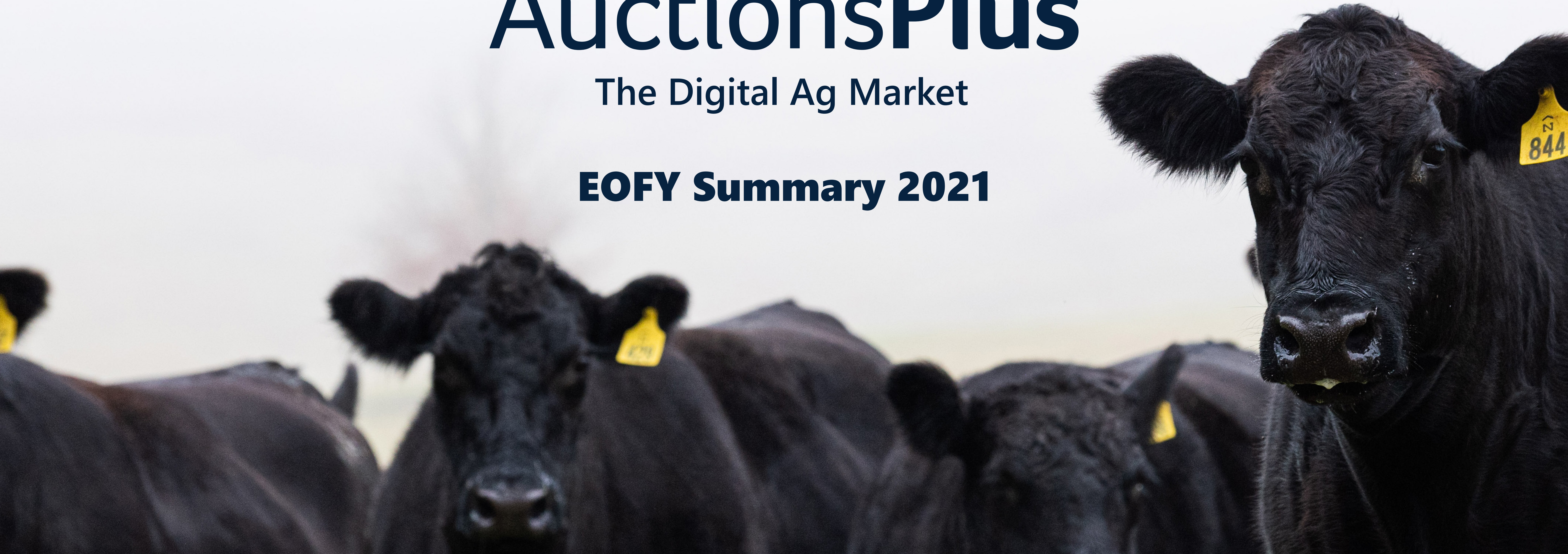
AuctionsPlus

The Digital Ag Market

EOFY Summary 2021



AuctionsPlus SNAPSHOT

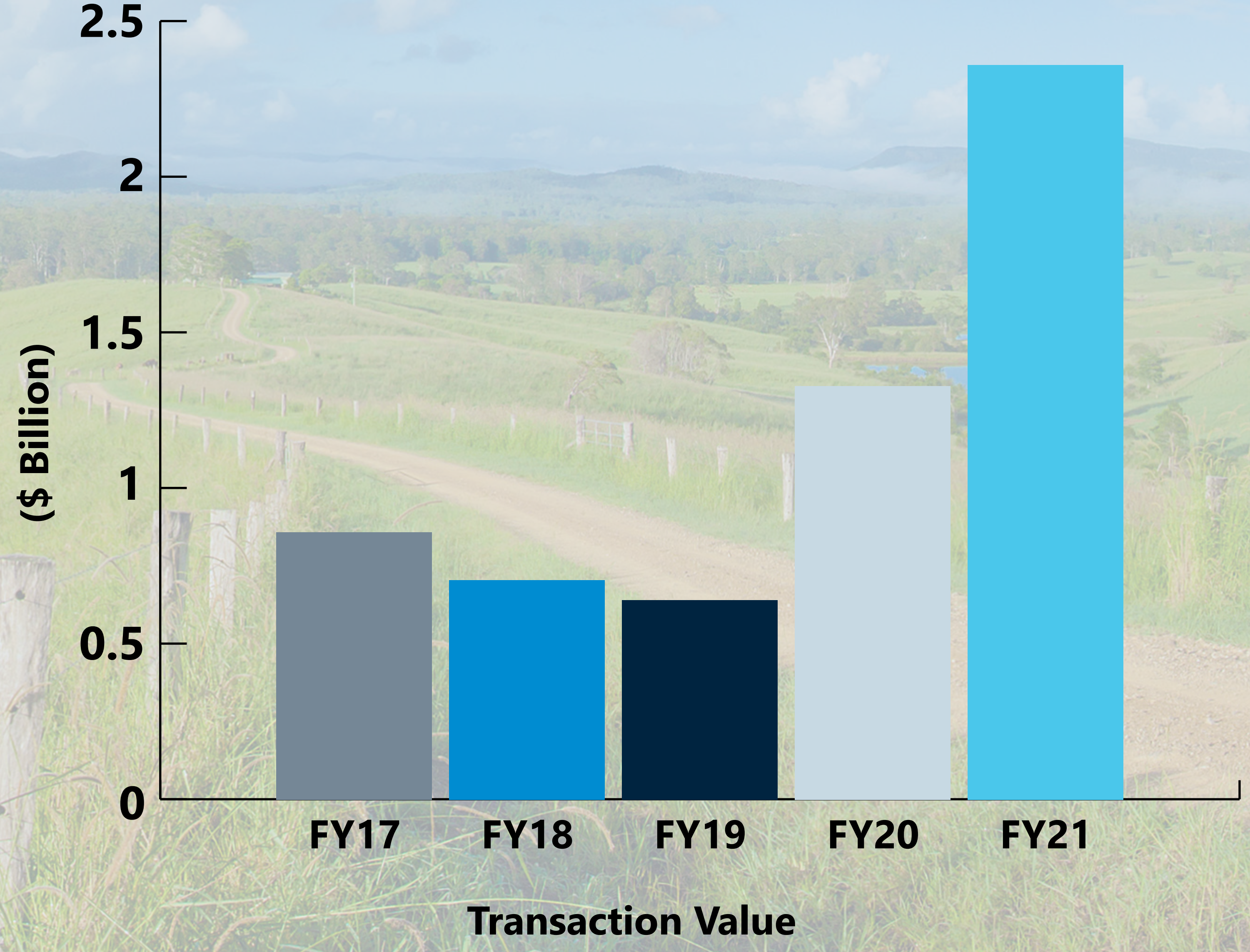
Total Registered Users 100,000

Total Cattle Offered 814,758

Total Sheep Offered 4,432,617

GMS

$2.35 Billion



Cattle

OVERVIEW

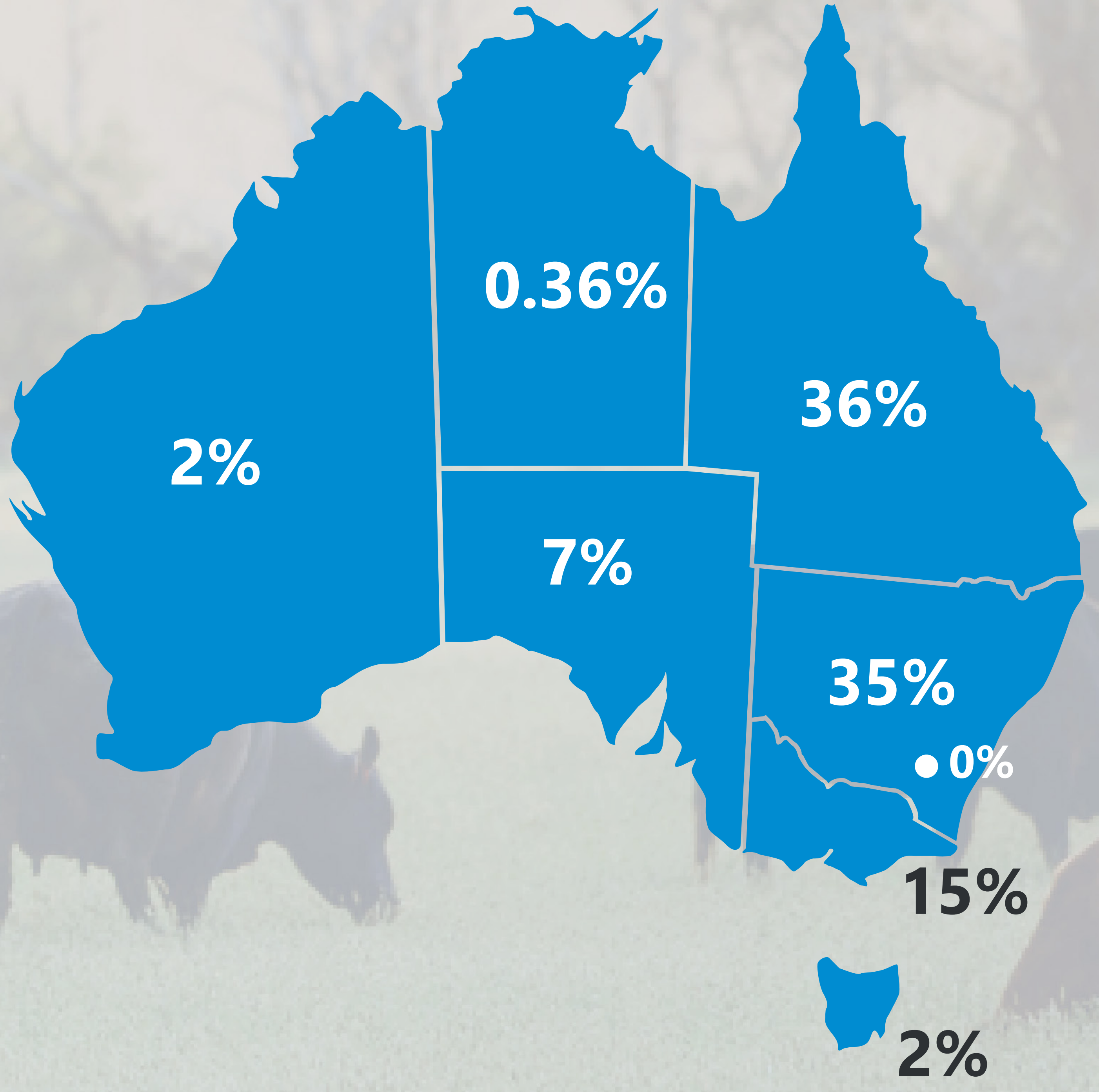
The Australian cattle market went from strength to strength in FY21, with records repeatedly smashed across all categories. With the record prices and improving season in FY21, confidence through the primary production sector was unprecedented, which assisted a record throughput of cattle and user participation on AuctionsPlus.

Total cattle offered in FY21 was 814,758 head, with an average clearance rate of 82.9% - up slightly from 81.4% in FY20 and 68% in FY19.

New South Wales remained the largest throughput state, offering 301,615 head, but was pipped at the post by Queensland for the most cattle sold, with 244,135 head for Queensland, versus 242,403 head in NSW. The 58% jump in FY21 for Queensland cattle sales was largely attributed to the drier conditions through large parts of the state in FY21, which had producers selling additional numbers online, predominantly into northern NSW. South Australia registered the largest percentage increases in both offerings and sales for FY21, with 58,778 head offered online and 49,665 head sold online – up 95% and 122%, respectively.

A notable uptake of the online platform was registered out of Western Australia, with 19,979 head offered for FY21 – a 53% increase on FY20. A key driver of this growth was producers taking advantage of the incredible demand and prices for cattle from the eastern states, especially in the first three quarters of the year.

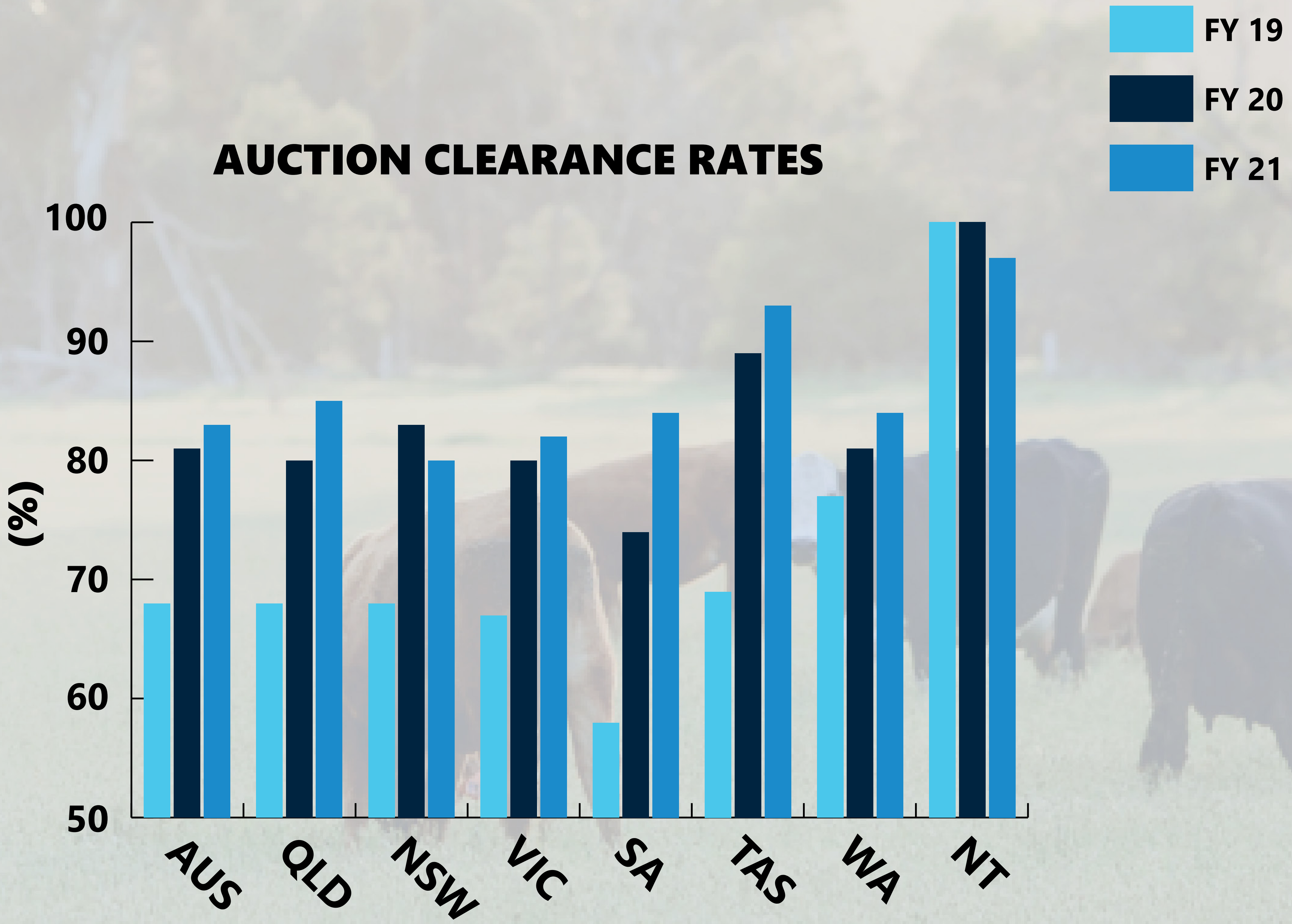
TOTAL CATTLE SALES

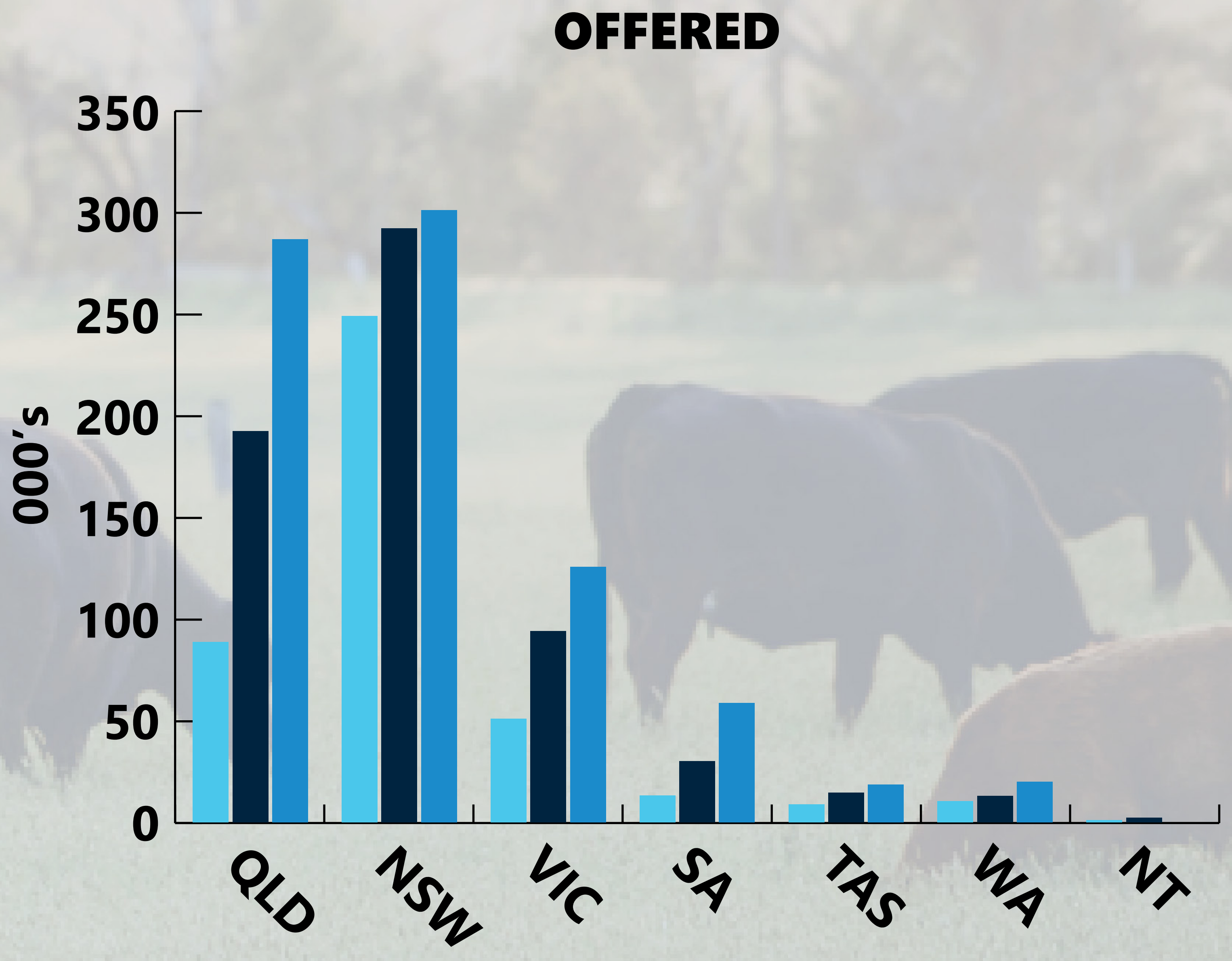


Cattle Sales

Total Cattle Sales: 675,464 head

QLD: 244,135
NSW: 242,403
VIC: 102,663
SA: 49,665
TAS: 17,275
WA: 16,859
NT: 2,464





Cattle - Regions

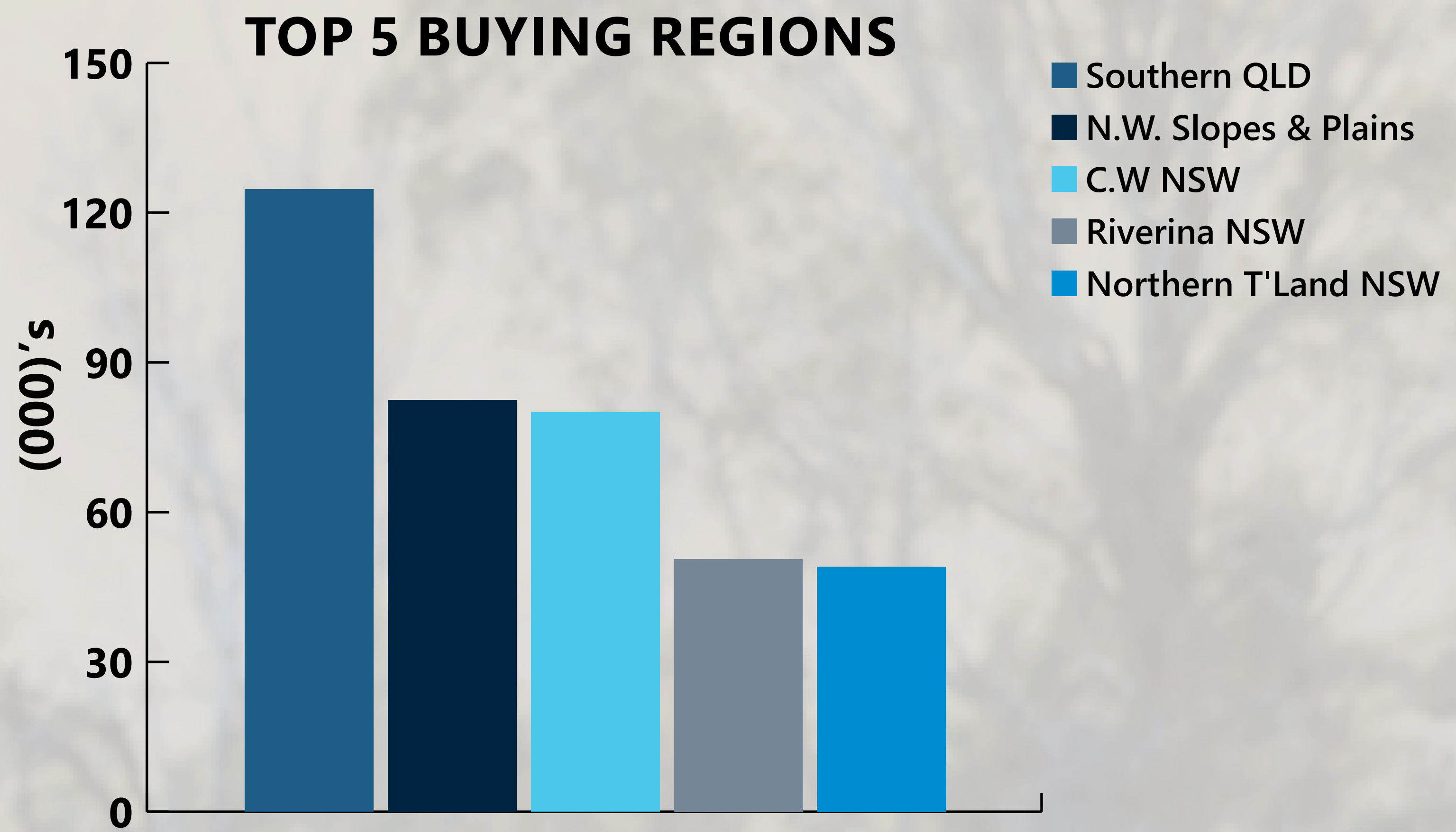
OVERVIEW

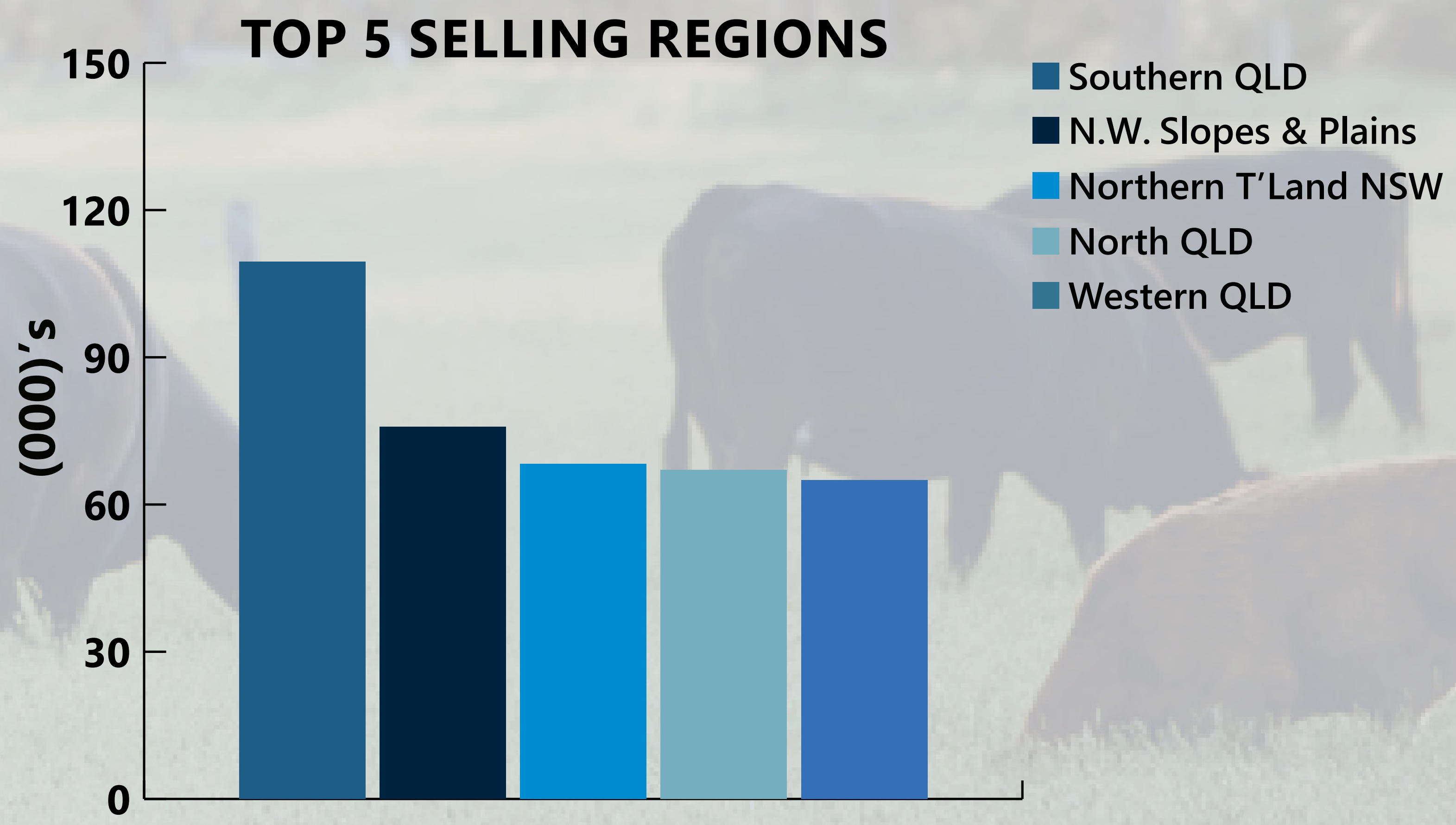
Southern Queensland was both a listing and purchasing powerhouse for cattle on AuctionsPlus in FY21. The region had the largest cattle throughput online for the year, accounting for 13% of the total commercial cattle offering on AuctionsPlus, with 109,521 head listed online – a 22% year-on-year increase.

Southern Queensland also continued to dominate cattle purchases, assisted by feedlot and processing dominance within the region, with 124,701 head secured - a 57% increase on FY20. Northern Queensland saw a 107% spike in cattle listings for FY21, while Central West NSW registered the largest reduction in cattle listings for the financial year - down by 44%.

TOTAL THROUGHPUT:

814,758 HEAD





Cattle - Markets

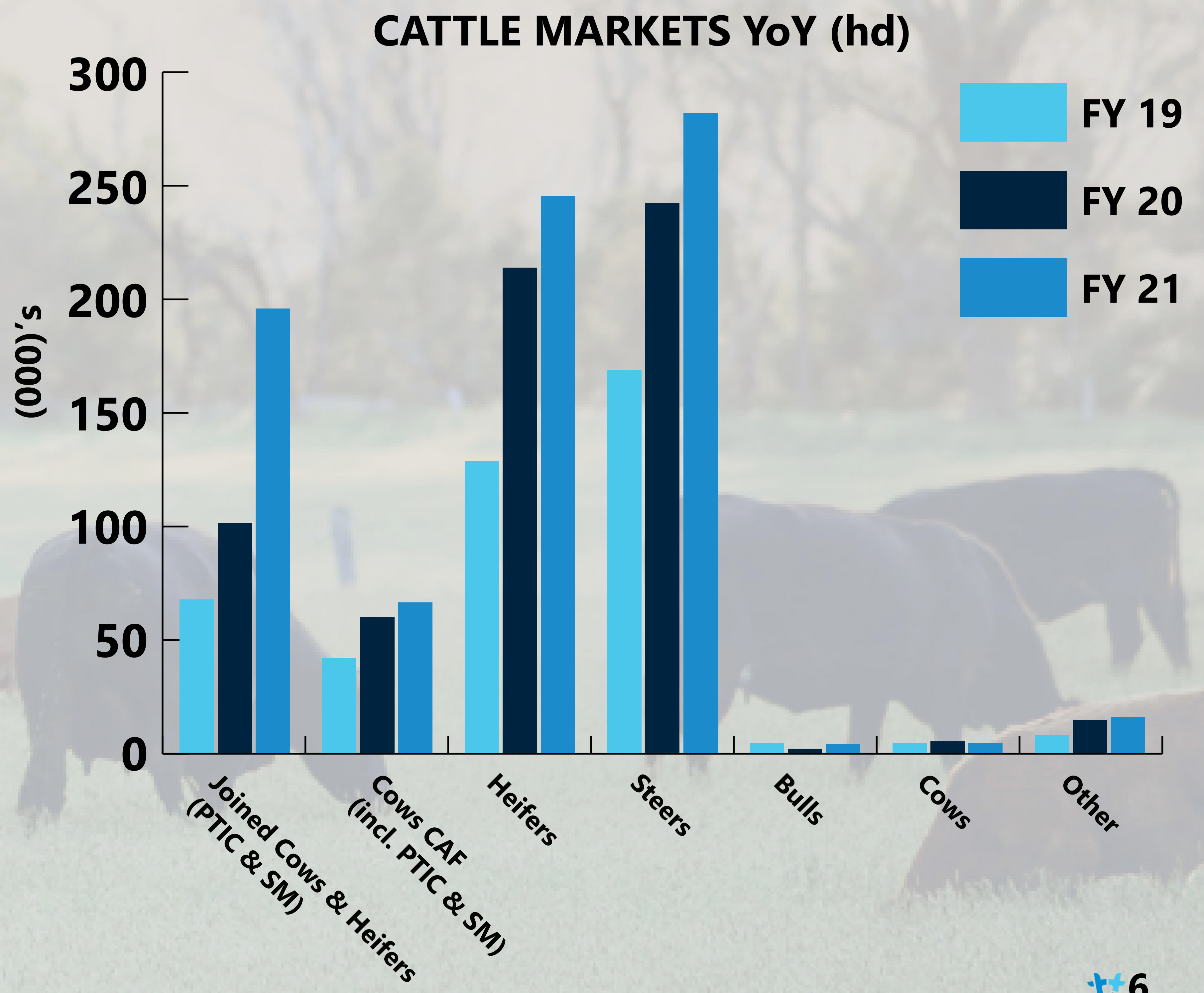
OVERVIEW

AuctionsPlus steer and heifer offerings were higher throughout FY21, with the categories registering 88% and 86% clearance, respectively. Heifers experienced a 20% increase in sales, while steers were close behind with an 18% rise.

For the female offering, lighter heifer categories saw the largest price increases from FY20, with heifers weighing under 200kgs up 43%, to average $941/head for FY21. For steers, the 200-280kg category had the largest offering, with 83,381 head, averaging 33% higher than FY20, at $1,332/head.

The largest percentage increase for FY21 was seen in joined females, with a 102% increase in purchases in FY21, as buyers secured 143,302 head - up from 70,780 head in FY20. The PTIC heifer offering was the largest of the breeder offering, with 99,993 head listed. Demand remained robust with 73% clearance and prices averaging 34% higher for FY21, at $2,281/head.

Cows with calves at foot registered a 13% increase in FY21, with 52,539 head secured online. Heated demand for breeding stock saw prices for Non-Station Mated (NSM) cows and calves increase by 81% from FY20, to average $2,847/ head. Station mated cows & calves also increased by 62%, to average $2,731/ head



Sheep & Lamb

OVERVIEW

Sheep and lambs offered exclusively through AuctionsPlus for FY21 reached 4,432,617 head - an increase of 10% from the previous fiscal year.

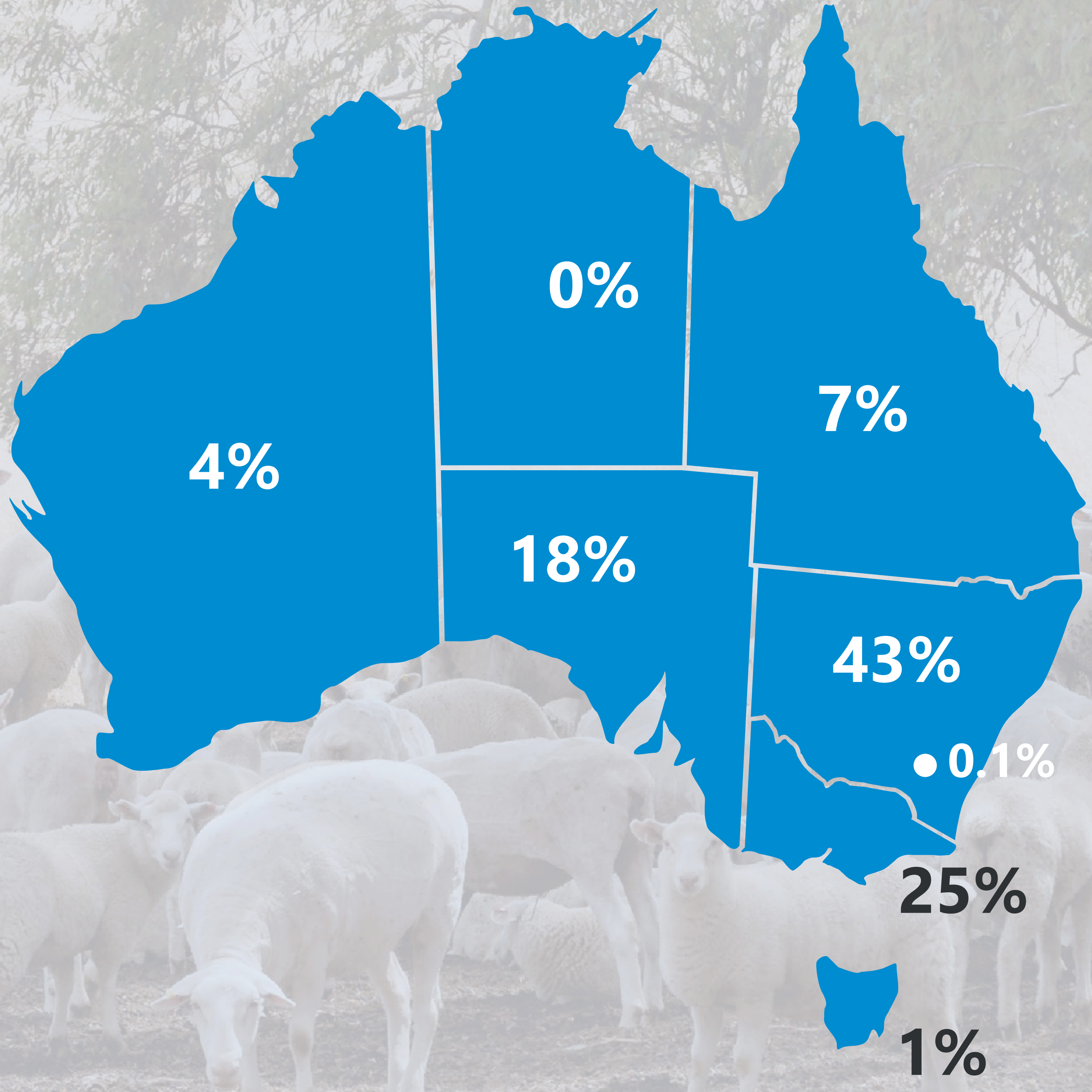
New South Wales offered 1.927 million sheep for FY21, accounting for 43.5% of total listings. However, due to the strong flock rebuilding intentions of restockers across the state, total listings for FY21 retracted by 13% overall from FY20 as producers retained breeding stock to build numbers.

South Australia and Victoria saw the largest lifts in offerings on AuctionsPlus for FY21 with 65% and 52% increases achieved, respectively. Western Australia also saw a 10% increase in sheep listings for FY21.

Queensland saw a 3% contraction in online listing numbers from FY20, offering a total of 303,805 head in FY21. Strong demand from interstate buyers pushed clearance rates to 81% for the states' total offering. Tasmania also saw a 17% reduction in offerings for FY21, with the state totaling 63,527 head listed online for FY21. Tasmanian sheep sales achieved the highest clearance rate across all states for the fiscal year, with 82% of offerings selling online.

Scanned In Lamb categories saw an increase in listings across Merino, first cross and shedding breed ewes. SIL shedding breed ewes saw an 82% rise in listings for the year totalling 28,526 head offered online. Merino wether lambs had the most online listings for FY21, with a total of 802,423 head offered for the category - a 9% year-on-year increase.

TOTAL SHEEP & LAMB SALES



Sheep - Regions

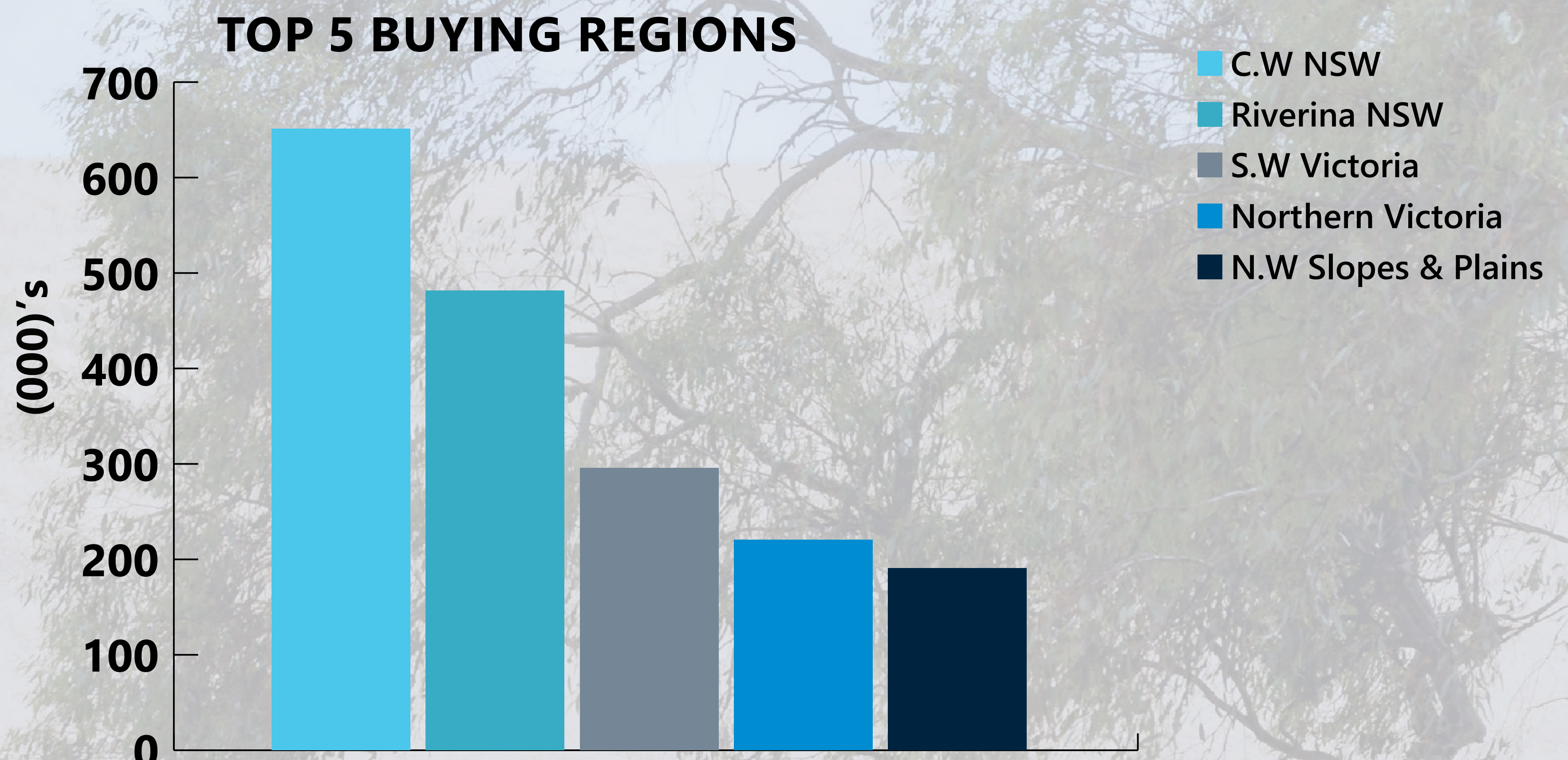
OVERVIEW

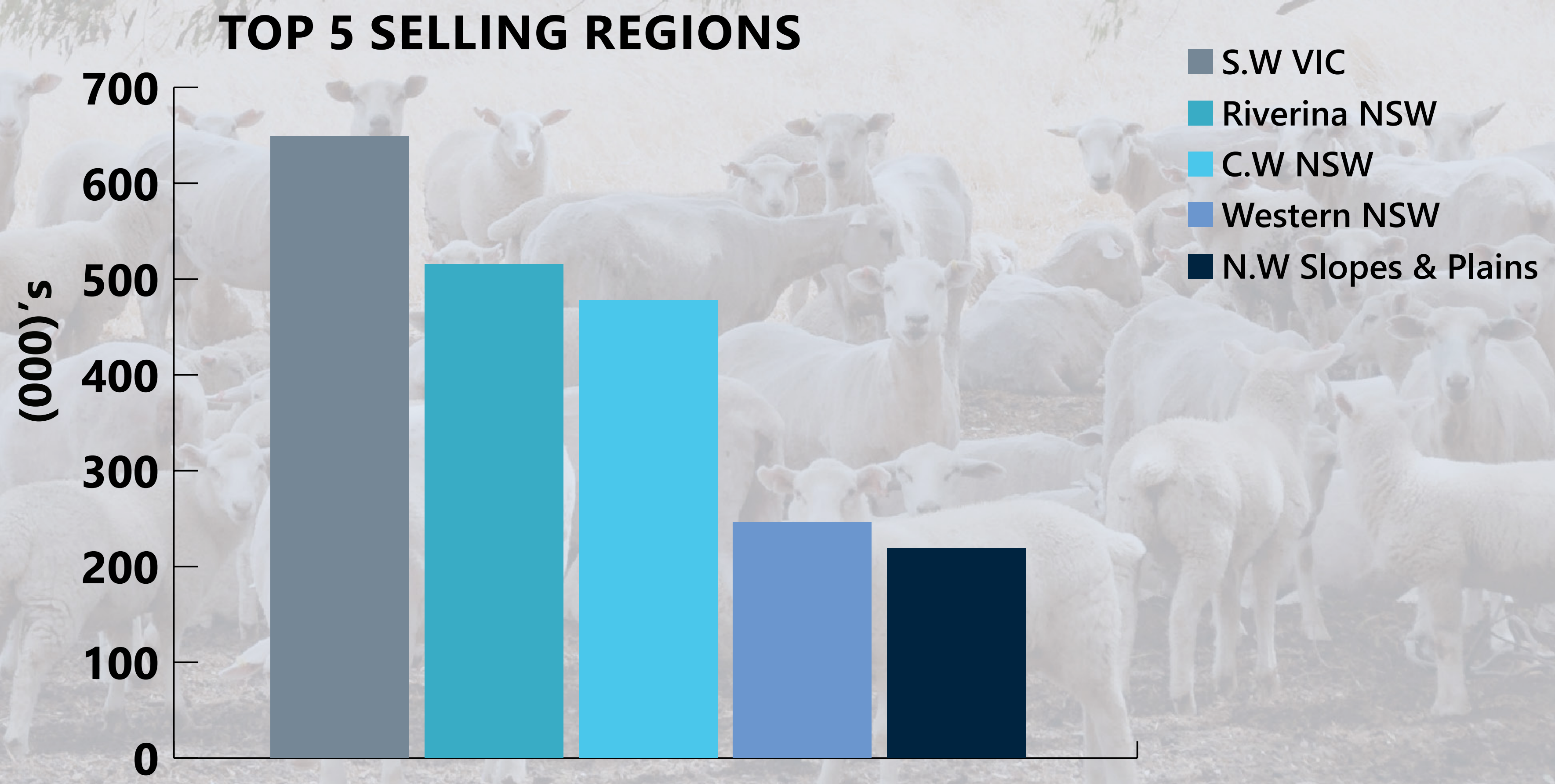
South Australia and Victoria saw the largest rise in sheep listings in FY21, increasing by 65% and 52%, respectively, as producers in comparatively drier areas looked to cash in on a robust market and strong restocker demand from New South Wales. S.W. Victoria took the crown for the largest listing region in FY21, offering 649,219 head – a 58% increase on FY20. NSW dominated the next five largest regions, with significant growth through the Riverina (up 46%) and Western NSW region (55%).

Numbers from the lower SE SA almost doubled for the year, hitting 199,528 head.

TOTAL THROUGHPUT:

4,432,617 HEAD



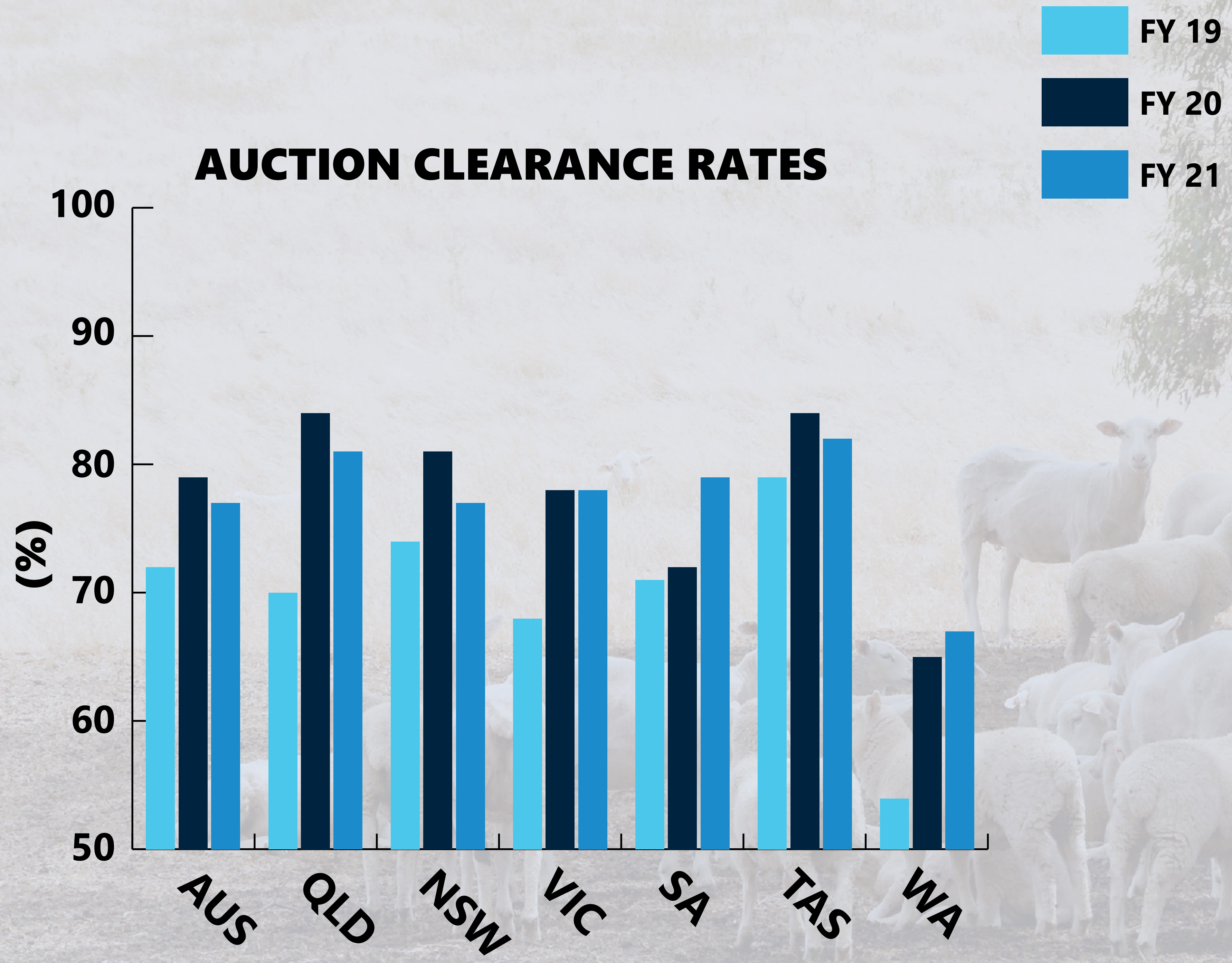


Sheep Sales

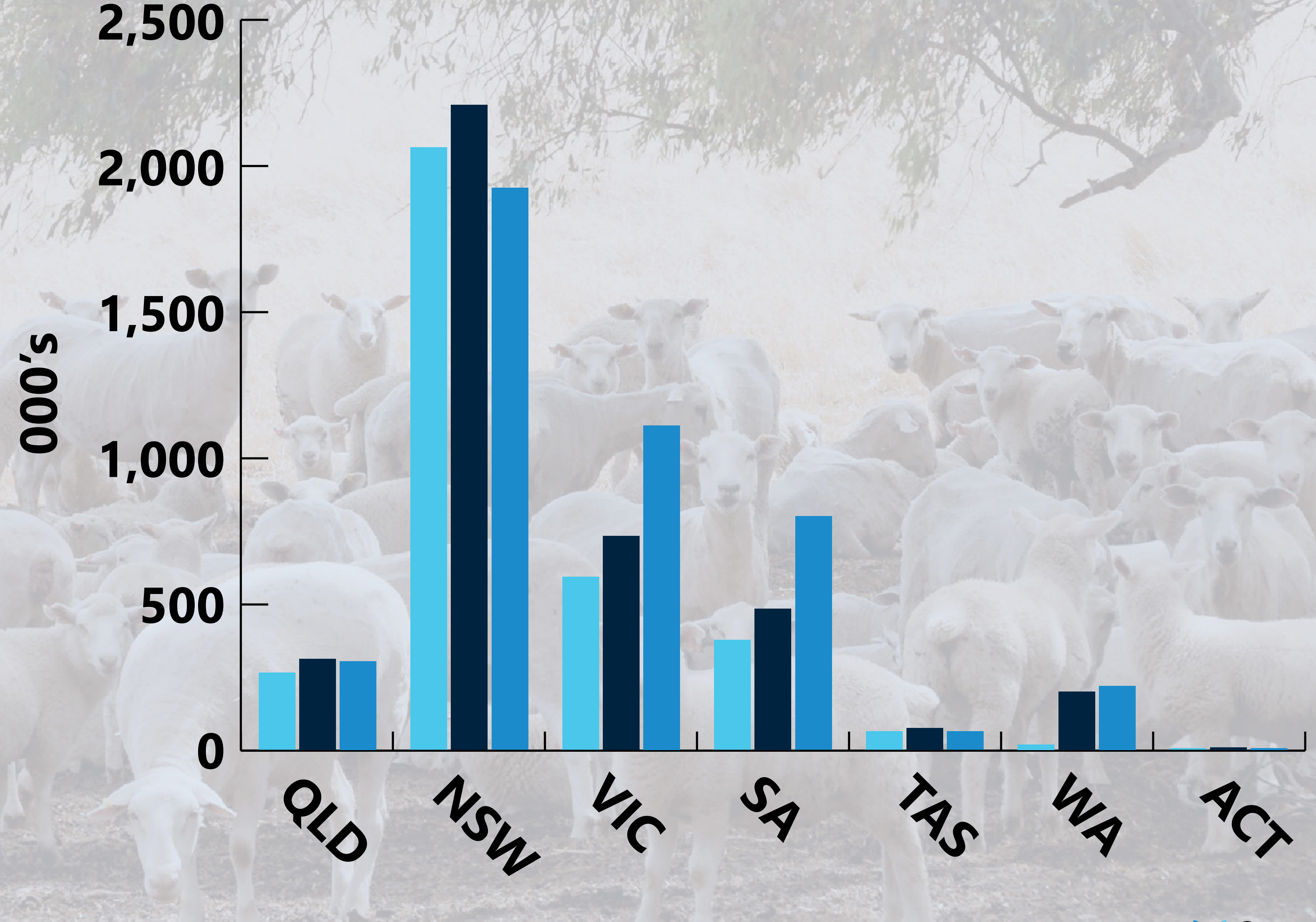
Total Sheep Sales: 3,432,661 head

QLD: 245,944
NSW: 1,485,875
VIC: 870,143
SA: 628,703
TAS: 51,938
WA: 146,486
ACT: 3,572

AUCTION CLEARANCE RATES



OFFERED



State by State: Cattle & Sheep Sales (%)

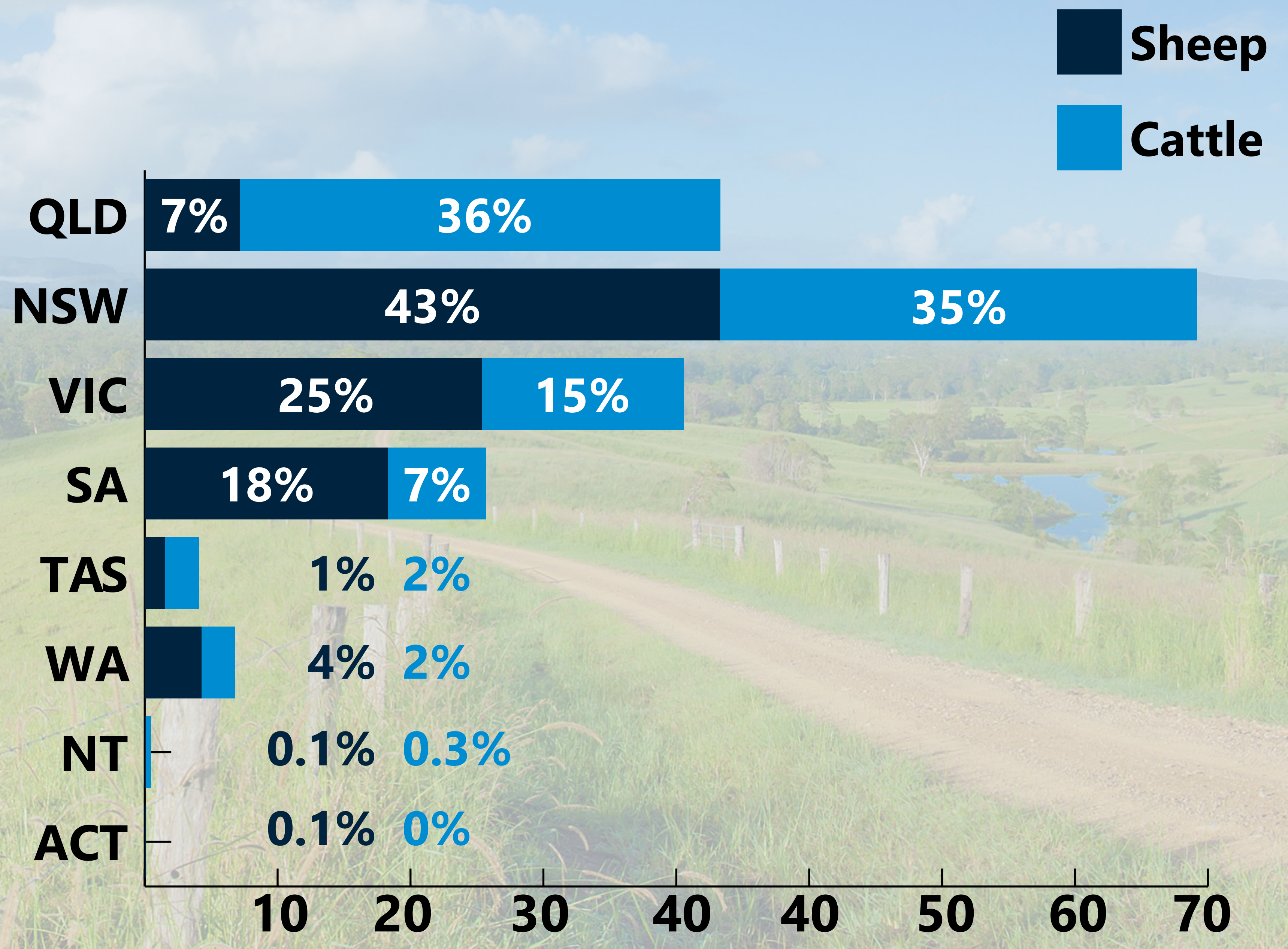
OVERVIEW

Not surprisingly, the largest states as per flock and herd numbers dominated the online selling action in FY21. However, within each state there was significant movement across the regions, as seasonal conditions and record prices influenced selling and buying decisions.

For sheep, the Southern Tablelands of NSW had the largest percentage increase in purchases for FY21, which offset some minor declines in the larger NSW regions, especially in the Riverina and South-West Slopes and Plains.

For Queensland, sales jumped 107% through North Queensland, as producers still impacted by drought conditions made the decision to sell online and benefit from the huge demand and prices being paid further south.

In SA, growth in both absolute cattle and sheep numbers offered was consolidated by historically high prices, fueled by the restocking demand through many eastern regions.

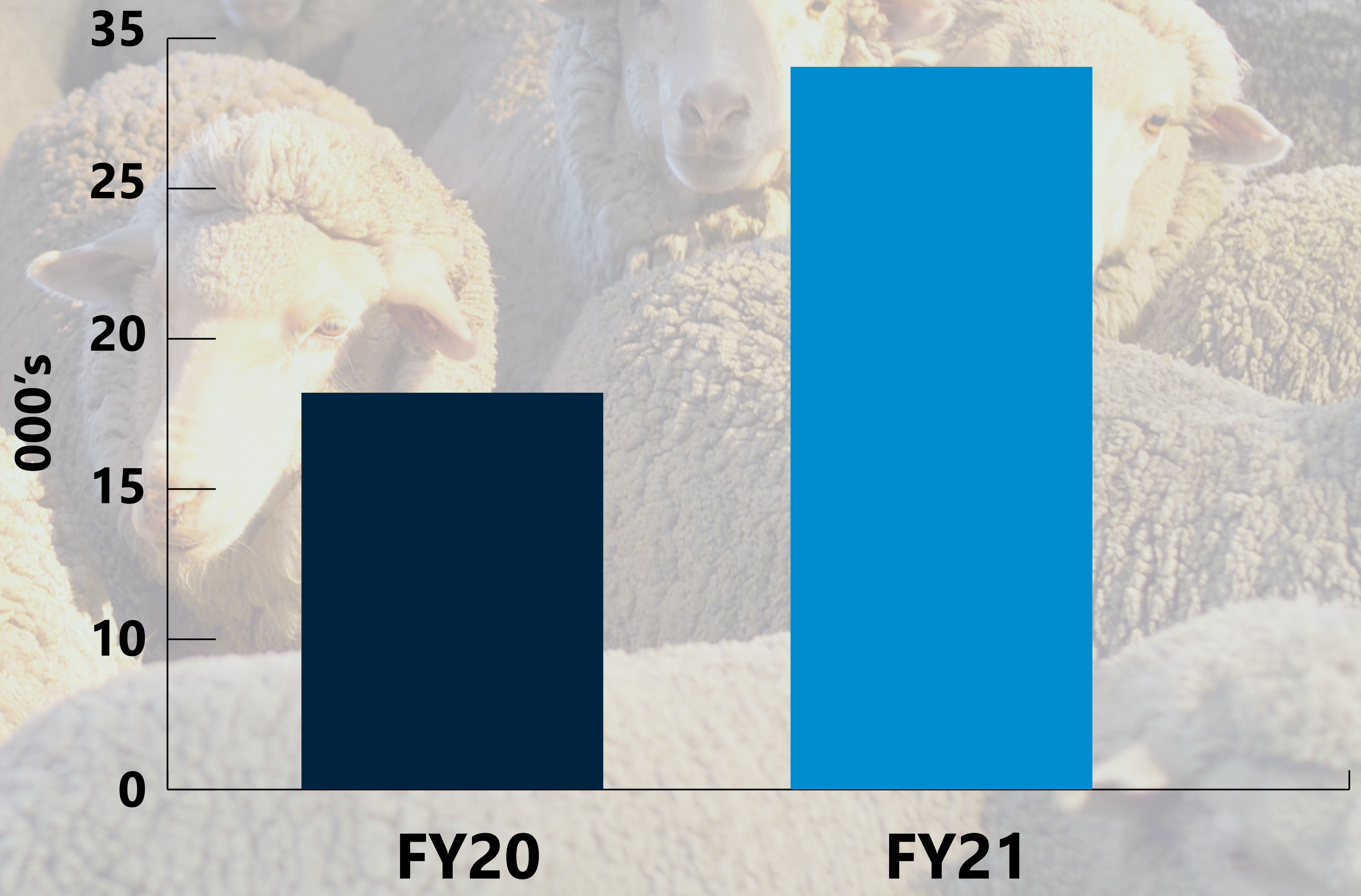


Total Bales Sold FY20 vs FY21

OVERVIEW

The AuctionsPlus offer board sold 34,557 bales during FY21, increasing 85% from the previous financial year. The Gross Merchandise Sale for wool for FY21 (all prices converted to greasy) was $57.8 million - increasing from $36.3 million the previous financial year. The offer board registered heavier utilisation this financial year, largely due to the fluctuating wool market, as the offer board was utilised more frequently to fill quotas outside of physical auctions.

The wool market experienced a turbulent year in FY21, with the market crashing dramatically at the start of the COVID-19 outbreak - dropping to its lowest point in the first quarter of the new financial year at 839c/kg. The market has been heavily influenced by restrictions imposed by the pandemic, especially the locking down of key buying markets which had major implications on the Australian wool price and national stockpile. Since October last year the market has been steadily improving week on week, with the slow process of lifting restrictions resulting in key international buyers returning to the market which has seen the market lift above 1,400c/kg as of the end of the financial year.



Goats

Total Goat Sales: 130,198

QLD: 62,772 **VIC: 2,518**

NSW: 64,003 **WA: 905**

OVERVIEW

Following the inception of commercial goat sales on AuctionsPlus in 2019, goat numbers offered exclusively online increased by 224% in FY21, to total 130,198 head.

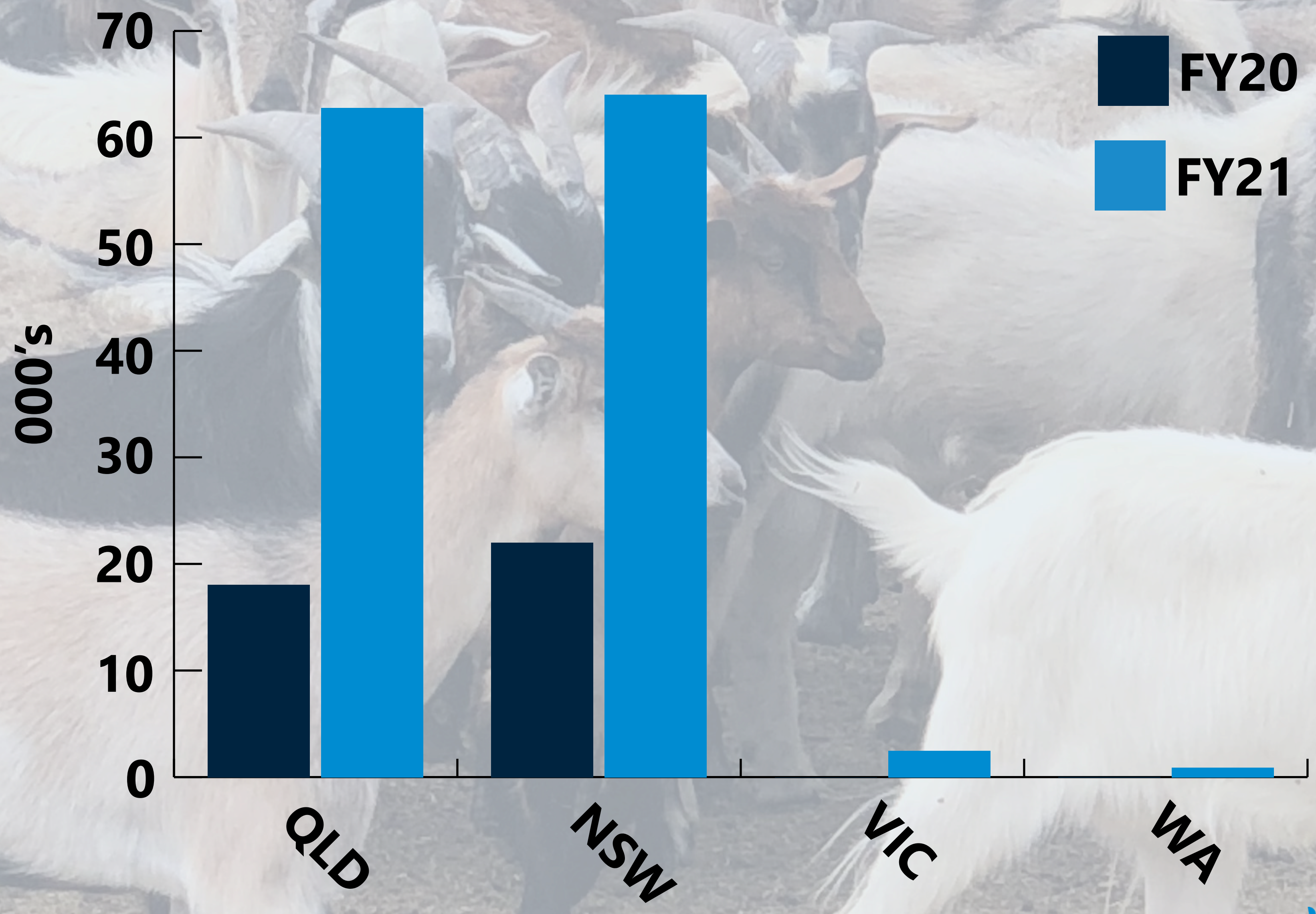
New South Wales was the largest listing state, accounting for 49% of total throughput, while Queensland totalled 48%. Western NSW was the largest listing region - accounting for 35% of all online listings, followed by Southern Queensland which offered 27%.

Rangeland goats made up 56% of online listings, totalling 72,815 head. Does comprised of 67% of the total goat offerings, with bucks at 26%. Rangeland does reported a 26% rise in prices for FY21, with does averaging $161/head- increasing by $33/head from FY20.

Purebred Boer buck goats increased by 81% or $205/head in FY21, to average $458/head. Boer does increased 65% in FY21, averaging $130 higher at $329/head.

First cross Boer/Rangeland goats registered a 600% increase in listings in FY21, with 12,882 head offered. Boer/Rangeland does increased by $35 in FY21, to average $190/head.

Queensland acquired 51% of the commercial goat purchases for the year. Western and Southern Queensland were the top purchasing regions, securing 27% and 21% of total purchases, respectively. Somewhat surprisingly, NW Victoria was the third largest purchasing regions, securing 11% of total purchases.



Other Sales

46	Property Sales	↑ 283%
317	Clearing Sales/ Machinery	↑ 428%
364	Stud Cattle	↑ 77%
297	Stud Sheep	↑ 291%
4	Alpaca	↑ 100%
7	Goats	↑ 400%
5	Dogs	↑ 150%
17	Equine	↑ 325%
75	Saleyard	↑ 295%
7	Dairy Cattle	↑ 600%

Appendix

Sheep Tables

SHEEP OFFERED EXCLUSIVELY THROUGH AUCTIONSPLUS

NO. Head - Offered	FY21	FY20	% Change	FY19	FY18	FY17	FY16
Total	**4,432,617**	**4,024,231**	**10%**	**3,386,598**	**3,224,574**	**2,935,118**	**2,508,810**
QLD	303,805	312,446	-3%	264,058	249,668	280,002	258,703
NSW	1,927,074	2,211,029	-13%	2,065,842	2,024,667	1,790,930	1,481,773
VIC	1,112,275	733,249	52%	592,953	449,322	379,378	446,130
SA	800,838	484,053	65%	376,930	412,666	364,132	269,515
TAS	63,527	74,897	-15%	62,971	69,084	92,928	50,521
WA	219,400	199,981	10%	18,526	14,919	26,808	-
ACT	5,698	8,576	-34%	5,318	4,248	940	2,168

TOP 10 SHEEP PURCHASING REGIONS

NO. of Head - Purchasing	FY21	FY20	% Change	FY19	FY18	FY17	FY16
Central Western NSW	651,291	603,969	8%	444,650	336,538	398,737	332,293
Riverina NSW	479,260	519,287	-8%	379,832	369,663	307,772	303,880
S.W. Victoria	295,851	281,516	5%	206,501	266,223	205,338	121,857
Northern Victoria	234,714	253,613	-7%	169,943	213,336	207,393	127,792
N.W. Slopes & Plains	189,454	170,888	11%	122,407	117,396	133,579	138,872
SW Slopes & Plains	176,577	188,864	-7%	150,963	106,074	113,616	75,231
N/W Victoria	172,515	200,473	-14%	137,003	162,465	180,030	77,165
Southern Tablelands	171,122	90,561	89%	79,722	60,518	53,987	38,844
Lower SE S.A.	107,996	109,002	-1%	111,455	114,517	121,854	59,284
Upper SE S.A.	92,439	77,631	19%	84,756	87,937	69,409	43,775

SHEEP SOLD EXCLUSIVELY THROUGH AUCTIONSPLUS

NO. Head - Sold	FY21	FY20	% Change	FY19	FY18	FY17	FY16
Total	**3,432,661**	**3,165,912**	**8%**	**2,448,355**	**2,329,575**	**2,343,275**	**1,747,406**
QLD	245,944	262,435	-6%	184,776	173,464	223,724	197,013
NSW	1,485,875	1,782,734	-17%	1,528,607	1,460,628	1,425,388	997,622
VIC	870,143	571,172	52%	401,663	327,063	295,639	323,249
SA	628,703	350,829	79%	269,041	307,376	298,078	191,967
TAS	51,938	62,581	-17%	50,051	48,051	86,201	35,661
WA	146,486	130,065	13%	9,959	10,310	13,305	
ACT	3,572	6,096	-41%	4,258	2,683	940	1,894

TOP 10 SHEEP LISTING REGIONS

NO. of Head - Listings	FY21	FY20	% Change	FY19	FY18	FY17	FY16
S.W. Victoria	649,219	410,344	58%	281,906	214,493	192,299	221,508
Riverina NSW	516,118	353,972	46%	391,371	294,766	240,564	207,838
Central Western NSW	478,387	662,366	-28%	534,298	533,650	429,071	341,687
Western NSW	245,280	158,367	55%	140,200	272,027	256,896	204,953
N.W. Slopes & Plains	219,087	225,564	-3%	335,672	295,176	283,978	208,697
SW Slopes & Plains	200,595	296,161	-32%	276,727	216,315	205,726	143,457
Lower SE S.A.	199,528	107,745	85%	76,779	117,902	89,328	82,074
Western Queensland	187,009	192,974	-3%	105,792	135,318	121,172	139,360
Northern Victoria	179,521	140,422	28%	145,488	119,756	93,111	116,967
N/W Victoria	157,236	90,292	74%	79,849	45,076	42,966	46,732

Appendix

Cattle Tables

CATTLE OFFERED EXCLUSIVELY THROUGH AUCTIONSPLUS

NO. of Head - Offered	FY21	FY20	% change	FY19	FY18	FY17	FY16
Total	**814,758**	**639,720**	**27%**	**423,236**	**440,845**	**466,656**	**388,957**
QLD	287,318	192,749	49%	88,899	113,341	161,027	150,165
NSW	301,615	292,622	3%	249,494	235,751	207,654	168,293
VIC	125,860	94,211	34%	51,051	49,708	51,179	36,847
SA	58,778	30,084	95%	13,241	23,489	19,262	11,591
TAS	18,658	14,693	27%	8,948	6,798	7,516	5,183
WA	19,979	13,025	53%	10,441	9,738	11,573	11,917
NT	2,550	2,336	9%	1,162	2,020	8,445	4,961

TOP 10 CATTLE PURCHASING REGIONS

NO. Head - Purchasing	FY21	FY20	% Change	FY19	FY18	FY17	FY16
Southern QLD	124,701	79,396	57%	48,858	55,122	64,330	68,464
N.W. Slopes & Plains	82,550	70,272	17%	39,723	33,242	46,706	48,308
Central Western NSW	80,014	53,798	49%	25,766	16,254	34,860	29,886
Riverina NSW	50,814	41,203	23%	24,322	24,472	17,834	14,409
Northern T'Land NSW	48,950	35,604	37%	14,436	24,704	26,222	18,801
Hunter NSW	21,127	12,260	72%	9,774	5,648	7,803	6,342
Southern Tablelands	20,060	13,498	49%	5,636	6,147	6,256	5,868
S.W. VIC	19,672	24,991	-21%	10,955	14,135	11,452	4,504
N.E. VIC	18,567	15,591	19%	6,614	7,922	4,418	2,863
Western QLD	18,159	11,444	59%	13,758	9,173	18,535	12,433

CATTLE SOLD EXCLUSIVELY THROUGH AUCTIONSPLUS

NO. of Head - Sold	FY21	FY20	% Change	FY19	FY18	FY17	FY16
Total	**675,464**	**521,084**	**30%**	**288,011**	**291,320**	**356,478**	**297,468**
QLD	244,135	154,519	58%	60,337	79,073	123,037	117,490
NSW	242,403	243,211	0%	170,163	150,271	157,397	124,311
VIC	102,663	74,947	37%	34,390	33,089	37,865	27,237
SA	49,665	22,401	122%	7,685	13,637	13,973	9,077
TAS	17,275	13,142	31%	6,214	5,884	6,725	4,477
WA	16,859	10,528	60%	8,060	7,986	10,323	10,012
NT	2,464	2,336	5%	1,162	1,380	7,158	4,864

TOP 10 CATTLE LISTING REGIONS

NO. of Head - Listings	FY21	FY20	% Change	FY19	FY18	FY17	FY16
Southern Queensland	109,521	89,920	22%	49,782	48,785	70,846	56,300
N.W. Slopes & Plains	76,066	56,685	34%	57,290	54,701	47,397	40,351
Northern T'Land NSW	68,331	76,116	-10%	55,624	43,460	44,443	50,992
North Queensland	67,064	32,356	107%	5,008	15,844	27,290	17,989
Western Queensland	64,952	45,370	43%	18,433	29,314	39,382	39,605
Central Western NSW	22,773	40,331	-44%	54,249	50,130	49,145	58,309
Riverina NSW	19,070	29,068	-34%	32,640	30,416	39,557	46,983
Central Queensland	35,293	31,025	14%	18,727	18,188	31,537	44,524
S.W. Victoria	13,445	17,826	-25%	13,908	15,526	36,914	42,093
Hunter NSW	10,022	10,251	-2%	19,912	13,718	17,808	24,904

Appendix

Goat Tables

NUMBER OF GOATS OFFERED ON AUCTIONSPLUS

Number of Head - Offered	FY21	FY20	% change
Total	**130,198**	**40,140**	**224%**
QLD	62,772	18,050	248%
NSW	64,003	22,006	191%
VIC	2,518	12	20883%
WA	905	72	1157%

NUMBER OF GOATS SOLD ON AUCTIONSPLUS

Number of Head - Sold	FY21	FY20	% change
Total	**110,861**	**36,261**	**206%**
NSW	52,497	18,972	177%
QLD	56,498	17,289	227%
VIC	1,496	-	-
WA	370	-	-

Other Tables

SALES

Number of Sales	FY21	FY20	% Change
Properties	46	12	283%
Clearing Sales/Machinery	317	60	428%
Stud Cattle	364	206	77%
Stud Sheep	297	76	291%
Alpaca	4	2	100%
Goats	7	1	400%
Camels	2	-	-
Charity	8	5	60%
Dogs	5	2	150%
Equine	17	4	325%
Pigs	2	-	-
Wine	1	-	-
Saleyards	75	19	295%
Water	1	-	-
Baby formula	-	1	-
Dairy Cattle	7	1	600%
Wool (Bales sold)	34,557	18,636	85%

Contact

If you would like to find out more or discuss the results further, please reach out to the team on:
(02) 9262 4222