

Dairy sector economic context & challenges

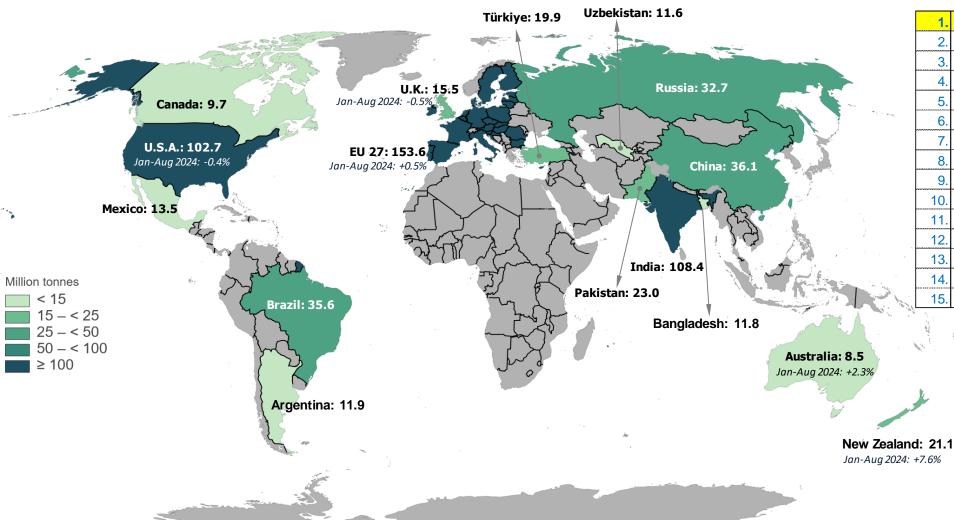
Head of Unit DG AGRI E3 Animal Products

Italian cooperatives – 20 November 2024 - Milan

Top 15 world countries producing cow's milk (2022)

In million tonnes

Top 15 cow's milk producing countries



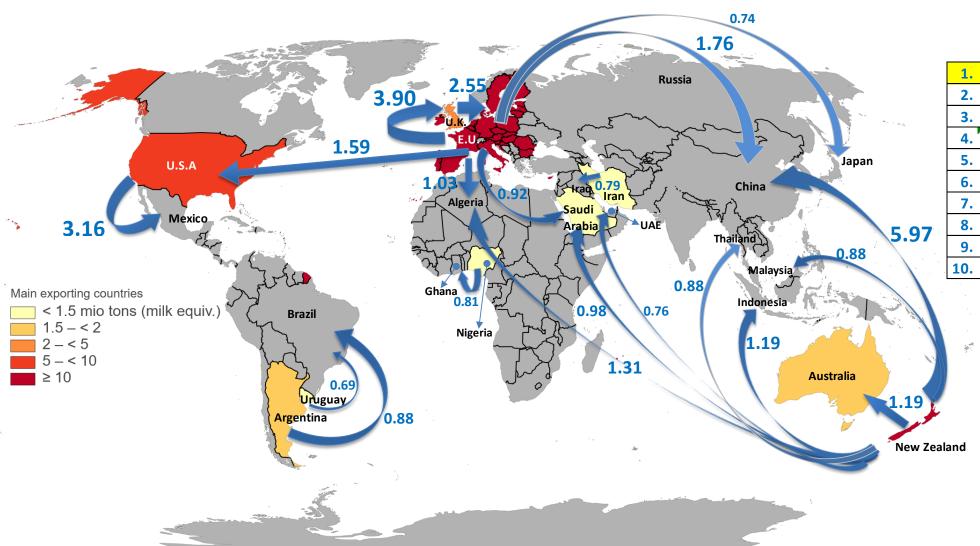
	2022	Mio tons	%
1.	EU 27	153.6	20.4%
2.	India	108.4	14.4%
3.	U.S.A.	102.7	13.6%
4.	China	36.1	4.8%
5.	Brazil	35.6	4.7%
6.	Russia	32.7	4.3%
7.	Pakistan	23.0	3.1%
8.	New Zealand	21.1	2.8%
9.	Türkiye	19.9	2.6%
10.	U.K.	15.5	2.1%
11.	Mexico	13.5	1.8%
12.	Argentina	11.9	1.6%
13.	Bangladesh	11.8	1.6%
14.	Uzbekistan	11.6	1.5%
15.	Canada	9.7	1.3%



Main dairy export flows (in million tons milk equivalent) - 2023

Source: Eurostat/TDM

Top 10 dairy exporting countries

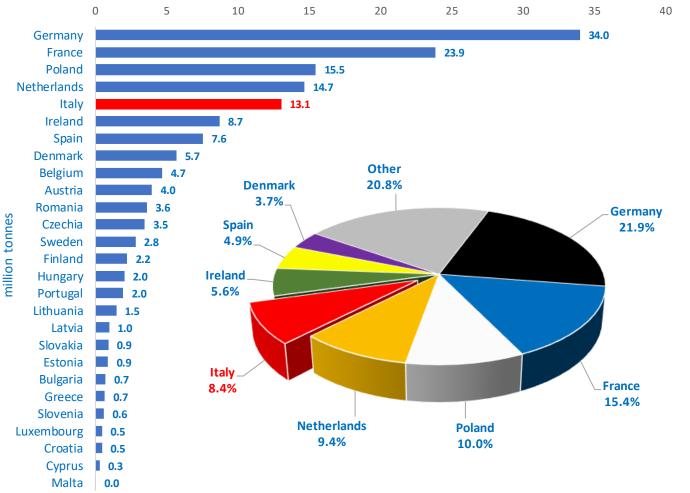


		Mio tons	
	<i>2023</i>	milk	
		equivalent	%
1.	E.U. (27)	21.74	30.2%
2.	New Zealand	21.29	29.5%
3.	United States	8.29	11.5%
4.	United Kingdom	3.20	4.4%
5.	Australia	1.99	2.8%
6.	Argentina	1.81	2.5%
7.	Iran	1.46	2.0%
8.	Uruguay	1.46	2.0%
9.	Saudi Arabia	1.37	1.9%
LO.	Nigeria	0.95	1.3%

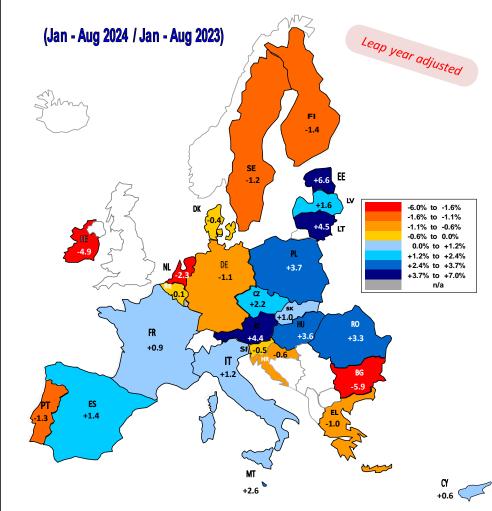


Italy: an important EU milk producing Member State





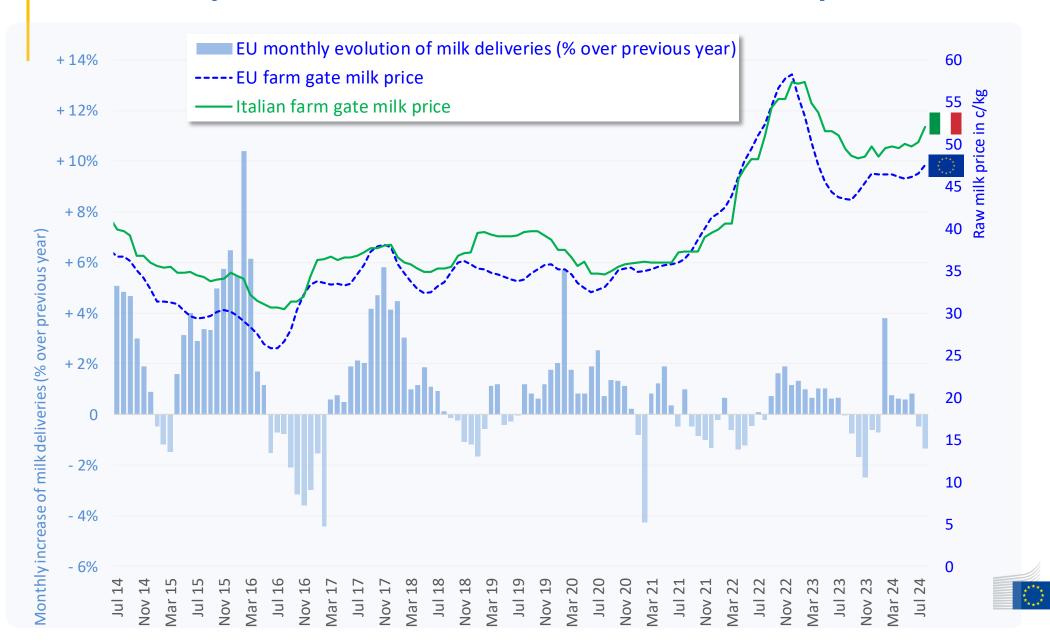
EU Milk Deliveries compared to last period (in %)



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

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

Development of milk deliveries and prices



European Commission

EU Exports of Dairy products - Main destinations

Source : COMEXT Period : January-July Quantity in Tonnes

EU EXPORTS of BUTTER - main destinations									
Period : January-July									
Qty Tons									
	2022	2023	2024						
USA	24 170	26 246	31 040	r + 189					
United Kingdom	31 522	25 004	27 655	+ 119					
China	7 945	9 409	10 412	r + 119					
South Korea	6 836	7 043	7 418	r + 59					
Saudi Arabia	5 744	9 230	6 514	- 299					
U.A.Emirates	3 512	2 838	3 976	+ 409					
Morocco	2 502	4 390	3 785	- 14 9					
Indonesia	3 016	2 656	3 566	+ 349					
Israel	2 031	4 224	3 080	<u>. 279</u>					
Taiwan	3 664	3 444	2 764	- 209					
Other	41 624	50 558	41 311	J - 189					
TOTAL	132 567	145 042	141 520	≥ - 29					

EU EXPORTS of CHEESES - main destinations									
Period : January-July									
Qty Tons									
	2022	2023	2024						
United Kingdom	247 166	254 661	248 911	<u>> - 2%</u>					
USA	74 448	68 435	78 411	r + 15%					
Japan	66 436	59 645	48 189	- 19 %					
Switzerland	41 705	41 651	44 114	↑ + 6%					
South Korea	31 435	35 603	32 440	- 9%					
Saudi Arabia	26 882	24 397	24 099	<u></u> - 1%					
China	19 040	19 161	19 684	7 + 3%					
Ukraine	19 878	18 699	19 482	77 + 4%					
Australia	14 938	15 563	18 303	r + 18%					
Canada	13 938	12 341	14 724	r + 19%					
Other	224 426	245 920	254 418	7 + 3%					
TOTAL	780 293	796 076	802 776	→ + 1%					

EU EXP	EU EXPORTS of SMP - main destinations									
	Period : January-July									
Qty Tons										
	2022	2023	2024							
Algeria	52 774	103 599	113 850	+ 10%						
Egypt	27 190	30 301	32 718	+ 8%						
Philippines	20 321	14 734	26 464	+ 80%						
Saudi Arabia	14 831	25 240	24 989	> - 1%						
Indonesia	32 635	15 651	19 537	+ 25%						
China	50 859	54 139	19 131	- 65%						
Morocco	10 996	16 498	18 307	+ 11%						
Yemen	15 968	18 026	16 072	- 11%						
Nigeria	20 141	11 209	16 045	+ 43%						
Vietnam	10 999	16 653	15 019	- 10%						
Other	142 983	185 011	151 307	- 18%						
TOTAL	399 697	491 059	453 438	- 8%						

EU EXPORTS of WMP - main destinations									
Period : January-July									
Qty Tons									
	2022	2023	2024						
Oman	35 012	29 711	30 723	+ 3%					
United Kingdom	9 461	11 121	9 411	- 15%					
China	12 809	8 458	8 636 2	+ 2%					
Kuwait	6 390	5 203	8 434	+ 62%					
Saudi Arabia	3 989	3 921	4 791	+ 22%					
Dominican R.	4 234	7 178	4 543	- 37%					
Algeria	2 805	20 186	4 089	- 80%					
Senegal	4 309	3 998	3 470	- 13%					
Nigeria	2 257	10 794	3 151	- 71%					
Lebanon	2 321	2 409	3 045	+ 26%					
Other	62 291	64 581	53 121	- 18%					
TOTAL	145 877	167 562	133 415	- 20%					

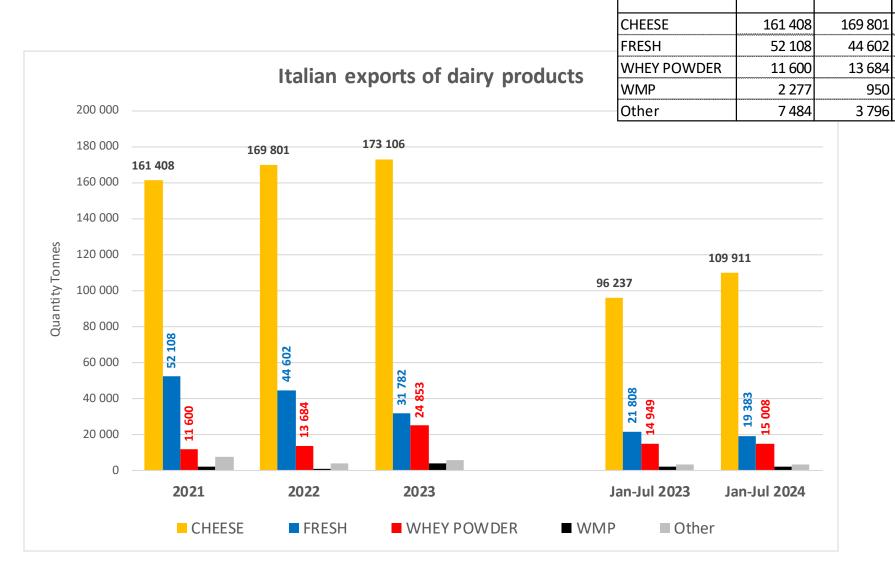


Italian exports of dairy products to third countries

Quantity in tonnes

2021

2022





Commission

2023/22

%

+ 2%

- 29%

+ 82%

Jan-Jul

2023

96 237

21 808

14 949

2 080

3 128

Jan-Jul

2024

109 911

19 383

15 008

1871

3 5 1 0

%

+ 14%

- 11%

+0%

+ 12%

2023

173 106

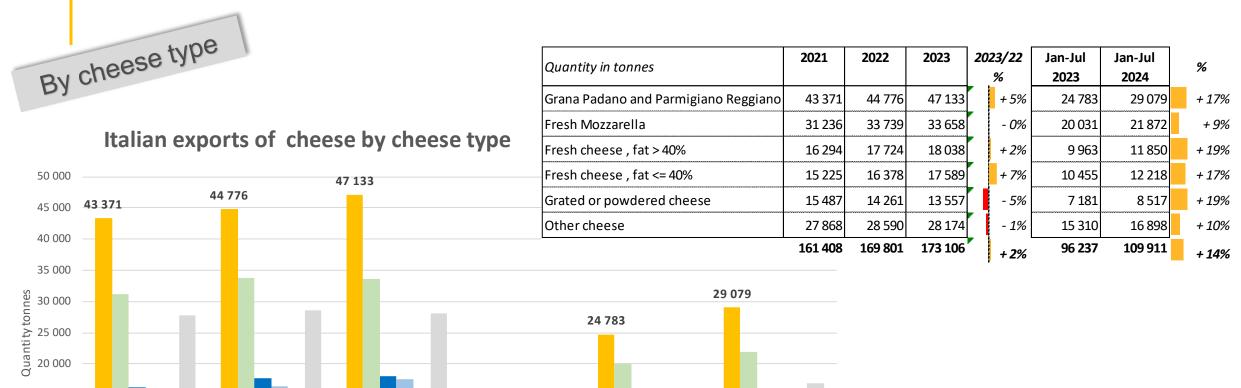
31 782

24 853

4 2 3 5

6 075

Italian exports of cheese to third countries





2022

2023

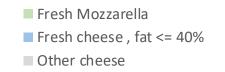
Fiore Sardo and Pecorino

2021

15 000

10 000

5 000



Jan-Jul 2023

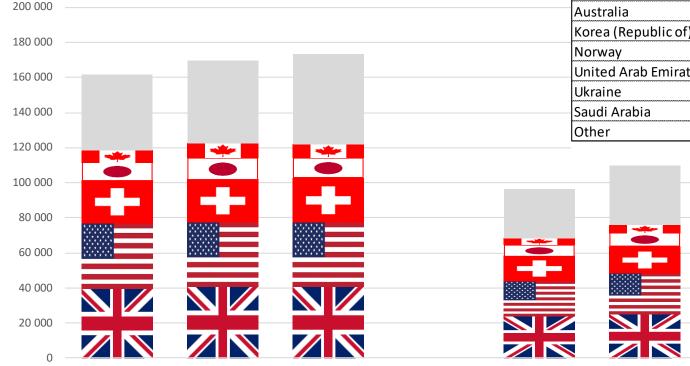
Jan-Jul 2024



Italian exports of cheese to third countries

By destination





Quantity in tonnes	2021	2022	2023
United Kingdom	39 461	40 829	40 696
USA	37 351	36 698	37 122
Switzerland	24 633	24 416	25 022
Japan	10 002	12 278	11 271
Canada	6 984	8 202	7 576
China	6 066	7 535	8 916
Australia	5 864	6 043	6 156
Korea (Republic of)	5 057	5 113	4 745
Norway	2 707	2 861	2 997
United Arab Emirates	2 209	2 471	2 754
Ukraine	2 401	1 390	1 639
Saudi Arabia	1 603	1 847	1 945
Other	17 070	20 119	22 266
	161 408	169 801	173 106

%	Jan-Jul 2023	Jan-Jul 2024	%
- 0%	23 672	25 130	+ 6%
+ 1%	19 814	23 112	+ 17%
+ 2%	14 723	15 460	+ 5%
- 8%	6 502	7 519	+ 16%
- 8%	3 322	4 592	+ 38%
+ 18%	5 261	6 908	+ 31%
+ 2%	3 299	3 918	+ 19%
- 7%	2 656	2 944	+ 11%
+ 5%	1 800	1 850	+ 3%
+ 11%	1 499	1 985	+ 32%
+ 18%	780	974	+ 25%
+ 5%	1 026	1 505	+ 47%
+ 11%	11 881	14 015	+ 18%
+ 2%	96 237	109 911	+ 14%



₩ United Kingdom

2021

Quantity tonnes

USA

2022

Switzerland

2023

Japan

Canada

Jan-Jul 2023

Other

Jan-Jul 2024

Italian exports of cheese to third countries in 2023

3y destin	ation and cheese type	United Kingdom	USA	Switzerland	Japan	China	Canada	Australia	Republic of Korea	Norway	Other	Grand Total
04069061	Grana Padano and Parmigiano Reggiano	7 399	18 069	3 210	1 754	212	5 113	2 527	843	654	7 351	47 133
04061030	Fresh Mozzarella	14 140	931	7 913	3 841	492	183	436	1 256	1 226	3 241	33 658
04061080	Fresh cheese, fat > 40%	4 960	2 038	2 685	1 538	1 213	238	719	1 210	421	3 015	18 038
04061050	Fresh cheese, fat <= 40%	4 942	540	2 298	648	5 342	162	111	844	109	2 593	17 589
04062000	Grated or powdered cheese	5 926	435	4 635	735	466	405	430	252	187	1 486	14 957
04069063	Fiore Sardo and Pecorino	716	10 632	200	324	9	725	298	46	96	511	13 557
04069069	Cheese with fat < 40% and a water content < 47%	854	970	114	429	1 073	139	366	11	12	5 654	9 622
04069099	Cheese with fat > 40%	146	680	768	105	9	85	60	55	118	1 610	3 636
04064050	Gorgonzola	532	393	1 026	534	19	45	315	173	42	482	3 559
04069073	Provolone	144	627	185	43	17	213	677	21	1	467	2 396
	Other cheeses	1 080	2 434	2 173	1 363	81	481	893	56	133	266	8 960
Grand Total		40 696	37 122	25 022	11 271	8 916	7 576	6 156	4 745	2 997	28 604	173 106

The last 5 years...





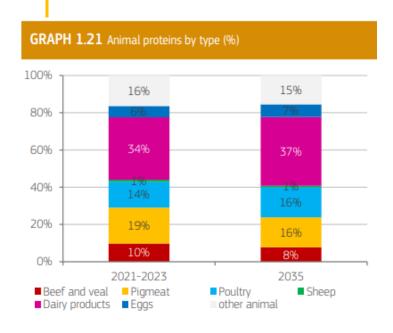








The next 10 years (medium-term outlook)



Annual production growth/decline until 2035

Gross Indigenous Production	2013 – 2023	2023 - 2035
Milk	1,1%	-0,2%
Beef	0%	-0,8%
Pigmeat	0,1%	-0,8%
Poultry	1,9%	0,4%
Sheep+goat	-0,1%	-0,3%

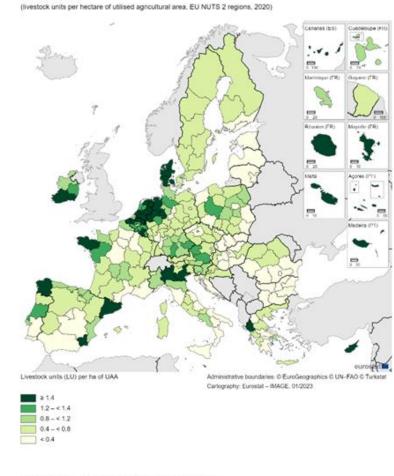
Source: Report on EU agricultural outlook 2023-35, European Commission

- Animal products to remain the main protein source (roughly 60%)
- Overall, -1.6 kg per capita meat consumption by 2035
 - ✓ Sustainability and animal welfare concerns to lead to a lower per capita consumption of beef and pigmeat
 - ✓ Only growing per capita consumption: poultry meat, thanks to healthier image and cheaper price
 - ✓ Stable consumption of sheepmeat (cultural, tradition-bounded & less price sensitive)
- Stable per capita consumption for dairy products
 - ✓ Increase in innovative, functional, fortified products
 & dairy ingredients
 - ✓ Cheese to continue showing the most positive prospects
 (retail, foodservice, processing)



Livestock impact on air, soil and water

- Environmental impacts mainly result from the concentration of livestock in geographical areas.
- In those areas with high livestock density, **nitrate** leakage is higher in water, as well as ammonia and nitrogen emissions.
- Livestock contributes to soil acidification and air and water pollution.
- EU livestock **GHG emissions decreased by 23%** from 1990 to 2021.
- Based on national projections, an EU-level decline of 4% is expected by 2030 compared with 2005 levels. If currently planned additional measures are implemented, an 8% reduction is expected.



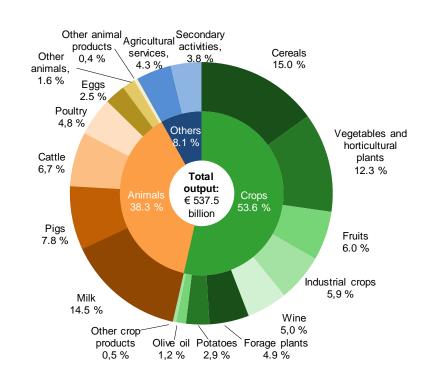




From an economic point of view, livestock is crucial for EU agriculture

- Representing around 40% of the total agriculture value
- European industries linked to animal production (milk and meat processing, feed for livestock) have an annual turnover of approximately EUR 400 billion
- Livestock farms employ around 4 million people in the EU
- Livestock contributes to shape the EU farming system based on family farms: 58% of European farms hold animals
- The average livestock farm typically has 1 to 2 workers plus the family owner
- Livestock farming is particularly concerned by ageing/generational renewal
- Predominant in rural regions

Output of the agricultural industry (% of total output, EU, 2022)



Source: Eurostat (online data code: aact_eaa01)



Livestock delivers positive externalities, including from an environment and climate point of view

- Animals convert nonedible biomass into nutritious food for humans.
- Livestock farming produces food on land that cannot be used for crops (marginal land), also contributing to maintaining local habitats
- In these settings livestock is a main economic activity, critical to ensure vitality to the local rural society
- Extensive pasture-based systems have a proven significant potential in terms of carbon sequestration.
- Livestock, especially grazing ruminants, can have a positive impact on biodiversity, by providing wildlife habitats for species of flora and fauna that are specific to grassland ecosystems
- Livestock is a potential source of renewable energy and organic fertilisation
- Grazing help control biomass and prevent fires



Livestock has unique nutritional properties for humans

- Animal products provide 50% protein intake in the EU diet
- Animal based food are a unique source of or are very rich in
 - several **micro-nutrients** (B12, A, B3, B6 and D, zinc, selenium, calcium, phosphorus and iron) and
 - various **bioactive components** (e.g. taurine) important for cognitive functions



Concrete examples of CAP support for sustainable livestock via Ecoschemes/Investments for livestock sectors

Production system

- 1. More **temporary grassland** in rotation
- Longer rotation with leguminous crop for feeding
- **3.Grazing management optimization** as additional module in FaST
- **4. Extensive livestock management** system
- 5. Increase grass-fed production
- 6. Investment for agro-forestry system
- 7. Payment for permanent grassland / peatland / wetlands

Manure management

- 16. Investment in low-emission manure storage system
- 17. Anaerobic digestion / methanisation
- **18. Organic fertilisers** / soil improver
- 19. Nutrient management plans at local level
- 20. Investment in and use of low emission manure spreading techniques (ground level application of manure and slurry)

Focus on animals

- Feed additives to reduce methane emissions (3-Nitrooxypropanol, Linseed, Seaweed)
- Increased share of co-products in the feed ratio
- Precision protein feeding (avoiding N surplus in the ratio, reducing leakage)
- 11. Use of sexed semen in dairy herd enhancing meat production from the dairy herd (maintain output using fewer resources)
- 12. Increased number of lactations per dairy cow to increase efficiency (maintain output using fewer resources)
- 13. Maintain/re-introduce local resistant breeds
- 14. Invest in more **animal welfare**, such as improved **housing** systems (including e.g. new ventilation systems, filters for methane)
- 15. Support **carbon audits** for better management and for labelling purposes

Knowledge and innovation

- 21. vocational or specific **training courses for farmers or advisors**
- 22. use of advice by farmers
- 23. setting up of advisory services, e.g. for innovation support
- 24. on-farm demonstration activities



EU support for agriculture's sustainability

Economic sustainability

- ✓ Basic income support (= payments decoupled from production)
- ✓ Redistributive income support (for farms < 50ha)</p>
- ✓ Coupled income support (for sustainability/quality)

Environmental sustainability

- ✓ Conditionality (for all)
- ✓ **Eco-schemes** (for those going beyond conditionality in carbon sequestration, precision farming, permanent pasture, animal welfare, antimicrobial reduction)
- ✓ Agro-environmental measures (in rural development)

Social sustainability

- ✓ Respect of EU labour standards conditional for receiving payments + incentives to improve working conditions on farm
- ✓ Complementary income support for young farmers
- ✓ Higher animal welfare standards
- ✓ Reduced use of antibiotics





EUROPE'S CHOICE

POLITICAL GUIDELINES FOR THE NEXT EUROPEAN COMMISSION 2024–2029

Ursula von der LeyenCandidate for the European Commission President



We need to make business easier and faster in Europe.

I will make speed, coherence and simplification key political priorities in everything we do.

Each Commissioner will be tasked with focusing on reducing administrative burdens and simplifying implementation: less red tape and reporting, more trust, better enforcement, faster permitting.

We must and will stay the course on the goals set out in the European Green Deal.

We must focus on **implementing the** existing legal framework for 2030 – in the simplest, fairest and most cost-efficient way.

Enlargement as a geopolitical imperative

The second pillar of our economic foreign policy is trade.

We will continue to deepen our free and fair trade links with growth centres and partners around the world, ensuring reciprocity and a level playing field.

Sustaining our quality of life: food security, water and nature

- Farming is a core part of our European way life and it must always stay that way
- Europe has the healthiest and highest-quality food in the world
- Europe is vital for global food security
- Our farmers and rural areas are increasingly under pressure while making huge efforts to contribute to the green transition
- Strategic Dialogue: Building on recommendations, will present a Vision for Agriculture and Food looking at
 how to ensure the long-term competitiveness and sustainability of our farming sector within the boundaries of
 our planet
- Vital that farmers have a fair and sufficient income
- EU budget and our common agricultural policy is targeted
- Support family farms, and reward **farmers working with nature**, preserving our biodiversity and natural ecosystems and helping to decarbonise our economy on the way to netzero by 2050.
- Support the **competitiveness** of our entire food value chain
- Strengthen farmers' position and further protect them against unfair trading practices
- Protect EU's own food sovereignty







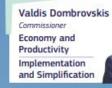
SEPTEMBER 2024

Teresa Ribera Rodríguez Clean, Just and Competitive Transition

von der Leyen President



Maroš Šefčovič Commissioner Trade and Economic Security Interinstitutional Relations and Transparency



Dubravka Šuica Commissioner Mediterranean





Commissioner Health and Animal Welfare

Olivér Várhelyi



Wopke Hoekstra Commissioner Climate, Net Zero and Clean Growth





Marta Kos Commissioner Enlargement



Stéphane Séjourné Prosperity and Industrial Strategy





Costas Kadis Commissioner Fisheries and Oceans



Maria Luís Albuquerque Commissioner Financial Services and the Savings and Investments Union













Jessika Roswall Commissioner Environment, Water Resilience and a Competitive Circular Economy



Piotr Serafin Commissioner Budget, Anti-Fraud and Public Administration













Michael McGrath Commissioner Democracy, Justice and the Rule of Law.







Christophe Hansen Commissioner Agriculture and Food



Glenn Micallef Commissioner Intergenerational Fairness, Youth, Culture and Sport







Ursula von der Leyen

President of the European Commission

Beyond what is listed in your individual mission below, I would like all Members of College to draw on recent or upcoming reports. This notably includes the **Draghi Report** on the future of European competitiveness, the **Niinistö Report** on how to enhance Europe's civilian and defence preparedness and readiness, the report from the **Strategic Dialogue** on the future of EU agriculture, as well as the **Letta report** on the future of the Single Market.





Christophe Hansen

Portfolio: Commissioner for Agriculture and Food

As a rule, you will work under the guidance of the Executive Vice-President for Cohesion and Reforms. The Directorate-General for Agriculture and Rural Development will support you in your work.

Raffaele Fitto

Portfolio: Executive Vice-President for Cohesion and Reforms

- Priority: strengthen competitiveness, resilience and sustainability
- Collective effort all voices heard
- Vision for Agriculture and Food (100 days): in consultation with European Board for Agriculture and Food*
- CAP fit for purpose (targeted, simpler)
- Farmers' income and position in the chain
- Support decarbonisation and preserving biodiversity
- EU-Wide **benchmarching** for agri-food
- Support to organic farming
- Investment and innovation
- Generational renewal
- Climate risk preparedness and crisis management
- Diversify and reduce **imports** of critical inputs and commodities

discuss strategies necessary to make agri-food systems more sustainable and resilient in Europe

- Reciprocity and international level playing field
- Pre-enlargement policy reviews





Recognised POs & APOs

	Number o	f recognised PC)'s	Number of recognised APO's				
Member State	by end 2023	by end 2022	%		by end 2022	9/6		
	ISAMM f	l Form 888		ISAMM f	l form 888			
Belgium	4	2	+100%					
Bulgaria	2	3	-33%					
Croatia	3	3	-					
Cyprus	1	1	-					
Estonia	2							
Finland	1	1	-					
France	90	89	+1%	5	6	-17		
Germany	201	199	+1%	1				
Greece	18	15	+20%					
Hungary	5	5	-					
Italy	56	54	+4%	2	2	-		
Netherlands	1	1	-					
Portugal	5	5	-					
Slovakia	11	1	+1000%					
Slovenia	2							
Spain	11	11	-					
	413	390	+6%	8	8	n		



Source: ISAMM No 888

Recognised Interbranch organisations & Transnational Producer Organisation

	Interbrar	nch organisation	Transnational Producer Organisation				
Member State	by end 2023	by end 2022	%	by end 2023	by end 2022	%	
	ISAMM 1	form 888		ISAMM f	ISAMM form 888		
Belgium	1	1	-	1	1	-	
Estonia					1		
France	8	8	-				
Greece	1	1	-				
Hungary	1						
Italy	1	1	-				
Netherlands	1	1	-				
Portugal	1	1	-				
	14	13	+8%	1	2	-50%	



Source: ISAMM No 888

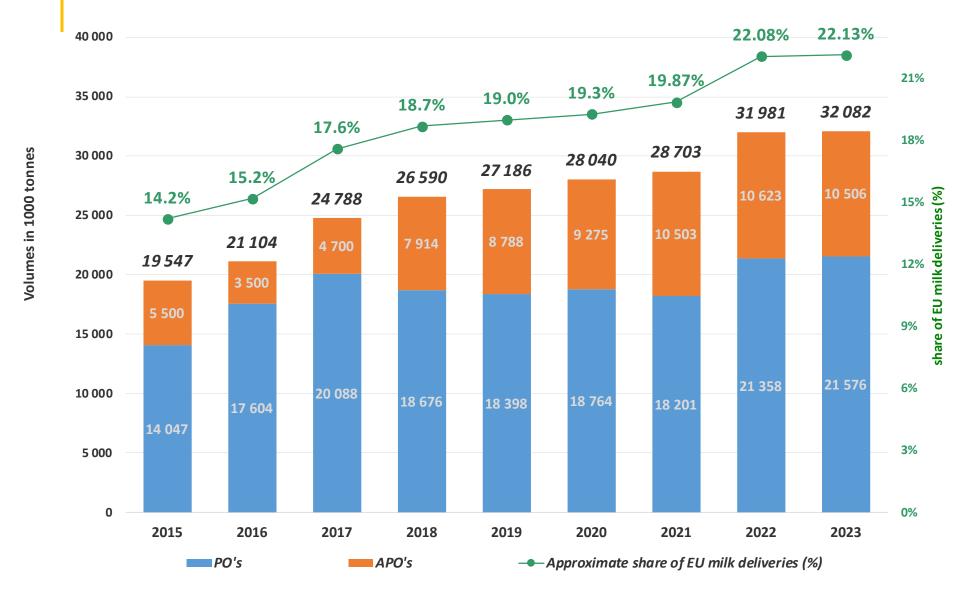
Collective negotiation POs & APOs

Member State	Volume collectively negotiated (x1000 t)	Approximate share of MS deliveries	Volume collectively negotiated (x1000 t)	Approximate share of MS deliveries
	2023		2022	
Germany	14 722	45%	14 966	47%
France	11 928	51%	11 907	49%
Czechia	2 519	77%	2 438	76%
Belgium	1 182	25%	1 295	29%
Spain	1 475	20%	1 365	19%
Slovakia	223	28%		
Bulgaria	8	1%	11	2%
Netherlands	23	0%		

Share of EU27 deliveries:
14.2% 2015
15.2% 2016
17.6% 2017
18.7% 2018
19.0% 2019
19,3% 2020
19.87% 2021
22.08% 2022
22.13% 2023

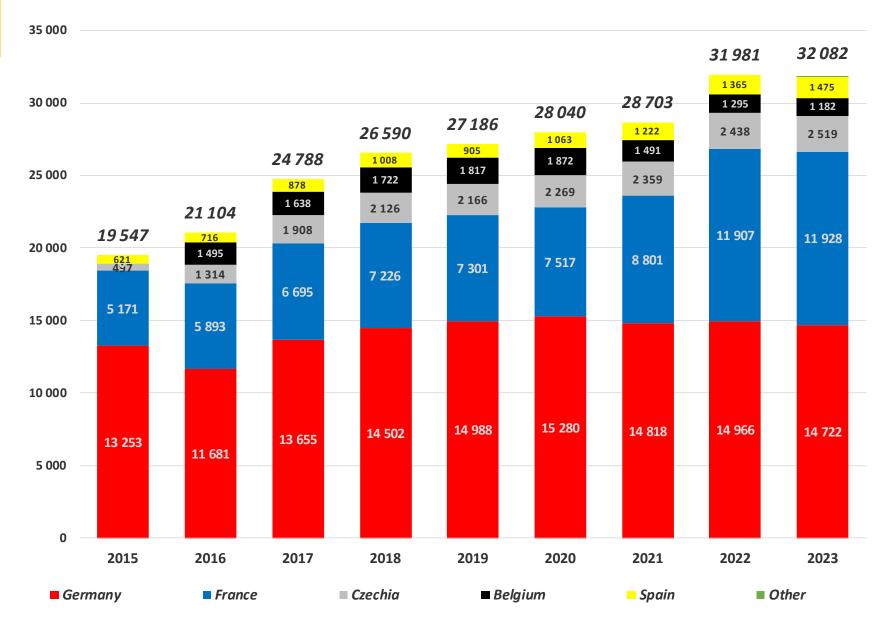


Volumes collectively negociated by PO's and APO's - (EU-27)





Volumes collectively negociated by PO's and APO's - (EU-27)





Sectoral interventions in 'other sectors'

- Regulation (EU) No 1308/2013 (CMO) recognition of producer organisations (POs)
- Regulation (EU) 2021/2115 (CSPR) support for recognised POs, associations of POs, transnational POs or transnational associations of POs implementing operational programmes financed by operational fund (50% PO funding + 50 % Union financial assistance no national MS funding)
- Open to cooperatives or other forms of cooperation
- Setting-up support (Article 77(8) CSPR): 10 % of the PO's VMP (value of marketed production) capped at 100 000 €/y during the 5 years (degressive support)
- 3-5 % of direct payment allocation transferred to 'other' sectors



Sectoral interventions in 'other sectors'

- Focus on classical types of intervention to develop the sector (e.g. investment) and improve the sector organisation / risk management not a priority.
- Types of interventions in other sectors Article 47 CSPR:
 - linked to environmental, research and innovation and promotion objectives and
 - collective storage, replanting or restocking after health or phytosanitary reasons, advisory services, technical assistance, training and exchange of best practices linked to planning of production and crisis prevention and risk management objectives
- Several **MS** submitted sectoral interventions: **BG** (milk and milk products), **CZ** (eggs, potatoes, ornamental plants), **LV** (cereals, beef and veal, pigmeat, milk and milk products, Annex VI), **IT** (potatoes), **SK** (potatoes, milk and milk products, pigmeat, sheepmeat and goatmeat), FR (protein crop, lucerne/dried fodder, flowers and ornamental plants, rice, rabbit and beef and veal label rouge)
- Overall budget for the 5 years EUR 217.772 million



Incentives to form a PO according to 2019 Study

- Economies of scale (shared machinery, storage, handling, processing, marketing, quality control, traceability, business intelligence, R&D)
- Better inputs, machinery and related knowledge
- Production planning (to prevent 'overproduction')
- Technical support (for various standards & certification)
- Sharing knowledge and experience between producers (on farming, markets, administration)
- Reputation of POs as reliable business partners
- Degree of freedom to make own decisions compared to other forms of 'collaboration' (e.g. contract farming)
- Democratic decision-making within POs
- Social interactions within a community (the PO) and generation of social capital and trust
- Strengthening the countryside and rural livelihoods (e.g. while POs help farmers, they are also employers)
- Time saving (POs take care of non-production tasks)



Useful links & deliverables in the form of market information available for all

- Market transparency on Europa, including technical fiches: https://ec.europa.eu/info/food-farming-fisheries/key-policies/common-agricultural-policy/market-measures/agri-food-supply-chain/market-transparency_en
- Milk Market Observatory: https://ec.europa.eu/agriculture/market-observatory/milk_en
- Agricultural markets: DASHBOARDS:
 https://ec.europa.eu/agriculture/dashboards_en
- AGRI-FOOD Data Portal: https://agridata.ec.europa.eu/



Thank you



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