



Dairy Compass –I : Your navigation tool to assess trade flow of dairy products across the world by Think dairy

Think Dairy, the knowledge base of Suruchi Consultants proudly launch Dairy compass as a navigation tool to assess the trade flow of dairy products across the world. Our first version of this tool shows the trade flow of dairy products at SAARC regional level and EU countries. This tool will be used to cover the trade flow of dairy products and dairy equipment in the subsequent edition.

This tool will be helpful for all the dairy stakeholders in first understanding the dairy trade flow in the specific region(s) and later to devise strategy for their export marketing. You may contact us at the address given below for any clarification or support to your organization for implementing product diversification or market diversification strategy. A note on how to use this compass is given below along with details of all the HS codes being used for international trade of dairy products.

Please find interesting fact about India's position in world trade .

India is ranked at 18th position in world exports with a 1.6% share in total world exports. India has shown a 16 % growth from 2008 to 2012 as against the 6% growth in total world's exports. India has shown a negative growth of around 6 % from 2011 to 2012. Our exports are highly concentrated in SMP, casein and Ghee contributing close to 45 %, 30% and 15% of our total exports respectively.

How to read Trade compass:

The origins are shown on the vertical end of the matrix and destinations are shown on the horizontal end of the matrix. For each export origin/destination combination the HS codes of the products of this sector that are exported are listed. A minimum of US\$500,000 has been applied. For each cell the products are listed in order of size – i.e. most traded first. In order to illustrate an order of magnitude, all products that are traded over US\$10million are shown in blue and all products traded over \$20million are shown in orange. It is also interesting to know if there is scope for expansion in a market from an exporter country's point of view. The table therefore also shows codes in italics and bold where the exports form that respective country represent less than 50% share of the respective import market. For example, India's exports of milk powder (040210) represents less than 50% of the total amount imported by Afghanistan of this product, i.e. there is scope on for India to expand on this market.



Dairy Products (EXPORT) 2012										
Destination within SAARC & EU → (min = \$500,000)(bold >\$3mln)										
Origin within SAARC & EU →	AFG	BGL	BHU	IND	MLD	NEP	PAK	SLK	EU	
	AFG	x	x	x	x	x	x	x	x	
	BGL	x		x	x	x	x	x	x	
	BHU	x	x		x	x	x	x	x	
	IND	040210	040210, 190190, 190110	040210, 190110, 040520		x	190110, 040120, 190190	040210, 190190	190190, 190110	350110, 190110, 190110
	MLD	x	x	x	x		x	x	x	
	NEP*	x	x	x	040590			x	x	
	PAK	040120, 040390, 040221, 190190 , 040229, 190110 , 040210 , 210500, 040291,	x	x	x	x	x		x	190190
	SLK	x	x	x	x	210500, 040299	x	x		190190
	EU	190190 , 190110, 040690, 040221 , 040210 , 040120 , 040630, 210500 , 040390 , 040150, 040510, 040610	040210 , 040221 , 190110, 040410, 190190 , 170211 , 040390	x	170211 , 040410 , 040690, 040210 , 190190, 170219 , 040221, 040630 , 210500 , 190110	040221, 040510 , 040390, 190190, 040690	040210	040210 , 190110 , 190190 , 040410 , 170211 , 040490, 040630, 040610, 040510 , 040221	040630, 190190 , 350190, 040210 , 170211, 040390	
'040110	Milk not concentrated and unsweetened not exceeding 1% fat									
'040120	Milk not concentrated & unsweetened exceeding 1% not exceeding 6% fat									
'040130	Milk and cream not concentrated and unsweetened exceeding 6% fat									
'040140	Milk and cream of a fat content by weight of > 6% but <= 10%									
'040150	Milk and cream of a fat content by weight of > 10%									
'040210	Milk powder not exceeding 1.5% fat									
'040221	Milk and cream powder unsweetened exceeding 1.5% fat									
'040229	Milk and cream powder sweetened exceeding 1.5% fat									
'040291	Milk and cream unsweetened, nes									
'040299	Milk and cream nes sweetened									
'040310	Yogurt concentratd o not,sweetend o not,flavourd o contg fruit o cocoa									
'040390	Buttermilk,curdled milk & cream,kephir & ferm or acid milk & cream nes									
'040410	Whey whether or not concentrated or sweetened									
'040490	Products consisting of natural milk constituents sweetened or not nes									
'040510	Butter									
'040520	Dairy spreads									
'040590	Fats and oils derived from milk nes									
'040610	Cheese, fresh (including whey cheese) unfermented, and curd									
'040620	Cheese, grated or powdered, of all kinds									
'040630	Cheese processed, not grated or powdered									
'040640	Cheese, blue-veined									
'040690	Cheese nes									
'170211	Lactose and lactose syrup, >99% lactose on dry matter									
'170219	Lactose and lactose syrup, <99% lactose on dry matter									



	'190110	Prep of cereals,flour,starch/milk f infant use,put up f retail sale
	'190190	Malt extract&food prep of Ch 19 <50% cocoa&hd 0401 to 0404 < 10% cocoa
	'210500	Ice cream and other edible ice, whether or not containing cocoa
	'350110	Casein
	'350190	Casein glues; caseinates and other casein derivatives

***2011 Data**

HS6 \$0.5 - \$10m

HS6 = \$10 - \$20m

HS6 > \$20m

123 ≤ 50% of import market share

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