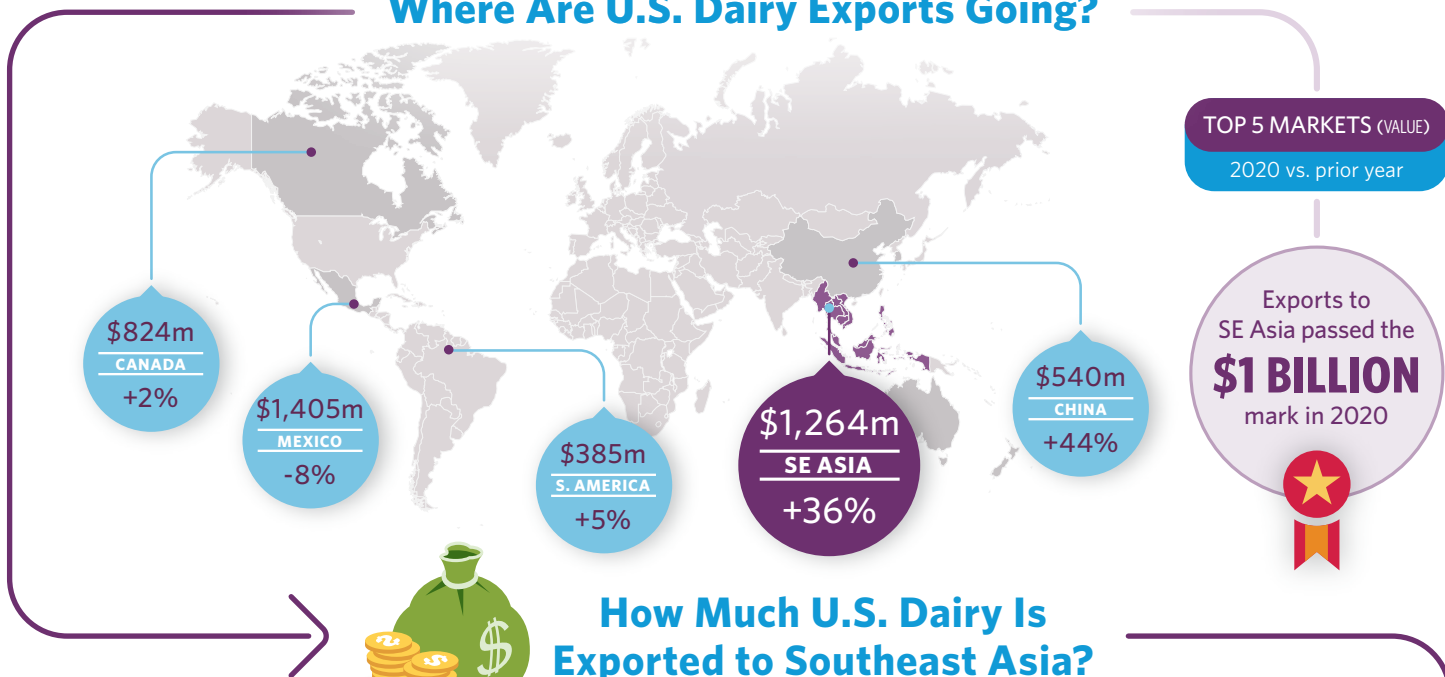


# U.S. Dairy Reaches New Heights in Southeast Asia

2020 was a milestone year for U.S. dairy exports

## Where Are U.S. Dairy Exports Going?



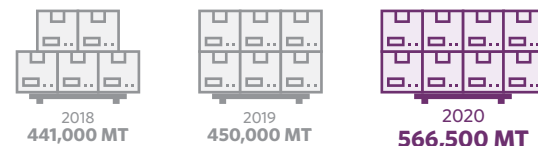
## How Much U.S. Dairy Is Exported to Southeast Asia?



U.S. dairy exports to SE Asia **increased by \$500 million in 2 years!** Plus, export value to the region climbed 36% in 2020 over 2019, exceeding China, South Korea, and Japan combined.



Exports rose in volume, too, with SE Asia moving ahead of Mexico as the top U.S. export destination in 2020. Shipments of major products\* to the region jumped 26% over the prior year, **setting another record.**



\*Includes Cheese, Whey Ingredients, Milk Powder, and Lactose

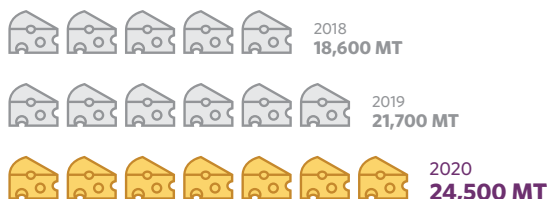


## What Types of U.S. Dairy Products Are Going to Southeast Asia?

Southeast Asia is a leading destination for U.S. dairy ingredient exports and a rising destination for U.S. cheese.



U.S. cheese exports are on a roll! **Exports to the region grew 13% in 2020** over 2019, reaching another record.



**U.S. dairy ingredient exports\* are gaining strength, too!** Ingredient exports grew 27% in 2020 over 2019, setting back-to-back records.

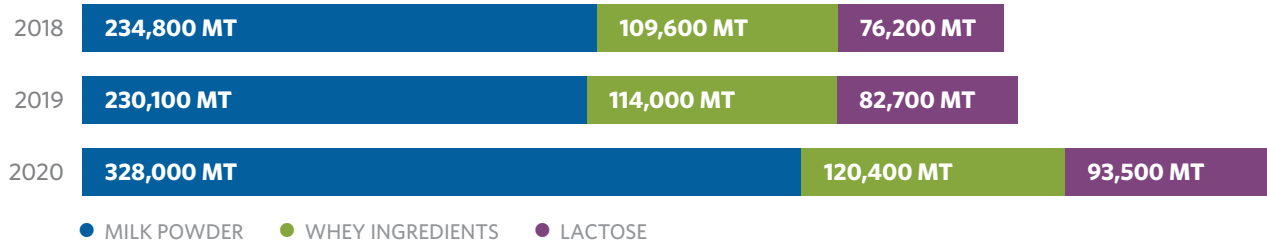


\*Includes Whey Ingredients, Milk Powder, and Lactose

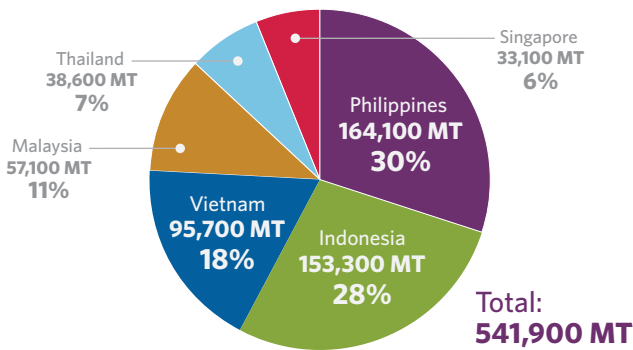
# Ingredients: A Deeper Look



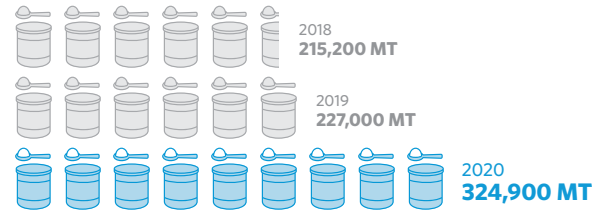
What types of U.S. dairy ingredients are exported? Many kinds! In addition to skim milk powder, U.S. exports of whey ingredients and lactose are also on the rise.



## Where Are U.S. Dairy Ingredients Going?



Skim milk powder (SMP) drove U.S. dairy export growth, catapulting Southeast Asia to the #1 position in 2020 for U.S. SMP exports.



Where is U.S. SMP shipped? Region-wide! **Philippines**, **Indonesia**, and **Vietnam** are the top three markets. Together, they account for 82% of U.S. SMP exports to Southeast Asia.

U.S. market share for SMP in the region expanded to 44% in 2020, up from 32% in 2019.



U.S. dairy farmers and suppliers are committed to delivering on Southeast Asia's needs. In fact, the equivalent of about half a month's production of U.S. milk every calendar year goes to the region.



That's just the start. The new U.S. Center for Dairy Excellence (U.S. CDE) opened in Singapore in 2020 to further support customers' business and innovation needs.

**We look forward to further partnerships with Southeast Asia in 2021 and beyond.**



Southeast Asia includes Indonesia, Malaysia, Philippines, Singapore, Thailand, and Vietnam. Trade data source: USDA Foreign Agricultural Service / U.S. Bureau of Census.

**Eager to learn more about U.S. dairy business and innovation opportunities in Southeast Asia?**

Please visit our website at [USDairyexcellence.org](https://usdairyexcellence.org) or contact USDEC Southeast Asia at [info@usdecsg.org](mailto:info@usdecsg.org).

For further information about U.S. dairy suppliers, access the U.S. Dairy Supplier Directory at [ThinkUSAdairy.org](https://ThinkUSAdairy.org).

[USdairyexcellence.org](https://usdairyexcellence.org) [ThinkUSAdairy](https://www.instagram.com/ThinkUSAdairy) [info@usdecsg.org](mailto:info@usdecsg.org)

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