



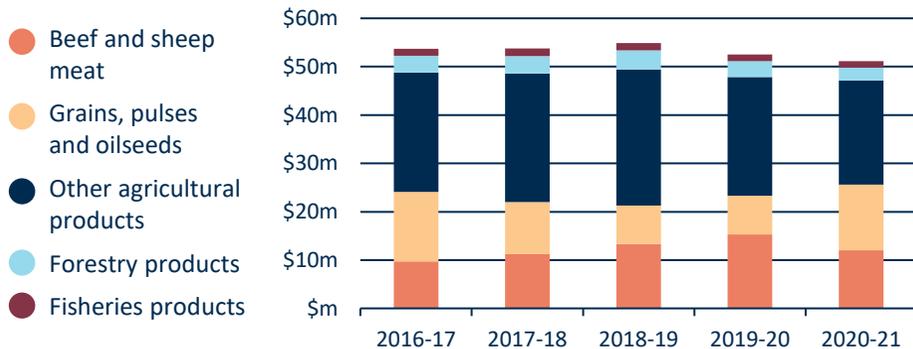
Agricultural, fisheries and forestry exports 2020-21 and expectations for 2021-22

Export figures for 2020-21 reflect the impact seasonal conditions have on Australia's agricultural, fisheries and forestry export mix and the destination of our exports. The value of agriculture, fisheries and forestry exports is expected to rise in 2021-22.

Seasonal conditions drive Australia's export mix

- > Improved seasonal conditions in 2020-21 led to herd and flock rebuilding and increased crop production. As a result, grains, pulses and oilseeds made up an increased portion of Australia's agriculture, fisheries and forestry (AFF) export mix, while the value share of beef and sheep meat exports fell.
- > The share of beef and sheep meat exports fell from 29% in 2019-20 to 24% in 2020-21. The share of grains and oilseed exports increased from 15% in 2019-20 to 27% in 2020-21.
- > As shown in the graphic below, Australia's export mix in 2020-21 was similar to 2016-17, when seasonal conditions also favoured crop production and herd rebuilding.
- > Seasonal and animal health conditions in other countries affect the global supply of AFF products, reducing or increasing demand for Australian products. This influence is most pronounced in the prices Australian AFF products receive in international markets, but the export product mix is mainly driven by seasonal conditions at home.

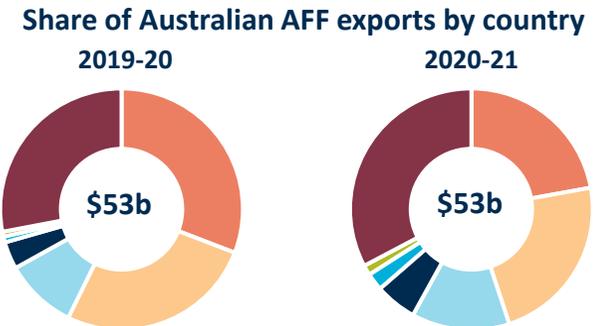
Australia's AFF export mix 2016-17 to 2020-21



AFF export mix drives the destination of our exports

- > Australia's AFF export markets vary across different commodities. As the products we export change, so do the export destinations.
- > In 2019-20 Australia's major beef markets, including the USA, Japan and Korea collectively accounted for 26% of the value of Australia's AFF exports. This fell to less than 23% in 2020-21.
- > Conversely, exports to key grain and pulses markets in South and South-East Asia and the Middle East increased, while exports to the EU, Australia's main canola market, were 221% above the previous three-year average.

- China
- Japan, USA, Korea
- Indonesia, Thailand, Vietnam
- European Union
- Saudi Arabia
- Pakistan, Sri Lanka
- Rest of world



What can we expect in 2021-22?

- > Agriculture: Export value of beef, wool and dairy to increase. Value of cotton exports, which is predominately exported in winter, to increase sharply.
- > Fisheries: Global market remains complex. Increased salmon production will be apparent in export figures, however reduced rock lobster exports could offset this gain.
- > Forestry: Global demand remains high. Australia's export performance will largely depend on the availability of domestic supply.