PRESENTATION : BRICS

Gerhard Schutte
Chief Executive Officer
• **CHINA – biggest export opportunity**

- Farmers in China receive R82 p/kg

- South African farmers receive R45.97 p/kg

- South African beef and lamb is of highest quality and is globally very competitive
Real USD: 2007 – 2017 average annual growth

Source: World Bank, 2019
Meat consumption growth

Chicken still largest share of additional meat consumption over next 10 years

- Chicken is affordable & healthy – competition from imports
- Beef is alternative for diversification – growing exports
SOUTH AFRICAN EXPORTS 2019

Exports Under -BOVINE MEAT PER COUNTRY
2019 TO DATE Quantity-KG

- HONG KONG: 53502
- SWAZILAND: 810322
- CHINA: 411828
- GREAT BRITAIN: 158008
- JORDAN: 1223297
- AE: 955054
- NETHERLANDS: 3114185
- KUWAIT: 1626021
- MOZAMBIQUE: 1239160
- LESOTHO: 847244

[Diagram]
## SOUTH AFRICAN BEEF EXPORTS PER MONTH

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
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<tbody>
<tr>
<td>Jan</td>
<td>2,843.27</td>
<td>3,913.67</td>
<td>4,015.32</td>
<td>2,785.40</td>
<td>1,450.90</td>
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<td>Feb</td>
<td>4,697.45</td>
<td>4,194.92</td>
<td>3,161.58</td>
<td>3,017.37</td>
<td>1,478.74</td>
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<td>Mar</td>
<td>4,427.82</td>
<td>5,629.75</td>
<td>3,383.99</td>
<td>2,690.46</td>
<td>2,338.02</td>
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<td>Apr</td>
<td>5,001.19</td>
<td>5,216.87</td>
<td>2,943.01</td>
<td>2,834.53</td>
<td>2,797.32</td>
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<td>May</td>
<td>4,451.23</td>
<td>4,274.54</td>
<td>3,657.53</td>
<td>3,422.70</td>
<td>2,791.87</td>
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<td>Jun</td>
<td>5,487.02</td>
<td>4,010.99</td>
<td>3,462.38</td>
<td>3,021.54</td>
<td>2,876.85</td>
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<td>Jul</td>
<td>5,444.34</td>
<td>4,544.61</td>
<td>3,250.02</td>
<td>3,930.09</td>
<td>2,538.20</td>
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<td>Aug</td>
<td>5,136.54</td>
<td>4,388.27</td>
<td>3,734.45</td>
<td>3,961.78</td>
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<td>Sep</td>
<td>5,324.80</td>
<td>4,957.57</td>
<td>3,487.76</td>
<td>3,305.38</td>
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<td>Oct</td>
<td>5,343.61</td>
<td>4,958.30</td>
<td>3,831.48</td>
<td>4,671.60</td>
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<td>Nov</td>
<td>4,436.79</td>
<td>5,237.85</td>
<td>4,652.73</td>
<td>4,843.96</td>
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<td>Dec</td>
<td>4,799.18</td>
<td>4,942.12</td>
<td>3,872.52</td>
<td>4,198.74</td>
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<td>Total</td>
<td>57,393.25</td>
<td>56,269.46</td>
<td>43,452.77</td>
<td>42,683.56</td>
<td>16,271.91</td>
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</table>
WE NEED OUR FMD FREE ZONE STATUS

• WHAT IF WE DO NOT GET IT RIGHT ??
  • No exports to the premium markets
  • Limited exports to mediocre markets
  • Losing the faith of the local consumer
  • OIE recognition under pressure
  • No animal disease compartments
THE “C” IN BRICS IS HUGE INVESTMENT OPPORTUNITY

- South Africa has the product 😊
- China has the market 😊
- South African quality and standards are very high 😊
- South Africa has a modern feedlot industry 😊
- South Africa is globally competitive 😊
- South Africa needs its Foot and Mouth free zone status 😊
- South Africa can make a huge difference with presidential imperatives 😊
- Is huge export opportunity for SA Beef 😊
THANK YOU !!!

RPO VISION

ENSURING THE COMPETITIVENESS AND SUSTAINABILITY OF THE RED MEAT INDUSTRY, IN WHICH RED MEAT PRODUCERS ARE EMPOWERED TO COMPETITIVELY AND SUSTAINABLY PRODUCE AND UNLOCK VALUE