

12-months ending November

| Volume (tonnes swt) | Chilled | | Frozen | | Total | |
|------------------------|---------------------------------|--------------------|---------------------------------|--------------------|---------------------------------|--------------------|
| | 12-months ending November | Y-O-Y % chg. | 12-months ending November | Y-O-Y % chg. | 12-months ending November | Y-O-Y % chg. |
| Total | 117,057 | - | 174,644 | 20 | 291,701 | 11 |
| Grainfed | 87,939 | 2 | 53,726 | 22 | 141,665 | 9 |
| Grassfed | 29,118 | -7 | 120,918 | 19 | 150,036 | 13 |

Calendar year-to-November

| Chilled | | Frozen | | Total | |
|-------------|--------------------|-------------|--------------------|-------------|--------------------|
| 2017 YTD | Y-O-Y % chg. | 2017 YTD | Y-O-Y % chg. | 2017 YTD | Y-O-Y % chg. |
| 108,019 | - | 160,428 | 20 | 268,447 | 11 |
| 81,841 | 4 | 49,531 | 23 | 131,371 | 11 |
| 26,178 | -10 | 110,897 | 19 | 137,075 | 12 |

Month of November

| Chilled | | | Frozen | | | Total | | |
|------------------|--------------------|--------------------|------------------|--------------------|--------------------|------------------|--------------------|--------------------|
| 2017 November | M-O-M % chg. | Y-O-Y % chg. | 2017 November | M-O-M % chg. | Y-O-Y % chg. | 2017 November | M-O-M % chg. | Y-O-Y % chg. |
| 10,383 | 3 | -9 | 15,428 | 18 | 1 | 25,812 | 12 | -3 |
| 7,912 | 6 | 1 | 4,924 | 25 | 19 | 12,836 | 12 | 7 |
| 2,471 | -3 | -31 | 10,505 | 15 | -6 | 12,976 | 11 | -12 |

12-months ending October

| Value ('000 A\$ FOB) | Chilled | | Frozen | | Total | |
|-------------------------|--------------------------------|--------------------|--------------------------------|--------------------|--------------------------------|--------------------|
| | 12-months ending October | Y-O-Y % chg. | 12-months ending October | Y-O-Y % chg. | 12-months ending October | Y-O-Y % chg. |
| Total | 1,127,145 | 3 | 888,814 | 30 | 2,015,960 | 14 |
| Boneless | 1,125,941 | 3 | 885,187 | 30 | 2,011,128 | 14 |
| Bone-in | 1,205 | -21 | 3,626 | 6 | 4,831 | -2 |
| Carcase | - | -100 | 1 | - | 1 | -99 |

Calendar year-to-October

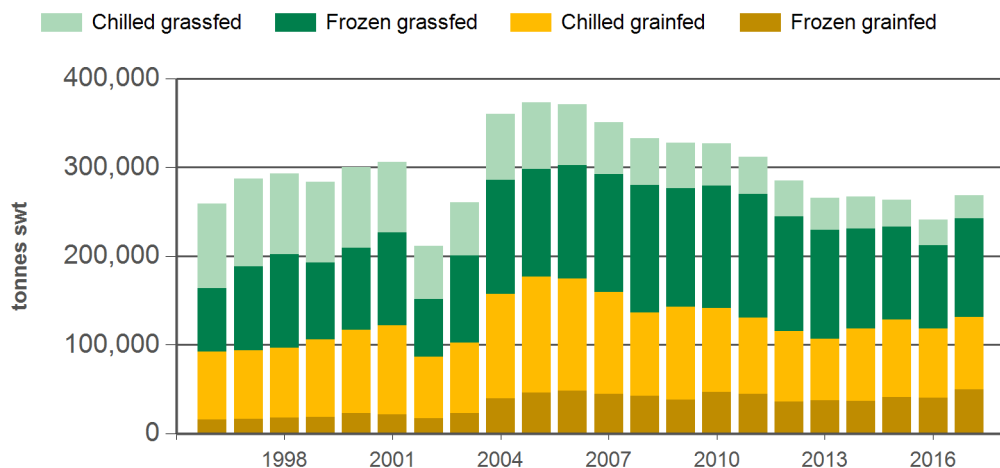
| Chilled | | Frozen | | Total | |
|-------------|--------------------|-------------|--------------------|-------------|--------------------|
| 2017 YTD | Y-O-Y % chg. | 2017 YTD | Y-O-Y % chg. | 2017 YTD | Y-O-Y % chg. |
| 911,904 | 3 | 729,827 | 32 | 1,641,732 | 14 |
| 910,879 | 3 | 726,688 | 32 | 1,637,567 | 14 |
| 1,026 | -11 | 3,139 | 24 | 4,164 | 13 |
| - | - | 1 | - | 1 | -99 |

Month of October

| Chilled | | | Frozen | | | Total | | |
|-----------------|--------------------|--------------------|-----------------|--------------------|--------------------|-----------------|--------------------|--------------------|
| 2017 October | M-O-M % chg. | Y-O-Y % chg. | 2017 October | M-O-M % chg. | Y-O-Y % chg. | 2017 October | M-O-M % chg. | Y-O-Y % chg. |
| 97,774 | - | 10 | 65,483 | -14 | 29 | 163,257 | -6 | 17 |
| 97,715 | - | 10 | 65,408 | -14 | 29 | 163,123 | -6 | 17 |
| 60 | 1 | 136 | 74 | -72 | -36 | 134 | -59 | -5 |
| - | - | - | - | - | - | - | - | - |

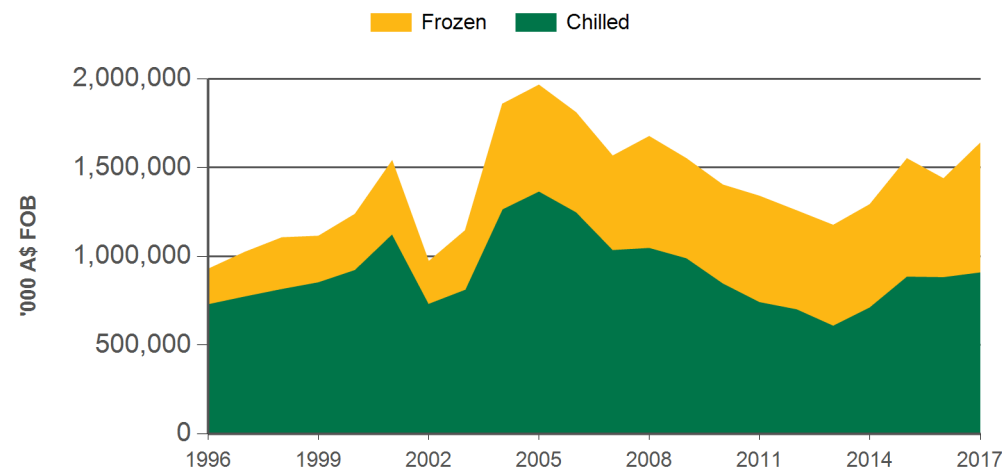
Source: DAWR, ABS. SWT = Shipped weight. Volume YTD = Calendar year-to-November. Value YTD = Calendar year-to-October. Y-O-Y = Year-on-year. M-O-M = Month-on-month. Grainfed is the prefix for grainfed beef. Grassfed is the prefix for grassfed beef. For further information email marketinfo@mla.com.au.

Year-to-November beef exports to Japan - volume



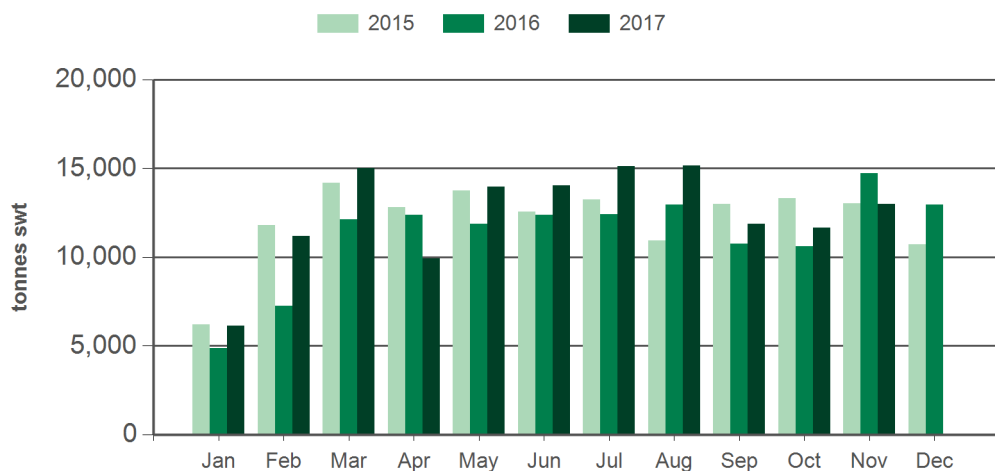
Source: DAWR, Prepared by MLA

Year-to-October beef exports to Japan - value



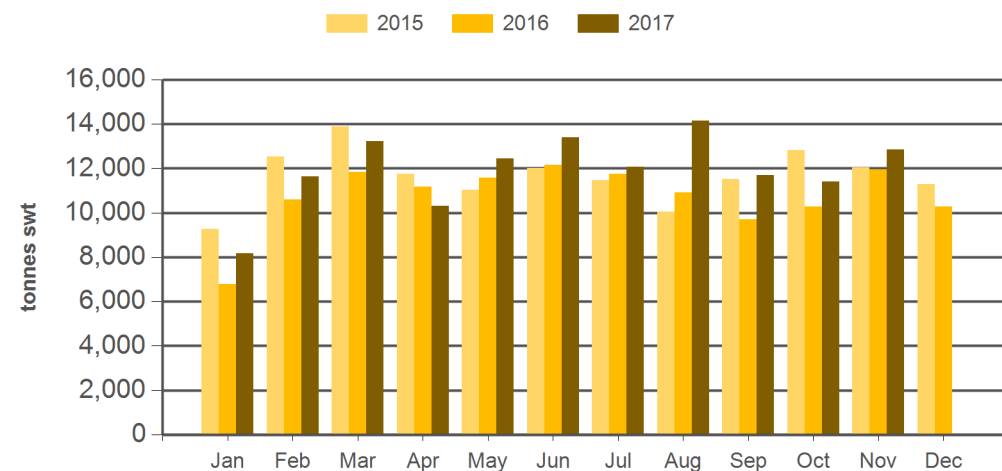
Source: ABS, Prepared by MLA

Monthly grassfed beef exports to Japan



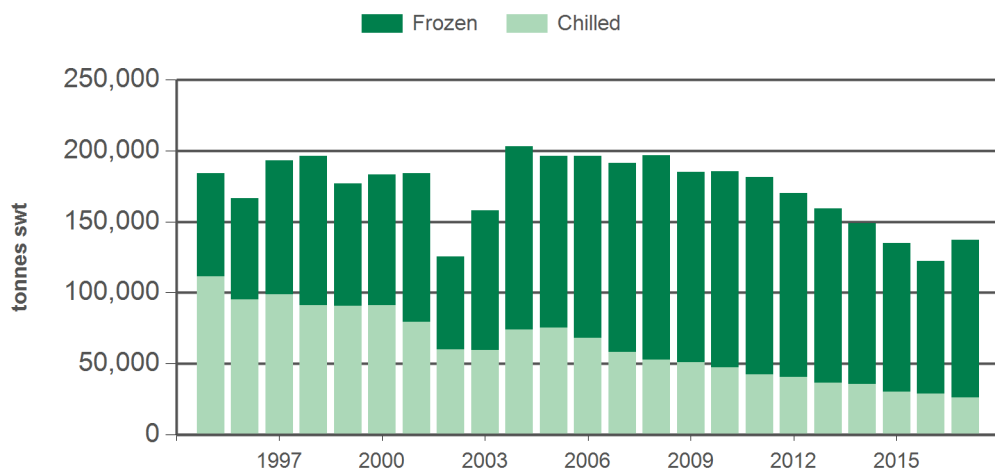
Source: DAWR, Prepared by MLA

Monthly grainfed beef exports to Japan



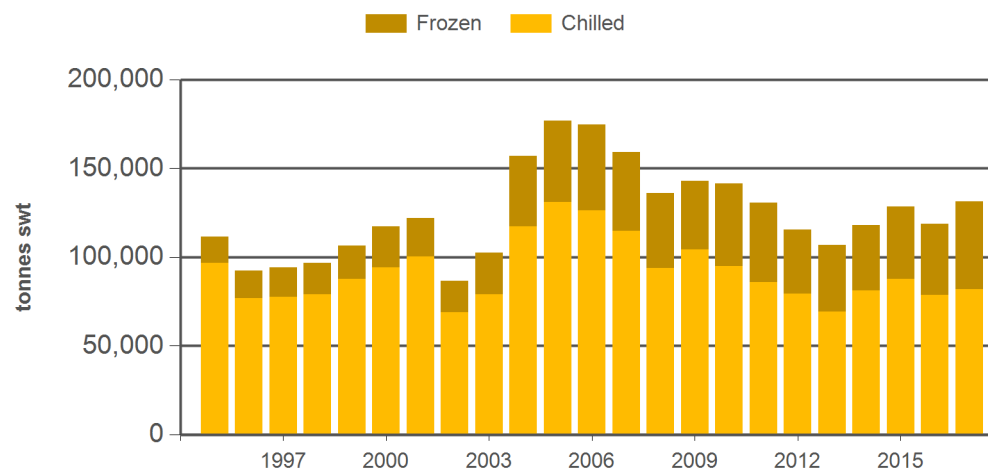
Source: DAWR, Prepared by MLA

Year-to-November grassfed beef exports to Japan



Source: DAWR, Prepared by MLA

Year-to-November grainfed beef exports to Japan



Source: DAWR, Prepared by MLA

Historical beef exports - Calendar year totals

| Volume (tonnes swt) | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 YTD | Y-O-Y % chg. |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|--------------|
| Total | 236,957 | 279,316 | 393,471 | 405,085 | 405,796 | 377,866 | 364,304 | 356,569 | 356,213 | 342,188 | 308,540 | 288,796 | 293,780 | 285,224 | 264,325 | 268,447 | 11 |
| Grainfed | 96,438 | 111,365 | 172,161 | 192,774 | 190,115 | 171,452 | 149,184 | 155,189 | 154,363 | 141,457 | 124,101 | 116,383 | 130,646 | 139,685 | 129,005 | 131,371 | 11 |
| Grassfed | 140,518 | 167,951 | 221,310 | 212,311 | 215,681 | 206,413 | 215,120 | 201,380 | 201,850 | 200,731 | 184,439 | 172,412 | 163,133 | 145,540 | 135,320 | 137,075 | 12 |

Source: DAWR. SWT = Shipped weight. YTD = Calendar year-to-November. Y-O-Y = Year-on-year. For further information email marketinfo@mla.com.au.