



PLATE TO PASTURE
SUPPLIER
ROADSHOW
2022

Silver Fern Farms invites suppliers and rural partners to our Supplier Roadshow Dinners. In 2022 we'll be running a large dinner and presentation in each region, plus a number of local woolshed meetings before and after the dinners.

Please join us to celebrate the conclusion of a challenging season and reconnect ahead of the next one. Each dinner will feature a presentation from our management team, as well as a chance to enjoy a great Silver Fern Farms red meat meal.

Stay tuned for dates and further information around woolshed meetings. Please click below to register for the regional roadshow dinners.

WHANGAREI

24th November
Northland Cricket
Venue, Whangarei

KARAPIO

17th October
Ferrybank –
Sir Don Rowland
Events Centre

NEW PLYMOUTH

23rd November
Devon Hotel, New
Plymouth

TAKAPAU

20th September
St Vincent's,
Takapau

CHRISTCHURCH

28th September
Omarino Wine
Estate

GORE

15th November
Croydon Lodge,
Gore



Simon Limmer
CHIEF EXECUTIVE



Greg McSkimming
AGRIBUSINESS STRATEGIC
SOLUTIONS MANAGER



Dan Boulton
CHIEF SUPPLY CHAIN
OFFICER



Clark Taylor
SHAREHOLDER
RELATIONS MANAGER



Beef

Drought conditions in the US continue to push more beef through the supply lines, keeping downwards price pressure in the US domestic market, as well as key export markets Japan and Korea.

Imported lean grinding prices remain flat, and we have also seen some pricing adjustments on chilled product as the market rebalances. Higher value cuts are being affected due to good availability of US domestic beef, increased availability from Australia, and consumers selecting cheaper cut options due to less discretionary spend.

Demand and pricing has remained steady in China for September contracts. We would expect buying interest to remain firm as importers look to cover increasing demand leading into year-end. Chinese New Year falls a week earlier in 2023, starting Sunday 22nd January, and this is typically a strong demand period.

South American beef exports have increased

in 2022 – Brazil for example is expected to increase exports by 15% this year. Chinese beef imports for the first six months of the year were 1.152 million MT, 2% higher than 2021, which demonstrates the strength of the market and increasing demand for beef.

Australian beef processing numbers have increased, which will be reflected in export volumes for August. We are seeing increased offerings across specific Asian destinations, with prices now being bid lower due to the additional Australian beef availability. Chilled grain-finished steak cut availability is also creating some price instability across various markets.

Despite the price movements, New Zealand export volumes are seasonally low through August to mid-October. We operate across many markets both for chilled and frozen which is buffering some of these current price movements. Demand and pricing for chilled beef remains stable in Middle Eastern and European destinations.

Shipping remains a significant issue, with space availability and frequency of service affecting several key markets.



Sheepmeats

Pricing pressure continues to build, with the majority of global markets seeing levels take another step down.

Pricing into the EU has managed to stay strong through what has been a very difficult period of disruption with the Russia/Ukraine conflict, compounded with inflationary pressure driving up the cost of living. However, we are beginning to see a downward correction in pricing, in-line with other global markets. Demand into the EU remains firm though, and customer confidence is holding despite these pressures.

The North American market continues to soften. Pricing remains under pressure and demand has eased, particularly on the chilled front. However French Racks continue to perform extremely well into North America in regards to both volume and pricing.

Bucking the trend is China, appearing to have a slight resurgence. Pricing has experienced small lifts and demand is firm across all lamb and mutton items. As we head into the year of the rabbit with an earlier Chinese New Year, we are experiencing the start of customers preparing to build inventory, in order to service this high-consumption holiday period.

FARM ASSURANCE REMINDER

Recent farm audits have identified some recurring areas that participants in the New Zealand Farm Assurance Programme need to be aware of, and review against their own farming practises to ensure premiums can be maintained with our customers for product from Farm Assured stock.

Please self-assess how your farm business would perform in the following area, and if necessary take appropriate action.

Agrichemical Register, Agrichemical and Fertiliser Storage

Agrichemicals and pasture/crop treatments must be stored in a locked facility which meets the requirements of HSNO regulations and must be stored away from sunlight and as recommended on the container label.





Venison

Livestock numbers will continue to build through late August, coinciding with an increase in chilled demand, and therefore chilled production, to service the EU Game Season consumption period.

Negotiations continue for the supply of chilled product via air freight, as customers look for additional volumes to supplement their sea freight requirements (or as they speculate on how the Game Season may perform).

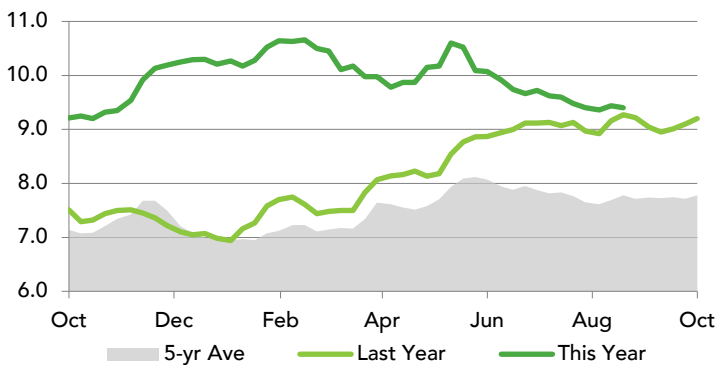
The frozen market in China appears to have

softened slightly. Reports suggest inventory levels are beginning to build, which signals that sell-through of this protein has slowed, perhaps due in part to the warmer weather.

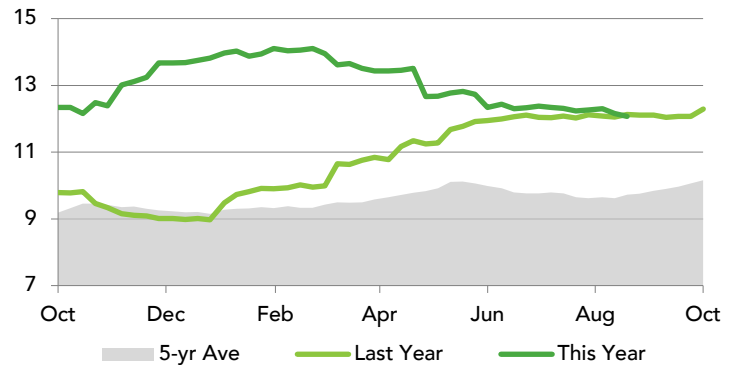
This also suggests that Venison may not see the large lifts in demand and consumption through the Chinese New Year period, acknowledging this growing protein still remains somewhat niche amongst Chinese consumers. Prices have fared well for the most part with any reductions limited to a small number of items.

The EU frozen market remains steady in terms of both demand and pricing.

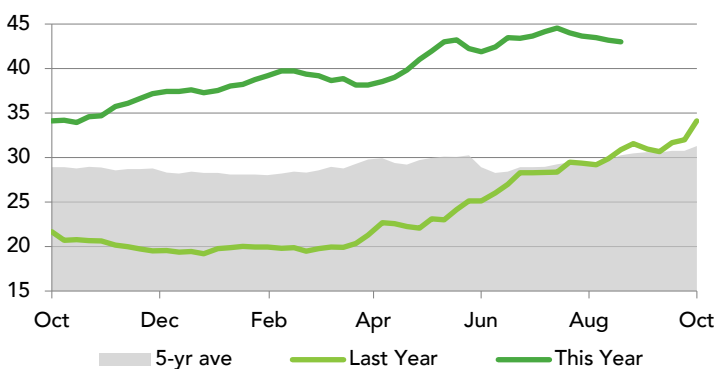
US imported 95CL bull



UK CKT lamb leg



US French Rack



Lamb Flaps

