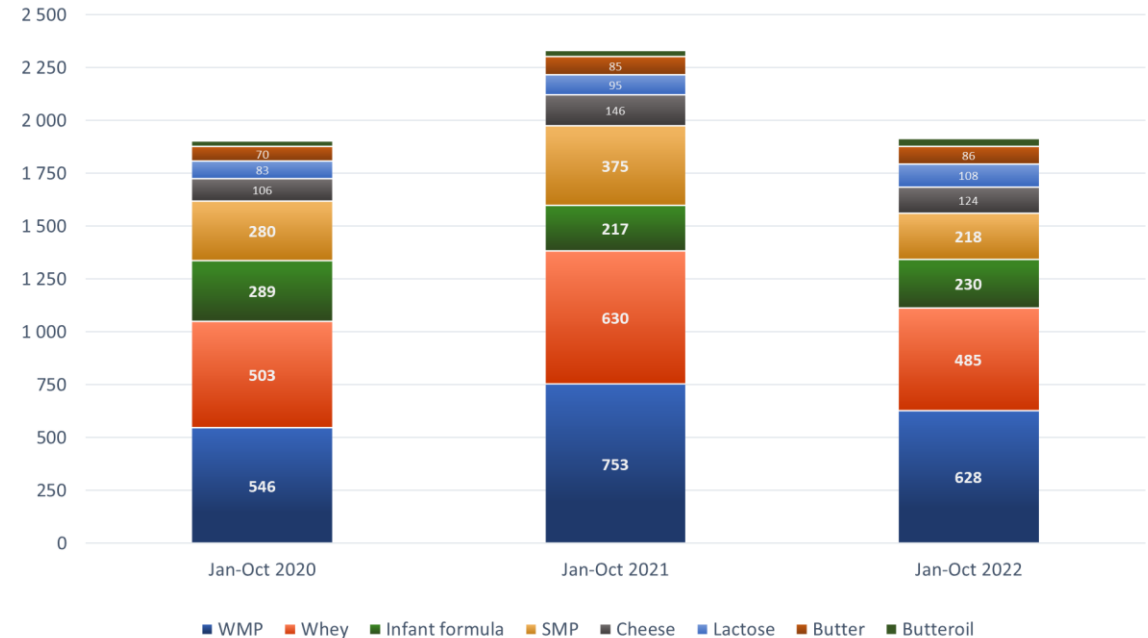
Main import markets in Jan-Sep 2022
(in milk equivalent)



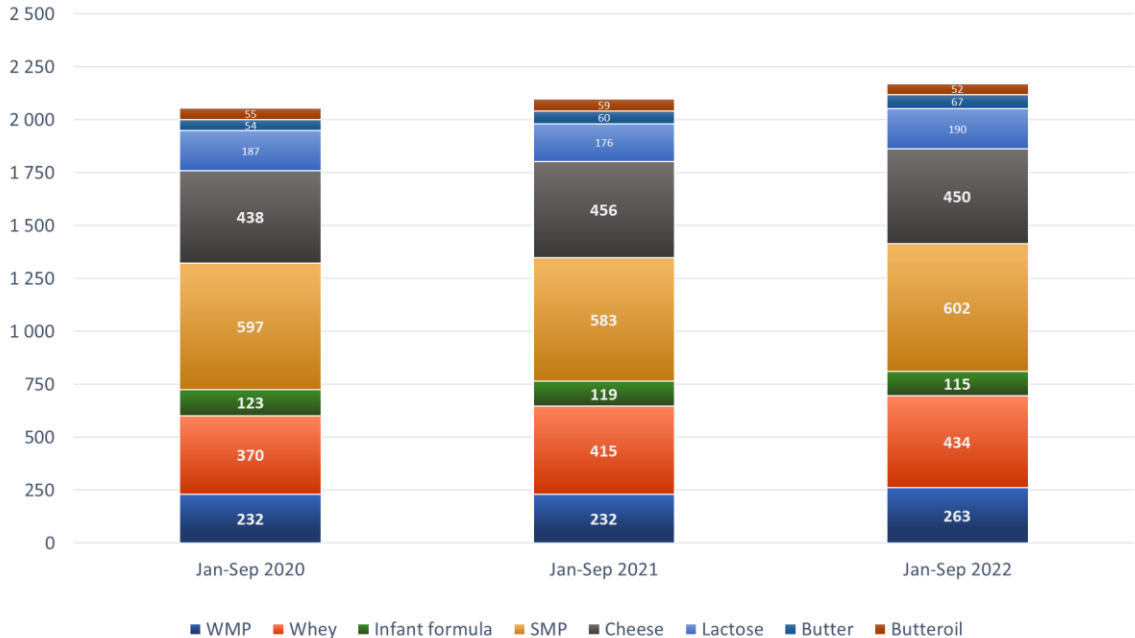
Main import markets in Jan-Sep 2022	
Importers	Δ% 22/21
World	↓ -2%
China	↓ -18%
Mexico*	↑ +8%
Indonesia	↑ +16%
Algeria	↑ +3%
Philippines*	↑ +13%
UK	↑ +2%
Japan	↑ +3%
EU27	↑ +18%
Malaysia	↑ +2%
Saudi Arabia*	↑ +7%
United States	↑ +9%
Thailand	↑ +5%
Vietnam	↓ -20%
ROW	→ -1%

East Asia imports

Cumulated China imports
(in 1000 tonnes)



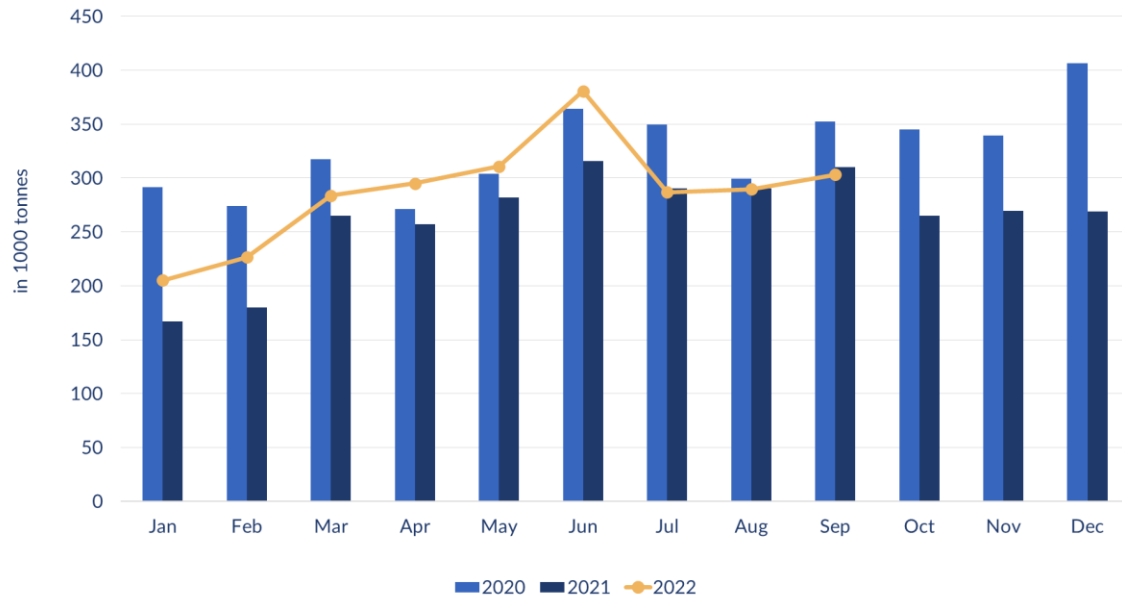
Cumulated other East Asia imports
(in 1000 tonnes)



EU-UK trade

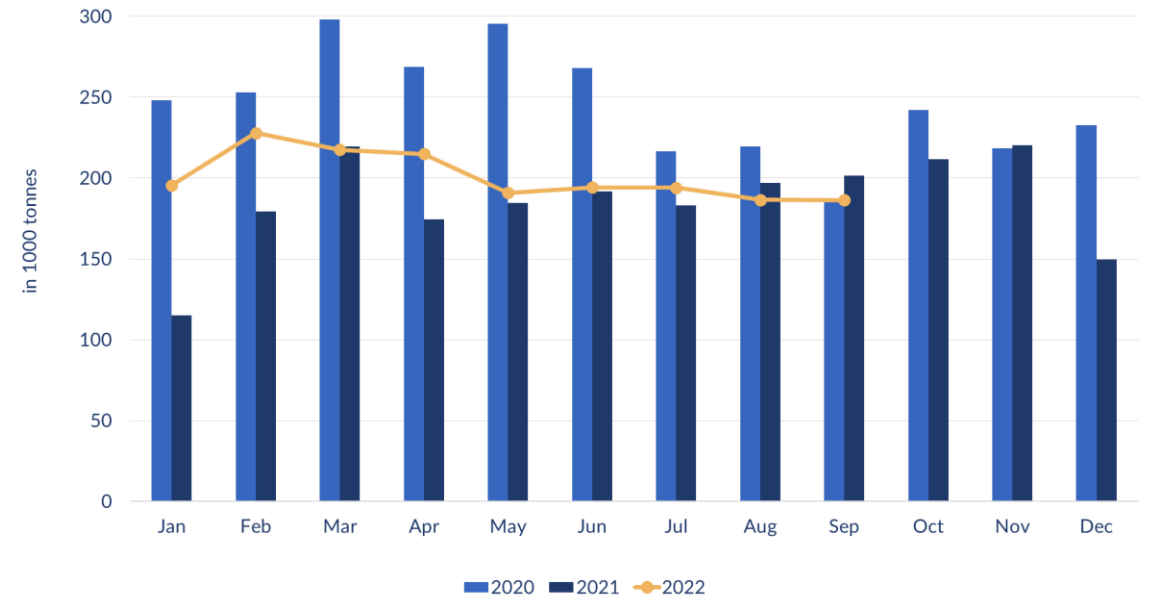
EU dairy exports to the UK in milk equivalent

Cheese, butter(oil), SMP, WMP, whey, lactose, casein(ates), milk, cream



UK dairy exports to the EU in milk equivalent

Cheese, butter(oil), SMP, WMP, whey, lactose, casein(ates), milk, cream



Conclusions

- **Milk production** in the main exporting regions has **returned to growth for the first time in a year**, mainly due to the shift in Europe which is taking place against a weak H2 2021 and has been supported by high milk prices and favourable weather conditions. None of the main exporters is expected to record strong increases in the short and medium term, though US will certainly remain in growth mode.
- The collateral damage of Russia's war is omnipresent. **Energy prices** have declined during the autumn but **remain very high, affecting industry profitability and consumer's purchasing power** as well as fueling inflation. There are signs of consumers trading down and reducing purchases but the effects have not been dramatic to date.
- Despite the geopolitical and economic woes, **global trade increased in Q3**. Although total trade volumes will decline in 2022 for the first time in two decades, largely because of China, **most main importers have bought more dairy products**. While affordability challenges are a reality in some markets, South-East Asia (especially Indonesia) has held up well and demand in MENA is reported to be particularly strong given the high oil prices.
- **EU exports have remained sluggish**, hampered by increased costs and uncompetitive pricing. **Other main suppliers have shown a mixed performance** depending on product, but overall the US continues to gain ground on the world market. Exports out of Argentina have also increased.
- **Sentiment has weakened** due to **stronger milk flows, inflationary pressures, economic anxiety** and the **uncertain perspectives in China** where strict covid measures remain in place so far. The outlook however seems reasonably stable as production growth will likely be moderate and recent price corrections are expected to boost demand.

Thank You

Rue Belliard 199 – 1040 Brussels | Belgium
Tel: +32 (0)2 230 44 48 | info@eucolait.eu
www.eucolait.eu | twitter: [@eucolait](https://twitter.com/eucolait)



ANNEX 5

Trends in sales of milk & dairy products – a retail perspective

EuroCommerce



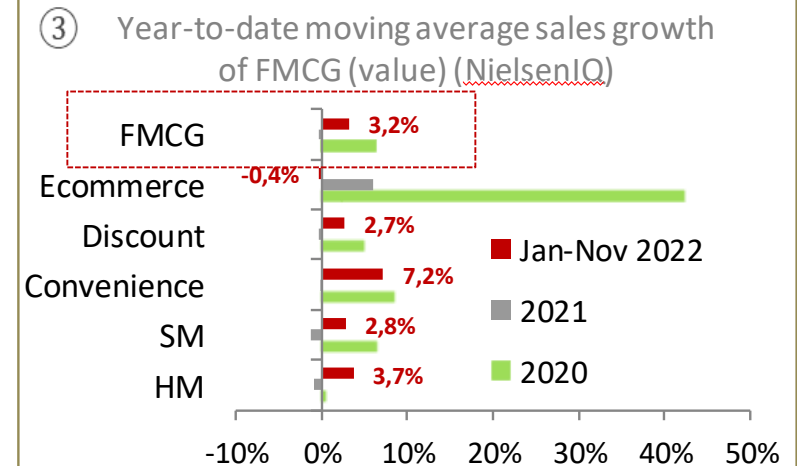
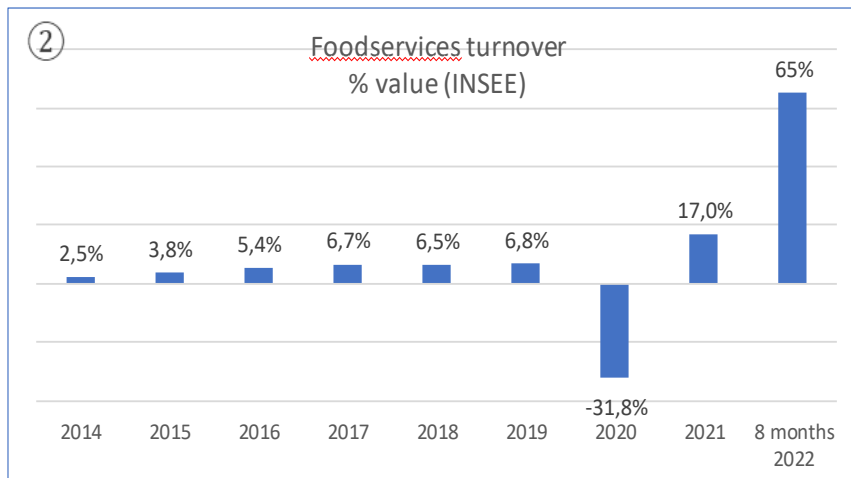
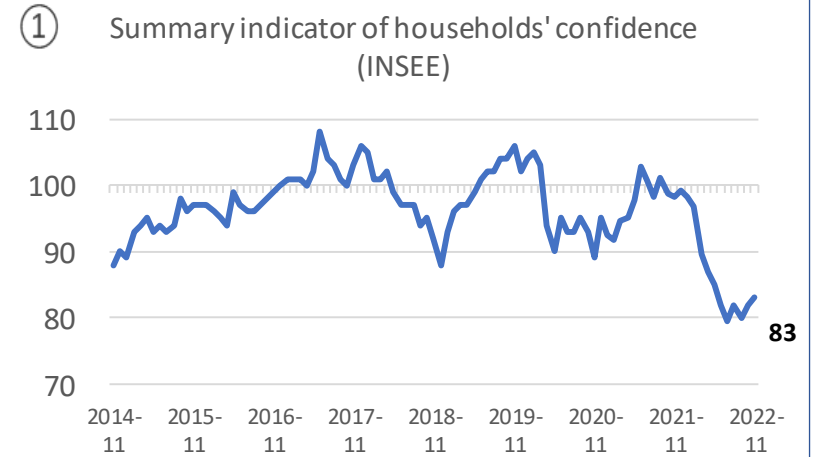
TRENDS IN SALES OF MILK & DAIRY PRODUCTS – A RETAIL PERSPECTIVE

Milk Market Observatory
5 December 2022

France

Economic context (1)

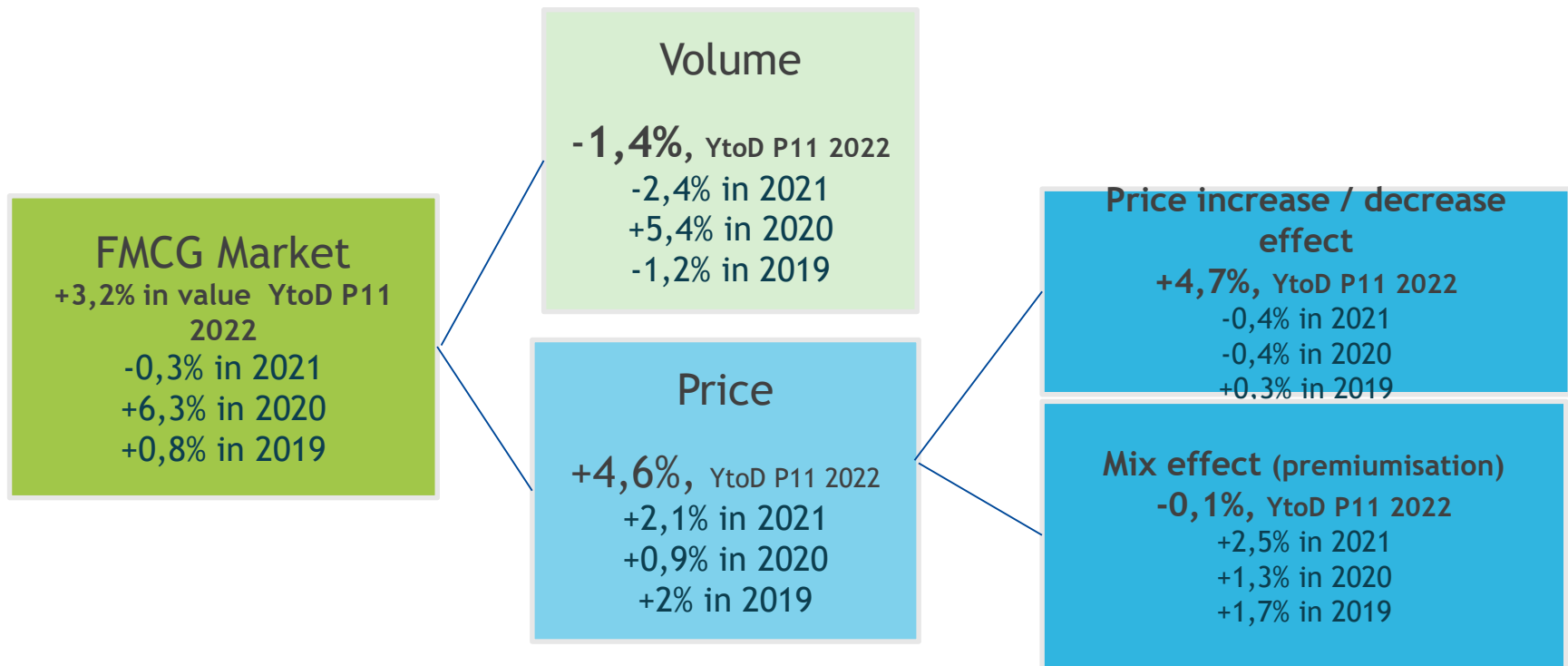
- ① In November 2022, **households' confidence** in the economic situation has rebounded slightly. At 83, the indicator that summarizes it has increased by two points in two months but remains below its long-term average (100)
- ② **Restaurant sales** rebounded 65% in the first 8 months of 2022, the sector has finally returned to its pre-crisis level : revenues are 14% higher. Within the European Union, the trend is similar: +65% (7 months).
- ③ **FMCG sales** increased during the first 11 months of the year (+3,2%) but decreased in volume (-0,9%).



France

Economic context (2)

- ❖ Growth in FMCG sales during the January-November 2022 period was exclusively due to a price effect (+4,7%). volumes were down by 1.4%.
- ❖ The value-added effect (upmarket consumption) is now non-existent : -0.1% during the January-November 2022 period vs +2,5% in 2021.



Source : NielsenIQ - YtoD to 06 November 2022

France

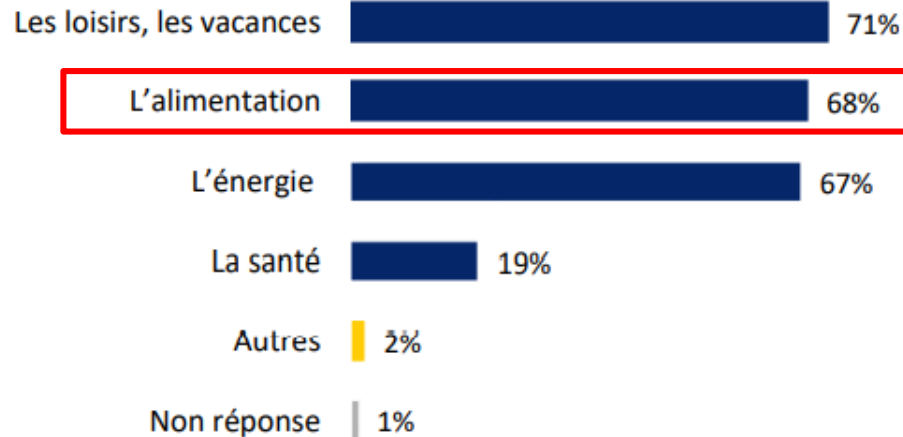
Economic context (3)

A very large majority of households have reduced their consumption (67%). It is in the areas of leisure (71%), food (68%) and energy consumption (67%) that the French population has made sacrifices in spending,

In what areas have you reduced your consumption?

Base: those who have reduced their consumption (67% of those interviewed)

Grand public



France

Focus on hypermarkets and supermarkets

Sales of dairy products in hypermarkets and supermarkets fell by 2,6% in volume during the first 11 months of 2022, compared to the same period in 2021 but increased by 3,1% in value.

CUMUL A DATE HMSM+SDMP+ECommerce+PROXI	EVOLUTION VALEUR	POIDS VALEUR	CONTRIBUTION GAINS/PERTES	EVOLUTION VOLUME UC
PGC FLS	3.2%			-0.9%
DPH	2.3%	14.8%		-2.8%
DPH - ENTRETIEN	0.1%	5.7%	0%	-4.3%
DPH - HYGIENE BEAUTE	2.7%	7.0%	5%	-1.9%
DPH - PAPIER	6.8%	2.2%	4%	-1.4%
EPICERIE	4.2%	29.6%		-1.1%
EPICERIE SALEE	6.1%	13.1%	22%	-0.9%
EPICERIE SUCREE	2.8%	16.5%	13%	-1.3%
FRAIS	3.6%	34.4%		-1.7%
FRAIS - LAITIER	3.1%	16.0%	14%	-2.6%
FRAIS - NON LAITIER	4.1%	18.4%	21%	-0.7%
LIQUIDES	1.8%	16.6%		3.5%
LIQUIDES - ALCOOL	-2.7%	9.4%	-85%	-3.1%
LIQUIDES - SANS ALCOOL	8.2%	7.2%	16%	6.2%
SURGELES	2.8%	4.5%		-2.6%
SURGELE SALE	-1.4%	3.1%	-15%	-7.1%
SURGELE SUCRE	13.5%	1.4%	5%	9.4%

Source: NielsenIQ - year-to-date 06 november 2022

France

Focus on hypermarkets and supermarkets

Data : october 2022

Cheese: Still losses over the month, but less than over the last year. Volumes are still above their pre-Covid level.

Liquid milk: 2nd most penalized market over this period.

Dairy fat: Covid profits are still shrinking and the category is the most penalized over the past month.

Cream: A slight lull over the month, without stopping the annual losses that place this market as the 2nd most penalized since January 2022,

Ultra Fresh: Also a lull in the month and one of the least penalized markets of the year. However, its sales remain below pre-Covid levels.

Source: IRI - HMSM Discount Ecommerce

Evolution Ventes volume (%)		Sur le mois	Depuis le 1 ^{er} janvier	Sur un an
    	Total Produits Laitiers	● -1,8	● -3,2	● -3,5
	Lait liquide	● -3,5	● -3,8	● -3,9
	Mat. grasses laitières	● -4,8	● -6,5	● -6,3
	Crème	● -0,5	● -6,2	● -6,3
	Ultra-frais	● 0,1	● -2,2	● -2,7
	Fromages LS	● -1,7	● -2,8	● -3,2

France

Focus on inflation (1)

Inflation in November 2022 : FMCG

- ❖ One-year inflation accelerated sharply to +11,96% overall.
- ❖ All types of brands are now inflationary, including national brands at +10,16%.
- ❖ The dairy product section is now one of the most inflationary section at +15,87% between November 2021 and November 2022. Between October and November, the increase was : +1,22% (vs 0,86% for the FMCG).
- ❖ Dairy products sold under “first prices” (premiers prix) jumped 23,15% in one year

Source: IRI (hypermarkets, supermarkets, e-commerce)

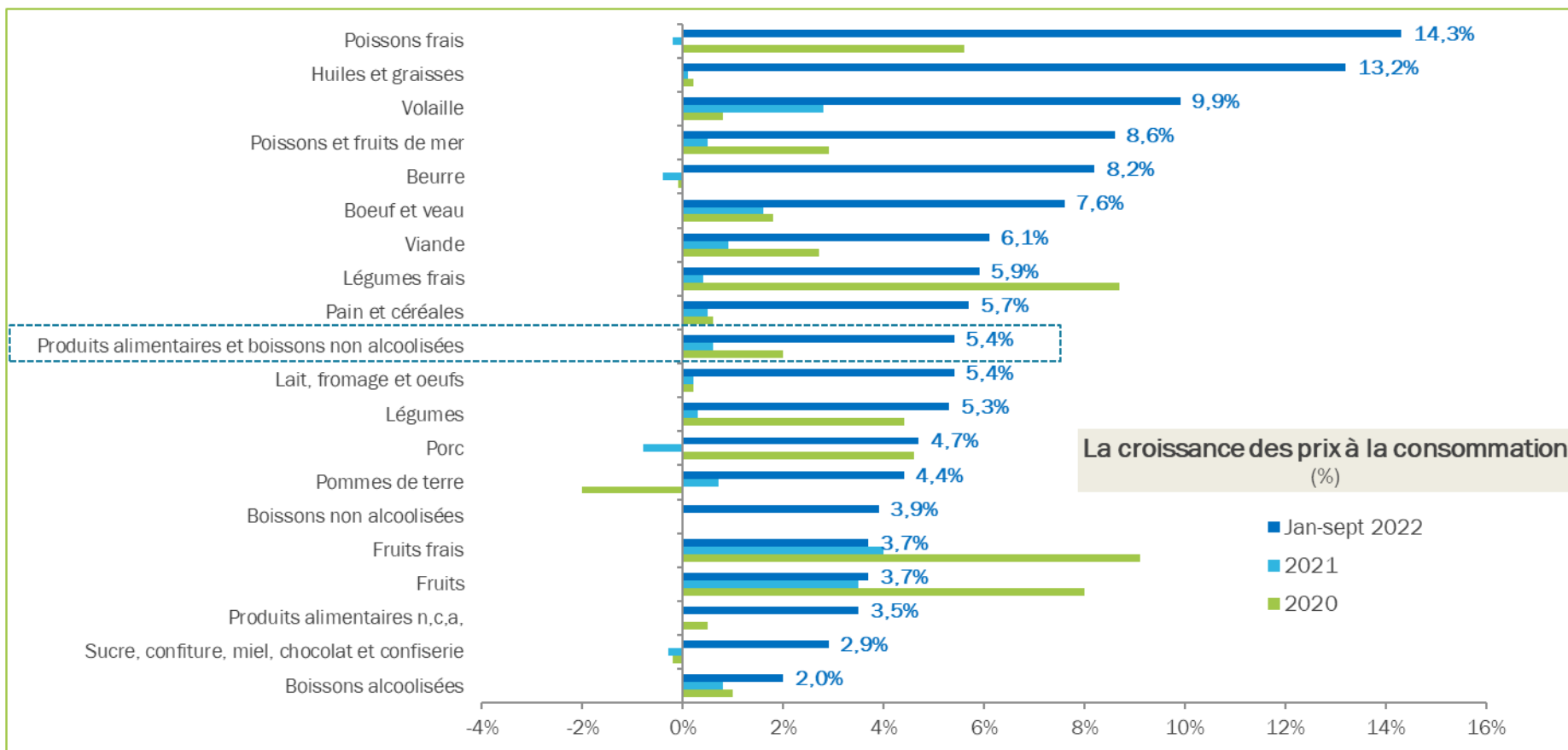
	Tous Circuits			
	Tous produits	MN	MDD	PPX
TOTAL INFOSCAN IRI	11,96	10,16	15,81	18,06
INFOSCAN ALIMENTAIRE	12,03	10,22	15,89	18,46
DPH	9,93	6,36	17,51	23,75
ENTRETIEN	7,68	5,19	14,10	13,91
HYGIENE	11,05	6,98	19,03	27,27
EPICERIE	12,46	11,19	16,16	16,63
EPICERIE SALEE	13,84	12,40	17,07	17,73
EPICERIE SUCREE	11,27	10,28	15,01	15,15
FLS POIDS FIXE	14,77	13,25	16,58	19,98
CREMERIE	15,87	14,62	17,42	23,15
FRAIS NON LAITIERS LS	13,11	11,37	15,19	17,03
SURGELES GLACES	16,64	14,36	18,42	26,32
LIQUIDES	6,48	6,17	8,32	8,37
BIERES ET CIDRES	7,78	7,65	8,93	13,13
BRSA ET EAUX	8,48	8,13	9,84	10,15
SPIRITUEUX ET CHAMPAGNES	3,66	3,31	5,88	4,44
INFOSCAN BAZAR	8,96	7,49	12,41	9,68



France

Focus on inflation (2)

The growth of consumer prices of food products has tended to accelerate in recent months. Fresh fish prices have risen by 14,3% in the first 9 months of the year, oil & fats prices have risen by 13,2%, poultry by 9,9%, etc. The growth in **dairy products** prices was less marked: 5,4% over 9 months



(*) IPC : indice des prix à la consommation (ensemble des ménages / France) / Source : INSEE - dernière donnée septembre 2022

France

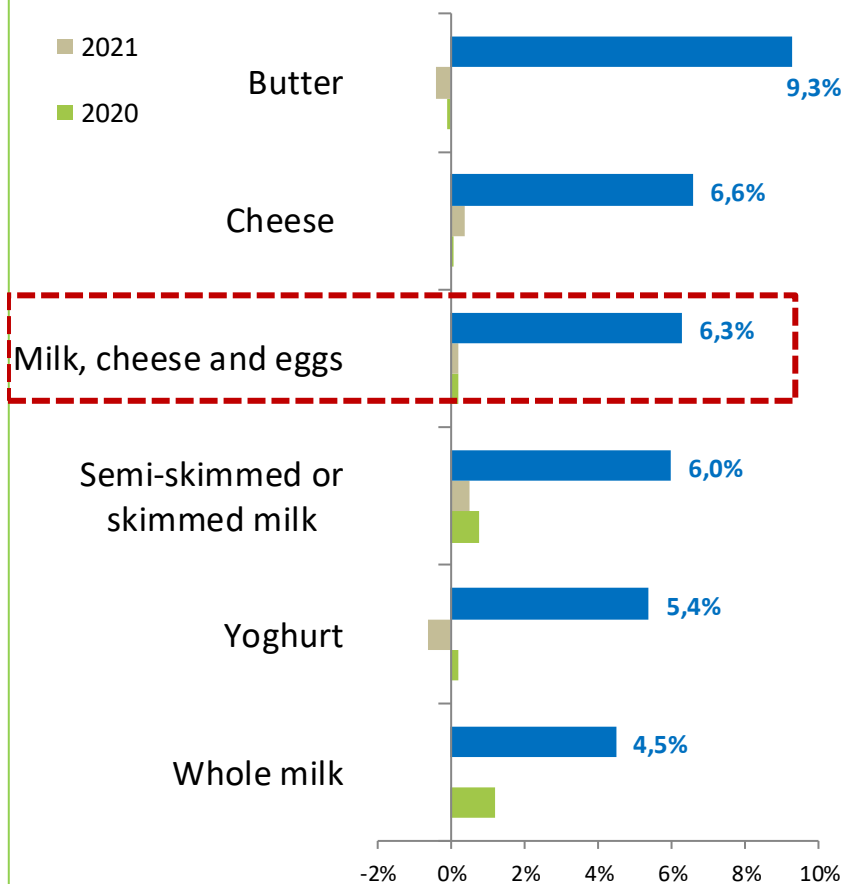
Focus on inflation (3) : dairy products

Growth in consumer prices (%)

■ Jan-october 2022

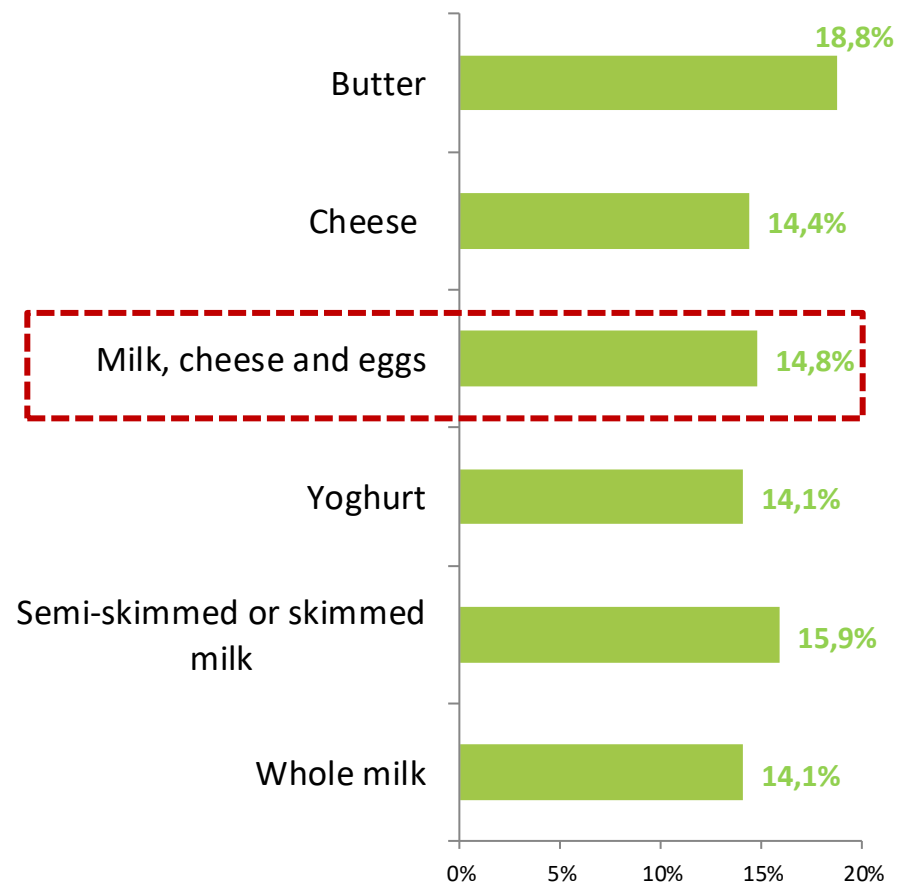
■ 2021

■ 2020



Growth in consumer prices (%)

October 2022 / October 2021



(*) IPC : indice des prix à la consommation (ensemble des ménages / France) / Source : INSEE - dernière donnée octobre 2022

France

Organic market (hyper, supermarkets, discount, ecommerce)

Trend Reversal. According to Nielsen data, organic sales have decreased by **-3,7%** over the last 12 months to mid-November 2022 (vs +2,7% for the overall market). Organic represents 4,8% of FMCG sales, down slightly from 5.2% a year ago. In terms of distribution channels, organic sales in hypermarkets fell by -4,4% (+3,2% for all FMCG), in supermarkets they fell by -3,8%. Note an increase of +6,6% in the discount channel.



Pénétration

97.4%

-0.3 point
vs An-1



Sommes dépensées
par acheteur (€)

1 67.8€

-5.45€ vs
An-1



CAM P11

	Evolution PGC FLS	Evolution BIO	Poids du BIO (vs PGC FLS)	Contribution du BIO aux gains valeur	Contribution des fabricants et distributeurs aux pertes du BIO
HMSM+SDMP+ECOMMERCE+PROXI	2.7%	-3.7%	4.8%	-100.0%	-84.4 -15.6
ENSEIGNES HM	3.2%	-4.4%	4.1%	-100.0%	-86.7 -13.3
ENSEIGNES SM	2.0%	-3.8%	5.3%	-100.0%	-96.1 -3.9
ENSEIGNES PROXI	6.6%	-1.2%	5.6%	-100.0%	-100.0 100.0
TOTAL ECOMMERCE	-0.4%	-8.9%	7.7%	-100.0%	-51.3 -48.7
ENSEIGNES SDMP	2.1%	6.6%	3.2%	9.9%	28.0 72.0

■ MDD BIO ■ MN BIO

	Basket
2017	109,5 €
2018	130,6 €
2019	152,7 €
2020	172,2 €
2021	172,1 €
2022 (CAM P11)	167,8 €

Source: NielsenIQ

France

Sales of organic milk & dairy products

Stong decrease in the sales of organic milk and dairy products in hyper & supermarkets. All segments are affected by the decline : milk (-8,2%), ultra fresh dairy(-10,7%), cream (-15,4%), butter (-13,2%), cheese (-13,9%).



	Annuel		7 mois fabrications			Evolution (%)		
Fabrications	2020	2021	2020	2021	2022	21/20	21/22	20/22
Collecte (1 000 litres)	1 107 800	1 228 090	664 426	744 811	770 256	12,1%	3,4%	15,9%
Lait liquide (1 000 litres)	365 998	349 495	215 406	211 367	195 116	-1,9%	-7,7%	-9,4%
UF (tonnes)	92 213	88 763	53 042	53 313	46 182	0,5%	-13,4%	-12,9%
Ventes GMS			cumul annuel glissant à P8					
Lait (1 000 litres)	296 798	273 673	292 163	283 162	260 007	-3,1%	-8,2%	-11,0%
UF (tonnes)	80 820	74 850	82 550	77 651	69 377	-5,9%	-10,7%	-16,0%
Crème (tonnes)	7 219	6 413	7 202	6 746	5 705	-6,3%	-15,4%	-20,8%
Beurre (tonnes)	11 534	10 348	11 502	10 880	9 440	-5,4%	-13,2%	-17,9%
Fromages (tonnes)	11 904	11 012	11 599	11 502	9 908	-0,8%	-13,9%	-14,6%

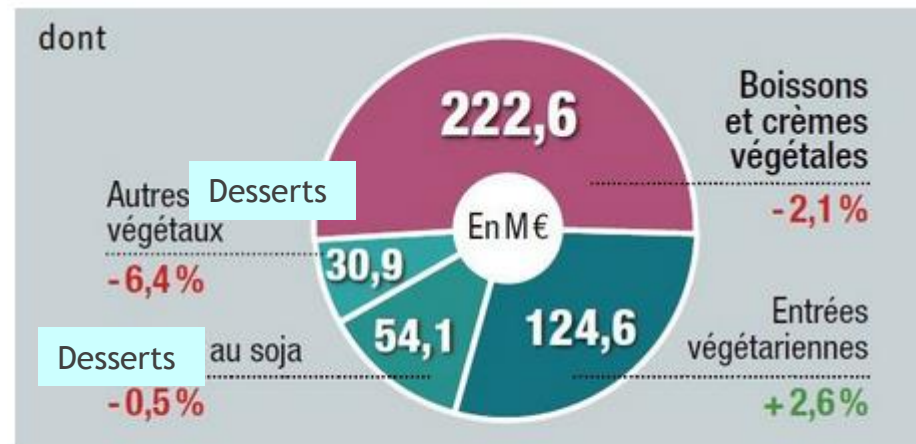
Source : Cniel / IRI (ventes en Hyper-, Supermarchés, discount et e-commerce)

Source: IRI - CNIEL

France

Plant-based options in 2022

- ❖ According to Iri, sales of the four main families of **plant-based substitutes** fell by 0.8% to €432 million on a year-to-date basis (September 2022), which represents barely 0.4% of total sales of FMCG and fresh products in France...
- ❖ The sales of vegetable drinks fell by 2,1%.

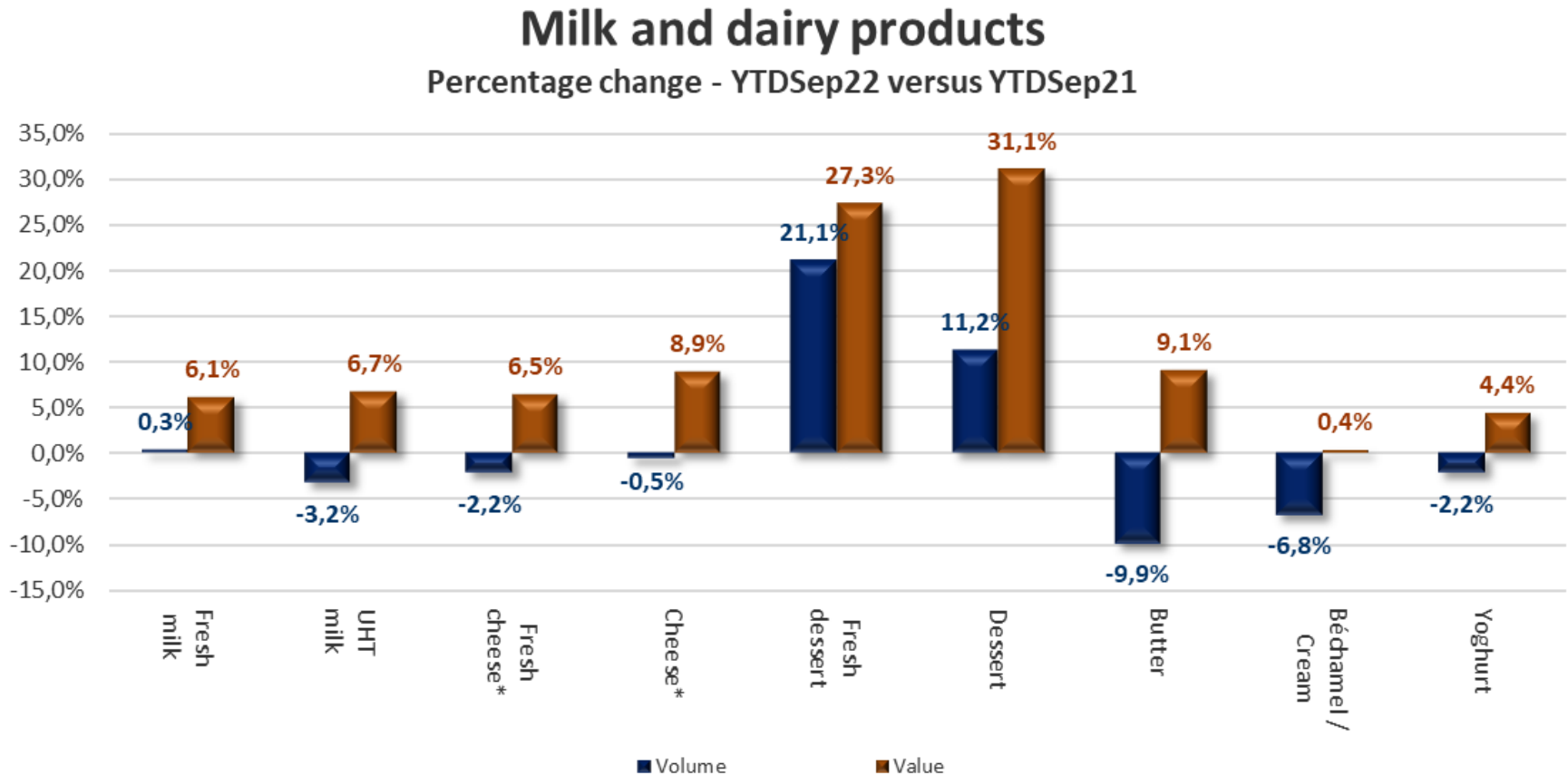


Source: LSA

Source : Iri, CAM à P9 2022

Italy – Modern retail

Milk and dairy products – Percentage change



Source: Market Track Nielsen

* Peso imposto

Italy – Modern retail

Milk and dairy products

Product category	<u>VOLUME</u> (YTD Sep22 vs. YTD Sep21) % change)	<u>VALUE</u> (YTD Sep22 vs. YTD Sep21) % change)	<u>VOLUME</u> (3Q 2022 vs 3Q 2021 % change)	<u>VALUE</u> (3Q 2022 vs 3Q 2021 % change)
Fresh milk	0,3%	6,1%	2,0%	12,9%
UHT milk	-3,2%	6,7%	-1,3%	20,2%
Fresh cheese*	-2,2%	6,5%	-0,2%	16,4%
Cheese*	-0,5%	8,9%	-0,5%	17,4%
Fresh dessert	21,1%	27,3%	20,9%	30,5%
Dessert	11,2%	31,1%	3,5%	21,2%
Butter	-9,9%	9,1%	-6,2%	25,6%
Béchamel / Cream	-6,8%	0,4%	-2,9%	15,6%
Yoghurt	-2,2%	4,4%	-1,2%	11,6%

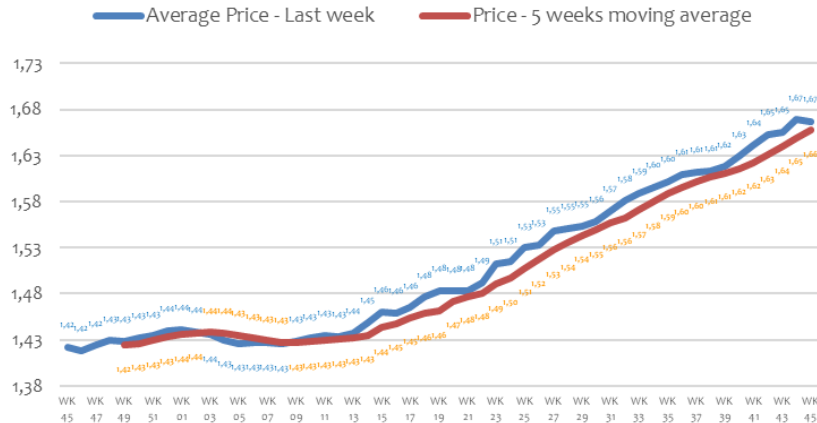
Source: Market Track Nielsen

* Peso imposto

Italy – Modern retail

Weekly average prices (€)

FRESH MILK



BUTTER

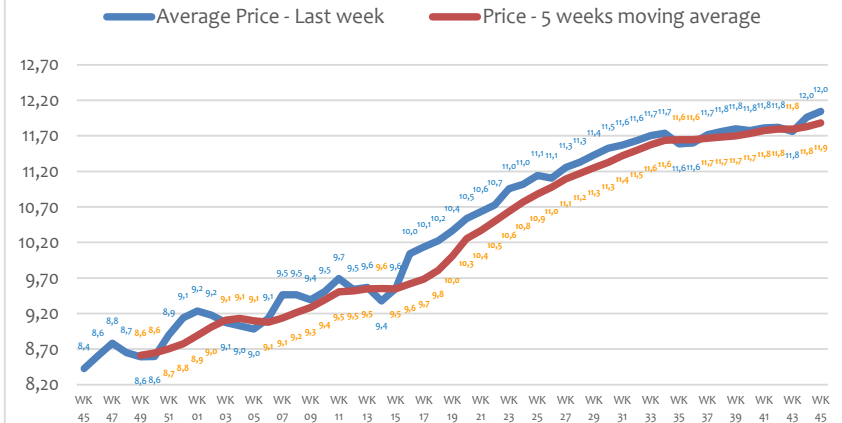
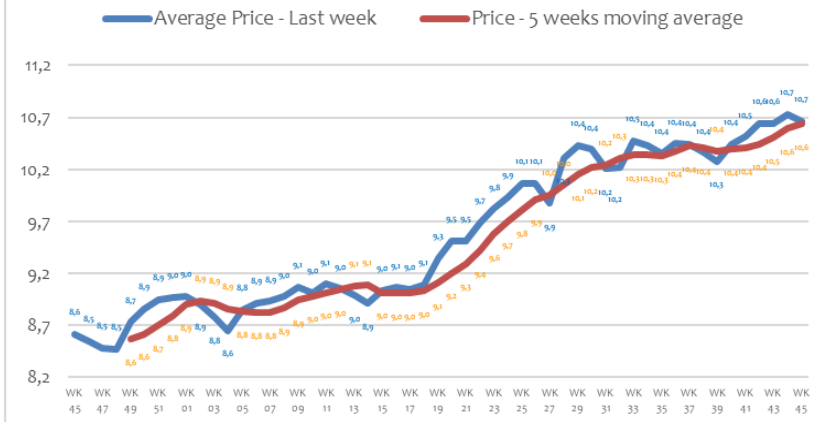
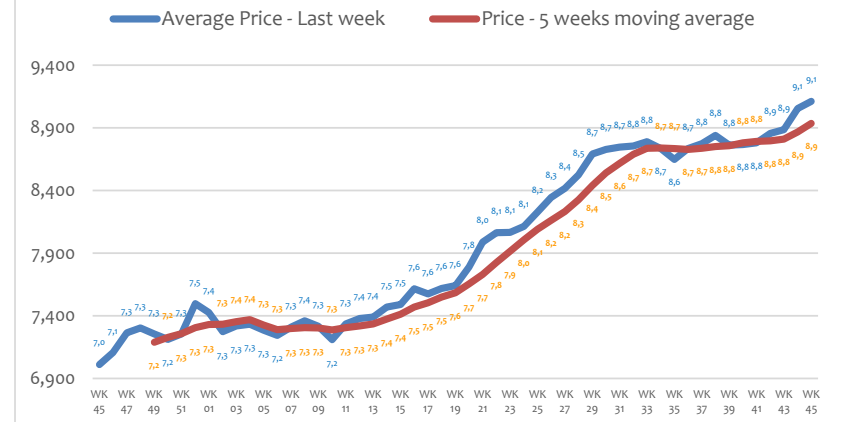


TABLE CHEESES

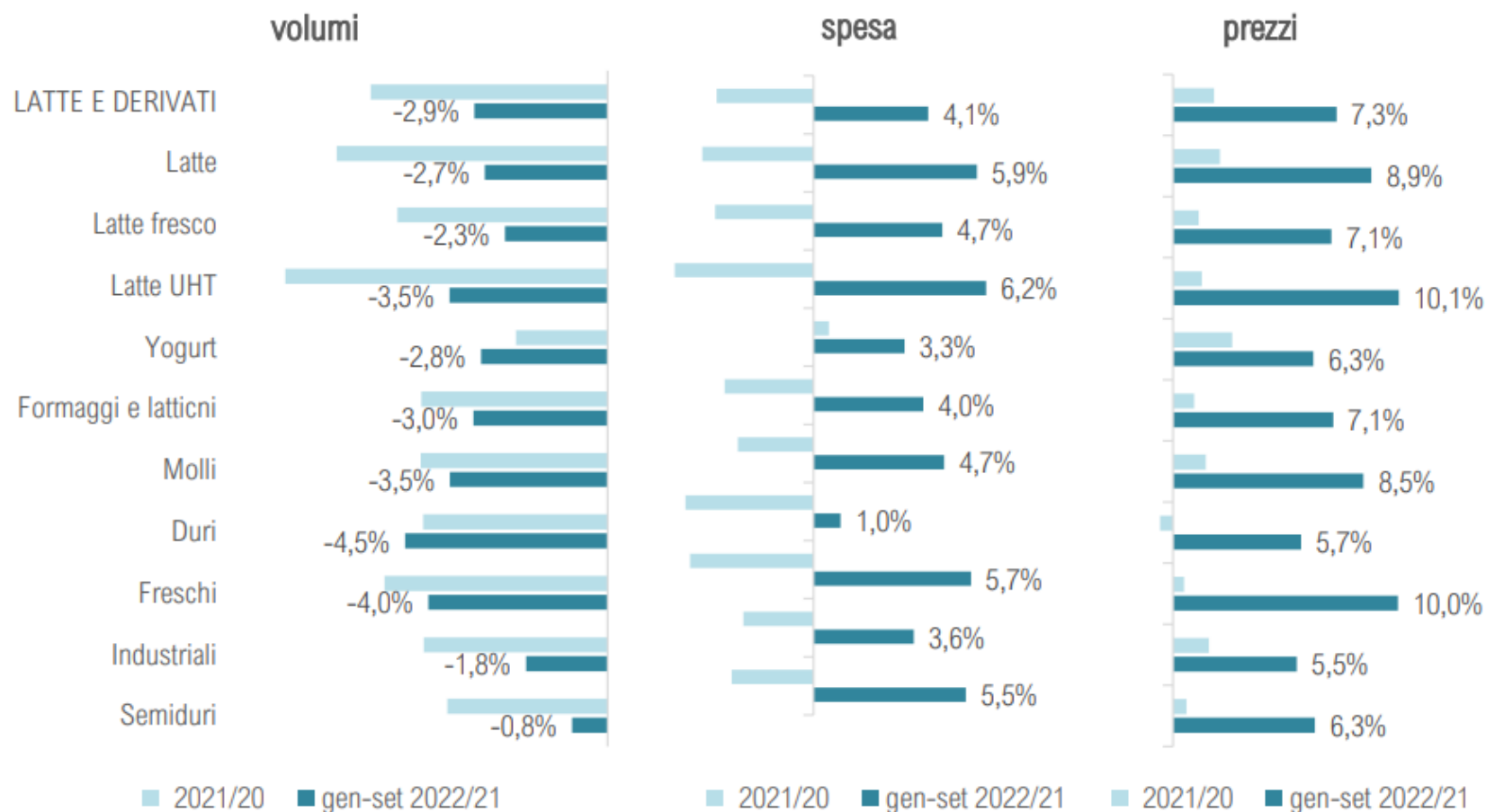


MOZZARELLA



Italy – Domestic consumption

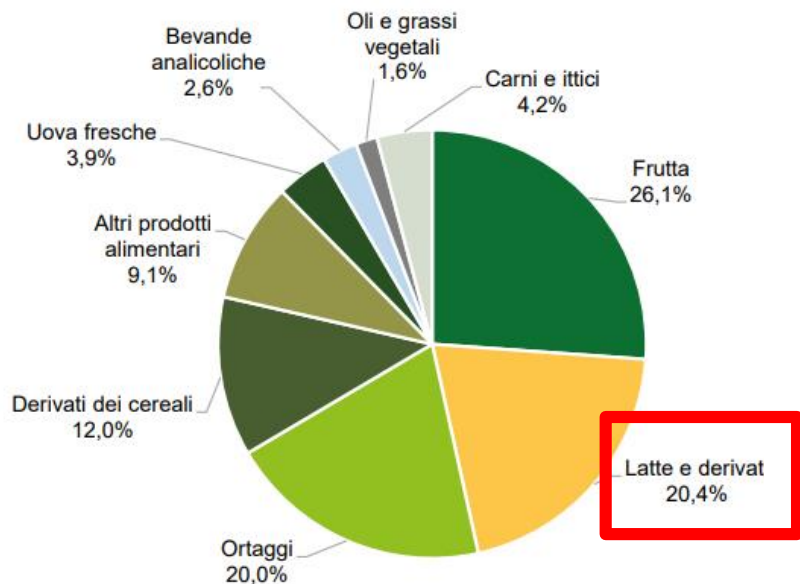
Milion tons



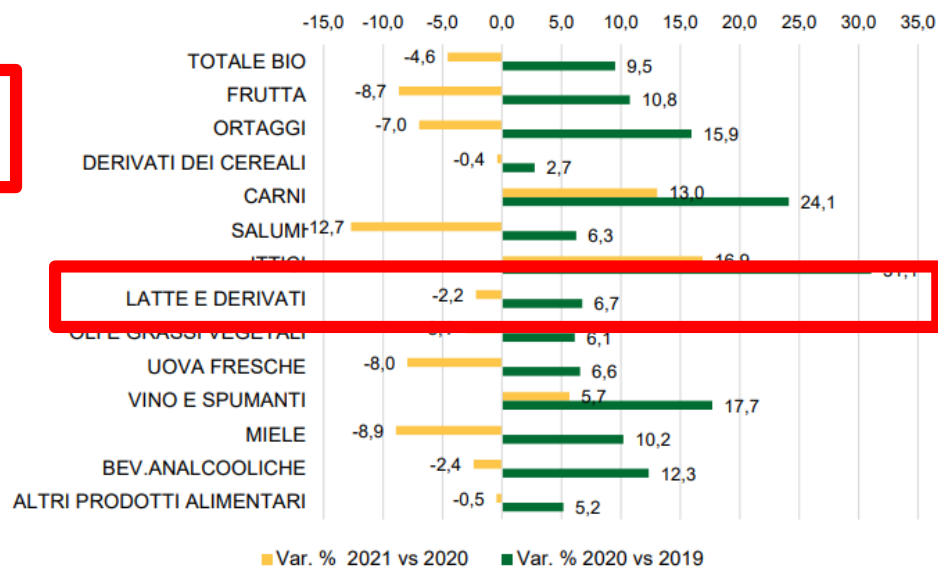
Source: Ismea / Nielsen Panel Consumer

Italy

Organic market in 2021 and 2022



Elaborazioni Ismea su dati Nielsen



Elaborazioni Ismea su dati Nielsen

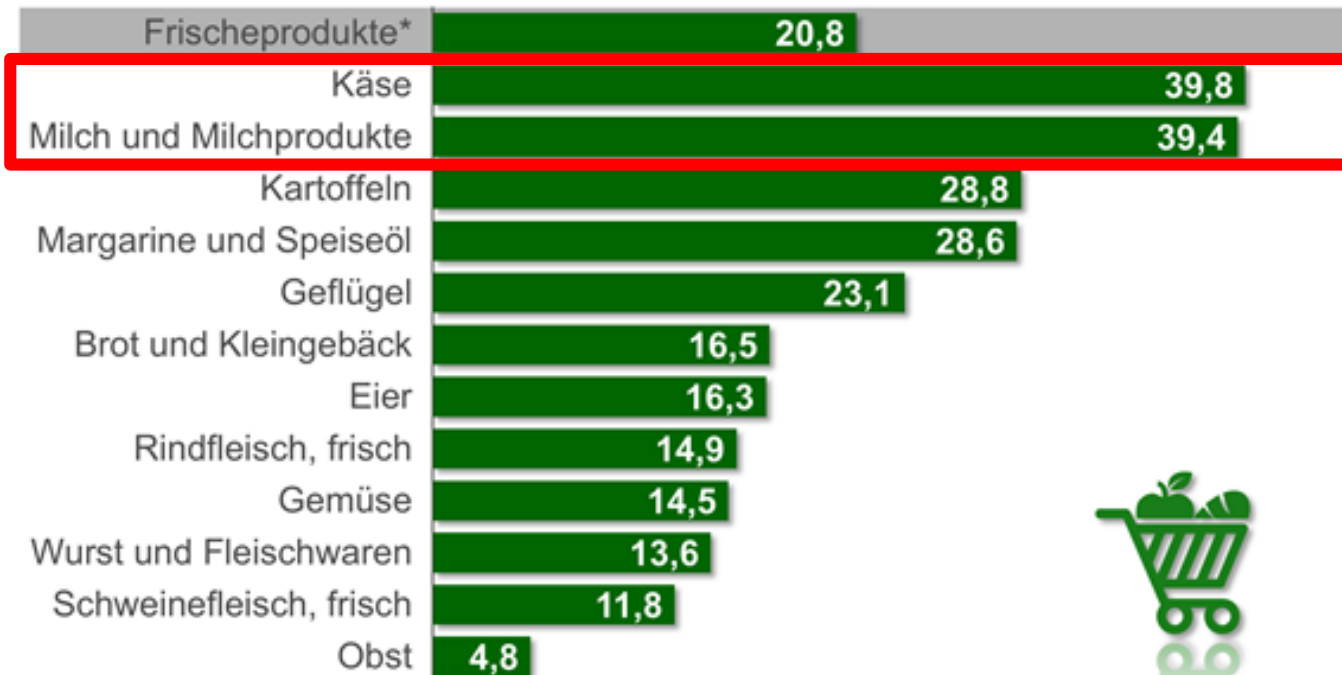
Germany

Food inflation

Lebensmittelpreise weiter auf hohem Niveau



Veränderungsrate der Verbraucherpreise für frische Lebensmittel in Deutschland, November 2022 vorläufig, in % gegenüber Vorjahresmonat



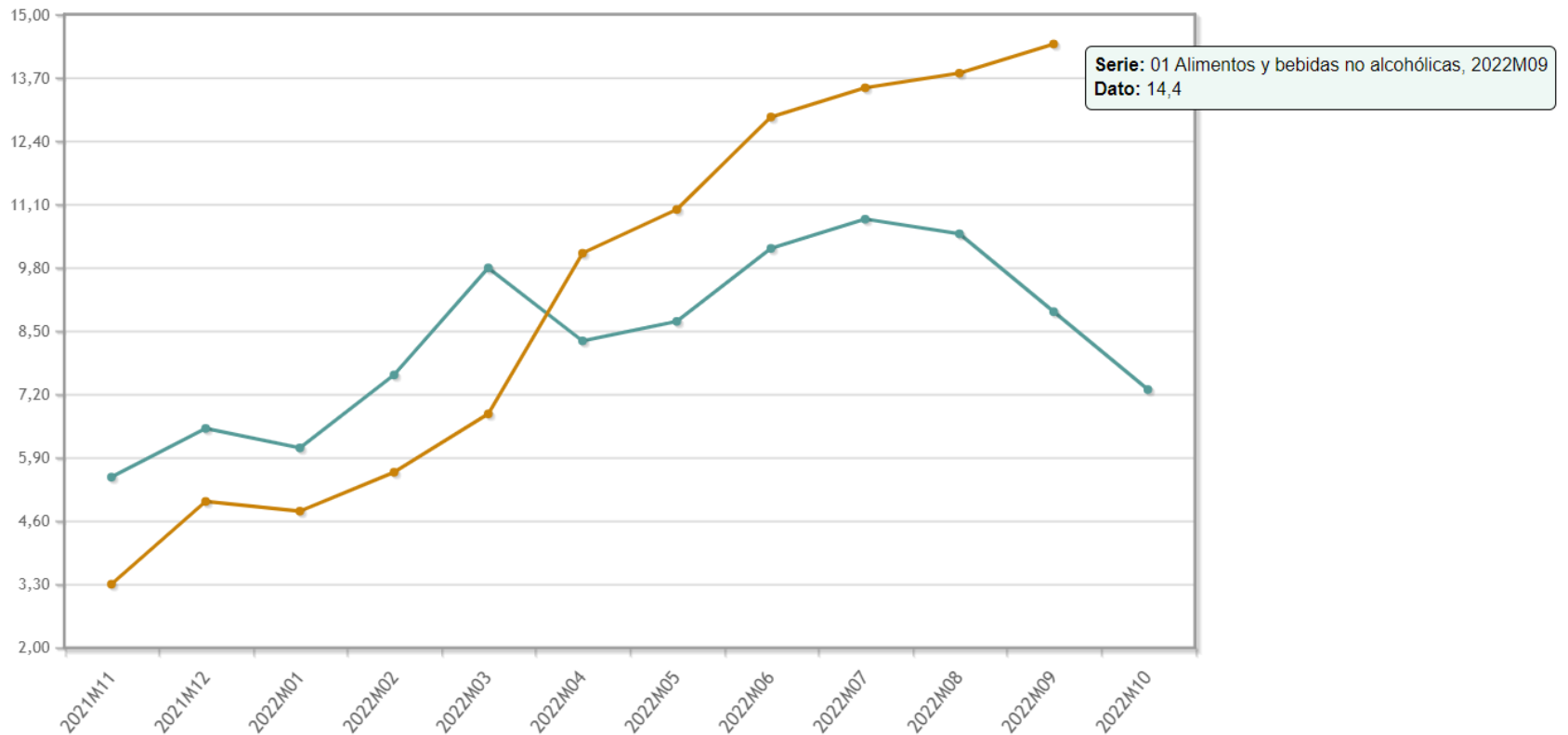
*Summe aller aufgeführten Produkte aus konventioneller Erzeugung.



Spain

Inflation

Índice de Precios de Consumo (IPC), Grupos ECOICOP, Variación anual

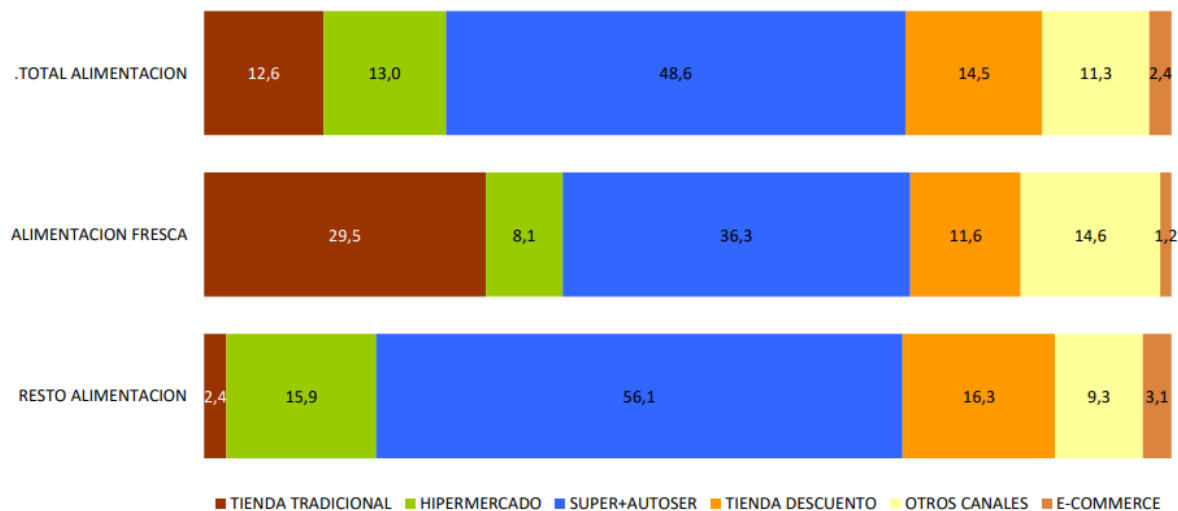


Source : ASEDAS

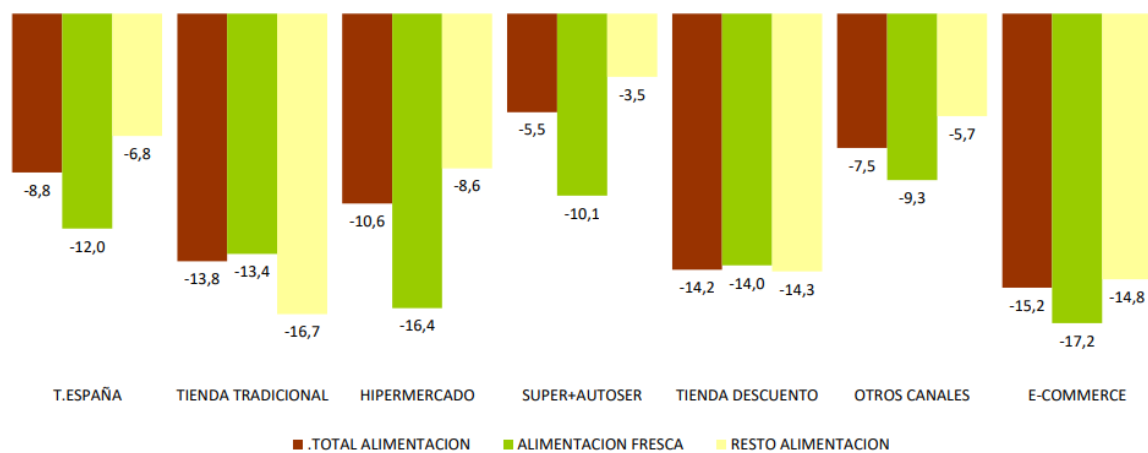
Spain

Focus on retail

Cuota de los lugares de compra en Volumen (kg/l)



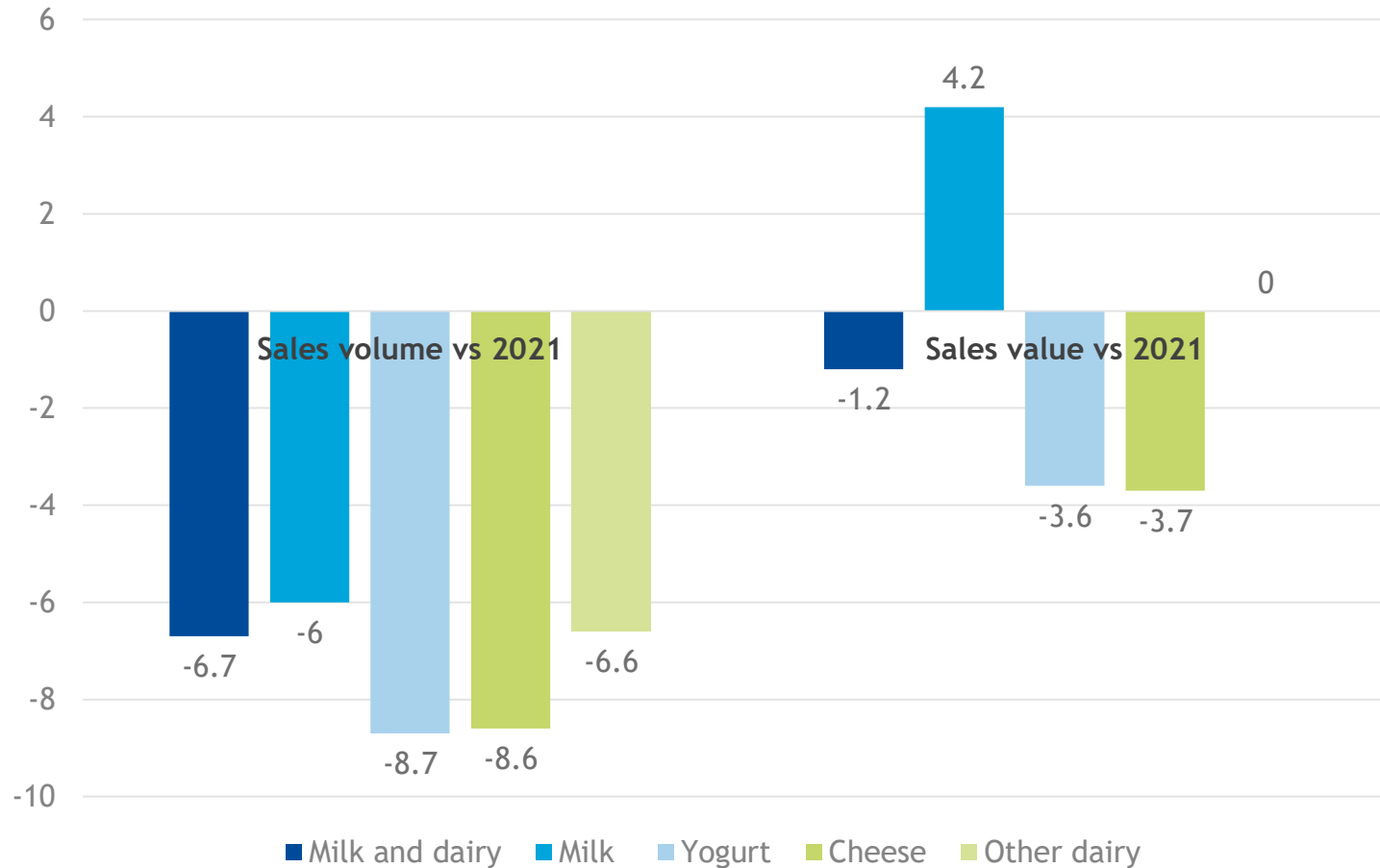
% Evolución de Volumen (kg/l) en cada Lugar de Compra



Source : MAPA

Spain

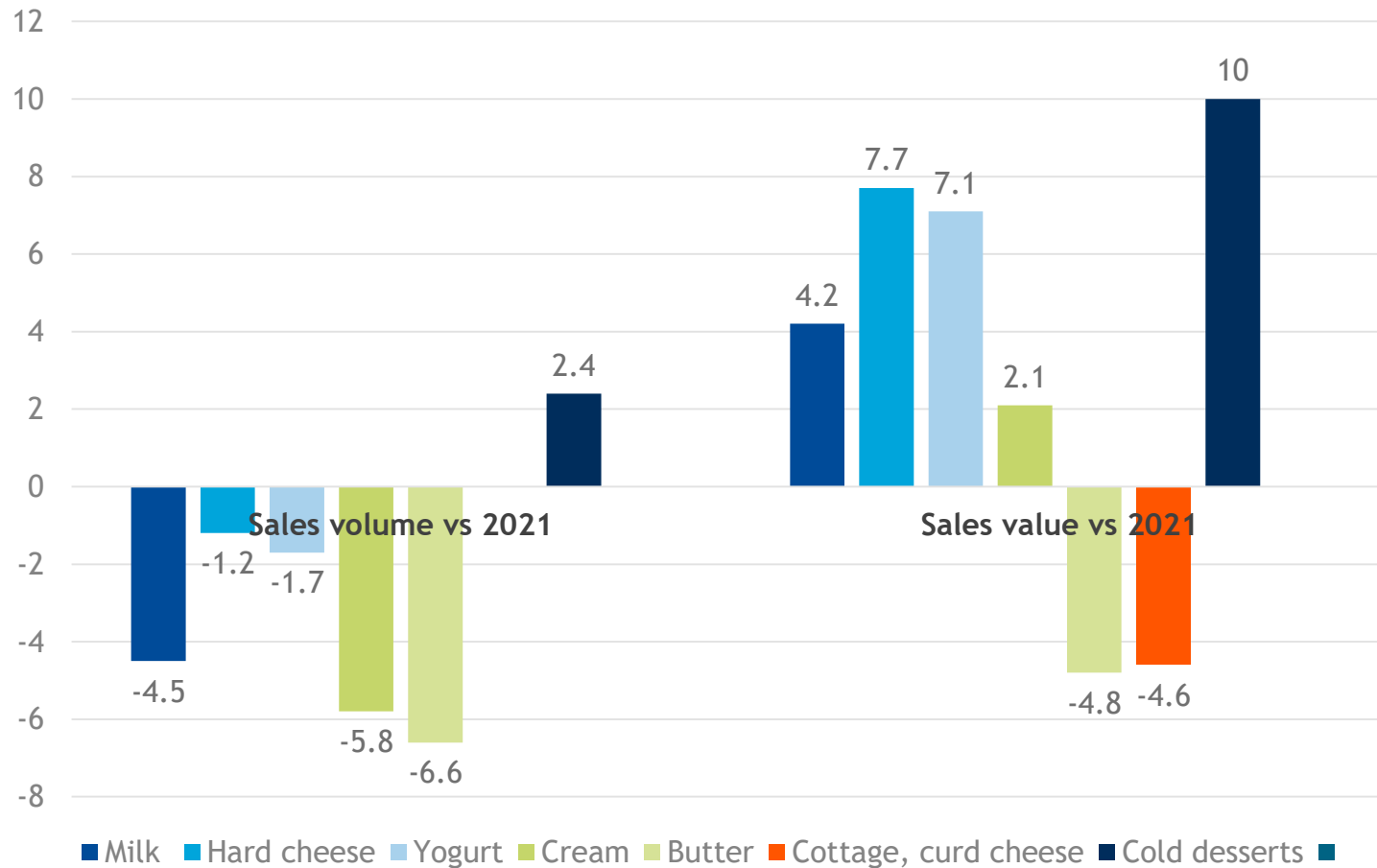
At-home consumption in 2022



Source : MAPA

Sweden

Retail sales in 2022



Source : NielsenIQ

ANNEX 6

Animal Feed Market Overview

European Commission



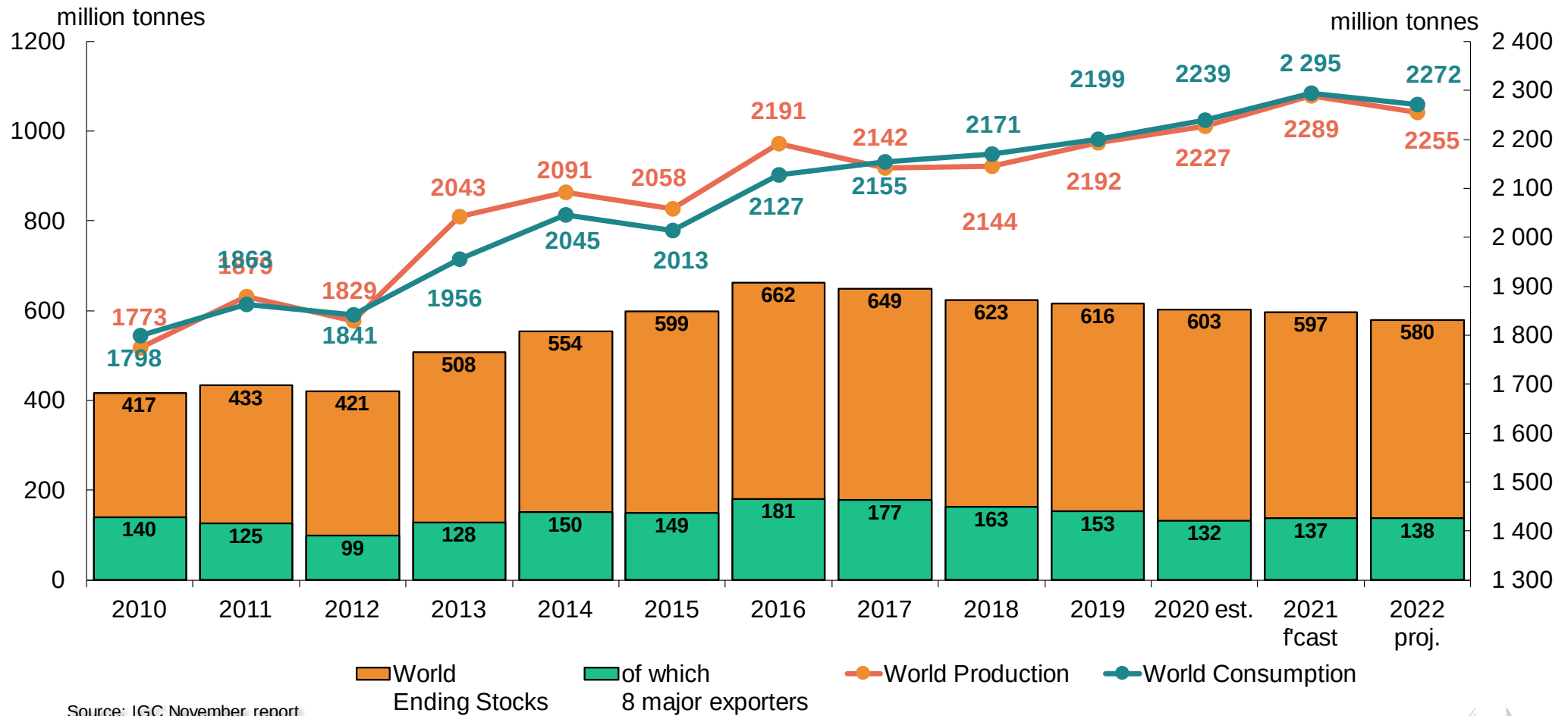
Animal Feed Market Overview

Milk Market Observatory

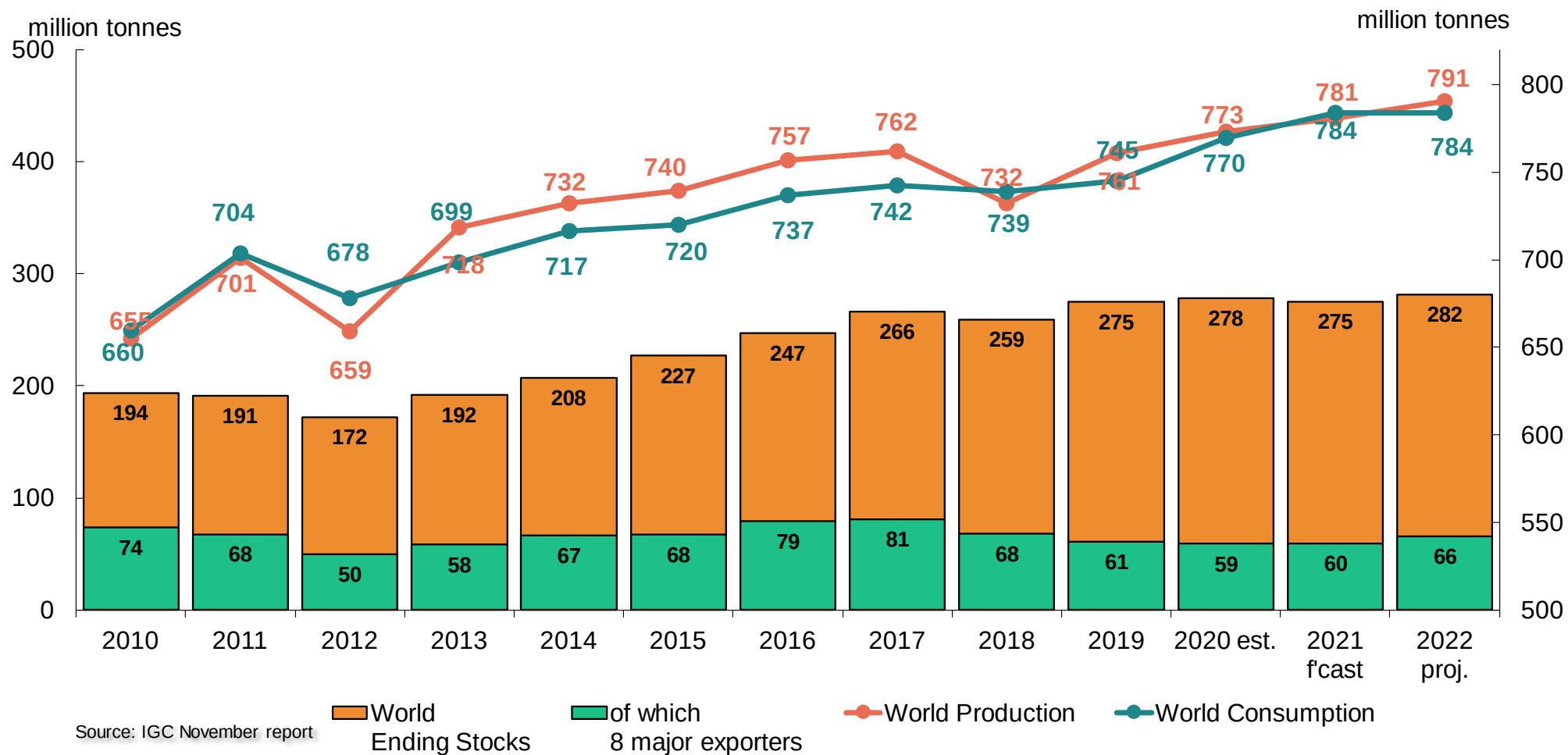
DG AGRI E.4.

5 December 2022

World cereals: IGC



World wheat: IGC



Summary of the IGC Grain Market Report

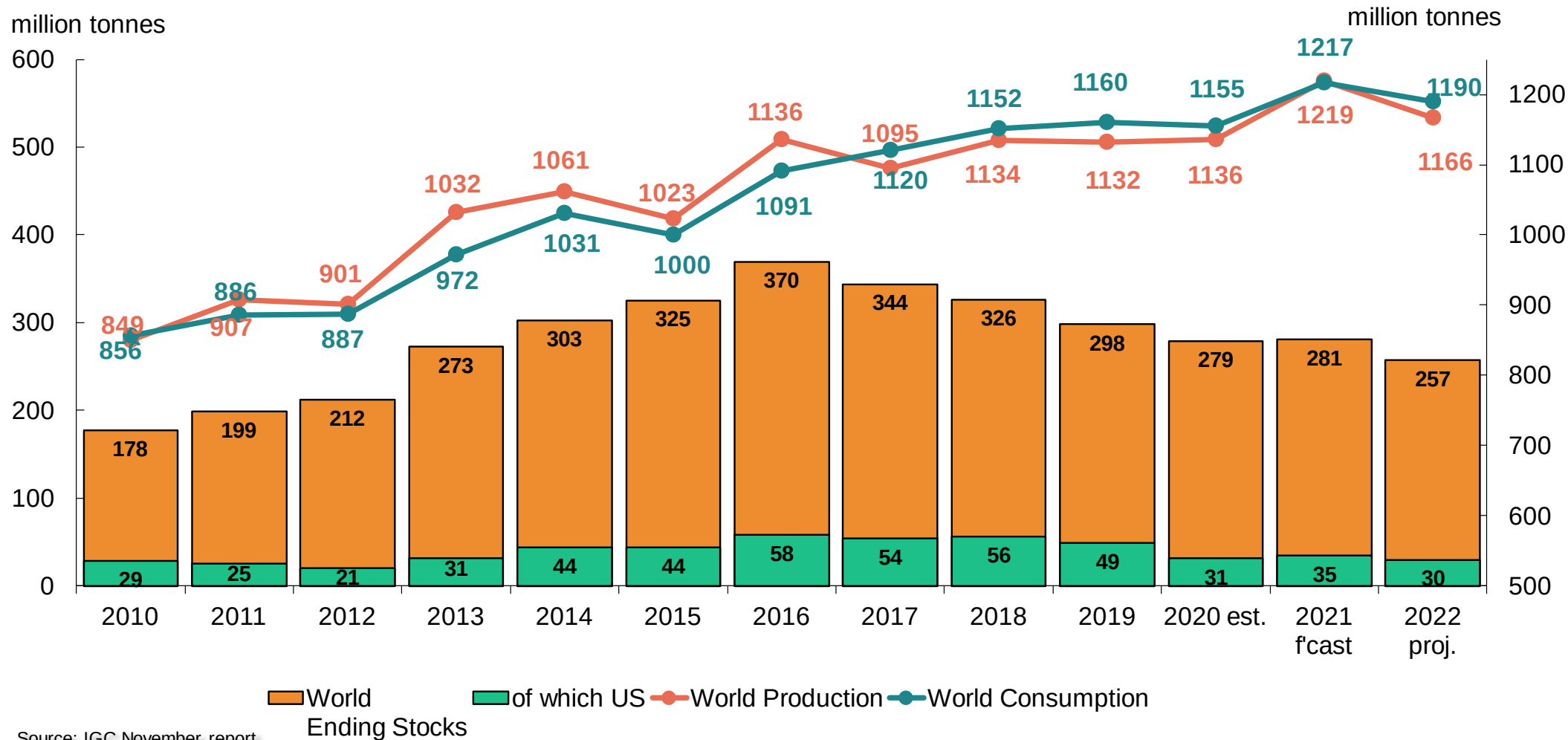
(GMR 538 of 17/11/2022)

Outlook for 2022/23

Wheat production in selected countries (all wheat; million tonnes)

	2019/20	2020/21	2021/22 (estimate)	2022/23 (forecast)	m/m change (m t)	y/y change
EU-27 (from 2020/21) <i>EU-27 + UK to 2019/20</i>	155.0	125.7	137.2	133.8	+0.5	-2.5%
USA	52.6	49.8	44.8	44.9	-	+0.2%
Canada	32.7	35.4	22.3	34.7	-	+55.6%
Russia	73.6	85.4	75.0	95.4	-	+27.2%
Ukraine	29.2	25.4	33.0	21.5	-	-35.0%
Australia	14.5	31.9	36.3	34.7	+1.2	-4.6%
China	133.6	134.3	136.9	138.0	-	+0.8%
India	103.6	107.9	109.6	106.8	-	-2.5%
World	760.7	773.2	780.7	790.6	-1.4	+1.3%

World maize: IGC



Source: IGC November report

Summary of the IGC Grain Market Report

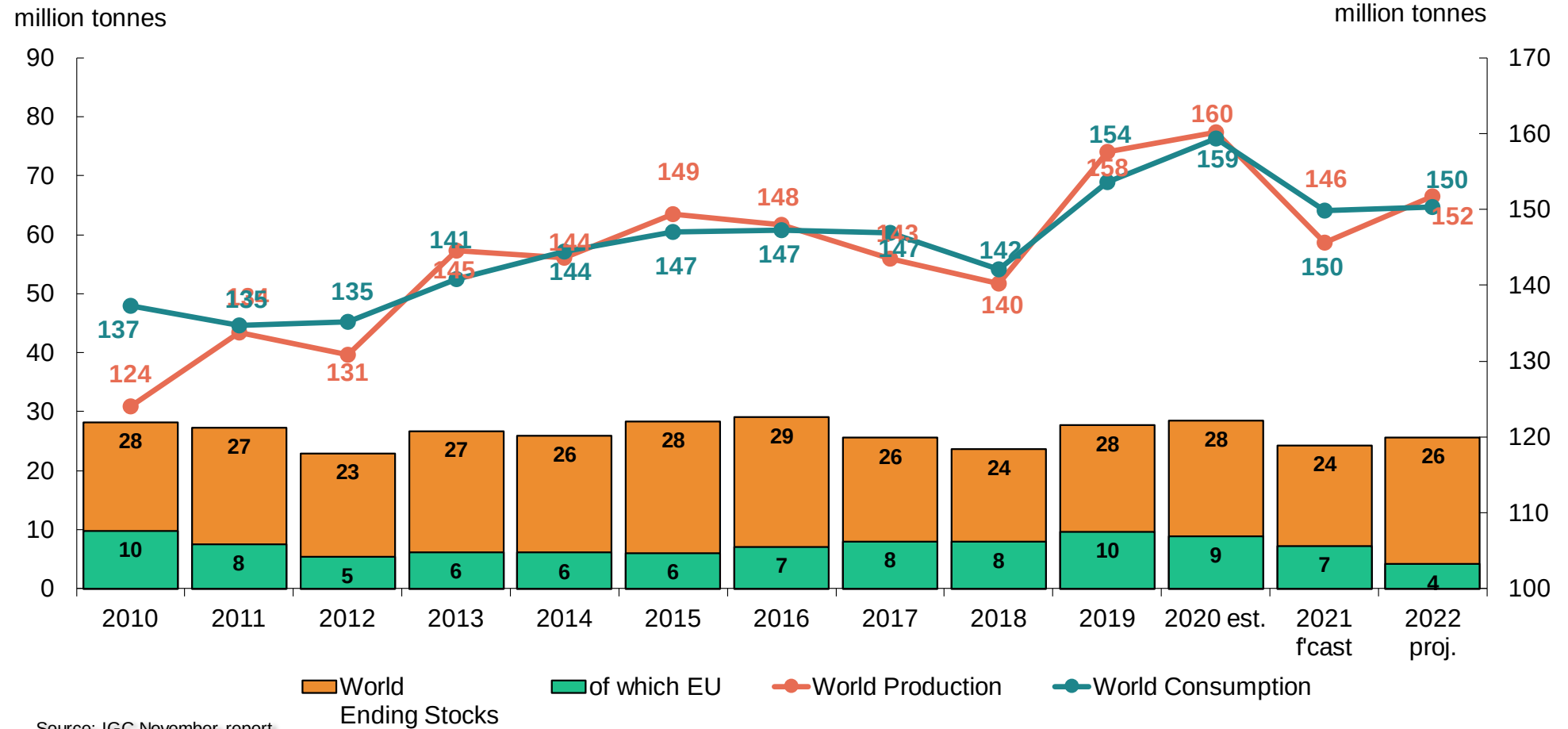
(GMR 538 of 17/11/2022)

Outlook for 2022/23

Maize production in selected countries (million tonnes)

	2019/20	2020/21	2021/22 (estimate)	2022/23 (forecast)	m/m change (m t)	y/y change
EU-27 (from 2020/21) <i>EU-27 + UK to 2019/20</i>	68.1	68.0	71.0	54.1	+0.6	-23.9%
USA	346.0	358.4	382.9	353.8	+0.9	-7.6%
Ukraine	35.9	30.3	42.1	29.9	-	-29.0%
Russia	14.3	13.9	14.6	15.0	-	+2.7%
Brazil	102.5	87.1	112.8	123.1	-	+9.2%
Argentina	58.4	60.5	57.0	57.0	-3.6	+0.0%
China	260.8	260.7	272.6	275.3	-	+1.0%
World	1,131.5	1,136.0	1,218.8	1,166.2	+0.2	-4.3%

World barley: IGC



Source: IGC November report

Summary of the IGC Grain Market Report

(GMR 538 of 17/11/2022)

Outlook for 2022/23

Barley production in selected countries (million tonnes)

	2019/20	2020/21	2021/22 (estimate)	2022/23 (forecast)	m/m change (m t)	y/y change
EU-27 (2020/21) <i>EU-27 + UK to 2019/20</i>	63.4	54.0	51.6	51.8	+0.2	+0.4%
United Kingdom	8.2	8.1	7.0	7.3	-	+4.9%
Russia	19.9	20.6	17.6	22.1	-	+25.5%
Ukraine	9.5	7.9	10.0	6.5	-	-34.7%
Australia	10.1	14.6	13.9	13.1	-	-5.5%
Canada	10.4	10.7	7.0	9.4	-	+35.5%
Turkey	7.6	8.3	5.8	8.5	+1.1	+47.8%
World	157.6	160.2	145.6	151.7	+0.8	+4.2%

Summary of the IGC Grain Market Report

(GMR 538 of 17/11/2022)

Outlook for 2022/23

Production and Export Forecasts for Ukraine (million tonnes)

Production (m t)	2019/20	2020/21	2021/22	2022/23	y/y %
Wheat	29.2	25.4	33.0	21.5	-35.0
Maize	35.9	30.3	42.1	29.9	-29.0
Barley	9.5	7.9	10.0	6.5	-34.7
Exports (m t; Jul/Jun)					
Wheat	21.0	16.8	18.9	13.0	-31.2
Maize	30.4	23.1	23.7	17.0	-28.3
Barley	5.0	4.2	5.8	1.8	-69.6
Production (m t)					
Rapeseed	3.5	2.6	2.9	3.1	+6.7
Soya beans	3.7	2.8	3.4	3.6	+4.1
SFS	16.5	13.1	16.4	11.0	-32.9
Exports (m t; Oct/Sep)					
Rapeseed	2.5	2.5	2.7	2.7	+0.6
Soya beans	2.4	1.4	1.6	1.5	-9.5
SFS	0.06	0.2	1.8	1.2	-33.4

World wheat export prices (USD/t)

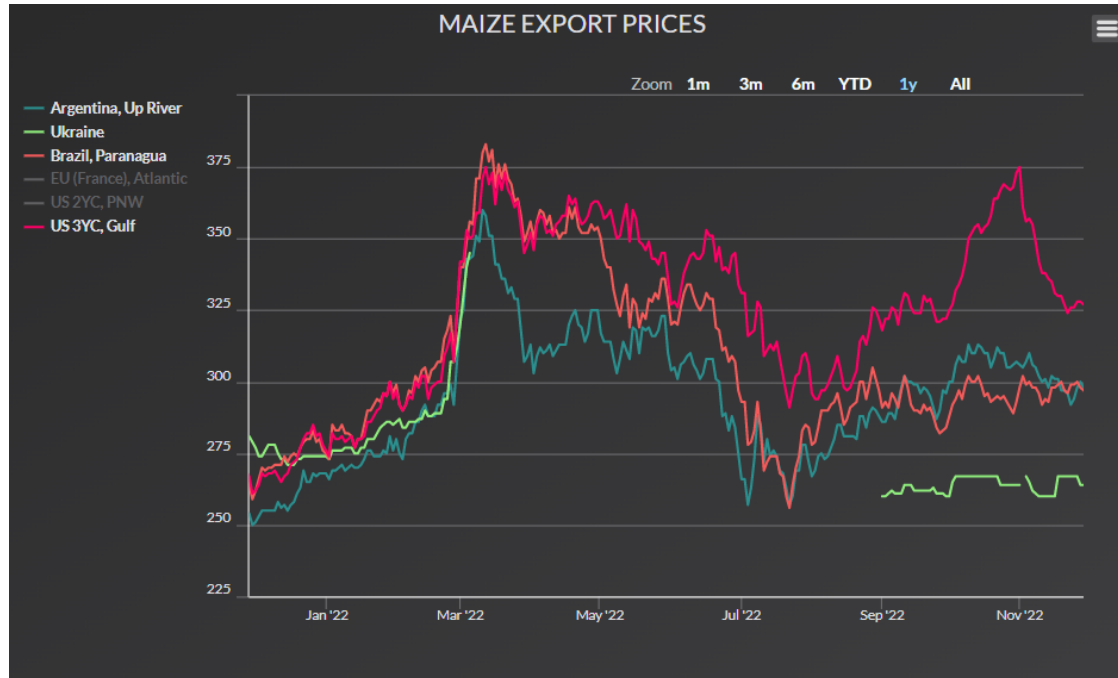
Source: International Grains Council



USD per tonne	29-11-2022	Annual change	52-W Low	52-W High
EU (FR) Rouen	336	-4%	308	472
RUS milling	318	-8%	309	440
US SRW Gulf	341	-6%	315	529
UKR (<11%)	268	-19%	266	388
IGC Wheat sub-Index	294	-4%	281	400

World maize export prices (USD/t)

Source: International Grains Council



USD per tonne	29-11-2022	Annual change	52-W Low	52-W High
Argentina	298	18%	250	360
Brazil	297	11%	256	383
US Gulf	327	23%	261	375
Ukraine	264	-6%	260	345
<i>IGC Maize sub-Index</i>	<i>311</i>	<i>11%</i>	<i>275</i>	<i>390</i>

World barley export prices (USD/t)

Source: International Grains Council



USD per tonne	29-11-2022	Annual change	52-W Low	52-W High
Australia, feed	290	1%	263	397
Black Sea, feed	275	-10%	275	425
EU FR , feed	297	-6%	282	451
<i>IGC Barley sub-Index</i>	<i>307</i>	<i>1%</i>	<i>292</i>	<i>416</i>

EU27 2022/2023 Production

(million tonnes)

	2021/22	2022/23			
		Oct. Projection	Nov. Projection	vs. 2021/22 (%)	vs. 5-year av. (%)
Soft wheat	129.0	127.2	127.0	-1.6	1.8
Durum wheat	8.0	7.2	7.1	-10.5	-10.9
Barley	51.4	51.6	51.6	0.3	-1.1
Maize	73.2	54.9	53.3	-27.2	-22.5
Rye	7.8	7.4	7.4	-4.5	-3.9
Oats	7.4	7.5	7.5	1.4	4.5
Total	292.6	270.2	268.4	-8.3	-5.9

Source: DG AGRI - E4

EU 2022/2023 Cereals Balance Sheet

(thousand metric tonnes)

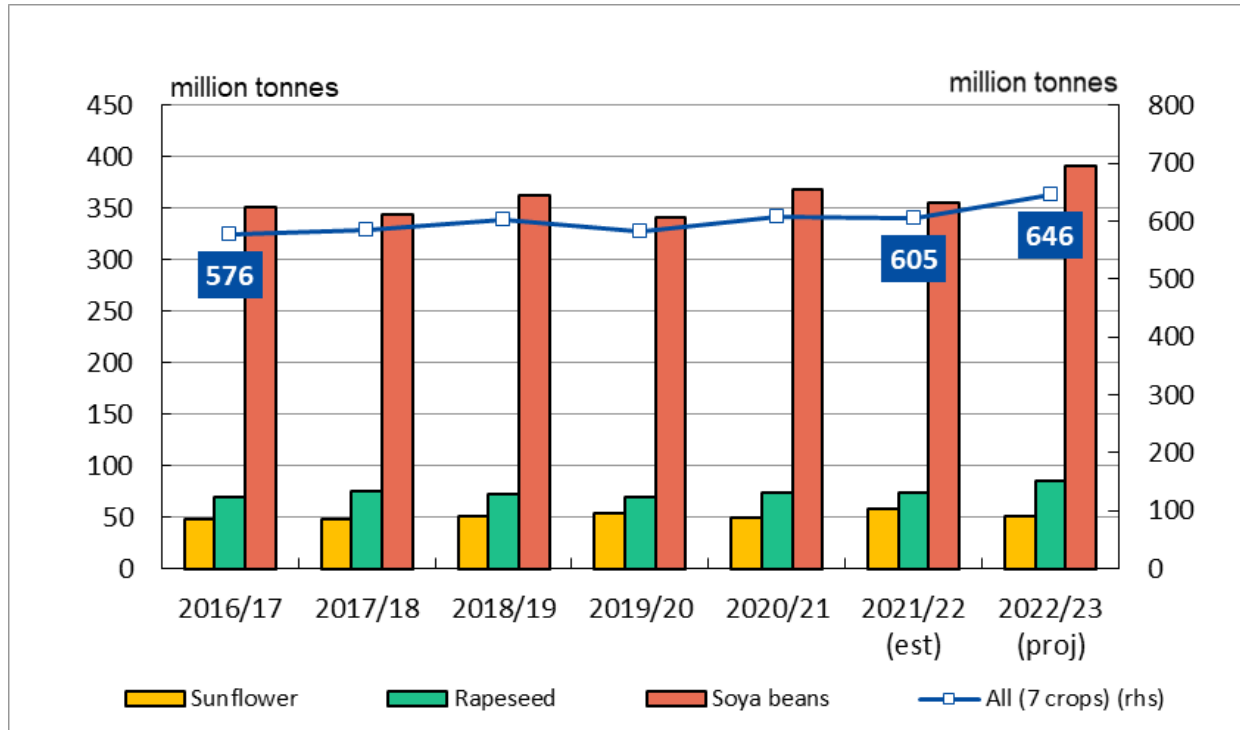
LAST UPDATED: 25/11/2022

	2022/23 proj.									
	Common wheat	Barley	Durum wheat	Maize	Rye	Sorghum	Oats	Triticale	Others	TOTAL CEREALS
Beginning stocks	15 549	4 072	1 249	20 378	1 324	1 089	1 295	2 012	367	47 336
Usable production	126 986	51 620	7 142	53 292	7 426	557	7 489	11 274	2 628	268 413
Area (thousand ha)	21 929	10 363	2 178	9 070	1 767	138	2 385	2 579	972	51 380
Yield (tonnes/ha)	6	5	3	6	4	4	3	4	3	5
Imports (from third countries)	↑ 4 000	↑ 1 700	2 300	↑ 23 000	137	220	↑ 130	2	164	31 652
Total supply	146 535	57 391	10 691	96 671	8 887	1 866	8 914	13 288	3 158	347 402
Total domestic use	97 078	42 004	9 156	77 347	7 471	1 106	7 416	11 565	2 845	255 987
Human consumption	41 416	364	8 118	4 725	2 975	156	1 106	52	23	58 935
Seed	4 600	2 131	400	402	300	29	350	500	270	8 981
Industrial uses	8 800	6 700	95	11 400	1 500		101	445	170	29 210
of which bioethanol/biofuel	2 800	437		6 300	900			344	14	10 795
Animal feed	↑ 41 500	↓ 32 500	500	60 500	2 652	918	5 814	10 500	2 366	157 250
Losses	762	310	43	320	45	3	45	68	16	1 610
Exports (to third countries)	↓ 34 000	9 956	900	3 000	189	16	↓ 159	5	20	48 245
Total use	131 078	51 961	10 056	80 347	7 660	1 122	7 575	11 569	2 864	304 231
Ending stocks**	15 457	5 431	635	16 324	1 227	744	1 340	1 719	294	43 170
Change in stocks**	-91	1 359	-614	-4 055	-97	-345	44	-294	-73	-4 166

* Marketing year: from July to June

** At the end of the marketing year

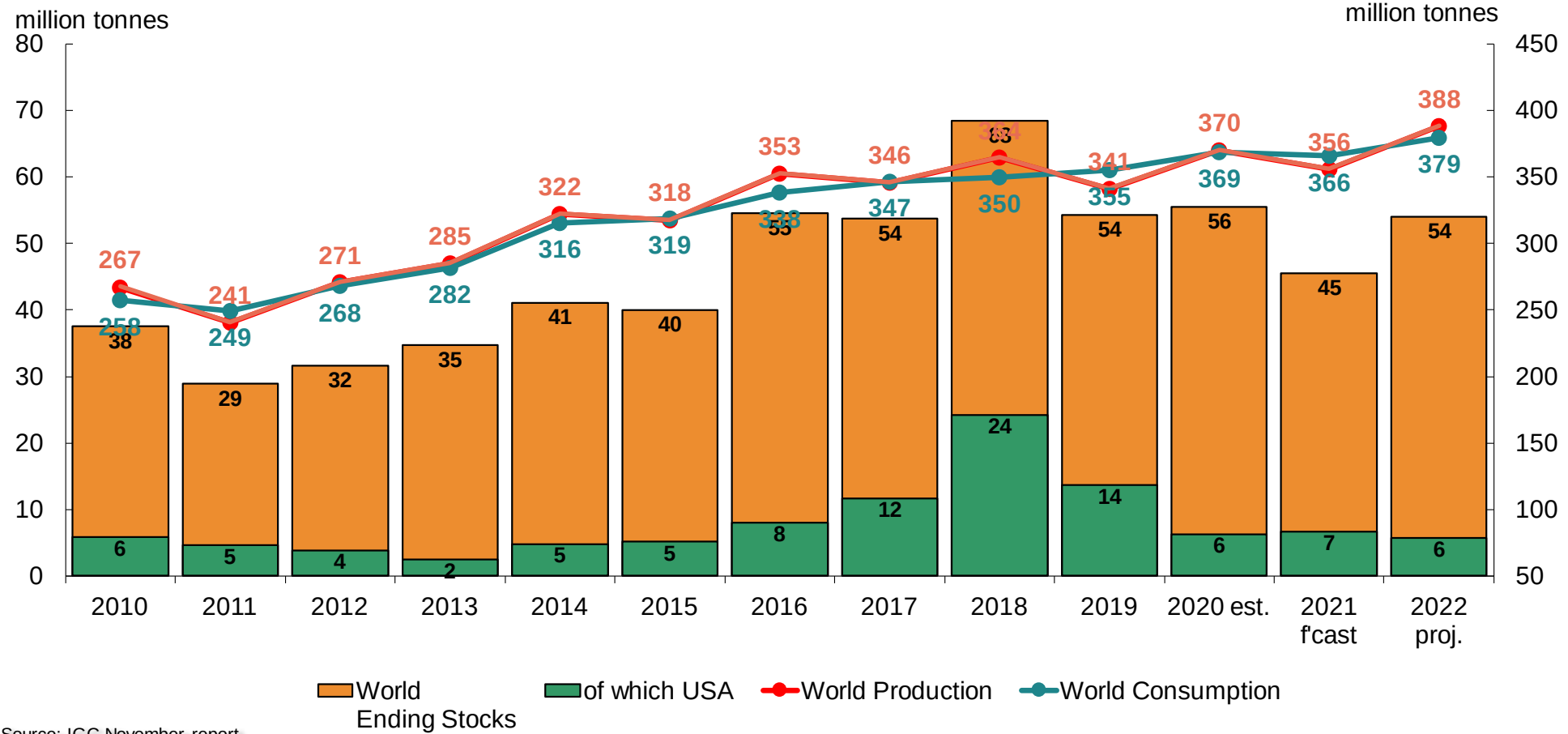
2022/23 World Oilseeds (USDA)



22/23 outlook (changes y/y):

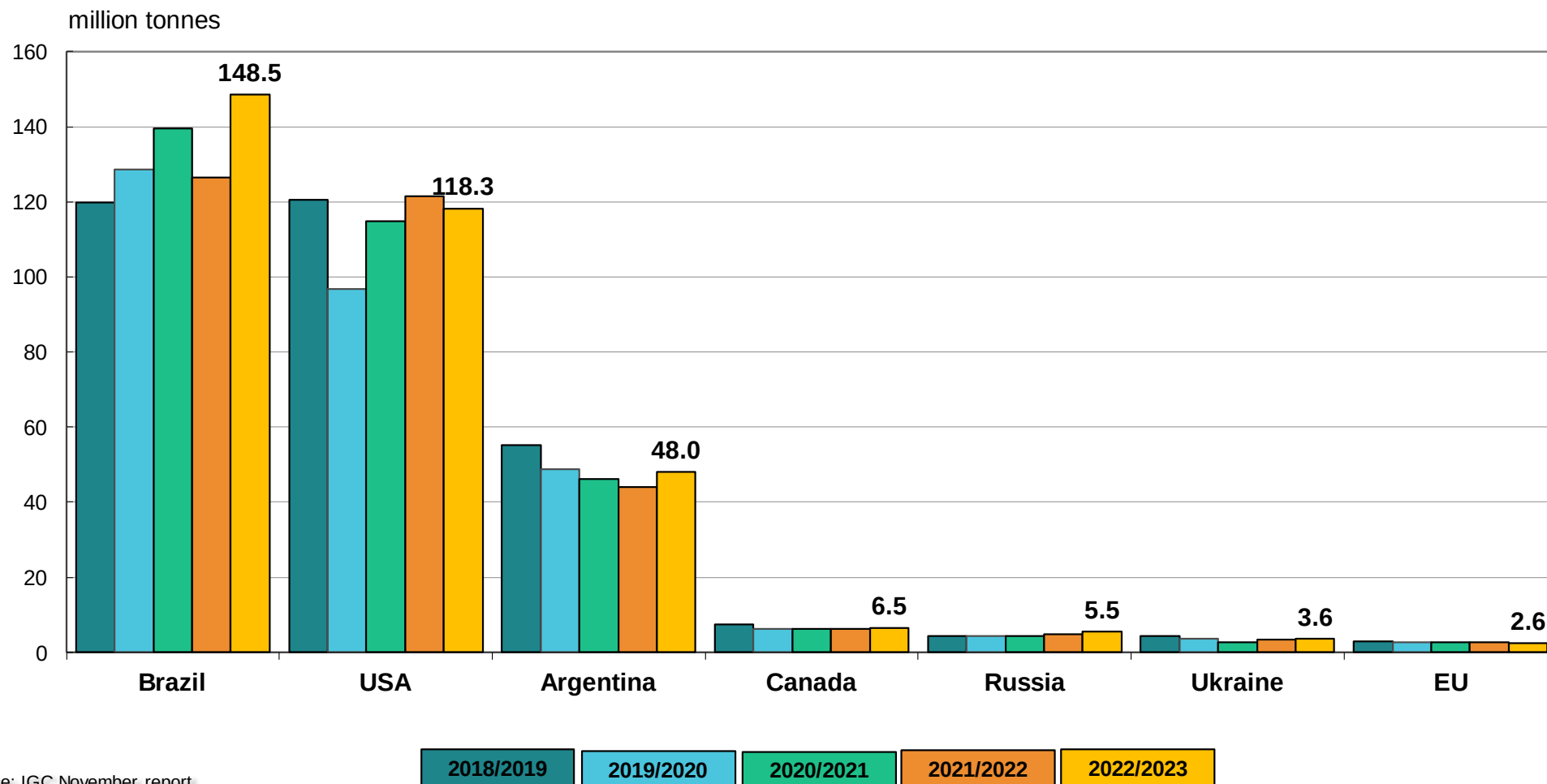
Total Oilseeds:	646 mt (+41)	↑
• Soya beans:	391 mt	↑
• Rapeseed:	85 mt	↑
• Sunflower:	51 mt	↓

World soya: IGC



Source: IGC November report

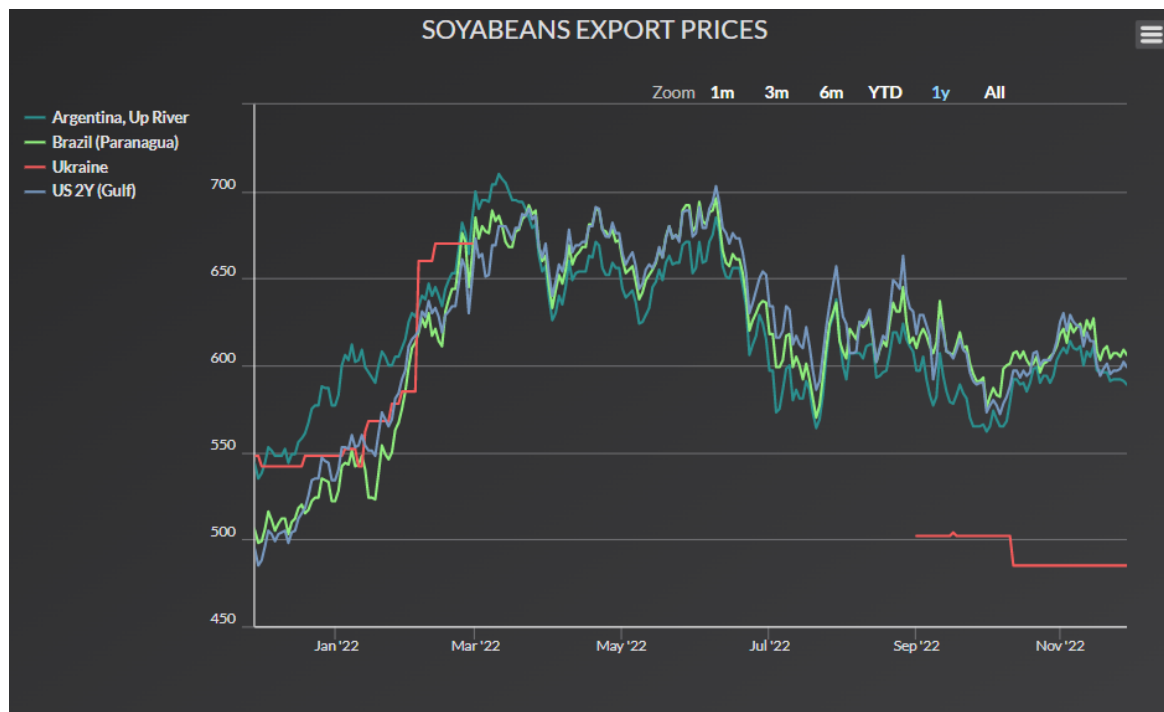
IGC: soya beans production forecast



Source: IGC November report

World soya beans export prices (USD/t)

Source: International Grains Council



USD per tonne	29-11-2022	Annual change	52-W Low	52-W High
Argentina	589	7%	535	710
Brazil	606	18%	498	696
US Gulf	599	19%	485	703
Ukraine	485	-11%	485	670
IGC Soya beans sub-Index	303	17%	256	352

EU oilseeds 2022/23 projections

EU OILSEEDS AREA		(million hectares)			
	5-year trimmed average	2021/22	November	2022/23 vs. 2021/22 (%)	vs. 5-y AVG (%)
Rapeseed	5.61	5.32	5.86	10.0	4.4
Sunflower	4.34	4.37	5.15	18.0	18.8
Soya Beans	0.95	0.94	1.12	18.9	18.1
TOTAL	10.92	10.70	12.18	13.9	11.6

EU OILSEEDS PRODUCTION		(million tonnes)			
	5-year trimmed average	2021/22	November	2022/23 vs. 2021/22 (%)	vs. 5-y AVG (%)
Rapeseed	17.26	17.07	19.42	13.8	12.5
Sunflower	10.19	10.36	9.32	-10.1	-8.6
Soya Beans	2.69	2.65	2.56	-3.4	-4.8
TOTAL	29.84	30.19	31.38	4.0	5.2

Sources : EC - DG AGRI.

EU protein crops 2022/23 projections

EU PROTEIN CROPS AREA

(million hectares)

	5-year trimmed average	2021/22	November	2022/23 vs. 2021/22 (%)	vs. 5-y AVG (%)
Field peas	0.81	0.78	0.76	-1.8	-5.8
Broad beans	0.46	0.47	0.43	-9.1	-7.1
Sweet lupins	0.18	0.20	0.21	4.8	18.3
TOTAL	1.46	1.46	1.41	-3.2	-3.8

EU PROTEIN CROPS PRODUCTION

(million tonnes)

	5-year trimmed average	2021/22	November	2022/23 vs. 2021/22 (%)	vs. 5-y AVG (%)
Field peas	1.97	1.84	1.80	-2.00	-8.40
Broad beans	1.14	1.13	1.13	0.20	-0.80
Sweet lupins	0.27	0.32	0.29	-10.80	7.70
TOTAL	3.38	3.29	3.22	-2.1	-4.8

Sources : EC - DG AGRI.

Oilseeds balance sheet (EU)

OILSEEDS SUPPLY & DEMAND

(thousand metric tonnes)

	2021/22 fc.				2022/23 proj.			
<i>last updated: 25/11/2022</i>	Rapeseed	Soya beans	Sunflower	TOTAL	Rapeseed	Soya beans	Sunflower	TOTAL
Beginning stocks	500	1 100	700	2 300	500	1 200	867	2 567
Usable production	17 070	2 649	10 361	30 079	19 417	2 559	9 319	31 295
Area (thousand ha)	5 325	940	4 369	10 633	5 858	1 118	5 153	12 129
Yield (tonnes/ha)	3.21	2.82	2.37	2.83	3.31	2.29	1.81	2.58
Imports (from third countries)	5 570	14 708	1 149	21 427	5 100	14 000	1 500	20 600
Total supply	23 140	18 457	12 210	53 806	25 017	17 759	11 686	54 462
Domestic use	22 210	16 987	10 940	50 137	24 003	16 318	10 514	50 835
of which crushing	(21 436)	(14 981)	(9 680)	(46 097)	(23 161)	(14 379)	(9 315)	(46 855)
Exports (to third countries)	430	270	403	1 103	514	241	305	1 060
Total use	22 640	17 257	11 343	51 240	24 517	16 559	10 819	51 895
Ending stocks	500	1 200	867	2 567	500	1 200	867	2 567
Change in stocks	-	100	167	267	-	-	-	-

Sources : EC – DG AGRI

Oilmeals balance sheet (EU)

OILSEED MEALS SUPPLY & DEMAND

(thousand metric tonnes)

	2021/22 fc.				2022/23 proj.			
<i>last updated: 25/11/2022</i>	Rapeseed	Soya beans	Sunflower	TOTAL	Rapeseed	Soya beans	Sunflower	TOTAL
Beginning stocks	50	342	100	492	50	342	100	492
Usable production	12 219	11 835	5 324	29 378	13 201	11 360	5 123	29 685
Imports (from third countries)	575	16 750	2 376	19 701	400	16 000	2 100	18 500
Total supply	12 844	28 928	7 800	49 572	13 651	27 701	7 323	48 676
Domestic use	12 091	27 819	6 788	46 698	12 984	26 603	6 631	46 218
Exports (to third countries)	703	767	912	2 382	617	756	592	1 966
Total use	12 794	28 586	7 700	49 080	13 601	27 359	7 223	48 184
Ending stocks	50	342	100	492	50	342	100	492
Change in stocks	-	-1	-	-1	-	1	-	1

Sources : EC – DG AGRI

Thank you

Market data the for cereals, oilseeds and protein crops are available at the EU Crops Market Observatory

<https://ec.europa.eu/agriculture/market-observatory/crops>



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