

## Beef exports have better results for the year, up 13.4% in August

*The result obtained in the month was the best since October 2013, in volume*

Brazilian beef exports recorded the best result of the year, with an increase of 13.4% in August, compared to July, according to data from the Brazilian Association of Meat Exporters (ABIEC). In the period, 145,822 tons of the product were exported, which generated a turnover of more than US \$ 607 million, 12.8% higher than the previous month.

Compared with August 2016, the last month showed a growth of 34% in both volume and turnover in total exports of beef. In addition, the recorded result represents the best performance since October 2013, in volume, and December 2014, in billing.

### Main Destinations

Hong Kong continues to be the main importer of Brazilian beef, responsible for the purchase of 34,540 tons (7.4% more than in July), followed by Egypt, which imported 23,070 tonnes (up 27.8%), and China, with 18,565 tons (up 15.1%).

Position	Country/region	Billing US\$ (aug/2017)	Volume in tons (aug/2017)
<b>TOTAL</b>	<b>***</b>	<b>607,536,682</b>	<b>145,822</b>
1	Hong Kong	132,308,558	34,540
2	Egypt	82,367,158	23,070
3	China	82,797,939	18,565
4	Russia	48,127,131	15,281
5	Iran	55,973,481	12,725

### Performance by category

Position	Country/region	Billing US\$ (aug/2017)	Volume in tons (agosto/2017)
1	Fresh	520,886,212	123,109
2	Offals	33,909,801	13,223
3	Industrialized	39,361,219	5,940
4	Tripe	10,951,684	3,077
5	Salted	2,427,766	474

Comparing the result of August 2017 with the same period of 2016, the export of fresh beef grew 48.6% in sales and 49.6% in exported volume.

CATEGORIA	FOB - (US\$) aug 2016	FOB - (US\$) aug 2017	Var. US\$	Tons - aug 2016	Tons - aug 2017	Var. Tons
<b>TOTAL</b>	<b>451,399,607</b>	<b>607,536,682</b>	<b>34.59%</b>	<b>108,632</b>	<b>145,822</b>	<b>34.23%</b>
Fresh	350,518,606	520,886,212	48.60%	82,400	123,109	49.40%

### Performance by state

São Paulo is historically the state that exports the most beef in Brazil, but since July, Mato Grosso stands out as the largest exporter of beef.

In August, 20% of the meat exported by the country had Mato Grosso as its origin. The 29,600 tons shipped in the month represent an increase of 50.4% over the result of August 2016 and 11.4% over the performance of July 2017.

Hong Kong, Iran, Egypt and the European Union, stand out as buyers of meat from Mato Grosso and, together, they represented 77% of the state's exports.

UF	FOB - (US\$) jul 2017	FOB - (US\$) aug 2017	Var. US\$	Tons - jul 2017	Tons - aug 2017	Var. Tons
<b>TOTAL</b>	<b>538,644,839</b>	<b>607,536,682</b>	<b>12.79%</b>	<b>128,633</b>	<b>145,822</b>	<b>13.36%</b>
MATO GROSSO	112,031,308	125,880,828	12.36%	26,575	29,600	11.39%
SAO PAULO	121,899,597	132,467,399	8.67%	25,891	28,570	10.35%
GOIÁS	70,921,796	85,217,948	20.16%	16,671	19,950	19.67%
RONDÔNIA	56,634,684	58,677,892	3.61%	15,043	15,868	5.48%
MINAS GERAIS	57,101,225	62,152,218	8.85%	13,893	15,136	8.95%
MATO GROSSO DO SUL	43,976,047	54,907,742	24.86%	10,894	13,427	23.25%
PARÁ	33,799,232	41,729,352	23.46%	9,273	11,738	26.59%
RIO GRANDE DO SUL	15,170,910	16,361,202	7.85%	3,987	4,135	3.71%
PARANÁ	8,524,216	10,664,700	25.11%	2,223	2,790	25.51%
TOCANTINS	8,082,057	10,239,462	26.69%	2,194	2,768	26.15%

### China and opening of markets

ABIEC continues to focus its efforts on opening new markets and expanding our presence in strategic partners. And China has been a priority.

The Brazilian Beef sector project, a partnership between ABIEC and Apex-Brasil, was responsible once again for the tasting of Brazilian beef to the market. The "Be Brazil Experience" event, which brought together more than 200 participants from the seminar "Investment Opportunities in Brazil" (organized by Apex-Brasil and China Development Bank) held in Beijing last September 2, counted on the presence of officials from both countries, including Brazil's President Michel Temer and China's deputy prime minister Wang Yang.

The event was part of an intense agenda among countries earlier this month and resulted in the announcement that more Brazilian meatpackers will be allowed to export meat to China after a meeting between the presidents of Brazil and China. With the measure, it is possible that Brazil will double the volume of beef sold to the Asian country. In addition, between September 19 and 21, ABIEC will participate in the FMA China Fair, with the aim of further strengthening trade relations with the Chinese.

Another initiative of the entity to expand the Brazilian presence in markets for which the country has bilateral relations with will be the offer of a beef tasting at the Brazilian National Day event, which will be held in Iran on September 12. Organized by the Brazilian embassy in that country, the action will bring together Iranian and Brazilian authorities, also with the aim of strengthening relationships and fostering new businesses.

About ABIEC - [www.abiec.com.br](http://www.abiec.com.br) Criada in 1979, the Brazilian Association of Meat Exporters (ABIEC) brings together 31 companies of the sector in the country, responsible for 90% of the meat traded for international markets. Its creation was a response to the need for a more active performance in the beef export segment in Brazil, by defending the interests of the sector, increasing efforts to reduce trade barriers and promoting domestic products. Currently, Brazil produces around 9.1 million tons of beef, approximately 20% of which are traded in dozens of countries around the world, following the most stringent quality standards.

## **About Brazilian Beef**

Introduced in 2001, the sectoral project Brazilian Beef, a partnership between Apex-Brasil and ABIEC, aims to strengthen the image of Brazilian beef, improving the perception of its quality in importing countries, and thus increasing Brazilian participation in the world meat market. In 14 years, six projects have already been signed, with investments of more than R \$ 40 million and export growth in more than 500%.