

#### 12-months ending March

| Volume<br>(tonnes swt) | Chilled                      |                    | Frozen                       |                    | Total                        |                    |
|------------------------|------------------------------|--------------------|------------------------------|--------------------|------------------------------|--------------------|
|                        | 12-months<br>ending<br>March | Y-O-Y<br>%<br>chg. | 12-months<br>ending<br>March | Y-O-Y<br>%<br>chg. | 12-months<br>ending<br>March | Y-O-Y<br>%<br>chg. |
| Total                  | 282,664                      | 4                  | 753,572                      | 5                  | 1,036,237                    | 5                  |
| US                     | 63,829                       | 10                 | 169,236                      | 2                  | 233,064                      | 4                  |
| Japan                  | 121,610                      | 6                  | 172,113                      | 7                  | 293,723                      | 6                  |
| South Korea            | 34,080                       | -5                 | 117,180                      | -13                | 151,260                      | -12                |
| China                  | 6,529                        | 5                  | 110,190                      | 24                 | 116,719                      | 23                 |
| Canada                 | 1,765                        | 5                  | 19,398                       | 30                 | 21,163                       | 27                 |
| Taiwan                 | 5,170                        | 0                  | 26,102                       | 0                  | 31,272                       | 0                  |
| Indonesia              | 4,260                        | -5                 | 49,176                       | -7                 | 53,437                       | -7                 |
| Philippines            | 875                          | 13                 | 36,964                       | 39                 | 37,839                       | 39                 |
| EU                     | 17,122                       | -7                 | 653                          | 24                 | 17,774                       | -7                 |
| Saudi Arabia           | 2,754                        | 19                 | 6,454                        | -5                 | 9,208                        | 1                  |
| Malaysia               | 2,068                        | -3                 | 9,082                        | 10                 | 11,149                       | 7                  |
| UAE                    | 5,251                        | 8                  | 3,817                        | 18                 | 9,069                        | 12                 |
| Singapore              | 3,774                        | 4                  | 1,921                        | -31                | 5,695                        | -11                |
| Hong Kong              | 3,433                        | 5                  | 4,708                        | 262                | 8,141                        | 78                 |
| Thailand               | 1,649                        | 7                  | 4,512                        | 16                 | 6,161                        | 14                 |
| Other                  | 8,495                        |                    | 22,067                       |                    | 30,562                       |                    |

#### Calendar year-to-March

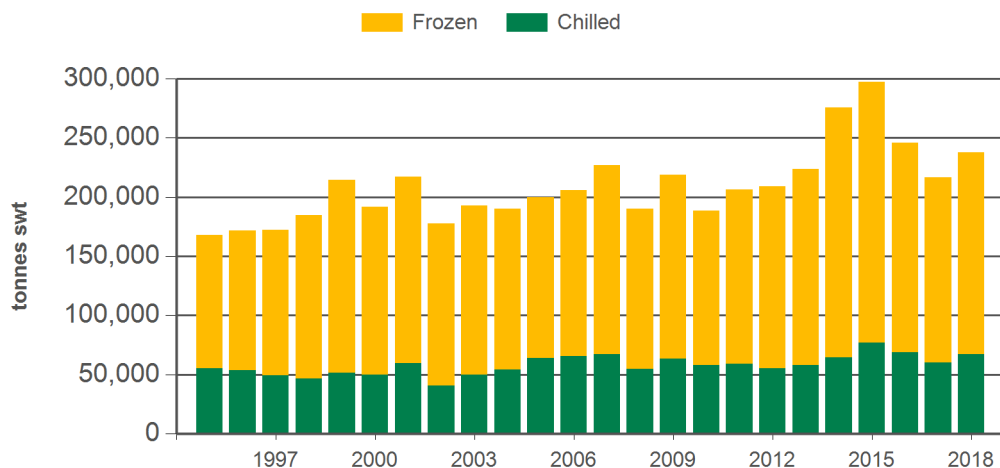
| Chilled     |                    | Frozen      |                    | Total       |                    |
|-------------|--------------------|-------------|--------------------|-------------|--------------------|
| 2018<br>YTD | Y-O-Y<br>%<br>chg. | 2018<br>YTD | Y-O-Y<br>%<br>chg. | 2018<br>YTD | Y-O-Y<br>%<br>chg. |
| 66,896      | 11                 | 170,787     | 9                  | 237,684     | 10                 |
| 14,395      | 1                  | 35,435      | -3                 | 49,830      | -2                 |
| 29,601      | 17                 | 37,138      | -7                 | 66,739      | 2                  |
| 8,030       | 5                  | 27,354      | 9                  | 35,384      | 8                  |
| 1,650       | 42                 | 29,384      | 27                 | 31,034      | 27                 |
| 563         | 50                 | 5,543       | 23                 | 6,106       | 25                 |
| 1,221       | 19                 | 4,850       | -1                 | 6,070       | 3                  |
| 934         | 119                | 11,041      | 41                 | 11,975      | 45                 |
| 286         | 61                 | 8,458       | 112                | 8,744       | 110                |
| 3,489       | -6                 | 230         | 120                | 3,720       | -3                 |
| 700         | 36                 | 1,189       | -33                | 1,889       | -17                |
| 450         | -10                | 2,201       | 35                 | 2,651       | 24                 |
| 1,253       | 8                  | 1,139       | 46                 | 2,392       | 24                 |
| 897         | 15                 | 352         | -35                | 1,249       | -6                 |
| 806         | 13                 | 726         | 96                 | 1,532       | 42                 |
| 374         | -2                 | 751         | 55                 | 1,125       | 30                 |
| 2,247       |                    | 4,996       |                    | 7,242       |                    |

#### Month of March

| Chilled       |                    |                    | Frozen        |                    |                    | Total         |                    |                    |
|---------------|--------------------|--------------------|---------------|--------------------|--------------------|---------------|--------------------|--------------------|
| 2018<br>March | M-O-M<br>%<br>chg. | Y-O-Y<br>%<br>chg. | 2018<br>March | M-O-M<br>%<br>chg. | Y-O-Y<br>%<br>chg. | 2018<br>March | M-O-M<br>%<br>chg. | Y-O-Y<br>%<br>chg. |
| 25,588        | 9                  | 2                  | 65,386        | 5                  | 0                  | 90,974        | 6                  | 0                  |
| 5,258         | 1                  | -15                | 14,504        | 20                 | -8                 | 19,762        | 14                 | -10                |
| 11,996        | 19                 | 12                 | 14,147        | 2                  | -19                | 26,144        | 9                  | -7                 |
| 2,872         | 5                  | -1                 | 10,119        | 0                  | 9                  | 12,991        | 1                  | 7                  |
| 832           | 81                 | 86                 | 10,670        | -4                 | 5                  | 11,501        | -1                 | 8                  |
| 190           | -8                 | -25                | 2,602         | 35                 | 8                  | 2,792         | 31                 | 5                  |
| 391           | 0                  | 6                  | 1,673         | -9                 | -26                | 2,064         | -8                 | -21                |
| 469           | 34                 | 245                | 4,385         | 12                 | 70                 | 4,854         | 14                 | 79                 |
| 90            | -12                | 11                 | 2,769         | -18                | 127                | 2,859         | -17                | 120                |
| 1,128         | -34                | -27                | 141           | 172                | 167                | 1,269         | -28                | -21                |
| 210           | -24                | -4                 | 471           | 17                 | -44                | 681           | 0                  | -36                |
| 134           | -16                | -23                | 847           | 23                 | 33                 | 980           | 15                 | 21                 |
| 468           | 18                 | 12                 | 587           | 92                 | 73                 | 1,055         | 50                 | 39                 |
| 329           | -2                 | 8                  | 127           | -19                | -48                | 457           | -7                 | -17                |
| 312           | 6                  | 8                  | 147           | -51                | 30                 | 460           | -23                | 15                 |
| 181           | 69                 | 12                 | 328           | 28                 | 100                | 509           | 40                 | 56                 |
| 727           |                    |                    | 1,869         |                    |                    | 2,596         |                    |                    |

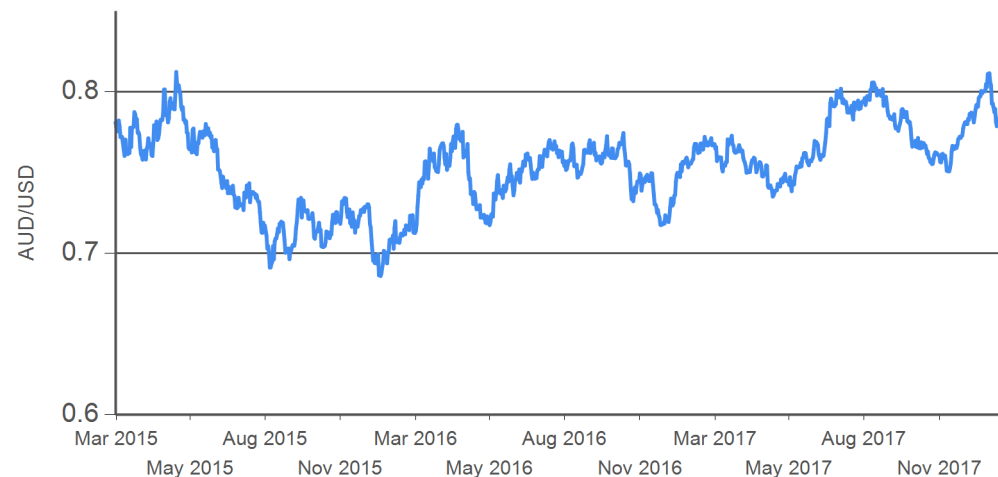
Source: DAWR. SWT = Shipped weight. YTD = Calendar year-to-March. Y-O-Y = Year-on-year. M-O-M = Month-on-month. For further information email [marketinfo@mla.com.au](mailto:marketinfo@mla.com.au).

#### Year-to-March beef exports



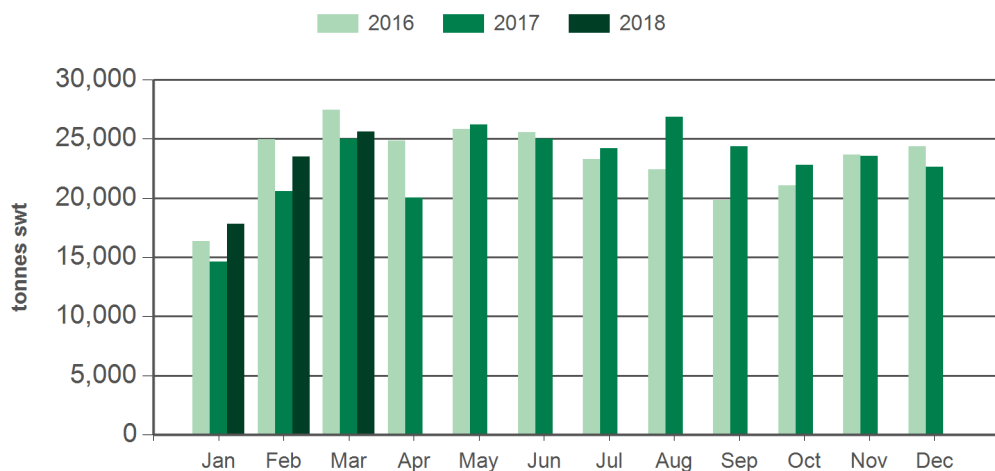
Source: DAWR, Prepared by MLA

#### AUD/USD



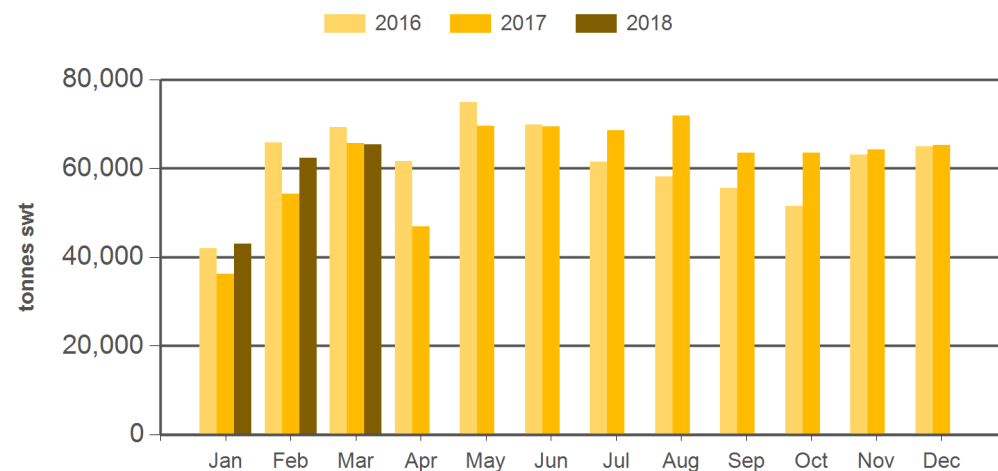
Source: xe.com, Prepared by MLA

#### Monthly chilled beef exports



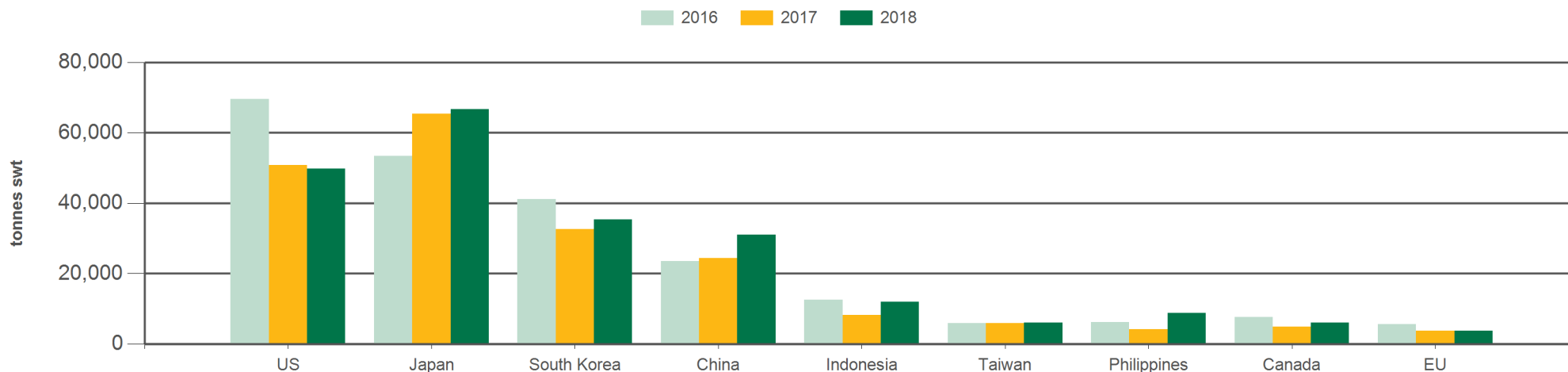
Source: DAWR, Prepared by MLA

#### Monthly frozen beef exports



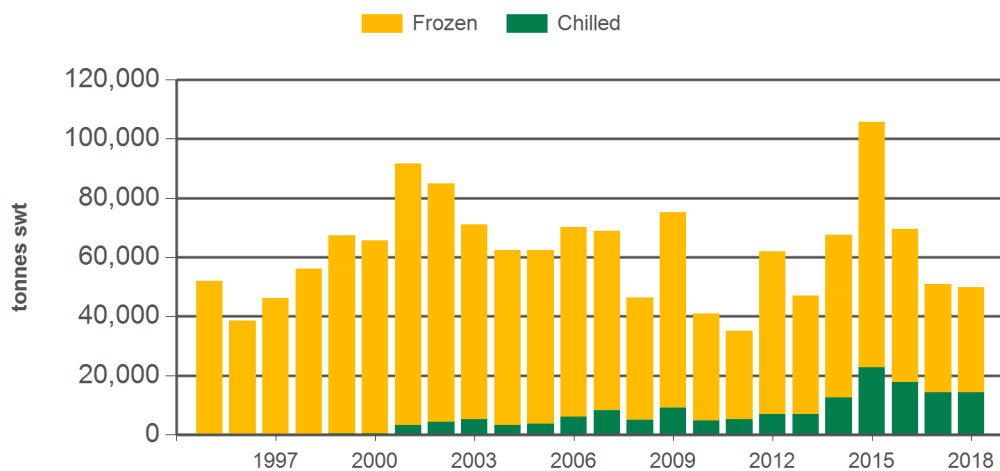
Source: DAWR, Prepared by MLA

#### Year-to-March beef exports



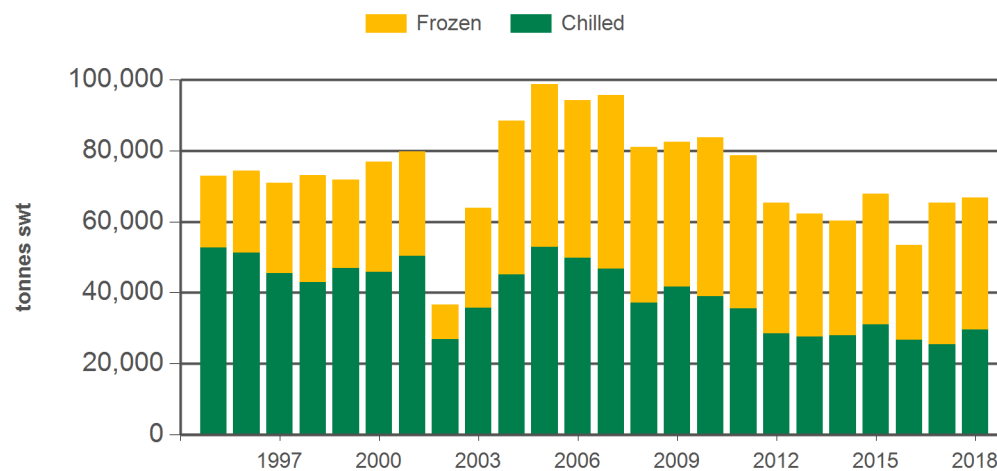
Source: DAWR, Prepared by MLA

#### Year-to-March beef exports to the US



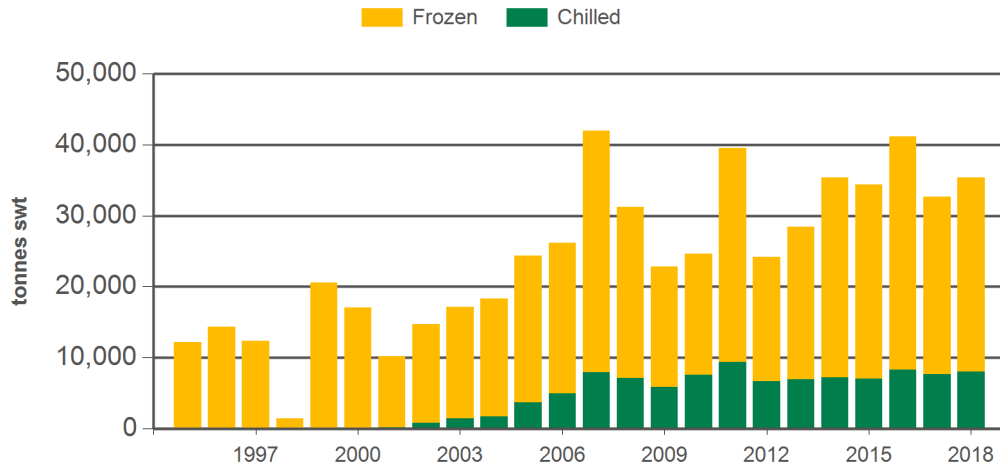
Source: DAWR, Prepared by MLA

#### Year-to-March beef exports to Japan



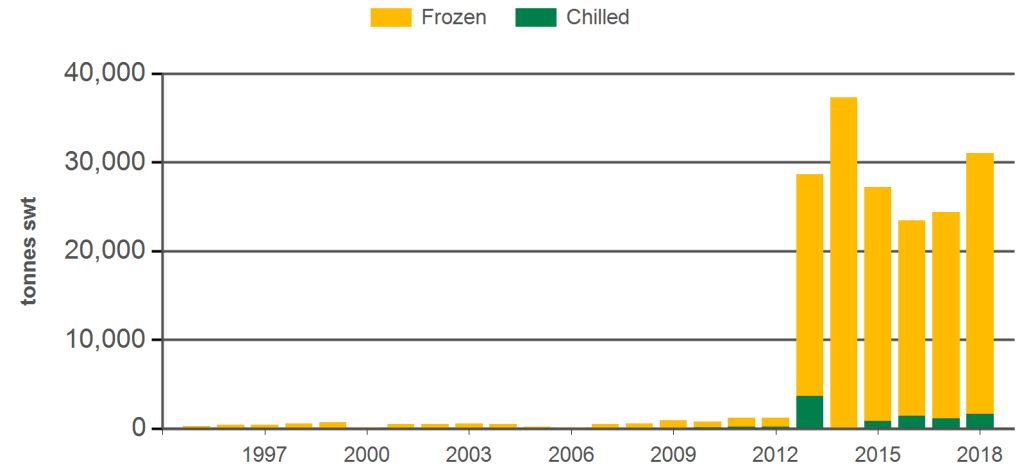
Source: DAWR, Prepared by MLA

#### Year-to-March beef exports to South Korea



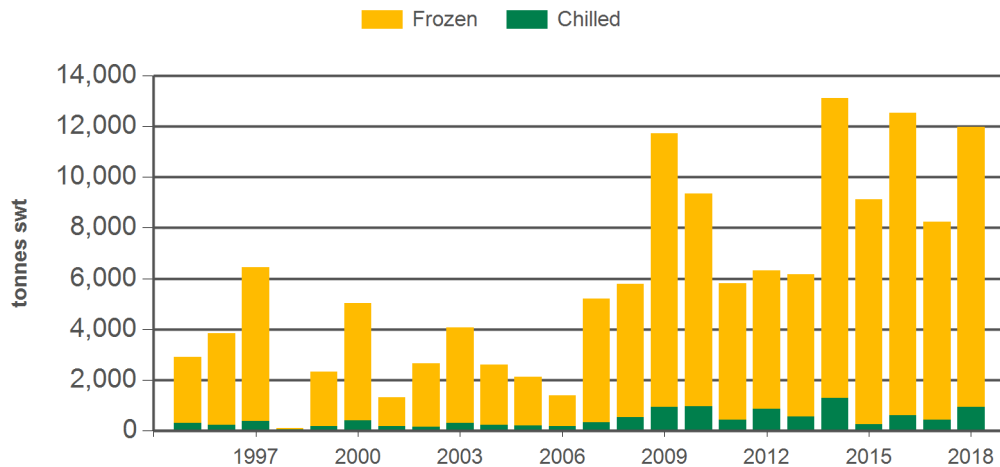
Source: DAWR, Prepared by MLA

#### Year-to-March beef exports to China



Source: DAWR, Prepared by MLA

#### Year-to-March beef exports to Indonesia



Source: DAWR, Prepared by MLA

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**Historical beef exports - Calendar year totals**

| Volume (tonnes swt) | 2003    | 2004    | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011    | 2012    | 2013      | 2014      | 2015      | 2016      | 2017      | 2018 YTD | Y-O-Y % chg. |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|----------|--------------|
| Total               | 840,917 | 913,755 | 909,396 | 953,933 | 941,421 | 957,482 | 927,279 | 922,833 | 949,195 | 963,782 | 1,099,487 | 1,287,012 | 1,285,073 | 1,018,105 | 1,014,915 | 237,684  | 10           |
| US                  | 368,010 | 349,744 | 319,752 | 295,267 | 296,099 | 234,779 | 251,479 | 185,035 | 167,820 | 224,111 | 212,703   | 397,889   | 415,951   | 242,013   | 234,112   | 49,830   | -2           |
| Japan               | 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   | 292,364   | 66,739   | 2            |
| South Korea         | 62,262  | 93,310  | 106,444 | 149,663 | 148,933 | 127,207 | 115,482 | 124,161 | 146,347 | 125,957 | 144,365   | 150,918   | 166,588   | 179,854   | 148,552   | 35,384   | 8            |
| China               | 2,120   | 1,265   | 1,012   | 849     | 2,146   | 2,682   | 5,287   | 5,600   | 7,754   | 32,906  | 154,833   | 124,586   | 148,222   | 94,040    | 110,059   | 31,034   | 27           |
| Canada              | 29,003  | 7,453   | 7,618   | 9,609   | 12,311  | 8,543   | 12,319  | 6,949   | 10,148  | 15,661  | 17,898    | 32,972    | 42,575    | 19,316    | 19,954    | 6,106    | 25           |
| Taiwan              | 31,119  | 26,454  | 30,305  | 28,601  | 29,120  | 27,099  | 31,290  | 30,821  | 36,748  | 38,280  | 35,703    | 36,419    | 30,448    | 31,385    | 31,110    | 6,070    | 3            |
| Indonesia           | 12,994  | 7,127   | 8,762   | 12,153  | 26,788  | 33,018  | 51,815  | 48,436  | 39,590  | 27,097  | 39,418    | 53,140    | 39,134    | 61,676    | 49,698    | 11,975   | 45           |
| Philippines         | 8,576   | 2,071   | 2,951   | 1,937   | 3,416   | 14,143  | 16,960  | 19,205  | 20,998  | 25,718  | 26,992    | 34,352    | 25,352    | 29,431    | 33,267    | 8,744    | 110          |
| EU                  | 5,670   | 6,756   | 6,469   | 8,457   | 5,953   | 11,876  | 9,307   | 9,885   | 12,836  | 14,949  | 19,927    | 24,619    | 23,445    | 20,841    | 17,873    | 3,720    | -3           |
| Saudi Arabia        | 1,773   | 684     | 319     | 971     | 897     | 3,650   | 2,981   | 3,390   | 6,017   | 5,241   | 31,126    | 32,213    | 29,629    | 11,271    | 9,607     | 1,889    | -17          |
| Malaysia            | 6,524   | 4,795   | 2,348   | 2,031   | 3,303   | 6,183   | 8,027   | 11,701  | 14,436  | 15,544  | 15,935    | 13,105    | 12,344    | 10,391    | 10,631    | 2,651    | 24           |
| UAE                 | 1,200   | 1,215   | 1,298   | 1,352   | 1,807   | 4,312   | 4,417   | 5,801   | 7,431   | 7,640   | 7,987     | 8,777     | 9,871     | 8,753     | 8,611     | 2,392    | 24           |
| Singapore           | 3,708   | 2,089   | 1,893   | 3,205   | 5,534   | 8,061   | 7,472   | 7,622   | 9,659   | 14,087  | 10,564    | 10,094    | 8,767     | 6,967     | 5,772     | 1,249    | -6           |
| Hong Kong           | 2,121   | 2,415   | 1,787   | 1,757   | 2,361   | 3,231   | 7,491   | 7,040   | 8,869   | 6,340   | 5,070     | 14,739    | 6,655     | 4,494     | 7,691     | 1,532    | 42           |
| Thailand            | 626     | 1,013   | 984     | 1,391   | 1,541   | 1,426   | 1,595   | 1,834   | 2,499   | 2,789   | 4,263     | 5,422     | 5,897     | 5,565     | 5,903     | 1,125    | 30           |
| Other               | 25,894  | 13,894  | 12,369  | 30,894  | 23,347  | 106,968 | 44,788  | 99,141  | 115,854 | 98,923  | 83,909    | 53,987    | 34,970    | 27,785    | 29,711    | 7,242    |              |

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