

COVID-19 HIGHLIGHTS THE VALUE OF GDT EVENTS AS A PRICE DISCOVERY PLATFORM

- The Covid-19 pandemic is highly unusual in that it impacts both demand and supply simultaneously.
- This causes uncertainty for buyers and sellers anticipating whether prices will rise or fall, and when best to enter the market.
- During these times of global trade volatility, the value of price discovery platforms such as GDT Events becomes clear.
- Access to credible market prices enables buyers and sellers to cut through uncertainty and tactical behaviour, providing an independent reference price for contract negotiations.

GDT EVENTS - KEY METRICS

**GDT's First
Trading Event**

**JULY
2008**

**Product Groups
Offered**

**AMF, BUTTER, BMP,
CHEDDAR, LACTOSE,
SMP, WMP**

**Product Sold
FY2020**

**712,876
MT**

GDT EVENTS OFFERS A LARGE, GEOGRAPHICALLY DIVERSE POOL OF BUYERS

- Bidders from more than 80 countries actively participate on GDT Events.
- Due to this global diversity, GDT Events can withstand the abnormal shocks in demand and supply occurring from significant global events such as the Japanese Tsunami and nuclear incident in 2011, the Russian ban on dairy imports in 2014 and now the Covid-19 pandemic.
- This large pool also mitigates the risk of local changes in demand which can significantly impact sales.
- Over the past 10 years, Skim Milk Powder offered through GDT Events has attracted a monthly average of over 100 unique participating bidders.
- China is a large market for GDT, but accounts for less than half of our trade. For Skim Milk Powder, nearly 60% of purchasing volumes over the past 12 months have gone to markets outside of China.

GDT EVENTS OFFERS GREATER FLEXIBILITY AND PRIVACY OPTIONS FOR SELLERS

- A GDT Events Seller can now control who views their supply information and the degree to which their winning prices are published.

Contact GDT

Please contact us to discuss your requirements and we will help ensure your success.

GM Marketing: Jen O'Hara / jen.ohara@globaldairytrade.com

US Sales: Mike McCully / mike@themccullygroup.com