Market prices and indexes

Top 20 countries buying U.S. beef products *(exports)*

Rank	Country	2015 Beef and variety meat *(in metric tons)*	Percent change from 2014	Rank	2015 Beef and variety meat value *(in thousands of dollars)*	Percent change from 2014
1	Mexico	225,574	-7%	2	$1,091,762	-6%
2	Japan	204,927	-15%	1	$1,280,057	-19%
3	Republic of Korea	126,093	+7%	4	$810,391	-4%
4	Canada	124,822	-9%	3	$900,342	-13%
5	Hong Kong	120,905	-22%	5	$800,030	-31%
6	Egypt	104,299	-15%	8	$153,554	+2%
7	Taiwan	35,286	+4%	6	$318,522	+8%
8	European Union*	24,300	+3%	7	$305,748	+11%
9	Phillippines	12,705	+6%	10	$63,427	+7%
10	Chile	9,551	-14%	12	$54,748	-17%
11	Peru	8,519	-36%	16	$25,381	-25%
12	Dominican Republic	7,109	+7%	11	$58,663	+6%
13	United Arab Emirates	5,735	+1%	9	$68,324	+8%
14	Guatemala	4,222	+5%	15	$27,955	+12%
15	Vietnam	4,212	+47%	14	$32,265	+46%
16	Jamaica	4,191	-9%	19	$16,524	+10%
17	The Bahamas	3,293	-1%	17	$24,673	+11%
18	Kuwait	3,258	+11%	13	$33,421	+17%
19	Singapore	2,397	+54%	18	$23,779	+40%
20	Australia (*)	844	-6%	20	$3,107	-25%
	Total all countries	1,067,614	-11%		$6,302,700	-12%

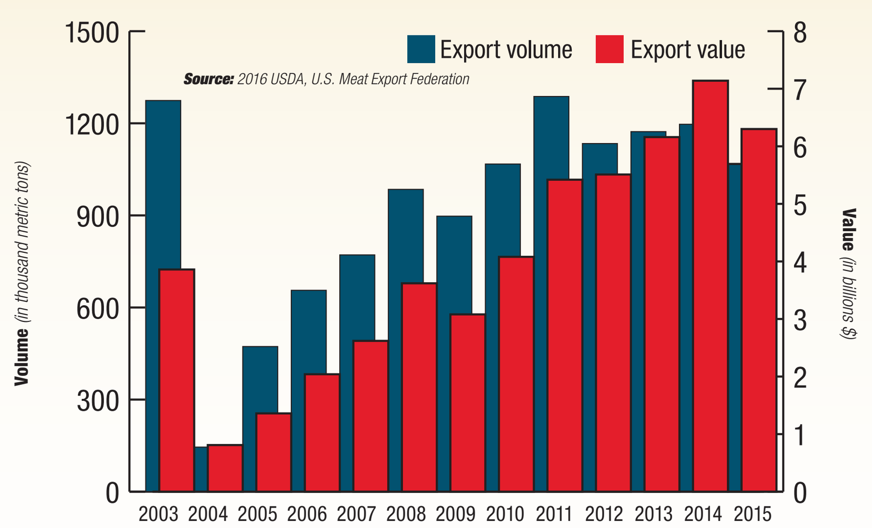
Source: *2016 USDA, U.S. Meat Export Federation*
(*) denotes a country that is a summarization of its component countries.
Editor's note: *A list graphic for top nations that export beef, showing rank for beef & veal exports, total value in 2015, and % change from 2014. A secondary ranking can be used for the export leaders of beef variety meats with accommodating ranking.*

Top 10 countries shipping beef products to the U.S. *(imports)*

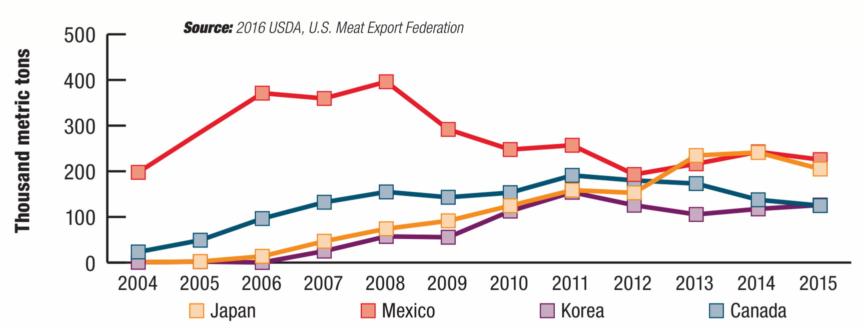
Rank	Country	2015 Beef and Veal imported *(in metric tons)*	Percent change from 2014	Rank	2015 Beef and Veal imported *(in thousands of dollars)*	Percent change from 2014
1	Australia (*)	423,022	+17%	1	$2,493,751	+24%
2	New Zealand (*)	219,573	+11%	2	$1,199,223	+20%
3	Canada	213,258	+4%	3	$1,133,204	+2%
4	Mexico	145,771	+26%	4	$1,007,935	+28%
5	Uruguay	43,869	+49%	6	$279,675	+50%
6	Brazil	36,667	+81%	5	$306,177	+41%
7	Nicaragua	34,883	-25%	7	$177,303	-22%
8	Costa Rica	9,234	-4%	8	$45,712	-2%
9	Honduras	1,140	-62%	11	$5,997	-60%
10	Ireland	1,039	NA	10	$7,349	NA
	Total all countries	1,130,360	+14%		$6,676,432	+19%

Source: *2016 Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics*
(*) denotes a country that is a summarization of its component countries.
Editor's note: *A list graphic for top nations that export beef, showing rank for beef & veal exports, total value in 2015, and % change from 2014. A secondary ranking can be used for the export leaders of beef variety meats with accommodating ranking.*

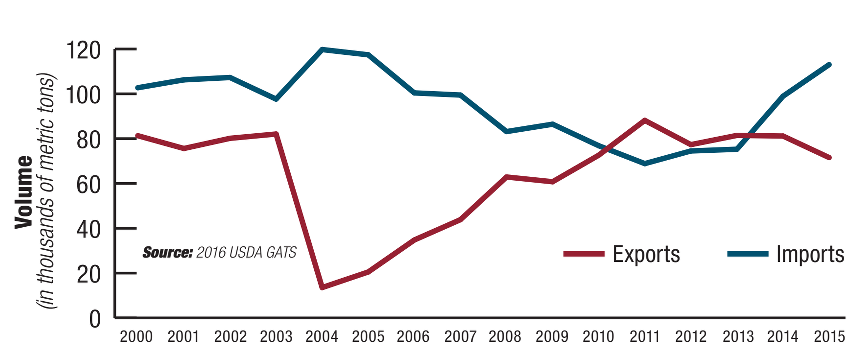
U.S. beef products export volume and value



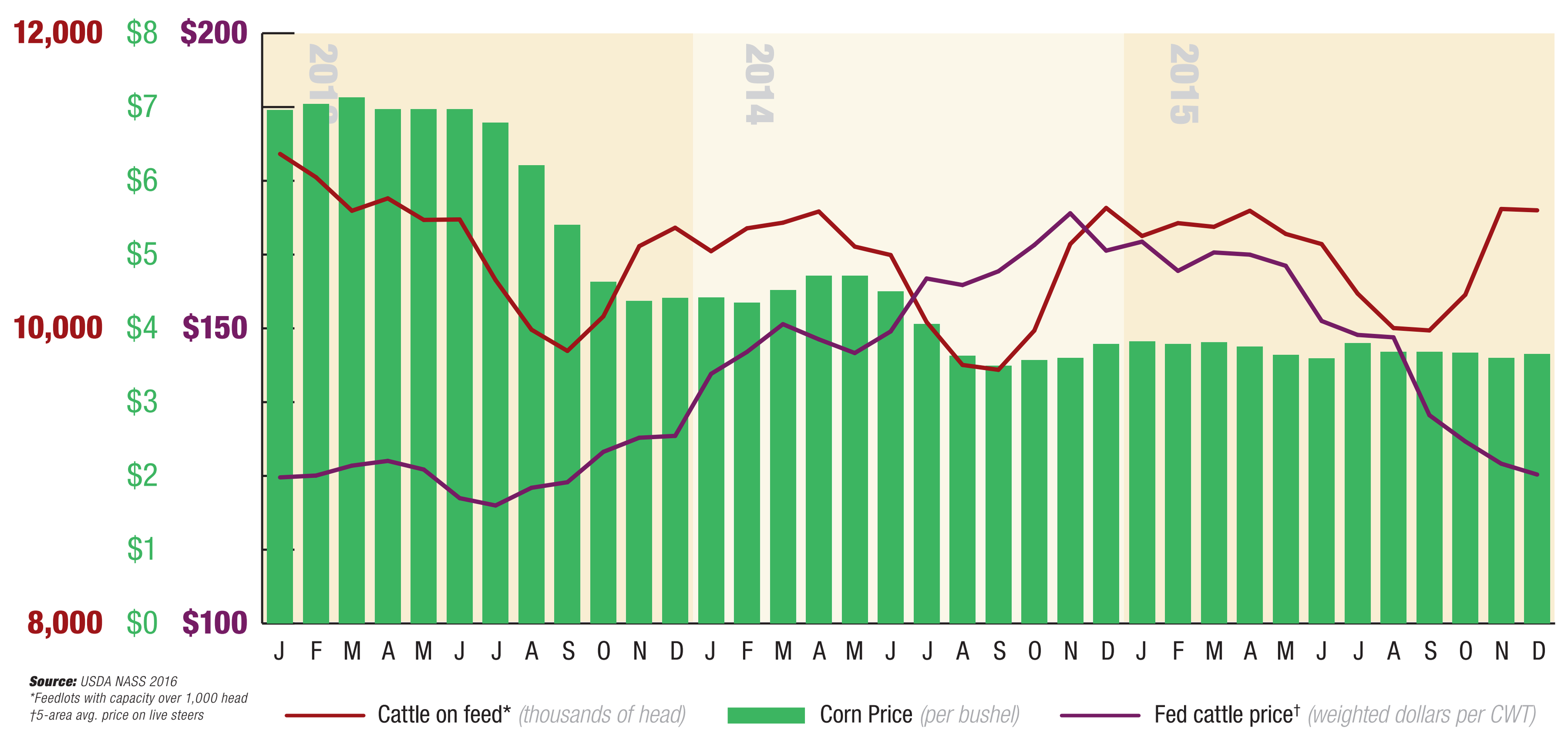
U.S. beef exports to select markets



U.S. beef and veal annual trade



2013-2015 — Monthly cattle on feed, corn price and fed cattle prices

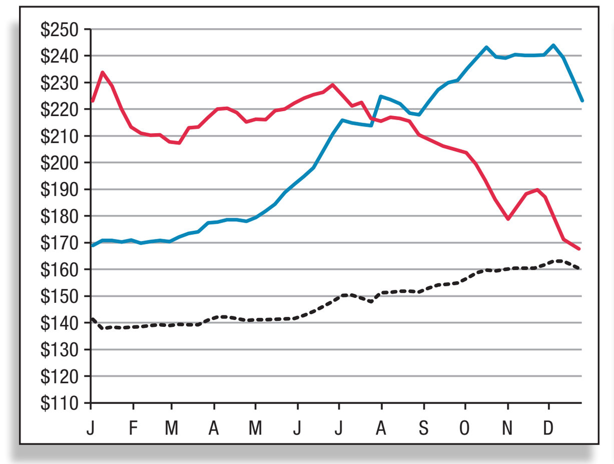


Cattle price indexes and spreads

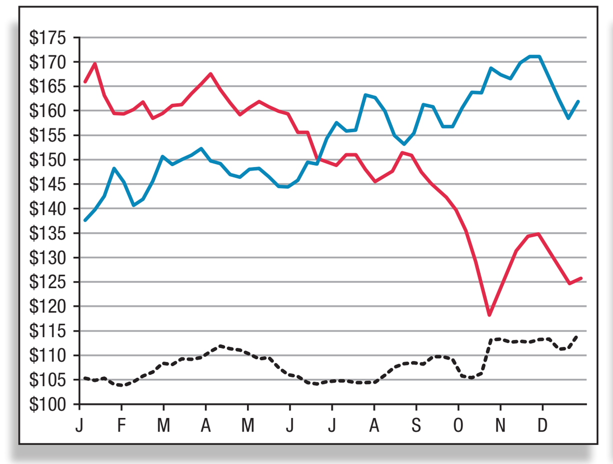
Source: USDA Livestock Grain & Market News 2016

5 yr avg — 2014 — 2015

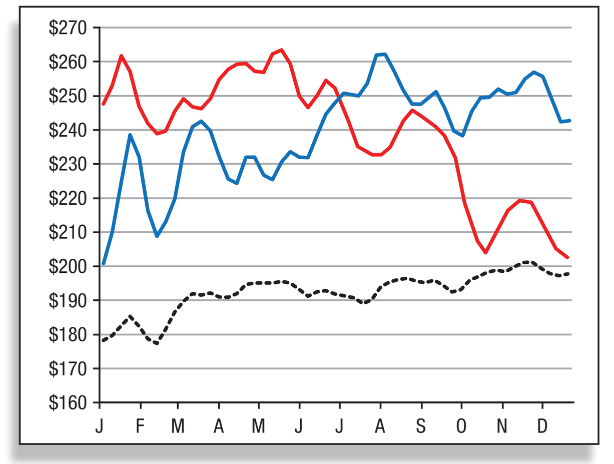
CME feeder cattle index



5-area weekly weighted average select steer price



Weekly choice cutout



PROGRESSIVE CATTLEMAN 2016 beef statistics

Beef industry sees herd expansion jump even higher in 2015

Progressive Cattleman **Editor David Cooper**

The U.S. beef cattle inventory saw a second straight year of herd rebounding in 2015, as operations around the country continued to target ways to increase their retention of beef cows.

Overall cattle inventory hit 91.9 million head, a jump of 2.1 million head, or 2.4 percent more than 2015. The U.S. total beef cow inventory also jumped just more than 1 million head, or 3.5 percent. This marked the first time since 2006 the beef cow inventory had jumped for two consecutive years.

The 1 million head annual growth in beef cows was the largest increase seen in over two decades. However, beef slaughter production slipped for the fifth straight year and to its lowest level since 1993.

Higher numbers of beef cows were seen in Washington (12.6 percent), Idaho (11.3 percent), Illinois (8.2 percent) and Mississippi (6.8 percent).

Colorado's herd jumped 6.5 percent, followed by California and Nebraska at 5.9 and 5.5 percent, respectively. Texas led the country in total head increase, with 160,000 more beef cows or 3.9 percent.

All three regions of the country also saw expansion in the overall cattle inventory herd counts. But the total of cash receipts fell in the West and South regions, as the industry faced a difficult third and fourth quarter.

Sales and prices

Trouble became apparent in the markets around September as the weekly choice cutout fell through its yearlong range between $235 and $260, hitting $205 in mid-October. The five-area weekly average select steer price edged down to the $152 (cwt) range in early fall, then took a 21 percent drop in just over a month. The period was just as rough for feeder cattle – dropping from $230 per cwt in July to $169 by year's end.

Fed cattle prices followed the same rough trend, bringing prices in December 2015 down to a weighted average price of $125 per cwt, off 23 percent from the same month in 2014. Corn prices, however, found a steady floor in the $3.70 range.

Trade and exports

Hampered by a shutdown of western shipping ports in early 2015, and compacted by a stronger U.S. dollar, beef trade suffered heavily throughout the year, with an overall decline of nearly 1 million metric tons – or 11.8 percent less – since 2014. Meanwhile imports into the U.S. made a staggering 14.2 percent climb in 2015, with 140,940 metric tons more sent to American buyers. Australia sent 17 percent more beef in 2015, generating $475 million, or 24 percent, more export value for 2014.

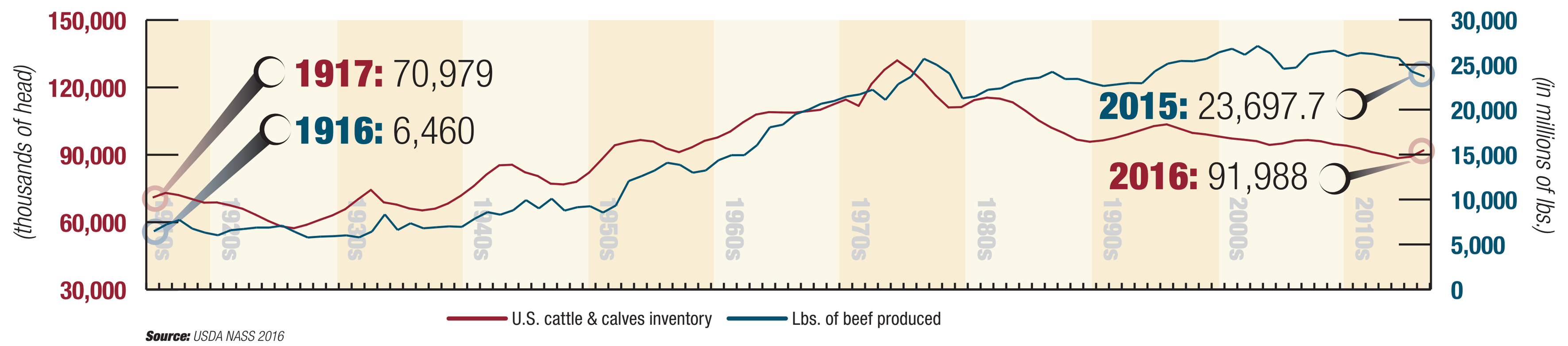
Total U.S. export value dropped 12 percent overall, to $6.3 billion. Mexico remained the largest volume buyer of U.S. beef with 225.574 metric tons, down 7 percent. Japan followed with 204,927 metric tons, 15 percent less than 2014. South Korea jumped into third as a volume buyer with 126,093 metric tons, up 7 percent.

Global production

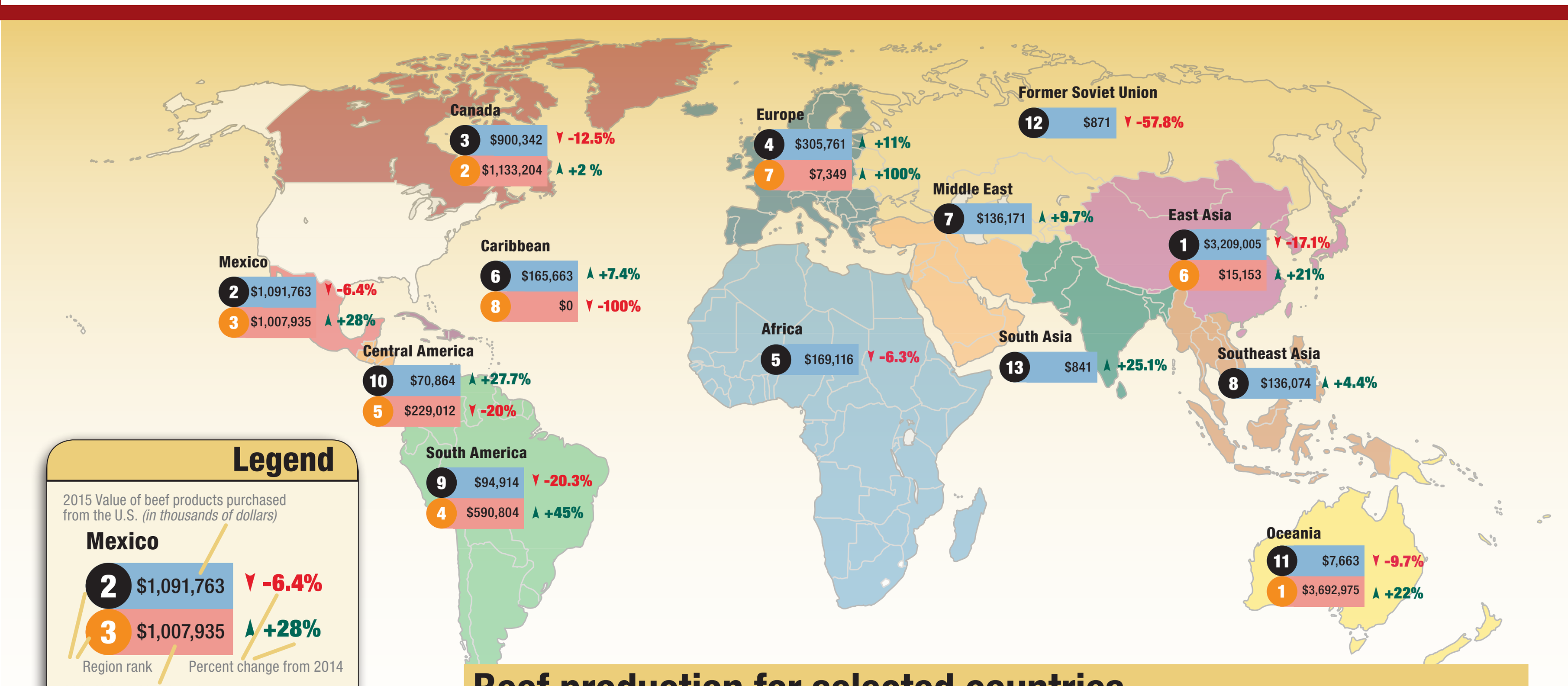
Turning to the 2016 production year, the U.S. began the year expanding its veal/beef production, again leading the world partners in volume produced with 11.3 million metric tons, Brazil followed with 9.6 million metric tons, and the EU in third with 7.7 million.

The U.S. boosted its share of the total world beef production – from 18.7 to 19.2 percent, followed by Brazil, the EU and China, with 16.3, 13.0 and 11.5 percent, respectively.

100-year history: U.S. cattle & calves inventory & beef produced

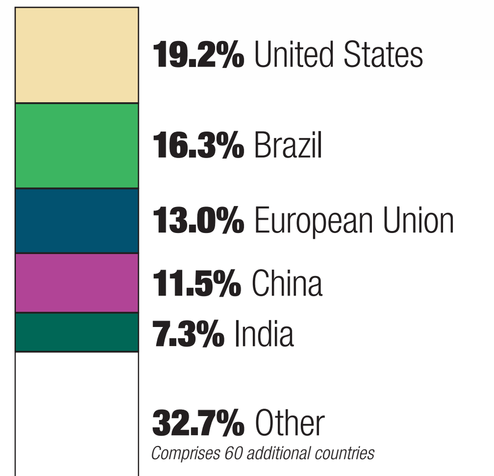


Global production and trade



Source: Dept. of Commerce, U.S. Census Bureau, Foreign Trade Statistics

Percentage of world beef production



Beef production for selected countries

Veal/beef production rank	Country	Volume *(in thousands of metric tons)* 2016*	Percent change from 2015	Percent of world beef production	Beef cattle rank	Beef cattle *(1,000 head)* 2016*	Percent change from 2015	Beef cattle exported rank	Beef cattle exported *(1,000 head)* 2016*	Percent change from 2015	Beef cattle slaughtered rank	Beef cattle slaughtered *(1,000 head)* 2016*	Percent change from 2015
1	United States	11,328	+4.7%	19.2%	4	91,988	+3.2%	7	75	+4.2%	4	30,455	+4.0%
2	Brazil	9,620	+2.1%	16.3%	2	219,180	+2.9%	5	300	+41.5%	2	38.700	+0.9%
3	European Union	7,680	+0.1%	13.0%	5	88,750	+0.4%	3	750	+7.1%	5	26,800	+0.4%
4	China	6,785	+1.3%	11.5%	3	100,275	-0.2%	10	20	NC	1	48,175	+0.4%
5	India	4,300	+4.9%	7.3%	1	302,600	+0.5%	NA	NA	NA	3	38,500	+4.1%
6	Argentina	2,680	-2.2%	4.5%	6	51,995	+0.9%	NA	NA	NA	6	12,100	-3.2%
7	Australia	2,180	-14.4%	3.7%	7	27,682	-4.9%	2	1,100	-17.7%	7	8,125	-16.0%
8	Mexico	1,865	+0.8%	3.2%	9	16,605	-3.0%	1	1,125	-7.3%	9	5,925	-0.8%
9	Pakistan	1,775	+2.9%	3.0%	NA	NA	NA	NA	NA	NA	NA	NA	NA
10	Russia	1,310	-3.3%	2.2%	8	18,838	-1.6%	9	24	NC	8	6,450	-3.2%
11	Canada	1,065	+1.4%	1.8%	11	11,960	+0.3%	4	750	-9.9%	11	2,950	+1.5%
12	South Africa	885	+1.1%	1.5%	NA	NA	NA	NA	NA	NA	NA	NA	-100.0%
13	Colombia	855	+1.2%	1.4%	NA	0	NA	13	0	NA	NA	NC	NC
14	New Zealand	659	-4.5%	1.1%	12	9,972	-3.8%	11	15	-28.6%	10	4,444	-8.2%
15	Paraguay	590	NC	1.0%	NA	NA	NA	NA	NA	NA	NA	NA	NA
16	Uruguay	575	+0.9%	1.0%	10	11,960	-0.8%	6	215	-0.9%	12	2,320	+0.7%
	Total of selected countries	55,837	-10.4%			973,420	+0.8%		4,430	-5.6%		232,233	+0.3%

Source: *USDA Foreign Agricultural Service*
**Data available for 2016 market year which in some cases may differ from calendar year data.*

2016 U.S. beef industry statistics

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Top 50 beef cow counties

State	County	2016 head	2016 Rank	2015 head	2015 Rank	Change (annual)
NE	Cherry	145,000	1	140,000	1	+3.6%
NE	Holt	93,000	2	88,000	2	+5.7%
NE	Custer	92,000	3	87,000	3	+5.7%
FL	Okeechobee	82,000	4	81,000	4	+1.2%
MT	Beaverhead	80,000	5	80,000	5	NC
SD	Meade	74,000	6	70,000	6	+5.7%
FL	Highlands	71,000	7	70,000	6	+1.4%
OR	Malheur	70,000	8	69,000	8	+1.4%
OR	Harney	66,000	9	65,000	10	+1.5%
MT	Fergus	65,000	10	66,000	9	-1.5%
OK	Osage	64,000	11	62,000	11	+3.2%
TX	Gonzales	63,000	12	61,000	12	+3.3%
TX	Lavaca	63,000	12	61,000	12	+3.3%
FL	Osceola	62,000	14	61,000	12	+1.6%
FL	Polk	62,000	14	61,000	12	+7.0%
AR	Benton	60,000	16	58,000	16	+3.4%
SD	Perkins	59,000	17	57,000	17	+3.5%
ND	Morton	58,000	18	57,000	17	+1.8%
CO	Weld	56,000	19	53,000	22	+5.7%
OK	Craig	56,000	19	54,000	19	+3.7%
MT	Phillips	53,000	21	52,000	19	-1.9%
MT	Garfield	53,000	21	53,000	22	NC
MT	Carter	53,000	21	53,000	22	NC
MT	Powder River	53,000	21	54,000	19	-1.9%
TX	De Witt	53,000	21	51,000	26	+3.9%
WY	Carbon	53,000	21	52,000	25	+1.9%
WY	Campbell	52,000	27	51,000	26	+2.0%
WY	Fremont	52,000	27	51,000	26	+2.0%
AR	Washington	51,000	29	49,500	31	+3.0%
MT	Rosebud	51,000	29	51,000	26	NC
TX	Brazoria	51,000	29	50,000	30	+2.0%
NE	Sheridan	49,500	32	47,000	36	+5.3%
OK	Caddo	49,500	32	48,000	33	+3.1%
TX	Leon	49,500	32	48,000	33	+3.1%
MO	Lawrence	49,000	35	47,500	35	+3.2%
MT	Big Horn	49,000	35	49,500	31	-1.0%
ID	Owyhee	48,500	37	43,000	45	+12.8%
TX	Fayette	48,500	37	46,500	38	+4.3%
NE	Knox	47,500	39	45,000	39	+5.6%
MT	Madison	47,000	40	47,000	36	NC
MO	Polk	45,000	41	44,000	41	+2.3%
MT	Blaine	45,000	41	45,000	39	NC
OK	Bryan	45,000	41	43,500	43	+3.4%
OK	Leflore	45,000	41	43,000	45	+4.7%
TX	Houston	45,000	41	43,500	43	+3.4%
ND	Grant	44,500	46	44,000	41	+1.1%
SD	Harding	44,500	46	42,500	47	+4.7%
OK	Pittsburg	43,500	48	42,000	50	+3.6%
OR	Lake	43,500	48	42,500	47	+2.4%
SD	Hand	43,500	48	41,500	53	+4.8%

Source: USDA NASS 2016

West · South · North

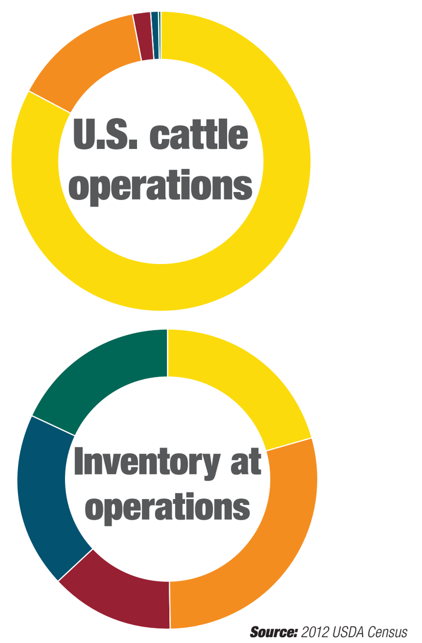
U.S. cattle inventory and operations by size

U.S. cattle operations Total: 913,246

- 1 - 99 head | 755,687 | 82.7%
- 100 - 499 head | 129,637 | 14.2%
- 500 - 999 head | 17,437 | 1.9%
- 1,000 - 4,999 | 9,381 | 1.0%
- 5,000+ | 1,124 | 0.1%

Inventory at operations by size Total: 89,995,614

- 1 - 99 head | 18,590,763 | 20.7%
- 100 - 499 head | 26,307,079 | 29.2%
- 500 - 999 head | 11,661,863 | 13.0%
- 1,000 - 4,999 | 17,179,965 | 19.1%
- 5,000+ | 16,023,441 | 17.8%



Source: 2012 USDA Census

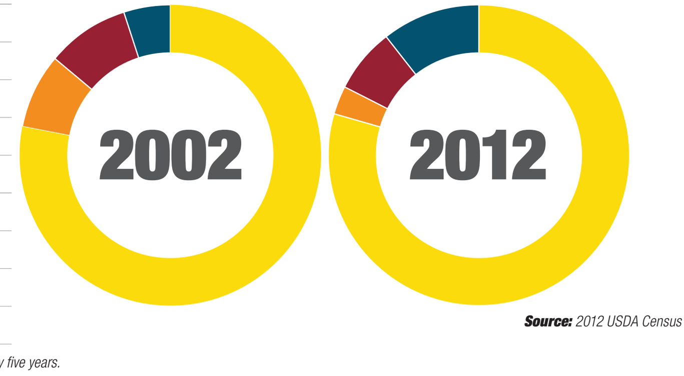
U.S. cattle operations by segment

2002 Total operations: 1,018,259

- Cow/calf | 796,436 | 78.21%
- Feedlot | 80,743 | 7.93%
- Dairy | 91,989 | 9.03%
- Stocker/grower | 49,191 | 4.83%

2012 Total: 913,246

- Cow/calf | 727,808 | 79.71%
- Feedlot | 26,586 | 2.91%
- Dairy | 64,098 | 7.02%
- Stocker/grower | 94,656 | 10.36%



Source: 2012 USDA Census

Note: US Census data are released once every five years. 2012 is the most recent report.

5-year beef cow herd expansion

Top 10

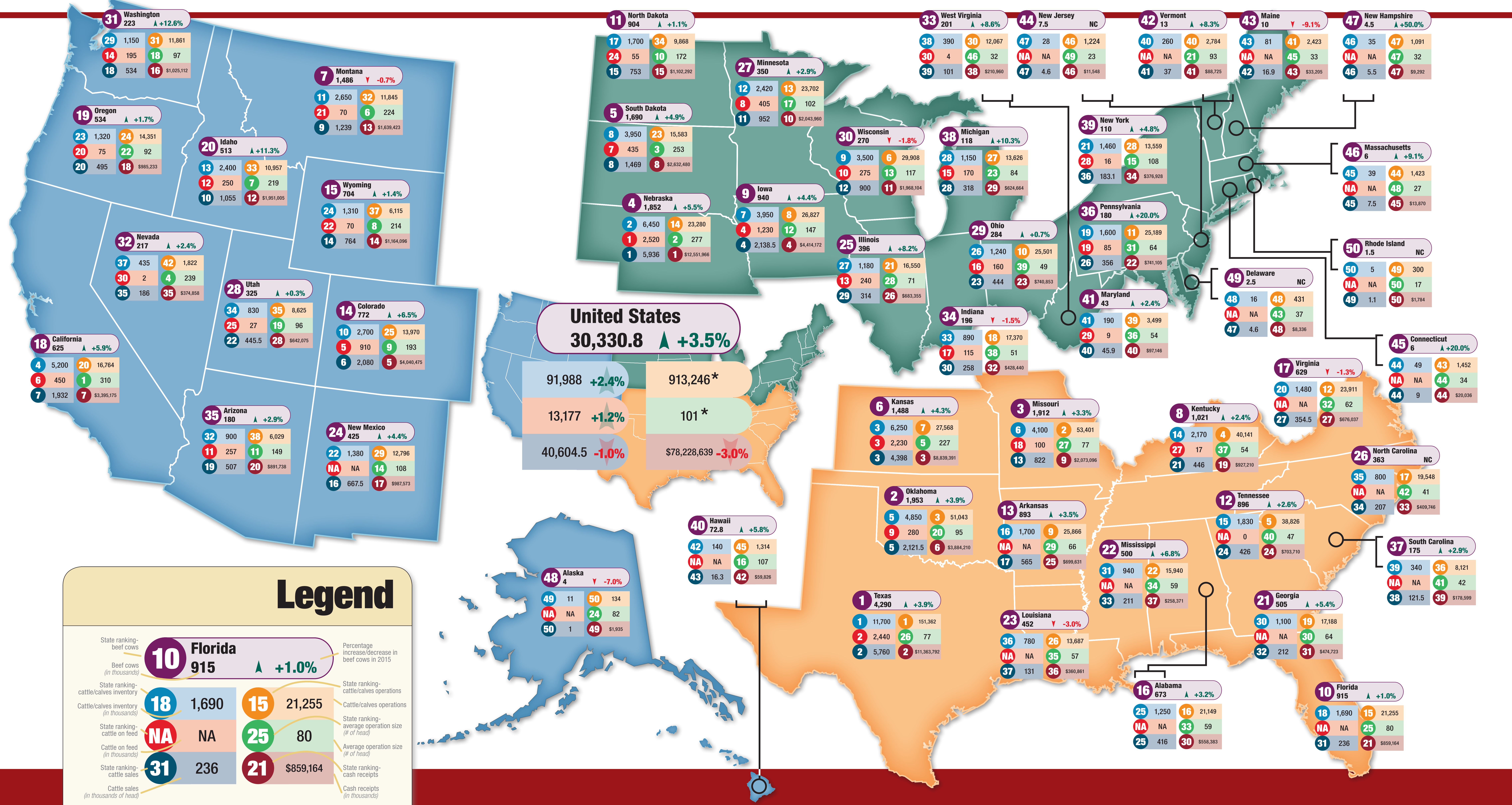
Rank in Growth	State	Change of Head	Percent Change	2016 Head	2011 Head
1	Iowa	+80,000	+9.3%	940,000	860,000
1	South Dakota	+80,000	+5.0%	1,690,000	1,610,000
3	Idaho	+57,000	+12.5%	513,000	456,000
4	Nebraska	+50,000	+2.8%	1,852,000	1,802,000
5	Missouri	+47,000	+2.5%	1,912,000	1,865,000
6	Colorado	+45,000	+6.2%	772,000	727,000
7	Illinois	+44,000	+12.5%	396,000	352,000
8	North Dakota	+24,000	+2.7%	904,000	880,000
9	New York	+20,000	+22.2%	110,000	90,000
10	Michigan	+19,000	+19.2%	118,000	99,000

Source: USDA NASS 2016

Bottom 5

Rank in Growth	State	Change of Head	Percent Change	2016	2011
46	Virginia	-56,000	-8.2%	629,000	685,000
47	New Mexico	-73,000	-14.7%	425,000	498,000
47	Oklahoma	-73,000	-3.6%	1,953,000	2,026,000
49	Tennessee	-94,000	-9.5%	896,000	990,000
50	Texas	-635,000	-12.9%	4,290,000	4,925,000

Source: USDA NASS 2016



Legend

State ranking-beef cows: 10	Florida	Beef cows (in thousands): 915	Percentage increase/decrease in beef cows in 2015: +1.0%
State ranking-cattle/calves inventory: 18	Cattle/calves inventory (in thousands): 1,690	State ranking-cattle/calves operations: 15	Cattle/calves operations: 21,255
State ranking-cattle on feed: NA	Cattle on feed (in thousands): NA	State ranking-average operation size (# of head): 25	Average operation size (# of head): 80
State ranking-cattle sales: 31	Cattle sales (in thousands of head): 236	State ranking-cash receipts: 21	Cash receipts (in thousands): $859,164

Source: *USDA 2016 statistics*
**UDSA Census 2012*

West region

Cattle/calves, Dairy, Greenhouse

Cattle/calves # of head	20,426,000
Calf crop	8,433,500
Cattle on feed	2,306,000
Cattle sales	9,922,300
Beef cows	6,080,800
Cattle/calves operations	116,583
1-99 head (operations)	93,311
100-499 head (operations)	15,979
500+ head (operations)	7,293
Cash receipts	$17,158,524,000

North region

Corn, Soybeans, Cattle/calves

Cattle/calves # of head	30,582,000
Calf crop	10,573,200
Cattle on feed	5,719,000
Cattle sales	14,254,700
Beef cows	7,585,000
Cattle/calves operations	267,657
1-99 head (operations)	203,683
100-499 head (operations)	52,705
500+ head (operations)	11,269
Cash receipts	$32,266,894,000

South region

Cattle/calves, Broilers, Corn

Cattle/calves # of head	40,980,000
Calf crop	15,295,000
Cattle on feed	5,089,000
Cattle sales	16,427,500
Beef cows	16,665,000
Cattle/calves operations	529,006
1-99 head (operations)	458,693
100-499 head (operations)	60,923
500+ head (operations)	9,390
Cash receipts	$28,803,221,000

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