Dairy statistics.

An insider's guide 2011.

DairyCo

AHDB Agriculture & Horticulture DEVELOPMENT BOARD

Contents.

Introduction.

This guide has been designed to give readers the answers to the most frequently asked questions about the dairy industry in the UK and elsewhere in the world.

It provides data stretching from the farm gate to consumers and this 'snapshot' of the dairy industry is increasingly used by the media and farmer groups to improve bargaining power and start informed debate.

In addition to the information provided in this guide, please find details of web addresses which explain the areas discussed in more detail towards the back.

We would like to express our thanks to the many individuals and organisations that have provided us with some of the statistics found in this publication. This support is gratefully received.

For free regular market updates emailed or posted to your door every fortnight, call the MI team on +44 247 647 8703 or email datum.info@dairyco.ahdb.org.uk and ask for the free DairyCo Datum Market Update.

Further information on these topics can be found at www.dairyco.org.uk/datum

Market Intelligence Team

DairyCo

Farm inputs.

UK feed prices.

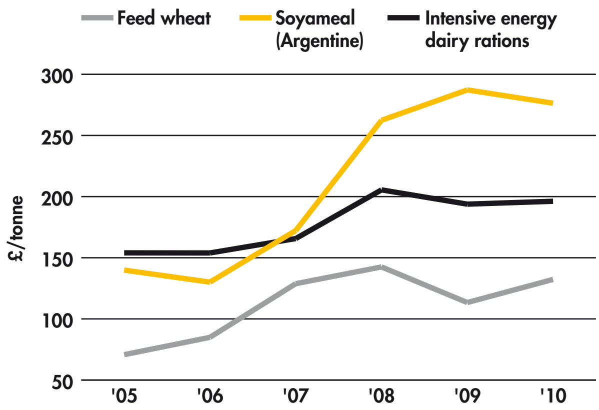
Most feed prices increased between 2009 and 2010. Some poor harvests worldwide and a drought in Russia caused prices to rise from June onwards.

However, protein prices did not show the same annual average price rises. For example, the average price of Argentine Soyameal fell by £11/tonne (3.8%) between 2009 and 2010.

	Average Price (£/tonne)		
	2005	2009	2010
Feed wheat	71	113	132
Soyameal Argentine	140	287	276
Intensive energy dairy rations	154	194	196

Note: Prices are from different outlets: feed wheat (Delivered), soyameal (Ex-Store), intensive dairy rations (On-farm)
Source: Farmbrief, HGCA

UK feed prices



Source: Farmbrief, HGCA

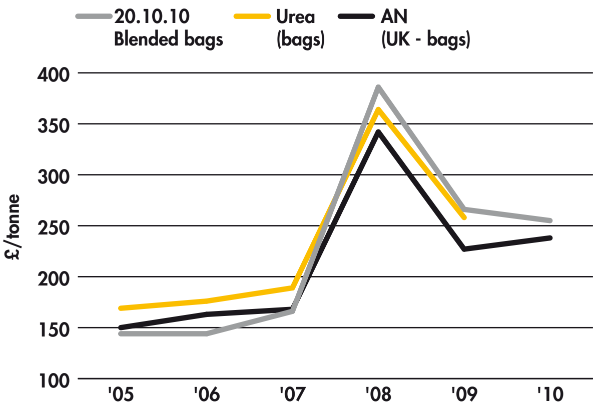
Farm inputs.
UK fertiliser prices.

Average prices for AN (Ammonium Nitrate) rose by 4.8% between 2009 and 2010 to average £238/tonne, as gas prices from February onwards increased in 2010.

	Average Price (£/tonne)		
	2005	2009	2010
20.10.10 Blended bags	144	266	255
Urea (bags)	169	258	n/a
AN (UK - bags)	150	227	238

Source: Farmbrief

UK fertiliser prices



Source: Farmbrief

Farm inputs.
Oil prices.

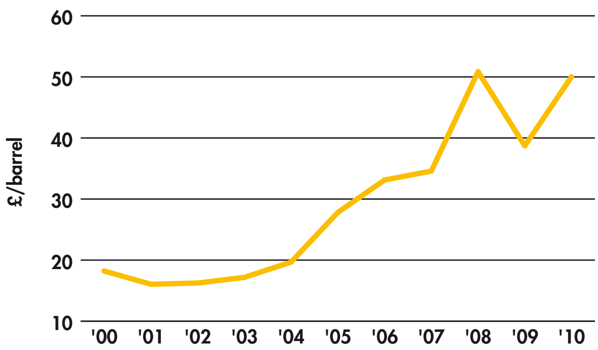
Oil prices rose in 2010 on the previous year to an average price of $77.45/barrel - a 180% increase on the average price a decade ago.

The average price in 2010 in sterling of £50.03/barrel was £0.82 short of the record high annual price of 2008.

	Average oil price		
	2000	2009	2010
US$/barrel	27.60	61.06	77.45
£/barrel	18.22	38.71	50.03

Source: OPEC. Prices have been converted from US$/barrel using average annual exchange rates.

Oil prices



Source: OPEC. Prices have been converted from US$/barrel using average annual exchange rates.

Farm inputs.
GB land prices.

Land prices for dairy farms in England showed a 5.8% increase between 2010 and 2011 to an average of £13,776/ha. Over the same period, land prices in Wales increased by 10.9%, while prices in Scotland were unchanged.

	Value of equipped pasture land (£/ha)		
	Jan-06	Jan-10	Jan-11
England	6,358	13,026	13,776
Scotland	4,877	8,323	8,323
Wales	6,696	10,217	11,334
North of England	7,191	12,850	13,307
East of England	n.a	n.a	n.a
East Midlands	5,189	10,131	10,131
West Midlands	5,712	14,275	15,562
SW England	6,489	12,427	13,228
SE England	5,740	13,885	14,267

Source: Savills.

Farm inputs.
Rent prices in England & Wales.

Rent levels increased in England and Wales in 2010.

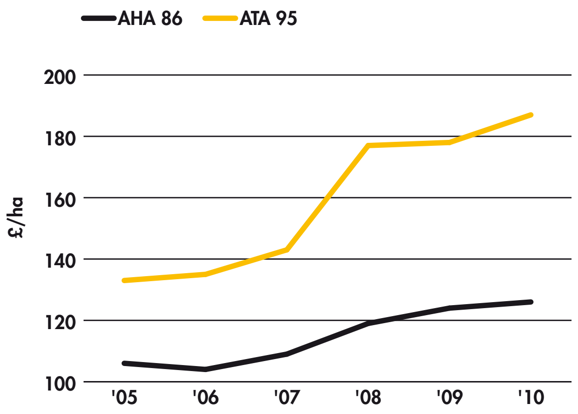
Average rents rose by £2/hectare (1.6%) on land let under the AHA 86 (The Agricultural Holdings Act 1986) and increased by £9/hectare (5.1%) on land let under ATA 95 (The Agricultural Tenancies Act 1995).

Rent levels for England and Wales

	Rent £/ha		
	2005	2009	2010
AHA 86*	106	124	126
ATA 95*	133	178	187

Source: DairyCo, RICS Farmland Market Survey

Rent levels for England and Wales



Source: DairyCo, RICS Farmland Market Survey

*AHA 86 - The Agricultural Holdings Act 1986. ATA 95 - The Agricultural Tenancies Act 1995

On-farm data.
UK dairy farm numbers.

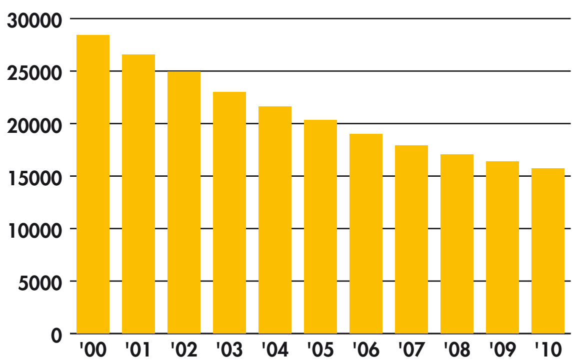
The number of UK dairy farms fell at a faster rate in 2010 than in 2009. In June 2010, there were 15,716 dairy farms in the UK - 4.2% (688) less than in 2009.

In the past ten years, the number of dairy farmers in England and Wales has fallen by 48%. In Scotland, the number of dairy farmers has fallen by 29% and by 34% in Northern Ireland.

	June Census		
	2000	2009	2010
England & Wales	21,772	11,743	11,256
Scotland	1,795	1,298	1,266
Northern Ireland	4,855	3,363	3,194
UK	28,422	16,404	15,716

Source: DHI, DARD, SEERAD

UK dairy farm numbers



Source: DHI, DARD, SEERAD

On-farm data.
Producer numbers by region.

Figures are for June unless otherwise stated.

Scotland	2000	1,795
	2009	1,298
	2010	1,266
North	2000	4,223
	2009	2,355
	2010	2,265
Midlands	2000	5,722
	2009	3,118
	2010	2,990
South West	2000	5,919
	2009	3,444
	2010	3,322
South East	2000	1,675
	2009	722
	2010	694
Wales	2000	3,522
	2009	2,104
	2010	1,985

Source: DHI, DARD, SEERAD

Note: September figures were used for 2000 due to available information. Therefore figures do not tally exactly with the farm numbers table on page 10.

On-farm data.

EU dairy producer numbers.

In 2009/10, there were 1.2 million dairy farmers in the 27 EU member states.

The population of dairy farmers in the EU-15 fell by 24.6% (130,500 farmers) between 2004/05 and 2009/10 - approximately 71 farmers per day left the industry.

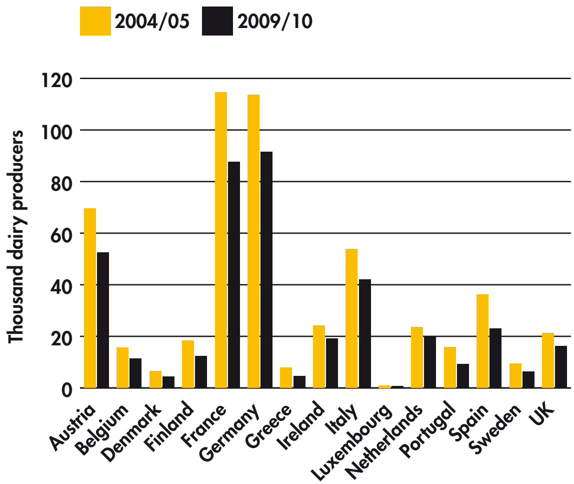
EU dairy producer numbers

	Thousand dairy farmers			
	04/05	07/08	08/09	09/10
Austria	69.6	58.0	55.3	52.5
Belgium	15.7	12.6	11.9	11.3
Denmark	6.5	4.9	4.5	4.3
Finland	18.3	14.4	13.1	12.4
France	114.6	99.3	92.8	87.6
Germany	113.6	99.5	95.2	91.6
Greece	7.8	5.7	5.1	4.6
Ireland	24.2	20.9	20.6	19.1
Italy	53.8	45.6	43.9	42.1
Luxembourg	1.0	0.9	0.9	0.8
Netherlands	23.6	20.8	20.4	20.0
Portugal	15.8	11.0	10.0	9.2
Spain	36.2	25.8	24.0	23.1
Sweden	9.5	7.9	6.9	6.4
United Kingdom	21.3	17.8	16.9	16.2
EU-15	531.5	445.1	421.4	401.0
Cyprus	0.2	0.4	0.2	0.2
Czech Republic	3.2	2.7	2.6	2.6
Estonia	2.0	1.4	1.3	1.1
Hungary	6.5	6.3	6.4	6.0
Latvia	26.7	20.3	17.6	13.6
Lithuania	121.9	69.3	60.8	50.6
Malta	0.2	0.1	0.1	0.1
Poland	n/a	232.1	207.6	185.7
Slovenia	n/a	10.4	9.8	9.4
Slovakia	0.9	0.8	0.8	0.9
EU-25	n/a	789.0	728.8	671.2
Bulgaria	n/a	108.8	107.2	104.0
Romania	n/a	663.2	503.6	429.9
EU-27	n/a	1,561.1	1,339.5	1,205.1

Source: Eurostat

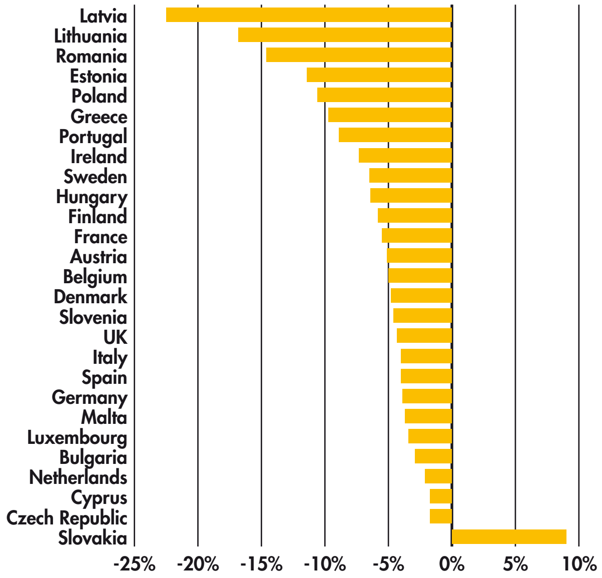
D.

EU-15 dairy producer numbers



Source: Eurostat

Change of number of dairy producers per country between 2008/09 and 2009/10 (%)



Source: Eurostat

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On-farm data.

UK dairy cow numbers.

Between 2009 and 2010, the UK dairy herd fell by 0.5% (10,000 head) to stand at 1.85 million head.

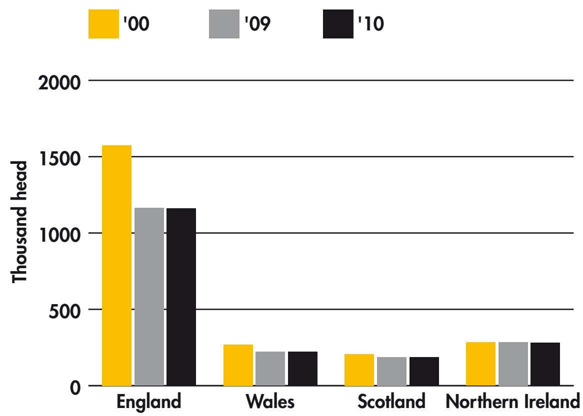
	Thousand head		
	2000	2009	2010
England	1,575	1,163	1,160
Wales	269	221	222
Scotland	207	187	185
Northern Ireland	284	285	281
UK	2,336	1,857	1,847

Note: Dairy cow numbers refer to dairy female cattle aged two years or more.

2008 & 2009 Figures: England figures have been sourced through CTS (cattle tracing system), Northern Ireland data has been sourced through APHIS, Scotland and Wales use survey data. CTS/APHIS uses breed of cattle to identify purpose. Therefore, cannot be used for a direct comparison with previous years.

Source: Defra, DARD, Welsh Government, SEERAD

UK dairy cow numbers



Source: Defra, DARD, Welsh Government, SEERAD

On-farm data.
UK average herd size.

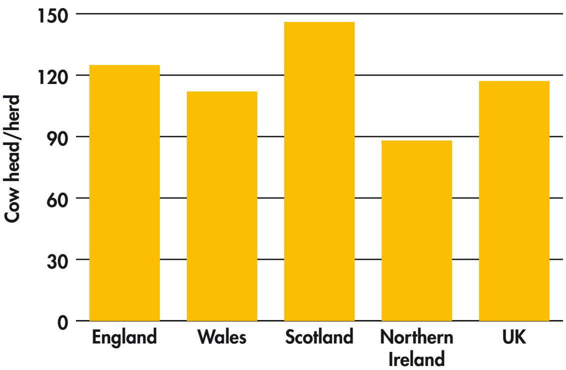
Despite the fall in dairy cow numbers, the UK average herd size increased to 117 cows in 2010.

	June Census		
	2000	2009	2010
England	90	121	125
Wales	76	105	112
Scotland	116	144	146
Northern Ireland	59	85	88
UK	84	113	117

Note: Averages have been worked out according to figures found in the dairy farm numbers and dairy cow numbers tables.

Source: Defra, DARD, DHI, SEERAD, Welsh Government

UK average herd size in 2010



Source: Defra, DARD, DHI, SEERAD, Welsh Government.

On-farm data.
EU dairy cow numbers.

The EU-15 had 76% of dairy cows in the EU-27 in 2010 with the UK herd representing 8.0% of the total EU-27 dairy cow population.

	Thousand head		
	2000	2009	2010*
UK	2,339	1,864	1,847
EU-15	19,910	17,827	17,608
EU-25	n/a	21,986	21,670
EU-27	n/a	23,702	23,152
UK% (EU-27)	n/a	7.9%	8.0%

* provisional, figures for Ireland are unavailable for 2010 so the 2009 figure was used instead

Note: Eurostat figures for the UK are different from the UK dairy cow numbers on page 15 since figures are collated from different sources.

Source: Eurostat

On-farm data.
UK average milk yield.

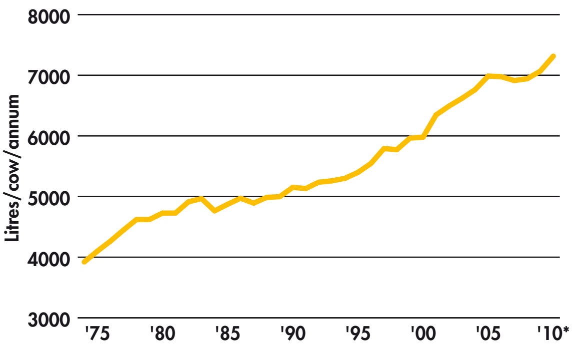
In 2010, the UK annual average milk yield increased for the third consecutive year to 7,315/cow/annum - 3.5% higher than in 2009 and 22.3% more than in 2000.

	litres/cow/annum
2000	5,979
2007	6,913
2008	6,943
2009	7,068
2010*	7,315

* provisional

Source: Defra

UK average milk yield



* provisional

Source: Defra

On-farm data.
TB incidences in cattle in Great Britain.

The number of cattle being slaughtered due to Bovine TB has decreased by 9.3% (3,330) between 2009 and 2010.

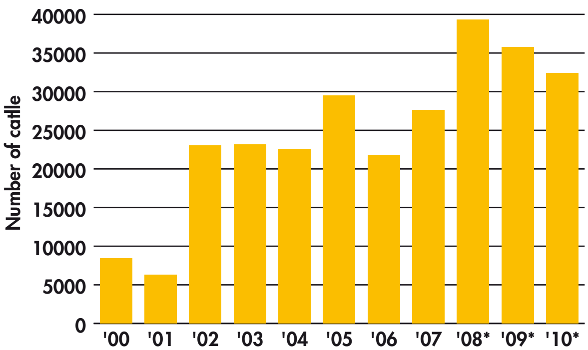
	Number of cattle slaughtered for Bovine TB in GB
2000	8,411
2008*	39,302
2009*	35,733
2010*	32,403

* provisional

Note: Statistics above are for all cattle slaughtered due to Bovine TB not just dairy cattle. However, it is estimated that for 2008, 2009 and 2010, approximately 54.5% of animals slaughtered are dairy cattle based on averages covering a 20 month period.

Source: Defra

Number of cattle slaughtered for Bovine TB in GB



* provisional

Source: Defra

On-farm data.

UK average dairy farm business income.

Provisional figures from Defra show that the average dairy farm business income has decreased in England and Wales by 23.9% and 12.6% respectively between the 2009/10 and 2010/11 financial years. In Northern Ireland however, dairy farm business income increased by 105.6%. The figures below are inclusive of subsidies (single payment) and exclusive of imputed values for unpaid labour and rent.

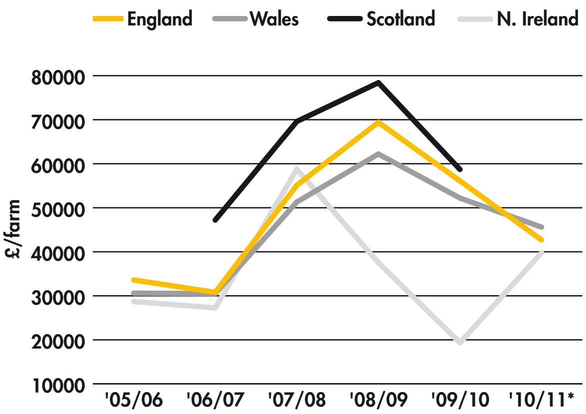
	£/farm			
	England	Wales	Scotland	N. Ireland
2005/06	33,600	30,600	n/a	28,700
2009/10	56,100	52,200	58,700	19,341
2010/11*	42,700	45,600	n/a	39,771

* provisional

Source: Defra

Note: Figures listed are for farm business income which has replaced net farm income as the primary indicator used by Defra. Farm business income equals: Total output from agriculture (includes crop and livestock valuation change) + Total output from agri-environment schemes +Total output from diversification (Tourism) +Single payment scheme + Profit/(loss) on sale of fixed assets - Expenditure (costs, overheads, fuel, repairs, rent, depreciation, paid labour). Farm business income EXCLUDES imputed values for unpaid labour and rent for owner occupiers.

UK average dairy farm business income



* provisional

Source: DefraOn-farm data.

Milk supply.

GB and UK wholesale milk deliveries.

In 2010/11, UK milk production was 3.9% (506 million litres) higher than the previous milk year.

Over the same period, milk supply in Northern Ireland increased by 9.0% year on year and milk production in GB increased by 3.2%.

Milk production in GB benefited from better than average quality of silage and a weather favourable for grass growth in the summer 2010.

	Million litres					
	GB			UK		
	'00/01	'09/10	'10/11	'00/01	'09/10	'10/11
Apr	1,023	974	970	1,177	1,144	1,133
May	1,112	1,022	1,054	1,292	1,203	1,243
Jun	1,000	959	997	1,169	1,130	1,179
Jul	1,010	938	968	1,174	1,101	1,141
Aug	991	913	953	1,133	1,053	1,109
Sep	938	872	926	1,058	994	1,065
Oct	932	900	937	1,043	1,024	1,076
Nov	901	866	893	1,006	985	1,028
Dec	984	916	926	1,103	1,045	1,072
Jan	1,012	913	939	1,142	1,049	1,096
Feb	934	845	873	1,062	978	1,023
Mar	1,036	961	992	1,191	1,116	1,167
Total	**11,875**	**11,078**	**11,427**	**13,550**	**12,825**	**13,332**

Note: Figures are subject to rounding

Source: RPA, DARD

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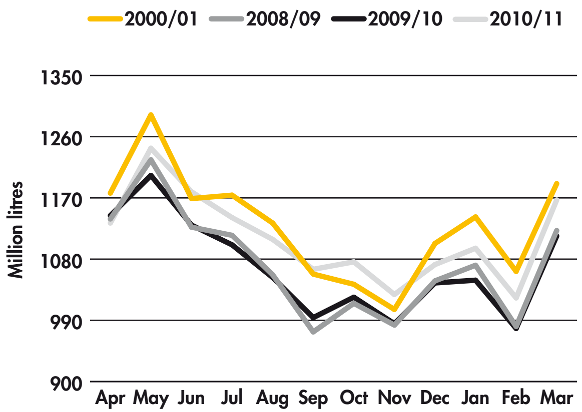
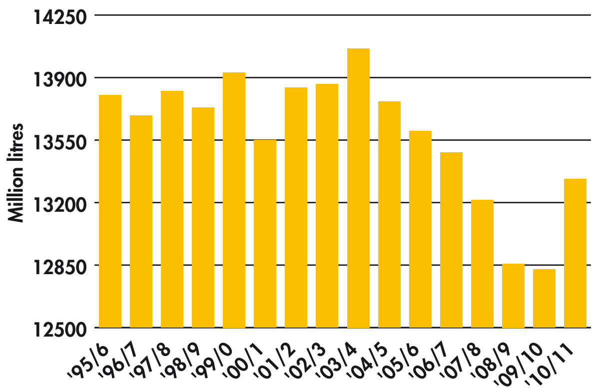
UK wholesale milk deliveries



Source: RPA

UK wholesale deliveries by milk years (April-March)



Source: RPA

Milk supply.

Milk deliveries by nation (Butterfat adjusted).

Between the 2008/09 and 2009/10 milk years, butterfat adjusted milk deliveries fell by an average of 1.6% across all nations in the UK.

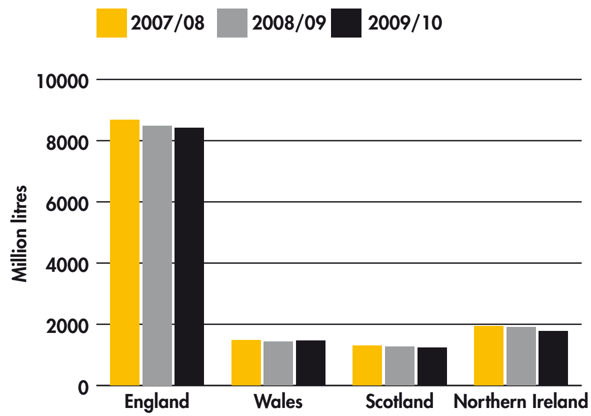
Milk deliveries decreased by 7.2% in Northern Ireland, 2.0% in Scotland, 0.9% in England and increased by 1.9% in Wales.

	million litres		
	2007/08	**2008/09**	**2009/10**
England	8,678	8,490	8,417
Wales	1,478	1,436	1,463
Scotland	1,300	1,264	1,239
Northern Ireland	1,938	1,908	1,770
UK	**13,395**	**13,098**	**12,889**

Note: Figures are subject to rounding

Source: RPA

Butterfat adjusted milk deliveries by nation



Source: RPA

Milk supply.
EU-27 wholesale deliveries.

Milk deliveries in the EU-27 were 2.2% higher in 2010/11 than in 2009/10. Fifteen countries expanded their production including Germany, the Netherlands, France, Ireland and Spain.

The UK, whose milk deliveries increased by 4.0% between 2009/10 and 2010/11, remains the third largest producing country in the EU.

EU-27 wholesale deliveries

	Thousand tonnes		
	2000/01	2009/10	2010/11
Germany	26,855	28,166	28,856
France	23,214	22,755	23,783
United Kingdom	14,250	13,202	13,729
Netherlands	10,610	11,498	11,632
Italy	9,953	10,572	10,356
Poland	n/a	9,053	9,047
Spain	5,862	5,763	5,871
Ireland	5,268	4,873	5,452
Denmark	4,456	4,749	4,798
Belgium	3,004	2,950	3,090
Sweden	3,293	2,895	2,857
Austria	2,651	2,714	2,807
Czech Republic	n/a	2,337	2,319
Finland	2,476	2,290	2,289
Portugal	1,846	1,852	1,827
Hungary	n/a	1,386	1,300
Lithuania	1,001	1,253	1,296
Romania	n/a	963	880
Slovakia	228	830	796
Greece	604	685	679
Latvia	n/a	594	636
Estonia	436	586	614
Bulgaria	n/a	553	531
Slovenia	475	516	521
Luxembourg	260	272	281
Cyprus	134	148	151
EU-15	114,603	115,237	118,308
EU-27	n/a	133,456	136,399

Source: Eurostat

Note: Figures do not include Malta, however, it is estimated they only produce around 3,000 - 6,000 tonnes per month which would not substantially affect any percentage changes.

Milk supply.
World production.

World milk production continues to increase and reached 567 billion litres in 2009.

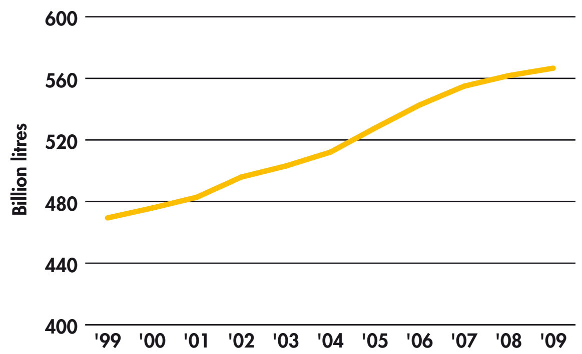
The EU-27 accounted for over a quarter (25.2%) of total world milk supply in 2009 with the UK remaining the 9th largest milk producer in the world.

	Billion litres		
	1999	2008	2009*
World	469.6	563.7	566.6
EU-15	115.7	116.8	115.5
EU-25	137.4	138.7	136.9
EU-27	143.0	145.1	143.0
UK	14.6	13.3	12.9
EU-27%	30.4%	25.7%	25.2%
UK%	3.1%	2.4%	2.3%

*2009 figures include FAO estimates

Source: Faostat - FAO

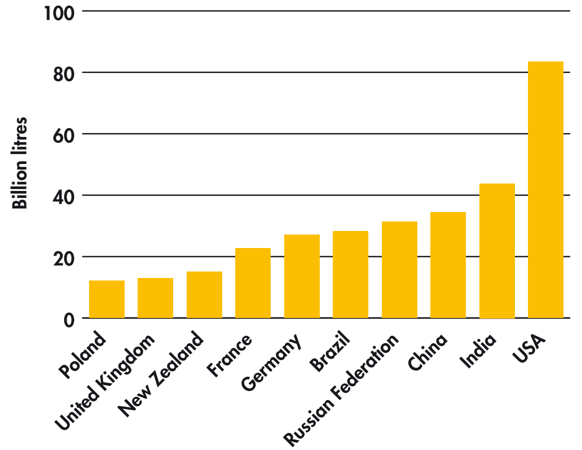
World milk production



2009 figures include FAO estimates

Source: Faostat - FAO

Top 10 milk producing countries in 2009*



* 2009 figures include FAO estimates

Source: Faostat - FAO

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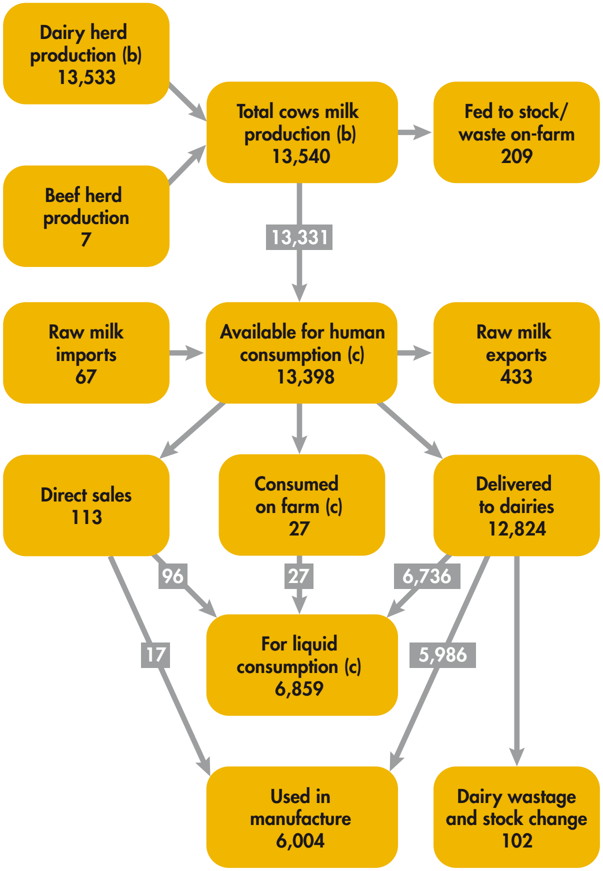
Milk supply.
UK milk flow.

The UK milk market was approximately 13.4 billion litres in 2010. Milk for liquid consumption accounted for 6.9 billion litres.

UK milk flow 2010 (a) (million litres)



(a) Figures are provisional

(b) Excludes any suckled milk

(c) Includes 7 million litres of milk produced by the beef herd

Source: Defra

Milk prices and contracts.
UK annual average farmgate price.

Because of increased commodity prices, the UK annual average milk price rose to its second highest level on record in 2010 to an average of 24.66ppl. This was 0.95ppl (4.0%) higher than in 2009.

	Average price ppl	Year-on-year price difference ppl
2000	16.92	-1.39
2001	19.25	2.33
2002	17.05	-2.20
2003	18.01	0.96
2004	18.45	0.44
2005	18.46	0.01
2006	17.94	-0.52
2007	20.66	2.72
2008	25.91	5.25
2009	23.71	-2.20
2010	24.66	0.95

Source: Defra (excluding bonus payments)

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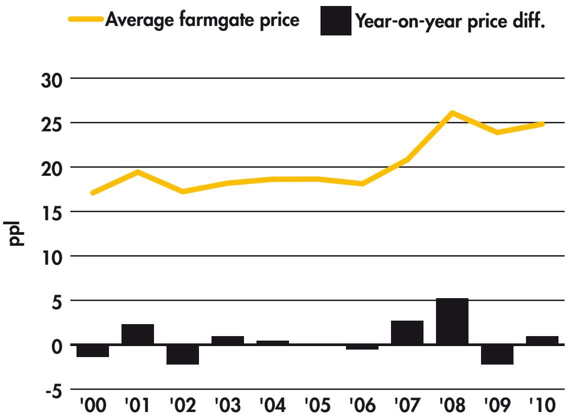
UK annual average farmgate prices



Source: Defra (excluding bonus payments)

Milk prices and contracts.

UK monthly average farmgate price.

The average farmgate price reached a record high in March 2011, at 26.57ppl.

Prices have consistently been higher in the 2010/11 milk year than the 2009/10 year.

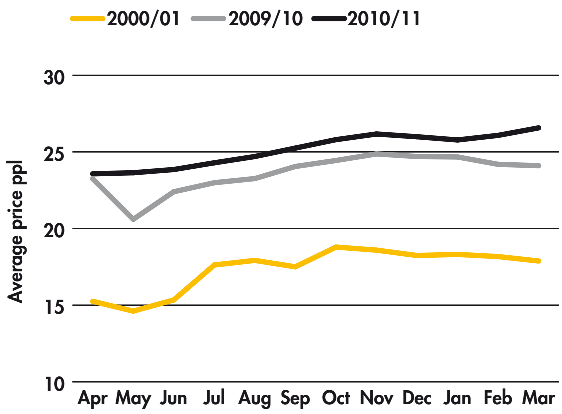
	Average Price ppl		
	2000/01	2009/10	2010/11
April	15.25	23.25	23.57
May	14.61	20.60	23.64
June	15.34	22.40	23.85
July	17.62	22.99	24.29
August	17.92	23.26	24.70
September	17.50	24.05	25.25
October	18.79	24.44	25.80
November	18.59	24.87	26.17
December	18.24	24.70	25.99
January	18.31	24.67	25.78
February	18.17	24.19	26.08
March	17.88	24.10	26.57
Average	17.35	23.63	25.14

Note: The annual average price given is unweighted and therefore not comparable with annual Defra price

Source: Defra (excluding bonus payments)

D.

Monthly average farmgate prices



Source: Defra (excluding bonus payments)

Milk prices and contracts.

UK milk producer league table.

It is important to note that the DairyCo standard litre changed in September 2010.

2010/11 annual average price (ppl) by company (from our DairyCo standard litre)	
Dairy Crest M&S - Variable[1]	27.72
Dairy Crest M&S - Profile[1]	27.68
Dairy Crest Waitrose[1]	27.67
Wiseman Tesco[2]	27.28
Wiseman Sainsbury	27.05
Arla Tesco[2]	27.05
First Milk Tesco - Profile	26.94
Dairy Crest Sainsbury - Variable	26.72
Dairy Crest Sainsbury - Profile	26.67
Arla Asda	25.83
Dairy Crest cheese Davidstow - Variable	25.38
Dairy Crest cheese Davidstow - Profile	25.33
Wensleydale	25.04
Lactalis/Caledonian Cheese - Profile	25.03
Barber A.J & R.G	25.03
Grahams Dairies	24.95
Parkham Farms	24.88
Milk Link Northern Manufacturing - Seasonal	24.83
Wiseman Partnership	24.79
Milk Link Cumbrian Direct Group	24.76
Lactalis/Caledonian Cheese - Seasonal	24.73
Milk Link Manufacturing - Seasonal	24.68
Milk Link London Liquid	24.67
Arla non-aligned	24.63

2010/11 annual average price (ppl) by company (from our DairyCo standard litre)	
Dairy Crest Liquid - Variable	24.61
Wyke Farms	24.57
Dairy Crest Liquid - Profile	24.56
Dairy Crest milk&more - Variable	24.49
Dairy Crest milk&more - Profile	24.46
Milk Link Northern Manufacturing - A&B	24.44
Milk Link Manufacturing - A&B	24.39
Arla AFMP	24.38
Lactalis/Caledonian Cheese	24.36
Belton Cheese	24.35
Saputo - Level	24.28
Paynes Dairies	24.17
North Milk Co-operative	24.13
Saputo - Seasonal	24.01
Meadow Foods Compositional - Seasonal	23.88
Meadow Foods Compositional - Level	23.86
First Milk Highlands & Islands Area - Dual Pricing	23.82
Glanbia Llangefni	23.82
Joseph Heler	23.76
First Milk Highlands & Islands Area - Profile	23.70
South Caernarfon Creameries	23.68
First Milk Liquid - Dual Pricing	23.35
First Milk Liquid - Profile	23.23

1 Milk prices listed above will vary according to the amount of milk that is required by each retailer; additional milk will be paid for at Dairy Crest's standard liquid milk contract price; the milk price above assumes that all litres produced are sold into the dedicated milk pools.

2 Farmers signed up with the Promar costings survey get an additional 0.50ppl.

Note: Prices listed above are exclusive of: capital retentions, administration charges, farmer group subscriptions, and VAT but are inclusive of: DairyCo levy, seasonality.

Source: DairyCo

D.

Milk prices and contracts.
IMPE/AMPE/MCVE.

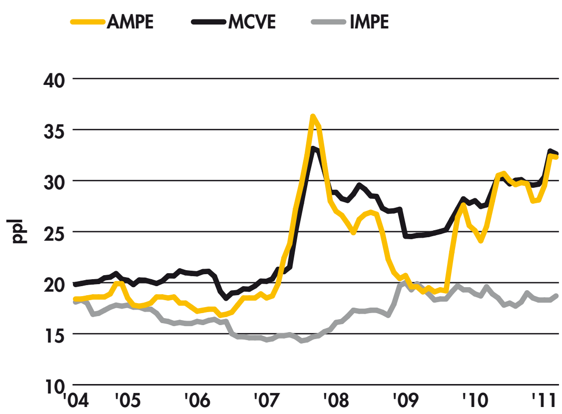
Market indicators such as AMPE (Actual Milk Price Equivalent) and MCVE (Milk for Cheese Value Equivalent) provide a benchmark for the value returned from milk (at the factory gate) when used for a range of dairy products - butter and powders for AMPE and mild Cheddar and other by-products for MCVE.

IMPE (Intervention Milk Price Equivalent) gives the value (at the factory gate) of a litre of milk that has been manufactured into butter and SMP and sold into intervention. From this an assumed cost of manufacture has been deducted to give an equivalent raw milk price.

	Average Price (ppl)		
	2004/05	2009/10	2010/11
IMPE	17.6	19.0	18.3
AMPE	18.7	22.8	29.9
MCVE	20.2	26.4	30.4

Source: DairyCo, DIN

IMPE, AMPE, MCVE



Source: DairyCo, DIN

Milk prices and contracts.

EU annual average farmgate price.

The weighted average EU-27 farmgate price was 30.51ppl in 2010 - 4.08ppl (15.4%) higher than the price in 2009. This was the result of high dairy commodity prices in 2010.

At 24.65ppl, UK dairy producers received 5.86ppl less than the weighted EU-27 average price and the lowest price in the EU-15.

	ppl		
	2000	2009*	2010*
Austria	18.20	26.66	28.10
Belgium	18.88	21.76	26.93
Denmark	20.56	25.30	28.22
Finland	21.43	36.39	32.83
France	19.13	27.43	27.35
Germany	19.64	21.79	27.36
Greece	20.31	34.61	32.99
Ireland	17.27	22.74	27.19
Italy	21.43	28.08	29.89
Luxembourg	20.16	24.66	26.32
Netherlands	20.25	24.61	27.77
Portugal	18.27	26.67	25.34
Spain	17.19	26.82	25.98
Sweden	22.42	24.04	29.74
United Kingdom	17.00	23.71	24.65
EU-15	19.48	26.31	28.04
Cyprus	n/a	46.90	45.34
Czech Republic	n/a	20.78	24.99
Estonia	n/a	19.35	24.51
Hungary	n/a	19.73	23.03
Latvia	n/a	17.16	22.21
Lithuania	n/a	16.78	22.24
Malta	n/a	n/a	n/a
Poland	n/a	20.38	24.17
Slovenia	n/a	23.80	23.74
Slovakia	n/a	19.26	24.15
Bulgaria	n/a	25.37	27.62
Romania	n/a	20.36	23.92
Weighted EU-27 average	n/a	26.43	30.51

*Some of 2009 and 2010 figures are estimates

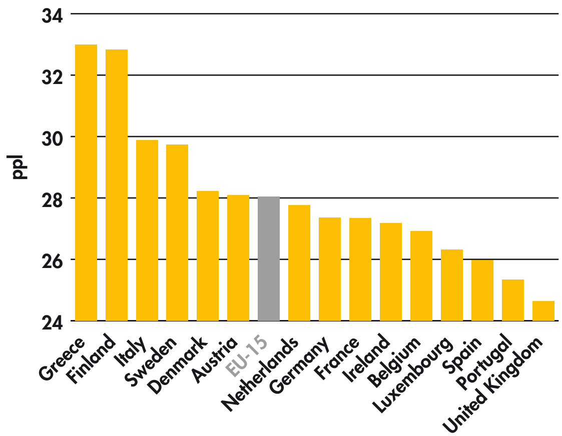
Note: Prices have been converted into ppl using annual average exchange rates.

UK prices are calculated on a different basis to the Defra farmgate price.

Source: DG AGRI-C4, DairyCo

D.

Average farmgate price in 2010 (ppl)



Source: DG AGRI-C4, DairyCo

Dairy processing and trade.
UK milk utilisation.

In 2010/11, more than half (51.0%) of raw milk produced in the UK went into the production of liquid milk, 26.3% into cheese and 10.1% into condensed milk and powders.

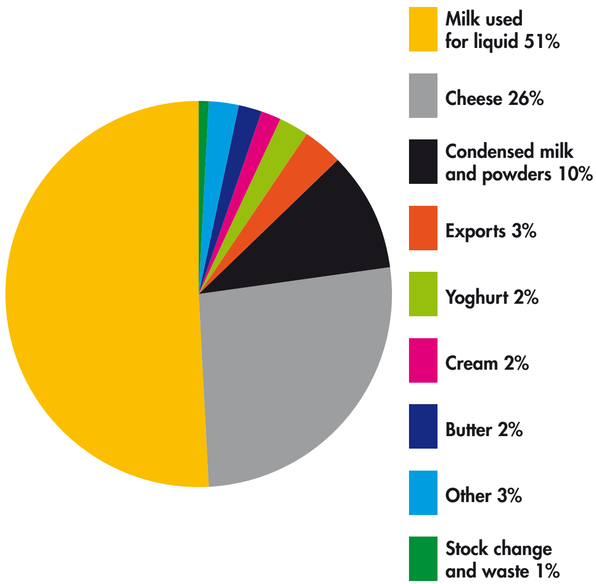
	Volume (million litres)		
	2005/06	2009/10	2010/11*
Total milk available	13,825	13,005	13,513
Milk used for liquid	6,686	6,685	6,859
Cheese	3,770	3,362	3,557
Condensed milk and powders	1,657	1,252	1,366
Exports	631	423	435
Yoghurt	253	303	321
Cream	309	248	253
Butter	262	235	247
Other	256	278	353
Stock change and wastage	2	220	121

* provisional

Note: Total milk available = UK milk production + imports

Source: Defra

Utilisation of milk by UK dairies 2010/11 (%)*



* provisional

Source: Defra, DairyCo

D.

Dairy processing and trade.

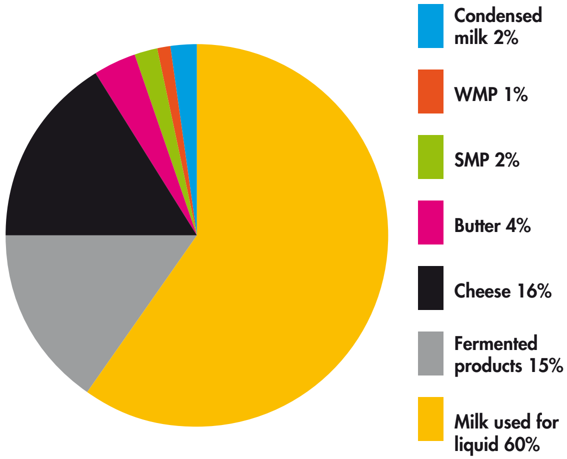
EU dairy product production.

In 2009/10, liquid milk made up 60% of the EU-27 dairy product production. Cheese and fermented products made up 16% and 15% each respectively.

Dairy product production is not to be confused with milk utilisation. Dairy product production refers to how many tonnes of each end product have been produced, while milk utilisation shows how much milk has been used for the manufacture and production of each product.

	Thousand tonnes 2009/10
Liquid milk	30,784
Fermented products	7,854
Cheese	8,240
Butter	1,846
SMP	1,017
WMP	614
Condensed milk	1,012

Note: Cheese data excludes processed cheese
Data subject to retrospective amendment
Source: Eurostat



Source: Eurostat

D.

Dairy processing and trade.
UK wholesale prices.

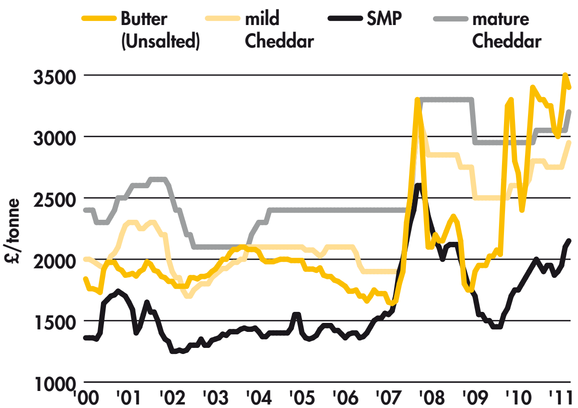
Butter, SMP, mild and mature Cheddar prices all increased in 2010 by 31%, 21%, 8% and 2% respectively compared with 2009.

	£/tonne			
	Butter (Unsalted)	SMP*	mild Cheddar	mature Cheddar
2000	1,865	1,559	2,036	2,388
2009	2,326	1,563	2,517	2,950
2010	3,050	1,898	2,721	3,008

* Skimmed milk powder

Source: DairyCo, DIN

UK average wholesale prices



Source: DairyCo, DIN

Dairy processing and trade.
UDF milk auction prices.

The monthly United Dairy Farmers (UDF) auction reflects production seasonality and price movements in the dairy commodity markets.

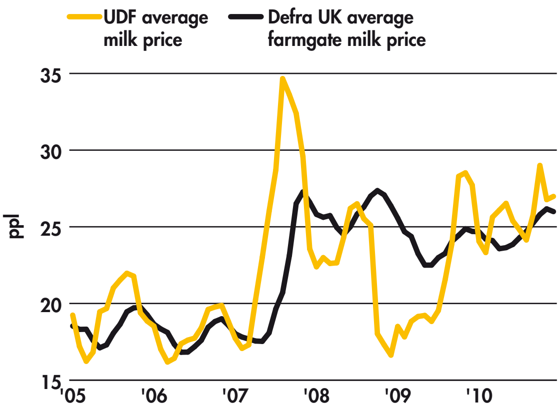
In 2010, the auction price averaged 25.71ppl - 3.89ppl more than the previous year.

	Average auction milk price (ppl)
2005	19.43
2006	18.11
2007	25.32
2008	22.52
2009	21.82
2010	25.71

Note: Weighted average milk price (1 month and 3 month contracts). Figures subject to rounding

Source: Defra, United Dairy Farmers, DairyCo

UK average farmgate price (Defra) vs UK average spot milk price (UDF)



Source: Defra, United Dairy Farmers, DairyCo

Dairy processing and trade.
UK milk margins.

Retail gross margins on liquid milk have decreased by 2.2ppl or 9.9% between 2009/10 and 2010/11 and by 11.0ppl in the past 10 years.

Processor gross margins on mild Cheddar increased by 1.2ppl between 2009/10 and 2010/11 and were 0.6ppl lower than in 2000/01.

Retail gross margins on mature Cheddar have decreased by 2.0ppl or 6.0% between 2009/10 and 2010/11 but have increased by 7.2ppl in the past 10 years.

Margins (M) and prices for liquid milk

	2000/01		2009/10		2010/11	
	ppl	M	ppl	M	ppl	M
Farmgate price	17.4		23.8		25.1	
Processor gross margin	14.0	45%	18.9	44%	13.6	35%
Processor selling price	31.4		42.7		38.7	
Retail gross margin	9.1	23%	22.3	34%	20.1	34%
Retail price	40.5		65.0		58.9	

Note: All figures are estimates and subject to rounding.
Source: DairyCo Dairy Supply Chain Margins 2010

Margins and prices for mild Cheddar

	2000/01		2009/10		2010/11	
	ppl	M	ppl	M	ppl	M
Farmgate price	17.4		23.8		25.1	
Processor gross margin	5.1	23%	3.3	12%	4.5	15%
Processor selling price	22.5		27.0		29.6	
Retail gross margin	11.0	33%	28.4	51%	26.1	47%
Retail price	33.5		55.4		55.7	

Note: All figures are estimates and subject to rounding.
Source: DairyCo Dairy Supply Chain Margins 2010

Margins and prices for mature Cheddar

	2000/01		2009/10		2010/11	
	ppl	M	ppl	M	ppl	M
Farmgate price	17.4		23.8		25.1	
Processor gross margin	8.5	33%	7.6	24%	7.3	22%
Processor selling price	25.9		31.4		32.4	
Retail gross margin	24.3	48%	33.5	52%	31.5	49%
Retail price	50.2		64.9		63.9	

Note: All figures are estimates and subject to rounding.
Source: DairyCo Dairy Supply Chain Margins 2010

Dairy processing and trade.
EU wholesale prices.

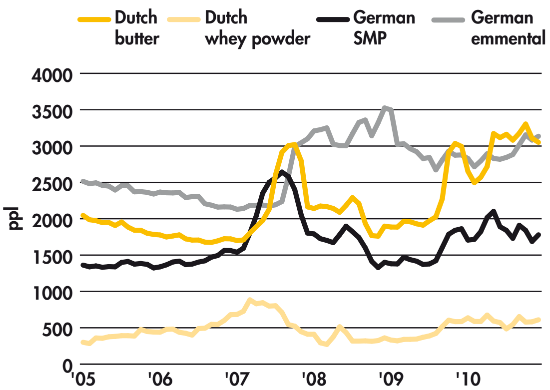
Most commodity prices increased during 2010.

German SMP prices increased between 2009 and 2010 by the equivalent of £307/tonne (20.1%) to £1,836/tonne. Dutch butter and whey powder both increased by the equivalent of £738/tonne (33.1%) and did, however, £163/tonne (38.0%) respectively. German Emmental prices did however decrease slightly by the equivalent of £23/tonne (0.8%) to £2,916/tonne.

	£/tonne*			
	Dutch butter	German SMP** (food quality)	Dutch whey powder	German Emmental
2005	1,910	1,360	382	2,429
2009	2,229	1,529	429	2,939
2010	2,967	1,836	592	2,916

* Prices have been converted from €/tonne using average annual exchange rates.
** Skimmed milk powder
Source: DairyCo, DIN

EU wholesale prices



Source: DairyCo, DIN

Dairy processing and trade.
World wholesale prices.

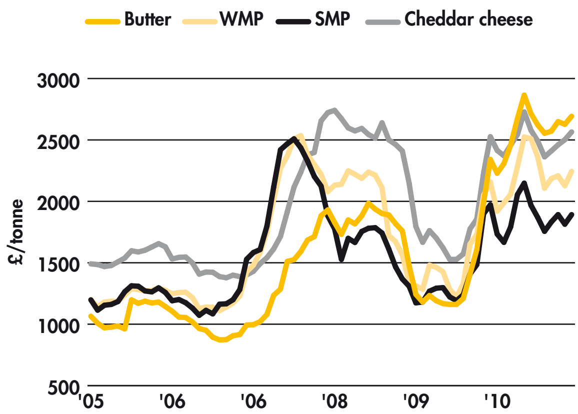
World wholesale prices showed continued volatility in 2010. On average, the price of skimmed milk powder rose by 34.8% between 2009 and 2010.

Cheddar and butter prices increased by 38.6% and 83.3% respectively over the period.

	£/tonne*			
	Butter	SMP**	WMP***	Cheddar cheese
2005	1,085	1,232	1,235	1,556
2009	1,408	1,386	1,533	1,797
2010	2,580	1,868	2,209	2,490

* Prices have been converted from $/tonne using average annual exchange rates.
** Skimmed milk powder
*** Whole milk powder
Source: DairyCo, DIN

World wholesale prices



Source: DairyCo, DIN

Dairy processing and trade.
Fonterra auction prices.

The Fonterra auction takes place monthly on an online trading platform called GlobalDairyTrade.

The Fonterra auction for whole milk powder (WMP) started in July 2008, in November 2009 for anhydrous milk fat (AMF) and in March 2010 for skimmed milk powder (SMP).

Between 2009/10 and 2010/11, WMP prices increased by 30.3% to £2,311/tonne. AMF prices increased by 25.3% to an average of £3,391/tonne and SMP prices increased by 12.7% to an average of £2,112/tonne.

	£/tonne	
	2009/10	2010/11
WMP*	1,774	2,311
AMF**	2,706	3,391
SMP***	1,874	2,112

* Whole milk powder

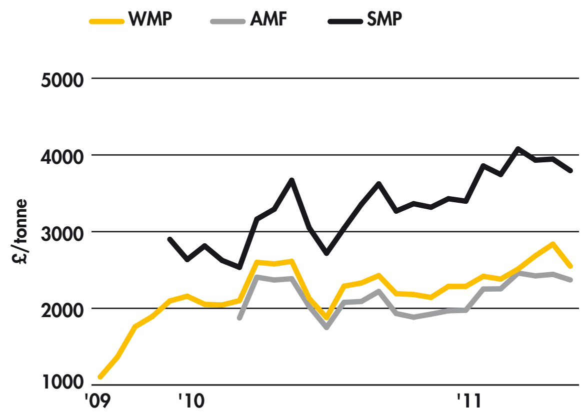
** Anhydrous milk fat

*** Skimmed milk powder

Weighted annual average prices which have been converted from $/tonne using monthly average exchange rates.

Source: GlobalDairyTrade, DairyCo

Fonterra auction prices



Source: GlobalDairyTrade, DairyCo

D.

Dairy processing and trade.

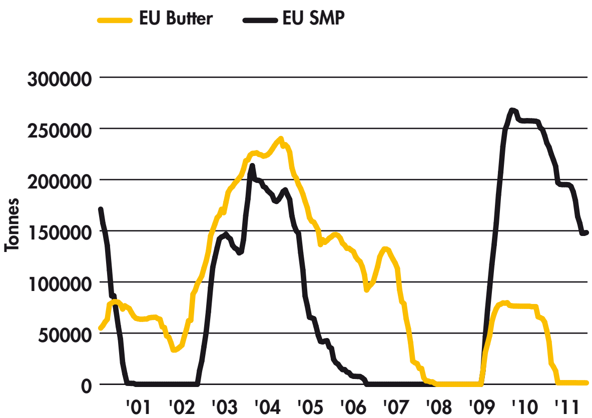
EU market management measures.

Intervention

The intervention scheme provides a floor for the price of butter and SMP by purchasing these products when supply greatly outstrips demand which would otherwise lead to downward pressure on prices.

The intervention scheme has remained opened since 1 March 2009. At the end of the 2010/11 milk year, there were 157,000 tonnes of SMP and 1,400 tonnes of butter in stores, 39% and 98% less than at the end of the 2009/10 year respectively. This is because the European Commission released some of these products back to the market through the Most Deprived Scheme and by a tender process.

Intervention stocks - SMP and Butter



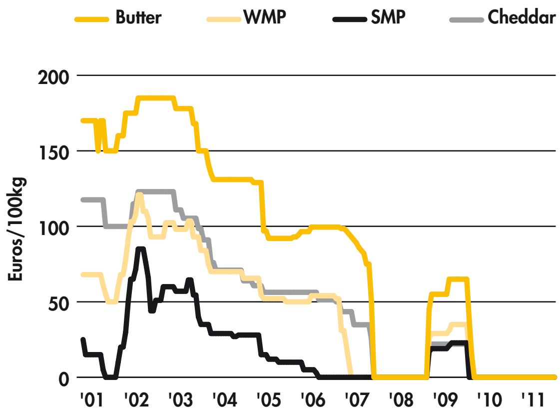
Source: DIN consultancy, DairyCo

PSA

Butter can also be taken off the market under PSA (Private Storage Aid) where butter is put into storage during the peak production period and released during the winter when supply is lower. The flat rate aid is of €15.62/tonne plus €0.44/tonne/day to cover financing and cold storage costs. PSA has remained opened since 1 January 2009.

Export refunds

Export subsidies were re-introduced in January 2009 when dairy commodity prices were low. When the market recovered in the second half of 2009, they were reduced to zero.



Source: DIN consultancy, DairyCo

D.

Dairy processing and trade.
UK quota position.

UK quota position (butterfat adjusted) 2009/10 (million litres)

Scotland	Quota	1,321.1
	BF Vol	1,239.3
	Diff.	-81.8
	% Diff.	-6.19%
North	Quota	2,061.3
	BF Vol	1,867.8
	Diff.	-193.4
	% Diff.	-9.38%
Midlands	Quota	3,008.1
	BF Vol	2,650.3
	Diff.	-357.8
	% Diff.	-11.90%
South West	Quota	3,574.5
	BF Vol	3,147.7
	Diff.	-426.8
	% Diff.	-11.94%
South East	Quota	904.2
	BF Vol	750.9
	Diff.	-153.3
	% Diff.	-16.96%
Wales	Quota	1,663.4
	BF Vol	1,463.1
	Diff.	-200.2
	% Diff.	-12.04%

Note: These figures are taken from information provided by the RPA which list: Quota (million litres) by region, butterfat (BF) adjusted volumes delivered, the difference between butterfat adjusted deliveries and quota in litres and % Difference of butterfat adjusted volumes to quota.

Source: RPA

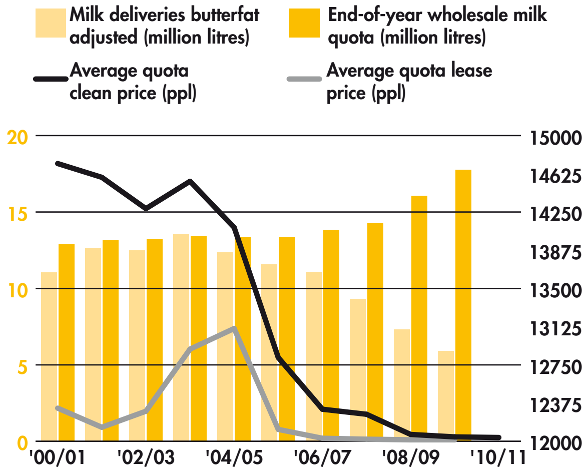
Dairy processing and trade.
UK average quota price.

In 2010/11, clean prices averaged less than 1ppl. There has been no significant lease trade since March 2009. The value of quota has declined as the UK has been below its national quota each year since 2000/01, except in 2003/04.

	ppl	
	Clean	Lease
2000/01	18.17	2.17
2009/10	0.29	0.10
2010/11	0.25	n/a

Source: Quota broker IPA, DairyCo

Average quota prices vs milk quota and deliveries



Source: Quota broker IPA, RPA, DairyCo

Dairy processing and trade.
UK dairy trade balance.

Exports for cheese, cream and milk powders increased between 2009 and 2010, while exports for raw milk and butter were the same as the previous year.

Over the same period, imports for all dairy products except raw milk and cream increased. Imports for raw milk fell by 10.7% and cream imports were at the same level as a year earlier.

The UK was a net exporter of cream and milk powder in 2010 but a net importer of butter and cheese. Domestic production accounted for 61% of butter use, 54% of cheese, 103% of cream and 118% of milk powders.

	Production	Imports	Exports	Domestic use
	Raw milk (a) (million litres)			
2000	14,078	97	445	13,730
2009	13,204	75	433	12,845
2010*	13,540	67	433	13,174
	Butter (b) ('000 tonnes)			
2000	132	118	45	201 (c)
2009	118	96	27	183 (c)
2010*	125	102	27	204 (c)
	Cheese ('000 tonnes)			
2000	341	255	58	538
2009	359	419	105	673
2010*	382	435	112	705
	Cream (d) ('000 tonnes)			
2000	242	11	87	166
2009	254	65	64	255
2010*	255	65	72	248
	Milk powders (e) ('000 tonnes)			
2000	188	25	214	57 (c)
2009	102	70	72	84 (c)
2010*	104	75	91	88 (c)

D.

* provisional

(a) Raw milk data is aggregated from surveys run by Defra, RERAD and DARD, on the utilisation of milk by dairies.

(b) Includes butterfat and oil, dehydrated butter and ghee.

(c) Includes stock changes.

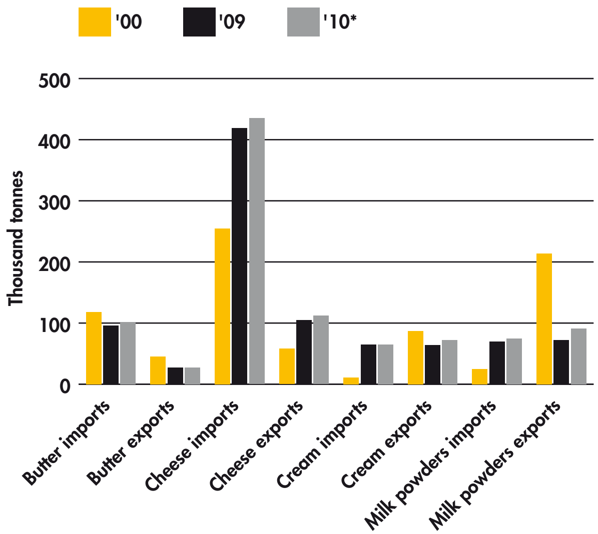
(d) Fresh, frozen and sterilised.

(e) Includes full cream powder, whole milk powder, partially skimmed milk powder and skimmed milk powder.

Note: Butter and cream include production from the residual fat of low fat milk products. Butter, cream and cheese production includes farmhouse manufacture.

Source: Defra, DairyCo

UK dairy imports and exports



* provisional

Source: Defra, DairyCo

Dairy processing and trade.
EU dairy balance sheet.

The EU-27 is a net exporter of dairy products. Cheese accounts for the highest volume of exports with 650,000 tonnes exported in 2010.

	Production	Imports	Exports	Use (a)
	Liquid milk ('000 tonnes)			
2005 EU-25	33,497	1	104	33,394
2009 EU-27	32,438	4	142	32,300
2010 EU-27*	33,000	5	150	32,855
	Butter ('000 tonnes)			
2005 EU-25	2,137	86	342	1,940
2009 EU-27	2,050	62	143	1,984
2010 EU-27*	2,020	45	140	1,990
	Cheese ('000 tonnes)			
2005 EU-25	8,584	103	546	8,402
2009 EU-27	9,048	84	576	8,836
2010 EU-27*	9,160	85	650	8,845
	SMP ('000 tonnes)			
2005 EU-25	1,114	7	194	970
2009 EU-27	1,100	6	227	780
2010 EU-27*	1,060	6	370	785

(a) includes use from stocks
* provisional/forecast
Note: These figures ignore trade between EU members
Source: EDA

Dairy processing and trade.
World dairy trade.

WMP is the commodity that experienced the largest growth in trade over the last 10 years in the global dairy market with 2.3 million tonnes exported in 2010, 50% more than 2000 levels.

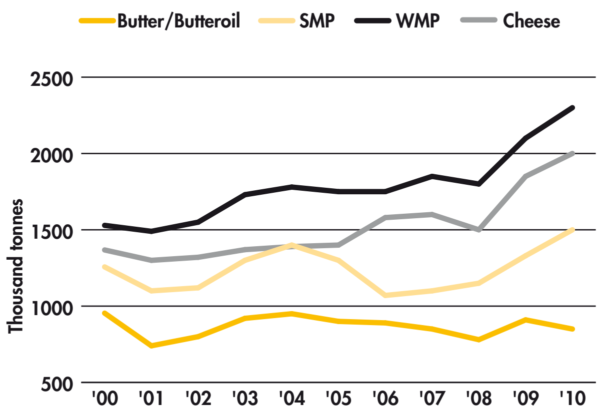
Cheese was the second most traded commodity in 2010 with 2.0 million tonnes exported - 8% more than in 2009 and 46% more than in 2000.

World dairy exports

	'000 tonnes		
	2000	2009	2010
Butter/Butteroil	954	910	850
SMP	1,257	1,330	1,500
WMP	1,529	2,100	2,300
Cheese	1,368	1,850	2,000

Source: IDF, DIN consultancy

World dairy exports



Source: Quota broker IPA, RPA, DairyCo

Consumer.

UK average household consumption.

The annual average consumption of whole milk fell by 33.2% between 1999 and 2009 while yogurt and fromage frais consumption increased by 36.4%.

Cheese consumption has increased by 12.9% from 5.4kg to 6.0kg per head/annum over a decade.

		Average purchase (quantity/head/annum)		
	Unit	1999	2008	2009
Total liquid milk	Litres	91.8	80.9	81.5
Whole milk*		32.0	21.3	21.4
Semi-skimmed milk		51.1	51.3	51.5
Skimmed milk		8.7	8.2	8.6
Yogurt and fromage frais		7.7	10.5	10.6
Cream		1.0	1.1	1.2
Butter	Kg	1.8	2.1	2.0
Cheese		5.4	5.8	6.0

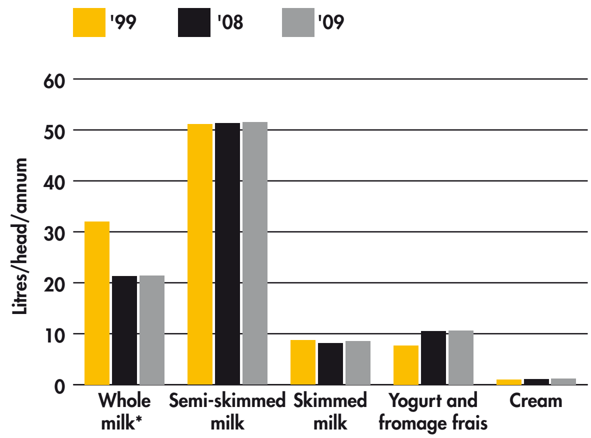
	Expenditure (£/head/annum)		
	1999	2008	2009
Total liquid milk	45.7	53.6	56.2
Whole milk*	16.1	14.0	14.6
Semi-skimmed milk	25.5	34.3	35.9
Skimmed milk	4.2	5.2	5.7
Yogurt and fromage frais	15.6	25.0	26.5
Cream	3.1	3.1	3.6
Butter	5.4	8.3	7.8
Cheese	27.0	36.4	39.0

* Includes full price whole milk and excludes school and welfare milk, includes UHT

Note: These figures only measure dairy products consumed in the home. It does not include those consumed out of the home or as an ingredient, eg, cheese in a ready meal.

Source: Defra family food survey, DairyCo

UK average household consumption



* Includes full price whole milk and excludes school and welfare milk, includes UHT

Source: DEFRA family food survey, DairyCo

Consumer.

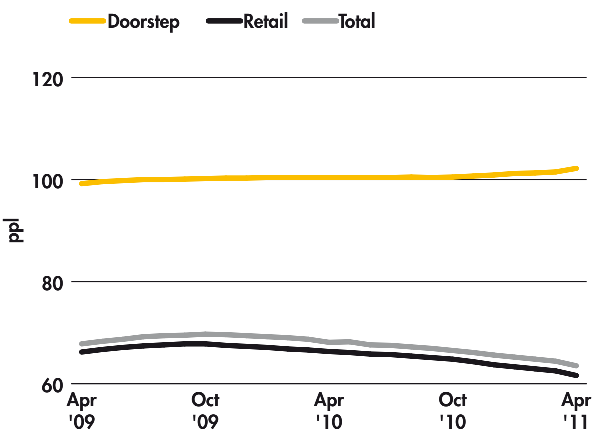
Liquid milk retail prices.

Average retail prices fell by 6.8% between 2010 and 2011, while volumes sold subsequently increased. However, the average price for doorstep milk continued to increase.

	ppl for 52-week period ending	
	Apr-10	Apr-11
Total	68.1	63.5
Retail	66.3	61.6
Doorstep	100.4	102.2

Source: Kantar Worldpanel

Retail prices for liquid milk



Source: Kantar Worldpanel

Consumer.

Branded vs Private label liquid milk retail prices.

For the year ending April 2011, private label accounted for 72% of the total liquid milk market in volume terms.

	Branded liquid milk	
	52 w/e Apr-10	52 w/e Apr-11
Volume (million litres)	1,481.6	1,424.7
Expenditure (£ million)	1,092.1	1,045.9
Average price (ppl)	73.7	73.4

	Private label liquid milk	
	52 w/e Apr-10	52 w/e Apr-11
Volume (million litres)	3,553.8	3,723.0
Expenditure (£ million)	2,336.5	2,220.3
Average price (ppl)	65.7	59.6

Note: Branded and Private label liquid milk is based on Kantar definition
Source: Kantar Worldpanel

Consumer.
Liquid milk sales.

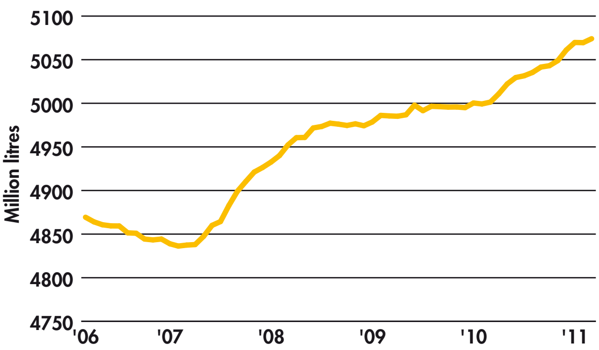
The liquid milk market in GB accounted for 5.1 billion litres for the year ending April 2011.

Doorstep market share has fallen to 4.6% for the year ending April 2011.

	52-week period ending		
	Apr-10	Apr-11	% Change
	Liquid milk volume sales		
Volume (million litres)	5,035.4	5,147.6	2.2%
Expenditure (£ million)	3,428.6	3,266.2	-4.7%
	% market share (volume)		
Retail	94.6%	95.4%	
Doorstep	5.4%	4.6%	

Source: Kantar Worldpanel, DairyCo

Liquid milk market volume



Source: Kantar Worldpanel, DairyCo

Consumer.
Pasteurised milk.

Despite sales falling slowly, semi-skimmed milk purchases still represented 60% of the total market in volume terms for the year ending April 2011.

Pasteurised milk volume sales*

	52-week period ending	
	Apr-10	Apr-11
Whole Milk	22.7%	22.2%
Semi-Skimmed	61.0%	59.6%
Low % fat milk	6.3%	8.4%
Skimmed	9.9%	9.7%
Total (million litres)	**4,211.8**	**4,320.8**

Source: DairyCo, Kantar Worldpanel

* Please note that % will not add up to 100% as pasteurised includes other types

Consumer.

Organic and filtered milk sales.

The volume of organic milk sales fell by 8.0 million litres (4.9%) between year the ending April 2010 and the year ending April 2011. This is despite the average price falling by 0.2% to 81.5ppl.

Organic milk had a 3.1% share of the total liquid milk market.

Organic milk sales

	52-week period ending		
	Apr-10	Apr-11	% change
Volume (million litres)	165.5	157.5	-4.9%
Expenditure (£ million)	135.3	128.4	-5.1%
Average price (ppl)	81.7	81.5	-0.2%

Source: Kantar Worldpanel

The filtered milk market continued to grow in 2010, by 4.6% between the year ending April 2010 and the year ending April 2011.

Its 7% share of the total retail liquid milk market is unchanged from April 2010.

Filtered milk sales

	52-week period ending		
	Apr-10	Apr-11	% Change
Volume (million litres)	327.1	342.3	4.6%
Expenditure (£ million)	249.8	265.7	6.4%
Average price (ppl)	76.4	77.6	1.6%

Source: Kantar Worldpanel

Consumer.

Modified and UHT milk sales.

Consumer purchases of modified milk have stabilised in recent years following significant decline up to 2009. It currently accounts for only 0.1% of the total liquid milk market.

Modified milk is classified as milk with additives to provide further nutritional benefits.

Modified milk sales

	52-week period ending		
	Apr-10	Apr-11	% change
Volume (million litres)	5.7	6.2	8.8%
Expenditure (£ million)	6.3	7.0	11.1%
Average price (ppl)	111.1	113.4	2.1%

Source: Kantar Worldpanel

Consumer purchases of UHT milk fell by 4% to 343 million litres in the year ending April 2011. UHT milk sales represented 7% of the total liquid milk market in volume terms.

UHT milk sales

	52-week period ending		
	Apr-10	Apr-11	% change
Volume (million litres)	358.2	343.4	-4.2%
Expenditure (£ million)	210.8	201.2	-4.6%
Average price (ppl)	58.8	58.6	-0.4%

Source: Kantar Worldpanel

Consumer.

Milk purchases by container type.

More than half of the milk purchased by consumers in GB was purchased in either 2 litre or 4 pint (2.3 litres) containers in the year ending April 2011.

Container size	Milk volume (million litres)	% share
1 Lt	506.7	9.8%
1 Pint	377.0	7.3%
2 Lt	971.7	18.9%
2 Pint	630.5	12.2%
4 Pint	1,973.6	38.3%
6 Pint	466.0	9.1%
Other	222.1	4.3%
Total	5,147.6	100%

Note: Data for the 52 weeks ending April 2011

Source: Kantar Worldpanel, DairyCo

Consumer.

Cheese market.

The cheese market showed growth again between 2009 and 2010, up by 3% in volume purchased.

The average cheese price rose by 0.4% between 2009 and 2010.

Cheese sales

	52-week period ending		
	Dec-08	Dec-09	Dec-10
Volume (tonnes)	379,321	394,993	407,642
Expenditure (£ million)	2,270	2,375	2,460
Average price (£/Kg)	5.98	6.01	6.03

Source: Kantar Worldpanel

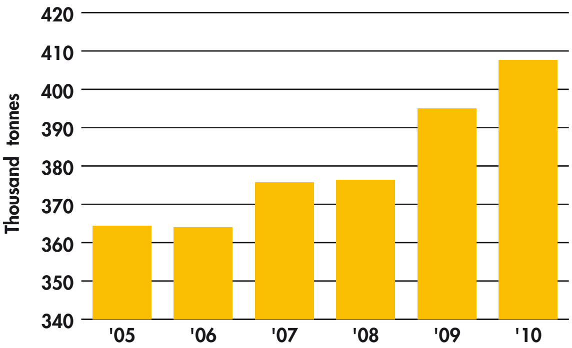
Volume sales by cheese type (tonnes)

	52-week period ending		
	Dec-08	Dec-09	Dec-10
Total Cheddar	205,796	216,051	226,751
Soft continental	22,154	22,485	23,499
Hard continental	17,059	18,528	18,145
Territorials ex. blue	39,486	37,550	36,158
Processed	38,665	39,949	40,908

Source: Kantar Worldpanel

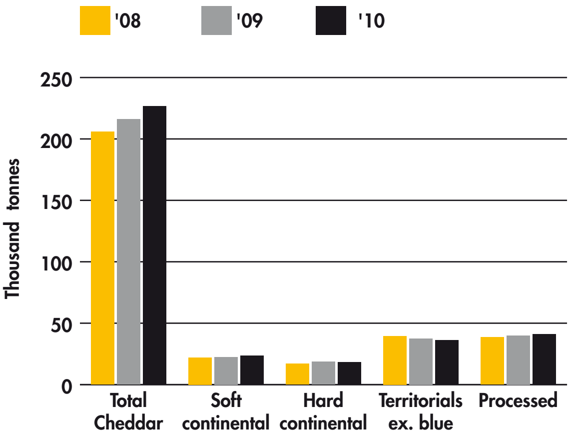
D.

Cheese volumes sales



Source: Kantar Worldpanel, DairyCo

Volume sales by cheese type



Source: Kantar Worldpanel, DairyCo

Average cheese price (£/Kg)

	52-week period ending		
	Dec-08	Dec-09	Dec-10
Total Cheddar	6.03	5.97	5.93
Soft continental	5.89	6.00	6.11
Hard continental	7.73	7.58	8.13
Territorials ex. blue	5.94	6.32	6.38
Processed	5.99	5.99	6.15

Source: Kantar Worldpanel

Consumer.
Cheddar market

The consumption of Cheddar remained strong between 2009 and 2010, with total volume sales rising by 5% year-on-year.

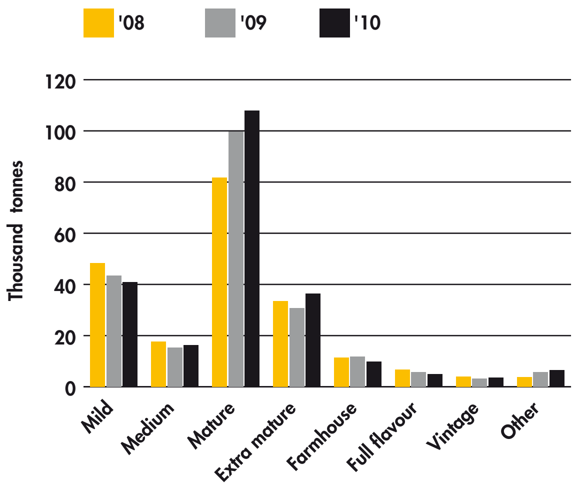
The average price of Cheddar (all types) decreased by 0.7% to £5.93/Kg between 2009 and 2010.

Volume sales (tonnes)

	52-week period ending		
	Dec-08	Dec-09	Dec-10
Mild	48,319	43,542	41,028
Medium	17,737	15,345	16,261
Mature	81,708	99,775	108,003
Extra mature	33,520	30,741	36,485
Farmhouse	11,345	11,907	9,799
Full flavour	6,820	5,740	4,998
Vintage	4,037	3,311	3,615
Other	3,892	5,690	6,562
Total Cheddar	**207,377**	**216,051**	**226,751**

Source: Kantar Worldpanel

Cheddar volume sales (tonnes)



Source: Kantar Worldpanel, DairyCo

Average price (£/Kg)

	52-week period ending		
	Dec-08	Dec-09	Dec-10
Mild	5.02	5.26	5.26
Medium	6.13	6.29	6.25
Mature	6.30	6.05	5.99
Extra mature	6.29	6.34	6.21
Farmhouse	6.51	6.11	6.09
Full flavour	5.70	6.24	6.04
Vintage	7.11	7.57	7.45
Other	7.25	6.65	6.45
Total Cheddar	**6.01**	**6.00**	**5.96**

Source: Kantar Worldpanel

D.

Consumer.

UK dairy advertising expenditure.

In the 2010/11 milk year, £131.3 million was spent on advertising dairy products in the UK. This is 15.3% (£17.4million) more than in 2009/10.

Dairy

	£'000		
	1999/00	2009/10	2010/11
Liquid milk	3,578	7,040	9,553
Butter	4,525	12,541	15,003
Cheese	16,040	27,165	27,229
Margarine & spreads	34,570	20,812	19,065
Cream	2,020	72	569
Yogurt & fromage Frais	13,706	46,279	59,929
Total	**74,439**	**113,909**	**131,349**

Non-Dairy

	£'000		
	1999/00	2009/10	2010/11
Cordials	9,340	7,303	8,034
Carbonated	60,645	40,220	37,097
Mineral water	5,255	7,800	7,642
Fruit juices	19,435	22,269	20,110
Soya	1,361	2,011	3,221

Source: Nielsen Media Research UK - The Nielsen Company

Consumer.

EU liquid milk consumption.

	Litres/capita/annum		
	2000	2009	2010*
Ireland	138.9	136.0	136.0
Finland	138.9	127.2	127.2
Romania	na	115.6	115.6
United Kingdom	**112.7**	**101.0**	**101.0**
Sweden	111.7	96.1	96.1
Cyprus	96.1	92.3	92.3
Denmark	94.2	87.4	87.4
Spain	85.5	85.5	85.5
Austria	62.2	76.7	76.7
Portugal	83.5	76.7	76.7
Slovenia	121.4	68.0	68.0
Estonia	58.3	63.1	63.1
Czech Republic	44.7	58.3	58.3
Netherlands	61.2	58.3	58.3
France	61.2	57.3	57.3
Hungary	54.4	57.3	57.3
Luxembourg	63.1	53.4	53.4
Belgium	62.2	52.4	52.4
Germany	61.2	52.4	52.4
Italy	50.5	52.4	52.4
Latvia	43.7	48.6	48.6
Slovakia	58.3	48.6	48.6
Poland	67.0	41.8	41.8
Greece	38.8	32.0	32.0
Lithuania	20.4	29.1	29.1
Malta	34.0	28.2	28.2
Bulgaria	na	24.3	24.3
Average EU-27	**71.9**	**63.1**	**63.1**

* provisional

Note: Might include milk from other animals

Source: Dutch Dairy Board

Consumer.

EU cheese consumption.

	kg/capita/annum		
	2000	2009	2010*
Greece	24.6	31.1	31.0
Italy	22.6	23.0	22.9
Germany	19.7	21.3	21.8
Finland	16.6	20.8	20.7
Netherlands	17.9	20.3	20.5
France	21.0	19.6	19.6
Estonia	12.8	18.4	19.4
Austria	17.5	19.1	19.3
Sweden	16.8	18.1	18.0
Czech Republic	13.9	16.7	16.4
Denmark	18.8	16.3	16.3
Lithuania	9.2	14.5	16.3
Belgium	15.8	14.1	13.9
Latvia	8.3	13.1	13.2
Luxembourg	13.8	13.2	13.2
United Kingdom	**9.6**	**11.4**	**11.3**
Poland	9.7	10.8	10.8
Portugal	10.4	10.2	10.2
Slovakia	5.7	10.2	10.1
Malta	11.0	9.2	9.2
Slovenia	11.6	9.3	9.2
Hungary	8.8	8.9	8.9
Spain	9.3	9.0	8.9
Cyprus	11.0	8.0	8.0
Ireland	5.8	6.3	6.5
Bulgaria	n.a.	5.6	5.6
Romania	1.8	2.9	2.9
Average EU-27	**15.0**	**16.6**	**16.6**

* provisional

Note: This data refers to the consumption of factory cheese from cows' milk only

Source: Dutch Dairy Board

Useful information.
Conversion tables.

Converting volumes/weights	
1 litre	= 35.1950 fluid ounces
	= 1.75975 pints
	= 0.21997 gallons
1 pint	= 20 fluid ounces
	= 0.56825 litres
1 kg	= 35.2740 ounces
	= 2.20462 pounds
1 tonne	= 1,000 kg
	= 2,204.62 pounds
	= 0.98421 long ton
Converting volumes/weights of milk	
1 litre of whole milk	= 1.02969 kg
1 kg of whole milk	= 0.97116 litres

Please note: Due to rounding, there may be instances where individual figures differ slightly from the total given.

Useful information.
UK dairy industry organisations.

DairyCo

Agriculture and Horticulture Development Board
Stoneleigh Park
Kenilworth
Warwickshire
CV8 2TL

T: +44 247 669 2051
e-mail: info@dairyco.ahdb.org.uk
web: www.dairyco.org.uk

Dairy UK

93 Baker Street
London
W1U 6QQ

T: 020 7486 7244
F: 020 7487 4734
e-mail: info@dairyuk.org
web: www.dairyuk.org

The Dairy Council

93 Baker Street
London
W1U 6QQ

T: 020 7467 2629
F: 020 7935 3920
e-mail: info@dairycouncil.org.uk
web: www.milk.co.uk

Dairy Council for Northern Ireland

Shaftesbury House
Edgewater Business Park
Edgewater Road
Belfast
BT3 9JQ

D.

T: 02890 770 113
F: 02890 781 224
e-mail: info@dairycouncil.co.uk
web: www.dairycouncil.org.uk

National Farmers Union

Agriculture House
Stoneleigh Park
Kenilworth
Warwickshire
CV8 2TZ

T: 024 7685 8500
F: 024 7685 8501
web: www.nfuonline.com

Royal Association of British Dairy Farmers

Dairy House
Unit 31
Abbey Park
Stareton
Kenilworth
Warwickshire
CV8 2LY

T: 0845 458 2711
F: 0845 458 2755
e-mail: office@rabdf.co.uk
web: www.rabdf.co.uk

Useful information.

Internet sites for sourcing agricultural information.

British Cheese Board
www.cheeseboard.co.uk

Canadian Dairy Information Centre
www.dairyinfo.gc.ca

Dairy Australia
www.dairyaustralia.com.au

DairyCo
www.dairyco.org.uk
www.dairyco.org.uk/datum.aspx

Department for Environment, Food and Rural Affairs (Defra)
www.defra.gov.uk

Department of Agriculture and Rural Development (DARD)
www.dardni.gov.uk

Dutch Dairy Board
www.prodzuivel.nl

European Commission – Agricultural Directorate
ec.europa.eu/dgs/agriculture/index_en.htm

Eurostat (Statistical Office of the European Union)
epp.eurostat.ec.europa.eu/portal/page/portal/eurostat/home/

Fonterra Co-operative Group
(incorporating New Zealand Dairy Board)
www.fonterra.com

Fonterra GlobalDairyTrade
www.globaldairytrade.info

Food and Agricultural Organisation (FAO)
www.fao.org

FAOSTAT Database
faostat.fao.org

Ian Potter Associates
www.ipaquotas.com

International Dairy Federation (IDF)
www.fil-idf.org

National Farmers Union
www.nfuonline.com

Organisation for Economic Co-operation and Development (OECD)
www.oecd.org

D.

Organisation of Petroleum Exporting Countries (OPEC)
www.opec.org

Royal Institution of Chartered Surveyors
www.rics.org

Rural Payments Agency (RPA)
www.rpa.gov.uk

Scottish Government Statistics
www.scotland.gov.uk/Topics/Statistics/Browse/Agriculture-Fisheries

Statistics Canada
www.statcan.gc.ca

UK National Statistics
www.statistics.gov.uk/hub

United Dairy Farmers (UDF)
www.utdni.co.uk

United States Department of Agriculture (USDA)
www.usda.gov/wps/portal/usdahome

University of Wisconsin Dairy Marketing and Risk Management Program
future.aae.wisc.edu

Savills
www.savills.co.uk/research/rural-research.aspx

Welsh Government
wales.gov.uk/topics/statistics/?lang=en

World Trade Organisation
www.wto.org

Useful information.
About DairyCo.

DairyCo is a division of the statutory levy board, the Agriculture and Horticulture Development Board (AHDB).

DairyCo's current focus is on improving the profitability of dairy farming by focusing on four specific areas:

- Provision of high quality market information to help farmers and their representatives make the most of dairy markets and opportunities.
- Helping dairy farmers increase their profits while meeting regulatory and environmental requirements – through the provision of world-class research programmes and practical on-farm tools and services.
- Helping promote the positive perception of dairy farming with the general public.
- The development of DairyCo activities towards a self-sustaining model.

DairyCo is funded entirely by milk producers, via a statutory levy on all milk sold off-farm, at the rate of 0.06p per litre. This provides an annual income of around £6.9m.

DairyCo

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DairyCo is a division of the Agriculture
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W: www.dairyco.org.uk

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