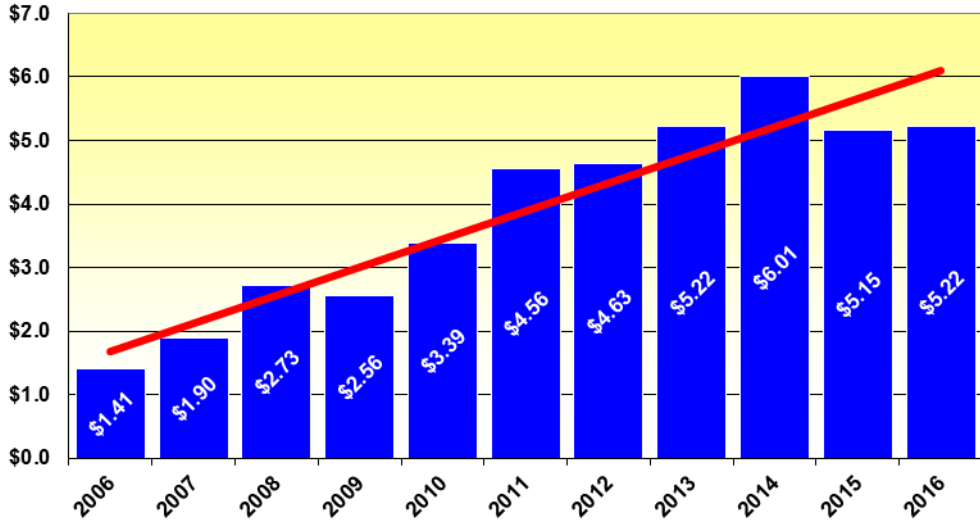


WHY THE EXPORT MARKET IS IMPORTANT FOR U.S. BEEF

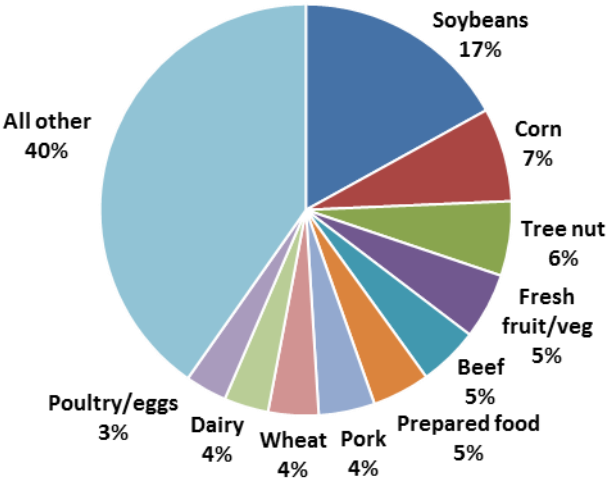
- The U.S. is the world's **largest** beef producer, contributing 19% of world total beef production.
- The U.S. also ranks No. 3 in beef exports in the world, with a 12% market-share in world total beef exports. Brazil and Australia rank No. 1 and No. 2.
- In 2016, U.S. beef exports reached **\$5.2 billion**, a second record-high.
- Japan is the largest export market for U.S. beef, with a market-share of 24%, followed by South Korea and Mexico, with market-shares of 17% and 15% respectively.

U.S. Beef Exports to the World: 2006-2016 (Billion Dollars)



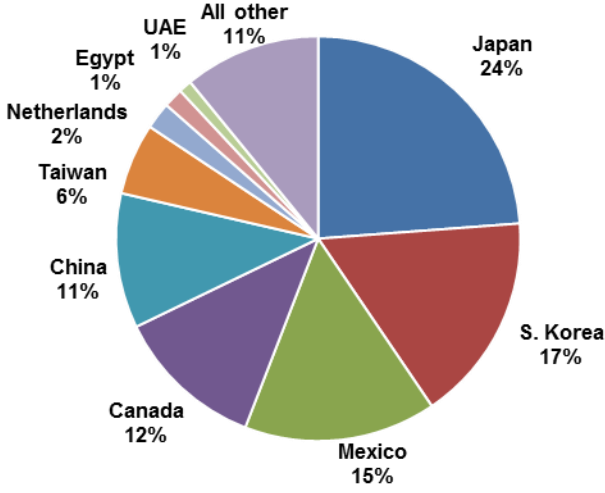
U.S. Ag Exports by Commodity

Market-share by value



Top Markets for U.S. Beef

Market-share by quantity



Source: USDA-FAS



U.S. BEEF IMPORTS

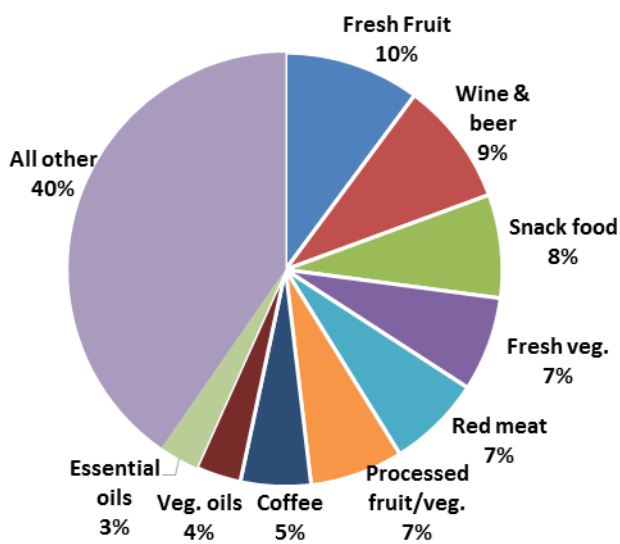
- The U.S. is the world's **largest** beef consumer and importer, comprising **20%** of world total beef consumption and 18% of world total beef imports in 2016.
- According to the USDA, the majority of beef that the U.S. imports is lower quality “grass-fed”, whereas domestic U.S. beef is typically “grain-fed” and higher quality.
- U.S. beef imports declined by 11% in 2016 from 2015. The U.S. imported beef from 22 different countries in 2016.
- Australia is the largest beef exporter to the U.S., with a market-share of 27%, followed by Canada and Mexico, with market-shares of 22% and 19% respectively.

U.S. Beef Export and Import Trends: 2000-2016 (Billion Dollars)



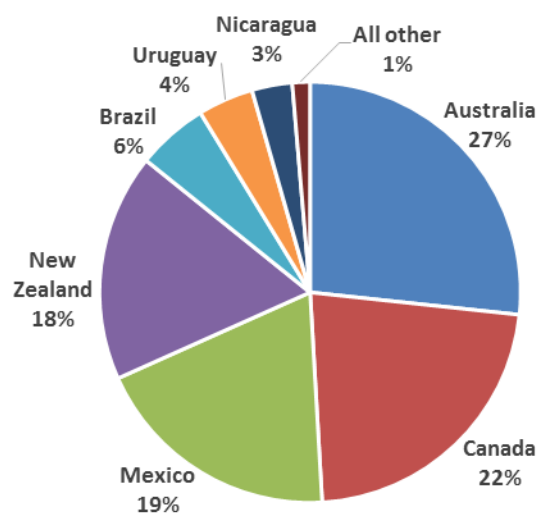
U.S. Ag Imports by Commodity

Market-share by value



U.S. Beef Imports: Top Suppliers

Market-share by value



Source: USDA-FAS

In accordance with the Americans with Disabilities Act, this information is available in alternative forms of communication upon request by calling 651/201-6000. TTY users can call the Minnesota Relay Service at 711. The MDA is an equal opportunity employer and provider.