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# New Zealand

# Livestock and Products Annual

# New Zealand Beef Production Steady, but Exports Shift to China

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**Report Highlights:**
New Zealand is thought to have reached “peak cows”, and as a result beef production and exports are expected to remain relatively stable. For 2020, beef production is forecast at 678,000 metric tons (MT) carcass weight equivalents (CWE), less than one percent above 2019. New Zealand’s beef exports have seen a dramatic shift towards China, with reduced shipments to the United States.

## Executive Summary

Currently, there are two major themes dominating New Zealand beef production. First, is that many believe New Zealand has probably reached what could be referred to as "peak cows" and any future increase in cattle (both dairy and beef) numbers in future years is unlikely. In fact, beef production is only likely to increase significantly if sheep meat production is noticeably reduced given that sheep and beef farming usually occupy the same farms. Even though beef production has been relatively profitable for farmers over the last four years, other forces are impacting on the sector. For example, land conversion to forestry is set to reduce the total sheep and beef area and increasing environmental regulations may result in cattle numbers being reduced in some catchments.

Second, the dynamics of global beef trade have swiftly changed over the last twelve months. Pricing relativities and elevated demand have shifted, significantly encouraging New Zealand beef exporters to divert as much product as possible to China while also trying to maintain supplies to long-term customers in other countries such as the United States.

The cattle slaughter for 2020 is forecast at 4.31 million (m) head, just 0.4 percent greater than the 4.29 million head estimated for 2019. This is the result of an expected extra 17,000 steers, heifers, and bulls being killed in 2020. The revised total slaughter estimate for 2019 is now 74,000 head or 2.8 percent above the previous forecast but still just under two percent less than 2018.

The total cattle inventory for 2020 is forecast at 10.1m head, 42,000 head or 0.4 percent down from 2019. Beef+LambsNZ's farm survey suggests there may be slightly less retentions in 2020 and the overall beef herd numbers are likely to be run down slightly in 2020. The dairy herd is assumed to be stable in the short term. The revised estimate for the 2019 cattle inventory at 10.14 million head is up just 31,000 head from the new estimate from StatisticsNZ of 10.11 million head for 2018.

Beef production for 2020 is forecast at 678,000 metric tons (MT) carcass weight equivalent (CWE), 0.9 percent above 2019. With domestic consumption forecast at only eleven percent of total production, stable with 2019 at 80,000 MT CWE, exports are forecast to increase to 610,000MT CWE, just 6,000 MT or one percent above the revised 2019 export estimate. The surge in exports to China has been astounding. In 2018, shipments to China grew by 38 percent and China accounted for 26 percent of total exports. For the first six months of 2019, however, this rate of growth has actually sped up to a 94 percent increase on the first six months of 2018 and China has taken 41 percent of the beef shipped. Exports to the United States, which have hovered between 44-49 percent of total volume shipped over the last decade, have fallen to 34 percent of the total volume for the year-to-date.

*Note: the Marketing Year (MY) is the calendar year; the MY2019 marketing year is shown as 2019. Data included in this report is not official USDA data. Official USDA data is available at:* [*https://apps.fas.usda.gov/psdonline*](https://apps.fas.usda.gov/psdonline)

## Cattle Situation

## Overview

New Zealand's cattle and beef sectors are firmly focused on exporting. New Zealand usually ranks as the fifth largest exporter by volume globally even though the total cattle herd ranks outside the top ten. New Zealand exports around 90 percent of its total beef production. Only Uruguay and Australia, among the major exporters, get close at about 77 percent and 69 percent, respectively, with the other major exporters in the 10 to 40 percent range. The strengths of the industry lie in its high reproductive rate (natural increase equates to 45 percent of total numbers each year) and the quick turnover of cattle in the herd (outside of the cow herds and calf kill virtually all animals are killed between 18 months and two and half years of age). This is achieved from nearly all animals grazing a pasture-based diet. There is only one major feedlot which carries approximately 20,000 head.

The dairy cow herd outnumbers the beef cow herd by five to one. Consequently, approximately 70 percent of the beef produced comes either directly from the dairy sector or from stock sourced from the surplus progeny coming out of the dairy sector. The North Island is home to a bigger proportion of the cattle herd, 2.58 million beef and 3.96 million dairy cattle, while the South Island has 1.04 million beef and 2.57 million dairy cattle. Outside of the dairy sector, nearly all other livestock farms in New Zealand have both sheep and cattle run on them in a complementary fashion. In the north of the North Island it runs at 50-60 percent cattle to 40-50 percent sheep gradually shifting the further south you go until at the bottom of the South Island it is about 10-20 percent cattle and 80-90 percent sheep.

### Longer Term Outlook

Total cattle numbers have plateaued at just over 10 million head since 2016. Although beef cattle numbers have staged a minor up-turn since 2016 driven by improved farmgate prices, dairy cattle numbers have generally trended down since 2015 in response to constrained net profitability after debt servicing and cost increases coupled with environmental pressure on stocking rates. In the medium term (two to three years out), industry contacts expect that total cattle numbers will continue to hover around the 10 million head mark.

The longer term outlook (beyond three years), however, may well be a different story. Since the early 1990s sheep and beef farmed land area has been reducing by 0.4 to one percent per year. Many industry analysts believe the most probable scenario for the future is for that to continue for at least the next five to ten years. Since 1990, sheep and beef farmed area has been lost due to a number of factors:

- In the 1990s there was a shifting of land to forestry;
- Between 1995 through 2016 there was a trend of conversions to dairy farming;
- From the 2000s on there was crown land tenure reviews (long term pastoral leases were bought back by the Crown and reverted to wilderness in the national and regional park system); and
- Up until the current time farmers own conservation efforts are retiring some land from farmed animals.

Sheep and beef farmers responded to this land reduction by gradually ramping up productivity. Since 2004 the total numbers in the beef herd have decreased by 16-17 percent but annual beef production has only dropped by 3-5 percent. In 2017, 13.9 million hectares of the total New Zealand land area of 26.8 million hectares was occupied, including: sheep and beef farming (8.77 million hectares); dairying (2.44 million hectares); plantation forestry (1.78 million hectares); other animals (273,000 hectares); arable (365,000 hectares); and other primary production including horticulture (271,000 hectares).

The squeezing of sheep and beef farming area is expected to continue. For example, the “one billion trees” initiative being promoted by the current Government as a climate change response will need to find an additional 400,000 to 500,000 hectares of currently un-forested land to plant over the next eight years in order to reach the aspirational target. This could result in carbon credit investors funding the purchase of sheep and beef land to plant into pine trees. Some estimate this could reduce sheep and beef farm land by a further five to six percent over the next eight years. How this would affect beef cattle numbers and production at this stage is unknown. However, it is safe to say that it is unlikely that beef production will move above the current production range of 650,000 to 680,000 metric tons in the longer term.

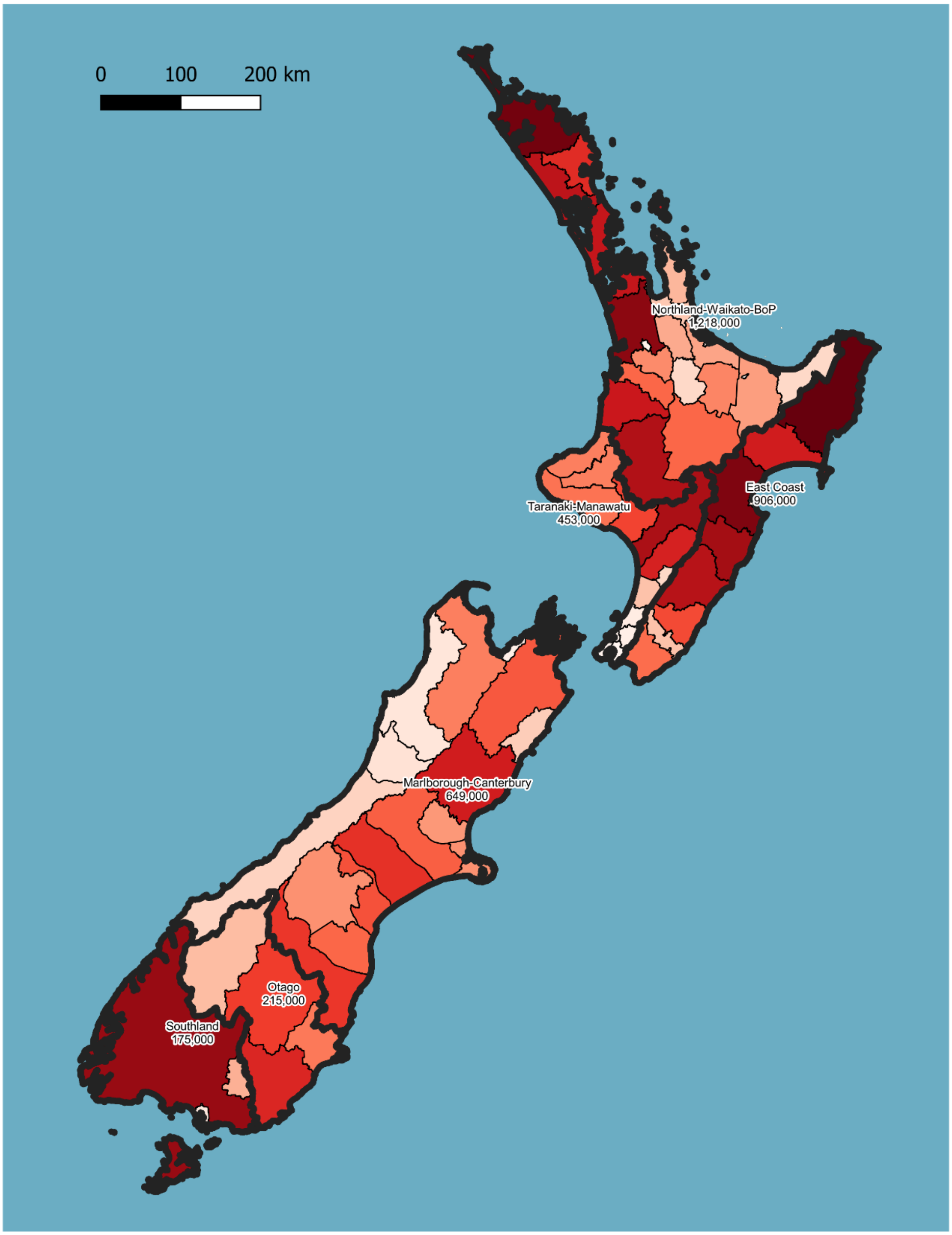
In addition it is likely farmers will face greater regulatory pressure whether it is just compliance administration costs or actual farm system changes as new water quality and methane emission regulations are expected to kick in over the next five years.

## Seasonal Pasture Production

Even though drier than normal conditions persisted over much of the North Island during February through April 2019, the high volumes of pasture carried into that period on most farms saw them through the autumn with no real penalty to animal growth rates. Plentiful rains later in the autumn stimulated pasture growth going into winter, which has meant most farms were well set up for sustaining cattle through the leaner pasture growth months of June, July, and August. Anecdotal reporting suggests stock have come through the winter in satisfactory condition. Even though there was widespread snowfalls in some regions of the South Island early in August, which may have restricted some animals access to pasture, this is not likely to affect national production over the next twelve months.

**Beef Cattle Numbers by District in New Zealand**

2017-18 Beef Count by Territorial Authority
(Darker = higher)




Graphic courtesy of Beef+LambNZ; Source: Beef+LambNZ, and StatisticsNZ

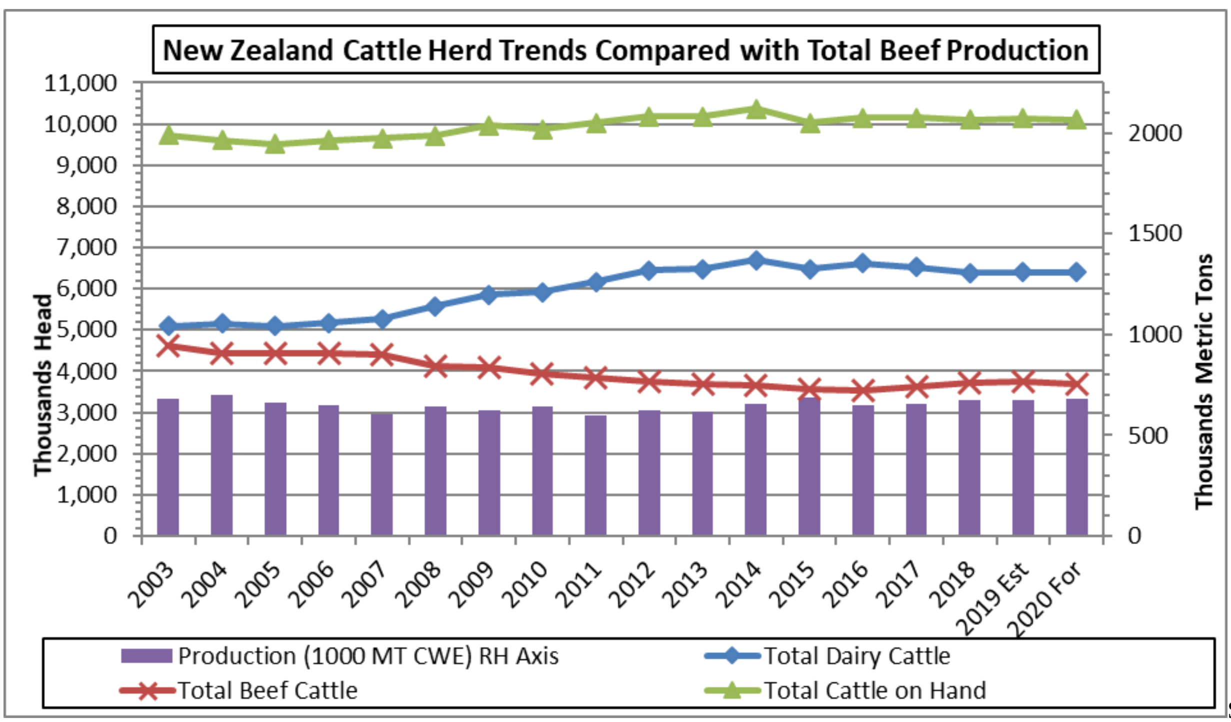
## Cattle Production and Inventory Changes

### 2020

Total cattle slaughter for 2020 is forecast at 4.31 million (m) head, just 0.4 percent greater than 2019. The main drivers are:

- The cow kill is expected to be stable as both dairy and beef cow herds are expected to be relatively steady.
- The calf kill is also expected to be stable at 1.75m head, as there are no big influences either negatively or positively bearing down on this category.
- An estimated 17,000 head extra steers, bulls, and heifers will be killed, the result of increased cattle retentions in 2018.

The total cattle inventory for 2020 is forecast at 10.1m head, 42,000 head or 0.4 percent down from 2019. In this cycle it looks like the beef herd has peaked and will be down by 40,000 to 50,000 head. Based on Beef+LambsNZ's farm survey there may be slightly less retentions in 2020 and the overall beef herd numbers are likely to be run down slightly in 2020. The dairy herd is assumed to be stable in the short term. It should be noted that farmgate prices for cattle and beef are still relatively high on a historical basis, and there is no shortage of confidence in the beef sector judging by the high prices farmers are prepared to pay for younger cattle. However, at an overall farm level farmers are playing it conservatively and not investing significantly to increase numbers or go beyond normal levels of farm development as a result of uncertainty over future environmental regulations.




SSource: StatsNZ, B+LNZ, Post estimates

## 2019

FAS/Wellington is now estimating the total cattle slaughter at 4.29 million (m) head for 2019, 74,000 head or 2.8 percent above the previous forecast but still just under two percent less than 2018.

The total cattle kill for the first half of 2019 was two percent (30,000 head) greater than 2018 essentially because the steer and bull kills were up four percent and seven percent, respectively. This occurred because farmers held onto their trading cattle to consume the surplus pasture grown in November/December 2018 and deferred selling them in November/December through into the first half of 2019.

However, this heightened rate of slaughter is unlikely to continue into the second half of 2019. Beef+LambNZ's farmer survey and econometric modelling suggest the quarter three (July to September) slaughter numbers of adult cattle will be less than 2018 and less than would normally be expected for this period of the year. By quarter four, numbers coming forward for slaughter are likely to return to a more normal pattern but are not forecast to bolster the kill significantly.

It is worth noting that the two reasons the 2019 overall slaughter total is less than 2018 are:

- The calf slaughter is now estimated at 66,000 head less than 2018 (current calf kill for the year-to-date has the North Island-with approximately 60 percent of the cows-at seven percent down on 2018 and the South Island calf kill holding steady)
- The cow kill is estimated to be 20,000 head less than 2018 based on the year-to-date actual trend continuing.

At the same time the main drivers of beef production (adult cattle other than cows kill numbers) for 2019 are forecast up 12,000 head (0.75 percent). The spike in the bull kill experienced in 2018 will continue in 2019, with the bull kill now estimated at 542,500 head, 3.6 percent greater than 2018.

New data from StatisticsNZ puts the overall total of beef and dairy cattle for 2018 at 10.11m head, a 39,000 head reduction from 2017. This is 127,000 head less than the previous estimate. Even though beef cattle numbers are trending up across all categories from breeding cows to steers and bulls the increase from 2017 to 2018 was actually 105,000 head when it was previously expected to increase by 180,000 head. Total numbers in the national dairy herd have continued to fall and at 6.39m head in 2018 were 144,000 head less than 2017. The dairy herd has reduced more quickly than previously expected by 52,000 head. Contrasting dynamics have been at work in each sector. The beef sector has enjoyed good to great farm gate prices over the last four years, whereas the dairy sector (even though receiving a high milk solids prices) now has had reduced confidence by two very low payout years (2015, 2016), debt worries, and environmental constraints becoming a reality.

FAS/Wellington is forecasting a marginal increase for overall cattle herd in 2019 getting to 10.14m head up 31,000 head from 2018. The beef cattle herd is forecast to be up slightly by 21,000 head to 3.74m head and the dairy relatively stable just 10,000 head up at 6.4m head with the likelihood extra replacements will be kept to maintain herd replacement rates. Small increases to the beef cow herd and heifer category, the result of continued confidence in the farmgate pricing for young stock, are driving the beef cattle increase.

### Mycoplasma Bovis outbreak

The Mycoplasma Bovis disease outbreak continues to be detected on new farms, but the eradication program is continuing. Month to month the numbers of cattle being slaughtered to eliminate the disease may cause slaughter volatility but this is not having a material effect on the overall national kill.

## Production Supply & Demand – Cattle Numbers

| Animal Numbers, Cattle | 2018 | | 2019 | | 2020 | |
|---|---|---|---|---|---|---|
| Market Begin Year | Jan 2018 | | Jan 2019 | | Jan 2020 | |
| New Zealand | USDA Official | New Post | USDA Official | New Post | USDA Official | New Post |
| **Total Cattle Beg. Stks** | 10146 | 10146 | 10233 | 10107 | 0 | 10138 |
| **Dairy Cows Beg. Stocks** | 5044 | 5044 | 4937 | 5010 | 0 | 4991 |
| **Beef Cows Beg. Stocks** | 976 | 976 | 1044 | 1029 | 0 | 1036 |
| **Production (Calf Crop)** | 5050 | 4895 | 4765 | 4899 | 0 | 4855 |
| **Total Imports** | 0 | 0 | 0 | 0 | 0 | 0 |
| **Total Supply** | 15196 | 15041 | 14998 | 15006 | 0 | 14993 |
| **Total Exports** | 17 | 17 | 20 | 17 | 0 | 17 |
| **Cow Slaughter** | 989 | 990 | 970 | 970 | 0 | 970 |
| **Calf Slaughter** | 1816 | 1816 | 1675 | 1750 | 0 | 1750 |
| **Other Slaughter** | 1558 | 1561 | 1530 | 1573 | 0 | 1590 |
| **Total Slaughter** | 4363 | 4367 | 4175 | 4293 | 0 | 4310 |
| **Loss and Residual** | 583 | 550 | 600 | 558 | 0 | 570 |
| **Ending Inventories** | 10233 | 10107 | 10203 | 10138 | 0 | 10096 |
| **Total Distribution** | 15196 | 15041 | 14998 | 15006 | 0 | 14993 |
| | | | | | | |
| (1000 HEAD) | | | | | | |

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## Beef Production

### 2020

For 2020 beef production is forecast at 678,000 metric tons (MT) carcass weight equivalent (CWE), 0.9 percent above 2019. The increase in production is primarily driven by a forecast boost to the heifer and steer kills. The small increase in progeny retained two years prior, as a result of industry confidence in farmgate prices remaining high, will be maturing and ready for sale.

### 2019

Total beef production is now estimated at 672,000MT CWE. This will be the same as 2018 but two percent higher than the previous forecast for 2019. At the halfway point of 2019 beef production was 12,000 MT ahead of 2018. However as detailed above in the cattle section, slaughter numbers in the second half of the year are unlikely to match the year-to-date increases and will drag production back to match 2018.

| New Zealand Beef Production Table | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Marketing Year | | 2018 | Actual | | 2019 | Estimated | | 2020 | Forecasts |
| Category | CW kgs/hd | Numbers to kill (1000's) | Total tons Beef | CW kgs/hd | Numbers to kill (1000's) | Total tons Beef | Est. CW kgs/hd | Numbers to kill (1000's) | Total tons Beef |
| Cow Slaughter | 198.6 | 990 | 196,496 | 199.0 | 970 | 193,030 | 199 | 970 | 193,030 |
| Calf Slaughter | 16.3 | 1,816 | 29,573 | 16.0 | 1,750 | 28,000 | 16.0 | 1,750 | 28,000 |
| Heifer Slaughter | 241.0 | 489 | 117,911 | 242.0 | 480 | 116,160 | 241 | 490 | 118,090 |
| Steer slaughter | 311.2 | 548 | 170,515 | 312.0 | 550 | 171,600 | 313 | 560 | 175,280 |
| Bull Slaughter | 299.8 | 524 | 157,011 | 300.0 | 543 | 162,750 | 303 | 540 | 163,620 |
| Other Adult Cattle SubTotal | 285.4 | 1,561 | 445,437 | 286.5 | 1,573 | 450,510 | 287 | 1,590 | 456,990 |
| **Total Slaughter** | 153.8 | 4,366 | 671,507 | 156.4 | 4,293 | 671,540 | 157.3 | 4,310 | 678,020 |
| **% Change from Previous Year** | | | | | | | | | |
| Cow Slaughter | 0.1% | 2.0% | 2.2% | 0.2% | -2.0% | -1.8% | 0.0% | 0.0% | 0.0% |
| Calf Slaughter | 2.8% | 8.3% | 11.3% | -1.8% | -3.6% | -5.3% | 0.0% | 0.0% | 0.0% |
| Heifer Slaughter | -0.2% | 3.4% | 3.1% | 0.4% | -1.9% | -1.5% | -0.4% | 2.1% | 1.7% |
| Steer slaughter | -0.5% | 1.5% | 1.0% | 0.3% | 0.4% | 0.6% | 0.3% | 1.8% | 2.1% |
| Bull Slaughter | -1.9% | 5.3% | 3.3% | 0.1% | 3.6% | 3.7% | 1.0% | -0.5% | 0.5% |
| Other Adult Cattle SubTotal | -1.0% | 3.3% | 2.4% | 0.4% | 0.8% | 1.1% | 0.3% | 1.1% | 1.4% |
| Total Slaughter | -2% | 5% | 3% | 1.7% | -1.7% | 0.0% | 0.6% | 0.4% | 0.96% |

Source: StatsNZ, B+LNZ, Post Estimates

The big drivers of beef production are from steers and bulls, and when combined total 50 percent of total beef production. Steer and bull carcass weights are roughly double the overall average carcass weight for the entire slaughter. The 2019 increase in bull, steer, and heifer production accounts for nearly all of the change in production as cow and calf numbers are down. Essentially, increases in the number of steers, heifers, and bulls retained as young stock during 2017 and 2018 are coming through as mature animals boosting the kill numbers. Due to good farmgate prices there was the confidence, especially for calf-rearers, to boost the numbers of calves reared for the beef sector.

Nearly all animals in New Zealand have pasture-based diets, as pasture growth is very seasonal, this in turn leads to seasonality in annual kill and beef production. Calves are processed on the sheep chains which helps maintain through-put during July to September when the sheep kill is very low. Similarly the adult cattle kill peaks in May usually as cows are culled from the dairy and beef herds prior to winter. Following these periods there can be a period during late winter (July to September) where the monthly kill of adult cattle can be only one-third of the peak months and half the monthly average. Due to this seasonality, processing capacity in New Zealand has to be sufficient for the peak months, but for most of the year is highly under-utilized. As a result of this overcapacity, the meat companies compete strongly for market share at the farmgate especially on the shoulders of the seasons when the kill is waning or just as it starts to ramp up again in mid to late spring. This is generally good for farmers, especially if they are able to tailor their sales to fit the periods of maximum competition for stock.

## Production Supply & Demand – Beef Production

| Meat, Beef and Veal | 2018 | | 2019 | | 2020 | |
|---|---|---|---|---|---|---|
| Market Begin Year | Jan 2018 | | Jan 2019 | | Jan 2020 | |
| New Zealand | USDA Official | New Post | USDA Official | New Post | USDA Official | New Post |
| **Slaughter (Reference)** | 4363 | 4367 | 4175 | 4293 | 0 | 4310 |
| **Beginning Stocks** | 0 | 0 | 0 | 0 | 0 | 0 |
| **Production** | 670 | 672 | 658 | 672 | 0 | 678 |
| **Total Imports** | 12 | 12 | 12 | 12 | 0 | 12 |
| **Total Supply** | 682 | 684 | 670 | 684 | 0 | 690 |
| **Total Exports** | 633 | 633 | 590 | 604 | 0 | 610 |
| **Human Dom. Consumption** | 49 | 51 | 80 | 80 | 0 | 80 |
| **Other Use, Losses** | 0 | 0 | 0 | 0 | 0 | 0 |
| **Total Dom. Consumption** | 49 | 51 | 80 | 80 | 0 | 80 |
| **Ending Stocks** | 0 | 0 | 0 | 0 | 0 | 0 |
| **Total Distribution** | 682 | 684 | 670 | 684 | 0 | 690 |
| | | | | | | |
| (1000 HEAD) ,(1000 MT CWE) | | | | | | |

Not Official USDA Data

## Domestic Consumption

### 2020

Beef consumption is forecast to remain stable at 80,000 MT CWE. The domestic consumption equates to only 10 to 12 percent of the total production reinforcing the fact that the whole industry focuses on exports and is very exposed to the vagaries of trade. Over the last twenty years all the local abattoirs which only killed for domestic consumption have either shut down or have been purchased by meat processors active in exporting. Virtually all meat slaughter premises in New Zealand now are export licensed. All the major exporters have local market operations and while it is only 11 percent of their output on average, the profits are healthy.

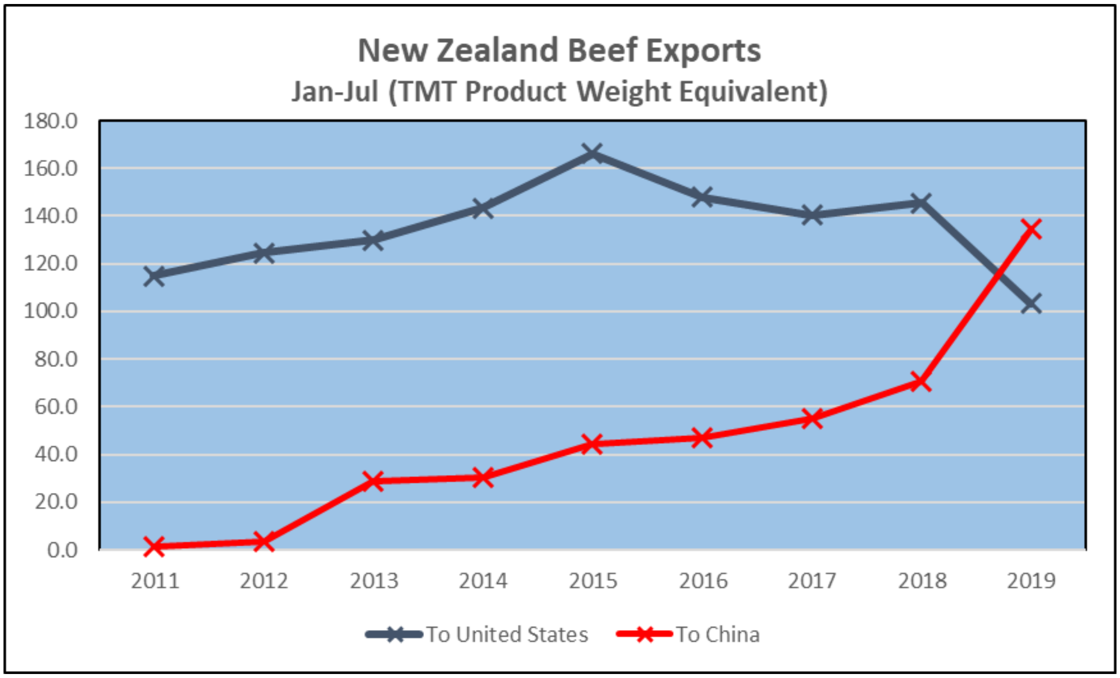
### 2019

Beef consumption is estimated at 80,000 MT CWE, which is equivalent to 17.5 kilograms per capita.

## Exports and Trade

### Beef Exports

The major trend over the last twelve months in terms of New Zealand beef exports has been the unprecedented increase in exports to China. The feeling among exporters in New Zealand is the outbreak of African Swine Fever has accelerated an emerging trend among Chinese middle class consumers to eat increasing quantities of beef, and that this strong demand is expected to continue.




Source: GTA

## 2020

FAS/Wellington is forecasting exports reaching 610,000 MT CWE (435,700 MT product weight equivalent - PWE) in 2020, up one percent on 2019. Primarily this is a result of the heifer and steer kill being higher than 2018 and average carcass weights likely to be 0.9kg/head greater.

The processing sector does not expect to see a slow-down in the rate of exporting to China and it is likely that any overall export increases would flow to China. There has been some concern in the industry that New Zealand is placing too much reliance on the Chinese market. Traditionally, the United States market has been the largest market for New Zealand beef, but China seems to have surpassed the United States as the largest New Zealand market. Under the free trade agreement with China, beef exports from New Zealand have been tariff free since 2016.

## 2019

Total exports for 2019 are now estimated at 604,000 MT CWE (approximately 431,500 MT PWE), 2.4 percent higher than the previous forecast but still 4.6 percent less than 2018. Half way through the 2019 year actual total beef exports were 384,490 MT CWE (274,636 MT PWE), six percent ahead of the prior comparable period in 2018. Most of the year-to-date gain can be attributed to the quicker rate of kill of male cattle especially bulls in the first half of 2019. However, with the rate of kill likely to taper off in the second half of 2019, the brisker rate of shipping in the first half of the year is most likely to slow down in the second half of the year

The huge change for beef exports from New Zealand is the volume changes going to specific destinations. At the expense of other markets, the volume shipped to China has increased by 94 percent to 158,844 MT CWE (113,460MT PWE) for the first half of the year. Exports to the United States, which have hovered between 44-49 percent of total volume shipped over the last decade and were still 42 percent in 2018, have fallen to 34 percent of the total volume for the year-to-date. China is importing a wide variety of cuts and price ranges, but trade data shows that New Zealand exports to China for similar cuts as those going to the United States are at significantly higher prices (see the trade analysis tables on the last two pages)

New Zealand beef exports to Japan have also been increasing, with volumes in the first half of 2019 up 26 percent. Now that the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) trade agreement is in force, tariffs on beef into Japan faced by New Zealand are reducing. For 2019 the tariff rate will be 26.6 percent, reducing to 25.8 percent in 2020 compared to the Most Favored Nation rate of 38.5 percent.

| New Zealand Beef Export Statistics | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Harmonizing Codes: 0201, 0202, 021020, 160250 by Product Weight Shipped | | | | | | | | | |
| Year To Date: January - June | | | | | | | | | |
| Partner Country | 2017 | | | 2018 | | | 2019 | | |
| | Quantity (MT) | Average FOB Price USD/MT | Average FOB Price NZD/MT | Quantity (MT) | Average FOB Price USD/MT | Average FOB Price NZD/MT | Quantity (MT) | Average FOB Price USD/MT | Average FOB Price NZD/MT |
| China | 47,141 | $4,786 | $6,745 | 58,354 | $4,864 | $6,808 | 113,460 | $4,832 | $7,206 |
| United States | 123,828 | $4,655 | $6,571 | 125,076 | $4,771 | $6,684 | 93,624 | $4,945 | $7,365 |
| Japan | 10,362 | $5,933 | $8,377 | 8,533 | $7,114 | $9,984 | 10,767 | $6,257 | $9,324 |
| Taiwan | 12,617 | $5,729 | $8,084 | 13,526 | $5,612 | $7,864 | 11,096 | $5,544 | $8,256 |
| Korea South | 12,879 | $3,923 | $5,533 | 12,986 | $4,169 | $5,824 | 8,594 | $4,248 | $6,321 |
| Canada | 9,711 | $4,345 | $6,132 | 8,387 | $4,628 | $6,438 | 6,442 | $4,928 | $7,335 |
| Australia | 3,918 | $5,898 | $8,333 | 3,801 | $6,385 | $8,927 | 3,986 | $5,839 | $8,702 |
| Netherlands | 1,572 | $13,621 | $19,206 | 1,979 | $14,076 | $19,619 | 1,789 | $10,082 | $15,013 |
| Switzerland | 1 | $39,514 | $56,129 | 2 | $31,028 | $43,379 | 2,736 | $4,892 | $7,296 |
| UAE | 1,300 | $8,599 | $12,145 | 1,351 | $8,439 | $11,749 | 1,403 | $8,624 | $12,800 |
| Rest of World | 26,860 | $5,685 | $8,021 | 25,165 | $5,897 | $8,253 | 20,739 | $5,888 | $8,776 |
| **World Total** | **250,189** | **$4,944** | **$6,976** | **259,160** | **$5,102** | **$7,142** | **274,636** | **$5,088** | **$7,582** |

Source: GTA

| New Zealand Beef Export Statistics | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Harmonizing Codes: 0201, 0202, 021020, 160250 by Product Weight Shipped | | | | | | | | | |
| Calendar Year/Marketing Year: 2016 - 2018 | | | | | | | | | |
| Partner Country | 2016 | | | 2017 | | | 2018 | | |
| | Quantity (MT) | Average FOB Price USD/MT | Average FOB Price NZD/MT | Quantity (MT) | Average FOB Price USD/MT | Average FOB Price NZD/MT | Quantity (MT) | Average FOB Price USD/MT | Average FOB Price NZD/MT |
| United States | 194,397 | $4,459 | $6,461 | 193,097 | $4,750 | $6,690 | 187,830 | $4,781 | $6,834 |
| China | 71,174 | $4,454 | $6,429 | 84,428 | $4,710 | $6,629 | 116,112 | $4,679 | $6,740 |
| Taiwan | 25,908 | $5,489 | $7,931 | 21,306 | $5,624 | $7,915 | 24,155 | $5,467 | $7,861 |
| Japan | 17,673 | $5,988 | $8,584 | 16,712 | $6,233 | $8,769 | 17,876 | $6,689 | $9,675 |
| Korea South | 23,933 | $3,946 | $5,697 | 21,775 | $3,933 | $5,536 | 21,832 | $4,251 | $6,098 |
| Canada | 18,085 | $4,207 | $6,040 | 19,841 | $4,414 | $6,217 | 18,209 | $4,333 | $6,248 |
| Australia | 8,129 | $5,694 | $8,119 | 8,187 | $5,921 | $8,338 | 8,233 | $6,072 | $8,787 |
| Netherlands | 2,855 | $12,448 | $17,992 | 2,815 | $13,958 | $19,613 | 2,980 | $13,110 | $18,638 |
| French Polynesia | 3,305 | $7,679 | $11,015 | 3,049 | $8,031 | $11,281 | 3,414 | $7,885 | $11,377 |
| UAE | 2,927 | $8,345 | $11,968 | 2,982 | $8,776 | $12,378 | 3,095 | $8,652 | $12,552 |
| Hong Kong | 2,631 | $7,924 | $11,429 | 3,151 | $8,170 | $11,516 | 3,384 | $7,420 | $10,721 |
| Rest of World | 48,160 | $5,338 | $7,664 | 46,182 | $5,569 | $7,838 | 45,079 | $5,645 | $8,171 |
| **World Total** | **419,177** | **$4,800** | **$6,929** | **423,525** | **$5,037** | **$7,092** | **452,199** | **$5,058** | **$7,267** |

Source: GTA

| New Zealand Export Statistics To United States | | | | | | | |
|---|---|---|---|---|---|---|---|
| Harmonizing Codes: 0201, 0202, 021020, 160250 by Product Weight (MT) Shipped | | | | | | | |
| Year To Date: January - June | | | | | | | |
| Commodity | Description | 2017 | | 2018 | | 2019 | |
| | | Qty | US$/MT | Qty | US$/MT | Qty | US$/MT |
| 0202300001 | Meat; of bovine animals, beef cuts according to the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, & frozen | 72,042 | $4,528 | 70,208 | $4,472 | 50,485 | $4,618 |
| 0202300011 | Meat; of bovine animals, boneless cuts of bull, frozen | 47,397 | $4,548 | 50,882 | $4,716 | 38,029 | $4,668 |
| 0202300009 | Meat; of bovine animals, beef cuts other than according to the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, & frozen | 1,507 | $4,482 | 927 | $4,685 | 1,217 | $5,043 |
| 0202300021 | Meat; of bovine animals, boneless cuts of veal (bobby), frozen | 64 | $5,014 | 7 | $3,612 | 121 | $4,830 |
| 0202200041 | Meat; Of Bovine Animals, Beef Cuts According To the NZ Meat Producers Board definition of cow, steer,& heifer, Bone-In, & frozen (Excluding Carcasses and Quarters) | 33 | $6,190 | 21 | $4,953 | 6 | $4,993 |
| 0202200049 | Meat; Of Bovine Animals, Beef Cuts Other Than According To the NZ Meat Producers Board definition of cow, steer,& heifer, Bone-In, & frozen (excluding carcasses, half carcasses, and quarters) | 70 | $4,910 | 18 | $5,022 | 0 | $0 |
| 0202200069 | Meat; Of Bovine Animals, Cuts With Bone In N.E.C. & Frozen | 5 | $11,135 | 12 | $1,677 | 0 | $0 |
| 0202200001 | Meat; of bovine animals, beef quarters of steer and heifer, P1 grade, with bone in, frozen | 12 | $6,412 | 0 | $0 | 0 | $0 |
| 0202200051 | Meat; of bovine animals, beef cuts of bull, with bone in, frozen (excluding carcasses, half-carcasses and quarters) | 5 | $3,558 | 36 | $1,421 | 0 | $0 |
| 0202100019 | Meat; Of Bovine Animals, Half-Carcasses N.E.C. In Item No. 0202.10, Frozen | 0 | $0 | 42 | $6,715 | 0 | $0 |
| 0201300001 | Meat; of bovine animals, beef cuts according to the NZ Meat Producers' Board definition, of cow, steer and heifer, boneless, fresh or chilled | 1,905 | $8,746 | 1,452 | $9,455 | 1,888 | $9,554 |
| 0201300009 | Meat; Of Bovine Animals, Beef Cuts Other Than According To The Nz Meat Producers' Board Definition, Of Cow, Steer And Heifer, Boneless, Fresh Or Chilled | 30 | $6,147 | 62 | $12,301 | 9 | $9,073 |
| 0201300011 | Meat; of bovine animals, boneless cuts of bull, fresh or chilled | 0 | $0 | 0 | $0 | 0 | $0 |
| 0201200041 | Meat; Of Bovine Animals, Beef Cuts According To The Nz Meat Producers' Board Definition, Of Cow, Steer And Heifer, With Bone In, Fresh Or Chilled (Excluding Carcasses, Half-Carcasses And Quarters) | 7 | $11,961 | 12 | $14,136 | 21 | $14,359 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 0201200049 | Meat; Of Bovine Animals, Beef Cuts Other Than According To the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, fresh or chilled (excluding carcasses, half carcasses, and quarters) | 8 | $18,495 | 9 | $17,021 | 1 | $14,419 |
| 0201200001 | Meat; of bovine animals, beef quarters of steer and heifer, P1 grade, with bone in, fresh or chilled | 3 | $6,827 | 0 | $0 | 0 | $0 |
| 1602501900 | Meat Preparations; Of Bovine Animals, Meat Or Meat Offal, Prepared or preserved, packed other than in airtight cans or jars, NEC | 349 | $19,046 | 965 | $20,261 | 1,152 | $18,519 |
| 1602500901 | Meat Preparations; Of Bovine Animals, Corned Beef, Prepared Without Other Food Substances, Preserved In Airtight Cans Or Jars (Excluding Homogenised Preparations) | 282 | $8,547 | 337 | $8,617 | 559 | $8,559 |
| 1602500919 | Meat Preparations; Of Bovine Animals, Meat Or Meat Offal, Prepared Without Other Food Substances, Preserved In Airtight Cans Or Jars, N.E.C. | 78 | $8,272 | 60 | $8,259 | 92 | $8,151 |
| 1602500100 | Meat Preparations; Of Bovine Animals, Meat Pastes And Other Preparations Of Meat Or Meat Offal, Prepared With Vegetables Or Other Food Substances, In Airtight Cans Or Jars, N.E.C. | 30 | $5,984 | 25 | $5,682 | 44 | $6,025 |
| | **Total Beef Exports to United States** | **123,827** | **$4,655** | **125,075** | **$4,771** | **93,624** | **$4,945** |

## New Zealand Export Statistics To China

### Harmonizing Codes: 0201, 0202, 021020, 160250 by Product Weight (MT) Shipped

### Year To Date: January - June

| Commodity | Description | 2017 | | 2018 | | 2019 | |
|---|---|---|---|---|---|---|---|
| | | Qty | US$/MT | Qty | US$/MT | Qty | US$/MT |
| 0202300001 | Meat; of bovine animals, beef cuts according to the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, & frozen | 27,037 | $5,031 | 32,125 | $5,130 | 57,212 | $5,114 |
| 0202300011 | Meat; of bovine animals, boneless cuts of bull, frozen | 8,264 | $6,362 | 9,196 | $6,396 | 26,853 | $5,392 |
| 0202300009 | Meat; of bovine animals, beef cuts other than according to the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, & frozen | 34 | $17,035 | 574 | $6,372 | 1,877 | $4,507 |
| 0202300021 | Meat; of bovine animals, boneless cuts of veal (bobby), frozen | 30 | $2,913 | 4 | $2,926 | 56 | $3,139 |
| 0202300029 | Meat; of bovine animals, boneless cuts of veal (other than bobby), frozen | 0 | $0 | 0 | $0 | 34 | $1,009 |
| 0202200041 | Meat; Of Bovine Animals, Beef Cuts According To the NZ Meat Producers Board definition of cow, steer,& | 4,574 | $4,399 | 6,115 | $4,608 | 9,435 | $4,579 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| | heifer, Bone-In, & frozen (Excluding Carcasses and Quarters) | | | | | | |
| 0202200051 | Meat; of bovine animals, beef cuts of bull, with bone in, frozen (excluding carcasses, half carcasses, and quarters) | 3,198 | $3,509 | 4,715 | $3,291 | 5,983 | $3,582 |
| 0202200049 | Meat; Of Bovine Animals, Beef Cuts Other Than According To the NZ Meat Producers Board definition of cow, steer,& heifer, Bone-In, & frozen (excluding carcasses, half carcasses, and quarters) | 3,591 | $1,130 | 3,974 | $1,155 | 6,928 | $1,261 |
| 0202200069 | Meat; Of Bovine Animals, Cuts With Bone In N.E.C. & Frozen | 269 | $1,701 | 308 | $1,529 | 445 | $1,982 |
| 0202200059 | Meat; of bovine animals, veal (other than bobby) quarters and cuts, with bone in, frozen (excluding carcasses, half carcasses, and quarters) | 0 | $0 | 1 | $1,881 | 0 | $0 |
| 0202200001 | Meat; of bovine animals, beef quarters of steer and heifer, P1 grade, with bone in, frozen | 18 | $709 | 0 | $0 | 0 | $0 |
| 0202200039 | Meat; of bovine animals (excluding steer, heifer, cow and bull), beef quarters, with bone in, frozen | 111 | $3,826 | 42 | $3,026 | 0 | $0 |
| 0201300001 | Meat; of bovine animals, beef cuts According To the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, fresh or chilled | 2 | $21,284 | 1,125 | $5,929 | 3,254 | $6,130 |
| 0201300011 | Meat; of bovine animals, boneless cuts of bull, fresh or chilled | 0 | $0 | 84 | $6,022 | 929 | $5,824 |
| 0201300009 | Meat; Of Bovine Animals, Beef Cuts Other Than According To the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, fresh or chilled | 0 | $0 | 87 | $5,065 | 400 | $5,283 |
| 0201200041 | Meat; Of Bovine Animals, Beef Cuts According To the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, fresh or chilled (excluding carcasses, half carcasses, and quarters) | 0 | $0 | 2 | $10,700 | 45 | $8,279 |
| 0201200049 | Meat; Of Bovine Animals, Beef Cuts Other Than According To the NZ Meat Producers Board definition of cow, steer,& heifer, boneless, fresh or chilled (excluding carcasses, half carcasses, and quarters) | 0 | $0 | 0 | $0 | 7 | $9,397 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 1602501900 | Meat Preparations; Of Bovine Animals, Meat Or Meat Offal, Prepared or preserved, packed other than in airtight cans or jars, NEC | 0 | $0 | 1 | $15,496 | 0 | $0 |
| | **Total Beef Exports to China** | **47,128** | **$4,787** | **58,353** | **$4,864** | **113,460** | **$4,832** |