



U.S. Dairy Exports Overview

The world needs U.S. dairy. U.S. dairy needs the world.

The United States has steadily grown its exports to become the world's third-largest dairy supplier. U.S. dairy is well positioned for future growth with a plentiful milk supply, quality products, unrivaled technological advantages, world-leading dairy animal-care standards, aggressive sustainability commitments, stringent food safety standards and unmatched production efficiency. With global population and demand growing exponentially each year, U.S. dairy is committed to being the consistent supplier of choice to sustainably nourish a hungry world.

Volume	- In 2022, the U.S. exported 2.4 million MT (milk solids equivalent), a new U.S. record. - Volume was equivalent to 18% of all U.S. milk produced last year, an all-time high.																																										
Value	- Total 2022 value of U.S. exports amounted to a record \$9.7 billion, a 26% increase over 2021 value. - U.S. dairy export value has increased 813% from 2000, when U.S. exports tallied only \$1.06 billion.																																										
Products	- The United States is the world’s largest exporter of non-fat dry milk/skim milk powder (NFDMSMP), high-protein whey and lactose. - Low-protein whey and cheese exports continued to expand in 2022. - U.S. dairy products are shipped to more than 150 countries.																																										
Top Markets	<table><tr><th colspan="3">U.S. DAIRY EXPORTS, TOP MARKETS BY VALUE</th></tr><tr><td colspan="3">2022, million \$</td></tr><tr><td></td><td>2022</td><td>vs. prior year</td></tr><tr><td>Mexico</td><td>\$2,454</td><td>+37%</td></tr><tr><td>Southeast Asia</td><td>1,707</td><td>+25%</td></tr><tr><td>Canada</td><td>1,108</td><td>+20%</td></tr><tr><td>China</td><td>804</td><td>+14%</td></tr><tr><td>South Korea</td><td>571</td><td>+35%</td></tr><tr><td>South America</td><td>545</td><td>+24%</td></tr><tr><td>Japan</td><td>521</td><td>+39%</td></tr><tr><td>MENA</td><td>428</td><td>+1%</td></tr><tr><td>Central America</td><td>412</td><td>+45%</td></tr><tr><td>Caribbean</td><td>327</td><td>+33%</td></tr><tr><td>Australia-New Zealand</td><td>323</td><td>+17%</td></tr></table> Source: U.S. Dairy Export Council, Trade Data Monitor	U.S. DAIRY EXPORTS, TOP MARKETS BY VALUE			2022, million \$				2022	vs. prior year	Mexico	\$2,454	+37%	Southeast Asia	1,707	+25%	Canada	1,108	+20%	China	804	+14%	South Korea	571	+35%	South America	545	+24%	Japan	521	+39%	MENA	428	+1%	Central America	412	+45%	Caribbean	327	+33%	Australia-New Zealand	323	+17%
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IDF World Dairy Summit

BE Dairy *Boundless Potential. Endless Possibilities.*

Animal Care	• U.S. dairy is taking concrete steps to help the entire dairy value chain achieve ambitious sustainability commitments to reach greenhouse gas neutrality, optimize water usage and improve water quality by 2050. • In one pilot program, a new incentive and revenue stream has been created for farmers by paying them an average of \$14,000 yearly to adopt feed management practices that reduce enteric methane emissions.
Milk Capacity	• Ninety-nine percent of the U.S. milk supply is from farms enrolled in the science-based Farmers Assuring Responsible Management (FARM) Animal Care Program. • In 2018, FARM became the first livestock animal care program in the world to be recognized as complying with requirements set by the International Organization for Standardization and meeting the stringent, internationally recognized animal welfare standards set by the World Organization for Animal Health (WOAH). • According to the UN Food and Agriculture Organization, North America, where the U.S. is the primary dairy producer, has the world's lowest greenhouse gas intensity per liter of milk produced because of its unmatched efficiency. Moreover, FAO found that North America was the only region in the world to increase milk production from 2005 to 2015 while also reducing absolute emissions, meaning U.S. milk. • The U.S. produced 103 million metric tons (MT) in 2022, making it the world's largest cow's milk producer. On average, cows produced about 11 MT of milk annually – 30% higher than in 2000 – making U.S. dairy cows the most efficient in the world.

The U.S. Dairy Export Council leads precompetitive efforts to grow U.S. dairy exports. USDEC is a non-profit, independent membership organization that represents the global trade interests of U.S. dairy producers, proprietary processors and cooperatives, ingredient suppliers and export traders. Dairy Management Inc. founded USDEC in 1995 and, through the dairy checkoff program, is the organization's primary funder. USDA's Foreign Agricultural Service provides export activity support, and membership dues fund the Council's trade policy and lobbying activities. With ten international offices and a headquarters just outside Washington, D.C., USDEC staff work as catalysts to increase the volume and value of dairy exports for U.S. farmers and USDEC member companies.



U.S. DAIRY
EXPORT COUNCIL