

## Red meat export trends in selected markets up to June 2016



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Compiled by MIA from Statistics New Zealand overseas merchandise trade data  
Statistics New Zealand data is provisional for the three most recently released months

### Notes

Volume. Shipped weight  
Value. Free on Board (FOB) - the current market value of goods in the country of origin, including all costs necessary to get them on board the ship.

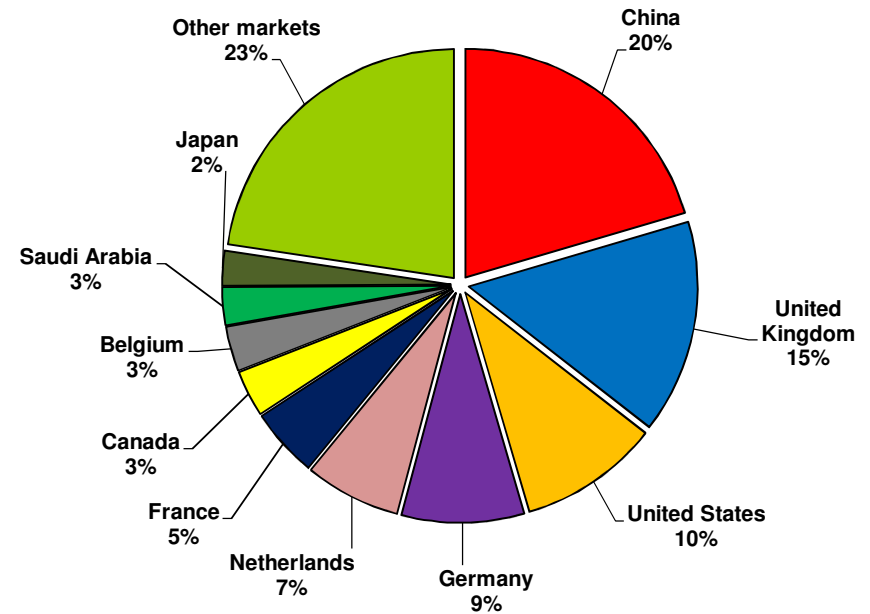
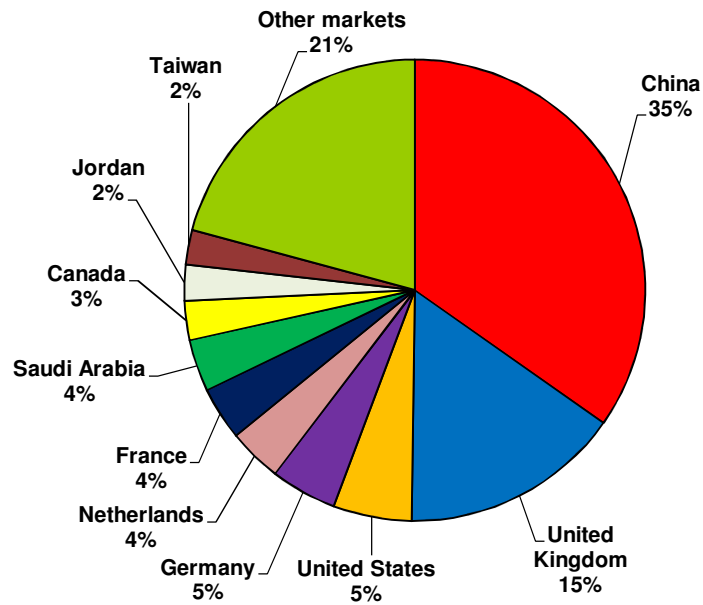
**Top 10 sheepmeat markets by volume, month of June 2016**

|    | Country        | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|-----------------|------------|----------------------------|--------------------------------------|
| 1  | China          | 10,480          | 35%        | -37%                       | 15%                                  |
| 2  | United Kingdom | 4,673           | 15%        | -17%                       | -2%                                  |
| 3  | United States  | 1,653           | 5%         | -18%                       | -16%                                 |
| 4  | Germany        | 1,401           | 5%         | -20%                       | -19%                                 |
| 5  | Netherlands    | 1,140           | 4%         | -18%                       | 23%                                  |
| 6  | France         | 1,125           | 4%         | -24%                       | -20%                                 |
| 7  | Saudi Arabia   | 1,103           | 4%         | -14%                       | -42%                                 |
| 8  | Canada         | 830             | 3%         | -30%                       | -13%                                 |
| 9  | Jordan         | 764             | 3%         | -53%                       | 19%                                  |
| 10 | Taiwan         | 728             | 2%         | -27%                       | 2%                                   |
|    | Other markets  | 6,269           | 21%        |                            |                                      |
|    | Total          | 30,165          |            | -26%                       | -3%                                  |

**Top 10 sheepmeat markets by value, month of June 2016**

|    | Country        | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|---------------|------------|----------------------------|--------------------------------------|
| 1  | China          | 43.9          | 20%        | -36%                       | -1%                                  |
| 2  | United Kingdom | 32.5          | 15%        | -20%                       | -18%                                 |
| 3  | United States  | 21.3          | 10%        | -16%                       | -16%                                 |
| 4  | Germany        | 18.6          | 9%         | -25%                       | -21%                                 |
| 5  | Netherlands    | 14.5          | 7%         | -26%                       | 24%                                  |
| 6  | France         | 10.5          | 5%         | -26%                       | -21%                                 |
| 7  | Canada         | 7.0           | 3%         | -30%                       | -10%                                 |
| 8  | Belgium        | 6.8           | 3%         | -27%                       | -43%                                 |
| 9  | Saudi Arabia   | 5.7           | 3%         | -6%                        | -55%                                 |
| 10 | Japan          | 5.3           | 2%         | -4%                        | 9%                                   |
|    | Other markets  | 48.7          | 23%        |                            |                                      |
|    | Total          | 215.0         |            | -24%                       | -14%                                 |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



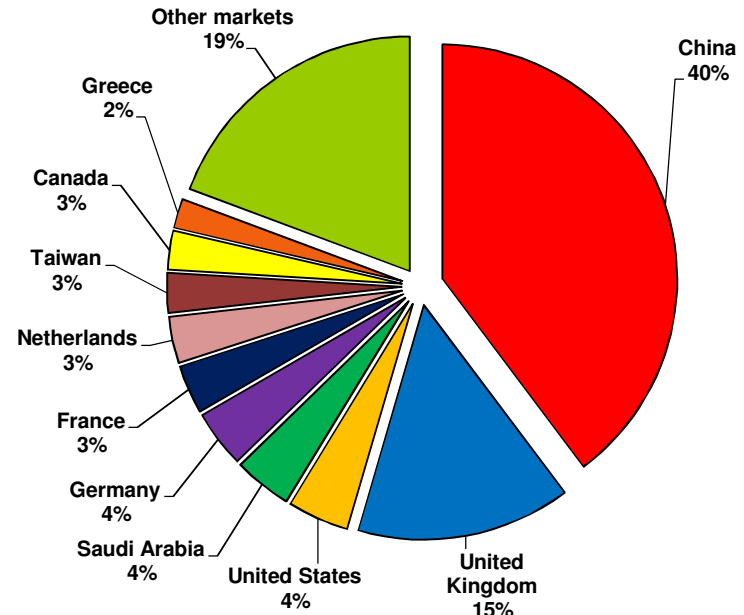
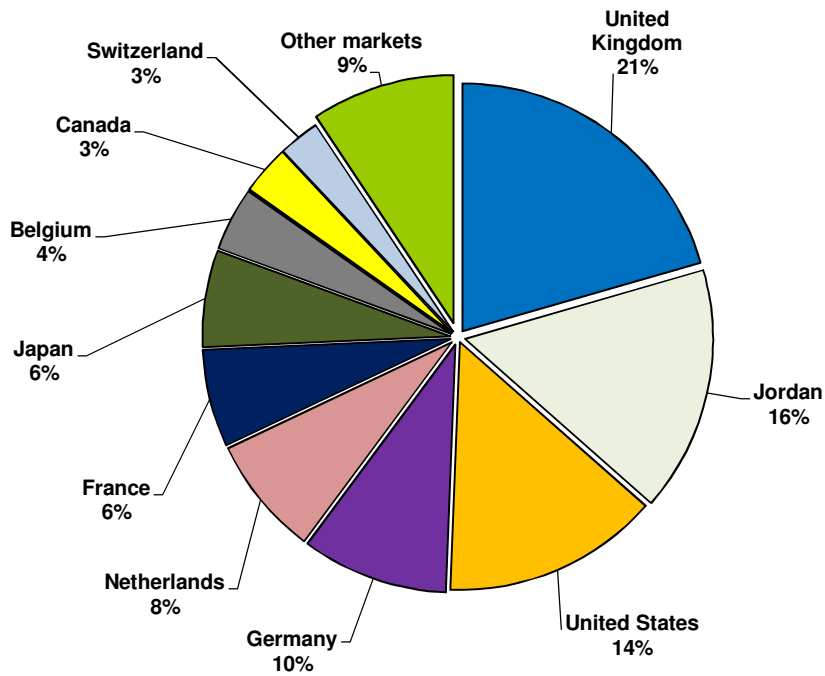
**Top 10 chilled sheepmeat markets by volume, month of June 2016**

|    | Country        | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|-----------------|------------|----------------------------|--------------------------------------|
| 1  | United Kingdom | 778             | 21%        | -52%                       | -25%                                 |
| 2  | Jordan         | 605             | 16%        | -38%                       | 33%                                  |
| 3  | United States  | 535             | 14%        | -8%                        | -8%                                  |
| 4  | Germany        | 362             | 10%        | -11%                       | -8%                                  |
| 5  | Netherlands    | 295             | 8%         | -15%                       | 33%                                  |
| 6  | France         | 241             | 6%         | -34%                       | -15%                                 |
| 7  | Japan          | 239             | 6%         | -5%                        | 8%                                   |
| 8  | Belgium        | 158             | 4%         | -25%                       | -30%                                 |
| 9  | Canada         | 122             | 3%         | -48%                       | -29%                                 |
| 10 | Switzerland    | 101             | 3%         | -47%                       | -37%                                 |
|    | Other markets  | 354             | 9%         |                            |                                      |
|    | <b>Total</b>   | <b>3,790</b>    |            | <b>-32%</b>                | <b>-8%</b>                           |

**Top 10 frozen sheepmeat markets by volume, month of June 2016**

|    | Country        | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|-----------------|------------|----------------------------|--------------------------------------|
| 1  | China          | 10,480          | 40%        | -37%                       | 15%                                  |
| 2  | United Kingdom | 3,895           | 15%        | -3%                        | 5%                                   |
| 3  | United States  | 1,118           | 4%         | -22%                       | -19%                                 |
| 4  | Saudi Arabia   | 1,051           | 4%         | -14%                       | -45%                                 |
| 5  | Germany        | 1,039           | 4%         | -23%                       | -23%                                 |
| 6  | France         | 884             | 3%         | -21%                       | -21%                                 |
| 7  | Netherlands    | 844             | 3%         | -19%                       | 20%                                  |
| 8  | Taiwan         | 728             | 3%         | -27%                       | 2%                                   |
| 9  | Canada         | 708             | 3%         | -26%                       | -10%                                 |
| 10 | Greece         | 534             | 2%         | 3%                         | 10%                                  |
|    | Other markets  | 5,094           | 19%        |                            |                                      |
|    | <b>Total</b>   | <b>26,375</b>   |            | <b>-25%</b>                | <b>-2%</b>                           |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



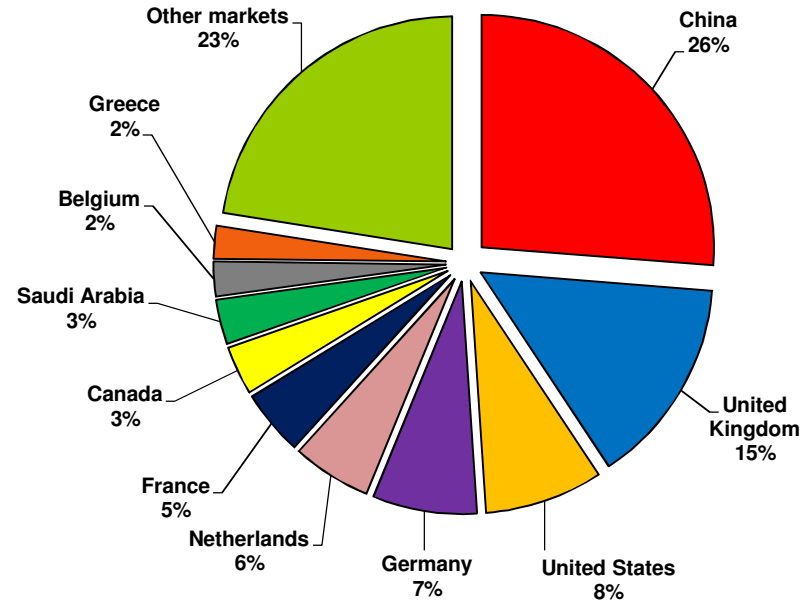
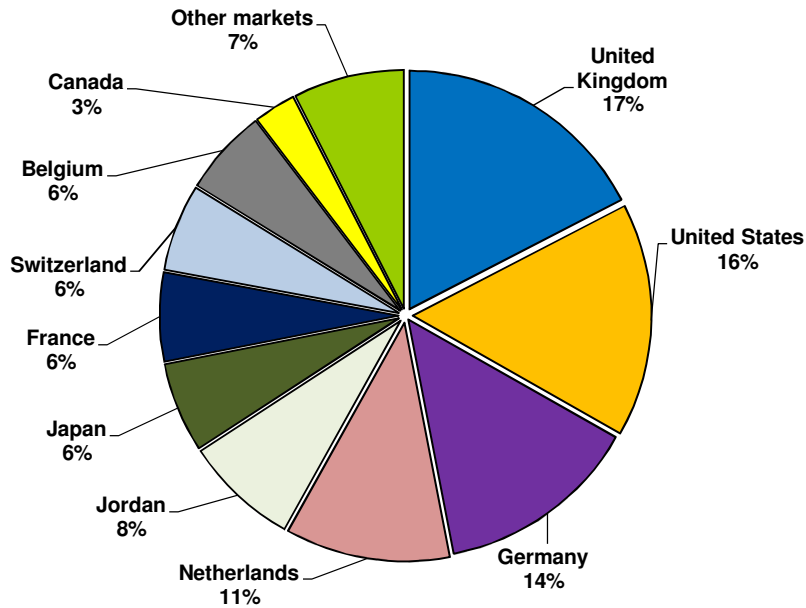
Top 10 chilled sheepmeat markets by value, month of June 2016

|    | Country        | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|---------------|------------|----------------------------|--------------------------------------|
| 1  | United Kingdom | 8.3           | 17%        | -48%                       | -31%                                 |
| 2  | United States  | 7.5           | 16%        | -11%                       | -13%                                 |
| 3  | Germany        | 6.5           | 14%        | -16%                       | -8%                                  |
| 4  | Netherlands    | 5.3           | 11%        | -15%                       | 51%                                  |
| 5  | Jordan         | 3.7           | 8%         | -31%                       | 13%                                  |
| 6  | Japan          | 2.9           | 6%         | -9%                        | 9%                                   |
| 7  | France         | 2.9           | 6%         | -32%                       | -12%                                 |
| 8  | Switzerland    | 2.8           | 6%         | -51%                       | -33%                                 |
| 9  | Belgium        | 2.8           | 6%         | -33%                       | -27%                                 |
| 10 | Canada         | 1.4           | 3%         | -29%                       | -12%                                 |
|    | Other markets  | 3.6           | 8%         |                            |                                      |
|    | Total          | 47.5          |            | -29%                       | -11%                                 |

Top 10 frozen sheepmeat markets by value, month of June 2016

|    | Country        | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|---------------|------------|----------------------------|--------------------------------------|
| 1  | China          | 43.9          | 26%        | -36%                       | -1%                                  |
| 2  | United Kingdom | 24.2          | 14%        | -3%                        | -12%                                 |
| 3  | United States  | 13.8          | 8%         | -19%                       | -17%                                 |
| 4  | Germany        | 12.1          | 7%         | -30%                       | -26%                                 |
| 5  | Netherlands    | 9.2           | 6%         | -32%                       | 13%                                  |
| 6  | France         | 7.6           | 5%         | -24%                       | -23%                                 |
| 7  | Canada         | 5.7           | 3%         | -30%                       | -9%                                  |
| 8  | Saudi Arabia   | 5.2           | 3%         | -6%                        | -58%                                 |
| 9  | Belgium        | 4.0           | 2%         | -23%                       | -51%                                 |
| 10 | Greece         | 3.9           | 2%         | 10%                        | 7%                                   |
|    | Other markets  | 37.7          | 23%        |                            |                                      |
|    | Total          | 167.5         |            | -22%                       | -14%                                 |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



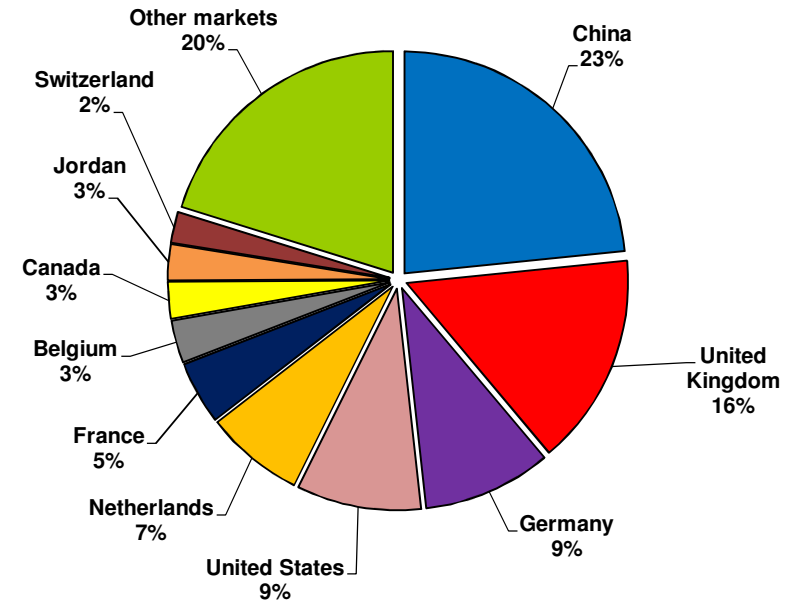
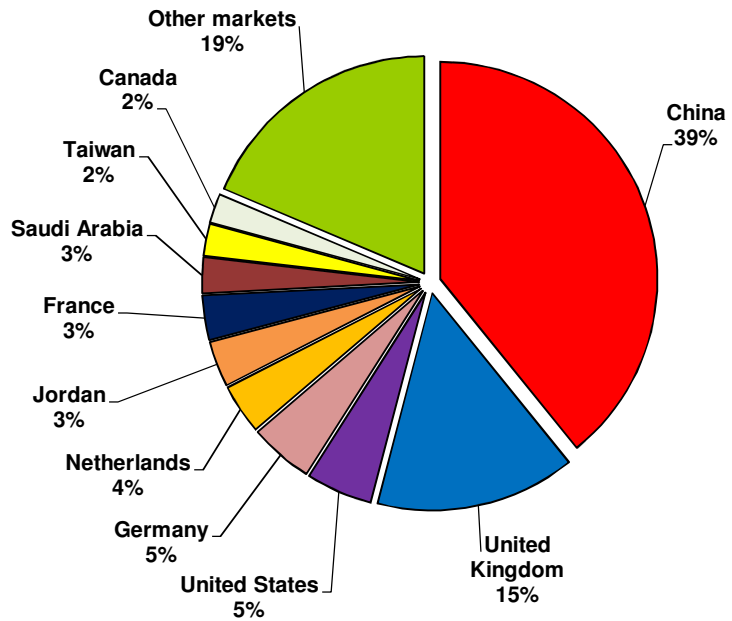
**Top 10 sheepmeat markets by volume, 2nd quarter 2016**

|    | Country        | Volume (tonnes) | % of total | Change from previous quarter | Change from 2nd quarter 2016 |
|----|----------------|-----------------|------------|------------------------------|------------------------------|
| 1  | China          | 44,692          | 39%        | -3%                          | 38%                          |
| 2  | United Kingdom | 17,003          | 15%        | -33%                         | 6%                           |
| 3  | United States  | 5,646           | 5%         | -18%                         | -9%                          |
| 4  | Germany        | 5,410           | 5%         | -29%                         | -8%                          |
| 5  | Netherlands    | 4,251           | 4%         | -39%                         | 12%                          |
| 6  | Jordan         | 3,874           | 3%         | 62%                          | 29%                          |
| 7  | France         | 3,776           | 3%         | 5%                           | -9%                          |
| 8  | Saudi Arabia   | 3,034           | 3%         | 71%                          | -55%                         |
| 9  | Taiwan         | 2,691           | 2%         | -22%                         | 21%                          |
| 10 | Canada         | 2,483           | 2%         | -8%                          | -2%                          |
|    | Other markets  | 21,250          | 19%        |                              |                              |
|    | Total          | 114,111         |            | -13%                         | 11%                          |

**Top 10 sheepmeat markets by value, 2nd quarter 2016**

|    | Country        | Value (NZ\$m) | % of total | Change from previous quarter | Change from 2nd quarter 2016 |
|----|----------------|---------------|------------|------------------------------|------------------------------|
| 1  | China          | 182.7         | 23%        | 4%                           | 17%                          |
| 2  | United Kingdom | 121.0         | 15%        | -43%                         | -6%                          |
| 3  | Germany        | 73.0          | 9%         | -28%                         | 2%                           |
| 4  | United States  | 71.2          | 9%         | -13%                         | 1%                           |
| 5  | Netherlands    | 56.2          | 7%         | -36%                         | 22%                          |
| 6  | France         | 35.7          | 5%         | -3%                          | -7%                          |
| 7  | Belgium        | 24.4          | 3%         | 0%                           | -19%                         |
| 8  | Canada         | 21.1          | 3%         | 2%                           | -2%                          |
| 9  | Jordan         | 20.4          | 3%         | 60%                          | 3%                           |
| 10 | Switzerland    | 17.7          | 2%         | 15%                          | 20%                          |
|    | Other markets  | 157.7         | 20%        |                              |                              |
|    | Total          | 781.1         |            | -17%                         | 0%                           |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



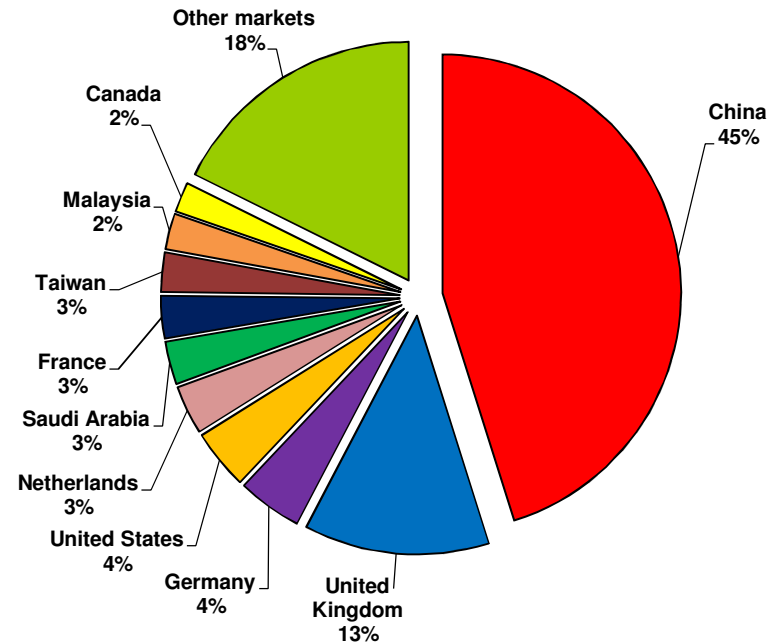
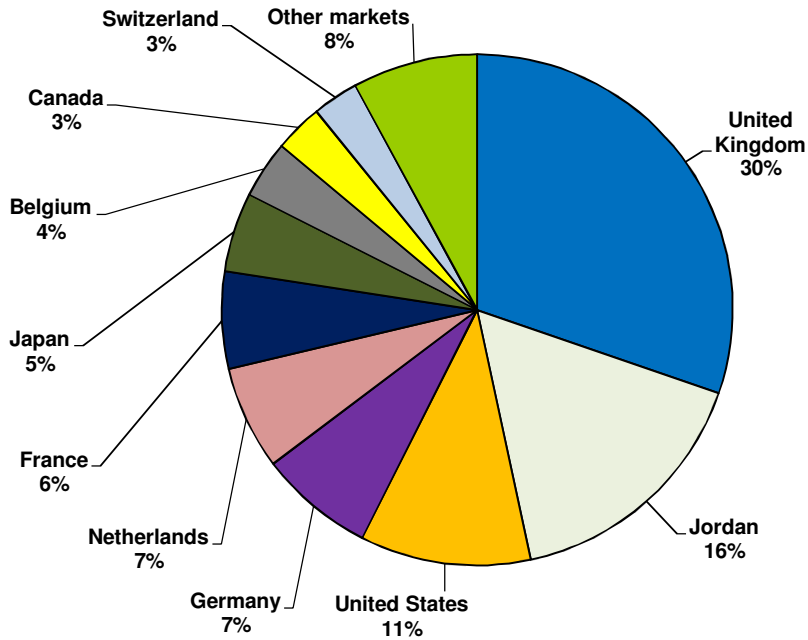
**Top 10 chilled sheepmeat markets by volume, 2nd quarter 2016**

|    | Country        | Volume (tonnes) | % of total | Change from previous quarter | Change from 2nd quarter 2016 |
|----|----------------|-----------------|------------|------------------------------|------------------------------|
| 1  | United Kingdom | 4,569           | 30%        | -68%                         | 1%                           |
| 2  | Jordan         | 2,466           | 16%        | 63%                          | 53%                          |
| 3  | United States  | 1,626           | 11%        | -15%                         | -8%                          |
| 4  | Germany        | 1,097           | 7%         | -45%                         | 15%                          |
| 5  | Netherlands    | 991             | 7%         | -57%                         | 19%                          |
| 6  | France         | 924             | 6%         | -58%                         | -13%                         |
| 7  | Japan          | 760             | 5%         | 18%                          | 21%                          |
| 8  | Belgium        | 551             | 4%         | -5%                          | -23%                         |
| 9  | Canada         | 463             | 3%         | -27%                         | 5%                           |
| 10 | Switzerland    | 436             | 3%         | -7%                          | 2%                           |
|    | Other markets  | 1,196           | 8%         |                              |                              |
|    |                | 15,080          |            | -46%                         | 6%                           |

**Top 10 frozen sheepmeat markets by volume, 2nd quarter 2016**

|    | Country        | Volume (tonnes) | % of total | Change from previous quarter | Change from 2nd quarter 2016 |
|----|----------------|-----------------|------------|------------------------------|------------------------------|
| 1  | China          | 44,692          | 45%        | -3%                          | 38%                          |
| 2  | United Kingdom | 12,434          | 13%        | 12%                          | 7%                           |
| 3  | Germany        | 4,313           | 4%         | -23%                         | -13%                         |
| 4  | United States  | 4,020           | 4%         | -20%                         | -9%                          |
| 5  | Netherlands    | 3,260           | 3%         | -31%                         | 10%                          |
| 6  | Saudi Arabia   | 2,883           | 3%         | 72%                          | -57%                         |
| 7  | France         | 2,852           | 3%         | 108%                         | -8%                          |
| 8  | Taiwan         | 2,666           | 3%         | -21%                         | 22%                          |
| 9  | Malaysia       | 2,390           | 2%         | -43%                         | 9%                           |
| 10 | Canada         | 2,020           | 2%         | -3%                          | -3%                          |
|    | Other markets  | 17,500          | 18%        |                              |                              |
|    | Total          | 99,031          |            | -4%                          | 11%                          |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



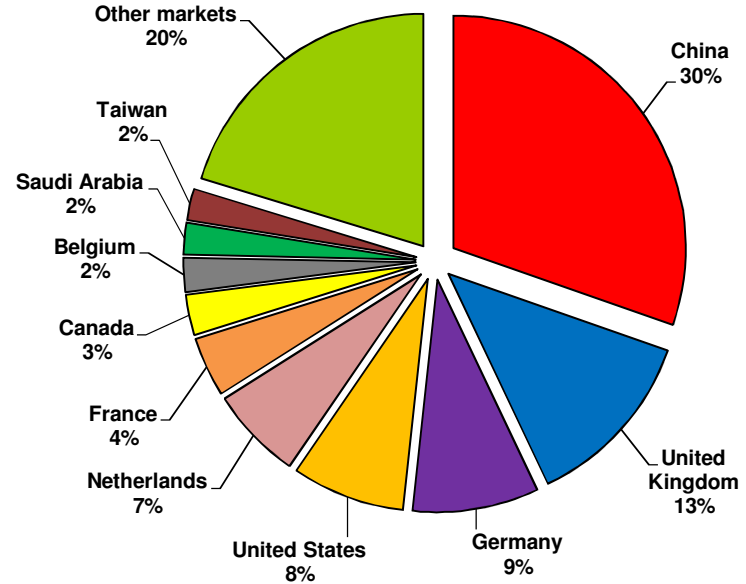
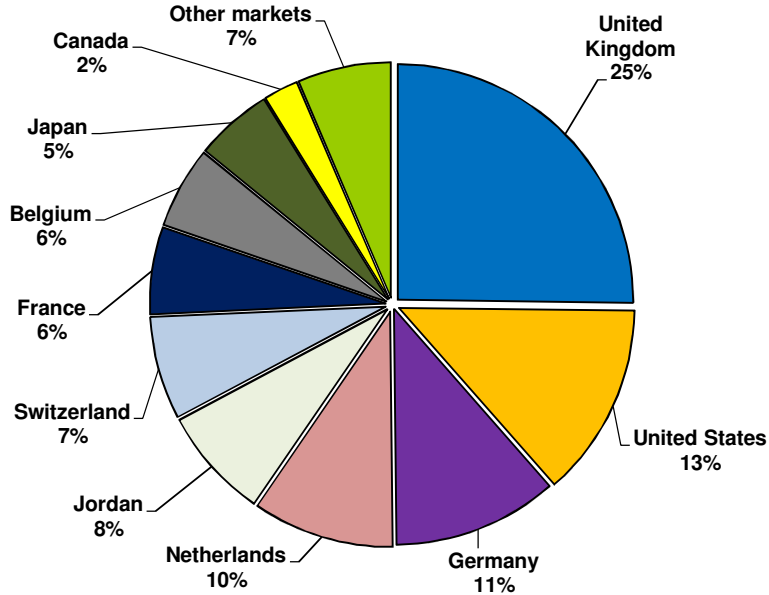
**Top 10 chilled sheepmeat markets by value, 2nd quarter 2016**

|    | Country        | Value (NZ\$m) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|----|----------------|---------------|------------|------------------------------|------------------------------|
| 1  | United Kingdom | 45.1          | 25%        | -68%                         | -5%                          |
| 2  | United States  | 23.9          | 13%        | -17%                         | -6%                          |
| 3  | Germany        | 20.3          | 11%        | -37%                         | 22%                          |
| 4  | Netherlands    | 17.4          | 10%        | -44%                         | 43%                          |
| 5  | Jordan         | 13.7          | 8%         | 56%                          | 25%                          |
| 6  | Switzerland    | 12.6          | 7%         | -1%                          | 16%                          |
| 7  | France         | 10.7          | 6%         | -56%                         | -3%                          |
| 8  | Belgium        | 10.1          | 6%         | -4%                          | -5%                          |
| 9  | Japan          | 9.5           | 5%         | 12%                          | 25%                          |
| 10 | Canada         | 4.3           | 2%         | -13%                         | 12%                          |
|    | Other markets  | 11.5          | 6%         |                              |                              |
|    | Total          | 179.2         |            | -44%                         | 6%                           |

**Top 10 frozen sheepmeat markets by value, 2nd quarter 2016**

|    | Country        | Value (NZ\$m) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|----|----------------|---------------|------------|------------------------------|------------------------------|
| 1  | China          | 182.7         | 30%        | 4%                           | 17%                          |
| 2  | United Kingdom | 75.8          | 13%        | 11%                          | -6%                          |
| 3  | Germany        | 52.7          | 9%         | -23%                         | -4%                          |
| 4  | United States  | 47.4          | 8%         | -11%                         | 5%                           |
| 5  | Netherlands    | 38.7          | 6%         | -32%                         | 15%                          |
| 6  | France         | 25.0          | 4%         | 106%                         | -8%                          |
| 7  | Canada         | 16.8          | 3%         | 7%                           | -5%                          |
| 8  | Belgium        | 14.3          | 2%         | 3%                           | -27%                         |
| 9  | Saudi Arabia   | 13.5          | 2%         | 67%                          | -68%                         |
| 10 | Taiwan         | 13.0          | 2%         | -22%                         | -4%                          |
|    | Other markets  | 121.9         | 20%        |                              |                              |
|    | Total          | 601.9         |            | -2%                          | -1%                          |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



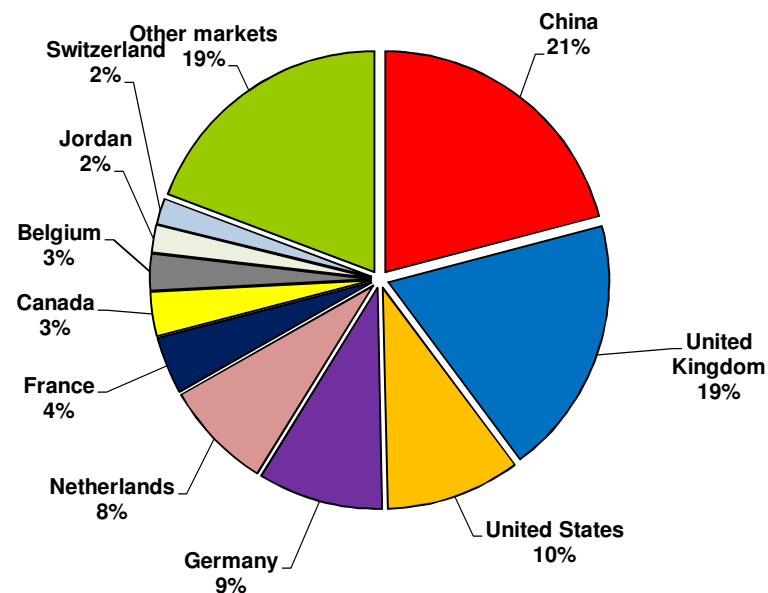
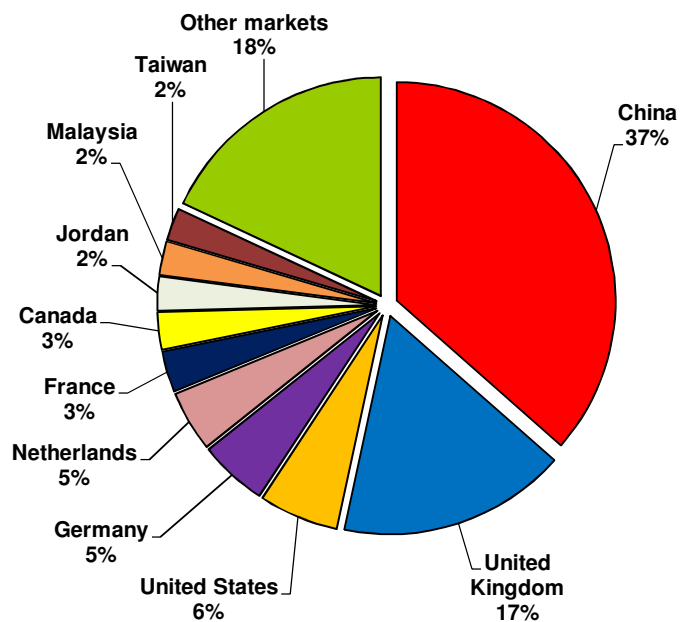
**Top 10 sheepmeat markets by volume, 12 months ended 30 June 2016**

|    | Country        | Volume (tonnes) | % of total | Change from<br>YE Jun 2015 |
|----|----------------|-----------------|------------|----------------------------|
| 1  | China          | 149,356         | 36%        | 12%                        |
| 2  | United Kingdom | 69,046          | 17%        | 7%                         |
| 3  | United States  | 24,169          | 6%         | 14%                        |
| 4  | Germany        | 20,534          | 5%         | 4%                         |
| 5  | Netherlands    | 18,416          | 5%         | 26%                        |
| 6  | France         | 12,338          | 3%         | -4%                        |
| 7  | Canada         | 11,334          | 3%         | 14%                        |
| 8  | Jordan         | 10,190          | 2%         | 18%                        |
| 9  | Malaysia       | 10,163          | 2%         | 31%                        |
| 10 | Taiwan         | 9,842           | 2%         | 47%                        |
|    | Other markets  | 73,820          | 18%        |                            |
|    | Total          | 409,207         |            | 8%                         |

**Top 10 sheepmeat markets by value, 12 months ended 30 June 2016**

|    | Country        | Value (NZ\$m) | % of total | Change from<br>YE Jun 2015 |
|----|----------------|---------------|------------|----------------------------|
| 1  | China          | 624.9         | 21%        | -7%                        |
| 2  | United Kingdom | 564.6         | 19%        | 2%                         |
| 3  | United States  | 294.0         | 10%        | 14%                        |
| 4  | Germany        | 274.0         | 9%         | 12%                        |
| 5  | Netherlands    | 238.1         | 8%         | 33%                        |
| 6  | France         | 125.2         | 4%         | 0%                         |
| 7  | Canada         | 95.8          | 3%         | 10%                        |
| 8  | Belgium        | 79.8          | 3%         | -3%                        |
| 9  | Jordan         | 59.6          | 2%         | 0%                         |
| 10 | Switzerland    | 56.3          | 2%         | 14%                        |
|    | Other markets  | 576.1         | 19%        |                            |
|    | Total          | 2,988.4       |            | 2%                         |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data





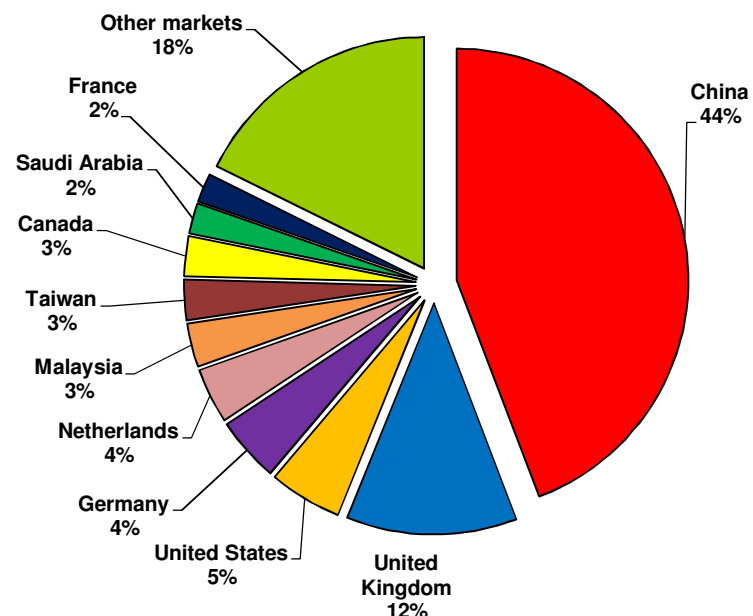
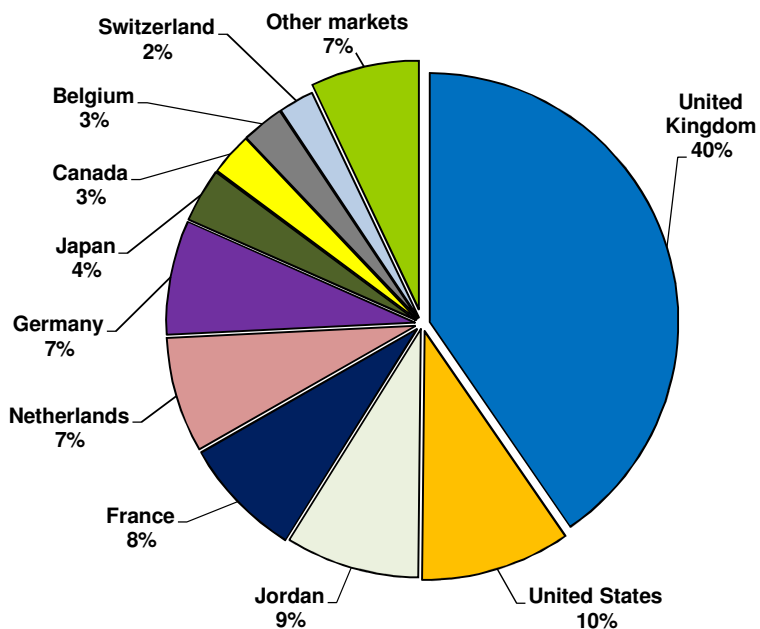
**Top 10 chilled sheepmeat markets by volume, 12 months ended 30 June 2016**

|    | Country        | Volume (tonnes) | % of total | Change from YE June 2015 |
|----|----------------|-----------------|------------|--------------------------|
| 1  | United Kingdom | 28,831          | 40%        | 7%                       |
| 2  | United States  | 6,945           | 10%        | -4%                      |
| 3  | Jordan         | 6,213           | 9%         | 52%                      |
| 4  | France         | 5,611           | 8%         | -8%                      |
| 5  | Netherlands    | 5,351           | 8%         | 9%                       |
| 6  | Germany        | 5,279           | 7%         | 18%                      |
| 7  | Japan          | 2,503           | 4%         | 33%                      |
| 8  | Canada         | 1,974           | 3%         | 28%                      |
| 9  | Belgium        | 1,943           | 3%         | -9%                      |
| 10 | Switzerland    | 1,633           | 2%         | 11%                      |
|    | Other markets  | 5,039           | 7%         |                          |
|    | <b>Total</b>   | <b>71,322</b>   |            | <b>9%</b>                |

**Top 10 frozen sheepmeat markets by volume, 12 months ended 30 June 2016**

|    | Country        | Volume (tonnes) | % of total | Change from YE June 2015 |
|----|----------------|-----------------|------------|--------------------------|
| 1  | China          | 149,346         | 44%        | 12%                      |
| 2  | United Kingdom | 40,214          | 12%        | 6%                       |
| 3  | United States  | 17,224          | 5%         | 23%                      |
| 4  | Germany        | 15,256          | 5%         | 0%                       |
| 5  | Netherlands    | 13,065          | 4%         | 35%                      |
| 6  | Malaysia       | 10,150          | 3%         | 32%                      |
| 7  | Taiwan         | 9,634           | 3%         | 45%                      |
| 8  | Canada         | 9,360           | 3%         | 11%                      |
| 9  | Saudi Arabia   | 7,142           | 2%         | -55%                     |
| 10 | France         | 6,726           | 2%         | 0%                       |
|    | Other markets  | 59,767          | 18%        |                          |
|    | <b>Total</b>   | <b>337,885</b>  |            | <b>8%</b>                |

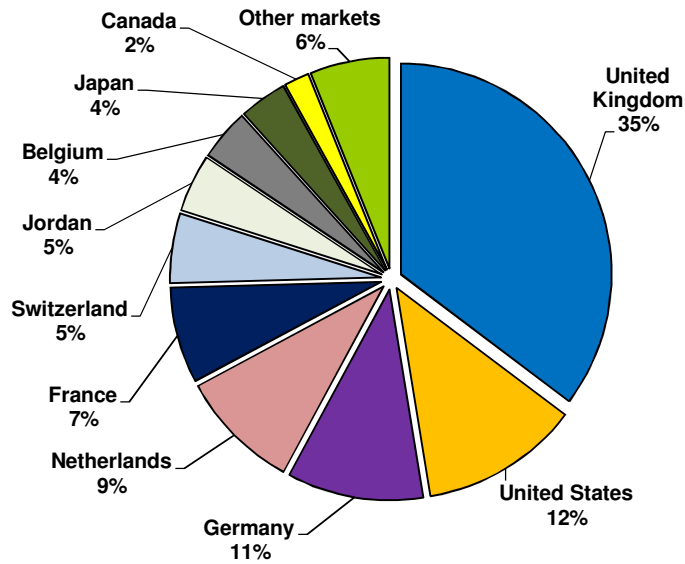
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



**Top 10 chilled sheepmeat markets by value, 12 months ended 30 June 2016**

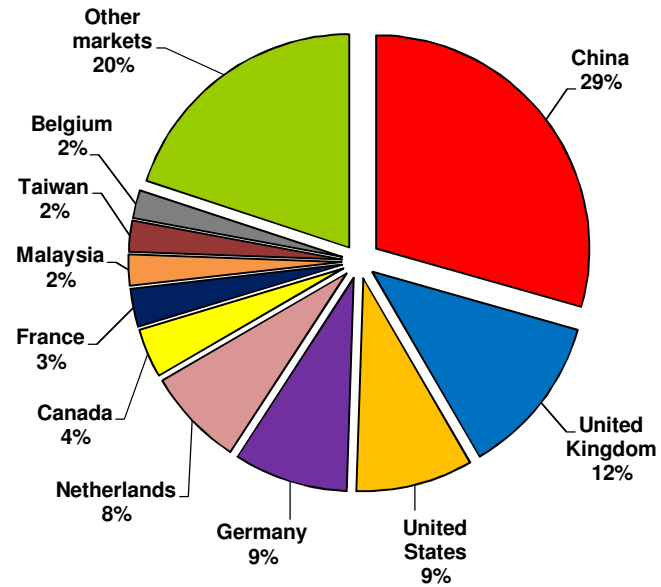
|    | Country        | Value (NZ\$m) | % of total | Change from<br>YE June 2015 |
|----|----------------|---------------|------------|-----------------------------|
| 1  | United Kingdom | 304.4         | 35%        | 7%                          |
| 2  | United States  | 105.0         | 12%        | 4%                          |
| 3  | Germany        | 90.2          | 10%        | 28%                         |
| 4  | Netherlands    | 80.3          | 9%         | 17%                         |
| 5  | France         | 63.6          | 7%         | -2%                         |
| 6  | Switzerland    | 46.4          | 5%         | 21%                         |
| 7  | Jordan         | 38.1          | 4%         | 32%                         |
| 8  | Belgium        | 34.1          | 4%         | 7%                          |
| 9  | Japan          | 31.6          | 4%         | 31%                         |
| 10 | Canada         | 16.8          | 2%         | 24%                         |
|    | Other markets  | 52.5          | 6%         |                             |
|    | <b>Total</b>   | <b>863.0</b>  |            | <b>12%</b>                  |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



**Top 10 frozen sheepmeat markets by value, 12 months ended 31 June 2016**

|    | Country        | Value (NZ\$m)  | % of total | Change from<br>YE June 2015 |
|----|----------------|----------------|------------|-----------------------------|
| 1  | China          | 624.7          | 29%        | -7%                         |
| 2  | United Kingdom | 260.2          | 12%        | -3%                         |
| 3  | United States  | 189.0          | 9%         | 21%                         |
| 4  | Germany        | 183.8          | 9%         | 6%                          |
| 5  | Netherlands    | 157.9          | 7%         | 42%                         |
| 6  | Canada         | 79.0           | 4%         | 8%                          |
| 7  | France         | 61.5           | 3%         | 2%                          |
| 8  | Malaysia       | 50.5           | 2%         | 15%                         |
| 9  | Taiwan         | 49.8           | 2%         | 23%                         |
| 10 | Belgium        | 45.7           | 2%         | -9%                         |
|    | Other markets  | 423.3          | 20%        |                             |
|    | <b>Total</b>   | <b>2,125.4</b> |            | <b>-1%</b>                  |



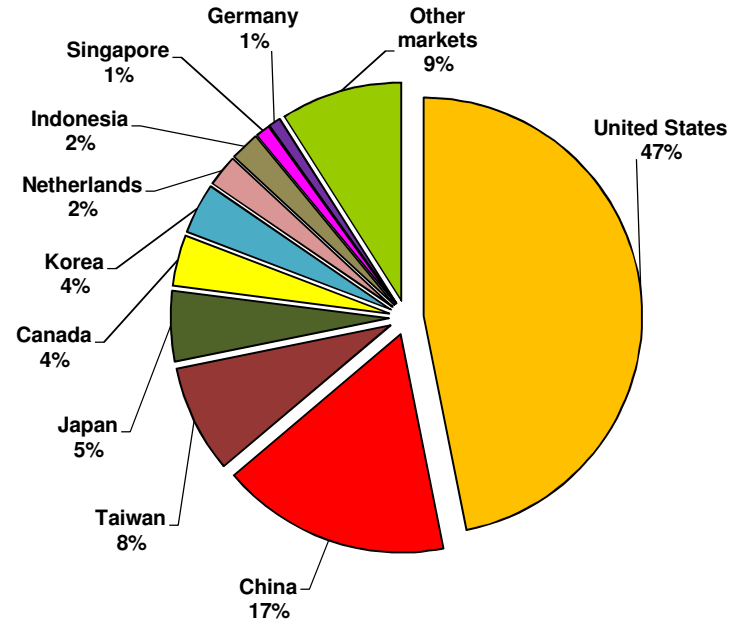
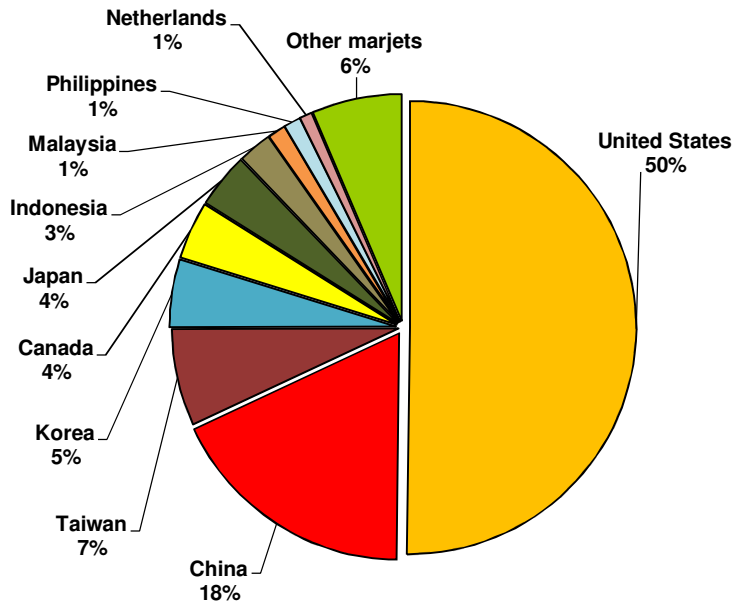
Top 10 beef markets by volume, month of June 2016

|    | Country       | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|---------------|-----------------|------------|----------------------------|--------------------------------------|
| 1  | United States | 23,793          | 50%        | -10%                       | 3%                                   |
| 2  | China         | 8,461           | 18%        | 17%                        | 10%                                  |
| 3  | Taiwan        | 3,280           | 7%         | 1%                         | 17%                                  |
| 4  | Korea         | 2,302           | 5%         | -3%                        | 28%                                  |
| 5  | Canada        | 1,947           | 4%         | 50%                        | 12%                                  |
| 6  | Japan         | 1,864           | 4%         | 13%                        | 21%                                  |
| 7  | Indonesia     | 1,142           | 2%         | -53%                       | 150%                                 |
| 8  | Malaysia      | 606             | 1%         | -33%                       | -31%                                 |
| 9  | Philippines   | 566             | 1%         | 114%                       | 15%                                  |
| 10 | Netherlands   | 414             | 1%         | 65%                        | 13%                                  |
|    | Other markets | 3,034           | 6%         |                            |                                      |
|    |               | 47,411          |            | -4%                        | 8%                                   |

Top 10 beef markets by value, month of June 2016

|    | Country       | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|---------------|---------------|------------|----------------------------|--------------------------------------|
| 1  | United States | 153.8         | 47%        | -9%                        | -4%                                  |
| 2  | China         | 55.7          | 17%        | 19%                        | 2%                                   |
| 3  | Taiwan        | 26.2          | 8%         | 0%                         | 12%                                  |
| 4  | Japan         | 17.1          | 5%         | 12%                        | 6%                                   |
| 5  | Canada        | 12.4          | 4%         | 42%                        | -1%                                  |
| 6  | Korea         | 12.3          | 4%         | -4%                        | 29%                                  |
| 7  | Netherlands   | 7.6           | 2%         | 58%                        | 19%                                  |
| 8  | Indonesia     | 7.1           | 2%         | -49%                       | 128%                                 |
| 9  | Singapore     | 3.5           | 1%         | 52%                        | 62%                                  |
| 10 | Germany       | 2.9           | 1%         | -3%                        | -32%                                 |
|    | Other markets | 29.6          | 9%         |                            |                                      |
|    | Total         | 328.1         |            | -2%                        | 1%                                   |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



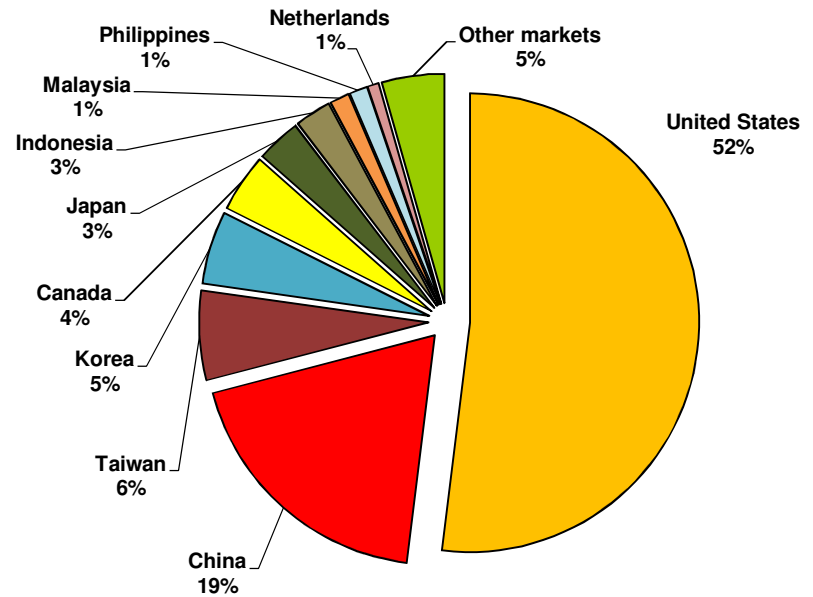
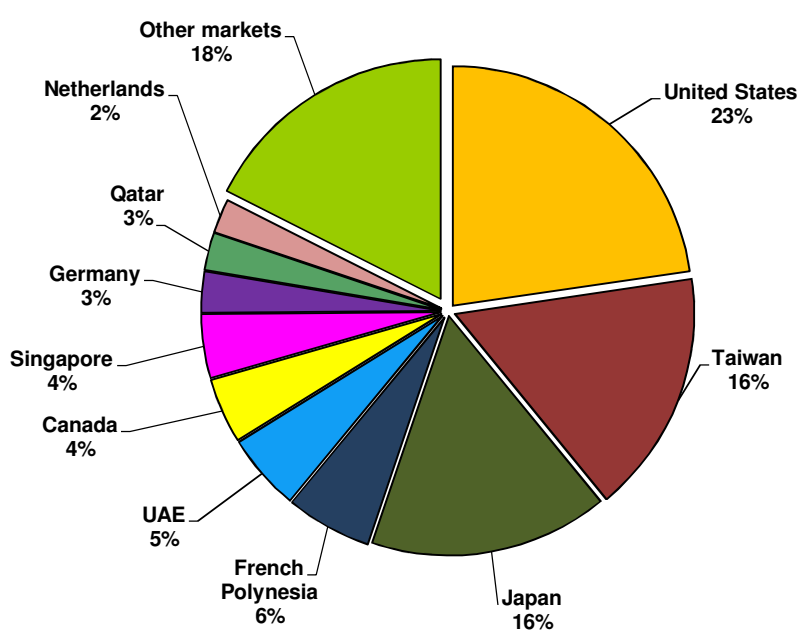
**Top 10 chilled beef markets by volume, month of June 2016**

|    | Country          | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|------------------|-----------------|------------|----------------------------|--------------------------------------|
| 1  | United States    | 647             | 23%        | 29%                        | 264%                                 |
| 2  | Taiwan           | 468             | 16%        | 27%                        | 124%                                 |
| 3  | Japan            | 460             | 16%        | -16%                       | -8%                                  |
| 4  | French Polynesia | 165             | 6%         | -5%                        | 1%                                   |
| 5  | UAE              | 148             | 5%         | -40%                       | -20%                                 |
| 6  | Canada           | 125             | 4%         | 51%                        | 50%                                  |
| 7  | Singapore        | 123             | 4%         | 50%                        | 28%                                  |
| 8  | Germany          | 80              | 3%         | 39%                        | -43%                                 |
| 9  | Qatar            | 72              | 3%         | -14%                       | 27%                                  |
| 10 | Netherlands      | 65              | 2%         | 16%                        | -4%                                  |
|    | Other markets    | 501             | 18%        |                            |                                      |
|    | Total            | 2,853           |            | 0%                         | 24%                                  |

**Top 10 frozen beef markets by volume, month of June 2016**

|    | Country       | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|---------------|-----------------|------------|----------------------------|--------------------------------------|
| 1  | United States | 23,145          | 52%        | -11%                       | 1%                                   |
| 2  | China         | 8,461           | 19%        | 17%                        | 10%                                  |
| 3  | Taiwan        | 2,812           | 6%         | -2%                        | 8%                                   |
| 4  | Korea         | 2,298           | 5%         | -2%                        | 28%                                  |
| 5  | Canada        | 1,822           | 4%         | 49%                        | 10%                                  |
| 6  | Japan         | 1,404           | 3%         | 27%                        | 34%                                  |
| 7  | Indonesia     | 1,130           | 3%         | -52%                       | 148%                                 |
| 8  | Malaysia      | 604             | 1%         | -33%                       | -31%                                 |
| 9  | Philippines   | 566             | 1%         | 115%                       | 15%                                  |
| 10 | Netherlands   | 349             | 1%         | 80%                        | 17%                                  |
|    | Other markets | 1,965           | 4%         |                            |                                      |
|    | Total         | 44,558          |            | -4%                        | 8%                                   |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



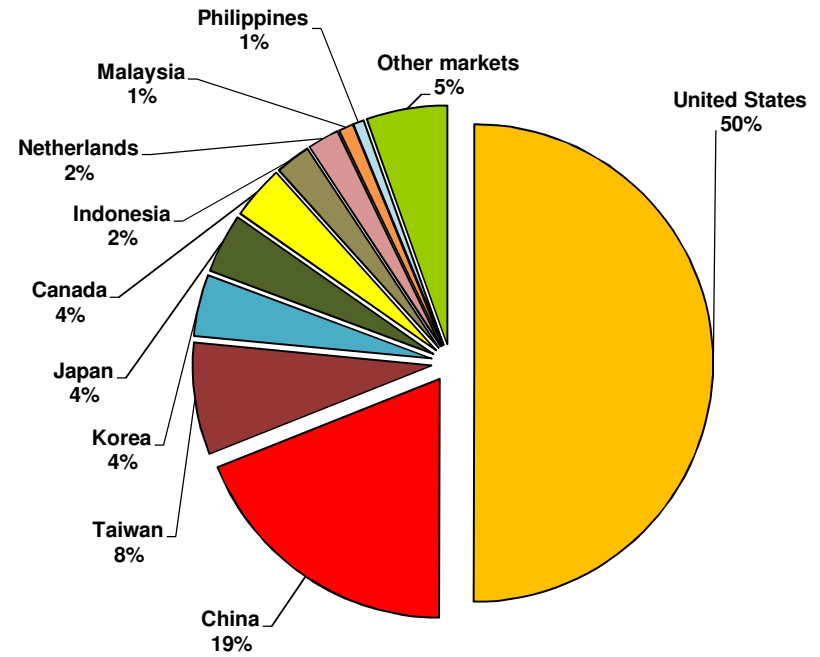
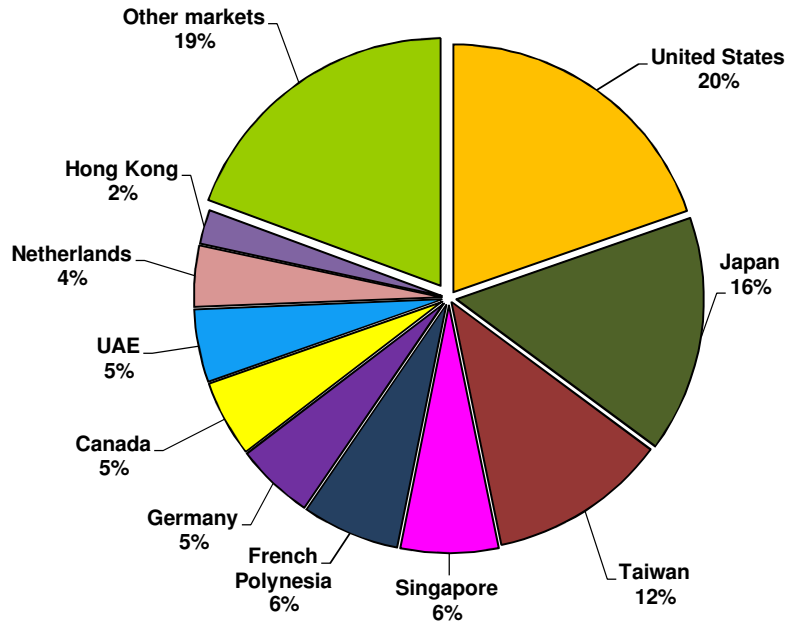
**Top 10 chilled beef markets by value, month of June 2016**

|    | Country          | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|------------------|---------------|------------|----------------------------|--------------------------------------|
| 1  | United States    | 6.7           | 20%        | 16%                        | 189%                                 |
| 2  | Japan            | 5.3           | 15%        | -16%                       | -31%                                 |
| 3  | Taiwan           | 4.0           | 12%        | 12%                        | 74%                                  |
| 4  | Singapore        | 2.2           | 6%         | 54%                        | 41%                                  |
| 5  | French Polynesia | 2.2           | 6%         | -6%                        | 13%                                  |
| 6  | Germany          | 1.7           | 5%         | 38%                        | -38%                                 |
| 7  | Canada           | 1.7           | 5%         | 42%                        | 80%                                  |
| 8  | UAE              | 1.6           | 5%         | -44%                       | -19%                                 |
| 9  | Netherlands      | 1.4           | 4%         | 12%                        | 7%                                   |
| 10 | Hong Kong        | 0.8           | 2%         | 14%                        | -9%                                  |
|    | Other markets    | 6.6           | 19%        |                            |                                      |
|    | <b>Total</b>     | <b>34.2</b>   |            | <b>-3%</b>                 | <b>10%</b>                           |

**Top 10 frozen beef markets by value, month of June 2016**

|    | Country       | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|---------------|---------------|------------|----------------------------|--------------------------------------|
| 1  | United States | 147.0         | 50%        | -10%                       | -7%                                  |
| 2  | China         | 55.7          | 19%        | 19%                        | 2%                                   |
| 3  | Taiwan        | 22.2          | 8%         | -2%                        | 5%                                   |
| 4  | Korea         | 12.2          | 4%         | -4%                        | 29%                                  |
| 5  | Japan         | 11.8          | 4%         | 31%                        | 40%                                  |
| 6  | Canada        | 10.7          | 4%         | 42%                        | -7%                                  |
| 7  | Indonesia     | 7.0           | 2%         | -48%                       | 125%                                 |
| 8  | Netherlands   | 6.3           | 2%         | 74%                        | 22%                                  |
| 9  | Malaysia      | 2.8           | 1%         | -26%                       | -24%                                 |
| 10 | Philippines   | 2.1           | 1%         | 120%                       | -6%                                  |
|    | Other markets | 16.0          | 5%         |                            |                                      |
|    | <b>Total</b>  | <b>293.9</b>  |            | <b>-2%</b>                 | <b>0%</b>                            |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



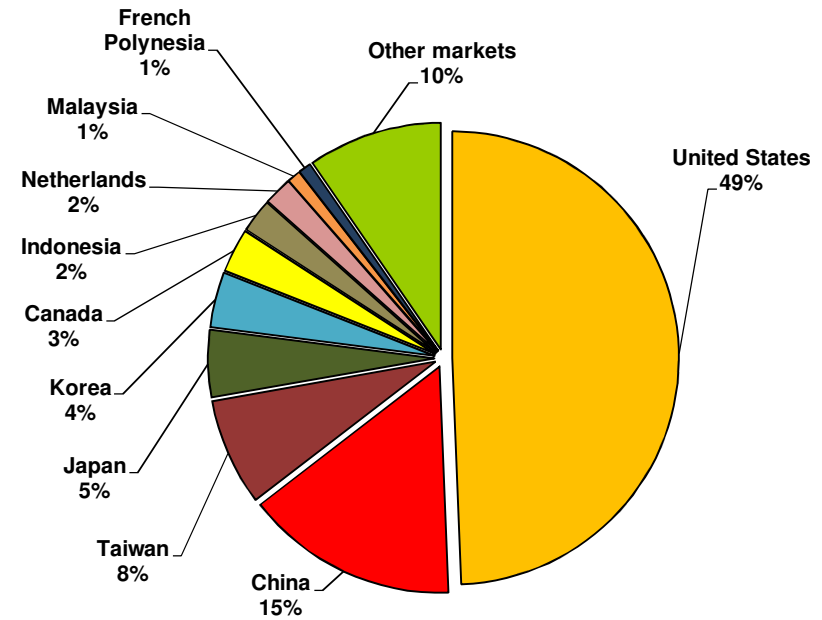
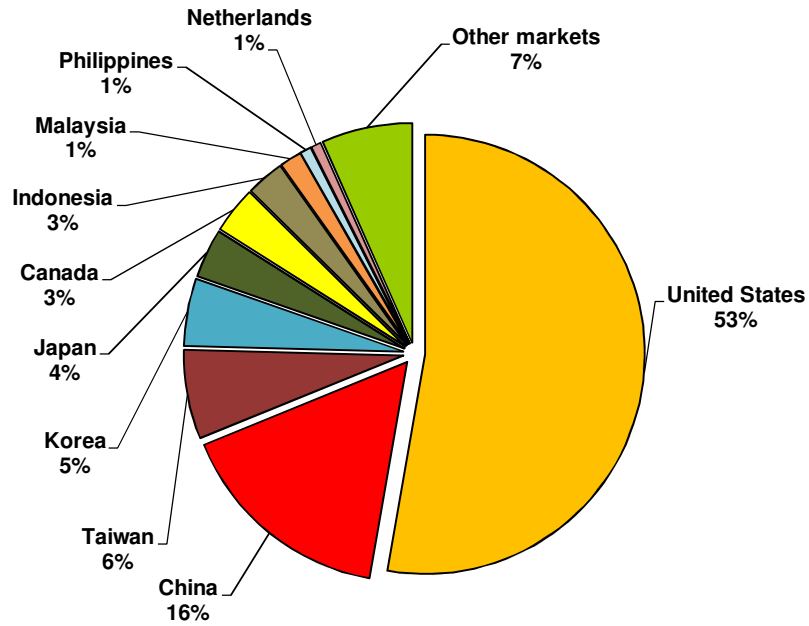
**Top 10 beef markets by volume, 2nd quarter 2016**

|    | Country       | Volume (tonnes) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|----|---------------|-----------------|------------|------------------------------|------------------------------|
| 1  | United States | 73,341          | 53%        | 21%                          | 3%                           |
| 2  | China         | 22,336          | 16%        | 15%                          | 3%                           |
| 3  | Taiwan        | 9,113           | 7%         | 27%                          | 30%                          |
| 4  | Korea         | 6,918           | 5%         | 9%                           | 25%                          |
| 5  | Japan         | 4,995           | 4%         | 44%                          | 11%                          |
| 6  | Canada        | 4,769           | 3%         | 0%                           | 0%                           |
| 7  | Indonesia     | 3,875           | 3%         | 53%                          | 51%                          |
| 8  | Malaysia      | 2,213           | 2%         | 12%                          | -11%                         |
| 9  | Philippines   | 1,147           | 1%         | 43%                          | 27%                          |
| 10 | Netherlands   | 1,038           | 1%         | 26%                          | 13%                          |
|    | Other markets | 9,247           | 7%         |                              |                              |
|    | <b>Total</b>  | <b>138,992</b>  |            | <b>19%</b>                   | <b>6%</b>                    |

**Top 10 beef markets by value, 1st quarter 2016**

|    | Country          | Value (NZ\$m) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|----|------------------|---------------|------------|------------------------------|------------------------------|
| 1  | United States    | 472.2         | 49%        | 20%                          | -3%                          |
| 2  | China            | 145.0         | 15%        | 7%                           | -4%                          |
| 3  | Taiwan           | 73.3          | 8%         | 24%                          | 31%                          |
| 4  | Japan            | 45.8          | 5%         | 42%                          | 10%                          |
| 5  | Korea            | 38.0          | 4%         | -5%                          | 33%                          |
| 6  | Canada           | 30.2          | 3%         | 13%                          | -6%                          |
| 7  | Indonesia        | 23.0          | 2%         | 65%                          | 27%                          |
| 8  | Netherlands      | 19.5          | 2%         | 25%                          | 31%                          |
| 9  | Malaysia         | 9.1           | 1%         | 27%                          | -11%                         |
| 10 | French Polynesia | 8.3           | 1%         | -3%                          | -2%                          |
|    | Other markets    | 91.7          | 10%        |                              |                              |
|    | <b>Total</b>     | <b>956.1</b>  |            | <b>17%</b>                   | <b>2%</b>                    |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



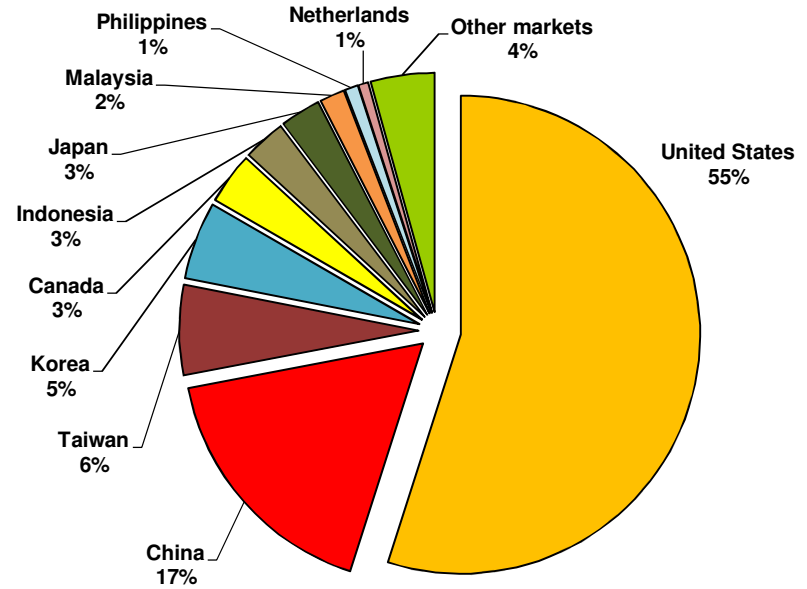
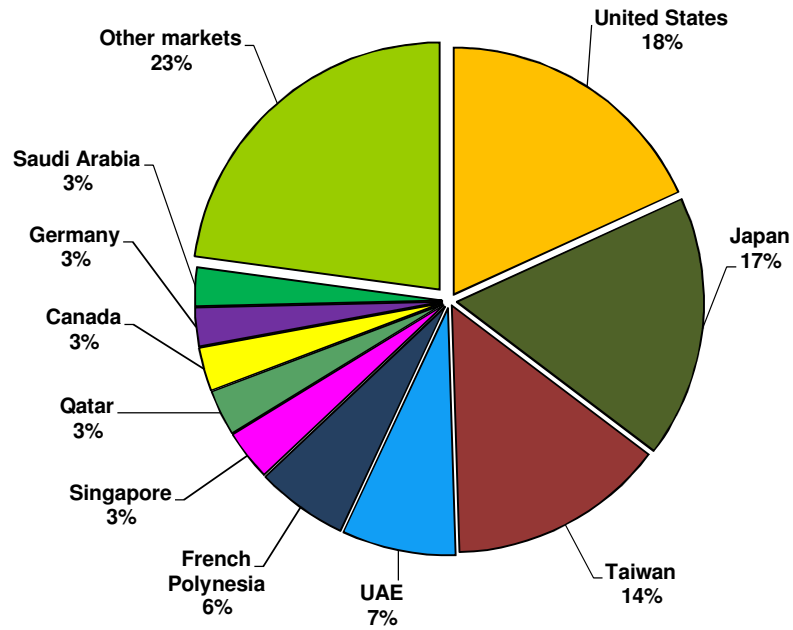
Top 10 chilled beef markets by volume, 2nd quarter 2016

|    | Country          | Volume (tonnes) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|----|------------------|-----------------|------------|------------------------------|------------------------------|
| 1  | United States    | 1,493           | 18%        | 102%                         | 105%                         |
| 2  | Japan            | 1,408           | 17%        | 14%                          | 18%                          |
| 3  | Taiwan           | 1,163           | 14%        | 78%                          | 79%                          |
| 4  | UAE              | 614             | 7%         | -1%                          | 0%                           |
| 5  | French Polynesia | 493             | 6%         | -6%                          | -8%                          |
| 6  | Singapore        | 272             | 3%         | 51%                          | 2%                           |
| 7  | Qatar            | 244             | 3%         | -8%                          | -5%                          |
| 8  | Canada           | 235             | 3%         | 69%                          | 22%                          |
| 9  | Germany          | 209             | 3%         | 12%                          | -14%                         |
| 10 | Saudi Arabia     | 207             | 3%         | 20%                          | 67%                          |
|    | Other markets    | 1,877           | 23%        |                              |                              |
|    | Total            | 8,215           |            | 24%                          | 20%                          |

Top 10 frozen beef markets by volume, 2nd quarter 2015

|    | Country       | Volume (tonnes) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|----|---------------|-----------------|------------|------------------------------|------------------------------|
| 1  | United States | 71,848          | 55%        | 20%                          | 2%                           |
| 2  | China         | 22,335          | 17%        | 15%                          | 3%                           |
| 3  | Taiwan        | 7,949           | 6%         | 22%                          | 25%                          |
| 4  | Korea         | 6,874           | 5%         | 10%                          | 24%                          |
| 5  | Canada        | 4,534           | 3%         | -2%                          | -1%                          |
| 6  | Indonesia     | 3,783           | 3%         | 51%                          | 47%                          |
| 7  | Japan         | 3,587           | 3%         | 62%                          | 8%                           |
| 8  | Malaysia      | 2,208           | 2%         | 12%                          | -11%                         |
| 9  | Philippines   | 1,146           | 1%         | 44%                          | 27%                          |
| 10 | Netherlands   | 863             | 1%         | 27%                          | 22%                          |
|    | Other markets | 5,649           | 4%         |                              |                              |
|    | Total         | 130,777         |            | 19%                          | 6%                           |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



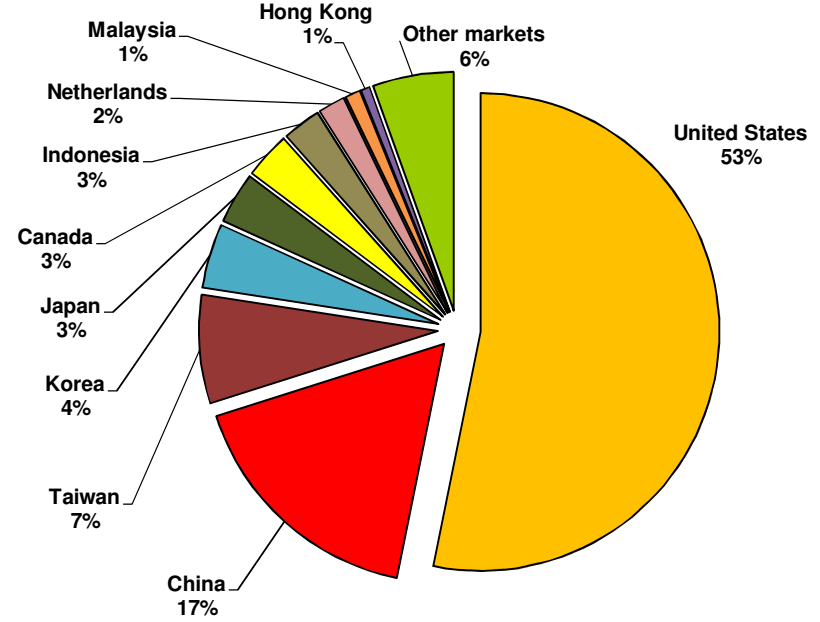
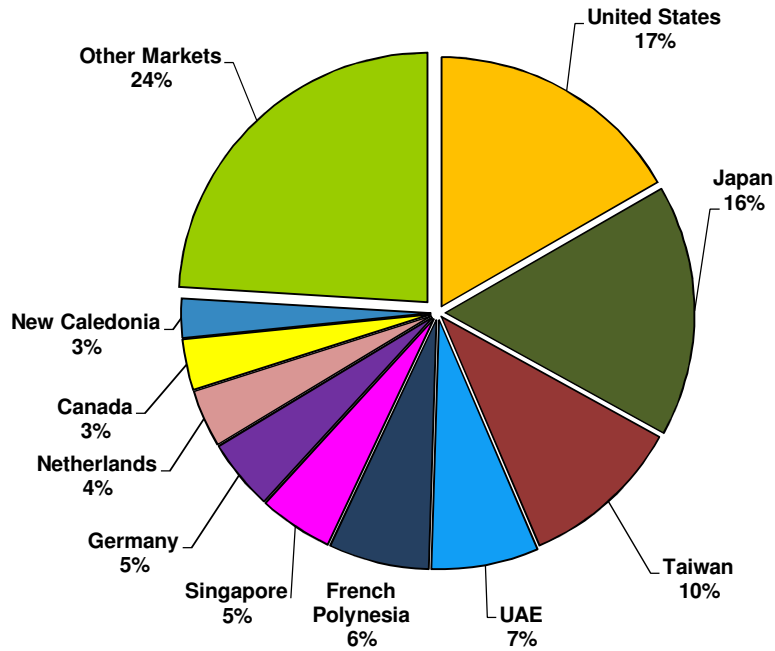
**Top 10 chilled beef markets by value, 2nd quarter 2016**

|    | Country          | Value (NZ\$m) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|----|------------------|---------------|------------|------------------------------|------------------------------|
| 1  | United States    | 16.6          | 17%        | 70%                          | 91%                          |
| 2  | Japan            | 16.2          | 16%        | 11%                          | 2%                           |
| 3  | Taiwan           | 10.5          | 11%        | 78%                          | 66%                          |
| 4  | UAE              | 6.9           | 7%         | -7%                          | 8%                           |
| 5  | French Polynesia | 6.5           | 6%         | -2%                          | 1%                           |
| 6  | Singapore        | 4.8           | 5%         | 50%                          | 15%                          |
| 7  | Germany          | 4.5           | 5%         | 13%                          | -3%                          |
| 8  | Netherlands      | 3.7           | 4%         | 14%                          | 0%                           |
| 9  | Canada           | 3.3           | 3%         | 86%                          | 57%                          |
| 10 | New Caledonia    | 2.5           | 3%         | -34%                         | -24%                         |
|    | Other Markets    | 23.9          | 24%        |                              |                              |
|    | Total            | 99.3          |            | 18%                          | 18%                          |

**Top 10 frozen beef markets by value, 2nd quarter 2016**

|    | Country       | Value (NZ\$m) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|----|---------------|---------------|------------|------------------------------|------------------------------|
| 1  | United States | 455.6         | 53%        | 19%                          | -5%                          |
| 2  | China         | 145.0         | 17%        | 7%                           | -4%                          |
| 3  | Taiwan        | 62.8          | 7%         | 18%                          | 27%                          |
| 4  | Korea         | 37.5          | 4%         | -4%                          | 32%                          |
| 5  | Japan         | 29.6          | 3%         | 69%                          | 16%                          |
| 6  | Canada        | 27.0          | 3%         | 7%                           | -11%                         |
| 7  | Indonesia     | 22.2          | 3%         | 62%                          | 23%                          |
| 8  | Netherlands   | 15.7          | 2%         | 28%                          | 41%                          |
| 9  | Malaysia      | 9.0           | 1%         | 27%                          | -11%                         |
| 10 | Hong Kong     | 5.4           | 1%         | -23%                         | 63%                          |
|    | Other markets | 46.8          | 5%         |                              |                              |
|    | Total         | 856.7         |            | 17%                          | 1%                           |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data





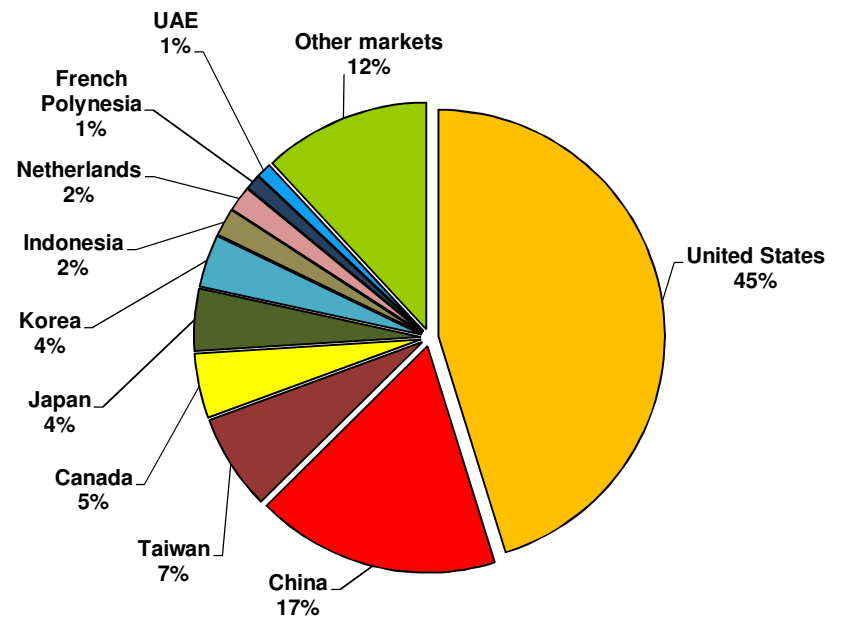
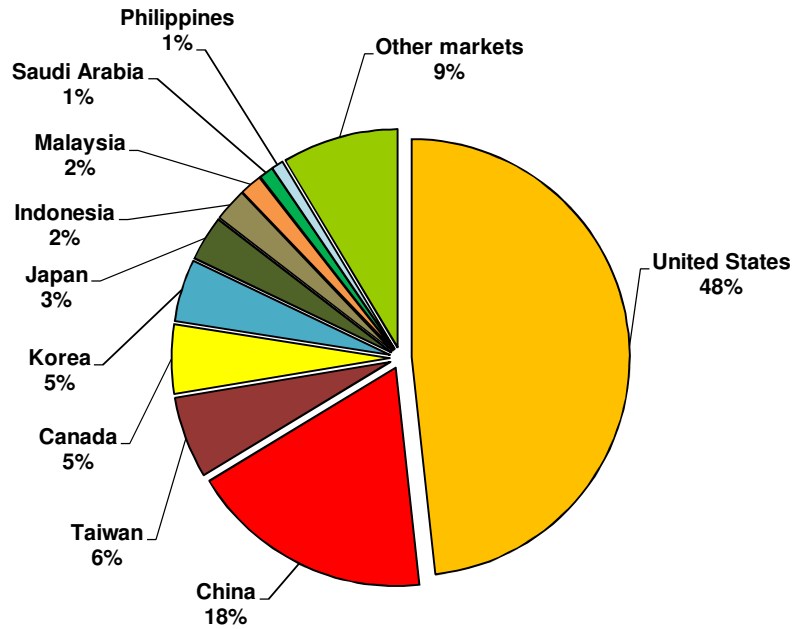
**Top 10 beef markets by volume, 12 months ended 30 June 2016**

|    | Country       | Volume (tonnes) | % of total | Change from YE June 2015 |
|----|---------------|-----------------|------------|--------------------------|
| 1  | United States | 207,932         | 48%        | -8%                      |
| 2  | China         | 77,828          | 18%        | 46%                      |
| 3  | Taiwan        | 26,041          | 6%         | 33%                      |
| 4  | Canada        | 22,134          | 5%         | 36%                      |
| 5  | Korea         | 19,827          | 5%         | -4%                      |
| 6  | Japan         | 14,424          | 3%         | -29%                     |
| 7  | Indonesia     | 10,437          | 2%         | 50%                      |
| 8  | Malaysia      | 6,977           | 2%         | -2%                      |
| 9  | Saudi Arabia  | 4,479           | 1%         | -5%                      |
| 10 | Philippines   | 3,789           | 1%         | -17%                     |
|    | Other markets | 37,064          | 9%         |                          |
|    | <b>Total</b>  | <b>430,931</b>  |            | <b>3%</b>                |

**Top 10 beef markets by value, 12 months ended 30 June 2016**

|    | Country          | Value (NZ\$m)  | % of total | Change from YE June 2015 |
|----|------------------|----------------|------------|--------------------------|
| 1  | United States    | 1,402.5        | 45%        | -11%                     |
| 2  | China            | 538.8          | 17%        | 55%                      |
| 3  | Taiwan           | 211.9          | 7%         | 38%                      |
| 4  | Canada           | 142.7          | 5%         | 34%                      |
| 5  | Japan            | 137.1          | 4%         | -16%                     |
| 6  | Korea            | 116.4          | 4%         | -1%                      |
| 7  | Indonesia        | 61.1           | 2%         | 50%                      |
| 8  | Netherlands      | 55.6           | 2%         | 34%                      |
| 9  | French Polynesia | 34.3           | 1%         | 2%                       |
| 10 | UAE              | 33.2           | 1%         | 10%                      |
|    | Other markets    | 369.2          | 12%        |                          |
|    | <b>Total</b>     | <b>3,102.8</b> |            | <b>4%</b>                |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



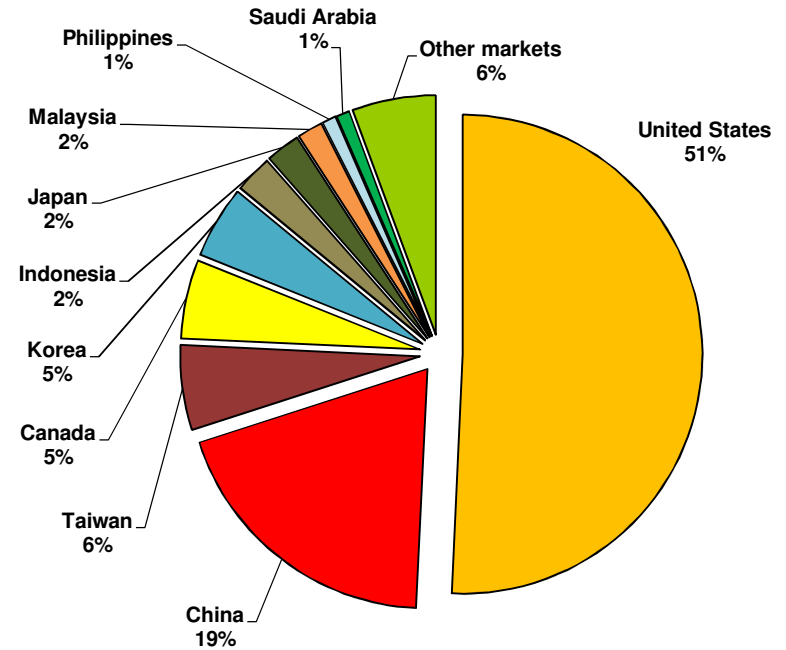
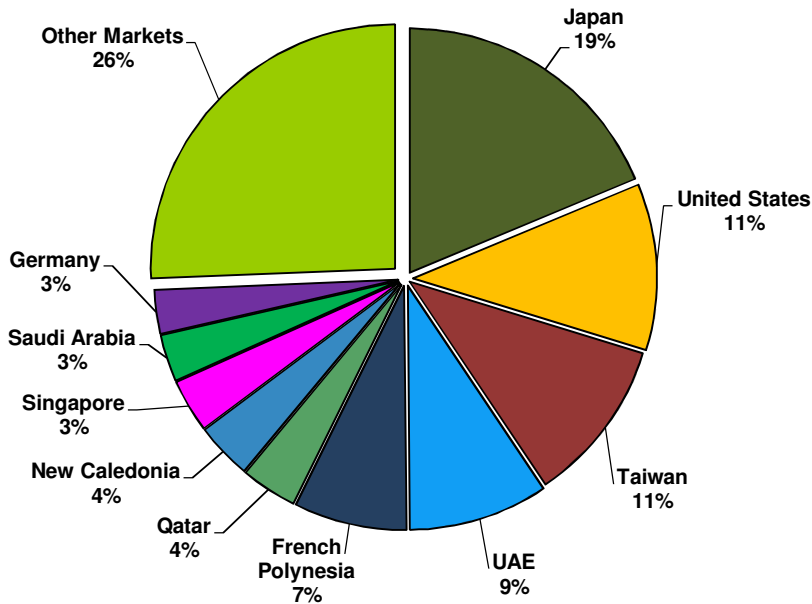
**Top 10 chilled beef markets by volume, 12 months ended 30 June 2016**

|    | Country          | Volume (tonnes) | % of total | Change from<br>YE June 2015 |
|----|------------------|-----------------|------------|-----------------------------|
| 1  | Japan            | 5,087           | 19%        | -3%                         |
| 2  | United States    | 2,993           | 11%        | 48%                         |
| 3  | Taiwan           | 2,948           | 11%        | 24%                         |
| 4  | UAE              | 2,511           | 9%         | -2%                         |
| 5  | French Polynesia | 2,026           | 7%         | -4%                         |
| 6  | Qatar            | 1,017           | 4%         | -19%                        |
| 7  | New Caledonia    | 1,016           | 4%         | 9%                          |
| 8  | Singapore        | 958             | 4%         | -14%                        |
| 9  | Saudi Arabia     | 848             | 3%         | 22%                         |
| 10 | Germany          | 789             | 3%         | -2%                         |
|    | Other Markets    | 6,970           | 26%        |                             |
|    | <b>Total</b>     | <b>27,162</b>   |            | <b>5%</b>                   |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Top 10 frozen beef markets by volume, 12 months ended 31 March 2016**

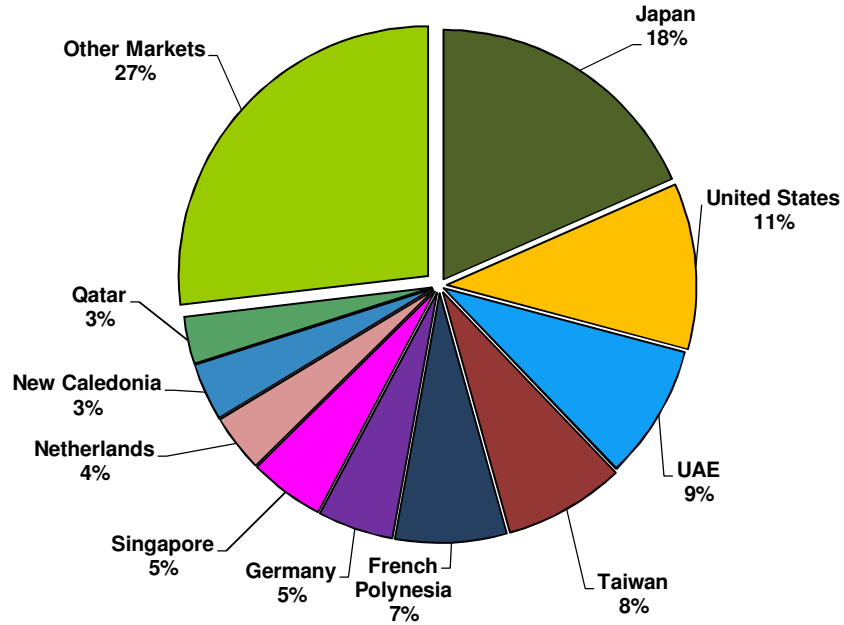
|    | Country       | Volume (tonnes) | % of total | Change from<br>YE June 2015 |
|----|---------------|-----------------|------------|-----------------------------|
| 1  | United States | 204,939         | 51%        | -8%                         |
| 2  | China         | 77,825          | 19%        | 46%                         |
| 3  | Taiwan        | 23,093          | 6%         | 34%                         |
| 4  | Canada        | 21,526          | 5%         | 36%                         |
| 5  | Korea         | 19,694          | 5%         | -5%                         |
| 6  | Indonesia     | 10,317          | 3%         | 49%                         |
| 7  | Japan         | 9,336           | 2%         | -39%                        |
| 8  | Malaysia      | 6,960           | 2%         | -1%                         |
| 9  | Philippines   | 3,780           | 1%         | -17%                        |
| 10 | Saudi Arabia  | 3,631           | 1%         | -9%                         |
|    | Other markets | 22,668          | 6%         |                             |
|    | <b>Total</b>  | <b>403,768</b>  |            | <b>2%</b>                   |



**Top 10 chilled beef markets by value, 12 months ended 30 June 2016**

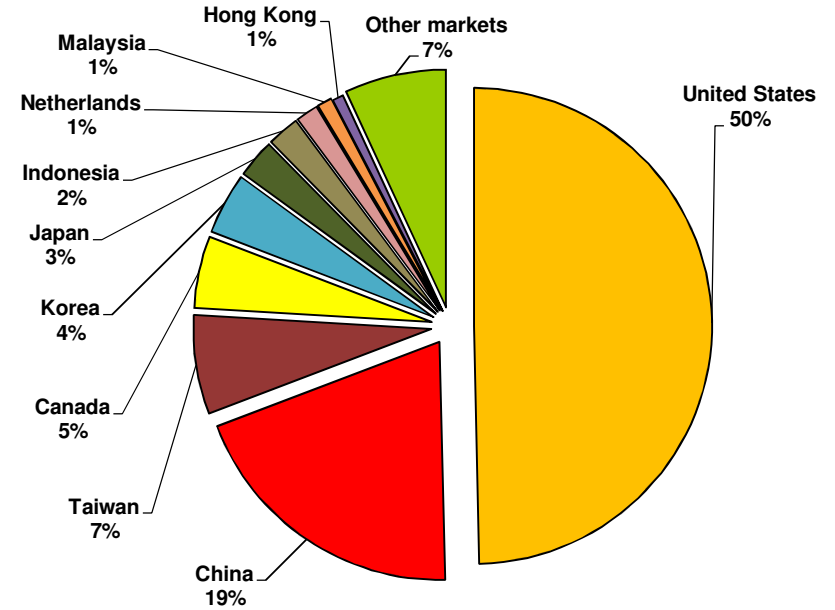
|    | Country          | Value (NZ\$m) | % of total | Change from<br>YE June 2015 |
|----|------------------|---------------|------------|-----------------------------|
| 1  | Japan            | 65.1          | 18%        | 11%                         |
| 2  | United States    | 37.9          | 11%        | 62%                         |
| 3  | UAE              | 30.8          | 9%         | 17%                         |
| 4  | Taiwan           | 27.6          | 8%         | 31%                         |
| 5  | French Polynesia | 25.5          | 7%         | 4%                          |
| 6  | Germany          | 17.3          | 5%         | 5%                          |
| 7  | Singapore        | 17.2          | 5%         | -2%                         |
| 8  | Netherlands      | 13.2          | 4%         | 13%                         |
| 9  | New Caledonia    | 13.1          | 4%         | 20%                         |
| 10 | Qatar            | 10.8          | 3%         | -9%                         |
|    | Other Markets    | 95.1          | 27%        |                             |
|    | <b>Total</b>     | <b>353.8</b>  |            | <b>17%</b>                  |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



**Top 10 frozen beef markets by value, 12 months ended 30 June 2016**

|    | Country       | Value (NZ\$m)  | % of total | Change from<br>YE Mar 2015 |
|----|---------------|----------------|------------|----------------------------|
| 1  | United States | 1,364.6        | 50%        | -12%                       |
| 2  | China         | 538.6          | 20%        | 55%                        |
| 3  | Taiwan        | 184.3          | 7%         | 39%                        |
| 4  | Canada        | 134.8          | 5%         | 33%                        |
| 5  | Korea         | 114.8          | 4%         | -1%                        |
| 6  | Japan         | 71.9           | 3%         | -31%                       |
| 7  | Indonesia     | 60.1           | 2%         | 49%                        |
| 8  | Netherlands   | 42.4           | 2%         | 42%                        |
| 9  | Malaysia      | 27.6           | 1%         | -11%                       |
| 10 | Hong Kong     | 20.2           | 1%         | -9%                        |
|    | Other markets | 189.7          | 7%         |                            |
|    | <b>Total</b>  | <b>2,749.0</b> |            | <b>3%</b>                  |



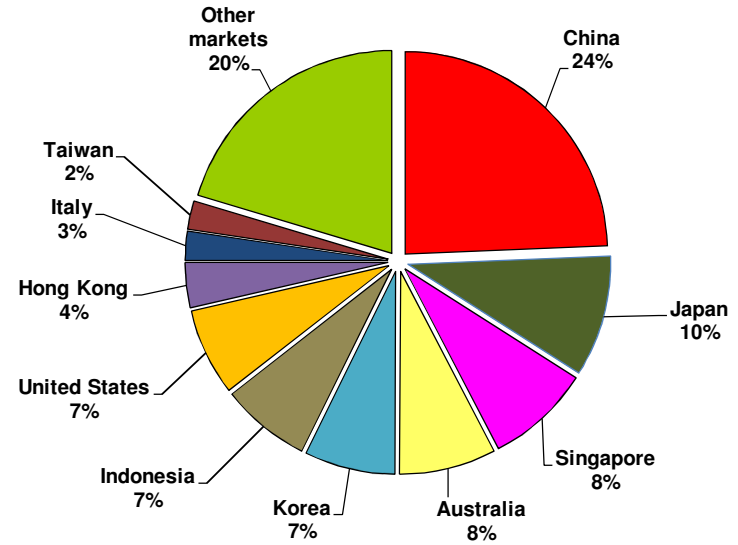
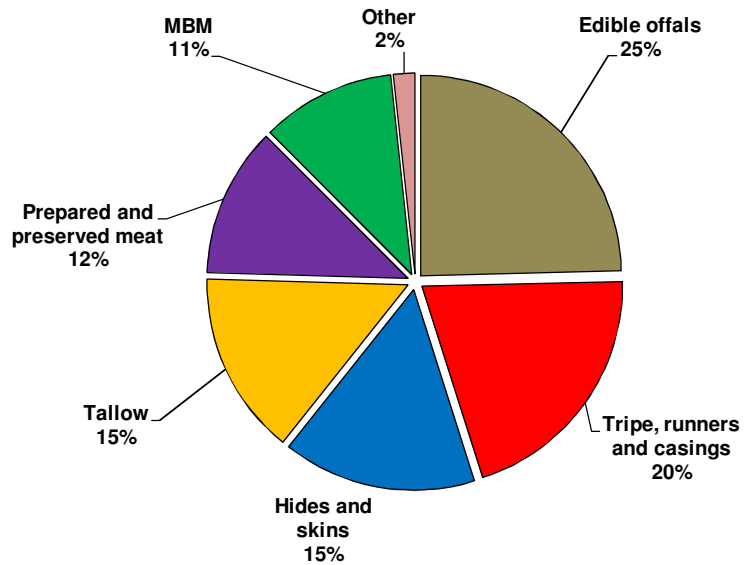
**Co-products exports by value, month of June 2016**

| Product                       | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|-------------------------------|---------------|------------|----------------------------|--------------------------------------|
| 1 Edible offals               | 27.6          | 25%        | 4%                         | 34%                                  |
| 2 Tripe, runners and casings  | 23.0          | 20%        | -9%                        | -11%                                 |
| 3 Hides and skins             | 17.5          | 16%        | -57%                       | -20%                                 |
| 4 Tallow                      | 16.6          | 15%        | 50%                        | 113%                                 |
| 5 Prepared and preserved meat | 13.5          | 12%        | 14%                        | 10%                                  |
| 6 MBM                         | 12.1          | 11%        | -24%                       | -2%                                  |
| 7 Other                       | 1.9           | 2%         | 99%                        | -25%                                 |
| <b>Total</b>                  | <b>112.2</b>  |            | <b>-15%</b>                | <b>9%</b>                            |

**Top 10 markets for co-products by value, month of June 2016**

| Country         | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|-----------------|---------------|------------|----------------------------|--------------------------------------|
| 1 China         | 27.3          | 24%        | 9%                         | 2%                                   |
| 2 Japan         | 10.9          | 10%        | 25%                        | 59%                                  |
| 3 Singapore     | 9.4           | 8%         | -11%                       | 600%                                 |
| 4 Australia     | 8.6           | 8%         | -7%                        | -16%                                 |
| 5 Korea         | 8.1           | 7%         | -3%                        | 66%                                  |
| 6 Indonesia     | 8.0           | 7%         | -22%                       | 3%                                   |
| 7 United States | 7.8           | 7%         | 9%                         | -4%                                  |
| 8 Hong Kong     | 4.0           | 4%         | -15%                       | -19%                                 |
| 9 Italy         | 2.6           | 2%         | -85%                       | -13%                                 |
| 10 Taiwan       | 2.6           | 2%         | -12%                       | -7%                                  |
| Other markets   | 22.8          | 20%        |                            |                                      |
| <b>Total</b>    | <b>112.2</b>  |            | <b>-15%</b>                | <b>9%</b>                            |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



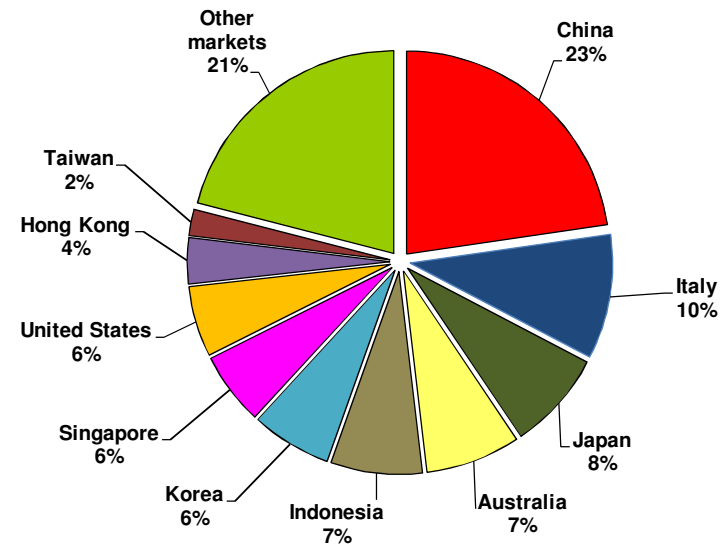
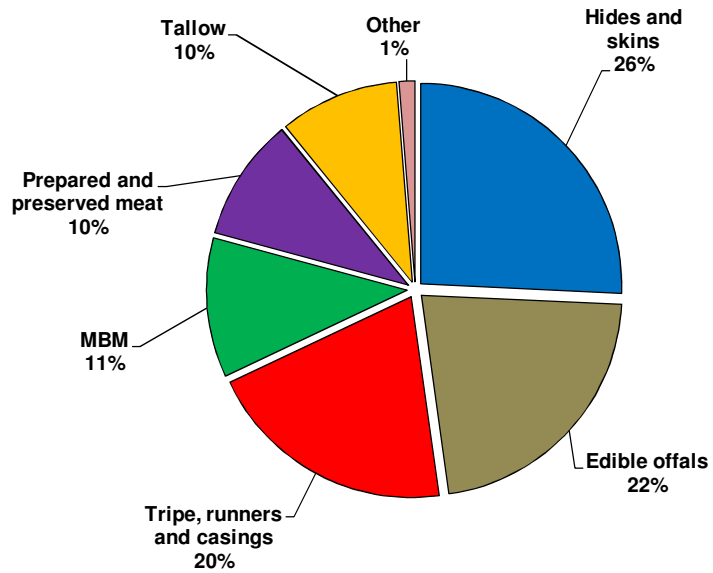
**Co-products exports by value, 2nd quarter 2016**

| Product                       | Value (NZ\$m) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|-------------------------------|---------------|------------|------------------------------|------------------------------|
| 1 Hides and skins             | 92.6          | 26%        | -19%                         | -13%                         |
| 2 Edible offals               | 79.3          | 22%        | 16%                          | 25%                          |
| 3 Tripe, runners and casings  | 72.7          | 20%        | 1%                           | -10%                         |
| 4 MBM                         | 40.4          | 11%        | 2%                           | -10%                         |
| 5 Prepared and preserved meat | 35.7          | 10%        | 49%                          | 2%                           |
| 6 Tallow                      | 34.6          | 10%        | -6%                          | 12%                          |
| 7 Other                       | 4.5           | 1%         | 10%                          | -29%                         |
| Total                         | 359.8         |            | 0%                           | 2%                           |

**Top 10 markets for co-products by value, 2nd quarter 2016**

| Country         | Value (NZ\$m) | % of total | Change from previous quarter | Change from 2nd quarter 2015 |
|-----------------|---------------|------------|------------------------------|------------------------------|
| 1 China         | 81.7          | 23%        | -11%                         | -9%                          |
| 2 Italy         | 35.8          | 10%        | -5%                          | -9%                          |
| 3 Japan         | 28.4          | 8%         | 44%                          | 54%                          |
| 4 Australia     | 27.2          | 8%         | 6%                           | -9%                          |
| 5 Indonesia     | 26.3          | 7%         | 23%                          | 4%                           |
| 6 Korea         | 22.9          | 6%         | 40%                          | 14%                          |
| 7 Singapore     | 20.9          | 6%         | -15%                         | 84%                          |
| 8 United States | 20.2          | 6%         | 1%                           | -21%                         |
| 9 Hong Kong     | 13.2          | 4%         | -14%                         | -32%                         |
| 10 Taiwan       | 7.6           | 2%         | 28%                          | -10%                         |
| Other markets   | 75.5          | 21%        |                              |                              |
| Total           | 359.8         |            | 0%                           | 2%                           |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



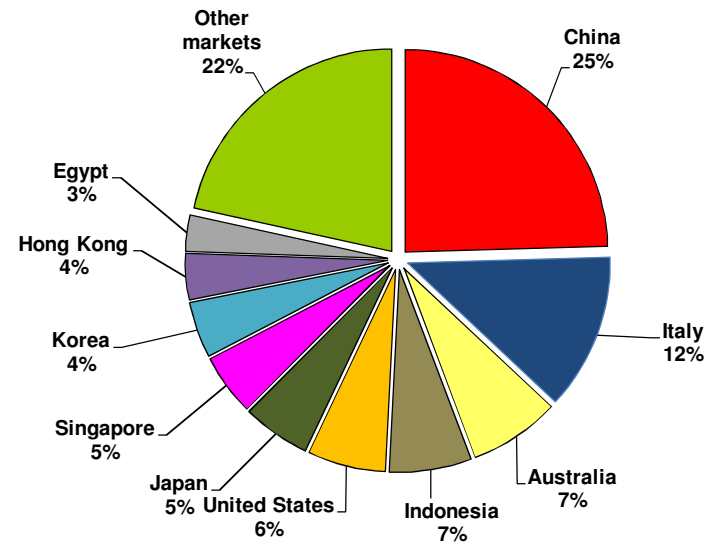
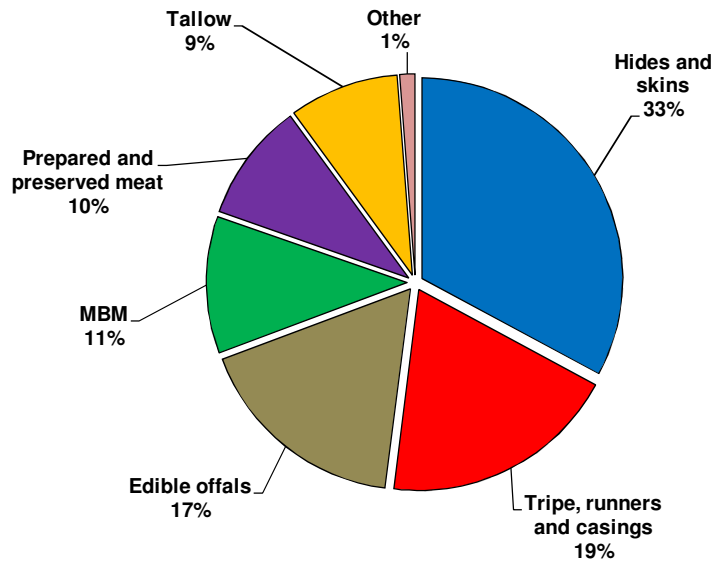
**Co-products exports by value, 12 months ended 30 June 2016**

|   | Product                     | Value (NZ\$m) | % of total | Change from YE June 2015 |
|---|-----------------------------|---------------|------------|--------------------------|
| 1 | Hides and skins             | 451.1         | 33%        | -10%                     |
| 2 | Tripe, runners and casings  | 262.4         | 19%        | -7%                      |
| 3 | Edible offals               | 237.8         | 17%        | 11%                      |
| 4 | MBM                         | 151.4         | 11%        | -3%                      |
| 5 | Prepared and preserved meat | 131.9         | 10%        | -9%                      |
| 6 | Tallow                      | 121.4         | 9%         | 4%                       |
| 7 | Other                       | 16.5          | 1%         | -23%                     |
|   | <b>Total</b>                | <b>1372.5</b> |            | <b>-4%</b>               |

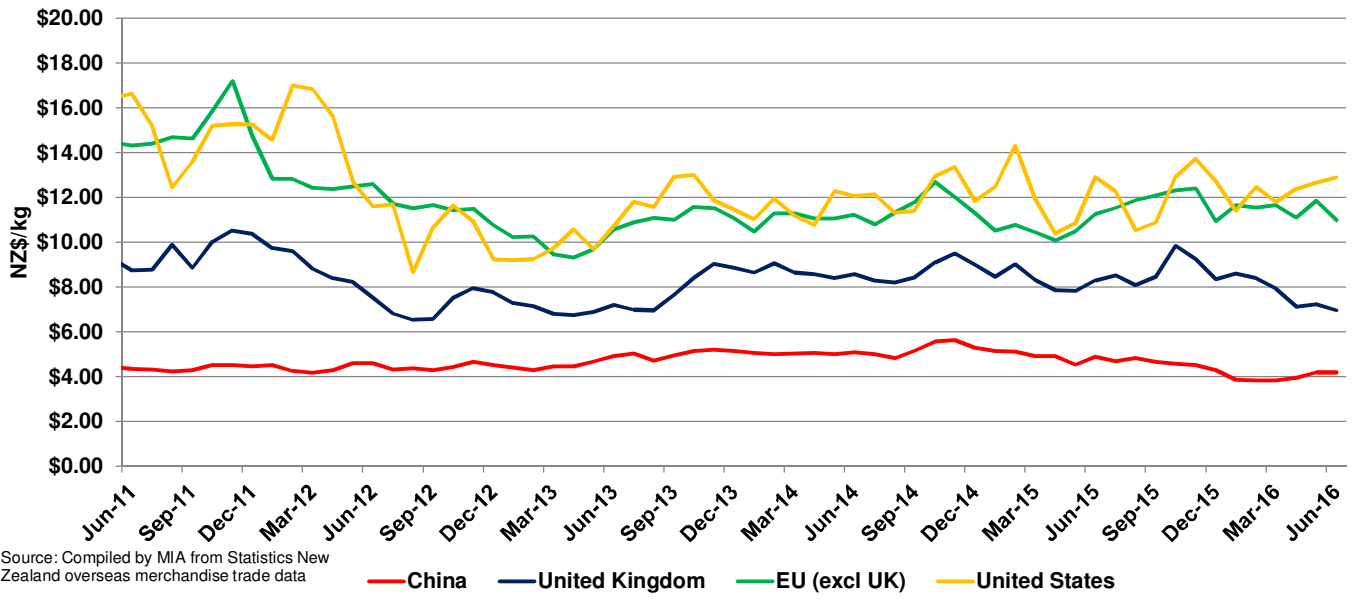
**Top 10 markets for co-products by value, 12 months ended 30 June 2016**

|    | Country       | Value (NZ\$m) | % of total | Change from YE June 2015 |
|----|---------------|---------------|------------|--------------------------|
| 1  | China         | 336.8         | 25%        | -4%                      |
| 2  | Italy         | 170.9         | 12%        | -12%                     |
| 3  | Australia     | 99.6          | 7%         | -3%                      |
| 4  | Indonesia     | 90.1          | 7%         | -2%                      |
| 5  | United States | 85.3          | 6%         | -16%                     |
| 6  | Japan         | 74.7          | 5%         | 25%                      |
| 7  | Singapore     | 67.3          | 5%         | 138%                     |
| 8  | Korea         | 61.4          | 4%         | -15%                     |
| 9  | Hong Kong     | 50.7          | 4%         | -24%                     |
| 10 | Egypt         | 39.9          | 3%         | -36%                     |
|    | Other markets | 295.8         | 22%        |                          |
|    | <b>Total</b>  | <b>1372.5</b> |            | <b>-4%</b>               |

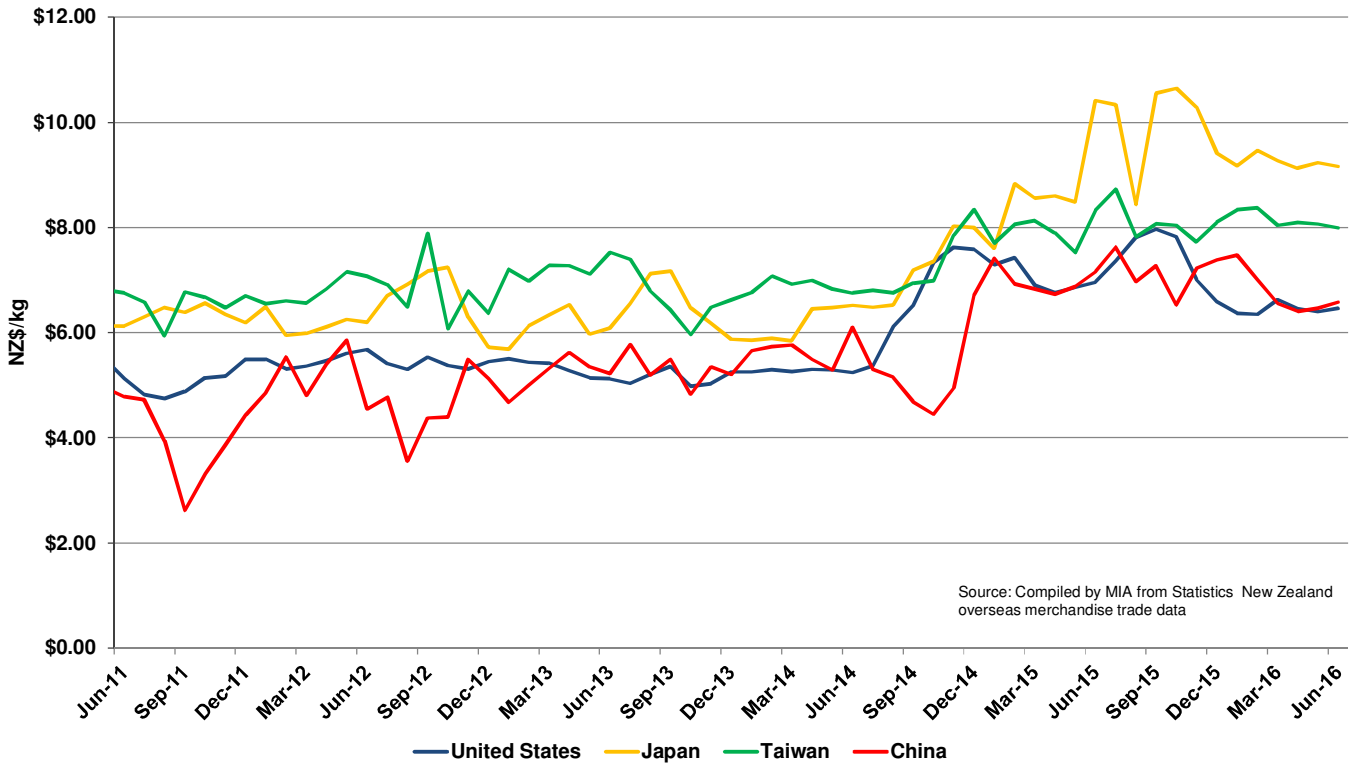
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



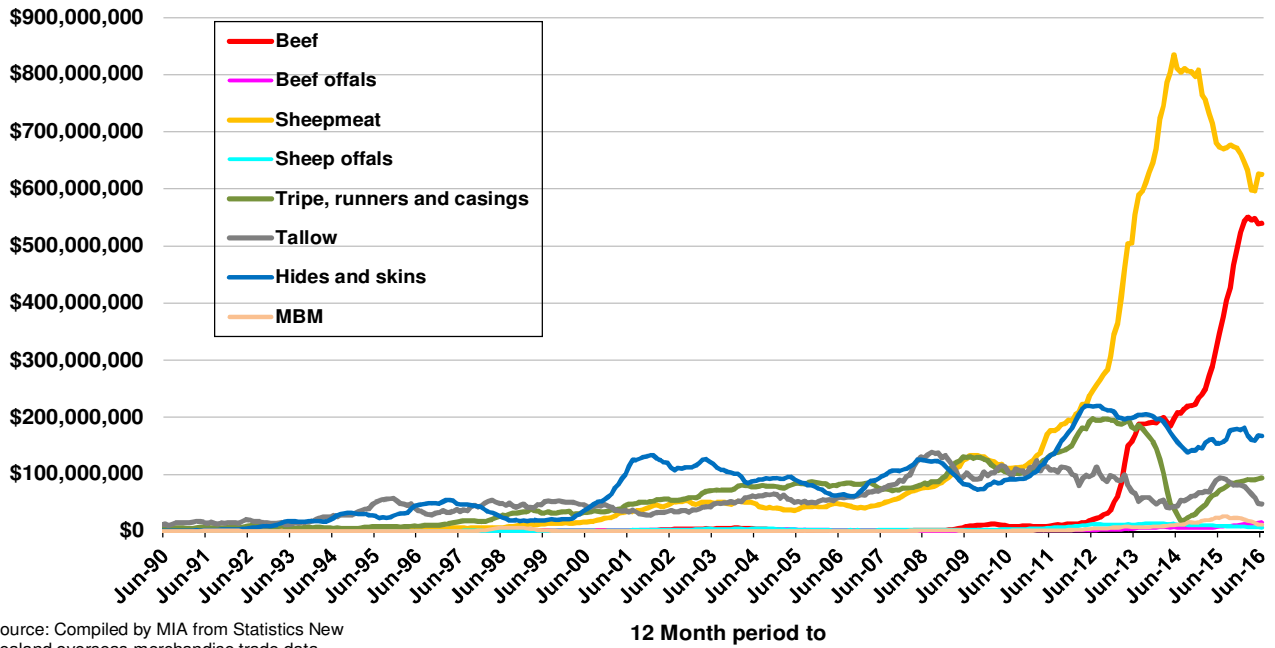
### Sheepmeat, average monthly FOB value (\$/kg) to selected markets



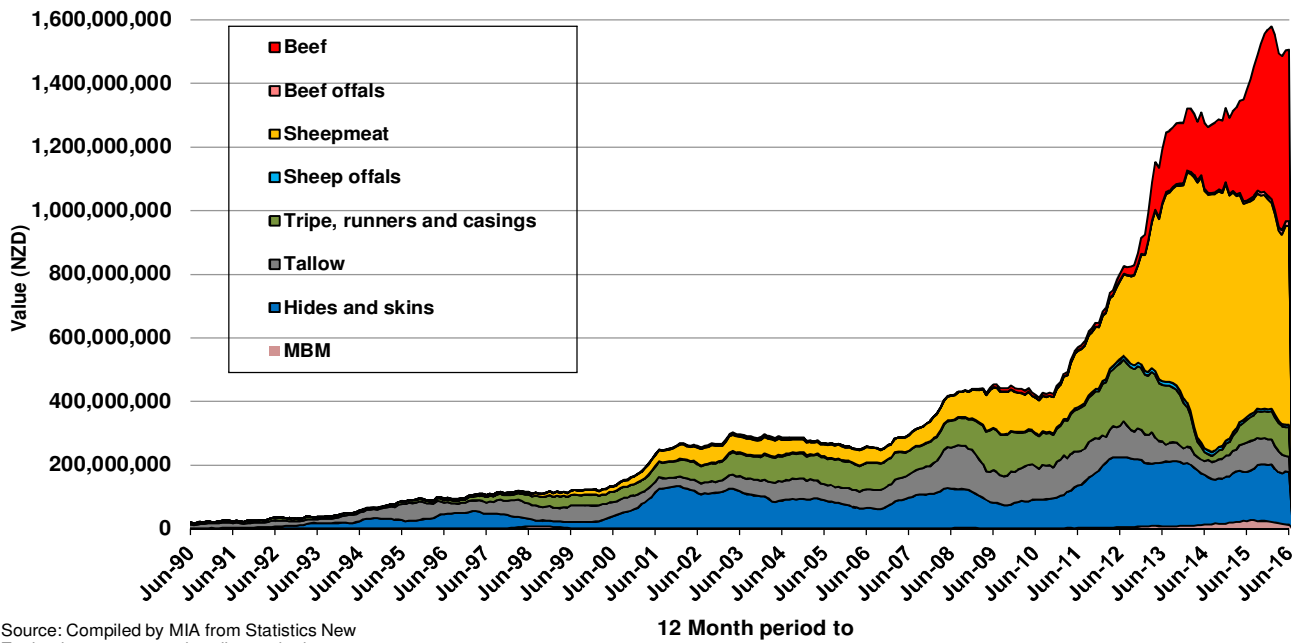
### Beef, average monthly FOB value (\$/kg) to selected markets



### NZ Meat Industry Exports to China - Rolling 12 Month FOB Value - by Product Type

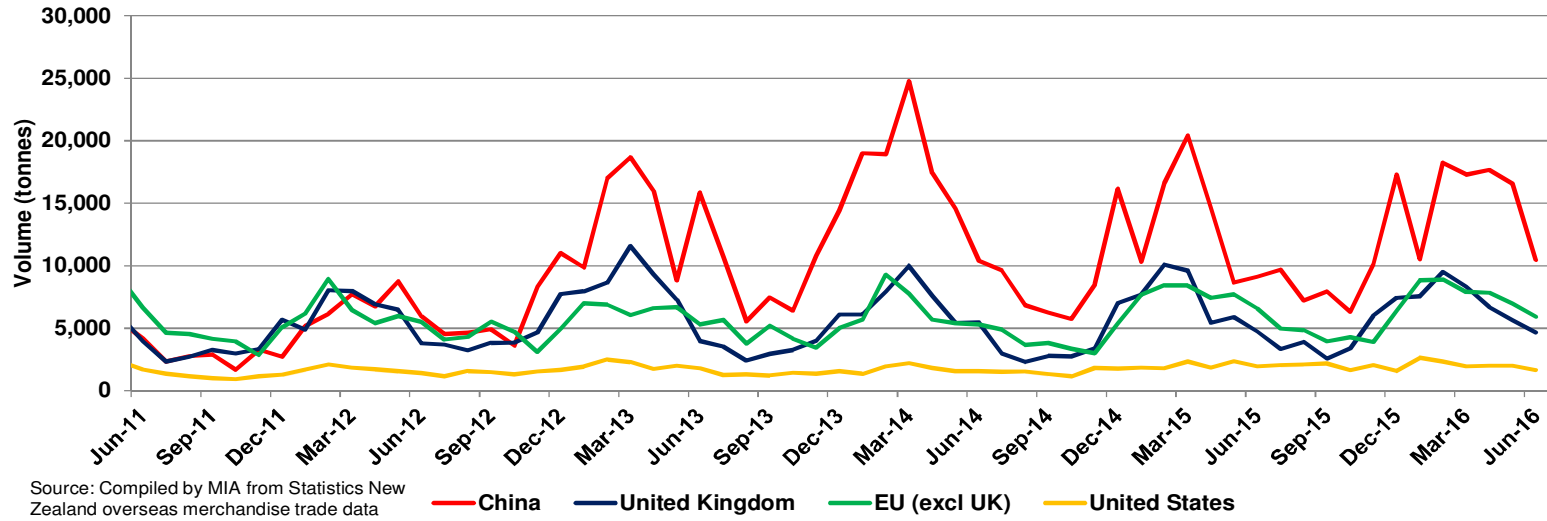


### NZ Meat Industry Exports to China - Rolling 12 Month FOB Value - Combined Value

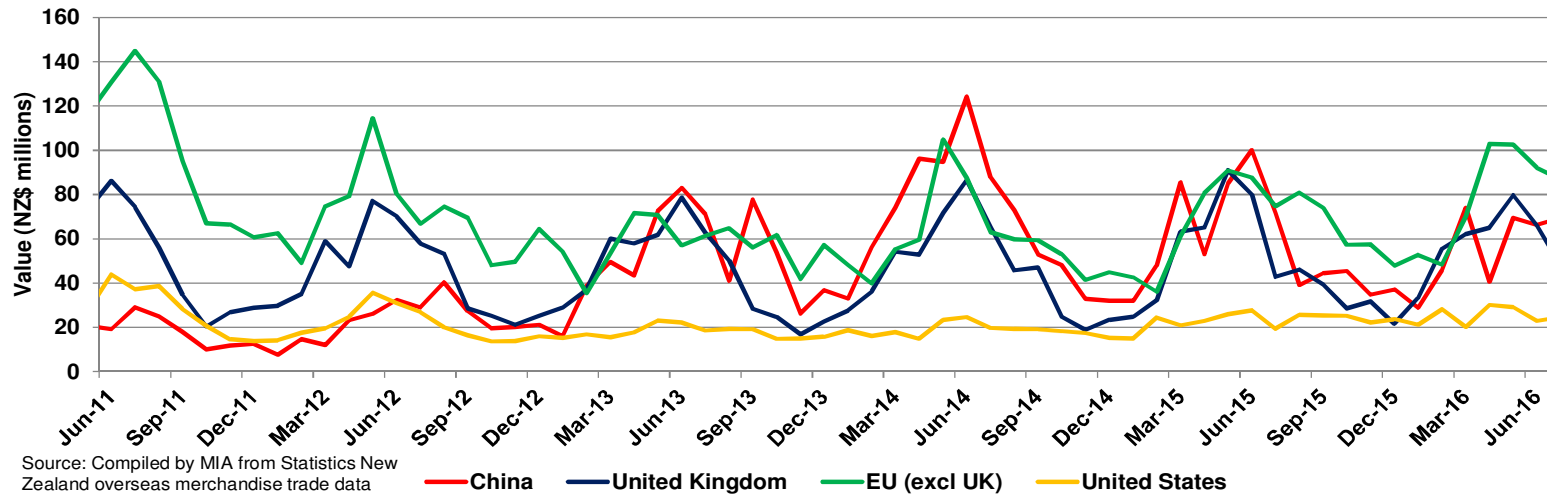




**Monthly sheepmeat exports to selected markets (by volume),  
June 2011 - June 2016**



**Monthly sheepmeat exports to selected markets (by value),  
June 2011 - June 2016**

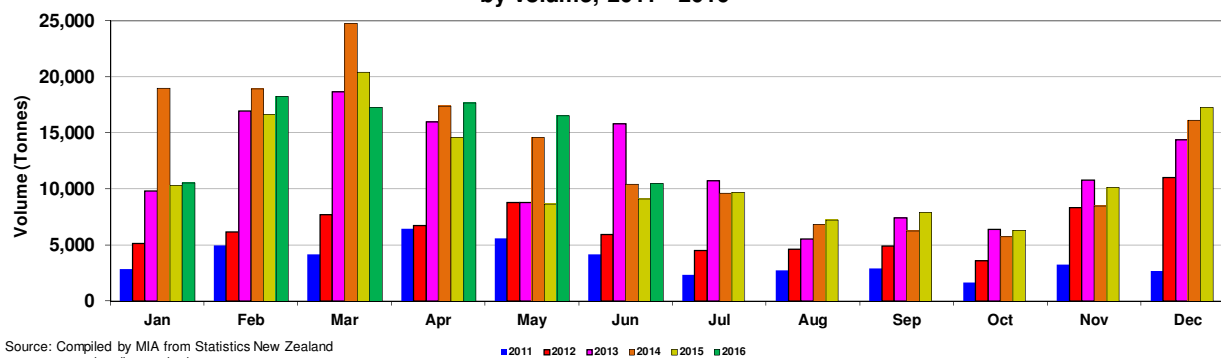


**Monthly exports of sheepmeat and edible offal to China, 2011-2016, by volume  
(Tonnes)**

|                                  | 2011          |               |               |               |               |               |               |              |              |              |               |               |                |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|---------------|---------------|----------------|
|                                  | Jan           | Feb           | Mar           | Apr           | May           | Jun           | Jul           | Aug          | Sep          | Oct          | Nov           | Dec           |                |
| Sheepmeat exports                | 2,841         | 4,959         | 4,175         | 6,438         | 5,628         | 4,152         | 2,327         | 2,772        | 2,921        | 1,690        | 3,273         | 2,699         | 43,875         |
| Edible ovine offal               | 79            | 135           | 207           | 219           | 208           | 172           | 115           | 120          | 161          | 113          | 184           | 122           | 1,836          |
| <b>Total (sheepmeat + offal)</b> | <b>2,920</b>  | <b>5,094</b>  | <b>4,382</b>  | <b>6,657</b>  | <b>5,836</b>  | <b>4,324</b>  | <b>2,442</b>  | <b>2,892</b> | <b>3,082</b> | <b>1,803</b> | <b>3,457</b>  | <b>2,821</b>  | <b>45,711</b>  |
|                                  | 2012          |               |               |               |               |               |               |              |              |              |               |               |                |
|                                  | Jan           | Feb           | Mar           | Apr           | May           | Jun           | Jul           | Aug          | Sep          | Oct          | Nov           | Dec           |                |
| Sheepmeat exports                | 5,171         | 6,152         | 7,725         | 6,750         | 8,775         | 5,957         | 4,538         | 4,637        | 4,920        | 3,607        | 8,324         | 11,001        | 77,557         |
| Edible ovine offal               | 208           | 355           | 282           | 302           | 432           | 284           | 116           | 81           | 64           | 86           | 154           | 229           | 2,591          |
| <b>Total (sheepmeat + offal)</b> | <b>5,379</b>  | <b>6,507</b>  | <b>8,007</b>  | <b>7,052</b>  | <b>9,207</b>  | <b>6,241</b>  | <b>4,654</b>  | <b>4,718</b> | <b>4,984</b> | <b>3,693</b> | <b>8,478</b>  | <b>11,230</b> | <b>80,148</b>  |
|                                  | 2013          |               |               |               |               |               |               |              |              |              |               |               |                |
|                                  | Jan           | Feb           | Mar           | Apr           | May           | Jun           | Jul           | Aug          | Sep          | Oct          | Nov           | Dec           |                |
| Sheepmeat exports                | 9,854         | 16,976        | 18,679        | 16,003        | 8,798         | 15,851        | 10,729        | 5,560        | 7,447        | 6,409        | 10,819        | 14,415        | 141,540        |
| Edible ovine offal               | 177           | 298           | 286           | 364           | 188           | 392           | 210           | 116          | 354          | 110          | 176           | 230           | 2,901          |
| <b>Total (sheepmeat + offal)</b> | <b>10,031</b> | <b>17,274</b> | <b>18,965</b> | <b>16,367</b> | <b>8,986</b>  | <b>16,243</b> | <b>10,939</b> | <b>5,676</b> | <b>7,801</b> | <b>6,519</b> | <b>10,995</b> | <b>14,645</b> | <b>144,441</b> |
|                                  | 2014          |               |               |               |               |               |               |              |              |              |               |               |                |
|                                  | Jan           | Feb           | Mar           | Apr           | May           | Jun           | Jul           | Aug          | Sep          | Oct          | Nov           | Dec           |                |
| Sheepmeat exports                | 19,008        | 18,923        | 24,764        | 17,400        | 14,577        | 10,417        | 9,619         | 6,832        | 6,231        | 5,740        | 8,513         | 16,150        | 158,174        |
| Edible ovine offal               | 223           | 217           | 305           | 357           | 473           | 240           | 280           | 119          | 121          | 139          | 183           | 213           | 2,870          |
| <b>Total (sheepmeat + offal)</b> | <b>19,231</b> | <b>19,140</b> | <b>25,070</b> | <b>17,757</b> | <b>15,049</b> | <b>10,657</b> | <b>9,899</b>  | <b>6,951</b> | <b>6,352</b> | <b>5,879</b> | <b>8,696</b>  | <b>16,363</b> | <b>161,044</b> |
|                                  | 2015          |               |               |               |               |               |               |              |              |              |               |               |                |
|                                  | Jan           | Feb           | Mar           | Apr           | May           | Jun           | Jul           | Aug          | Sep          | Oct          | Nov           | Dec           |                |
| Sheepmeat exports                | 10,324        | 16,624        | 20,435        | 14,623        | 8,666         | 9,117         | 9,696         | 7,208        | 7,935        | 6,329        | 10,126        | 17,288        | 138,371        |
| Edible ovine offal               | 168           | 371           | 502           | 366           | 158           | 240           | 224           | 149          | 62           | 110          | 113           | 285           | 2,748          |
| <b>Total (sheepmeat + offal)</b> | <b>10,492</b> | <b>16,995</b> | <b>20,937</b> | <b>14,989</b> | <b>8,824</b>  | <b>9,357</b>  | <b>9,920</b>  | <b>7,357</b> | <b>7,997</b> | <b>6,439</b> | <b>10,239</b> | <b>17,573</b> | <b>141,119</b> |
|                                  | 2016          |               |               |               |               |               |               |              |              |              |               |               |                |
|                                  | Jan           | Feb           | Mar           | Apr           | May           | Jun           | Jul           | Aug          | Sep          | Oct          | Nov           | Dec           |                |
| Sheepmeat exports                | 10,531        | 18,251        | 17,299        | 17,677        | 16,535        | 10,480        |               |              |              |              |               |               | 90,773         |
| Edible ovine offal               | 122           | 218           | 340           | 405           | 238           | 165           |               |              |              |              |               |               | 1,488          |
| <b>Total (sheepmeat + offal)</b> | <b>10,653</b> | <b>18,469</b> | <b>17,639</b> | <b>18,082</b> | <b>16,773</b> | <b>10,645</b> |               |              |              |              |               |               | <b>92,261</b>  |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat to China,  
by volume, 2011 - 2016**



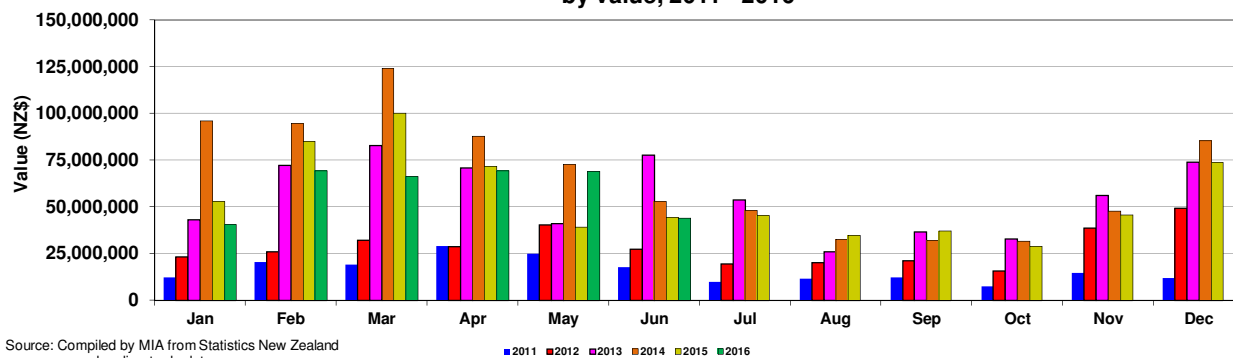
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat and edible offal to China, 2011-2016, by value (NZ\$)**

|                                  | 2011              |                   |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|----------------------------------|-------------------|-------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
|                                  | Jan               | Feb               | Mar                | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 12,313,061        | 20,760,732        | 19,178,524         | 29,100,578        | 25,005,548        | 18,006,130        | 10,064,865        | 11,700,440        | 12,477,461        | 7,637,023         | 14,733,301        | 12,024,750        | 193,002,413        |
| Edible ovine offal               | 376,627           | 437,914           | 829,521            | 1,052,818         | 871,364           | 804,858           | 438,448           | 433,800           | 623,336           | 440,721           | 833,091           | 844,068           | 7,986,566          |
| <b>Total (sheepmeat + offal)</b> | <b>12,689,688</b> | <b>21,198,646</b> | <b>20,008,045</b>  | <b>30,153,396</b> | <b>25,876,912</b> | <b>18,810,988</b> | <b>10,503,313</b> | <b>12,134,240</b> | <b>13,100,797</b> | <b>8,077,744</b>  | <b>15,566,392</b> | <b>12,868,818</b> | <b>200,988,979</b> |
|                                  | 2012              |                   |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar                | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 23,302,678        | 26,083,468        | 32,217,744         | 28,966,859        | 40,342,249        | 27,338,259        | 19,589,559        | 20,200,347        | 21,127,628        | 15,949,279        | 38,819,934        | 49,556,562        | 343,494,566        |
| Edible ovine offal               | 881,796           | 1,495,058         | 1,168,280          | 1,300,049         | 2,092,207         | 1,403,588         | 533,016           | 404,453           | 337,337           | 394,953           | 732,511           | 956,868           | 11,700,116         |
| <b>Total (sheepmeat + offal)</b> | <b>24,184,474</b> | <b>27,578,526</b> | <b>33,386,024</b>  | <b>30,266,908</b> | <b>42,434,456</b> | <b>28,741,847</b> | <b>20,122,575</b> | <b>20,604,800</b> | <b>21,464,965</b> | <b>16,344,232</b> | <b>39,552,445</b> | <b>50,513,430</b> | <b>355,194,682</b> |
|                                  | 2013              |                   |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar                | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 43,353,830        | 72,491,018        | 83,052,394         | 71,141,926        | 41,079,662        | 77,682,579        | 53,918,861        | 26,215,866        | 36,840,071        | 32,946,958        | 56,231,872        | 74,138,663        | 669,093,700        |
| Edible ovine offal               | 673,712           | 1,459,906         | 1,488,146          | 1,833,800         | 1,032,064         | 2,081,463         | 1,138,930         | 597,353           | 1,097,236         | 482,730           | 697,713           | 844,018           | 13,427,071         |
| <b>Total (sheepmeat + offal)</b> | <b>44,027,542</b> | <b>73,950,924</b> | <b>84,540,540</b>  | <b>72,975,726</b> | <b>42,111,726</b> | <b>79,764,042</b> | <b>55,057,791</b> | <b>26,813,219</b> | <b>37,937,307</b> | <b>33,429,688</b> | <b>56,929,585</b> | <b>74,982,681</b> | <b>682,520,771</b> |
|                                  | 2014              |                   |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar                | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 96,310,623        | 94,762,944        | 124,208,695        | 87,884,095        | 72,869,364        | 53,019,007        | 48,046,563        | 32,921,665        | 32,101,152        | 31,850,890        | 47,895,402        | 85,366,159        | 807,236,559        |
| Edible ovine offal               | 787,041           | 964,934           | 1,117,794          | 1,401,617         | 1,694,787         | 916,561           | 826,711           | 513,814           | 539,309           | 461,249           | 564,200           | 649,026           | 10,437,043         |
| <b>Total (sheepmeat + offal)</b> | <b>97,097,664</b> | <b>95,727,878</b> | <b>125,326,489</b> | <b>89,285,712</b> | <b>74,564,151</b> | <b>53,935,568</b> | <b>48,873,274</b> | <b>33,435,479</b> | <b>32,640,461</b> | <b>32,312,139</b> | <b>48,459,602</b> | <b>86,015,185</b> | <b>817,673,602</b> |
|                                  | 2015              |                   |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar                | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 53,017,245        | 85,086,858        | 100,103,537        | 71,903,570        | 39,175,817        | 44,498,347        | 45,375,867        | 34,689,202        | 37,122,518        | 28,921,195        | 45,666,958        | 73,977,490        | 659,538,604        |
| Edible ovine offal               | 475,518           | 973,339           | 1,323,936          | 1,225,932         | 527,521           | 875,099           | 656,374           | 423,922           | 240,419           | 294,026           | 275,514           | 685,430           | 7,977,030          |
| <b>Total (sheepmeat + offal)</b> | <b>53,492,763</b> | <b>86,060,197</b> | <b>101,427,473</b> | <b>73,129,502</b> | <b>39,703,338</b> | <b>45,373,446</b> | <b>46,032,241</b> | <b>35,113,124</b> | <b>37,362,937</b> | <b>29,215,221</b> | <b>45,942,472</b> | <b>74,662,920</b> | <b>667,515,634</b> |
|                                  | 2016              |                   |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar                | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 40,574,416        | 69,590,695        | 66,263,969         | 69,579,648        | 69,198,309        | 43,943,471        |                   |                   |                   |                   |                   |                   | 359,150,508        |
| Edible ovine offal               | 266,672           | 571,412           | 819,513            | 1,023,607         | 735,899           | 505,984           |                   |                   |                   |                   |                   |                   | 3,923,087          |
| <b>Total (sheepmeat + offal)</b> | <b>40,841,088</b> | <b>70,162,107</b> | <b>67,083,482</b>  | <b>70,603,255</b> | <b>69,934,208</b> | <b>44,449,455</b> |                   |                   |                   |                   |                   |                   | <b>363,073,595</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat to China, by value, 2011 - 2016**



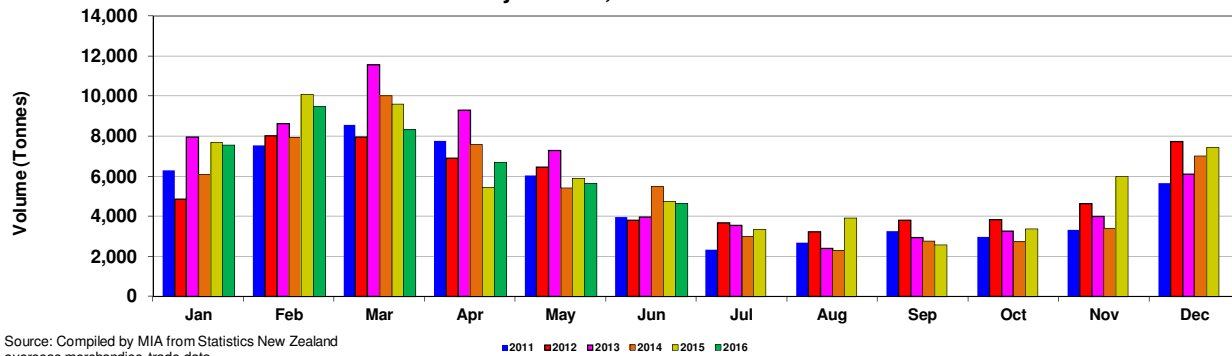
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat and edible offal to the UK, 2011-2016, by volume  
(Tonnes)**

|                                  | 2011         |               |               |               |              |              |              |              |              |              |              |              |               |
|----------------------------------|--------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                                  | Jan          | Feb           | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 6,300        | 7,551         | 8,585         | 7,760         | 6,063        | 3,962        | 2,325        | 2,702        | 3,269        | 2,965        | 3,328        | 5,679        | 60,490        |
| Edible ovine offal               | 986          | 894           | 1,429         | 1,042         | 966          | 488          | 511          | 505          | 450          | 301          | 290          | 507          | 8,371         |
| <b>Total (sheepmeat + offal)</b> | <b>7,286</b> | <b>8,446</b>  | <b>10,015</b> | <b>8,802</b>  | <b>7,029</b> | <b>4,451</b> | <b>2,836</b> | <b>3,207</b> | <b>3,719</b> | <b>3,266</b> | <b>3,618</b> | <b>6,187</b> | <b>68,861</b> |
|                                  | 2012         |               |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb           | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 4,880        | 8,031         | 7,973         | 6,914         | 6,476        | 3,795        | 3,689        | 3,225        | 3,824        | 3,844        | 4,650        | 7,747        | 65,047        |
| Edible ovine offal               | 797          | 1,010         | 1,145         | 905           | 661          | 475          | 449          | 547          | 567          | 343          | 605          | 791          | 8,296         |
| <b>Total (sheepmeat + offal)</b> | <b>5,676</b> | <b>9,040</b>  | <b>9,118</b>  | <b>7,819</b>  | <b>7,138</b> | <b>4,270</b> | <b>4,138</b> | <b>3,772</b> | <b>4,391</b> | <b>4,187</b> | <b>5,255</b> | <b>8,538</b> | <b>73,343</b> |
|                                  | 2013         |               |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb           | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 7,956        | 8,645         | 11,577        | 9,309         | 7,290        | 3,955        | 3,540        | 2,419        | 2,950        | 3,276        | 3,997        | 6,111        | 71,024        |
| Edible ovine offal               | 985          | 949           | 1,115         | 843           | 733          | 721          | 851          | 478          | 312          | 611          | 638          | 934          | 9,170         |
| <b>Total (sheepmeat + offal)</b> | <b>8,941</b> | <b>9,594</b>  | <b>12,692</b> | <b>10,152</b> | <b>8,023</b> | <b>4,676</b> | <b>4,391</b> | <b>2,896</b> | <b>3,262</b> | <b>3,887</b> | <b>4,635</b> | <b>7,045</b> | <b>80,195</b> |
|                                  | 2014         |               |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb           | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 6,109        | 7,937         | 10,018        | 7,606         | 5,431        | 5,487        | 2,979        | 2,291        | 2,777        | 2,741        | 3,400        | 7,029        | 63,805        |
| Edible ovine offal               | 884          | 918           | 1,353         | 701           | 686          | 731          | 491          | 307          | 290          | 273          | 341          | 387          | 7,362         |
| <b>Total (sheepmeat + offal)</b> | <b>6,993</b> | <b>8,855</b>  | <b>11,371</b> | <b>8,307</b>  | <b>6,117</b> | <b>6,218</b> | <b>3,470</b> | <b>2,598</b> | <b>3,067</b> | <b>3,014</b> | <b>3,741</b> | <b>7,416</b> | <b>71,167</b> |
|                                  | 2015         |               |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb           | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 7,700        | 10,106        | 9,609         | 5,449         | 5,895        | 4,750        | 3,353        | 3,916        | 2,566        | 3,387        | 6,004        | 7,444        | 70,179        |
| Edible ovine offal               | 487          | 825           | 1,032         | 791           | 545          | 674          | 411          | 258          | 272          | 285          | 543          | 544          | 6,667         |
| <b>Total (sheepmeat + offal)</b> | <b>8,187</b> | <b>10,931</b> | <b>10,641</b> | <b>6,240</b>  | <b>6,440</b> | <b>5,424</b> | <b>3,764</b> | <b>4,174</b> | <b>2,838</b> | <b>3,672</b> | <b>6,547</b> | <b>7,988</b> | <b>76,846</b> |
|                                  | 2016         |               |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb           | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 7,554        | 9,496         | 8,323         | 6,694         | 5,636        | 4,673        |              |              |              |              |              |              | 42,376        |
| Edible ovine offal               | 785          | 1,156         | 965           | 911           | 673          | 584          |              |              |              |              |              |              | 5,074         |
| <b>Total (sheepmeat + offal)</b> | <b>8,339</b> | <b>10,652</b> | <b>9,288</b>  | <b>7,605</b>  | <b>6,309</b> | <b>5,257</b> |              |              |              |              |              |              | <b>47,450</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat to the UK,  
by volume, 2011 - 2016**



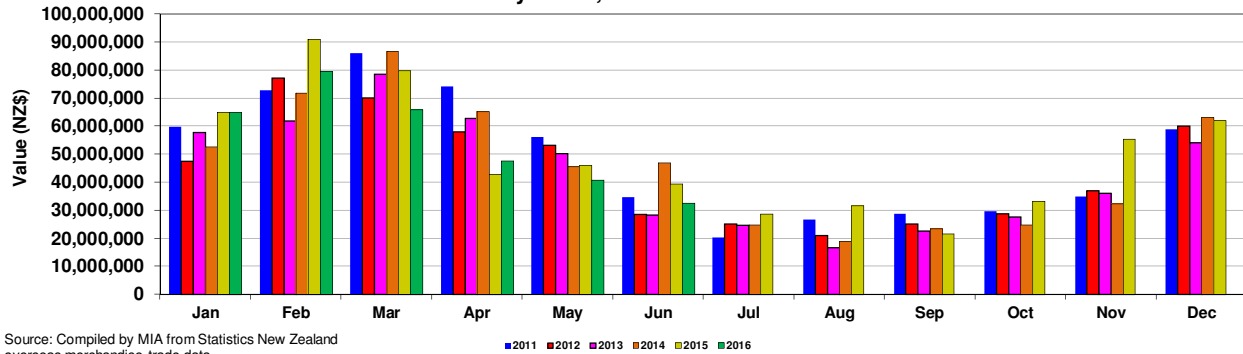
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat and edible offal to the UK, 2011-2016, by value  
(NZ\$)**

|                                  | 2011              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 59,916,366        | 72,911,934        | 86,203,659        | 74,313,820        | 56,149,717        | 34,649,007        | 20,387,494        | 26,733,072        | 28,910,703        | 29,691,875        | 35,003,347        | 58,889,456        | <b>583,760,450</b> |
| Edible ovine offal               | 2,975,359         | 2,303,549         | 4,637,709         | 3,263,510         | 2,834,678         | 1,528,685         | 1,451,612         | 1,172,689         | 1,265,205         | 985,259           | 846,449           | 1,291,864         | <b>24,556,568</b>  |
| <b>Total (sheepmeat + offal)</b> | <b>62,891,725</b> | <b>75,215,483</b> | <b>90,841,368</b> | <b>77,577,330</b> | <b>58,984,395</b> | <b>36,177,692</b> | <b>21,839,106</b> | <b>27,905,761</b> | <b>30,175,908</b> | <b>30,677,134</b> | <b>35,849,796</b> | <b>60,181,320</b> | <b>608,317,018</b> |
|                                  | 2012              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 47,494,211        | 77,135,001        | 70,243,026        | 58,041,696        | 53,196,866        | 28,552,689        | 25,122,386        | 21,051,532        | 25,158,197        | 28,873,882        | 37,007,146        | 60,132,441        | <b>532,009,073</b> |
| Edible ovine offal               | 1,859,863         | 2,703,316         | 2,890,270         | 2,508,171         | 1,908,677         | 1,453,863         | 862,636           | 1,105,993         | 1,220,814         | 810,694           | 1,375,908         | 1,930,858         | <b>20,631,063</b>  |
| <b>Total (sheepmeat + offal)</b> | <b>49,354,074</b> | <b>79,838,317</b> | <b>73,133,296</b> | <b>60,549,867</b> | <b>55,105,543</b> | <b>30,006,552</b> | <b>25,985,022</b> | <b>22,157,525</b> | <b>26,379,011</b> | <b>29,684,576</b> | <b>38,383,054</b> | <b>62,063,299</b> | <b>552,640,136</b> |
|                                  | 2013              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 57,911,027        | 61,833,485        | 78,638,474        | 62,860,125        | 50,201,449        | 28,431,311        | 24,737,866        | 16,821,536        | 22,550,712        | 27,582,690        | 36,146,785        | 54,202,116        | <b>521,917,576</b> |
| Edible ovine offal               | 2,285,407         | 2,049,254         | 2,382,964         | 1,920,916         | 1,628,520         | 1,607,718         | 1,908,559         | 939,595           | 657,820           | 1,227,838         | 1,270,145         | 2,310,600         | <b>20,189,336</b>  |
| <b>Total (sheepmeat + offal)</b> | <b>60,196,434</b> | <b>63,882,739</b> | <b>81,021,438</b> | <b>64,781,041</b> | <b>51,829,969</b> | <b>30,039,029</b> | <b>26,646,425</b> | <b>17,761,131</b> | <b>23,208,532</b> | <b>28,810,528</b> | <b>37,416,930</b> | <b>56,512,716</b> | <b>542,106,912</b> |
|                                  | 2014              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 52,764,086        | 71,828,538        | 86,622,313        | 65,168,373        | 45,677,377        | 47,017,307        | 24,745,189        | 18,833,756        | 23,375,863        | 24,929,422        | 32,280,162        | 63,220,360        | <b>556,462,746</b> |
| Edible ovine offal               | 1,981,374         | 2,401,290         | 3,419,790         | 1,705,850         | 1,830,538         | 1,872,414         | 1,290,147         | 817,678           | 858,216           | 733,470           | 1,035,674         | 1,446,028         | <b>19,392,469</b>  |
| <b>Total (sheepmeat + offal)</b> | <b>54,745,460</b> | <b>74,229,828</b> | <b>90,042,103</b> | <b>66,874,223</b> | <b>47,507,915</b> | <b>48,889,721</b> | <b>26,035,336</b> | <b>19,651,434</b> | <b>24,234,079</b> | <b>25,662,892</b> | <b>33,315,836</b> | <b>64,666,388</b> | <b>575,855,215</b> |
|                                  | 2015              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 65,075,268        | 91,149,488        | 79,916,460        | 42,793,017        | 46,103,123        | 39,413,950        | 28,615,757        | 31,732,972        | 21,730,043        | 33,264,358        | 55,457,610        | 62,109,425        | <b>597,361,471</b> |
| Edible ovine offal               | 1,548,374         | 2,904,327         | 3,289,417         | 2,636,828         | 1,671,560         | 2,025,431         | 1,507,264         | 939,691           | 1,065,322         | 802,396           | 1,904,289         | 1,809,764         | <b>22,104,663</b>  |
| <b>Total (sheepmeat + offal)</b> | <b>66,623,642</b> | <b>94,053,815</b> | <b>83,205,877</b> | <b>45,429,845</b> | <b>47,774,683</b> | <b>41,439,381</b> | <b>30,123,021</b> | <b>32,672,663</b> | <b>22,795,365</b> | <b>34,066,754</b> | <b>57,361,899</b> | <b>63,919,189</b> | <b>619,466,134</b> |
|                                  | 2016              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 65,018,714        | 79,656,183        | 66,045,593        | 47,714,121        | 40,756,345        | 32,483,109        |                   |                   |                   |                   |                   |                   | <b>331,674,065</b> |
| Edible ovine offal               | 2,061,289         | 3,893,588         | 2,385,430         | 2,692,124         | 2,202,626         | 1,614,299         |                   |                   |                   |                   |                   |                   | <b>14,849,356</b>  |
| <b>Total (sheepmeat + offal)</b> | <b>67,080,003</b> | <b>83,549,771</b> | <b>68,431,023</b> | <b>50,406,245</b> | <b>42,958,971</b> | <b>34,097,408</b> |                   |                   |                   |                   |                   |                   | <b>346,523,421</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat to the UK,  
by value, 2011 - 2016**



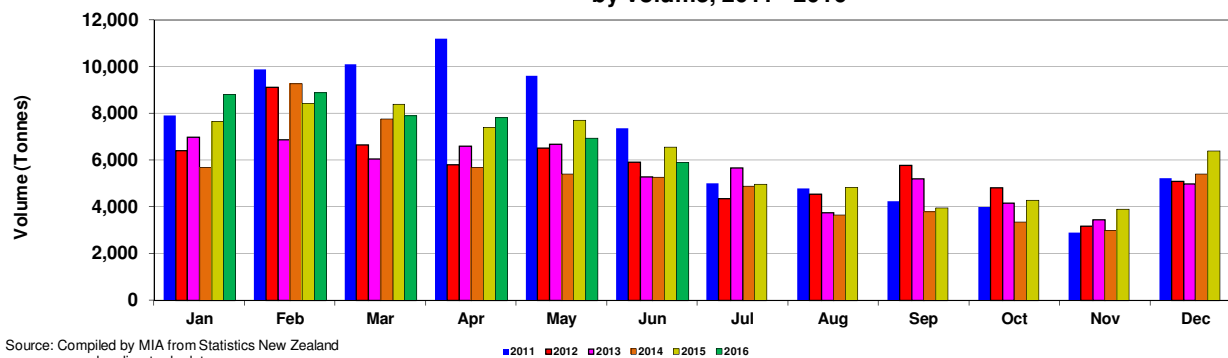
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Monthly exports of sheepmeat and edible offal to the European Union (excluding UK), 2011-2016, by volume  
(Tonnes)

|                                  | 2011         |              |               |               |              |              |              |              |              |              |              |              |               |
|----------------------------------|--------------|--------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                                  | Jan          | Feb          | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 7,917        | 9,888        | 10,111        | 11,224        | 9,633        | 7,373        | 5,011        | 4,803        | 4,246        | 4,008        | 2,923        | 5,247        | 82,384        |
| Edible ovine offal               | 59           | 83           | 65            | 79            | 47           | 81           | 68           | 56           | 98           | 34           | 37           | 92           | 800           |
| <b>Total (sheepmeat + offal)</b> | <b>7,976</b> | <b>9,971</b> | <b>10,176</b> | <b>11,303</b> | <b>9,680</b> | <b>7,454</b> | <b>5,079</b> | <b>4,859</b> | <b>4,344</b> | <b>4,042</b> | <b>2,960</b> | <b>5,339</b> | <b>83,184</b> |
|                                  | 2012         |              |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 6,412        | 9,118        | 6,676         | 5,813         | 6,533        | 5,917        | 4,369        | 4,541        | 5,775        | 4,842        | 3,173        | 5,111        | 68,279        |
| Edible ovine offal               | 87           | 121          | 116           | 96            | 27           | 97           | 64           | 41           | 45           | 47           | 35           | 151          | 925           |
| <b>Total (sheepmeat + offal)</b> | <b>6,499</b> | <b>9,239</b> | <b>6,792</b>  | <b>5,909</b>  | <b>6,559</b> | <b>6,014</b> | <b>4,432</b> | <b>4,583</b> | <b>5,820</b> | <b>4,889</b> | <b>3,207</b> | <b>5,262</b> | <b>69,204</b> |
|                                  | 2013         |              |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 7,002        | 6,893        | 6,049         | 6,607         | 6,683        | 5,306        | 5,676        | 3,771        | 5,207        | 4,166        | 3,464        | 5,006        | 65,830        |
| Edible ovine offal               | 195          | 113          | 191           | 78            | 169          | 53           | 97           | 48           | 40           | 34           | 104          | 175          | 925           |
| <b>Total (sheepmeat + offal)</b> | <b>7,197</b> | <b>7,006</b> | <b>6,239</b>  | <b>6,686</b>  | <b>6,852</b> | <b>5,359</b> | <b>5,773</b> | <b>3,819</b> | <b>5,246</b> | <b>4,200</b> | <b>3,568</b> | <b>5,181</b> | <b>67,126</b> |
|                                  | 2014         |              |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 5,698        | 9,282        | 7,763         | 5,693         | 5,416        | 5,294        | 4,900        | 3,668        | 3,812        | 3,364        | 3,008        | 5,407        | 63,305        |
| Edible ovine offal               | 194          | 135          | 128           | 66            | 27           | 94           | 42           | 33           | 63           | 33           | 109          | 206          | 1,130         |
| <b>Total (sheepmeat + offal)</b> | <b>5,891</b> | <b>9,417</b> | <b>7,891</b>  | <b>5,759</b>  | <b>5,443</b> | <b>5,388</b> | <b>4,942</b> | <b>3,701</b> | <b>3,875</b> | <b>3,397</b> | <b>3,117</b> | <b>5,613</b> | <b>64,434</b> |
|                                  | 2015         |              |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 7,662        | 8,437        | 8,404         | 7,413         | 7,714        | 6,566        | 4,978        | 4,844        | 3,952        | 4,289        | 3,905        | 6,413        | 74,577        |
| Edible ovine offal               | 245          | 176          | 293           | 80            | 124          | 59           | 43           | 47           | 67           | 42           | 78           | 132          | 1,386         |
| <b>Total (sheepmeat + offal)</b> | <b>7,907</b> | <b>8,613</b> | <b>8,697</b>  | <b>7,493</b>  | <b>7,838</b> | <b>6,625</b> | <b>5,021</b> | <b>4,891</b> | <b>4,019</b> | <b>4,331</b> | <b>3,983</b> | <b>6,545</b> | <b>75,963</b> |
|                                  | 2016         |              |               |               |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar           | Apr           | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 8,828        | 8,900        | 7,909         | 7,826         | 6,962        | 5,918        |              |              |              |              |              |              | 46,343        |
| Edible ovine offal               | 220          | 316          | 176           | 122           | 57           | 97           |              |              |              |              |              |              | 988           |
| <b>Total (sheepmeat + offal)</b> | <b>9,048</b> | <b>9,216</b> | <b>8,085</b>  | <b>7,948</b>  | <b>7,019</b> | <b>6,015</b> |              |              |              |              |              |              | <b>47,331</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Monthly exports of sheepmeat to the European Union (excluding UK),  
by volume, 2011 - 2016



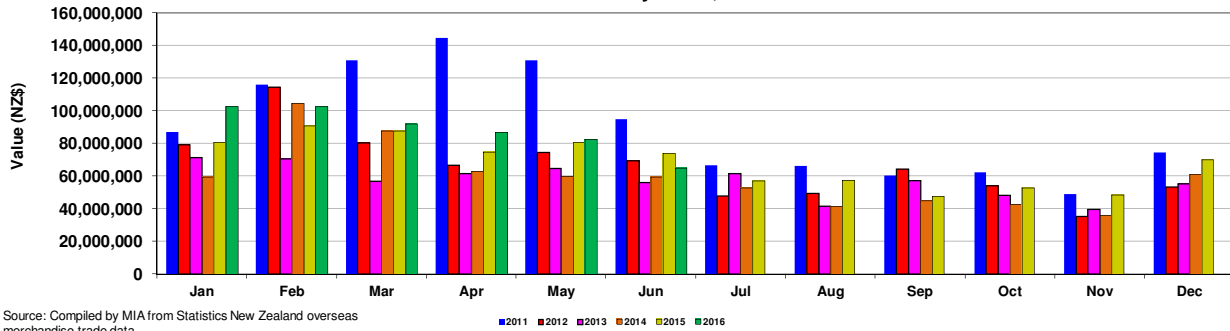
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat and edible offal to the European Union (excluding UK), 2011-2016, by value (NZ\$)**

|                                  | 2011               |                    |                    |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
|----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|----------------------|
|                                  | Jan                | Feb                | Mar                | Apr                | May                | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                      |
| Sheepmeat exports                | 87,343,547         | 116,084,196        | 130,909,925        | 144,941,641        | 130,989,668        | 95,086,718        | 66,971,654        | 66,468,408        | 60,690,463        | 62,525,394        | 49,113,367        | 74,756,690        | 1,085,881,671        |
| Edible ovine offal               | 291,394            | 382,389            | 395,281            | 526,994            | 301,823            | 337,784           | 391,653           | 448,081           | 428,311           | 138,772           | 112,209           | 327,463           | 4,082,154            |
| <b>Total (sheepmeat + offal)</b> | <b>87,634,941</b>  | <b>116,466,585</b> | <b>131,305,206</b> | <b>145,468,635</b> | <b>131,291,491</b> | <b>95,424,502</b> | <b>67,363,307</b> | <b>66,916,489</b> | <b>61,118,774</b> | <b>62,664,166</b> | <b>49,225,576</b> | <b>75,084,153</b> | <b>1,089,963,825</b> |
|                                  | 2012               |                    |                    |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
|                                  | Jan                | Feb                | Mar                | Apr                | May                | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                      |
| Sheepmeat exports                | 79,331,855         | 114,555,654        | 80,365,465         | 66,852,678         | 74,604,222         | 69,426,529        | 48,029,108        | 49,590,668        | 64,510,246        | 54,218,979        | 35,590,095        | 53,544,685        | 790,620,184          |
| Edible ovine offal               | 559,707            | 572,081            | 435,526            | 261,645            | 191,213            | 291,407           | 219,804           | 208,022           | 281,855           | 186,812           | 111,370           | 600,815           | 3,920,257            |
| <b>Total (sheepmeat + offal)</b> | <b>79,891,562</b>  | <b>115,127,735</b> | <b>80,800,991</b>  | <b>67,114,323</b>  | <b>74,795,435</b>  | <b>69,717,936</b> | <b>48,248,912</b> | <b>49,798,690</b> | <b>64,792,101</b> | <b>54,405,791</b> | <b>35,701,465</b> | <b>54,145,500</b> | <b>794,540,441</b>   |
|                                  | 2013               |                    |                    |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
|                                  | Jan                | Feb                | Mar                | Apr                | May                | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                      |
| Sheepmeat exports                | 71,569,714         | 70,724,650         | 57,150,650         | 61,540,403         | 64,760,411         | 56,108,488        | 61,757,257        | 41,789,447        | 57,218,834        | 48,234,222        | 39,902,408        | 55,387,601        | 686,144,085          |
| Edible ovine offal               | 656,998            | 449,028            | 912,221            | 206,747            | 698,109            | 450,023           | 777,632           | 295,507           | 141,525           | 203,527           | 472,910           | 602,301           | 5,866,528            |
| <b>Total (sheepmeat + offal)</b> | <b>72,226,712</b>  | <b>71,173,678</b>  | <b>58,062,871</b>  | <b>61,747,150</b>  | <b>65,458,520</b>  | <b>56,558,511</b> | <b>62,534,889</b> | <b>42,084,954</b> | <b>57,360,359</b> | <b>48,437,749</b> | <b>40,375,318</b> | <b>55,989,902</b> | <b>692,010,613</b>   |
|                                  | 2014               |                    |                    |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
|                                  | Jan                | Feb                | Mar                | Apr                | May                | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                      |
| Sheepmeat exports                | 59,677,329         | 104,780,951        | 87,621,320         | 63,018,346         | 59,786,583         | 59,446,426        | 52,851,804        | 41,522,436        | 44,913,830        | 42,708,345        | 36,106,338        | 61,079,906        | 713,513,614          |
| Edible ovine offal               | 468,974            | 312,831            | 334,438            | 196,328            | 100,887            | 376,701           | 161,355           | 210,488           | 176,228           | 223,064           | 325,329           | 686,699           | 3,573,322            |
| <b>Total (sheepmeat + offal)</b> | <b>60,146,303</b>  | <b>105,093,782</b> | <b>87,955,758</b>  | <b>63,214,674</b>  | <b>59,887,470</b>  | <b>59,823,127</b> | <b>53,013,159</b> | <b>41,732,924</b> | <b>45,090,058</b> | <b>42,931,409</b> | <b>36,431,667</b> | <b>61,766,605</b> | <b>717,086,936</b>   |
|                                  | 2015               |                    |                    |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
|                                  | Jan                | Feb                | Mar                | Apr                | May                | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                      |
| Sheepmeat exports                | 80,640,056         | 90,780,593         | 87,793,046         | 74,651,489         | 80,903,608         | 73,855,436        | 57,353,670        | 57,498,573        | 47,794,590        | 52,818,445        | 48,437,456        | 70,144,096        | 822,671,058          |
| Edible ovine offal               | 752,054            | 572,838            | 999,541            | 305,238            | 506,938            | 237,818           | 204,480           | 365,582           | 367,740           | 323,303           | 545,599           | 670,092           | 5,851,223            |
| <b>Total (sheepmeat + offal)</b> | <b>81,392,110</b>  | <b>91,353,431</b>  | <b>88,792,587</b>  | <b>74,956,727</b>  | <b>81,410,546</b>  | <b>74,093,254</b> | <b>57,558,150</b> | <b>57,864,155</b> | <b>48,162,330</b> | <b>53,141,748</b> | <b>48,983,055</b> | <b>70,814,188</b> | <b>828,522,281</b>   |
|                                  | 2016               |                    |                    |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
|                                  | Jan                | Feb                | Mar                | Apr                | May                | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                      |
| Sheepmeat exports                | 102,813,332        | 102,596,870        | 92,082,121         | 86,927,024         | 82,494,755         | 65,016,539        |                   |                   |                   |                   |                   |                   | 531,930,641          |
| Edible ovine offal               | 674,944            | 1,117,557          | 802,168            | 493,445            | 283,855            | 388,537           |                   |                   |                   |                   |                   |                   | 3,760,506            |
| <b>Total (sheepmeat + offal)</b> | <b>103,488,276</b> | <b>103,714,427</b> | <b>92,884,289</b>  | <b>87,420,469</b>  | <b>82,778,610</b>  | <b>65,405,076</b> |                   |                   |                   |                   |                   |                   | <b>535,691,147</b>   |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat to the European Union (excluding UK), by value, 2011 - 2016**



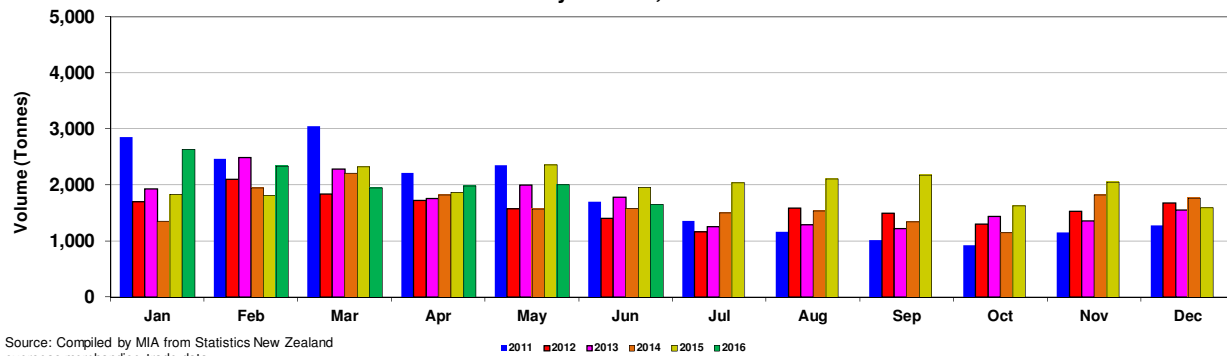
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat and edible offal to the United States 2011-2016, by volume  
(Tonnes)**

|                                  | 2011         |              |              |              |              |              |              |              |              |              |              |              |               |
|----------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                                  | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 2,860        | 2,467        | 3,050        | 2,222        | 2,357        | 1,701        | 1,357        | 1,170        | 1,022        | 928          | 1,151        | 1,282        | 21,566        |
| Edible ovine offal               | 36           | 71           | 145          | 89           | 167          | 168          | 90           | 95           | 117          | 31           | 28           | 26           | 1,064         |
| <b>Total (sheepmeat + offal)</b> | <b>2,895</b> | <b>2,538</b> | <b>3,195</b> | <b>2,311</b> | <b>2,524</b> | <b>1,869</b> | <b>1,446</b> | <b>1,265</b> | <b>1,140</b> | <b>959</b>   | <b>1,179</b> | <b>1,308</b> | <b>22,630</b> |
|                                  | 2012         |              |              |              |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 1,699        | 2,099        | 1,841        | 1,721        | 1,572        | 1,411        | 1,171        | 1,589        | 1,495        | 1,308        | 1,536        | 1,678        | 19,119        |
| Edible ovine offal               | 23           | 5            | 60           | 37           | 96           | 115          | 17           | 77           | 18           | 25           | 25           | 54           | 553           |
| <b>Total (sheepmeat + offal)</b> | <b>1,722</b> | <b>2,104</b> | <b>1,902</b> | <b>1,757</b> | <b>1,668</b> | <b>1,526</b> | <b>1,188</b> | <b>1,666</b> | <b>1,513</b> | <b>1,333</b> | <b>1,561</b> | <b>1,732</b> | <b>19,672</b> |
|                                  | 2013         |              |              |              |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 1,930        | 2,496        | 2,288        | 1,756        | 1,999        | 1,787        | 1,254        | 1,292        | 1,219        | 1,442        | 1,357        | 1,556        | 20,376        |
| Edible ovine offal               | 64           | 49           | 347          | 128          | 50           | 68           | 111          | 57           | 84           | 136          | 21           | 16           | 1,132         |
| <b>Total (sheepmeat + offal)</b> | <b>1,994</b> | <b>2,545</b> | <b>2,636</b> | <b>1,884</b> | <b>2,049</b> | <b>1,855</b> | <b>1,365</b> | <b>1,349</b> | <b>1,303</b> | <b>1,578</b> | <b>1,378</b> | <b>1,572</b> | <b>21,508</b> |
|                                  | 2014         |              |              |              |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 1,353        | 1,951        | 2,206        | 1,828        | 1,566        | 1,588        | 1,501        | 1,538        | 1,338        | 1,152        | 1,826        | 1,769        | 19,617        |
| Edible ovine offal               | 46           | 36           | 135          | 245          | 86           | 107          | 78           | 84           | 20           | 3            | 18           | 30           | 887           |
| <b>Total (sheepmeat + offal)</b> | <b>1,399</b> | <b>1,987</b> | <b>2,342</b> | <b>2,073</b> | <b>1,652</b> | <b>1,695</b> | <b>1,580</b> | <b>1,622</b> | <b>1,357</b> | <b>1,154</b> | <b>1,844</b> | <b>1,799</b> | <b>20,504</b> |
|                                  | 2015         |              |              |              |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 1,835        | 1,808        | 2,324        | 1,864        | 2,358        | 1,964        | 2,045        | 2,108        | 2,180        | 1,631        | 2,048        | 1,589        | 23,754        |
| Edible ovine offal               | 31           | 108          | 171          | 488          | 235          | 106          | 349          | 154          | 88           | 43           | 96           | 203          | 2,073         |
| <b>Total (sheepmeat + offal)</b> | <b>1,866</b> | <b>1,916</b> | <b>2,495</b> | <b>2,353</b> | <b>2,593</b> | <b>2,070</b> | <b>2,394</b> | <b>2,262</b> | <b>2,268</b> | <b>1,674</b> | <b>2,144</b> | <b>1,792</b> | <b>25,827</b> |
|                                  | 2016         |              |              |              |              |              |              |              |              |              |              |              |               |
|                                  | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Sheepmeat exports                | 2,639        | 2,333        | 1,949        | 1,986        | 2,008        | 1,653        |              |              |              |              |              |              | 12,568        |
| Edible ovine offal               | 210          | 298          | 336          | 315          | 586          | 362          |              |              |              |              |              |              | 2,107         |
| <b>Total (sheepmeat + offal)</b> | <b>2,849</b> | <b>2,631</b> | <b>2,285</b> | <b>2,301</b> | <b>2,594</b> | <b>2,015</b> |              |              |              |              |              |              | <b>14,675</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat to the United States,  
by volume, 2011 - 2016**



Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

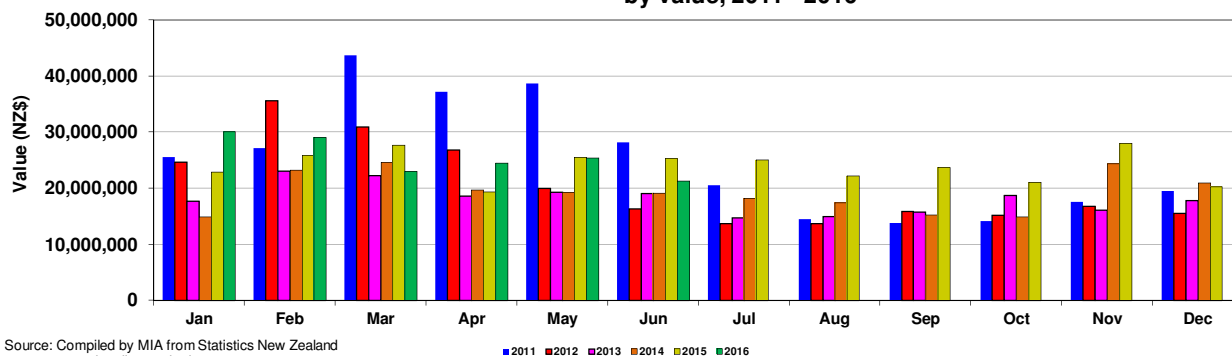


**Monthly exports of sheepmeat and edible offal to the United States, 2011-2016, by value  
(NZ\$)**

|                                  | 2011              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 25,569,127        | 27,152,733        | 43,813,897        | 37,267,795        | 38,709,339        | 28,274,194        | 20,605,948        | 14,550,093        | 13,889,889        | 14,126,333        | 17,574,901        | 19,552,887        | 301,087,136        |
| Edible ovine offal               | 64,502            | 249,817           | 264,801           | 236,500           | 317,674           | 258,300           | 152,753           | 168,529           | 187,675           | 87,881            | 235,843           | 79,556            | 2,303,831          |
| <b>Total (sheepmeat + offal)</b> | <b>25,633,629</b> | <b>27,402,550</b> | <b>44,078,698</b> | <b>37,504,295</b> | <b>39,027,013</b> | <b>28,532,494</b> | <b>20,758,701</b> | <b>14,718,622</b> | <b>14,077,564</b> | <b>14,214,214</b> | <b>17,810,744</b> | <b>19,632,443</b> | <b>303,390,967</b> |
|                                  | 2012              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 24,743,213        | 35,664,857        | 31,008,642        | 26,892,484        | 19,993,660        | 16,352,463        | 13,677,082        | 13,751,797        | 15,927,887        | 15,218,423        | 16,782,898        | 15,497,762        | 245,511,168        |
| Edible ovine offal               | 70,966            | 21,064            | 148,132           | 60,214            | 229,128           | 249,424           | 37,147            | 147,155           | 37,798            | 75,028            | 76,429            | 160,682           | 1,313,167          |
| <b>Total (sheepmeat + offal)</b> | <b>24,814,179</b> | <b>35,685,921</b> | <b>31,156,774</b> | <b>26,952,698</b> | <b>20,222,788</b> | <b>16,601,887</b> | <b>13,714,229</b> | <b>13,898,952</b> | <b>15,965,685</b> | <b>15,293,451</b> | <b>16,859,327</b> | <b>15,658,444</b> | <b>246,824,335</b> |
|                                  | 2013              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 17,768,459        | 23,066,373        | 22,253,001        | 18,581,518        | 19,375,634        | 19,124,725        | 14,796,077        | 14,957,215        | 15,746,619        | 18,760,801        | 16,081,827        | 17,828,120        | 218,340,369        |
| Edible ovine offal               | 222,163           | 138,741           | 796,121           | 310,234           | 155,951           | 130,927           | 225,673           | 108,090           | 203,762           | 210,420           | 50,510            | 99,484            | 2,652,076          |
| <b>Total (sheepmeat + offal)</b> | <b>17,990,622</b> | <b>23,205,114</b> | <b>23,049,122</b> | <b>18,891,752</b> | <b>19,531,585</b> | <b>19,255,652</b> | <b>15,021,750</b> | <b>15,065,305</b> | <b>15,950,381</b> | <b>18,971,221</b> | <b>16,132,337</b> | <b>17,927,604</b> | <b>220,992,445</b> |
|                                  | 2014              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 14,926,887        | 23,307,217        | 24,663,164        | 19,692,424        | 19,230,248        | 19,129,579        | 18,235,363        | 17,393,607        | 15,255,811        | 14,911,152        | 24,397,809        | 20,951,074        | 232,094,335        |
| Edible ovine offal               | 111,365           | 132,067           | 333,749           | 382,196           | 272,507           | 209,136           | 142,632           | 146,077           | 42,917            | 17,542            | 69,976            | 141,373           | 2,001,537          |
| <b>Total (sheepmeat + offal)</b> | <b>15,038,252</b> | <b>23,439,284</b> | <b>24,996,913</b> | <b>20,074,620</b> | <b>19,502,755</b> | <b>19,338,715</b> | <b>18,377,995</b> | <b>17,539,684</b> | <b>15,298,728</b> | <b>14,928,694</b> | <b>24,467,785</b> | <b>21,092,447</b> | <b>234,095,872</b> |
|                                  | 2015              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 22,865,100        | 25,872,529        | 27,729,955        | 19,373,853        | 25,553,573        | 25,338,683        | 25,121,623        | 22,213,882        | 23,743,246        | 21,084,861        | 28,066,640        | 20,248,119        | 287,212,064        |
| Edible ovine offal               | 81,782            | 315,756           | 327,920           | 827,123           | 470,370           | 259,797           | 633,402           | 387,391           | 175,272           | 103,047           | 238,183           | 343,822           | 4,163,865          |
| <b>Total (sheepmeat + offal)</b> | <b>22,946,882</b> | <b>26,188,285</b> | <b>28,057,875</b> | <b>20,200,976</b> | <b>26,023,943</b> | <b>25,598,480</b> | <b>25,755,025</b> | <b>22,601,273</b> | <b>23,918,518</b> | <b>21,187,908</b> | <b>28,304,823</b> | <b>20,591,941</b> | <b>291,375,929</b> |
|                                  | 2016              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                                  | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| Sheepmeat exports                | 30,139,910        | 29,132,004        | 23,049,612        | 24,465,575        | 25,432,220        | 21,349,974        |                   |                   |                   |                   |                   |                   | 153,569,295        |
| Edible ovine offal               | 498,637           | 471,249           | 660,400           | 440,797           | 840,236           | 669,745           |                   |                   |                   |                   |                   |                   | 3,581,064          |
| <b>Total (sheepmeat + offal)</b> | <b>30,638,547</b> | <b>29,603,253</b> | <b>23,710,012</b> | <b>24,906,372</b> | <b>26,272,456</b> | <b>22,019,719</b> |                   |                   |                   |                   |                   |                   | <b>157,150,359</b> |

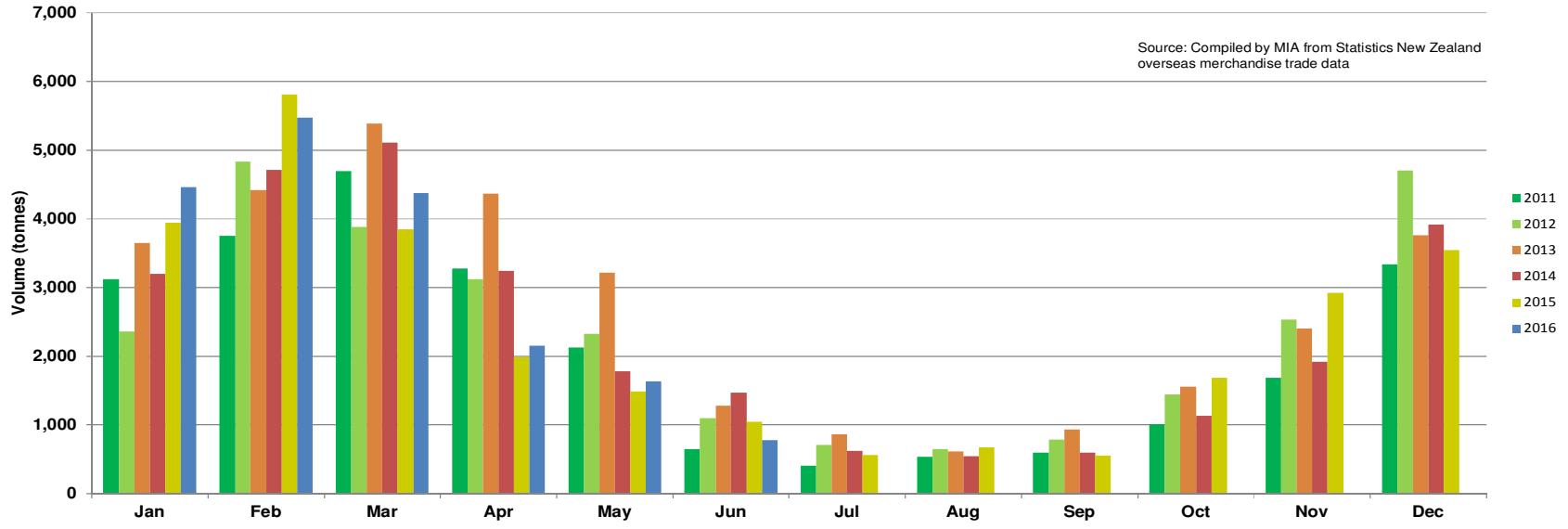
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of sheepmeat to the United States,  
by value, 2011 - 2016**

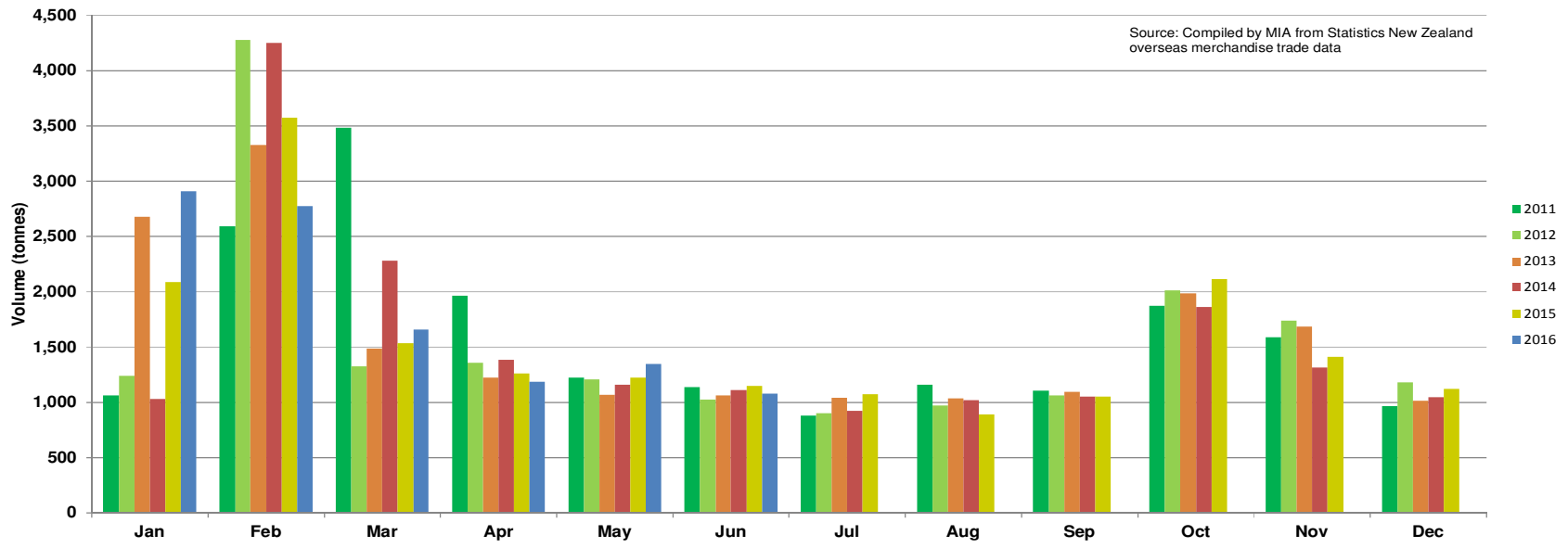


Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

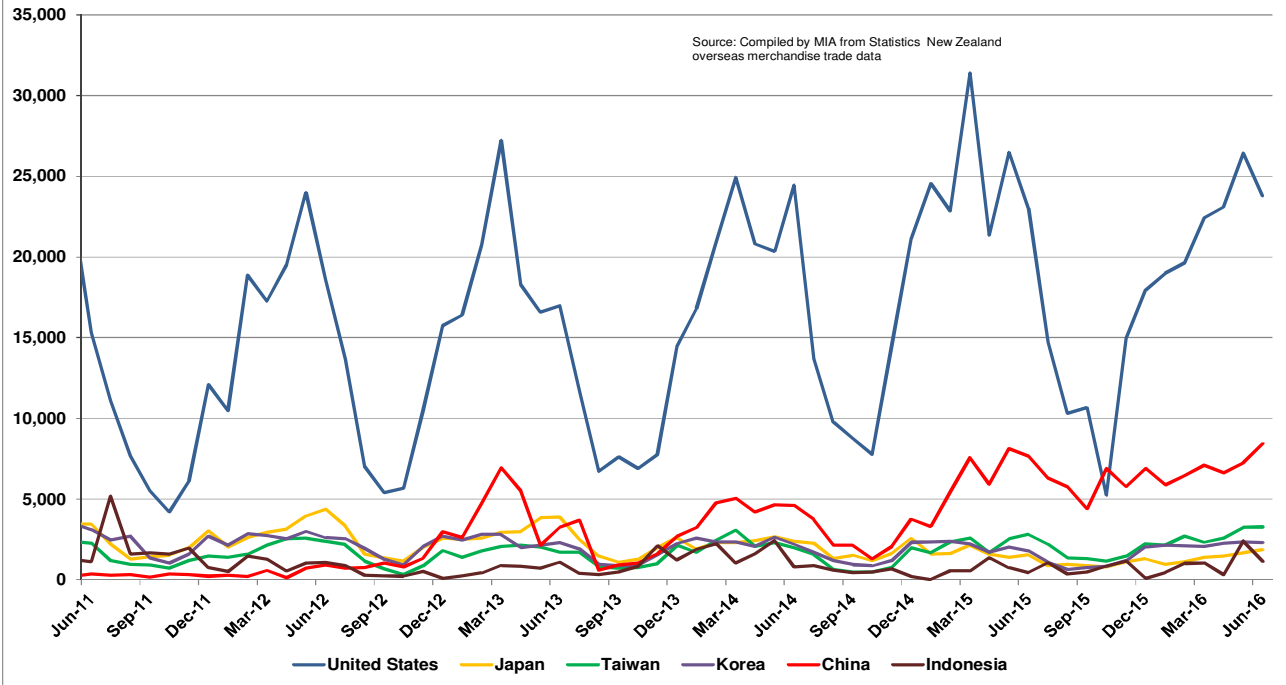
Monthly chilled lamb exports to the UK by volume (tonnes)



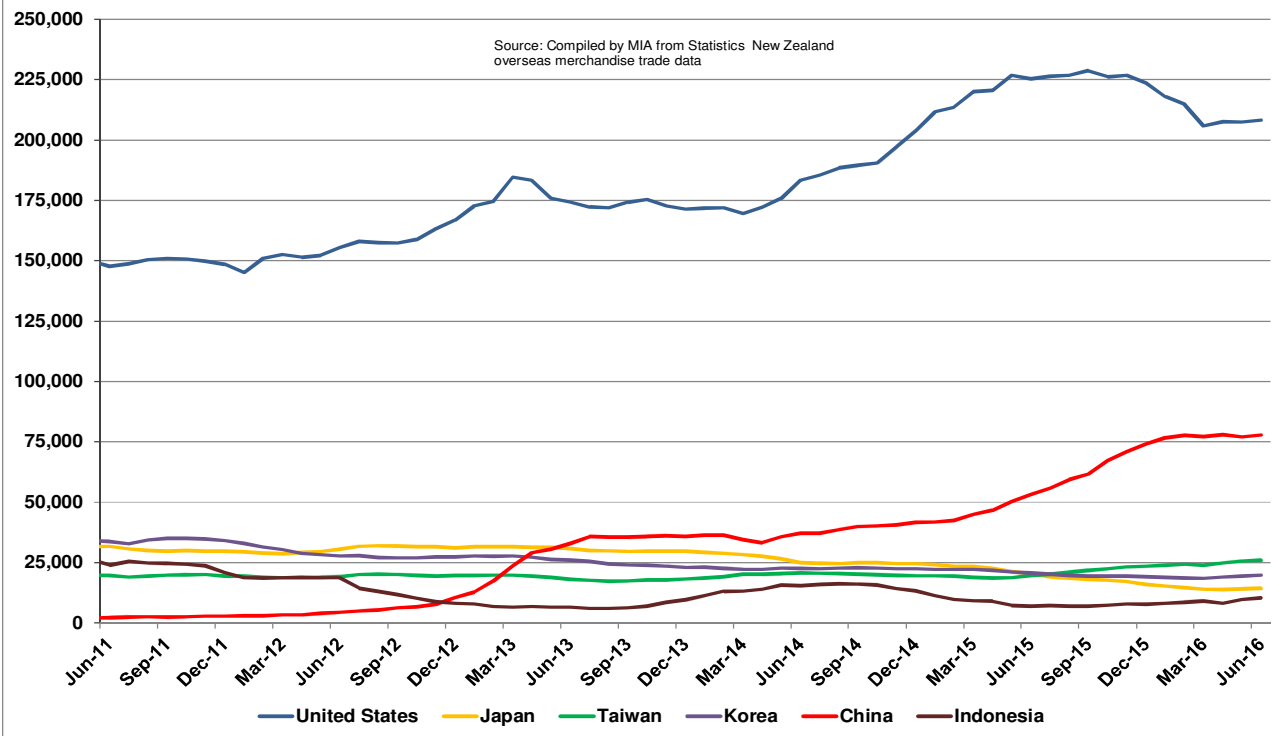
Monthly chilled lamb exports to EU (excluding UK) by volume (tonnes)



**Monthly beef exports to selected markets by volume (tonnes)**



**Beef exports to selected markets - rolling 12 month volume (tonnes)**

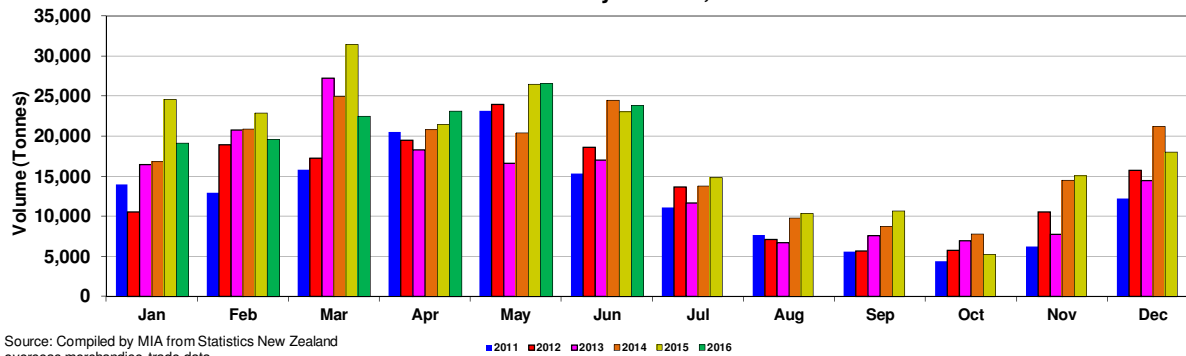


**Monthly exports of beef and edible offal to the United States, 2011-2016, by volume  
(Tonnes)**

|                             | 2011   |        |        |        |        |        |        |        |        |       |        |        |                |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|--------|--------|----------------|
|                             | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct   | Nov    | Dec    |                |
| <b>Beef exports</b>         | 13,979 | 12,950 | 15,743 | 20,591 | 23,221 | 15,329 | 11,123 | 7,685  | 5,518  | 4,215 | 6,119  | 12,106 | <b>148,578</b> |
| <b>Edible beef offal</b>    | 40     | 19     | 101    | 0      | 10     | 9      | 9      | 11     | 114    | 196   | 89     | 134    | <b>733</b>     |
| <b>Total (beef + offal)</b> | 14,019 | 12,969 | 15,844 | 20,591 | 23,231 | 15,338 | 11,132 | 7,696  | 5,631  | 4,411 | 6,208  | 12,240 | <b>149,311</b> |
|                             | 2012   |        |        |        |        |        |        |        |        |       |        |        |                |
|                             | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct   | Nov    | Dec    |                |
| <b>Beef exports</b>         | 10,485 | 18,902 | 17,273 | 19,528 | 23,992 | 18,610 | 13,669 | 7,042  | 5,390  | 5,687 | 10,508 | 15,757 | <b>166,845</b> |
| <b>Edible beef offal</b>    | 57     | 28     | 13     | 7      | 6      | 1      | 20     | 48     | 262    | 69    | 32     | 37     | <b>581</b>     |
| <b>Total (beef + offal)</b> | 10,542 | 18,930 | 17,286 | 19,535 | 23,999 | 18,612 | 13,690 | 7,090  | 5,652  | 5,756 | 10,541 | 15,794 | <b>167,426</b> |
|                             | 2013   |        |        |        |        |        |        |        |        |       |        |        |                |
|                             | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct   | Nov    | Dec    |                |
| <b>Beef exports</b>         | 16,418 | 20,769 | 27,232 | 18,279 | 16,593 | 16,972 | 11,678 | 6,722  | 7,620  | 6,903 | 7,772  | 14,458 | <b>171,416</b> |
| <b>Edible beef offal</b>    | 26     | 30     | 24     | 46     | 33     | 77     | 44     | 7      | 12     | 47    | 17     | 21     | <b>383</b>     |
| <b>Total (beef + offal)</b> | 16,444 | 20,799 | 27,256 | 18,325 | 16,626 | 17,050 | 11,722 | 6,728  | 7,631  | 6,951 | 7,789  | 14,479 | <b>171,800</b> |
|                             | 2014   |        |        |        |        |        |        |        |        |       |        |        |                |
|                             | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct   | Nov    | Dec    |                |
| <b>Beef exports</b>         | 16,810 | 20,892 | 24,941 | 20,816 | 20,369 | 24,458 | 13,687 | 9,772  | 8,777  | 7,764 | 14,490 | 21,141 | <b>203,917</b> |
| <b>Edible beef offal</b>    | 26     | 11     | 77     | 46     | 53     | 50     | 96     | 7      | 22     | 26    | 33     | 60     | <b>507</b>     |
| <b>Total (beef + offal)</b> | 16,836 | 20,903 | 25,018 | 20,862 | 20,422 | 24,508 | 13,783 | 9,779  | 8,799  | 7,790 | 14,523 | 21,201 | <b>204,424</b> |
|                             | 2015   |        |        |        |        |        |        |        |        |       |        |        |                |
|                             | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct   | Nov    | Dec    |                |
| <b>Beef exports</b>         | 24,574 | 22,863 | 31,404 | 21,353 | 26,495 | 23,023 | 14,725 | 10,303 | 10,658 | 5,249 | 14,994 | 17,957 | <b>223,598</b> |
| <b>Edible beef offal</b>    | 21     | 84     | 53     | 145    | 40     | 64     | 98     | 46     | 65     | 19    | 94     | 91     | <b>820</b>     |
| <b>Total (beef + offal)</b> | 24,595 | 22,947 | 31,457 | 21,498 | 26,535 | 23,087 | 14,823 | 10,349 | 10,723 | 5,268 | 15,088 | 18,048 | <b>224,418</b> |
|                             | 2016   |        |        |        |        |        |        |        |        |       |        |        |                |
|                             | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct   | Nov    | Dec    |                |
| <b>Beef exports</b>         | 18,997 | 19,641 | 22,421 | 23,108 | 26,441 | 23,793 |        |        |        |       |        |        | <b>134,401</b> |
| <b>Edible beef offal</b>    | 125    | 31     | 62     | 79     | 124    | 122    |        |        |        |       |        |        | <b>543</b>     |
| <b>Total (beef + offal)</b> | 19,122 | 19,672 | 22,483 | 23,187 | 26,565 | 23,915 |        |        |        |       |        |        | <b>134,944</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to the United States,  
by volume, 2011 - 2016**

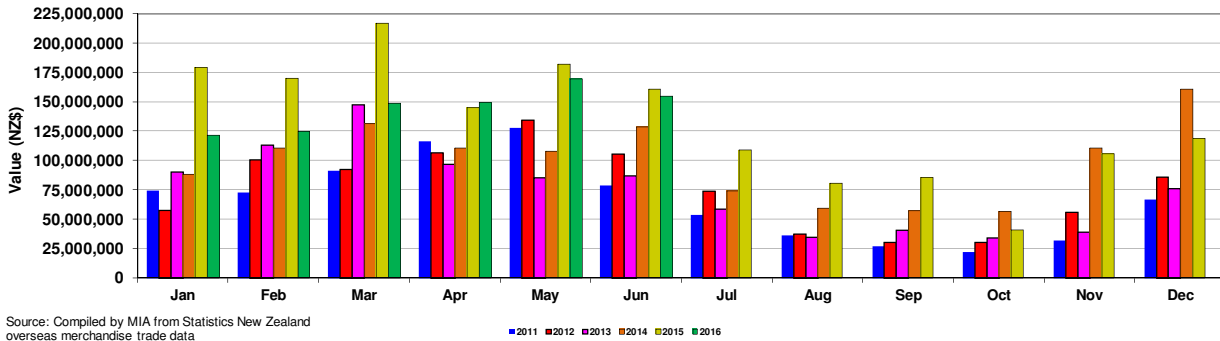


Monthly exports of beef and edible offal to the United States, 2011-2016, by value (NZ\$)

|                             | 2011               |                    |                    |                    |                    |                    |                    |                   |                   |                   |                    |                    |                      |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------|-------------------|-------------------|--------------------|--------------------|----------------------|
|                             | Jan                | Feb                | Mar                | Apr                | May                | Jun                | Jul                | Aug               | Sep               | Oct               | Nov                | Dec                |                      |
| Beef exports                | 74,483,596         | 73,038,325         | 90,631,394         | 116,584,798        | 127,929,209        | 78,601,754         | 53,642,251         | 36,490,501        | 26,923,988        | 21,664,310        | 31,657,097         | 66,537,067         | 798,184,290          |
| Edible beef offal           | 195,225            | 63,116             | 807,709            | 0                  | 96,126             | 70,763             | 74,341             | 35,215            | 341,541           | 536,861           | 224,382            | 457,310            | 2,902,589            |
| <b>Total (beef + offal)</b> | <b>74,678,821</b>  | <b>73,101,441</b>  | <b>91,439,103</b>  | <b>116,584,798</b> | <b>128,025,335</b> | <b>78,672,517</b>  | <b>53,716,592</b>  | <b>36,525,716</b> | <b>27,265,529</b> | <b>22,201,171</b> | <b>31,881,479</b>  | <b>66,994,377</b>  | <b>801,086,879</b>   |
|                             | 2012               |                    |                    |                    |                    |                    |                    |                   |                   |                   |                    |                    |                      |
|                             | Jan                | Feb                | Mar                | Apr                | May                | Jun                | Jul                | Aug               | Sep               | Oct               | Nov                | Dec                |                      |
| Beef exports                | 57,611,213         | 100,400,183        | 92,653,971         | 106,814,649        | 134,566,105        | 105,704,583        | 73,969,034         | 37,327,159        | 29,822,171        | 30,568,830        | 55,780,358         | 85,868,097         | 911,086,353          |
| Edible beef offal           | 245,047            | 108,453            | 104,839            | 51,732             | 41,379             | 9,501              | 143,199            | 113,845           | 560,394           | 133,570           | 86,833             | 133,480            | 1,732,272            |
| <b>Total (beef + offal)</b> | <b>57,856,260</b>  | <b>100,508,636</b> | <b>92,758,810</b>  | <b>106,866,381</b> | <b>134,607,484</b> | <b>105,714,084</b> | <b>74,112,233</b>  | <b>37,441,004</b> | <b>30,382,565</b> | <b>30,702,400</b> | <b>55,867,191</b>  | <b>86,001,577</b>  | <b>912,818,625</b>   |
|                             | 2013               |                    |                    |                    |                    |                    |                    |                   |                   |                   |                    |                    |                      |
|                             | Jan                | Feb                | Mar                | Apr                | May                | Jun                | Jul                | Aug               | Sep               | Oct               | Nov                | Dec                |                      |
| Beef exports                | 90,376,731         | 112,943,943        | 147,645,141        | 96,485,833         | 85,325,768         | 86,922,083         | 58,811,922         | 34,987,708        | 40,788,676        | 34,363,048        | 39,100,321         | 75,978,252         | 903,729,426          |
| Edible beef offal           | 124,707            | 158,859            | 166,782            | 185,408            | 71,110             | 199,298            | 209,687            | 48,827            | 54,135            | 155,702           | 117,677            | 53,819             | 1,546,011            |
| <b>Total (beef + offal)</b> | <b>90,501,438</b>  | <b>113,102,802</b> | <b>147,811,923</b> | <b>96,671,241</b>  | <b>85,396,878</b>  | <b>87,121,381</b>  | <b>59,021,609</b>  | <b>35,036,535</b> | <b>40,842,811</b> | <b>34,518,750</b> | <b>39,217,998</b>  | <b>76,032,071</b>  | <b>905,275,437</b>   |
|                             | 2014               |                    |                    |                    |                    |                    |                    |                   |                   |                   |                    |                    |                      |
|                             | Jan                | Feb                | Mar                | Apr                | May                | Jun                | Jul                | Aug               | Sep               | Oct               | Nov                | Dec                |                      |
| Beef exports                | 88,315,102         | 110,598,898        | 131,142,403        | 110,353,140        | 107,736,173        | 128,243,388        | 73,489,756         | 59,754,247        | 57,205,247        | 56,965,937        | 110,491,270        | 160,338,210        | 1,194,633,771        |
| Edible beef offal           | 77,047             | 52,585             | 376,429            | 264,463            | 306,275            | 273,985            | 573,567            | 56,362            | 181,900           | 179,008           | 250,586            | 457,710            | 3,049,917            |
| <b>Total (beef + offal)</b> | <b>88,392,149</b>  | <b>110,651,483</b> | <b>131,518,832</b> | <b>110,617,603</b> | <b>108,042,448</b> | <b>128,517,373</b> | <b>74,063,323</b>  | <b>59,810,609</b> | <b>57,387,147</b> | <b>57,144,945</b> | <b>110,741,856</b> | <b>160,795,920</b> | <b>1,197,683,688</b> |
|                             | 2015               |                    |                    |                    |                    |                    |                    |                   |                   |                   |                    |                    |                      |
|                             | Jan                | Feb                | Mar                | Apr                | May                | Jun                | Jul                | Aug               | Sep               | Oct               | Nov                | Dec                |                      |
| Beef exports                | 179,095,617        | 169,734,087        | 216,673,534        | 144,297,102        | 181,739,445        | 160,187,406        | 108,443,128        | 80,467,579        | 84,914,653        | 41,062,677        | 105,057,251        | 118,317,786        | 1,589,990,265        |
| Edible beef offal           | 142,765            | 674,400            | 366,175            | 739,607            | 325,805            | 551,527            | 862,059            | 442,007           | 610,577           | 129,764           | 865,678            | 638,795            | 6,349,159            |
| <b>Total (beef + offal)</b> | <b>179,238,382</b> | <b>170,408,487</b> | <b>217,039,709</b> | <b>145,036,709</b> | <b>182,065,250</b> | <b>160,738,933</b> | <b>109,305,187</b> | <b>80,909,586</b> | <b>85,525,230</b> | <b>41,192,441</b> | <b>105,922,929</b> | <b>118,956,581</b> | <b>1,596,339,424</b> |
|                             | 2016               |                    |                    |                    |                    |                    |                    |                   |                   |                   |                    |                    |                      |
|                             | Jan                | Feb                | Mar                | Apr                | May                | Jun                | Jul                | Aug               | Sep               | Oct               | Nov                | Dec                |                      |
| Beef exports                | 121,014,751        | 124,686,988        | 148,563,087        | 149,211,039        | 169,204,674        | 153,762,701        |                    |                   |                   |                   |                    |                    | 866,443,240          |
| Edible beef offal           | 886,038            | 132,494            | 347,141            | 365,521            | 682,879            | 975,076            |                    |                   |                   |                   |                    |                    | 3,389,149            |
| <b>Total (beef + offal)</b> | <b>121,900,789</b> | <b>124,819,482</b> | <b>148,910,228</b> | <b>149,576,560</b> | <b>169,887,553</b> | <b>154,737,777</b> |                    |                   |                   |                   |                    |                    | <b>869,832,389</b>   |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Exports of beef and edible offal to the United States, 2011 - 2016



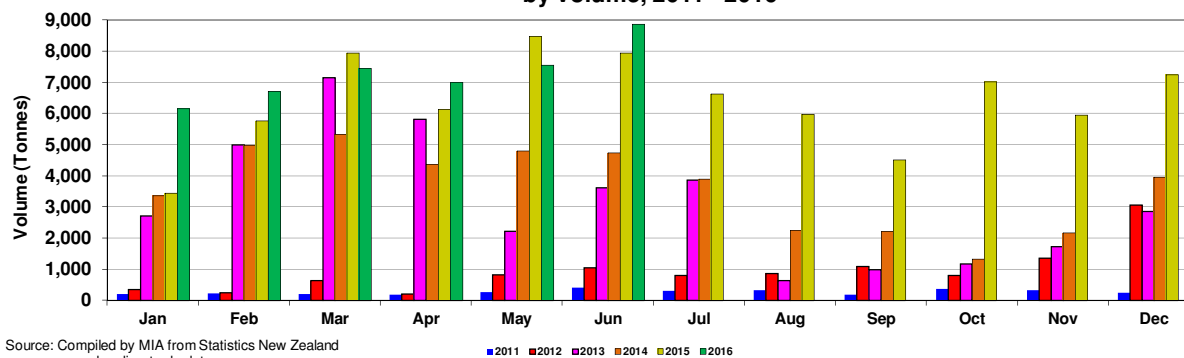
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Monthly, exports of beef and edible offal to China, 2011-2016, by volume  
(Tonnes)

|                             | 2011         |              |              |              |              |              |              |              |              |              |              |              |               |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 168          | 138          | 141          | 146          | 196          | 356          | 272          | 326          | 183          | 351          | 322          | 222          | 2,821         |
| Edible beef offal           | 36           | 90           | 58           | 42           | 77           | 64           | 48           | 16           | 14           | 29           | 9            | 27           | 510           |
| <b>Total (beef + offal)</b> | <b>203</b>   | <b>228</b>   | <b>200</b>   | <b>188</b>   | <b>273</b>   | <b>420</b>   | <b>320</b>   | <b>342</b>   | <b>197</b>   | <b>380</b>   | <b>331</b>   | <b>249</b>   | <b>3,330</b>  |
|                             | 2012         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 295          | 194          | 578          | 122          | 731          | 905          | 740          | 761          | 1,054        | 801          | 1,339        | 2,970        | 10,491        |
| Edible beef offal           | 67           | 56           | 72           | 79           | 85           | 141          | 75           | 99           | 33           | 9            | 13           | 88           | 818           |
| <b>Total (beef + offal)</b> | <b>362</b>   | <b>250</b>   | <b>650</b>   | <b>201</b>   | <b>816</b>   | <b>1,047</b> | <b>815</b>   | <b>861</b>   | <b>1,088</b> | <b>810</b>   | <b>1,352</b> | <b>3,058</b> | <b>11,309</b> |
|                             | 2013         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,616        | 4,759        | 6,953        | 5,510        | 2,135        | 3,261        | 3,692        | 591          | 913          | 1,054        | 1,608        | 2,703        | 35,794        |
| Edible beef offal           | 103          | 236          | 201          | 311          | 95           | 362          | 179          | 58           | 78           | 118          | 120          | 162          | 2,023         |
| <b>Total (beef + offal)</b> | <b>2,719</b> | <b>4,995</b> | <b>7,154</b> | <b>5,821</b> | <b>2,230</b> | <b>3,622</b> | <b>3,872</b> | <b>649</b>   | <b>991</b>   | <b>1,172</b> | <b>1,728</b> | <b>2,865</b> | <b>37,817</b> |
|                             | 2014         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 3,233        | 4,784        | 5,063        | 4,213        | 4,642        | 4,624        | 3,741        | 2,145        | 2,141        | 1,312        | 2,065        | 3,757        | 41,720        |
| Edible beef offal           | 127          | 196          | 266          | 167          | 158          | 111          | 148          | 112          | 81           | 8            | 113          | 194          | 1,681         |
| <b>Total (beef + offal)</b> | <b>3,360</b> | <b>4,980</b> | <b>5,329</b> | <b>4,380</b> | <b>4,800</b> | <b>4,735</b> | <b>3,889</b> | <b>2,257</b> | <b>2,222</b> | <b>1,320</b> | <b>2,178</b> | <b>3,951</b> | <b>43,401</b> |
|                             | 2015         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 3,307        | 5,442        | 7,578        | 5,925        | 8,149        | 7,663        | 6,325        | 5,761        | 4,402        | 6,890        | 5,763        | 6,920        | 74,125        |
| Edible beef offal           | 149          | 325          | 364          | 215          | 333          | 295          | 312          | 220          | 112          | 125          | 197          | 332          | 2,979         |
| <b>Total (beef + offal)</b> | <b>3,456</b> | <b>5,767</b> | <b>7,942</b> | <b>6,140</b> | <b>8,482</b> | <b>7,958</b> | <b>6,637</b> | <b>5,981</b> | <b>4,514</b> | <b>7,015</b> | <b>5,960</b> | <b>7,252</b> | <b>77,104</b> |
|                             | 2016         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 5,881        | 6,456        | 7,110        | 6,637        | 7,238        | 8,461        |              |              |              |              |              |              | 41,783        |
| Edible beef offal           | 274          | 264          | 344          | 362          | 327          | 412          |              |              |              |              |              |              | 1,983         |
| <b>Total (beef + offal)</b> | <b>6,155</b> | <b>6,720</b> | <b>7,454</b> | <b>6,999</b> | <b>7,565</b> | <b>8,873</b> |              |              |              |              |              |              | <b>43,766</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Monthly exports of beef and edible offal to China,  
by volume, 2011 - 2016



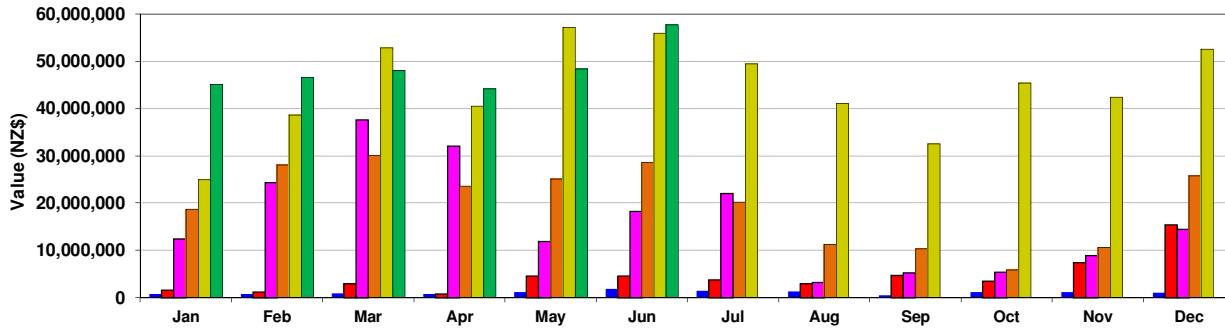
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to China, 2011-2016, by value  
(NZ\$)**

|                             | 2011              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 806,037           | 671,378           | 797,458           | 768,409           | 972,976           | 1,703,683         | 1,282,556         | 1,283,962         | 480,778           | 1,163,626         | 1,242,020         | 984,663           | <b>12,157,546</b>  |
| <b>Edible beef offal</b>    | 54,627            | 203,317           | 165,170           | 105,300           | 202,755           | 181,511           | 145,329           | 50,607            | 28,787            | 106,740           | 29,789            | 105,003           | <b>1,378,935</b>   |
| <b>Total (beef + offal)</b> | <b>860,664</b>    | <b>874,695</b>    | <b>962,628</b>    | <b>873,709</b>    | <b>1,175,731</b>  | <b>1,885,194</b>  | <b>1,427,885</b>  | <b>1,334,569</b>  | <b>509,565</b>    | <b>1,270,366</b>  | <b>1,271,809</b>  | <b>1,089,666</b>  | <b>13,536,481</b>  |
|                             | 2012              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 1,431,036         | 1,074,613         | 2,780,301         | 659,344           | 4,284,178         | 4,116,577         | 3,528,192         | 2,704,037         | 4,614,894         | 3,519,611         | 7,357,390         | 15,222,239        | <b>51,292,412</b>  |
| <b>Edible beef offal</b>    | 210,186           | 200,920           | 174,511           | 198,156           | 326,611           | 442,976           | 193,511           | 264,431           | 87,348            | 21,576            | 39,050            | 243,280           | <b>2,402,556</b>   |
| <b>Total (beef + offal)</b> | <b>1,641,222</b>  | <b>1,275,533</b>  | <b>2,954,812</b>  | <b>857,500</b>    | <b>4,610,789</b>  | <b>4,559,553</b>  | <b>3,721,703</b>  | <b>2,968,468</b>  | <b>4,702,242</b>  | <b>3,541,187</b>  | <b>7,396,440</b>  | <b>15,465,519</b> | <b>53,694,968</b>  |
|                             | 2013              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 12,238,715        | 23,794,317        | 36,992,322        | 30,979,416        | 11,424,040        | 17,035,162        | 21,326,391        | 3,068,057         | 5,015,739         | 5,089,638         | 8,605,339         | 14,065,214        | <b>189,634,350</b> |
| <b>Edible beef offal</b>    | 223,691           | 645,617           | 604,094           | 1,184,809         | 433,968           | 1,188,035         | 794,188           | 192,335           | 252,651           | 352,452           | 346,698           | 444,126           | <b>6,662,664</b>   |
| <b>Total (beef + offal)</b> | <b>12,462,406</b> | <b>24,439,934</b> | <b>37,596,416</b> | <b>32,164,225</b> | <b>11,858,008</b> | <b>18,223,197</b> | <b>22,120,579</b> | <b>3,260,392</b>  | <b>5,268,390</b>  | <b>5,442,090</b>  | <b>8,952,037</b>  | <b>14,509,340</b> | <b>196,297,014</b> |
|                             | 2014              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 18,282,729        | 27,454,871        | 29,172,432        | 23,137,792        | 24,563,333        | 28,231,388        | 19,846,401        | 11,054,171        | 10,032,958        | 5,831,435         | 10,211,881        | 25,227,907        | <b>233,047,298</b> |
| <b>Edible beef offal</b>    | 480,495           | 681,685           | 915,708           | 555,803           | 552,617           | 399,302           | 406,504           | 315,913           | 262,238           | 25,941            | 444,430           | 608,071           | <b>5,648,707</b>   |
| <b>Total (beef + offal)</b> | <b>18,763,224</b> | <b>28,136,556</b> | <b>30,088,140</b> | <b>23,693,595</b> | <b>25,115,950</b> | <b>28,630,690</b> | <b>20,252,905</b> | <b>11,370,084</b> | <b>10,295,196</b> | <b>5,857,376</b>  | <b>10,656,311</b> | <b>25,835,978</b> | <b>238,696,005</b> |
|                             | 2015              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 24,524,540        | 37,681,889        | 51,758,772        | 39,894,433        | 56,033,969        | 54,839,666        | 48,252,932        | 40,150,738        | 32,026,741        | 44,966,519        | 41,649,725        | 51,083,193        | <b>522,863,117</b> |
| <b>Edible beef offal</b>    | 426,744           | 948,521           | 1,189,295         | 723,826           | 1,165,174         | 1,187,789         | 1,278,267         | 956,266           | 534,784           | 516,915           | 809,963           | 1,596,579         | <b>11,334,123</b>  |
| <b>Total (beef + offal)</b> | <b>24,951,284</b> | <b>38,630,410</b> | <b>52,948,067</b> | <b>40,618,259</b> | <b>57,199,143</b> | <b>56,027,455</b> | <b>49,531,199</b> | <b>41,107,004</b> | <b>32,561,525</b> | <b>45,483,434</b> | <b>42,459,688</b> | <b>52,679,772</b> | <b>534,197,240</b> |
|                             | 2016              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 43,933,482        | 45,286,763        | 46,606,000        | 42,508,925        | 46,818,426        | 55,669,703        |                   |                   |                   |                   |                   |                   | <b>280,823,299</b> |
| <b>Edible beef offal</b>    | 1,191,925         | 1,311,312         | 1,514,837         | 1,739,594         | 1,620,092         | 2,122,253         |                   |                   |                   |                   |                   |                   | <b>9,500,013</b>   |
| <b>Total (beef + offal)</b> | <b>45,125,407</b> | <b>46,598,075</b> | <b>48,120,837</b> | <b>44,248,519</b> | <b>48,438,518</b> | <b>57,791,956</b> |                   |                   |                   |                   |                   |                   | <b>290,323,312</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Exports of beef and edible offal to China,  
2011 - 2016**



Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

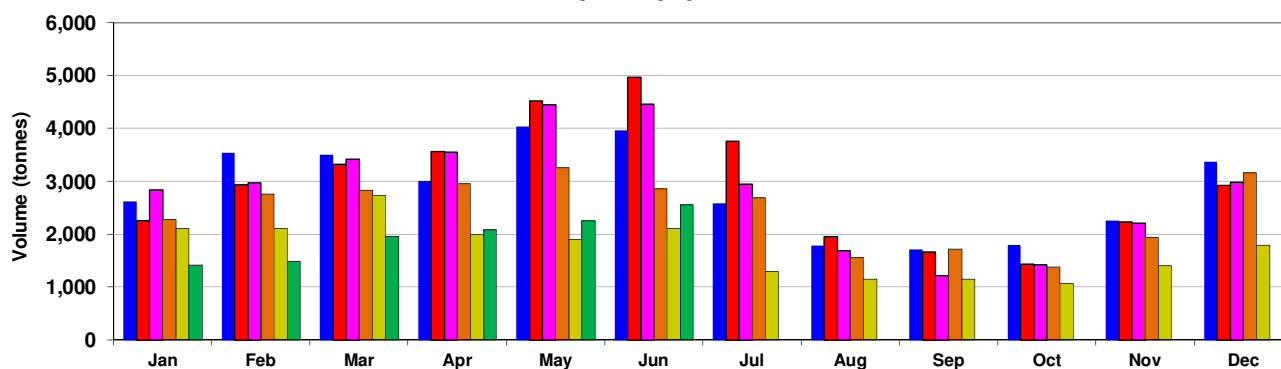
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

**Monthly exports of beef and edible offal to Japan, 2011-2016, by volume  
(Tonnes)**

|                             | 2011         |              |              |              |              |              |              |              |              |              |              |              |               |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,309        | 3,217        | 3,154        | 2,627        | 3,459        | 3,470        | 2,213        | 1,285        | 1,432        | 1,533        | 1,980        | 3,045        | 29,724        |
| Edible beef offal           | 312          | 326          | 359          | 383          | 581          | 502          | 377          | 510          | 281          | 273          | 280          | 333          | 4,517         |
| <b>Total (beef + offal)</b> | <b>2,621</b> | <b>3,543</b> | <b>3,513</b> | <b>3,010</b> | <b>4,040</b> | <b>3,972</b> | <b>2,590</b> | <b>1,795</b> | <b>1,713</b> | <b>1,806</b> | <b>2,260</b> | <b>3,378</b> | <b>34,241</b> |
|                             | 2012         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,039        | 2,632        | 2,929        | 3,153        | 3,950        | 4,371        | 3,343        | 1,589        | 1,342        | 1,178        | 2,007        | 2,571        | 31,104        |
| Edible beef offal           | 219          | 312          | 399          | 417          | 576          | 604          | 420          | 372          | 325          | 259          | 226          | 360          | 4,489         |
| <b>Total (beef + offal)</b> | <b>2,258</b> | <b>2,944</b> | <b>3,328</b> | <b>3,570</b> | <b>4,526</b> | <b>4,975</b> | <b>3,763</b> | <b>1,961</b> | <b>1,667</b> | <b>1,437</b> | <b>2,233</b> | <b>2,931</b> | <b>35,593</b> |
|                             | 2013         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,502        | 2,600        | 2,929        | 2,992        | 3,845        | 3,906        | 2,522        | 1,469        | 1,096        | 1,260        | 1,993        | 2,623        | 29,737        |
| Edible beef offal           | 346          | 374          | 498          | 559          | 610          | 559          | 433          | 228          | 127          | 166          | 221          | 363          | 4,484         |
| <b>Total (beef + offal)</b> | <b>2,848</b> | <b>2,974</b> | <b>3,427</b> | <b>3,551</b> | <b>4,455</b> | <b>4,465</b> | <b>2,955</b> | <b>1,697</b> | <b>1,223</b> | <b>1,426</b> | <b>2,214</b> | <b>2,986</b> | <b>34,221</b> |
|                             | 2014         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,903        | 2,315        | 2,304        | 2,433        | 2,669        | 2,375        | 2,271        | 1,329        | 1,530        | 1,178        | 1,629        | 2,585        | 24,521        |
| Edible beef offal           | 376          | 447          | 538          | 530          | 596          | 489          | 422          | 235          | 189          | 204          | 307          | 580          | 4,913         |
| <b>Total (beef + offal)</b> | <b>2,279</b> | <b>2,762</b> | <b>2,842</b> | <b>2,963</b> | <b>3,265</b> | <b>2,864</b> | <b>2,693</b> | <b>1,564</b> | <b>1,719</b> | <b>1,382</b> | <b>1,936</b> | <b>3,165</b> | <b>29,434</b> |
|                             | 2015         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,599        | 1,649        | 2,140        | 1,593        | 1,378        | 1,546        | 881          | 949          | 901          | 812          | 1,125        | 1,303        | 15,876        |
| Edible beef offal           | 506          | 458          | 597          | 406          | 528          | 567          | 415          | 211          | 255          | 263          | 282          | 489          | 4,977         |
| <b>Total (beef + offal)</b> | <b>2,105</b> | <b>2,107</b> | <b>2,737</b> | <b>1,999</b> | <b>1,906</b> | <b>2,113</b> | <b>1,296</b> | <b>1,160</b> | <b>1,156</b> | <b>1,075</b> | <b>1,407</b> | <b>1,792</b> | <b>20,853</b> |
|                             | 2016         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 964          | 1,119        | 1,374        | 1,479        | 1,652        | 1,864        |              |              |              |              |              |              | 8,452         |
| Edible beef offal           | 459          | 370          | 593          | 611          | 608          | 689          |              |              |              |              |              |              | 3,330         |
| <b>Total (beef + offal)</b> | <b>1,423</b> | <b>1,489</b> | <b>1,967</b> | <b>2,090</b> | <b>2,260</b> | <b>2,553</b> |              |              |              |              |              |              | <b>11,782</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to Japan,  
2011 - 2016**



Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

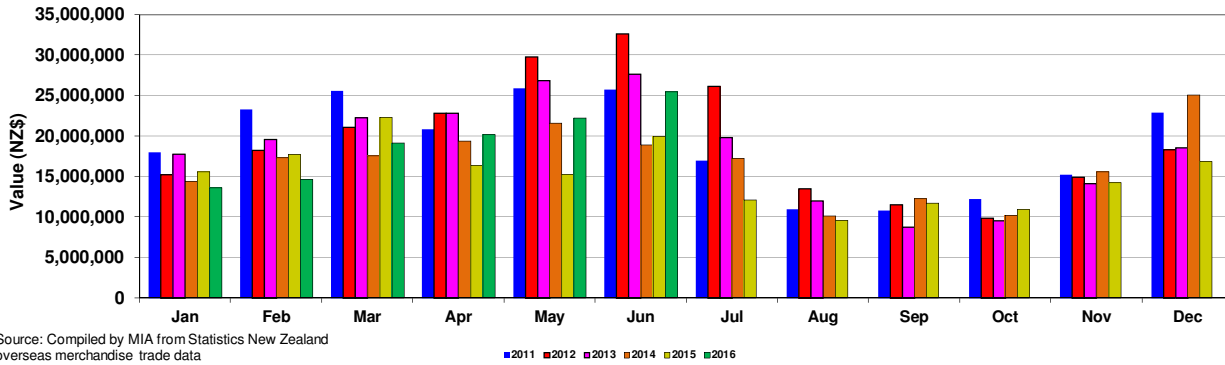


**Monthly exports of beef and edible offal to Japan, 2011-2016, by value  
(NZ\$)**

|                             | 2011              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 13,925,392        | 19,169,995        | 20,871,184        | 16,709,062        | 21,198,997        | 21,260,531        | 13,938,993        | 8,323,791         | 9,147,697         | 10,060,497        | 12,561,477        | 18,863,376        | <b>186,030,992</b> |
| <b>Edible beef offal</b>    | 4,113,207         | 4,170,749         | 4,716,200         | 4,129,938         | 4,689,091         | 4,482,758         | 3,048,040         | 2,676,978         | 1,697,447         | 2,154,532         | 2,699,423         | 4,037,860         | <b>42,616,223</b>  |
| <b>Total (beef + offal)</b> | <b>18,038,599</b> | <b>23,340,744</b> | <b>25,587,384</b> | <b>20,839,000</b> | <b>25,888,088</b> | <b>25,743,289</b> | <b>16,987,033</b> | <b>11,000,769</b> | <b>10,845,144</b> | <b>12,215,029</b> | <b>15,260,900</b> | <b>22,901,236</b> | <b>228,647,215</b> |
|                             | 2012              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 13,231,868        | 15,661,656        | 17,532,816        | 19,269,420        | 24,696,178        | 27,084,494        | 22,398,806        | 10,982,996        | 9,615,893         | 8,544,623         | 12,636,543        | 14,721,200        | <b>196,376,493</b> |
| <b>Edible beef offal</b>    | 2,034,201         | 2,618,316         | 3,568,232         | 3,586,825         | 5,104,259         | 5,571,007         | 3,778,297         | 2,562,073         | 1,945,131         | 1,297,951         | 2,265,750         | 3,635,902         | <b>37,967,944</b>  |
| <b>Total (beef + offal)</b> | <b>15,266,069</b> | <b>18,279,972</b> | <b>21,101,048</b> | <b>22,856,245</b> | <b>29,800,437</b> | <b>32,655,501</b> | <b>26,177,103</b> | <b>13,545,069</b> | <b>11,561,024</b> | <b>9,842,574</b>  | <b>14,902,293</b> | <b>18,357,102</b> | <b>234,344,437</b> |
|                             | 2013              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 14,230,733        | 15,930,867        | 18,555,555        | 19,543,010        | 22,967,960        | 23,774,978        | 16,519,183        | 10,450,944        | 7,855,826         | 8,149,460         | 12,321,940        | 15,408,911        | <b>185,709,367</b> |
| <b>Edible beef offal</b>    | 3,560,345         | 3,665,964         | 3,702,770         | 3,272,260         | 3,874,357         | 3,901,685         | 3,317,336         | 1,544,176         | 938,891           | 1,404,216         | 1,790,998         | 3,154,753         | <b>34,127,751</b>  |
| <b>Total (beef + offal)</b> | <b>17,791,078</b> | <b>19,596,831</b> | <b>22,258,325</b> | <b>22,815,270</b> | <b>26,842,317</b> | <b>27,676,663</b> | <b>19,836,519</b> | <b>11,995,120</b> | <b>8,794,717</b>  | <b>9,553,676</b>  | <b>14,112,938</b> | <b>18,563,664</b> | <b>219,837,118</b> |
|                             | 2014              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 11,130,687        | 13,645,754        | 13,469,891        | 15,694,471        | 17,282,849        | 15,479,083        | 14,727,669        | 8,672,836         | 10,997,907        | 8,661,240         | 13,078,664        | 20,681,617        | <b>163,522,668</b> |
| <b>Edible beef offal</b>    | 3,251,017         | 3,691,327         | 4,134,865         | 3,673,583         | 4,347,334         | 3,457,035         | 2,541,929         | 1,509,509         | 1,322,011         | 1,583,534         | 2,498,488         | 4,428,144         | <b>36,438,776</b>  |
| <b>Total (beef + offal)</b> | <b>14,381,704</b> | <b>17,337,081</b> | <b>17,604,756</b> | <b>19,368,054</b> | <b>21,630,183</b> | <b>18,936,118</b> | <b>17,269,598</b> | <b>10,182,345</b> | <b>12,319,918</b> | <b>10,244,774</b> | <b>15,577,152</b> | <b>25,109,761</b> | <b>199,961,444</b> |
|                             | 2015              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 12,154,433        | 14,562,227        | 18,315,261        | 13,703,600        | 11,693,266        | 16,096,303        | 9,107,818         | 7,997,968         | 9,506,246         | 8,643,754         | 11,566,036        | 12,265,564        | <b>145,612,476</b> |
| <b>Edible beef offal</b>    | 3,435,080         | 3,210,234         | 4,019,007         | 2,726,904         | 3,577,511         | 3,880,622         | 3,057,277         | 1,566,740         | 2,206,115         | 2,279,729         | 2,663,142         | 4,632,491         | <b>37,254,852</b>  |
| <b>Total (beef + offal)</b> | <b>15,589,513</b> | <b>17,772,461</b> | <b>22,334,268</b> | <b>16,430,504</b> | <b>15,270,777</b> | <b>19,976,925</b> | <b>12,165,095</b> | <b>9,564,708</b>  | <b>11,712,361</b> | <b>10,923,483</b> | <b>14,229,178</b> | <b>16,898,055</b> | <b>182,867,328</b> |
|                             | 2016              |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct               | Nov               | Dec               |                    |
| <b>Beef exports</b>         | 8,841,959         | 10,585,874        | 12,739,012        | 13,499,431        | 15,249,468        | 17,070,274        |                   |                   |                   |                   |                   |                   | <b>77,986,018</b>  |
| <b>Edible beef offal</b>    | 4,801,250         | 4,078,377         | 6,414,887         | 6,667,501         | 6,996,321         | 8,377,389         |                   |                   |                   |                   |                   |                   | <b>37,335,725</b>  |
| <b>Total (beef + offal)</b> | <b>13,643,209</b> | <b>14,664,251</b> | <b>19,153,899</b> | <b>20,166,932</b> | <b>22,245,789</b> | <b>25,447,663</b> |                   |                   |                   |                   |                   |                   | <b>115,321,743</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to Japan,  
2011 - 2016**



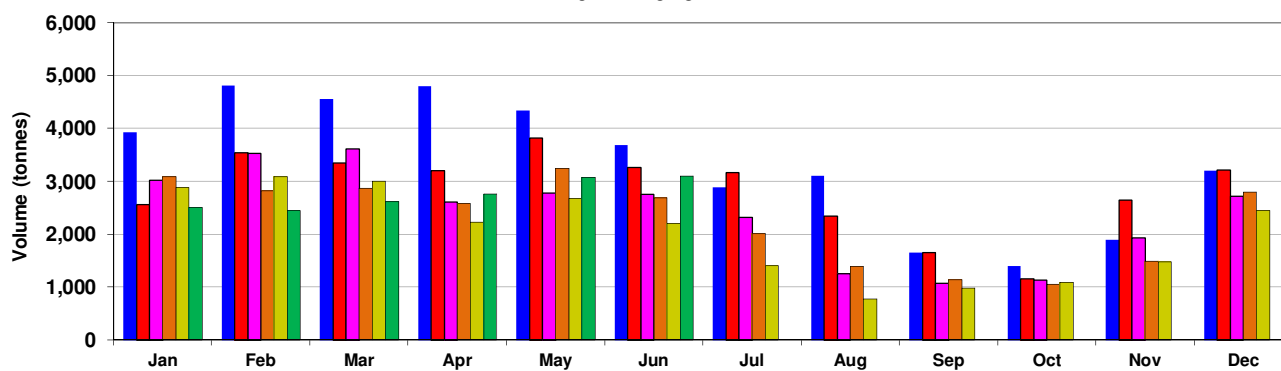
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Monthly exports of beef and edible offal to Korea, 2011-2016, by volume  
(Tonnes)

|                             | 2011         |              |              |              |              |              |              |              |              |              |              |              |               |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 3,373        | 4,228        | 3,903        | 4,125        | 3,517        | 3,112        | 2,480        | 2,717        | 1,366        | 1,027        | 1,588        | 2,693        | 34,129        |
| Edible beef offal           | 560          | 582          | 652          | 675          | 821          | 581          | 406          | 396          | 292          | 378          | 306          | 510          | 6,159         |
| <b>Total (beef + offal)</b> | <b>3,933</b> | <b>4,810</b> | <b>4,555</b> | <b>4,800</b> | <b>4,338</b> | <b>3,693</b> | <b>2,886</b> | <b>3,113</b> | <b>1,658</b> | <b>1,405</b> | <b>1,894</b> | <b>3,203</b> | <b>40,288</b> |
|                             | 2012         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,152        | 2,853        | 2,741        | 2,536        | 2,998        | 2,606        | 2,567        | 1,958        | 1,281        | 934          | 2,070        | 2,721        | 27,417        |
| Edible beef offal           | 415          | 688          | 608          | 673          | 824          | 664          | 598          | 385          | 373          | 230          | 576          | 496          | 6,530         |
| <b>Total (beef + offal)</b> | <b>2,567</b> | <b>3,541</b> | <b>3,349</b> | <b>3,209</b> | <b>3,822</b> | <b>3,270</b> | <b>3,165</b> | <b>2,343</b> | <b>1,654</b> | <b>1,164</b> | <b>2,646</b> | <b>3,217</b> | <b>33,947</b> |
|                             | 2013         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,452        | 2,824        | 2,810        | 2,006        | 2,143        | 2,300        | 1,919        | 972          | 862          | 898          | 1,557        | 2,254        | 22,997        |
| Edible beef offal           | 571          | 710          | 803          | 601          | 638          | 452          | 404          | 290          | 211          | 237          | 381          | 473          | 5,771         |
| <b>Total (beef + offal)</b> | <b>3,023</b> | <b>3,534</b> | <b>3,613</b> | <b>2,607</b> | <b>2,781</b> | <b>2,752</b> | <b>2,323</b> | <b>1,262</b> | <b>1,073</b> | <b>1,135</b> | <b>1,938</b> | <b>2,727</b> | <b>28,768</b> |
|                             | 2014         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,589        | 2,341        | 2,352        | 2,082        | 2,638        | 2,210        | 1,701        | 1,213        | 944          | 859          | 1,187        | 2,332        | 22,448        |
| Edible beef offal           | 502          | 478          | 526          | 506          | 609          | 484          | 312          | 186          | 198          | 203          | 307          | 472          | 4,783         |
| <b>Total (beef + offal)</b> | <b>3,091</b> | <b>2,819</b> | <b>2,878</b> | <b>2,588</b> | <b>3,247</b> | <b>2,694</b> | <b>2,013</b> | <b>1,399</b> | <b>1,142</b> | <b>1,062</b> | <b>1,494</b> | <b>2,804</b> | <b>27,231</b> |
|                             | 2015         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,366        | 2,382        | 2,216        | 1,722        | 2,027        | 1,805        | 1,094        | 650          | 764          | 835          | 1,189        | 2,033        | 19,083        |
| Edible beef offal           | 523          | 709          | 793          | 509          | 647          | 407          | 312          | 132          | 226          | 256          | 297          | 415          | 5,226         |
| <b>Total (beef + offal)</b> | <b>2,889</b> | <b>3,091</b> | <b>3,009</b> | <b>2,231</b> | <b>2,674</b> | <b>2,212</b> | <b>1,406</b> | <b>782</b>   | <b>990</b>   | <b>1,091</b> | <b>1,486</b> | <b>2,448</b> | <b>24,309</b> |
|                             | 2016         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,163        | 2,113        | 2,069        | 2,254        | 2,362        | 2,302        |              |              |              |              |              |              | 13,263        |
| Edible beef offal           | 352          | 342          | 549          | 514          | 712          | 801          |              |              |              |              |              |              | 3,270         |
| <b>Total (beef + offal)</b> | <b>2,515</b> | <b>2,455</b> | <b>2,618</b> | <b>2,768</b> | <b>3,074</b> | <b>3,103</b> |              |              |              |              |              |              | <b>16,533</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Monthly exports of beef and edible offal to Korea,  
2011 - 2016



Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

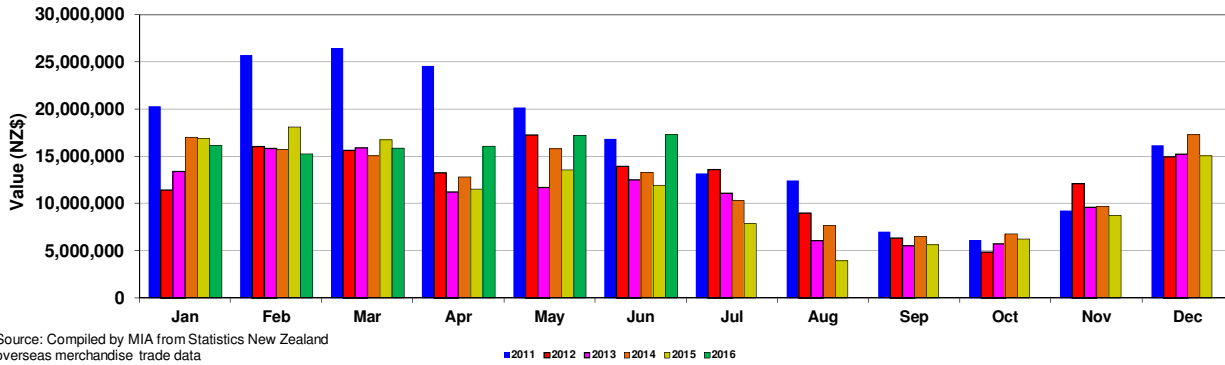
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

**Monthly exports of beef and edible offal to Korea, 2011-2016, by value (NZ\$)**

|                             | 2011              |                   |                   |                   |                   |                   |                   |                   |                  |                  |                   |                   |                    |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------|------------------|-------------------|-------------------|--------------------|
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep              | Oct              | Nov               | Dec               |                    |
| Beef exports                | 17,978,906        | 23,295,033        | 23,596,998        | 21,435,912        | 16,587,723        | 14,279,626        | 11,385,720        | 10,588,754        | 6,128,696        | 5,068,327        | 8,039,199         | 13,873,292        | 172,258,186        |
| Edible beef offal           | 2,333,722         | 2,444,943         | 2,881,762         | 3,156,443         | 3,591,969         | 2,607,103         | 1,817,086         | 1,854,907         | 943,302          | 1,117,464        | 1,254,079         | 2,291,113         | 26,293,893         |
| <b>Total (beef + offal)</b> | <b>20,312,628</b> | <b>25,739,976</b> | <b>26,478,760</b> | <b>24,592,355</b> | <b>20,179,692</b> | <b>16,886,729</b> | <b>13,202,806</b> | <b>12,443,661</b> | <b>7,071,998</b> | <b>6,185,791</b> | <b>9,293,278</b>  | <b>16,164,405</b> | <b>198,552,079</b> |
|                             | 2012              |                   |                   |                   |                   |                   |                   |                   |                  |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep              | Oct              | Nov               | Dec               |                    |
| Beef exports                | 9,571,285         | 13,027,172        | 12,898,696        | 10,230,544        | 13,382,161        | 10,978,628        | 11,017,404        | 7,510,411         | 5,008,805        | 4,008,183        | 9,697,800         | 12,759,776        | 120,090,865        |
| Edible beef offal           | 1,868,287         | 3,013,574         | 2,718,793         | 3,058,595         | 3,861,349         | 2,976,091         | 2,590,846         | 1,500,235         | 1,352,814        | 847,447          | 2,442,393         | 2,216,190         | 28,446,614         |
| <b>Total (beef + offal)</b> | <b>11,439,572</b> | <b>16,040,746</b> | <b>15,617,489</b> | <b>13,289,139</b> | <b>17,243,510</b> | <b>13,954,719</b> | <b>13,608,250</b> | <b>9,010,646</b>  | <b>6,361,619</b> | <b>4,855,630</b> | <b>12,140,193</b> | <b>14,975,966</b> | <b>148,537,479</b> |
|                             | 2013              |                   |                   |                   |                   |                   |                   |                   |                  |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep              | Oct              | Nov               | Dec               |                    |
| Beef exports                | 10,936,237        | 12,490,958        | 12,439,880        | 8,380,086         | 9,126,528         | 10,329,824        | 9,394,979         | 4,969,645         | 4,649,120        | 4,778,997        | 8,135,358         | 13,209,403        | 108,841,015        |
| Edible beef offal           | 2,474,567         | 3,332,372         | 3,445,024         | 2,834,756         | 2,593,825         | 2,223,090         | 1,679,468         | 1,099,299         | 922,253          | 950,921          | 1,478,304         | 2,046,768         | 25,080,647         |
| <b>Total (beef + offal)</b> | <b>13,410,804</b> | <b>15,823,330</b> | <b>15,884,904</b> | <b>11,214,842</b> | <b>11,720,353</b> | <b>12,552,914</b> | <b>11,074,447</b> | <b>6,068,944</b>  | <b>5,571,373</b> | <b>5,729,918</b> | <b>9,613,662</b>  | <b>15,256,171</b> | <b>133,921,662</b> |
|                             | 2014              |                   |                   |                   |                   |                   |                   |                   |                  |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep              | Oct              | Nov               | Dec               |                    |
| Beef exports                | 14,536,805        | 13,574,833        | 12,708,665        | 10,510,320        | 13,139,804        | 11,024,307        | 8,887,424         | 6,813,503         | 5,510,233        | 5,730,076        | 7,977,389         | 14,424,574        | 124,837,933        |
| Edible beef offal           | 2,504,723         | 2,181,431         | 2,362,054         | 2,306,658         | 2,701,511         | 2,311,685         | 1,420,226         | 882,708           | 1,026,635        | 1,063,070        | 1,770,293         | 2,875,534         | 23,406,528         |
| <b>Total (beef + offal)</b> | <b>17,041,528</b> | <b>15,756,264</b> | <b>15,070,719</b> | <b>12,816,978</b> | <b>15,841,315</b> | <b>13,335,992</b> | <b>10,307,650</b> | <b>7,696,211</b>  | <b>6,536,868</b> | <b>6,793,146</b> | <b>9,747,682</b>  | <b>17,300,108</b> | <b>148,244,461</b> |
|                             | 2015              |                   |                   |                   |                   |                   |                   |                   |                  |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep              | Oct              | Nov               | Dec               |                    |
| Beef exports                | 13,726,316        | 13,833,970        | 12,067,171        | 8,721,230         | 10,268,290        | 9,544,747         | 6,043,957         | 3,340,470         | 4,453,857        | 4,877,971        | 7,014,283         | 12,602,502        | 106,494,764        |
| Edible beef offal           | 3,151,390         | 4,253,465         | 4,713,807         | 2,812,222         | 3,314,641         | 2,427,292         | 1,830,647         | 622,907           | 1,227,696        | 1,352,145        | 1,735,604         | 2,468,231         | 29,910,047         |
| <b>Total (beef + offal)</b> | <b>16,877,706</b> | <b>18,087,435</b> | <b>16,780,978</b> | <b>11,533,452</b> | <b>13,582,931</b> | <b>11,972,039</b> | <b>7,874,604</b>  | <b>3,963,377</b>  | <b>5,681,553</b> | <b>6,230,116</b> | <b>8,749,887</b>  | <b>15,070,733</b> | <b>136,404,811</b> |
|                             | 2016              |                   |                   |                   |                   |                   |                   |                   |                  |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep              | Oct              | Nov               | Dec               |                    |
| Beef exports                | 14,042,664        | 13,329,480        | 12,779,754        | 12,859,506        | 12,802,901        | 12,293,237        |                   |                   |                  |                  |                   |                   | 78,107,542         |
| Edible beef offal           | 2,080,661         | 1,964,924         | 3,078,618         | 3,226,551         | 4,422,108         | 5,024,726         |                   |                   |                  |                  |                   |                   | 19,797,588         |
| <b>Total (beef + offal)</b> | <b>16,123,325</b> | <b>15,294,404</b> | <b>15,858,372</b> | <b>16,086,057</b> | <b>17,225,009</b> | <b>17,317,963</b> |                   |                   |                  |                  |                   |                   | <b>97,905,130</b>  |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to Korea, 2011 - 2016**



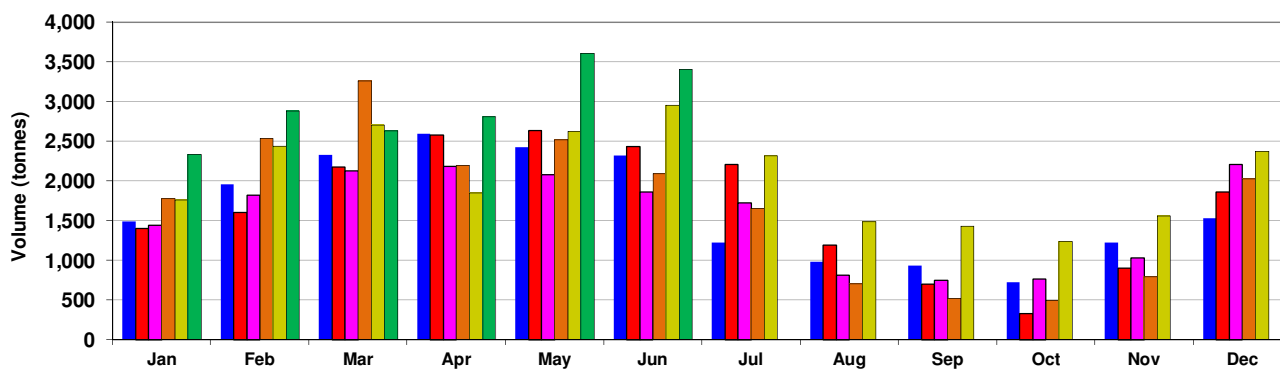
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Monthly exports of beef and edible offal to Taiwan, 2011-2016, by volume  
(Tonnes)

|                             | 2010         |              |              |              |              |              |              |              |              |              |              |              |               |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,693        | 1,985        | 1,964        | 2,061        | 2,569        | 2,422        | 1,877        | 641          | 512          | 492          | 1,072        | 2,150        | 19,438        |
| Edible beef offal           | 28           | 24           | 32           | 34           | 113          | 67           | 29           | 5            | 30           | 9            | 4            | 42           | 417           |
| <b>Total (beef + offal)</b> | <b>1,721</b> | <b>2,009</b> | <b>1,996</b> | <b>2,095</b> | <b>2,682</b> | <b>2,489</b> | <b>1,906</b> | <b>646</b>   | <b>542</b>   | <b>501</b>   | <b>1,076</b> | <b>2,192</b> | <b>19,855</b> |
|                             | 2011         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,475        | 1,950        | 2,309        | 2,563        | 2,373        | 2,286        | 1,183        | 966          | 923          | 720          | 1,201        | 1,491        | 19,440        |
| Edible beef offal           | 17           | 12           | 25           | 33           | 52           | 33           | 43           | 15           | 10           | 4            | 28           | 42           | 314           |
| <b>Total (beef + offal)</b> | <b>1,492</b> | <b>1,962</b> | <b>2,334</b> | <b>2,596</b> | <b>2,425</b> | <b>2,319</b> | <b>1,226</b> | <b>981</b>   | <b>933</b>   | <b>724</b>   | <b>1,229</b> | <b>1,533</b> | <b>19,754</b> |
|                             | 2012         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,376        | 1,575        | 2,146        | 2,537        | 2,580        | 2,400        | 2,183        | 1,170        | 670          | 324          | 878          | 1,812        | 19,651        |
| Edible beef offal           | 26           | 26           | 30           | 40           | 56           | 34           | 25           | 21           | 29           | 9            | 23           | 54           | 373           |
| <b>Total (beef + offal)</b> | <b>1,402</b> | <b>1,601</b> | <b>2,176</b> | <b>2,577</b> | <b>2,636</b> | <b>2,434</b> | <b>2,208</b> | <b>1,191</b> | <b>699</b>   | <b>333</b>   | <b>901</b>   | <b>1,866</b> | <b>20,024</b> |
|                             | 2013         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,414        | 1,785        | 2,055        | 2,144        | 2,009        | 1,714        | 1,695        | 801          | 732          | 754          | 1,008        | 2,141        | 18,252        |
| Edible beef offal           | 30           | 36           | 75           | 41           | 75           | 148          | 29           | 12           | 18           | 15           | 25           | 70           | 574           |
| <b>Total (beef + offal)</b> | <b>1,444</b> | <b>1,821</b> | <b>2,130</b> | <b>2,185</b> | <b>2,084</b> | <b>1,862</b> | <b>1,724</b> | <b>813</b>   | <b>750</b>   | <b>769</b>   | <b>1,033</b> | <b>2,211</b> | <b>18,826</b> |
|                             | 2014         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,692        | 2,455        | 3,076        | 2,087        | 2,319        | 1,995        | 1,581        | 645          | 483          | 483          | 757          | 1,984        | 19,557        |
| Edible beef offal           | 82           | 85           | 184          | 114          | 198          | 95           | 75           | 62           | 36           | 15           | 40           | 46           | 1,032         |
| <b>Total (beef + offal)</b> | <b>1,774</b> | <b>2,540</b> | <b>3,260</b> | <b>2,201</b> | <b>2,517</b> | <b>2,090</b> | <b>1,656</b> | <b>707</b>   | <b>519</b>   | <b>498</b>   | <b>797</b>   | <b>2,030</b> | <b>20,589</b> |
|                             | 2015         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,695        | 2,345        | 2,601        | 1,701        | 2,487        | 2,814        | 2,207        | 1,368        | 1,326        | 1,171        | 1,467        | 2,223        | 23,405        |
| Edible beef offal           | 65           | 91           | 105          | 151          | 137          | 138          | 109          | 116          | 102          | 68           | 97           | 150          | 1,329         |
| <b>Total (beef + offal)</b> | <b>1,760</b> | <b>2,436</b> | <b>2,706</b> | <b>1,852</b> | <b>2,624</b> | <b>2,952</b> | <b>2,316</b> | <b>1,484</b> | <b>1,428</b> | <b>1,239</b> | <b>1,564</b> | <b>2,373</b> | <b>24,734</b> |
|                             | 2016         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,154        | 2,706        | 2,325        | 2,587        | 3,245        | 3,280        |              |              |              |              |              |              | 16,297        |
| Edible beef offal           | 179          | 173          | 306          | 226          | 361          | 128          |              |              |              |              |              |              | 1,373         |
| <b>Total (beef + offal)</b> | <b>2,333</b> | <b>2,879</b> | <b>2,631</b> | <b>2,813</b> | <b>3,606</b> | <b>3,408</b> |              |              |              |              |              |              | <b>17,670</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

Monthly exports of beef and edible offal to Taiwan,  
2011 - 2016



Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

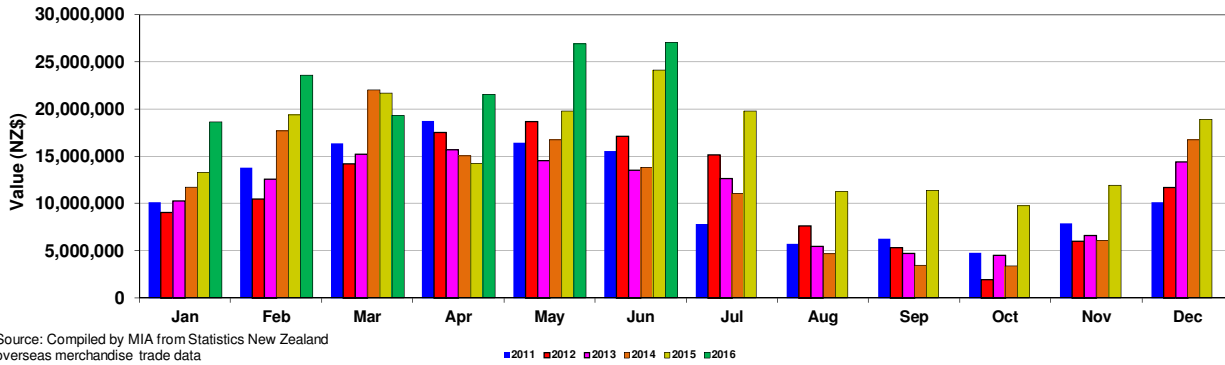
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

**Monthly exports of beef and edible offal to Taiwan, 2011-2016, by value  
(NZ\$)**

|                             | 2011              |                   |                   |                   |                   |                   |                   |                   |                   |                  |                   |                   |                    |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------|-------------------|-------------------|--------------------|
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct              | Nov               | Dec               |                    |
| Beef exports                | 10,056,855        | 13,742,677        | 16,297,846        | 18,608,447        | 16,188,729        | 15,447,813        | 7,781,754         | 5,735,791         | 6,255,845         | 4,797,999        | 7,774,843         | 9,990,908         | <b>132,679,507</b> |
| Edible beef offal           | 93,178            | 47,809            | 67,789            | 148,165           | 261,909           | 111,068           | 98,184            | 35,600            | 27,257            | 12,979           | 115,504           | 167,438           | <b>1,186,880</b>   |
| <b>Total (beef + offal)</b> | <b>10,150,033</b> | <b>13,790,486</b> | <b>16,365,635</b> | <b>18,756,612</b> | <b>16,450,638</b> | <b>15,558,881</b> | <b>7,879,938</b>  | <b>5,771,391</b>  | <b>6,283,102</b>  | <b>4,810,978</b> | <b>7,890,347</b>  | <b>10,158,346</b> | <b>133,866,387</b> |
|                             | 2012              |                   |                   |                   |                   |                   |                   |                   |                   |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct              | Nov               | Dec               |                    |
| Beef exports                | 9,006,994         | 10,403,899        | 14,083,567        | 17,321,911        | 18,462,581        | 16,962,201        | 15,088,711        | 7,587,192         | 5,288,859         | 1,970,042        | 5,958,482         | 11,534,083        | <b>133,668,522</b> |
| Edible beef offal           | 73,371            | 115,317           | 141,693           | 205,893           | 232,316           | 162,642           | 96,177            | 58,863            | 75,545            | 25,958           | 75,949            | 190,790           | <b>1,454,514</b>   |
| <b>Total (beef + offal)</b> | <b>9,080,365</b>  | <b>10,519,216</b> | <b>14,225,260</b> | <b>17,527,804</b> | <b>18,694,897</b> | <b>17,124,843</b> | <b>15,184,888</b> | <b>7,646,055</b>  | <b>5,364,404</b>  | <b>1,996,000</b> | <b>6,034,431</b>  | <b>11,724,873</b> | <b>135,123,036</b> |
|                             | 2013              |                   |                   |                   |                   |                   |                   |                   |                   |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct              | Nov               | Dec               |                    |
| Beef exports                | 10,187,228        | 12,454,492        | 14,955,715        | 15,594,985        | 14,290,291        | 12,899,805        | 12,551,747        | 5,443,018         | 4,704,922         | 4,492,198        | 6,527,929         | 14,176,386        | <b>128,278,716</b> |
| Edible beef offal           | 83,023            | 120,127           | 254,770           | 126,377           | 294,251           | 651,215           | 103,323           | 28,759            | 51,425            | 51,962           | 89,728            | 232,290           | <b>2,087,250</b>   |
| <b>Total (beef + offal)</b> | <b>10,270,251</b> | <b>12,574,619</b> | <b>15,210,485</b> | <b>15,721,362</b> | <b>14,584,542</b> | <b>13,551,020</b> | <b>12,655,070</b> | <b>5,471,777</b>  | <b>4,756,347</b>  | <b>4,544,160</b> | <b>6,617,657</b>  | <b>14,408,676</b> | <b>130,365,966</b> |
|                             | 2014              |                   |                   |                   |                   |                   |                   |                   |                   |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct              | Nov               | Dec               |                    |
| Beef exports                | 11,442,531        | 17,371,809        | 21,281,653        | 14,597,792        | 15,842,183        | 13,467,427        | 10,753,833        | 4,357,766         | 3,353,512         | 3,375,520        | 5,945,237         | 16,543,821        | <b>138,333,084</b> |
| Edible beef offal           | 329,246           | 345,358           | 796,073           | 467,821           | 937,682           | 373,547           | 287,977           | 352,766           | 140,493           | 54,473           | 175,946           | 236,682           | <b>4,498,064</b>   |
| <b>Total (beef + offal)</b> | <b>11,771,777</b> | <b>17,717,167</b> | <b>22,077,726</b> | <b>15,065,613</b> | <b>16,779,865</b> | <b>13,840,974</b> | <b>11,041,810</b> | <b>4,710,532</b>  | <b>3,494,005</b>  | <b>3,429,993</b> | <b>6,121,183</b>  | <b>16,780,503</b> | <b>142,831,148</b> |
|                             | 2015              |                   |                   |                   |                   |                   |                   |                   |                   |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct              | Nov               | Dec               |                    |
| Beef exports                | 13,051,061        | 18,888,037        | 21,148,483        | 13,430,184        | 19,105,234        | 23,434,668        | 19,253,334        | 10,703,656        | 10,699,106        | 9,415,635        | 11,330,234        | 18,006,973        | <b>188,466,605</b> |
| Edible beef offal           | 275,999           | 482,612           | 540,648           | 856,908           | 678,284           | 729,854           | 574,426           | 578,814           | 706,371           | 395,363          | 594,548           | 909,854           | <b>7,323,681</b>   |
| <b>Total (beef + offal)</b> | <b>13,327,060</b> | <b>19,370,649</b> | <b>21,689,131</b> | <b>14,287,092</b> | <b>19,783,518</b> | <b>24,164,522</b> | <b>19,827,760</b> | <b>11,282,470</b> | <b>11,405,477</b> | <b>9,810,998</b> | <b>11,924,782</b> | <b>18,916,827</b> | <b>195,790,286</b> |
|                             | 2016              |                   |                   |                   |                   |                   |                   |                   |                   |                  |                   |                   |                    |
|                             | Jan               | Feb               | Mar               | Apr               | May               | Jun               | Jul               | Aug               | Sep               | Oct              | Nov               | Dec               |                    |
| Beef exports                | 17,954,641        | 22,663,906        | 18,696,490        | 20,931,733        | 26,166,219        | 26,205,737        |                   |                   |                   |                  |                   |                   | <b>132,618,726</b> |
| Edible beef offal           | 720,477           | 905,804           | 671,185           | 640,143           | 780,880           | 858,650           |                   |                   |                   |                  |                   |                   | <b>4,577,139</b>   |
| <b>Total (beef + offal)</b> | <b>18,675,118</b> | <b>23,569,710</b> | <b>19,367,675</b> | <b>21,571,876</b> | <b>26,947,099</b> | <b>27,064,387</b> |                   |                   |                   |                  |                   |                   | <b>137,195,865</b> |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to Taiwan,  
2011 - 2016**



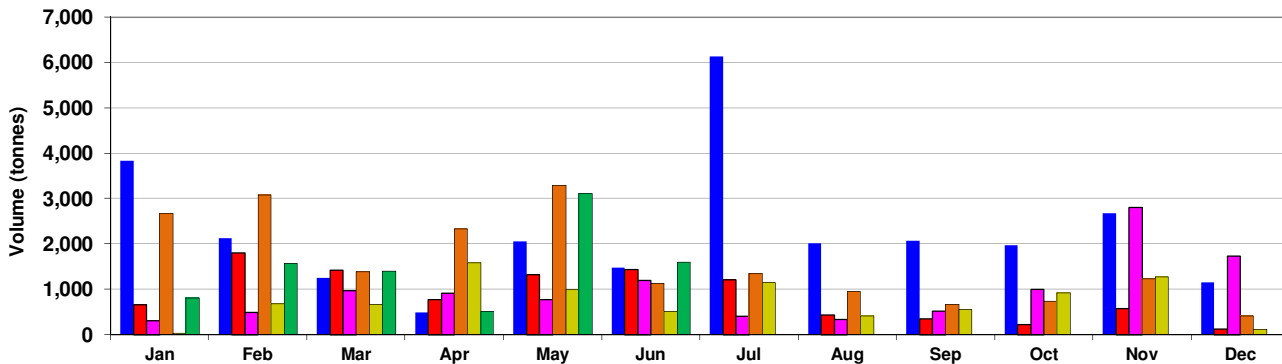
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to Indonesia, 2011-2016, by volume  
(Tonnes)**

|                             | 2010         |              |              |              |              |              |              |              |              |              |              |              |               |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 3,167        | 3,323        | 3,782        | 3,996        | 3,282        | 3,525        | 3,722        | 2,107        | 1,855        | 2,006        | 2,635        | 3,526        | 36,926        |
| Edible beef offal           | 985          | 1,213        | 1,257        | 1,498        | 1,357        | 1,327        | 1,055        | 539          | 446          | 409          | 646          | 748          | 11,479        |
| <b>Total (beef + offal)</b> | <b>4,152</b> | <b>4,536</b> | <b>5,038</b> | <b>5,494</b> | <b>4,639</b> | <b>4,852</b> | <b>4,777</b> | <b>2,646</b> | <b>2,301</b> | <b>2,415</b> | <b>3,281</b> | <b>4,274</b> | <b>48,405</b> |
|                             | 9,970        |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | 2011         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 2,613        | 1,676        | 1,036        | 377          | 1,277        | 1,117        | 5,193        | 1,598        | 1,665        | 1,597        | 1,968        | 765          | 20,881        |
| Edible beef offal           | 1,228        | 459          | 218          | 114          | 782          | 363          | 943          | 419          | 405          | 384          | 719          | 388          | 6,421         |
| <b>Total (beef + offal)</b> | <b>3,840</b> | <b>2,135</b> | <b>1,253</b> | <b>491</b>   | <b>2,059</b> | <b>1,480</b> | <b>6,136</b> | <b>2,017</b> | <b>2,070</b> | <b>1,981</b> | <b>2,687</b> | <b>1,153</b> | <b>27,302</b> |
|                             | 2012         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 510          | 1,470        | 1,300        | 553          | 1,040        | 1,182        | 891          | 287          | 255          | 223          | 530          | 103          | 8,344         |
| Edible beef offal           | 156          | 337          | 120          | 226          | 290          | 253          | 316          | 155          | 93           | 0            | 46           | 19           | 2,011         |
| <b>Total (beef + offal)</b> | <b>666</b>   | <b>1,807</b> | <b>1,420</b> | <b>779</b>   | <b>1,330</b> | <b>1,435</b> | <b>1,207</b> | <b>442</b>   | <b>348</b>   | <b>223</b>   | <b>576</b>   | <b>122</b>   | <b>10,355</b> |
|                             | 2013         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 250          | 428          | 892          | 853          | 721          | 1,096        | 390          | 333          | 489          | 848          | 2,116        | 1,226        | 9,642         |
| Edible beef offal           | 57           | 67           | 75           | 61           | 49           | 100          | 13           | 9            | 32           | 156          | 690          | 508          | 1,817         |
| <b>Total (beef + offal)</b> | <b>307</b>   | <b>495</b>   | <b>967</b>   | <b>914</b>   | <b>770</b>   | <b>1,196</b> | <b>403</b>   | <b>342</b>   | <b>521</b>   | <b>1,004</b> | <b>2,806</b> | <b>1,734</b> | <b>11,459</b> |
|                             | 2014         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 1,887        | 2,233        | 1,028        | 1,628        | 2,437        | 780          | 870          | 597          | 442          | 470          | 672          | 215          | 13,259        |
| Edible beef offal           | 782          | 846          | 361          | 703          | 859          | 356          | 471          | 359          | 234          | 276          | 558          | 194          | 5,999         |
| <b>Total (beef + offal)</b> | <b>2,669</b> | <b>3,079</b> | <b>1,389</b> | <b>2,331</b> | <b>3,296</b> | <b>1,136</b> | <b>1,341</b> | <b>956</b>   | <b>676</b>   | <b>746</b>   | <b>1,230</b> | <b>409</b>   | <b>19,258</b> |
|                             | 2015         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 23           | 575          | 543          | 1,366        | 746          | 456          | 1,060        | 356          | 490          | 865          | 1,169        | 87           | 7,736         |
| Edible beef offal           | 5            | 103          | 120          | 218          | 254          | 58           | 89           | 62           | 63           | 55           | 104          | 32           | 1,163         |
| <b>Total (beef + offal)</b> | <b>28</b>    | <b>678</b>   | <b>663</b>   | <b>1,584</b> | <b>1,000</b> | <b>514</b>   | <b>1,149</b> | <b>418</b>   | <b>553</b>   | <b>920</b>   | <b>1,273</b> | <b>119</b>   | <b>8,899</b>  |
|                             | 2016         |              |              |              |              |              |              |              |              |              |              |              |               |
|                             | Jan          | Feb          | Mar          | Apr          | May          | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          |               |
| Beef exports                | 458          | 1,023        | 1,052        | 326          | 2,407        | 1,142        |              |              |              |              |              |              | 6,408         |
| Edible beef offal           | 355          | 545          | 357          | 183          | 703          | 456          |              |              |              |              |              |              | 2,599         |
| <b>Total (beef + offal)</b> | <b>813</b>   | <b>1,568</b> | <b>1,409</b> | <b>509</b>   | <b>3,110</b> | <b>1,598</b> |              |              |              |              |              |              | <b>9,007</b>  |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to Indonesia,  
2011 - 2016**



Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

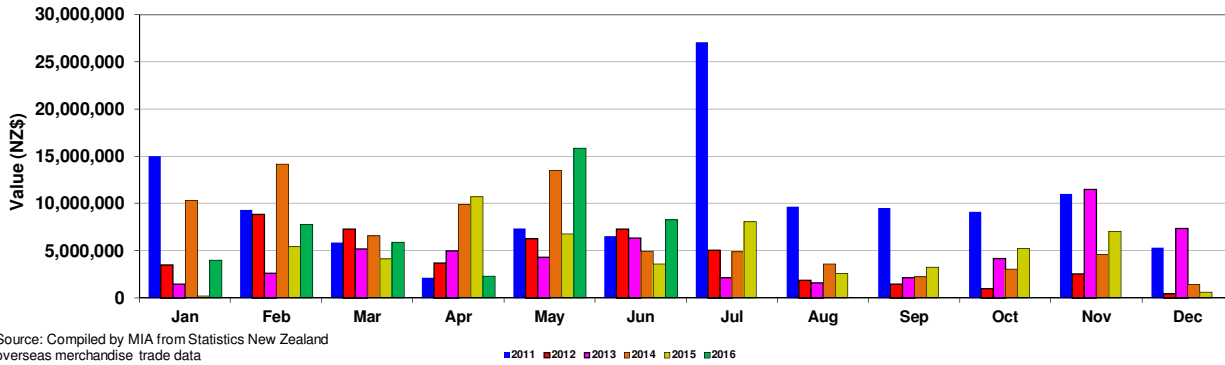
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

**Monthly exports of beef and edible offal to Indonesia, 2011-2016, by value (NZ\$)**

|                             | 2011       |            |           |            |            |           |            |           |           |           |            |           |                    |
|-----------------------------|------------|------------|-----------|------------|------------|-----------|------------|-----------|-----------|-----------|------------|-----------|--------------------|
|                             | Jan        | Feb        | Mar       | Apr        | May        | Jun       | Jul        | Aug       | Sep       | Oct       | Nov        | Dec       |                    |
| <b>Beef exports</b>         | 12,027,269 | 8,343,239  | 5,203,838 | 1,849,755  | 5,613,610  | 5,742,153 | 24,611,189 | 8,471,879 | 8,495,097 | 8,108,215 | 9,158,926  | 4,217,259 | <b>101,842,429</b> |
| <b>Edible beef offal</b>    | 2,981,892  | 1,017,228  | 691,936   | 319,953    | 1,799,454  | 821,349   | 2,465,407  | 1,178,411 | 1,040,513 | 1,025,323 | 1,847,410  | 1,112,450 | <b>16,301,326</b>  |
| <b>Total (beef + offal)</b> | 15,009,161 | 9,360,467  | 5,895,774 | 2,169,708  | 7,413,064  | 6,563,502 | 27,076,596 | 9,650,290 | 9,535,610 | 9,133,538 | 11,006,336 | 5,329,709 | <b>118,143,755</b> |
|                             | 2012       |            |           |            |            |           |            |           |           |           |            |           |                    |
|                             | Jan        | Feb        | Mar       | Apr        | May        | Jun       | Jul        | Aug       | Sep       | Oct       | Nov        | Dec       |                    |
| <b>Beef exports</b>         | 3,055,838  | 7,979,392  | 7,004,366 | 3,102,206  | 5,366,843  | 6,466,524 | 4,360,083  | 1,534,032 | 1,244,267 | 1,030,789 | 2,440,229  | 416,892   | <b>44,001,461</b>  |
| <b>Edible beef offal</b>    | 451,220    | 887,208    | 314,795   | 616,476    | 947,467    | 871,022   | 716,440    | 384,318   | 223,834   | 0         | 132,459    | 57,712    | <b>5,602,951</b>   |
| <b>Total (beef + offal)</b> | 3,507,058  | 8,866,600  | 7,319,161 | 3,718,682  | 6,314,310  | 7,337,546 | 5,076,523  | 1,918,350 | 1,468,101 | 1,030,789 | 2,572,688  | 474,604   | <b>49,604,412</b>  |
|                             | 2013       |            |           |            |            |           |            |           |           |           |            |           |                    |
|                             | Jan        | Feb        | Mar       | Apr        | May        | Jun       | Jul        | Aug       | Sep       | Oct       | Nov        | Dec       |                    |
| <b>Beef exports</b>         | 1,212,480  | 2,378,921  | 4,800,184 | 4,708,701  | 4,012,308  | 5,981,621 | 2,109,347  | 1,582,094 | 2,112,792 | 3,884,496 | 10,034,913 | 6,203,424 | <b>49,021,281</b>  |
| <b>Edible beef offal</b>    | 257,908    | 228,432    | 427,062   | 301,554    | 320,730    | 390,216   | 79,326     | 19,616    | 67,215    | 286,739   | 1,456,352  | 1,161,421 | <b>4,996,571</b>   |
| <b>Total (beef + offal)</b> | 1,470,388  | 2,607,353  | 5,227,246 | 5,010,255  | 4,333,038  | 6,371,837 | 2,188,673  | 1,601,710 | 2,180,007 | 4,171,235 | 11,491,265 | 7,364,845 | <b>54,017,852</b>  |
|                             | 2014       |            |           |            |            |           |            |           |           |           |            |           |                    |
|                             | Jan        | Feb        | Mar       | Apr        | May        | Jun       | Jul        | Aug       | Sep       | Oct       | Nov        | Dec       |                    |
| <b>Beef exports</b>         | 8,444,523  | 12,097,947 | 5,791,923 | 8,340,600  | 11,565,947 | 4,143,582 | 3,898,773  | 2,830,361 | 1,688,627 | 2,254,515 | 2,893,509  | 889,711   | <b>64,840,018</b>  |
| <b>Edible beef offal</b>    | 1,861,511  | 2,090,323  | 807,207   | 1,595,832  | 1,916,507  | 816,572   | 1,041,459  | 823,753   | 567,527   | 813,853   | 1,716,378  | 544,027   | <b>14,594,949</b>  |
| <b>Total (beef + offal)</b> | 10,306,034 | 14,188,270 | 6,599,130 | 9,936,432  | 13,482,454 | 4,960,154 | 4,940,232  | 3,654,114 | 2,256,154 | 3,068,368 | 4,609,887  | 1,433,738 | <b>79,434,967</b>  |
|                             | 2015       |            |           |            |            |           |            |           |           |           |            |           |                    |
|                             | Jan        | Feb        | Mar       | Apr        | May        | Jun       | Jul        | Aug       | Sep       | Oct       | Nov        | Dec       |                    |
| <b>Beef exports</b>         | 218,072    | 4,460,279  | 3,391,626 | 9,564,042  | 5,389,881  | 3,120,551 | 7,323,438  | 2,223,971 | 2,839,154 | 4,946,037 | 6,350,608  | 506,856   | <b>50,334,515</b>  |
| <b>Edible beef offal</b>    | 45,998     | 970,760    | 774,211   | 1,191,233  | 1,422,923  | 512,869   | 794,730    | 402,911   | 476,805   | 328,684   | 701,657    | 115,482   | <b>7,738,263</b>   |
| <b>Total (beef + offal)</b> | 264,070    | 5,431,039  | 4,165,837 | 10,755,275 | 6,812,804  | 3,633,420 | 8,118,168  | 2,626,882 | 3,315,959 | 5,274,721 | 7,052,265  | 622,338   | <b>58,072,778</b>  |
|                             | 2016       |            |           |            |            |           |            |           |           |           |            |           |                    |
|                             | Jan        | Feb        | Mar       | Apr        | May        | Jun       | Jul        | Aug       | Sep       | Oct       | Nov        | Dec       |                    |
| <b>Beef exports</b>         | 2,758,174  | 6,110,471  | 5,026,717 | 1,903,886  | 13,973,010 | 7,109,877 |            |           |           |           |            |           | <b>36,882,135</b>  |
| <b>Edible beef offal</b>    | 1,244,189  | 1,682,991  | 931,795   | 415,010    | 1,904,768  | 1,172,214 |            |           |           |           |            |           | <b>7,350,967</b>   |
| <b>Total (beef + offal)</b> | 4,002,363  | 7,793,462  | 5,958,512 | 2,318,896  | 15,877,778 | 8,282,091 |            |           |           |           |            |           | <b>44,233,102</b>  |

Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**Monthly exports of beef and edible offal to Indonesia, 2011 - 2016**



Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data