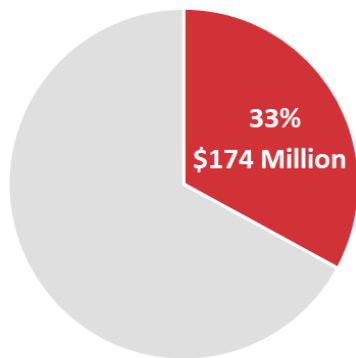


After U.S. dairy product manufacturers and marketers invested years developing opportunities in China, it became the leading market for U.S. whey and was a growing customer for U.S. cheese. Retaliatory tariffs are derailing those efforts and costing the U.S. dairy industry millions in sales, market share and jobs. For more information, visit IDFA's Trade Toolkit at [www.idfa.org/tradetoolkit](http://www.idfa.org/tradetoolkit)

**\$500**  
**Million**  
U.S. Dairy Exports to  
China 2018

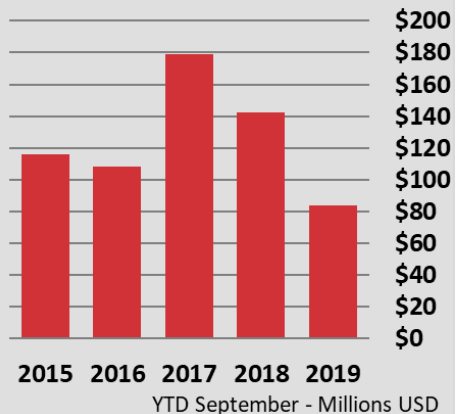
\$ SHARE OF U.S. WHEY EXPORTS



## WHEY

China bought 33% of U.S. whey exports by value in 2018. Overall, shipments added up to \$174 million. In the second half of 2018, U.S. sales to China dropped by 39%. **Year-to-date through September 2019, with retaliatory tariffs still in place, export value declined by another 41% year-over-year.**

YTD U.S. WHEY SALES TO CHINA



## 2018 U.S. EXPORTS TO CHINA

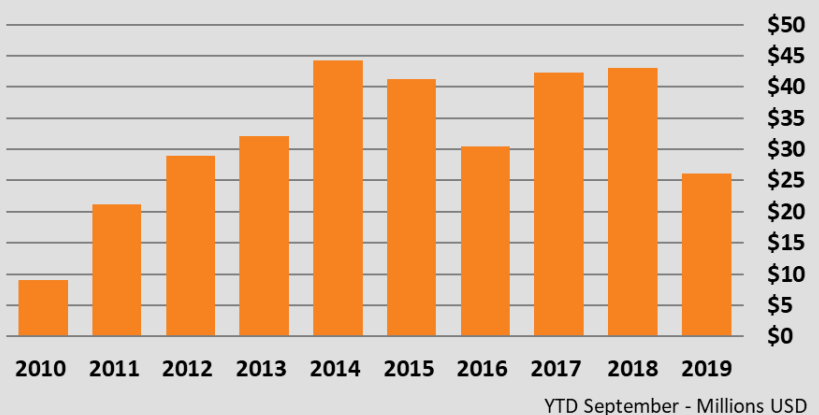
| Product           | Value         | vs 2017     |
|-------------------|---------------|-------------|
| Whey              | \$ 174        | -26%        |
| SMP               | \$ 40         | -40%        |
| Cheese            | \$ 58         | -8%         |
| Lactose           | \$ 70         | +14%        |
| WPC/WPI           | \$ 60         | +3%         |
| Infant Formula    | \$ 38         | +16%        |
| Milk Food Preps   | \$ 9          | +31%        |
| Casein/Caseinates | \$ 3          | -42%        |
| Ice Cream         | \$ 3          | +33%        |
| Butter and AMF    | \$ 0          | -80%        |
| Other             | \$ 43         | +3%         |
| <b>TOTAL</b>      | <b>\$ 500</b> | <b>-13%</b> |

Millions of USD, GTIS, Census Bureau

## CHEESE

China is becoming a major market for cheese, with its total imports up by 20% annually over the past five years. With U.S. product pricier due to higher tariffs, Oceania sellers have been quick to fill in. **Through September 2019, U.S. export value fell 39%. That's on top of a 39% loss in the second half of 2018.**

YTD U.S. CHEESE SALES TO CHINA



For more information, visit IDFA's Trade Toolkit at [www.idfa.org/tradetoolkit](http://www.idfa.org/tradetoolkit)