



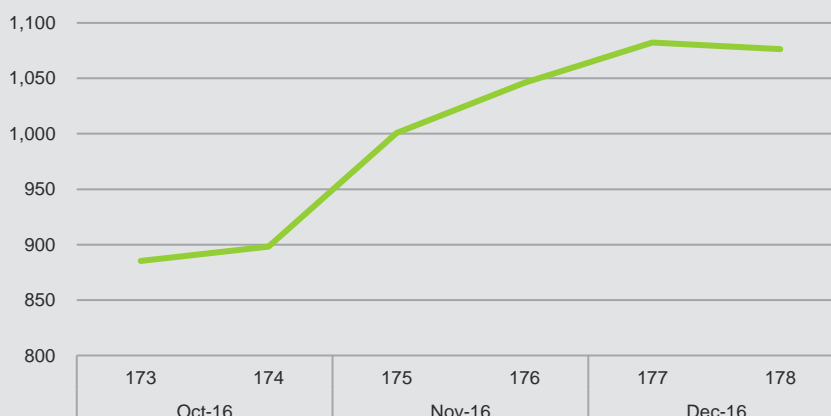
Global Dairy Trade provides globally recognised market-based reference prices for more than 30 dairy ingredient products.

The GDT Events Quarterly provides analysis of dairy ingredients trading on GDT Events, for the three months to December 2016 (Q4).

### GDT PRICE INDEX

- The positive trend of the GDT Price Index continued in Q4
- The GDT Price Index increased 18% in Q4 and has risen 47% over 2016
- The GDT Price Index reached a 30-month high at 1,082 in December

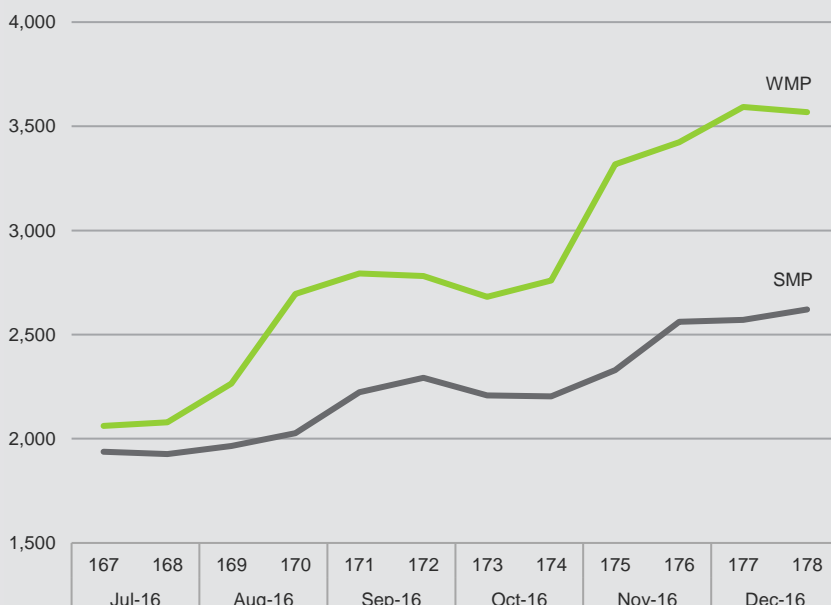
GDT Price Index



### SMP AND WMP CONTINUE TO RISE

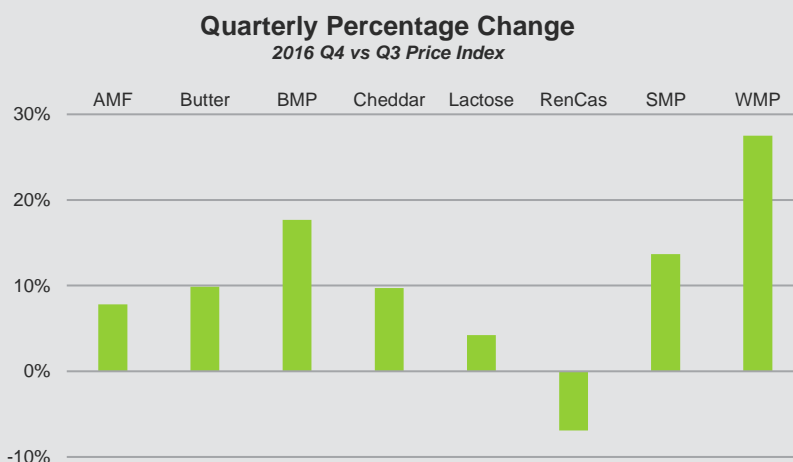
- The average price of WMP increased 68% in the past six months
- SMP also increased, although at a slower pace, rising 38%
- Over the past six months the price difference between WMP and SMP increased from \$124 USD/MT at Trading Event 167 to a peak of \$1,023 USD/MT at Trading Event 177
- Bidding demand from North Asia increased, while supply was reduced due to poor weather

USD/MT

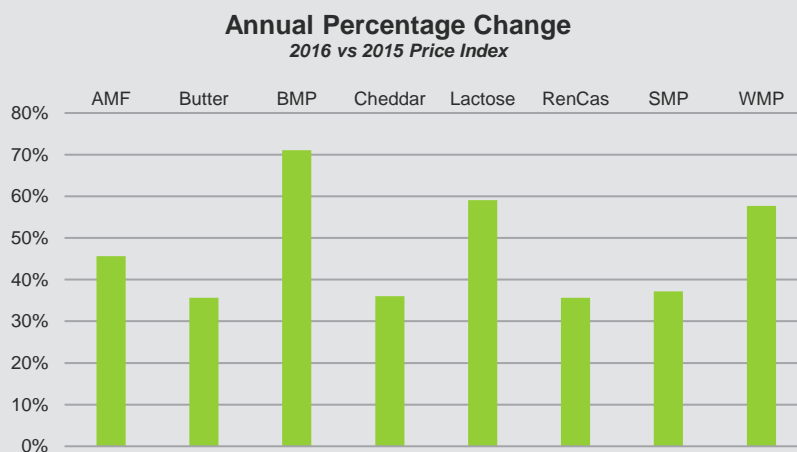


## PRICE CHANGES BY PRODUCT GROUP

- Price indices for the majority of product groups were higher in Q4
- The quarterly change in price indices ranged from -7% for Rennet Casein to 28% for WMP



- Price indices for all product groups increased year on year
- BMP, Lactose and WMP showed the most significant annual gains, increasing by more than 50%



## PRODUCT GROUP COMPARISON

Product Group	Last Traded Price (USD/MT)	Price Index Quarterly Percentage Change	Price Index Annual Percentage Change	Total Value Traded, Last 12 months (USD)
AMF	5,367	7.8%	45.6%	294.7 M
Butter	4,290	9.9%	35.6%	146.8 M
BMP	2,874	17.7%	71.0%	15.6 M
Cheddar	3,826	9.7%	36.0%	75.6 M
Lactose	857	4.2%	59.1%	7.8 M
Rennet Casein	6,473	-6.9%	35.7%	61.0 M
SMP	2,621	13.7%	37.2%	304.0 M
WMP	3,568	27.5%	57.7%	781.4 M
<b>Total</b>				<b>1.687 BN</b>

All information is as at 20 December 2016. Last traded price is the weighted average price across all contract periods.

## BIDDER PARTICIPATION

This analysis illustrates the number of unique bidders who placed bids, and the number who won product.

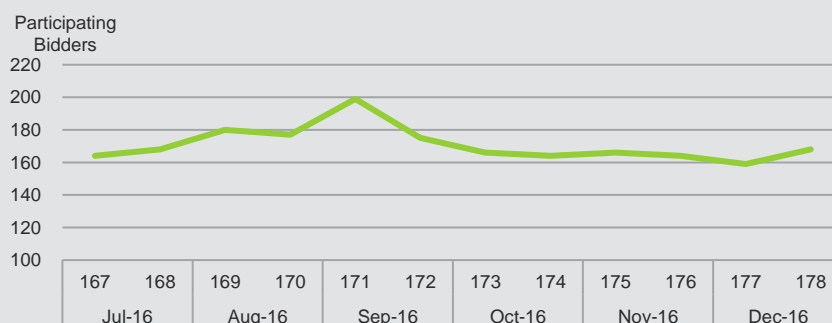
Participating bidders are bidders who placed bids in Round 1 of a Trading Event.

- Total bidder participation in Q4 was 3% lower than in Q3

- Consistent with previous quarters, SMP & WMP attracted the highest number of participating bidders with 143 and 135 respectively

- Bidder participation per event was stable across Q4

Product Group	Number of Participating Bidders		Number of Winning Bidders		% of Participating Bidders who won product	
	Q3	Q4	Q3	Q4	Q3	Q4
AMF	104	90	86	73	83%	81%
Butter	71	68	64	55	90%	81%
BMP	38	35	31	24	82%	69%
Cheddar	49	47	39	41	80%	87%
Lactose	25	26	17	19	68%	73%
Rennet Casein	28	32	22	32	79%	100%
SMP	145	143	120	112	83%	78%
WMP	145	135	121	117	83%	87%

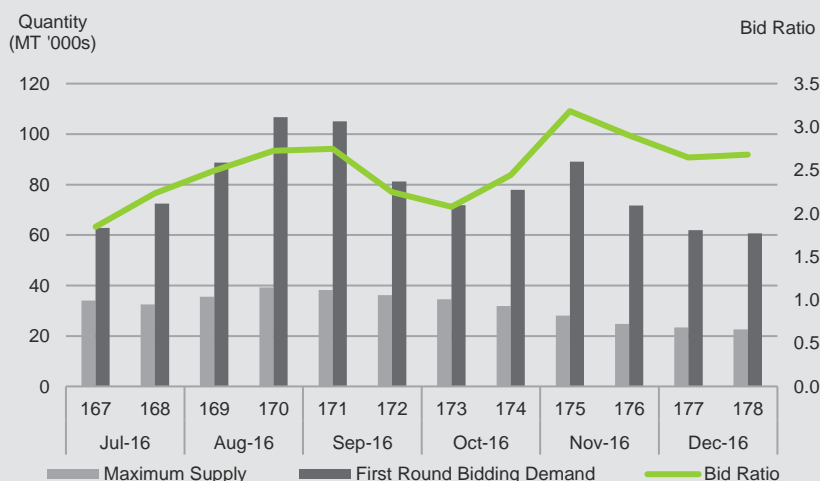


## SUPPLY AND DEMAND

This chart compares sellers' maximum supply with first round bidding demand.

Bid ratio is the first round demand over the maximum supply on offer in each auction.

- Average supply was 23% lower and average demand was 16% lower in Q4 compared to Q3
- Average demand was 72,171 MT in Q4
- The bid ratio reached a 21-month high in November



## GDT INSIGHT

Subscribe to GDT Insight (see [www.globaldairytrade.info/en/gdt-insight/](http://www.globaldairytrade.info/en/gdt-insight/)) to access:

- Historical GDT Events data available on screen or as a CSV download
- Live Round-by-Round prices
- Demand/Supply Ratios by product group