

Red meat export trends in selected markets up to September 2016



List of tables

Summary tables

Top 10 overall sheepmeat markets by volume and value, month of September 2016
Top 10 chilled and frozen sheepmeat markets by volume, month of September 2016
Top 10 chilled and frozen sheepmeat markets by value, month of September 2016
Top 10 overall sheepmeat markets by volume and value, 3rd quarter 2016
Top 10 chilled and frozen sheepmeat markets by volume, 3rd quarter 2016
Top 10 chilled and frozen sheepmeat markets by value, 3rd quarter 2016
Top 10 overall sheepmeat markets by volume and value, 12 months ended 30 September 2016
Top 10 chilled and frozen sheepmeat markets by volume, 12 months ended 30 September 2016
Top 10 chilled and frozen sheepmeat markets by value, 12 months ended 30 September 2016
Top 10 overall beef markets by volume and value, month of September 2016
Top 10 chilled and frozen beef markets by volume, month of September 2016
Top 10 chilled and frozen beef markets by value, month of September 2016
Top 10 overall beef markets by volume and value, 3rd quarter 2016
Top 10 chilled and frozen beef markets by volume, 3rd quarter 2016
Top 10 chilled and frozen beef markets by value, 3rd quarter 2016
Top 10 overall beef markets by volume and value, 12 months ended 30 September 2016
Top 10 chilled and frozen beef markets by volume, 12 months ended 30 September 2016
Top 10 chilled and frozen beef markets by value, 12 months ended 30 September 2016
Co-products exports by value, and top 10 markets, month of September 2016
Co-products exports by value, and top 10 markets, 3rd quarter 2016
Co-products exports by value, and top 10 markets, 12 months ended September 2016
Average FOB value for sheepmeat and beef, September 2011 - September 2016

Sheepmeat

China. Historical summary, September 1990 - September 2016
Sheepmeat exports to selected markets, by volume and value, September 2011 - September 2016
China. Monthly sheepmeat exports by volume, January 2011 - September 2016
China. Monthly sheepmeat exports by value, January 2011 - September 2016
UK. Monthly sheepmeat exports by volume, January 2011 - September 2016
UK. Monthly sheepmeat exports by value, January 2011 - September 2016
EU (excluding UK). Monthly sheepmeat exports by volume, January 2011 - September 2016
EU (excluding UK). Monthly sheepmeat exports by value, January 2011 - September 2016
USA. Monthly sheepmeat exports by volume, January 2011 - September 2016
USA. Monthly sheepmeat exports by value, January 2011 - September 2016
Chilled lamb exports to the UK and EU by volume, January 2011 - September 2016

Beef

Beef exports to selected markets, by volume, September 2011 - September 2016
United States. Monthly beef exports by volume, January 2011 - September 2016
United States. Monthly beef exports by value, January 2011 - September 2016
China. Monthly beef exports by volume, January 2011 - September 2016
China. Monthly beef exports by value, January 2011 - September 2016
Japan. Monthly beef exports by volume, January 2011 - September 2016
Japan. Monthly beef exports by value, January 2011 - September 2016
Korea. Monthly beef exports by volume, January 2011 - September 2016
Korea. Monthly beef exports by value, January 2011 - September 2016
Taiwan. Monthly beef exports by volume, January 2011 - September 2016
Taiwan. Monthly beef exports by value, January 2011 - September 2016
Indonesia. Monthly beef exports by volume, January 2011 - September 2016
Indonesia. Monthly beef exports by value, January 2011 - September 2016

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.

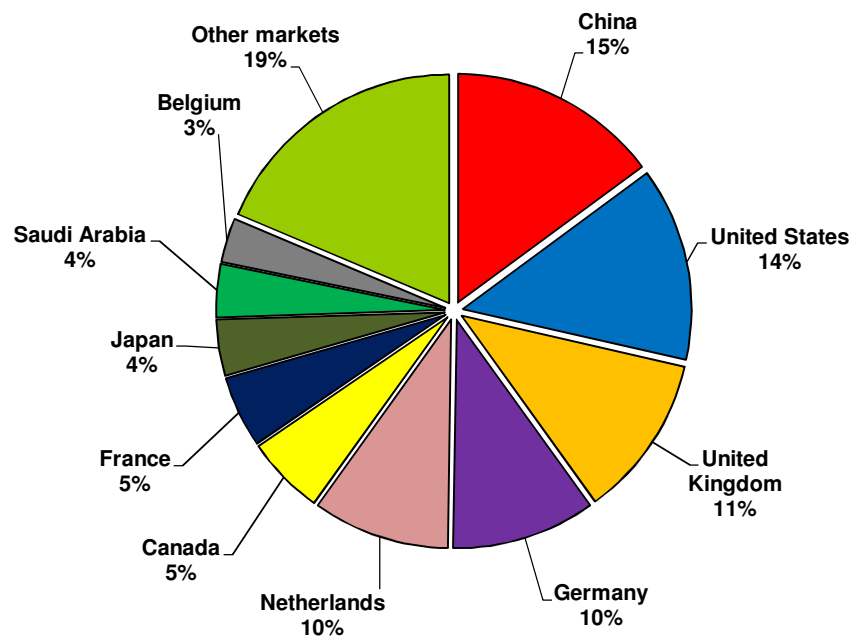
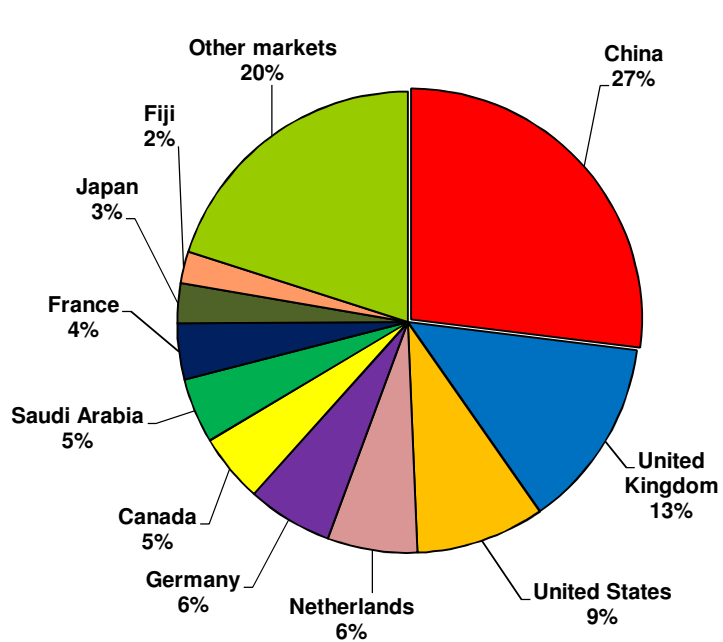
Top 10 sheepmeat markets by volume, month of September 2016

| | Country | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|-----------------|------------|----------------------------|--------------------------------------|
| 1 | China | 3,988 | 27% | -22% | -50% |
| 2 | United Kingdom | 1,976 | 13% | -27% | -23% |
| 3 | United States | 1,335 | 9% | -8% | -39% |
| 4 | Netherlands | 932 | 6% | 39% | 2% |
| 5 | Germany | 892 | 6% | -21% | -17% |
| 6 | Canada | 710 | 5% | -15% | -52% |
| 7 | Saudi Arabia | 675 | 5% | 55% | 54% |
| 8 | France | 582 | 4% | -10% | -6% |
| 9 | Japan | 411 | 3% | -2% | 6% |
| 10 | Fiji | 329 | 2% | 4% | 11% |
| | Other markets | 2,969 | 20% | | |
| | Total | 14,800 | | -14% | -35% |

Top 10 sheepmeat markets by value, month of September 2016

| | Country | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|---------------|------------|----------------------------|--------------------------------------|
| 1 | China | 16.3 | 15% | -19% | -56% |
| 2 | United States | 15.0 | 14% | -5% | -37% |
| 3 | United Kingdom | 12.6 | 12% | -26% | -42% |
| 4 | Germany | 11.1 | 10% | -22% | -24% |
| 5 | Netherlands | 10.6 | 10% | 30% | -16% |
| 6 | Canada | 6.1 | 6% | -4% | -55% |
| 7 | France | 5.5 | 5% | -16% | -21% |
| 8 | Japan | 4.3 | 4% | 7% | 22% |
| 9 | Saudi Arabia | 4.1 | 4% | 65% | 46% |
| 10 | Belgium | 3.4 | 3% | -12% | -37% |
| | Other markets | 20.4 | 19% | | |
| | Total | 109.5 | | -12% | -39% |

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



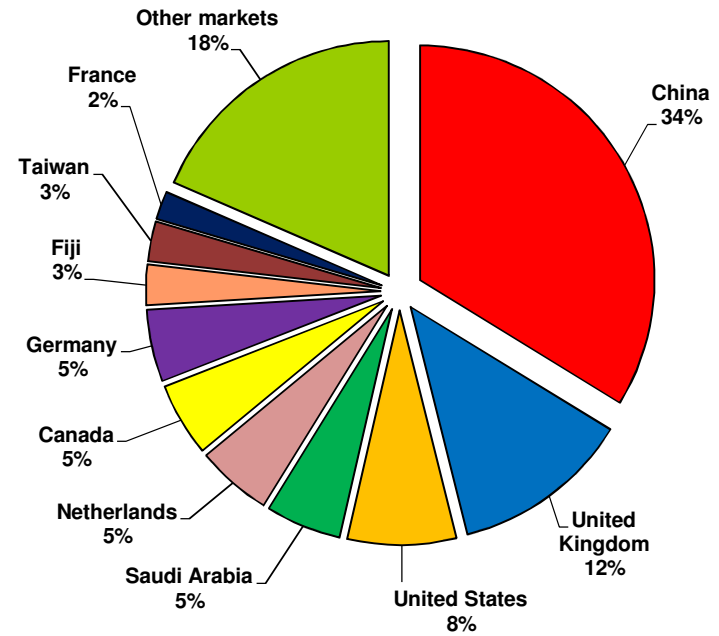
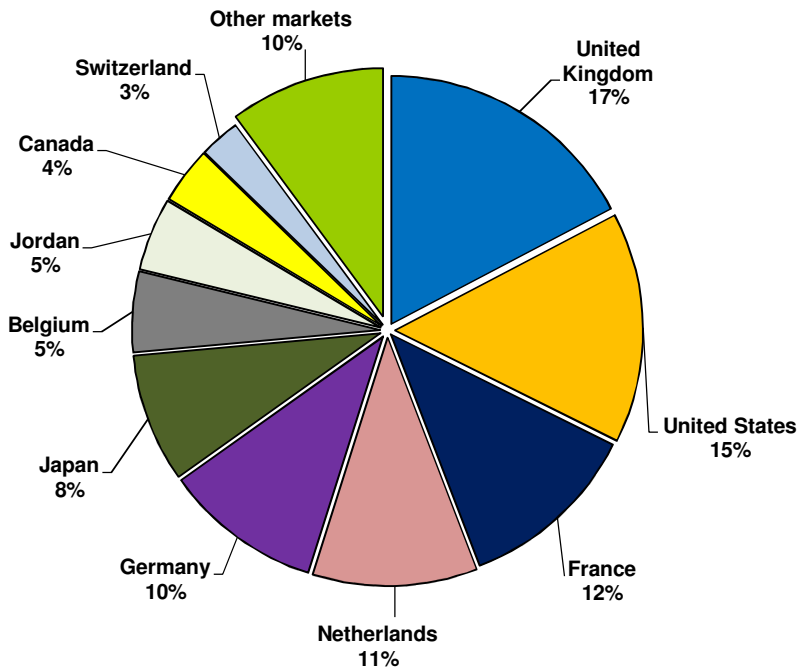
Top 10 chilled sheepmeat markets by volume, month of September 2016

| | Country | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|-----------------|------------|----------------------------|--------------------------------------|
| 1 | United Kingdom | 516 | 17% | -18% | -7% |
| 2 | United States | 449 | 15% | -4% | -19% |
| 3 | France | 352 | 12% | -6% | 17% |
| 4 | Netherlands | 320 | 11% | 79% | 21% |
| 5 | Germany | 306 | 10% | 6% | 0% |
| 6 | Japan | 250 | 8% | -4% | 25% |
| 7 | Belgium | 157 | 5% | 73% | -11% |
| 8 | Jordan | 142 | 5% | -32% | -52% |
| 9 | Canada | 110 | 4% | -33% | -13% |
| 10 | Switzerland | 79 | 3% | -10% | -10% |
| | Other markets | 302 | 10% | | |
| | Total | 2,984 | | -3% | -7% |

Top 10 frozen sheepmeat markets by volume, month of September 2016

| | Country | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|-----------------|------------|----------------------------|--------------------------------------|
| 1 | China | 3,988 | 34% | -22% | -50% |
| 2 | United Kingdom | 1,459 | 12% | -29% | -27% |
| 3 | United States | 886 | 7% | -9% | -46% |
| 4 | Saudi Arabia | 616 | 5% | 55% | 52% |
| 5 | Netherlands | 612 | 5% | 24% | -5% |
| 6 | Canada | 600 | 5% | -11% | -56% |
| 7 | Germany | 586 | 5% | -31% | -23% |
| 8 | Fiji | 329 | 3% | 4% | 12% |
| 9 | Taiwan | 325 | 3% | 17% | -16% |
| 10 | France | 230 | 2% | -16% | -27% |
| | Other markets | 2,185 | 18% | | |
| | Total | 11,816 | | -17% | -40% |

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



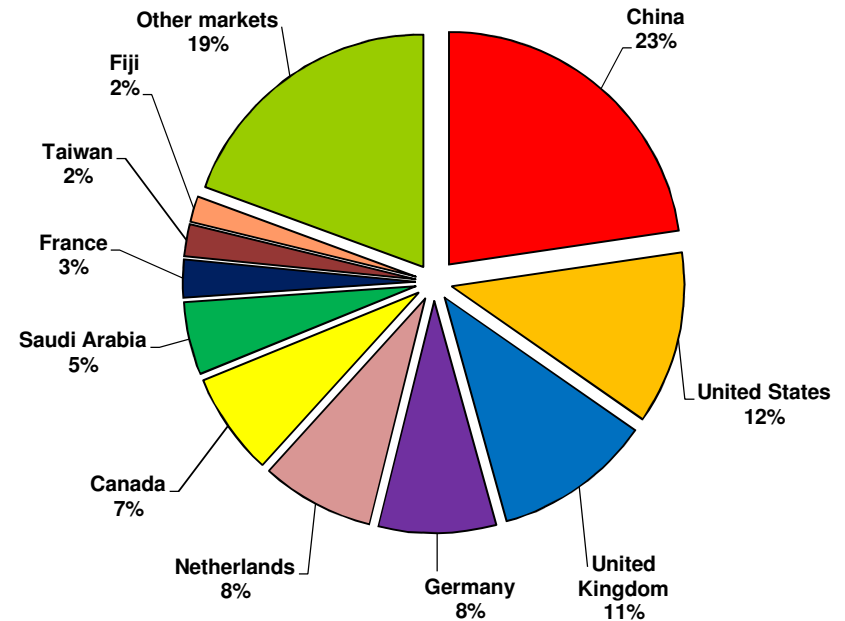
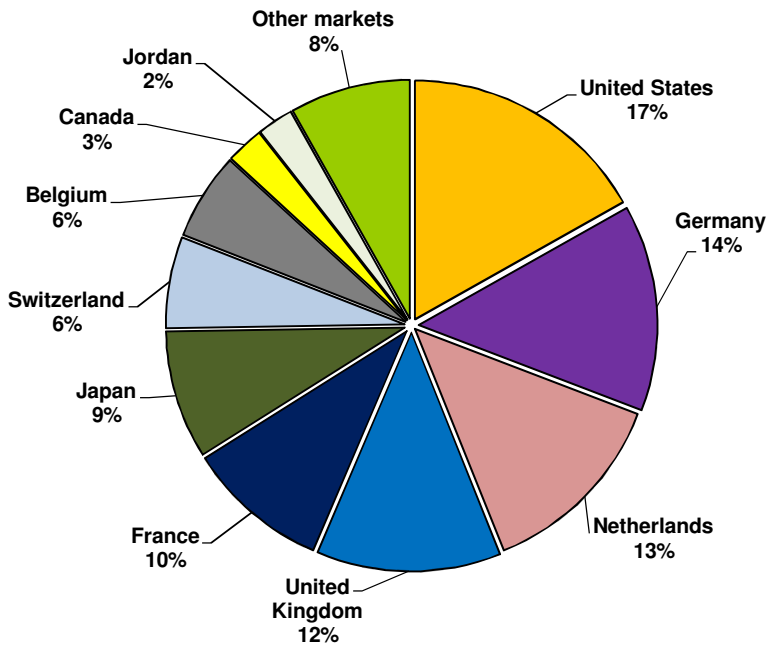
Top 10 chilled sheepmeat markets by value, month of September 2016

| | Country | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|---------------|------------|----------------------------|--------------------------------------|
| 1 | United States | 6.3 | 17% | -8% | -26% |
| 2 | Germany | 5.3 | 14% | 8% | -3% |
| 3 | Netherlands | 4.9 | 13% | 63% | 14% |
| 4 | United Kingdom | 4.7 | 13% | -18% | -36% |
| 5 | France | 3.6 | 10% | -11% | 0% |
| 6 | Japan | 3.3 | 9% | 2% | 33% |
| 7 | Switzerland | 2.3 | 6% | -2% | -12% |
| 8 | Belgium | 2.2 | 6% | 72% | -11% |
| 9 | Canada | 1.0 | 3% | -25% | -8% |
| 10 | Jordan | 0.9 | 2% | -29% | -57% |
| | Other markets | 3.1 | 8% | | |
| | Total | 37.6 | | 1% | -14% |

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

| | Country | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|----------------|---------------|------------|----------------------------|--------------------------------------|
| 1 | China | 16.3 | 23% | -19% | -56% |
| 2 | United States | 8.6 | 12% | -2% | -43% |
| 3 | United Kingdom | 7.9 | 11% | -29% | -45% |
| 4 | Germany | 5.9 | 8% | -38% | -36% |
| 5 | Netherlands | 5.7 | 8% | 11% | -32% |
| 6 | Canada | 5.1 | 7% | 2% | -59% |
| 7 | Saudi Arabia | 3.6 | 5% | 68% | 46% |
| 8 | France | 1.9 | 3% | -23% | -43% |
| 9 | Taiwan | 1.6 | 2% | 10% | -22% |
| 10 | Fiji | 1.3 | 2% | -16% | -3% |
| | Other markets | 13.9 | 19% | | |
| | Total | 71.9 | | -18% | -47% |

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



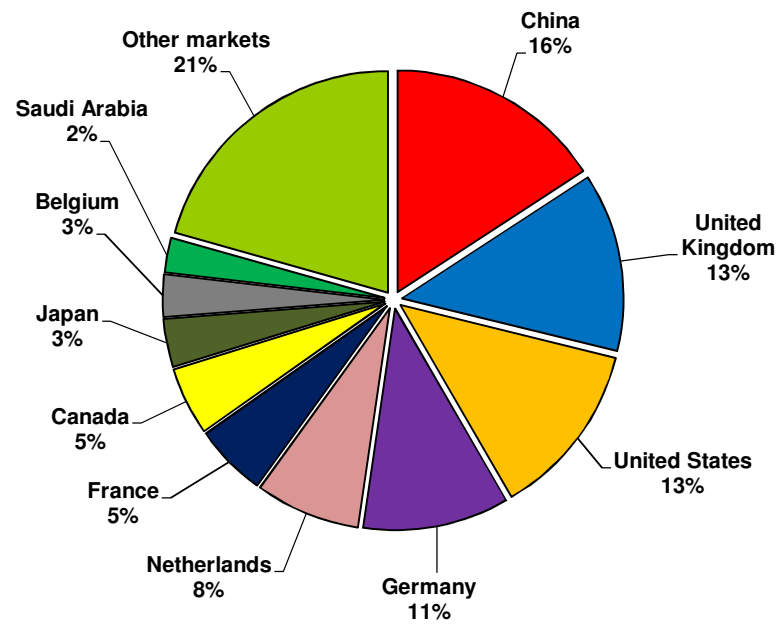
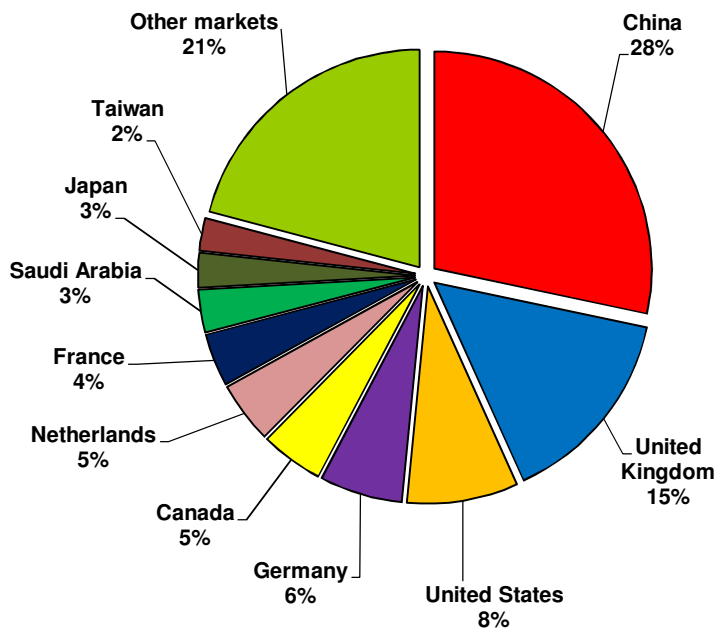
Top 10 sheepmeat markets by volume, 3rd quarter 2016

| | Country | Volume (tonnes) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|----------------|-----------------|------------|------------------------------|------------------------------|
| 1 | China | 15,173 | 28% | -66% | -39% |
| 2 | United Kingdom | 8,013 | 15% | -53% | -19% |
| 3 | United States | 4,431 | 8% | -22% | -30% |
| 4 | Germany | 3,316 | 6% | -39% | -17% |
| 5 | Canada | 2,505 | 5% | 1% | -33% |
| 6 | Netherlands | 2,453 | 5% | -42% | -12% |
| 7 | France | 2,109 | 4% | -44% | -17% |
| 8 | Saudi Arabia | 1,709 | 3% | -44% | -18% |
| 9 | Japan | 1,386 | 3% | -24% | 9% |
| 10 | Taiwan | 1,300 | 2% | -52% | -22% |
| | Other markets | 11,190 | 21% | | |
| | Total | 53,586 | | -53% | -30% |

Top 10 sheepmeat markets by value, 3rd quarter 2016

| | Country | Value (NZ\$m) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|----------------|---------------|------------|------------------------------|------------------------------|
| 1 | China | 61.6 | 16% | -66% | -47% |
| 2 | United Kingdom | 50.7 | 13% | -58% | -38% |
| 3 | United States | 49.9 | 13% | -30% | -30% |
| 4 | Germany | 41.6 | 11% | -43% | -21% |
| 5 | Netherlands | 29.9 | 8% | -47% | -20% |
| 6 | France | 20.5 | 5% | -42% | -24% |
| 7 | Canada | 19.4 | 5% | -8% | -42% |
| 8 | Japan | 13.8 | 4% | -17% | 12% |
| 9 | Belgium | 12.0 | 3% | -51% | -29% |
| 10 | Saudi Arabia | 9.9 | 3% | -33% | -31% |
| | Other markets | 80.3 | 21% | | |
| | Total | 389.5 | | -50% | -35% |

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



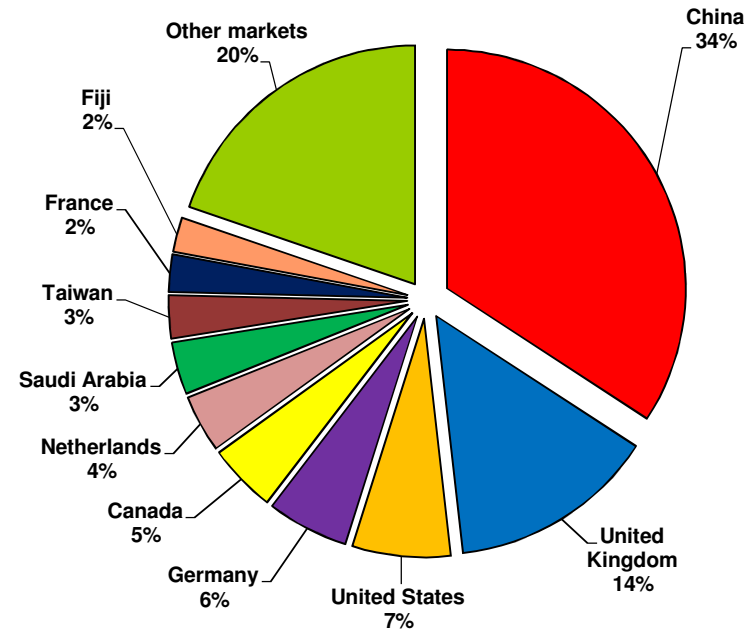
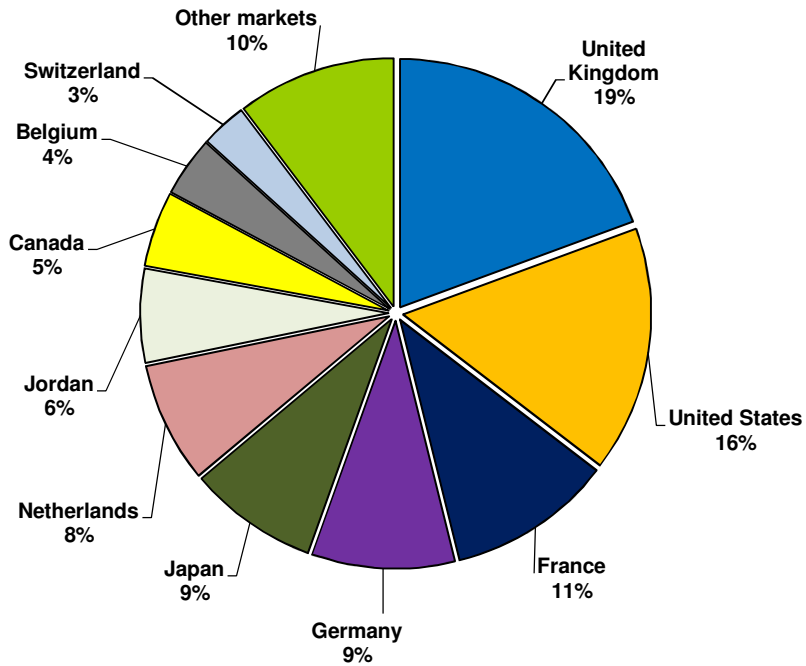
Top 10 chilled sheepmeat markets by volume, 3rd quarter 2016

| | Country | Volume (tonnes) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|----------------|-----------------|------------|------------------------------|------------------------------|
| 1 | United Kingdom | 1,786 | 19% | -61% | 0% |
| 2 | United States | 1,475 | 16% | -9% | -5% |
| 3 | France | 987 | 11% | 7% | 19% |
| 4 | Germany | 857 | 9% | -22% | -13% |
| 5 | Japan | 777 | 8% | 2% | 32% |
| 6 | Netherlands | 727 | 8% | -26% | 7% |
| 7 | Jordan | 563 | 6% | -77% | -40% |
| 8 | Canada | 451 | 5% | -2% | 12% |
| 9 | Belgium | 359 | 4% | -35% | -27% |
| 10 | Switzerland | 272 | 3% | -38% | -16% |
| | Other markets | 951 | 10% | | |
| | Total | 9,206 | | -39% | -5% |

Top 10 frozen sheepmeat markets by volume, 3rd quarter 2016

| | Country | Volume (tonnes) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|----------------|-----------------|------------|------------------------------|------------------------------|
| 1 | China | 15,173 | 34% | -66% | -39% |
| 2 | United Kingdom | 6,226 | 14% | -50% | -23% |
| 3 | United States | 2,956 | 7% | -26% | -38% |
| 4 | Germany | 2,459 | 6% | -43% | -19% |
| 5 | Canada | 2,054 | 5% | 2% | -38% |
| 6 | Netherlands | 1,726 | 4% | -47% | -18% |
| 7 | Saudi Arabia | 1,562 | 4% | -46% | -21% |
| 8 | Taiwan | 1,300 | 3% | -51% | -19% |
| 9 | France | 1,122 | 3% | -61% | -35% |
| 10 | Fiji | 1,039 | 2% | -5% | 31% |
| | Other markets | 8,763 | 20% | | |
| | Total | 44,381 | | -55% | -34% |

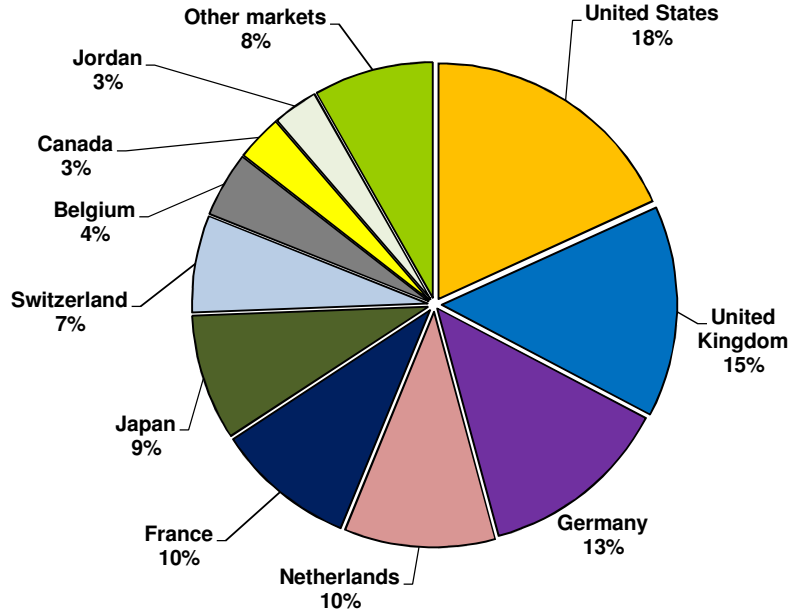
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



Top 10 chilled sheepmeat markets by value, 3rd quarter 2016

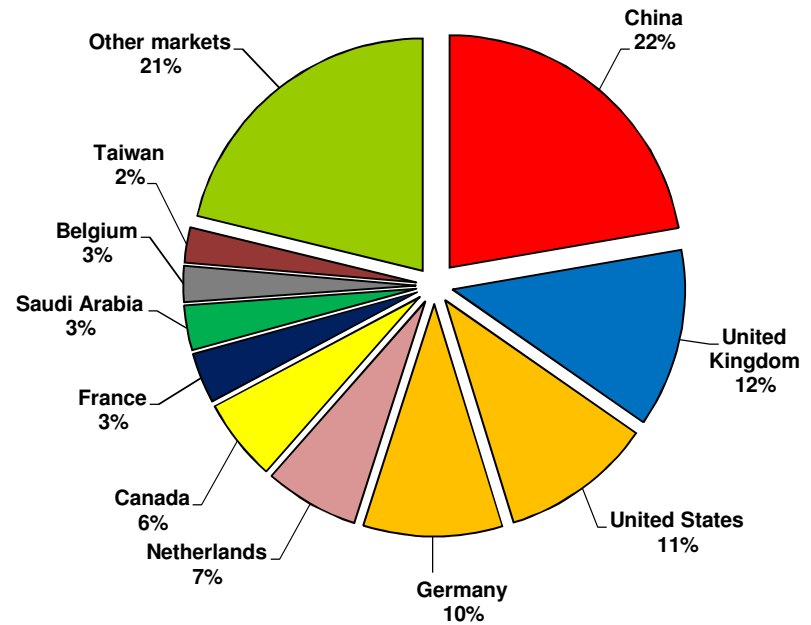
| | Country | Value (NZ\$m) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|----------------|---------------|------------|------------------------------|------------------------------|
| 1 | United States | 20.6 | 18% | -14% | -13% |
| 2 | United Kingdom | 16.4 | 15% | -64% | -30% |
| 3 | Germany | 14.8 | 13% | -27% | -14% |
| 4 | Netherlands | 11.7 | 10% | -32% | 3% |
| 5 | France | 10.8 | 10% | 1% | 9% |
| 6 | Japan | 9.7 | 9% | 2% | 37% |
| 7 | Switzerland | 7.5 | 7% | -40% | -19% |
| 8 | Belgium | 5.1 | 4% | -50% | -30% |
| 9 | Canada | 3.6 | 3% | -16% | -3% |
| 10 | Jordan | 3.5 | 3% | -74% | -48% |
| | Other markets | 9.3 | 8% | | |
| | Total | 113.0 | | -37% | -14% |

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



Top 10 frozen sheepmeat markets by value, 3rd quarter 2016

| | Country | Value (NZ\$m) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|----------------|---------------|------------|------------------------------|------------------------------|
| 1 | China | 61.6 | 22% | -66% | -47% |
| 2 | United Kingdom | 34.3 | 12% | -55% | -41% |
| 3 | United States | 29.3 | 11% | -38% | -38% |
| 4 | Germany | 26.7 | 10% | -49% | -25% |
| 5 | Netherlands | 18.2 | 7% | -53% | -30% |
| 6 | Canada | 15.8 | 6% | -6% | -47% |
| 7 | France | 9.7 | 4% | -61% | -44% |
| 8 | Saudi Arabia | 8.7 | 3% | -36% | -35% |
| 9 | Belgium | 7.0 | 3% | -51% | -29% |
| 10 | Taiwan | 6.8 | 2% | -48% | -27% |
| | Other markets | 58.6 | 21% | | |
| | Total | 276.6 | | -54% | -41% |



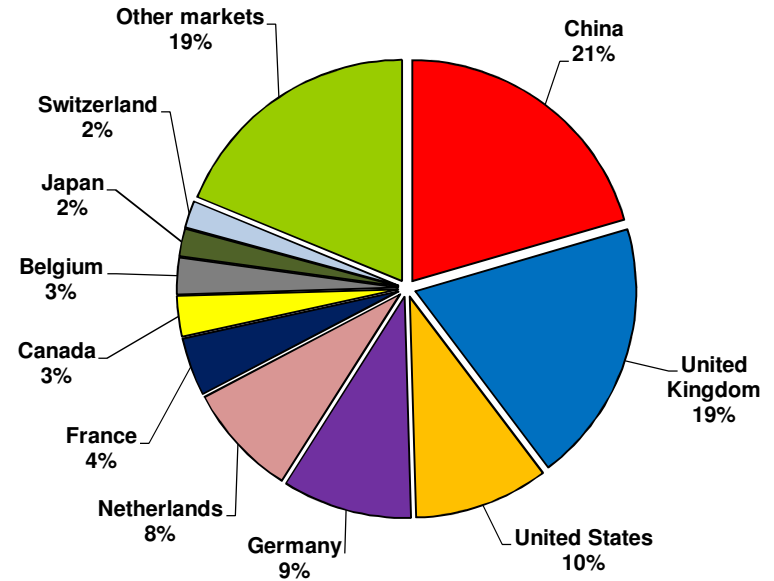
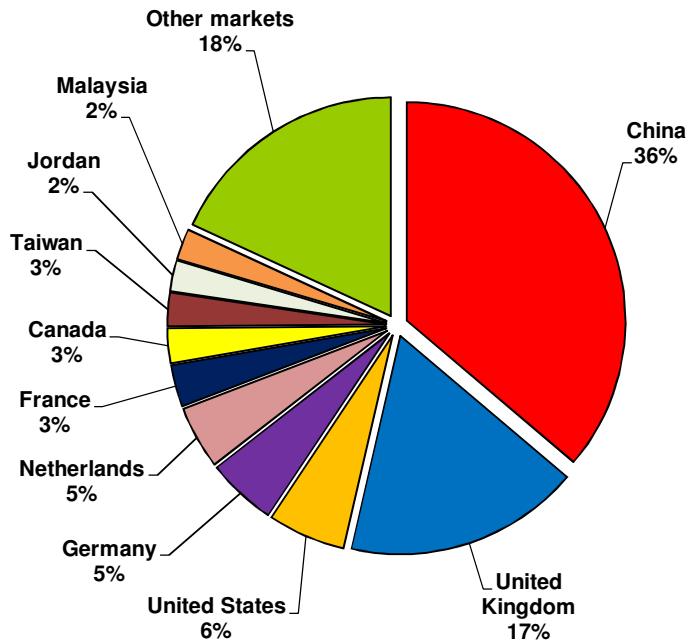
Top 10 sheepmeat markets by volume, 12 months ended 30 September 2016

| | Country | Volume (tonnes) | % of total | Change from YE Sep 2015 |
|----|----------------|-----------------|------------|----------------------------|
| 1 | China | 139,690 | 36% | 3% |
| 2 | United Kingdom | 67,224 | 17% | 1% |
| 3 | United States | 22,268 | 6% | -4% |
| 4 | Germany | 19,842 | 5% | -2% |
| 5 | Netherlands | 18,083 | 5% | 22% |
| 6 | France | 11,893 | 3% | -10% |
| 7 | Canada | 10,096 | 3% | -9% |
| 8 | Taiwan | 9,481 | 2% | 23% |
| 9 | Jordan | 8,808 | 2% | -1% |
| 10 | Malaysia | 8,767 | 2% | -1% |
| | Other markets | 69,932 | 18% | |
| | Total | 386,084 | | 0% |

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

| | Country | Value (NZ\$m) | % of total | Change from YE Sep 2015 |
|----|----------------|----------------|------------|----------------------------|
| 1 | China | 569.3 | 21% | -16% |
| 2 | United Kingdom | 533.2 | 19% | -6% |
| 3 | United States | 272.8 | 10% | -2% |
| 4 | Germany | 262.8 | 9% | 4% |
| 5 | Netherlands | 230.7 | 8% | 25% |
| 6 | France | 118.6 | 4% | -8% |
| 7 | Canada | 81.7 | 3% | -16% |
| 8 | Belgium | 74.8 | 3% | -12% |
| 9 | Japan | 56.0 | 2% | -2% |
| 10 | Switzerland | 54.8 | 2% | 9% |
| | Other markets | 521.8 | 19% | |
| | Total | 2,776.6 | | -8% |

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



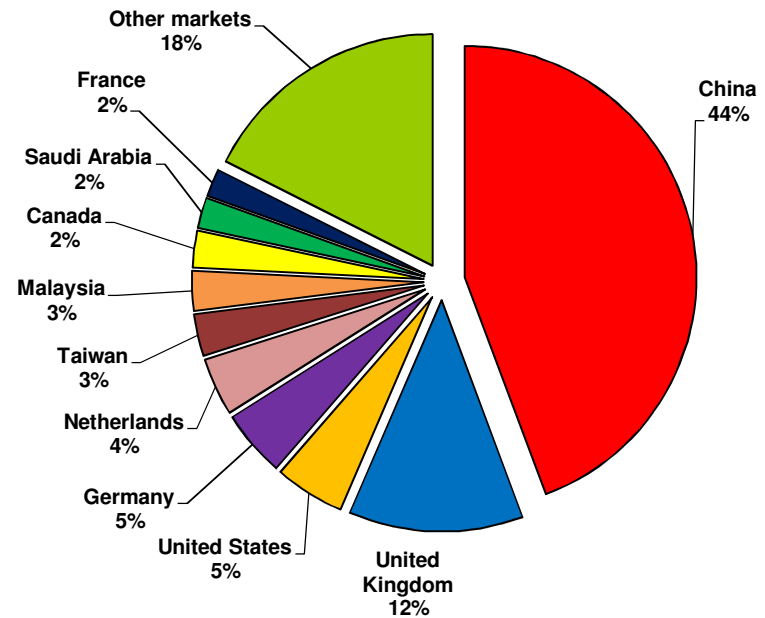
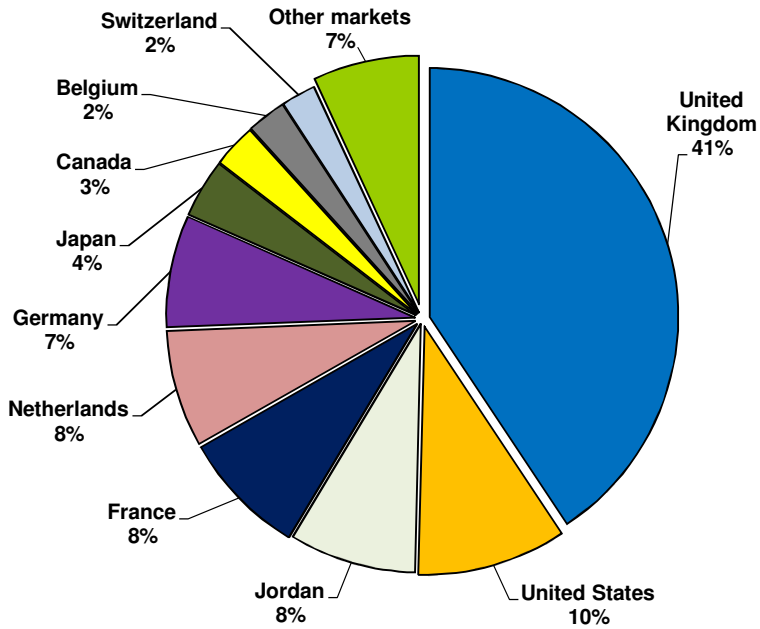
Top 10 chilled sheepmeat markets by volume, 12 months ended 30 September 2016

| | Country | Volume (tonnes) | % of total | Change from YE Sep 2015 |
|----|----------------|-----------------|------------|----------------------------|
| 1 | United Kingdom | 28,823 | 41% | 7% |
| 2 | United States | 6,872 | 10% | -5% |
| 3 | Jordan | 5,842 | 8% | 33% |
| 4 | France | 5,767 | 8% | -2% |
| 5 | Netherlands | 5,389 | 8% | 16% |
| 6 | Germany | 5,154 | 7% | 7% |
| 7 | Japan | 2,690 | 4% | 31% |
| 8 | Canada | 2,022 | 3% | 31% |
| 9 | Belgium | 1,810 | 3% | -22% |
| 10 | Switzerland | 1,581 | 2% | 5% |
| | Other markets | 4,906 | 7% | |
| | Total | 70,855 | | 7% |

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

| | Country | Volume (tonnes) | % of total | Change from YE Sep 2015 |
|----|----------------|-----------------|------------|----------------------------|
| 1 | China | 139,690 | 44% | 3% |
| 2 | United Kingdom | 38,401 | 12% | -3% |
| 3 | United States | 15,396 | 5% | -4% |
| 4 | Germany | 14,688 | 5% | -5% |
| 5 | Netherlands | 12,694 | 4% | 25% |
| 6 | Taiwan | 9,326 | 3% | 22% |
| 7 | Malaysia | 8,755 | 3% | 0% |
| 8 | Canada | 8,075 | 3% | -15% |
| 9 | Saudi Arabia | 6,719 | 2% | -59% |
| 10 | France | 6,126 | 2% | -17% |
| | Other markets | 55,362 | 18% | |
| | Total | 315,229 | | -2% |

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



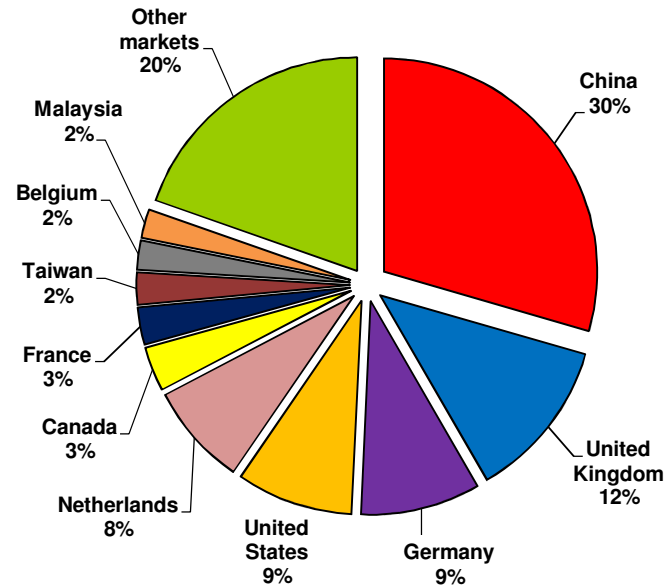
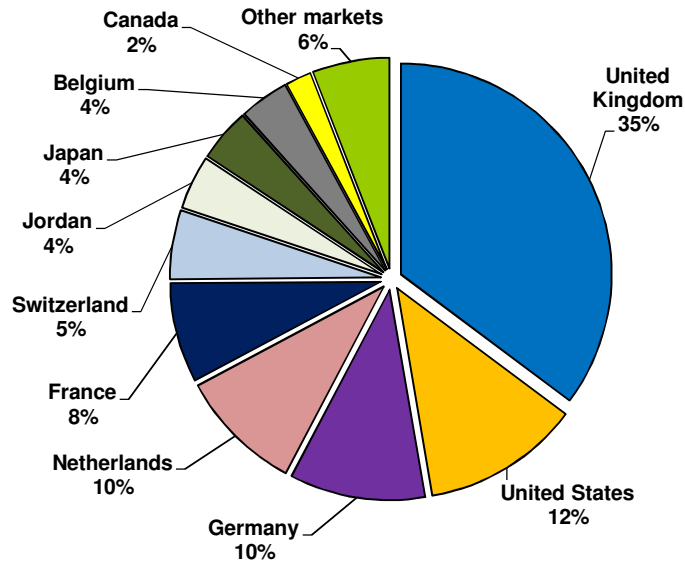
Top 10 chilled sheepmeat markets by value, 12 months ended 30 September 2016

| | Country | Value (NZ\$m) | % of total | Change from YE Sep 2015 |
|----|----------------|---------------|------------|----------------------------|
| 1 | United Kingdom | 297.3 | 35% | 4% |
| 2 | United States | 102.1 | 12% | -2% |
| 3 | Germany | 87.8 | 10% | 16% |
| 4 | Netherlands | 80.4 | 10% | 22% |
| 5 | France | 64.5 | 8% | 3% |
| 6 | Switzerland | 44.6 | 5% | 11% |
| 7 | Jordan | 34.9 | 4% | 13% |
| 8 | Japan | 34.3 | 4% | 31% |
| 9 | Belgium | 32.0 | 4% | -6% |
| 10 | Canada | 16.7 | 2% | 21% |
| | Other markets | 49.9 | 6% | |
| | Total | 844.5 | | 7% |

Top 10 frozen sheepmeat markets by value, 12 months ended 30 September 2016

| | Country | Value (NZ\$m) | % of total | Change from YE Sep 2015 |
|----|----------------|---------------|------------|----------------------------|
| 1 | China | 569.3 | 29% | -16% |
| 2 | United Kingdom | 235.9 | 12% | -16% |
| 3 | Germany | 175.0 | 9% | -1% |
| 4 | United States | 170.8 | 9% | -2% |
| 5 | Netherlands | 150.3 | 8% | 27% |
| 6 | Canada | 65.1 | 3% | -22% |
| 7 | France | 54.1 | 3% | -19% |
| 8 | Taiwan | 47.2 | 2% | 2% |
| 9 | Belgium | 42.8 | 2% | -16% |
| 10 | Malaysia | 42.3 | 2% | -15% |
| | Other markets | 379.5 | 20% | |
| | Total | 1,932.1 | | -13% |

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



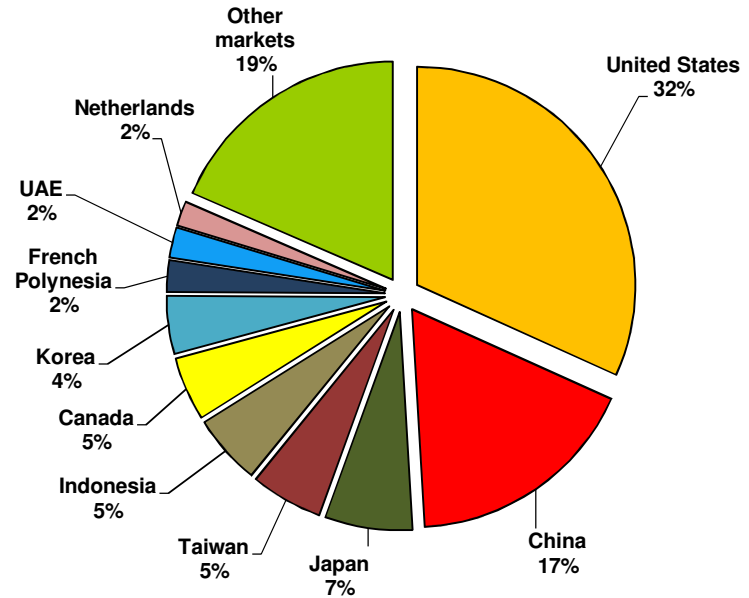
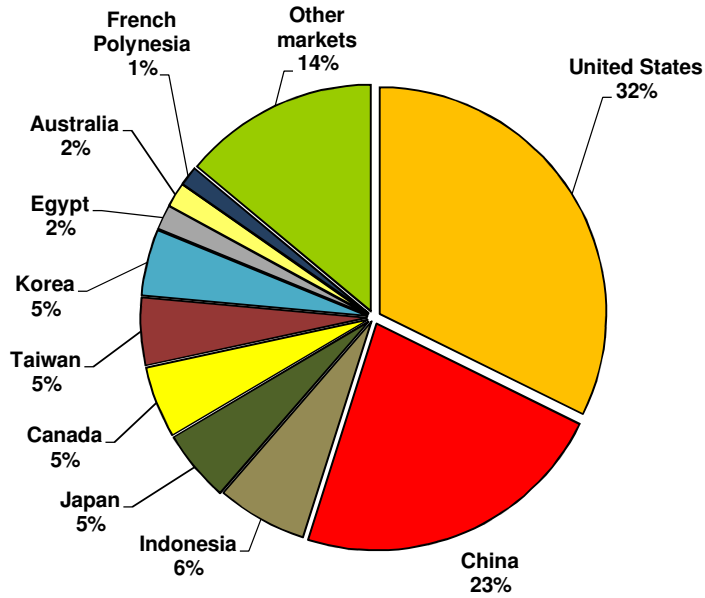
Top 10 beef markets by volume, month of September 2016

| | Country | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|------------------|-----------------|------------|----------------------------|--------------------------------------|
| 1 | United States | 7,235 | 32% | -25% | -32% |
| 2 | China | 5,066 | 23% | 4% | 15% |
| 3 | Indonesia | 1,447 | 6% | 495% | 195% |
| 4 | Japan | 1,153 | 5% | -3% | 28% |
| 5 | Canada | 1,149 | 5% | -50% | -66% |
| 6 | Taiwan | 1,076 | 5% | -35% | -19% |
| 7 | Korea | 1,059 | 5% | -23% | 39% |
| 8 | Egypt | 399 | 2% | 440% | -36% |
| 9 | Australia | 388 | 2% | 83% | 79% |
| 10 | French Polynesia | 310 | 1% | 95% | -9% |
| | Other markets | 3,123 | 14% | | |
| | Total | 22,405 | | -8% | -19% |

Top 10 beef markets by value, month of September 2016

| | Country | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|------------------|---------------|------------|----------------------------|--------------------------------------|
| 1 | United States | 44.4 | 32% | -28% | -48% |
| 2 | China | 24.3 | 17% | -11% | -24% |
| 3 | Japan | 9.0 | 6% | -13% | -5% |
| 4 | Taiwan | 7.5 | 5% | -42% | -30% |
| 5 | Indonesia | 7.3 | 5% | 631% | 156% |
| 6 | Canada | 6.6 | 5% | -53% | -71% |
| 7 | Korea | 6.0 | 4% | -26% | 35% |
| 8 | French Polynesia | 3.3 | 2% | 70% | -5% |
| 9 | UAE | 3.1 | 2% | 68% | -5% |
| 10 | Netherlands | 2.6 | 2% | -33% | -7% |
| | Other markets | 25.8 | 18% | | |
| | Total | 139.9 | | -15% | -35% |

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



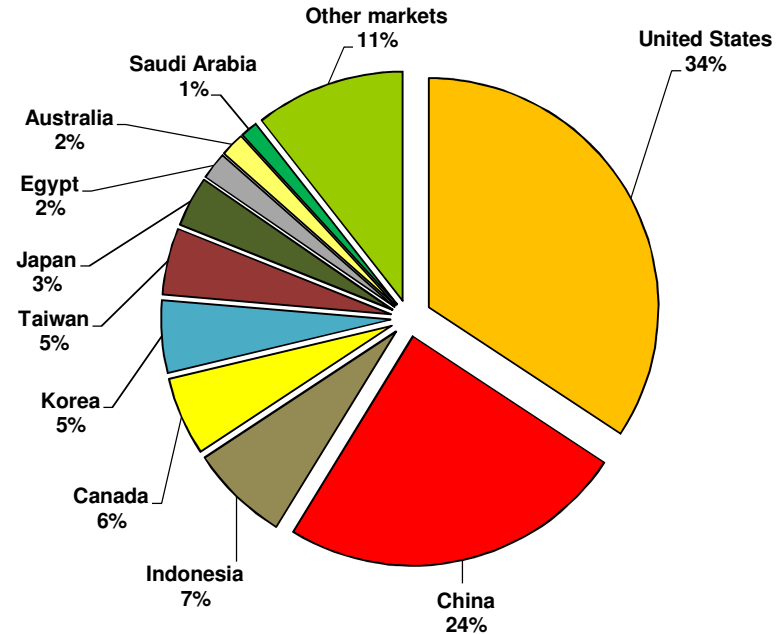
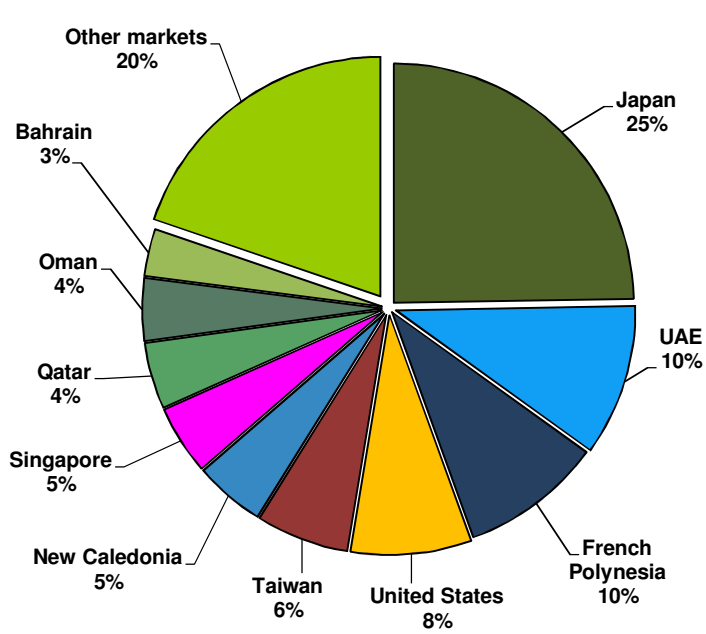
Top 10 chilled beef markets by volume, month of September 2016

| | Country | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|------------------|-----------------|------------|----------------------------|--------------------------------------|
| 1 | Japan | 420 | 25% | -8% | 12% |
| 2 | UAE | 174 | 10% | 12% | -14% |
| 3 | French Polynesia | 162 | 10% | 53% | -18% |
| 4 | United States | 138 | 8% | -16% | 39% |
| 5 | Taiwan | 107 | 6% | -38% | -34% |
| 6 | New Caledonia | 81 | 5% | 22% | 104% |
| 7 | Singapore | 80 | 5% | 4% | 17% |
| 8 | Qatar | 76 | 4% | 40% | -4% |
| 9 | Oman | 72 | 4% | 32% | 23% |
| 10 | Bahrain | 54 | 3% | 6% | 55% |
| | Other markets | 336 | 20% | | |
| | Total | 1,701 | | -10% | -6% |

Top 10 frozen beef markets by volume, month of September 2016

| | Country | Volume (tonnes) | % of total | Change from previous month | Change from same month previous year |
|----|---------------|-----------------|------------|----------------------------|--------------------------------------|
| 1 | United States | 7,097 | 34% | -25% | -33% |
| 2 | China | 5,066 | 24% | 4% | 15% |
| 3 | Indonesia | 1,447 | 7% | 495% | 195% |
| 4 | Canada | 1,147 | 6% | -48% | -66% |
| 5 | Korea | 1,057 | 5% | -23% | 38% |
| 6 | Taiwan | 969 | 5% | -34% | -17% |
| 7 | Japan | 733 | 4% | 0% | 39% |
| 8 | Egypt | 399 | 2% | 440% | -36% |
| 9 | Australia | 349 | 2% | 139% | 62% |
| 10 | Saudi Arabia | 253 | 1% | 62% | -81% |
| | Other markets | 2,188 | 11% | | |
| | Total | 20,704 | | -8% | -20% |

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



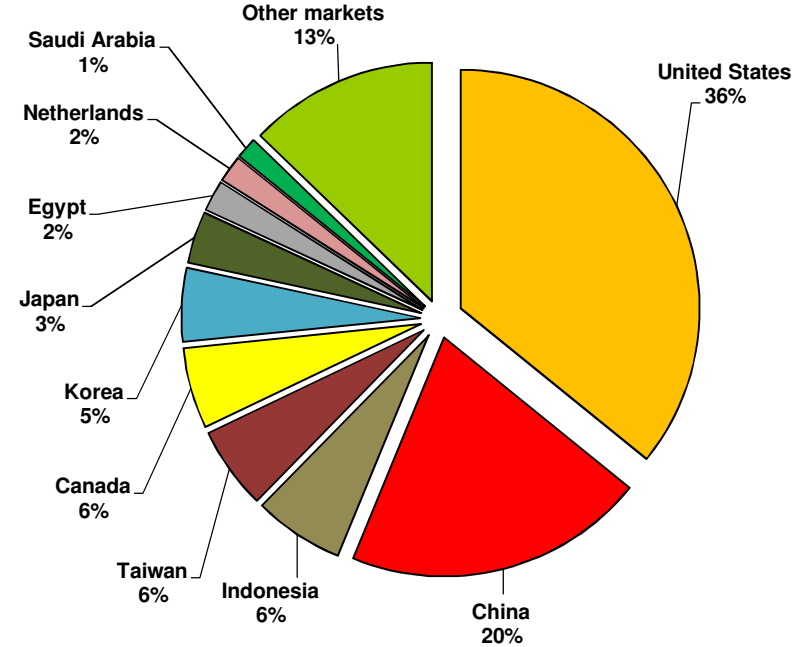
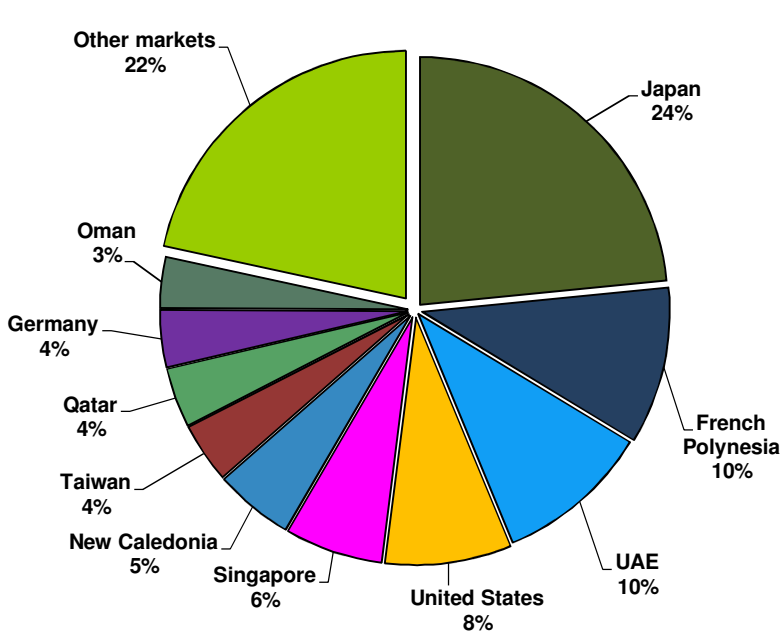
Top 10 chilled beef markets by value, month of September 2016

| | Country | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|------------------|---------------|------------|----------------------------|--------------------------------------|
| 1 | Japan | 4.9 | 23% | -7% | -14% |
| 2 | French Polynesia | 2.1 | 10% | 57% | -12% |
| 3 | UAE | 2.1 | 10% | 12% | -26% |
| 4 | United States | 1.7 | 8% | -21% | 10% |
| 5 | Singapore | 1.3 | 6% | 0% | 3% |
| 6 | New Caledonia | 1.1 | 5% | 24% | 112% |
| 7 | Taiwan | 0.8 | 4% | -45% | -43% |
| 8 | Qatar | 0.8 | 4% | 32% | -23% |
| 9 | Germany | 0.8 | 4% | -27% | 0% |
| 10 | Oman | 0.7 | 3% | 32% | 6% |
| | Other markets | 4.5 | 22% | | |
| | Total | 20.8 | | -11% | -14% |

Top 10 frozen beef markets by value, month of September 2016

| | Country | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|----|---------------|---------------|------------|----------------------------|--------------------------------------|
| 1 | United States | 42.7 | 36% | -28% | -49% |
| 2 | China | 24.3 | 20% | -11% | -24% |
| 3 | Indonesia | 7.3 | 6% | 631% | 156% |
| 4 | Taiwan | 6.6 | 6% | -42% | -28% |
| 5 | Canada | 6.5 | 5% | -49% | -71% |
| 6 | Korea | 5.9 | 5% | -26% | 34% |
| 7 | Japan | 4.2 | 3% | -18% | 9% |
| 8 | Egypt | 2.5 | 2% | 400% | -48% |
| 9 | Netherlands | 2.2 | 2% | -32% | 21% |
| 10 | Saudi Arabia | 1.7 | 1% | 107% | -74% |
| | Other markets | 15.2 | 13% | | |
| | Total | 119.1 | | -16% | -37% |

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



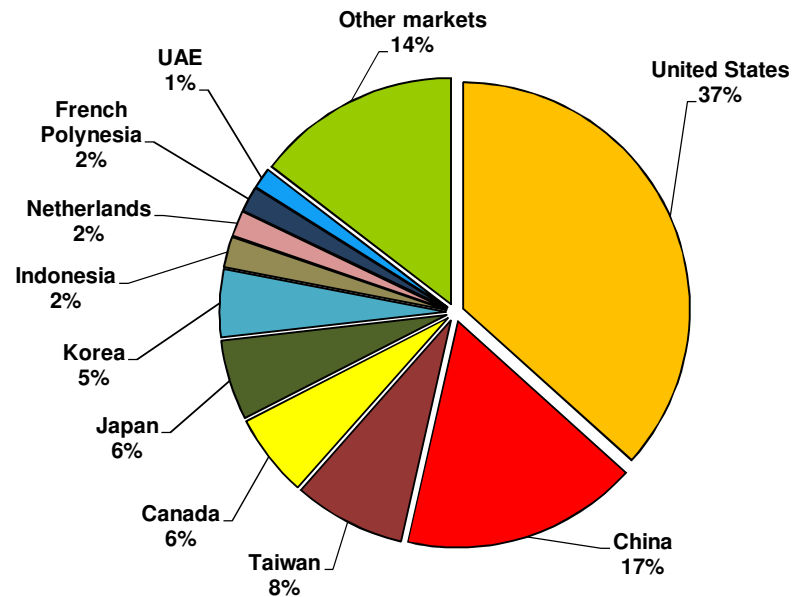
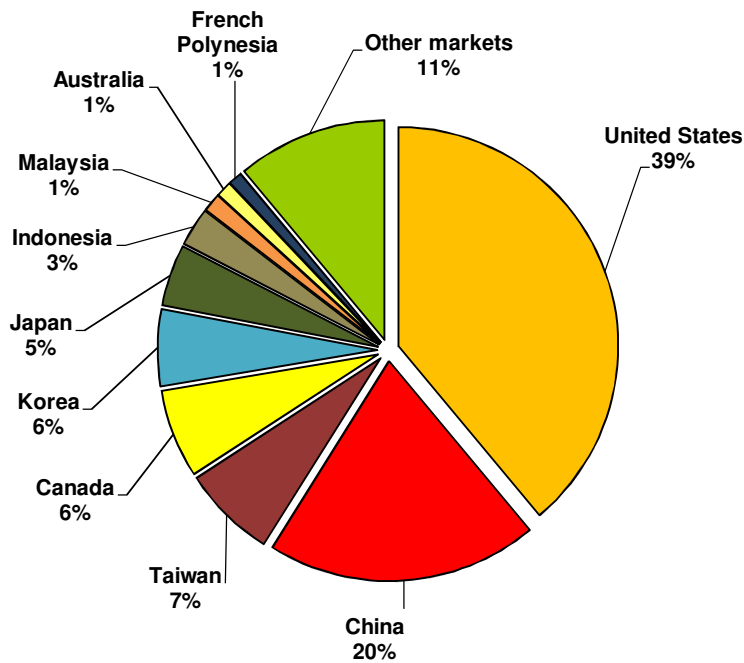
Top 10 beef markets by volume, 3rd quarter 2016

| | Country | Volume (tonnes) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|------------------|-----------------|------------|------------------------------|------------------------------|
| 1 | United States | 30,091 | 39% | -59% | -16% |
| 2 | China | 15,465 | 20% | -30% | -6% |
| 3 | Taiwan | 5,334 | 7% | -41% | 9% |
| 4 | Canada | 5,050 | 7% | 6% | -16% |
| 5 | Korea | 4,375 | 6% | -35% | 74% |
| 6 | Japan | 3,527 | 5% | -29% | 29% |
| 7 | Indonesia | 2,208 | 3% | -43% | 16% |
| 8 | Malaysia | 1,036 | 1% | -53% | -6% |
| 9 | Australia | 895 | 1% | 65% | 110% |
| 10 | French Polynesia | 786 | 1% | 14% | 1% |
| | Other markets | 8,548 | 11% | | |
| | Total | 77,315 | | -44% | -8% |

Top 10 beef markets by value, 3rd quarter 2016

| | Country | Value (NZ\$m) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|------------------|---------------|------------|------------------------------|------------------------------|
| 1 | United States | 189.9 | 37% | -60% | -31% |
| 2 | China | 87.4 | 17% | -39% | -27% |
| 3 | Taiwan | 41.4 | 8% | -43% | 2% |
| 4 | Canada | 30.7 | 6% | 1% | -26% |
| 5 | Japan | 29.7 | 6% | -35% | 12% |
| 6 | Korea | 25.0 | 5% | -32% | 81% |
| 7 | Indonesia | 11.5 | 2% | -50% | -7% |
| 8 | Netherlands | 9.5 | 2% | -51% | -10% |
| 9 | French Polynesia | 9.3 | 2% | 12% | 11% |
| 10 | UAE | 7.8 | 2% | 13% | -5% |
| | Other markets | 75.6 | 15% | | |
| | Total | 517.8 | | -45% | -20% |

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



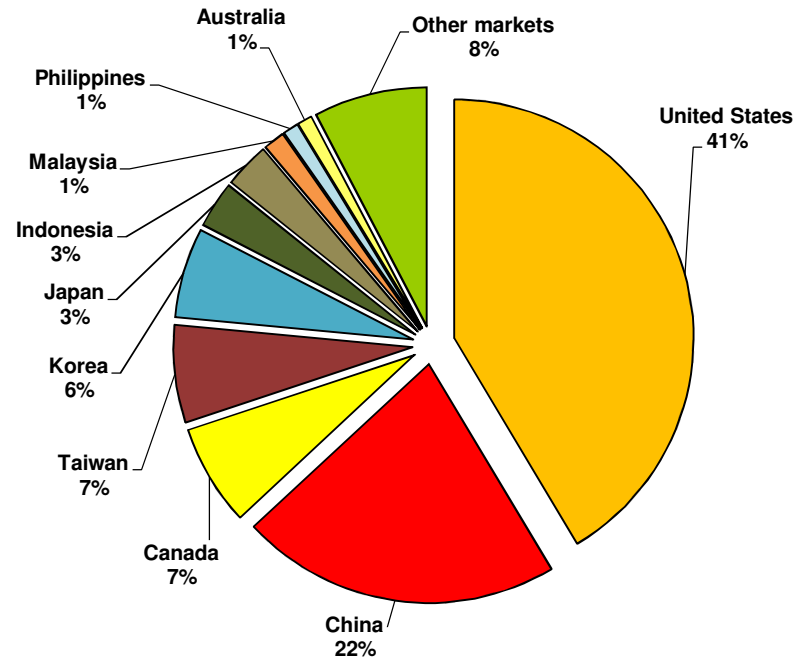
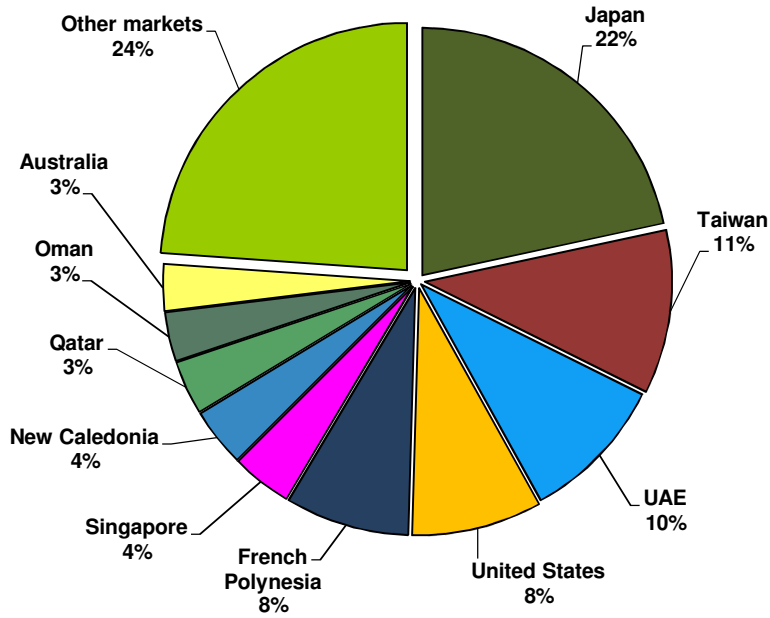
Top 10 chilled beef markets by volume, 3rd quarter 2016

| | Country | Volume (tonnes) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|------------------|-----------------|------------|------------------------------|------------------------------|
| 1 | Japan | 1,271 | 22% | -10% | 17% |
| 2 | Taiwan | 629 | 11% | -46% | 12% |
| 3 | UAE | 563 | 10% | -8% | -5% |
| 4 | United States | 501 | 9% | -66% | 40% |
| 5 | French Polynesia | 475 | 8% | -4% | -1% |
| 6 | Singapore | 231 | 4% | -15% | 5% |
| 7 | New Caledonia | 225 | 4% | 23% | 18% |
| 8 | Qatar | 207 | 4% | -15% | -15% |
| 9 | Oman | 187 | 3% | 7% | 12% |
| 10 | Australia | 181 | 3% | 3% | 166% |
| | Other markets | 1,403 | 24% | | |
| | Total | 5,874 | | -28% | 4% |

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

| | Country | Volume (tonnes) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|---------------|-----------------|------------|------------------------------|------------------------------|
| 1 | United States | 29,590 | 41% | -59% | -16% |
| 2 | China | 15,465 | 22% | -30% | -6% |
| 3 | Canada | 4,883 | 7% | 8% | -16% |
| 4 | Taiwan | 4,704 | 7% | -40% | 8% |
| 5 | Korea | 4,352 | 6% | -35% | 74% |
| 6 | Japan | 2,256 | 3% | -37% | 38% |
| 7 | Indonesia | 2,208 | 3% | -42% | 16% |
| 8 | Malaysia | 1,034 | 1% | -53% | -6% |
| 9 | Philippines | 749 | 1% | -35% | -9% |
| 10 | Australia | 715 | 1% | 95% | 99% |
| | Other markets | 5,486 | 8% | | |
| | Total | 71,441 | | -45% | -8% |

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



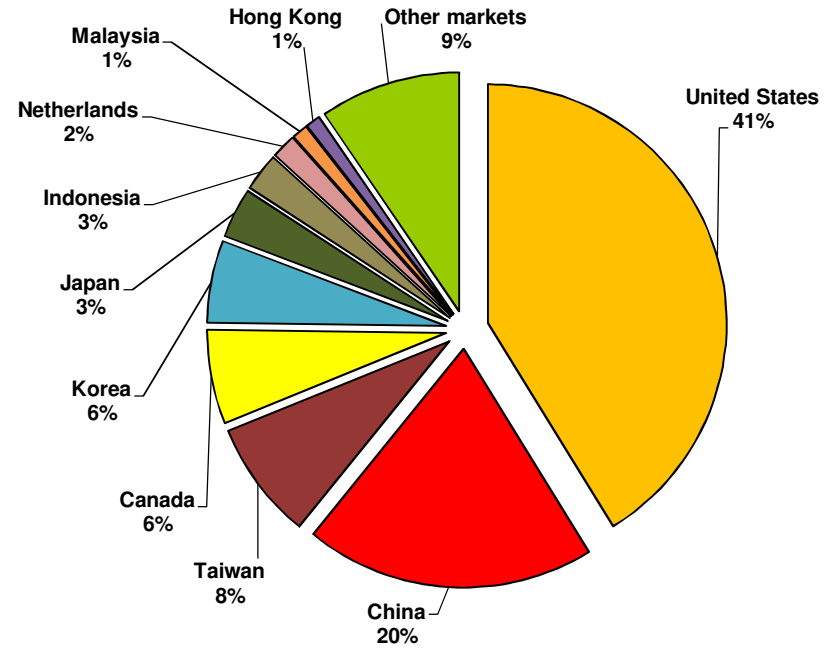
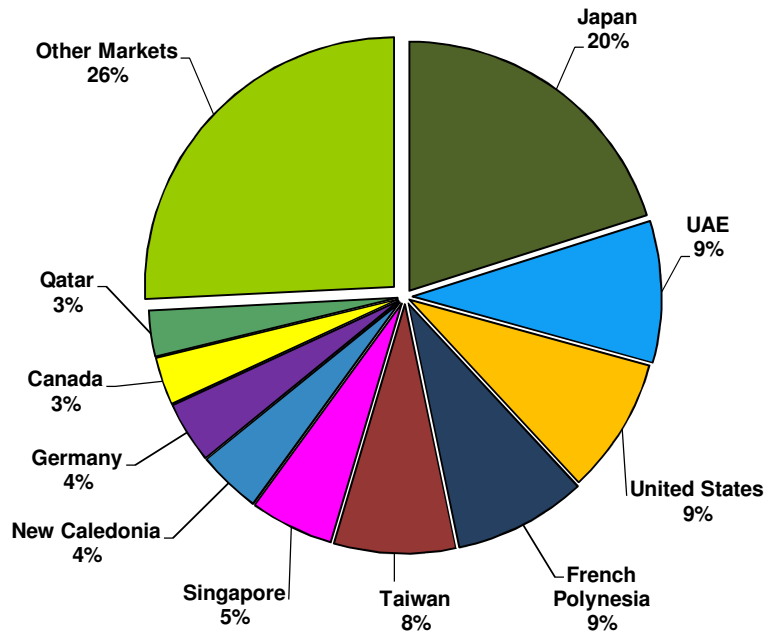
Top 10 chilled beef markets by value, 3rd quarter 2016

| | Country | Value (NZ\$m) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|------------------|---------------|------------|------------------------------|------------------------------|
| 1 | Japan | 14.6 | 20% | -10% | -10% |
| 2 | UAE | 6.7 | 9% | -3% | -13% |
| 3 | United States | 6.4 | 9% | -61% | 17% |
| 4 | French Polynesia | 6.3 | 9% | -3% | 7% |
| 5 | Taiwan | 5.7 | 8% | -45% | 2% |
| 6 | Singapore | 4.0 | 5% | -17% | 1% |
| 7 | New Caledonia | 3.0 | 4% | 30% | 29% |
| 8 | Germany | 2.9 | 4% | -36% | -22% |
| 9 | Canada | 2.2 | 3% | -31% | 18% |
| 10 | Qatar | 2.2 | 3% | -10% | -24% |
| | Other Markets | 18.8 | 26% | | |
| | Total | 72.7 | | -27% | -5% |

Top 10 frozen beef markets by value, 3rd quarter 2016

| | Country | Value (NZ\$m) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|----|---------------|---------------|------------|------------------------------|------------------------------|
| 1 | United States | 183.4 | 41% | -60% | -32% |
| 2 | China | 87.4 | 20% | -39% | -27% |
| 3 | Taiwan | 35.7 | 8% | -43% | 2% |
| 4 | Canada | 28.4 | 6% | 5% | -28% |
| 5 | Korea | 24.7 | 6% | -32% | 79% |
| 6 | Japan | 15.1 | 3% | -49% | 46% |
| 7 | Indonesia | 11.5 | 3% | -48% | -7% |
| 8 | Netherlands | 7.4 | 2% | -53% | -7% |
| 9 | Malaysia | 4.7 | 1% | -48% | -6% |
| 10 | Hong Kong | 4.4 | 1% | -19% | 27% |
| | Other markets | 42.4 | 10% | | |
| | Total | 445.2 | | -48% | -22% |

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



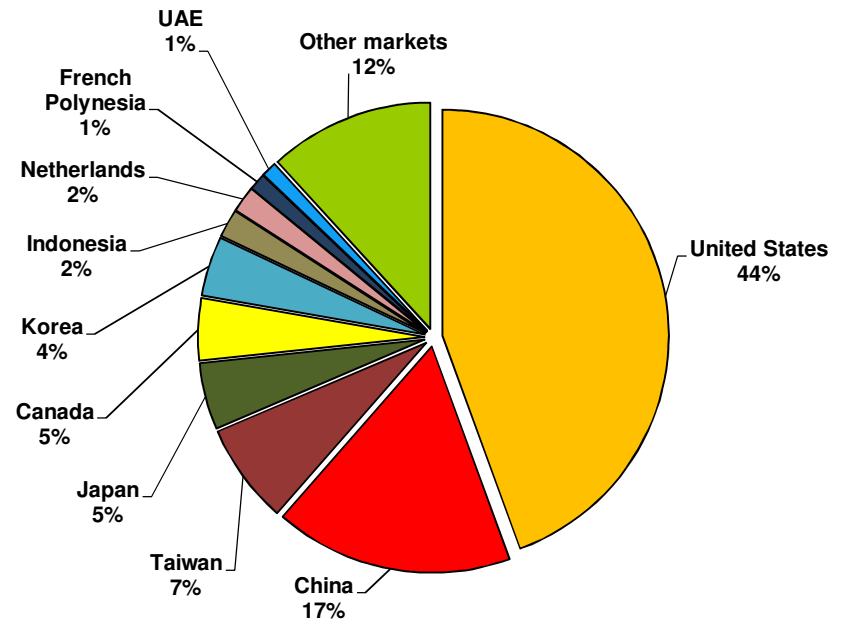
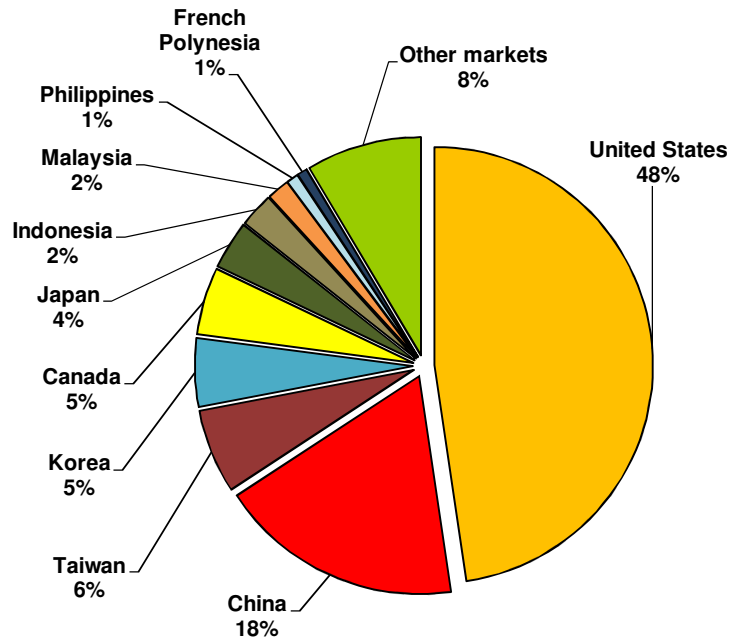
Top 10 beef markets by volume, 12 months ended 30 September 2016

| | Country | Volume (tonnes) | % of total | Change from YE Sep 2015 |
|----|------------------|-----------------|------------|-------------------------|
| 1 | United States | 201,931 | 48% | -12% |
| 2 | China | 76,607 | 18% | 24% |
| 3 | Taiwan | 26,389 | 6% | 21% |
| 4 | Korea | 21,532 | 5% | 11% |
| 5 | Canada | 21,174 | 5% | 12% |
| 6 | Japan | 15,204 | 4% | -16% |
| 7 | Indonesia | 10,738 | 3% | 54% |
| 8 | Malaysia | 6,913 | 2% | -4% |
| 9 | Philippines | 3,713 | 1% | -21% |
| 10 | French Polynesia | 3,117 | 1% | -3% |
| | Other markets | 36,190 | 9% | |
| | Total | 423,509 | | -2% |

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

| | Country | Value (NZ\$m) | % of total | Change from YE Sep 2015 |
|----|------------------|---------------|------------|-------------------------|
| 1 | United States | 1,315.9 | 44% | -20% |
| 2 | China | 504.4 | 17% | 18% |
| 3 | Taiwan | 212.0 | 7% | 21% |
| 4 | Japan | 140.0 | 5% | -10% |
| 5 | Canada | 131.8 | 4% | 3% |
| 6 | Korea | 126.7 | 4% | 15% |
| 7 | Indonesia | 60.2 | 2% | 35% |
| 8 | Netherlands | 54.6 | 2% | 21% |
| 9 | French Polynesia | 35.2 | 1% | 4% |
| 10 | UAE | 32.8 | 1% | 1% |
| | Other markets | 349.1 | 12% | |
| | Total | 2,962.5 | | -7% |

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



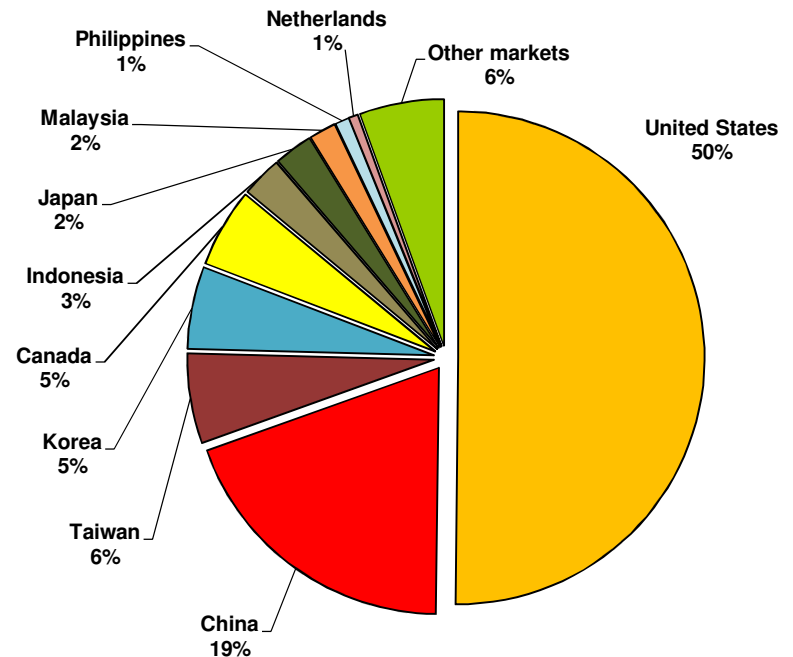
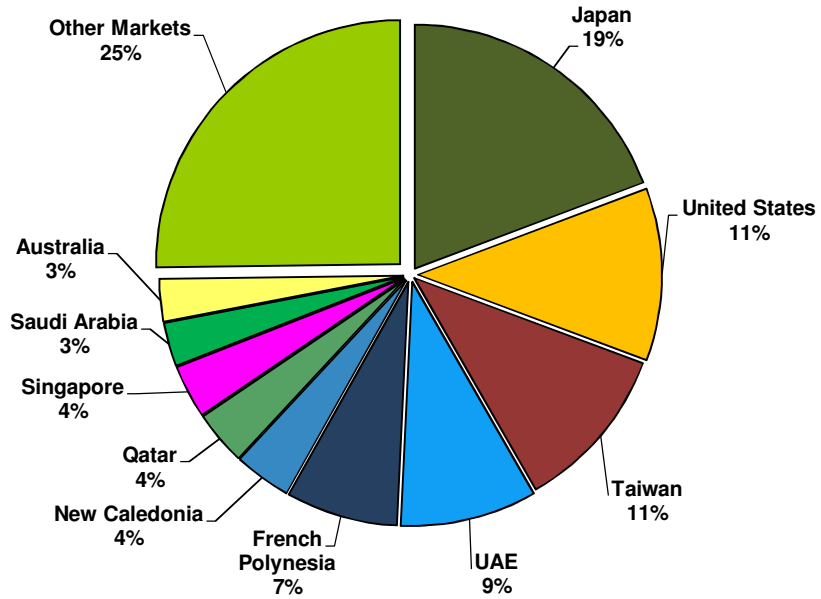
Top 10 chilled beef markets by volume, 12 months ended 30 September 2016

| | Country | Volume (tonnes) | % of total | Change from YE Sep 2015 |
|----|------------------|-----------------|------------|-------------------------|
| 1 | Japan | 5,268 | 19% | 9% |
| 2 | United States | 3,126 | 11% | 49% |
| 3 | Taiwan | 3,013 | 11% | 19% |
| 4 | UAE | 2,480 | 9% | -3% |
| 5 | French Polynesia | 2,021 | 7% | -2% |
| 6 | New Caledonia | 1,031 | 4% | 12% |
| 7 | Qatar | 979 | 4% | -20% |
| 8 | Singapore | 970 | 4% | -13% |
| 9 | Saudi Arabia | 796 | 3% | 2% |
| 10 | Australia | 773 | 3% | 122% |
| | Other Markets | 6,895 | 25% | |
| | Total | 27,351 | | 6% |

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

Top 10 frozen beef markets by volume, 12 months ended 30 September 2016

| | Country | Volume (tonnes) | % of total | Change from YE Sep 2015 |
|----|---------------|-----------------|------------|-------------------------|
| 1 | United States | 198,805 | 50% | -12% |
| 2 | China | 76,604 | 19% | 24% |
| 3 | Taiwan | 23,375 | 6% | 21% |
| 4 | Korea | 21,378 | 5% | 10% |
| 5 | Canada | 20,565 | 5% | 12% |
| 6 | Indonesia | 10,618 | 3% | 52% |
| 7 | Japan | 9,936 | 3% | -25% |
| 8 | Malaysia | 6,897 | 2% | -4% |
| 9 | Philippines | 3,705 | 1% | -20% |
| 10 | Netherlands | 2,376 | 1% | 14% |
| | Other markets | 21,899 | 6% | |
| | Total | 396,158 | | -2% |



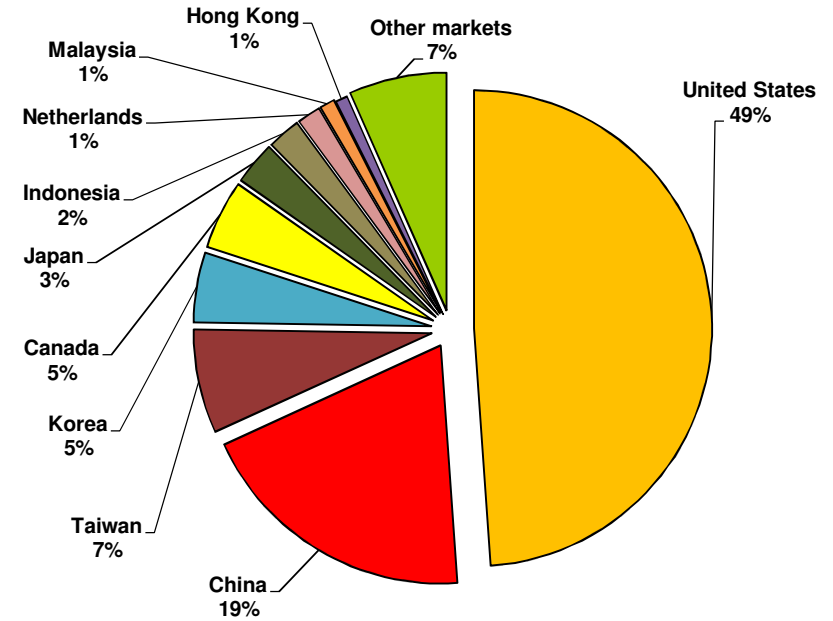
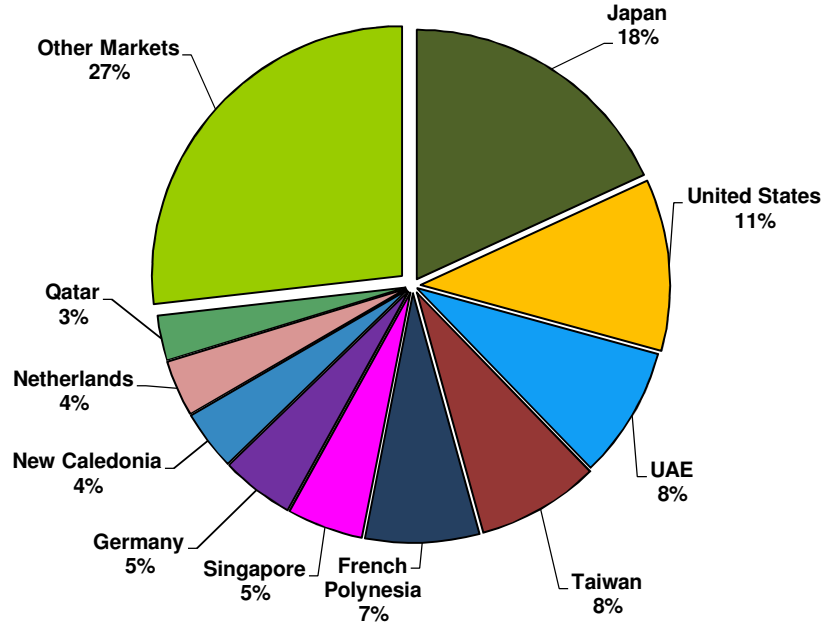
Top 10 chilled beef markets by value, 12 months ended 30 September 2016

| | Country | Value (NZ\$m) | % of total | Change from YE Sep 2015 |
|----|------------------|---------------|------------|----------------------------|
| 1 | Japan | 63.4 | 18% | 3% |
| 2 | United States | 38.8 | 11% | 50% |
| 3 | UAE | 29.8 | 9% | 4% |
| 4 | Taiwan | 27.8 | 8% | 17% |
| 5 | French Polynesia | 25.9 | 7% | 5% |
| 6 | Singapore | 17.2 | 5% | -5% |
| 7 | Germany | 16.5 | 5% | -13% |
| 8 | New Caledonia | 13.6 | 4% | 22% |
| 9 | Netherlands | 12.8 | 4% | 8% |
| 10 | Qatar | 10.1 | 3% | -18% |
| | Other Markets | 93.8 | 27% | |
| | Total | 349.7 | | 9% |

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

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

| | Country | Value (NZ\$m) | % of total | Change from YE Sep 2015 |
|----|---------------|---------------|------------|----------------------------|
| 1 | United States | 1,277.1 | 49% | -22% |
| 2 | China | 504.2 | 19% | 18% |
| 3 | Taiwan | 184.3 | 7% | 21% |
| 4 | Korea | 124.8 | 5% | 14% |
| 5 | Canada | 123.5 | 5% | 1% |
| 6 | Japan | 76.5 | 3% | -19% |
| 7 | Indonesia | 59.3 | 2% | 33% |
| 8 | Netherlands | 41.8 | 2% | 26% |
| 9 | Malaysia | 27.3 | 1% | -12% |
| 10 | Hong Kong | 21.2 | 1% | 13% |
| | Other markets | 173.0 | 7% | |
| | Total | 2,612.9 | | -9% |



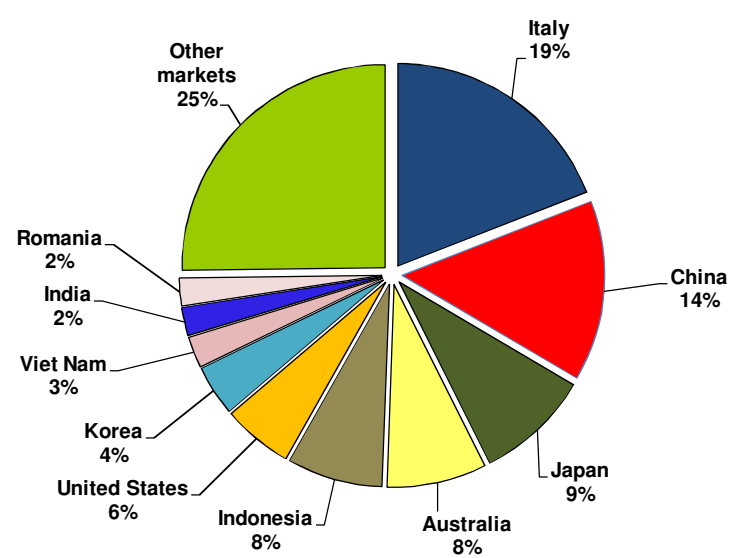
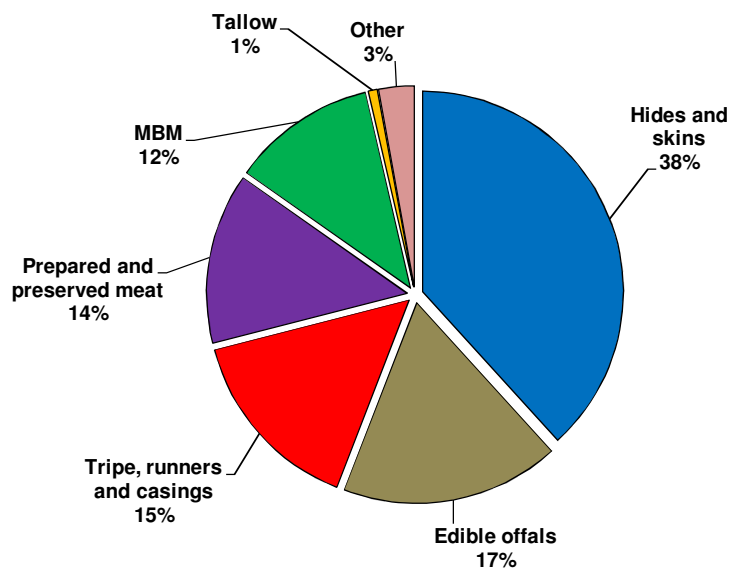
Co-products exports by value, month of September 2016

| Product | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|-------------------------------|---------------|------------|----------------------------|--------------------------------------|
| 1 Hides and skins | 30.6 | 38% | 12% | -40% |
| 2 Edible offals | 14.1 | 18% | 23% | 3% |
| 3 Tripe, runners and casings | 12.1 | 15% | 7% | -46% |
| 4 Prepared and preserved meat | 11.0 | 14% | 2% | -17% |
| 5 MBM | 9.3 | 12% | -5% | -28% |
| 6 Tallow | 0.6 | 1% | -83% | -77% |
| 7 Other | 2.3 | 3% | 47% | 49% |
| Total | 80.0 | | 6% | -32% |

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

| Country | Value (NZ\$m) | % of total | Change from previous month | Change from same month previous year |
|-----------------|---------------|------------|----------------------------|--------------------------------------|
| 1 Italy | 15.3 | 19% | -12% | -20% |
| 2 China | 11.5 | 14% | 26% | -65% |
| 3 Japan | 7.3 | 9% | 34% | 105% |
| 4 Australia | 6.4 | 8% | -21% | -30% |
| 5 Indonesia | 6.1 | 8% | -9% | -12% |
| 6 United States | 4.5 | 6% | 17% | -55% |
| 7 Korea | 3.2 | 4% | 8% | 4% |
| 8 Viet Nam | 2.0 | 2% | 355% | 144% |
| 9 India | 1.8 | 2% | 4% | 13% |
| 10 Romania | 1.8 | 2% | na | 58% |
| Other markets | 20.2 | 25% | | |
| Total | 80.0 | | 6% | -32% |

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



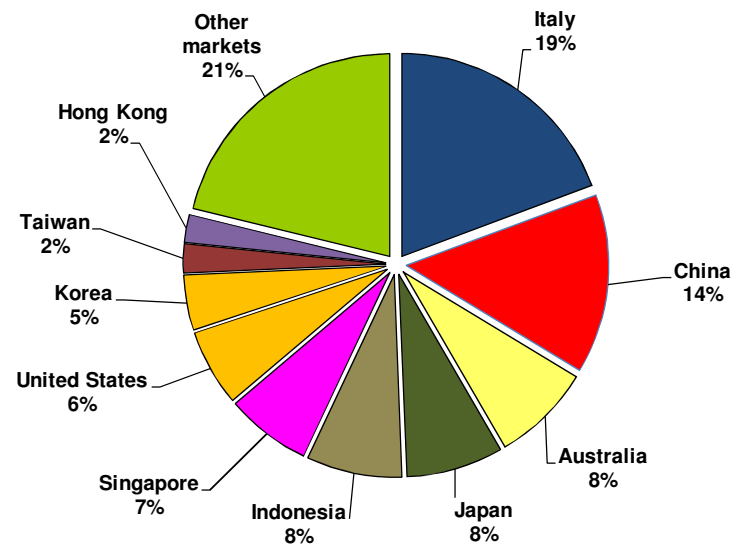
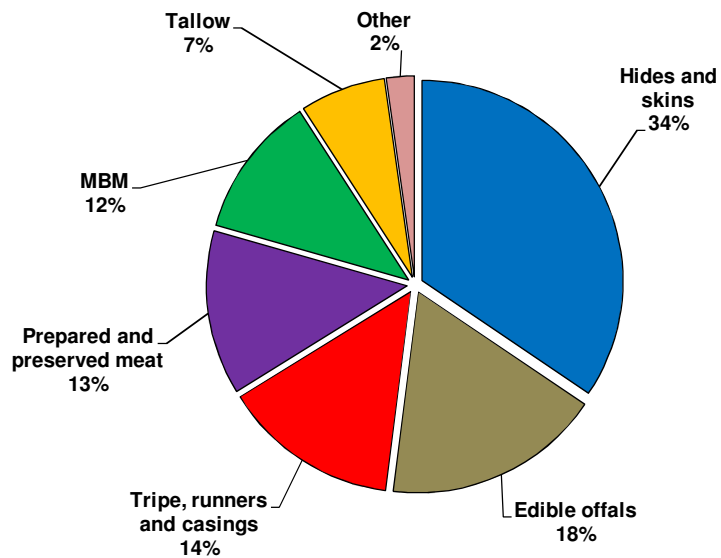
Co-products exports by value, 3rd quarter 2016

| Product | Value (NZ\$m) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|-------------------------------|---------------|------------|------------------------------|------------------------------|
| 1 Hides and skins | 90.2 | 34% | -2% | -31% |
| 2 Edible offals | 46.0 | 18% | -42% | 6% |
| 3 Tripe, runners and casings | 37.1 | 14% | -49% | -41% |
| 4 Prepared and preserved meat | 34.6 | 13% | -3% | -9% |
| 5 MBM | 30.0 | 11% | -26% | -25% |
| 6 Tallow | 18.0 | 7% | -48% | -39% |
| 7 Other | 5.9 | 2% | 32% | 37% |
| Total | 261.8 | | -27% | -25% |

Top 10 markets for co-products by value, 3rd quarter 2016

| Country | Value (NZ\$m) | % of total | Change from previous quarter | Change from 3rd quarter 2015 |
|-----------------|---------------|------------|------------------------------|------------------------------|
| 1 Italy | 50.6 | 19% | 42% | -14% |
| 2 China | 37.5 | 14% | -54% | -56% |
| 3 Australia | 20.9 | 8% | -23% | -20% |
| 4 Japan | 20.2 | 8% | -28% | 74% |
| 5 Indonesia | 20.0 | 8% | -24% | -13% |
| 6 Singapore | 17.8 | 7% | -15% | 23% |
| 7 United States | 16.0 | 6% | -21% | -40% |
| 8 Korea | 11.4 | 4% | -50% | 10% |
| 9 Taiwan | 6.0 | 2% | -21% | -21% |
| 10 Hong Kong | 5.8 | 2% | -56% | -43% |
| Other markets | 55.4 | 21% | | |
| Total | 261.8 | | -27% | -25% |

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



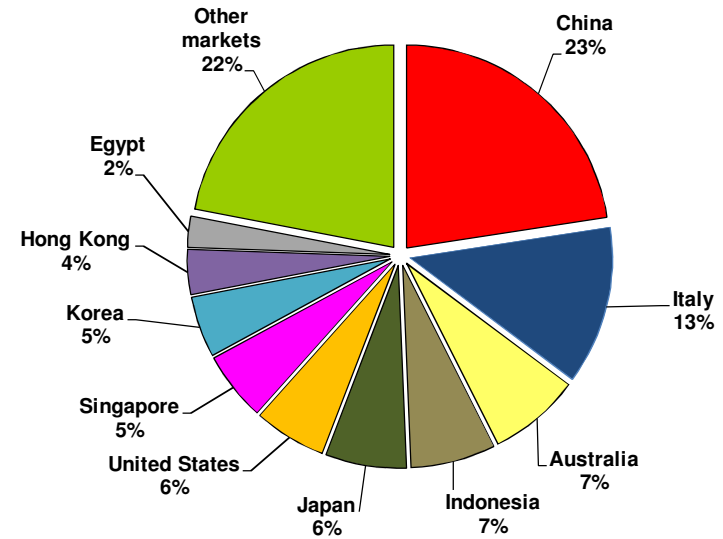
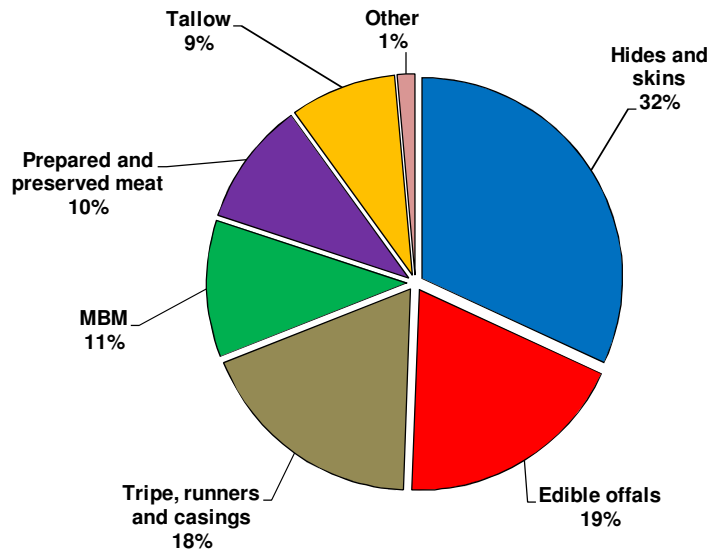
Co-products exports by value, 12 months ended 30 September 2016

| | Product | Value (NZ\$m) | % of total | Change from YE Sep 2015 |
|---|-----------------------------|----------------|------------|-------------------------|
| 1 | Hides and skins | 409.6 | 32% | -20% |
| 2 | Edible offals | 240.0 | 19% | 9% |
| 3 | Tripe, runners and casings | 236.9 | 18% | -20% |
| 4 | MBM | 141.7 | 11% | -12% |
| 5 | Prepared and preserved meat | 128.2 | 10% | -14% |
| 6 | Tallow | 109.8 | 9% | -8% |
| 7 | Other | 18.1 | 1% | -10% |
| | Total | 1,284.3 | | -13% |

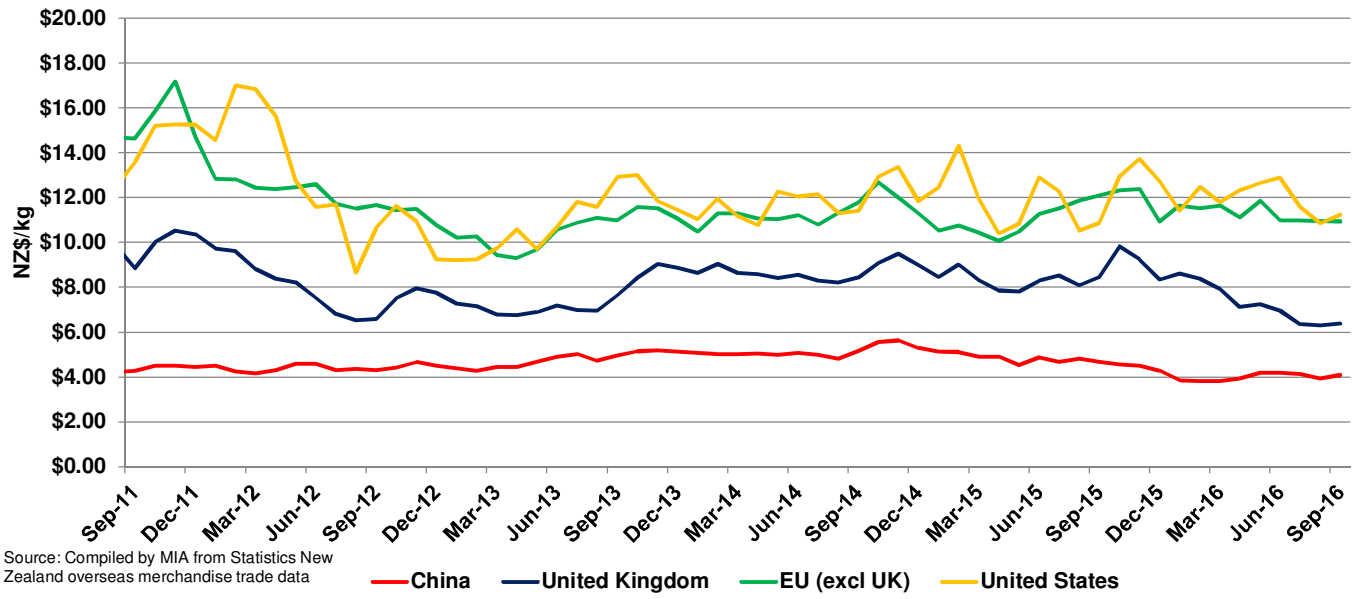
Top 10 markets for co-products by value, 12 months ended 30 September 2016

| | Country | Value (NZ\$m) | % of total | Change from YE Sep 2015 |
|----|----------------------|---------------|------------|-------------------------|
| 1 | China | 290.0 | 23% | -23% |
| 2 | Italy | 162.4 | 13% | -14% |
| 3 | Australia | 94.3 | 7% | -11% |
| 4 | Indonesia | 87.1 | 7% | -8% |
| 5 | Japan | 83.1 | 6% | 35% |
| 6 | United States | 74.4 | 6% | -28% |
| 7 | Singapore | 70.6 | 5% | 71% |
| 8 | Korea | 62.3 | 5% | -10% |
| 9 | Hong Kong | 46.3 | 4% | -29% |
| 10 | Egypt | 31.8 | 2% | -48% |
| | Other markets | 282.1 | 22% | |
| | Total | 1284.3 | | -13% |

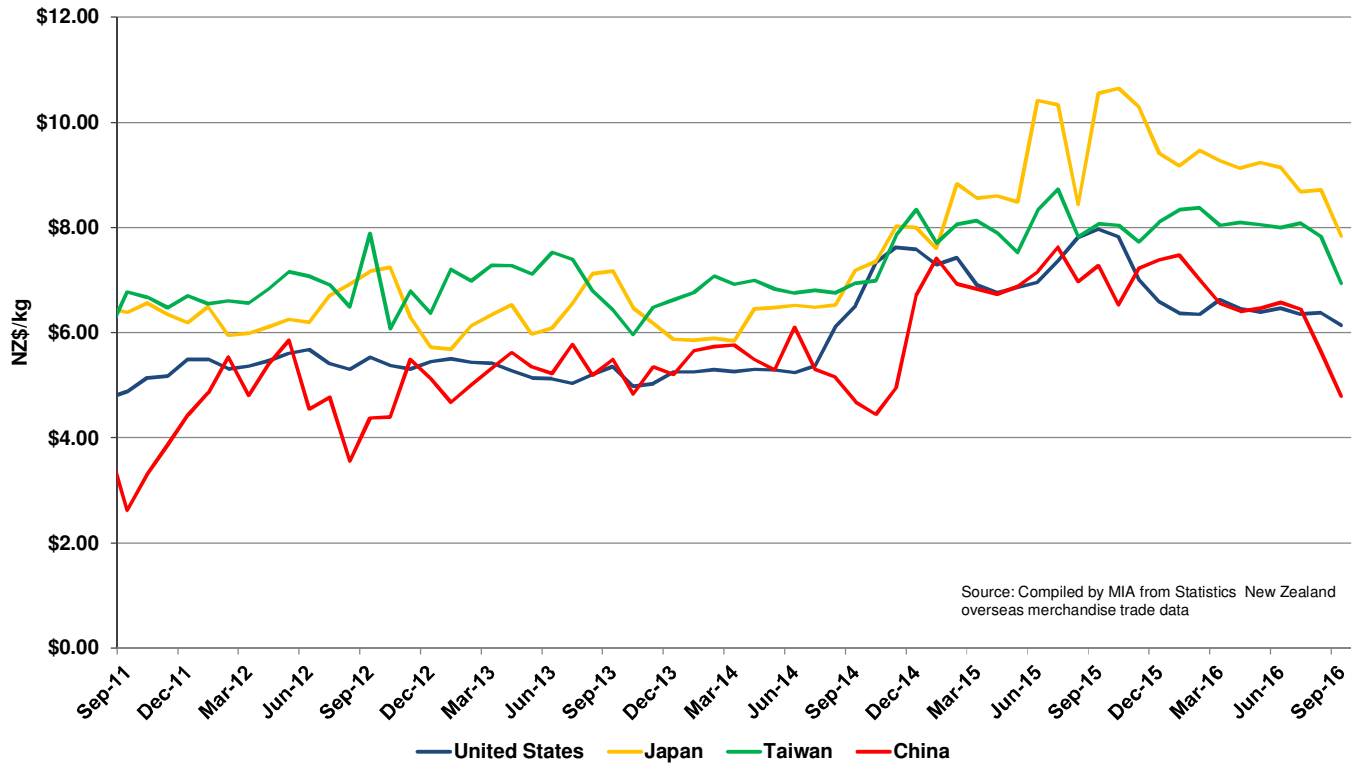
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data



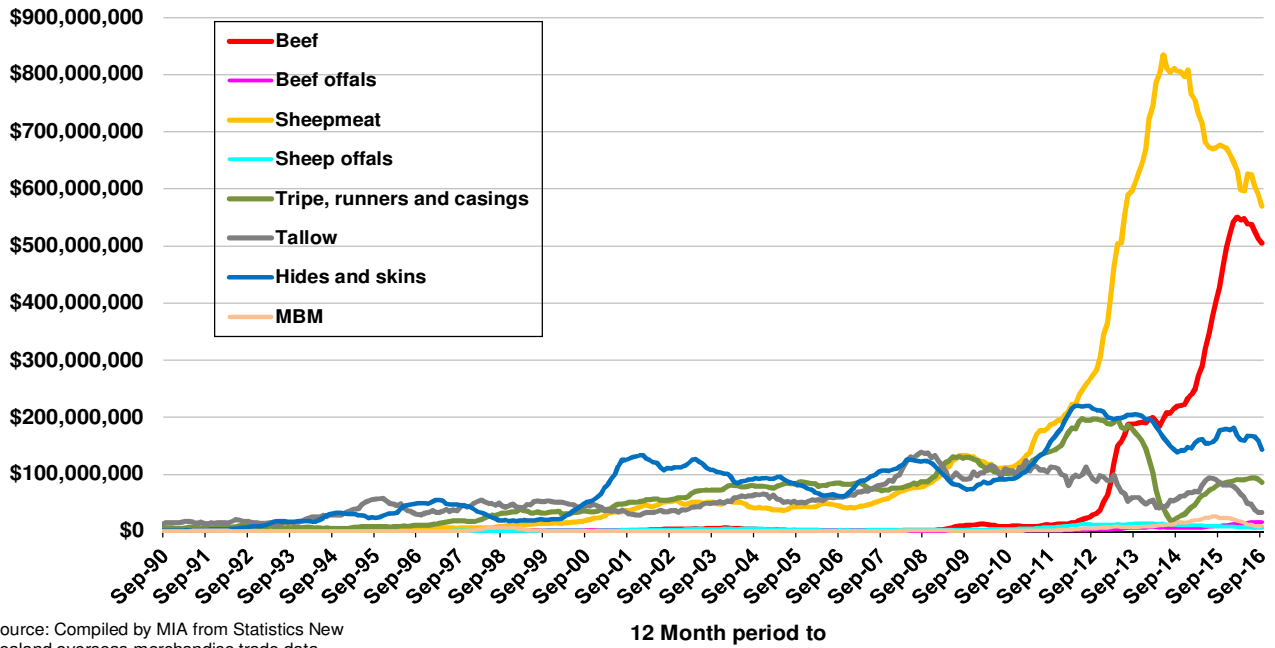
Sheepmeat, average monthly FOB value (\$/kg) to selected markets



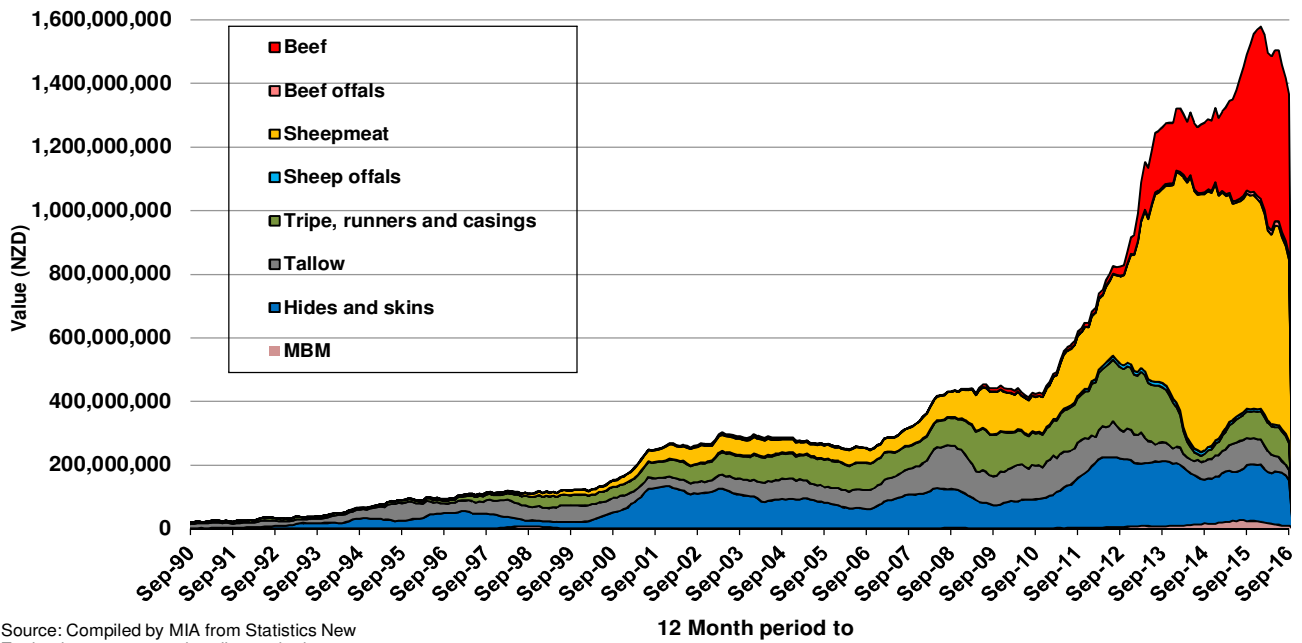
Beef, average monthly FOB value (\$/kg) to selected markets



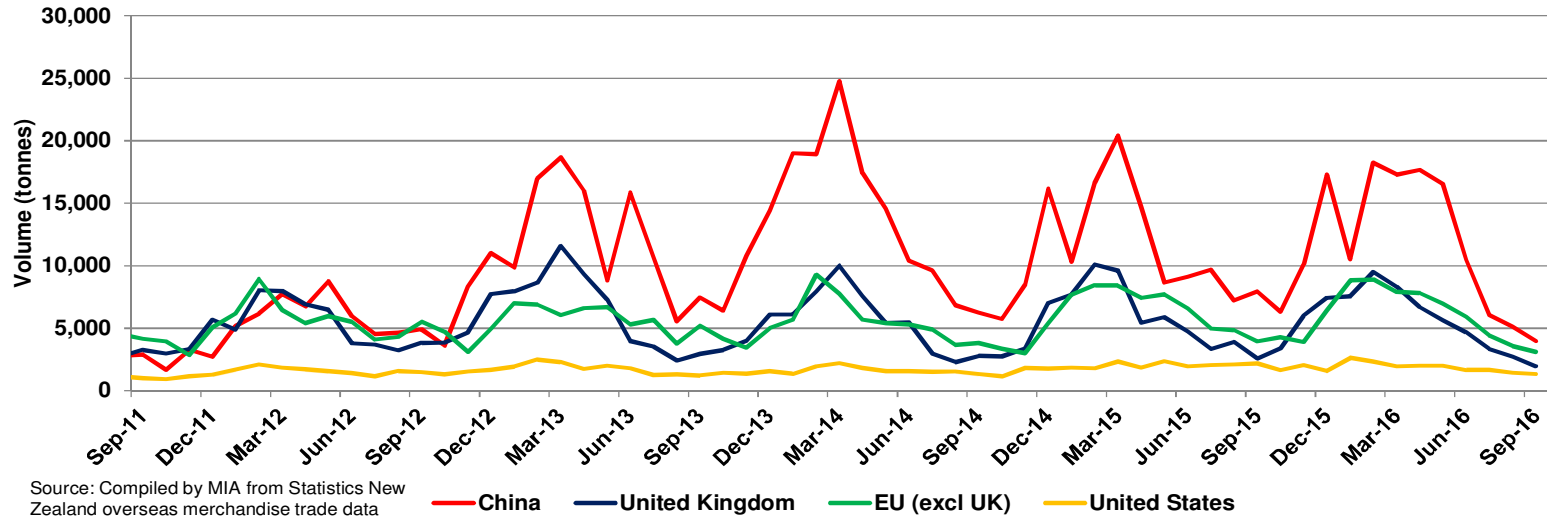
NZ Meat Industry Exports to China - Rolling 12 Month FOB Value - by Product Type



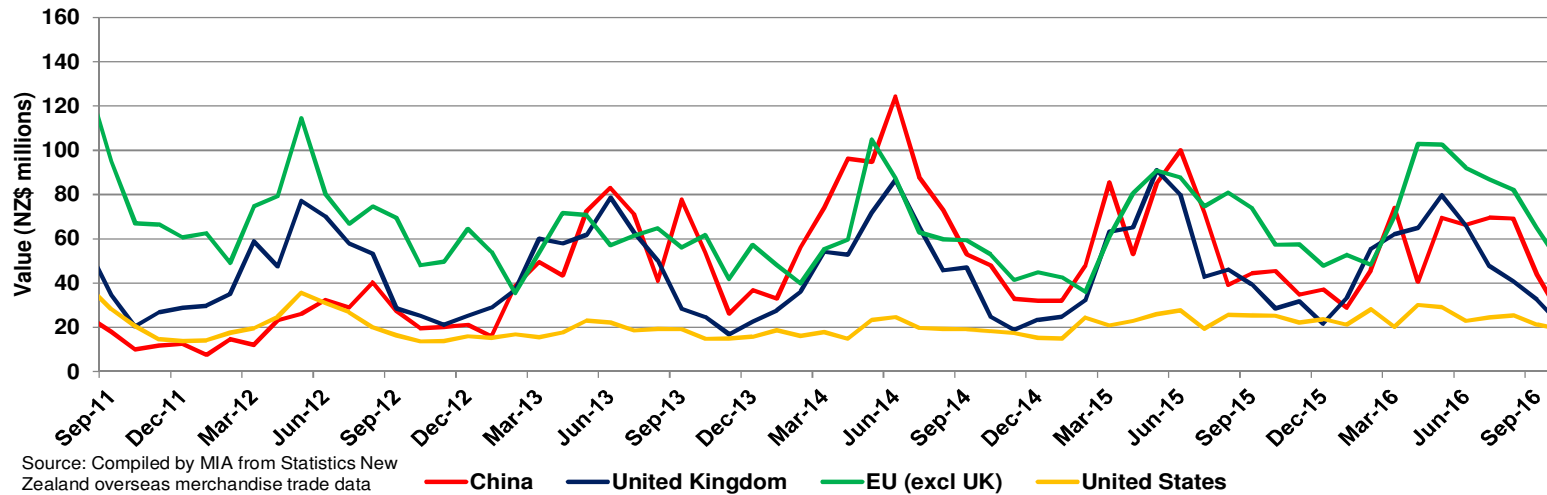
NZ Meat Industry Exports to China - Rolling 12 Month FOB Value - Combined Value



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



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

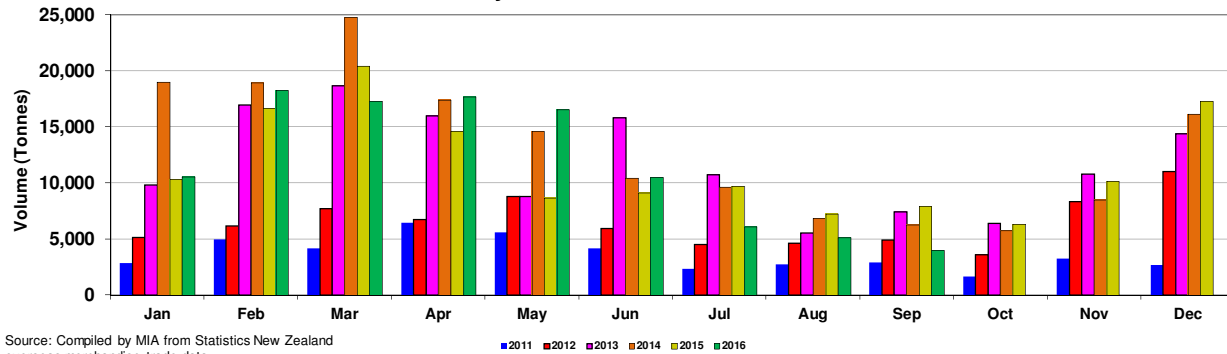


Monthly exports of sheepmeat and edible offal to China, 2011-2016, by volume
(Tonnes)

| | 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 |
| Total (sheepmeat + offal) | 2,920 | 5,094 | 4,382 | 6,657 | 5,836 | 4,324 | 2,442 | 2,892 | 3,082 | 1,803 | 3,457 | 2,821 | 45,711 |
| | 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 |
| Total (sheepmeat + offal) | 5,379 | 6,507 | 8,007 | 7,052 | 9,207 | 6,241 | 4,654 | 4,718 | 4,984 | 3,693 | 8,478 | 11,230 | 80,148 |
| | 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 |
| Total (sheepmeat + offal) | 10,031 | 17,274 | 18,965 | 16,367 | 8,986 | 16,243 | 10,939 | 5,676 | 7,801 | 6,519 | 10,995 | 14,645 | 144,441 |
| | 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 |
| Total (sheepmeat + offal) | 19,231 | 19,140 | 25,070 | 17,757 | 15,049 | 10,657 | 9,899 | 6,951 | 6,352 | 5,879 | 8,696 | 16,363 | 161,044 |
| | 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 |
| Total (sheepmeat + offal) | 10,492 | 16,995 | 20,937 | 14,989 | 8,824 | 9,357 | 9,920 | 7,357 | 7,997 | 6,439 | 10,239 | 17,573 | 141,119 |
| | 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 | 6,063 | 5,123 | 3,988 | | | | 105,947 |
| Edible ovine offal | 122 | 218 | 340 | 405 | 238 | 165 | 239 | 105 | 69 | | | | 1,901 |
| Total (sheepmeat + offal) | 10,653 | 18,469 | 17,639 | 18,082 | 16,773 | 10,645 | 6,302 | 5,228 | 4,057 | | | | 107,848 |

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

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



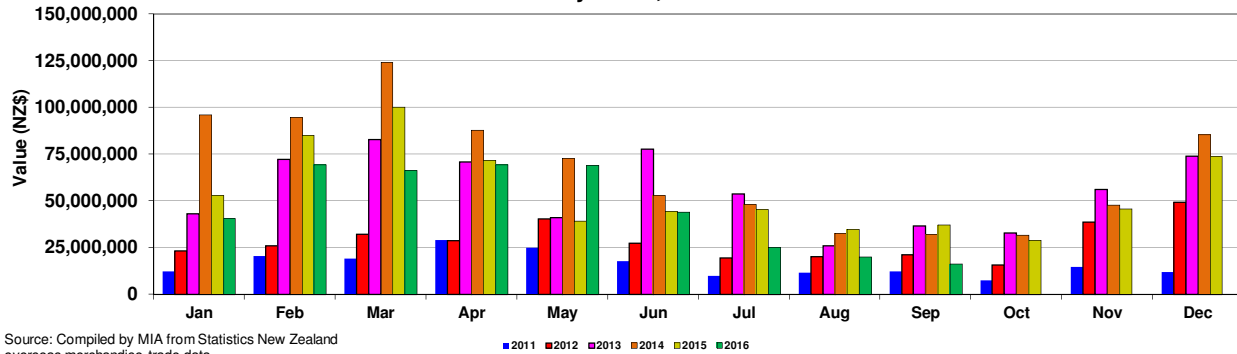
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

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 |
| Total (sheepmeat + offal) | 12,689,688 | 21,198,646 | 20,008,045 | 30,153,396 | 25,876,912 | 18,810,988 | 10,503,313 | 12,134,240 | 13,100,797 | 8,077,744 | 15,566,392 | 12,868,818 | 200,988,979 |
| | 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 |
| Total (sheepmeat + offal) | 24,184,474 | 27,578,526 | 33,386,024 | 30,266,908 | 42,434,456 | 28,741,847 | 20,122,575 | 20,604,800 | 21,464,965 | 16,344,232 | 39,552,445 | 50,513,430 | 355,194,682 |
| | 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 |
| Total (sheepmeat + offal) | 44,027,542 | 73,950,924 | 84,540,540 | 72,975,726 | 42,111,726 | 79,764,042 | 55,057,791 | 26,813,219 | 37,937,307 | 33,429,688 | 56,929,585 | 74,982,681 | 682,520,771 |
| | 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 |
| Total (sheepmeat + offal) | 97,097,664 | 95,727,878 | 125,326,489 | 89,285,712 | 74,564,151 | 53,935,568 | 48,873,274 | 33,435,479 | 32,640,461 | 32,312,139 | 48,459,602 | 86,015,185 | 817,673,602 |
| | 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 |
| Total (sheepmeat + offal) | 53,492,763 | 86,060,197 | 101,427,473 | 73,129,502 | 39,703,338 | 45,373,446 | 46,032,241 | 35,113,124 | 37,362,937 | 29,215,221 | 45,942,472 | 74,662,920 | 667,515,634 |
| | 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 | 25,124,034 | 20,167,198 | 16,289,652 | | | | 420,731,392 |
| Edible ovine offal | 266,672 | 571,412 | 819,513 | 1,023,607 | 735,899 | 505,984 | 777,176 | 328,894 | 204,698 | | | | 5,233,855 |
| Total (sheepmeat + offal) | 40,841,088 | 70,162,107 | 67,083,482 | 70,603,255 | 69,934,208 | 44,449,455 | 25,901,210 | 20,496,092 | 16,494,350 | | | | 425,965,247 |

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

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



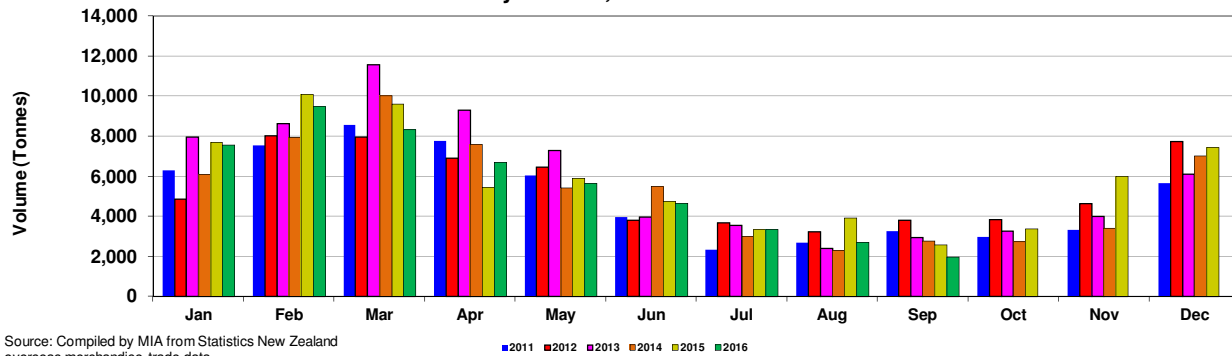
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

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 |
| Total (sheepmeat + offal) | 7,286 | 8,446 | 10,015 | 8,802 | 7,029 | 4,451 | 2,836 | 3,207 | 3,719 | 3,266 | 3,618 | 6,187 | 68,861 |
| | 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 |
| Total (sheepmeat + offal) | 5,676 | 9,040 | 9,118 | 7,819 | 7,138 | 4,270 | 4,138 | 3,772 | 4,391 | 4,187 | 5,255 | 8,538 | 73,343 |
| | 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 |
| Total (sheepmeat + offal) | 8,941 | 9,594 | 12,692 | 10,152 | 8,023 | 4,676 | 4,391 | 2,896 | 3,262 | 3,887 | 4,635 | 7,045 | 80,195 |
| | 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 |
| Total (sheepmeat + offal) | 6,993 | 8,855 | 11,371 | 8,307 | 6,117 | 6,218 | 3,470 | 2,598 | 3,067 | 3,014 | 3,741 | 7,416 | 71,167 |
| | 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 |
| Total (sheepmeat + offal) | 8,187 | 10,931 | 10,641 | 6,240 | 6,440 | 5,424 | 3,764 | 4,174 | 2,838 | 3,672 | 6,547 | 7,988 | 76,846 |
| | 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 | 3,336 | 2,701 | 1,976 | | | | 50,389 |
| Edible ovine offal | 785 | 1,156 | 965 | 911 | 673 | 584 | 382 | 301 | 256 | | | | 6,013 |
| Total (sheepmeat + offal) | 8,339 | 10,652 | 9,288 | 7,605 | 6,309 | 5,257 | 3,718 | 3,002 | 2,232 | | | | 56,402 |

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

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



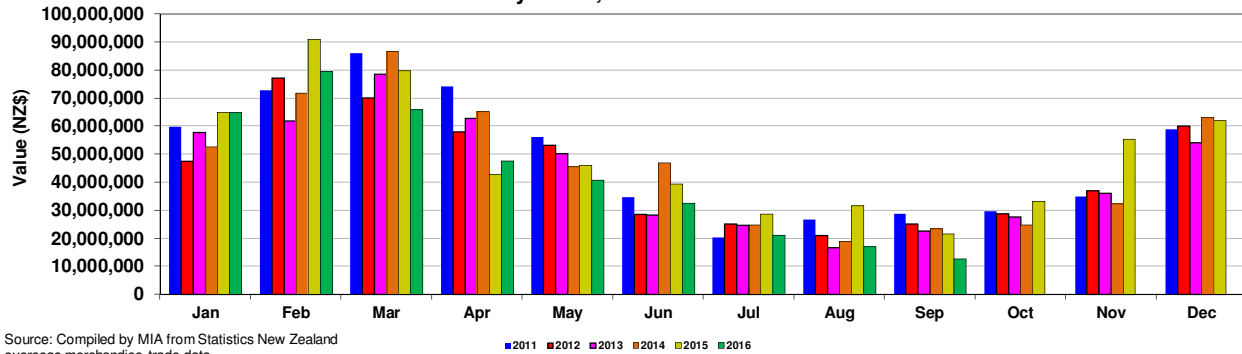
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**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 | 583,760,450 |
| 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 | 24,556,568 |
| Total (sheepmeat + offal) | 62,891,725 | 75,215,483 | 90,841,368 | 77,577,330 | 58,984,395 | 36,177,692 | 21,839,106 | 27,905,761 | 30,175,908 | 30,677,134 | 35,849,796 | 60,181,320 | 608,317,018 |
| | 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 | 532,009,073 |
| 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 | 20,631,063 |
| Total (sheepmeat + offal) | 49,354,074 | 79,838,317 | 73,133,296 | 60,549,867 | 55,105,543 | 30,006,552 | 25,985,022 | 22,157,525 | 26,379,011 | 29,684,576 | 38,383,054 | 62,063,299 | 552,640,136 |
| | 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 | 521,917,576 |
| 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 | 20,189,336 |
| Total (sheepmeat + offal) | 60,196,434 | 63,882,739 | 81,021,438 | 64,781,041 | 51,829,969 | 30,039,029 | 26,646,425 | 17,761,131 | 23,208,532 | 28,810,528 | 37,416,930 | 56,512,716 | 542,106,912 |
| | 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 | 556,462,746 |
| 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 | 19,392,469 |
| Total (sheepmeat + offal) | 54,745,460 | 74,229,828 | 90,042,103 | 66,874,223 | 47,507,915 | 48,889,721 | 26,035,336 | 19,651,434 | 24,234,079 | 25,662,892 | 33,315,836 | 64,666,388 | 575,855,215 |
| | 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 | 597,361,471 |
| 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 | 22,104,663 |
| Total (sheepmeat + offal) | 66,623,642 | 94,053,815 | 83,205,877 | 45,429,845 | 47,774,683 | 41,439,381 | 30,123,021 | 32,672,663 | 22,795,365 | 34,066,754 | 57,361,899 | 63,919,189 | 619,466,134 |
| | 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 | 21,154,851 | 16,956,072 | 12,613,817 | | | | 382,398,805 |
| Edible ovine offal | 2,061,289 | 3,893,588 | 2,385,430 | 2,692,124 | 2,202,626 | 1,614,299 | 1,002,806 | 846,177 | 658,364 | | | | 17,356,703 |
| Total (sheepmeat + offal) | 67,080,003 | 83,549,771 | 68,431,023 | 50,406,245 | 42,958,971 | 34,097,408 | 22,157,657 | 17,802,249 | 13,272,181 | | | | 399,755,508 |

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

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

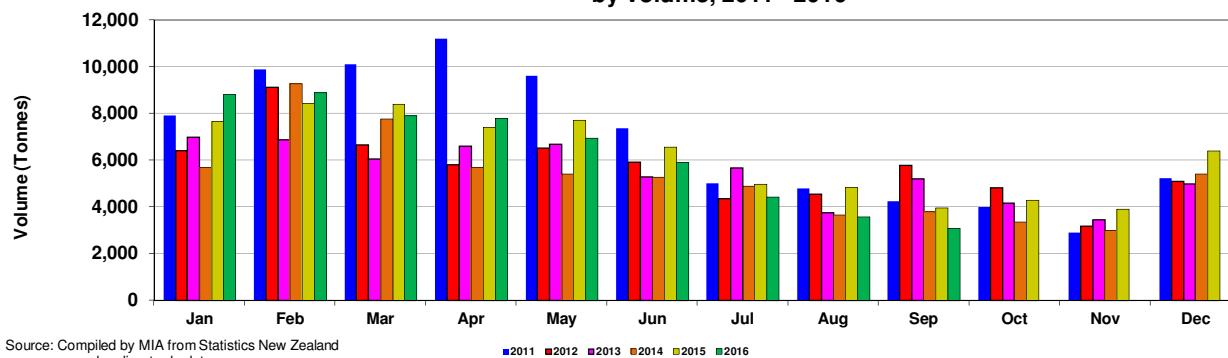


**Monthly exports of sheepmeat and edible offal to the European Union (excluding UK), 2011-2016, by volume
(Tonnes)**

| | 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 |
| Total (sheepmeat + offal) | 7,976 | 9,971 | 10,176 | 11,303 | 9,680 | 7,454 | 5,079 | 4,859 | 4,344 | 4,042 | 2,960 | 5,339 | 83,184 |
| | 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 |
| Total (sheepmeat + offal) | 6,499 | 9,239 | 6,792 | 5,909 | 6,559 | 6,014 | 4,432 | 4,583 | 5,820 | 4,889 | 3,207 | 5,262 | 69,204 |
| | 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 |
| Total (sheepmeat + offal) | 7,197 | 7,006 | 6,239 | 6,686 | 6,852 | 5,359 | 5,773 | 3,819 | 5,246 | 4,200 | 3,568 | 5,181 | 67,126 |
| | 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 |
| Total (sheepmeat + offal) | 5,891 | 9,417 | 7,891 | 5,759 | 5,443 | 5,388 | 4,942 | 3,701 | 3,875 | 3,397 | 3,117 | 5,613 | 64,434 |
| | 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 |
| Total (sheepmeat + offal) | 7,907 | 8,613 | 8,697 | 7,493 | 7,838 | 6,625 | 5,021 | 4,891 | 4,019 | 4,331 | 3,983 | 6,545 | 75,963 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Sheepmeat exports | 8,828 | 8,900 | 7,909 | 7,814 | 6,940 | 5,917 | 4,422 | 3,570 | 3,100 | | | | 57,400 |
| Edible ovine offal | 220 | 316 | 176 | 122 | 57 | 97 | 19 | 64 | 29 | | | | 1,100 |
| Total (sheepmeat + offal) | 9,048 | 9,216 | 8,085 | 7,936 | 6,997 | 6,014 | 4,441 | 3,634 | 3,129 | | | | 58,500 |

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**



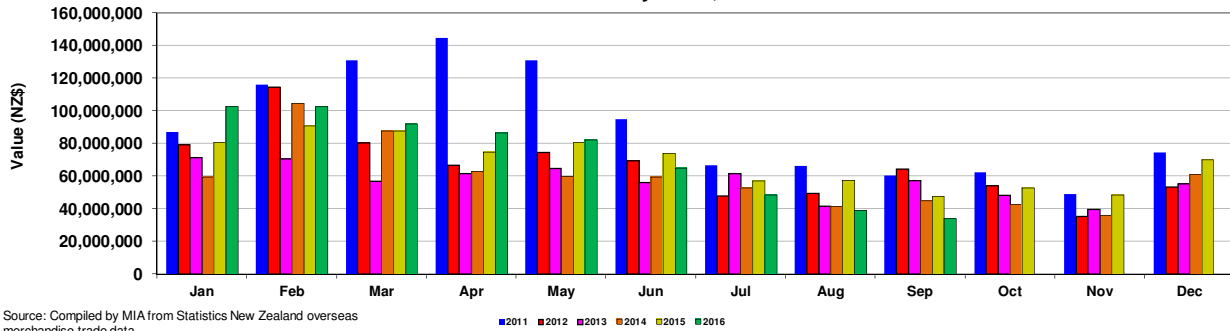
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

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 |
| Total (sheepmeat + offal) | 87,634,941 | 116,466,585 | 131,305,206 | 145,468,635 | 131,291,491 | 95,424,502 | 67,363,307 | 66,916,489 | 61,118,774 | 62,664,166 | 49,225,576 | 75,084,153 | 1,089,963,825 |
| | 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 |
| Total (sheepmeat + offal) | 79,891,562 | 115,127,735 | 80,800,991 | 67,114,323 | 74,795,435 | 69,717,936 | 48,248,912 | 49,798,690 | 64,792,101 | 54,405,791 | 35,701,465 | 54,145,500 | 794,540,441 |
| | 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 |
| Total (sheepmeat + offal) | 72,226,712 | 71,173,678 | 58,062,871 | 61,747,150 | 65,458,520 | 56,558,511 | 62,534,889 | 42,084,954 | 57,360,359 | 48,437,749 | 40,375,318 | 55,989,902 | 692,010,613 |
| | 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 |
| Total (sheepmeat + offal) | 60,146,303 | 105,093,782 | 87,955,758 | 63,214,674 | 59,887,470 | 59,823,127 | 53,013,159 | 41,732,924 | 45,090,058 | 42,931,409 | 36,431,667 | 61,766,605 | 717,086,936 |
| | 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 |
| Total (sheepmeat + offal) | 81,392,110 | 91,353,431 | 88,792,587 | 74,956,727 | 81,410,546 | 74,093,254 | 57,558,150 | 57,864,155 | 48,162,330 | 53,141,748 | 48,983,055 | 70,814,188 | 828,522,281 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Sheepmeat exports | 102,813,332 | 102,596,870 | 92,082,121 | 86,783,464 | 82,227,119 | 65,004,679 | 48,562,325 | 39,130,897 | 33,872,836 | | | | 653,073,643 |
| Edible ovine offal | 674,944 | 1,117,557 | 802,168 | 493,445 | 283,855 | 388,537 | 110,796 | 391,553 | 191,382 | | | | 4,454,237 |
| Total (sheepmeat + offal) | 103,488,276 | 103,714,427 | 92,884,289 | 87,276,909 | 82,510,974 | 65,393,216 | 48,673,121 | 39,522,450 | 34,064,218 | | | | 657,527,880 |

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



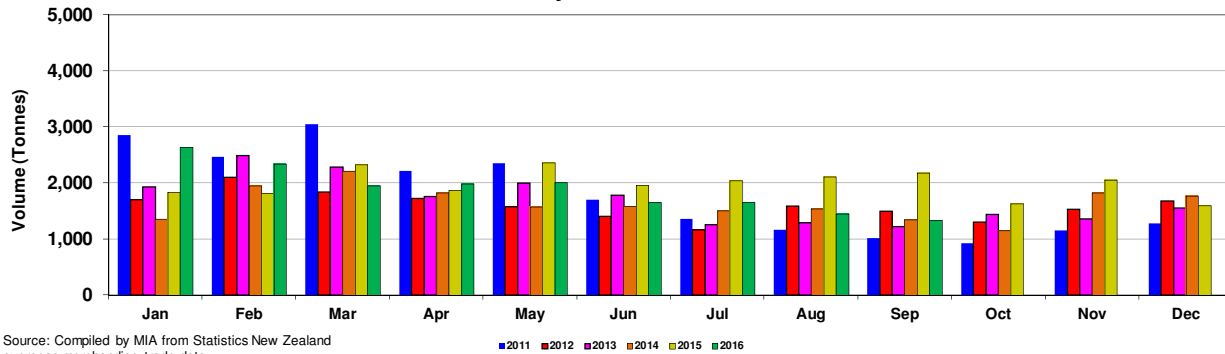
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**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 |
| Total (sheepmeat + offal) | 2,895 | 2,538 | 3,195 | 2,311 | 2,524 | 1,869 | 1,446 | 1,265 | 1,140 | 959 | 1,179 | 1,308 | 22,630 |
| | 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 |
| Total (sheepmeat + offal) | 1,722 | 2,104 | 1,902 | 1,757 | 1,668 | 1,526 | 1,188 | 1,666 | 1,513 | 1,333 | 1,561 | 1,732 | 19,672 |
| | 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 |
| Total (sheepmeat + offal) | 1,994 | 2,545 | 2,636 | 1,884 | 2,049 | 1,855 | 1,365 | 1,349 | 1,303 | 1,578 | 1,378 | 1,572 | 21,508 |
| | 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 |
| Total (sheepmeat + offal) | 1,399 | 1,987 | 2,342 | 2,073 | 1,652 | 1,695 | 1,580 | 1,622 | 1,357 | 1,154 | 1,844 | 1,799 | 20,504 |
| | 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 |
| Total (sheepmeat + offal) | 1,866 | 1,916 | 2,495 | 2,353 | 2,593 | 2,070 | 2,394 | 2,262 | 2,268 | 1,674 | 2,144 | 1,792 | 25,827 |
| | 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 | 1,650 | 1,447 | 1,335 | | | | 17,000 |
| Edible ovine offal | 210 | 298 | 336 | 315 | 586 | 362 | 179 | 95 | 76 | | | | 2,457 |
| Total (sheepmeat + offal) | 2,849 | 2,631 | 2,285 | 2,301 | 2,594 | 2,015 | 1,829 | 1,542 | 1,411 | | | | 19,457 |

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

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



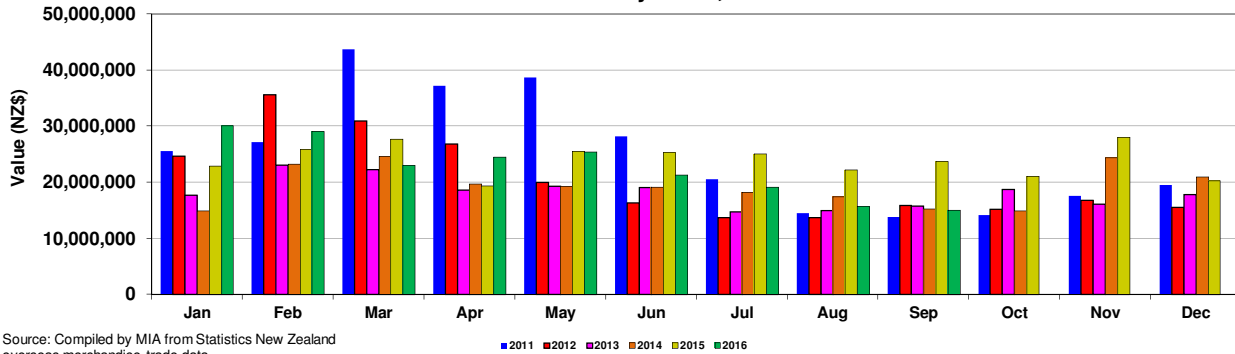
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**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 |
| Total (sheepmeat + offal) | 25,633,629 | 27,402,550 | 44,078,698 | 37,504,295 | 39,027,013 | 28,532,494 | 20,758,701 | 14,718,622 | 14,077,564 | 14,214,214 | 17,810,744 | 19,632,443 | 303,390,967 |
| | 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 |
| Total (sheepmeat + offal) | 24,814,179 | 35,685,921 | 31,156,774 | 26,952,698 | 20,222,788 | 16,601,887 | 13,714,229 | 13,898,952 | 15,965,685 | 15,293,451 | 16,859,327 | 15,658,444 | 246,824,335 |
| | 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 |
| Total (sheepmeat + offal) | 17,990,622 | 23,205,114 | 23,049,122 | 18,891,752 | 19,531,585 | 19,255,652 | 15,021,750 | 15,065,305 | 15,950,381 | 18,971,221 | 16,132,337 | 17,927,604 | 220,992,445 |
| | 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 |
| Total (sheepmeat + offal) | 15,038,252 | 23,439,284 | 24,996,913 | 20,074,620 | 19,502,755 | 19,338,715 | 18,377,995 | 17,539,684 | 15,298,728 | 14,928,694 | 24,467,785 | 21,092,447 | 234,095,872 |
| | 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 |
| Total (sheepmeat + offal) | 22,946,882 | 26,188,285 | 28,057,875 | 20,200,976 | 26,023,943 | 25,598,480 | 25,755,025 | 22,601,273 | 23,918,518 | 21,187,908 | 28,304,823 | 20,591,941 | 291,375,929 |
| | 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 | 19,141,985 | 15,740,771 | 14,978,985 | | | | 203,431,036 |
| Edible ovine offal | 498,637 | 471,249 | 660,400 | 440,797 | 840,236 | 669,745 | 360,602 | 200,952 | 97,476 | | | | 4,240,094 |
| Total (sheepmeat + offal) | 30,638,547 | 29,603,253 | 23,710,012 | 24,906,372 | 26,272,456 | 22,019,719 | 19,502,587 | 15,941,723 | 15,076,461 | | | | 207,671,130 |

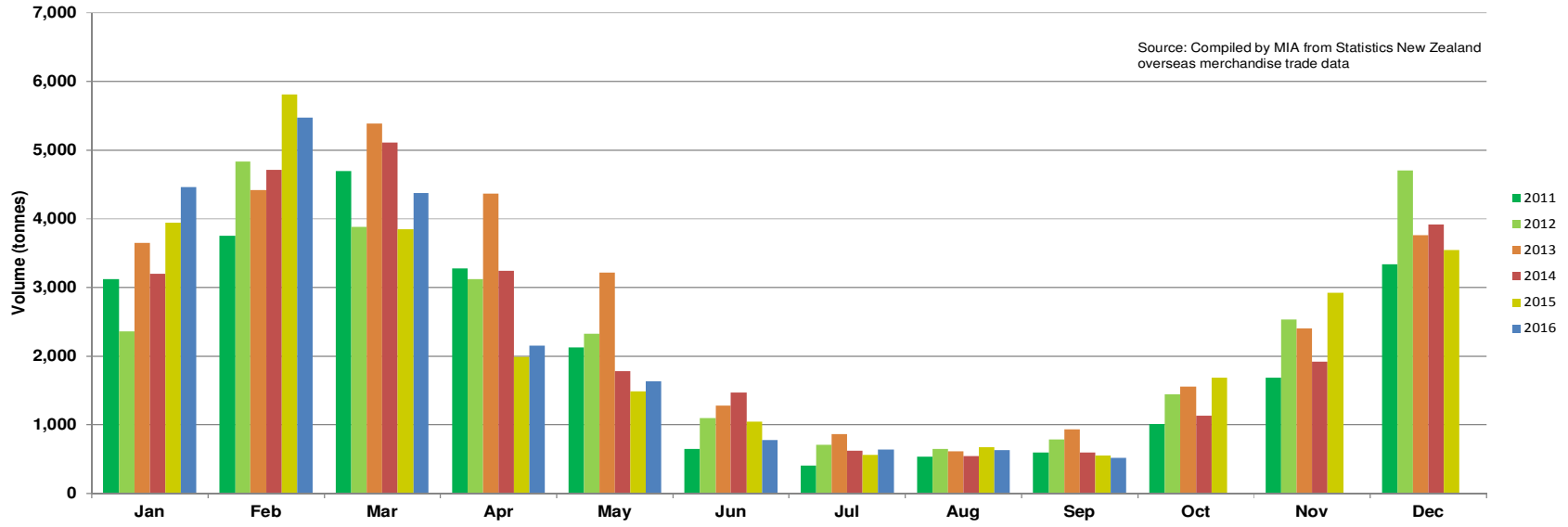
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

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

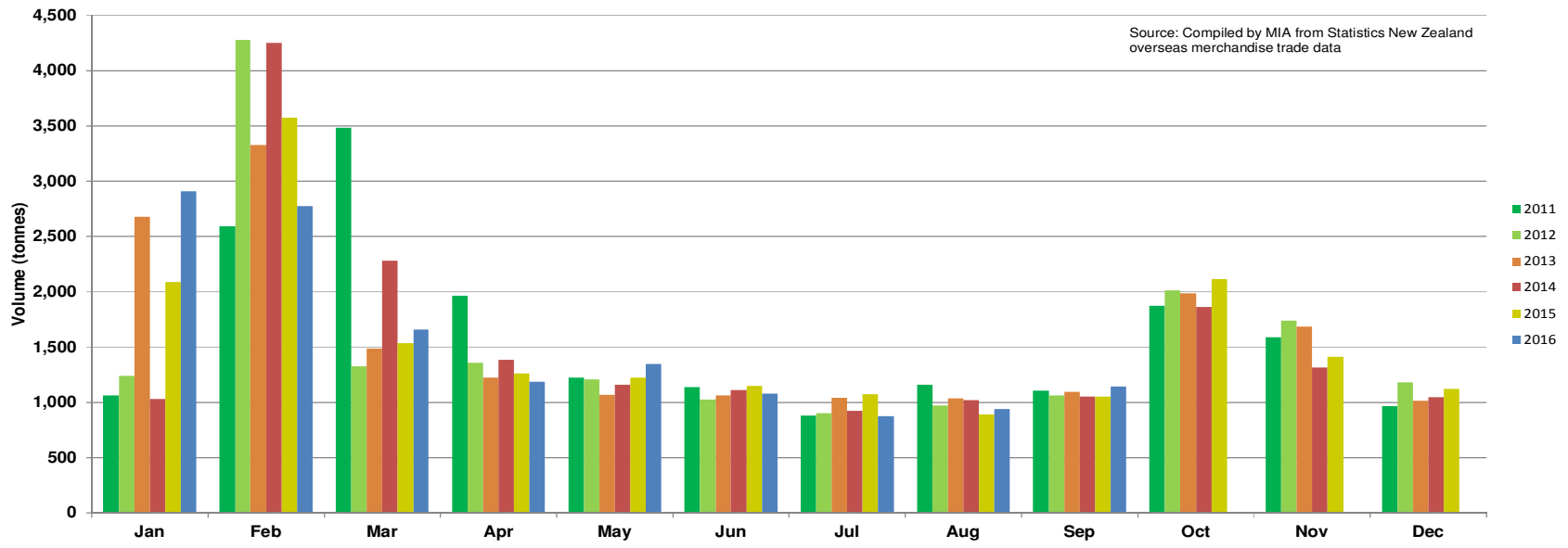


Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

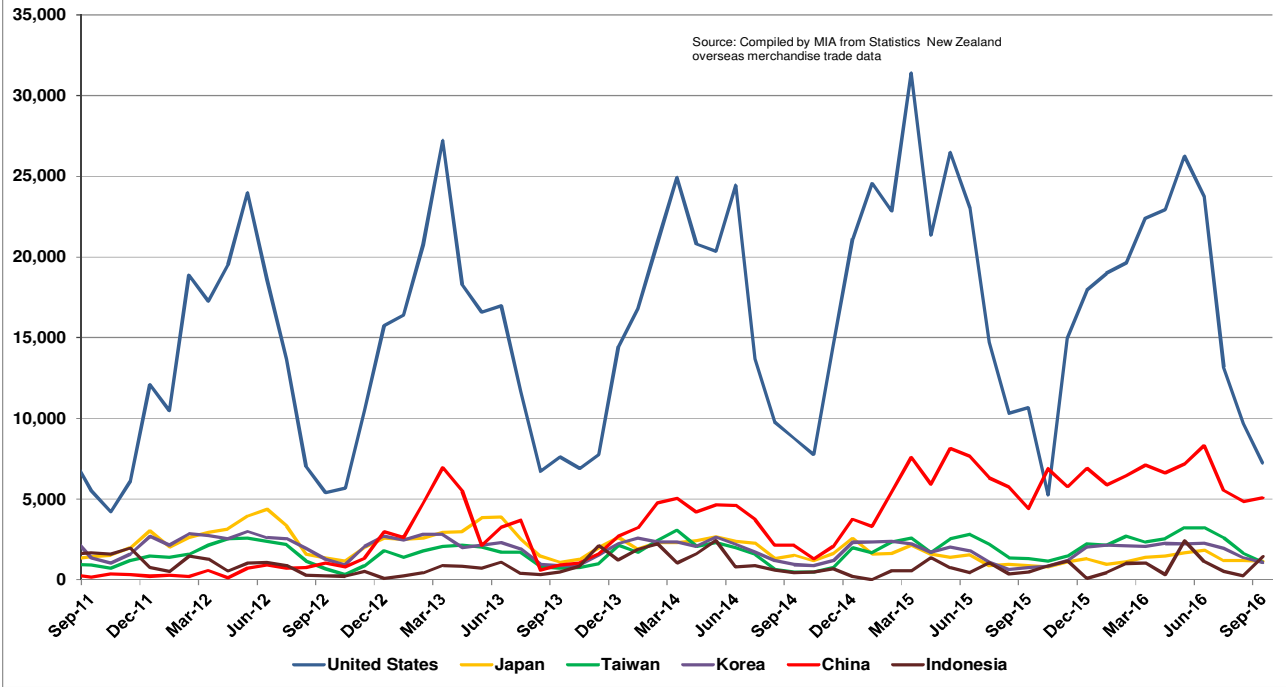
Monthly chilled lamb exports to the UK by volume (tonnes)



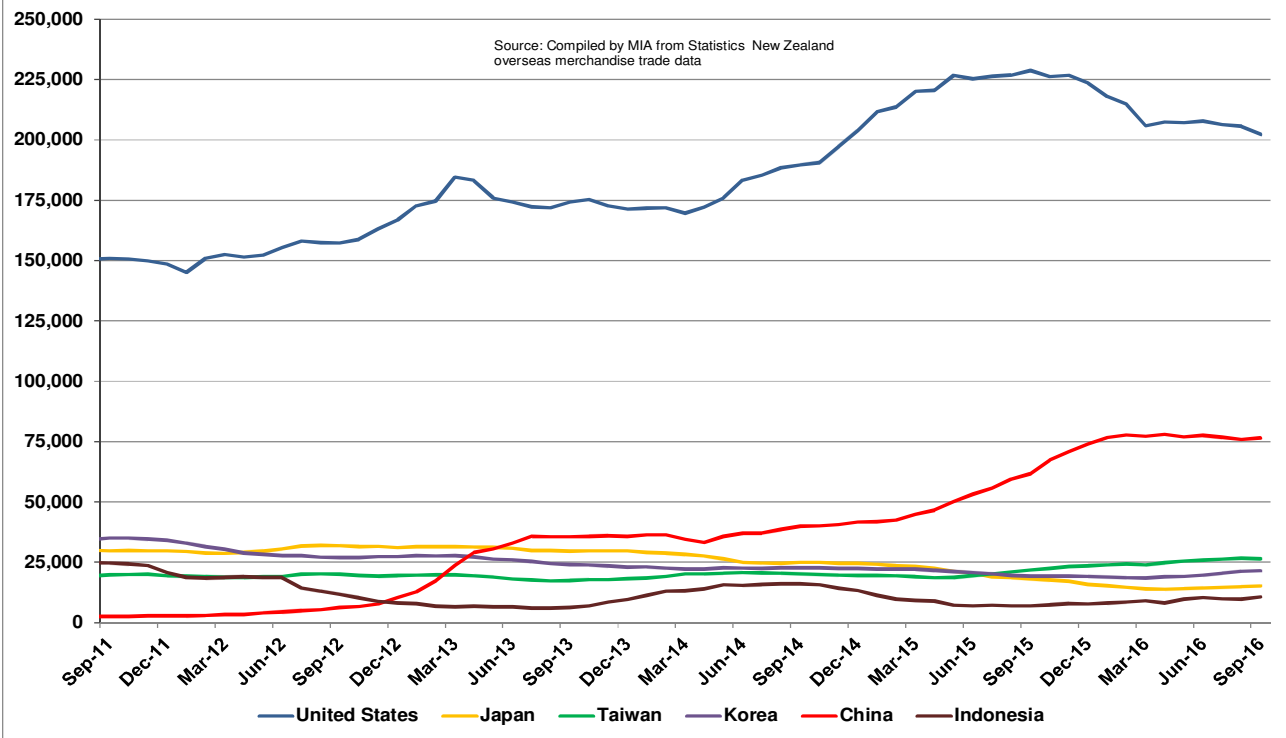
Monthly chilled lamb exports to EU (excluding UK) by volume (tonnes)



Monthly beef exports to selected markets by volume (tonnes)



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

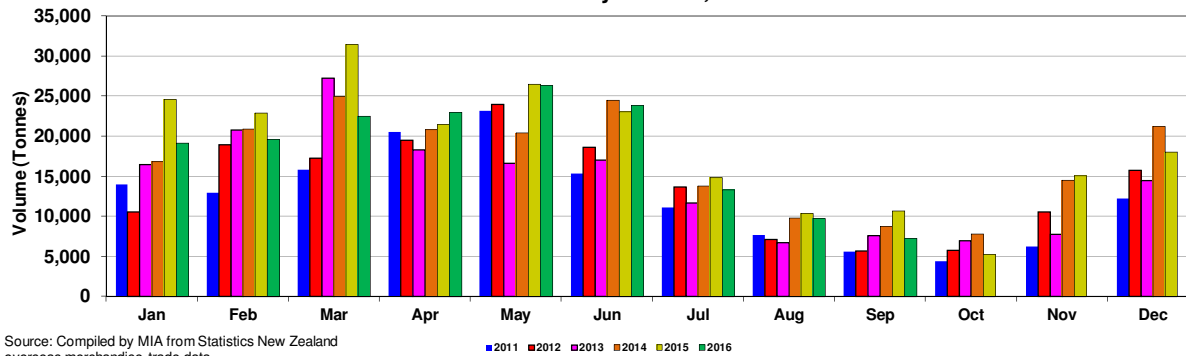


**Monthly exports of beef and edible offal to the United States, 2011-2016, by volume
(Tonnes)**

| | 2011 | | | | | | | | | | | | |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|---------------|----------------|
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 13,979 | 12,950 | 15,743 | 20,591 | 23,221 | 15,329 | 11,123 | 7,685 | 5,518 | 4,215 | 6,119 | 12,106 | 148,578 |
| Edible beef offal | 40 | 19 | 101 | 0 | 10 | 9 | 9 | 11 | 114 | 196 | 89 | 134 | 733 |
| Total (beef + offal) | 14,019 | 12,969 | 15,844 | 20,591 | 23,231 | 15,338 | 11,132 | 7,696 | 5,631 | 4,411 | 6,208 | 12,240 | 149,311 |
| | 2012 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 10,485 | 18,902 | 17,273 | 19,528 | 23,992 | 18,610 | 13,669 | 7,042 | 5,390 | 5,687 | 10,508 | 15,757 | 166,845 |
| Edible beef offal | 57 | 28 | 13 | 7 | 6 | 1 | 20 | 48 | 262 | 69 | 32 | 37 | 581 |
| Total (beef + offal) | 10,542 | 18,930 | 17,286 | 19,535 | 23,999 | 18,612 | 13,690 | 7,090 | 5,652 | 5,756 | 10,541 | 15,794 | 167,426 |
| | 2013 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 16,418 | 20,769 | 27,232 | 18,279 | 16,593 | 16,972 | 11,678 | 6,722 | 7,620 | 6,903 | 7,772 | 14,458 | 171,416 |
| Edible beef offal | 26 | 30 | 24 | 46 | 33 | 77 | 44 | 7 | 12 | 47 | 17 | 21 | 383 |
| Total (beef + offal) | 16,444 | 20,799 | 27,256 | 18,325 | 16,626 | 17,050 | 11,722 | 6,728 | 7,631 | 6,951 | 7,789 | 14,479 | 171,800 |
| | 2014 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 16,810 | 20,892 | 24,941 | 20,816 | 20,369 | 24,458 | 13,687 | 9,772 | 8,777 | 7,764 | 14,490 | 21,141 | 203,917 |
| Edible beef offal | 26 | 11 | 77 | 46 | 53 | 50 | 96 | 7 | 22 | 26 | 33 | 60 | 507 |
| Total (beef + offal) | 16,836 | 20,903 | 25,018 | 20,862 | 20,422 | 24,508 | 13,783 | 9,779 | 8,799 | 7,790 | 14,523 | 21,201 | 204,424 |
| | 2015 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 24,574 | 22,863 | 31,404 | 21,353 | 26,495 | 23,023 | 14,725 | 10,303 | 10,658 | 5,249 | 14,994 | 17,957 | 223,598 |
| Edible beef offal | 21 | 84 | 53 | 145 | 40 | 64 | 98 | 46 | 65 | 19 | 94 | 91 | 820 |
| Total (beef + offal) | 24,595 | 22,947 | 31,457 | 21,498 | 26,535 | 23,087 | 14,823 | 10,349 | 10,723 | 5,268 | 15,088 | 18,048 | 224,418 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 18,997 | 19,641 | 22,421 | 22,933 | 26,266 | 23,737 | 13,168 | 9,688 | 7,235 | | | | 164,086 |
| Edible beef offal | 125 | 31 | 62 | 79 | 124 | 122 | 158 | 54 | 36 | | | | 791 |
| Total (beef + offal) | 19,122 | 19,672 | 22,483 | 23,012 | 26,390 | 23,859 | 13,326 | 9,742 | 7,271 | | | | 164,877 |

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**



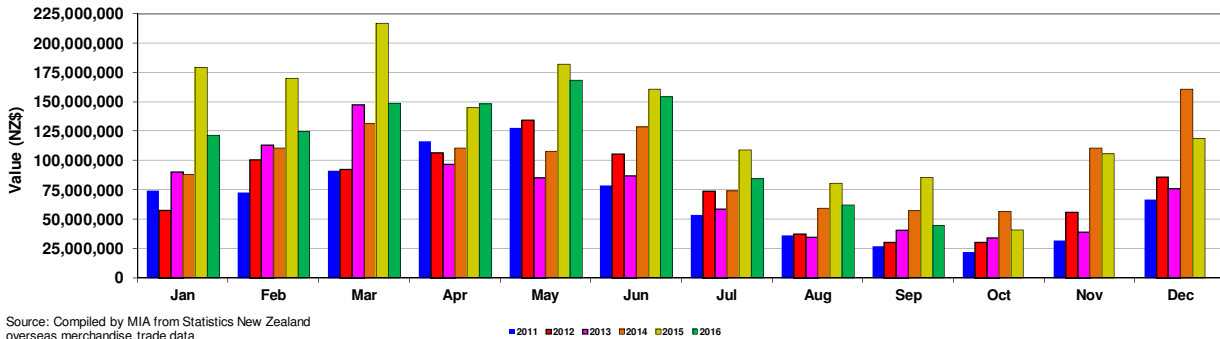
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

**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 |
| Total (beef + offal) | 74,678,821 | 73,101,441 | 91,439,103 | 116,584,798 | 128,025,335 | 78,672,517 | 53,716,592 | 36,525,716 | 27,265,529 | 22,201,171 | 31,881,479 | 66,994,377 | 801,086,879 |
| | 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 |
| Total (beef + offal) | 57,856,260 | 100,508,636 | 92,758,810 | 106,866,381 | 134,607,484 | 105,714,084 | 74,112,233 | 37,441,004 | 30,382,565 | 30,702,400 | 55,867,191 | 86,001,577 | 912,818,625 |
| | 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 |
| Total (beef + offal) | 90,501,438 | 113,102,802 | 147,811,923 | 96,671,241 | 85,396,878 | 87,121,381 | 59,021,609 | 35,036,535 | 40,842,811 | 34,518,750 | 39,217,998 | 76,032,071 | 905,275,437 |
| | 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 |
| Total (beef + offal) | 88,392,149 | 110,651,483 | 131,518,832 | 110,617,603 | 108,042,448 | 128,517,373 | 74,063,323 | 59,810,609 | 57,387,147 | 57,144,945 | 110,741,856 | 160,795,920 | 1,197,683,688 |
| | 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 |
| Total (beef + offal) | 179,238,382 | 170,408,487 | 217,039,709 | 145,036,709 | 182,065,250 | 160,738,933 | 109,305,187 | 80,909,586 | 85,525,230 | 41,192,441 | 105,922,929 | 118,956,581 | 1,596,339,424 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 121,014,751 | 124,686,988 | 148,563,087 | 148,064,272 | 167,989,289 | 153,438,121 | 83,651,030 | 61,808,371 | 44,393,243 | | | | 1,053,609,152 |
| Edible beef offal | 886,038 | 132,494 | 347,141 | 365,521 | 682,879 | 975,076 | 1,051,560 | 455,346 | 273,281 | | | | 5,169,336 |
| Total (beef + offal) | 121,900,789 | 124,819,482 | 148,910,228 | 148,429,793 | 168,672,168 | 154,413,197 | 84,702,590 | 62,263,717 | 44,666,524 | | | | 1,058,778,488 |

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

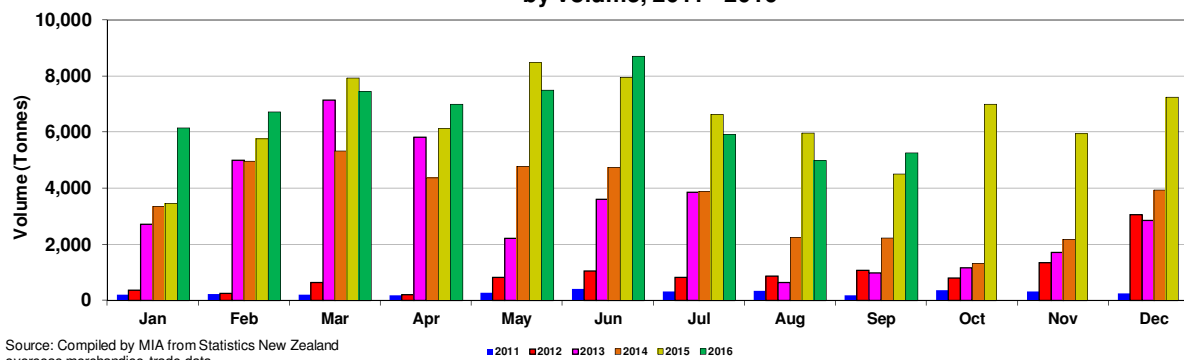
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

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 |
| Total (beef + offal) | 203 | 228 | 200 | 188 | 273 | 420 | 320 | 342 | 197 | 380 | 331 | 249 | 3,330 |
| | 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 |
| Total (beef + offal) | 362 | 250 | 650 | 201 | 816 | 1,047 | 815 | 861 | 1,088 | 810 | 1,352 | 3,058 | 11,309 |
| | 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 |
| Total (beef + offal) | 2,719 | 4,995 | 7,154 | 5,821 | 2,230 | 3,622 | 3,872 | 649 | 991 | 1,172 | 1,728 | 2,865 | 37,817 |
| | 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 |
| Total (beef + offal) | 3,360 | 4,980 | 5,329 | 4,380 | 4,800 | 4,735 | 3,889 | 2,257 | 2,222 | 1,320 | 2,178 | 3,951 | 43,401 |
| | 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 |
| Total (beef + offal) | 3,456 | 5,767 | 7,942 | 6,140 | 8,482 | 7,958 | 6,637 | 5,981 | 4,514 | 7,015 | 5,960 | 7,252 | 77,104 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 5,881 | 6,456 | 7,110 | 6,637 | 7,188 | 8,314 | 5,538 | 4,861 | 5,066 | | | | 57,051 |
| Edible beef offal | 274 | 264 | 344 | 362 | 327 | 412 | 387 | 133 | 199 | | | | 2,702 |
| Total (beef + offal) | 6,155 | 6,720 | 7,454 | 6,999 | 7,515 | 8,726 | 5,925 | 4,994 | 5,265 | | | | 59,753 |

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

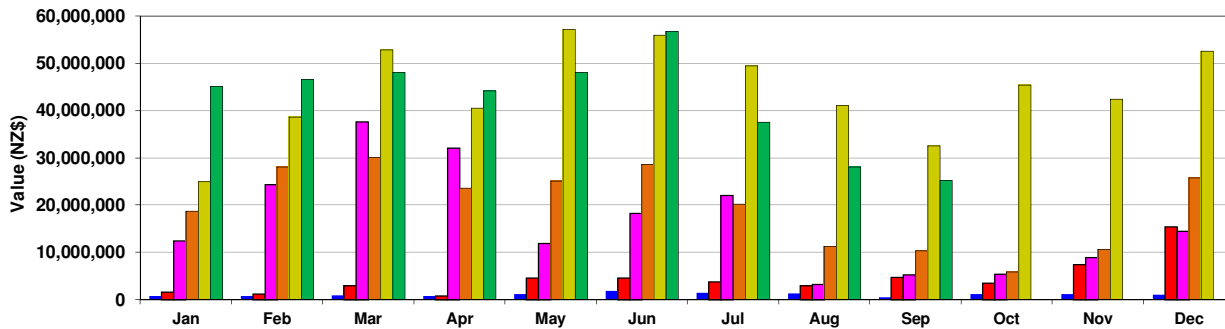


Monthly exports of beef and edible offal to China, 2011-2016, by value
(NZ\$)

| | 2011 | | | | | | | | | | | | |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 12,157,546 |
| Edible beef offal | 54,627 | 203,317 | 165,170 | 105,300 | 202,755 | 181,511 | 145,329 | 50,607 | 28,787 | 106,740 | 29,789 | 105,003 | 1,378,935 |
| Total (beef + offal) | 860,664 | 874,695 | 962,628 | 873,709 | 1,175,731 | 1,885,194 | 1,427,885 | 1,334,569 | 509,565 | 1,270,366 | 1,271,809 | 1,089,666 | 13,536,481 |
| | 2012 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 51,292,412 |
| Edible beef offal | 210,186 | 200,920 | 174,511 | 198,156 | 326,611 | 442,976 | 193,511 | 264,431 | 87,348 | 21,576 | 39,050 | 243,280 | 2,402,556 |
| Total (beef + offal) | 1,641,222 | 1,275,533 | 2,954,812 | 857,500 | 4,610,789 | 4,559,553 | 3,721,703 | 2,968,468 | 4,702,242 | 3,541,187 | 7,396,440 | 15,465,519 | 53,694,968 |
| | 2013 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 189,634,350 |
| Edible beef offal | 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 | 6,662,664 |
| Total (beef + offal) | 12,462,406 | 24,439,934 | 37,596,416 | 32,164,225 | 11,858,008 | 18,223,197 | 22,120,579 | 3,260,392 | 5,268,390 | 5,442,090 | 8,952,037 | 14,509,340 | 196,297,014 |
| | 2014 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 233,047,298 |
| Edible beef offal | 480,495 | 681,685 | 915,708 | 555,803 | 552,617 | 399,302 | 406,504 | 315,913 | 262,238 | 25,941 | 444,430 | 608,071 | 5,648,707 |
| Total (beef + offal) | 18,763,224 | 28,136,556 | 30,088,140 | 23,693,595 | 25,115,950 | 28,630,690 | 20,252,905 | 11,370,084 | 10,295,196 | 5,857,376 | 10,656,311 | 25,835,978 | 238,696,005 |
| | 2015 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 522,863,117 |
| Edible beef offal | 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 | 11,334,123 |
| Total (beef + offal) | 24,951,284 | 38,630,410 | 52,948,067 | 40,618,259 | 57,199,143 | 56,027,455 | 49,531,199 | 41,107,004 | 32,561,525 | 45,483,434 | 42,459,688 | 52,679,772 | 534,197,240 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 43,933,482 | 45,286,763 | 46,606,000 | 42,508,925 | 46,477,293 | 54,655,288 | 35,702,397 | 27,414,192 | 24,277,300 | | | | 366,861,640 |
| Edible beef offal | 1,191,925 | 1,311,312 | 1,514,837 | 1,739,594 | 1,620,092 | 2,122,253 | 1,922,475 | 633,048 | 969,804 | | | | 13,025,340 |
| Total (beef + offal) | 45,125,407 | 46,598,075 | 48,120,837 | 44,248,519 | 48,097,385 | 56,777,541 | 37,624,872 | 28,047,240 | 25,247,104 | | | | 379,886,980 |

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

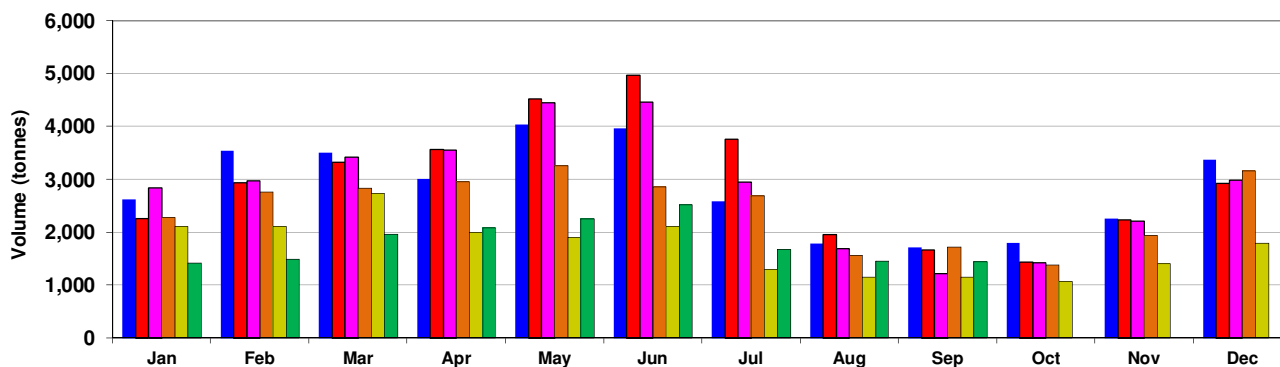
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

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 |
| Total (beef + offal) | 2,621 | 3,543 | 3,513 | 3,010 | 4,040 | 3,972 | 2,590 | 1,795 | 1,713 | 1,806 | 2,260 | 3,378 | 34,241 |
| | 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 |
| Total (beef + offal) | 2,258 | 2,944 | 3,328 | 3,570 | 4,526 | 4,975 | 3,763 | 1,961 | 1,667 | 1,437 | 2,233 | 2,931 | 35,593 |
| | 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 |
| Total (beef + offal) | 2,848 | 2,974 | 3,427 | 3,551 | 4,455 | 4,465 | 2,955 | 1,697 | 1,223 | 1,426 | 2,214 | 2,986 | 34,221 |
| | 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 |
| Total (beef + offal) | 2,279 | 2,762 | 2,842 | 2,963 | 3,265 | 2,864 | 2,693 | 1,564 | 1,719 | 1,382 | 1,936 | 3,165 | 29,434 |
| | 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 |
| Total (beef + offal) | 2,105 | 2,107 | 2,737 | 1,999 | 1,906 | 2,113 | 1,296 | 1,160 | 1,156 | 1,075 | 1,407 | 1,792 | 20,853 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 964 | 1,119 | 1,374 | 1,479 | 1,652 | 1,848 | 1,187 | 1,186 | 1,153 | | | | 11,962 |
| Edible beef offal | 459 | 370 | 593 | 611 | 608 | 675 | 488 | 268 | 298 | | | | 4,370 |
| Total (beef + offal) | 1,423 | 1,489 | 1,967 | 2,090 | 2,260 | 2,523 | 1,675 | 1,454 | 1,451 | | | | 16,332 |

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

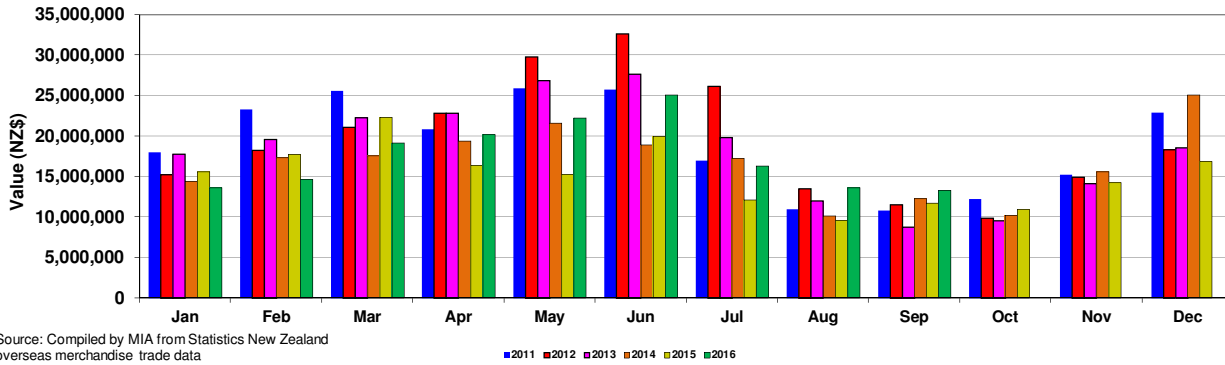
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

**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 | |
| Beef exports | 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 | 186,030,992 |
| Edible beef offal | 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 | 42,616,223 |
| Total (beef + offal) | 18,038,599 | 23,340,744 | 25,587,384 | 20,839,000 | 25,888,088 | 25,743,289 | 16,987,033 | 11,000,769 | 10,845,144 | 12,215,029 | 15,260,900 | 22,901,236 | 228,647,215 |
| | 2012 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 196,376,493 |
| Edible beef offal | 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 | 37,967,944 |
| Total (beef + offal) | 15,266,069 | 18,279,972 | 21,101,048 | 22,856,245 | 29,800,437 | 32,655,501 | 26,177,103 | 13,545,069 | 11,561,024 | 9,842,574 | 14,902,293 | 18,357,102 | 234,344,437 |
| | 2013 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 185,709,367 |
| Edible beef offal | 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 | 34,127,751 |
| Total (beef + offal) | 17,791,078 | 19,596,831 | 22,258,325 | 22,815,270 | 26,842,317 | 27,676,663 | 19,836,519 | 11,995,120 | 8,794,717 | 9,553,676 | 14,112,938 | 18,563,664 | 219,837,118 |
| | 2014 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 163,522,668 |
| Edible beef offal | 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 | 36,438,776 |
| Total (beef + offal) | 14,381,704 | 17,337,081 | 17,604,756 | 19,368,054 | 21,630,183 | 18,936,118 | 17,269,598 | 10,182,345 | 12,319,918 | 10,244,774 | 15,577,152 | 25,109,761 | 199,961,444 |
| | 2015 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 145,612,476 |
| Edible beef offal | 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 | 37,254,852 |
| Total (beef + offal) | 15,589,513 | 17,772,461 | 22,334,268 | 16,430,504 | 15,270,777 | 19,976,925 | 12,165,095 | 9,564,708 | 11,712,361 | 10,923,483 | 14,229,178 | 16,898,055 | 182,867,328 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 8,841,959 | 10,585,874 | 12,739,012 | 13,499,431 | 15,249,468 | 16,890,584 | 10,295,533 | 10,339,993 | 9,038,381 | | | | 107,480,235 |
| Edible beef offal | 4,801,250 | 4,078,377 | 6,414,887 | 6,667,501 | 6,996,321 | 8,196,583 | 6,036,616 | 3,283,783 | 4,276,871 | | | | 50,752,189 |
| Total (beef + offal) | 13,643,209 | 14,664,251 | 19,153,899 | 20,166,932 | 22,245,789 | 25,087,167 | 16,332,149 | 13,623,776 | 13,315,252 | | | | 158,232,424 |

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

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



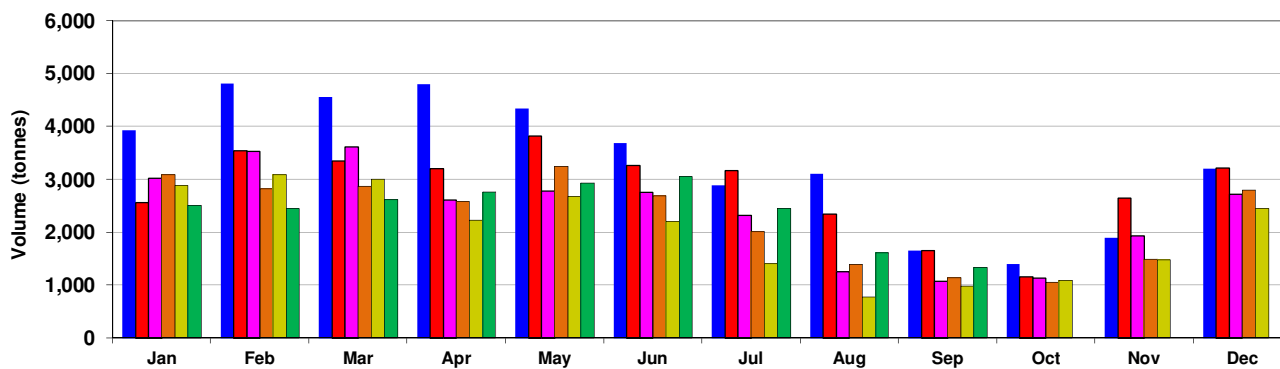
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

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 |
| Total (beef + offal) | 3,933 | 4,810 | 4,555 | 4,800 | 4,338 | 3,693 | 2,886 | 3,113 | 1,658 | 1,405 | 1,894 | 3,203 | 40,288 |
| | 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 |
| Total (beef + offal) | 2,567 | 3,541 | 3,349 | 3,209 | 3,822 | 3,270 | 3,165 | 2,343 | 1,654 | 1,164 | 2,646 | 3,217 | 33,947 |
| | 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 |
| Total (beef + offal) | 3,023 | 3,534 | 3,613 | 2,607 | 2,781 | 2,752 | 2,323 | 1,262 | 1,073 | 1,135 | 1,938 | 2,727 | 28,768 |
| | 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 |
| Total (beef + offal) | 3,091 | 2,819 | 2,878 | 2,588 | 3,247 | 2,694 | 2,013 | 1,399 | 1,142 | 1,062 | 1,494 | 2,804 | 27,231 |
| | 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 |
| Total (beef + offal) | 2,889 | 3,091 | 3,009 | 2,231 | 2,674 | 2,212 | 1,406 | 782 | 990 | 1,091 | 1,486 | 2,448 | 24,309 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 2,163 | 2,113 | 2,069 | 2,254 | 2,233 | 2,268 | 1,944 | 1,372 | 1,059 | | | | 17,475 |
| Edible beef offal | 352 | 342 | 549 | 514 | 703 | 786 | 502 | 241 | 280 | | | | 4,269 |
| Total (beef + offal) | 2,515 | 2,455 | 2,618 | 2,768 | 2,936 | 3,054 | 2,446 | 1,613 | 1,339 | | | | 21,744 |

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

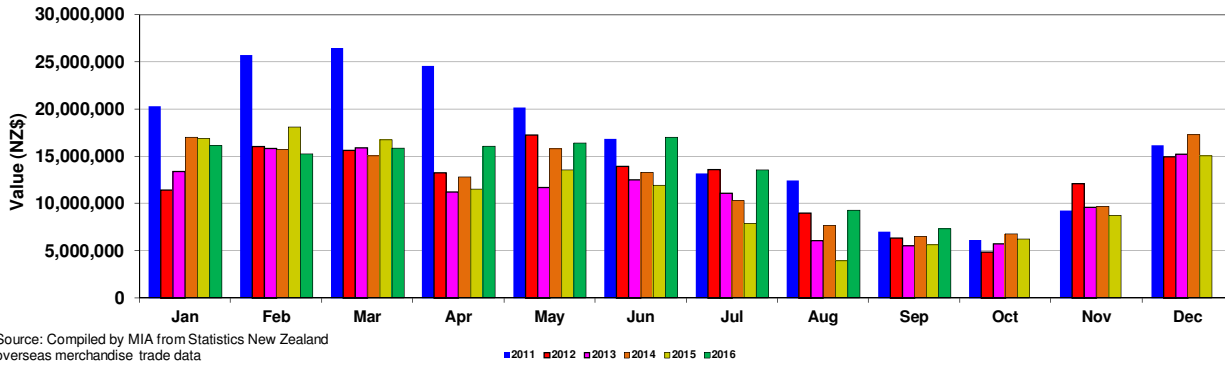
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

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 |
| Total (beef + offal) | 20,312,628 | 25,739,976 | 26,478,760 | 24,592,355 | 20,179,692 | 16,886,729 | 13,202,806 | 12,443,661 | 7,071,998 | 6,185,791 | 9,293,278 | 16,164,405 | 198,552,079 |
| | 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 |
| Total (beef + offal) | 11,439,572 | 16,040,746 | 15,617,489 | 13,289,139 | 17,243,510 | 13,954,719 | 13,608,250 | 9,010,646 | 6,361,619 | 4,855,630 | 12,140,193 | 14,975,966 | 148,537,479 |
| | 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 |
| Total (beef + offal) | 13,410,804 | 15,823,330 | 15,884,904 | 11,214,842 | 11,720,353 | 12,552,914 | 11,074,447 | 6,068,944 | 5,571,373 | 5,729,918 | 9,613,662 | 15,256,171 | 133,921,662 |
| | 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 |
| Total (beef + offal) | 17,041,528 | 15,756,264 | 15,070,719 | 12,816,978 | 15,841,315 | 13,335,992 | 10,307,650 | 7,696,211 | 6,536,868 | 6,793,146 | 9,747,682 | 17,300,108 | 148,244,461 |
| | 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 |
| Total (beef + offal) | 16,877,706 | 18,087,435 | 16,780,978 | 11,533,452 | 13,582,931 | 11,972,039 | 7,874,604 | 3,963,377 | 5,681,553 | 6,230,116 | 8,749,887 | 15,070,733 | 136,404,811 |
| | 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 | 12,015,386 | 12,134,274 | 10,955,231 | 8,081,463 | 6,000,142 | | | | 102,197,900 |
| Edible beef offal | 2,080,661 | 1,964,924 | 3,078,618 | 3,226,551 | 4,379,252 | 4,922,769 | 2,633,415 | 1,236,024 | 1,318,912 | | | | 24,841,126 |
| Total (beef + offal) | 16,123,325 | 15,294,404 | 15,858,372 | 16,086,057 | 16,394,638 | 17,057,043 | 13,588,646 | 9,317,487 | 7,319,054 | | | | 127,039,026 |

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

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



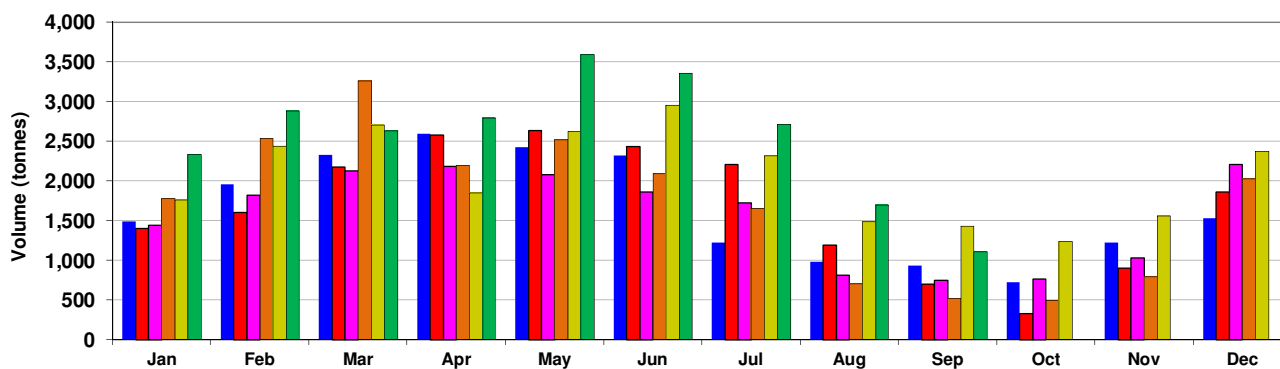
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

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 |
| Total (beef + offal) | 1,721 | 2,009 | 1,996 | 2,095 | 2,682 | 2,489 | 1,906 | 646 | 542 | 501 | 1,076 | 2,192 | 19,855 |
| | 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 |
| Total (beef + offal) | 1,492 | 1,962 | 2,334 | 2,596 | 2,425 | 2,319 | 1,226 | 981 | 933 | 724 | 1,229 | 1,533 | 19,754 |
| | 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 |
| Total (beef + offal) | 1,402 | 1,601 | 2,176 | 2,577 | 2,636 | 2,434 | 2,208 | 1,191 | 699 | 333 | 901 | 1,866 | 20,024 |
| | 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 |
| Total (beef + offal) | 1,444 | 1,821 | 2,130 | 2,185 | 2,084 | 1,862 | 1,724 | 813 | 750 | 769 | 1,033 | 2,211 | 18,826 |
| | 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 |
| Total (beef + offal) | 1,774 | 2,540 | 3,260 | 2,201 | 2,517 | 2,090 | 1,656 | 707 | 519 | 498 | 797 | 2,030 | 20,589 |
| | 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 |
| Total (beef + offal) | 1,760 | 2,436 | 2,706 | 1,852 | 2,624 | 2,952 | 2,316 | 1,484 | 1,428 | 1,239 | 1,564 | 2,373 | 24,734 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 2,154 | 2,706 | 2,325 | 2,568 | 3,231 | 3,229 | 2,609 | 1,649 | 1,076 | | | | 21,547 |
| Edible beef offal | 179 | 173 | 306 | 226 | 361 | 128 | 105 | 48 | 35 | | | | 1,561 |
| Total (beef + offal) | 2,333 | 2,879 | 2,631 | 2,794 | 3,592 | 3,357 | 2,714 | 1,697 | 1,111 | | | | 23,108 |

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

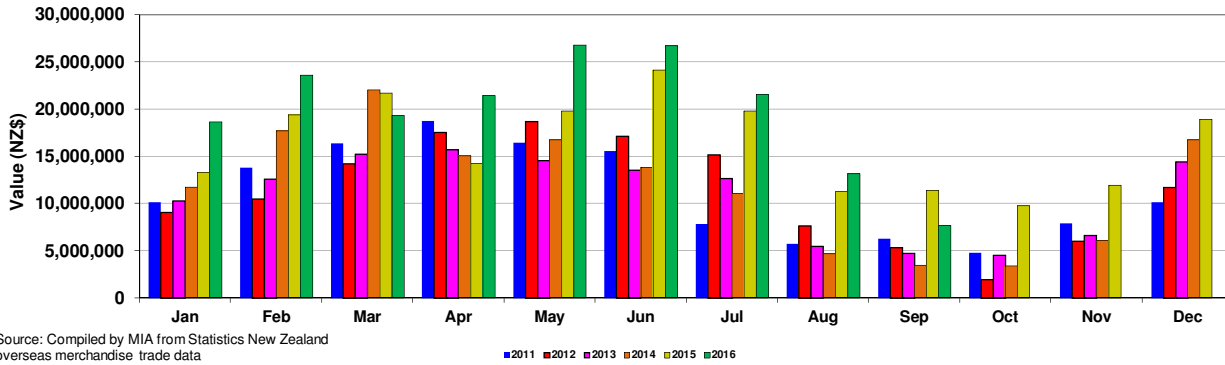
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

**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 | 132,679,507 |
| 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 | 1,186,880 |
| Total (beef + offal) | 10,150,033 | 13,790,486 | 16,365,635 | 18,756,612 | 16,450,638 | 15,558,881 | 7,879,938 | 5,771,391 | 6,283,102 | 4,810,978 | 7,890,347 | 10,158,346 | 133,866,387 |
| | 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 | 133,668,522 |
| 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 | 1,454,514 |
| Total (beef + offal) | 9,080,365 | 10,519,216 | 14,225,260 | 17,527,804 | 18,694,897 | 17,124,843 | 15,184,888 | 7,646,055 | 5,364,404 | 1,996,000 | 6,034,431 | 11,724,873 | 135,123,036 |
| | 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 | 128,278,716 |
| 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 | 2,087,250 |
| Total (beef + offal) | 10,270,251 | 12,574,619 | 15,210,485 | 15,721,362 | 14,584,542 | 13,551,020 | 12,655,070 | 5,471,777 | 4,756,347 | 4,544,160 | 6,617,657 | 14,408,676 | 130,365,966 |
| | 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 | 138,333,084 |
| 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 | 4,498,064 |
| Total (beef + offal) | 11,771,777 | 17,717,167 | 22,077,726 | 15,065,613 | 16,779,865 | 13,840,974 | 11,041,810 | 4,710,532 | 3,494,005 | 3,429,993 | 6,121,183 | 16,780,503 | 142,831,148 |
| | 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 | 188,466,605 |
| 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 | 7,323,681 |
| Total (beef + offal) | 13,327,060 | 19,370,649 | 21,689,131 | 14,287,092 | 19,783,518 | 24,164,522 | 19,827,760 | 11,282,470 | 11,405,477 | 9,810,998 | 11,924,782 | 18,916,827 | 195,790,286 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 17,954,641 | 22,663,906 | 18,696,490 | 20,779,682 | 26,019,034 | 25,827,133 | 21,075,289 | 12,907,787 | 7,461,206 | | | | 173,385,168 |
| Edible beef offal | 720,477 | 905,804 | 671,185 | 640,143 | 780,880 | 858,650 | 494,256 | 272,387 | 197,748 | | | | 5,541,530 |
| Total (beef + offal) | 18,675,118 | 23,569,710 | 19,367,675 | 21,419,825 | 26,799,914 | 26,685,783 | 21,569,545 | 13,180,174 | 7,658,954 | | | | 178,926,698 |

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

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



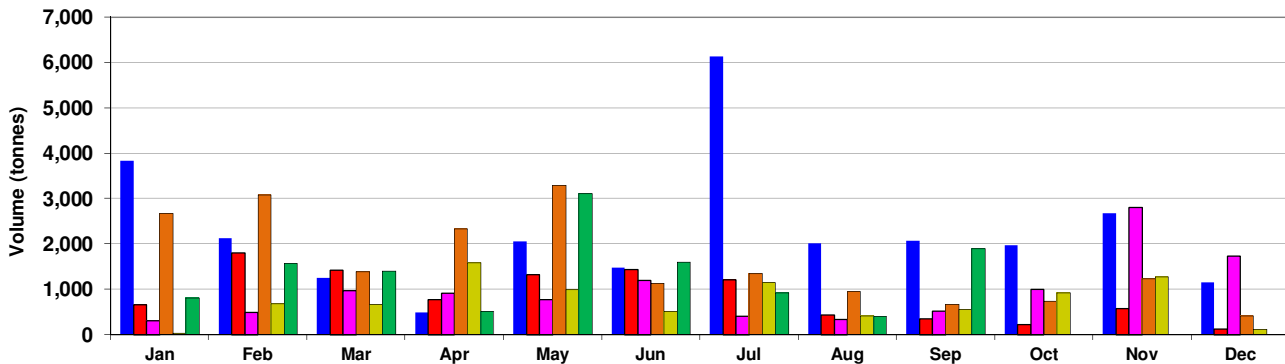
Source: Compiled by MIA from Statistics New Zealand overseas merchandise trade data

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 |
| Total (beef + offal) | 4,152 | 4,536 | 5,038 | 5,494 | 4,639 | 4,852 | 4,777 | 2,646 | 2,301 | 2,415 | 3,281 | 4,274 | 48,405 |
| | 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 |
| Total (beef + offal) | 3,840 | 2,135 | 1,253 | 491 | 2,059 | 1,480 | 6,136 | 2,017 | 2,070 | 1,981 | 2,687 | 1,153 | 27,302 |
| | 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 |
| Total (beef + offal) | 666 | 1,807 | 1,420 | 779 | 1,330 | 1,435 | 1,207 | 442 | 348 | 223 | 576 | 122 | 10,355 |
| | 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 |
| Total (beef + offal) | 307 | 495 | 967 | 914 | 770 | 1,196 | 403 | 342 | 521 | 1,004 | 2,806 | 1,734 | 11,459 |
| | 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 |
| Total (beef + offal) | 2,669 | 3,079 | 1,389 | 2,331 | 3,296 | 1,136 | 1,341 | 956 | 676 | 746 | 1,230 | 409 | 19,258 |
| | 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 |
| Total (beef + offal) | 28 | 678 | 663 | 1,584 | 1,000 | 514 | 1,149 | 418 | 553 | 920 | 1,273 | 119 | 8,899 |
| | 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 | 518 | 243 | 1,447 | | | | 8,616 |
| Edible beef offal | 355 | 545 | 357 | 183 | 703 | 456 | 411 | 162 | 457 | | | | 3,629 |
| Total (beef + offal) | 813 | 1,568 | 1,409 | 509 | 3,110 | 1,598 | 929 | 405 | 1,904 | | | | 12,245 |

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

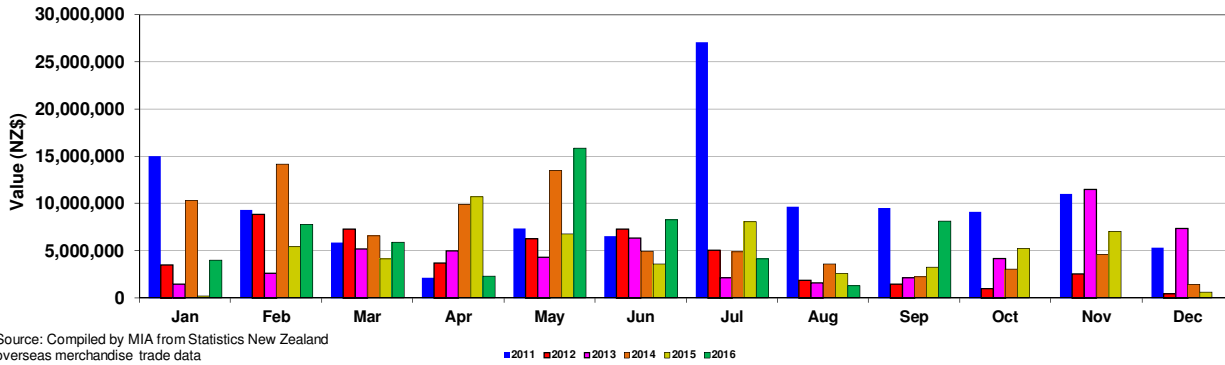
■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

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 | |
| Beef exports | 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 | 101,842,429 |
| Edible beef offal | 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 | 16,301,326 |
| Total (beef + offal) | 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 | 118,143,755 |
| | 2012 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 44,001,461 |
| Edible beef offal | 451,220 | 887,208 | 314,795 | 616,476 | 947,467 | 871,022 | 716,440 | 384,318 | 223,834 | 0 | 132,459 | 57,712 | 5,602,951 |
| Total (beef + offal) | 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 | 49,604,412 |
| | 2013 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 49,021,281 |
| Edible beef offal | 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 | 4,996,571 |
| Total (beef + offal) | 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 | 54,017,852 |
| | 2014 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 64,840,018 |
| Edible beef offal | 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 | 14,594,949 |
| Total (beef + offal) | 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 | 79,434,967 |
| | 2015 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 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 | 50,334,515 |
| Edible beef offal | 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 | 7,738,263 |
| Total (beef + offal) | 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 | 58,072,778 |
| | 2016 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | |
| Beef exports | 2,758,174 | 6,110,471 | 5,026,717 | 1,903,886 | 13,973,010 | 7,109,877 | 3,243,496 | 994,960 | 7,277,739 | | | | 48,398,330 |
| Edible beef offal | 1,244,189 | 1,682,991 | 931,795 | 415,010 | 1,904,768 | 1,172,214 | 903,886 | 349,615 | 898,872 | | | | 9,503,340 |
| Total (beef + offal) | 4,002,363 | 7,793,462 | 5,958,512 | 2,318,896 | 15,877,778 | 8,282,091 | 4,147,382 | 1,344,575 | 8,176,611 | | | | 57,901,670 |

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