



**"Surviving in a World Market."
Georgia Dairy Conference - Savannah, GA Jan 15th 24'**

Ronald K. OBrien II ✓

@rko2milk



'The best way to predict your future is to create it.'

-Abraham Lincoln

**"It's safe to say
U.S. dairy
producers did
not get the
quota that they
thought they
were promised
under USMCA."**

-NMPF

Projections, forecasts, expectations & assumptions

- "USDA projections include policies in place as of ..."
- Trade tariffs policies in place are **"assumed"** to remain in effect...
- "EU outlook report should not be misinterpreted as a forecast. More precisely, these projections correspond to the average trends that agricultural markets are expected to follow if current policies and the macroeconomic environment remain unchanged over the projected period."

USDA

Projections **assume** USMCA policies will be enforced

Projections **assume** continuation of Mercosur policies in effect

EU

Projections **assume** "The EU is expected to keep its export volumes stable despite decreasing milk production projections"

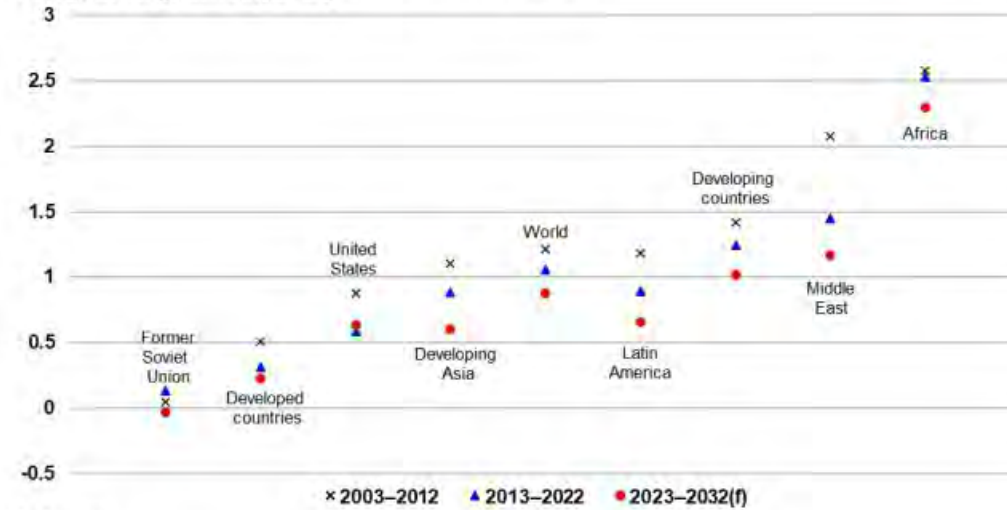
All based on macro assumptions deemed most plausible at the time of the analysis.

"The forecasts have been embarrassingly wrong, in the entire forecasting community," Torsten Slok at the asset manager Apollo Global Management, said in the Times story. "We are still trying to figure out how this new economy works."

Global Population- key risks

Figure 9. World population growth rates, 2002-32

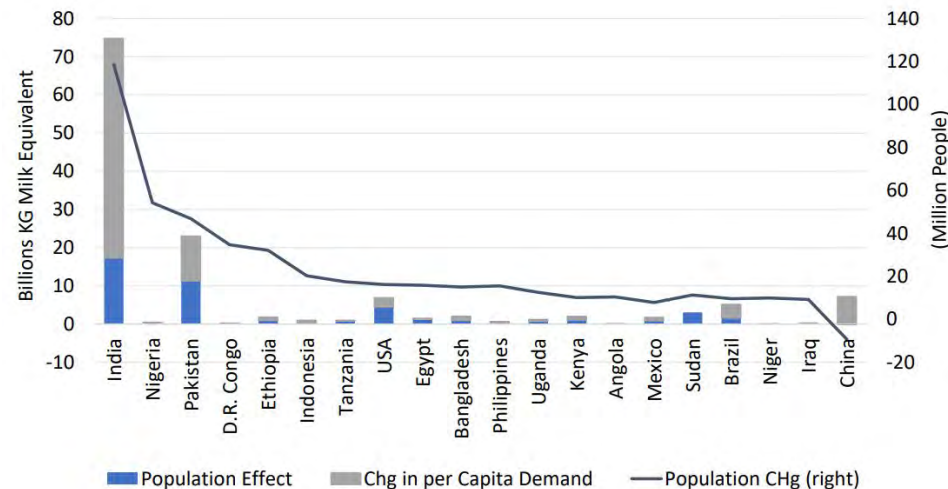
Average annual growth rate (percent)



f = forecast

Note: Developing Asia is Asia less Japan.

Source: U.S. Department of Commerce, Bureau of the Census.



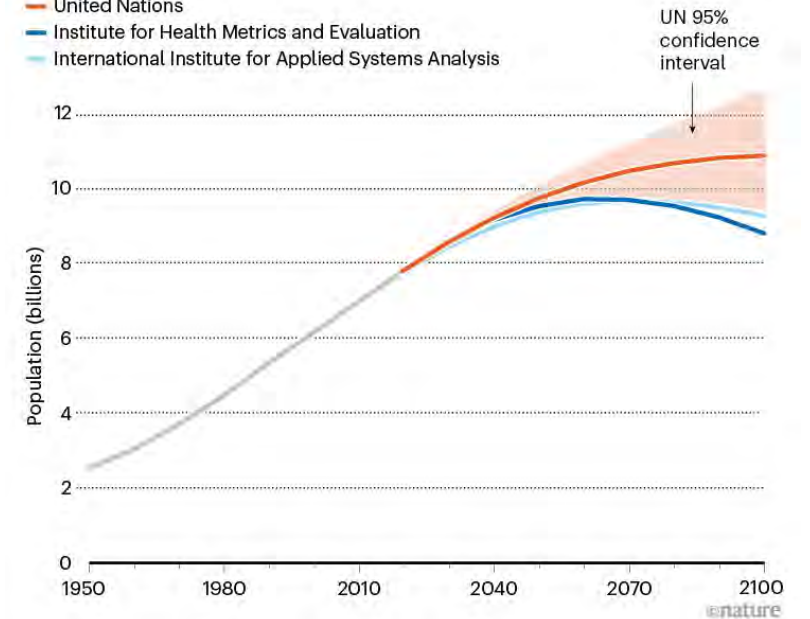
Source: UN Population Estimates, OECD, IFCN, RaboResearch, 2023

PEAK PEOPLE

The United Nations projects that global population will reach close to 11 billion by 2100, significantly higher than estimates from two other organizations.

Projection

- United Nations
- Institute for Health Metrics and Evaluation
- International Institute for Applied Systems Analysis



inature

Global milk production forecasts

“Expectations for stricter EU and national environmental policies will likely force the EU dairy herd to shrink (-13 % by 2035 compared with the 2021-2023 average).”

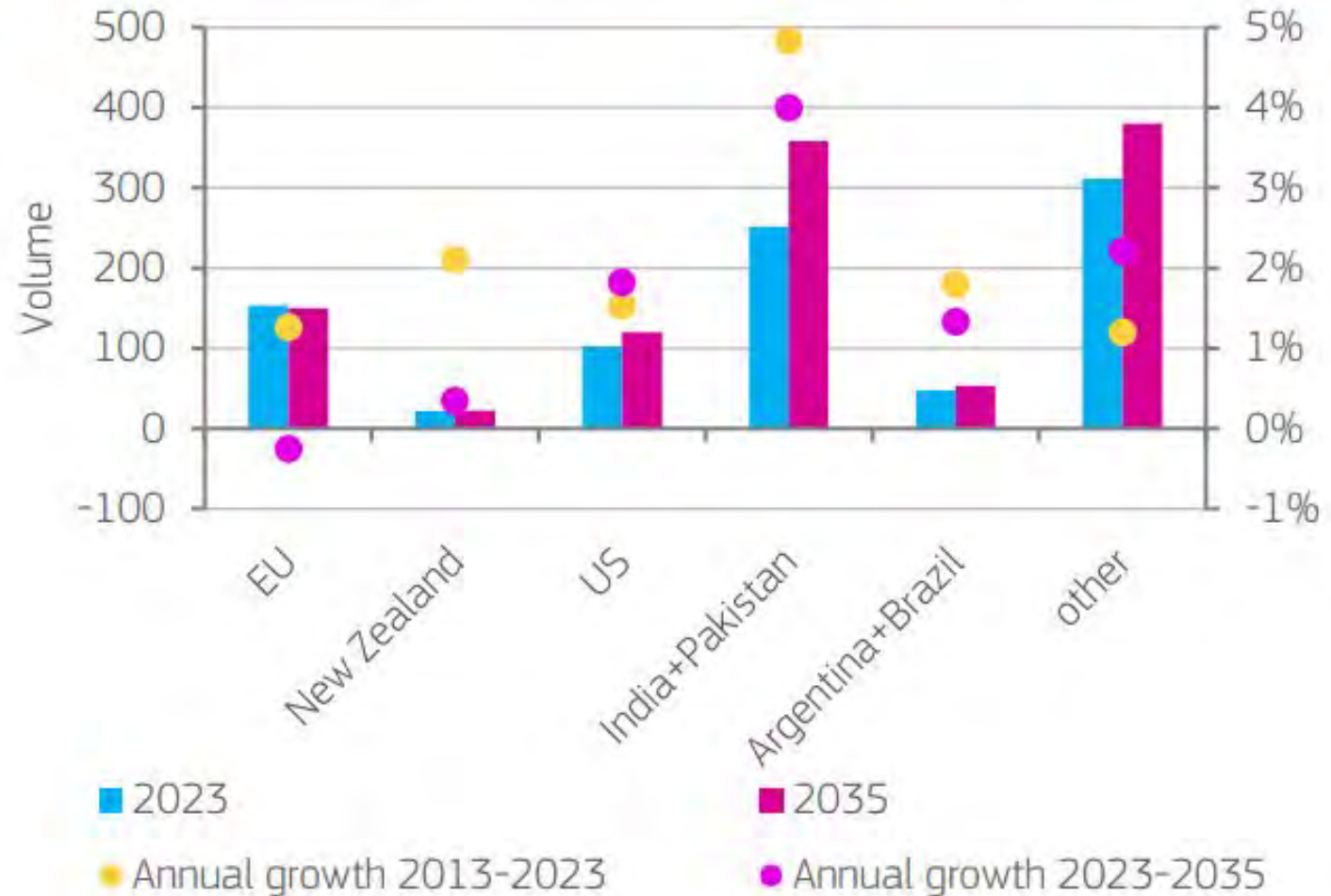
EU milk production could decline by 0.2% per year on average between now and 2035

increase in NZ milk production will also likely slow down... growth in milk yields limited in grassland-based systems +increasing pressure from environmental policies

“EU forecast of 1% decrease in milk fat and an almost 2% decrease in non-fat solids by 2035”

EU Ag Outlook 2023

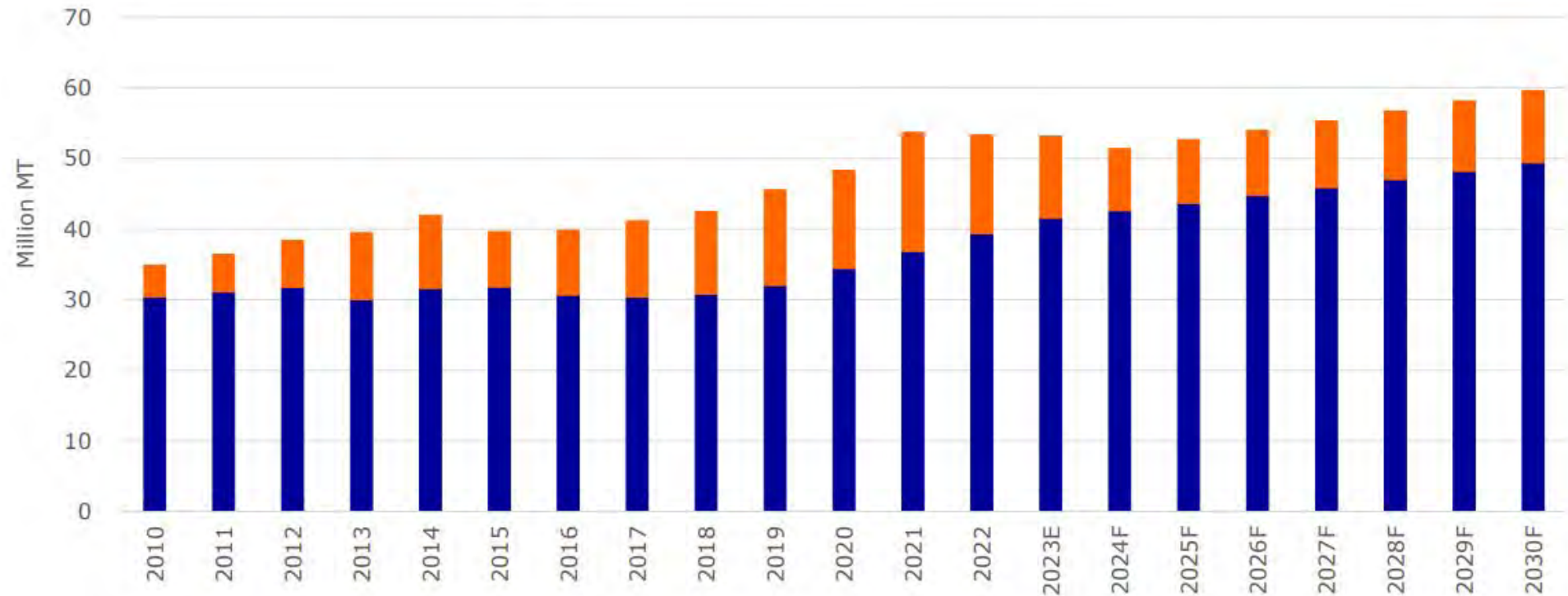
GRAPH 3.4 Milk production volume (million t) and growth rates (%) in given period for selected countries



Import markets increasing domestic production

Rising domestic Chinese production is tempering imports

- China added 10 million MT of production from 2017 to 2023



“growth in total global imports of dairy products is expected to slow down to roughly 2 % annual milk deficit growth between 2023 and 2035, compared with 4% in the past decade”

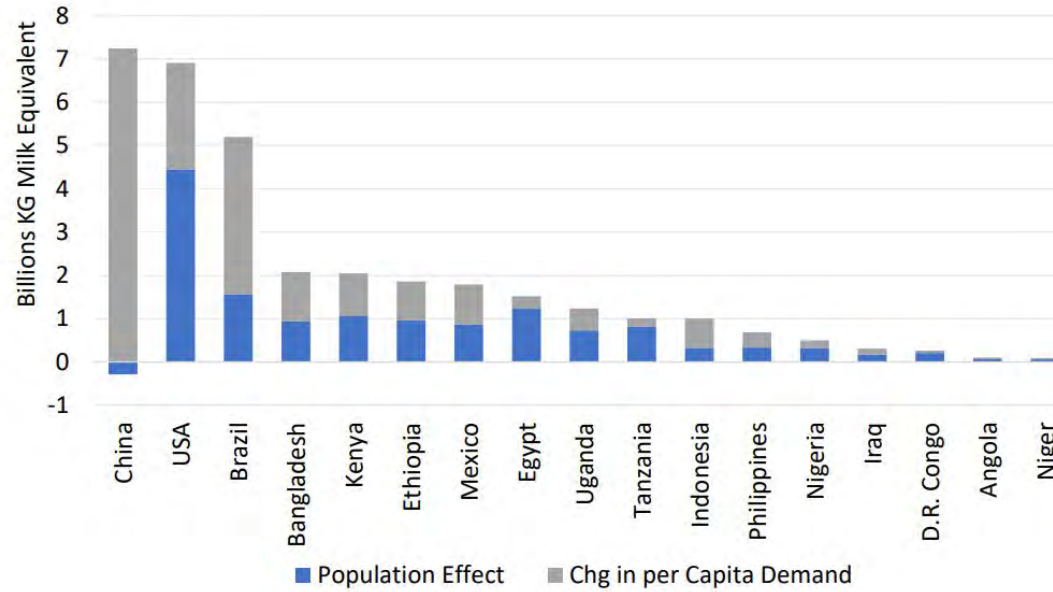
“EU is expected to keep its export volumes stable”

“increasing milk production in the main importer regions will slow down the strong import growth achieved in past, for both skimmed and whole milk powders”

“New Zealand will likely be the most impacted by decreasing demand in China, potentially leading to some changes in their export portfolio”

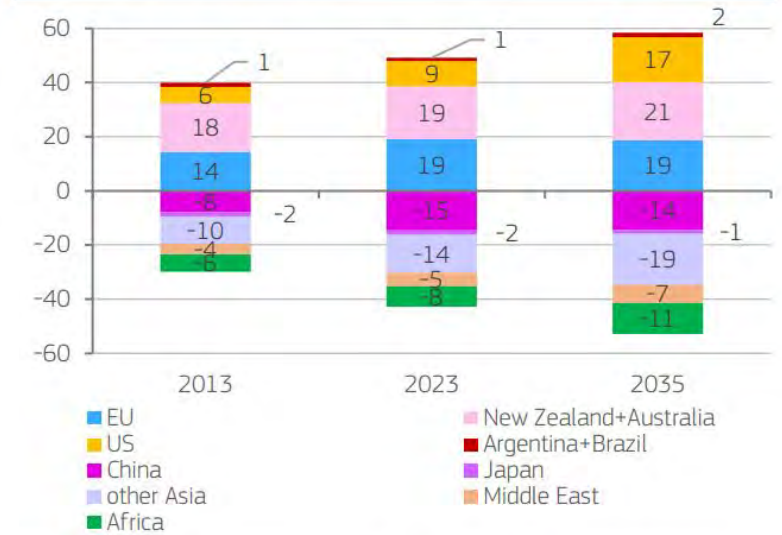
EC: EU AG Outlook

Global Trade 2030-2035



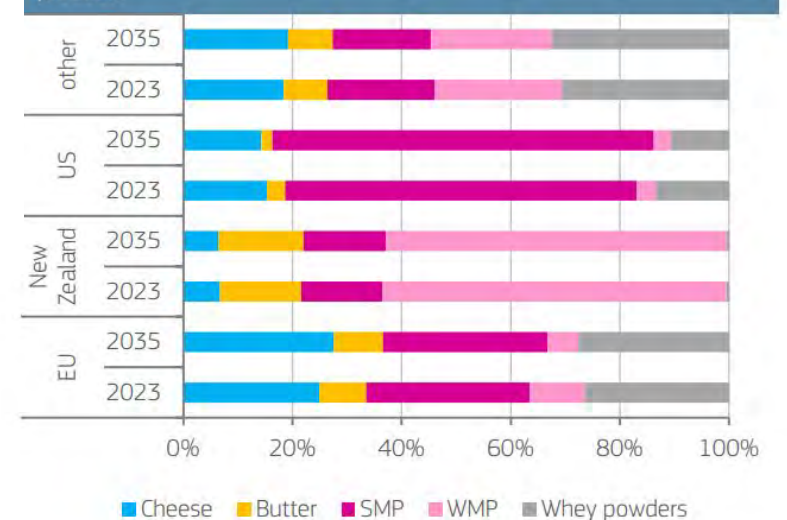
Note: Sudan is primarily an informal market.
Source: UN Population Estimates, OECD, IFCN, RaboResearch, 2023.

GRAPH 3.5 Milk surplus and deficit in selected countries and regions (million t of milk equivalent)



Note: surplus/deficit is calculated as domestic consumption- domestic production

GRAPH 3.6 Trade shares of main dairy exporters in selected dairy products

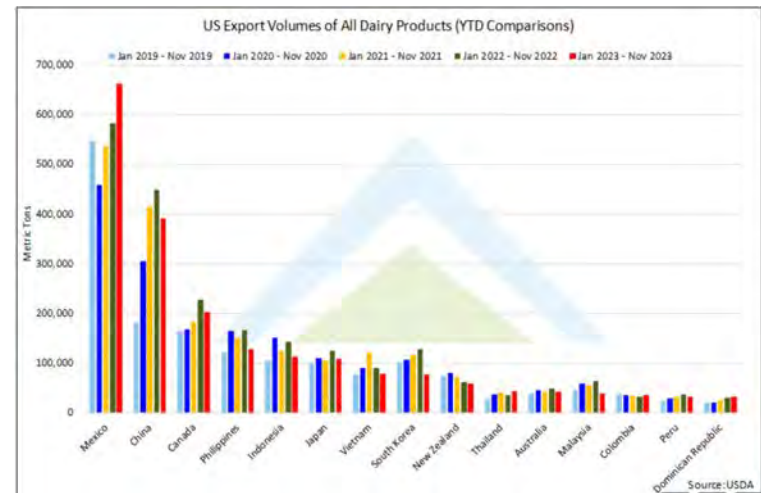
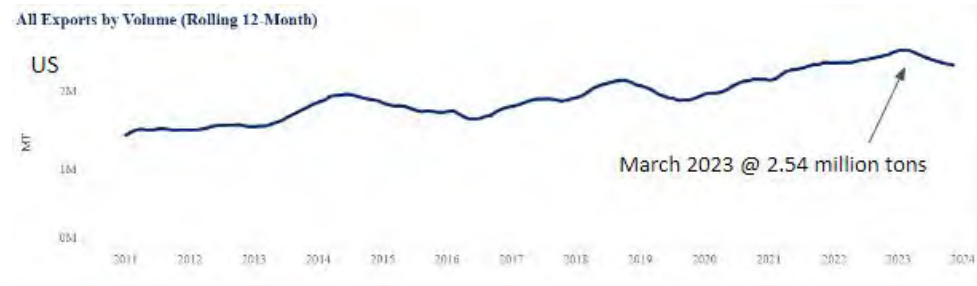


“US production, facing less strict sustainability constraints, will grow the most among the large dairy exporters and reinforce its third position as global dairy Exporter”

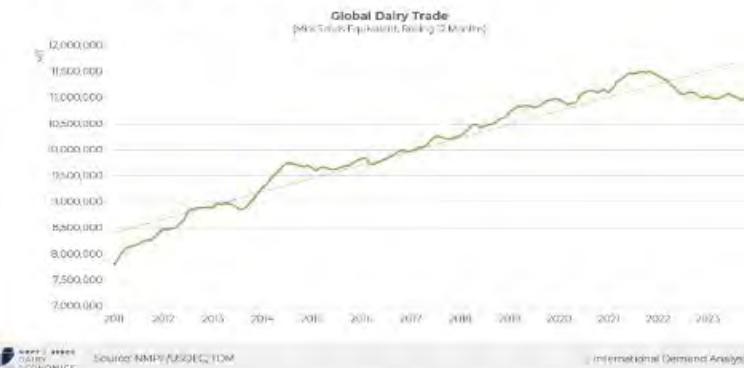
20% share of global exports in 2035, vs. 14% (current)”

EU Ag Outlook 2023

U.S. Exports



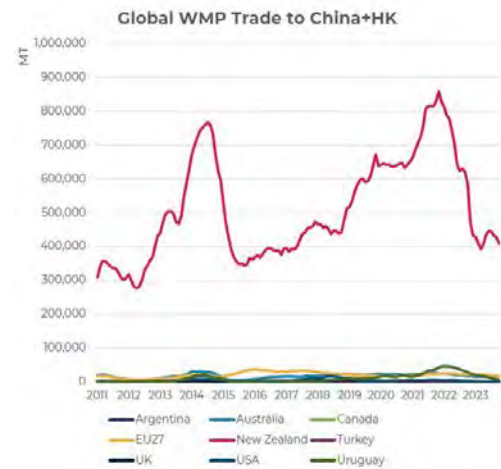
Global Dairy Trade



Source : Eurostat COMEXT

Quantity in Tonnes	MS
Jan-Sep 2023 EU WMP Markets	
Partner	EU*
Oman	35 770
Algeria	24 755
United Kingdom	14 669
Nigeria	11 983
China	10 818
Dominican R.	7 976
Kuwait	7 633
Singapore	5 940
Egypt	5 150
Senegal	4 869
Saudi Arabia	4 497
Colombia	4 460
Peru	4 149
Qatar	3 648
Israel	3 376
Lebanon	3 149
U.A.Emirates	2 820
Malaysia	2 621
Trinidad,Tob	2 596
South Africa	2 381
Ivory Coast	2 230
Cuba	2 110
Angola	2 108
Yemen	1 945
Cameroon	1 889
Switzerland	1 845
USA	1 682
Serbia	1 669
Bangladesh	1 408
Cape Verde	1 370
Other	28 062
TOTAL	209 580

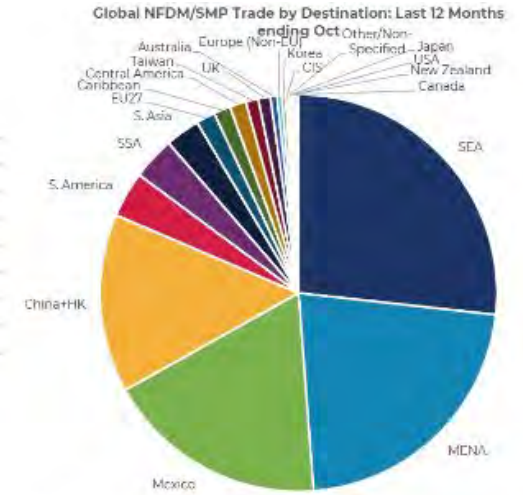
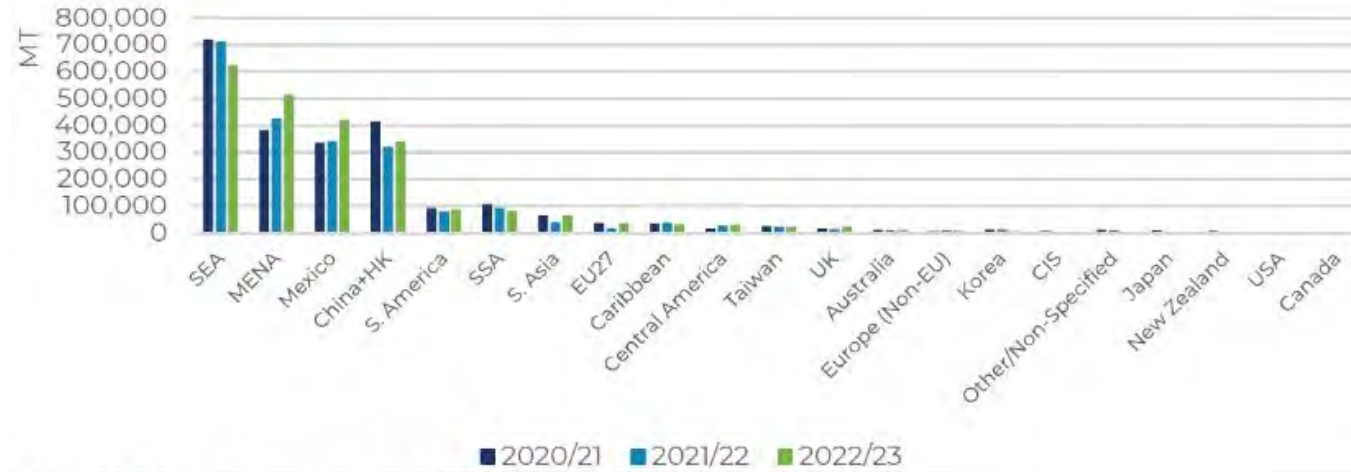
Global WMP & Butter Trade & China



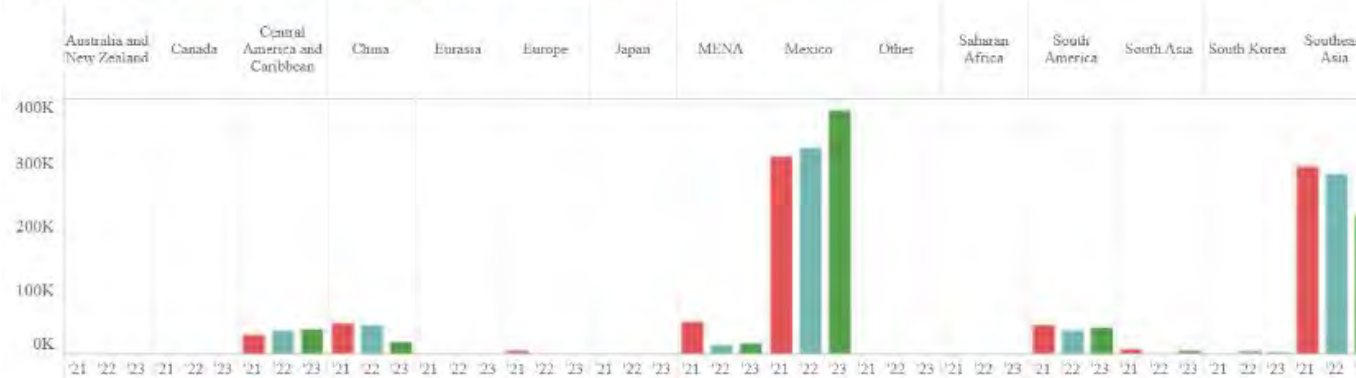
Global trade of NFDM:

“Competition on global markets is expected to increase for SMP, but EU production and exports are expected to remain stable.”

Global NFDM/SMP Trade by Destination: Last 12 Months ending Oct



NFDM/SMP Exports by Volume by Market, YTD - November

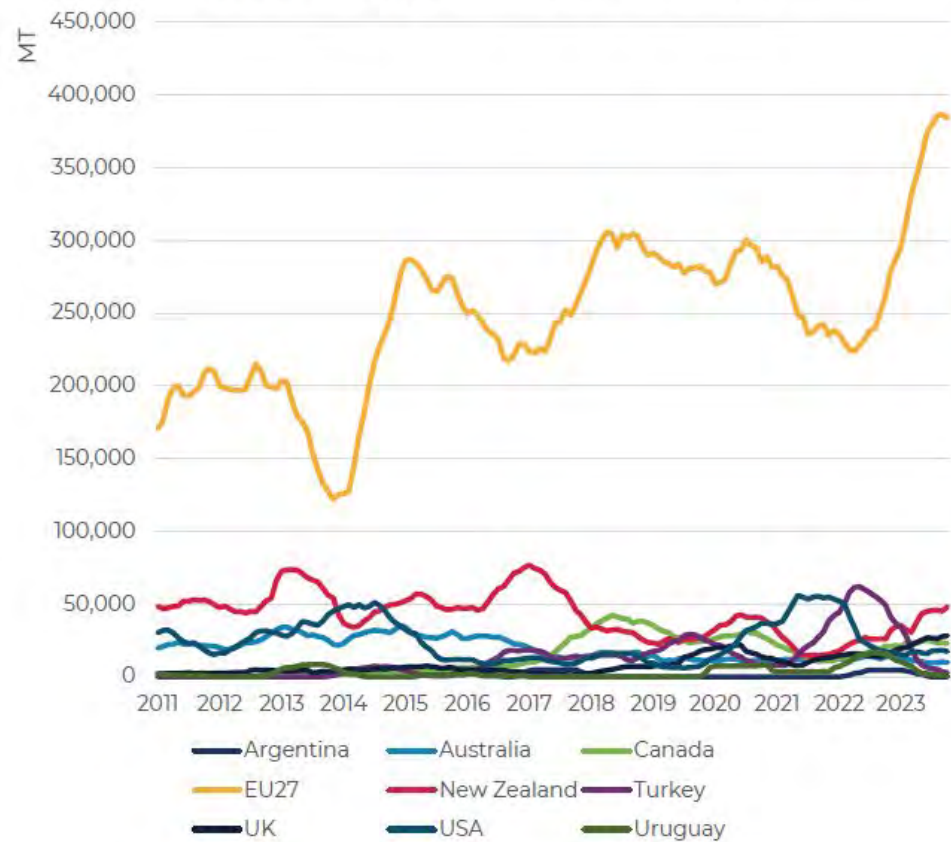


Global trade of NFDM- key opportunities

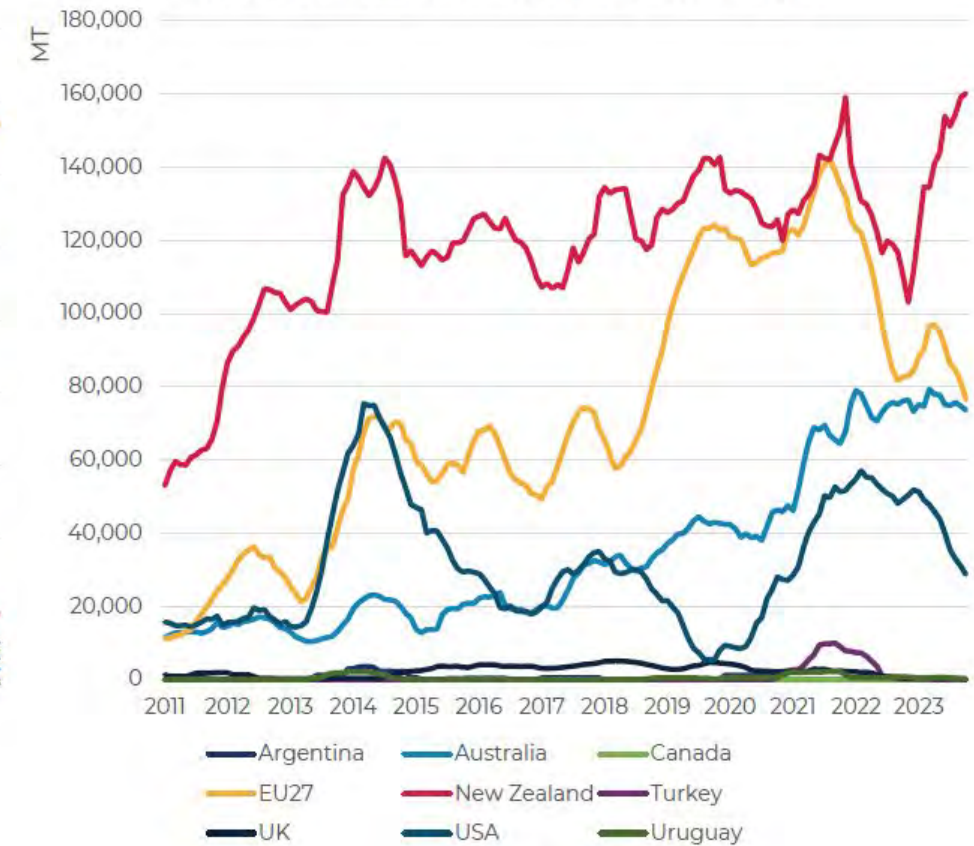
Source : Eurostat COMEXT

Quantity in Tonnes	MS
Partner	EU*
Algeria	112 442
China	83 681
Indonesia	42 926
Egypt	40 887
Nigeria	34 071
Philippines	33 569
Yemen	31 093
Malaysia	26 316
Saudi Arabia	25 780
Morocco	25 461
Vietnam	20 336
Thailand	17 161
U.A.Emirates	16 442
United Kingdom	16 086
Singapore	15 398
Ghana	13 716
Pakistan	11 307
South Africa	11 015
Libya	10 631
Dominican R.	10 118
N.det.Extra	8 692
Kenya	7 298
Serbia	6 828
Cuba	5 346
Bangladesh	5 323
Oman	5 025
Sri Lanka	4 428
Israel	3 969
Australia	3 955
South Korea	3 931
Other	57 595
Total (including UK)	710 826

Global NFDM/SMP Trade to MENA

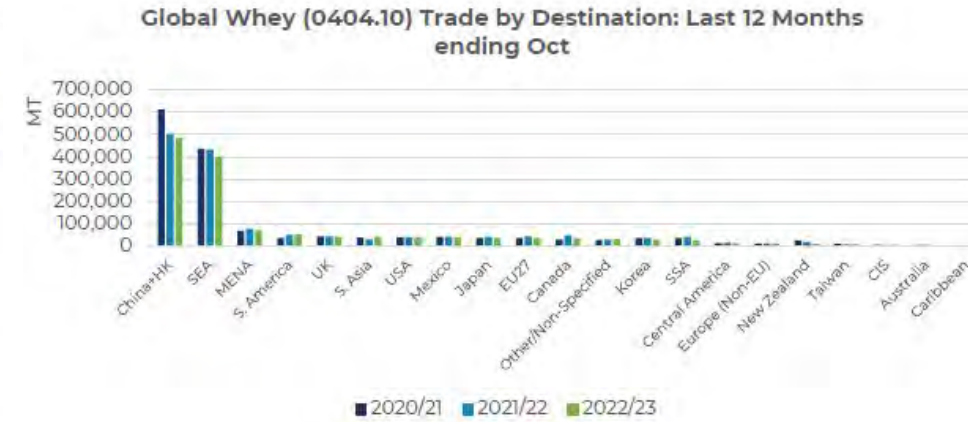


Global NFDM/SMP Trade to China+HK

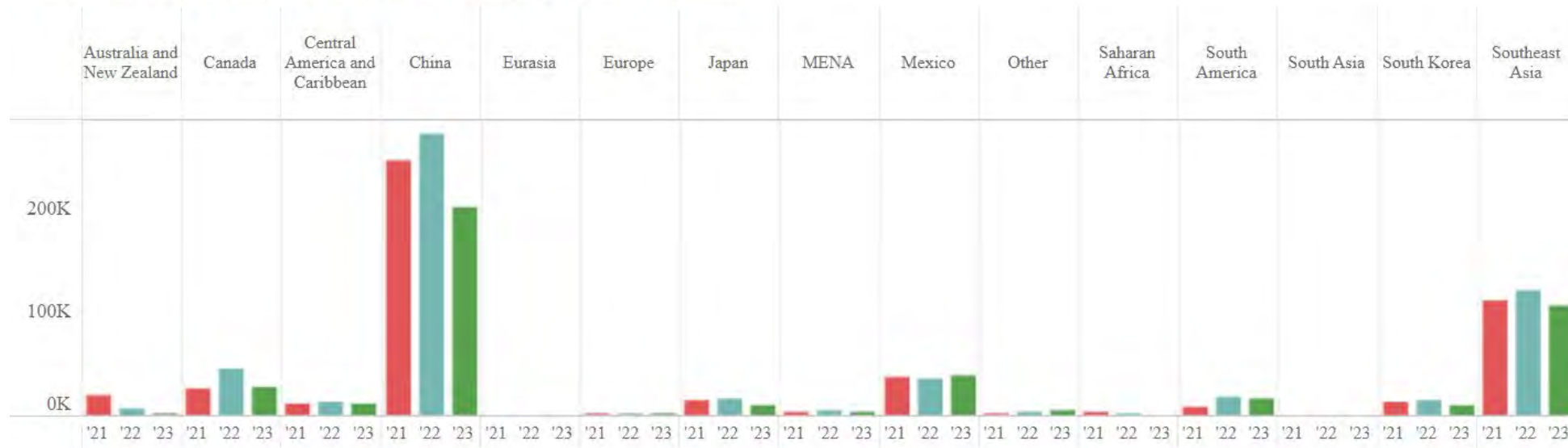


Global Whey trade- key opportunities & risks

Quantity in Tonnes	MS
2022 EU Whey Markets	
Partner	EU*
China	206 426
Indonesia	75 611
Malaysia	54 663
United Kingdom	43 394
Thailand	33 460
Vietnam	22 880
N.det.Extra	21 397
Japan	19 344
Philippines	15 496
South Korea	12 976
New Zealand	11 878
South Africa	10 913
Secr.Extra	9 975
Egypt	9 553
Singapore	8 424
Morocco	7 892
India	7 585
Nigeria	6 896
U.A.Emirates	6 221
Pakistan	5 856
Serbia	5 269
Saudi Arabia	5 236
Ghana	4 954
Tunisia	4 588
Switzerland	4 331
Australia	3 217
Myanmar	2 799
Ukraine	2 789
Algeria	2 478
Taiwan	2 316
Other	34 209
Total (including UK)	663 026



Whey (0404.10) Exports by Volume by Market, YTD - November

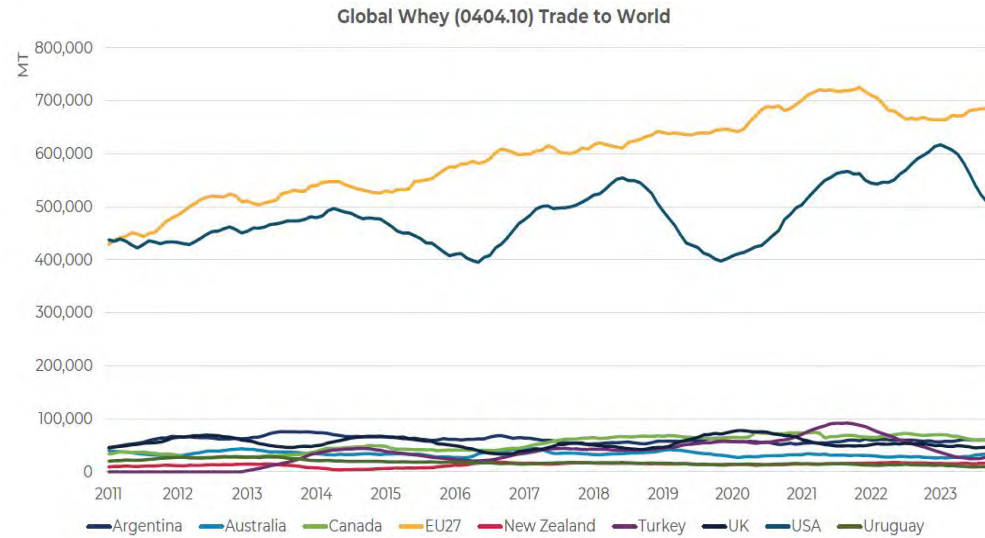


Global whey trade- continued

Risks:

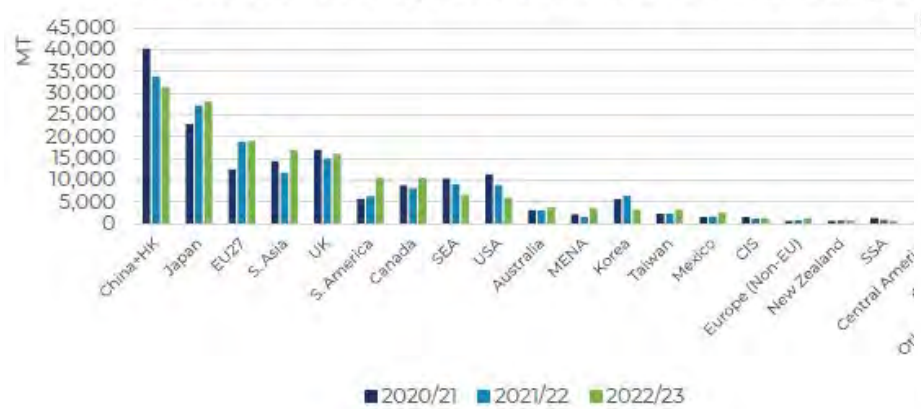
Whey products are affected by reduced global demand, due to increasing domestic production in China.

EU Outlook

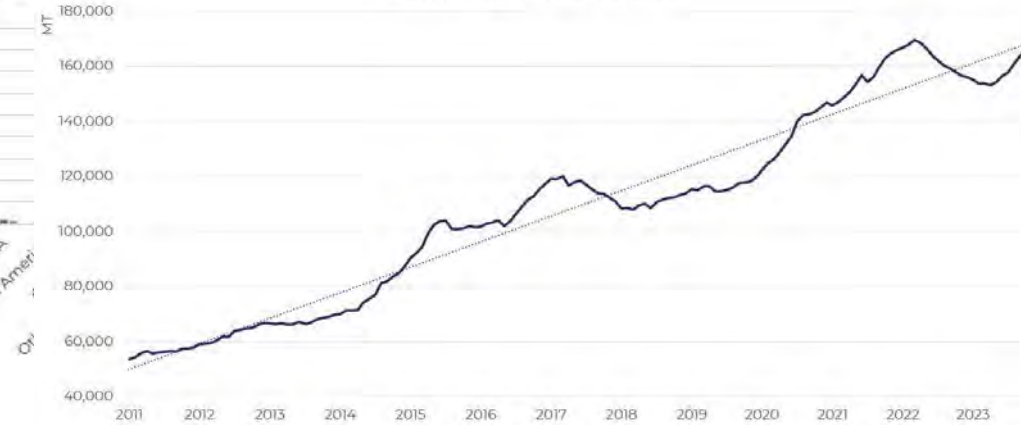


Global WPC80 trade-

Global WPC80+ Trade by Destination: Last 12 Months ending Oct

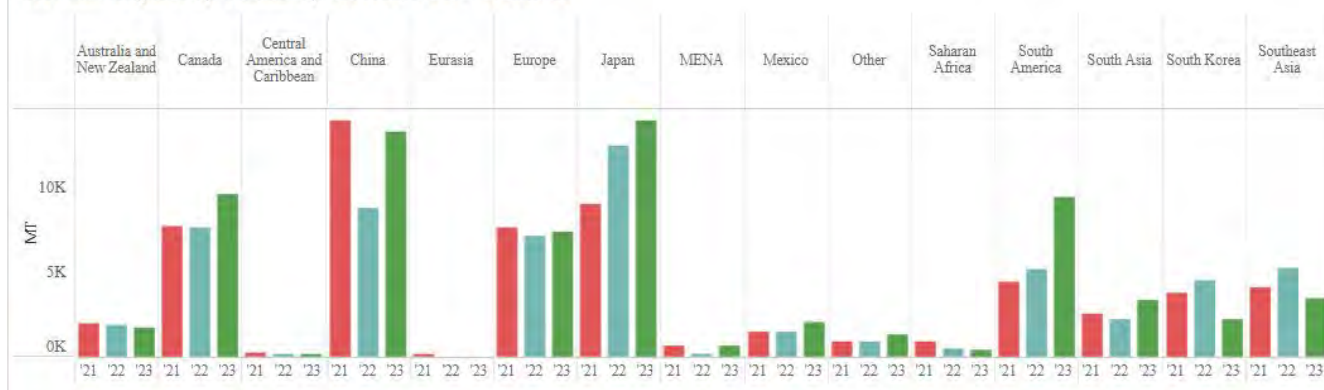


Global WPC80+ Trade to World



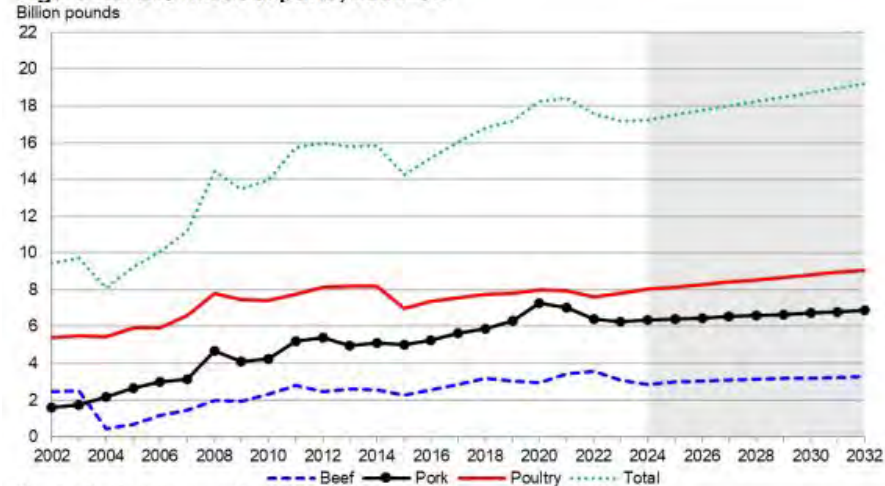
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
2022	4,091	5,224	5,213	5,577	5,512	5,849	5,702	4,939	5,238	5,829	5,251	5,804	58,425	64,228
2023	4,605	5,756	6,828	5,583	6,457	6,953	5,637	6,615	7,356	6,229	7,211		69,229	69,229

WPC80+ Exports by Volume by Market, YTD - November



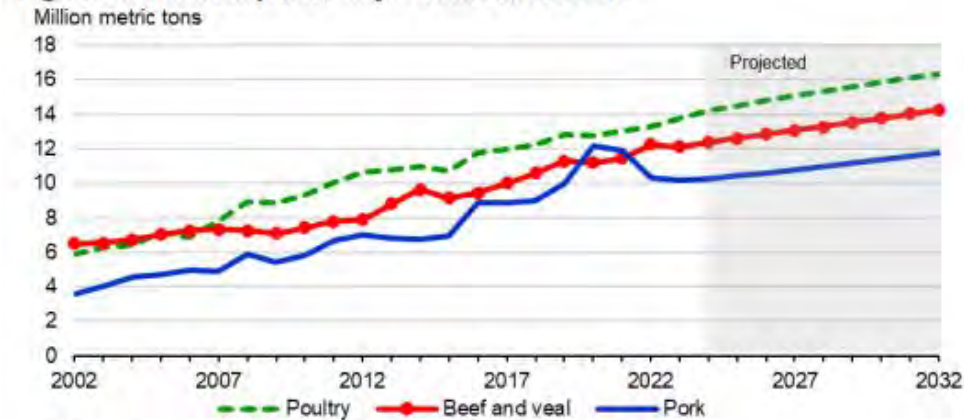
Global protein markets projections

Figure 23: U.S. meat exports, 2002–32



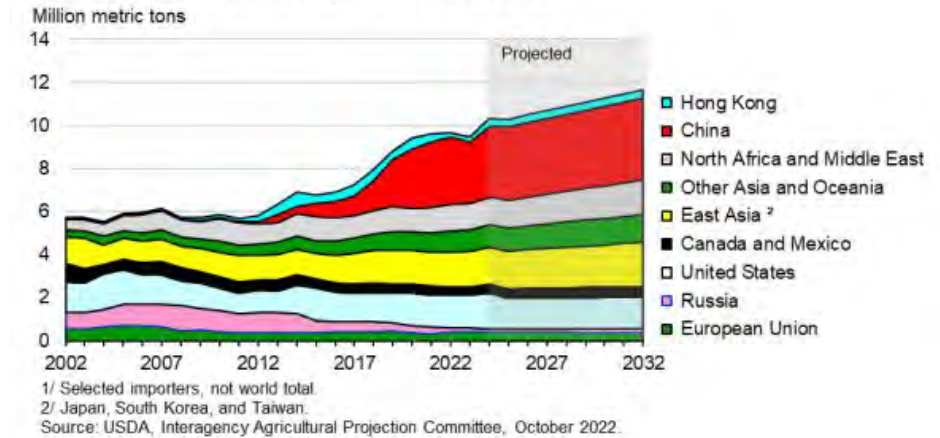
Note: The shaded region represents the projected period.
Source: USDA, Interagency Agricultural Projections Committee, as of November 7, 2022. Short-term projections are updated monthly in the *World Agricultural Supply and Demand Estimates*.

Figure 53: Meat exports, major traders, 2002–32



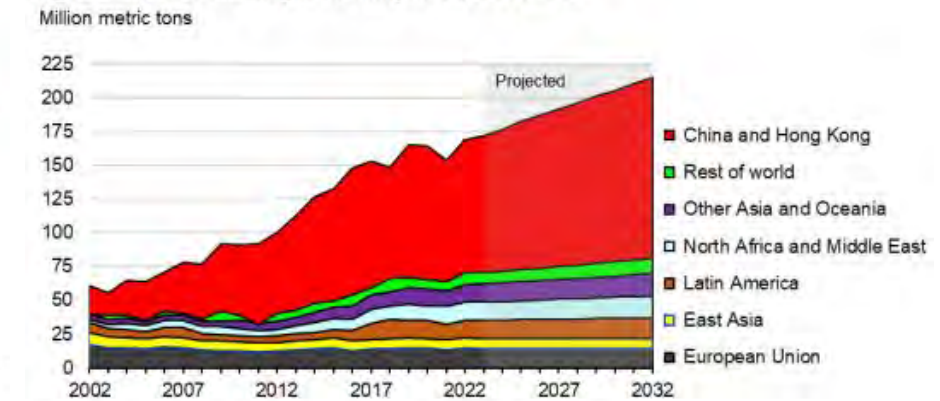
1/ Major exporters, not world total (see beef, pork and poultry trade tables).
Source: USDA, Interagency Agricultural Projection Committee, October 2022.

Figure 54: Beef imports, major traders, 2002–32



1/ Selected importers, not world total.
2/ Japan, South Korea, and Taiwan.
Source: USDA, Interagency Agricultural Projection Committee, October 2022.

Figure 45: Global soybean imports, 2002–32



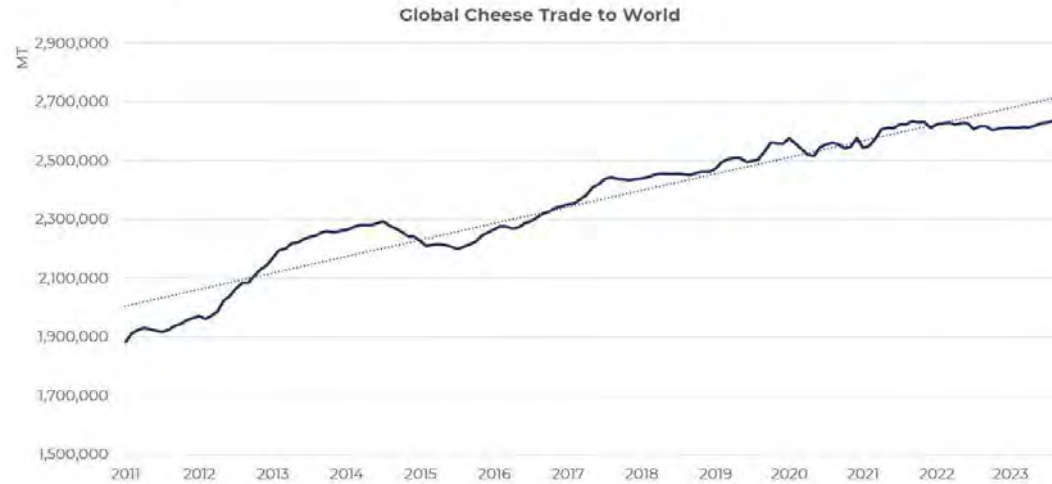
Source: USDA, Interagency Agricultural Projection Committee, October 2022.

Global Cheese Trade vs. U.S exports

Source : Eurostat COMEXT

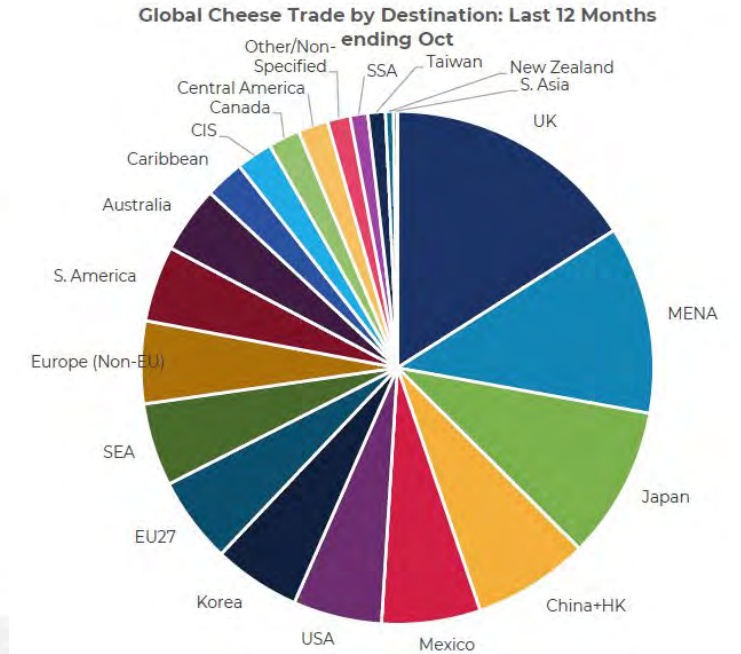
Quantity in Tonnes	MS
2022 EU Cheese Markets	
Partner	EU*
United Kingdom	422 132
USA	129 143
Japan	115 792
Switzerland	70 851
South Korea	59 359
Saudi Arabia	43 072
Ukraine	32 582
China	29 375
Canada	26 412
Australia	26 071
Libya	22 252
Morocco	21 264
Norway	19 038
U.A.Emirates	17 577
Algeria	17 414
Dominican R.	16 967
Mexico	12 953
Egypt	12 452
Iraq	12 065
Serbia	11 362
Bosnia-Herz.	10 973
Israel	10 552
Chile	9 563
Lebanon	9 077
Jordan	8 256
Taiwan	7 639
Bahrain	7 027
Philippines	6 945
Qatar	5 564
N.det.Extra	5 484
Other	142 140
Total (including UK)	1 341 356

Global Overview: Cheese

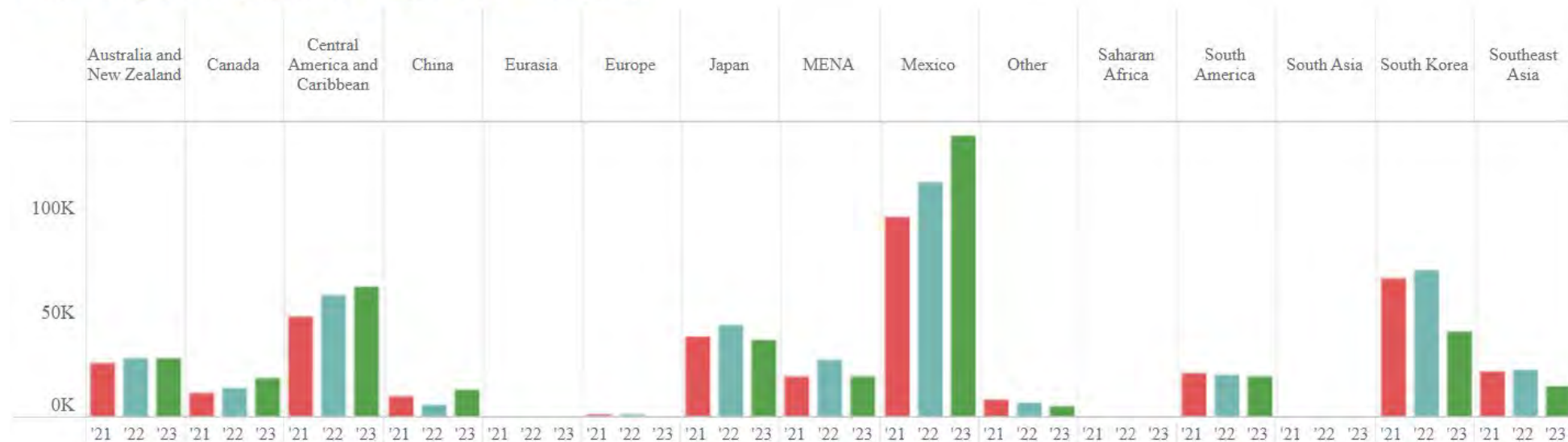


Source: NMPF/USDEC, TDM

International Demand Analysis | 13

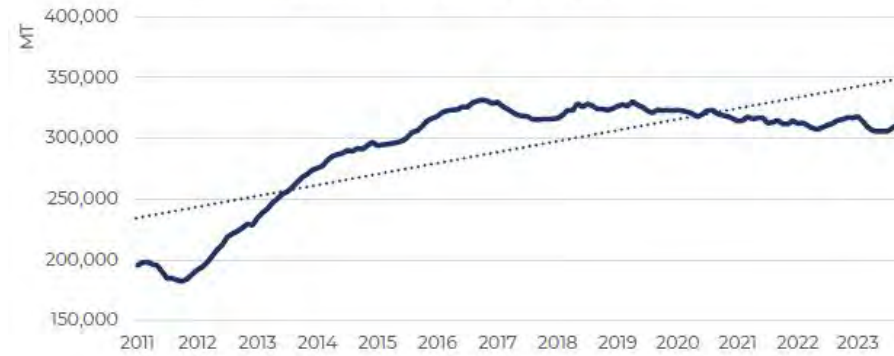


Cheese Exports by Volume by Market, YTD - November

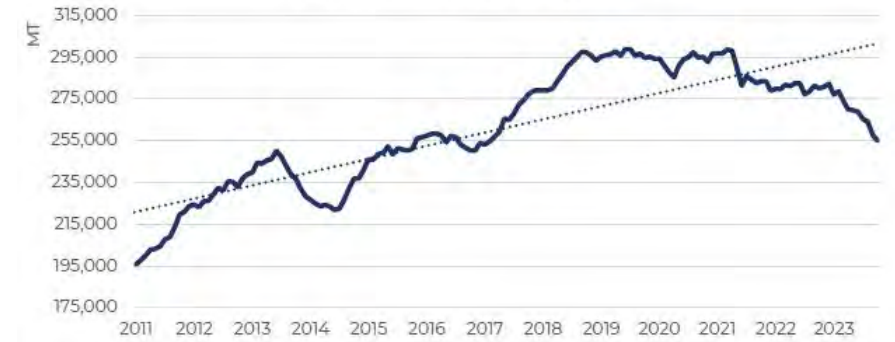


Global Cheese Trade

Global Cheese Trade to MENA



Global Cheese Trade to Japan



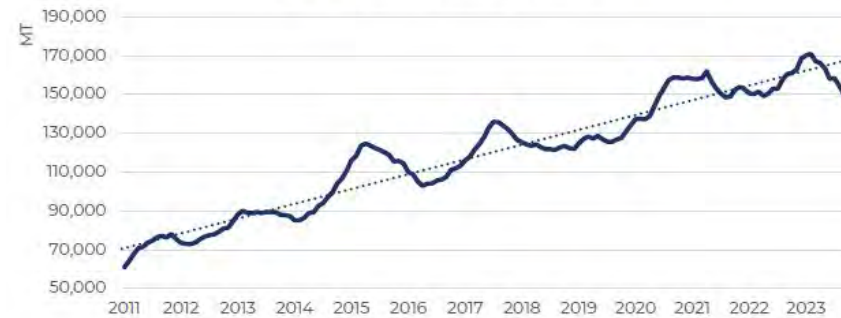
Global Cheese Trade to China+HK



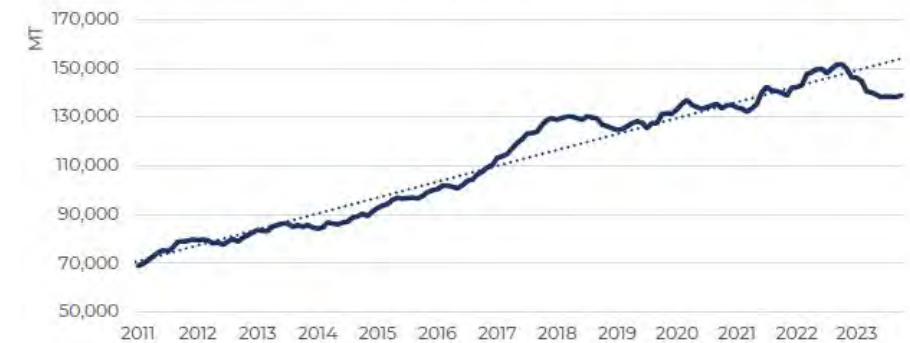
Global Cheese Trade to Mexico



Global Cheese Trade to Korea



Global Cheese Trade to SEA



Milk Utilization; FMMO7 vs. 32&51

Market Summary and Utilization Report, 2022

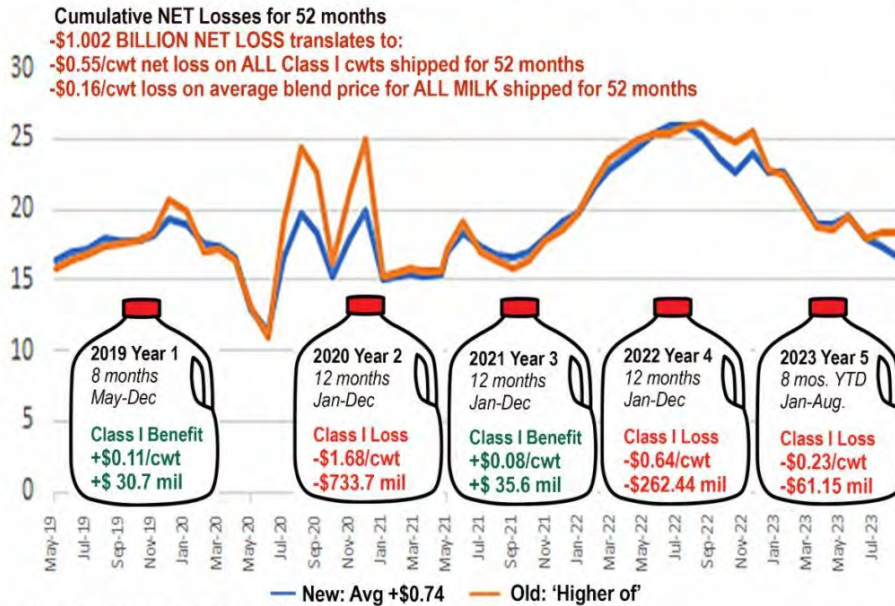
Federal Milk Order Marketing Area ¹	Order Number	Utilization of Producer Milk in All Classes ²				Uniform Price ³ (\$ per cwt)
		Class I	Class II	Class III	Class IV	
		(percent) ²				
Northeast (Boston)	001	30	24	29	18	24.98
Appalachian (Charlotte)	005	70	13	8	8	26.39
Florida (Tampa)	006	83	14	2	1	28.36
Southeast (Atlanta)	007	72	19	5	4	26.90
Upper Midwest (Chicago)	030	7	1	91	1	22.11
Central (Kansas City)	032	28	7	53	12	23.13
Mideast (Cleveland)	033	37	9	49	5	23.49
California (Los Angeles)	051	21	5	65	8	23.13
Pacific Northwest (Seattle)	124	21	5	47	26	23.30
Southwest (Dallas)	126	28	6	60	6	23.69
Arizona (Phoenix)	131	27	14	29	30	24.28
All Market Total or Average ³		27	9	54	10	23.68

¹ Each name in parentheses is the major city in the principal pricing point of the market. ² Totals may not add to 100 percent due to rounding. Averages are weighted averages. ³ Statistical uniform prices for component pricing orders (Class III price plus producer price differential). For other orders, uniform skim milk price times 0.965 plus uniform butterfat price times 3.5.

Changes to FMMO7...

“Return to the
“higher of”
Class I mover”

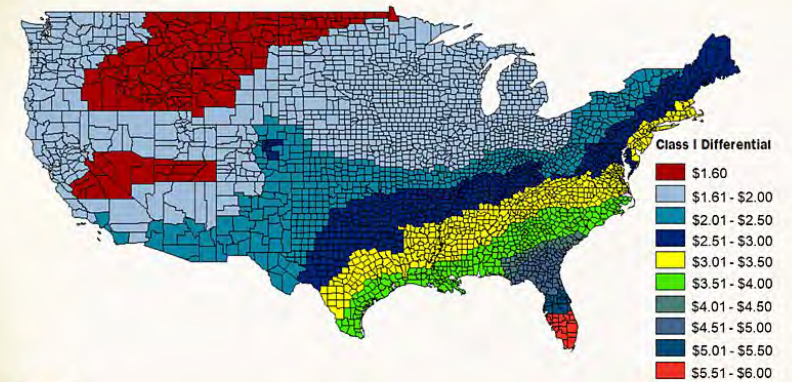
Class I Avg. +\$0.74 vs. ‘Higher of’ May 2019 - Aug. 2023 (52 months of implementation)



Graphic by S. Bunting, Data Source: USDA



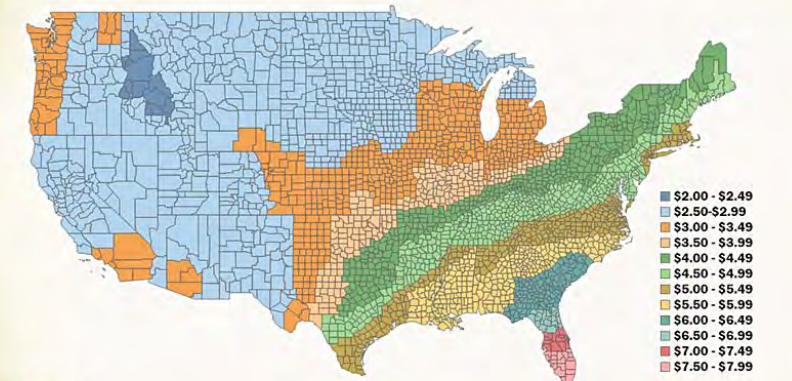
FIGURE 1: CURRENT CLASS I DIFFERENTIALS



AMERICAN FARM BUREAU FEDERATION*

Source: USDA, AMS and Farm Bureau Comptrollers

FIGURE 3: NMPF PROPOSED CLASS I DIFFERENTIALS



AMERICAN FARM BUREAU FEDERATION*

Source: National Milk Producers Federation

“Update Class I
differentials
throughout the
U.S”

The establishment of the Walmart milk processing plant could signify a transformative shift in the dairy industry, especially in the Southeast. By integrating local dairy farming into its supply chain, Walmart is potentially setting new standards for retail involvement in agricultural production.

[link](#)

Domestic – partnerships

Walmart's \$350-Million Milk Processing Plant in Valdosta, GA – A Closer Look

America's retail behemoth, Walmart, has announced ambitious plans to construct a \$350-million milk processing plant in Valdosta, Ga. This strategic initiative is set to revolutionize the dairy industry by supplying over 750 Walmart and Sam's Club stores in Georgia and neighboring states with high-quality, locally sourced milk.

“Bruce Heckman, Walmart's vice president of manufacturing, emphasized the company's commitment to providing high-quality milk for our customers that we can offer at the everyday low prices they rely on.”



From buyer to producer: Walmart's strategic shift is reshaping the dairy supply chain.

Critics have voiced concerns that Walmart's preference for purchasing milk from a select few large farms may put smaller farms under further pressure. However, **Georgia Milk Producers**, a dairy farmer trade group, notes that Georgia boasts 89 dairy farms with more than 1,000 cows per farm on average. The new facility is expected to create up to 400 jobs and will source ingredients from local farmers throughout the Southeast region, potentially boosting the local dairy farming industry and economy. Understand more about the [local economy in Georgia](#).

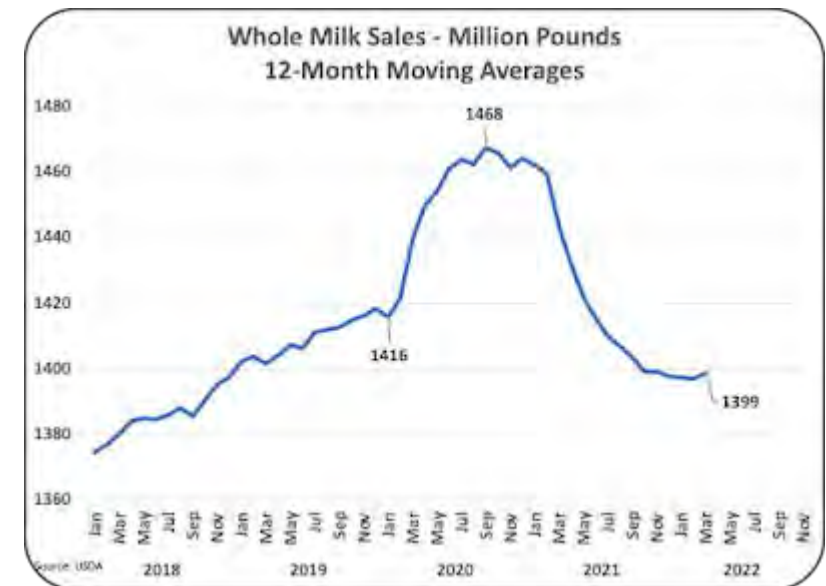
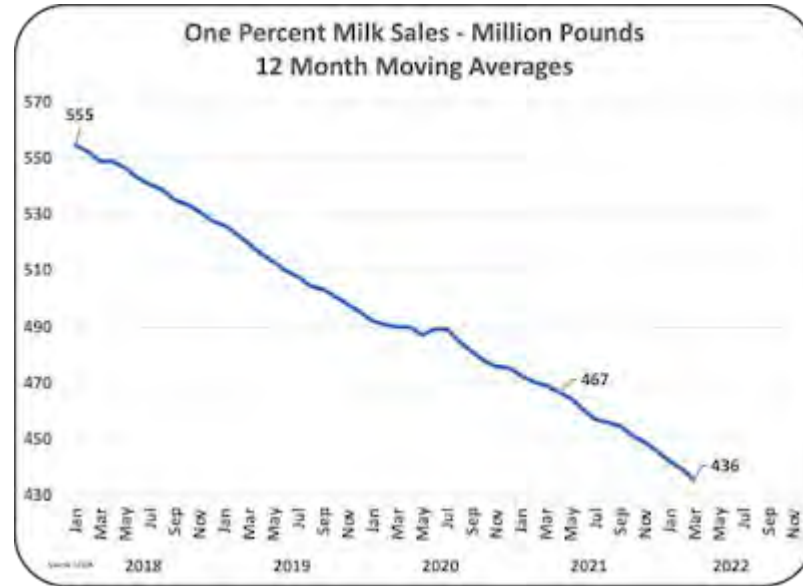
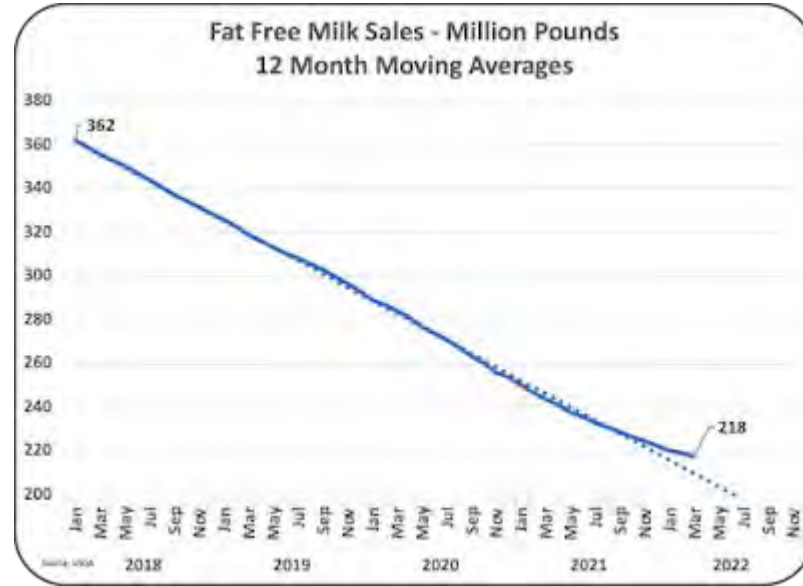
Walmart's Commitment to Sustainable Milk Production – A Sustainable Future

Walmart's move to build its own milk processing plant is not just a business strategy but also a step towards ensuring a sustainable milk supply chain. By controlling production and sourcing locally, Walmart aims to reduce transportation costs and carbon footprint, contributing to more environmentally friendly and sustainable milk production. Dive into [sustainability initiatives](#) within the dairy and retail sectors.

Fresh Dairy Product consumption in the EU is to decline (by -0.7 % per year between now and 2035), while exports of FDP will likely decrease after the high levels of 2021-2023, in part due to decreasing demand in China

EU Outlook

600 lb. gorilla; Fluid milk consumption

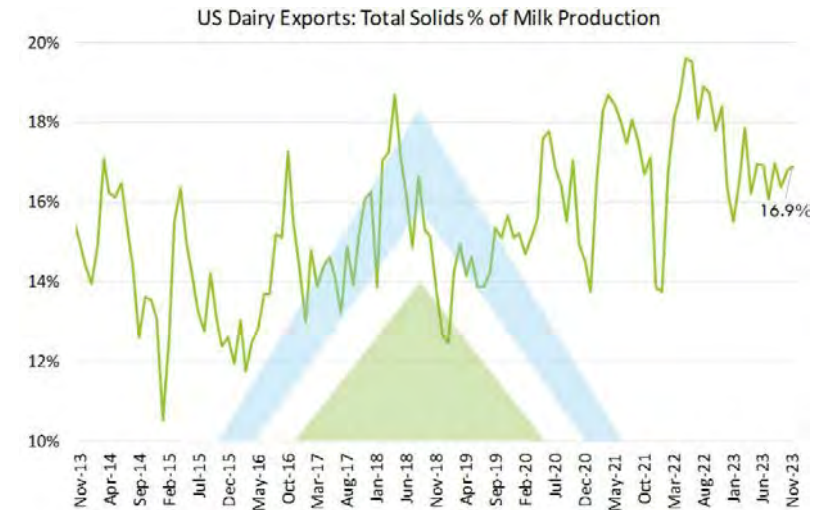


Domestic - key risks

“We’ve been in a weird spot over the past 24 months where you may have a \$5 variance from one farm to the next which is unprecedented,”

Production you can't control or export

California and Wisconsin make up nearly 32% of the total U.S. dairy cows. Idaho, Texas, and New York make up another 20%. Pennsylvania, Minnesota, and Michigan make up 11% and New Mexico and Washington make up 6%

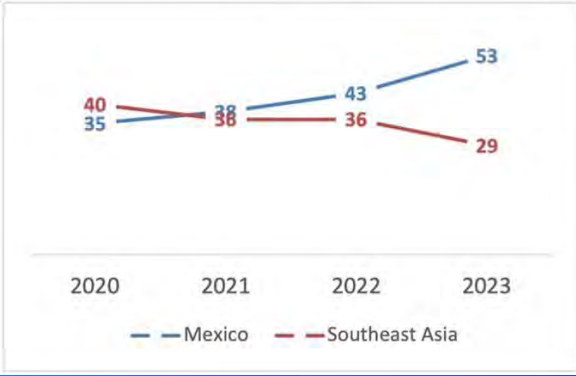


States with the most Cows – 2022 Thousands	
California	1,722
Wisconsin	1,272
Idaho	656
Texas	646
New York	624
Pennsylvania	468
Minnesota	453
Michigan	428
New Mexico	288
Washington	259

States with the Most Milk per Cow - 2022	
State	Milk /Cow
Michigan	27,430
Colorado	25,922
Wyoming	25,763
Texas	25,579
Idaho	25,348
New York	25,096
Wisconsin	25,064
Nebraska	24,842
New Mexico	24,819
Nevada	24,813

States with the largest increases in Milk per Cow 2000 to 2022	
Wyoming	90%
Kentucky	60%
North Dakota	59%
Texas	55%
Nebraska	50%
South Dakota	49%
Wisconsin	45%
New York	44%
Michigan	44%
Indiana	43%

% of US NFDMSMP Exports to Mexico and Southeast Asia



U.S. exports appx. 70% of appx. 1.2 mill tons annual NFDMSMP production accounting for half of US Dairy exports.

Mexico- key risks & opportunities

Deglobalization and the movement to nearshoring or friendshoring

Some multinationals are drawn by Mexico’s manufacturing-based economy, free-trade agreements and proximity to the U.S. Mexico’s economy minister said that some 400 companies were interested in relocating facilities **from Asia to Mexico**

“Managing production is much easier when plants operate within the same time zone and are only a short flight away,” ...“So, whether it’s a minor issue at the factory or a significant supply chain disruption, the proximity nearshoring [in Mexico] offers is priceless.” [link](#)

National Security vs. Securing critical supply chains

“As the United States looks around the world, Mexico provides the most viable commercial solution to those challenges. How do you secure access to medicines, technologies, critical minerals? Mexico is a big part of that solution”
 -Council on Foreign Relations

but...

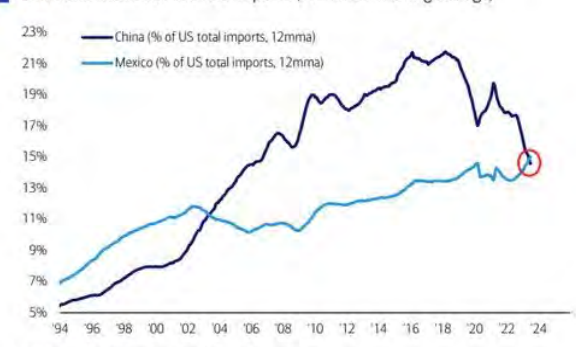
“if you buy an avocado in the United States from Mexico, you have paid money to a cartel. You can extend that to corn and citrus too. Water distribution to Mexican citizens is deeply penetrated by Mexican criminal groups”

“For the two countries to deeply integrate economically requires rule of law in Mexico, and we have the opposite of it.”

“China has been the principal supplier of precursor chemicals for fentanyl and for amphetamine, both of which are manufactured overwhelmingly in Mexico.”

-Brookings Institution

Chart 4: US importing more from Mexico than China for first time since 2003
 China and Mexico as % of US imports (12-month moving average)



Source: BofA Global Investment Strategy, Bloomberg

BRICS- EM & the EAST vs WEST

Brasil-Russia-India-China-South Africa

Egypt Iran Saudi Arabia UAE Ethiopia Joined BRICS Jan 1st 24'

Ethiopia strong population growth

Saudi Arabia: Trillion \$ economy

SA, UAE & IRAN addition >2x BRICS share of global oil production

***Algeria not allowed**

Argentina declined invitation

BRICS now represents 45.4% of global population

BRICS now represents 42.3% of global oil production

BRICS now represents 28.7% of global GDP

BRICS now represents 24.7% of global exports

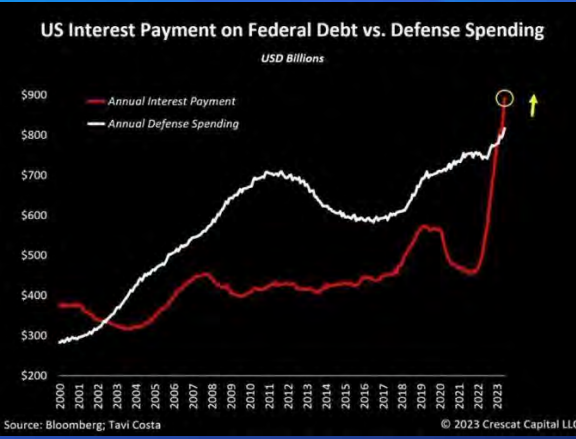
China has been pushing for oil trade to be denominated in yuan, and that Saudi Arabia's acceptance into BRICS could bolster this ambition, potentially shifting the dynamics of global oil trade.

Over 40 countries, including Iran, Saudi Arabia, United Arab Emirates, Argentina, Algeria, Bolivia, Indonesia, Egypt, Ethiopia, Cuba, Democratic Republic of Congo, Comoros, Gabon, and Kazakhstan have expressed interest in joining the forum, according to 2023 summit chair South Africa.

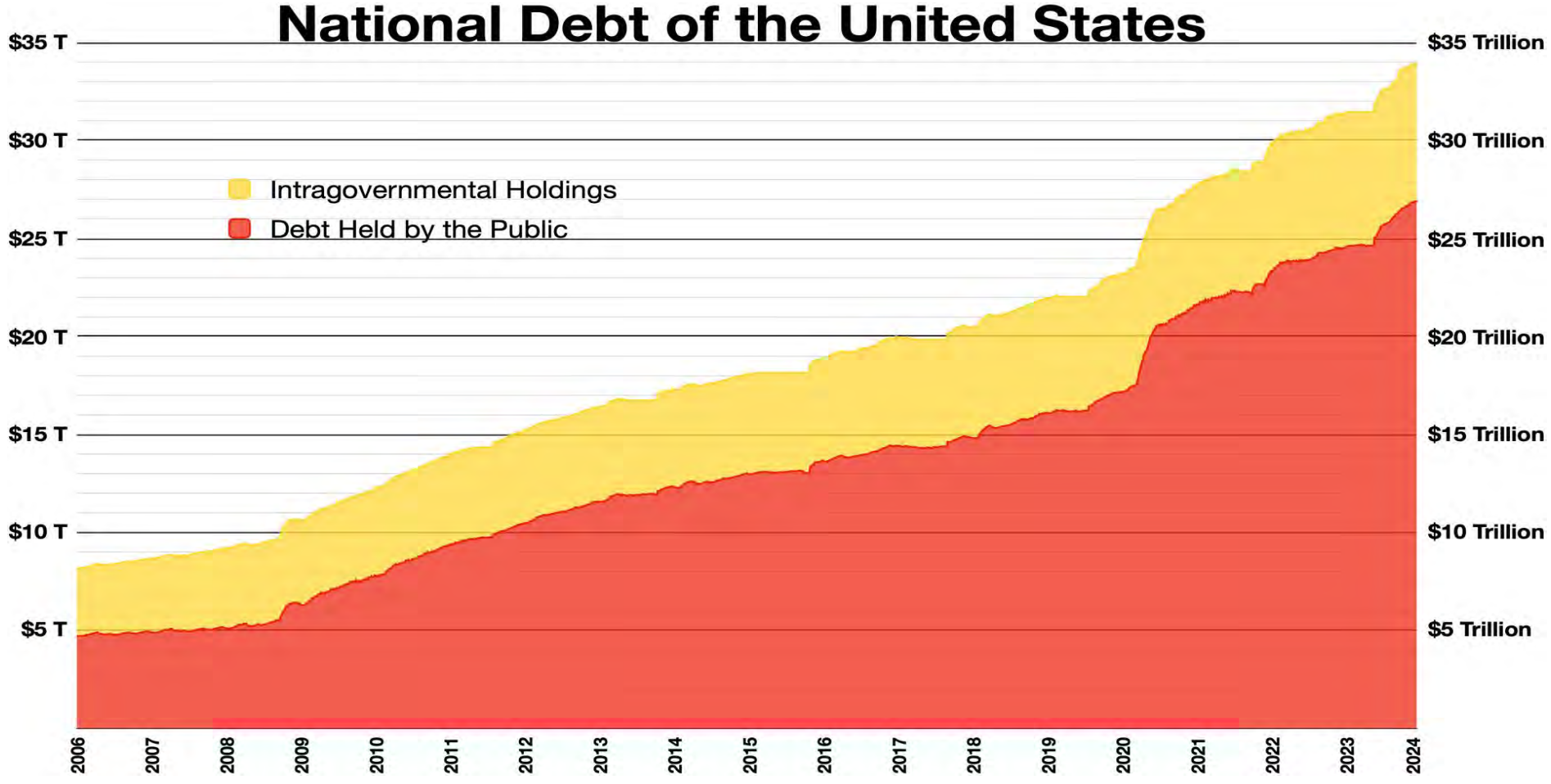
They view BRICS as an alternative to global bodies viewed as dominated by the traditional Western powers and hope membership will unlock benefits including development finance, and increased trade and investment.

US national debt crossed over \$34 trillion, up 55% (\$12 trillion increase) in the debt over the last 5 years

Domestic - key risks



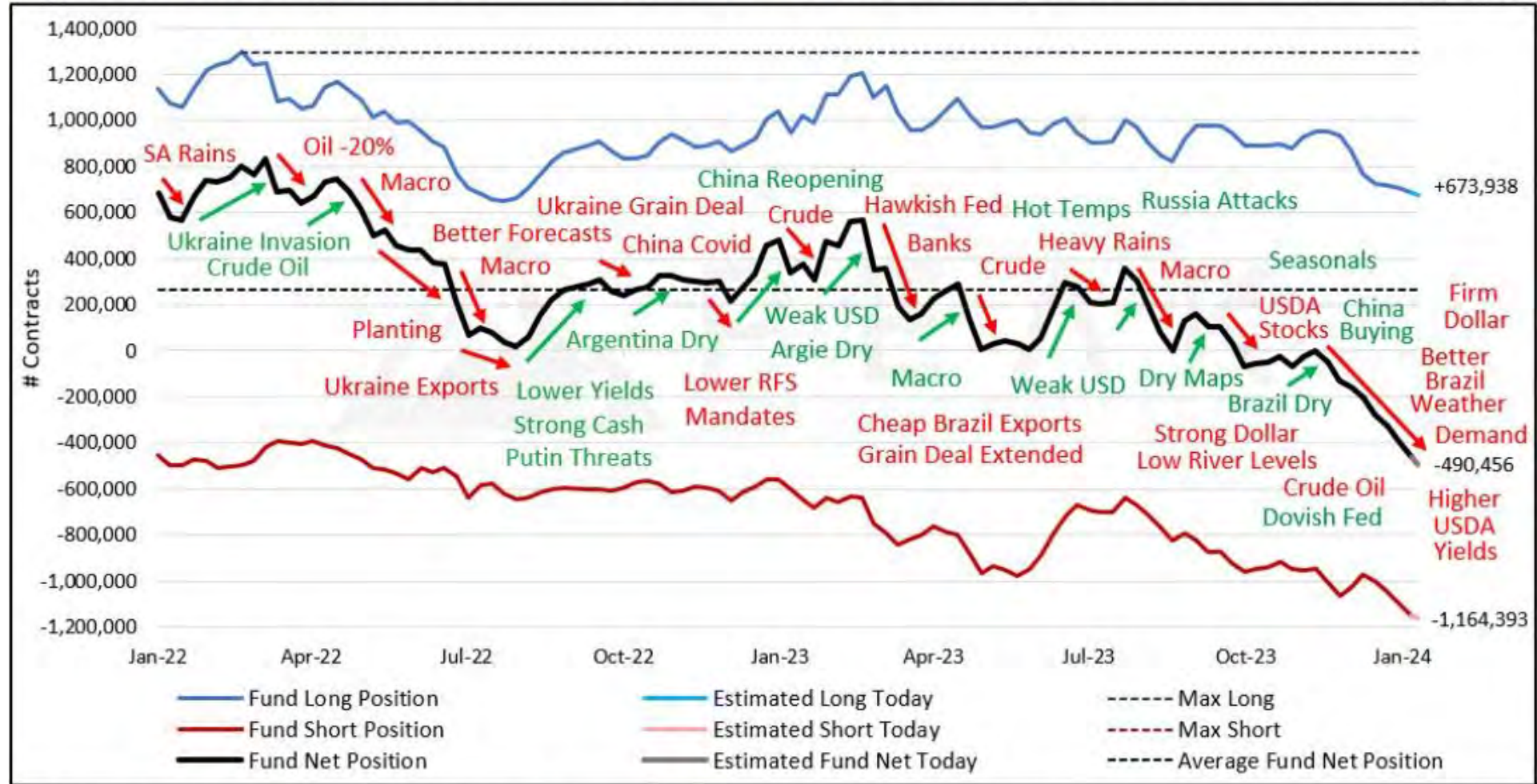
National debt, debt-to-GDP ratio, and the US interest payment – highlight the need for the United States to continue debasing the currency.



Fund speculation- key risks

Hedge Funds are -490k contracts net SHORT across the agriculture complex, matching the MAX bearishness from the Covid-19 macro washout in the summer of 2020. The drivers: Better South American weather, soft demand, and the USDA's higher yields. ☁️

Agriculture Complex Non-Commercial Fund Positioning: 24 Months



Includes: Corn, Chicago Wheat, Kansas Wheat, Soybeans, Meal, Bean Oil, Cattle, Hogs, Feeder Cattle, Cotton, Sugar, Arabica Coffee, Cocoa

“North American dairy sector, where the U.S. is the primary milk producer, reduced greenhouse gas (GHG) emissions intensity (emissions per gallon of milk produced) by 2.2% per year from 2005 to 2015 even as milk production increased by 2.1%”

2050 endpoint of GHG neutrality [link](#)

GHG Neutrality - key risks & value add opportunities

COMMENTARY · CLIMATE CHANGE

The U.S. dairy industry wants to tackle climate change—but not at the expense of feeding the world

BY **KRYSTA HARDEN**

December 20, 2023 at 10:08 AM EST



The North American dairy industry has been able to reduce emissions intensity in recent decades, according to the FAO.

“Dairy is really in a spot today where farmers are making plans for the next 20 years or just planning on how they make it through the next 12 months.” The farms in the middle, with 300-to-1,000 cows, may be having the biggest issue with the low milk prices... the most successful dairies in the mid-range have found a niche. That may include dairy beef production or custom harvesting
“

So what now?



“We must expand our demand base, invest in capacity, efficiency and technology throughout the supply chain, diversify our revenue with output the global markets demand and always risk manage to handle massive currency, interest rate & price volatility”

SWOT

Analysis

FMMO7

Dairy

Producers

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<p>Heavy Class I utilisation</p> <p>Consistent demand</p>	<p>Fluid milk “margins are measured in ¼’s of %’s”</p>	<p>Vertical integration FFMP, BUTTER, SMP, UHT</p>	<p>Competition from regional, national and International Brands</p>
<p>High Class 1 differentials</p>	<p>CL3 & CL4 exposure;</p> <p>Overcapacity</p> <p>Export limitations</p>	<p>Proximity to MENA export: Port of Savannah, Charleston, Miami</p>	<p>Declining demand for fluid milk.</p>
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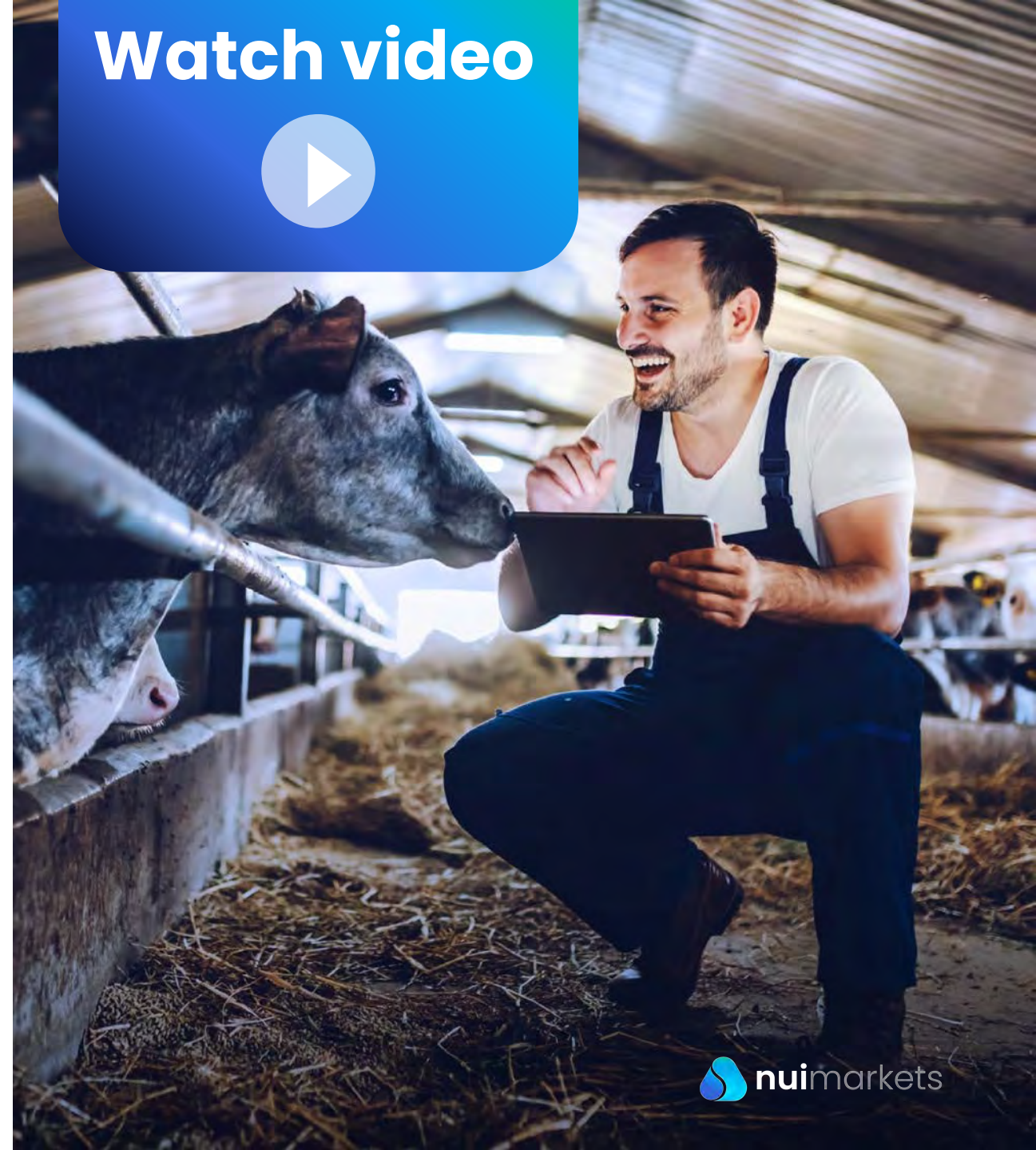
Nui Markets – the future of trading

Nui Markets is revolutionizing how the world trades agricultural products

by combining the speed and convenience of a B2B digital trading platform with the specific requirements and industry expertise of a dedicated category marketplace environment.



Watch video



Watch video



Watch video



Nui solutions enable digital trade of agri-products anywhere in the supply chain



Our reach

Nui is global

Our head office is based in New Zealand, with people in the USA, Europe, Singapore, Dubai, and Argentina.



500+
Companies



73
Countries



308,000T
Traded



NZ\$1.356B
Value of traded product

Our platforms

Enterprise



Marketplace

Europe | Dairy

Established in 2017 – 100+ companies

North America | Dairy

Established in 2022 – 60+ companies

Brazil | Biofuel

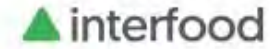
Established in 2022 – Joint venture with Flex Trading

Nui's strength in the dairy Industry

- Nui operate dairy Marketplaces and Enterprise platforms in Europe, North America and Asia Pacific
- We have local experts in each of the major dairy supply and procurement markets around the world
- Global reach connects sellers from the dairy heartlands of New Zealand, Europe and North America with buyers around the world
- Over \$1bn of dairy produce (from powder to finished product) has been traded across Nui platforms
- Nui operate over a dozen customized Nui Enterprise platforms for some of the world's biggest dairy producers



Who we work with:



Key benefits of the Nui platform



Improved trade efficiency

Nui platforms streamline the sales process, reducing the time and effort required for a trade to take place. When you start using a Nui platform, this increased level of efficiency is noticeable right from the first trade.



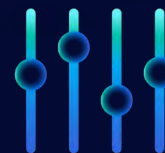
Expanded market access

Nui platforms provide an efficient way for sellers to engage with more buyers, more regularly, with the same level of resources. Consequently, sellers can broaden their network, whilst buyers have greater access to a wider range of products.



Accurate price discovery

Nui platforms make trading more transparent. With price visible to all participants throughout the trade process, negotiation tension is reduced improving confidence of the true market price - encouraging trade.



Enriched market information

Nui platforms take the guesswork out of a trade. Analytics dashboards provide detailed, real-time data about prices, volumes, and activity on the platform. This allows our customers to make more informed trading decisions.

Service and expertise across the globe

New technology is only the beginning of the Nui proposition.

Engaging with Nui is much more than just a subscription to a digital platform. Part of our critical point of difference is that we only operate in markets where we have real expertise and sector knowledge.

That means that wherever you are, we have a team that can advise and support you to develop your sales and procurement strategies, approach to risk management, trading, and finance, and how to best leverage your investment for business transformation.



Ron O'Brien
President, Americas



Jeppe R.S. Jøker
Europe



Manuela Saldarriaga
LATAM/MENA



Otávio Ferias
MERCOSUR/BR



Ashwini Law
ASIA



Kevin O'Sullivan
CEO: New Zealand

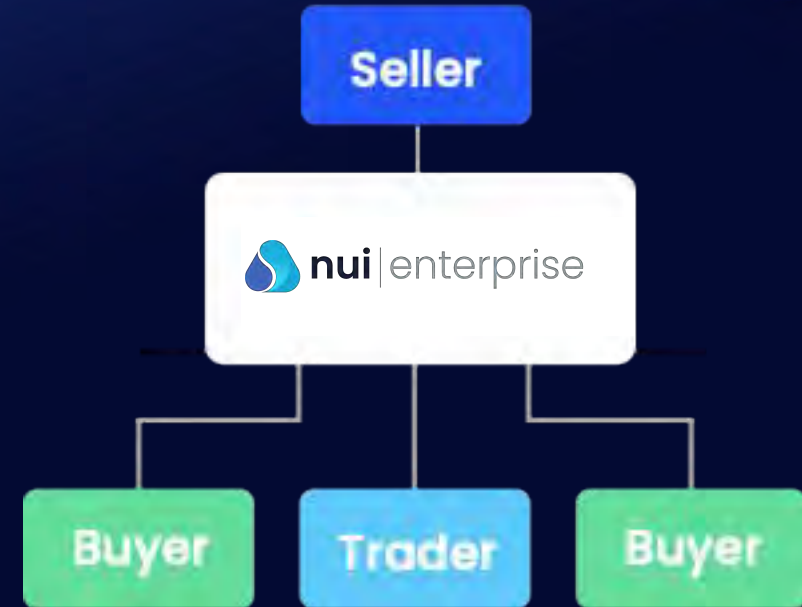
Nui Marketplace

A digital space for all members to trade



Private Enterprise

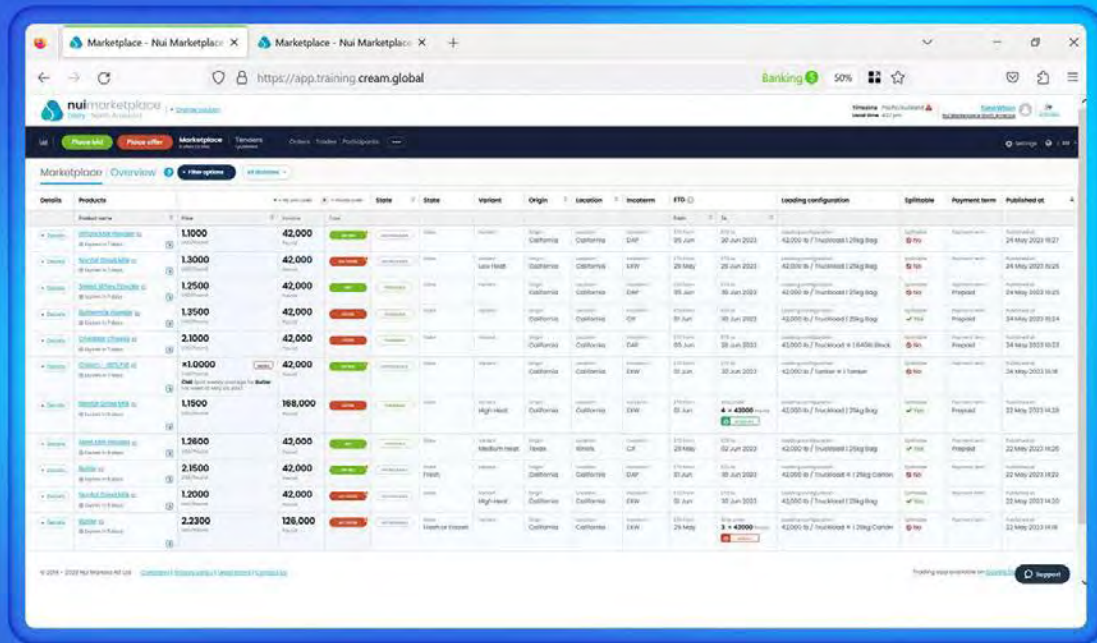
A digital sales portal for an individual sales enterprise



How the 24/7 marketplace works

On both our Enterprise and Marketplace products, you can trade in an open marketplace by the usual means of offers and counter offers to arrive at a deal.

It's easy to do, and because you are only dealing with pre-vetted members, you can have the utmost confidence in the quality of your transactions.

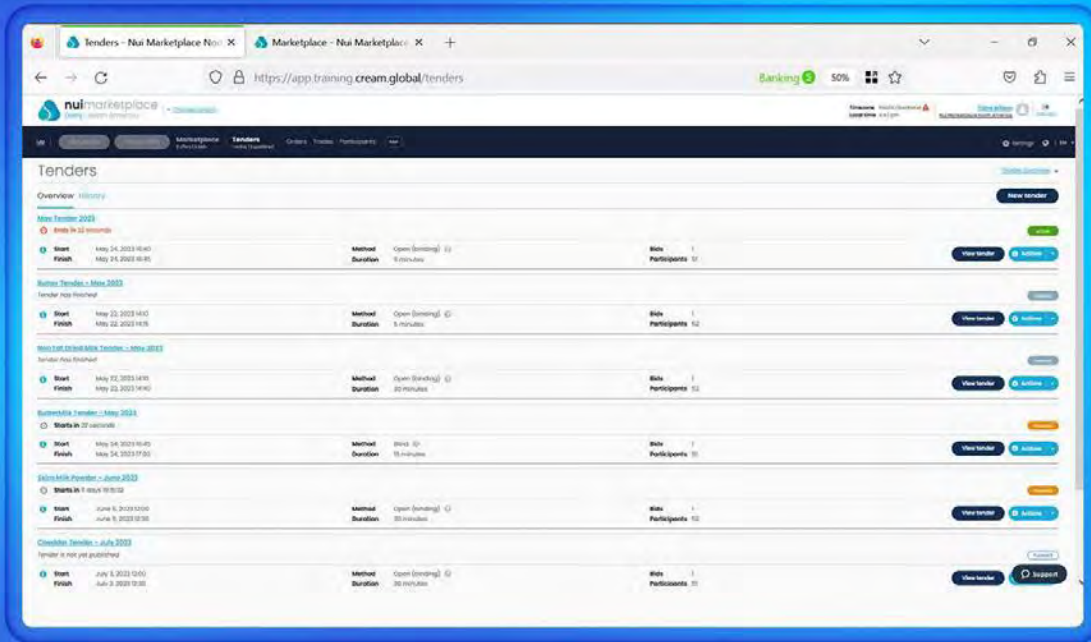


- Ability to trade 24/7
- Access the market and start placing orders, view open orders, make counter offers
- Engage in conversation by asking a question
- Trade in as little as two clicks
- Global support team available 24/7

Procurement tenders

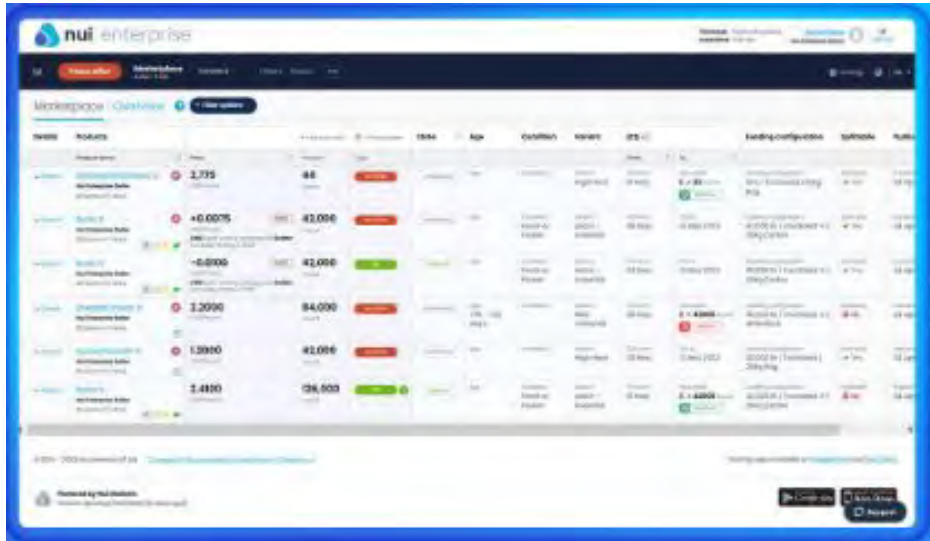
For procurement teams who want to seek the best supply offer from multiple suppliers.

Procurement tenders are set up in advance so that suppliers have a chance to review and decide whether to engage.



- Set up a tender ahead of time (suggest 24 hours minimum)
- Alerts notify sellers once the tender is published
- Recommendation that each tender runs for 15 minutes
- Tender runs from high to low – you set a price that is high enough to attract interest, and invite suppliers to beat it with each offer
- Auto-extend feature clicks in if an offer is made within the last 30 seconds
- Buyers can set the tender to be as specific as they want about their requirements

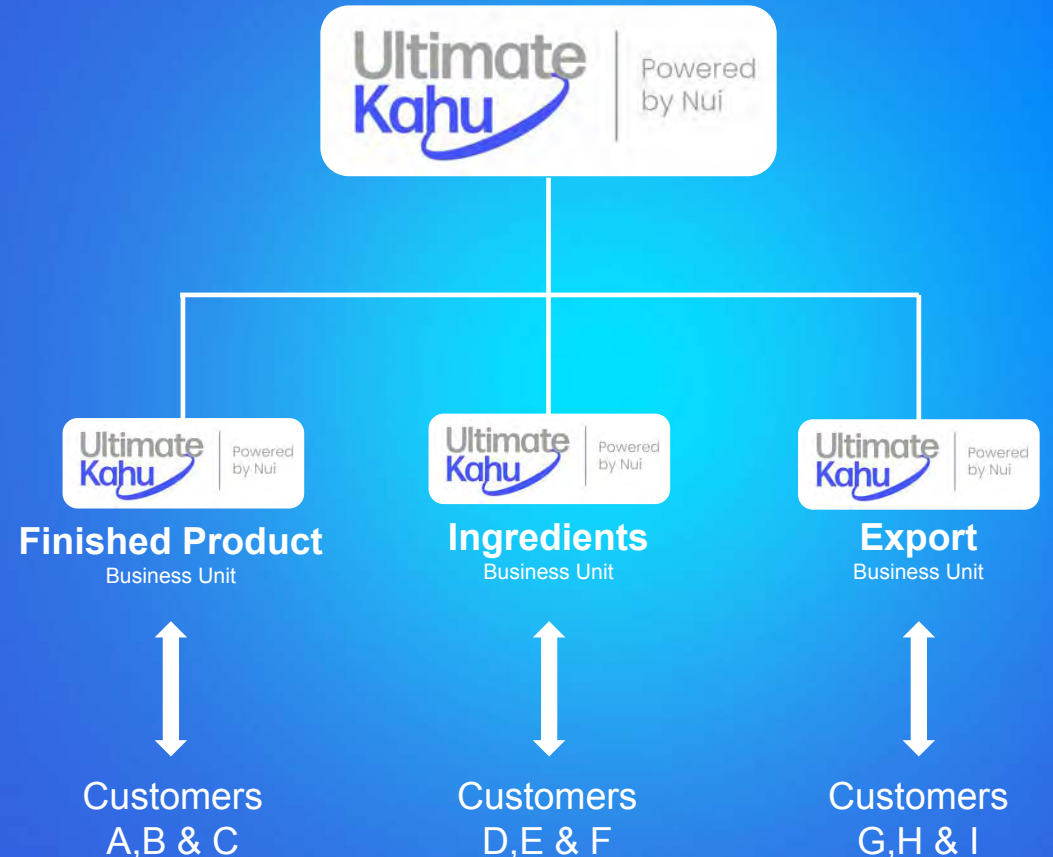
One Enterprise platform, custom configurations



Configure your Nui Enterprise platform to segment the way that works best for you.

- Configurable by sub-division
 - Buy side or sell side enterprise development
 - Dairy ingredients, dairy commodities, milk, cream
 - Dairy now, meats, cattle, sugar, vegetable oils TBD
-
- Increases efficiency and ease of engagement

Example:



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@rko2milk

Thanks to “International Demand Analysis” from the Dairy Economics Team at NMPF and USDEC & USDA & EC: “EU Ag Outlook” & John Guess CL1 intel



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Digital Trading Solutions