

Price reporting methodology:

AUSTRALIAN/NEW ZEALAND BEEF EXPORTS TO ASIA MARKET

Revised March 14, 2024

Introduction

Expana's goal is to provide timely, accurate and unbiased price assessments and market information to clients which are reliable indicators of market values, free from distortion and representative of the market that they relate. This is an explanation of methods used by Expana to gather, evaluate and report market activity. This explanation will include necessary background information to provide a clear understanding of how Expana market quotations are established.

Timeframes of information collection

While trading information can be submitted to Expana reporting staff at any time, Expana's market reporting staff is actively soliciting information from approximately 08:45 to 17:00 Australian Eastern Standard Time (AEST).

Publication dates

Expana publishes price quotations across a variety of commodities. Information on specific publication dates are included later in this document.

Establishment of quotations

Reporters start gathering information for their next report immediately after filing the closing quotations for the reporting period.

Information is collected via numerous channels including phone interviews, face-to-face meetings, email, instant messaging platforms, fax, and online through Expana's website. Submitters of market data are encouraged to provide transactional data from back office functions and to provide all of their market data that falls within Expana's criteria for the markets covered. Reporters contact stakeholders throughout the value chain, including processors, retailers, wholesalers, distributors, exporters, importers, traders, and brokers to keep current on present price levels and market conditions.

Information collected includes when a transaction was initiated, what products have been traded, what levels are being bid on each product, who is bidding or offering at said level, when the product will ship, and how the product is packed. Expana's market sources and information submitted remains confidential.

Expana follows a hierarchy of priority when establishing quotes based on information gathered as follows:

- *bona fide* trades
- offers and bids
- additional market information, including trading relationships to related items
- market participant assessments and indications of prevailing values

If higher bids or lower offerings come into the market after the last recorded trades, the final price assessment may be adjusted accordingly if the reporter finds sufficient justification for such an action. Offering prices cannot be used to move prices upward, nor can bid prices be used to move prices downward.

Expana takes care to be sure transactional data is *bona fide*, which indicates the transaction be either completed or prepared to be completed between two parties not influenced by a conflict of interest. Expana's reporters make it their goal to clearly identify factors and circumstances surrounding reported trade and will use available information and methods in their price assessment. The forthrightness of reports can be tested using other participants as a check and balance system.

Some transactions may receive additional scrutiny from market reporters to ensure that their inclusion in the final price assessment results in a quote that is a reliable indicator of commodity market values. Such transactions that can receive additional scrutiny include packaged transactions where it appears the price of one item is affecting the price of other items in the transaction; trades that occur as a transfer within the same company; transactions comprised of multiple deliveries where the entire delivery period does not fall into the stated guidelines reflected in the market report; conflicting or inconsistent information by the counterparty; transactions where buyers and sellers fail to act in a logical manner; transactional data that is significantly different from other data collected during that time period.

Market reporters

To ensure that a high quality is maintained in Expana's price assessments and market commentary, market reporters undergo rigorous training before they are eligible to engage with sources to collect information and develop Expana's proprietary price assessments. Rookie market reporters, called "market researchers" work closely under veteran market reporters and editors to become familiar with the methodologies listed here, supply and demand dynamics associated with the markets that they cover, and the parties submitting market information. For each market that Expana covers, there are multiple market reporters who are trained to conduct price assessments and commentary. Adherence to these reporting methodologies, oversight by senior reporters and editors and continued education across the market reporting staff results in consistency of price assessments across assessors reporting the same market.

Expana's reporters are trained to utilize judgment when gathering and reporting data. Judgment can be exercised during periods including but not limited to those where limited negotiations, low liquidity in the market, or anomalous transactions could otherwise lead to inaccurate or erroneous price reporting.

Acceptable products and market conditions

For a transaction to be considered for assessment, certain criteria must be met. With exceptions noted in market-specific documentation, product must:

- meet standard specifications for the industry unless otherwise indicated
- be in acceptable condition
- not be distressed, or offered or bought under distressed conditions
- be delivered in a timeframe considered standard for the market

Only trades and trading information from participants who are free to conduct business with a variety of market participants are acceptable. When trade that is or could be construed as a transfer between an individual company's divisions or departments occurs, it falls to a reporter's judgment to determine if the transaction is repeatable on the open market. Based upon this judgment, such transactions may or may not be

considered in the final determination of Expana's quotes.

The volume basis for Expana's quotations varies and is generally the standard commercial quantity for a given item. These units are outlined in market-specific methodology documents.

Most of Expana's market quotations reflect spot negotiations and exceptions are indicated in market-specific methodology documents. Contractual or market-related transactions are not used in the final quote determination but rather as indicators of need and ability to sell at a predetermined level.

There is no minimum quota for the volume of transactional data needed to establish a market quotation, but rather a requirement for a preponderance of evidence that the bulk of trade is occurring at the new price. Where a small number of participants represent a significant percentage of the periods transactional data, market reporters will collaborate with senior reporting staff and/or editors to ensure the assessment for that period accurately reflects the market, otherwise the quotation can be paused or unquoted until transactional data from more participants becomes available.

Unquoted market listings

In some markets where trading is in limited volume, stagnant, or infrequent, an item may become unquoted. Unquoted markets in no way reflect prices moving higher or lower, but merely indicate that a closing price could not be determined.

In other cases, such as those markets that are ordinarily active on a seasonal basis, the last recorded trading information will persist in publication until trade resumes and new information becomes available.

Detailed information on situations where markets may become unquoted are available in market-specific

methodology documents.

Changes to reporting methodology

Expana will provide advanced notice of potential changes in reporting methodologies and subscribers will be provided the opportunity to provide feedback during a comment period of at least 14 days. After reviewing client feedback Expana will enact the changes typically within no more than 30 days of the closing of the comment period or take a different action based on customer feedback. Subscribers comments and Expana's response

to those comments will be published unless where the commenter has requested confidentiality.

Review of methodologies

Expana's Management, in consultation with clients from affected areas of the value chain, will review and evaluate current and proposed market reporting procedures and methodologies with the purpose of making recommendations on the following:

- A) To assess effectiveness, integrity and independence of the Expana methodologies used to establish quotations so that they best communicate the commodity values they are designed to reflect.
- B) To guide quality improvement of Expana market information and give guidance in developing implementation tactics or strategy.
- C) To ensure reporting methodology remains compliant with existing laws.
- D) To assess the effectiveness of suggested changes to quotations and/or other Expana benchmarks.

Market specific definitions, terms, and methodologies

Market coverage on Australian/New Zealand beef exports to Asia reflects wholesale negotiated trading activity on grinding material and cuts from Australia and New Zealand to China, Korea, and Japan.

Acceptable origins

Category	Point of Origin
Australian and New Zealand Boneless Beef & Cuts	Australia, New Zealand

Quotation period

Coverage for Australian/New Zealand product is released once a week; on Friday 08:00 Australian Eastern Standard Time (AEST) and includes transactional and market data for the preceding 5 business days.

The report is based on information gathered throughout the week up to the close of business at 17:00 AEST on Thursday.

Information collected after the release time can be used in the following report.

Quotation format

Unit(s) of Measure for Quotation: \$/cwt.

The US\$/cwt unit is the most commonly used unit for price negotiation in Japan and is the unit of measurement reflected in the quote series. For the destinations of China and Korea, quotes are reflected in USD/kg.

This quotation series reflects container load quantities of material which is defined as lots of 40,000 lbs or more of product. In some instances, buyer and sellers will negotiate a transaction based on a truckload trade but the load will be comprised of multiple items. This data can also be used in the price assessment for containerload pricing.

The range of values reflected in a market assessment depends on the variance of market data collected during the reporting period.

Where the market trades at a level and is also offered lower or bid higher during the reporting period, Expana will exercise professional judgment to determine how bids and offers may be reflected in the final quotation.

The quotation can continue to be published unchanged while evidence supports a steady market trend. When information suggests that the market has moved from the last quote, but new and/or reliable market data has not surfaced to reflect a new market value, the quotation will be removed from the sheet until a new quote can be established.

Transactions included in this report are offered and sold by packers, exporters and traders on a CIF port of entry basis.

Terminology

Certain quotations may be appended by suffixes or other marks. These are as follows:

Term	Significance
A suffix of "ax"	New negotiations have not occurred, but the market is moving lower on the basis of bona fide asking prices.
A suffix of "b"	New negotiations have not occurred, but the market is advancing on bona fide bids.
"r"	The quotation was previously unquoted and has been re-instated.

Delivery basis

Product of Australian/New Zealand origin are quoted on an CIF port of entry basis for China, South Korea, and Japan.

Delivery period

The assessments in this report reflect product to deliver 0-45 calendar days from the date of negotiation.

Product specifications

<i>Term</i>	<i>Significance</i>
AUSTRALIAN/NEW ZEALAND ORIGIN	
90% CL Boneless Beef	Boneless beef trimmings 90% chemical lean
85% CL Boneless Beef	Boneless beef trimmings 85% chemical lean
80% CL Boneless Beef	Boneless beef trimmings 80% chemical lean
Mixed Trimmings 65%	Boneless beef trimmings 65% chemical lean
Knuckles Steer/Cow	Knuckles, can be fabricated from cows or steers
Flank Steak Steer/Cow	Flank Steak, can be fabricated from cows or steers
Brisket Point Off Steer/Cow	Brisket Point Off, can be fabricated from cows or steers
100% Lean Insides	100% visual lean inside rounds
100% Lean Flats/Eyes	100% visual lean bottom round flats and 100% visual lean eye rounds
100% Lean SPB	100% visual lean beef small pieces and bits



Contact us

For more information on Expana's market quotations,
email methodology@expanamarkets.com