

#### 12-months ending December

| Volume<br>(tonnes swt) | Chilled                   |              | Frozen                    |              | Total                     |              |
|------------------------|---------------------------|--------------|---------------------------|--------------|---------------------------|--------------|
|                        | 12-months ending December | Y-O-Y % chg. | 12-months ending December | Y-O-Y % chg. | 12-months ending December | Y-O-Y % chg. |
| <b>TOTAL</b>           |                           |              |                           |              |                           |              |
| Nth America            | 65,517                    | -            | 189,265                   | -            | 254,781                   | -            |
| US                     | 63,918                    | -            | 167,269                   | -2           | 231,187                   | -1           |
| Canada                 | 1,389                     | -12          | 21,601                    | 18           | 22,990                    | 15           |
| Mexico                 | 210                       | 136          | 394                       | 1,049        | 604                       | 389          |

|              |       |       |       |     |       |     |
|--------------|-------|-------|-------|-----|-------|-----|
| <b>GRAIN</b> |       |       |       |     |       |     |
| Nth America  | 4,376 | -28   | 1,703 | -23 | 6,079 | -27 |
| US           | 3,858 | -29   | 1,327 | -13 | 5,185 | -25 |
| Canada       | 506   | -27   | 262   | -60 | 768   | -43 |
| Mexico       | 12    | 1,472 | 113   | 883 | 126   | 921 |

|              |        |     |         |       |         |     |
|--------------|--------|-----|---------|-------|---------|-----|
| <b>GRASS</b> |        |     |         |       |         |     |
| Nth America  | 61,141 | 3   | 187,562 | 1     | 248,703 | 1   |
| US           | 60,060 | 3   | 165,942 | -2    | 226,002 | -1  |
| Canada       | 883    | -   | 21,339  | 20    | 22,221  | 19  |
| Mexico       | 198    | 124 | 281     | 1,133 | 479     | 330 |

#### Calendar year-to-December

| Chilled  |              | Frozen   |              | Total    |              |
|----------|--------------|----------|--------------|----------|--------------|
| 2018 YTD | Y-O-Y % chg. | 2018 YTD | Y-O-Y % chg. | 2018 YTD | Y-O-Y % chg. |
| 65,517   | -            | 189,265  | -            | 254,781  | -            |
| 63,918   | -            | 167,269  | -2           | 231,187  | -1           |
| 1,389    | -12          | 21,601   | 18           | 22,990   | 15           |
| 210      | 136          | 394      | 1,049        | 604      | 389          |

|       |       |       |     |       |     |
|-------|-------|-------|-----|-------|-----|
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| 3,858 | -29   | 1,327 | -13 | 5,185 | -25 |
| 506   | -27   | 262   | -60 | 768   | -43 |
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|        |     |         |       |         |     |
|--------|-----|---------|-------|---------|-----|
| 61,141 | 3   | 187,562 | 1     | 248,703 | 1   |
| 60,060 | 3   | 165,942 | -2    | 226,002 | -1  |
| 883    | -   | 21,339  | 20    | 22,221  | 19  |
| 198    | 124 | 281     | 1,133 | 479     | 330 |

#### Month of December

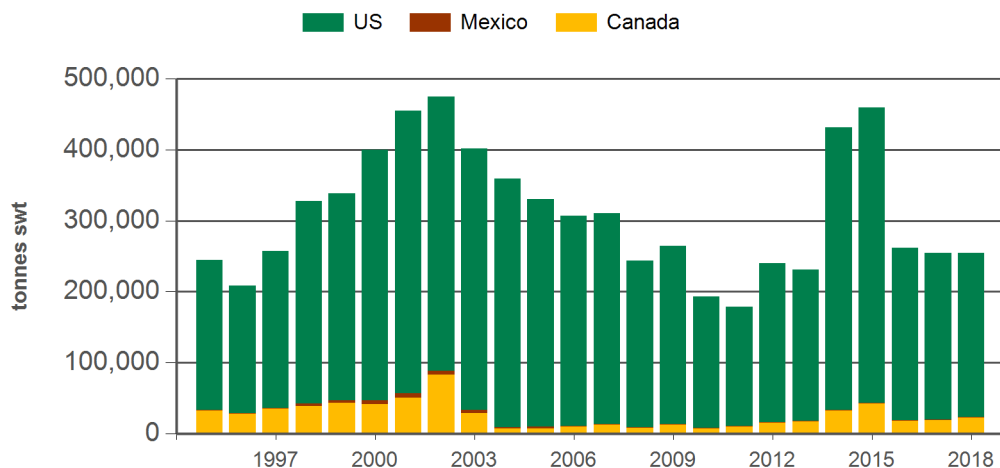
| Chilled       |              |              | Frozen        |              |              | Total         |              |              |
|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|
| 2018 December | M-O-M % chg. | Y-O-Y % chg. | 2018 December | M-O-M % chg. | Y-O-Y % chg. | 2018 December | M-O-M % chg. | Y-O-Y % chg. |
| 4,755         | -10          | -3           | 13,025        | 2            | -15          | 17,780        | -2           | -12          |
| 4,668         | -10          | -3           | 11,093        | 3            | -18          | 15,761        | -1           | -14          |
| 62            | -4           | -39          | 1,903         | -1           | 5            | 1,964         | -1           | 3            |
| 26            | 12           | -            | 28            | -72          | -            | 54            | -57          | -            |

|     |     |     |     |     |     |     |     |     |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 195 | -28 | -53 | 155 | -14 | 5   | 349 | -23 | -38 |
| 178 | -33 | -48 | 88  | -40 | -19 | 266 | -36 | -41 |
| 14  | 271 | -81 | 66  | 250 | 74  | 80  | 253 | -28 |
| 4   | 269 | -   | -   | -   | -   | 4   | -75 | -   |

|       |     |    |        |     |     |        |     |     |
|-------|-----|----|--------|-----|-----|--------|-----|-----|
| 4,561 | -9  | 2  | 12,870 | 2   | -15 | 17,431 | -1  | -11 |
| 4,490 | -8  | 1  | 11,005 | 3   | -18 | 15,496 | -   | -13 |
| 48    | -21 | 67 | 1,836  | -3  | 4   | 1,885  | -4  | 5   |
| 22    | -   | -  | 28     | -68 | -   | 50     | -54 | -   |

Source: DAWR. SWT = Shipped weight. YTD = Calendar year-to-December. Y-O-Y = Year-on-year. M-O-M = Month-on-month. Grain is the prefix for grainfed beef. Grass is the prefix for grassfed beef. For further information email [marketinfo@mla.com.au](mailto:marketinfo@mla.com.au).

### Year-to-December beef exports to North America



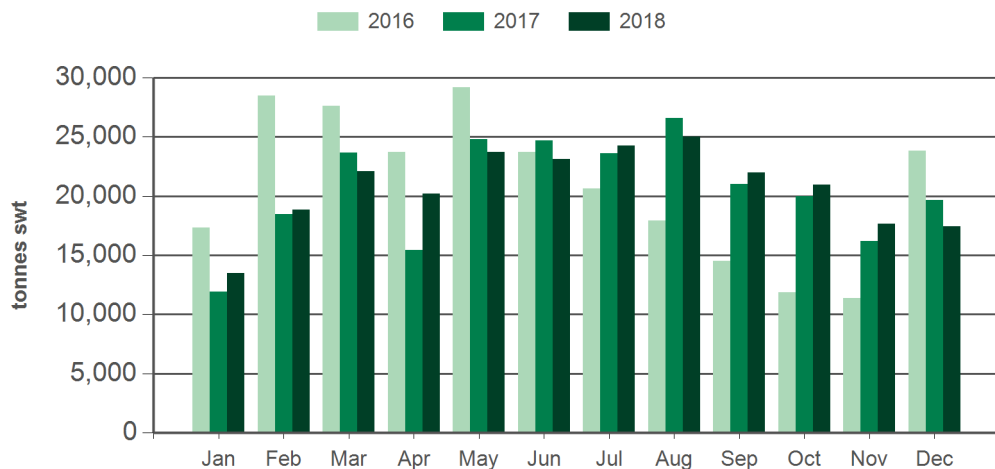
Source: DAWR, Prepared by MLA

### AUD/USD



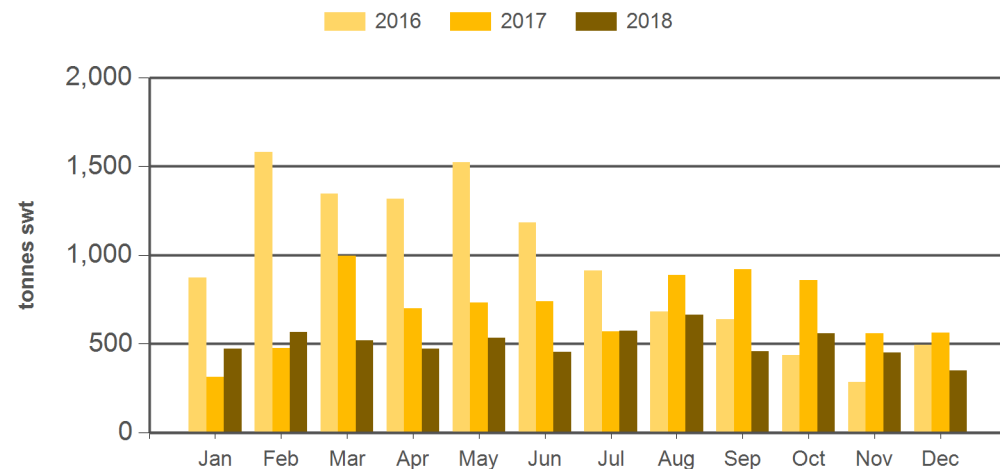
Source: xe.com, Prepared by MLA

### Monthly grassfed beef exports to North America



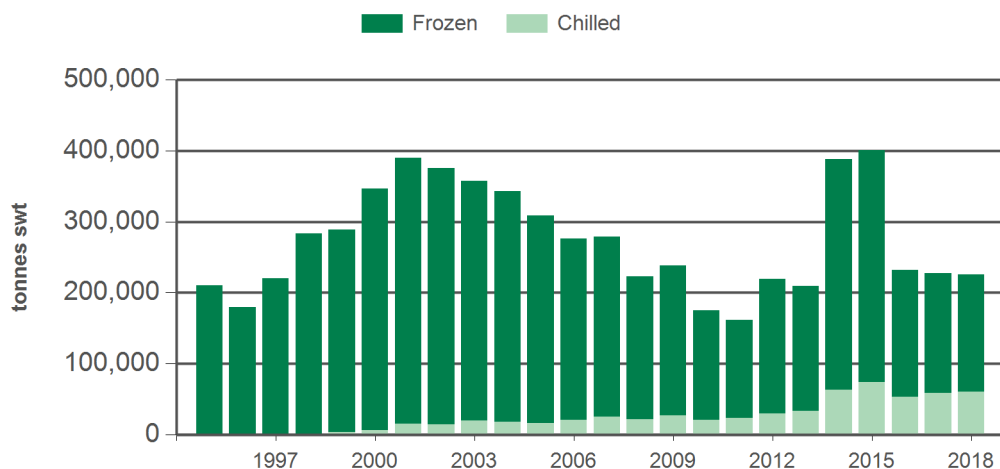
Source: DAWR, Prepared by MLA

### Monthly grainfed beef exports to North America



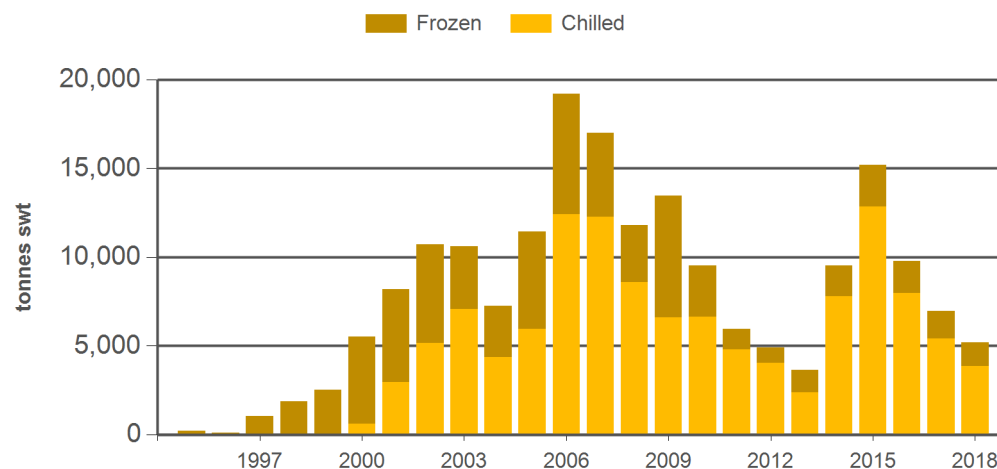
Source: DAWR, Prepared by MLA

#### Year-to-December grassfed beef exports to the US



Source: DAWR, Prepared by MLA

#### Year-to-December grainfed beef exports to the US



Source: DAWR, Prepared by MLA

#### 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. |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|--------------|
| Nth America         | 401,602 | 358,827 | 329,909 | 306,394 | 310,042 | 243,938 | 264,834 | 193,149 | 178,672 | 240,070 | 231,097 | 431,731 | 459,218 | 261,425 | 254,190 | 254,781  | 0            |
| 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 | 231,187  | -1           |
| 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  | 22,990   | 15           |
| Mexico              | 4,588   | 1,631   | 2,540   | 1,518   | 1,633   | 616     | 1,036   | 1,166   | 703     | 298     | 497     | 870     | 692     | 96      | 124     | 604      | 389          |

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