

# **La situazione attuale e le prospettive mondiali della domanda e dell'offerta del siero e dei suoi derivati**

Convegno

“Le nuove frontiere della trasformazione del siero del latte: da costo a  
valore aggiunto”

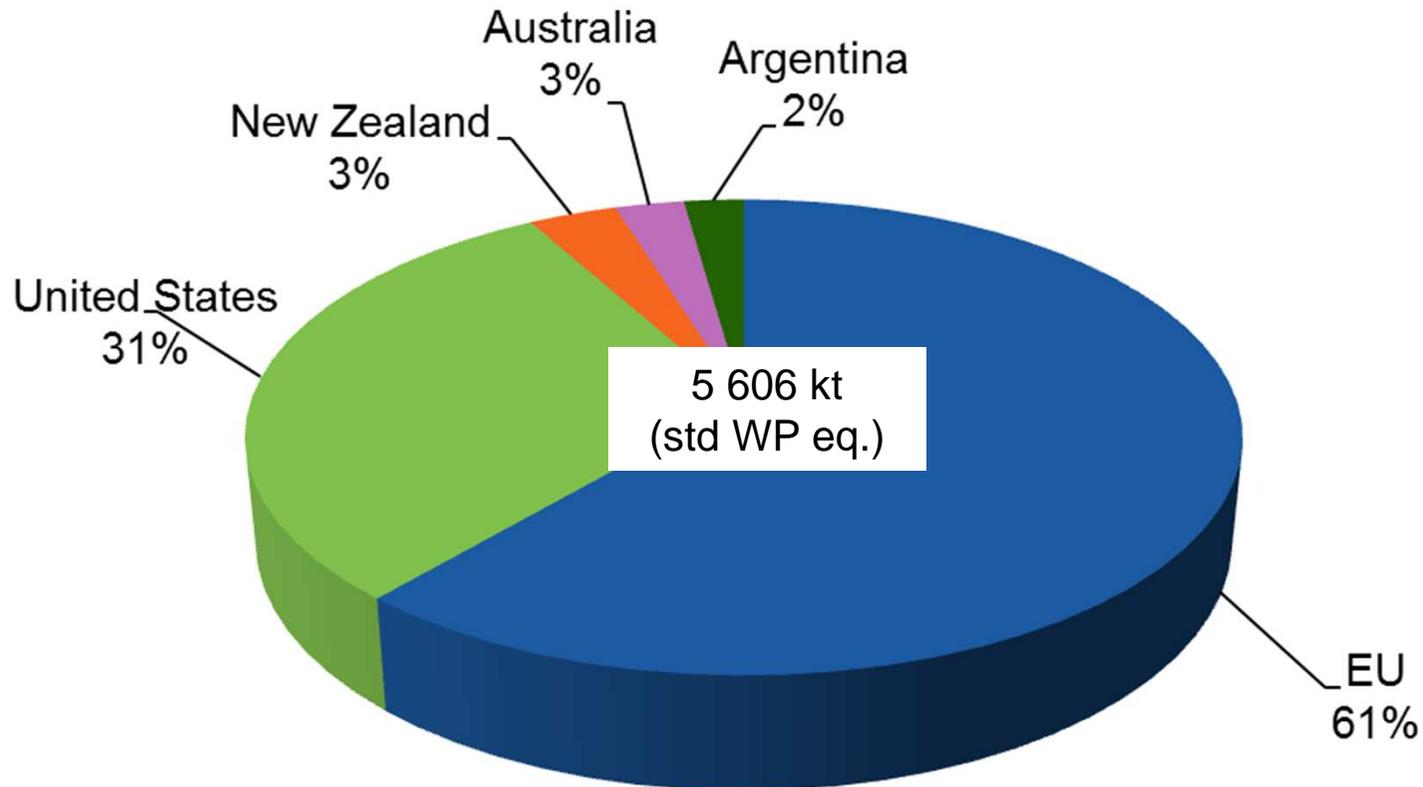
Milano, il 2 DICEMBRE 2014

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The EU and the US are the main suppliers,  
but each with their own specificities

92% of global dry whey products  
come from the EU and the US

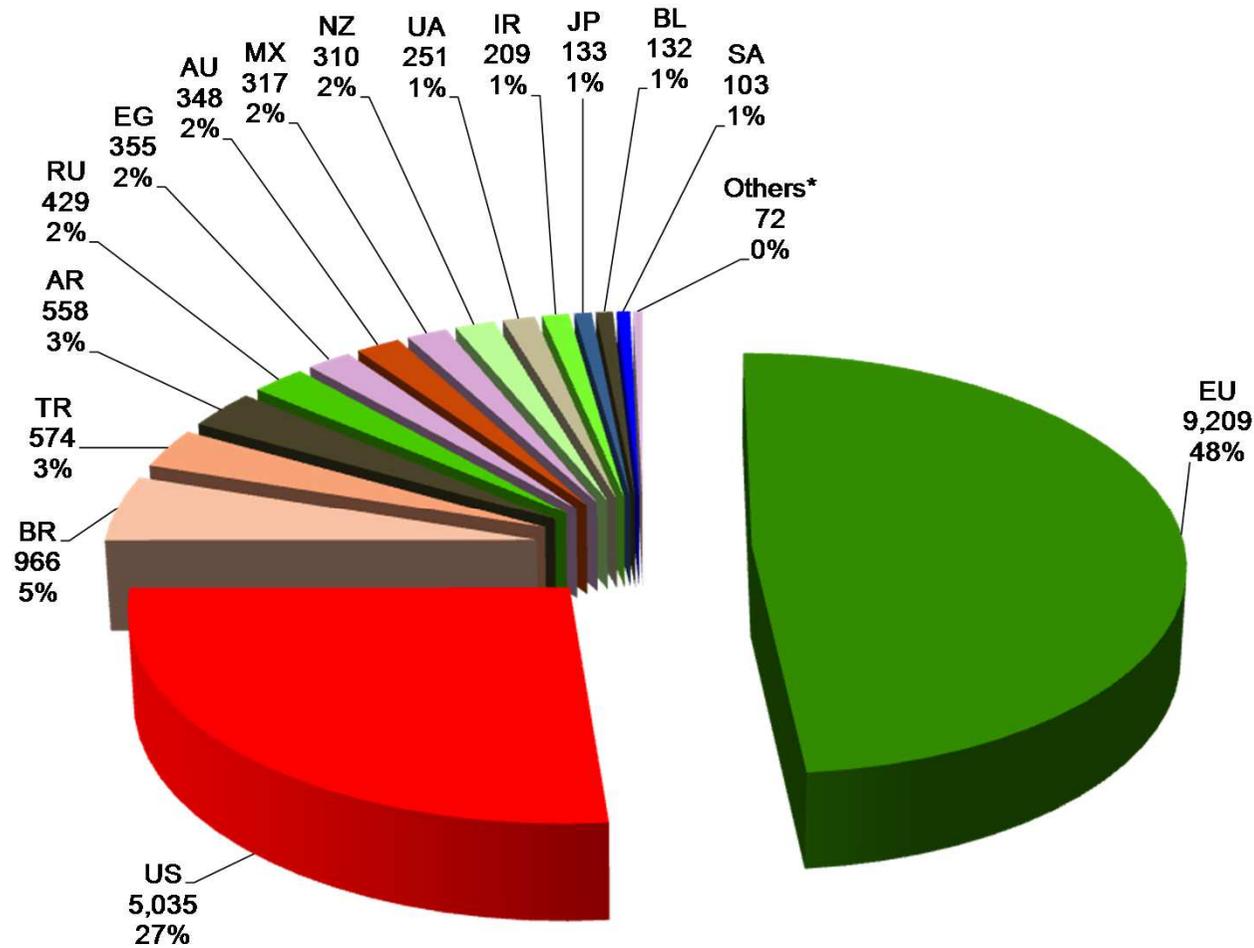
**Production of dry whey products, 2014e**  
in standard whey powder equivalent



Source: GDC 2014 and 3A Business Consulting

... which is in line with the global cheese production breakdown

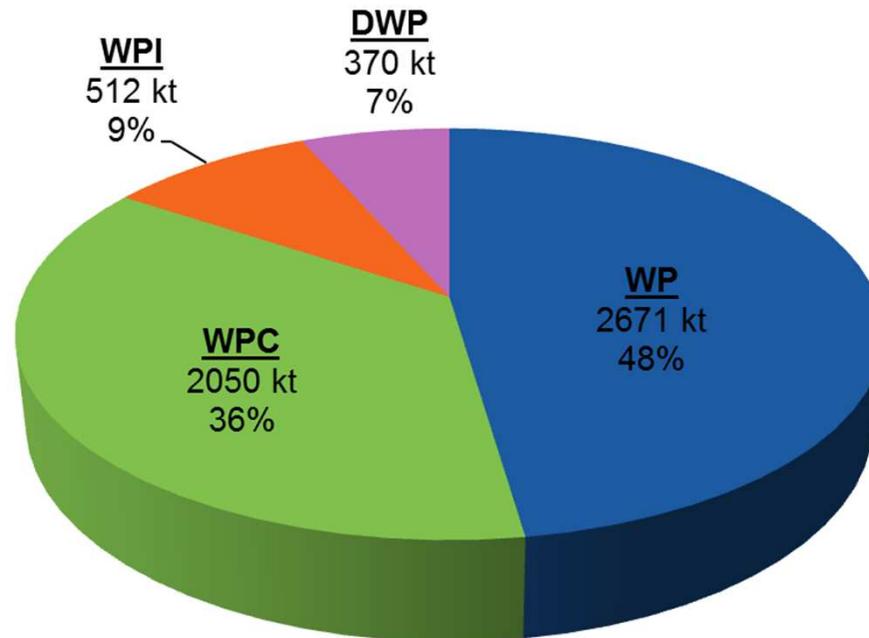
### Cheese production, 2013



Source: Gira  
 \* Others include: KR, CN, DZ, NG, ID, VN

Standard whey powder (WP) is still the main product in volume

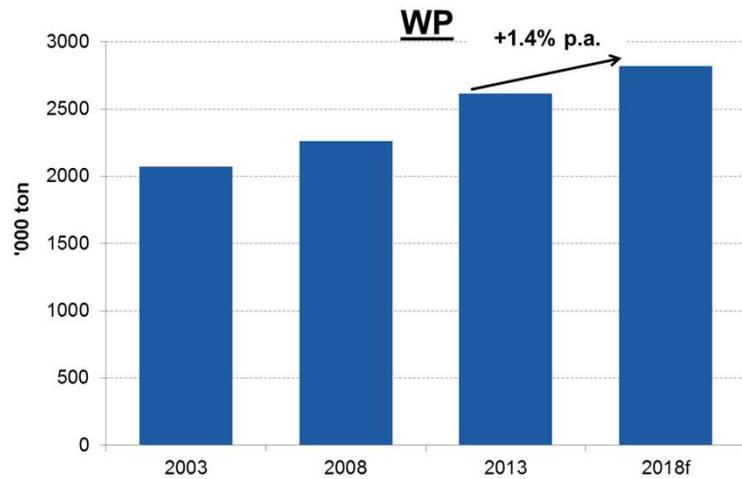
**Global whey products production, 2014e**



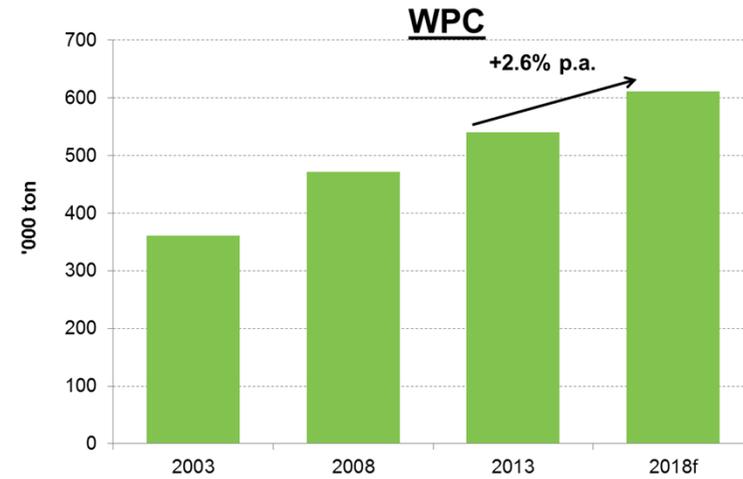
Source: GDC 2014 and 3A Business Consulting

# The future of whey powder production

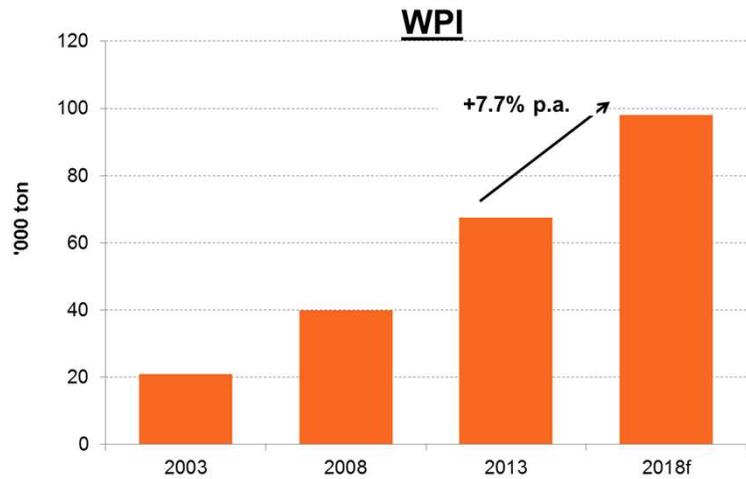
# Global dry whey production: highest growth for WPI and DWP (in product weight)



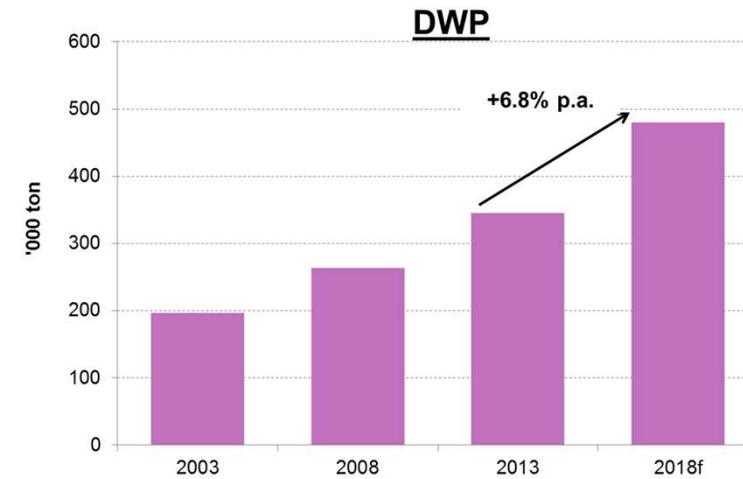
Source: GDC 2014 and 3A Business Consulting



Source: GDC 2014 and 3A Business Consulting



Source: GDC 2014 and 3A Business Consulting

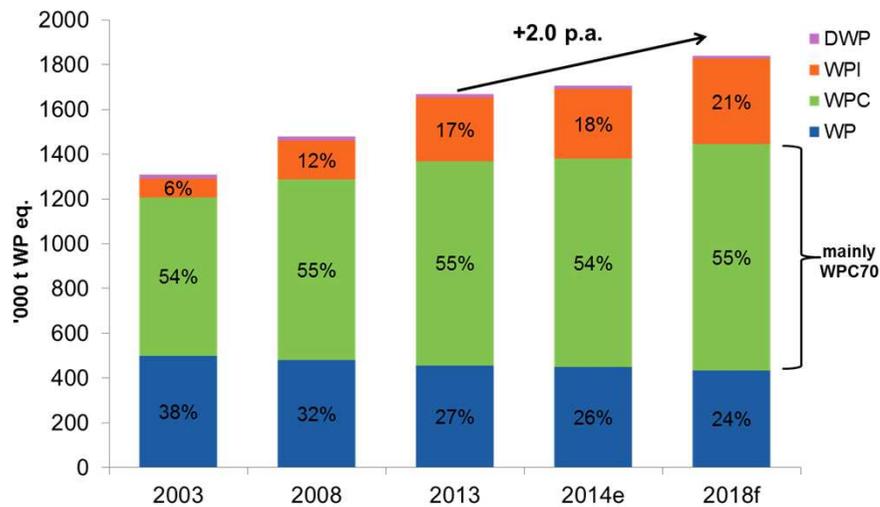


Source: GDC 2014 and 3A Business Consulting

# The EU and the US are not focussing on the same products

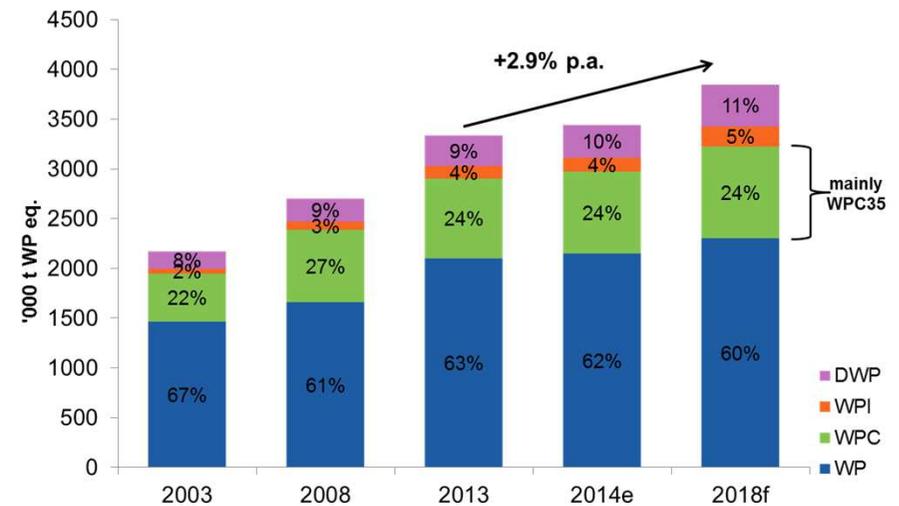
The US produces more concentrated products

US whey products production



DWP is a speciality of the EU

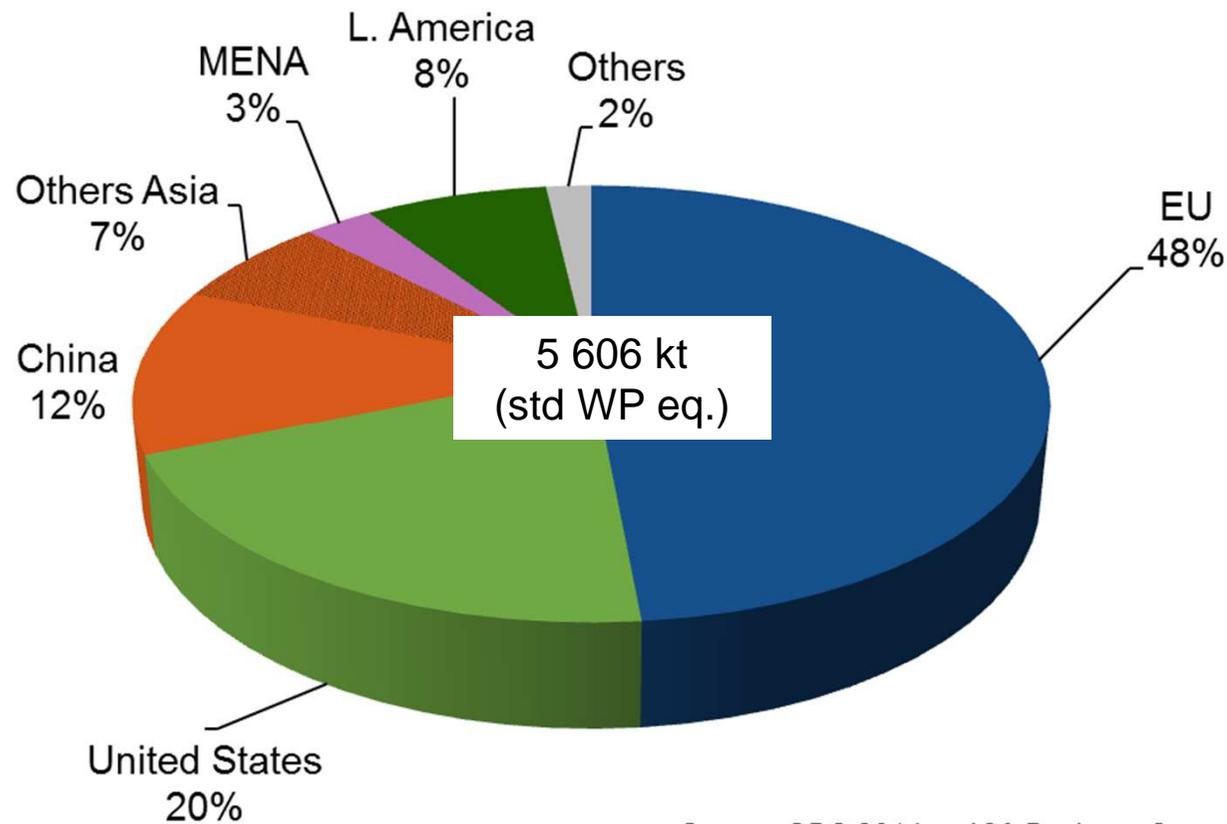
EU whey products production



The EU and US are big users,  
but consumption growth comes mainly from Asia

# The EU and the US are major historical markets

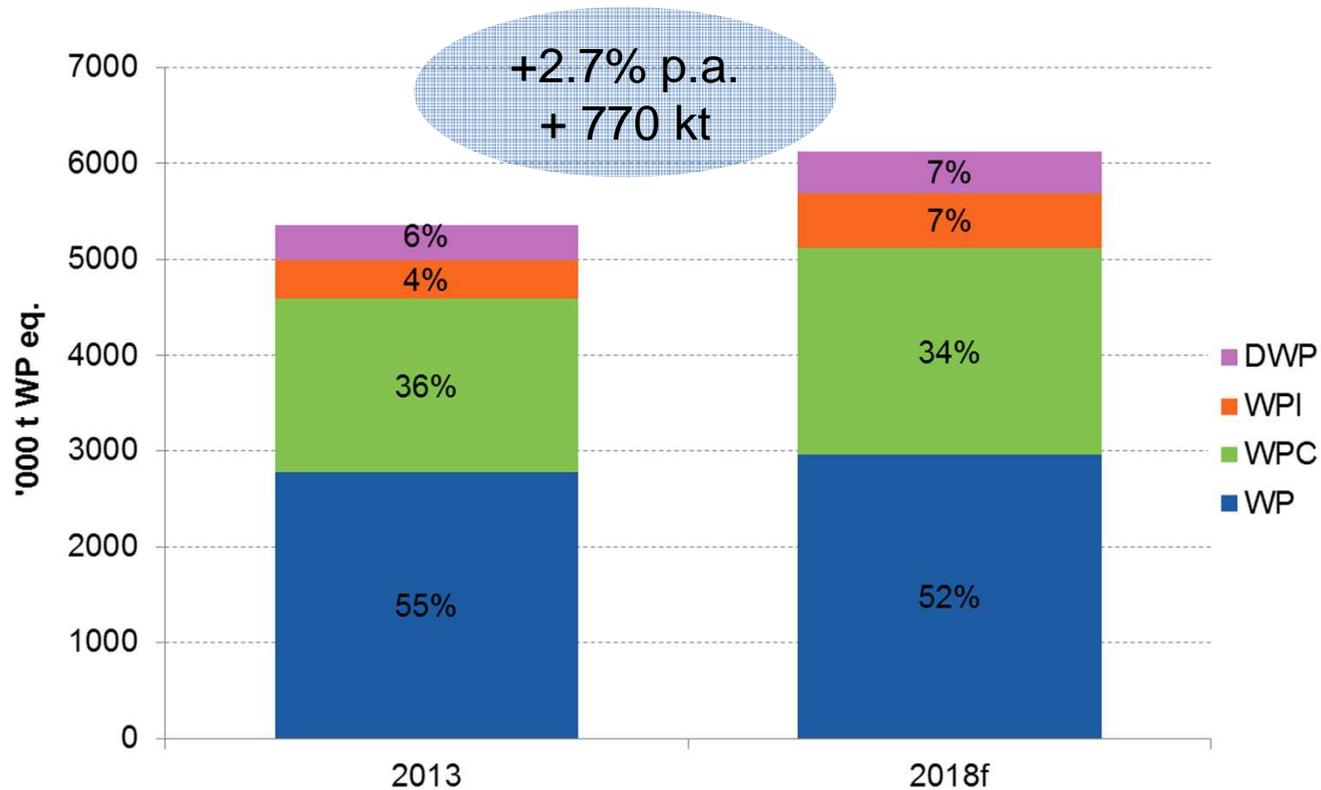
## Consumption of dry whey products, 2014e in standard whey powder equivalent



Source: GDC 2014 and 3A Business Consulting

# Global demand forecast: 6'100 kt in 2018

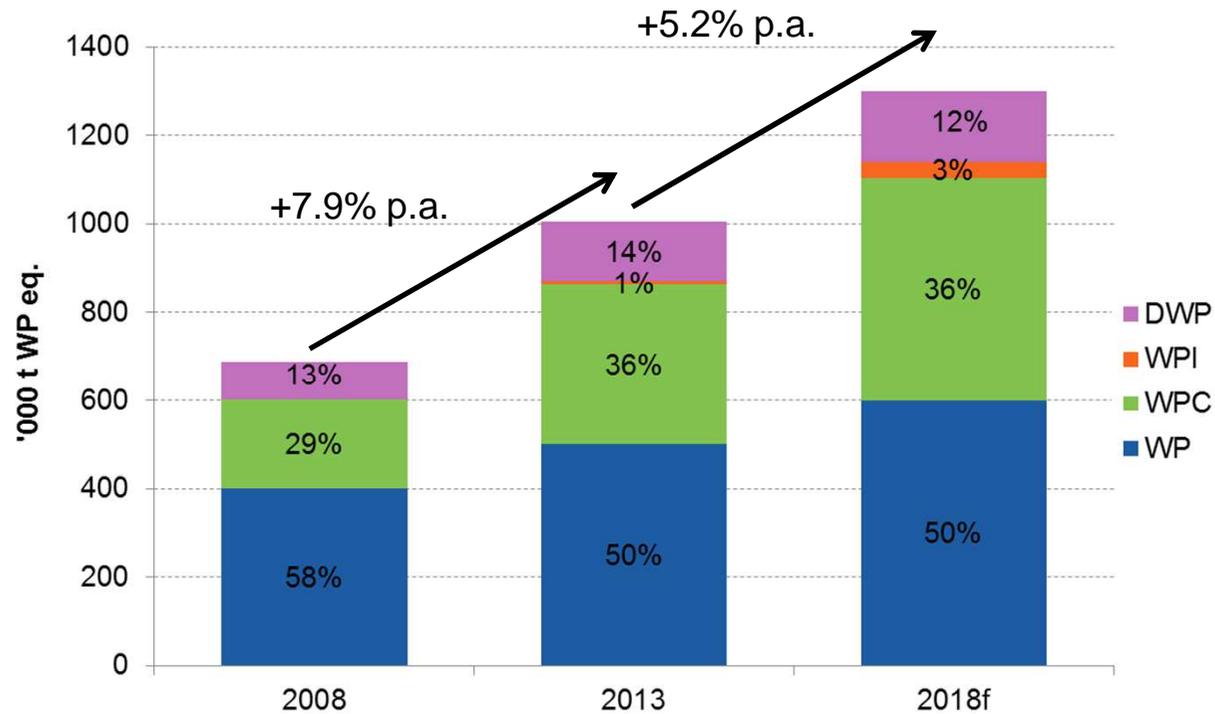
## Global whey consumption, 2013 and 2018f in standard whey powder equivalent



Source: GDC 2014 and 3A Business Consulting

The main consumption growth will come from the Asian market; +300'000 t by 2018

**Asian consumption of dry whey products**  
in standard whey powder equivalent

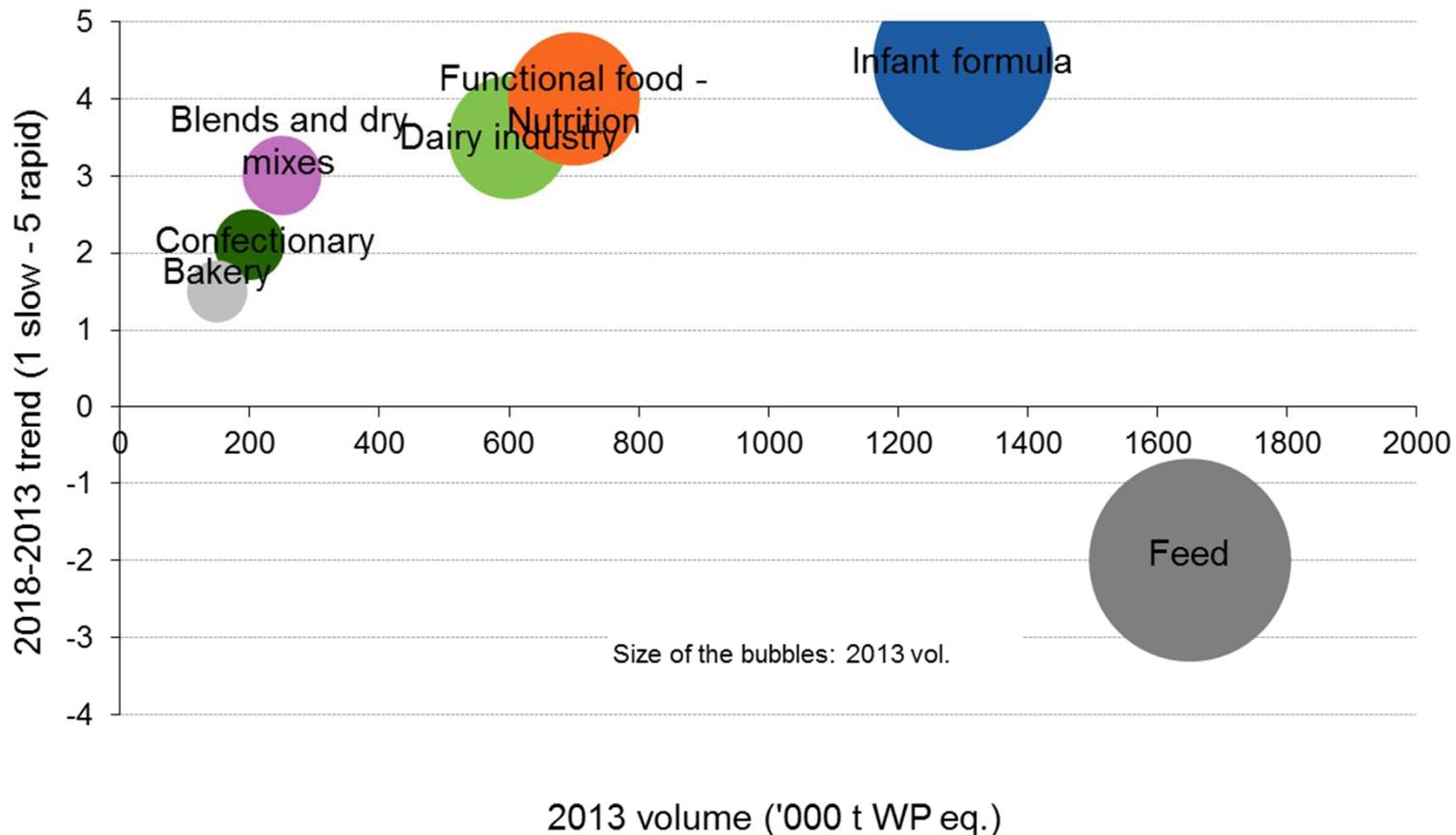


Source: GDC 2014 and 3A Business Consulting

## The key segments for the future

# Infant Formula will continue to be the main driver of whey consumption globally

## Consumption & growth potential of the main user-segments of dry whey products



# Conclusioni

- L'Unione europea e gli Stati Uniti insieme forniscono più del 90 % del consumo globale di siero di latte . Hanno diverse strategie in termini di tipologia di siero di latte prodotto e di utilizzi
  - C'è ancora una grande parte della produzione di siero dedicato ai mangimi in Europa
  - Per quanto riguarda i prodotti a valore aggiunto, gli Stati Uniti si concentrano su WPI per un uso nei prodotti nutrizionali/clinici l'UE è il n ° 1 per la polvere demineralizzata, usato principalmente per l'Infant formula
  
- La domanda globale di siero di latte continuerà ad aumentare fortemente nei prossimi anni :
  - L'Infant Formula rimanera il segmento chiave
  - La crescita è dovuta principalmente alla domanda dei paesi asiatici (con un importante contributo di Cina), sia in termini di crescita dei volumi che in %
  
- Gira si aspetta che la produzione di formaggio al livello mondiale sara sufficiente per soddisfare la crescita della produzione globale di siero.
  - Solo in Europa, oltre € 2,3 miliardi di investimenti sono stati fatti o devono essere commissionati nel prossimo futuro.

**Grazie**