

Milk, yoghurt, butter and cheese

World Trade, Markets and Competitors



Table of Contents

Product Description	3	United States	375	Appendix	755
World Trade	5	Competitors: Major			
Markets: Major Importing ..		Exporting Countries			
Countries		Argentina	394		
Algeria	33	Australia	413		
Belgium	52	Austria	432		
China	71	Belgium	451		
France	90	Czech Republic	470		
Germany	109	Denmark	489		
Greece	128	France	508		
Indonesia	147	Germany	527		
Italy	166	Greece	546		
Japan	185	Ireland	565		
Korea (Republic of)	204	Italy	584		
Mexico	223	Lithuania	603		
Netherlands	242	Netherlands	622		
Philippines	261	New Zealand	641		
Poland	280	Poland	660		
Saudi Arabia	299	Spain	679		
Spain	318	United Kingdom	698		
United Arab Emirates	337	United States	717		
United Kingdom	356	Uruguay	736		

Product Description

Data contained in this report represents an aggregate of the components indicated in the following table. The "Weight %" column indicates the percentage weight of each component with respect to the aggregation considered. **This weight is determined by using the European Union structure of imports .**

Code	Weight %	Description
UL040110	2.0	Fresh milk: less than 1% fat
UL040120	8.9	Fresh milk: fat 1-6%
UL040130	5.2	Fresh milk: fat> 6%
UL040210	4.9	Milk powder: less than 1% fat
UL040221	2.2	Milk powder unsweetened: fat 1-6%
UL040229	0.5	Sweetened milk powder: fat 1-6%
UL040290	2.8	Milk and cream, concentrated
UL040310	4.7	Yogurt
UL040390	2.5	Buttermilk, sour cream, kefir, etc.
UL040510	10.3	Butter
UL0405A0	2.5	Milkfat
UL040610	12.1	Fresh cheese and dairy products

Continue...



E0.14: Milk, yoghurt, butter and cheese

Code	Weight %	Description
UL040620	3.3	Grated cheeses or powder of all types
UL040630	2.6	Processed cheese
UL040640	1.2	Blue-veined cheese
UL040690	34.4	Other cheeses

**International trade
size (2022)**

90.5 billion EUR

95.2 billion USD

**Average prices of
international trade (2022)**

2.94 EUR/kg

3.10 USD/kg

**Compound Annual Growth Rates (CAGR)
of world trade in current USD**

CAGR in 2001-2008: **+12.3%**

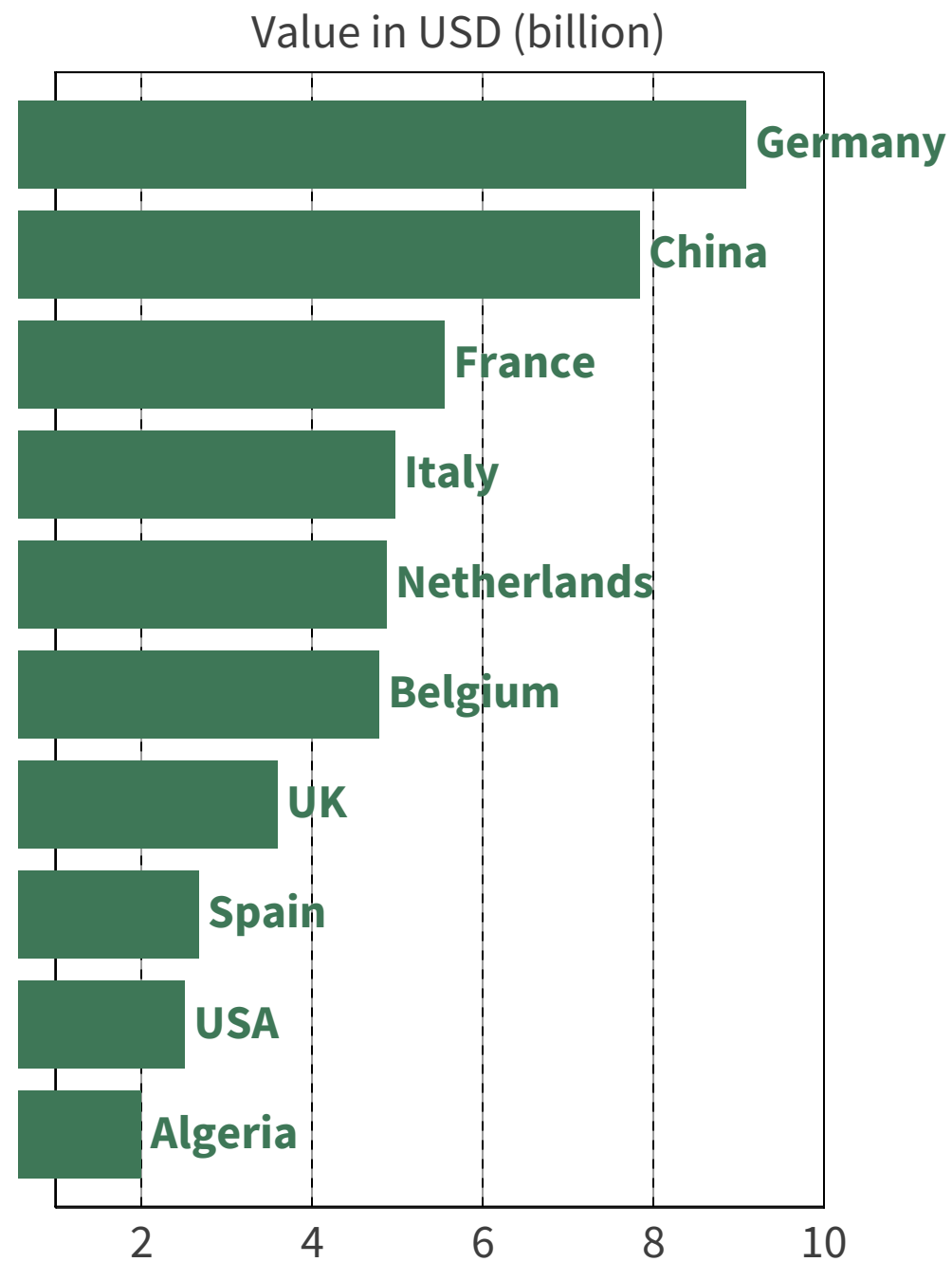
CAGR in 2009-2022: **+3.3%**

CAGR in 2023-2026: **+7.0%**

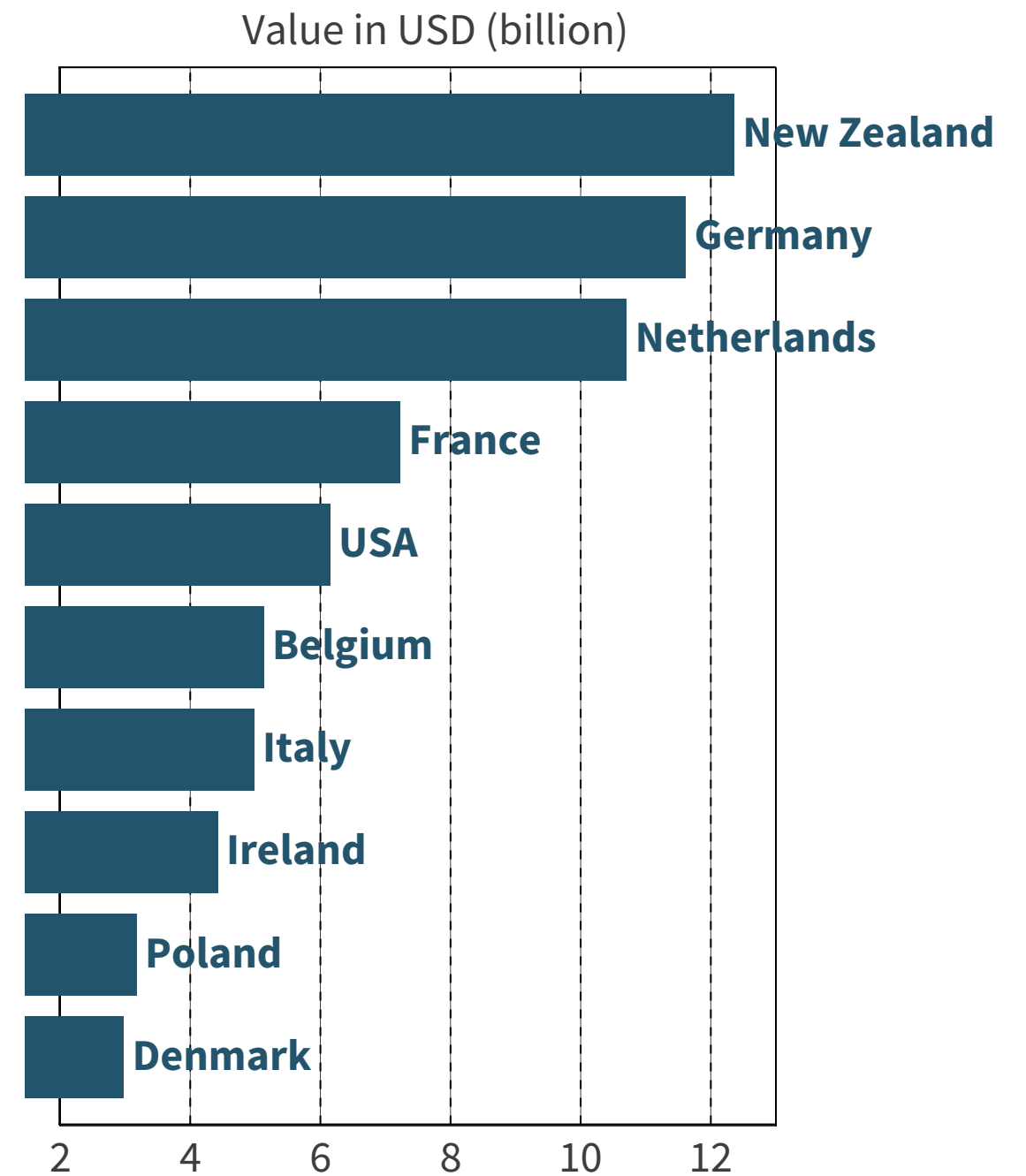


Major Importing and Exporting Countries (2022)

Major Importing Countries



Major Exporting Countries



Source: www.exportplanning.com



Bilateral Flows: dollars (million), 2022

Importers	Exporters										Total
	New Zealand	Germany	Netherlands	France	USA	Belgium	Italy	Ireland	Poland	ROW + SD*	
Germany	1	.	2 897	994	3	543	679	415	642	2 913	9 086
China	4 539	303	172	345	207	70	61	108	80	1 948	7 834
France	19	785	1 359	.	2	991	941	283	81	1 089	5 549
Italy	.	1 715	424	587	<1	355	.	39	183	1 664	4 968
Netherlands	53	2 001	.	454	7	975	162	704	137	376	4 868
Belgium	12	812	1 707	978	<1	.	246	328	52	646	4 782
UK	3	336	249	533	<1	349	339	935	125	721	3 591
Spain	.	535	518	565	<1	179	271	97	67	438	2 670
USA	115	52	171	263	.	11	455	396	10	1 035	2 507
Algeria	514	11	80	101	9	104	<1	104	166	910	2 000
Saudi-Ar	435	96	137	74	88	36	16	46	62	928	1 919
Mexico	132	7	37	6	1 977	<1	7	1	.	- 255	1 911
Indonesia	836	31	47	42	342	125	3	11	1	275	1 711
Japan	365	102	165	94	239	23	102	78	<1	402	1 570
Philippines	427	56	29	26	488	84	4	51	43	283	1 490
UAE	366	43	100	60	50	20	23	21	7	799	1 489
Poland	<1	483	167	86	<1	92	82	43	.	535	1 487
Korea-Rep	224	116	81	132	420	27	120	6	24	133	1 282
Greece	.	387	251	49	<1	50	80	24	36	336	1 213
Malaysia	522	34	21	31	189	40	2	41	4	316	1 199
ROW + SD*	3 796	3 709	2 096	1 805	2 122	1 052	1 383	689	1 451	13 925	32 026
Total	12 357	11 615	10 705	7 222	6 144	5 127	4 976	4 418	3 172	29 415	95 152

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancy



Coordinates for Internationalization

This document is structured according to the approach listed as **Coordinates for Internationalization**. The analysis covers three different areas:

Market Size: provides information on the size of different markets and their historic and expected dynamics

Premium Price: provides basic information to understand if a market distinguishes and appreciates products of a higher quality, accepting a premium price

Competitive Strategies: to understand the competitive strategies implemented by main competitors and evaluate how successful they are



Size and Evolution (historical and expected) of International Trade

The analysis of this aspect of **foreign markets** is developed by considering the following two themes:

Evolution of International Trade: Developed presenting three historical charts followed by an analytical table and a forecasting chart that allow evaluation of the rate at which the **value** of world trade in the product concerned developed over a period of two decades. Data is divided into two components: **quantity** and **price** .

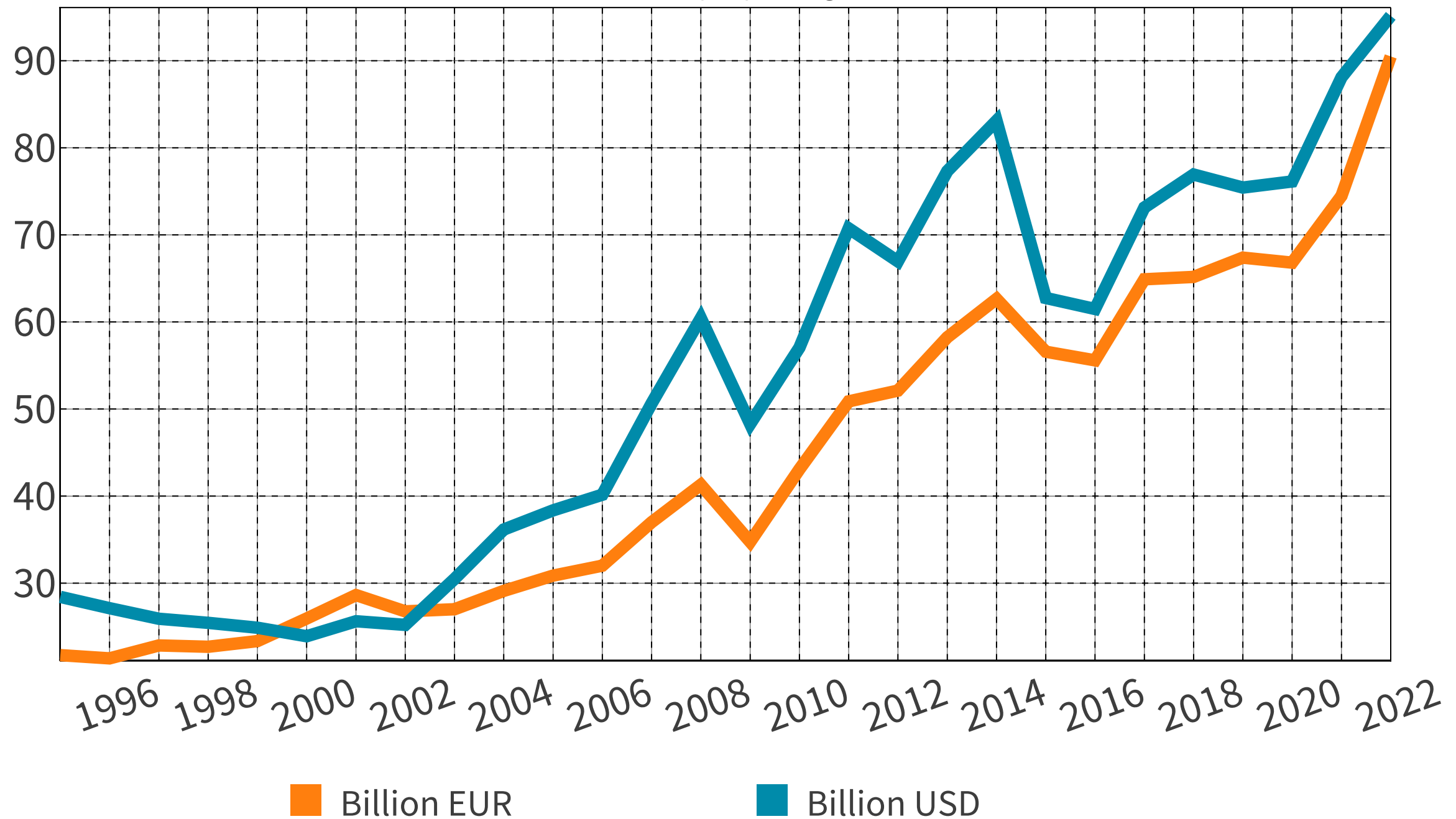
Analysis of Markets: Illustrated through 3 maps, in which countries are colored according to the intensity of each parameter, and an analytical table. The reader may view details, of:

- Import levels of individual markets
- Import penetration related to population of individual markets
- Expected import variations over the next three years for individual markets
- Market share of individual importer countries

Evolution of International Trade

International Trade Value

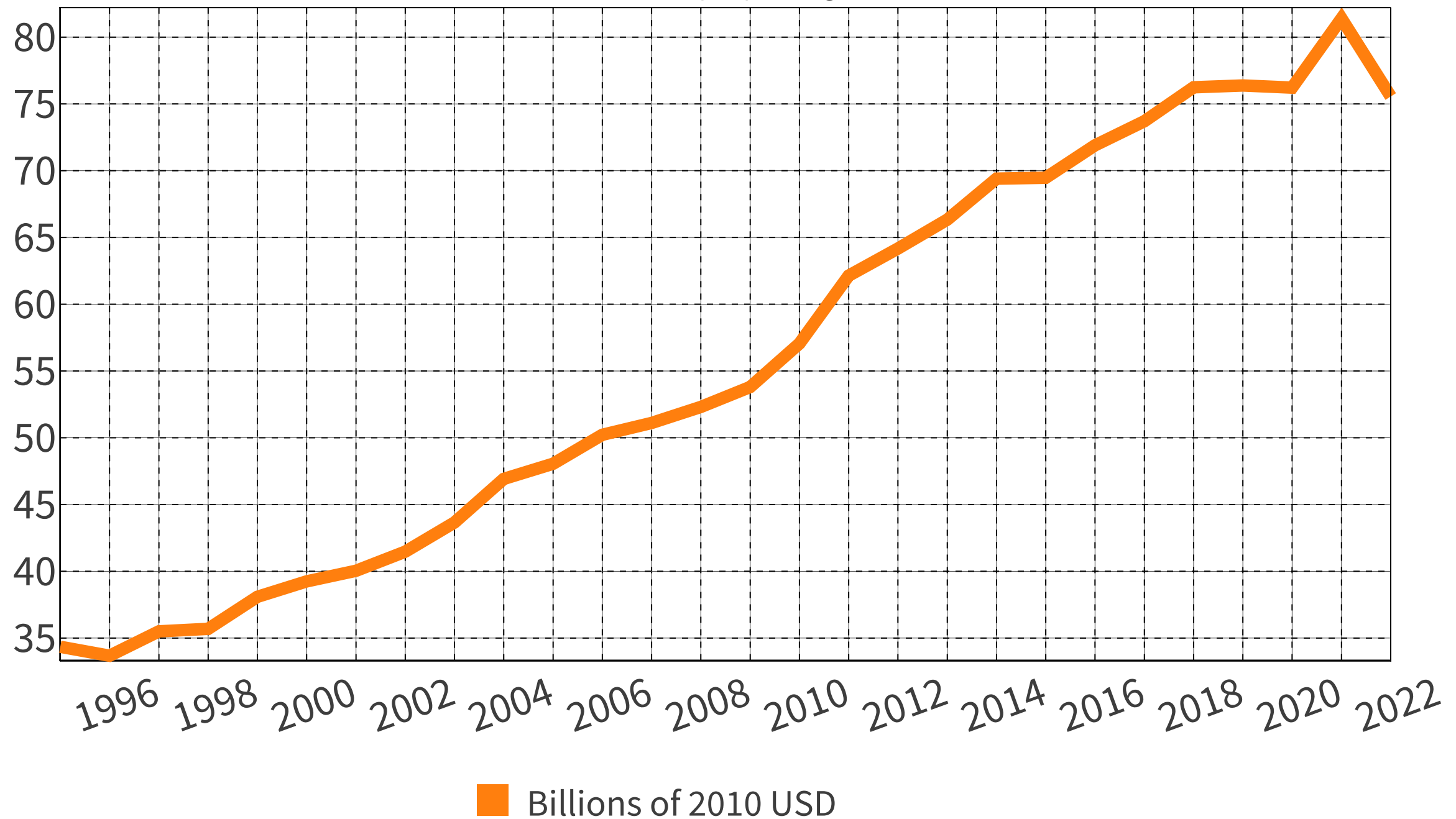
Source: www.exportplanning.com



Evolution of International Trade

International Trade Quantity at constant prices

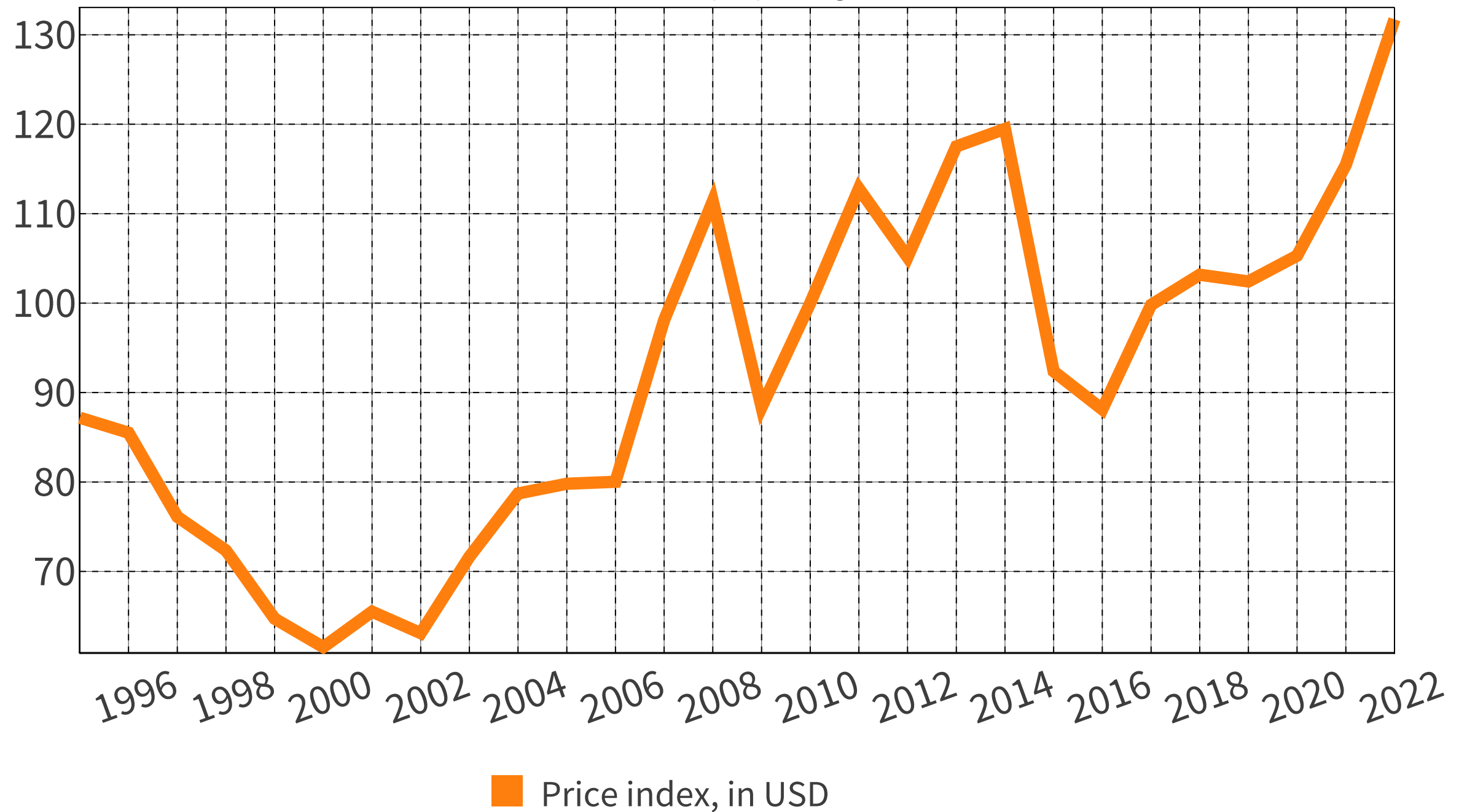
Source: www.exportplanning.com



Evolution of International Trade

Prices of International Trade Flows (2010=100)

Source: www.exportplanning.com



Evolution of International Trade: Values and Quantities

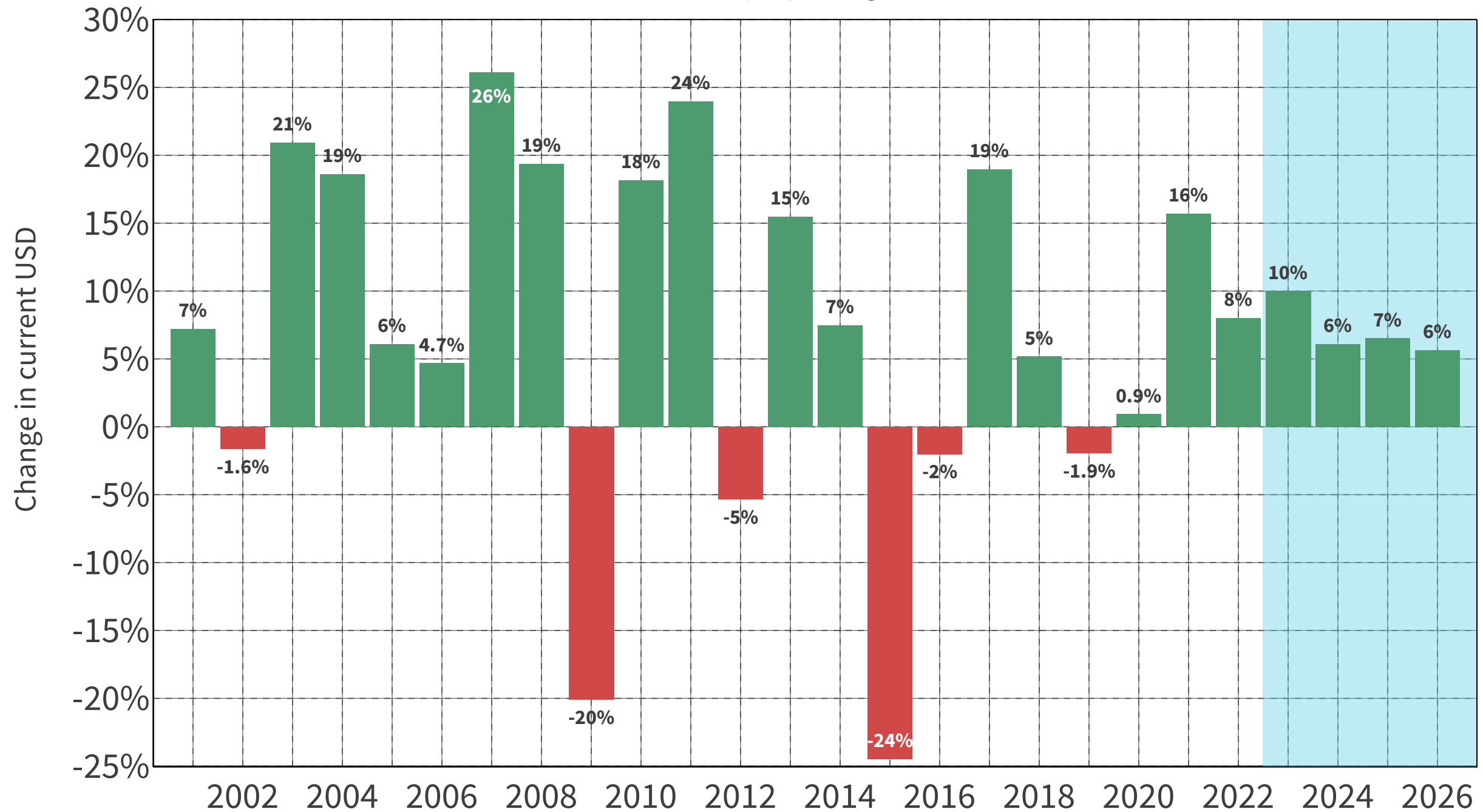
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	36 159	18.6	46 919	7.47	77.1	10.4
2005	38 362	6.1	48 054	2.42	79.8	3.6
2006	40 157	4.7	50 223	4.51	80.0	0.2
2007	50 638	26.1	51 108	1.76	99.1	23.9
2008	60 437	19.4	52 308	2.35	115.5	16.6
2009	48 285	-20.1	53 802	2.86	89.7	-22.3
2010	57 056	18.2	57 056	6.05	100.0	11.4
2011	70 741	24.0	62 140	8.91	113.8	13.8
2012	66 958	-5.3	64 170	3.27	104.3	-8.3
2013	77 322	15.5	66 335	3.37	116.6	11.7
2014	83 109	7.5	69 404	4.63	119.7	2.7
2015	62 751	-24.5	69 472	0.10	90.3	-24.6
2016	61 489	-2.0	71 899	3.49	85.5	-5.3
2017	73 143	19.0	73 705	2.51	99.2	16.0
2018	76 927	5.2	76 245	3.45	100.9	1.7
2019	75 432	-1.9	76 381	0.18	98.8	-2.1
2020	76 131	0.9	76 220	-0.21	99.9	1.1
2021	88 091	15.7	81 401	6.80	108.2	8.3
2022	95 152	8.0	75 554	-7.18	125.9	16.4

Source: www.exportplanning.com

Evolution of International Trade

Forecast of International trade

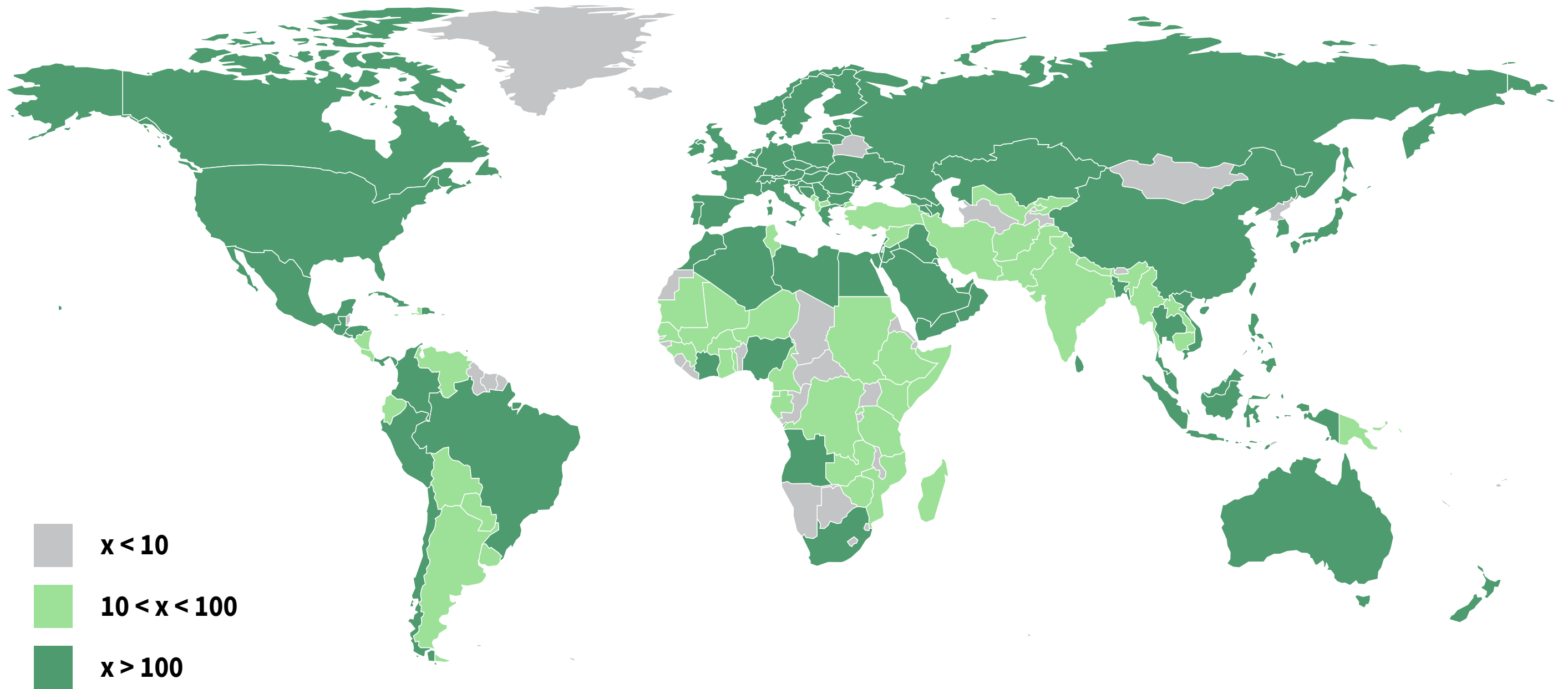
Source: www.exportplanning.com



Analysis of Markets

Imports Value (million dollars, 2022)

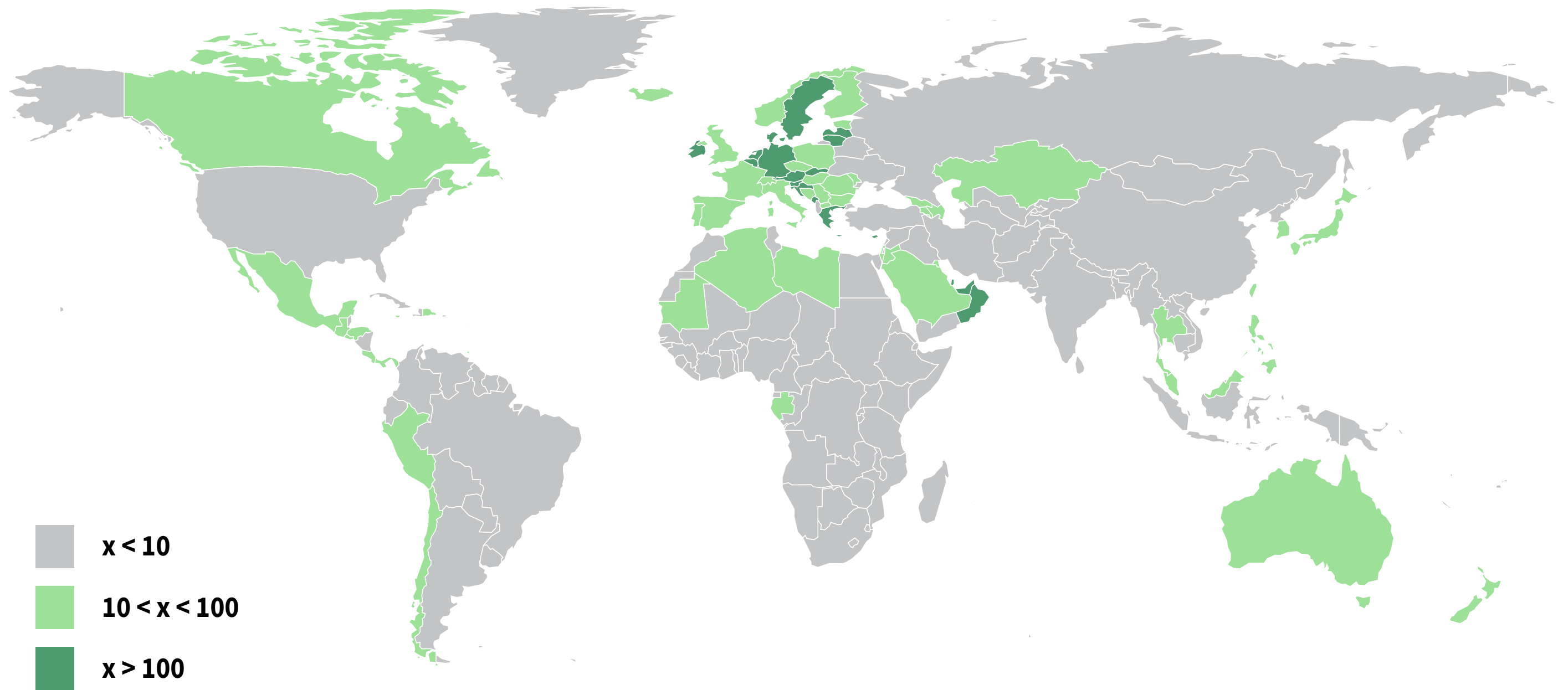
Source: www.exportplanning.com



Analysis of Markets

Imports per-capita (dollars, 2022)

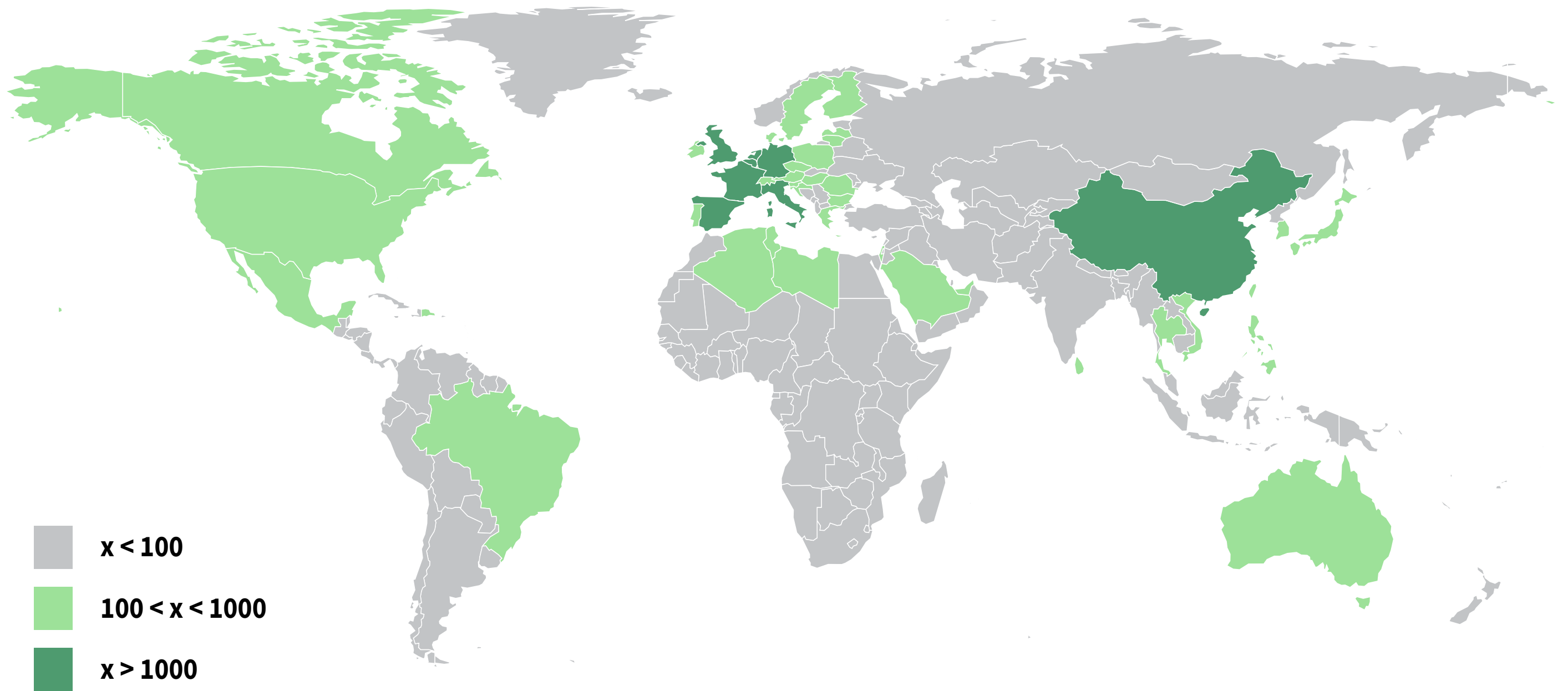
Source: www.exportplanning.com



Analysis of Markets

Imports Change in Value 2023-2026 (million dollars)

Source: www.exportplanning.com



Major Importing Countries

Importing Country	2000		2008		2022		2026	
	Billion USD	Market Share	Billion USD	Market Share	Billion USD	Market Share	Billion USD	Market Share
Germany	2.4	9.8	6.6	10.6	9.1	9.4	12.3	9.7
China	0.1	0.5	0.6	0.9	7.8	8.1	9.6	7.6
France	1.7	7.0	3.1	5.0	5.5	5.7	7.5	5.9
Italy	2.3	9.4	4.6	7.5	5.0	5.1	6.5	5.1
Netherlands	1.6	6.4	2.7	4.4	4.9	5.0	6.4	5.1
Belgium	1.8	7.3	3.3	5.4	4.8	4.9	6.6	5.2
UK	1.7	6.8	3.8	6.2	3.6	3.7	5.2	4.1
Spain	0.8	3.4	2.5	4.1	2.7	2.8	3.8	3.0
USA	0.8	3.3	1.4	2.3	2.5	2.6	3.3	2.6
Algeria	0.4	1.7	1.3	2.1	2.0	2.1	2.7	2.1
Saudi-Ar	0.6	2.3	1.2	1.9	1.9	2.0	2.2	1.8
Mexico	0.5	2.2	1.3	2.1	1.9	2.0	2.2	1.7
Indonesia	0.2	1.0	0.8	1.3	1.7	1.8	1.8	1.4
Japan	0.7	2.6	1.2	2.0	1.6	1.6	2.2	1.8
Philippines	0.4	1.5	0.7	1.1	1.5	1.5	1.7	1.4
UAE	0.2	1.0	0.8	1.3	1.5	1.5	1.9	1.5
Poland	0.1	0.4	0.4	0.6	1.5	1.5	2.0	1.6
Korea-Rep	0.1	0.3	0.3	0.5	1.3	1.3	1.8	1.4
Greece	0.4	1.7	1.1	1.8	1.2	1.3	1.4	1.1
Malaysia	0.3	1.2	0.7	1.1	1.2	1.2	1.2	0.9
ROW + SD*	6.5	.	22.1	.	32.0	.	42.7	.
Total	23.9	100.0	60.4	100.0	95.2	100.0	124.9	100.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

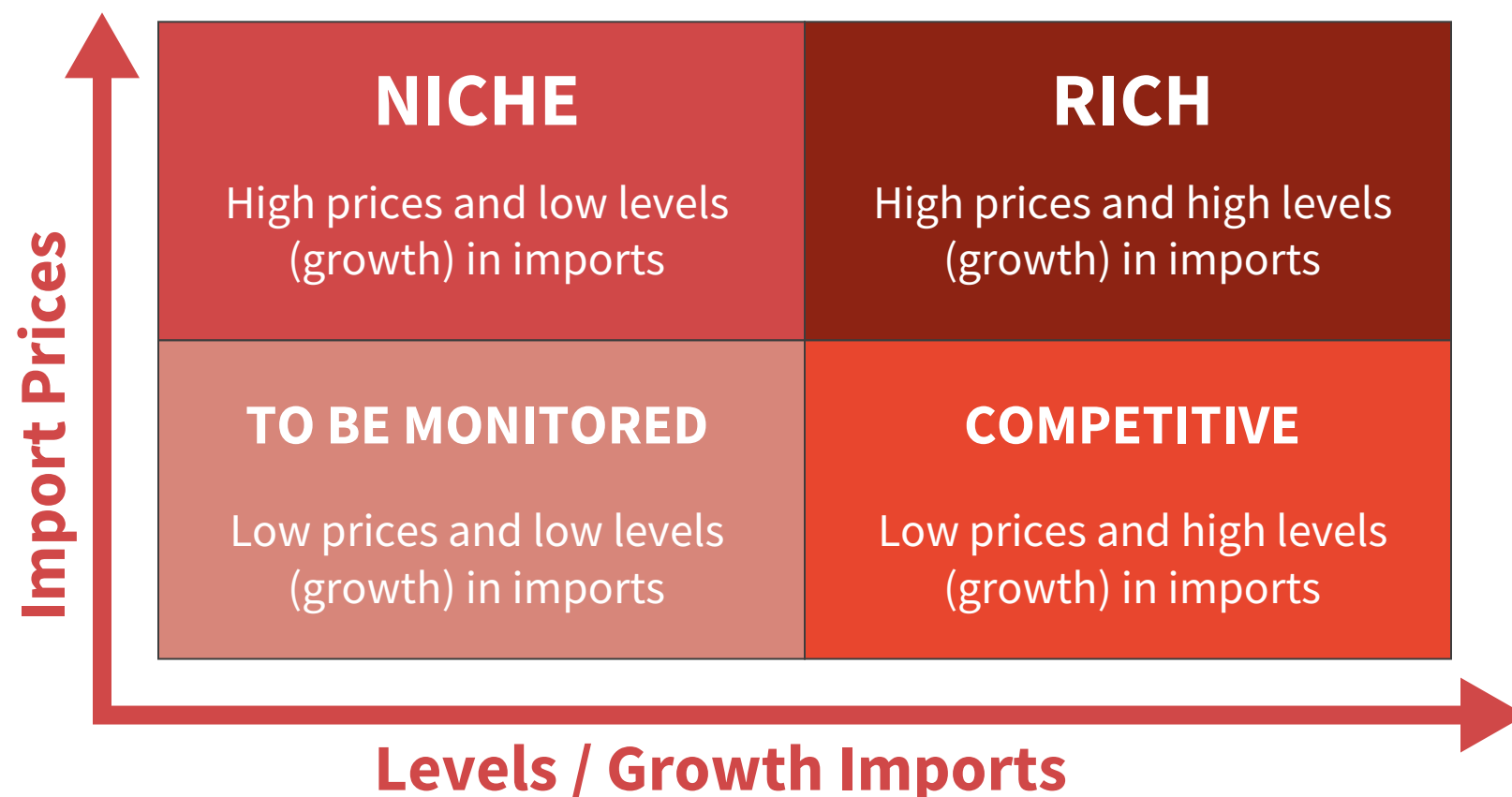


Premium Prices paid for High Quality products

The analysis of the inclination of different markets to pay a premium price for high quality products is developed through the following steps:

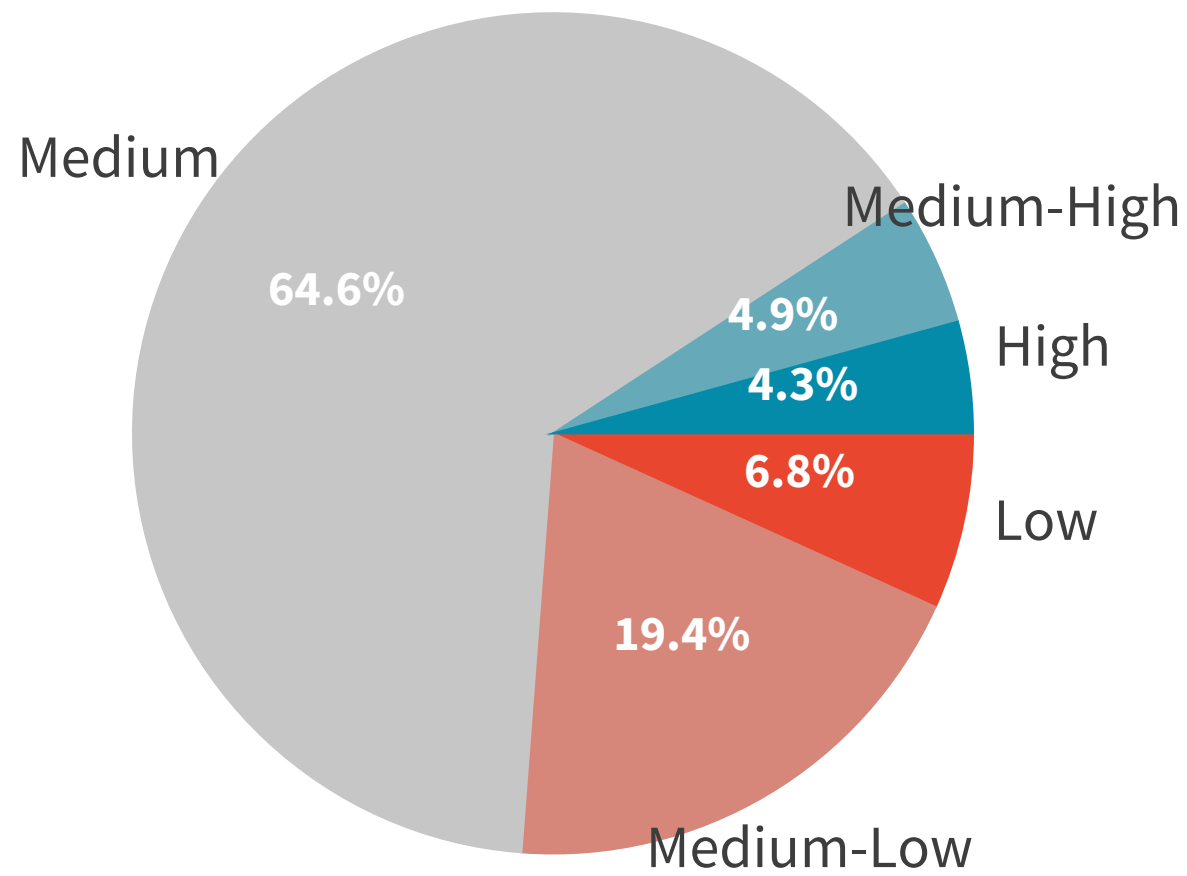
Price Ranges: 2022 trade flows are divided by price ranges, highlighting their relative importance. The comparison with the same distribution for 2012 suggest possible changes in the quality pattern of international trade

Market Clusters: Top world markets are clustered by size and prices (first chart) or by growth and prices of their imports (second chart). This allows the identification of four possible market clusters:

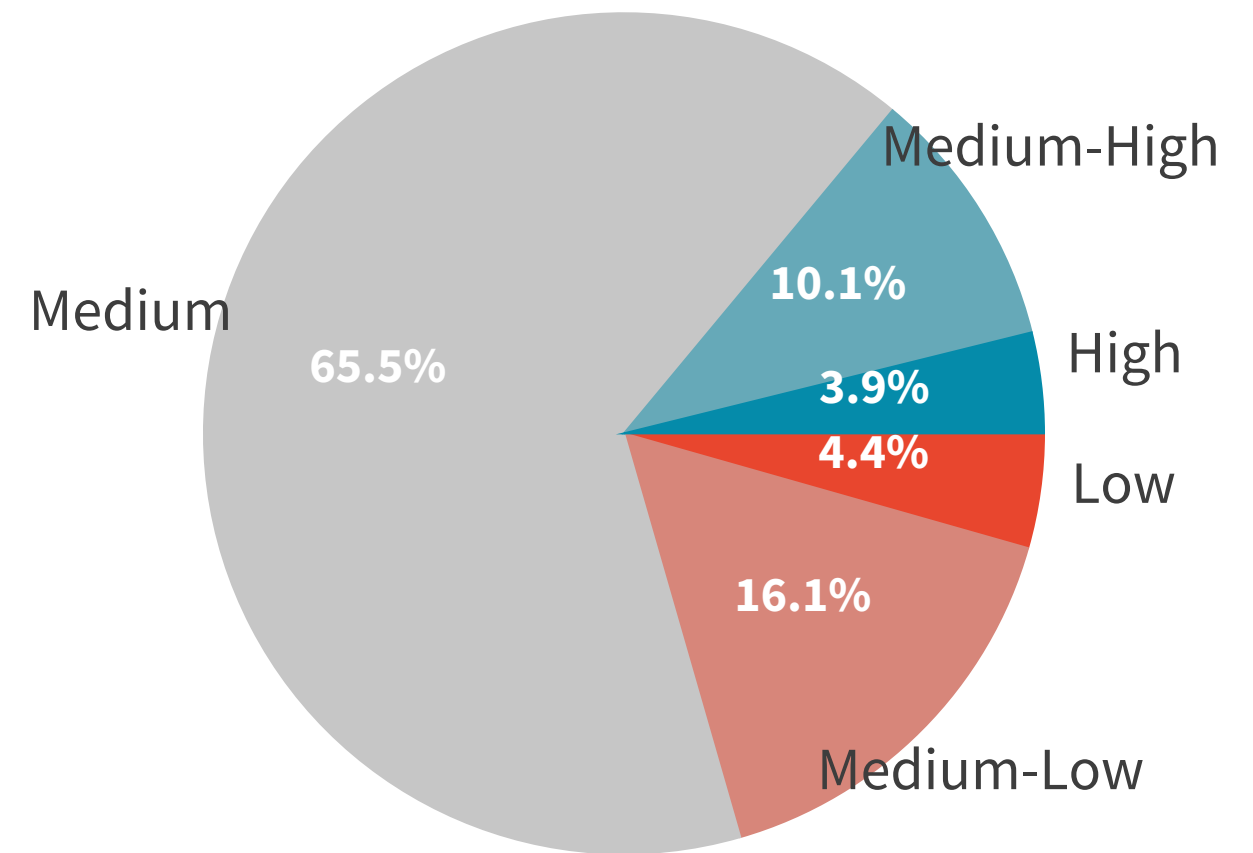


Distribution of International Trade by Price Range

Year 2012



Year 2022



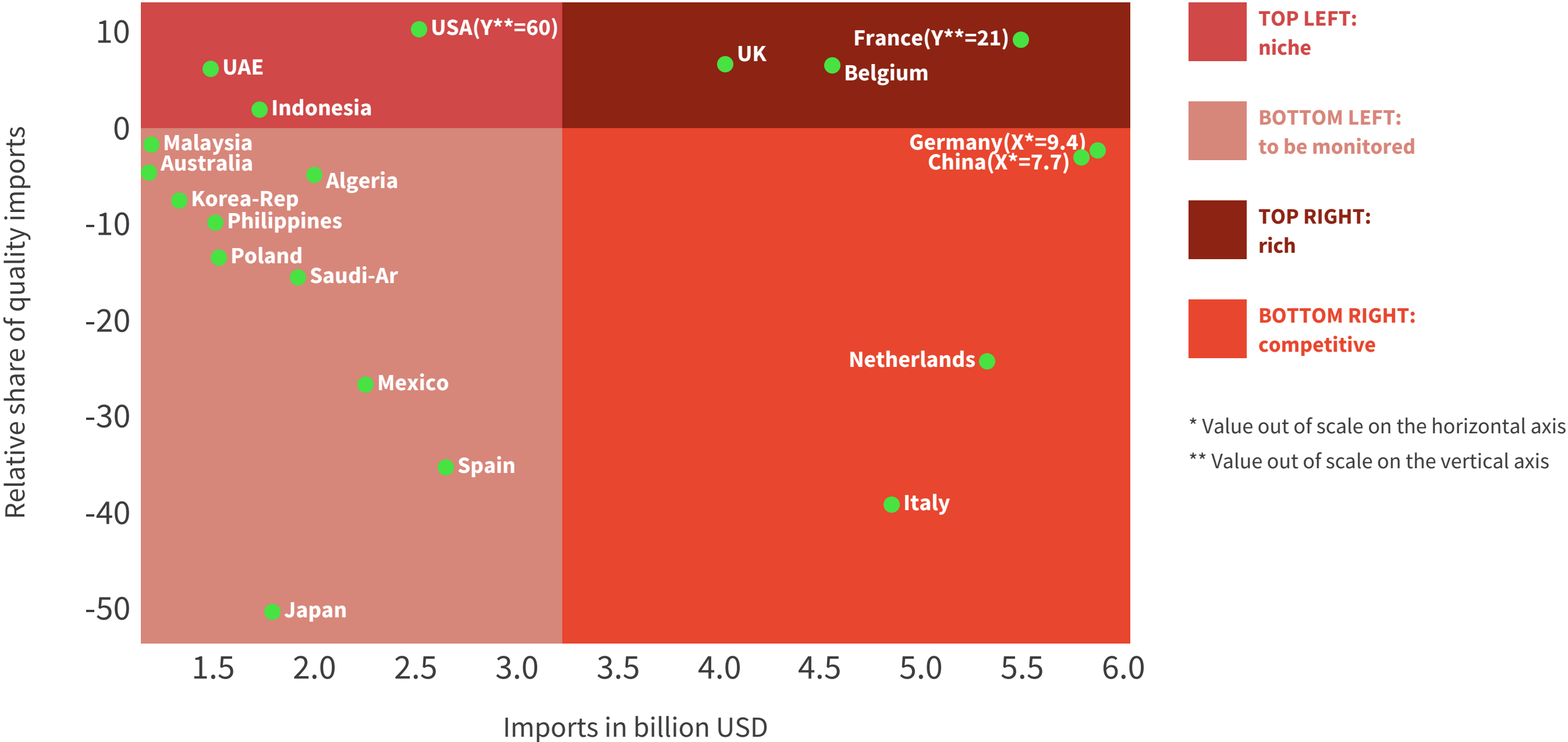
Source: www.exportplanning.com



Premium Price in Main Markets (2022)

Import Levels and Premium Prices

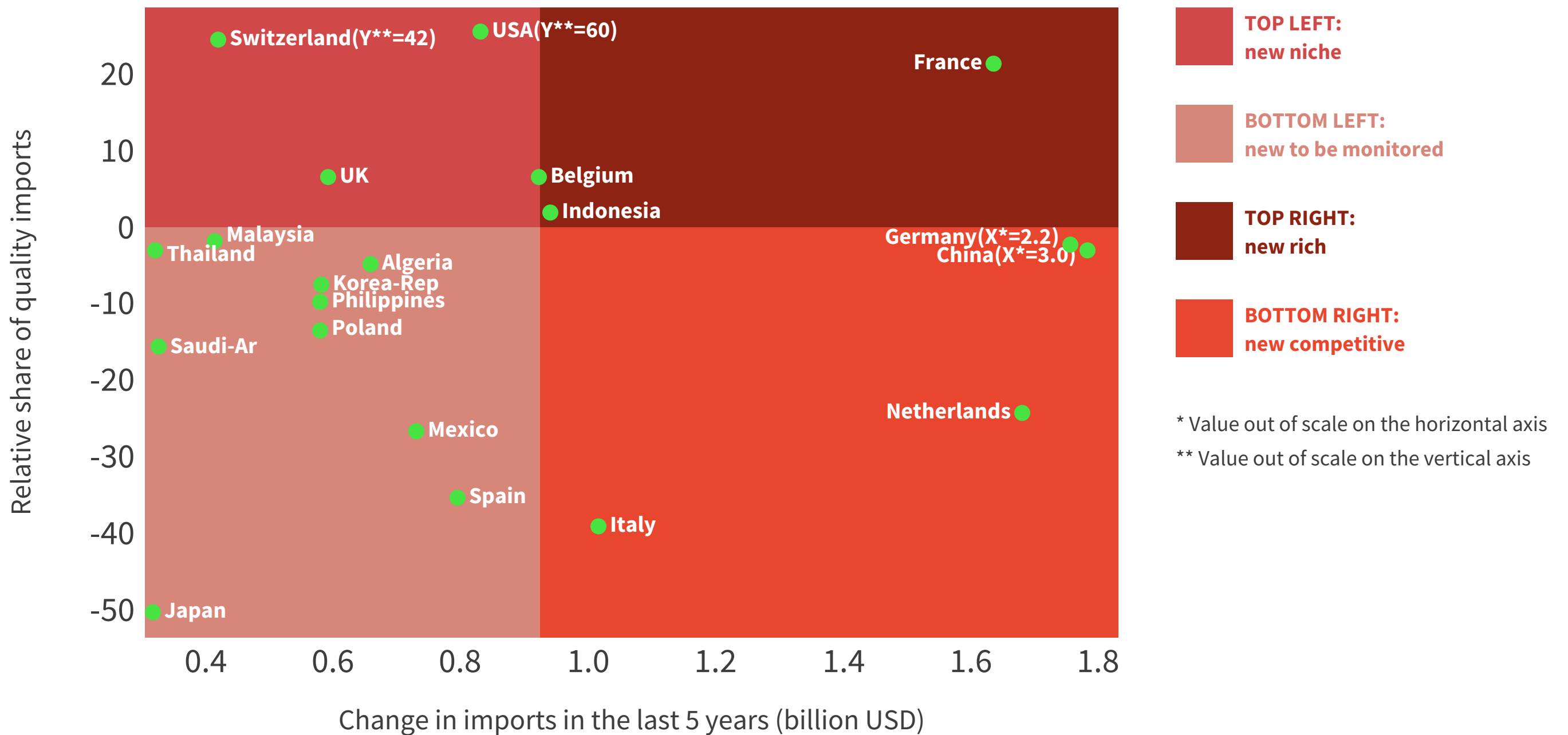
Source: www.exportplanning.com



Premium Price in most Dynamic Markets ('17-'22)

Premium Prices and Change in Imports

Source: www.exportplanning.com



Competitive Strategies of Exporting Countries

The analysis of exporting countries is developed through the following steps:

Export Levels: Segmentation of competitors by export levels, highlighted with a geographic map and an analytical table

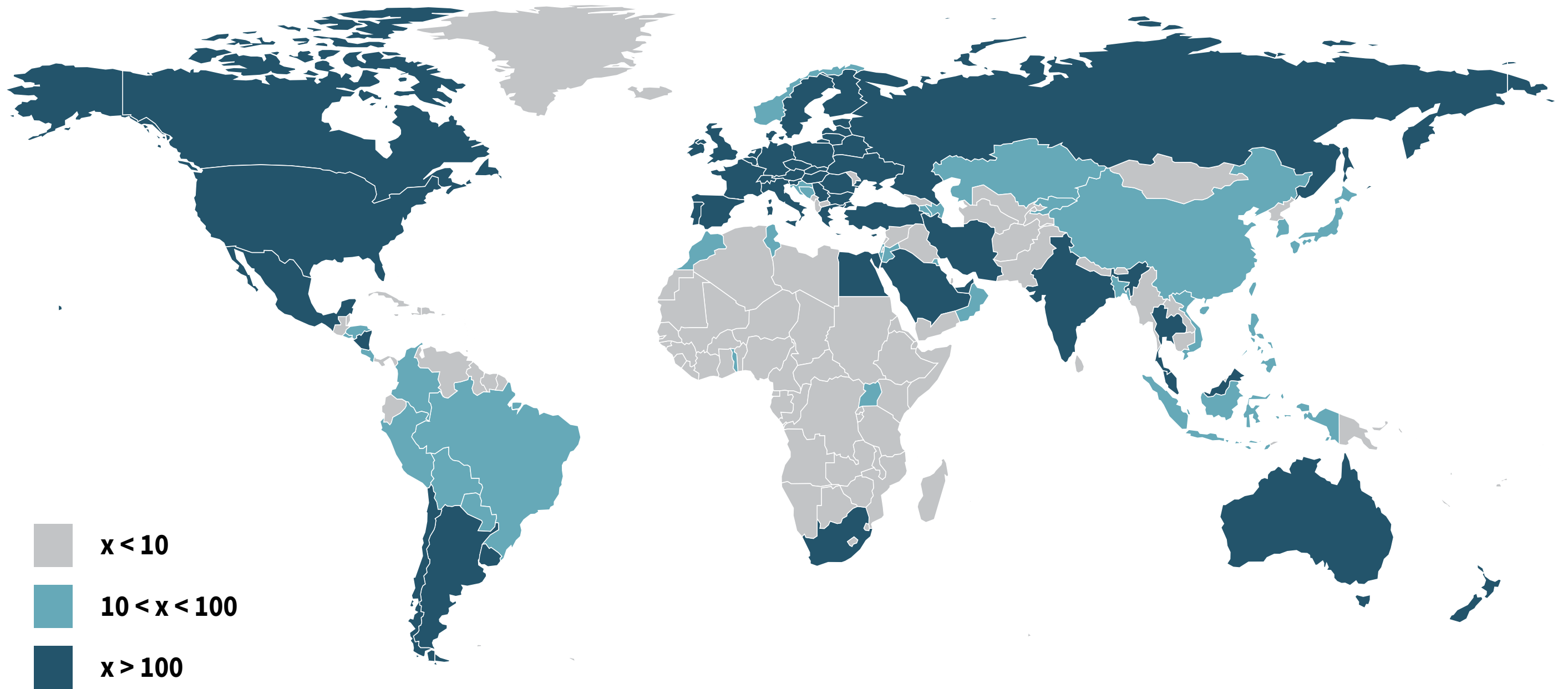
Competitor Clusters: Top world competitors are clustered by size and prices (first chart) or by growth and prices of their exports (second chart). This allows the identification of four possible competitors clusters:



Exports Levels

Exports Value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Billion USD	Market Share	Billion USD	Market Share	Billion USD	Market Share	Billion USD	Market Share
New Zealand	2.1	8.4	6.1	9.5	12.4	12.8	15.6	12.4
Germany	3.8	15.4	8.9	14.0	11.6	12.0	15.4	12.2
Netherlands	2.9	11.9	6.6	10.3	10.7	11.1	15.0	11.9
France	3.3	13.3	6.9	10.8	7.2	7.5	8.8	7.0
USA	0.4	1.6	2.5	3.9	6.1	6.4	7.3	5.8
Belgium	1.7	7.0	3.4	5.3	5.1	5.3	7.7	6.1
Italy	0.9	3.5	2.3	3.5	5.0	5.2	7.2	5.7
Ireland	1.0	4.0	2.0	3.1	4.4	4.6	5.5	4.4
Poland	0.2	0.9	1.6	2.6	3.2	3.3	4.2	3.3
Denmark	1.2	5.1	2.5	3.9	3.0	3.1	4.0	3.2
Australia	1.5	6.1	2.1	3.3	2.2	2.3	2.3	1.8
UK	0.9	3.5	1.4	2.3	2.2	2.3	2.6	2.1
Spain	0.4	1.7	1.0	1.5	1.6	1.6	2.3	1.8
Austria	0.4	1.7	1.3	2.1	1.6	1.6	2.4	1.9
Argentina	0.3	1.3	0.7	1.2	1.2	1.2	1.1	0.9
Czech Rep.	0.2	0.7	0.8	1.2	1.1	1.2	1.7	1.4
Greece	0.1	0.4	0.4	0.6	1.1	1.1	1.8	1.4
Uruguay	0.1	0.5	0.4	0.7	0.8	0.9	1.1	0.9
Lithuania	0.1	0.6	0.5	0.8	0.8	0.8	0.7	0.6
Switzerland	0.3	1.3	0.6	1.0	0.8	0.8	0.9	0.7
ROW + SD*	2.1	.	8.4	.	13.0	.	17.3	.
Total	23.9	100.0	60.4	100.0	95.2	100.0	124.9	100.0

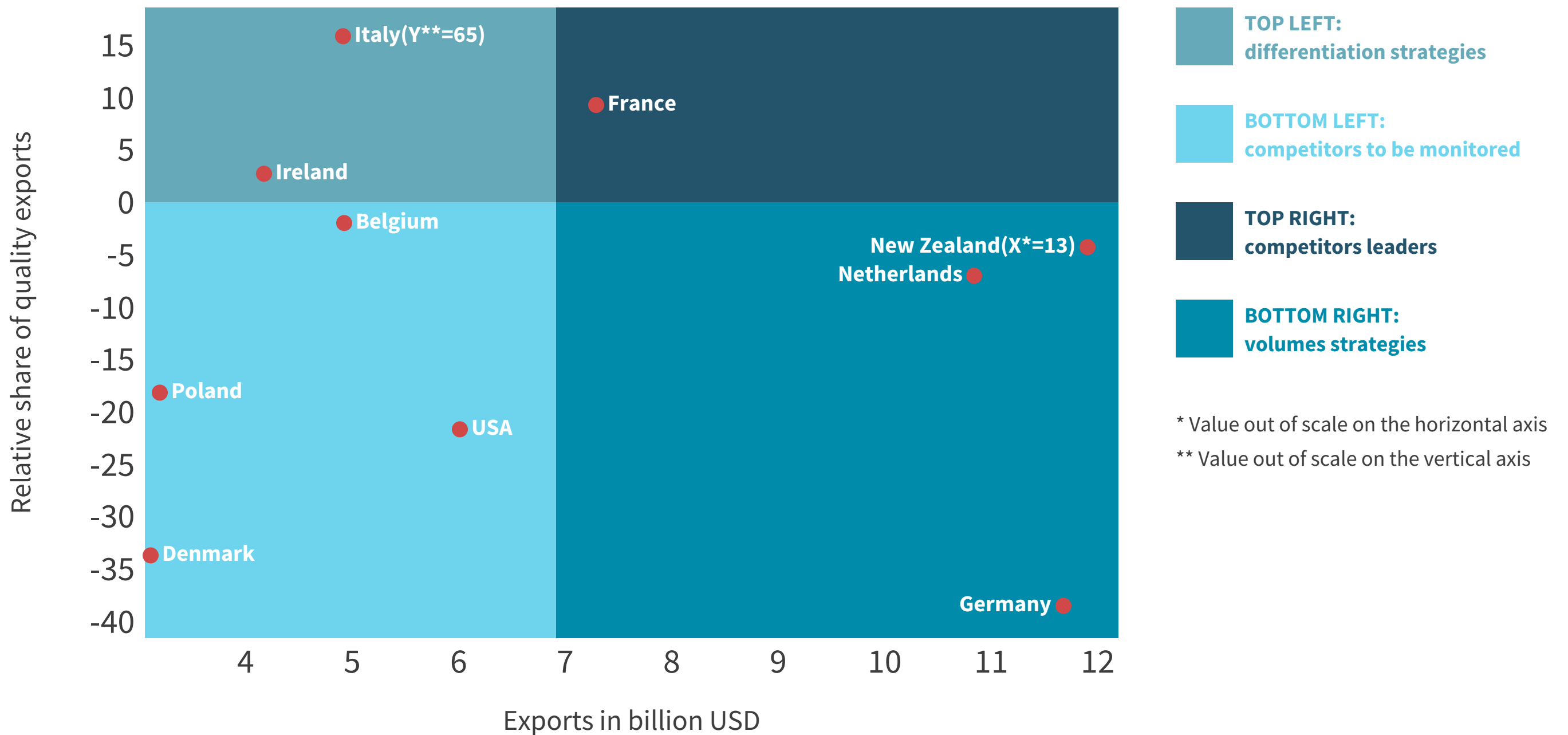
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitive Position of Main Exporters (2022)

Premium Prices and Export Levels

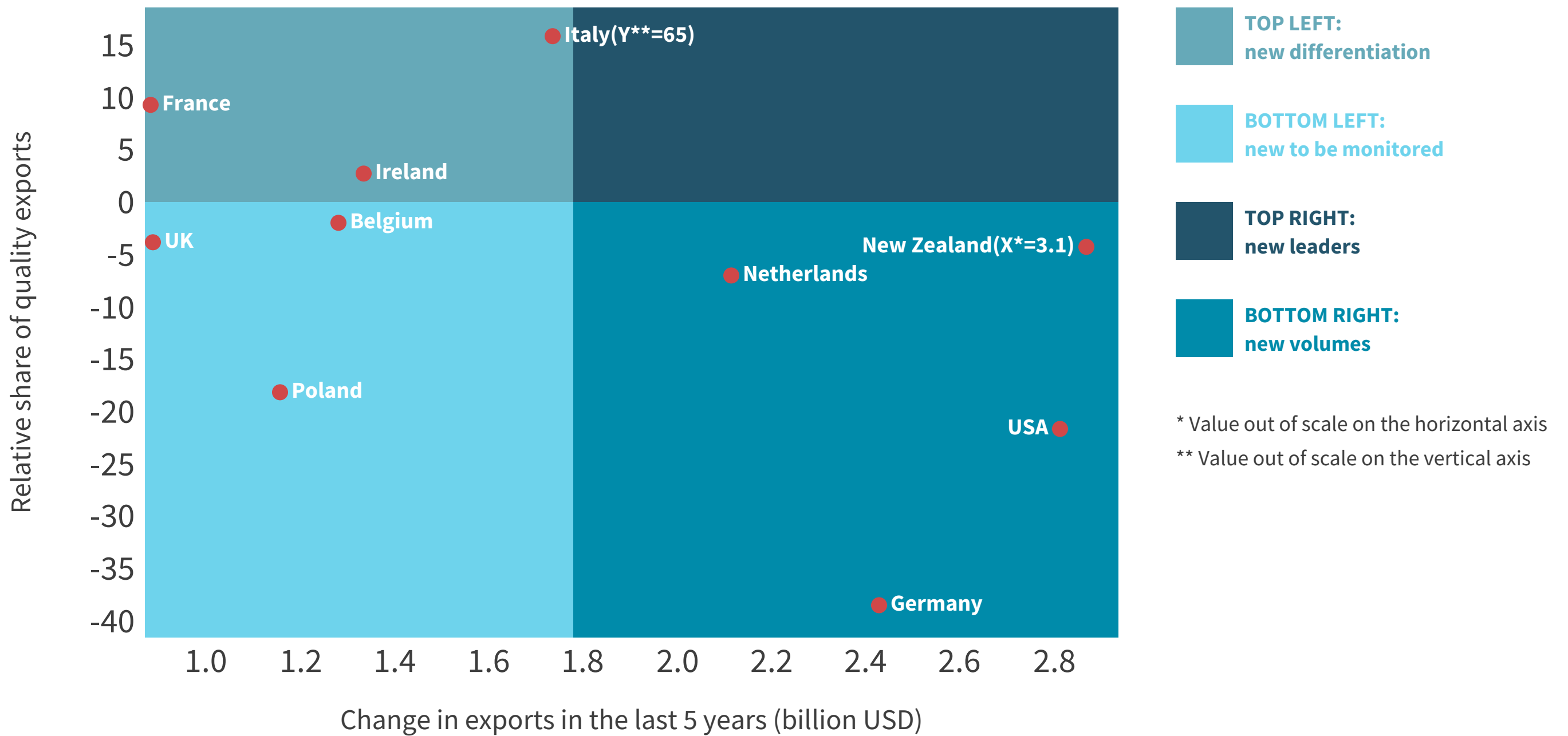
Source: www.exportplanning.com



Competitive Position of Most Dynamic Exporters ('17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Statistical Appendix

The data reported in this Statistical Appendix represent the database on which the ExportPlanning information system was developed.

As known, each customs flow between two countries is declared twice:

- for import, from the country where the goods arrive;
- for export, from the country from which the goods depart.

Generally speaking, these two data should coincide: the exports of a given good that Italy claims to have exported to the United States should be equal to the imports that the United States claims to have imported in that month. In practice, these two figures always have discrepancies, almost always very small, in some cases more significant. Possible sources of the discrepancies are as follows:

1. FOB and CIF declarations: exports are declared gross of transport and insurance costs up to the border of the exporting country; imports also include transport and insurance costs from the carrier's border to the importer's border;
2. different months of departure and arrival. It is quite normal for goods transported by sea to leave in one month and arrive in the following month;
3. errors due to the limitations of the customs administrative structure of different countries. Not all countries have a customs structure capable of accurately detecting the flows of incoming and outgoing goods;
4. statistical disclosure. If the number of reporting companies in a given month is less than 3, the data is generally secret, i.e. attributed to a higher customs code. Almost always the secretion occurs only on one side;
5. difference between country of departure and country of origin. In import declarations, the partner country declared is the country of origin, which may not be the country from which the goods arrived.

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To limit the distorting effects that may arise from these discrepancies, ExportPlanning considers the weighted average of the two declarations. The weight is given by the greater or lesser reliability of the country in terms of customs administration.

For the sake of completeness, this Appendix shows the data in value declared on importation from the main markets destination of the product and the value data declared by the main exporting countries.



Tab. 1 - Import declarations

Importing Country	2019		2020		2021		2022	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	7 296	-1.2	7 525	+3.1	8 214	+9.2	9 086	+10.6
China	5 308	+5.4	5 862	+10.4	8 043	+37.2	7 834	-2.6
France	3 988	-5.1	3 787	-5.1	4 394	+16.0	5 549	+26.3
Italy	3 969	-1.7	3 623	-8.7	4 022	+11.0	4 968	+23.5
Netherlands	3 655	-5.9	3 564	-2.5	4 094	+14.9	4 868	+18.9
Belgium	3 710	-7.8	3 460	-6.7	3 987	+15.2	4 782	+19.9
UK	3 525	-5.5	3 463	-1.8	3 298	-4.8	3 591	+8.9
Spain	1 930	-0.7	1 845	-4.4	2 054	+11.3	2 670	+30.0
USA	1 979	+7.0	1 872	-5.4	2 175	+16.2	2 507	+15.2
Algeria	.	.	.	.	.	.	.	.
Saudi-Ar	1 736	+3.4	1 892	+9.0	1 733	-8.4	.	.
Mexico	1 027	-30.8	865	-15.8	998	+15.4	1 842	+84.6
Indonesia	954	+12.8	973	+2.0	1 154	+18.6	1 711	+48.3
Japan	1 593	+5.1	1 500	-5.8	1 438	-4.1	1 555	+8.1
Philippines	1 070	+15.7	1 020	-4.7	1 091	+7.0	1 490	+36.5
UAE	1 571	-6.4	1 577	+0.4	1 547	-1.9	.	.
Poland	1 016	+1.2	977	-3.9	1 240	+26.9	1 487	+19.9
Korea-Rep	817	+6.2	894	+9.5	1 032	+15.4	1 282	+24.2
Greece	845	-3.0	826	-2.2	983	+18.9	1 213	+23.4
Malaysia	846	+4.9	889	+5.1	992	+11.6	1 199	+20.8
Rest of the world	26 132	+3.5	26 297	+0.6	27 290	+3.8	23 187	-15.0
Total	72 969	+0.1	72 712	-0.4	79 782	+9.7	80 821	+1.3
Total of 2022 sample	62 211	-0.9	61 838	-0.6	69 323	+12.1	80 821	+16.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations

Exporting Country	2019		2020		2021		2022	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	10 133	+6.3	9 898	-2.3	19 109	+93.1	12 357	-35.3
Germany	9 332	+0.7	9 380	+0.5	10 349	+10.3	11 685	+12.9
Netherlands	8 154	-5.7	8 001	-1.9	8 868	+10.8	10 712	+20.8
France	6 259	-2.8	6 397	+2.2	7 016	+9.7	7 208	+2.7
USA	3 726	+10.9	4 100	+10.0	4 946	+20.6	6 122	+23.8
Belgium	3 831	-3.9	3 817	-0.4	4 249	+11.3	5 148	+21.2
Italy	3 745	+6.5	3 801	+1.5	4 542	+19.5	4 976	+9.6
Ireland	3 197	+9.4	3 149	-1.5	3 425	+8.7	4 356	+27.2
Poland	2 125	-5.1	2 123	-0.1	2 518	+18.6	3 167	+25.8
Denmark	2 405	-7.7	2 342	-2.6	2 591	+10.7	2 956	+14.1
Australia	1 687	-4.4	1 678	-0.6	2 150	+28.1	2 227	+3.6
UK	2 154	-1.3	1 934	-10.2	1 827	-5.5	2 253	+23.3
Spain	1 305	+3.1	1 334	+2.2	1 519	+13.9	1 582	+4.1
Austria	1 276	-1.4	1 370	+7.4	1 437	+4.9	1 568	+9.1
Argentina	605	-5.1	789	+30.4	781	-1.0	1 150	+47.2
Czech Rep.	784	-5.0	805	+2.7	907	+12.6	1 114	+22.8
Greece	746	+0.1	866	+16.1	1 032	+19.1	1 104	+7.1
Uruguay	634	-3.7	624	-1.5	721	+15.5	842	+16.7
Lithuania	564	+1.9	527	-6.5	616	+16.9	799	+29.6
Switzerland	712	+1.9	774	+8.6	865	+11.7	793	-8.3
Rest of the world	13 508	-2.3	12 803	-5.2	13 944	+8.9	9 419	-32.5
Total	76 883	-0.1	76 514	-0.5	93 411	+22.1	91 537	-2.0
Total of 2022 sample	71 589	+0.7	71 169	-0.6	87 850	+23.4	91 537	+4.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Algeria**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

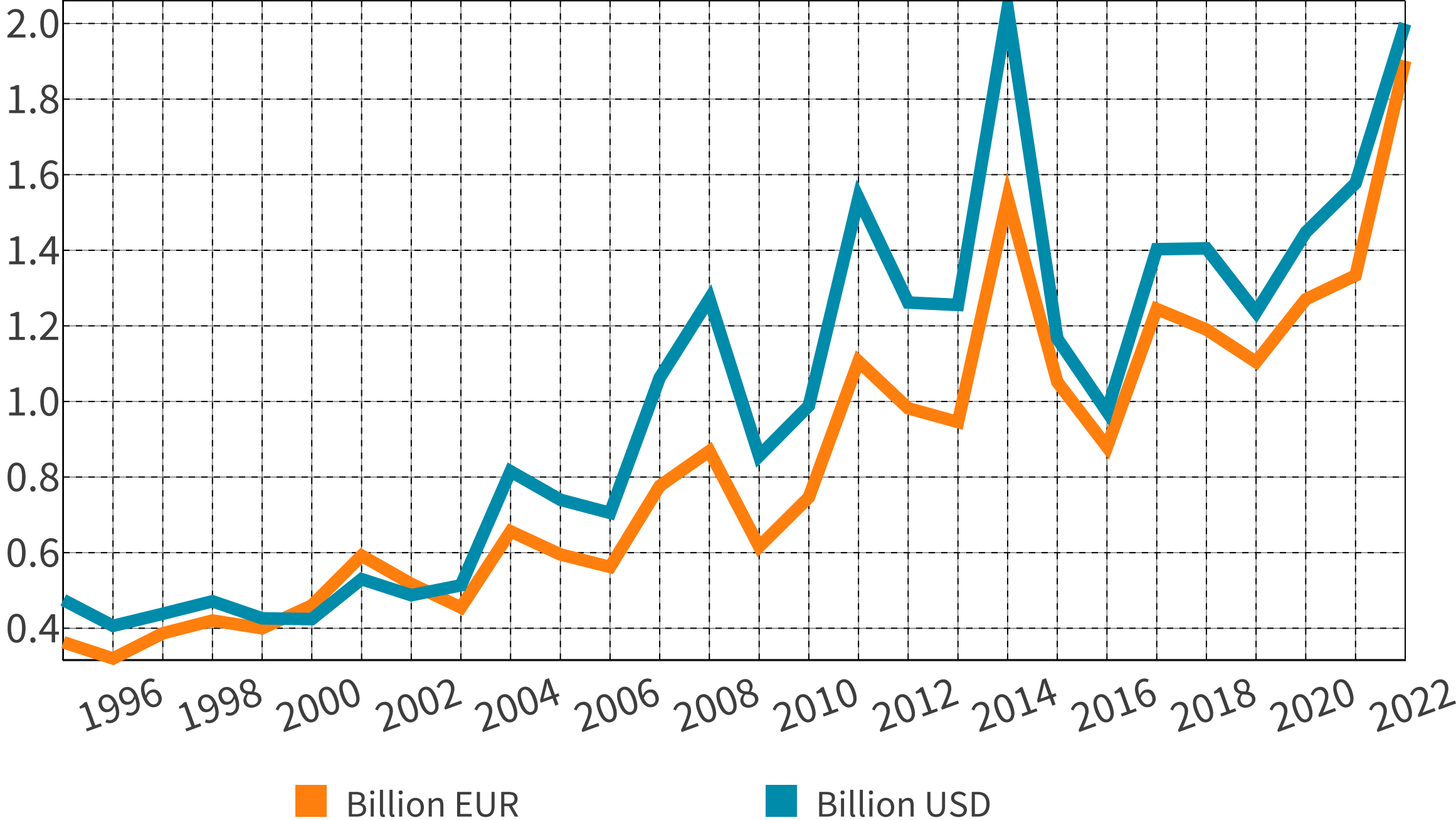


**Import value
(2022)****1.9** billion EUR**2.0** billion USD**Average prices of
imports (2022)****3.83** EUR/kg**4.02** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+14.7%**CAGR in 2009-2022: **+3.3%**CAGR in 2023-2026: **+8.0%**

Market Dynamics

Value of Imports

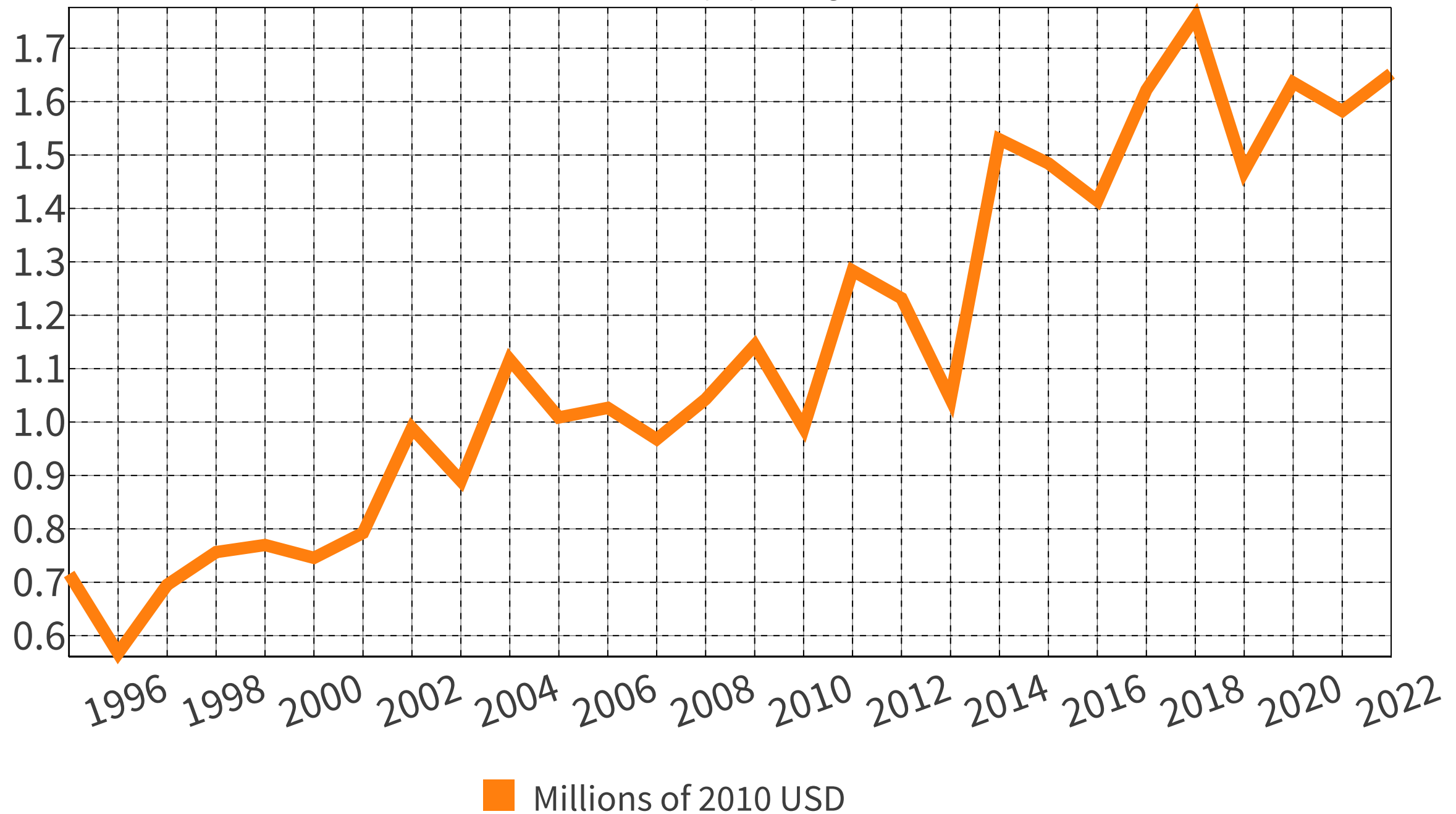
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

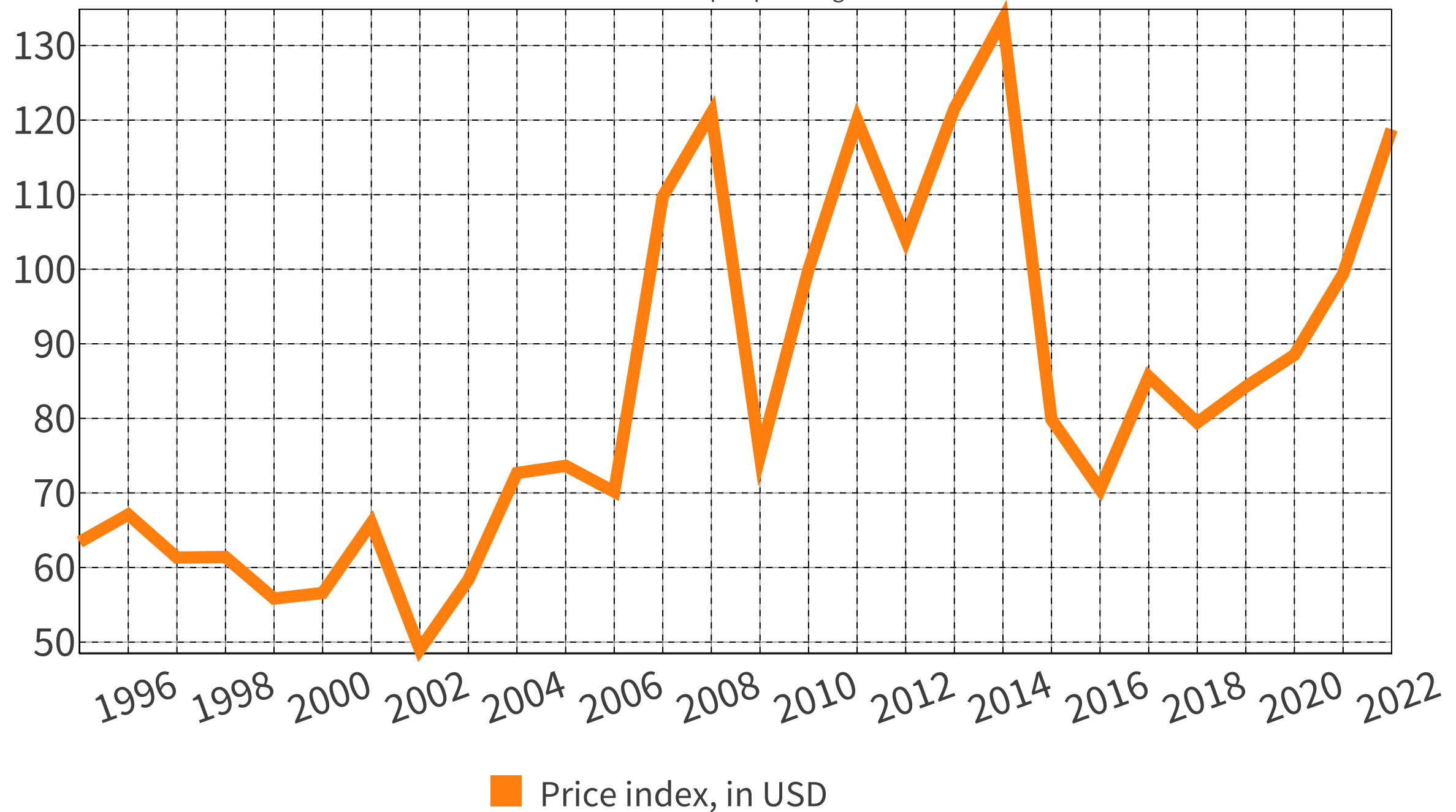
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	815	58.7	1 117	25.5	73.0	26.4
2005	740	-9.2	1 009	-9.7	73.4	0.5
2006	705	-4.7	1 027	1.8	68.7	-6.3
2007	1 063	50.7	968	-5.7	109.8	59.8
2008	1 271	19.6	1 043	7.7	121.9	11.0
2009	856	-32.7	1 144	9.7	74.8	-38.6
2010	988	15.5	989	-13.5	99.9	33.5
2011	1 538	55.6	1 284	29.8	119.8	19.9
2012	1 262	-18.0	1 232	-4.0	102.4	-14.5
2013	1 255	-0.5	1 043	-15.3	120.4	17.5
2014	2 040	62.5	1 529	46.6	133.4	10.8
2015	1 166	-42.8	1 484	-2.9	78.6	-41.1
2016	973	-16.5	1 414	-4.7	68.8	-12.4
2017	1 403	44.1	1 622	14.7	86.5	25.7
2018	1 405	0.2	1 759	8.4	79.9	-7.6
2019	1 236	-12.0	1 470	-16.4	84.1	5.2
2020	1 448	17.1	1 636	11.3	88.5	5.2
2021	1 577	9.0	1 582	-3.3	99.7	12.6
2022	2 000	26.8	1 652	4.4	121.0	21.4

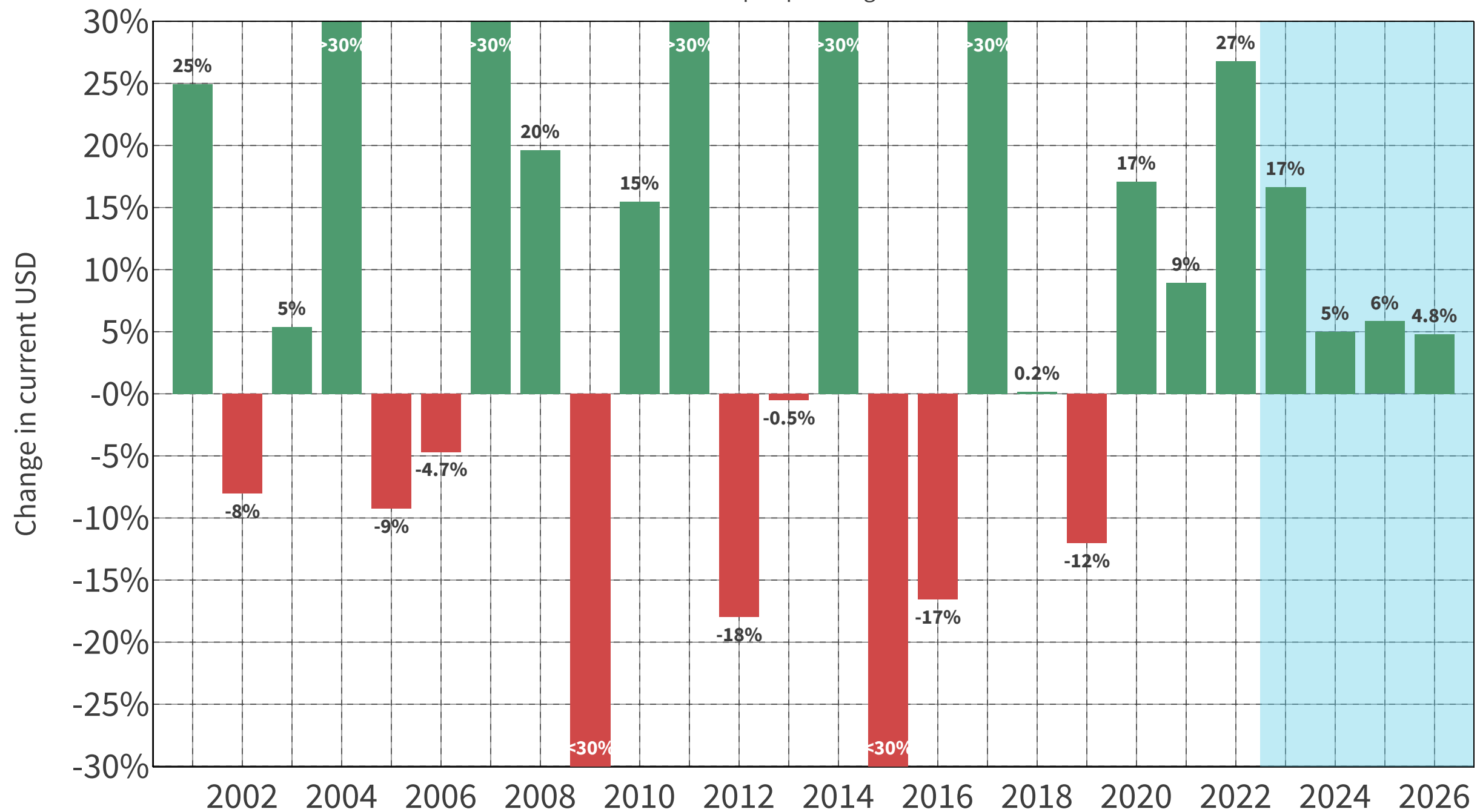
Source: www.exportplanning.com



Market Prospects

Imports Forecast

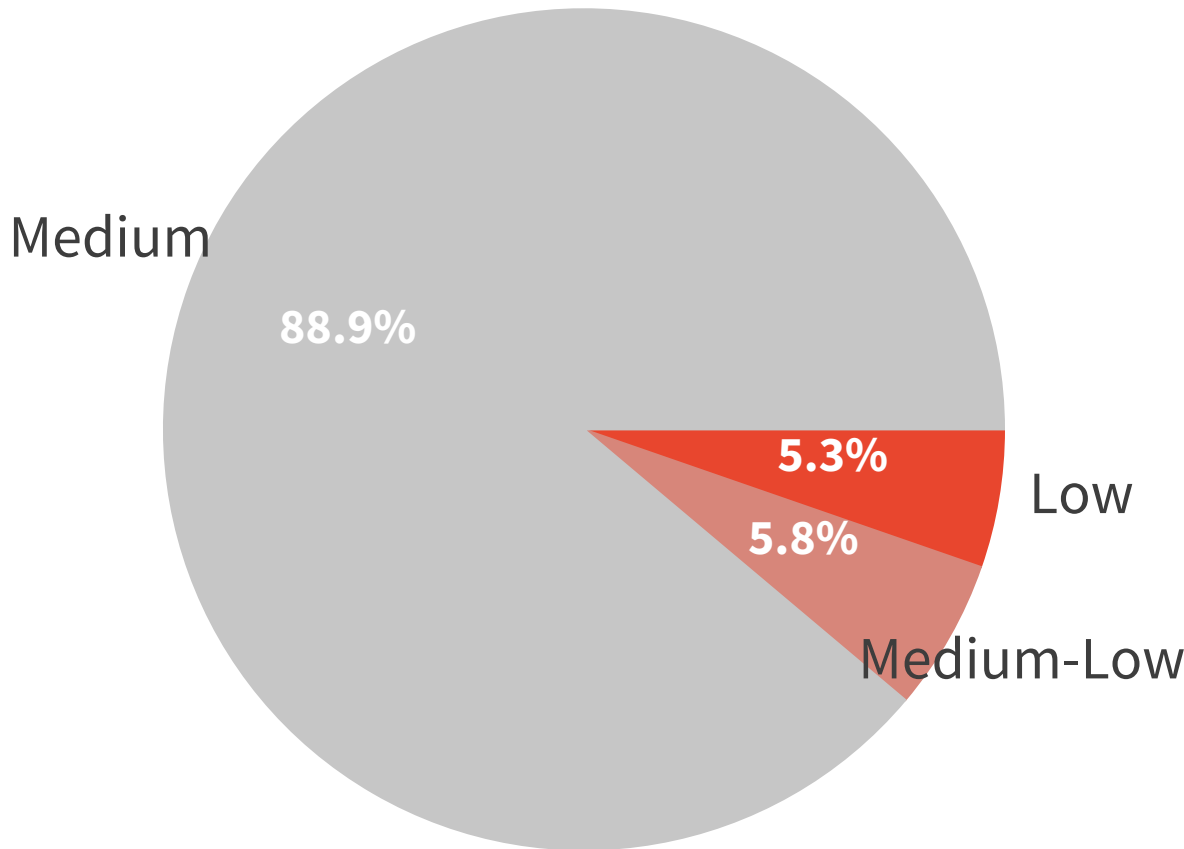
Source: www.exportplanning.com



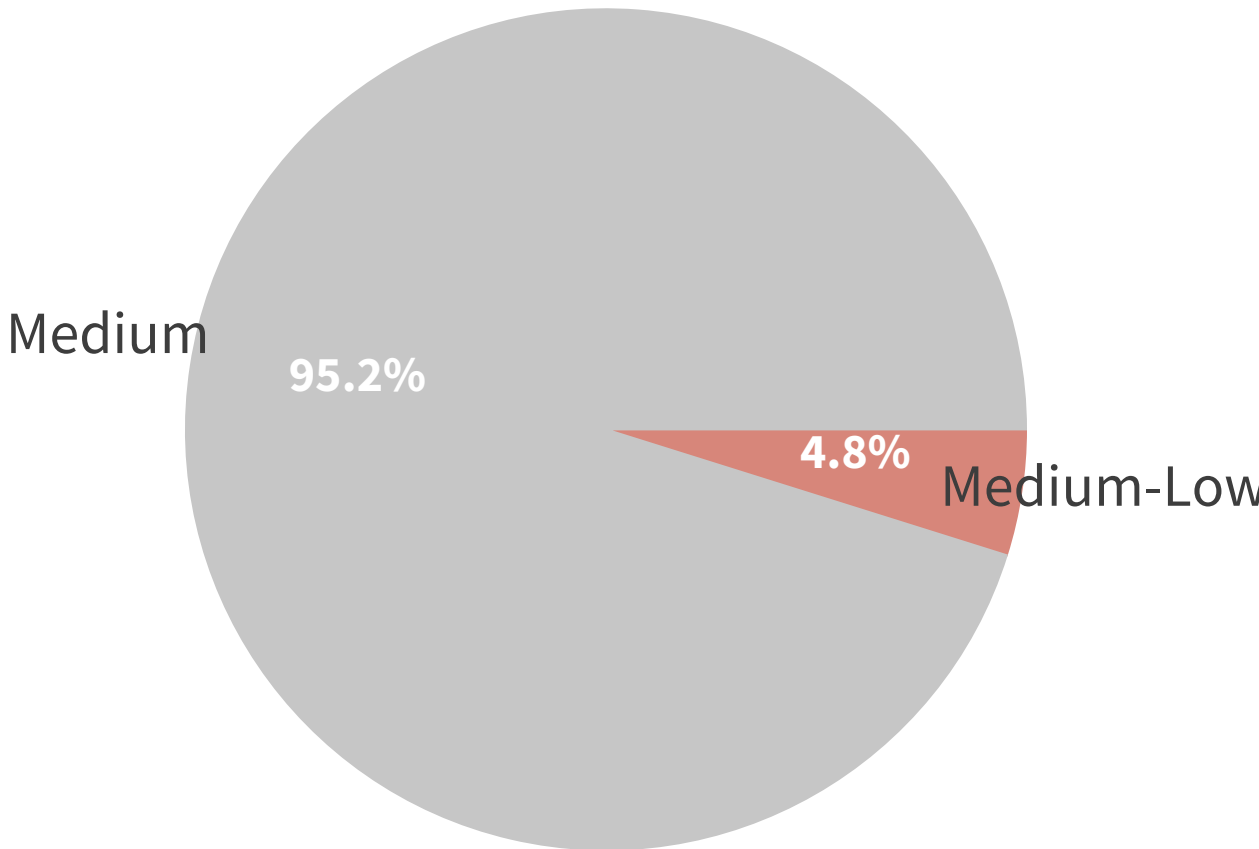
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



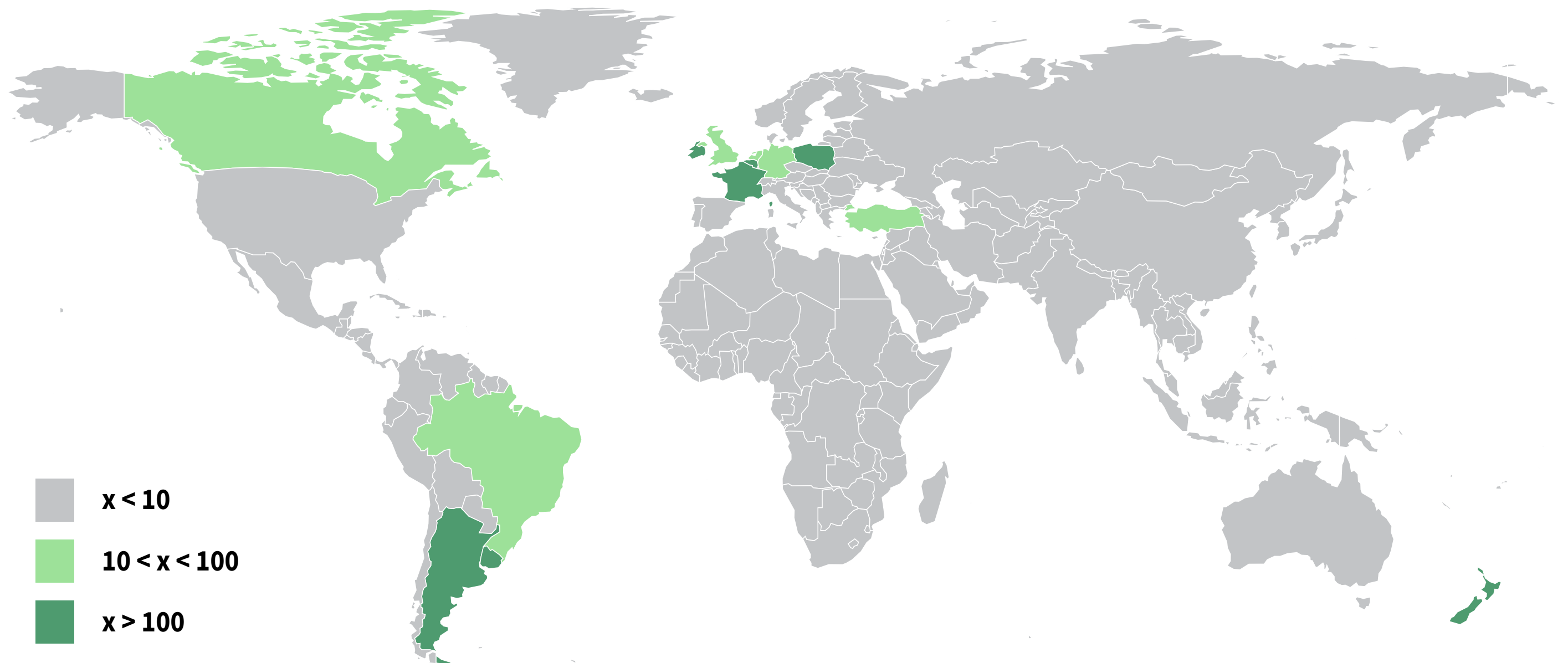
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
New Zealand	32.2	7.2	225	18.2	514	25.7	901	33.2
Argentina	3.0	0.7	62	5.0	359	17.9	319	11.7
Uruguay	<0.1	<0.1	4	0.3	209	10.4	291	10.7
Poland	39.5	8.9	90	7.3	166	8.3	257	9.5
Ireland	12.6	2.8	30	2.4	104	5.2	95	3.5
Belgium	64.4	14.5	214	17.4	104	5.2	114	4.2
France	179.4	40.4	205	16.6	101	5.1	206	7.6
Netherlands	27.2	6.1	70	5.7	80	4.0	161	5.9
Turkey	0.1	<0.1	<1	<0.1	66	3.3	1	<0.1
Canada	6.2	1.4	<1	<0.1	24	1.2	21	0.8
UK	19.5	4.4	28	2.3	16	0.8	18	0.7
Brazil	<0.1	<0.1	27	2.2	15	0.8	8	0.3
Germany	15.0	3.4	65	5.2	11	0.6	12	0.4
USA	11.8	2.7	76	6.2	9	0.5	32	1.2
Lithuania	0.2	<0.1	<1	<0.1	9	0.4	14	0.5
Spain	5.2	1.2	4	0.3	5	0.2	<1	<0.1
Malaysia	<0.1	<0.1	14	1.1	2	0.1	<1	<0.1
Ukraine	<0.1	<0.1	32	2.6	1	0.1	<1	<0.1
Switzerland	11.7	2.6	5	0.4	1	<0.1	<1	<0.1
Italy	0.8	0.2	<1	<0.1	<1	<0.1	<1	<0.1
ROW + SD*	-4.6	.	120	.	203	.	265	.
Total	424.2	100.0	1 271	100.0	2 000	100.0	2 716	100.0

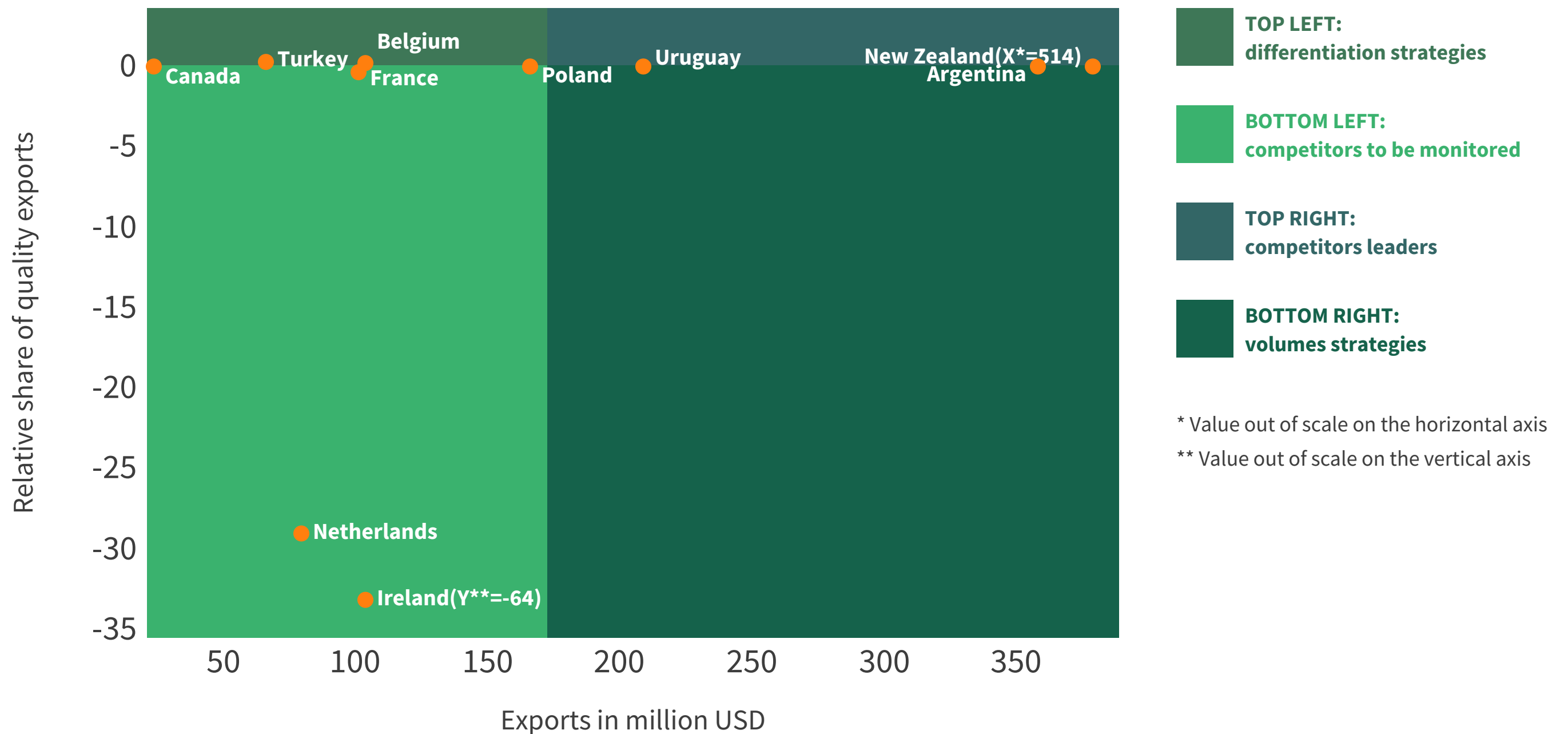
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

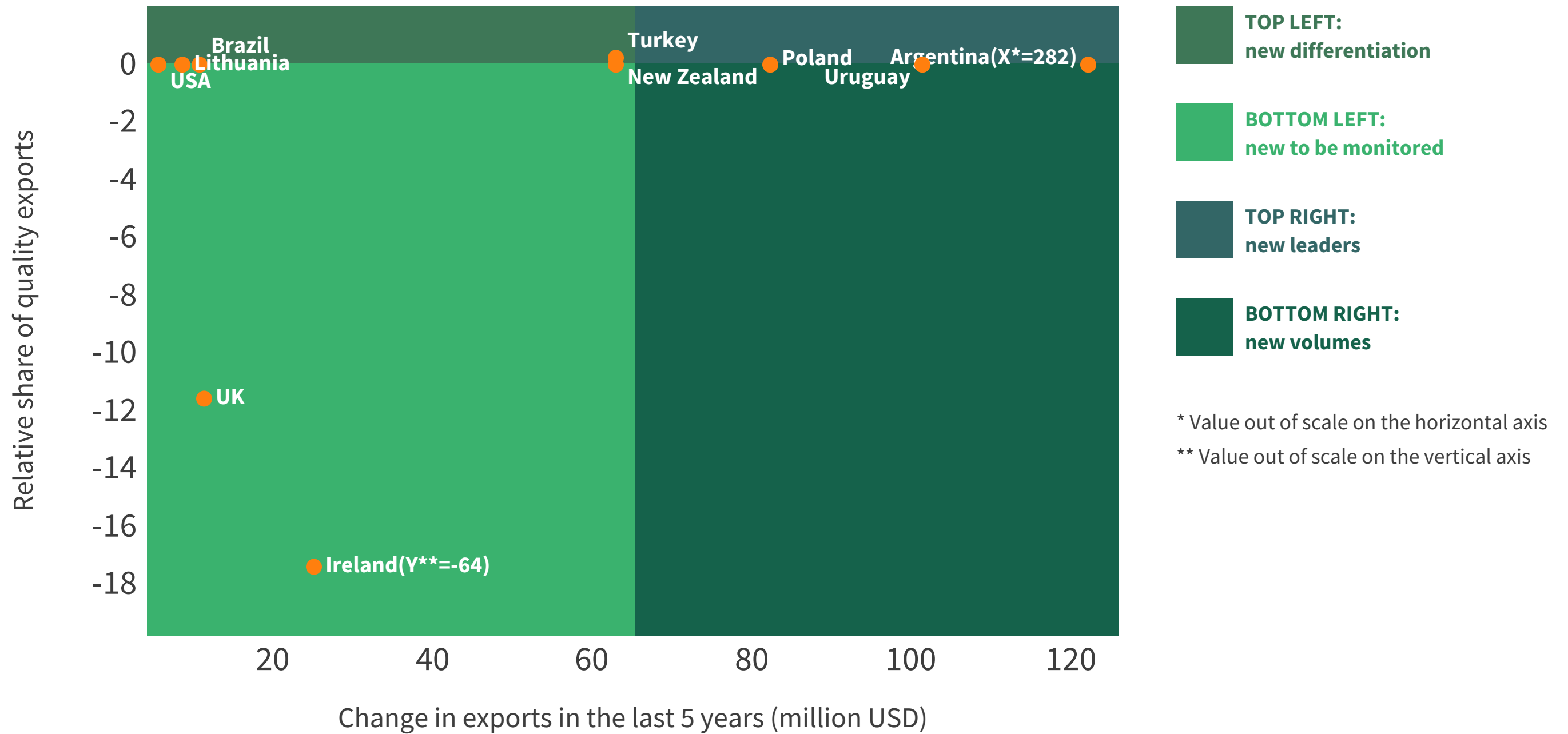
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand
Argentina
Uruguay
Poland
Ireland
Belgium
France
Netherlands
Turkey
Canada
UK
Brazil
Germany
USA
Lithuania
Spain
Malaysia
Ukraine
Switzerland
Italy
Rest of the world
Total

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	295	-12.7	259	-12.0	311	+20.2	514	+65.0
Argentina	163	-21.0	210	+29.4	344	+63.4	359	+4.3
Uruguay	191	-10.2	208	+8.7	181	-12.6	209	+15.2
Poland	55	-49.6	96	+73.3	122	+27.3	166	+35.8
Ireland	63	+12.0	97	+53.4	67	-30.4	104	+54.6
Belgium	65	-7.8	145	+122.5	79	-45.5	104	+31.3
France	86	-9.5	113	+31.6	68	-40.2	101	+49.5
Netherlands	63	-18.2	49	-23.2	25	-48.6	80	+219.0
Turkey	7	+772.9	7	+11.5	54	+634.8	66	+22.5
Canada	21	-33.3	18	-12.8	13	-29.6	24	+82.5
UK	28	+205.7	25	-10.2	28	+12.2	16	-43.8
Brazil	.	.	3	.	20	+537.8	15	-23.8
Germany	20	-11.3	23	+19.0	14	-40.8	11	-18.1
USA	14	+257.3	17	+19.7	43	+151.6	9	-78.5
Lithuania	12	+595.2	10	-20.6	9	-1.6	9	-5.4
Spain	6	-31.5	18	+224.6	27	+49.6	5	-82.8
Malaysia	24	+87.1	4	-81.2	4	-16.8	2	-40.6
Ukraine	1	-26.4	1	-40.3	4	+340.7	1	-68.4
Switzerland	1	-53.0	1	+17.6	1	-24.7	1	+35.6
Italy	<1	-95.9	<1	-40.9	<1	+127.6	<1	+67.6
Rest of the world	1	-85.1	1	+0.7	7	+415.9	<1	-100.0
Total	1 116	-12.1	1 307	+17.1	1 421	+8.7	1 796	+26.4
Total of 2022 sample	1 116	-12.1	1 307	+17.1	1 417	+8.4	1 796	+26.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	295	-12.7	259	-12.0	311	+20.2	514	+65.0
Argentina	163	-21.0	210	+29.4	344	+63.4	359	+4.3
Uruguay	191	-10.2	208	+8.7	181	-12.6	209	+15.2
Poland	55	-49.6	96	+73.3	122	+27.3	166	+35.8
Ireland	63	+12.0	97	+53.4	67	-30.4	104	+54.6
Belgium	65	-7.8	145	+122.5	79	-45.5	104	+31.3
France	86	-9.5	113	+31.6	68	-40.2	101	+49.5
Netherlands	63	-18.2	49	-23.2	25	-48.6	80	+219.0
Turkey	7	+772.9	7	+11.5	54	+634.8	66	+22.5
Canada	21	-33.3	18	-12.8	13	-29.6	24	+82.5
UK	28	+205.7	25	-10.2	28	+12.2	16	-43.8
Brazil	.	.	3	.	20	+537.8	15	-23.8
Germany	20	-11.3	23	+19.0	14	-40.8	11	-18.1
USA	14	+257.3	17	+19.7	43	+151.6	9	-78.5
Lithuania	12	+595.2	10	-20.6	9	-1.6	9	-5.4
Spain	6	-31.5	18	+224.6	27	+49.6	5	-82.8
Malaysia	24	+87.1	4	-81.2	4	-16.8	2	-40.6
Ukraine	1	-26.4	1	-40.3	4	+340.7	1	-68.4
Switzerland	1	-53.0	1	+17.6	1	-24.7	1	+35.6
Italy	<1	-95.9	<1	-40.9	<1	+127.6	<1	+67.6
ROW + SD*	121	-15.6	142	+16.9	163	+14.5	203	+25.2
Total	1 236	-12.0	1 448	+17.1	1 577	+9.0	2 000	+26.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	.	.	514	+65.0	514	+65.0
Argentina	.	.	359	+4.3	359	+4.3
Uruguay	.	.	209	+15.2	209	+15.2
Poland	.	.	166	+35.8	166	+35.8
Ireland	.	.	104	+54.6	104	+54.6
Belgium	.	.	104	+31.3	104	+31.3
France	.	.	101	+49.5	101	+49.5
Netherlands	.	.	80	+219.0	80	+219.0
Turkey	.	.	66	+22.5	66	+22.5
Canada	.	.	24	+82.5	24	+82.5
UK	.	.	16	-43.8	16	-43.8
Brazil	.	.	15	-23.8	15	-23.8
Germany	.	.	11	-18.1	11	-18.1
USA	.	.	9	-78.5	9	-78.5
Lithuania	.	.	9	-5.4	9	-5.4
Spain	.	.	5	-82.8	5	-82.8
Malaysia	.	.	2	-40.6	2	-40.6
Ukraine	.	.	1	-68.4	1	-68.4
Switzerland	.	.	1	+35.6	1	+35.6
Italy	.	.	<1	+67.6	<1	+67.6
Rest of the world*	.	.	<1	- 100.0	203	+25.2
Total**	.	.	1 796	+26.8	2 000	+26.8

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
New Zealand	356	-9.3	281	-21.2	314	+11.7	446	+42.2
Argentina	185	-24.8	249	+34.4	351	+41.0	315	-10.0
Uruguay	214	-15.9	242	+12.8	180	-25.5	183	+1.4
Poland	71	-56.4	108	+53.6	117	+8.3	118	+1.0
Ireland	89	+23.6	124	+40.2	80	-35.2	88	+9.9
Belgium	77	-30.0	156	+101.7	75	-51.8	77	+1.8
France	107	-16.9	121	+12.4	65	-46.2	77	+18.7
Netherlands	74	-14.0	54	-26.7	27	-49.5	62	+126.8
Turkey	9	+510.3	9	-0.6	56	+519.9	53	-5.3
Canada	28	-45.6	23	-18.8	13	-42.2	19	+42.4
UK	29	+157.0	28	-3.9	26	-8.1	11	-57.3
Brazil	.	.	4	.	20	+460.9	14	-30.0
Germany	27	-19.1	29	+6.8	16	-45.6	9	-44.4
USA	15	+142.7	21	+38.1	46	+115.4	8	-82.5
Lithuania	15	+436.8	11	-24.5	9	-18.8	7	-26.4
Spain	4	-55.1	20	+363.9	24	+22.8	3	-86.4
Malaysia	34	+90.8	6	-82.4	5	-15.1	2	-61.9
Ukraine	2	-21.6	1	-30.6	4	+243.3	1	-71.1
Switzerland	1	-69.0	1	+6.7	1	-27.1	<1	-7.1
Italy	<1	-94.4	<1	-27.2	<1	+149.2	<1	-37.7
ROW + SD*	133	-19.8	149	+12.0	154	+3.5	159	+3.2
Total	1 470	-16.4	1 636	+11.3	1 582	-3.3	1 652	+4.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
New Zealand	82.7	-3.7	92.3	+11.6	99.3	+7.6	115.2	+16.0
Argentina	88.0	+5.1	84.7	-3.7	98.1	+15.8	113.7	+15.9
Uruguay	89.1	+6.7	85.8	-3.7	100.7	+17.4	114.4	+13.6
Poland	78.7	+15.6	88.8	+12.8	104.4	+17.6	140.4	+34.5
Ireland	71.3	-9.4	78.1	+9.4	83.8	+7.4	118.0	+40.7
Belgium	84.4	+31.7	93.1	+10.3	105.3	+13.1	135.9	+29.0
France	80.2	+8.9	93.9	+17.1	104.4	+11.2	131.6	+26.0
Netherlands	85.8	-4.9	90.0	+4.9	91.6	+1.8	128.8	+40.6
Turkey	73.0	+43.0	81.8	+12.1	97.0	+18.5	125.6	+29.5
Canada	74.5	+22.6	80.0	+7.4	97.5	+21.8	124.8	+28.1
UK	95.3	+19.0	89.0	-6.6	108.8	+22.2	143.4	+31.8
Brazil	.	.	88.3	.	100.4	+13.7	109.2	+8.7
Germany	73.6	+9.6	82.0	+11.4	89.2	+8.9	131.4	+47.3
USA	92.9	+47.2	80.5	-13.4	94.0	+16.8	115.5	+22.8
Lithuania	81.9	+29.5	86.1	+5.2	104.4	+21.2	134.2	+28.6
Spain	129.0	+52.7	90.3	-30.0	110.0	+21.8	138.9	+26.2
Malaysia	70.4	-2.0	75.1	+6.7	73.5	-2.1	114.7	+56.0
Ukraine	85.3	-6.1	73.4	-14.0	94.2	+28.4	103.2	+9.5
Switzerland	112.9	+51.4	124.4	+10.2	128.5	+3.3	187.7	+46.0
Italy	164.5	-26.2	133.4	-18.9	121.9	-8.7	327.9	+169.1
ROW + SD*	91.1	+5.3	95.1	+4.4	105.3	+10.7	127.7	+21.3
Total	84.1	+5.2	88.5	+5.2	99.7	+12.6	121.0	+21.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Belgium**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

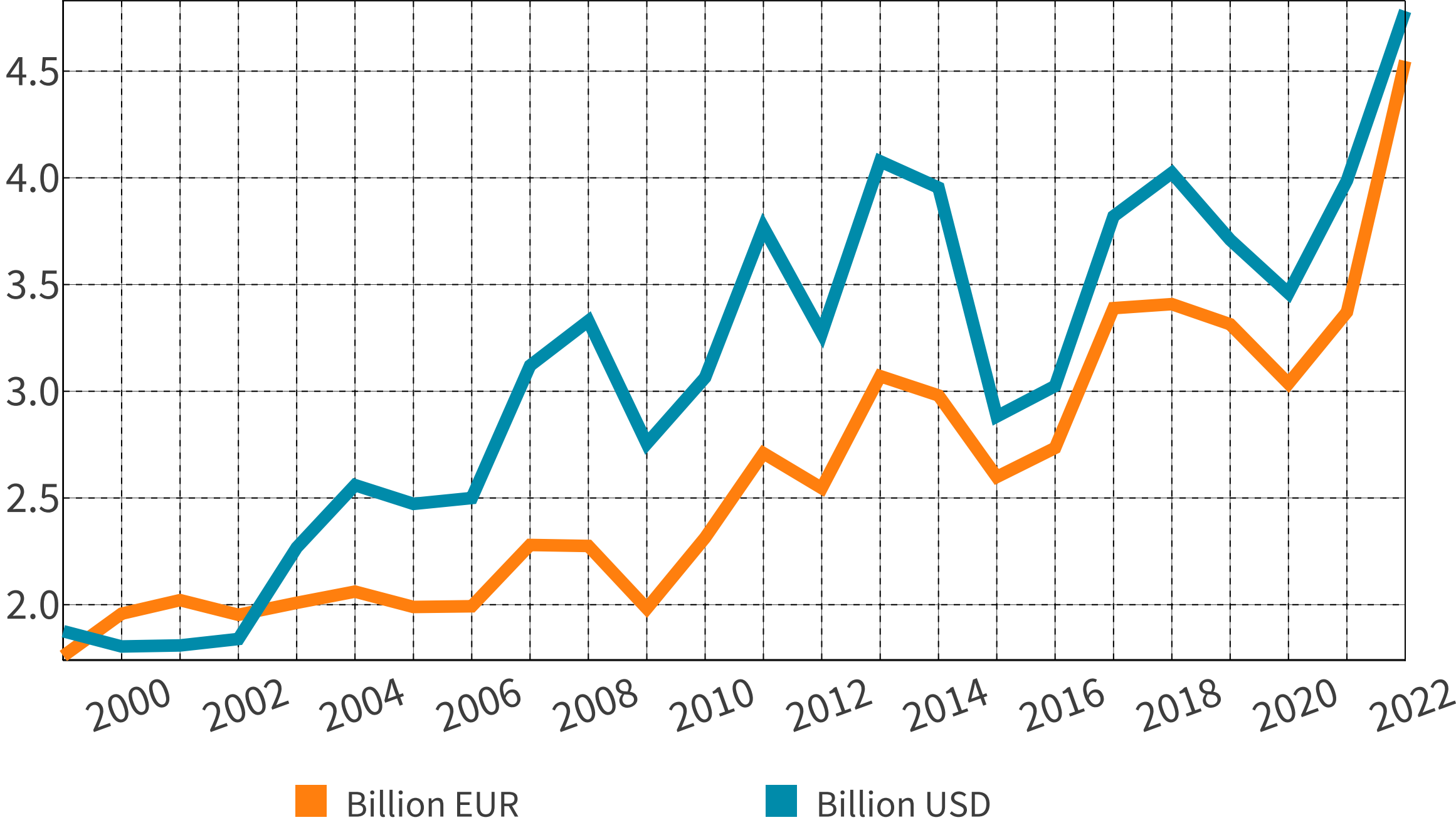
EXPORT 
PLANNING

**Import value
(2022)****4.5** billion EUR**4.8** billion USD**Average prices of
imports (2022)****2.51** EUR/kg**2.64** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+8.0%**CAGR in 2009-2022: **+2.6%**CAGR in 2023-2026: **+8.3%**

Market Dynamics

Value of Imports

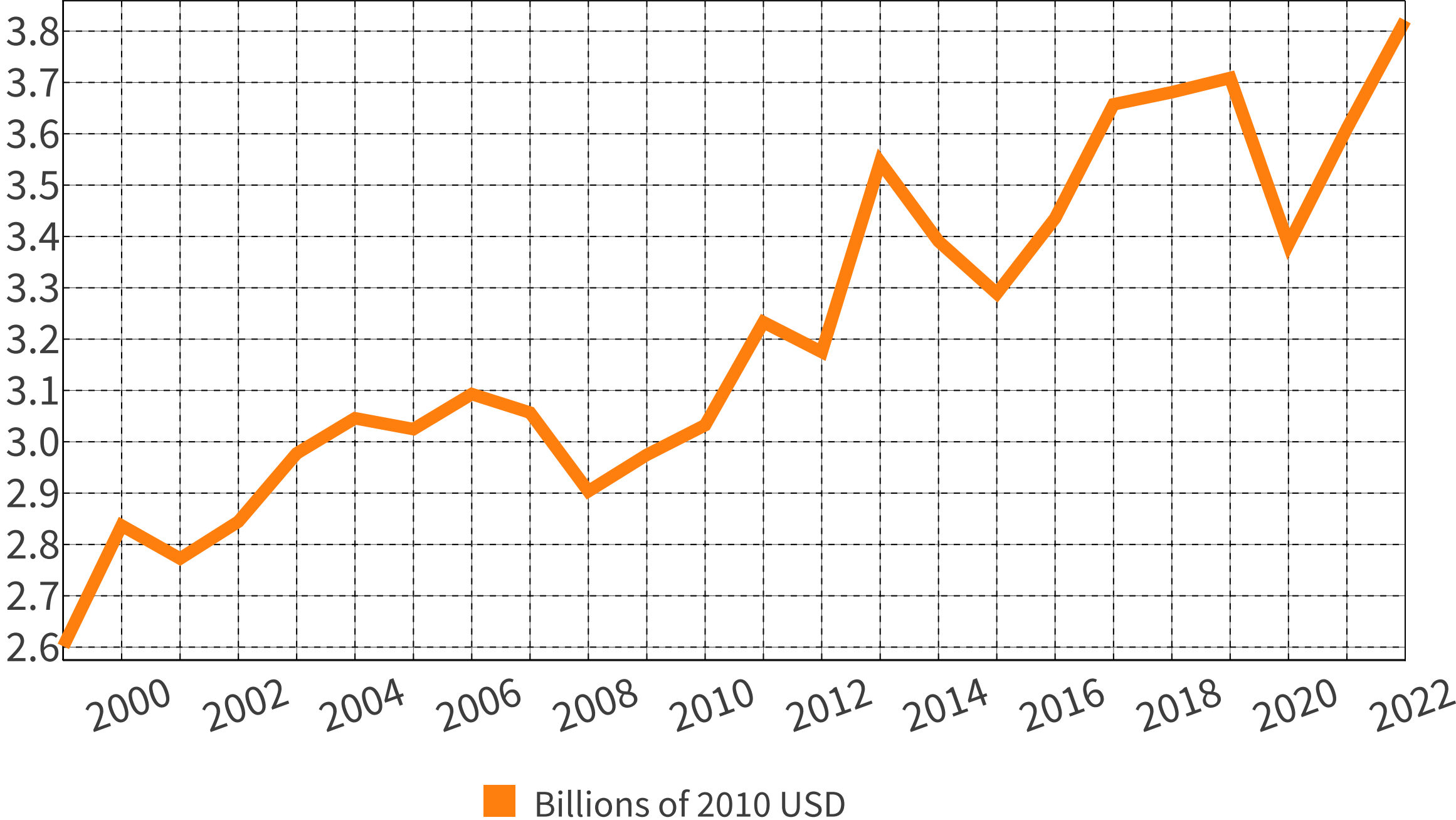
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

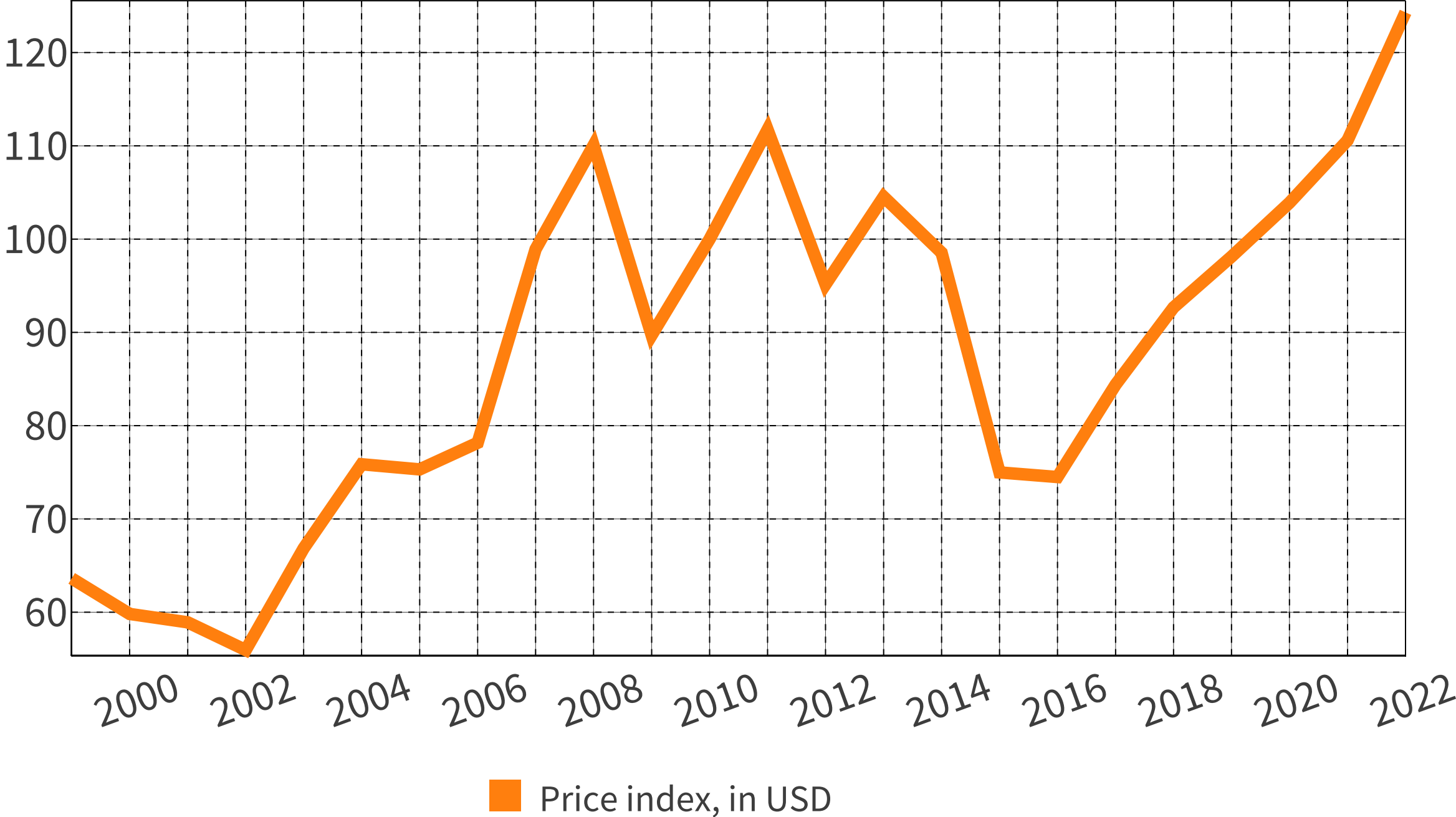
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

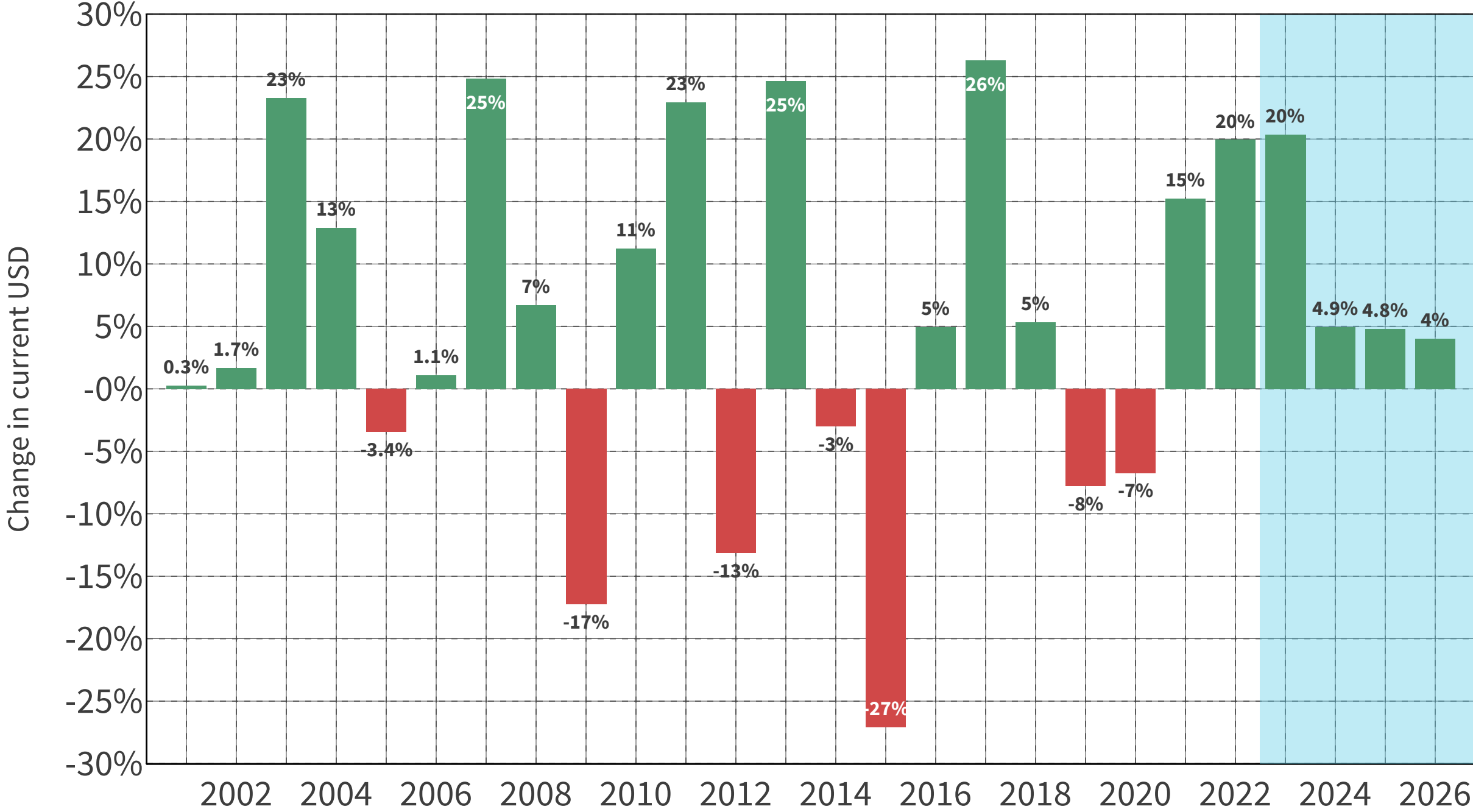
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	2 560	12.9	3 046	2.3	84.1	10.4
2005	2 472	-3.4	3 025	-0.7	81.7	-2.8
2006	2 500	1.1	3 093	2.3	80.8	-1.1
2007	3 120	24.8	3 057	-1.2	102.1	26.3
2008	3 330	6.7	2 904	-5.0	114.7	12.3
2009	2 755	-17.3	2 975	2.4	92.6	-19.2
2010	3 064	11.2	3 032	1.9	101.1	9.1
2011	3 768	23.0	3 233	6.6	116.5	15.3
2012	3 272	-13.2	3 175	-1.8	103.0	-11.6
2013	4 077	24.6	3 545	11.6	115.0	11.6
2014	3 954	-3.0	3 391	-4.3	116.6	1.4
2015	2 882	-27.1	3 289	-3.0	87.6	-24.9
2016	3 025	5.0	3 435	4.5	88.0	0.5
2017	3 820	26.3	3 657	6.5	104.4	18.6
2018	4 023	5.3	3 681	0.6	109.3	4.6
2019	3 710	-7.8	3 709	0.8	100.0	-8.5
2020	3 460	-6.7	3 385	-8.7	102.2	2.2
2021	3 987	15.2	3 610	6.7	110.4	8.0
2022	4 782	19.9	3 821	5.8	125.2	13.3

Source: www.exportplanning.com

Market Prospects

Imports Forecast

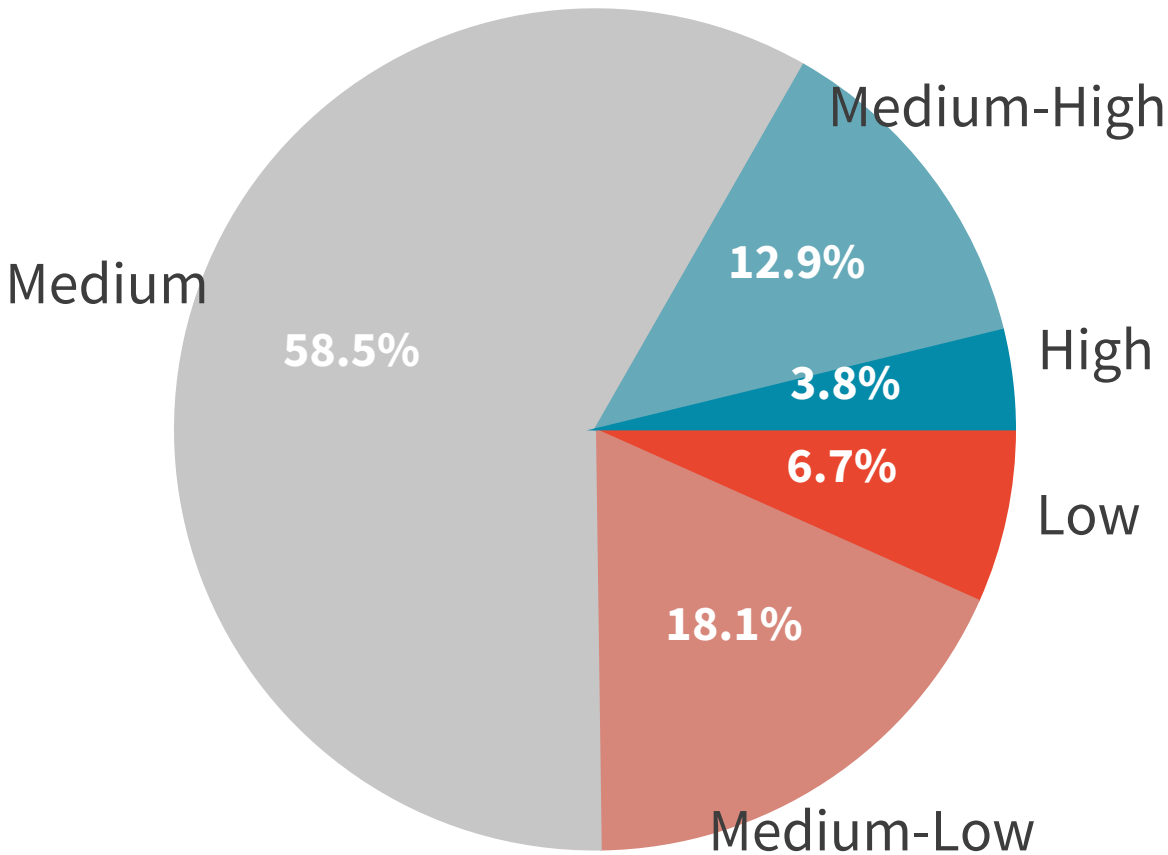
Source: www.exportplanning.com



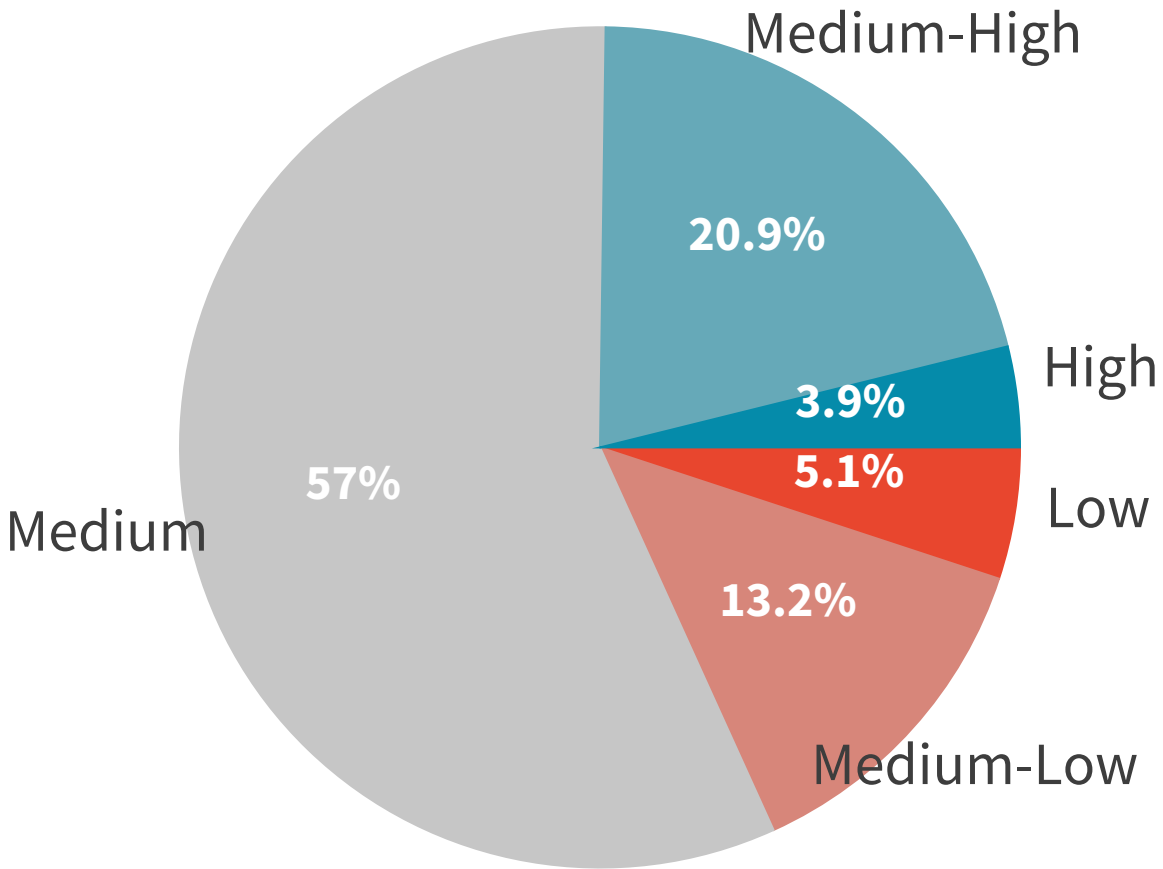
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



Year 2022



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Netherlands	462	27.7	938	29.6	1 707	37.4	2 341	38.0
France	418	25.1	928	29.3	978	21.4	1 275	20.7
Germany	333	19.9	650	20.5	812	17.8	1 174	19.1
Ireland	75	4.5	154	4.9	328	7.2	303	4.9
Italy	51	3.1	94	3.0	246	5.4	330	5.4
UK	120	7.2	123	3.9	143	3.1	186	3.0
Denmark	15	0.9	24	0.8	71	1.5	59	1.0
Luxembourg	23	1.4	14	0.4	56	1.2	63	1.0
Poland	3	0.2	44	1.4	52	1.1	54	0.9
Spain	9	0.5	31	1.0	37	0.8	68	1.1
Greece	2	0.1	7	0.2	33	0.7	60	1.0
Finland	33	2.0	24	0.8	24	0.5	16	0.3
Austria	4	0.2	19	0.6	14	0.3	41	0.7
New Zealand	78	4.7	53	1.7	12	0.3	34	0.6
Slovakia	1	<0.1	12	0.4	11	0.2	18	0.3
Switzerland	17	1.0	15	0.5	9	0.2	8	0.1
Portugal	2	0.1	12	0.4	6	0.1	9	0.1
Sweden	8	0.5	4	0.1	5	0.1	23	0.4
Czech Rep.	2	0.1	4	0.1	4	0.1	17	0.3
Lithuania	<1	<0.1	1	<0.1	4	0.1	<1	<0.1
ROW + SD*	147	.	179	.	230	.	502	.
Total	1 804	100.0	3 330	100.0	4 782	100.0	6 582	100.0

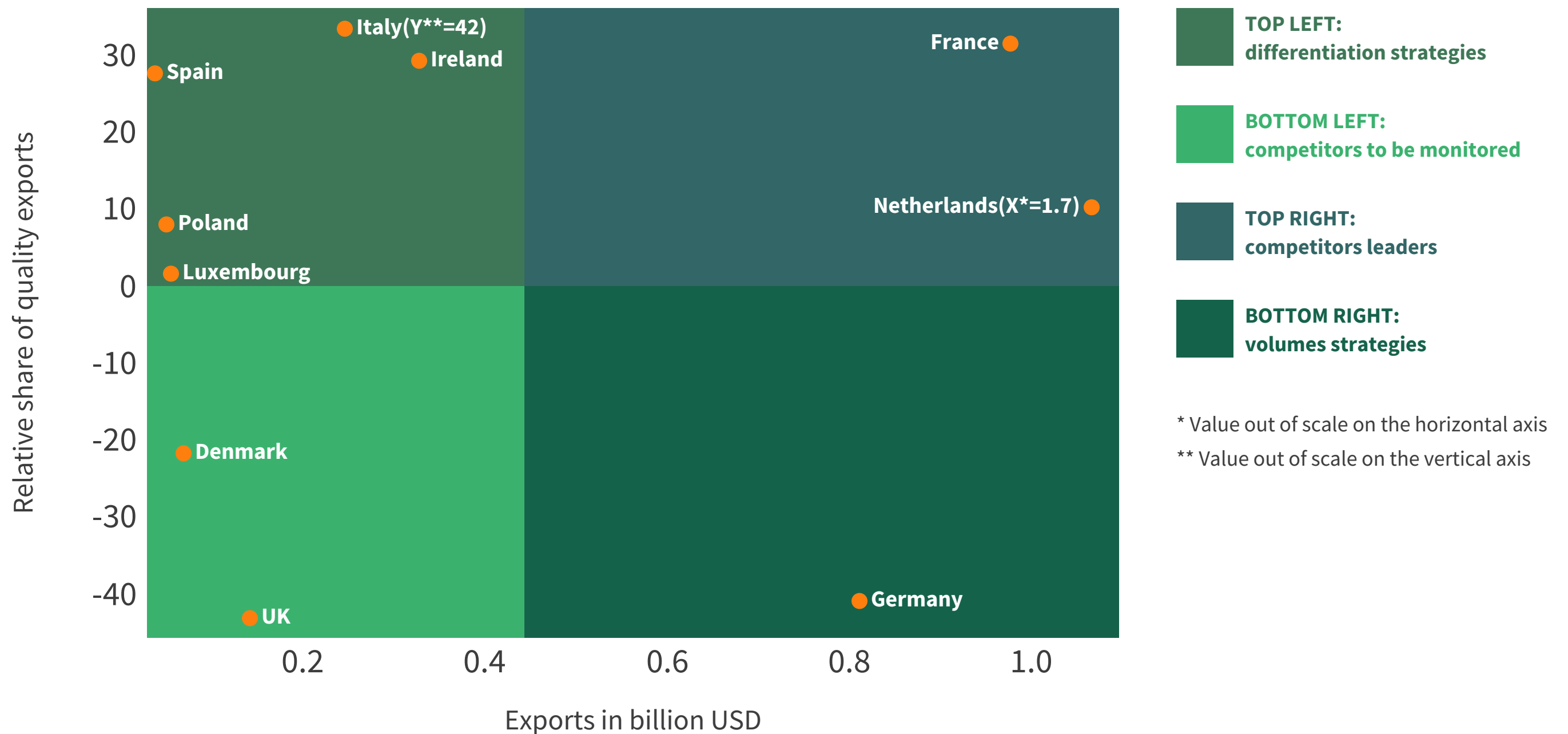
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

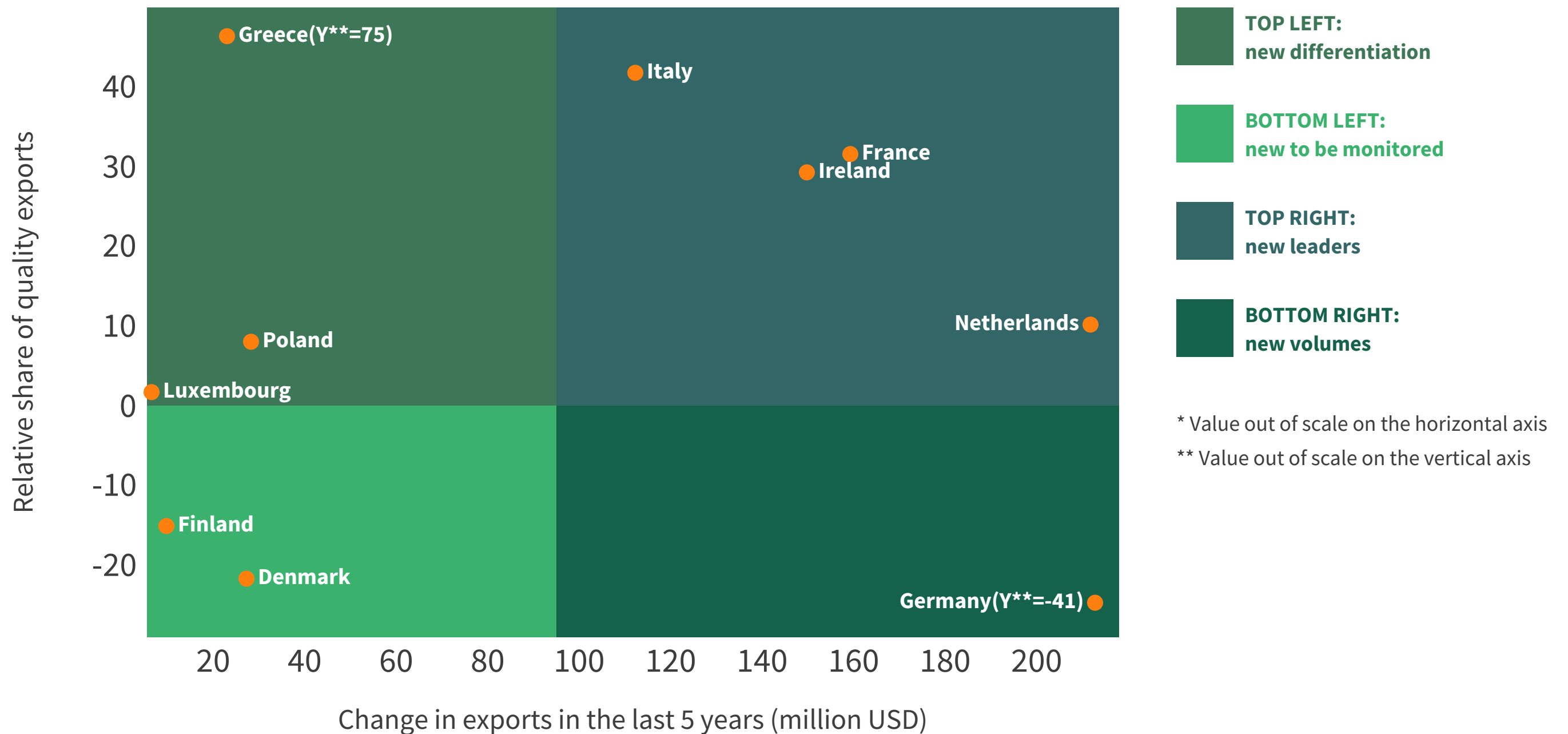
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	1 513	-11.3	1 276	-15.7	1 406	+10.2	1 692	+20.4
France	898	-2.0	940	+4.8	1 073	+14.1	1 079	+0.5
Germany	521	-5.9	598	+14.9	741	+23.8	882	+19.0
Ireland	117	-10.7	107	-8.7	121	+13.5	365	+201.0
Italy	152	-0.5	182	+19.7	236	+29.5	238	+1.1
UK	226	-20.4	136	-39.6	138	+1.0	176	+28.0
Denmark	82	+25.6	36	-55.9	53	+45.9	74	+40.4
Luxembourg	50	+12.8	50	-1.3	57	+14.7	50	-11.7
Poland	20	-32.3	26	+30.6	18	-33.0	47	+166.7
Spain	39	+18.0	29	-24.7	27	-8.1	41	+53.1
Greece	9	+4.5	14	+60.4	32	+120.7	33	+3.7
Finland	13	+43.4	14	+5.1	22	+64.2	27	+23.2
Austria	10	-12.2	11	+15.5	15	+31.1	17	+13.5
New Zealand	21	-40.4	2	-92.0	3	+90.0	8	+152.1
Slovakia	9	-5.2	10	+10.4	12	+12.7	12	+2.5
Switzerland	6	-8.1	7	+7.9	8	+23.1	8	-5.1
Portugal	5	-20.1	5	-13.3	7	+51.6	7	+7.4
Sweden	2	-19.2	2	-31.5	3	+115.2	4	+37.6
Czech Rep.	1	+71.2	1	-8.0	2	+89.7	6	+166.2
Lithuania	2	-46.5	<1	-81.6	<1	-38.2	3	+1 235.6
Rest of the world	13	-2.8	13	+0.1	14	+2.5	11	-19.5
Total	3 710	-7.8	3 460	-6.7	3 987	+15.2	4 782	+19.9

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	1 305	-7.9	1 199	-8.1	1 388	+15.8	1 723	+24.1
France	776	-8.5	834	+7.6	888	+6.4	892	+0.4
Germany	528	-2.6	512	-3.1	636	+24.1	753	+18.4
Ireland	156	-3.8	112	-28.2	90	-19.8	280	+212.1
Italy	153	+2.5	178	+16.5	230	+28.9	254	+10.5
UK	165	-5.2	113	-31.4	152	+34.7	116	-23.7
Denmark	30	-28.3	21	-28.3	29	+38.0	66	+123.3
Luxembourg	57	+1.7	53	-7.5	80	+51.7	63	-21.7
Poland	17	-45.0	19	+10.2	33	+73.2	58	+77.8
Spain	31	-13.4	24	-22.1	26	+7.4	33	+28.1
Greece	13	+3.9	16	+18.7	27	+67.0	32	+22.4
Finland	13	+14.3	13	+1.2	19	+43.6	19	+1.0
Austria	8	-10.7	9	+18.8	11	+18.8	12	+4.1
New Zealand	12	-62.5	2	-82.0	4	+89.6	12	+191.6
Slovakia	8	-8.9	9	+9.2	10	+7.7	11	+11.4
Switzerland	7	-19.2	7	+3.5	9	+19.4	9	-0.4
Portugal	6	+15.7	5	-9.8	6	+20.6	5	-26.4
Sweden	2	-36.8	1	-46.2	1	+43.6	5	+224.7
Czech Rep.	1	-6.8	<1	-59.7	1	+158.1	1	+13.6
Lithuania	4	+37.3	1	-66.6	1	-5.8	4	+289.9
Rest of the world	7	-15.1	9	+23.8	10	+13.7	12	+21.0
Total	3 299	-7.3	3 140	-4.8	3 651	+16.3	4 359	+19.4
Total of 2022 sample	3 299	-7.4	3 139	-4.8	3 651	+16.3	4 359	+19.4

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	1 399	-10.0	1 231	-12.0	1 389	+12.8	1 707	+22.8
France	833	-5.3	885	+6.2	974	+10.1	978	+0.4
Germany	526	-3.9	551	+4.7	684	+24.2	812	+18.7
Ireland	141	-8.1	112	-20.3	106	-5.4	328	+209.2
Italy	152	+1.0	180	+18.4	233	+29.2	246	+5.9
UK	190	-15.1	123	-35.1	145	+17.7	143	-1.2
Denmark	56	+6.0	29	-48.9	44	+53.0	71	+61.1
Luxembourg	54	+8.7	52	-3.5	67	+29.8	56	-17.3
Poland	19	-39.2	22	+19.3	25	+12.7	52	+108.2
Spain	35	+1.5	27	-23.6	26	-1.2	37	+41.0
Greece	11	+3.8	15	+33.1	29	+90.3	33	+12.9
Finland	13	+22.3	13	+3.3	21	+56.0	24	+15.6
Austria	10	-10.5	10	+3.5	13	+24.8	14	+9.1
New Zealand	16	-53.4	2	-86.4	4	+84.4	12	+186.9
Slovakia	9	-6.6	10	+10.8	11	+9.7	11	+6.1
Switzerland	7	-14.8	8	+18.4	9	+16.1	9	+0.7
Portugal	6	-3.3	5	-10.6	7	+34.0	6	-14.4
Sweden	2	-27.9	1	-31.4	2	+66.4	5	+103.2
Czech Rep.	2	+13.9	1	-35.6	2	+86.3	4	+105.5
Lithuania	3	-21.0	1	-73.0	1	-13.1	4	+465.9
ROW + SD*	228	-8.8	181	-20.7	195	+7.8	230	+18.1
Total	3 710	-7.8	3 460	-6.7	3 987	+15.2	4 782	+19.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	1 692	+20.4	1 723	+24.1	1 707	+22.8
France	1 079	+0.5	892	+0.4	978	+0.4
Germany	882	+19.0	753	+18.4	812	+18.7
Ireland	365	+201.0	280	+212.1	328	+209.2
Italy	238	+1.1	254	+10.5	246	+5.9
UK	176	+28.0	116	-23.7	143	-1.2
Denmark	74	+40.4	66	+123.3	71	+61.1
Luxembourg	50	-11.7	63	-21.7	56	-17.3
Poland	47	+166.7	58	+77.8	52	+108.2
Spain	41	+53.1	33	+28.1	37	+41.0
Greece	33	+3.7	32	+22.4	33	+12.9
Finland	27	+23.2	19	+1.0	24	+15.6
Austria	17	+13.5	12	+4.1	14	+9.1
New Zealand	8	+152.1	12	+191.6	12	+186.9
Slovakia	12	+2.5	11	+11.4	11	+6.1
Switzerland	8	-5.1	9	-0.4	9	+0.7
Portugal	7	+7.4	5	-26.4	6	-14.4
Sweden	4	+37.6	5	+224.7	5	+103.2
Czech Rep.	6	+166.2	1	+13.6	4	+105.5
Lithuania	3	+1 235.6	4	+289.9	4	+465.9
Rest of the world*	11	-19.5	12	+21.0	230	+18.1
Total**	4 782	+19.9	4 359	+19.4	4 782	+19.9

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Netherlands	1 391	-5.4	1 182	-15.0	1 221	+3.3	1 375	+12.5
France	792	+2.8	797	+0.7	820	+2.8	798	-2.7
Germany	608	+4.6	626	+2.9	725	+15.9	748	+3.1
Ireland	135	+17.7	126	-6.4	113	-10.6	189	+67.4
Italy	109	+7.3	126	+15.4	153	+21.5	156	+1.8
UK	180	+10.0	134	-25.5	140	+4.0	112	-20.0
Denmark	58	-2.3	33	-43.0	45	+36.5	51	+11.6
Luxembourg	56	+12.3	54	-1.9	63	+16.3	50	-21.3
Poland	19	-27.0	24	+23.1	26	+11.6	41	+55.6
Spain	31	+27.2	25	-19.7	19	-22.8	22	+13.8
Greece	8	-7.2	11	+35.3	21	+89.5	22	+4.3
Finland	15	+11.1	16	+12.3	24	+45.2	19	-18.0
Austria	12	-7.3	12	+3.0	14	+19.3	14	-0.7
New Zealand	17	-38.2	3	-84.9	4	+70.9	9	+111.3
Slovakia	10	-1.2	12	+17.9	12	+5.3	13	+6.0
Switzerland	3	-11.9	3	+11.8	4	+11.3	4	+0.3
Portugal	5	+22.5	5	-8.4	6	+19.4	4	-24.1
Sweden	2	-34.5	1	-41.8	3	+123.2	4	+32.9
Czech Rep.	2	+32.5	1	-46.7	2	+71.4	2	+46.0
Lithuania	3	+6.9	1	-69.9	1	-21.0	3	+268.1
ROW + SD*	253	+8.8	192	-24.3	193	+0.7	185	-4.2
Total	3 709	+0.8	3 385	-8.7	3 610	+6.7	3 821	+5.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Netherlands	100.6	-4.9	104.1	+3.6	113.8	+9.2	124.2	+9.2
France	105.2	-7.8	110.9	+5.5	118.8	+7.1	122.5	+3.1
Germany	86.6	-8.1	88.1	+1.7	94.4	+7.1	108.6	+15.1
Ireland	104.4	-21.9	88.8	-14.9	94.0	+5.9	173.7	+84.7
Italy	139.2	-5.9	142.8	+2.6	151.8	+6.3	158.0	+4.1
UK	105.1	-22.9	91.6	-12.9	103.8	+13.2	128.2	+23.5
Denmark	96.0	+8.4	86.0	-10.4	96.4	+12.1	139.1	+44.3
Luxembourg	97.0	-3.2	95.4	-1.6	106.6	+11.6	111.9	+5.1
Poland	96.9	-16.7	93.9	-3.1	94.8	+1.0	126.9	+33.8
Spain	113.7	-20.2	108.3	-4.8	138.5	+27.9	171.6	+23.9
Greece	138.8	+11.8	136.5	-1.7	137.1	+0.4	148.3	+8.2
Finland	88.0	+10.2	81.0	-8.0	87.0	+7.4	122.7	+41.0
Austria	85.0	-3.4	85.4	+0.5	89.4	+4.6	98.2	+9.9
New Zealand	94.5	-24.5	84.8	-10.2	91.5	+7.9	124.3	+35.8
Slovakia	90.4	-5.4	85.0	-6.1	88.5	+4.1	88.6	+0.1
Switzerland	213.0	-3.2	225.6	+5.9	235.3	+4.3	236.1	+0.3
Portugal	106.3	-21.1	103.7	-2.4	116.3	+12.2	131.1	+12.7
Sweden	96.2	+10.1	113.3	+17.8	84.5	-25.4	129.1	+52.9
Czech Rep.	89.0	-14.1	107.6	+20.9	117.0	+8.7	164.6	+40.7
Lithuania	94.3	-26.1	84.7	-10.2	93.2	+10.0	143.3	+53.8
ROW + SD*	90.1	-16.2	94.3	+4.7	101.0	+7.1	124.5	+23.2
Total	100.0	-8.5	102.2	+2.2	110.4	+8.0	125.2	+13.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **China**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

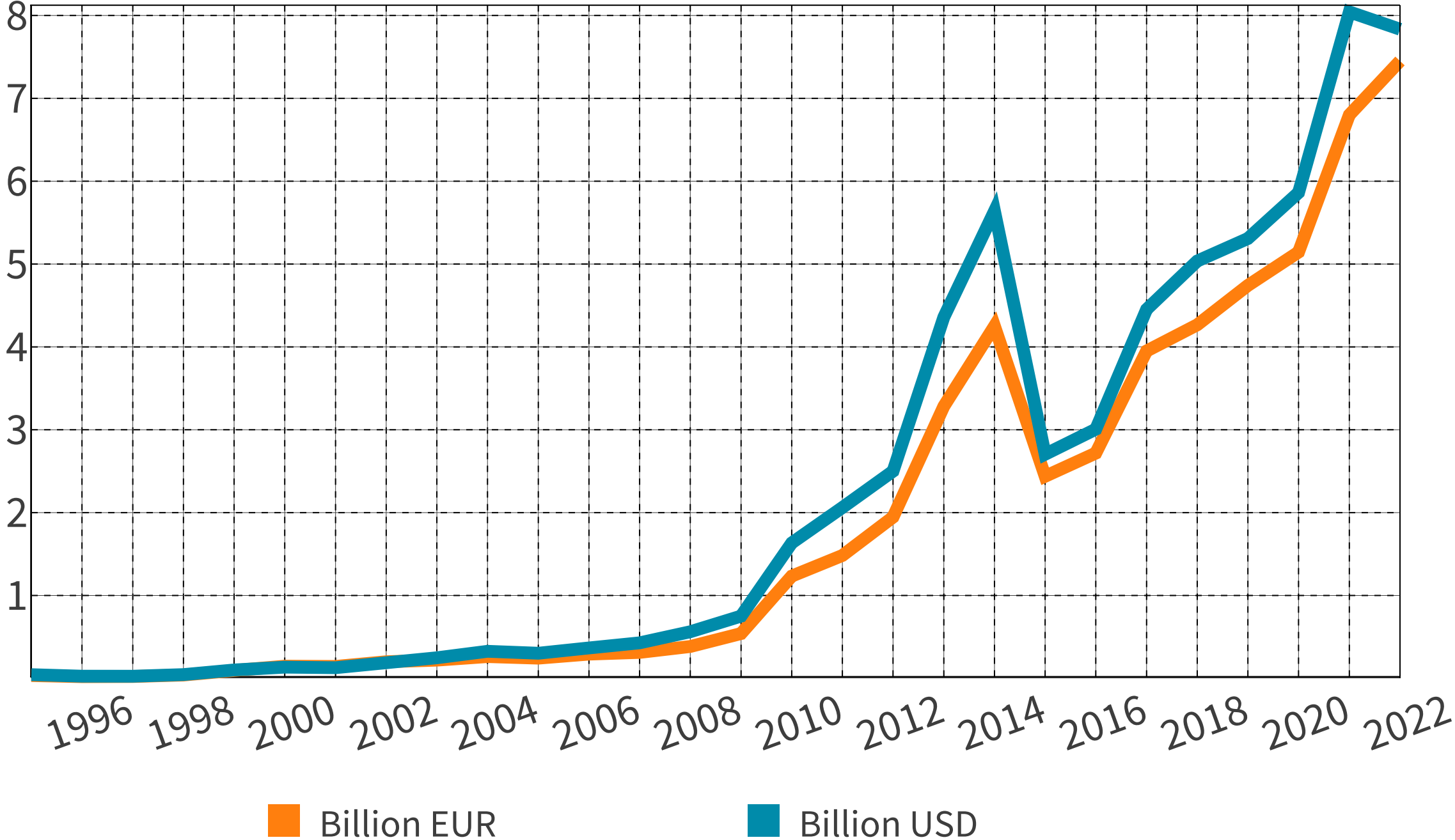
EXPORT 
PLANNING

**Import value
(2022)****7.5** billion EUR**7.8** billion USD**Average prices of
imports (2022)****3.19** EUR/kg**3.35** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+19.5%**CAGR in 2009-2022: **+20.7%**CAGR in 2023-2026: **+5.1%**

Market Dynamics

Value of Imports

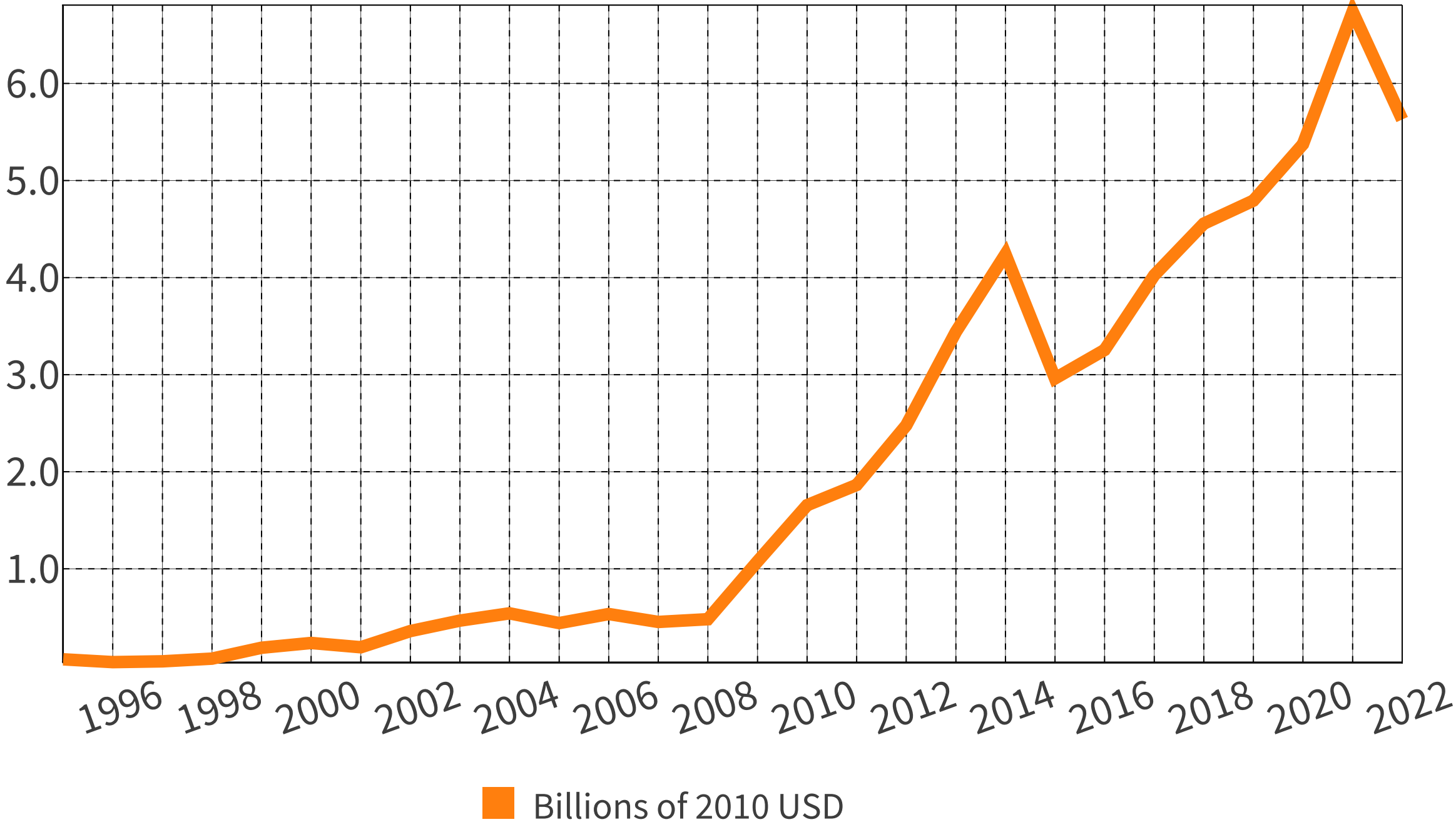
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Market Dynamics

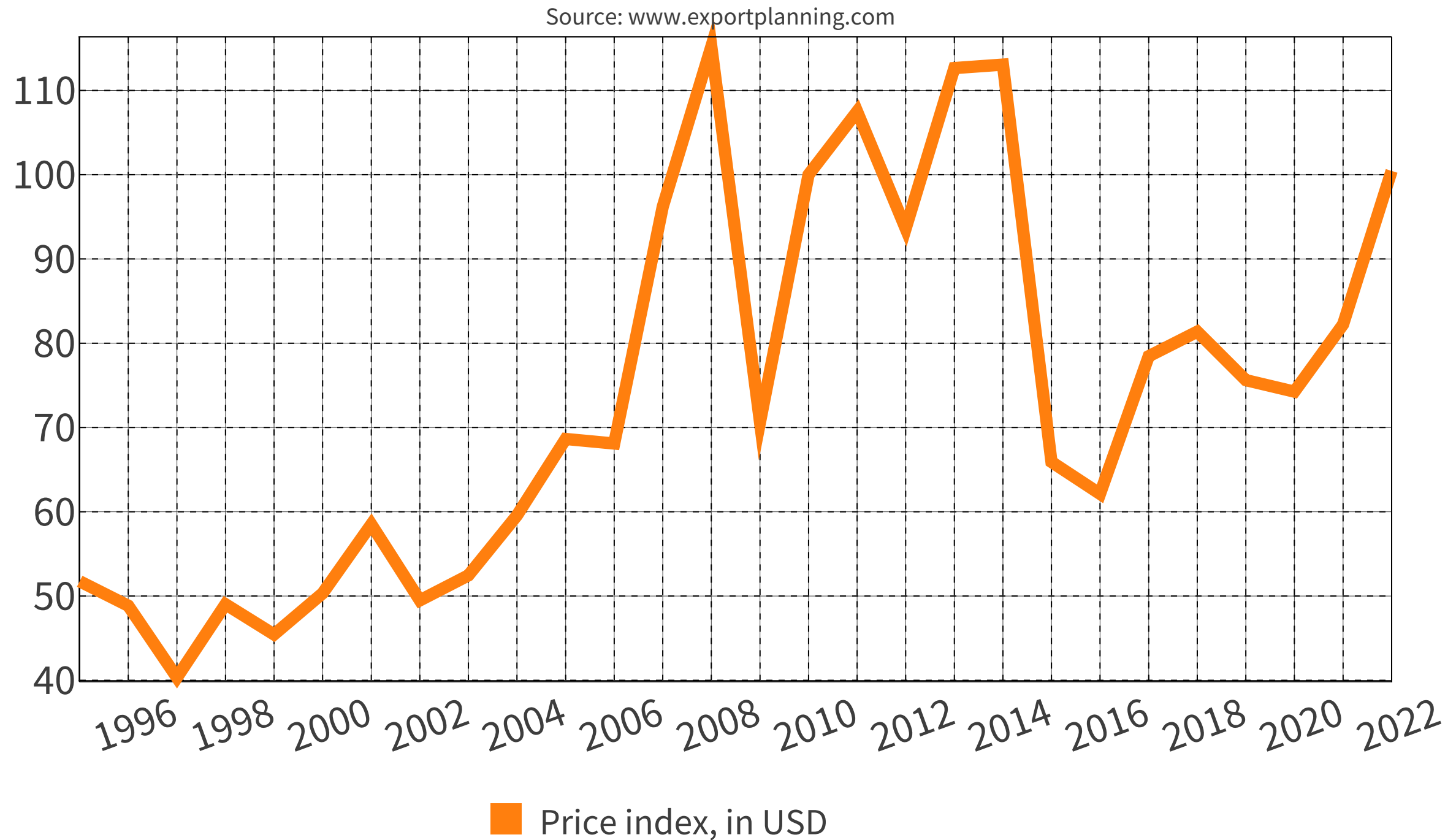
Quantity of Imports at constant prices

Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	326	31.5	541	16.1	60.2	13.2
2005	303	-7.1	441	-18.5	68.7	14.0
2006	367	21.1	534	21.1	68.6	-0.1
2007	428	16.8	453	-15.3	94.6	37.8
2008	562	31.3	481	6.2	116.9	23.6
2009	751	33.6	1 076	123.8	69.8	-40.3
2010	1 634	117.5	1 656	53.9	98.7	41.4
2011	2 061	26.2	1 864	12.6	110.6	12.1
2012	2 500	21.3	2 478	32.9	100.9	-8.8
2013	4 359	74.3	3 442	38.9	126.7	25.5
2014	5 639	29.4	4 240	23.2	133.0	5.0
2015	2 704	-52.0	2 962	-30.2	91.3	-31.3
2016	3 007	11.2	3 254	9.9	92.4	1.2
2017	4 452	48.1	4 025	23.7	110.6	19.7
2018	5 036	13.1	4 556	13.2	110.5	-0.1
2019	5 308	5.4	4 793	5.2	110.8	0.2
2020	5 862	10.4	5 374	12.1	109.1	-1.5
2021	8 043	37.2	6 740	25.4	119.3	9.4
2022	7 834	-2.6	5 628	-16.5	139.2	16.6

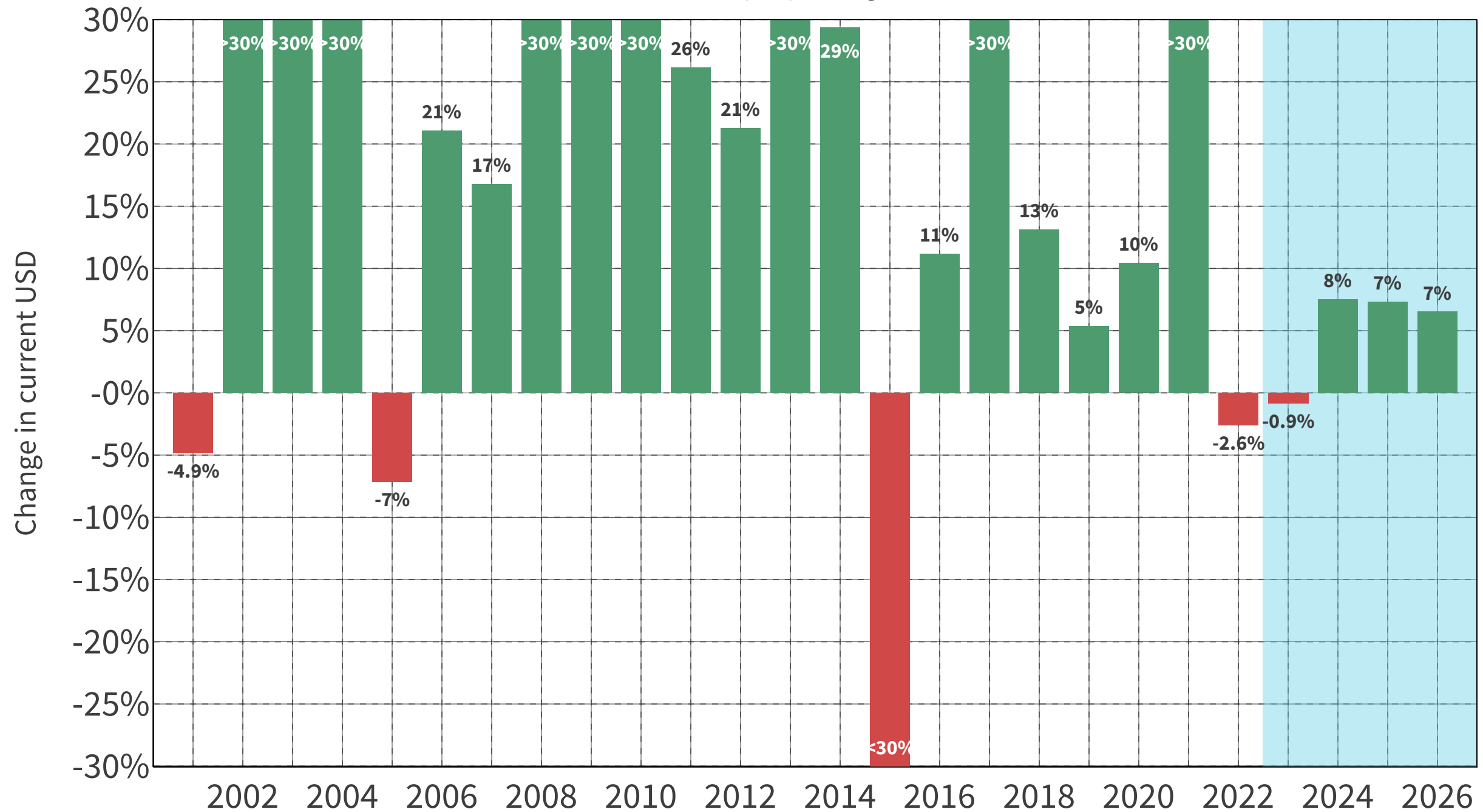
Source: www.exportplanning.com



Market Prospects

Imports Forecast

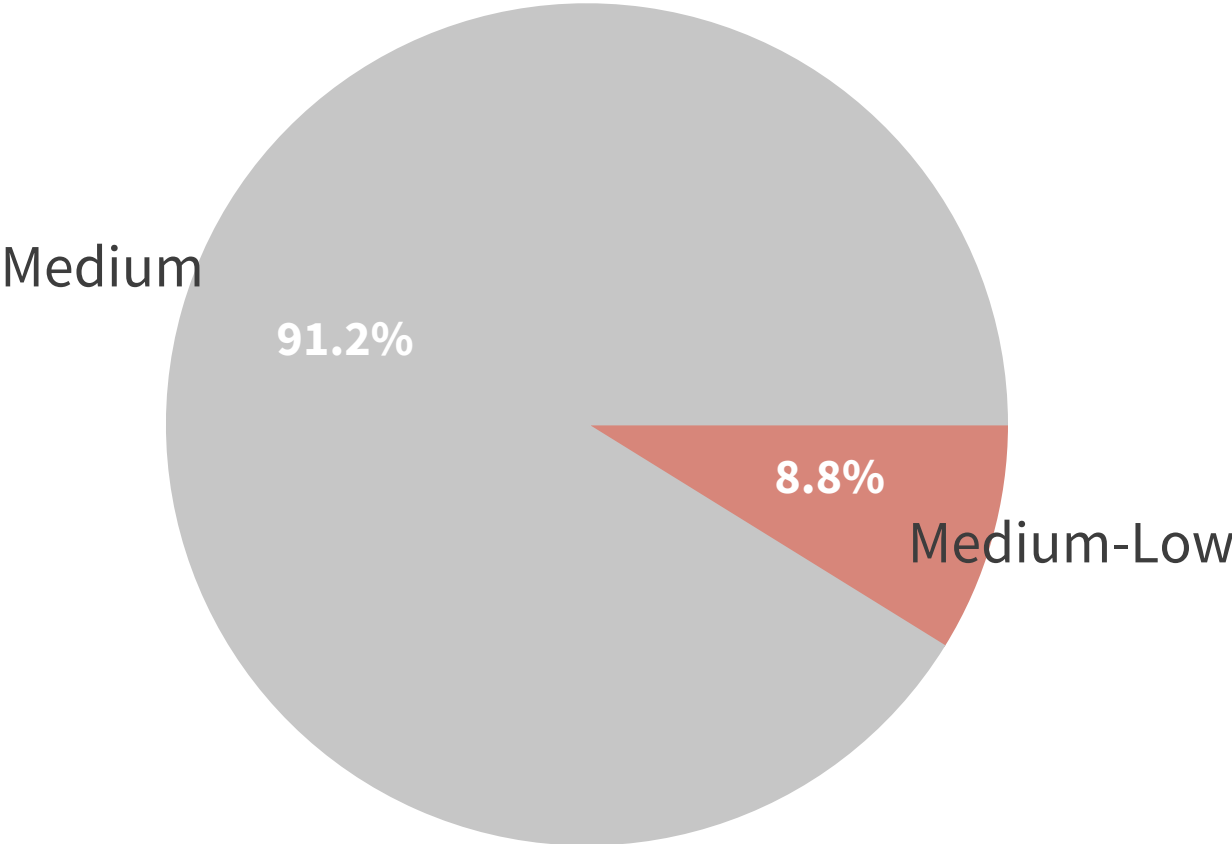
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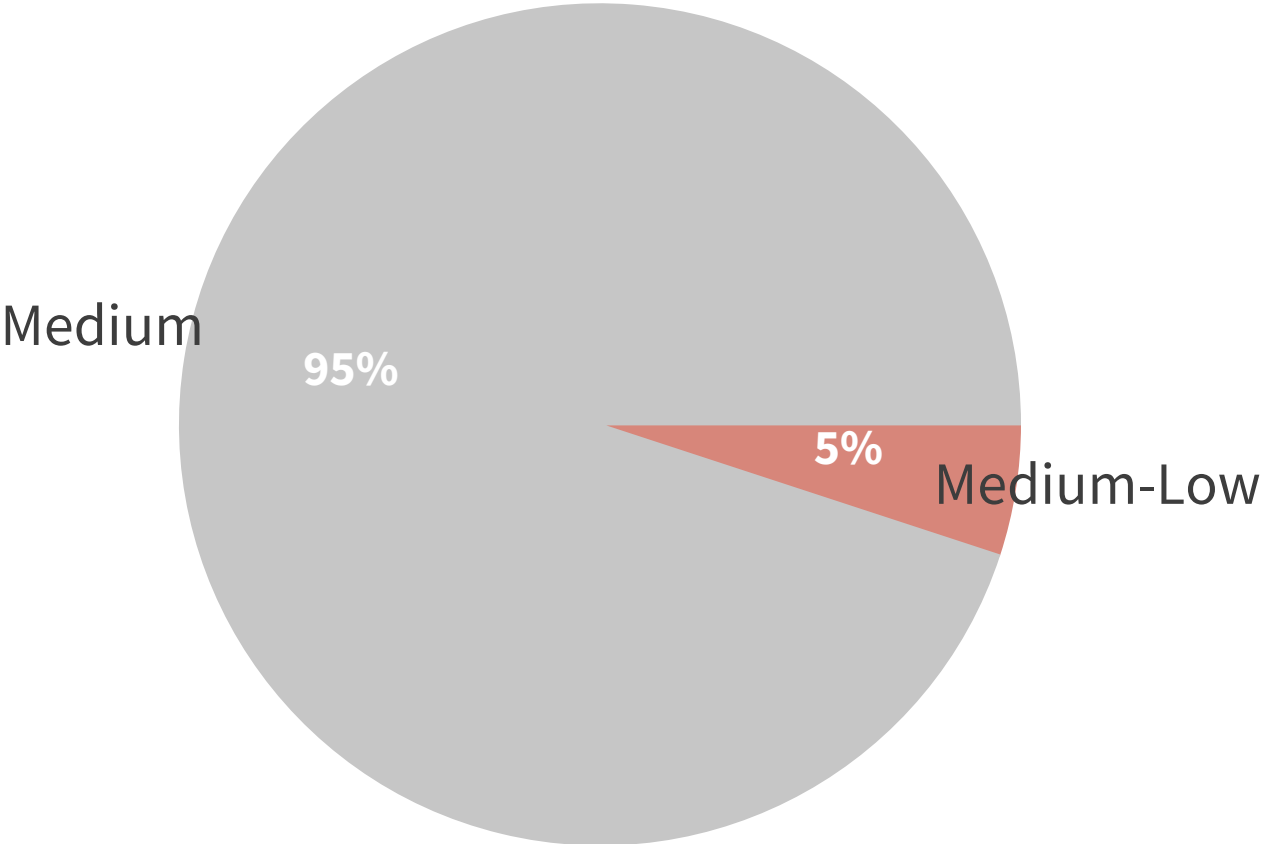
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



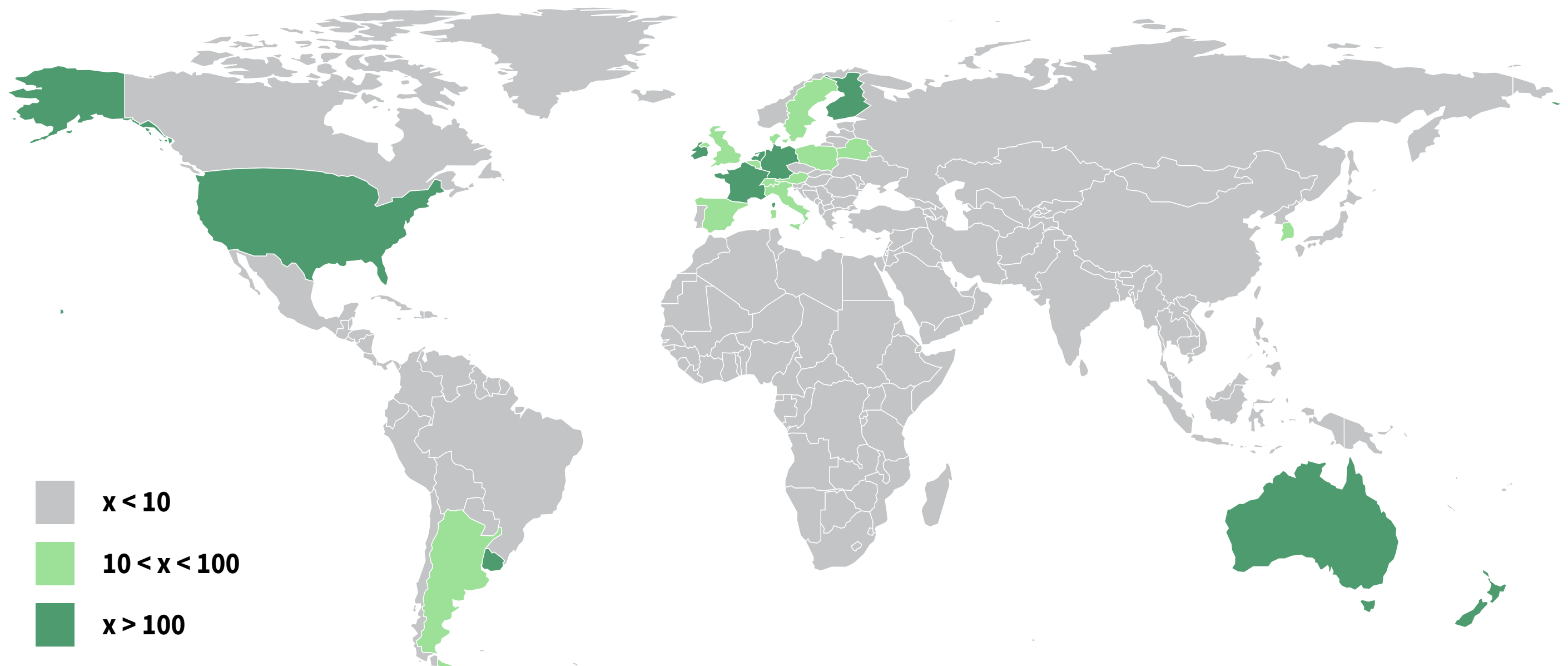
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
New Zealand	68.9	38.7	324.0	51.4	4 539	59.0	5 312	56.6
Australia	19.2	10.8	119.7	19.0	755	9.8	823	8.8
France	3.4	1.9	30.7	4.9	345	4.5	449	4.8
Germany	1.7	1.0	4.2	0.7	303	3.9	403	4.3
Hong Kong	58.5	32.9	19.9	3.2	295	3.8	222	2.4
USA	2.3	1.3	65.3	10.4	207	2.7	243	2.6
Netherlands	3.1	1.8	4.4	0.7	172	2.2	299	3.2
Ireland	5.0	2.8	3.8	0.6	108	1.4	222	2.4
Finland	0.2	0.1	0.6	0.1	108	1.4	100	1.1
Uruguay	0.2	0.1	1.0	0.2	106	1.4	120	1.3
Belarus	0.3	0.2	<0.1	<0.1	94	1.2	209	2.2
Poland	<0.1	<0.1	0.3	<0.1	80	1.0	110	1.2
Denmark	0.3	0.2	2.4	0.4	73	1.0	121	1.3
Belgium	1.5	0.8	4.8	0.8	70	0.9	168	1.8
Spain	0.5	0.3	0.5	0.1	64	0.8	118	1.3
UK	6.9	3.9	0.2	<0.1	63	0.8	92	1.0
Italy	0.1	<0.1	2.7	0.4	61	0.8	61	0.7
Sweden	0.3	0.2	0.3	0.1	50	0.7	60	0.6
Argentina	<0.1	<0.1	1.6	0.3	28	0.4	53	0.6
Switzerland	0.2	0.1	0.9	0.1	25	0.3	39	0.4
ROW + SD*	-37.7	.	-25.0	.	287	.	330	.
Total	135.0	100.0	562.3	100.0	7 834	100.0	9 551	100.0

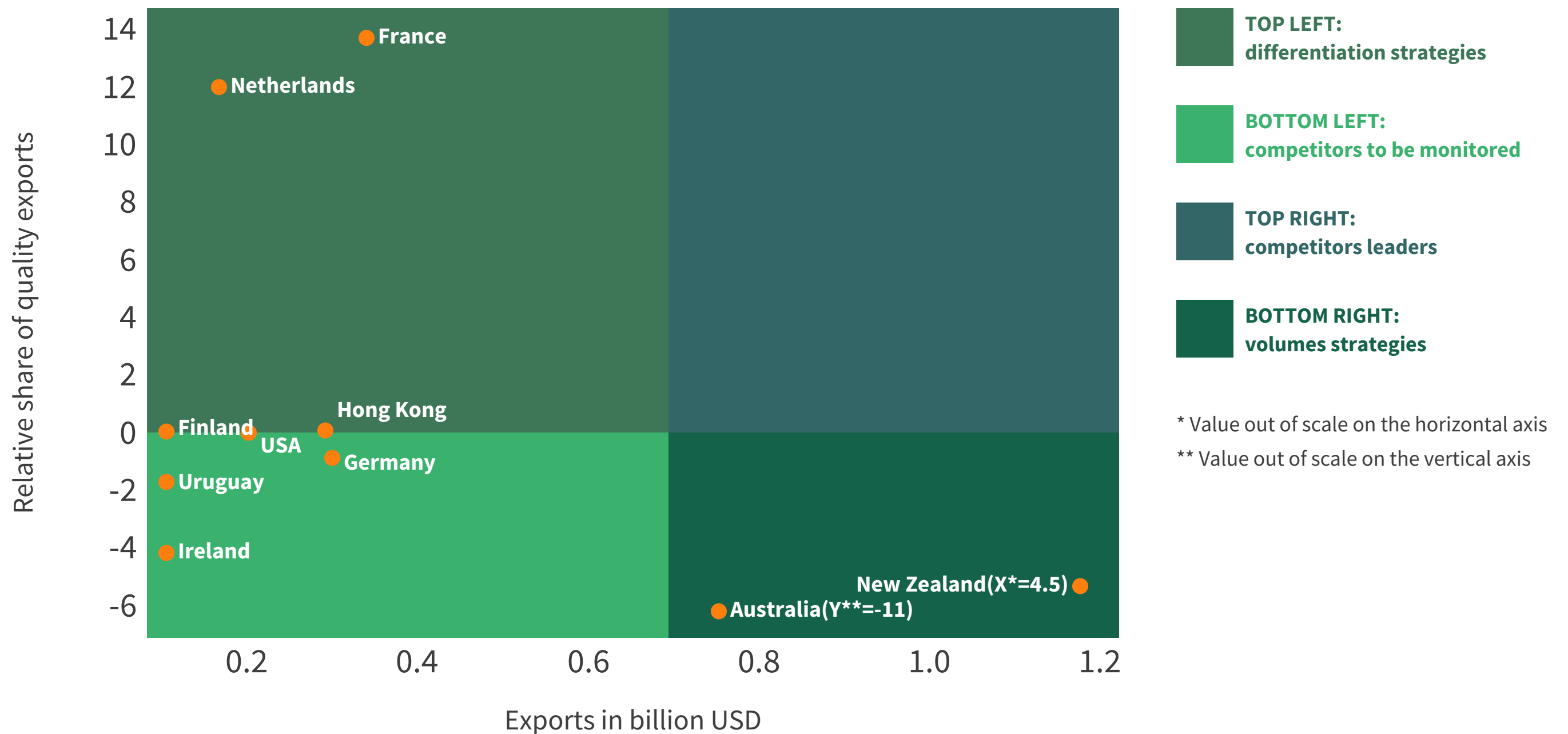
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

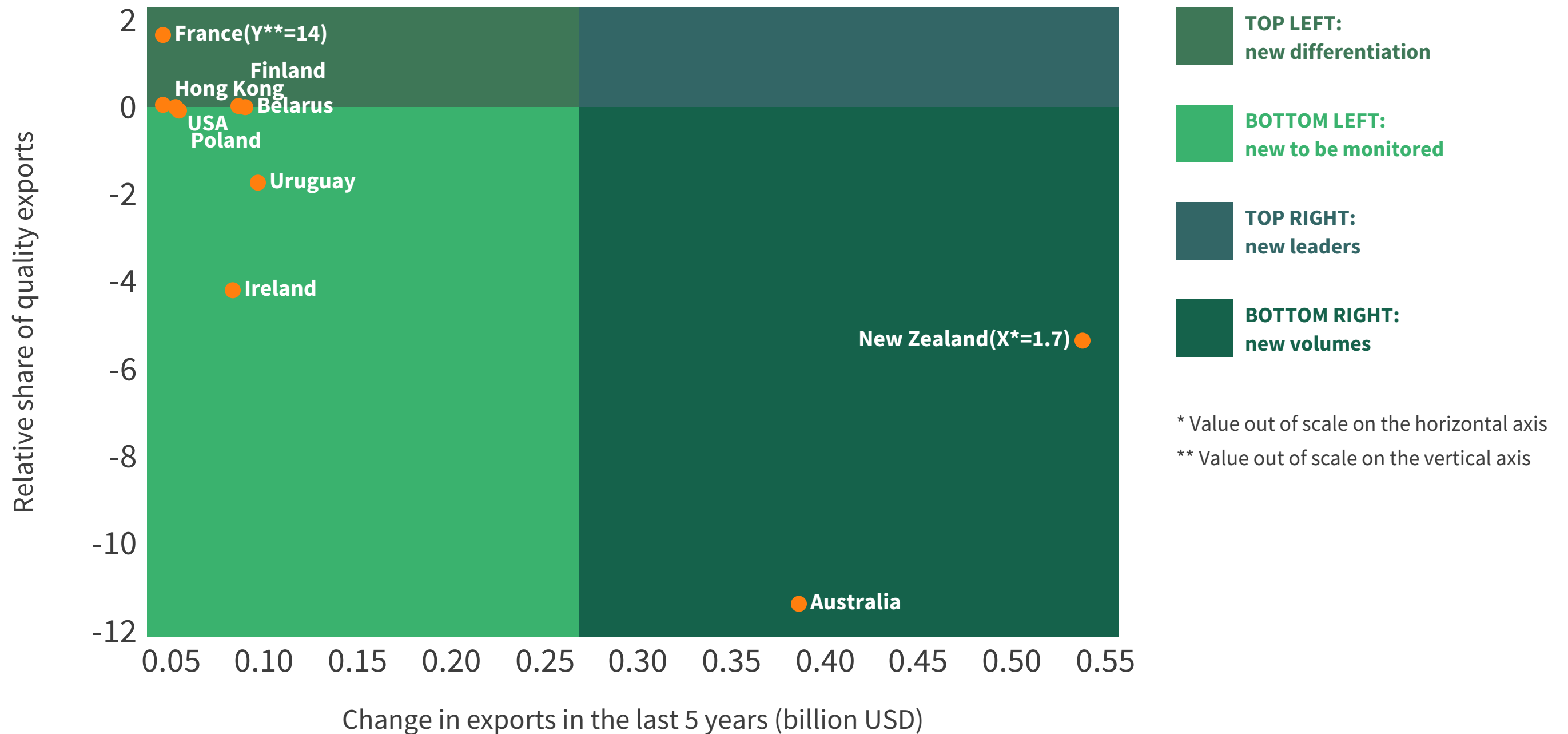
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	3 388	+12.3	3 578	+5.6	4 827	+34.9	5 062	+4.9
Australia	522	+22.8	610	+17.0	763	+25.0	760	-0.5
France	282	-2.9	306	+8.4	412	+34.7	353	-14.2
Germany	327	+33.9	375	+14.6	485	+29.5	326	-32.7
Hong Kong	<1	-100.0	<1	+264.2	<1	-100.0	.	.
USA	61	-50.0	100	+63.8	196	+95.7	182	-7.1
Netherlands	100	-11.2	121	+20.6	177	+46.6	162	-8.8
Ireland	76	+85.4	87	+15.0	118	+35.7	107	-9.7
Finland	39	+70.1	64	+64.8	87	+35.9	106	+21.4
Uruguay	38	+10.2	62	+64.0	142	+126.9	128	-9.7
Belarus	33	-9.9	45	+36.6	77	+70.1	94	+22.2
Poland	63	+80.2	85	+34.5	125	+46.6	86	-31.3
Denmark	58	+25.2	74	+27.4	106	+44.2	66	-37.5
Belgium	38	+15.7	38	-0.3	70	+82.5	59	-16.0
Spain	63	+31.5	66	+4.2	88	+34.2	66	-24.8
UK	37	+31.7	33	-12.1	62	+91.4	34	-45.1
Italy	31	+3.3	36	+16.3	67	+86.4	.	.
Sweden	20	+13.3	20	-0.1	49	+142.5	49	-0.1
Argentina	12	+73.6	24	+102.7	22	-8.2	30	+36.0
Switzerland	21	+67.7	25	+21.1	34	+32.4	26	-23.2
Rest of the world	97	+53.3	111	+13.9	135	+21.4	137	+1.8
Total	5 308	+5.4	5 862	+10.4	8 043	+37.2	7 834	-2.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	3 460	+15.5	3 521	+1.8	8 206	+133.0	4 111	-49.9
Australia	463	+14.9	480	+3.6	775	+61.7	747	-3.6
France	261	+4.5	292	+11.9	367	+26.0	335	-8.8
Germany	308	+28.7	392	+27.1	484	+23.4	279	-42.4
Hong Kong	789	+103.1	415	-47.4	367	-11.4	295	-19.7
USA	72	-45.5	120	+67.2	220	+83.2	230	+4.8
Netherlands	144	-4.0	157	+9.6	177	+12.5	178	+0.6
Ireland	83	+95.2	89	+7.1	114	+28.6	109	-4.6
Finland	40	+61.5	67	+70.4	85	+26.3	110	+28.9
Uruguay	47	+18.9	57	+22.5	160	+179.4	89	-44.5
Belarus	30	-24.6	42	+43.1	73	+73.1	.	.
Poland	60	+86.6	86	+41.6	98	+14.6	73	-25.8
Denmark	58	+24.9	72	+24.3	107	+47.6	65	-39.3
Belgium	66	+25.1	70	+6.1	87	+24.7	82	-6.4
Spain	62	+35.1	66	+7.3	86	+29.2	60	-30.0
UK	119	-4.0	80	-32.6	88	+9.4	63	-27.7
Italy	35	+8.5	44	+26.0	69	+57.9	61	-12.5
Sweden	20	-5.8	23	+10.5	55	+142.7	51	-7.0
Argentina	13	.	14	+6.9	13	-6.0	20	+51.1
Switzerland	23	+72.9	24	+8.6	30	+22.3	25	-16.6
Rest of the world	126	+27.1	133	+5.7	146	+10.2	64	-56.4
Total	6 276	+21.4	6 244	-0.5	11 808	+89.1	7 045	-40.3
Total of 2022 sample	6 220	+22.0	6 185	-0.6	11 716	+89.4	7 045	-39.9

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	3 425	+13.8	3 554	+3.8	6 627	+86.4	4 539	-31.5
Australia	492	+18.5	542	+10.1	769	+41.9	755	-1.8
France	272	+0.4	298	+9.8	389	+30.5	345	-11.5
Germany	318	+31.4	383	+20.6	485	+26.5	303	-37.4
Hong Kong	787	+104.8	213	-72.9	367	+72.2	295	-19.5
USA	66	-47.9	110	+66.7	208	+89.5	207	-0.3
Netherlands	123	-7.4	141	+14.6	178	+25.8	172	-3.3
Ireland	82	+90.3	88	+6.6	116	+32.6	108	-6.9
Finland	39	+65.6	66	+67.6	86	+30.9	108	+25.1
Uruguay	43	+15.4	59	+36.8	153	+158.2	106	-30.8
Belarus	32	-16.1	44	+38.7	75	+71.4	94	+24.6
Poland	62	+82.7	85	+37.6	113	+31.8	80	-28.8
Denmark	63	+22.2	75	+18.1	109	+45.8	73	-32.8
Belgium	52	+22.5	54	+3.5	79	+45.6	70	-10.7
Spain	64	+34.2	67	+4.6	88	+31.8	64	-27.7
UK	87	+13.1	61	-29.8	86	+40.5	63	-25.9
Italy	32	+0.1	40	+23.7	70	+73.7	61	-13.1
Sweden	21	+2.3	22	+5.7	52	+140.4	50	-3.8
Argentina	14	+103.9	21	+53.1	24	+13.7	28	+16.5
Switzerland	22	+69.0	25	+13.3	32	+28.2	25	-20.7
ROW + SD*	- 788	+6 790.6	-86	-89.0	-2 062	+2 284.2	287	- 113.9
Total	5 308	+5.4	5 862	+10.4	8 043	+37.2	7 834	-2.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	5 062	+4.9	4 111	-49.9	4 539	-31.5
Australia	760	-0.5	747	-3.6	755	-1.8
France	353	-14.2	335	-8.8	345	-11.5
Germany	326	-32.7	279	-42.4	303	-37.4
Hong Kong	.	.	295	-19.7	295	-19.5
USA	182	-7.1	230	+4.8	207	-0.3
Netherlands	162	-8.8	178	+0.6	172	-3.3
Ireland	107	-9.7	109	-4.6	108	-6.9
Finland	106	+21.4	110	+28.9	108	+25.1
Uruguay	128	-9.7	89	-44.5	106	-30.8
Belarus	94	+22.2	.	.	94	+24.6
Poland	86	-31.3	73	-25.8	80	-28.8
Denmark	66	-37.5	65	-39.3	73	-32.8
Belgium	59	-16.0	82	-6.4	70	-10.7
Spain	66	-24.8	60	-30.0	64	-27.7
UK	34	-45.1	63	-27.7	63	-25.9
Italy	.	.	61	-12.5	61	-13.1
Sweden	49	-0.1	51	-7.0	50	-3.8
Argentina	30	+36.0	20	+51.1	28	+16.5
Switzerland	26	-23.2	25	-16.6	25	-20.7
Rest of the world*	137	+1.8	64	-56.4	287	-113.9
Total**	7 834	-2.6	7 045	-39.9	7 834	-2.6

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
New Zealand	3 519	+17.8	3 577	+1.6	5 984	+67.3	3 480	-41.9
Australia	374	+14.0	399	+6.7	538	+34.8	458	-14.9
France	201	+9.3	217	+8.0	266	+22.6	214	-19.7
Germany	290	+34.7	322	+11.1	374	+16.2	208	-44.2
Hong Kong	401	+99.7	109	-72.9	166	+53.0	107	-35.6
USA	64	-57.8	120	+88.1	209	+73.6	160	-23.4
Netherlands	81	-0.6	86	+6.1	111	+28.4	99	-11.0
Ireland	85	+90.8	88	+4.3	103	+16.7	81	-21.1
Finland	55	+45.2	70	+27.6	83	+19.6	83	-0.7
Uruguay	51	+16.6	67	+31.9	156	+131.5	95	-39.5
Belarus	44	-22.8	61	+39.6	81	+32.3	80	-0.4
Poland	62	+80.4	80	+27.5	94	+17.9	60	-36.0
Denmark	63	+19.7	67	+5.9	90	+33.6	54	-39.2
Belgium	39	+34.1	42	+6.2	55	+31.3	42	-22.3
Spain	38	+42.1	45	+17.4	55	+22.8	39	-30.0
UK	60	+16.4	45	-24.9	65	+44.0	38	-42.0
Italy	23	+2.4	27	+19.9	43	+57.0	37	-14.0
Sweden	26	-13.4	23	-11.7	49	+115.1	37	-25.0
Argentina	16	+126.0	25	+51.0	24	-4.8	24	+3.7
Switzerland	21	+55.2	23	+11.0	27	+16.7	17	-38.6
ROW + SD*	- 721	+1 600.8	- 119	-83.4	-1 834	+1 436.2	215	- 111.7
Total	4 793	+5.2	5 374	+12.1	6 740	+25.4	5 628	-16.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
New Zealand	97.3	-3.4	99.4	+2.1	110.7	+11.4	130.4	+17.8
Australia	131.5	+4.0	135.6	+3.1	142.7	+5.3	164.6	+15.3
France	135.4	-8.2	137.5	+1.6	146.4	+6.4	161.4	+10.3
Germany	109.8	-2.5	119.2	+8.6	129.8	+8.9	145.6	+12.2
Hong Kong	196.1	+2.6	196.1	=	220.6	+12.5	275.5	+24.9
USA	102.9	+23.4	91.2	-11.4	99.6	+9.2	129.6	+30.1
Netherlands	151.7	-6.8	163.8	+8.0	160.5	-2.0	174.4	+8.7
Ireland	97.4	-0.3	99.5	+2.2	113.1	+13.7	133.3	+17.9
Finland	72.0	+14.0	94.6	+31.4	103.5	+9.4	130.4	+26.0
Uruguay	84.5	-1.1	87.7	+3.8	97.8	+11.5	111.9	+14.4
Belarus	72.5	+8.8	72.1	-0.6	93.3	+29.5	116.8	+25.1
Poland	99.4	+1.3	107.3	+7.9	119.9	+11.7	133.3	+11.2
Denmark	99.7	+2.1	111.3	+11.6	121.5	+9.2	134.4	+10.6
Belgium	132.9	-8.6	129.6	-2.5	143.7	+10.9	165.2	+15.0
Spain	166.0	-5.6	147.9	-10.9	158.7	+7.3	164.0	+3.4
UK	143.6	-2.9	134.2	-6.5	130.9	-2.5	167.3	+27.8
Italy	141.6	-2.3	146.0	+3.1	161.5	+10.6	163.4	+1.1
Sweden	80.1	+18.1	95.9	+19.8	107.2	+11.8	137.4	+28.2
Argentina	85.6	-9.8	86.9	+1.5	103.8	+19.4	116.6	+12.3
Switzerland	104.8	+8.9	107.0	+2.1	117.5	+9.8	151.8	+29.2
ROW + SD*	109.3	+305.2	72.4	-33.7	112.4	+55.2	133.5	+18.7
Total	110.8	+0.2	109.1	-1.5	119.3	+9.4	139.2	+16.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **France**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

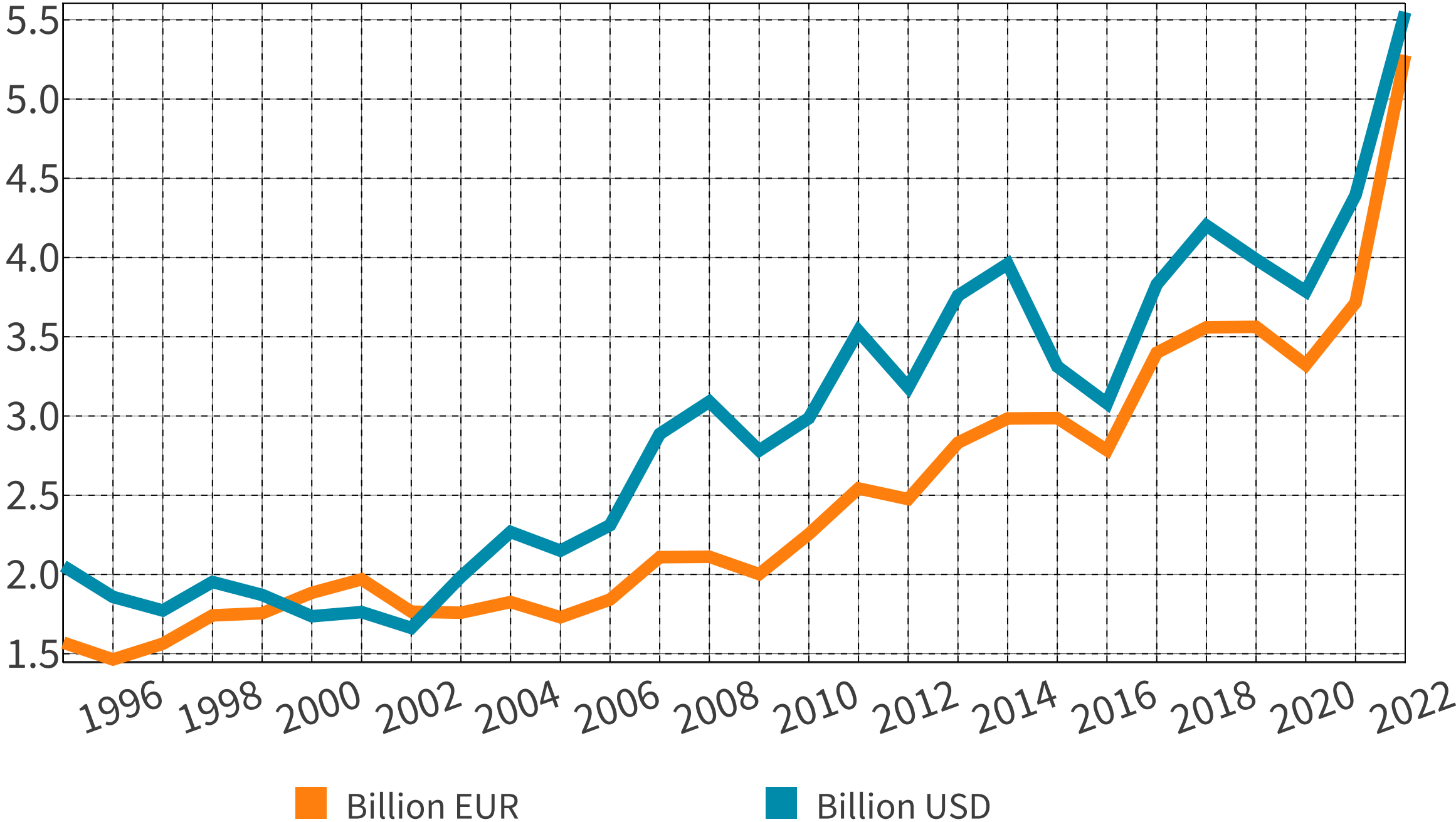
EXPORT 
PLANNING

**Import value
(2022)****5.3** billion EUR**5.5** billion USD**Average prices of
imports (2022)****4.27** EUR/kg**4.49** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+7.5%**CAGR in 2009-2022: **+4.3%**CAGR in 2023-2026: **+7.8%**

Market Dynamics

Value of Imports

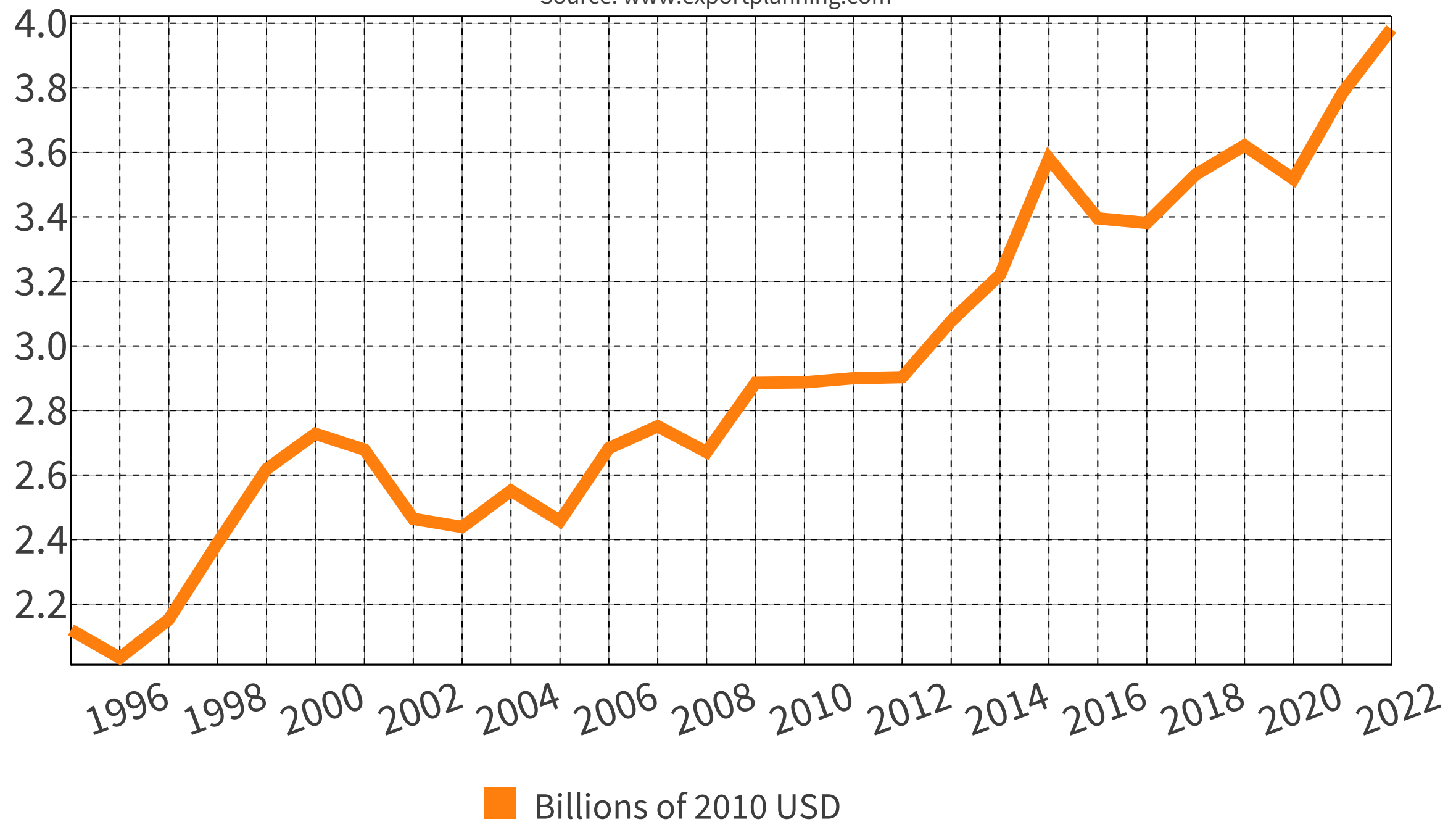
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Market Dynamics

Quantity of Imports at constant prices

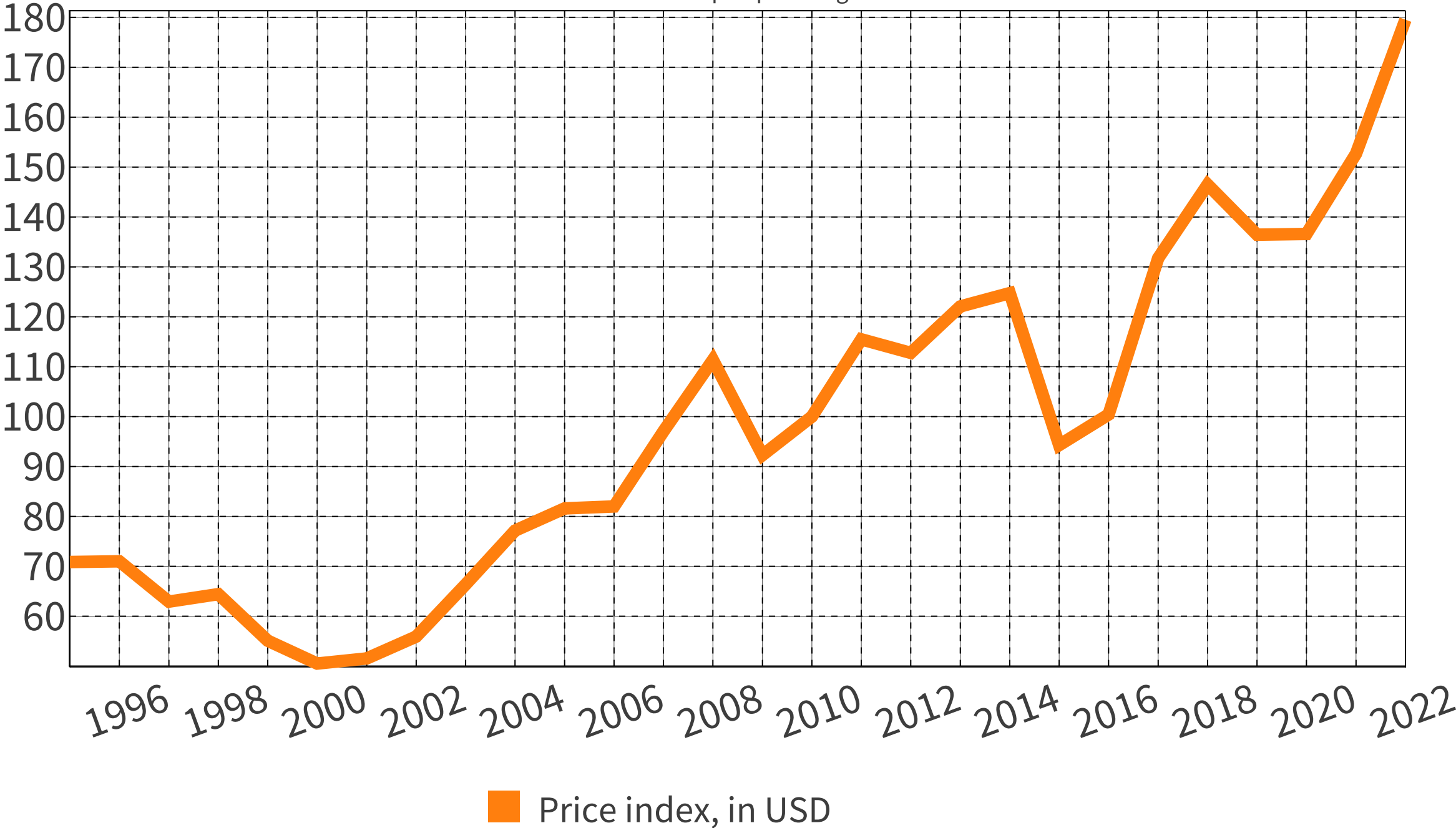
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	2 268	14.3	2 552	4.6	88.9	9.2
2005	2 150	-5.2	2 458	-3.7	87.5	-1.6
2006	2 311	7.5	2 683	9.2	86.1	-1.6
2007	2 887	24.9	2 751	2.5	104.9	21.9
2008	3 091	7.1	2 671	-2.9	115.7	10.3
2009	2 782	-10.0	2 886	8.0	96.4	-16.7
2010	2 986	7.3	2 887	0.1	103.4	7.3
2011	3 536	18.4	2 900	0.4	121.9	17.9
2012	3 181	-10.0	2 903	0.1	109.6	-10.1
2013	3 759	18.2	3 077	6.0	122.2	11.5
2014	3 959	5.3	3 220	4.7	122.9	0.6
2015	3 312	-16.3	3 581	11.2	92.5	-24.8
2016	3 080	-7.0	3 396	-5.2	90.7	-1.9
2017	3 831	24.4	3 381	-0.4	113.3	24.9
2018	4 202	9.7	3 531	4.4	119.0	5.0
2019	3 988	-5.1	3 621	2.5	110.1	-7.4
2020	3 787	-5.1	3 518	-2.9	107.6	-2.3
2021	4 394	16.0	3 784	7.6	116.1	7.9
2022	5 549	26.3	3 982	5.2	139.3	20.0

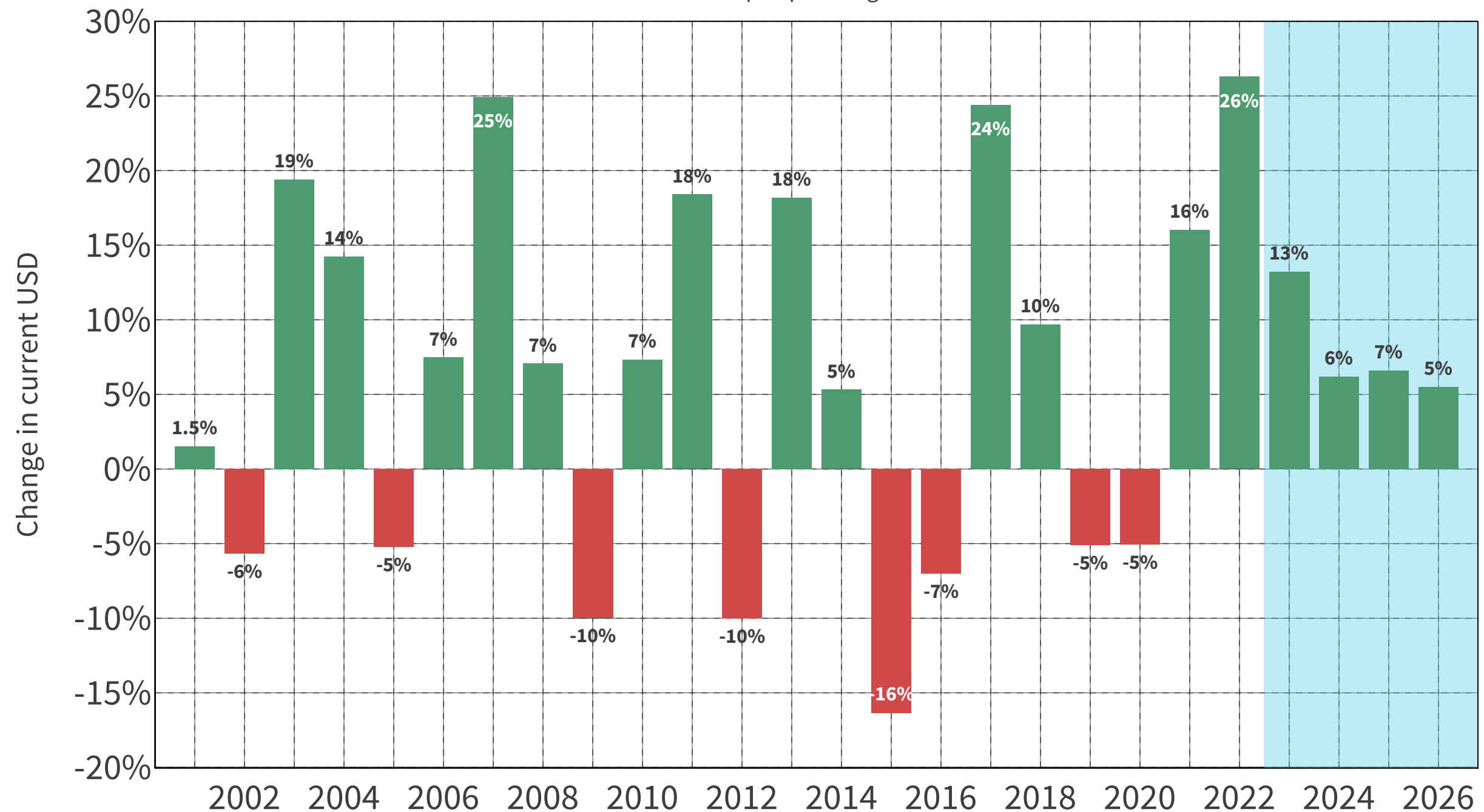
Source: www.exportplanning.com



Market Prospects

Imports Forecast

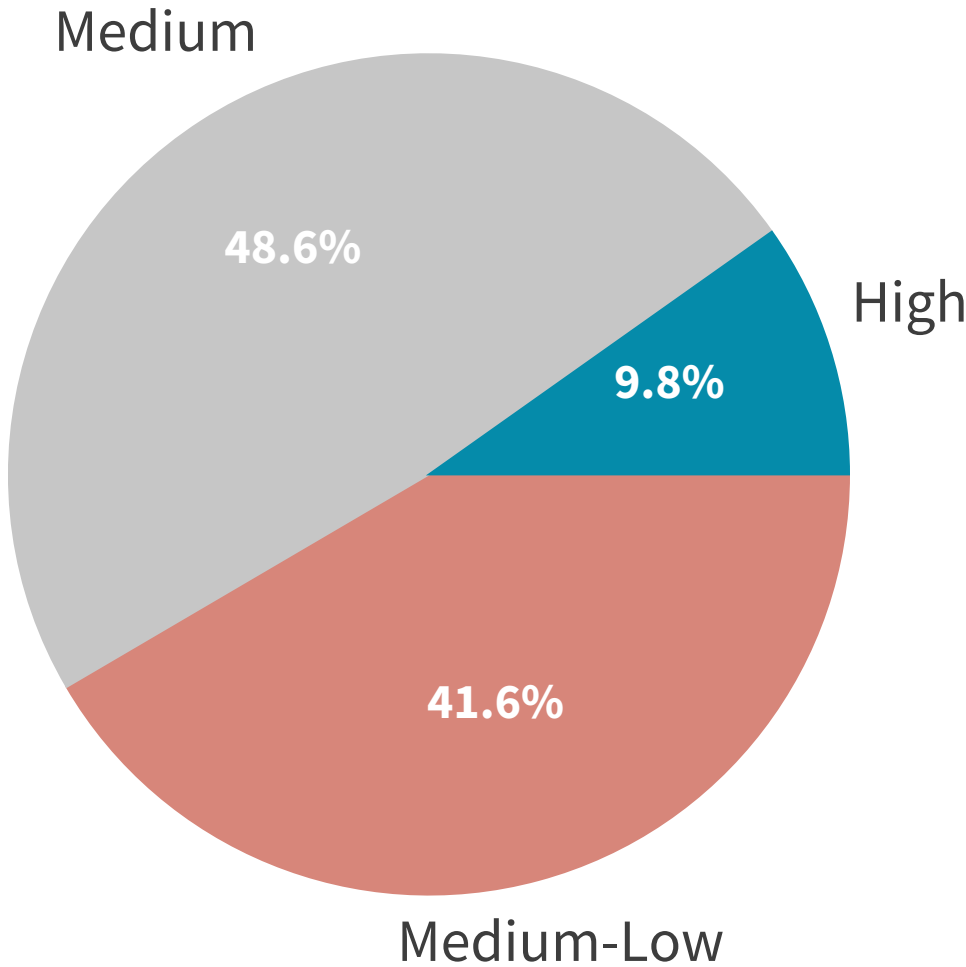
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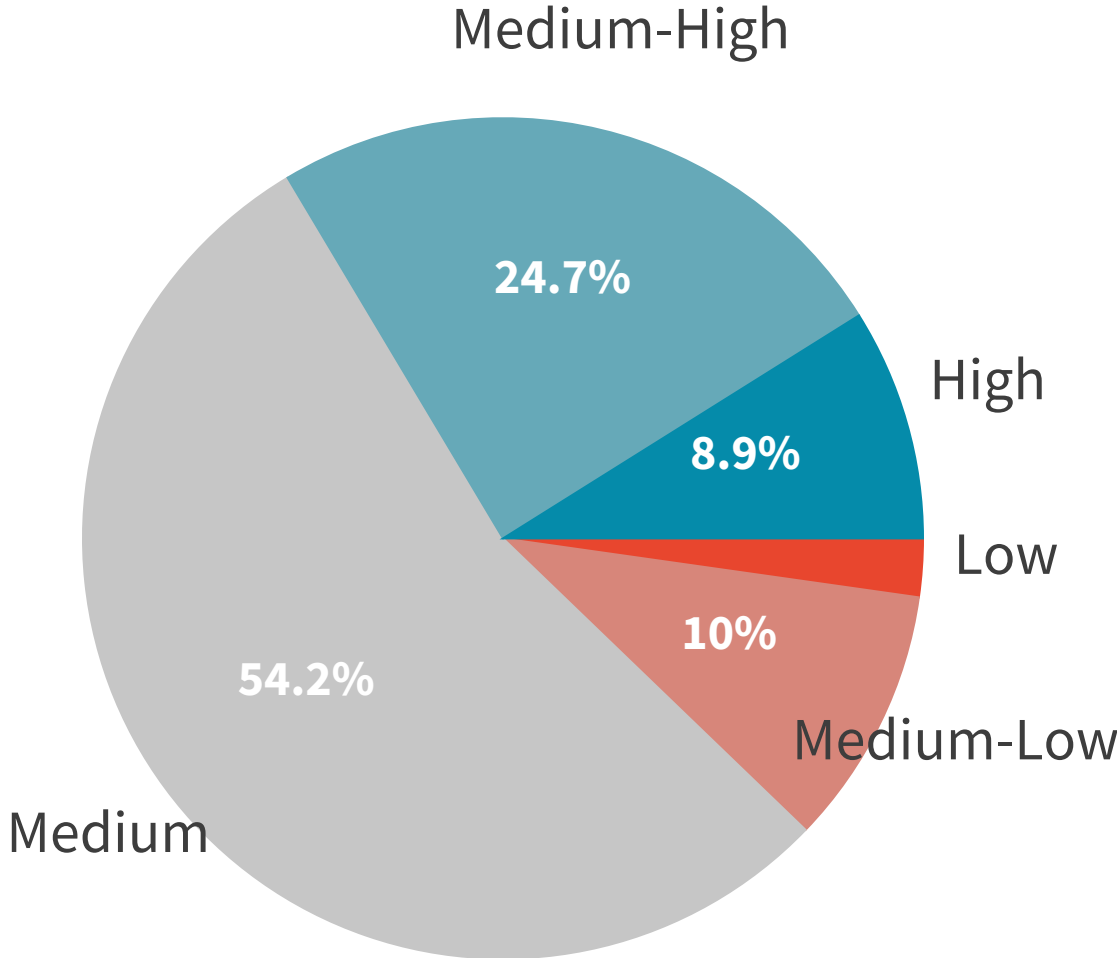
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



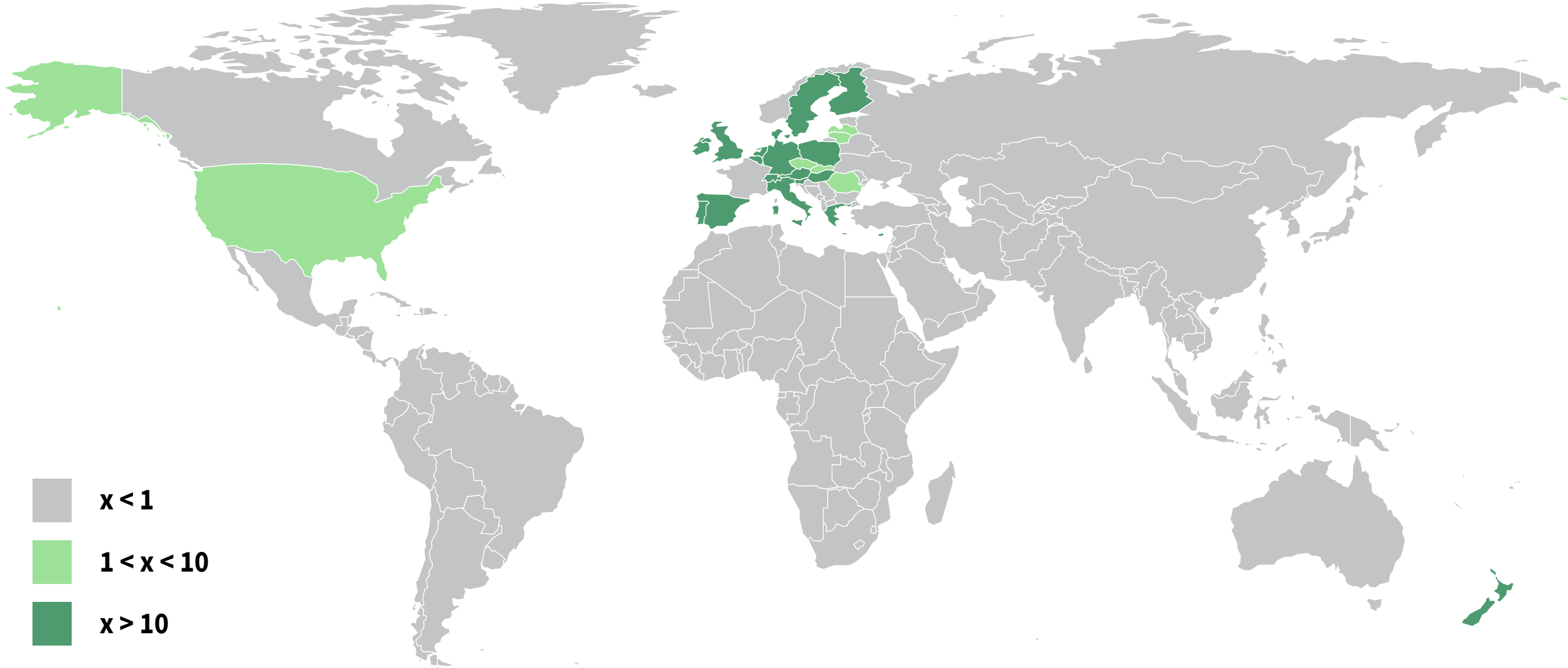
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Netherlands	265	15.5	587	18.4	1 359	24.7	1 891	25.2
Belgium	426	24.9	616	19.3	991	18.1	1 231	16.4
Italy	139	8.1	369	11.6	941	17.1	1 329	17.7
Germany	289	16.9	709	22.2	785	14.3	1 090	14.5
Spain	182	10.7	285	8.9	329	6.0	412	5.5
Ireland	97	5.7	110	3.5	283	5.1	400	5.3
UK	117	6.8	117	3.7	207	3.8	254	3.4
Denmark	29	1.7	47	1.5	83	1.5	138	1.8
Poland	3	0.2	57	1.8	81	1.5	82	1.1
Greece	3	0.2	7	0.2	81	1.5	121	1.6
Switzerland	42	2.4	69	2.1	74	1.3	87	1.2
Luxembourg	18	1.1	35	1.1	70	1.3	143	1.9
Finland	15	0.9	38	1.2	53	1.0	63	0.8
Portugal	18	1.1	46	1.4	29	0.5	31	0.4
Cyprus	<1	<0.1	<1	<0.1	24	0.4	9	0.1
New Zealand	14	0.8	18	0.5	19	0.3	26	0.3
Sweden	9	0.5	2	0.1	18	0.3	15	0.2
Austria	7	0.4	28	0.9	17	0.3	30	0.4
Slovenia	<1	<0.1	1	<0.1	10	0.2	21	0.3
Hungary	3	0.2	<1	<0.1	10	0.2	17	0.2
ROW + SD*	59	.	-51	.	86	.	113	.
Total	1 736	100.0	3 091	100.0	5 549	100.0	7 501	100.0

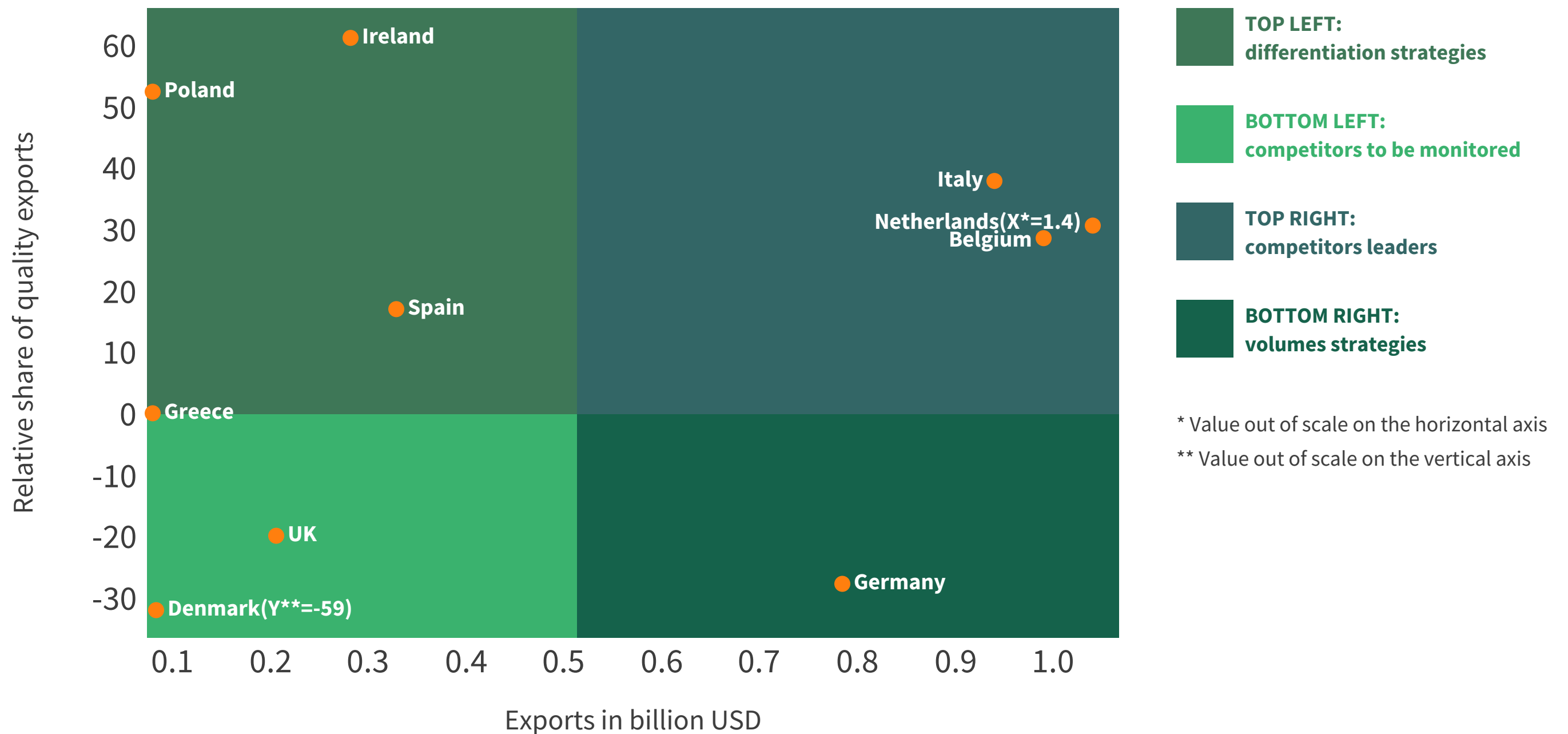
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

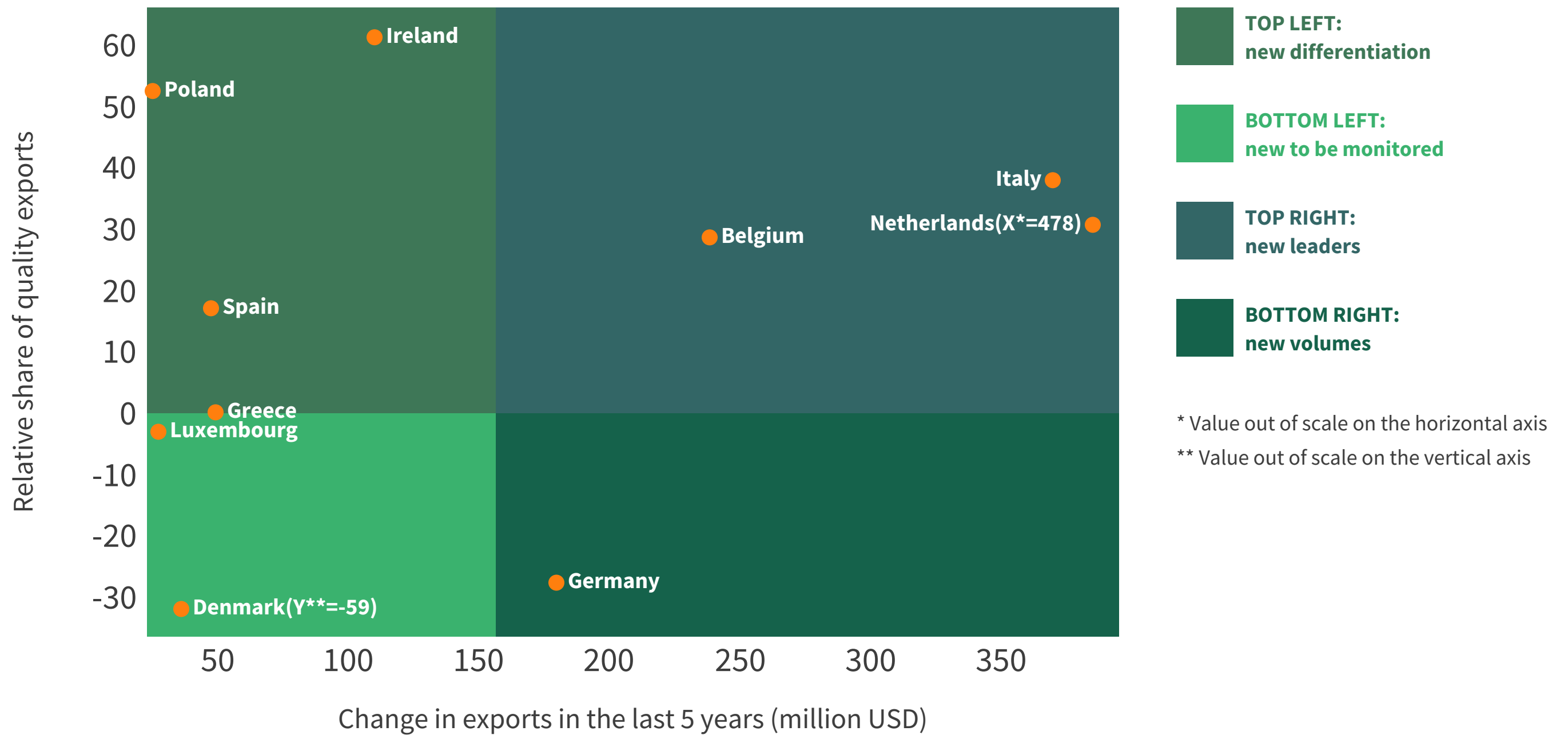
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	993	+5.1	905	-8.8	1 075	+18.8	1 467	+36.5
Belgium	755	-8.3	648	-14.1	699	+7.8	936	+33.8
Italy	654	+4.7	716	+9.6	818	+14.2	901	+10.1
Germany	625	-10.4	595	-4.8	664	+11.6	771	+16.1
Spain	256	-10.7	287	+11.9	297	+3.7	327	+10.1
Ireland	155	-15.5	148	-4.7	203	+37.3	297	+46.3
UK	187	-0.8	137	-27.0	216	+58.0	280	+29.7
Denmark	48	-11.9	46	-4.3	50	+9.4	83	+64.8
Poland	51	-43.0	38	-25.9	32	-15.9	76	+137.2
Greece	40	-9.9	49	+23.5	68	+38.6	79	+15.8
Switzerland	51	+3.6	57	+12.0	69	+21.4	65	-6.3
Luxembourg	45	+12.7	48	+8.1	64	+32.7	64	-0.6
Finland	42	-31.3	35	-18.3	37	+6.6	50	+36.4
Portugal	17	-38.6	13	-25.8	22	+71.7	29	+33.7
Cyprus	21	+347.2	11	-48.7	14	+32.9	24	+68.3
New Zealand	11	-50.5	4	-65.5	6	+74.0	23	+258.7
Sweden	3	-41.1	4	+28.5	4	+4.4	14	+212.9
Austria	9	-10.3	10	+6.8	14	+45.8	21	+46.9
Slovenia	1	+587.0	3	+229.1	6	+79.8	10	+63.7
Hungary	6	+99.1	7	+33.3	6	-13.3	7	+15.5
Rest of the world	17	-56.3	25	+43.7	25	+3.5	23	-9.6
Total	3 988	-5.1	3 787	-5.1	4 394	+16.0	5 549	+26.3

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	876	-13.6	858	-2.0	985	+14.8	1 233	+25.2
Belgium	771	-12.0	669	-13.2	794	+18.6	1 052	+32.5
Italy	665	+3.5	713	+7.2	848	+18.9	979	+15.5
Germany	632	-2.2	626	-0.9	715	+14.1	797	+11.5
Spain	256	-0.3	286	+11.6	309	+7.9	330	+7.0
Ireland	159	+13.3	123	-22.7	172	+39.5	262	+52.6
UK	189	+1.2	140	-25.9	144	+3.1	124	-14.3
Denmark	43	-15.7	40	-7.0	49	+23.6	84	+69.3
Poland	33	-37.6	21	-36.1	32	+48.0	87	+176.1
Greece	34	+0.4	49	+46.8	68	+38.7	82	+20.1
Switzerland	66	+8.1	72	+9.6	90	+24.8	83	-7.7
Luxembourg	42	+10.6	48	+14.1	77	+61.6	79	+2.7
Finland	58	-22.8	48	-17.1	47	-1.5	55	+17.9
Portugal	20	-9.1	13	-31.6	26	+96.3	29	+9.9
Cyprus	1	-2.3	2	+56.5	3	+70.4	3	+31.1
New Zealand	5	-51.5	3	-28.0	7	+94.3	12	+85.3
Sweden	3	-0.5	4	+57.5	6	+45.3	14	+115.1
Austria	7	-11.6	8	+15.0	10	+27.6	13	+36.1
Slovenia	1	+1 335.3	3	+247.7	6	+83.2	10	+62.2
Hungary	6	+62.6	9	+43.0	11	+24.3	13	+18.8
Rest of the world	26	+10.3	28	+8.9	32	+12.8	30	-5.8
Total	3 891	-6.1	3 764	-3.3	4 430	+17.7	5 371	+21.3
Total of 2022 sample	3 887	-6.2	3 762	-3.2	4 426	+17.7	5 371	+21.4

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	941	-3.9	886	-5.8	1 036	+17.0	1 359	+31.1
Belgium	763	-10.1	661	-13.4	744	+12.6	991	+33.3
Italy	659	+4.1	714	+8.3	833	+16.7	941	+12.9
Germany	629	-6.8	613	-2.6	691	+12.7	785	+13.7
Spain	257	-6.3	290	+12.9	308	+6.2	329	+6.8
Ireland	157	-5.5	140	-10.9	191	+36.5	283	+47.8
UK	190	-0.1	139	-26.6	182	+30.8	207	+13.6
Denmark	46	-13.5	43	-6.4	50	+16.1	83	+66.6
Poland	43	-42.3	30	-29.5	32	+5.0	81	+154.4
Greece	37	-11.2	49	+33.4	68	+38.7	81	+17.9
Switzerland	58	+6.1	65	+10.6	80	+23.3	74	-7.1
Luxembourg	44	+11.1	48	+10.4	70	+44.4	70	+0.5
Finland	51	-25.0	41	-19.6	42	+1.9	53	+26.6
Portugal	18	-26.5	13	-28.5	24	+82.6	29	+21.8
Cyprus	21	+336.4	11	-48.1	14	+30.5	24	+67.6
New Zealand	8	-54.2	4	-55.4	7	+84.2	19	+187.1
Sweden	3	-43.7	4	+38.6	6	+44.4	18	+183.0
Austria	8	-16.1	8	+9.6	11	+37.1	17	+46.8
Slovenia	1	+735.6	3	+237.6	6	+81.2	10	+63.1
Hungary	6	+81.4	8	+38.2	8	+4.0	10	+19.6
ROW + SD*	48	+23.2	16	-67.7	-10	-165.3	86	-943.7
Total	3 988	-5.1	3 787	-5.1	4 394	+16.0	5 549	+26.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	1 467	+36.5	1 233	+25.2	1 359	+31.1
Belgium	936	+33.8	1 052	+32.5	991	+33.3
Italy	901	+10.1	979	+15.5	941	+12.9
Germany	771	+16.1	797	+11.5	785	+13.7
Spain	327	+10.1	330	+7.0	329	+6.8
Ireland	297	+46.3	262	+52.6	283	+47.8
UK	280	+29.7	124	-14.3	207	+13.6
Denmark	83	+64.8	84	+69.3	83	+66.6
Poland	76	+137.2	87	+176.1	81	+154.4
Greece	79	+15.8	82	+20.1	81	+17.9
Switzerland	65	-6.3	83	-7.7	74	-7.1
Luxembourg	64	-0.6	79	+2.7	70	+0.5
Finland	50	+36.4	55	+17.9	53	+26.6
Portugal	29	+33.7	29	+9.9	29	+21.8
Cyprus	24	+68.3	3	+31.1	24	+67.6
New Zealand	23	+258.7	12	+85.3	19	+187.1
Sweden	14	+212.9	14	+115.1	18	+183.0
Austria	21	+46.9	13	+36.1	17	+46.8
Slovenia	10	+63.7	10	+62.2	10	+63.1
Hungary	7	+15.5	13	+18.8	10	+19.6
Rest of the world*	23	-9.6	30	-5.8	86	-943.7
Total**	5 549	+26.3	5 371	+21.4	5 549	+26.3

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Netherlands	925	+7.1	921	-0.4	986	+7.1	977	-0.9
Belgium	704	-0.5	643	-8.6	662	+2.8	705	+6.6
Italy	426	+5.9	458	+7.4	507	+10.6	560	+10.4
Germany	668	-1.0	658	-1.6	711	+8.1	678	-4.6
Spain	219	-0.1	253	+15.4	250	-1.2	221	-11.5
Ireland	162	+8.0	146	-9.7	177	+20.6	201	+13.6
UK	176	+10.2	135	-23.3	161	+19.3	180	+11.8
Denmark	47	-7.2	48	+0.4	51	+7.8	72	+41.1
Poland	39	-34.9	27	-30.2	31	+13.3	58	+91.0
Greece	28	-11.7	38	+37.3	52	+35.9	60	+15.8
Switzerland	27	+5.1	29	+6.6	34	+16.9	31	-10.5
Luxembourg	42	+17.7	46	+9.6	63	+37.2	59	-7.3
Finland	49	-10.5	43	-11.3	42	-3.8	35	-17.1
Portugal	17	-10.6	12	-32.3	19	+65.0	18	-7.8
Cyprus	20	+416.1	14	-32.1	12	-12.5	14	+16.3
New Zealand	7	-45.3	4	-48.4	6	+55.9	14	+131.5
Sweden	3	-22.6	4	+25.2	7	+79.7	14	+97.5
Austria	7	-20.1	8	+16.2	11	+31.9	14	+25.0
Slovenia	1	+563.7	2	+226.3	4	+86.2	7	+52.4
Hungary	5	+69.6	6	+29.9	6	+2.0	7	+10.8
ROW + SD*	48	+10.6	22	-53.9	-7	-132.5	59	-914.9
Total	3 621	+2.5	3 518	-2.9	3 784	+7.6	3 982	+5.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Netherlands	101.7	-10.3	96.2	-5.4	105.2	+9.3	139.1	+32.2
Belgium	108.4	-9.6	102.7	-5.3	112.5	+9.5	140.6	+25.0
Italy	154.7	-1.7	155.9	+0.8	164.4	+5.5	168.1	+2.2
Germany	94.2	-5.9	93.2	-1.1	97.1	+4.3	115.7	+19.1
Spain	117.1	-6.2	114.5	-2.2	123.1	+7.5	148.7	+20.7
Ireland	96.9	-12.5	95.6	-1.3	108.2	+13.2	140.8	+30.1
UK	107.4	-9.4	102.9	-4.2	112.8	+9.7	114.6	+1.6
Denmark	97.3	-6.8	90.7	-6.8	97.6	+7.7	115.2	+18.0
Poland	111.5	-11.3	112.7	+1.1	104.4	-7.3	139.1	+33.2
Greece	133.6	+0.6	129.8	-2.8	132.5	+2.1	134.9	+1.8
Switzerland	213.0	+1.0	220.9	+3.7	232.9	+5.5	241.9	+3.9
Luxembourg	103.8	-5.6	104.5	+0.7	110.0	+5.3	119.2	+8.3
Finland	104.3	-16.1	94.5	-9.4	100.1	+6.0	152.9	+52.8
Portugal	107.6	-17.8	113.6	+5.6	125.7	+10.6	166.1	+32.2
Cyprus	105.1	-15.4	80.4	-23.5	120.0	+49.3	172.9	+44.1
New Zealand	109.5	-16.3	94.5	-13.6	111.7	+18.2	138.6	+24.0
Sweden	100.2	-27.2	110.9	+10.7	89.1	-19.7	127.6	+43.2
Austria	106.0	+5.0	100.0	-5.7	103.9	+3.9	122.1	+17.5
Slovenia	142.1	+25.9	147.1	+3.5	143.1	-2.7	153.1	+7.0
Hungary	124.4	+7.0	132.3	+6.4	134.9	+2.0	145.7	+7.9
ROW + SD*	99.9	+11.4	69.9	-30.1	140.3	+100.8	145.3	+3.5
Total	110.1	-7.4	107.6	-2.3	116.1	+7.9	139.3	+20.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Germany**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

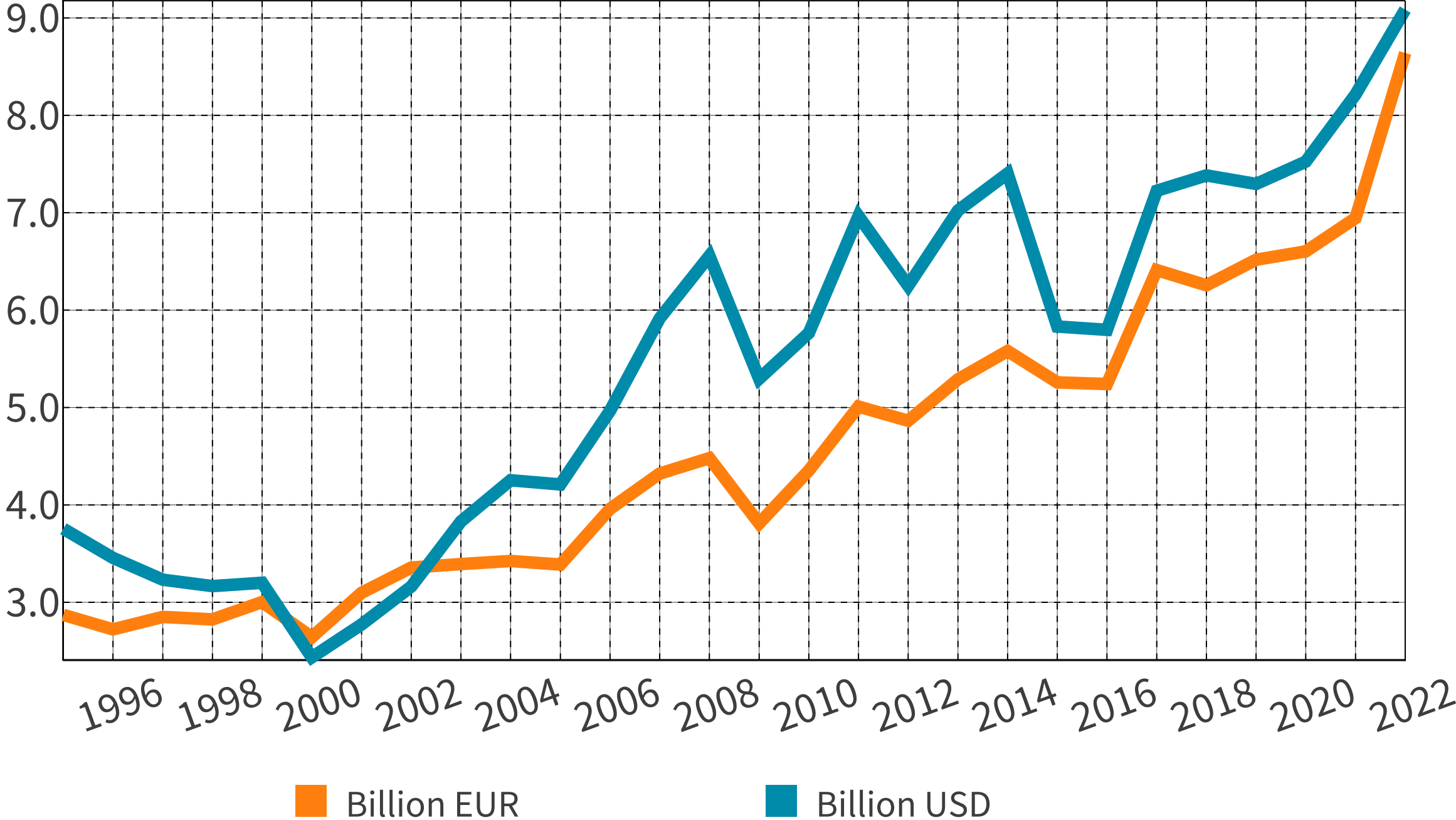
EXPORT 
PLANNING

**Import value
(2022)****8.6** billion EUR**9.1** billion USD**Average prices of
imports (2022)****2.16** EUR/kg**2.27** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+13.2%**CAGR in 2009-2022: **+2.4%**CAGR in 2023-2026: **+7.9%**

Market Dynamics

Value of Imports

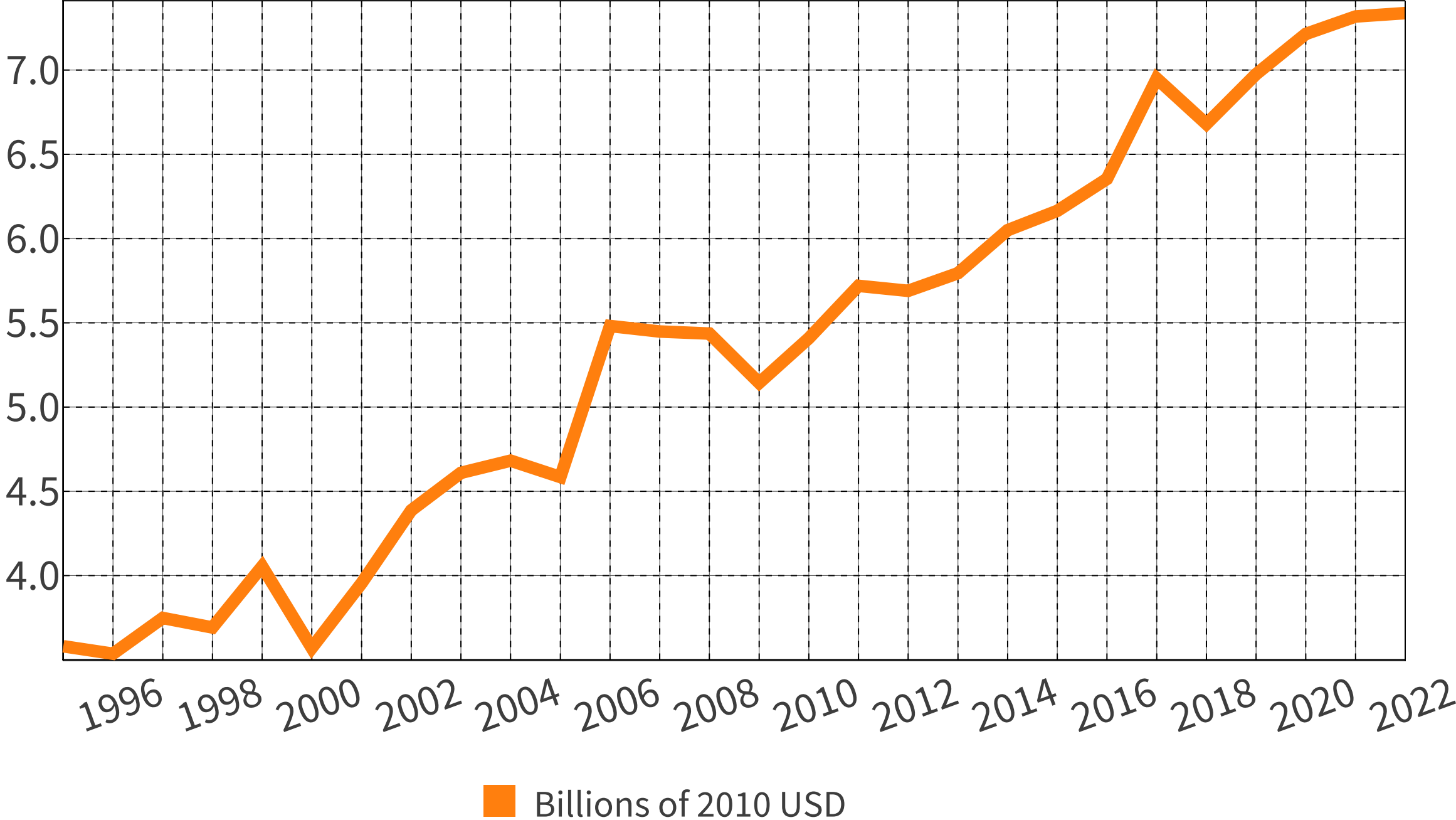
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

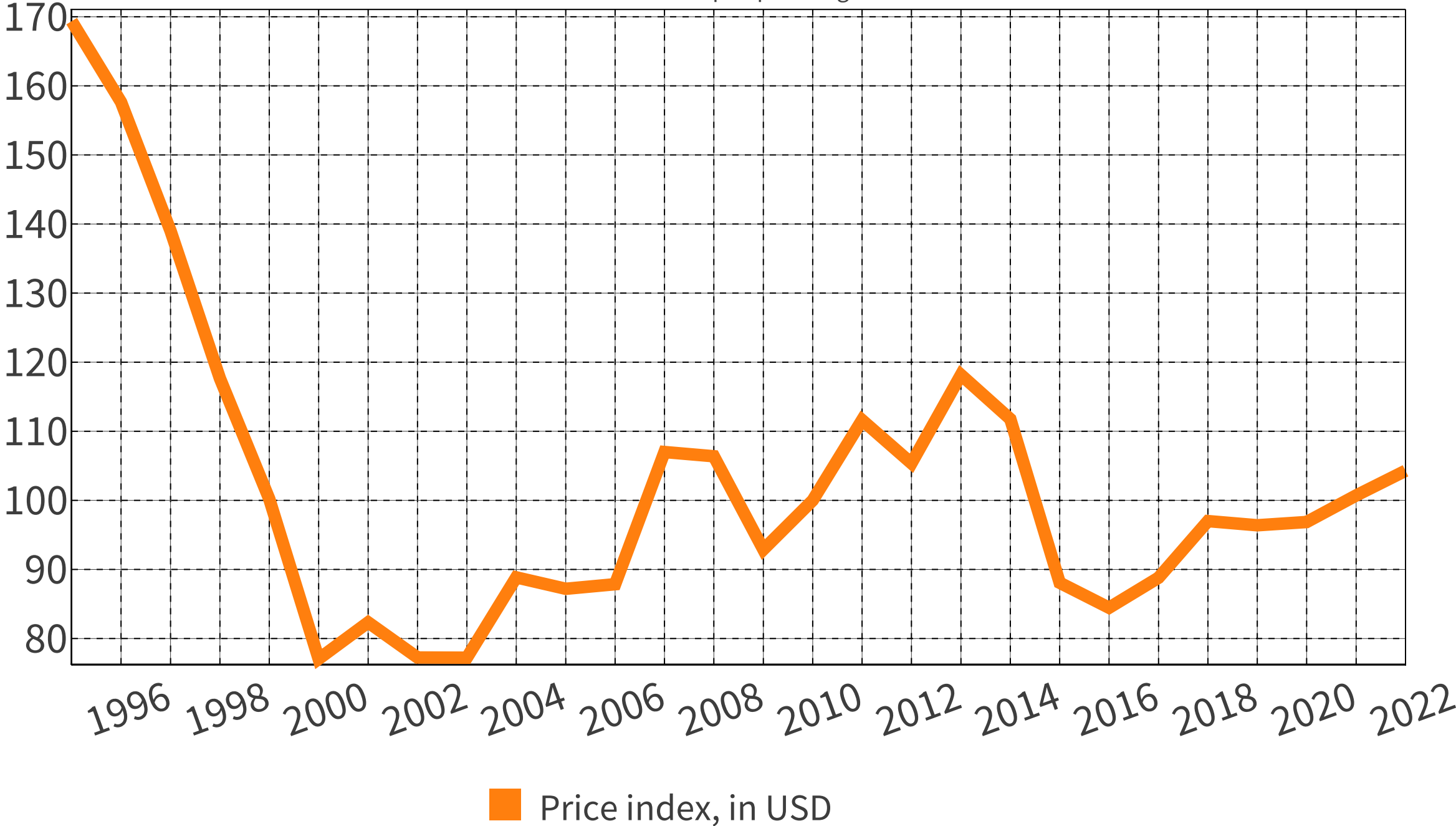
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	4 253	11.0	4 682	1.6	90.8	9.3
2005	4 210	-1.0	4 585	-2.1	91.8	1.1
2006	4 967	18.0	5 481	19.5	90.6	-1.3
2007	5 915	19.1	5 448	-0.6	108.6	19.8
2008	6 556	10.8	5 436	-0.2	120.6	11.1
2009	5 295	-19.2	5 144	-5.4	102.9	-14.6
2010	5 765	8.9	5 408	5.2	106.6	3.5
2011	6 965	20.8	5 719	5.7	121.8	14.3
2012	6 250	-10.3	5 690	-0.5	109.8	-9.8
2013	7 022	12.4	5 794	1.8	121.2	10.3
2014	7 403	5.4	6 050	4.4	122.4	1.0
2015	5 832	-21.2	6 164	1.9	94.6	-22.7
2016	5 798	-0.6	6 354	3.1	91.2	-3.5
2017	7 226	24.6	6 950	9.4	104.0	13.9
2018	7 383	2.2	6 680	-3.9	110.5	6.3
2019	7 296	-1.2	6 975	4.4	104.6	-5.4
2020	7 525	3.1	7 214	3.4	104.3	-0.3
2021	8 214	9.2	7 318	1.4	112.3	7.6
2022	9 086	10.6	7 338	0.3	123.8	10.3

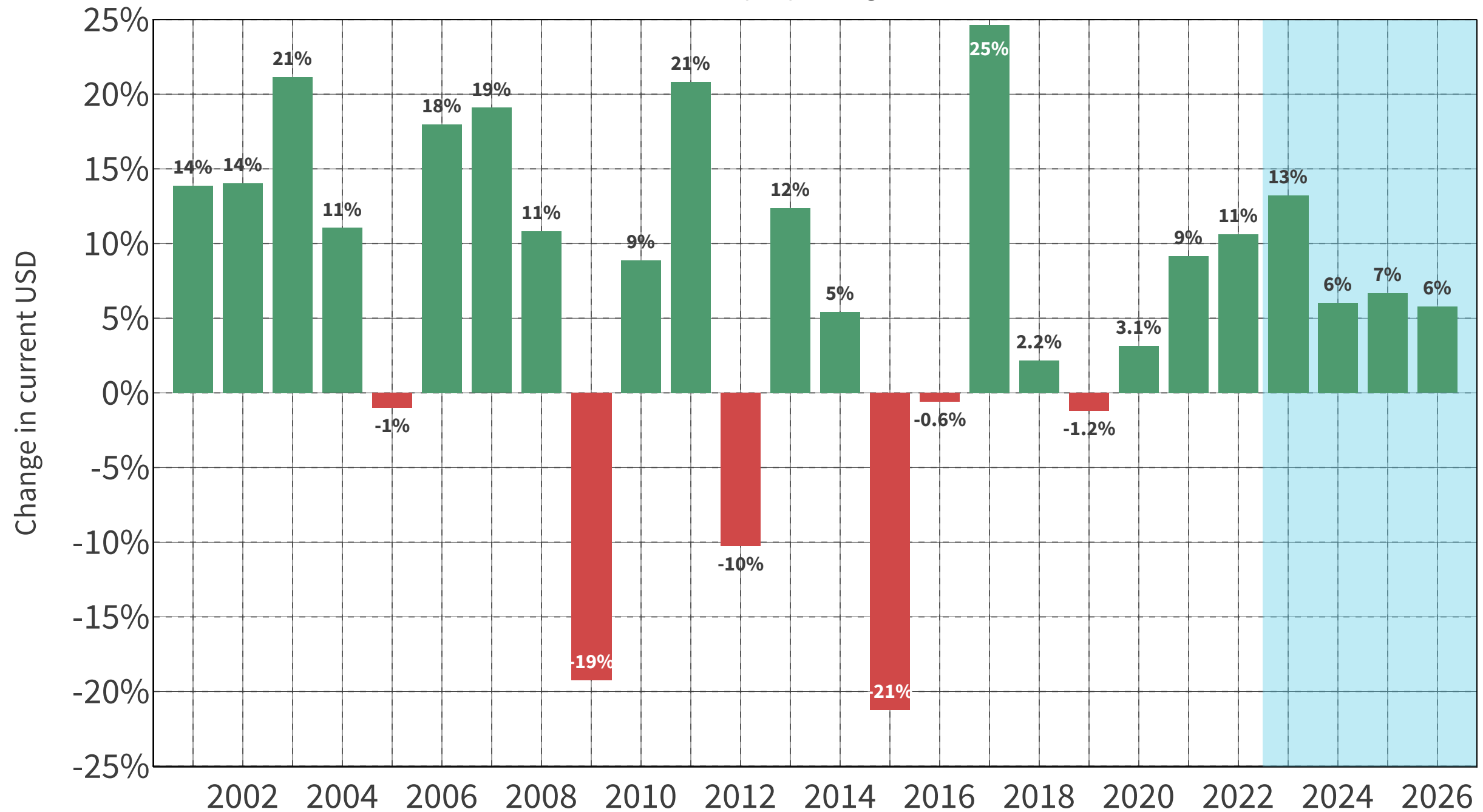
Source: www.exportplanning.com



Market Prospects

Imports Forecast

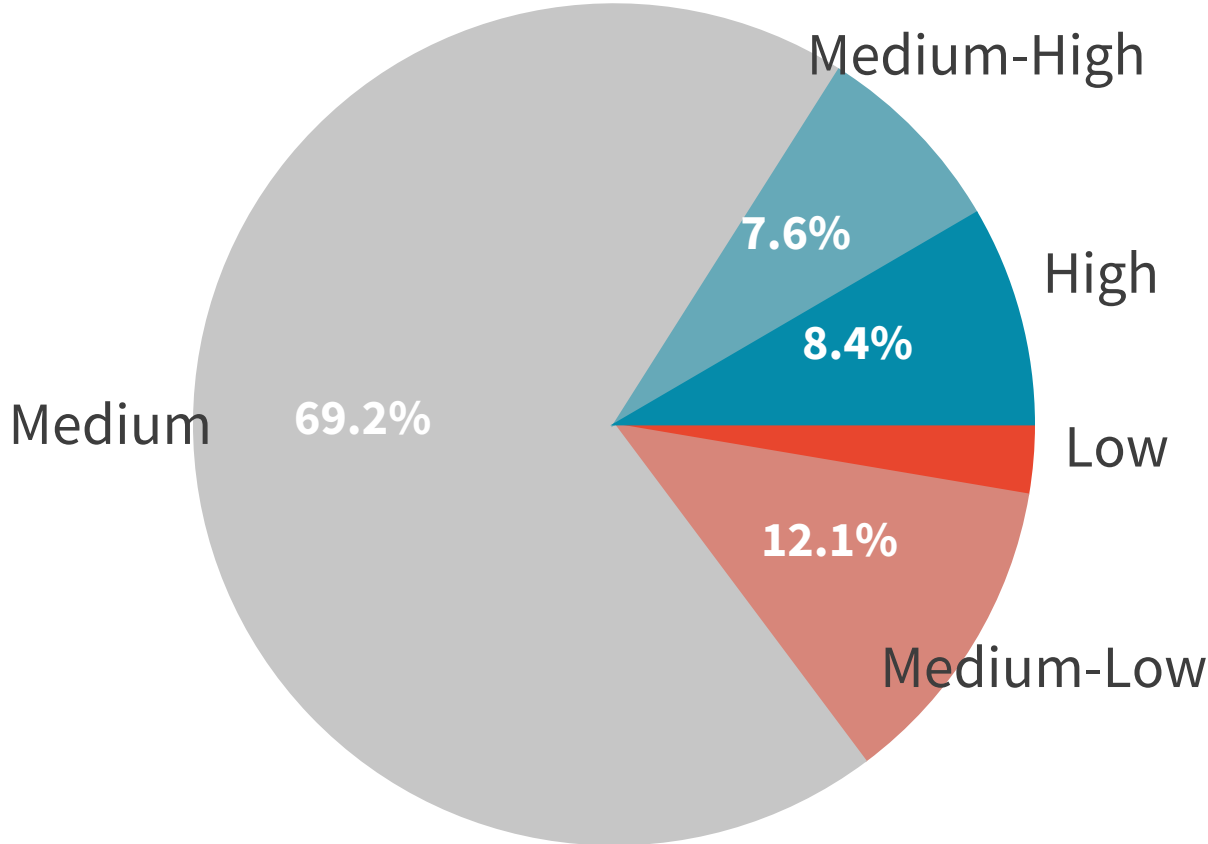
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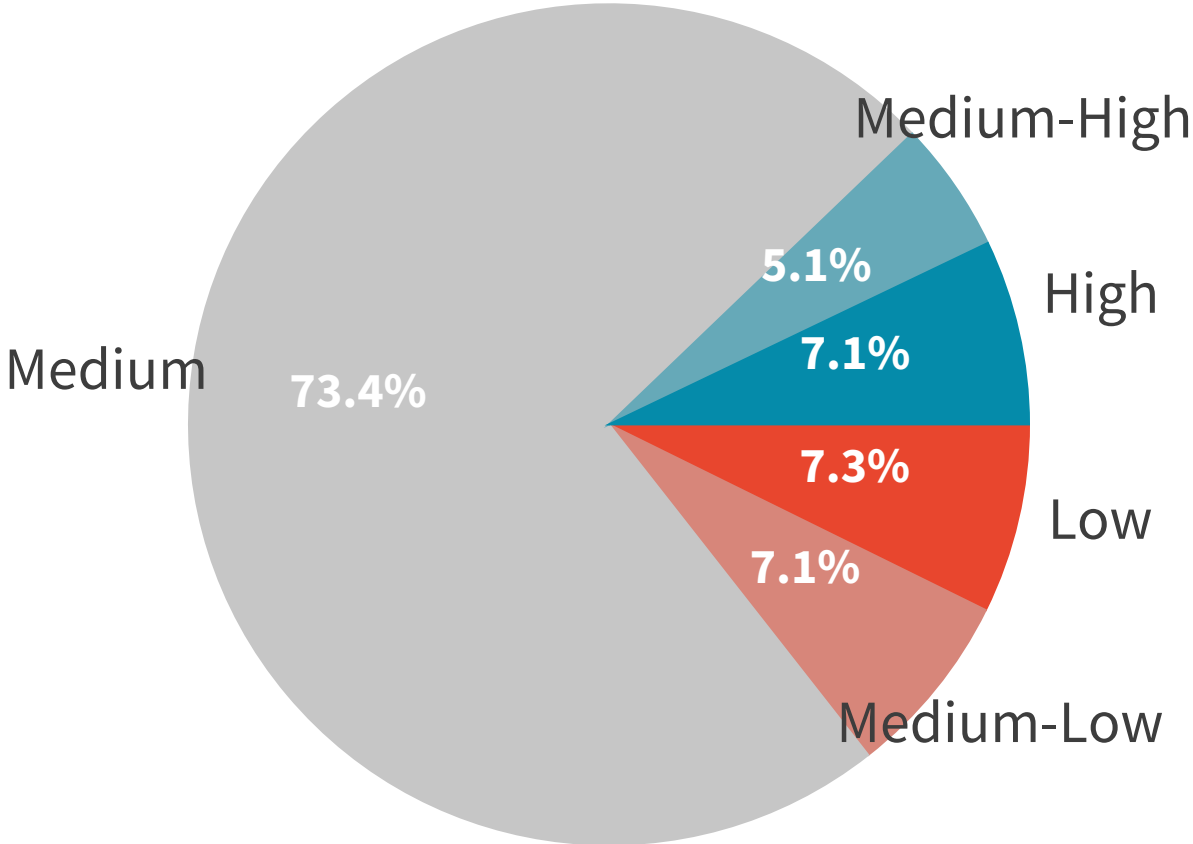
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



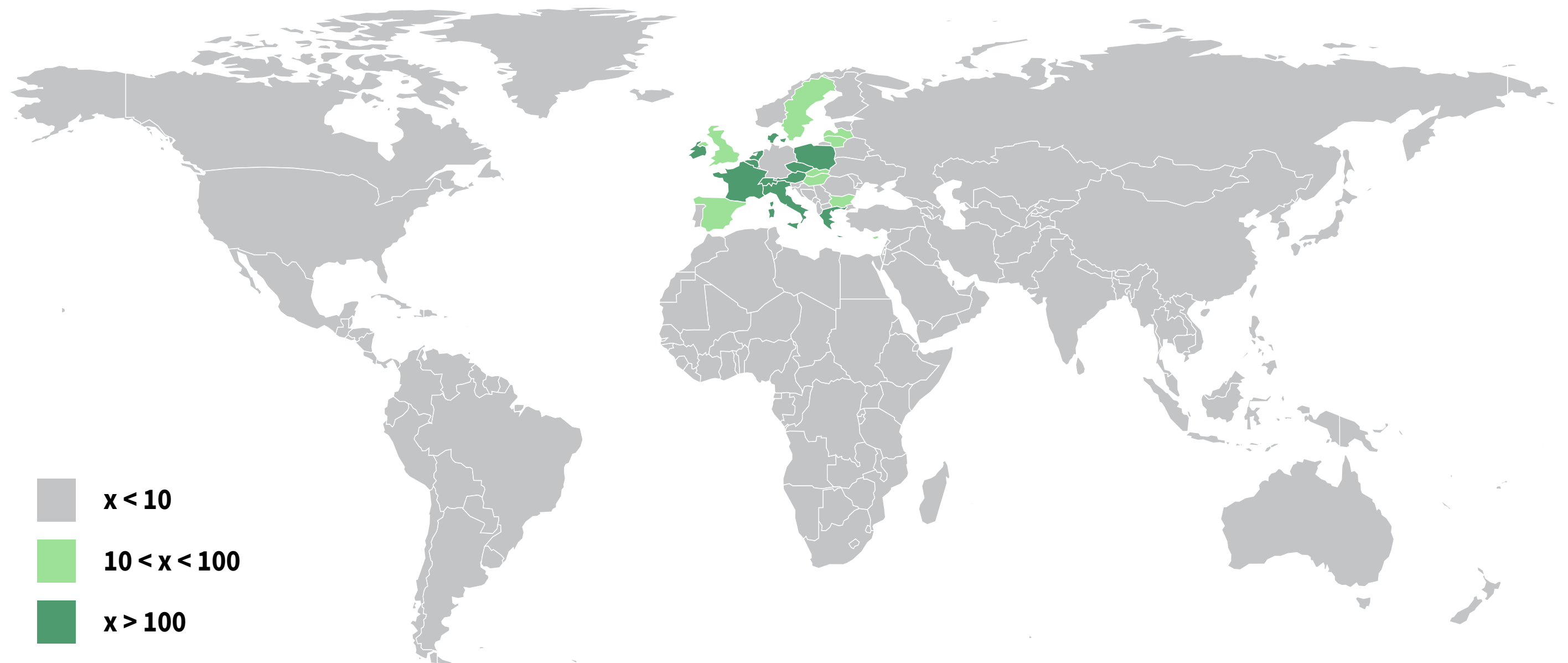
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Netherlands	840	31.1	1 843	27.3	2 897	30.7	3 936	30.5
France	580	21.5	1 108	16.4	994	10.5	1 103	8.5
Austria	162	6.0	587	8.7	860	9.1	1 230	9.5
Denmark	304	11.3	584	8.6	706	7.5	923	7.2
Italy	163	6.1	340	5.0	679	7.2	1 003	7.8
Poland	11	0.4	392	5.8	642	6.8	660	5.1
Belgium	177	6.6	413	6.1	543	5.8	986	7.6
Ireland	141	5.2	213	3.2	415	4.4	496	3.8
Czech Rep.	9	0.4	296	4.4	392	4.2	590	4.6
Luxembourg	28	1.0	312	4.6	341	3.6	512	4.0
Switzerland	68	2.5	204	3.0	321	3.4	410	3.2
Greece	37	1.4	107	1.6	235	2.5	369	2.9
Lithuania	8	0.3	69	1.0	84	0.9	31	0.2
Latvia	4	0.1	47	0.7	77	0.8	94	0.7
Spain	14	0.5	35	0.5	53	0.6	119	0.9
Sweden	20	0.7	16	0.2	34	0.4	40	0.3
UK	59	2.2	84	1.2	28	0.3	41	0.3
Cyprus	1	<0.1	5	0.1	18	0.2	38	0.3
Slovakia	3	0.1	25	0.4	16	0.2	16	0.1
Bulgaria	1	<0.1	3	<0.1	15	0.2	21	0.2
ROW + SD*	- 195	.	- 125	.	- 261	.	- 311	.
Total	2 435	100.0	6 556	100.0	9 086	100.0	12 306	100.0

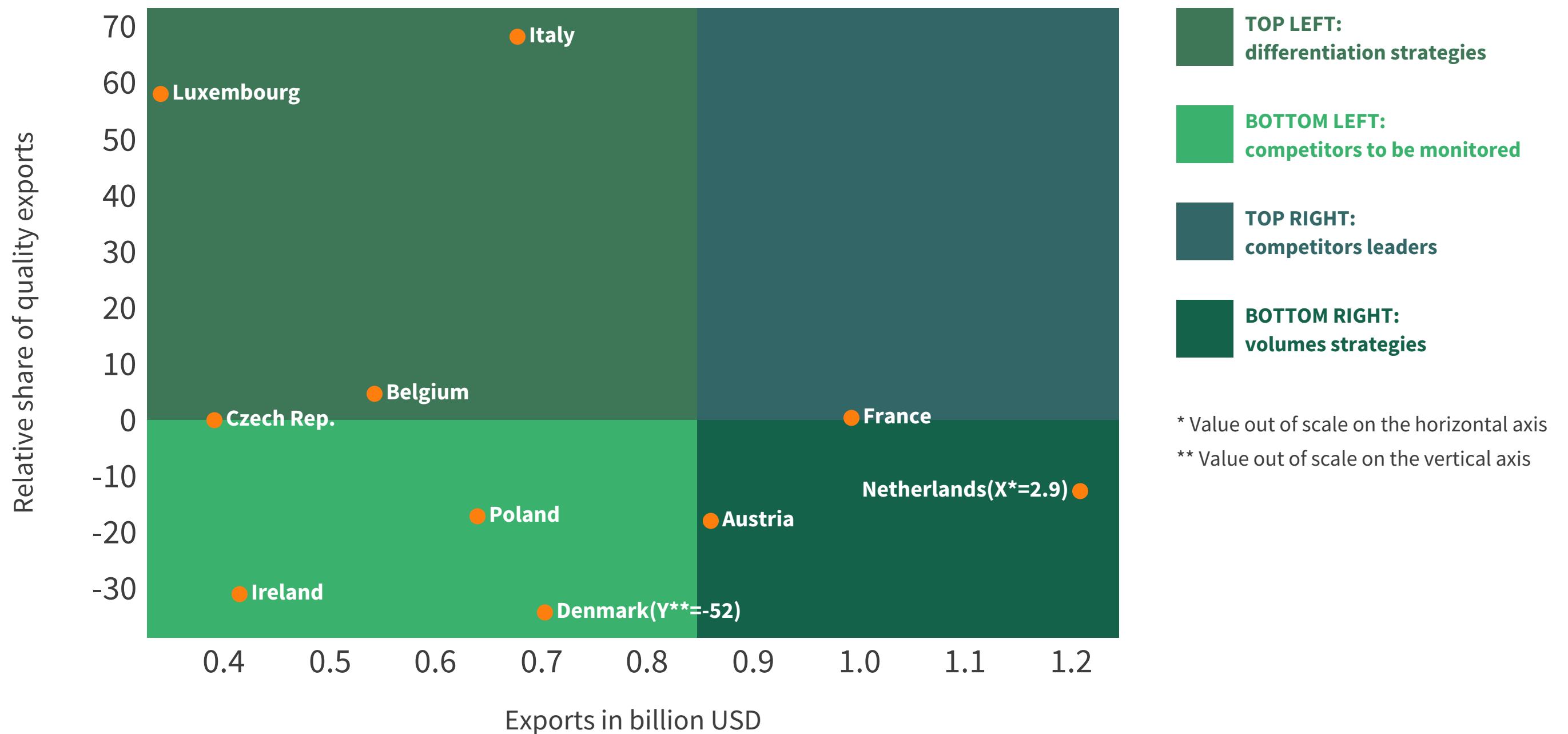
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

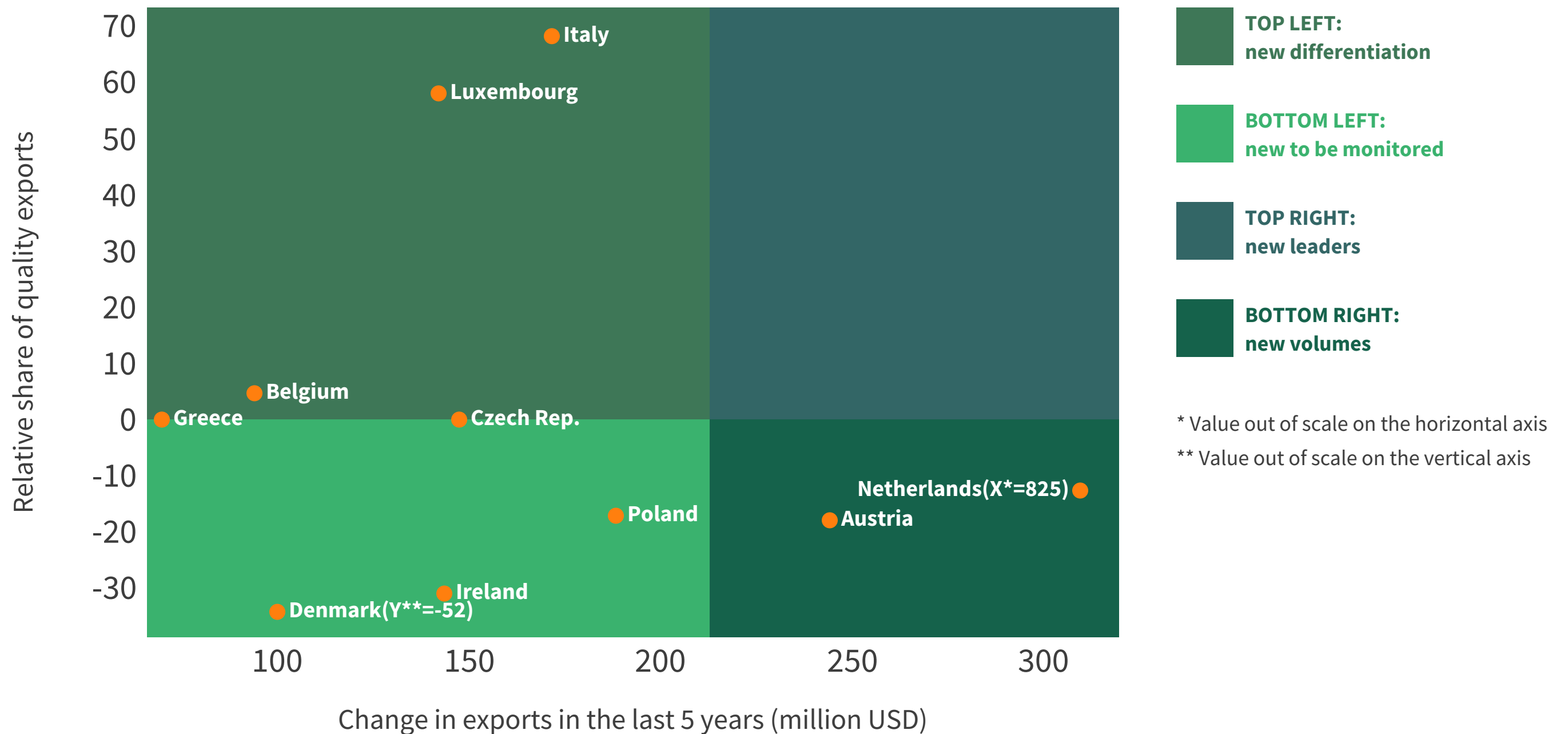
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	2 326	+18.8	2 199	-5.4	2 450	+11.4	2 807	+14.6
France	910	-9.1	996	+9.4	1 063	+6.8	957	-10.0
Austria	673	+4.1	695	+3.3	763	+9.8	883	+15.7
Denmark	527	-6.9	674	+28.0	795	+17.9	758	-4.6
Italy	637	+10.1	659	+3.4	711	+7.9	660	-7.2
Poland	430	-13.4	396	-8.0	461	+16.6	619	+34.1
Belgium	292	-29.3	259	-11.2	256	-1.5	456	+78.4
Ireland	267	-35.4	280	+4.8	358	+28.0	379	+5.7
Czech Rep.	261	-9.1	283	+8.1	328	+15.9	388	+18.5
Luxembourg	127	-6.4	114	-10.1	136	+18.8	288	+111.8
Switzerland	326	+2.6	360	+10.5	388	+7.9	344	-11.4
Greece	162	-2.6	188	+16.0	173	-8.0	221	+27.9
Lithuania	34	-13.6	34	=	56	+61.4	74	+33.2
Latvia	46	+12.6	44	-4.5	48	+8.3	67	+40.2
Spain	46	-0.7	63	+36.3	61	-3.1	47	-24.0
Sweden	17	+16.2	29	+72.4	30	+4.7	33	+7.9
UK	84	-16.8	113	+34.6	17	-85.3	14	-15.0
Cyprus	18	-4.5	23	+22.4	17	-24.8	17	+2.0
Slovakia	66	-9.9	60	-8.9	44	-26.4	6	-87.0
Bulgaria	13	+15.2	15	+10.0	14	-7.6	11	-20.2
Rest of the world	32	-43.0	40	+26.5	46	+14.4	57	+24.9
Total	7 296	-1.2	7 525	+3.1	8 214	+9.2	9 086	+10.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	2 252	+6.9	2 243	-0.4	2 465	+9.9	2 981	+20.9
France	947	-1.8	1 034	+9.2	1 109	+7.2	1 032	-6.9
Austria	641	+2.2	719	+12.2	774	+7.7	835	+7.9
Denmark	492	-10.2	450	-8.5	515	+14.3	645	+25.4
Italy	659	+13.4	664	+0.9	723	+8.8	694	-4.0
Poland	477	-6.1	400	-16.1	497	+24.2	666	+34.0
Belgium	453	-1.6	478	+5.7	499	+4.3	641	+28.6
Ireland	266	-4.2	341	+28.2	347	+1.7	455	+31.0
Czech Rep.	269	-9.3	287	+6.5	321	+12.0	396	+23.2
Luxembourg	252	-17.0	252	-0.2	291	+15.5	427	+47.0
Switzerland	271	+2.4	305	+12.5	328	+7.3	299	-8.7
Greece	172	-3.8	207	+20.7	242	+16.8	249	+3.1
Lithuania	38	-6.2	38	+1.0	66	+73.4	97	+47.4
Latvia	58	+22.4	52	-9.2	69	+31.9	88	+27.0
Spain	51	+7.6	63	+23.5	80	+25.9	58	-27.6
Sweden	20	+34.1	29	+41.5	33	+13.1	36	+9.0
UK	104	-1.2	123	+17.8	47	-61.3	41	-12.7
Cyprus	15	+1.0	20	+40.5	19	-6.7	19	-0.6
Slovakia	54	-17.5	47	-13.3	39	-16.4	30	-23.2
Bulgaria	15	-2.4	19	+26.0	22	+17.6	19	-15.7
Rest of the world	52	+27.3	65	+24.8	69	+5.9	81	+16.9
Total	7 557	+0.7	7 837	+3.7	8 554	+9.1	9 790	+14.4
Total of 2022 sample	7 551	+0.6	7 828	+3.7	8 549	+9.2	9 790	+14.5

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	2 288	+12.6	2 222	-2.9	2 459	+10.7	2 897	+17.8
France	927	-5.4	1 014	+9.3	1 085	+7.0	994	-8.4
Austria	657	+2.8	704	+7.1	767	+9.0	860	+12.1
Denmark	511	-8.8	571	+11.7	667	+16.8	706	+5.8
Italy	650	+12.1	663	+2.0	718	+8.3	679	-5.4
Poland	453	-10.0	398	-12.0	479	+20.2	642	+34.0
Belgium	368	-15.5	363	-1.2	371	+2.3	543	+46.2
Ireland	268	-23.9	309	+15.2	353	+14.3	415	+17.6
Czech Rep.	265	-9.2	285	+7.3	325	+14.1	392	+20.7
Luxembourg	175	-12.3	167	-4.7	194	+16.8	341	+75.1
Switzerland	298	+2.5	333	+11.5	358	+7.6	321	-10.2
Greece	166	-3.4	197	+18.4	206	+4.8	235	+13.8
Lithuania	36	-10.1	36	+0.4	60	+66.8	84	+39.3
Latvia	51	+16.7	48	-6.7	58	+21.0	77	+32.9
Spain	49	+4.5	64	+28.9	71	+11.3	53	-26.0
Sweden	19	+26.2	29	+55.0	31	+8.9	34	+8.1
UK	93	-10.2	119	+28.1	34	-71.4	28	-19.0
Cyprus	17	-2.2	22	+30.2	18	-16.4	18	+0.6
Slovakia	61	-12.9	55	-10.8	42	-23.0	16	-63.0
Bulgaria	14	+4.9	17	+18.7	18	+6.2	15	-17.5
ROW + SD*	-71	+1 811.7	-88	+23.5	- 101	+15.1	- 261	+158.9
Total	7 296	-1.2	7 525	+3.1	8 214	+9.2	9 086	+10.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	2 807	+14.6	2 981	+20.9	2 897	+17.8
France	957	-10.0	1 032	-6.9	994	-8.4
Austria	883	+15.7	835	+7.9	860	+12.1
Denmark	758	-4.6	645	+25.4	706	+5.8
Italy	660	-7.2	694	-4.0	679	-5.4
Poland	619	+34.1	666	+34.0	642	+34.0
Belgium	456	+78.4	641	+28.6	543	+46.2
Ireland	379	+5.7	455	+31.0	415	+17.6
Czech Rep.	388	+18.5	396	+23.2	392	+20.7
Luxembourg	288	+111.8	427	+47.0	341	+75.1
Switzerland	344	-11.4	299	-8.7	321	-10.2
Greece	221	+27.9	249	+3.1	235	+13.8
Lithuania	74	+33.2	97	+47.4	84	+39.3
Latvia	67	+40.2	88	+27.0	77	+32.9
Spain	47	-24.0	58	-27.6	53	-26.0
Sweden	33	+7.9	36	+9.0	34	+8.1
UK	14	-15.0	41	-12.7	28	-19.0
Cyprus	17	+2.0	19	-0.6	18	+0.6
Slovakia	6	-87.0	30	-23.2	16	-63.0
Bulgaria	11	-20.2	19	-15.7	15	-17.5
Rest of the world*	57	+24.9	81	+16.9	- 261	+158.9
Total**	9 086	+10.6	9 790	+14.5	9 086	+10.6

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Netherlands	2 346	+18.9	2 388	+1.8	2 439	+2.1	2 491	+2.2
France	779	-5.4	829	+6.5	838	+1.0	755	-9.9
Austria	648	+7.1	654	+1.0	675	+3.2	731	+8.2
Denmark	624	+4.4	698	+11.8	765	+9.5	703	-8.1
Italy	380	+12.0	395	+3.8	409	+3.5	386	-5.6
Poland	543	+3.6	478	-12.0	500	+4.8	548	+9.5
Belgium	365	-12.9	368	+0.8	348	-5.5	455	+30.9
Ireland	289	-10.1	324	+11.9	352	+8.7	346	-1.9
Czech Rep.	302	-7.6	311	+2.8	337	+8.3	361	+7.1
Luxembourg	153	-15.0	142	-7.0	152	+7.1	254	+66.7
Switzerland	159	+2.1	172	+8.3	181	+5.5	161	-11.5
Greece	150	+6.9	175	+16.6	169	-3.6	171	+1.6
Lithuania	34	+12.7	34	+1.2	50	+45.1	53	+7.0
Latvia	74	+23.3	68	-8.1	67	-1.3	69	+3.1
Spain	41	+28.0	53	+28.1	52	-1.8	34	-34.9
Sweden	26	+21.2	36	+39.9	32	-10.1	29	-12.0
UK	93	-5.5	124	+33.1	27	-78.3	22	-17.9
Cyprus	12	+6.8	14	+15.8	11	-23.1	13	+15.0
Slovakia	47	-12.4	43	-9.6	29	-31.4	12	-58.0
Bulgaria	13	+6.9	15	+15.4	15	-0.5	11	-24.7
ROW + SD*	- 104	+119.3	- 107	+3.3	- 130	+21.3	- 266	+103.8
Total	6 975	+4.4	7 214	+3.4	7 318	+1.4	7 338	+0.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Netherlands	97.5	-5.2	93.0	-4.6	100.8	+8.4	116.3	+15.3
France	119.1	=	122.3	+2.6	129.6	+6.0	131.6	+1.6
Austria	101.5	-4.1	107.7	+6.1	113.6	+5.5	117.7	+3.6
Denmark	81.8	-12.6	81.7	-0.1	87.2	+6.6	100.4	+15.2
Italy	170.8	+0.1	167.9	-1.7	175.6	+4.6	176.0	+0.2
Poland	83.5	-13.1	83.4	-0.1	95.7	+14.8	117.2	+22.4
Belgium	100.6	-3.0	98.6	-2.0	106.8	+8.3	119.3	+11.7
Ireland	92.5	-15.3	95.3	+2.9	100.1	+5.1	120.0	+19.9
Czech Rep.	87.7	-1.8	91.5	+4.4	96.5	+5.4	108.7	+12.6
Luxembourg	114.2	+3.1	117.1	+2.6	127.6	+9.0	134.1	+5.1
Switzerland	188.0	+0.4	193.6	+2.9	197.3	+1.9	200.2	+1.5
Greece	110.8	-9.7	112.5	+1.5	122.3	+8.7	137.0	+12.1
Lithuania	106.5	-20.3	105.6	-0.8	121.4	+15.0	158.0	+30.2
Latvia	69.5	-5.4	70.5	+1.5	86.5	+22.6	111.5	+29.0
Spain	119.7	-18.3	120.5	+0.7	136.7	+13.4	155.3	+13.6
Sweden	72.3	+4.1	80.1	+10.8	97.0	+21.1	119.2	+22.8
UK	99.1	-5.0	95.4	-3.7	125.8	+31.8	124.1	-1.3
Cyprus	133.3	-8.5	149.9	+12.5	163.1	+8.8	142.8	-12.5
Slovakia	129.4	-0.6	127.8	-1.2	143.5	+12.3	126.7	-11.7
Bulgaria	107.6	-1.9	110.8	+2.9	118.3	+6.8	129.7	+9.6
ROW + SD*	68.2	+771.8	81.6	+19.6	77.4	-5.2	98.3	+27.0
Total	104.6	-5.4	104.3	-0.3	112.3	+7.6	123.8	+10.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Greece**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

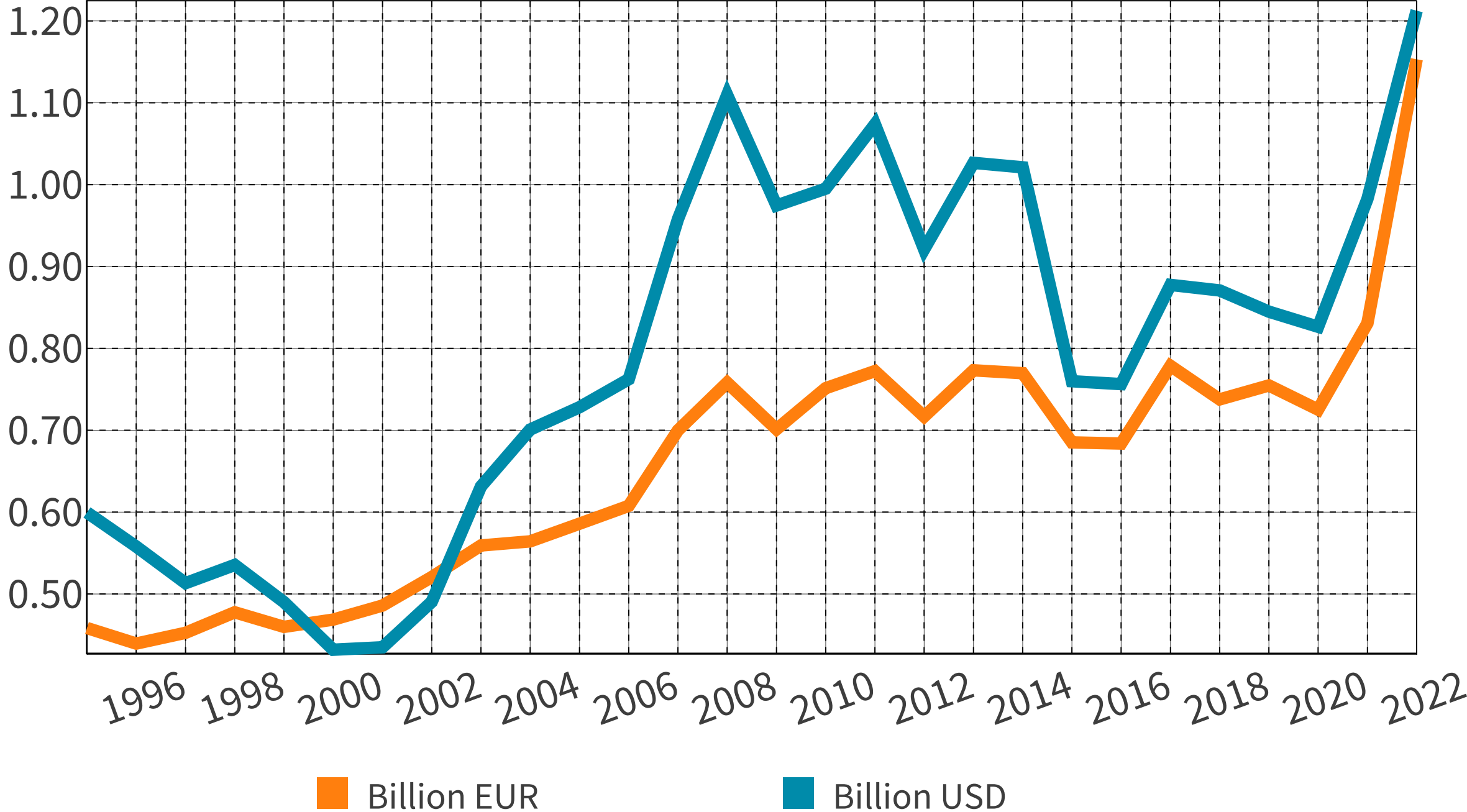
EXPORT 
PLANNING

**Import value
(2022)****1.2** billion EUR**1.2** billion USD**Average prices of
imports (2022)****2.60** EUR/kg**2.73** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+12.5%**CAGR in 2009-2022: **+0.6%**CAGR in 2023-2026: **+2.7%**

Market Dynamics

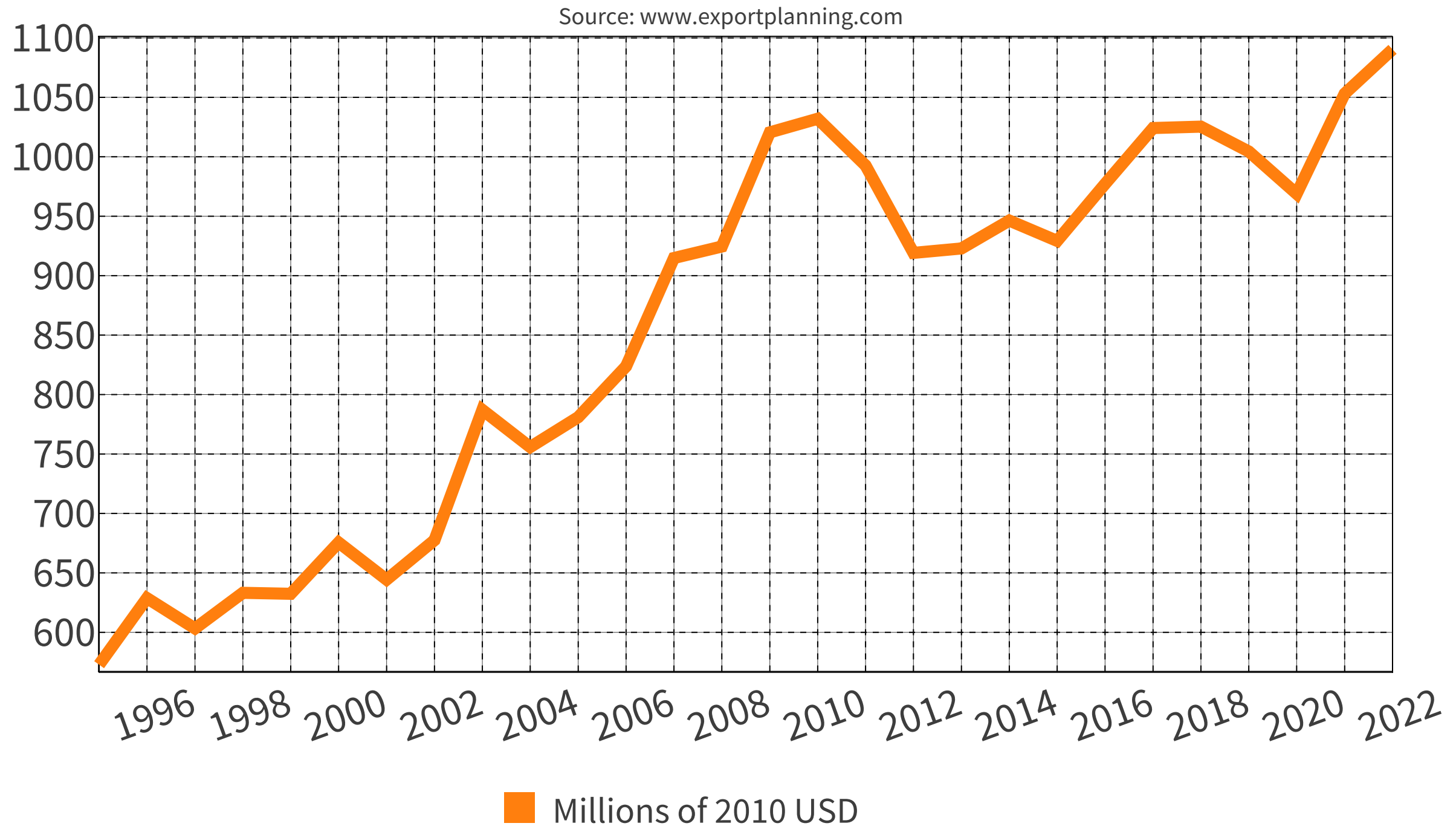
Value of Imports

Source: www.exportplanning.com



Market Dynamics

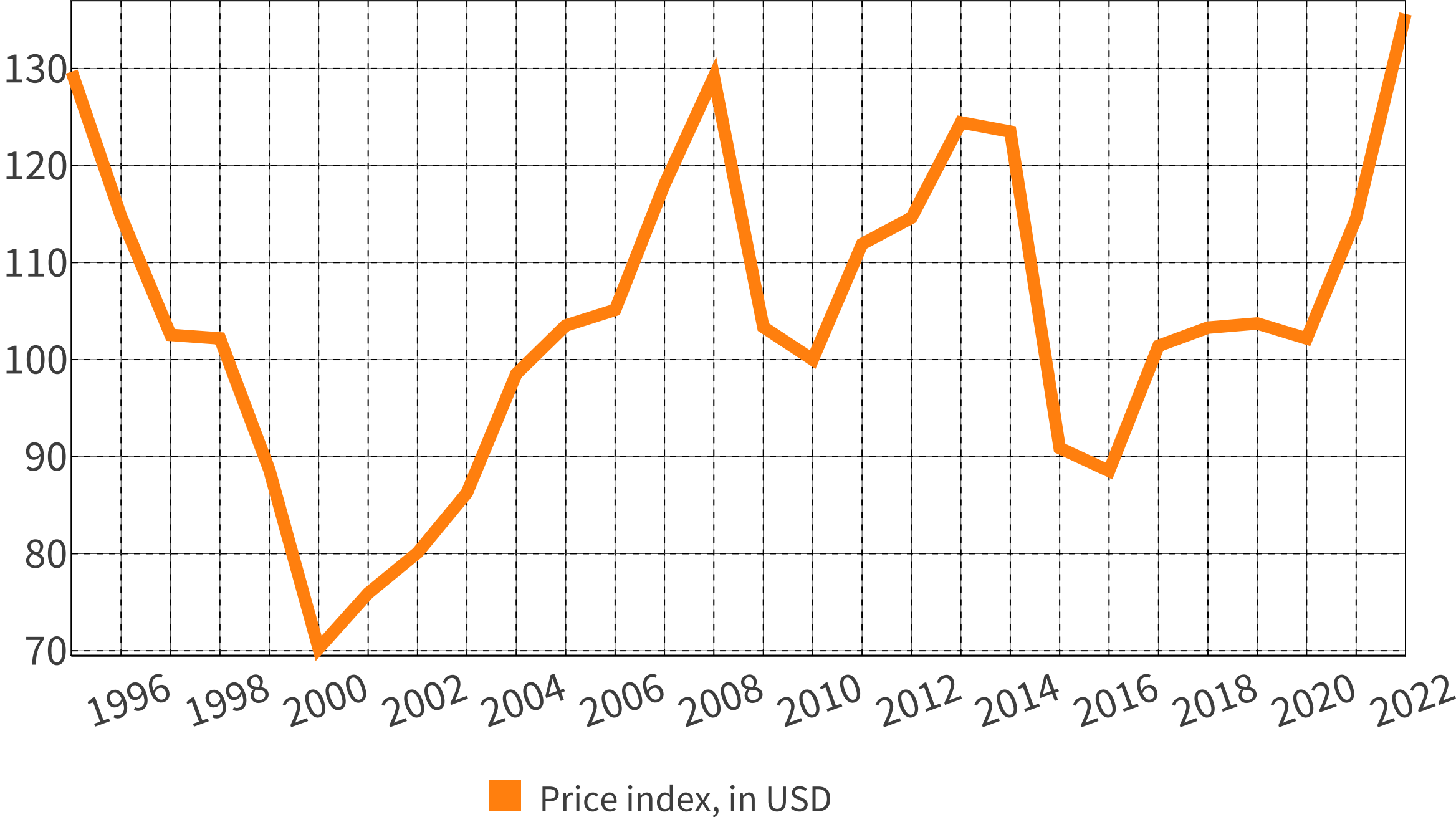
Quantity of Imports at constant prices



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	701	11.0	756	-4.0	92.7	15.6
2005	728	3.9	781	3.3	93.2	0.6
2006	762	4.7	824	5.5	92.5	-0.7
2007	958	25.7	915	11.1	104.7	13.1
2008	1 109	15.8	925	1.1	120.0	14.6
2009	974	-12.2	1 021	10.4	95.5	-20.4
2010	995	2.1	1 032	1.1	96.4	1.0
2011	1 074	7.9	993	-3.8	108.2	12.2
2012	921	-14.2	919	-7.4	100.2	-7.4
2013	1 027	11.5	923	0.4	111.2	11.0
2014	1 021	-0.5	946	2.5	107.9	-3.0
2015	760	-25.6	929	-1.8	81.8	-24.2
2016	756	-0.5	977	5.2	77.4	-5.3
2017	878	16.0	1 024	4.8	85.7	10.7
2018	871	-0.8	1 025	0.1	84.9	-0.9
2019	845	-3.0	1 004	-2.0	84.1	-1.0
2020	826	-2.2	969	-3.5	85.3	1.4
2021	983	18.9	1 053	8.7	93.3	9.4
2022	1 213	23.4	1 090	3.5	111.2	19.2

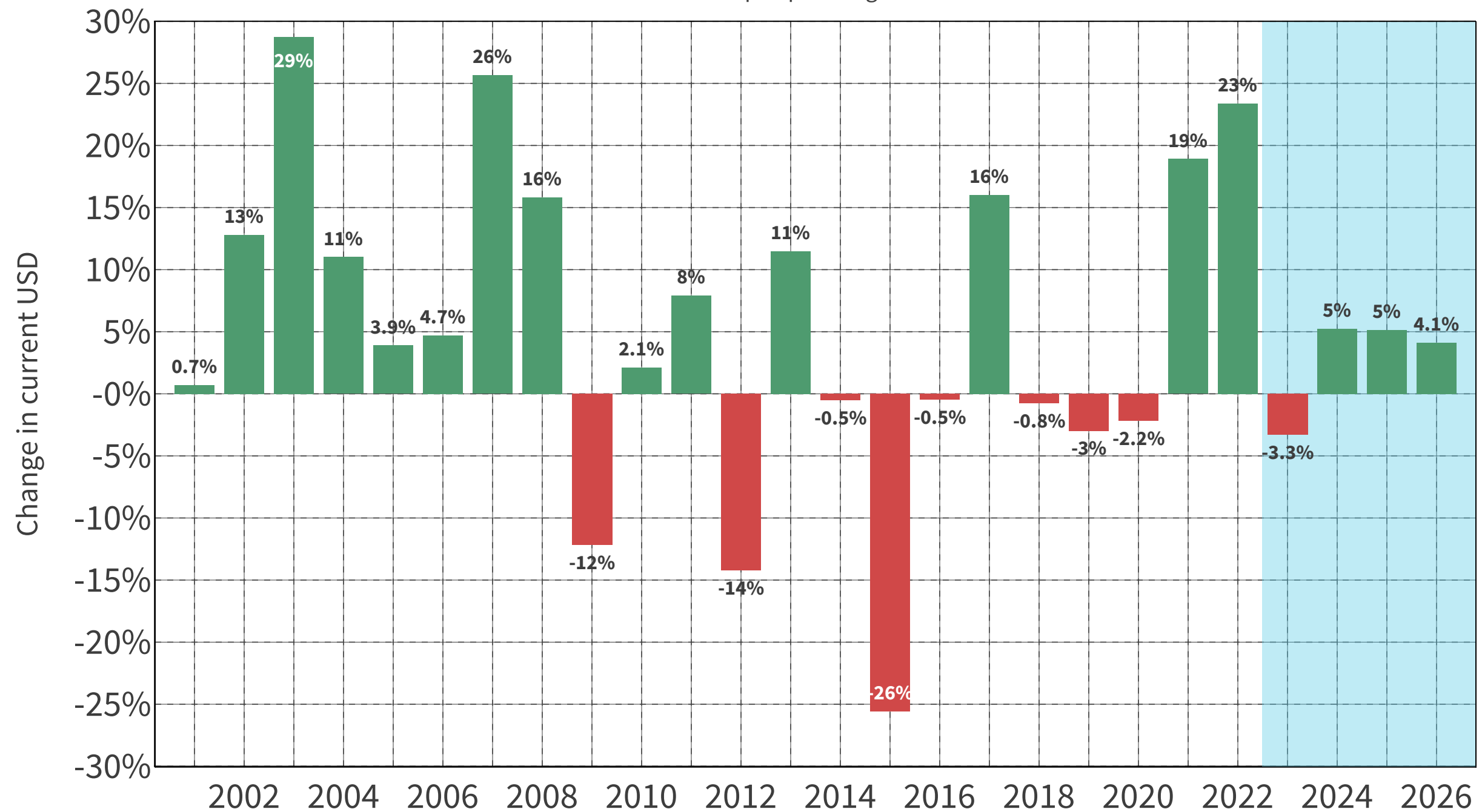
Source: www.exportplanning.com



Market Prospects

Imports Forecast

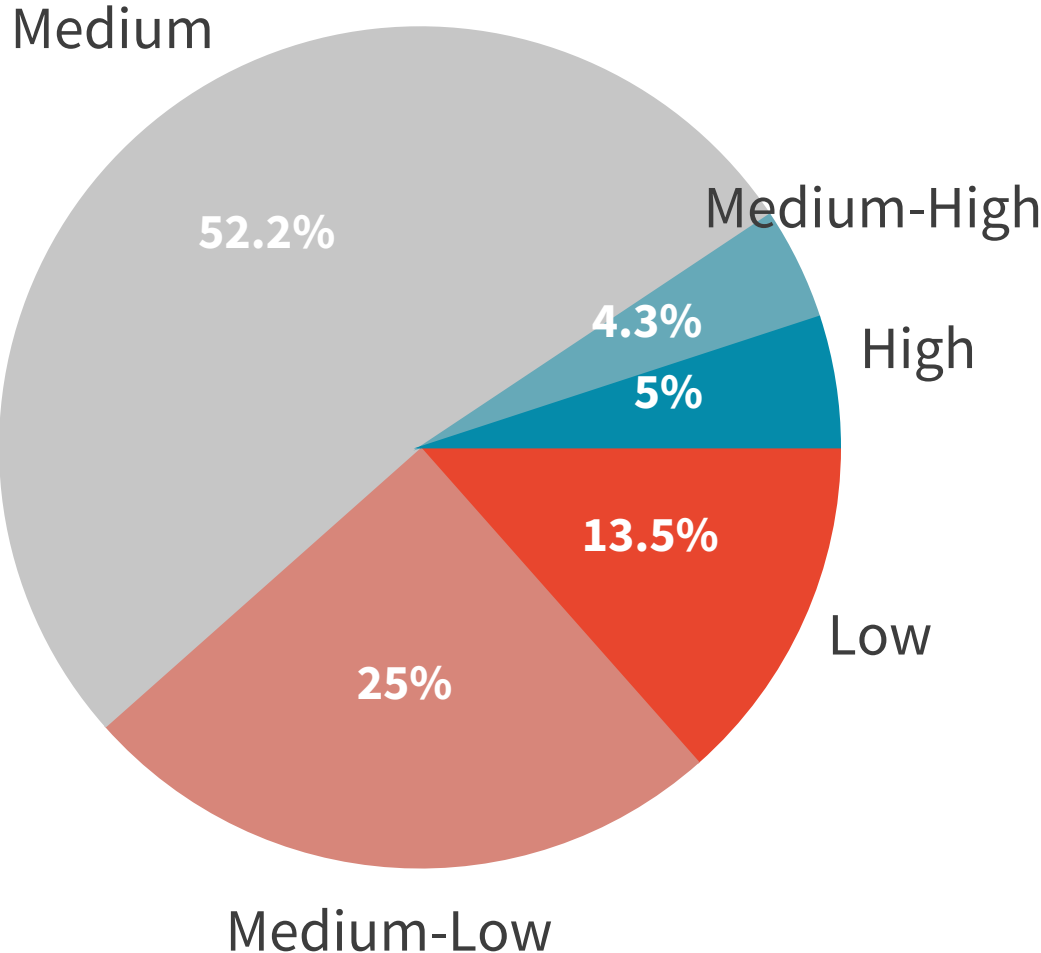
Source: www.exportplanning.com



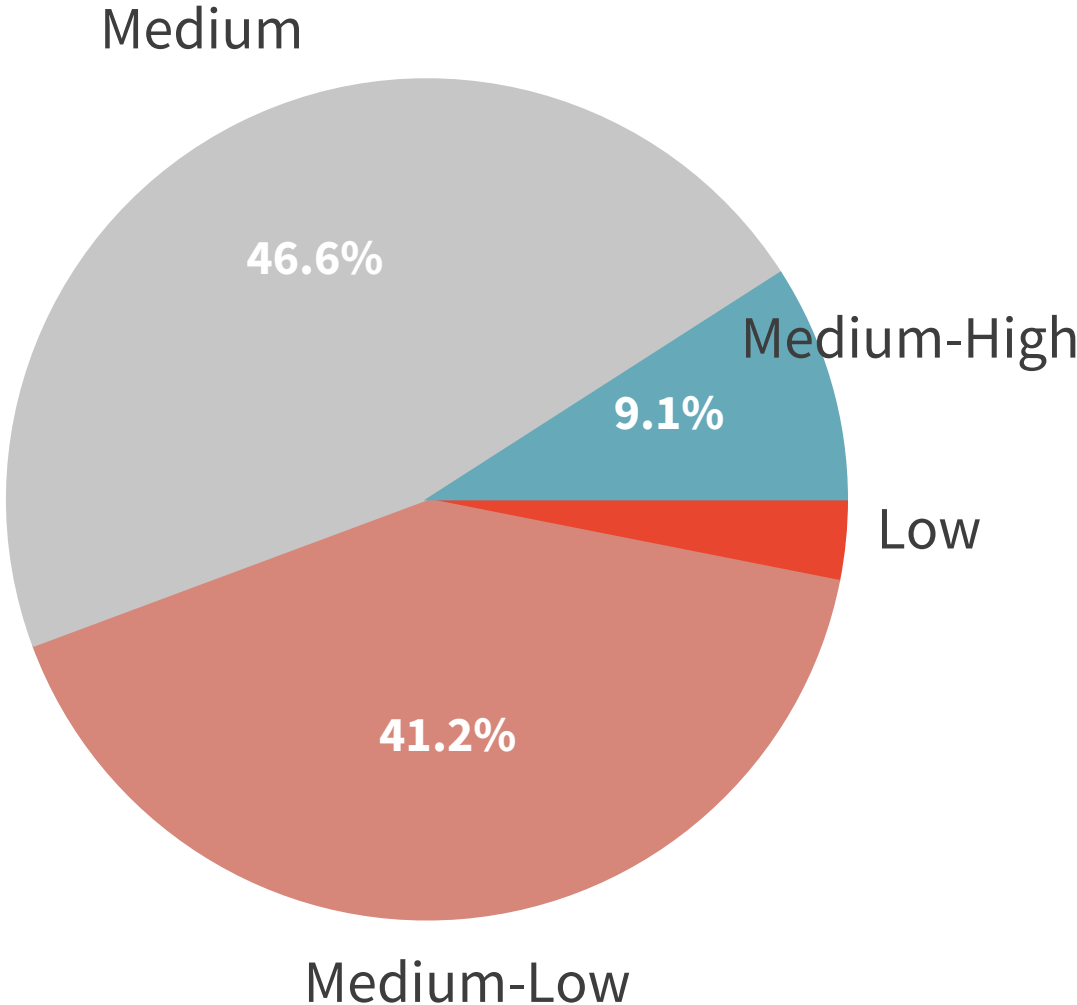
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



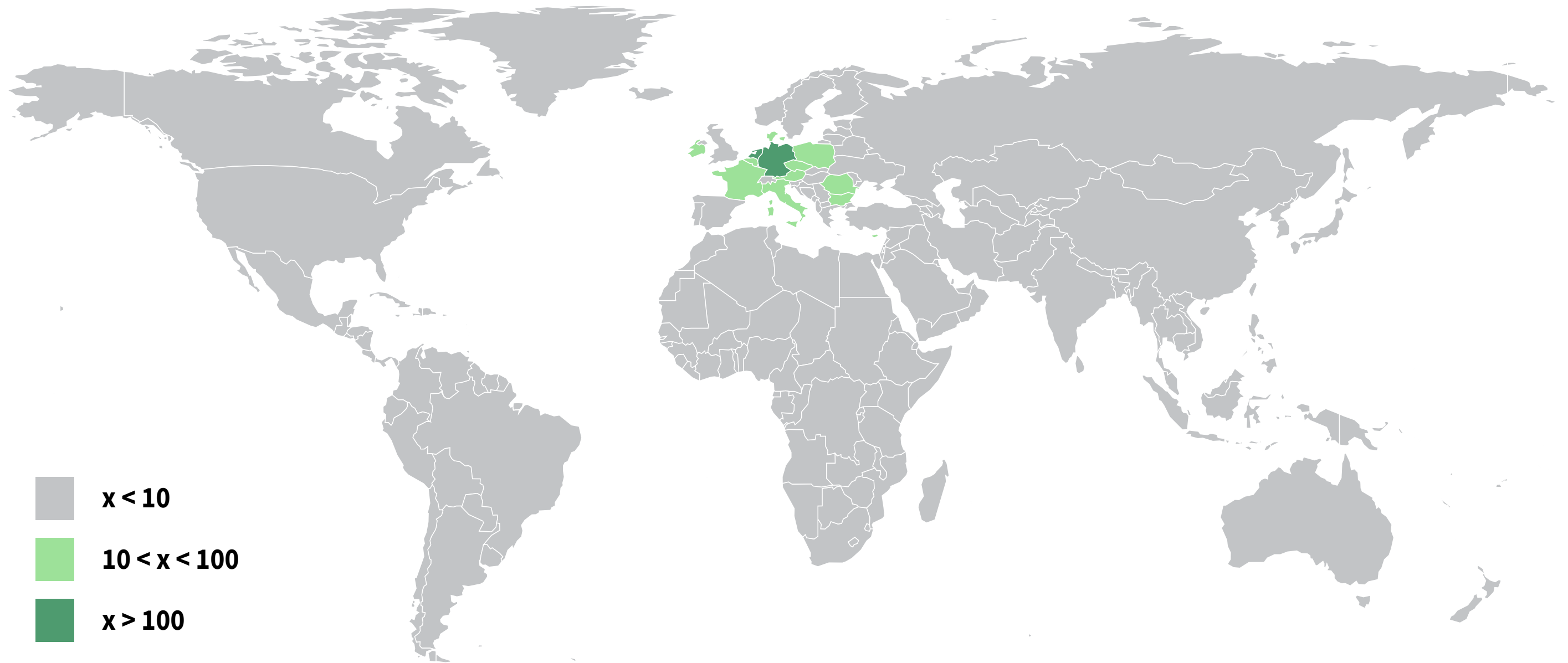
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	130.2	30.8	364	34.0	387	34.1	367	28.9
Netherlands	127.2	30.2	284	26.5	251	22.1	276	21.7
Italy	11.5	2.7	51	4.8	80	7.1	97	7.6
Denmark	41.8	9.9	68	6.3	58	5.1	63	5.0
Belgium	7.0	1.6	40	3.7	50	4.4	57	4.5
France	52.3	12.4	72	6.7	49	4.3	59	4.7
Austria	3.1	0.7	34	3.2	46	4.1	60	4.7
Romania	2.1	0.5	12	1.1	41	3.6	50	3.9
Bulgaria	<0.1	<0.1	42	3.9	38	3.3	53	4.1
Poland	<0.1	<0.1	8	0.7	36	3.2	50	3.9
Ireland	13.0	3.1	24	2.2	24	2.1	33	2.6
Cyprus	1.5	0.4	5	0.4	18	1.6	28	2.2
Czech Rep.	<0.1	<0.1	2	0.2	12	1.0	17	1.3
Hungary	0.2	<0.1	1	0.1	8	0.7	9	0.7
Estonia	<0.1	<0.1	1	0.1	7	0.6	8	0.6
Spain	9.7	2.3	19	1.7	7	0.6	11	0.8
Slovenia	<0.1	<0.1	<1	<0.1	7	0.6	10	0.8
Lithuania	<0.1	<0.1	<1	<0.1	4	0.4	6	0.5
UK	3.8	0.9	9	0.8	4	0.3	5	0.4
Luxembourg	<0.1	<0.1	<1	<0.1	4	0.3	5	0.4
ROW + SD*	28.5	.	76	.	84	.	91	.
Total	431.9	100.0	1 109	100.0	1 213	100.0	1 351	100.0

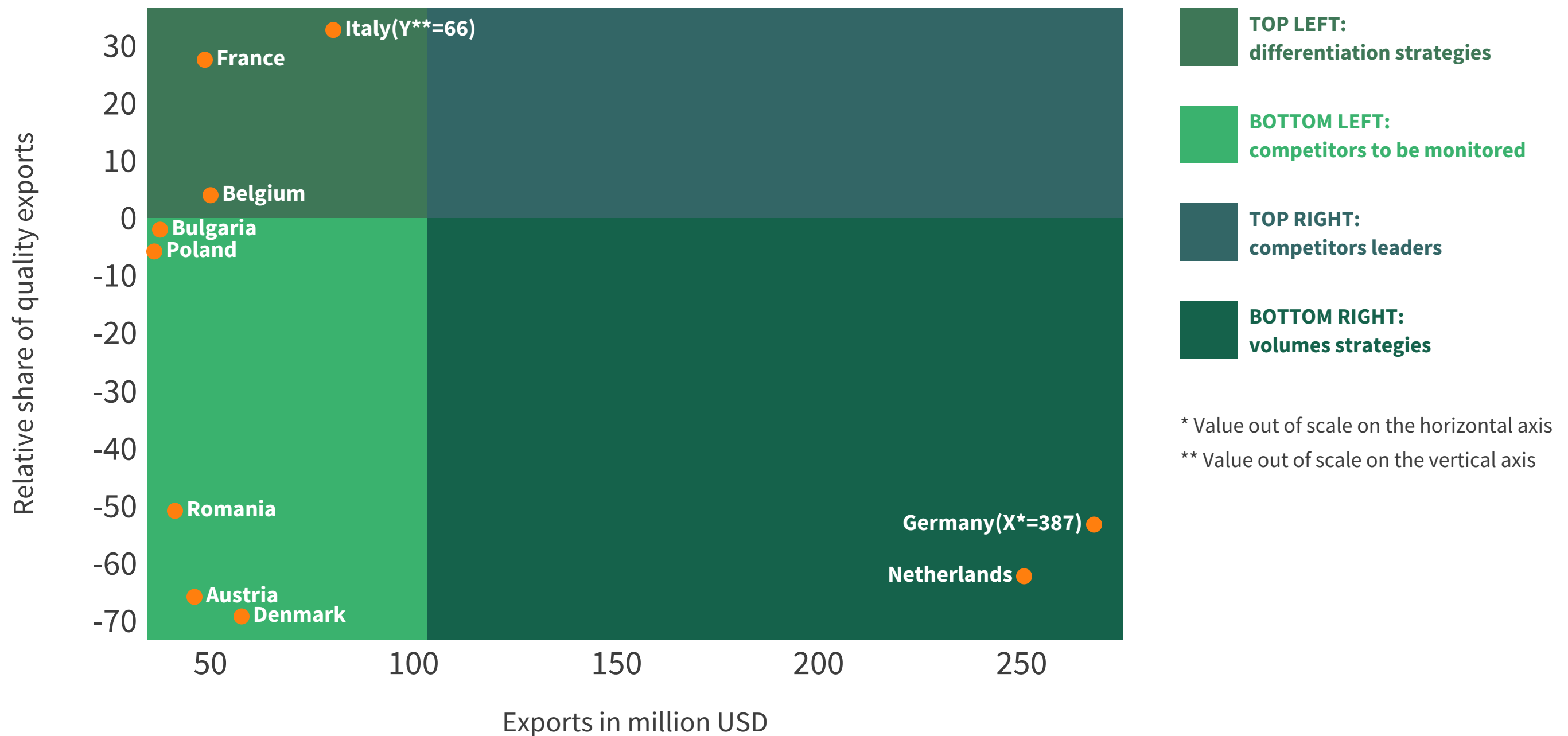
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

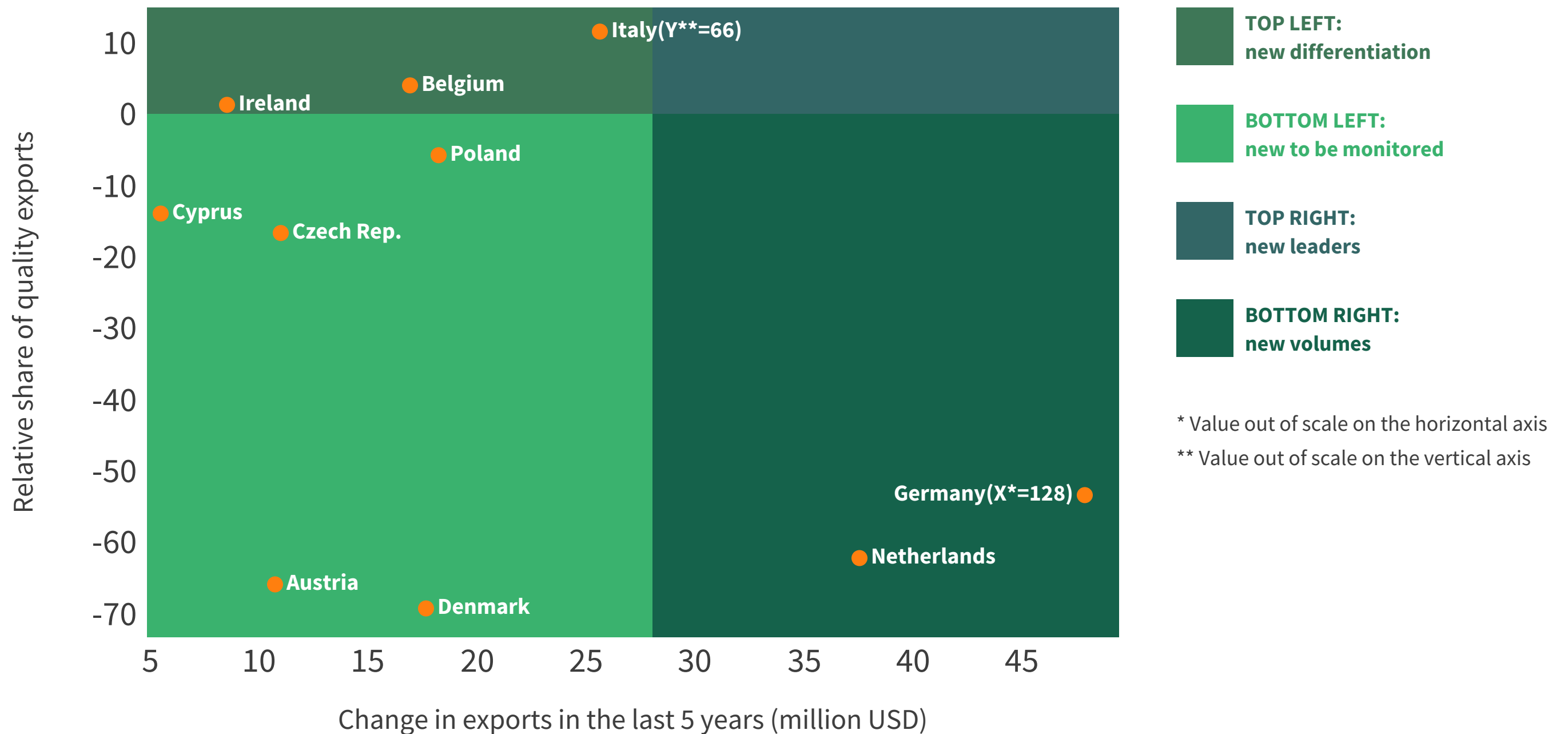
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	254.2	+2.3	270.8	+6.5	317.1	+17.1	396	+24.8
Netherlands	196.5	-9.8	187.8	-4.4	216.7	+15.4	298	+37.4
Italy	56.7	+7.0	48.2	-15.1	65.0	+34.8	84	+29.1
Denmark	46.5	+1.0	46.4	-0.2	55.0	+18.5	62	+13.0
Belgium	28.5	+2.9	25.5	-10.5	43.3	+69.9	48	+10.6
France	37.9	-22.3	34.3	-9.6	48.3	+40.7	50	+3.9
Austria	37.0	-4.3	40.1	+8.2	49.9	+24.5	57	+14.6
Romania	34.7	-28.1	36.4	+5.1	37.5	+2.9	42	+13.0
Bulgaria	38.7	+15.1	36.1	-6.5	37.9	+5.0	38	-0.3
Poland	28.1	+16.2	24.1	-14.4	23.0	-4.5	37	+58.9
Ireland	15.8	+8.0	15.6	-1.3	16.7	+7.0	21	+27.2
Cyprus	16.1	+8.3	13.6	-15.4	19.7	+44.7	19	-3.1
Czech Rep.	4.1	-8.4	4.7	+14.0	5.8	+23.6	11	+82.2
Hungary	8.5	+20.1	8.1	-4.2	10.0	+22.9	10	-1.7
Estonia	5.4	+22.4	4.4	-18.8	5.4	+23.2	7	+27.9
Spain	5.3	-0.4	5.8	+8.3	5.7	-0.3	8	+32.3
Slovenia	9.1	-11.9	7.0	-23.6	8.8	+25.7	7	-17.9
Lithuania	1.0	+118.8	2.0	+114.4	3.3	+62.2	4	+27.5
UK	12.0	+32.5	9.2	-23.9	6.8	-26.2	6	-7.6
Luxembourg	2.2	-54.1	2.7	+23.1	2.3	-15.9	4	+73.1
Rest of the world	6.5	-26.5	3.6	-44.1	4.6	+27.5	4	-9.9
Total	844.9	-3.0	826.4	-2.2	982.7	+18.9	1 213	+23.4

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	246.2	+4.7	256.6	+4.3	305.6	+19.1	373	+22.1
Netherlands	179.0	-7.3	145.8	-18.6	164.1	+12.6	211	+28.8
Italy	53.4	+1.0	44.7	-16.2	62.0	+38.8	77	+23.5
Denmark	45.8	+4.8	40.7	-11.1	47.1	+15.7	53	+13.3
Belgium	33.2	+11.1	30.8	-7.3	47.7	+54.7	52	+9.1
France	35.8	-24.4	33.3	-6.8	44.4	+33.3	47	+5.6
Austria	33.8	-6.0	38.5	+14.1	29.8	-22.6	34	+14.9
Romania	50.7	-5.5	44.4	-12.4	32.2	-27.4	38	+17.7
Bulgaria	42.4	+13.8	34.4	-18.9	36.6	+6.4	37	+1.1
Poland	20.3	+5.7	17.9	-11.6	20.3	+13.1	35	+74.9
Ireland	16.7	+3.9	16.0	-4.0	18.6	+16.1	27	+44.8
Cyprus	12.5	-1.3	13.0	+4.0	14.5	+12.3	16	+11.4
Czech Rep.	4.2	-7.1	4.9	+17.1	9.5	+95.1	12	+31.3
Hungary	3.9	-9.4	4.0	+2.7	4.1	+1.2	5	+18.2
Estonia	5.6	+28.9	5.2	-6.6	5.7	+8.9	8	+36.5
Spain	3.6	-2.6	3.6	+0.1	4.7	+30.2	6	+27.3
Slovenia	7.8	-13.7	5.7	-26.9	7.4	+28.3	6	-18.4
Lithuania	0.5	+63.8	2.6	+377.6	2.8	+10.0	4	+43.9
UK	10.0	-0.7	8.3	-17.1	6.6	-19.5	2	-75.4
Luxembourg	1.9	-65.2	2.1	+8.6	1.9	-8.1	2	+2.7
Rest of the world	6.6	-12.9	4.9	-25.3	5.5	+11.1	3	-38.6
Total	813.6	-1.5	757.4	-6.9	871.1	+15.0	1 049	+20.4
Total of 2022 sample	813.6	-1.5	757.4	-6.9	871.0	+15.0	1 049	+20.4

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	250.1	+3.6	263.7	+5.4	311.8	+18.3	387	+24.0
Netherlands	187.3	-8.5	164.9	-12.0	188.5	+14.3	251	+33.0
Italy	55.3	+4.1	46.6	-15.7	63.7	+36.8	80	+26.1
Denmark	46.3	+3.3	43.6	-5.8	50.9	+16.9	58	+13.1
Belgium	30.9	+6.2	28.1	-9.0	45.6	+62.2	50	+9.4
France	36.7	-23.6	33.7	-8.1	46.4	+37.6	49	+4.6
Austria	35.5	-4.9	40.8	+15.1	41.8	+2.5	46	+9.9
Romania	43.3	-16.8	41.4	-4.4	36.2	-12.5	41	+13.5
Bulgaria	39.5	+13.0	35.3	-10.7	37.2	+5.3	38	+1.1
Poland	24.4	+11.8	21.1	-13.4	21.8	+3.2	36	+65.5
Ireland	16.3	+5.9	15.9	-2.5	17.7	+11.4	24	+36.3
Cyprus	15.9	+4.2	14.5	-8.5	17.9	+22.8	18	-0.5
Czech Rep.	4.3	-8.2	5.0	+16.4	9.7	+94.2	12	+21.5
Hungary	6.4	+8.9	6.8	+5.3	7.7	+13.3	8	=
Estonia	5.5	+11.0	4.8	-12.5	5.7	+18.0	7	+29.4
Spain	4.5	-1.3	4.8	+7.0	5.4	+11.8	7	+29.9
Slovenia	8.5	-12.9	6.4	-24.6	8.1	+26.1	7	-17.7
Lithuania	1.1	+128.9	2.4	+113.9	3.1	+29.0	4	+34.0
UK	11.0	+14.8	8.7	-20.9	6.7	-22.6	4	-41.4
Luxembourg	2.2	-57.0	2.7	+23.9	2.3	-15.4	4	+71.1
ROW + SD*	20.0	-28.8	35.2	+75.9	54.5	+55.0	84	+53.4
Total	844.9	-3.0	826.4	-2.2	982.7	+18.9	1 213	+23.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	396	+24.8	373	+22.1	387	+24.0
Netherlands	298	+37.4	211	+28.8	251	+33.0
Italy	84	+29.1	77	+23.5	80	+26.1
Denmark	62	+13.0	53	+13.3	58	+13.1
Belgium	48	+10.6	52	+9.1	50	+9.4
France	50	+3.9	47	+5.6	49	+4.6
Austria	57	+14.6	34	+14.9	46	+9.9
Romania	42	+13.0	38	+17.7	41	+13.5
Bulgaria	38	-0.3	37	+1.1	38	+1.1
Poland	37	+58.9	35	+74.9	36	+65.5
Ireland	21	+27.2	27	+44.8	24	+36.3
Cyprus	19	-3.1	16	+11.4	18	-0.5
Czech Rep.	11	+82.2	12	+31.3	12	+21.5
Hungary	10	-1.7	5	+18.2	8	=
Estonia	7	+27.9	8	+36.5	7	+29.4
Spain	8	+32.3	6	+27.3	7	+29.9
Slovenia	7	-17.9	6	-18.4	7	-17.7
Lithuania	4	+27.5	4	+43.9	4	+34.0
UK	6	-7.6	2	-75.4	4	-41.4
Luxembourg	4	+73.1	2	+2.7	4	+71.1
Rest of the world*	4	-9.9	3	-38.6	84	+53.4
Total**	1 213	+23.4	1 049	+20.4	1 213	+23.4

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	332	+4.9	343.7	+3.4	363	+5.6	369	+1.6
Netherlands	253	-8.8	215.7	-14.6	237	+9.9	242	+2.2
Italy	36	+1.2	31.4	-12.1	39	+25.2	48	+22.5
Denmark	46	+12.1	41.9	-9.4	46	+10.3	50	+8.5
Belgium	33	+15.1	30.1	-9.5	44	+45.7	42	-4.5
France	35	-20.6	32.6	-8.2	42	+30.1	38	-10.6
Austria	36	-3.4	43.7	+20.4	43	-2.2	41	-4.6
Romania	52	-19.4	50.4	-3.5	43	-13.8	41	-6.8
Bulgaria	41	+11.2	35.8	-12.2	35	-3.0	32	-8.8
Poland	30	+5.7	24.8	-17.7	23	-8.9	28	+25.7
Ireland	15	+20.4	13.4	-9.6	14	+4.5	20	+41.6
Cyprus	16	+8.7	13.1	-15.8	15	+15.7	16	+5.5
Czech Rep.	4	-18.1	4.9	+27.4	7	+48.6	9	+23.2
Hungary	7	+15.1	7.8	+12.5	8	+7.9	6	-24.4
Estonia	7	+9.3	6.0	-15.7	6	+5.1	7	+4.7
Spain	5	+10.4	5.5	+21.5	5	-2.6	6	+16.6
Slovenia	10	-8.7	6.9	-27.2	8	+17.2	5	-34.7
Lithuania	1	+141.5	2.3	+96.0	3	+21.3	3	+11.1
UK	14	+44.8	10.5	-26.1	7	-34.3	3	-49.8
Luxembourg	3	-56.7	3.1	+17.7	2	-24.6	4	+68.9
ROW + SD*	29	-25.7	45.2	+57.0	61	+35.2	80	+30.6
Total	1 004	-2.0	968.9	-3.5	1 053	+8.7	1 090	+3.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	75.2	-1.2	76.7	+2.0	85.9	+12.0	104.8	+22.0
Netherlands	74.1	+0.4	76.4	+3.1	79.6	+4.1	103.5	+30.1
Italy	154.7	+2.9	148.4	-4.1	162.1	+9.2	166.8	+2.9
Denmark	100.0	-7.8	104.0	+4.0	110.2	+6.0	114.9	+4.3
Belgium	92.7	-7.7	93.3	+0.6	103.9	+11.3	119.0	+14.5
France	103.6	-3.9	103.6	=	109.6	+5.8	128.3	+17.0
Austria	97.6	-1.6	93.3	-4.4	97.9	+4.9	112.7	+15.1
Romania	82.8	+3.3	82.0	-0.9	83.3	+1.5	101.4	+21.8
Bulgaria	97.0	+1.6	98.7	+1.7	107.1	+8.5	118.7	+10.8
Poland	81.2	+5.8	85.4	+5.2	96.7	+13.2	127.4	+31.7
Ireland	109.7	-12.0	118.2	+7.8	126.0	+6.6	121.2	-3.8
Cyprus	102.3	-4.1	111.2	+8.7	118.1	+6.2	111.4	-5.7
Czech Rep.	110.4	+12.2	100.9	-8.6	131.8	+30.6	129.9	-1.4
Hungary	93.2	-5.4	87.2	-6.4	91.6	+5.0	121.2	+32.3
Estonia	77.3	+1.5	80.2	+3.7	90.0	+12.3	111.3	+23.6
Spain	98.5	-10.6	86.8	-11.9	99.6	+14.8	111.0	+11.4
Slovenia	89.1	-4.6	92.3	+3.5	99.3	+7.6	125.2	+26.1
Lithuania	94.6	-5.2	103.3	+9.2	109.9	+6.3	132.6	+20.7
UK	77.2	-20.7	82.7	+7.1	97.4	+17.9	113.7	+16.7
Luxembourg	82.5	-0.7	86.8	+5.2	97.4	+12.2	98.7	+1.3
ROW + SD*	69.5	-4.1	77.9	+12.1	89.2	+14.6	104.8	+17.4
Total	84.1	-1.0	85.3	+1.4	93.3	+9.4	111.2	+19.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Indonesia**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

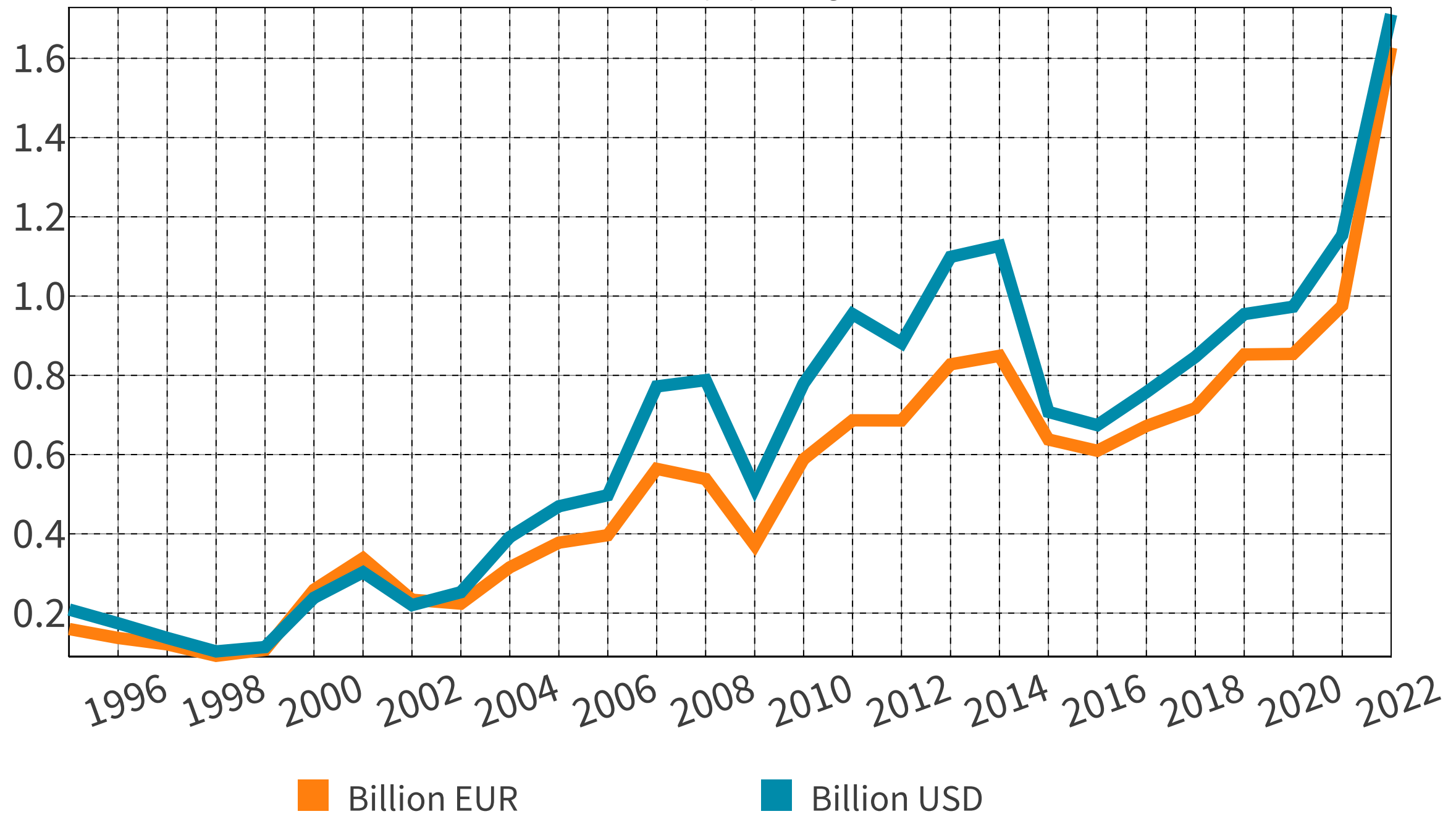
EXPORT 
PLANNING

**Import value
(2022)****1.6** billion EUR**1.7** billion USD**Average prices of
imports (2022)****3.84** EUR/kg**4.03** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+16.1%**CAGR in 2009-2022: **+5.7%**CAGR in 2023-2026: **+1.3%**

Market Dynamics

Value of Imports

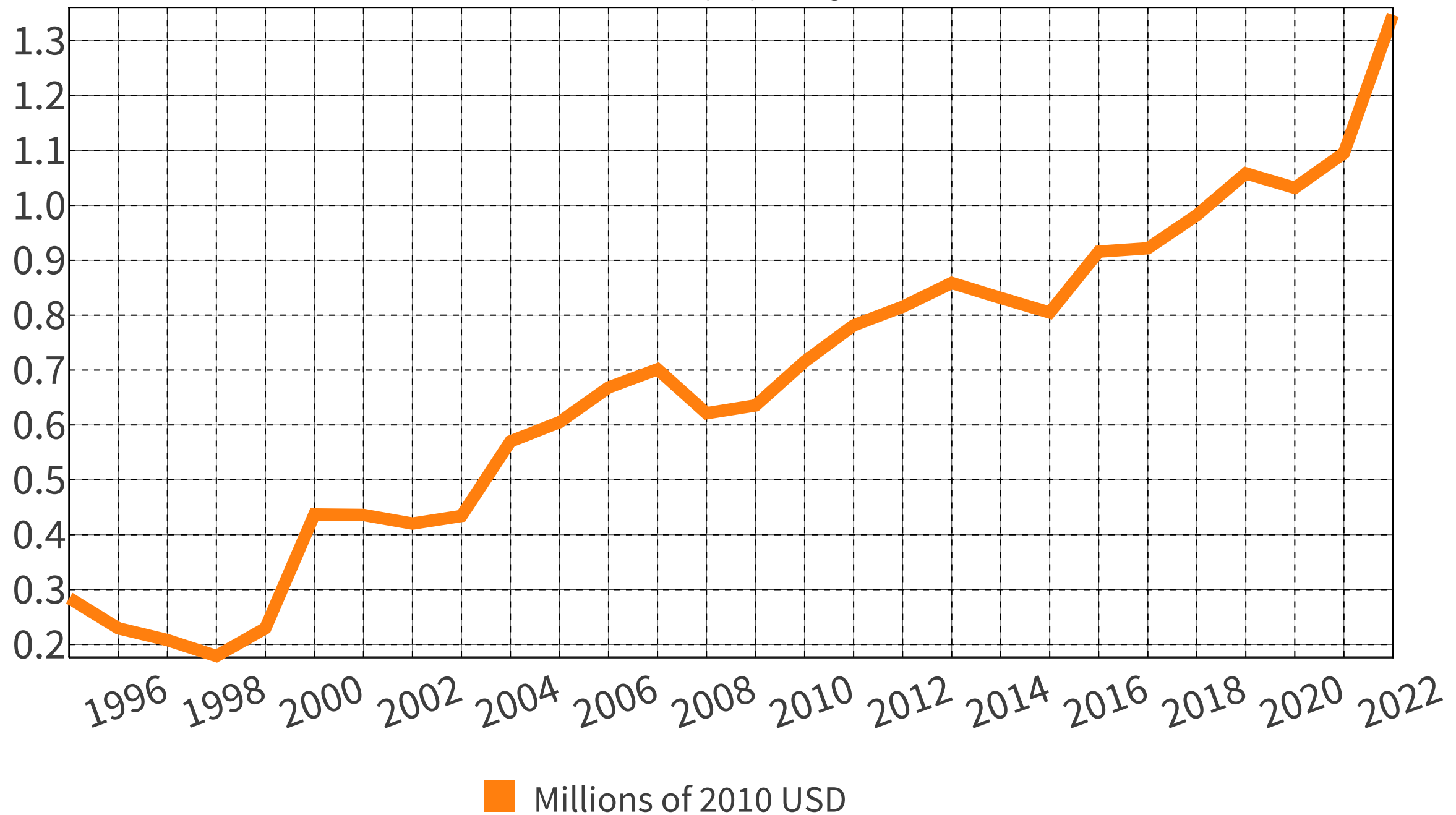
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

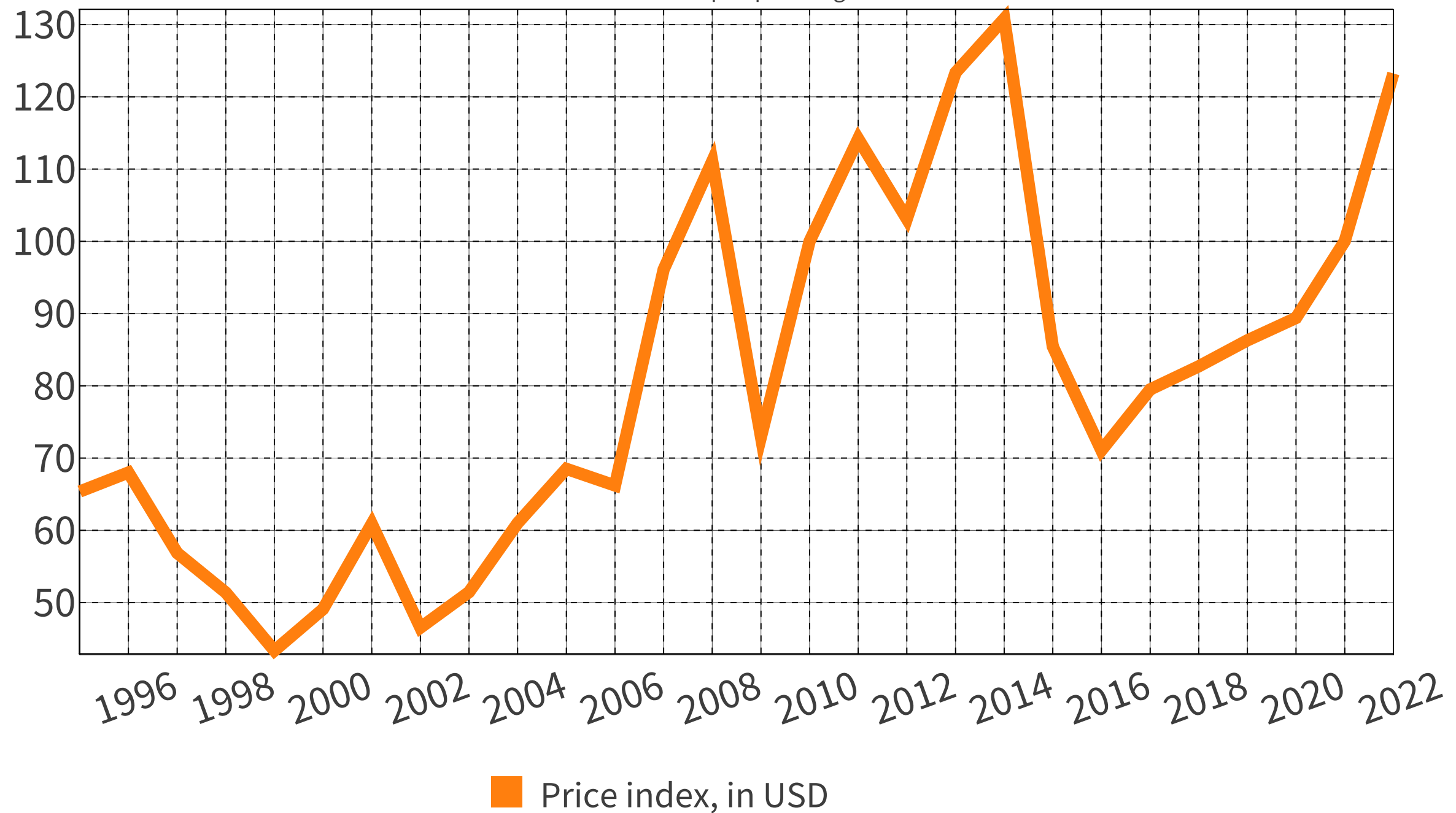
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	392	55.1	570	31.3	68.7	18.1
2005	469	19.8	605	6.2	77.6	12.9
2006	498	6.0	668	10.4	74.5	-4.0
2007	772	55.2	701	5.0	110.1	47.8
2008	788	2.1	621	-11.4	126.8	15.2
2009	517	-34.4	636	2.3	81.3	-35.9
2010	779	50.8	716	12.6	108.9	34.0
2011	954	22.5	781	9.2	122.2	12.2
2012	882	-7.6	815	4.3	108.1	-11.5
2013	1 099	24.7	859	5.3	128.0	18.4
2014	1 127	2.5	831	-3.2	135.5	5.9
2015	708	-37.2	805	-3.2	87.9	-35.1
2016	674	-4.7	916	13.8	73.6	-16.3
2017	758	12.3	922	0.7	82.2	11.6
2018	846	11.7	982	6.5	86.2	4.9
2019	954	12.8	1 058	7.7	90.2	4.7
2020	973	2.0	1 032	-2.5	94.3	4.6
2021	1 154	18.6	1 095	6.1	105.4	11.7
2022	1 711	48.3	1 347	23.0	127.0	20.6

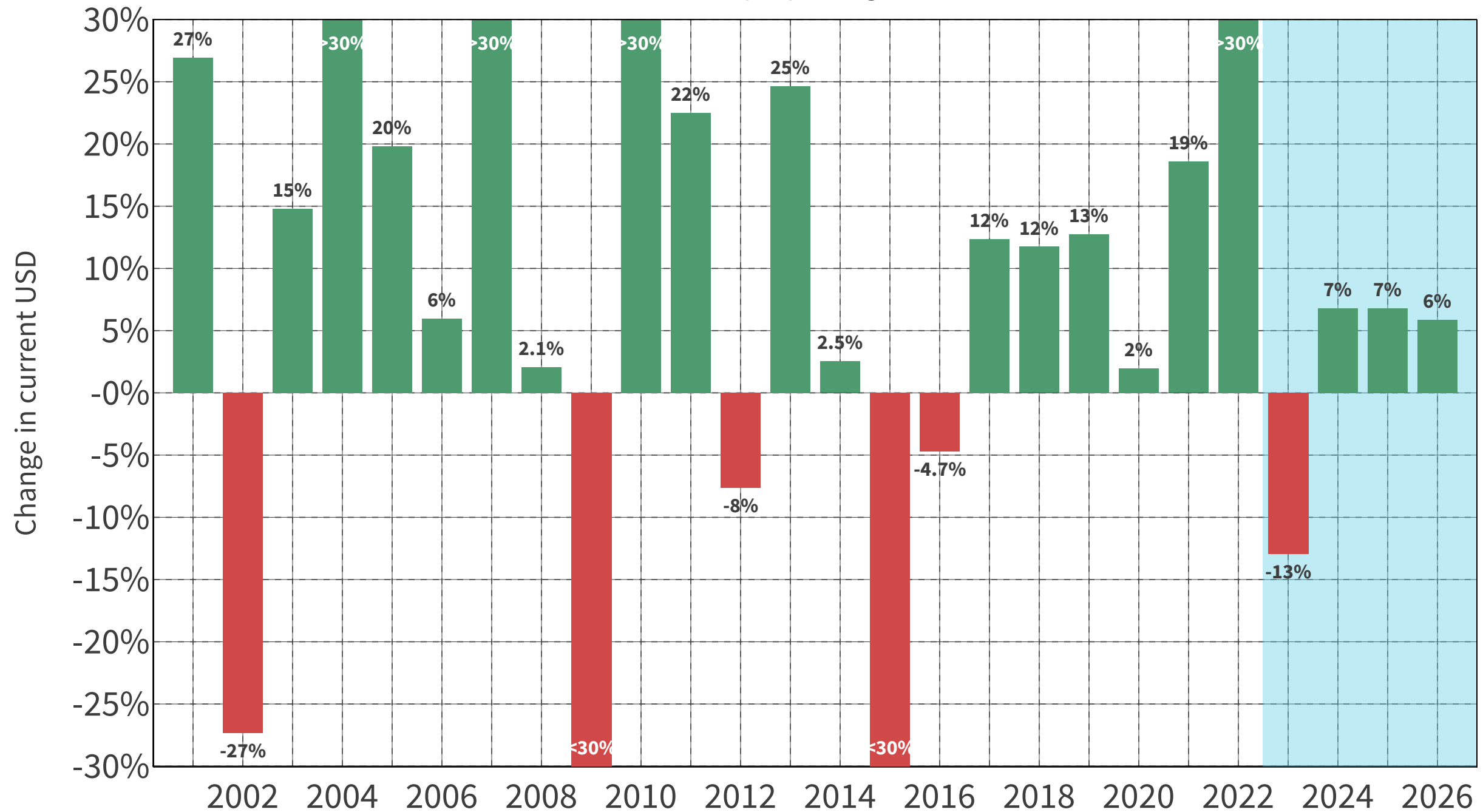
Source: www.exportplanning.com



Market Prospects

Imports Forecast

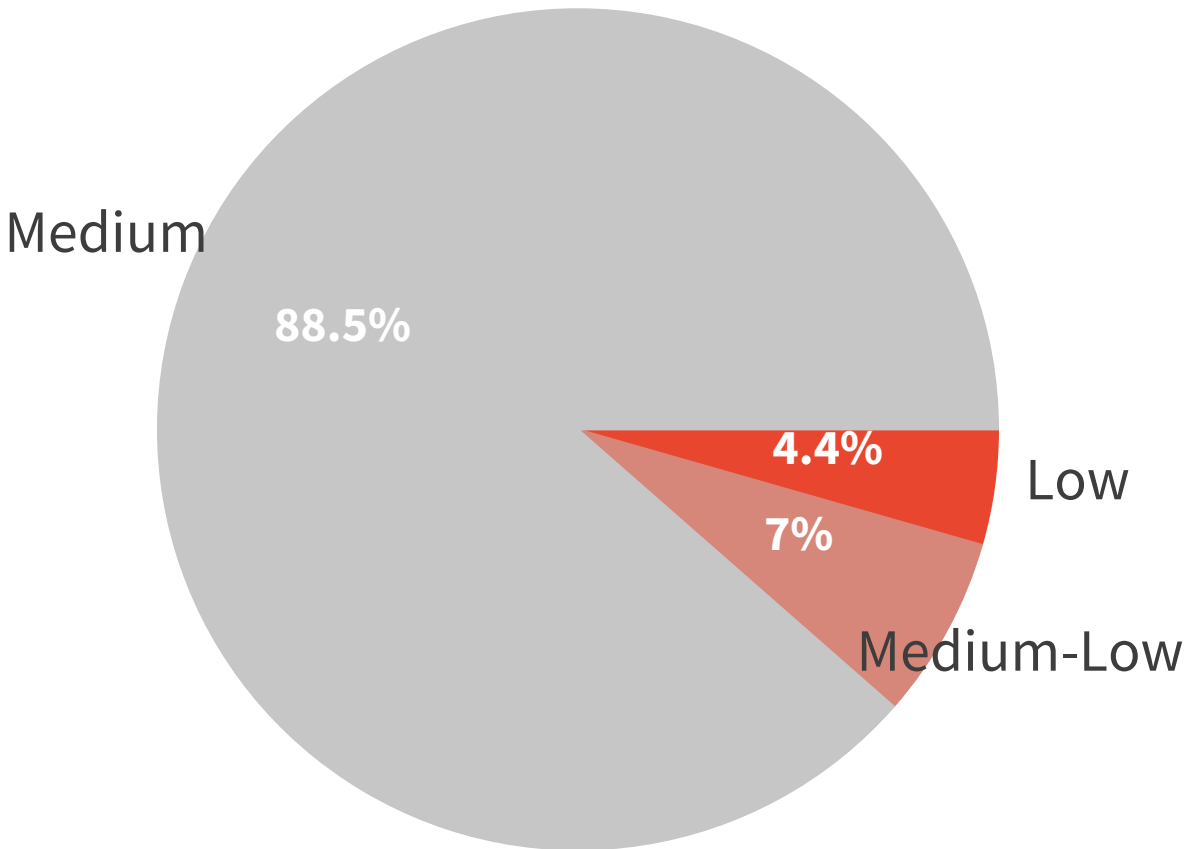
Source: www.exportplanning.com



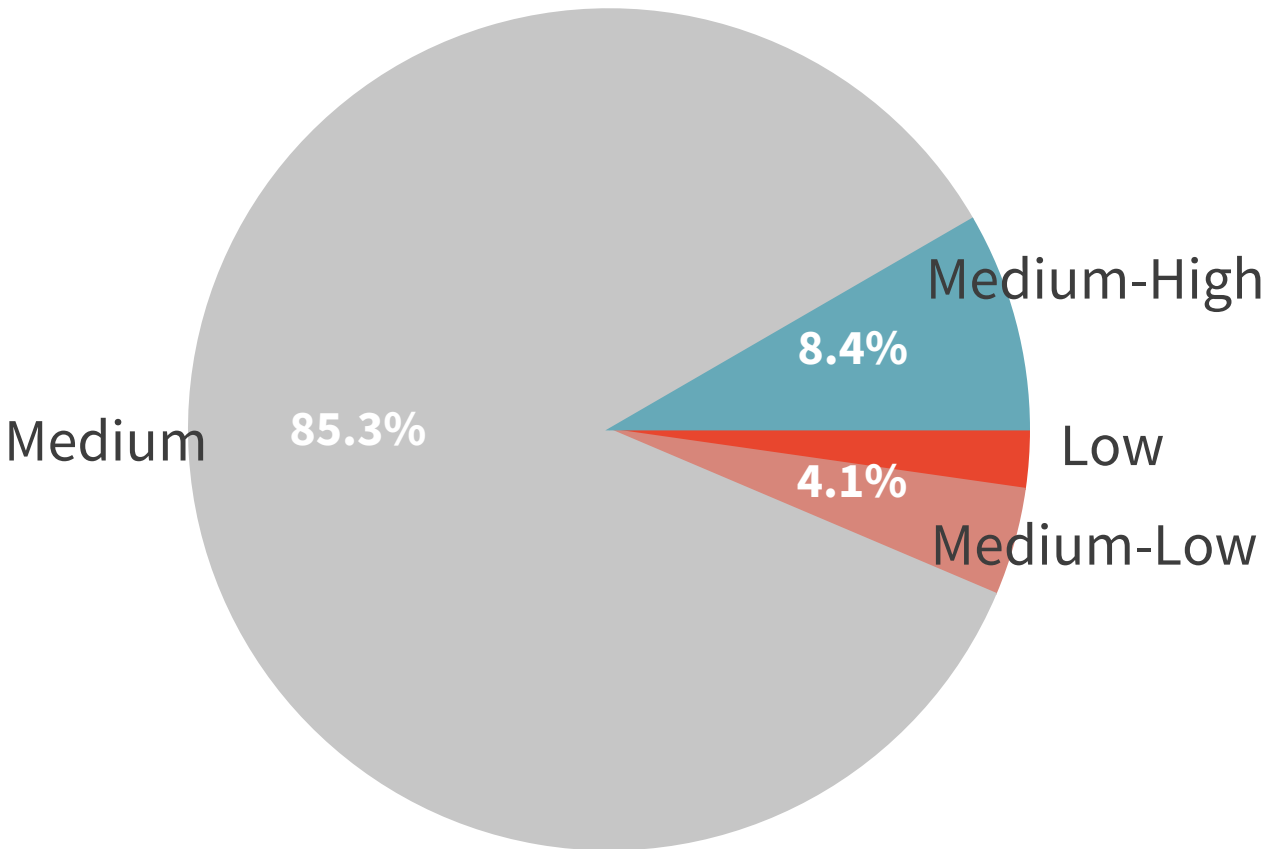
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



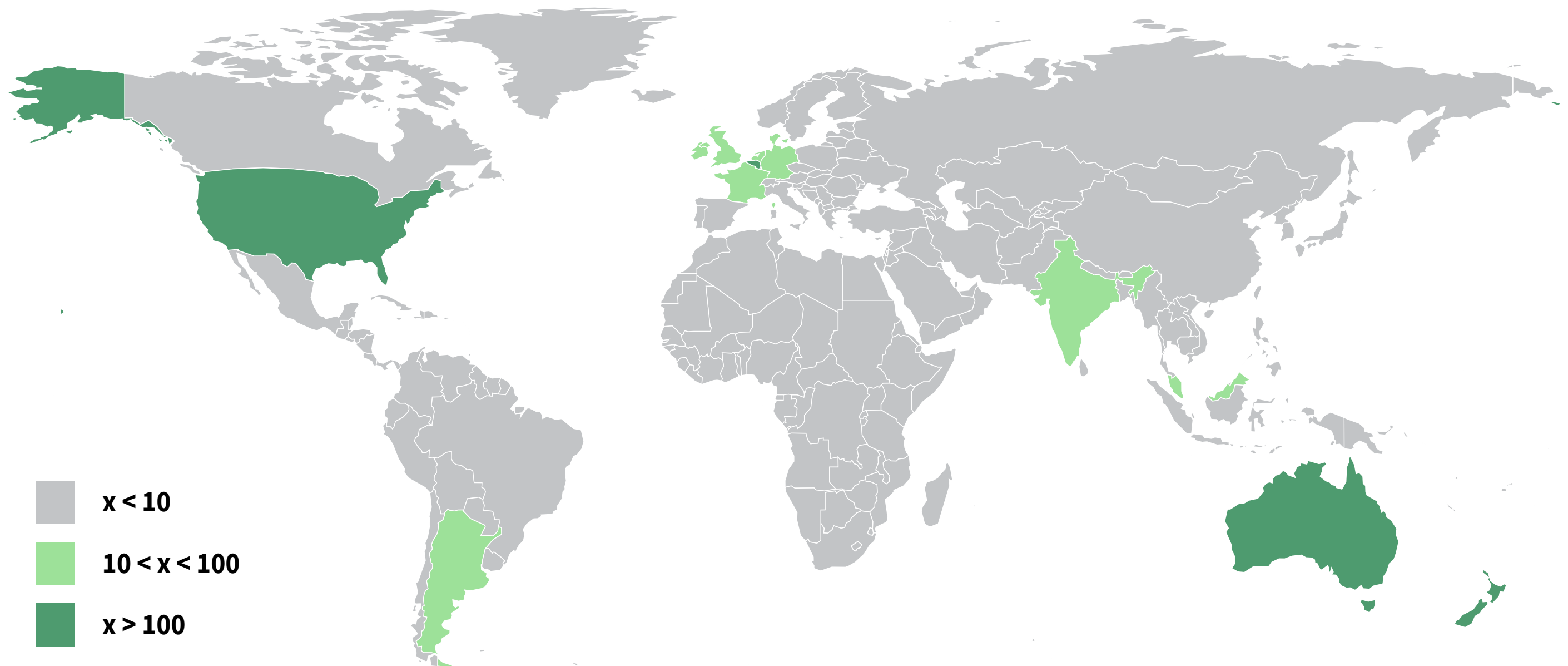
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
New Zealand	109.1	42.3	290.3	33.3	836	48.4	895	51.5
USA	6.6	2.6	177.5	20.4	342	19.8	334	19.2
Australia	43.3	16.8	121.7	14.0	196	11.3	120	6.9
Belgium	7.5	2.9	16.5	1.9	125	7.2	105	6.0
Netherlands	23.8	9.2	30.3	3.5	47	2.7	80	4.6
France	3.7	1.4	20.0	2.3	42	2.4	52	3.0
Germany	13.7	5.3	13.6	1.6	31	1.8	4	0.2
Malaysia	1.8	0.7	18.4	2.1	23	1.4	31	1.8
Denmark	4.9	1.9	14.3	1.6	16	0.9	16	0.9
Argentina	0.5	0.2	<0.1	<0.1	15	0.8	21	1.2
UK	1.8	0.7	7.6	0.9	12	0.7	11	0.6
India	<0.1	<0.1	2.1	0.2	11	0.6	7	0.4
Ireland	15.7	6.1	13.0	1.5	11	0.6	30	1.7
Belarus	<0.1	<0.1	<0.1	<0.1	5	0.3	19	1.1
Lithuania	0.1	0.1	<0.1	<0.1	4	0.3	2	0.1
Italy	<0.1	<0.1	0.3	<0.1	3	0.2	5	0.3
Sweden	0.9	0.4	2.0	0.2	3	0.2	<1	<0.1
Philippines	17.3	6.7	78.8	9.1	2	0.1	<1	<0.1
Singapore	1.7	0.6	22.2	2.6	1	0.1	3	0.2
Thailand	1.4	0.5	19.4	2.2	1	0.1	<1	<0.1
ROW + SD*	-15.3	.	-60.3	.	-13	.	63	.
Total	238.6	100.0	787.8	100.0	1 711	100.0	1 798	100.0

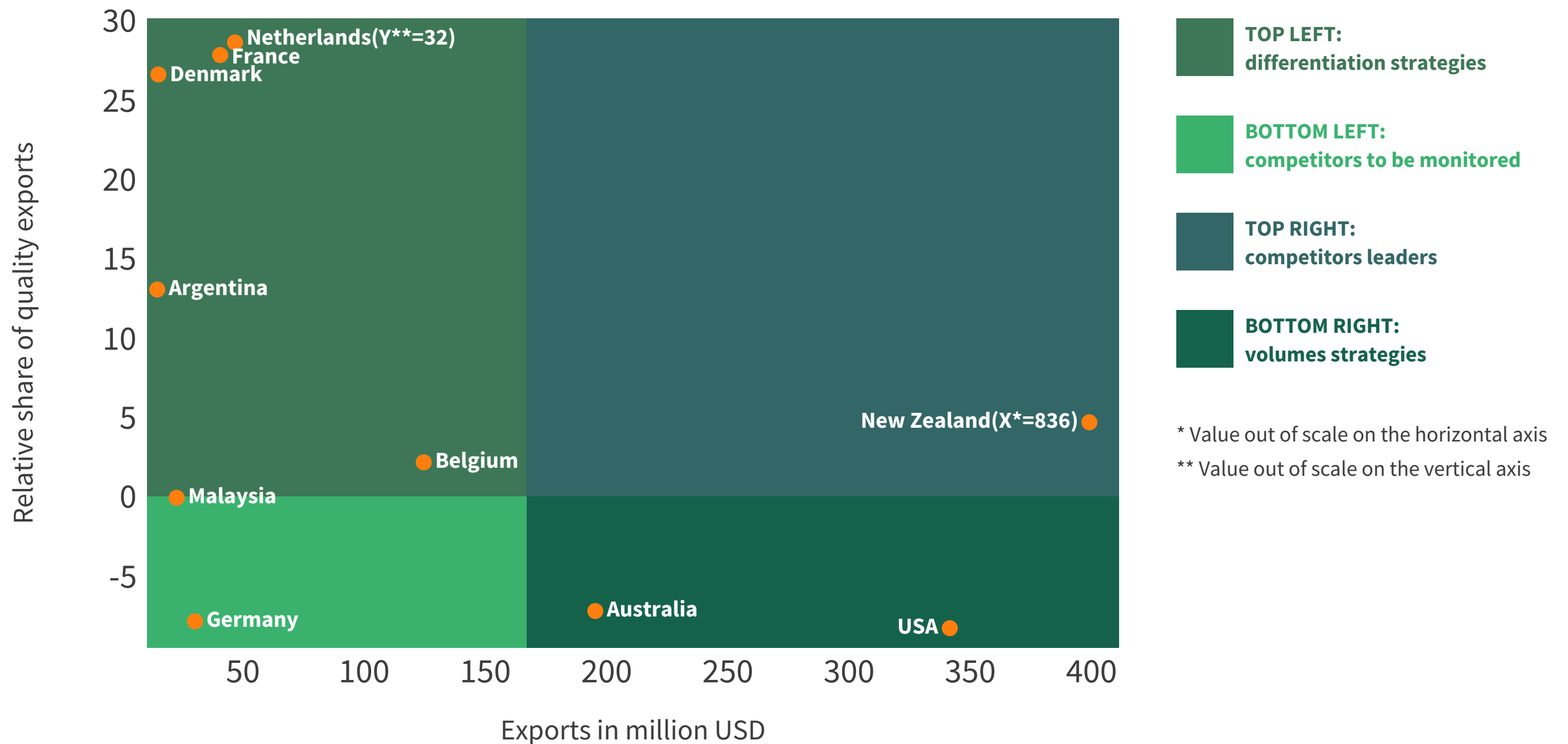
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

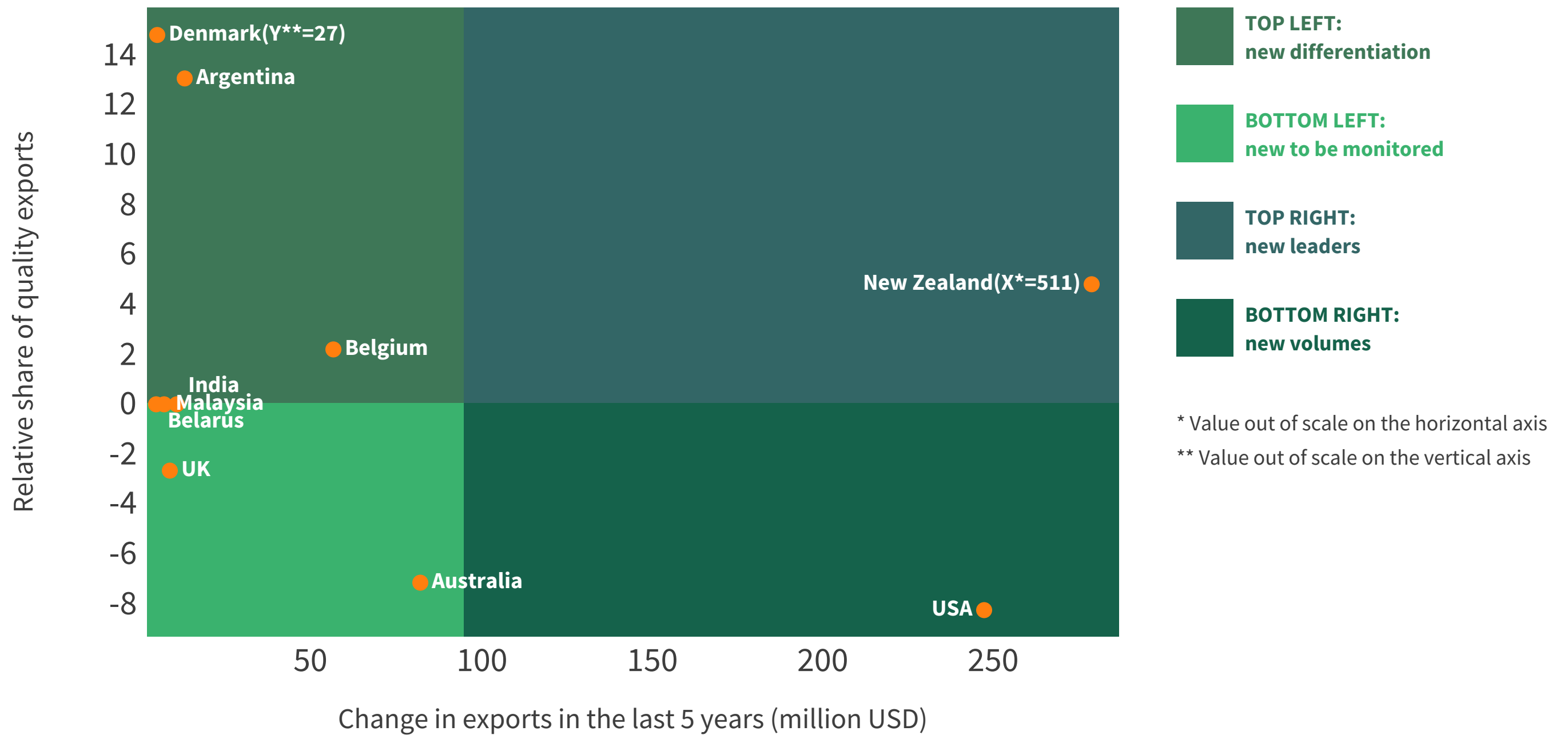
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	344.5	-5.0	378.2	+9.8	442	+16.9	844	+90.9
USA	174.7	+32.1	287.5	+64.6	237	-17.4	349	+47.1
Australia	98.6	-1.8	97.5	-1.1	124	+26.9	162	+30.8
Belgium	108.9	+62.2	63.2	-42.0	126	+100.2	129	+1.8
Netherlands	55.9	+17.1	26.7	-52.3	42	+57.1	47	+11.2
France	53.7	+11.9	30.5	-43.2	57	+88.0	43	-25.4
Germany	30.7	+66.3	18.4	-40.0	32	+73.8	33	+2.4
Malaysia	16.2	-13.6	18.7	+15.7	20	+8.1	21	+5.5
Denmark	10.4	-15.0	8.5	-18.2	11	+34.4	15	+33.5
Argentina	5.3	-36.7	7.6	+43.5	13	+67.3	15	+15.3
UK	6.4	+35.2	4.7	-26.0	7	+44.9	12	+70.5
India	8.6	+254.1	1.1	-87.5	6	+442.9	12	+107.3
Ireland	14.7	+104.7	7.1	-51.9	12	+74.2	11	-9.9
Belarus	0.2	.	0.7	+189.3	2	+244.0	5	+84.2
Lithuania	0.6	-5.5	1.4	+141.3	2	+79.2	4	+62.5
Italy	2.0	+12.2	0.8	-61.0	1	+66.2	3	+129.4
Sweden	0.4	+203.5	1.6	+291.2	2	+27.7	3	+48.9
Philippines	<0.1	+2 151.6	<0.1	-86.7	<1	+20 769.2	<1	-98.7
Singapore	2.3	+7.5	2.6	+11.4	2	-42.0	1	-31.3
Thailand	2.1	+7.4	2.3	+5.2	4	+68.8	1	-71.9
Rest of the world	18.4	+93.3	14.3	-22.4	10	-30.2	2	-79.2
Total	954.5	+12.8	973.2	+2.0	1 154	+18.6	1 711	+48.3

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	341.9	+5.0	367.6	+7.5	834	+126.9	829	-0.5
USA	188.8	+48.2	285.4	+51.1	250	-12.3	336	+34.1
Australia	90.8	-7.4	101.1	+11.3	129	+27.3	197	+53.3
Belgium	98.7	+45.4	75.5	-23.5	121	+60.8	118	-2.5
Netherlands	54.9	+13.7	29.6	-46.2	41	+37.5	48	+17.5
France	47.7	+10.7	27.2	-43.0	58	+112.9	38	-34.7
Germany	26.4	+62.0	18.2	-31.3	33	+79.4	28	-13.1
Malaysia	17.5	+4.3	20.3	+15.9	21	+2.3	23	+10.3
Denmark	9.7	-8.5	8.0	-17.6	12	+43.8	16	+35.3
Argentina	.	.	.	.	.	.	.	.
UK	1.1	+84.2	0.4	-64.5	2	+404.7	2	-3.1
India	7.7	+133.6	1.1	-86.0	7	+571.8	10	+37.6
Ireland	14.5	+67.1	7.7	-46.7	11	+38.4	10	-7.6
Belarus	0.3	.	0.6	+107.7	2	+249.9	.	.
Lithuania	0.7	+11.8	1.8	+160.0	2	+5.2	5	+166.8
Italy	2.2	+28.7	0.8	-64.3	1	+66.8	3	+163.9
Sweden	0.6	+398.1	2.0	+203.1	2	+7.0	3	+31.1
Philippines	1.3	+25.5	1.1	-19.8	1	-10.7	2	+139.3
Singapore	3.8	-27.4	3.2	-15.5	4	+18.2	1	-62.4
Thailand	2.1	+6.2	2.4	+15.3	4	+61.6	1	-83.2
Rest of the world	15.1	+53.0	12.2	-19.3	8	-32.7	1	-83.3
Total	925.9	+17.6	965.9	+4.3	1 542	+59.6	1 672	+8.4
Total of 2022 sample	925.6	+17.6	965.3	+4.3	1 540	+59.5	1 672	+8.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	343.1	+0.6	372.6	+8.6	665	+78.6	836	+25.6
USA	182.0	+36.3	286.7	+57.6	246	-14.2	342	+39.0
Australia	94.6	-4.8	99.2	+4.8	127	+27.7	196	+54.4
Belgium	104.7	+55.9	69.4	-33.7	125	+79.6	125	+0.2
Netherlands	55.7	+15.5	27.9	-49.9	41	+47.7	47	+14.4
France	50.8	+7.3	29.8	-41.4	58	+93.4	42	-27.6
Germany	28.6	+66.9	18.3	-35.8	32	+76.0	31	-5.3
Malaysia	18.3	-20.2	20.0	+9.5	22	+9.6	23	+6.6
Denmark	10.1	-10.6	8.4	-16.9	11	+36.5	16	+36.3
Argentina	5.3	-36.7	7.6	+43.5	13	+67.3	15	+15.3
UK	6.4	+33.2	4.8	-25.5	7	+46.8	12	+67.1
India	8.1	+176.6	1.1	-86.7	7	+516.6	11	+63.9
Ireland	14.5	+84.7	7.6	-47.7	12	+55.9	11	-11.1
Belarus	0.3	.	0.7	+129.2	2	+245.4	5	+93.7
Lithuania	0.6	+2.4	1.6	+151.5	2	+39.8	4	+104.3
Italy	2.2	+24.1	0.8	-64.4	1	+71.9	3	+152.1
Sweden	0.7	+383.9	1.8	+176.4	2	+17.9	3	+37.7
Philippines	1.3	+25.8	1.1	-20.5	1	-25.6	2	+189.2
Singapore	3.2	-24.9	3.0	-5.1	3	+7.3	1	-57.2
Thailand	2.4	+8.8	2.7	+10.7	4	+48.7	1	-72.5
ROW + SD*	21.6	-12.1	8.3	-61.5	- 227	-2 830.4	-13	-94.3
Total	954.5	+12.8	973.2	+2.0	1 154	+18.6	1 711	+48.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	844	+90.9	829	-0.5	836	+25.6
USA	349	+47.1	336	+34.1	342	+39.0
Australia	162	+30.8	197	+53.3	196	+54.4
Belgium	129	+1.8	118	-2.5	125	+0.2
Netherlands	47	+11.2	48	+17.5	47	+14.4
France	43	-25.4	38	-34.7	42	-27.6
Germany	33	+2.4	28	-13.1	31	-5.3
Malaysia	21	+5.5	23	+10.3	23	+6.6
Denmark	15	+33.5	16	+35.3	16	+36.3
Argentina	15	+15.3	.	.	15	+15.3
UK	12	+70.5	2	-3.1	12	+67.1
India	12	+107.3	10	+37.6	11	+63.9
Ireland	11	-9.9	10	-7.6	11	-11.1
Belarus	5	+84.2	.	.	5	+93.7
Lithuania	4	+62.5	5	+166.8	4	+104.3
Italy	3	+129.4	3	+163.9	3	+152.1
Sweden	3	+48.9	3	+31.1	3	+37.7
Philippines	<1	-98.7	2	+139.3	2	+189.2
Singapore	1	-31.3	1	-62.4	1	-57.2
Thailand	1	-71.9	1	-83.2	1	-72.5
Rest of the world*	2	-79.2	1	-83.3	-13	-94.3
Total**	1 711	+48.3	1 672	+8.6	1 711	+48.3

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
New Zealand	367	+2.2	392	+6.8	625	+59.3	668	+6.8
USA	224	+15.4	326	+45.4	258	-20.8	285	+10.4
Australia	100	-15.6	92	-7.9	108	+17.7	140	+29.4
Belgium	122	+37.7	73	-40.6	116	+59.3	89	-23.5
Netherlands	44	+21.0	19	-58.2	25	+35.7	30	+18.4
France	50	+5.2	25	-50.2	49	+97.3	27	-45.5
Germany	36	+38.4	20	-45.3	31	+57.4	23	-27.2
Malaysia	30	-16.8	34	+15.1	35	+1.1	27	-20.8
Denmark	10	-18.9	7	-25.6	9	+22.3	11	+21.3
Argentina	6	-29.5	9	+43.0	13	+53.5	11	-13.6
UK	7	+49.5	5	-21.3	7	+27.3	10	+52.3
India	8	+205.2	1	-83.8	6	+333.6	7	+34.6
Ireland	17	+86.9	8	-51.6	11	+34.2	8	-31.8
Belarus	<1	.	1	+118.7	3	+189.2	4	+48.3
Lithuania	1	-25.4	2	+158.1	2	+18.9	4	+76.6
Italy	1	+18.6	<1	-62.9	1	+58.3	2	+154.0
Sweden	1	+587.2	2	+112.4	2	+7.2	2	+24.7
Philippines	2	-1.5	1	-60.7	1	+5.2	2	+106.6
Singapore	2	-37.1	2	+5.4	2	-13.5	1	-63.8
Thailand	1	-13.6	2	+7.8	2	+52.8	1	-71.0
ROW + SD*	27	-4.2	11	-60.2	-211	-2 054.5	-4	-98.1
Total	1 058	+7.7	1 032	-2.5	1 095	+6.1	1 347	+23.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
New Zealand	93.4	-1.5	94.9	+1.6	106.4	+12.1	125.1	+17.5
USA	81.2	+18.2	87.9	+8.3	95.2	+8.3	119.8	+25.9
Australia	94.7	+12.8	107.8	+13.9	116.9	+8.5	139.6	+19.4
Belgium	85.5	+13.2	95.4	+11.5	107.5	+12.8	140.8	+31.0
Netherlands	125.1	-4.5	150.2	+20.0	163.5	+8.9	158.0	-3.4
France	100.9	+2.0	118.8	+17.7	116.4	-2.0	154.5	+32.7
Germany	78.6	+20.6	92.2	+17.3	103.1	+11.8	134.2	+30.1
Malaysia	61.6	-4.1	58.6	-4.9	63.5	+8.4	85.5	+34.6
Denmark	102.0	+10.3	113.9	+11.6	127.2	+11.7	142.9	+12.4
Argentina	88.9	-10.2	89.2	+0.3	97.2	+9.0	129.7	+33.4
UK	98.2	-10.9	92.9	-5.3	107.1	+15.3	117.5	+9.7
India	101.9	-9.4	83.6	-18.0	118.9	+42.2	144.8	+21.8
Ireland	84.3	-1.2	91.2	+8.1	105.9	+16.1	138.0	+30.3
Belarus	75.2	.	78.8	+4.8	94.1	+19.4	123.0	+30.6
Lithuania	91.0	+37.4	88.6	-2.6	104.2	+17.6	120.6	+15.7
Italy	178.7	+4.7	171.3	-4.2	186.1	+8.6	184.7	-0.7
Sweden	84.0	-29.6	109.3	+30.1	120.1	+10.0	132.6	+10.4
Philippines	61.2	+27.7	123.8	+102.2	87.5	-29.3	122.5	+40.0
Singapore	146.8	+19.4	132.2	-10.0	163.9	+24.0	193.6	+18.1
Thailand	167.2	+26.0	171.6	+2.6	167.1	-2.6	158.4	-5.2
ROW + SD*	79.8	-8.3	77.2	-3.3	107.9	+39.7	318.4	+195.2
Total	90.2	+4.7	94.3	+4.6	105.4	+11.7	127.0	+20.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Italy**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

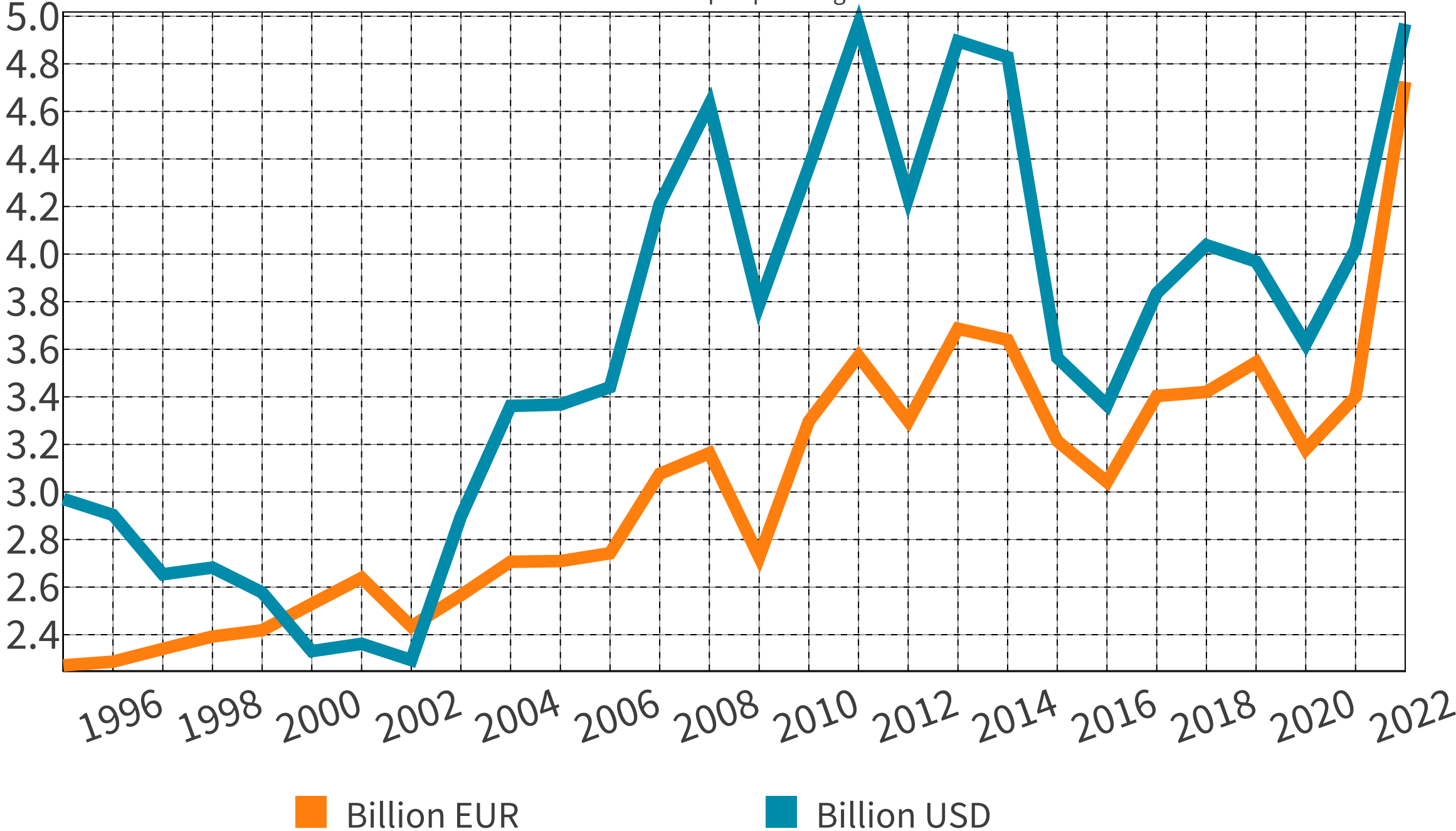


**Import value
(2022)****4.7** billion EUR**5.0** billion USD**Average prices of
imports (2022)****2.42** EUR/kg**2.54** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+9.0%**CAGR in 2009-2022: **+0.5%**CAGR in 2023-2026: **+6.8%**

Market Dynamics

Value of Imports

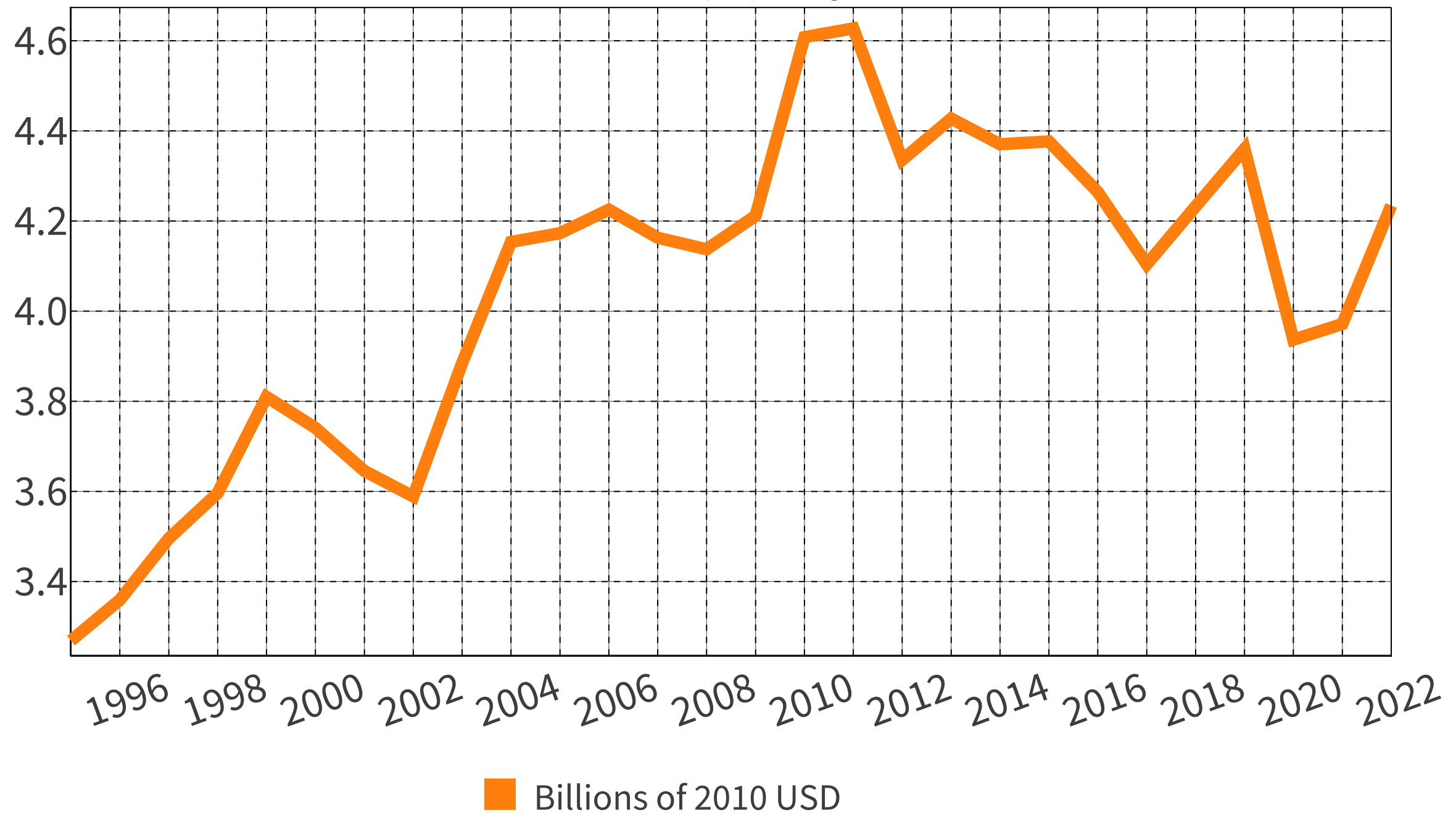
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

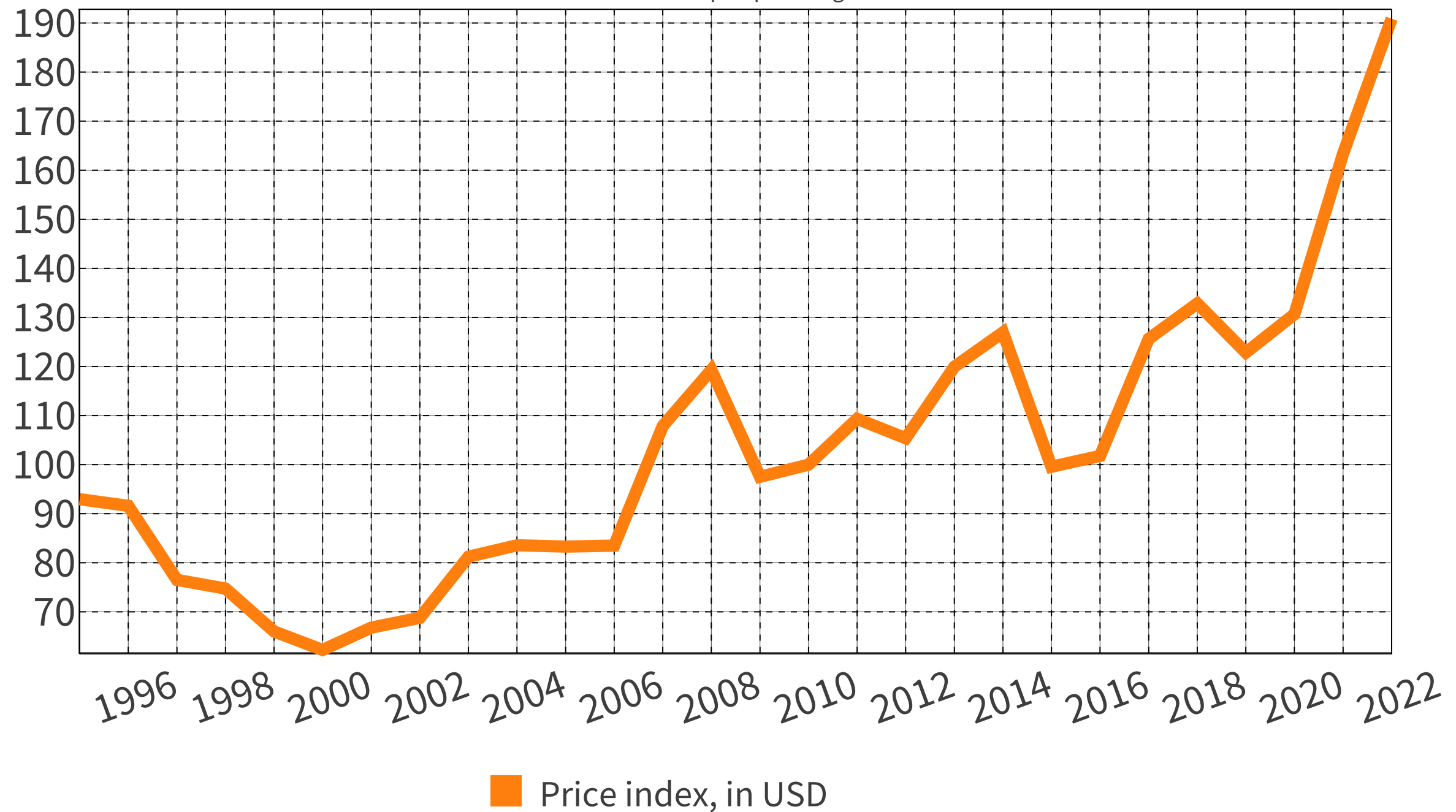
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	3 362	16.0	4 154	6.92	80.9	8.5
2005	3 367	0.2	4 173	0.47	80.7	-0.3
2006	3 441	2.2	4 225	1.25	81.4	0.9
2007	4 210	22.4	4 163	-1.48	101.1	24.2
2008	4 629	9.9	4 137	-0.61	111.9	10.6
2009	3 789	-18.2	4 212	1.80	90.0	-19.6
2010	4 367	15.2	4 608	9.41	94.8	5.3
2011	4 966	13.7	4 628	0.42	107.3	13.2
2012	4 238	-14.7	4 336	-6.31	97.7	-8.9
2013	4 895	15.5	4 427	2.12	110.6	13.1
2014	4 828	-1.4	4 370	-1.29	110.5	-0.1
2015	3 565	-26.2	4 377	0.14	81.4	-26.3
2016	3 365	-5.6	4 265	-2.56	78.9	-3.1
2017	3 836	14.0	4 104	-3.77	93.5	18.4
2018	4 038	5.3	4 232	3.13	95.4	2.1
2019	3 969	-1.7	4 360	3.01	91.0	-4.6
2020	3 623	-8.7	3 937	-9.70	92.0	1.1
2021	4 022	11.0	3 971	0.88	101.3	10.1
2022	4 968	23.5	4 235	6.62	117.3	15.8

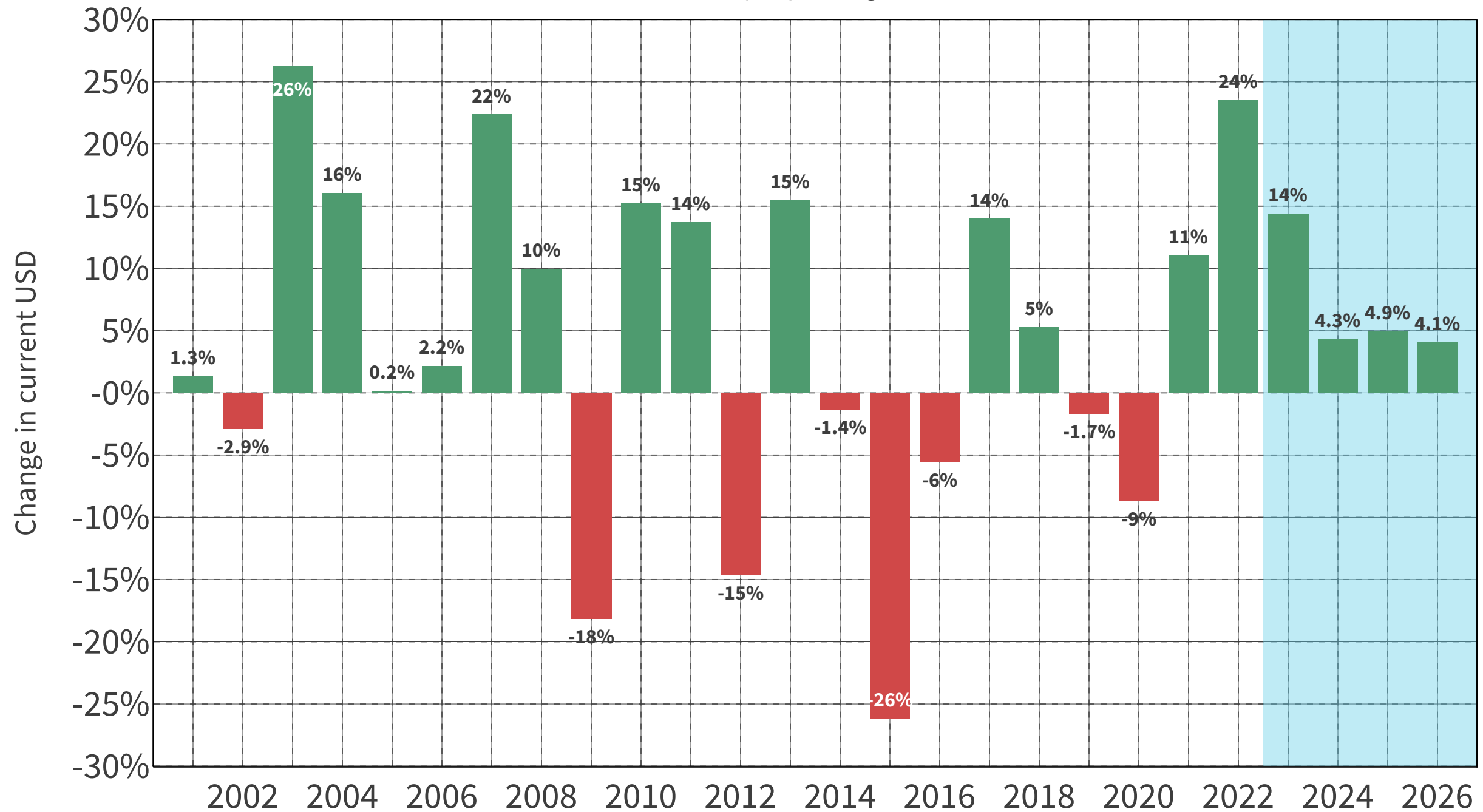
Source: www.exportplanning.com



Market Prospects

Imports Forecast

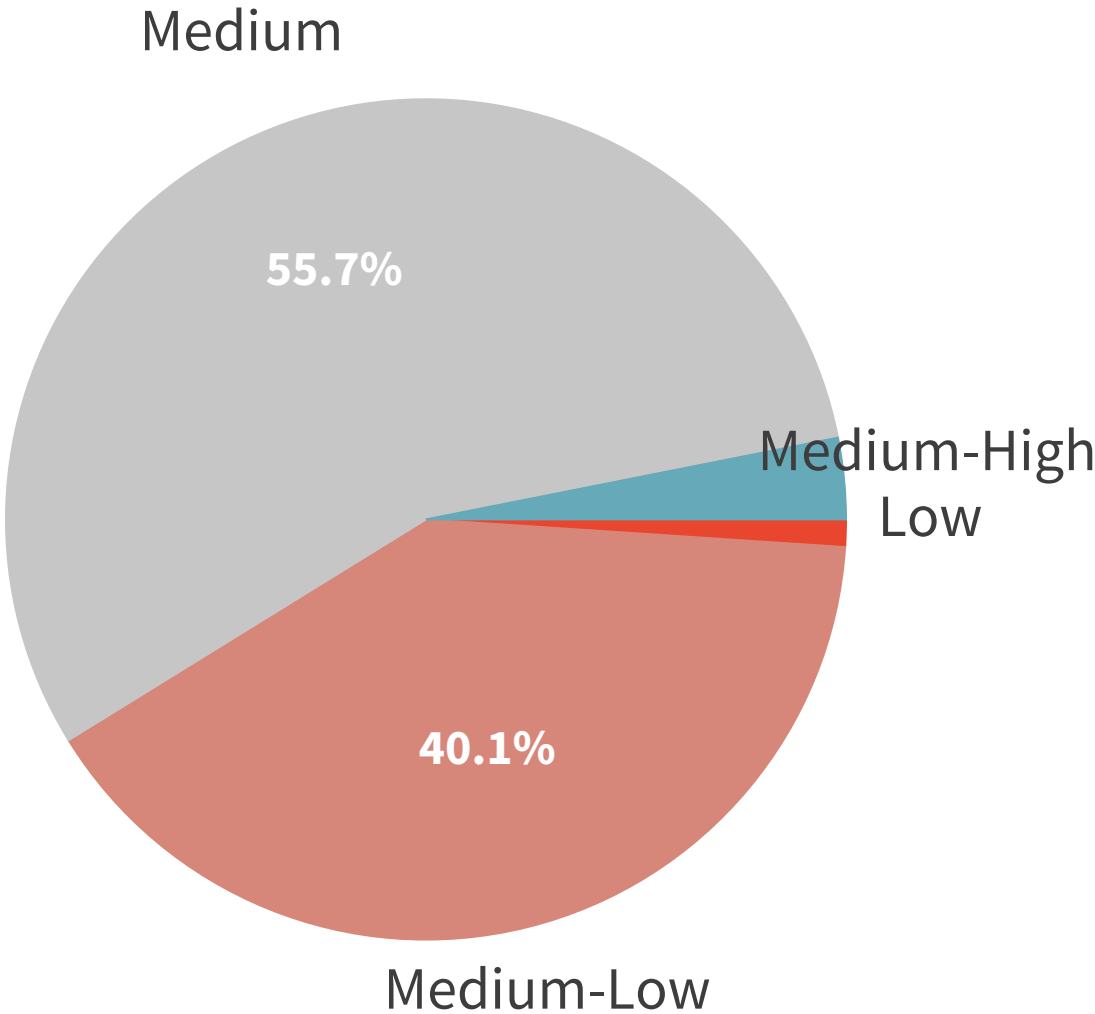
Source: www.exportplanning.com



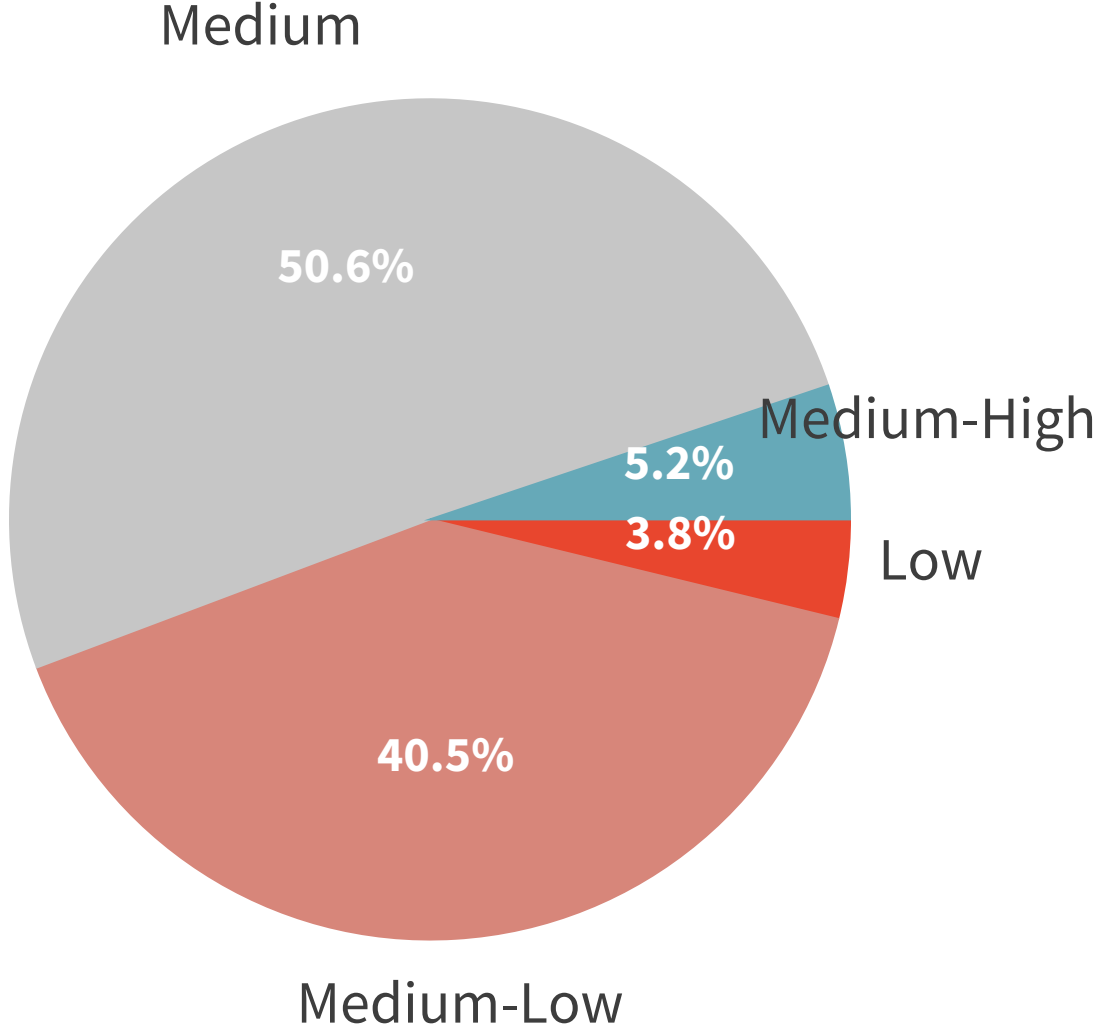
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



Year 2022



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	1 231	54.3	2 299	48.9	1 715	35.3	2 182	35.3
France	395	17.4	693	14.8	587	12.1	573	9.3
Netherlands	100	4.4	212	4.5	424	8.7	651	10.6
Belgium	125	5.5	284	6.0	355	7.3	519	8.4
Austria	178	7.8	294	6.3	290	6.0	387	6.3
Spain	35	1.6	81	1.7	217	4.5	302	4.9
Greece	9	0.4	43	0.9	211	4.4	319	5.2
Czech Rep.	<1	<0.1	71	1.5	188	3.9	270	4.4
Poland	1	<0.1	122	2.6	183	3.8	220	3.6
Lithuania	<1	<0.1	94	2.0	158	3.3	147	2.4
Slovenia	3	0.1	127	2.7	101	2.1	136	2.2
Hungary	<1	<0.1	71	1.5	81	1.7	122	2.0
Switzerland	79	3.5	132	2.8	72	1.5	38	0.6
UK	13	0.6	46	1.0	60	1.2	27	0.4
Denmark	43	1.9	22	0.5	53	1.1	69	1.1
Ireland	35	1.5	13	0.3	39	0.8	62	1.0
Slovakia	<1	<0.1	51	1.1	28	0.6	27	0.4
Estonia	<1	<0.1	12	0.3	21	0.4	27	0.4
Romania	1	<0.1	4	0.1	21	0.4	35	0.6
Latvia	<1	<0.1	6	0.1	13	0.3	10	0.2
ROW + SD*	82	.	-48	.	150	.	352	.
Total	2 331	100.0	4 629	100.0	4 968	100.0	6 475	100.0

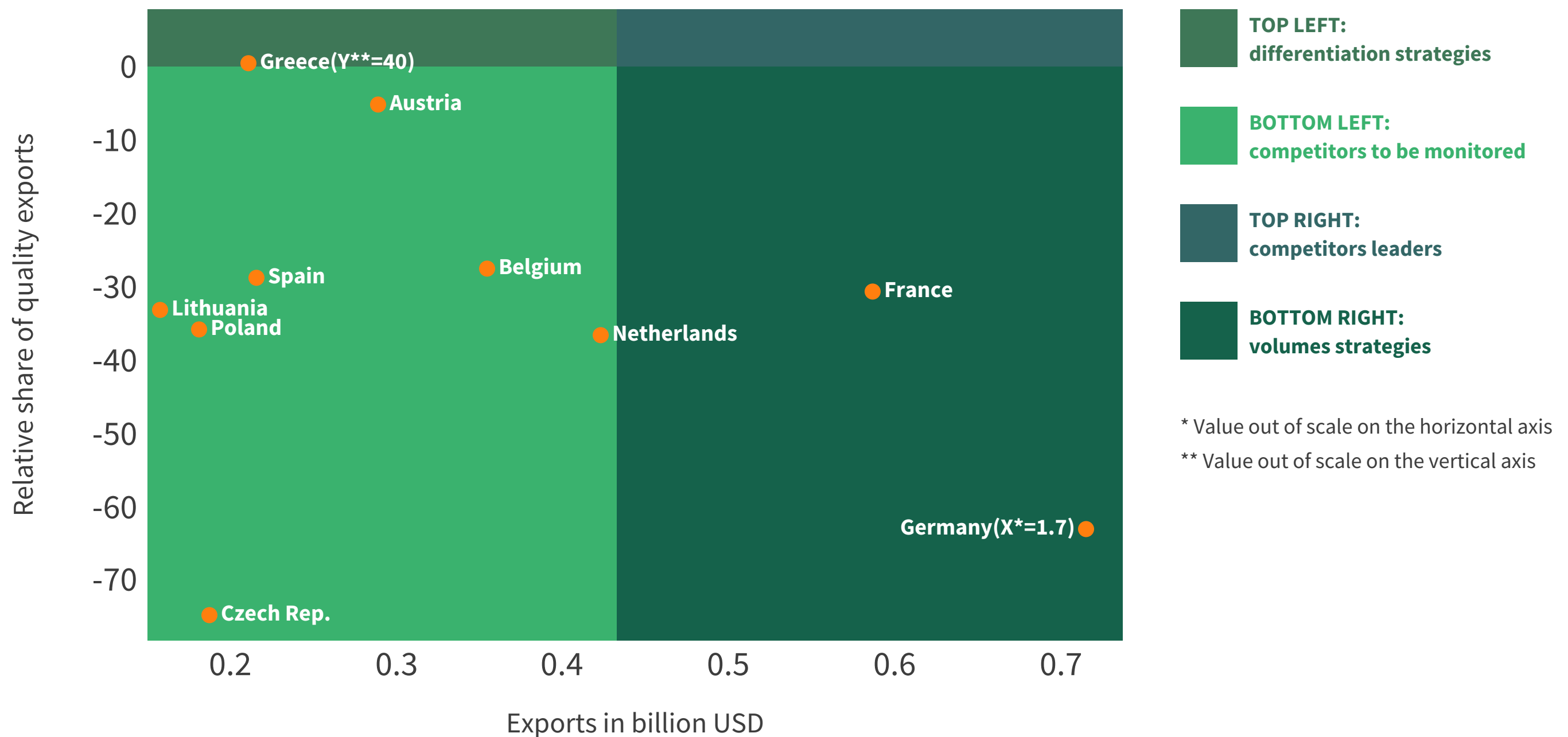
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

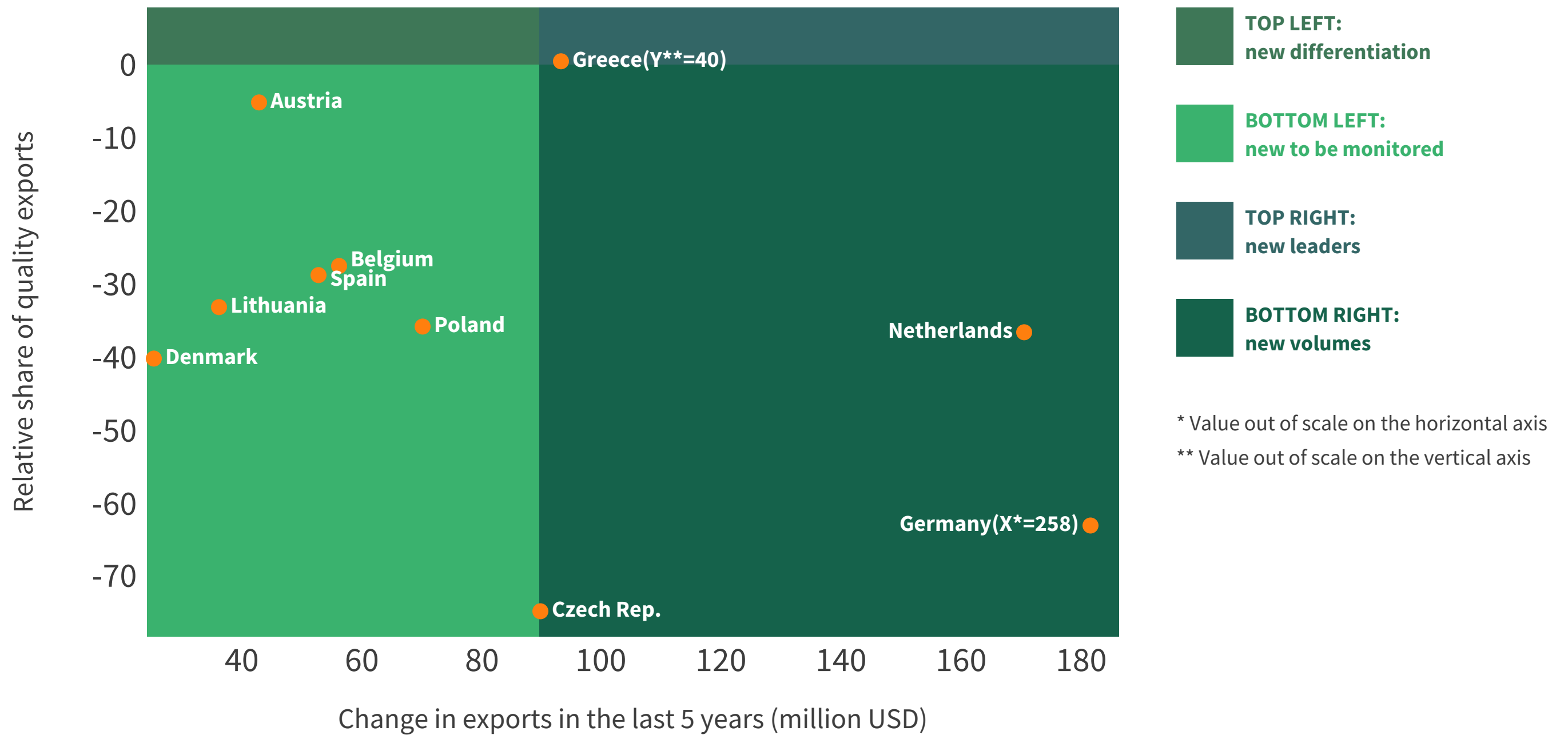
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix



Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 494	-0.5	1 297	-13.1	1 434	+10.5	1 714	+19.5
France	583	-1.8	533	-8.5	537	+0.8	605	+12.6
Netherlands	276	-4.3	276	=	344	+24.6	457	+32.8
Belgium	281	-8.7	257	-8.7	306	+19.1	387	+26.5
Austria	214	-11.1	232	+8.6	252	+8.6	306	+21.7
Spain	167	-7.6	175	+4.9	190	+8.4	232	+22.1
Greece	130	-12.0	152	+17.1	186	+22.1	212	+14.3
Czech Rep.	128	+14.5	123	-3.6	151	+23.0	195	+28.5
Poland	130	-1.0	85	-34.6	120	+41.3	187	+55.9
Lithuania	109	-1.2	88	-19.8	114	+29.8	162	+42.8
Slovenia	80	-5.5	80	+0.1	90	+11.7	106	+18.1
Hungary	85	+35.1	64	-24.3	50	-21.5	74	+46.6
Switzerland	64	-4.8	64	+1.1	67	+4.8	72	+6.7
UK	85	-7.9	74	-12.6	37	-49.7	60	+62.1
Denmark	34	-1.2	21	-37.4	28	+34.2	46	+64.1
Ireland	27	+82.3	17	-37.6	22	+29.4	38	+73.9
Slovakia	20	+16.2	16	-18.6	15	-8.6	24	+57.9
Estonia	11	+9.1	11	+0.7	10	-3.7	16	+54.7
Romania	16	+6.5	16	-0.6	19	+24.2	20	+1.7
Latvia	11	+92.9	10	-6.1	12	+23.3	14	+17.0
Rest of the world	27	+17.9	31	+14.3	36	+17.6	40	+11.0
Total	3 969	-1.7	3 623	-8.7	4 022	+11.0	4 968	+23.5

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 459	-3.8	1 333	-8.6	1 449	+8.7	1 724	+19.0
France	521	-4.1	493	-5.4	502	+1.8	564	+12.3
Netherlands	281	-0.6	262	-6.9	276	+5.3	387	+40.4
Belgium	274	-11.4	245	-10.6	248	+1.0	322	+30.0
Austria	222	-8.2	233	+5.0	239	+2.2	274	+14.8
Spain	159	-9.3	170	+6.6	189	+11.1	198	+4.8
Greece	139	+4.3	158	+13.7	194	+22.5	208	+7.6
Czech Rep.	125	+12.8	120	-3.8	143	+18.7	181	+26.6
Poland	122	+8.1	83	-32.0	131	+57.8	180	+37.6
Lithuania	106	+1.1	83	-21.6	106	+26.8	152	+43.8
Slovenia	81	-7.6	80	-1.5	89	+11.3	95	+6.8
Hungary	86	+25.0	67	-22.3	61	-7.8	71	+15.2
Switzerland	76	-1.8	78	+2.8	86	+9.3	.	.
UK	55	-2.3	45	-17.7	44	-3.4	.	.
Denmark	41	+6.3	33	-19.2	44	+30.5	60	+37.8
Ireland	25	+58.5	18	-27.5	26	+46.5	39	+48.9
Slovakia	24	+5.2	22	-7.2	27	+22.9	32	+17.8
Estonia	19	+14.5	18	-2.5	19	+4.6	27	+40.9
Romania	16	-2.3	19	+21.7	21	+12.8	21	+0.4
Latvia	8	+78.7	7	-13.0	8	+4.4	11	+47.3
Rest of the world	31	+6.9	24	-22.2	26	+8.2	32	+22.1
Total	3 872	-2.4	3 594	-7.2	3 926	+9.2	4 579	+16.6
Total of 2022 sample	3 871	-2.4	3 593	-7.2	3 926	+9.2	4 579	+16.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 471	-2.2	1 311	-10.9	1 437	+9.6	1 715	+19.3
France	554	-2.7	515	-7.1	521	+1.3	587	+12.6
Netherlands	279	-2.5	270	-3.2	312	+15.6	424	+36.0
Belgium	277	-10.1	251	-9.5	276	+9.9	355	+28.9
Austria	218	-9.7	232	+6.7	245	+5.5	290	+18.3
Spain	164	-8.2	173	+5.6	191	+10.0	217	+13.7
Greece	135	-4.5	156	+15.2	190	+22.0	211	+11.0
Czech Rep.	127	+13.2	122	-3.9	148	+21.3	188	+27.3
Poland	126	-1.3	84	-33.5	125	+48.7	183	+46.9
Lithuania	108	-0.6	89	-18.0	111	+24.7	158	+43.3
Slovenia	81	-6.7	82	+1.4	90	+9.6	101	+12.7
Hungary	98	+32.0	73	-25.8	60	-17.4	81	+34.4
Switzerland	70	-3.5	71	+2.2	77	+7.2	72	-6.0
UK	70	-5.7	60	-14.2	41	-32.4	60	+48.9
Denmark	38	-3.4	27	-27.9	36	+32.4	53	+48.6
Ireland	26	+66.7	18	-33.4	24	+37.5	39	+62.6
Slovakia	22	+11.0	19	-13.5	20	+7.6	28	+36.1
Estonia	14	+9.3	14	-1.6	15	+3.3	21	+43.9
Romania	16	+2.5	18	+10.9	21	+15.8	21	+1.0
Latvia	10	+93.8	9	-12.9	10	+18.0	13	+25.2
ROW + SD*	64	+46.9	30	-53.5	74	+148.4	150	+101.4
Total	3 969	-1.7	3 623	-8.7	4 022	+11.0	4 968	+23.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 714	+19.5	1 724	+19.0	1 715	+19.3
France	605	+12.6	564	+12.3	587	+12.6
Netherlands	457	+32.8	387	+40.4	424	+36.0
Belgium	387	+26.5	322	+30.0	355	+28.9
Austria	306	+21.7	274	+14.8	290	+18.3
Spain	232	+22.1	198	+4.8	217	+13.7
Greece	212	+14.3	208	+7.6	211	+11.0
Czech Rep.	195	+28.5	181	+26.6	188	+27.3
Poland	187	+55.9	180	+37.6	183	+46.9
Lithuania	162	+42.8	152	+43.8	158	+43.3
Slovenia	106	+18.1	95	+6.8	101	+12.7
Hungary	74	+46.6	71	+15.2	81	+34.4
Switzerland	72	+6.7	.	.	72	-6.0
UK	60	+62.1	.	.	60	+48.9
Denmark	46	+64.1	60	+37.8	53	+48.6
Ireland	38	+73.9	39	+48.9	39	+62.6
Slovakia	24	+57.9	32	+17.8	28	+36.1
Estonia	16	+54.7	27	+40.9	21	+43.9
Romania	20	+1.7	21	+0.4	21	+1.0
Latvia	14	+17.0	11	+47.3	13	+25.2
Rest of the world*	40	+11.0	32	+22.1	150	+101.4
Total**	4 968	+23.5	4 579	+16.6	4 968	+23.5

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	1 720	+1.5	1 512	-12.1	1 491	-1.4	1 507	+1.0
France	586	+1.2	530	-9.6	490	-7.6	516	+5.2
Netherlands	308	+9.1	307	-0.4	306	-0.4	337	+10.3
Belgium	304	+0.6	282	-7.2	284	+0.8	301	+5.8
Austria	262	-7.3	271	+3.3	263	-3.0	284	+8.0
Spain	150	-3.5	172	+15.1	168	-2.8	166	-1.1
Greece	102	+12.3	111	+8.7	130	+16.6	136	+4.4
Czech Rep.	149	+13.6	148	-0.4	173	+17.2	193	+11.0
Poland	147	+0.3	101	-31.5	133	+31.8	153	+14.8
Lithuania	116	+2.2	96	-17.0	108	+12.1	125	+15.1
Slovenia	91	-9.0	90	-1.6	92	+2.6	92	+0.1
Hungary	91	+36.0	68	-25.4	57	-15.7	65	+13.8
Switzerland	57	+3.6	50	-11.5	54	+8.4	53	-3.5
UK	66	+5.0	61	-8.1	33	-45.8	35	+6.2
Denmark	40	-0.4	29	-28.7	34	+19.0	40	+16.9
Ireland	31	+61.1	19	-37.9	22	+14.6	30	+36.5
Slovakia	25	+24.9	20	-18.4	20	+0.7	25	+24.2
Estonia	14	+0.7	15	+11.0	14	-4.9	18	+28.1
Romania	17	-4.9	19	+12.5	19	+0.8	19	+3.0
Latvia	11	+85.2	10	-11.2	11	+8.8	12	+10.7
ROW + SD*	72	+39.4	25	-65.6	68	+174.5	129	+90.7
Total	4 360	+3.0	3 937	-9.7	3 971	+0.9	4 235	+6.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	85.5	-3.6	86.7	+1.4	96.4	+11.1	113.8	+18.1
France	94.5	-3.8	97.1	+2.8	106.4	+9.6	113.8	+7.0
Netherlands	90.4	-10.6	87.9	-2.8	101.9	+16.0	125.6	+23.3
Belgium	91.1	-10.6	88.8	-2.5	96.9	+9.0	117.9	+21.8
Austria	83.0	-2.6	85.7	+3.2	93.2	+8.8	102.1	+9.6
Spain	109.7	-5.0	100.6	-8.3	113.8	+13.2	130.8	+15.0
Greece	132.2	-14.9	140.1	+6.0	146.6	+4.6	155.9	+6.4
Czech Rep.	85.3	-0.4	82.3	-3.5	85.2	+3.4	97.6	+14.6
Poland	85.6	-1.7	83.1	-3.0	93.8	+12.9	120.0	+27.9
Lithuania	93.0	-2.7	91.8	-1.3	102.1	+11.2	127.2	+24.5
Slovenia	88.6	+2.5	91.3	+3.1	97.5	+6.8	109.8	+12.6
Hungary	107.7	-3.0	107.1	-0.5	105.0	-2.0	124.0	+18.1
Switzerland	123.1	-6.8	142.1	+15.5	140.5	-1.2	136.8	-2.6
UK	106.1	-10.2	99.0	-6.7	123.5	+24.8	173.1	+40.1
Denmark	93.6	-3.0	94.6	+1.1	105.3	+11.3	133.9	+27.1
Ireland	85.9	+3.5	92.2	+7.3	110.7	+20.0	131.9	+19.1
Slovakia	87.7	-11.1	92.9	+6.0	99.3	+6.9	108.8	+9.6
Estonia	106.0	+8.5	93.9	-11.4	102.0	+8.7	114.6	+12.3
Romania	96.2	+7.8	94.9	-1.4	109.0	+14.9	106.9	-1.9
Latvia	90.9	+4.6	89.1	-2.0	96.7	+8.5	109.3	+13.0
ROW + SD*	89.8	+5.4	121.4	+35.3	109.9	-9.5	116.0	+5.6
Total	91.0	-4.6	92.0	+1.1	101.3	+10.1	117.3	+15.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Japan**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

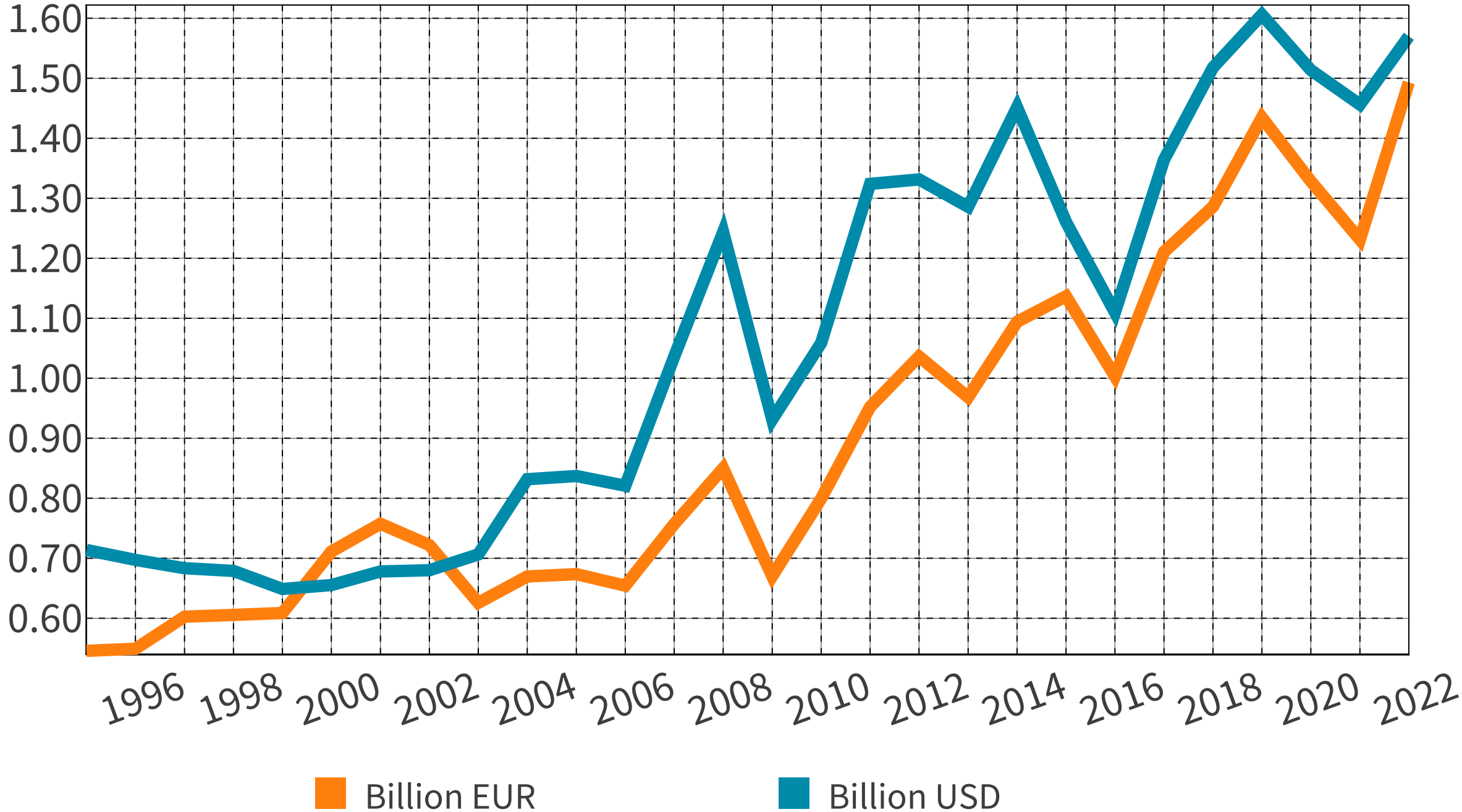
EXPORT 
PLANNING

**Import value
(2022)****1.5** billion EUR**1.6** billion USD**Average prices of
imports (2022)****4.82** EUR/kg**5.06** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+8.3%**CAGR in 2009-2022: **+1.7%**CAGR in 2023-2026: **+9.2%**

Market Dynamics

Value of Imports

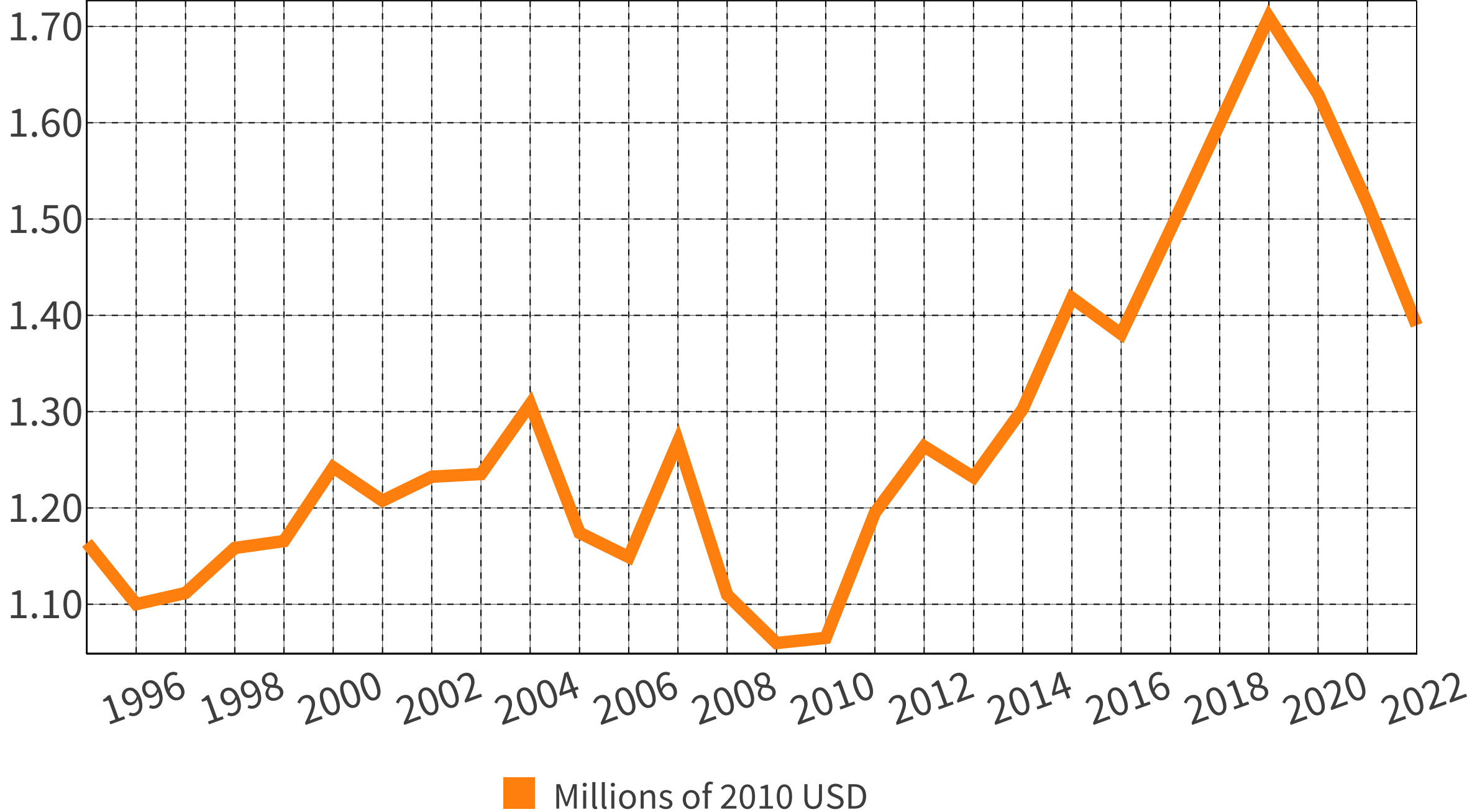
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

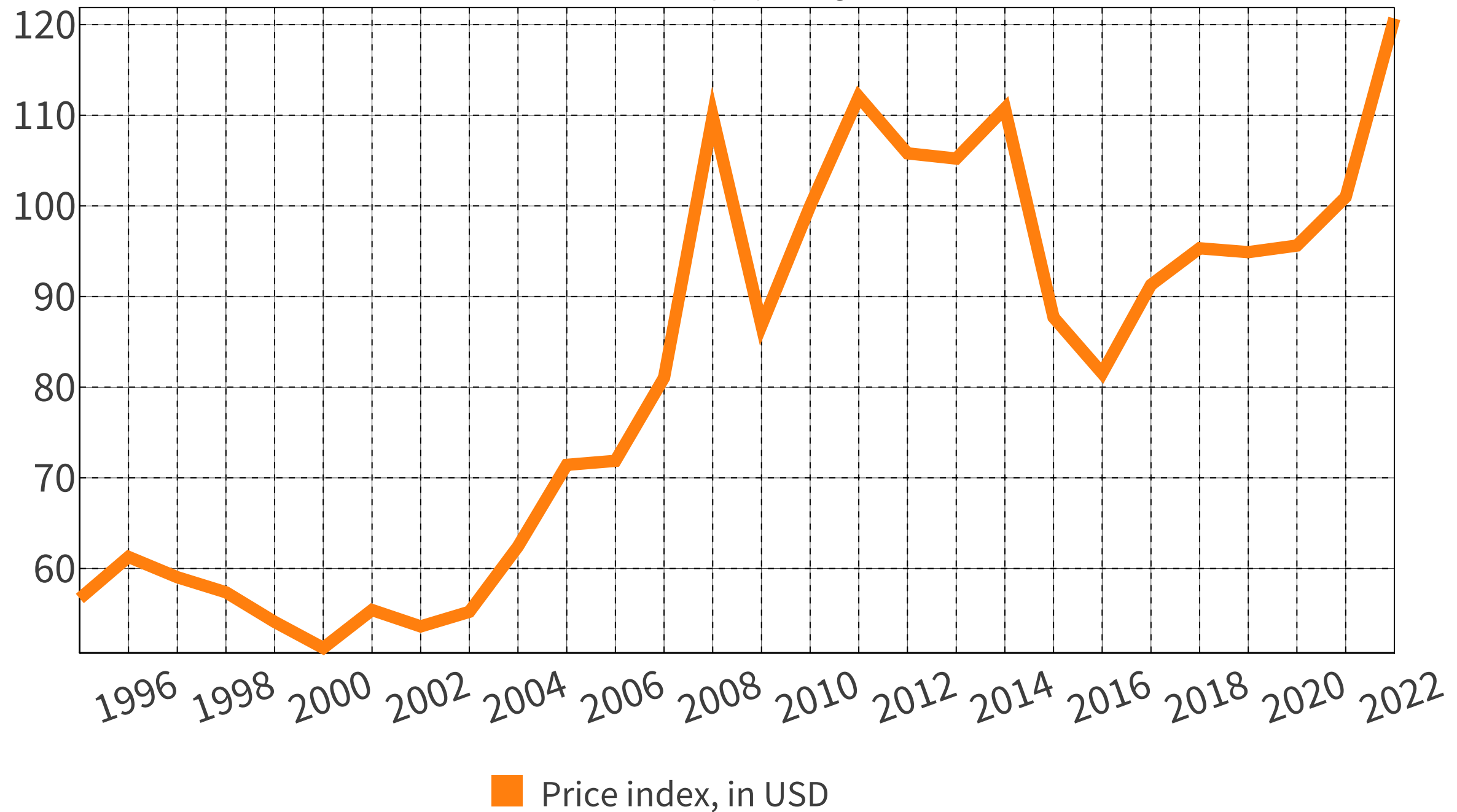
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	832	17.7	1 308	5.9	63.6	11.2
2005	837	0.6	1 174	-10.2	71.3	12.1
2006	821	-1.9	1 149	-2.1	71.4	0.2
2007	1 036	26.2	1 269	10.4	81.7	14.3
2008	1 244	20.0	1 110	-12.5	112.1	37.2
2009	931	-25.1	1 060	-4.5	87.9	-21.6
2010	1 059	13.7	1 065	0.5	99.4	13.1
2011	1 324	25.0	1 195	12.2	110.8	11.4
2012	1 331	0.6	1 264	5.8	105.3	-4.9
2013	1 286	-3.4	1 232	-2.5	104.4	-0.9
2014	1 452	12.9	1 303	5.7	111.4	6.8
2015	1 261	-13.2	1 418	8.9	88.9	-20.2
2016	1 110	-12.0	1 381	-2.6	80.4	-9.6
2017	1 364	22.9	1 489	7.8	91.6	14.0
2018	1 518	11.3	1 599	7.4	94.9	3.6
2019	1 606	5.8	1 710	6.9	93.9	-1.0
2020	1 514	-5.7	1 629	-4.7	92.9	-1.1
2021	1 456	-3.8	1 516	-7.0	96.0	3.4
2022	1 570	7.8	1 390	-8.3	113.0	17.6

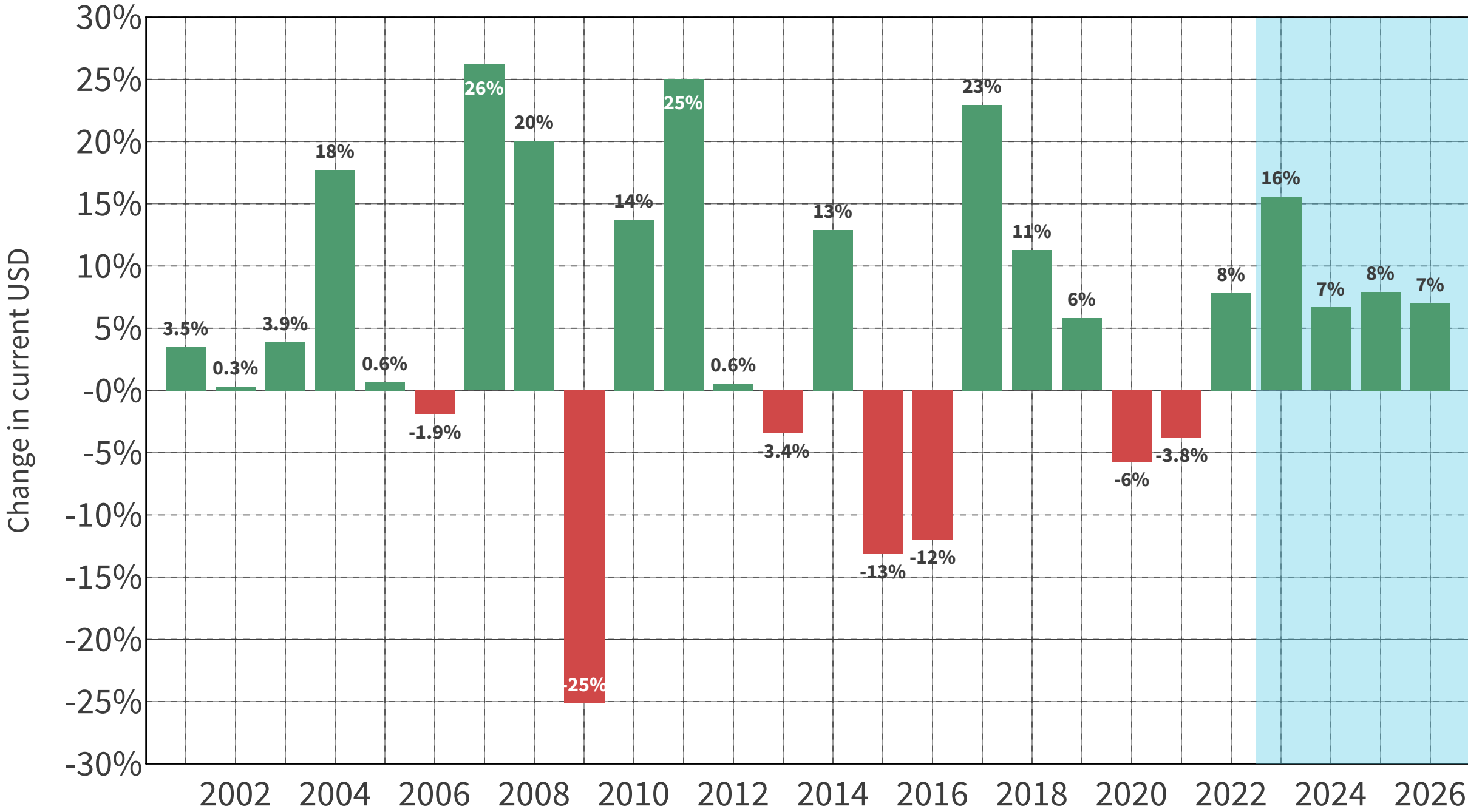
Source: www.exportplanning.com



Market Prospects

Imports Forecast

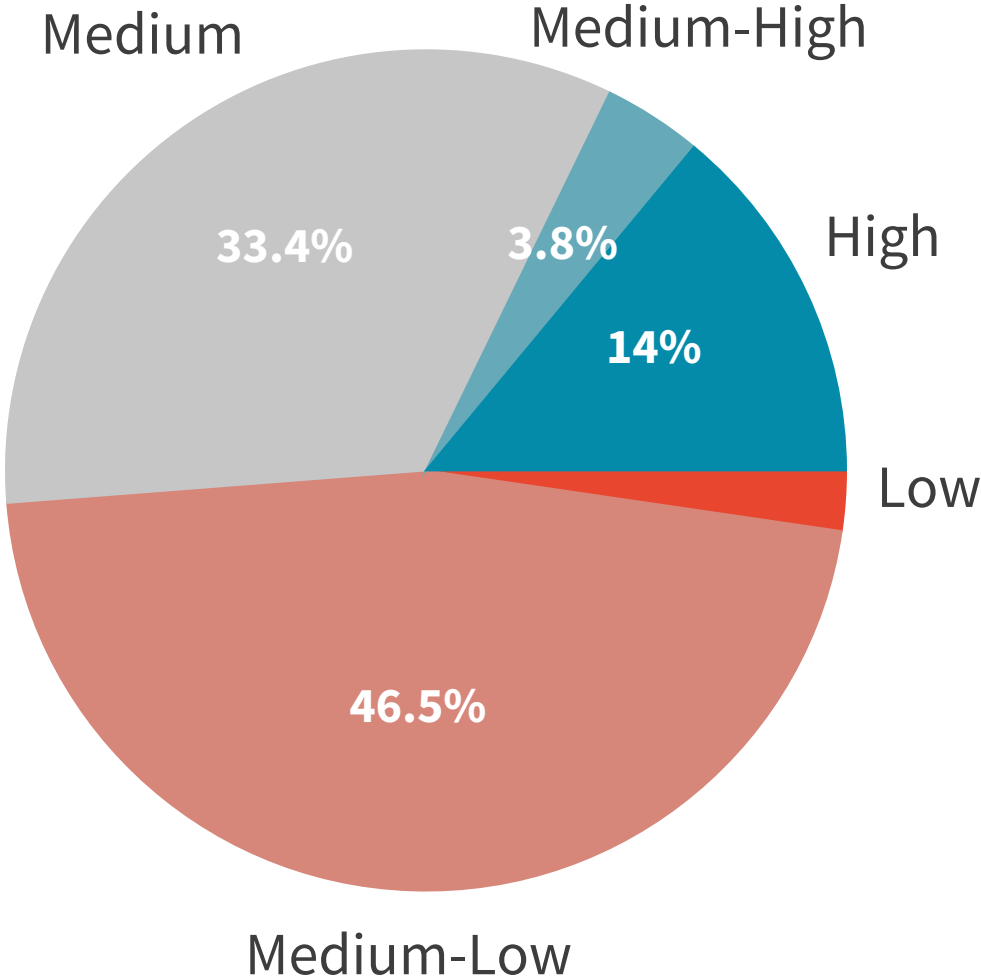
Source: www.exportplanning.com



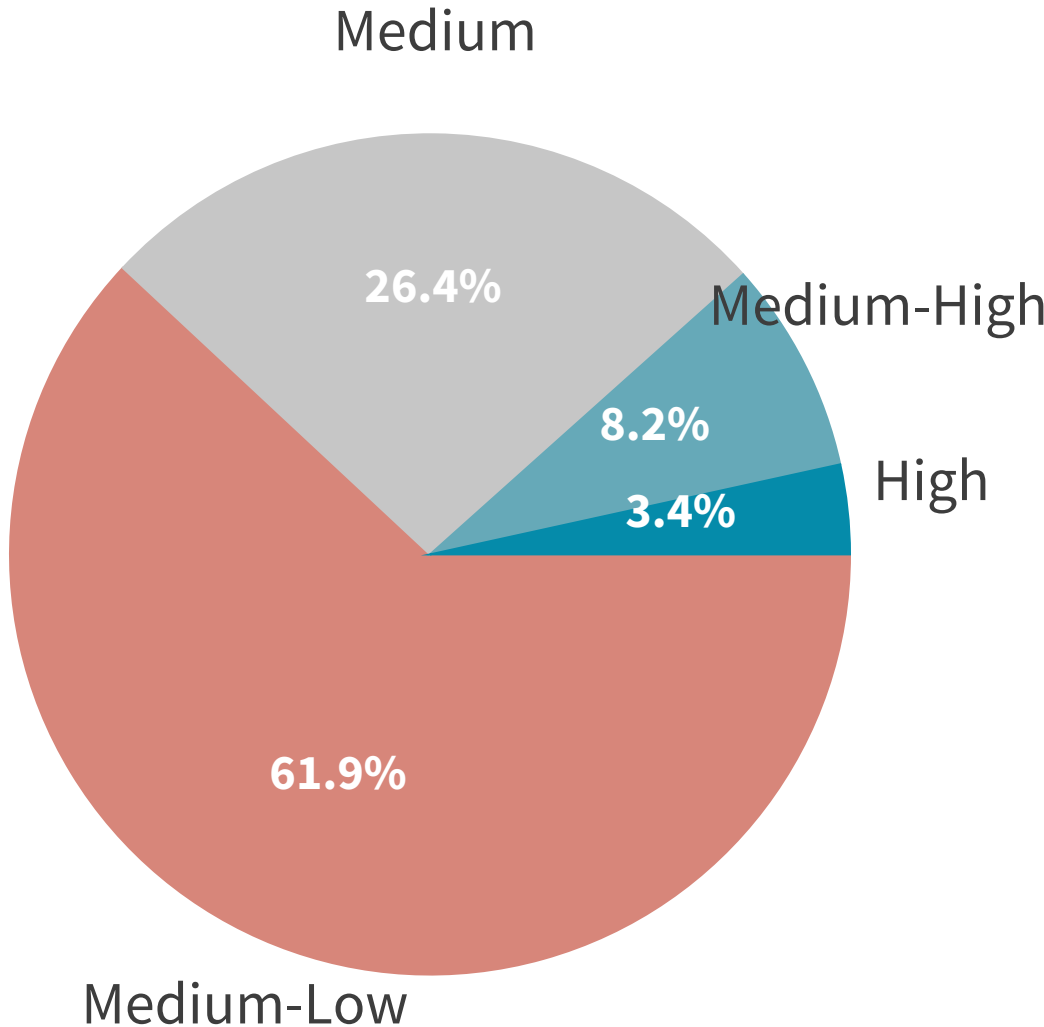
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



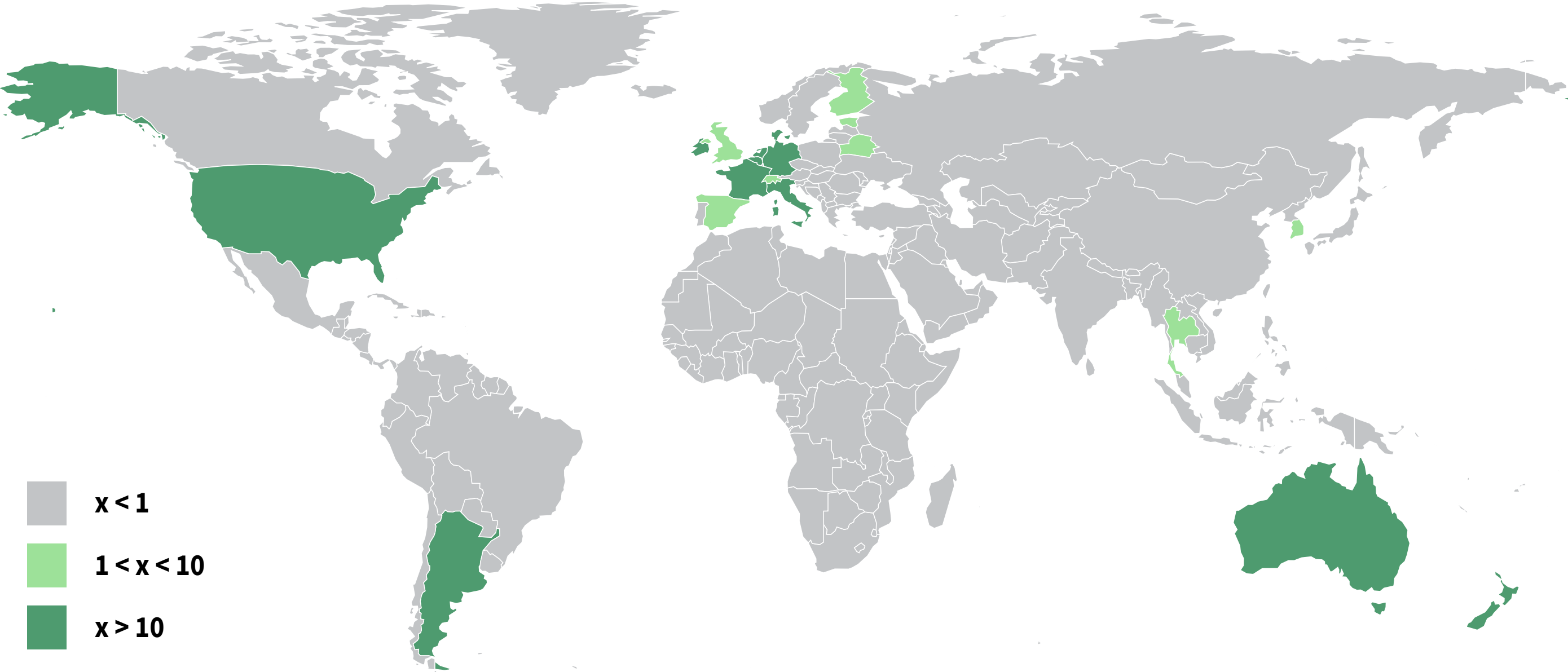
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
New Zealand	135.3	20.1	282	20.8	365	20.3	519	22.4
Australia	249.0	36.9	456	33.6	294	16.4	333	14.4
USA	29.5	4.4	115	8.5	239	13.3	300	13.0
Netherlands	27.1	4.0	51	3.7	165	9.2	202	8.7
Germany	27.1	4.0	49	3.6	102	5.7	96	4.1
Italy	20.4	3.0	57	4.2	102	5.7	76	3.3
Singapore	8.6	1.3	145	10.7	97	5.4	101	4.4
France	43.7	6.5	66	4.9	94	5.2	92	4.0
Denmark	43.1	6.4	54	4.0	88	4.9	117	5.1
Ireland	1.6	0.2	6	0.5	78	4.4	104	4.5
Belgium	2.5	0.4	4	0.3	23	1.3	37	1.6
Argentina	1.5	0.2	15	1.1	12	0.7	24	1.0
Switzerland	2.5	0.4	9	0.7	8	0.4	6	0.3
Thailand	0.5	0.1	1	<0.1	6	0.3	4	0.2
UK	3.7	0.6	3	0.3	3	0.2	3	0.1
Korea-Rep	2.8	0.4	1	0.1	1	0.1	1	0.1
Spain	0.1	<0.1	<1	<0.1	1	0.1	1	0.1
Estonia	2.1	0.3	<1	<0.1	1	0.1	1	<0.1
Finland	0.7	0.1	<1	<0.1	1	0.1	1	0.1
Belarus	2.9	0.4	7	0.5	1	0.1	<1	<0.1
ROW + SD*	50.6	.	-80	.	- 111	.	215	.
Total	655.3	100.0	1 244	100.0	1 570	100.0	2 234	100.0

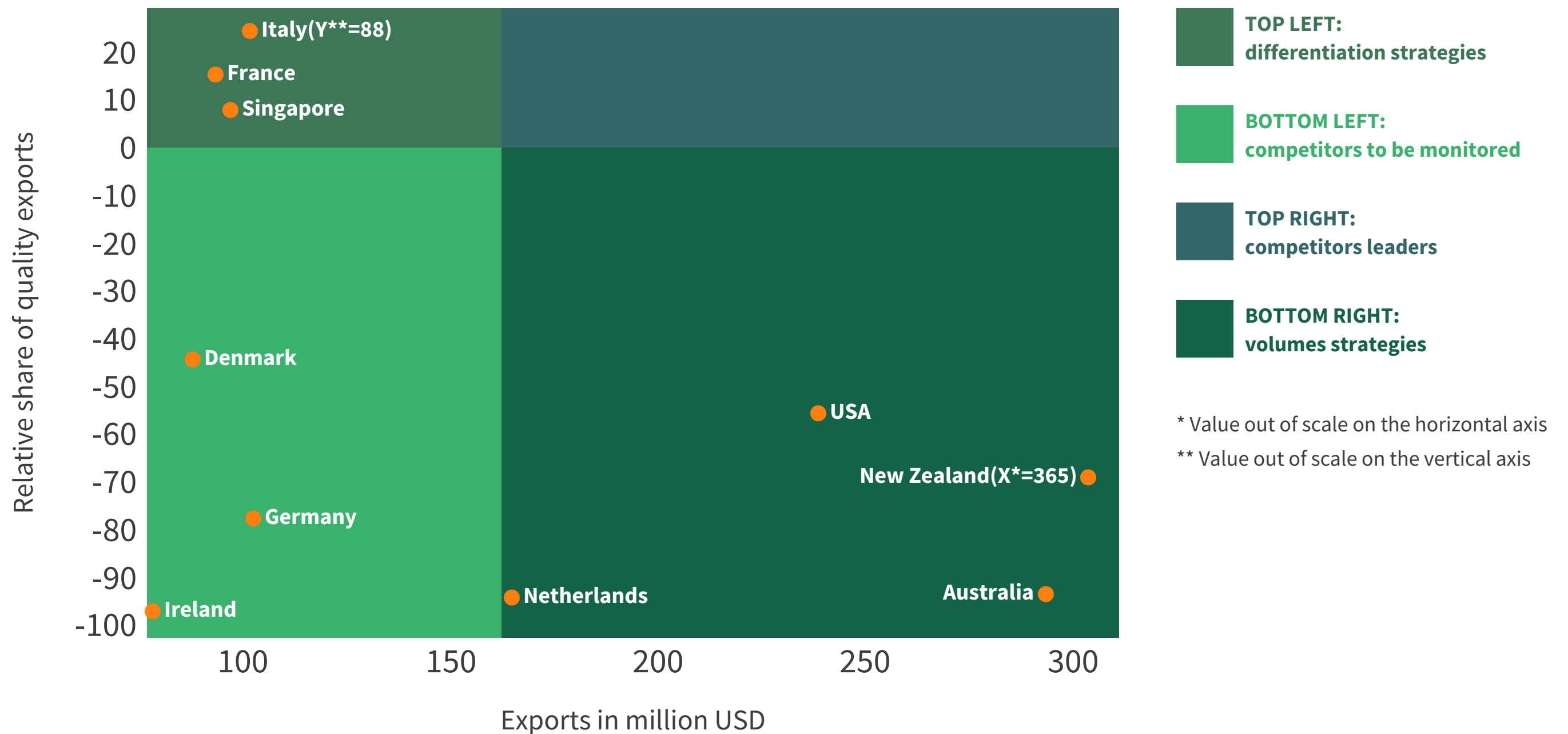
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

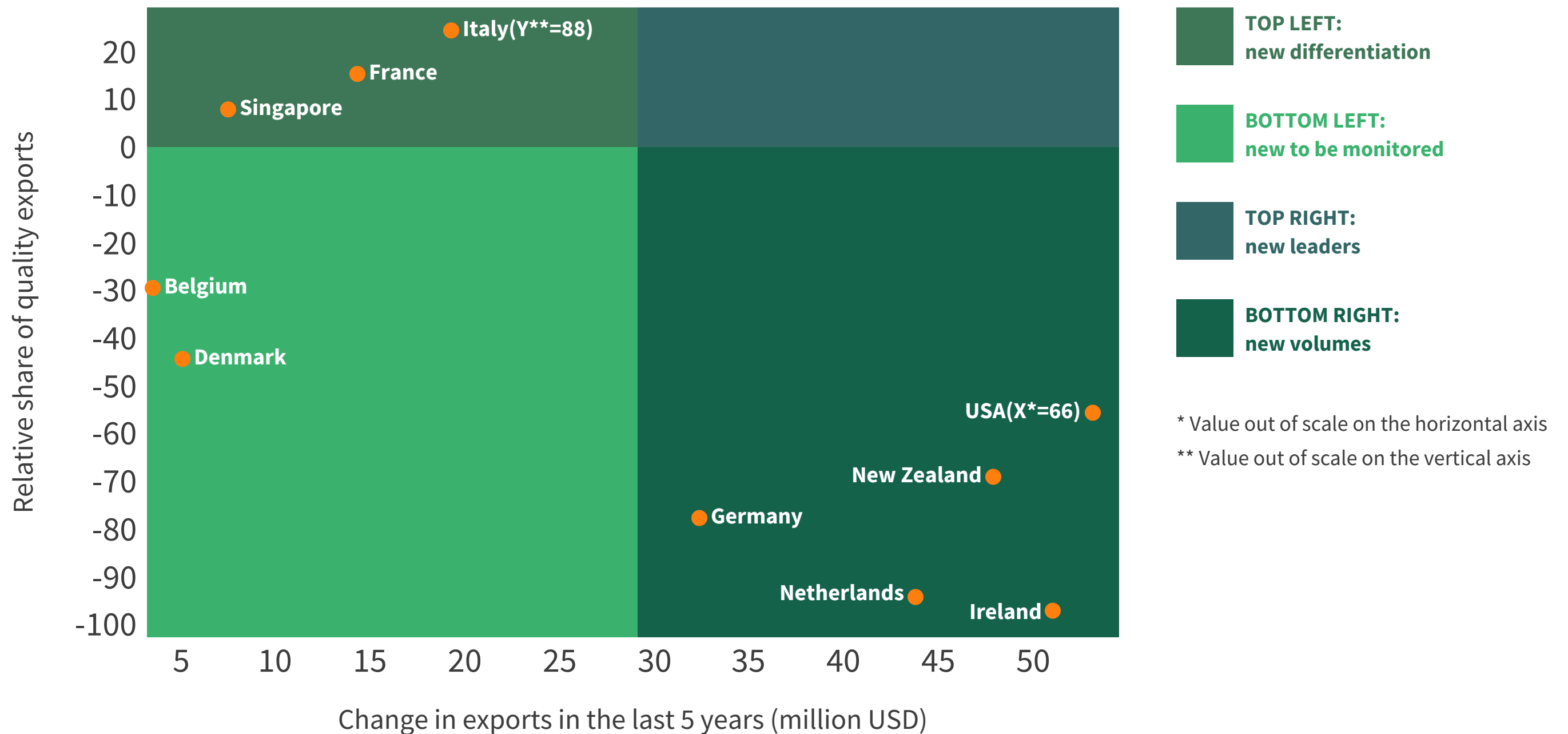
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	386	+10.1	319	-17.4	303	-4.9	364	+19.8
Australia	369	-4.1	312	-15.3	263	-15.6	286	+8.6
USA	184	+4.0	207	+12.3	213	+2.8	252	+18.4
Netherlands	142	+7.6	130	-8.3	135	+3.6	130	-3.5
Germany	81	+5.4	103	+26.2	98	-4.1	97	-2.0
Italy	99	+7.5	87	-12.2	95	+9.6	.	.
Singapore	5	-13.7	5	+11.3	5	-7.9	<1	-93.5
France	104	+10.6	106	+1.5	112	+5.9	101	-10.1
Denmark	83	-6.4	82	-1.8	87	+6.7	85	-2.7
Ireland	46	+22.4	65	+43.1	68	+4.3	79	+16.1
Belgium	13	+68.3	17	+31.2	19	+9.7	22	+12.5
Argentina	19	+2.4	12	-37.3	7	-43.2	12	+70.1
Switzerland	11	-1.7	9	-21.6	9	+0.9	8	-6.4
Thailand	1	+4.2	1	-10.7	1	-0.5	<1	-99.8
UK	4	+53.2	4	-13.8	2	-35.9	2	-12.4
Korea-Rep	2	+2.6	2	-10.0	2	-1.1	<1	-98.9
Spain	1	+45.2	1	-3.1	1	+71.3	1	+5.5
Estonia	2	-0.4	2	-2.3	1	-42.0	1	-3.0
Finland	10	+94.8	8	-22.3	6	-16.0	1	-82.1
Belarus	2	+1 158.3	1	-20.8	.	.	1	.
Rest of the world	28	+13.1	27	-2.8	9	-66.2	113	+1 133.2
Total	1 593	+5.1	1 500	-5.8	1 438	-4.1	1 555	+8.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	339	-0.9	311	-8.3	509	+63.8	370	-27.3
Australia	337	-14.2	289	-14.1	259	-10.7	297	+15.0
USA	182	+6.7	193	+6.1	199	+3.1	218	+9.4
Netherlands	138	+6.5	137	-0.4	125	-9.3	194	+55.9
Germany	87	+9.4	100	+15.9	85	-14.9	105	+23.0
Italy	92	+8.9	83	-9.5	84	+1.4	102	+21.2
Singapore	102	+12.7	94	-8.1	89	-5.7	97	+9.2
France	95	+4.0	94	-1.5	100	+6.6	87	-13.1
Denmark	85	-5.2	85	+0.5	89	+4.3	91	+2.4
Ireland	54	+19.6	64	+18.1	71	+10.7	75	+6.8
Belgium	13	+83.4	19	+46.6	19	-1.0	23	+20.9
Argentina	.	.	.	.	.	.	.	.
Switzerland	9	-16.4	9	-2.0	7	-23.3	8	+9.8
Thailand	10	-23.1	5	-46.2	6	+2.7	6	+13.3
UK	4	+28.1	3	-5.4	4	+10.7	3	-17.5
Korea-Rep	2	+151.0	1	-7.3	2	+55.1	1	-34.2
Spain	1	+20.5	1	+19.5	1	+89.2	1	-28.7
Estonia	2	-31.5	2	+16.2	1	-64.1	1	+66.5
Finland	8	+31.8	9	+8.5	4	-52.7	1	-66.1
Belarus	1	+48.4	1	-27.7	1	+28.3	.	.
Rest of the world	19	+11.1	12	-38.4	7	-42.0	5	-20.0
Total	1 579	+0.1	1 514	-4.1	1 660	+9.7	1 687	+1.6
Total of 2022 sample	1 577	+0.1	1 512	-4.1	1 658	+9.7	1 687	+1.7

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	363	+5.0	314	-13.3	399	+26.8	365	-8.4
Australia	356	-8.4	304	-14.8	264	-13.2	294	+11.5
USA	186	+5.8	202	+8.2	209	+3.6	239	+14.2
Netherlands	141	+6.5	137	-3.3	131	-3.9	165	+25.6
Germany	85	+7.7	102	+19.9	94	-8.0	102	+8.9
Italy	96	+8.0	86	-10.8	90	+5.6	102	+12.8
Singapore	103	+13.4	95	-8.0	89	-5.9	97	+8.6
France	100	+7.1	100	-0.2	106	+5.9	94	-11.4
Denmark	84	-5.8	84	-0.3	88	+5.4	88	-0.5
Ireland	50	+21.1	65	+30.2	69	+6.9	78	+13.1
Belgium	13	+66.0	18	+38.6	26	+45.8	23	-13.5
Argentina	19	+2.4	12	-37.3	7	-43.2	12	+70.1
Switzerland	10	-9.0	9	-12.6	8	-11.5	8	+0.8
Thailand	11	-22.0	6	-44.4	6	+2.0	6	-2.5
UK	5	+37.7	5	-4.3	4	-10.4	3	-34.7
Korea-Rep	2	+62.4	2	-10.0	3	+27.8	1	-45.1
Spain	1	+43.5	1	+5.6	2	+91.3	1	-16.0
Estonia	2	-19.6	2	+5.1	1	-52.1	1	+21.3
Finland	9	+60.2	9	-7.3	5	-36.5	1	-75.4
Belarus	1	+213.5	1	-21.8	1	=	1	+5.4
ROW + SD*	-33	-55.7	-38	+16.9	-146	+282.1	-111	-24.0
Total	1 606	+5.8	1 514	-5.7	1 456	-3.8	1 570	+7.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	364	+19.8	370	-27.3	365	-8.4
Australia	286	+8.6	297	+15.0	294	+11.5
USA	252	+18.4	218	+9.4	239	+14.2
Netherlands	130	-3.5	194	+55.9	165	+25.6
Germany	97	-2.0	105	+23.0	102	+8.9
Italy	.	.	102	+21.2	102	+12.8
Singapore	<1	-93.5	97	+9.2	97	+8.6
France	101	-10.1	87	-13.1	94	-11.4
Denmark	85	-2.7	91	+2.4	88	-0.5
Ireland	79	+16.1	75	+6.8	78	+13.1
Belgium	22	+12.5	23	+20.9	23	-13.5
Argentina	12	+70.1	.	.	12	+70.1
Switzerland	8	-6.4	8	+9.8	8	+0.8
Thailand	<1	-99.8	6	+13.3	6	-2.5
UK	2	-12.4	3	-17.5	3	-34.7
Korea-Rep	<1	-98.9	1	-34.2	1	-45.1
Spain	1	+5.5	1	-28.7	1	-16.0
Estonia	1	-3.0	1	+66.5	1	+21.3
Finland	1	-82.1	1	-66.1	1	-75.4
Belarus	1	.	.	.	1	+5.4
Rest of the world*	113	+1 133.2	5	-20.0	- 111	-24.0
Total**	1 555	+8.1	1 687	+1.7	1 570	+7.8

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
New Zealand	400	+6.2	352	-11.9	443	+25.8	346	-21.9
Australia	363	-8.4	310	-14.6	265	-14.4	259	-2.5
USA	199	+7.1	206	+3.2	203	-1.3	228	+12.1
Netherlands	192	+12.1	190	-1.0	175	-8.1	176	+0.7
Germany	110	+12.5	141	+28.4	119	-15.5	105	-12.1
Italy	51	+11.2	45	-11.9	45	-0.1	54	+20.8
Singapore	125	+7.5	111	-10.9	93	-16.2	83	-11.0
France	72	+12.3	72	-0.6	72	+1.0	63	-13.5
Denmark	85	-6.1	83	-1.9	87	+4.4	75	-13.8
Ireland	66	+23.2	87	+31.2	86	-1.3	76	-11.3
Belgium	12	+40.3	19	+55.7	33	+73.2	20	-37.4
Argentina	21	+0.5	13	-38.8	7	-43.3	11	+48.2
Switzerland	5	-9.4	4	-15.0	3	-16.8	3	+0.3
Thailand	20	-30.3	10	-52.5	9	-4.1	4	-58.9
UK	3	+60.0	3	-15.3	2	-24.9	1	-40.1
Korea-Rep	3	+44.8	2	-26.0	2	+23.3	1	-68.3
Spain	1	+87.0	1	+6.6	1	+109.6	1	-25.2
Estonia	3	-21.8	3	-5.4	1	-51.0	1	-9.9
Finland	14	+68.5	12	-14.4	8	-38.1	1	-85.9
Belarus	2	+139.0	1	-29.2	1	-20.5	1	+4.5
ROW + SD*	-38	-53.0	-35	-7.9	-141	+301.8	-120	-15.3
Total	1 710	+6.9	1 629	-4.7	1 516	-7.0	1 390	-8.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
New Zealand	90.7	-1.1	89.3	-1.5	89.9	+0.7	105.5	+17.3
Australia	98.3	=	98.1	-0.3	99.5	+1.4	113.6	+14.3
USA	93.5	-1.2	98.2	+4.9	102.9	+4.9	104.9	+1.9
Netherlands	73.4	-4.9	71.7	-2.3	75.0	+4.6	93.6	+24.8
Germany	77.7	-4.3	72.6	-6.6	79.0	+8.8	97.9	+23.9
Italy	187.8	-2.9	190.1	+1.2	200.9	+5.7	187.7	-6.6
Singapore	82.5	+5.5	85.2	+3.3	95.6	+12.2	116.8	+22.1
France	138.7	-4.7	139.3	+0.4	146.1	+4.9	149.6	+2.4
Denmark	98.8	+0.2	100.4	+1.7	101.4	+0.9	117.1	+15.5
Ireland	75.1	-1.7	74.5	-0.8	80.7	+8.3	102.8	+27.4
Belgium	107.3	+18.3	95.5	-11.0	80.4	-15.8	111.1	+38.2
Argentina	90.5	+1.9	92.7	+2.5	92.9	+0.1	106.6	+14.8
Switzerland	211.2	+0.5	217.3	+2.9	231.1	+6.4	232.2	+0.5
Thailand	53.6	+11.8	62.7	+17.1	66.8	+6.4	158.6	+137.5
UK	145.3	-13.9	164.3	+13.1	195.9	+19.3	213.6	+9.0
Korea-Rep	87.7	+12.2	106.8	+21.8	110.7	+3.6	191.6	+73.1
Spain	133.6	-23.3	132.4	-0.9	120.9	-8.7	135.7	+12.3
Estonia	67.8	+2.8	75.3	+11.0	73.6	-2.2	99.1	+34.6
Finland	64.4	-5.0	69.9	+8.4	71.7	+2.7	125.1	+74.3
Belarus	70.6	+31.1	77.9	+10.4	98.0	+25.7	98.8	+0.9
ROW + SD*	85.8	-5.8	108.9	+26.9	103.6	-4.9	93.0	-10.3
Total	93.9	-1.0	92.9	-1.1	96.0	+3.4	113.0	+17.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Korea (Republic of)**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

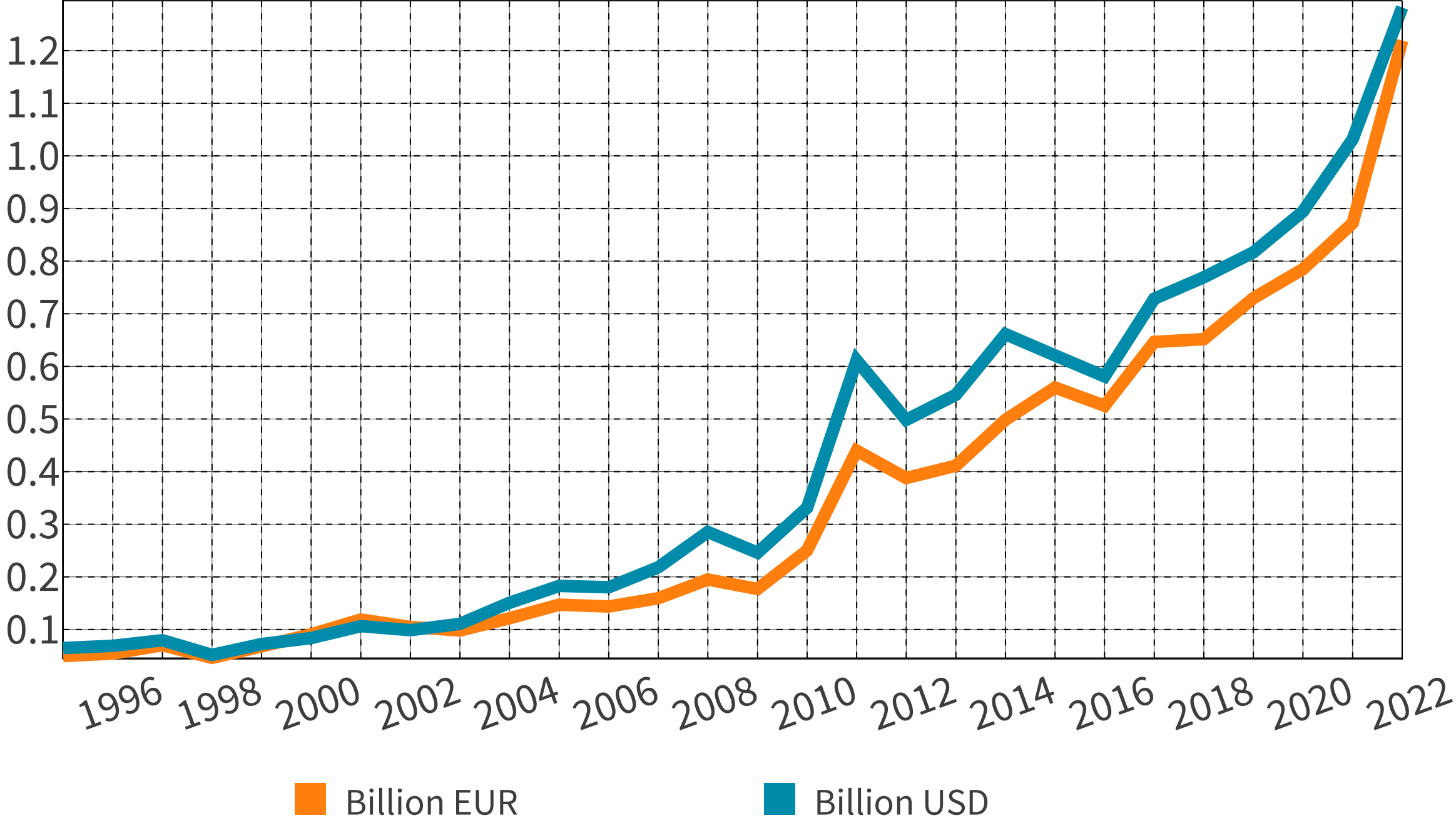
EXPORT 
PLANNING

**Import value
(2022)****1.2** billion EUR**1.3** billion USD**Average prices of
imports (2022)****4.16** EUR/kg**4.37** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+16.6%**CAGR in 2009-2022: **+11.3%**CAGR in 2023-2026: **+8.3%**

Market Dynamics

Value of Imports

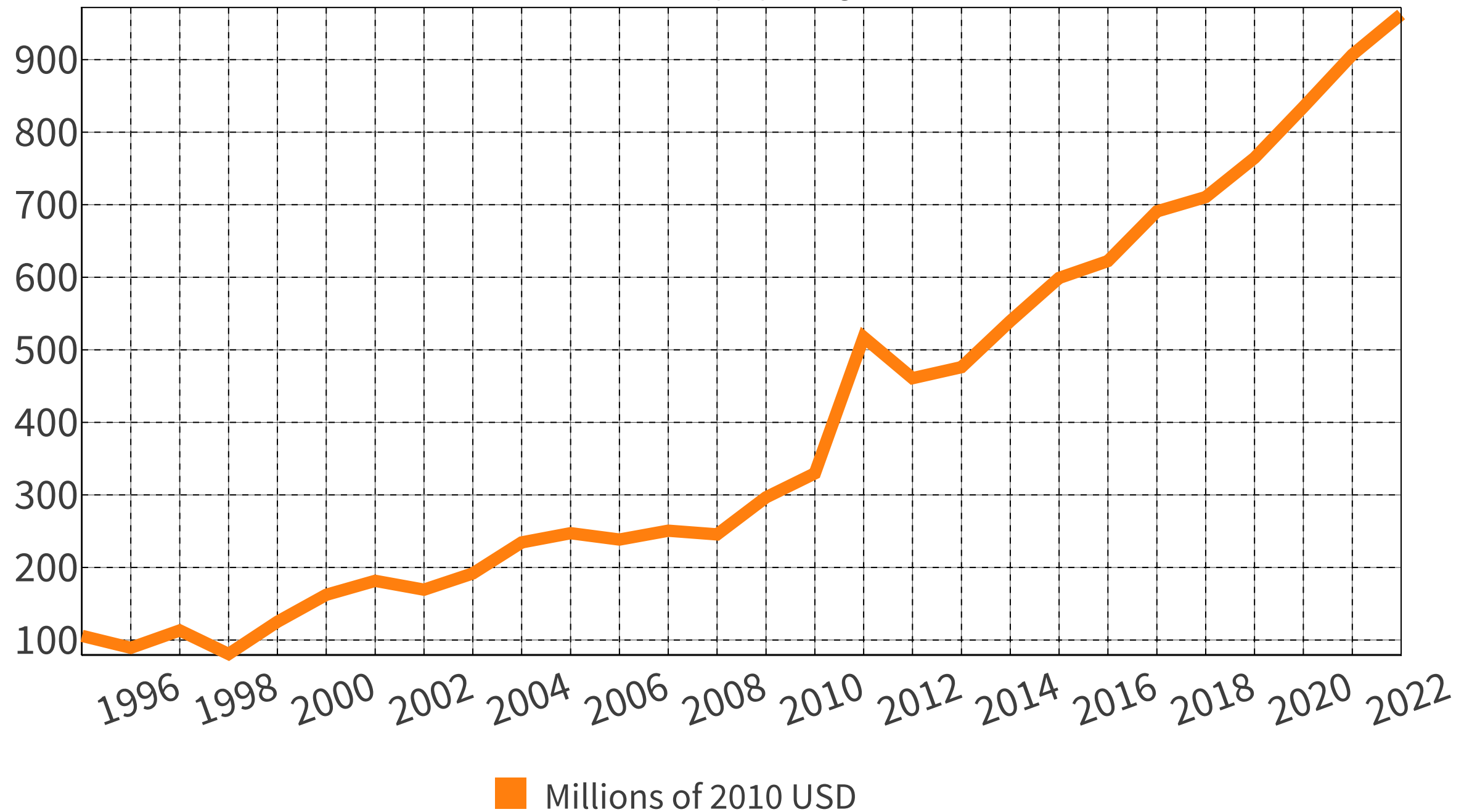
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Market Dynamics

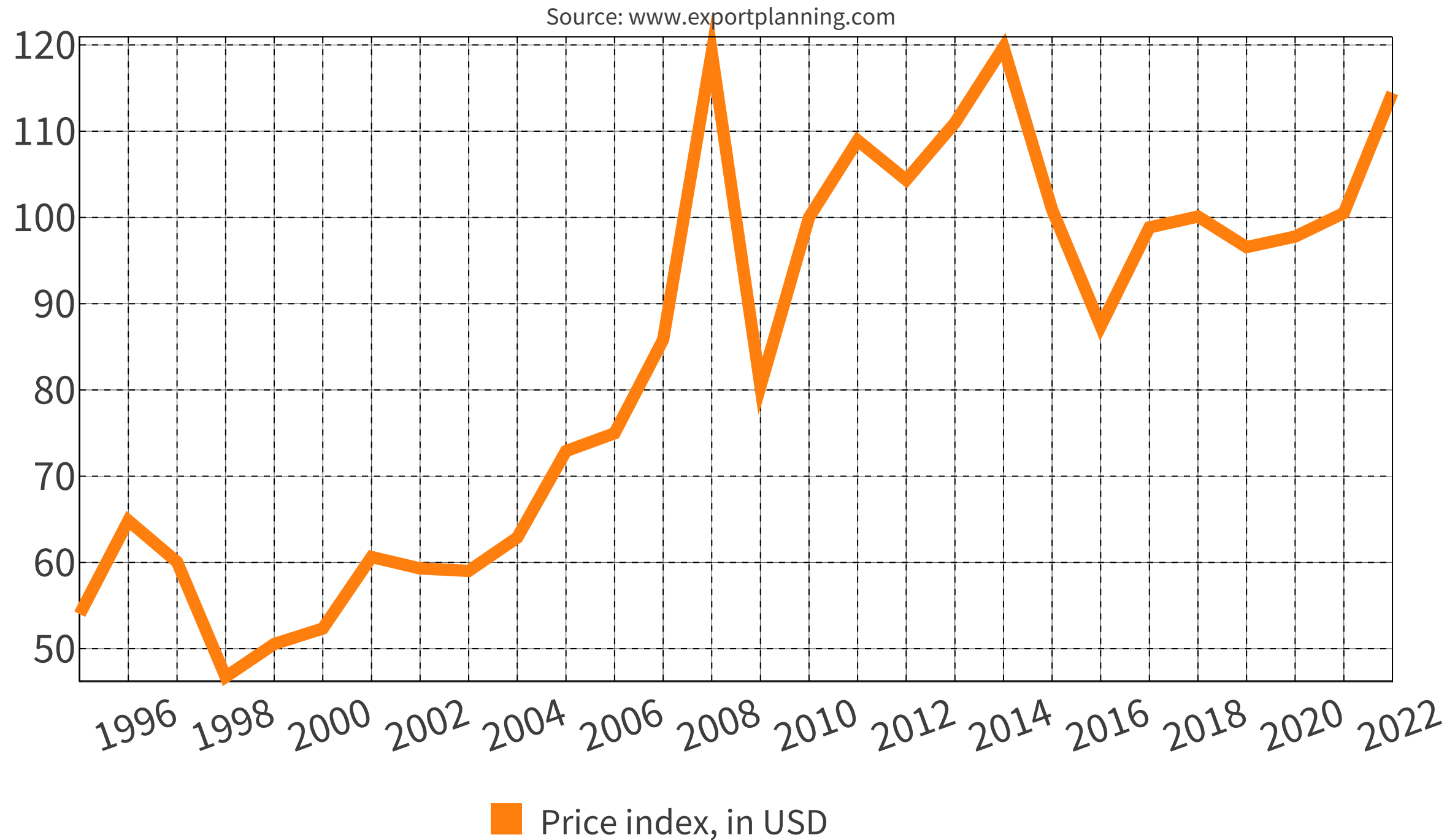
Quantity of Imports at constant prices

Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	151	36.1	234.5	22.3	64.3	11.3
2005	183	21.3	247.2	5.4	74.0	15.0
2006	180	-1.4	238.5	-3.5	75.6	2.2
2007	218	21.1	250.7	5.1	87.1	15.2
2008	285	30.7	245.6	-2.0	116.2	33.5
2009	246	-13.8	296.7	20.8	82.9	-28.7
2010	331	34.7	329.7	11.1	100.5	21.2
2011	612	84.6	517.3	56.9	118.2	17.6
2012	498	-18.5	460.9	-10.9	108.1	-8.5
2013	546	9.6	476.1	3.3	114.7	6.1
2014	661	21.1	539.6	13.3	122.6	6.9
2015	621	-6.1	599.1	11.0	103.6	-15.4
2016	581	-6.4	622.4	3.9	93.3	-9.9
2017	729	25.4	690.8	11.0	105.5	13.0
2018	769	5.6	710.6	2.9	108.3	2.6
2019	817	6.2	764.5	7.6	106.8	-1.3
2020	894	9.5	834.6	9.2	107.2	0.3
2021	1 032	15.4	906.8	8.6	113.8	6.2
2022	1 282	24.3	962.2	6.1	133.2	17.1

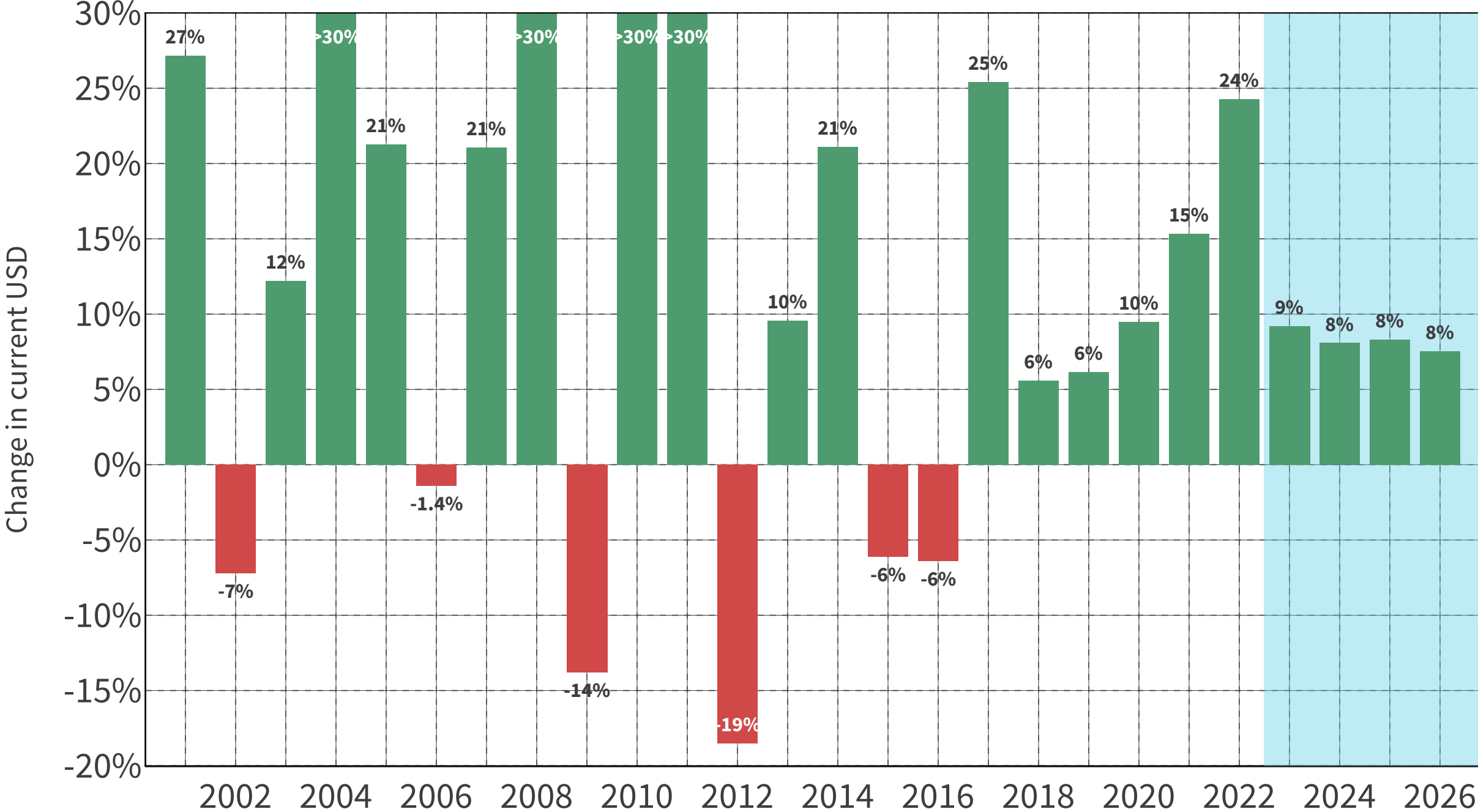
Source: www.exportplanning.com



Market Prospects

Imports Forecast

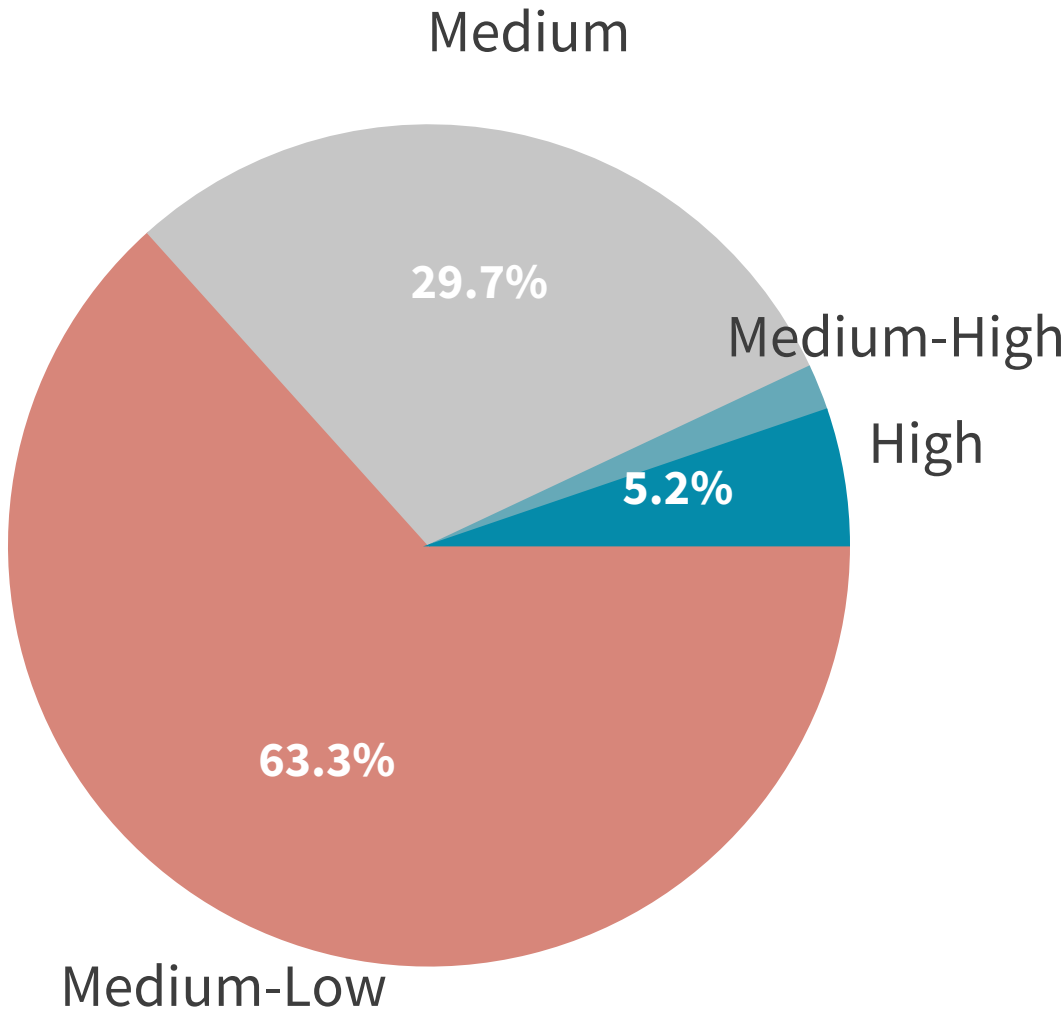
Source: www.exportplanning.com



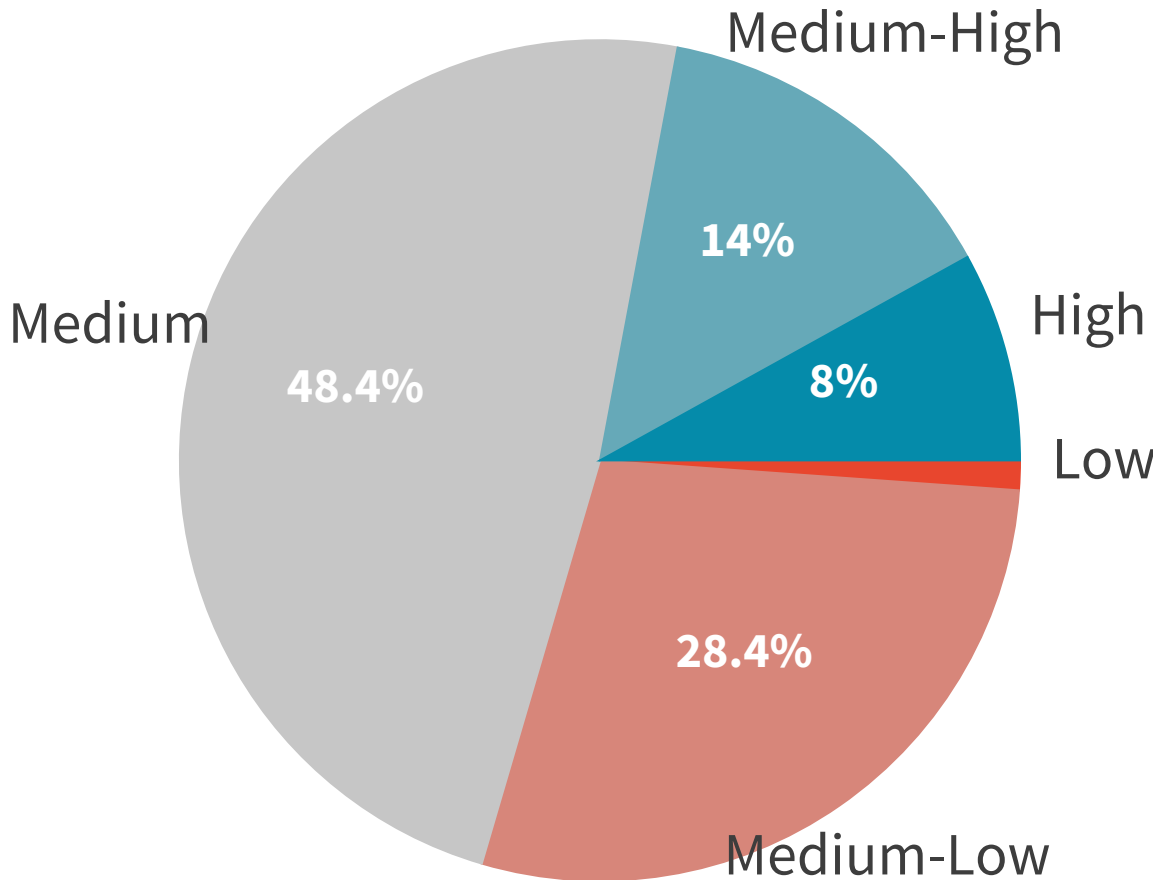
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



Year 2022



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
USA	11.5	12.1	63.7	20.7	420	31.5	363	21.7
New Zealand	27.3	28.7	92.0	29.9	224	16.8	365	21.8
France	3.0	3.2	16.1	5.2	132	9.9	159	9.5
Italy	0.3	0.3	5.7	1.9	120	9.0	152	9.1
Germany	0.3	0.3	8.9	2.9	116	8.7	181	10.8
Netherlands	1.4	1.5	8.6	2.8	81	6.1	120	7.2
Australia	41.1	43.3	68.3	22.2	74	5.6	67	4.0
Denmark	2.3	2.4	4.2	1.4	49	3.7	88	5.3
Belgium	0.3	0.3	2.3	0.7	27	2.0	48	2.8
Poland	0.6	0.6	0.2	0.1	24	1.8	49	2.9
Spain	<0.1	<0.1	<0.1	<0.1	15	1.1	16	0.9
UK	0.1	0.1	0.6	0.2	9	0.7	8	0.5
Chile	<0.1	<0.1	0.3	0.1	8	0.6	7	0.4
Lithuania	<0.1	<0.1	<0.1	<0.1	8	0.6	2	0.1
Ireland	<0.1	<0.1	0.1	<0.1	6	0.4	19	1.1
Austria	<0.1	<0.1	0.9	0.3	5	0.4	9	0.5
Greece	<0.1	<0.1	<0.1	<0.1	3	0.2	6	0.3
Japan	0.1	0.2	0.6	0.2	3	0.2	4	0.3
Switzerland	0.2	0.2	4.8	1.6	2	0.2	2	0.1
Croatia	<0.1	<0.1	<0.1	<0.1	1	0.1	<1	<0.1
ROW + SD*	-5.0	.	7.9	.	-45	.	98	.
Total	83.7	100.0	285.3	100.0	1 282	100.0	1 762	100.0

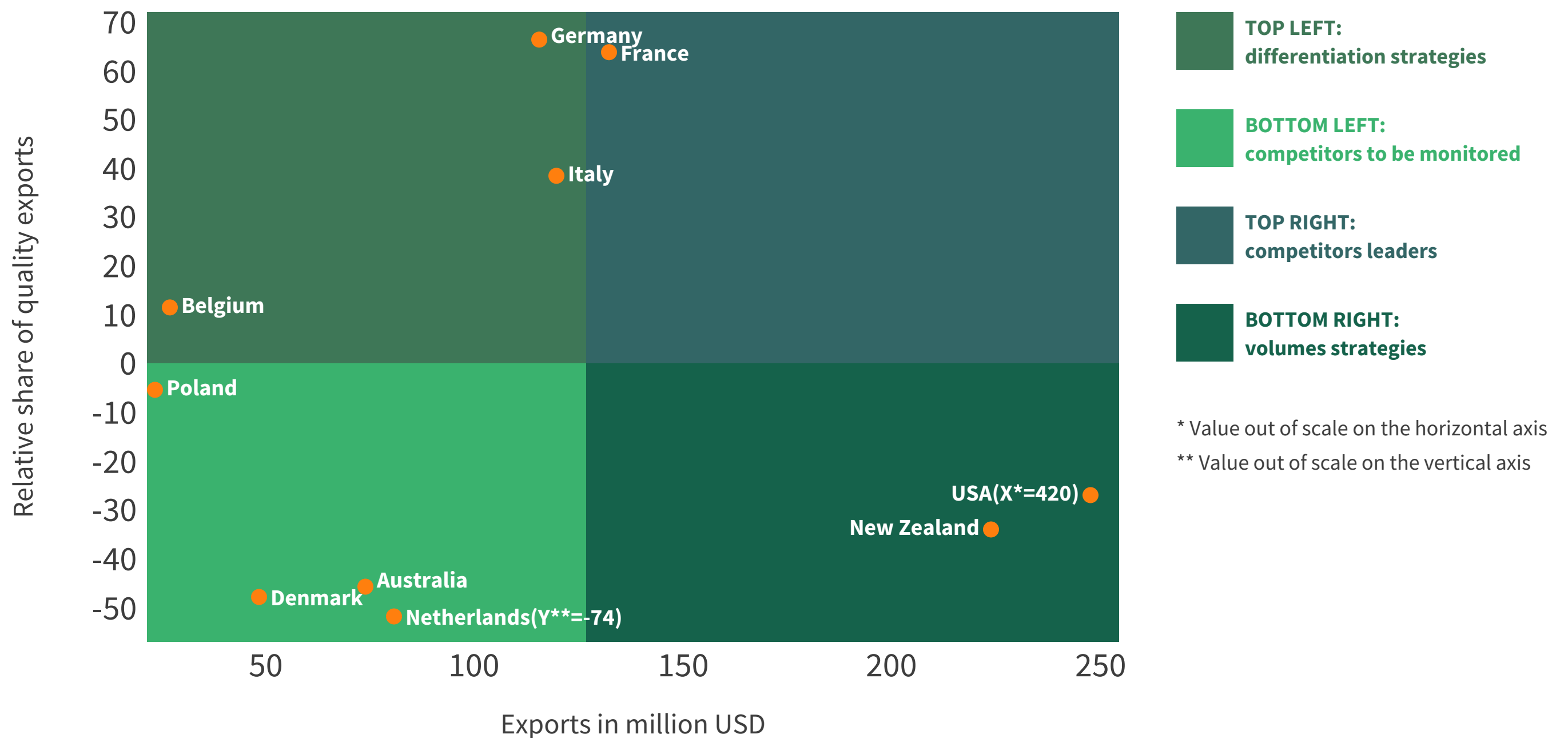
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

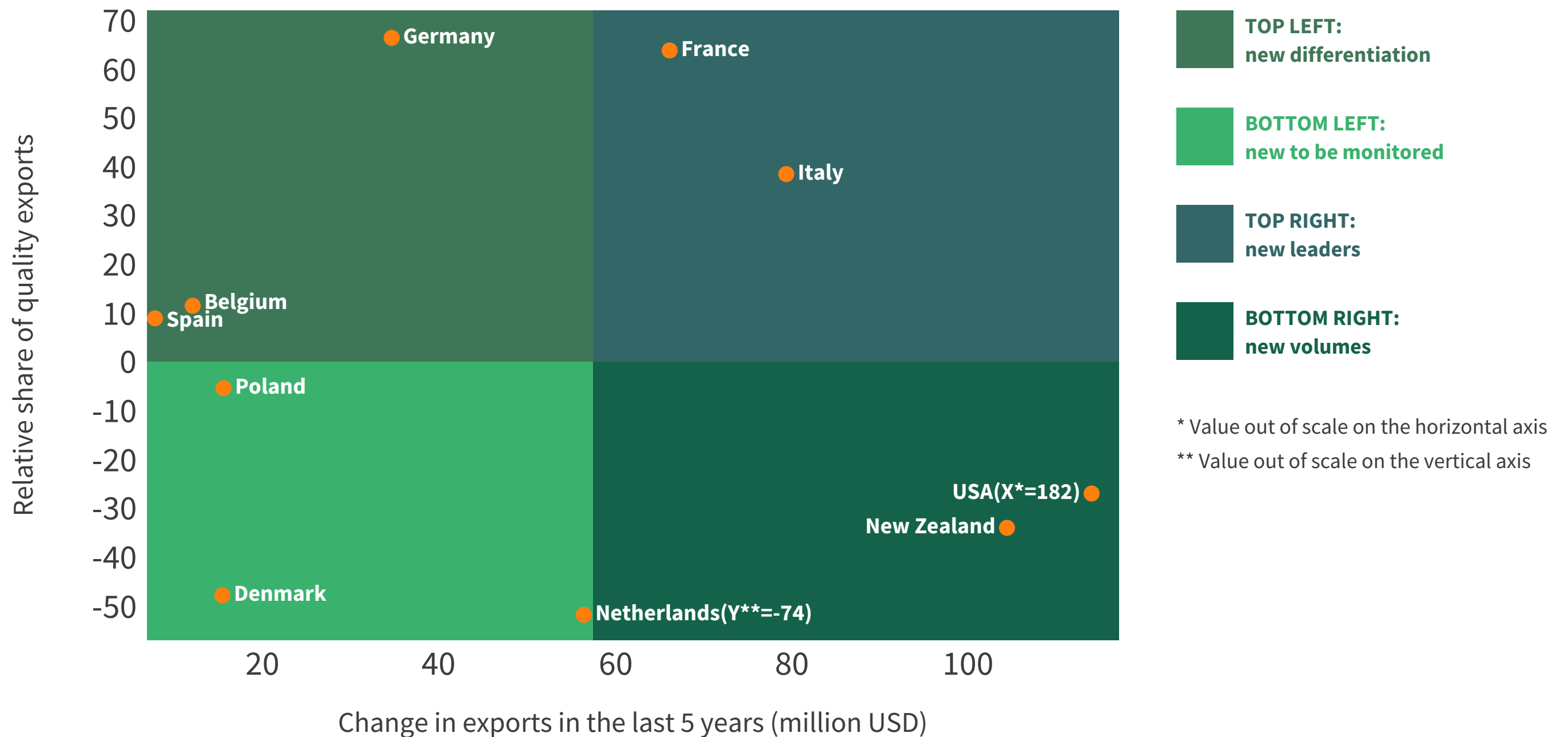
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	284.7	+14.6	285.2	+0.2	326	+14.3	413	+26.8
New Zealand	136.2	-5.8	151.1	+11.0	173	+14.8	219	+26.1
France	99.0	+12.7	102.6	+3.6	139	+35.5	136	-2.2
Italy	53.6	+11.2	65.1	+21.4	83	+27.7	115	+38.9
Germany	67.1	+3.6	83.1	+23.8	87	+4.3	116	+33.4
Netherlands	20.4	+8.4	27.3	+33.8	55	+103.1	61	+10.9
Australia	53.6	-14.5	51.2	-4.5	60	+16.5	70	+16.6
Denmark	30.2	+22.6	47.6	+57.6	41	-13.4	41	-0.1
Belgium	17.8	+11.1	17.4	-2.1	11	-35.7	18	+60.4
Poland	9.8	+81.4	13.7	+40.1	18	+33.7	27	+50.1
Spain	9.0	+9.2	8.7	-3.0	8	-6.1	15	+78.2
UK	5.8	-11.3	6.1	+6.3	8	+27.7	9	+12.1
Chile	3.6	+54.9	3.6	+1.5	1	-59.9	8	+437.2
Lithuania	3.2	-61.1	6.6	+105.6	5	-25.2	7	+48.7
Ireland	1.7	+83.5	0.8	-51.5	1	+66.4	5	+235.9
Austria	12.6	+2.6	15.7	+25.0	5	-69.4	9	+79.0
Greece	0.7	+19.7	1.1	+59.4	2	+119.5	5	+88.9
Japan	0.8	+7.7	0.2	-73.1	1	+289.6	3	+264.6
Switzerland	1.8	-0.4	1.6	-10.6	2	+17.4	2	+22.4
Croatia	<0.1	.	<0.1	-18.6	<1	-56.7	.	.
Rest of the world	5.2	-15.4	5.6	+8.3	4	-26.9	3	-21.1
Total	816.7	+6.2	894.3	+9.5	1 032	+15.4	1 282	+24.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	270.9	+9.2	295.9	+9.2	319	+7.9	428	+34.0
New Zealand	153.2	+9.1	155.5	+1.5	274	+75.9	229	-16.4
France	85.1	+5.6	97.8	+14.9	122	+24.9	128	+4.4
Italy	49.8	+13.1	57.0	+14.5	79	+38.0	119	+51.0
Germany	71.1	+20.4	81.4	+14.5	74	-8.7	116	+56.4
Netherlands	35.2	-7.7	52.6	+49.6	79	+49.9	103	+31.2
Australia	50.2	-25.4	47.4	-5.5	64	+35.2	79	+23.3
Denmark	32.8	+20.1	47.3	+44.1	40	-14.7	57	+42.3
Belgium	28.0	+17.1	25.9	-7.6	21	-19.3	38	+81.4
Poland	5.6	+70.8	7.6	+35.4	15	+95.1	20	+32.7
Spain	8.2	+4.4	9.0	+9.5	6	-33.7	15	+154.8
UK	3.7	-33.9	5.0	+34.4	6	+21.5	8	+25.6
Chile	3.7	+27.1	2.8	-25.0	2	-21.9	9	+317.4
Lithuania	4.4	+11.7	5.7	+29.5	4	-24.1	9	+99.8
Ireland	1.1	-34.7	1.9	+69.5	1	-21.9	8	+422.8
Austria	3.6	+864.7	2.0	-43.9	1	-43.2	1	-16.7
Greece	0.4	+42.7	0.5	+16.2	1	+137.9	2	+43.0
Japan	0.5	+14.9	0.2	-61.7	1	+649.7	3	+106.8
Switzerland	1.6	+13.6	1.4	-10.6	2	+12.2	2	+40.5
Croatia	0.3	.	0.3	+9.0	<1	+5.4	1	+199.0
Rest of the world	8.7	+13.8	8.3	-4.2	8	+0.5	4	-53.9
Total	818.0	+7.1	905.5	+10.7	1 121	+23.8	1 377	+22.9
Total of 2022 sample	816.2	+7.0	904.3	+10.8	1 119	+23.8	1 377	+23.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	281.6	+12.3	293.4	+4.2	327	+11.4	420	+28.6
New Zealand	144.1	=	153.3	+6.4	226	+47.6	224	-1.0
France	92.7	+9.3	100.5	+8.4	131	+30.7	132	+0.8
Italy	52.2	+12.8	61.3	+17.6	81	+32.4	120	+47.5
Germany	69.2	+11.4	82.3	+18.9	81	-1.9	116	+43.5
Netherlands	27.2	-1.7	39.5	+45.5	66	+67.2	81	+22.2
Australia	52.0	-19.9	49.1	-5.6	61	+24.6	74	+21.1
Denmark	31.4	+21.4	47.5	+51.2	41	-14.1	49	+19.5
Belgium	22.4	+14.5	21.4	-4.9	16	-27.2	27	+74.8
Poland	7.8	+73.5	10.6	+36.9	17	+56.8	24	+41.4
Spain	8.6	+7.1	8.8	+2.3	7	-19.1	15	+105.4
UK	4.8	-22.0	5.6	+17.3	7	+27.2	9	+29.0
Chile	3.6	+40.8	3.3	-10.7	2	-45.3	8	+371.4
Lithuania	3.7	-41.3	6.2	+66.5	5	-24.9	8	+69.8
Ireland	1.6	+18.1	1.5	-5.4	2	+23.8	6	+205.0
Austria	8.5	-31.5	9.4	+11.2	3	-66.6	5	+60.7
Greece	0.6	+22.3	0.8	+45.5	2	+119.8	3	+70.0
Japan	0.7	+9.1	0.2	-66.4	1	+378.1	3	+179.8
Switzerland	1.7	+4.7	1.5	-11.4	2	+16.3	2	+30.4
Croatia	0.3	.	0.3	+9.0	<1	-48.5	1	+511.8
ROW + SD*	2.1	-410.7	-2.3	-210.2	-46	+1 862.5	-45	-1.2
Total	816.7	+6.2	894.3	+9.5	1 032	+15.4	1 282	+24.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	413	+26.8	428	+34.0	420	+28.6
New Zealand	219	+26.1	229	-16.4	224	-1.0
France	136	-2.2	128	+4.4	132	+0.8
Italy	115	+38.9	119	+51.0	120	+47.5
Germany	116	+33.4	116	+56.4	116	+43.5
Netherlands	61	+10.9	103	+31.2	81	+22.2
Australia	70	+16.6	79	+23.3	74	+21.1
Denmark	41	-0.1	57	+42.3	49	+19.5
Belgium	18	+60.4	38	+81.4	27	+74.8
Poland	27	+50.1	20	+32.7	24	+41.4
Spain	15	+78.2	15	+154.8	15	+105.4
UK	9	+12.1	8	+25.6	9	+29.0
Chile	8	+437.2	9	+317.4	8	+371.4
Lithuania	7	+48.7	9	+99.8	8	+69.8
Ireland	5	+235.9	8	+422.8	6	+205.0
Austria	9	+79.0	1	-16.7	5	+60.7
Greece	5	+88.9	2	+43.0	3	+70.0
Japan	3	+264.6	3	+106.8	3	+179.8
Switzerland	2	+22.4	2	+40.5	2	+30.4
Croatia	.	.	1	+199.0	1	+511.8
Rest of the world*	3	-21.1	4	-53.9	-45	-1.2
Total**	1 282	+24.2	1 377	+23.1	1 282	+24.3

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
USA	276.5	+12.3	288.9	+4.5	311.0	+7.6	345.4	+11.1
New Zealand	149.8	+2.3	163.2	+8.9	228.7	+40.2	201.2	-12.0
France	67.8	+11.4	69.2	+2.1	81.7	+17.9	70.9	-13.1
Italy	34.4	+27.1	40.9	+19.0	48.7	+18.9	62.6	+28.7
Germany	64.7	+11.6	76.8	+18.7	70.4	-8.3	72.4	+2.9
Netherlands	28.9	+0.3	42.7	+47.8	67.9	+59.1	68.8	+1.3
Australia	50.8	-21.1	46.1	-9.4	53.0	+15.0	58.4	+10.3
Denmark	29.1	+29.9	46.1	+58.5	36.5	-20.8	35.6	-2.6
Belgium	21.2	+20.0	19.2	-9.6	12.1	-36.8	17.8	+47.5
Poland	8.6	+108.5	11.8	+36.7	15.6	+32.4	20.2	+29.2
Spain	6.0	+25.0	6.5	+8.3	4.9	-25.1	8.7	+78.5
UK	3.4	-14.7	4.9	+46.6	5.5	+12.5	6.0	+7.9
Chile	4.8	+42.8	4.3	-10.0	2.3	-47.0	10.0	+338.2
Lithuania	3.9	-39.6	5.9	+51.3	4.1	-29.2	5.8	+40.5
Ireland	1.8	+2.7	1.6	-10.4	1.7	+3.2	4.5	+164.7
Austria	8.1	-34.0	8.8	+7.9	2.6	-70.8	2.5	-0.5
Greece	0.3	+19.5	0.4	+31.4	0.8	+109.9	2.0	+163.8
Japan	0.3	+16.6	0.1	-69.2	1.0	+960.7	2.1	+110.0
Switzerland	0.8	=	0.7	-14.1	0.8	+12.1	1.0	+19.5
Croatia	0.2	.	0.2	+9.5	0.1	-53.3	0.6	+650.4
ROW + SD*	3.2	+372.3	-3.6	-211.6	-42.5	+1 092.1	-34.3	-19.3
Total	764.5	+7.6	834.6	+9.2	906.8	+8.6	962.2	+6.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
USA	101.8	=	101.5	-0.3	105.1	+3.5	121.7	+15.8
New Zealand	96.2	-2.2	94.0	-2.3	99.0	+5.3	111.3	+12.5
France	136.6	-1.9	145.1	+6.2	160.8	+10.8	186.7	+16.1
Italy	151.8	-11.3	149.9	-1.2	166.9	+11.3	191.3	+14.6
Germany	106.9	-0.2	107.1	+0.2	114.7	+7.1	159.9	+39.4
Netherlands	94.1	-1.9	92.6	-1.5	97.3	+5.1	117.4	+20.6
Australia	102.4	+1.6	106.7	+4.2	115.5	+8.3	126.9	+9.9
Denmark	108.1	-6.6	103.1	-4.6	111.8	+8.4	137.2	+22.7
Belgium	105.9	-4.5	111.5	+5.2	128.5	+15.3	152.3	+18.5
Poland	89.7	-16.8	89.8	+0.1	106.4	+18.4	116.4	+9.4
Spain	143.8	-14.3	135.7	-5.6	146.5	+8.0	168.6	+15.0
UK	141.5	-8.6	113.2	-20.0	128.0	+13.0	153.0	+19.5
Chile	76.4	-1.4	75.9	-0.7	78.2	+3.1	84.1	+7.6
Lithuania	96.6	-2.9	106.3	+10.0	112.7	+6.0	136.3	+20.9
Ireland	88.8	+14.9	93.8	+5.6	112.5	+19.9	129.6	+15.2
Austria	104.2	+3.7	107.4	+3.0	123.1	+14.7	198.8	+61.5
Greece	211.8	+2.3	234.6	+10.8	245.7	+4.7	158.3	-35.6
Japan	224.3	-6.4	244.3	+8.9	110.1	-54.9	146.7	+33.2
Switzerland	203.4	+4.7	209.8	+3.2	217.5	+3.7	237.3	+9.1
Croatia	206.5	.	205.5	-0.5	226.3	+10.2	184.5	-18.5
ROW + SD*	66.2	-165.8	65.4	-1.2	107.6	+64.6	131.6	+22.3
Total	106.8	-1.3	107.2	+0.3	113.8	+6.2	133.2	+17.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Mexico**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

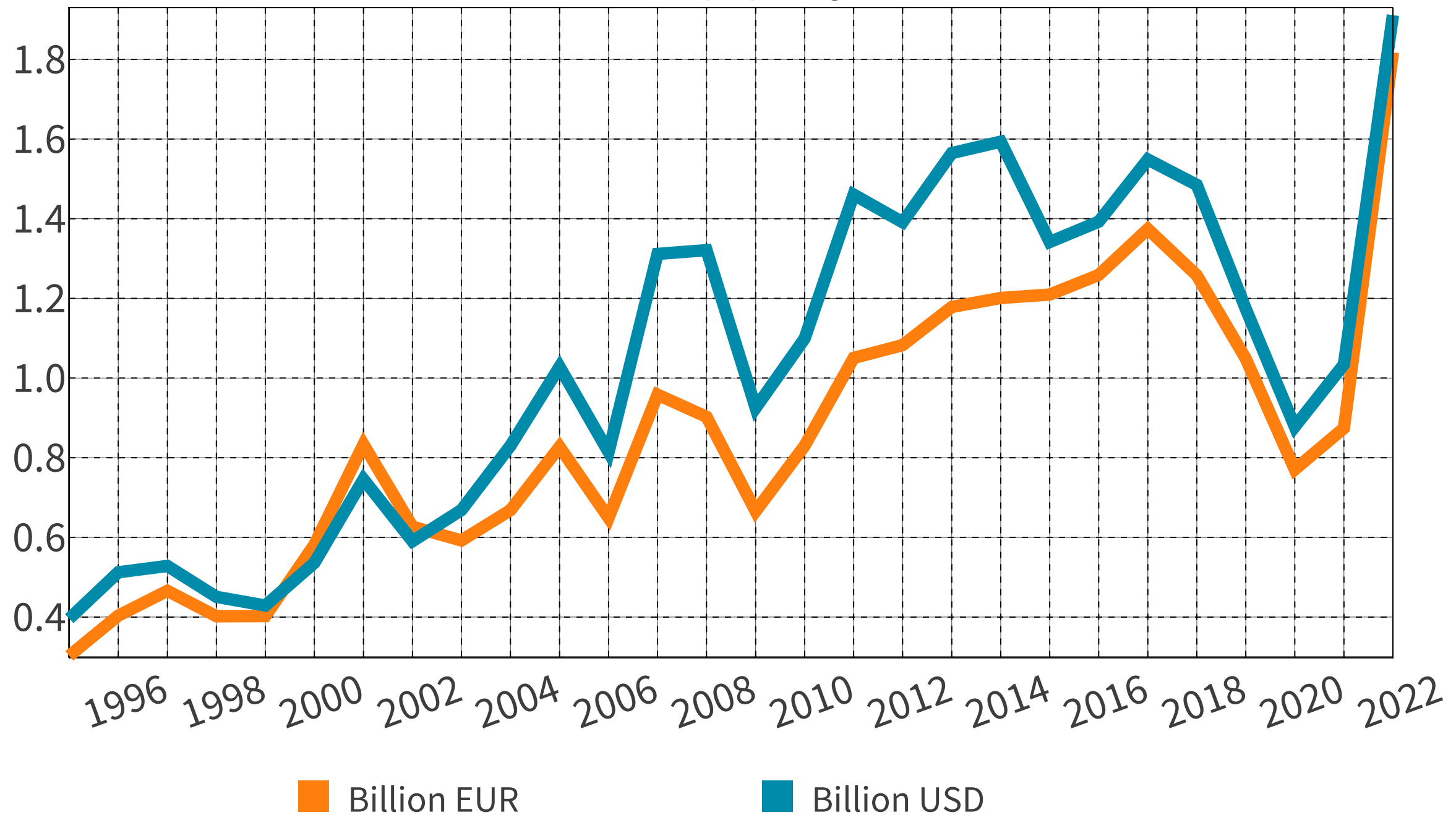
EXPORT 
PLANNING

**Import value
(2022)****1.8** billion EUR**1.9** billion USD**Average prices of
imports (2022)****3.79** EUR/kg**3.99** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+11.9%**CAGR in 2009-2022: **+2.7%**CAGR in 2023-2026: **+3.1%**

Market Dynamics

Value of Imports

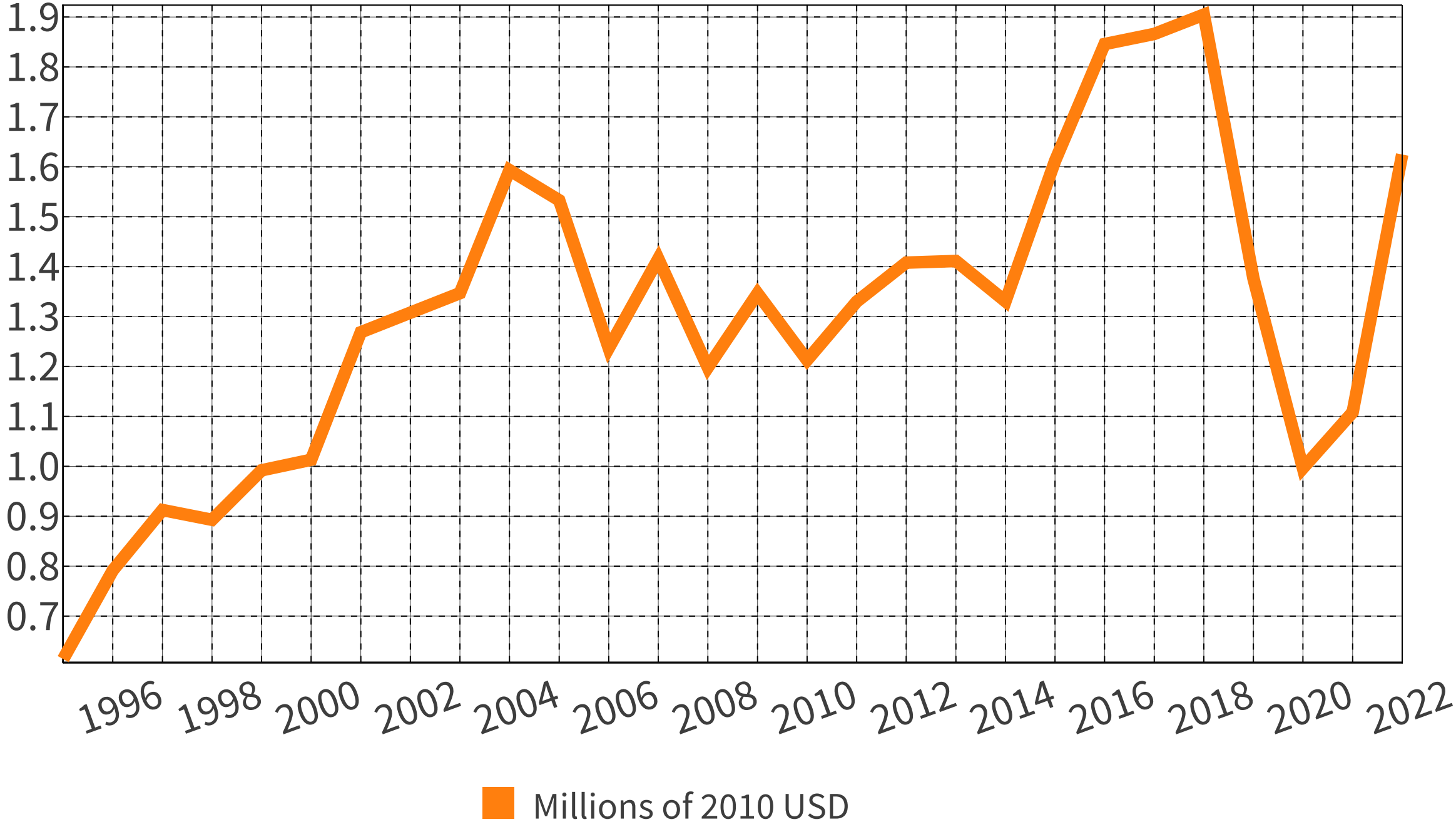
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

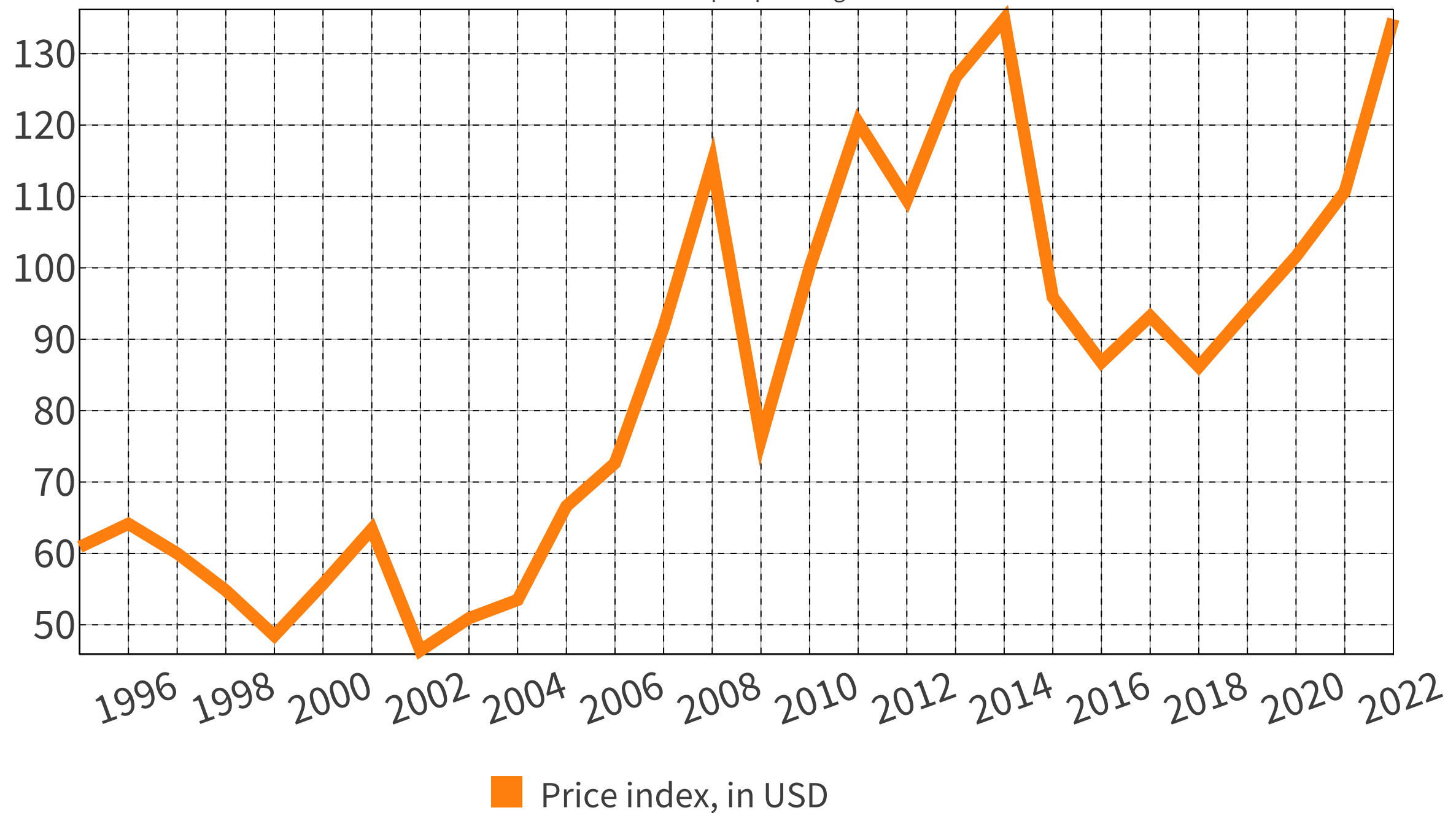
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	830	24.1	1 593	18.3	52.1	4.9
2005	1 028	23.9	1 533	-3.8	67.1	28.7
2006	814	-20.8	1 237	-19.3	65.8	-1.8
2007	1 312	61.1	1 416	14.5	92.7	40.7
2008	1 321	0.7	1 198	-15.4	110.3	19.0
2009	925	-30.0	1 346	12.4	68.7	-37.7
2010	1 099	18.8	1 213	-9.9	90.6	31.9
2011	1 461	32.9	1 330	9.6	109.8	21.2
2012	1 391	-4.8	1 408	5.9	98.8	-10.0
2013	1 565	12.5	1 411	0.2	110.9	12.2
2014	1 593	1.8	1 331	-5.7	119.8	8.0
2015	1 342	-15.8	1 611	21.1	83.2	-30.5
2016	1 393	3.8	1 846	14.5	75.4	-9.4
2017	1 549	11.2	1 866	1.1	83.0	10.0
2018	1 485	-4.1	1 905	2.1	78.0	-6.1
2019	1 173	-21.0	1 377	-27.7	85.2	9.3
2020	878	-25.2	996	-27.6	88.1	3.4
2021	1 034	17.8	1 108	11.2	93.3	5.9
2022	1 911	84.8	1 625	46.6	117.6	26.1

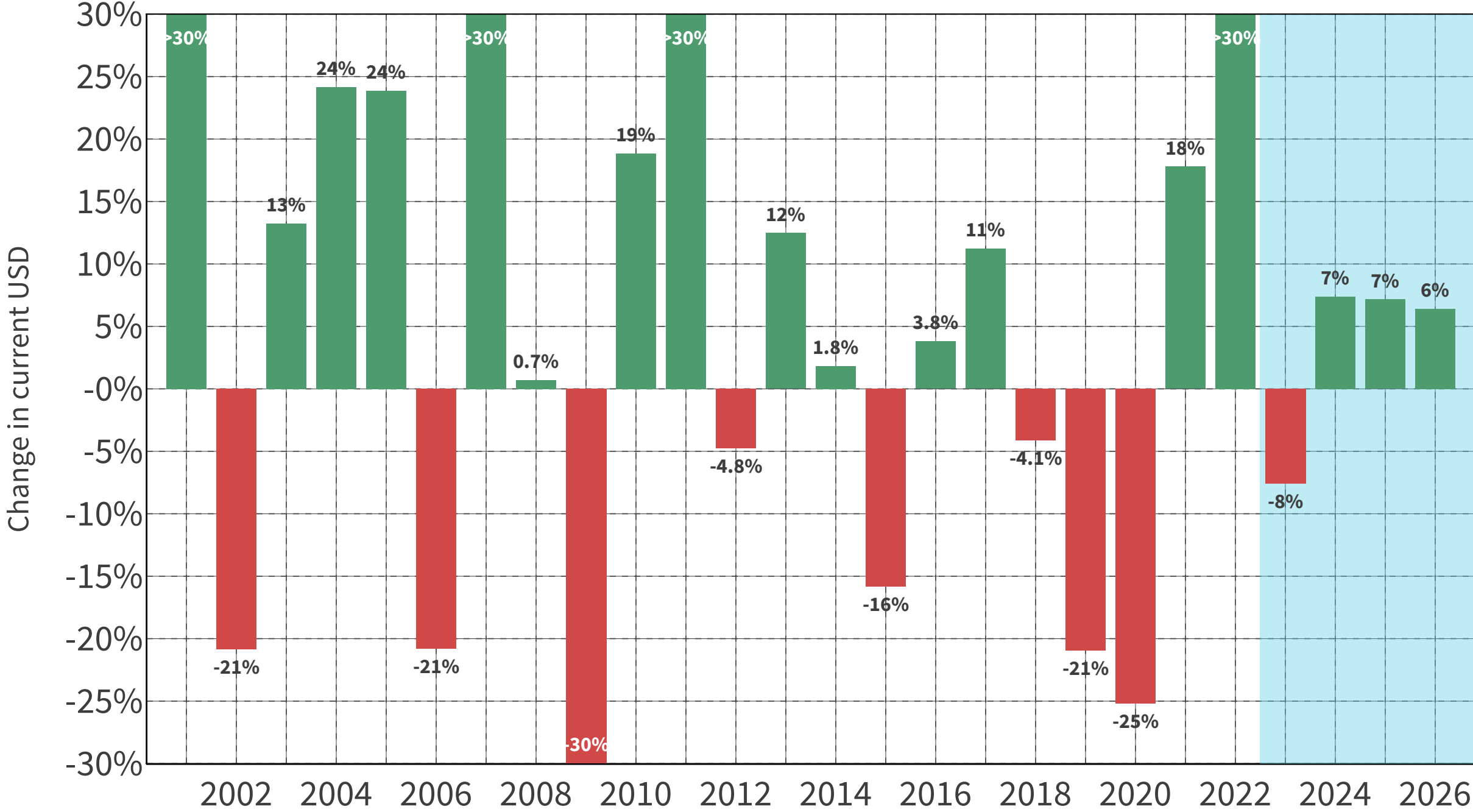
Source: www.exportplanning.com



Market Prospects

Imports Forecast

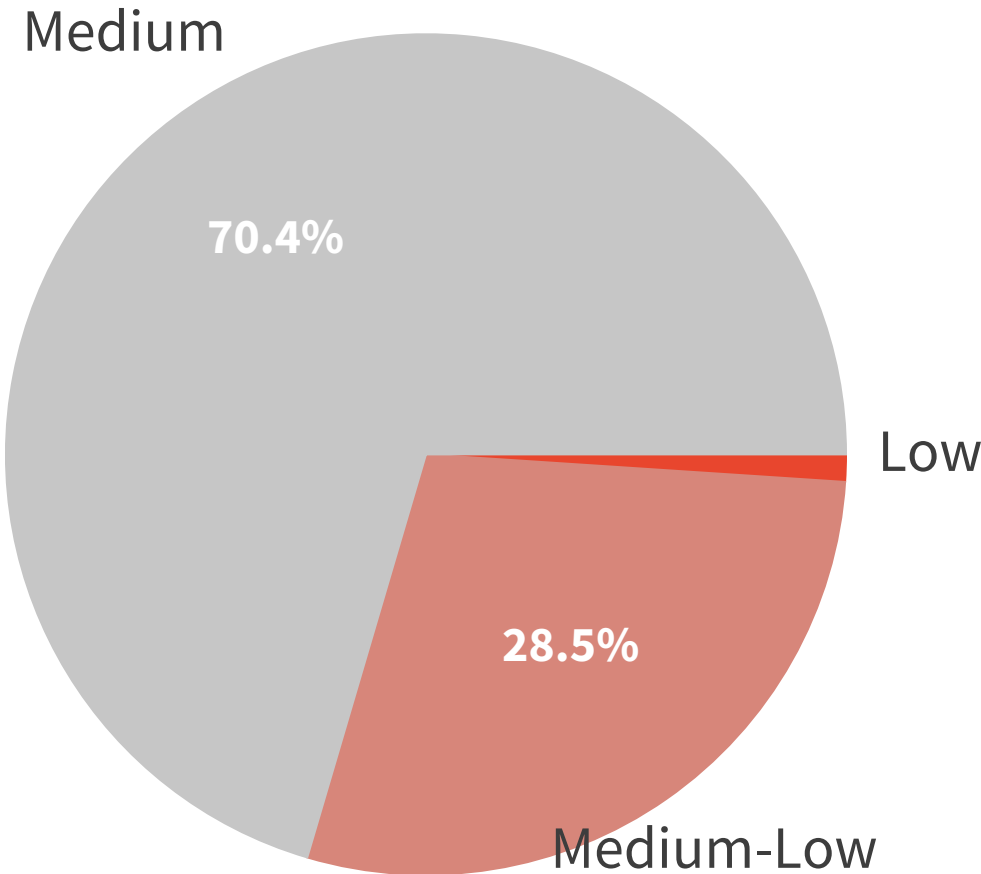
Source: www.exportplanning.com



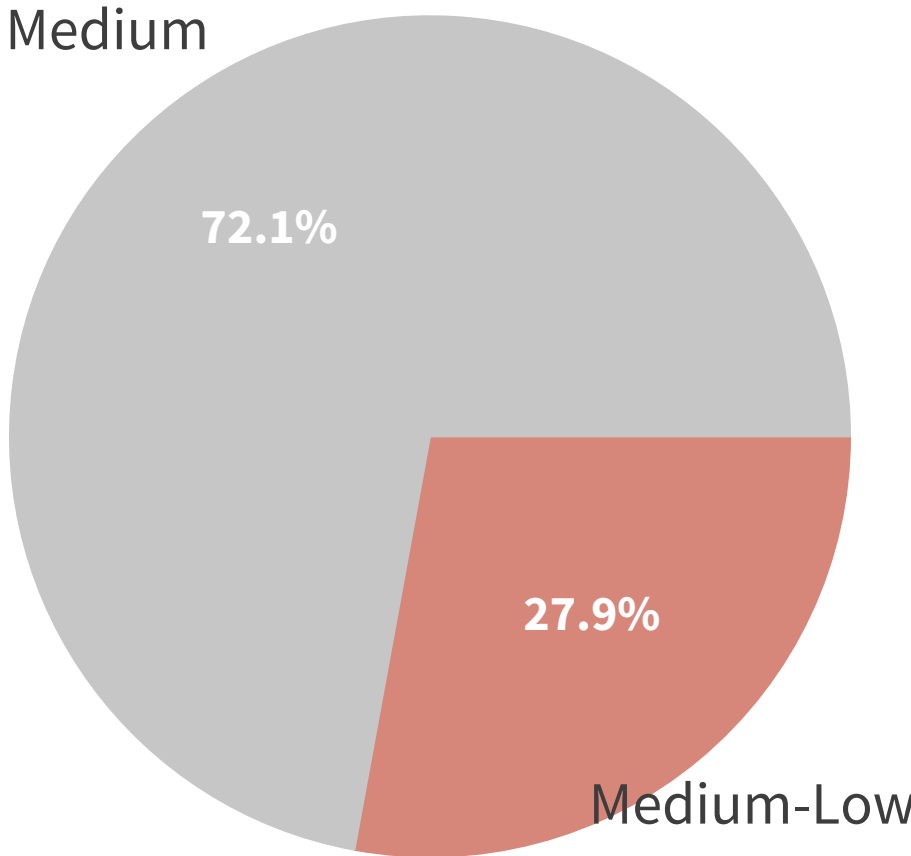
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



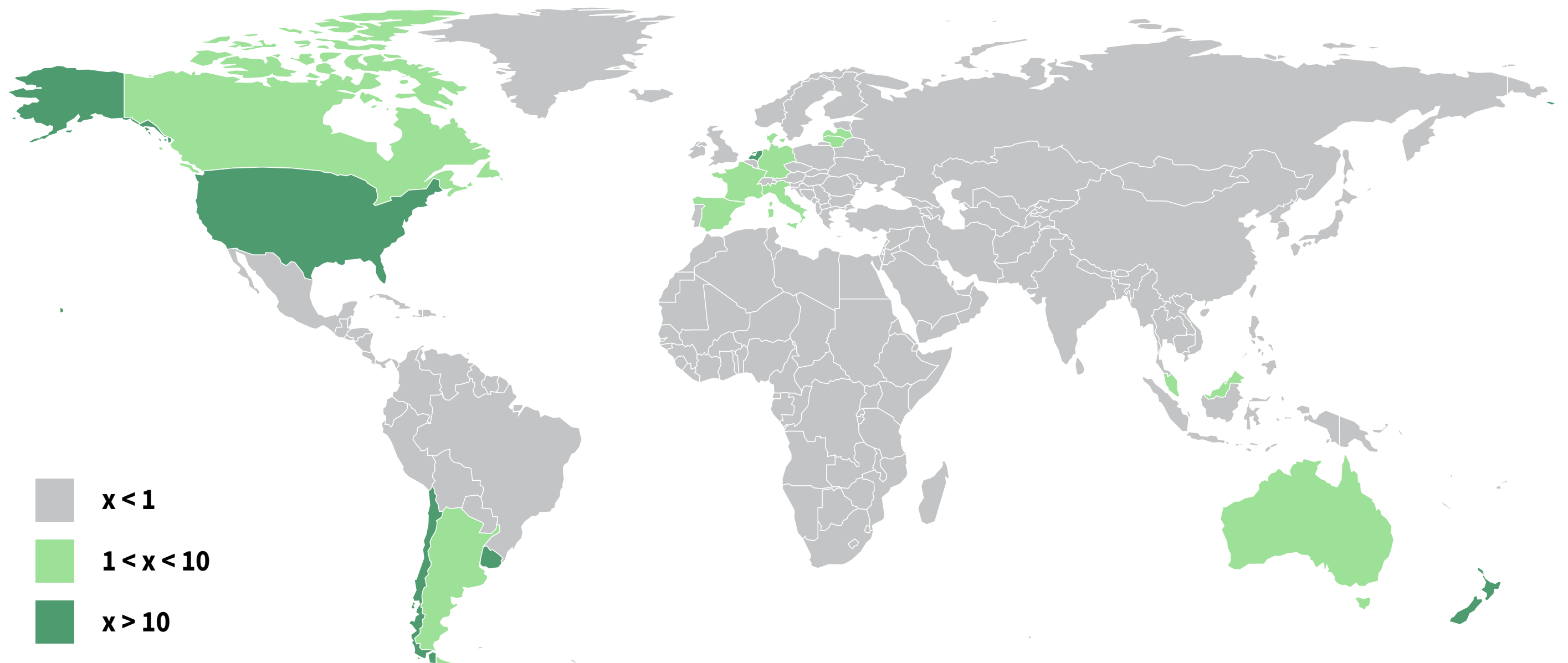
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
USA	119.1	23.8	720	59.0	1 977	87.7	2 354	83.2
New Zealand	78.0	15.6	229	18.8	132	5.8	286	10.1
Netherlands	29.1	5.8	31	2.6	37	1.6	78	2.8
Chile	9.3	1.9	82	6.7	27	1.2	28	1.0
Uruguay	19.9	4.0	105	8.6	27	1.2	<1	<0.1
Germany	52.9	10.6	4	0.3	7	0.3	14	0.5
Italy	0.3	0.1	2	0.1	7	0.3	12	0.4
France	6.3	1.3	2	0.2	6	0.3	4	0.1
Argentina	18.7	3.7	11	0.9	6	0.3	<1	<0.1
Spain	2.9	0.6	2	0.2	6	0.3	9	0.3
Denmark	2.3	0.5	3	0.2	3	0.2	5	0.2
Australia	28.1	5.6	6	0.5	3	0.1	3	0.1
Lithuania	<0.1	<0.1	<1	<0.1	3	0.1	2	0.1
Malaysia	<0.1	<0.1	<1	<0.1	3	0.1	3	0.1
Canada	27.0	5.4	1	0.1	3	0.1	3	0.1
Latvia	<0.1	<0.1	<1	<0.1	1	0.1	1	<0.1
Switzerland	2.7	0.5	1	0.1	1	<0.1	<1	<0.1
Ireland	19.8	4.0	3	0.2	1	<0.1	7	0.2
Austria	0.2	<0.1	1	0.1	<1	<0.1	1	<0.1
Belgium	19.6	3.9	13	1.1	<1	<0.1	2	0.1
ROW + SD*	99.7	.	105	.	- 339	.	- 651	.
Total	535.9	100.0	1 321	100.0	1 911	100.0	2 162	100.0

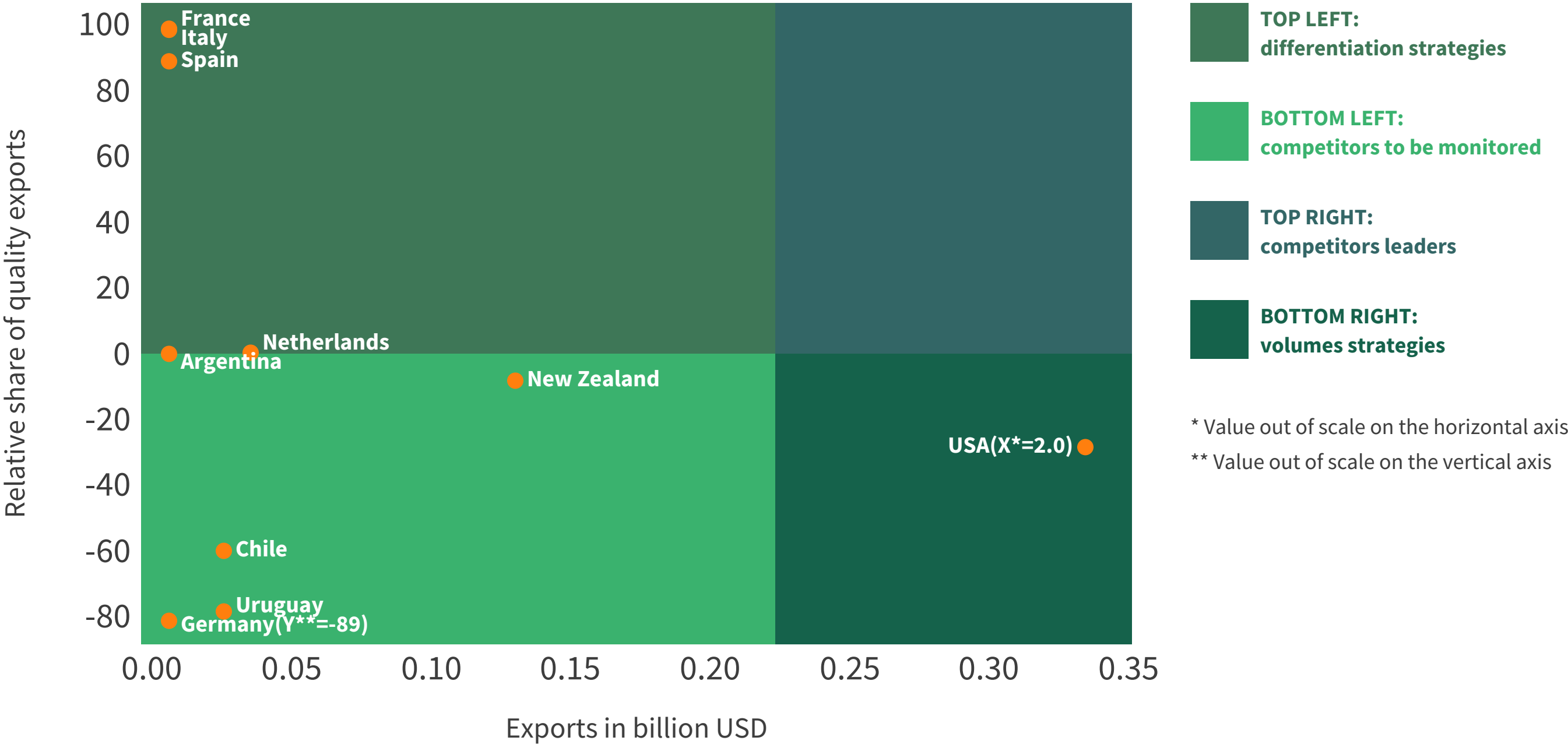
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

Source: www.exportplanning.com



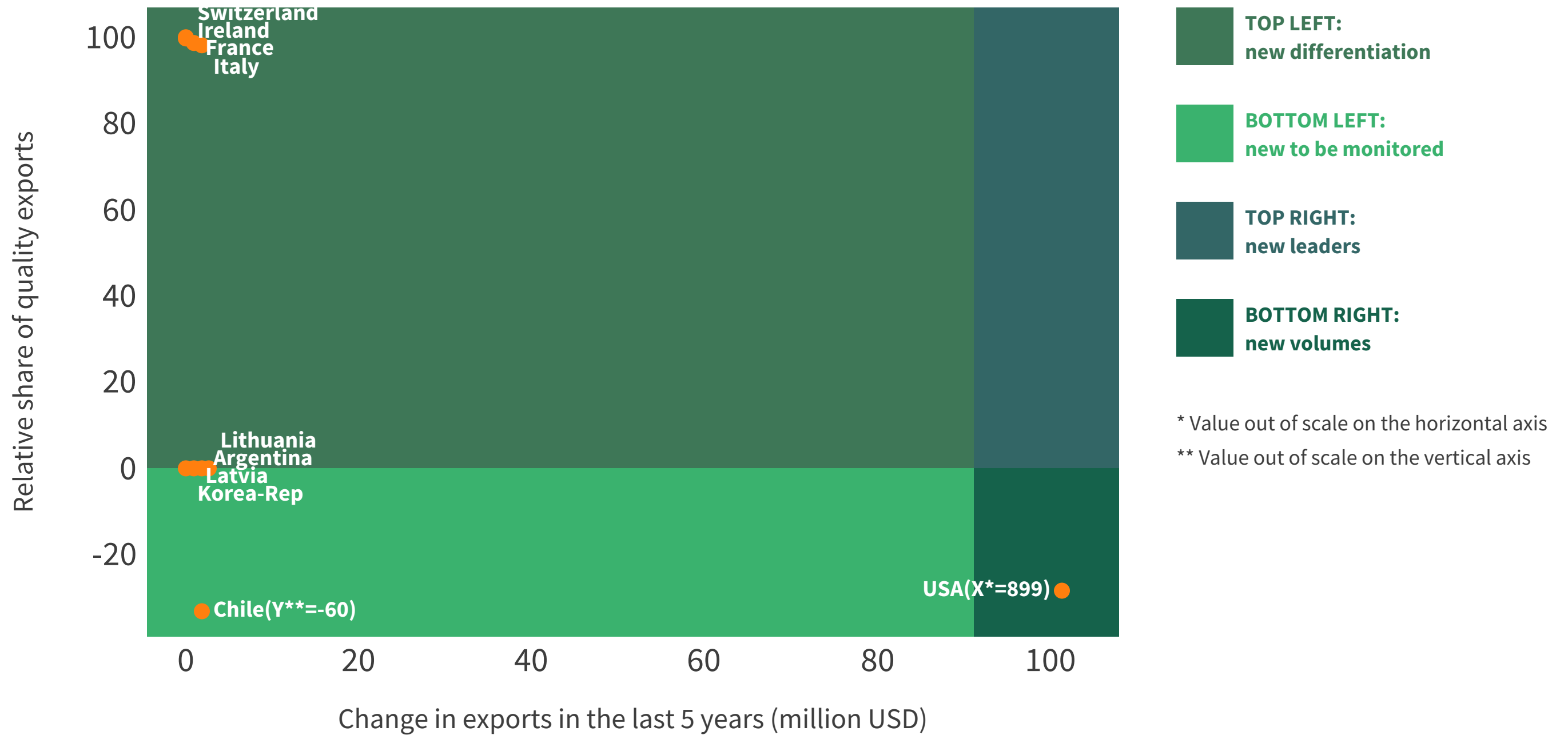
* Value out of scale on the horizontal axis
** Value out of scale on the vertical axis



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	989	-15.9	814.6	-17.6	943.0	+15.8	1 743	+84.8
New Zealand	12	-91.5	29.5	+136.8	19.5	-33.9	52	+168.2
Netherlands	.	.	.	.	5.1	.	13	+158.5
Chile	5	-70.6	6.6	+22.1	9.2	+39.7	14	+55.2
Uruguay	7	-83.6	4.7	-36.3	4.4	-5.2	.	.
Germany	1	-92.3	0.3	-53.6	2.2	+762.1	.	.
Italy	4	-25.7	1.7	-50.9	5.6	+221.8	.	.
France	3	-40.1	2.3	-31.8	2.8	+21.4	5	+60.8
Argentina	.	.	.	.	.	.	2	.
Spain	3	-26.4	4.1	+21.7	3.3	-19.3	4	+12.5
Denmark	1	-78.5	0.3	-67.6	0.4	+11.0	2	+358.3
Australia	.	.	.	.	.	.	.	.
Lithuania	<1	+1 193.9	.	.	1.6	.	2	+48.1
Malaysia	<1	-51.8	0.4	+82.4	0.2	-38.2	.	.
Canada	1	-88.2	0.1	-87.4	0.3	+143.2	1	+131.7
Latvia	.	.	.	.	.	.	.	.
Switzerland	.	.	.	.	.	.	.	.
Ireland	.	.	.	.	.	.	.	.
Austria	.	.	.	.	.	.	.	.
Belgium	.	.	.	.	.	.	.	.
Rest of the world	<1	-97.2	0.2	+3.5	0.3	+44.4	5	+1 404.7
Total	1 027	-30.8	864.8	-15.8	997.9	+15.4	1 842	+84.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	1 295	+10.7	1 222	-5.7	1 532	+25.4	2 118	+38.2
New Zealand	136	-1.7	102	-24.9	176	+72.2	182	+3.3
Netherlands	48	+0.9	37	-23.3	43	+17.7	52	+19.9
Chile	19	+3.7	19	+4.3	22	+14.8	30	+32.4
Uruguay	28	-35.8	20	-29.9	27	+36.1	27	-0.5
Germany	6	+89.2	3	-41.2	14	+334.1	7	-48.2
Italy	5	+20.9	3	-33.1	6	+77.4	7	+13.1
France	19	+251.7	7	-63.6	6	-12.2	7	+23.5
Argentina	<1	-97.1	<1	-19.0	.	.	9	.
Spain	41	+714.5	4	-89.5	5	+27.9	7	+34.4
Denmark	3	-7.1	3	-12.1	4	+21.7	4	+3.9
Australia	4	+432.8	1	-73.1	8	+668.0	3	-55.9
Lithuania	1	+5 041.3	1	-32.3	3	+167.3	3	+38.3
Malaysia	11	-18.8	15	+35.0	10	-34.6	3	-69.7
Canada	5	-31.4	2	-57.6	1	-58.3	4	+378.4
Latvia	.	.	.	.	<1	.	1	+201.0
Switzerland	1	+23.6	<1	-13.1	1	+53.1	1	-8.4
Ireland	1	-29.4	1	-14.0	1	+36.1	1	-25.7
Austria	<1	+41.5	<1	-14.0	<1	+3.5	<1	+4.2
Belgium	4	+79.9	<1	-90.2	<1	-66.3	<1	+69.7
Rest of the world	31	+273.9	1	-96.4	<1	-56.9	<1	-78.3
Total	1 658	+12.4	1 443	-13.0	1 859	+28.9	2 466	+32.7
Total of 2022 sample	1 657	+12.3	1 443	-13.0	1 859	+28.9	2 466	+32.7

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	1 162	-1.0	1 047	-10.0	1 292	+23.4	1 977	+53.1
New Zealand	134	-5.9	75	-43.7	114	+51.8	132	+15.4
Netherlands	48	-1.0	37	-23.3	30	-19.3	37	+23.8
Chile	13	-28.0	15	+10.2	19	+30.6	27	+42.7
Uruguay	20	-54.6	14	-31.7	18	+28.5	27	+52.5
Germany	4	-24.9	2	-39.5	9	+329.7	7	-20.0
Italy	4	+0.6	3	-38.3	6	+112.7	7	+15.7
France	18	+222.5	6	-66.4	5	-19.8	6	+32.2
Argentina	<1	-97.8	<1	-19.0	.	.	6	.
Spain	40	+736.1	4	-89.5	5	+9.8	6	+27.3
Denmark	3	-34.6	3	-9.9	3	+20.9	3	+8.1
Australia	4	+411.1	1	-73.1	8	+668.0	3	-55.9
Lithuania	1	+3 059.5	1	+6.9	2	+120.6	3	+42.1
Malaysia	11	+61.8	15	+35.2	10	-34.6	3	-70.0
Canada	3	-59.0	2	-35.1	1	-58.1	3	+204.4
Latvia	.	.	.	.	<1	.	1	+201.0
Switzerland	1	+11.7	<1	-13.1	1	+53.1	1	-8.4
Ireland	1	-29.0	1	-14.0	1	+36.1	1	-25.7
Austria	<1	+9.8	<1	-14.0	<1	+3.5	<1	+4.2
Belgium	4	+79.6	<1	-90.2	<1	-66.3	<1	+69.7
ROW + SD*	- 297	-2 875.7	- 347	+16.8	- 488	+40.5	- 339	-30.5
Total	1 173	-21.0	878	-25.2	1 034	+17.8	1 911	+84.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	1 743	+84.8	2 118	+38.2	1 977	+53.1
New Zealand	52	+168.2	182	+3.3	132	+15.4
Netherlands	13	+158.5	52	+19.9	37	+23.8
Chile	14	+55.2	30	+32.4	27	+42.7
Uruguay	.	.	27	-0.5	27	+52.5
Germany	.	.	7	-48.2	7	-20.0
Italy	.	.	7	+13.1	7	+15.7
France	5	+60.8	7	+23.5	6	+32.2
Argentina	2	.	9	.	6	.
Spain	4	+12.5	7	+34.4	6	+27.3
Denmark	2	+358.3	4	+3.9	3	+8.1
Australia	.	.	3	-55.9	3	-55.9
Lithuania	2	+48.1	3	+38.3	3	+42.1
Malaysia	.	.	3	-69.7	3	-70.0
Canada	1	+131.7	4	+378.4	3	+204.4
Latvia	.	.	1	+201.0	1	+201.0
Switzerland	.	.	1	-8.4	1	-8.4
Ireland	.	.	1	-25.7	1	-25.7
Austria	.	.	<1	+4.2	<1	+4.2
Belgium	.	.	<1	+69.7	<1	+69.7
Rest of the world*	5	+1 404.7	<1	-78.3	- 339	-30.5
Total**	1 842	+84.6	2 466	+32.7	1 911	+84.8

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
USA	1 398	-13.1	1 186	-15.1	1 363	+14.9	1 670	+22.5
New Zealand	118	+5.7	74	-36.8	100	+34.1	100	+0.6
Netherlands	55	-3.2	41	-24.6	30	-28.2	31	+4.8
Chile	16	-20.2	18	+10.8	21	+19.1	25	+18.2
Uruguay	23	-56.3	18	-25.1	21	+18.4	28	+35.1
Germany	5	-19.3	3	-40.8	13	+333.0	8	-40.0
Italy	2	-8.9	1	-38.6	3	+102.9	3	+21.3
France	22	+547.0	6	-74.5	3	-48.6	3	+10.9
Argentina	<1	-99.0	<1	-25.6	.	.	5	.
Spain	48	+1 735.3	2	-95.4	2	+5.3	3	+21.1
Denmark	4	-27.0	3	-7.5	4	+7.8	4	+4.1
Australia	4	+557.9	1	-68.5	3	+206.7	3	-16.1
Lithuania	1	+3 775.2	1	+19.2	2	+59.9	2	+16.1
Malaysia	21	+65.8	27	+32.2	17	-38.5	4	-75.0
Canada	4	-66.0	3	-42.2	1	-69.2	2	+174.2
Latvia	.	.	.	.	<1	.	1	+167.6
Switzerland	<1	+17.1	<1	-15.5	<1	+45.0	<1	-12.6
Ireland	1	-44.9	1	-33.0	<1	-6.1	<1	-29.6
Austria	<1	+19.9	<1	-18.1	<1	+1.4	<1	=
Belgium	5	+55.9	<1	-91.0	<1	-68.8	<1	-24.6
ROW + SD*	- 350	+969 545.6	- 390	+11.4	- 476	+21.8	- 269	-43.4
Total	1 377	-27.7	996	-27.6	1 108	+11.2	1 625	+46.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
USA	83.1	+13.9	88.2	+6.1	94.7	+7.4	118.4	+24.9
New Zealand	113.4	-11.0	100.9	-11.0	114.3	+13.2	131.0	+14.7
Netherlands	87.3	+2.3	88.7	+1.7	99.8	+12.4	117.9	+18.2
Chile	83.1	-9.8	82.6	-0.5	90.6	+9.6	109.3	+20.7
Uruguay	86.0	+3.9	78.4	-8.8	85.2	+8.6	96.1	+12.9
Germany	69.0	-7.0	70.6	+2.3	70.1	-0.8	93.5	+33.4
Italy	202.3	+10.4	203.4	+0.5	213.3	+4.9	203.4	-4.6
France	79.0	-50.2	104.0	+31.7	162.3	+56.1	193.5	+19.2
Argentina	231.2	+122.9	251.6	+8.8	.	.	130.2	.
Spain	85.0	-54.4	192.2	+126.3	200.3	+4.2	210.6	+5.2
Denmark	81.2	-10.4	79.1	-2.6	88.8	+12.2	92.2	+3.9
Australia	101.0	-22.3	86.3	-14.5	216.2	+150.4	113.7	-47.4
Lithuania	86.3	-18.5	77.4	-10.3	106.8	+38.0	130.7	+22.4
Malaysia	53.2	-2.4	54.4	+2.3	57.9	+6.4	69.5	+20.2
Canada	76.6	+20.9	85.9	+12.1	116.9	+36.1	129.8	+11.0
Latvia	.	.	.	.	112.8	.	126.9	+12.5
Switzerland	215.2	-4.6	221.1	+2.8	233.4	+5.6	244.7	+4.8
Ireland	92.7	+28.9	119.0	+28.5	172.5	+44.9	182.0	+5.5
Austria	123.6	-8.5	129.8	+5.0	132.5	+2.1	138.1	+4.2
Belgium	75.7	+15.2	82.5	+8.9	89.1	+8.0	200.4	+124.9
ROW + SD*	84.8	-100.3	89.0	+4.9	102.6	+15.3	126.0	+22.8
Total	85.2	+9.3	88.1	+3.4	93.3	+5.9	117.6	+26.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Netherlands**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

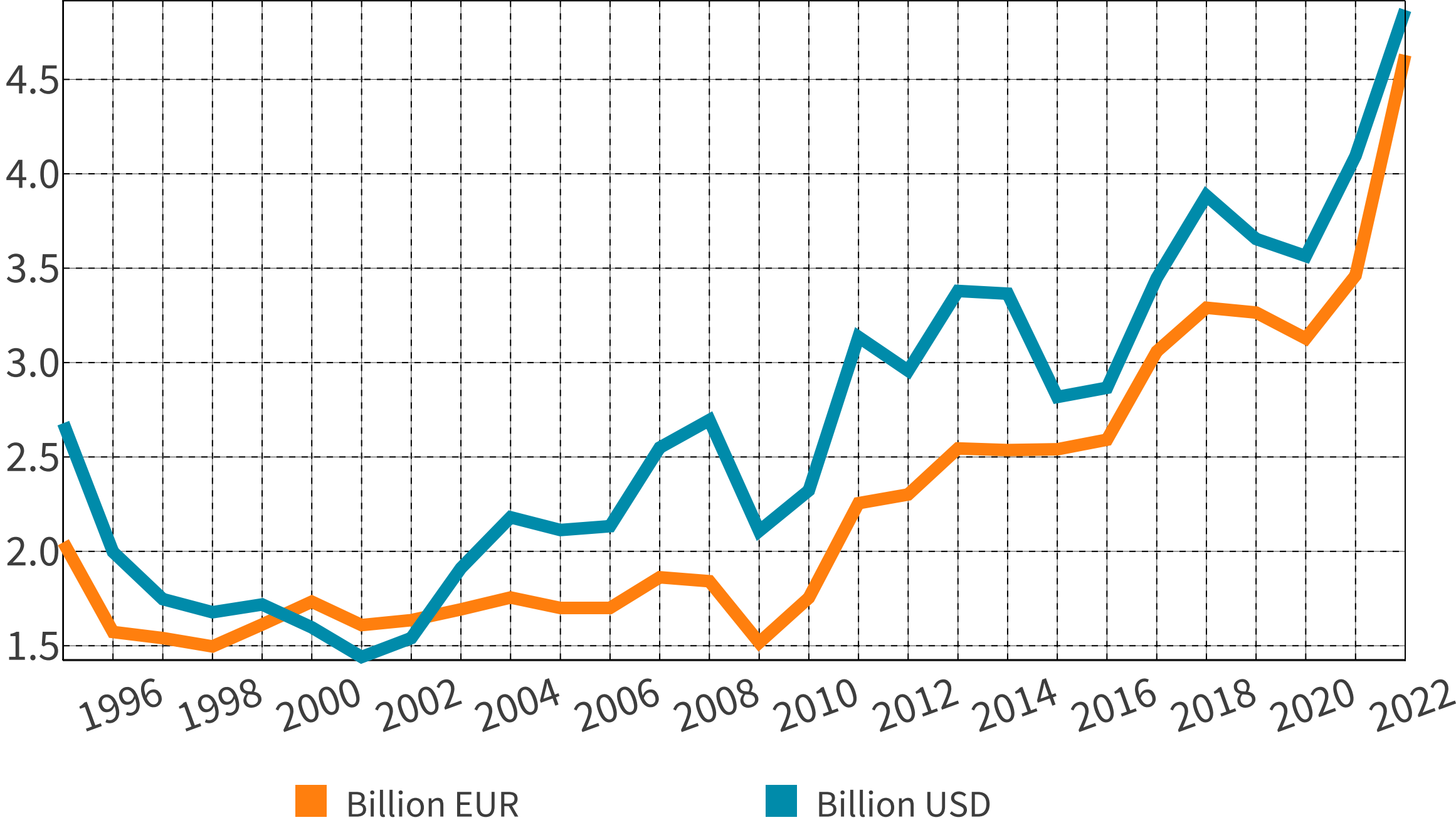
EXPORT 
PLANNING

**Import value
(2022)****4.6** billion EUR**4.9** billion USD**Average prices of
imports (2022)****2.10** EUR/kg**2.21** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+6.8%**CAGR in 2009-2022: **+4.3%**CAGR in 2023-2026: **+7.3%**

Market Dynamics

Value of Imports

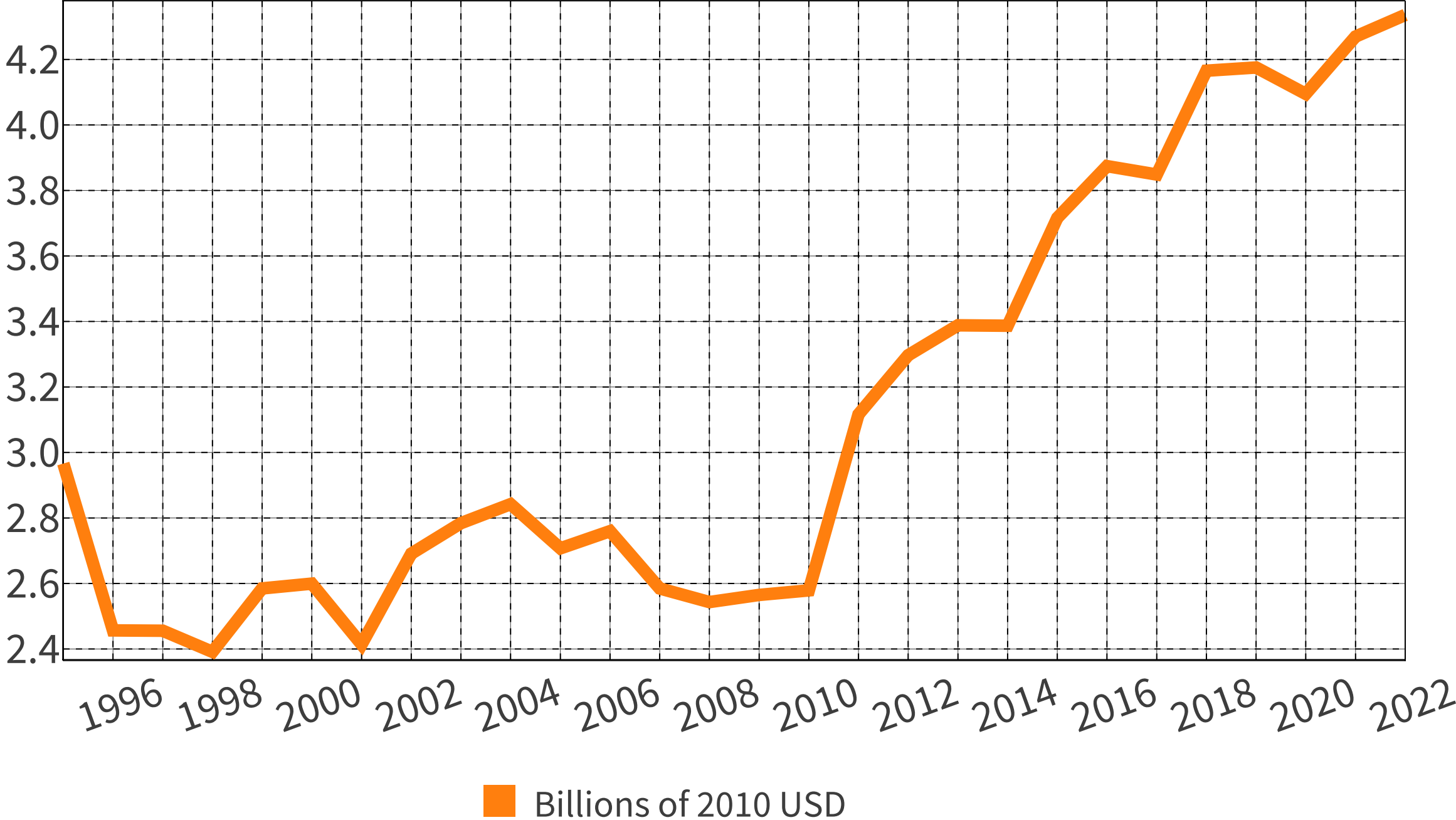
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

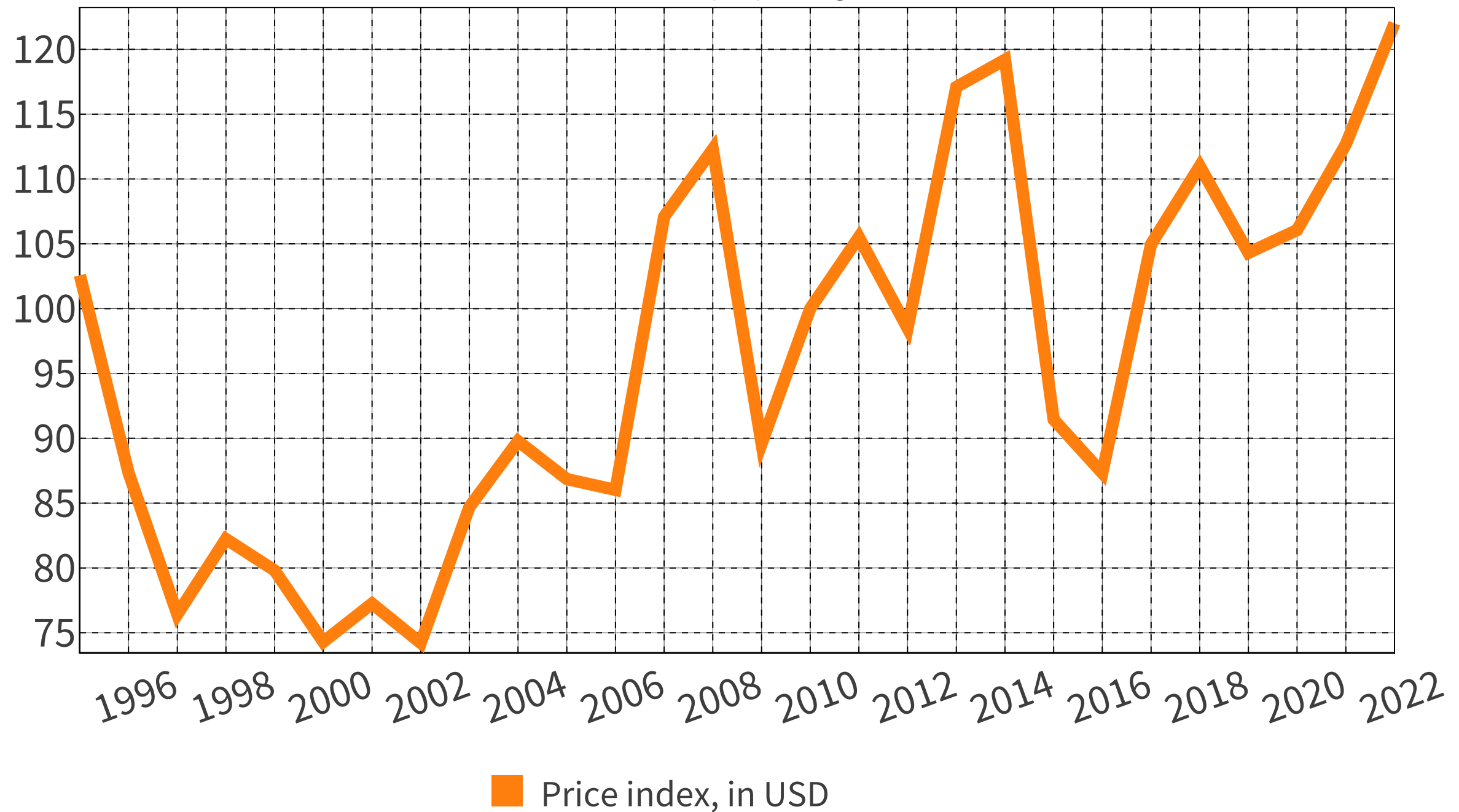
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	2 180	14.1	2 842	2.1	76.7	11.8
2005	2 113	-3.1	2 707	-4.7	78.0	1.7
2006	2 133	1.0	2 760	1.9	77.3	-1.0
2007	2 549	19.5	2 585	-6.3	98.6	27.6
2008	2 695	5.7	2 543	-1.6	106.0	7.5
2009	2 108	-21.8	2 565	0.9	82.2	-22.5
2010	2 323	10.2	2 579	0.5	90.1	9.6
2011	3 136	35.0	3 116	20.8	100.6	11.7
2012	2 957	-5.7	3 297	5.8	89.7	-10.9
2013	3 379	14.3	3 388	2.8	99.7	11.2
2014	3 365	-0.4	3 387	<0.1	99.4	-0.4
2015	2 818	-16.3	3 716	9.7	75.8	-23.7
2016	2 867	1.7	3 874	4.3	74.0	-2.4
2017	3 448	20.3	3 849	-0.7	89.6	21.1
2018	3 884	12.7	4 166	8.2	93.2	4.1
2019	3 655	-5.9	4 175	0.2	87.5	-6.1
2020	3 564	-2.5	4 095	-1.9	87.0	-0.6
2021	4 094	14.9	4 270	4.3	95.9	10.2
2022	4 868	18.9	4 336	1.5	112.3	17.1

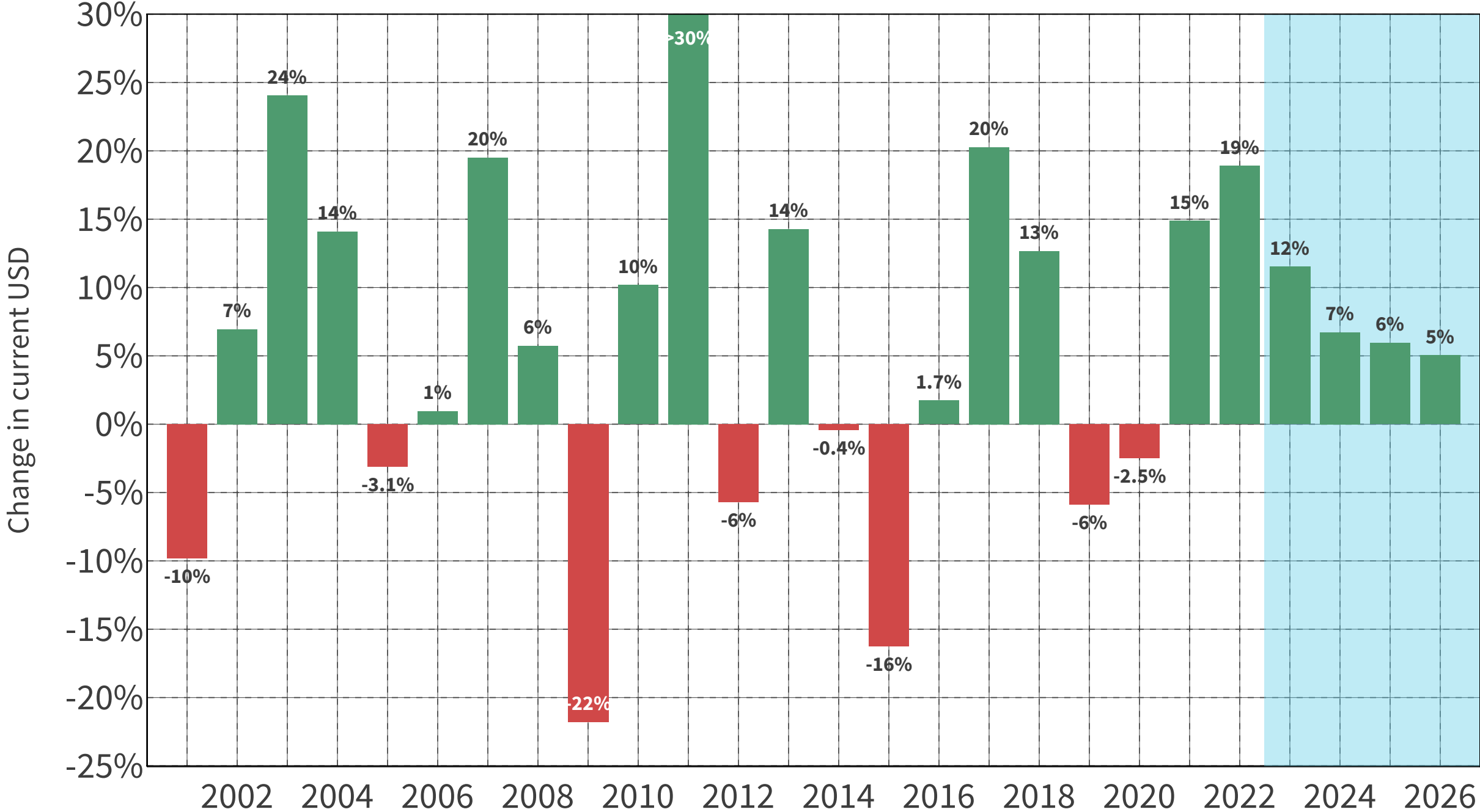
Source: www.exportplanning.com



Market Prospects

Imports Forecast

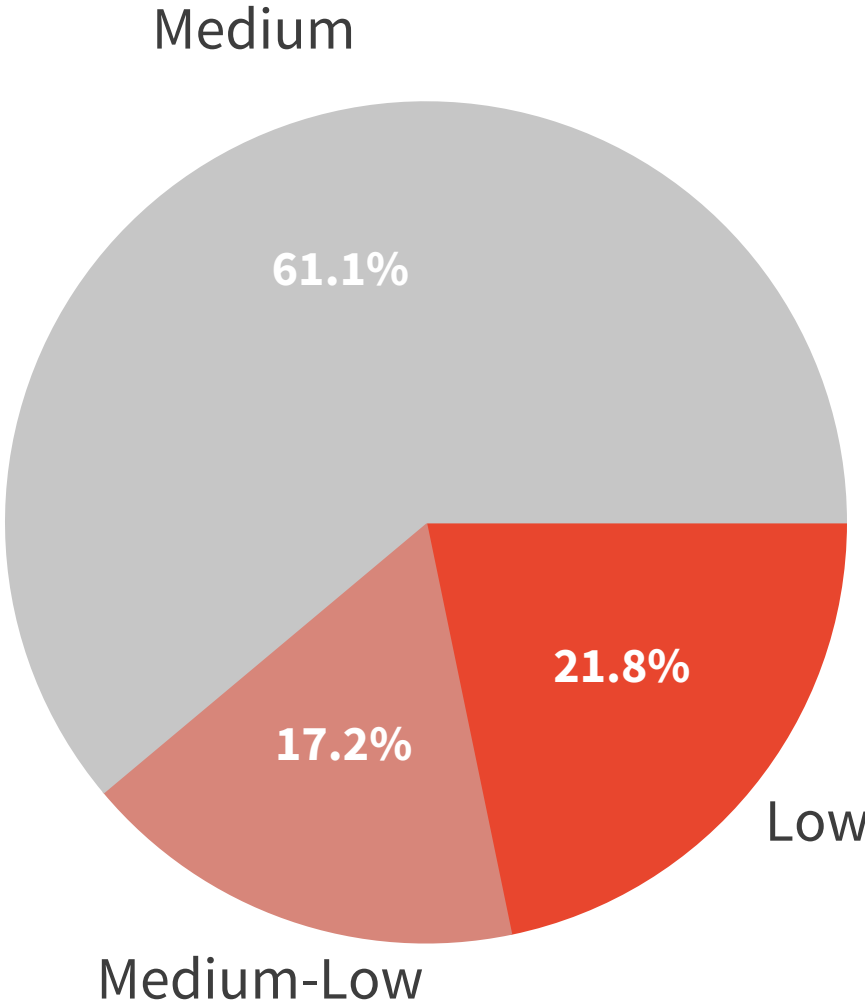
Source: www.exportplanning.com



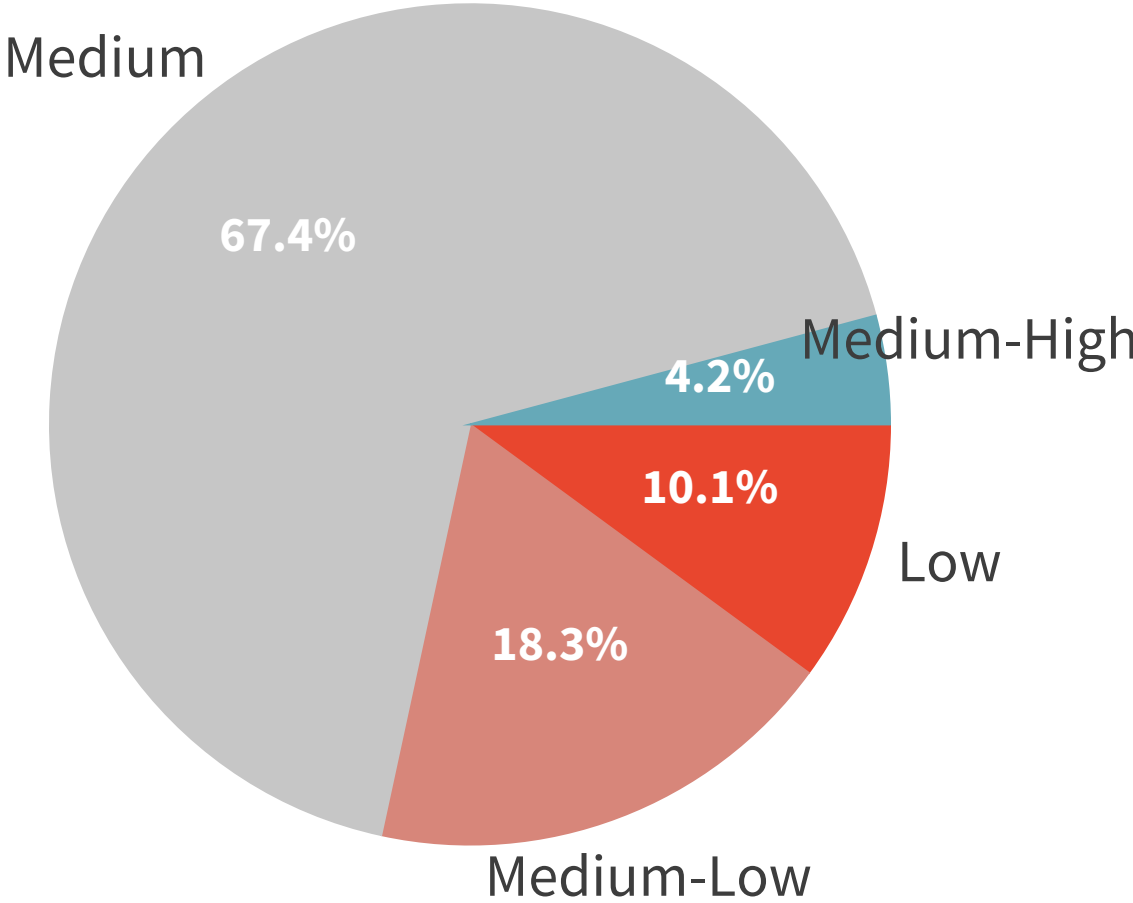
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



Year 2022



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	676	39.2	1 190	42.9	2 001	37.6	2 639	38.0
Belgium	334	19.3	546	19.7	975	18.3	1 358	19.5
Ireland	142	8.2	119	4.3	704	13.2	762	11.0
France	146	8.4	284	10.3	454	8.5	510	7.3
UK	126	7.3	87	3.1	216	4.1	161	2.3
Denmark	37	2.2	93	3.3	184	3.5	342	4.9
Italy	16	0.9	61	2.2	162	3.0	248	3.6
Poland	15	0.9	113	4.1	137	2.6	187	2.7
Sweden	17	1.0	14	0.5	64	1.2	55	0.8
Spain	8	0.5	12	0.4	61	1.1	88	1.3
New Zealand	19	1.1	60	2.2	53	1.0	118	1.7
Austria	4	0.2	28	1.0	46	0.9	78	1.1
Portugal	4	0.2	11	0.4	37	0.7	20	0.3
Lithuania	19	1.1	21	0.8	29	0.5	16	0.2
Finland	12	0.7	3	0.1	26	0.5	32	0.5
Greece	1	0.1	7	0.3	24	0.4	49	0.7
Czech Rep.	14	0.8	12	0.4	18	0.3	37	0.5
Latvia	6	0.3	2	0.1	17	0.3	28	0.4
Norway	<1	<0.1	<1	<0.1	16	0.3	11	0.2
Luxembourg	4	0.2	5	0.2	15	0.3	20	0.3
ROW + SD*	-4	.	28	.	- 370	.	- 312	.
Total	1 597	100.0	2 695	100.0	4 868	100.0	6 446	100.0

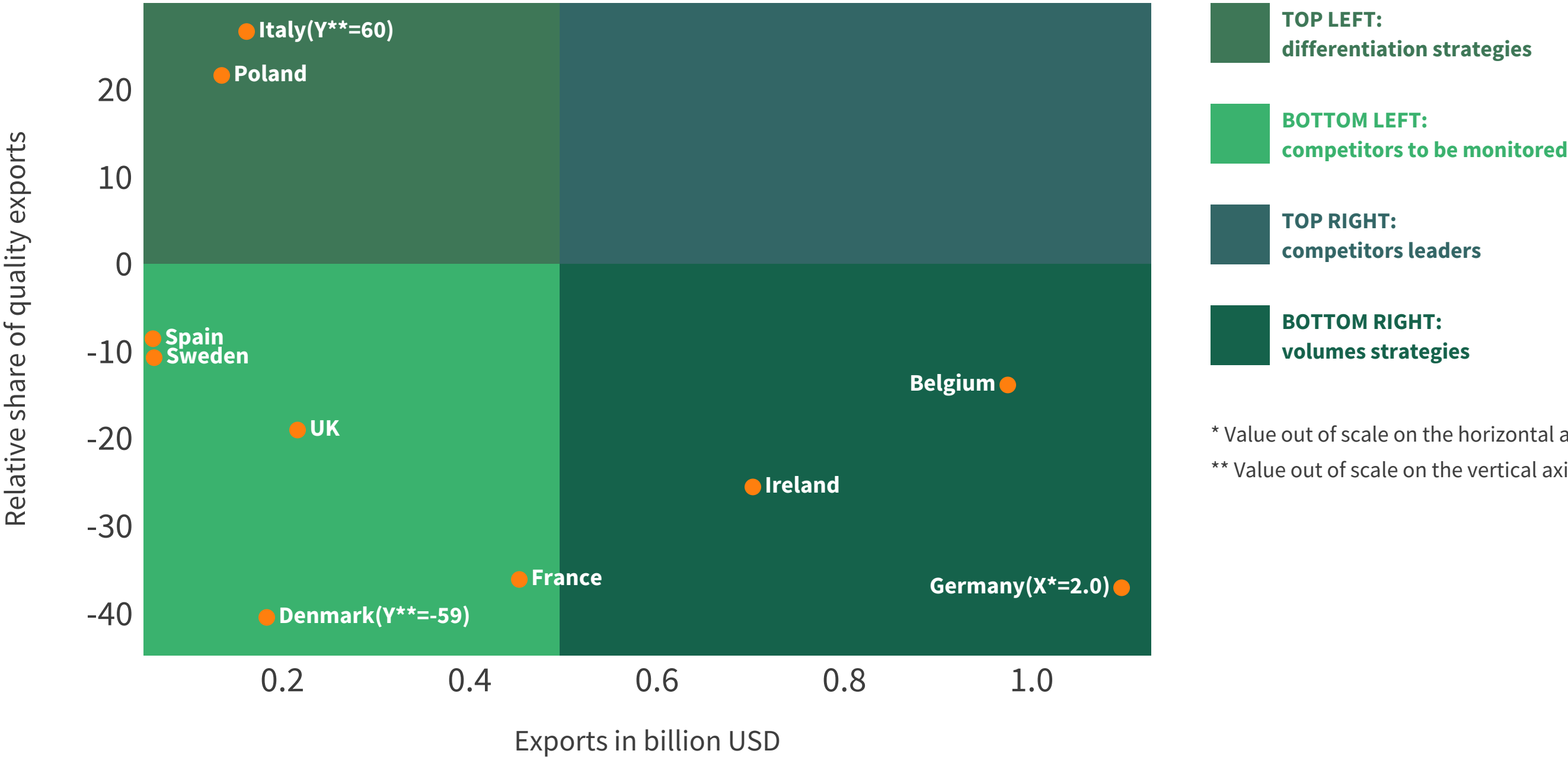
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

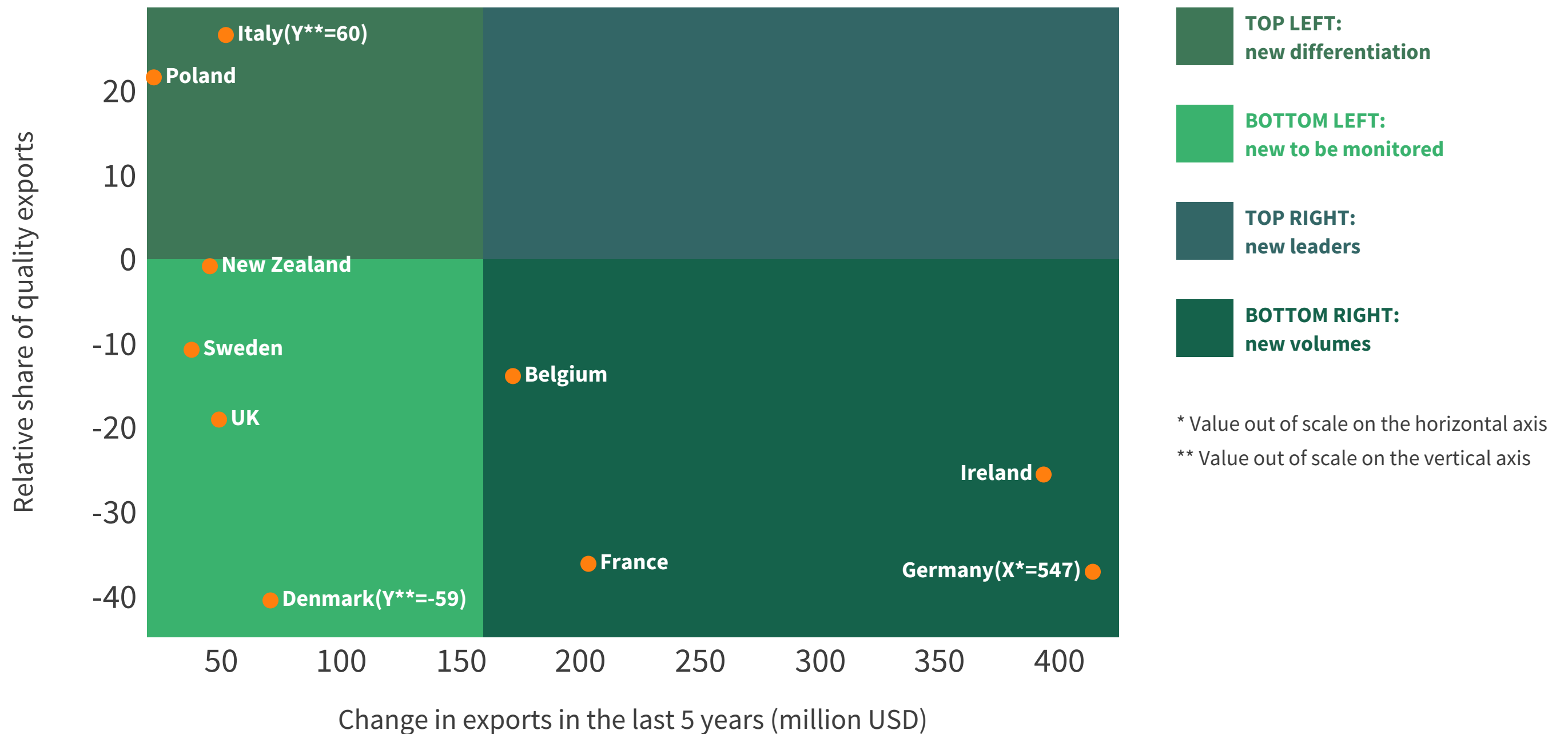
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 337	-4.1	1 304	-2.5	1 524	+16.9	1 905	+25.0
Belgium	828	-8.3	807	-2.6	902	+11.8	955	+5.9
Ireland	453	+7.3	401	-11.6	518	+29.2	519	+0.2
France	286	+9.3	326	+14.0	361	+10.9	399	+10.6
UK	158	+16.5	180	+13.9	146	-19.2	198	+35.7
Denmark	148	-20.3	114	-23.2	145	+28.0	193	+32.5
Italy	113	+1.6	115	+1.6	134	+16.7	151	+12.7
Poland	56	-58.6	54	-5.0	67	+24.2	115	+73.0
Sweden	22	+2.7	30	+38.5	28	-5.3	57	+104.0
Spain	34	-13.2	38	+10.8	43	+13.2	54	+25.7
New Zealand	14	-46.4	1	-91.0	4	+233.1	31	+666.9
Austria	47	+10.4	48	+2.1	41	-14.8	63	+55.0
Portugal	19	-35.7	25	+31.4	51	+103.2	39	-24.3
Lithuania	14	-51.0	4	-72.7	11	+184.8	15	+43.7
Finland	45	+38.8	37	-16.8	23	-36.9	29	+25.6
Greece	14	+1.6	18	+26.1	17	-7.4	20	+21.4
Czech Rep.	4	-44.3	7	+57.2	12	+76.2	18	+47.5
Latvia	16	-1.5	14	-11.2	12	-12.2	18	+42.7
Norway	3	+89.0	1	-58.5	3	+129.7	15	+383.7
Luxembourg	9	+18.4	12	+28.0	11	-5.3	12	+8.6
Rest of the world	35	-48.6	30	-14.8	41	+36.9	60	+46.9
Total	3 655	-5.9	3 564	-2.5	4 094	+14.9	4 868	+18.9

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 504	-0.2	1 573	+4.6	1 813	+15.2	2 077	+14.6
Belgium	834	-13.5	792	-5.1	921	+16.3	996	+8.1
Ireland	617	+21.3	552	-10.7	678	+22.9	905	+33.5
France	316	+6.1	363	+14.9	431	+18.9	508	+17.8
UK	242	-0.9	202	-16.6	232	+15.2	231	-0.3
Denmark	120	-7.6	90	-25.0	119	+31.9	176	+48.1
Italy	112	+2.3	117	+4.9	144	+22.9	169	+16.8
Poland	61	-56.0	60	-2.4	84	+40.2	158	+89.2
Sweden	29	+39.0	37	+27.9	41	+12.1	71	+72.0
Spain	44	-8.1	35	-19.6	45	+28.1	66	+46.3
New Zealand	13	-54.1	3	-75.1	14	+333.8	74	+433.4
Austria	44	+10.4	42	-3.8	22	-48.7	28	+29.5
Portugal	41	+2.0	41	=	64	+56.3	35	-46.0
Lithuania	25	-37.6	8	-67.7	23	+187.2	43	+82.1
Finland	52	+43.0	45	-12.0	30	-33.8	22	-25.8
Greece	18	+5.4	23	+26.7	23	=	26	+16.2
Czech Rep.	4	-58.4	6	+47.7	8	+40.8	17	+97.6
Latvia	17	-22.3	16	-6.6	13	-14.7	17	+26.5
Norway	5	+156.4	1	-68.8	5	+244.6	16	+223.8
Luxembourg	16	-8.6	14	-11.3	15	+0.8	17	+19.8
Rest of the world	68	-12.0	54	-20.6	75	+39.5	110	+46.7
Total	4 181	-2.7	4 074	-2.5	4 801	+17.8	5 762	+20.0
Total of 2022 sample	4 174	-2.8	4 072	-2.4	4 800	+17.9	5 762	+20.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 428	-1.8	1 450	+1.6	1 680	+15.9	2 001	+19.1
Belgium	830	-11.0	799	-3.7	912	+14.1	975	+7.0
Ireland	531	+14.4	472	-11.1	593	+25.5	704	+18.7
France	301	+7.3	344	+14.5	397	+15.4	454	+14.2
UK	197	+5.6	188	-4.7	188	+0.1	216	+15.0
Denmark	135	-14.8	101	-25.1	132	+30.7	184	+39.1
Italy	113	+1.9	117	+4.1	141	+20.3	162	+15.0
Poland	59	-57.2	57	-3.5	75	+32.3	137	+81.4
Sweden	26	+12.0	33	+27.3	34	+3.4	64	+87.6
Spain	39	-11.4	37	-4.5	44	+20.2	61	+37.3
New Zealand	14	-46.1	2	-84.4	9	+296.2	53	+489.1
Austria	46	+8.3	46	-0.5	31	-32.1	46	+48.2
Portugal	30	-13.6	33	+7.3	58	+76.1	37	-35.4
Lithuania	19	-43.2	6	-69.6	17	+186.3	29	+70.7
Finland	48	+41.2	42	-13.2	27	-35.9	26	-3.3
Greece	17	+5.8	21	+22.8	20	-3.4	24	+19.7
Czech Rep.	5	-49.2	7	+49.9	11	+57.1	18	+65.9
Latvia	16	-14.9	15	-5.6	13	-16.1	17	+34.9
Norway	4	+87.3	2	-56.7	4	+137.7	16	+294.4
Luxembourg	13	+1.7	13	+6.1	13	-1.7	15	+14.3
ROW + SD*	- 216	+55.8	- 221	+2.6	- 305	+37.8	- 370	+21.4
Total	3 655	-5.9	3 564	-2.5	4 094	+14.9	4 868	+18.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 905	+25.0	2 077	+14.6	2 001	+19.1
Belgium	955	+5.9	996	+8.1	975	+7.0
Ireland	519	+0.2	905	+33.5	704	+18.7
France	399	+10.6	508	+17.8	454	+14.2
UK	198	+35.7	231	-0.3	216	+15.0
Denmark	193	+32.5	176	+48.1	184	+39.1
Italy	151	+12.7	169	+16.8	162	+15.0
Poland	115	+73.0	158	+89.2	137	+81.4
Sweden	57	+104.0	71	+72.0	64	+87.6
Spain	54	+25.7	66	+46.3	61	+37.3
New Zealand	31	+666.9	74	+433.4	53	+489.1
Austria	63	+55.0	28	+29.5	46	+48.2
Portugal	39	-24.3	35	-46.0	37	-35.4
Lithuania	15	+43.7	43	+82.1	29	+70.7
Finland	29	+25.6	22	-25.8	26	-3.3
Greece	20	+21.4	26	+16.2	24	+19.7
Czech Rep.	18	+47.5	17	+97.6	18	+65.9
Latvia	18	+42.7	17	+26.5	17	+34.9
Norway	15	+383.7	16	+223.8	16	+294.4
Luxembourg	12	+8.6	17	+19.8	15	+14.3
Rest of the world*	60	+46.9	110	+46.7	- 370	+21.4
Total**	4 868	+18.9	5 762	+20.1	4 868	+18.9

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	1 745	+0.3	1 757	+0.7	1 839	+4.7	1 855	+0.9
Belgium	840	-6.1	803	-4.5	880	+9.7	844	-4.2
Ireland	651	+38.5	606	-6.9	653	+7.7	607	-7.1
France	373	+10.4	423	+13.3	442	+4.5	425	-3.8
UK	243	+17.9	233	-4.3	191	-17.9	182	-4.8
Denmark	161	-0.4	131	-18.8	150	+14.6	175	+16.7
Italy	70	-2.1	75	+6.9	87	+16.2	102	+17.4
Poland	65	-55.7	67	+2.6	80	+19.5	117	+45.8
Sweden	32	+13.7	37	+15.4	37	+1.8	56	+50.2
Spain	43	+3.2	37	-12.9	39	+4.6	47	+20.7
New Zealand	19	-26.3	3	-86.4	7	+182.3	37	+419.3
Austria	50	+0.7	50	+0.2	33	-33.7	43	+30.0
Portugal	34	+4.4	38	+10.2	65	+72.1	34	-48.3
Lithuania	25	-22.4	7	-71.9	18	+158.9	22	+23.3
Finland	58	+44.3	51	-11.6	28	-44.8	20	-30.4
Greece	13	+16.8	17	+25.6	15	-8.6	18	+18.4
Czech Rep.	5	-53.0	8	+48.9	12	+43.4	17	+48.9
Latvia	24	-12.8	22	-7.8	16	-26.7	17	+1.5
Norway	6	+120.7	2	-61.6	4	+98.5	13	+199.7
Luxembourg	13	-14.7	13	-4.3	12	-5.6	14	+19.7
ROW + SD*	- 296	+62.9	- 283	-4.2	- 340	+20.2	- 309	-9.2
Total	4 175	+0.2	4 095	-1.9	4 270	+4.3	4 336	+1.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	81.8	-2.1	82.5	+0.9	91.4	+10.7	107.8	+18.0
Belgium	98.7	-5.3	99.6	+0.9	103.5	+4.0	115.6	+11.6
Ireland	81.6	-17.4	77.9	-4.6	90.7	+16.5	116.0	+27.8
France	80.6	-2.8	81.5	+1.1	89.9	+10.3	106.8	+18.7
UK	81.2	-10.4	80.8	-0.4	98.5	+21.9	119.1	+20.9
Denmark	83.9	-14.5	77.4	-7.7	88.3	+14.1	105.2	+19.2
Italy	160.7	+4.0	156.5	-2.6	162.0	+3.5	158.6	-2.1
Poland	90.4	-3.4	85.1	-5.9	94.2	+10.7	117.2	+24.4
Sweden	81.6	-1.5	90.0	+10.3	91.4	+1.6	114.2	+24.9
Spain	90.0	-14.1	98.7	+9.7	113.4	+14.9	129.0	+13.8
New Zealand	77.9	-26.9	89.2	+14.6	125.2	+40.4	142.0	+13.4
Austria	91.7	+7.5	91.0	-0.7	93.3	+2.5	106.3	+14.0
Portugal	88.5	-17.2	86.2	-2.6	88.2	+2.3	110.3	+25.1
Lithuania	78.6	-26.8	85.0	+8.1	94.0	+10.6	130.1	+38.4
Finland	83.8	-2.1	82.3	-1.9	95.5	+16.1	132.9	+39.0
Greece	128.0	-9.4	125.2	-2.3	132.3	+5.7	133.7	+1.1
Czech Rep.	85.0	+8.1	85.5	+0.6	93.7	+9.6	104.4	+11.4
Latvia	67.2	-2.4	68.8	+2.3	78.7	+14.5	104.6	+32.9
Norway	66.4	-15.1	74.9	+12.8	89.7	+19.7	118.0	+31.6
Luxembourg	95.4	+19.1	105.8	+10.9	110.2	+4.1	105.2	-4.5
ROW + SD*	73.0	-4.4	78.2	+7.1	89.6	+14.6	119.9	+33.7
Total	87.5	-6.1	87.0	-0.6	95.9	+10.2	112.3	+17.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Philippines**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

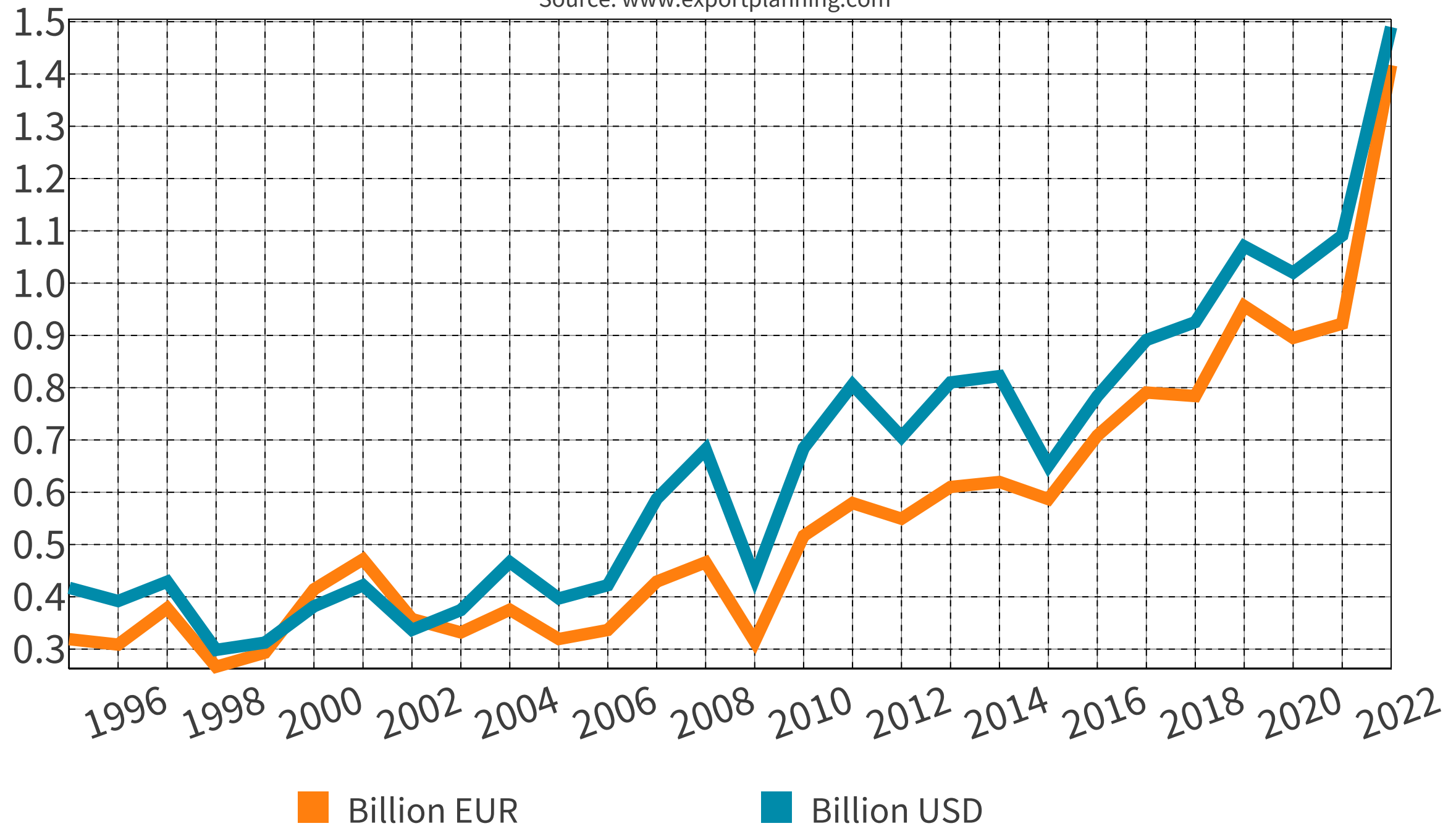
EXPORT 
PLANNING

**Import value
(2022)****1.4** billion EUR**1.5** billion USD**Average prices of
imports (2022)****2.90** EUR/kg**3.05** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+7.5%**CAGR in 2009-2022: **+5.7%**CAGR in 2023-2026: **+3.8%**

Market Dynamics

Value of Imports

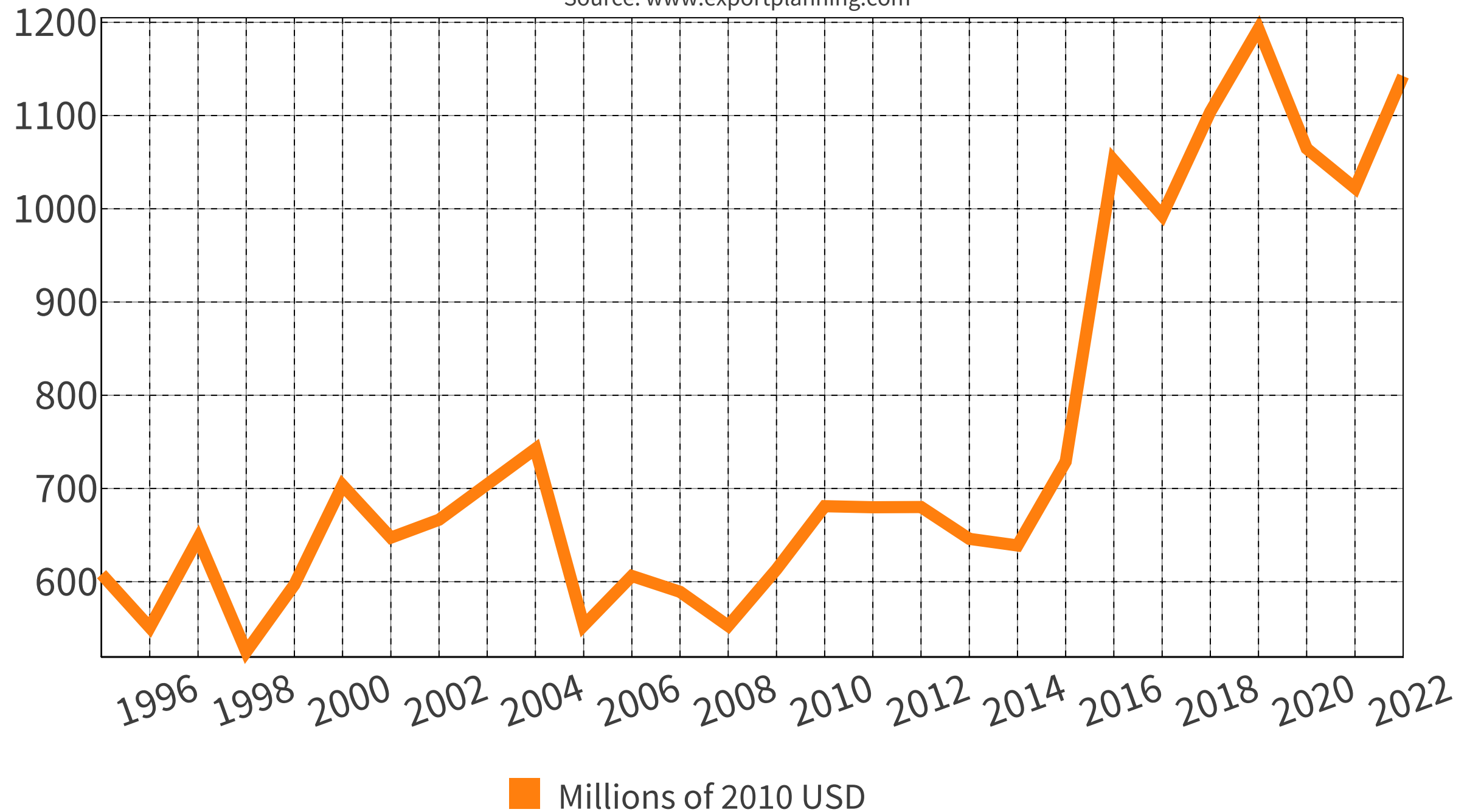
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

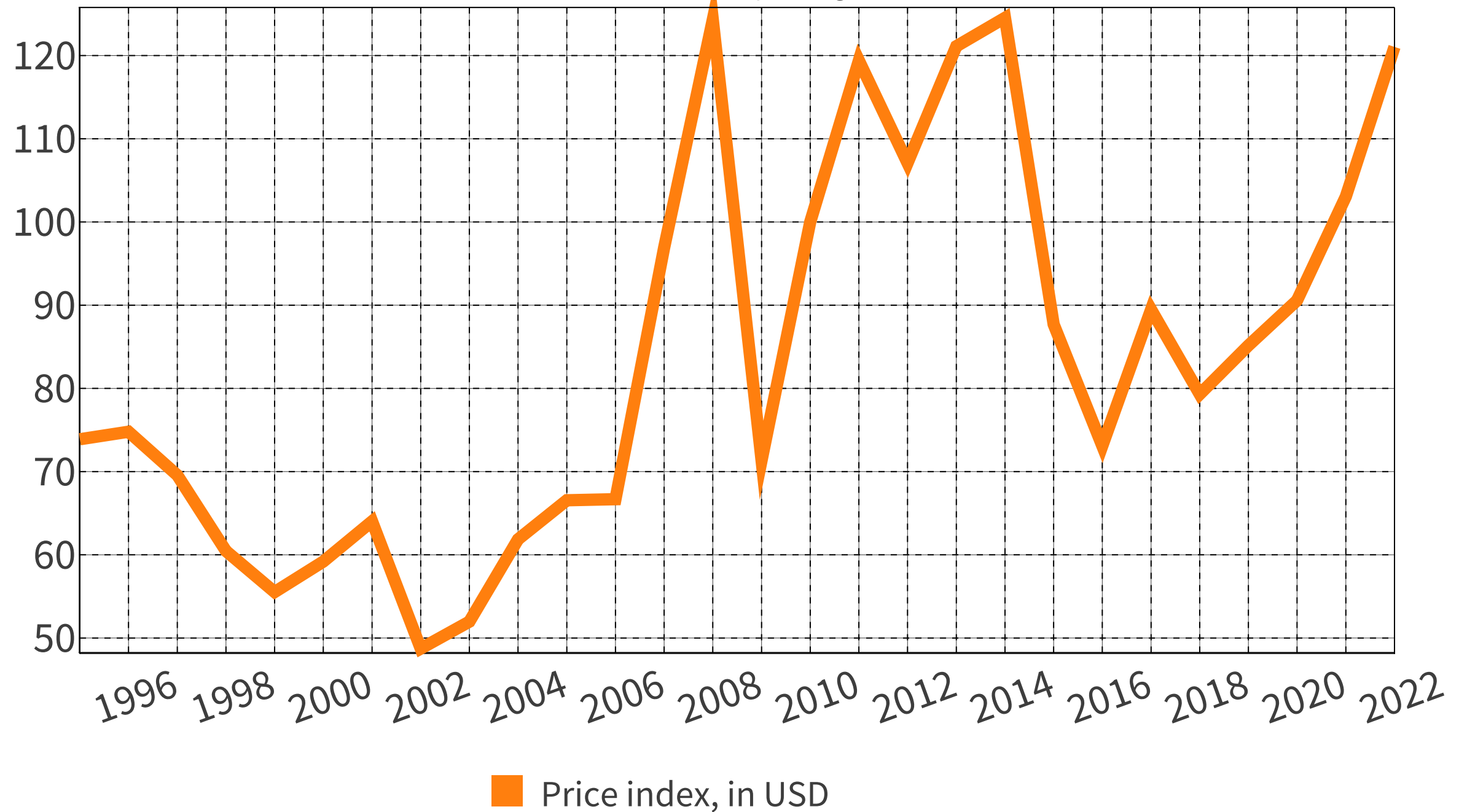
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	466	24.4	742	5.4	62.8	18.1
2005	397	-14.9	553	-25.5	71.8	14.3
2006	422	6.4	606	9.6	69.6	-3.0
2007	587	39.1	589	-2.8	99.7	43.1
2008	682	16.1	553	-6.2	123.4	23.8
2009	437	-35.9	613	11.0	71.3	-42.2
2010	684	56.5	681	11.0	100.5	41.0
2011	805	17.7	680	-0.2	118.5	17.9
2012	706	-12.4	680	<0.1	103.8	-12.4
2013	810	14.8	646	-5.0	125.4	20.8
2014	822	1.5	639	-1.1	128.7	2.6
2015	651	-20.8	729	14.1	89.3	-30.6
2016	784	20.4	1 052	44.3	74.5	-16.6
2017	891	13.7	993	-5.6	89.8	20.5
2018	925	3.8	1 104	11.2	83.8	-6.6
2019	1 070	15.7	1 193	8.1	89.7	7.0
2020	1 020	-4.7	1 065	-10.8	95.8	6.8
2021	1 091	7.0	1 022	-4.0	106.7	11.4
2022	1 490	36.5	1 142	11.7	130.4	22.2

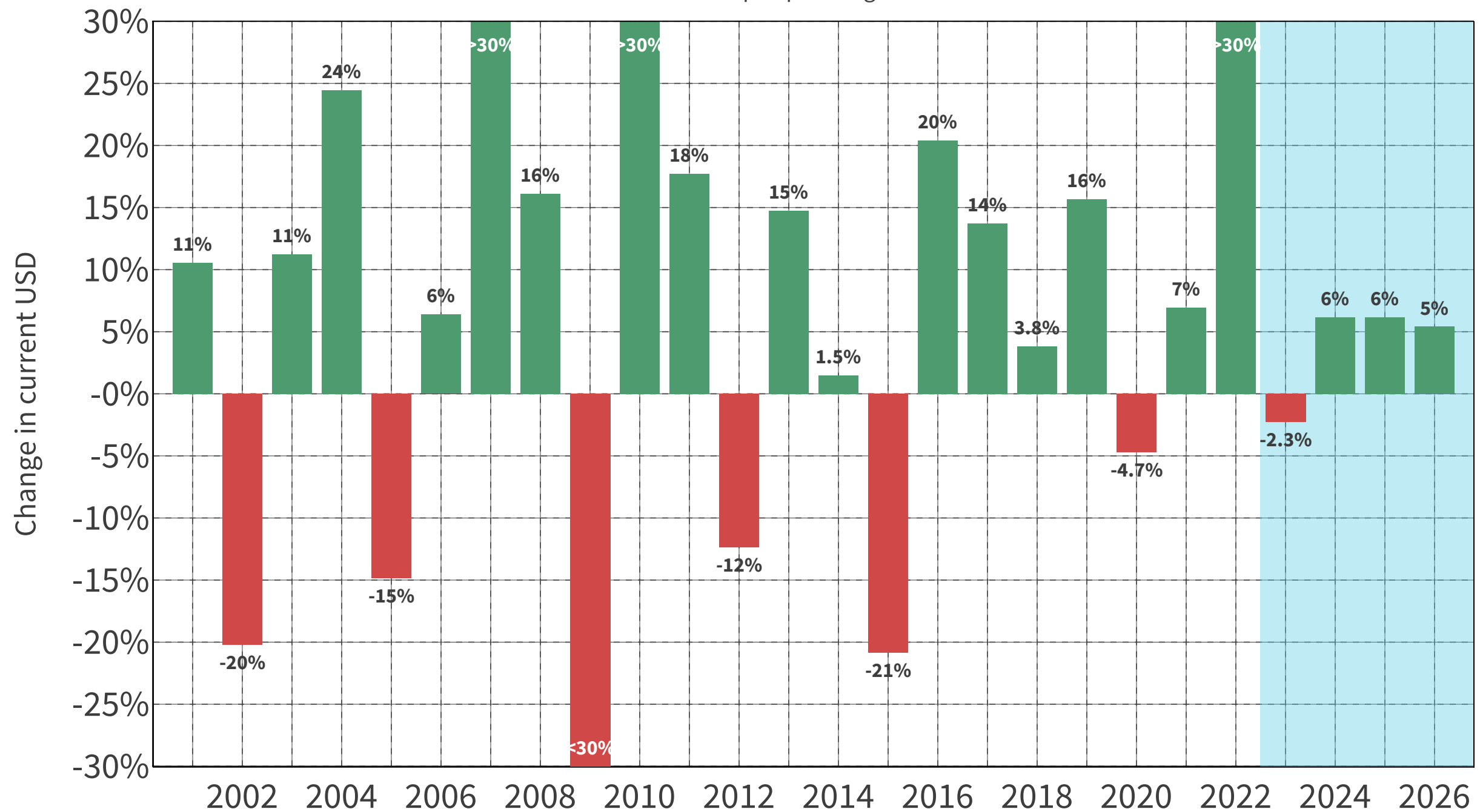
Source: www.exportplanning.com



Market Prospects

Imports Forecast

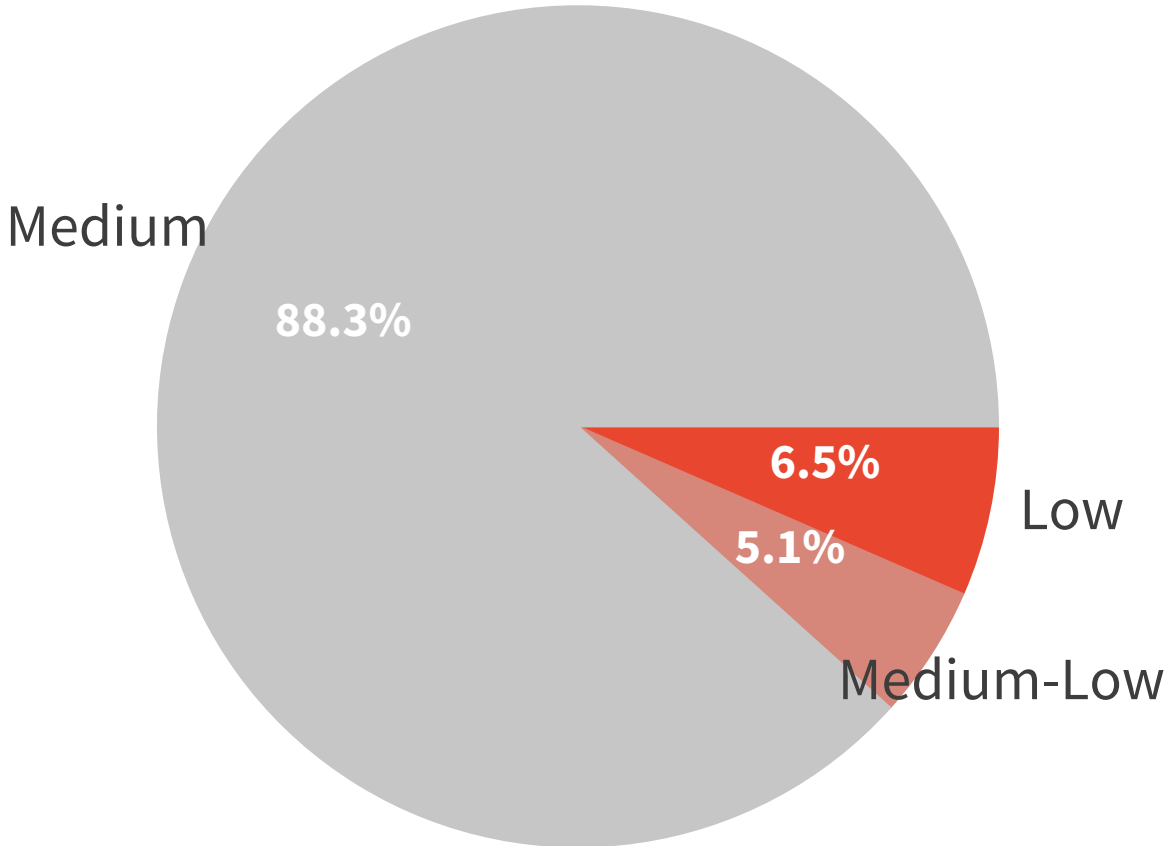
Source: www.exportplanning.com



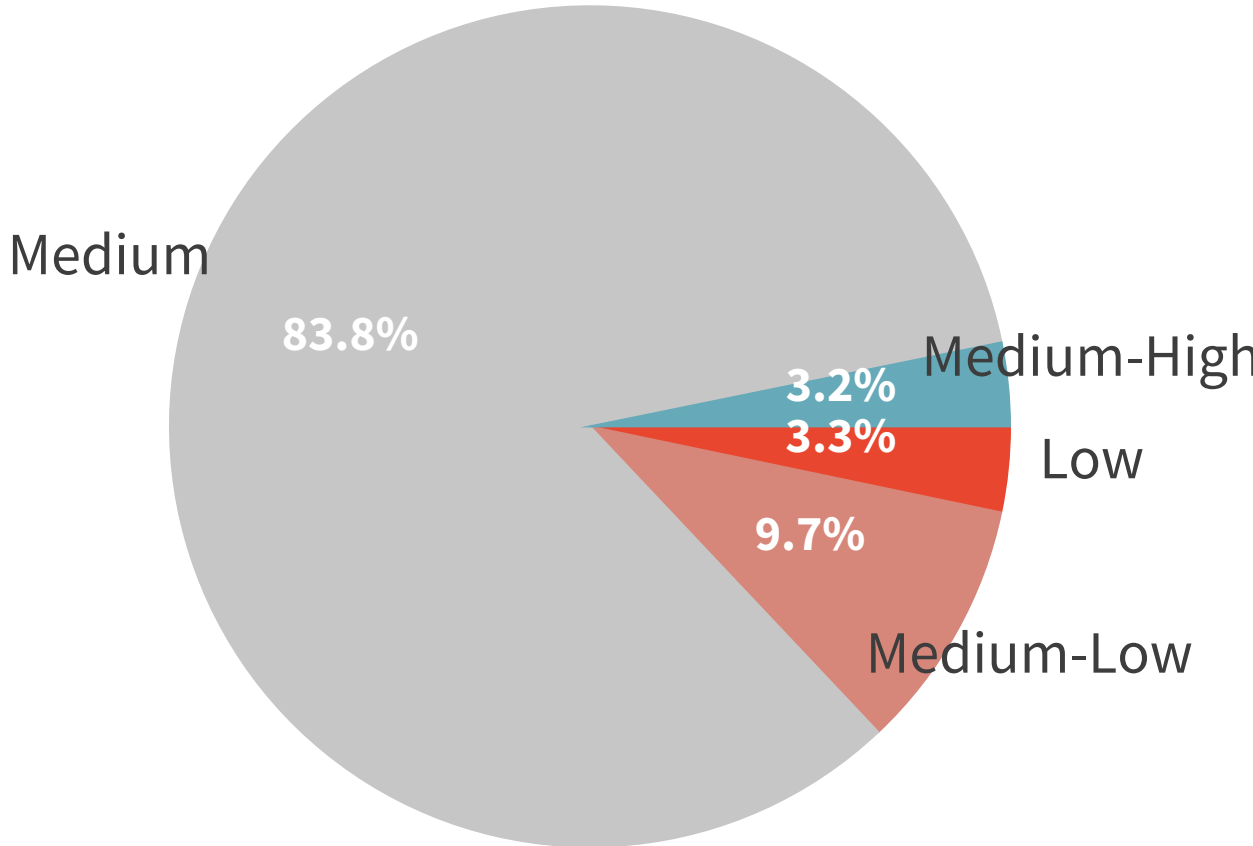
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



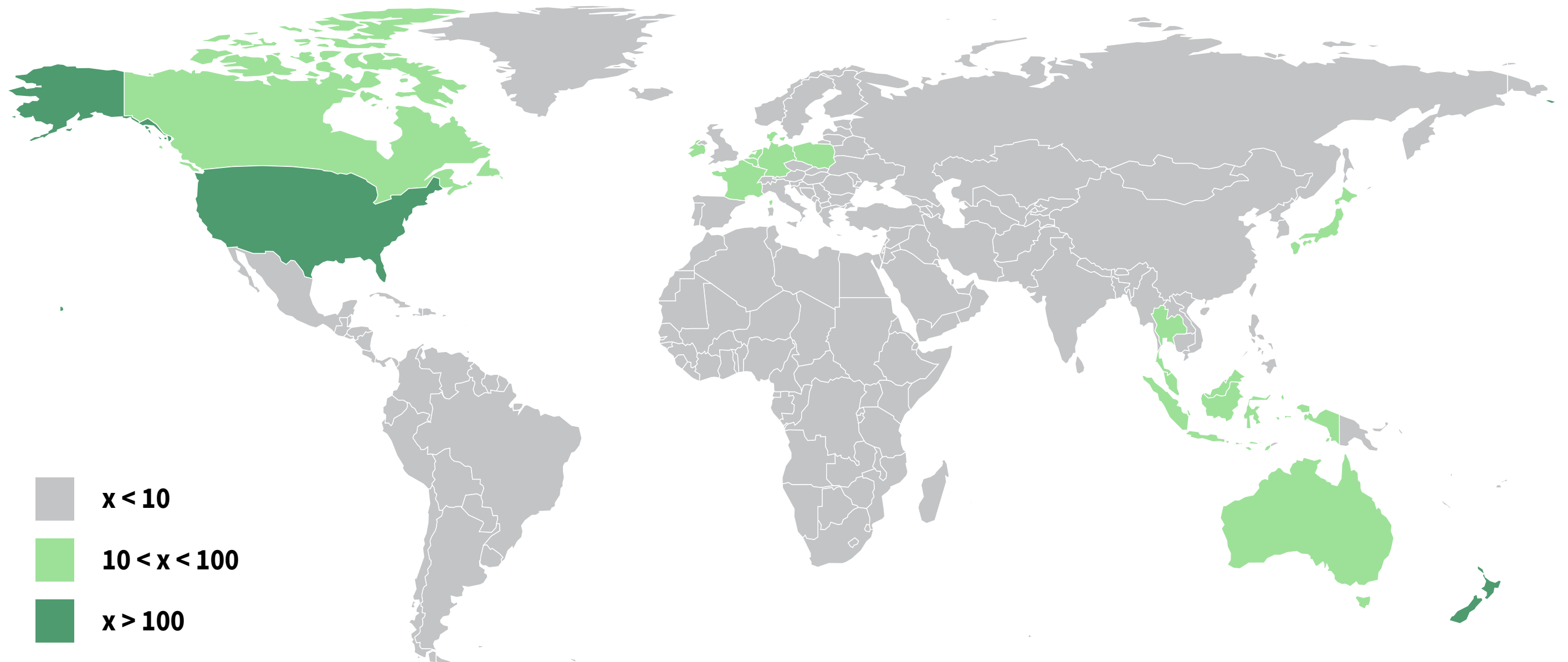
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
USA	13.0	3.2	178.0	23.3	488	32.2	390	24.6
New Zealand	108.5	26.5	361.4	47.2	427	28.2	476	30.1
Belgium	6.8	1.6	2.3	0.3	84	5.5	99	6.3
Australia	188.2	45.9	110.5	14.4	80	5.3	78	4.9
Germany	14.7	3.6	1.1	0.1	56	3.7	54	3.4
Ireland	16.8	4.1	5.9	0.8	51	3.3	44	2.8
Poland	1.2	0.3	0.7	0.1	43	2.9	62	3.9
Thailand	0.7	0.2	11.0	1.4	41	2.7	60	3.8
Denmark	2.8	0.7	6.5	0.9	34	2.2	42	2.6
Netherlands	22.7	5.5	6.1	0.8	29	1.9	42	2.7
France	3.9	0.9	4.5	0.6	26	1.7	32	2.0
Indonesia	0.8	0.2	2.2	0.3	23	1.5	20	1.2
Singapore	5.4	1.3	8.5	1.1	16	1.0	16	1.0
Malaysia	3.0	0.7	13.8	1.8	12	0.8	11	0.7
Canada	0.4	0.1	1.6	0.2	11	0.8	12	0.8
Japan	0.2	0.1	2.1	0.3	11	0.7	20	1.3
Bangladesh	<0.1	<0.1	<0.1	<0.1	8	0.6	10	0.6
UK	0.9	0.2	0.7	0.1	8	0.5	6	0.4
Spain	1.3	0.3	0.2	<0.1	7	0.5	16	1.0
Uruguay	<0.1	<0.1	0.1	<0.1	7	0.4	7	0.4
ROW + SD*	-9.5	.	-35.6	.	30	.	232	.
Total	381.8	100.0	681.9	100.0	1 490	100.0	1 730	100.0

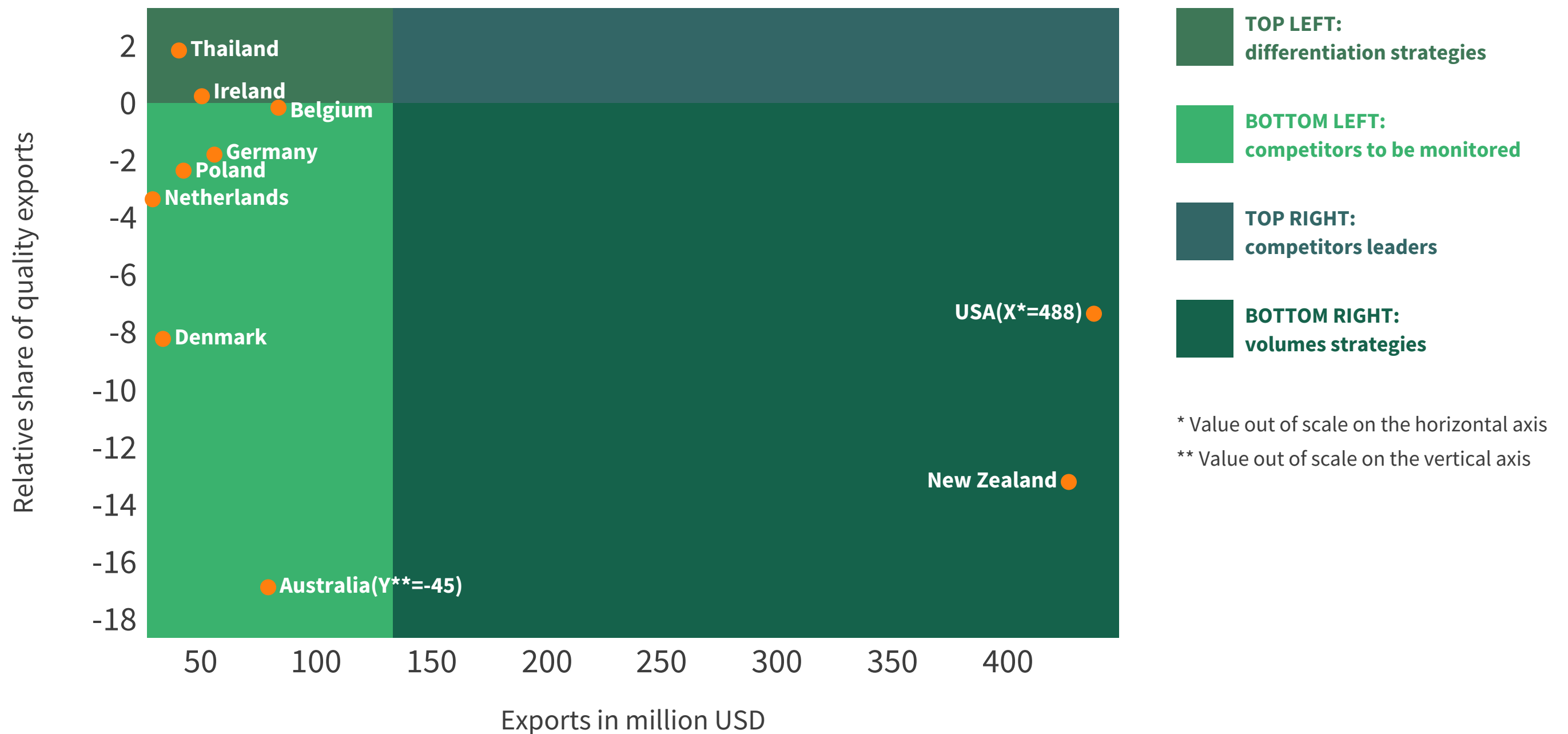
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

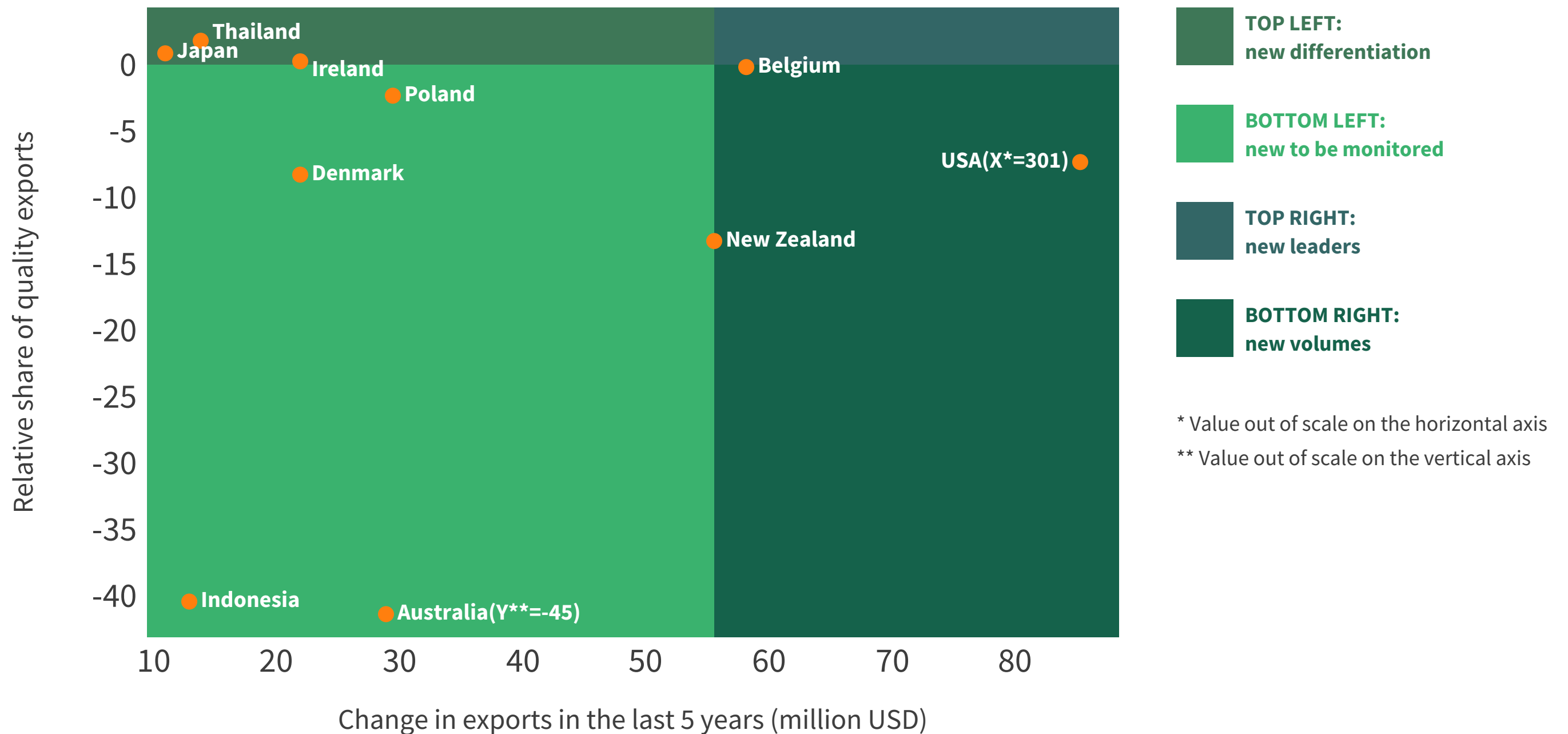
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	205	+10.8	325	+58.7	322	-0.8	499	+54.8
New Zealand	420	+11.8	326	-22.5	351	+7.7	442	+26.0
Belgium	41	+184.8	31	-24.2	69	+122.8	88	+26.0
Australia	63	+2.0	57	-8.9	65	+14.3	74	+12.8
Germany	51	+53.8	37	-26.4	38	+0.8	58	+54.4
Ireland	16	-18.0	24	+45.6	24	-0.8	54	+127.0
Poland	23	+19.3	34	+48.2	34	+0.5	45	+30.4
Thailand	9	-15.9	11	+26.0	11	-2.9	10	-10.7
Denmark	19	+20.8	20	+5.1	24	+20.2	34	+41.8
Netherlands	60	+50.4	54	-10.3	26	-51.6	28	+8.0
France	24	+38.6	15	-39.2	25	+72.6	23	-7.9
Indonesia	10	+6.4	10	-5.4	16	+61.2	20	+28.9
Singapore	22	+198.7	11	-50.1	13	+19.8	10	-20.5
Malaysia	46	-27.6	10	-77.1	12	+15.6	11	-8.9
Canada	8	-21.5	8	+2.2	10	+14.8	13	+33.9
Japan	<1	-11.9	<1	+531.7	1	+1 230.1	9	+830.3
Bangladesh	2	+2 085.2	8	+386.4	7	-13.8	8	+19.8
UK	8	+204.6	5	-46.3	4	-18.9	7	+84.1
Spain	4	+19.0	4	-12.9	5	+15.7	7	+50.4
Uruguay	8	+24.2	5	-41.7	5	+10.7	7	+22.2
Rest of the world	31	+5.9	26	-17.3	30	+16.4	45	+48.9
Total	1 070	+15.7	1 020	-4.7	1 091	+7.0	1 490	+36.5

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	209	+4.9	340	+62.9	371	+9.2	474	+27.8
New Zealand	404	+8.0	351	-13.0	547	+55.7	411	-24.9
Belgium	71	+113.6	43	-39.5	74	+71.6	80	+8.9
Australia	52	-20.8	64	+23.6	89	+39.6	85	-5.0
Germany	46	+34.1	54	+16.4	42	-21.3	54	+27.6
Ireland	20	+23.5	22	+9.7	36	+61.2	48	+32.7
Poland	27	+75.3	38	+43.4	36	-5.2	42	+15.4
Thailand	54	+23.4	61	+14.2	57	-6.3	66	+15.2
Denmark	13	-14.1	18	+36.0	25	+38.1	32	+28.4
Netherlands	32	+39.0	37	+17.7	19	-47.8	29	+50.0
France	24	+18.0	17	-26.9	31	+78.4	27	-11.8
Indonesia	14	+15.5	15	+5.9	20	+35.4	22	+9.4
Singapore	13	+30.3	10	-24.7	18	+80.2	20	+14.5
Malaysia	13	-27.8	11	-12.0	14	+21.2	11	-18.3
Canada	9	-17.5	7	-23.4	5	-21.8	9	+70.7
Japan	<1	-11.6	<1	+149.7	<1	+127.0	13	+4 456.4
Bangladesh	.	.	.	.	.	.	.	.
UK	5	-15.5	7	+50.0	4	-48.2	9	+138.6
Spain	4	-5.2	4	+3.8	5	+28.9	8	+52.2
Uruguay	8	-1.7	5	-39.3	7	+44.2	6	-11.4
Rest of the world	34	+9.5	31	-10.7	32	+5.9	30	-8.4
Total	1 050	+11.8	1 136	+8.1	1 434	+26.2	1 477	+3.0
Total of 2022 sample	1 041	+12.0	1 124	+8.0	1 422	+26.6	1 477	+3.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	208	+7.6	339	+62.8	349	+3.2	488	+39.6
New Zealand	413	+9.9	340	-17.6	456	+33.9	427	-6.4
Belgium	56	+127.6	38	-33.0	72	+90.2	84	+16.7
Australia	58	-10.6	61	+6.0	78	+27.9	80	+1.9
Germany	49	+44.0	46	-5.6	41	-11.2	56	+38.3
Ireland	20	+6.0	24	+20.9	30	+26.1	51	+70.0
Poland	25	+39.4	36	+46.1	35	-2.3	43	+21.9
Thailand	34	+12.9	39	+15.1	36	-6.7	41	+12.1
Denmark	18	+14.2	20	+8.8	25	+27.9	34	+33.3
Netherlands	47	+41.6	47	-0.5	23	-50.2	29	+25.1
France	24	+24.0	16	-31.9	28	+74.5	26	-9.8
Indonesia	13	+6.0	16	+22.4	19	+17.4	23	+21.6
Singapore	18	+93.2	11	-37.2	16	+43.6	16	-4.7
Malaysia	31	-28.0	11	-64.4	14	+26.2	12	-15.9
Canada	9	-17.7	9	+5.0	9	-4.7	11	+28.1
Japan	<1	-12.5	<1	+179.9	1	+470.0	11	+1 686.4
Bangladesh	2	+2 085.2	8	+386.4	7	-13.8	8	+19.8
UK	7	+44.1	6	-13.5	4	-36.5	8	+107.4
Spain	4	+5.9	4	-4.9	5	+23.3	7	+52.1
Uruguay	9	-5.7	6	-39.0	7	+22.3	7	-3.0
ROW + SD*	26	+550.9	-57	- 318.7	- 165	+189.6	30	- 117.9
Total	1 070	+15.7	1 020	-4.7	1 091	+7.0	1 490	+36.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
USA	499	+54.8	474	+27.8	488	+39.6
New Zealand	442	+26.0	411	-24.9	427	-6.4
Belgium	88	+26.0	80	+8.9	84	+16.7
Australia	74	+12.8	85	-5.0	80	+1.9
Germany	58	+54.4	54	+27.6	56	+38.3
Ireland	54	+127.0	48	+32.7	51	+70.0
Poland	45	+30.4	42	+15.4	43	+21.9
Thailand	10	-10.7	66	+15.2	41	+12.1
Denmark	34	+41.8	32	+28.4	34	+33.3
Netherlands	28	+8.0	29	+50.0	29	+25.1
France	23	-7.9	27	-11.8	26	-9.8
Indonesia	20	+28.9	22	+9.4	23	+21.6
Singapore	10	-20.5	20	+14.5	16	-4.7
Malaysia	11	-8.9	11	-18.3	12	-15.9
Canada	13	+33.9	9	+70.7	11	+28.1
Japan	9	+830.3	13	+4 456.4	11	+1 686.4
Bangladesh	8	+19.8	.	.	8	+19.8
UK	7	+84.1	9	+138.6	8	+107.4
Spain	7	+50.4	8	+52.2	7	+52.1
Uruguay	7	+22.2	6	-11.4	7	-3.0
Rest of the world*	45	+48.9	30	-8.4	30	- 117.9
Total**	1 490	+36.5	1 477	+3.8	1 490	+36.5

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
USA	251	-12.2	371	+48.1	343	-7.7	363	+6.0
New Zealand	401	+15.5	345	-13.9	419	+21.3	339	-19.0
Belgium	71	+109.5	39	-44.3	66	+67.0	58	-11.6
Australia	62	-13.9	61	-1.8	70	+14.7	69	-1.6
Germany	52	+35.2	40	-23.1	32	-18.8	36	+9.9
Ireland	20	-7.3	24	+22.8	26	+6.4	31	+21.2
Poland	28	+29.0	37	+32.6	33	-12.2	31	-6.5
Thailand	45	+7.6	52	+13.4	45	-13.5	42	-5.4
Denmark	15	+11.0	16	+6.6	19	+18.6	24	+23.6
Netherlands	59	+60.9	45	-22.6	20	-55.2	21	+4.2
France	23	+27.4	14	-39.6	22	+62.1	16	-28.0
Indonesia	15	+4.6	17	+17.0	20	+15.3	24	+21.6
Singapore	23	+85.8	10	-55.8	14	+37.3	11	-24.3
Malaysia	59	-33.5	15	-73.9	16	+7.0	11	-32.1
Canada	12	-37.5	11	-5.5	10	-17.3	9	-2.1
Japan	<1	-6.4	<1	+117.3	1	+1 389.9	9	+959.0
Bangladesh	2	+2 137.2	9	+356.0	8	-14.9	8	+6.7
UK	8	+31.1	6	-34.4	3	-43.2	5	+57.7
Spain	4	+9.7	4	-9.3	4	+10.7	6	+43.0
Uruguay	10	-11.8	6	-42.5	7	+23.4	6	-20.2
ROW + SD*	33	+93.0	-59	-278.1	-155	+162.3	24	-115.3
Total	1 193	+8.1	1 065	-10.8	1 022	-4.0	1 142	+11.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
USA	83.0	+22.6	91.2	+9.9	102.0	+11.8	134.2	+31.6
New Zealand	103.0	-4.9	98.6	-4.3	108.9	+10.4	125.8	+15.6
Belgium	79.8	+8.6	95.9	+20.2	109.2	+13.9	144.1	+31.9
Australia	92.7	+3.9	100.1	+8.0	111.7	+11.6	115.7	+3.5
Germany	94.0	+6.6	115.3	+22.8	126.1	+9.3	158.6	+25.8
Ireland	98.7	+14.3	97.2	-1.6	115.2	+18.6	161.7	+40.3
Poland	88.2	+8.0	97.1	+10.2	108.1	+11.3	141.0	+30.4
Thailand	74.8	+4.9	75.9	+1.5	81.9	+7.9	97.0	+18.4
Denmark	119.6	+2.9	122.1	+2.1	131.7	+7.9	142.1	+7.9
Netherlands	79.8	-12.0	102.6	+28.6	114.2	+11.3	137.1	+20.1
France	105.9	-2.7	119.3	+12.7	128.5	+7.6	160.8	+25.2
Indonesia	90.4	+1.3	94.6	+4.6	96.4	+1.8	96.4	=
Singapore	78.7	+4.0	111.9	+42.1	117.0	+4.6	147.2	+25.9
Malaysia	53.1	+8.4	72.3	+36.1	85.3	+18.0	105.6	+23.8
Canada	73.4	+31.6	81.6	+11.1	94.0	+15.2	123.1	+30.9
Japan	152.9	-6.5	197.0	+28.8	75.4	-61.7	127.2	+68.7
Bangladesh	82.3	-2.3	87.7	+6.7	88.9	+1.3	99.8	+12.2
UK	79.2	+9.9	104.4	+31.8	116.7	+11.8	153.5	+31.5
Spain	102.6	-3.5	107.6	+4.8	119.8	+11.4	127.5	+6.4
Uruguay	89.4	+6.9	94.7	+6.0	93.9	-0.9	114.2	+21.6
ROW + SD*	78.6	+237.3	96.5	+22.8	106.6	+10.4	124.4	+16.7
Total	89.7	+7.0	95.8	+6.8	106.7	+11.4	130.4	+22.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Poland**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

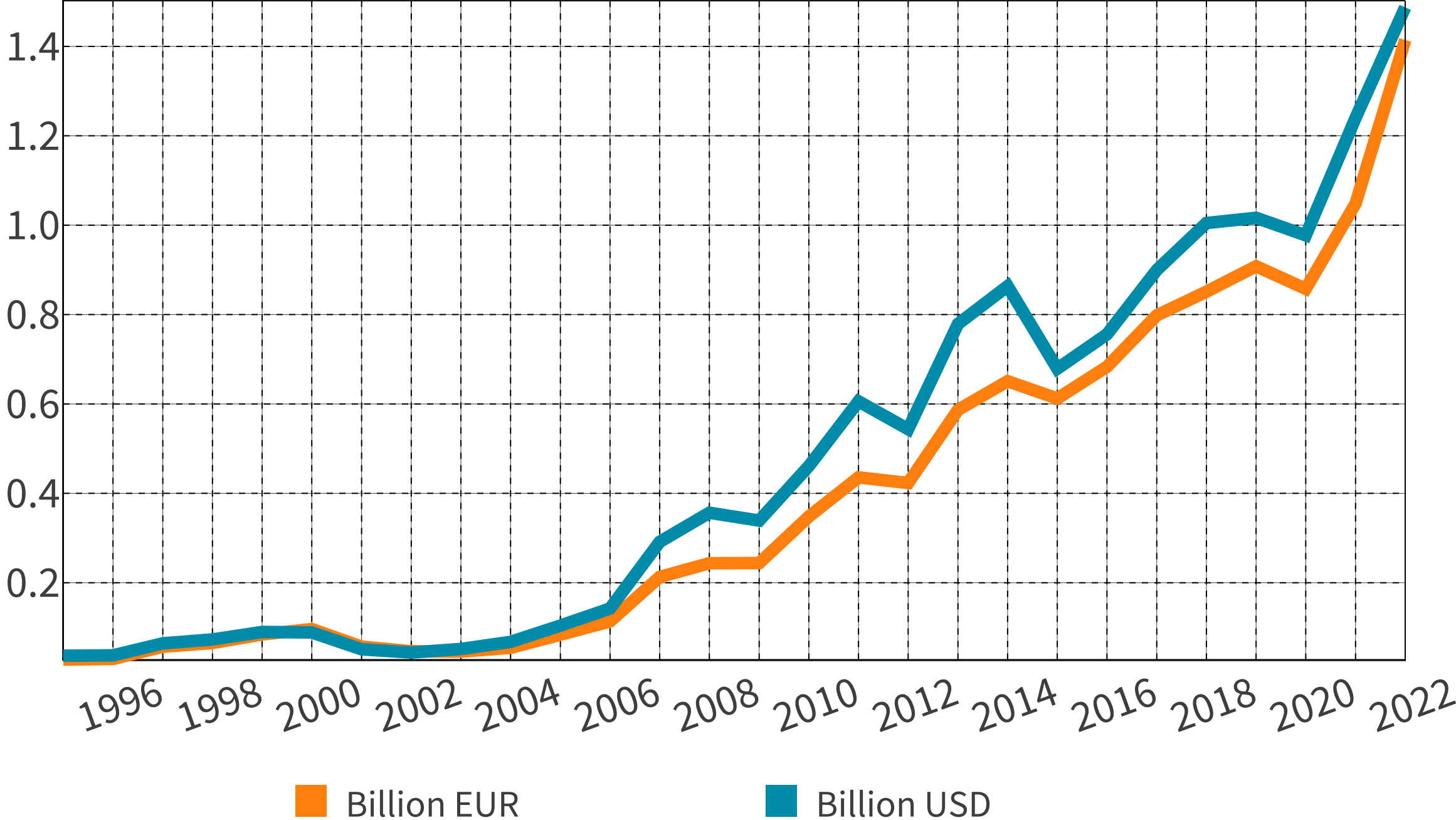


**Import value
(2022)****1.4** billion EUR**1.5** billion USD**Average prices of
imports (2022)****2.80** EUR/kg**2.94** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+19.0%**CAGR in 2009-2022: **+10.7%**CAGR in 2023-2026: **+8.3%**

Market Dynamics

Value of Imports

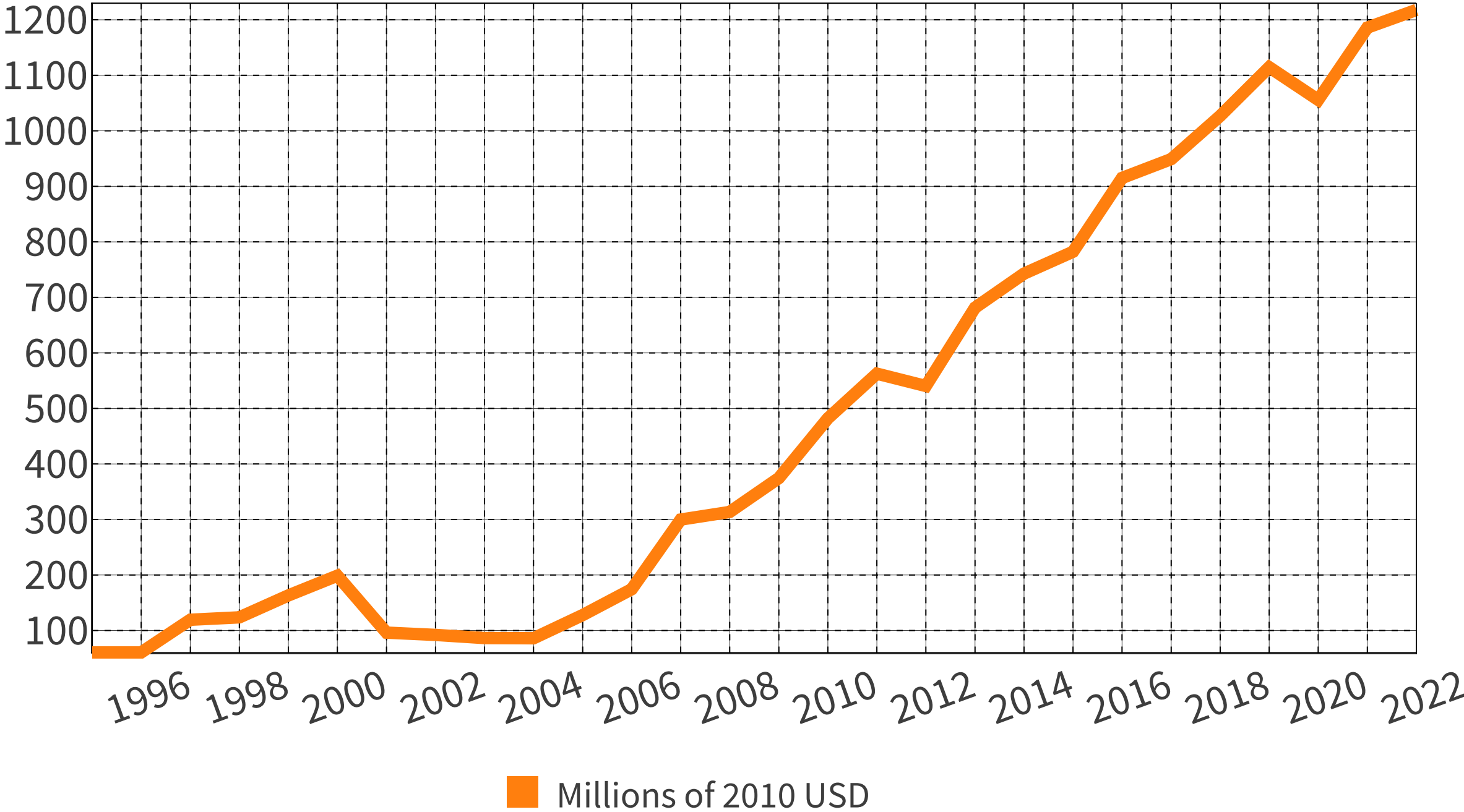
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

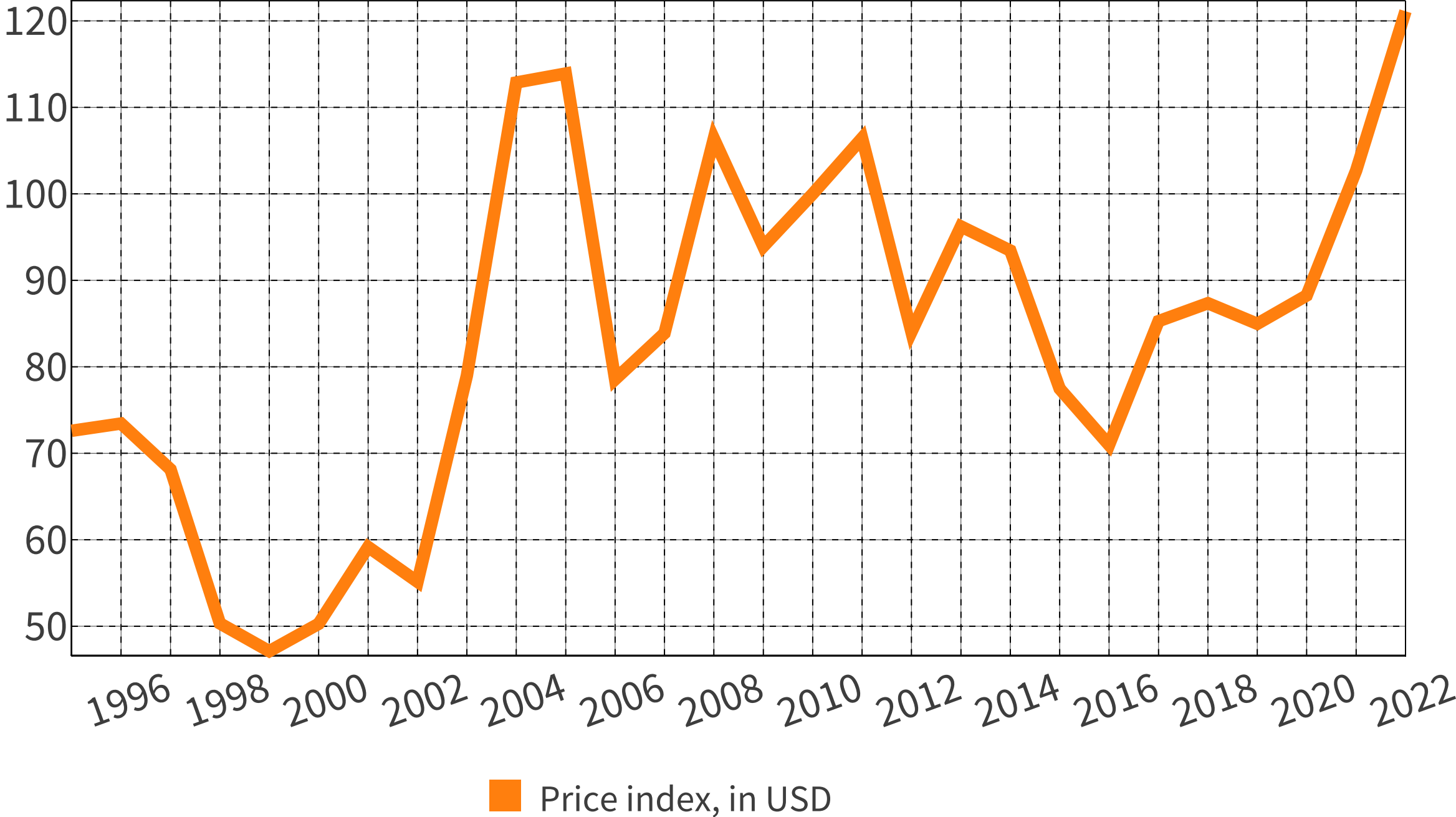
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	68	30.7	86	-0.4	78.6	31.3
2005	104	53.8	128	48.6	81.4	3.5
2006	142	36.8	174	36.4	81.6	0.3
2007	291	104.7	300	72.0	97.2	19.1
2008	357	22.4	314	4.6	113.7	17.0
2009	339	-4.9	375	19.5	90.5	-20.4
2010	461	35.9	482	28.7	95.6	5.6
2011	606	31.5	563	16.7	107.7	12.6
2012	544	-10.3	540	-4.0	100.6	-6.6
2013	779	43.3	681	26.1	114.3	13.6
2014	864	10.9	743	9.0	116.2	1.7
2015	679	-21.4	782	5.3	86.8	-25.3
2016	756	11.3	915	17.0	82.6	-4.9
2017	900	19.0	949	3.7	94.8	14.8
2018	1 005	11.7	1 027	8.2	97.8	3.2
2019	1 016	1.2	1 115	8.5	91.2	-6.8
2020	977	-3.9	1 056	-5.3	92.6	1.5
2021	1 240	26.9	1 186	12.3	104.6	13.0
2022	1 487	19.9	1 218	2.7	122.1	16.8

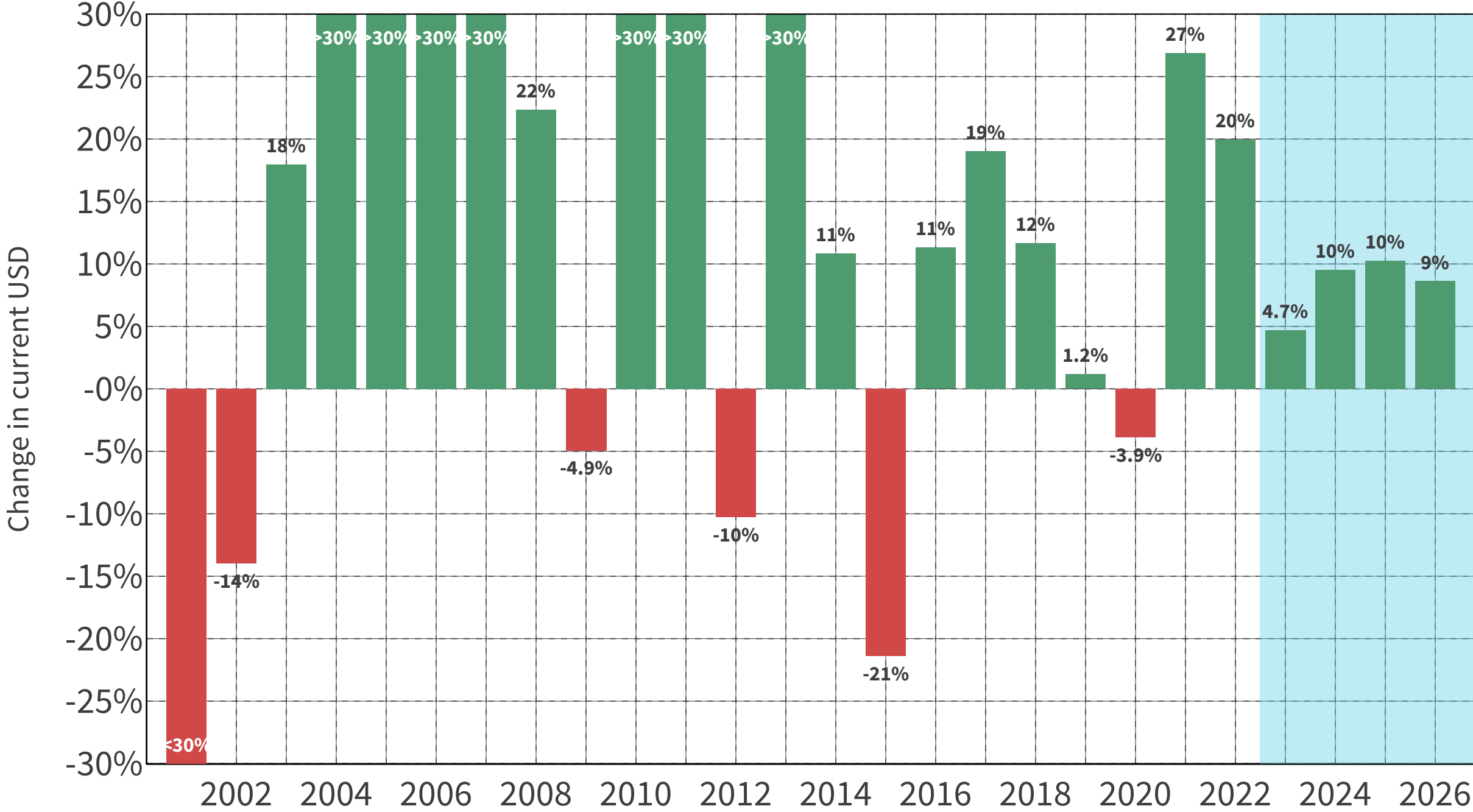
Source: www.exportplanning.com



Market Prospects

Imports Forecast

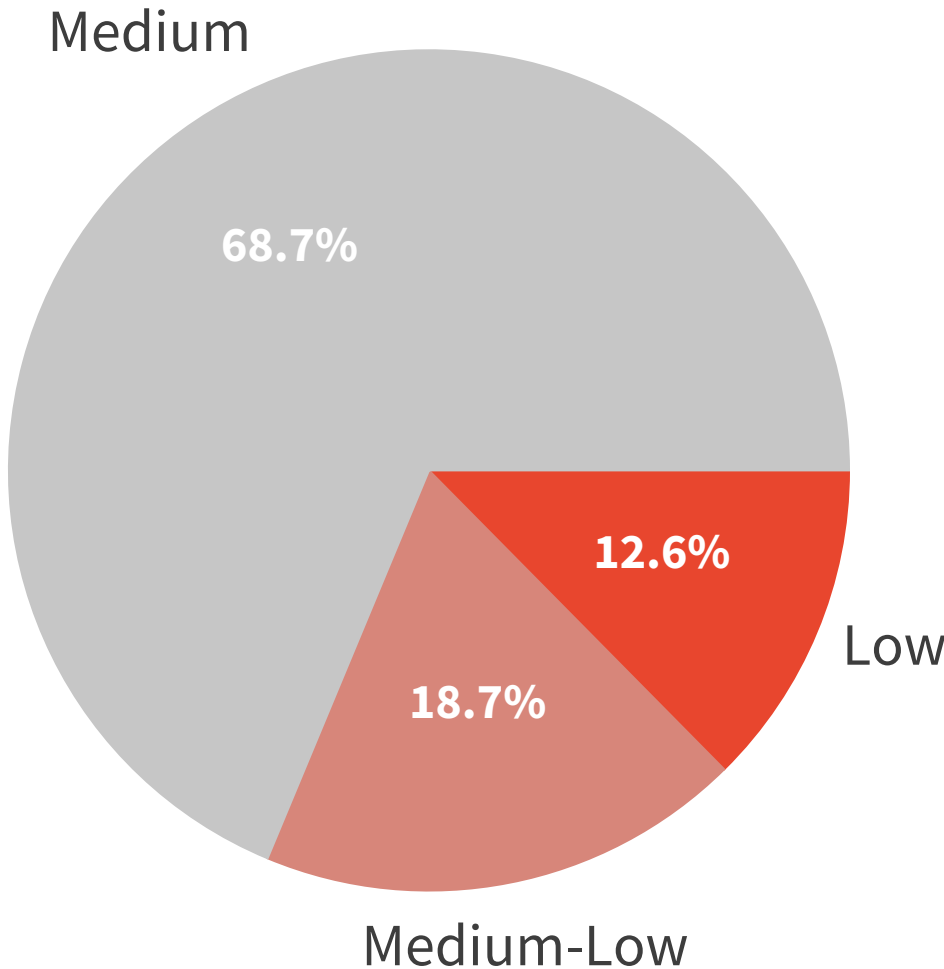
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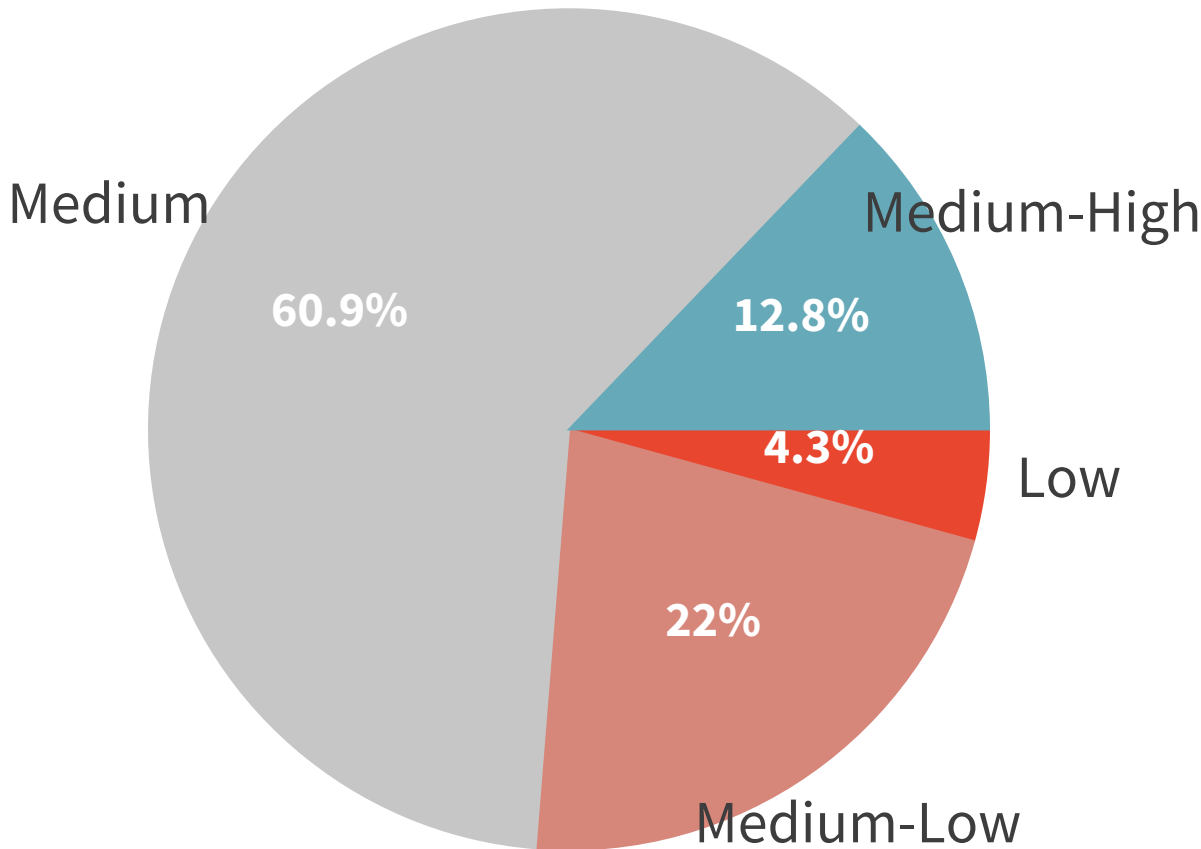
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



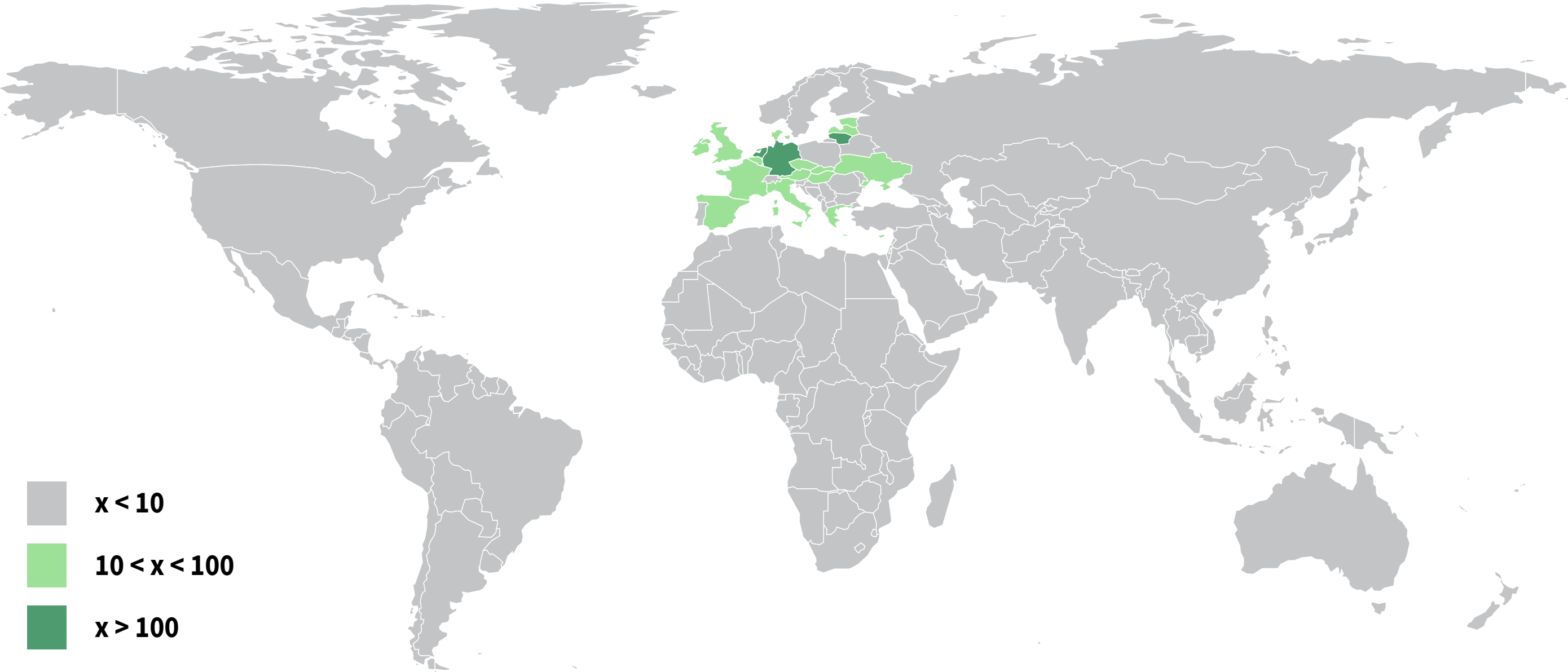
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	29.5	31.2	176.5	52.4	483	31.4	714	33.6
Lithuania	4.5	4.7	22.5	6.7	211	13.7	173	8.1
Netherlands	3.5	3.7	15.1	4.5	167	10.9	247	11.6
Belgium	1.4	1.5	4.6	1.4	92	6.0	151	7.1
France	8.2	8.7	22.3	6.6	86	5.6	127	6.0
Italy	0.7	0.7	15.6	4.6	82	5.3	155	7.3
Czech Rep.	16.0	17.0	23.7	7.0	72	4.7	122	5.7
Ukraine	4.0	4.3	<0.1	<0.1	64	4.1	35	1.7
Denmark	0.9	0.9	16.1	4.8	50	3.2	71	3.3
Ireland	<0.1	<0.1	5.0	1.5	43	2.8	59	2.8
Slovakia	1.7	1.7	6.8	2.0	27	1.8	35	1.6
Estonia	0.1	0.1	0.2	0.1	25	1.6	40	1.9
UK	0.1	0.1	1.3	0.4	20	1.3	32	1.5
Austria	<0.1	<0.1	11.0	3.3	19	1.2	22	1.0
Latvia	<0.1	0.1	0.3	0.1	15	1.0	9	0.4
Spain	<0.1	<0.1	0.3	0.1	13	0.9	20	0.9
Hungary	0.1	0.1	1.9	0.6	13	0.9	26	1.2
Greece	0.1	0.1	1.2	0.4	12	0.8	21	1.0
Cyprus	<0.1	<0.1	0.1	<0.1	10	0.7	24	1.1
Finland	<0.1	<0.1	4.7	1.4	10	0.6	9	0.4
ROW + SD*	18.0	.	27.4	.	-24	.	-49	.
Total	88.8	100.0	356.6	100.0	1 487	100.0	2 043	100.0

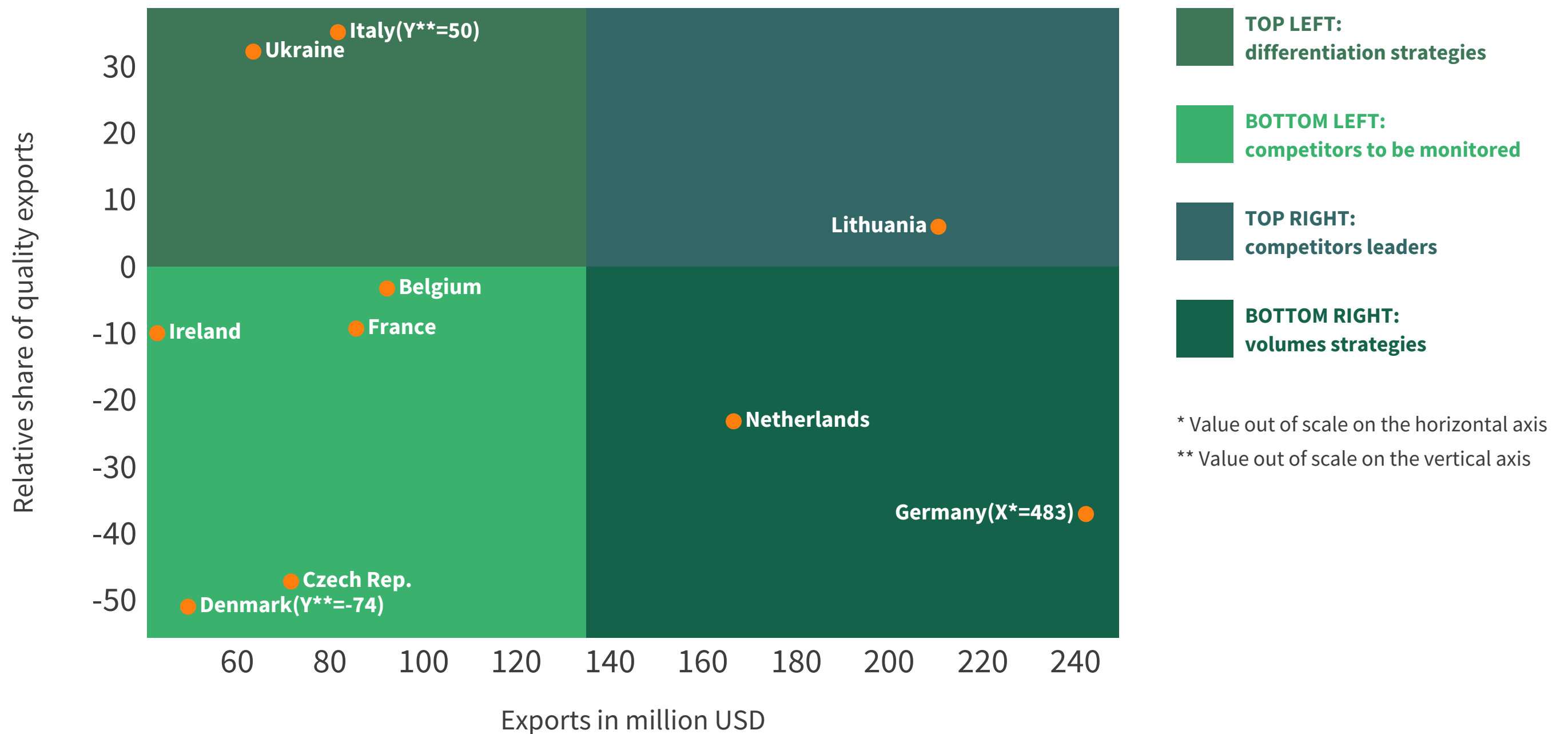
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

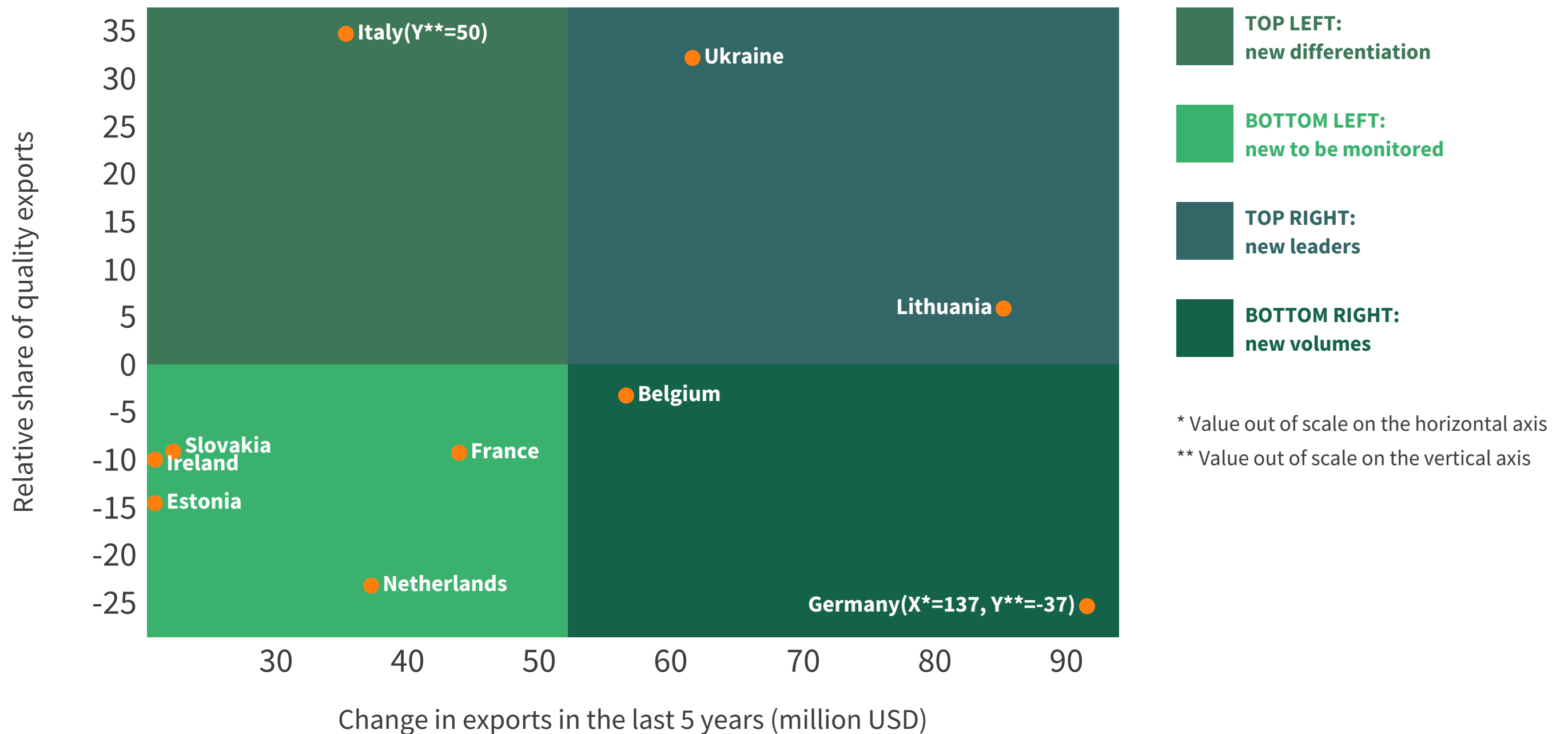
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	370	+5.0	362.3	-2.1	420	+15.9	453	+8.0
Lithuania	145	+10.4	120.2	-16.9	157	+30.4	198	+26.4
Netherlands	128	+2.0	79.8	-37.8	141	+76.4	172	+22.4
Belgium	40	-8.5	44.7	+12.4	70	+57.3	118	+67.9
France	50	-10.9	61.4	+22.6	96	+56.3	81	-15.3
Italy	54	-12.9	49.8	-8.3	78	+56.9	81	+3.6
Czech Rep.	65	-2.7	51.5	-20.6	58	+12.4	67	+16.1
Ukraine	5	-16.6	1.3	-74.6	2	+76.1	64	+2 610.4
Denmark	30	-14.0	33.7	+10.7	39	+16.6	47	+20.5
Ireland	30	+17.7	25.0	-17.3	35	+39.0	34	-1.8
Slovakia	5	-9.2	7.4	+57.9	16	+109.1	22	+39.7
Estonia	7	+27.3	6.9	-1.5	18	+161.1	26	+42.5
UK	23	+49.0	56.2	+142.0	11	-80.4	8	-26.1
Austria	15	-33.5	13.4	-11.6	17	+28.6	21	+20.6
Latvia	4	-38.5	3.5	-14.2	4	+10.1	15	+284.1
Spain	11	-3.1	13.7	+28.2	18	+30.3	14	-22.9
Hungary	6	-1.1	8.9	+38.5	9	-1.5	13	+52.9
Greece	8	+12.6	9.0	+8.3	11	+24.6	12	+2.9
Cyprus	4	+37.4	7.7	+71.9	11	+46.7	10	-8.6
Finland	7	-14.2	9.6	+38.3	15	+52.6	13	-12.6
Rest of the world	8	+1.5	11.3	+47.8	15	+29.7	18	+20.4
Total	1 016	+1.2	977.2	-3.9	1 240	+26.9	1 487	+19.9

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	379	+7.0	391	+3.3	422	+7.9	505	+19.8
Lithuania	155	-1.8	131	-15.3	163	+23.6	222	+36.8
Netherlands	117	-16.1	103	-11.7	127	+23.4	161	+26.5
Belgium	46	+0.1	53	+15.2	66	+24.7	73	+9.9
France	52	+13.6	66	+27.9	92	+39.7	89	-3.1
Italy	58	-7.4	57	-1.3	77	+34.9	82	+6.6
Czech Rep.	60	-9.9	56	-6.9	58	+2.4	75	+29.6
Ukraine	4	-14.6	1	-70.9	2	+75.8	63	+2 898.7
Denmark	27	-5.9	31	+18.4	38	+20.4	50	+32.7
Ireland	14	+1.0	15	+6.6	29	+92.7	42	+46.3
Slovakia	10	-8.8	12	+15.0	23	+91.8	32	+39.0
Estonia	6	-10.1	5	-18.3	19	+278.6	24	+29.0
UK	31	+34.7	31	+1.6	29	-6.6	24	-15.9
Austria	11	-9.6	10	-5.2	14	+35.2	18	+30.9
Latvia	5	-34.5	4	-23.4	3	-10.4	15	+335.1
Spain	10	+19.4	13	+25.1	15	+15.3	13	-16.8
Hungary	5	-17.8	6	+17.4	11	+70.9	14	+24.3
Greece	7	+78.2	7	+4.1	12	+57.0	12	+0.9
Cyprus	5	+37.9	8	+63.0	11	+47.5	10	-9.4
Finland	6	-20.7	9	+40.2	13	+49.5	7	-47.8
Rest of the world	24	+28.8	23	-1.1	25	+6.4	23	-9.6
Total	1 032	+0.3	1 035	+0.3	1 249	+20.7	1 554	+24.5
Total of 2022 sample	1 026	-0.2	1 031	+0.4	1 247	+21.0	1 554	+24.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	375	+5.8	378.6	+0.9	420	+11.0	483	+15.0
Lithuania	150	+3.7	125.7	-16.4	161	+28.2	211	+30.8
Netherlands	122	-9.1	93.8	-23.3	134	+42.5	167	+24.9
Belgium	45	=	49.4	+10.4	68	+36.7	92	+36.4
France	51	+1.7	63.8	+24.2	94	+47.0	86	-8.3
Italy	56	-9.7	54.0	-3.9	78	+44.2	82	+4.9
Czech Rep.	63	-6.3	54.0	-13.8	58	+7.5	72	+23.1
Ukraine	5	-15.8	1.3	-72.7	2	+76.6	64	+2 766.0
Denmark	29	-10.2	33.4	+16.5	39	+16.1	50	+28.3
Ireland	30	+8.4	25.8	-13.4	37	+45.1	43	+14.2
Slovakia	8	-4.8	9.8	+23.5	19	+97.2	27	+39.1
Estonia	7	+8.7	6.2	-13.5	18	+200.4	25	+35.7
UK	27	+38.9	41.3	+53.9	20	-50.5	20	-3.3
Austria	13	-24.6	11.7	-8.9	15	+29.9	19	+26.4
Latvia	5	-37.0	3.7	-18.6	4	+6.9	15	+275.4
Spain	11	+5.8	13.4	+25.7	16	+22.5	13	-19.9
Hungary	6	-9.3	7.4	+28.2	10	+29.0	13	+36.6
Greece	8	+34.0	8.1	+5.9	11	+41.3	12	+3.6
Cyprus	5	+36.6	7.6	+66.1	11	+48.0	10	-9.6
Finland	7	-17.7	9.3	+39.1	14	+51.0	10	-31.6
ROW + SD*	-4	-61.4	-21.1	+413.4	9	- 143.7	-24	- 363.9
Total	1 016	+1.2	977.2	-3.9	1 240	+26.9	1 487	+19.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	453	+8.0	505	+19.8	483	+15.0
Lithuania	198	+26.4	222	+36.8	211	+30.8
Netherlands	172	+22.4	161	+26.5	167	+24.9
Belgium	118	+67.9	73	+9.9	92	+36.4
France	81	-15.3	89	-3.1	86	-8.3
Italy	81	+3.6	82	+6.6	82	+4.9
Czech Rep.	67	+16.1	75	+29.6	72	+23.1
Ukraine	64	+2 610.4	63	+2 898.7	64	+2 766.0
Denmark	47	+20.5	50	+32.7	50	+28.3
Ireland	34	-1.8	42	+46.3	43	+14.2
Slovakia	22	+39.7	32	+39.0	27	+39.1
Estonia	26	+42.5	24	+29.0	25	+35.7
UK	8	-26.1	24	-15.9	20	-3.3
Austria	21	+20.6	18	+30.9	19	+26.4
Latvia	15	+284.1	15	+335.1	15	+275.4
Spain	14	-22.9	13	-16.8	13	-19.9
Hungary	13	+52.9	14	+24.3	13	+36.6
Greece	12	+2.9	12	+0.9	12	+3.6
Cyprus	10	-8.6	10	-9.4	10	-9.6
Finland	13	-12.6	7	-47.8	10	-31.6
Rest of the world*	18	+20.4	23	-9.6	-24	- 363.9
Total**	1 487	+19.9	1 554	+24.6	1 487	+19.9

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	436	+6.9	439	+0.7	434	-1.3	421	-2.9
Lithuania	170	+29.1	138	-18.8	146	+5.8	145	-0.2
Netherlands	136	+5.2	104	-23.3	125	+20.2	138	+10.0
Belgium	55	+3.7	61	+10.4	80	+31.2	81	+1.3
France	52	+3.6	64	+23.8	87	+35.7	69	-20.6
Italy	42	-10.4	38	-9.9	54	+40.6	53	-2.2
Czech Rep.	64	-2.6	52	-19.1	52	-0.3	61	+18.4
Ukraine	5	+5.8	2	-71.8	2	+34.9	51	+2 347.3
Denmark	34	-6.7	39	+15.6	44	+12.2	50	+12.9
Ireland	27	+23.5	22	-19.0	30	+36.2	32	+6.3
Slovakia	9	+6.3	11	+32.0	20	+77.4	26	+26.5
Estonia	9	+24.2	7	-20.1	18	+148.7	21	+12.8
UK	31	+58.7	45	+46.2	19	-57.5	17	-10.1
Austria	15	-19.3	13	-13.1	15	+21.4	19	+22.8
Latvia	6	-40.7	5	-22.3	4	-18.2	12	+207.6
Spain	7	-2.7	9	+26.0	11	+16.1	7	-32.0
Hungary	5	-3.5	6	+15.8	8	+32.1	11	+27.3
Greece	6	+33.7	6	+3.2	8	+23.2	8	+0.8
Cyprus	3	+47.8	5	+58.5	7	+42.7	7	+2.3
Finland	8	+0.1	12	+38.1	15	+29.4	7	-53.8
ROW + SD*	-7	-47.5	-23	+222.5	7	- 130.2	-18	- 354.5
Total	1 115	+8.5	1 056	-5.3	1 186	+12.3	1 218	+2.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	86.1	-1.0	86.2	+0.2	96.9	+12.4	114.7	+18.4
Lithuania	88.6	-19.7	91.2	+3.0	110.6	+21.2	144.9	+31.1
Netherlands	90.0	-13.6	90.0	-0.1	106.6	+18.5	121.0	+13.6
Belgium	80.9	-3.5	80.9	=	84.3	+4.2	113.6	+34.7
France	99.3	-1.9	99.5	+0.3	107.8	+8.3	124.5	+15.5
Italy	132.2	+0.8	140.9	+6.6	144.5	+2.5	155.0	+7.3
Czech Rep.	97.6	-3.8	104.0	+6.6	112.2	+7.9	116.6	+4.0
Ukraine	84.0	-20.4	81.2	-3.3	106.3	+30.9	124.4	+17.1
Denmark	84.4	-3.7	85.1	+0.8	88.0	+3.5	100.0	+13.6
Ireland	109.2	-12.3	116.8	+7.0	124.5	+6.5	133.7	+7.4
Slovakia	92.3	-10.5	86.3	-6.5	95.9	+11.1	105.4	+10.0
Estonia	77.2	-12.5	83.7	+8.4	101.1	+20.8	121.7	+20.3
UK	88.0	-12.5	92.6	+5.3	108.0	+16.6	116.1	+7.5
Austria	87.6	-6.5	91.9	+4.8	98.3	+7.0	101.2	+3.0
Latvia	72.8	+6.1	76.3	+4.8	99.7	+30.7	121.7	+22.0
Spain	148.0	+8.7	147.6	-0.3	155.7	+5.5	183.2	+17.7
Hungary	106.0	-6.0	117.4	+10.7	114.6	-2.4	123.0	+7.3
Greece	123.7	+0.2	127.0	+2.7	145.6	+14.7	149.7	+2.8
Cyprus	153.6	-7.6	160.9	+4.8	167.0	+3.7	147.5	-11.6
Finland	79.2	-17.7	79.7	+0.7	93.0	+16.7	137.7	+48.1
ROW + SD*	57.9	-26.3	92.1	+59.2	133.0	+44.4	137.9	+3.7
Total	91.2	-6.8	92.6	+1.5	104.6	+13.0	122.1	+16.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Saudi Arabia**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

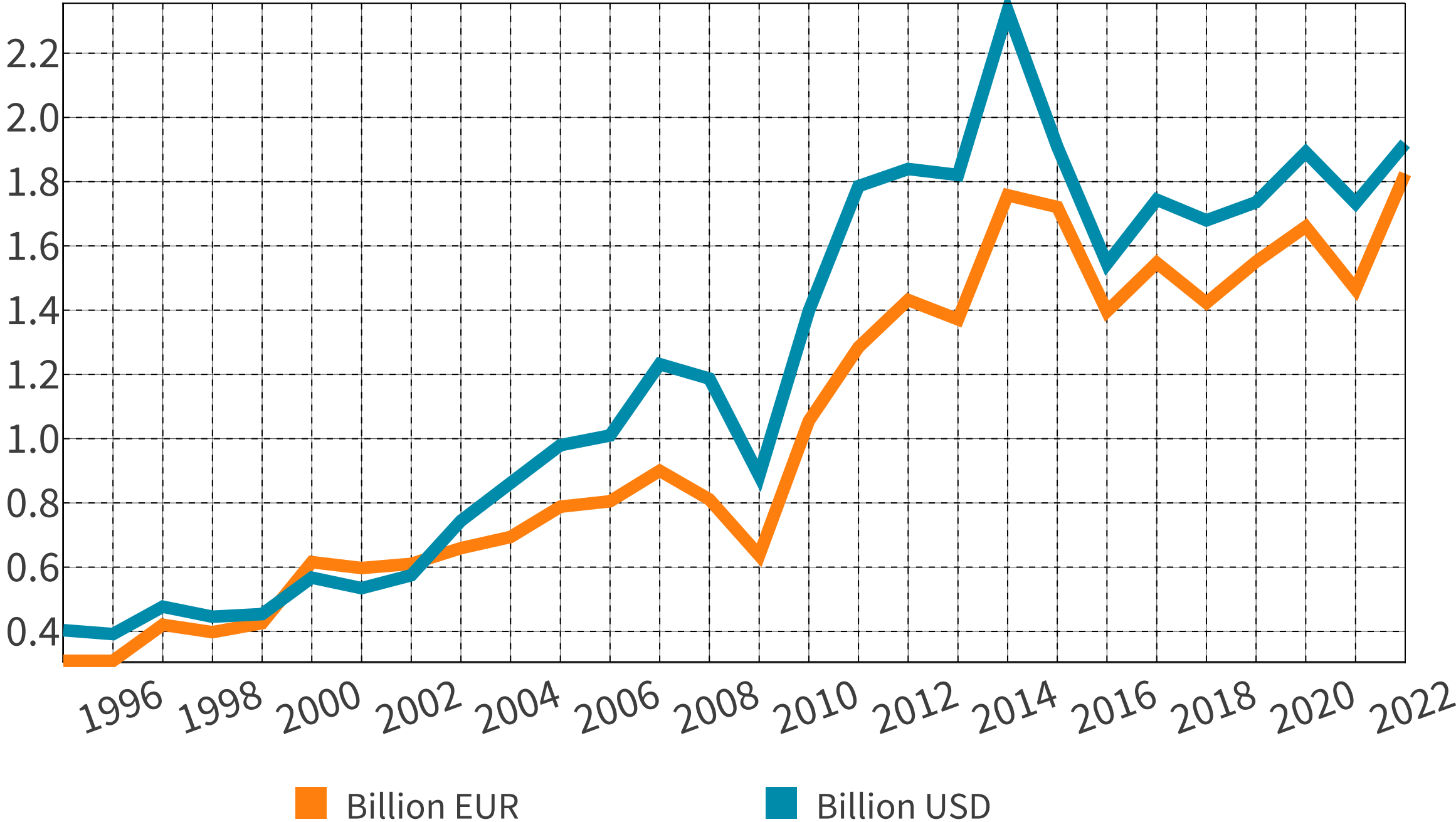
EXPORT 
PLANNING

**Import value
(2022)****1.8** billion EUR**1.9** billion USD**Average prices of
imports (2022)****3.99** EUR/kg**4.20** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+9.7%**CAGR in 2009-2022: **+3.5%**CAGR in 2023-2026: **+3.9%**

Market Dynamics

Value of Imports

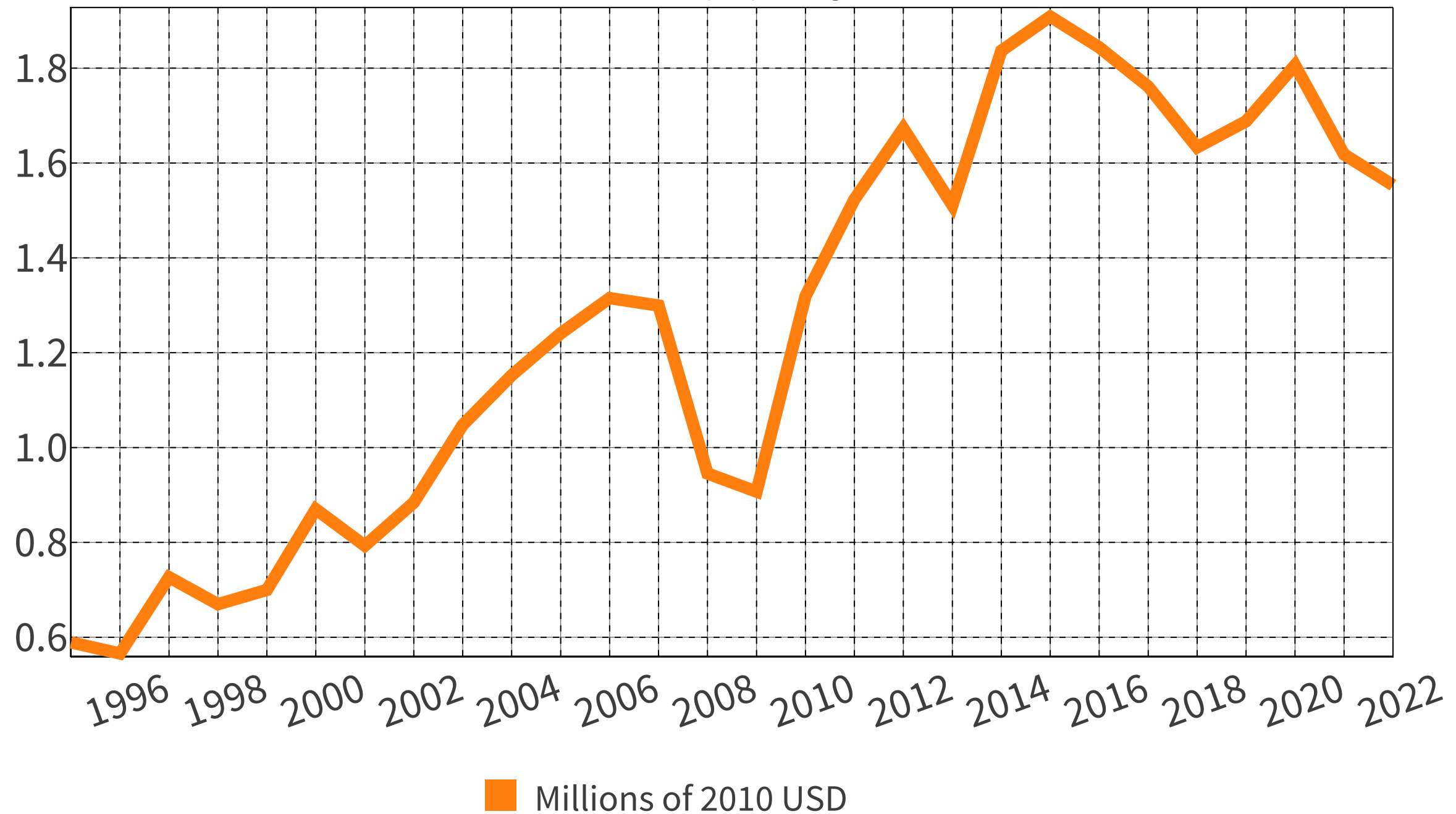
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Market Dynamics

Quantity of Imports at constant prices

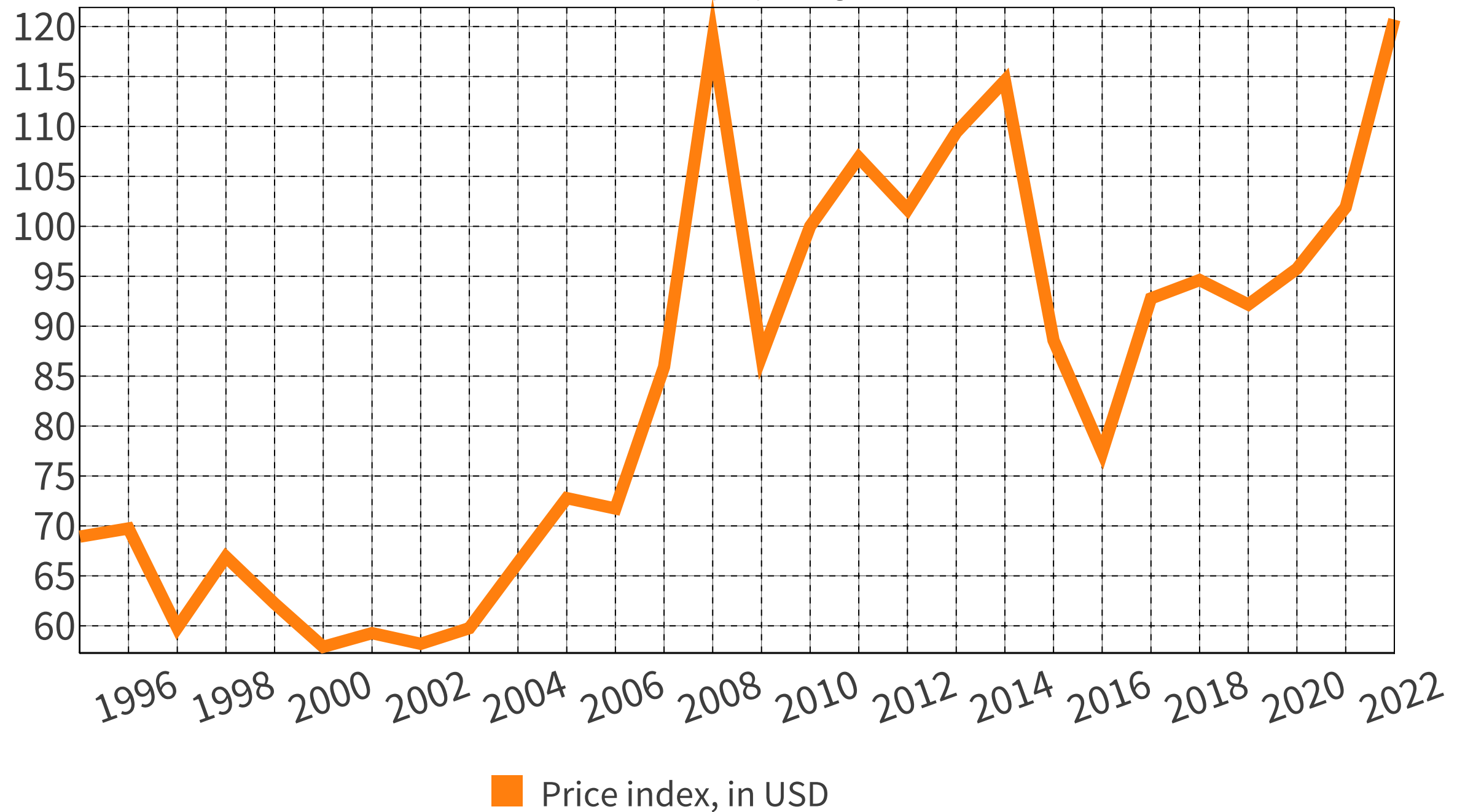
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	862	15.8	1 152	10.0	74.8	5.3
2005	980	13.6	1 241	7.7	79.0	5.5
2006	1 010	3.1	1 315	6.0	76.8	-2.7
2007	1 232	22.0	1 299	-1.2	94.8	23.5
2008	1 187	-3.7	945	-27.2	125.6	32.4
2009	885	-25.4	907	-4.1	97.6	-22.3
2010	1 398	57.9	1 319	45.4	105.9	8.6
2011	1 786	27.8	1 523	15.5	117.3	10.7
2012	1 840	3.0	1 673	9.8	109.9	-6.2
2013	1 821	-1.0	1 511	-9.7	120.5	9.6
2014	2 332	28.1	1 837	21.5	127.0	5.4
2015	1 909	-18.1	1 909	3.9	100.0	-21.2
2016	1 545	-19.1	1 844	-3.4	83.8	-16.2
2017	1 744	12.9	1 761	-4.5	99.0	18.2
2018	1 680	-3.7	1 633	-7.3	102.8	3.9
2019	1 736	3.4	1 688	3.4	102.8	<0.1
2020	1 892	9.0	1 806	7.0	104.7	1.8
2021	1 733	-8.4	1 618	-10.4	107.1	2.3
2022	1 919	10.7	1 553	-4.0	123.5	15.3

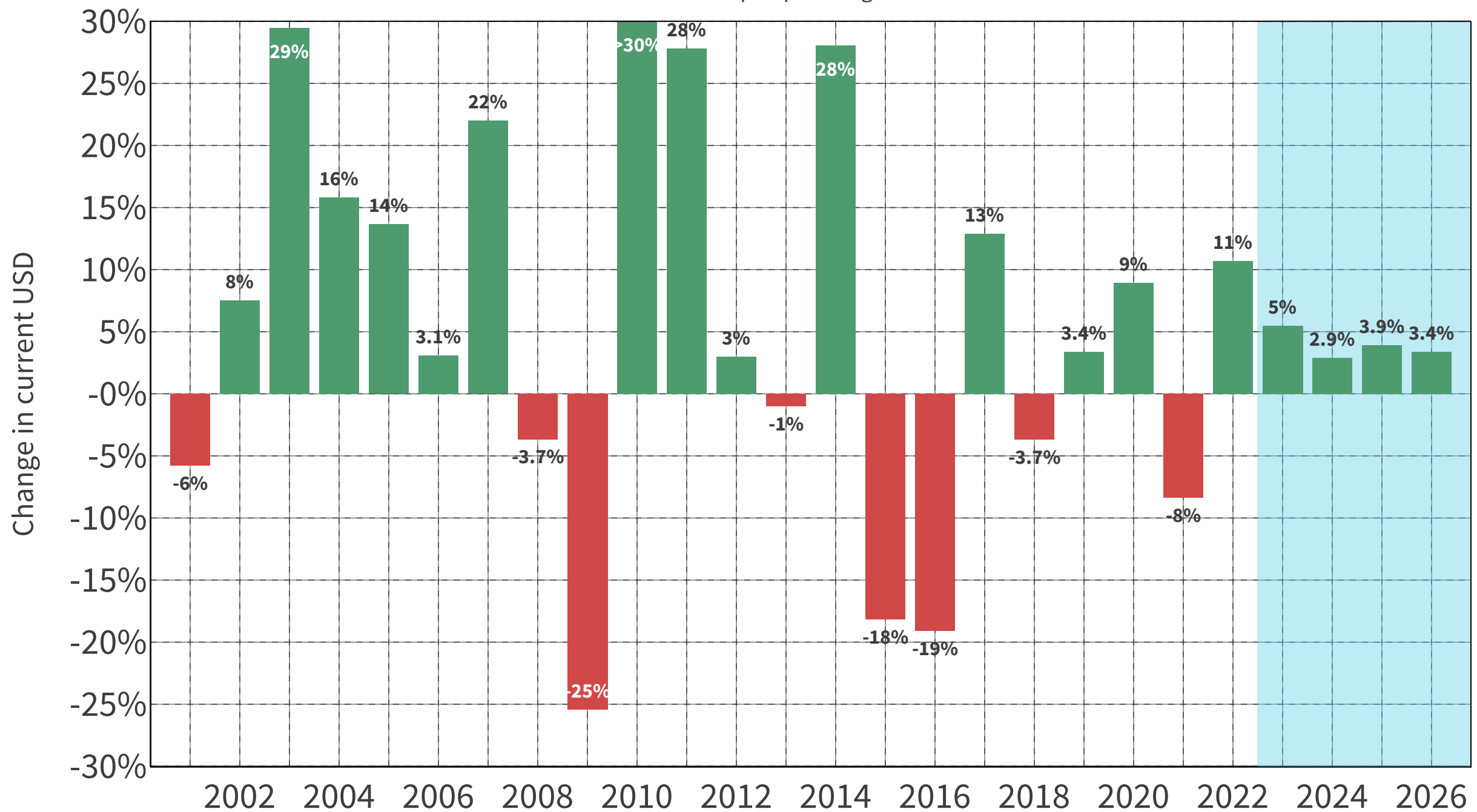
Source: www.exportplanning.com



Market Prospects

Imports Forecast

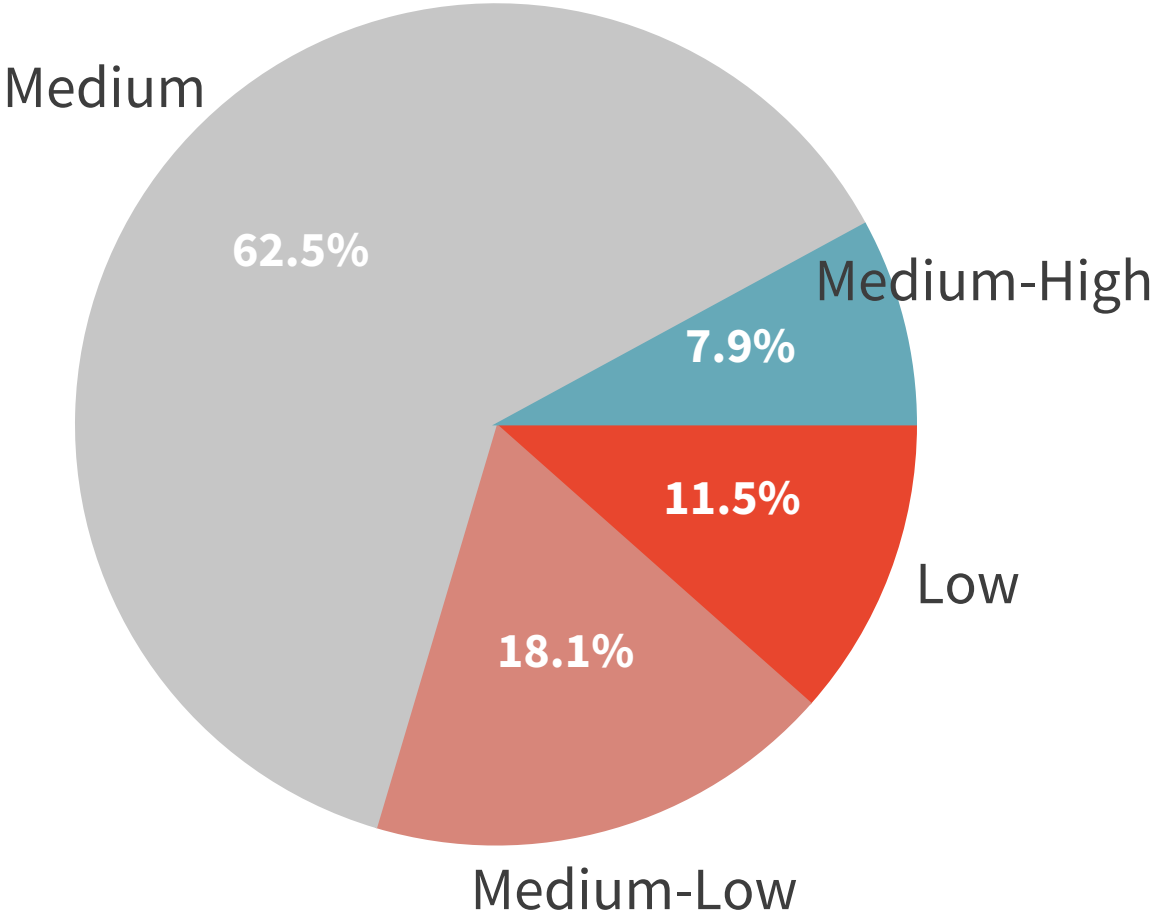
Source: www.exportplanning.com



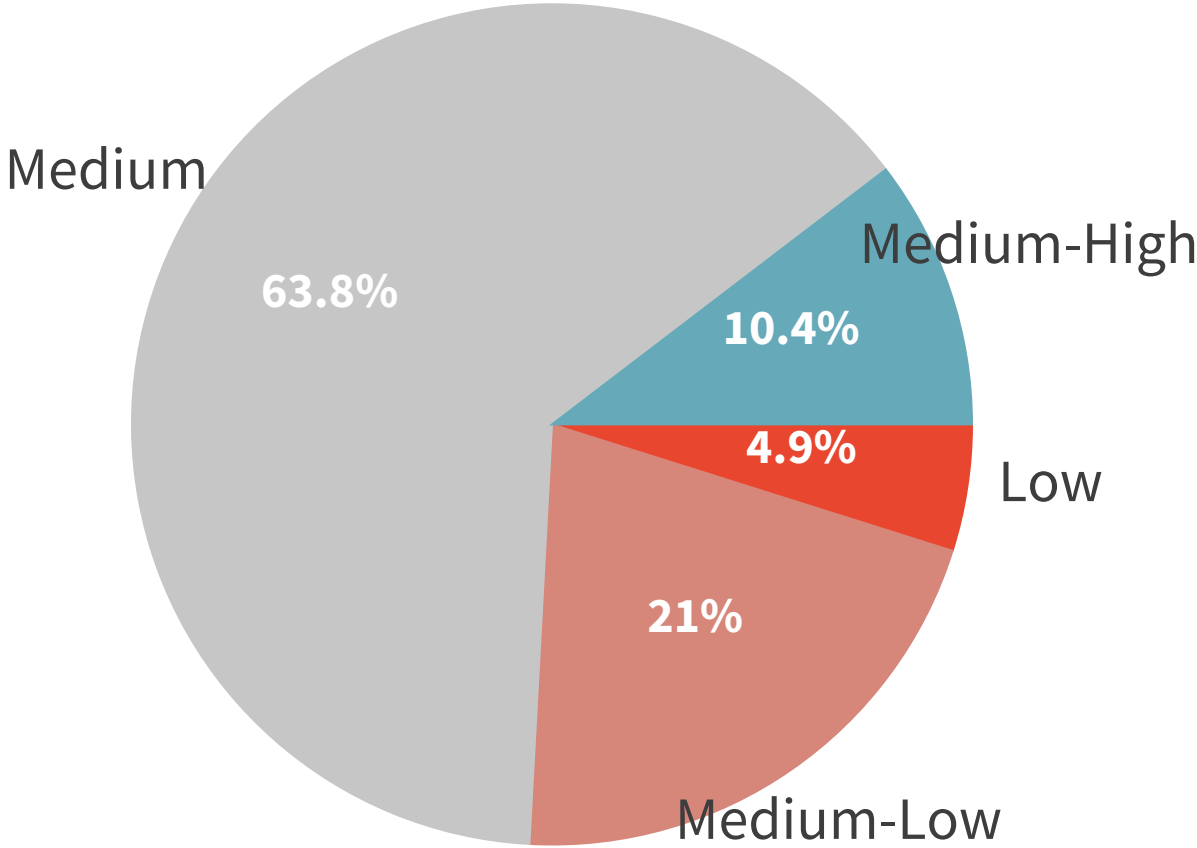
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



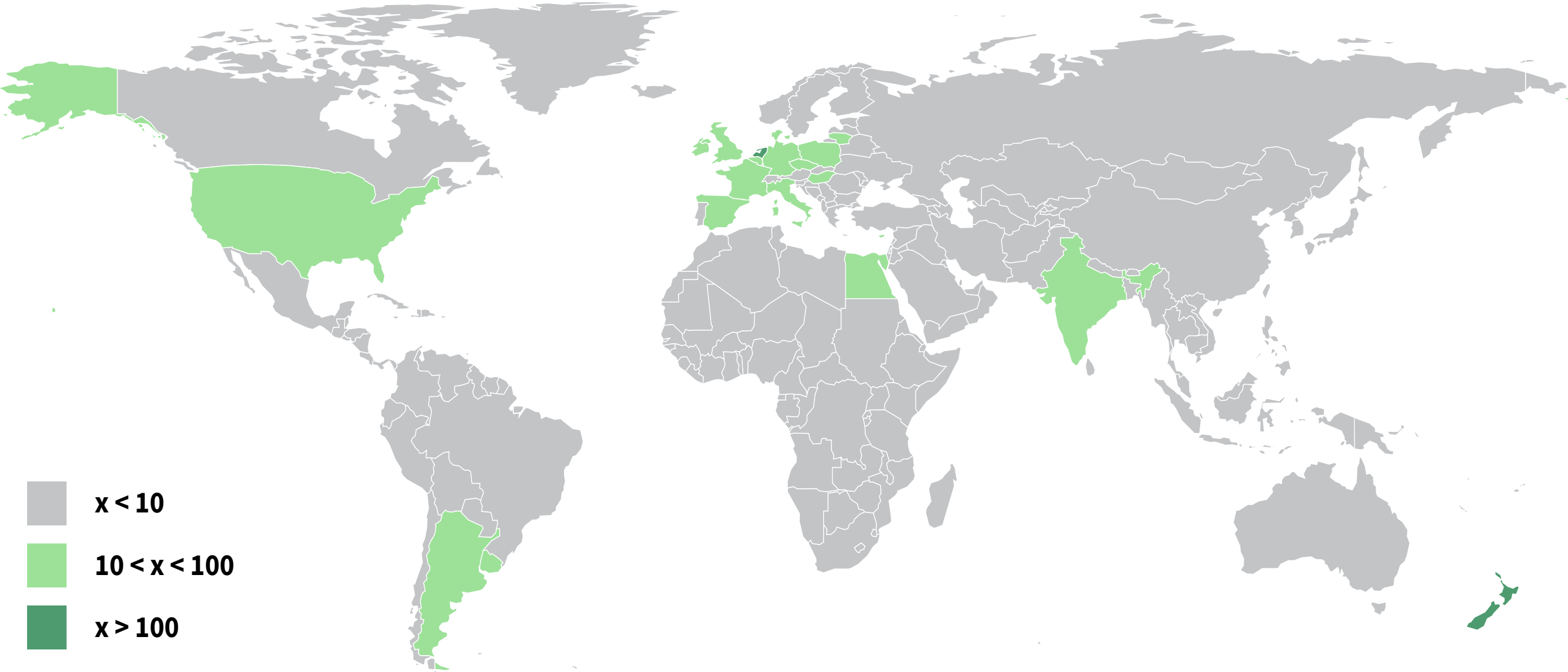
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
New Zealand	59.9	9.6	384	24.5	435	22.7	436	19.5
Bahrain	<0.1	<0.1	41	2.6	255	13.3	313	14.0
Netherlands	128.8	20.7	273	17.5	137	7.1	188	8.4
Germany	69.7	11.2	61	3.9	96	5.0	145	6.5
USA	4.1	0.7	58	3.7	88	4.6	76	3.4
France	99.4	15.9	52	3.3	74	3.8	54	2.4
Poland	2.0	0.3	33	2.1	62	3.2	81	3.6
Denmark	112.8	18.1	62	3.9	47	2.4	41	1.8
Ireland	9.5	1.5	23	1.5	46	2.4	107	4.8
Belgium	1.6	0.2	24	1.5	36	1.9	59	2.6
India	0.1	<0.1	14	0.9	35	1.8	25	1.1
Egypt	0.8	0.1	119	7.6	27	1.4	25	1.1
Argentina	0.3	0.1	1	0.1	25	1.3	<1	<0.1
UK	1.7	0.3	4	0.2	24	1.2	27	1.2
Lithuania	0.1	<0.1	4	0.2	17	0.9	21	0.9
Italy	1.4	0.2	1	0.1	16	0.9	27	1.2
Hungary	6.4	1.0	9	0.6	16	0.9	22	1.0
Spain	1.8	0.3	<1	<0.1	14	0.7	34	1.5
Uruguay	<0.1	<0.1	2	0.1	11	0.6	12	0.5
Czech Rep.	3.8	0.6	12	0.7	10	0.5	15	0.7
ROW + SD*	63.2	.	9	.	446	.	527	.
Total	567.4	100.0	1 187	100.0	1 919	100.0	2 237	100.0

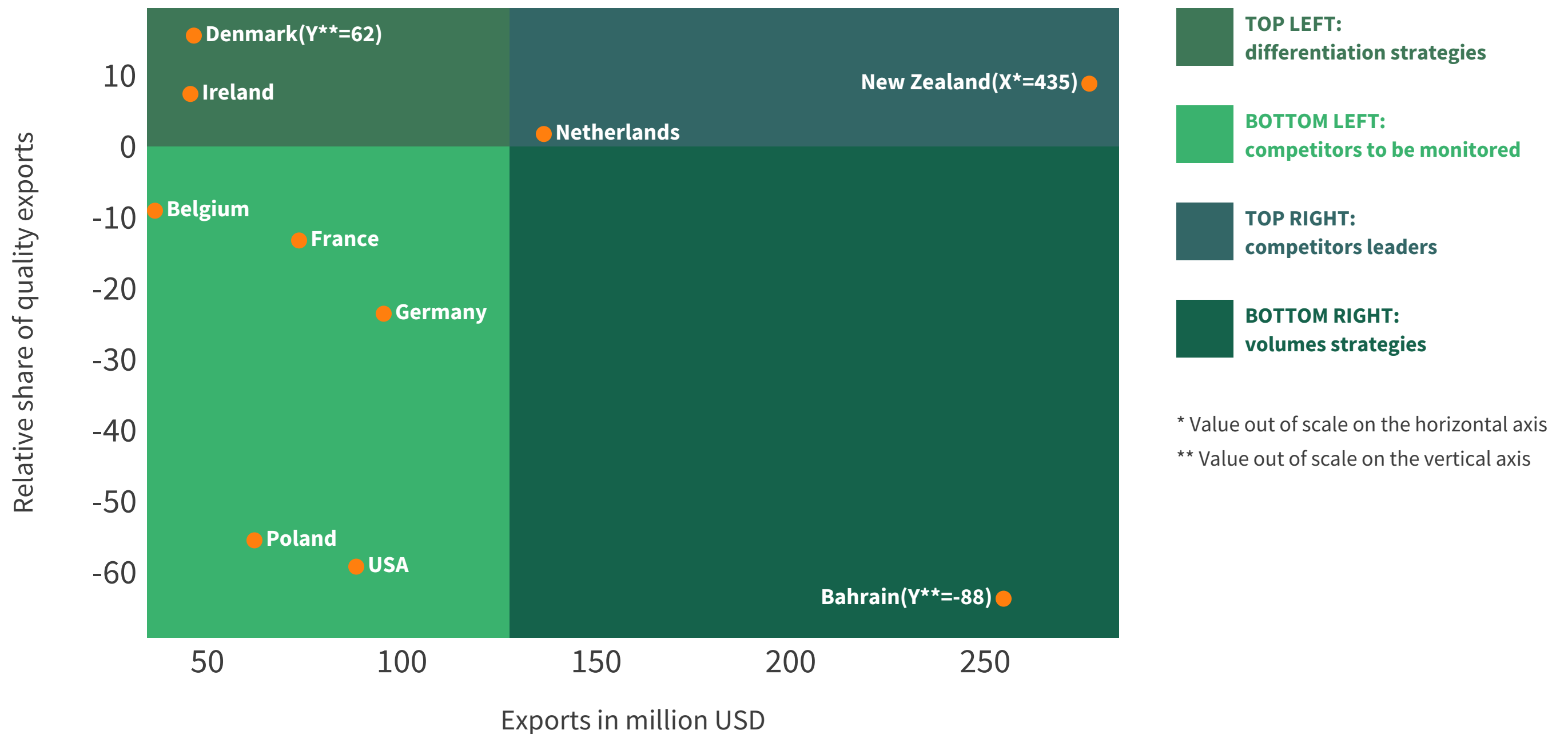
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

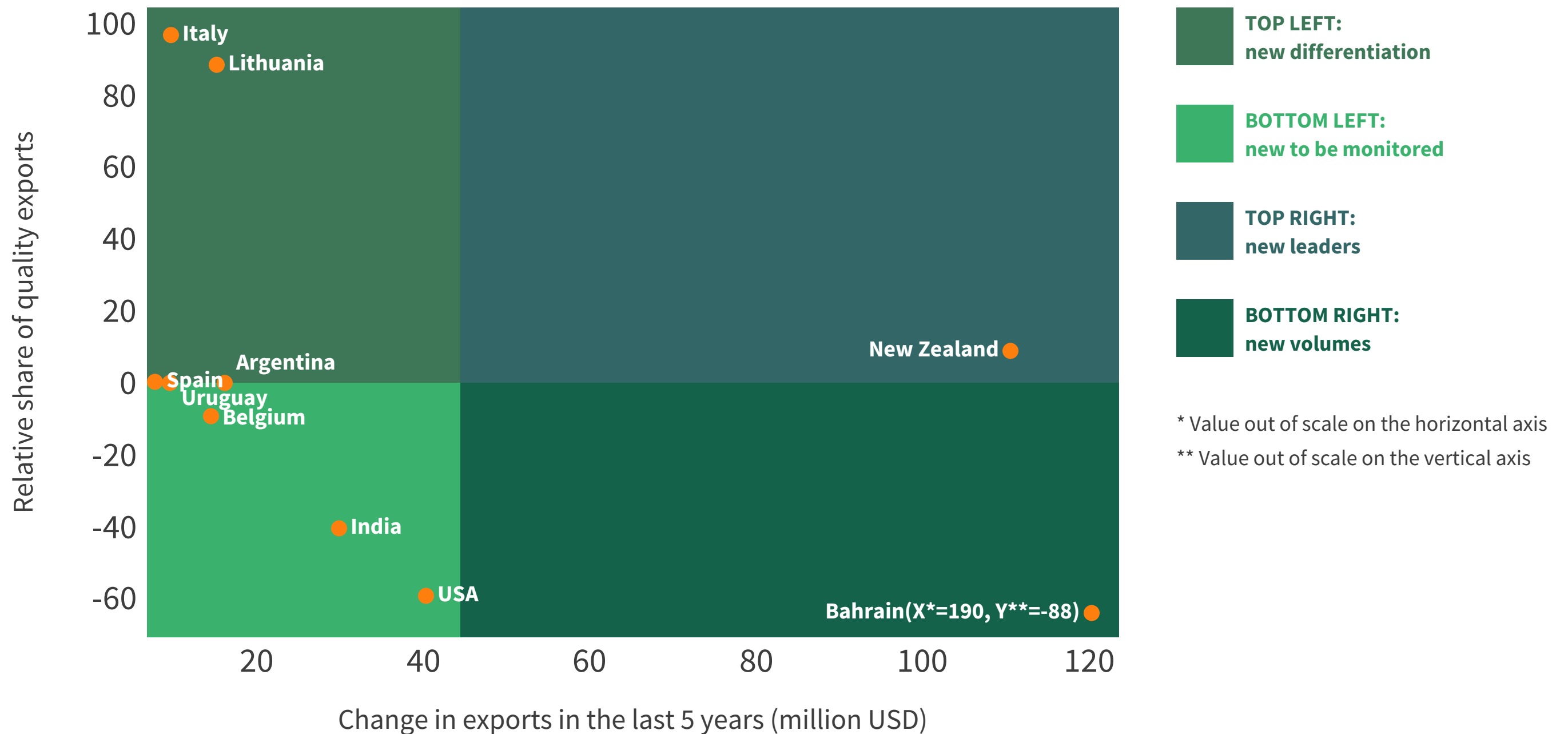
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	303	-1.5	376	+24.2	291	-22.6	.	.
Bahrain	61	+1.4	57	-5.6	143	+149.3	.	.
Netherlands	142	+18.3	153	+7.9	143	-6.7	.	.
Germany	100	+19.0	115	+14.5	94	-17.7	.	.
USA	80	+20.7	76	-4.2	88	+15.2	.	.
France	76	+8.8	66	-12.8	71	+7.0	.	.
Poland	89	+21.2	100	+12.7	110	+10.0	.	.
Denmark	235	-1.6	229	-2.6	158	-31.0	.	.
Ireland	32	+0.3	52	+64.4	60	+15.1	.	.
Belgium	31	+138.8	32	+5.1	33	+0.3	.	.
India	18	+93.7	12	-32.6	19	+58.8	.	.
Egypt	51	-27.5	58	+14.4	61	+4.9	.	.
Argentina	12	+26.8	13	+11.8	19	+45.5	.	.
UK	16	-23.0	22	+31.7	14	-33.5	.	.
Lithuania	4	+191.2	26	+600.5	14	-46.4	.	.
Italy	9	+51.8	12	+39.6	16	+30.5	.	.
Hungary	14	+18.2	13	-2.3	21	+57.6	.	.
Spain	24	+8.7	27	+13.0	26	-2.3	.	.
Uruguay	2	+163.9	1	-46.6	2	+49.4	.	.
Czech Rep.	9	+14.7	7	-19.7	10	+44.3	.	.
Rest of the world	431	-5.7	444	+2.9	341	-23.2	.	.
Total	1 736	+3.4	1 892	+9.0	1 733	-8.4	.	.

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	287	+7.1	324	+12.7	525	+62.2	435	-17.1
Bahrain	64	-4.8	58	-9.1	159	+172.3	255	+60.9
Netherlands	128	+23.0	141	+9.5	118	-16.0	137	+15.9
Germany	80	+9.3	98	+21.2	74	-23.8	96	+28.8
USA	50	+3.0	50	-0.3	66	+30.9	88	+34.9
France	70	+4.2	58	-17.4	65	+12.6	74	+13.1
Poland	53	+20.4	56	+5.4	58	+3.7	62	+8.0
Denmark	56	-33.5	57	+0.4	44	-23.0	47	+6.8
Ireland	34	+24.7	49	+46.6	55	+12.2	46	-16.9
Belgium	27	+109.1	33	+21.8	29	-10.7	36	+24.2
India	15	+53.4	11	-26.6	20	+78.8	35	+72.2
Egypt	59	-24.0	33	-43.3	28	-15.6	27	-2.4
Argentina	.	.	.	.	.	.	25	.
UK	13	+11.1	14	+0.9	15	+10.2	24	+57.9
Lithuania	2	+611.7	20	+902.8	3	-83.6	17	+433.1
Italy	9	+30.4	15	+61.4	14	-8.2	16	+19.6
Hungary	8	+1.1	9	+20.1	14	+51.5	16	+18.5
Spain	17	+5.5	18	+7.9	20	+10.9	14	-28.9
Uruguay	1	+37.5	2	+105.1	2	+27.0	11	+392.3
Czech Rep.	7	+15.1	8	+6.8	10	+28.0	10	+4.5
Rest of the world	403	-9.2	398	-1.2	340	-14.6	84	-75.3
Total	1 384	+0.4	1 450	+4.7	1 659	+14.4	1 556	-6.2
Total of 2022 sample	1 094	+5.5	1 163	+6.3	1 387	+19.3	1 556	+12.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	316	+4.5	355	+12.3	446	+25.4	435	-2.3
Bahrain	63	-1.4	58	-7.5	152	+162.5	255	+68.2
Netherlands	153	+11.8	165	+7.7	140	-15.0	137	-2.5
Germany	107	+17.6	109	+2.3	91	-16.5	96	+4.8
USA	64	+13.1	63	-1.9	82	+29.8	88	+8.2
France	77	+5.7	64	-16.8	72	+11.9	74	+2.4
Poland	69	+22.3	78	+13.1	91	+17.3	62	-31.7
Denmark	200	+16.3	196	-2.0	103	-47.3	47	-54.9
Ireland	39	+23.3	58	+49.8	63	+8.5	46	-26.7
Belgium	33	+124.1	34	+3.2	33	-3.9	36	+10.8
India	17	+77.9	13	-24.9	26	+97.5	35	+35.5
Egypt	56	-28.5	48	-14.0	45	-6.2	27	-39.2
Argentina	12	+26.8	13	+11.8	19	+45.5	25	+30.1
UK	15	-6.7	18	+19.9	15	-13.8	24	+53.5
Lithuania	4	+435.2	27	+492.5	11	-58.7	17	+55.5
Italy	9	+33.4	14	+46.1	15	+9.5	16	+11.1
Hungary	15	+54.7	12	-21.7	22	+79.9	16	-24.5
Spain	21	+8.1	32	+53.8	24	-24.3	14	-41.5
Uruguay	1	+70.3	2	+11.7	2	+33.7	11	+423.9
Czech Rep.	9	+26.1	8	-10.7	13	+65.0	10	-23.9
ROW + SD*	454	-13.1	525	+15.5	268	-49.0	446	+66.7
Total	1 736	+3.4	1 892	+9.0	1 733	-8.4	1 919	+10.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	.	.	435	-17.1	435	-2.3
Bahrain	.	.	255	+60.9	255	+68.2
Netherlands	.	.	137	+15.9	137	-2.5
Germany	.	.	96	+28.8	96	+4.8
USA	.	.	88	+34.9	88	+8.2
France	.	.	74	+13.1	74	+2.4
Poland	.	.	62	+8.0	62	-31.7
Denmark	.	.	47	+6.8	47	-54.9
Ireland	.	.	46	-16.9	46	-26.7
Belgium	.	.	36	+24.2	36	+10.8
India	.	.	35	+72.2	35	+35.5
Egypt	.	.	27	-2.4	27	-39.2
Argentina	.	.	25	.	25	+30.1
UK	.	.	24	+57.9	24	+53.5
Lithuania	.	.	17	+433.1	17	+55.5
Italy	.	.	16	+19.6	16	+11.1
Hungary	.	.	16	+18.5	16	-24.5
Spain	.	.	14	-28.9	14	-41.5
Uruguay	.	.	11	+392.3	11	+423.9
Czech Rep.	.	.	10	+4.5	10	-23.9
Rest of the world*	.	.	84	-75.3	446	+66.7
Total**	.	.	1 556	+12.2	1 919	+10.7

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
New Zealand	327	+13.4	370	+13.2	426	+15.3	353	-17.2
Bahrain	41	-0.1	38	-6.1	135	+254.8	207	+52.8
Netherlands	152	+7.2	138	-9.2	101	-27.0	98	-2.9
Germany	90	+12.0	85	-5.4	73	-14.9	64	-11.6
USA	70	+12.0	69	-2.1	84	+21.6	81	-2.7
France	64	+11.7	52	-18.4	55	+6.4	51	-8.4
Poland	71	+26.3	84	+17.7	100	+19.4	62	-38.0
Denmark	190	+23.9	188	-0.8	110	-41.7	28	-74.8
Ireland	46	+19.5	65	+42.3	62	-5.3	33	-46.2
Belgium	37	+138.0	33	-11.0	29	-11.5	26	-11.8
India	15	+97.0	12	-23.4	20	+71.0	27	+36.5
Egypt	84	-26.0	72	-13.9	66	-8.6	41	-37.8
Argentina	12	+32.2	15	+19.3	22	+46.5	20	-8.8
UK	18	+10.6	17	-6.6	14	-15.3	17	+20.8
Lithuania	6	+388.6	26	+342.2	13	-50.0	10	-20.0
Italy	5	+29.9	8	+57.5	9	+0.7	9	+1.8
Hungary	17	+56.9	14	-21.8	23	+72.0	15	-36.1
Spain	19	+16.9	36	+87.1	22	-38.3	11	-50.2
Uruguay	2	+59.7	2	+16.0	2	+8.2	9	+333.1
Czech Rep.	8	+17.1	8	-0.4	13	+67.2	9	-30.8
ROW + SD*	413	-19.1	474	+14.7	239	-49.6	382	+60.2
Total	1 688	+3.4	1 806	+7.0	1 618	-10.4	1 553	-4.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
New Zealand	96.9	-7.9	96.1	-0.9	104.5	+8.8	123.4	+18.0
Bahrain	153.8	-1.3	151.5	-1.5	112.0	-26.0	123.3	+10.1
Netherlands	100.7	+4.2	119.5	+18.6	139.1	+16.5	139.7	+0.4
Germany	118.8	+5.0	128.4	+8.1	126.0	-1.9	149.4	+18.6
USA	91.4	+1.0	91.5	+0.2	97.7	+6.8	108.7	+11.2
France	120.9	-5.4	123.4	+2.1	129.8	+5.2	145.0	+11.7
Poland	96.5	-3.1	92.8	-3.9	91.2	-1.7	100.5	+10.3
Denmark	105.5	-6.1	104.1	-1.2	94.0	-9.7	168.4	+79.1
Ireland	84.0	+3.1	88.4	+5.3	101.2	+14.5	137.8	+36.1
Belgium	89.8	-5.8	104.1	+16.0	113.1	+8.6	142.0	+25.5
India	113.1	-9.7	110.8	-2.0	128.1	+15.5	127.1	-0.7
Egypt	66.6	-3.3	66.5	-0.2	68.2	+2.7	66.7	-2.3
Argentina	95.4	-4.0	89.4	-6.3	88.8	-0.7	126.6	+42.6
UK	82.5	-15.7	105.9	+28.4	107.8	+1.8	136.9	+27.0
Lithuania	75.9	+9.5	101.8	+34.0	84.0	-17.4	163.2	+94.2
Italy	172.0	+2.6	159.7	-7.2	173.6	+8.7	189.4	+9.1
Hungary	88.9	-1.4	89.1	+0.2	93.1	+4.6	110.1	+18.3
Spain	107.4	-7.5	88.2	-17.8	108.2	+22.7	127.3	+17.6
Uruguay	84.9	+6.7	81.7	-3.7	101.0	+23.6	122.2	+21.0
Czech Rep.	115.4	+7.7	103.5	-10.3	102.2	-1.3	112.3	+9.9
ROW + SD*	109.9	+7.5	110.8	+0.8	112.2	+1.3	116.8	+4.1
Total	102.8	=	104.7	+1.8	107.1	+2.3	123.5	+15.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **Spain**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

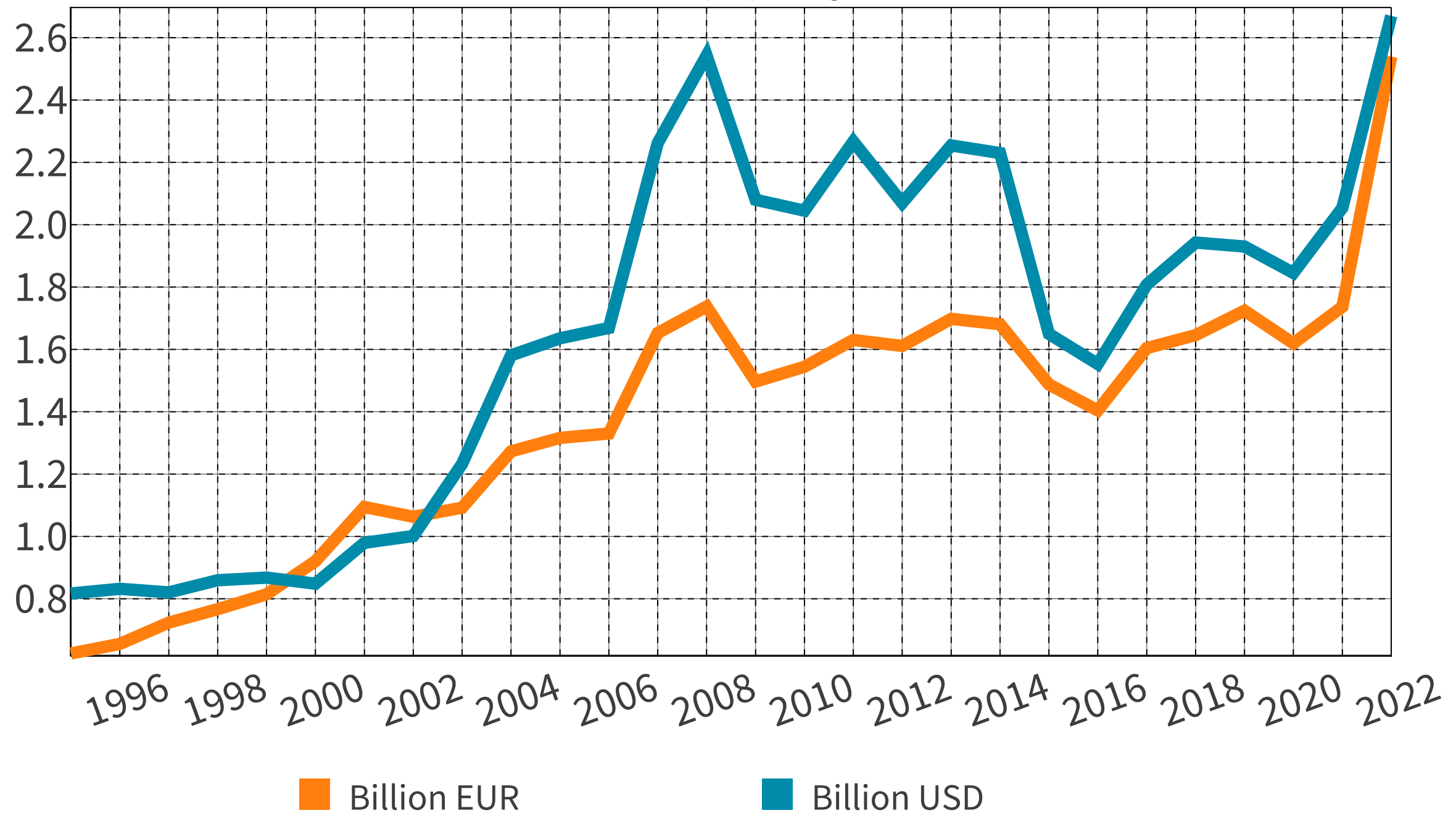
EXPORT 
PLANNING

**Import value
(2022)****2.5** billion EUR**2.7** billion USD**Average prices of
imports (2022)****3.27** EUR/kg**3.44** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+14.7%**CAGR in 2009-2022: **+0.4%**CAGR in 2023-2026: **+9.5%**

Market Dynamics

Value of Imports

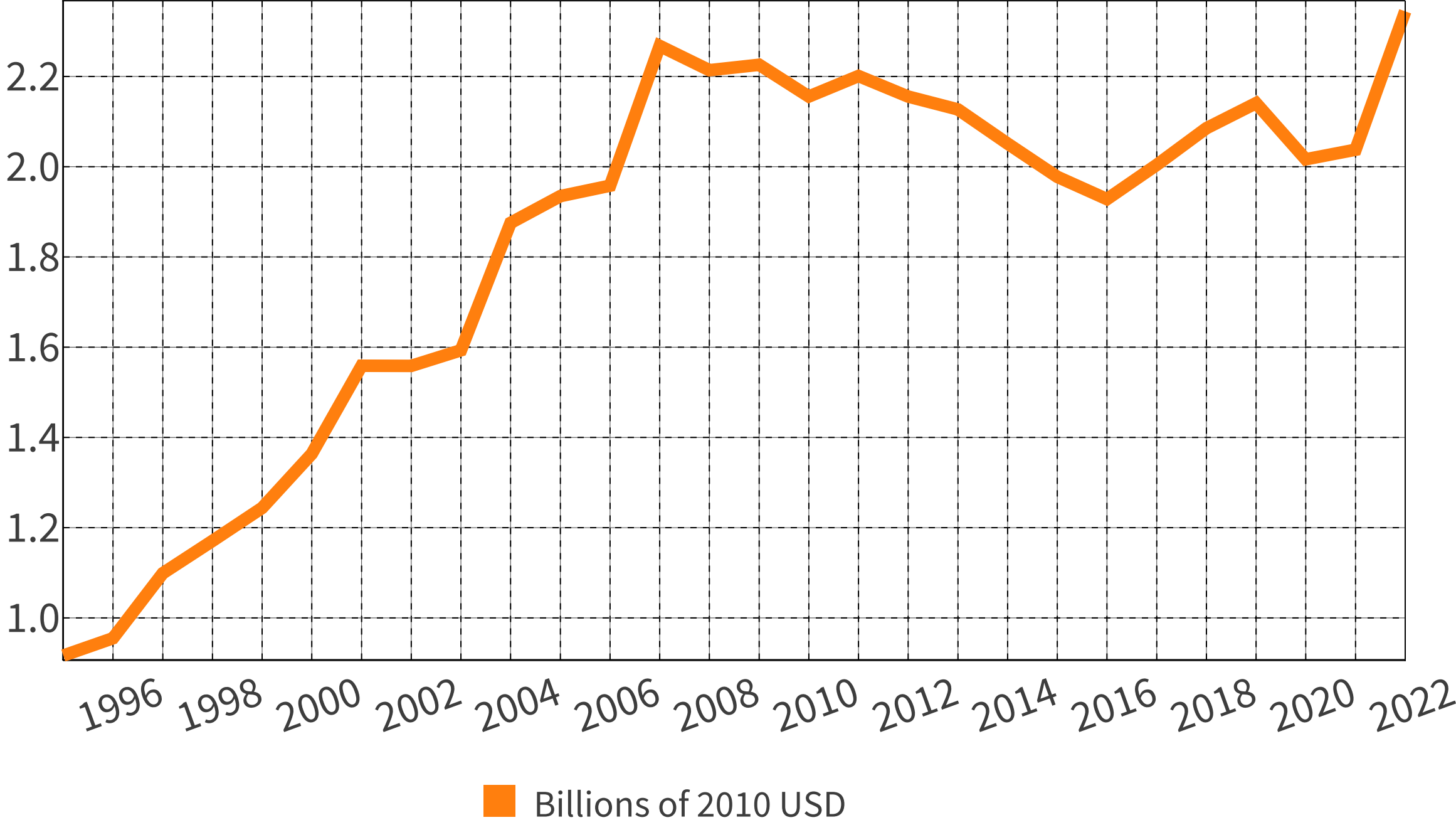
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

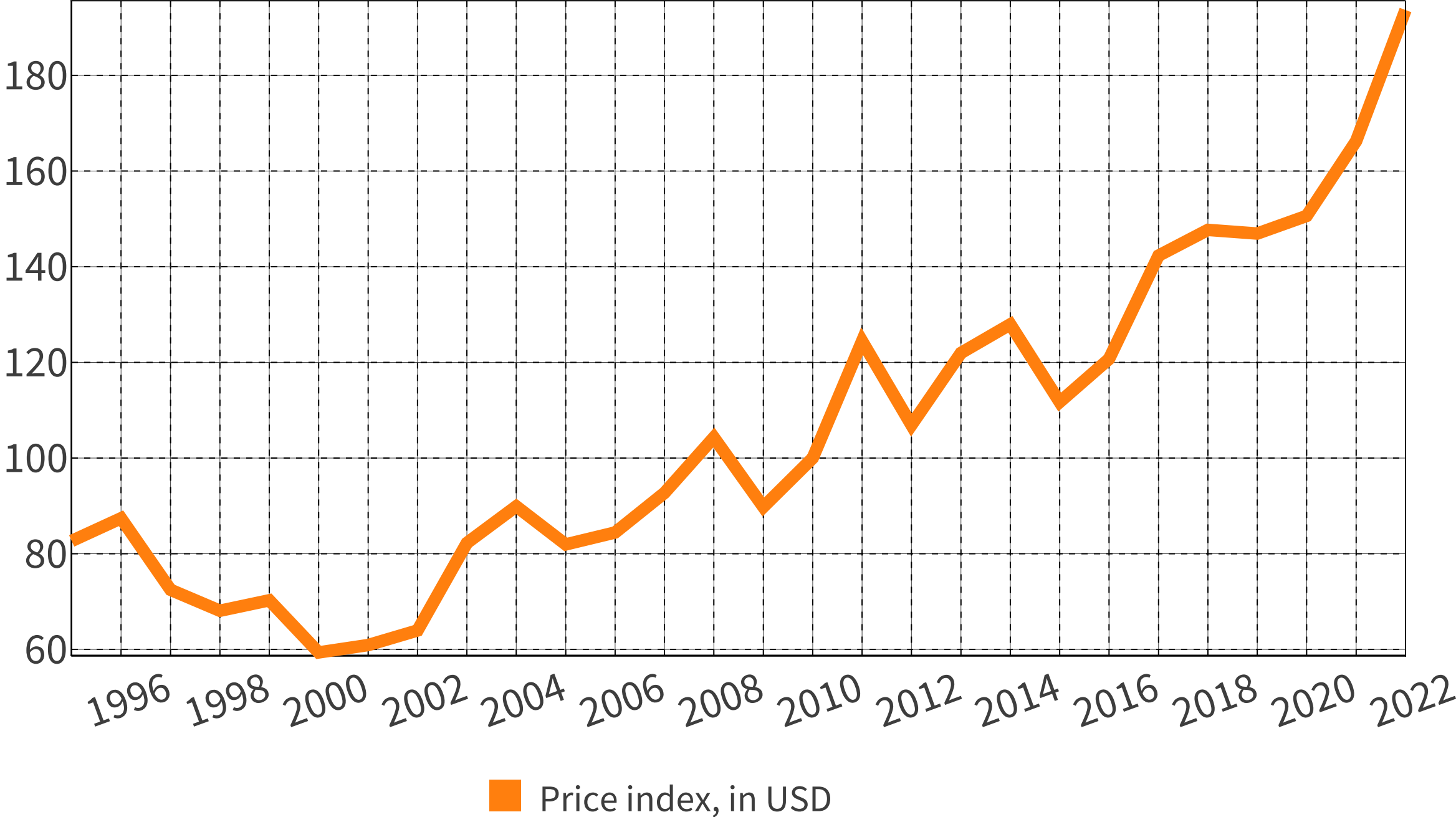
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	1 581	28.2	1 875	17.7	84.3	8.9
2005	1 636	3.5	1 935	3.2	84.5	0.3
2006	1 669	2.0	1 958	1.2	85.2	0.8
2007	2 262	35.5	2 268	15.8	99.7	17.0
2008	2 543	12.4	2 214	-2.4	114.8	15.1
2009	2 080	-18.2	2 226	0.5	93.4	-18.6
2010	2 045	-1.7	2 156	-3.2	94.9	1.5
2011	2 267	10.8	2 201	2.1	103.0	8.6
2012	2 070	-8.7	2 155	-2.1	96.0	-6.7
2013	2 254	8.9	2 127	-1.3	106.0	10.4
2014	2 230	-1.1	2 051	-3.6	108.7	2.6
2015	1 650	-26.0	1 978	-3.6	83.4	-23.3
2016	1 553	-5.9	1 928	-2.5	80.6	-3.4
2017	1 808	16.4	2 004	3.9	90.2	12.0
2018	1 943	7.5	2 085	4.1	93.2	3.3
2019	1 930	-0.7	2 141	2.7	90.2	-3.2
2020	1 845	-4.4	2 016	-5.8	91.5	1.5
2021	2 054	11.3	2 038	1.1	100.8	10.2
2022	2 670	30.0	2 344	15.1	113.9	13.0

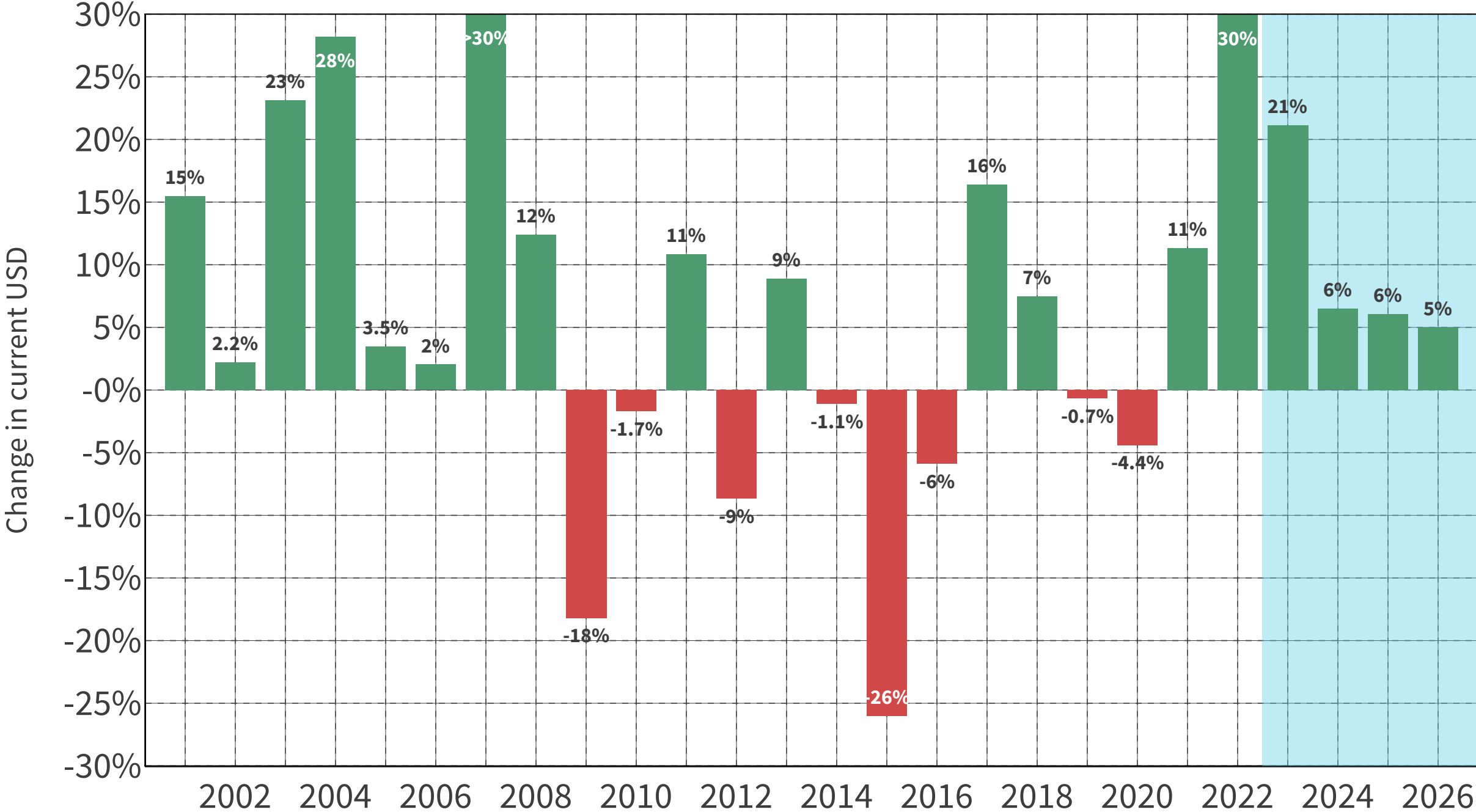
Source: www.exportplanning.com



Market Prospects

Imports Forecast

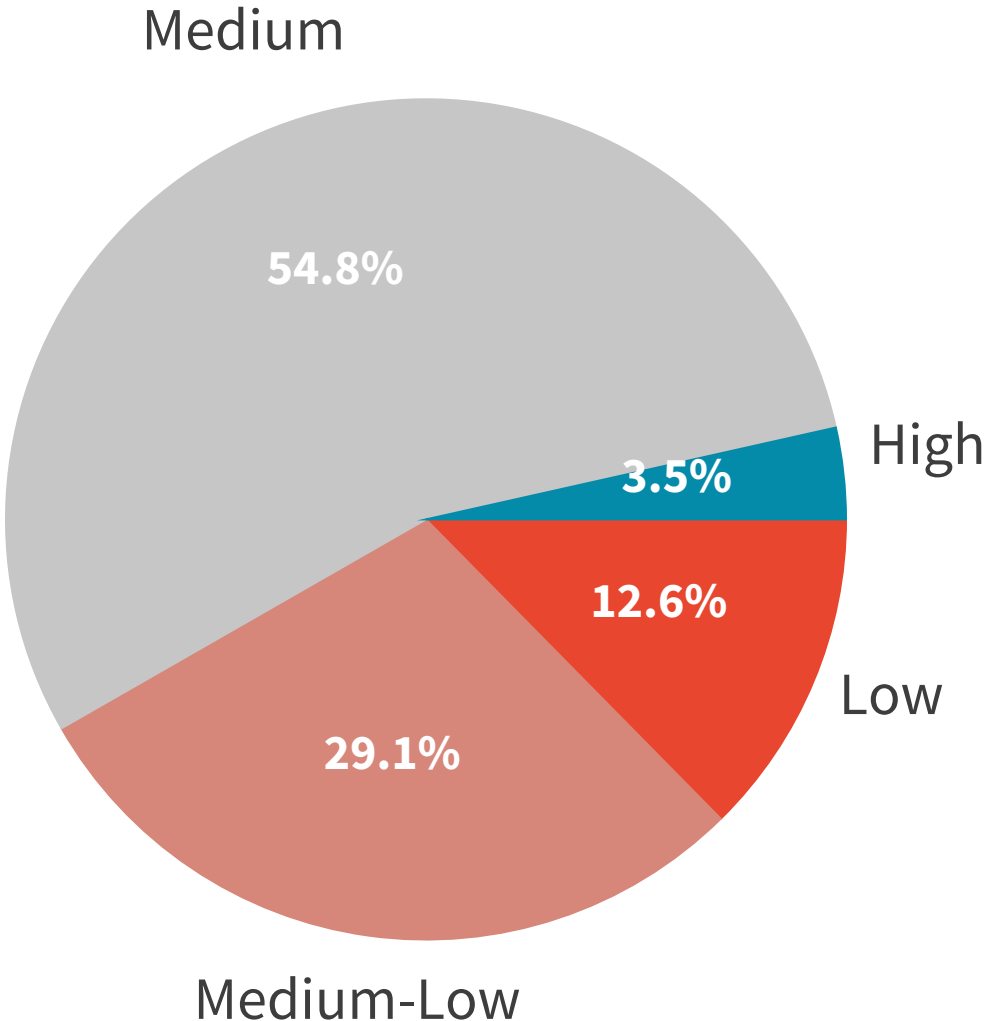
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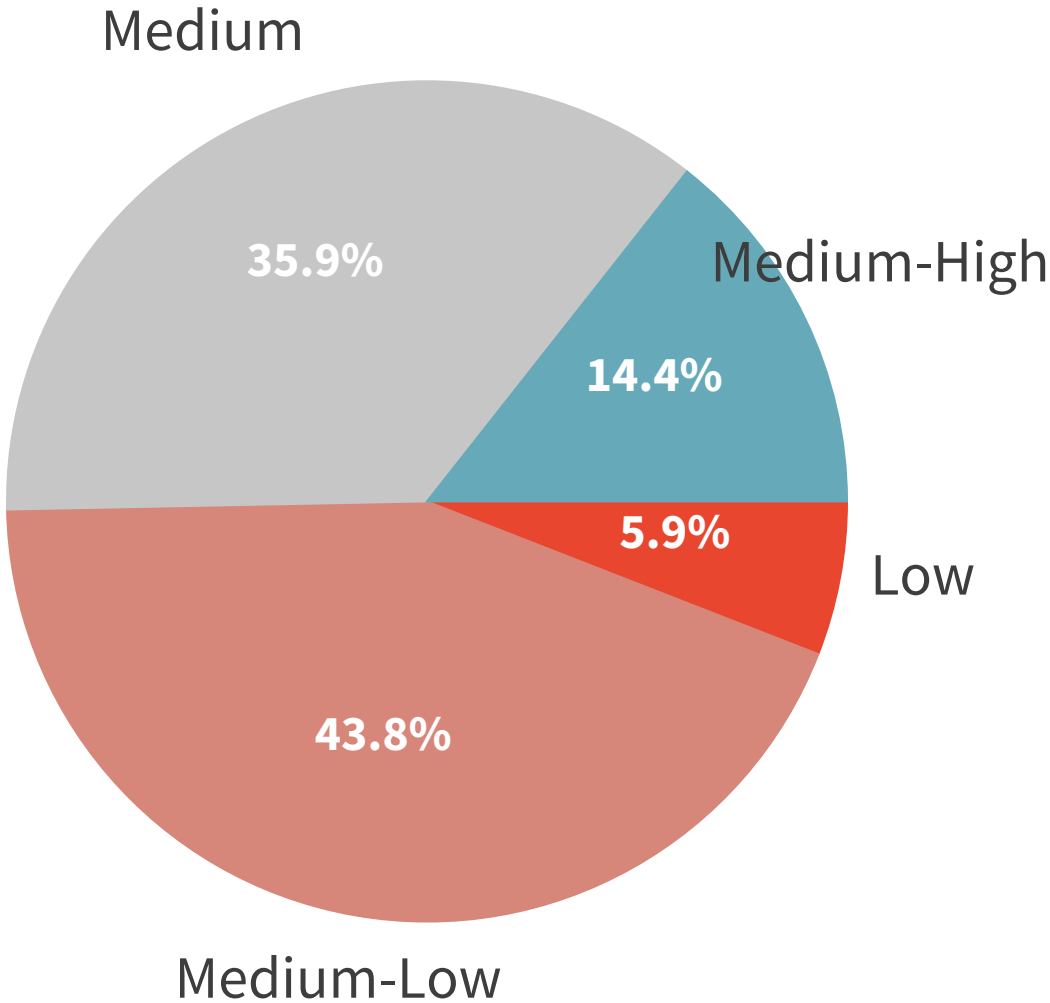
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



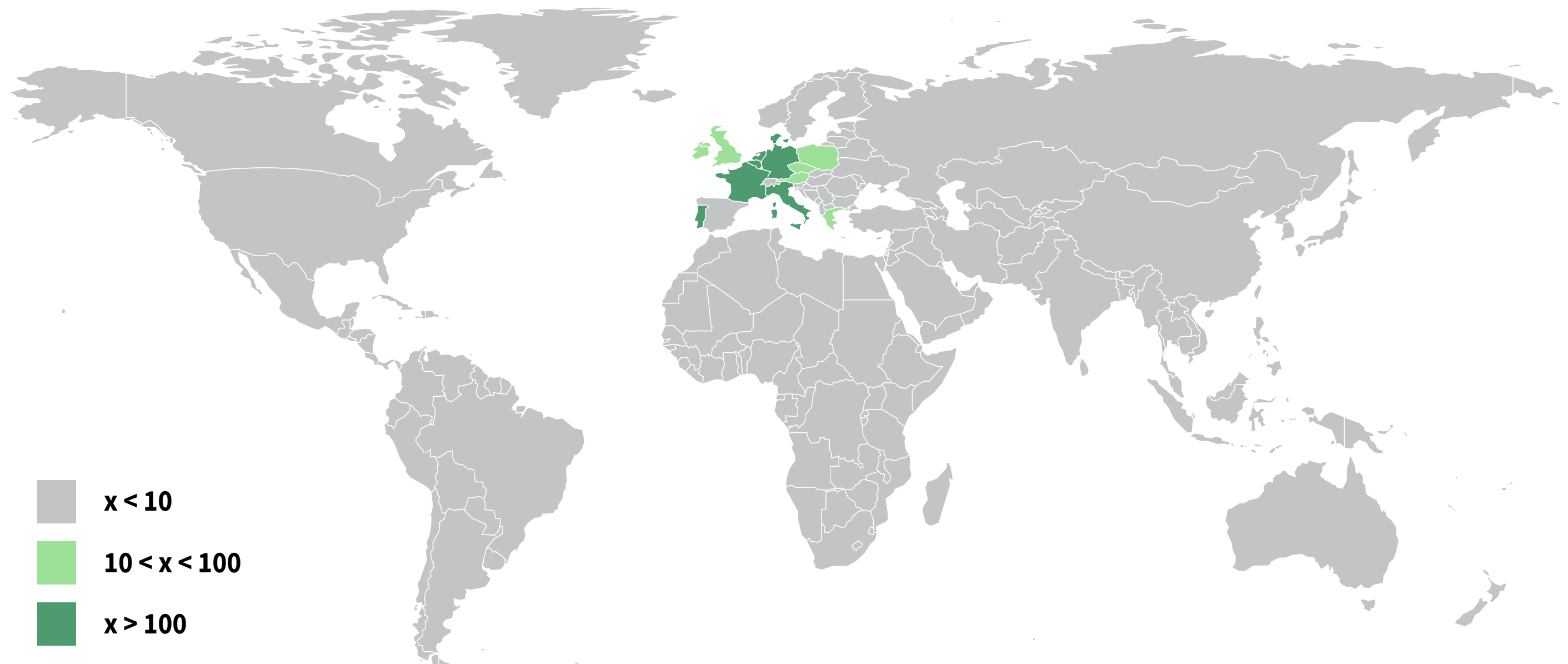
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
France	304.6	36.5	947	37.1	565	21.3	775	20.0
Germany	147.5	17.7	508	19.9	535	20.2	735	19.0
Netherlands	104.4	12.5	268	10.5	518	19.5	837	21.6
Italy	24.1	2.9	116	4.5	271	10.2	410	10.6
Belgium	39.0	4.7	70	2.7	179	6.7	275	7.1
Denmark	54.3	6.5	157	6.2	144	5.4	163	4.2
Portugal	97.2	11.7	244	9.5	137	5.2	213	5.5
Ireland	8.8	1.1	32	1.2	97	3.7	129	3.3
Poland	0.2	<0.1	48	1.9	67	2.5	90	2.3
Austria	3.2	0.4	54	2.1	23	0.9	38	1.0
Greece	0.4	<0.1	4	0.1	22	0.8	40	1.0
UK	15.3	1.8	29	1.1	22	0.8	30	0.8
Czech Rep.	6.4	0.8	1	<0.1	16	0.6	28	0.7
Sweden	4.2	0.5	5	0.2	10	0.4	5	0.1
Luxembourg	<0.1	<0.1	<1	<0.1	8	0.3	6	0.2
Lithuania	0.1	<0.1	18	0.7	7	0.3	9	0.2
Bulgaria	<0.1	<0.1	1	<0.1	7	0.3	8	0.2
Romania	<0.1	<0.1	1	<0.1	7	0.3	10	0.2
Switzerland	9.2	1.1	7	0.3	5	0.2	5	0.1
Hungary	<0.1	<0.1	<1	<0.1	4	0.2	7	0.2
ROW + SD*	29.6	.	32	.	27	.	23	.
Total	848.3	100.0	2 543	100.0	2 670	100.0	3 835	100.0

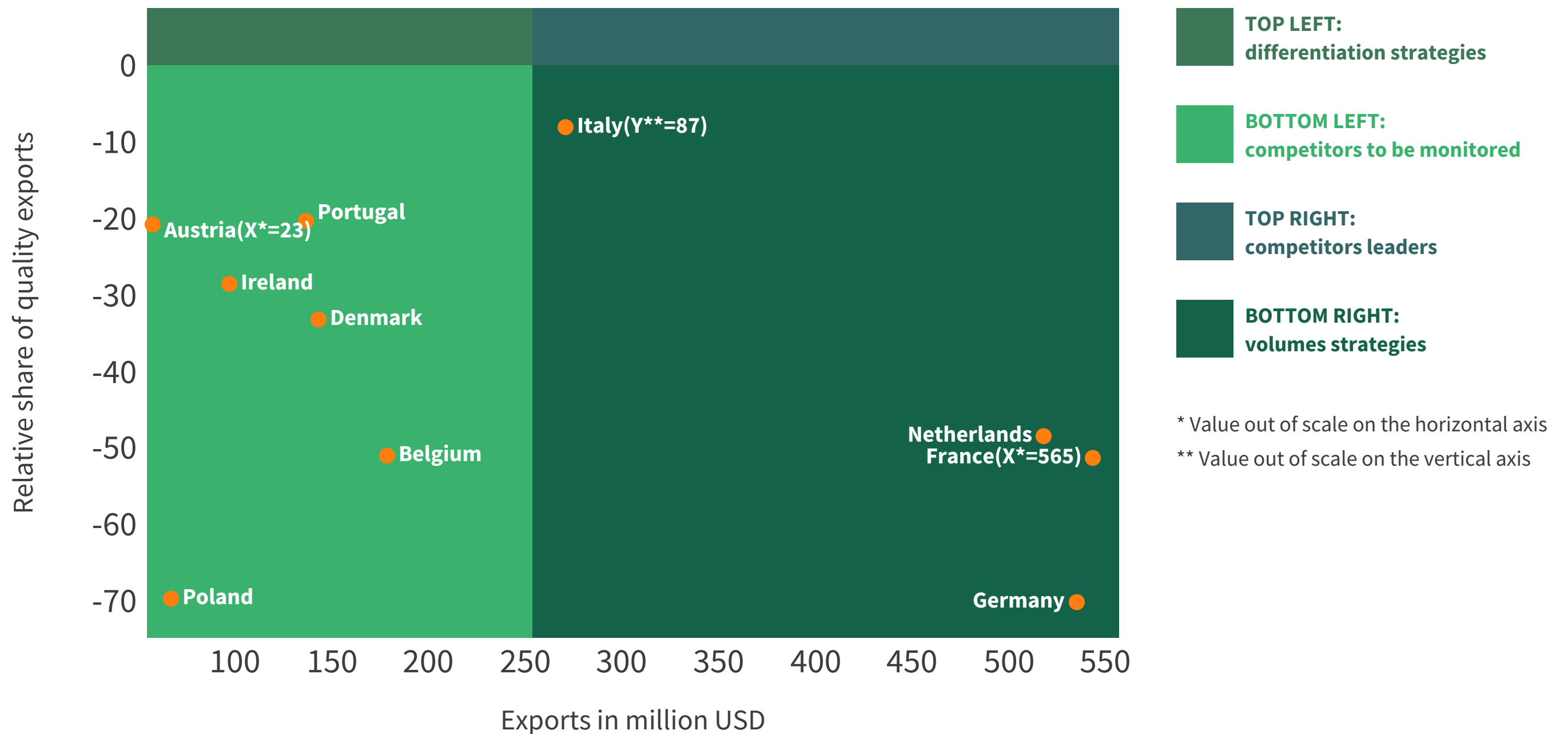
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

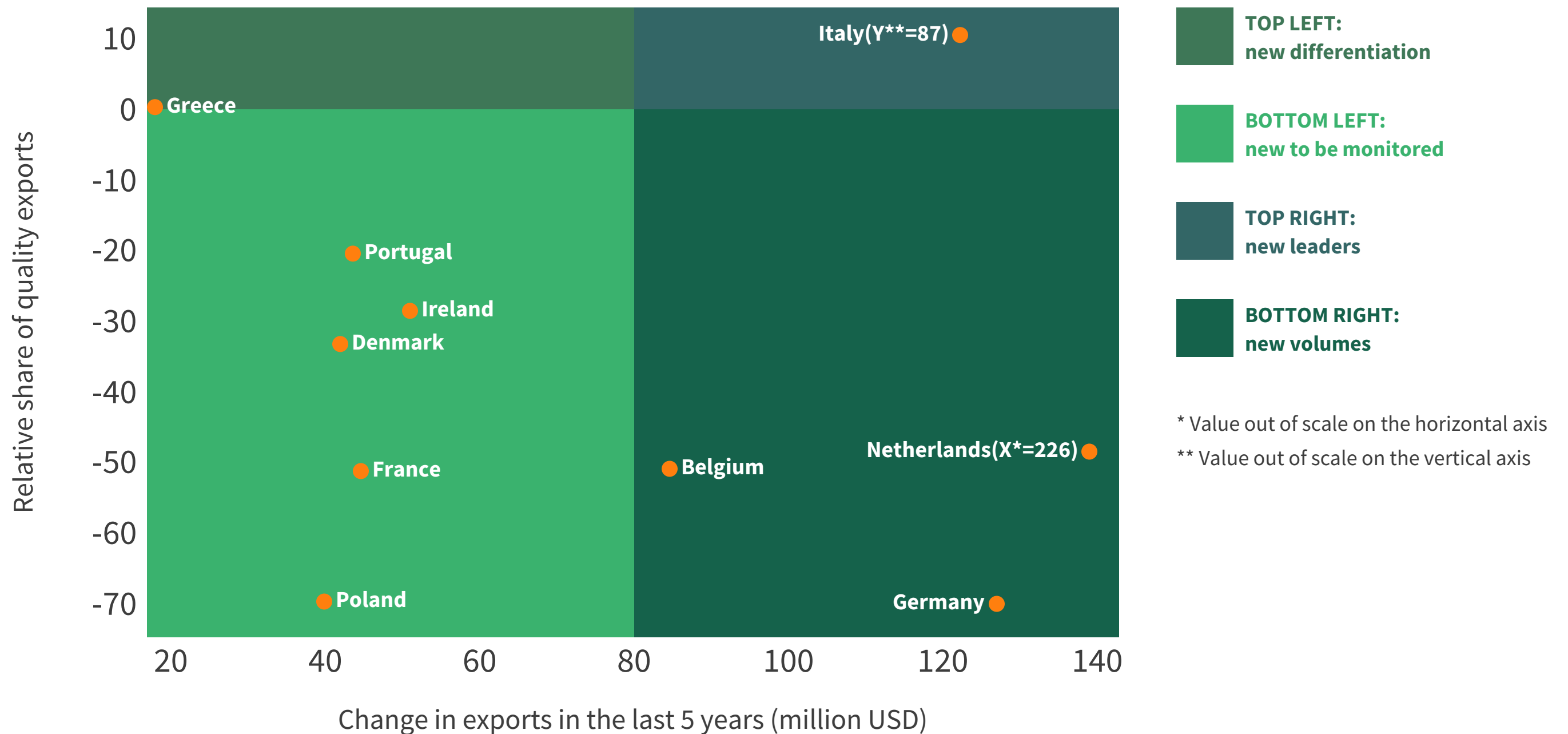
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	492	-9.9	453	-8.0	469	+3.5	558	+19.0
Germany	400	-2.9	360	-10.0	383	+6.5	517	+34.8
Netherlands	321	+10.1	339	+5.7	408	+20.3	582	+42.7
Italy	186	+6.3	176	-5.8	221	+26.1	270	+21.9
Belgium	101	+2.7	108	+6.6	133	+22.9	170	+28.0
Denmark	115	+7.7	119	+2.9	119	+0.4	159	+33.2
Portugal	95	+17.4	88	-7.3	127	+44.3	135	+6.1
Ireland	53	+12.7	48	-9.1	63	+29.5	102	+62.0
Poland	34	-11.6	31	-9.9	30	-3.6	56	+89.3
Austria	17	+2.0	19	+13.8	22	+14.5	23	+6.5
Greece	9	+47.9	11	+22.8	14	+34.3	22	+49.0
UK	53	-2.3	52	-1.7	12	-77.7	16	+37.7
Czech Rep.	6	-15.5	7	+19.8	11	+50.2	15	+37.0
Sweden	6	+30.0	8	+40.9	9	+11.6	6	-27.7
Luxembourg	2	-34.2	2	-1.5	8	+431.5	7	-14.0
Lithuania	8	-27.0	4	-53.2	4	+11.1	6	+57.4
Bulgaria	3	-45.8	3	-5.3	7	+168.4	8	+15.3
Romania	5	+9.7	5	+14.1	6	+5.3	6	+10.0
Switzerland	2	-60.6	2	-11.7	2	+1.1	2	+6.3
Hungary	1	+52.9	2	+25.2	2	+25.3	4	+76.0
Rest of the world	22	-25.6	11	-50.3	5	-52.2	7	+29.5
Total	1 930	-0.7	1 845	-4.4	2 054	+11.3	2 670	+30.0

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	495	-9.6	456	-7.8	496	+8.8	571	+14.9
Germany	421	-2.9	394	-6.6	423	+7.5	549	+29.6
Netherlands	307	+0.9	300	-2.5	383	+28.0	456	+19.0
Italy	186	+4.9	173	-6.9	215	+24.7	271	+25.9
Belgium	105	-1.5	112	+7.1	127	+12.7	183	+44.7
Denmark	103	+7.6	112	+8.6	109	-2.7	119	+9.2
Portugal	99	-2.0	112	+12.9	146	+30.3	138	-5.6
Ireland	51	+21.6	46	-9.5	59	+28.1	90	+51.7
Poland	38	-7.7	37	-2.8	40	+6.7	78	+95.5
Austria	16	-8.3	18	+9.2	19	+9.6	23	+17.0
Greece	9	+54.4	11	+19.6	17	+55.0	22	+29.2
UK	63	+9.5	51	-18.4	31	-39.6	28	-8.7
Czech Rep.	6	-16.6	7	+14.3	12	+63.5	15	+25.8
Sweden	9	+98.5	8	-12.9	9	+9.8	13	+43.3
Luxembourg	2	-3.3	2	-5.1	5	+117.0	4	-22.8
Lithuania	8	-17.7	4	-49.0	5	+33.2	9	+58.5
Bulgaria	3	-44.4	3	+4.0	7	+103.8	7	-3.5
Romania	7	+8.5	7	+1.1	8	+18.1	8	-4.5
Switzerland	8	+6.8	7	-11.7	8	+13.9	8	-0.3
Hungary	2	-2.5	2	-1.6	2	+17.3	4	+72.3
Rest of the world	21	-23.2	12	-46.1	7	-37.3	11	+48.4
Total	1 962	-2.2	1 875	-4.4	2 130	+13.6	2 605	+22.3
Total of 2022 sample	1 962	-2.2	1 875	-4.4	2 130	+13.6	2 605	+22.3

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	494	-9.8	455	-8.0	484	+6.4	565	+16.8
Germany	412	-3.0	378	-8.2	405	+7.0	535	+32.2
Netherlands	316	+5.4	320	+1.5	398	+24.2	518	+30.2
Italy	186	+5.6	174	-6.4	218	+25.4	271	+24.1
Belgium	103	+0.1	110	+6.7	131	+18.8	179	+36.5
Denmark	113	+10.8	119	+5.3	119	-0.1	144	+20.8
Portugal	99	+6.7	101	+2.0	136	+34.8	137	+0.3
Ireland	53	+16.7	48	-8.7	62	+28.2	97	+57.1
Poland	36	-9.8	34	-6.3	35	+1.6	67	+94.4
Austria	16	-3.6	18	+11.0	21	+12.3	23	+11.9
Greece	9	+50.8	11	+20.9	16	+44.6	22	+38.5
UK	58	+3.8	52	-10.2	21	-60.0	22	+4.4
Czech Rep.	7	-16.1	8	+17.7	12	+57.1	16	+30.9
Sweden	8	+65.7	8	+7.2	9	+11.4	10	+8.7
Luxembourg	2	-20.2	2	-1.3	9	+332.1	8	-12.5
Lithuania	8	-23.7	4	-51.9	5	+21.9	7	+61.1
Bulgaria	3	-45.0	3	-0.4	7	+133.7	7	+5.1
Romania	5	+8.7	6	+8.0	7	+12.2	7	+0.7
Switzerland	5	-20.1	4	-14.0	5	+11.1	5	+5.5
Hungary	2	+16.3	2	+10.3	2	+21.5	4	+74.3
ROW + SD*	-5	-54.8	-13	+145.9	-45	+255.6	27	-159.5
Total	1 930	-0.7	1 845	-4.4	2 054	+11.3	2 670	+30.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	558	+19.0	571	+14.9	565	+16.8
Germany	517	+34.8	549	+29.6	535	+32.2
Netherlands	582	+42.7	456	+19.0	518	+30.2
Italy	270	+21.9	271	+25.9	271	+24.1
Belgium	170	+28.0	183	+44.7	179	+36.5
Denmark	159	+33.2	119	+9.2	144	+20.8
Portugal	135	+6.1	138	-5.6	137	+0.3
Ireland	102	+62.0	90	+51.7	97	+57.1
Poland	56	+89.3	78	+95.5	67	+94.4
Austria	23	+6.5	23	+17.0	23	+11.9
Greece	22	+49.0	22	+29.2	22	+38.5
UK	16	+37.7	28	-8.7	22	+4.4
Czech Rep.	15	+37.0	15	+25.8	16	+30.9
Sweden	6	-27.7	13	+43.3	10	+8.7
Luxembourg	7	-14.0	4	-22.8	8	-12.5
Lithuania	6	+57.4	9	+58.5	7	+61.1
Bulgaria	8	+15.3	7	-3.5	7	+5.1
Romania	6	+10.0	8	-4.5	7	+0.7
Switzerland	2	+6.3	8	-0.3	5	+5.5
Hungary	4	+76.0	4	+72.3	4	+74.3
Rest of the world*	7	+29.5	11	+48.4	27	-159.5
Total**	2 670	+30.0	2 605	+22.3	2 670	+30.0

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
France	531	-8.7	517	-2.6	473	-8.4	546	+15.3
Germany	502	+2.0	427	-14.9	427	-0.1	480	+12.4
Netherlands	385	+7.8	374	-2.9	424	+13.3	453	+6.9
Italy	131	+9.3	122	-6.7	146	+19.5	177	+21.3
Belgium	108	+4.2	115	+7.0	135	+17.4	146	+7.7
Denmark	119	+10.8	123	+3.7	120	-2.3	120	-0.2
Portugal	128	+13.3	121	-5.1	146	+20.8	133	-9.4
Ireland	59	+34.1	58	-2.5	69	+19.7	86	+24.5
Poland	45	-0.9	42	-6.1	39	-7.5	58	+48.1
Austria	19	+3.7	21	+12.6	24	+12.9	26	+8.8
Greece	9	+50.2	11	+20.6	15	+35.2	19	+21.5
UK	70	+15.5	64	-9.1	20	-68.8	18	-8.9
Czech Rep.	6	-6.3	7	+17.1	10	+38.4	12	+16.9
Sweden	9	+56.5	7	-16.6	7	-0.5	8	+7.6
Luxembourg	2	-18.9	2	-6.5	6	+238.4	6	-1.9
Lithuania	9	-32.3	4	-52.7	5	+12.2	7	+43.3
Bulgaria	4	-35.2	4	-12.7	5	+26.7	4	-5.0
Romania	6	+0.1	6	+1.8	6	+3.1	7	+3.3
Switzerland	3	-10.0	2	-19.7	2	+3.6	3	+12.2
Hungary	2	+41.8	2	+6.9	3	+20.5	3	+27.8
ROW + SD*	-5	-34.1	-14	+163.4	-46	+224.1	34	-173.2
Total	2 141	+2.7	2 016	-5.8	2 038	+1.1	2 344	+15.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
France	93.1	-1.1	88.0	-5.5	102.2	+16.2	103.6	+1.4
Germany	82.1	-4.9	88.5	+7.8	94.8	+7.1	111.4	+17.6
Netherlands	82.0	-2.2	85.7	+4.6	93.9	+9.6	114.4	+21.8
Italy	142.1	-3.4	142.5	+0.3	149.5	+4.9	152.8	+2.2
Belgium	95.9	-3.9	95.6	-0.3	96.7	+1.2	122.6	+26.7
Denmark	95.2	-0.1	96.7	+1.6	98.9	+2.2	119.6	+20.9
Portugal	77.7	-5.9	83.5	+7.5	93.2	+11.6	103.2	+10.7
Ireland	88.7	-13.0	83.1	-6.3	89.0	+7.1	112.4	+26.2
Poland	80.3	-9.0	80.2	-0.2	88.0	+9.8	115.5	+31.2
Austria	88.4	-7.1	87.2	-1.4	86.8	-0.5	89.3	+2.9
Greece	95.9	+0.4	96.1	+0.2	102.8	+6.9	117.1	+13.9
UK	83.2	-10.1	82.2	-1.2	105.3	+28.1	120.6	+14.6
Czech Rep.	106.9	-10.4	107.5	+0.5	122.0	+13.5	136.6	+12.0
Sweden	86.5	+5.8	111.2	+28.6	124.5	+11.9	125.7	+1.0
Luxembourg	100.4	-1.6	106.0	+5.6	135.4	+27.7	120.7	-10.8
Lithuania	88.9	+12.7	90.4	+1.6	98.2	+8.7	110.4	+12.4
Bulgaria	73.3	-15.2	83.7	+14.2	154.5	+84.5	170.9	+10.6
Romania	91.3	+8.6	96.9	+6.1	105.4	+8.8	102.8	-2.5
Switzerland	180.9	-11.2	193.9	+7.2	208.0	+7.3	195.6	-5.9
Hungary	83.3	-18.0	86.0	+3.2	86.7	+0.9	118.3	+36.4
ROW + SD*	96.4	-31.4	90.0	-6.6	98.8	+9.7	80.3	-18.7
Total	90.2	-3.2	91.5	+1.5	100.8	+10.2	113.9	+13.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **United Arab Emirates**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

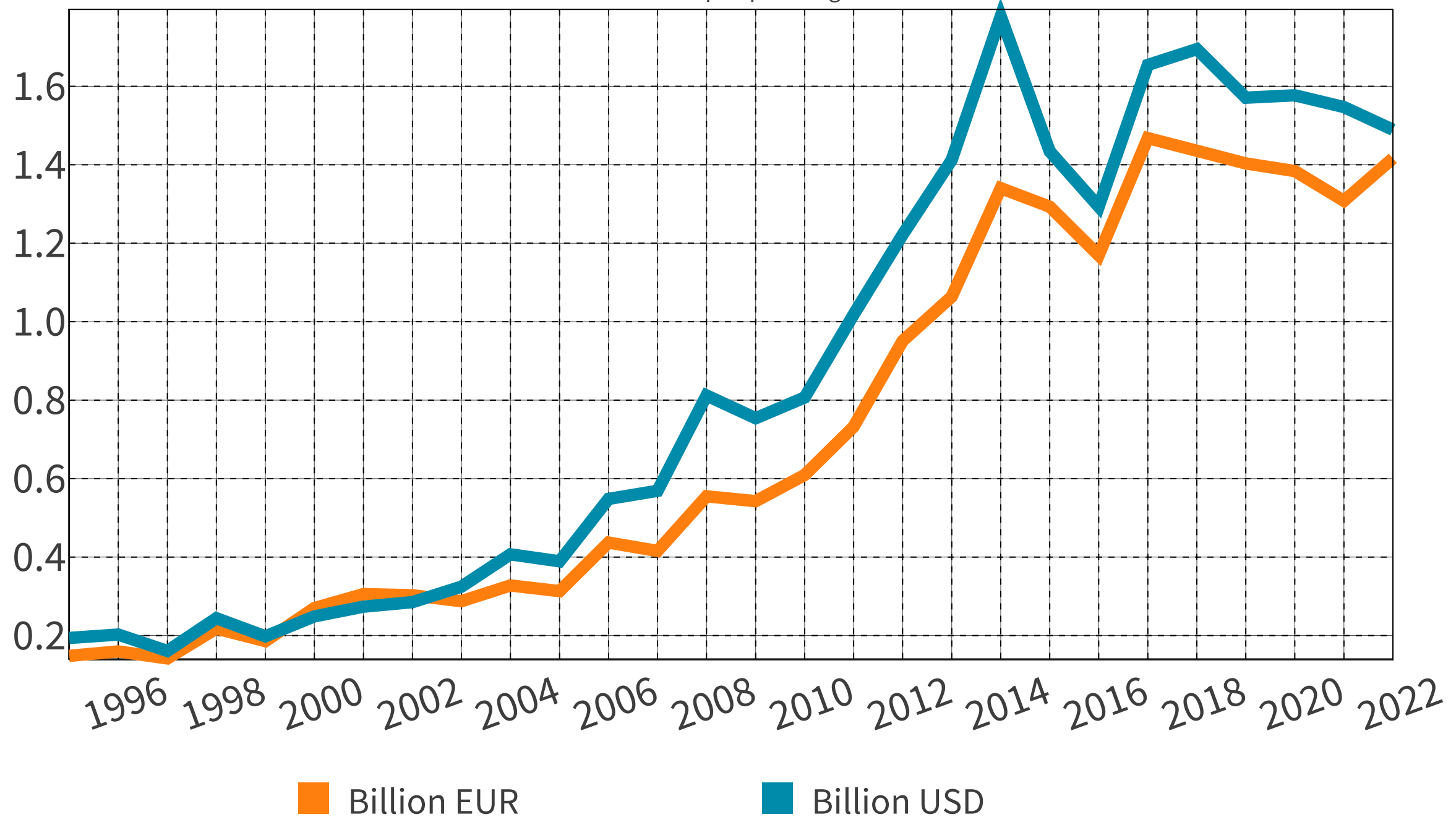
EXPORT 
PLANNING

**Import value
(2022)****1.4** billion EUR**1.5** billion USD**Average prices of
imports (2022)****3.56** EUR/kg**3.75** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+15.9%**CAGR in 2009-2022: **+4.4%**CAGR in 2023-2026: **+5.8%**

Market Dynamics

Value of Imports

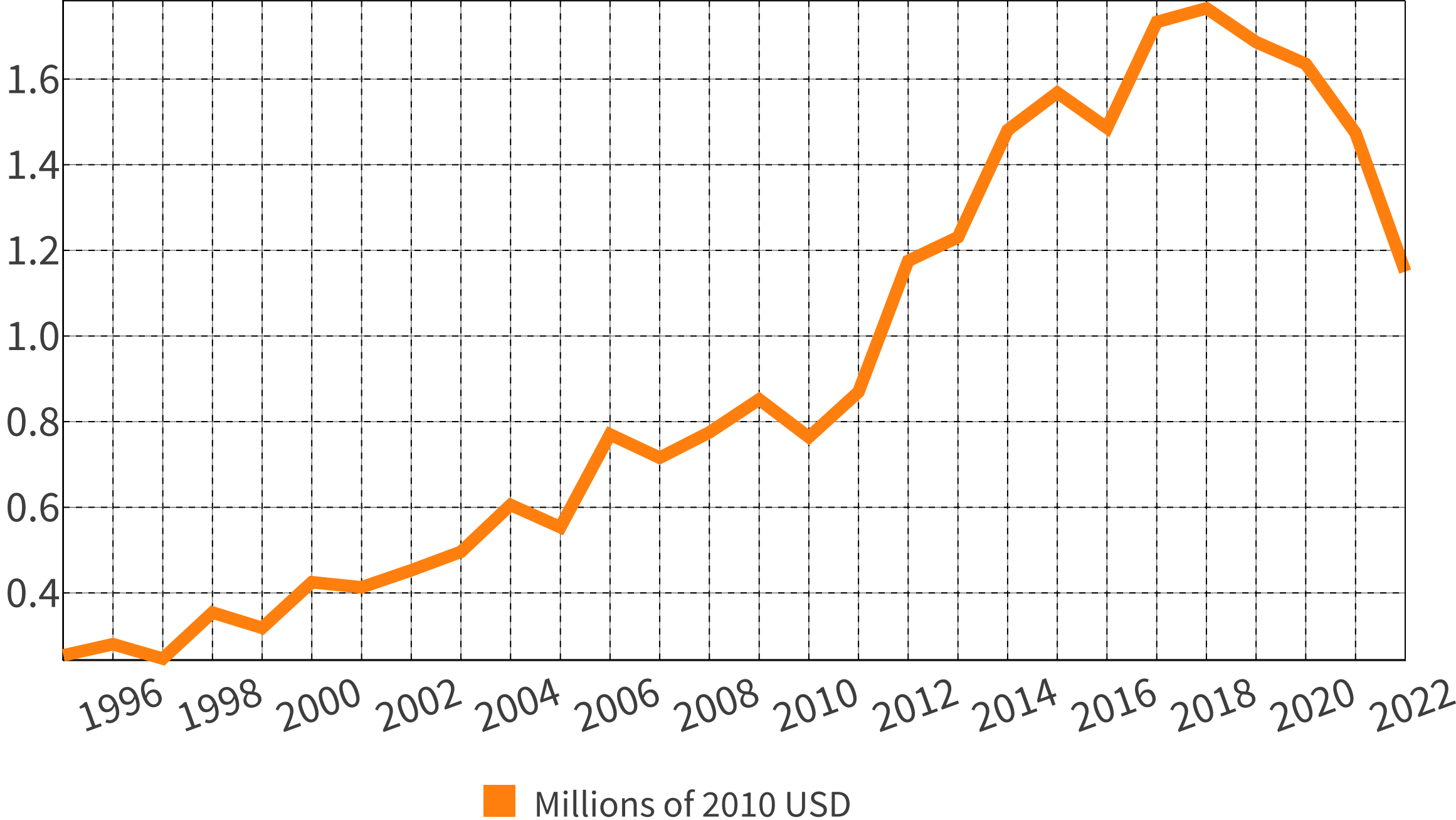
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

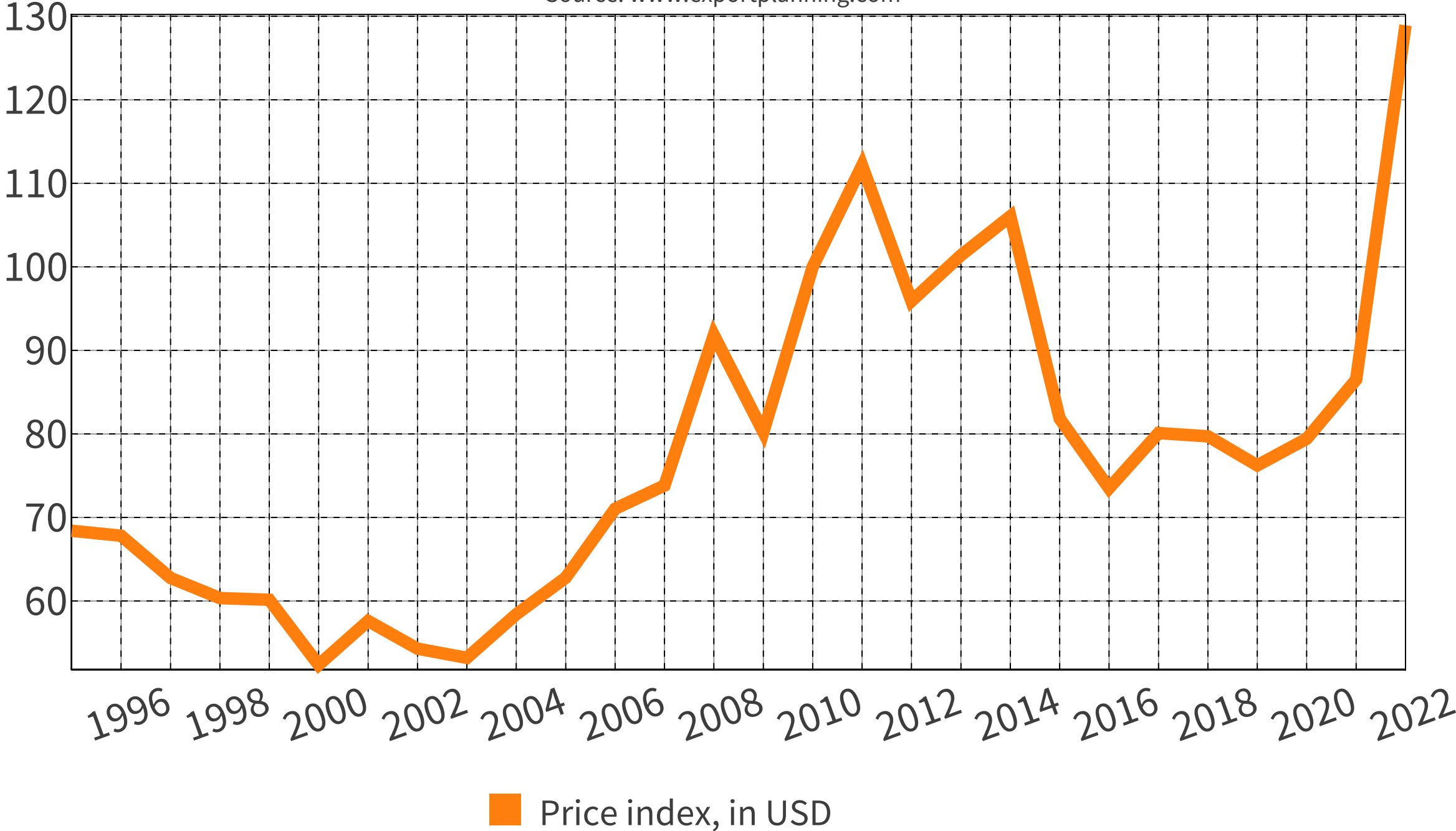
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	407	25.4	606	22.1	67.2	2.7
2005	389	-4.4	554	-8.6	70.3	4.6
2006	548	40.9	770	39.1	71.2	1.3
2007	569	3.8	716	-7.1	79.5	11.7
2008	812	42.7	775	8.3	104.8	31.8
2009	754	-7.1	852	9.9	88.5	-15.5
2010	807	7.0	764	-10.3	105.6	19.3
2011	1 018	26.2	869	13.8	117.1	10.9
2012	1 222	20.0	1 175	35.2	103.9	-11.3
2013	1 413	15.6	1 231	4.7	114.8	10.4
2014	1 778	25.9	1 481	20.3	120.1	4.6
2015	1 434	-19.4	1 568	5.9	91.5	-23.8
2016	1 293	-9.8	1 486	-5.2	87.0	-4.8
2017	1 654	27.9	1 733	16.6	95.4	9.7
2018	1 695	2.4	1 765	1.8	96.0	0.6
2019	1 571	-7.3	1 686	-4.5	93.2	-3.0
2020	1 577	0.4	1 635	-3.0	96.4	3.5
2021	1 547	-1.9	1 474	-9.9	105.0	8.8
2022	1 489	-3.7	1 150	-22.0	129.5	23.3

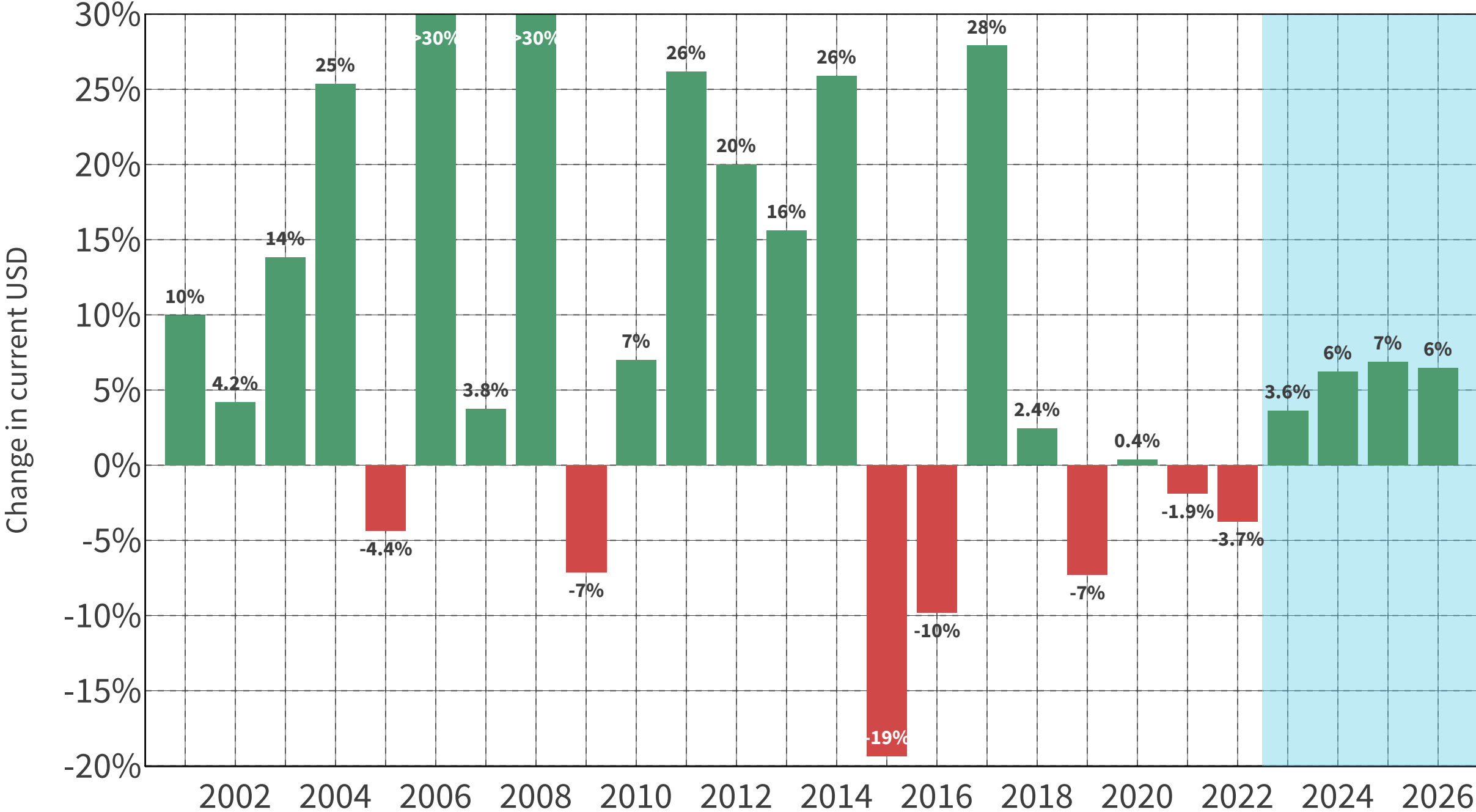
Source: www.exportplanning.com



Market Prospects

Imports Forecast

Source: www.exportplanning.com

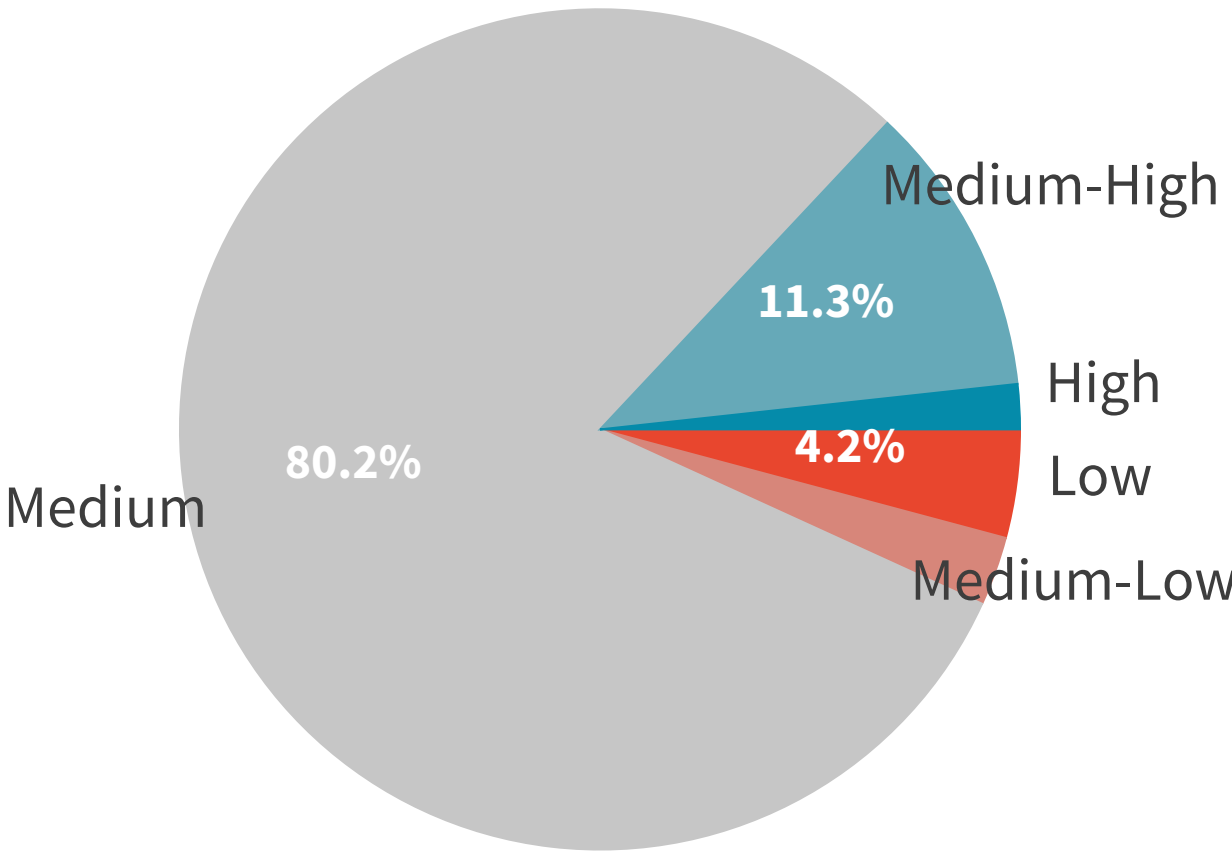
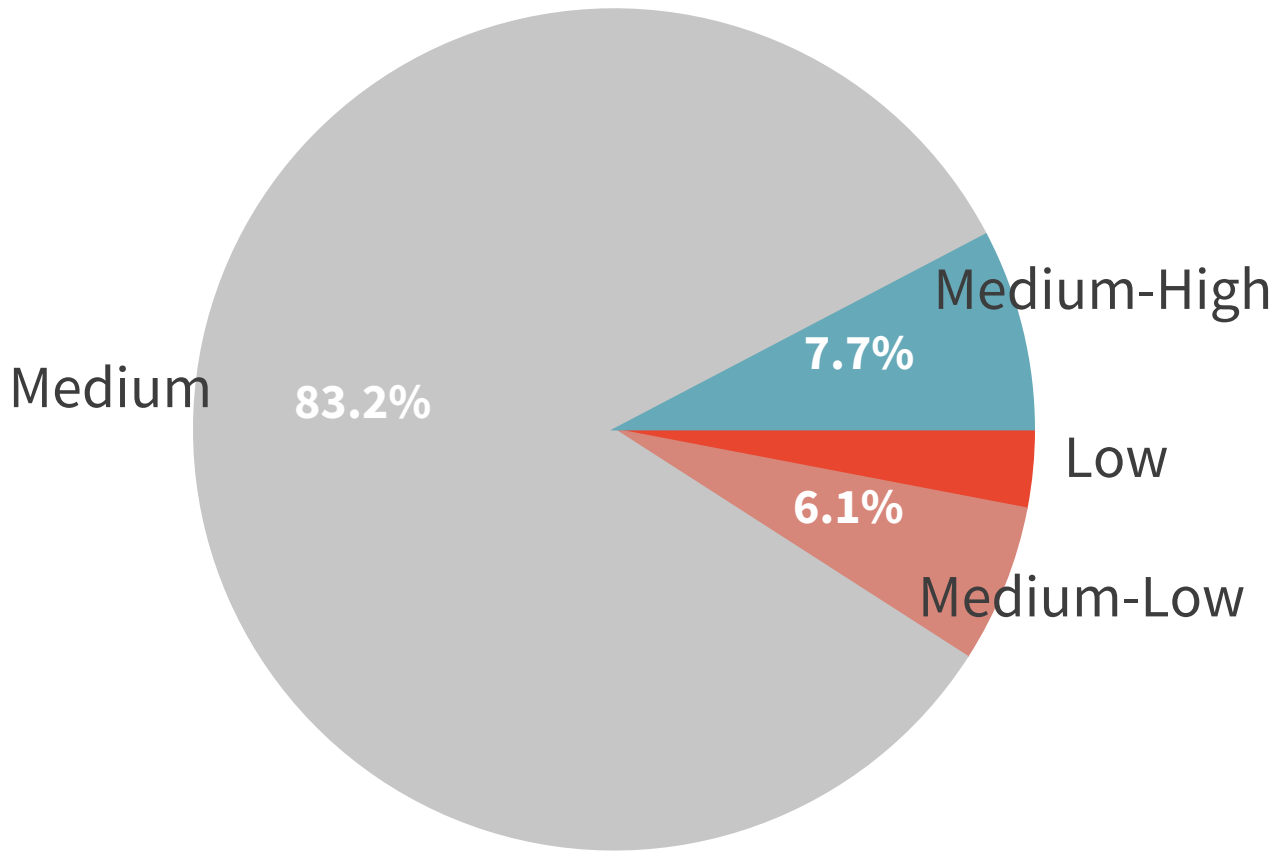


Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012

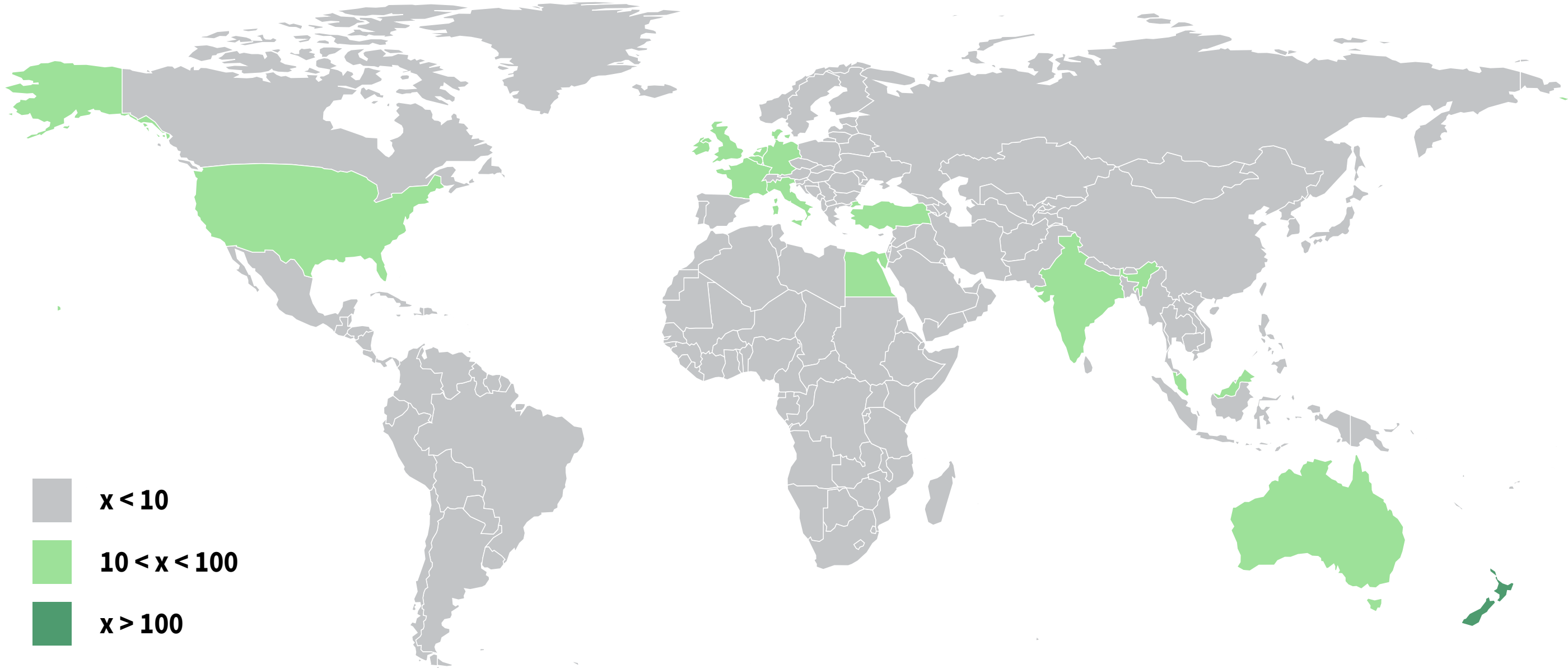
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
New Zealand	33.3	13.4	94.9	11.7	366	24.6	448	24.0
Netherlands	62.4	25.1	130.9	16.1	100	6.7	153	8.2
Australia	23.6	9.5	54.7	6.7	75	5.0	87	4.7
Bahrain	0.1	<0.1	10.6	1.3	70	4.7	70	3.8
France	13.1	5.3	25.6	3.1	60	4.0	82	4.4
India	3.6	1.5	39.7	4.9	52	3.5	71	3.8
USA	0.9	0.3	16.1	2.0	50	3.4	52	2.8
Denmark	16.1	6.5	31.8	3.9	49	3.3	45	2.4
Germany	10.8	4.4	16.1	2.0	43	2.9	62	3.3
Turkey	0.7	0.3	8.6	1.1	31	2.1	33	1.8
UK	2.7	1.1	14.8	1.8	28	1.9	66	3.6
Italy	0.4	0.2	6.0	0.7	23	1.5	33	1.8
Ireland	0.6	0.2	8.4	1.0	21	1.4	37	2.0
Belgium	3.6	1.5	8.4	1.0	20	1.4	48	2.6
Malaysia	0.1	0.1	28.4	3.5	11	0.7	9	0.5
Egypt	0.1	<0.1	8.3	1.0	10	0.7	7	0.4
Czech Rep.	3.4	1.4	8.2	1.0	10	0.6	10	0.5
Uruguay	<0.1	<0.1	0.1	<0.1	9	0.6	13	0.7
Poland	0.1	<0.1	2.9	0.4	7	0.5	10	0.5
Spain	0.1	0.1	0.1	<0.1	6	0.4	13	0.7
ROW + SD*	73.0	.	297.3	.	449	.	518	.
Total	248.8	100.0	812.0	100.0	1 489	100.0	1 866	100.0

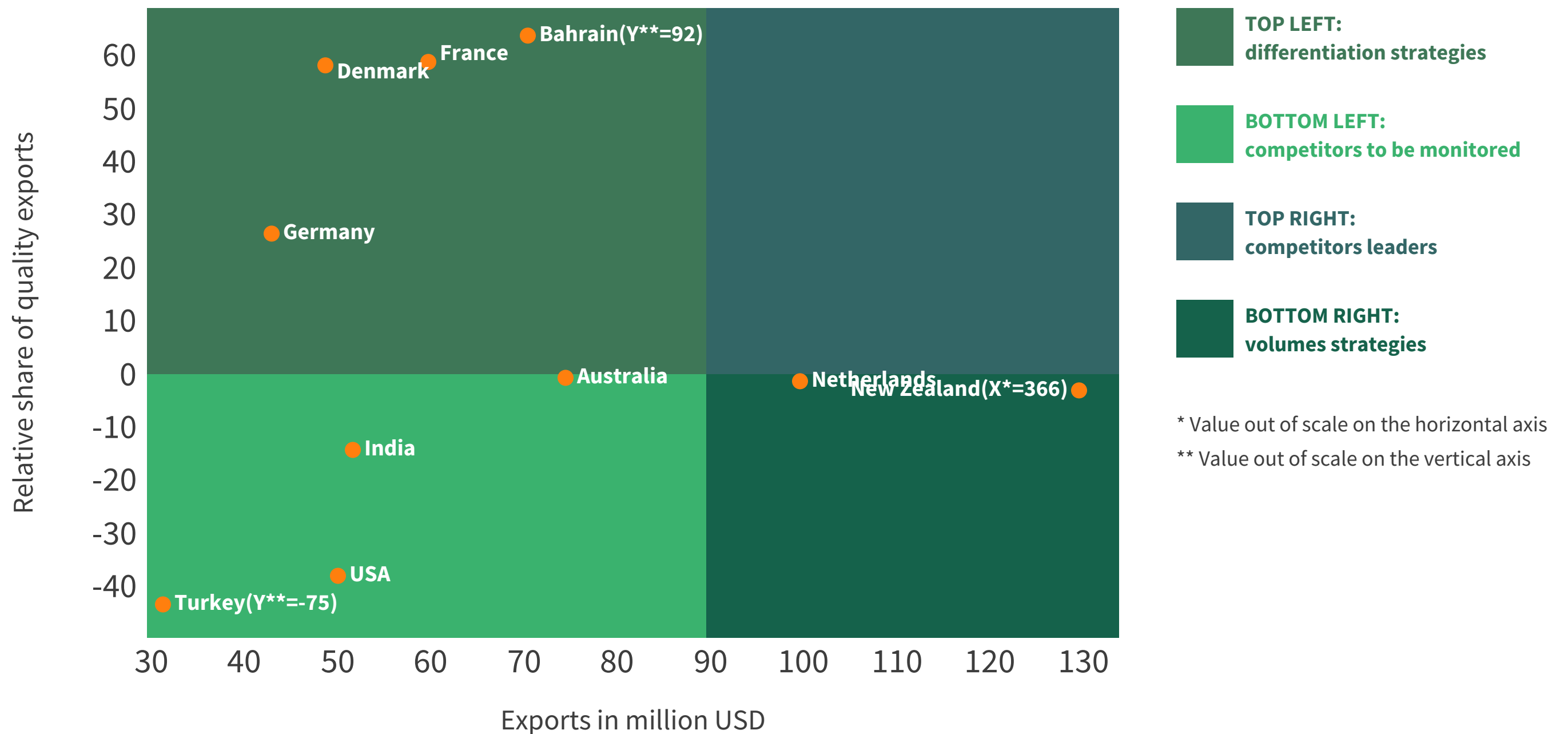
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

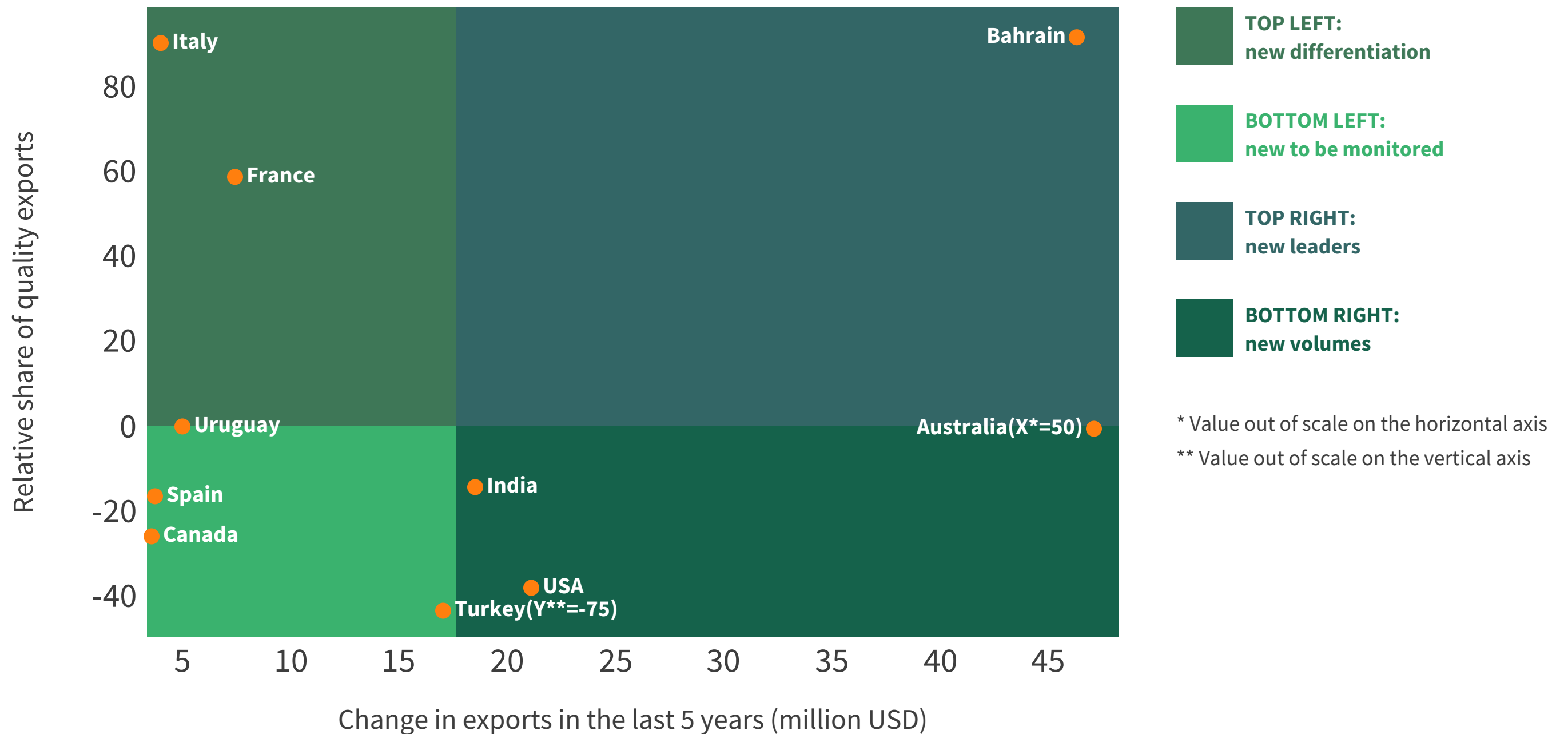
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	416	-18.5	421	+1.1	403	-4.1	.	.
Netherlands	155	-1.2	173	+12.3	182	+5.2	.	.
Australia	30	-65.1	18	-40.7	40	+128.2	.	.
Bahrain	23	+3.0	17	-26.5	37	+121.5	.	.
France	52	-13.4	51	-0.9	63	+22.2	.	.
India	41	+12.5	40	-2.3	47	+19.4	.	.
USA	51	+35.5	42	-17.1	44	+4.4	.	.
Denmark	81	-7.4	86	+6.2	61	-28.2	.	.
Germany	56	+8.4	53	-6.6	41	-21.7	.	.
Turkey	18	+7.8	22	+18.9	26	+17.2	.	.
UK	36	+0.8	36	+1.2	36	-1.1	.	.
Italy	23	-2.0	19	-20.3	27	+45.4	.	.
Ireland	41	+74.8	54	+34.0	51	-6.3	.	.
Belgium	28	+48.2	21	-23.2	22	+2.2	.	.
Malaysia	14	-13.1	22	+54.1	16	-25.6	.	.
Egypt	14	+23.4	12	-10.1	10	-17.3	.	.
Czech Rep.	7	-15.4	7	-5.4	7	+10.8	.	.
Uruguay	4	-12.7	3	-29.2	4	+38.5	.	.
Poland	20	+18.8	29	+45.2	18	-37.8	.	.
Spain	8	-1.3	9	+9.9	7	-16.3	.	.
Rest of the world	456	+1.5	444	-2.6	403	-9.1	.	.
Total	1 571	-6.4	1 577	+0.4	1 547	-1.9	.	.

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	356	-10.7	324	-9.1	564	+74.0	366	-35.0
Netherlands	86	-28.7	84	-1.8	119	+41.6	100	-16.2
Australia	9	-41.3	10	+17.8	12	+20.4	75	+515.1
Bahrain	25	+8.5	18	-26.6	37	+106.8	70	+89.4
France	42	-13.6	38	-8.5	50	+30.4	60	+20.4
India	37	-6.5	37	+0.9	55	+49.6	52	-6.5
USA	40	+32.3	31	-20.5	37	+19.0	50	+34.0
Denmark	47	+9.4	51	+9.1	56	+10.7	49	-13.4
Germany	59	+32.9	37	-37.3	29	-22.7	43	+49.3
Turkey	18	+22.0	22	+20.9	26	+18.9	31	+22.0
UK	29	+18.4	19	-33.2	22	+16.8	28	+24.0
Italy	16	+2.7	14	-17.8	20	+49.4	23	+13.2
Ireland	19	+9.4	24	+21.8	16	-32.7	21	+30.9
Belgium	21	+44.6	21	-1.4	17	-19.0	20	+22.7
Malaysia	14	-13.0	10	-30.8	11	+11.7	11	=
Egypt	15	+17.3	12	-21.6	8	-37.3	10	+37.9
Czech Rep.	8	-1.6	6	-18.9	8	+24.0	10	+21.3
Uruguay	1	-76.6	2	+78.1	4	+72.2	9	+109.8
Poland	10	+16.9	19	+101.4	11	-44.9	7	-32.8
Spain	6	+11.2	5	-13.8	5	+10.0	6	+16.6
Rest of the world	419	+6.2	383	-8.7	351	-8.3	54	-84.6
Total	1 275	-1.8	1 167	-8.5	1 458	+24.9	1 094	-24.9
Total of 2022 sample	899	-4.3	835	-7.1	1 161	+39.0	1 094	-5.7

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	389	-13.0	370	-4.9	516	+39.2	366	-29.0
Netherlands	116	-16.6	121	+4.2	147	+21.6	100	-32.0
Australia	17	-75.1	13	-23.7	39	+197.4	75	+90.0
Bahrain	23	+5.5	18	-24.9	37	+111.8	70	+89.0
France	46	-14.9	44	-4.9	57	+28.8	60	+5.7
India	39	+1.8	38	-1.1	52	+36.4	52	-1.3
USA	45	+37.5	37	-18.9	41	+12.4	50	+21.6
Denmark	62	-4.5	67	+8.3	59	-12.7	49	-17.4
Germany	59	+21.6	45	-23.3	35	-22.2	43	+22.7
Turkey	18	+15.9	22	+19.3	26	+17.7	31	+20.3
UK	34	+16.3	27	-22.3	28	+5.8	28	-1.5
Italy	20	-3.6	16	-19.8	23	+45.0	23	+0.3
Ireland	29	+35.8	37	+28.5	32	-14.4	21	-34.6
Belgium	25	+49.5	22	-11.6	19	-14.6	20	+9.8
Malaysia	15	-14.9	16	+6.9	14	-12.5	11	-19.5
Egypt	15	+19.8	12	-17.1	9	-27.5	10	+15.5
Czech Rep.	8	-5.7	6	-15.5	8	+18.1	10	+24.8
Uruguay	2	-65.0	3	+1.1	4	+57.4	9	+117.5
Poland	14	+17.2	30	+111.7	16	-47.2	7	-54.6
Spain	6	+5.7	6	-1.9	7	+11.9	6	-12.8
ROW + SD*	588	-3.9	627	+6.7	380	-39.5	449	+18.2
Total	1 571	-7.3	1 577	+0.4	1 547	-1.9	1 489	-3.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
New Zealand	.	.	366	-35.0	366	-29.0
Netherlands	.	.	100	-16.2	100	-32.0
Australia	.	.	75	+515.1	75	+90.0
Bahrain	.	.	70	+89.4	70	+89.0
France	.	.	60	+20.4	60	+5.7
India	.	.	52	-6.5	52	-1.3
USA	.	.	50	+34.0	50	+21.6
Denmark	.	.	49	-13.4	49	-17.4
Germany	.	.	43	+49.3	43	+22.7
Turkey	.	.	31	+22.0	31	+20.3
UK	.	.	28	+24.0	28	-1.5
Italy	.	.	23	+13.2	23	+0.3
Ireland	.	.	21	+30.9	21	-34.6
Belgium	.	.	20	+22.7	20	+9.8
Malaysia	.	.	11	=	11	-19.5
Egypt	.	.	10	+37.9	10	+15.5
Czech Rep.	.	.	10	+21.3	10	+24.8
Uruguay	.	.	9	+109.8	9	+117.5
Poland	.	.	7	-32.8	7	-54.6
Spain	.	.	6	+16.6	6	-12.8
Rest of the world*	.	.	54	-84.6	449	+18.2
Total**	.	.	1 094	-5.7	1 489	-3.7

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
New Zealand	426	-11.3	400	-6.1	500	+24.8	318	-36.4
Netherlands	112	-9.9	111	-0.1	124	+11.0	78	-36.8
Australia	21	-69.7	14	-34.8	44	+218.9	59	+33.2
Bahrain	13	-2.4	10	-24.1	23	+133.3	42	+79.5
France	33	-14.4	34	+0.5	40	+19.3	36	-9.8
India	35	+4.1	32	-10.2	46	+45.5	39	-14.8
USA	54	+52.1	37	-32.2	45	+23.6	49	+7.6
Denmark	51	-2.5	53	+3.8	44	-16.4	30	-31.6
Germany	54	+13.2	43	-21.8	30	-28.9	29	-3.3
Turkey	23	+16.9	26	+13.3	30	+16.0	32	+6.8
UK	25	+16.5	19	-24.2	20	+2.4	16	-19.5
Italy	14	-12.0	10	-27.8	13	+37.3	13	-6.6
Ireland	37	+59.9	47	+26.8	36	-22.9	16	-56.7
Belgium	23	+47.0	18	-20.8	14	-25.3	14	-1.2
Malaysia	18	-8.7	20	+11.2	17	-14.2	8	-54.1
Egypt	22	+29.1	18	-19.2	13	-29.0	14	+6.3
Czech Rep.	9	-4.2	8	-15.5	9	+14.9	9	+0.4
Uruguay	2	-64.3	3	+31.2	4	+17.7	7	+96.7
Poland	16	+22.1	36	+124.3	16	-56.9	7	-54.1
Spain	6	+14.0	6	-2.5	7	+10.6	5	-34.4
ROW + SD*	690	-1.6	691	+0.2	399	-42.2	330	-17.2
Total	1 686	-4.5	1 635	-3.0	1 474	-9.9	1 150	-22.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
New Zealand	91.3	-1.9	92.5	+1.2	103.2	+11.6	115.2	+11.6
Netherlands	103.8	-7.4	108.3	+4.3	118.6	+9.6	127.6	+7.5
Australia	81.6	-17.8	95.5	+17.0	89.1	-6.7	127.1	+42.7
Bahrain	176.8	+8.1	174.9	-1.1	158.8	-9.2	167.2	+5.3
France	138.0	-0.6	130.7	-5.3	141.1	+8.0	165.4	+17.2
India	110.2	-2.2	121.3	+10.1	113.7	-6.2	131.7	+15.8
USA	83.4	-9.6	99.7	+19.6	90.6	-9.1	102.5	+13.1
Denmark	122.5	-2.1	127.8	+4.4	133.5	+4.5	161.2	+20.7
Germany	107.8	+7.5	105.7	-2.0	115.7	+9.4	146.9	+27.0
Turkey	81.1	-0.8	85.4	+5.3	86.7	+1.5	97.6	+12.6
UK	134.4	-0.2	137.7	+2.4	142.2	+3.3	174.1	+22.4
Italy	144.1	+9.5	160.1	+11.1	169.0	+5.6	181.5	+7.4
Ireland	78.8	-15.1	79.8	+1.3	88.7	+11.1	134.0	+51.1
Belgium	106.3	+1.7	118.6	+11.6	135.6	+14.4	150.7	+11.1
Malaysia	80.7	-6.8	77.6	-3.8	79.2	+2.0	138.9	+75.4
Egypt	67.0	-7.3	68.8	+2.6	70.2	+2.1	76.3	+8.6
Czech Rep.	82.0	-1.5	82.0	=	84.3	+2.8	104.8	+24.4
Uruguay	101.5	-2.0	78.2	-23.0	104.5	+33.6	115.5	+10.5
Poland	87.9	-4.0	82.9	-5.6	101.5	+22.4	100.5	-1.0
Spain	98.1	-7.3	98.7	+0.6	99.8	+1.2	132.8	+33.0
ROW + SD*	85.2	-2.4	90.8	+6.5	95.2	+4.8	135.9	+42.8
Total	93.2	-3.0	96.4	+3.5	105.0	+8.8	129.5	+23.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **United Kingdom**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

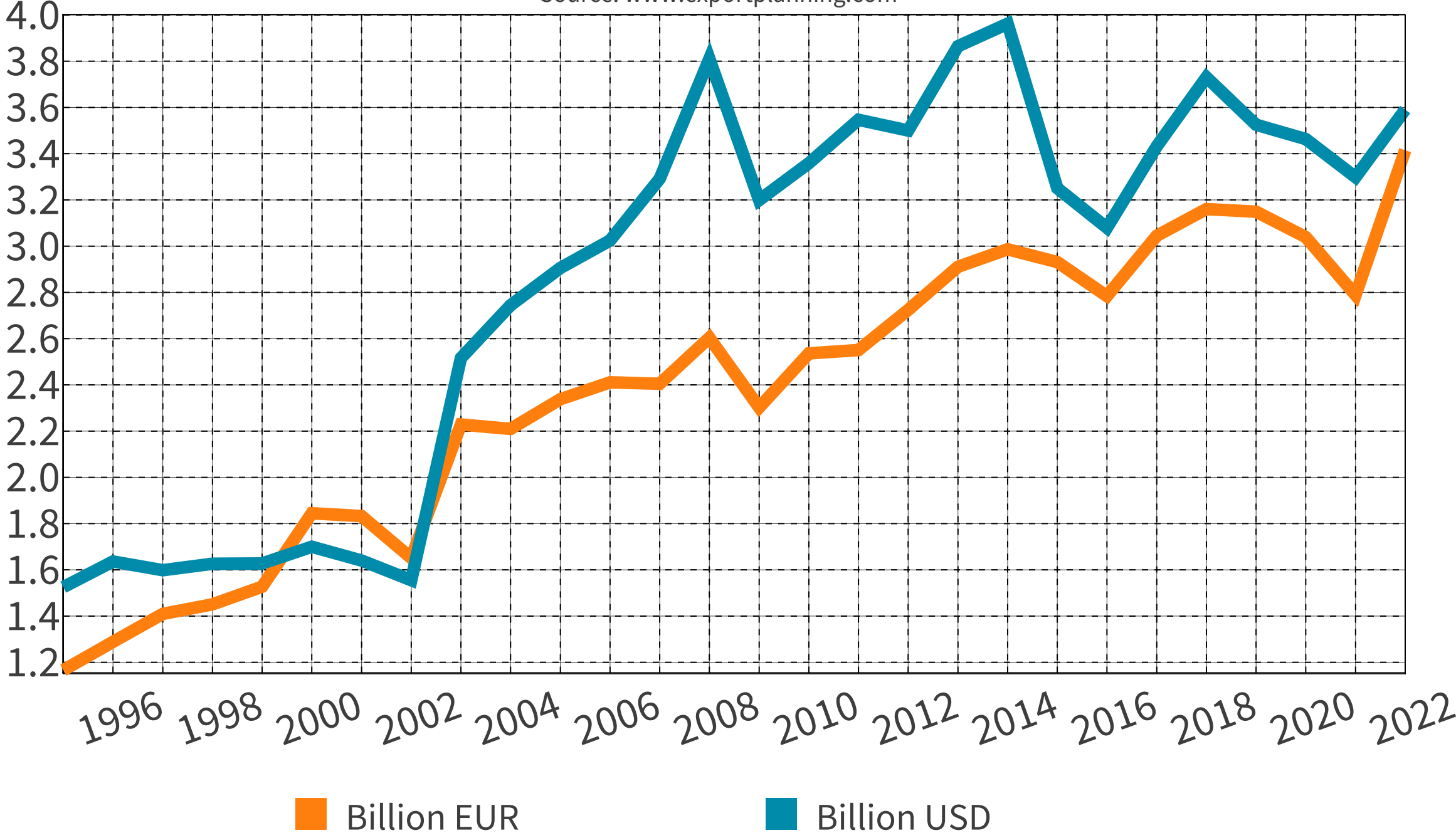


**Import value
(2022)****3.4** billion EUR**3.6** billion USD**Average prices of
imports (2022)****3.07** EUR/kg**3.23** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+10.6%**CAGR in 2009-2022: **-0.4%**CAGR in 2023-2026: **+9.5%**

Market Dynamics

Value of Imports

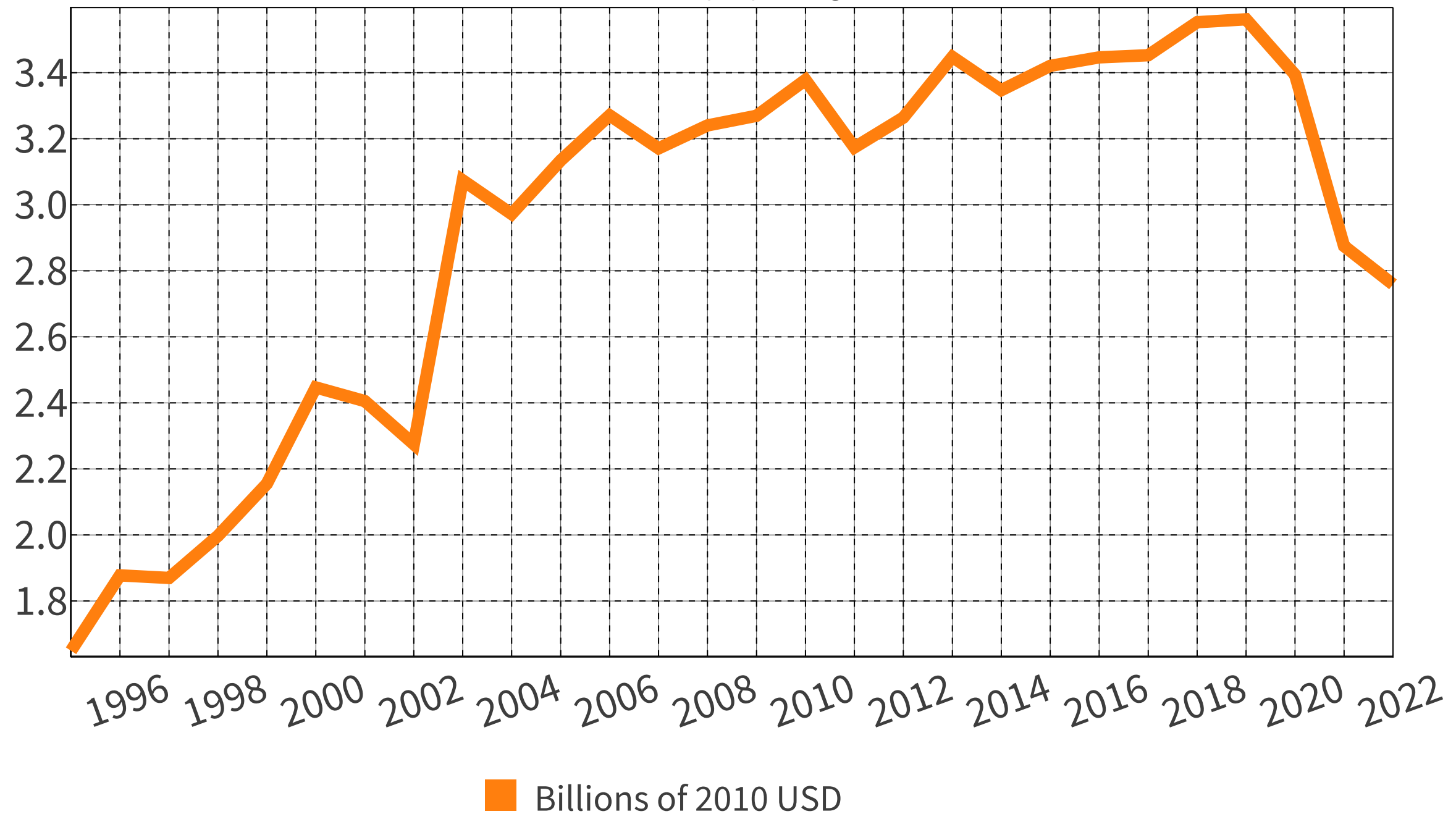
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

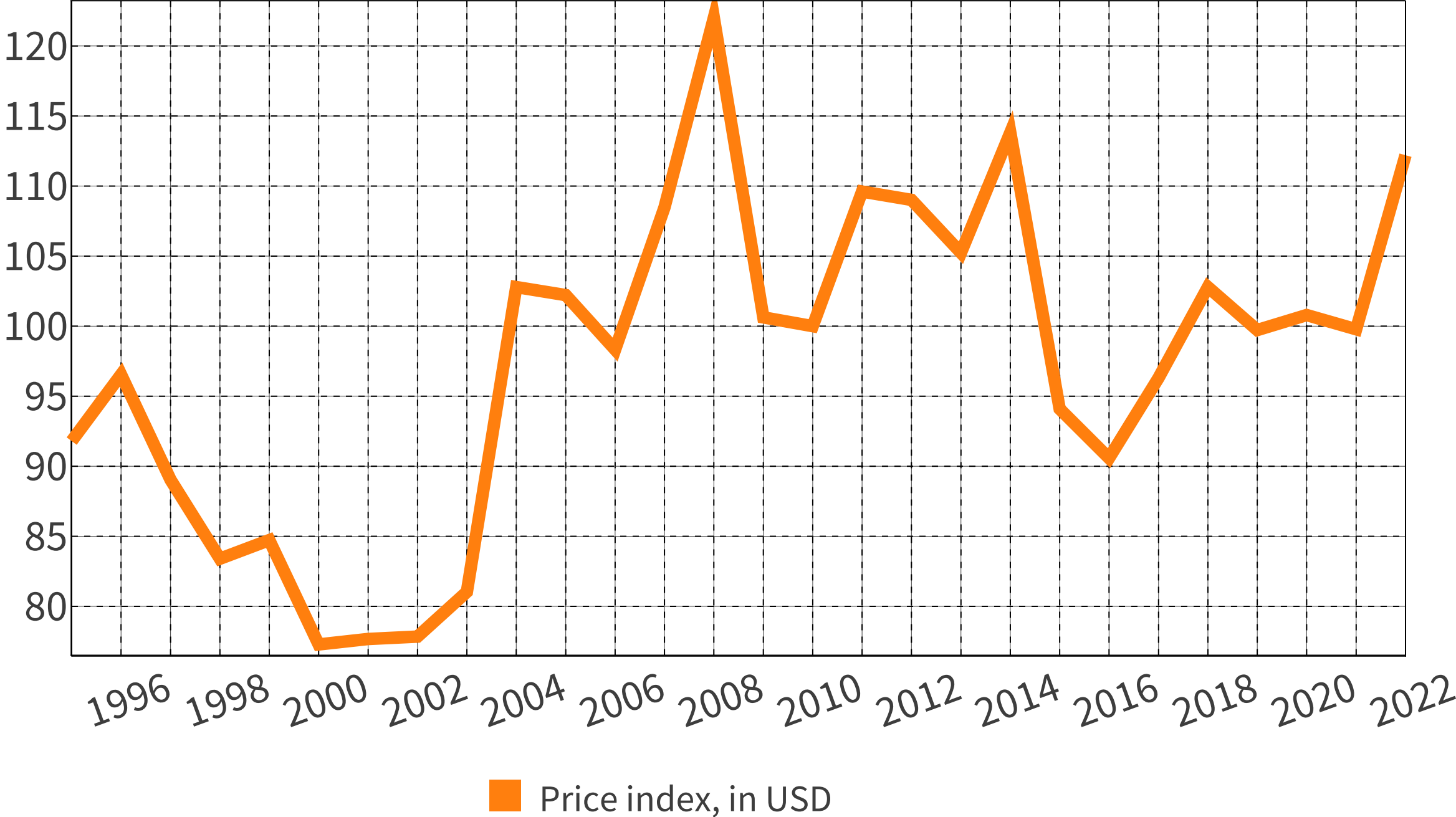
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

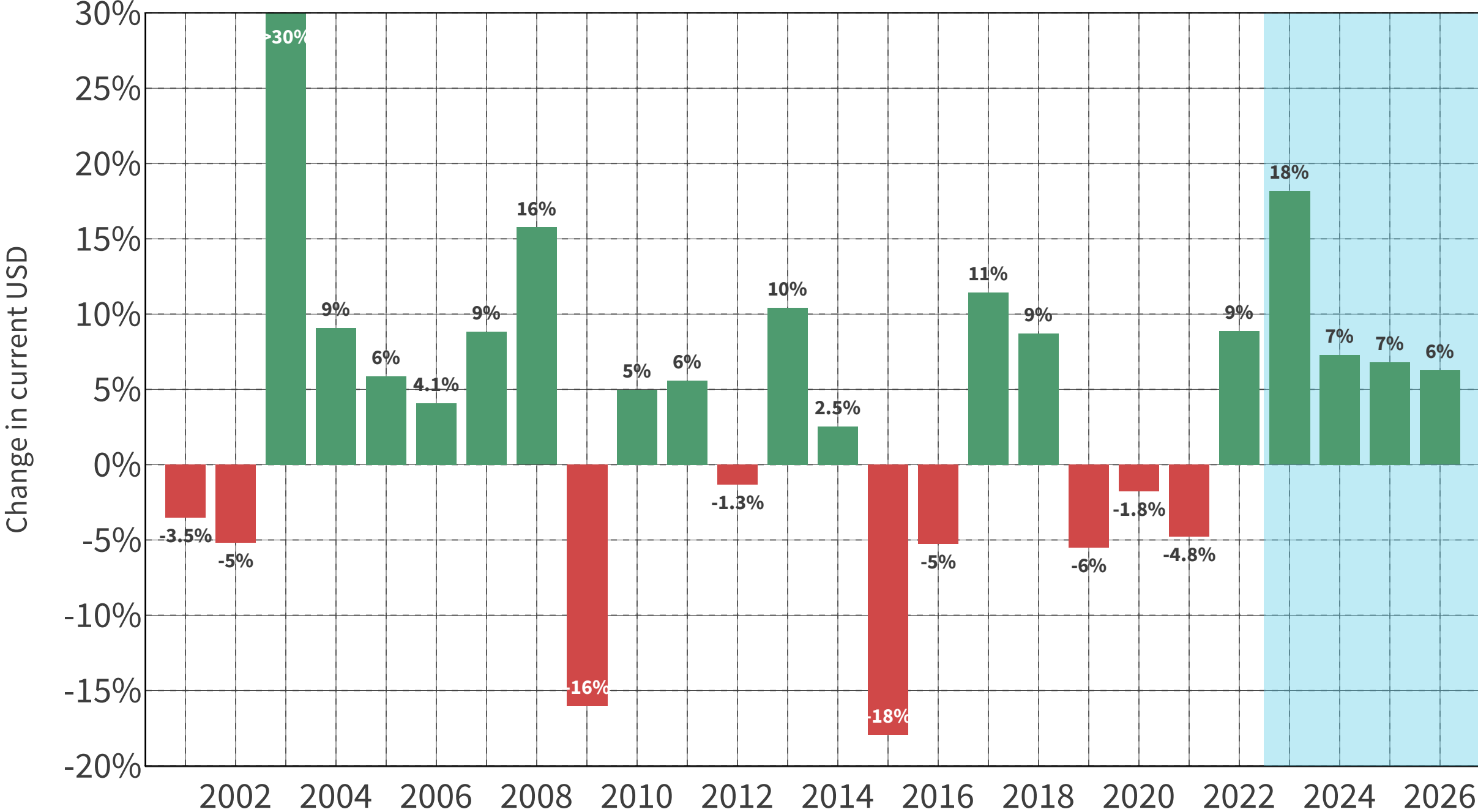
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	2 744	9.1	2 972	-3.32	92.3	12.8
2005	2 906	5.9	3 134	5.46	92.7	0.4
2006	3 025	4.1	3 271	4.36	92.5	-0.3
2007	3 292	8.8	3 171	-3.06	103.8	12.3
2008	3 810	15.8	3 240	2.19	117.6	13.3
2009	3 199	-16.0	3 269	0.90	97.9	-16.8
2010	3 359	5.0	3 378	3.32	99.4	1.6
2011	3 547	5.6	3 174	-6.06	111.8	12.4
2012	3 500	-1.3	3 264	2.85	107.2	-4.0
2013	3 865	10.4	3 448	5.63	112.1	4.5
2014	3 962	2.5	3 347	-2.92	118.4	5.6
2015	3 251	-18.0	3 421	2.20	95.0	-19.7
2016	3 080	-5.3	3 446	0.75	89.4	-6.0
2017	3 432	11.4	3 453	0.19	99.4	11.2
2018	3 731	8.7	3 553	2.90	105.0	5.6
2019	3 525	-5.5	3 562	0.25	99.0	-5.7
2020	3 463	-1.8	3 394	-4.71	102.0	3.1
2021	3 298	-4.8	2 875	-15.29	114.7	12.4
2022	3 591	8.9	2 759	-4.04	130.1	13.4

Source: www.exportplanning.com

Market Prospects

Imports Forecast

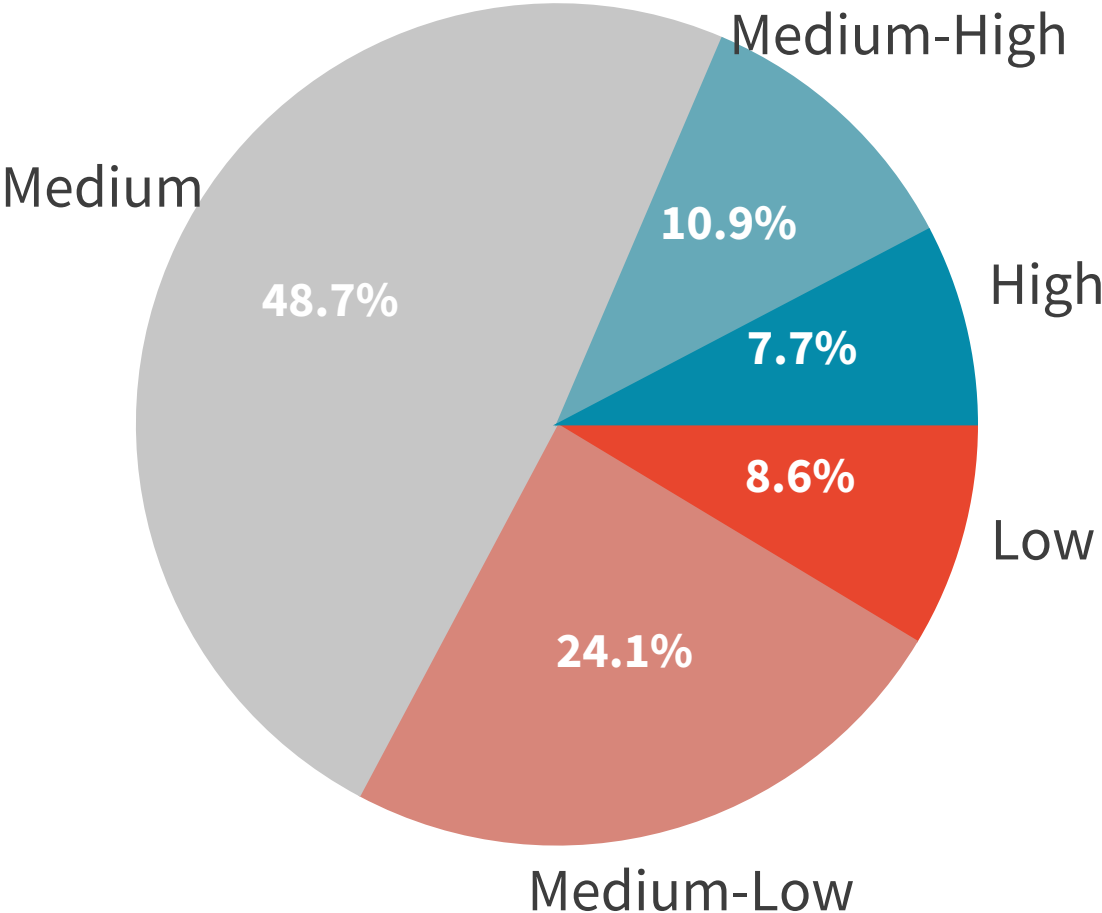
Source: www.exportplanning.com



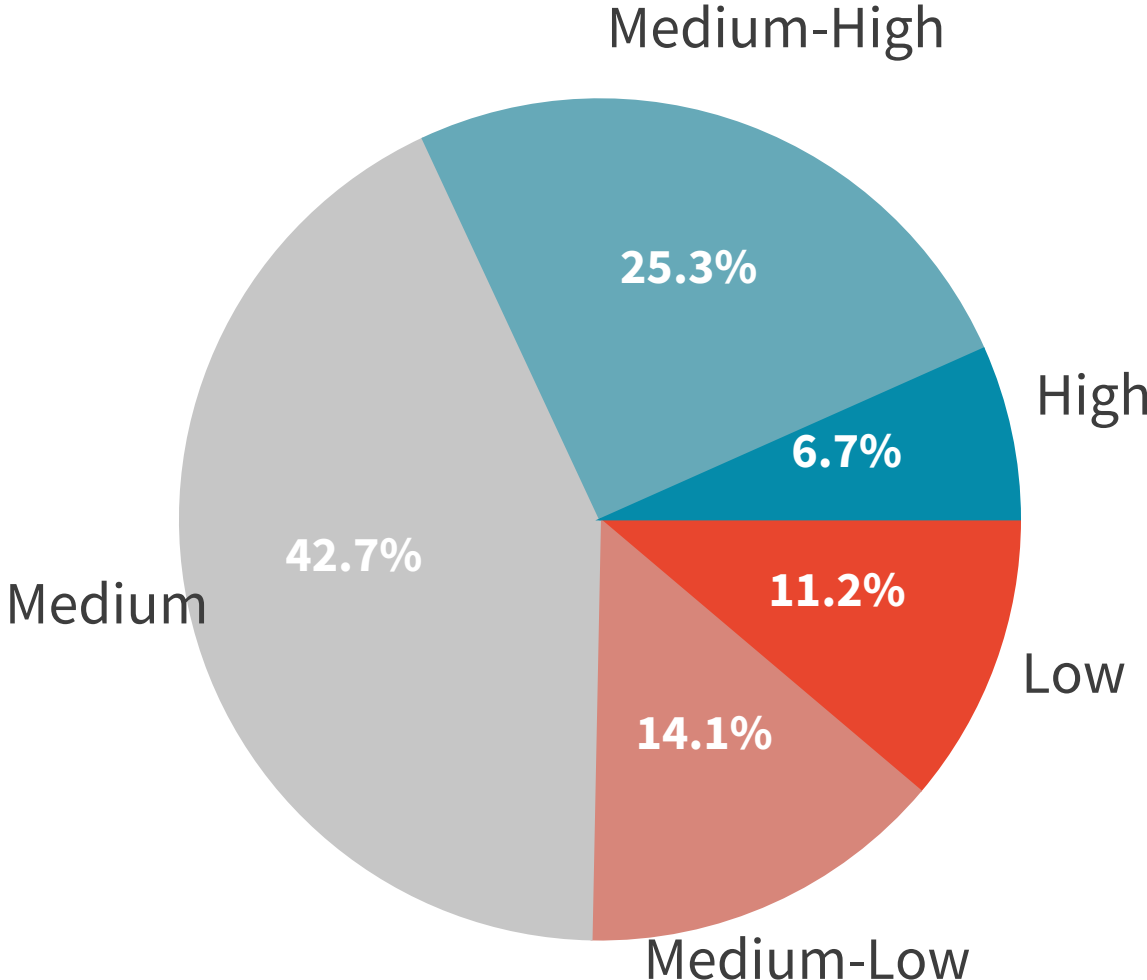
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



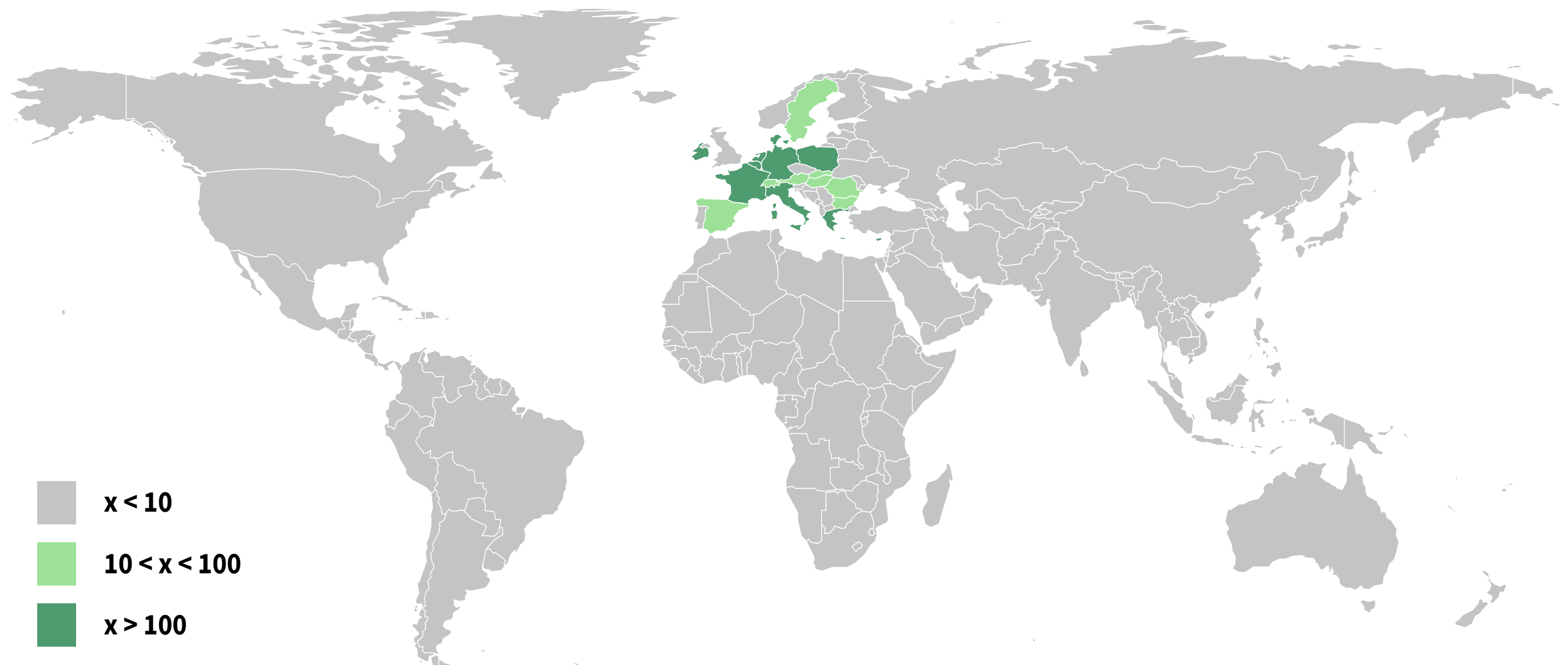
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Ireland	350	23.0	1 023	26.5	935	23.1	979	17.7
France	237	15.5	834	21.6	533	13.2	580	10.5
Belgium	127	8.3	294	7.6	349	8.6	487	8.8
Italy	84	5.5	235	6.1	339	8.4	280	5.1
Germany	179	11.7	508	13.2	336	8.3	470	8.5
Netherlands	78	5.1	274	7.1	249	6.2	365	6.6
Denmark	211	13.8	280	7.3	246	6.1	393	7.1
Greece	14	0.9	59	1.5	167	4.1	243	4.4
Cyprus	4	0.2	17	0.4	158	3.9	215	3.9
Poland	<1	<0.1	31	0.8	125	3.1	175	3.2
Spain	18	1.2	33	0.9	76	1.9	106	1.9
Slovakia	<1	<0.1	5	0.1	24	0.6	59	1.1
Austria	12	0.8	27	0.7	20	0.5	31	0.6
Switzerland	7	0.5	12	0.3	20	0.5	23	0.4
Romania	<1	<0.1	<1	<0.1	19	0.5	30	0.5
Hungary	<1	<0.1	2	0.1	13	0.3	16	0.3
Bulgaria	<1	<0.1	<1	<0.1	13	0.3	24	0.4
Sweden	4	0.2	55	1.4	12	0.3	16	0.3
Lithuania	<1	<0.1	5	0.1	7	0.2	7	0.1
Czech Rep.	<1	<0.1	2	0.1	5	0.1	23	0.4
ROW + SD*	374	.	112	.	-57	.	643	.
Total	1 700	100.0	3 810	100.0	3 591	100.0	5 166	100.0

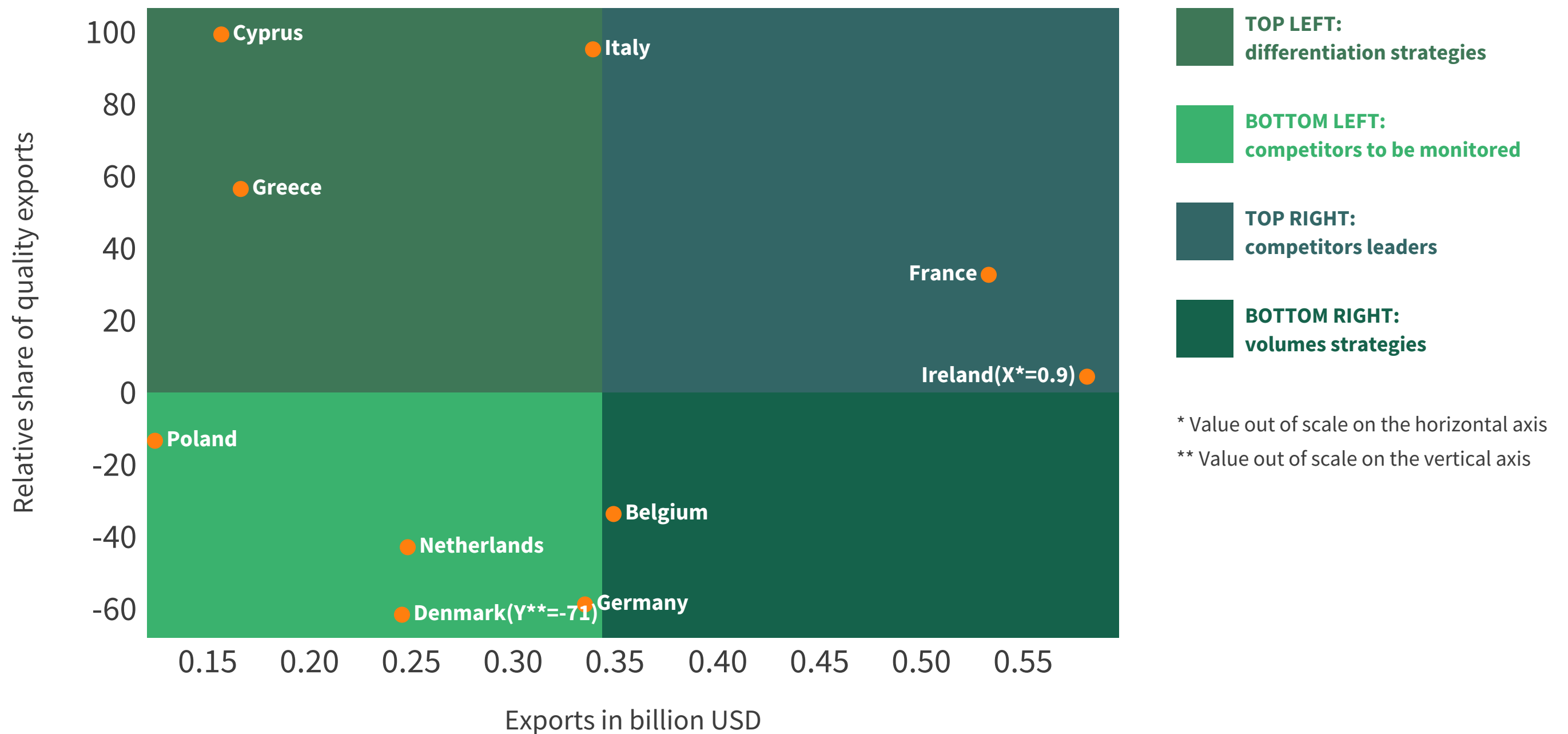
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

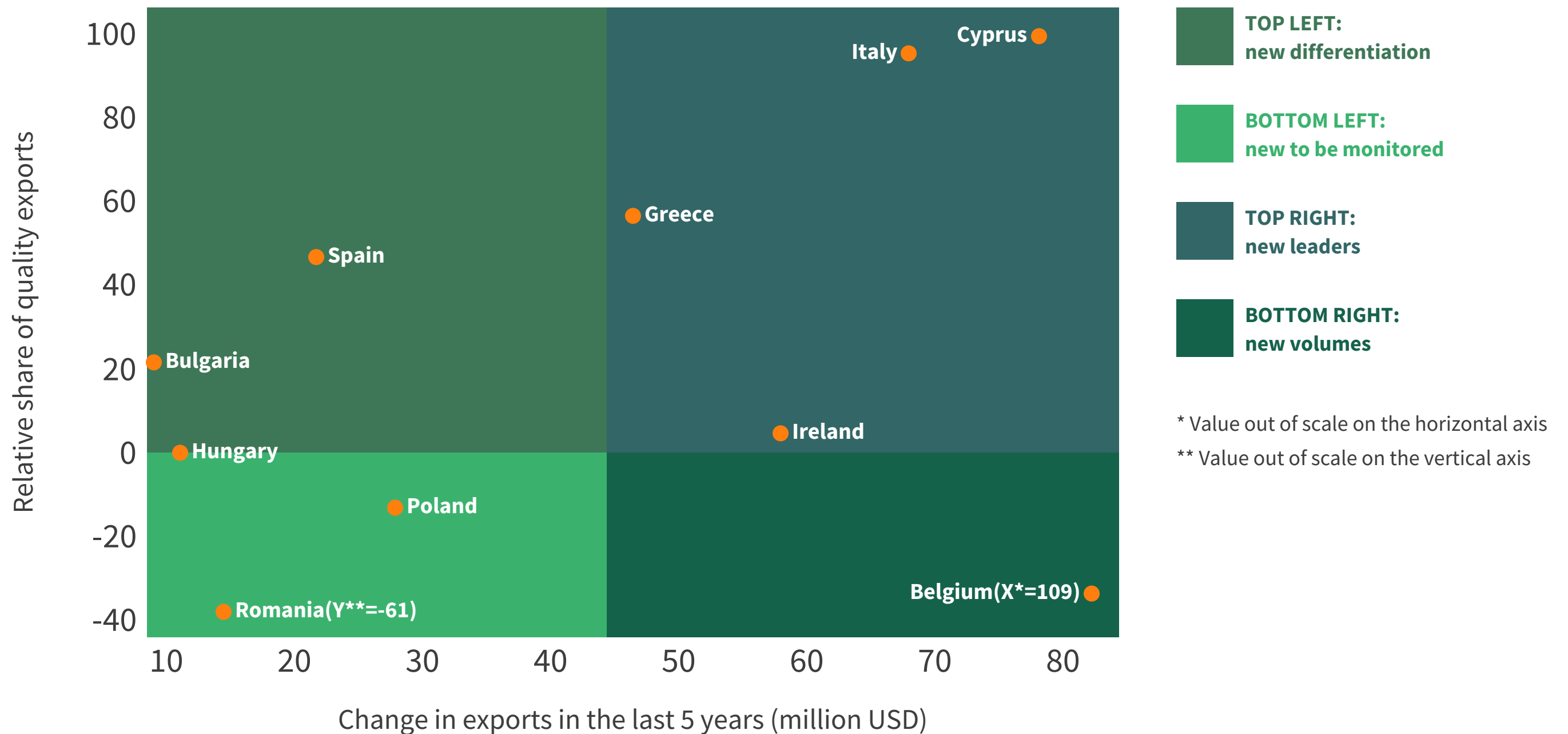
Source: www.exportplanning.com



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Ireland	978	-4.7	941	-3.8	890	-5.4	824	-7.5
France	604	-4.1	544	-9.9	531	-2.4	537	+1.1
Belgium	221	-11.4	212	-4.1	323	+52.3	264	-18.1
Italy	292	+0.9	311	+6.6	307	-1.3	.	.
Germany	430	-6.4	399	-7.2	253	-36.5	369	+45.6
Netherlands	286	-20.7	289	+1.1	172	-40.4	258	+49.8
Denmark	195	-20.2	198	+1.3	214	+8.3	254	+18.4
Greece	147	+8.7	151	+3.4	143	-5.6	188	+31.7
Cyprus	124	+15.4	144	+16.0	128	-10.8	162	+26.0
Poland	82	-8.9	92	+12.2	147	+59.5	123	-16.2
Spain	55	+20.1	55	+0.5	67	+22.4	83	+23.6
Slovakia	22	+4.9	34	+55.8	23	-31.9	21	-9.1
Austria	15	+4.6	16	+11.3	14	-13.6	27	+90.8
Switzerland	10	+5.1	14	+39.7	21	+49.9	20	-5.3
Romania	13	+66.4	10	-26.3	9	-5.7	21	+131.0
Hungary	4	+234.2	5	+35.1	6	+17.6	14	+118.3
Bulgaria	9	+84.5	12	+40.5	8	-36.6	14	+79.3
Sweden	8	+13.7	10	+26.7	18	+81.6	13	-23.4
Lithuania	8	+3.9	9	+19.5	9	-5.9	8	-11.5
Czech Rep.	5	+2.9	6	+21.5	5	-18.3	5	+1.7
Rest of the world	18	+15.9	10	-43.5	10	-6.7	386	+3 896.1
Total	3 525	-5.5	3 463	-1.8	3 298	-4.8	3 591	+8.9

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Ireland	920	-6.4	864	-6.1	837	-3.2	1 048	+25.3
France	607	-8.1	599	-1.4	570	-4.7	530	-7.1
Belgium	257	-3.1	247	-3.9	383	+54.8	440	+15.0
Italy	323	+5.3	330	+2.1	331	+0.5	339	+2.5
Germany	403	-7.4	408	+1.2	292	-28.5	307	+5.3
Netherlands	258	-19.1	246	-4.9	201	-18.1	239	+19.0
Denmark	214	-11.8	205	-4.3	195	-4.9	238	+22.0
Greece	124	+0.6	136	+10.2	135	-1.4	147	+9.0
Cyprus	121	+11.9	142	+16.9	144	+1.3	152	+5.7
Poland	105	-8.7	109	+3.8	125	+14.2	127	+1.8
Spain	57	-14.1	60	+4.9	67	+11.0	70	+5.7
Slovakia	15	+9.6	22	+50.4	24	+9.4	28	+15.8
Austria	13	+2.4	13	+0.1	13	+0.4	15	+16.8
Switzerland	16	+0.3	19	+22.7	22	+13.1	20	-7.4
Romania	14	+87.4	14	+4.4	15	+6.3	17	+14.7
Hungary	6	+75.4	7	+15.4	10	+29.0	12	+28.5
Bulgaria	10	+48.0	10	+3.7	10	+0.3	13	+26.8
Sweden	7	+11.9	10	+32.6	7	-28.5	11	+58.7
Lithuania	8	+17.2	9	+21.4	7	-26.3	6	-7.8
Czech Rep.	5	-10.7	6	+23.4	6	-10.5	5	-11.0
Rest of the world	27	-20.0	20	-27.6	14	-25.8	15	+2.3
Total	3 510	-6.1	3 475	-1.0	3 405	-2.0	3 780	+11.0
Total of 2022 sample	3 509	-6.1	3 474	-1.0	3 404	-2.0	3 780	+11.0

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Ireland	955	-5.5	913	-4.4	879	-3.8	935	+6.4
France	605	-6.4	571	-5.7	553	-3.2	533	-3.5
Belgium	241	-6.1	232	-3.9	352	+51.6	349	-0.8
Italy	309	+3.6	322	+4.0	321	-0.2	339	+5.8
Germany	416	-6.8	406	-2.4	274	-32.5	336	+22.8
Netherlands	273	-19.9	268	-1.9	189	-29.3	249	+31.4
Denmark	206	-15.9	202	-1.7	206	+1.9	246	+19.3
Greece	136	+5.3	144	+5.9	139	-3.4	167	+20.3
Cyprus	123	+13.8	143	+16.4	136	-4.6	158	+15.7
Poland	93	-9.0	100	+7.4	135	+35.0	125	-7.5
Spain	62	-4.7	58	-6.5	68	+17.0	76	+12.1
Slovakia	19	+6.6	29	+53.3	24	-18.3	24	+2.0
Austria	14	+4.1	14	+5.6	14	-3.7	20	+49.0
Switzerland	13	+2.3	17	+28.7	21	+27.7	20	-6.3
Romania	13	+76.6	12	-13.6	12	+1.0	19	+64.8
Hungary	5	+115.2	7	+25.0	8	+22.6	13	+65.1
Bulgaria	9	+61.8	11	+15.9	9	-19.0	13	+49.9
Sweden	8	+17.5	10	+29.0	13	+26.8	12	-2.5
Lithuania	8	+9.5	10	+22.0	8	-21.7	7	-9.9
Czech Rep.	5	-3.0	6	+21.8	5	-14.7	5	-5.0
ROW + SD*	11	+396.5	-11	-197.8	-66	+526.9	-57	-13.7
Total	3 525	-5.5	3 463	-1.8	3 298	-4.8	3 591	+8.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Ireland	824	-7.5	1 048	+25.3	935	+6.4
France	537	+1.1	530	-7.1	533	-3.5
Belgium	264	-18.1	440	+15.0	349	-0.8
Italy	.	.	339	+2.5	339	+5.8
Germany	369	+45.6	307	+5.3	336	+22.8
Netherlands	258	+49.8	239	+19.0	249	+31.4
Denmark	254	+18.4	238	+22.0	246	+19.3
Greece	188	+31.7	147	+9.0	167	+20.3
Cyprus	162	+26.0	152	+5.7	158	+15.7
Poland	123	-16.2	127	+1.8	125	-7.5
Spain	83	+23.6	70	+5.7	76	+12.1
Slovakia	21	-9.1	28	+15.8	24	+2.0
Austria	27	+90.8	15	+16.8	20	+49.0
Switzerland	20	-5.3	20	-7.4	20	-6.3
Romania	21	+131.0	17	+14.7	19	+64.8
Hungary	14	+118.3	12	+28.5	13	+65.1
Bulgaria	14	+79.3	13	+26.8	13	+49.9
Sweden	13	-23.4	11	+58.7	12	-2.5
Lithuania	8	-11.5	6	-7.8	7	-9.9
Czech Rep.	5	+1.7	5	-11.0	5	-5.0
Rest of the world*	386	+3 896.1	15	+2.3	-57	-13.7
Total**	3 591	+8.9	3 780	+11.0	3 591	+8.9

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Ireland	1 127	+7.5	1 044	-7.4	810	-22.4	780	-3.8
France	576	-8.6	518	-10.0	478	-7.8	426	-10.8
Belgium	260	-0.9	248	-4.7	337	+35.9	300	-11.1
Italy	190	+8.1	186	-1.9	173	-7.2	176	+1.7
Germany	490	-0.8	472	-3.8	302	-35.9	321	+6.1
Netherlands	276	-13.8	268	-2.7	178	-33.6	202	+13.3
Denmark	226	-1.8	241	+6.8	207	-14.3	216	+4.6
Greece	106	+11.0	109	+2.8	101	-7.8	111	+10.1
Cyprus	84	+17.7	98	+16.4	88	-10.3	110	+25.3
Poland	101	-3.4	107	+6.1	134	+25.0	107	-20.2
Spain	49	+3.3	42	-15.8	40	-3.9	43	+8.8
Slovakia	13	+9.2	20	+49.7	14	-28.0	13	-4.3
Austria	10	+8.3	10	+4.5	9	-7.8	10	+9.5
Switzerland	6	+4.4	8	+23.5	9	+22.6	8	-8.5
Romania	11	+48.4	11	-4.9	12	+13.9	16	+31.3
Hungary	5	+112.0	6	+23.8	7	+20.3	11	+53.4
Bulgaria	8	+55.8	9	+17.1	7	-20.3	10	+34.4
Sweden	9	+55.4	11	+26.7	14	+23.9	14	+6.2
Lithuania	7	+0.6	8	+27.4	6	-32.4	5	-19.1
Czech Rep.	5	-0.8	6	+25.7	5	-12.0	3	-33.9
ROW + SD*	3	-80.7	-28	-1 163.7	-56	+98.7	- 124	+119.8
Total	3 562	+0.2	3 394	-4.7	2 875	-15.3	2 759	-4.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Ireland	84.7	-12.1	87.5	+3.2	108.5	+24.0	119.9	+10.5
France	105.0	+2.4	110.1	+4.9	115.7	+5.0	125.1	+8.2
Belgium	92.8	-5.3	93.7	+0.9	104.4	+11.5	116.5	+11.6
Italy	162.9	-4.2	172.6	+5.9	185.5	+7.4	192.8	+4.0
Germany	84.8	-6.1	86.0	+1.4	90.5	+5.3	104.7	+15.7
Netherlands	99.0	-7.1	99.8	+0.8	106.3	+6.5	123.3	+16.0
Denmark	91.0	-14.3	83.8	-8.0	99.7	+18.9	113.7	+14.1
Greece	127.8	-5.1	131.7	+3.0	138.0	+4.7	150.7	+9.2
Cyprus	146.4	-3.4	146.4	=	155.6	+6.3	143.7	-7.7
Poland	91.8	-5.8	92.9	+1.2	100.3	+8.0	116.3	+15.9
Spain	126.3	-7.7	140.2	+11.0	170.8	+21.8	175.9	+3.0
Slovakia	143.6	-2.4	147.1	+2.4	167.0	+13.5	178.1	+6.6
Austria	141.6	-3.9	143.0	+1.0	149.4	+4.4	203.2	+36.1
Switzerland	212.7	-2.1	221.6	+4.2	230.9	+4.2	236.4	+2.4
Romania	120.1	+19.0	109.2	-9.1	96.8	-11.3	121.6	+25.6
Hungary	108.0	+1.5	109.0	+0.9	111.0	+1.9	119.5	+7.6
Bulgaria	116.9	+3.8	115.6	-1.1	117.6	+1.7	131.2	+11.6
Sweden	90.7	-24.4	92.3	+1.8	94.4	+2.3	86.7	-8.2
Lithuania	125.8	+8.9	120.4	-4.3	139.5	+15.9	155.4	+11.4
Czech Rep.	109.8	-2.2	106.4	-3.1	103.1	-3.1	148.3	+43.8
ROW + SD*	405.1	+2 472.7	37.3	-90.8	117.5	+215.5	46.1	-60.7
Total	99.0	-5.7	102.0	+3.1	114.7	+12.4	130.1	+13.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Market

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Market: **United States**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

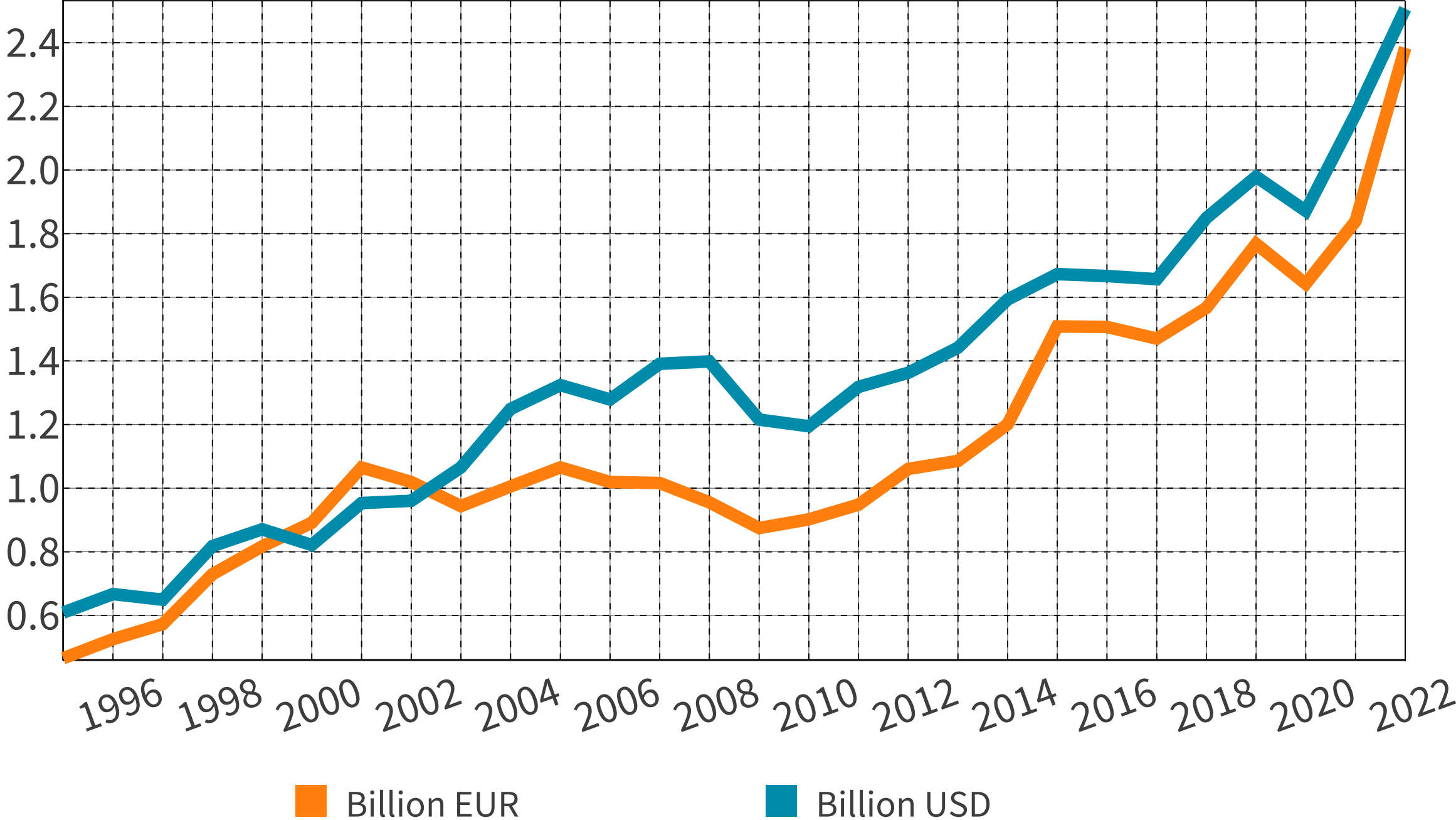


**Import value
(2022)****2.4** billion EUR**2.5** billion USD**Average prices of
imports (2022)****6.20** EUR/kg**6.52** USD/kg**Compound Annual Growth Rates (CAGR)
of imports in current USD**CAGR in 2001-2008: **+6.9%**CAGR in 2009-2022: **+4.3%**CAGR in 2023-2026: **+7.0%**

Market Dynamics

Value of Imports

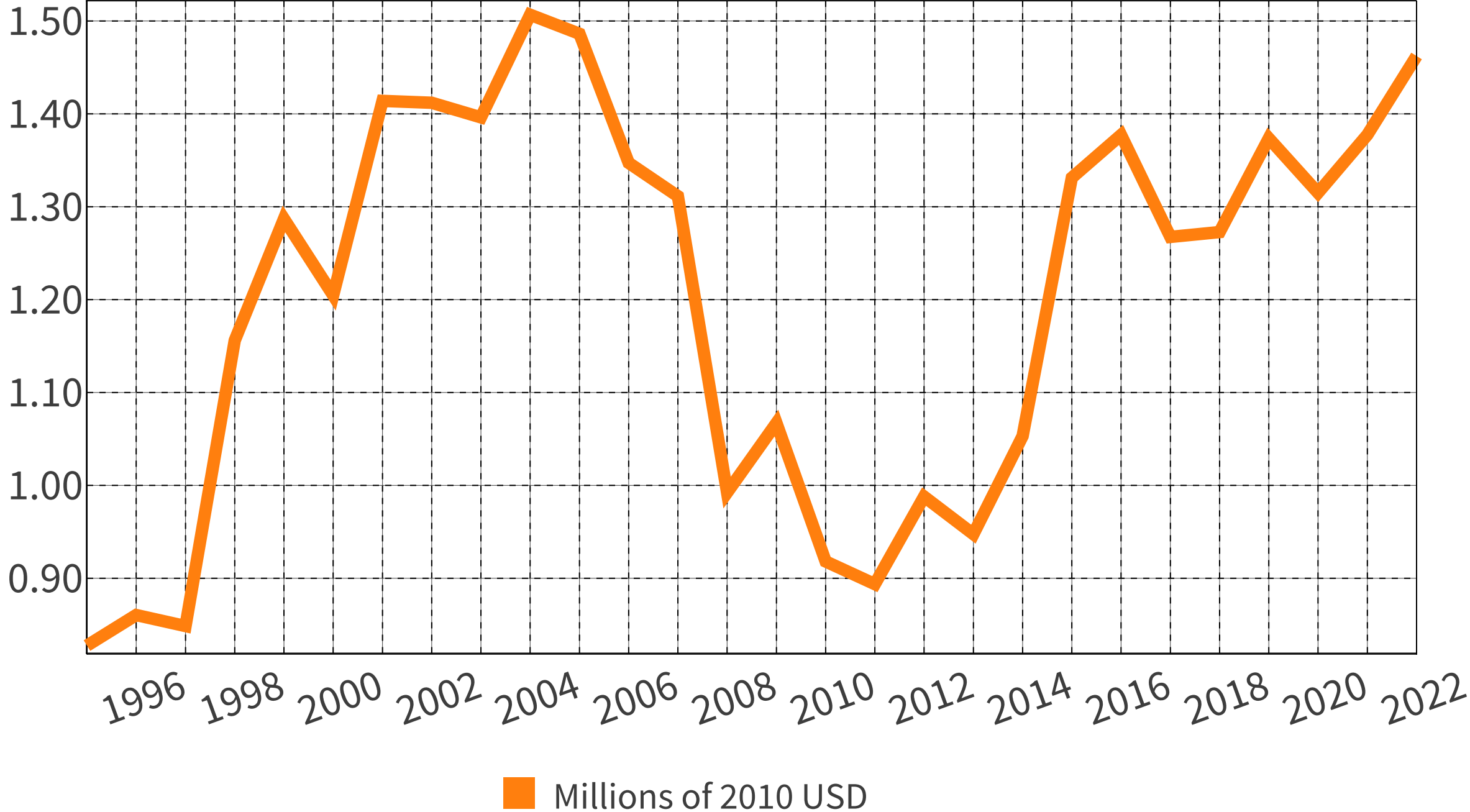
Source: www.exportplanning.com



Market Dynamics

Quantity of Imports at constant prices

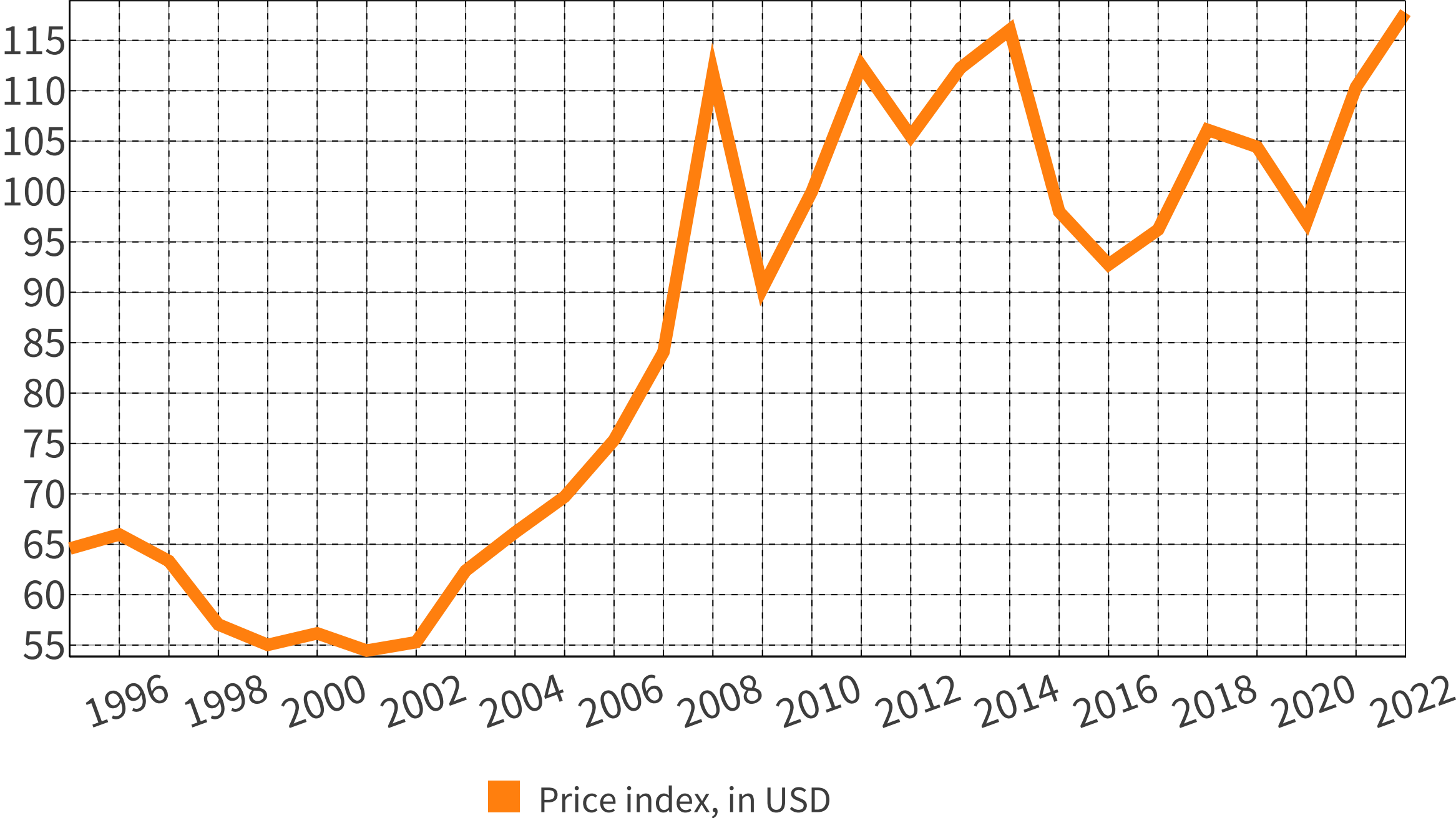
Source: www.exportplanning.com



Market Dynamics

Average Price of Imports (2010=100)

Source: www.exportplanning.com



Market Dynamics: Values and Quantities

Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	1 249	17.2	1 507	7.9	82.9	8.7
2005	1 324	6.0	1 486	-1.4	89.1	7.5
2006	1 279	-3.4	1 347	-9.4	94.9	6.6
2007	1 391	8.8	1 311	-2.7	106.1	11.7
2008	1 398	0.5	992	-24.3	140.9	32.8
2009	1 216	-13.1	1 067	7.5	113.9	-19.2
2010	1 195	-1.7	918	-14.0	130.1	14.2
2011	1 318	10.4	894	-2.7	147.5	13.4
2012	1 363	3.4	988	10.5	137.9	-6.5
2013	1 442	5.8	947	-4.1	152.2	10.3
2014	1 593	10.5	1 053	11.2	151.3	-0.6
2015	1 673	5.0	1 331	26.4	125.7	-16.9
2016	1 667	-0.4	1 377	3.5	121.0	-3.7
2017	1 657	-0.6	1 268	-8.0	130.7	8.0
2018	1 849	11.6	1 273	0.4	145.3	11.2
2019	1 979	7.0	1 374	7.9	144.1	-0.8
2020	1 872	-5.4	1 315	-4.3	142.3	-1.2
2021	2 175	16.2	1 377	4.7	157.9	11.0
2022	2 507	15.2	1 462	6.2	171.4	8.6

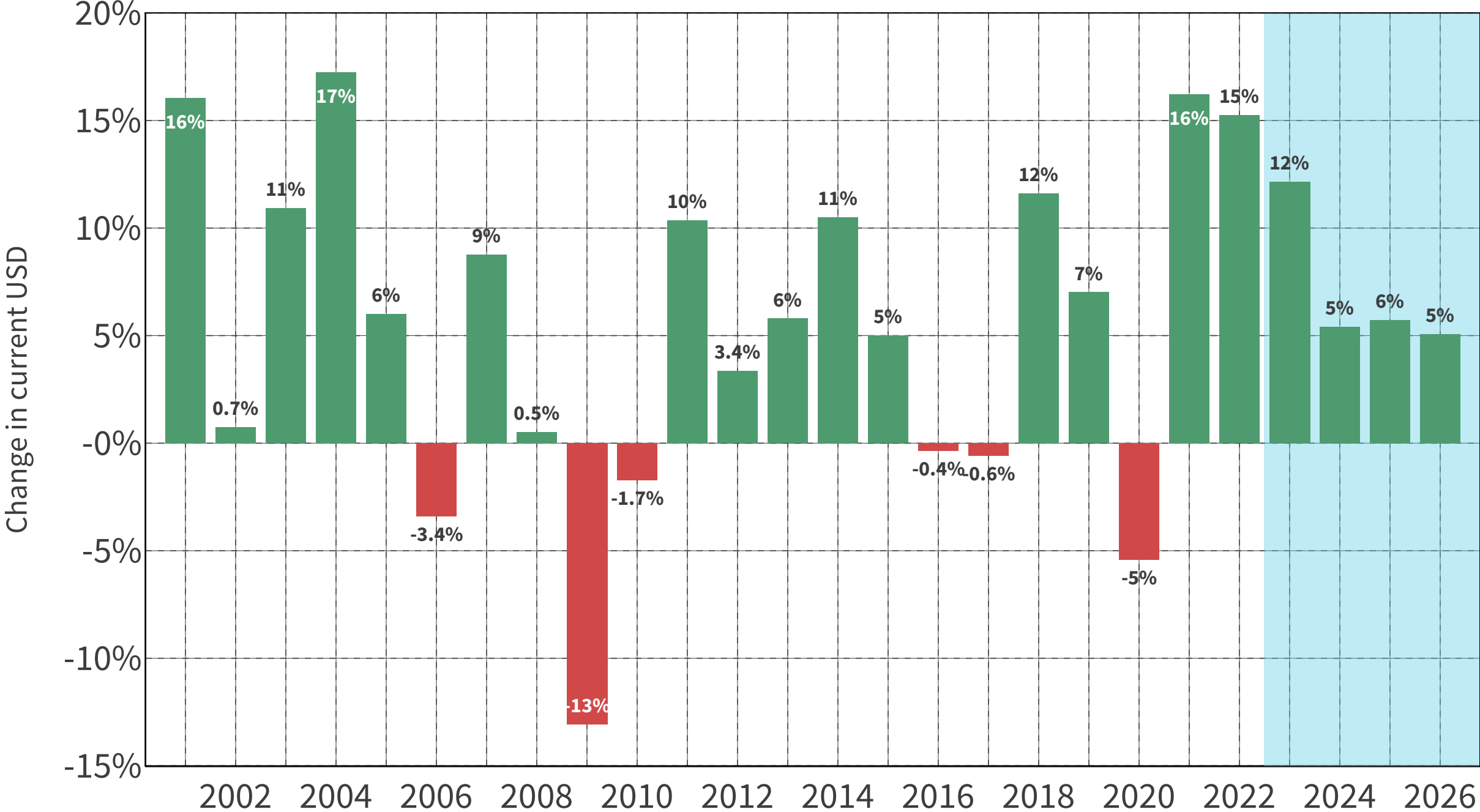
Source: www.exportplanning.com



Market Prospects

Imports Forecast

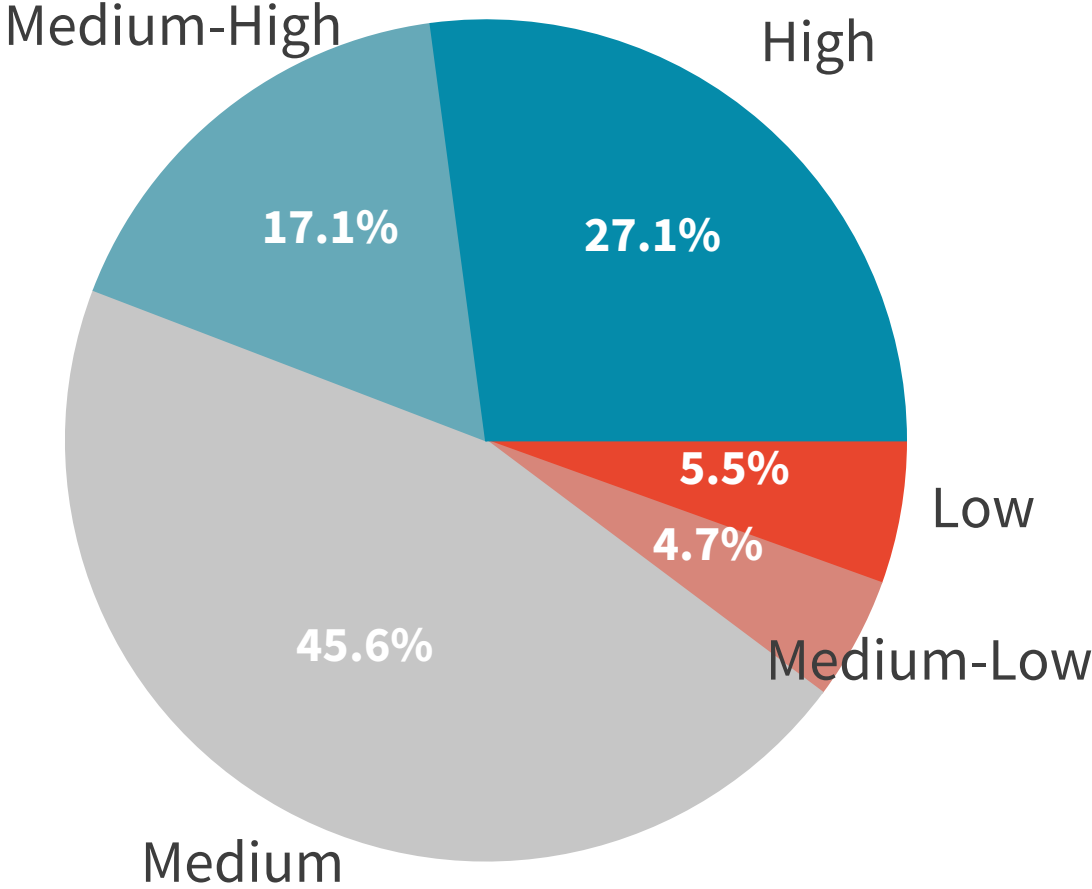
Source: www.exportplanning.com



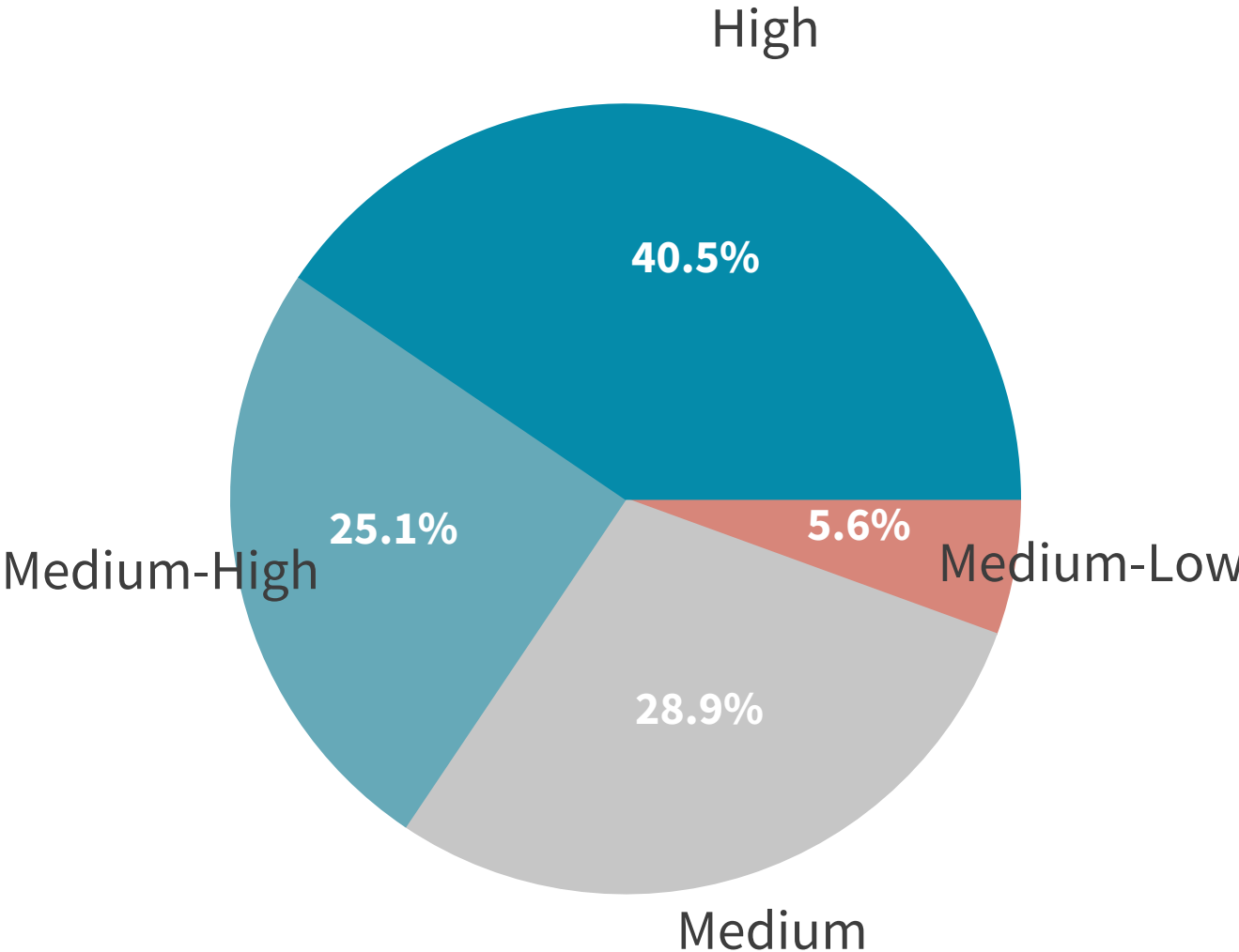
Distribution of Imports by Price Range

Source: www.exportplanning.com

Year 2012



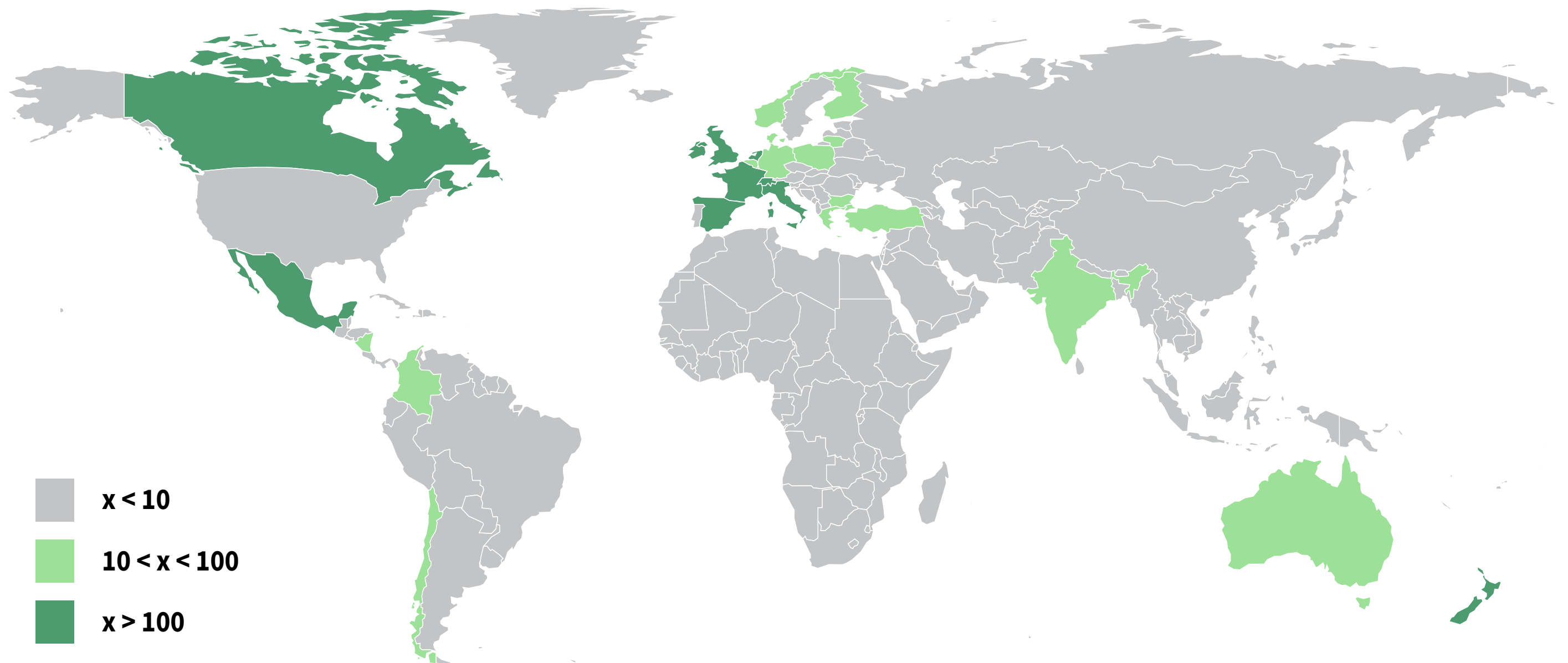
Year 2022



Competitors on the market

Export value (million dollars, 2022)

Source: www.exportplanning.com



Major Exporting Countries

Exporting Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Italy	148.7	18.1	329	22.5	455	18.0	537	15.8
Ireland	14.1	1.7	37	2.5	396	15.7	646	19.0
France	73.2	8.9	177	12.1	263	10.4	295	8.7
Netherlands	40.9	5.0	79	5.4	171	6.8	223	6.6
Mexico	10.5	1.3	83	5.6	146	5.8	216	6.4
Canada	56.8	6.9	42	2.9	130	5.2	160	4.7
Switzerland	30.5	3.7	60	4.1	120	4.8	114	3.4
New Zealand	106.0	12.9	113	7.7	115	4.6	233	6.9
UK	20.3	2.5	49	3.3	112	4.4	126	3.7
Spain	10.2	1.2	45	3.1	105	4.2	151	4.4
Greece	9.9	1.2	39	2.6	56	2.2	86	2.5
Germany	29.6	3.6	21	1.4	52	2.1	54	1.6
Chile	4.9	0.6	13	0.9	49	1.9	49	1.5
Denmark	53.2	6.5	72	4.9	41	1.6	34	1.0
Nicaragua	0.7	0.1	9	0.6	38	1.5	87	2.6
India	0.7	0.1	2	0.1	25	1.0	25	0.7
Lithuania	38.1	4.6	2	0.2	17	0.7	20	0.6
Finland	29.2	3.5	46	3.2	17	0.7	14	0.4
Norway	37.0	4.5	43	2.9	16	0.6	17	0.5
Bulgaria	5.8	0.7	16	1.1	15	0.6	17	0.5
ROW + SD*	101.0	.	122	.	170	.	187	.
Total	821.5	100.0	1 398	100.0	2 507	100.0	3 292	100.0

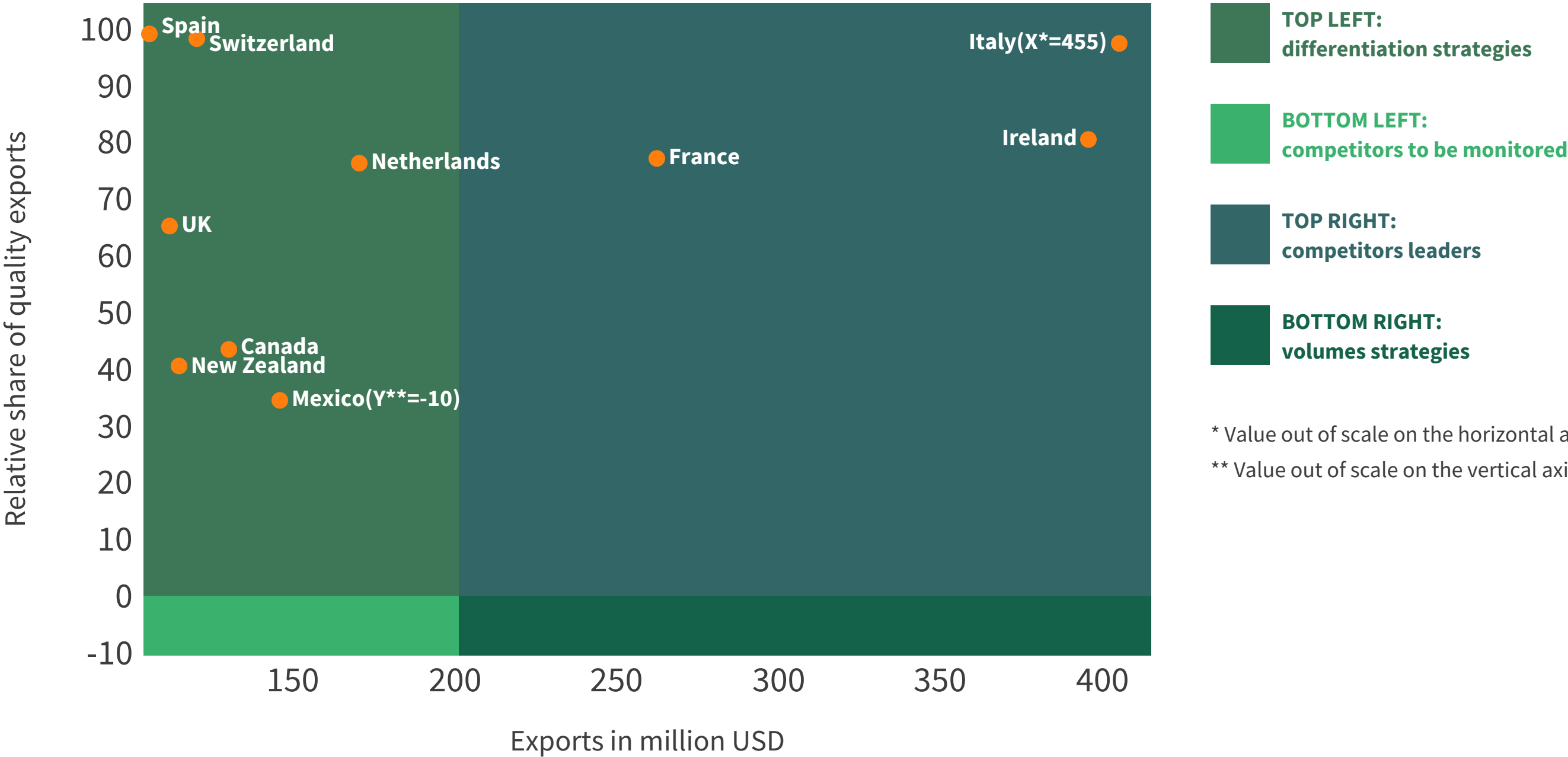
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Competitors Strategies (2022)

Export Levels and Premium Prices

Source: www.exportplanning.com



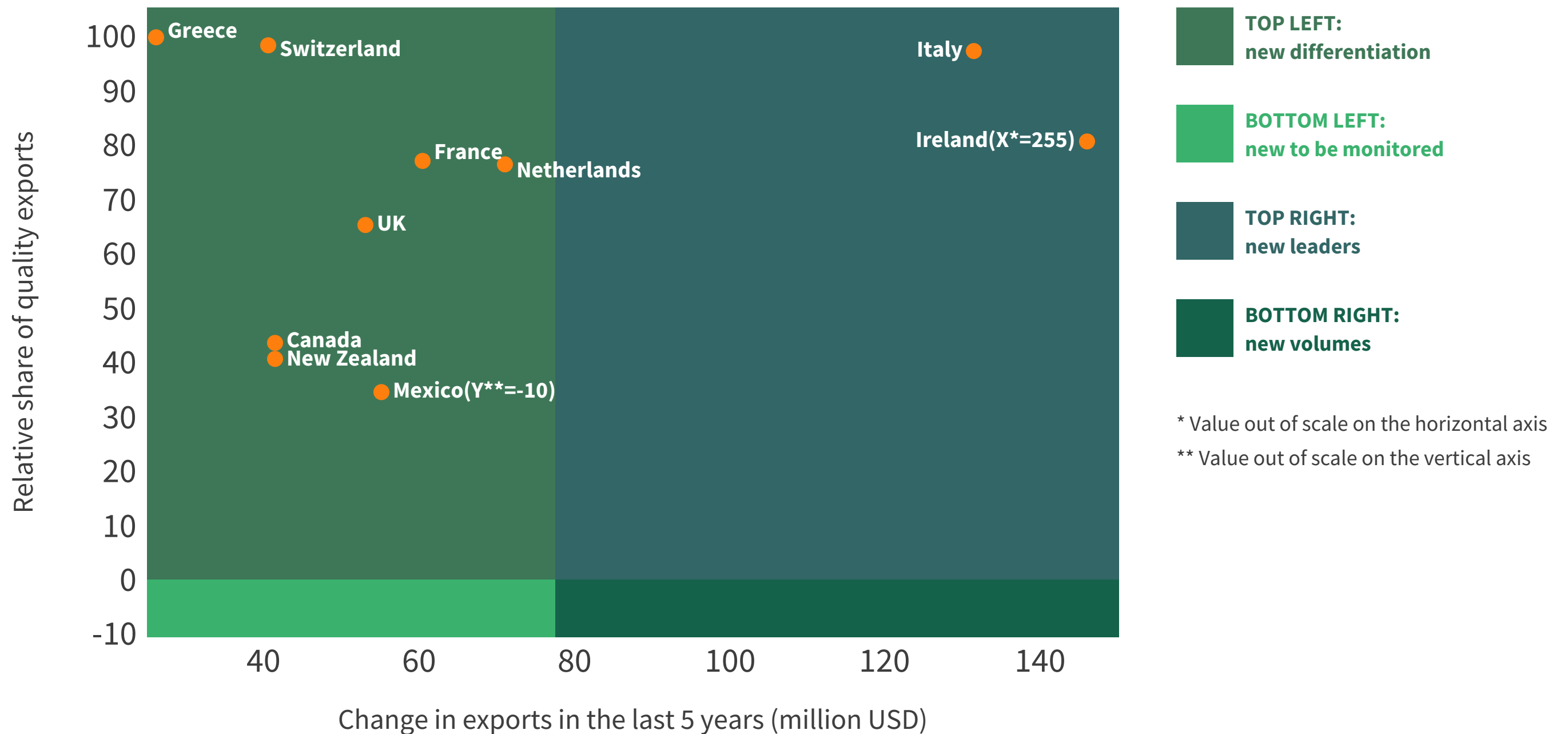
* Value out of scale on the horizontal axis
** Value out of scale on the vertical axis



Outcomes of Competitive Strategies (period '17-'22)

Premium Prices and Change in Exports

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Market import declarations

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Italy	389	+14.5	304	-21.9	436	+43.3	466	+6.9
Ireland	269	+16.2	266	-1.1	353	+32.6	419	+18.6
France	216	-6.2	195	-9.7	229	+17.8	272	+18.6
Netherlands	108	+8.8	120	+11.0	128	+7.4	143	+11.8
Mexico	132	+18.3	148	+11.9	119	-19.4	170	+42.5
Canada	101	+24.0	134	+32.4	121	-9.5	128	+5.7
Switzerland	92	-3.2	104	+13.2	123	+17.6	123	+0.3
New Zealand	73	+18.1	53	-26.8	61	+14.1	102	+68.4
UK	73	+11.1	49	-33.4	67	+37.3	75	+12.3
Spain	102	-7.9	91	-11.2	103	+13.2	115	+12.4
Greece	34	+1.7	39	+15.0	52	+34.2	59	+12.8
Germany	54	-13.0	34	-36.2	44	+27.9	55	+25.2
Chile	34	+25.0	35	+2.6	20	-41.3	52	+157.2
Denmark	47	-14.2	37	-19.9	37	+0.5	41	+9.4
Nicaragua	29	-3.5	36	+24.4	39	+8.1	39	-1.1
India	9	-2.6	19	+105.1	12	-37.3	22	+78.7
Lithuania	20	+89.8	19	-4.8	31	+60.4	16	-48.7
Finland	13	-14.3	16	+19.9	15	-4.7	17	+7.9
Norway	37	-9.5	28	-25.7	17	-40.1	17	+5.4
Bulgaria	12	-10.6	14	+15.1	14	+2.2	16	+14.8
Rest of the world	135	+7.7	131	-3.0	154	+17.1	160	+4.3
Total	1 979	+7.0	1 872	-5.4	2 175	+16.2	2 507	+15.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Export declarations of Partner Countries

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Italy	383	+17.8	317	-17.1	440	+38.8	442	+0.4
Ireland	267	+13.3	261	-2.5	314	+20.5	366	+16.5
France	221	-7.9	206	-6.5	240	+16.3	252	+5.2
Netherlands	109	+11.4	141	+29.5	195	+38.3	197	+1.0
Mexico	50	-56.7	88	+76.4	92	+5.5	103	+11.0
Canada	111	+24.7	142	+27.6	133	-6.5	133	-0.1
Switzerland	88	-2.5	99	+13.0	114	+15.1	116	+1.5
New Zealand	158	+84.6	115	-27.4	96	-16.6	124	+29.4
UK	80	+10.5	67	-16.9	76	+13.4	115	+52.1
Spain	97	-6.1	94	-2.7	100	+6.0	95	-5.3
Greece	31	+2.0	35	+12.9	50	+41.6	54	+8.2
Germany	57	-8.3	36	-36.8	42	+15.4	50	+19.5
Chile	31	+24.7	35	+12.9	20	-42.5	45	+124.6
Denmark	44	-12.3	40	-8.8	39	-2.9	42	+7.7
Nicaragua	25	+0.8	30	+21.1	33	+7.2	32	-0.6
India	14	-5.8	24	+74.7	15	-36.7	25	+66.6
Lithuania	21	+95.7	27	+28.1	25	-5.7	16	-35.4
Finland	13	-13.3	16	+19.8	16	+0.4	16	+4.4
Norway	36	-13.8	27	-24.8	17	-36.3	13	-23.4
Bulgaria	11	-8.3	12	+12.2	13	+5.3	13	+4.4
Rest of the world	145	-0.2	160	+10.3	180	+12.8	151	-16.0
Total	1 991	+5.6	1 971	-1.0	2 249	+14.1	2 401	+6.7
Total of 2022 sample	1 968	+6.4	1 950	-0.9	2 221	+13.9	2 401	+8.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - ExportPlanning DB: Imports in value of the Market

Exporting Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Italy	387	+16.0	311	-19.5	439	+40.8	455	+3.7
Ireland	269	+14.9	264	-1.7	337	+27.7	396	+17.4
France	219	-7.1	201	-8.2	235	+17.1	263	+11.7
Netherlands	109	+10.0	130	+19.2	162	+24.6	171	+5.7
Mexico	101	-10.9	131	+28.7	120	-8.5	146	+22.3
Canada	106	+24.3	138	+30.2	127	-7.9	130	+2.5
Switzerland	90	-3.8	102	+13.2	119	+16.6	120	+0.9
New Zealand	122	+62.0	88	-27.7	78	-11.4	115	+46.6
UK	79	+10.8	60	-24.4	75	+25.6	112	+49.1
Spain	100	-7.2	93	-7.2	101	+9.7	105	+3.9
Greece	32	+1.9	37	+14.2	51	+37.3	56	+10.7
Germany	56	-11.0	35	-36.9	43	+21.9	52	+22.5
Chile	32	+25.1	35	+8.0	20	-42.2	49	+141.6
Denmark	47	-11.4	40	-15.6	39	-3.2	41	+7.0
Nicaragua	28	-2.6	35	+23.8	38	+7.9	38	-1.1
India	12	-7.2	22	+84.7	14	-35.5	25	+73.5
Lithuania	21	+90.5	23	+13.3	28	+22.4	17	-41.3
Finland	13	-13.8	16	+23.3	16	-5.3	17	+6.2
Norway	37	-11.2	27	-25.3	17	-38.3	16	-7.2
Bulgaria	11	-9.6	13	+13.8	13	+3.6	15	+10.1
ROW + SD*	108	+2.4	70	-34.8	103	+47.5	170	+64.1
Total	1 979	+7.0	1 872	-5.4	2 175	+16.2	2 507	+15.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Exporting Country	Declarations by the importer		Declarations by exporters		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Italy	466	+6.9	442	+0.4	455	+3.7
Ireland	419	+18.6	366	+16.5	396	+17.4
France	272	+18.6	252	+5.2	263	+11.7
Netherlands	143	+11.8	197	+1.0	171	+5.7
Mexico	170	+42.5	103	+11.0	146	+22.3
Canada	128	+5.7	133	-0.1	130	+2.5
Switzerland	123	+0.3	116	+1.5	120	+0.9
New Zealand	102	+68.4	124	+29.4	115	+46.6
UK	75	+12.3	115	+52.1	112	+49.1
Spain	115	+12.4	95	-5.3	105	+3.9
Greece	59	+12.8	54	+8.2	56	+10.7
Germany	55	+25.2	50	+19.5	52	+22.5
Chile	52	+157.2	45	+124.6	49	+141.6
Denmark	41	+9.4	42	+7.7	41	+7.0
Nicaragua	39	-1.1	32	-0.6	38	-1.1
India	22	+78.7	25	+66.6	25	+73.5
Lithuania	16	-48.7	16	-35.4	17	-41.3
Finland	17	+7.9	16	+4.4	17	+6.2
Norway	17	+5.4	13	-23.4	16	-7.2
Bulgaria	16	+14.8	13	+4.4	15	+10.1
Rest of the world*	160	+4.3	151	-16.0	170	+64.1
Total**	2 507	+15.2	2 401	+8.1	2 507	+15.2

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.



Tab. 5 - DB ExportPlanning: Imports in quantity of the Market

Exporting Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Italy	191	+15.6	154	-19.4	192	+25.0	191	-0.3
Ireland	165	+14.2	167	+1.1	202	+20.7	197	-2.4
France	133	-9.1	117	-12.1	129	+10.4	148	+14.9
Netherlands	85	+8.6	98	+15.7	112	+14.2	111	-1.3
Mexico	100	-3.5	134	+34.4	109	-19.1	116	+6.6
Canada	62	+27.1	80	+28.3	66	-17.6	66	-0.1
Switzerland	44	-5.1	48	+8.8	52	+8.5	50	-3.5
New Zealand	104	+76.2	81	-22.1	68	-15.6	82	+19.7
UK	50	+14.3	42	-15.1	52	+24.3	61	+17.5
Spain	50	-7.7	43	-13.5	44	+1.8	48	+8.8
Greece	23	+9.4	26	+14.8	33	+25.7	33	+2.6
Germany	57	-9.0	35	-37.8	40	+12.7	40	+0.1
Chile	32	+22.1	34	+4.1	18	-47.0	40	+124.9
Denmark	43	-7.1	38	-12.4	34	-10.4	34	+2.3
Nicaragua	32	+5.8	39	+21.2	39	+2.1	36	-9.0
India	12	-2.4	20	+66.8	13	-35.2	19	+46.2
Lithuania	26	+73.2	26	-0.6	31	+18.0	14	-54.5
Finland	15	-18.4	16	+8.6	15	-7.2	15	-4.4
Norway	31	-8.8	23	-26.0	13	-44.0	12	-8.0
Bulgaria	14	-8.0	15	+7.6	14	-6.8	14	-3.3
ROW + SD*	105	+3.2	79	-25.1	102	+29.5	135	+32.4
Total	1 374	+7.9	1 315	-4.3	1 377	+4.7	1 462	+6.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Import Prices (Indexes)

Exporting Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Italy	202.9	+0.4	202.8	-0.1	228.6	+12.7	237.7	+4.0
Ireland	162.5	+0.6	158.0	-2.8	167.1	+5.7	200.9	+20.3
France	164.1	+2.2	171.4	+4.4	181.9	+6.1	176.9	-2.7
Netherlands	128.1	+1.3	132.0	+3.0	143.9	+9.1	154.1	+7.1
Mexico	101.5	-7.7	97.2	-4.2	110.0	+13.1	126.1	+14.7
Canada	170.4	-2.2	173.0	+1.5	193.2	+11.7	198.1	+2.5
Switzerland	206.4	+1.4	214.6	+4.0	230.7	+7.5	241.4	+4.6
New Zealand	117.7	-8.0	109.2	-7.2	114.6	+4.9	140.3	+22.4
UK	159.5	-3.1	142.1	-10.9	143.5	+1.0	182.2	+27.0
Spain	199.7	+0.5	214.3	+7.3	230.9	+7.7	220.5	-4.5
Greece	143.9	-6.9	143.2	-0.5	156.5	+9.3	168.8	+7.9
Germany	97.7	-2.2	99.1	+1.4	107.2	+8.2	131.1	+22.3
Chile	99.8	+2.5	103.5	+3.7	112.8	+9.0	121.2	+7.4
Denmark	110.6	-4.6	106.5	-3.7	115.1	+8.0	120.3	+4.5
Nicaragua	89.0	-8.0	91.0	+2.2	96.2	+5.7	104.6	+8.7
India	97.0	-5.0	107.4	+10.7	106.9	-0.5	126.9	+18.7
Lithuania	78.7	+10.0	89.8	+14.0	93.1	+3.7	120.0	+28.9
Finland	88.4	+5.6	100.3	+13.5	102.4	+2.1	113.7	+11.1
Norway	117.7	-2.6	118.8	+0.9	131.0	+10.3	132.1	+0.9
Bulgaria	80.1	-1.8	84.7	+5.8	94.1	+11.2	107.1	+13.8
ROW + SD*	102.3	-0.8	88.9	-13.0	101.3	+13.9	125.6	+24.0
Total	144.1	-0.8	142.3	-1.2	157.9	+11.0	171.4	+8.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Argentina**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

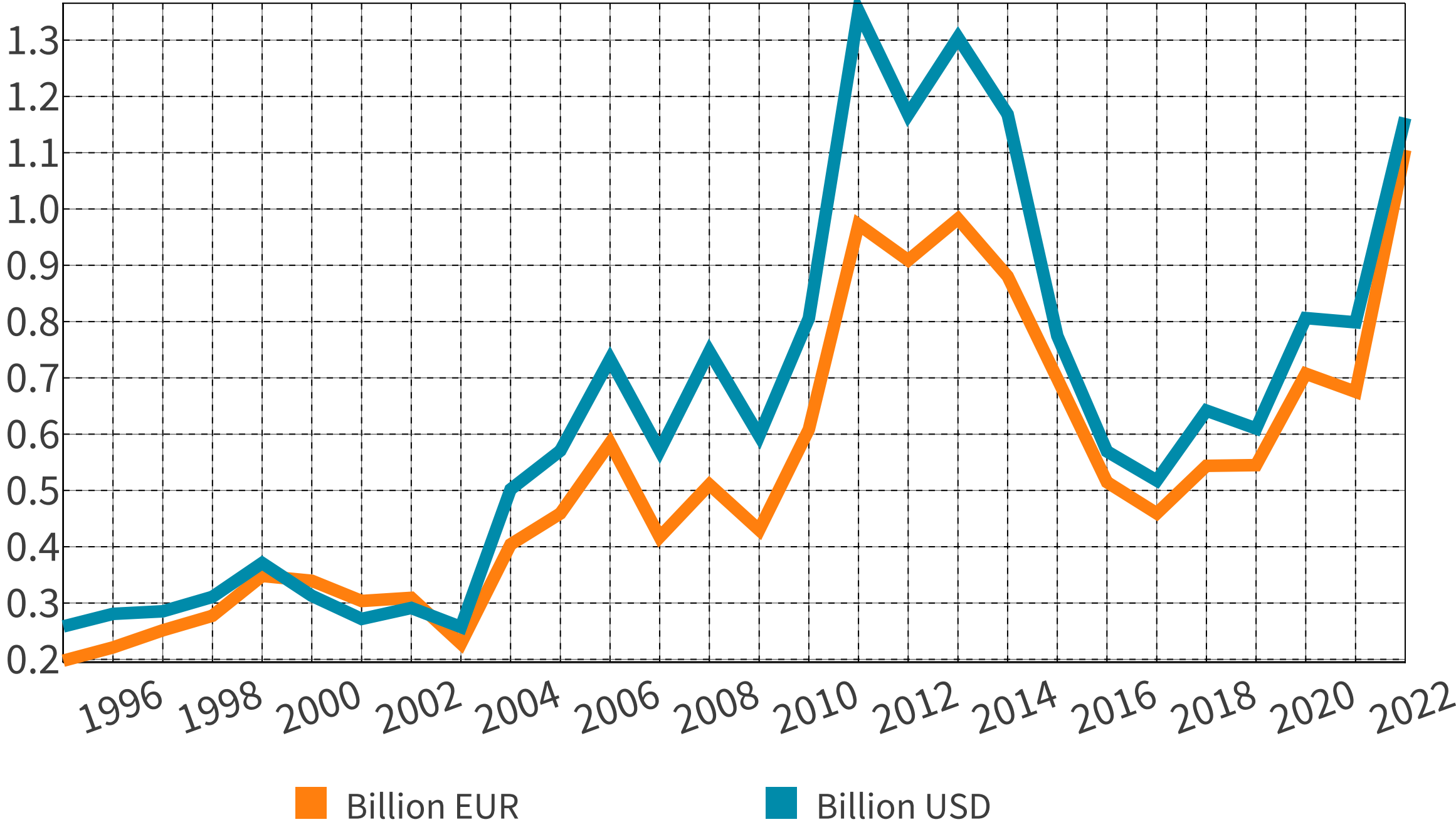
EXPORT 
PLANNING

**Exports
(2022)****1.1** billion EUR**1.2** billion USD**Average prices of
exports (2022)****3.85** EUR/kg**4.05** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+11.5%**CAGR in 2009-2022: **+3.2%**CAGR in 2023-2026: **-0.5%**

Dynamics of Foreign Sales

Exports in Value

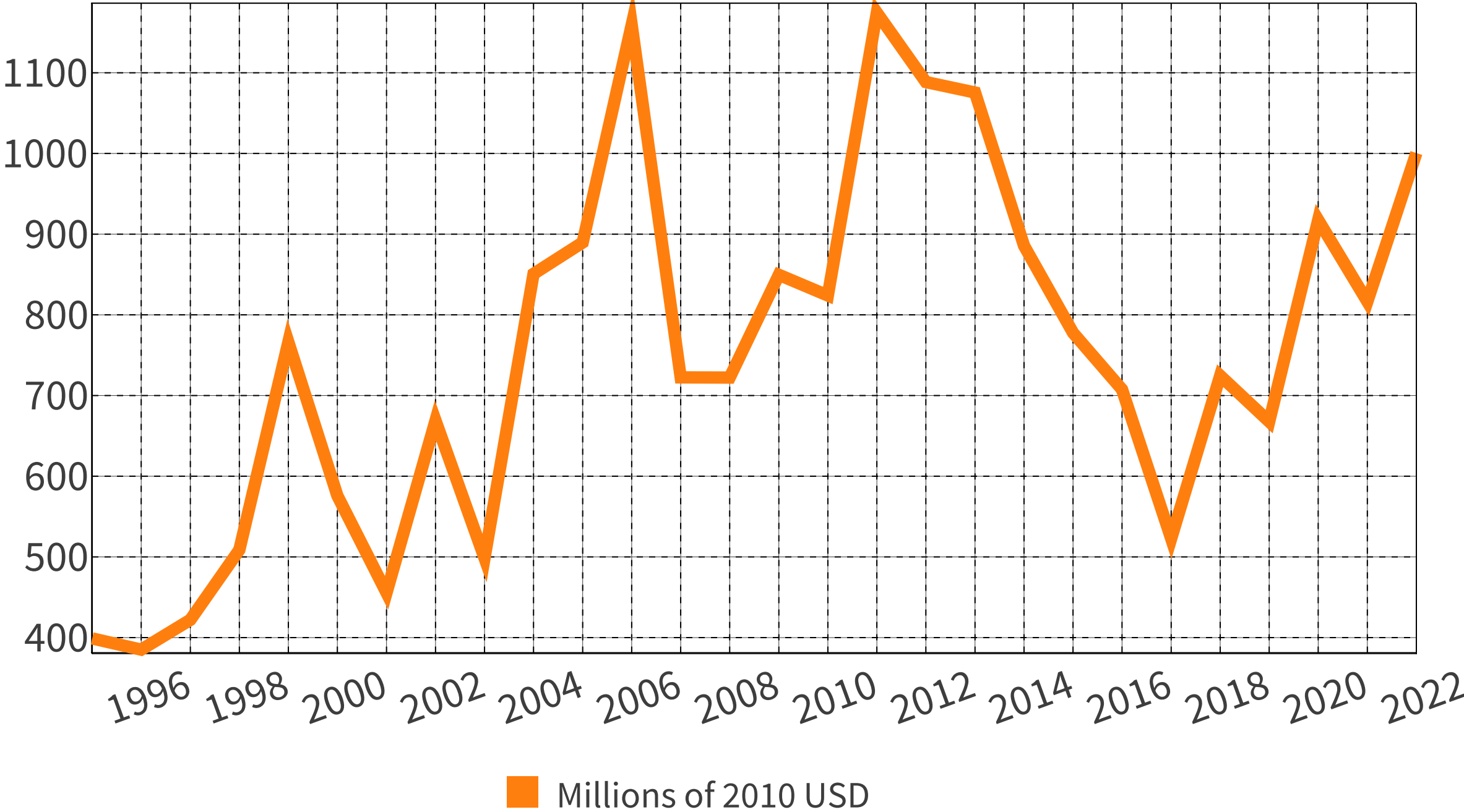
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

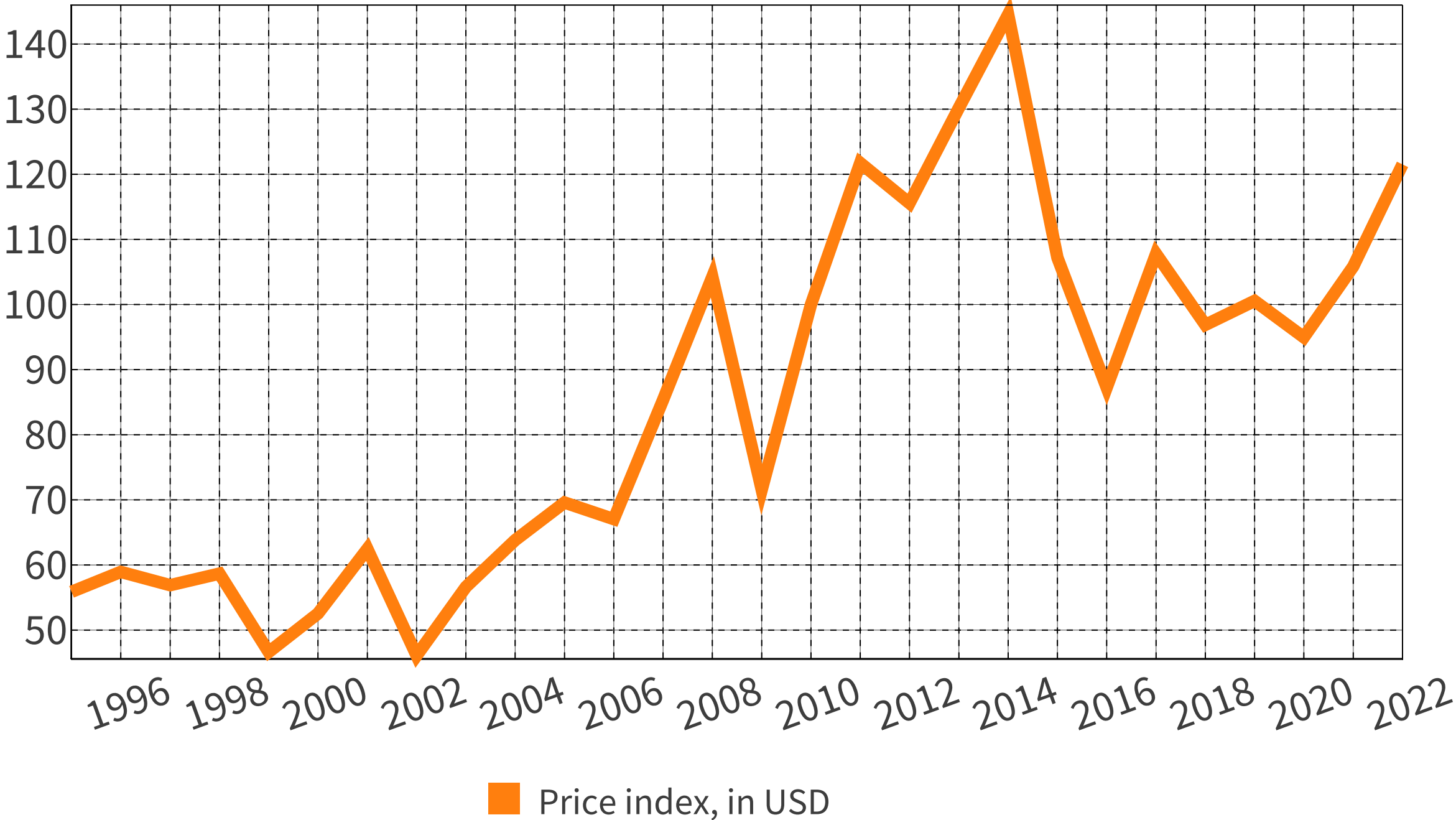
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

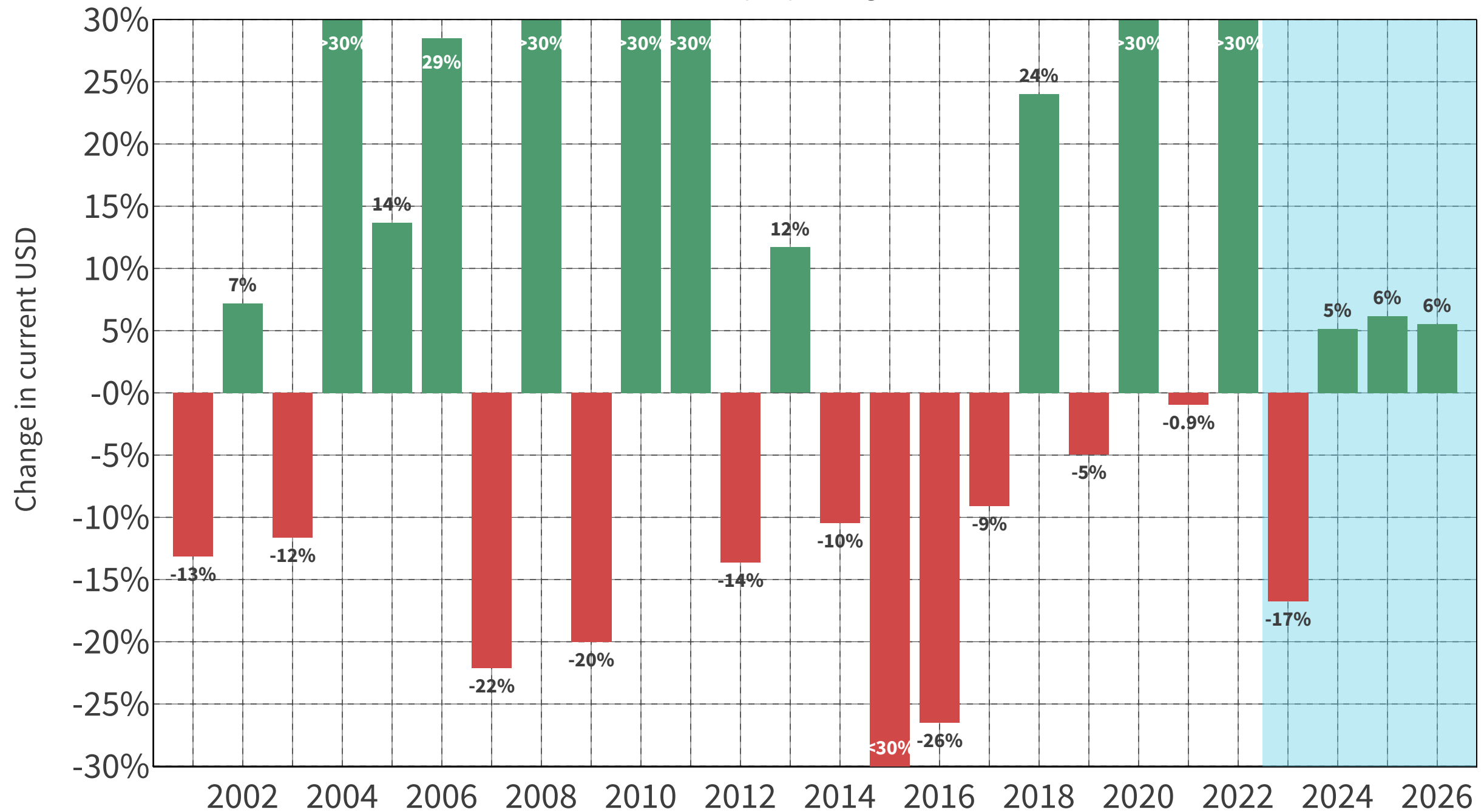
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	502	95.0	851	70.6	59.0	14.3
2005	571	13.7	890	4.6	64.1	8.7
2006	733	28.5	1 159	30.3	63.2	-1.4
2007	571	-22.1	722	-37.7	79.0	25.0
2008	747	30.8	722	<0.1	103.4	30.8
2009	597	-20.0	850	17.6	70.3	-32.0
2010	806	34.9	824	-3.0	97.8	39.1
2011	1 352	67.8	1 174	42.5	115.1	17.7
2012	1 168	-13.6	1 089	-7.3	107.3	-6.8
2013	1 304	11.7	1 076	-1.2	121.3	13.0
2014	1 168	-10.4	886	-17.6	131.9	8.8
2015	775	-33.7	778	-12.2	99.6	-24.5
2016	569	-26.5	708	-9.0	80.5	-19.2
2017	518	-9.1	523	-26.1	99.0	23.0
2018	642	24.0	725	38.6	88.6	-10.5
2019	610	-5.0	668	-7.9	91.4	3.1
2020	806	32.1	918	37.4	87.9	-3.8
2021	799	-0.9	816	-11.0	97.8	11.3
2022	1 162	45.5	1 001	22.5	116.1	18.7

Source: www.exportplanning.com

Foreign Sales Prospect

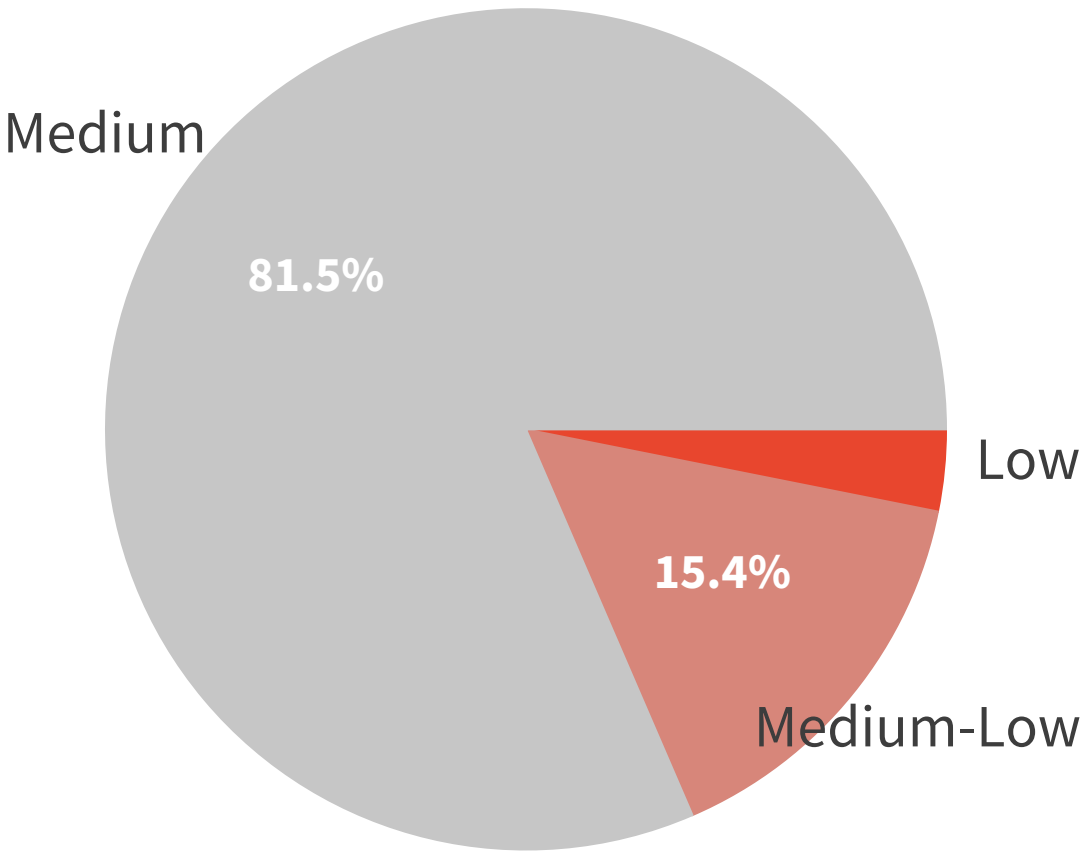
Exports Forecast

Source: www.exportplanning.com

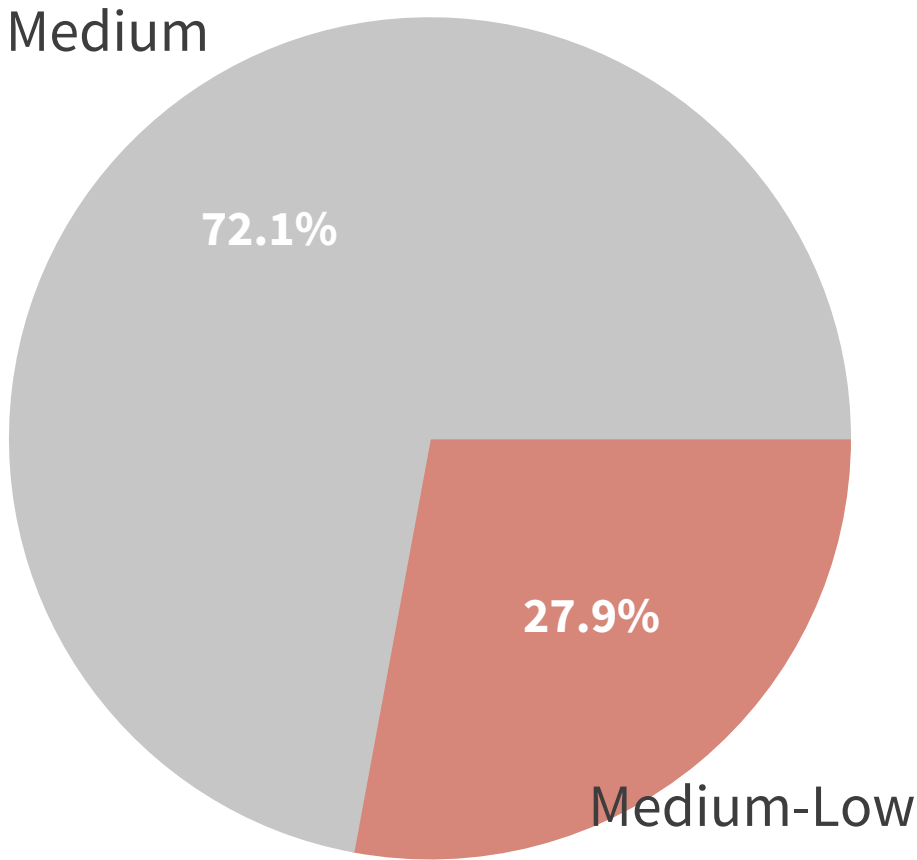


Distribution of Exports by Price Range

Year 2012



Year 2022



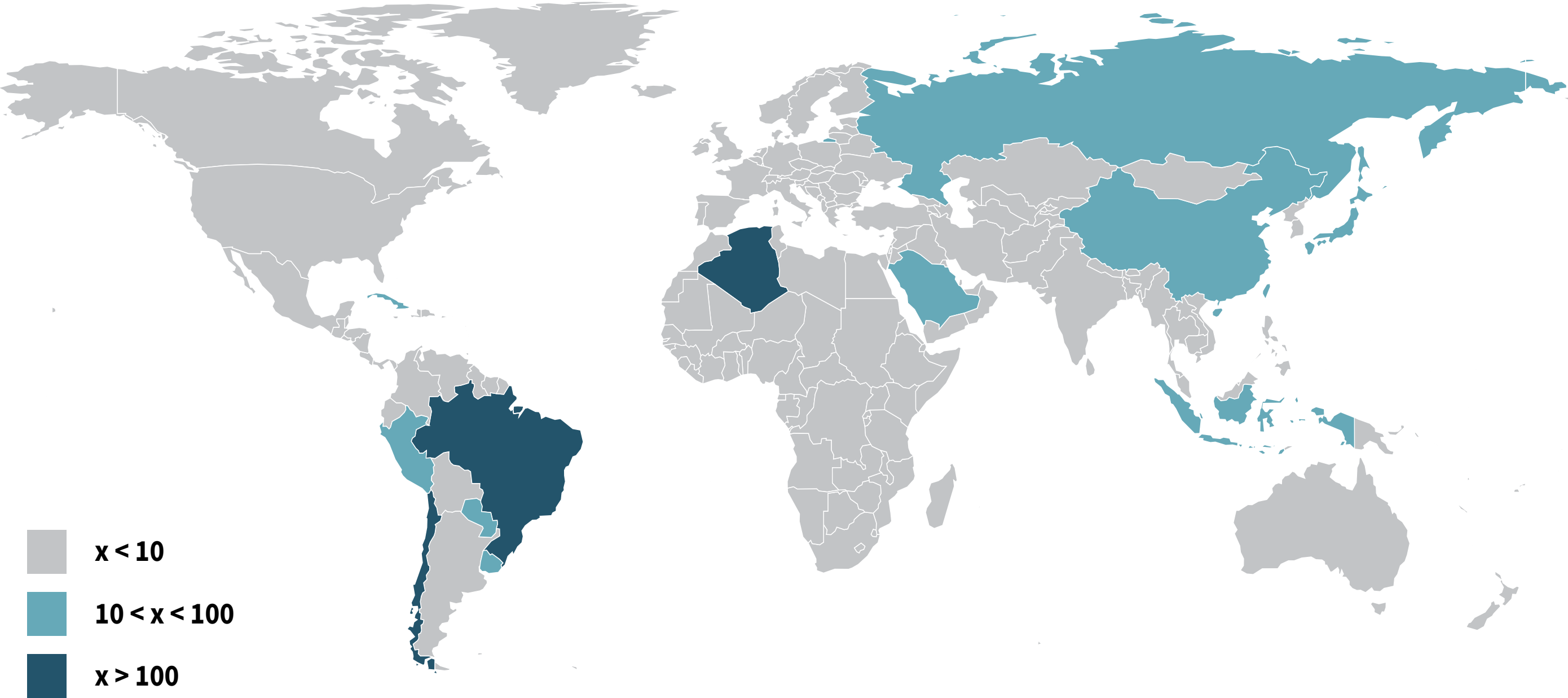
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

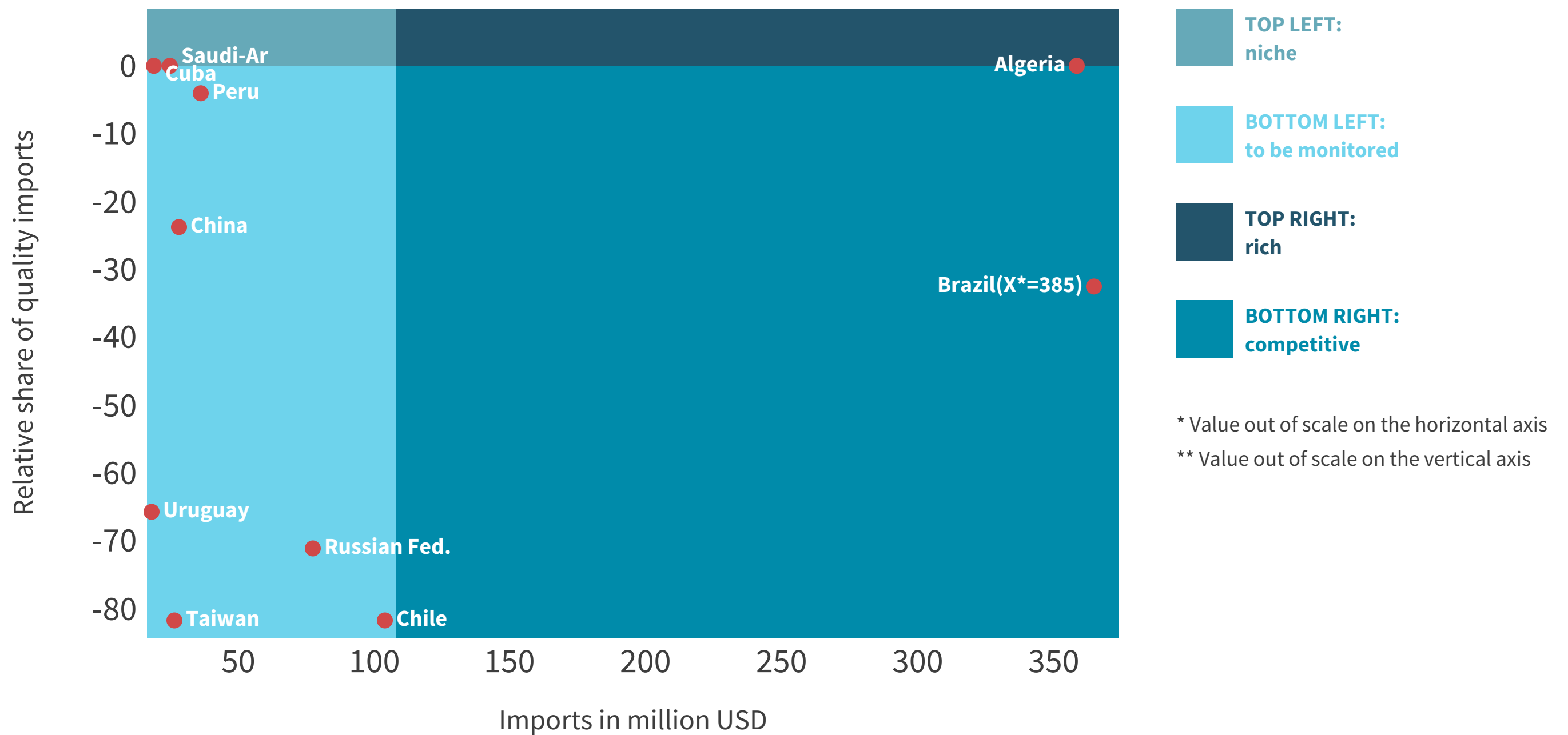
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Brazil	219.7	63.1	113.2	64.1	385	58.5	563	51.6
Algeria	3.0	0.7	61.7	5.0	359	17.9	319	11.7
Chile	17.6	32.2	31.2	41.6	104	29.0	113	23.1
Russian Fed.	1.4	0.3	68.1	2.6	78	22.9	37	14.9
Peru	2.8	4.1	23.9	20.4	36	9.7	74	16.4
China	<0.1	<0.1	1.6	0.3	28	0.4	53	0.6
Taiwan	<0.1	<0.1	10.2	3.2	27	3.3	35	3.8
Saudi-Ar	0.3	0.1	1.2	0.1	25	1.3	<1	<0.1
Cuba	0.9	1.0	5.3	2.0	19	10.0	26	13.0
Uruguay	1.1	41.8	4.7	57.0	18	60.2	25	56.6
Indonesia	0.5	0.2	<0.1	<0.1	15	0.8	21	1.2
Paraguay	11.5	78.1	5.1	52.8	14	54.6	14	51.5
Japan	1.5	0.2	15.3	1.1	12	0.7	24	1.0
Bahrain	<0.1	<0.1	0.2	0.1	10	2.9	<1	<0.1
Singapore	0.3	0.1	3.0	0.4	9	1.0	9	0.8
Colombia	2.1	8.4	<0.1	0.3	8	3.0	<1	<0.1
USA	24.5	3.0	57.2	3.9	7	0.3	2	0.1
Cameroon	<0.1	0.1	3.8	7.8	7	11.8	<1	<0.1
Mexico	18.7	3.7	11.1	0.9	6	0.3	<1	<0.1
Morocco	0.6	0.9	2.7	1.0	5	1.5	<1	<0.1
ROW + SD*	6.3	.	327.3	.	-13	.	-175	.
Total	312.9	1.3	746.8	1.2	1 162	1.2	1 140	0.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

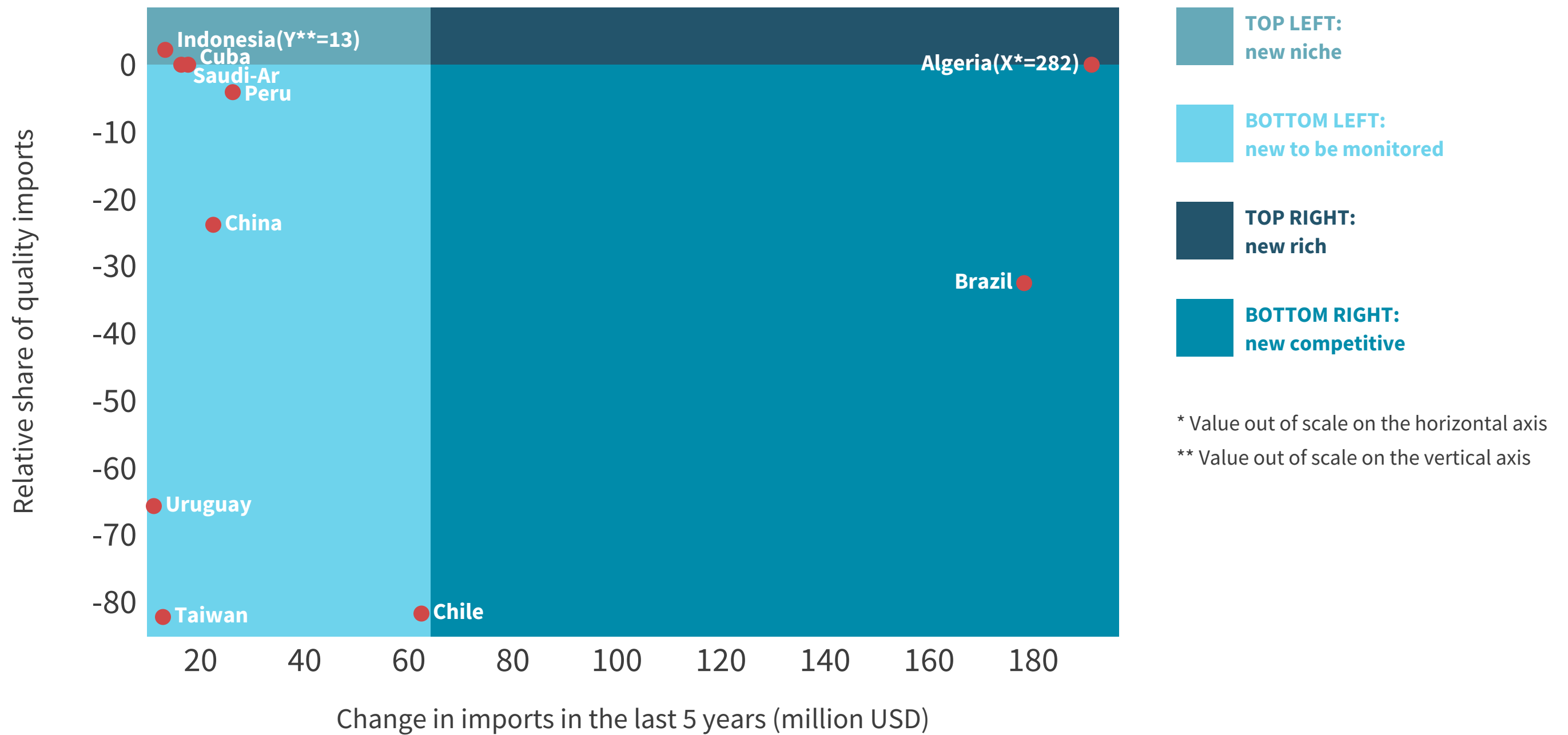
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Brazil	210.4	-14.6	281.4	+33.7	219.0	-22.2	379	+73.3
Algeria	162.7	-21.0	210.4	+29.4	343.8	+63.4	359	+4.3
Chile	36.8	-29.5	52.9	+43.5	62.7	+18.6	99	+58.1
Russian Fed.	106.7	+56.1	122.9	+15.2	97.2	-20.9	78	-20.2
Peru	20.2	+41.3	32.5	+60.4	7.9	-75.6	36	+360.9
China	13.1	.	14.0	+6.9	13.2	-6.0	20	+51.1
Taiwan	7.8	-7.1	11.1	+42.8	4.4	-60.2	27	+507.6
Saudi-Ar	.	.	.	.	.	.	25	.
Cuba	.	.	.	.	1.7	.	19	+1 034.9
Uruguay	7.1	+7.7	10.2	+43.4	7.2	-29.8	14	+94.5
Indonesia	.	.	.	.	.	.	.	.
Paraguay	19.1	+3.1	13.1	-31.7	12.8	-2.1	14	+7.4
Japan	.	.	.	.	.	.	.	.
Bahrain	.	.	.	.	.	.	11	.
Singapore	.	.	.	.	.	.	.	.
Colombia	2.3	+80.1	6.6	+183.2	1.9	-70.9	8	+338.8
USA	10.8	+281.1	14.4	+33.3	3.9	-72.7	7	+65.6
Cameroon	1.8	.	3.8	+110.7	1.3	-65.3	7	+444.7
Mexico	0.1	-97.1	0.1	-19.0	.	.	9	.
Morocco	.	.	.	.	.	.	3	.
Rest of the world	6.4	-40.3	15.8	+148.8	4.1	-74.1	35	+762.1
Total	605.4	-5.1	789.2	+30.4	781.1	-1.0	1 150	+47.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Brazil	216.4	-11.5	291.0	+34.5	233.6	-19.7	388.6	+66.4
Algeria	.	.	.	.	.	.	.	.
Chile	39.0	-27.8	61.0	+56.3	76.1	+24.8	106.0	+39.3
Russian Fed.	116.6	+50.1	133.4	+14.3	135.0	+1.2	.	.
Peru	21.9	+19.4	39.1	+78.6	42.1	+7.6	.	.
China	12.0	+73.6	24.2	+102.7	22.2	-8.2	30.3	+36.0
Taiwan	11.7	-21.8	13.7	+17.3	15.9	+16.4	.	.
Saudi-Ar	11.8	+26.8	13.2	+11.8	19.2	+45.5	.	.
Cuba	.	.	.	.	.	.	.	.
Uruguay	10.2	=	16.2	+58.4	15.5	-4.2	19.1	+22.9
Indonesia	5.3	-36.7	7.6	+43.5	12.7	+67.3	14.6	+15.3
Paraguay	20.1	+4.2	13.9	-30.9	14.0	+1.0	14.7	+5.2
Japan	19.3	+2.4	12.1	-37.3	6.9	-43.2	11.7	+70.1
Bahrain	0.6	+6.6	0.6	+0.5	0.3	-44.6	10.0	+3 059.2
Singapore	0.1	-29.6	<0.1	-99.9	2.8	+1 830 756.7	9.2	+226.9
Colombia	4.2	+152.5	8.8	+110.9	7.3	-16.4	.	.
USA	10.6	+255.0	15.9	+50.2	5.1	-68.0	7.5	+48.1
Cameroon	.	.	.	.	.	.	.	.
Mexico	.	.	.	.	.	.	1.5	.
Morocco	0.1	-91.5	1.4	+1 190.7	3.2	+119.3	6.3	+100.5
Rest of the world	16.1	-58.7	27.5	+70.7	38.2	+38.9	31.3	-18.2
Total	515.9	-3.5	679.5	+31.7	650.1	-4.3	651.0	+0.1
Total of 2022 sample	347.2	-11.2	458.6	+32.1	412.8	-10.0	651.0	+57.7

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Brazil	214.1	-13.3	287.0	+34.0	227.0	-20.9	385	+69.7
Algeria	162.7	-21.0	210.4	+29.4	343.8	+63.4	359	+4.3
Chile	38.3	-28.2	60.2	+57.0	72.0	+19.5	104	+44.5
Russian Fed.	114.2	+41.3	131.6	+15.2	134.9	+2.5	78	-42.5
Peru	23.0	+22.0	38.0	+65.6	26.7	-29.9	36	+36.8
China	14.0	+103.9	21.5	+53.1	24.5	+13.7	28	+16.5
Taiwan	11.1	-27.3	12.4	+11.9	13.0	+4.6	27	+106.3
Saudi-Ar	11.8	+26.8	13.2	+11.8	19.2	+45.5	25	+30.1
Cuba	.	.	.	.	1.7	.	19	+1 034.9
Uruguay	9.1	+1.9	15.0	+64.0	13.3	-11.1	18	+37.3
Indonesia	5.3	-36.7	7.6	+43.5	12.7	+67.3	15	+15.3
Paraguay	19.6	+3.5	13.5	-31.1	13.7	+1.2	14	+4.7
Japan	19.3	+2.4	12.1	-37.3	6.9	-43.2	12	+70.1
Bahrain	0.6	+6.6	0.6	+0.5	0.3	-44.6	10	+3 155.7
Singapore	0.1	-29.6	<0.1	-99.9	2.8	+1 830 756.7	9	+226.9
Colombia	4.0	+133.8	8.7	+117.1	5.5	-36.7	8	+52.1
USA	10.7	+259.4	15.4	+43.3	4.8	-69.0	7	+54.1
Cameroon	1.8	-49.7	3.8	+110.7	1.3	-65.3	7	+444.7
Mexico	0.1	-97.8	0.1	-19.0	.	.	6	.
Morocco	0.1	-91.5	1.4	+1 190.7	3.2	+119.3	5	+68.2
ROW + SD*	-49.9	-21.6	-46.4	-7.2	- 128.5	+177.1	-13	-90.3
Total	610.1	-5.0	806.2	+32.1	798.7	-0.9	1 162	+45.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Brazil	379	+73.3	388.6	+66.4	385	+69.7
Algeria	359	+4.3	.	.	359	+4.3
Chile	99	+58.1	106.0	+39.3	104	+44.5
Russian Fed.	78	-20.2	.	.	78	-42.5
Peru	36	+360.9	.	.	36	+36.8
China	20	+51.1	30.3	+36.0	28	+16.5
Taiwan	27	+507.6	.	.	27	+106.3
Saudi-Ar	25	.	.	.	25	+30.1
Cuba	19	+1 034.9	.	.	19	+1 034.9
Uruguay	14	+94.5	19.1	+22.9	18	+37.3
Indonesia	.	.	14.6	+15.3	15	+15.3
Paraguay	14	+7.4	14.7	+5.2	14	+4.7
Japan	.	.	11.7	+70.1	12	+70.1
Bahrain	11	.	10.0	+3 059.2	10	+3 155.7
Singapore	.	.	9.2	+226.9	9	+226.9
Colombia	8	+338.8	.	.	8	+52.1
USA	7	+65.6	7.5	+48.1	7	+54.1
Cameroon	7	+444.7	.	.	7	+444.7
Mexico	9	.	1.5	.	6	.
Morocco	3	.	6.3	+100.5	5	+68.2
Rest of the world*	35	+762.1	31.3	-18.2	-13	-90.3
Total**	1 150	+47.2	651.0	+57.7	1 162	+45.5

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Brazil	236.6	-14.6	318.0	+34.4	224.9	-29.3	318	+41.2
Algeria	184.9	-24.8	248.5	+34.4	350.5	+41.0	315	-10.0
Chile	44.8	-26.8	72.8	+62.5	78.8	+8.2	101	+28.4
Russian Fed.	110.1	+36.9	141.2	+28.2	134.0	-5.1	67	-50.1
Peru	24.3	+26.3	42.6	+75.1	26.4	-37.9	30	+14.1
China	16.4	+126.0	24.7	+51.0	23.6	-4.8	24	+3.7
Taiwan	11.0	-28.2	13.0	+18.3	13.2	+1.5	22	+68.9
Saudi-Ar	12.4	+32.2	14.8	+19.3	21.6	+46.5	20	-8.8
Cuba	.	.	.	.	1.6	.	18	+966.1
Uruguay	11.7	+9.6	23.1	+97.0	18.4	-20.2	19	+3.2
Indonesia	6.0	-29.5	8.5	+43.0	13.1	+53.5	11	-13.6
Paraguay	21.1	+12.3	14.4	-31.9	13.7	-4.9	12	-10.2
Japan	21.3	+0.5	13.1	-38.8	7.4	-43.3	11	+48.2
Bahrain	0.5	+3.5	0.6	+4.6	0.3	-48.7	8	+2 681.4
Singapore	0.1	-12.7	<0.1	-99.8	3.3	+1 639 114.4	7	+129.7
Colombia	4.3	+116.9	9.7	+126.7	5.4	-44.2	7	+29.2
USA	11.3	+362.2	15.9	+41.1	4.4	-72.4	7	+48.3
Cameroon	2.1	-47.9	4.3	+104.2	1.2	-71.4	6	+428.6
Mexico	<0.1	-99.0	<0.1	-25.6	.	.	5	.
Morocco	0.1	-92.4	2.0	+1 853.9	3.3	+60.3	5	+47.5
ROW + SD*	-51.4	-19.0	-49.7	-3.2	- 128.6	+158.6	-13	-89.7
Total	667.7	-7.9	917.5	+37.4	816.5	-11.0	1 001	+22.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Brazil	90.5	+1.5	90.2	-0.3	100.9	+11.9	121.3	+20.2
Algeria	88.0	+5.1	84.7	-3.7	98.1	+15.8	113.7	+15.9
Chile	85.5	-1.9	82.7	-3.4	91.3	+10.5	102.8	+12.5
Russian Fed.	103.7	+3.2	93.2	-10.2	100.7	+8.1	116.1	+15.3
Peru	94.6	-3.4	89.4	-5.5	100.9	+12.9	121.1	+20.0
China	85.6	-9.8	86.9	+1.5	103.8	+19.4	116.6	+12.3
Taiwan	100.6	+1.3	95.2	-5.4	98.1	+3.1	119.8	+22.2
Saudi-Ar	95.4	-4.0	89.4	-6.3	88.8	-0.7	126.6	+42.6
Cuba	.	.	.	.	103.6	.	110.3	+6.5
Uruguay	78.0	-7.0	64.9	-16.7	72.4	+11.5	96.3	+33.1
Indonesia	88.9	-10.2	89.2	+0.3	97.2	+9.0	129.7	+33.4
Paraguay	92.7	-7.9	93.8	+1.1	99.8	+6.4	116.4	+16.7
Japan	90.5	+1.9	92.7	+2.5	92.9	+0.1	106.6	+14.8
Bahrain	106.4	+3.0	102.2	-3.9	110.5	+8.1	129.3	+17.1
Singapore	114.1	-19.4	77.6	-32.0	86.7	+11.7	123.3	+42.3
Colombia	93.7	+7.8	89.8	-4.2	101.8	+13.4	119.9	+17.8
USA	95.3	-22.2	96.9	+1.6	108.8	+12.3	113.0	+3.9
Cameroon	86.3	-3.3	89.1	+3.2	108.1	+21.3	111.4	+3.0
Mexico	231.2	+122.9	251.6	+8.8	.	.	130.2	.
Morocco	107.2	+12.1	70.8	-33.9	96.9	+36.8	110.4	+14.0
ROW + SD*	97.2	-3.2	93.3	-4.0	99.9	+7.1	94.5	-5.5
Total	91.4	+3.1	87.9	-3.8	97.8	+11.3	116.1	+18.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Australia**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

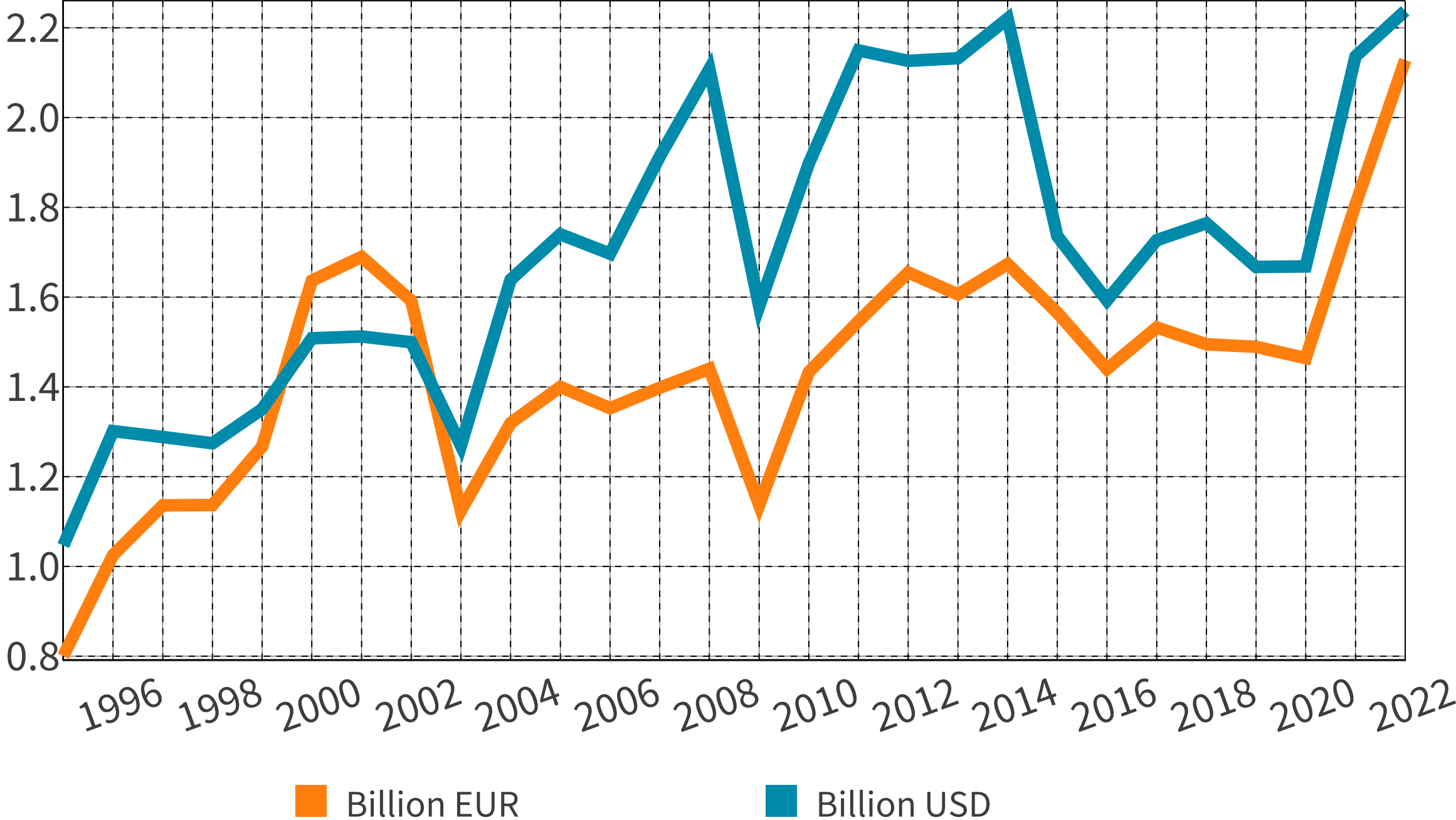
EXPORT 
PLANNING

**Exports
(2022)****2.1** billion EUR**2.2** billion USD**Average prices of
exports (2022)****3.00** EUR/kg**3.15** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+4.3%**CAGR in 2009-2022: **+0.4%**CAGR in 2023-2026: **+0.5%**

Dynamics of Foreign Sales

Exports in Value

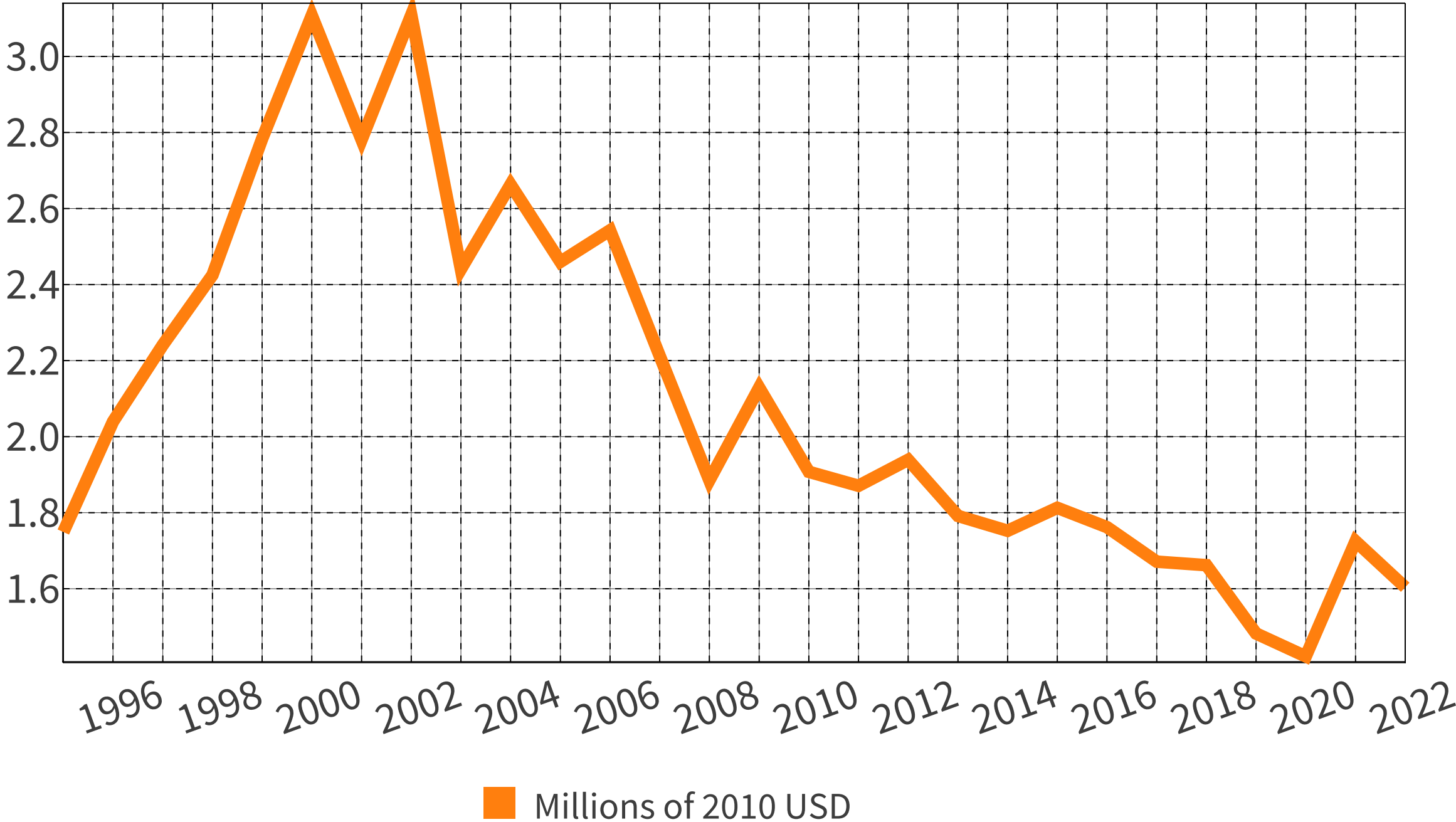
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

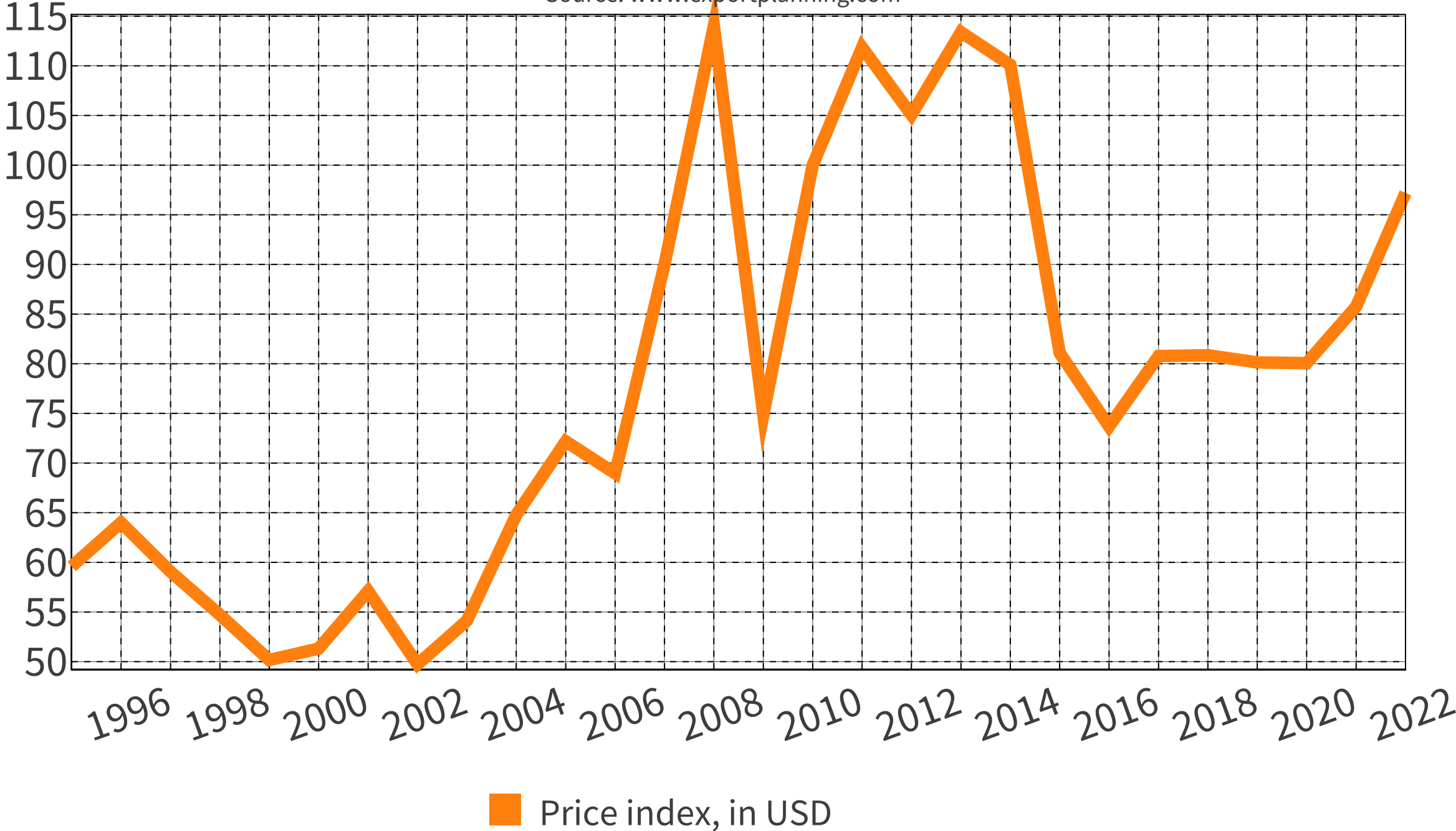
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

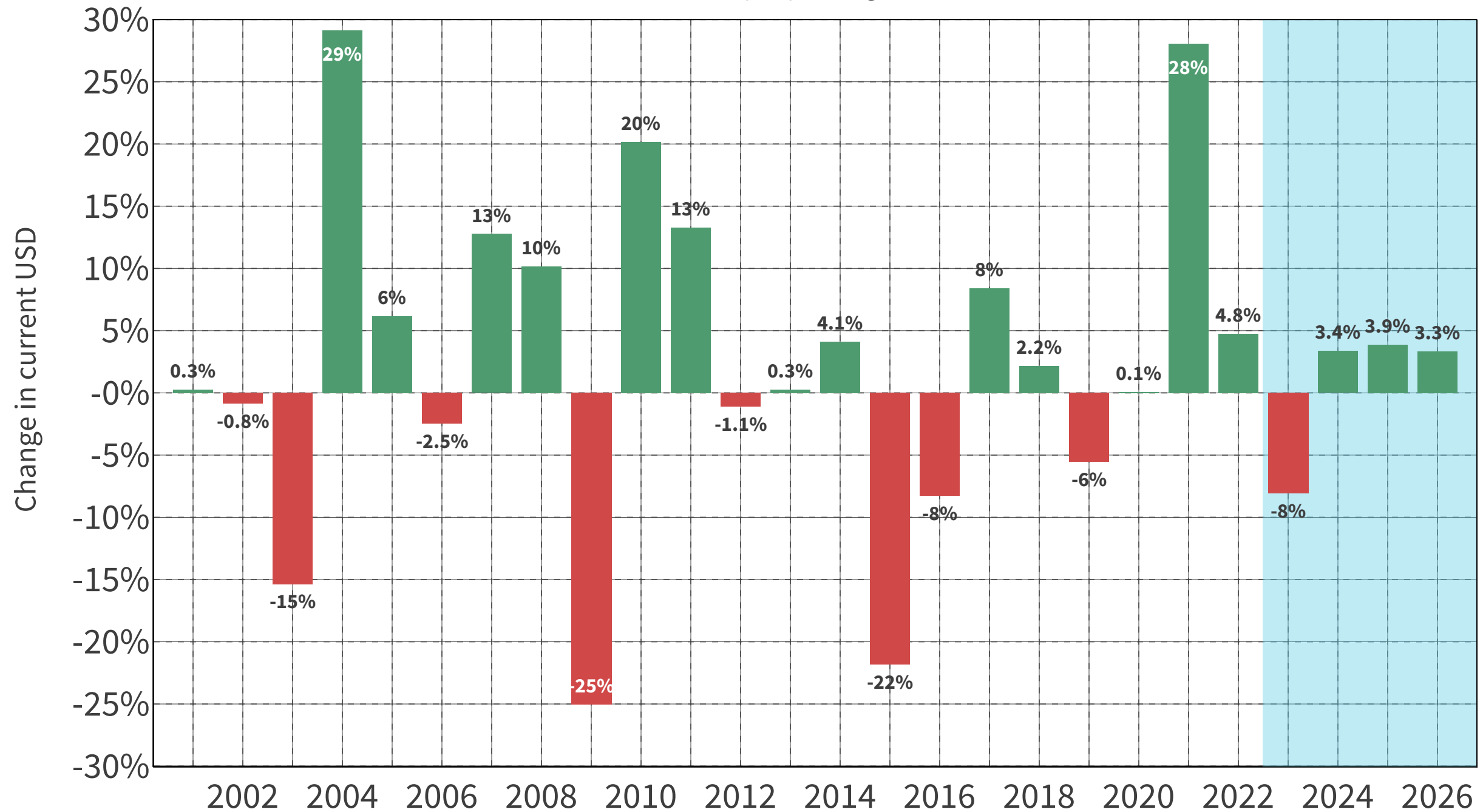
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	1 639	29.1	2 663	9.1	61.5	18.3
2005	1 740	6.2	2 460	-7.6	70.7	14.9
2006	1 697	-2.5	2 543	3.4	66.7	-5.7
2007	1 913	12.8	2 212	-13.0	86.5	29.6
2008	2 108	10.2	1 885	-14.8	111.8	29.3
2009	1 580	-25.1	2 129	12.9	74.2	-33.6
2010	1 898	20.1	1 908	-10.4	99.5	34.1
2011	2 150	13.3	1 871	-1.9	114.9	15.5
2012	2 126	-1.1	1 939	3.7	109.7	-4.6
2013	2 132	0.3	1 791	-7.6	119.0	8.5
2014	2 220	4.1	1 752	-2.2	126.7	6.5
2015	1 736	-21.8	1 813	3.4	95.8	-24.4
2016	1 593	-8.3	1 762	-2.8	90.4	-5.6
2017	1 727	8.4	1 671	-5.2	103.3	14.3
2018	1 765	2.2	1 662	-0.6	106.2	2.7
2019	1 667	-5.5	1 482	-10.8	112.5	5.9
2020	1 668	0.1	1 422	-4.1	117.3	4.3
2021	2 136	28.1	1 725	21.3	123.9	5.6
2022	2 238	4.8	1 604	-7.0	139.5	12.7

Source: www.exportplanning.com

Foreign Sales Prospect

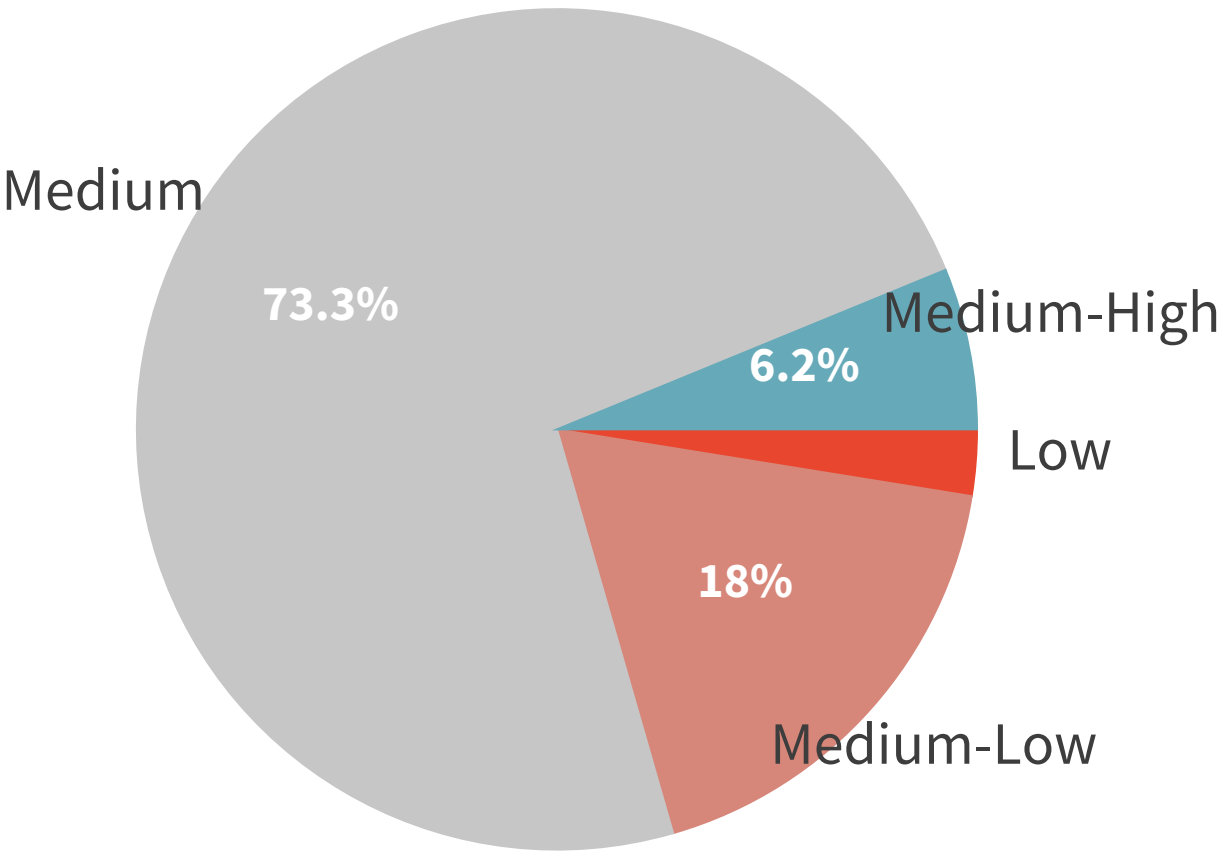
Exports Forecast

Source: www.exportplanning.com

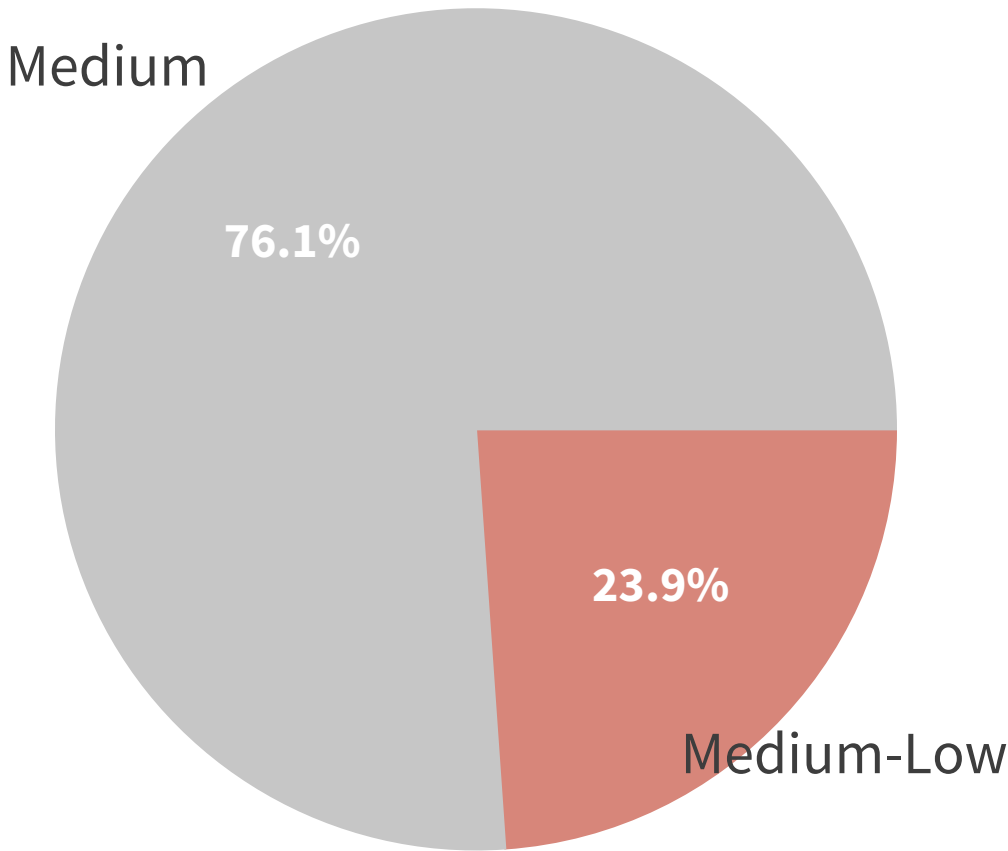


Distribution of Exports by Price Range

Year 2012



Year 2022

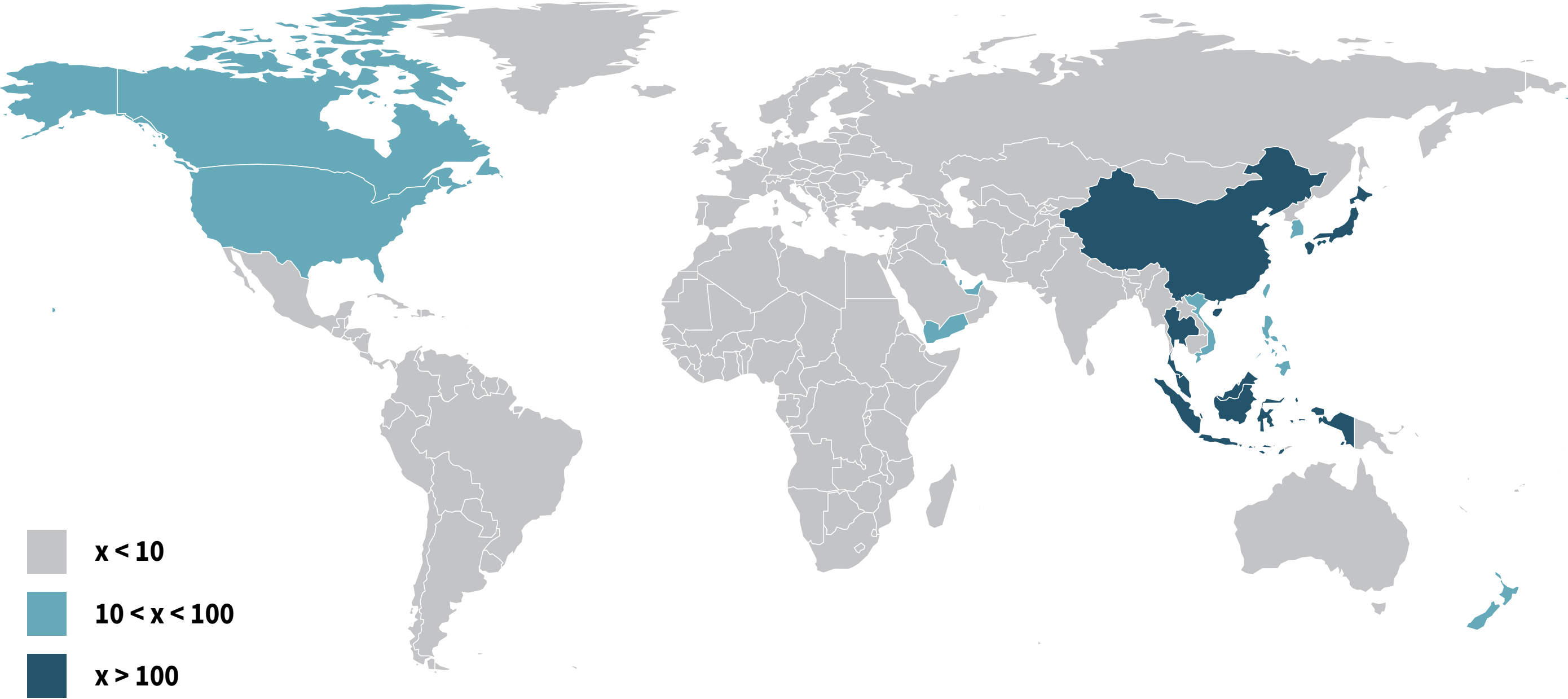


Source: www.exportplanning.com

Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

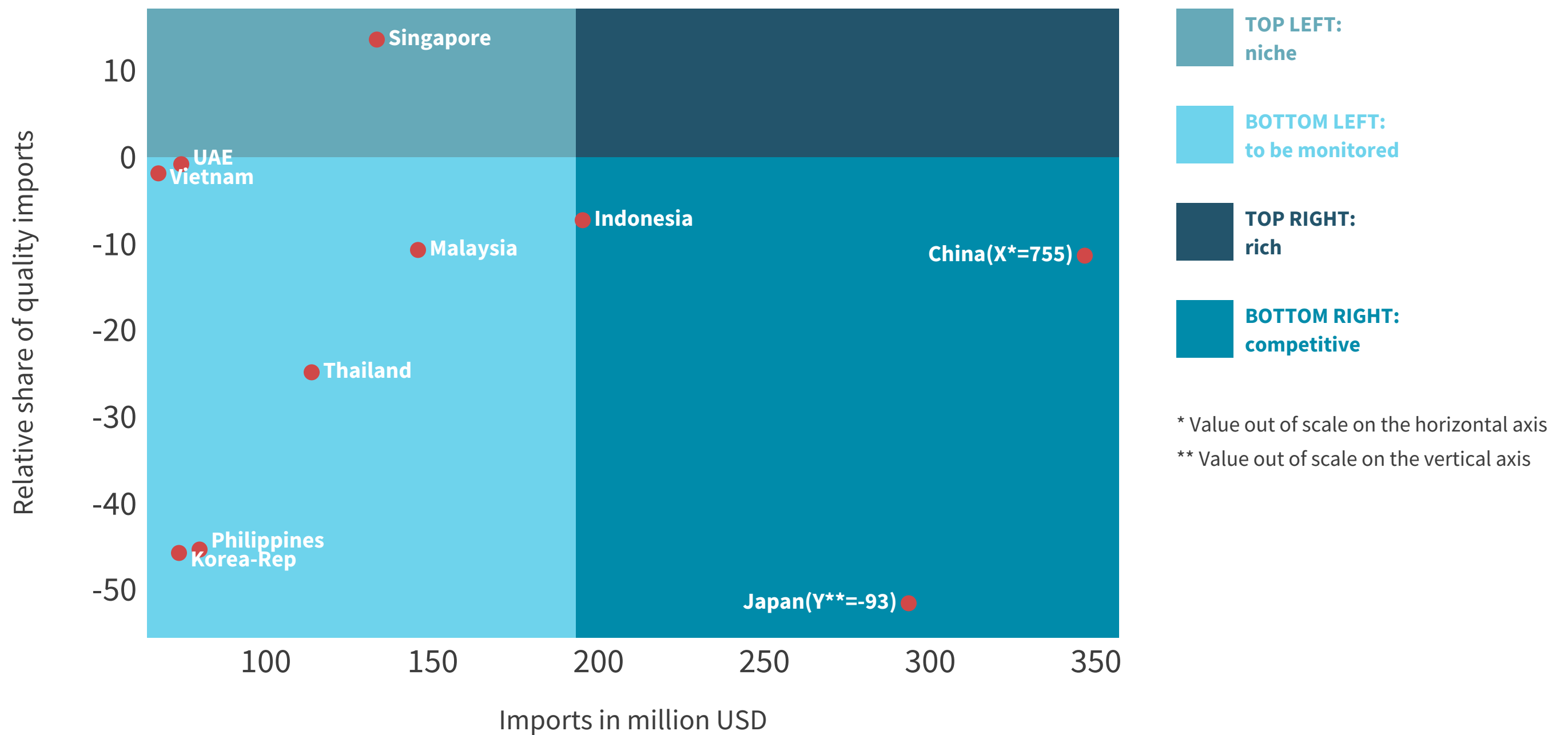
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
China	19	10.8	120	19.0	755	9.8	823	8.8
Japan	249	36.9	456	33.6	294	16.4	333	14.4
Indonesia	43	16.8	122	14.0	196	11.3	120	6.9
Malaysia	97	29.6	131	17.5	146	12.2	171	13.7
Singapore	71	30.3	207	28.0	134	14.9	127	12.2
Thailand	75	31.1	80	16.5	114	13.5	108	10.4
Philippines	188	45.9	110	14.4	80	5.3	78	4.9
UAE	24	9.5	55	6.7	75	5.0	87	4.7
Korea-Rep	41	43.3	68	22.2	74	5.6	67	4.0
Vietnam	28	19.7	31	8.4	67	9.1	52	5.2
Hong Kong	41	14.1	75	18.2	57	8.3	80	9.3
Taiwan	64	28.3	57	17.9	54	6.7	70	7.6
Kuwait	15	10.2	34	6.1	51	11.0	22	4.5
New Zealand	13	64.3	38	61.0	39	33.5	41	24.8
USA	26	3.2	41	2.8	14	0.6	20	0.6
Mauritius	20	48.0	35	34.1	13	8.6	16	9.3
Canada	13	6.6	3	0.8	12	1.7	5	0.6
Qatar	3	3.4	2	1.0	12	3.9	2	0.8
Yemen	6	8.0	28	10.9	10	5.0	<1	<0.1
Papua-N-G	7	67.9	6	26.0	8	22.7	11	26.5
ROW + SD*	465	.	408	.	33	.	50	.
Total	1 508	6.3	2 108	3.5	2 238	2.4	2 283	1.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

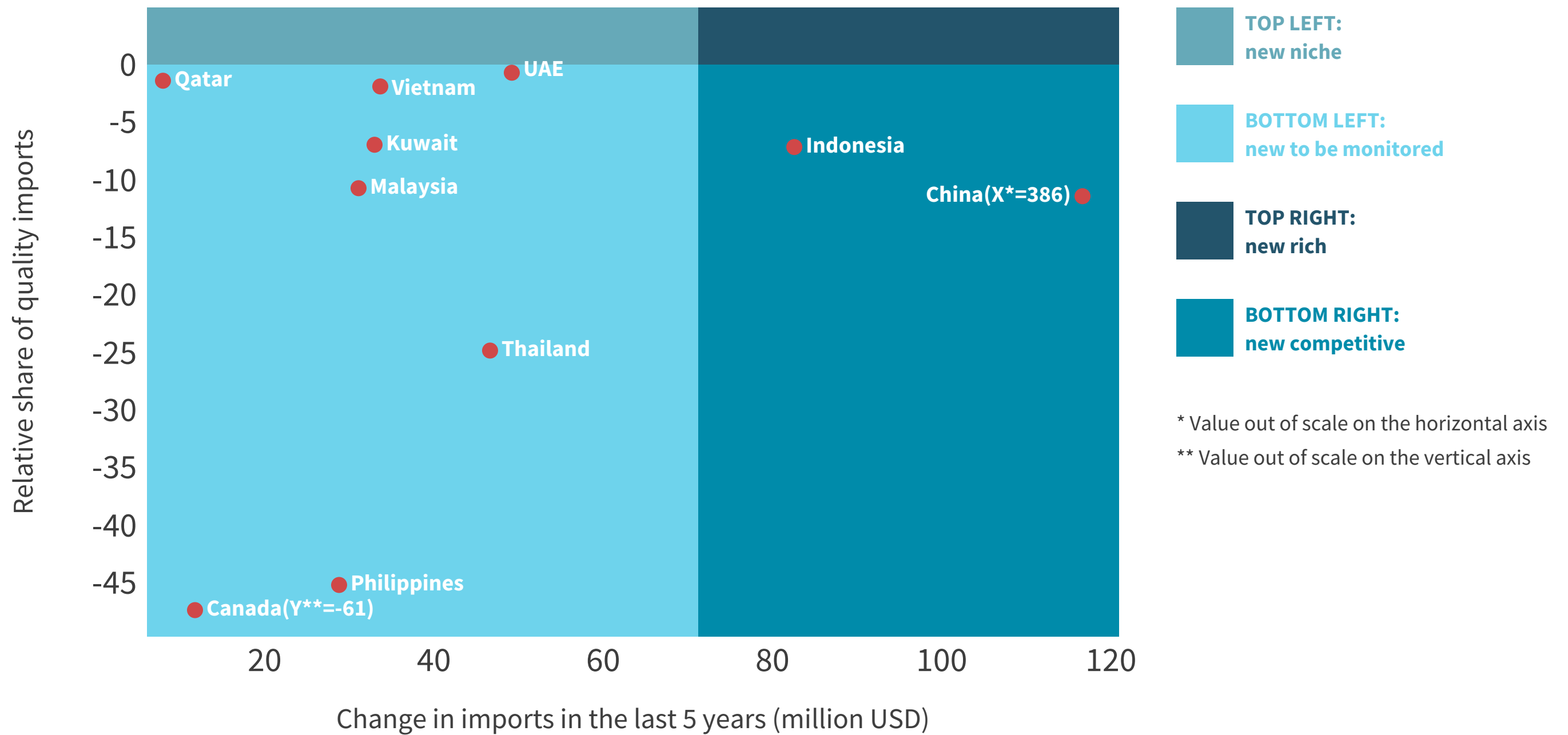
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
China	463	+14.9	480	+3.6	775	+61.7	747	-3.6
Japan	337	-14.2	289	-14.1	259	-10.7	297	+15.0
Indonesia	91	-7.4	101	+11.3	129	+27.3	197	+53.3
Malaysia	102	-4.5	135	+31.9	150	+10.9	122	-18.8
Singapore	118	-6.6	117	-0.1	139	+18.0	127	-8.2
Thailand	68	-16.6	69	+2.0	97	+39.4	108	+12.0
Philippines	52	-20.8	64	+23.6	89	+39.6	85	-5.0
UAE	9	-41.3	10	+17.8	12	+20.4	75	+515.1
Korea-Rep	50	-25.4	47	-5.5	64	+35.2	79	+23.3
Vietnam	43	+36.1	44	+2.1	57	+28.9	67	+18.8
Hong Kong	71	+7.3	52	-26.1	64	+22.1	44	-31.7
Taiwan	69	-0.6	66	-3.8	68	+2.3	54	-20.8
Kuwait	20	-7.7	21	+5.6	24	+10.7	51	+117.4
New Zealand	43	-4.4	46	+7.7	36	-22.8	41	+15.0
USA	22	+54.0	16	-27.4	29	+87.6	12	-59.1
Mauritius	13	-23.1	10	-20.4	11	+9.1	12	+5.4
Canada	4	+13 870.6	5	+23.3	10	+115.4	9	-12.9
Qatar	2	-11.8	5	+146.5	2	-52.7	7	+203.2
Yemen	11	+46.3	12	+9.8	19	+48.9	10	-45.2
Papua-N-G	8	-22.3	7	-17.1	9	+27.1	8	-1.1
Rest of the world	92	-25.7	79	-14.3	108	+37.1	73	-32.1
Total	1 687	-4.4	1 678	-0.6	2 150	+28.1	2 227	+3.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
China	522	+22.8	610	+17.0	763	+25.0	760	-0.5
Japan	369	-4.1	312	-15.3	263	-15.6	286	+8.6
Indonesia	99	-1.8	97	-1.1	124	+26.9	162	+30.8
Malaysia	103	-10.8	114	+10.9	126	+10.4	137	+8.9
Singapore	125	-3.4	130	+4.0	146	+12.3	141	-3.8
Thailand	79	-15.5	79	-0.6	89	+13.1	117	+31.4
Philippines	63	+2.0	57	-8.9	65	+14.3	74	+12.8
UAE	30	-65.1	18	-40.7	40	+128.2	.	.
Korea-Rep	54	-14.5	51	-4.5	60	+16.5	70	+16.6
Vietnam	39	+35.3	40	+1.3	46	+14.6	.	.
Hong Kong	192	+32.1	131	-31.8	95	-27.8	69	-26.7
Taiwan	67	+8.5	69	+1.7	69	=	.	.
Kuwait	22	-16.9	20	-6.5	19	-7.9	.	.
New Zealand	45	+14.0	48	+4.9	32	-33.3	37	+17.8
USA	27	+62.3	16	-41.6	33	+110.5	14	-57.8
Mauritius	14	-15.3	11	-25.0	10	-2.3	13	+23.2
Canada	5	+3 604.2	6	+6.2	14	+149.6	12	-15.3
Qatar	3	-2.8	5	+65.0	4	-20.6	7	+102.9
Yemen	1	+45.7	.	.	.	.	.	.
Papua-N-G	.	.	.	.	.	.	.	.
Rest of the world	51	-4.5	40	-22.5	63	+57.6	22	-64.2
Total	1 911	+3.2	1 853	-3.0	2 060	+11.2	1 921	-6.7
Total of 2022 sample	1 734	+6.6	1 695	-2.3	1 862	+9.9	1 921	+3.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
China	492	+18.5	542	+10.1	769	+41.9	755	-1.8
Japan	356	-8.4	304	-14.8	264	-13.2	294	+11.5
Indonesia	95	-4.8	99	+4.8	127	+27.7	196	+54.4
Malaysia	103	-7.8	127	+23.1	140	+10.1	146	+4.5
Singapore	121	-5.0	124	+2.3	143	+14.8	134	-6.1
Thailand	75	-15.7	74	-0.4	93	+25.4	114	+22.4
Philippines	58	-10.6	61	+6.0	78	+27.9	80	+1.9
UAE	17	-75.1	13	-23.7	39	+197.4	75	+90.0
Korea-Rep	52	-19.9	49	-5.6	61	+24.6	74	+21.1
Vietnam	42	+33.5	43	+1.5	54	+27.4	67	+24.3
Hong Kong	129	+23.4	89	-30.6	80	-10.4	57	-28.6
Taiwan	69	+1.9	68	-1.5	68	+0.8	54	-21.3
Kuwait	21	-14.1	26	+25.9	28	+7.7	51	+81.8
New Zealand	44	+5.2	49	+11.9	33	-32.8	39	+17.3
USA	25	+58.7	16	-34.6	32	+99.1	14	-55.7
Mauritius	14	-18.9	11	-22.1	11	+5.6	13	+14.0
Canada	5	+3 471.9	6	+29.8	14	+114.0	12	-10.4
Qatar	3	=	5	+99.1	3	-38.1	12	+268.1
Yemen	8	+44.0	12	+54.7	19	+48.9	10	-45.2
Papua-N-G	8	-22.3	7	-17.1	9	+27.1	8	-1.1
ROW + SD*	-69	- 626.9	-58	-15.9	72	- 224.3	33	-53.6
Total	1 667	-5.5	1 668	+0.1	2 136	+28.1	2 238	+4.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
China	747	-3.6	760	-0.5	755	-1.8
Japan	297	+15.0	286	+8.6	294	+11.5
Indonesia	197	+53.3	162	+30.8	196	+54.4
Malaysia	122	-18.8	137	+8.9	146	+4.5
Singapore	127	-8.2	141	-3.8	134	-6.1
Thailand	108	+12.0	117	+31.4	114	+22.4
Philippines	85	-5.0	74	+12.8	80	+1.9
UAE	75	+515.1	.	.	75	+90.0
Korea-Rep	79	+23.3	70	+16.6	74	+21.1
Vietnam	67	+18.8	.	.	67	+24.3
Hong Kong	44	-31.7	69	-26.7	57	-28.6
Taiwan	54	-20.8	.	.	54	-21.3
Kuwait	51	+117.4	.	.	51	+81.8
New Zealand	41	+15.0	37	+17.8	39	+17.3
USA	12	-59.1	14	-57.8	14	-55.7
Mauritius	12	+5.4	13	+23.2	13	+14.0
Canada	9	-12.9	12	-15.3	12	-10.4
Qatar	7	+203.2	7	+102.9	12	+268.1
Yemen	10	-45.2	.	.	10	-45.2
Papua-N-G	8	-1.1	.	.	8	-1.1
Rest of the world*	73	-32.1	22	-64.2	33	-53.6
Total**	2 227	+3.6	1 921	+3.2	2 238	+4.8

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
China	374	+14.0	399	+6.7	538	+34.8	458	-14.9
Japan	363	-8.4	310	-14.6	265	-14.4	259	-2.5
Indonesia	100	-15.6	92	-7.9	108	+17.7	140	+29.4
Malaysia	93	-14.3	111	+18.6	121	+9.1	146	+21.2
Singapore	96	-9.6	92	-4.1	102	+11.0	92	-9.6
Thailand	79	-18.0	73	-7.6	82	+11.4	91	+11.4
Philippines	62	-13.9	61	-1.8	70	+14.7	69	-1.6
UAE	21	-69.7	14	-34.8	44	+218.9	59	+33.2
Korea-Rep	51	-21.1	46	-9.4	53	+15.0	58	+10.3
Vietnam	45	+30.4	38	-15.6	43	+12.9	49	+13.6
Hong Kong	73	+18.7	50	-31.2	45	-9.2	32	-29.5
Taiwan	47	+0.6	46	-2.0	46	+0.6	35	-24.4
Kuwait	26	-16.5	28	+8.6	29	+3.6	38	+30.1
New Zealand	38	+4.8	41	+8.1	27	-33.6	28	+3.6
USA	23	+51.2	16	-29.0	32	+99.9	9	-71.5
Mauritius	11	-16.0	9	-20.3	9	-2.6	9	+9.9
Canada	5	+7 926.7	8	+46.7	14	+77.4	11	-22.1
Qatar	2	-3.0	5	+119.4	2	-44.7	8	+223.6
Yemen	8	+28.2	10	+26.5	16	+65.3	8	-50.7
Papua-N-G	5	-20.8	4	-22.0	5	+30.5	5	-3.1
ROW + SD*	-39	- 180.3	-30	-25.0	73	- 346.0	-1	- 101.0
Total	1 482	-10.8	1 422	-4.1	1 725	+21.3	1 604	-7.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
China	131.5	+4.0	135.6	+3.1	142.7	+5.3	164.6	+15.3
Japan	98.3	=	98.1	-0.3	99.5	+1.4	113.6	+14.3
Indonesia	94.7	+12.8	107.8	+13.9	116.9	+8.5	139.6	+19.4
Malaysia	110.7	+7.6	114.9	+3.8	116.0	+0.9	100.0	-13.7
Singapore	126.6	+5.0	134.9	+6.6	139.5	+3.4	144.8	+3.8
Thailand	94.0	+2.8	101.3	+7.8	114.0	+12.6	125.3	+9.9
Philippines	92.7	+3.9	100.1	+8.0	111.7	+11.6	115.7	+3.5
UAE	81.6	-17.8	95.5	+17.0	89.1	-6.7	127.1	+42.7
Korea-Rep	102.4	+1.6	106.7	+4.2	115.5	+8.3	126.9	+9.9
Vietnam	92.5	+2.4	111.2	+20.2	125.4	+12.8	137.2	+9.4
Hong Kong	177.0	+3.9	178.6	+0.9	176.2	-1.3	178.4	+1.3
Taiwan	148.3	+1.3	149.0	+0.5	149.4	+0.2	155.3	+4.0
Kuwait	81.1	+2.9	94.1	+16.0	97.8	+3.9	136.6	+39.7
New Zealand	116.1	+0.4	120.2	+3.5	121.7	+1.2	137.8	+13.2
USA	108.3	+5.0	99.9	-7.8	99.4	-0.4	154.7	+55.6
Mauritius	123.3	-3.4	120.5	-2.3	130.7	+8.4	135.6	+3.8
Canada	95.9	-55.5	84.9	-11.5	102.4	+20.6	117.8	+15.0
Qatar	124.5	+3.1	113.0	-9.2	126.5	+11.9	143.9	+13.7
Yemen	103.7	+12.4	126.8	+22.3	114.2	-9.9	127.0	+11.2
Papua-N-G	156.1	-1.9	165.9	+6.3	161.6	-2.6	164.9	+2.0
ROW + SD*	174.7	+555.9	196.0	+12.2	99.0	-49.5	-4 435.6	-4 579.0
Total	112.5	+5.9	117.3	+4.3	123.9	+5.6	139.5	+12.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Austria**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

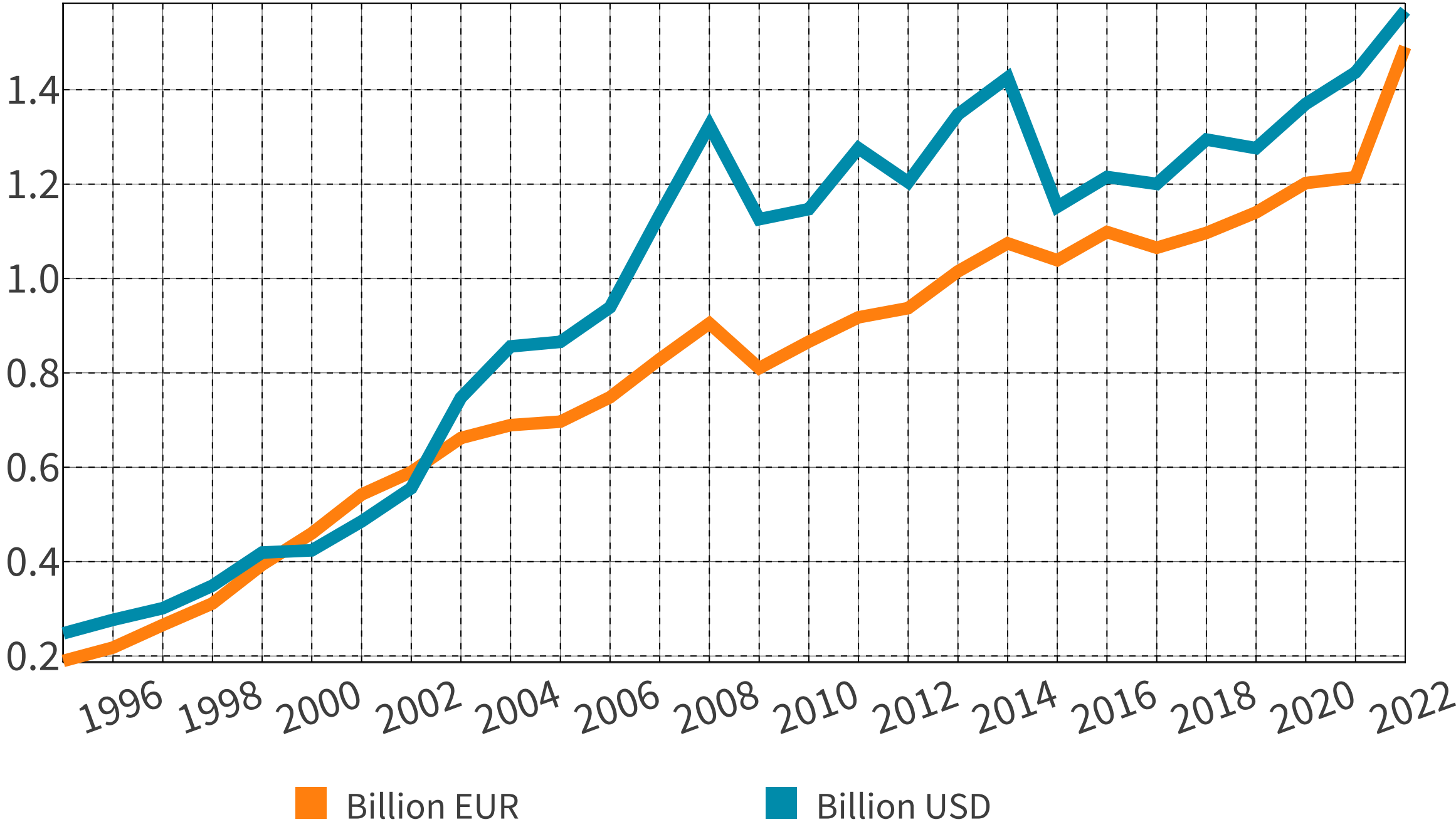


**Exports
(2022)****1.5** billion EUR**1.6** billion USD**Average prices of
exports (2022)****1.67** EUR/kg**1.75** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+15.3%**CAGR in 2009-2022: **+1.2%**CAGR in 2023-2026: **+10.8%**

Dynamics of Foreign Sales

Exports in Value

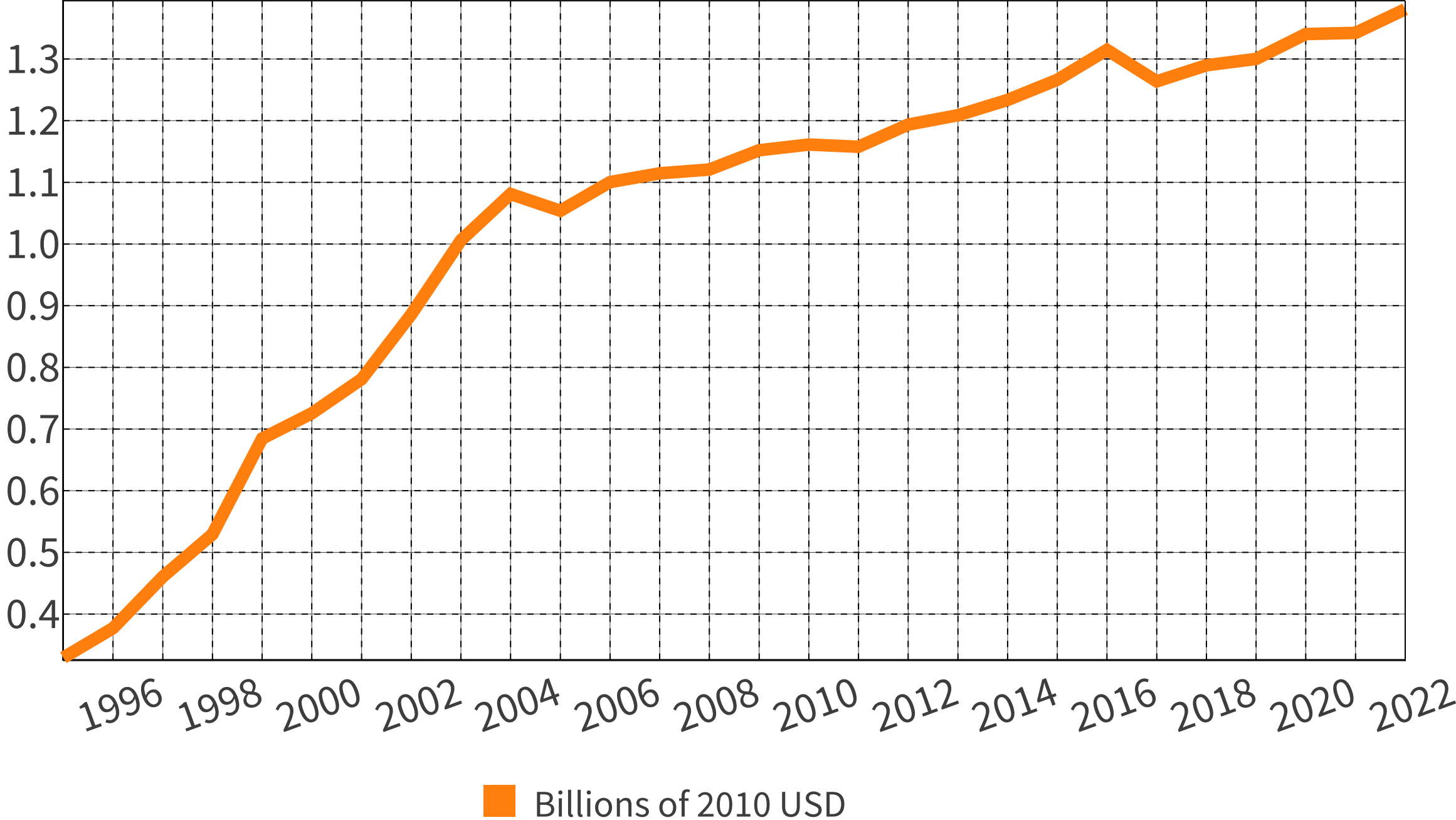
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

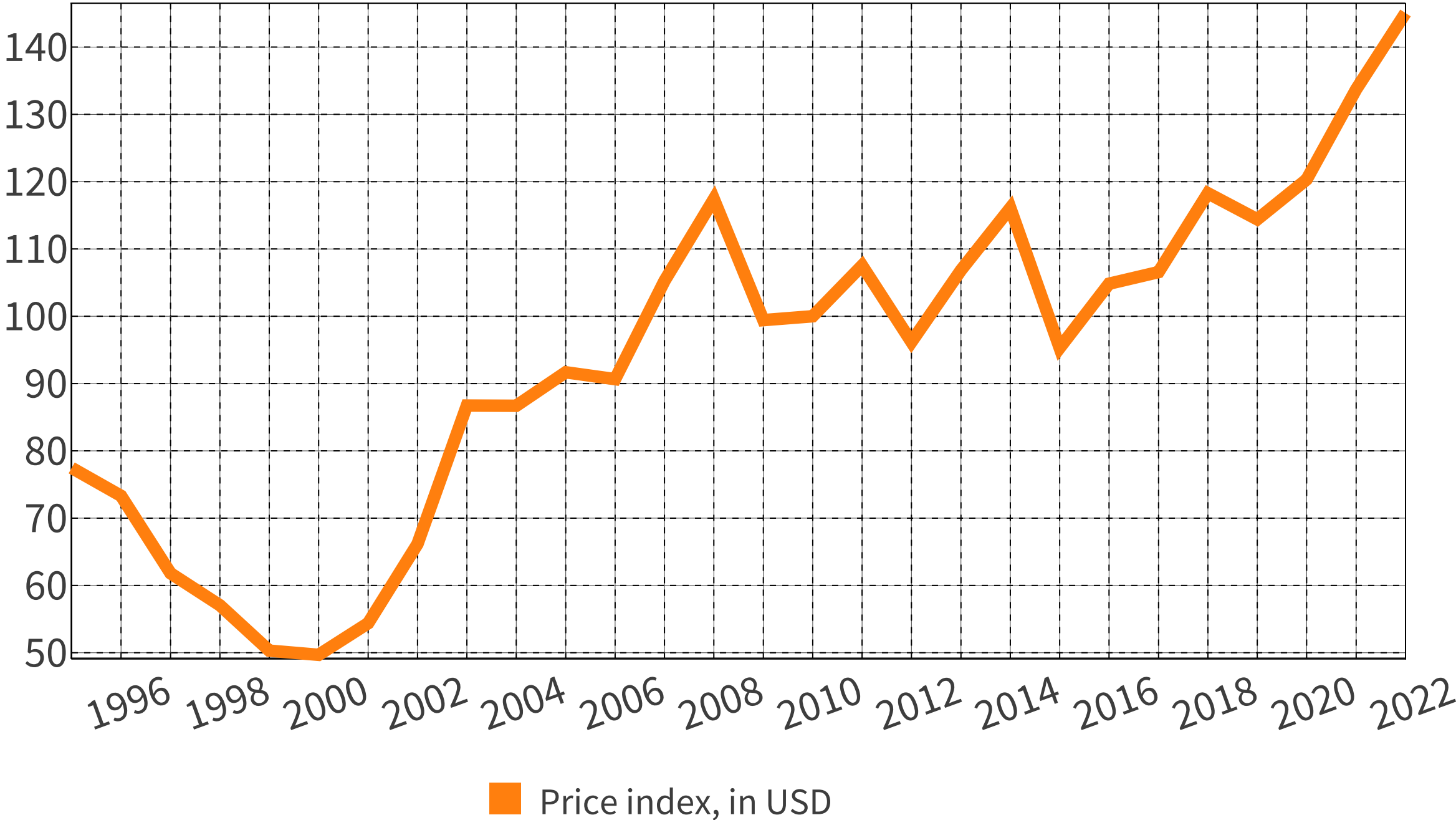
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

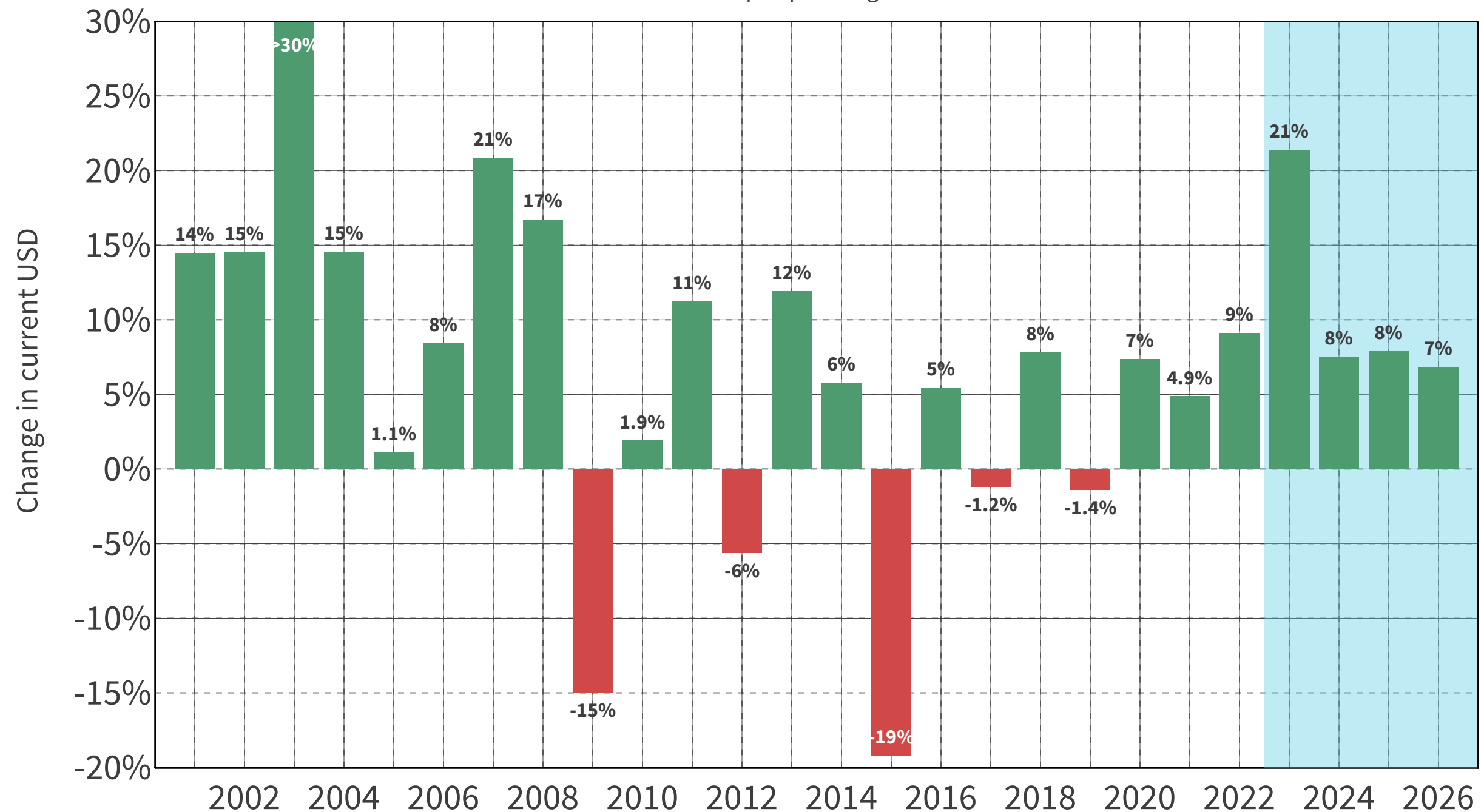
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	856	14.6	1 081	7.46	79.2	6.6
2005	866	1.1	1 054	-2.52	82.2	3.7
2006	939	8.4	1 100	4.41	85.3	3.9
2007	1 135	20.9	1 115	1.29	101.8	19.3
2008	1 324	16.7	1 121	0.56	118.2	16.1
2009	1 126	-15.0	1 152	2.79	97.7	-17.3
2010	1 147	1.9	1 161	0.80	98.8	1.1
2011	1 276	11.2	1 158	-0.31	110.2	11.6
2012	1 204	-5.6	1 194	3.11	100.9	-8.5
2013	1 348	11.9	1 209	1.27	111.5	10.5
2014	1 426	5.8	1 234	2.05	115.6	3.7
2015	1 152	-19.2	1 266	2.65	91.0	-21.3
2016	1 215	5.5	1 315	3.83	92.4	1.6
2017	1 200	-1.2	1 264	-3.88	95.0	2.8
2018	1 295	7.8	1 290	2.06	100.4	5.7
2019	1 276	-1.4	1 300	0.80	98.2	-2.2
2020	1 370	7.4	1 340	3.10	102.2	4.1
2021	1 437	4.9	1 342	0.14	107.0	4.7
2022	1 568	9.1	1 381	2.85	113.5	6.1

Source: www.exportplanning.com

Foreign Sales Prospect

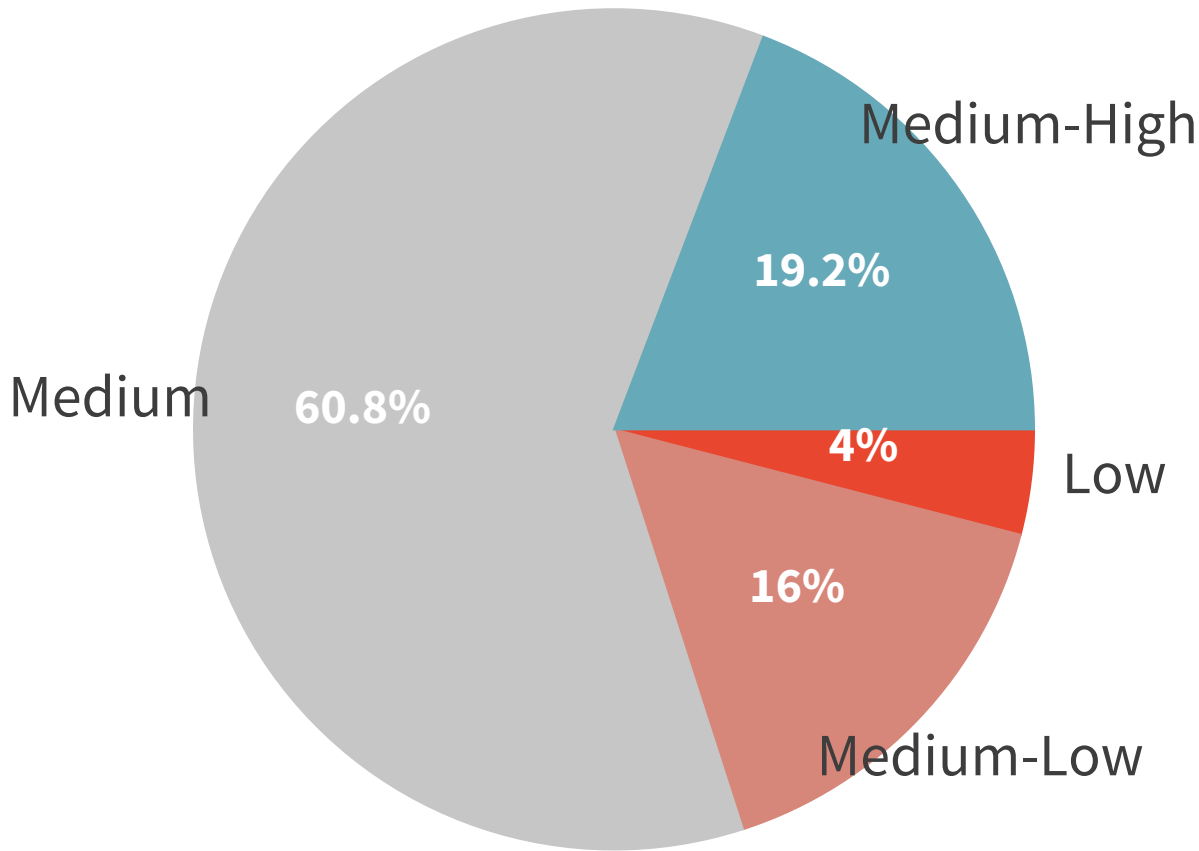
Exports Forecast

Source: www.exportplanning.com

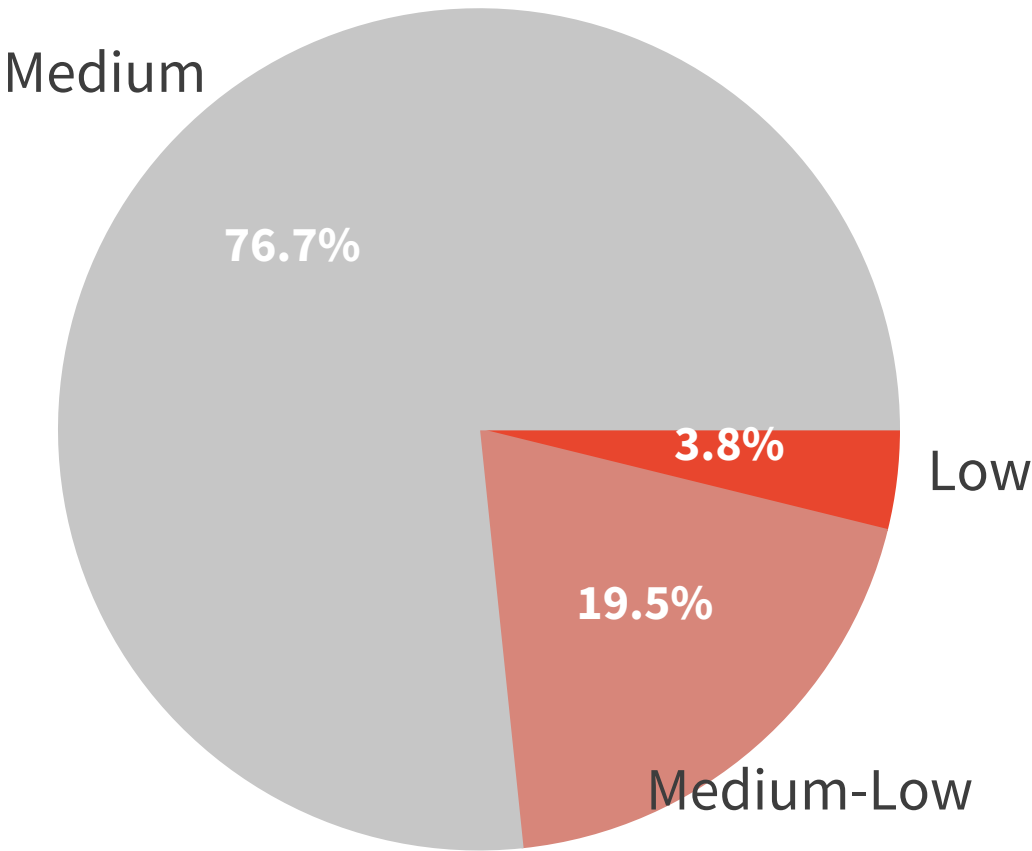


Distribution of Exports by Price Range

Year 2012



Year 2022



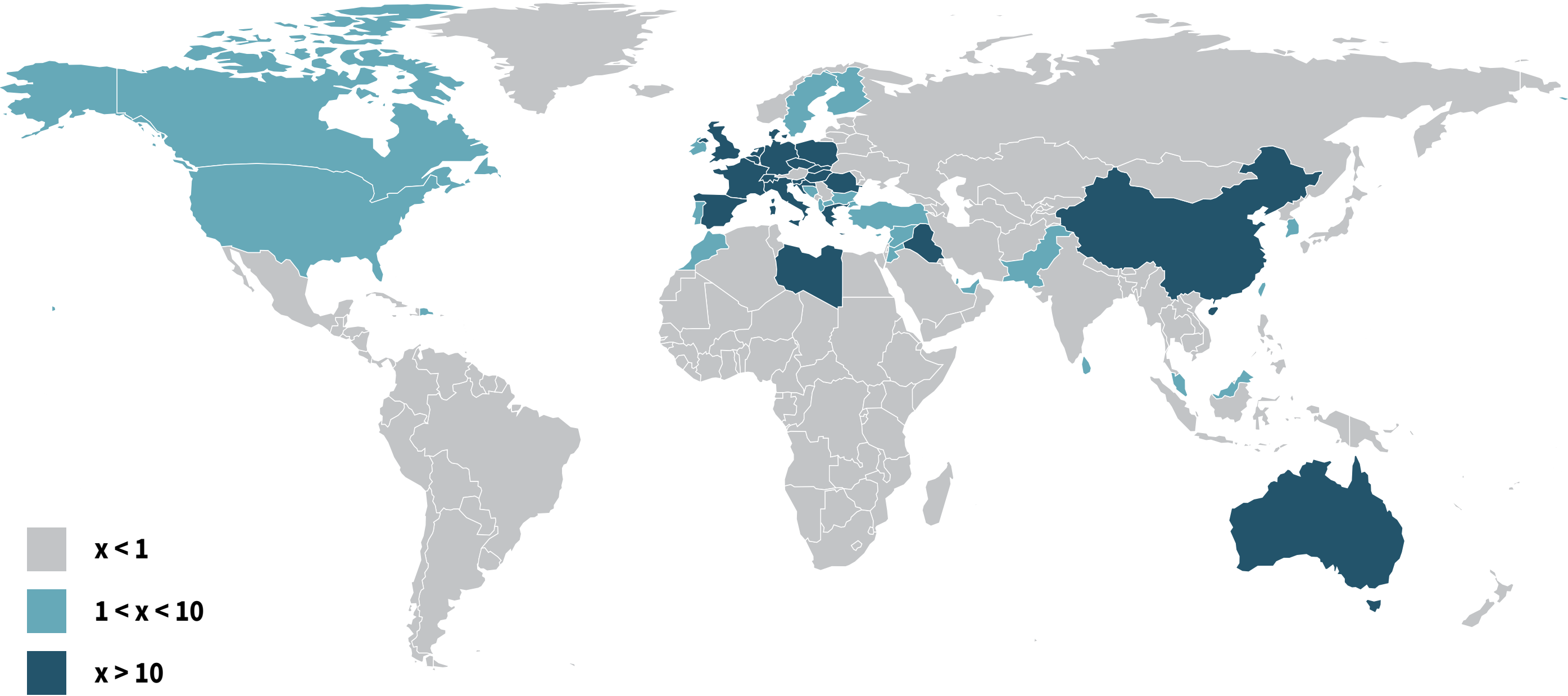
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

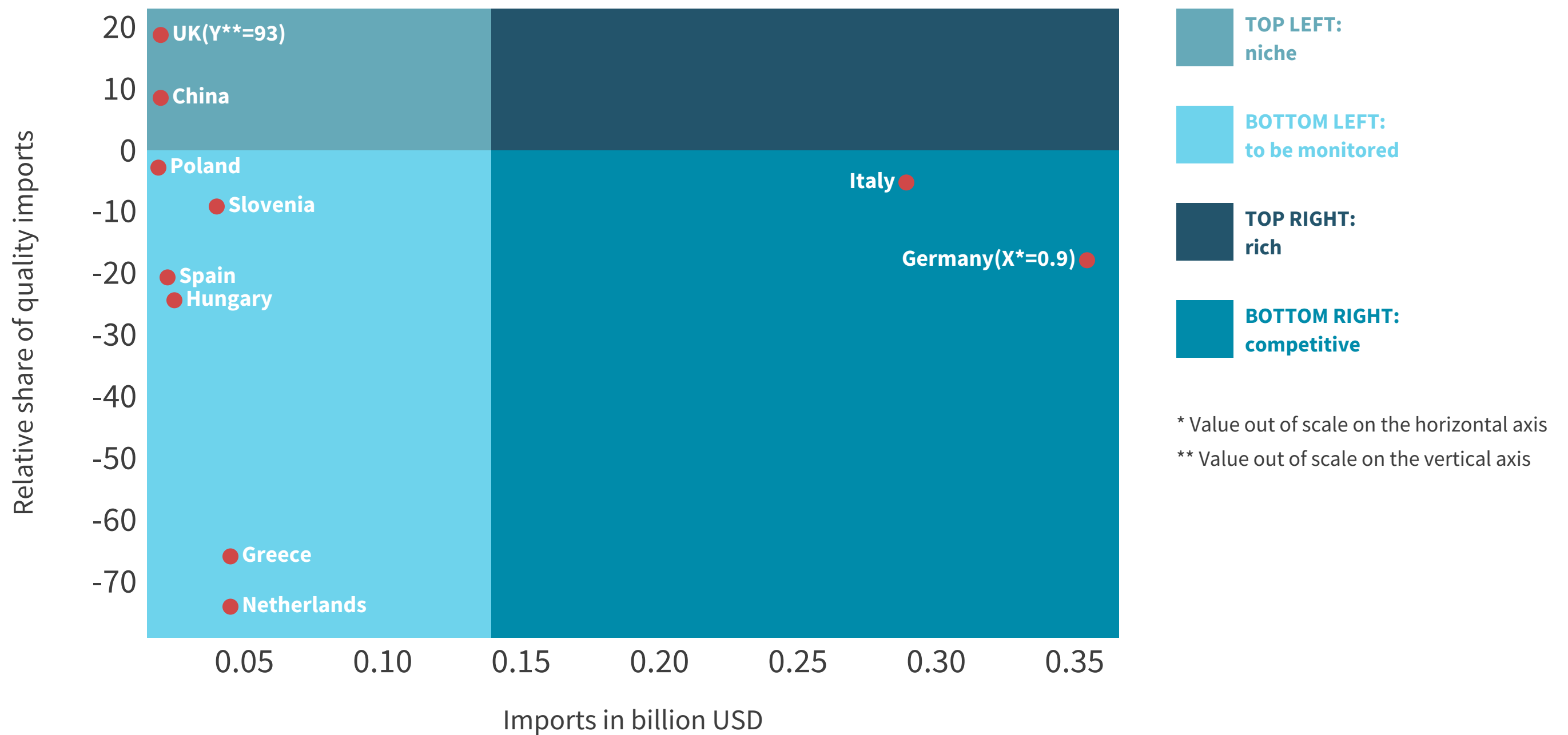
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	162.4	6.02	587	8.7	860	9.1	1 230	9.5
Italy	177.9	7.85	294	6.3	290	6.0	387	6.3
Greece	3.1	0.75	34	3.2	46	4.1	60	4.7
Netherlands	4.2	0.24	28	1.0	46	0.9	78	1.1
Slovenia	0.9	9.37	36	23.4	41	17.5	66	17.7
Hungary	1.5	3.72	28	7.8	26	5.0	42	5.6
Spain	3.2	0.38	54	2.1	23	0.9	38	1.0
China	<0.1	0.01	1	0.1	21	0.3	35	0.4
UK	12.3	0.81	27	0.7	20	0.5	31	0.6
Poland	<0.1	<0.01	11	3.3	19	1.2	22	1.0
Romania	0.1	0.54	2	0.9	19	2.0	43	3.3
France	7.1	0.42	28	0.9	17	0.3	30	0.4
Belgium	4.2	0.25	19	0.6	14	0.3	41	0.7
Iraq	<0.1	<0.01	2	0.3	13	6.5	20	7.9
Slovakia	0.5	1.90	6	2.0	13	1.9	22	2.8
Croatia	0.6	1.27	4	3.1	13	3.3	25	5.0
Libya	1.2	1.71	8	2.3	12	3.4	24	4.8
Switzerland	3.5	1.86	11	2.6	12	1.4	19	1.4
Australia	0.3	0.21	3	0.6	12	1.0	17	1.0
Czech Rep.	0.4	0.66	9	1.8	12	1.4	29	2.4
ROW + SD*	40.5	.	134	.	40	.	98	.
Total	423.9	1.77	1 324	2.2	1 568	1.6	2 359	1.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

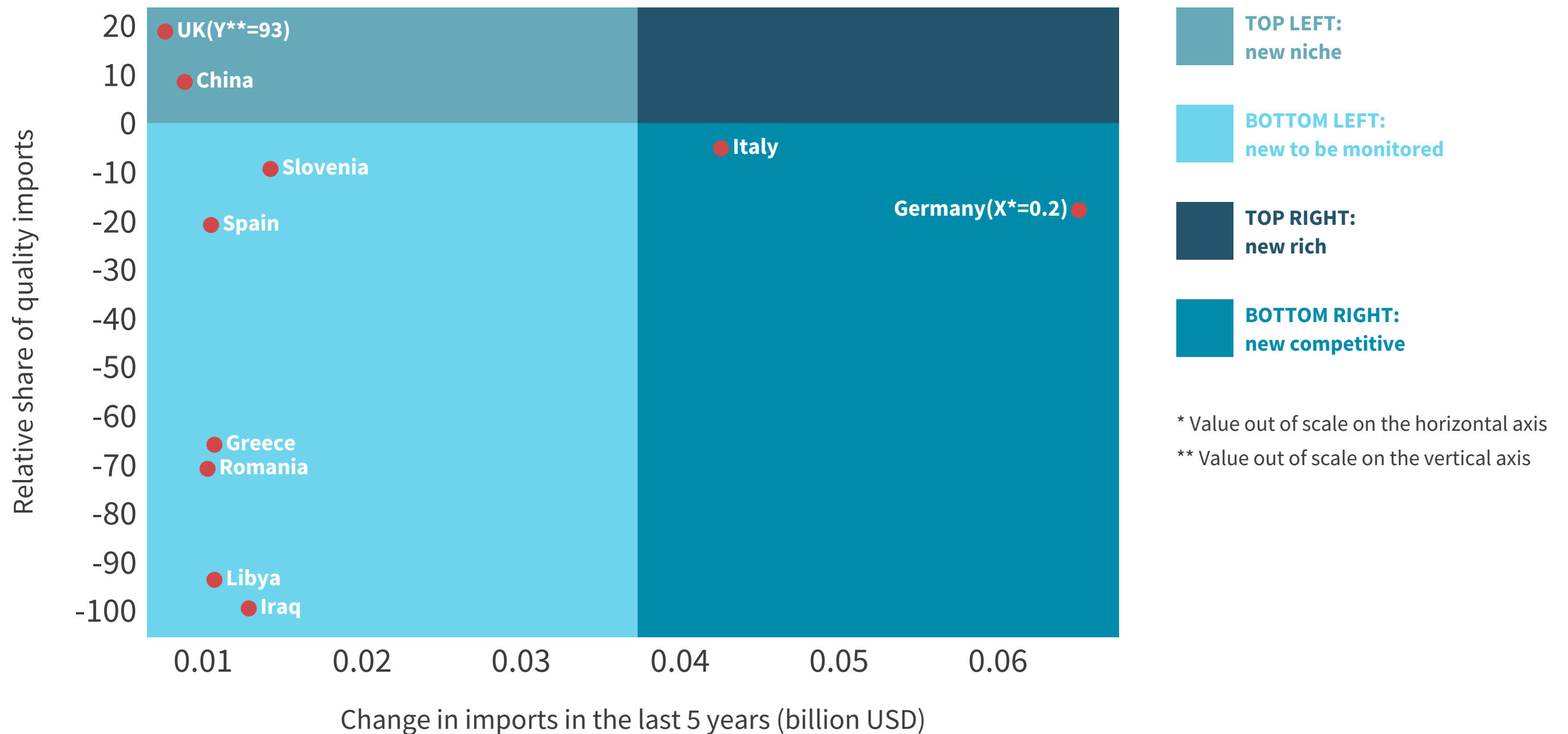
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	641	+2.2	719	+12.2	774	+7.7	835	+7.9
Italy	222	-8.2	233	+5.0	239	+2.2	274	+14.8
Greece	34	-6.0	39	+14.1	30	-22.6	34	+14.9
Netherlands	44	+10.4	42	-3.8	22	-48.7	28	+29.5
Slovenia	36	-0.8	39	+10.2	36	-8.1	38	+5.9
Hungary	20	-4.5	22	+10.0	19	-10.8	20	+4.7
Spain	16	-8.3	18	+9.2	19	+9.6	23	+17.0
China	23	+40.4	49	+111.0	36	-25.8	19	-47.7
UK	13	+2.4	13	+0.1	13	+0.4	15	+16.8
Poland	11	-9.6	10	-5.2	14	+35.2	18	+30.9
Romania	6	-16.3	5	-4.0	11	+100.5	12	+13.7
France	7	-11.6	8	+15.0	10	+27.6	13	+36.1
Belgium	8	-10.7	9	+18.8	11	+18.8	12	+4.1
Iraq	13	+22.4	13	-2.4	10	-18.4	13	+24.1
Slovakia	7	-12.6	6	-4.2	7	+17.9	11	+51.3
Croatia	8	-33.2	7	-10.4	8	+15.2	13	+52.7
Libya	14	+128.0	10	-29.3	13	+40.4	12	-7.6
Switzerland	12	+35.7	16	+36.8	17	+3.5	15	-11.7
Australia	16	-59.1	26	+62.8	17	-34.4	11	-33.9
Czech Rep.	3	-8.8	3	+9.8	3	+18.4	8	+138.4
Rest of the world	126	+0.9	84	-33.6	127	+51.8	143	+12.6
Total	1 276	-1.4	1 370	+7.4	1 437	+4.9	1 568	+9.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	673	+4.1	695	+3.3	763	+9.8	883	+15.7
Italy	214	-11.1	232	+8.6	252	+8.6	306	+21.7
Greece	37	-4.3	40	+8.2	50	+24.5	57	+14.6
Netherlands	47	+10.4	48	+2.1	41	-14.8	63	+55.0
Slovenia	37	+25.6	40	+10.0	42	+4.6	43	+1.4
Hungary	23	-6.3	26	+12.3	27	+1.9	31	+16.4
Spain	17	+2.0	19	+13.8	22	+14.5	23	+6.5
China	24	+35.1	46	+93.5	42	-9.3	22	-48.1
UK	15	+4.6	16	+11.3	14	-13.6	27	+90.8
Poland	15	-33.5	13	-11.6	17	+28.6	21	+20.6
Romania	7	-10.0	9	+22.7	17	+81.4	25	+51.1
France	9	-10.3	10	+6.8	14	+45.8	21	+46.9
Belgium	10	-12.2	11	+15.5	15	+31.1	17	+13.5
Iraq	.	.	.	.	.	.	.	.
Slovakia	7	+0.6	9	+40.6	10	+2.5	14	+48.9
Croatia	8	-35.1	7	-13.5	10	+44.9	13	+31.7
Libya	13	.	.	.	.	.	.	.
Switzerland	10	+28.6	12	+12.5	13	+12.0	10	-21.6
Australia	19	-55.7	28	+47.2	18	-35.5	13	-29.7
Czech Rep.	3	-46.1	4	+43.2	5	+32.5	15	+170.6
Rest of the world	110	-1.5	115	+5.2	111	-3.2	102	-8.9
Total	1 297	-0.9	1 382	+6.6	1 483	+7.3	1 706	+15.1
Total of 2022 sample	1 274	-1.5	1 371	+7.6	1 470	+7.2	1 706	+16.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	657	+2.8	704	+7.1	767	+9.0	860	+12.1
Italy	218	-9.7	232	+6.7	245	+5.5	290	+18.3
Greece	35	-4.9	41	+15.1	42	+2.5	46	+9.9
Netherlands	46	+8.3	46	-0.5	31	-32.1	46	+48.2
Slovenia	36	+10.8	40	+9.9	39	-1.4	41	+2.9
Hungary	21	-5.4	24	+11.5	23	-4.0	26	+11.3
Spain	16	-3.6	18	+11.0	21	+12.3	23	+11.9
China	23	+35.5	48	+102.4	39	-17.1	21	-47.9
UK	14	+4.1	14	+5.6	14	-3.7	20	+49.0
Poland	13	-24.6	12	-8.9	15	+29.9	19	+26.4
Romania	7	-12.3	7	+11.4	14	+87.4	19	+36.0
France	8	-16.1	8	+9.6	11	+37.1	17	+46.8
Belgium	10	-10.5	10	+3.5	13	+24.8	14	+9.1
Iraq	13	+22.4	13	-2.4	10	-18.4	13	+24.1
Slovakia	7	-5.8	8	+18.4	9	+8.4	13	+49.8
Croatia	8	-34.3	7	-12.0	9	+30.7	13	+41.0
Libya	13	+127.9	10	-29.3	13	+40.4	12	-7.6
Switzerland	11	+32.6	14	+24.1	15	+7.2	12	-17.1
Australia	18	-57.4	27	+54.5	18	-34.2	12	-32.2
Czech Rep.	3	-33.8	4	+28.3	4	+27.2	12	+161.9
ROW + SD*	99	+2.2	85	-14.9	84	-0.2	40	-52.5
Total	1 276	-1.4	1 370	+7.4	1 437	+4.9	1 568	+9.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	835	+7.9	883	+15.7	860	+12.1
Italy	274	+14.8	306	+21.7	290	+18.3
Greece	34	+14.9	57	+14.6	46	+9.9
Netherlands	28	+29.5	63	+55.0	46	+48.2
Slovenia	38	+5.9	43	+1.4	41	+2.9
Hungary	20	+4.7	31	+16.4	26	+11.3
Spain	23	+17.0	23	+6.5	23	+11.9
China	19	-47.7	22	-48.1	21	-47.9
UK	15	+16.8	27	+90.8	20	+49.0
Poland	18	+30.9	21	+20.6	19	+26.4
Romania	12	+13.7	25	+51.1	19	+36.0
France	13	+36.1	21	+46.9	17	+46.8
Belgium	12	+4.1	17	+13.5	14	+9.1
Iraq	13	+24.1	.	.	13	+24.1
Slovakia	11	+51.3	14	+48.9	13	+49.8
Croatia	13	+52.7	13	+31.7	13	+41.0
Libya	12	-7.6	.	.	12	-7.6
Switzerland	15	-11.7	10	-21.6	12	-17.1
Australia	11	-33.9	13	-29.7	12	-32.2
Czech Rep.	8	+138.4	15	+170.6	12	+161.9
Rest of the world*	143	+12.6	102	-8.9	40	-52.5
Total**	1 568	+9.1	1 706	+16.1	1 568	+9.1

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	648	+7.1	654	+1.0	675	+3.2	731	+8.2
Italy	262	-7.3	271	+3.3	263	-3.0	284	+8.0
Greece	36	-3.4	44	+20.4	43	-2.2	41	-4.6
Netherlands	50	+0.7	50	+0.2	33	-33.7	43	+30.0
Slovenia	35	+11.0	36	+5.0	34	-7.6	32	-5.6
Hungary	25	-1.8	27	+8.0	24	-11.0	25	+3.8
Spain	19	+3.7	21	+12.6	24	+12.9	26	+8.8
China	20	+32.2	37	+86.9	28	-24.2	15	-46.6
UK	10	+8.3	10	+4.5	9	-7.8	10	+9.5
Poland	15	-19.3	13	-13.1	15	+21.4	19	+22.8
Romania	8	-7.6	9	+6.7	16	+82.1	18	+15.3
France	7	-20.1	8	+16.2	11	+31.9	14	+25.0
Belgium	12	-7.3	12	+3.0	14	+19.3	14	-0.7
Iraq	10	+15.4	11	+8.6	10	-10.5	12	+20.2
Slovakia	6	-7.9	8	+30.8	7	-4.6	11	+53.5
Croatia	8	-36.1	7	-11.9	9	+26.3	11	+23.0
Libya	14	+129.7	10	-29.1	13	+31.7	12	-8.0
Switzerland	10	+37.2	12	+18.1	12	-0.9	10	-19.1
Australia	11	-56.6	15	+35.2	9	-37.5	6	-36.6
Czech Rep.	3	-24.8	4	+36.3	5	+19.9	10	+127.0
ROW + SD*	92	-5.8	82	-11.0	88	+7.4	37	-57.7
Total	1 300	+0.8	1 340	+3.1	1 342	+0.1	1 381	+2.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	101.5	-4.1	107.7	+6.1	113.6	+5.5	117.7	+3.6
Italy	83.0	-2.6	85.7	+3.2	93.2	+8.8	102.1	+9.6
Greece	97.6	-1.6	93.3	-4.4	97.9	+4.9	112.7	+15.1
Netherlands	91.7	+7.5	91.0	-0.7	93.3	+2.5	106.3	+14.0
Slovenia	105.2	-0.2	110.1	+4.7	117.5	+6.8	128.2	+9.1
Hungary	86.5	-3.6	89.3	+3.3	96.3	+7.8	103.3	+7.3
Spain	88.4	-7.1	87.2	-1.4	86.8	-0.5	89.3	+2.9
China	117.7	+2.5	127.5	+8.3	139.4	+9.3	135.9	-2.5
UK	141.6	-3.9	143.0	+1.0	149.4	+4.4	203.2	+36.1
Poland	87.6	-6.5	91.9	+4.8	98.3	+7.0	101.2	+3.0
Romania	81.9	-5.1	85.5	+4.5	88.0	+2.9	103.9	+18.0
France	106.0	+5.0	100.0	-5.7	103.9	+3.9	122.1	+17.5
Belgium	85.0	-3.4	85.4	+0.5	89.4	+4.6	98.2	+9.9
Iraq	125.8	+6.0	113.1	-10.1	103.2	-8.8	106.6	+3.3
Slovakia	114.8	+2.3	104.0	-9.5	118.2	+13.6	115.3	-2.4
Croatia	96.8	+2.8	96.7	-0.1	100.1	+3.5	114.7	+14.6
Libya	93.4	-0.8	93.2	-0.2	99.3	+6.6	99.8	+0.5
Switzerland	108.6	-3.4	114.1	+5.1	123.4	+8.2	126.5	+2.5
Australia	161.7	-2.0	184.7	+14.2	194.5	+5.4	208.2	+7.0
Czech Rep.	98.4	-12.1	92.7	-5.8	98.4	+6.1	113.5	+15.4
ROW + SD*	107.9	+8.4	103.2	-4.4	95.9	-7.1	107.4	+12.1
Total	98.2	-2.2	102.2	+4.1	107.0	+4.7	113.5	+6.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Belgium**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

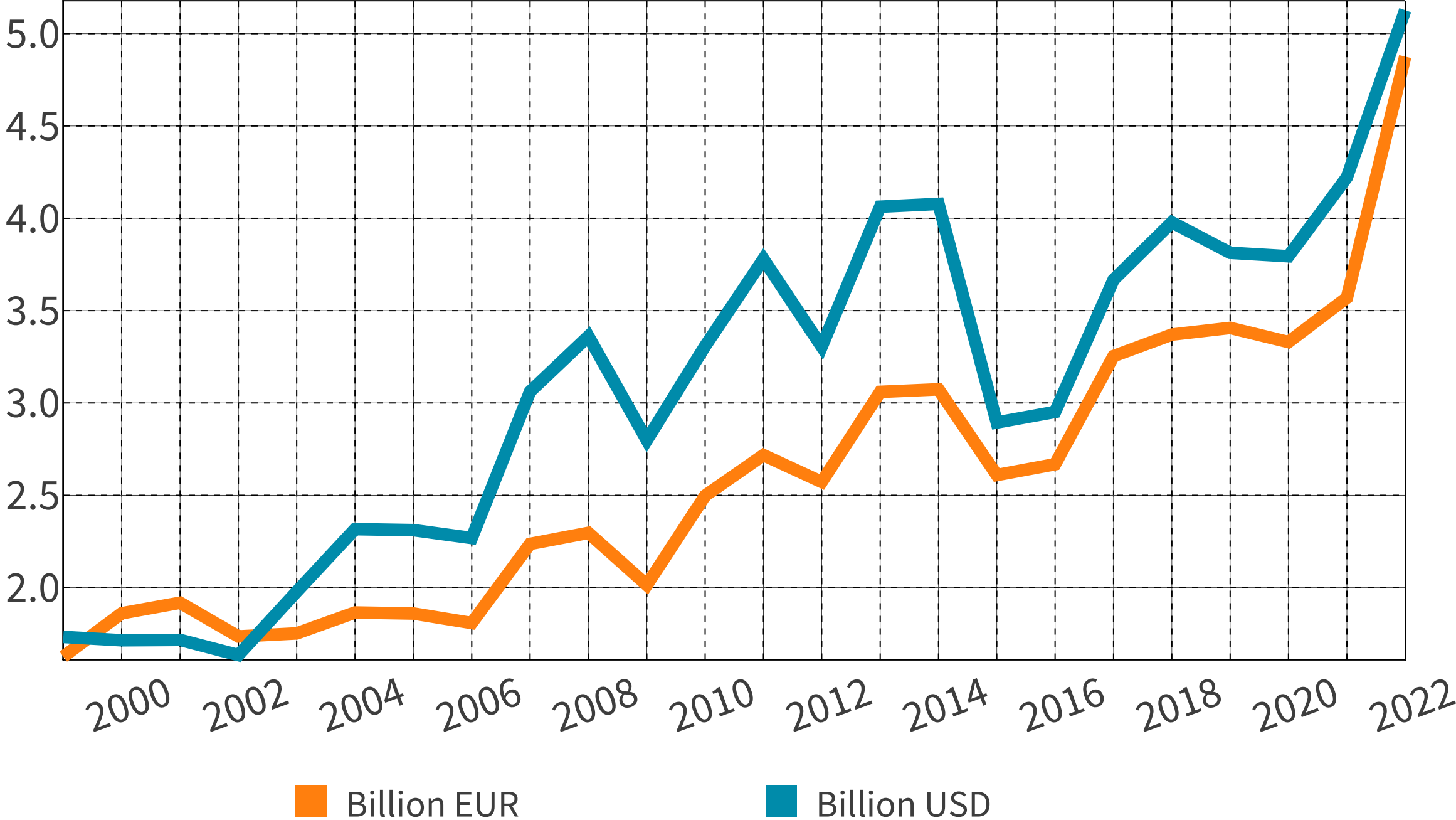
EXPORT 
PLANNING

**Exports
(2022)****4.9** billion EUR**5.1** billion USD**Average prices of
exports (2022)****2.31** EUR/kg**2.42** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+8.8%**CAGR in 2009-2022: **+3.1%**CAGR in 2023-2026: **+10.6%**

Dynamics of Foreign Sales

Exports in Value

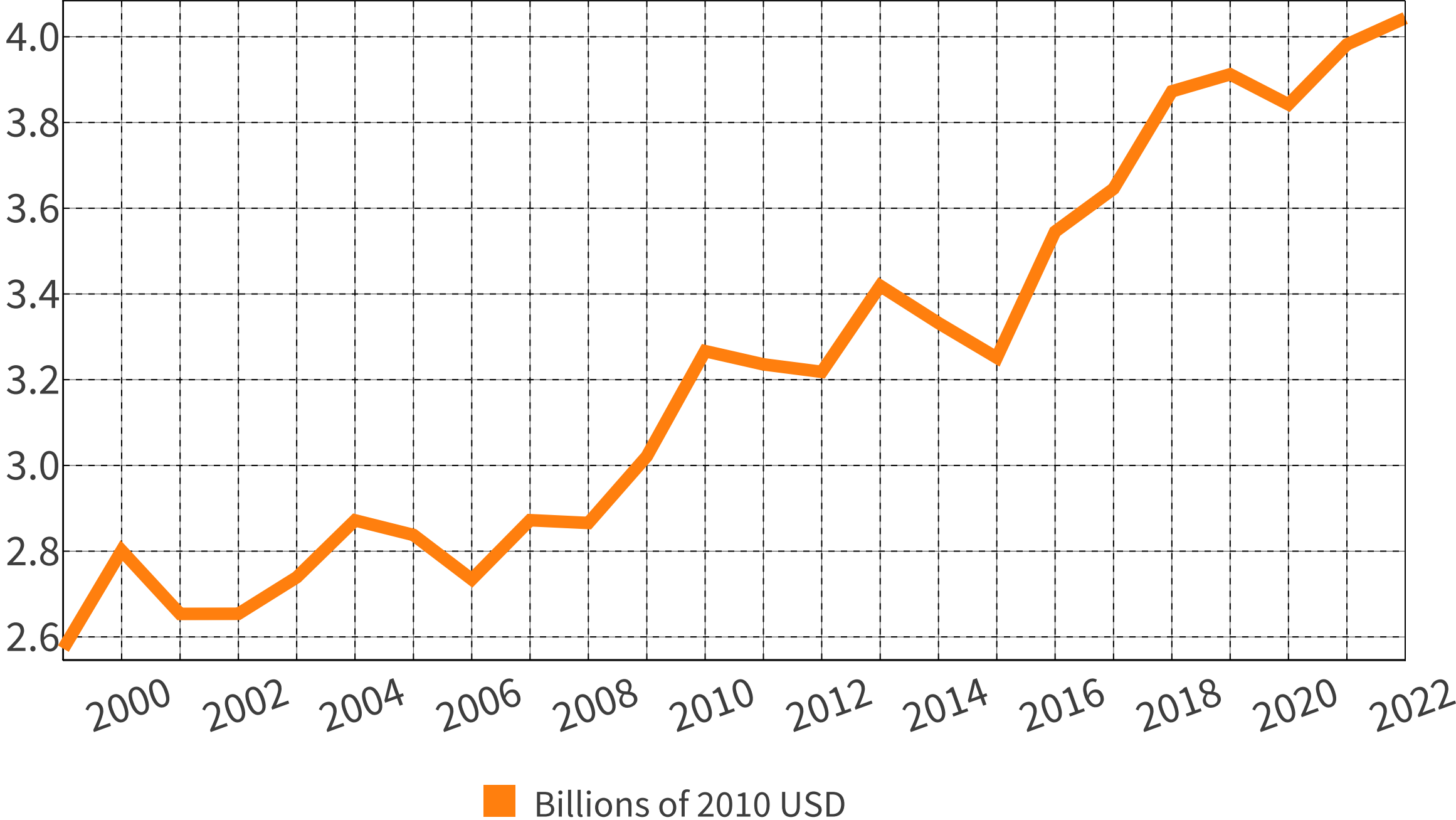
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

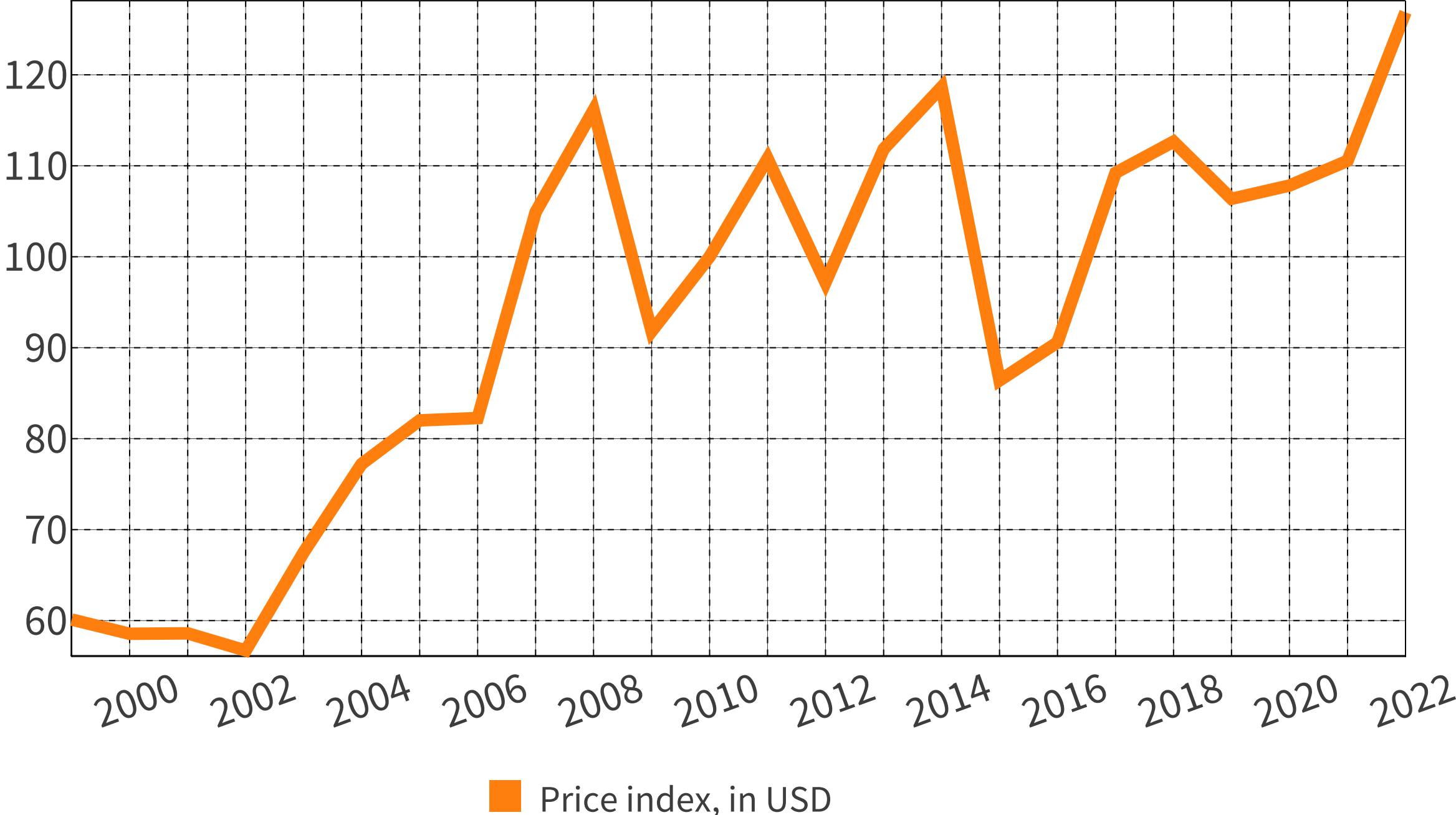
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

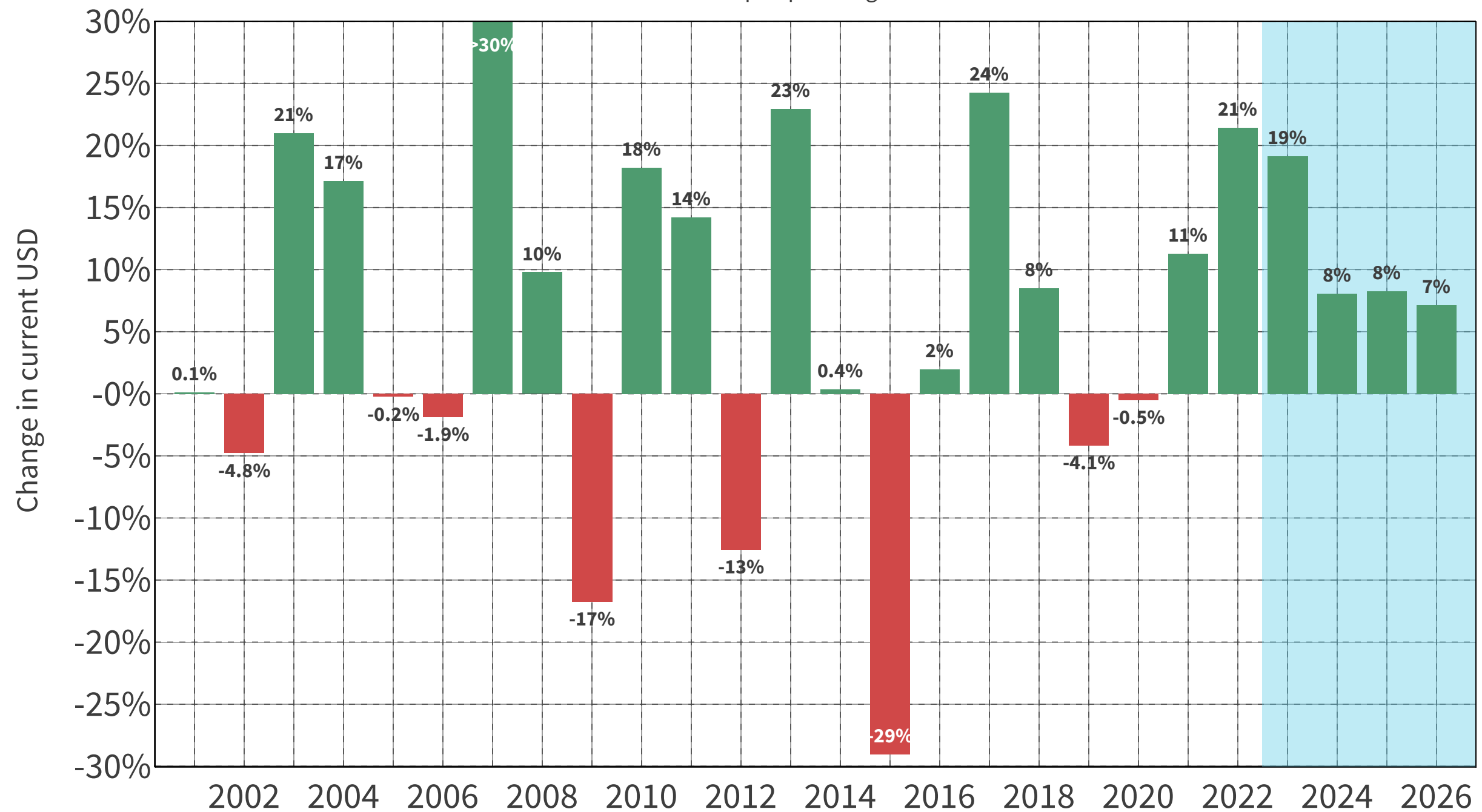
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	2 317	17.1	2 872	4.85	80.7	11.7
2005	2 311	-0.2	2 838	-1.19	81.4	1.0
2006	2 269	-1.9	2 734	-3.65	83.0	1.9
2007	3 061	34.9	2 872	5.04	106.6	28.5
2008	3 361	9.8	2 866	-0.22	117.3	10.0
2009	2 799	-16.7	3 021	5.43	92.6	-21.0
2010	3 308	18.2	3 267	8.12	101.3	9.3
2011	3 779	14.2	3 236	-0.94	116.8	15.3
2012	3 305	-12.5	3 218	-0.54	102.7	-12.1
2013	4 063	22.9	3 419	6.23	118.8	15.7
2014	4 078	0.4	3 332	-2.54	122.4	3.0
2015	2 894	-29.0	3 251	-2.42	89.0	-27.3
2016	2 952	2.0	3 545	9.04	83.3	-6.5
2017	3 667	24.2	3 645	2.82	100.6	20.8
2018	3 978	8.5	3 873	6.24	102.7	2.1
2019	3 813	-4.1	3 912	1.03	97.5	-5.1
2020	3 795	-0.5	3 842	-1.79	98.8	1.3
2021	4 222	11.3	3 982	3.64	106.0	7.4
2022	5 127	21.4	4 044	1.54	126.8	19.6

Source: www.exportplanning.com

Foreign Sales Prospect

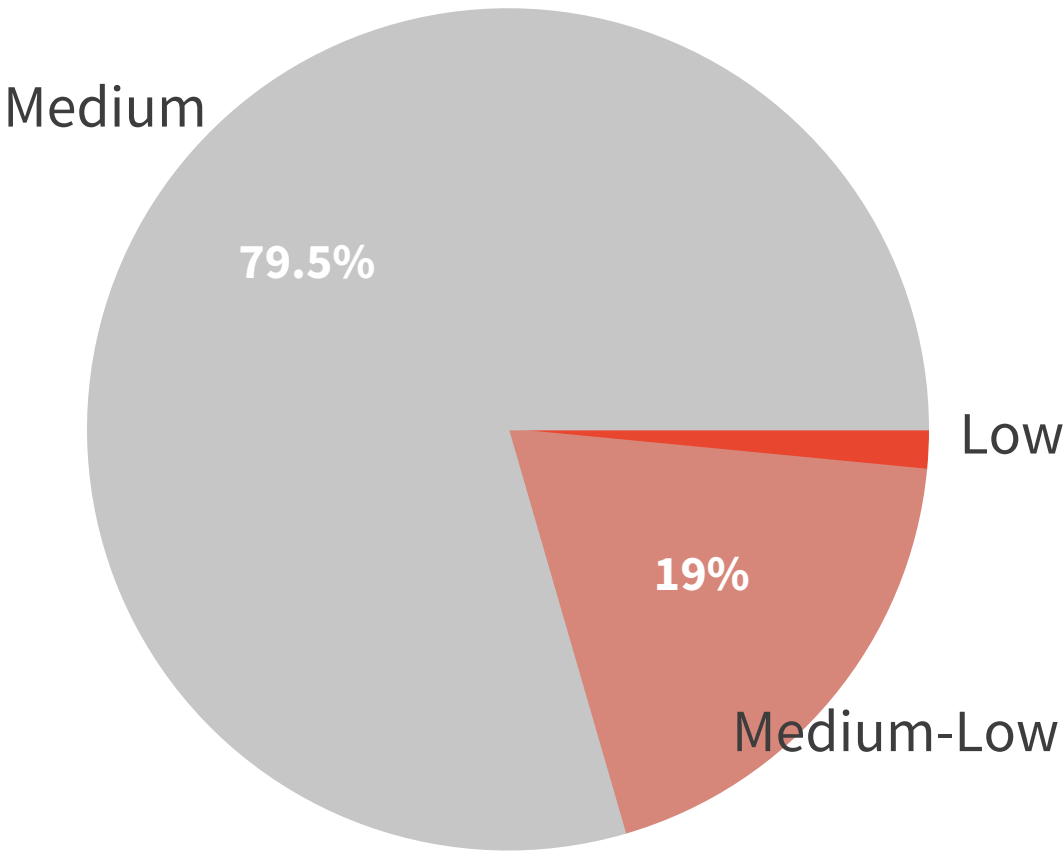
Exports Forecast

Source: www.exportplanning.com

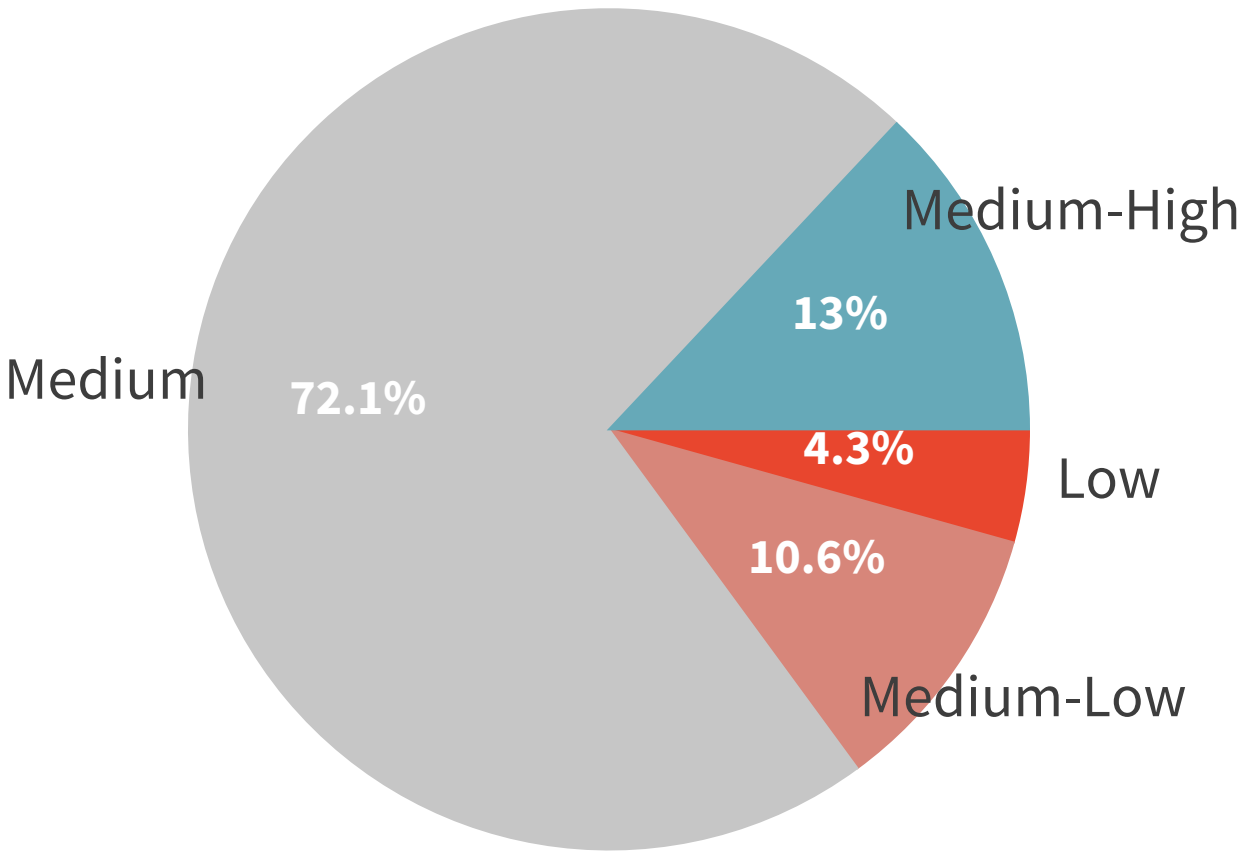


Distribution of Exports by Price Range

Year 2012



Year 2022



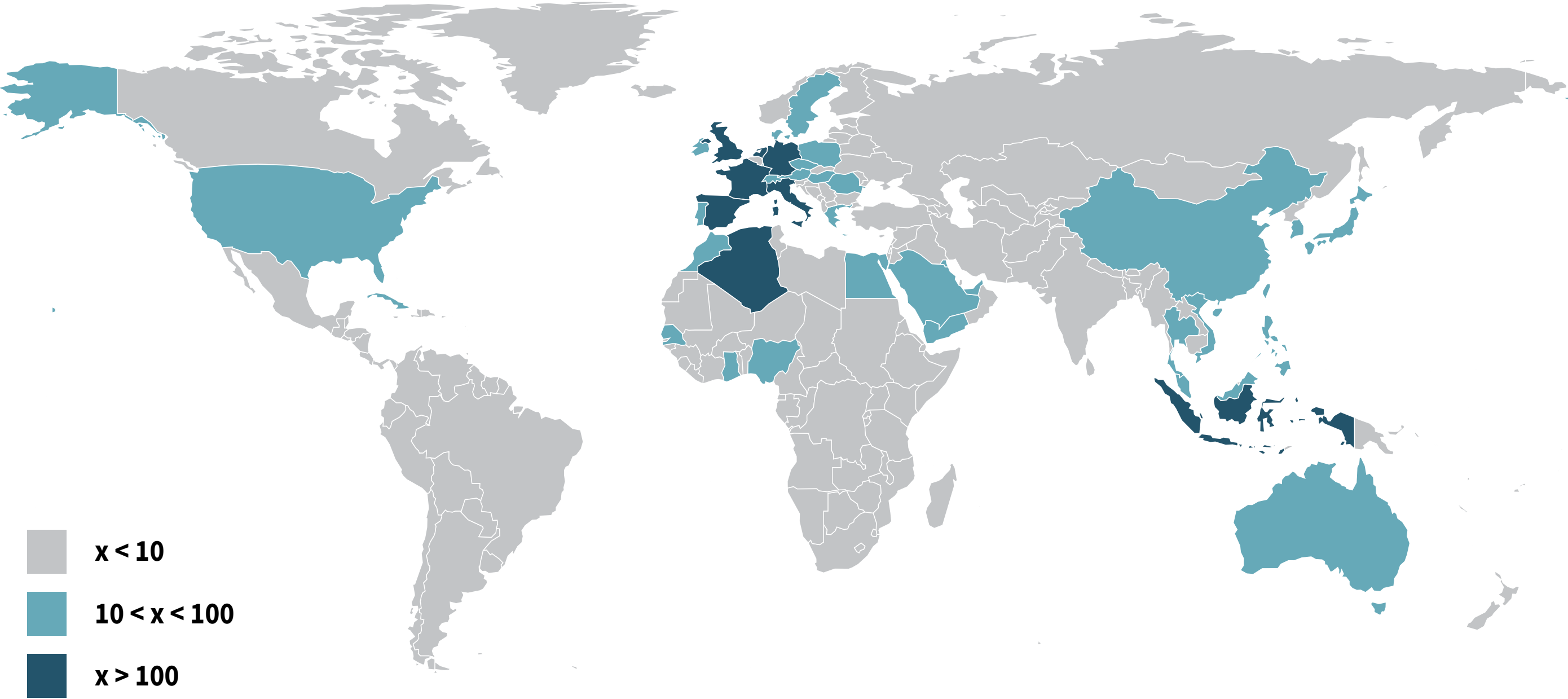
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

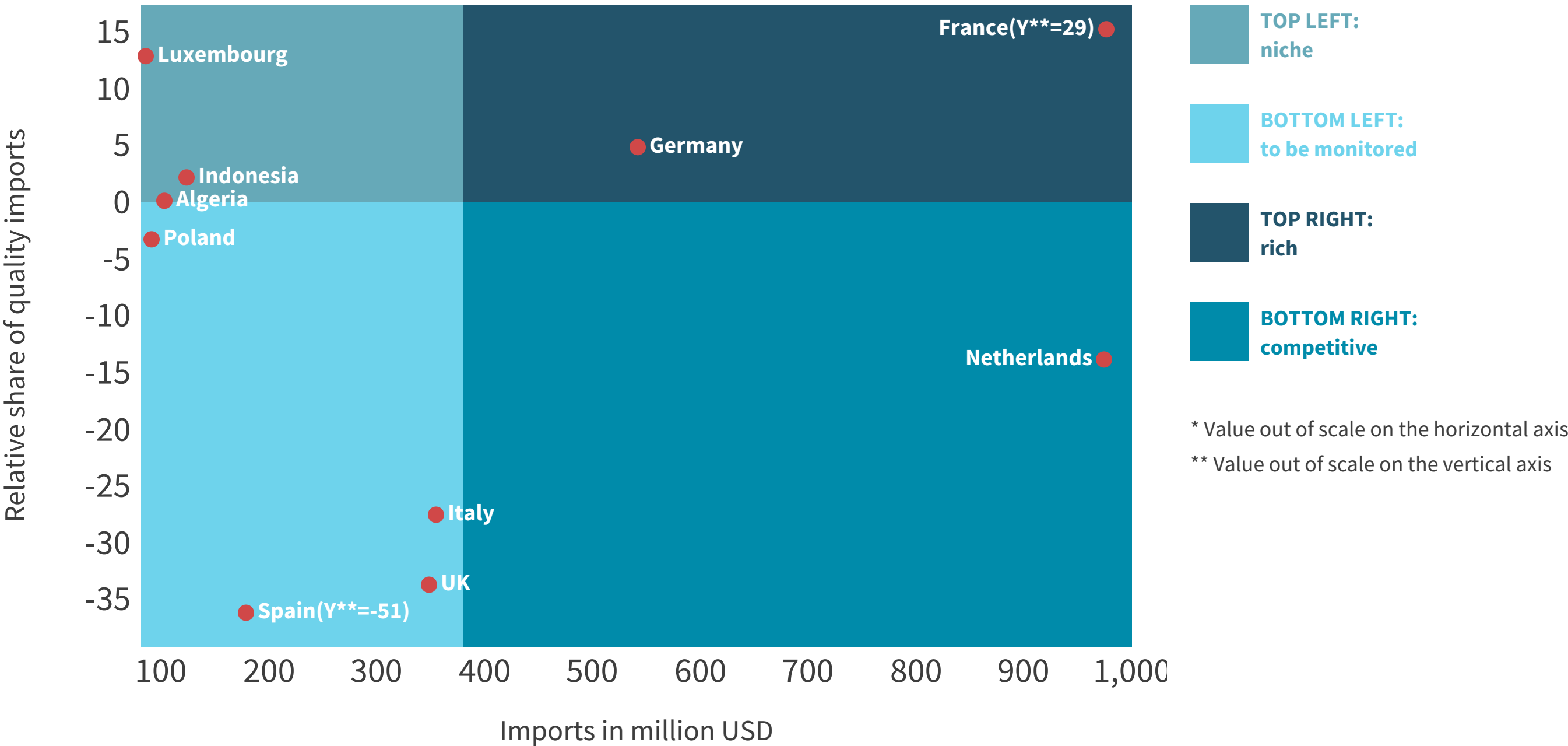
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
France	426	24.9	616	19.3	991	18.1	1 231	16.4
Netherlands	334	19.3	546	19.7	975	18.3	1 358	19.5
Germany	177	6.6	413	6.1	543	5.8	986	7.6
Italy	125	5.5	284	6.0	355	7.3	519	8.4
UK	127	8.3	294	7.6	349	8.6	487	8.8
Spain	39	4.7	70	2.7	179	6.7	275	7.1
Indonesia	7	2.9	16	1.9	125	7.2	105	6.0
Algeria	64	14.5	214	17.4	104	5.2	114	4.2
Poland	1	1.5	5	1.4	92	6.0	151	7.1
Luxembourg	45	64.1	73	18.0	86	17.4	122	15.6
Philippines	7	1.6	2	0.3	84	5.5	99	6.3
China	2	0.8	5	0.8	70	0.9	168	1.8
Greece	7	1.6	40	3.7	50	4.4	57	4.5
Nigeria	5	3.8	10	1.9	40	9.5	20	6.2
Malaysia	3	1.0	4	0.5	40	3.3	40	3.2
Czech Rep.	4	6.4	9	1.7	40	4.6	72	5.9
Yemen	6	7.4	2	0.7	39	19.0	33	20.6
Portugal	13	7.1	28	3.8	38	5.7	63	6.0
Saudi-Ar	2	0.2	24	1.5	36	1.9	59	2.6
Thailand	6	2.7	1	0.2	36	4.3	39	3.7
ROW + SD*	314	.	706	.	854	.	1 660	.
Total	1 715	7.2	3 361	5.6	5 127	5.4	7 658	6.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

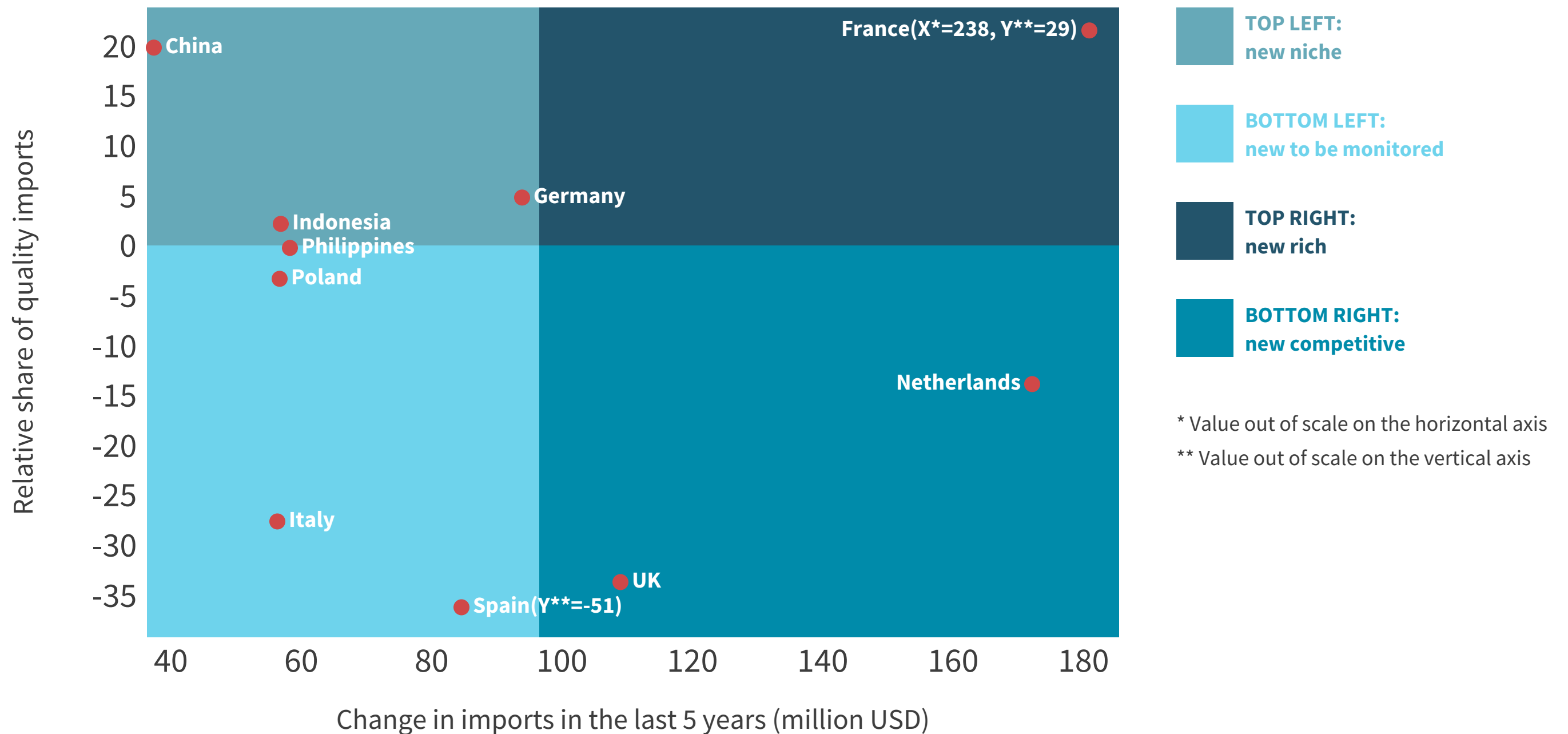
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	771	-12.0	669	-13.2	794	+18.6	1 052	+32.5
Netherlands	834	-13.5	792	-5.1	921	+16.3	996	+8.1
Germany	453	-1.6	478	+5.7	499	+4.3	641	+28.6
Italy	274	-11.4	245	-10.6	248	+1.0	322	+30.0
UK	257	-3.1	247	-3.9	383	+54.8	440	+15.0
Spain	105	-1.5	112	+7.1	127	+12.7	183	+44.7
Indonesia	99	+45.4	75	-23.5	121	+60.8	118	-2.5
Algeria	65	-7.8	145	+122.5	79	-45.5	104	+31.3
Poland	46	+0.1	53	+15.2	66	+24.7	73	+9.9
Luxembourg	78	-10.8	98	+25.2	84	-13.8	88	+4.5
Philippines	71	+113.6	43	-39.5	74	+71.6	80	+8.9
China	66	+25.1	70	+6.1	87	+24.7	82	-6.4
Greece	33	+11.1	31	-7.3	48	+54.7	52	+9.1
Nigeria	34	+70.5	33	-4.1	26	-21.5	40	+54.9
Malaysia	35	+113.2	19	-44.3	19	-2.1	37	+94.7
Czech Rep.	21	-7.5	23	+6.5	26	+15.8	40	+53.0
Yemen	3	+13.0	3	-8.7	19	+527.3	39	+108.6
Portugal	21	-2.0	21	+1.1	26	+23.6	36	+37.1
Saudi-Ar	27	+109.1	33	+21.8	29	-10.7	36	+24.2
Thailand	33	+35.9	31	-5.4	28	-9.4	30	+5.1
Rest of the world	503	+1.7	594	+18.0	544	-8.4	659	+21.0
Total	3 831	-3.9	3 817	-0.4	4 249	+11.3	5 148	+21.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	755	-8.3	648	-14.1	699	+7.8	936	+33.8
Netherlands	828	-8.3	807	-2.6	902	+11.8	955	+5.9
Germany	292	-29.3	259	-11.2	256	-1.5	456	+78.4
Italy	281	-8.7	257	-8.7	306	+19.1	387	+26.5
UK	221	-11.4	212	-4.1	323	+52.3	264	-18.1
Spain	101	+2.7	108	+6.6	133	+22.9	170	+28.0
Indonesia	109	+62.2	63	-42.0	126	+100.2	129	+1.8
Algeria	.	.	.	.	.	.	.	.
Poland	40	-8.5	45	+12.4	70	+57.3	118	+67.9
Luxembourg	78	+55.9	83	+7.1	85	+2.6	86	+0.2
Philippines	41	+184.8	31	-24.2	69	+122.8	88	+26.0
China	38	+15.7	38	-0.3	70	+82.5	59	-16.0
Greece	28	+2.9	25	-10.5	43	+69.9	48	+10.6
Nigeria	25	+76.2	33	+33.4	8	-75.7	.	.
Malaysia	33	+120.5	18	-45.6	21	+17.2	40	+89.8
Czech Rep.	27	-1.5	24	-10.9	24	+1.8	38	+56.5
Yemen	1	-23.4	.	.	.	.	.	.
Portugal	27	+7.0	25	-8.5	34	+36.3	39	+15.1
Saudi-Ar	31	+138.8	32	+5.1	33	+0.3	.	.
Thailand	33	+23.8	31	-5.5	32	+0.8	34	+9.1
Rest of the world	467	+6.7	497	+6.5	482	-3.0	389	-19.2
Total	3 456	-3.7	3 237	-6.3	3 715	+14.8	4 234	+14.0
Total of 2022 sample	3 276	-4.5	3 031	-7.5	3 546	+17.0	4 234	+19.4

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	763	-10.1	661	-13.4	744	+12.6	991	+33.3
Netherlands	830	-11.0	799	-3.7	912	+14.1	975	+7.0
Germany	368	-15.5	363	-1.2	371	+2.3	543	+46.2
Italy	277	-10.1	251	-9.5	276	+9.9	355	+28.9
UK	241	-6.1	232	-3.9	352	+51.6	349	-0.8
Spain	103	+0.1	110	+6.7	131	+18.8	179	+36.5
Indonesia	105	+55.9	69	-33.7	125	+79.6	125	+0.2
Algeria	65	-7.8	145	+122.5	79	-45.5	104	+31.3
Poland	45	=	49	+10.4	68	+36.7	92	+36.4
Luxembourg	77	+12.8	92	+18.9	84	-8.4	86	+2.3
Philippines	56	+127.6	38	-33.0	72	+90.2	84	+16.7
China	52	+22.5	54	+3.5	79	+45.6	70	-10.7
Greece	31	+6.2	28	-9.0	46	+62.2	50	+9.4
Nigeria	30	+70.3	34	+14.6	18	-47.9	40	+124.3
Malaysia	35	+113.7	19	-44.7	20	+6.6	40	+94.9
Czech Rep.	24	-3.3	24	-3.2	25	+7.2	40	+56.8
Yemen	3	+13.0	3	+8.5	19	+527.3	39	+108.6
Portugal	24	+1.9	23	-4.1	30	+31.2	38	+26.5
Saudi-Ar	33	+124.1	34	+3.2	33	-3.9	36	+10.8
Thailand	34	+31.9	32	-5.3	31	-4.4	36	+16.8
ROW + SD*	617	-0.5	733	+18.8	709	-3.2	854	+20.4
Total	3 813	-4.1	3 795	-0.5	4 222	+11.3	5 127	+21.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	1 052	+32.5	936	+33.8	991	+33.3
Netherlands	996	+8.1	955	+5.9	975	+7.0
Germany	641	+28.6	456	+78.4	543	+46.2
Italy	322	+30.0	387	+26.5	355	+28.9
UK	440	+15.0	264	-18.1	349	-0.8
Spain	183	+44.7	170	+28.0	179	+36.5
Indonesia	118	-2.5	129	+1.8	125	+0.2
Algeria	104	+31.3	.	.	104	+31.3
Poland	73	+9.9	118	+67.9	92	+36.4
Luxembourg	88	+4.5	86	+0.2	86	+2.3
Philippines	80	+8.9	88	+26.0	84	+16.7
China	82	-6.4	59	-16.0	70	-10.7
Greece	52	+9.1	48	+10.6	50	+9.4
Nigeria	40	+54.9	.	.	40	+124.3
Malaysia	37	+94.7	40	+89.8	40	+94.9
Czech Rep.	40	+53.0	38	+56.5	40	+56.8
Yemen	39	+108.6	.	.	39	+108.6
Portugal	36	+37.1	39	+15.1	38	+26.5
Saudi-Ar	36	+24.2	.	.	36	+10.8
Thailand	30	+5.1	34	+9.1	36	+16.8
Rest of the world*	659	+21.0	389	-19.2	854	+20.4
Total**	5 148	+21.2	4 234	+19.4	5 127	+21.4

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
France	704	-0.5	643	-8.6	662	+2.8	705	+6.6
Netherlands	840	-6.1	803	-4.5	880	+9.7	844	-4.2
Germany	365	-12.9	368	+0.8	348	-5.5	455	+30.9
Italy	304	+0.6	282	-7.2	284	+0.8	301	+5.8
UK	260	-0.9	248	-4.7	337	+35.9	300	-11.1
Spain	108	+4.2	115	+7.0	135	+17.4	146	+7.7
Indonesia	122	+37.7	73	-40.6	116	+59.3	89	-23.5
Algeria	77	-30.0	156	+101.7	75	-51.8	77	+1.8
Poland	55	+3.7	61	+10.4	80	+31.2	81	+1.3
Luxembourg	57	+4.5	71	+24.6	68	-3.9	60	-12.4
Philippines	71	+109.5	39	-44.3	66	+67.0	58	-11.6
China	39	+34.1	42	+6.2	55	+31.3	42	-22.3
Greece	33	+15.1	30	-9.5	44	+45.7	42	-4.5
Nigeria	37	+49.6	33	-11.1	15	-55.0	24	+60.9
Malaysia	45	+128.4	17	-61.7	16	-8.5	29	+82.7
Czech Rep.	25	+13.7	26	+3.2	25	-3.8	33	+33.3
Yemen	3	-8.3	4	+13.3	19	+445.3	27	+41.7
Portugal	26	+12.9	24	-5.2	31	+27.9	32	+1.8
Saudi-Ar	37	+138.0	33	-11.0	29	-11.5	26	-11.8
Thailand	42	+17.9	35	-17.2	30	-14.5	30	-0.1
ROW + SD*	661	+3.2	739	+11.9	667	-9.8	644	-3.4
Total	3 912	+1.0	3 842	-1.8	3 982	+3.6	4 044	+1.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
France	108.4	-9.6	102.7	-5.3	112.5	+9.5	140.6	+25.0
Netherlands	98.7	-5.3	99.6	+0.9	103.5	+4.0	115.6	+11.6
Germany	100.6	-3.0	98.6	-2.0	106.8	+8.3	119.3	+11.7
Italy	91.1	-10.6	88.8	-2.5	96.9	+9.0	117.9	+21.8
UK	92.8	-5.3	93.7	+0.9	104.4	+11.5	116.5	+11.6
Spain	95.9	-3.9	95.6	-0.3	96.7	+1.2	122.6	+26.7
Indonesia	85.5	+13.2	95.4	+11.5	107.5	+12.8	140.8	+31.0
Algeria	84.4	+31.7	93.1	+10.3	105.3	+13.1	135.9	+29.0
Poland	80.9	-3.5	80.9	=	84.3	+4.2	113.6	+34.7
Luxembourg	136.0	+8.0	129.8	-4.5	123.7	-4.7	144.4	+16.7
Philippines	79.8	+8.6	95.9	+20.2	109.2	+13.9	144.1	+31.9
China	132.9	-8.6	129.6	-2.5	143.7	+10.9	165.2	+15.0
Greece	92.7	-7.7	93.3	+0.6	103.9	+11.3	119.0	+14.5
Nigeria	80.8	+13.8	104.1	+28.9	120.5	+15.7	168.0	+39.4
Malaysia	76.4	-6.4	110.4	+44.6	128.7	+16.5	137.3	+6.7
Czech Rep.	97.7	-14.9	91.6	-6.2	102.2	+11.5	120.1	+17.6
Yemen	87.4	+23.1	83.8	-4.2	96.4	+15.0	141.9	+47.2
Portugal	93.9	-9.8	94.9	+1.1	97.3	+2.5	120.9	+24.3
Saudi-Ar	89.8	-5.8	104.1	+16.0	113.1	+8.6	142.0	+25.5
Thailand	81.0	+11.8	92.5	+14.3	103.4	+11.7	120.9	+16.9
ROW + SD*	93.3	-3.6	99.1	+6.2	106.3	+7.3	132.7	+24.7
Total	97.5	-5.1	98.8	+1.3	106.0	+7.4	126.8	+19.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Czech Republic**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

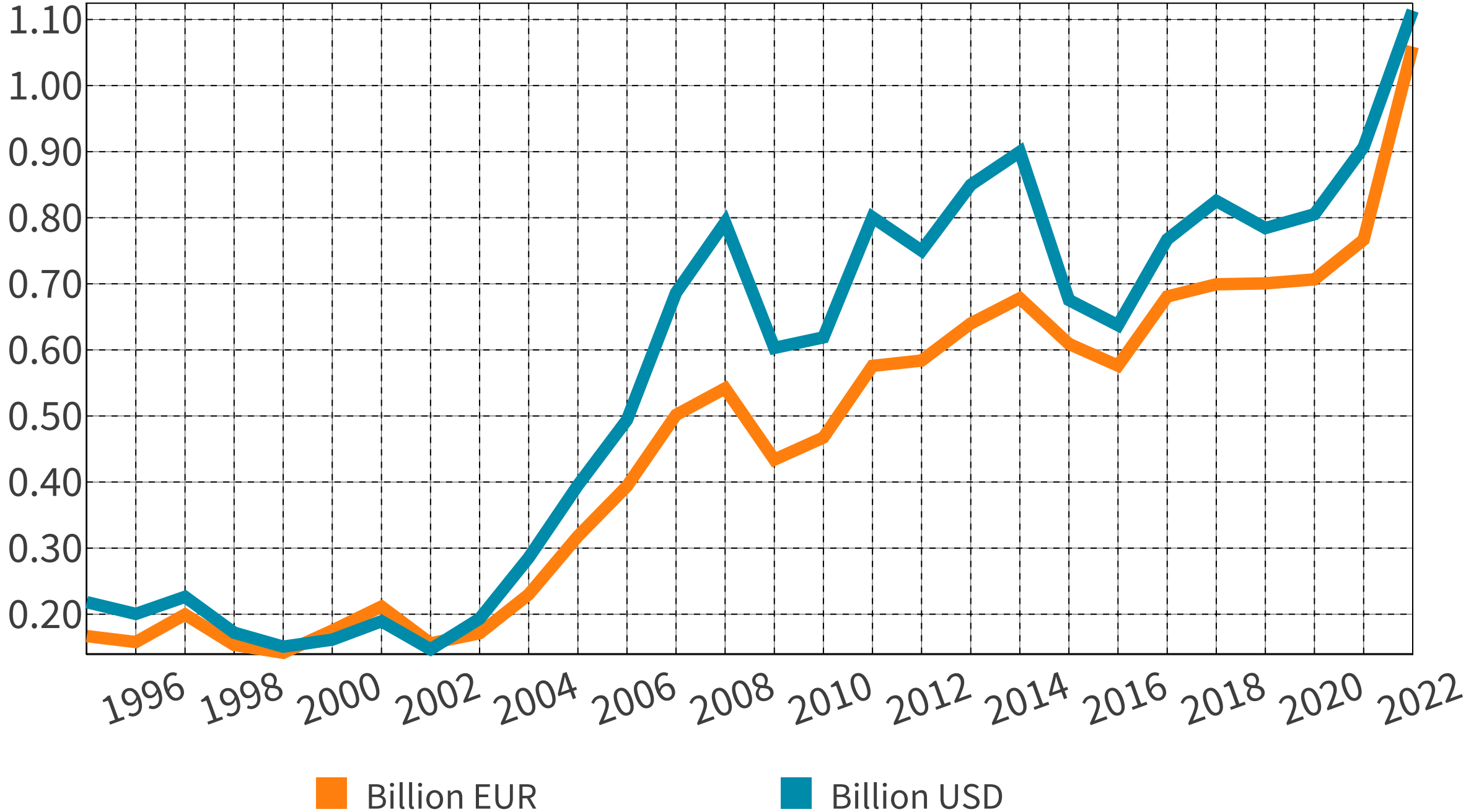
EXPORT 
PLANNING

**Exports
(2022)****1.1** billion EUR**1.1** billion USD**Average prices of
exports (2022)****1.08** EUR/kg**1.14** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+22.0%**CAGR in 2009-2022: **+2.5%**CAGR in 2023-2026: **+11.4%**

Dynamics of Foreign Sales

Exports in Value

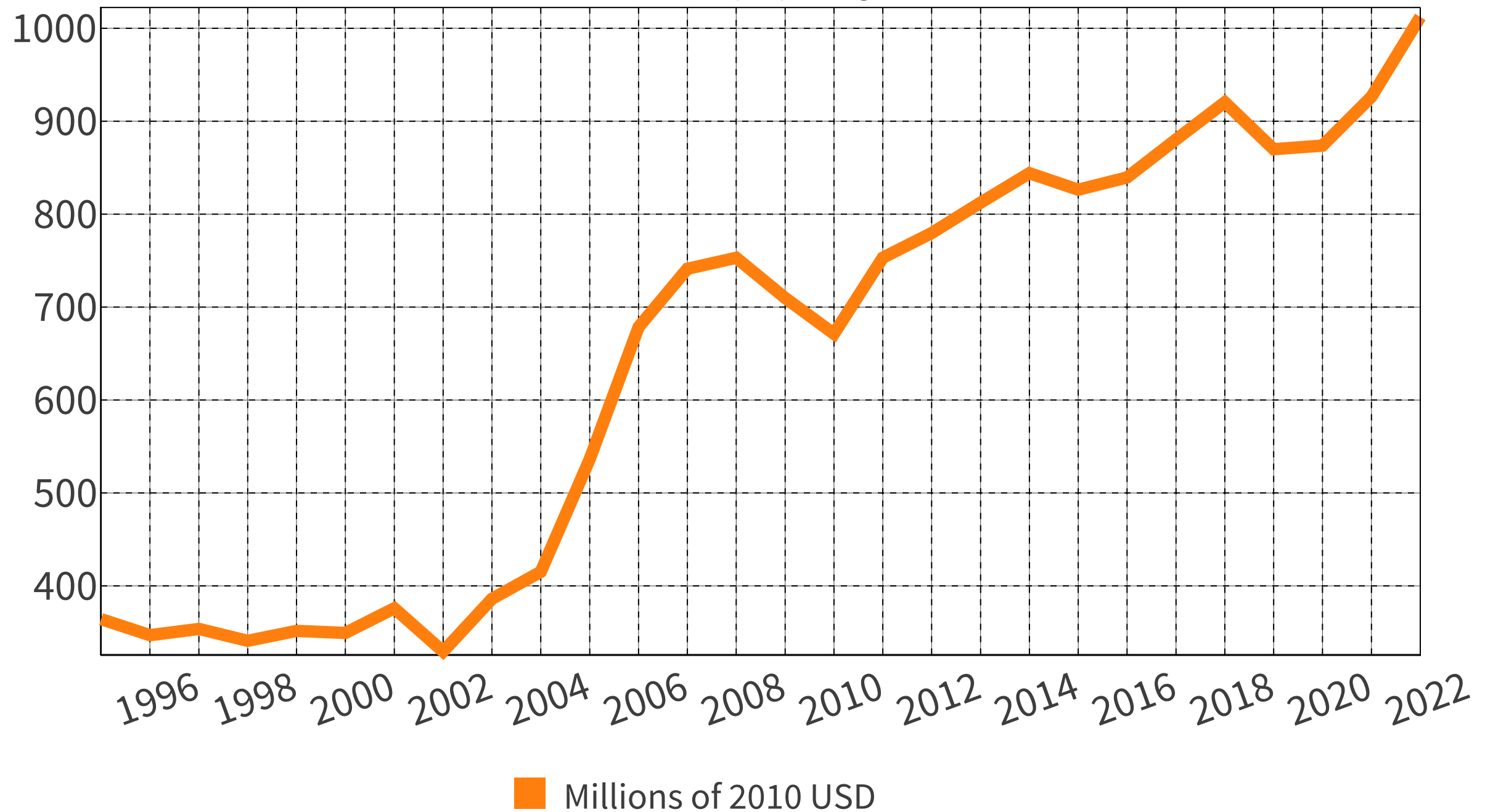
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

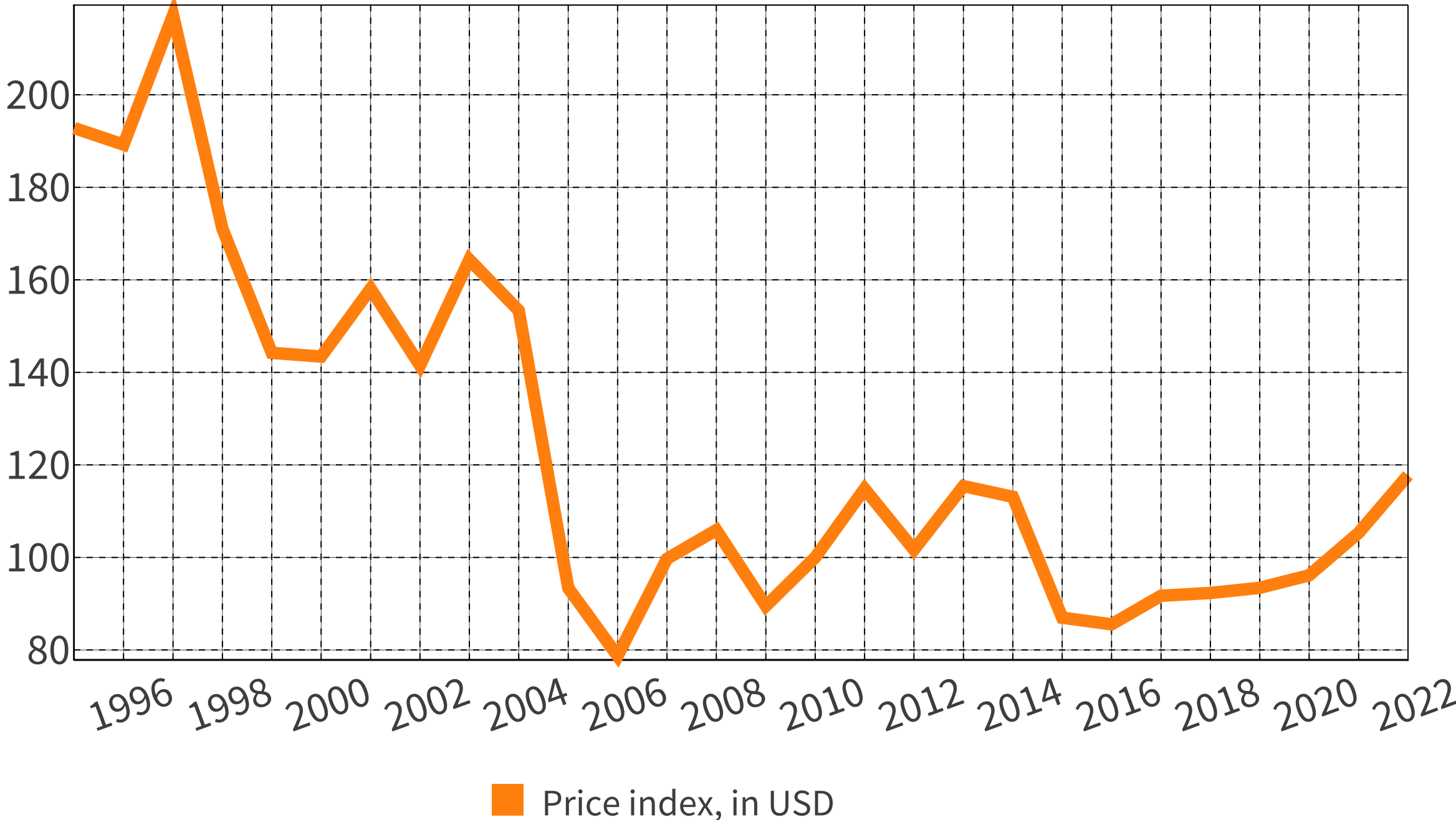
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

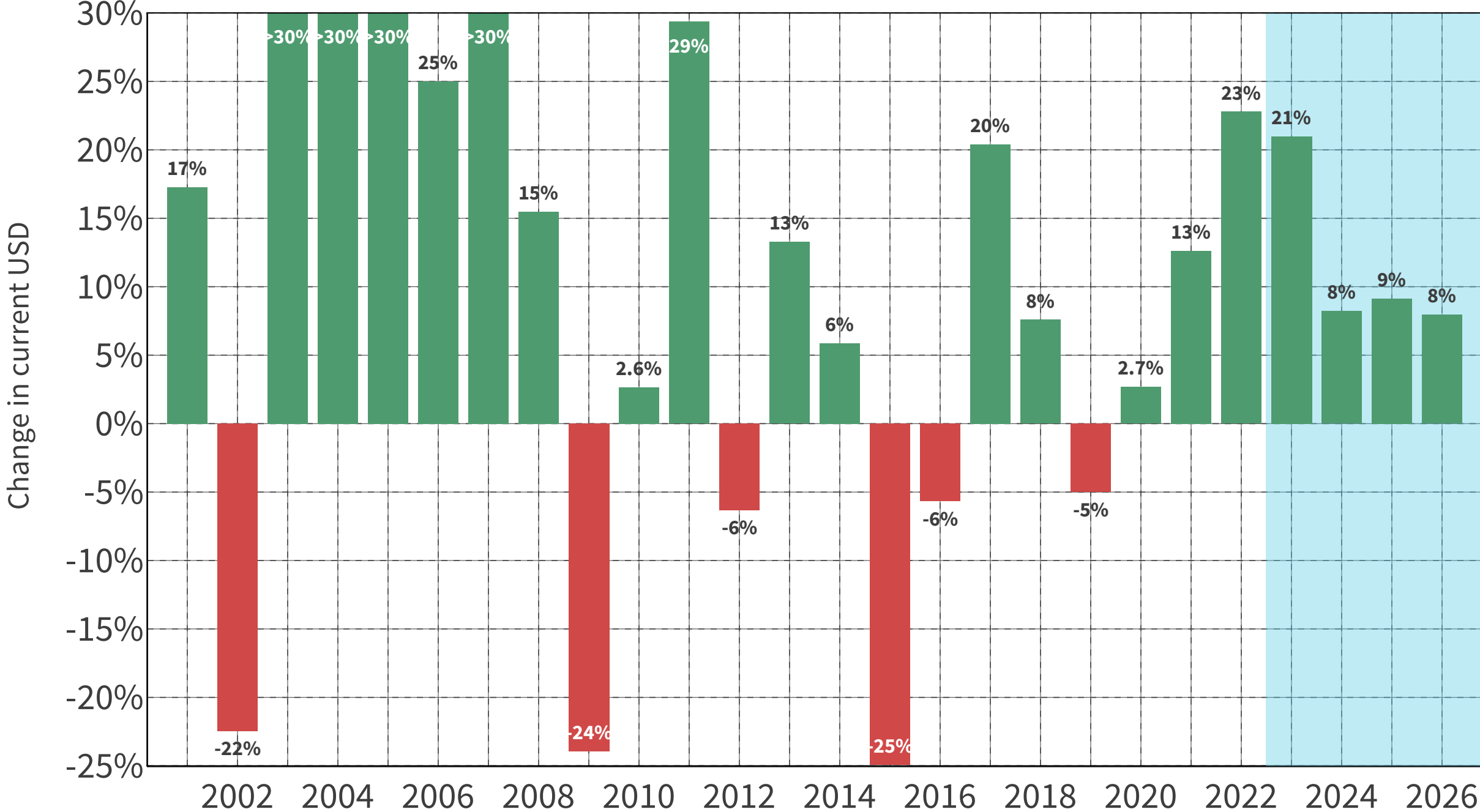
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	286	47.8	415	7.5	68.8	37.5
2005	395	38.4	536	29.2	73.7	7.1
2006	494	25.0	678	26.5	72.8	-1.2
2007	687	39.0	741	9.3	92.6	27.2
2008	793	15.5	753	1.6	105.3	13.7
2009	603	-23.9	710	-5.7	84.9	-19.3
2010	619	2.6	671	-5.4	92.2	8.5
2011	801	29.4	753	12.2	106.3	15.3
2012	750	-6.3	780	3.5	96.2	-9.5
2013	850	13.3	812	4.2	104.6	8.7
2014	900	5.9	844	3.9	106.6	1.9
2015	676	-24.9	826	-2.1	81.7	-23.3
2016	637	-5.7	839	1.6	75.9	-7.1
2017	767	20.4	880	4.9	87.2	14.8
2018	825	7.6	920	4.5	89.7	2.9
2019	784	-5.0	870	-5.5	90.2	0.5
2020	805	2.7	874	0.4	92.2	2.2
2021	907	12.6	926	6.0	97.9	6.2
2022	1 114	22.8	1 012	9.3	110.0	12.4

Source: www.exportplanning.com

Foreign Sales Prospect

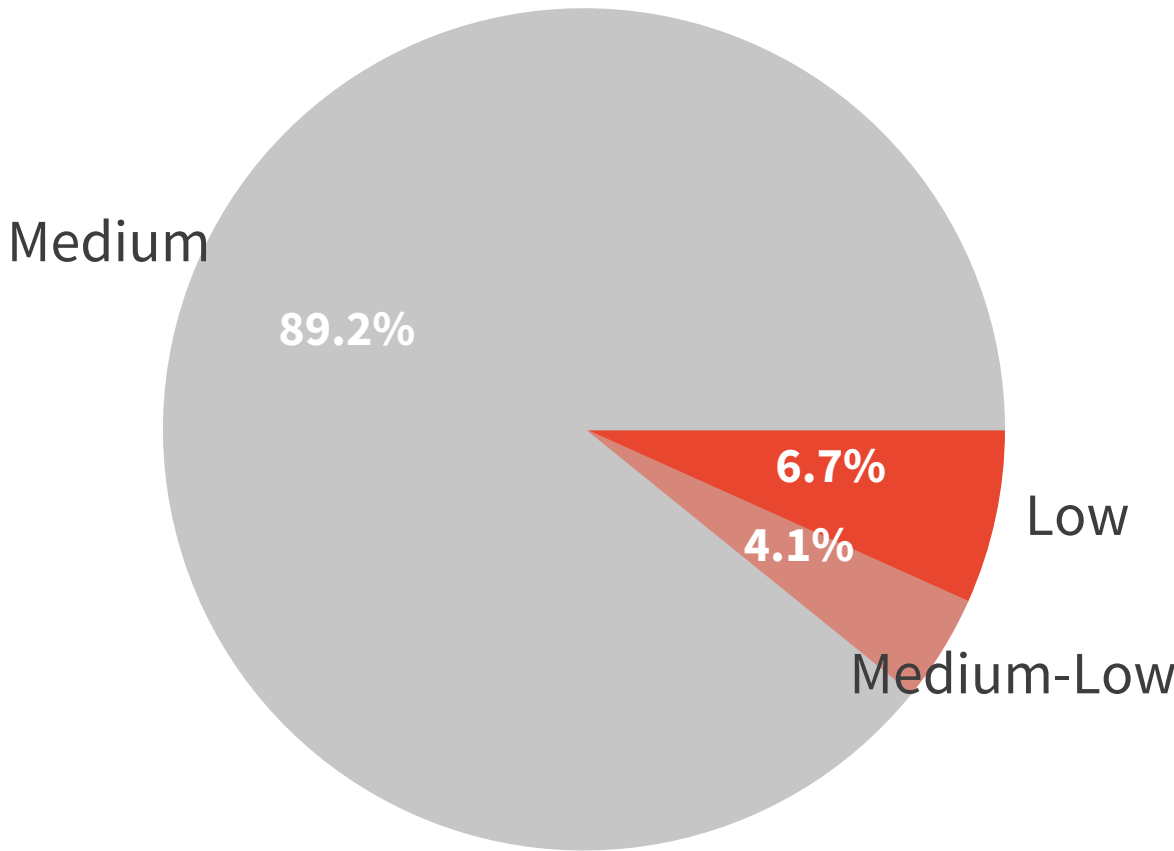
Exports Forecast

Source: www.exportplanning.com

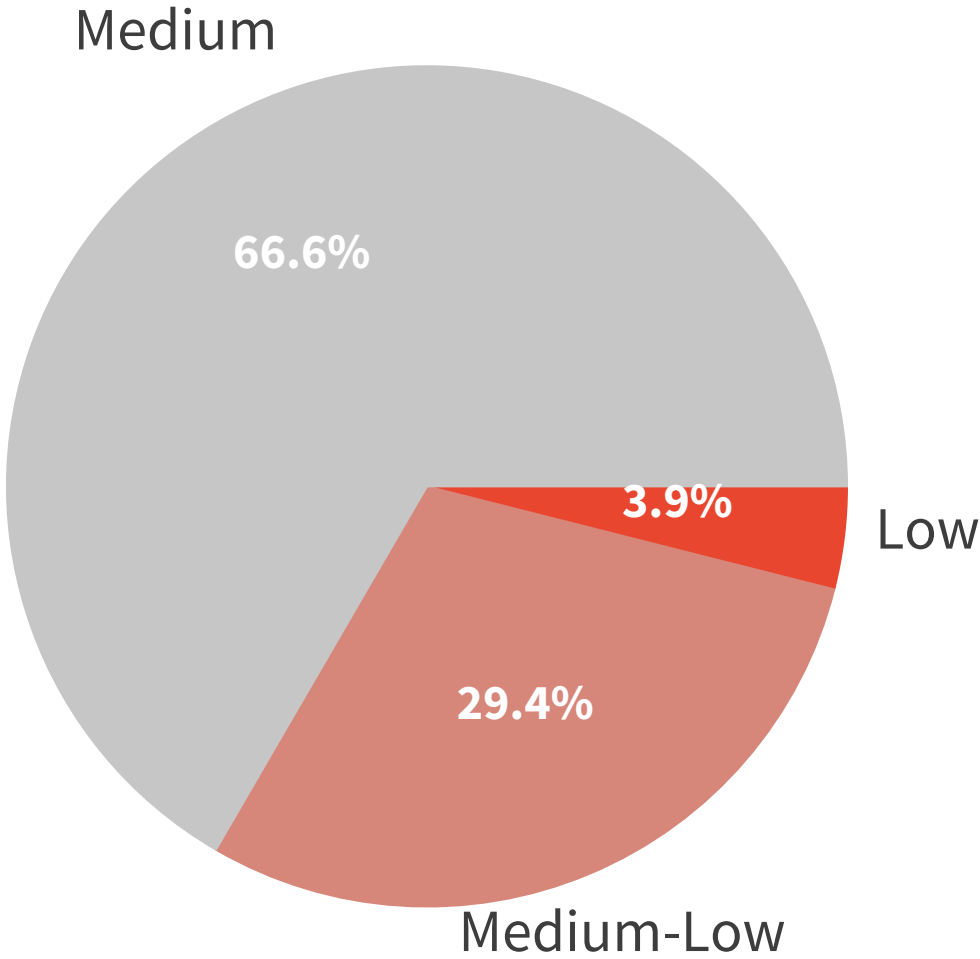


Distribution of Exports by Price Range

Year 2012



Year 2022



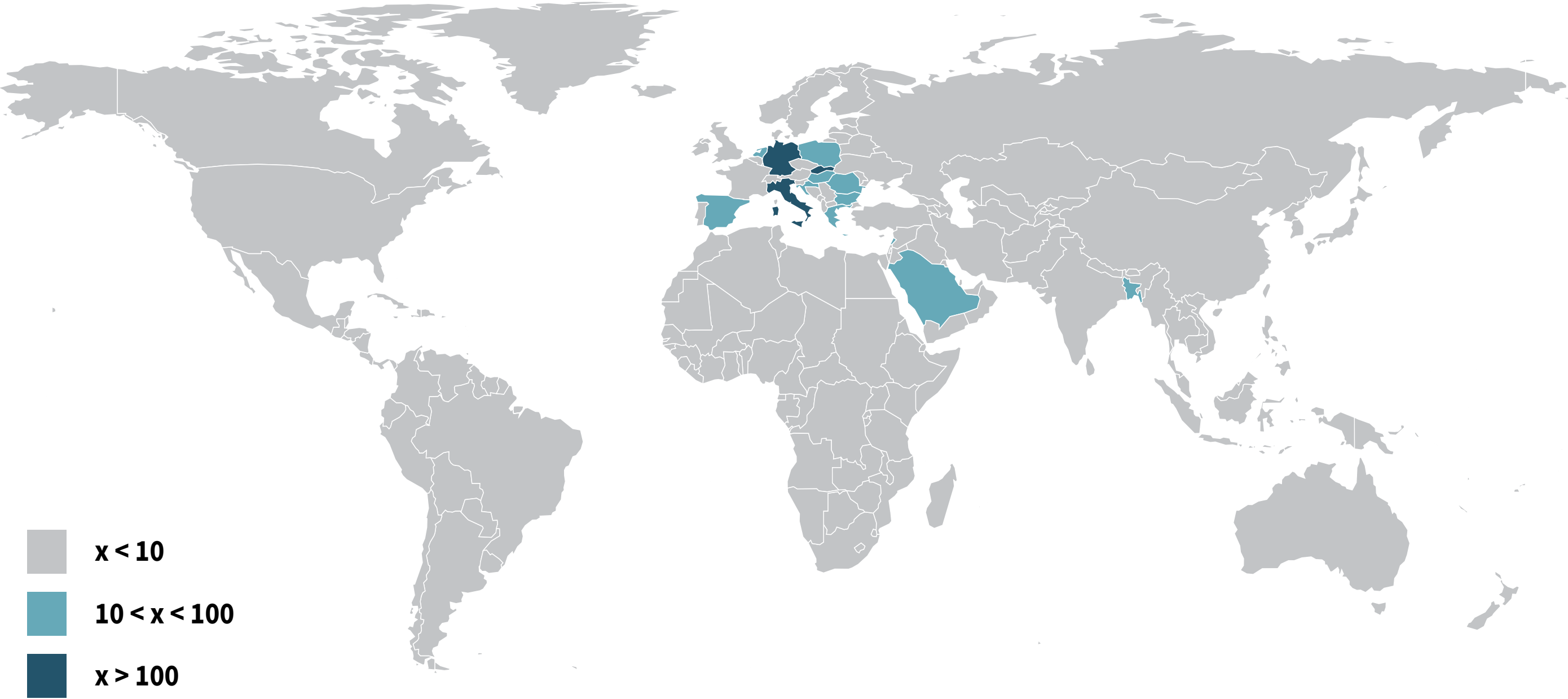
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

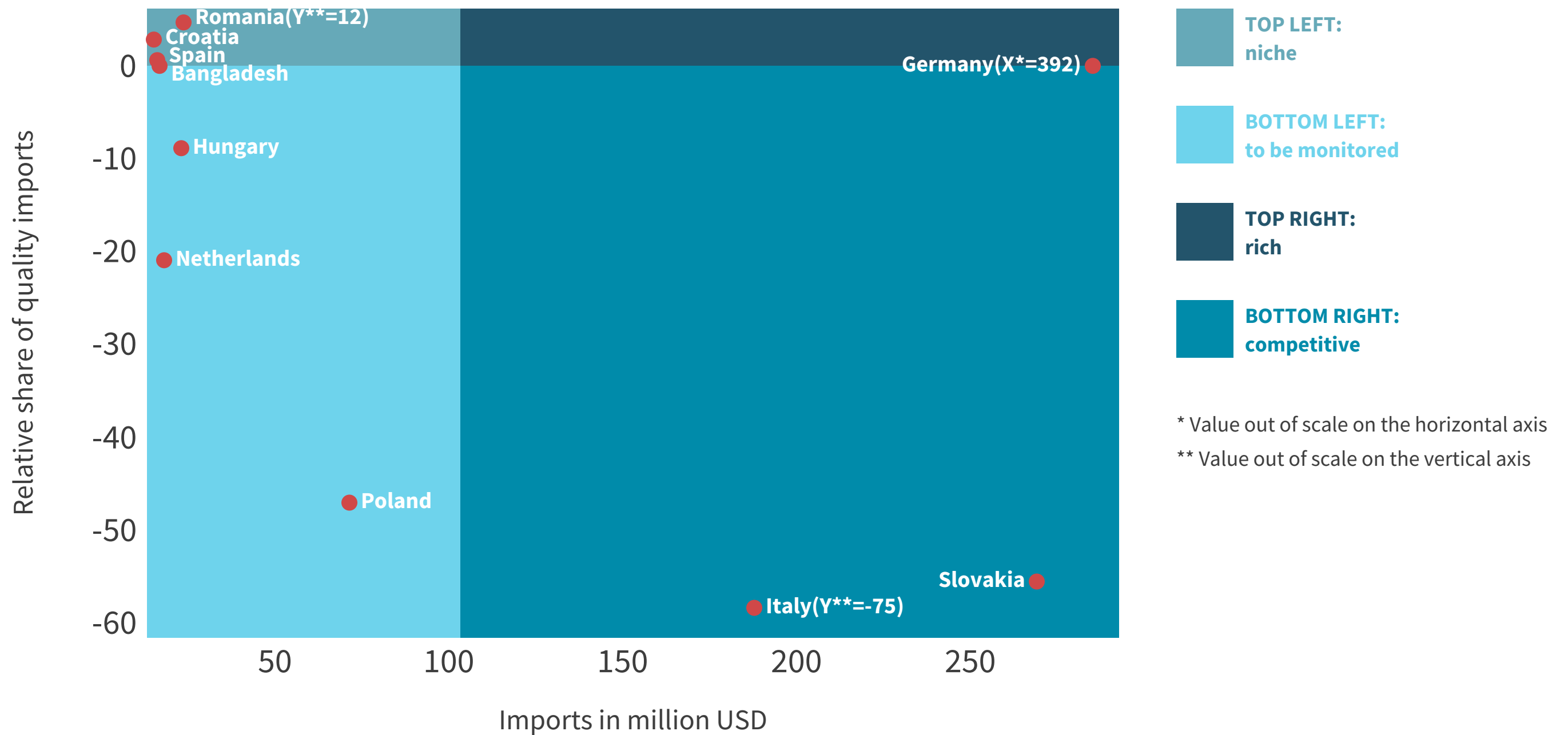
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	9.5	0.4	296.3	4.4	392	4.2	590	4.6
Slovakia	15.9	62.2	150.9	51.2	270	39.2	319	40.2
Italy	0.2	<0.1	71.4	1.5	188	3.9	270	4.4
Poland	16.0	17.0	23.7	7.0	72	4.7	122	5.7
Romania	1.0	4.2	7.5	3.2	24	2.6	35	2.7
Hungary	1.9	4.8	37.9	10.6	23	4.5	43	5.6
Netherlands	14.1	0.8	12.3	0.4	18	0.3	37	0.5
Bangladesh	0.1	0.1	0.3	0.1	17	3.2	31	5.6
Spain	6.4	0.8	1.1	<0.1	16	0.6	28	0.7
Croatia	8.1	16.6	11.2	8.8	15	3.8	15	3.0
Bulgaria	0.4	2.9	10.6	8.8	12	3.4	15	3.2
Greece	<0.1	<0.1	1.8	0.2	12	1.0	17	1.3
Lebanon	31.3	21.1	18.2	6.3	11	5.7	<1	<0.1
Saudi-Ar	3.8	0.6	11.7	0.7	10	0.5	15	0.7
UAE	3.4	1.4	8.2	1.0	10	0.6	10	0.5
France	5.6	0.3	5.5	0.2	7	0.1	16	0.2
Austria	2.6	1.0	14.0	1.8	7	0.7	22	1.4
Thailand	12.1	5.0	10.3	2.1	7	0.8	8	0.8
Serbia	<0.1	<0.1	5.0	9.2	7	3.4	4	1.5
Denmark	0.2	0.1	3.2	0.5	7	0.7	16	1.3
ROW + SD*	28.9	.	91.9	.	-10	.	104	.
Total	161.5	0.7	792.8	1.3	1 114	1.2	1 717	1.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

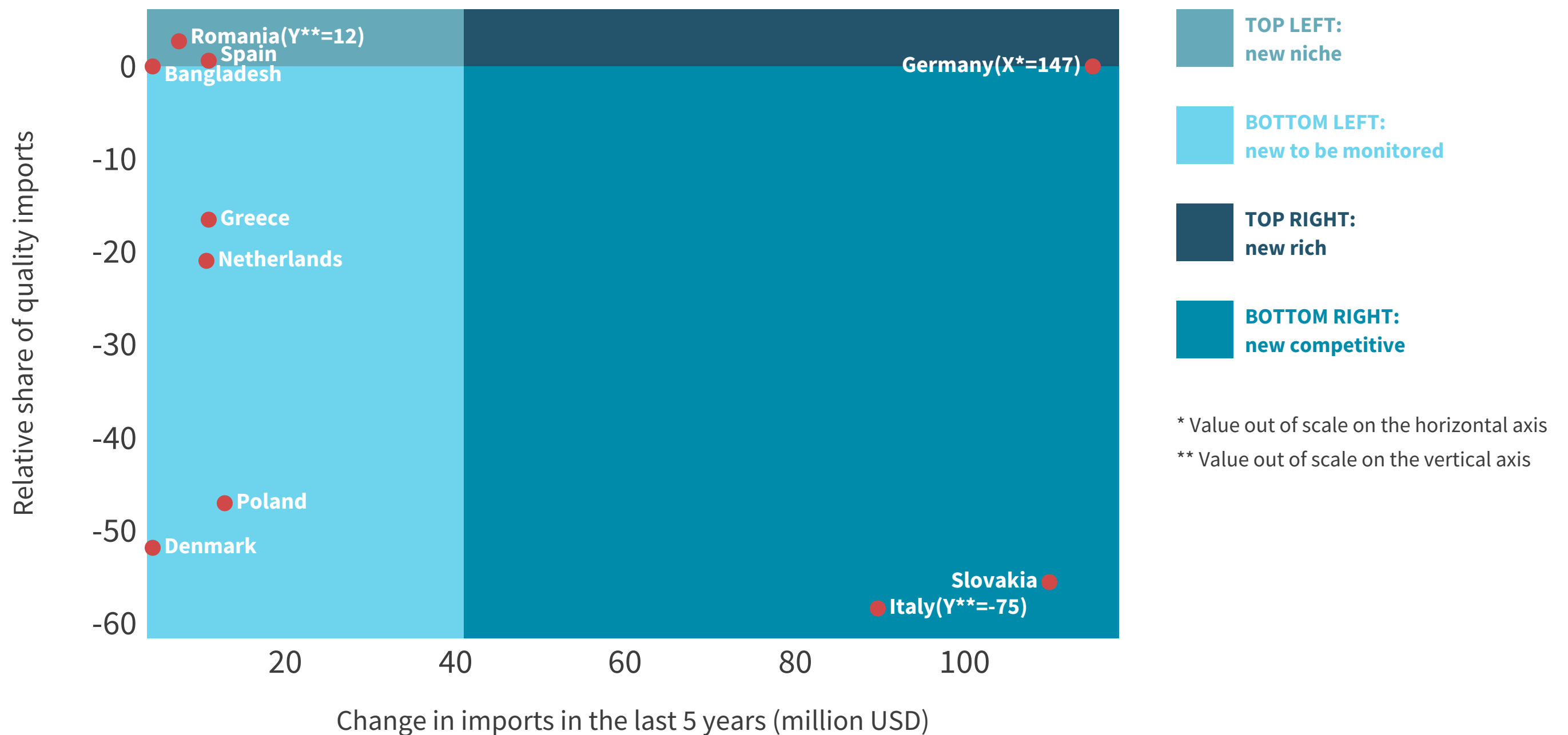
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	269.4	-9.3	286.8	+6.5	321.2	+12.0	396	+23.2
Slovakia	170.3	+1.5	169.4	-0.6	178.5	+5.4	212	+18.6
Italy	124.9	+12.8	120.1	-3.8	142.7	+18.7	181	+26.6
Poland	60.4	-9.9	56.2	-6.9	57.5	+2.4	75	+29.6
Romania	11.2	-4.5	17.3	+53.6	18.5	+7.1	25	+34.9
Hungary	21.7	-16.9	21.3	-1.7	23.1	+8.5	24	+4.4
Netherlands	4.0	-58.4	6.0	+47.7	8.4	+40.8	17	+97.6
Bangladesh	18.4	+20.5	16.0	-13.0	17.6	+10.0	17	-3.3
Spain	6.5	-16.6	7.4	+14.3	12.1	+63.5	15	+25.8
Croatia	10.5	-3.6	10.6	+1.1	12.1	+14.7	14	+12.2
Bulgaria	6.7	-29.6	5.5	-18.0	6.0	+8.2	12	+105.5
Greece	4.2	-7.1	4.9	+17.1	9.5	+95.1	12	+31.3
Lebanon	14.4	-2.1	9.4	-34.7	7.9	-16.4	11	+40.8
Saudi-Ar	7.1	+15.1	7.6	+6.8	9.7	+28.0	10	+4.5
UAE	7.8	-1.6	6.3	-18.9	7.9	+24.0	10	+21.3
France	7.9	-37.2	9.9	+24.6	6.8	-31.0	8	+17.2
Austria	1.7	-46.1	3.3	+92.0	3.7	+10.4	11	+206.2
Thailand	4.3	-15.3	4.9	+13.7	5.0	+3.4	7	+46.5
Serbia	3.0	-13.1	4.1	+35.2	4.4	+7.7	6	+36.6
Denmark	2.8	+4.3	4.6	+63.3	6.8	+48.5	7	+2.1
Rest of the world	27.1	-13.5	33.8	+24.5	47.5	+40.6	44	-6.5
Total	784.3	-5.0	805.3	+2.7	906.9	+12.6	1 114	+22.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	261.4	-9.1	282.5	+8.1	327.5	+15.9	388	+18.5
Slovakia	160.2	+4.8	168.8	+5.4	182.2	+7.9	333	+82.5
Italy	127.7	+14.5	123.1	-3.6	151.5	+23.0	195	+28.5
Poland	64.9	-2.7	51.5	-20.6	57.9	+12.4	67	+16.1
Romania	14.2	-3.4	14.3	+0.9	17.8	+24.7	22	+24.8
Hungary	26.2	+4.4	21.8	-16.8	19.8	-9.1	22	+10.5
Netherlands	4.5	-44.3	7.0	+57.2	12.4	+76.2	18	+47.5
Bangladesh	.	.	.	.	.	.	.	.
Spain	6.2	-15.5	7.5	+19.8	11.2	+50.2	15	+37.0
Croatia	10.6	-10.1	11.7	+10.3	13.0	+11.1	16	+24.1
Bulgaria	6.7	-14.0	5.9	-11.0	6.2	+4.7	12	+85.5
Greece	4.1	-8.4	4.7	+14.0	5.8	+23.6	11	+82.2
Lebanon	14.4	-13.8	8.7	-39.7	9.3	+7.4	11	+16.6
Saudi-Ar	8.9	+14.7	7.1	-19.7	10.3	+44.3	.	.
UAE	6.9	-15.4	6.6	-5.4	7.3	+10.8	.	.
France	6.4	-31.6	9.5	+47.0	5.7	-39.8	6	-2.2
Austria	2.1	-37.4	3.4	+58.5	3.7	+9.1	4	+9.4
Thailand	3.9	-32.3	4.9	+26.8	5.3	+8.1	7	+28.9
Serbia	2.2	-39.1	3.1	+41.4	4.2	+36.9	7	+74.6
Denmark	3.7	+14.5	5.8	+57.5	5.2	-10.9	7	+26.8
Rest of the world	29.2	-5.7	31.1	+6.3	47.2	+52.0	42	-10.1
Total	764.3	-2.8	779.0	+1.9	903.5	+16.0	1 182	+30.9
Total of 2022 sample	744.2	-3.1	761.5	+2.3	882.2	+15.8	1 182	+34.0

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	265.2	-9.2	284.5	+7.3	324.8	+14.1	392	+20.7
Slovakia	165.8	+3.2	169.2	+2.1	180.3	+6.6	270	+49.5
Italy	126.7	+13.2	121.8	-3.9	147.7	+21.3	188	+27.3
Poland	62.7	-6.3	54.0	-13.8	58.1	+7.5	72	+23.1
Romania	12.8	-3.8	15.7	+23.0	18.2	+16.0	24	+29.7
Hungary	23.8	-7.4	21.7	-9.1	21.7	+0.1	23	+6.4
Netherlands	4.6	-49.2	6.9	+49.9	10.8	+57.1	18	+65.9
Bangladesh	18.4	+20.5	16.0	-13.0	17.6	+10.0	17	-3.3
Spain	6.6	-16.1	7.8	+17.7	12.2	+57.1	16	+30.9
Croatia	10.6	-6.6	11.1	+4.7	12.6	+13.1	15	+18.2
Bulgaria	6.9	-27.4	5.8	-16.2	6.2	+6.7	12	+96.0
Greece	4.3	-8.2	5.0	+16.4	9.7	+94.2	12	+21.5
Lebanon	14.4	-7.9	9.1	-37.0	8.5	-6.2	11	+29.4
Saudi-Ar	9.0	+26.1	8.0	-10.7	13.3	+65.0	10	-23.9
UAE	7.7	-5.7	6.5	-15.5	7.6	+18.1	10	+24.8
France	8.0	-30.3	10.5	+31.5	6.5	-38.0	7	+14.8
Austria	1.9	-42.3	3.4	+76.9	3.6	+8.5	7	+104.8
Thailand	4.1	-25.0	4.9	+20.4	5.2	+5.9	7	+36.9
Serbia	2.7	-22.6	3.7	+36.9	4.4	+17.7	7	+58.6
Denmark	3.1	+10.4	6.0	+93.4	5.9	-2.4	7	+13.5
ROW + SD*	25.2	-36.5	33.7	+34.0	32.1	-5.0	-10	-131.4
Total	784.3	-5.0	805.3	+2.7	906.9	+12.6	1 114	+22.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	396	+23.2	388	+18.5	392	+20.7
Slovakia	212	+18.6	333	+82.5	270	+49.5
Italy	181	+26.6	195	+28.5	188	+27.3
Poland	75	+29.6	67	+16.1	72	+23.1
Romania	25	+34.9	22	+24.8	24	+29.7
Hungary	24	+4.4	22	+10.5	23	+6.4
Netherlands	17	+97.6	18	+47.5	18	+65.9
Bangladesh	17	-3.3	.	.	17	-3.3
Spain	15	+25.8	15	+37.0	16	+30.9
Croatia	14	+12.2	16	+24.1	15	+18.2
Bulgaria	12	+105.5	12	+85.5	12	+96.0
Greece	12	+31.3	11	+82.2	12	+21.5
Lebanon	11	+40.8	11	+16.6	11	+29.4
Saudi-Ar	10	+4.5	.	.	10	-23.9
UAE	10	+21.3	.	.	10	+24.8
France	8	+17.2	6	-2.2	7	+14.8
Austria	11	+206.2	4	+9.4	7	+104.8
Thailand	7	+46.5	7	+28.9	7	+36.9
Serbia	6	+36.6	7	+74.6	7	+58.6
Denmark	7	+2.1	7	+26.8	7	+13.5
Rest of the world*	44	-6.5	42	-10.1	-10	-131.4
Total**	1 114	+22.8	1 182	+34.0	1 114	+22.8

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	302.5	-7.6	310.9	+2.8	336.7	+8.3	361	+7.1
Slovakia	183.4	+0.8	182.7	-0.4	181.5	-0.7	253	+39.2
Italy	148.5	+13.6	147.9	-0.4	173.4	+17.2	193	+11.0
Poland	64.2	-2.6	52.0	-19.1	51.8	-0.3	61	+18.4
Romania	12.8	-6.1	15.9	+24.2	16.9	+6.2	18	+8.4
Hungary	27.4	-7.3	23.6	-13.9	23.1	-2.1	22	-6.9
Netherlands	5.4	-53.0	8.0	+48.9	11.5	+43.4	17	+48.9
Bangladesh	20.4	-3.8	16.6	-18.5	15.4	-7.4	12	-23.7
Spain	6.2	-6.3	7.2	+17.1	10.0	+38.4	12	+16.9
Croatia	11.8	-9.6	12.0	+1.5	12.1	+0.6	13	+4.6
Bulgaria	7.6	-36.0	6.1	-19.5	6.0	-1.6	10	+66.6
Greece	3.9	-18.1	4.9	+27.4	7.3	+48.6	9	+23.2
Lebanon	14.9	-6.8	9.2	-38.4	7.6	-17.7	8	+10.0
Saudi-Ar	7.8	+17.1	7.8	-0.4	13.0	+67.2	9	-30.8
UAE	9.3	-4.2	7.9	-15.5	9.1	+14.9	9	+0.4
France	8.1	-33.7	11.0	+37.2	6.5	-41.1	7	+3.7
Austria	2.1	-38.0	3.7	+73.2	3.7	+0.6	4	+17.9
Thailand	4.5	-35.0	4.8	+8.4	4.4	-7.9	5	+15.9
Serbia	3.3	-26.1	3.9	+20.8	4.2	+7.1	5	+18.6
Denmark	3.5	+18.5	7.4	+109.6	6.3	-15.2	6	+2.7
ROW + SD*	22.3	-44.3	30.1	+34.9	25.9	-13.9	-21	-181.5
Total	869.9	-5.5	873.8	+0.4	926.4	+6.0	1 012	+9.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	87.7	-1.8	91.5	+4.4	96.5	+5.4	108.7	+12.6
Slovakia	90.4	+2.3	92.6	+2.4	99.4	+7.3	106.7	+7.4
Italy	85.3	-0.4	82.3	-3.5	85.2	+3.4	97.6	+14.6
Poland	97.6	-3.8	104.0	+6.6	112.2	+7.9	116.6	+4.0
Romania	100.0	+2.5	99.1	-0.9	108.2	+9.2	129.5	+19.7
Hungary	87.0	-0.1	91.9	+5.6	93.9	+2.2	107.3	+14.2
Netherlands	85.0	+8.1	85.5	+0.6	93.7	+9.6	104.4	+11.4
Bangladesh	90.3	+25.2	96.4	+6.7	114.5	+18.7	145.1	+26.7
Spain	106.9	-10.4	107.5	+0.5	122.0	+13.5	136.6	+12.0
Croatia	89.8	+3.3	92.6	+3.1	104.1	+12.4	117.6	+13.0
Bulgaria	90.2	+13.4	93.9	+4.1	101.8	+8.5	119.8	+17.6
Greece	110.4	+12.2	100.9	-8.6	131.8	+30.6	129.9	-1.4
Lebanon	96.9	-1.1	99.1	+2.2	112.9	+14.0	132.8	+17.6
Saudi-Ar	115.4	+7.7	103.5	-10.3	102.2	-1.3	112.3	+9.9
UAE	82.0	-1.5	82.0	=	84.3	+2.8	104.8	+24.4
France	99.4	+5.1	95.3	-4.2	100.3	+5.3	111.1	+10.7
Austria	88.7	-7.0	90.6	+2.1	97.8	+7.9	169.8	+73.7
Thailand	91.4	+15.4	101.6	+11.1	116.8	+15.0	138.0	+18.1
Serbia	83.7	+4.8	94.8	+13.3	104.3	+9.9	139.4	+33.7
Denmark	87.7	-6.8	80.9	-7.7	93.1	+15.1	102.9	+10.5
ROW + SD*	112.9	+14.2	112.1	-0.7	123.8	+10.4	47.6	-61.5
Total	90.2	+0.5	92.2	+2.2	97.9	+6.2	110.0	+12.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Denmark**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

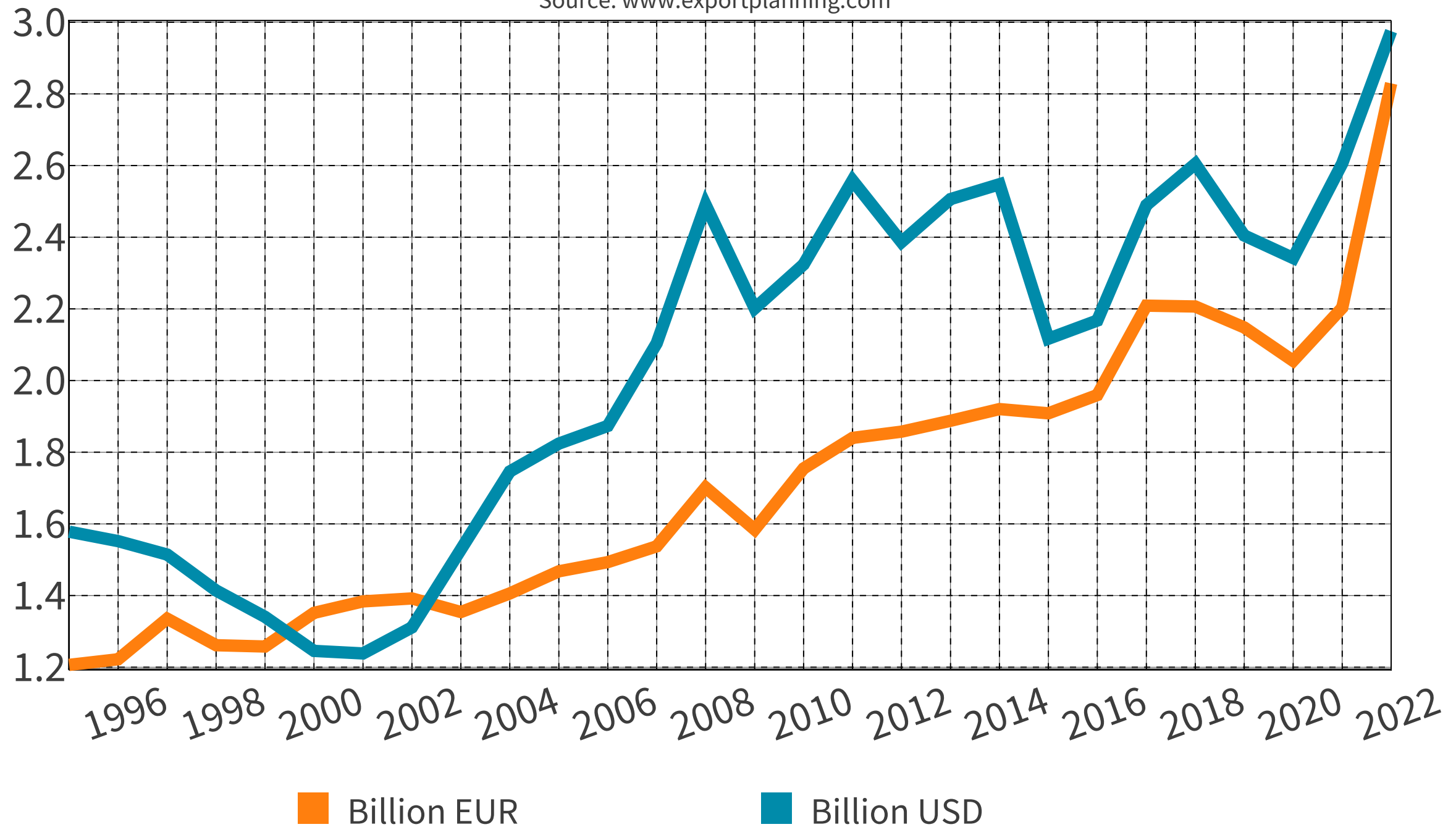


**Exports
(2022)****2.8** billion EUR**3.0** billion USD**Average prices of
exports (2022)****3.26** EUR/kg**3.43** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+9.0%**CAGR in 2009-2022: **+1.3%**CAGR in 2023-2026: **+7.6%**

Dynamics of Foreign Sales

Exports in Value

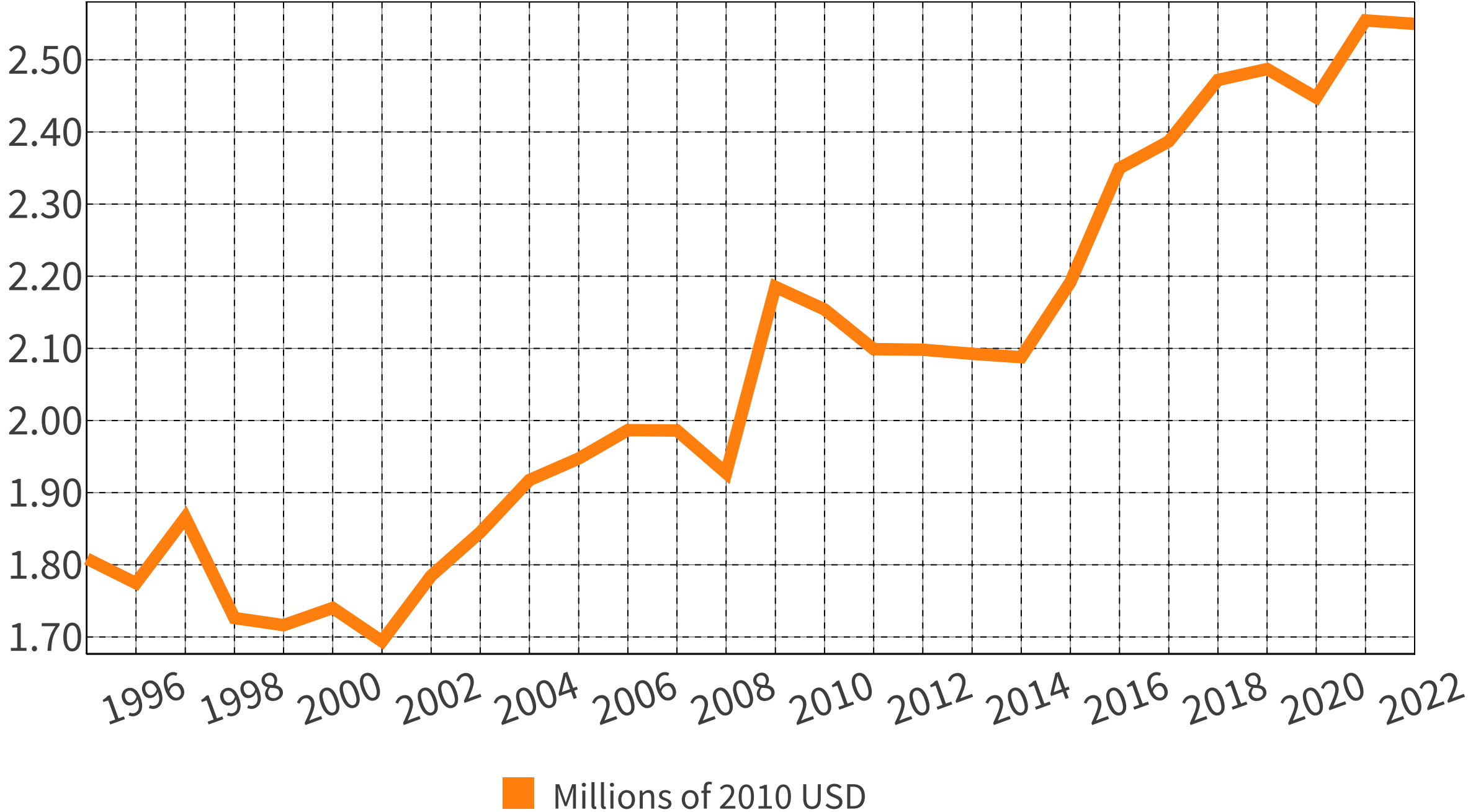
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

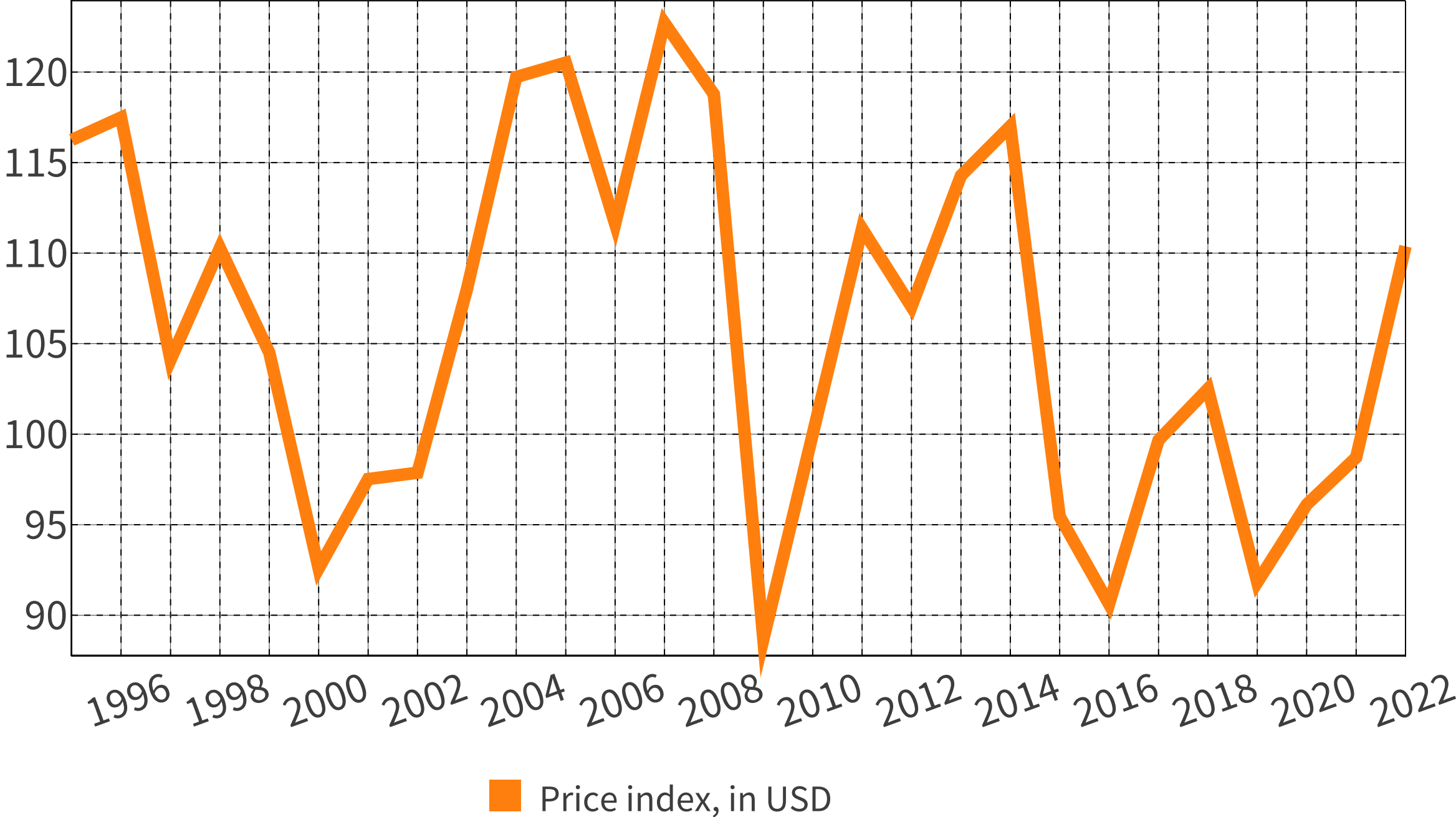
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

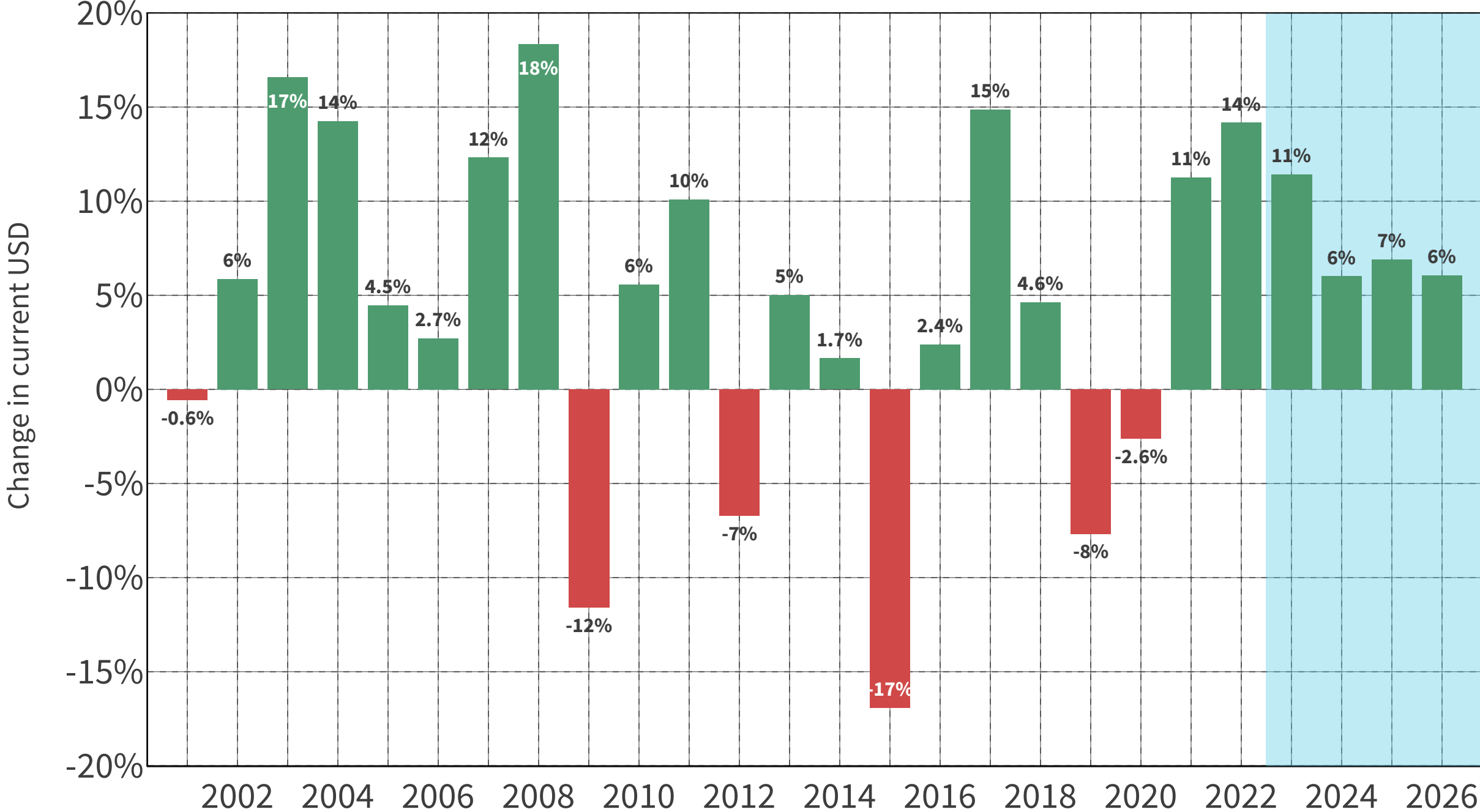
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	1 746	14.2	1 917	3.9	91.1	9.9
2005	1 824	4.5	1 947	1.6	93.7	2.9
2006	1 873	2.7	1 987	2.0	94.3	0.7
2007	2 104	12.3	1 986	<0.1	105.9	12.3
2008	2 490	18.3	1 927	-3.0	129.2	22.0
2009	2 202	-11.6	2 185	13.4	100.7	-22.0
2010	2 324	5.6	2 154	-1.4	107.9	7.1
2011	2 558	10.1	2 099	-2.6	121.9	13.0
2012	2 387	-6.7	2 098	<0.1	113.7	-6.7
2013	2 506	5.0	2 093	-0.3	119.8	5.3
2014	2 548	1.7	2 088	-0.2	122.0	1.9
2015	2 117	-16.9	2 192	5.0	96.6	-20.9
2016	2 168	2.4	2 350	7.2	92.2	-4.5
2017	2 490	14.9	2 387	1.6	104.3	13.1
2018	2 605	4.6	2 472	3.6	105.4	1.0
2019	2 405	-7.7	2 487	0.6	96.7	-8.2
2020	2 342	-2.6	2 448	-1.6	95.7	-1.0
2021	2 606	11.3	2 555	4.4	102.0	6.6
2022	2 975	14.2	2 550	-0.2	116.7	14.4

Source: www.exportplanning.com

Foreign Sales Prospect

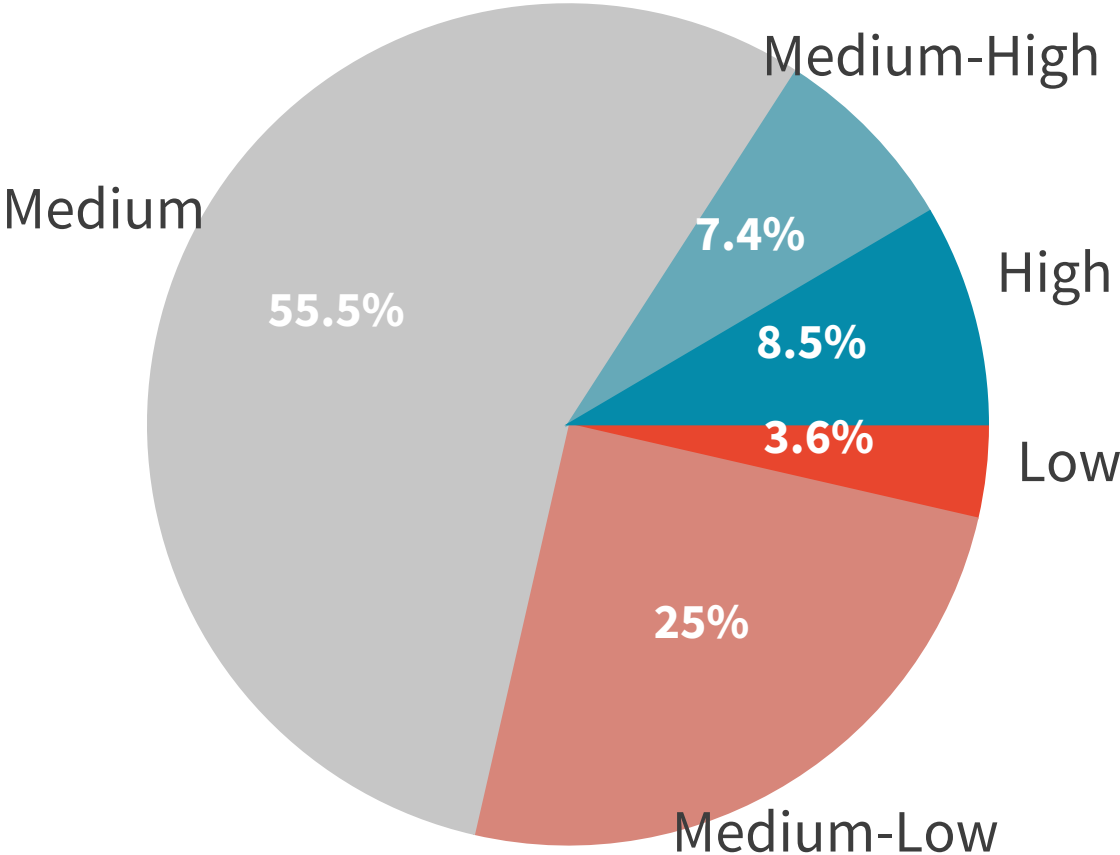
Exports Forecast

Source: www.exportplanning.com

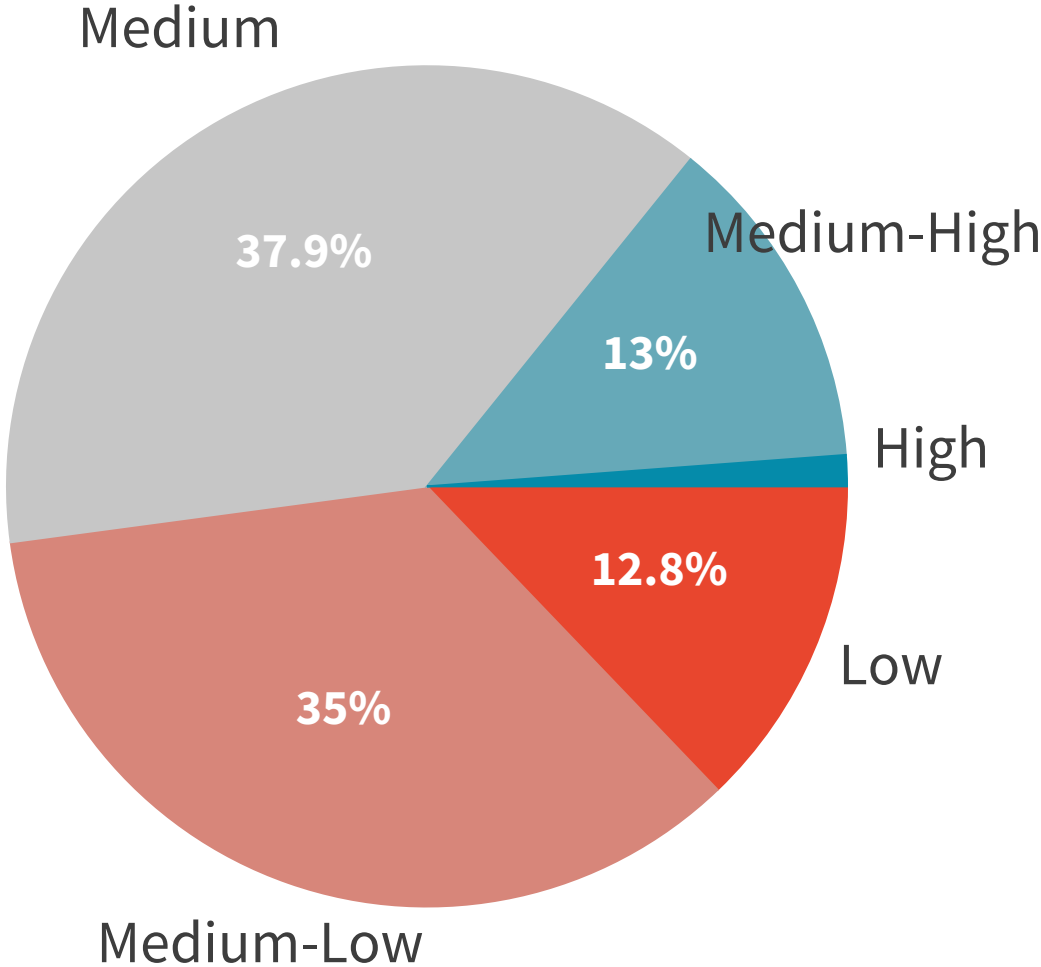


Distribution of Exports by Price Range

Year 2012



Year 2022



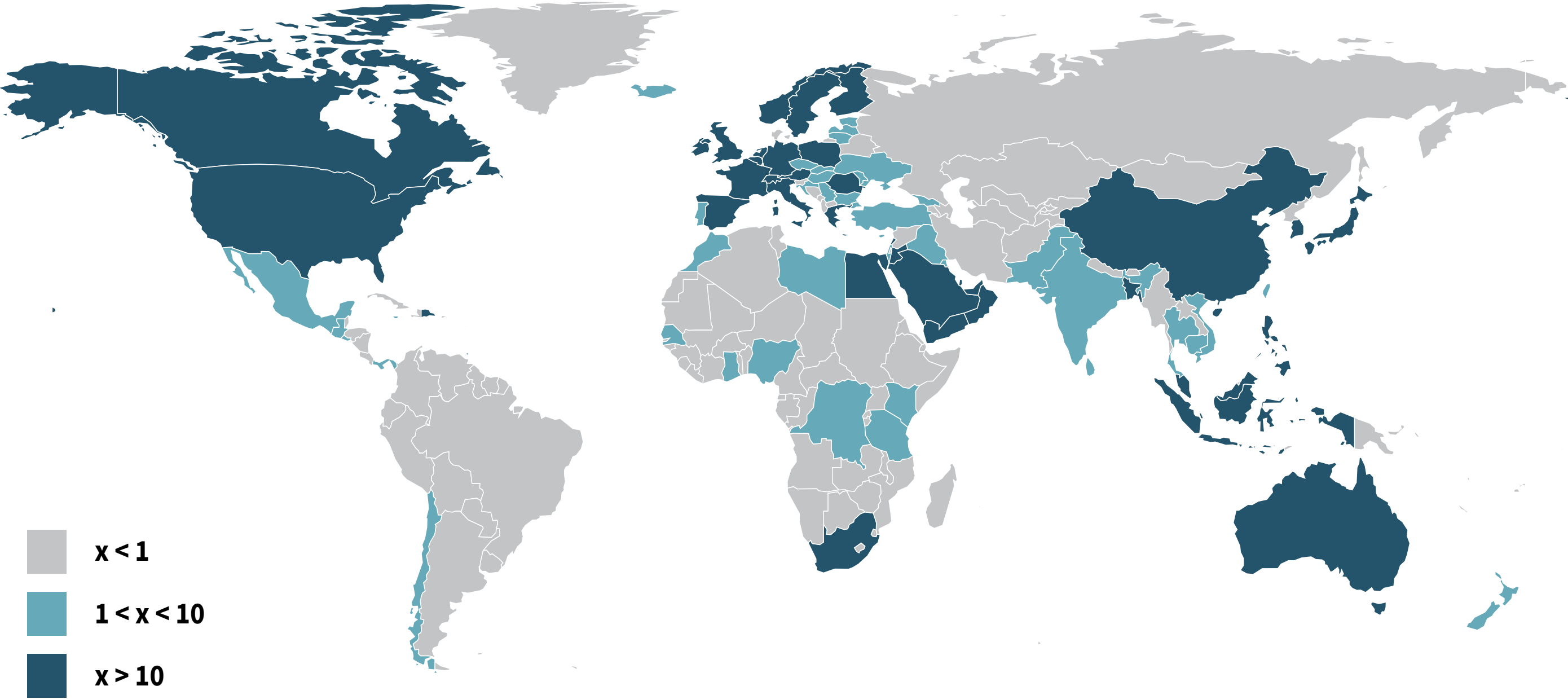
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

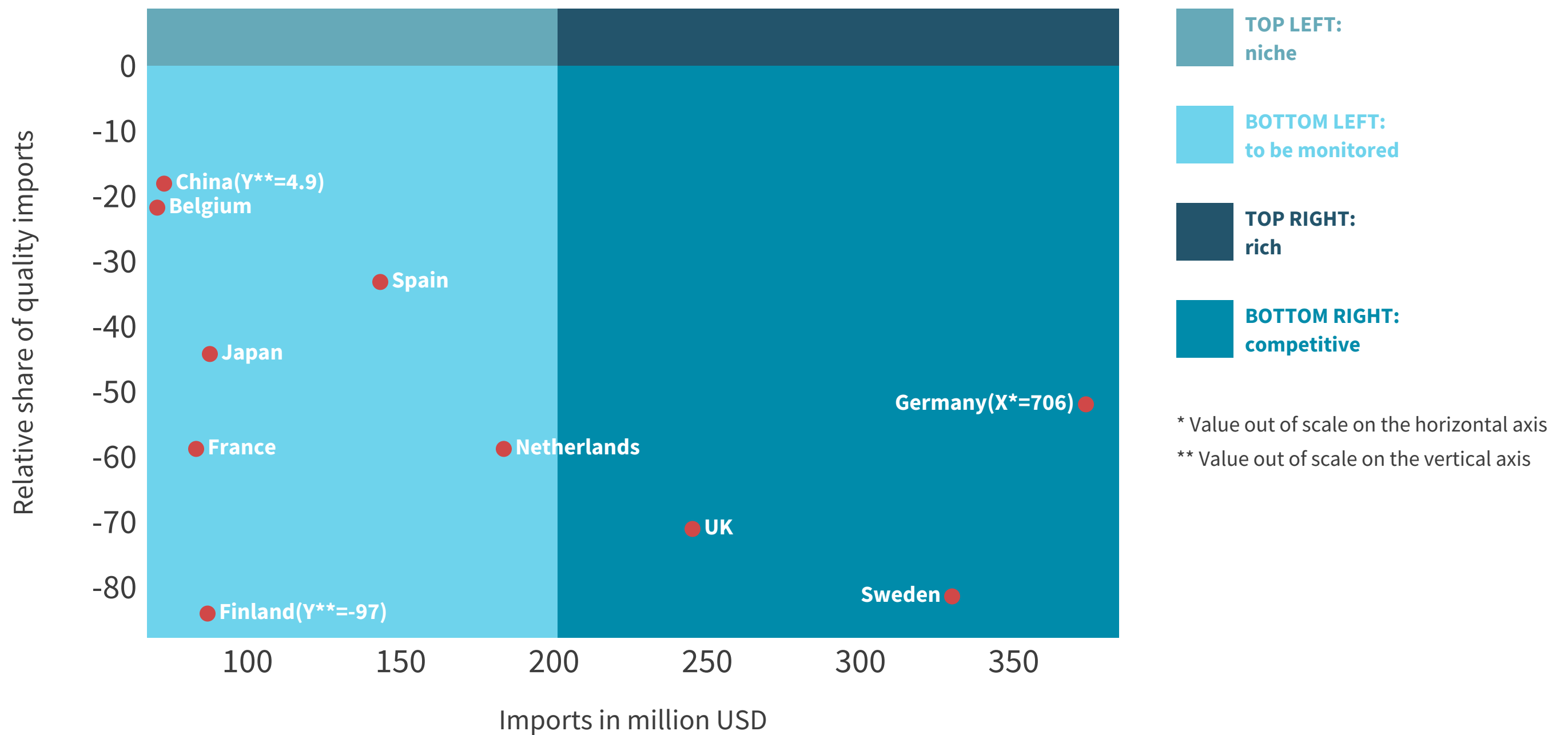
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	304	11.3	584	8.6	706	7.5	923	7.2
Sweden	60	36.0	303	39.4	330	29.8	420	26.6
UK	211	13.8	280	7.3	246	6.1	393	7.1
Netherlands	37	2.2	93	3.3	184	3.5	342	4.9
Spain	54	6.5	157	6.2	144	5.4	163	4.2
Japan	43	6.4	54	4.0	88	4.9	117	5.1
Finland	22	26.7	76	22.5	87	24.8	135	23.0
France	29	1.7	47	1.5	83	1.5	138	1.8
China	<1	0.2	2	0.4	73	1.0	121	1.3
Belgium	15	0.9	24	0.8	71	1.5	59	1.0
Oman	13	10.2	106	23.4	64	13.2	62	14.1
Norway	11	56.2	44	48.5	62	29.7	78	24.4
Greece	42	9.9	68	6.3	58	5.1	63	5.0
Italy	43	1.9	22	0.5	53	1.1	69	1.1
Poland	1	0.9	16	4.8	50	3.2	71	3.3
Korea-Rep	2	2.4	4	1.4	49	3.7	88	5.3
UAE	16	6.5	32	3.9	49	3.3	45	2.4
Saudi-Ar	113	18.1	62	3.9	47	2.4	41	1.8
USA	53	6.5	72	4.9	41	1.6	34	1.0
Australia	6	4.3	23	4.5	35	2.9	50	3.0
ROW + SD*	171	.	421	.	456	.	572	.
Total	1 246	5.2	2 490	4.1	2 975	3.1	3 985	3.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

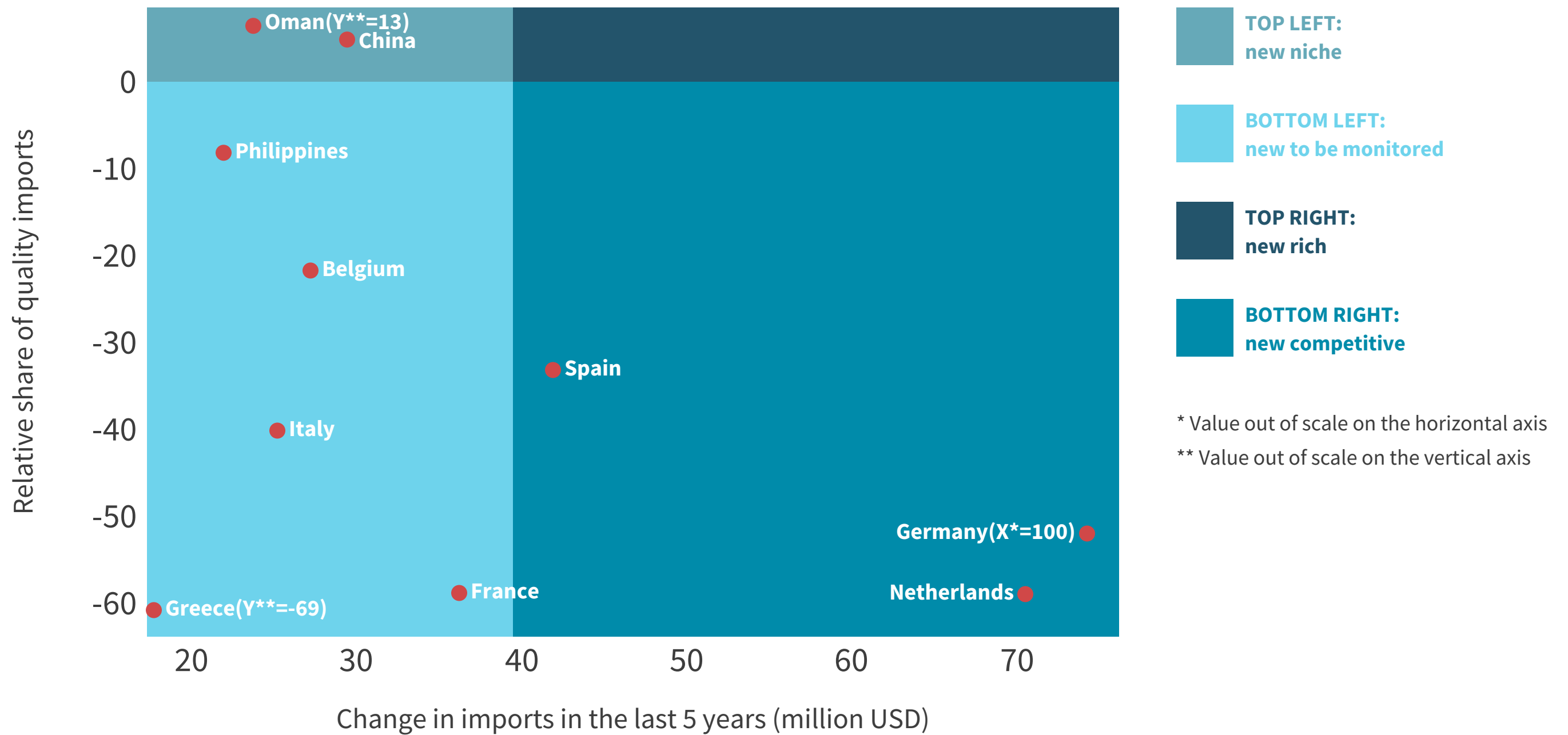
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	492	-10.2	450	-8.5	515	+14.3	645	+25.4
Sweden	285	-20.3	272	-4.5	289	+6.4	322	+11.5
UK	214	-11.8	205	-4.3	195	-4.9	238	+22.0
Netherlands	120	-7.6	90	-25.0	119	+31.9	176	+48.1
Spain	103	+7.6	112	+8.6	109	-2.7	119	+9.2
Japan	85	-5.2	85	+0.5	89	+4.3	91	+2.4
Finland	98	-7.2	85	-13.4	93	+8.9	94	+1.3
France	43	-15.7	40	-7.0	49	+23.6	84	+69.3
China	58	+24.9	72	+24.3	107	+47.6	65	-39.3
Belgium	30	-28.3	21	-28.3	29	+38.0	66	+123.3
Oman	64	+14.1	59	-8.6	57	-2.5	64	+12.8
Norway	64	-0.3	72	+13.2	84	+16.3	74	-11.6
Greece	46	+4.8	41	-11.1	47	+15.7	53	+13.3
Italy	41	+6.3	33	-19.2	44	+30.5	60	+37.8
Poland	27	-5.9	31	+18.4	38	+20.4	50	+32.7
Korea-Rep	33	+20.1	47	+44.1	40	-14.7	57	+42.3
UAE	47	+9.4	51	+9.1	56	+10.7	49	-13.4
Saudi-Ar	56	-33.5	57	+0.4	44	-23.0	47	+6.8
USA	44	-12.3	40	-8.8	39	-2.9	42	+7.7
Australia	26	-14.3	35	+32.2	37	+6.5	35	-6.6
Rest of the world	429	-0.2	443	+3.2	512	+15.6	526	+2.6
Total	2 405	-7.7	2 342	-2.6	2 591	+10.7	2 956	+14.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	527	-6.9	674	+28.0	795	+17.9	758	-4.6
Sweden	306	-11.0	287	-6.3	298	+3.9	339	+13.7
UK	195	-20.2	198	+1.3	214	+8.3	254	+18.4
Netherlands	148	-20.3	114	-23.2	145	+28.0	193	+32.5
Spain	115	+7.7	119	+2.9	119	+0.4	159	+33.2
Japan	83	-6.4	82	-1.8	87	+6.7	85	-2.7
Finland	104	-0.8	93	-10.6	101	+9.2	81	-20.3
France	48	-11.9	46	-4.3	50	+9.4	83	+64.8
China	58	+25.2	74	+27.4	106	+44.2	66	-37.5
Belgium	82	+25.6	36	-55.9	53	+45.9	74	+40.4
Oman	68	+32.8	86	+27.7	83	-4.5	.	.
Norway	43	-1.6	48	+13.1	56	+15.3	48	-12.7
Greece	46	+1.0	46	-0.2	55	+18.5	62	+13.0
Italy	34	-1.2	21	-37.4	28	+34.2	46	+64.1
Poland	30	-14.0	34	+10.7	39	+16.6	47	+20.5
Korea-Rep	30	+22.6	48	+57.6	41	-13.4	41	-0.1
UAE	81	-7.4	86	+6.2	61	-28.2	.	.
Saudi-Ar	235	-1.6	229	-2.6	158	-31.0	.	.
USA	47	-14.2	37	-19.9	37	+0.5	41	+9.4
Australia	28	-3.8	34	+20.8	39	+14.9	35	-10.0
Rest of the world	434	+3.6	446	+2.7	449	+0.8	449	-0.2
Total	2 741	-4.5	2 836	+3.5	3 016	+6.4	2 861	-5.1
Total of 2022 sample	2 287	-6.2	2 351	+2.8	2 635	+12.1	2 861	+8.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	511	-8.8	571	+11.7	667	+16.8	706	+5.8
Sweden	295	-15.7	279	-5.5	293	+5.1	330	+12.6
UK	206	-15.9	202	-1.7	206	+1.9	246	+19.3
Netherlands	135	-14.8	101	-25.1	132	+30.7	184	+39.1
Spain	113	+10.8	119	+5.3	119	-0.1	144	+20.8
Japan	84	-5.8	84	-0.3	88	+5.4	88	-0.5
Finland	101	-4.0	89	-12.1	97	+9.1	87	-9.8
France	46	-13.5	43	-6.4	50	+16.1	83	+66.6
China	63	+22.2	75	+18.1	109	+45.8	73	-32.8
Belgium	56	+6.0	29	-48.9	44	+53.0	71	+61.1
Oman	68	+17.2	77	+13.0	72	-6.0	64	-11.0
Norway	54	-0.8	61	+13.3	71	+15.8	62	-12.2
Greece	46	+3.3	44	-5.8	51	+16.9	58	+13.1
Italy	38	-3.4	27	-27.9	36	+32.4	53	+48.6
Poland	29	-10.2	33	+16.5	39	+16.1	50	+28.3
Korea-Rep	31	+21.4	48	+51.2	41	-14.1	49	+19.5
UAE	62	-4.5	67	+8.3	59	-12.7	49	-17.4
Saudi-Ar	200	+16.3	196	-2.0	103	-47.3	47	-54.9
USA	47	-11.4	40	-15.6	39	-3.2	41	+7.0
Australia	28	-8.1	34	+23.6	39	+12.1	35	-10.2
ROW + SD*	190	-27.2	122	-35.6	251	+105.0	456	+81.5
Total	2 405	-7.7	2 342	-2.6	2 606	+11.3	2 975	+14.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	645	+25.4	758	-4.6	706	+5.8
Sweden	322	+11.5	339	+13.7	330	+12.6
UK	238	+22.0	254	+18.4	246	+19.3
Netherlands	176	+48.1	193	+32.5	184	+39.1
Spain	119	+9.2	159	+33.2	144	+20.8
Japan	91	+2.4	85	-2.7	88	-0.5
Finland	94	+1.3	81	-20.3	87	-9.8
France	84	+69.3	83	+64.8	83	+66.6
China	65	-39.3	66	-37.5	73	-32.8
Belgium	66	+123.3	74	+40.4	71	+61.1
Oman	64	+12.8	.	.	64	-11.0
Norway	74	-11.6	48	-12.7	62	-12.2
Greece	53	+13.3	62	+13.0	58	+13.1
Italy	60	+37.8	46	+64.1	53	+48.6
Poland	50	+32.7	47	+20.5	50	+28.3
Korea-Rep	57	+42.3	41	-0.1	49	+19.5
UAE	49	-13.4	.	.	49	-17.4
Saudi-Ar	47	+6.8	.	.	47	-54.9
USA	42	+7.7	41	+9.4	41	+7.0
Australia	35	-6.6	35	-10.0	35	-10.2
Rest of the world*	526	+2.6	449	-0.2	456	+81.5
Total**	2 956	+14.1	2 861	+8.6	2 975	+14.2

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	624	+4.4	698	+11.8	765	+9.5	703	-8.1
Sweden	307	-5.7	316	+2.9	304	-3.8	306	+0.5
UK	226	-1.8	241	+6.8	207	-14.3	216	+4.6
Netherlands	161	-0.4	131	-18.8	150	+14.6	175	+16.7
Spain	119	+10.8	123	+3.7	120	-2.3	120	-0.2
Japan	85	-6.1	83	-1.9	87	+4.4	75	-13.8
Finland	109	+7.8	105	-3.5	107	+1.5	87	-18.8
France	47	-7.2	48	+0.4	51	+7.8	72	+41.1
China	63	+19.7	67	+5.9	90	+33.6	54	-39.2
Belgium	58	-2.3	33	-43.0	45	+36.5	51	+11.6
Oman	73	+23.0	78	+6.1	66	-14.6	53	-19.8
Norway	34	+4.6	38	+10.5	39	+2.5	36	-7.0
Greece	46	+12.1	42	-9.4	46	+10.3	50	+8.5
Italy	40	-0.4	29	-28.7	34	+19.0	40	+16.9
Poland	34	-6.7	39	+15.6	44	+12.2	50	+12.9
Korea-Rep	29	+29.9	46	+58.5	37	-20.8	36	-2.6
UAE	51	-2.5	53	+3.8	44	-16.4	30	-31.6
Saudi-Ar	190	+23.9	188	-0.8	110	-41.7	28	-74.8
USA	43	-7.1	38	-12.4	34	-10.4	34	+2.3
Australia	18	-2.6	22	+23.5	26	+20.0	22	-16.5
ROW + SD*	128	-33.0	30	-77.0	149	+403.1	312	+109.8
Total	2 487	+0.6	2 448	-1.6	2 555	+4.4	2 550	-0.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	81.8	-12.6	81.7	-0.1	87.2	+6.6	100.4	+15.2
Sweden	96.2	-10.7	88.3	-8.2	96.4	+9.3	108.0	+12.0
UK	91.0	-14.3	83.8	-8.0	99.7	+18.9	113.7	+14.1
Netherlands	83.9	-14.5	77.4	-7.7	88.3	+14.1	105.2	+19.2
Spain	95.2	-0.1	96.7	+1.6	98.9	+2.2	119.6	+20.9
Japan	98.8	+0.2	100.4	+1.7	101.4	+0.9	117.1	+15.5
Finland	92.4	-10.9	84.2	-8.9	90.6	+7.6	100.6	+11.0
France	97.3	-6.8	90.7	-6.8	97.6	+7.7	115.2	+18.0
China	99.7	+2.1	111.3	+11.6	121.5	+9.2	134.4	+10.6
Belgium	96.0	+8.4	86.0	-10.4	96.4	+12.1	139.1	+44.3
Oman	92.9	-4.7	99.0	+6.5	109.0	+10.2	121.0	+11.0
Norway	158.7	-5.2	162.8	+2.6	183.9	+13.0	173.7	-5.5
Greece	100.0	-7.8	104.0	+4.0	110.2	+6.0	114.9	+4.3
Italy	93.6	-3.0	94.6	+1.1	105.3	+11.3	133.9	+27.1
Poland	84.4	-3.7	85.1	+0.8	88.0	+3.5	100.0	+13.6
Korea-Rep	108.1	-6.6	103.1	-4.6	111.8	+8.4	137.2	+22.7
UAE	122.5	-2.1	127.8	+4.4	133.5	+4.5	161.2	+20.7
Saudi-Ar	105.5	-6.1	104.1	-1.2	94.0	-9.7	168.4	+79.1
USA	110.6	-4.6	106.5	-3.7	115.1	+8.0	120.3	+4.5
Australia	159.4	-5.6	159.5	+0.1	149.0	-6.5	160.3	+7.6
ROW + SD*	148.1	+8.7	414.5	+179.8	168.9	-59.3	146.1	-13.5
Total	96.7	-8.2	95.7	-1.0	102.0	+6.6	116.7	+14.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **France**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

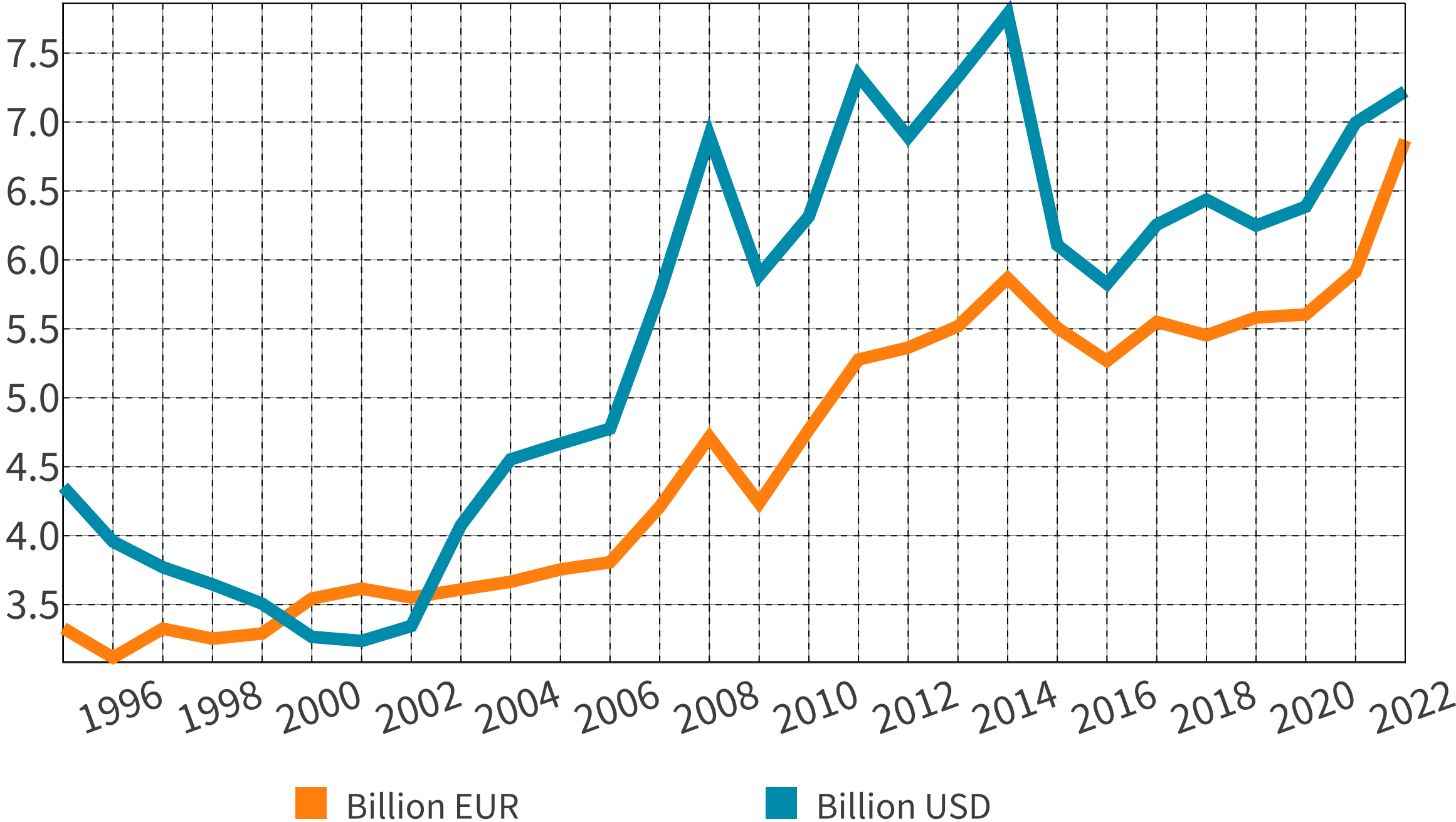
EXPORT 
PLANNING

**Exports
(2022)****6.9** billion EUR**7.2** billion USD**Average prices of
exports (2022)****3.16** EUR/kg**3.33** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+9.8%**CAGR in 2009-2022: **+0.3%**CAGR in 2023-2026: **+5.2%**

Dynamics of Foreign Sales

Exports in Value

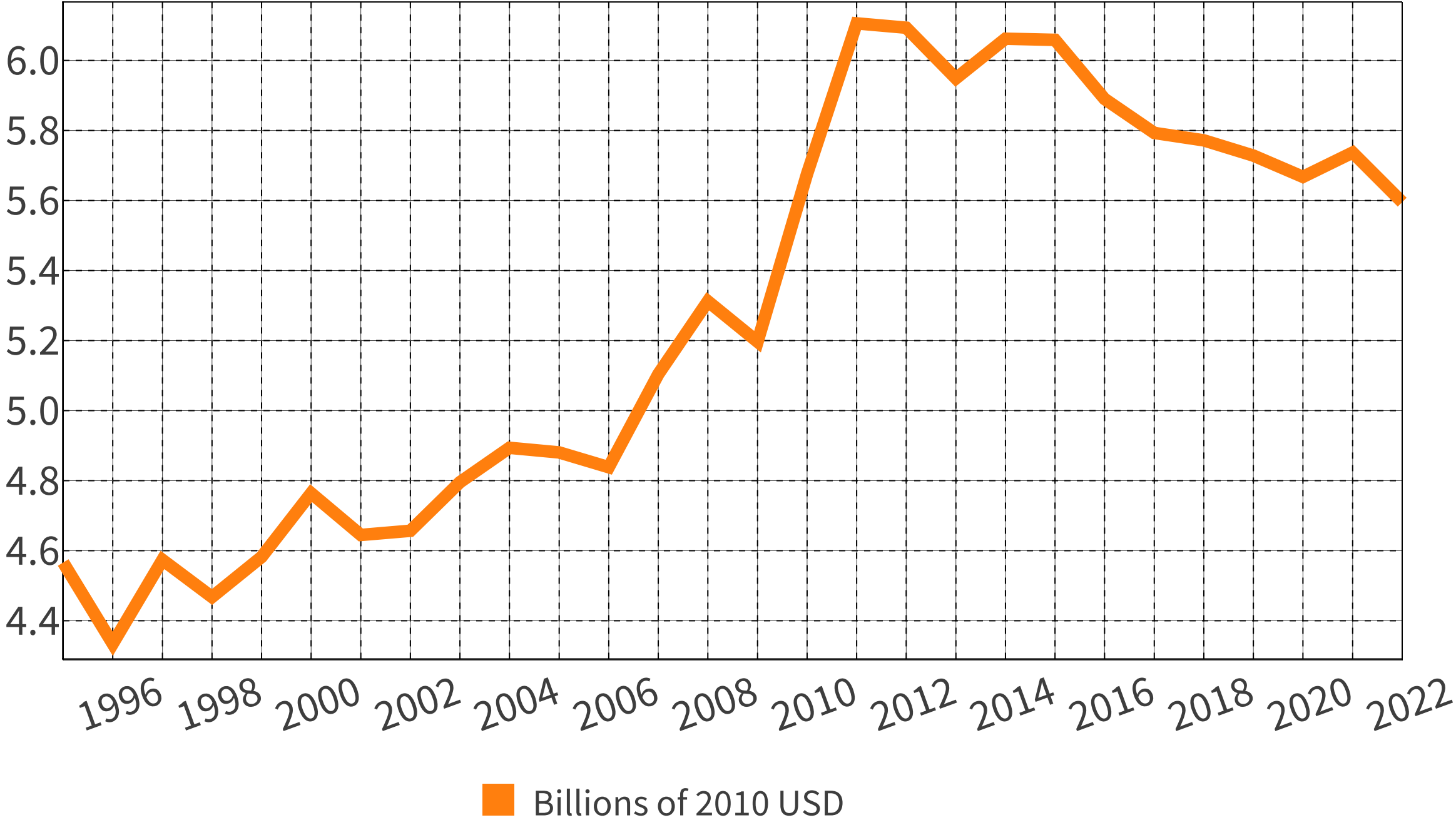
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

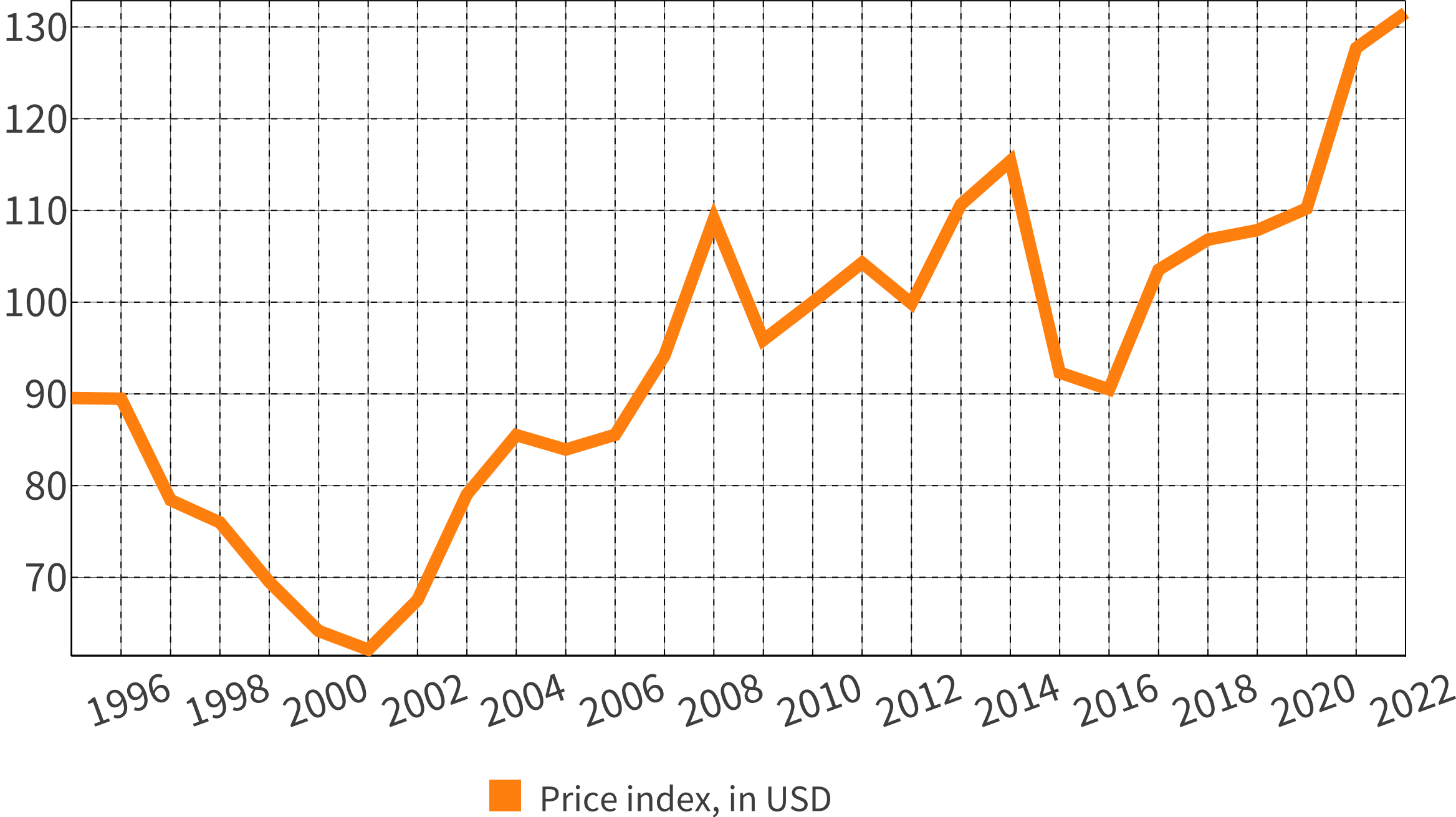
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

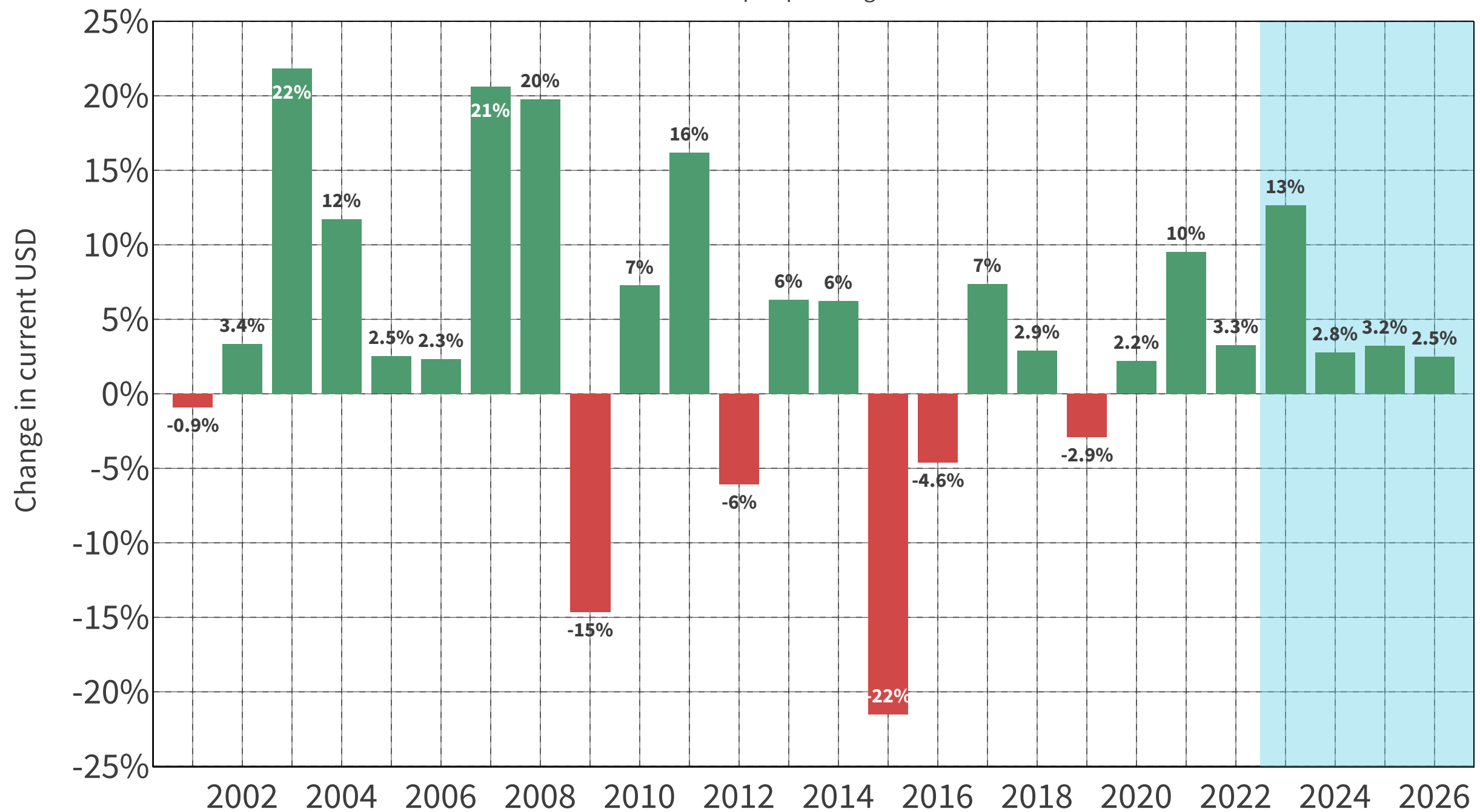
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	4 553	11.7	4 894	2.05	93.0	9.5
2005	4 667	2.5	4 881	-0.27	95.6	2.8
2006	4 776	2.3	4 838	-0.86	98.7	3.2
2007	5 761	20.6	5 104	5.49	112.9	14.3
2008	6 899	19.8	5 312	4.08	129.9	15.1
2009	5 888	-14.7	5 197	-2.17	113.3	-12.8
2010	6 315	7.3	5 676	9.23	111.3	-1.8
2011	7 338	16.2	6 106	7.57	120.2	8.0
2012	6 892	-6.1	6 093	-0.20	113.1	-5.9
2013	7 327	6.3	5 949	-2.37	123.2	8.9
2014	7 783	6.2	6 062	1.90	128.4	4.2
2015	6 108	-21.5	6 059	-0.05	100.8	-21.5
2016	5 826	-4.6	5 890	-2.78	98.9	-1.9
2017	6 256	7.4	5 793	-1.65	108.0	9.2
2018	6 437	2.9	5 772	-0.37	111.5	3.3
2019	6 249	-2.9	5 728	-0.75	109.1	-2.2
2020	6 386	2.2	5 668	-1.06	112.7	3.3
2021	6 995	9.5	5 737	1.22	121.9	8.2
2022	7 222	3.3	5 595	-2.47	129.1	5.9

Source: www.exportplanning.com

Foreign Sales Prospect

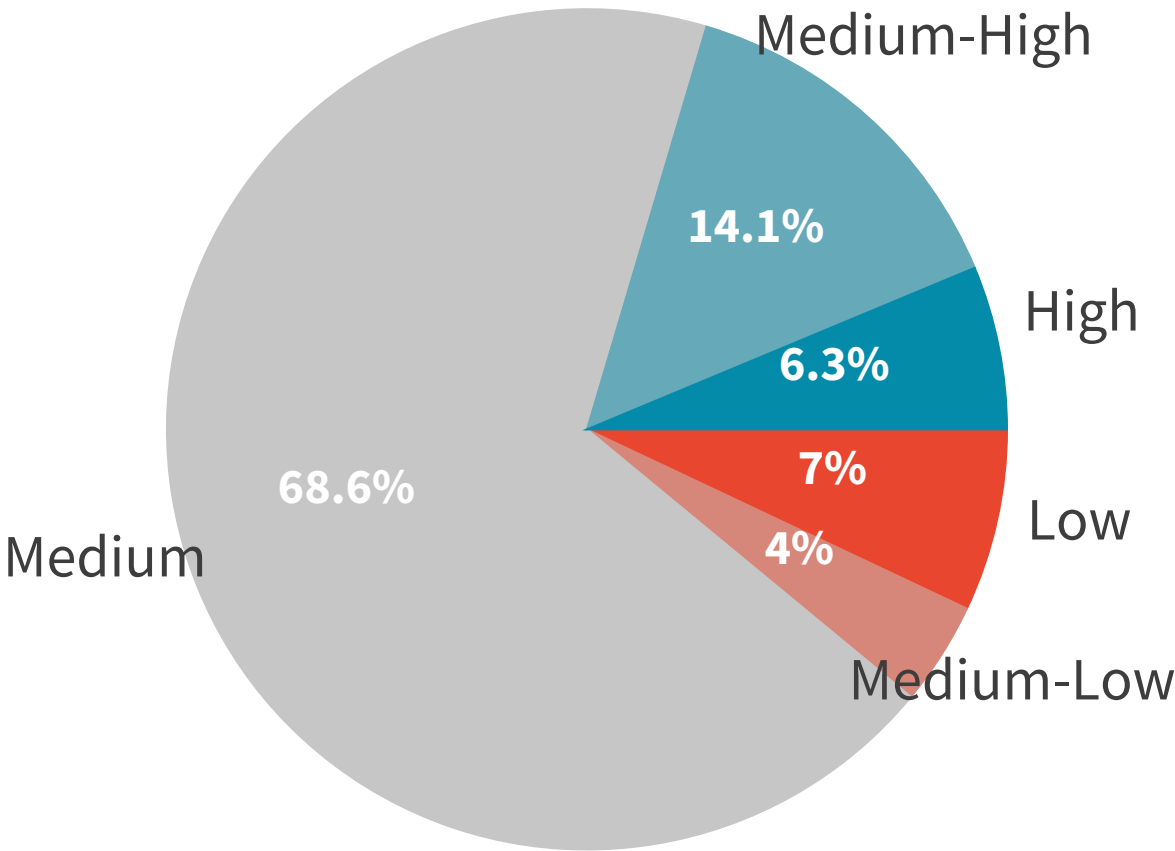
Exports Forecast

Source: www.exportplanning.com

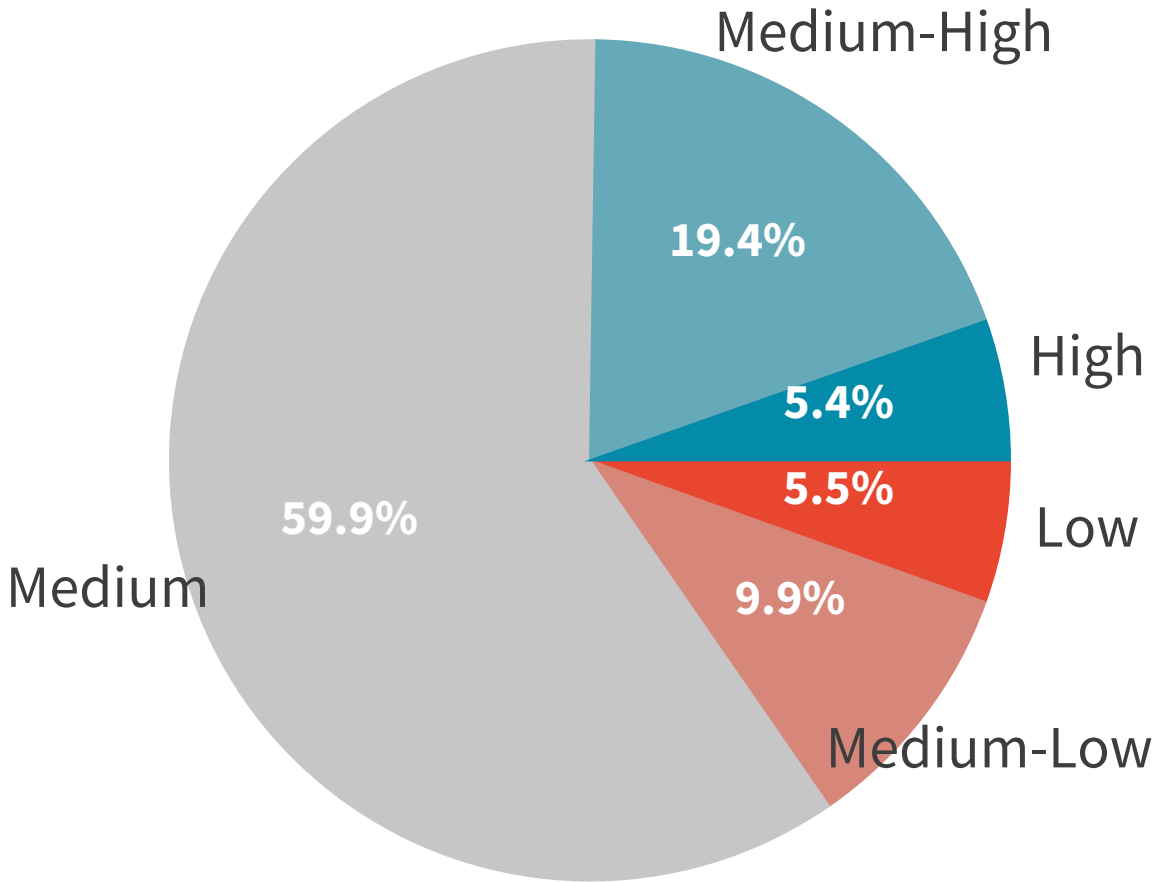


Distribution of Exports by Price Range

Year 2012



Year 2022



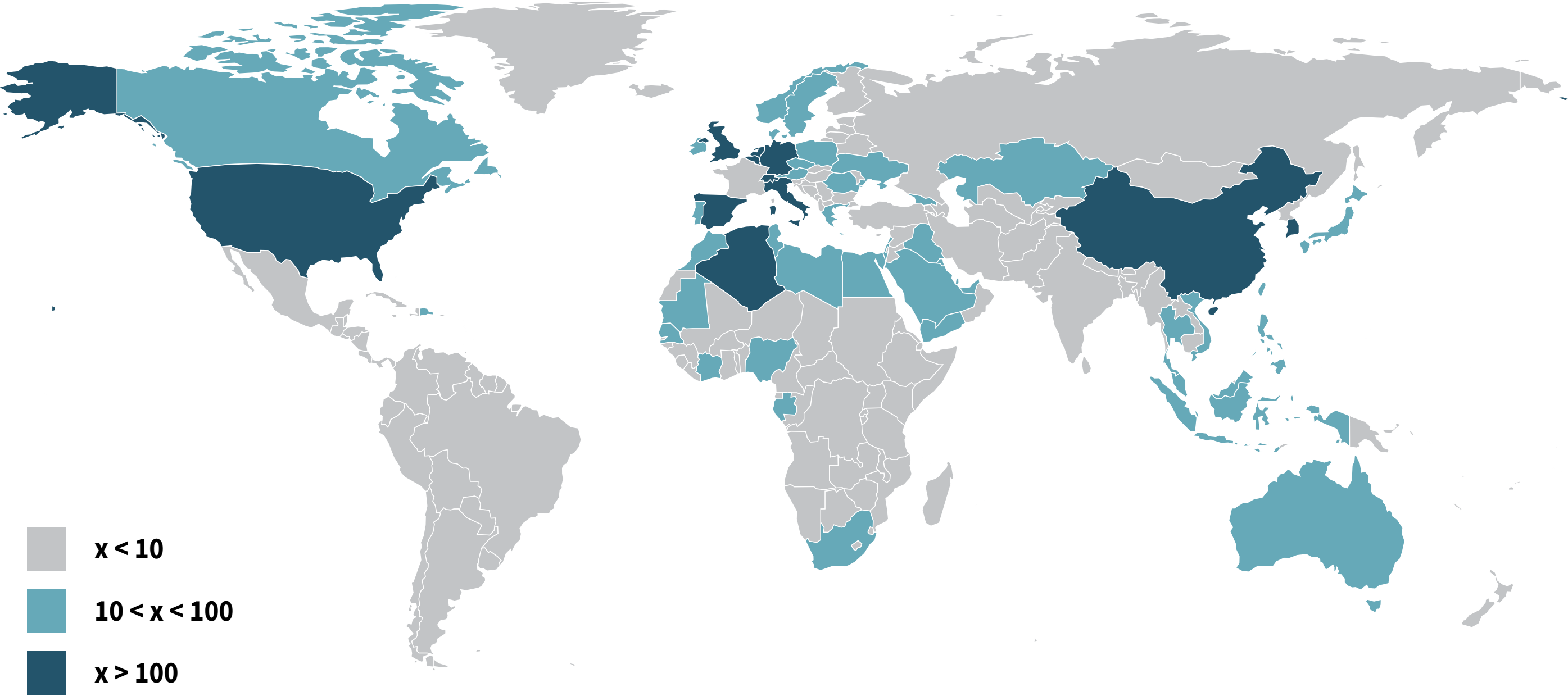
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

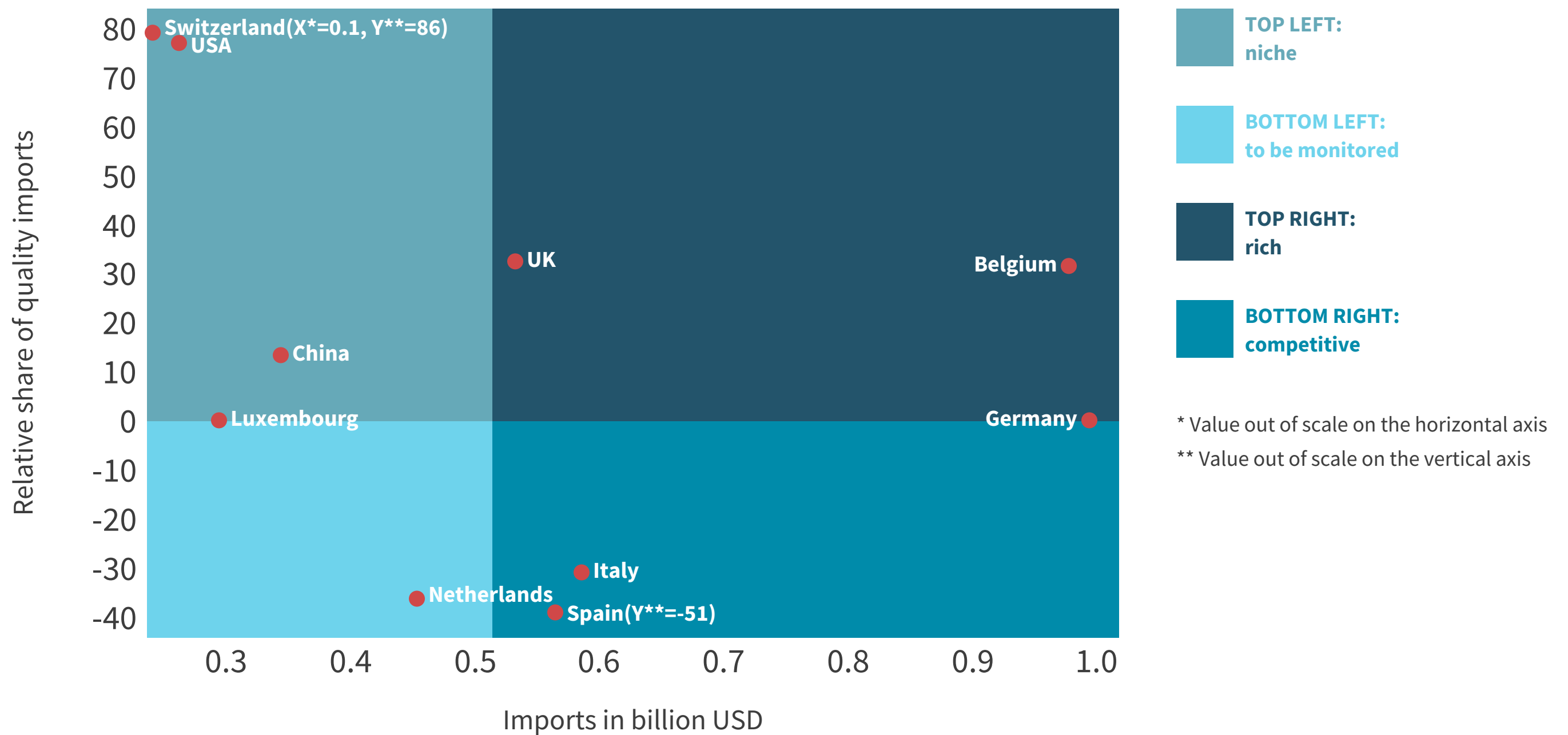
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	580	21.5	1 108	16.4	994	10.5	1 103	8.5
Belgium	418	25.1	928	29.3	978	21.4	1 275	20.7
Italy	395	17.4	693	14.8	587	12.1	573	9.3
Spain	305	36.5	947	37.1	565	21.3	775	20.0
UK	237	15.5	834	21.6	533	13.2	580	10.5
Netherlands	146	8.4	284	10.3	454	8.5	510	7.3
China	3	1.9	31	4.9	345	4.5	449	4.8
Luxembourg	11	15.9	247	61.2	295	59.6	483	61.7
USA	73	8.9	177	12.1	263	10.4	295	8.7
Switzerland	76	40.8	148	36.2	132	15.4	166	12.7
Korea-Rep	3	3.2	16	5.2	132	9.9	159	9.5
Algeria	179	40.4	205	16.6	101	5.1	206	7.6
Japan	44	6.5	66	4.9	94	5.2	92	4.0
Poland	8	8.7	22	6.6	86	5.6	127	6.0
Portugal	45	24.9	139	18.9	84	12.5	102	9.9
Saudi-Ar	99	15.9	52	3.3	74	3.8	54	2.4
Denmark	23	11.4	51	8.0	66	7.2	87	7.0
Sweden	16	9.7	58	7.6	62	5.6	83	5.2
UAE	13	5.3	26	3.1	60	4.0	82	4.4
Canada	27	14.6	51	13.3	59	8.3	62	7.0
ROW + SD*	563	.	814	.	1 260	.	1 587	.
Total	3 266	13.7	6 899	11.4	7 222	7.6	8 848	7.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

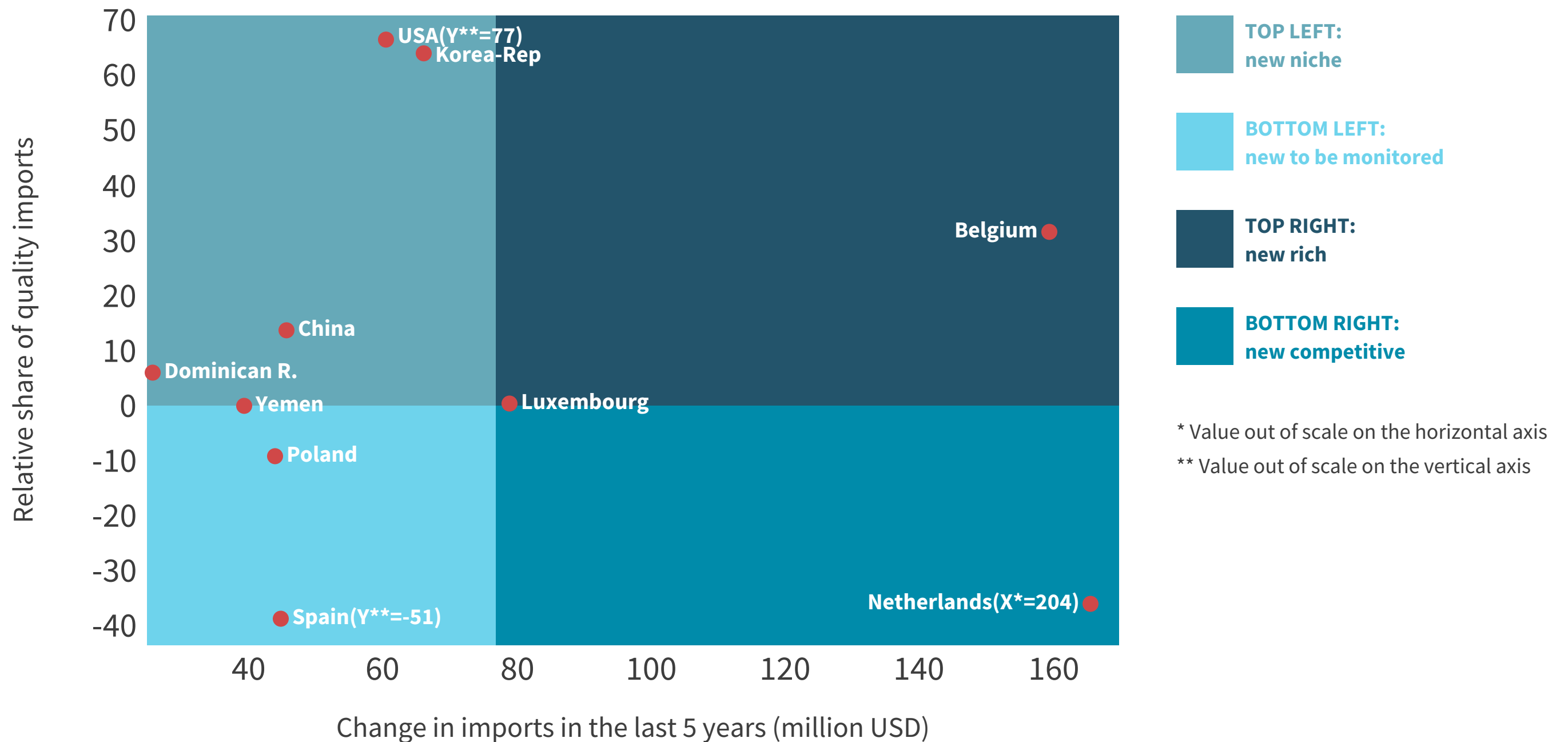
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	947	-1.8	1 034	+9.2	1 109	+7.2	1 032	-6.9
Belgium	776	-8.5	834	+7.6	888	+6.4	892	+0.4
Italy	521	-4.1	493	-5.4	502	+1.8	564	+12.3
Spain	495	-9.6	456	-7.8	496	+8.8	571	+14.9
UK	607	-8.1	599	-1.4	570	-4.7	530	-7.1
Netherlands	316	+6.1	363	+14.9	431	+18.9	508	+17.8
China	261	+4.5	292	+11.9	367	+26.0	335	-8.8
Luxembourg	213	-5.4	207	-2.7	248	+19.6	285	+14.8
USA	221	-7.9	206	-6.5	240	+16.3	252	+5.2
Switzerland	126	-6.8	138	+9.7	143	+3.5	129	-9.7
Korea-Rep	85	+5.6	98	+14.9	122	+24.9	128	+4.4
Algeria	86	-9.5	113	+31.6	68	-40.2	101	+49.5
Japan	95	+4.0	94	-1.5	100	+6.6	87	-13.1
Poland	52	+13.6	66	+27.9	92	+39.7	89	-3.1
Portugal	63	-13.6	57	-9.2	67	+16.1	85	+27.7
Saudi-Ar	70	+4.2	58	-17.4	65	+12.6	74	+13.1
Denmark	53	-8.2	54	+2.1	60	+10.8	65	+8.7
Sweden	50	-7.0	48	-3.4	53	+9.1	60	+13.4
UAE	42	-13.6	38	-8.5	50	+30.4	60	+20.4
Canada	62	+23.3	70	+11.9	63	-10.1	59	-5.3
Rest of the world	1 118	+5.1	1 078	-3.6	1 282	+19.0	1 302	+1.5
Total	6 259	-2.8	6 397	+2.2	7 016	+9.7	7 208	+2.7

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	910	-9.1	996	+9.4	1 063	+6.8	957	-10.0
Belgium	898	-2.0	940	+4.8	1 073	+14.1	1 079	+0.5
Italy	583	-1.8	533	-8.5	537	+0.8	605	+12.6
Spain	492	-9.9	453	-8.0	469	+3.5	558	+19.0
UK	604	-4.1	544	-9.9	531	-2.4	537	+1.1
Netherlands	286	+9.3	326	+14.0	361	+10.9	399	+10.6
China	282	-2.9	306	+8.4	412	+34.7	353	-14.2
Luxembourg	229	-11.4	216	-6.0	256	+18.7	308	+20.3
USA	216	-6.2	195	-9.7	229	+17.8	272	+18.6
Switzerland	131	-7.2	139	+5.8	144	+3.7	133	-7.5
Korea-Rep	99	+12.7	103	+3.6	139	+35.5	136	-2.2
Algeria	.	.	.	.	.	.	.	.
Japan	104	+10.6	106	+1.5	112	+5.9	101	-10.1
Poland	50	-10.9	61	+22.6	96	+56.3	81	-15.3
Portugal	63	-4.2	57	-9.1	64	+11.5	82	+28.1
Saudi-Ar	76	+8.8	66	-12.8	71	+7.0	.	.
Denmark	44	-18.6	54	+23.9	63	+16.0	67	+6.4
Sweden	58	-6.7	51	-11.3	53	+4.3	65	+20.6
UAE	52	-13.4	51	-0.9	63	+22.2	.	.
Canada	60	+22.5	65	+9.0	61	-7.3	58	-4.4
Rest of the world	1 062	+2.7	977	-8.0	1 061	+8.6	885	-16.6
Total	6 299	-3.1	6 240	-0.9	6 859	+9.9	6 675	-2.7
Total of 2022 sample	5 919	-4.0	5 900	-0.3	6 495	+10.1	6 675	+2.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	927	-5.4	1 014	+9.3	1 085	+7.0	994	-8.4
Belgium	833	-5.3	885	+6.2	974	+10.1	978	+0.4
Italy	554	-2.7	515	-7.1	521	+1.3	587	+12.6
Spain	494	-9.8	455	-8.0	484	+6.4	565	+16.8
UK	605	-6.4	571	-5.7	553	-3.2	533	-3.5
Netherlands	301	+7.3	344	+14.5	397	+15.4	454	+14.2
China	272	+0.4	298	+9.8	389	+30.5	345	-11.5
Luxembourg	219	-8.4	210	-4.2	250	+19.3	295	+17.6
USA	219	-7.1	201	-8.2	235	+17.1	263	+11.7
Switzerland	129	-6.1	139	+7.7	144	+3.7	132	-8.4
Korea-Rep	93	+9.3	100	+8.4	131	+30.7	132	+0.8
Algeria	86	-9.5	113	+31.6	68	-40.2	101	+49.5
Japan	100	+7.1	100	-0.2	106	+5.9	94	-11.4
Poland	51	+1.7	64	+24.2	94	+47.0	86	-8.3
Portugal	63	-9.6	57	-9.1	65	+13.9	84	+27.9
Saudi-Ar	77	+5.7	64	-16.8	72	+11.9	74	+2.4
Denmark	49	-12.5	54	+10.5	61	+12.7	66	+7.8
Sweden	54	-7.8	50	-7.7	53	+6.8	62	+16.6
UAE	46	-14.9	44	-4.9	57	+28.8	60	+5.7
Canada	61	+22.7	68	+10.5	62	-8.8	59	-4.8
ROW + SD*	1 015	+5.1	1 040	+2.4	1 193	+14.7	1 260	+5.7
Total	6 249	-2.9	6 386	+2.2	6 995	+9.5	7 222	+3.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	1 032	-6.9	957	-10.0	994	-8.4
Belgium	892	+0.4	1 079	+0.5	978	+0.4
Italy	564	+12.3	605	+12.6	587	+12.6
Spain	571	+14.9	558	+19.0	565	+16.8
UK	530	-7.1	537	+1.1	533	-3.5
Netherlands	508	+17.8	399	+10.6	454	+14.2
China	335	-8.8	353	-14.2	345	-11.5
Luxembourg	285	+14.8	308	+20.3	295	+17.6
USA	252	+5.2	272	+18.6	263	+11.7
Switzerland	129	-9.7	133	-7.5	132	-8.4
Korea-Rep	128	+4.4	136	-2.2	132	+0.8
Algeria	101	+49.5	.	.	101	+49.5
Japan	87	-13.1	101	-10.1	94	-11.4
Poland	89	-3.1	81	-15.3	86	-8.3
Portugal	85	+27.7	82	+28.1	84	+27.9
Saudi-Ar	74	+13.1	.	.	74	+2.4
Denmark	65	+8.7	67	+6.4	66	+7.8
Sweden	60	+13.4	65	+20.6	62	+16.6
UAE	60	+20.4	.	.	60	+5.7
Canada	59	-5.3	58	-4.4	59	-4.8
Rest of the world*	1 302	+1.5	885	-16.6	1 260	+5.7
Total**	7 208	+2.7	6 675	+2.8	7 222	+3.3

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	779	-5.4	829	+6.5	838	+1.0	755	-9.9
Belgium	792	+2.8	797	+0.7	820	+2.8	798	-2.7
Italy	586	+1.2	530	-9.6	490	-7.6	516	+5.2
Spain	531	-8.7	517	-2.6	473	-8.4	546	+15.3
UK	576	-8.6	518	-10.0	478	-7.8	426	-10.8
Netherlands	373	+10.4	423	+13.3	442	+4.5	425	-3.8
China	201	+9.3	217	+8.0	266	+22.6	214	-19.7
Luxembourg	192	-6.2	170	-11.4	195	+14.8	231	+18.3
USA	133	-9.1	117	-12.1	129	+10.4	148	+14.9
Switzerland	80	-2.0	86	+7.3	84	-2.4	79	-6.0
Korea-Rep	68	+11.4	69	+2.1	82	+17.9	71	-13.1
Algeria	107	-16.9	121	+12.4	65	-46.2	77	+18.7
Japan	72	+12.3	72	-0.6	72	+1.0	63	-13.5
Poland	52	+3.6	64	+23.8	87	+35.7	69	-20.6
Portugal	61	-9.9	54	-12.2	59	+10.5	77	+29.1
Saudi-Ar	64	+11.7	52	-18.4	55	+6.4	51	-8.4
Denmark	58	-12.8	66	+13.3	68	+2.7	76	+11.4
Sweden	44	-7.3	38	-13.6	38	-0.7	45	+19.9
UAE	33	-14.4	34	+0.5	40	+19.3	36	-9.8
Canada	33	+29.5	37	+12.1	36	-2.4	36	-2.4
ROW + SD*	892	+8.2	856	-4.1	919	+7.4	858	-6.6
Total	5 728	-0.8	5 668	-1.1	5 737	+1.2	5 595	-2.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	119.1	=	122.3	+2.6	129.6	+6.0	131.6	+1.6
Belgium	105.2	-7.8	110.9	+5.5	118.8	+7.1	122.5	+3.1
Italy	94.5	-3.8	97.1	+2.8	106.4	+9.6	113.8	+7.0
Spain	93.1	-1.1	88.0	-5.5	102.2	+16.2	103.6	+1.4
UK	105.0	+2.4	110.1	+4.9	115.7	+5.0	125.1	+8.2
Netherlands	80.6	-2.8	81.5	+1.1	89.9	+10.3	106.8	+18.7
China	135.4	-8.2	137.5	+1.6	146.4	+6.4	161.4	+10.3
Luxembourg	114.1	-2.4	123.4	+8.1	128.3	+4.0	127.6	-0.5
USA	164.1	+2.2	171.4	+4.4	181.9	+6.1	176.9	-2.7
Switzerland	161.6	-4.2	162.2	+0.4	172.3	+6.2	168.0	-2.5
Korea-Rep	136.6	-1.9	145.1	+6.2	160.8	+10.8	186.7	+16.1
Algeria	80.2	+8.9	93.9	+17.1	104.4	+11.2	131.6	+26.0
Japan	138.7	-4.7	139.3	+0.4	146.1	+4.9	149.6	+2.4
Poland	99.3	-1.9	99.5	+0.3	107.8	+8.3	124.5	+15.5
Portugal	103.1	+0.4	106.8	+3.6	110.2	+3.1	109.1	-0.9
Saudi-Ar	120.9	-5.4	123.4	+2.1	129.8	+5.2	145.0	+11.7
Denmark	84.3	+0.4	82.2	-2.5	90.2	+9.7	87.3	-3.3
Sweden	123.0	-0.6	131.3	+6.8	141.2	+7.5	137.3	-2.8
UAE	138.0	-0.6	130.7	-5.3	141.1	+8.0	165.4	+17.2
Canada	183.6	-5.3	181.0	-1.4	169.1	-6.6	165.1	-2.4
ROW + SD*	113.7	-2.8	121.5	+6.8	129.8	+6.8	146.8	+13.1
Total	109.1	-2.2	112.7	+3.3	121.9	+8.2	129.1	+5.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Germany**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

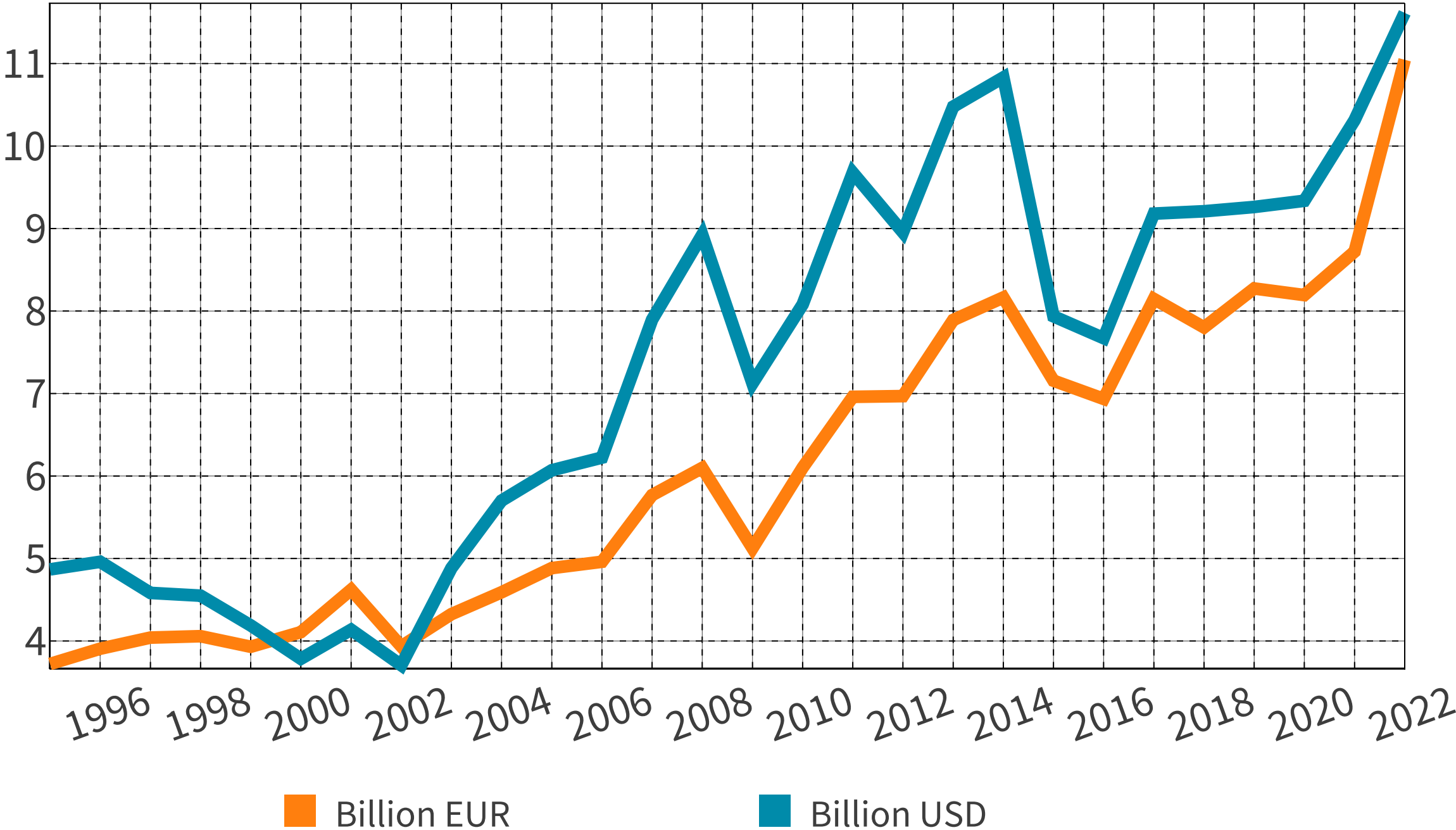
EXPORT 
PLANNING

**Exports
(2022)****11.0** billion EUR**11.6** billion USD**Average prices of
exports (2022)****2.57** EUR/kg**2.71** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+11.3%**CAGR in 2009-2022: **+1.9%**CAGR in 2023-2026: **+7.3%**

Dynamics of Foreign Sales

Exports in Value

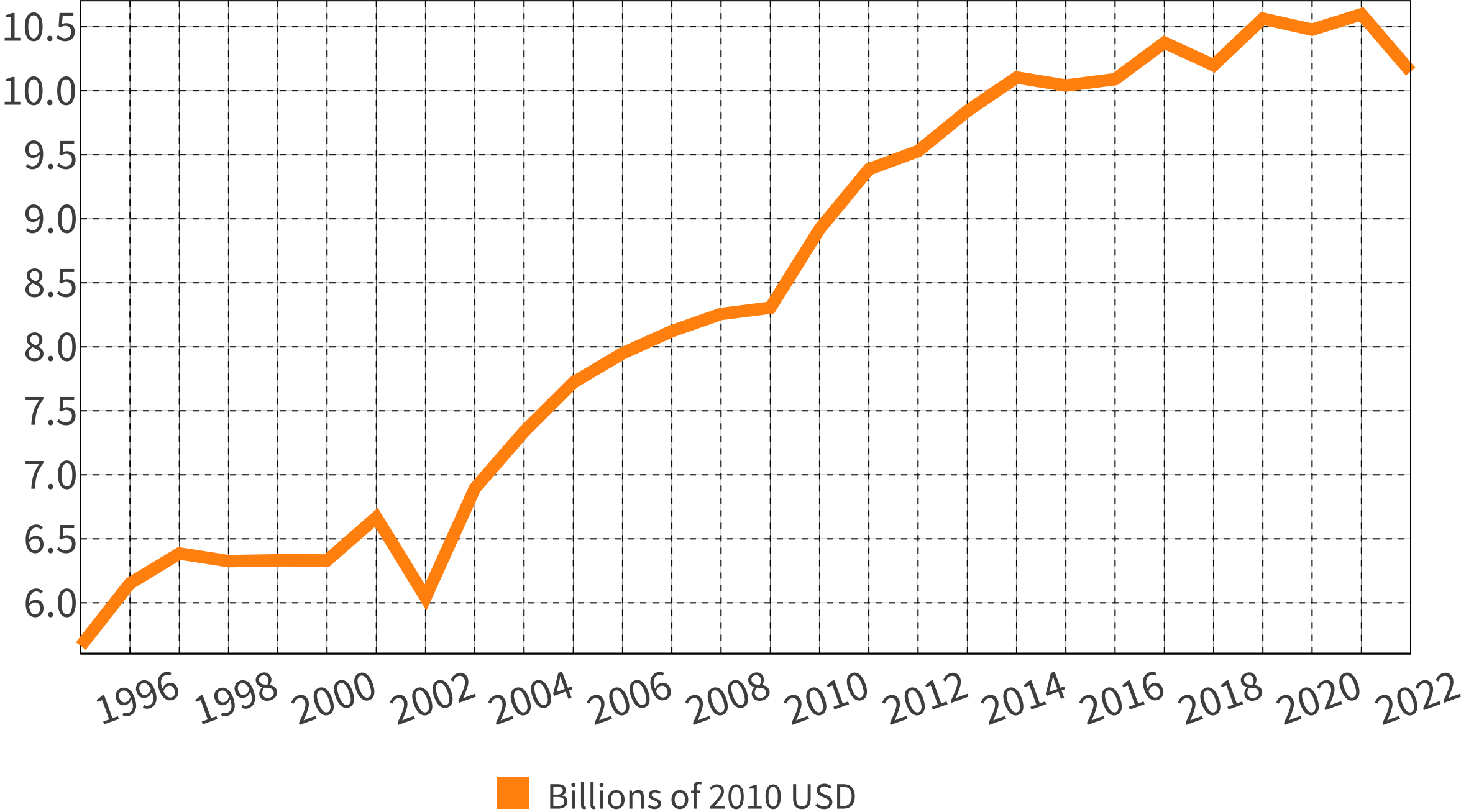
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

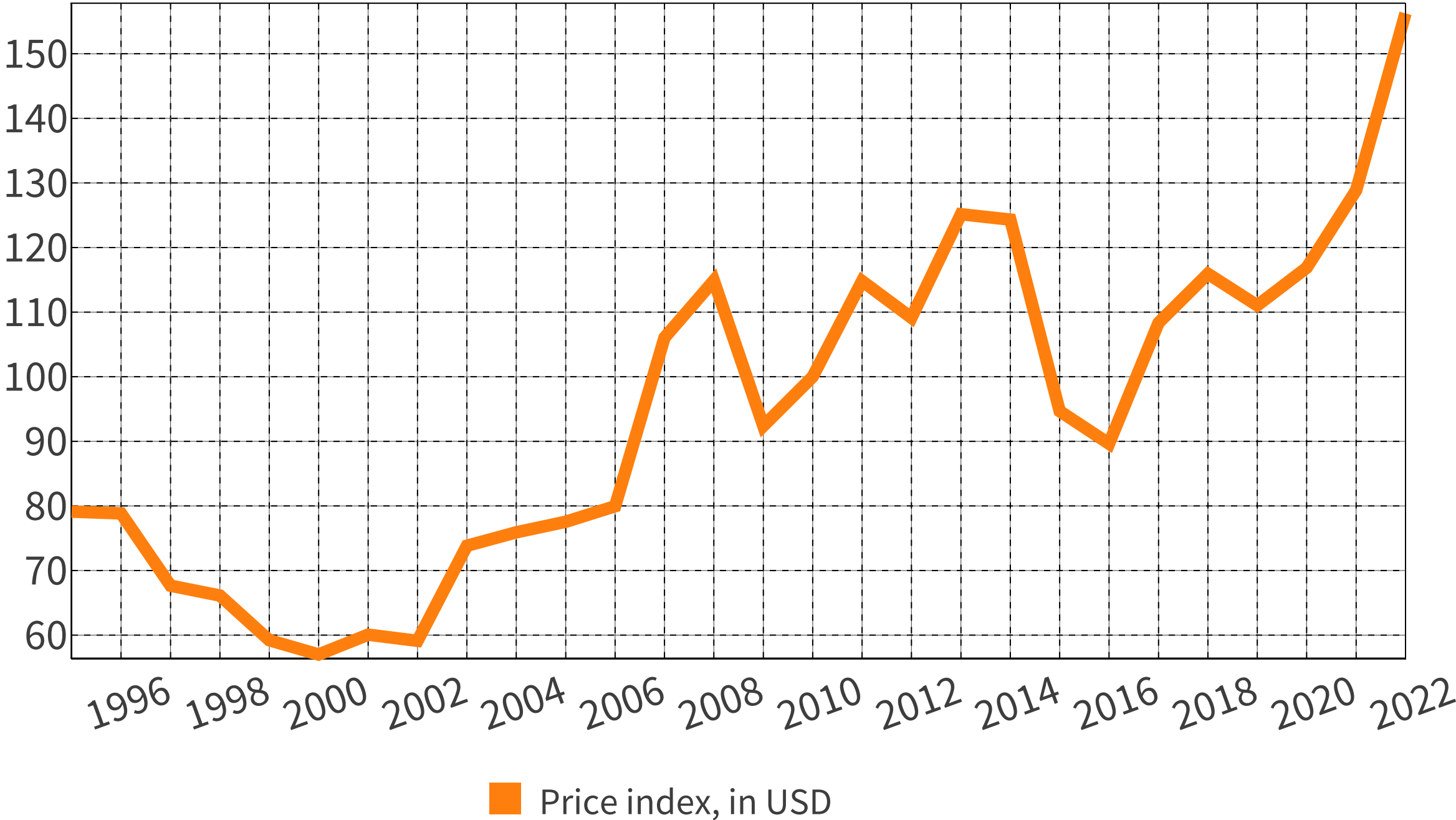
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

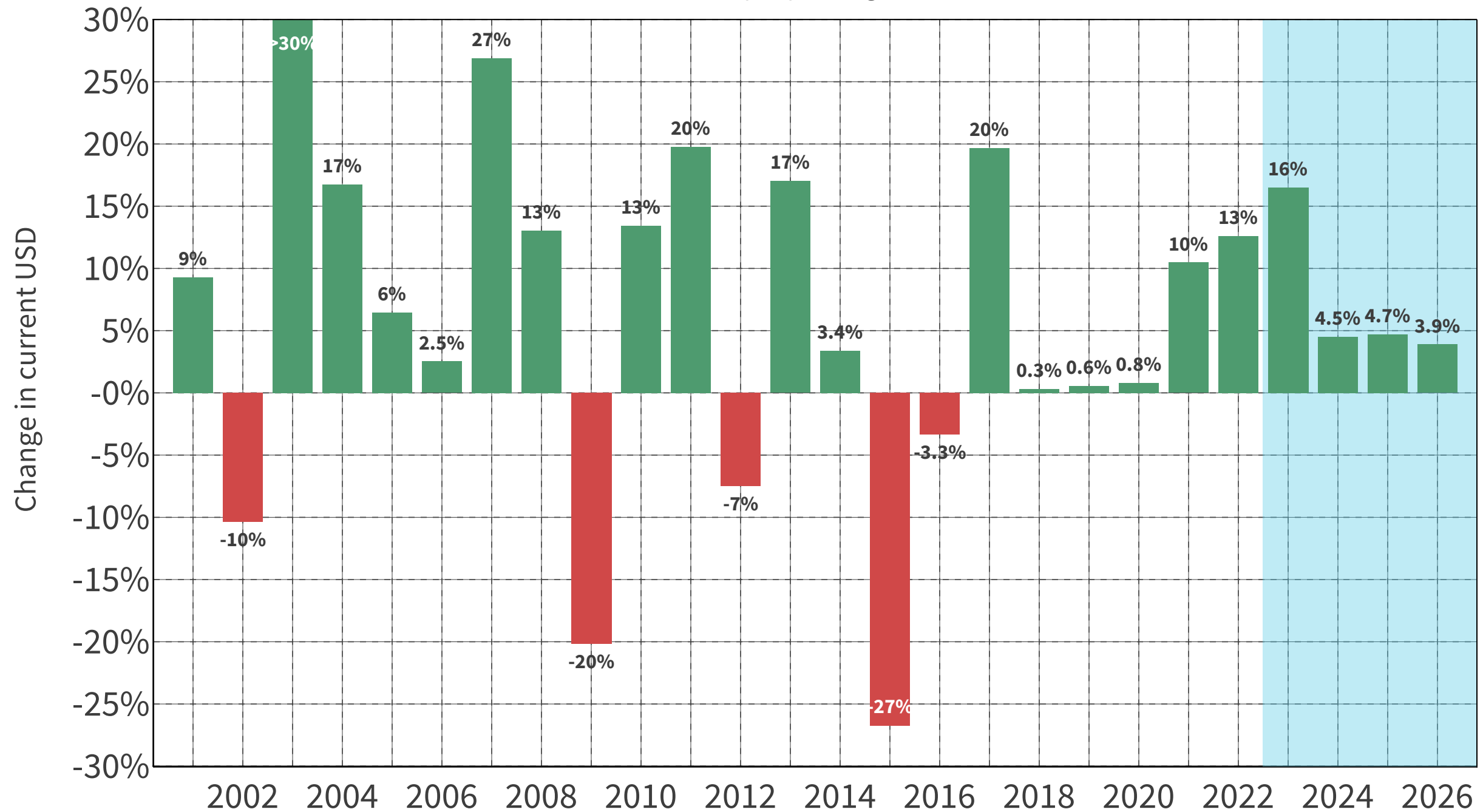
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	5 702	16.8	7 337	6.44	77.7	9.7
2005	6 070	6.5	7 721	5.23	78.6	1.2
2006	6 223	2.5	7 949	2.95	78.3	-0.4
2007	7 895	26.9	8 122	2.18	97.2	24.2
2008	8 924	13.0	8 257	1.65	108.1	11.2
2009	7 123	-20.2	8 306	0.59	85.8	-20.6
2010	8 080	13.4	8 921	7.41	90.6	5.6
2011	9 677	19.8	9 387	5.23	103.1	13.8
2012	8 954	-7.5	9 529	1.51	94.0	-8.9
2013	10 478	17.0	9 843	3.29	106.5	13.3
2014	10 831	3.4	10 104	2.66	107.2	0.7
2015	7 936	-26.7	10 041	-0.62	79.0	-26.3
2016	7 671	-3.3	10 091	0.49	76.0	-3.8
2017	9 181	19.7	10 376	2.83	88.5	16.4
2018	9 209	0.3	10 199	-1.70	90.3	2.0
2019	9 261	0.6	10 564	3.57	87.7	-2.9
2020	9 337	0.8	10 478	-0.81	89.1	1.6
2021	10 315	10.5	10 598	1.14	97.3	9.2
2022	11 615	12.6	10 150	-4.22	114.4	17.6

Source: www.exportplanning.com

Foreign Sales Prospect

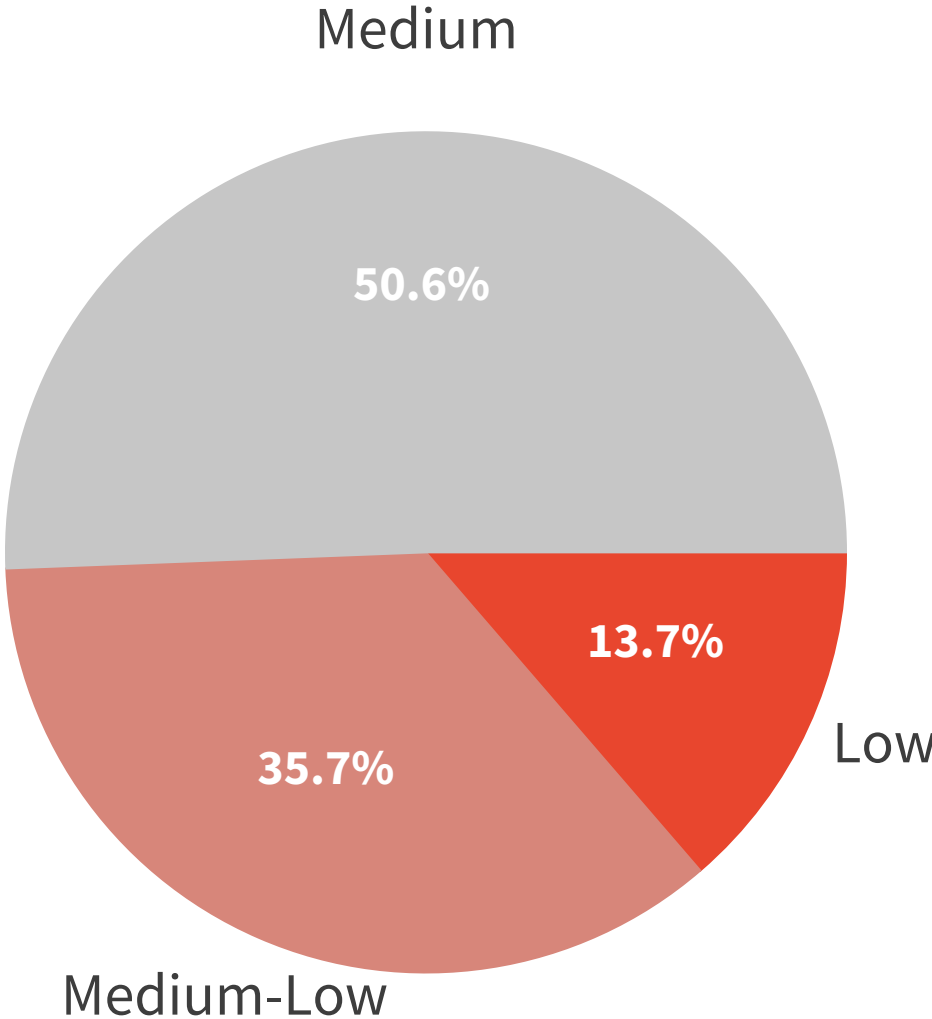
Exports Forecast

Source: www.exportplanning.com

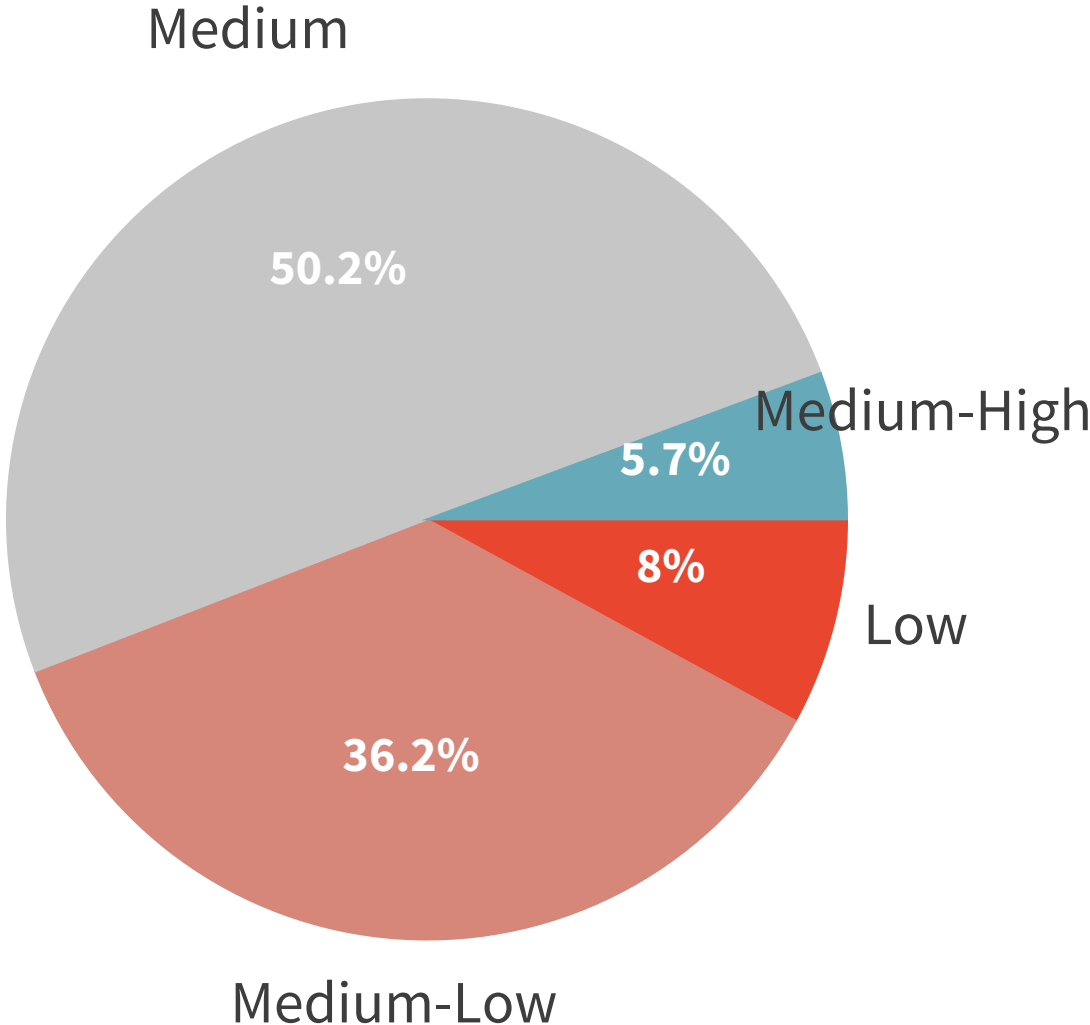


Distribution of Exports by Price Range

Year 2012



Year 2022



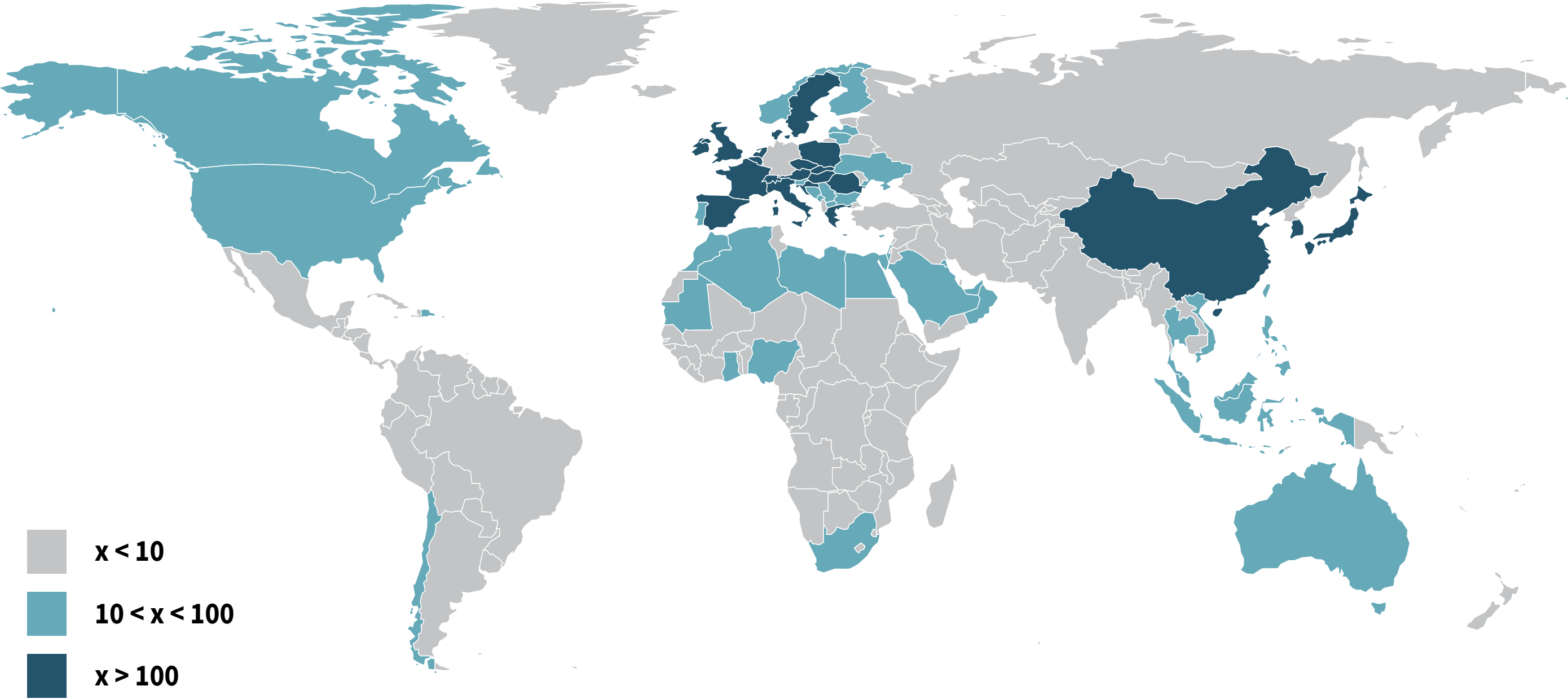
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

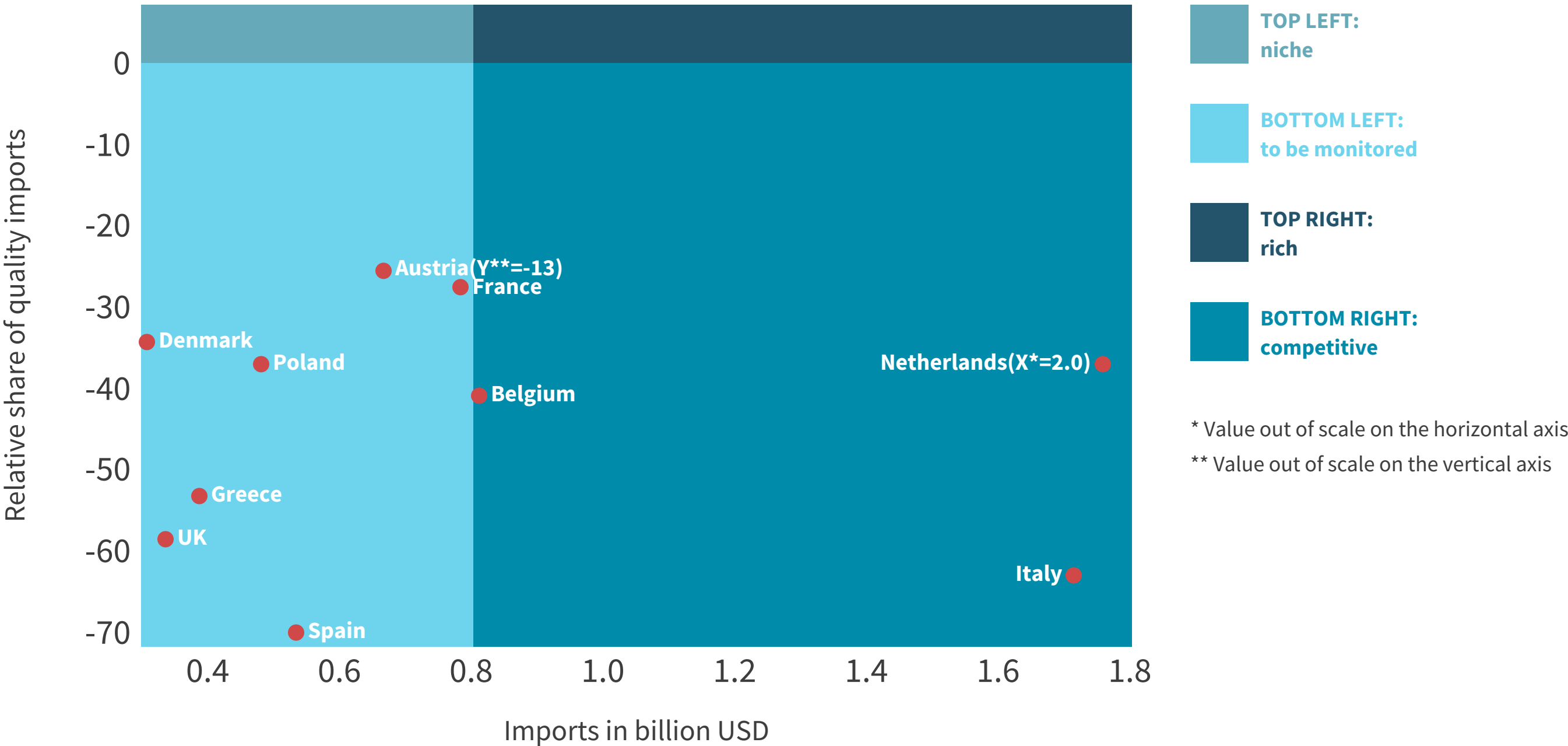
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Netherlands	676	39.2	1 190	42.9	2 001	37.6	2 639	38.0
Italy	1 231	54.3	2 299	48.9	1 715	35.3	2 182	35.3
Belgium	333	19.9	650	20.5	812	17.8	1 174	19.1
France	289	16.9	709	22.2	785	14.3	1 090	14.5
Austria	163	61.7	501	63.8	667	59.8	894	57.6
Spain	147	17.7	508	19.9	535	20.2	735	19.0
Poland	29	31.2	176	52.4	483	31.4	714	33.6
Greece	130	30.8	364	34.0	387	34.1	367	28.9
UK	179	11.7	508	13.2	336	8.3	470	8.5
Denmark	50	24.7	160	24.8	307	33.6	423	33.8
China	2	1.0	4	0.7	303	3.9	403	4.3
Romania	6	24.1	66	28.0	298	32.6	434	33.4
Czech Rep.	18	29.7	189	36.4	265	30.6	359	29.5
Hungary	14	35.6	128	35.6	204	39.9	306	40.5
Sweden	24	14.2	132	17.2	150	13.5	201	12.7
Switzerland	12	6.5	53	13.0	130	15.1	171	13.1
Slovakia	5	19.7	35	11.7	124	18.0	182	22.9
Ireland	5	2.2	59	8.4	120	16.1	127	14.9
Korea-Rep	<1	0.3	9	2.9	116	8.7	181	10.8
Croatia	10	20.5	36	28.7	104	26.7	136	27.1
ROW + SD*	460	.	1 145	.	1 773	.	2 193	.
Total	3 785	15.8	8 924	14.8	11 615	12.2	15 381	12.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

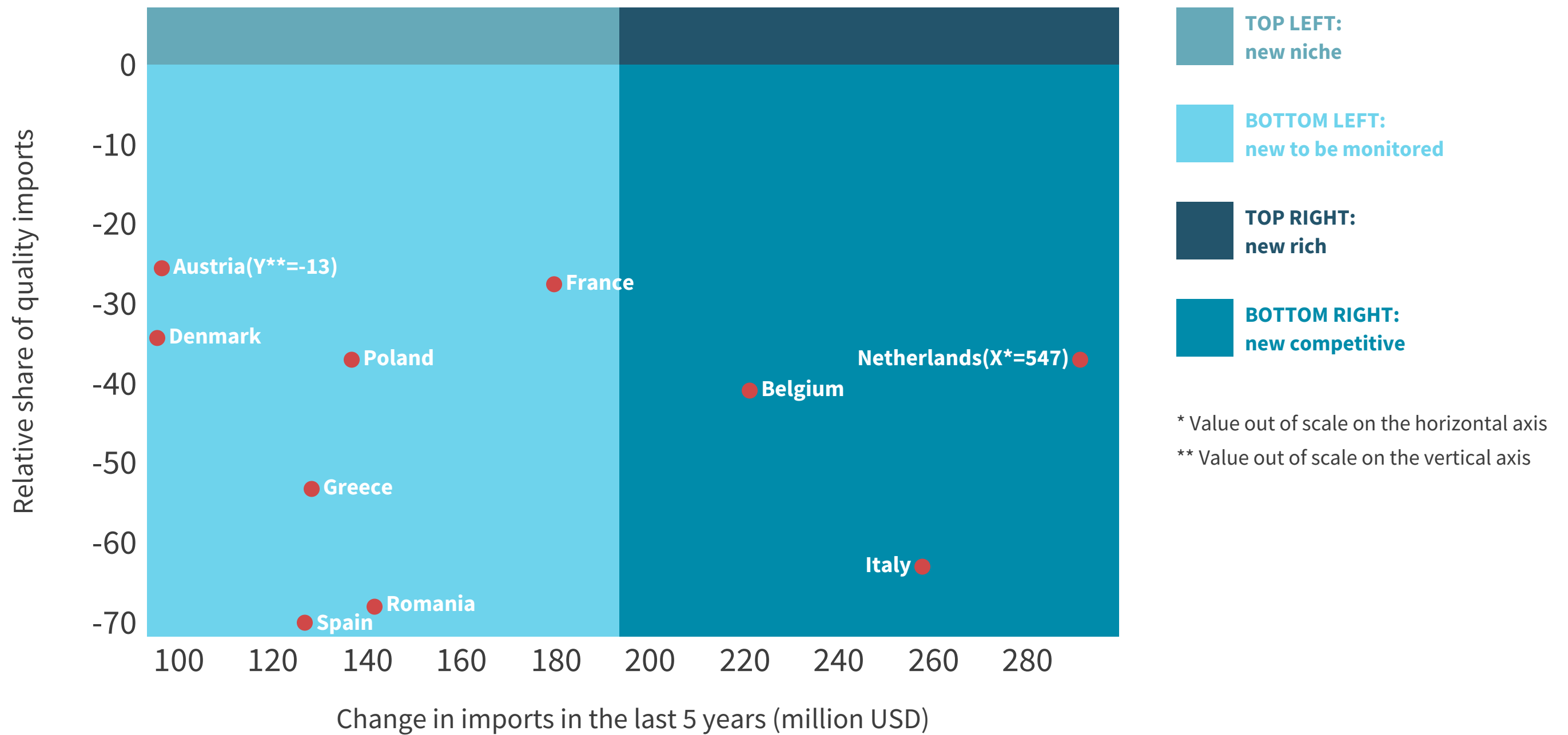
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	1 504	-0.2	1 573	+4.6	1 813	+15.2	2 077	+14.6
Italy	1 459	-3.8	1 333	-8.6	1 449	+8.7	1 724	+19.0
Belgium	528	-2.6	512	-3.1	636	+24.1	753	+18.4
France	632	-2.2	626	-0.9	715	+14.1	797	+11.5
Austria	564	-5.8	568	+0.8	606	+6.6	689	+13.8
Spain	421	-2.9	394	-6.6	423	+7.5	549	+29.6
Poland	379	+7.0	391	+3.3	422	+7.9	505	+19.8
Greece	246	+4.7	257	+4.3	306	+19.1	373	+22.1
UK	403	-7.4	408	+1.2	292	-28.5	307	+5.3
Denmark	281	+13.7	263	-6.5	288	+9.5	323	+12.0
China	308	+28.7	392	+27.1	484	+23.4	279	-42.4
Romania	181	+6.8	218	+20.2	257	+18.0	294	+14.3
Czech Rep.	217	-3.2	224	+3.3	254	+13.6	258	+1.4
Hungary	169	+2.1	167	-1.2	192	+14.4	202	+5.5
Sweden	151	+11.0	130	-13.8	141	+8.3	144	+2.5
Switzerland	98	-1.7	122	+24.4	128	+5.4	135	+4.8
Slovakia	97	-4.3	98	+1.9	106	+7.9	129	+21.6
Ireland	68	+6.3	73	+6.4	83	+13.5	120	+45.0
Korea-Rep	71	+20.4	81	+14.5	74	-8.7	116	+56.4
Croatia	85	+14.8	76	-10.5	87	+14.3	107	+22.1
Rest of the world	1 469	+3.4	1 473	+0.3	1 595	+8.3	1 804	+13.1
Total	9 332	+0.7	9 380	+0.5	10 349	+10.3	11 685	+12.9

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	1 337	-4.1	1 304	-2.5	1 524	+16.9	1 905	+25.0
Italy	1 494	-0.5	1 297	-13.1	1 434	+10.5	1 714	+19.5
Belgium	521	-5.9	598	+14.9	741	+23.8	882	+19.0
France	625	-10.4	595	-4.8	664	+11.6	771	+16.1
Austria	559	-2.1	545	-2.5	583	+6.9	642	+10.1
Spain	400	-2.9	360	-10.0	383	+6.5	517	+34.8
Poland	370	+5.0	362	-2.1	420	+15.9	453	+8.0
Greece	254	+2.3	271	+6.5	317	+17.1	396	+24.8
UK	430	-6.4	399	-7.2	253	-36.5	369	+45.6
Denmark	234	-2.8	228	-2.4	261	+14.3	290	+11.2
China	327	+33.9	375	+14.6	485	+29.5	326	-32.7
Romania	196	+12.2	228	+15.9	270	+18.7	302	+11.8
Czech Rep.	228	+1.0	236	+3.4	277	+17.6	273	-1.6
Hungary	178	+6.9	177	-0.5	176	-0.4	207	+17.5
Sweden	136	-14.8	125	-8.4	142	+13.8	157	+10.6
Switzerland	89	-2.8	113	+27.3	116	+2.4	126	+9.0
Slovakia	100	-7.3	102	+2.2	107	+4.9	117	+8.7
Ireland	77	+17.8	79	+3.0	81	+2.7	115	+41.2
Korea-Rep	67	+3.6	83	+23.8	87	+4.3	116	+33.4
Croatia	79	+10.4	76	-3.0	86	+13.2	101	+17.2
Rest of the world	1 536	+4.5	1 574	+2.5	1 586	+0.8	1 309	-17.5
Total	9 235	-0.4	9 127	-1.2	9 994	+9.5	11 086	+10.9
Total of 2022 sample	8 863	-1.2	8 668	-2.2	9 689	+11.8	11 086	+14.4

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	1 428	-1.8	1 450	+1.6	1 680	+15.9	2 001	+19.1
Italy	1 471	-2.2	1 311	-10.9	1 437	+9.6	1 715	+19.3
Belgium	526	-3.9	551	+4.7	684	+24.2	812	+18.7
France	629	-6.8	613	-2.6	691	+12.7	785	+13.7
Austria	561	-4.1	557	-0.7	595	+6.8	667	+12.1
Spain	412	-3.0	378	-8.2	405	+7.0	535	+32.2
Poland	375	+5.8	379	+0.9	420	+11.0	483	+15.0
Greece	250	+3.6	264	+5.4	312	+18.3	387	+24.0
UK	416	-6.8	406	-2.4	274	-32.5	336	+22.8
Denmark	257	+5.3	246	-4.1	275	+11.4	307	+11.8
China	318	+31.4	383	+20.6	485	+26.5	303	-37.4
Romania	188	+9.3	222	+18.4	263	+18.2	298	+13.3
Czech Rep.	222	-1.2	230	+3.4	265	+15.6	265	-0.3
Hungary	173	+4.1	172	-1.0	185	+7.9	204	+10.2
Sweden	144	-3.5	128	-11.4	141	+10.7	150	+6.0
Switzerland	93	-2.3	117	+25.6	122	+4.0	130	+6.6
Slovakia	98	-5.7	100	+2.2	107	+6.4	124	+15.6
Ireland	73	+11.7	76	+5.1	83	+8.3	120	+44.6
Korea-Rep	69	+11.4	82	+18.9	81	-1.9	116	+43.5
Croatia	82	+12.9	76	-7.2	87	+13.9	104	+19.8
ROW + SD*	1 475	+7.0	1 594	+8.1	1 723	+8.0	1 773	+2.9
Total	9 261	+0.6	9 337	+0.8	10 315	+10.5	11 615	+12.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Netherlands	2 077	+14.6	1 905	+25.0	2 001	+19.1
Italy	1 724	+19.0	1 714	+19.5	1 715	+19.3
Belgium	753	+18.4	882	+19.0	812	+18.7
France	797	+11.5	771	+16.1	785	+13.7
Austria	689	+13.8	642	+10.1	667	+12.1
Spain	549	+29.6	517	+34.8	535	+32.2
Poland	505	+19.8	453	+8.0	483	+15.0
Greece	373	+22.1	396	+24.8	387	+24.0
UK	307	+5.3	369	+45.6	336	+22.8
Denmark	323	+12.0	290	+11.2	307	+11.8
China	279	-42.4	326	-32.7	303	-37.4
Romania	294	+14.3	302	+11.8	298	+13.3
Czech Rep.	258	+1.4	273	-1.6	265	-0.3
Hungary	202	+5.5	207	+17.5	204	+10.2
Sweden	144	+2.5	157	+10.6	150	+6.0
Switzerland	135	+4.8	126	+9.0	130	+6.6
Slovakia	129	+21.6	117	+8.7	124	+15.6
Ireland	120	+45.0	115	+41.2	120	+44.6
Korea-Rep	116	+56.4	116	+33.4	116	+43.5
Croatia	107	+22.1	101	+17.2	104	+19.8
Rest of the world*	1 804	+13.1	1 309	-17.5	1 773	+2.9
Total**	11 685	+12.9	11 086	+14.4	11 615	+12.6

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Netherlands	1 745	+0.3	1 757	+0.7	1 839	+4.7	1 855	+0.9
Italy	1 720	+1.5	1 512	-12.1	1 491	-1.4	1 507	+1.0
Belgium	608	+4.6	626	+2.9	725	+15.9	748	+3.1
France	668	-1.0	658	-1.6	711	+8.1	678	-4.6
Austria	571	-0.9	575	+0.7	571	-0.7	563	-1.5
Spain	502	+2.0	427	-14.9	427	-0.1	480	+12.4
Poland	436	+6.9	439	+0.7	434	-1.3	421	-2.9
Greece	332	+4.9	344	+3.4	363	+5.6	369	+1.6
UK	490	-0.8	472	-3.8	302	-35.9	321	+6.1
Denmark	303	+17.9	286	-5.3	286	-0.2	269	-5.7
China	290	+34.7	322	+11.1	374	+16.2	208	-44.2
Romania	217	+6.6	246	+13.7	265	+7.6	272	+2.6
Czech Rep.	278	+6.6	288	+3.5	297	+3.4	253	-14.8
Hungary	223	+9.3	220	-1.5	217	-1.5	198	-8.7
Sweden	153	+3.4	146	-4.6	153	+4.7	142	-6.9
Switzerland	92	+1.1	116	+25.8	114	-1.6	105	-8.2
Slovakia	103	+7.3	107	+3.4	101	-6.0	100	-1.1
Ireland	79	+15.0	77	-1.9	78	+1.1	95	+21.6
Korea-Rep	65	+11.6	77	+18.7	70	-8.3	72	+2.9
Croatia	106	+19.2	99	-6.7	100	+1.7	97	-3.0
ROW + SD*	1 583	+3.4	1 685	+6.5	1 680	-0.3	1 396	-16.9
Total	10 564	+3.6	10 478	-0.8	10 598	+1.1	10 150	-4.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Netherlands	81.8	-2.1	82.5	+0.9	91.4	+10.7	107.8	+18.0
Italy	85.5	-3.6	86.7	+1.4	96.4	+11.1	113.8	+18.1
Belgium	86.6	-8.1	88.1	+1.7	94.4	+7.1	108.6	+15.1
France	94.2	-5.9	93.2	-1.1	97.1	+4.3	115.7	+19.1
Austria	98.3	-3.3	96.9	-1.4	104.3	+7.6	118.6	+13.8
Spain	82.1	-4.9	88.5	+7.8	94.8	+7.1	111.4	+17.6
Poland	86.1	-1.0	86.2	+0.2	96.9	+12.4	114.7	+18.4
Greece	75.2	-1.2	76.7	+2.0	85.9	+12.0	104.8	+22.0
UK	84.8	-6.1	86.0	+1.4	90.5	+5.3	104.7	+15.7
Denmark	84.9	-10.7	86.0	+1.3	96.0	+11.6	113.9	+18.6
China	109.8	-2.5	119.2	+8.6	129.8	+8.9	145.6	+12.2
Romania	86.7	+2.5	90.3	+4.1	99.2	+9.8	109.5	+10.4
Czech Rep.	79.8	-7.3	79.8	-0.1	89.2	+11.9	104.4	+17.0
Hungary	77.6	-4.7	78.0	+0.5	85.5	+9.5	103.1	+20.6
Sweden	94.2	-6.6	87.5	-7.1	92.6	+5.8	105.4	+13.9
Switzerland	101.4	-3.4	101.3	-0.1	107.1	+5.7	124.4	+16.1
Slovakia	94.9	-12.1	93.8	-1.1	106.2	+13.2	124.2	+16.9
Ireland	92.4	-2.9	99.0	+7.1	106.1	+7.2	126.2	+18.9
Korea-Rep	106.9	-0.2	107.1	+0.2	114.7	+7.1	159.9	+39.4
Croatia	77.8	-5.3	77.4	-0.5	86.7	+12.1	107.1	+23.5
ROW + SD*	93.2	+3.5	94.6	+1.5	102.6	+8.4	127.0	+23.9
Total	87.7	-2.9	89.1	+1.6	97.3	+9.2	114.4	+17.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Greece**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

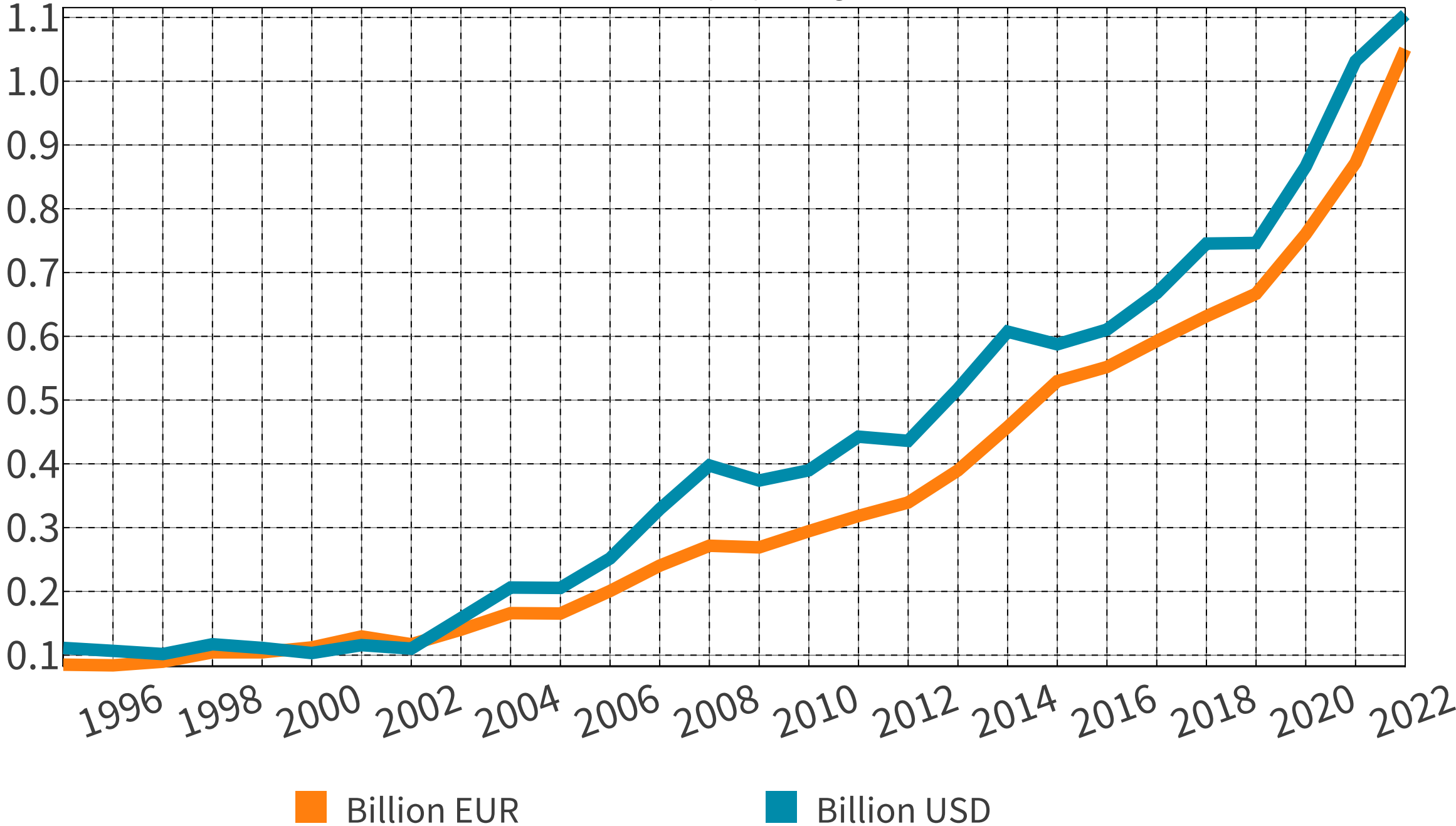
EXPORT 
PLANNING

**Exports
(2022)****1.1** billion EUR**1.1** billion USD**Average prices of
exports (2022)****4.44** EUR/kg**4.66** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+18.3%**CAGR in 2009-2022: **+7.6%**CAGR in 2023-2026: **+13.3%**

Dynamics of Foreign Sales

Exports in Value

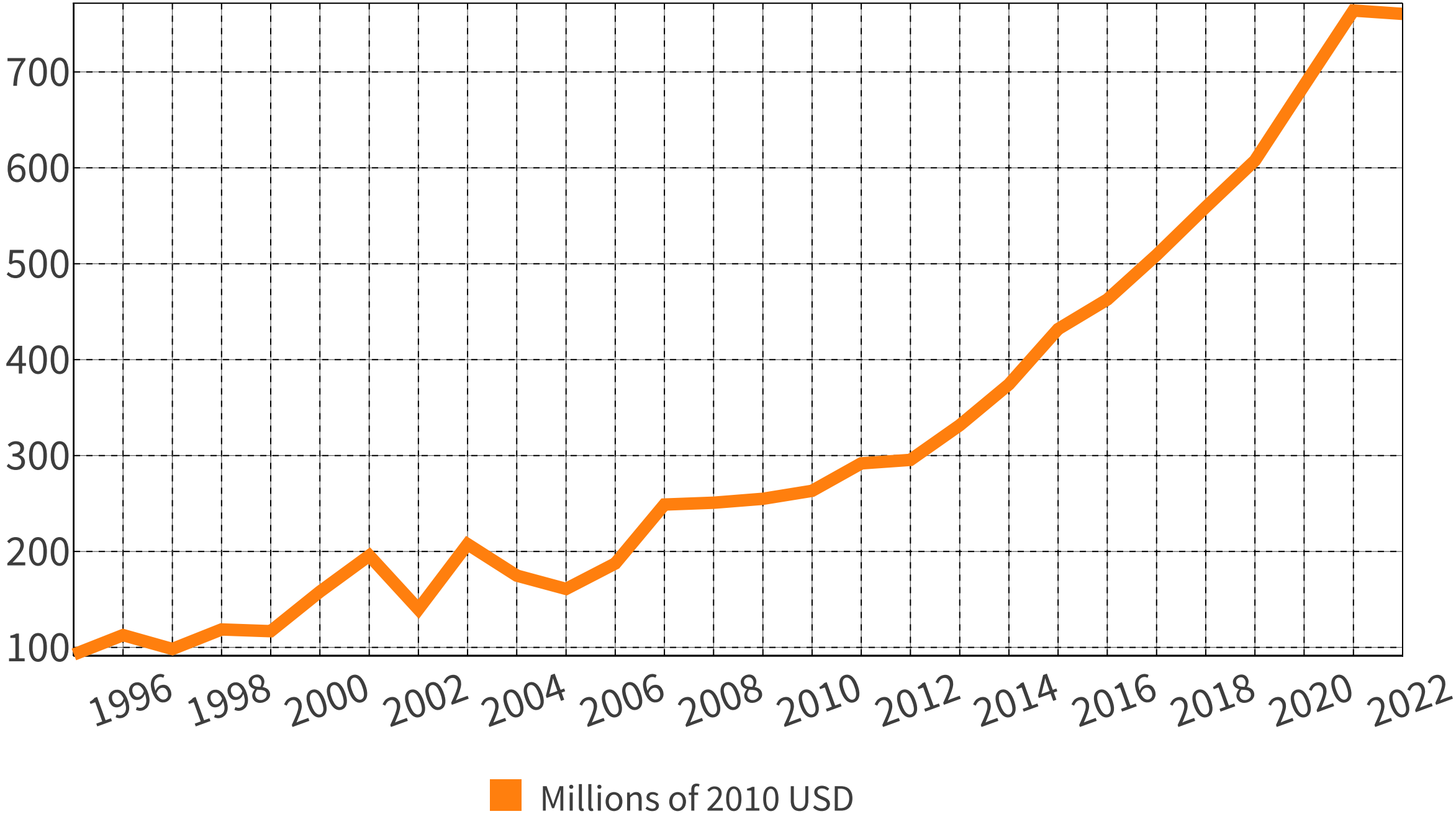
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

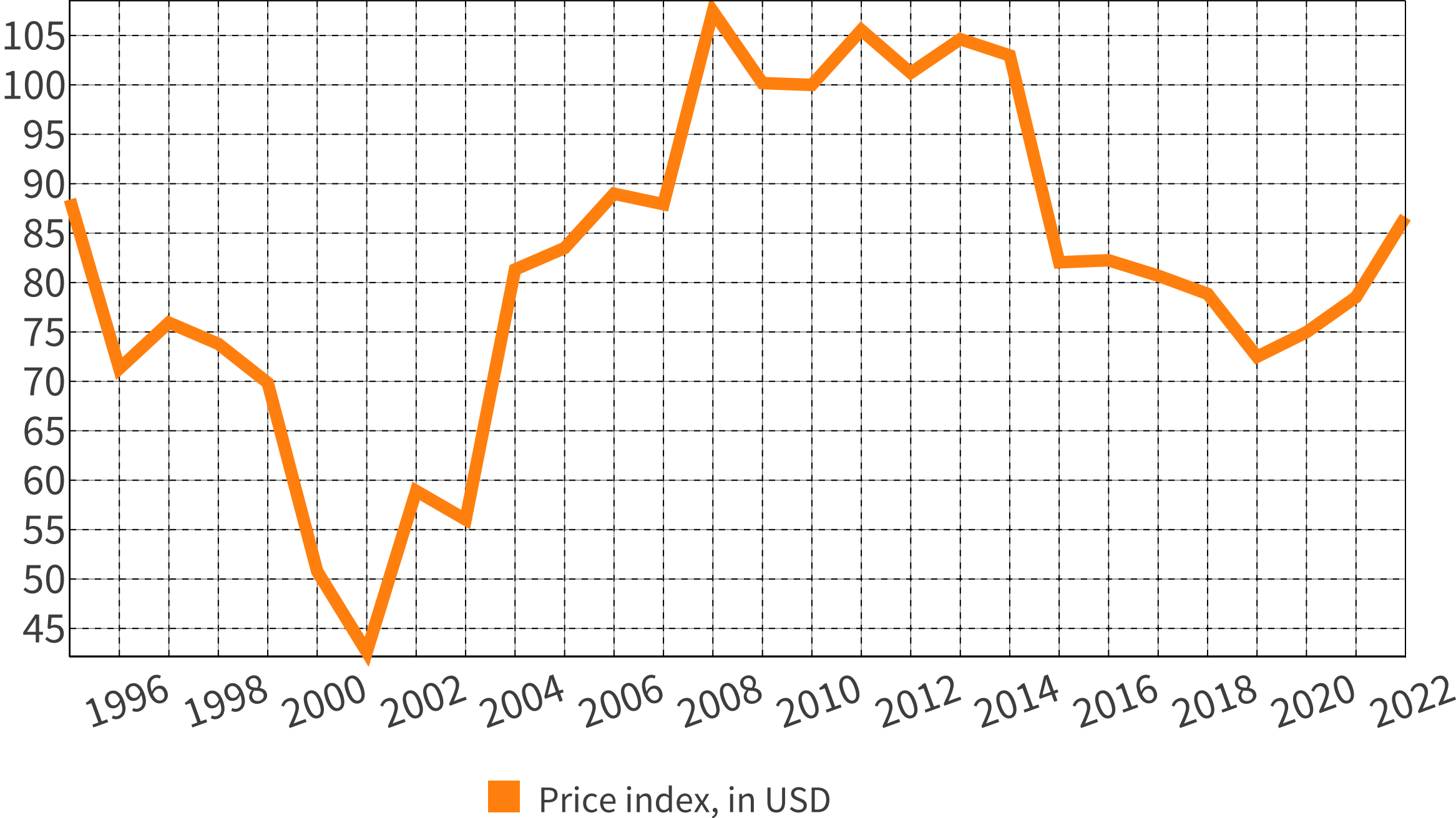
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

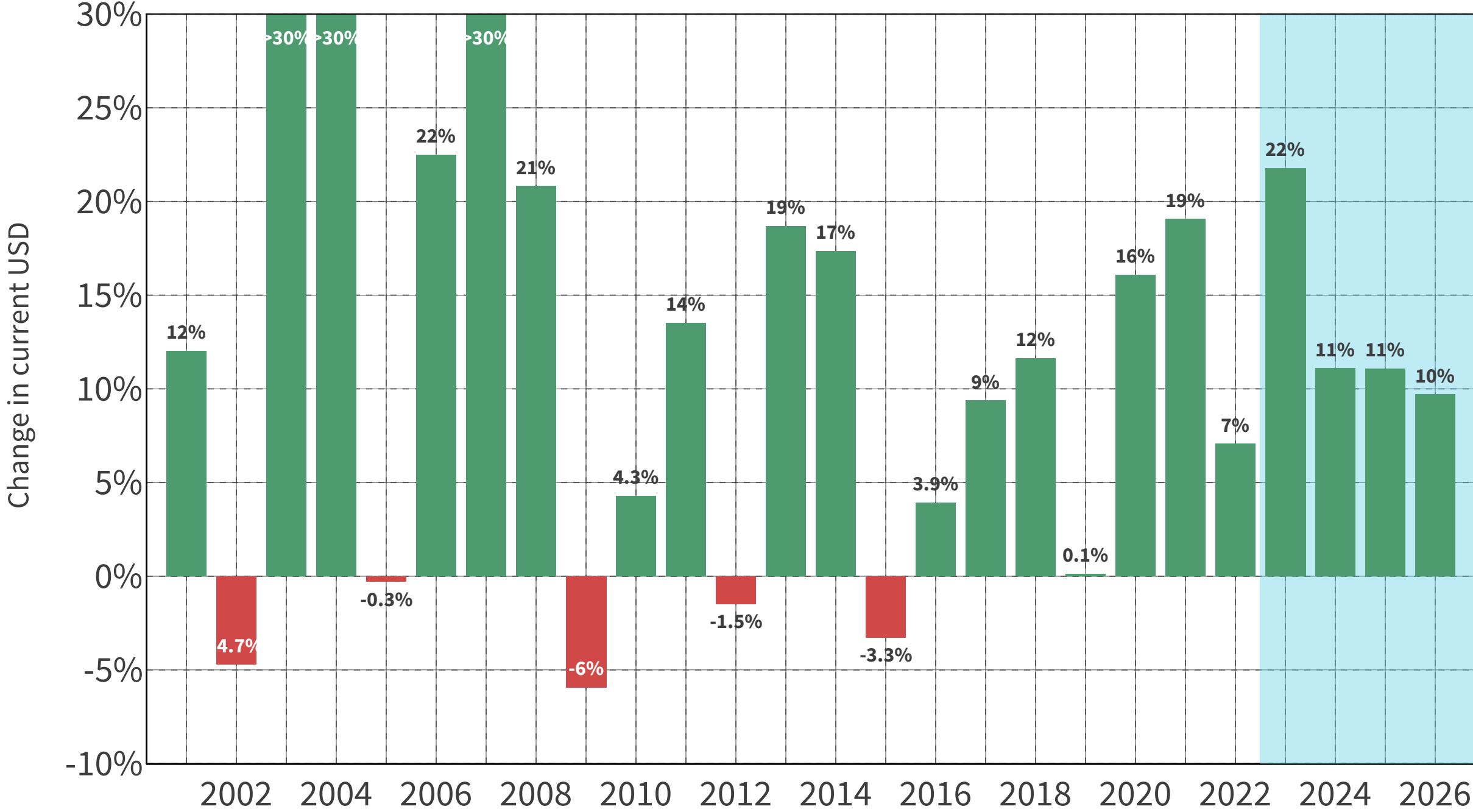
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	206	30.4	174.9	-15.8	117.8	54.8
2005	205	-0.3	161.0	-7.9	127.6	8.3
2006	252	22.5	187.5	16.5	134.2	5.2
2007	329	30.7	248.9	32.8	132.2	-1.6
2008	397	20.8	250.8	0.8	158.4	19.9
2009	374	-5.9	254.9	1.6	146.7	-7.4
2010	390	4.3	263.2	3.3	148.1	1.0
2011	443	13.5	291.9	10.9	151.6	2.4
2012	436	-1.5	295.5	1.2	147.6	-2.7
2013	518	18.7	331.6	12.2	156.1	5.8
2014	607	17.3	374.2	12.8	162.3	4.0
2015	587	-3.3	431.9	15.4	136.0	-16.2
2016	610	3.9	462.7	7.1	131.9	-3.0
2017	668	9.4	509.1	10.0	131.1	-0.6
2018	745	11.6	559.0	9.8	133.3	1.7
2019	746	0.1	607.6	8.7	122.8	-7.9
2020	866	16.1	685.9	12.9	126.3	2.8
2021	1 032	19.1	764.0	11.4	135.0	6.9
2022	1 104	7.1	760.5	-0.5	145.2	7.5

Source: www.exportplanning.com

Foreign Sales Prospect

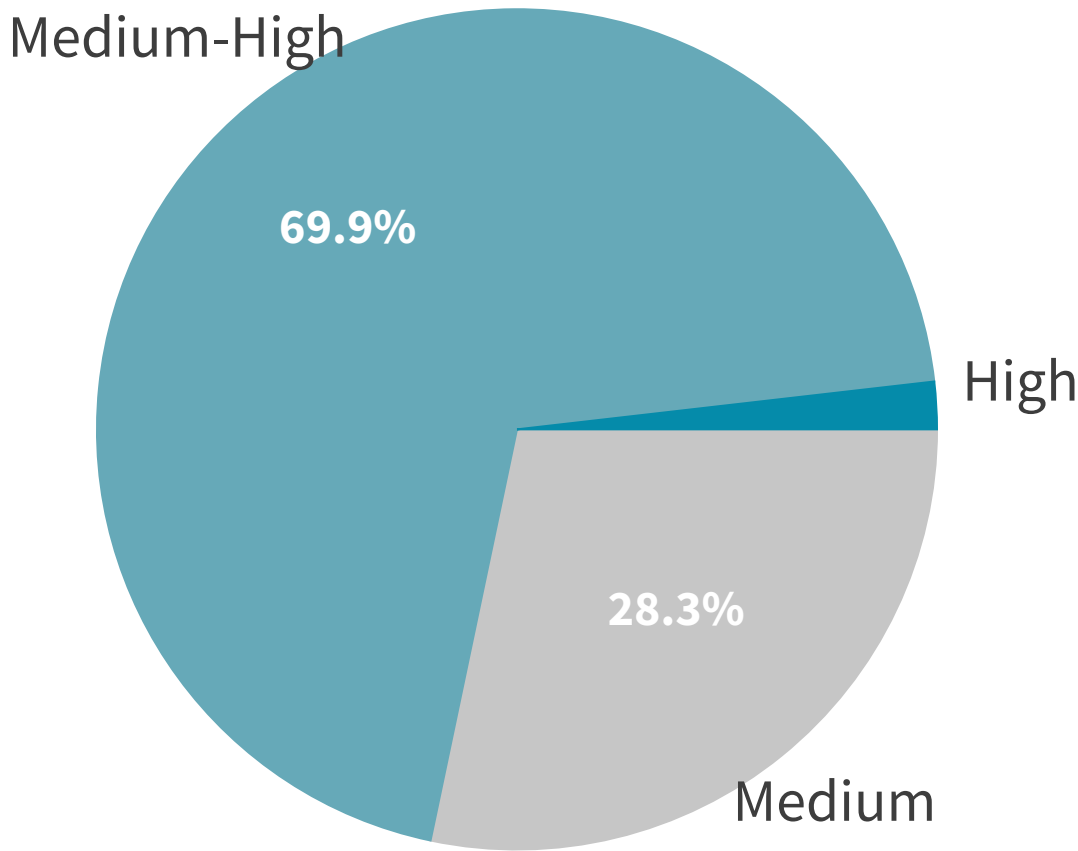
Exports Forecast

Source: www.exportplanning.com

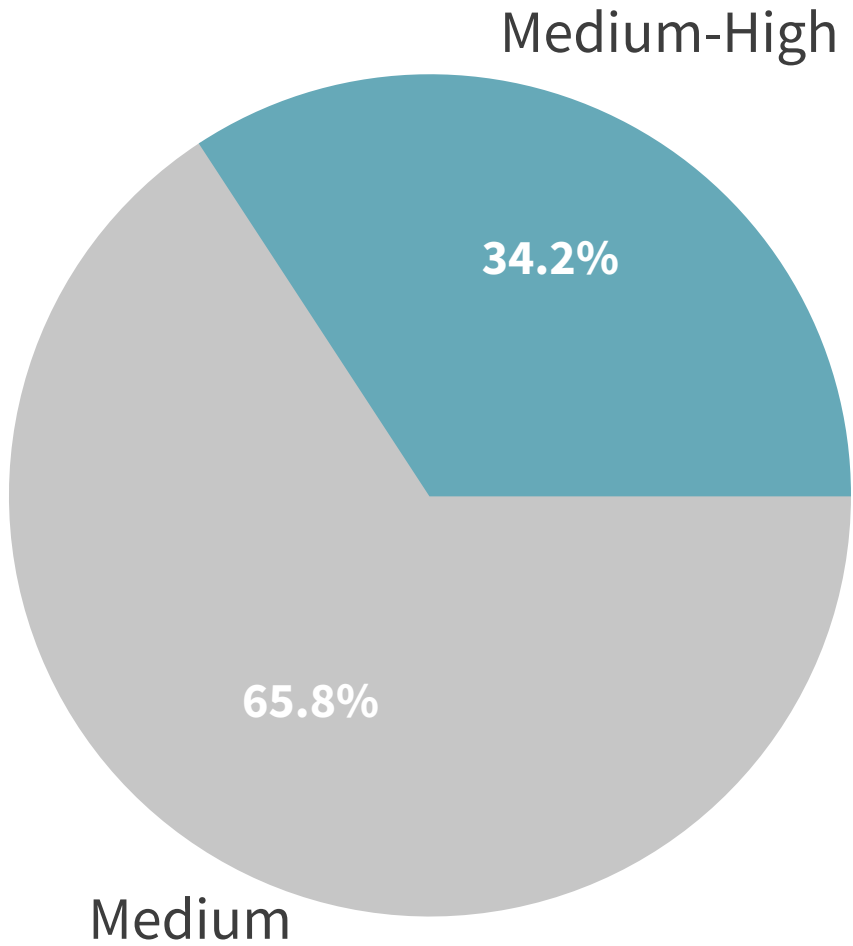


Distribution of Exports by Price Range

Year 2012



Year 2022



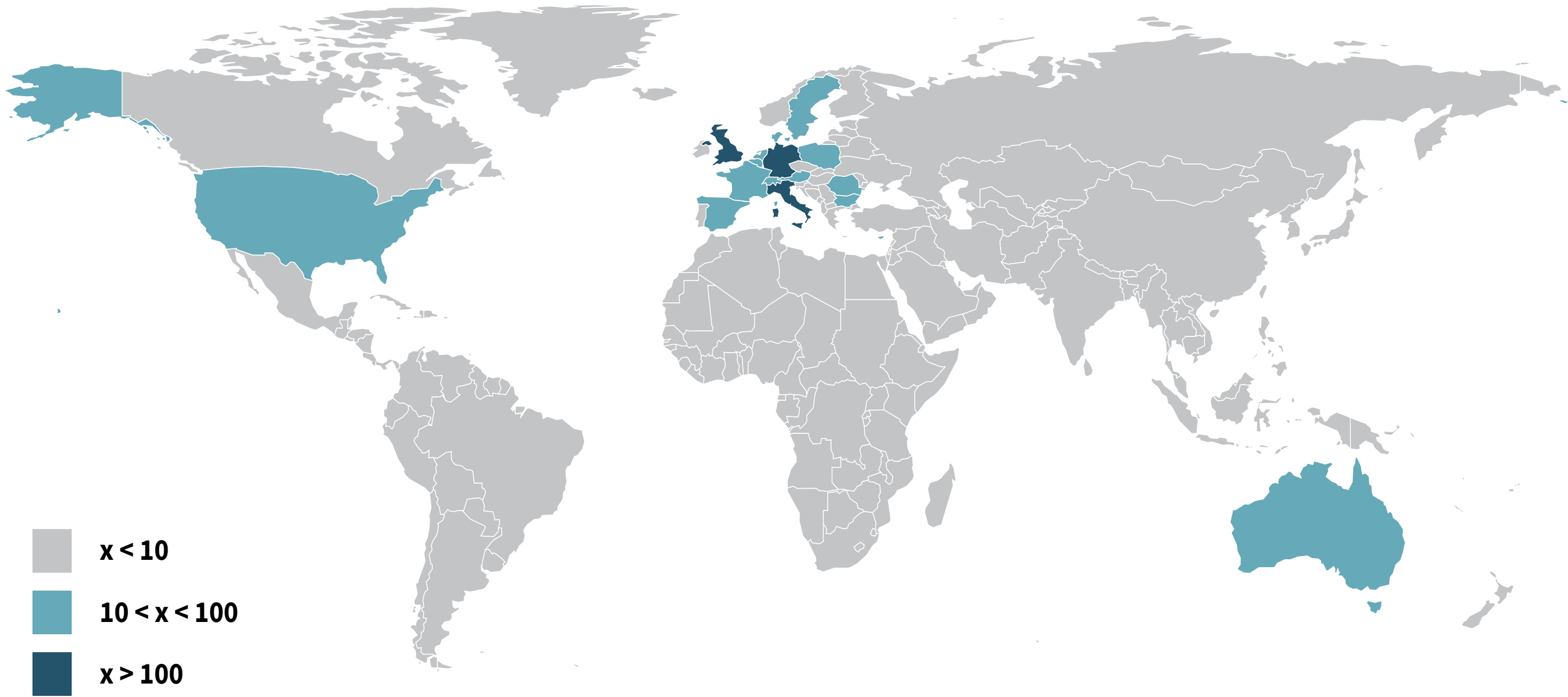
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

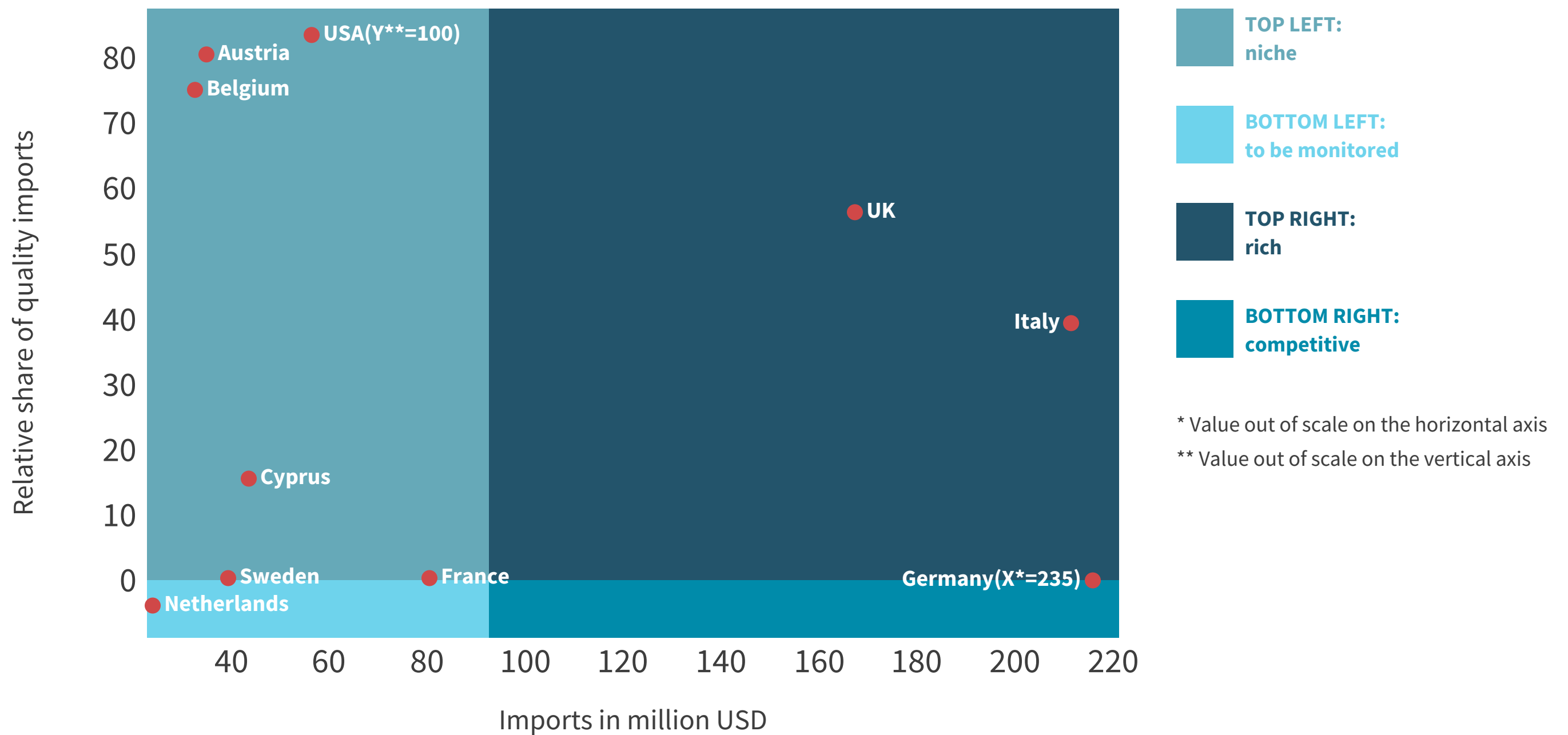
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	36.8	1.4	106.9	1.6	235	2.5	369	2.9
Italy	9.5	0.4	42.7	0.9	211	4.4	319	5.2
UK	14.0	0.9	58.5	1.5	167	4.1	243	4.4
France	3.4	0.2	7.3	0.2	81	1.5	121	1.6
USA	9.9	1.2	38.8	2.6	56	2.2	86	2.5
Cyprus	3.0	12.4	28.9	30.0	44	32.1	66	34.0
Sweden	4.3	2.6	25.6	3.3	39	3.5	62	3.9
Austria	4.1	1.5	14.1	1.8	35	3.2	58	3.7
Belgium	2.3	0.1	6.8	0.2	33	0.7	60	1.0
Netherlands	1.2	0.1	7.5	0.3	24	0.4	49	0.7
Spain	0.4	<0.1	3.8	0.1	22	0.8	40	1.0
Romania	<0.1	0.1	6.3	2.6	19	2.0	23	1.8
Denmark	1.0	0.5	10.0	1.6	18	1.9	32	2.6
Australia	5.3	3.6	14.0	2.8	17	1.5	26	1.5
Switzerland	1.7	0.9	4.8	1.2	12	1.4	26	2.0
Poland	0.1	0.1	1.2	0.4	12	0.8	21	1.0
Bulgaria	0.2	1.2	6.6	5.5	10	2.9	11	2.4
Norway	0.1	0.5	0.3	0.3	10	4.7	14	4.3
Canada	2.5	1.3	4.5	1.2	10	1.4	13	1.5
Ireland	0.1	<0.1	1.2	0.2	8	1.1	14	1.6
ROW + SD*	3.7	.	7.4	.	41	.	167	.
Total	103.3	0.4	397.4	0.7	1 104	1.2	1 821	1.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

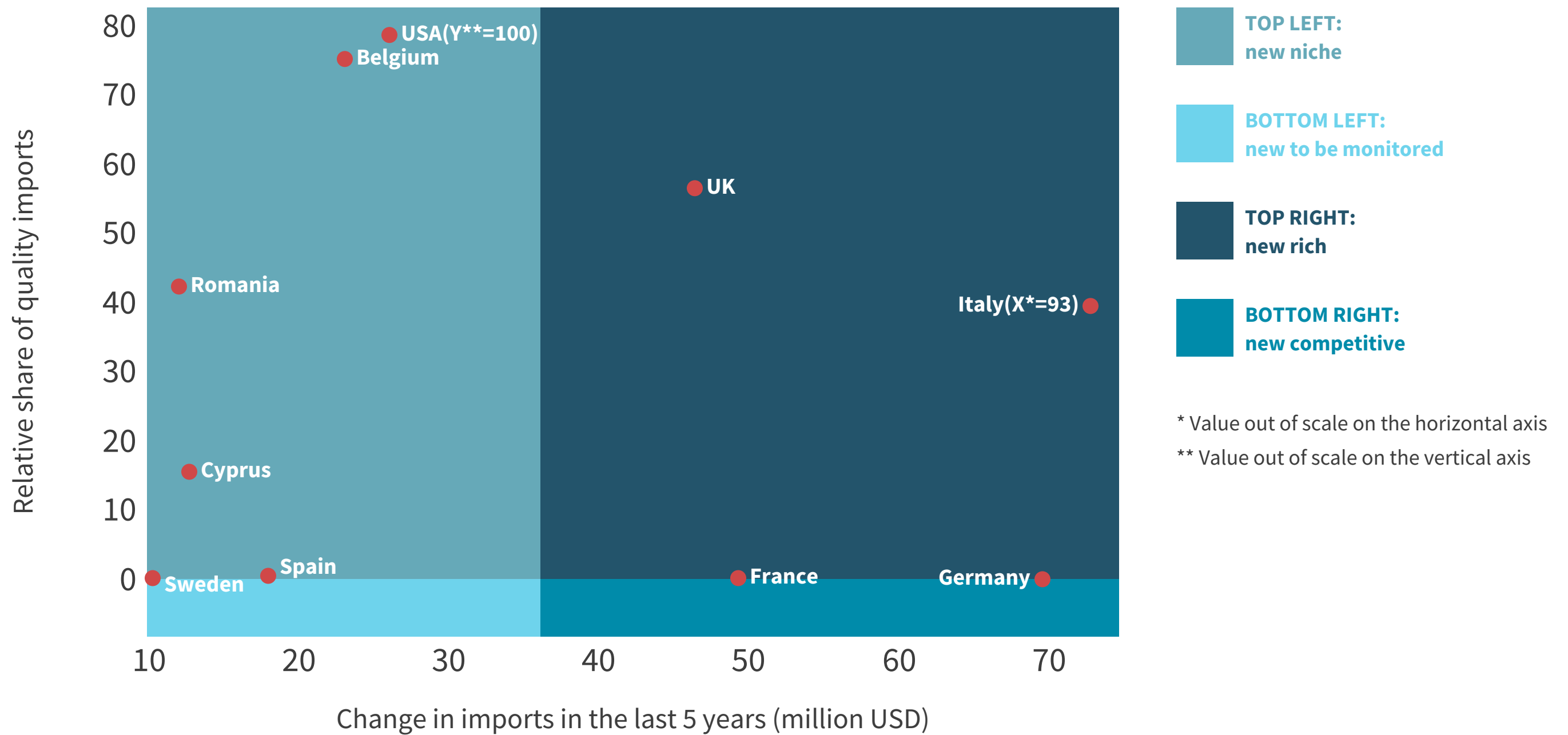
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	171.5	-3.8	207.1	+20.7	242	+16.8	249	+3.1
Italy	139.2	+4.3	158.2	+13.7	194	+22.5	208	+7.6
UK	123.8	+0.6	136.5	+10.2	135	-1.4	147	+9.0
France	33.6	+0.4	49.3	+46.8	68	+38.7	82	+20.1
USA	31.1	+2.0	35.1	+12.9	50	+41.6	54	+8.2
Cyprus	34.5	+5.3	35.4	+2.8	40	+13.2	44	+9.7
Sweden	32.0	-2.2	35.5	+10.9	39	+9.3	40	+4.0
Austria	30.7	-3.8	34.7	+13.0	30	-14.3	34	+12.8
Belgium	13.4	+3.9	15.9	+18.7	27	+67.0	32	+22.4
Netherlands	17.9	+5.4	22.7	+26.7	23	=	26	+16.2
Spain	9.3	+54.4	11.1	+19.6	17	+55.0	22	+29.2
Romania	9.1	+19.2	13.6	+49.2	18	+33.1	17	-7.1
Denmark	12.1	-5.4	14.5	+19.9	18	+20.9	19	+5.7
Australia	15.0	-13.0	18.7	+24.2	18	-2.9	17	-8.3
Switzerland	5.2	-33.4	6.2	+19.7	7	+17.4	9	+23.6
Poland	7.1	+78.2	7.4	+4.1	12	+57.0	12	+0.9
Bulgaria	6.8	-51.9	6.8	+0.2	10	+48.1	11	+14.1
Norway	7.0	-14.1	7.4	+5.7	9	+20.9	9	+1.2
Canada	6.5	-7.9	7.0	+7.1	10	+41.3	10	-0.9
Ireland	3.0	-32.2	2.8	-6.2	7	+137.2	8	+25.5
Rest of the world	37.5	+24.3	40.5	+8.0	60	+47.8	54	-10.7
Total	746.4	+0.1	866.4	+16.1	1 032	+19.1	1 104	+7.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	161.8	-2.6	187.7	+16.0	172.7	-8.0	221	+27.9
Italy	130.0	-12.0	152.2	+17.1	185.8	+22.1	212	+14.3
UK	146.5	+8.7	151.4	+3.4	142.9	-5.6	188	+31.7
France	39.9	-9.9	49.3	+23.5	68.4	+38.6	79	+15.8
USA	33.7	+1.7	38.7	+15.0	52.0	+34.2	59	+12.8
Cyprus	34.2	+2.1	34.3	+0.5	34.2	-0.5	44	+27.5
Sweden	28.4	-7.3	34.4	+21.2	38.7	+12.3	38	-1.1
Austria	30.6	-13.4	33.5	+9.5	31.3	-6.4	37	+18.3
Belgium	9.0	+4.5	14.4	+60.4	31.8	+120.7	33	+3.7
Netherlands	14.5	+1.6	18.2	+26.1	16.9	-7.4	20	+21.4
Spain	8.8	+47.9	10.8	+22.8	14.5	+34.3	22	+49.0
Romania	10.4	+29.8	14.4	+39.0	18.8	+30.2	20	+7.1
Denmark	13.4	-0.8	15.2	+13.4	18.5	+21.5	17	-10.8
Australia	16.3	-4.9	19.2	+17.4	20.2	+5.0	18	-9.5
Switzerland	10.4	-21.8	11.5	+10.0	12.6	+10.0	15	+18.0
Poland	8.4	+12.6	9.0	+8.3	11.3	+24.6	12	+2.9
Bulgaria	18.4	-3.0	6.4	-65.2	7.0	+9.6	8	+18.7
Norway	8.2	-15.3	8.7	+5.9	10.7	+23.7	11	+1.5
Canada	6.4	-16.4	7.5	+17.8	9.5	+26.2	10	+5.6
Ireland	3.2	-35.2	4.5	+41.5	4.2	-7.2	8	+86.0
Rest of the world	39.9	+21.7	46.7	+17.1	51.8	+10.9	53	+2.0
Total	772.2	-2.0	868.1	+12.4	953.5	+9.8	1 124	+17.9
Total of 2022 sample	765.9	-2.1	860.3	+12.3	944.0	+9.7	1 124	+19.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	166.4	-3.4	197.0	+18.4	206	+4.8	235	+13.8
Italy	135.5	-4.5	156.1	+15.2	190	+22.0	211	+11.0
UK	136.1	+5.3	144.1	+5.9	139	-3.4	167	+20.3
France	36.9	-11.2	49.2	+33.4	68	+38.7	81	+17.9
USA	32.5	+1.9	37.1	+14.2	51	+37.3	56	+10.7
Cyprus	34.4	+4.1	34.8	+1.2	37	+6.5	44	+17.7
Sweden	30.3	-4.5	34.7	+14.7	39	+11.4	39	+1.7
Austria	30.6	-8.8	34.3	+11.8	30	-11.0	35	+15.4
Belgium	11.4	+3.8	15.2	+33.1	29	+90.3	33	+12.9
Netherlands	16.8	+5.8	20.7	+22.8	20	-3.4	24	+19.7
Spain	9.1	+50.8	11.0	+20.9	16	+44.6	22	+38.5
Romania	10.2	+25.3	14.4	+41.7	19	+29.8	19	-0.6
Denmark	12.8	-3.7	14.9	+16.1	18	+21.4	18	-2.0
Australia	15.7	-8.8	18.9	+20.5	19	+1.0	17	-8.8
Switzerland	8.0	-25.6	9.0	+13.0	10	+12.2	12	+19.9
Poland	7.7	+34.0	8.1	+5.9	11	+41.3	12	+3.6
Bulgaria	12.8	-24.2	6.6	-48.5	9	+34.7	10	+14.8
Norway	7.5	-15.1	8.0	+5.7	10	+22.5	10	+1.7
Canada	6.4	-12.6	7.3	+12.5	10	+33.1	10	+2.4
Ireland	3.1	-41.3	4.1	+30.1	6	+37.1	8	+45.6
ROW + SD*	22.0	+501.4	40.8	+85.6	94	+129.3	41	-56.4
Total	746.4	+0.1	866.4	+16.1	1 032	+19.1	1 104	+7.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	249	+3.1	221	+27.9	235	+13.8
Italy	208	+7.6	212	+14.3	211	+11.0
UK	147	+9.0	188	+31.7	167	+20.3
France	82	+20.1	79	+15.8	81	+17.9
USA	54	+8.2	59	+12.8	56	+10.7
Cyprus	44	+9.7	44	+27.5	44	+17.7
Sweden	40	+4.0	38	-1.1	39	+1.7
Austria	34	+12.8	37	+18.3	35	+15.4
Belgium	32	+22.4	33	+3.7	33	+12.9
Netherlands	26	+16.2	20	+21.4	24	+19.7
Spain	22	+29.2	22	+49.0	22	+38.5
Romania	17	-7.1	20	+7.1	19	-0.6
Denmark	19	+5.7	17	-10.8	18	-2.0
Australia	17	-8.3	18	-9.5	17	-8.8
Switzerland	9	+23.6	15	+18.0	12	+19.9
Poland	12	+0.9	12	+2.9	12	+3.6
Bulgaria	11	+14.1	8	+18.7	10	+14.8
Norway	9	+1.2	11	+1.5	10	+1.7
Canada	10	-0.9	10	+5.6	10	+2.4
Ireland	8	+25.5	8	+86.0	8	+45.6
Rest of the world*	54	-10.7	53	+2.0	41	-56.4
Total**	1 104	+7.1	1 124	+19.1	1 104	+7.1

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	150.2	+6.9	175.1	+16.6	168.8	-3.6	171.5	+1.6
Italy	102.5	+12.3	111.4	+8.7	129.9	+16.6	135.6	+4.4
UK	106.5	+11.0	109.4	+2.8	100.9	-7.8	111.1	+10.1
France	27.6	-11.7	37.9	+37.3	51.5	+35.9	59.7	+15.8
USA	22.6	+9.4	25.9	+14.8	32.6	+25.7	33.4	+2.6
Cyprus	28.5	+12.9	27.4	-3.7	28.4	+3.6	31.5	+11.1
Sweden	24.5	+3.7	27.6	+12.5	29.4	+6.5	28.3	-3.4
Austria	26.7	+3.1	29.6	+10.8	23.9	-19.2	25.0	+4.6
Belgium	8.2	-7.2	11.2	+35.3	21.1	+89.5	22.1	+4.3
Netherlands	13.2	+16.8	16.5	+25.6	15.1	-8.6	17.9	+18.4
Spain	9.5	+50.2	11.4	+20.6	15.5	+35.2	18.8	+21.5
Romania	8.5	+26.3	11.9	+40.8	16.2	+35.4	13.5	-16.6
Denmark	11.7	+8.0	13.8	+17.8	15.7	+14.0	13.8	-12.1
Australia	10.7	-2.7	12.8	+20.0	12.1	-6.1	10.5	-13.0
Switzerland	5.4	-19.5	6.3	+16.9	6.5	+3.8	7.3	+12.7
Poland	6.2	+33.7	6.4	+3.2	7.9	+23.2	8.0	+0.8
Bulgaria	15.6	-22.3	7.1	-54.4	8.5	+19.3	9.2	+9.2
Norway	3.8	-5.3	4.1	+6.2	4.8	+18.8	4.9	+2.6
Canada	4.5	-6.7	5.2	+16.9	6.5	+24.7	6.0	-8.6
Ireland	2.5	-30.4	3.7	+46.5	4.0	+7.4	5.7	+42.9
ROW + SD*	18.8	+222.1	31.1	+65.3	64.8	+108.0	26.7	-58.8
Total	607.6	+8.7	685.9	+12.9	764.0	+11.4	760.5	-0.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	110.8	-9.7	112.5	+1.5	122.3	+8.7	137.0	+12.1
Italy	132.2	-14.9	140.1	+6.0	146.6	+4.6	155.9	+6.4
UK	127.8	-5.1	131.7	+3.0	138.0	+4.7	150.7	+9.2
France	133.6	+0.6	129.8	-2.8	132.5	+2.1	134.9	+1.8
USA	143.9	-6.9	143.2	-0.5	156.5	+9.3	168.8	+7.9
Cyprus	120.8	-7.8	127.0	+5.1	130.5	+2.8	138.3	+6.0
Sweden	123.6	-7.9	126.0	+2.0	131.9	+4.7	138.9	+5.3
Austria	114.6	-11.6	115.7	+1.0	127.4	+10.1	140.6	+10.3
Belgium	138.8	+11.8	136.5	-1.7	137.1	+0.4	148.3	+8.2
Netherlands	128.0	-9.4	125.2	-2.3	132.3	+5.7	133.7	+1.1
Spain	95.9	+0.4	96.1	+0.2	102.8	+6.9	117.1	+13.9
Romania	120.2	-0.8	121.0	+0.7	116.0	-4.1	138.3	+19.2
Denmark	109.6	-10.9	108.0	-1.5	115.0	+6.5	128.3	+11.6
Australia	147.1	-6.3	147.7	+0.4	158.8	+7.5	166.5	+4.9
Switzerland	149.1	-7.6	144.2	-3.3	155.8	+8.1	165.6	+6.3
Poland	123.7	+0.2	127.0	+2.7	145.6	+14.7	149.7	+2.8
Bulgaria	82.0	-2.5	92.6	+13.0	104.6	+13.0	110.0	+5.1
Norway	197.1	-10.3	196.3	-0.4	202.4	+3.1	200.5	-0.9
Canada	143.6	-6.4	138.2	-3.8	147.5	+6.7	165.1	+12.0
Ireland	122.8	-15.6	109.1	-11.2	139.2	+27.6	141.8	+1.9
ROW + SD*	116.8	+86.7	131.1	+12.3	144.6	+10.3	153.0	+5.8
Total	122.8	-7.9	126.3	+2.8	135.0	+6.9	145.2	+7.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Ireland**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

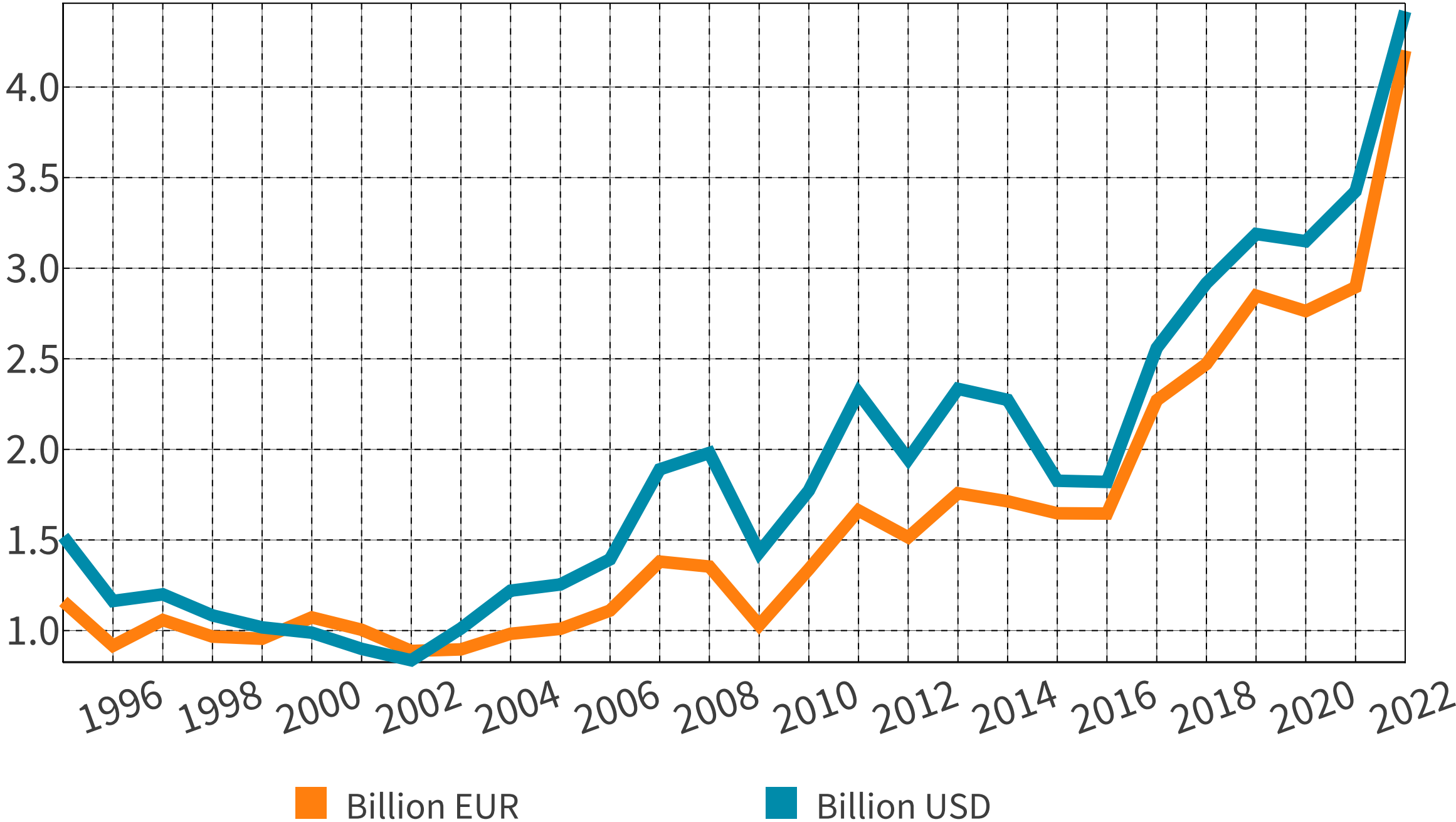


**Exports
(2022)****4.2** billion EUR**4.4** billion USD**Average prices of
exports (2022)****3.97** EUR/kg**4.18** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+9.1%**CAGR in 2009-2022: **+5.9%**CAGR in 2023-2026: **+5.8%**

Dynamics of Foreign Sales

Exports in Value

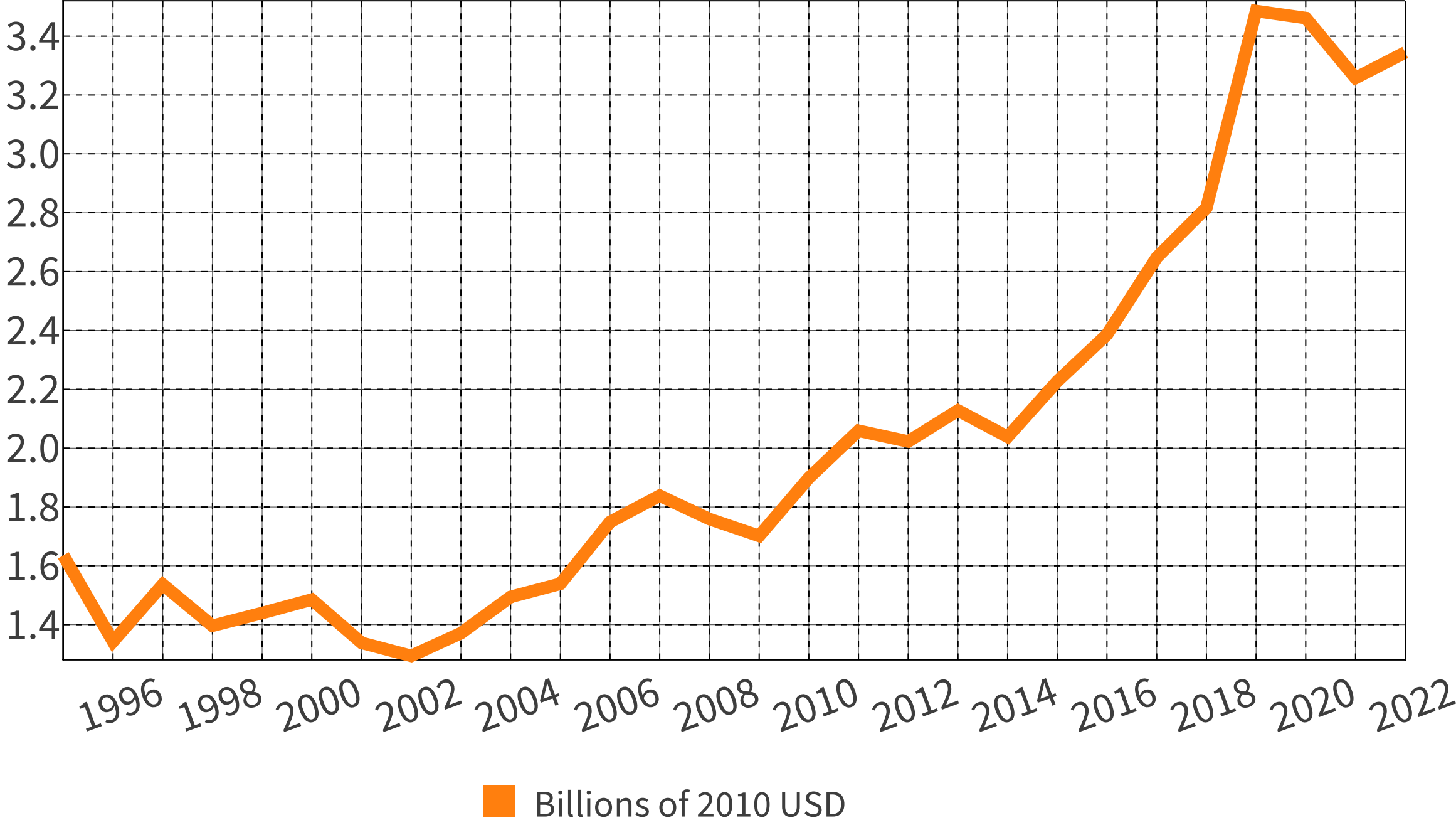
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

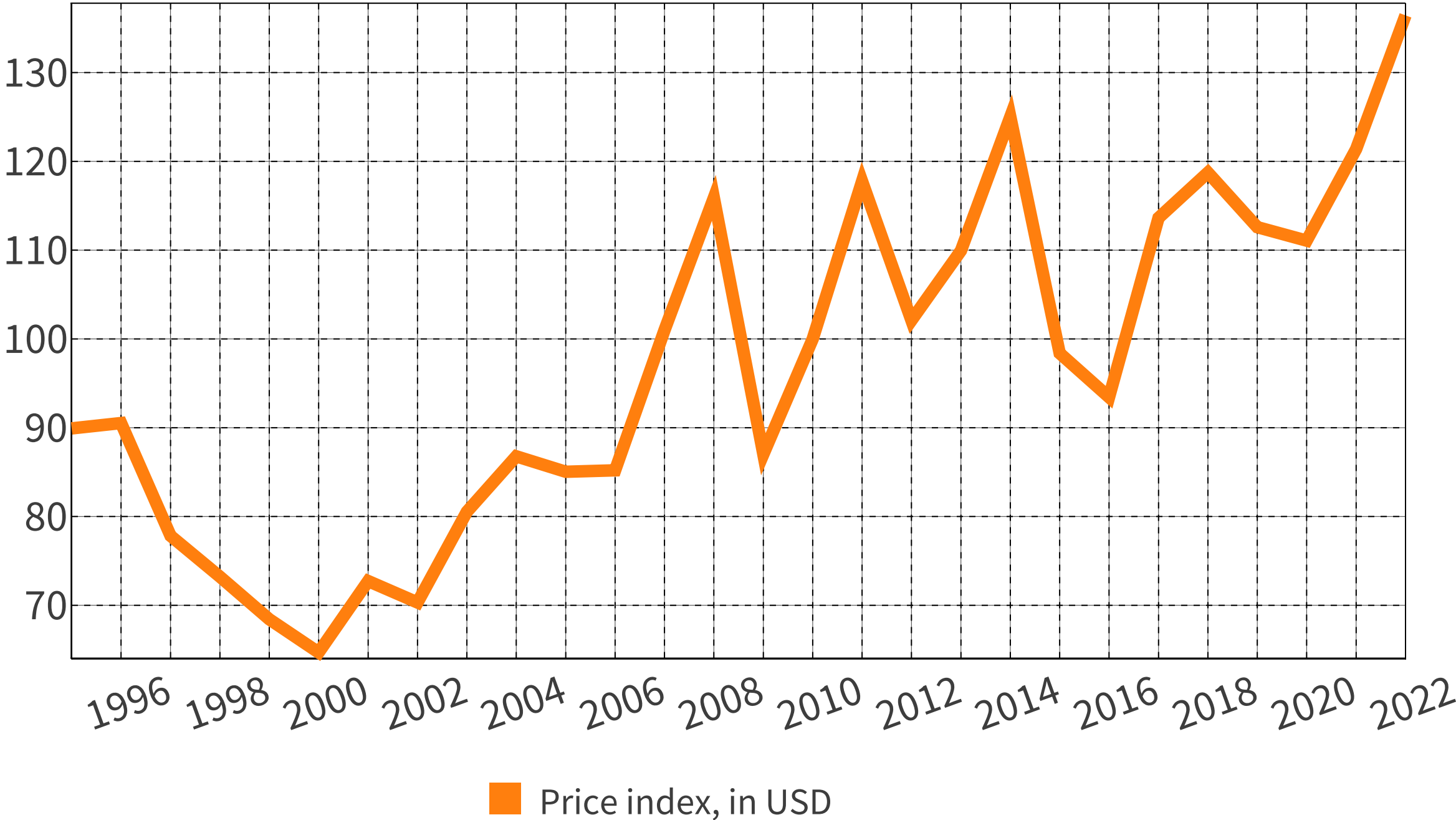
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

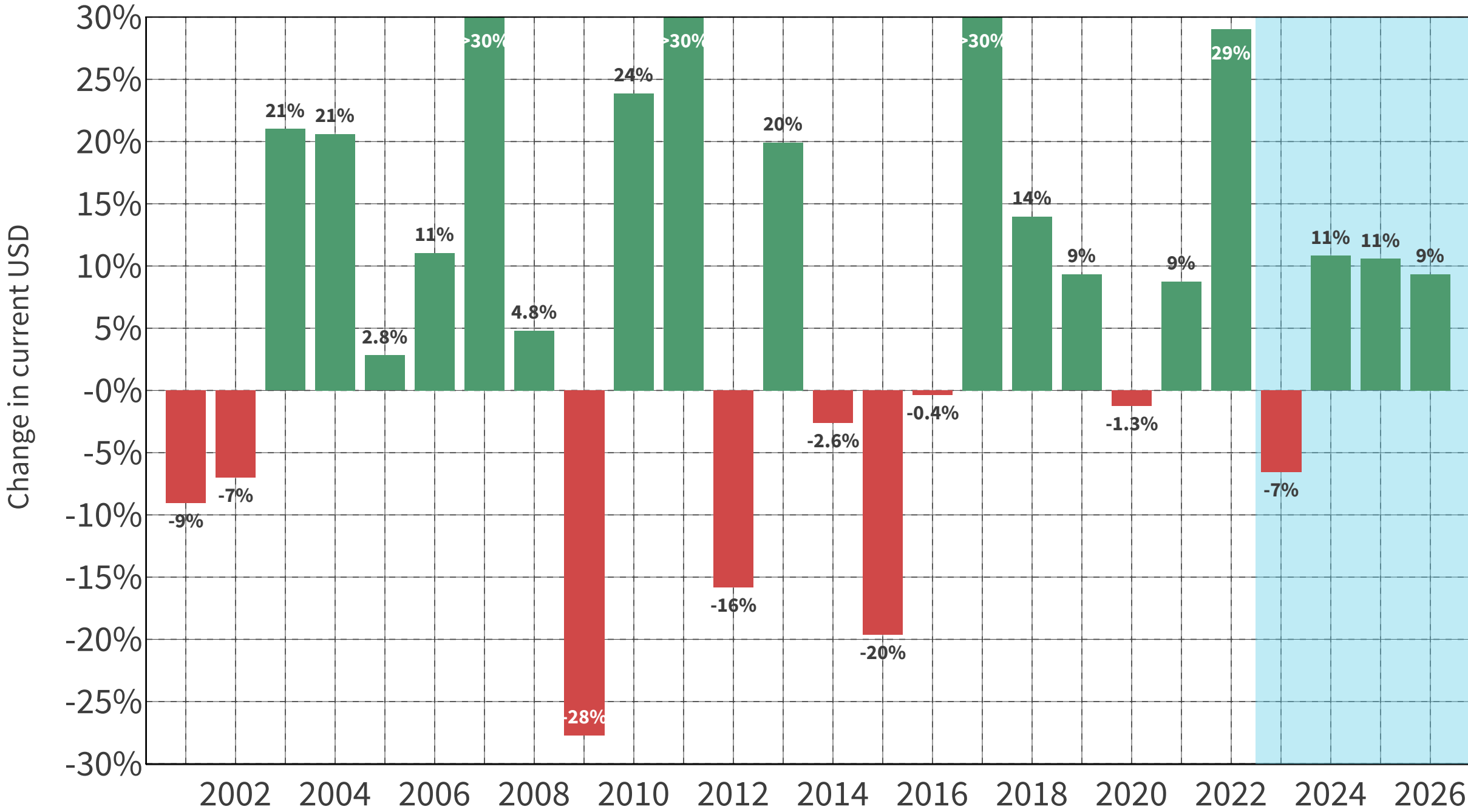
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	1 220	20.6	1 494	9.0	81.6	10.7
2005	1 255	2.8	1 539	3.0	81.5	-0.2
2006	1 393	11.1	1 749	13.6	79.7	-2.3
2007	1 890	35.6	1 839	5.1	102.8	29.0
2008	1 980	4.8	1 759	-4.3	112.6	9.5
2009	1 431	-27.7	1 702	-3.3	84.1	-25.3
2010	1 773	23.9	1 899	11.6	93.4	11.0
2011	2 312	30.4	2 059	8.5	112.3	20.2
2012	1 946	-15.8	2 023	-1.8	96.2	-14.3
2013	2 334	19.9	2 128	5.2	109.7	14.0
2014	2 273	-2.6	2 039	-4.2	111.5	1.7
2015	1 827	-19.6	2 227	9.2	82.0	-26.4
2016	1 820	-0.4	2 386	7.1	76.3	-7.0
2017	2 560	40.6	2 648	11.0	96.7	26.7
2018	2 917	14.0	2 817	6.4	103.6	7.1
2019	3 189	9.3	3 485	23.7	91.5	-11.7
2020	3 149	-1.3	3 462	-0.7	91.0	-0.6
2021	3 425	8.7	3 258	-5.9	105.1	15.5
2022	4 418	29.0	3 345	2.7	132.1	25.7

Source: www.exportplanning.com

Foreign Sales Prospect

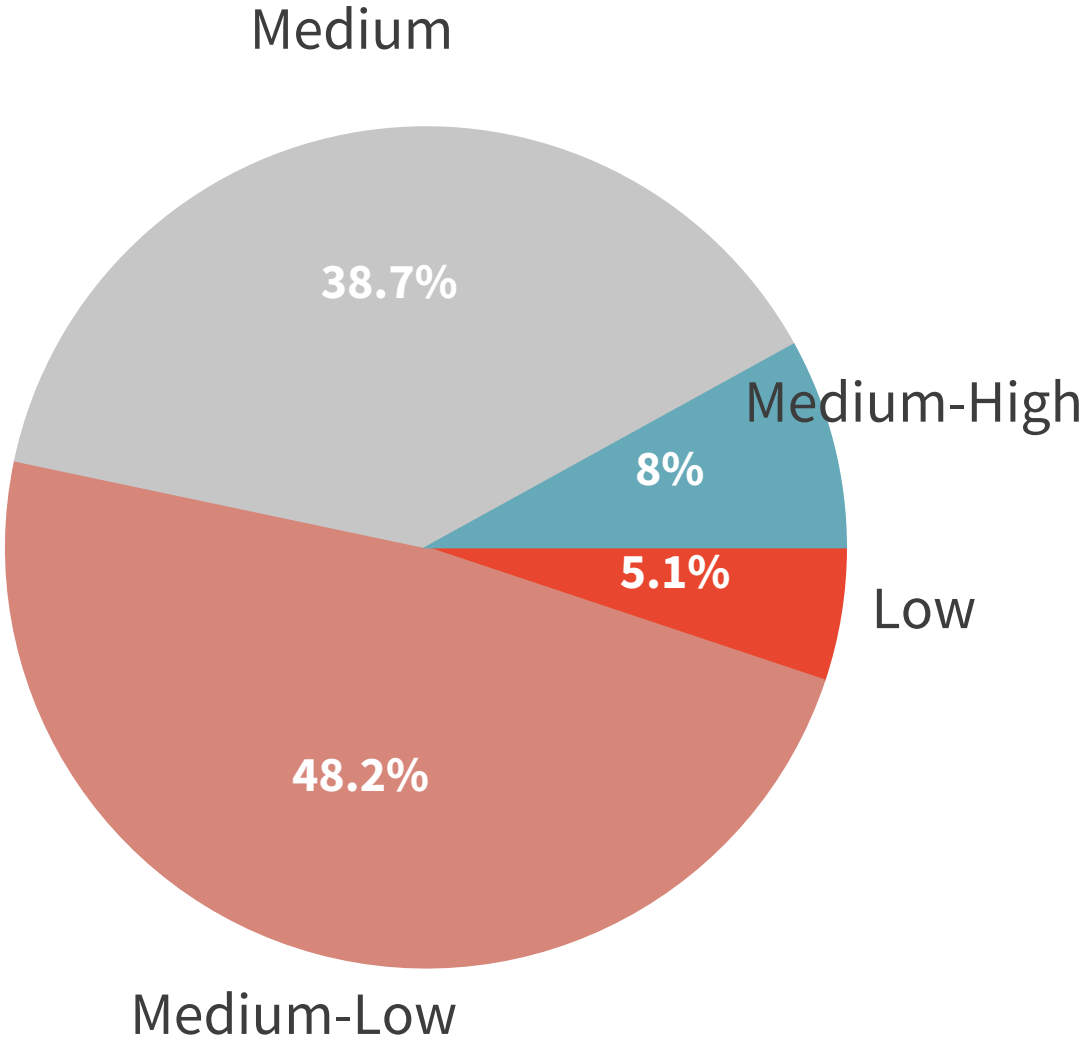
Exports Forecast

Source: www.exportplanning.com

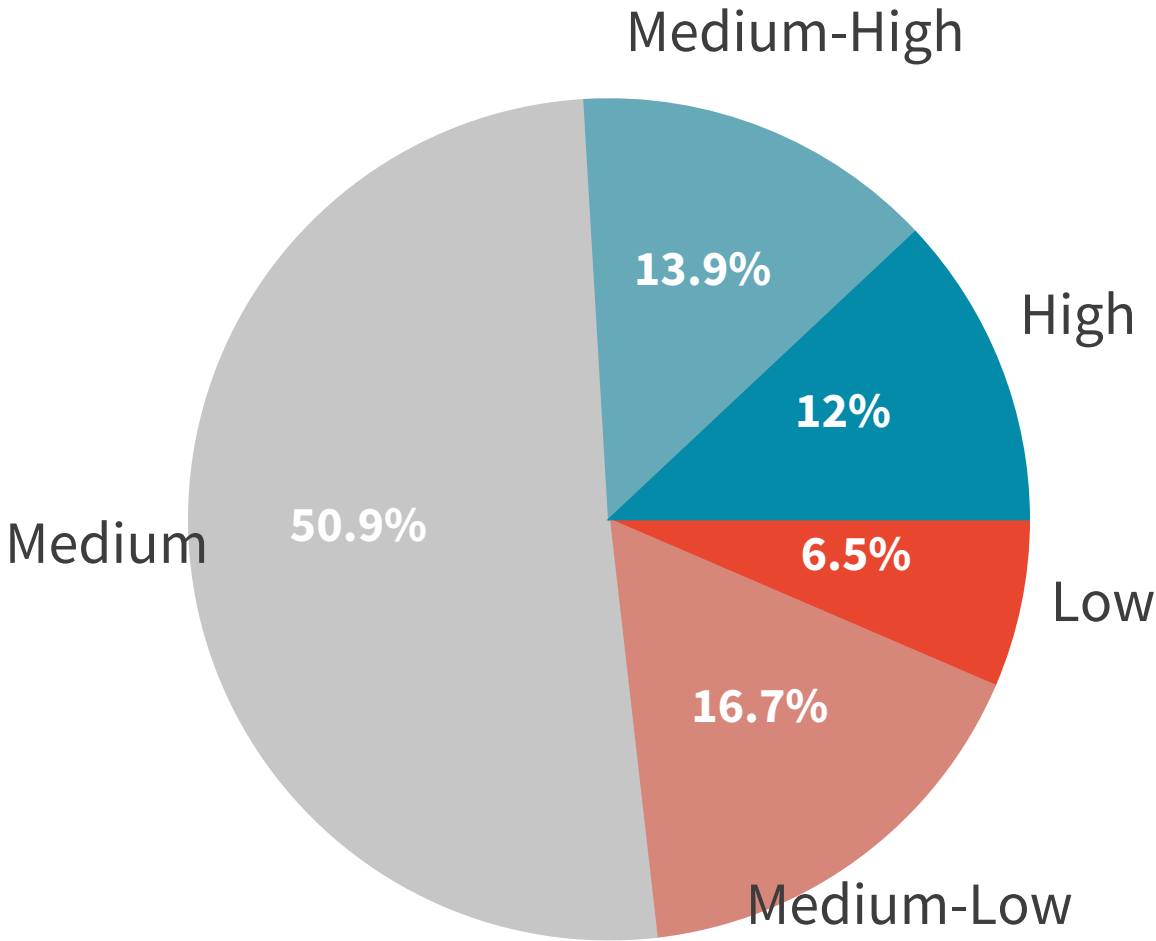


Distribution of Exports by Price Range

Year 2012



Year 2022



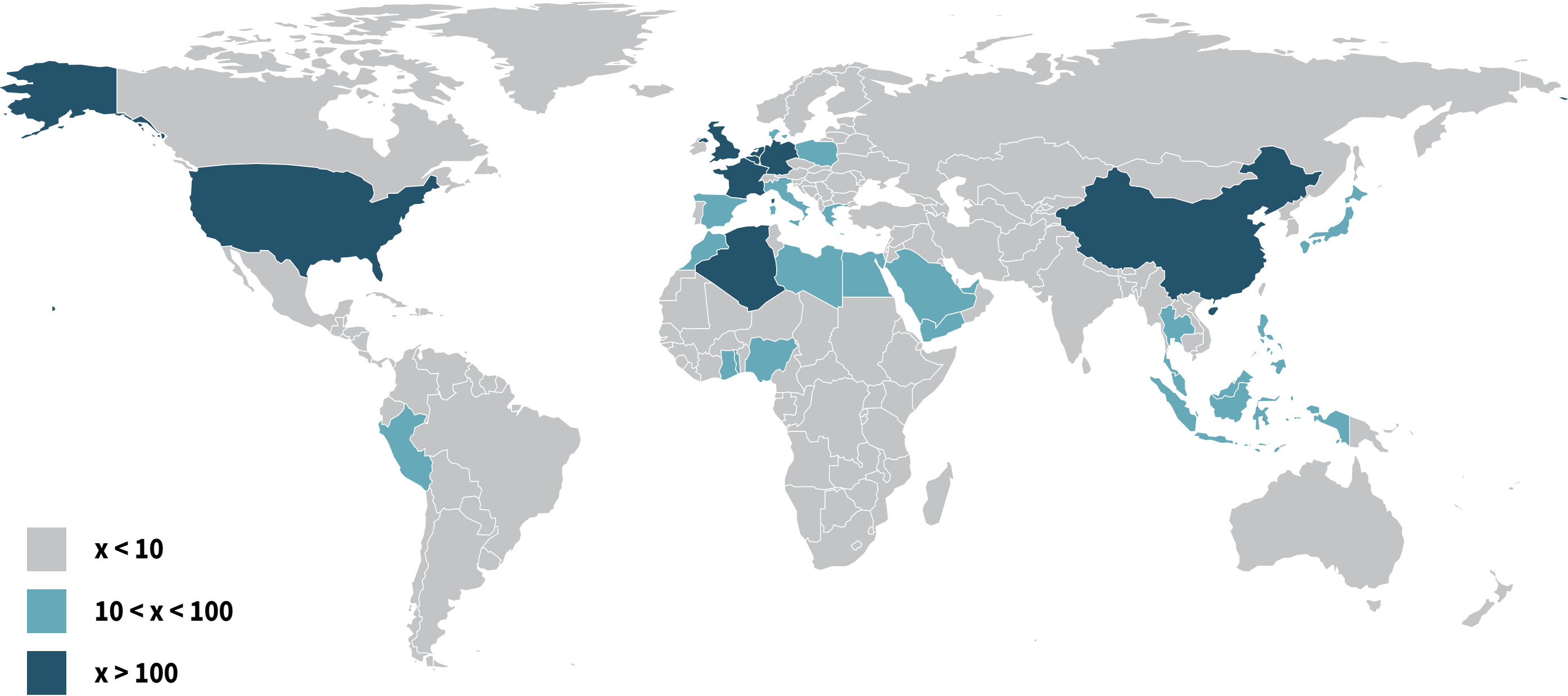
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

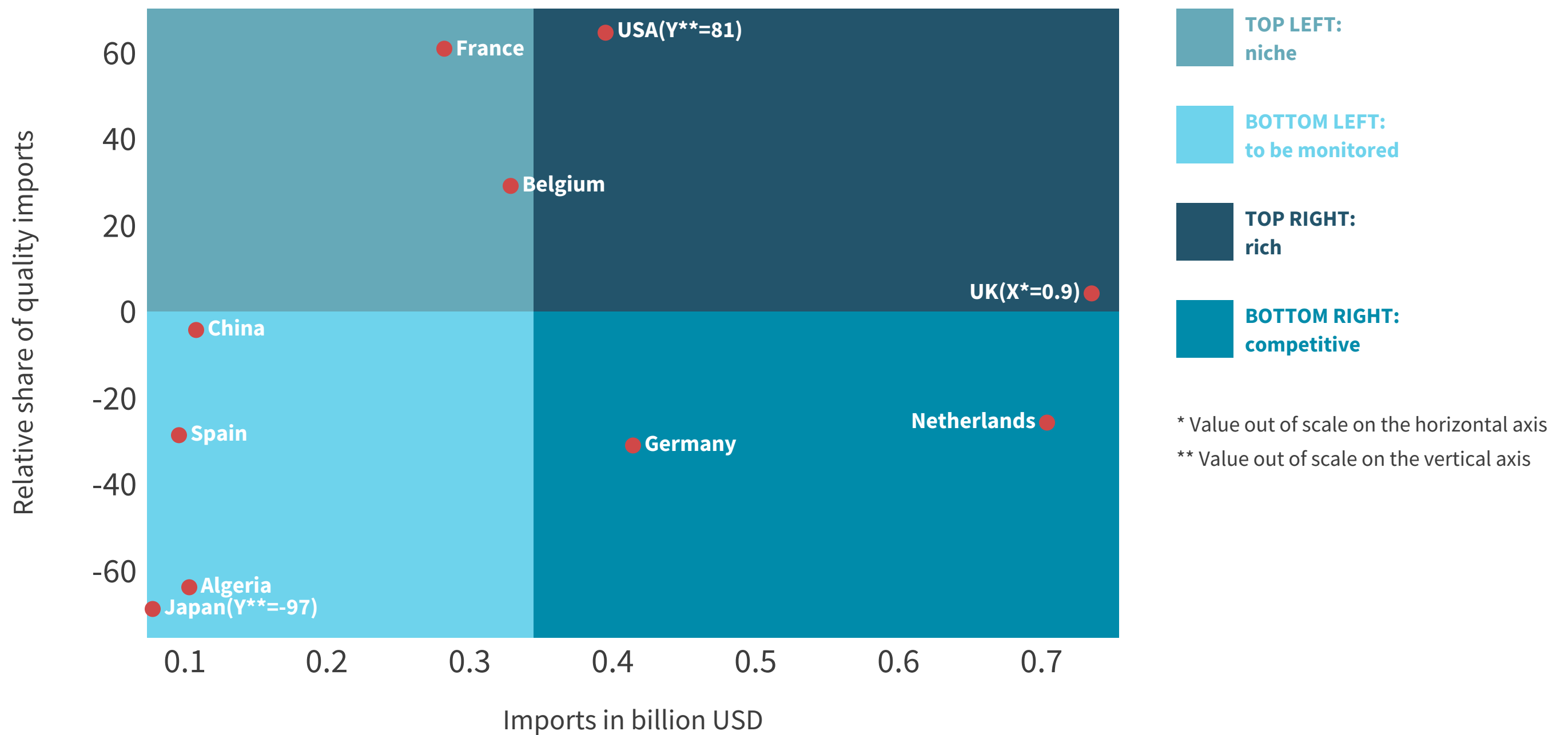
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
UK	350.5	23.0	1 023	26.5	935	23.1	979	17.7
Netherlands	141.7	8.2	119	4.3	704	13.2	762	11.0
Germany	141.1	5.2	213	3.2	415	4.4	496	3.8
USA	14.1	1.7	37	2.5	396	15.7	646	19.0
Belgium	75.0	4.5	154	4.9	328	7.2	303	4.9
France	97.2	5.7	110	3.5	283	5.1	400	5.3
China	5.0	2.8	4	0.6	108	1.4	222	2.4
Algeria	12.6	2.8	30	2.4	104	5.2	95	3.5
Spain	8.8	1.1	32	1.2	97	3.7	129	3.3
Japan	1.6	0.2	6	0.5	78	4.4	104	4.5
Philippines	16.8	4.1	6	0.8	51	3.3	44	2.8
Saudi-Ar	9.5	1.5	23	1.5	46	2.4	107	4.8
Nigeria	11.1	8.2	60	11.3	45	10.8	20	6.2
Poland	<0.1	<0.1	5	1.5	43	2.8	59	2.8
Malaysia	7.1	2.2	3	0.4	41	3.4	50	4.0
Italy	35.0	1.5	13	0.3	39	0.8	62	1.0
Egypt	5.6	2.9	11	2.4	32	4.9	44	6.2
Morocco	3.3	4.7	23	8.4	28	8.2	41	9.3
Singapore	3.0	1.3	17	2.3	27	3.0	46	4.4
Greece	13.0	3.1	24	2.2	24	2.1	33	2.6
ROW + SD*	36.4	.	67	.	594	.	892	.
Total	988.4	4.1	1 980	3.3	4 418	4.6	5 532	4.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

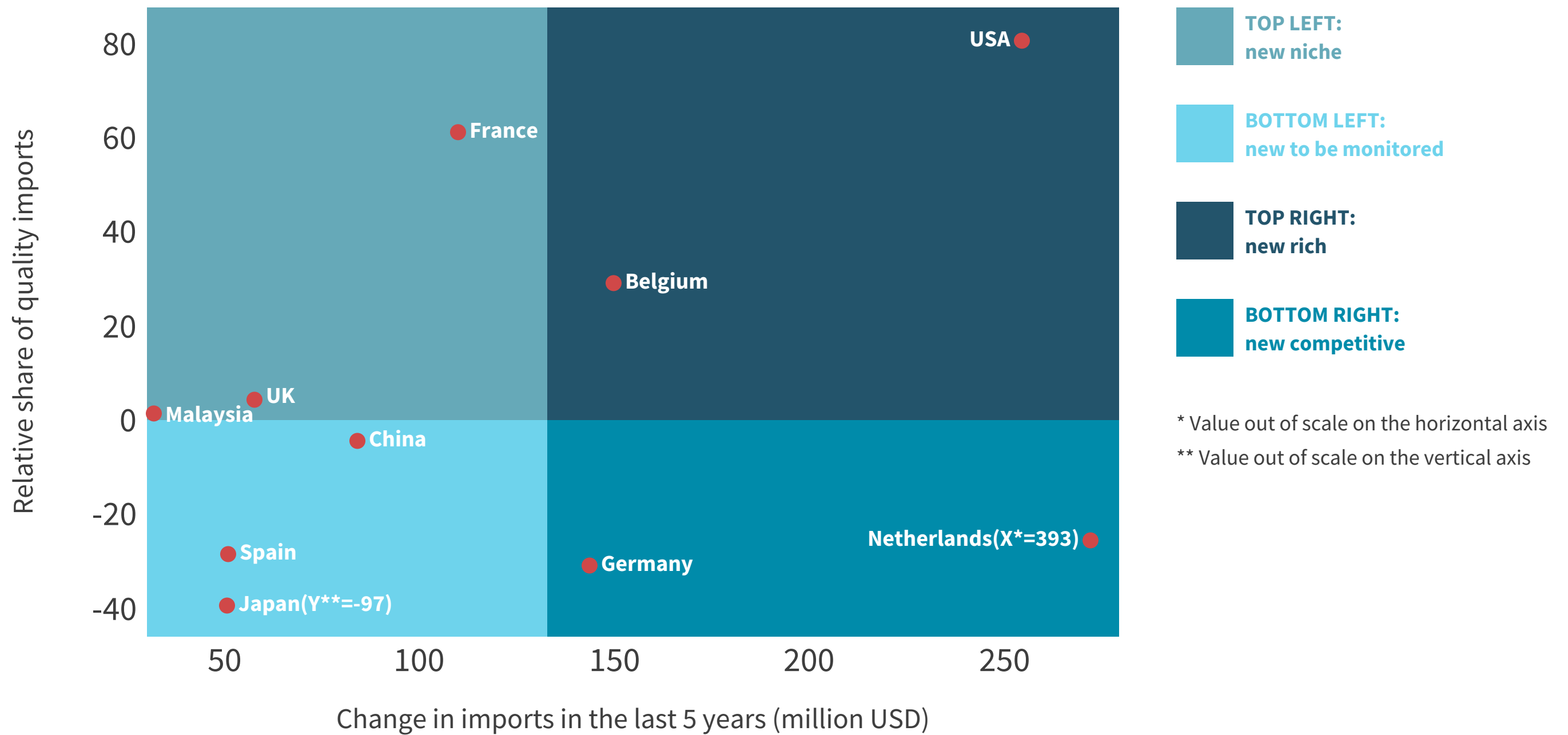
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
UK	920	-6.4	864	-6.1	837	-3.2	1 048	+25.3
Netherlands	617	+21.3	552	-10.7	678	+22.9	905	+33.5
Germany	266	-4.2	341	+28.2	347	+1.7	455	+31.0
USA	267	+13.3	261	-2.5	314	+20.5	366	+16.5
Belgium	156	-3.8	112	-28.2	90	-19.8	280	+212.1
France	159	+13.3	123	-22.7	172	+39.5	262	+52.6
China	83	+95.2	89	+7.1	114	+28.6	109	-4.6
Algeria	63	+12.0	97	+53.4	67	-30.4	104	+54.6
Spain	51	+21.6	46	-9.5	59	+28.1	90	+51.7
Japan	54	+19.6	64	+18.1	71	+10.7	75	+6.8
Philippines	20	+23.5	22	+9.7	36	+61.2	48	+32.7
Saudi-Ar	34	+24.7	49	+46.6	55	+12.2	46	-16.9
Nigeria	43	+54.5	65	+49.1	50	-23.3	45	-8.5
Poland	14	+1.0	15	+6.6	29	+92.7	42	+46.3
Malaysia	31	+47.7	41	+31.4	54	+32.0	40	-26.0
Italy	25	+58.5	18	-27.5	26	+46.5	39	+48.9
Egypt	45	+131.6	47	+5.2	49	+3.6	32	-34.9
Morocco	27	+62.0	30	+10.2	32	+6.3	27	-14.2
Singapore	16	-1.7	20	+31.2	20	-2.4	15	-25.2
Greece	17	+3.9	16	-4.0	19	+16.1	27	+44.8
Rest of the world	288	+21.9	277	-3.9	307	+10.6	300	-2.2
Total	3 197	+9.4	3 149	-1.5	3 425	+8.7	4 356	+27.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
UK	978	-4.7	941	-3.8	890	-5.4	824	-7.5
Netherlands	453	+7.3	401	-11.6	518	+29.2	519	+0.2
Germany	267	-35.4	280	+4.8	358	+28.0	379	+5.7
USA	269	+16.2	266	-1.1	353	+32.6	419	+18.6
Belgium	117	-10.7	107	-8.7	121	+13.5	365	+201.0
France	155	-15.5	148	-4.7	203	+37.3	297	+46.3
China	76	+85.4	87	+15.0	118	+35.7	107	-9.7
Algeria	.	.	.	.	.	.	.	.
Spain	53	+12.7	48	-9.1	63	+29.5	102	+62.0
Japan	46	+22.4	65	+43.1	68	+4.3	79	+16.1
Philippines	16	-18.0	24	+45.6	24	-0.8	54	+127.0
Saudi-Ar	32	+0.3	52	+64.4	60	+15.1	.	.
Nigeria	52	+38.7	80	+52.8	44	-44.6	.	.
Poland	30	+17.7	25	-17.3	35	+39.0	34	-1.8
Malaysia	35	+150.7	42	+18.2	58	+40.0	42	-28.3
Italy	27	+82.3	17	-37.6	22	+29.4	38	+73.9
Egypt	41	+115.3	49	+18.7	41	-16.9	32	-22.8
Morocco	31	+85.4	35	+12.5	34	-1.3	30	-13.5
Singapore	28	+15.4	32	+16.2	24	-25.8	33	+40.2
Greece	16	+8.0	16	-1.3	17	+7.0	21	+27.2
Rest of the world	466	+7.8	427	-8.3	357	-16.3	221	-38.2
Total	3 189	+0.1	3 141	-1.5	3 409	+8.5	3 594	+5.4
Total of 2022 sample	2 946	-2.0	2 872	-2.5	3 174	+10.5	3 594	+13.2

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
UK	955	-5.5	913	-4.4	879	-3.8	935	+6.4
Netherlands	531	+14.4	472	-11.1	593	+25.5	704	+18.7
Germany	268	-23.9	309	+15.2	353	+14.3	415	+17.6
USA	269	+14.9	264	-1.7	337	+27.7	396	+17.4
Belgium	141	-8.1	112	-20.3	106	-5.4	328	+209.2
France	157	-5.5	140	-10.9	191	+36.5	283	+47.8
China	82	+90.3	88	+6.6	116	+32.6	108	-6.9
Algeria	63	+12.0	97	+53.4	67	-30.4	104	+54.6
Spain	53	+16.7	48	-8.7	62	+28.2	97	+57.1
Japan	50	+21.1	65	+30.2	69	+6.9	78	+13.1
Philippines	20	+6.0	24	+20.9	30	+26.1	51	+70.0
Saudi-Ar	39	+23.3	58	+49.8	63	+8.5	46	-26.7
Nigeria	48	+43.1	72	+50.4	47	-34.1	45	-4.0
Poland	30	+8.4	26	-13.4	37	+45.1	43	+14.2
Malaysia	33	+88.3	41	+25.0	56	+36.7	41	-27.4
Italy	26	+66.7	18	-33.4	24	+37.5	39	+62.6
Egypt	43	+120.7	49	+12.1	46	-6.1	32	-30.2
Morocco	29	+73.2	32	+11.2	33	+2.6	28	-14.3
Singapore	23	+11.5	29	+25.8	23	-20.0	27	+17.9
Greece	16	+5.9	16	-2.5	18	+11.4	24	+36.3
ROW + SD*	313	+133.7	278	-11.4	274	-1.4	594	+116.8
Total	3 189	+9.3	3 149	-1.3	3 425	+8.7	4 418	+29.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
UK	1 048	+25.3	824	-7.5	935	+6.4
Netherlands	905	+33.5	519	+0.2	704	+18.7
Germany	455	+31.0	379	+5.7	415	+17.6
USA	366	+16.5	419	+18.6	396	+17.4
Belgium	280	+212.1	365	+201.0	328	+209.2
France	262	+52.6	297	+46.3	283	+47.8
China	109	-4.6	107	-9.7	108	-6.9
Algeria	104	+54.6	.	.	104	+54.6
Spain	90	+51.7	102	+62.0	97	+57.1
Japan	75	+6.8	79	+16.1	78	+13.1
Philippines	48	+32.7	54	+127.0	51	+70.0
Saudi-Ar	46	-16.9	.	.	46	-26.7
Nigeria	45	-8.5	.	.	45	-4.0
Poland	42	+46.3	34	-1.8	43	+14.2
Malaysia	40	-26.0	42	-28.3	41	-27.4
Italy	39	+48.9	38	+73.9	39	+62.6
Egypt	32	-34.9	32	-22.8	32	-30.2
Morocco	27	-14.2	30	-13.5	28	-14.3
Singapore	15	-25.2	33	+40.2	27	+17.9
Greece	27	+44.8	21	+27.2	24	+36.3
Rest of the world*	300	-2.2	221	-38.2	594	+116.8
Total**	4 356	+27.2	3 594	+13.2	4 418	+29.0

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
UK	1 127	+7.5	1 044	-7.4	810	-22.4	780	-3.8
Netherlands	651	+38.5	606	-6.9	653	+7.7	607	-7.1
Germany	289	-10.1	324	+11.9	352	+8.7	346	-1.9
USA	165	+14.2	167	+1.1	202	+20.7	197	-2.4
Belgium	135	+17.7	126	-6.4	113	-10.6	189	+67.4
France	162	+8.0	146	-9.7	177	+20.6	201	+13.6
China	85	+90.8	88	+4.3	103	+16.7	81	-21.1
Algeria	89	+23.6	124	+40.2	80	-35.2	88	+9.9
Spain	59	+34.1	58	-2.5	69	+19.7	86	+24.5
Japan	66	+23.2	87	+31.2	86	-1.3	76	-11.3
Philippines	20	-7.3	24	+22.8	26	+6.4	31	+21.2
Saudi-Ar	46	+19.5	65	+42.3	62	-5.3	33	-46.2
Nigeria	59	+47.6	73	+24.8	44	-39.7	31	-29.7
Poland	27	+23.5	22	-19.0	30	+36.2	32	+6.3
Malaysia	40	+80.3	41	+2.6	50	+22.1	30	-39.6
Italy	31	+61.1	19	-37.9	22	+14.6	30	+36.5
Egypt	56	+114.7	59	+6.6	54	-8.5	30	-45.1
Morocco	35	+102.3	37	+7.1	32	-12.8	22	-31.3
Singapore	26	+8.3	29	+11.1	21	-26.6	20	-6.2
Greece	15	+20.4	13	-9.6	14	+4.5	20	+41.6
ROW + SD*	303	+175.3	306	+1.1	256	-16.3	414	+61.7
Total	3 485	+23.7	3 462	-0.7	3 258	-5.9	3 345	+2.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
UK	84.7	-12.1	87.5	+3.2	108.5	+24.0	119.9	+10.5
Netherlands	81.6	-17.4	77.9	-4.6	90.7	+16.5	116.0	+27.8
Germany	92.5	-15.3	95.3	+2.9	100.1	+5.1	120.0	+19.9
USA	162.5	+0.6	158.0	-2.8	167.1	+5.7	200.9	+20.3
Belgium	104.4	-21.9	88.8	-14.9	94.0	+5.9	173.7	+84.7
France	96.9	-12.5	95.6	-1.3	108.2	+13.2	140.8	+30.1
China	97.4	-0.3	99.5	+2.2	113.1	+13.7	133.3	+17.9
Algeria	71.3	-9.4	78.1	+9.4	83.8	+7.4	118.0	+40.7
Spain	88.7	-13.0	83.1	-6.3	89.0	+7.1	112.4	+26.2
Japan	75.1	-1.7	74.5	-0.8	80.7	+8.3	102.8	+27.4
Philippines	98.7	+14.3	97.2	-1.6	115.2	+18.6	161.7	+40.3
Saudi-Ar	84.0	+3.1	88.4	+5.3	101.2	+14.5	137.8	+36.1
Nigeria	81.5	-3.0	98.2	+20.5	107.3	+9.2	146.4	+36.5
Poland	109.2	-12.3	116.8	+7.0	124.5	+6.5	133.7	+7.4
Malaysia	82.3	+4.4	100.3	+21.9	112.3	+11.9	134.9	+20.1
Italy	85.9	+3.5	92.2	+7.3	110.7	+20.0	131.9	+19.1
Egypt	77.9	+2.8	81.8	+5.1	84.0	+2.6	106.7	+27.1
Morocco	83.1	-14.4	86.2	+3.8	101.4	+17.6	126.6	+24.8
Singapore	88.3	+2.9	100.0	+13.3	109.1	+9.1	137.1	+25.6
Greece	109.7	-12.0	118.2	+7.8	126.0	+6.6	121.2	-3.8
ROW + SD*	103.5	-15.1	90.8	-12.3	106.9	+17.8	143.4	+34.1
Total	91.5	-11.7	91.0	-0.6	105.1	+15.5	132.1	+25.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Italy**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

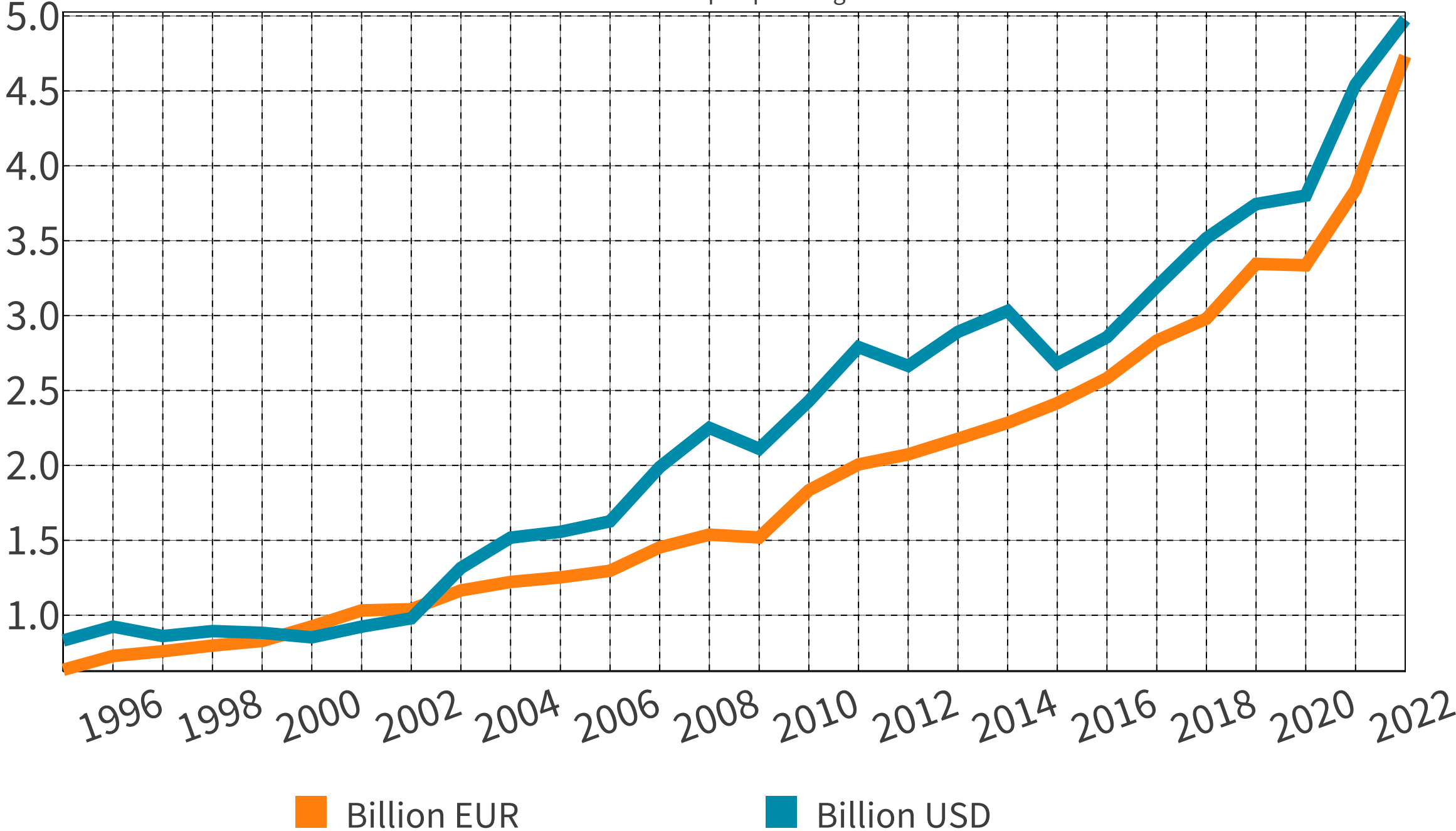
EXPORT 
PLANNING

**Exports
(2022)****4.7** billion EUR**5.0** billion USD**Average prices of
exports (2022)****6.70** EUR/kg**7.04** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+12.9%**CAGR in 2009-2022: **+5.8%**CAGR in 2023-2026: **+9.6%**

Dynamics of Foreign Sales

Exports in Value

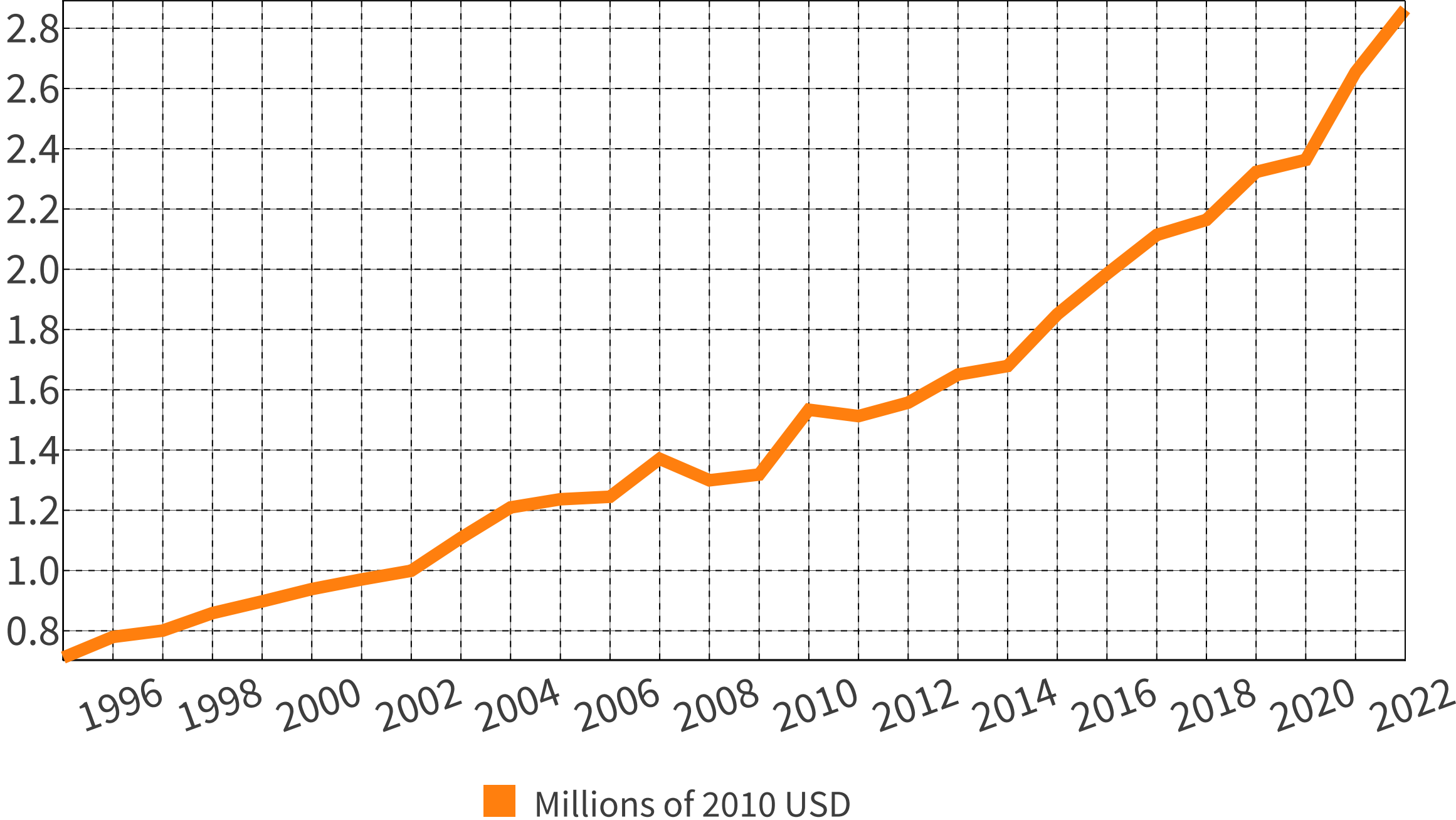
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

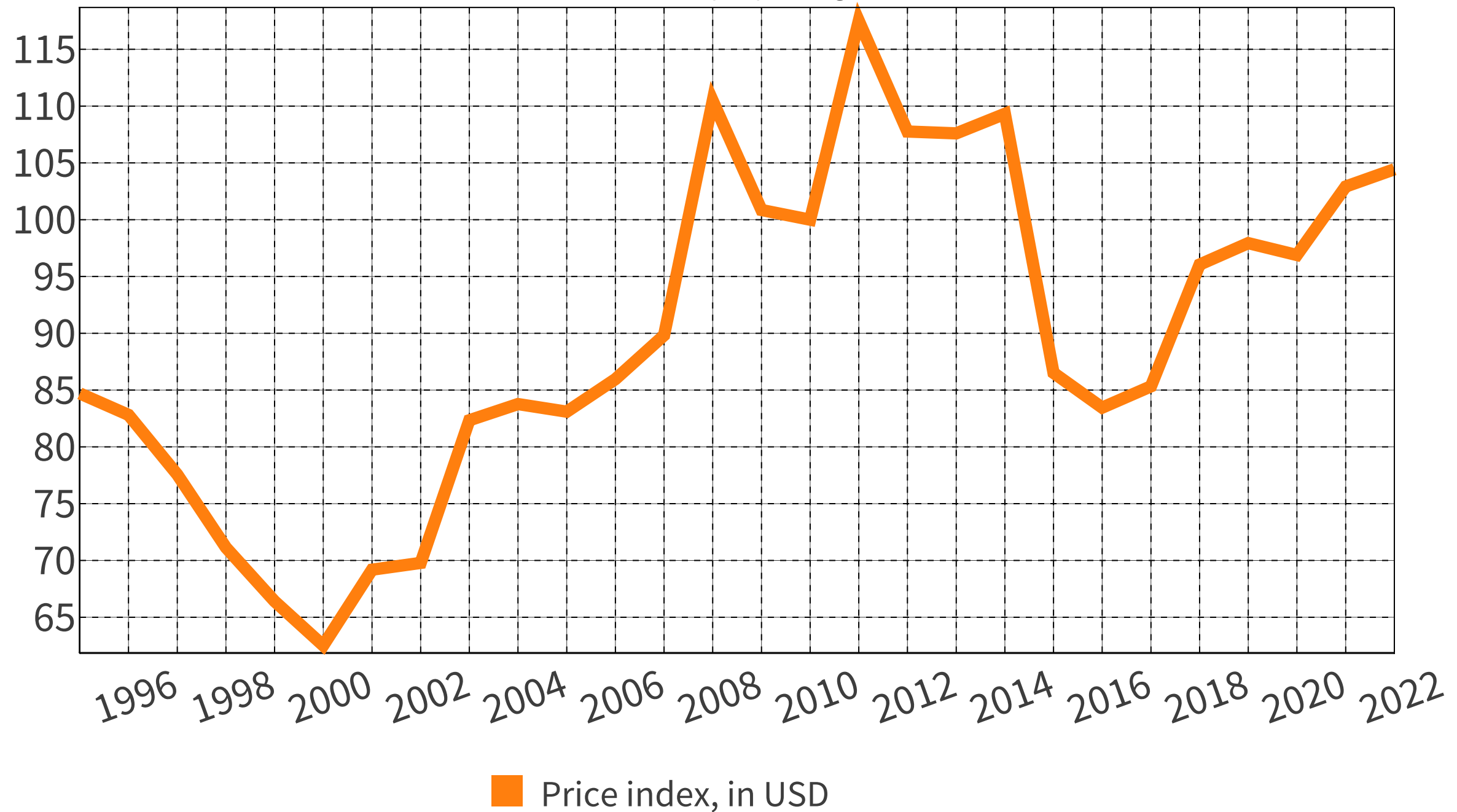
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

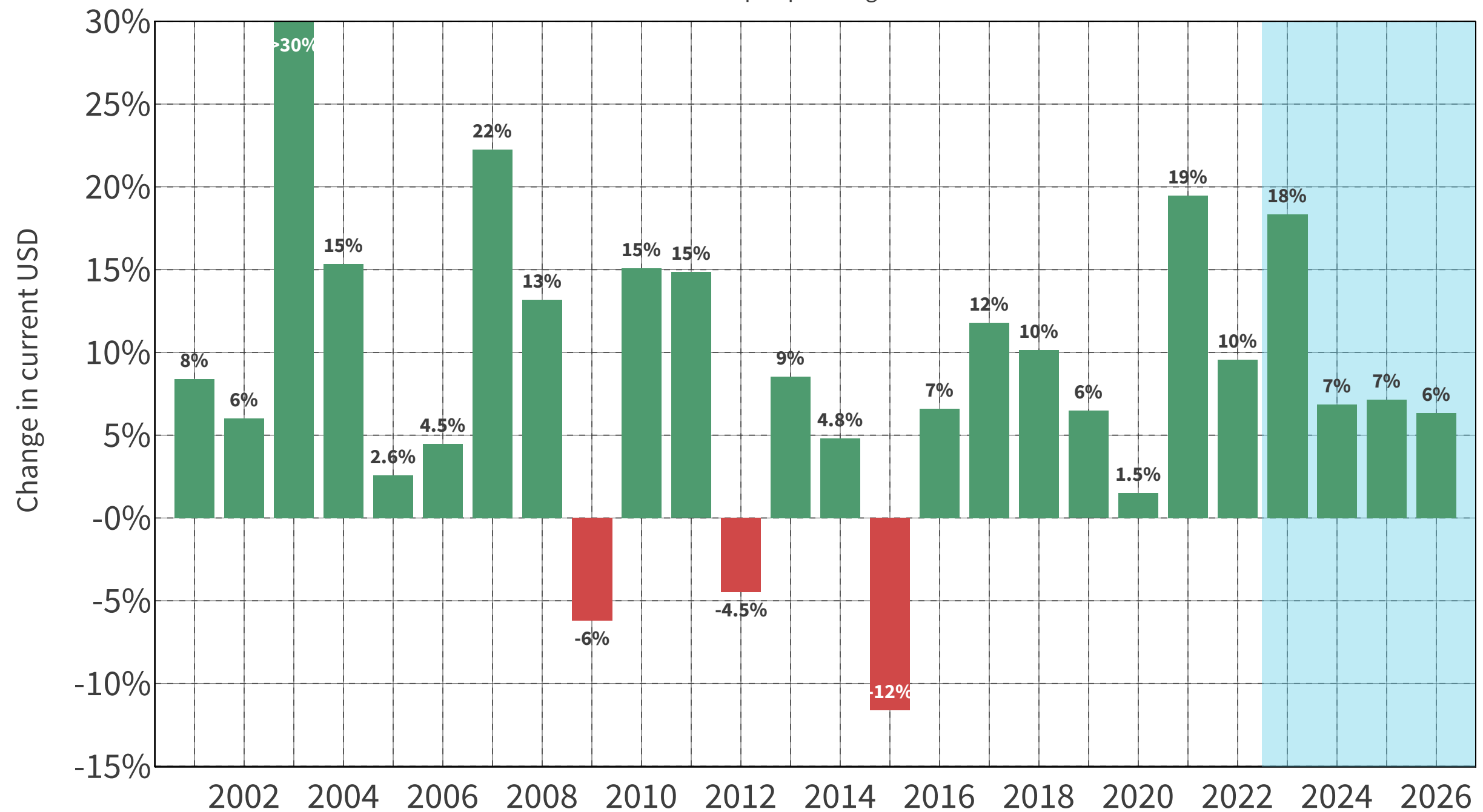
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	1 518	15.4	1 210	9.1	125.5	5.7
2005	1 557	2.6	1 237	2.2	125.9	0.3
2006	1 627	4.5	1 245	0.7	130.7	3.8
2007	1 989	22.2	1 371	10.1	145.1	11.0
2008	2 251	13.2	1 300	-5.2	173.2	19.4
2009	2 111	-6.2	1 319	1.5	160.1	-7.6
2010	2 429	15.1	1 534	16.3	158.4	-1.1
2011	2 790	14.8	1 513	-1.4	184.4	16.5
2012	2 664	-4.5	1 557	3.0	171.1	-7.2
2013	2 892	8.5	1 651	6.0	175.2	2.4
2014	3 031	4.8	1 679	1.7	180.5	3.1
2015	2 679	-11.6	1 851	10.2	144.8	-19.8
2016	2 856	6.6	1 985	7.3	143.9	-0.6
2017	3 193	11.8	2 114	6.5	151.0	5.0
2018	3 517	10.1	2 164	2.4	162.5	7.6
2019	3 745	6.5	2 323	7.3	161.2	-0.8
2020	3 801	1.5	2 363	1.7	160.9	-0.2
2021	4 542	19.5	2 654	12.3	171.1	6.4
2022	4 976	9.6	2 863	7.9	173.8	1.6

Source: www.exportplanning.com

Foreign Sales Prospect

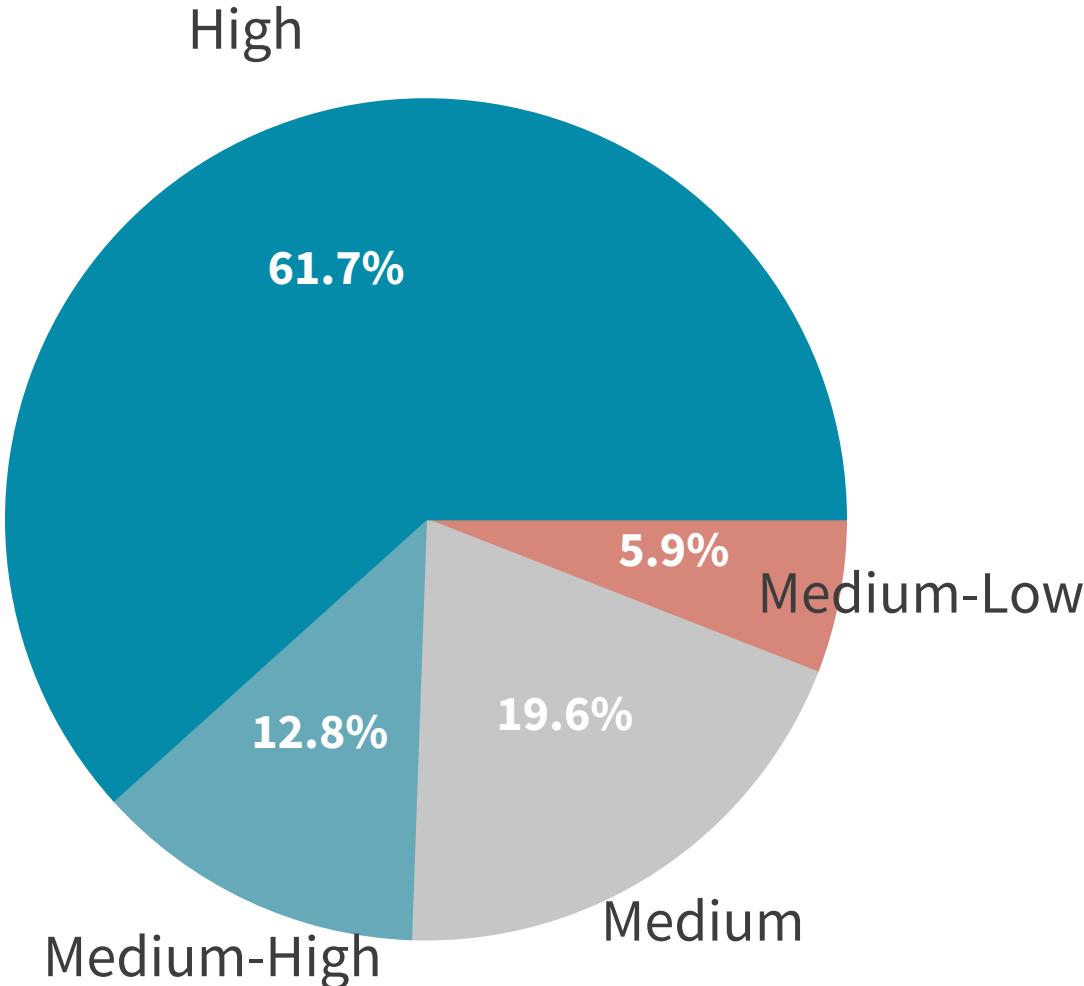
Exports Forecast

Source: www.exportplanning.com

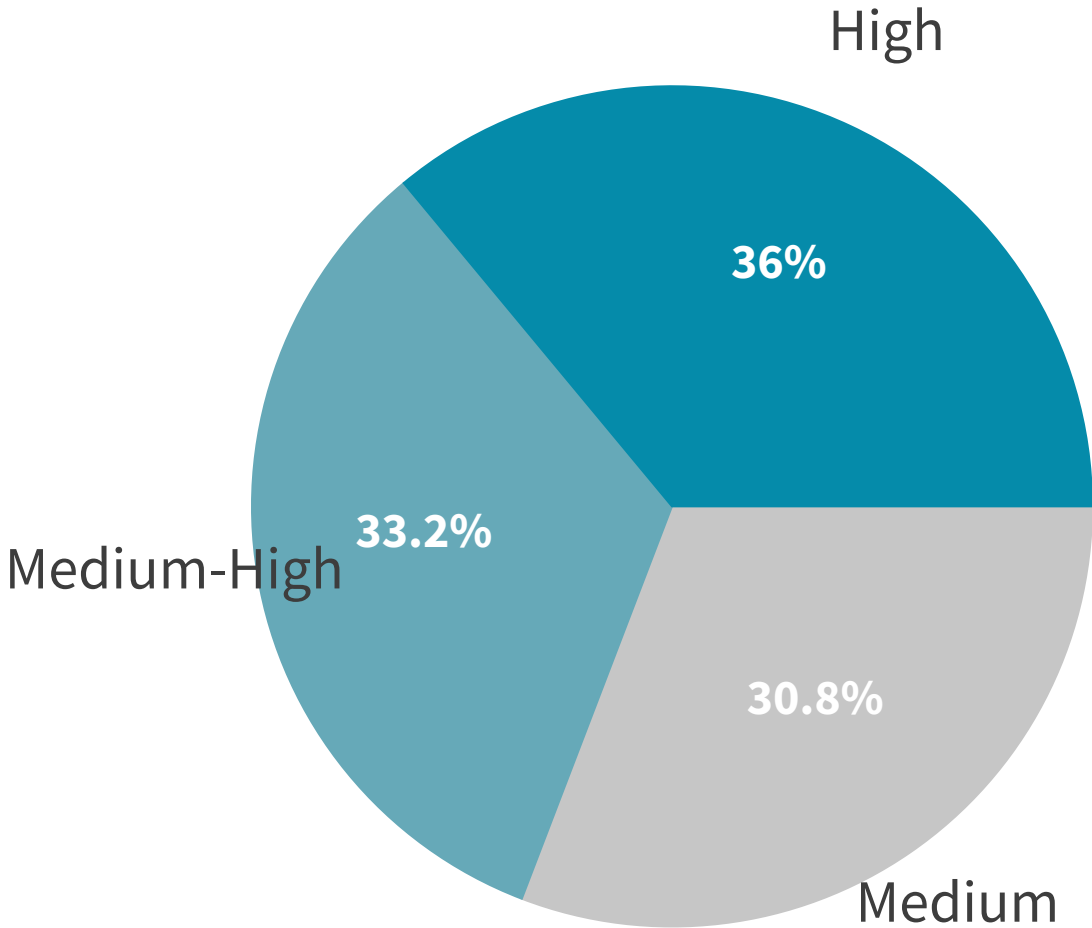


Distribution of Exports by Price Range

Year 2012



Year 2022



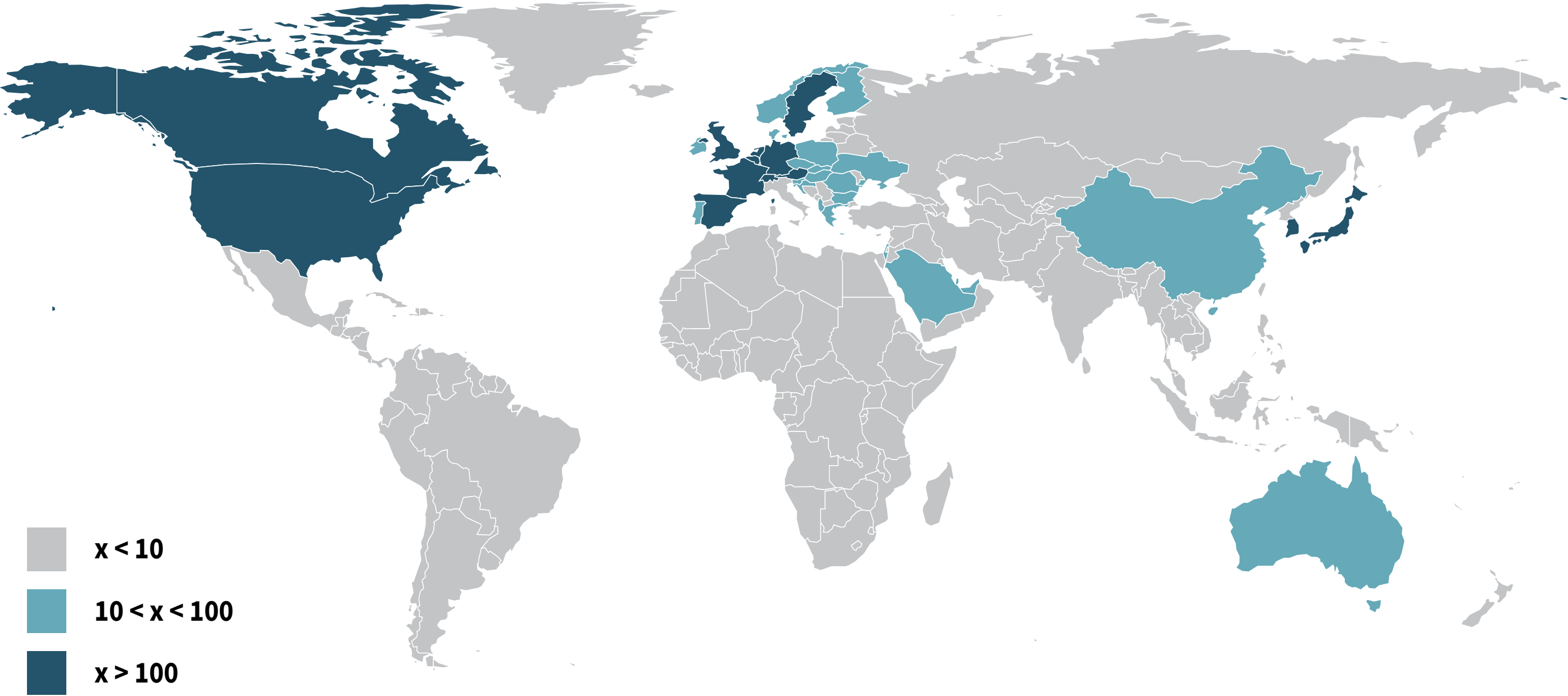
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

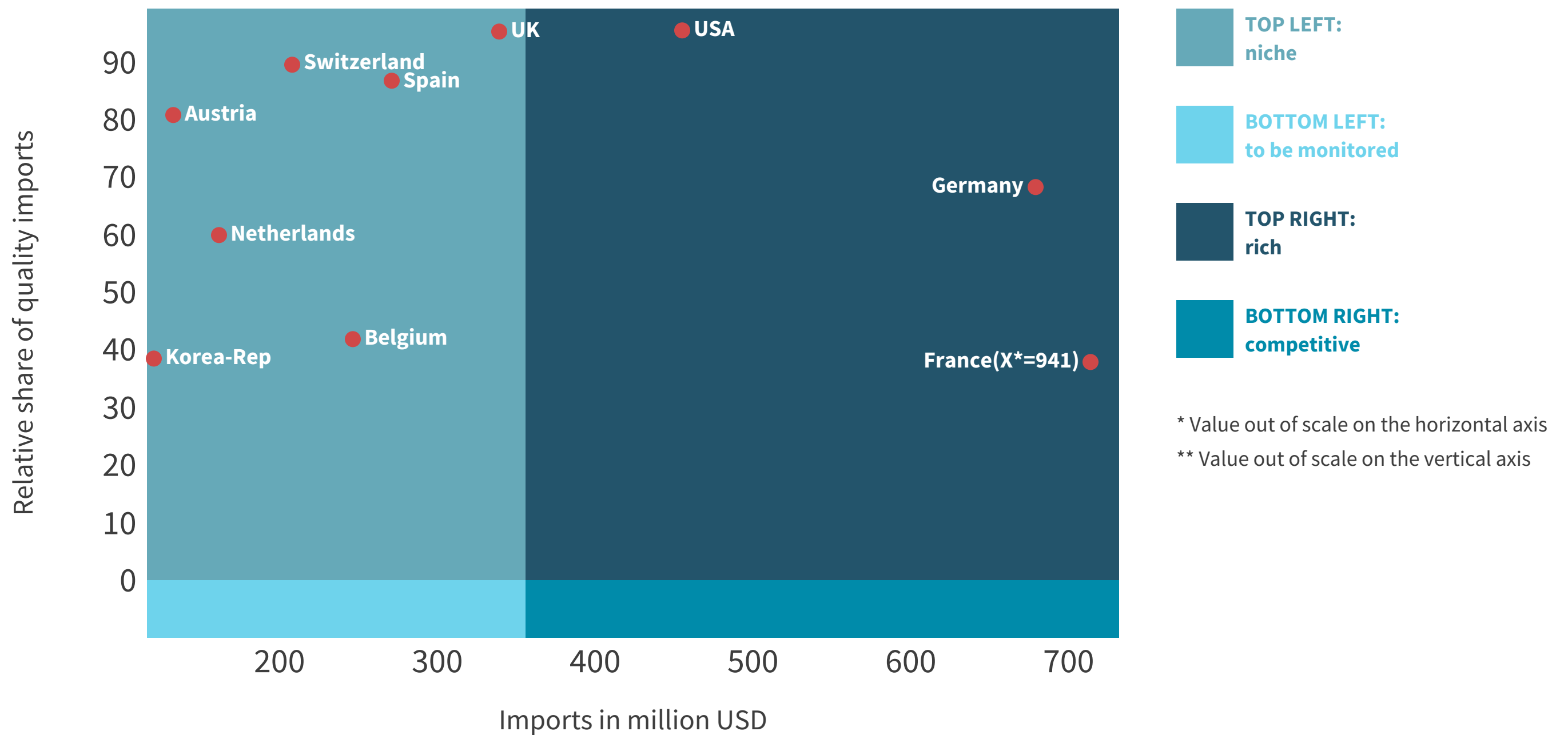
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
France	139.2	8.1	369	11.6	941	17.1	1 329	17.7
Germany	163.4	6.1	340	5.0	679	7.2	1 003	7.8
USA	148.7	18.1	329	22.5	455	18.0	537	15.8
UK	84.3	5.5	235	6.1	339	8.4	280	5.1
Spain	24.1	2.9	116	4.5	271	10.2	410	10.6
Belgium	51.2	3.1	94	3.0	246	5.4	330	5.4
Switzerland	71.4	38.3	150	36.7	208	24.2	159	12.3
Netherlands	15.6	0.9	61	2.2	162	3.0	248	3.6
Austria	21.5	8.2	66	8.3	132	11.8	183	11.8
Korea-Rep	0.3	0.3	6	1.9	120	9.0	152	9.1
Canada	20.0	10.6	54	14.1	105	14.8	77	8.9
Japan	20.4	3.0	57	4.2	102	5.7	76	3.3
Sweden	8.5	5.1	36	4.7	101	9.1	157	9.9
Poland	0.7	0.7	16	4.6	82	5.3	155	7.3
Greece	11.5	2.7	51	4.8	80	7.1	97	7.6
Luxembourg	1.3	1.8	37	9.3	73	14.7	109	14.0
Romania	0.1	0.6	13	5.4	67	7.3	108	8.3
Denmark	12.8	6.3	34	5.2	64	7.0	89	7.1
China	0.1	<0.1	3	0.4	61	0.8	61	0.7
Australia	10.2	7.0	31	6.3	57	4.9	43	2.6
ROW + SD*	47.2	.	154	.	631	.	1 567	.
Total	852.5	3.6	2 251	3.7	4 976	5.2	7 171	5.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

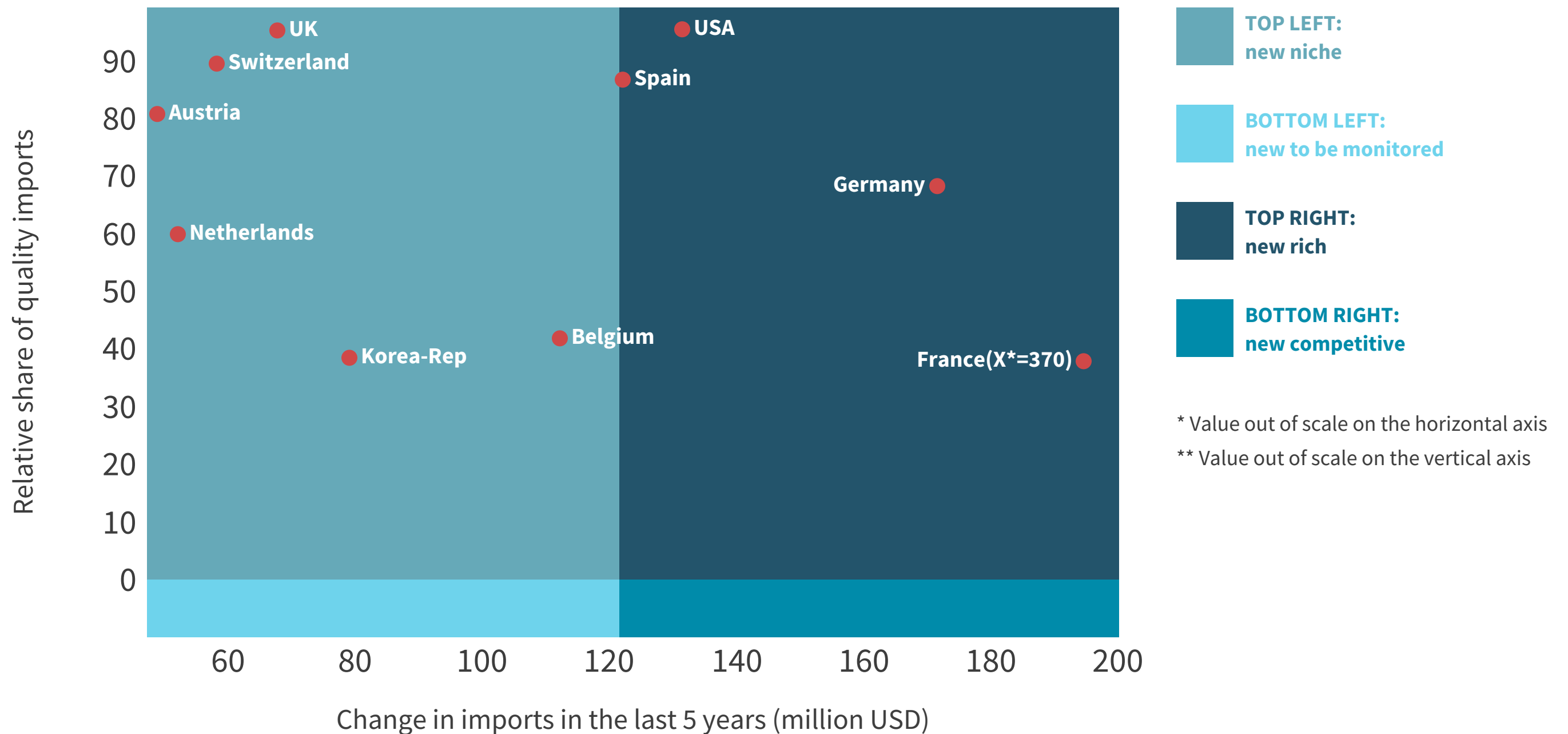
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	665	+3.5	713	+7.2	848	+18.9	979	+15.5
Germany	659	+13.4	664	+0.9	723	+8.8	694	-4.0
USA	383	+17.8	317	-17.1	440	+38.8	442	+0.4
UK	323	+5.3	330	+2.1	331	+0.5	339	+2.5
Spain	186	+4.9	173	-6.9	215	+24.7	271	+25.9
Belgium	153	+2.5	178	+16.5	230	+28.9	254	+10.5
Switzerland	168	+6.1	183	+9.0	204	+12.0	208	+1.7
Netherlands	112	+2.3	117	+4.9	144	+22.9	169	+16.8
Austria	101	+8.0	113	+12.5	127	+12.0	145	+13.8
Korea-Rep	50	+13.1	57	+14.5	79	+38.0	119	+51.0
Canada	72	-6.7	78	+8.5	92	+17.7	101	+9.0
Japan	92	+8.9	83	-9.5	84	+1.4	102	+21.2
Sweden	72	-1.5	76	+5.0	93	+22.7	98	+4.6
Poland	58	-7.4	57	-1.3	77	+34.9	82	+6.6
Greece	53	+1.0	45	-16.2	62	+38.8	77	+23.5
Luxembourg	19	-47.3	16	-15.3	31	+91.3	76	+145.8
Romania	37	+13.0	43	+16.1	56	+30.2	66	+17.7
Denmark	54	+4.4	57	+6.6	63	+9.3	66	+4.9
China	35	+8.5	44	+26.0	69	+57.9	61	-12.5
Australia	50	+5.3	47	-6.4	57	+22.3	57	+0.8
Rest of the world	405	+6.1	410	+1.2	516	+25.8	572	+11.0
Total	3 745	+6.5	3 801	+1.5	4 542	+19.5	4 976	+9.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	654	+4.7	716	+9.6	818	+14.2	901	+10.1
Germany	637	+10.1	659	+3.4	711	+7.9	660	-7.2
USA	389	+14.5	304	-21.9	436	+43.3	466	+6.9
UK	292	+0.9	311	+6.6	307	-1.3	.	.
Spain	186	+6.3	176	-5.8	221	+26.1	270	+21.9
Belgium	152	-0.5	182	+19.7	236	+29.5	238	+1.1
Switzerland	189	+7.5	210	+10.8	234	+11.4	.	.
Netherlands	113	+1.6	115	+1.6	134	+16.7	151	+12.7
Austria	107	+6.9	116	+8.5	117	+0.9	118	+0.9
Korea-Rep	54	+11.2	65	+21.4	83	+27.7	115	+38.9
Canada	71	-11.7	75	+5.6	93	+24.5	109	+17.3
Japan	99	+7.5	87	-12.2	95	+9.6	.	.
Sweden	70	+13.1	87	+25.0	107	+22.1	106	-0.6
Poland	54	-12.9	50	-8.3	78	+56.9	81	+3.6
Greece	57	+7.0	48	-15.1	65	+34.8	84	+29.1
Luxembourg	20	-48.1	18	-8.1	34	+85.6	69	+102.2
Romania	40	+13.4	47	+15.0	63	+35.0	68	+8.8
Denmark	49	+8.0	49	-1.7	56	+14.3	64	+14.7
China	31	+3.3	36	+16.3	67	+86.4	.	.
Australia	50	+7.6	48	-5.3	58	+22.4	.	.
Rest of the world	441	+15.0	430	-2.4	516	+20.0	318	-38.3
Total	3 756	+6.5	3 828	+1.9	4 529	+18.3	3 819	-15.7
Total of 2022 sample	3 685	+6.1	3 774	+2.4	4 457	+18.1	3 819	-14.3

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	659	+4.1	714	+8.3	833	+16.7	941	+12.9
Germany	650	+12.1	663	+2.0	718	+8.3	679	-5.4
USA	387	+16.0	311	-19.5	439	+40.8	455	+3.7
UK	309	+3.6	322	+4.0	321	-0.2	339	+5.8
Spain	186	+5.6	174	-6.4	218	+25.4	271	+24.1
Belgium	152	+1.0	180	+18.4	233	+29.2	246	+5.9
Switzerland	179	+4.9	198	+11.0	220	+10.9	208	-5.3
Netherlands	113	+1.9	117	+4.1	141	+20.3	162	+15.0
Austria	103	+7.6	114	+10.4	122	+6.9	132	+8.2
Korea-Rep	52	+12.8	61	+17.6	81	+32.4	120	+47.5
Canada	72	-9.2	77	+7.1	93	+20.9	105	+13.1
Japan	96	+8.0	86	-10.8	90	+5.6	102	+12.8
Sweden	71	+4.5	81	+13.7	99	+22.5	101	+2.1
Poland	56	-9.7	54	-3.9	78	+44.2	82	+4.9
Greece	55	+4.1	47	-15.7	64	+36.8	80	+26.1
Luxembourg	20	-47.5	17	-13.1	32	+88.2	73	+124.9
Romania	39	+12.8	45	+15.7	59	+32.0	67	+13.3
Denmark	51	+5.7	53	+3.5	59	+11.1	64	+8.4
China	32	+0.1	40	+23.7	70	+73.7	61	-13.1
Australia	51	+5.5	48	-7.0	58	+22.8	57	-1.7
ROW + SD*	411	+11.2	400	-2.6	514	+28.6	631	+22.8
Total	3 745	+6.5	3 801	+1.5	4 542	+19.5	4 976	+9.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	979	+15.5	901	+10.1	941	+12.9
Germany	694	-4.0	660	-7.2	679	-5.4
USA	442	+0.4	466	+6.9	455	+3.7
UK	339	+2.5	.	.	339	+5.8
Spain	271	+25.9	270	+21.9	271	+24.1
Belgium	254	+10.5	238	+1.1	246	+5.9
Switzerland	208	+1.7	.	.	208	-5.3
Netherlands	169	+16.8	151	+12.7	162	+15.0
Austria	145	+13.8	118	+0.9	132	+8.2
Korea-Rep	119	+51.0	115	+38.9	120	+47.5
Canada	101	+9.0	109	+17.3	105	+13.1
Japan	102	+21.2	.	.	102	+12.8
Sweden	98	+4.6	106	-0.6	101	+2.1
Poland	82	+6.6	81	+3.6	82	+4.9
Greece	77	+23.5	84	+29.1	80	+26.1
Luxembourg	76	+145.8	69	+102.2	73	+124.9
Romania	66	+17.7	68	+8.8	67	+13.3
Denmark	66	+4.9	64	+14.7	64	+8.4
China	61	-12.5	.	.	61	-13.1
Australia	57	+0.8	.	.	57	-1.7
Rest of the world*	572	+11.0	318	-38.3	631	+22.8
Total**	4 976	+9.6	3 819	-14.3	4 976	+9.6

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
France	426	+5.9	458	+7.4	507	+10.6	560	+10.4
Germany	380	+12.0	395	+3.8	409	+3.5	386	-5.6
USA	191	+15.6	154	-19.4	192	+25.0	191	-0.3
UK	190	+8.1	186	-1.9	173	-7.2	176	+1.7
Spain	131	+9.3	122	-6.7	146	+19.5	177	+21.3
Belgium	109	+7.3	126	+15.4	153	+21.5	156	+1.8
Switzerland	103	+3.4	114	+10.3	118	+3.7	110	-6.7
Netherlands	70	-2.1	75	+6.9	87	+16.2	102	+17.4
Austria	69	+7.6	77	+11.1	77	+0.7	82	+5.3
Korea-Rep	34	+27.1	41	+19.0	49	+18.9	63	+28.7
Canada	34	-6.9	36	+5.3	41	+15.5	44	+5.9
Japan	51	+11.2	45	-11.9	45	-0.1	54	+20.8
Sweden	42	+4.2	47	+13.0	54	+15.3	59	+7.8
Poland	42	-10.4	38	-9.9	54	+40.6	53	-2.2
Greece	36	+1.2	31	-12.1	39	+25.2	48	+22.5
Luxembourg	14	-47.1	11	-18.0	23	+100.7	52	+125.4
Romania	35	+12.3	37	+7.0	46	+23.2	49	+8.0
Denmark	35	+5.5	35	+2.4	37	+3.8	42	+15.6
China	23	+2.4	27	+19.9	43	+57.0	37	-14.0
Australia	28	+4.4	27	-4.7	30	+12.7	31	+1.2
ROW + SD*	280	+10.8	280	+0.1	331	+18.3	392	+18.3
Total	2 323	+7.3	2 363	+1.7	2 654	+12.3	2 863	+7.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
France	154.7	-1.7	155.9	+0.8	164.4	+5.5	168.1	+2.2
Germany	170.8	+0.1	167.9	-1.7	175.6	+4.6	176.0	+0.2
USA	202.9	+0.4	202.8	-0.1	228.6	+12.7	237.7	+4.0
UK	162.9	-4.2	172.6	+5.9	185.5	+7.4	192.8	+4.0
Spain	142.1	-3.4	142.5	+0.3	149.5	+4.9	152.8	+2.2
Belgium	139.2	-5.9	142.8	+2.6	151.8	+6.3	158.0	+4.1
Switzerland	173.2	+1.5	174.2	+0.6	186.4	+7.0	189.0	+1.4
Netherlands	160.7	+4.0	156.5	-2.6	162.0	+3.5	158.6	-2.1
Austria	149.6	=	148.6	-0.6	157.7	+6.1	162.1	+2.8
Korea-Rep	151.8	-11.3	149.9	-1.2	166.9	+11.3	191.3	+14.6
Canada	210.1	-2.5	213.7	+1.7	223.7	+4.7	238.8	+6.8
Japan	187.8	-2.9	190.1	+1.2	200.9	+5.7	187.7	-6.6
Sweden	170.6	+0.2	171.5	+0.6	182.3	+6.3	172.8	-5.2
Poland	132.2	+0.8	140.9	+6.6	144.5	+2.5	155.0	+7.3
Greece	154.7	+2.9	148.4	-4.1	162.1	+9.2	166.8	+2.9
Luxembourg	141.7	-0.8	150.2	+6.0	140.8	-6.3	140.5	-0.2
Romania	111.7	+0.4	120.7	+8.1	129.4	+7.2	135.7	+4.8
Denmark	148.9	+0.2	150.4	+1.0	161.1	+7.1	151.0	-6.2
China	141.6	-2.3	146.0	+3.1	161.5	+10.6	163.4	+1.1
Australia	181.6	+1.1	177.3	-2.4	193.2	+8.9	187.8	-2.8
ROW + SD*	146.9	+0.4	142.9	-2.7	155.4	+8.8	161.2	+3.7
Total	161.2	-0.8	160.9	-0.2	171.1	+6.4	173.8	+1.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Lithuania**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

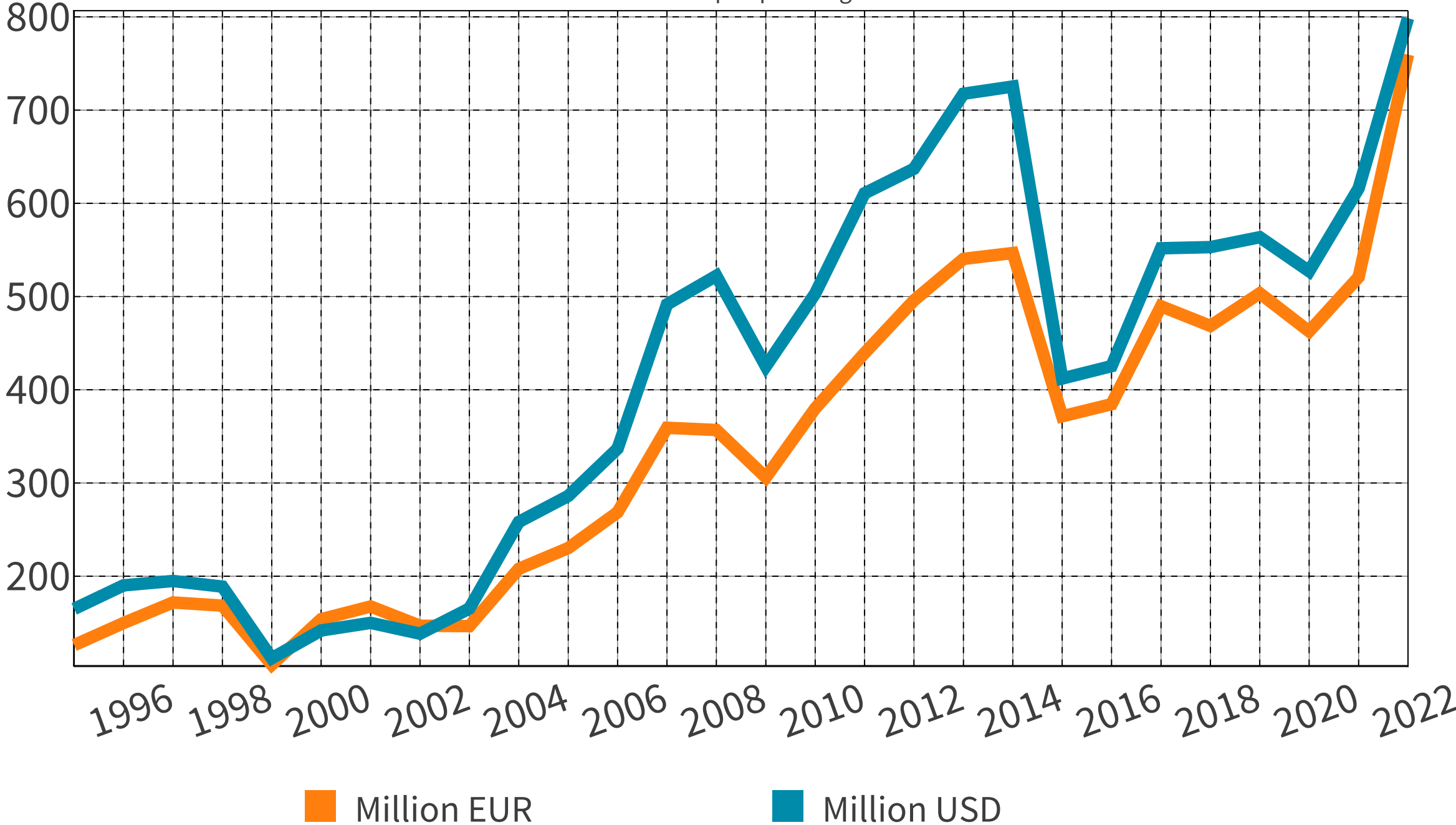
EXPORT 
PLANNING

**Exports
(2022)****759.5** million EUR**798.6** million USD**Average prices of
exports (2022)****2.70** EUR/kg**2.84** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+17.7%**CAGR in 2009-2022: **+3.1%**CAGR in 2023-2026: **-2.8%**

Dynamics of Foreign Sales

Exports in Value

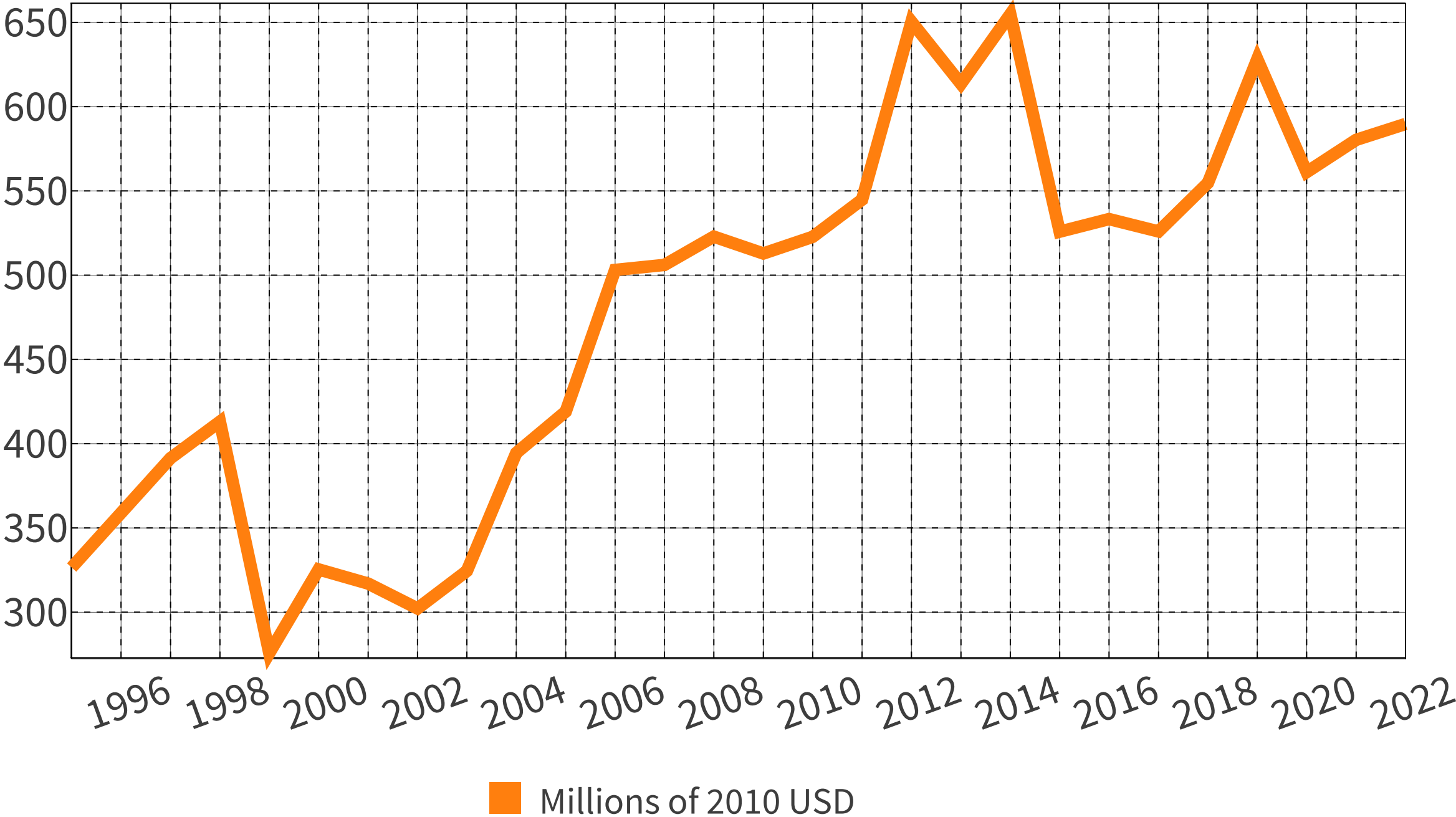
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

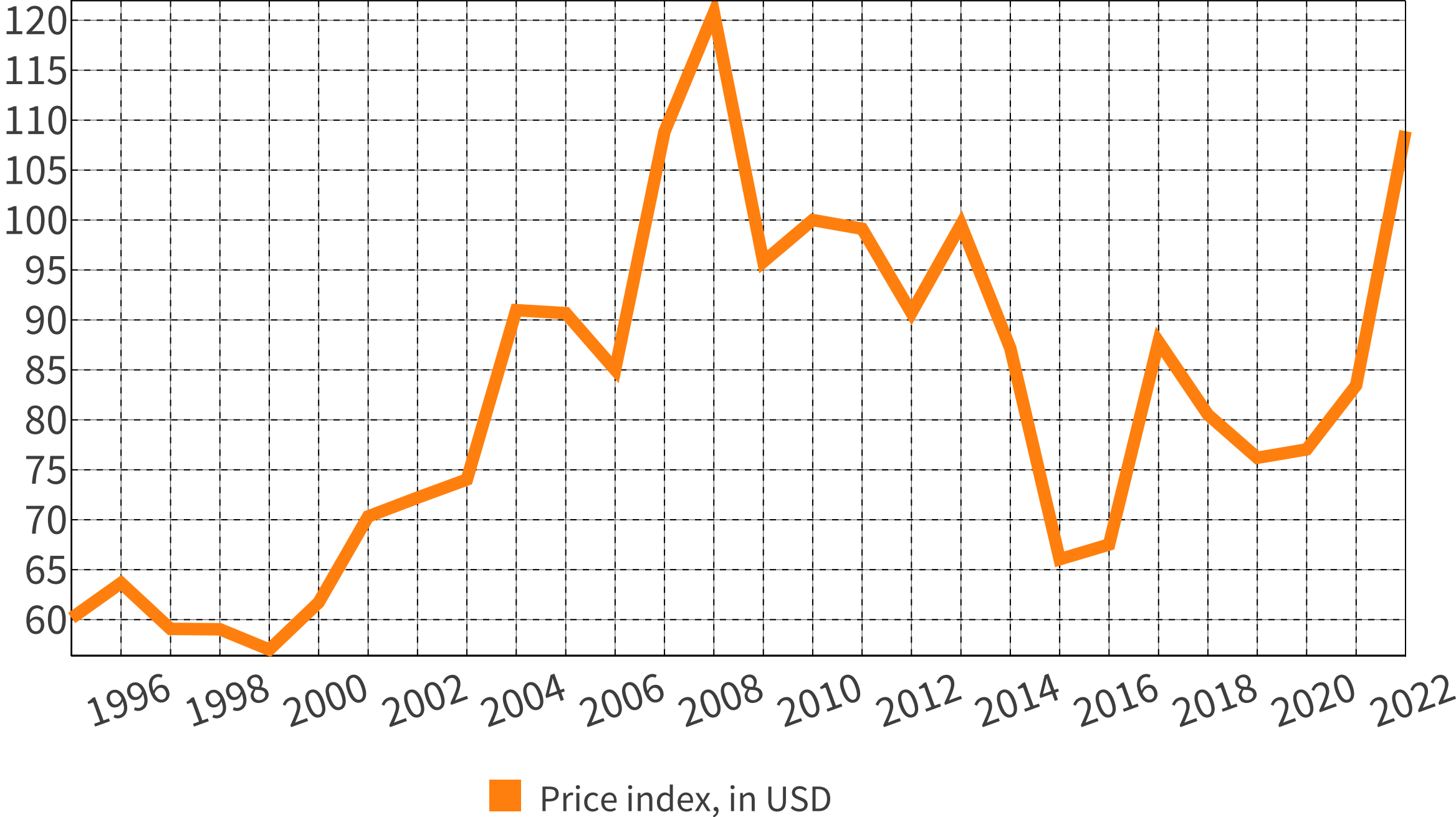
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

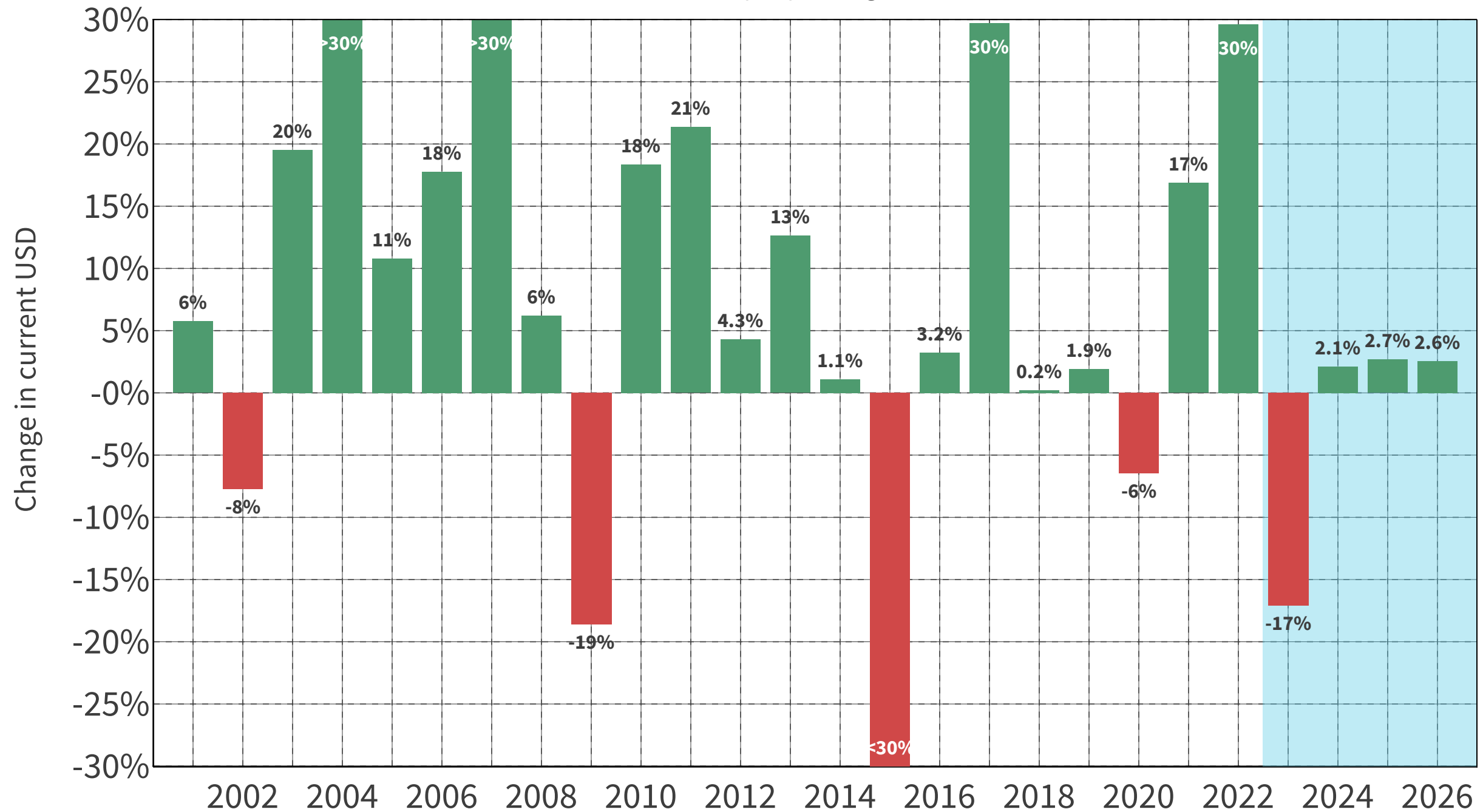
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	258.2	56.2	394.5	21.6	65.5	28.4
2005	286.1	10.8	419.1	6.2	68.3	4.3
2006	336.9	17.8	503.1	20.1	67.0	-1.9
2007	491.6	45.9	506.1	0.6	97.1	45.1
2008	522.3	6.2	522.9	3.3	99.9	2.8
2009	425.2	-18.6	512.9	-1.9	82.9	-17.0
2010	503.3	18.4	522.7	1.9	96.3	16.1
2011	610.8	21.4	544.8	4.2	112.1	16.4
2012	637.1	4.3	650.4	19.4	98.0	-12.6
2013	717.5	12.6	613.6	-5.7	116.9	19.4
2014	725.3	1.1	654.8	6.7	110.8	-5.3
2015	412.1	-43.2	525.8	-19.7	78.4	-29.2
2016	425.4	3.2	533.3	1.4	79.8	1.8
2017	551.8	29.7	525.9	-1.4	104.9	31.5
2018	553.0	0.2	554.7	5.5	99.7	-5.0
2019	563.7	1.9	628.2	13.2	89.7	-10.0
2020	527.2	-6.5	561.1	-10.7	94.0	4.7
2021	616.1	16.9	580.3	3.4	106.2	13.0
2022	798.6	29.6	589.7	1.6	135.4	27.5

Source: www.exportplanning.com

Foreign Sales Prospect

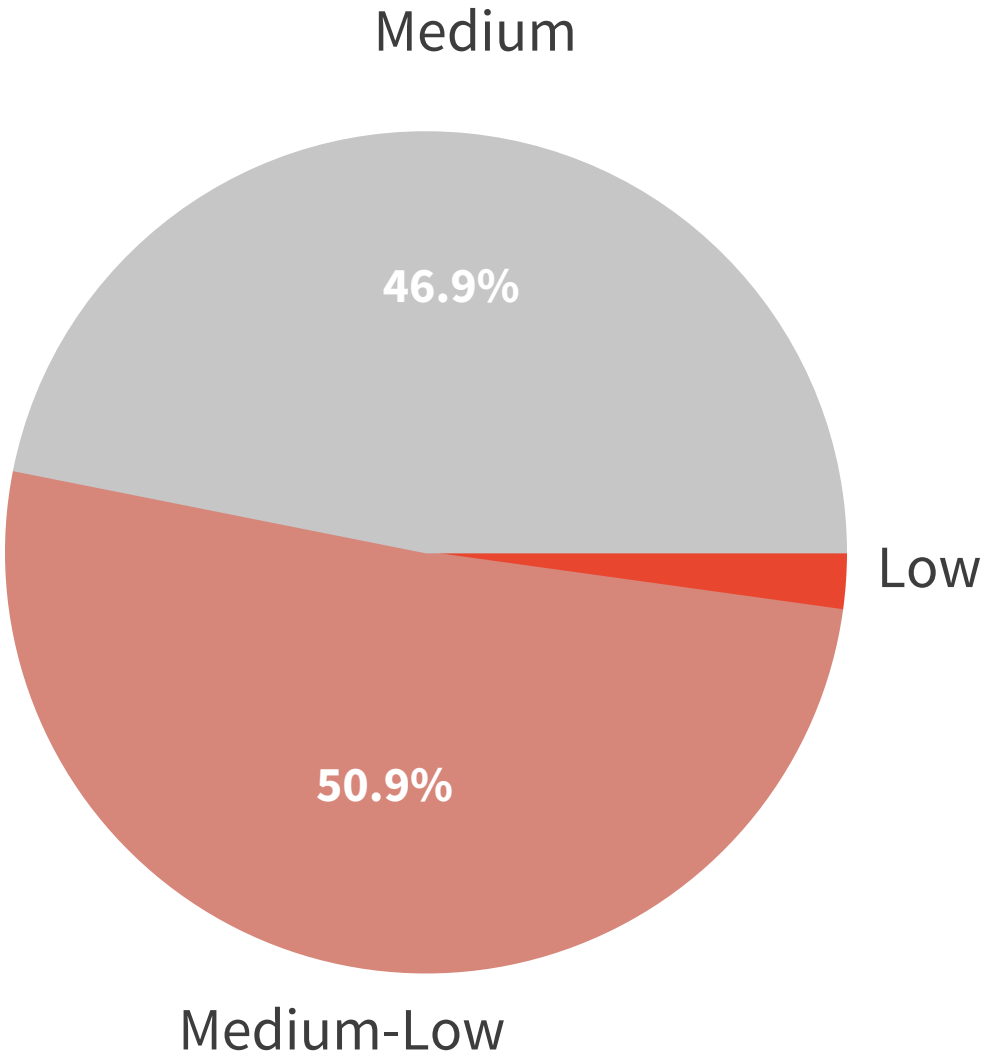
Exports Forecast

Source: www.exportplanning.com

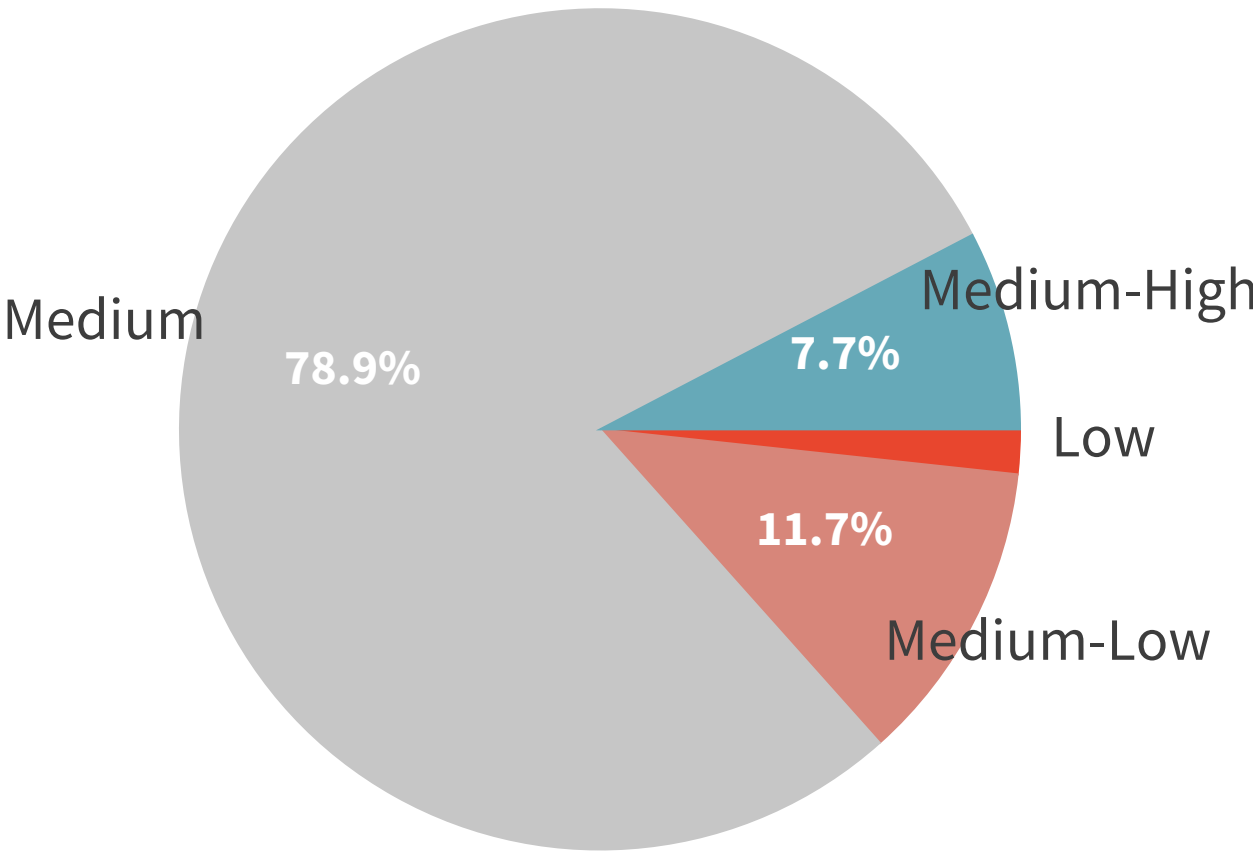


Distribution of Exports by Price Range

Year 2012



Year 2022



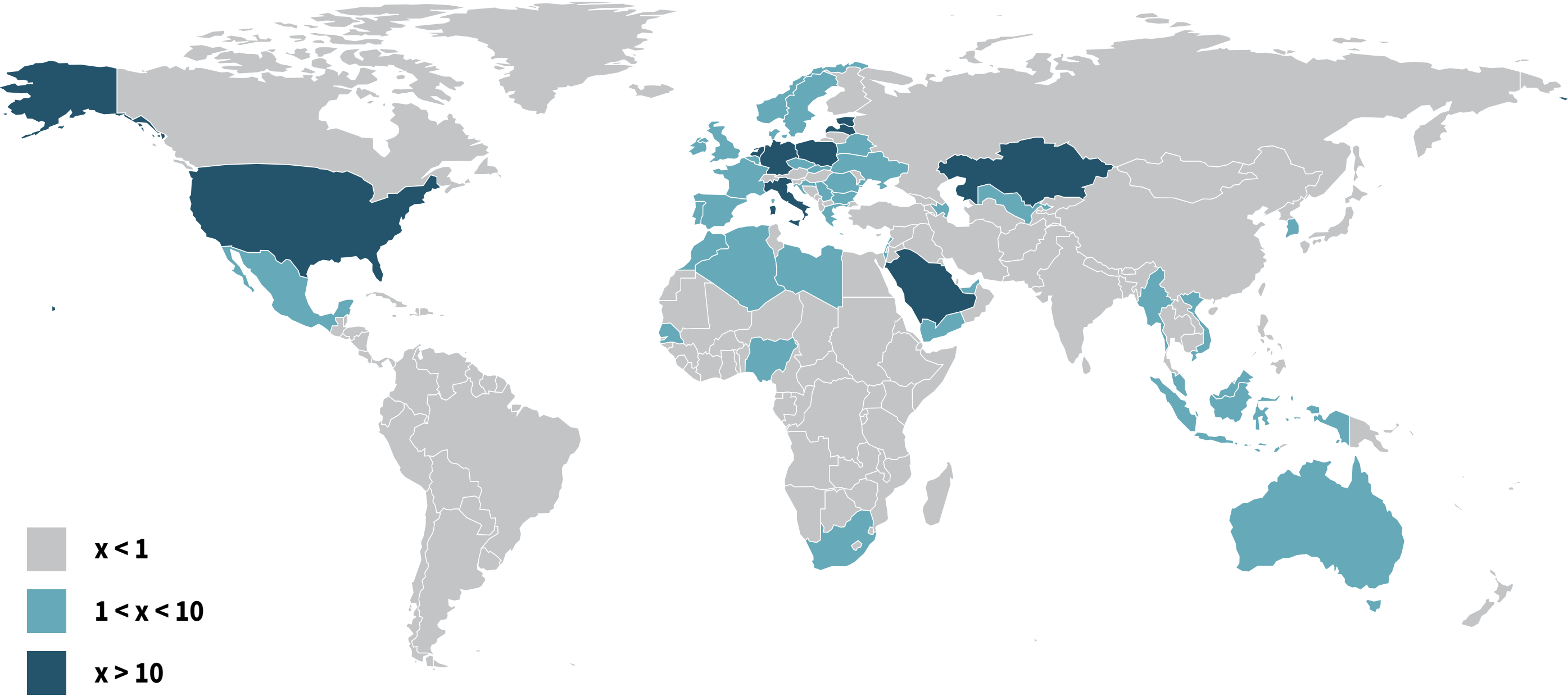
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

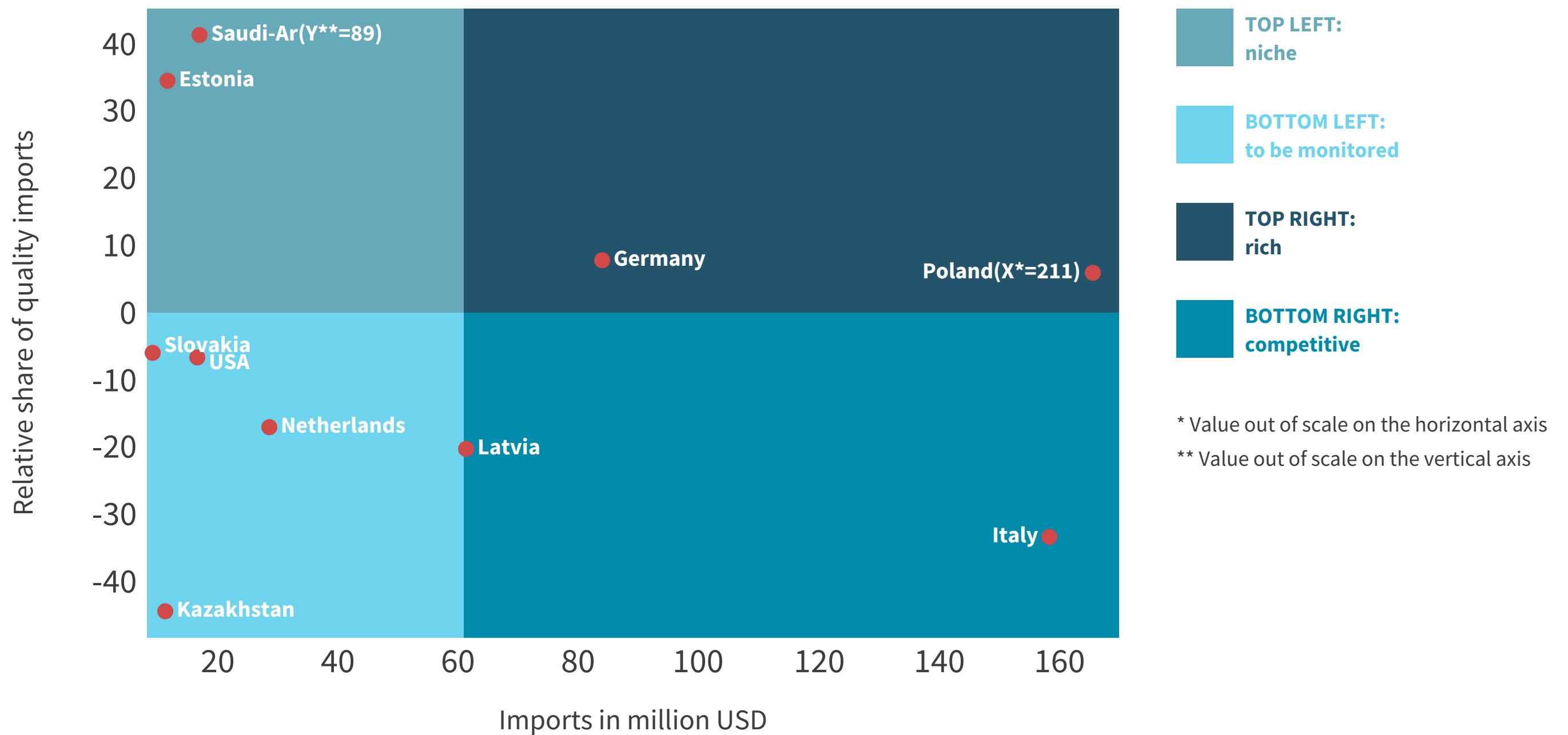
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Poland	4.5	4.7	22.5	6.7	210.7	13.7	173.3	8.1
Italy	<0.1	<0.1	94.0	2.0	158.3	3.3	146.9	2.4
Germany	7.6	0.3	68.6	1.0	84.0	0.9	30.7	0.2
Latvia	5.3	13.9	40.1	37.4	61.3	24.3	76.7	22.4
Netherlands	19.4	1.1	20.9	0.8	28.7	0.5	16.2	0.2
Saudi-Ar	0.1	<0.1	3.8	0.2	17.1	0.9	21.2	0.9
USA	38.1	4.6	2.2	0.2	16.7	0.7	20.4	0.6
Estonia	0.7	3.1	3.2	6.2	11.8	10.6	13.4	9.1
Kazakhstan	0.2	0.4	5.2	1.4	11.4	2.8	11.0	2.3
Slovakia	<0.1	<0.1	0.5	0.2	9.3	1.3	2.0	0.2
Malaysia	1.1	0.3	<0.1	<0.1	9.1	0.8	4.7	0.4
Algeria	0.2	<0.1	0.4	<0.1	8.9	0.4	13.9	0.5
Vietnam	<0.1	<0.1	<0.1	<0.1	8.0	1.1	6.3	0.6
Korea-Rep	<0.1	<0.1	<0.1	<0.1	7.9	0.6	2.1	0.1
Spain	0.1	<0.1	17.6	0.7	7.5	0.3	8.8	0.2
Bulgaria	0.3	2.1	5.8	4.8	7.3	2.1	7.5	1.6
UK	0.4	<0.1	5.4	0.1	7.1	0.2	6.8	0.1
Australia	<0.1	<0.1	0.8	0.2	7.1	0.6	11.2	0.7
Morocco	0.7	1.0	<0.1	<0.1	6.8	2.0	13.8	3.1
Ukraine	<0.1	<0.1	<0.1	<0.1	6.7	2.9	10.1	3.4
ROW + SD*	63.2	.	231.1	.	112.7	.	115.0	.
Total	141.8	0.6	522.3	0.9	798.6	0.8	711.8	0.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

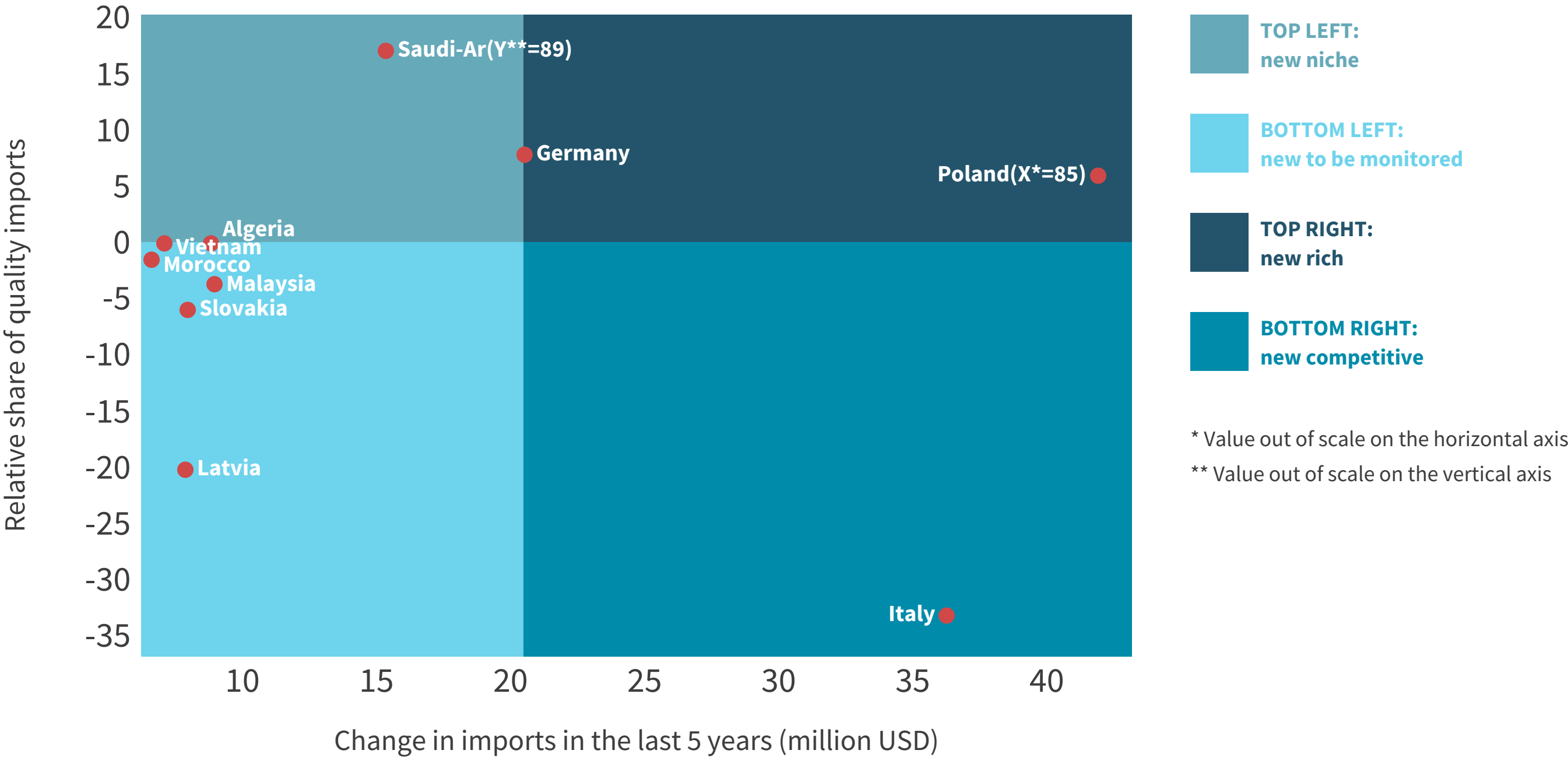
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Poland	155.2	-1.8	131.5	-15.3	162.5	+23.6	222.4	+36.8
Italy	106.4	+1.1	83.5	-21.6	105.9	+26.8	152.3	+43.8
Germany	37.8	-6.2	38.1	+1.0	66.1	+73.4	97.5	+47.4
Latvia	53.9	+3.2	51.0	-5.4	52.0	+1.9	60.6	+16.7
Netherlands	25.2	-37.6	8.1	-67.7	23.4	+187.2	42.5	+82.1
Saudi-Ar	2.0	+611.7	19.6	+902.8	3.2	-83.6	17.1	+433.1
USA	20.9	+95.7	26.8	+28.1	25.2	-5.7	16.3	-35.4
Estonia	10.6	+9.0	11.1	+4.8	10.5	-5.0	11.1	+5.3
Kazakhstan	19.2	+36.4	17.3	-10.0	12.8	-26.1	11.5	-10.5
Slovakia	1.8	-11.9	3.3	+83.3	5.6	+69.4	8.5	+52.7
Malaysia	2.4	+136.6	3.1	+31.6	0.5	-83.1	4.7	+786.1
Algeria	12.1	+595.2	9.6	-20.6	9.4	-1.6	8.9	-5.4
Vietnam	6.0	-51.3	5.7	-5.9	7.3	+28.3	8.0	+10.3
Korea-Rep	4.4	+11.7	5.7	+29.5	4.3	-24.1	8.7	+99.8
Spain	8.0	-17.7	4.1	-49.0	5.4	+33.2	8.6	+58.5
Bulgaria	6.1	+98.2	5.2	-14.2	6.4	+23.9	6.2	-3.1
UK	7.6	+17.2	9.2	+21.4	6.8	-26.3	6.2	-7.8
Australia	0.7	+76.3	5.1	+640.6	5.2	+1.6	7.0	+34.8
Morocco	3.7	+2 017.2	3.8	+2.3	6.8	+79.4	8.4	+24.0
Ukraine	2.7	+86.0	6.9	+160.4	11.7	+68.6	6.7	-42.3
Rest of the world	77.1	-3.0	78.5	+1.8	85.0	+8.3	85.2	+0.3
Total	563.7	+1.9	527.2	-6.5	616.1	+16.9	798.6	+29.6

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Poland	144.6	+10.4	120.2	-16.9	156.7	+30.4	198.1	+26.4
Italy	109.4	-1.2	87.7	-19.8	113.8	+29.8	162.4	+42.8
Germany	34.5	-13.6	34.5	=	55.6	+61.4	74.1	+33.2
Latvia	56.9	+1.6	56.1	-1.3	55.1	-1.8	62.2	+12.9
Netherlands	13.8	-51.0	3.8	-72.7	10.7	+184.8	15.4	+43.7
Saudi-Ar	3.6	+191.2	25.5	+600.5	13.7	-46.4	.	.
USA	20.2	+89.8	19.3	-4.8	30.9	+60.4	15.8	-48.7
Estonia	12.9	+7.4	13.3	+3.5	13.8	+3.9	12.6	-8.8
Kazakhstan	18.6	+69.0	15.8	-15.0	11.4	-27.7	11.4	-0.2
Slovakia	2.1	+15.6	7.3	+249.0	6.3	-14.7	10.0	+59.7
Malaysia	3.0	+538.7	10.2	+236.3	2.5	-75.2	13.2	+423.9
Algeria	.	.	.	.	.	.	.	.
Vietnam	10.7	-2.3	2.0	-80.9	12.0	+486.4	.	.
Korea-Rep	3.2	-61.1	6.6	+105.6	4.9	-25.2	7.3	+48.7
Spain	7.6	-27.0	3.6	-53.2	4.0	+11.1	6.2	+57.4
Bulgaria	6.1	+62.2	8.6	+42.4	8.5	-2.2	8.5	+0.6
UK	7.9	+3.9	9.4	+19.5	8.9	-5.9	7.9	-11.5
Australia	0.6	+24.5	5.1	+688.6	5.7	+12.5	6.8	+18.7
Morocco	0.3	+179.9	0.4	+28.2	0.9	+126.8	4.9	+427.2
Ukraine	2.7	+83.3	6.9	+155.3	10.7	+55.2	6.7	-37.3
Rest of the world	67.8	+21.5	71.0	+4.7	75.3	+6.1	79.3	+5.3
Total	526.5	+4.9	507.3	-3.7	601.4	+18.6	702.9	+16.9
Total of 2022 sample	497.3	+3.3	466.2	-6.2	563.1	+20.8	702.9	+24.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Poland	150.4	+3.7	125.7	-16.4	161.1	+28.2	210.7	+30.8
Italy	108.1	-0.6	88.6	-18.0	110.5	+24.7	158.3	+43.3
Germany	36.0	-10.1	36.2	+0.4	60.3	+66.8	84.0	+39.3
Latvia	55.2	+2.2	53.3	-3.5	53.7	+0.8	61.3	+14.0
Netherlands	19.4	-43.2	5.9	-69.6	16.8	+186.3	28.7	+70.7
Saudi-Ar	4.5	+435.2	26.6	+492.5	11.0	-58.7	17.1	+55.5
USA	20.5	+90.5	23.3	+13.3	28.5	+22.4	16.7	-41.3
Estonia	11.6	+6.1	12.1	+4.2	12.1	-0.3	11.8	-2.0
Kazakhstan	19.6	+46.3	17.7	-9.9	12.6	-28.6	11.4	-9.4
Slovakia	2.0	+4.0	5.5	+169.1	5.9	+8.1	9.3	+56.2
Malaysia	2.7	+205.1	6.7	+147.0	1.7	-75.0	9.1	+445.6
Algeria	12.1	+595.2	9.6	-20.6	9.4	-1.6	8.9	-5.4
Vietnam	8.2	-30.3	4.1	-49.6	9.5	+130.4	8.0	-15.4
Korea-Rep	3.7	-41.3	6.2	+66.5	4.7	-24.9	7.9	+69.8
Spain	7.9	-23.7	3.8	-51.9	4.6	+21.9	7.5	+61.1
Bulgaria	6.1	+78.1	7.0	+14.3	7.6	+9.1	7.3	-4.1
UK	8.3	+9.5	10.1	+22.0	7.9	-21.7	7.1	-9.9
Australia	0.7	+48.3	5.2	+674.1	5.6	+6.0	7.1	+27.4
Morocco	2.3	+1 503.4	2.2	-7.3	4.0	+84.9	6.8	+69.1
Ukraine	2.7	+84.7	6.9	+157.7	11.2	+61.8	6.7	-39.8
ROW + SD*	81.5	-8.3	70.5	-13.4	77.3	+9.6	112.7	+45.8
Total	563.7	+1.9	527.2	-6.5	616.1	+16.9	798.6	+29.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Poland	222.4	+36.8	198.1	+26.4	210.7	+30.8
Italy	152.3	+43.8	162.4	+42.8	158.3	+43.3
Germany	97.5	+47.4	74.1	+33.2	84.0	+39.3
Latvia	60.6	+16.7	62.2	+12.9	61.3	+14.0
Netherlands	42.5	+82.1	15.4	+43.7	28.7	+70.7
Saudi-Ar	17.1	+433.1	.	.	17.1	+55.5
USA	16.3	-35.4	15.8	-48.7	16.7	-41.3
Estonia	11.1	+5.3	12.6	-8.8	11.8	-2.0
Kazakhstan	11.5	-10.5	11.4	-0.2	11.4	-9.4
Slovakia	8.5	+52.7	10.0	+59.7	9.3	+56.2
Malaysia	4.7	+786.1	13.2	+423.9	9.1	+445.6
Algeria	8.9	-5.4	.	.	8.9	-5.4
Vietnam	8.0	+10.3	.	.	8.0	-15.4
Korea-Rep	8.7	+99.8	7.3	+48.7	7.9	+69.8
Spain	8.6	+58.5	6.2	+57.4	7.5	+61.1
Bulgaria	6.2	-3.1	8.5	+0.6	7.3	-4.1
UK	6.2	-7.8	7.9	-11.5	7.1	-9.9
Australia	7.0	+34.8	6.8	+18.7	7.1	+27.4
Morocco	8.4	+24.0	4.9	+427.2	6.8	+69.1
Ukraine	6.7	-42.3	6.7	-37.3	6.7	-39.8
Rest of the world*	85.2	+0.3	79.3	+5.3	112.7	+45.8
Total**	798.6	+29.6	702.9	+24.8	798.6	+29.6

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Poland	169.7	+29.1	137.8	-18.8	145.7	+5.8	145.4	-0.2
Italy	116.2	+2.2	96.5	-17.0	108.2	+12.1	124.5	+15.1
Germany	33.8	+12.7	34.3	+1.2	49.7	+45.1	53.2	+7.0
Latvia	62.7	+6.5	57.5	-8.2	54.3	-5.5	54.8	+0.9
Netherlands	24.7	-22.4	6.9	-71.9	17.9	+158.9	22.1	+23.3
Saudi-Ar	5.9	+388.6	26.2	+342.2	13.1	-50.0	10.5	-20.0
USA	26.1	+73.2	25.9	-0.6	30.6	+18.0	13.9	-54.5
Estonia	9.1	+8.7	9.9	+8.8	9.3	-6.8	8.7	-5.9
Kazakhstan	26.0	+41.8	20.7	-20.1	15.1	-27.3	10.8	-28.7
Slovakia	2.3	+57.9	5.4	+133.7	5.2	-4.8	5.9	+15.2
Malaysia	3.5	+184.5	8.1	+131.5	1.8	-77.9	7.3	+306.9
Algeria	14.8	+436.8	11.1	-24.5	9.0	-18.8	6.7	-26.4
Vietnam	11.4	-45.1	4.8	-57.7	10.4	+114.6	6.2	-39.7
Korea-Rep	3.9	-39.6	5.9	+51.3	4.1	-29.2	5.8	+40.5
Spain	8.9	-32.3	4.2	-52.7	4.7	+12.2	6.8	+43.3
Bulgaria	7.8	+86.1	8.0	+2.2	7.8	-2.9	6.2	-20.8
UK	6.6	+0.6	8.4	+27.4	5.7	-32.4	4.6	-19.1
Australia	0.6	+45.8	5.3	+771.5	5.3	+0.4	5.9	+12.0
Morocco	3.5	+1 359.0	2.8	-21.7	4.3	+54.2	5.5	+30.0
Ukraine	2.6	+82.3	7.4	+188.0	10.3	+38.3	5.2	-49.2
ROW + SD*	88.0	+0.9	73.9	-16.1	67.9	-8.2	79.6	+17.3
Total	628.2	+13.2	561.1	-10.7	580.3	+3.4	589.7	+1.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Poland	88.6	-19.7	91.2	+3.0	110.6	+21.2	144.9	+31.1
Italy	93.0	-2.7	91.8	-1.3	102.1	+11.2	127.2	+24.5
Germany	106.5	-20.3	105.6	-0.8	121.4	+15.0	158.0	+30.2
Latvia	88.1	-4.0	92.7	+5.2	98.9	+6.7	111.8	+13.0
Netherlands	78.6	-26.8	85.0	+8.1	94.0	+10.6	130.1	+38.4
Saudi-Ar	75.9	+9.5	101.8	+34.0	84.0	-17.4	163.2	+94.2
USA	78.7	+10.0	89.8	+14.0	93.1	+3.7	120.0	+28.9
Estonia	127.2	-2.4	121.8	-4.3	130.3	+7.0	135.7	+4.1
Kazakhstan	75.5	+3.2	85.2	+12.8	83.6	-1.8	106.2	+27.0
Slovakia	87.8	-34.2	101.2	+15.2	114.9	+13.6	155.9	+35.6
Malaysia	77.0	+7.3	82.2	+6.7	92.9	+13.1	124.6	+34.1
Algeria	81.9	+29.5	86.1	+5.2	104.4	+21.2	134.2	+28.6
Vietnam	71.8	+26.9	85.6	+19.2	91.9	+7.3	128.8	+40.2
Korea-Rep	96.6	-2.9	106.3	+10.0	112.7	+6.0	136.3	+20.9
Spain	88.9	+12.7	90.4	+1.6	98.2	+8.7	110.4	+12.4
Bulgaria	78.1	-4.3	87.3	+11.8	98.1	+12.3	118.8	+21.1
UK	125.8	+8.9	120.4	-4.3	139.5	+15.9	155.4	+11.4
Australia	111.9	+1.7	99.4	-11.2	104.9	+5.5	119.3	+13.8
Morocco	66.0	+9.9	78.2	+18.4	93.7	+19.9	121.9	+30.0
Ukraine	103.8	+1.3	92.9	-10.5	108.7	+17.0	128.7	+18.4
ROW + SD*	92.6	-9.1	95.5	+3.1	113.9	+19.3	141.6	+24.3
Total	89.7	-10.0	94.0	+4.7	106.2	+13.0	135.4	+27.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Netherlands**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

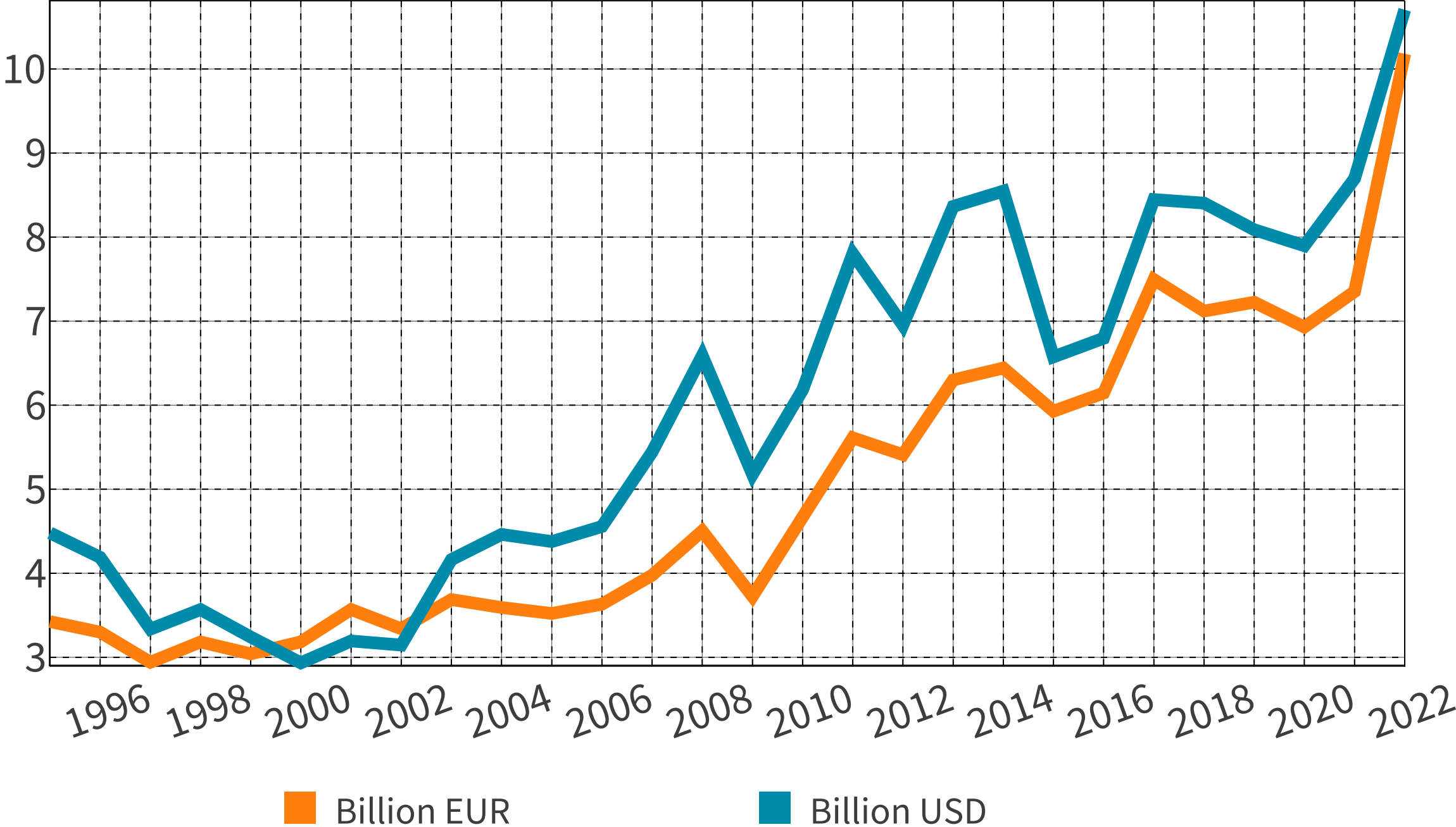
EXPORT 
PLANNING

**Exports
(2022)****10.2** billion EUR**10.7** billion USD**Average prices of
exports (2022)****3.78** EUR/kg**3.97** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+10.6%**CAGR in 2009-2022: **+3.5%**CAGR in 2023-2026: **+8.7%**

Dynamics of Foreign Sales

Exports in Value

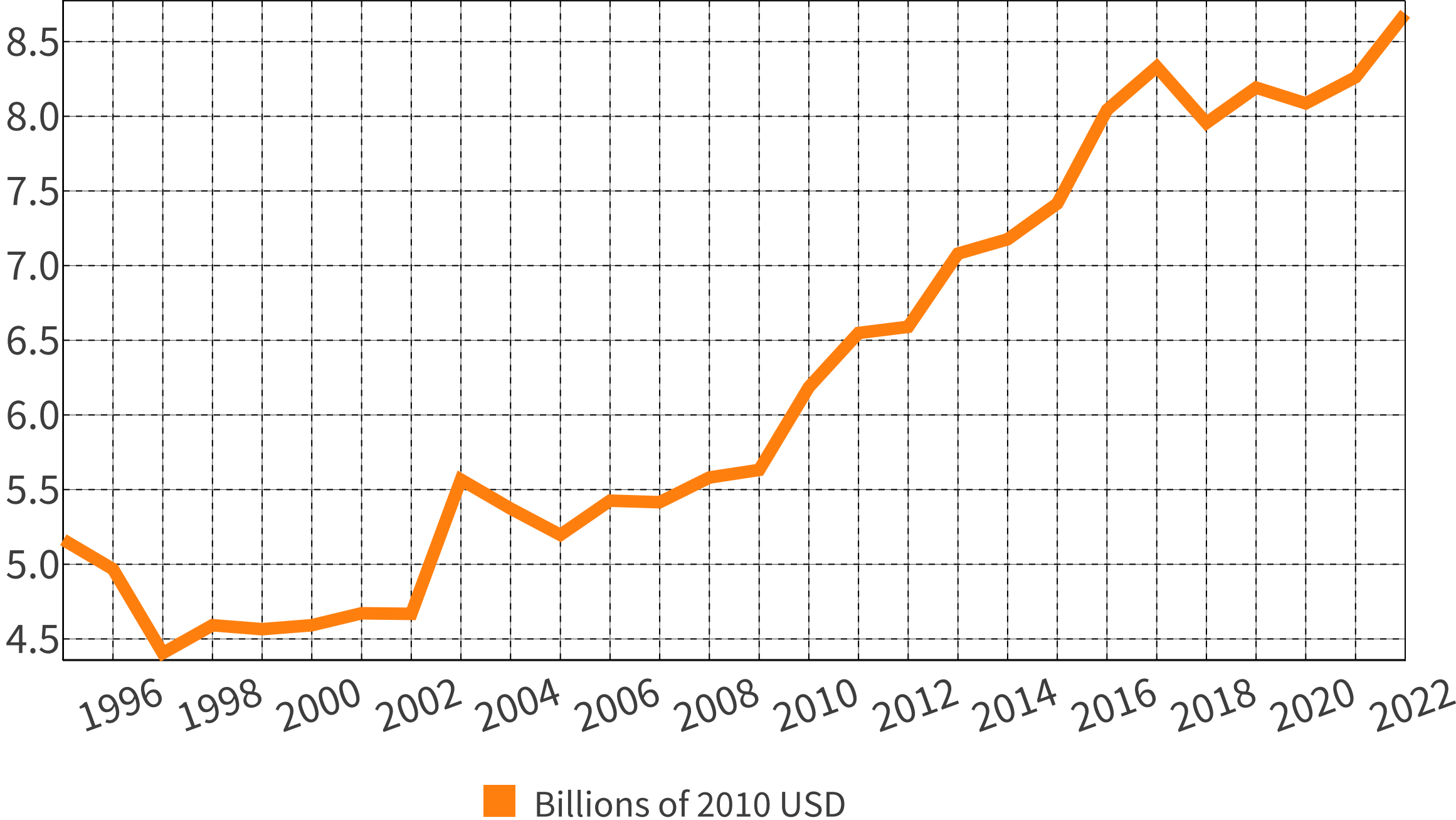
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

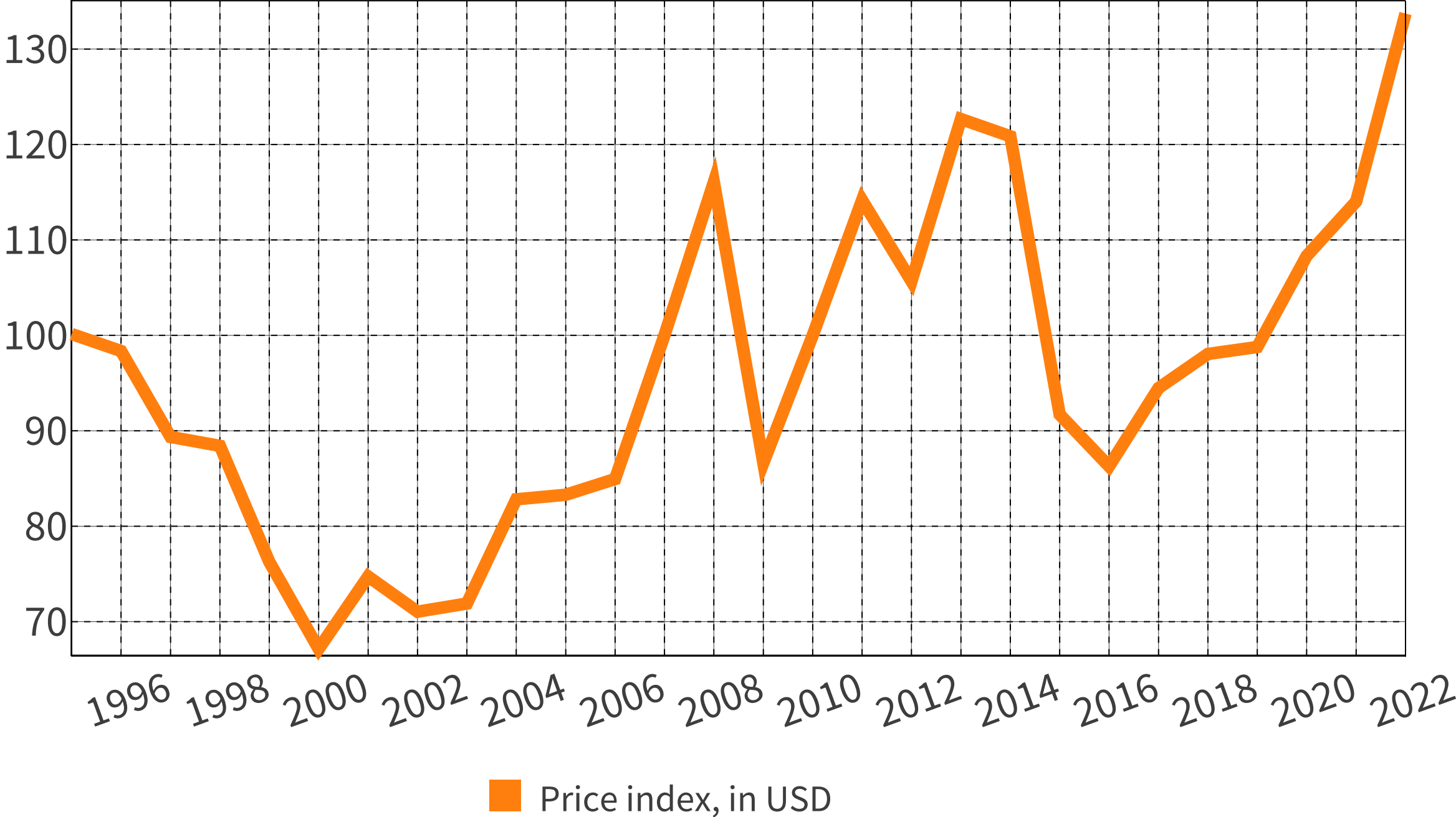
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

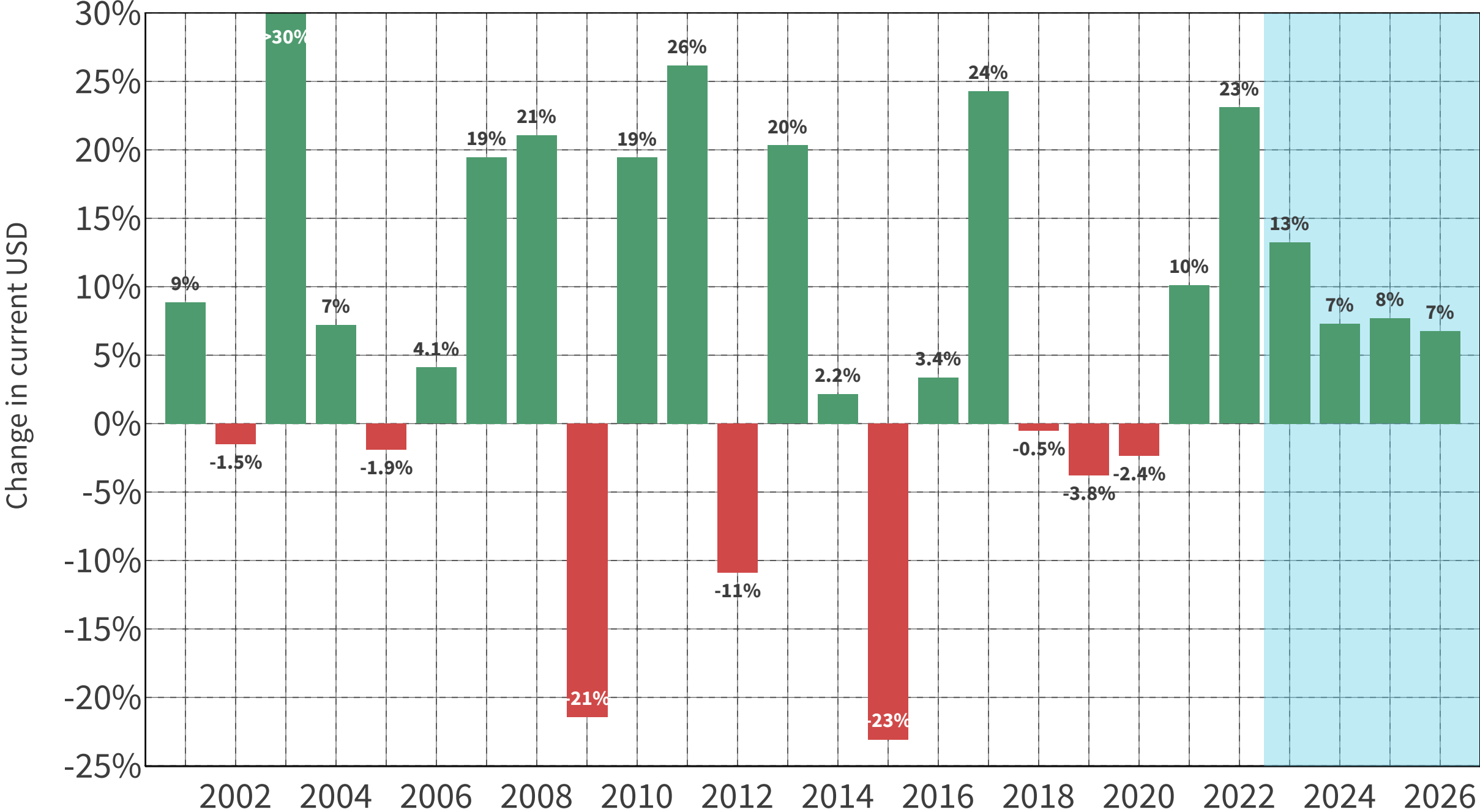
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	4 462	7.2	5 373	-3.48	83.0	11.1
2005	4 377	-1.9	5 197	-3.28	84.2	1.4
2006	4 556	4.1	5 426	4.41	84.0	-0.3
2007	5 443	19.5	5 416	-0.19	100.5	19.7
2008	6 590	21.1	5 581	3.05	118.1	17.5
2009	5 178	-21.4	5 632	0.91	91.9	-22.1
2010	6 184	19.4	6 186	9.84	100.0	8.7
2011	7 802	26.2	6 549	5.87	119.1	19.2
2012	6 952	-10.9	6 590	0.63	105.5	-11.5
2013	8 365	20.3	7 080	7.43	118.1	12.0
2014	8 547	2.2	7 176	1.36	119.1	0.8
2015	6 575	-23.1	7 416	3.33	88.7	-25.6
2016	6 796	3.4	8 042	8.45	84.5	-4.7
2017	8 447	24.3	8 331	3.59	101.4	20.0
2018	8 404	-0.5	7 956	-4.50	105.6	4.2
2019	8 088	-3.8	8 192	2.97	98.7	-6.5
2020	7 897	-2.4	8 087	-1.29	97.7	-1.1
2021	8 696	10.1	8 261	2.16	105.3	7.8
2022	10 705	23.1	8 687	5.15	123.2	17.1

Source: www.exportplanning.com

Foreign Sales Prospect

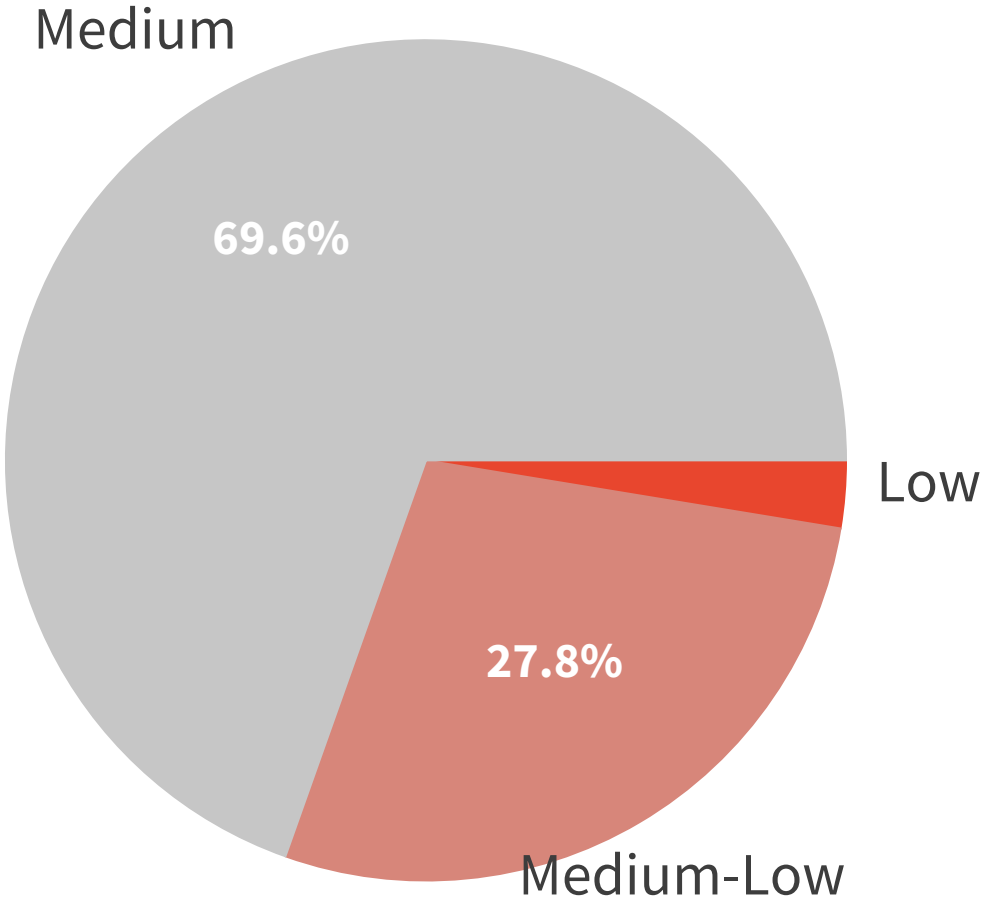
Exports Forecast

Source: www.exportplanning.com

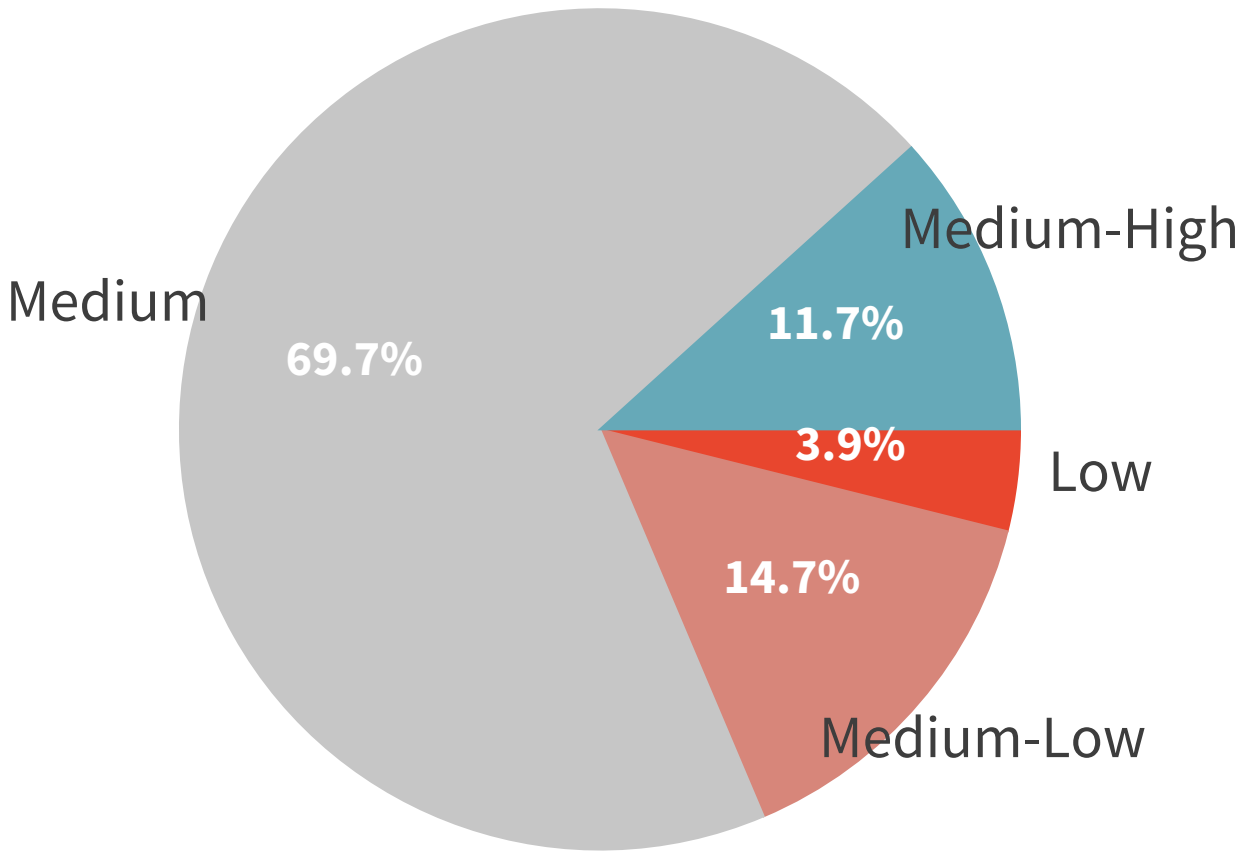


Distribution of Exports by Price Range

Year 2012



Year 2022



Source: www.exportplanning.com



Main Sales Markets

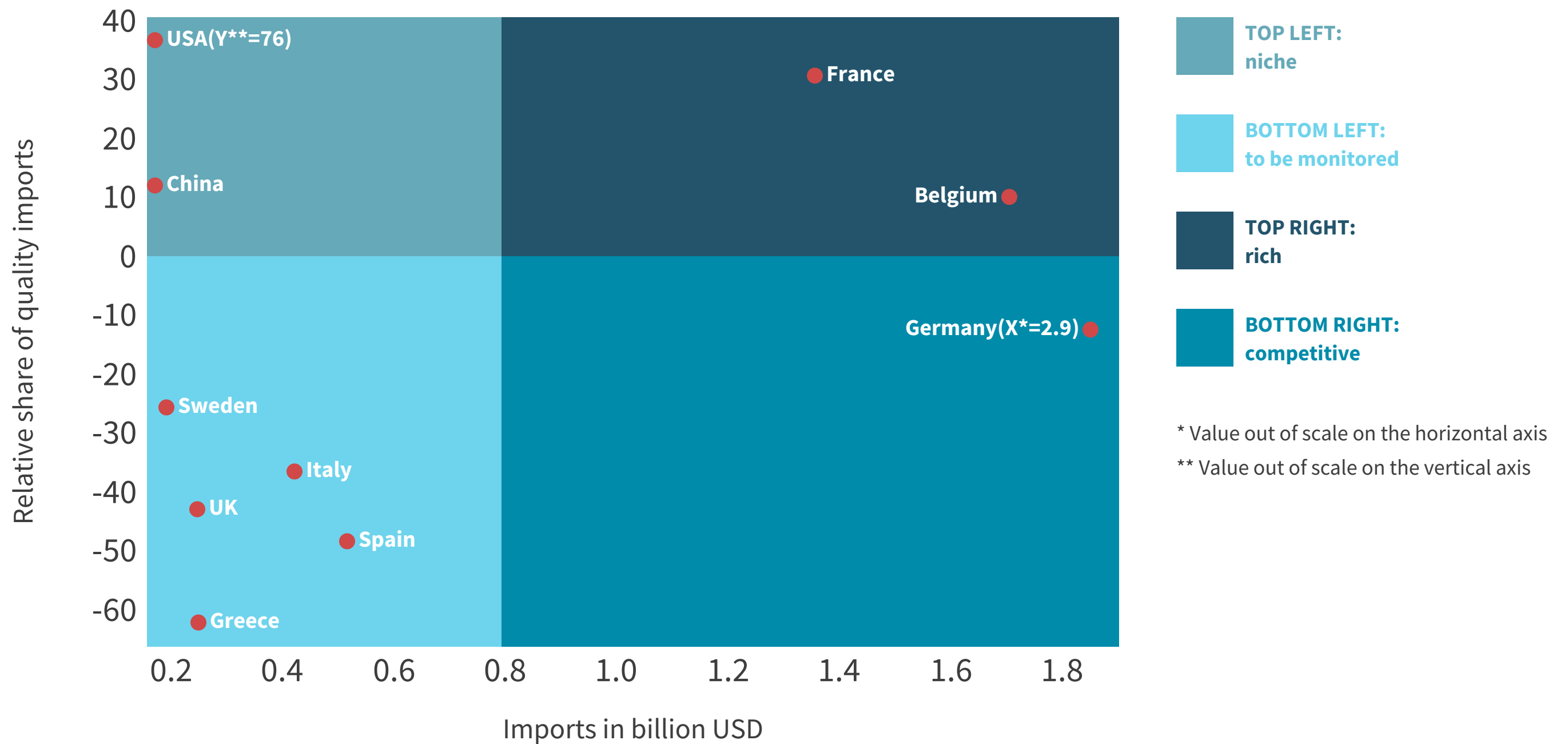
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	840	31.1	1 843	27.3	2 897	30.7	3 936	30.5
Belgium	462	27.7	938	29.6	1 707	37.4	2 341	38.0
France	265	15.5	587	18.4	1 359	24.7	1 891	25.2
Spain	104	12.5	268	10.5	518	19.5	837	21.6
Italy	100	4.4	212	4.5	424	8.7	651	10.6
Greece	127	30.2	284	26.5	251	22.1	276	21.7
UK	78	5.1	274	7.1	249	6.2	365	6.6
Sweden	26	15.5	96	12.5	194	17.5	272	17.3
China	3	1.8	4	0.7	172	2.2	299	3.2
USA	41	5.0	79	5.4	171	6.8	223	6.6
Poland	3	3.7	15	4.5	167	10.9	247	11.6
Japan	27	4.0	51	3.7	165	9.2	202	8.7
Saudi-Ar	129	20.7	273	17.5	137	7.1	188	8.4
Denmark	16	8.0	65	10.1	132	14.4	160	12.8
Kuwait	13	9.0	57	10.3	107	23.0	106	22.1
UAE	62	25.1	131	16.1	100	6.7	153	8.2
Austria	19	7.4	35	4.4	97	8.7	156	10.0
Korea-Rep	1	1.5	9	2.8	81	6.1	120	7.2
Algeria	27	6.1	70	5.7	80	4.0	161	5.9
Morocco	12	17.3	30	11.2	78	22.8	124	28.4
ROW + SD*	576	.	1 269	.	1 620	.	2 242	.
Total	2 934	12.3	6 590	10.9	10 705	11.3	14 951	12.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

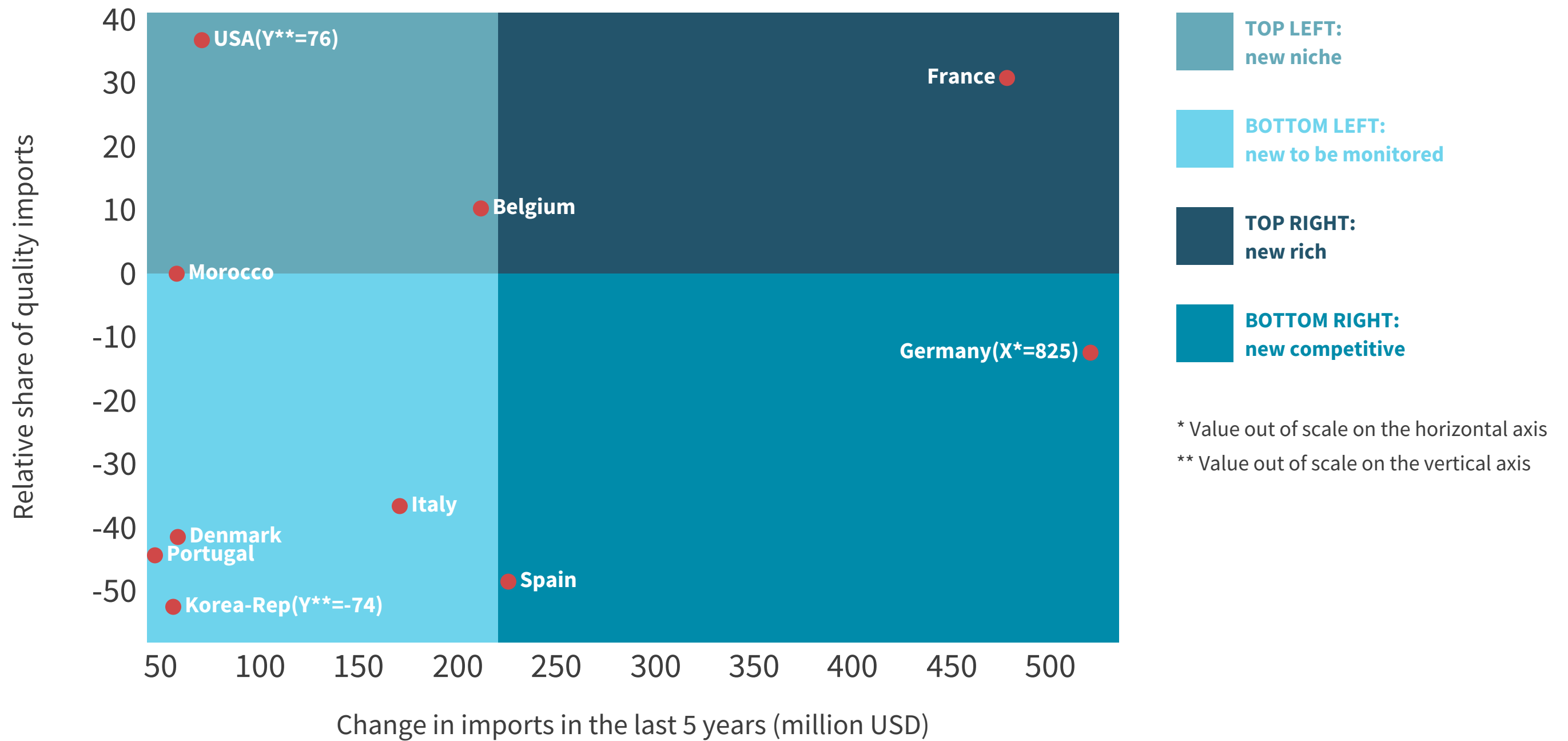
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	2 252	+6.9	2 243	-0.4	2 465	+9.9	2 981	+20.9
Belgium	1 305	-7.9	1 199	-8.1	1 388	+15.8	1 723	+24.1
France	876	-13.6	858	-2.0	985	+14.8	1 233	+25.2
Spain	307	+0.9	300	-2.5	383	+28.0	456	+19.0
Italy	281	-0.6	262	-6.9	276	+5.3	387	+40.4
Greece	179	-7.3	146	-18.6	164	+12.6	211	+28.8
UK	258	-19.1	246	-4.9	201	-18.1	239	+19.0
Sweden	156	-7.4	152	-3.0	157	+3.6	181	+15.1
China	144	-4.0	157	+9.6	177	+12.5	178	+0.6
USA	109	+11.4	141	+29.5	195	+38.3	197	+1.0
Poland	117	-16.1	103	-11.7	127	+23.4	161	+26.5
Japan	138	+6.5	137	-0.4	125	-9.3	194	+55.9
Saudi-Ar	128	+23.0	141	+9.5	118	-16.0	137	+15.9
Denmark	70	-1.0	84	+20.2	89	+6.1	130	+46.0
Kuwait	90	+6.5	89	-1.1	43	-52.3	107	+151.2
UAE	86	-28.7	84	-1.8	119	+41.6	100	-16.2
Austria	55	-13.2	65	+18.1	78	+19.6	96	+23.7
Korea-Rep	35	-7.7	53	+49.6	79	+49.9	103	+31.2
Algeria	63	-18.2	49	-23.2	25	-48.6	80	+219.0
Morocco	37	+23.2	54	+45.6	75	+37.8	80	+7.8
Rest of the world	1 467	-15.7	1 439	-1.9	1 598	+11.1	1 736	+8.6
Total	8 154	-5.7	8 001	-1.9	8 868	+10.8	10 712	+20.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	2 326	+18.8	2 199	-5.4	2 450	+11.4	2 807	+14.6
Belgium	1 513	-11.3	1 276	-15.7	1 406	+10.2	1 692	+20.4
France	993	+5.1	905	-8.8	1 075	+18.8	1 467	+36.5
Spain	321	+10.1	339	+5.7	408	+20.3	582	+42.7
Italy	276	-4.3	276	=	344	+24.6	457	+32.8
Greece	197	-9.8	188	-4.4	217	+15.4	298	+37.4
UK	286	-20.7	289	+1.1	172	-40.4	258	+49.8
Sweden	163	-4.2	158	-2.8	163	+3.2	210	+28.7
China	100	-11.2	121	+20.6	177	+46.6	162	-8.8
USA	108	+8.8	120	+11.0	128	+7.4	143	+11.8
Poland	128	+2.0	80	-37.8	141	+76.4	172	+22.4
Japan	142	+7.6	130	-8.3	135	+3.6	130	-3.5
Saudi-Ar	142	+18.3	153	+7.9	143	-6.7	.	.
Denmark	84	+2.7	76	-9.6	87	+14.8	133	+53.3
Kuwait	88	-7.6	99	+12.4	53	-46.1	.	.
UAE	155	-1.2	173	+12.3	182	+5.2	.	.
Austria	67	-3.5	81	+20.7	79	-2.8	98	+23.8
Korea-Rep	20	+8.4	27	+33.8	55	+103.1	61	+10.9
Algeria	.	.	.	.	.	.	.	.
Morocco	31	+8.4	50	+62.5	64	+26.4	76	+19.0
Rest of the world	1 578	+4.8	1 418	-10.1	1 355	-4.4	1 231	-9.2
Total	8 716	+2.8	8 159	-6.4	8 835	+8.3	9 978	+12.9
Total of 2022 sample	8 076	+2.6	7 513	-7.0	8 262	+10.0	9 978	+20.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	2 288	+12.6	2 222	-2.9	2 459	+10.7	2 897	+17.8
Belgium	1 399	-10.0	1 231	-12.0	1 389	+12.8	1 707	+22.8
France	941	-3.9	886	-5.8	1 036	+17.0	1 359	+31.1
Spain	316	+5.4	320	+1.5	398	+24.2	518	+30.2
Italy	279	-2.5	270	-3.2	312	+15.6	424	+36.0
Greece	187	-8.5	165	-12.0	189	+14.3	251	+33.0
UK	273	-19.9	268	-1.9	189	-29.3	249	+31.4
Sweden	159	-6.5	155	-2.7	160	+3.2	194	+21.7
China	123	-7.4	141	+14.6	178	+25.8	172	-3.3
USA	109	+10.0	130	+19.2	162	+24.6	171	+5.7
Poland	122	-9.1	94	-23.3	134	+42.5	167	+24.9
Japan	141	+6.5	137	-3.3	131	-3.9	165	+25.6
Saudi-Ar	153	+11.8	165	+7.7	140	-15.0	137	-2.5
Denmark	78	+2.4	80	+3.2	87	+8.8	132	+51.7
Kuwait	90	+1.5	93	+3.4	47	-50.2	107	+130.3
UAE	116	-16.6	121	+4.2	147	+21.6	100	-32.0
Austria	61	-8.3	73	+19.7	78	+7.1	97	+24.8
Korea-Rep	27	-1.7	40	+45.5	66	+67.2	81	+22.2
Algeria	63	-18.2	49	-23.2	25	-48.6	80	+219.0
Morocco	35	+17.2	52	+51.5	70	+33.5	78	+12.1
ROW + SD*	1 128	-19.4	1 207	+7.0	1 300	+7.7	1 620	+24.6
Total	8 088	-3.8	7 897	-2.4	8 696	+10.1	10 705	+23.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	2 981	+20.9	2 807	+14.6	2 897	+17.8
Belgium	1 723	+24.1	1 692	+20.4	1 707	+22.8
France	1 233	+25.2	1 467	+36.5	1 359	+31.1
Spain	456	+19.0	582	+42.7	518	+30.2
Italy	387	+40.4	457	+32.8	424	+36.0
Greece	211	+28.8	298	+37.4	251	+33.0
UK	239	+19.0	258	+49.8	249	+31.4
Sweden	181	+15.1	210	+28.7	194	+21.7
China	178	+0.6	162	-8.8	172	-3.3
USA	197	+1.0	143	+11.8	171	+5.7
Poland	161	+26.5	172	+22.4	167	+24.9
Japan	194	+55.9	130	-3.5	165	+25.6
Saudi-Ar	137	+15.9	.	.	137	-2.5
Denmark	130	+46.0	133	+53.3	132	+51.7
Kuwait	107	+151.2	.	.	107	+130.3
UAE	100	-16.2	.	.	100	-32.0
Austria	96	+23.7	98	+23.8	97	+24.8
Korea-Rep	103	+31.2	61	+10.9	81	+22.2
Algeria	80	+219.0	.	.	80	+219.0
Morocco	80	+7.8	76	+19.0	78	+12.1
Rest of the world*	1 736	+8.6	1 231	-9.2	1 620	+24.6
Total**	10 712	+20.8	9 978	+20.8	10 705	+23.1

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	2 346	+18.9	2 388	+1.8	2 439	+2.1	2 491	+2.2
Belgium	1 391	-5.4	1 182	-15.0	1 221	+3.3	1 375	+12.5
France	925	+7.1	921	-0.4	986	+7.1	977	-0.9
Spain	385	+7.8	374	-2.9	424	+13.3	453	+6.9
Italy	308	+9.1	307	-0.4	306	-0.4	337	+10.3
Greece	253	-8.8	216	-14.6	237	+9.9	242	+2.2
UK	276	-13.8	268	-2.7	178	-33.6	202	+13.3
Sweden	172	+0.1	160	-7.1	154	-3.6	161	+4.2
China	81	-0.6	86	+6.1	111	+28.4	99	-11.0
USA	85	+8.6	98	+15.7	112	+14.2	111	-1.3
Poland	136	+5.2	104	-23.3	125	+20.2	138	+10.0
Japan	192	+12.1	190	-1.0	175	-8.1	176	+0.7
Saudi-Ar	152	+7.2	138	-9.2	101	-27.0	98	-2.9
Denmark	92	+5.5	97	+4.8	99	+1.8	124	+25.9
Kuwait	66	+8.8	66	-1.1	31	-52.6	57	+84.3
UAE	112	-9.9	111	-0.1	124	+11.0	78	-36.8
Austria	70	+0.7	76	+8.5	78	+3.5	86	+10.3
Korea-Rep	29	+0.3	43	+47.8	68	+59.1	69	+1.3
Algeria	74	-14.0	54	-26.7	27	-49.5	62	+126.8
Morocco	37	+19.4	55	+48.0	66	+19.7	69	+4.6
ROW + SD*	1 010	-12.2	1 152	+14.0	1 200	+4.2	1 282	+6.8
Total	8 192	+3.0	8 087	-1.3	8 261	+2.2	8 687	+5.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	97.5	-5.2	93.0	-4.6	100.8	+8.4	116.3	+15.3
Belgium	100.6	-4.9	104.1	+3.6	113.8	+9.2	124.2	+9.2
France	101.7	-10.3	96.2	-5.4	105.2	+9.3	139.1	+32.2
Spain	82.0	-2.2	85.7	+4.6	93.9	+9.6	114.4	+21.8
Italy	90.4	-10.6	87.9	-2.8	101.9	+16.0	125.6	+23.3
Greece	74.1	+0.4	76.4	+3.1	79.6	+4.1	103.5	+30.1
UK	99.0	-7.1	99.8	+0.8	106.3	+6.5	123.3	+16.0
Sweden	92.2	-6.6	96.6	+4.8	103.5	+7.1	120.8	+16.8
China	151.7	-6.8	163.8	+8.0	160.5	-2.0	174.4	+8.7
USA	128.1	+1.3	132.0	+3.0	143.9	+9.1	154.1	+7.1
Poland	90.0	-13.6	90.0	-0.1	106.6	+18.5	121.0	+13.6
Japan	73.4	-4.9	71.7	-2.3	75.0	+4.6	93.6	+24.8
Saudi-Ar	100.7	+4.2	119.5	+18.6	139.1	+16.5	139.7	+0.4
Denmark	83.9	-2.9	82.6	-1.5	88.2	+6.8	106.3	+20.5
Kuwait	136.1	-6.7	142.4	+4.6	149.7	+5.1	187.1	+24.9
UAE	103.8	-7.4	108.3	+4.3	118.6	+9.6	127.6	+7.5
Austria	87.2	-9.0	96.2	+10.4	99.5	+3.5	112.7	+13.2
Korea-Rep	94.1	-1.9	92.6	-1.5	97.3	+5.1	117.4	+20.6
Algeria	85.8	-4.9	90.0	+4.9	91.6	+1.8	128.8	+40.6
Morocco	93.0	-1.8	95.2	+2.3	106.2	+11.6	113.8	+7.2
ROW + SD*	111.7	-8.2	104.8	-6.2	108.4	+3.4	126.4	+16.6
Total	98.7	-6.5	97.7	-1.1	105.3	+7.8	123.2	+17.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **New Zealand**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

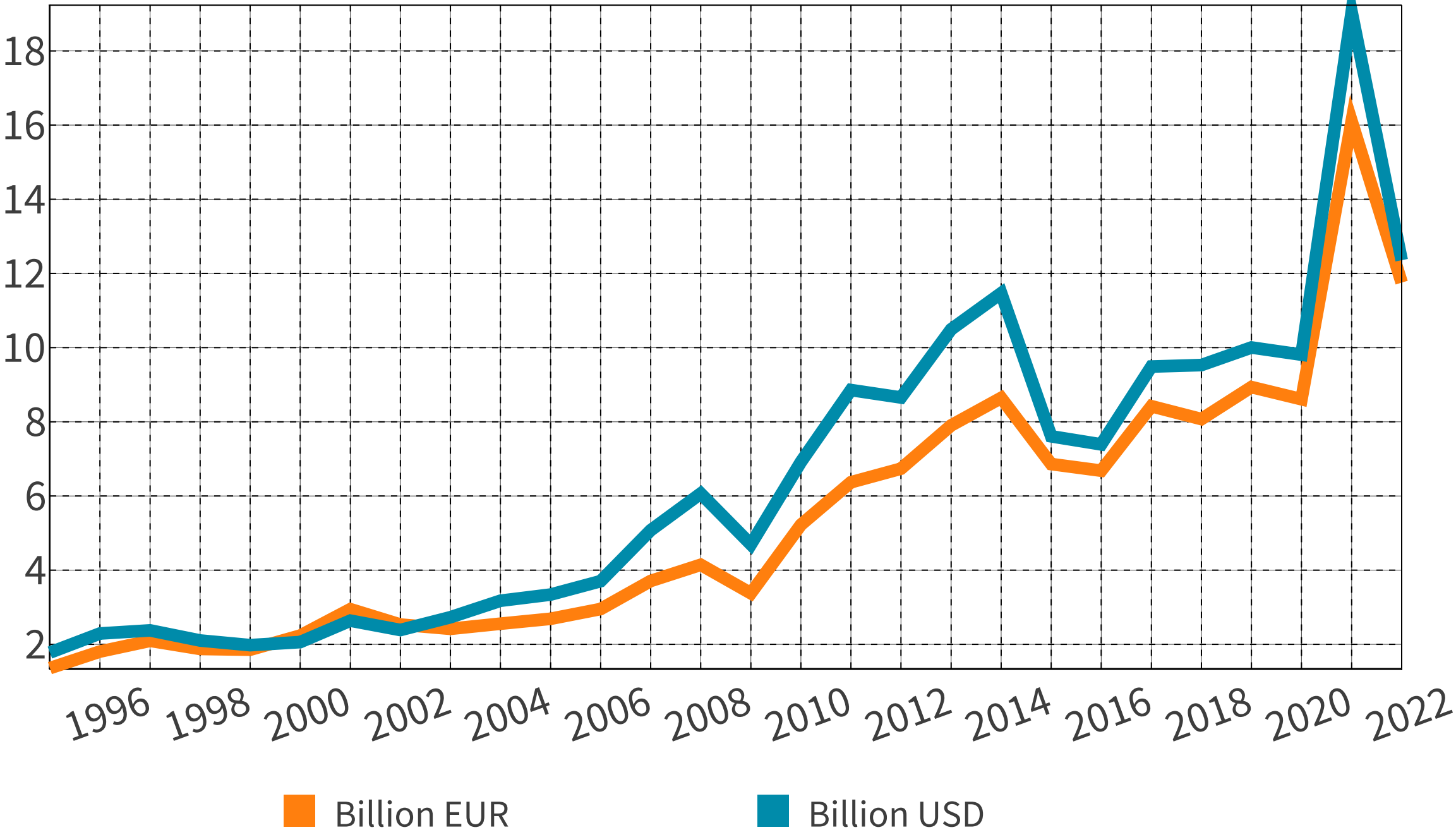
EXPORT 
PLANNING

**Exports
(2022)****11.8** billion EUR**12.4** billion USD**Average prices of
exports (2022)****3.98** EUR/kg**4.18** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+14.4%**CAGR in 2009-2022: **+5.2%**CAGR in 2023-2026: **+6.0%**

Dynamics of Foreign Sales

Exports in Value

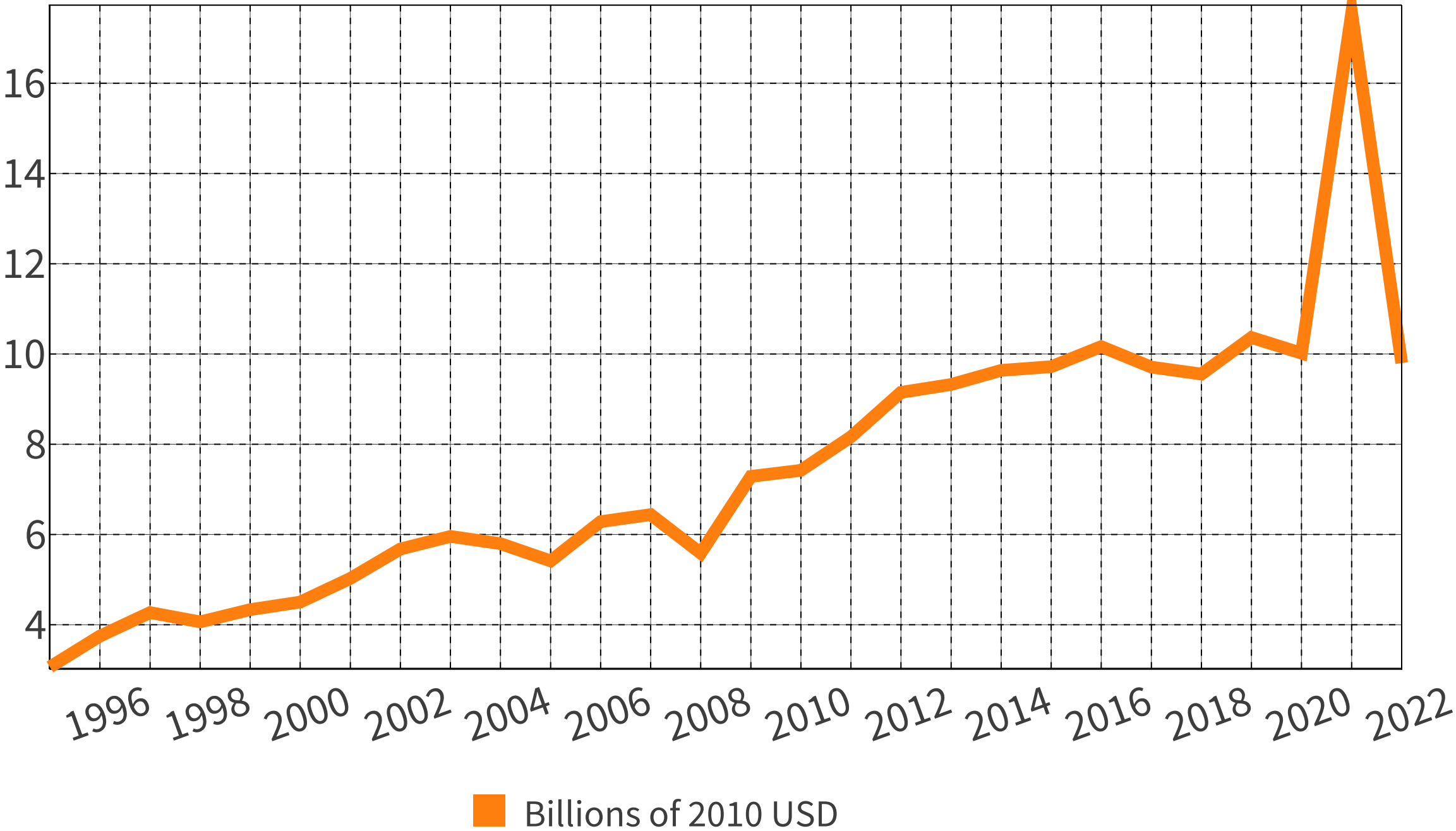
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

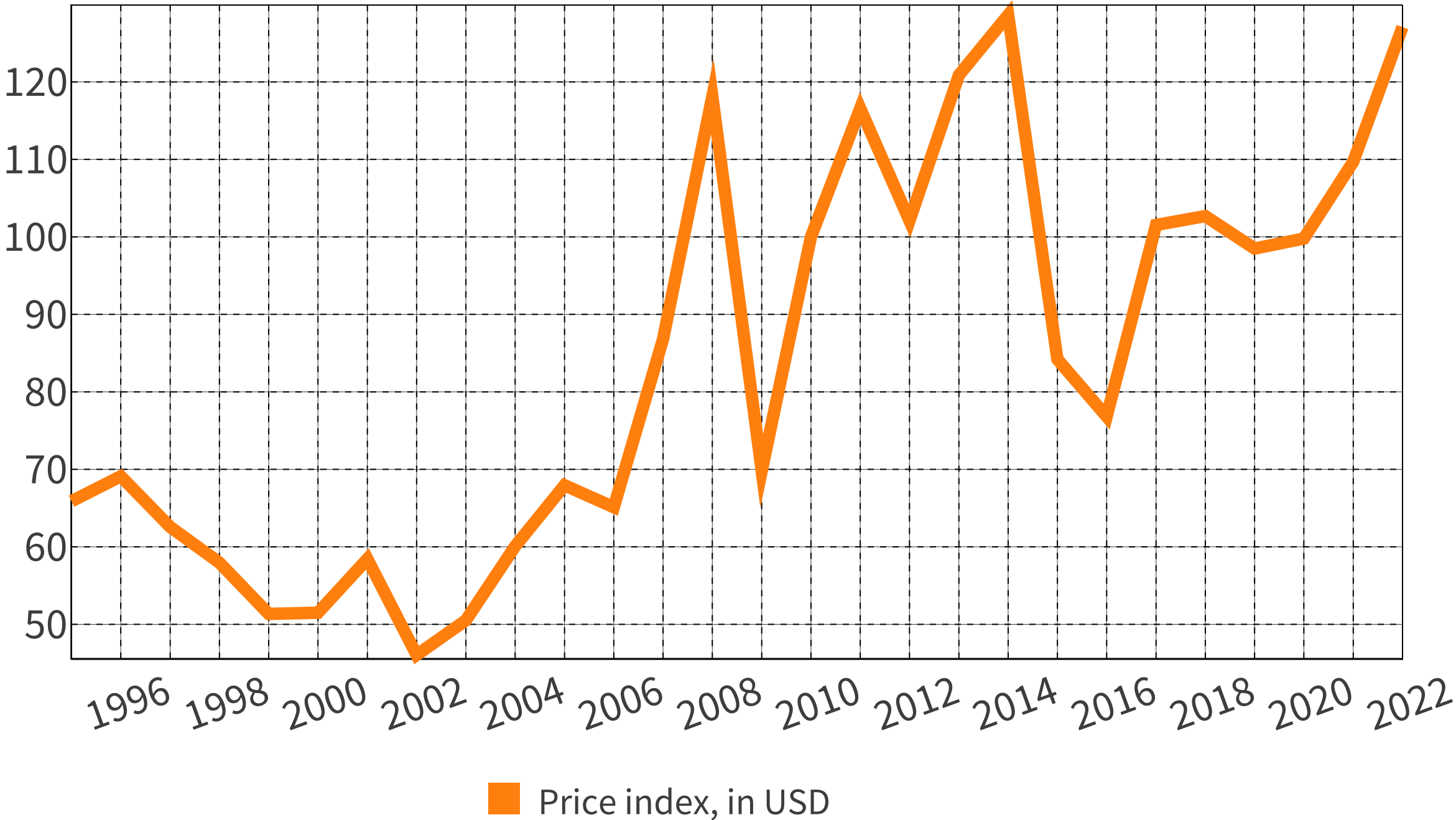
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

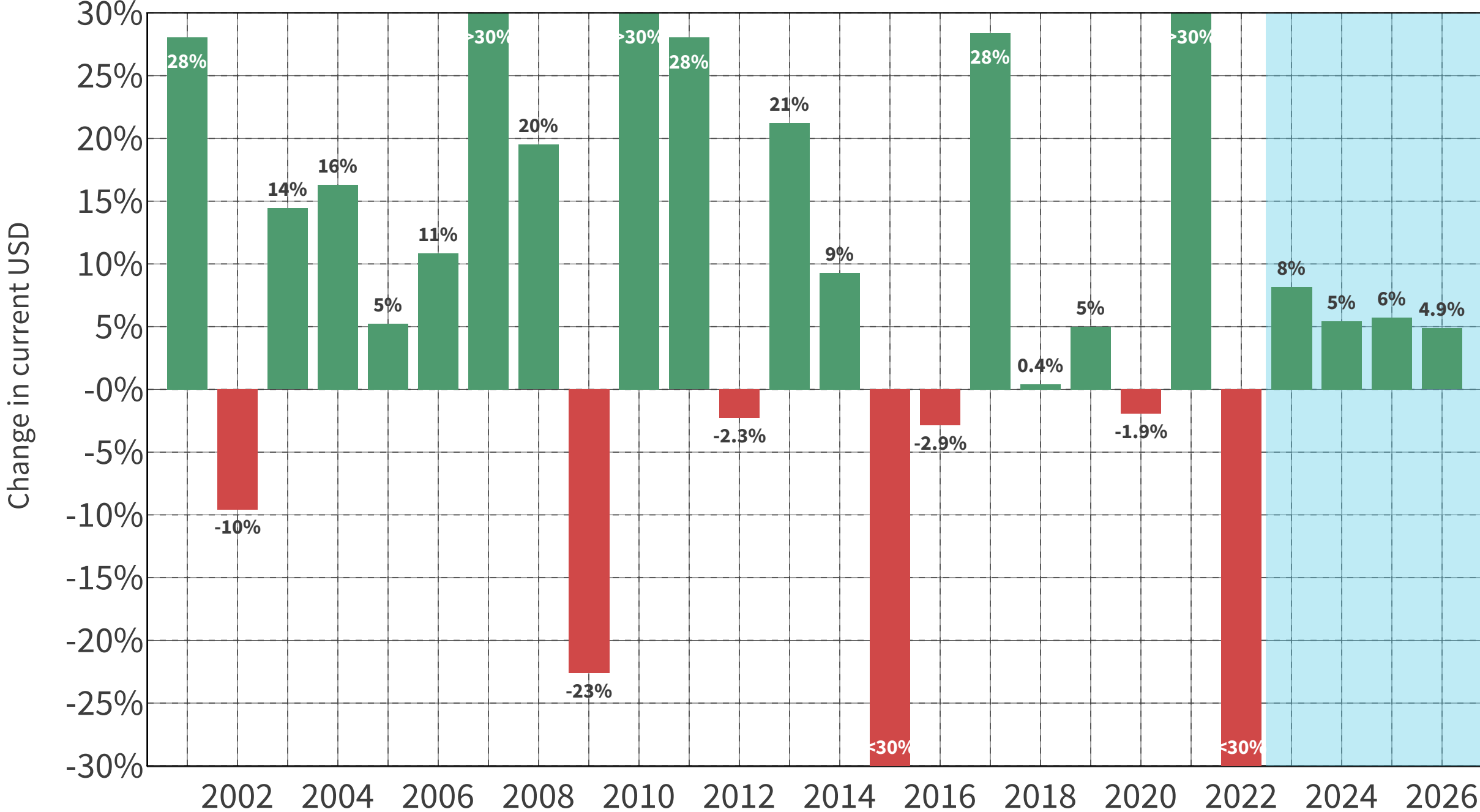
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	3 176	16.3	5 798	-2.7	54.8	19.5
2005	3 342	5.2	5 414	-6.6	61.7	12.7
2006	3 704	10.8	6 285	16.1	58.9	-4.5
2007	5 076	37.0	6 441	2.5	78.8	33.7
2008	6 066	19.5	5 587	-13.3	108.6	37.8
2009	4 695	-22.6	7 288	30.4	64.4	-40.7
2010	6 917	47.4	7 422	1.8	93.2	44.7
2011	8 856	28.0	8 164	10.0	108.5	16.4
2012	8 655	-2.3	9 149	12.1	94.6	-12.8
2013	10 493	21.2	9 325	1.9	112.5	18.9
2014	11 468	9.3	9 637	3.3	119.0	5.7
2015	7 609	-33.6	9 719	0.8	78.3	-34.2
2016	7 391	-2.9	10 164	4.6	72.7	-7.1
2017	9 490	28.4	9 709	-4.5	97.7	34.4
2018	9 530	0.4	9 555	-1.6	99.7	2.0
2019	10 004	5.0	10 365	8.5	96.5	-3.2
2020	9 810	-1.9	10 018	-3.4	97.9	1.5
2021	19 043	94.1	17 554	75.2	108.5	10.8
2022	12 357	-35.1	9 798	-44.2	126.1	16.3

Source: www.exportplanning.com

Foreign Sales Prospect

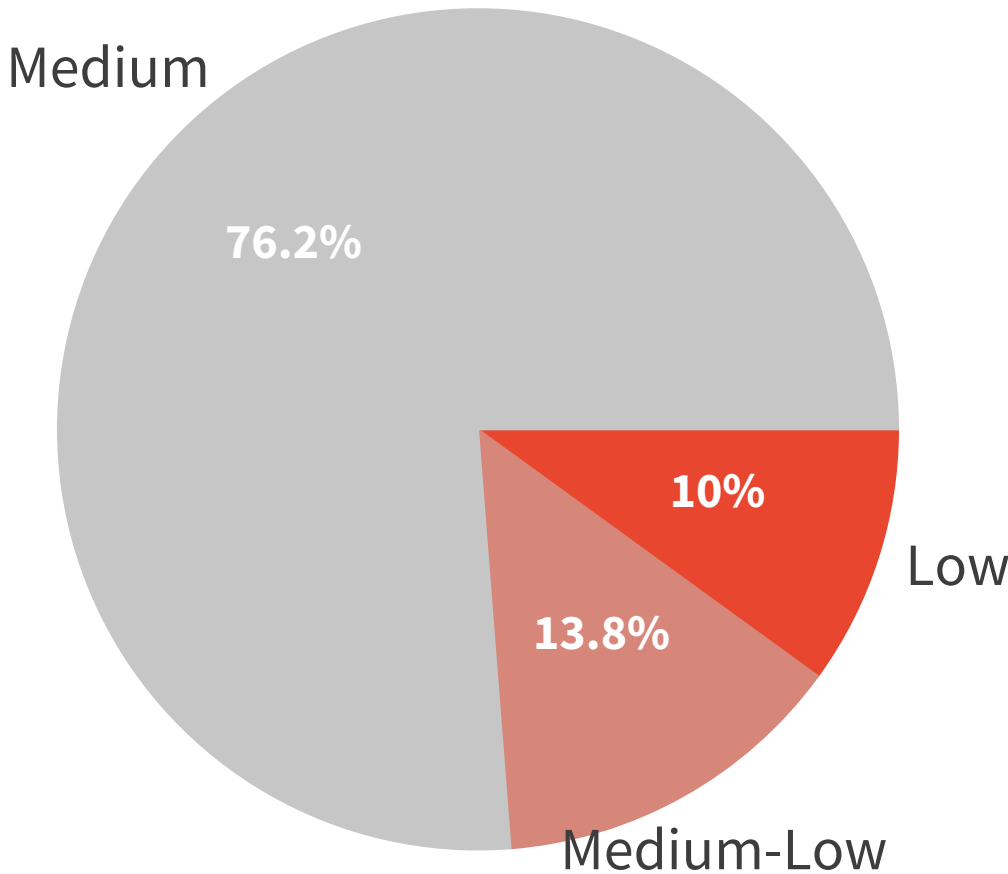
Exports Forecast

Source: www.exportplanning.com

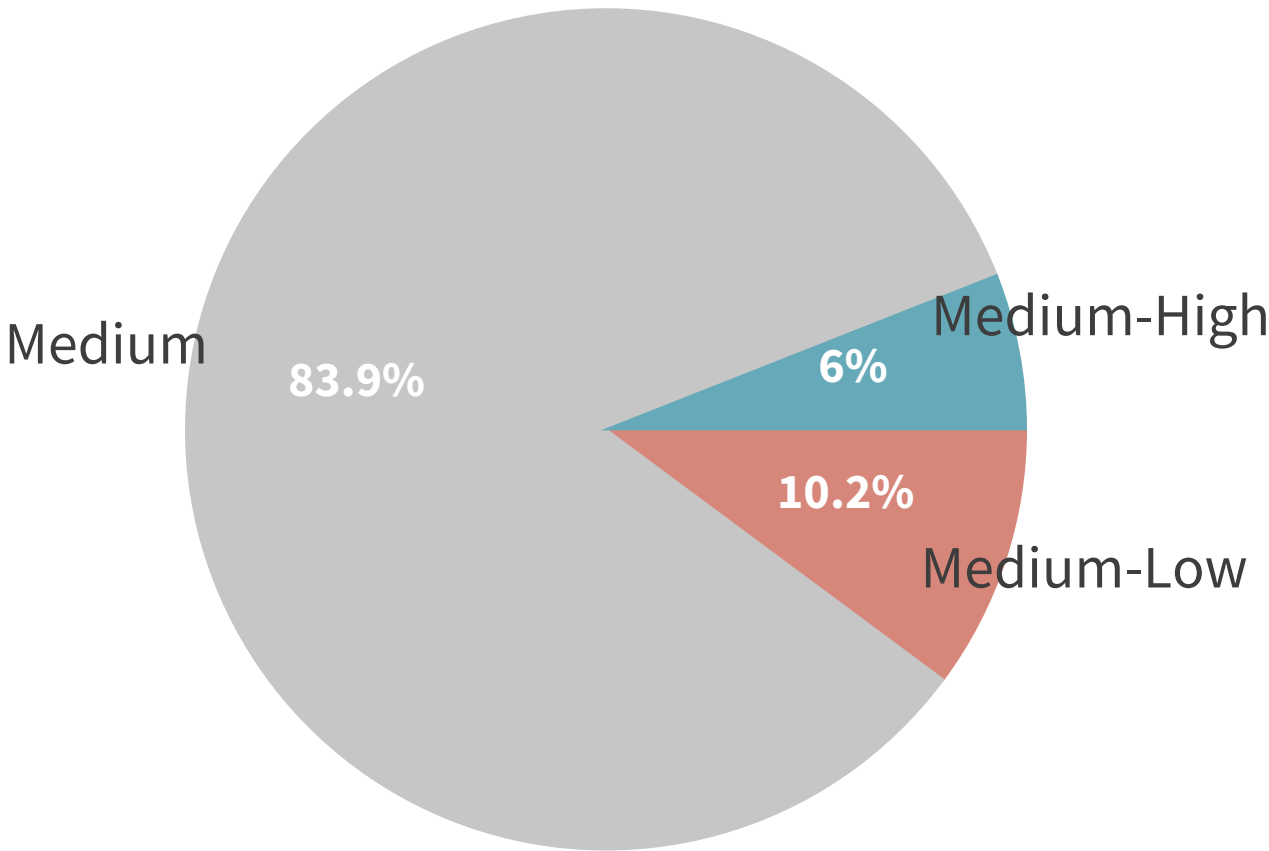


Distribution of Exports by Price Range

Year 2012



Year 2022



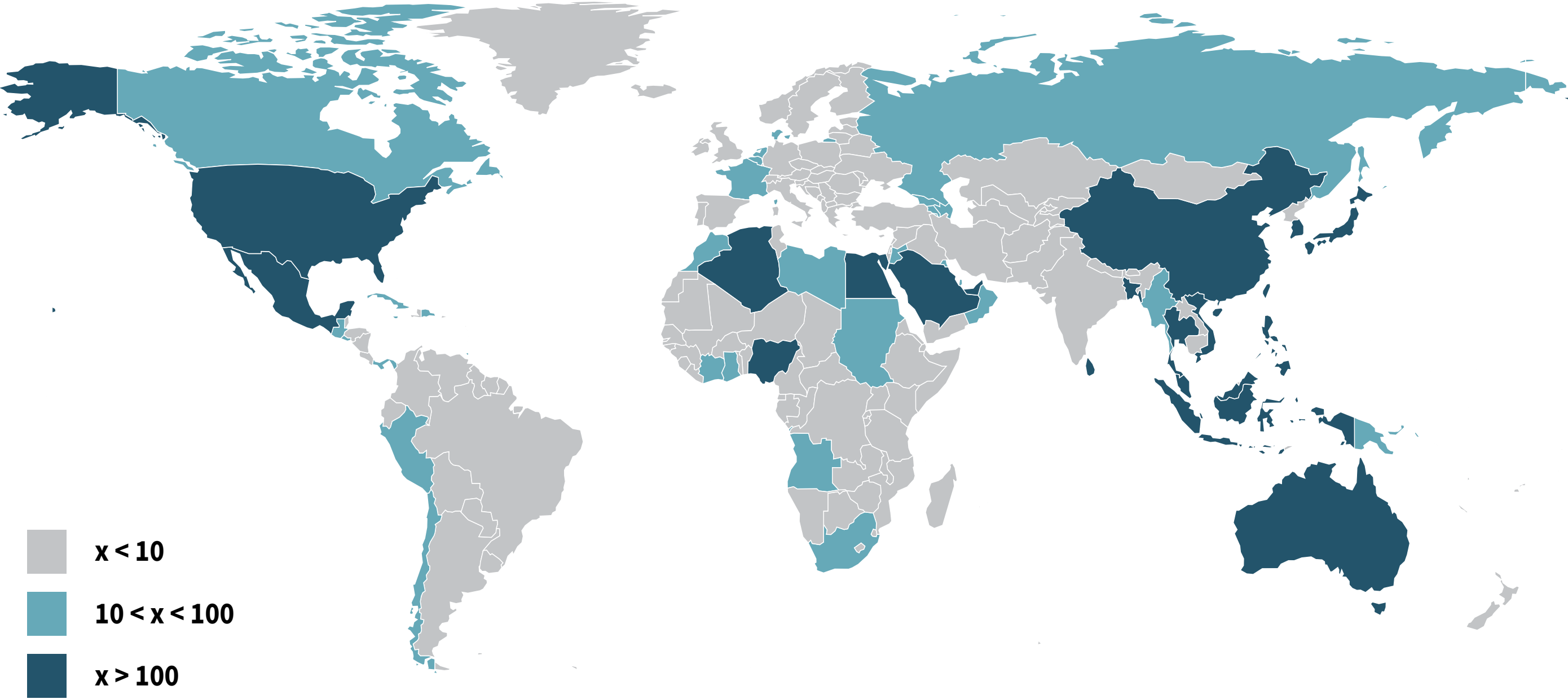
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
China	69	38.7	324	51.4	4 539	59.0	5 312	56.6
Indonesia	109	42.3	290	33.3	836	48.4	895	51.5
Australia	95	65.4	323	64.3	606	51.2	834	49.8
Malaysia	150	46.1	411	54.8	522	43.6	531	42.4
Algeria	32	7.2	225	18.2	514	25.7	901	33.2
Thailand	65	27.0	233	47.9	491	58.2	592	57.2
Saudi-Ar	60	9.6	384	24.5	435	22.7	436	19.5
Philippines	108	26.5	361	47.2	427	28.2	476	30.1
Taiwan	100	44.0	133	41.7	410	51.0	382	41.4
UAE	33	13.4	95	11.7	366	24.6	448	24.0
Japan	135	20.1	282	20.8	365	20.3	519	22.4
Vietnam	51	35.0	94	25.1	300	40.6	448	44.2
Singapore	49	20.9	217	29.5	300	33.4	369	35.4
Bangladesh	5	6.4	19	9.9	287	53.2	264	47.7
Korea-Rep	27	28.7	92	29.9	224	16.8	365	21.8
Egypt	46	23.7	104	22.1	187	28.9	148	20.6
Hong Kong	76	26.0	52	12.5	169	24.5	183	21.2
Sri Lanka	59	46.9	233	80.7	149	73.2	261	85.9
Nigeria	2	1.3	79	14.9	142	33.7	113	34.6
Mexico	78	15.6	229	18.8	132	5.8	286	10.1
ROW + SD*	711	.	1 886	.	955	.	1 861	.
Total	2 061	8.6	6 066	10.0	12 357	13.0	15 624	12.5

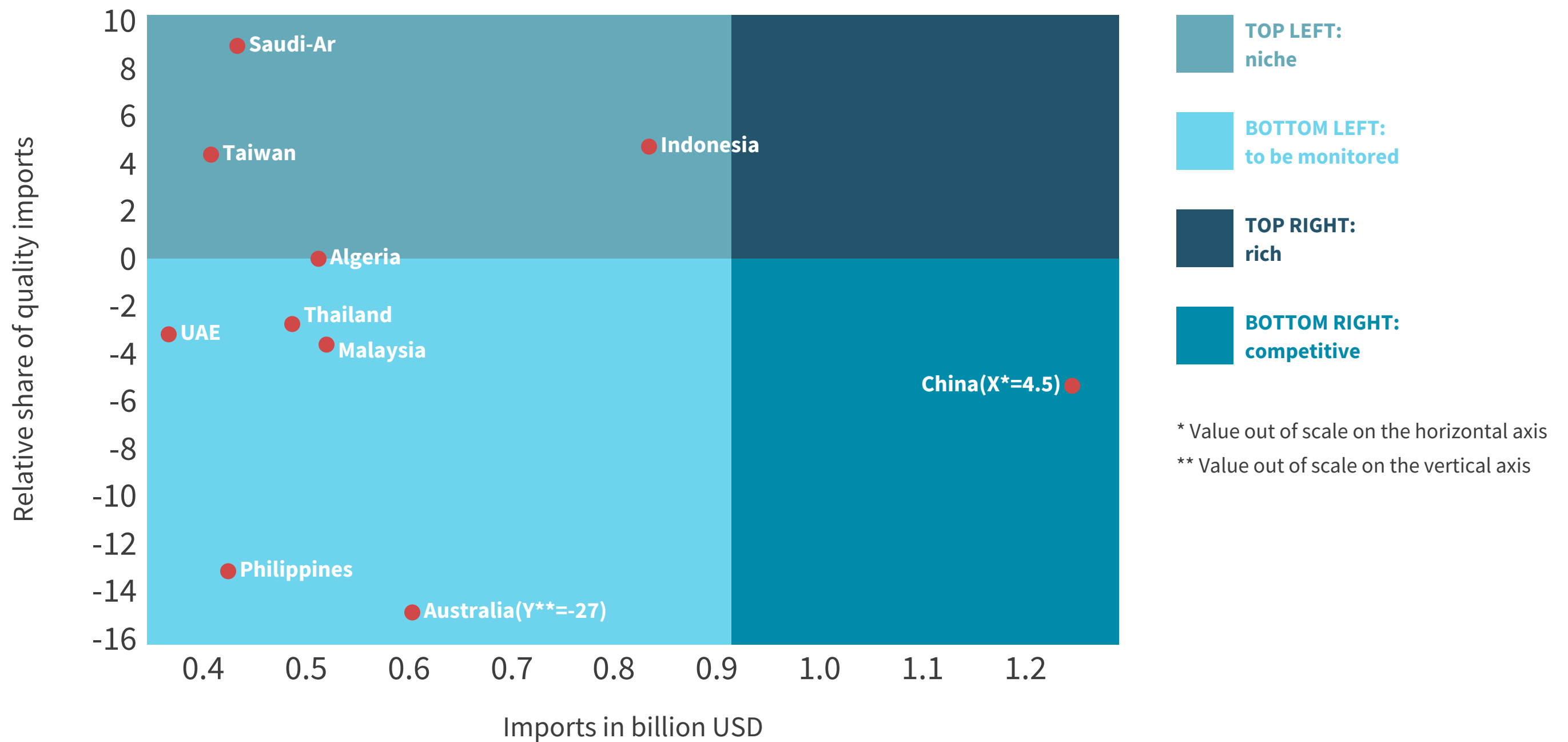
Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies



Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

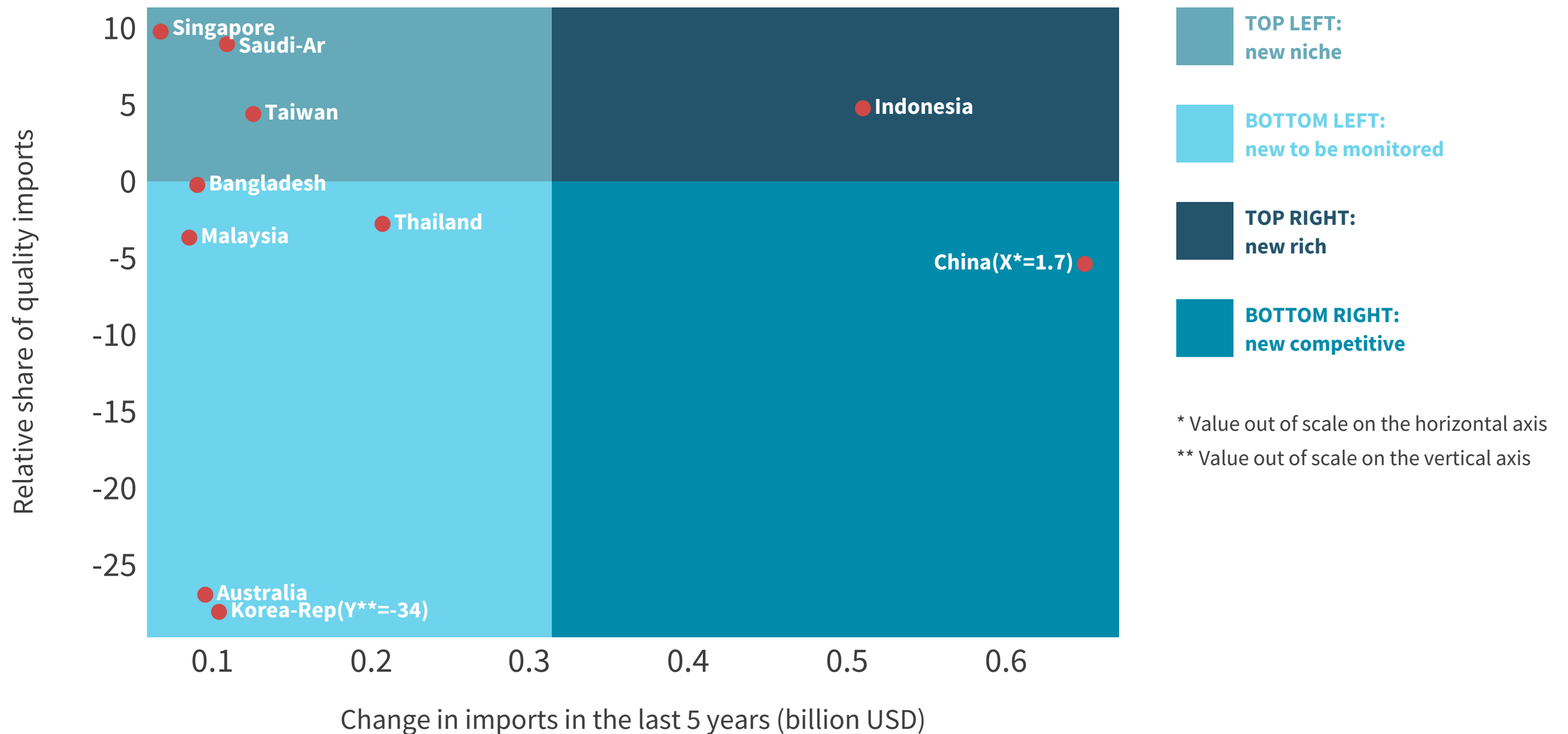
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
China	3 460	+15.5	3 521	+1.8	8 206	+133.0	4 111	-49.9
Indonesia	342	+5.0	368	+7.5	834	+126.9	829	-0.5
Australia	527	+1.9	524	-0.5	834	+59.2	606	-27.4
Malaysia	391	+1.6	381	-2.7	696	+82.8	502	-27.8
Algeria	295	-12.7	259	-12.0	311	+20.2	514	+65.0
Thailand	290	+3.5	302	+4.2	632	+108.9	481	-23.9
Saudi-Ar	287	+7.1	324	+12.7	525	+62.2	435	-17.1
Philippines	404	+8.0	351	-13.0	547	+55.7	411	-24.9
Taiwan	276	+2.4	291	+5.5	589	+102.4	410	-30.3
UAE	356	-10.7	324	-9.1	564	+74.0	366	-35.0
Japan	339	-0.9	311	-8.3	509	+63.8	370	-27.3
Vietnam	288	+12.6	262	-9.1	482	+84.4	300	-37.7
Singapore	218	+0.7	210	-4.0	400	+90.6	294	-26.3
Bangladesh	226	+8.9	201	-11.3	395	+96.6	287	-27.2
Korea-Rep	153	+9.1	156	+1.5	274	+75.9	229	-16.4
Egypt	156	-14.6	130	-16.8	311	+138.6	192	-38.0
Hong Kong	210	+133.8	178	-15.3	231	+30.0	86	-62.7
Sri Lanka	267	-3.1	278	+4.1	434	+55.9	139	-68.0
Nigeria	104	+18.1	115	+10.8	221	+91.9	142	-35.9
Mexico	136	-1.7	102	-24.9	176	+72.2	182	+3.3
Rest of the world	1 407	-2.3	1 311	-6.8	1 939	+47.9	1 470	-24.2
Total	10 133	+6.3	9 898	-2.3	19 109	+93.1	12 357	-35.3

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
China	3 388	+12.3	3 578	+5.6	4 827	+34.9	5 062	+4.9
Indonesia	344	-5.0	378	+9.8	442	+16.9	844	+90.9
Australia	511	-1.4	518	+1.4	512	-1.3	606	+18.5
Malaysia	420	-2.3	388	-7.7	413	+6.4	543	+31.5
Algeria	.	.	.	.	.	.	.	.
Thailand	290	-0.2	329	+13.7	379	+15.1	500	+31.9
Saudi-Ar	303	-1.5	376	+24.2	291	-22.6	.	.
Philippines	420	+11.8	326	-22.5	351	+7.7	442	+26.0
Taiwan	286	-0.8	290	+1.3	355	+22.3	.	.
UAE	416	-18.5	421	+1.1	403	-4.1	.	.
Japan	386	+10.1	319	-17.4	303	-4.9	364	+19.8
Vietnam	286	+2.3	275	-3.9	286	+3.9	.	.
Singapore	235	+2.8	231	-1.6	271	+17.4	301	+11.0
Bangladesh	.	.	.	.	.	.	.	.
Korea-Rep	136	-5.8	151	+11.0	173	+14.8	219	+26.1
Egypt	175	-18.1	126	-28.4	109	-13.5	177	+62.5
Hong Kong	211	-20.3	168	-20.0	191	+13.5	261	+36.8
Sri Lanka	268	.	296	+10.5	286	-3.3	163	-42.9
Nigeria	85	-34.9	347	+306.9	239	-31.0	.	.
Mexico	12	-91.5	30	+136.8	20	-33.9	52	+168.2
Rest of the world	1 039	-8.8	888	-14.6	829	-6.6	752	-9.4
Total	9 214	+2.4	9 435	+2.4	10 681	+13.2	10 286	-3.7
Total of 2022 sample	7 400	+5.0	7 323	-1.0	8 800	+20.2	10 286	+16.9

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
China	3 425	+13.8	3 554	+3.8	6 627	+86.4	4 539	-31.5
Indonesia	343	+0.6	373	+8.6	665	+78.6	836	+25.6
Australia	522	+0.2	521	-0.1	681	+30.6	606	-11.0
Malaysia	407	-0.5	386	-5.2	572	+48.3	522	-8.8
Algeria	295	-12.7	259	-12.0	311	+20.2	514	+65.0
Thailand	291	+1.6	317	+8.9	509	+60.9	491	-3.5
Saudi-Ar	316	+4.5	355	+12.3	446	+25.4	435	-2.3
Philippines	413	+9.9	340	-17.6	456	+33.9	427	-6.4
Taiwan	283	+1.8	294	+4.0	501	+70.4	410	-18.1
UAE	389	-13.0	370	-4.9	516	+39.2	366	-29.0
Japan	363	+5.0	314	-13.3	399	+26.8	365	-8.4
Vietnam	288	+8.5	267	-7.3	407	+52.3	300	-26.2
Singapore	227	+1.6	221	-2.5	339	+53.5	300	-11.5
Bangladesh	226	+8.9	201	-11.3	395	+96.6	287	-27.2
Korea-Rep	144	=	153	+6.4	226	+47.6	224	-1.0
Egypt	166	-16.8	130	-21.7	219	+68.8	187	-14.4
Hong Kong	215	+25.5	177	-18.0	220	+24.5	169	-23.3
Sri Lanka	270	-2.3	287	+6.5	372	+29.5	149	-59.8
Nigeria	97	-10.4	217	+124.6	231	+6.2	142	-38.6
Mexico	134	-5.9	75	-43.7	114	+51.8	132	+15.4
ROW + SD*	1 191	+4.5	997	-16.3	4 837	+385.0	955	-80.3
Total	10 004	+5.0	9 810	-1.9	19 043	+94.1	12 357	-35.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
China	4 111	-49.9	5 062	+4.9	4 539	-31.5
Indonesia	829	-0.5	844	+90.9	836	+25.6
Australia	606	-27.4	606	+18.5	606	-11.0
Malaysia	502	-27.8	543	+31.5	522	-8.8
Algeria	514	+65.0	.	.	514	+65.0
Thailand	481	-23.9	500	+31.9	491	-3.5
Saudi-Ar	435	-17.1	.	.	435	-2.3
Philippines	411	-24.9	442	+26.0	427	-6.4
Taiwan	410	-30.3	.	.	410	-18.1
UAE	366	-35.0	.	.	366	-29.0
Japan	370	-27.3	364	+19.8	365	-8.4
Vietnam	300	-37.7	.	.	300	-26.2
Singapore	294	-26.3	301	+11.0	300	-11.5
Bangladesh	287	-27.2	.	.	287	-27.2
Korea-Rep	229	-16.4	219	+26.1	224	-1.0
Egypt	192	-38.0	177	+62.5	187	-14.4
Hong Kong	86	-62.7	261	+36.8	169	-23.3
Sri Lanka	139	-68.0	163	-42.9	149	-59.8
Nigeria	142	-35.9	.	.	142	-38.6
Mexico	182	+3.3	52	+168.2	132	+15.4
Rest of the world*	1 470	-24.2	752	-9.4	955	-80.3
Total**	12 357	-35.3	10 286	+16.9	12 357	-35.1

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
China	3 519	+17.8	3 577	+1.6	5 984	+67.3	3 480	-41.9
Indonesia	367	+2.2	392	+6.8	625	+59.3	668	+6.8
Australia	547	+6.1	536	-2.1	648	+21.0	488	-24.6
Malaysia	397	-1.9	365	-8.0	478	+31.0	393	-17.8
Algeria	356	-9.3	281	-21.2	314	+11.7	446	+42.2
Thailand	313	-0.3	321	+2.6	462	+44.1	396	-14.3
Saudi-Ar	327	+13.4	370	+13.2	426	+15.3	353	-17.2
Philippines	401	+15.5	345	-13.9	419	+21.3	339	-19.0
Taiwan	285	+3.3	301	+5.5	447	+48.7	317	-29.1
UAE	426	-11.3	400	-6.1	500	+24.8	318	-36.4
Japan	400	+6.2	352	-11.9	443	+25.8	346	-21.9
Vietnam	317	+10.9	298	-5.9	398	+33.8	244	-38.6
Singapore	253	+3.7	241	-4.5	327	+35.8	254	-22.5
Bangladesh	273	+12.3	221	-19.2	381	+72.9	256	-32.9
Korea-Rep	150	+2.3	163	+8.9	229	+40.2	201	-12.0
Egypt	174	-9.6	138	-20.4	202	+46.1	154	-23.6
Hong Kong	132	+24.7	102	-23.2	130	+27.9	88	-32.6
Sri Lanka	303	-3.6	313	+3.1	357	+14.2	128	-64.0
Nigeria	108	-2.1	202	+86.7	215	+6.3	119	-44.5
Mexico	118	+5.7	74	-36.8	100	+34.1	100	+0.6
ROW + SD*	1 200	+13.1	1 026	-14.5	4 469	+335.5	710	-84.1
Total	10 365	+8.5	10 018	-3.4	17 554	+75.2	9 798	-44.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
China	97.3	-3.4	99.4	+2.1	110.7	+11.4	130.4	+17.8
Indonesia	93.4	-1.5	94.9	+1.6	106.4	+12.1	125.1	+17.5
Australia	95.4	-5.6	97.3	+2.0	105.0	+7.9	124.1	+18.1
Malaysia	102.6	+1.4	105.8	+3.1	119.8	+13.2	133.1	+11.1
Algeria	82.7	-3.7	92.3	+11.6	99.3	+7.6	115.2	+16.0
Thailand	93.0	+2.0	98.8	+6.2	110.2	+11.6	124.1	+12.6
Saudi-Ar	96.9	-7.9	96.1	-0.9	104.5	+8.8	123.4	+18.0
Philippines	103.0	-4.9	98.6	-4.3	108.9	+10.4	125.8	+15.6
Taiwan	99.2	-1.5	97.7	-1.4	112.0	+14.6	129.4	+15.5
UAE	91.3	-1.9	92.5	+1.2	103.2	+11.6	115.2	+11.6
Japan	90.7	-1.1	89.3	-1.5	89.9	+0.7	105.5	+17.3
Vietnam	91.0	-2.1	89.7	-1.4	102.1	+13.8	122.9	+20.4
Singapore	89.8	-2.1	91.6	+2.1	103.6	+13.0	118.3	+14.2
Bangladesh	83.0	-3.0	91.0	+9.7	103.5	+13.7	112.4	+8.6
Korea-Rep	96.2	-2.2	94.0	-2.3	99.0	+5.3	111.3	+12.5
Egypt	95.3	-7.9	93.8	-1.5	108.4	+15.5	121.6	+12.2
Hong Kong	162.7	+0.7	173.8	+6.8	169.3	-2.6	192.4	+13.7
Sri Lanka	88.8	+1.4	91.8	+3.3	104.1	+13.5	116.4	+11.8
Nigeria	89.5	-8.5	107.6	+20.3	107.5	-0.1	119.0	+10.7
Mexico	113.4	-11.0	100.9	-11.0	114.3	+13.2	131.0	+14.7
ROW + SD*	99.3	-7.6	97.2	-2.1	108.3	+11.4	134.5	+24.3
Total	96.5	-3.2	97.9	+1.5	108.5	+10.8	126.1	+16.3

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Poland**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

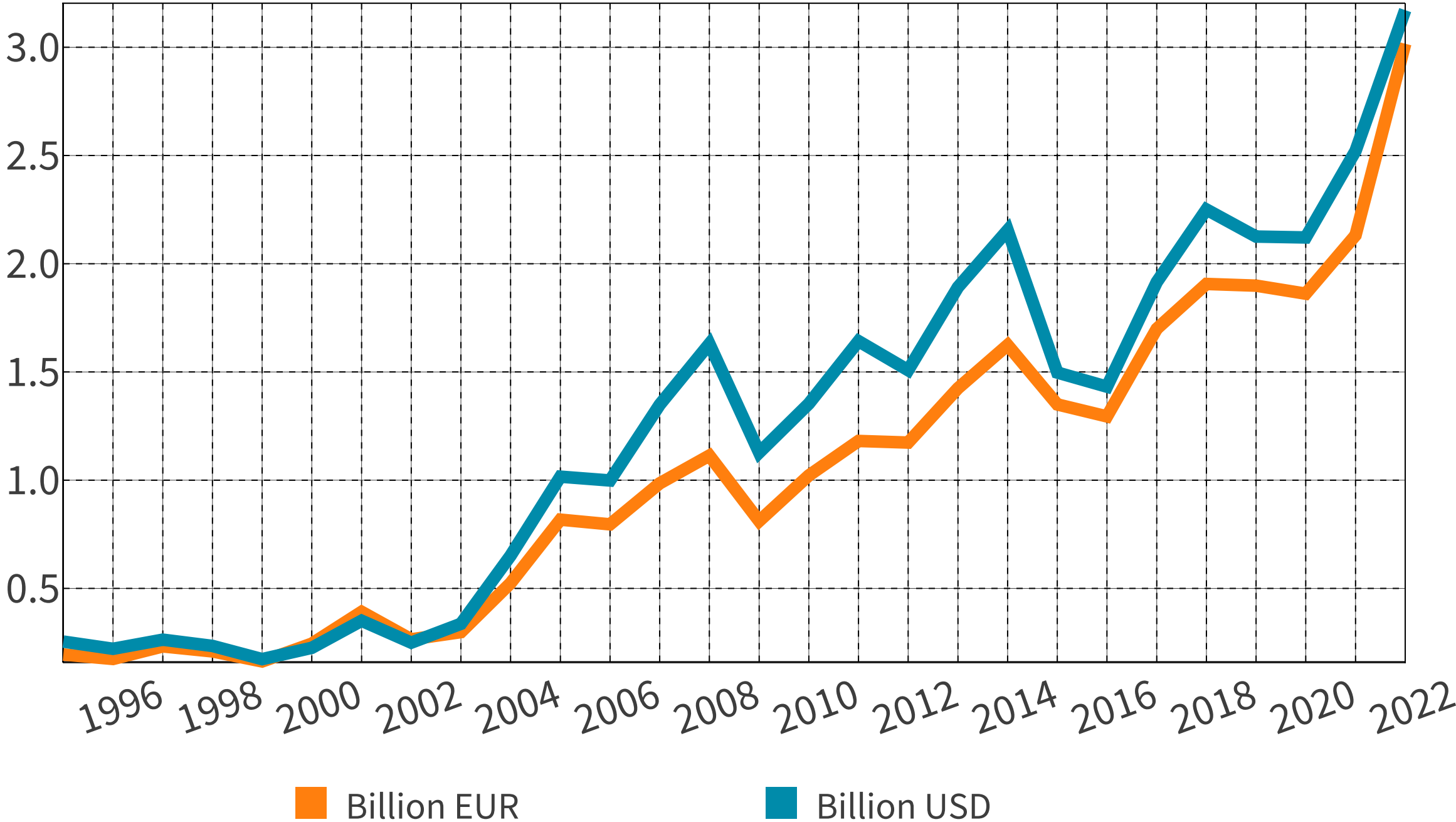


**Exports
(2022)****3.0** billion EUR**3.2** billion USD**Average prices of
exports (2022)****2.12** EUR/kg**2.23** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+28.0%**CAGR in 2009-2022: **+4.9%**CAGR in 2023-2026: **+7.4%**

Dynamics of Foreign Sales

Exports in Value

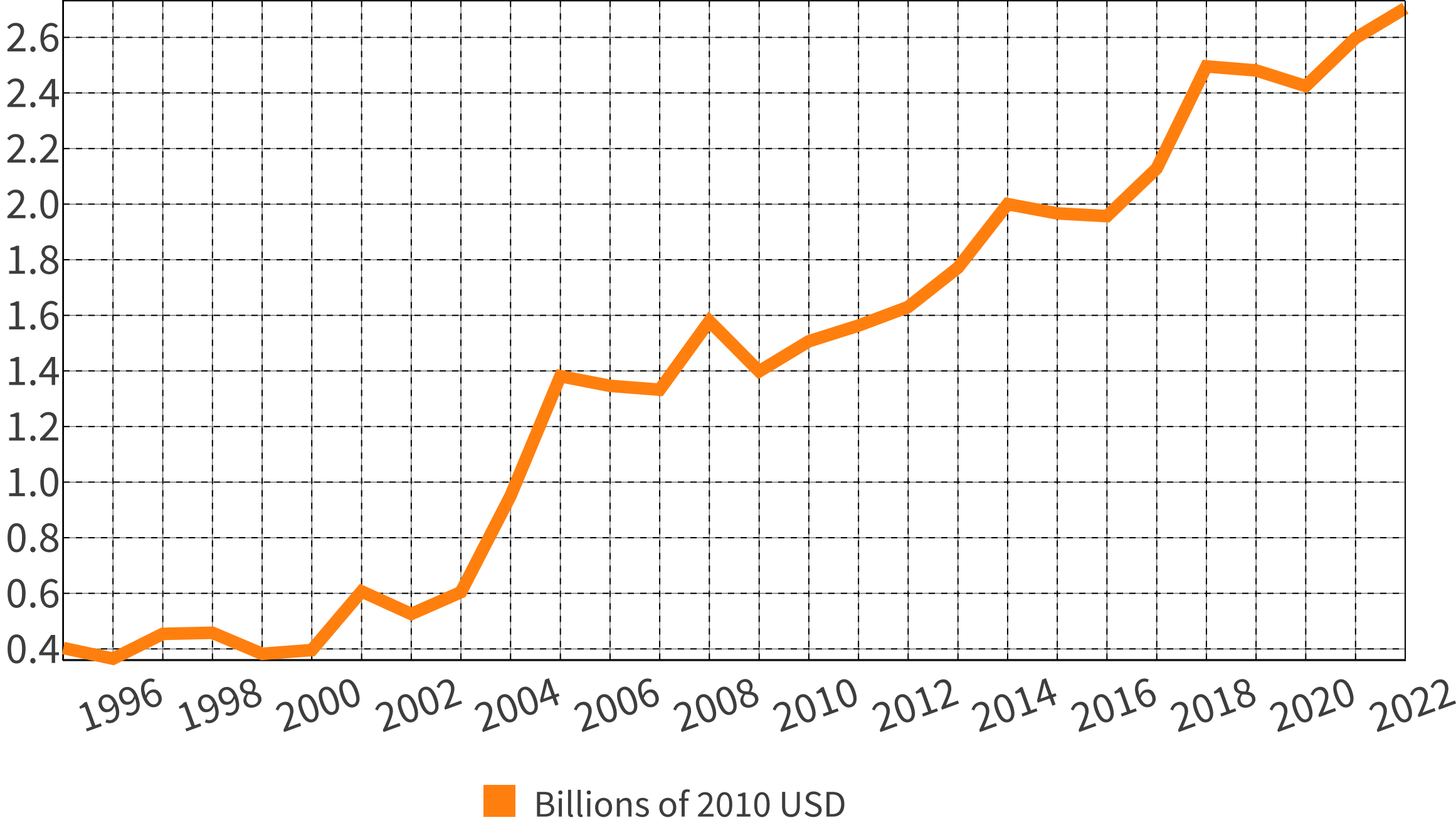
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

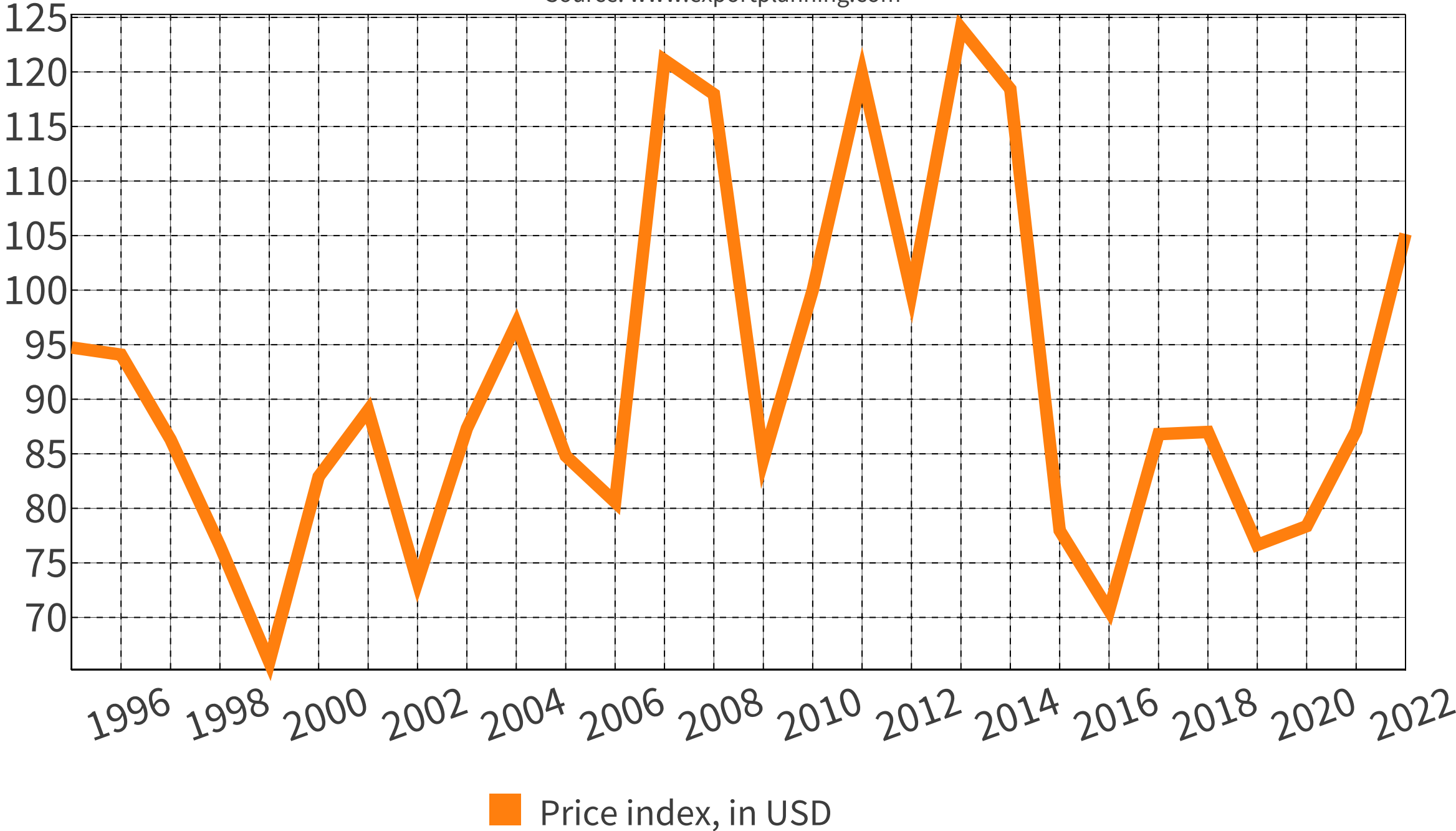
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

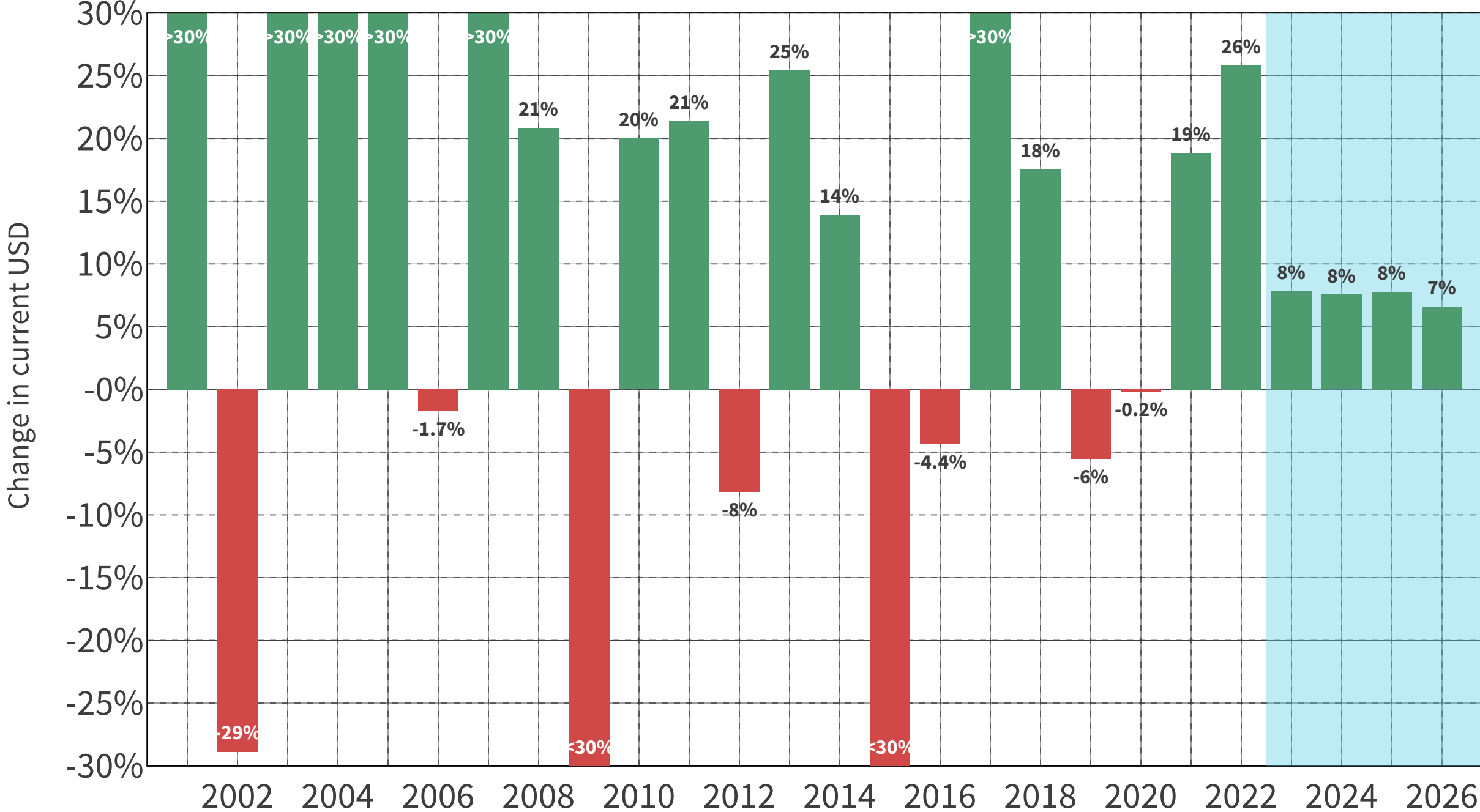
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	651	93.6	951	57.4	68.5	23.0
2005	1 016	56.0	1 381	45.2	73.6	7.4
2006	999	-1.7	1 346	-2.5	74.2	0.8
2007	1 349	35.1	1 333	-1.0	101.2	36.5
2008	1 630	20.8	1 579	18.5	103.2	2.0
2009	1 127	-30.8	1 399	-11.4	80.6	-21.9
2010	1 353	20.0	1 507	7.7	89.8	11.4
2011	1 642	21.4	1 563	3.7	105.1	17.0
2012	1 508	-8.2	1 630	4.3	92.5	-11.9
2013	1 892	25.4	1 771	8.7	106.8	15.4
2014	2 155	13.9	2 000	12.9	107.7	0.9
2015	1 497	-30.5	1 967	-1.7	76.1	-29.3
2016	1 432	-4.4	1 957	-0.5	73.2	-3.9
2017	1 915	33.7	2 128	8.8	90.0	23.0
2018	2 250	17.5	2 496	17.3	90.2	0.2
2019	2 125	-5.6	2 481	-0.6	85.7	-5.0
2020	2 121	-0.2	2 425	-2.3	87.5	2.1
2021	2 521	18.8	2 598	7.1	97.1	10.9
2022	3 172	25.8	2 705	4.1	117.3	20.8

Source: www.exportplanning.com

Foreign Sales Prospect

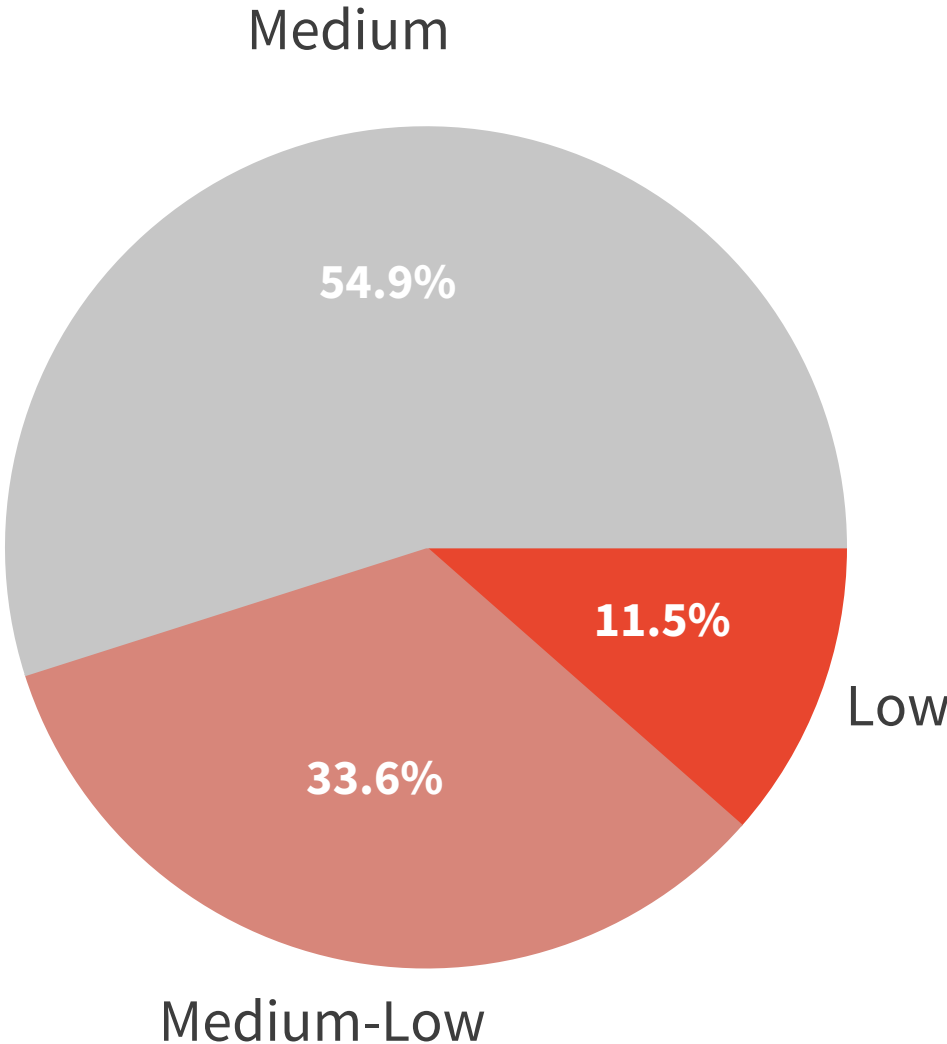
Exports Forecast

Source: www.exportplanning.com

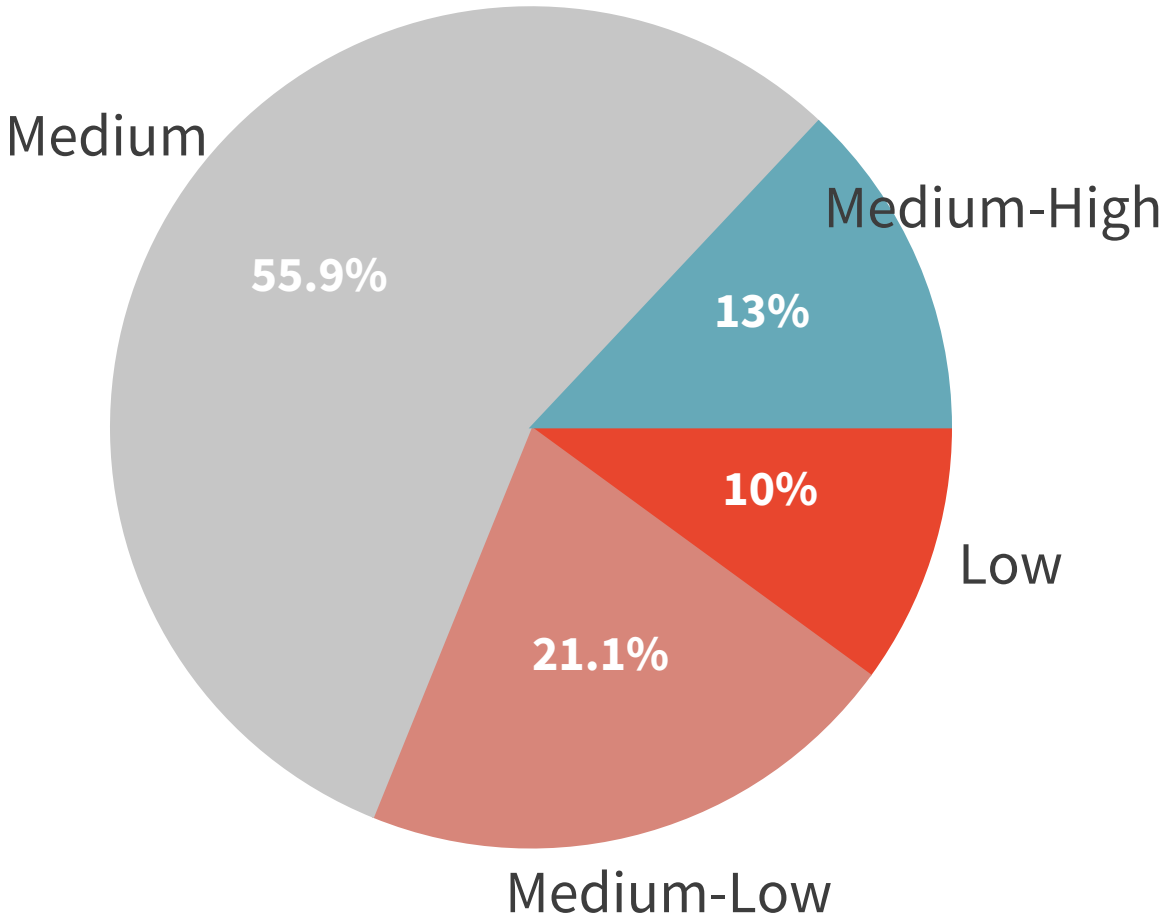


Distribution of Exports by Price Range

Year 2012



Year 2022



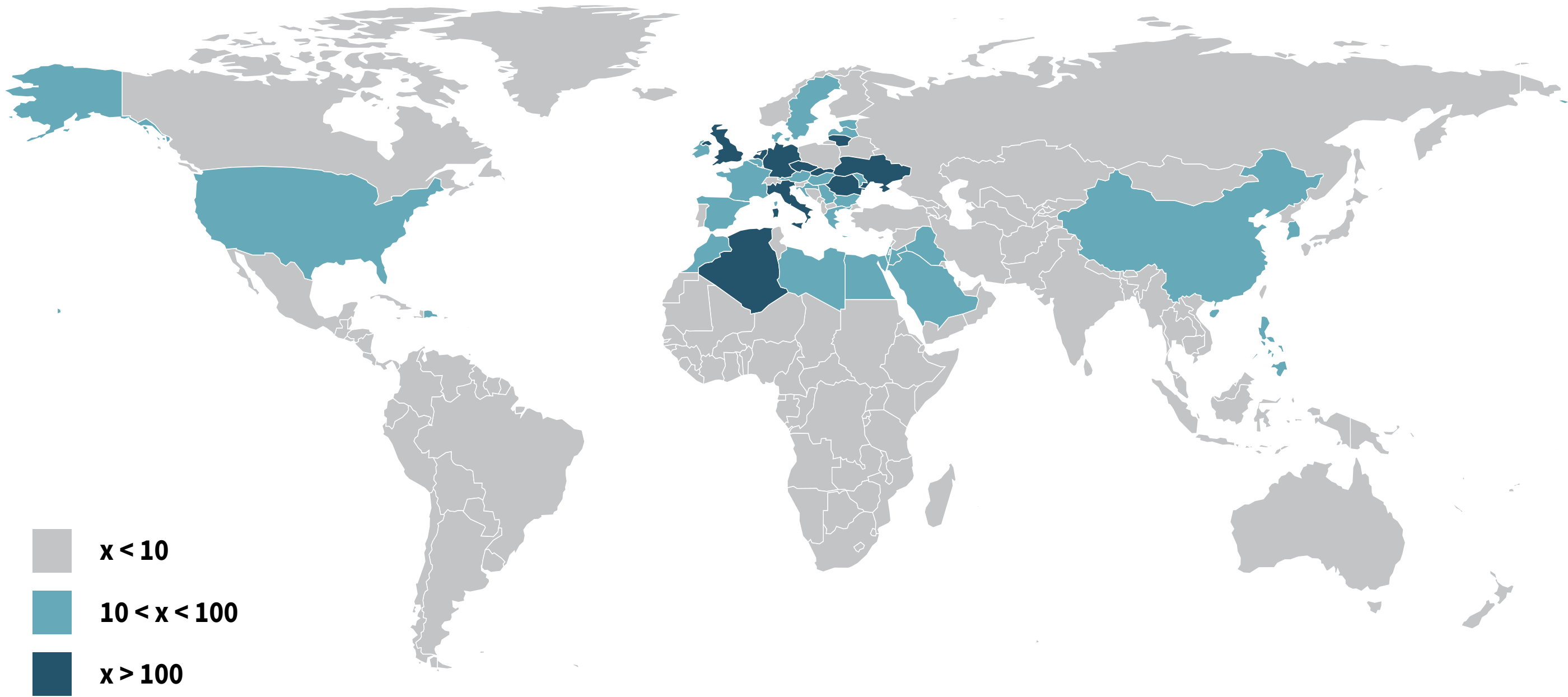
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

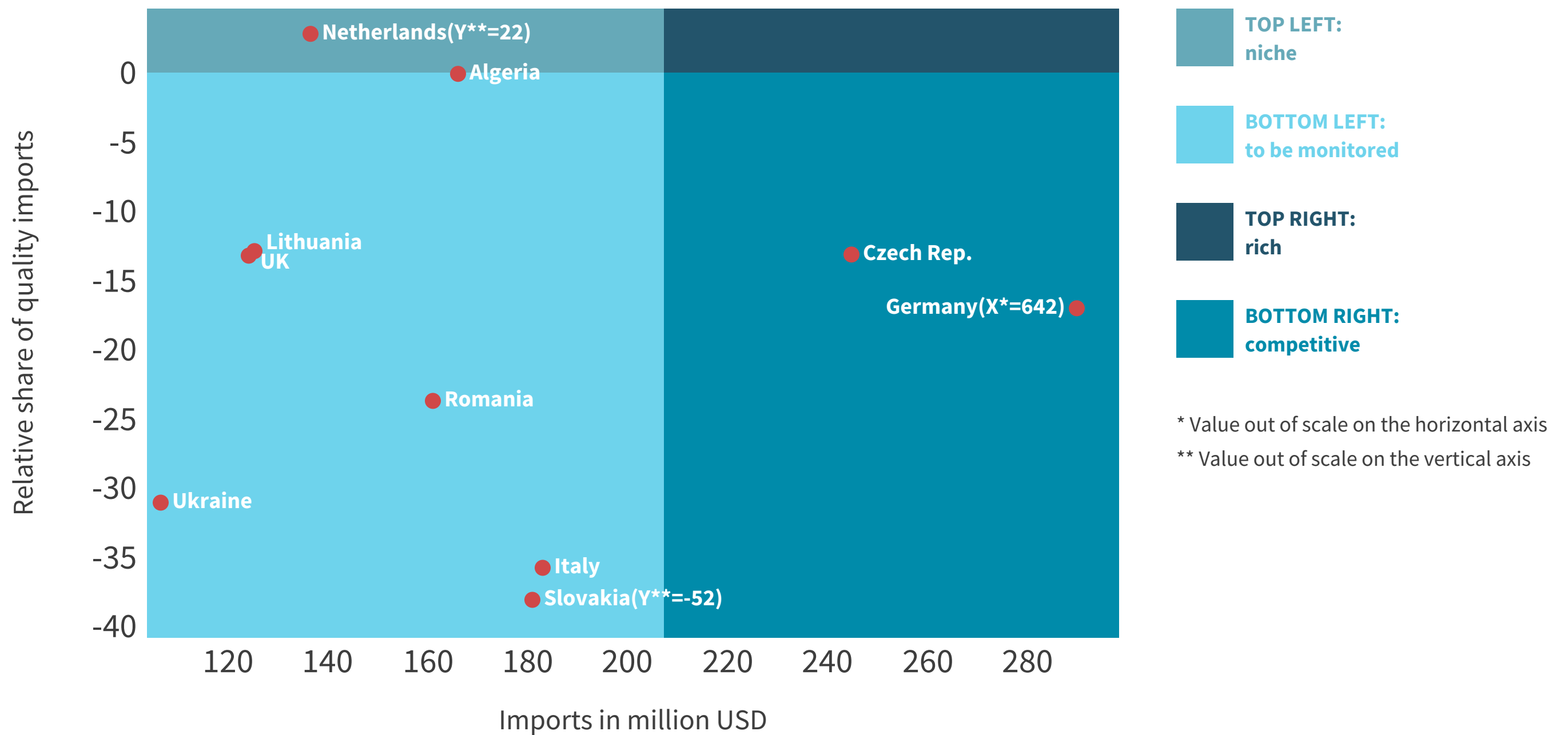
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Germany	10.7	0.4	392	5.8	642	6.8	660	5.1
Czech Rep.	15.2	24.9	136	26.1	245	28.3	312	25.6
Italy	0.9	<0.1	122	2.6	183	3.8	220	3.6
Slovakia	1.5	5.9	55	18.5	181	26.4	148	18.7
Algeria	39.5	8.9	90	7.3	166	8.3	257	9.5
Romania	2.1	8.7	36	15.0	161	17.7	201	15.4
Netherlands	15.1	0.9	113	4.1	137	2.6	187	2.7
Lithuania	1.5	3.1	36	20.8	126	24.9	191	28.6
UK	0.1	<0.1	31	0.8	125	3.1	175	3.2
Ukraine	5.2	34.5	4	3.8	107	46.5	132	43.9
Hungary	2.9	7.2	69	19.3	84	16.5	131	17.3
France	2.6	0.2	57	1.8	81	1.5	82	1.1
China	<0.1	<0.1	<1	<0.1	80	1.0	110	1.2
Latvia	0.9	2.2	18	17.2	77	30.6	85	24.9
Spain	0.2	<0.1	48	1.9	67	2.5	90	2.3
Bulgaria	0.4	2.8	23	19.2	64	18.2	70	14.6
Saudi-Ar	2.0	0.3	33	2.1	62	3.2	81	3.6
Belgium	3.1	0.2	44	1.4	52	1.1	54	0.9
Philippines	1.2	0.3	1	0.1	43	2.9	62	3.9
Serbia	<0.1	<0.1	4	6.6	38	18.5	51	18.6
ROW + SD*	120.3	.	318	.	449	.	924	.
Total	225.5	0.9	1 630	2.7	3 172	3.3	4 224	3.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

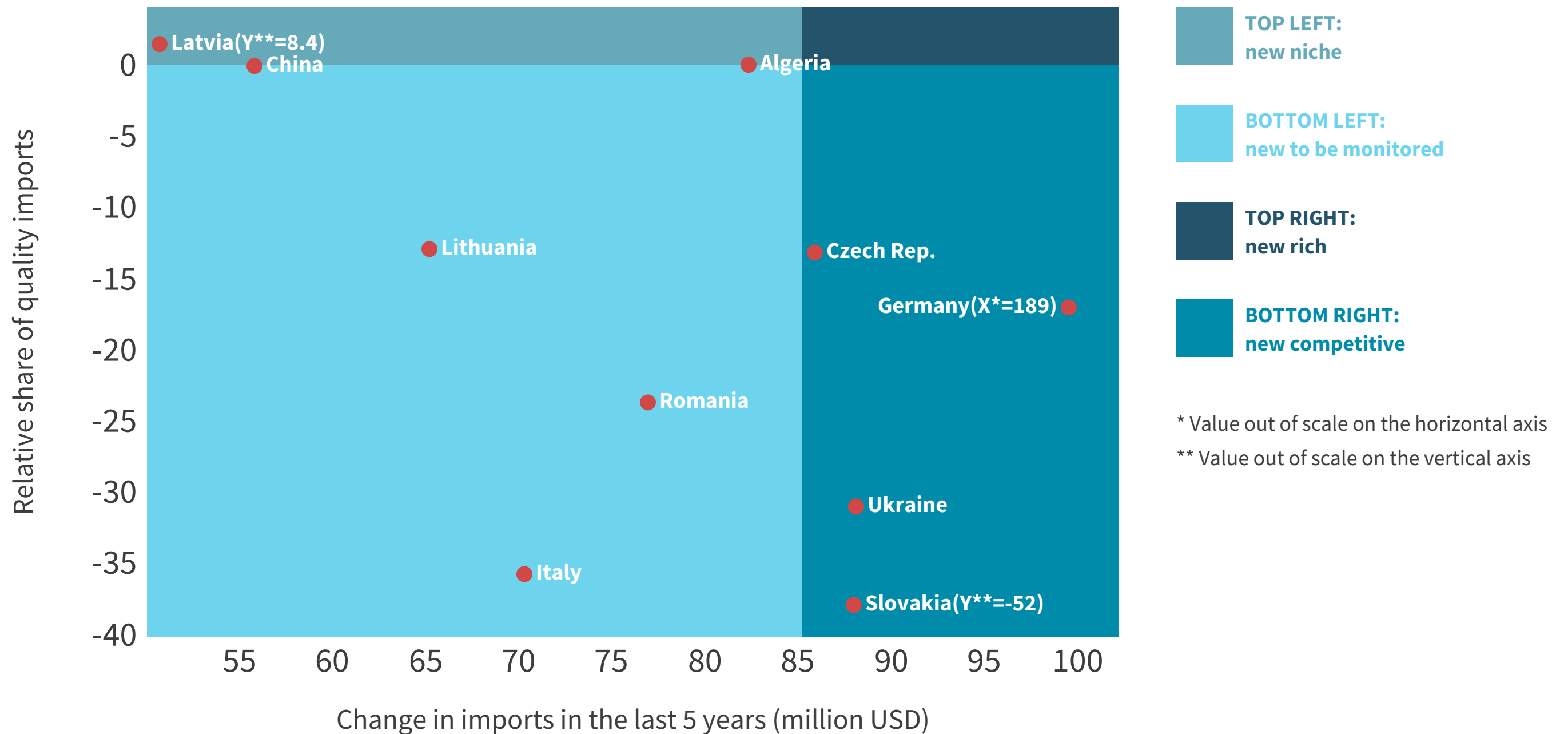
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	477	-6.1	400	-16.1	497	+24.2	666	+34.0
Czech Rep.	181	-10.7	167	-8.0	197	+18.0	245	+24.4
Italy	122	+8.1	83	-32.0	131	+57.8	180	+37.6
Slovakia	94	-7.2	89	-4.9	105	+18.4	125	+18.2
Algeria	55	-49.6	96	+73.3	122	+27.3	166	+35.8
Romania	90	+3.4	92	+1.2	115	+25.5	154	+34.1
Netherlands	61	-56.0	60	-2.4	84	+40.2	158	+89.2
Lithuania	80	+0.7	84	+4.7	96	+15.0	122	+26.6
UK	105	-8.7	109	+3.8	125	+14.2	127	+1.8
Ukraine	51	+87.0	133	+159.6	141	+6.3	111	-21.7
Hungary	72	-1.2	67	-6.8	78	+15.7	89	+14.8
France	33	-37.6	21	-36.1	32	+48.0	87	+176.1
China	60	+86.6	86	+41.6	98	+14.6	73	-25.8
Latvia	39	+4.7	39	+0.1	52	+33.7	81	+54.8
Spain	38	-7.7	37	-2.8	40	+6.7	78	+95.5
Bulgaria	44	-8.6	41	-7.9	52	+26.9	63	+21.9
Saudi-Ar	53	+20.4	56	+5.4	58	+3.7	62	+8.0
Belgium	17	-45.0	19	+10.2	33	+73.2	58	+77.8
Philippines	27	+75.3	38	+43.4	36	-5.2	42	+15.4
Serbia	17	+48.7	12	-30.1	14	+14.5	36	+162.7
Rest of the world	408	+10.2	396	-2.8	414	+4.5	445	+7.6
Total	2 125	-5.1	2 123	-0.1	2 518	+18.6	3 167	+25.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	430	-13.4	396	-8.0	461	+16.6	619	+34.1
Czech Rep.	184	-7.3	174	-5.3	208	+19.9	244	+17.2
Italy	130	-1.0	85	-34.6	120	+41.3	187	+55.9
Slovakia	106	+10.2	102	-4.2	123	+20.7	241	+96.5
Algeria	.	.	.	.	.	.	.	.
Romania	99	+5.9	105	+6.1	134	+28.1	169	+26.0
Netherlands	56	-58.6	54	-5.0	67	+24.2	115	+73.0
Lithuania	85	+3.6	86	+1.3	106	+23.6	130	+22.7
UK	82	-8.9	92	+12.2	147	+59.5	123	-16.2
Ukraine	48	+94.8	127	+164.5	124	-2.2	102	-18.1
Hungary	66	-1.7	64	-2.6	61	-4.6	78	+28.3
France	51	-43.0	38	-25.9	32	-15.9	76	+137.2
China	63	+80.2	85	+34.5	125	+46.6	86	-31.3
Latvia	44	+12.6	47	+8.0	54	+14.1	73	+34.7
Spain	34	-11.6	31	-9.9	30	-3.6	56	+89.3
Bulgaria	50	+1.1	45	-10.6	51	+12.9	66	+29.1
Saudi-Ar	89	+21.2	100	+12.7	110	+10.0	.	.
Belgium	20	-32.3	26	+30.6	18	-33.0	47	+166.7
Philippines	23	+19.3	34	+48.2	34	+0.5	45	+30.4
Serbia	15	+41.5	13	-12.9	16	+16.6	42	+165.9
Rest of the world	418	+10.1	435	+4.3	420	-3.6	395	-5.8
Total	2 093	-4.0	2 139	+2.2	2 441	+14.1	2 894	+18.6
Total of 2022 sample	1 895	-6.2	1 917	+1.2	2 244	+17.1	2 894	+29.0

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	453	-10.0	398	-12.0	479	+20.2	642	+34.0
Czech Rep.	182	-9.0	170	-6.6	203	+19.1	245	+20.7
Italy	126	-1.3	84	-33.5	125	+48.7	183	+46.9
Slovakia	100	+0.2	95	-5.0	114	+19.5	181	+59.1
Algeria	55	-49.6	96	+73.3	122	+27.3	166	+35.8
Romania	94	+4.3	100	+5.4	124	+25.0	161	+29.7
Netherlands	59	-57.2	57	-3.5	75	+32.3	137	+81.4
Lithuania	82	+2.2	85	+3.2	101	+19.2	126	+24.7
UK	93	-9.0	100	+7.4	135	+35.0	125	-7.5
Ukraine	50	+90.6	130	+161.6	133	+2.2	107	-19.8
Hungary	69	-1.4	66	-4.9	70	+6.2	84	+20.3
France	43	-42.3	30	-29.5	32	+5.0	81	+154.4
China	62	+82.7	85	+37.6	113	+31.8	80	-28.8
Latvia	41	+8.0	43	+3.2	53	+24.1	77	+45.9
Spain	36	-9.8	34	-6.3	35	+1.6	67	+94.4
Bulgaria	47	-4.5	43	-9.0	51	+19.4	64	+25.7
Saudi-Ar	69	+22.3	78	+13.1	91	+17.3	62	-31.7
Belgium	19	-39.2	22	+19.3	25	+12.7	52	+108.2
Philippines	25	+39.4	36	+46.1	35	-2.3	43	+21.9
Serbia	17	+47.6	13	-27.5	15	+15.6	38	+163.2
ROW + SD*	401	+15.1	356	-11.2	391	+9.7	449	+14.9
Total	2 125	-5.6	2 121	-0.2	2 521	+18.8	3 172	+25.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Germany	666	+34.0	619	+34.1	642	+34.0
Czech Rep.	245	+24.4	244	+17.2	245	+20.7
Italy	180	+37.6	187	+55.9	183	+46.9
Slovakia	125	+18.2	241	+96.5	181	+59.1
Algeria	166	+35.8	.	.	166	+35.8
Romania	154	+34.1	169	+26.0	161	+29.7
Netherlands	158	+89.2	115	+73.0	137	+81.4
Lithuania	122	+26.6	130	+22.7	126	+24.7
UK	127	+1.8	123	-16.2	125	-7.5
Ukraine	111	-21.7	102	-18.1	107	-19.8
Hungary	89	+14.8	78	+28.3	84	+20.3
France	87	+176.1	76	+137.2	81	+154.4
China	73	-25.8	86	-31.3	80	-28.8
Latvia	81	+54.8	73	+34.7	77	+45.9
Spain	78	+95.5	56	+89.3	67	+94.4
Bulgaria	63	+21.9	66	+29.1	64	+25.7
Saudi-Ar	62	+8.0	.	.	62	-31.7
Belgium	58	+77.8	47	+166.7	52	+108.2
Philippines	42	+15.4	45	+30.4	43	+21.9
Serbia	36	+162.7	42	+165.9	38	+163.2
Rest of the world*	445	+7.6	395	-5.8	449	+14.9
Total**	3 167	+25.8	2 894	+29.0	3 172	+25.8

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Germany	543	+3.6	478	-12.0	500	+4.8	548	+9.5
Czech Rep.	217	+1.2	201	-7.3	205	+2.0	204	-0.5
Italy	147	+0.3	101	-31.5	133	+31.8	153	+14.8
Slovakia	128	+6.8	113	-11.4	118	+4.1	168	+42.1
Algeria	71	-56.4	108	+53.6	117	+8.3	118	+1.0
Romania	119	+9.7	124	+4.2	143	+15.0	153	+7.1
Netherlands	65	-55.7	67	+2.6	80	+19.5	117	+45.8
Lithuania	95	+7.0	98	+2.8	107	+10.0	114	+6.0
UK	101	-3.4	107	+6.1	134	+25.0	107	-20.2
Ukraine	59	+98.8	152	+158.3	141	-7.0	96	-32.1
Hungary	89	-1.4	85	-4.8	79	-7.2	84	+6.9
France	39	-34.9	27	-30.2	31	+13.3	58	+91.0
China	62	+80.4	80	+27.5	94	+17.9	60	-36.0
Latvia	42	+16.6	44	+3.7	52	+18.7	70	+33.9
Spain	45	-0.9	42	-6.1	39	-7.5	58	+48.1
Bulgaria	61	-6.8	53	-13.5	54	+1.2	58	+8.1
Saudi-Ar	71	+26.3	84	+17.7	100	+19.4	62	-38.0
Belgium	19	-27.0	24	+23.1	26	+11.6	41	+55.6
Philippines	28	+29.0	37	+32.6	33	-12.2	31	-6.5
Serbia	19	+83.1	14	-26.0	15	+8.5	29	+97.9
ROW + SD*	460	+14.0	387	-16.0	396	+2.5	376	-5.0
Total	2 481	-0.6	2 425	-2.3	2 598	+7.1	2 705	+4.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Germany	83.5	-13.1	83.4	-0.1	95.7	+14.8	117.2	+22.4
Czech Rep.	84.2	-10.1	84.8	+0.7	99.0	+16.7	120.1	+21.3
Italy	85.6	-1.7	83.1	-3.0	93.8	+12.9	120.0	+27.9
Slovakia	78.4	-6.2	84.1	+7.2	96.6	+14.8	108.1	+12.0
Algeria	78.7	+15.6	88.8	+12.8	104.4	+17.6	140.4	+34.5
Romania	79.3	-4.9	80.2	+1.1	87.2	+8.7	105.7	+21.2
Netherlands	90.4	-3.4	85.1	-5.9	94.2	+10.7	117.2	+24.4
Lithuania	86.3	-4.4	86.6	+0.3	93.8	+8.3	110.3	+17.7
UK	91.8	-5.8	92.9	+1.2	100.3	+8.0	116.3	+15.9
Ukraine	84.6	-4.1	85.7	+1.3	94.1	+9.9	111.2	+18.1
Hungary	77.8	=	77.8	=	89.1	+14.5	100.3	+12.6
France	111.5	-11.3	112.7	+1.1	104.4	-7.3	139.1	+33.2
China	99.4	+1.3	107.3	+7.9	119.9	+11.7	133.3	+11.2
Latvia	97.2	-7.4	96.7	-0.5	101.1	+4.5	110.1	+9.0
Spain	80.3	-9.0	80.2	-0.2	88.0	+9.8	115.5	+31.2
Bulgaria	77.1	+2.5	81.1	+5.2	95.7	+17.9	111.2	+16.3
Saudi-Ar	96.5	-3.1	92.8	-3.9	91.2	-1.7	100.5	+10.3
Belgium	96.9	-16.7	93.9	-3.1	94.8	+1.0	126.9	+33.8
Philippines	88.2	+8.0	97.1	+10.2	108.1	+11.3	141.0	+30.4
Serbia	93.7	-19.4	91.8	-2.0	97.8	+6.5	130.1	+33.0
ROW + SD*	87.2	+0.9	92.2	+5.7	98.6	+7.0	119.4	+21.0
Total	85.7	-5.0	87.5	+2.1	97.1	+10.9	117.3	+20.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Spain**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

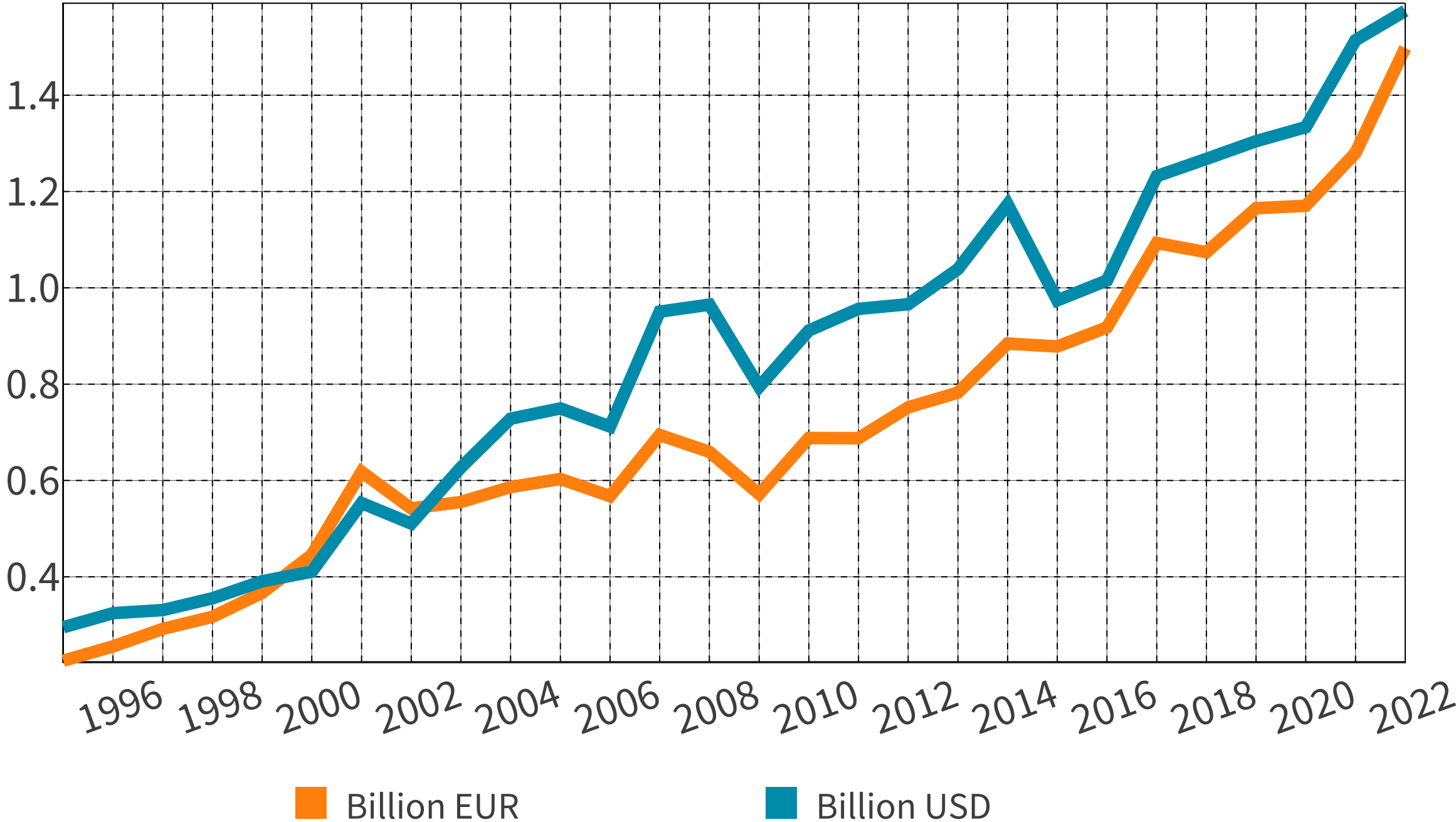
EXPORT 
PLANNING

**Exports
(2022)****1.5** billion EUR**1.6** billion USD**Average prices of
exports (2022)****3.01** EUR/kg**3.16** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+11.3%**CAGR in 2009-2022: **+3.6%**CAGR in 2023-2026: **+10.0%**

Dynamics of Foreign Sales

Exports in Value

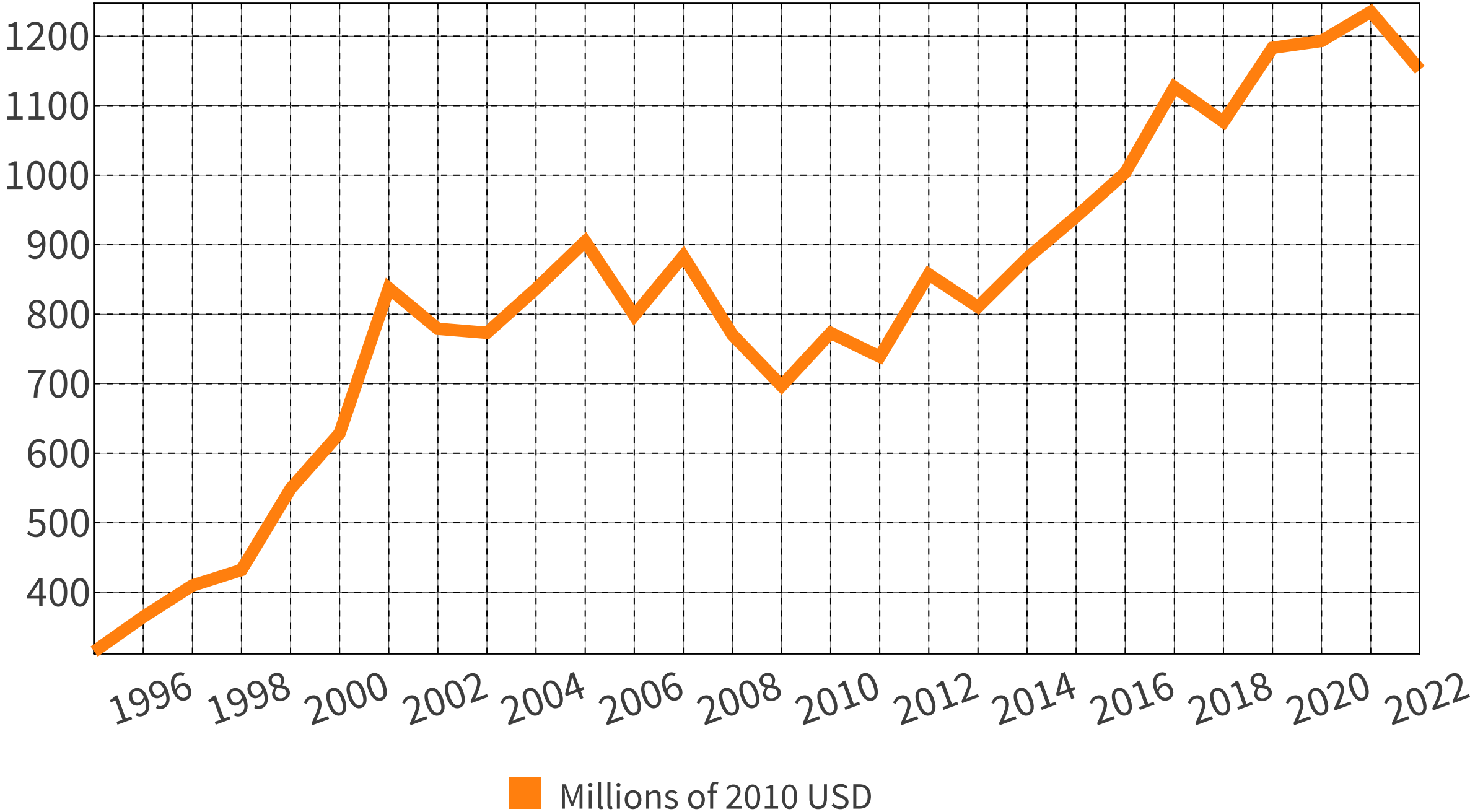
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

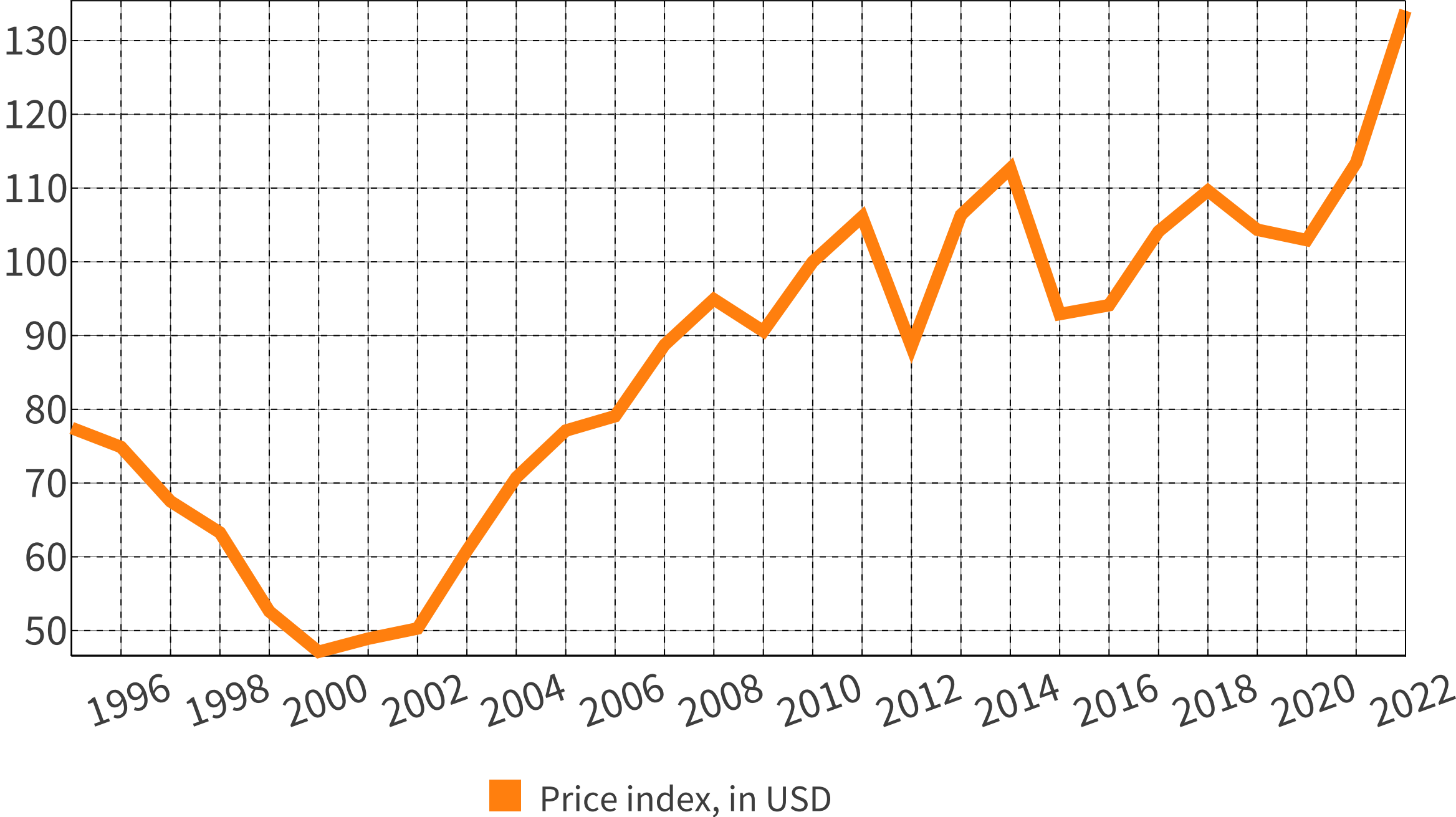
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

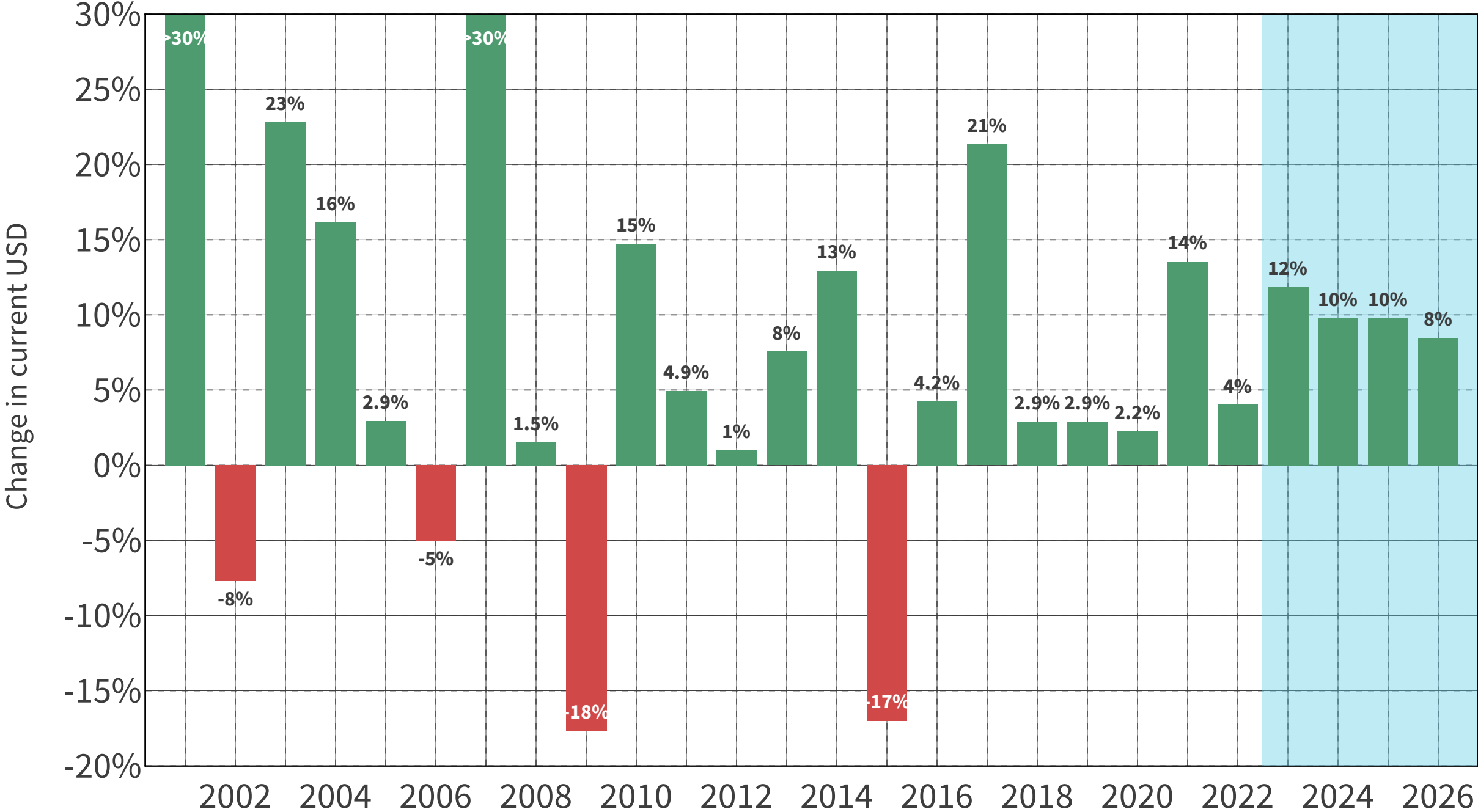
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	728	16.2	837	8.2	87.1	7.4
2005	750	2.9	905	8.1	82.9	-4.8
2006	712	-5.0	798	-11.8	89.2	7.6
2007	951	33.5	884	10.7	107.6	20.6
2008	965	1.5	771	-12.8	125.3	16.4
2009	795	-17.7	697	-9.5	114.0	-9.0
2010	911	14.7	773	10.9	117.9	3.4
2011	956	4.9	739	-4.4	129.4	9.8
2012	966	1.0	857	16.0	112.7	-12.9
2013	1 039	7.6	810	-5.5	128.2	13.8
2014	1 173	12.9	881	8.6	133.2	3.9
2015	974	-17.0	940	6.8	103.6	-22.3
2016	1 015	4.2	1 003	6.7	101.2	-2.3
2017	1 232	21.3	1 127	12.3	109.3	8.1
2018	1 268	2.9	1 077	-4.4	117.7	7.7
2019	1 305	2.9	1 183	9.9	110.3	-6.4
2020	1 334	2.2	1 193	0.8	111.8	1.4
2021	1 514	13.5	1 235	3.5	122.6	9.7
2022	1 575	4.0	1 152	-6.7	136.8	11.5

Source: www.exportplanning.com

Foreign Sales Prospect

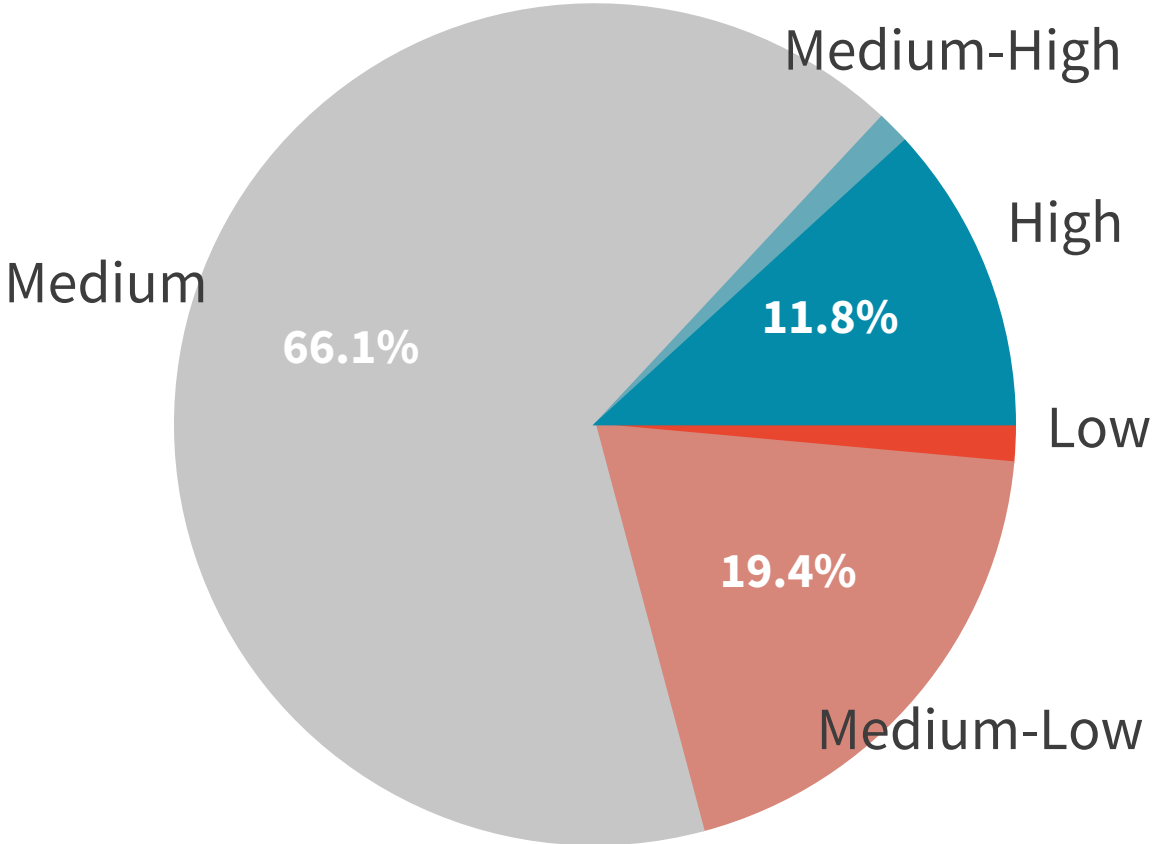
Exports Forecast

Source: www.exportplanning.com

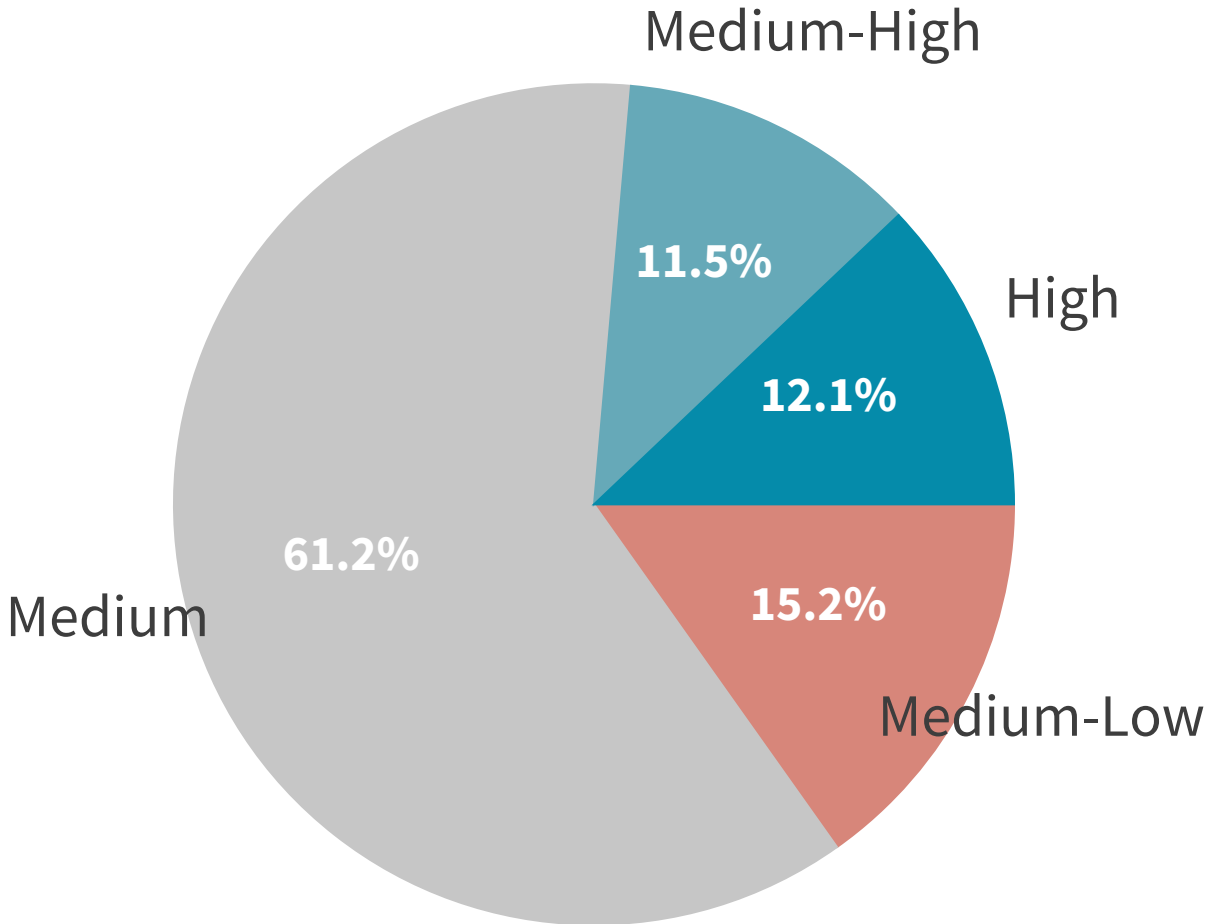


Distribution of Exports by Price Range

Year 2012



Year 2022



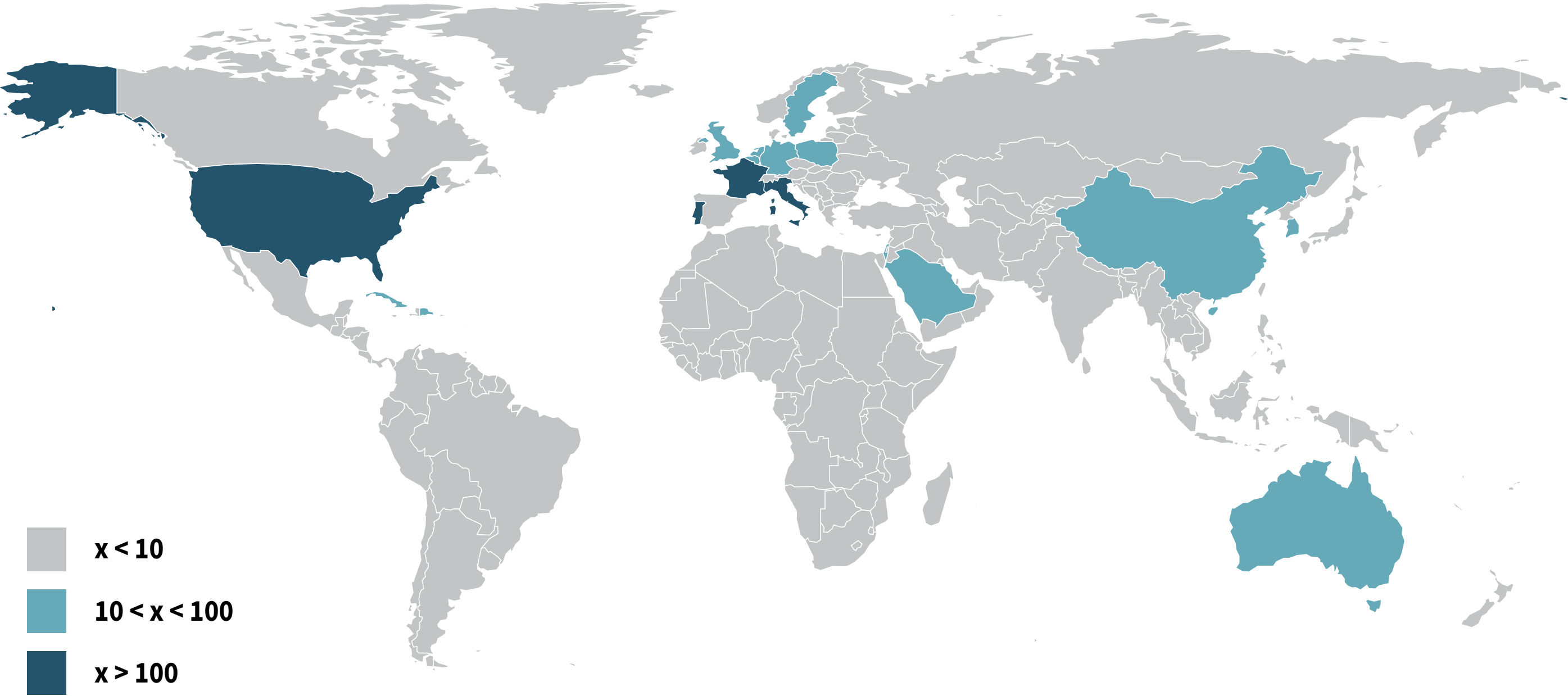
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

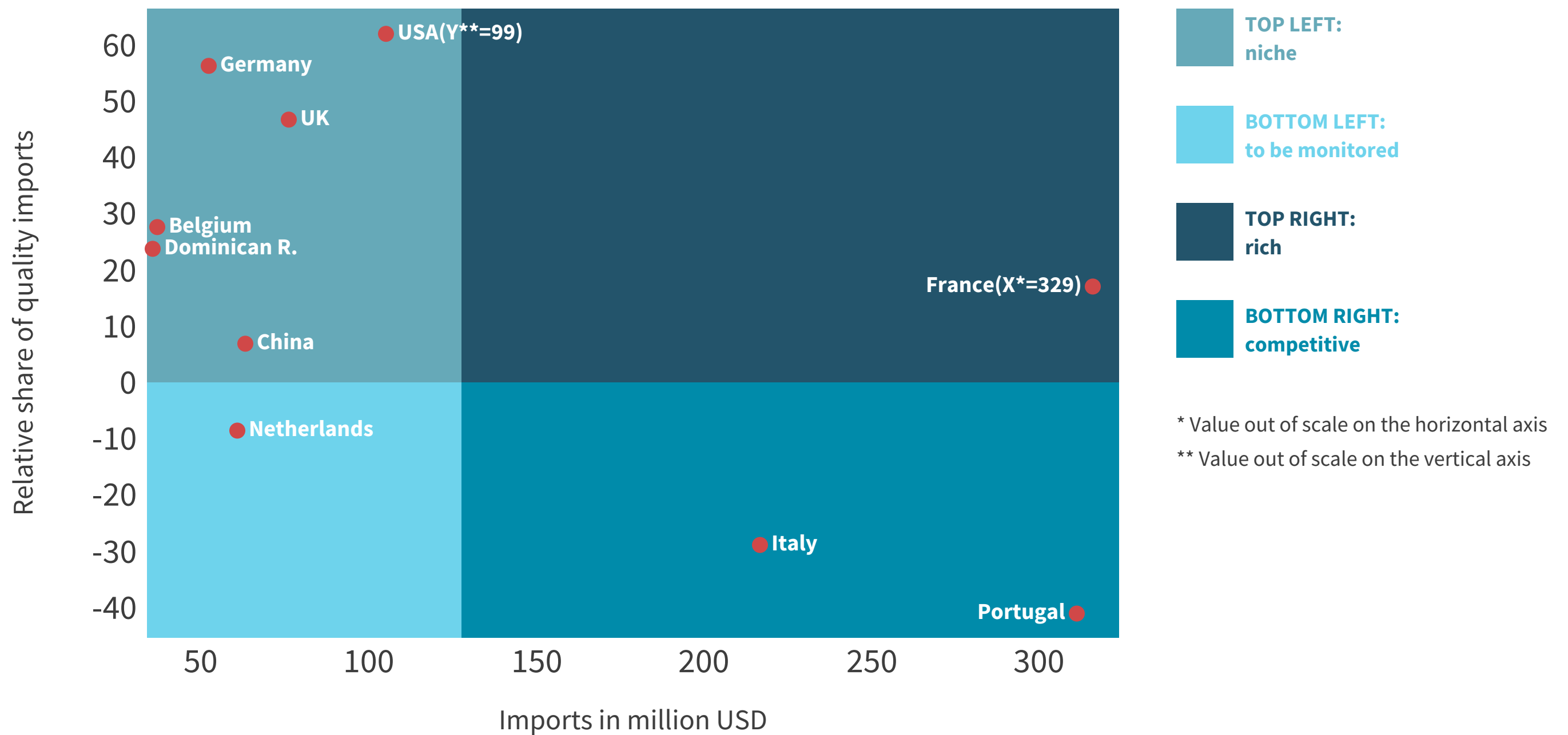
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
France	182.4	10.7	285.3	8.9	329	6.0	412	5.5
Portugal	79.0	43.8	384.0	52.2	311	46.4	502	48.6
Italy	35.3	1.6	81.3	1.7	217	4.5	302	4.9
USA	10.2	1.2	45.2	3.1	105	4.2	151	4.4
UK	18.2	1.2	33.4	0.9	76	1.9	106	1.9
China	0.5	0.3	0.5	0.1	64	0.8	118	1.3
Netherlands	8.1	0.5	12.3	0.4	61	1.1	88	1.3
Germany	14.0	0.5	35.3	0.5	53	0.6	119	0.9
Belgium	8.9	0.5	31.0	1.0	37	0.8	68	1.1
Dominican R.	1.5	1.3	1.7	1.0	22	5.8	33	5.9
Cuba	3.4	3.7	0.6	0.2	22	11.2	42	20.6
Australia	<0.1	<0.1	0.7	0.1	19	1.6	25	1.5
Korea-Rep	<0.1	<0.1	<0.1	<0.1	15	1.1	16	0.9
Saudi-Ar	1.8	0.3	<0.1	<0.1	14	0.7	34	1.5
Poland	<0.1	<0.1	0.3	0.1	13	0.9	20	0.9
Sweden	0.1	0.1	1.7	0.2	13	1.1	18	1.2
Israel	0.1	0.2	0.1	0.1	11	5.4	19	5.3
Morocco	6.2	8.8	0.9	0.3	10	2.9	13	2.9
Ireland	0.3	0.1	0.5	0.1	9	1.2	14	1.7
Canada	0.1	<0.1	0.7	0.2	8	1.1	4	0.4
ROW + SD*	40.6	.	49.7	.	167	.	199	.
Total	410.6	1.7	965.1	1.6	1 575	1.7	2 303	1.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

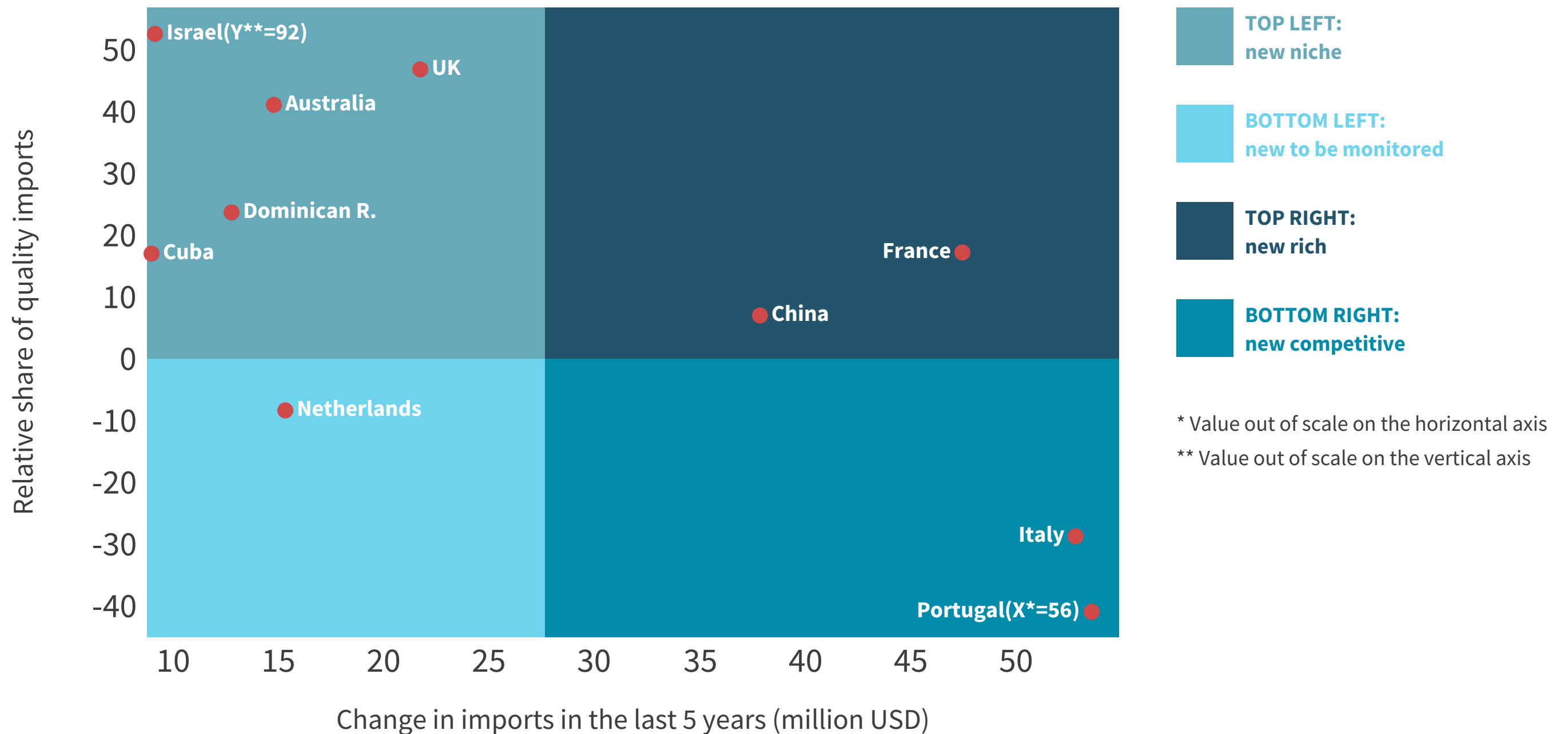
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	256	-0.3	286	+11.6	309	+7.9	330	+7.0
Portugal	250	-1.1	248	-0.8	277	+11.8	311	+12.6
Italy	159	-9.3	170	+6.6	189	+11.1	198	+4.8
USA	97	-6.1	94	-2.7	100	+6.0	95	-5.3
UK	57	-14.1	60	+4.9	67	+11.0	70	+5.7
China	62	+35.1	66	+7.3	86	+29.2	60	-30.0
Netherlands	44	-8.1	35	-19.6	45	+28.1	66	+46.3
Germany	51	+7.6	63	+23.5	80	+25.9	58	-27.6
Belgium	31	-13.4	24	-22.1	26	+7.4	33	+28.1
Dominican R.	11	-0.7	17	+51.4	16	-4.3	19	+20.1
Cuba	10	-21.5	8	-24.7	14	+91.4	22	+51.2
Australia	7	+38.3	11	+65.8	16	+44.6	18	+15.0
Korea-Rep	8	+4.4	9	+9.5	6	-33.7	15	+154.8
Saudi-Ar	17	+5.5	18	+7.9	20	+10.9	14	-28.9
Poland	10	+19.4	13	+25.1	15	+15.3	13	-16.8
Sweden	7	+13.4	7	+4.4	10	+35.2	16	+62.4
Israel	3	+7.8	7	+98.1	11	+56.0	10	-5.8
Morocco	3	-33.2	5	+59.9	9	+89.4	10	+15.9
Ireland	3	+18.7	2	-10.6	9	+318.7	12	+26.5
Canada	4	+2.6	7	+68.0	7	-1.0	7	+5.9
Rest of the world	214	+40.2	183	-14.3	208	+13.7	203	-2.5
Total	1 305	+3.1	1 334	+2.2	1 519	+13.9	1 582	+4.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	256	-10.7	287	+11.9	297	+3.7	327	+10.1
Portugal	305	-0.3	300	-1.4	333	+10.9	312	-6.3
Italy	167	-7.6	175	+4.9	190	+8.4	232	+22.1
USA	102	-7.9	91	-11.2	103	+13.2	115	+12.4
UK	55	+20.1	55	+0.5	67	+22.4	83	+23.6
China	63	+31.5	66	+4.2	88	+34.2	66	-24.8
Netherlands	34	-13.2	38	+10.8	43	+13.2	54	+25.7
Germany	46	-0.7	63	+36.3	61	-3.1	47	-24.0
Belgium	39	+18.0	29	-24.7	27	-8.1	41	+53.1
Dominican R.	12	+3.7	18	+52.9	17	-7.1	26	+50.0
Cuba	.	.	.	.	.	.	.	.
Australia	7	+32.2	12	+71.4	17	+41.4	20	+18.0
Korea-Rep	9	+9.2	9	-3.0	8	-6.1	15	+78.2
Saudi-Ar	24	+8.7	27	+13.0	26	-2.3	.	.
Poland	11	-3.1	14	+28.2	18	+30.3	14	-22.9
Sweden	6	+11.9	6	+9.2	7	+7.6	9	+31.8
Israel	3	+3.1	7	+101.2	11	+64.2	13	+9.5
Morocco	2	-11.0	4	+46.0	7	+92.6	10	+40.8
Ireland	2	+19.0	2	-8.1	3	+48.4	2	-24.4
Canada	4	+7.6	7	+57.1	7	-3.5	9	+29.7
Rest of the world	110	+16.0	118	+7.5	114	-3.7	95	-16.7
Total	1 258	-0.7	1 327	+5.5	1 444	+8.8	1 488	+3.0
Total of 2022 sample	1 196	-1.5	1 261	+5.4	1 386	+10.0	1 488	+7.3

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	257	-6.3	290	+12.9	308	+6.2	329	+6.8
Portugal	274	-0.7	271	-1.1	301	+11.0	311	+3.4
Italy	164	-8.2	173	+5.6	191	+10.0	217	+13.7
USA	100	-7.2	93	-7.2	101	+9.7	105	+3.9
UK	62	-4.7	58	-6.5	68	+17.0	76	+12.1
China	64	+34.2	67	+4.6	88	+31.8	64	-27.7
Netherlands	39	-11.4	37	-4.5	44	+20.2	61	+37.3
Germany	49	+4.5	64	+28.9	71	+11.3	53	-26.0
Belgium	35	+1.5	27	-23.6	26	-1.2	37	+41.0
Dominican R.	12	+1.1	18	+50.9	16	-5.9	22	+32.7
Cuba	10	-21.5	8	-24.7	14	+91.4	22	+51.2
Australia	7	+33.9	12	+72.2	17	+40.9	19	+15.0
Korea-Rep	9	+7.1	9	+2.3	7	-19.1	15	+105.4
Saudi-Ar	21	+8.1	32	+53.8	24	-24.3	14	-41.5
Poland	11	+5.8	13	+25.7	16	+22.5	13	-19.9
Sweden	6	+10.6	7	+7.3	8	+21.1	13	+52.2
Israel	4	+5.4	7	+96.7	11	+56.9	11	+0.3
Morocco	3	-29.3	4	+56.8	8	+88.9	10	+25.2
Ireland	3	+13.8	2	-8.3	9	+270.8	9	+7.0
Canada	4	+5.3	7	+62.1	7	-2.3	8	+20.1
ROW + SD*	173	+61.0	137	-21.1	178	+30.4	167	-6.3
Total	1 305	+2.9	1 334	+2.2	1 514	+13.5	1 575	+4.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
France	330	+7.0	327	+10.1	329	+6.8
Portugal	311	+12.6	312	-6.3	311	+3.4
Italy	198	+4.8	232	+22.1	217	+13.7
USA	95	-5.3	115	+12.4	105	+3.9
UK	70	+5.7	83	+23.6	76	+12.1
China	60	-30.0	66	-24.8	64	-27.7
Netherlands	66	+46.3	54	+25.7	61	+37.3
Germany	58	-27.6	47	-24.0	53	-26.0
Belgium	33	+28.1	41	+53.1	37	+41.0
Dominican R.	19	+20.1	26	+50.0	22	+32.7
Cuba	22	+51.2	.	.	22	+51.2
Australia	18	+15.0	20	+18.0	19	+15.0
Korea-Rep	15	+154.8	15	+78.2	15	+105.4
Saudi-Ar	14	-28.9	.	.	14	-41.5
Poland	13	-16.8	14	-22.9	13	-19.9
Sweden	16	+62.4	9	+31.8	13	+52.2
Israel	10	-5.8	13	+9.5	11	+0.3
Morocco	10	+15.9	10	+40.8	10	+25.2
Ireland	12	+26.5	2	-24.4	9	+7.0
Canada	7	+5.9	9	+29.7	8	+20.1
Rest of the world*	203	-2.5	95	-16.7	167	-6.3
Total**	1 582	+4.1	1 488	+7.3	1 575	+4.0

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
France	219	-0.1	253	+15.4	250	-1.2	221	-11.5
Portugal	329	+0.9	313	-4.8	326	+4.2	308	-5.5
Italy	150	-3.5	172	+15.1	168	-2.8	166	-1.1
USA	50	-7.7	43	-13.5	44	+1.8	48	+8.8
UK	49	+3.3	42	-15.8	40	-3.9	43	+8.8
China	38	+42.1	45	+17.4	55	+22.8	39	-30.0
Netherlands	43	+3.2	37	-12.9	39	+4.6	47	+20.7
Germany	41	+28.0	53	+28.1	52	-1.8	34	-34.9
Belgium	31	+27.2	25	-19.7	19	-22.8	22	+13.8
Dominican R.	11	+4.9	15	+44.4	14	-10.8	16	+18.6
Cuba	9	-19.7	7	-28.0	12	+84.0	17	+44.9
Australia	3	+34.1	8	+166.1	11	+33.8	12	+9.0
Korea-Rep	6	+25.0	6	+8.3	5	-25.1	9	+78.5
Saudi-Ar	19	+16.9	36	+87.1	22	-38.3	11	-50.2
Poland	7	-2.7	9	+26.0	11	+16.1	7	-32.0
Sweden	3	+6.3	3	+5.9	4	+16.2	6	+57.5
Israel	2	+18.4	5	+94.5	7	+46.4	6	-9.6
Morocco	3	-24.3	4	+57.3	7	+71.5	7	-2.2
Ireland	2	+23.8	2	-13.1	5	+218.6	4	-18.0
Canada	2	+6.7	3	+57.2	3	-6.4	3	+16.6
ROW + SD*	165	+95.0	110	-33.0	141	+27.6	124	-12.2
Total	1 183	+9.9	1 193	+0.8	1 235	+3.5	1 152	-6.7

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
France	117.1	-6.2	114.5	-2.2	123.1	+7.5	148.7	+20.7
Portugal	83.2	-1.5	86.4	+3.9	92.1	+6.6	100.8	+9.5
Italy	109.7	-5.0	100.6	-8.3	113.8	+13.2	130.8	+15.0
USA	199.7	+0.5	214.3	+7.3	230.9	+7.7	220.5	-4.5
UK	126.3	-7.7	140.2	+11.0	170.8	+21.8	175.9	+3.0
China	166.0	-5.6	147.9	-10.9	158.7	+7.3	164.0	+3.4
Netherlands	90.0	-14.1	98.7	+9.7	113.4	+14.9	129.0	+13.8
Germany	119.7	-18.3	120.5	+0.7	136.7	+13.4	155.3	+13.6
Belgium	113.7	-20.2	108.3	-4.8	138.5	+27.9	171.6	+23.9
Dominican R.	109.7	-3.6	114.6	+4.5	120.9	+5.5	135.4	+11.9
Cuba	110.2	-2.3	115.4	+4.7	120.0	+4.0	125.2	+4.3
Australia	212.9	-0.2	137.8	-35.3	145.1	+5.3	153.0	+5.5
Korea-Rep	143.8	-14.3	135.7	-5.6	146.5	+8.0	168.6	+15.0
Saudi-Ar	107.4	-7.5	88.2	-17.8	108.2	+22.7	127.3	+17.6
Poland	148.0	+8.7	147.6	-0.3	155.7	+5.5	183.2	+17.7
Sweden	198.4	+4.1	200.9	+1.3	209.4	+4.2	202.4	-3.4
Israel	148.0	-11.0	149.8	+1.2	160.4	+7.1	177.9	+10.9
Morocco	103.0	-6.7	102.6	-0.3	113.1	+10.2	144.7	+27.9
Ireland	137.1	-8.1	144.6	+5.5	168.3	+16.4	219.7	+30.6
Canada	213.8	-1.3	220.5	+3.1	230.2	+4.4	237.2	+3.0
ROW + SD*	105.0	-17.4	123.7	+17.9	126.4	+2.2	135.0	+6.8
Total	110.3	-6.4	111.8	+1.4	122.6	+9.7	136.8	+11.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **United Kingdom**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

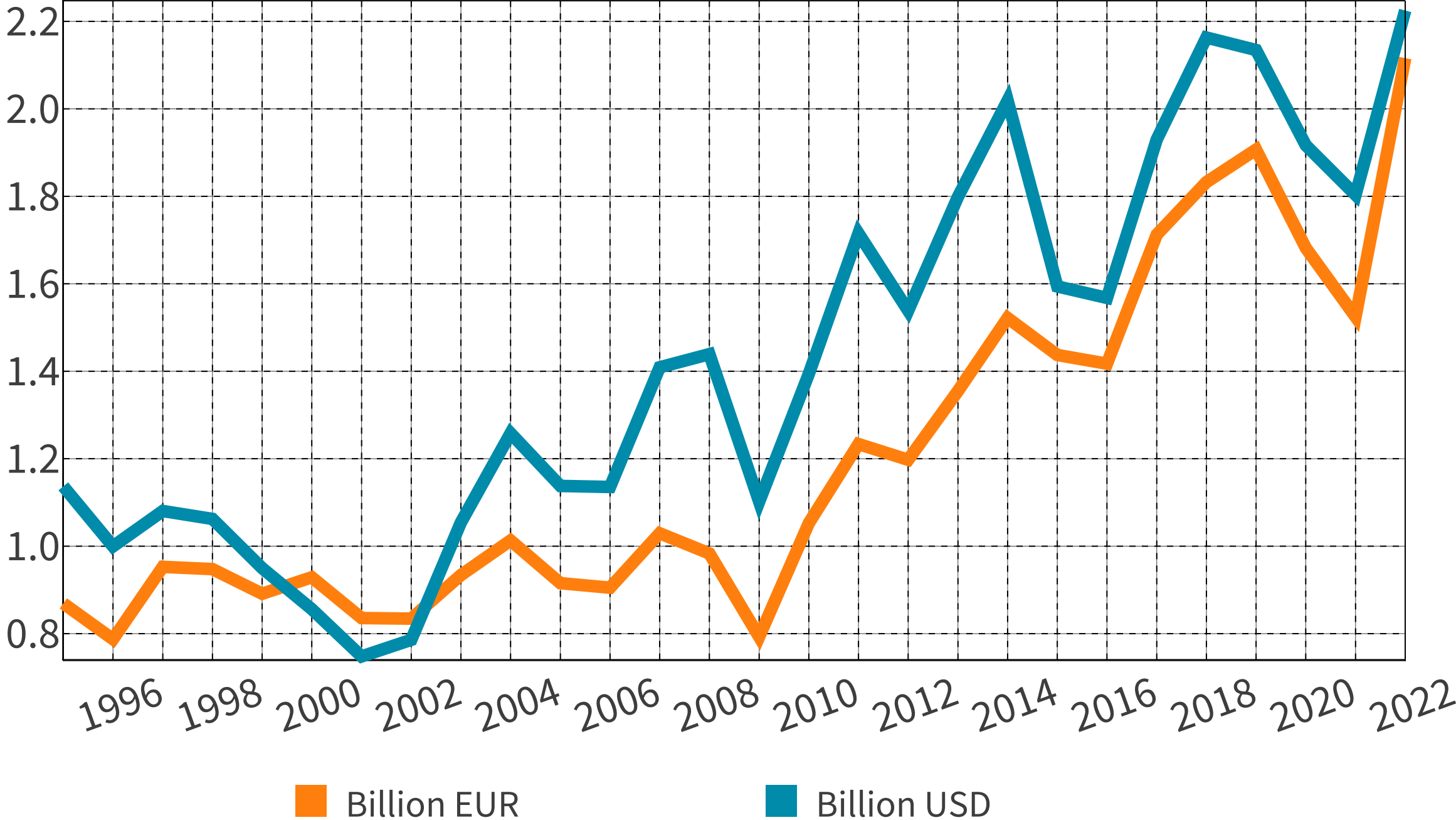
EXPORT 
PLANNING

**Exports
(2022)****2.1** billion EUR**2.2** billion USD**Average prices of
exports (2022)****2.29** EUR/kg**2.41** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+6.7%**CAGR in 2009-2022: **+3.2%**CAGR in 2023-2026: **+3.9%**

Dynamics of Foreign Sales

Exports in Value

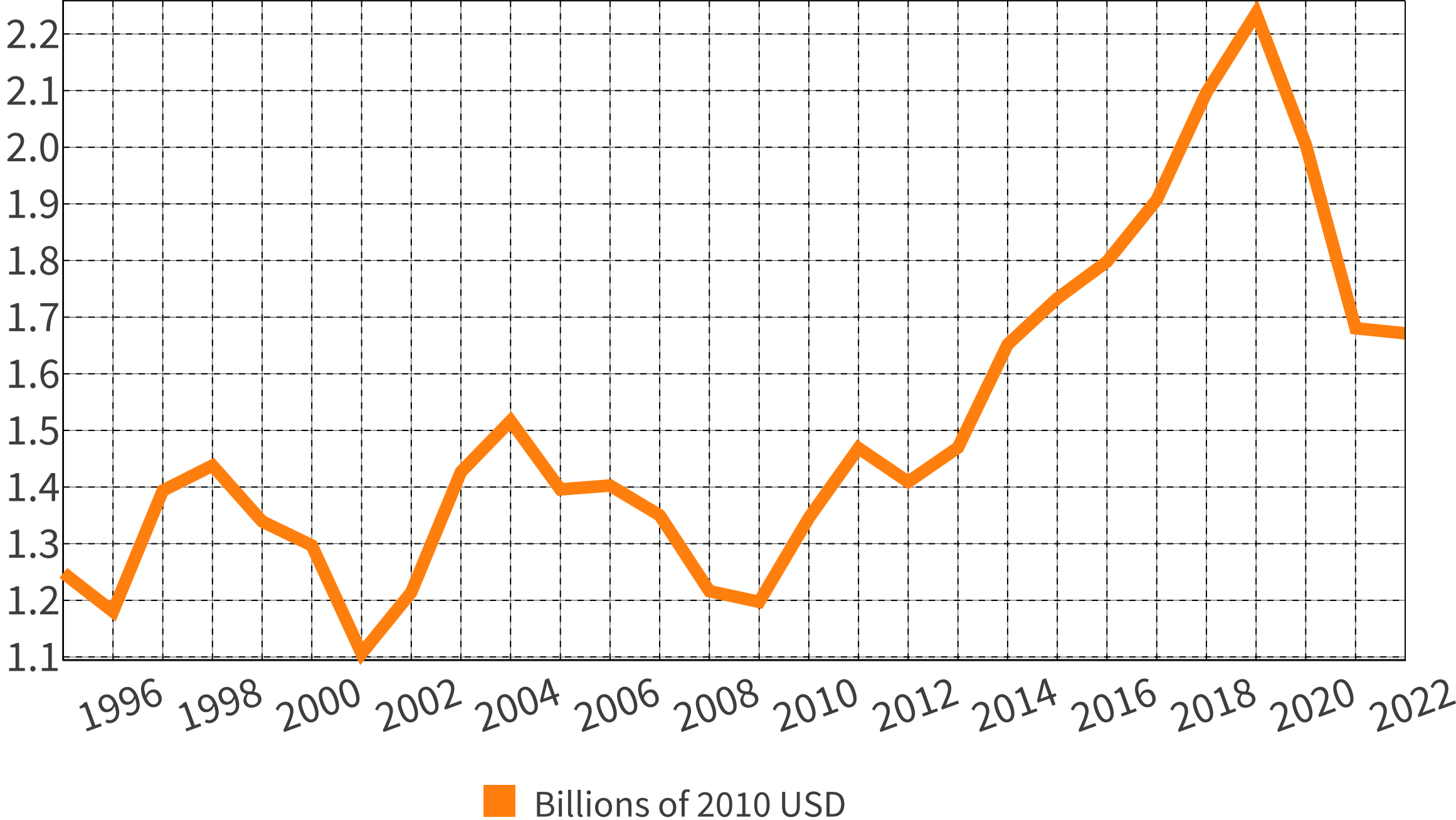
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

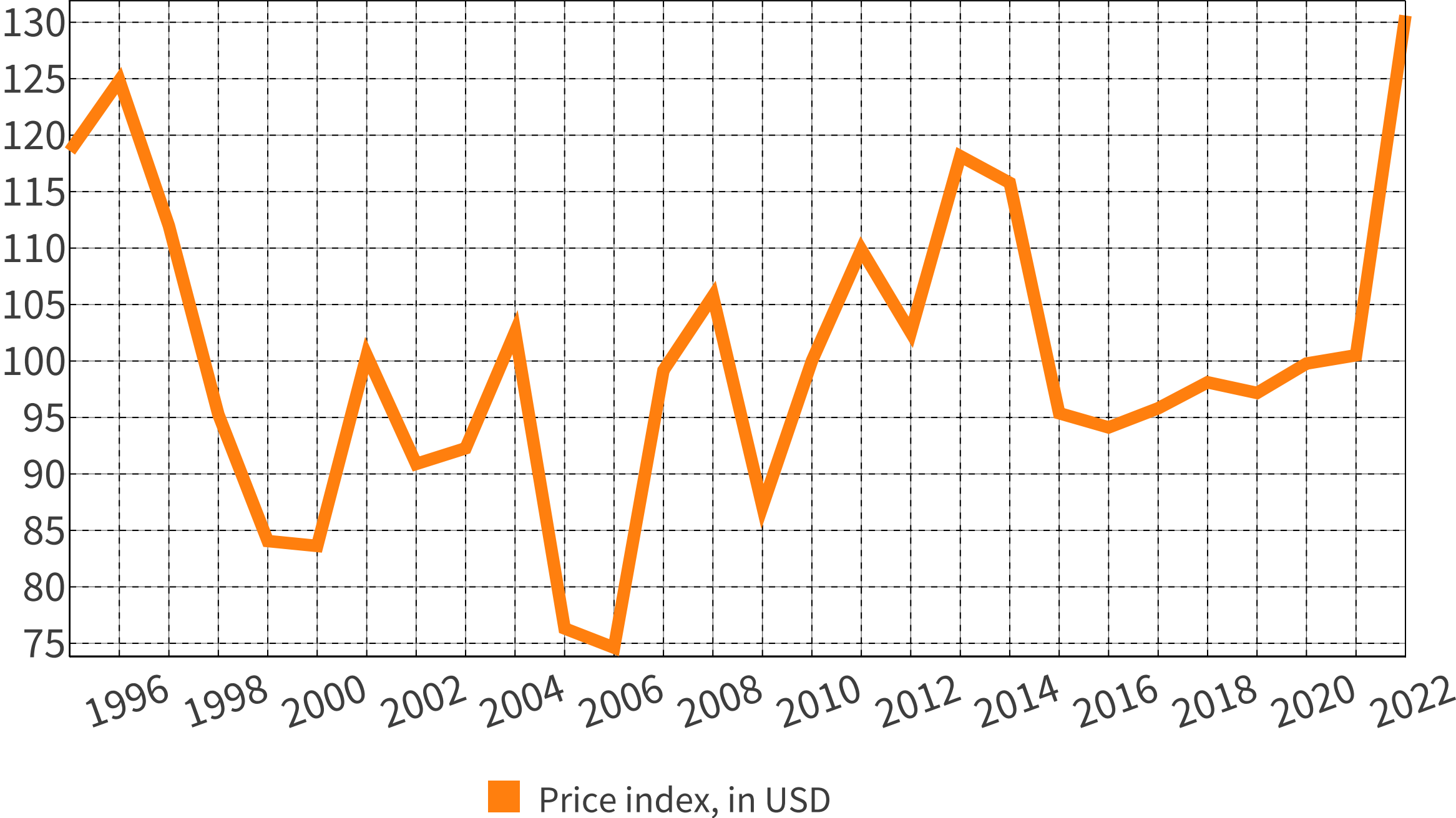
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

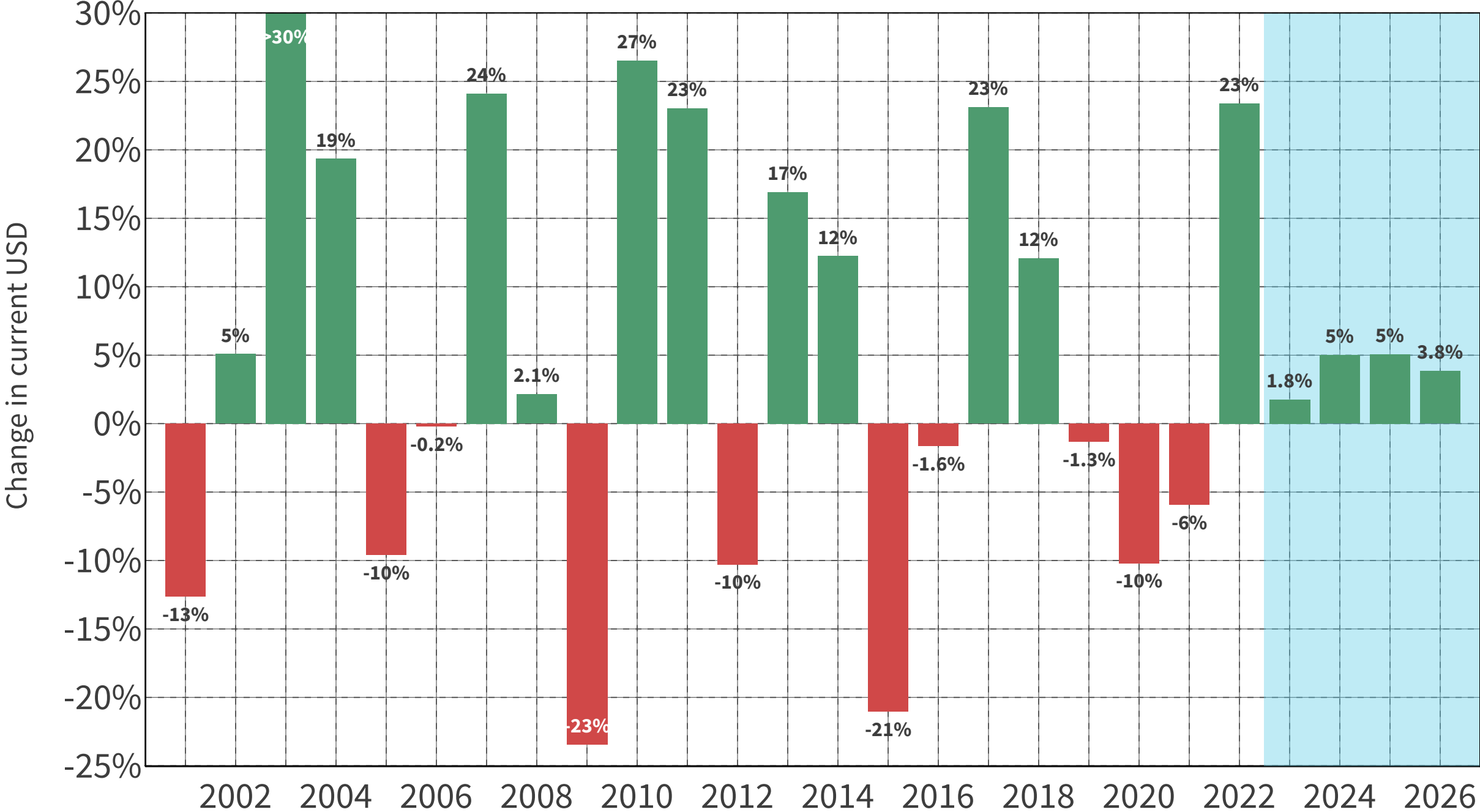
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	1 258	19.3	1 517	6.3	83.0	12.2
2005	1 138	-9.6	1 396	-8.0	81.5	-1.7
2006	1 135	-0.2	1 403	0.5	80.9	-0.7
2007	1 409	24.1	1 350	-3.7	104.4	28.9
2008	1 439	2.1	1 216	-9.9	118.3	13.4
2009	1 102	-23.4	1 197	-1.6	92.0	-22.2
2010	1 394	26.5	1 346	12.4	103.6	12.6
2011	1 715	23.0	1 469	9.2	116.8	12.7
2012	1 539	-10.3	1 409	-4.1	109.2	-6.5
2013	1 799	16.9	1 470	4.3	122.4	12.1
2014	2 019	12.2	1 652	12.4	122.2	-0.1
2015	1 594	-21.0	1 733	4.9	92.0	-24.8
2016	1 568	-1.6	1 798	3.7	87.2	-5.2
2017	1 930	23.1	1 907	6.1	101.2	16.1
2018	2 163	12.1	2 097	9.9	103.2	2.0
2019	2 135	-1.3	2 236	6.7	95.5	-7.5
2020	1 917	-10.2	2 005	-10.4	95.6	0.2
2021	1 803	-5.9	1 680	-16.2	107.3	12.2
2022	2 225	23.4	1 671	-0.5	133.1	24.0

Source: www.exportplanning.com

Foreign Sales Prospect

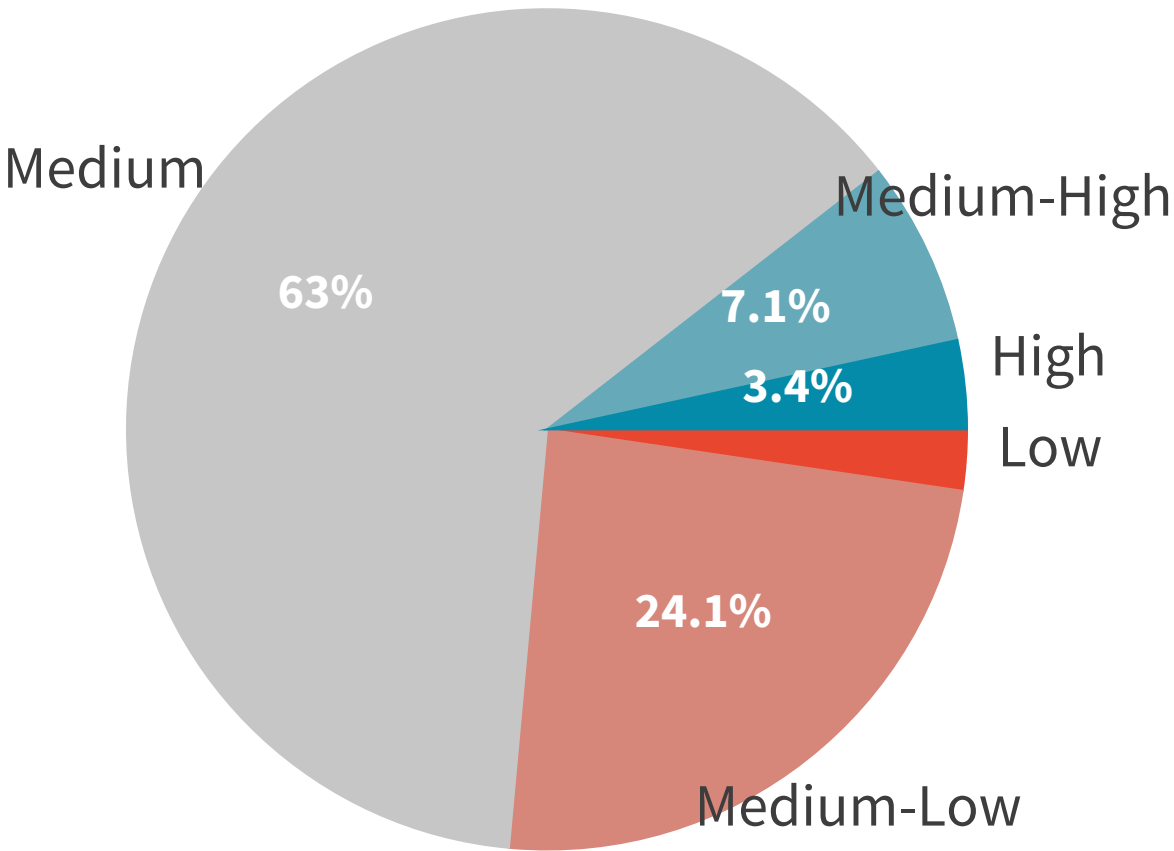
Exports Forecast

Source: www.exportplanning.com

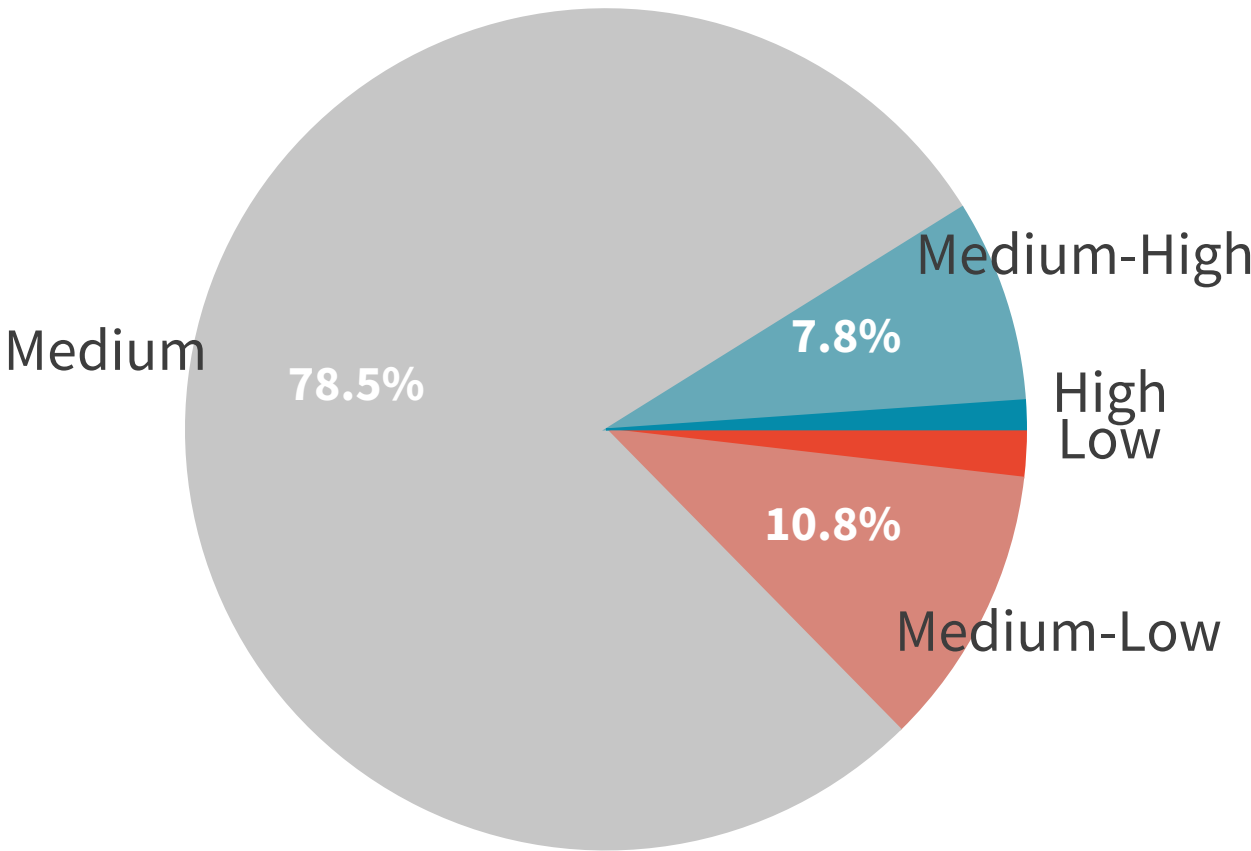


Distribution of Exports by Price Range

Year 2012



Year 2022



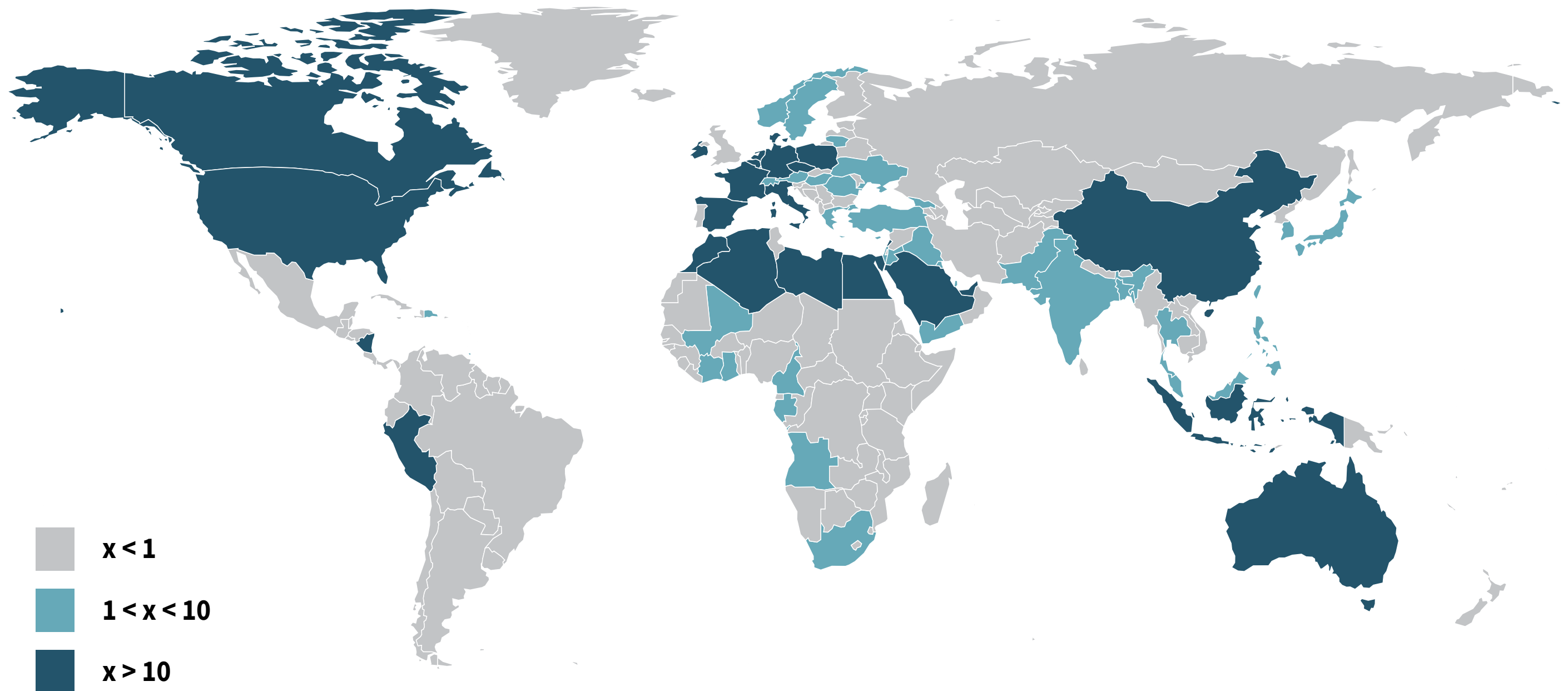
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

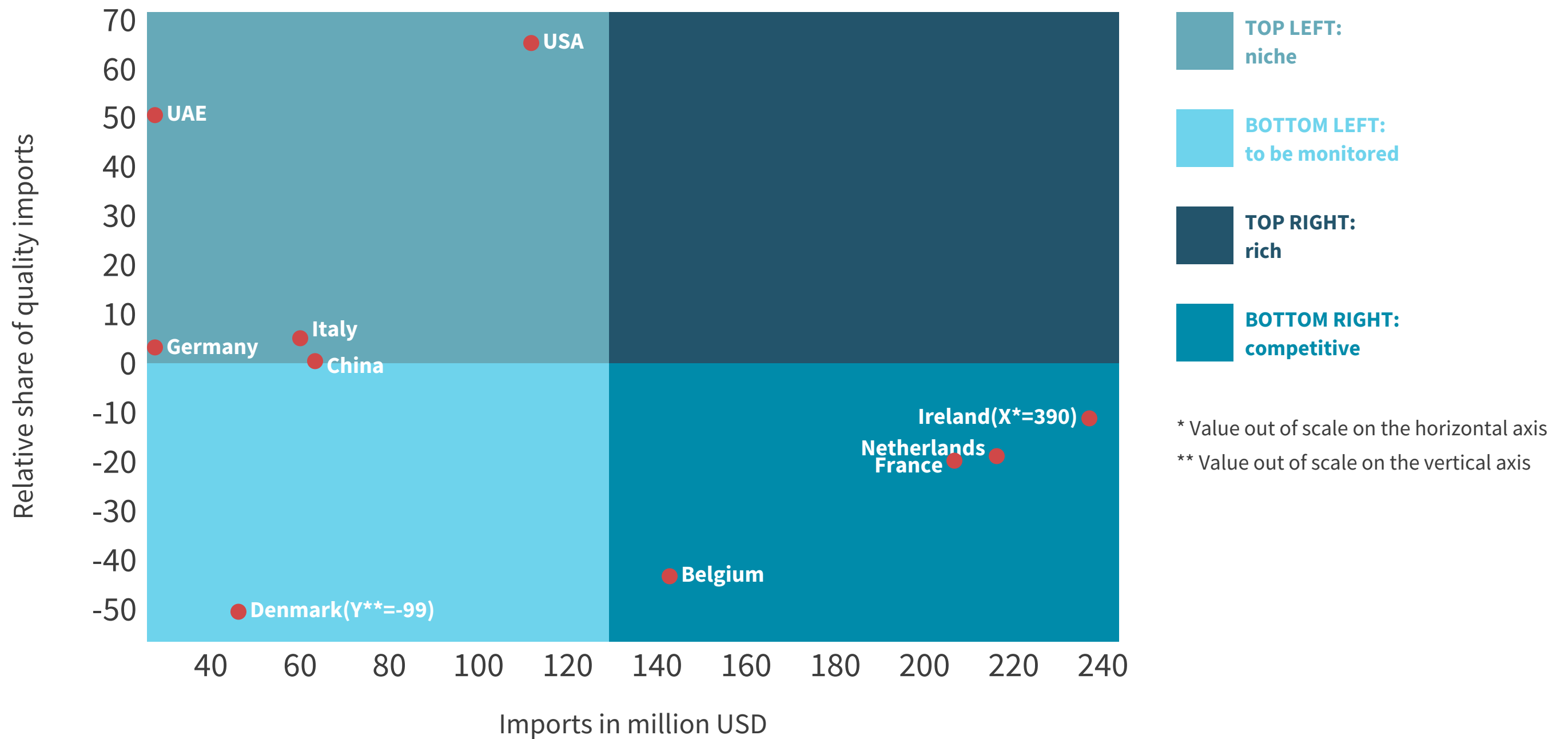
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Ireland	188.0	79.0	479	68.1	390	52.5	410	48.2
Netherlands	126.2	7.3	87	3.1	216	4.1	161	2.3
France	116.8	6.8	117	3.7	207	3.8	254	3.4
Belgium	120.2	7.2	123	3.9	143	3.1	186	3.0
USA	20.3	2.5	49	3.3	112	4.4	126	3.7
China	6.9	3.9	<1	<0.1	63	0.8	92	1.0
Italy	13.2	0.6	46	1.0	60	1.2	27	0.4
Denmark	9.7	4.8	17	2.7	46	5.1	52	4.2
UAE	2.7	1.1	15	1.8	28	1.9	66	3.6
Germany	59.3	2.2	84	1.2	28	0.3	41	0.3
Egypt	7.4	3.8	1	0.2	26	4.0	40	5.6
Saudi-Ar	1.7	0.3	4	0.2	24	1.2	27	1.2
Canada	3.5	1.9	7	1.8	24	3.3	21	2.4
Spain	15.3	1.8	29	1.1	22	0.8	30	0.8
Poland	0.1	0.1	1	0.4	20	1.3	32	1.5
Australia	1.3	0.9	3	0.6	19	1.6	21	1.3
Hong Kong	3.9	1.3	4	1.0	17	2.5	25	2.9
Czech Rep.	0.1	0.2	<1	0.1	16	1.8	19	1.6
Algeria	19.5	4.4	28	2.3	16	0.8	18	0.7
Morocco	1.6	2.3	1	0.5	15	4.4	18	4.0
ROW + SD*	138.1	.	343	.	734	.	927	.
Total	856.0	3.6	1 439	2.4	2 225	2.3	2 594	2.1

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

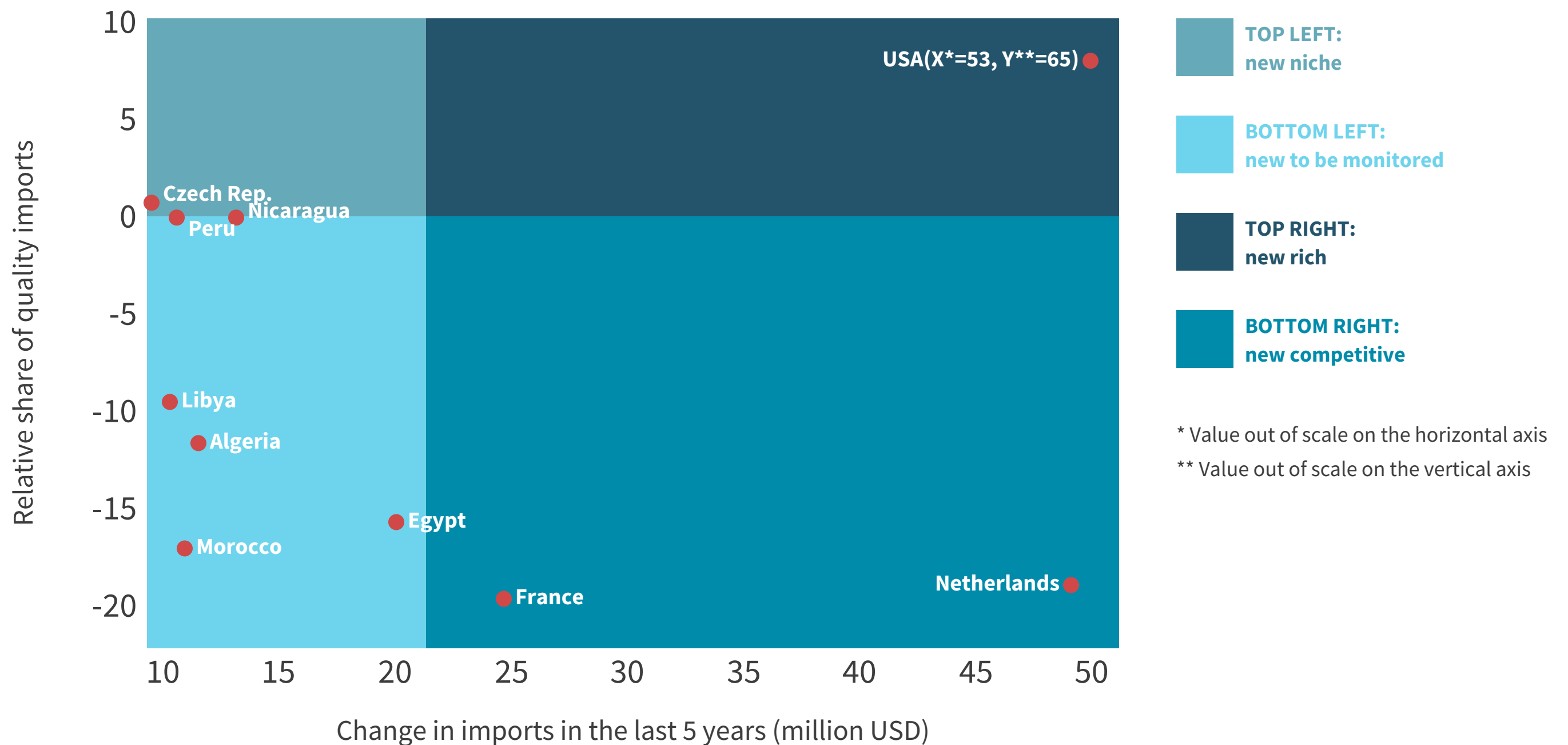
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Ireland	650	-9.8	637	-2.0	550	-13.6	133	-75.8
Netherlands	242	-0.9	202	-16.6	232	+15.2	231	-0.3
France	189	+1.2	140	-25.9	144	+3.1	124	-14.3
Belgium	165	-5.2	113	-31.4	152	+34.7	116	-23.7
USA	80	+10.5	67	-16.9	76	+13.4	115	+52.1
China	119	-4.0	80	-32.6	88	+9.4	63	-27.7
Italy	55	-2.3	45	-17.7	44	-3.4	.	.
Denmark	44	-15.9	48	+9.6	33	-32.7	43	+33.4
UAE	29	+18.4	19	-33.2	22	+16.8	28	+24.0
Germany	104	-1.2	123	+17.8	47	-61.3	41	-12.7
Egypt	17	+176.6	19	+8.0	23	+21.6	29	+25.7
Saudi-Ar	13	+11.1	14	+0.9	15	+10.2	24	+57.9
Canada	19	+26.8	18	-8.5	22	+22.6	24	+8.7
Spain	63	+9.5	51	-18.4	31	-39.6	28	-8.7
Poland	31	+34.7	31	+1.6	29	-6.6	24	-15.9
Australia	19	+29.7	19	-1.1	16	-19.0	19	+20.6
Hong Kong	17	-11.0	26	+51.0	16	-37.7	14	-13.4
Czech Rep.	6	-22.5	6	+3.4	8	+40.7	11	+37.5
Algeria	28	+205.7	25	-10.2	28	+12.2	16	-43.8
Morocco	2	-40.5	2	+5.6	9	+301.1	15	+78.8
Rest of the world	260	+3.1	249	-4.5	242	-2.8	1 153	+377.1
Total	2 154	-1.3	1 934	-10.2	1 827	-5.5	2 253	+23.3

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Ireland	591	-5.6	557	-5.8	470	-15.6	642	+36.6
Netherlands	158	+16.5	180	+13.9	146	-19.2	198	+35.7
France	187	-0.8	137	-27.0	216	+58.0	280	+29.7
Belgium	226	-20.4	136	-39.6	138	+1.0	176	+28.0
USA	73	+11.1	49	-33.4	67	+37.3	75	+12.3
China	37	+31.7	33	-12.1	62	+91.4	34	-45.1
Italy	85	-7.9	74	-12.6	37	-49.7	60	+62.1
Denmark	40	-17.7	42	+4.1	40	-4.2	50	+24.7
UAE	36	+0.8	36	+1.2	36	-1.1	.	.
Germany	84	-16.8	113	+34.6	17	-85.3	14	-15.0
Egypt	20	+145.7	22	+14.2	19	-16.4	22	+18.9
Saudi-Ar	16	-23.0	22	+31.7	14	-33.5	.	.
Canada	19	+17.2	21	+10.6	23	+10.1	24	+3.5
Spain	53	-2.3	52	-1.7	12	-77.7	16	+37.7
Poland	23	+49.0	56	+142.0	11	-80.4	8	-26.1
Australia	16	+4.8	19	+19.0	18	-6.4	18	-1.4
Hong Kong	29	-2.7	32	+10.4	22	-29.7	19	-15.4
Czech Rep.	6	-28.4	6	+5.4	8	+26.9	12	+51.3
Algeria	.	.	.	.	.	.	.	.
Morocco	2	-49.6	2	+9.6	6	+192.6	15	+135.5
Rest of the world	233	+8.0	216	-7.0	163	-24.8	151	-6.9
Total	1 933	-3.0	1 805	-6.6	1 524	-15.6	1 814	+19.1
Total of 2022 sample	1 854	-3.1	1 715	-7.5	1 453	-15.3	1 814	+24.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Ireland	621	-8.1	598	-3.8	508	-14.9	390	-23.4
Netherlands	197	+5.6	188	-4.7	188	+0.1	216	+15.0
France	190	-0.1	139	-26.6	182	+30.8	207	+13.6
Belgium	190	-15.1	123	-35.1	145	+17.7	143	-1.2
USA	79	+10.8	60	-24.4	75	+25.6	112	+49.1
China	87	+13.1	61	-29.8	86	+40.5	63	-25.9
Italy	70	-5.7	60	-14.2	41	-32.4	60	+48.9
Denmark	42	-16.9	45	+7.0	36	-20.4	46	+29.3
UAE	34	+16.3	27	-22.3	28	+5.8	28	-1.5
Germany	93	-10.2	119	+28.1	34	-71.4	28	-19.0
Egypt	18	+149.0	20	+11.1	21	+2.2	26	+22.8
Saudi-Ar	15	-6.7	18	+19.9	15	-13.8	24	+53.5
Canada	19	+20.9	20	+3.5	22	+13.6	24	+5.7
Spain	58	+3.8	52	-10.2	21	-60.0	22	+4.4
Poland	27	+38.9	41	+53.9	20	-50.5	20	-3.3
Australia	18	+17.6	20	+7.4	17	-12.7	19	+12.8
Hong Kong	23	-13.8	29	+26.3	20	-29.5	17	-16.3
Czech Rep.	6	-25.7	6	+4.6	11	+77.5	16	+49.3
Algeria	28	+205.7	25	-10.2	28	+12.2	16	-43.8
Morocco	2	-44.5	2	+3.7	8	+250.5	15	+99.1
ROW + SD*	318	+4.2	264	-16.8	297	+12.1	734	+147.5
Total	2 135	-1.3	1 917	-10.2	1 803	-5.9	2 225	+23.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Ireland	133	-75.8	642	+36.6	390	-23.4
Netherlands	231	-0.3	198	+35.7	216	+15.0
France	124	-14.3	280	+29.7	207	+13.6
Belgium	116	-23.7	176	+28.0	143	-1.2
USA	115	+52.1	75	+12.3	112	+49.1
China	63	-27.7	34	-45.1	63	-25.9
Italy	.	.	60	+62.1	60	+48.9
Denmark	43	+33.4	50	+24.7	46	+29.3
UAE	28	+24.0	.	.	28	-1.5
Germany	41	-12.7	14	-15.0	28	-19.0
Egypt	29	+25.7	22	+18.9	26	+22.8
Saudi-Ar	24	+57.9	.	.	24	+53.5
Canada	24	+8.7	24	+3.5	24	+5.7
Spain	28	-8.7	16	+37.7	22	+4.4
Poland	24	-15.9	8	-26.1	20	-3.3
Australia	19	+20.6	18	-1.4	19	+12.8
Hong Kong	14	-13.4	19	-15.4	17	-16.3
Czech Rep.	11	+37.5	12	+51.3	16	+49.3
Algeria	16	-43.8	.	.	16	-43.8
Morocco	15	+78.8	15	+135.5	15	+99.1
Rest of the world*	1 153	+377.1	151	-6.9	734	+147.5
Total**	2 253	+23.3	1 814	+24.8	2 225	+23.4

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Ireland	730	-2.9	666	-8.7	535	-19.6	363	-32.1
Netherlands	243	+17.9	233	-4.3	191	-17.9	182	-4.8
France	176	+10.2	135	-23.3	161	+19.3	180	+11.8
Belgium	180	+10.0	134	-25.5	140	+4.0	112	-20.0
USA	50	+14.3	42	-15.1	52	+24.3	61	+17.5
China	60	+16.4	45	-24.9	65	+44.0	38	-42.0
Italy	66	+5.0	61	-8.1	33	-45.8	35	+6.2
Denmark	62	-6.9	67	+7.3	49	-27.0	52	+6.0
UAE	25	+16.5	19	-24.2	20	+2.4	16	-19.5
Germany	93	-5.5	124	+33.1	27	-78.3	22	-17.9
Egypt	22	+118.5	24	+7.9	20	-15.1	20	+2.3
Saudi-Ar	18	+10.6	17	-6.6	14	-15.3	17	+20.8
Canada	11	+29.1	12	+14.3	12	-4.5	12	+1.5
Spain	70	+15.5	64	-9.1	20	-68.8	18	-8.9
Poland	31	+58.7	45	+46.2	19	-57.5	17	-10.1
Australia	12	+26.0	14	+11.3	10	-24.8	11	+6.1
Hong Kong	16	-4.8	19	+17.9	12	-37.7	11	-6.9
Czech Rep.	6	-18.4	6	+7.2	6	-5.4	7	+28.0
Algeria	29	+157.0	28	-3.9	26	-8.1	11	-57.3
Morocco	3	-44.3	2	-7.5	7	+202.1	12	+65.2
ROW + SD*	333	+8.9	248	-25.5	261	+5.4	473	+81.2
Total	2 236	+6.7	2 005	-10.4	1 680	-16.2	1 671	-0.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Ireland	85.1	-5.3	89.8	+5.4	95.0	+5.8	107.2	+12.9
Netherlands	81.2	-10.4	80.8	-0.4	98.5	+21.9	119.1	+20.9
France	107.4	-9.4	102.9	-4.2	112.8	+9.7	114.6	+1.6
Belgium	105.1	-22.9	91.6	-12.9	103.8	+13.2	128.2	+23.5
USA	159.5	-3.1	142.1	-10.9	143.5	+1.0	182.2	+27.0
China	143.6	-2.9	134.2	-6.5	130.9	-2.5	167.3	+27.8
Italy	106.1	-10.2	99.0	-6.7	123.5	+24.8	173.1	+40.1
Denmark	67.9	-10.7	67.7	-0.3	73.8	+9.1	90.1	+22.1
UAE	134.4	-0.2	137.7	+2.4	142.2	+3.3	174.1	+22.4
Germany	99.1	-5.0	95.4	-3.7	125.8	+31.8	124.1	-1.3
Egypt	84.3	+13.9	86.8	+3.0	104.5	+20.5	125.5	+20.0
Saudi-Ar	82.5	-15.7	105.9	+28.4	107.8	+1.8	136.9	+27.0
Canada	178.3	-6.4	161.4	-9.5	192.0	+19.0	199.9	+4.1
Spain	83.2	-10.1	82.2	-1.2	105.3	+28.1	120.6	+14.6
Poland	88.0	-12.5	92.6	+5.3	108.0	+16.6	116.1	+7.5
Australia	148.6	-6.7	143.4	-3.5	166.4	+16.1	177.1	+6.4
Hong Kong	139.3	-9.5	149.2	+7.1	168.9	+13.2	151.9	-10.1
Czech Rep.	103.8	-8.9	101.3	-2.4	190.0	+87.6	221.6	+16.6
Algeria	95.3	+19.0	89.0	-6.6	108.8	+22.2	143.4	+31.8
Morocco	79.0	-0.4	88.6	+12.1	102.8	+16.0	123.9	+20.6
ROW + SD*	95.6	-4.3	106.8	+11.7	113.6	+6.4	155.1	+36.6
Total	95.5	-7.5	95.6	+0.2	107.3	+12.2	133.1	+24.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **United States**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

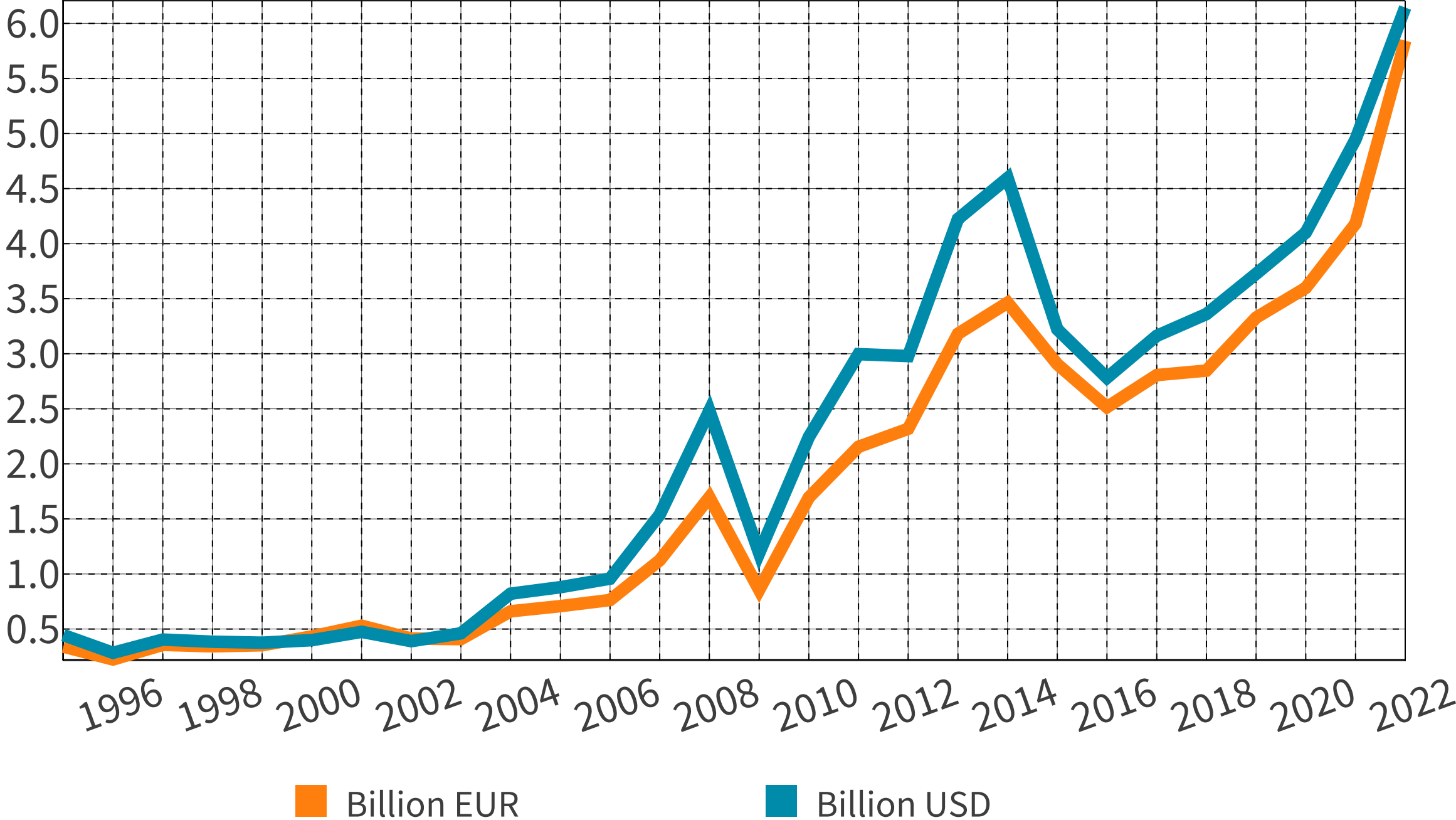
EXPORT 
PLANNING

**Exports
(2022)****5.8** billion EUR**6.1** billion USD**Average prices of
exports (2022)****3.78** EUR/kg**3.98** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+25.7%**CAGR in 2009-2022: **+6.7%**CAGR in 2023-2026: **+4.5%**

Dynamics of Foreign Sales

Exports in Value

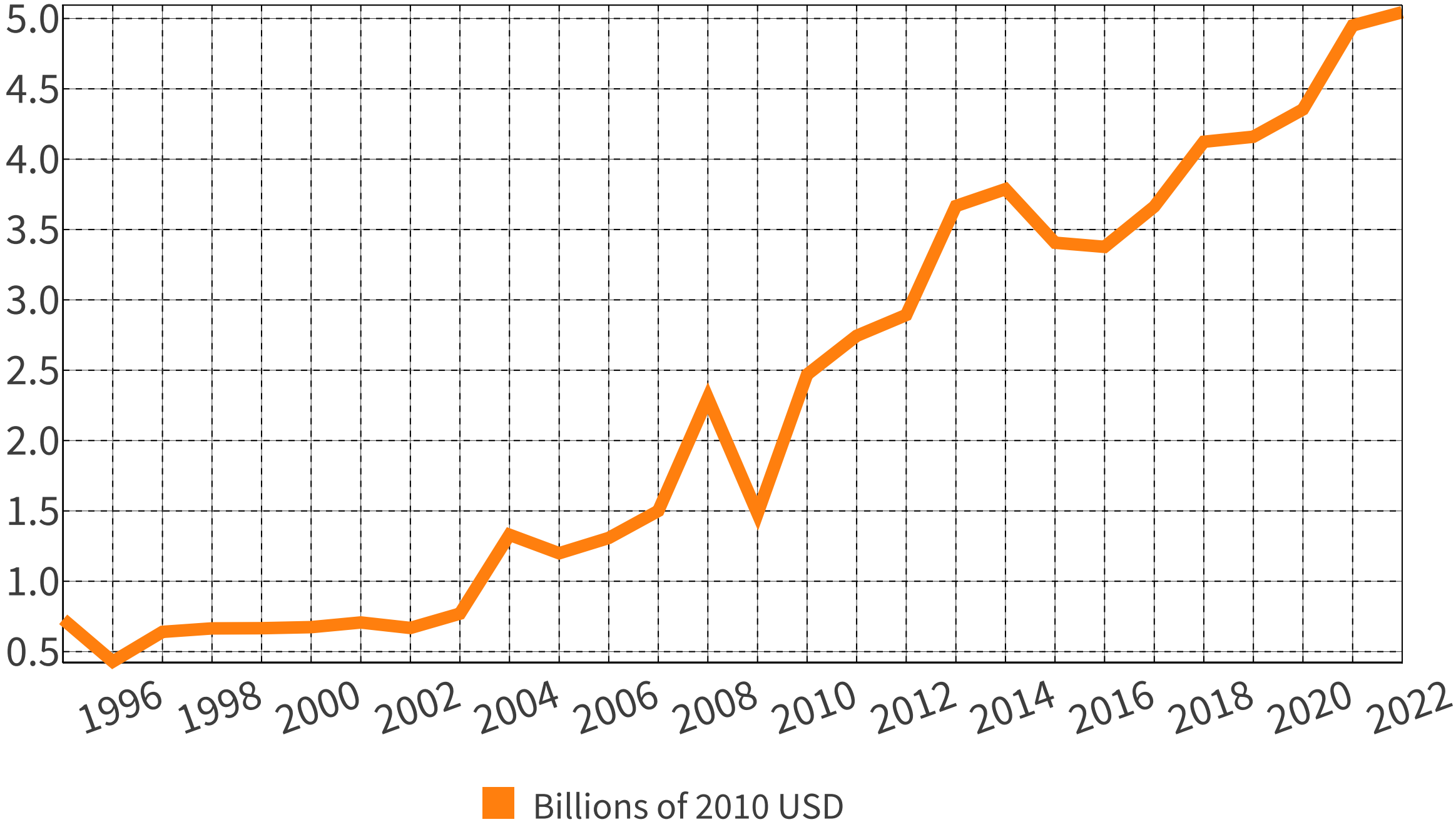
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

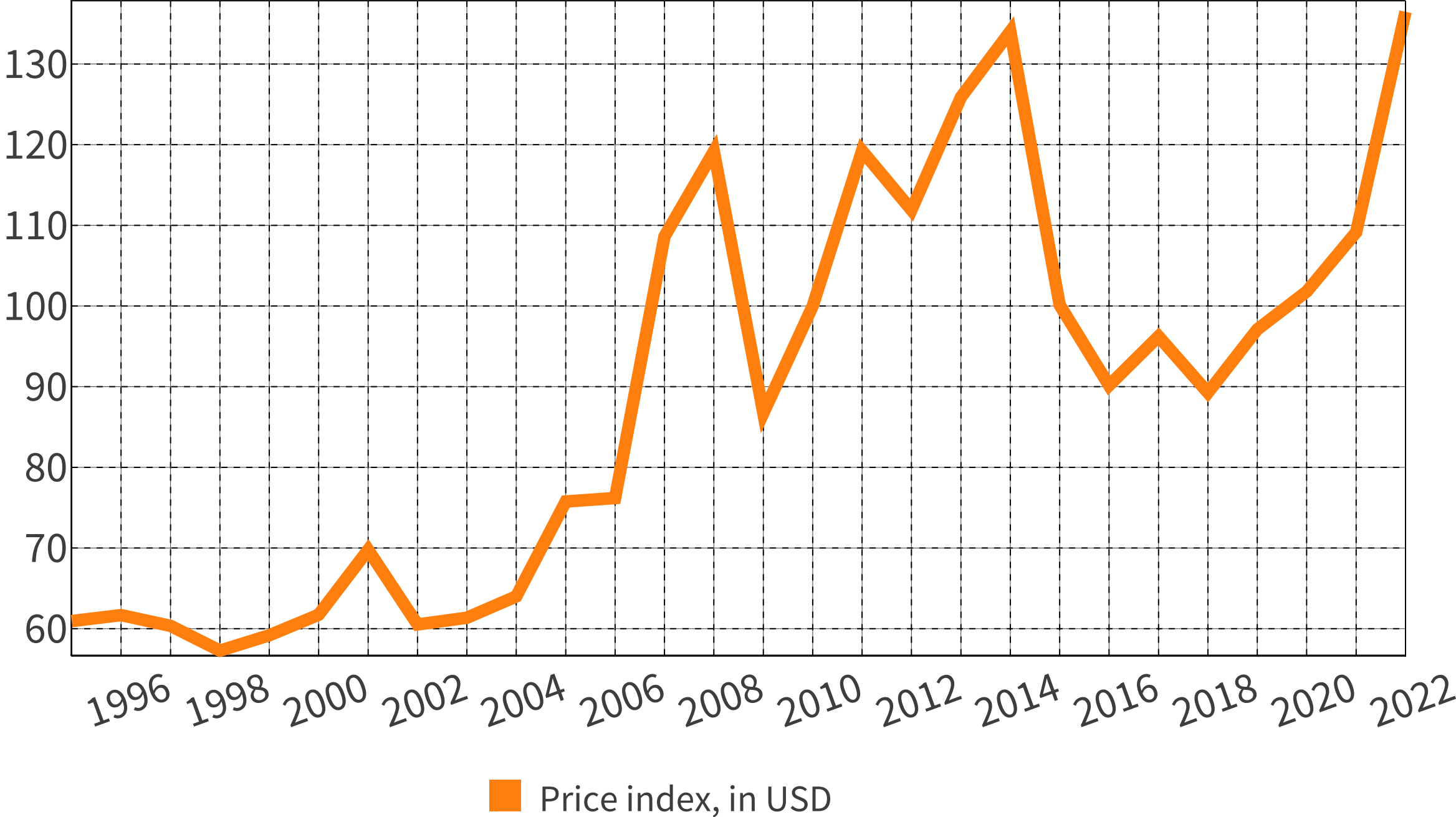
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

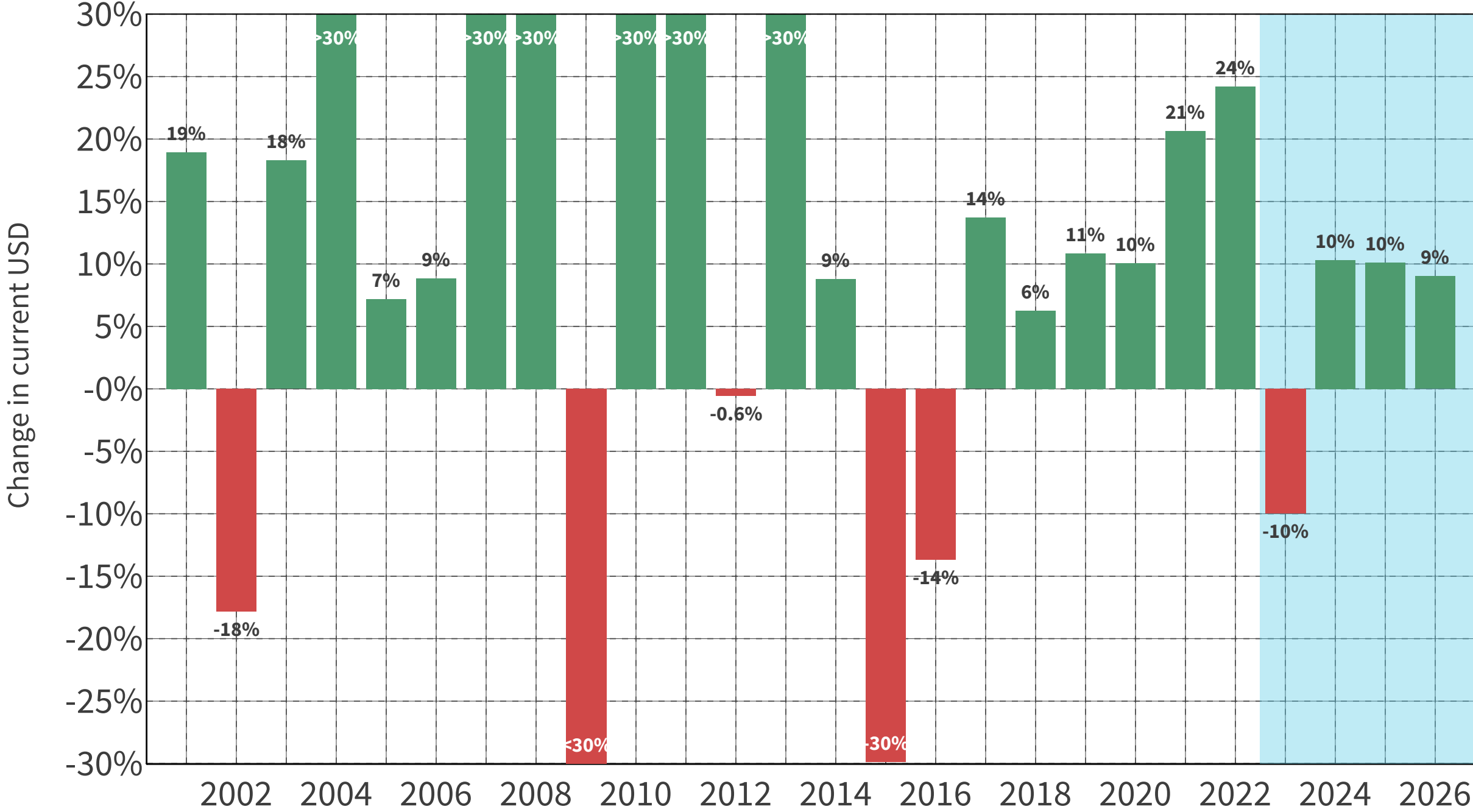
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	821	78.0	1 330	72.8	61.7	3.0
2005	880	7.2	1 199	-9.9	73.4	18.9
2006	958	8.8	1 308	9.1	73.2	-0.2
2007	1 539	60.6	1 500	14.7	102.6	40.0
2008	2 482	61.3	2 303	53.5	107.8	5.1
2009	1 189	-52.1	1 481	-35.7	80.3	-25.5
2010	2 244	88.7	2 469	66.7	90.9	13.2
2011	2 996	33.5	2 744	11.1	109.2	20.1
2012	2 979	-0.6	2 893	5.4	103.0	-5.7
2013	4 224	41.8	3 667	26.8	115.2	11.8
2014	4 596	8.8	3 787	3.3	121.4	5.3
2015	3 222	-29.9	3 406	-10.1	94.6	-22.1
2016	2 782	-13.7	3 377	-0.9	82.4	-12.9
2017	3 163	13.7	3 663	8.5	86.3	4.8
2018	3 361	6.3	4 124	12.6	81.5	-5.6
2019	3 726	10.9	4 160	0.9	89.6	9.9
2020	4 100	10.0	4 354	4.7	94.2	5.1
2021	4 946	20.6	4 950	13.7	99.9	6.1
2022	6 144	24.2	5 045	1.9	121.8	21.9

Source: www.exportplanning.com

Foreign Sales Prospect

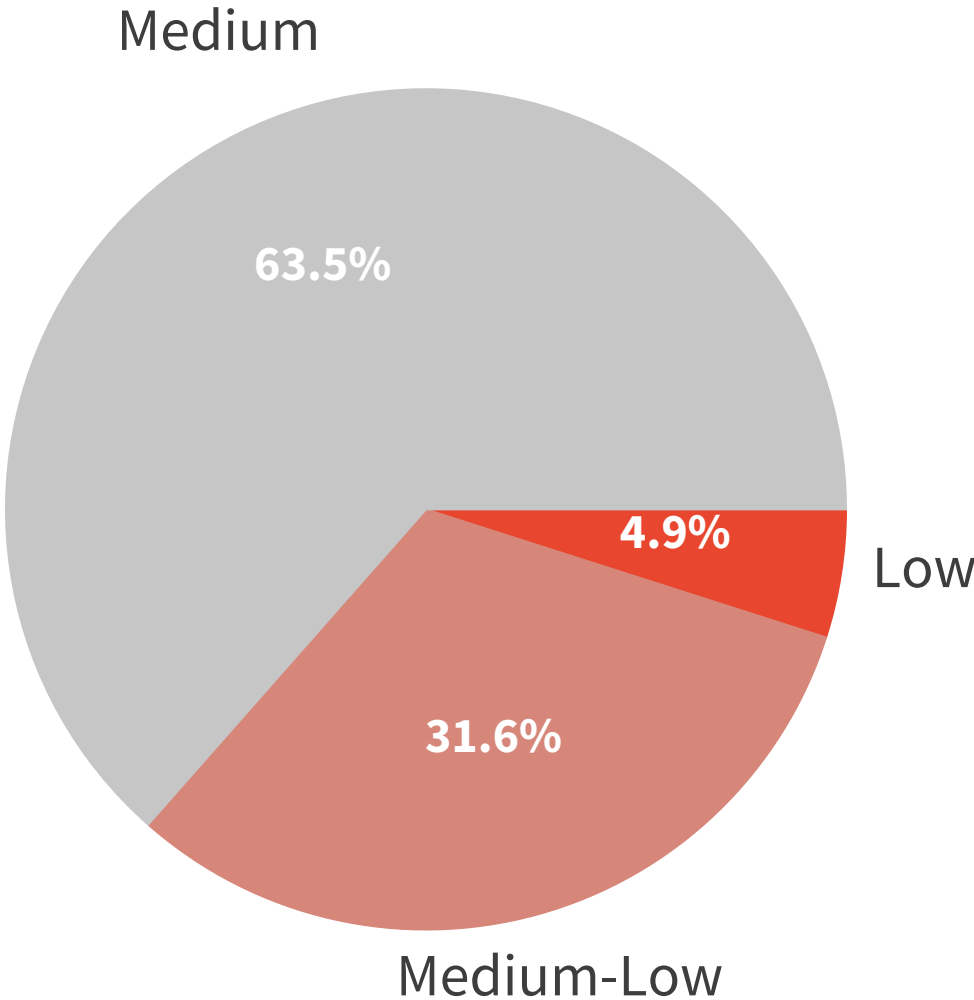
Exports Forecast

Source: www.exportplanning.com

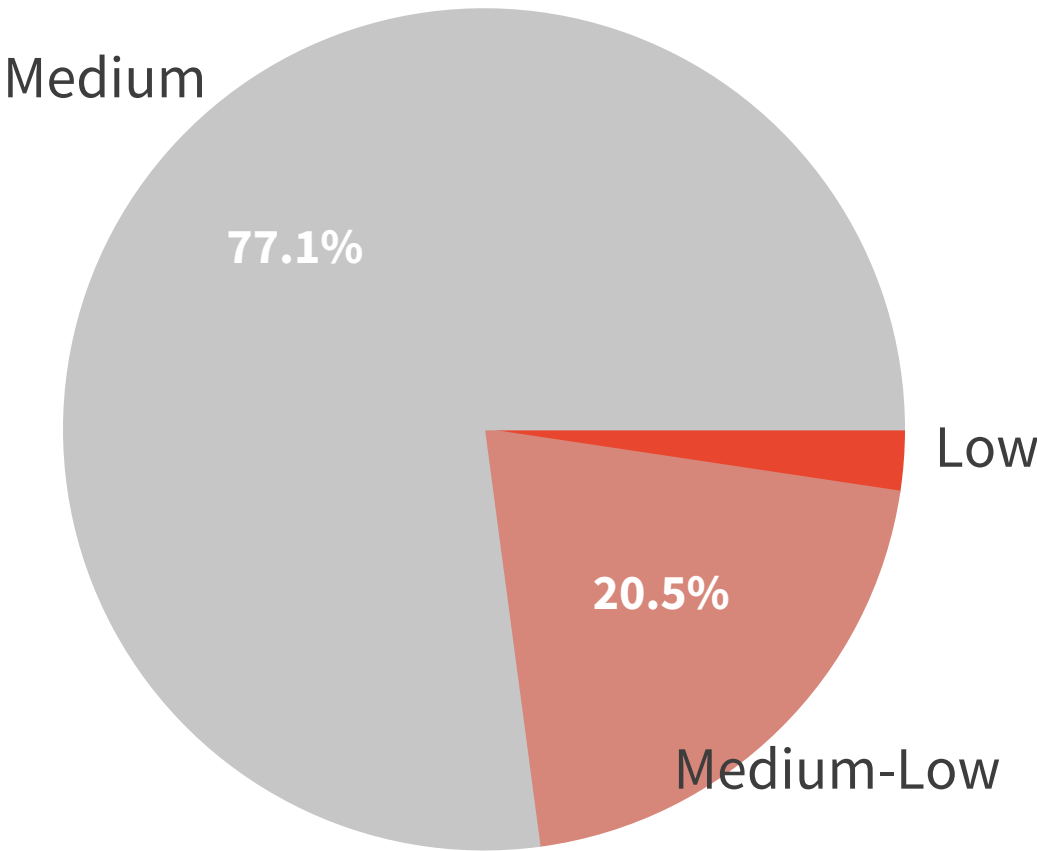


Distribution of Exports by Price Range

Year 2012



Year 2022



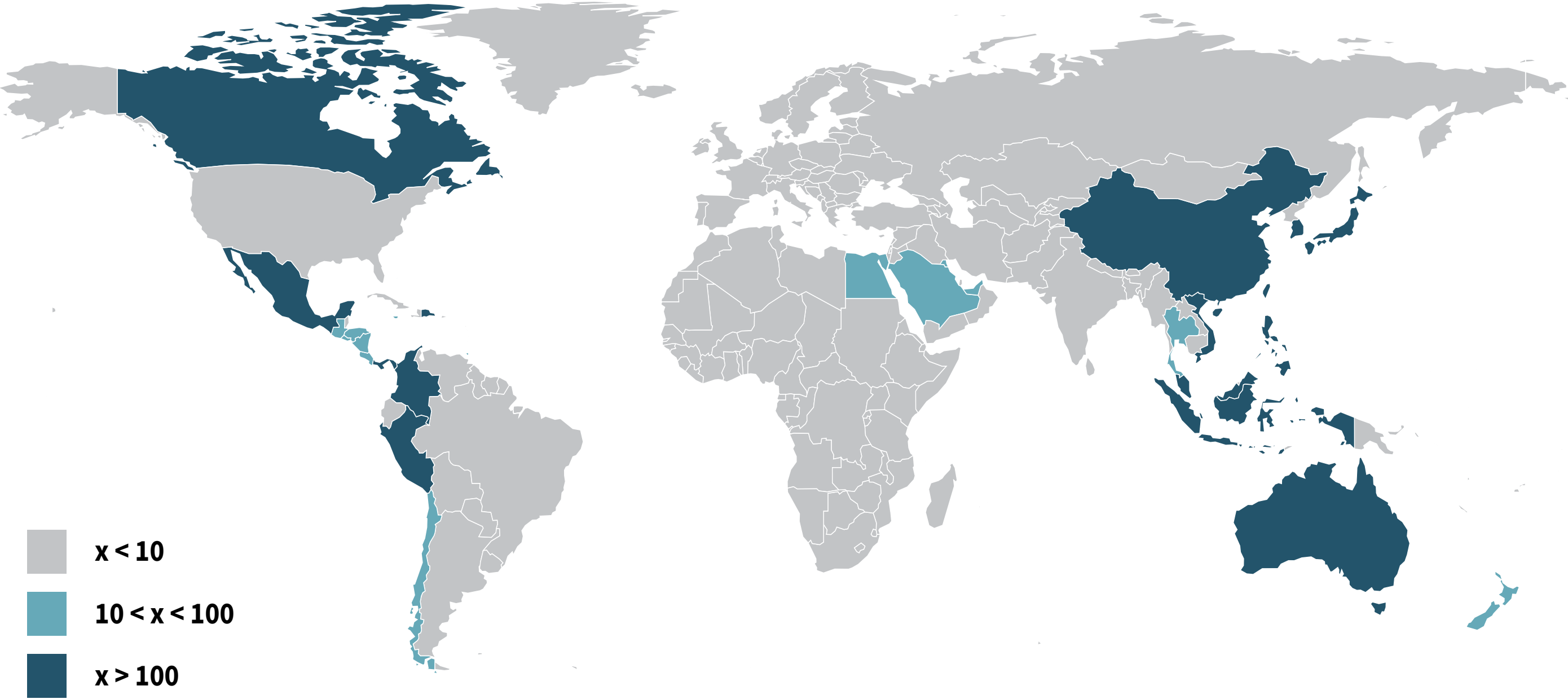
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

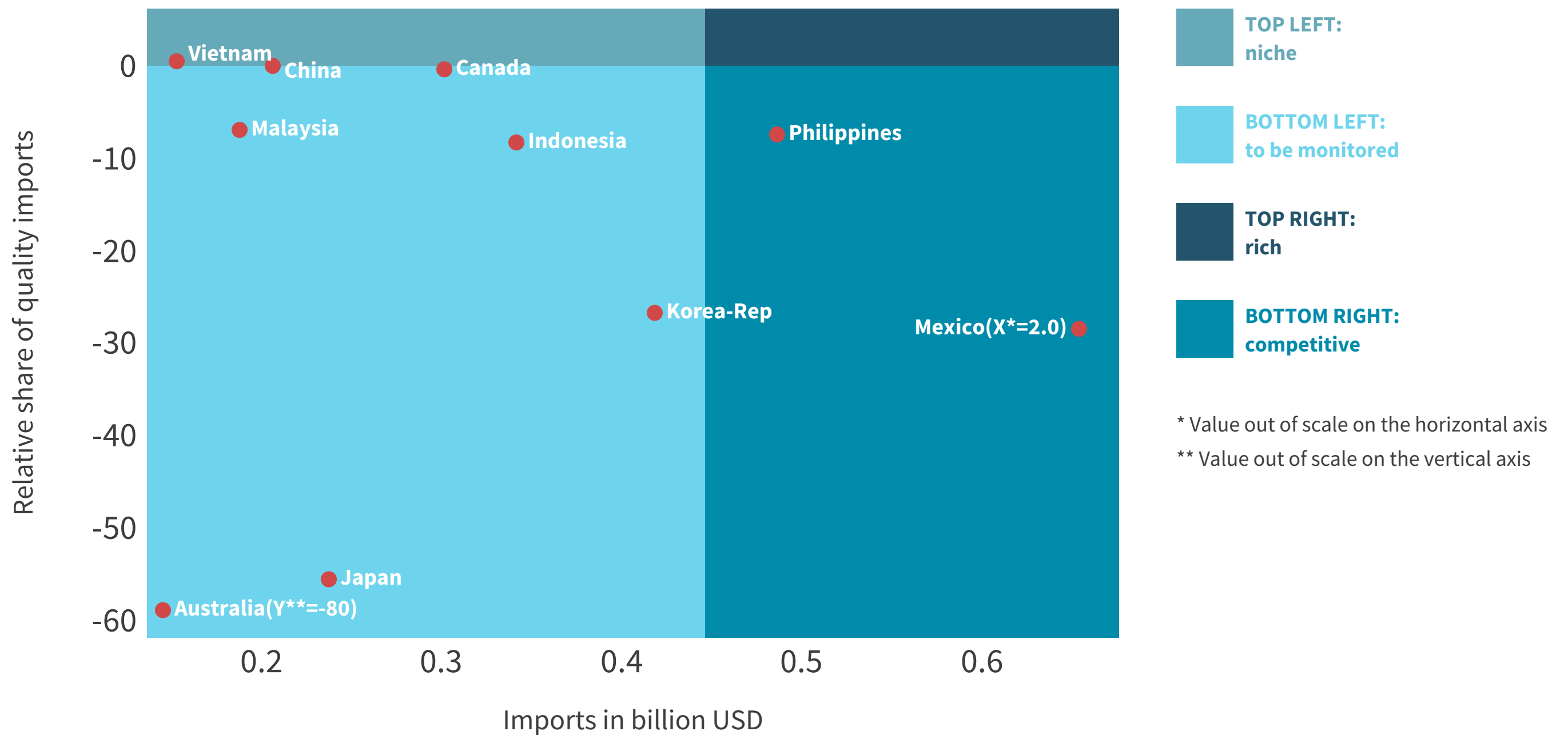
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Mexico	119.1	23.8	720	59.0	1 977	87.7	2 354	83.2
Philippines	13.0	3.2	178	23.3	488	32.2	390	24.6
Korea-Rep	11.5	12.1	64	20.7	420	31.5	363	21.7
Indonesia	6.6	2.6	177	20.4	342	19.8	334	19.2
Canada	38.4	20.4	115	30.2	302	42.4	423	48.4
Japan	29.5	4.4	115	8.5	239	13.3	300	13.0
China	2.3	1.3	65	10.4	207	2.7	243	2.6
Malaysia	3.4	1.0	80	10.7	189	15.8	134	10.7
Vietnam	4.9	3.4	60	16.1	154	20.8	153	15.1
Australia	2.0	1.4	32	6.4	146	12.3	232	13.9
Peru	1.6	2.4	18	15.2	145	38.4	136	30.1
Colombia	2.4	9.5	8	55.9	127	45.1	151	44.1
Dominican R.	11.2	9.8	33	18.6	126	33.3	153	27.6
Taiwan	5.8	2.6	19	6.1	111	13.8	129	14.0
Panama	2.4	8.6	23	28.1	102	55.2	107	51.4
Saudi-Ar	4.1	0.7	58	3.7	88	4.6	76	3.4
Guatemala	4.7	8.3	14	11.2	87	27.8	129	30.3
Chile	1.5	2.8	18	24.6	85	23.8	93	19.0
Honduras	5.0	20.2	19	27.7	84	70.3	97	72.8
Bahrain	0.3	0.5	23	11.8	71	20.2	12	3.7
ROW + SD*	129.1	.	642	.	653	.	1 314	.
Total	398.9	1.7	2 482	4.1	6 144	6.5	7 325	5.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

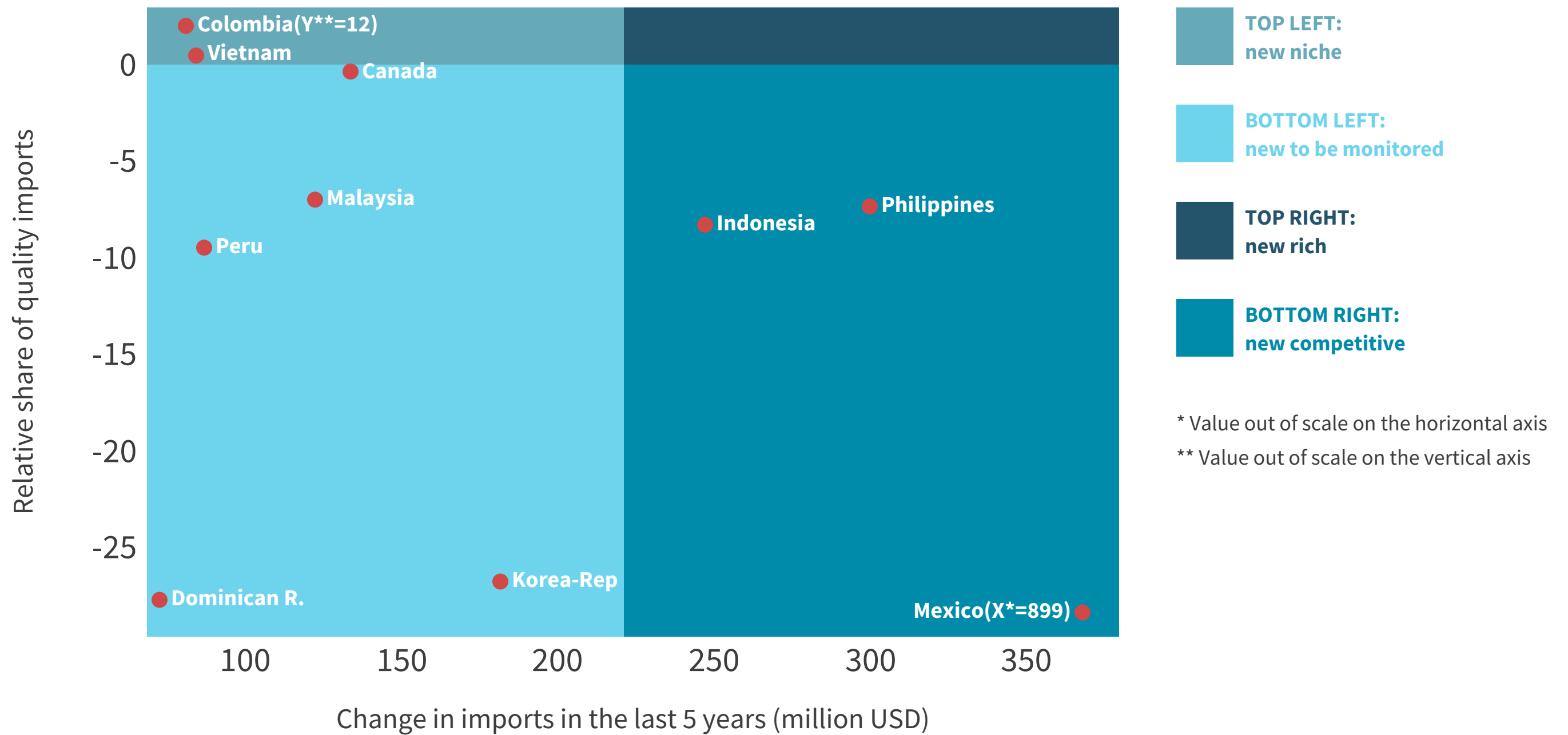
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Mexico	1 295	+10.7	1 222	-5.7	1 532	+25.4	2 118	+38.2
Philippines	209	+4.9	340	+62.9	371	+9.2	474	+27.8
Korea-Rep	271	+9.2	296	+9.2	319	+7.9	428	+34.0
Indonesia	189	+48.2	285	+51.1	250	-12.3	336	+34.1
Canada	180	+2.4	174	-3.8	241	+38.6	310	+28.6
Japan	182	+6.7	193	+6.1	199	+3.1	218	+9.4
China	72	-45.5	120	+67.2	220	+83.2	230	+4.8
Malaysia	82	+7.2	131	+60.2	130	-0.5	186	+42.3
Vietnam	132	+24.1	136	+3.1	205	+50.8	154	-25.0
Australia	84	-15.1	100	+19.6	108	+7.3	132	+22.7
Peru	64	+58.4	89	+38.1	100	+12.5	145	+44.7
Colombia	117	+130.3	103	-12.1	109	+5.8	127	+16.7
Dominican R.	64	+11.8	68	+6.1	89	+30.9	120	+35.4
Taiwan	91	+14.2	101	+11.0	112	+10.4	111	-0.7
Panama	49	+19.0	52	+5.1	72	+40.2	102	+41.6
Saudi-Ar	50	+3.0	50	-0.3	66	+30.9	88	+34.9
Guatemala	44	+17.9	41	-7.5	58	+40.9	85	+47.7
Chile	73	+10.3	70	-4.4	89	+28.1	84	-5.7
Honduras	28	-24.1	31	+11.2	47	+51.2	84	+78.8
Bahrain	5	-56.1	14	+175.6	29	+112.8	70	+137.0
Rest of the world	443	+15.0	484	+9.1	599	+23.9	519	-13.4
Total	3 726	+10.9	4 100	+10.0	4 946	+20.6	6 122	+23.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Mexico	989	-15.9	815	-17.6	943	+15.8	1 743	+84.8
Philippines	205	+10.8	325	+58.7	322	-0.8	499	+54.8
Korea-Rep	285	+14.6	285	+0.2	326	+14.3	413	+26.8
Indonesia	175	+32.1	288	+64.6	237	-17.4	349	+47.1
Canada	150	-7.0	161	+7.1	226	+40.4	296	+31.0
Japan	184	+4.0	207	+12.3	213	+2.8	252	+18.4
China	61	-50.0	100	+63.8	196	+95.7	182	-7.1
Malaysia	80	+5.1	132	+64.8	131	-0.4	190	+44.5
Vietnam	113	+9.6	144	+27.8	180	+24.8	.	.
Australia	89	-19.6	116	+29.5	122	+5.2	156	+28.1
Peru	62	+26.3	89	+44.0	100	+12.1	.	.
Colombia	88	+85.9	106	+20.7	96	-9.4	.	.
Dominican R.	72	+16.5	73	+0.9	95	+30.7	132	+39.1
Taiwan	101	+15.2	115	+14.3	104	-10.0	.	.
Panama	53	+11.7	54	+2.8	77	+42.3	.	.
Saudi-Ar	80	+20.7	76	-4.2	88	+15.2	.	.
Guatemala	43	+12.1	44	+1.8	58	+31.6	88	+50.8
Chile	76	+20.0	74	-2.5	93	+25.5	86	-7.9
Honduras	34	-22.8	32	-5.5	43	+36.6	.	.
Bahrain	9	-44.8	15	+68.0	35	+130.5	71	+104.5
Rest of the world	361	-4.3	405	+12.1	454	+12.2	271	-40.3
Total	3 310	-2.4	3 656	+10.5	4 140	+13.2	4 727	+14.2
Total of 2022 sample	2 616	-6.5	2 898	+10.8	3 327	+14.8	4 727	+42.1

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Mexico	1 162	-1.0	1 047	-10.0	1 292	+23.4	1 977	+53.1
Philippines	208	+7.6	339	+62.8	349	+3.2	488	+39.6
Korea-Rep	282	+12.3	293	+4.2	327	+11.4	420	+28.6
Indonesia	182	+36.3	287	+57.6	246	-14.2	342	+39.0
Canada	164	-2.4	167	+1.3	232	+39.4	302	+29.7
Japan	186	+5.8	202	+8.2	209	+3.6	239	+14.2
China	66	-47.9	110	+66.7	208	+89.5	207	-0.3
Malaysia	81	+5.6	132	+63.0	131	-0.5	189	+43.8
Vietnam	124	+17.8	141	+13.2	195	+38.3	154	-20.9
Australia	88	-16.2	111	+25.5	117	+6.2	146	+24.1
Peru	64	+41.4	89	+39.0	100	+12.5	145	+44.3
Colombia	106	+112.7	105	-1.2	104	-0.4	127	+22.1
Dominican R.	68	+13.7	71	+3.8	92	+30.1	126	+37.2
Taiwan	96	+15.4	109	+13.0	108	-0.8	111	+3.0
Panama	51	+14.5	53	+4.2	75	+40.6	102	+37.0
Saudi-Ar	64	+13.1	63	-1.9	82	+29.8	88	+8.2
Guatemala	45	+16.4	43	-4.4	58	+36.2	87	+50.1
Chile	75	+15.6	73	-3.5	92	+26.9	85	-7.4
Honduras	31	-28.5	32	+2.9	46	+43.7	84	+84.6
Bahrain	7	-48.3	15	+97.5	32	+123.4	71	+119.3
ROW + SD*	574	+64.1	622	+8.5	851	+36.7	653	-23.2
Total	3 726	+10.9	4 100	+10.0	4 946	+20.6	6 144	+24.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Mexico	2 118	+38.2	1 743	+84.8	1 977	+53.1
Philippines	474	+27.8	499	+54.8	488	+39.6
Korea-Rep	428	+34.0	413	+26.8	420	+28.6
Indonesia	336	+34.1	349	+47.1	342	+39.0
Canada	310	+28.6	296	+31.0	302	+29.7
Japan	218	+9.4	252	+18.4	239	+14.2
China	230	+4.8	182	-7.1	207	-0.3
Malaysia	186	+42.3	190	+44.5	189	+43.8
Vietnam	154	-25.0	.	.	154	-20.9
Australia	132	+22.7	156	+28.1	146	+24.1
Peru	145	+44.7	.	.	145	+44.3
Colombia	127	+16.7	.	.	127	+22.1
Dominican R.	120	+35.4	132	+39.1	126	+37.2
Taiwan	111	-0.7	.	.	111	+3.0
Panama	102	+41.6	.	.	102	+37.0
Saudi-Ar	88	+34.9	.	.	88	+8.2
Guatemala	85	+47.7	88	+50.8	87	+50.1
Chile	84	-5.7	86	-7.9	85	-7.4
Honduras	84	+78.8	.	.	84	+84.6
Bahrain	70	+137.0	71	+104.5	71	+119.3
Rest of the world*	519	-13.4	271	-40.3	653	-23.2
Total**	6 122	+23.8	4 727	+42.1	6 144	+24.2

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Mexico	1 398	-13.1	1 186	-15.1	1 363	+14.9	1 670	+22.5
Philippines	251	-12.2	371	+48.1	343	-7.7	363	+6.0
Korea-Rep	276	+12.3	289	+4.5	311	+7.6	345	+11.1
Indonesia	224	+15.4	326	+45.4	258	-20.8	285	+10.4
Canada	144	-0.3	141	-2.7	197	+39.9	235	+19.7
Japan	199	+7.1	206	+3.2	203	-1.3	228	+12.1
China	64	-57.8	120	+88.1	209	+73.6	160	-23.4
Malaysia	96	-12.0	143	+48.3	136	-4.8	159	+17.4
Vietnam	162	+8.1	166	+2.9	209	+25.4	118	-43.6
Australia	108	-16.1	128	+18.6	135	+5.3	152	+12.6
Peru	75	+19.4	98	+30.0	104	+6.1	118	+14.3
Colombia	116	+99.6	112	-3.7	101	-9.7	100	-0.9
Dominican R.	67	+8.4	62	-6.6	88	+41.3	101	+14.7
Taiwan	65	+5.4	71	+9.4	68	-4.3	58	-14.6
Panama	50	+7.4	48	-2.6	72	+48.9	83	+14.5
Saudi-Ar	70	+12.0	69	-2.1	84	+21.6	81	-2.7
Guatemala	48	+8.5	43	-10.2	62	+42.2	74	+20.2
Chile	81	+7.8	77	-5.2	88	+14.7	68	-23.2
Honduras	34	-35.2	34	+1.2	50	+44.4	69	+40.0
Bahrain	7	-49.1	14	+112.7	35	+143.6	57	+61.7
ROW + SD*	623	+64.5	648	+4.0	836	+28.9	518	-38.0
Total	4 160	+0.9	4 354	+4.7	4 950	+13.7	5 045	+1.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Mexico	83.1	+13.9	88.2	+6.1	94.7	+7.4	118.4	+24.9
Philippines	83.0	+22.6	91.2	+9.9	102.0	+11.8	134.2	+31.6
Korea-Rep	101.8	=	101.5	-0.3	105.1	+3.5	121.7	+15.8
Indonesia	81.2	+18.2	87.9	+8.3	95.2	+8.3	119.8	+25.9
Canada	113.8	-2.2	118.6	+4.2	118.2	-0.3	128.1	+8.4
Japan	93.5	-1.2	98.2	+4.9	102.9	+4.9	104.9	+1.9
China	102.9	+23.4	91.2	-11.4	99.6	+9.2	129.6	+30.1
Malaysia	84.0	+20.1	92.4	+9.9	96.6	+4.6	118.3	+22.5
Vietnam	76.9	+9.0	84.7	+10.1	93.4	+10.4	131.0	+40.2
Australia	81.5	-0.2	86.2	+5.8	86.9	+0.8	95.8	+10.2
Peru	85.5	+18.5	91.4	+6.9	96.9	+6.0	122.4	+26.3
Colombia	91.5	+6.5	93.8	+2.6	103.5	+10.3	127.5	+23.3
Dominican R.	102.1	+4.9	113.5	+11.1	104.5	-7.9	125.0	+19.6
Taiwan	147.2	+9.4	152.1	+3.3	157.5	+3.6	190.1	+20.6
Panama	102.6	+6.6	109.7	+6.9	103.5	-5.6	123.9	+19.7
Saudi-Ar	91.4	+1.0	91.5	+0.2	97.7	+6.8	108.7	+11.2
Guatemala	92.4	+7.2	98.4	+6.4	94.2	-4.3	117.6	+24.9
Chile	92.6	+7.3	94.3	+1.8	104.2	+10.6	125.7	+20.6
Honduras	91.0	+10.2	92.6	+1.8	92.2	-0.5	121.6	+31.9
Bahrain	108.2	+1.7	100.5	-7.1	92.2	-8.3	125.0	+35.6
ROW + SD*	92.1	-0.2	96.0	+4.3	101.8	+6.0	126.1	+23.9
Total	89.6	+9.9	94.2	+5.1	99.9	+6.1	121.8	+21.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



EXPORT PLANNING REPORT

Competitor

Ulisse Product Code: E0.14

Milk, yoghurt, butter and cheese

Competitor: **Uruguay**

Historical Trend and 2026 Scenario

September 2023

TO SUCCEED IN
INTERNATIONAL MARKETS

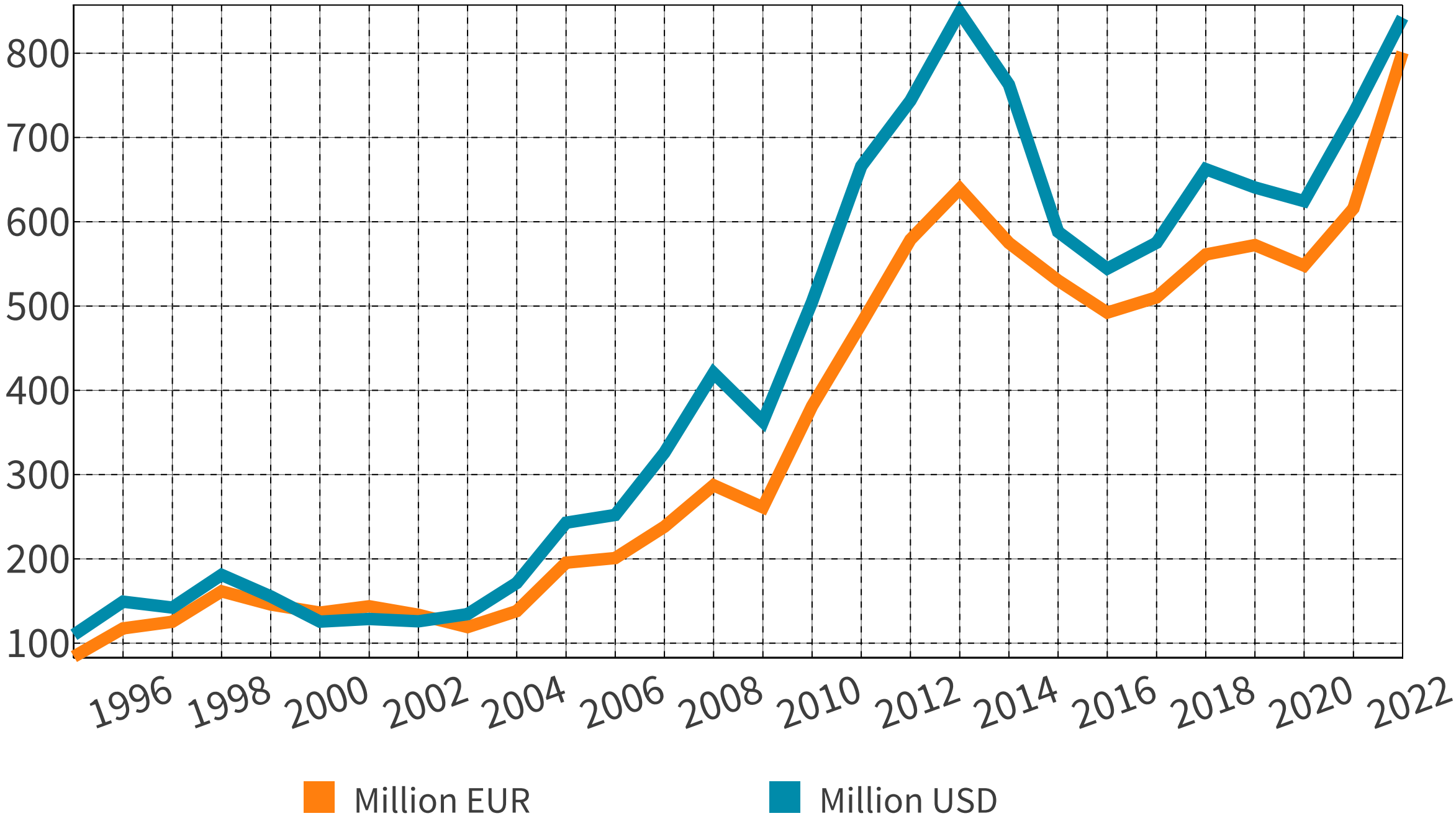
EXPORT 
PLANNING

**Exports
(2022)****801.0** million EUR**842.2** million USD**Average prices of
exports (2022)****3.95** EUR/kg**4.15** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current USD**CAGR in 2001-2008: **+16.3%**CAGR in 2009-2022: **+5.1%**CAGR in 2023-2026: **+7.7%**

Dynamics of Foreign Sales

Exports in Value

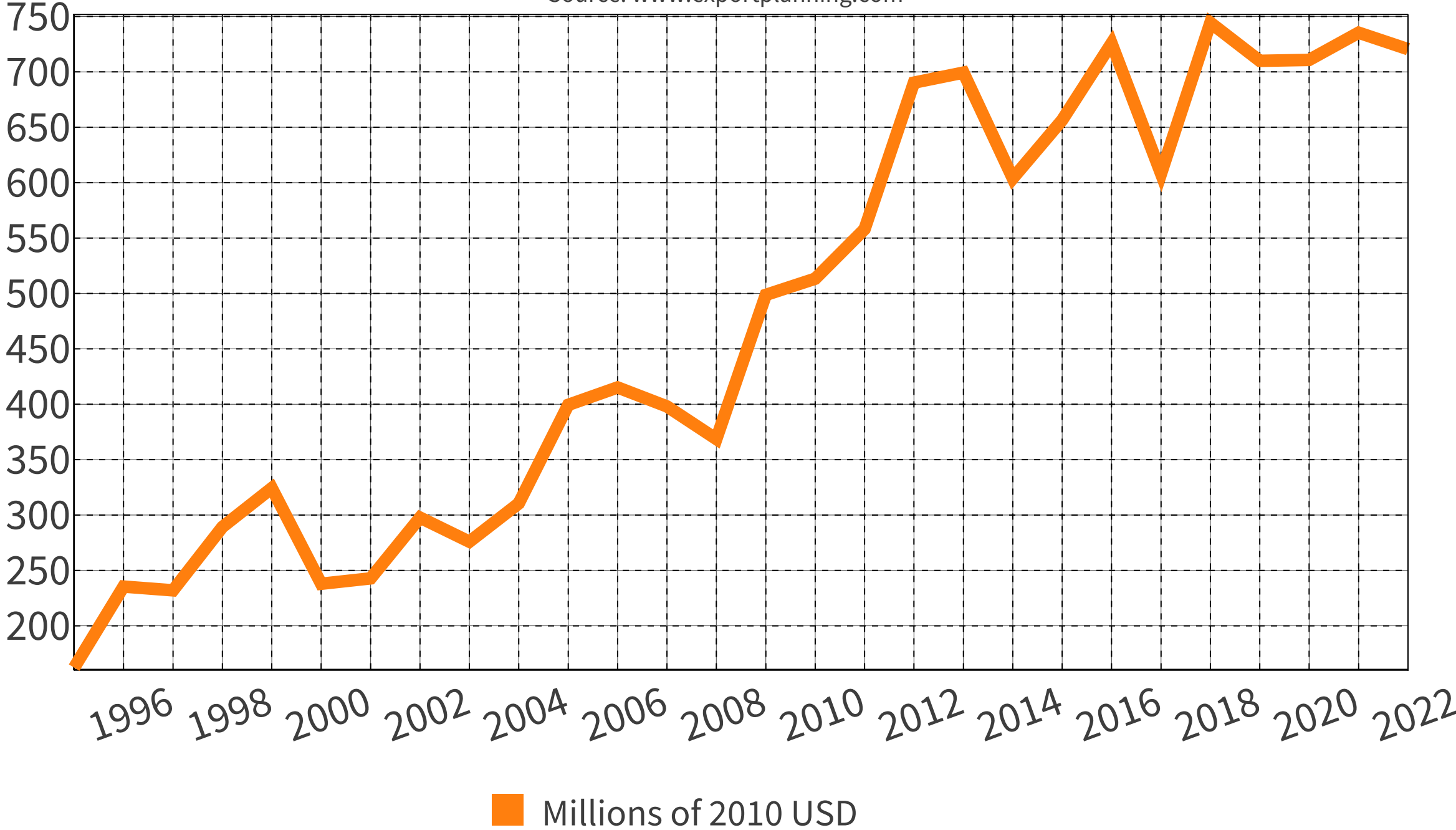
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity at constant prices

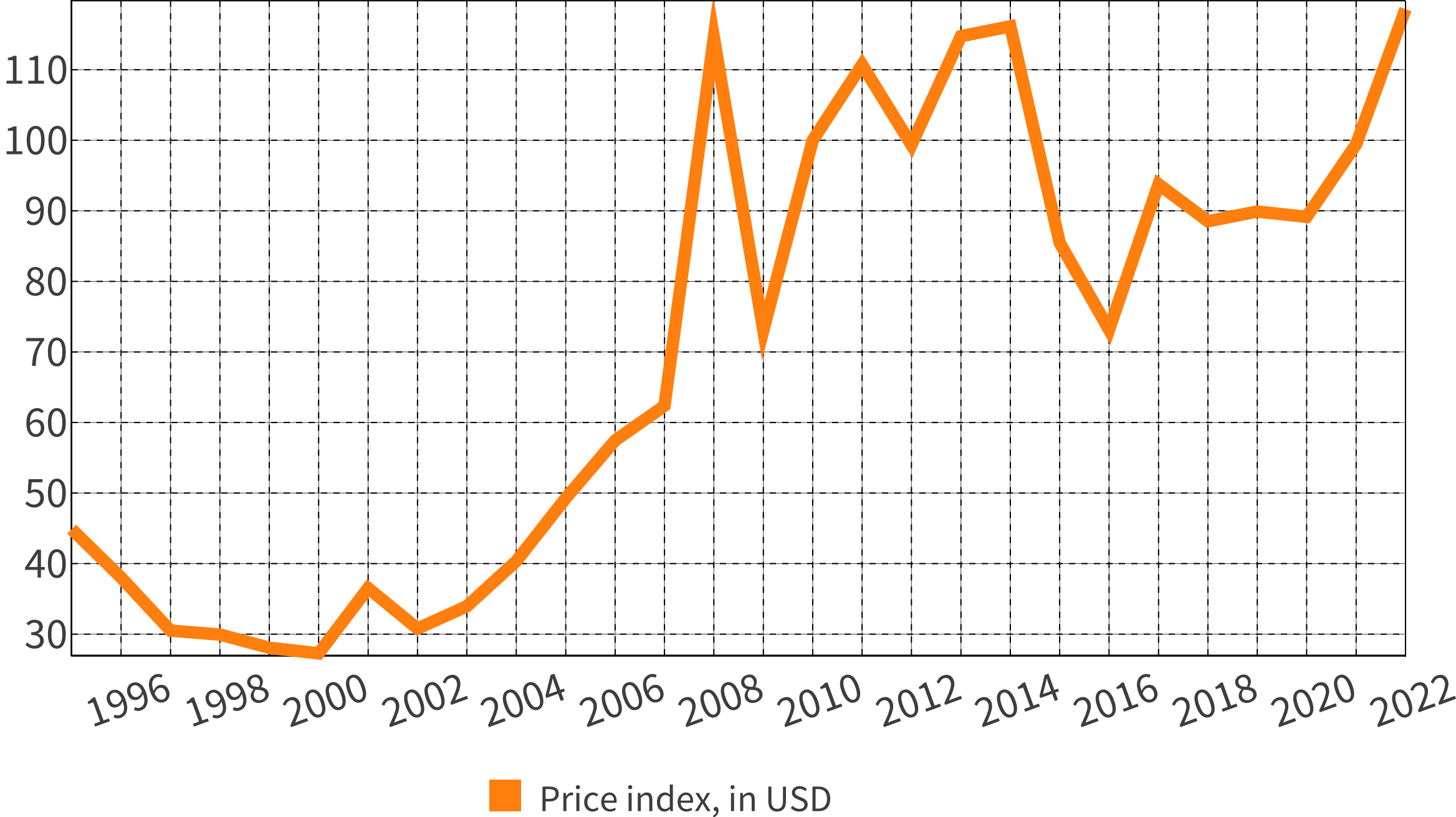
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports (2010=100)

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

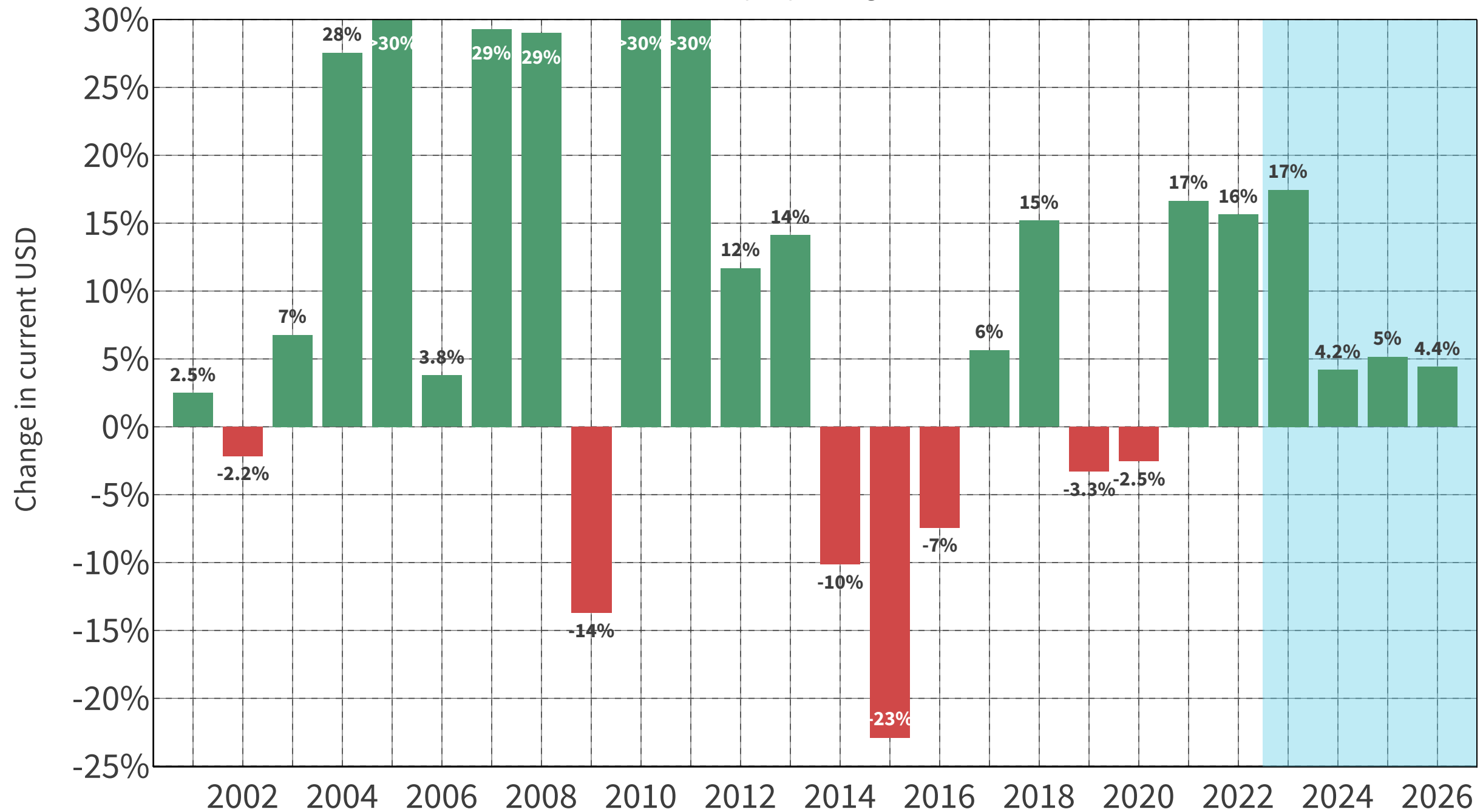
Year	Values		Quantities		Prices	
	Million USD	% change	Million USD 2010	% change	Index	% change
2004	171.4	27.5	310.5	12.5	55.2	13.4
2005	242.9	41.7	399.4	28.7	60.8	10.1
2006	252.1	3.8	415.2	3.9	60.7	-0.1
2007	326.0	29.3	398.0	-4.1	81.9	34.9
2008	420.5	29.0	368.6	-7.4	114.1	39.3
2009	362.9	-13.7	498.7	35.3	72.8	-36.2
2010	504.9	39.1	513.3	2.9	98.4	35.2
2011	666.0	31.9	558.0	8.7	119.3	21.3
2012	743.7	11.7	690.3	23.7	107.7	-9.7
2013	848.6	14.1	699.3	1.3	121.3	12.6
2014	762.7	-10.1	603.9	-13.6	126.3	4.1
2015	588.1	-22.9	656.5	8.7	89.6	-29.1
2016	544.4	-7.4	725.7	10.6	75.0	-16.3
2017	575.1	5.6	608.2	-16.2	94.6	26.0
2018	662.4	15.2	744.4	22.4	89.0	-5.9
2019	640.7	-3.3	710.0	-4.6	90.2	1.4
2020	624.4	-2.5	710.8	0.1	87.9	-2.6
2021	728.4	16.6	735.4	3.5	99.1	12.7
2022	842.2	15.6	720.5	-2.0	116.9	18.0

Source: www.exportplanning.com

Foreign Sales Prospect

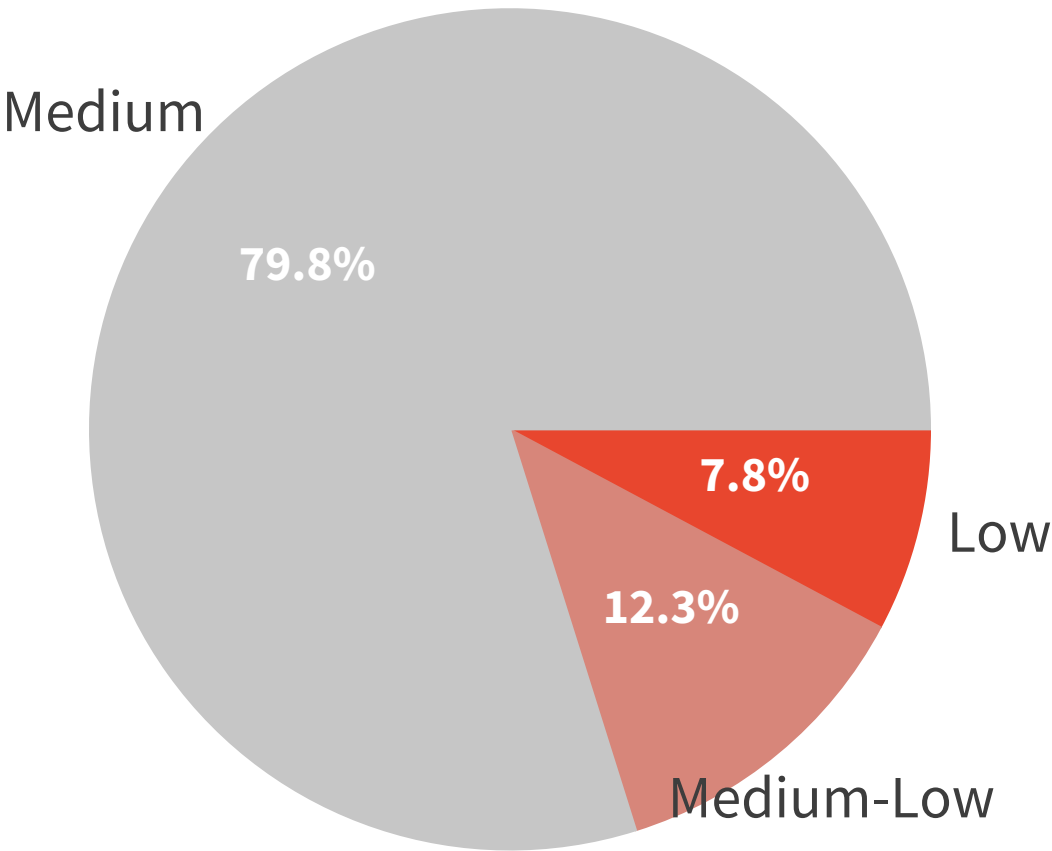
Exports Forecast

Source: www.exportplanning.com

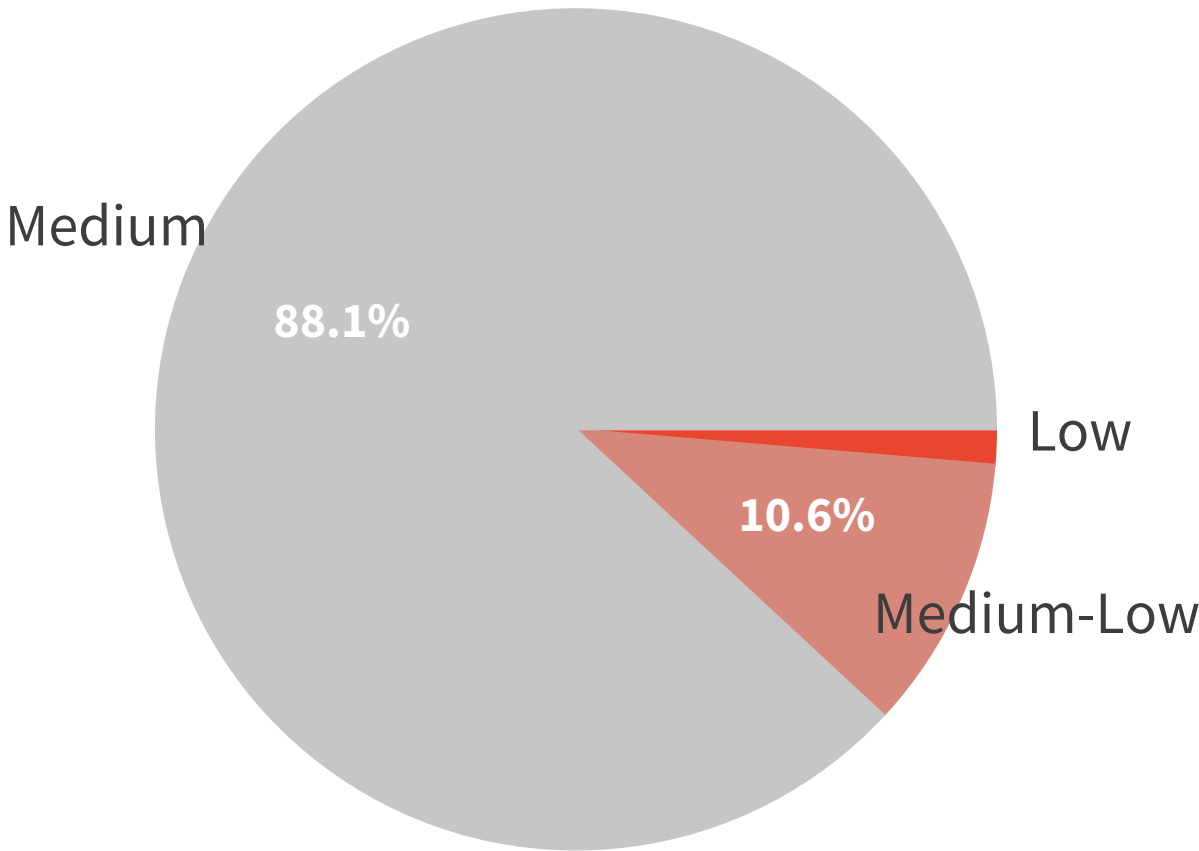


Distribution of Exports by Price Range

Year 2012



Year 2022



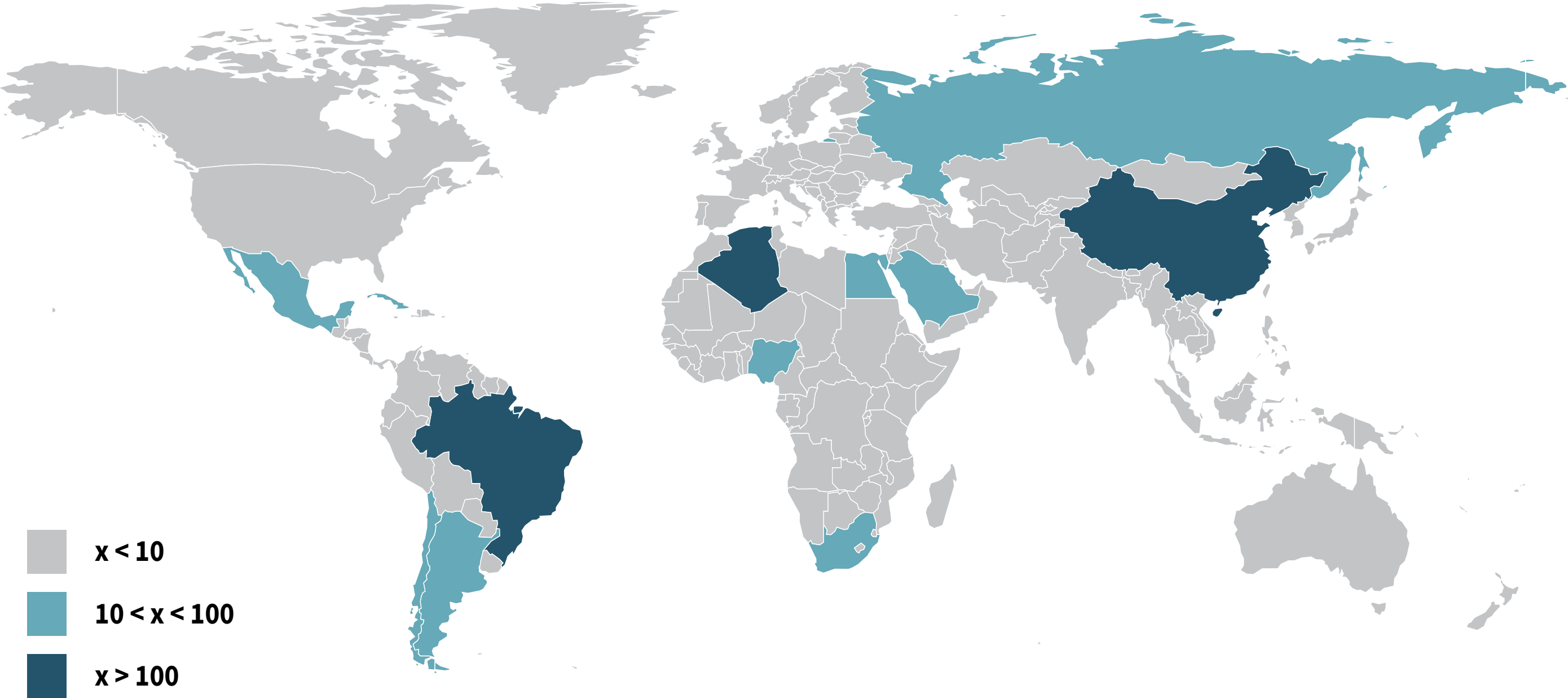
Source: www.exportplanning.com



Market Portfolio

Imports Value (million dollars, 2022)

Source: www.exportplanning.com



Main Sales Markets

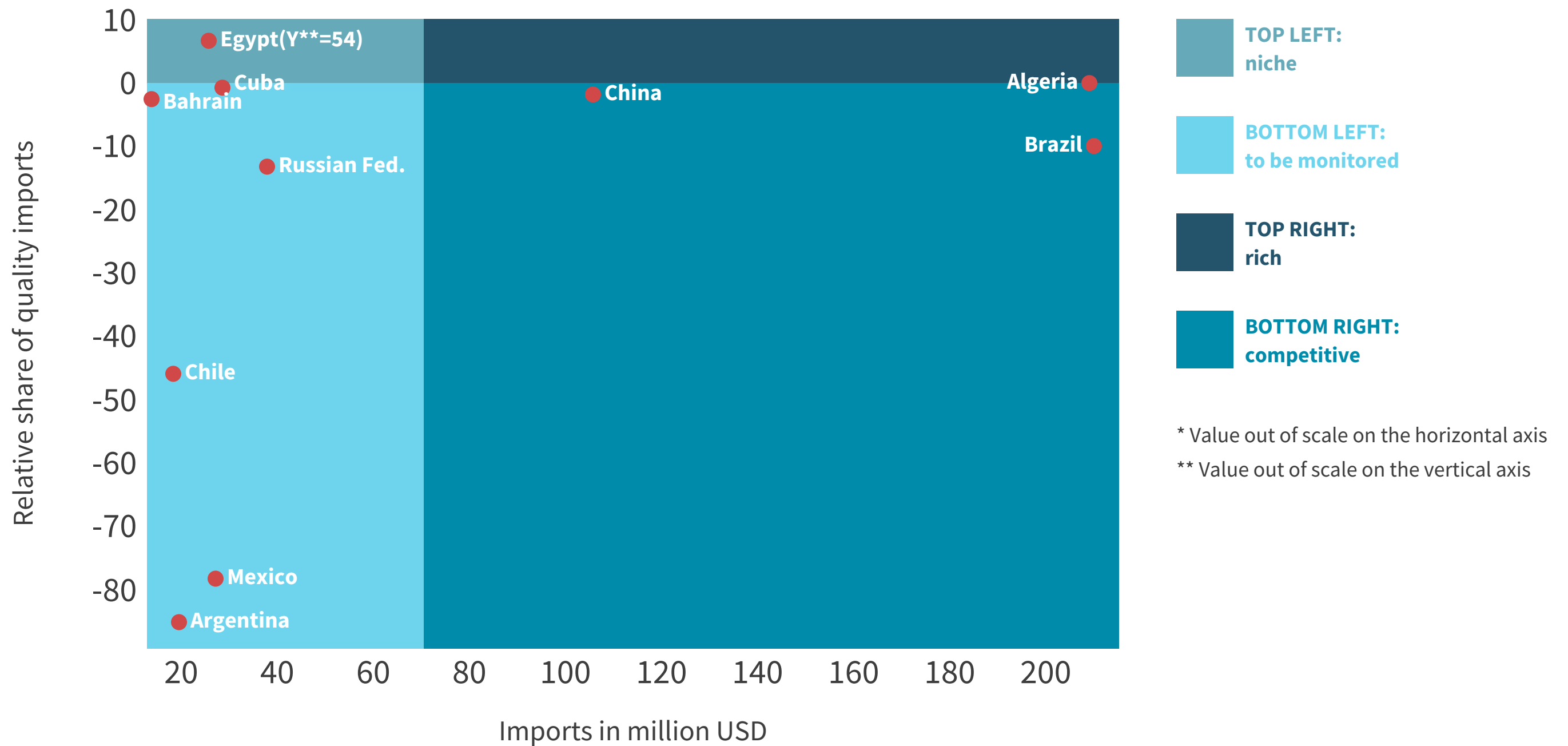
Importing Country	2000		2008		2022		2026	
	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share	Million USD	Market Share
Brazil	69.0	19.8	27.2	15.4	219.4	33.3	415	38.0
Algeria	<0.1	<0.1	4.0	0.3	208.9	10.4	291	10.7
China	0.2	0.1	1.0	0.2	105.8	1.4	120	1.3
Russian Fed.	0.1	<0.1	11.3	0.4	38.0	11.2	30	12.3
Cuba	0.1	0.1	53.1	19.6	28.5	14.7	20	9.9
Mexico	19.9	4.0	105.0	8.6	27.0	1.2	<1	<0.1
Egypt	<0.1	<0.1	13.3	2.8	25.9	4.0	52	7.2
Argentina	10.5	40.0	2.1	12.7	19.7	72.8	18	76.7
Chile	6.3	11.6	3.7	4.9	18.5	5.2	20	4.0
Bahrain	<0.1	<0.1	<0.1	<0.1	13.8	3.9	8	2.4
South Africa	<0.1	<0.1	0.6	0.6	12.6	8.1	15	7.7
Saudi-Ar	<0.1	<0.1	1.9	0.1	10.9	0.6	12	0.5
Singapore	<0.1	<0.1	5.4	0.7	10.7	1.2	4	0.4
Nigeria	0.1	0.1	7.1	1.3	10.6	2.5	13	3.9
Panama	<0.1	<0.1	1.1	1.3	9.5	5.1	7	3.2
Peru	<0.1	<0.1	3.0	2.6	8.9	2.3	14	3.0
UAE	<0.1	<0.1	0.1	<0.1	8.6	0.6	13	0.7
Vietnam	0.1	<0.1	0.8	0.2	8.3	1.1	12	1.1
Colombia	0.6	2.4	0.3	2.4	7.8	2.8	10	2.8
Philippines	<0.1	<0.1	0.1	<0.1	6.7	0.4	7	0.4
ROW + SD*	18.6	.	179.4	.	42.2	.	53	.
Total	125.6	0.5	420.5	0.7	842.2	0.9	1 131	0.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2022)

Values and Premium Prices

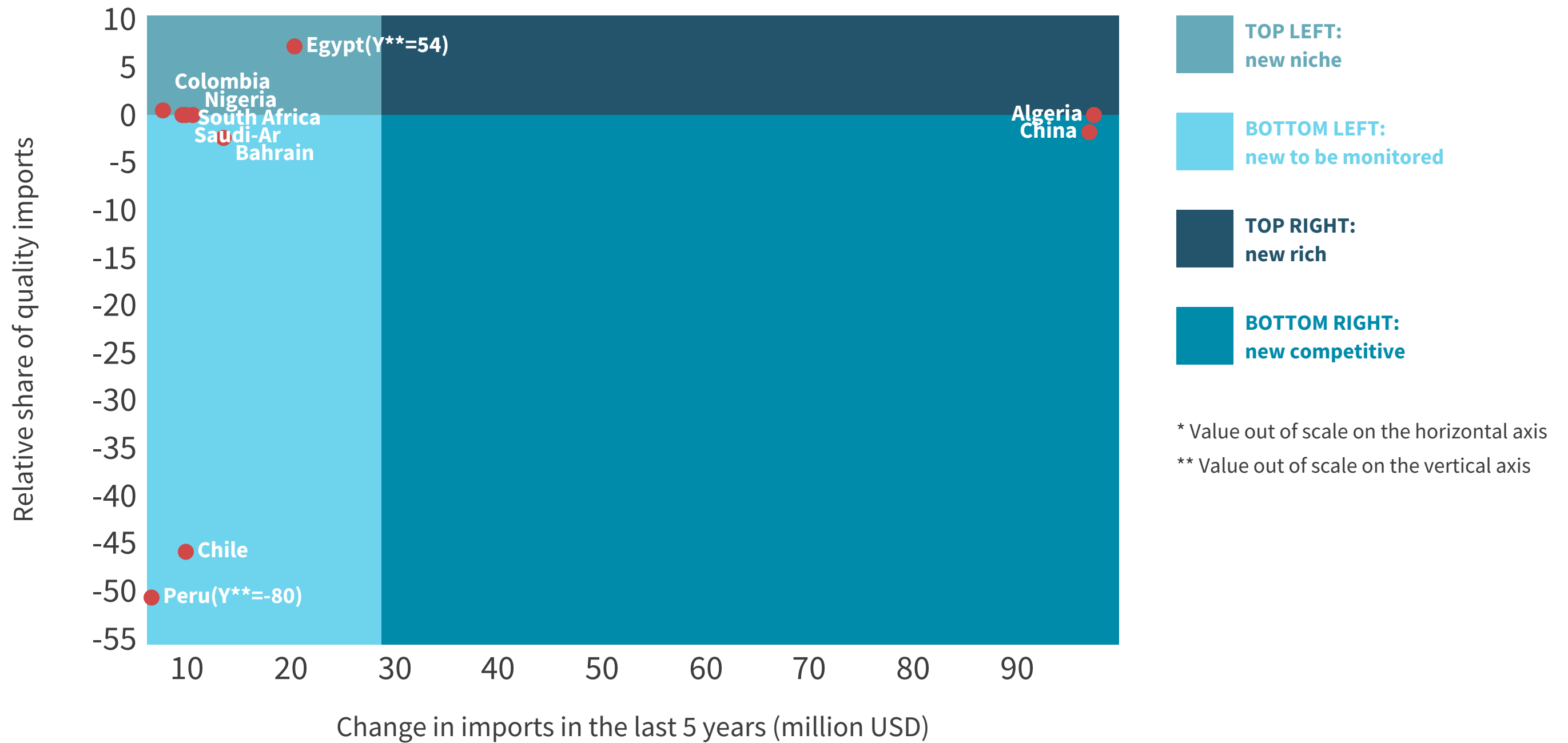
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '17-'22)

Change in Imports and Premium Prices

Source: www.exportplanning.com



Statistical Appendix

Tab. 1 - Competitor's Export declarations

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Brazil	131.0	-4.1	156.6	+19.5	148.9	-4.9	219.8	+47.6
Algeria	191.0	-10.2	207.6	+8.7	181.4	-12.6	208.9	+15.2
China	46.8	+18.9	57.3	+22.5	160.1	+179.4	88.8	-44.5
Russian Fed.	108.7	+41.8	48.9	-55.0	47.1	-3.8	38.0	-19.3
Cuba	35.9	-9.1	20.5	-42.9	27.4	+33.3	28.5	+4.2
Mexico	28.4	-35.8	19.9	-29.9	27.1	+36.1	27.0	-0.5
Egypt	6.0	+1.9	15.4	+154.3	6.9	-55.4	26.0	+278.1
Argentina	14.7	-18.1	3.4	-77.1	8.9	+164.6	19.5	+118.8
Chile	13.4	+59.7	13.1	-2.1	18.2	+38.6	18.1	-0.1
Bahrain	0.2	-28.1	3.8	+1 565.8	2.5	-35.2	13.9	+458.8
South Africa	1.5	-54.4	8.3	+466.6	3.4	-58.5	12.8	+271.1
Saudi-Ar	0.8	+37.5	1.7	+105.1	2.2	+27.0	10.9	+392.3
Singapore	8.2	+9.8	4.4	-46.9	6.9	+57.9	9.5	+37.6
Nigeria	0.1	+3.5	0.1	+6.1	4.5	+5 558.7	10.6	+136.1
Panama	4.8	+116.6	0.1	-97.1	6.5	+4 638.9	9.5	+45.8
Peru	5.7	+48.3	4.8	-15.8	7.4	+55.7	8.9	+19.5
UAE	1.3	-76.6	2.4	+78.1	4.1	+72.2	8.6	+109.8
Vietnam	3.0	+21.4	2.2	-26.8	3.6	+62.5	8.3	+131.4
Colombia	1.3	-78.2	6.4	+406.8	6.9	+8.4	7.8	+13.3
Philippines	7.8	-1.7	4.8	-39.3	6.9	+44.2	6.1	-11.4
Rest of the world	23.5	-37.2	42.8	+82.4	40.5	-5.4	60.5	+49.4
Total	634.2	-3.7	624.4	-1.5	721.2	+15.5	841.9	+16.7

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 2 - Import declarations of Partner Countries

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Brazil	130.0	-4.4	152.1	+17.0	153.8	+1.1	219.0	+42.4
Algeria	.	.	.	.	.	.	.	.
China	38.1	+10.2	62.4	+64.0	141.7	+126.9	127.9	-9.7
Russian Fed.	116.9	+64.1	57.3	-51.0	46.6	-18.6	.	.
Cuba	.	.	.	.	.	.	.	.
Mexico	7.3	-83.6	4.7	-36.3	4.4	-5.2	.	.
Egypt	6.1	-7.2	11.2	+82.7	8.9	-20.4	25.4	+185.8
Argentina	14.8	-18.7	3.4	-76.9	8.9	+161.1	19.7	+120.5
Chile	13.7	+70.9	13.3	-2.7	17.9	+34.8	18.5	+3.1
Bahrain	0.4	+8.5	5.0	+1 203.8	2.4	-51.8	13.6	+461.1
South Africa	1.4	-51.0	3.0	+110.2	1.4	-54.1	12.2	+792.4
Saudi-Ar	2.3	+163.9	1.2	-46.6	1.8	+49.4	.	.
Singapore	9.5	-0.1	4.5	-52.1	7.9	+73.4	11.0	+40.1
Nigeria	0.1	-65.7	.	.	0.2	.	.	.
Panama	5.2	+112.8	0.1	-97.1	6.9	+4 588.9	.	.
Peru	5.9	+42.4	4.9	-16.9	7.4	+50.4	.	.
UAE	3.7	-12.7	2.7	-29.2	3.7	+38.5	.	.
Vietnam	2.2	-31.9	3.2	+41.7	3.8	+19.8	.	.
Colombia	1.3	-77.6	7.1	+459.7	7.8	+10.3	.	.
Philippines	8.3	+24.2	4.8	-41.7	5.3	+10.7	6.5	+22.2
Rest of the world	19.8	-36.0	36.0	+82.2	32.5	-9.8	38.6	+18.8
Total	386.9	-0.9	377.0	-2.6	463.4	+22.9	492.4	+6.3
Total of 2022 sample	244.5	-16.2	297.3	+21.6	380.3	+27.9	492.4	+29.5

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.



Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2019		2020		2021		2022 (estimate)	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Brazil	130.6	-4.2	155.0	+18.6	150.6	-2.8	219.4	+45.7
Algeria	191.0	-10.2	207.6	+8.7	181.4	-12.6	208.9	+15.2
China	43.3	+15.4	59.2	+36.8	152.8	+158.2	105.8	-30.8
Russian Fed.	113.0	+50.4	52.8	-53.3	46.9	-11.2	38.0	-19.0
Cuba	35.9	-9.1	20.5	-42.9	27.4	+33.3	28.5	+4.2
Mexico	20.2	-54.6	13.8	-31.7	17.7	+28.5	27.0	+52.5
Egypt	6.1	-2.7	13.6	+124.0	7.9	-41.9	25.9	+226.9
Argentina	14.8	-18.3	3.4	-77.0	8.9	+163.0	19.7	+120.9
Chile	13.6	+67.0	13.1	-3.8	18.0	+37.4	18.5	+2.7
Bahrain	0.3	-5.9	4.5	+1 300.9	2.5	-45.4	13.8	+463.6
South Africa	1.5	-54.9	6.3	+320.8	2.7	-57.3	12.6	+368.0
Saudi-Ar	1.4	+70.3	1.6	+11.7	2.1	+33.7	10.9	+423.9
Singapore	9.0	+7.6	4.4	-50.7	7.6	+70.8	10.7	+40.6
Nigeria	0.1	-61.7	0.1	+9.0	2.8	+3 392.6	10.6	+282.6
Panama	9.7	+109.8	0.2	-98.1	13.2	+7 093.3	9.5	-28.7
Peru	6.0	+47.9	4.9	-17.7	7.4	+51.2	8.9	+19.2
UAE	2.5	-65.0	2.5	+1.1	3.9	+57.4	8.6	+117.5
Vietnam	2.7	-4.2	2.8	+4.9	3.9	+38.7	8.3	+112.4
Colombia	1.3	-77.9	6.6	+424.5	7.2	+9.5	7.8	+7.7
Philippines	9.3	-5.7	5.7	-39.0	6.9	+22.3	6.7	-3.0
ROW + SD*	28.5	-23.0	45.8	+60.7	56.4	+22.9	42.2	-25.1
Total	640.7	-3.3	624.4	-2.5	728.4	+16.6	842.2	+15.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 4 - Comparison of measurements

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million USD	Var. %	Million USD	Var. %	Million USD	Var. %
Brazil	219.8	+47.6	219.0	+42.4	219.4	+45.7
Algeria	208.9	+15.2	.	.	208.9	+15.2
China	88.8	-44.5	127.9	-9.7	105.8	-30.8
Russian Fed.	38.0	-19.3	.	.	38.0	-19.0
Cuba	28.5	+4.2	.	.	28.5	+4.2
Mexico	27.0	-0.5	.	.	27.0	+52.5
Egypt	26.0	+278.1	25.4	+185.8	25.9	+226.9
Argentina	19.5	+118.8	19.7	+120.5	19.7	+120.9
Chile	18.1	-0.1	18.5	+3.1	18.5	+2.7
Bahrain	13.9	+458.8	13.6	+461.1	13.8	+463.6
South Africa	12.8	+271.1	12.2	+792.4	12.6	+368.0
Saudi-Ar	10.9	+392.3	.	.	10.9	+423.9
Singapore	9.5	+37.6	11.0	+40.1	10.7	+40.6
Nigeria	10.6	+136.1	.	.	10.6	+282.6
Panama	9.5	+45.8	.	.	9.5	-28.7
Peru	8.9	+19.5	.	.	8.9	+19.2
UAE	8.6	+109.8	.	.	8.6	+117.5
Vietnam	8.3	+131.4	.	.	8.3	+112.4
Colombia	7.8	+13.3	.	.	7.8	+7.7
Philippines	6.1	-11.4	6.5	+22.2	6.7	-3.0
Rest of the world*	60.5	+49.4	38.6	+18.8	42.2	-25.1
Total**	841.9	+16.7	492.4	+29.5	842.2	+15.6

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in quantity of the Competitor

Importing Country	2019		2020		2021		2022	
	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %	Million of 2010 USD	Var. %
Brazil	151.3	+0.6	173.9	+14.9	151.7	-12.8	173.8	+14.6
Algeria	214.4	-15.9	242.0	+12.8	180.1	-25.5	182.6	+1.4
China	51.2	+16.6	67.5	+31.9	156.3	+131.5	94.5	-39.5
Russian Fed.	109.0	+51.8	54.1	-50.3	44.0	-18.8	31.4	-28.5
Cuba	41.1	-7.5	21.7	-47.3	28.1	+29.9	26.5	-5.8
Mexico	23.4	-56.3	17.6	-25.1	20.8	+18.4	28.1	+35.1
Egypt	6.9	+3.1	15.6	+127.2	7.9	-49.8	20.9	+166.0
Argentina	15.0	-13.0	3.5	-76.6	8.8	+149.9	17.5	+99.2
Chile	14.2	+62.8	14.3	+0.4	18.2	+27.1	16.0	-12.2
Bahrain	0.4	-5.6	5.2	+1 126.8	2.5	-51.4	11.0	+333.5
South Africa	1.3	-57.4	6.5	+409.5	2.9	-55.8	10.3	+255.8
Saudi-Ar	1.6	+59.7	1.9	+16.0	2.1	+8.2	8.9	+333.1
Singapore	13.1	+7.4	6.3	-52.3	8.0	+28.6	9.4	+16.7
Nigeria	0.1	-65.8	0.1	-3.2	2.5	+2 785.0	8.6	+239.1
Panama	10.7	+138.2	0.2	-98.3	12.5	+6 954.1	8.2	-34.7
Peru	6.8	+60.1	6.0	-11.3	8.6	+43.9	9.1	+5.5
UAE	2.4	-64.3	3.2	+31.2	3.8	+17.7	7.4	+96.7
Vietnam	3.4	-2.1	3.4	+0.1	4.3	+28.2	7.4	+72.1
Colombia	1.4	-79.9	7.4	+442.2	7.0	-5.9	6.9	-1.2
Philippines	10.4	-11.8	6.0	-42.5	7.4	+23.4	5.9	-20.2
ROW + SD*	31.9	-16.5	54.6	+71.2	58.0	+6.3	36.2	-37.6
Total	710.0	-4.6	710.8	+0.1	735.4	+3.5	720.5	-2.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Tab. 7 - ExportPlanning DB: Export Prices (Indexes)

Importing Country	2019		2020		2021		2022	
	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %	Indices in USD	Var. %
Brazil	86.3	-4.7	89.1	+3.3	99.3	+11.4	126.3	+27.2
Algeria	89.1	+6.7	85.8	-3.7	100.7	+17.4	114.4	+13.6
China	84.5	-1.1	87.7	+3.8	97.8	+11.5	111.9	+14.4
Russian Fed.	103.7	-0.9	97.5	-5.9	106.7	+9.4	120.8	+13.3
Cuba	87.5	-1.8	94.8	+8.3	97.2	+2.6	107.6	+10.6
Mexico	86.0	+3.9	78.4	-8.8	85.2	+8.6	96.1	+12.9
Egypt	88.3	-5.6	87.1	-1.4	100.8	+15.8	123.9	+22.9
Argentina	98.5	-6.1	96.7	-1.8	101.8	+5.2	112.9	+10.9
Chile	95.8	+2.6	91.7	-4.2	99.2	+8.1	115.9	+16.9
Bahrain	75.8	-0.4	86.5	+14.2	97.2	+12.4	126.4	+30.0
South Africa	116.9	+6.1	96.5	-17.4	93.2	-3.4	122.6	+31.5
Saudi-Ar	84.9	+6.7	81.7	-3.7	101.0	+23.6	122.2	+21.0
Singapore	68.6	+0.1	70.9	+3.3	94.1	+32.8	113.4	+20.5
Nigeria	80.5	+12.0	90.6	+12.6	109.7	+21.1	123.7	+12.8
Panama	91.0	-11.9	104.0	+14.3	106.1	+2.0	115.8	+9.2
Peru	88.2	-7.6	81.9	-7.2	86.0	+5.1	97.2	+13.0
UAE	101.5	-2.0	78.2	-23.0	104.5	+33.6	115.5	+10.5
Vietnam	80.5	-2.2	84.3	+4.8	91.2	+8.2	112.5	+23.4
Colombia	92.3	+9.8	89.3	-3.3	103.9	+16.3	113.2	+8.9
Philippines	89.4	+6.9	94.7	+6.0	93.9	-0.9	114.2	+21.6
ROW + SD*	89.5	-7.8	84.0	-6.1	97.2	+15.7	116.5	+19.9
Total	90.2	+1.4	87.9	-2.6	99.1	+12.7	116.9	+18.0

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies



Database

Information contained in this document is derived from the **Ulisse Database**, that was developed from the UN (Comtrade), Eurostat (comext) and US Census Bureau (db UsaTrade) databases. You can browse the data through the **[Analytics Section of Exportplanning.com](#)**. The Ulisse Database basic unit is the **Annual Flow of World Trade** for a given product code between two partner countries.

Its identifying elements are:

- **Product code** of flow
- **Origin country** of flow (150 countries)
- **Destination country** of flow (150 countries)
- **Year** of flow (from 1995)
- **Price range** of flow (High, Medium-High, Medium, Medium-Low, Low)

For each flow the following measures are available:

- **Monetary values in FOB prices** (Free On Board) of flow
- **Monetary values in CIF prices** (Cost Insurance Freight) of flow
- **Quantity in kg** of flow
- **Quantity in UMS** (supplementary unit measure) of flow (where available for the product)
- **Quantity at constant prices** of flow

In this document monetary values are expressed in FOB prices.

Data for 2022 is estimated, based on short-term records of ExportPlanning sample countries.

Forecasts

Forecasts contained in this report have been developed by **StudiaBo** from the **Ulisse Database** and from the *World Economic Outlook Database*, released by the International Monetary Fund. You can browse the data through the [**Analytics Section of Exportplanning.com**](#).

Forecasts are the output of an **integrated econometric model of demand and competitiveness** that starts from the expected macroeconomic trends and capacity of countries to compete in international markets. They provide a robust estimate of the scenario of imports by market and product ([see methodological note](#)).

The basic unit of **Ulisse-Forecast Database** is the Annual Flow of World Trade for a given product code between two partner countries.

Its identifying elements are:

- **Product code** of flow
- **Origin country** of flow (150 countries)
- **Destination country** of flow (150 countries)
- **Year** of flow (from 2000)
- **Monetary values in FOB prices** (Free On Board) of flow