

Bord Bia – DAFM Live Exporters Meeting

Joe Burke

January 2018

Growing the success of Irish food & horticulture

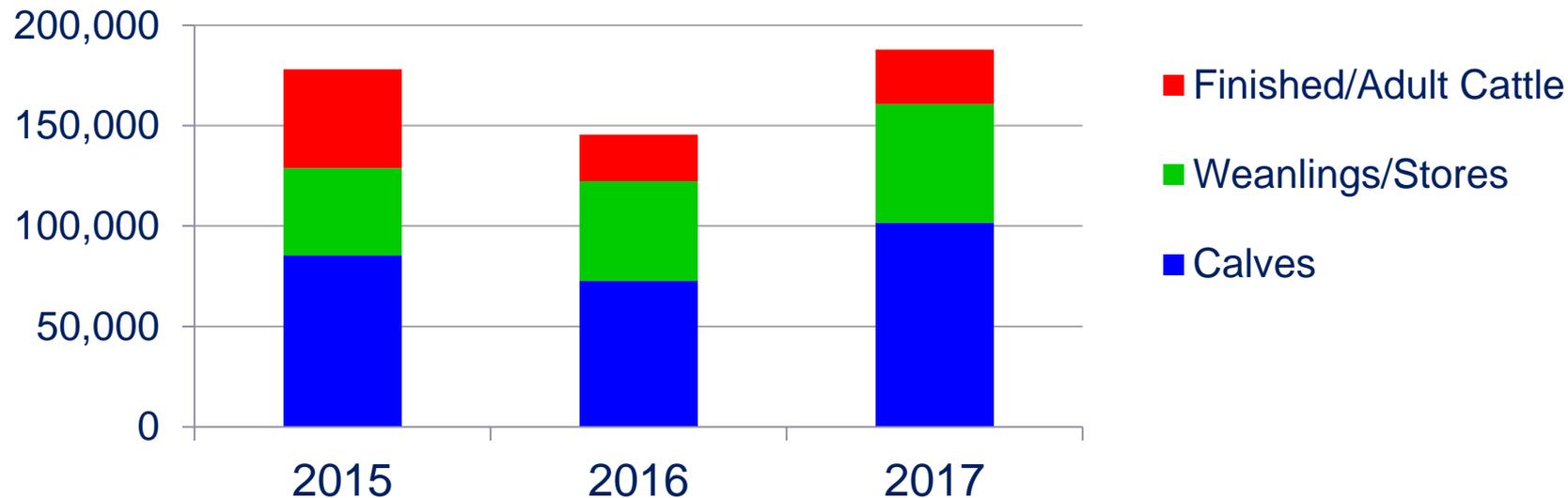
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Irish Food Board

Livestock Review and Outlook

- Export Performance
- 2017 Herd Profile / Calf Births
- Market Situation:
 - Netherlands
 - Italy
 - Spain



2017 Live Exports reach 188,000 hd (+30%)



- Calf exports 40% higher, at 101,600 hd
- Weanlings & stores up 20%, to 59,200 hd
- Adult cattle grew by 17%, to 27,100 hd

Live Cattle Exports 2017

Distribution of Live Exports from Ireland to w/e. 30th Dec.

(head)	2016	2017	% change
Total	145,437	187,870	+30%
NI	24,531	26,073	+6%
GB	6,785	5,851	-14%
Italy	18,558	19,441	+5%
Spain	37,008	50,451	+36%
Netherlands	27,041	41,848	+55%
Belgium	432	5,525	+1500%
Other EU	9,212	5,709	-38%
Turkey	19,269	30,562	+60%
Other int. mkt.s	2,601	2,410	-7%



Live Sheep Exports 2017

Distribution of Live Sheep Exports from Ireland 2016 vs 2017

(000' head)	2016	2017	% change
Total	48,036	35,349	-27%
Belgium	8,507	4,653	-45%
France	21,142	15,837	-25%
Germany	4,901	5,144	+5%
Italy	1,677	468	-72%
UK	2,094	1,109	-47%
Netherlands	7,844	8,112	+3%
Singapore	1,871	0	-100%



75% of live sheep exports
(26,623) occurred in August

Factory throughput of sheep reached a 10-year high of 2.95m.

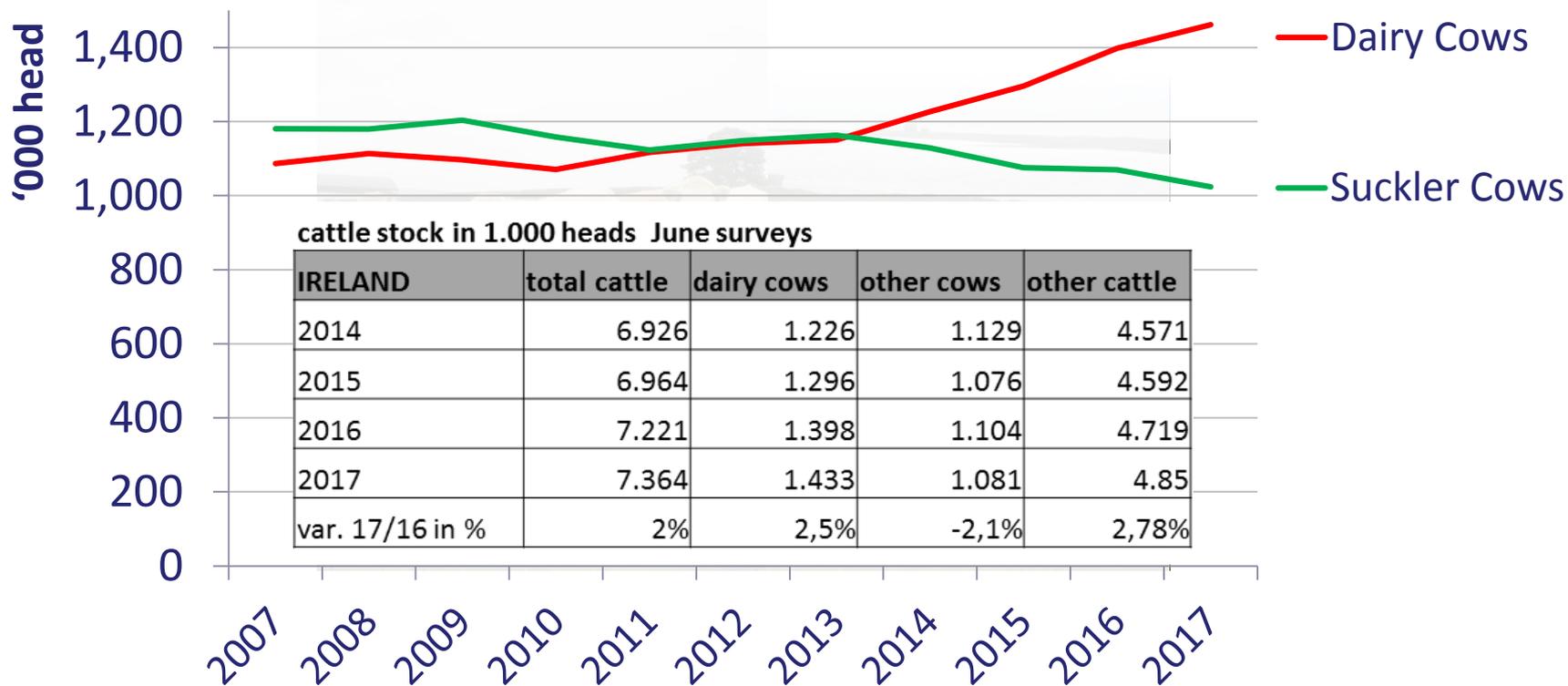
Herd Profile / Calf Births



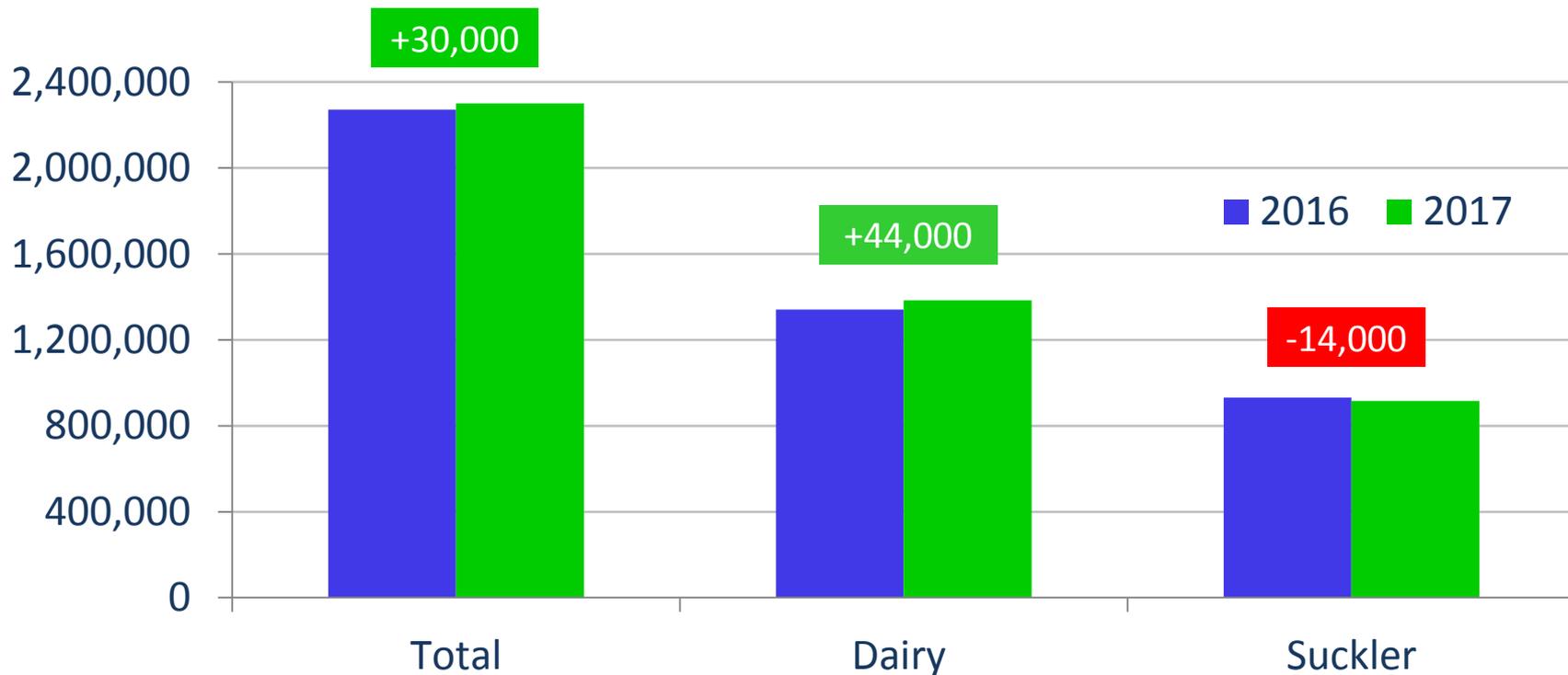
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National Cattle Herd (2007 – 2017)

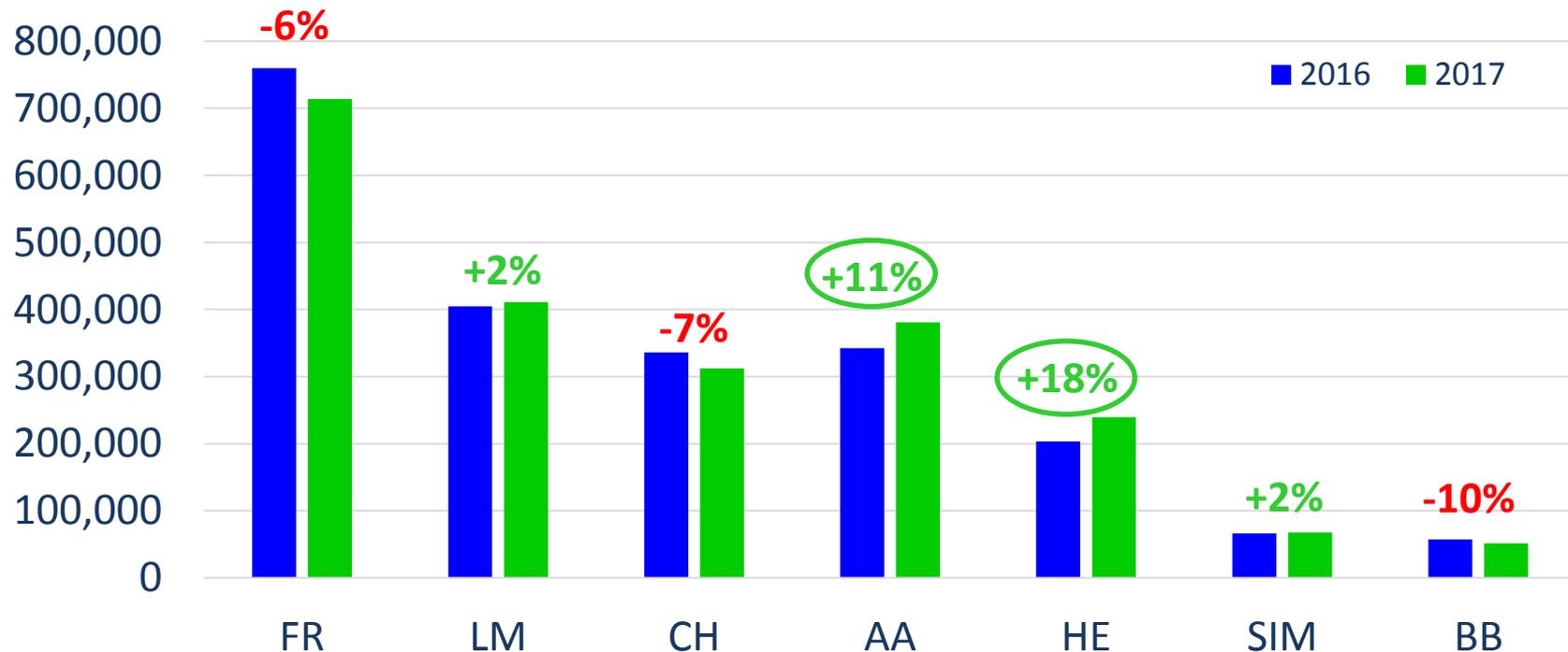


Calf Registrations up 1.3% in 2017 (w/e. 15/12)



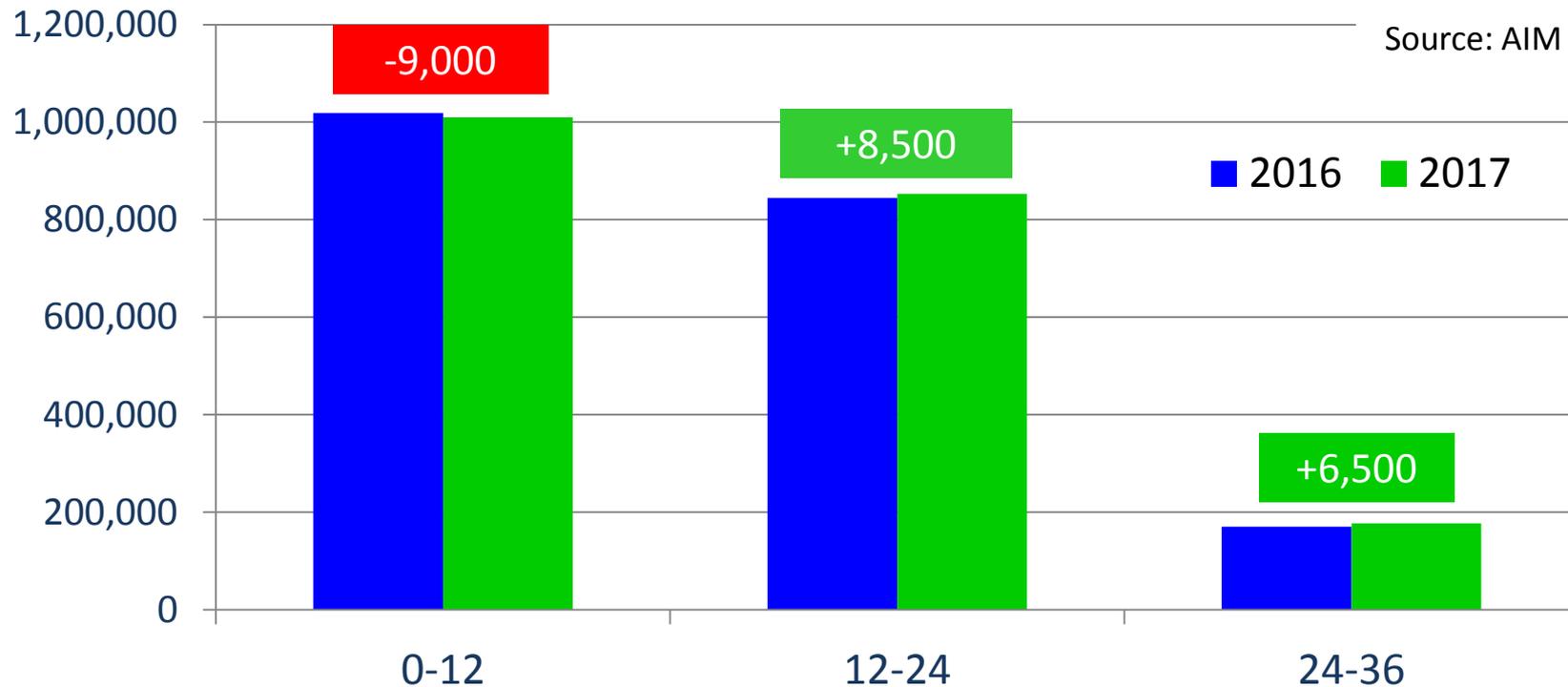
Source - ICBF / AIM

Calf Registrations by Breed Jan-Nov 2017 vs '16

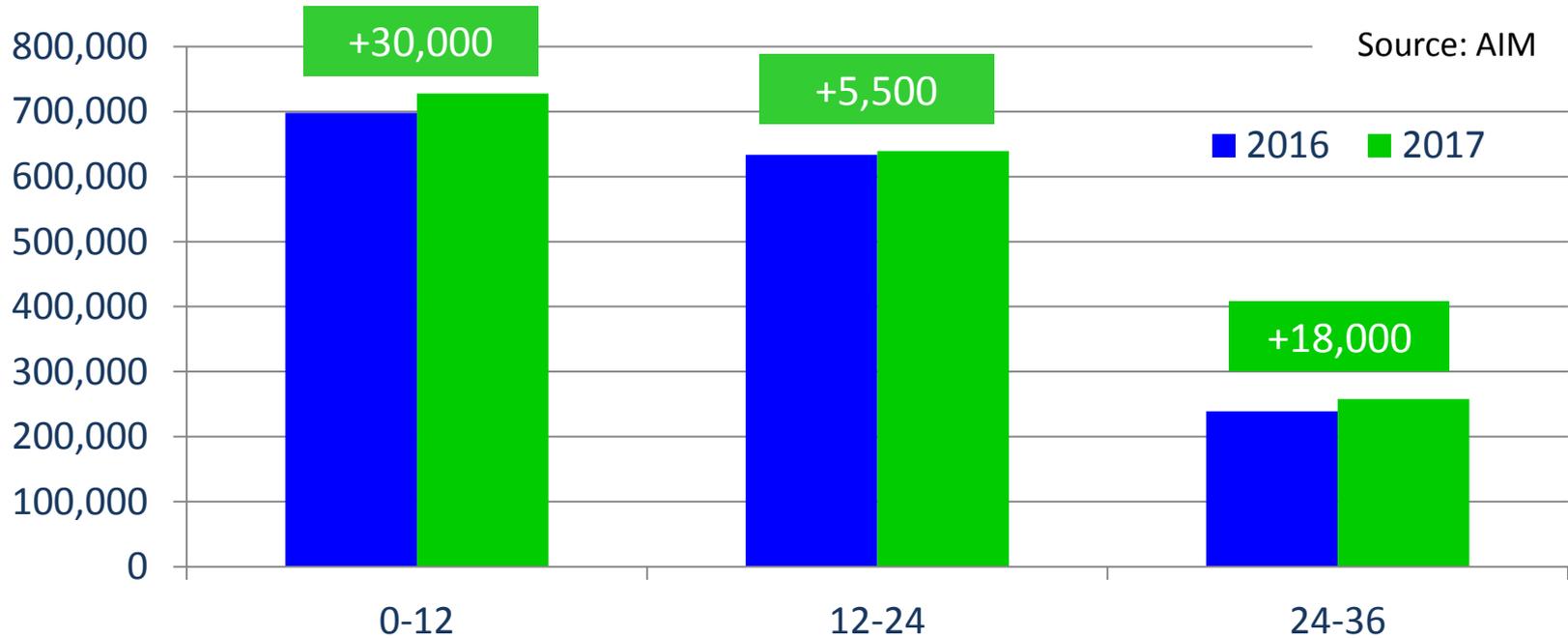


Source - AIM

Male Cattle Numbers by Age Category on 1st of November



Female Beef Cattle No.s by Age Category on 1st of November



Average Prices: Weanling Bulls €/kg LW

	Top 1/3	Average	Bottom 1/3
2015	2.88	2.48	2.06
2016	2.75	2.35	1.82
2017	2.78	2.36	1.78

Source - IFJ Martwatch

+1.1%

+0.4%

-2.2%

Average Prices of male dairy calves €/hd each spring

2014	2015	2016	2017
€95	€123	€97	€106

Source - ICBF

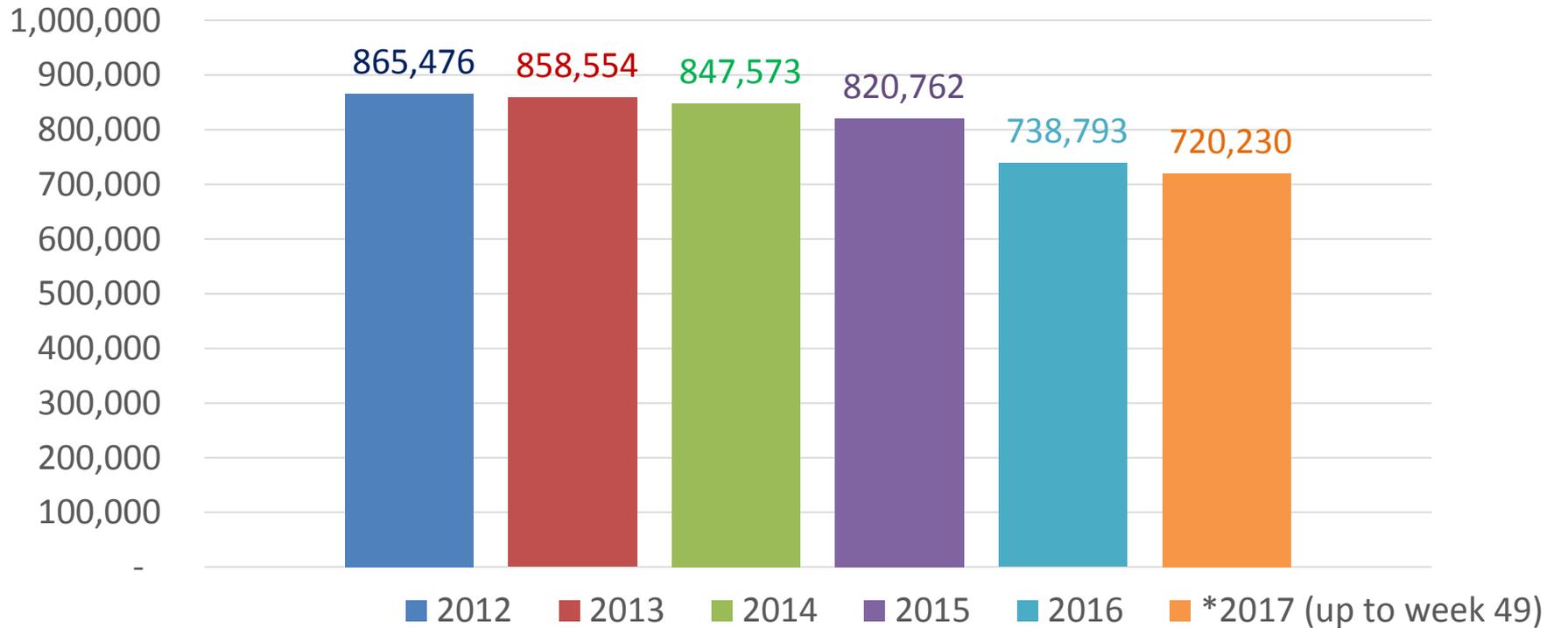
The Netherlands



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Live Calf Imports – NL (2012 – 2017)



(source: RVO)

Live Calf Imports – NL (2016 – 2017)

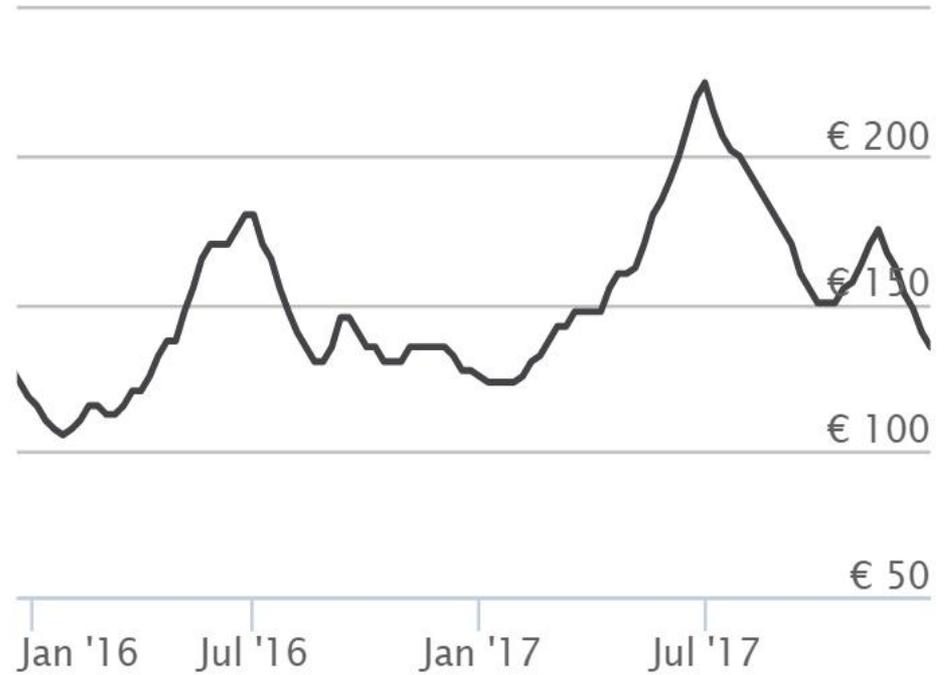
Origin	≥ Week 49 2016	≥ Week 49 2017	%Change YOY
Bel/Lux	44,995	59,830	+33%
Germany	522,264	531,619	+2%
Denmark	27,048	22,746	-16%
Ireland 2017	26,137	35,667	+36%
Estonia	11,517	14,715	+28%
Latvia	25,180	24,928	-1%
Lithuania	13,618	9,065	-33%
Poland	15,448	2,915	-81%
Czech Republic	14,905	17,042	+14%
Slovakia	284	1,703	+500%
Total 2017	701,396	720,230	+3%

Ireland is the third largest exporter of calves to NL after Germany and Bel/Lux

(source: RVO)

Dutch Calves (50+kg) Prices 2016-17

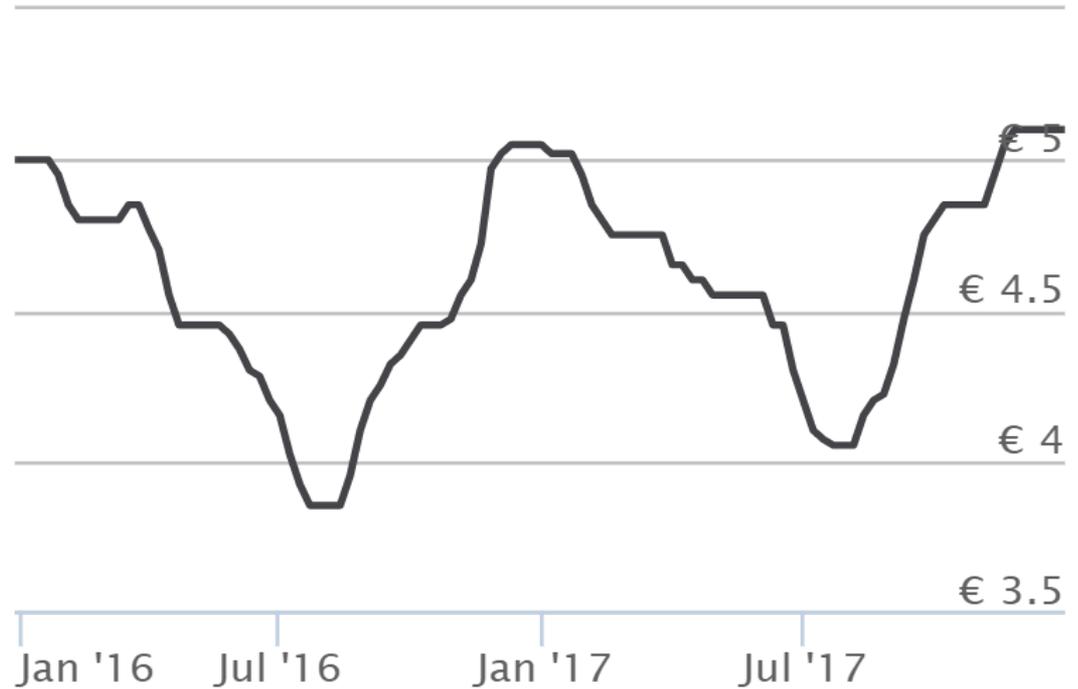
YEAR	HIGH	LOW
2017	€225/head	€123/head
2016	€180/head	€105/head



(source: De Kalverhouder)

Dutch White Veal Prices 2016-17

YEAR	HIGH	LOW
2017	€5.10/kg	€4.05/kg
2016	€5.05/kg	€3.85/kg



(source: De Kalverhouder)

Dutch Rosé Veal (<8 months) Prices 2016-17

YEAR	HIGH	LOW
2017	€4.10/kg	€3.38/kg
2016	€4.03/kg	€3.20/kg



(source: De Kalverhouder)

Dutch Rosé Veal (>8 months) Prices 2016-17

YEAR	HIGH	LOW
2017	€3.75/kg	€3.23/kg
2016	€3.70/kg	€3.05/kg



(source: De Kalverhouder)

Dutch Milk Powder Prices 2016-17

YEAR	HIGH	LOW
2017	€193/100kg	€135/100kg
2016	€198/100kg	€131/100kg



(source: De Kalverhouder)

Dutch Whey Powder Prices 2016-17

YEAR	HIGH	LOW
2017	€97/100kg	€57/100kg
2016	€85/100kg	€49/100kg



(source: De Kalverhouder)

The Netherlands 2017

Strong increase in calf purchase prices: average of €165/head vs €136/hd (2016).

Veal prices have recovered strongly since autumn.

Over the same period, milk powder and whey prices have fallen steadily.

Dutch dairy herd had to reduce by 200,000 cows, as a result of environmental regulations.

Advertising in De Kalverhouder & other producer publications

Rundvleessterren op één hand te tellen

Het aantal vleesveebedrijven met sterren van de Dierenbescherming is gering. Vooral nog profiteren grootgrutters en Ierse producenten.

De vleesveebranche in Nederland kent een sterke groei. Dit wordt vooral veroorzaakt door de toename van de vleesveeproductie. De Nederlandse vleesveebranche is daarmee een van de grootste in Europa. De Nederlandse vleesveebranche is daarmee een van de grootste in Europa. De Nederlandse vleesveebranche is daarmee een van de grootste in Europa.



Ruime aanvoer Ierse kalveren van februari tot en met mei

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Ierland is een betrouwbare leverancier van gezonde kalveren van hoge kwaliteit voor de Nederlandse kalfvleesproducent.

Er zijn grote aantallen Ierse sterkalveren van hoge kwaliteit beschikbaar voor export naar Nederland in de periode februari tot en met mei 2016. De kalveren, voornamelijk Holstein-Friesian, komen van de meest veilige

stapel die het grootste deel van het jaar buiten graast. De kalveren zijn afkomstig van graasgevoerde koeien en worden speciaal door onze gecertificeerde exporteurs van levende dieren geselecteerd en vervoerd.

Schuldities misgelopen
Blijkbaar wordt er te het werkloosheid van de Nederlandse vleesveebranche is daarmee een van de grootste in Europa. De Nederlandse vleesveebranche is daarmee een van de grootste in Europa.

ANNOUËT
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MILK ENLAGE

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Irish Food Board

Neem contact op met Bord Bia, de Ierse voedsel- en landbouworganisatie.

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Italy

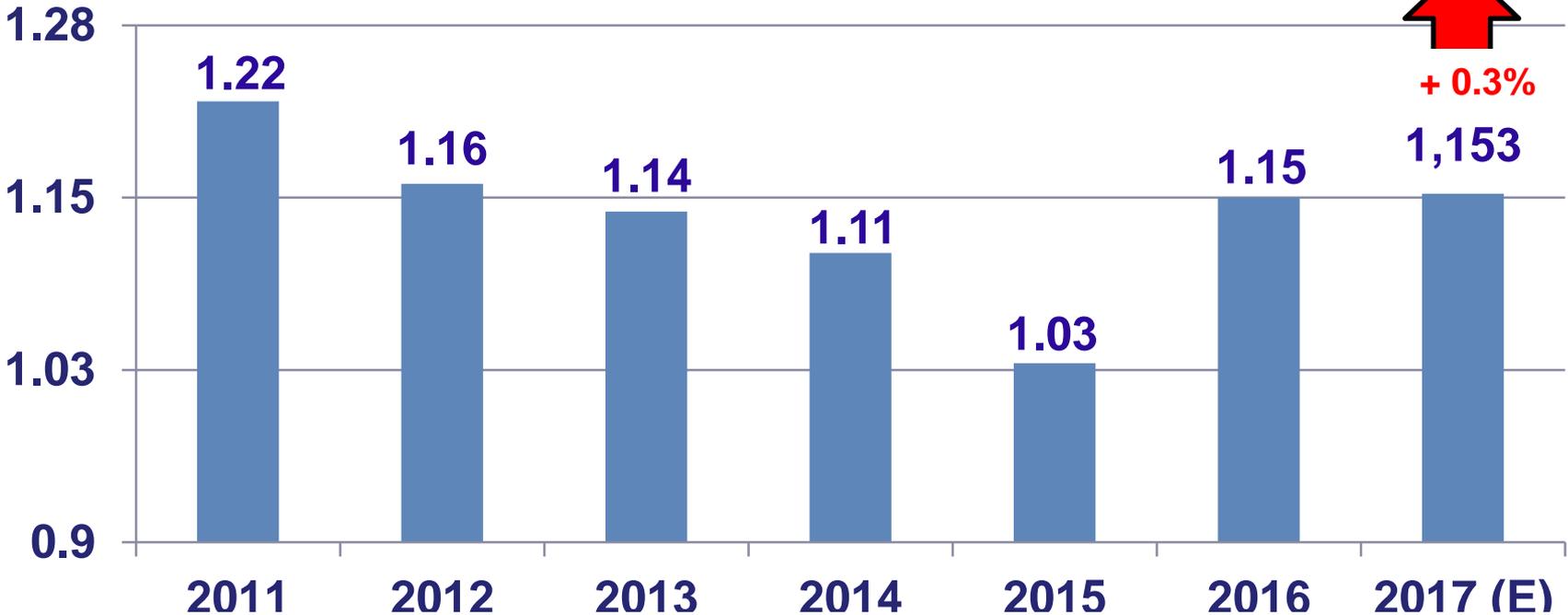


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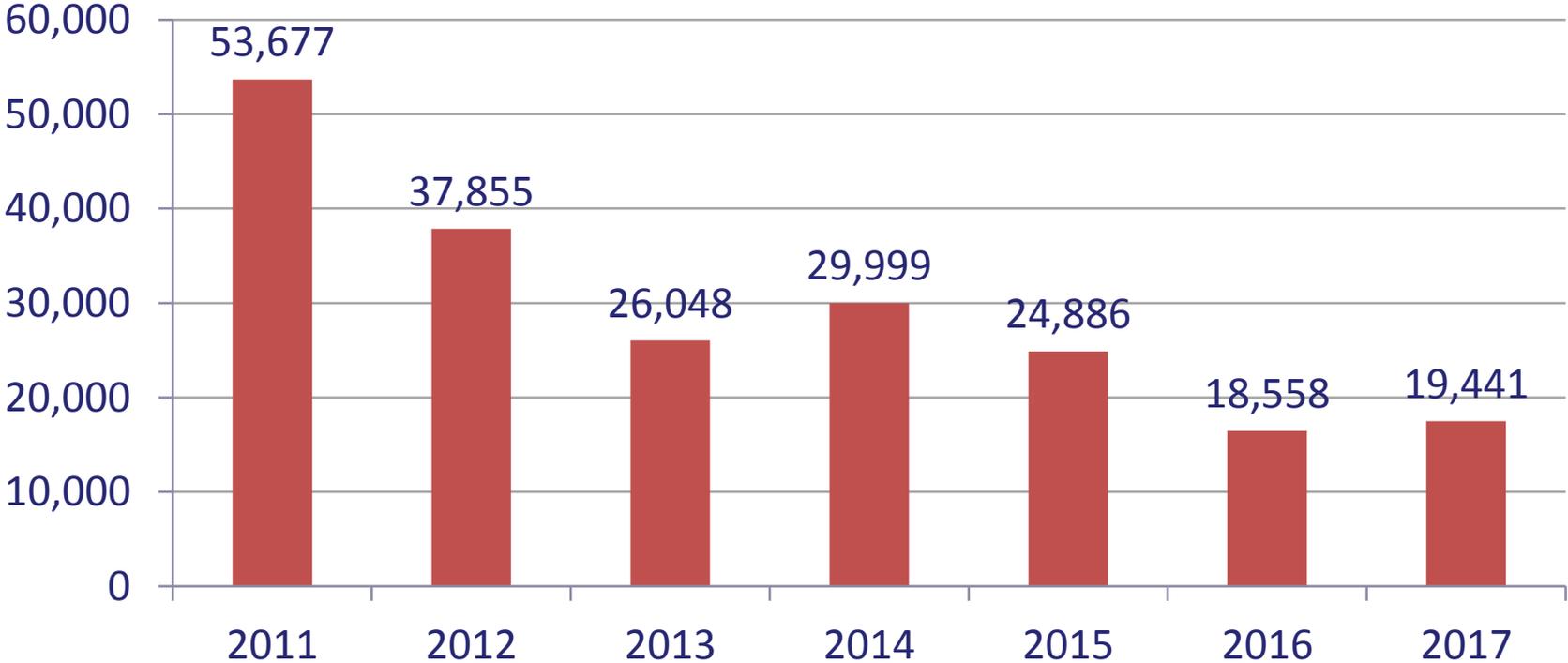
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Italian Live Cattle Imports in 2017

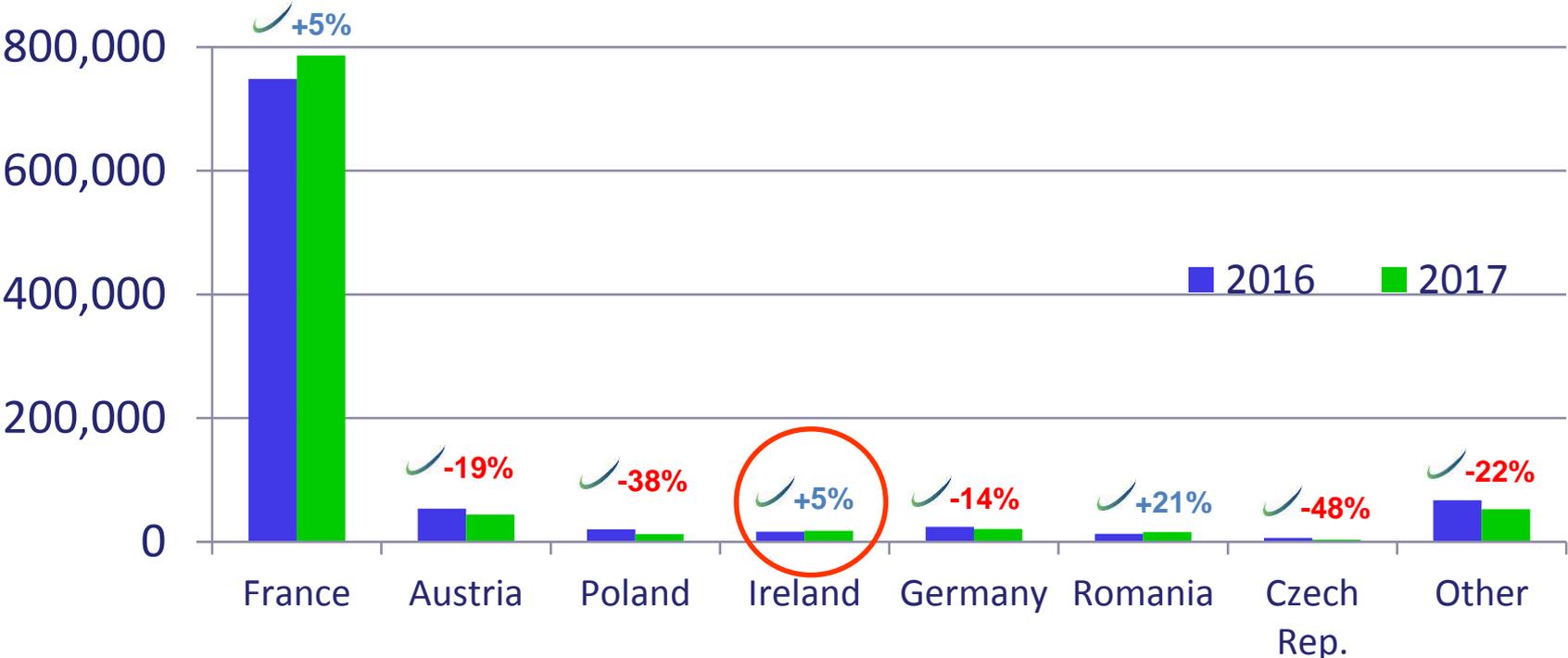
■ million head



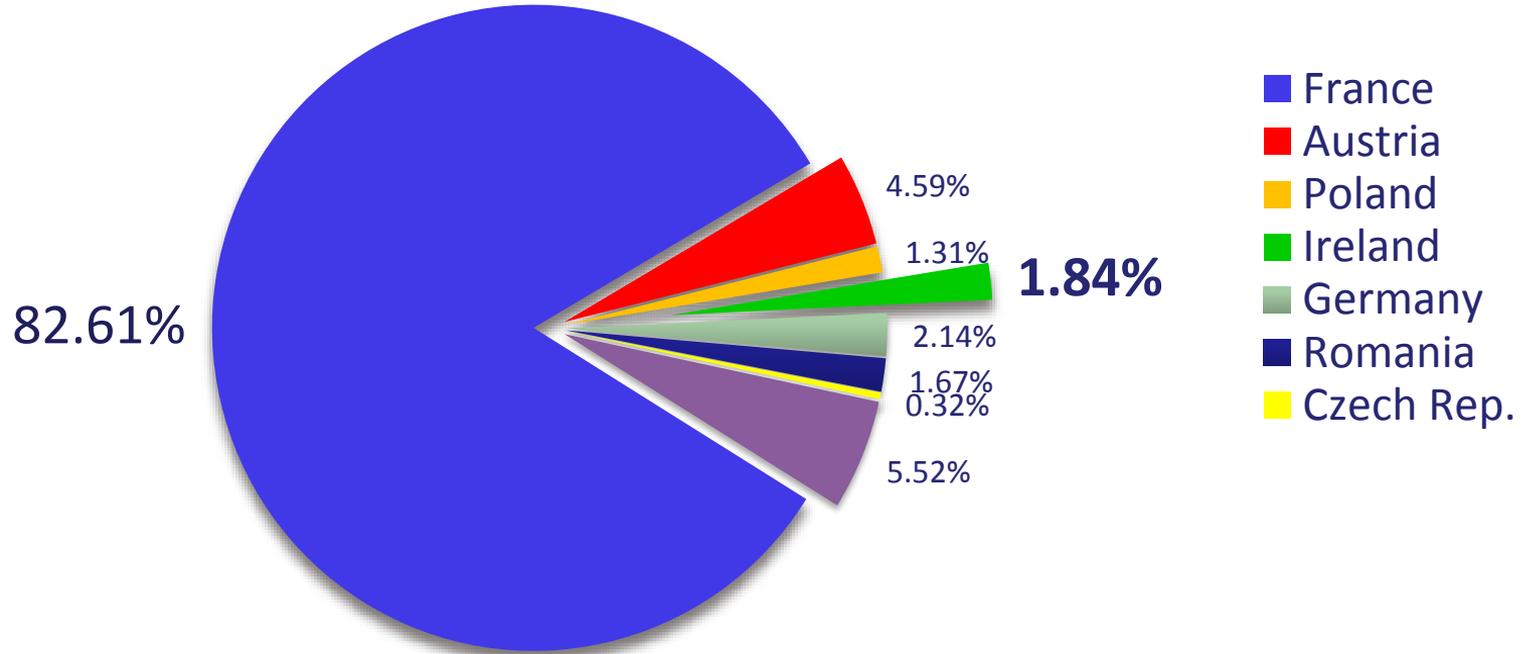
Irish Live Cattle Exports to Italy (2011 – 2017)



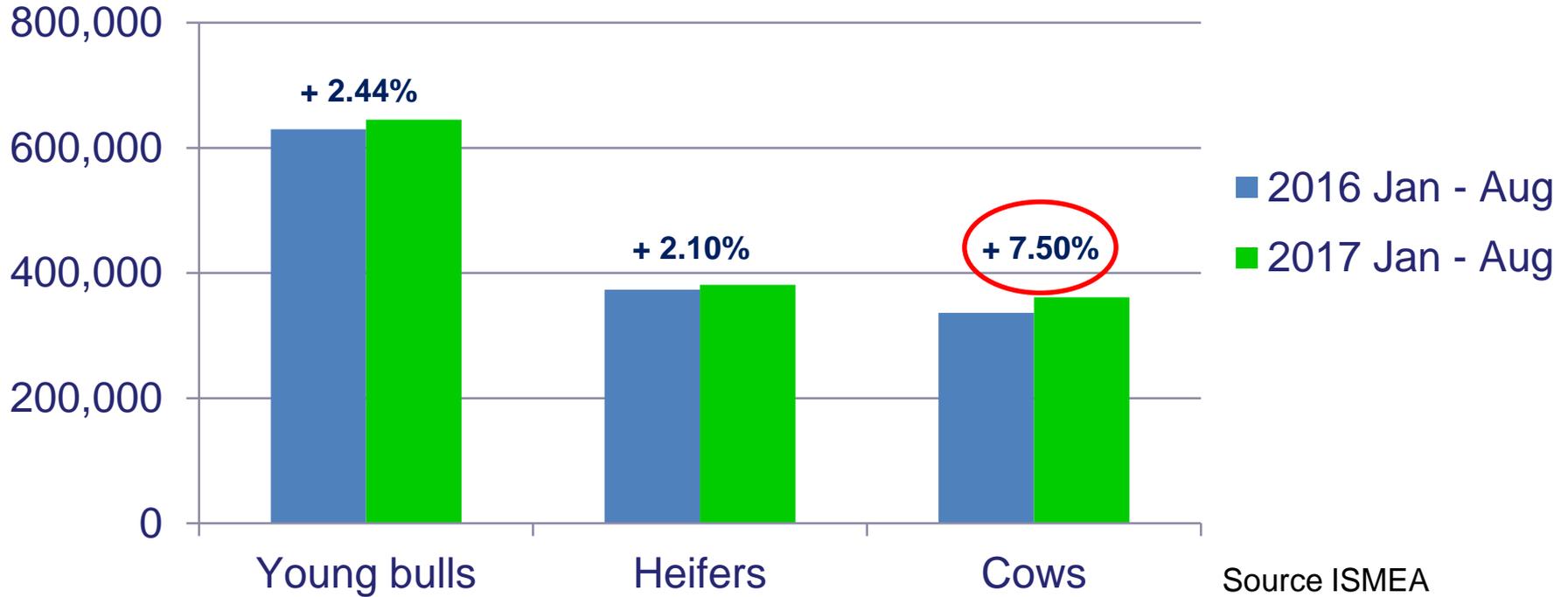
Italian Live Cattle Imports by Country (Jan-Nov)



Italian Live Cattle Imports - % Market Share 2017



Increase in Italian Cattle Slaughtering in 2017



Italian Market Summary

- Marginal increase in cattle imports of about 0.3%
- Cattle imports from Ireland up 5%
- French weanlings continue to dominate, with >82% of imports
- Increase in Italian beef production (~5%), while consumption is showing signs of recovery.
- Strong increase in finished cattle prices in late '17. (U grade bulls @ €4.42/kg in Dec. '17 vs. €4.15 in '16.)
- Italian livestock market outlook most positive in years

Spain



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Spanish Market Performance 2017

Spanish beef production very similar to 2016.

Spanish retail data shows beef sales falling (-4%)

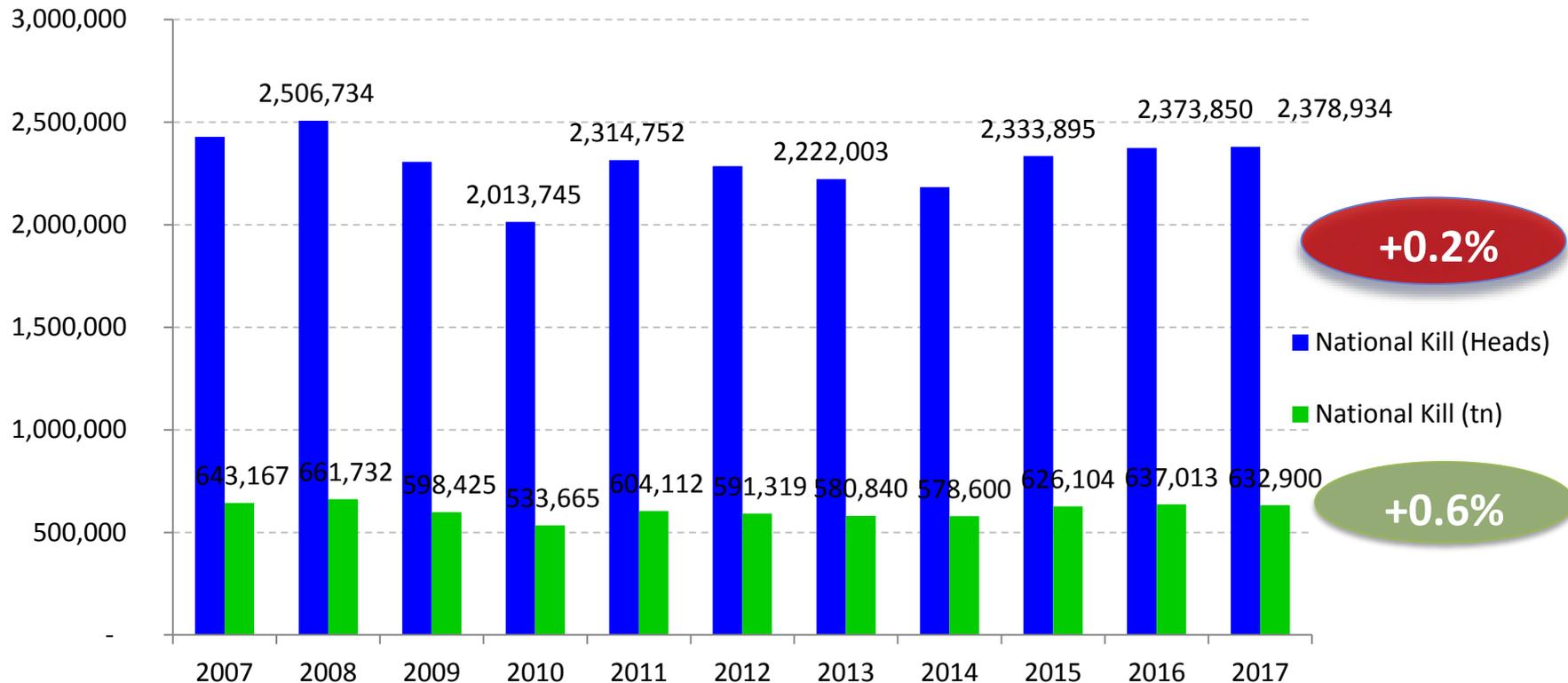
Cattle imports increased by nearly 10% and exports by 59%

Beef exports increased by 4.7% to 87,000t (Jan-Jun)

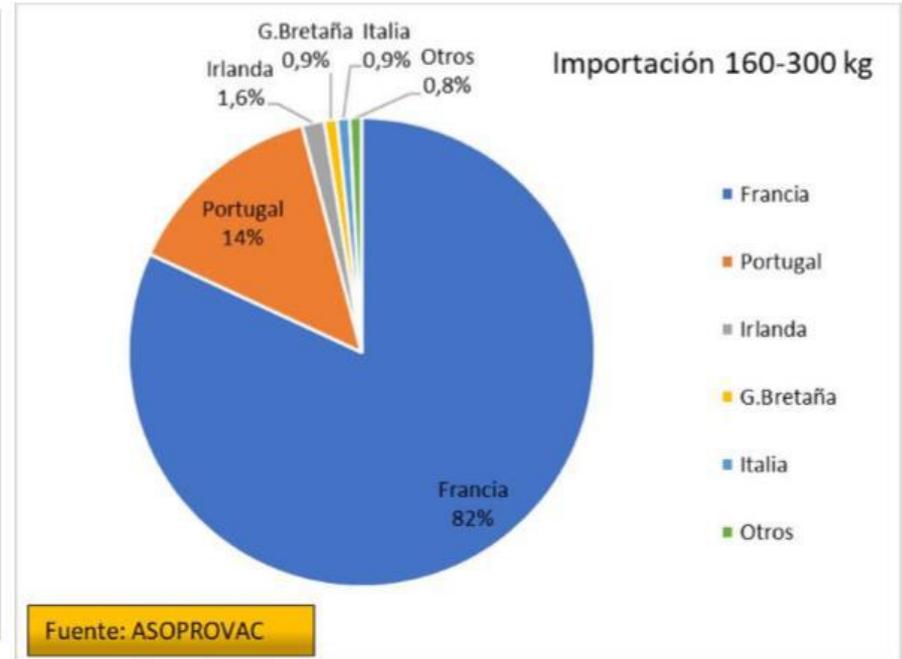
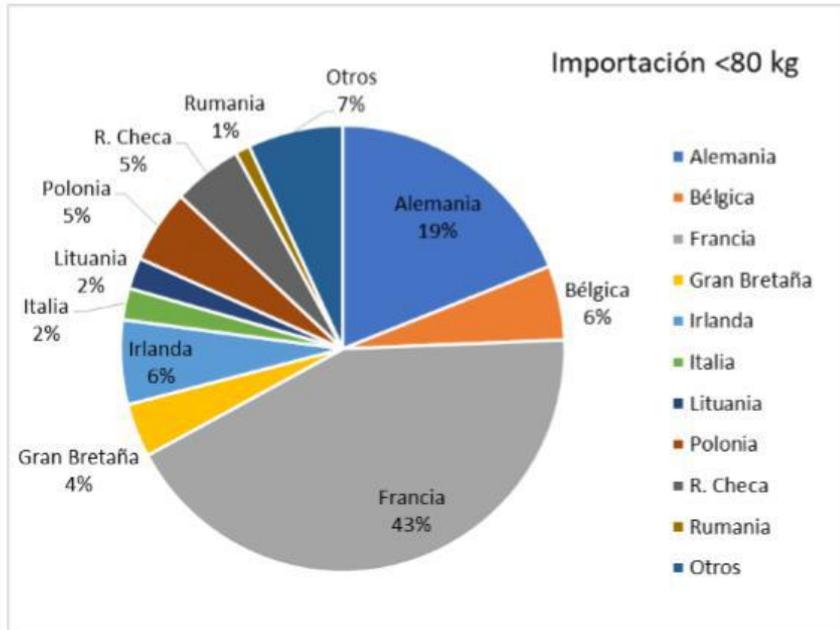
Calves <80kg imports are becoming even more relevant >70% of imports

Irish exports to Spain up to November increased by 36%, reaching a figure of 50,451 heads.

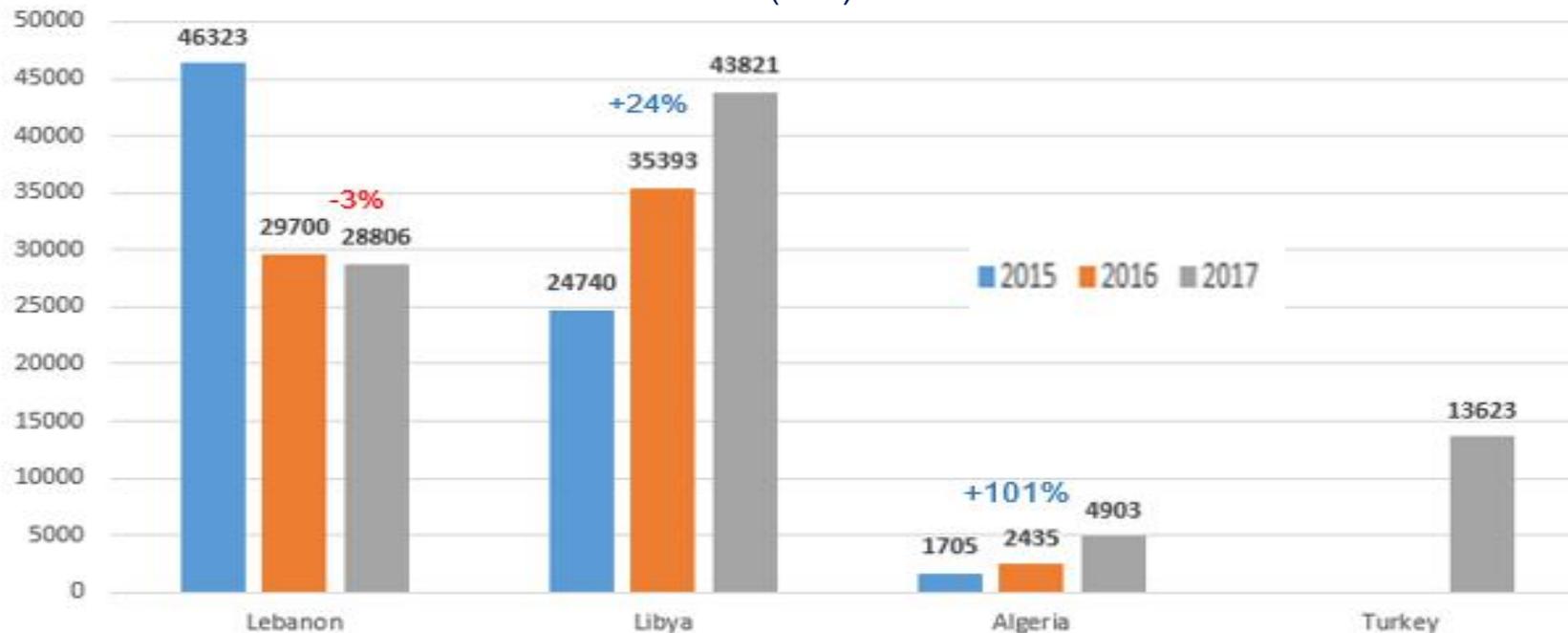
Slaughterings (hds) & Production (tn)



Imports by Origin

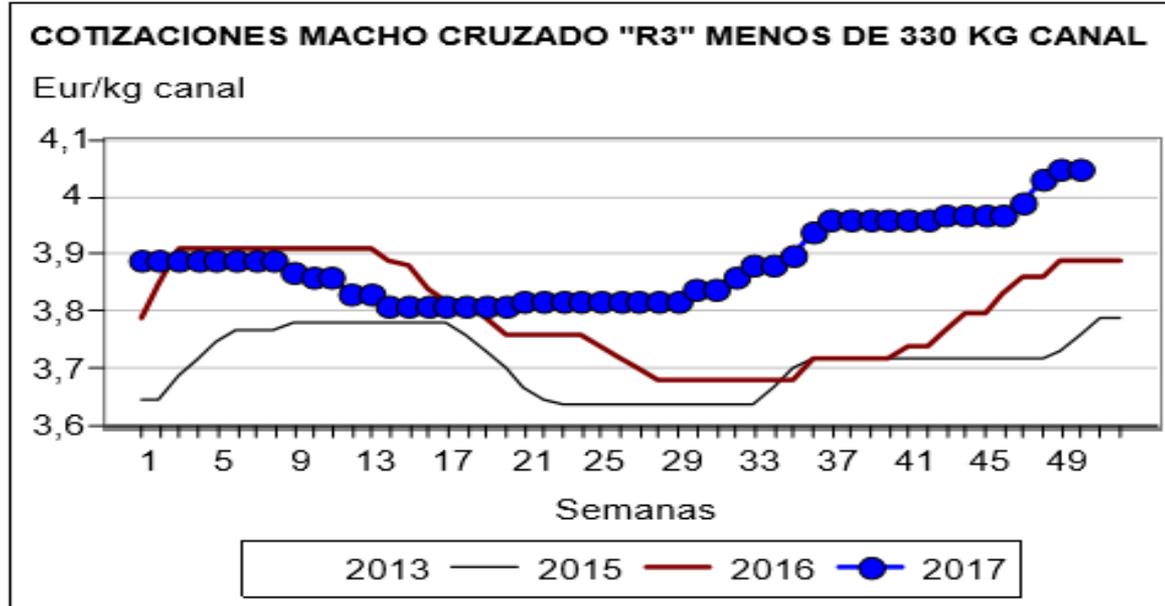


Spanish Exports to 3rd Countries Jan-August (hds)



Fuente: AEAT

Crossed Male R-3 <331kg Carcass Weight Price Evolution 2013-2017 (€/kg carcass)



2018 Outlook

Outlook for the Spanish finishing sector is positive.

Continued strong demand for calves

Spain is increasingly positioning itself as a serious supplier of livestock into 3rd countries



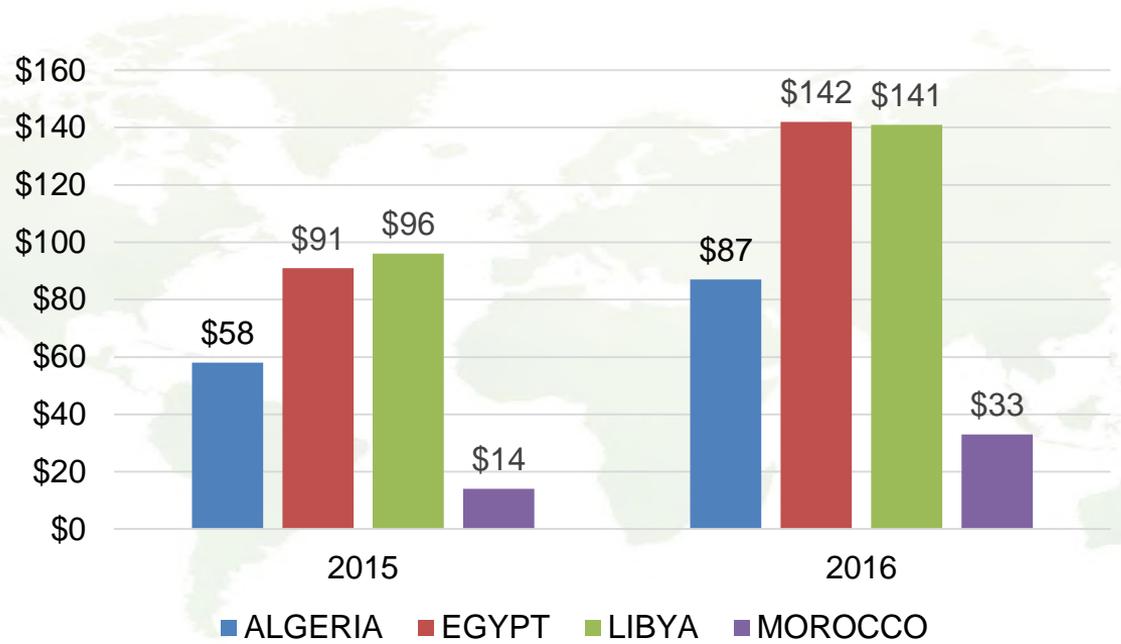


Live Bovine Imports in MENA

2017

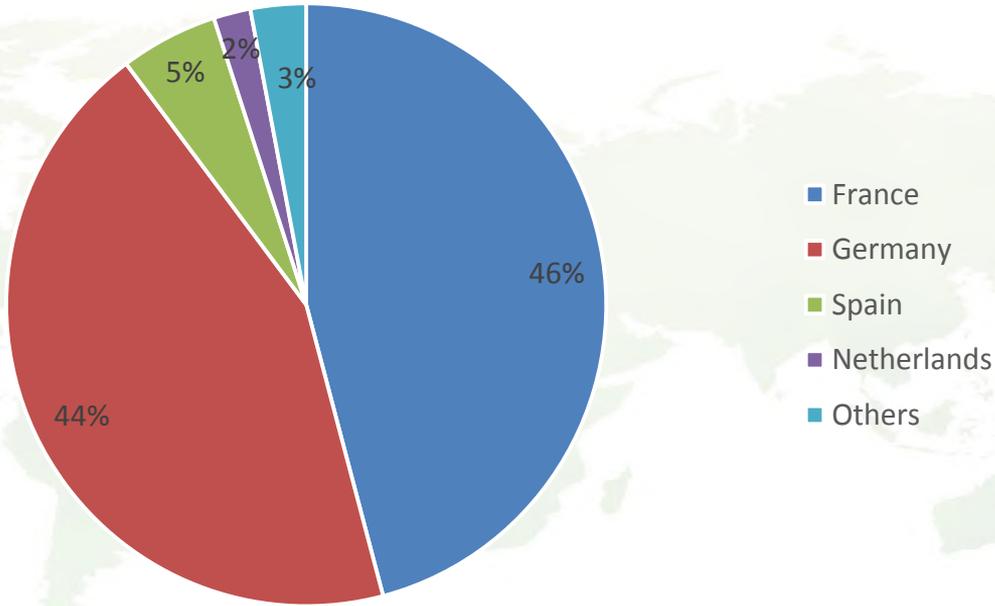
Live bovine imports

Live bovine imports in North Africa in million USD



Morocco livestock business

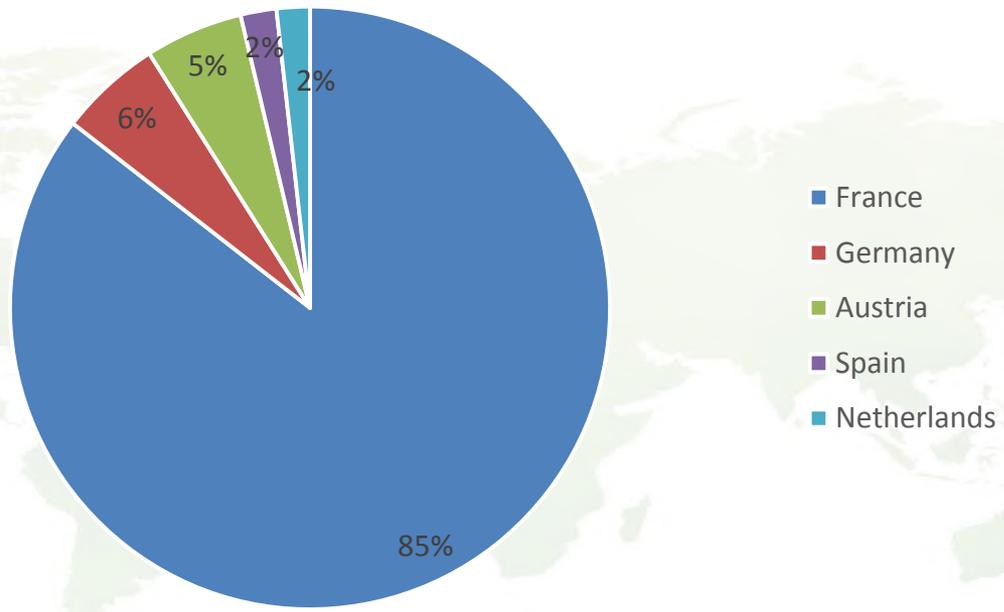
Live bovine imports in Morocco by country in %



Source: Moroccan customs

Algeria livestock business

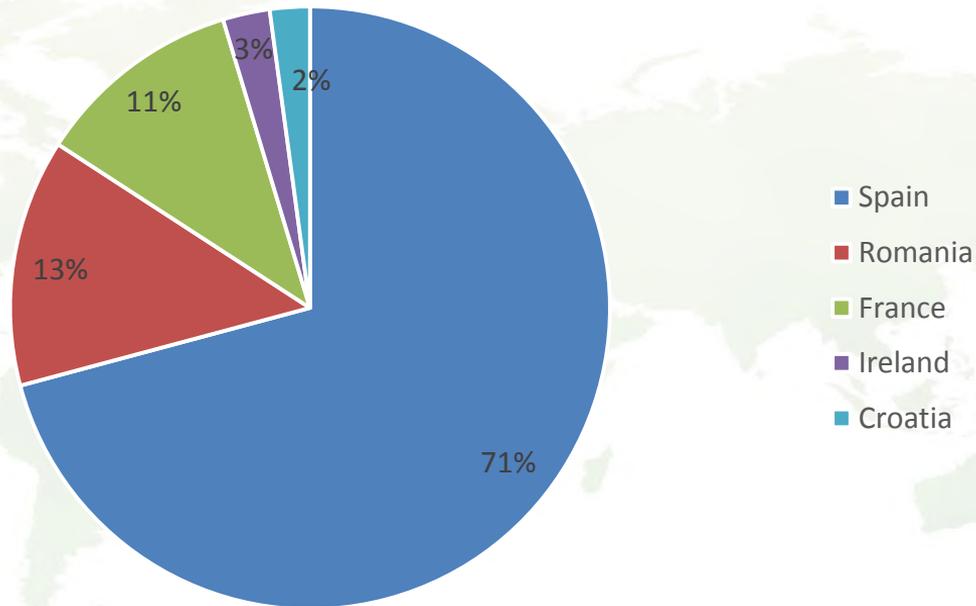
Live bovine imports in Algeria by country in %



Source: Algerian customs

Libya livestock business

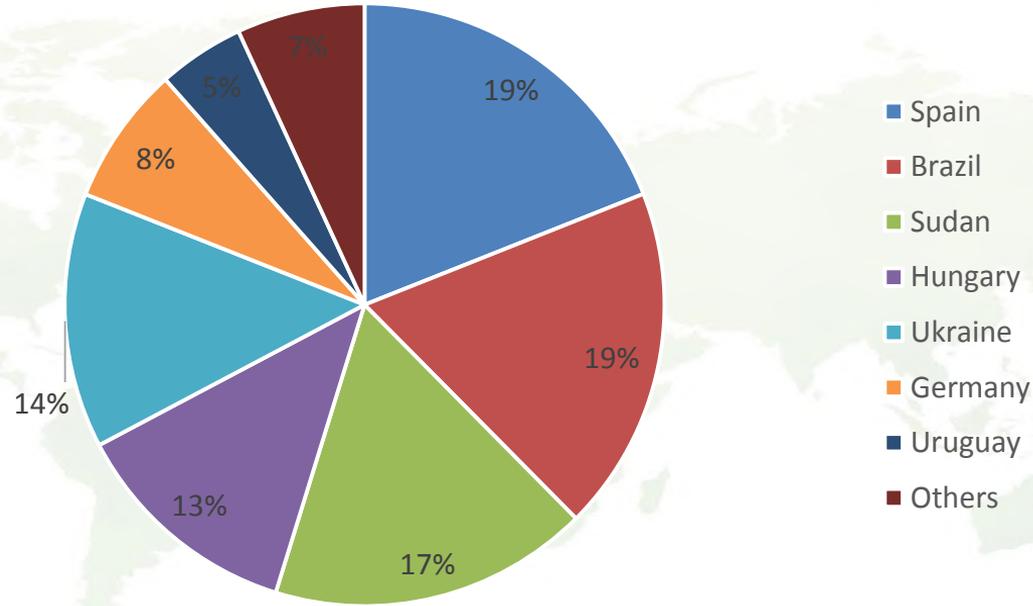
Live bovine imports in Libya by country in %



Source: Libyan customs

Egypt livestock business

Live bovine imports in Egypt by country in %



Source: Egyptian customs



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Summary



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Summary

- Live exports recovered by 30% in 2017.
- Exports increased to most markets.
- Dutch veal market looking more positive: *fewer domestic supplies; milk powder, calf and veal prices*
- French weanlings highly dominant in Italy.
- Spain remains a key market for quality calves.
- EU beef demand, and prices, increasing.
- Continued focus on international markets



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