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Brazilian Livestock Profile

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A few words from the President

The country seems to be going through one of its most delicate moments ever; nevertheless, the agricultural and livestock sector was not discouraged in 2016. And the ABIEC, as a representative of the beef export industry, understood the challenges of the political and economic scenario as a source of motivation to contribute to the good performance of agribusiness.

Even with the effects of a crisis that has had a profound impact on Brazilians' lives, with worrisome economic indicators, such as a dip in the GDP and in income distribution, our industry has not faltered in making efforts to continue to have significant volumes of quality products.

In 2016, Brazilian beef exports ended the year with revenues of USD 5.5 billion. From January to December, over 1.4 million tons were shipped, which is nearly 1% more than in 2015.

If the foreign scenario were not affected by problems with the exchange rate and situations in major markets, such as Russia, Venezuela and Egypt, performance would have been even more positive. Nevertheless, these factors reflected a 7% drop in export revenue throughout the year.

Through committed action and in line with the interests of its 29 members, ABIEC will continue to work hard to lower trade barriers and promote Brazilian beef to the world, while maintaining an incentive to constantly bolster internal production processes.

Based on this commitment, we estimate an increased volume of shipped goods and sustainable recovery in export revenue for 2017. The Association has new markets in its sights and also intends to grow the presence of Brazilian products in partner countries, consistently guided by the principles of ethics and transparency.

All of this work requires a solid and reliable base of information and business intelligence. In continuing its pioneering initiative of publishing annual summaries demonstrating the industry's performance, on the upcoming pages ABIEC presents data that express the activities of Brazilian livestock farming in 2016.

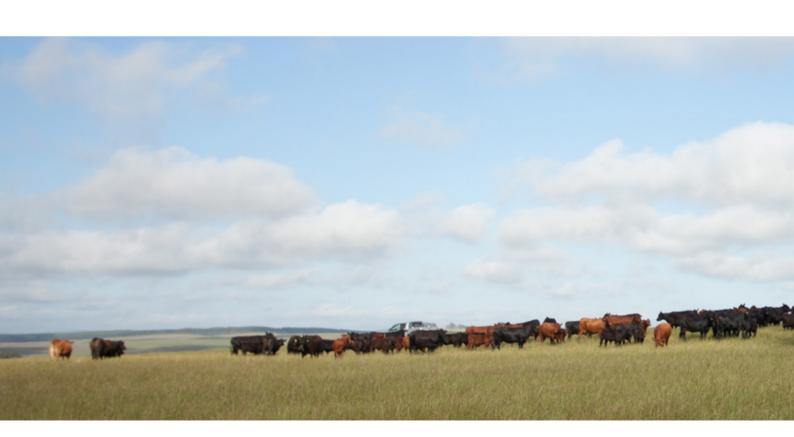
This information comes from reliable sources, providing credibility for this publication. We hope that this material is yet another Association contribution to the growth and development of our industry.

Antonio Jorge Camardelli President of the Brazilian Beef Exporters Association (ABIEC)



The importance of Brazilian livestock farming

Brazil's Gross Domestic Product (GDP) continues to grow, reaching R\$6.27 trillion in 2016, growing by 4.4%. The agribusiness and livestock GDP is moving along the same track, but at a slower pace. From 2015 to 2016, the GDP for agribusiness grew by 15.34% (R\$1.48 trillion), with the GDP for livestock farming up by 12% (R\$458.2 billion in 2016).



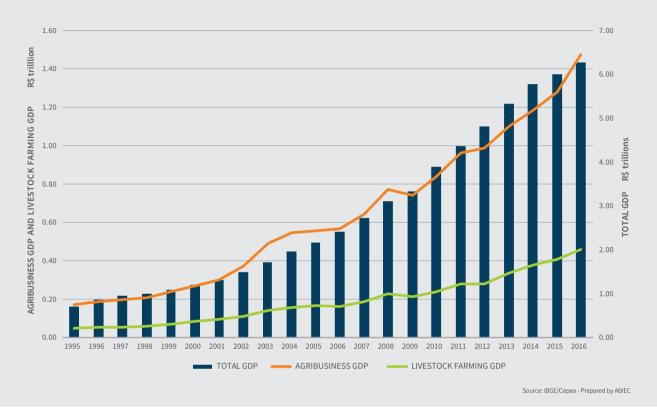
In 2016, the GDP for agribusiness accounted for 24% of total GDP. While the GDP for livestock farming made up 31% of the agribusiness GDP.

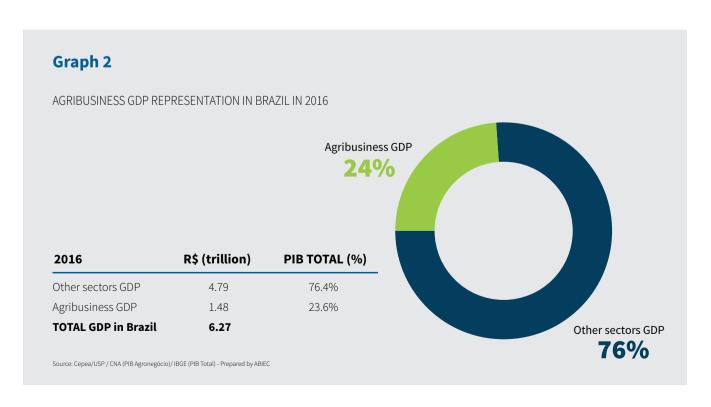
Beef exports, which represented 2.8% of total Brazilian exports in 2016, were down by 7.8%; nevertheless, they were fundamental for maintaining Brazil's positive trade balance, along with the agribusiness balance as a whole.

the GDP for livestock farming made up 31% of the agribusiness GDP



TOTAL GDP, AGRIBUSINESS GDP, LIVESTOCK FARMING GDP SINCE 1995 - R\$ TRILLION

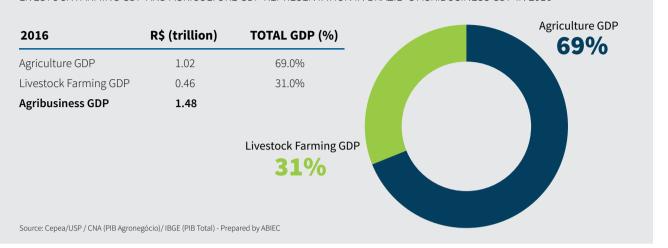


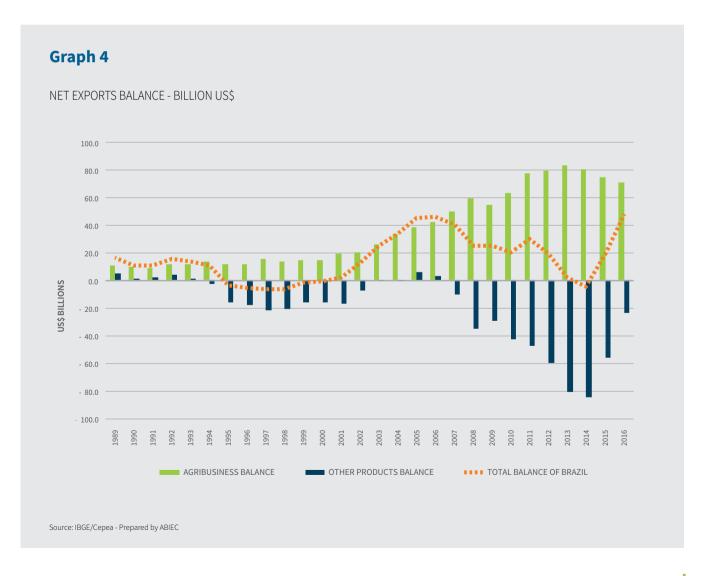


Graph 1

Graph 3

LIVESTOCK FARMING GDP AND AGRICULTURE GDP REPRESENTATION IN BRAZIL'S AGRIBUSINESS GDP IN 2016





Chain and jobs quantification

The methodology, parameters and indices used were revised and altered to measure figures for 2016 and adjusted based on the changes that have taken place since the first version in 2010.

The beef cattle agribusiness had R\$504 billion in transactions in 2016. Over nearly one decade, the amount generated by the beef cattle farming production chain has risen by 80%, including everything from inputs used in cattle production, to sales revenue from cattle and up to the total sold by industries and retailers.

Yet from 2015 to 2016, the total amount transacted by the chain fell by 1.25%; this was mostly due to a drop in the total transaction volume for cattle production inputs (-5.17%), lower total revenues in livestock production (-2.93%) as a result of a decrease in amounts transacted for replacement animals (-2.26%) and for slaughter (-3.46%), and due to a dip in meatpacking plant revenues (-2.8%).

Following nearly a decade of growth, from 2015 to 2016, the total amount transacted by the chain fell by 1.25%



Scheme 1

CHAIN MAPPING

BEEF AGROINDUSTRIAL SYSTEM - 2016

Livestock farming Agribusiness Transactions in 2016 504.86 Sbillion Inputs and services for At farms livestock production 97.26 61.65 R\$ billion R\$ billion Slaughtered cattle **75,690.3** R\$ million 11,279.4 R\$ million Male 51,334.6 Protocols and semen **568.7** R\$ million R\$ million Female **24,355.6** Cattle health **2,133.0** R\$ million Replenishment cattle **18,203.8** R\$ million Diesel and electric power **6,748.0** R\$ million 14,378.9 R\$ million Live cattle exports **715.1** R\$ million Female Agricultural inputs **10,687.3** 3,824.8 R\$ million Maintenance, services and parts **6,195.7** R\$ million Animals for breeding **2,471.1**R\$ million Employees and duties **10,304.3** R\$ million Semen exports **5.8** R\$ million **1,383.6** R\$ million Other livestock revenue 174.5 R\$ million Machinery, equipment and animals for work **1,609.1**R\$ million

Services, supplies and inputs farms	R\$ million	Demands for inputs industries	R\$ million
Auctions and brokers	894.1	Advertising, marketing and events	656.9
Inputs freight	3,089.6	Private research and studies	32.85
Technical services	170.6	Support Services	206.9
Administrative and accounting services	50.2		
Living animal freight inter farms	411.7		
Cattle for slaughter in the property	2,247.9		

^{*} item not added to the chain transaction / ** total is already included in the prices and costs /

Source: Agroconsult. Dados: Agroconsult / ABIEC / SECEX / IBGE / CEPEA / BNDES

Improvements and building materials 3,873.2

^{***} Estimates by income effect; the total will comprise other productive chains, proportionally

Inputs and industry services Slaughterhouse revenue 44.75 123.75 R\$ billion R\$ billion Beef domestic market Packaging **1,332.7** R\$ million 82,240.8 Electric power 1,153.9 R\$ million Beef exports 18,618.6 R\$ million Leather exports **7,070.5** R\$ million **125.8** R\$ million Leather domestic market **3,639.2** R\$ million Inputs for operation **893.8** R\$ million Tallow domestic market **1,401.4** R\$ million Services **1,775.1** R\$ million Live cattle freight Other subproducts **10,783.2** R\$ million **1,412.6** R\$ million Beef freight 125.8 R\$ million **19,516.2** R\$ million Administrative, associations and marketing 3,561.5 R\$ million Other fixed cost **14,852.6** R\$ million

Retails inputs and services 16.49 R\$ billion

Total Retail revenue 160.06 R\$ billion

Beef retail **141,505.7**

Other products retail 18,553.913

Retail Services and Costs	R\$ million
Staff and services	15,046.9
Intra retail packaging and freight	888.36
Services and supplies in butchers	552.60

Social impacts related to the productive chain - estimate *	R\$ million
Taxes and Union contributions ** External wages created by income effect ***	75,071.8 28,311.2

New methodology: Elaborated by Agroconsult, from the livestock universe and technical and marketing indicators Data check: carried out using information from Sindirações, Conab, CNA, Sindan, Asbram, Asbia, BNDES, Balance of companies, Firjan and Agroconsult 's agricultural division

Table 1

LIVESTOCK FARMING AGRIBUSINESS TRANSACTIONS	2016	R\$ billion	US\$ billion
FROM 2007 TO 2016 - ADJUSTED METHODOLOGY	2007	280.3	143.9
	2008	311.6	169.8
	2009	310.8	155.5
	2010	340.8	193.6
	2011	366.8	219.1
	2012	390.5	199.9

2013

2014

2015

2016

414.0

461.4

511.3

504.9

191.9

196.0

153.4

144.7

Source: Agroconsult. Data: Agroconsult / ABIEC / SECEX / IBGE / CEPEA / BNDES - Prepared by ABIEC

Table 2 LIVESTOCK FARMING AGRIBUSINESS TRANSACTIONS FROM 2007 TO 2016 - ADJUSTED METHODOLOGY

Year		2014	2015	2016
	R\$ billion	461.40	511.27	504.86
Inputs and industry services	R\$ billion	0.74	0.90	0.90
Advertising, marketing and events	R\$ million	545.7	662.5	656.9
Private resarch and studies	R\$ million	27.3	33.1	32.8
Support services	R\$ million	171.9	208.7	206.9
Inputs and services for livestock production	R\$ billion	60.59	65.01	61.65
Feed	R\$ million	9,376.2	12,056.8	11,279.4
Protocols and semen	R\$ million	441.7	528.0	568.7
Cattle health	R\$ million	1,855.4	1,976.3	2,133.0
Diesel and electric power	R\$ million	5,254.0	6,360.9	6,748.0
Agricultural inputs	R\$ million	8,924.2	10,315.2	10,687.3
Maintenance, services and parts	R\$ million	4,895.9	5,479.2	6,195.7
Employees and duties	R\$ million	7,920.7	9,012.0	10,304.3
Bulls	R\$ million	1,059.3	1,394.8	1,383.6
Machinery, equipment and animals for work	R\$ million	4,463.2	3,231.3	1,609.1
mprovements and building materials	R\$ million	10,742.9	7,777.7	3,873.2
Services, supplies and inputs farms	R\$ million	5,655.3	6,876.4	6,864.2
Auctions and brokers	R\$ million	817.0	922.2	894.1
Inputs freight	R\$ million	2,576.7	3,237.6	3,089.6
Technical services	R\$ million	132.5	158.4	170.6
Administrative and accounting services	R\$ million	38.6	43.8	50.2
Living animal freight inter farms	R\$ million	286.5	369.1	411.7
Cattle for slaughter in the property	R\$ million	1,804.0	2,145.3	2,247.9

Year		2014	2015	2016
At farms	R\$ billion	89.74	100.20	97.26
Replenishment cattle	R\$ million	14,576.4	18,624.6	18,203.8
Male	R\$ million	11,499.2	14,682.9	14,378.9
Female	R\$ million	3,077.2	3,941.7	3,824.8
Animals for breeding	R\$ million	2,165.9	2,362.7	2,471.1
Slaughtered cattle	R\$ million	71,312.4	78,403.4	75,690.3
Male	R\$ million	46,837.4	52,580.5	51,334.6
Female	R\$ million	24,475.0	25,822.9	24,355.6
Live cattle exports	R\$ million	1,585.2	686.5	715.1
Semen exports	R\$ million	3.2	4.8	5.8
Other livestock revenue	R\$ million	95.5	118.0	174.5
Inputs and industry services	R\$ billion	41.66	42.88	44.75
Packaging	R\$ million	1,211.2	1,287.3	1,332.7
Electric power	R\$ million	1,081.8	1,135.4	1,153.9
PPEs	R\$ million	117.9	122.0	125.8
Inputs for the operation	R\$ million	788.8	822.4	893.8
Services	R\$ million	1,566.7	1,633.4	1,775.1
Live cattle freight	R\$ million	1,324.2	1,389.9	1,412.6
Beef freight	R\$ million	117.9	122.0	125.8
Employees	R\$ million	18,346.3	18,786.5	19,516.2
Administrative, associations and marketing	R\$ million	3,140.2	3,279.6	3,561.5
Other fixed costs	R\$ million	13,962.2	14,297.3	14,852.6
Slaughterhouses revenue	R\$ billion	111.12	127.31	123.75
Beef domestic market	R\$ million	72,977.2	85,342.2	82,240.8
Beef exports	R\$ million	16,832.7	19,489.7	18,618.6
Leather exports	R\$ million	6,907.1	7,455.0	7,070.5
Leather domestic market	R\$ million	2,484.0	2,765.6	3,639.2
Tallow domestic market	R\$ million	1,605.2	1,606.9	1,401.4
Other subproducts	R\$ million	10,314.8	10,654.9	10,783.2
Retail inputs and services	R\$ billion	14.51	15.79	16.49
Staff and services	R\$ million	11,939.5	13,832.7	15,046.9
Intra retail packaging and freight	R\$ million	924.4	885.0	888.4
Services and supplies in butchers	R\$ million	1,641.8	1,076.3	552.6
Total retail revenue	R\$ billion	143.05	159.17	160.06
Beef retail	R\$ million	125,330.5	141,505.7	141,505.7
Other products retail	R\$ million	17,714.5	17,666.8	18,553.9
Social impacts related to the productive chain - estimate *	R\$ billion	93.20	101.85	103.38
Taxes and union contributions **	R\$ million	93.20 69,101.8	75,579.0	75,071.8
laves and linion contributions **				

^{*} item not added to the chain transaction / ** total is already included in the prices and costs / *** Estimates by income effect; the total will comprise other productive chains, proportionally

Source: Agroconsult. Data: Agroconsult / ABIEC / SECEX / IBGE / CEPEA / BNDES

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Data check: carried out using information from Sindirações, Conab, CNA, Sindan, Asbram, Asbia, BNDES, Balance of companies, Firjan and Agroconsult 's agricultural division

Table 3 BALANCE OF FORMAL JOBS GENERATED BY THE CATTLE LIVESTOCK GROWING CHAIN

Job class - balance of jobs		form	al jobs	
	2013	2014	2015	2016
Finishing of Leather Footwear Under Contract	-594	-1,508	-3,068	104
Livestock Support Activities not Previously Specified	-163	-264	-42	-647
Animal Feed Wholesales	649	675	266	44
Live Animal Wholesales	59	116	-101	-65
Beef, Pork and Byproduct Wholesales	3,195	1,387	-103	-123
Wholesale of Leather, Wool, Furs and Other Non-Edible Byproducts of Animal Origin	55	-109	-271	-161
Wholesale of Medications and Drugs for Veterinary Use	256	218	139	190
Retail Meat Sales – Butchers	3,301	1,953	1,081	1,675
Retail Sales of Veterinary Medications	1,079	1,310	328	306
Beef Cattle Growers	-3,526	-1,865	1,861	-984
Tanning and Other Leather Preparations	557	-1,865	-1,756	-852
Manufacture of Animal Feed	1,757	2,805	2,132	-562
Manufacture of Leather Goods not Previously Specified	-457	-333	-822	-458
Manufacture of Leather Footwear	-8,288	-11,511	-11,032	1,922
Manufacture of Medications for Veterinary Use	217	457	219	-14
Manufacture of Meat Products	973	522	-760	-1,592
Meatpacking – Cattle Slaughter	7,502	1,042	-6,683	-1,399
Maintenance and Repair of Agriculture and Livestock Machinery and Equipment	413	461	-114	259
Total	6,985	-6,509	-18,726	-2,357

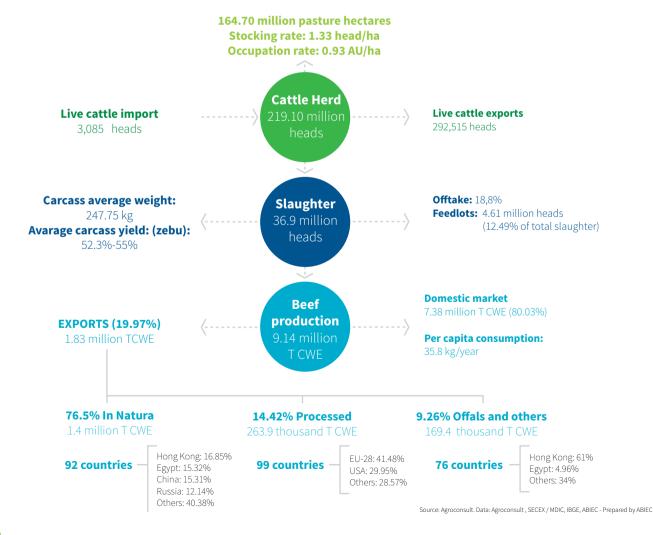
Job class – jobs openings created		formal jobs				
	2013	2014	2015	2016		
Finishing of Leather Footwear Under Contract	24,058	21,149	16,156	14,413		
Livestock Support Activities not Previously Specified	12,120	13,102	12,092	10,297		
Animal Feed Wholesales	6,211	6,623	6,068	5,332		
Live Animal Wholesales	1,087	1,197	892	731		
Beef, Pork and Byproduct Wholesales	18,867	17,520	14,744	11,924		
Wholesale of Leather, Wool, Furs and Other Non-Edible Byproducts of Animal Origin	1,274	1,203	925	791		
Wholesale of Medications and Drugs for Veterinary Use	1,888	1,889	1,980	1,992		
Retail Meat Sales – Butchers	40,349	40,632	37,055	35,654		
Retail Sales of Veterinary Medications	11,700	12,553	11,092	10,123		
Beef Cattle Growers	118,422	121,197	120,246	111,611		
Tanning and Other Leather Preparations	21,740	19,853	15,123	13,009		
Manufacture of Animal Feed	22,002	24,167	21,472	16,856		
Manufacture of Leather Goods not Previously Specified	6,559	6,462	4,996	4,088		
Manufacture of Leather Footwear	83,027	74,189	58,360	53,049		
Manufacture of Medications for Veterinary Use	2,794	2,716	2,380	1,852		
Manufacture of Meat Products	24,714	24,477	19,353	15,169		
Meatpacking – Cattle Slaughter	70,886	62,572	53,494	42,263		
Maintenance and Repair of Agriculture and Livestock Machinery and Equipment	2,783	3,359	2,717	3,213		
Total	470,481	454,860	399,145	352,367		

Livestock Support Activities not Previously Specified Animal Feed Wholesales Live Animal Wholesales Beef, Pork and Byproduct Wholesales Wholesale of Leather, Wool, Furs and Other Non-Edible Byproducts of Animal Orig Wholesale of Medications and Drugs for Veterinary Use Retail Meat Sales – Butchers Retail Sales of Veterinary Medications Beef Cattle Growers Tanning and Other Leather Preparations Manufacture of Animal Feed	formal jobs				
	2013	2014	2015	2016	
Finishing of Leather Footwear Under Contract	-24,652	-22,657	-19,224	-14,309	
Livestock Support Activities not Previously Specified	-12,283	-13,366	-12,134	-10,944	
Animal Feed Wholesales	-5,562	-5,948	-5,802	-5,288	
Live Animal Wholesales	-1,028	-1,081	-993	-796	
Beef, Pork and Byproduct Wholesales	-15,672	-16,133	-14,847	-12,047	
Wholesale of Leather, Wool, Furs and Other Non-Edible Byproducts of Animal Origin	-1,219	-1,312	-1,196	-952	
Wholesale of Medications and Drugs for Veterinary Use	-1,632	-1,671	-1,841	-1,802	
Retail Meat Sales – Butchers	-37,048	-38,679	-35,974	-33,979	
Retail Sales of Veterinary Medications	-10,621	-11,243	-10,764	-9,817	
Beef Cattle Growers	-121,948	-123,062	-118,385	-112,595	
Tanning and Other Leather Preparations	-21,183	-21,718	-16,879	-13,861	
Manufacture of Animal Feed	-20,245	-21,362	-19,340	-17,418	
Manufacture of Leather Goods not Previously Specified	-7,016	-6,795	-5,818	-4,546	
Manufacture of Leather Footwear	-91,315	-85,700	-69,392	-51,127	
Manufacture of Medications for Veterinary Use	-2,577	-2,259	-2,161	-1,866	
Manufacture of Meat Products	-23,741	-23,955	-20,113	-16,761	
Meatpacking – Cattle Slaughter	-63,384	-61,530	-60,177	-43,662	
Maintenance and Repair of Agriculture and Livestock Machinery and Equipment	-2,370	-2,898	-2,831	-2,954	
Total	-463,496	-461,369	-417,871	-354,724	

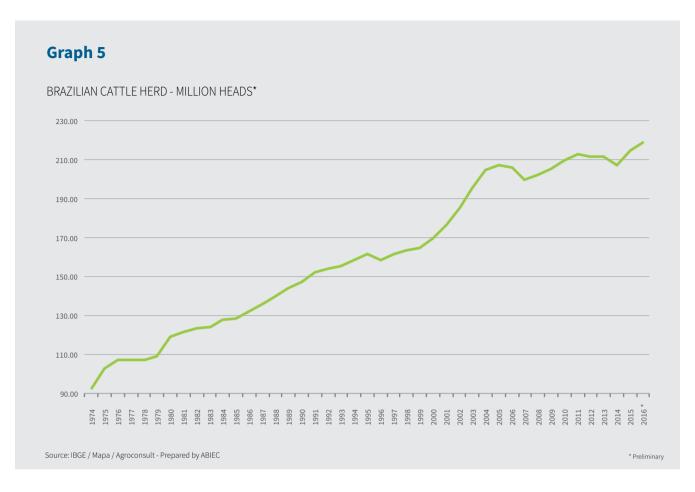
Livestock Farming in Brazil

The Brazilian herd contained 219 million heads of cattle, producing 9.14 million tons of carcass-weight equivalent (CWE), with 36.9 million cattle slaughtered.

Of the nearly 10 million tons of beef produced, around 20% was exported and 80% supplied the domestic market, guaranteeing consumption of around 36 kilos of beef per inhabitant in 2016.







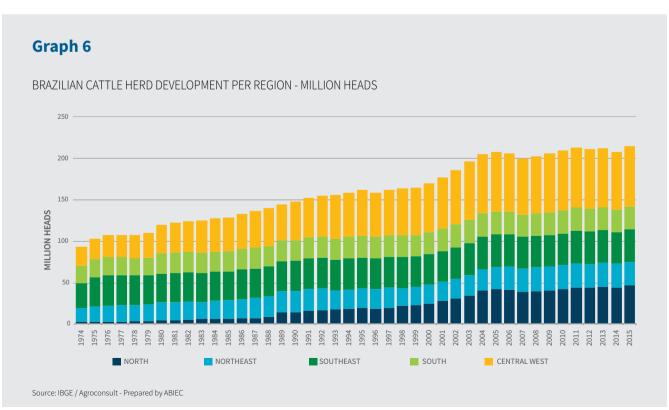


Table 4 CATTLE HERD - STATE

State	Cattle herd - estimate in 2016 (heads)*	State cattle herd percentage in Brazil total (%)	Cattle herd growth in the last 9 years (%)	% of cattle exclusively destined for slaughter per state	Number of properties containing cattle**
Rondônia	13,594,494	6.21%	18.38%	82.20%	63,273
Acre	2,940,595	1.34%	19.88%	93.00%	18,626
Amazonas	1,379,851	0.63%	10.98%	78.27%	13,782
Roraima	795,449	0.36%	56.40%	86.63%	4,732
Pará	19,477,676	8.89%	11.29%	89.56%	83,688
Amapá	130,294	0.06%	19.45%	72.23%	661
Tocantins	8,565,316	3.91%	10.37%	86.56%	43,348
Maranhão	7,901,416	3.61%	19.48%	77.94%	93,263
Piauí	1,657,583	0.76%	-9.83%	80.72%	75,469
Ceará	2,592,206	1.18%	10.19%	41.63%	124,456
Rio Grande do Norte	672,000	0.31%	-34.59%	49.55%	47,480
Paraíba	1,043,273	0.48%	-4.53%	59.31%	92,024
Pernambuco	1,869,099	0.85%	-10.79%	50.91%	140,226
Alagoas	1,265,788	0.58%	22.97%	64.74%	45,135
Sergipe	1,196,500	0.55%	12.08%	49.51%	40,663
Bahia	10,713,154	4.89%	-0.48%	56.97%	314,243
Minas Gerais	24,368,597	11.12%	9.75%	41.36%	354,062
Espírito Santo	2,243,708	1.02%	5.87%	53.80%	30,935
Rio de Janeiro	2,302,321	1.05%	9.86%	51.15%	30,464
São Paulo	10,981,701	5.01%	-14.14%	73.34%	128,238
Paraná	9,550,275	4.36%	-2.19%	65.42%	211,936
Santa Catarina	4,471,686	2.04%	29.21%	34.64%	147,338
Rio Grande do Sul	14,083,074	6.43%	0.77%	77.16%	329,901
Mato Grosso do Sul	22,175,082	10.12%	-6.54%	94.65%	48,601
Mato Grosso	30,258,870	13.81%	16.09%	94.60%	82,558
Goiás	22,754,548	10.39%	10.21%	68.51%	111,693
Distrito Federal	96,768	0.04%	-2.00%	68.36%	1,597
BRAZIL	219,081,325	100.00%	208.14%	74.43%	2,678,392

^{*}Preliminary data stock for the end of 2016 $\,/\,$ **Data provided in the last Census - 2006

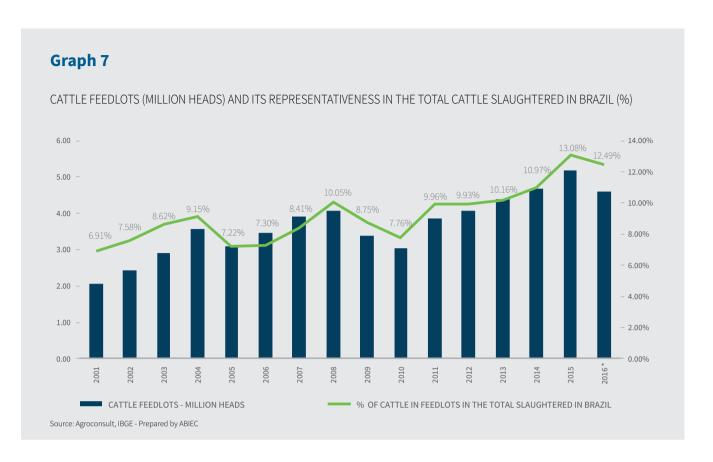
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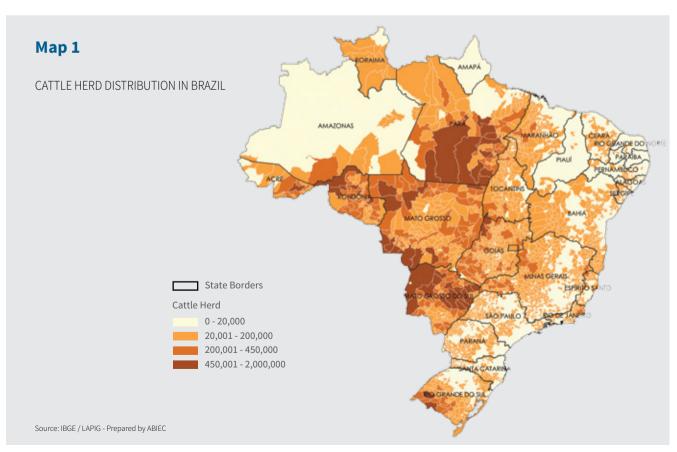
Table 5 CATTLE HERD IN THE MAJOR LIVESTOCK FARMING MUNICIPALITIES IN BRAZIL AND CATTLE HERD GROWTH IN PREVIOUS YEARS

Muinicipality/State	Cattle herd in 1996 (heads)	Cattle herd in 2006 (heads)	Cattle herd in 2016 (heads)*	Cattle herd growth in the last 20 years (heads)	Cattle herd growth in the last 10 years (heads)	Cattle herd growth in the last 20 years (%)	Cattle herd growth in the last 10 years (%)
São Félix do Xingu - PA	91,050	1,581,518	2,222,949	2,131,899	641,431	2341.46%	40.56%
Corumbá - MS	1,327,929	1,957,141	1,755,101	427,172	-202,040	32.17%	-10.32%
Ribas do Rio Pardo - MS	1,373,291	1,340,646	1,101,726	-271,565	-238,920	-19.77%	-17.82%
Cáceres - MT	480,000	995,076	1,083,531	603,531	88,455	125.74%	8.89%
Marabá - PA	88,500	759,651	1,070,400	981,900	310,749	1109.49%	40.91%
Vila Bela da Santíssima Trindade -	MT 316,167	890,100	985,838	669,671	95,738	211.81%	10.76%
Juara - MT	368,818	915,161	945,566	576,748	30,405	156.38%	3.32%
Novo Repartimento - PA	150,000	451,503	930,123	780,123	478,620	520.08%	106.01%
Porto Velho - RO	42,090	539,067	834,570	792,480	295,503	1882.82%	54.82%
Aquidauana - MS	725,138	807,116	775,996	50,858	-31,120	7.01%	-3.86%
Cumaru do Norte - PA	24,801	549,673	772,554	747,753	222,881	3015.01%	40.55%
Nova Crixás - GO	435,000	660,930	738,647	303,647	77,717	69.80%	11.76%
Alta Floresta - MT	422,258	753,434	716,438	294,180	-36,996	69.67%	-4.91%
Porto Murtinho - MS	566,600	702,842	691,915	125,315	-10,927	22.12%	-1.55%
Juína - MT	229,536	564,408	665,741	436,205	101,333	190.04%	17.95%
Pontes e Lacerda - MT	427,694	657,876	661,390	233,696	3,514	54.64%	0.53%
Vila Rica - MT	128,455	594,661	657,676	529,221	63,015	411.99%	10.60%
Alegrete - RS	521,086	626,557	657,214	136,128	30,657	26.12%	4.89%
Sant'Ana do Livramento - RS	523,963	595,783	648,341	124,378	52,558	23.74%	8.82%
Três Lagoas - MS	884,673	938,008	635,619	-249,054	-302,389	-28.15%	-32.24%
Altamira - PA	89,600	339,517	628,481	538,881	288,964	601.43%	85.11%
Santa Maria das Barreiras - PA	140,509	596,981	597,906	457,397	925	325.53%	0.15%
Rio Verde de Mato Grosso - MS	562,586	614,100	595,457	32,871	-18,643	5.84%	-3.04%
Água Azul do Norte - PA	57,200	575,520	590,693	533,493	15,173	932.68%	2.64%
Porto Esperidião - MT	180,000	514,515	582,443	402,443	67,928	223.58%	13.20%
Camapuã - MS	632,233	488,616	575,046	-57,187	86,430	-9.05%	17.69%
Pacajá - PA	181,000	313,579	573,471	392,471	259,892	216.83%	82.88%
Novo Progresso - PA	140,000	463,784	567,077	427,077	103,293	305.06%	22.27%
Nova Mamoré - RO	42,939	272,639	565,040	522,101	292,401	1215.91%	107.25%
Santana do Araguaia - PA	342,310	571,606	564,445	222,135	-7,161	64.89%	-1.25%
Itupiranga - PA	75,000	328,838	562,275	487,275	233,437	649.70%	70.99%
São Miguel do Araguaia - GO	318,000	480,000	560,620	242,620	80,620	76.30%	16.80%
Campo Grande - MS	561,375	669,085	555,994	-5,381	-113,091	-0.96%	-16.90%
Rio Branco - AC	66,126	458,440	542,781	476,655	84,341	720.83%	18.40%
Santo Antônio do Leverger - MT	261,937	435,424	542,667	280,730	107,243	107.17%	24.63%
Santa Rita do Pardo - MS	497,274	587,916	541,685	44,411	-46,231	8.93%	-7.86%
Coxim - MS	468,377	554,583	537,902	69,525	-16,681	14.84%	-3.01%
Jaru - RO	255,698	525,369	522,371	266,673	-2,998	104.29%	-0.57%
Paranaíba - MS	638,302	551,895	522,511	-116,791	-30,384	-18.30%	-5.51%
Xinguara - PA	557,700	490,613	515,987	-41,713	25,374	-7.48%	5.17%
Água Clara - MS	682,419	803,606	490,190	-41,713	-313,416	-28.17%	-39.00%

Source: Agroconsult / IBGE - Prepared by ABIEC

*Preliminary data stock for the end of 2016





Map 2

PASTURE DISTRIBUTION IN BRAZIL



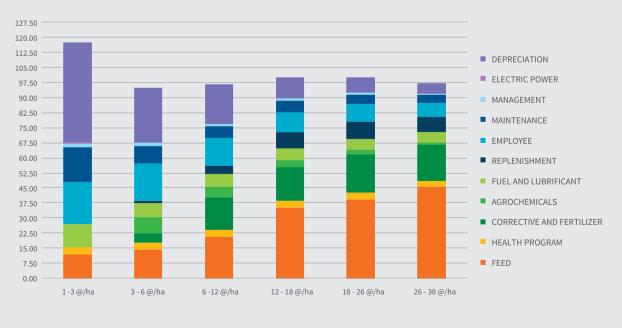
Source: IBGE / LAPIG - Prepared by ABIEC

Graph 8 PRODUCTION COST IN FULL CYCLE FARMS FOR SIX TECHNOLOGIES LEVELS - FULL CYCLE - 2016 AVERAGE

Full cycle - R\$/@ RESULTS COMPONENTS	Extrativism 1 - 3 @/ha	Low tech 3 - 6@/ha	Medium tech 6-12@/ha	Proper 12-18@/ha	High tech 18-26@/ha	Intensive 26-38@/ha
Feed	11.99	14.43	20.65	35.20	39.10	45.31
Health program	3.30	3.36	3.64	3.53	3.70	3.39
Correctives and fertilizers	0.00	4.42	16.23	16.46	19.20	18.01
Agrochemicals	0.00	8.42	4.93	3.57	1.87	1.04
Fuels and lubricants	11.61	6.98	6.37	5.84	5.66	5.23
Replenishment	0.00	1.16	4.17	8.09	8.50	7.63
Employees	20.81	18.54	13.70	10.16	8.56	6.70
Maintenance	17.37	8.34	5.84	5.72	5.07	3.89
Management	2.08	1.85	1.37	1.02	0.86	0.67
Eletric power	0.58	0.35	0.32	0.29	0.28	0.26
Depreciation	49.82	27.19	19.19	10.25	7.12	5.06
Total operating costs	117.55	95.04	96.40	100.13	99.93	97.19

Source: Agroconsult

PRODUCTION COST IN FULL CYCLE FARMS FOR SIX TECHNOLOGIES LEVELS - FULL CYCLE - 2016 AVERAGE



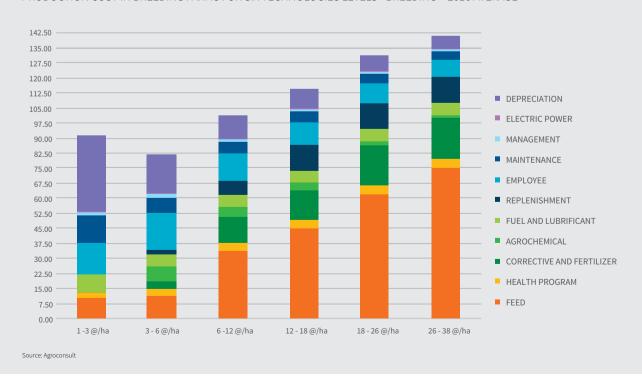
Source: Agroconsult

Graph 9PRODUCTION COST IN BREEDING FARMS FOR SIX TECHNOLOGIES LEVELS - BREEDING - 2016 AVERAGE

Breeding - R\$/@ RESULTS COMPONENTS	Extrativism 1 - 3 @/ha	Low tech 3 - 6@/ha	Medium tech 6-12@/ha	Proper 12-18@/ha	High tech 18-26@/ha	Intensive 26-38@/ha
Feed	10.09	11.20	33.68	45.01	62.06	75.21
Health program	2.83	3.27	3.97	4.18	4.42	4.40
Correctives and fertilizers	0.00	3.95	13.07	14.81	19.99	20.70
Agrochemicals	0.00	7.51	4.90	3.87	2.05	1.24
Fuels and lubricants	8.94	5.99	6.24	6.01	6.22	6.30
Replenishment	0.00	2.12	6.87	12.95	12.84	12.85
Employees	15.79	18.57	13.62	11.02	9.87	8.75
Maintenance	13.67	7.70	5.81	5.61	4.90	4.19
Management	1.58	1.86	1.36	1.10	0.99	0.88
Eletric power	0.45	0.30	0.31	0.30	0.31	0.32
Depreciation	38.22	19.50	11.66	9.85	7.83	6.48
Total operating costs	91.57	81.98	101.50	114.72	131.47	141.33

Source: Agroconsult

PRODUCTION COST IN BREEDING FARMS FOR SIX TECHNOLOGIES LEVELS - BREEDING - 2016 AVERAGE

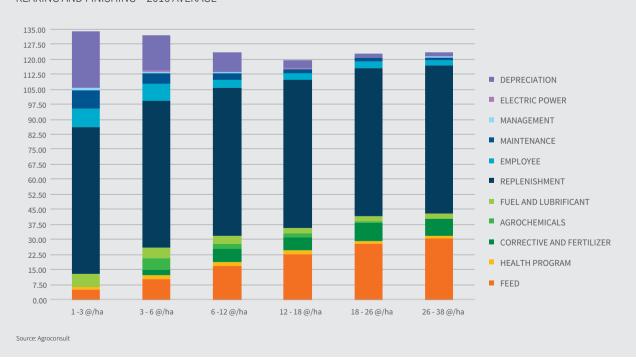


Graph 10 PRODUCTION COST IN REARING AND FINISHING FARMS FOR SIX TECHNOLOGIES LEVELS - REARING AND FINISHING - 2016 AVERAGE

Rearing and finishing - R\$/@ RESULTS COMPONENTS	Extrativism 1 - 3 @/ha	Low tech 3 - 6@/ha	Medium tech 6-12@/ha	Proper 12-18@/ha	High tech 18-26@/ha	Intensive 26-38@/ha
Feed	4.91	10.32	16.86	22.96	27.75	30.26
Health program	1.35	1.81	1.89	1.40	1.38	1.39
Correctives and fertilizers	0.00	2.98	6.83	6.73	8.96	8.38
Agrochemicals	0.00	5.68	2.56	1.76	0.92	0.50
Fuels and lubricants	6.38	4.83	3.86	2.90	2.89	2.71
Replenishment	73.79	73.79	73.79	73.79	73.79	73.79
Employees	8.66	8.17	4.17	3.09	2.89	2.33
Maintenance	9.59	5.36	2.90	2.25	1.93	1.62
Management	0.87	0.82	0.42	0.31	0.29	0.23
Eletric power	0.32	0.24	0.19	0.14	0.14	0.14
Depreciation	27.94	17.97	9.80	4.32	1.96	2.12
Total operating costs	133.81	131.96	123.27	119.66	122.91	123.47

Source: Agroconsult

PRODUCTION COST IN REARING AND FINISHING FARMS FOR SIX TECHNOLOGIES LEVELS REARING AND FINISHING - 2016 AVERAGE



Livestock Farming Worldwide

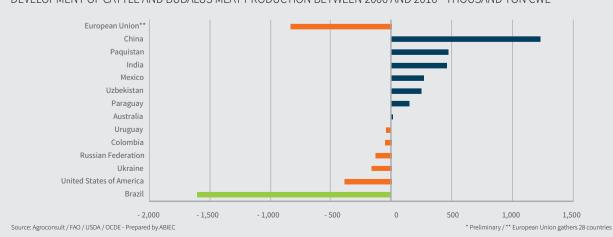
Table 6

LARGEST HERDS AND BEEF PRODUCERS IN THE WORLD IN 2016 *

Country	Cattle (million heads)	Bubalus (million heads)	Total (million heads)	World %	Beef Production (1000 ton CWE)	World %
Brazil	219.1	1.3	220.4	13.4%	9.1	13.8%
India	188.6	111.7	300.3	18.3%	2.8	4.3%
China	112.7	23.7	136.4	8.3%	7.0	10.5%
USA	92.9	0.0	92.9	5.7%	11.5	17.3%
Ethiopia	57.2	0.0	57.2	3.5%	0.4	0.6%
Argentina	53.9	0.0	53.9	3.3%	2.6	4.0%
Pakistan	40.1	35.1	75.2	4.6%	1.8	2.7%
Mexico	31.7	0.0	31.7	1.9%	1.9	2.8%
Australia	26.1	0.0	26.1	1.6%	2.1	3.1%
Tanzania	26.0	0.0	26.0	1.6%	0.3	0.5%
European Union	88.3	0.4	88.7	5.4%	7.2	10.9%
Others	506.8	25.2	532.1	32.4%	19.6	29.6%
World	1,443.5	197.5	1,641.0	100.0%	66.4	100.0%



DEVELOPMENT OF CATTLE AND BUBALUS MEAT PRODUCTION BETWEEN 2006 AND 2016 - THOUSAND TON CWE*



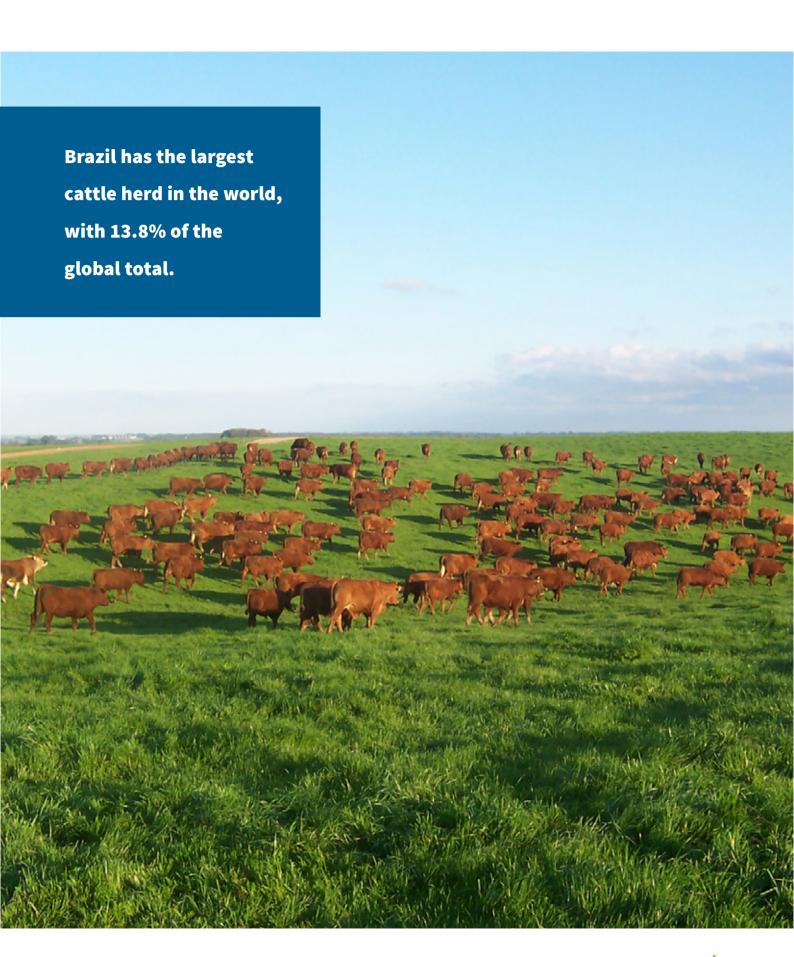


Table 7 LARGEST BEEF EXPORTERS IN 2016

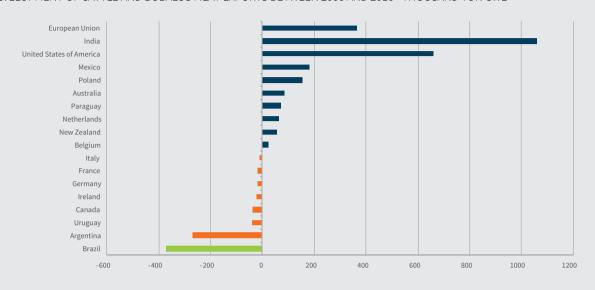
Country	Exports (1000 T CWE)*	Exports/Production (%)	Production (1000 T CWE)
Brazil	1,832.2	20.04%	9,142.0
India	1,558.5	54.73%	2,847.8
Australia	1,428.6	68.43%	2,087.9
USA	1,227.0	10.70%	11,471.1
New Zealand	599.9	91.52%	655.5
Uruguay	489.5	88.58%	552.6
Canada	413.7	36.38%	1,137.2
Paraguay	288.2	64.43%	447.3
Argentina	270.7	10.32%	2,624.0
Mexico	215.5	11.47%	1,878.7
Belarus	163.0	49.24%	331.0
Others	3,385.5	13.35%	25,368.9
European Union**	345.0	4.41%	7,830.0
World	12,217.4	18.41%	66,374.0

Table 8 LARGEST IMPORTERS WORLDWIDE AND BRAZIL'S REPRESENTATION IN THOSE MARKETS IN 2016

Country	Total Imports 1000 T CWE	Imports from Brazil 1000 T CWE	% BR	
USA	1,492.1	80.9	5.42%	
Vietnam	946.9	10.6	1.12%	
Japan	646.9	0.01	0.00%	
China	590.7	214.3	36.28%	
South Korea	545.5	0.0	0.00%	
Italy	457.8	42.6	9.30%	
United Kingdom	437.2	72.5	16.58%	
Russia	408.4	178.0	43.58%	
Netherlands	407.4	34.9	8.56%	
Egypt	405.5	231.6	57.13%	
Germany	380.3	13.0	3.41%	
France	372.1	1.9	0.50%	
Chile	280.1	93.4	33.36%	
Canada	275.6	7.5	2.73%	
Hong Kong	453.0	340.1	75.08%	
Malaysia	195.7	5.3	2.72%	
Mexico	168.1	0.0	0.00%	
Others	2,470.0	505.6	20.47%	
World	10,933.4	1,832.2	16.76%	
European Union*	369.0	200.7	54.39%	

Graph 12

DEVELOPMENT OF CATTLE AND BUBALUS MEAT EXPORTS BETWEEN 2006 AND 2016 - THOUSAND TON CWE



Source: Agroconsult / FAO / USDA / OCDE

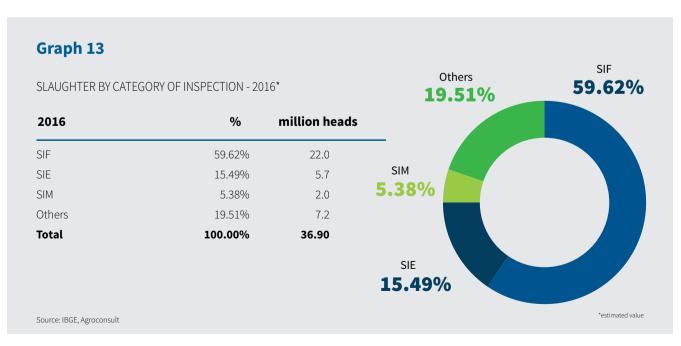
Table 9

LARGEST BEEF CONSUMERS IN 2016

Ranking	Total beef consumption (1000 T CWE)	Consumption per capita (kg/person/year)	Population (millions)	
USA	11,654.8	35.9	324.3	
Brazil	7,380.5	35.8	206.1	
China	7,734.4	5.6	1,381.5	
Argentina	2,365.6	54.3	43.6	
Russia	1,867.9	12.8	146.3	
Mexico	1,811.4	14.1	128.6	
France	1,491.8	23.1	64.6	
Vietnam	827.6	8.9	92.6	
United Kingdom	1,119.1	17.1	65.6	
Turkey	1,180.5	15.0	78.6	
Germany	1,065.9	12.9	82.8	
Japan	1,172.2	9.3	126.5	
Italy	1,105.6	18.1	61.2	
Canada	972.8	26.9	36.2	
Egypt	1,534.4	17.0	90.2	
South Africa	936.6	16.8	55.8	
Pakistan	1,708.1	9.0	189.9	
Colombia	769.2	15.8	48.8	
Uzbekistan	796.5	25.4	31.3	
Australia	670.7	27.5	24.4	
South Korea	788.2	15.5	50.8	
Others	17,420.3	4.4	3,970.2	
World	66,374.0	9.1	7,299.8	

Industry







Brazilian exports

Table 10

EXPORTS, IMPORTS AND TOTAL BALANCES - 2016

Net exports Sectors	Exports US\$ billion	Imports US\$ billion	Balance
Others sectors	100.30	123.92	-23.62
Agribusiness	84.93	13.63	71.31
Brazil total	185.24	137.55	47.68
Source: Agroconsult / MAPA / Secex / MDIC - Prep	ared by ABIEC		

Table 11

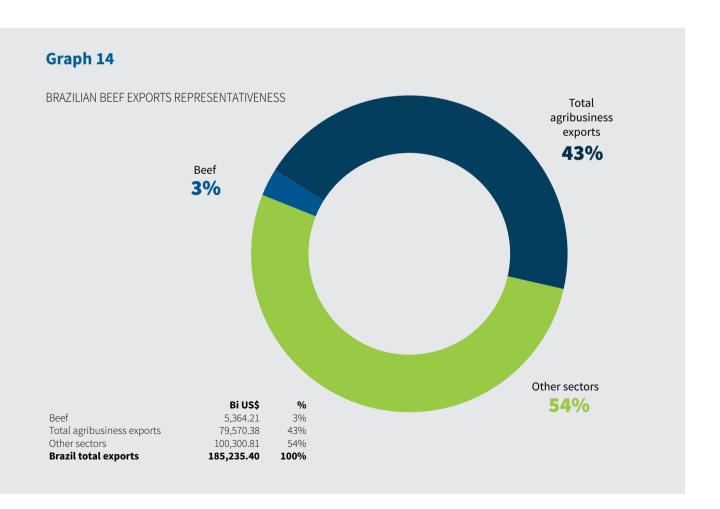
BEEF EXPORTS IMPORTANCE IN BRAZIL'S TOTAL EXPORTS AND AGRIBUSINESS EXPORTS IN 2016

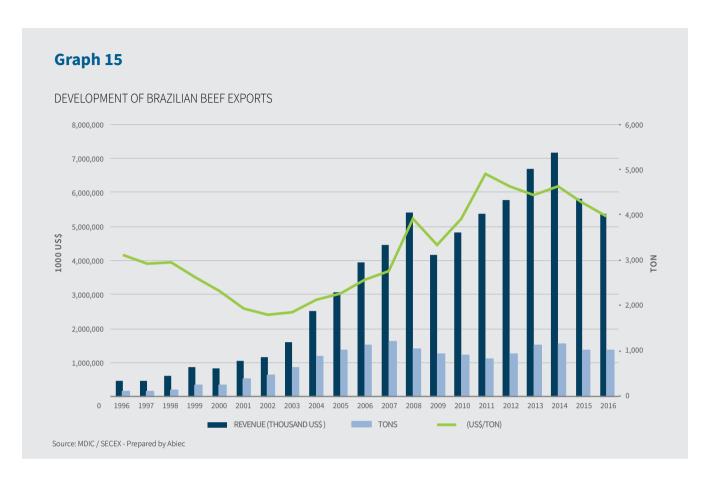
	Million US\$	1000 Tons	% US\$
Meat	14,724.20	6,445	17.34%
Chicken meat	6,760	4,307.06	7.96%
in natura	1,993	1,371.34	2.35%
processed	414	166.17	0.49%
Beef	5,364	1,351	6.32%
in natura	4,345	1,076.04	5.12%
processed	601	105.56	0.71%
Pork	1,470	720.10	1.73%
in natura	1,349	628.65	1.59%
Turkey meat	330	140	0.39%
in natura	175	93	0.21%
processed	155	46	0.18%
Leather and other goods	2,503	466	2.95%
Other livestock products	688	199	0.81%
Live animals	284	104	0.33%
Live cattle	209	103	0.25%
Fish	236	40	0.28%
Dairy products	168	55	0.20%
Total livestock farming exports	17,915	7,110	21.09%
Total other sectors (excluding cattle products)	76,859		90.49%
Total other sectors (excluding livestock farming)	67,020		78.91%
Total agribusiness exports	84,935		100.00%
Source: Agroconsult / MAPA / SECEX / MDIC / AgroStat			

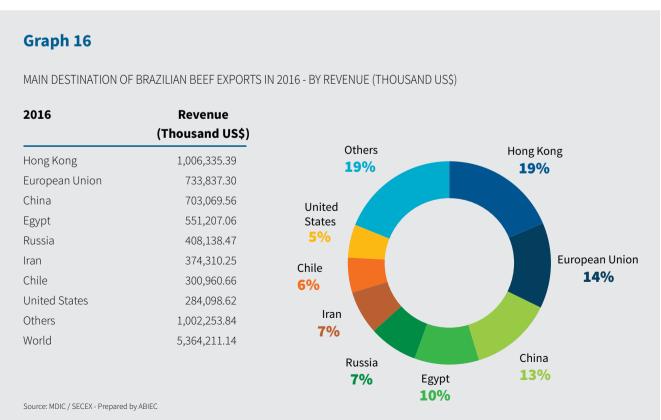
Table 12 BRAZILIAN BEEF EXPORTS PER PRODUCT - 2015 AND 2016

CATEGORY	2015 1000 US\$	2016 1000 US\$	Variation US\$ (%)	2015 Tons	2016 Tons	Variation Tons (%)	2015 US\$/t	2016 US\$/t
In natura	4,642,738.29	4,327,805.70	-6.78%	1,070,638.51	1,068,627.61	-0.19%	4,336.42	4,049.87
Carcass in natura	21,370.93	17,009.07	-20.41%	8,479.51	7,413.83	-12.57%	2,520.30	2,294.24
Processed	659,532.91	600,687.04	-8.92%	106,279.20	105,560.99	-0.68%	6,205.66	5,690.43
Offals	326,178.28	313,245.59	-3.96%	127,716.73	136,156.17	6.61%	2,553.92	2,300.63
Casings	148,749.88	85,757.67	-42.35%	46,152.01	29,984.55	-35.03%	3,223.04	2,860.06
Salted	22,786.59	19,706.06	-13.52%	4,103.20	3,283.42	-19.98%	5,553.37	6,001.68
Total	5,821,356.89	5,364,211.14	-7.85%	1,363,369.16	1,351,026.57	-0.91%	4,269.83	3,970.47

Source: MDIC / Secex - Prepared by ABIEC

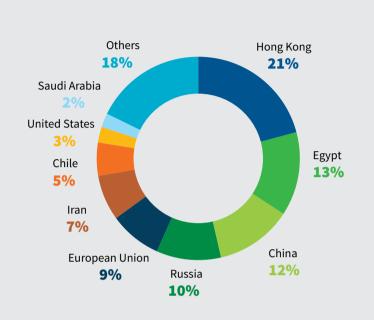




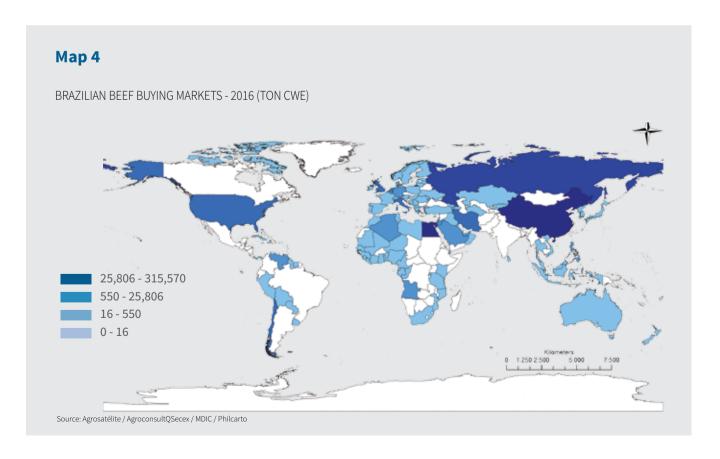


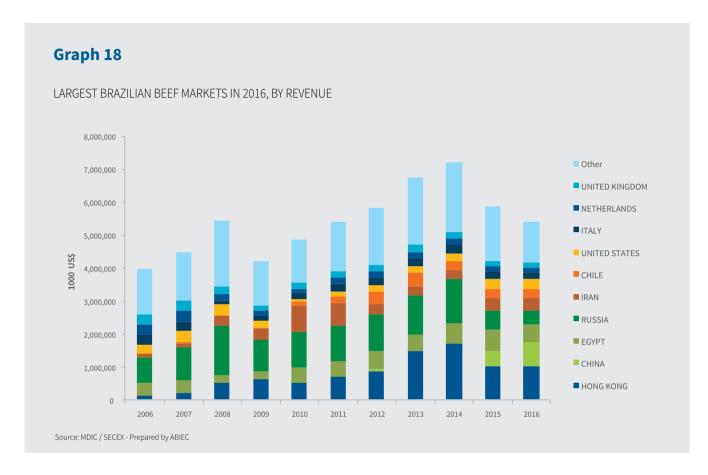
Graph 17 MAIN DESTINATION OF BRAZILIAN BEEF EXPORTS IN 2016 - BY VOLUME (TONS)

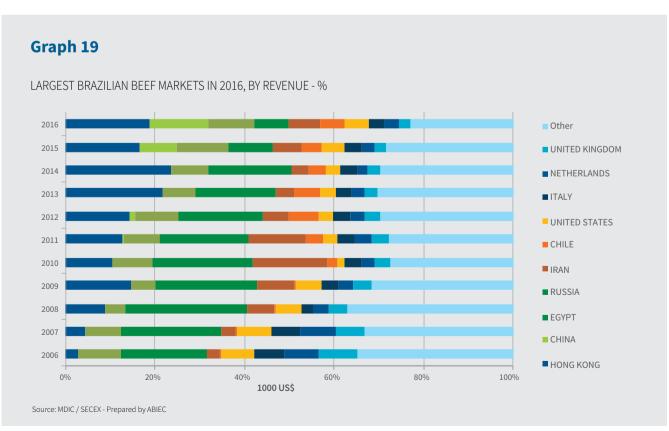
2016	Volume (ton)
Hong Kong	285,095.97
Egypt	176,845.27
China	164,871.68
Russia	138,784.22
European Union	115,727.40
Iran	96,190.41
Chile	71,027.00
United States	33,209.97
Saudi Arabia	29,209.86
Others	240,064.80
World	1,351,026.57

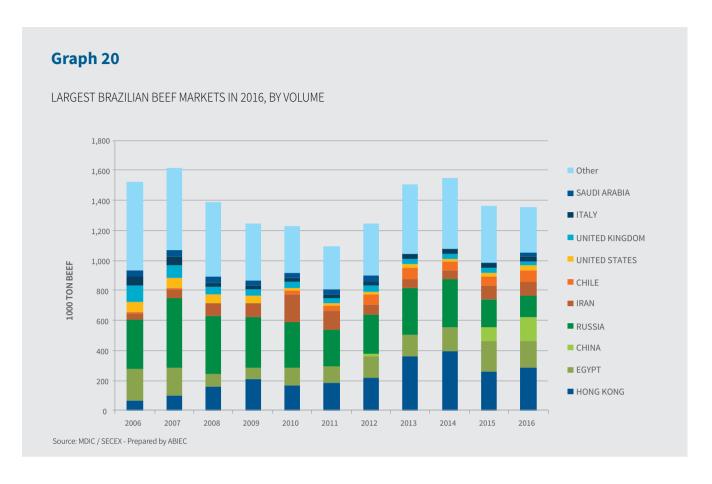


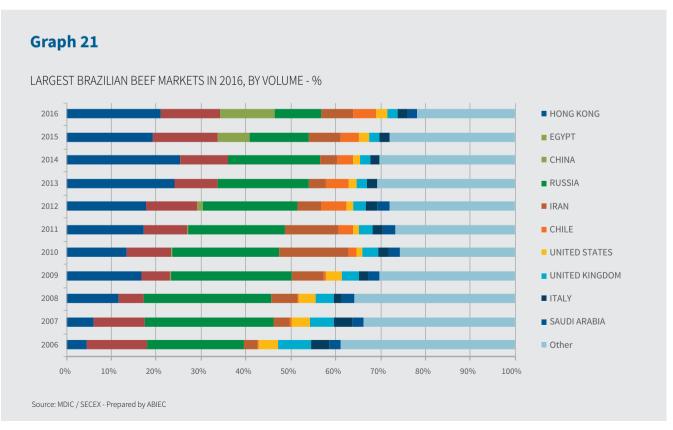
Source: MDIC / SECEX - Prepared by ABIEC











Livestock retrospective and projections

Table 13 CATTLE HERD, BEEF PRODUCTION, EXPORTS, IMPORTS, COMSUMPTION, AND COMSUMPTION PER CAPITA IN THE LAST 10 YEARS

	Unit	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Herd	Mi heads	206	200	202	205	210	213	211	212	207	214	219
Beef production	TT CWE	10,750	10,644	9,325	9,180	9,365	9,102	9,704	10,227	10,123	9,697	9,142
Exports	TT CWE	2,205	2,324	1,998	1,771	1,708	1,501	1,692	2,015	2,070	1,847	1,832
Imports	TT CWE	29	34	34	43	42	47	62	58	79	60	65
Consumption	TT CWE	8,574	8,354	7,361	7,451	7,699	7,648	8,074	8,271	8,132	7,911	7,375
Consumption per capita	kg/heads/year	46	44	38	39	39	39	41	41	40	39	36
Source: Agroconsult / MDIC / SECEX / IBGE - Prepared by ABIEC												

Table 14 LIVESTOCK FARMING HISTORY DATA AND FORECASTS BY 2026

Variable	Unit	1996	2001	2006	2011	2016	2021	2026
Total Herd	1000 heads	158,289	176,389	205,886	212,815	219,081	217,488	222,011
Production	1000 ton CWE	5,977	6,983	10,750	9,102	9,142	12,314	13,121
Export	1000 ton CWE	299	844	2,205	1,501	1,832	2,775	3,301
Import	1000 ton CWE	-	44	29	47	65	65	62
Domestic comsumption	1000 ton CWE	5,678	6,184	8,574	7,648	7,375	9,603	9,882
Per capita availability	carcass kg/person/year	35	35	46	39	36	45	45
Beef consumption	beef kg /person/year	28	28	37	31	29	36	36
Slaughter	1000 heads	27,903	29,730	47,412	38,677	36,900	47,416	48,997
Pasture area	1000 ha	184,524	177,024	175,537	171,446	167,309	162,005	158,594
Stocking rate	heads/ha	0.86	1.00	1.17	1.24	1.31	1.34	1.40
Occupation rate	animal unit/ha	0.60	0.70	0.82	0.87	0.92	0.94	0.98
Carcass average weight	kg/head slaughtered	214.22	234.88	226.73	235.34	247.75	259.69	267.79
Offtake	Percentage	18%	17%	23%	18%	17%	22%	22%

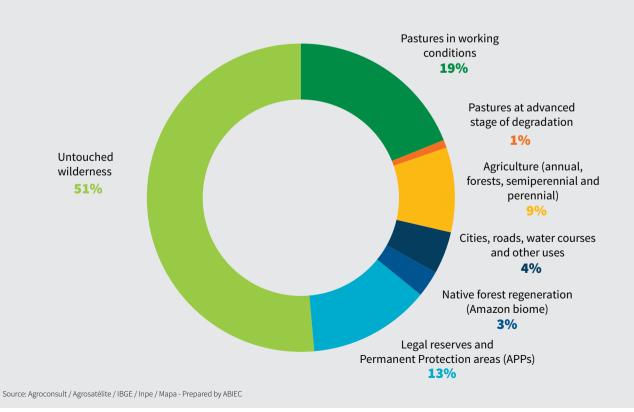


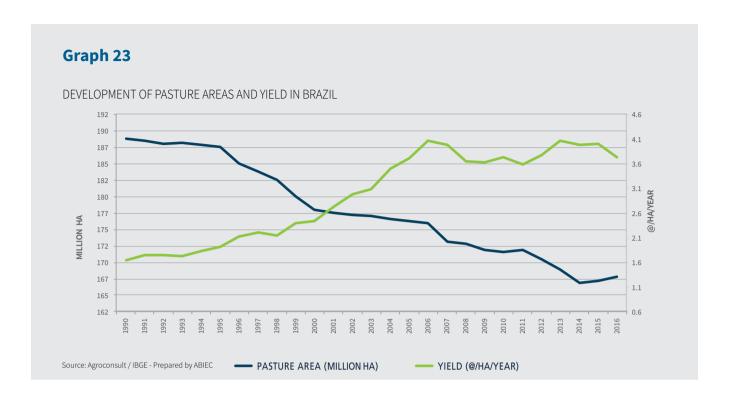
Sustainability

Graph 22

BRAZIL'S LAND USE (2006)

	Total Area (million ha)	%
Pastures in working conditions	162.8	19.12%
Pastures at advanced stage of degradation	6.1	0.72%
Agriculture (annual, forests, semiperennial and perennial)	75.5	8.87%
Cities, roads, water courses and other uses	38	4.46%
Native forest regeneration (Amazon biome)	22.8	2.68%
Legal reserves and Permanent Protection areas (APPs)	109.7	12.88%
Untouched wilderness	436.6	51.27%
Brazil	851.5	100.00%





Forest Code

Legal Reserve (RL)

The rural property that, covered by natural vegetation, can be exploited for sustainable forest management, within the limits established by law for the biome in which it is located.

- 80% of property in the Legal Amazon
- 35% on properties located in the Savanna formations in the Legal Amazon
- 20% on properties located in forest area
- 20% on properties located in the Campos Gerais area



Permanent Preservation Area (APP)

Untouchable natural areas, with strict limits on exploitation; in other words, direct economic exploitation is not allowed.

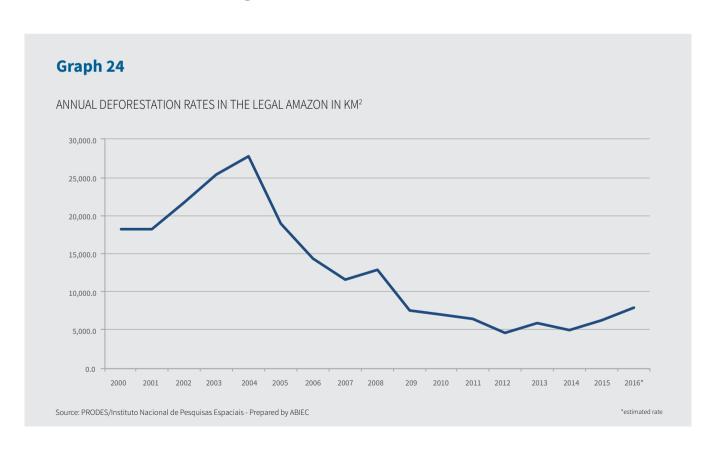
- Protection of river banks (30 to 500 meters)
- Protection of lakes (30 to 100 meters)
- Springs (50 meters)
- Hills with an incline of over 45°
- Others

Environmental Regulation Program (PRA) and Rural Environmental Registry (CAR)

Environmental Regulation Program (PRA): a set of actions to be developed by rural landowners and squatters to adapt and promote environmental compliance.

Rural Environmental Registry (CAR): a set of geo-referenced property information, with division of APPs, RLs, remnants of native vegetation and other information, used to draw a digital map from which the values of the areas undergoing environmental diagnosis are calculated.

Deforestation and monitoring



GTPS

Within a Roundtable format, the GTPS (Brazilian Roundtable on Sustainable Livestock) is an organization that covers every link in the beef value chain and promotes sustainable livestock development through articulation of the chain, continued improvement and dissemination of information.



www.gtps.org.br

The Group debates and formulates principles, standards and common practices for the development of sustainable beef production. The GTPS sees sustainability as an evolving process.

The GTPS is committed to zero deforestation, dependent upon the creation of mechanisms for economic compensation so that this practice is made viable.

GTPS Members

- Producers
- Industries
- Retail and services industry companies
- Financial institutions
- NGOs

GTPS Pillars

- Continuous improvement of sustainability
- Transparency and ethics
- Best practices in agricultural and livestock production
- Legal compliance

Health

Foot and mouth disease

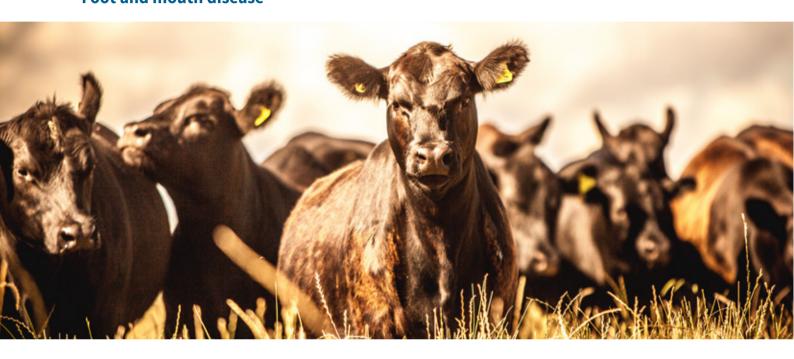




Table 15

BRAZILIAN BOVINE HERD STATUS - FOOD AND MOUTH DISEASE (FMD)

State	Herd	%	State	Herd	%
Amapá	130,294	0.1%	Pará	19,477,676	8.9%
Amazonas	1,379,851	0.6%	Paraíba	1,043,273	0.5%
Roraima	795,449	0.4%	Paraná	9,550,275	4.4%
Non recognized Free of FMD	2,305,593	1.1%	Pernambuco	1,869,099	0.9%
Acre	2,940,595	1.3%	Piauí	1,657,583	0.8%
Alagoas	1,265,788	0.6%	Rio de Janeiro	2,302,321	1.1%
Ceará	2,592,206	1.2%	Rio Grande do Norte	672,000	0.3%
Bahia	10,713,154	4.9%	Rio Grande do Sul	14,083,074	6.4%
Distrito Federal	96,768	0.0%	Rondônia	13,594,494	6.2%
Espírito Santo	2,243,708	1.0%	Santa Catarina	4,471,686	2.0%
Goiás	22,754,548	10.4%	São Paulo	10,981,701	5.0%
Maranhão	7,901,416	3.6%	Sergipe	1,196,500	0.5%
Mato Grosso	30,258,870	13.8%	Tocantins	8,565,316	3.9%
Mato Grosso do Sul	22,175,082	10.1%	Free of FMD zone	216,775,732	98.9%
Minas Gerais	24,368,597	11.1%	Total	219,081,325	100.0%

BOVINE SPONGIFORM ENCEPHALOPATHY - BSE

Table 16

MEMBER COUNTRIES KNOWN TO POSE A NEGLIGIBLE RISK OF BSE ACCORDING TO CHAPTER 11.4 OF THE LAND CODE

Argentina	Cyprus	Italy	New Zealand	Slovenia
Australia	Czech Republic	Japan	Norway	Spain
Austria	Denmark	Korea (Rep. of)	Panama	Sweden
Belgium	Estonia	Latvia	Paraguay	Switzerland
Brazil	Finland	Liechtenstein	Peru	The Netherlands
Bulgaria	Germany	Lithuania	Poland	United States of America
Chile	Hungary	Luxembourg	Portugal	Uruguay
Colombia	Iceland	Malta	Romania	
Costa Rica	India	Mexico	Singapore	
Croatia	Israel	Namibia	Slovakia	

Source: OIE







abiec.com.br

brazilianbeef.org.br

apexbrasil.org.br

ABIEC - Brazilian Beef Exporters Association

+ 55 11 3531.7888

Av. Brigadeiro Faria Lima, 1912 - 14º andar - Conjunto J Sao Paulo - SP - 01451-000



