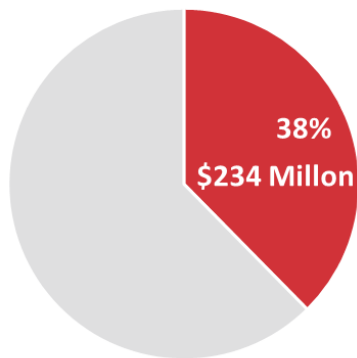


After U.S. dairy product manufacturers and marketers invested years developing opportunities in China, it became the leading market for U.S. whey and was a growing customer for U.S. cheese. Retaliatory tariffs are derailing those efforts and costing the U.S. dairy industry millions in sales, market share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

\$538
Million
US Dairy Exports to
China 2017

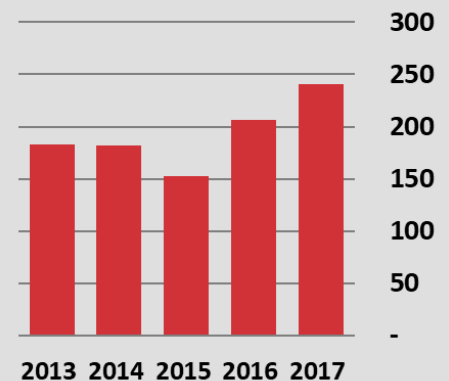
\$ SHARE OF US WHEY EXPORTS



WHEY

China bought 38% of US whey exports by value in 2017. Overall, shipments added up to \$235 million. For July to September 2018, the first months with tariffs in place, exports declined 36% year-over-year. **One IDFA member says it has lost \$7 million already and expects sales to drop by \$20 million.**

EXPORT VOLUME (1,000MT)



2017 US EXPORTS TO CHINA

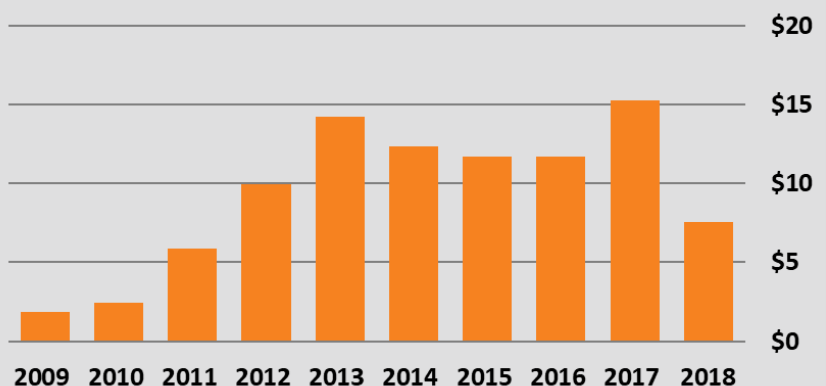
Product	Value	vs 2012
Whey	\$ 235	+35%
SMP	\$ 68	+64%
Cheese	\$ 63	+73%
Lactose	\$ 62	-47%
WPC/WPI	\$ 61	+320%
Infant Formula	\$ 33	+559%
Milk Food Preps	\$ 7	+103%
Casein/Caseinates	\$ 6	+621%
Ice Cream	\$ 3	+21%
Butter and AMF	\$ 1	-23%
TOTAL	\$ 538	+36%

Millions of USD, GTIS, Census Bureau

CHEESE

China is becoming a major market for cheese, with its total imports up by an annual average of 20% over the past five years. US marketers have made inroads, growing sales 6x in 10 years. **But July to September 2018 export value declined 51%.**

JUL-SEP US CHEESE EXPORTS TO CHINA (MILLION \$)



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