



# U.S. DAIRY EXPORTS TOP 10 PARTNERS

May 2019

## \$5.5 Billion

U.S. Dairy Exports in 2018

**#1: Mexico**  
\$1.4 Million

Mexico is the U.S.'s largest dairy trading partner, with 25% dollar share in 2018. Sales of milk powder accounted for roughly half of trade, topping \$667.1 million. Cheese exports represented another \$386.4 million.

**#2: Canada**  
\$639.0 Million

Dairy sales to Canada account for more than 10% of U.S. annual export value at \$639.0 million. Food preps—infant formula, specifically—account for most of those exports.

**#3: China**  
\$500.4 Million

Sales to China declined in 2018, with share of U.S. total dairy exports down to 9% from 11% in 2017, due in part to increased tariff rates in the second half of the year.

**#4: South Korea**  
\$291.9 Million

In the past ten years, U.S. export sales to South Korea tripled, jumping to \$291.9 million in 2018. Cheese made up more than 75% of those sales, totaling \$221.1 million.

**#5: Japan**  
\$270.3 Million

The U.S. exported nearly \$150 million worth of cheese to Japan in 2018, accounting for roughly 10% of total U.S. sales. Exports of whey and lactose, meanwhile, totaled \$91.6 million.

**#6: Philippines**  
\$248.0 Million

Dollar sales to the Philippines have waned in recent years with \$248.0 million in value in 2018. Milk powder was the primary product, with dollar value topping \$156 million.

**#7: Indonesia**  
\$166.1 Million

Milk powder sales to Indonesia crested \$106 million in 2018, accounting for more than 60% of revenue into the region. Sales of whey and lactose made up another 21% of total exports in 2018.

**#8: Australia**  
\$155.7 Million

Sales to Australia have steadily increased in recent years, rising to \$155.7 million by 2018, up 15% in five years. Shipments of cheese totaled \$91.5 million, accounting for nearly 60% of exports to the region.

**#9: Vietnam**  
\$145.0 Million

The U.S. primarily exports milk powder to Vietnam with \$97.8 million in sales during 2018. Vietnam is also a key destination for whey and lactose with \$33.4 million in sales.

**#10: EU-28**  
\$145.0 Million

More than half of U.S. exports to the EU-28 move in the form of whey and lactose. High protein whey sales alone totaled \$42.9 million in 2018—that accounted for nearly 15% of total U.S. exports.

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