

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Required Report - public distribution

Date: 10/15/2018

GAIN Report Number:

EU-28

Dairy and Products Annual

Dairy Production Affected by Drought in Northern and Eastern Europe

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Report Highlights:

Post estimates that 2018 European Union (EU) milk deliveries will increase by one percent over 2017 and will grow by an additional one percent in 2019 due to consistent domestic and international demand. The spring and summer 2018 drought in Northern and Eastern Europe will moderate milk production during the second half of 2018 and the first half of 2019. Post expects higher 2018 milk production will lead to an uptick in cheese, butter, and non-fat dry milk (NFDM) production. Post forecasts 2018 whole dry milk (WDM) production to decline due to lower export demand. In February 2018, the EU started to gradually reduce its NFDM stocks through tendering. Post expects that NFDM stocks will decrease by over 30 percent by December and will continue to be reduced in 2019.

DISCLAIMER

The PS&D numbers contained in this report are not official USDA numbers. The following numbers result from analysis and input by FAS offices across the EU-28 and are a consolidation of PS&Ds from all EU-28 Member States (MS).

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Executive Summary:

Post forecasts that 2018 EU-28 milk deliveries will increase by one percent over 2017 due to continued domestic and international demand for dairy products. The severe drought in Northern and Eastern Europe during the spring and summer of 2018 resulted in feed shortages, which will limit milk production during the latter half of 2018 and the first half of 2019. The 2018 milk production increase will also raise the output of cheese, butter, and NFDM, due to favorable world market prices and continued export demand. Post estimates that 2018 WDM production will decline from 2017 due to lower export demand. Fluid milk production is also expected to decline, reflecting a general reduction in fluid-milk consumption in the EU-28.

Although dairy cow inventories will continue to trend lower through 2018 and into 2019, milk output will not be affected, as higher milk-yields will compensate for the decline in the overall herd. Post forecasts that 2019 EU-28 milk production will continue to increase, particularly during the latter half of the year when feed stocks begin to rebound.

Cheese consumption in 2018 and 2019 will continue to grow due to higher production and growing demand for mozzarella and processed cheese. Butter consumption in 2018 and 2019 will grow because of higher domestic demand and reduced exports. NFDM consumption in 2018 and 2019 should also grow, as higher output and the release of public stocks will not be offset by an expected uptick in exports. WDM consumption will remain stable through 2018 and 2019. Fluid milk consumption in 2018 and 2019 will decrease, as consumers continue to shift from fluid milk consumption toward other dairy products and milk substitutes.

In 2018, cheese exports will remain at last year's level, as higher demand from Japan and Switzerland will offset lower exports to the United States, Saudi Arabia, and South Korea. 2018 butter exports will decline because of growing domestic demand and almost no private stocks. Post forecasts that 2018 exports of NFDM will increase due to more competitive prices and strong pressure to unload stocks built in 2016 and 2017 under the EU's market intervention scheme. Exports of WDM will decrease in 2018 because of reduced demand from Algeria and China. In 2018, fluid-milk exports will remain stable as lower demand from China will be offset by higher exports to Africa.

According to data published by the EC's Milk Market Observatory (MMO)*, as of December 2017, the EU held 378,051 metric tons (MT) of NFDM stocks under its public intervention scheme. By August 2018, public stocks of NFDM were reduced to 282,446 MT.

**The MMO is an advisory group of experts/organizations created by the EC to monitor EU and world dairy market after the termination of milk quota system.*

Commodities:

Dairy, Milk, Fluid

Production, Supply and Demand Data Statistics:

Dairy, Milk, Fluid Market Begin Year	2017		2018		2019	
	Jan 2017		Jan 2018		Jan 2019	
European Union	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Cows In Milk	23,525	23,525	23,299	23,311	0	23,250
Cows Milk Production	153,400	153,400	155,550	154,800	0	156,200
Other Milk Production	4,600	4,600	4,680	4,650	0	4,660
Total Production	158,000	158,000	160,230	159,450	0	160,860
Other Imports	16	16	8	8	0	5
Total Imports	16	16	8	8	0	5
Total Supply	158,016	158,016	160,238	159,458	0	160,865
Other Exports	815	815	855	815	0	830
Total Exports	815	815	855	815	0	830
Fluid Use Dom. Consum.	33,550	33,550	33,500	33,300	0	33,150
Factory Use Consum.	123,651	123,651	125,883	125,343	0	126,885
Feed Use Dom. Consum.	0	0	0	0	0	0
Total Dom. Consumption	157,201	157,201	159,383	158,643	0	160,035
Total Distribution	158,016	158,016	160,238	159,458	0	160,865

(1000 HEAD) ,(1000 MT)

Please note: The figures of milk deliveries to dairies in 2018 and 2019 are based on the data received from the analysts in the EU FAS Offices.

Production:

2018 milk deliveries will increase by one percent over 2017. According to the MMO, EU-28 milk deliveries during the first seven months of 2018 were 1.7 percent higher over the same period of 2017. 2018's overall production increase over 2017 is due in part because production levels in January and February 2017 were particularly low, as the EC's milk reduction scheme remained in place during that period. Drought in Northern and Eastern Europe adversely affected feed supplies in late spring and summer of 2018. Short feed supplies during the second half of 2018 will moderate milk deliveries through the rest of 2018 and into 2019.

In July 2018, the EU-average price for raw milk was €32.8 per 100 kilograms, almost four percent below July 2017. Farm-gate milk prices declined during the first five months of 2018, but rebounded in June. 2018 dairy-cow inventories will continue to decline but better genetics in herds should increase milk yields in 2018, as well as overall milk output.

In the first seven months of 2018, milk deliveries in most EU-28 MSs increased over the same period of 2017. Bulgaria saw record increases (12 percent) due to consolidation, commercialization, and a reduction in subsistence dairy farms. Romanian milk deliveries increased by almost eight percent during the first seven months of 2018. Commercial Romanian farms are enthusiastically expanding their herds, encouraged by milk prices, relatively low feed prices, and domestic support policies, including a country-of-origin milk labeling law, which was enforced in 2018. Conversely, the non-commercial sector in Romania remains unprofitable. Germany is the EU-28's major dairy producer and German milk deliveries during the first seven months of the year were 3.2 percent higher compared to the same period in 2017. The summer heat wave and drought-related reduction in on-farm feed production, particularly forage crops, reduced cow milk production. Post expects hot weather will result

in lower deliveries during the second half of 2018. In addition, German farmers increased cow slaughter in the months of July through September by eight percent in response to increasing feed prices. In total, 2018 German deliveries are expected to increase slightly over 2017.

Lower milk deliveries during the first seven months of 2018 from the same period of 2017 occurred in the Netherlands, Ireland, Latvia, Lithuania, Greece, Hungary, and Sweden. In Ireland, 2017’s ‘dairy tiger of Europe’, a dramatic reduction in forage adversely affected dairy production. A cold spring and a lack of summer precipitation led to a drop in forage crops during the first seven months of 2018. The UK experienced a similarly wet winter, late snow, and then a hot, dry summer and, like Ireland, the dairy sector faces forage availability concerns, albeit to a lesser extent. Thus far in 2018, milk deliveries have trended similarly to 2017 levels, but year-on-year supplies are forecast to be marginally lower. Like Ireland, more animals are now being brought forward for slaughter. Dutch dairy producers are recovering after the biggest single-country dairy-herd decline due to new requirements to reduce the sector’s phosphate emissions. However, as most of the least productive cows were slaughtered, overall milk production in 2018 is expected to slightly increase over 2017.

Post forecasts that milk deliveries in 2019 will continue to grow at the same pace as 2018. Short feed supplies during the first half of 2019 will moderate production growth. However, if 2019’s grain, feed and forage production returns to more average levels, milk production will recover during the second half of the year.

Consumption:

Post expects that fluid milk consumption in 2018 will decrease from 2017, following current consumer trends away from fluid milk towards cheese and other processed dairy products as well as non-dairy milk substitutes. In France, Germany and Spain, consumption of niche products such as flavored, vitamin-enriched, lactose-free, and plant-based milk is increasing. In Austria, organic milk and “hay milk” (e.g. milk from cows not fed with silage) are increasingly important products. In 2017, organic milk accounted for 16 percent of Austria’s total cow milk deliveries and “hay milk” accounted for 10 percent. Organic milk and dairy products are increasingly exported from Austria to Germany and Italy.

Spain is the EU-28’s largest producer of sheep milk and the second-largest (after France) producer of goat milk. Along with cow milk, sheep and goat milk are used to produce a large variety of Spanish cheeses. Spanish goat milk is also exported, mainly to France.

Trade:

Fluid-milk exports in 2018 remain at the previous year’s level, as lower demand from China will be offset by higher shipments to Africa. Exports are forecast to be up slightly in 2019, due to higher levels of milk production.

Commodities:

Dairy, Cheese

Production, Supply and Demand Data Statistics:

Dairy, Cheese	2017	2018	2019
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Market Begin Year	Jan 2017		Jan 2018		Jan 2019	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
European Union						
Beginning Stocks	15	15	0	0	0	0
Production	10,050	10,050	10,250	10,160	0	10,235
Other Imports	60	60	62	62	0	60
Total Imports	60	60	62	62	0	60
Total Supply	10,125	10,125	10,312	10,222	0	10,295
Other Exports	830	830	840	830	0	850
Total Exports	830	830	840	830	0	850
Human Dom. Consumption	9,295	9,295	9,472	9,392	0	9,445
Other Use, Losses	0	0	0	0	0	0
Total Dom. Consumption	9,295	9,295	9,472	9,392	0	9,445
Total Use	10,125	10,125	10,312	10,222	0	10,295
Ending Stocks	0	0	0	0	0	0
Total Distribution	10,125	10,125	10,312	10,222	0	10,295

(1000 MT)

Production:

In 2018, cheese production is forecast to increase by one percent over 2017. This increase stems from growing domestic demand and consistent, strong international demand. Post forecasts that cheese production in 2019 will also grow an additional one percent. Higher cheese production will be directed mainly to domestic market. Germany, France, and Italy are the largest producers of cheese in the EU-28 manufacturing almost 60 percent of total cheese output.

Consumption:

Higher supplies and improving economic conditions in some MSs will stimulate demand and cheese consumption in 2018 and 2019. In September 2018, average EU cheddar prices were 3,355 per MT (\$3,875), a 0.14-percent increase over August. EU-28 cheese prices have been firm since spring 2018, reflecting continued demand on the domestic and export market. September 2018 prices for EU-28 cheddar was five percent higher than Oceania and U.S.-origin cheese, making EU cheddar less attractive on the world market.

Trade:

Cheese exports in 2018 are expected to be roughly on par with 2017 levels, due mostly to price competition from other international suppliers and growing domestic consumption. The United States will remain the EU's largest export market, followed by Japan, Switzerland, and South Korea. During the first seven months of 2018, cheese exports were almost at the same level as the corresponding period in 2017. A seven-percent reduction in exports to the United States was offset by increased sales to Japan. Cheese imports are projected to remain within established import quotas. Post forecasts that exports will increase in 2019 because of higher production and demand on the world market.

Commodities:

Dairy, Butter

Production, Supply and Demand Data Statistics:

Dairy, Butter Market Begin Year	2017		2018		2019	
	Jan 2017		Jan 2018		Jan 2019	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
European Union						

Beginning Stocks	25	25	0	0	0	0
Production	2,340	2,340	2,390	2,375	0	2,410
Other Imports	16	17	17	14	0	15
Total Imports	16	17	17	14	0	15
Total Supply	2,381	2,382	2,407	2,389	0	2,425
Other Exports	174	174	175	160	0	170
Total Exports	174	174	175	160	0	170
Domestic Consumption	2,207	2,208	2,232	2,229	0	2,255
Total Use	2,381	2,382	2,407	2,389	0	2,425
Ending Stocks	0	0	0	0	0	0
Total Distribution	2,381	2,382	2,407	2,389	0	2,425
(1000 MT)						

Production:

2018 butter production will increase by 1.5 percent over 2017 due to higher availability of milk for processing and strong domestic and international demand. Post forecasts that high domestic and international demand, coupled with the dearth of stocks, will stimulate production in 2019.

Consumption:

Post estimates that domestic EU-28 butter consumption in 2018 will increase over 2017, due to higher production and reduced exports. EU-28 consumers and food manufacturers perceive butter as a healthful product and more natural than margarine. Although EU-28 butter prices in September 2018 decreased by 19 percent from September 2017's record-high of €6,500/MT (\$7,735), prices were still five percent more expensive than Oceania or U.S.-origin butter.

Trade:

Butter exports in 2018 are expected to decrease by eight percent due to reduced shipments to the United States and strong domestic demand. In 2018, the United States will remain the main export market for EU-28 butter. During first seven months of 2018, exports of butter to the United States decreased by four percent. Other important export markets for EU-28 butter include Saudi Arabia and China. In the first seven months of 2018, EU-28 butter and butter-oil exports decreased by 13 and eight percent, respectively.

Stocks:

Since 2017, PSA butter stocks were depleted due to strong domestic and international demand.

Commodities:

Dairy, Milk, Nonfat Dry

Production, Supply and Demand Data Statistics:

Dairy, Milk, Nonfat Dry Market Begin Year European Union	2017		2018		2019	
	Jan 2017		Jan 2018		Jan 2019	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Beginning Stocks	418	418	380	380	0	250
Production	1,725	1,725	1,800	1,795	0	1,865
Other Imports	2	2	2	3	0	1

Total Imports	2	2	2	3	0	1
Total Supply	2,145	2,145	2,182	2,178	0	2,116
Other Exports	781	781	850	828	0	825
Total Exports	781	781	850	828	0	825
Human Dom. Consumption	984	984	1,012	1,100	0	1,141
Other Use, Losses	0	0	0	0	0	0
Total Dom. Consumption	984	984	1,012	1,100	0	1,141
Total Use	1,765	1,765	1,862	1,928	0	1,966
Ending Stocks	380	380	320	250	0	150
Total Distribution	2,145	2,145	2,182	2,178	0	2,116

(1000 MT)

Please note: The estimate of NFDM production in 2018 and 2019 is based on the fat-protein balance of milk deliveries and output of dairy products.

Production:

2018 NFDM production is expected to increase by four percent over 2017, due to growing export demand and higher butter production, for which NFDM is a byproduct. Competitive prices of EU-28 NFDM on the international market versus Oceania and U.S. NFDM will stimulate production and exports in 2018 and 2019. However, large public stocks accumulated in 2016 and 2017, as well as better returns for cheese manufacturing, will limit NFDM production.

Consumption:

2018 consumption of NFDM will increase over 2017 because growing exports will not offset higher output combined with release of public stocks. (NOTE: domestic consumption in this report includes commercial stocks.) Some 2018 NFDM production will be put into commercial stocks. The EC's decided not to open the public procurement quota of 109,000 MT which was pursued under the public intervention scheme from March through September 2018.

Trade:

2018 NFDM exports will increase by six percent due to competitive prices and large stocks. Major export markets for EU NFDM are Algeria, China, and Egypt. The EC is currently selling stocks that entered into public storage up to July, 1, 2016. The total volumes available for the tender as of October 16, 2018, are 143,315 MT. Due to the EC's commitment to reduce NFDM stocks, downward pressure on NFDM prices will occur later in 2018 and into 2019.

Stocks:

According to MMO data, in late August 2018, EU-28 NFDM stocks under its public intervention scheme were 282,446 MT. NFDM stocks are expected to gradually decline toward late 2018 and into 2019. Post forecasts that by late 2018, public stocks of NFDM will be reduced to 250,000 MT. The EC is under time pressure, as NFDM stocks are aging fast, which may encourage some sales of NFDM stocks for feed use, or to offload stocks under food assistance programs. According to industry sources, some EU-28 MSs are seeking to force the EC to speed up its public-stock sales, despite potential market disruptions.

Commodities:

Dairy, Dry Whole Milk Powder

Production, Supply and Demand Data Statistics:

Dairy, Dry Whole Milk Powder Market Begin Year	2017		2018		2019	
	Jan 2017		Jan 2018		Jan 2019	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
European Union						
Beginning Stocks	0	0	0	0	0	0
Production	760	760	775	740	0	750
Other Imports	2	2	2	1	0	1
Total Imports	2	2	2	1	0	1
Total Supply	762	762	777	741	0	751
Other Exports	394	394	390	370	0	380
Total Exports	394	394	390	370	0	380
Human Dom. Consumption	368	368	387	371	0	371
Other Use, Losses	0	0	0	0	0	0
Total Dom. Consumption	368	368	387	371	0	371
Total Use	762	762	777	741	0	751
Ending Stocks	0	0	0	0	0	0
Total Distribution	762	762	777	741	0	751

(1000 MT)

Production:

2018 WDM production is expected to decrease from 2017 due to lower export demand from Algeria and China. Post forecasts that production will increase in 2019 in response to growing demand from North Africa.

Consumption:

Domestic consumption of WDM in 2018 is expected to remain at last year's level due to stable demand from the domestic food processors (mainly chocolate manufacturers).

Trade:

Post estimates that 2018 WDM exports will decrease from 2017's level due to lower output and reduced demand from Algeria and China.

EU Policy:

1. EU-28 NFDM Intervention Stocks Keep Hanging Over Markets Despite Recent Sales

While earlier EC attempts to sell NFDM stocks were unsuccessful, according to MMO data, 141,110 MT of NFDM were sold in monthly tenders from February-September 2018. The EC intends to return to bi-weekly tenders to smooth the process for interested buyers. At the end of August 2018, EU-28 NFDM stocks were 282,446 MT. This large amount of rapidly aging NFDM continues to depress NFDM market prices.

2. Impact on EU-28 Dairy Trade with China and Mexico Following Tariffs on U.S. Products

Retaliatory tariffs against U.S. dairy exports to Mexico and China following Article 232 measures made U.S. dairy exports less competitive in those markets. The EU-28 adjusted by announcing a major update to its existing 1997 free trade agreement (FTA) with Mexico. The updated agreement will allow almost free movement of all goods, including agricultural products, between Europe and Mexico. EU-28 dairy exporters are looking to increase their market share in Mexico, at least in the short term. However, the new October 01, 2018, USMCA agreement between the United States, Mexico, and Canada will likely limit benefits to EU shippers down the road. EU-28 dairy exporters may also benefit from Chinese-retaliatory tariffs against U.S. dairy, although New Zealand looks likely to gain the most market share in China.

3. New EU-28 FTAs Poised to Boost EU Dairy Exports

The EU-28 has a very aggressive trade agenda and has recently concluded, or is in the process of concluding several agreements. For many years, EU-28 dairy exports--particularly cheese--has been a top priority while negotiating FTAs. Cheese exports have particularly benefitted under the EU-28's Geographical Indicator (GIs) scheme, which reduces competition and offers marketing advantages to EU exporters. The EU has prioritized GI-name recognition with its FTA partners.

The EU-Canada Comprehensive Economic and Trade Agreement (CETA) was provisionally implemented on September 21, 2017, and provides the EU-28 with incremental market access to the Canada for up to 18,500 MT of cheese through several tariff rate quotas (TRQ). The latest EU-28 FTAs with Japan and Mexico, concluded in December 2017 and April 2018, respectively, will eventually provide EU-28 cheese exporters with market openings for 31,000 MT and 25,000 MT of cheese, respectively, over time. Additionally, the EU-28 recently began negotiations on FTAs with Australia and New Zealand.

4. Proliferation of EU MSs Country of Origin Labeling (COOL) Initiatives Threaten EU-28 Single Market

Under the EU's "[Food Information to Consumers](#)" (FIC) Regulation 1169/2011⁽¹⁾, which was enforced on December 13, 2014, France was the first MS to notify national COOL measures for milk, milk used in dairy products, and meat used as an ingredient in foods. The EC approved a two-year French pilot program from January 1, 2017, until December 31, 2018. A French report about the pilot is expected at the end of 2018. The French COOL pilot is being challenged in the European Court of Justice, which is also expected to render its verdict in the coming months. In the meantime, Italy, Lithuania, Portugal, Romania, Greece, Finland and Spain have also introduced COOL initiatives, all of which include dairy products. As a result, EU-28 dairy industries are worried about the impact that this proliferation of EU COOL initiatives may have on the unified EU-28 dairy market, as meeting COOL standards may result in dairies having to collect, process and label milk and products from different MS origin separately. Not only would this entail significantly more complex logistics, but this would also come at a significantly higher cost, which is unlikely to be passed on to the consumer. For more info on this topic are available on the FAS/USEU [webpage](#). (2)

5. EU-28 Veterinary Medicine Package Threatens International Trade in Animal Products

On June 5, 2018, the EC, Council and European Parliament (EP) agreed upon a compromise text of the proposed Veterinary Medicinal Products regulation (^[2]), which is part of the Veterinary Medicine Package (^[3]). With the votes in the EP and the Council scheduled for the autumn, the new regulation is expected to be finalized and published in the Official Journal by the end of 2018 or early 2019. This new regulation is meant to go into effect in 2022. A main feature of the regulation is to ban the prophylactic and metaphylactic use of antibiotics in animal husbandry with few exceptions, as well as preserve a range of antibiotics for human medicine only. A reciprocity clause, added in the compromise text at the instigation of Council and the EP, extends the requirements of the regulation to imported products. The details of the new restrictions and the list of banned antibiotics for veterinary use will be specified in implementing legislation before the regulation can be implemented. While the agreed regulation also holds a clause in its recital 37 that the EC will “take into account any relevant recommendations from international organizations, such as the World Health Organization, the World Animal Health Organization and the Codex Alimentarius”, the language of the implementing measures and the content of the “blacklist” of banned antibiotics will decide to what extent EU imports of animal products will be affected by this new regulation.

When the EC proposed the Veterinary Medicine Package on September 10, 2014, it was meant to simplify and harmonize existing EU legislation, stimulating innovation and increasing the availability of veterinary medicine. As it was meant to be a strictly internal market measure, it was not notified to the WTO. The package includes three proposals:

- Veterinary Medicinal Products
- Medicated Feed
- Medicinal Products for Human and Veterinary Use

6. New Common Agricultural Policy (CAP) Post 2020

On June 1, 2018, the EC published its [legislative proposals](#) (^[4]) for the new CAP beyond 2020. The thrust of the new proposals remains in line with the current CAP. The greening measures would be replaced by measures that MS are decided and imposed at MS level, with the EU controlling the outcome. A major sticking point is the uncertainty about the available budget, as no decision has been taken yet about how to deal with the €12 billion (\$15 billion) budgetary gap originating from BREXIT, which is scheduled for March 29, 2019. The level of direct payments will depend on the budget available, but existing market management tools like intervention buying and private storage aid (PSA) are expected to continue.

The proposals identified nine objectives for the future CAP:

- to ensure a fair income to farmers
- to increase competitiveness
- to rebalance the power in the food chain
- climate change action
- environmental care
- to preserve landscapes and biodiversity
- to support generational renewal
- vibrant rural areas
- to protect food and health quality

Post expects that the EU-28 Council and European Parliament will agree on the new CAP before the May 2019 EU-28 elections. The new CAP is due to be in effect at the beginning of 2021.

^[1] <http://eur-lex.europa.eu/legal-content/EN/TXT/?qid=1484149589065&uri=CELEX:02011R1169-20140219>

^[2] <http://www.consilium.europa.eu/media/35934/proposal-veterinary-medicinal-products-compromise-text2018.pdf>

^[3] <http://www.consilium.europa.eu/en/policies/animal-medicines-health-package/>

^[4] https://ec.europa.eu/info/food-farming-fisheries/key-policies/common-agricultural-policy/future-cap_en