



Top 20 Countries (by Gsy Eq Kg)

| Country | This Sn | % | Prev Sn | -----Change----- | |
|----------------|--------------------|-------|--------------------|-------------------|-------------|
| China, P.R. | 175,539,126 | 75.0% | 162,238,424 | 13,300,702 | 8.2% |
| India | 12,337,785 | 5.3% | 14,505,445 | -2,167,659 | -14.9% |
| Czech Republic | 11,851,188 | 5.1% | 10,437,276 | 1,413,912 | 13.5% |
| Italy | 10,772,727 | 4.6% | 10,206,691 | 566,036 | 5.5% |
| Korea, Rep. | 8,784,481 | 3.8% | 9,762,974 | -978,493 | -10.0% |
| Malaysia | 2,363,852 | 1.0% | 1,730,721 | 633,131 | 36.6% |
| Egypt | 2,299,358 | 1.0% | 1,948,569 | 350,789 | 18.0% |
| Taiwan | 1,881,621 | 0.8% | 1,532,699 | 348,922 | 22.8% |
| Thailand | 1,769,933 | 0.8% | 1,533,025 | 236,908 | 15.5% |
| Japan | 1,416,795 | 0.6% | 1,008,092 | 408,703 | 40.5% |
| United Kingdom | 831,470 | 0.4% | 828,930 | 2,540 | 0.3% |
| Germany, F.R. | 739,077 | 0.3% | 803,632 | -64,554 | -8.0% |
| Iran | 653,151 | 0.3% | 581,826 | 71,325 | 12.3% |
| Bulgaria | 553,354 | 0.2% | 618,067 | -64,713 | -10.5% |
| Georgia | 522,817 | 0.2% | 40,169 | 482,648 | 1201.5% |
| U.S.A. | 409,410 | 0.2% | 406,093 | 3,317 | 0.8% |
| Mexico | 230,964 | 0.1% | 289,166 | -58,202 | -20.1% |
| Mauritius | 217,927 | 0.1% | 144,030 | 73,896 | 51.3% |
| Turkey | 164,190 | 0.1% | 302,472 | -138,282 | -45.7% |
| Pakistan | 124,726 | 0.1% | 217,999 | -93,272 | -42.8% |
| Others | 441,045 | 0.2% | 822,229 | -381,184 | -46.4% |
| | <u>233,904,997</u> | | <u>219,958,528</u> | <u>13,946,468</u> | <u>6.3%</u> |

Largest Increase*

| Country | Increase (Gsy Eq Kg) |
|----------------|----------------------|
| China, P.R. | 13,300,702 |
| Czech Republic | 1,413,912 |
| Malaysia | 633,131 |
| Italy | 566,036 |
| Georgia | 482,648 |
| Japan | 408,703 |
| Egypt | 350,789 |

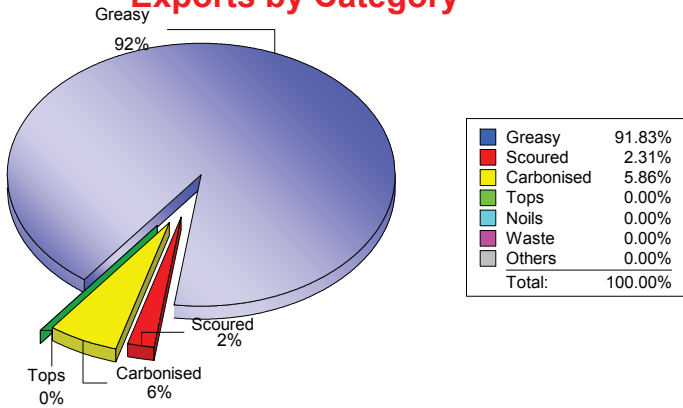
Largest Decrease*

| Country | Decrease (Gsy Eq Kg) |
|--------------|----------------------|
| India | -2,167,659 |
| Korea, Rep. | -978,493 |
| South Africa | -165,465 |
| Turkey | -138,282 |
| Pakistan | -93,272 |
| New Zealand | -92,797 |
| Bulgaria | -64,713 |

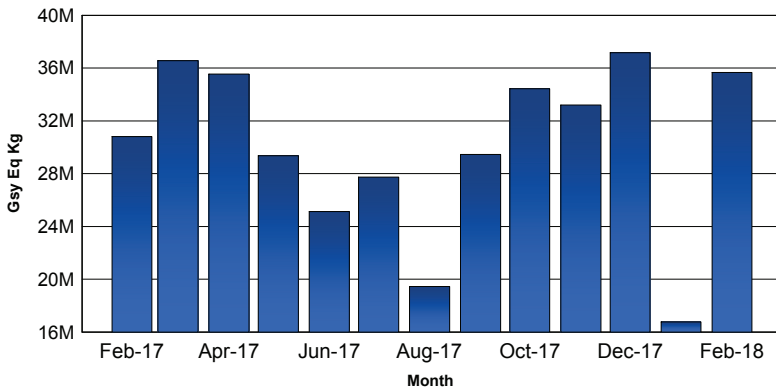
Top 4 Countries by Micron

| | Gsy Eq Kg | % |
|--------------------------------|------------|-------|
| 19 micron & finer | | |
| China, P.R. | 75,108,960 | 84.6% |
| Italy | 4,114,363 | 4.6% |
| Czech Republic | 3,224,711 | 3.6% |
| India | 2,812,983 | 3.2% |
| 20 to 23 micron | | |
| China, P.R. | 77,570,210 | 66.7% |
| India | 8,698,341 | 7.5% |
| Korea, Rep. | 8,557,083 | 7.4% |
| Italy | 6,368,036 | 5.5% |
| 24 to 27 micron | | |
| China, P.R. | 11,964,718 | 85.0% |
| Taiwan | 690,185 | 4.9% |
| Czech Republic | 452,283 | 3.2% |
| India | 303,793 | 2.2% |
| 28 micron & coarser | | |
| China, P.R. | 10,895,238 | 75.3% |
| Czech Republic | 2,688,042 | 18.6% |
| India | 522,669 | 3.6% |
| Malaysia | 249,880 | 1.7% |

Exports by Category



Exports by Month



Sheepskin Exports

| Country | Gross Wgt (Kg) | % |
|--------------|--------------------|-------|
| China, P.R. | 114,035,689 | 91.8% |
| Russian Fed. | 5,057,811 | 4.1% |
| Turkey | 1,648,336 | 1.3% |
| Pakistan | 717,277 | 0.6% |
| Japan | 494,881 | 0.4% |
| Portugal | 487,000 | 0.4% |
| Others | 1,750,667 | 1.4% |
| | <u>124,191,661</u> | |

--Gsy Eq Kg = Greasy Equivalent KG (where processed wool is included using a Processed to Greasy conversion factor. -
-Sheepskins are NOT INCLUDED except Sheepskin section. * compared to same period previous season

Australian Wool Exports

Monthly Analysis - last 12 months

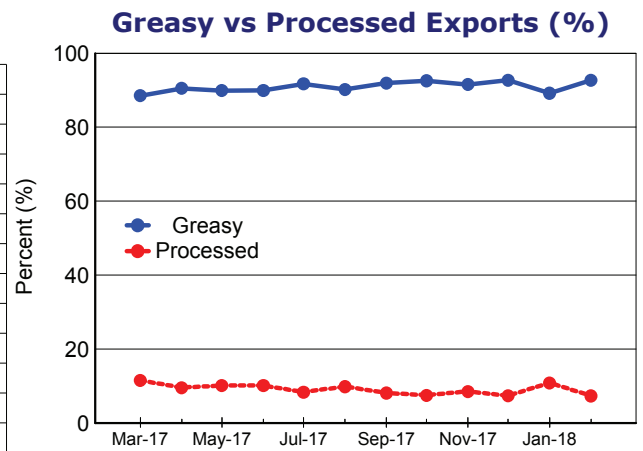
(Based on Greasy Equivalent KG; excludes sheepskins)



we know wool AWEX

Class of Export analysis (Million kg)

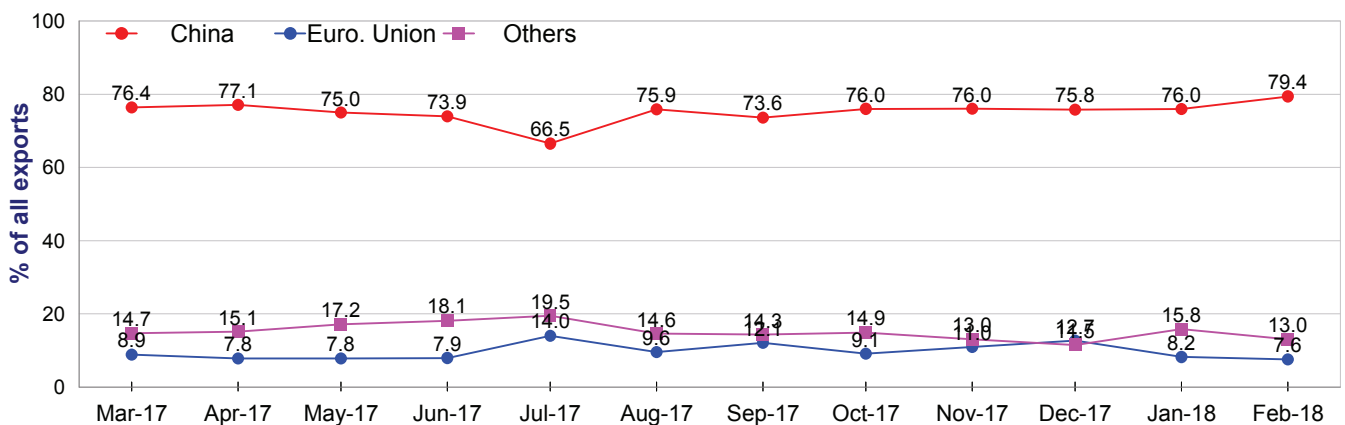
| | Greasy | | Processed | |
|--------------|------------------|-------|-----------------|-------|
| Mar-17 | 32.4 | 88.5% | 4.2 | 11.5% |
| Apr-17 | 32.2 | 90.5% | 3.4 | 9.5% |
| May-17 | 26.4 | 89.9% | 3.0 | 10.1% |
| Jun-17 | 22.6 | 89.9% | 2.5 | 10.1% |
| Jul-17 | 25.4 | 91.7% | 2.3 | 8.3% |
| Aug-17 | 17.6 | 90.2% | 1.9 | 9.8% |
| Sep-17 | 27.1 | 91.9% | 2.4 | 8.1% |
| Oct-17 | 31.9 | 92.5% | 2.6 | 7.5% |
| Nov-17 | 30.4 | 91.5% | 2.8 | 8.5% |
| Dec-17 | 34.4 | 92.7% | 2.7 | 7.3% |
| Jan-18 | 15.0 | 89.2% | 1.8 | 10.8% |
| Feb-18 | 33.1 | 92.7% | 2.6 | 7.3% |
| Total | 328.3 Mkg | | 32.2 Mkg | |



Trading Area analysis (Million kg)

| | Mar 17 | Apr 17 | May 17 | Jun 17 | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | 12 mth total |
|-----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|
| China, P.R. | 27.9 | 27.4 | 22.0 | 18.6 | 18.4 | 14.8 | 21.7 | 26.2 | 25.2 | 28.2 | 12.7 | 28.3 | 271.5 |
| India | 1.9 | 2.3 | 2.3 | 1.9 | 2.8 | 0.8 | 1.6 | 2.0 | 1.3 | 1.2 | 0.9 | 1.6 | 20.7 |
| Czech Republic | 1.2 | 1.2 | 0.7 | 1.1 | 1.6 | 0.9 | 1.4 | 1.4 | 2.0 | 2.6 | 0.5 | 1.3 | 16.2 |
| Italy | 1.7 | 1.2 | 1.2 | 0.5 | 1.8 | 0.6 | 1.9 | 1.4 | 1.4 | 1.7 | 0.6 | 1.2 | 15.4 |
| Korea, Rep. | 1.8 | 1.3 | 1.0 | 0.8 | 1.1 | 0.9 | 1.1 | 1.3 | 1.3 | 1.3 | 0.6 | 1.1 | 13.8 |
| Others | 2.0 | 2.1 | 2.0 | 2.2 | 1.9 | 1.4 | 1.8 | 2.1 | 2.0 | 2.1 | 1.3 | 2.1 | 22.9 |
| Total | 36.6 | 35.6 | 29.4 | 25.1 | 27.7 | 19.5 | 29.5 | 34.4 | 33.2 | 37.2 | 16.8 | 35.7 | 360.5 |

Trading Area analysis (% of exports & trend)



Australian Wool Exports

Monthly Analysis - last 12 months

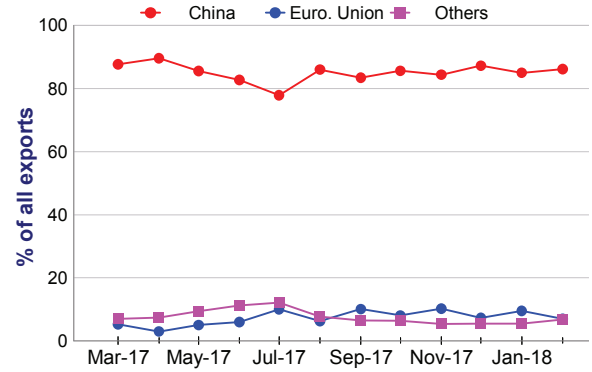
(excludes sheepskins)



Fibre Diameter analysis (Million kg)

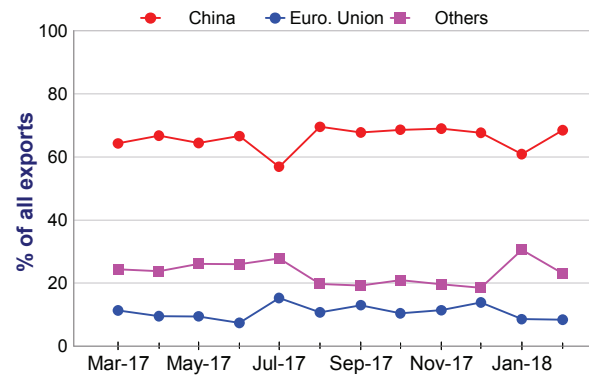
19 micron & finer

| | Mar 17 | Apr 17 | May 17 | Jun 17 | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 |
|--------------------|-------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|------------|-------------|
| China, P.R. | 13.6 88% | 13.6 90% | 10.6 86% | 8.7 83% | 8.3 78% | 5.4 86% | 8.7 83% | 11.4 86% | 10.8 84% | 13.3 87% | 6.3 85% | 11.1 86% |
| Italy | 0.6 4% | 0.3 2% | 0.4 4% | 0.3 3% | 0.8 7% | 0.2 4% | 0.6 6% | 0.6 5% | 0.5 4% | 0.5 4% | 0.4 6% | 0.4 3% |
| India | 0.6 4% | 0.6 4% | 0.8 7% | 0.6 6% | 0.8 8% | 0.2 4% | 0.5 5% | 0.4 3% | 0.2 2% | 0.2 1% | 0.1 1% | 0.3 3% |
| Others | 0.7 4% | 0.6 4% | 0.5 4% | 0.9 8% | 0.8 7% | 0.4 6% | 0.6 6% | 0.9 6% | 1.3 10% | 1.2 8% | 0.6 8% | 1.0 8% |
| Total | 15.5 | 15.1 | 12.3 | 10.6 | 10.6 | 6.2 | 10.4 | 13.3 | 12.8 | 15.2 | 7.4 | 12.8 |



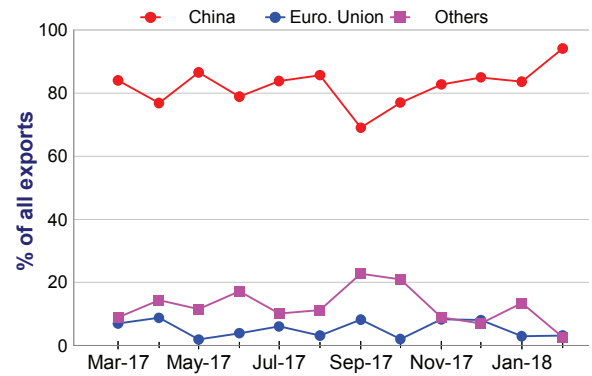
20 to 23 micron

| | Mar 17 | Apr 17 | May 17 | Jun 17 | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 |
|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|-------------|
| China, P.R. | 10.5 64% | 10.8 67% | 8.8 64% | 7.6 67% | 7.9 57% | 7.6 70% | 11.5 68% | 12.6 69% | 11.9 69% | 11.6 68% | 3.9 61% | 10.4 68% |
| India | 1.1 7% | 1.3 8% | 1.4 10% | 1.0 9% | 1.9 14% | 0.6 5% | 1.1 6% | 1.4 8% | 1.0 6% | 0.9 5% | 0.8 12% | 1.1 7% |
| Korea, Rep. | 1.8 11% | 1.3 8% | 1.0 7% | 0.8 7% | 1.0 7% | 0.9 8% | 1.1 6% | 1.3 7% | 1.3 8% | 1.2 7% | 0.6 10% | 1.1 7% |
| Others | 2.9 18% | 2.7 17% | 2.5 18% | 2.0 17% | 3.0 22% | 1.9 17% | 3.3 20% | 3.1 17% | 3.1 18% | 3.4 20% | 1.1 17% | 2.6 17% |
| Total | 16.4 | 16.1 | 13.6 | 11.5 | 13.9 | 10.9 | 17.0 | 18.4 | 17.3 | 17.2 | 6.4 | 15.2 |



24 to 27 micron

| | Mar 17 | Apr 17 | May 17 | Jun 17 | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 |
|-----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| China, P.R. | 2.1 84% | 2.0 77% | 1.7 87% | 1.2 79% | 1.2 84% | 0.8 86% | 0.7 69% | 1.0 77% | 1.5 83% | 2.0 85% | 1.1 84% | 3.5 94% |
| Taiwan | 0.1 3% | 0.1 3% | 0.1 5% | 0.1 8% | 0.1 4% | 0.1 7% | 0.1 12% | 0.2 11% | 0.1 5% | 0.1 5% | 0.1 7% | 0.0 0% |
| Czech Republic | 0.2 7% | 0.2 7% | 0.0 2% | 0.0 2% | 0.1 6% | 0.0 2% | 0.0 3% | 0.0 1% | 0.0 3% | 0.1 5% | 0.0 1% | 0.1 3% |
| Others | 0.2 6% | 0.3 13% | 0.1 6% | 0.2 10% | 0.1 6% | 0.1 6% | 0.2 15% | 0.1 11% | 0.2 10% | 0.1 5% | 0.1 8% | 0.1 3% |
| Total | 2.5 | 2.6 | 2.0 | 1.6 | 1.5 | 0.9 | 1.0 | 1.3 | 1.8 | 2.4 | 1.4 | 3.7 |



28 micron & coarser

| | Mar 17 | Apr 17 | May 17 | Jun 17 | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 |
|-----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| China, P.R. | 1.6 78% | 1.1 64% | 0.9 68% | 1.0 63% | 1.0 62% | 1.0 73% | 0.8 75% | 1.1 83% | 1.0 77% | 1.2 52% | 1.4 89% | 3.4 87% |
| Czech Republic | 0.4 17% | 0.5 30% | 0.4 26% | 0.4 27% | 0.5 31% | 0.2 18% | 0.2 21% | 0.1 6% | 0.2 16% | 1.0 42% | 0.1 5% | 0.3 8% |
| India | 0.0 2% | 0.1 3% | 0.1 6% | 0.1 5% | 0.1 3% | 0.0 1% | 0.0 4% | 0.2 11% | 0.0 3% | 0.0 2% | 0.0 3% | 0.1 4% |
| Others | 0.1 3% | 0.0 2% | 0.0 0% | 0.1 5% | 0.1 3% | 0.1 7% | 0.0 0% | 0.0 0% | 0.0 3% | 0.1 4% | 0.1 3% | 0.0 1% |
| Total | 2.1 | 1.7 | 1.4 | 1.5 | 1.7 | 1.4 | 1.1 | 1.3 | 1.3 | 2.4 | 1.5 | 3.9 |

