



# TRENDS IN THE RETAIL SALES OF DAIRY PRODUCTS UP TO MARCH 2024

## INTRODUCTION

*This report was compiled by the Office of SAMPRO and forms part of the Industry Information Project of SAMPRO. The purpose of the project is to make market signals available to members and other interested parties, which is a prerequisite for effective competition, as envisaged by the Competition Act.*

*All activities of the Industry Information Project of SAMPRO are designed and implemented in accordance with the Competition Act and independently from commercial interest of any and all the members of SAMPRO.*

1. For the effective working of the different markets in respect of raw milk and each of the dairy products, objective information regarding key variables is necessary.
2. SAMPRO regularly provides a number of reports regarding different key variables (market signals)<sup>1)</sup> to members and other parties. From December 2009, retail sales are also covered by quarterly reports of SAMPRO.
3. Information regarding the trends in the dairy retail markets in the recent past is extremely important to stimulate timeous adjustment to changes in the needs of the different markets. Such adjustment is in the interests of the consumer, the dairy industry, the appropriate use of national resources and effective competition in the markets concerned

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1) On 25 July 2008, the Management Committee of SAMPRO confirmed that:

- i. *The task of the Office of SAMPRO in respect of the economic aspects of the dairy industry, is to objectively analyze the available information in respect of market signals;*
- ii. *The analysis referred to under i) should be conducted by the Office of SAMPRO independently from the commercial interest of any and all the members of SAMPRO;*
- iii. *The analysis should strengthen the knowledge of participants in the markets in respect of market signals in order to promote effective competition which is the prerequisite for a market economy; and*
- iv. *The Office of SAMPRO should interact with institutions in the public sector and private sector on issues regarding the development of the dairy industry and conditions in the dairy industry, on the basis of objective information and objective analysis.*

4. “NielsenIQ” provides information based on monthly surveys of the retail sales of milk and other dairy products. Non-retail sales, such as sales to wholesalers and industrial buyers, which form significant parts of the total sales of dairy products, are not part of the NielsenIQ surveys.
5. The surveys of NielsenIQ in respect of UHT milk, flavoured milk, yoghurt, maas and pre-packaged cheese, cover the retail sales in the following types of stores:
  - Major stores (Hypermarkets and a defined group of supermarkets consisting of Shoprite, Checkers, Pick ‘n Pay Supers, Pick ‘n Pay Family, Superspar and Woolworths (Food));
  - Convenience stores (Branded Superettes consisting of Kwikspar, OK Foods, Sentra, Pick ‘n Pay mini, Score, Friendly, Shield (Retail), Friendly’s and 7-Eleven and Forecourts);
  - Urban Counter and Self Service;
  - Rural Independents.
6. In the case of fresh milk, cream, butter and cream cheese, the surveys of NielsenIQ cover only “major stores” as described in paragraph 5.
7. Although the surveys of NielsenIQ in respect of the products mentioned in the previous paragraph only cover “major stores”, the results of the surveys should be regarded as meaningful indicators of the trends in retail sales. In the table below, the NielsenIQ sample for 2023, is expressed as a percentage of the estimated total demand in the same period<sup>2)</sup>.

#### **NIELSENIQ SAMPLE AS PERCENTAGE OF THE ESTIMATED TOTAL DEMAND**

<b>PRODUCT</b>	<b>A</b>	<b>B</b>	<b>A</b>
	<b>NIELSENIQ SAMPLE</b>	<b>ESTIMATED TOTAL DEMAND <sup>4)</sup></b>	<b>AS PERCENTAGE OF B</b>
Pasteurised milk and ESL milk (Litre)	212 906 552	494 128 395	43.1
UHT and sterilised Milk (Litre)	500 995 190	949 634 954	52.8
Flavoured milk (Litre)	15 442 041	41 848 039	36.9
Yoghurt and snacks (Litre)	172 434 813	206 009 421	83.7
Maas (Litre)	210 801 273	224 972 632	93.7
Pre-Packaged cheese <sup>3)</sup> (Kg)	38 904 908	88 745 939	43.8
Cream cheese (Kg)	3 154 709	4 911 318	64.2
Butter (Kg)	9 158 101	21 218 952	43.2
Cream (Litre)	10 287 601	18 711 773	55.0

**2) Retail sales plus non-retail sales for the period January to December 2023.**

**3) Includes hard and semi-hard cheeses, pre-packaged and other (excluded cream cheese).**

**4) Estimated figures calculated by the Office of SAMPRO are based on the unprocessed milk allocations for the manufacturing of dairy products as supplied by Milk SA. In the case of cream cheese and cream the estimated figures are based on BMI figures of 2012 and 2013 and inflated by the growth rates as shown by NielsenIQ.**

8. In assessing the research results of NielsenIQ the following should be considered:
- *The research is based on surveys which do not cover all retail outlets in South Africa;*
  - *The research results show the performance of the retail outlets covered by the surveys and cannot in an unqualified way be described as the performance of the total South African consumer market;*
  - *In respect of UHT milk, flavoured milk, yoghurt, maas and pre-packaged cheese, the surveys cover a significantly higher number of different types of retail shops than is the case in respect of fresh milk, cream, butter, and cream cheese;*
  - *The NielsenIQ figures are revised on a monthly basis by NielsenIQ for a 12-month moving period. As a result, the information contained in this report in respect of the months also covered by the previous report, may differ from the figures in the previous report;*
  - *The surveys do not cover non-retail sales of dairy products and non-retail sales represent a meaningful part of the total sales of dairy products;*
  - *The surveys cover the retail sales of South African and imported dairy products;*
  - *As market signals, it is important not to report on only the change in the quantity (mass or volume) of sales but also the changes in the average price due to the very obvious fact that there is significant interaction between the price and the quantity of sales;*
  - *The figures and analyses in this report are of a macro nature and the position of the different role-players may differ meaningfully from the macro position;*
  - *The consumer market consists of different segments, like segments based on the income of consumers. The dairy products which are regarded by higher income consumers as necessities which are used daily are, for lower income consumers, luxuries purchased in smaller quantities, or less frequently. This situation explains why a change in the price of even the most basic dairy product, namely pasteurised milk, influences the quantity sold. Similarly, changes in the income of consumers impact on demand;*
  - *In terms of a production-orientated approach, the different dairy products are closely related but, in terms of a market-orientated approach, the differences between the different dairy products, are significant. This is due to especially the differences in respect of the nature, use, price and image of the different dairy products; and*
  - *The retail situation is much more complex than a few decades ago. Dairy products are not only competing with substitute products, but also with a host of other products and services which are offered by different industries to the consumer. For example, in some market segments, the consumer weighs up the benefits of purchasing dairy products versus the benefit of buying totally unrelated products and services.*

9. In the next sections of this report, separate attention is given to fresh milk, UHT milk, flavoured milk, maas, pre-packaged cheese, cream cheese, butter and cream.
10. **Note that this report does not contain information about the retail sales performance of yoghurt, as up to the date of this report, NielsenIQ was not able to provide any information. However, the retail sales performance of yoghurt for the period, January 2022 to December 2023, are attached in Annexure A.**
11. In this report the following is provided in respect of each of the products:

- a) A graph showing the performance of the average retail price and sales quantity in the last two years;
- b) A table comparing sales quantities in the different months of the last year with the sales in the same months in the previous year. The information in this table is a strong indicator of the growth of the market in respect of quantity. **Note that the retail sales figures reported by NielsenIQ in respect of each month, are the retail sales figures recorded during a number of days, which differ from the number of days of the particular month, as provided by the calendar. The number of days in respect of which the monthly retail sales are reported, are set out in the table below;**

	Days		Days
January	28	July	28
February	28	August	28
March	35	September	35
April	28	October	28
May	28	November	28
June	35	December	35

- c) Due to the position outlined under (b), the number of days in the different periods (one month, three months, six months, nine months and twelve months) in respect of which retail sales figures are addressed in this report, differ from the number of calendar days in each of the periods. The number of days in the different periods are set out in the table below; and

	Days		Days
(1 month) March 2024	35	(1 month) March 2023	35
(3 months) January 2024 – March 2024	92	(3 months) January 2023 – March 2023	92
(6 months) October 2023 – March 2024	183	(6 months) October 2022 – March 2023	183
(9 months) July 2023 – March 2024	274	(9 months) July 2022 – March 2023	274
(12 months) April 2023 – March 2024	365	(12 months) April 2022 – March 2023	365

- d) A table comparing the retail price in the last month to the retail prices 24, 18, 12, 9, 6, 3 and 1 month ago. This information is a good indicator of the general direction of the movement of prices.

12. This report contains tables which summarise the performance in the retail market of the eight dairy products concerned.

**TABLE 1**

**CHANGES IN THE RETAIL SALES QUANTITIES FROM THE YEAR APRIL 2022 TO MARCH 2023, TO THE YEAR APRIL 2023 TO MARCH 2024 AND CHANGES IN THE RETAIL PRICES FROM MARCH 2023 TO MARCH 2024 OF SPECIFIC DAIRY PRODUCTS**

PRODUCT	CHANGE IN RETAIL SALES QUANTITY	CHANGE IN RETAIL PRICES
	PERCENT	PERCENT
FRESH MILK	<b>-6.3</b>	<b>1.9</b>
LONG LIFE MILK (UHT MILK)	<b>-1.7</b>	<b>2.8</b>
FLAVOURED MILK	<b>-7.1</b>	<b>1.8</b>
MAAS	<b>-3.4</b>	<b>3.2</b>
PRE-PACKAGED CHEESE	<b>-0.8</b>	<b>9.3</b>
CREAM CHEESE	<b>7.6</b>	<b>4.5</b>
BUTTER	<b>-1.3</b>	<b>3.7</b>
CREAM	<b>-0.9</b>	<b>4.5</b>

**TABLE 2**

**CHANGES IN THE QUANTITIES OF RETAIL SALES OF SPECIFIC DAIRY PRODUCTS**

<b>PRODUCT</b>	<b>Sales in the month of March 2024 versus the sales in the month of March 2023</b>	<b>Sales in the 3 months from January to March 2024 versus the sales in the 3 months from January to March 2023</b>	<b>Sales in the 6 months from October 2023 to March 2024 versus the sales in the 6 months from October 2022 to March 2023</b>	<b>Sales in the 9 months from June 2023 to March 2024 versus the sales in the 9 months from June 2022 to March 2023</b>	<b>Sales in the 12 months from April 2023 to March 2024 versus the sales in the 12 months from April 2022 to March 2023</b>
	<b>percent</b>	<b>percent</b>	<b>percent</b>	<b>percent</b>	<b>percent</b>
Fresh Milk	<b>-3.0</b>	<b>-5.5</b>	<b>-5.6</b>	<b>-6.0</b>	<b>-6.3</b>
UHT milk	<b>3.8</b>	<b>1.3</b>	<b>-0.7</b>	<b>-0.6</b>	<b>-1.7</b>
Flavoured milk	<b>4.0</b>	<b>-4.4</b>	<b>-3.9</b>	<b>-5.5</b>	<b>-7.1</b>
Maas	<b>7.5</b>	<b>1.6</b>	<b>1.1</b>	<b>-1.4</b>	<b>-3.4</b>
Pre-packaged cheese	<b>-1.4</b>	<b>-0.3</b>	<b>-0.2</b>	<b>-0.7</b>	<b>-0.8</b>
Cream cheese	<b>7.2</b>	<b>4.2</b>	<b>5.0</b>	<b>8.0</b>	<b>7.6</b>
Butter	<b>1.6</b>	<b>2.5</b>	<b>2.1</b>	<b>0.03</b>	<b>-1.3</b>
Cream	<b>5.7</b>	<b>2.0</b>	<b>0.8</b>	<b>-0.04</b>	<b>-0.9</b>

**TABLE 3**

**THE AVERAGE RETAIL PRICES OF SPECIFIC DAIRY PRODUCTS IN MARCH 2024, COMPARED TO THE AVERAGE RETAIL PRICES OF THE PRODUCTS CONCERNED IN SPECIFIC PREVIOUS MONTHS OF 2023 AND 2022**

PRODUCT	March 2024 versus February 2024 (1 month ago)	March 2024 versus December 2023 (3 months ago)	March 2024 versus September 2023 (6 months ago)	March 2024 versus June 2023 (9 months ago)	March 2024 versus March 2023 (12 months ago)	March 2024 versus September 2022 (18 months ago)	March 2024 versus March 2022 (24 months ago)
	Percent	Percent	Percent	Percent	Percent	Percent	Percent
FRESH MILK	0.3	0.06	1.3	0.12	1.9	14.3	19.7
UHT MILK	-1.5	-2.8	-2.3	-2.5	2.8	12.3	24.1
FLAVOURED MILK	-0.9	4.5	0.2	0.6	1.8	8.8	24.0
MAAS	0.03	-0.4	1.1	1.5	3.2	18.0	27.9
PRE-PACKAGED CHEESE	0.3	-2.6	3.9	7.5	9.3	18.0	25.9
CREAM CHEESE	0.4	-5.6	-0.2	-0.5	4.5	8.4	15.0
BUTTER	-0.3	-1.3	-2.6	-2.0	3.7	9.5	18.3
CREAM	-0.4	-0.6	2.5	1.7	4.5	11.2	18.3

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