

CANADIAN BEEF EXPORTS

JULY 2023



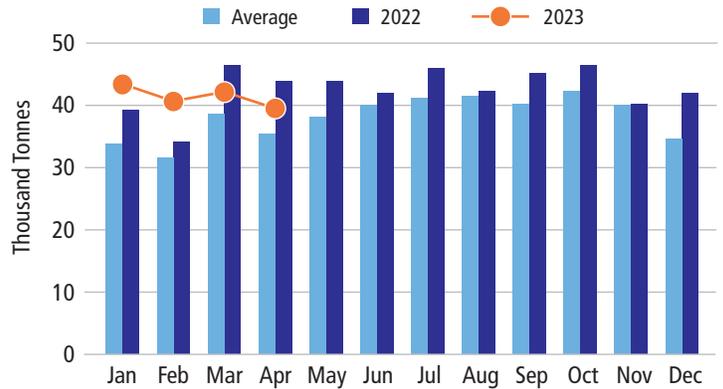
BEEF EXPORTS IN MAY 2023

In May 2023, Canadian beef export volumes were down 12% from May 2022, but up 3% from the five-year average for May. From January to May 2023, beef exports were down 2% in volume but up 3% in value from last year.

Year-to-date export volumes increased to the USA (+2%), Hong Kong and Macau (+22%), Mexico (+31%), SE Asia excluding Taiwan (+10%), and the E.U. (+46%), but declined to Japan (-25%), China (-92%), South Korea (-29%), Taiwan (-45%), and MENA (-27%). There were no exports to the U.K.

Federally inspected slaughter in May 2023 was up 11.6% from May of last year at 281,378 head, and up 23.8% from April 2023.

Canadian Monthly Beef and Veal Exports



Source: Statistics Canada

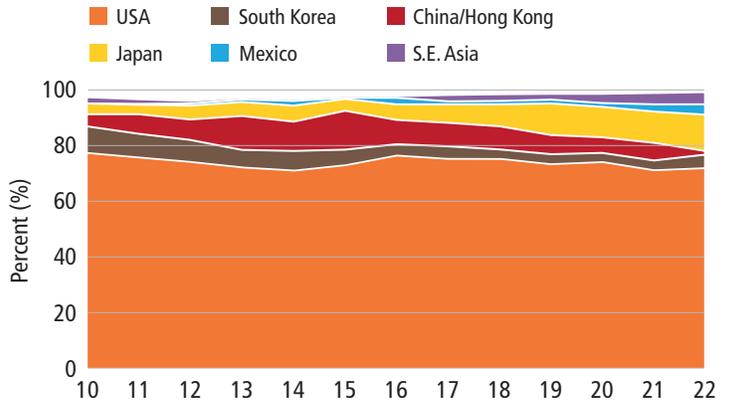
Exports to South East Asia

The region of South East Asia consists of Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand, and Vietnam.

In this report, Taiwan is also included as part of SE Asia because the main importers of Canadian beef in this region are Vietnam, Taiwan and the Philippines.

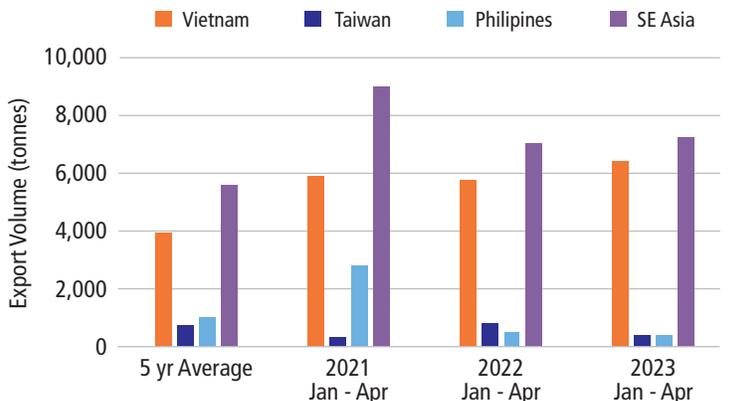
SE Asia is Canada's fifth largest market after the USA, Japan, Mexico and South Korea, with a 3.6 % share of Canada's total beef export volume. From January to May 2023, beef exports to these three key markets were up 3.5% in volume but down 25.4% in value from last year at 7,231 tonnes and \$45.3 million.

Market Share of Canadian Beef Exports



Source: Statistics Canada, CanFax

Canadian Beef Exported Volume to SE Asia (Vietnam, Taiwan, Philippines)



Source: Statistics Canada



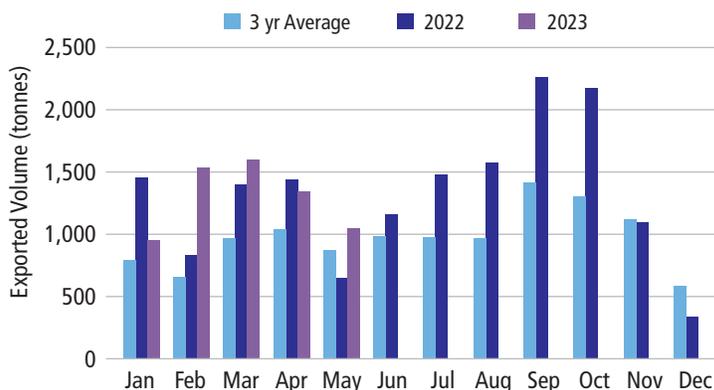
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Vietnam

Beef exports to Vietnam in January-May 2023 were up 12% in volume but down 19% in value at 6,412 tonnes and \$39.98 million. Shipments to Vietnam represent 88% of the total exports to the three main markets of SE Asia. Even with the global trend of rising beef prices, beef shipments to Vietnam remain strong. Some local importers have confirmed big orders of Canadian beef with estimated deliveries for the months ahead, in preparation for the upcoming national holiday season in September. The top three products exported to Vietnam year-to-date include offal (3,700 tonnes), Flank/Plate (1,033 tonnes) and Ribs (661 tonnes). Canada Beef is cooperating with major importers with plans of promotions during the second half of this year to increase exports to Vietnam. The Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) has been a favourable development with increased levels of Canadian beef exports to Vietnam.

Monthly Beef Exports to Vietnam



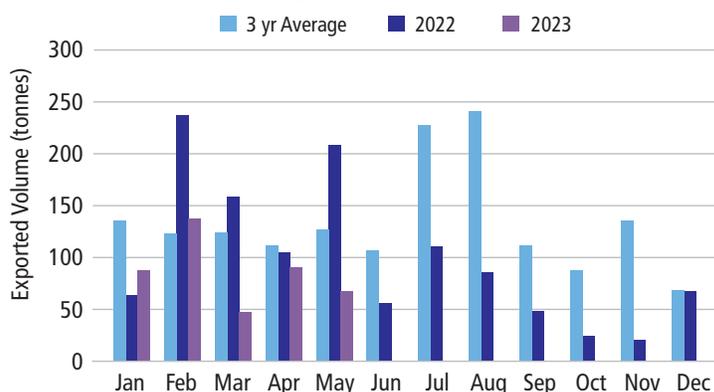
Source: Statistics Canada

Taiwan

On June 15, the regulatory authorities of Taiwan have officially announced the removal of the remaining market access restrictions for Canadian beef. This recent development opens more opportunities for the trade of beef from cattle aged Over Thirty Months (OTM), with the potential for increased exports if the price is competitive.

Beef exports to Taiwan in January-May 2023 were down 45% in volume and down 58% in value at 426 tonnes and \$3.9 million. Shipments to Taiwan represent 9% of the total exports to the three main markets of SE Asia. The top three products exported to Taiwan year-to-date include chuck (175.8 tonnes), Hip/Round (88.8 tonnes) and Flank/Plate (67.5 tonnes).

Monthly Beef Exports to Taiwan



Source: Statistics Canada

Philippines

Beef exports to the Philippines in January-May 2023 were down 19% in volume and down 27% in value at 392 tonnes and \$1.39 million. Shipments to the Philippines represent 3% of the total exports to the three main markets of SE Asia.

The food retail sector has been one of the fastest-growing segments of the economy in recent years with a growing consumer demand for high quality and healthy food options. However, the most significant issues are the price volatility, which can result from changes in supply and demand, as well as the fluctuations in currency exchange rates. The top two exports to the Philippines year-to-date include offal (379.5 tonnes) and Flank/Plate (10 tonnes).

Monthly Beef Exports to Philippines



Source: Statistics Canada