



**MINISTRY OF BUSINESS,
INNOVATION & EMPLOYMENT**
HĪKINA WHAKATUTUKI

Sector Trends



Export Intelligence Reports

November - 2015



**MINISTRY OF BUSINESS,
INNOVATION & EMPLOYMENT**
HĪKINA WHAKATUTUKI

Ministry of Business, Innovation and Employment (MBIE)

Hīkina Whakatutuki – Lifting to make successful

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November - 2015

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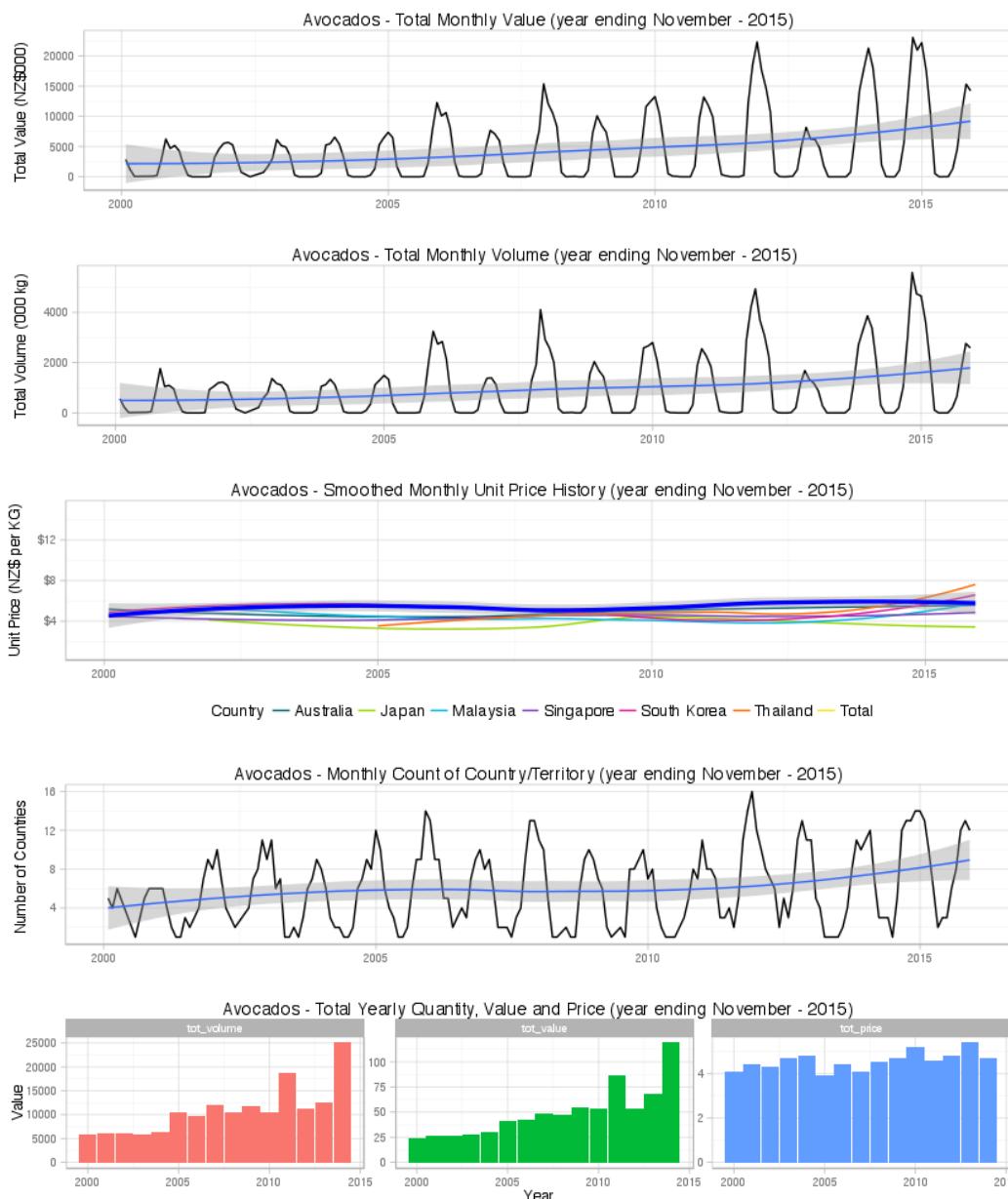
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Key Export Statistics¹- Avocados²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	15,842	83.2	\$5.3	18.8%	20.8%	1.6%	11.5
Thailand	561	3.8	\$6.9	224.8%	285%	18.5%	12.1
Singapore	742	3.6	\$4.8	12.8%	19.6%	6%	2.1
Japan	701	2.5	\$3.5	-3.4%	-1.2%	2.2%	-1.5
South Korea	364	2.4	\$6.5	21.6%	44.1%	18.5%	1.2
Malaysia	106	0.5	\$5.0	18.2%	30.4%	10.3%	1.8
Other	128	0.9	\$6.8	26.4%	42.9%	13.1%	2.0
Total	18,443	96.9	\$5.3	18.5%	22.1%	3%	6.2

Top 6 Avocados Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Avocados starting with: 080440.



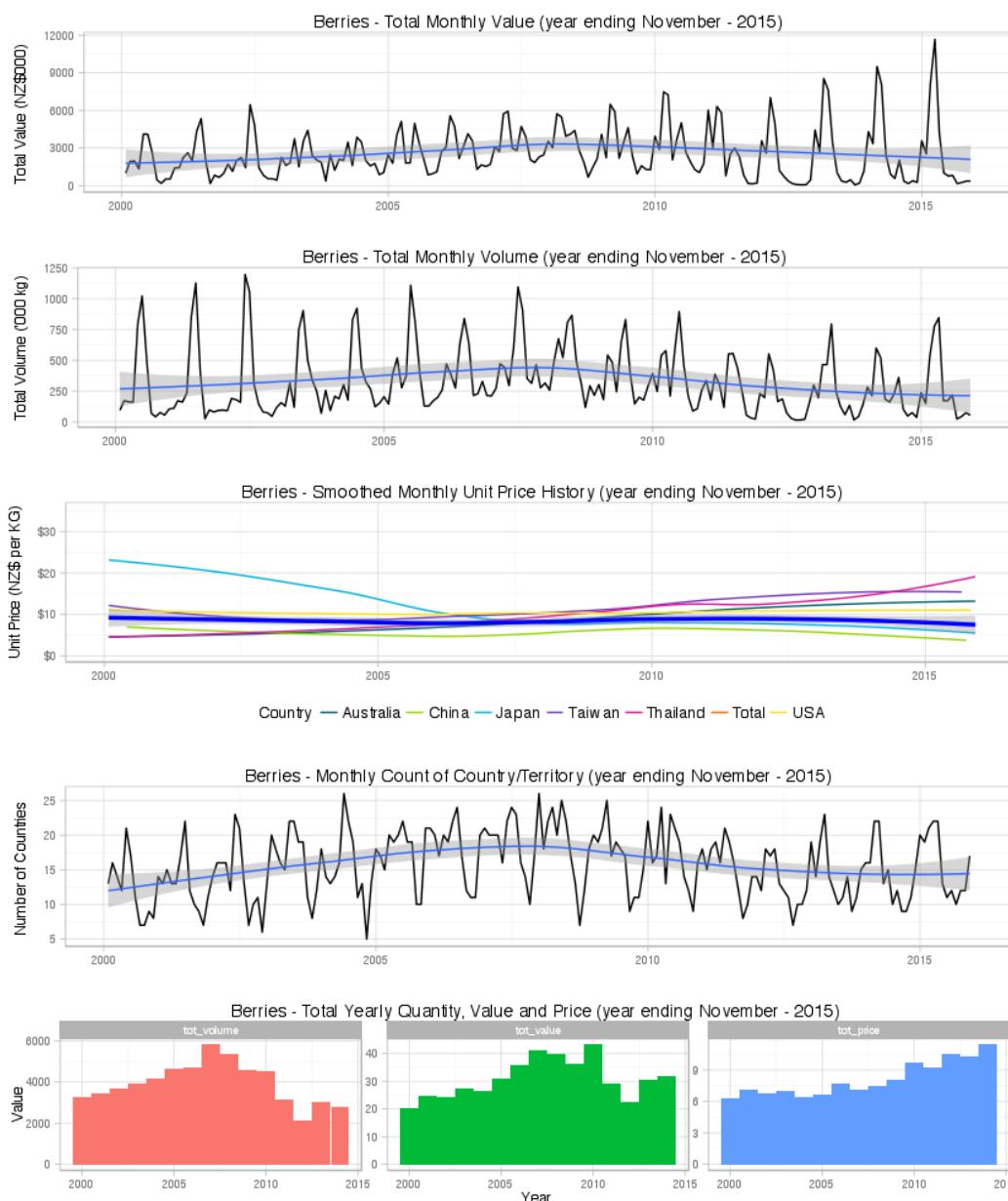
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Key Export Statistics¹- Berries²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	1,137	22.0	\$19.3	3.6%	8.2%	4.4%	0.8
China	1,291	4.5	\$3.5	24.8%	43.5%	15%	1.7
USA	248	2.6	\$10.4	23.4%	24.6%	0.9%	25.3
Japan	383	1.5	\$3.8	23.6%	22.9%	-0.5%	-44.5
Thailand	41	0.7	\$16.1	6%	39.9%	32%	0.2
Taiwan	39	0.6	\$15.7	27.8%	54.2%	20.7%	1.3
Other	164	2.2	\$13.3	47.3%	34.7%	-8.5%	-5.5
Total	3,302	33.9	\$10.3	15.8%	15.1%	-0.7%	-23.9

Top 6 Berries Markets for year ending November - 2015: Quantity('000 kg), Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Berries starting with: 081040, 081090, 081120.



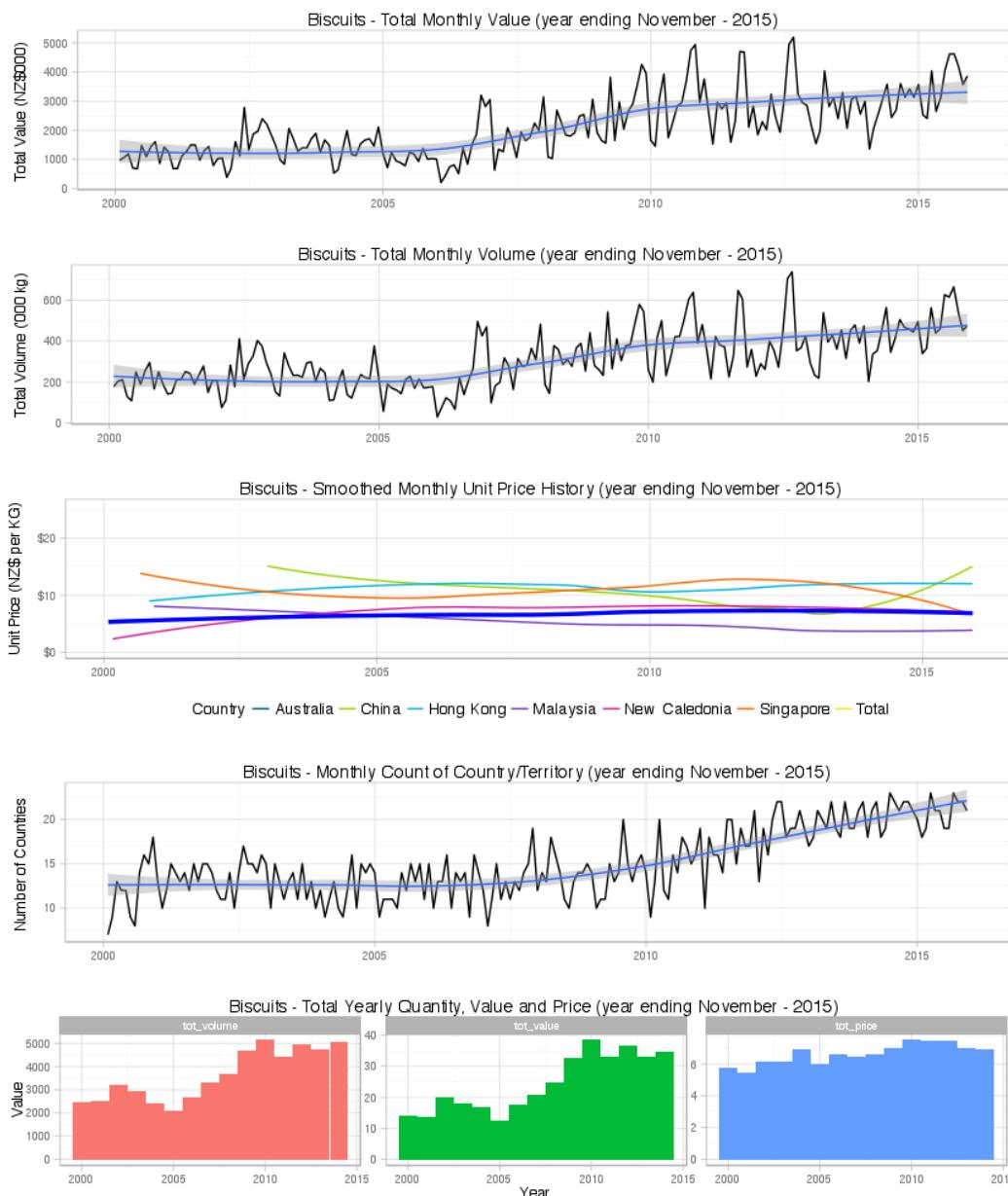
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Key Export Statistics¹- Biscuits²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	5,024	35.3	\$7.0	5.6%	2.8%	-2.6%	-2.2
China	170	2.4	\$13.9	29.7%	65%	27.2%	1.1
Hong Kong	67	1.1	\$16.7	62%	81.9%	12.3%	5.1
Malaysia	230	0.8	\$3.7	8.1%	7.9%	-0.2%	-47.2
New Caledonia	109	0.8	\$7.4	14.9%	15.2%	0.2%	79.9
Singapore	106	0.5	\$4.9	114.1%	76.6%	-17.5%	-6.5
Other	334	2.3	\$6.8	5.4%	5.9%	0.5%	11.0
Total	6,040	43.2	\$7.2	7.1%	5.9%	-1.1%	-6.4

Top 6 Biscuits Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Biscuits starting with: 190530, 190531, 190590.



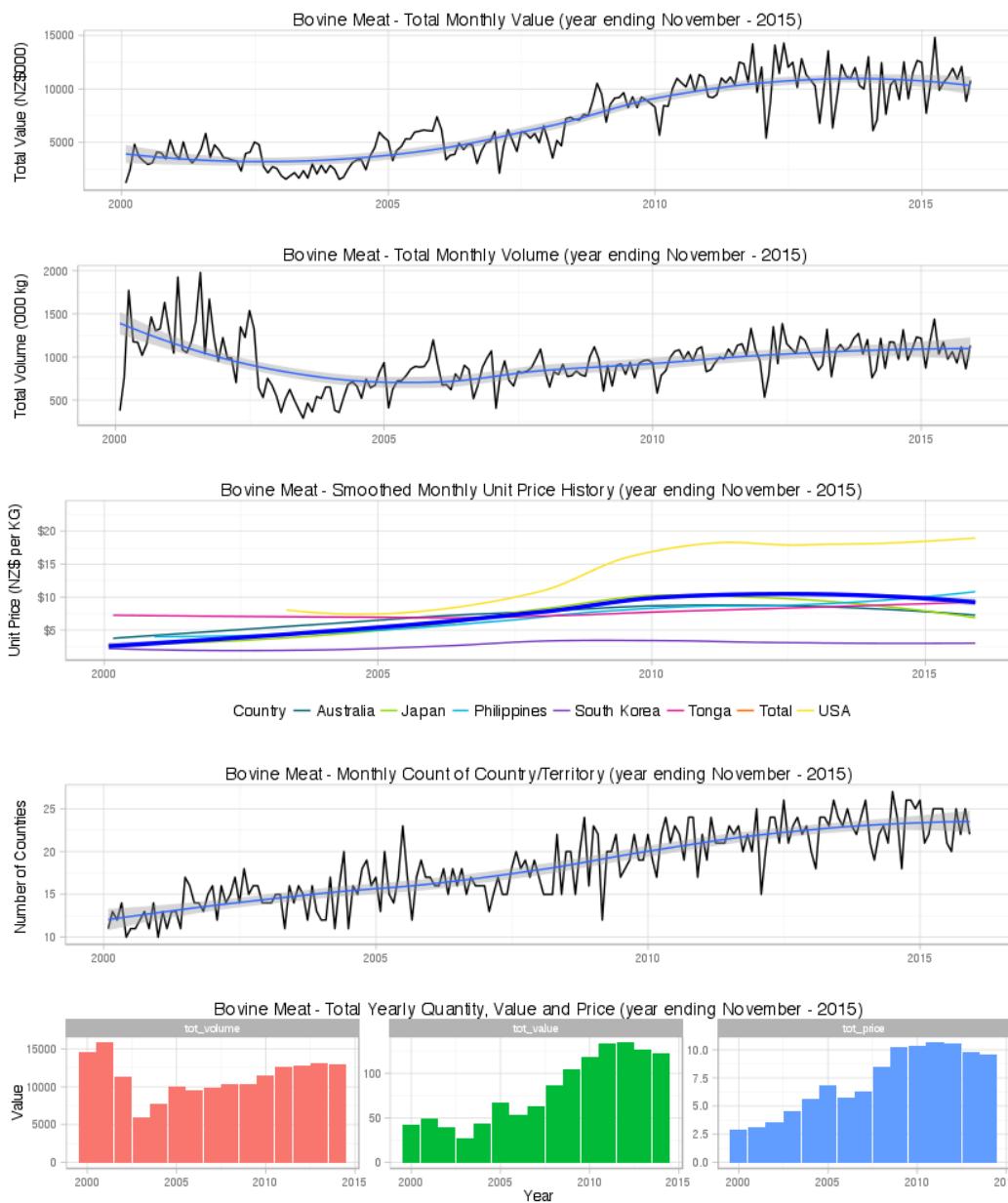
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Key Export Statistics¹- Bovine Meat²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
USA	2,595	50.4	\$19.4	-9.3%	-5.8%	3.8%	-2.4
Australia	4,230	32.2	\$7.6	5.8%	2%	-3.6%	-1.6
Japan	905	7.7	\$8.5	-6.3%	-10.4%	-4.4%	1.4
Philippines	661	7.5	\$11.4	4.5%	14.4%	9.5%	0.5
South Korea	1,727	5.5	\$3.2	8.1%	11.8%	3.4%	2.4
Tonga	347	3.2	\$9.3	-2.6%	-0.3%	2.3%	-1.1
Other	2,523	25.2	\$10.0	3.6%	7.2%	3.5%	1.0
Total	12,987	131.7	\$10.1	0.7%	-0.6%	-1.2%	-0.5

Top 6 Bovine Meat Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Bovine Meat starting with: 160250.

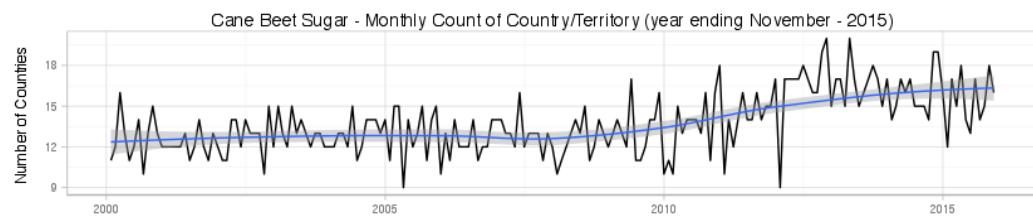
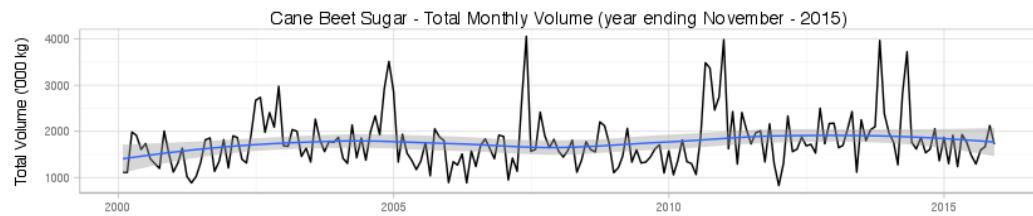
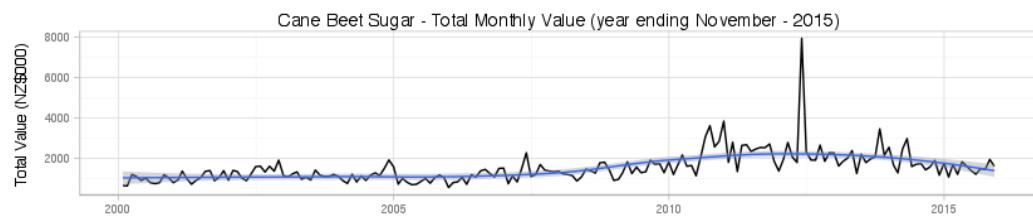


Key Export Statistics¹- Cane Beet Sugar²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
French Polynesia	6,059	5.2	\$0.9	1.2%	-24%	-25%	0.0
Solomon Islands	4,560	4.3	\$0.9	9.4%	-3.4%	-11.7%	-0.8
New Caledonia	3,308	3.1	\$0.9	-17.8%	-25.2%	-8.9%	2.0
Fiji	2,453	2.1	\$0.8	70.1%	47%	-13.6%	-5.2
Samoa, American	981	1.0	\$1.1	-6.1%	-13.1%	-7.4%	0.8
Malaysia	666	0.5	\$0.7	-49.7%	-55.5%	-11.6%	4.3
Other	1,873	2.0	\$1.1	-56.1%	-60.2%	-9.2%	6.1
Total	19,901	18.2	\$0.9	50.5%	15.1%	-23.5%	-2.1

Top 6 Cane Beet Sugar Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Cane Beet Sugar starting with: 170199.



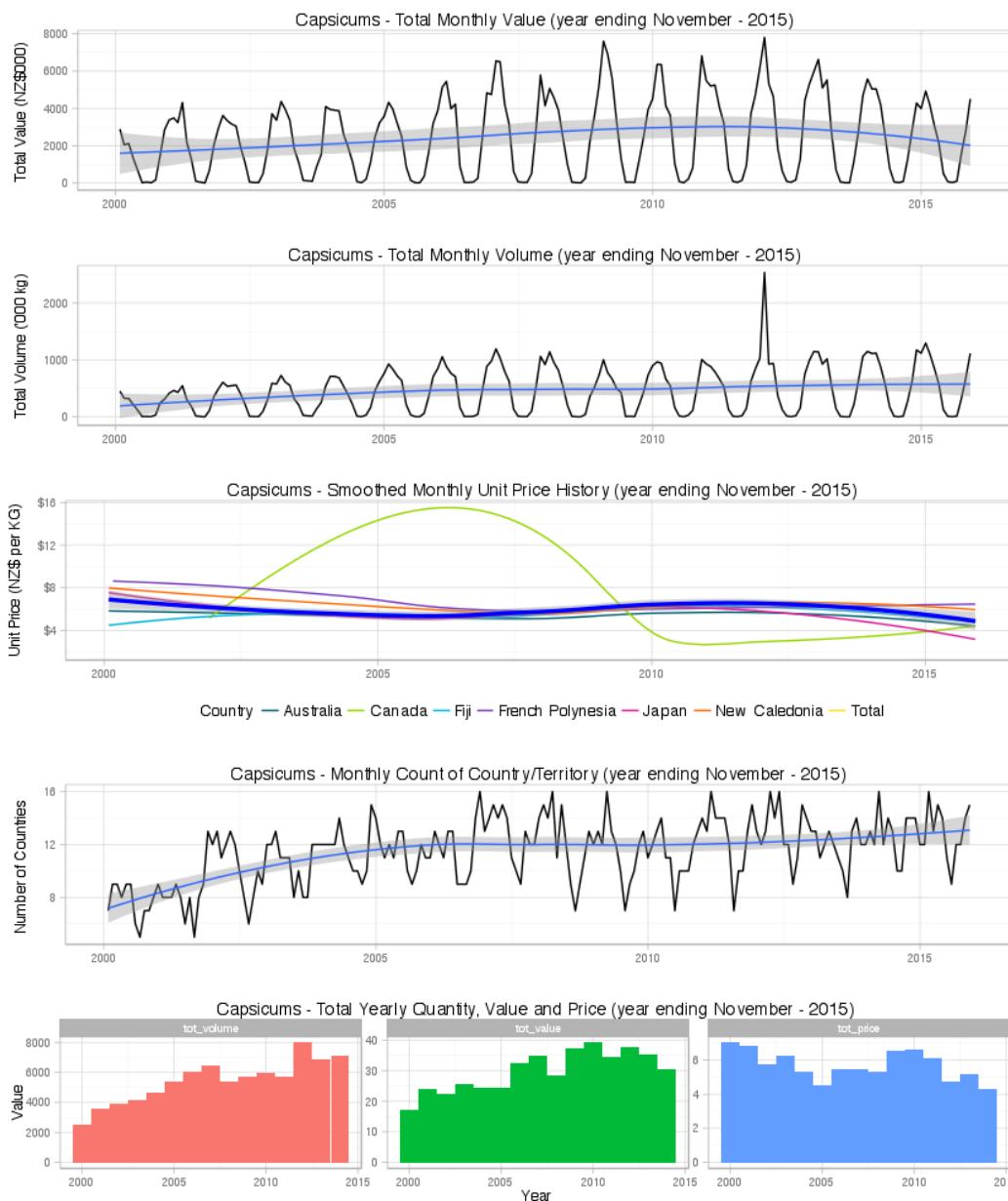
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Key Export Statistics¹- Capsicums²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Japan	5,281	19.6	\$3.7	-5%	-10.4%	-5.7%	0.9
Australia	1,720	7.3	\$4.3	1.2%	-8.1%	-9.2%	-0.1
Fiji	67	0.3	\$4.7	8.2%	4.9%	-3%	-2.7
French Polynesia	39	0.2	\$5.7	11.2%	8.4%	-2.5%	-4.5
New Caledonia	42	0.2	\$5.2	4.4%	-1%	-5.1%	-0.9
Canada	36	0.2	\$4.4	19.5%	-6.2%	-21.5%	-0.9
Other	28	0.2	\$6.7	-84.8%	-82.9%	12.3%	-6.9
Total	7,213	28.0	\$3.9	5.4%	0.9%	-4.2%	-1.3

Top 6 Capsicums Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Capsicums starting with: 070960.



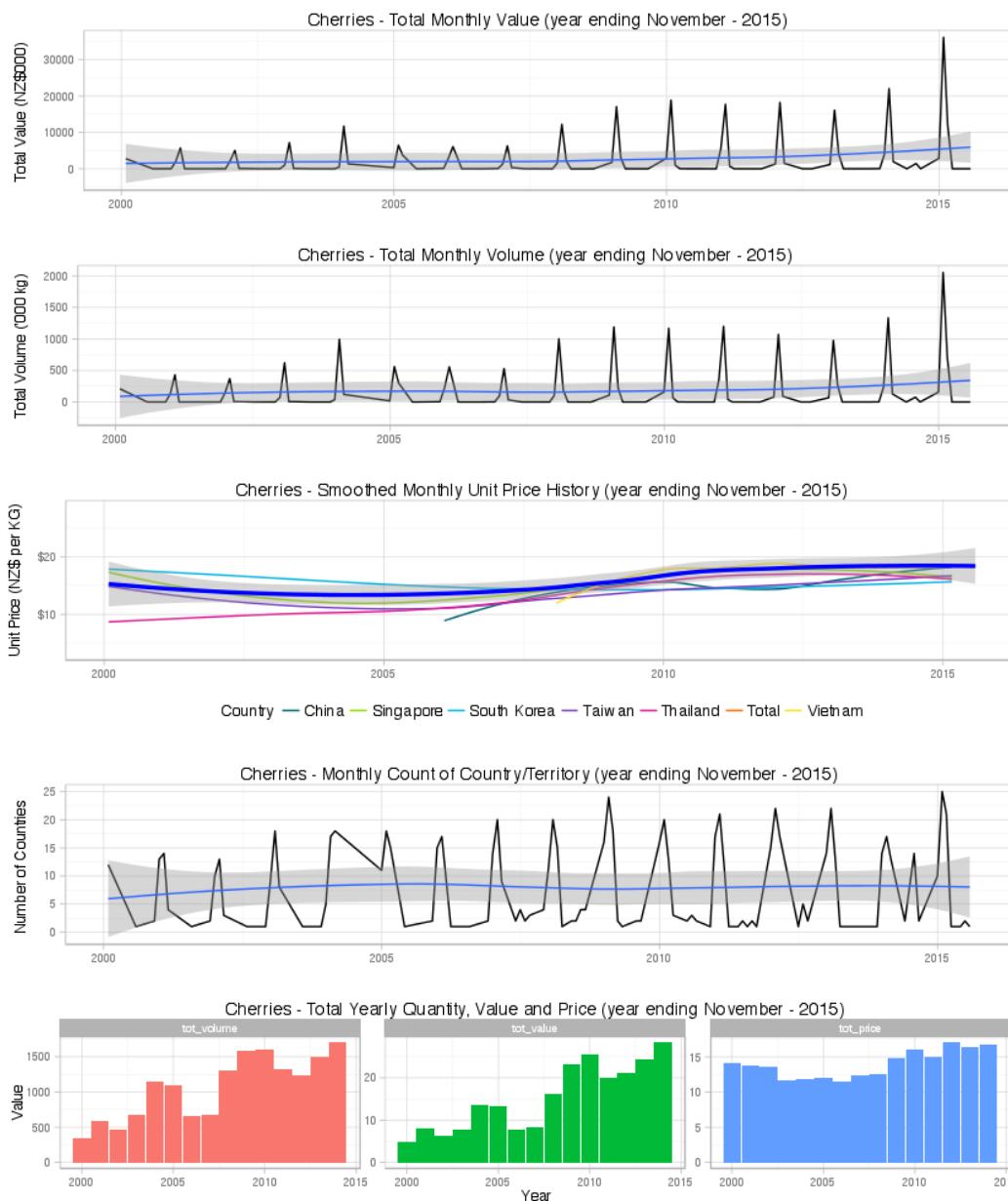
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Key Export Statistics¹- Cherries²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Taiwan	1,163	20.3	\$17.5	24.1%	28.7%	3.7%	6.5
China	578	11.1	\$19.2	355.2%	247.2%	-23.7%	-15.0
Thailand	350	5.7	\$16.2	21.5%	16.8%	-3.9%	-5.5
Vietnam	242	4.0	\$16.7	142.7%	115.9%	-11%	-12.9
Singapore	160	2.6	\$16.1	31.8%	26.9%	-3.7%	-8.7
South Korea	140	2.1	\$14.7	10.7%	6.7%	-3.6%	-2.9
Other	289	5.1	\$17.7	8%	7%	-0.9%	-8.9
Total	2,922	50.9	\$17.4	33.5%	34.5%	0.8%	42.6

Top 6 Cherries Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Cherries starting with: 080920, 080921, 080929.

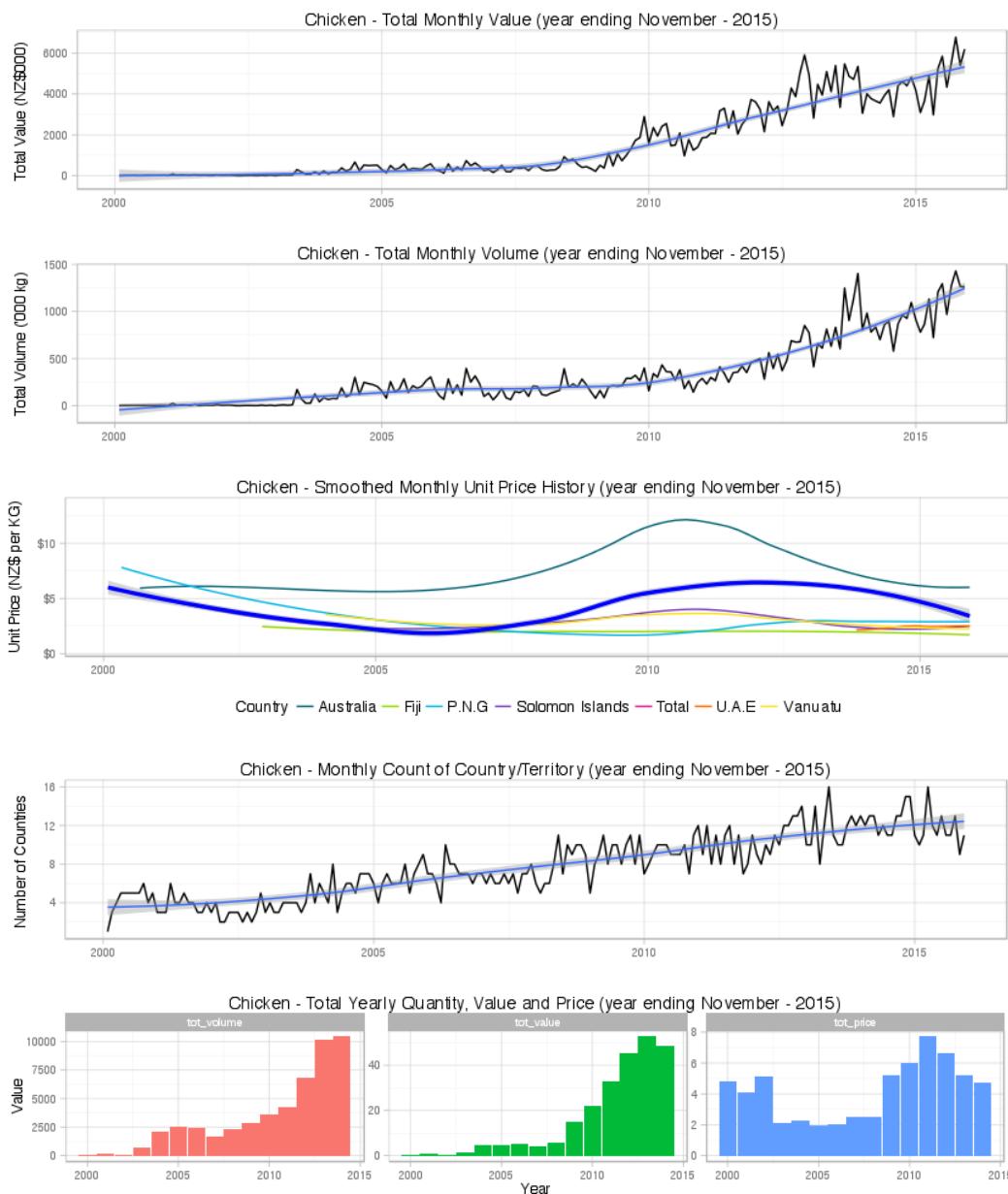


Key Export Statistics¹- Chicken²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	6,874	41.7	\$6.1	16.6%	2.2%	-12.3%	-1.3
P.N.G	2,559	7.9	\$3.1	87.9%	93.2%	2.8%	30.9
Vanuatu	1,146	2.7	\$2.4	117.9%	103.7%	-6.5%	-18.1
Fiji	1,240	2.3	\$1.8	-2.6%	-8.2%	-5.8%	0.5
Solomon Islands	555	1.3	\$2.4	91.2%	93.5%	1.2%	77.5
U.A.E	262	0.6	\$2.5	-22%	-27.4%	-6.9%	3.2
Other	478	1.5	\$3.2	-58.8%	-67.7%	-21.6%	2.7
Total	13,114	58.1	\$4.4	44.6%	14.2%	-21%	-2.1

Top 6 Chicken Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Chicken starting with: 020714.

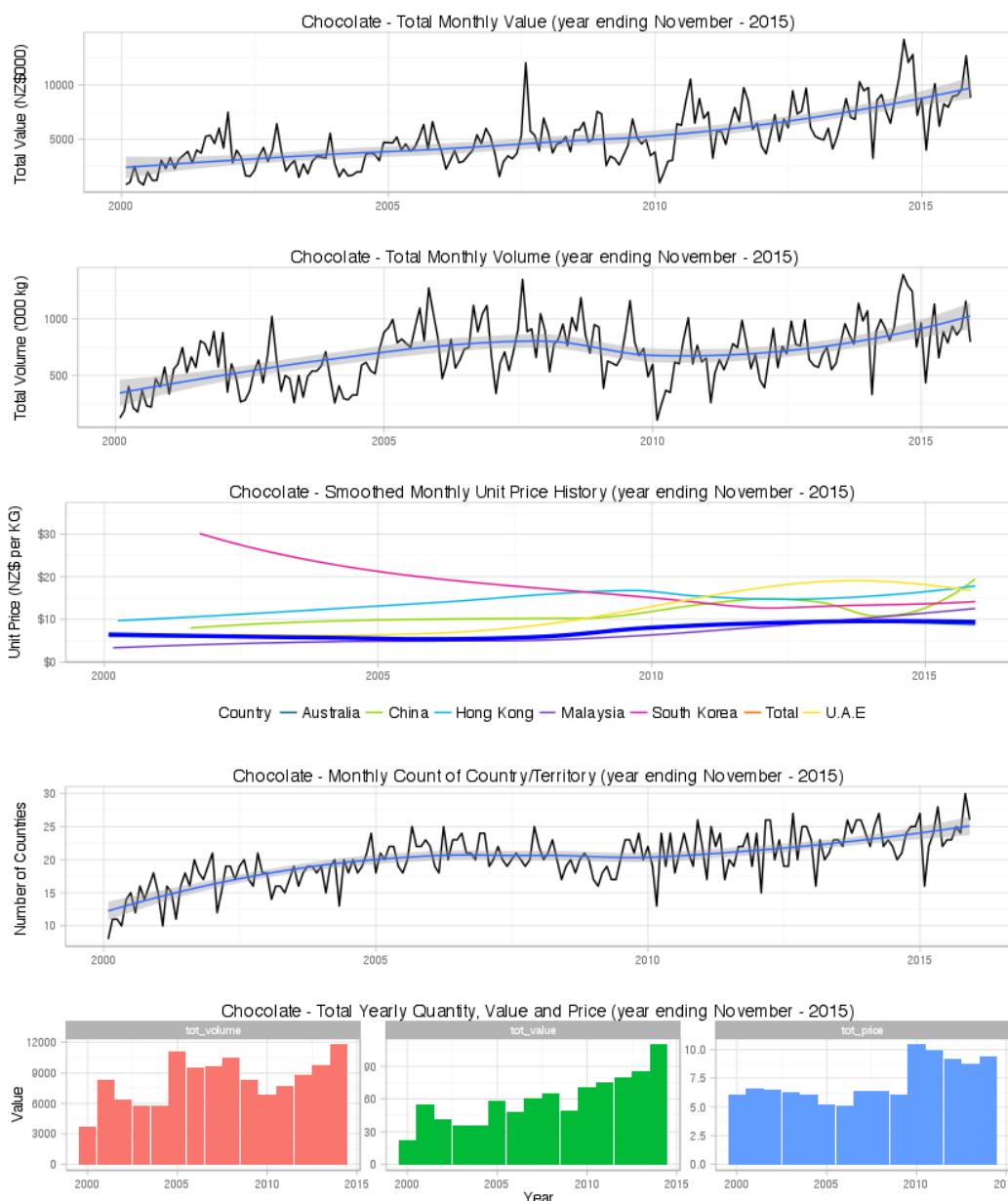


Key Export Statistics¹- Chocolate²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	9,197	86.6	\$9.4	4.9%	6.7%	1.7%	3.0
China	237	3.4	\$14.1	107.6%	117.3%	4.7%	22.9
Malaysia	227	3.0	\$13.3	13.9%	23.8%	8.6%	1.6
U.A.E	58	1.1	\$19.2	346.8%	234.7%	-25.1%	-13.8
Hong Kong	54	0.9	\$16.8	32%	43.7%	8.9%	3.6
South Korea	65	0.9	\$13.9	11.5%	16.4%	4.5%	2.6
Other	513	6.4	\$12.5	1%	5.6%	4.6%	0.2
Total	10,350	102.3	\$9.9	5.9%	8.7%	2.6%	2.2

Top 6 Chocolate Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Chocolate starting with: 180631, 180632, 180690.



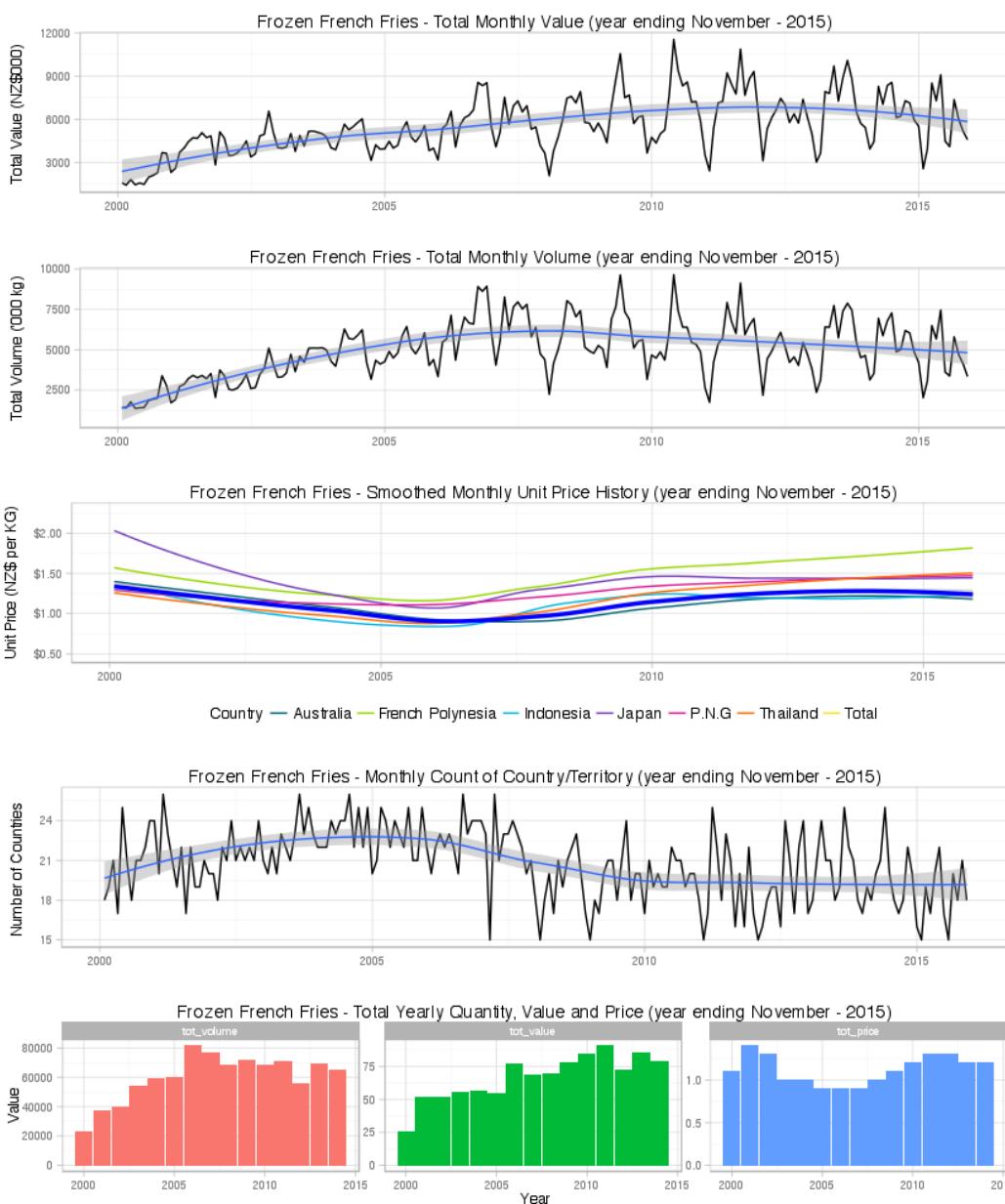
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Key Export Statistics¹- Frozen French Fries²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	42,774	51.4	\$1.2	3.2%	2.3%	-0.9%	-3.7
Japan	3,302	5.2	\$1.6	-3.3%	0.5%	4%	-0.8
Thailand	1,974	3.2	\$1.6	-25.5%	-24.9%	0.8%	-31.1
French Polynesia	1,341	2.5	\$1.9	-9.5%	-6.6%	3.2%	-3.0
P.N.G	834	1.3	\$1.5	-26.8%	-26.3%	0.7%	-38.7
Indonesia	902	1.2	\$1.3	14.7%	22.6%	6.9%	2.1
Other	2,745	3.9	\$1.4	-5.7%	-5.1%	0.7%	-8.5
Total	53,871	68.6	\$1.3	-0.8%	-1.6%	-0.9%	0.9

Top 6 Frozen French Fries Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Frozen French Fries starting with: 200410.



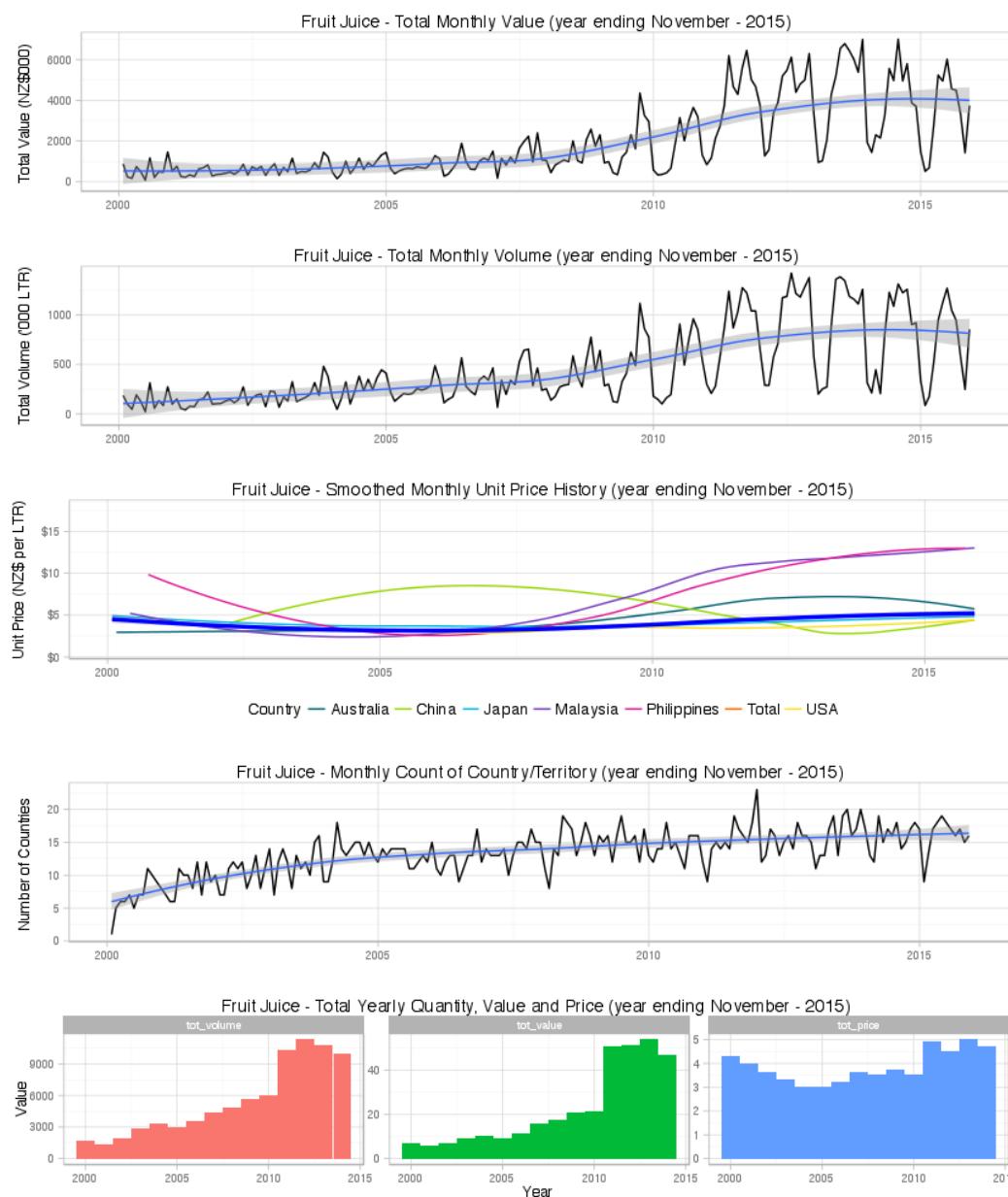
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Key Export Statistics¹- Fruit Juice²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Japan	5,216	23.1	\$4.4	-14.4%	-9%	6.3%	-2.3
USA	1,475	5.5	\$3.7	8%	17.9%	9.2%	0.9
Malaysia	377	5.0	\$13.3	-23.5%	-19.5%	5.1%	-4.6
Australia	275	1.3	\$4.8	-11.9%	-27.2%	-17.3%	0.7
China	236	0.9	\$3.8	52.2%	47.4%	-3.2%	-16.4
Philippines	52	0.8	\$15.1	-11.6%	-5.1%	7.3%	-1.6
Other	515	2.6	\$5.0	4.7%	1.4%	-3.2%	-1.5
Total	8,146	39.3	\$4.8	-10.4%	-8.2%	2.4%	-4.4

Top 6 Fruit Juice Markets for year ending November - 2015: Quantity('000 LTR) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Fruit Juice starting with: 200980, 200981, 200989.

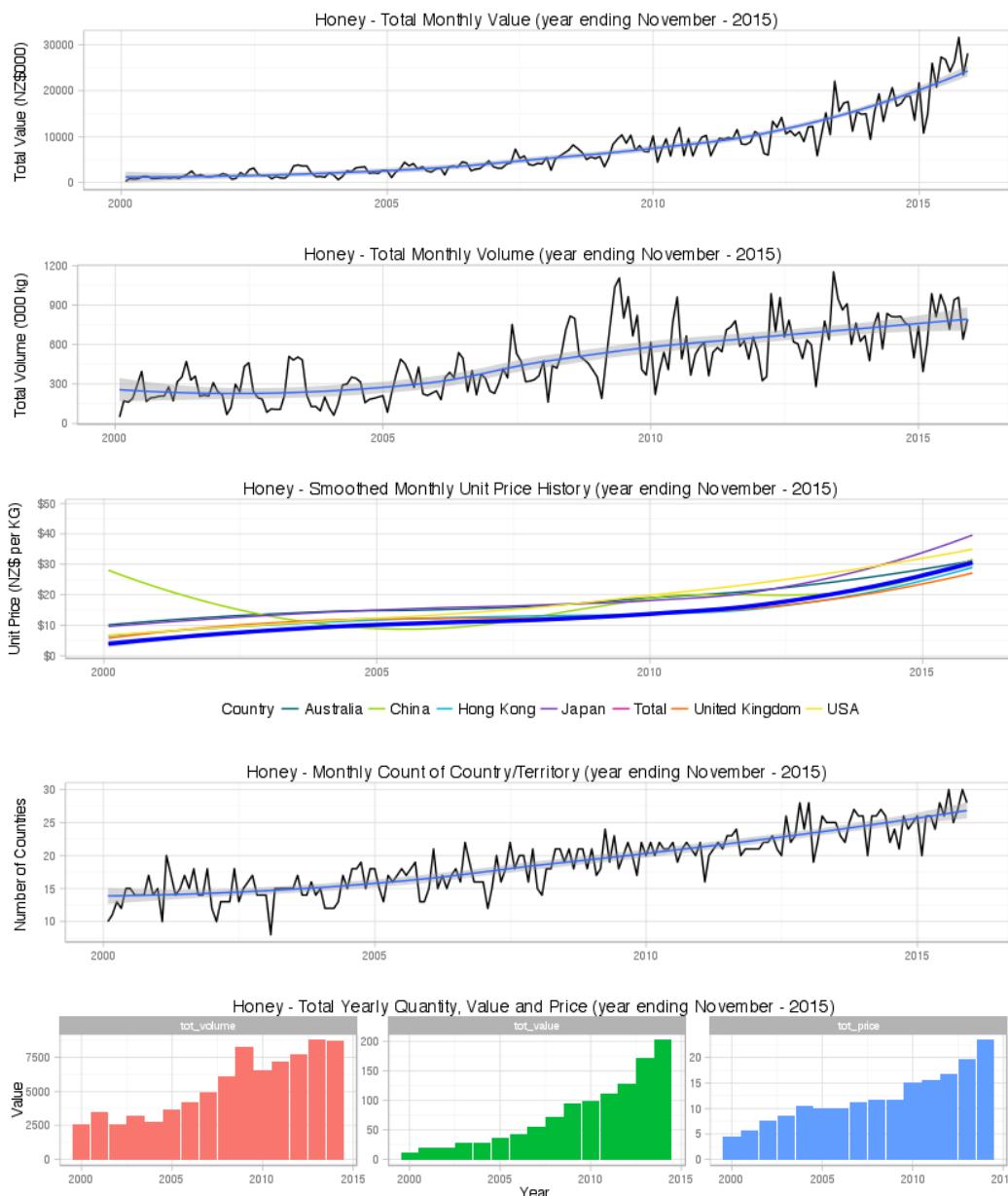


Key Export Statistics¹- Honey²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	1,452	46.9	\$32.3	36%	50.8%	10.8%	3.3
United Kingdom	2,040	46.8	\$22.9	2.5%	19.6%	16.6%	0.2
China	1,476	43.9	\$29.7	41.6%	67.2%	18.1%	2.3
Hong Kong	1,211	35.2	\$29.0	0.7%	27.2%	26.4%	0.0
USA	730	25.1	\$34.4	25.4%	43.3%	14.2%	1.8
Japan	595	22.7	\$38.1	-2.5%	25.3%	28.5%	-0.1
Other	1,959	61.4	\$31.3	-8.2%	14.6%	24.9%	-0.3
Total	9,463	281.9	\$29.8	7%	30%	21.5%	0.3

Top 6 Honey Markets for year ending November - 2015: Quantity('000 kg), Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Honey starting with: 040900.



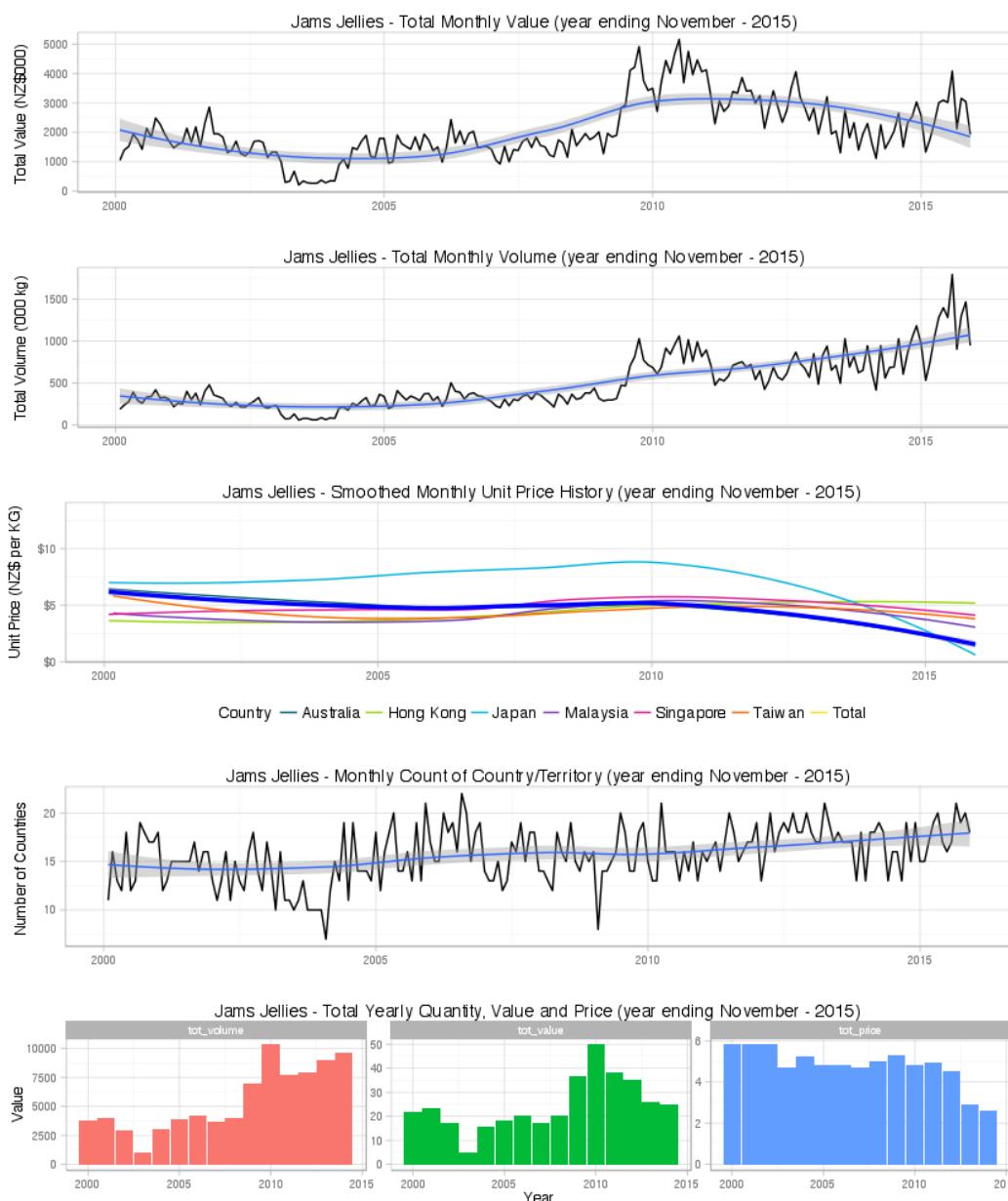
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Key Export Statistics¹- Jams Jellies²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	12,319	27.6	\$2.2	22.4%	-1.5%	-19.6%	-1.1
Malaysia	162	0.6	\$3.4	-10.6%	-19.4%	-9.9%	1.1
Hong Kong	108	0.5	\$5.0	11.7%	7.3%	-3.9%	-3.0
Japan	224	0.5	\$2.1	60.8%	17.7%	-26.8%	-2.3
Taiwan	104	0.4	\$3.5	-2.4%	-12.9%	-10.8%	0.2
Singapore	107	0.3	\$3.1	26.1%	6.4%	-15.6%	-1.7
Other	659	1.6	\$2.4	3.1%	-24.2%	-26.4%	-0.1
Total	13,683	31.4	\$2.3	20.4%	-3.6%	-20%	-1.0

Top 6 Jams Jellies Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Jams Jellies starting with: 200791, 200799.

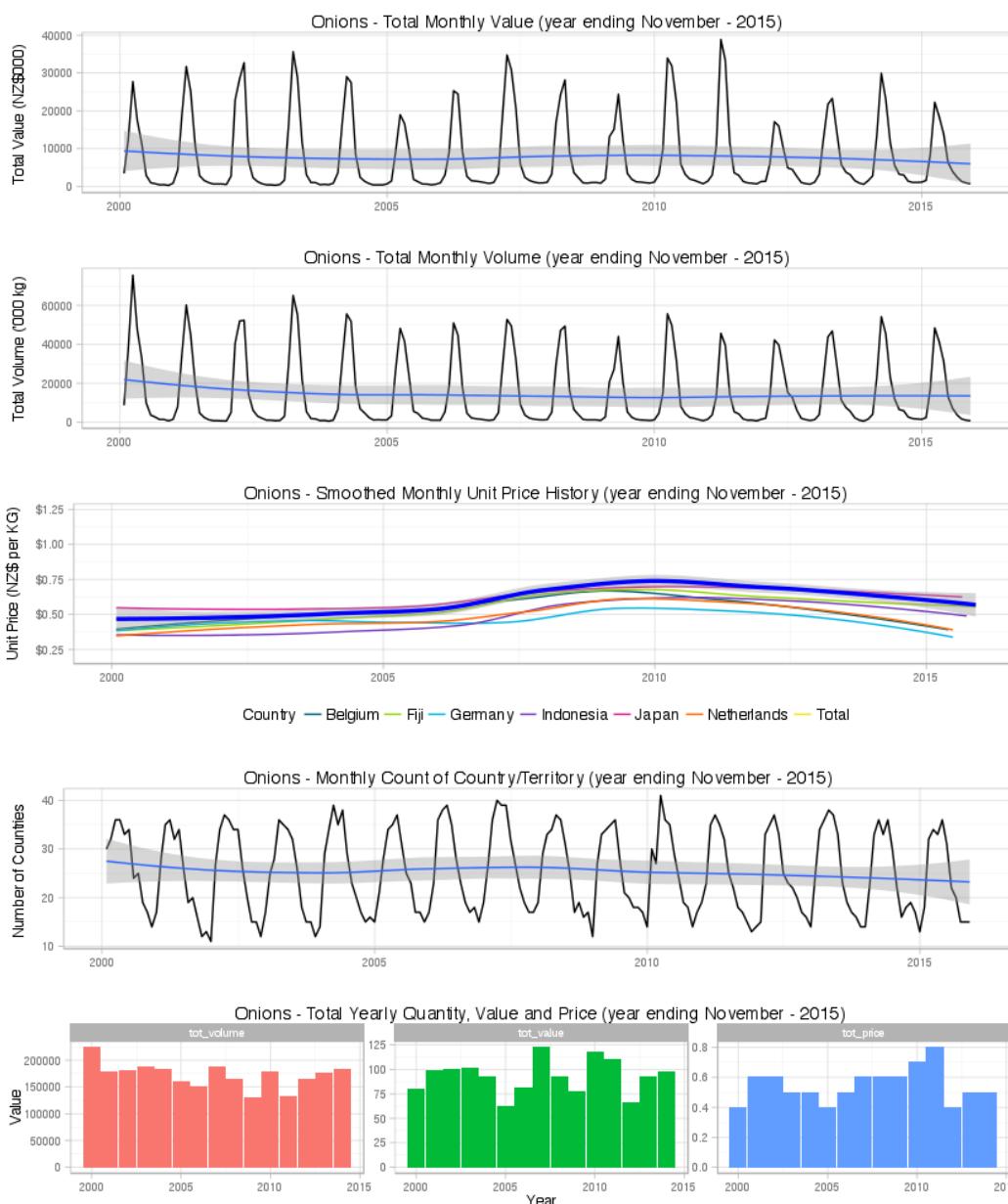


Key Export Statistics¹- Onions²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Netherlands	31,492	13.9	\$0.4	7.8%	9.7%	1.7%	4.5
Indonesia	21,307	10.2	\$0.5	10%	22.5%	11.4%	0.9
Japan	18,340	9.3	\$0.5	-9.9%	-6.7%	3.6%	-2.8
Germany	15,764	6.4	\$0.4	13%	24.3%	10%	1.3
Belgium	14,348	6.2	\$0.4	1.2%	6.1%	4.8%	0.2
Fiji	8,675	5.2	\$0.6	3.6%	16.8%	12.7%	0.3
Other	59,838	30.2	\$0.5	-3.2%	4.1%	7.6%	-0.4
Total	169,765	81.5	\$0.5	1%	7.2%	6.1%	0.2

Top 6 Onions Markets for year ending November - 2015: Quantity('000 kg), Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Onions starting with: 070310.



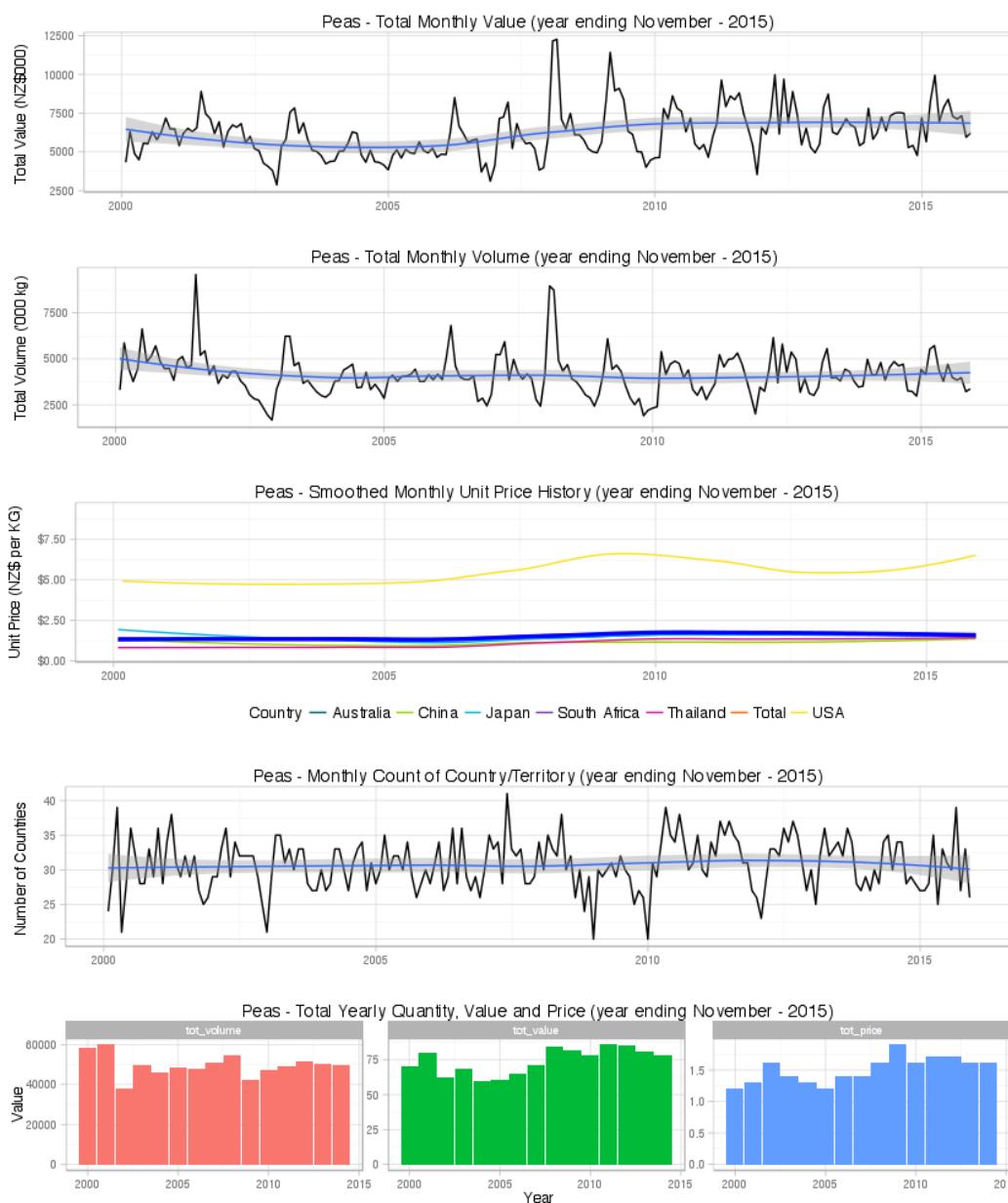
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Key Export Statistics¹- Peas²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	21,216	32.9	\$1.5	-0.5%	-3.3%	-2.8%	0.2
USA	2,059	9.4	\$4.6	-10.5%	-0.3%	11.4%	-0.9
China	5,909	7.9	\$1.3	7.5%	10.9%	3.2%	2.4
Japan	3,817	6.3	\$1.7	-3.2%	-1.7%	1.6%	-2.0
South Africa	3,464	4.3	\$1.2	36.9%	25.9%	-8%	-4.6
Thailand	2,665	4.1	\$1.5	2.1%	13.2%	10.8%	0.2
Other	12,002	23.4	\$1.9	-4.8%	3%	8.2%	-0.6
Total	51,131	88.2	\$1.7	0%	1.4%	1.4%	0.0

Top 6 Peas Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Peas starting with: 071021, 071310.



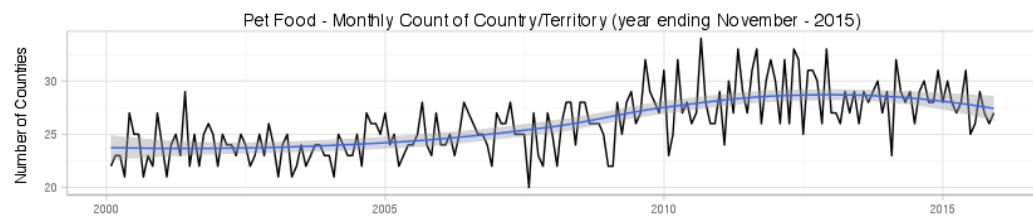
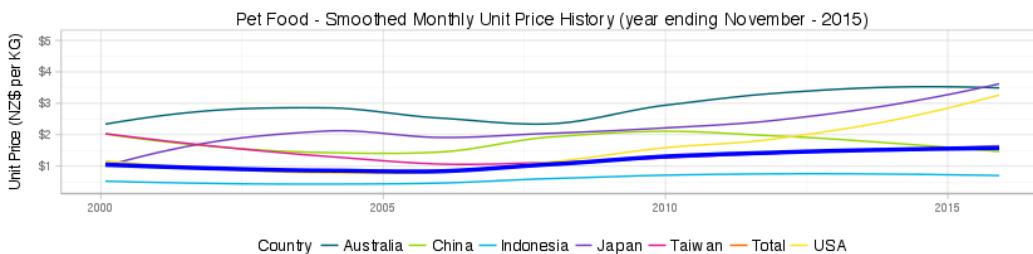
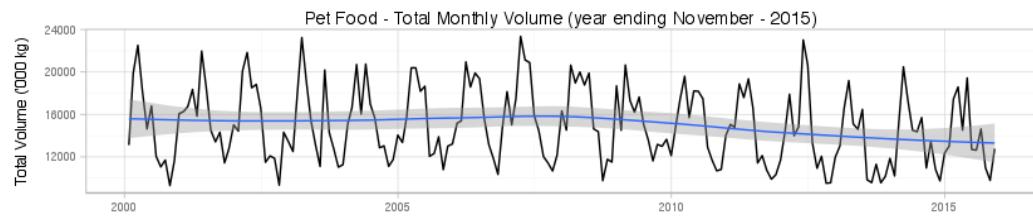
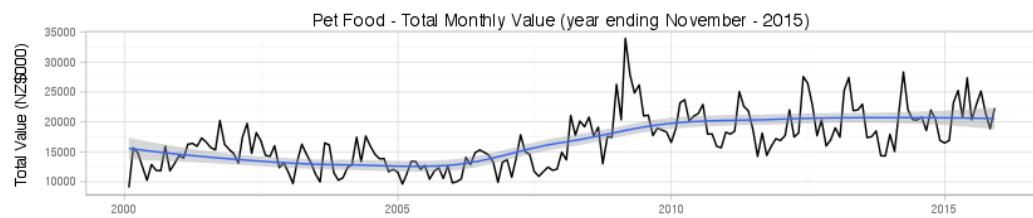
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Key Export Statistics¹- Pet Food²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	13,358	50.5	\$3.8	2.1%	0.2%	-1.9%	-1.1
China	31,952	48.1	\$1.5	32.1%	27.9%	-3.2%	-10.0
Indonesia	62,337	43.9	\$0.7	-5%	-7%	-2%	2.5
USA	12,032	36.0	\$3.0	-22.2%	-6.5%	20.2%	-1.1
Taiwan	10,310	16.1	\$1.6	6.1%	10.2%	3.9%	1.6
Japan	4,418	15.1	\$3.4	-13.8%	-3.1%	12.4%	-1.1
Other	34,483	51.3	\$1.5	2.6%	7.1%	4.4%	0.6
Total	168,890	261.0	\$1.5	-0.7%	2.5%	3.2%	-0.2

Top 6 Pet Food Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Pet Food starting with: 230110, 230120, 230910.



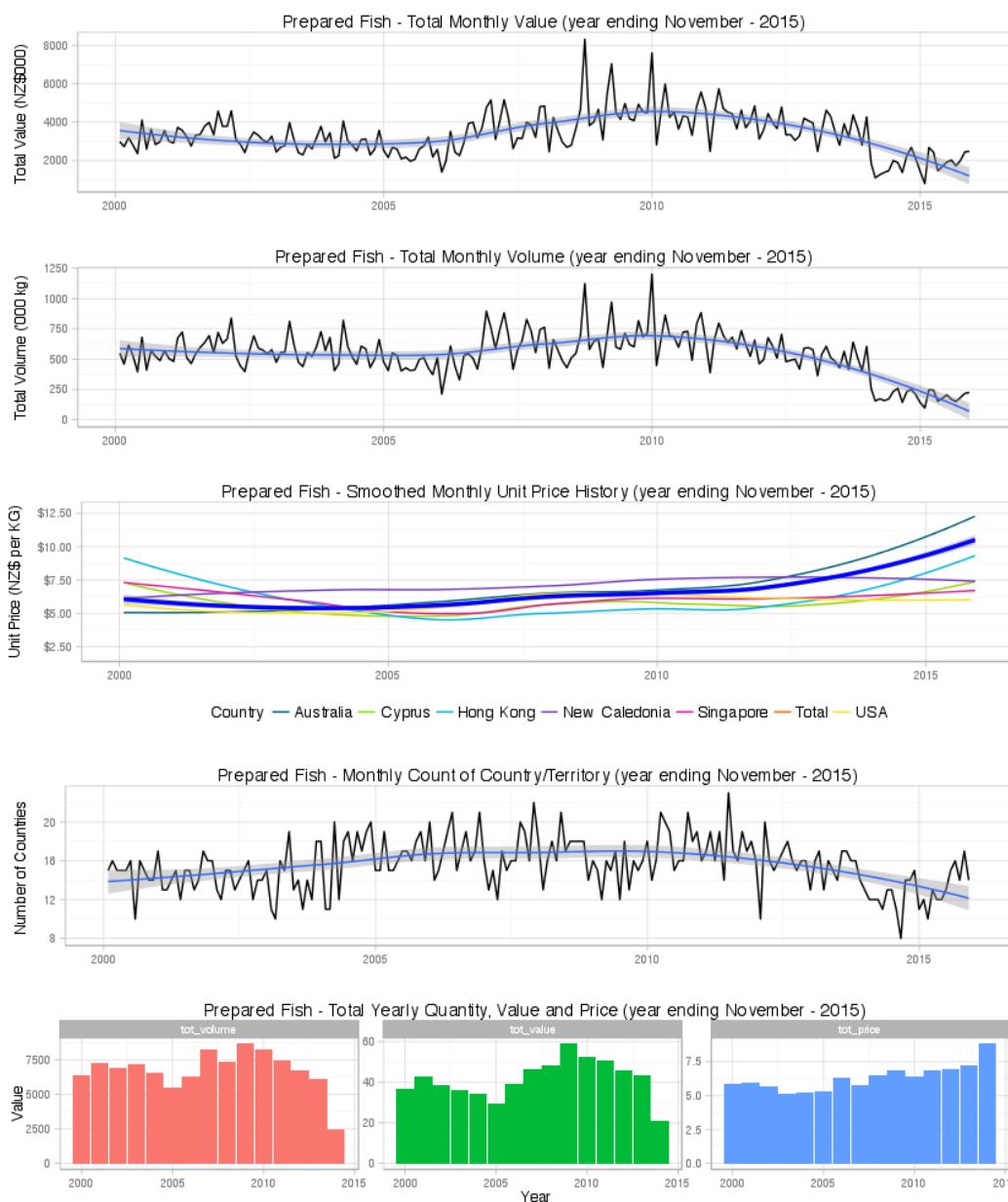
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Key Export Statistics¹- Prepared Fish²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	1,084	13.2	\$12.2	-38.3%	-27.2%	18%	-2.1
Hong Kong	517	5.7	\$11.0	2.6%	29.2%	25.9%	0.1
USA	282	1.8	\$6.5	-21.1%	-16.8%	5.5%	-3.8
Cyprus	193	1.3	\$6.8	2.6%	12.3%	9.5%	0.3
New Caledonia	69	0.5	\$7.6	-14.6%	-15.7%	-1.3%	11.1
Singapore	12	0.1	\$10.7	-39.1%	-22.2%	27.8%	-1.4
Other	49	0.4	\$7.9	-57.6%	-52.6%	11.7%	-4.9
Total	2,206	23.1	\$10.5	-30.8%	-20.4%	15%	-2.0

Top 6 Prepared Fish Markets for year ending November - 2015: Quantity('000 kg), Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Prepared Fish starting with: 160419, 160420.

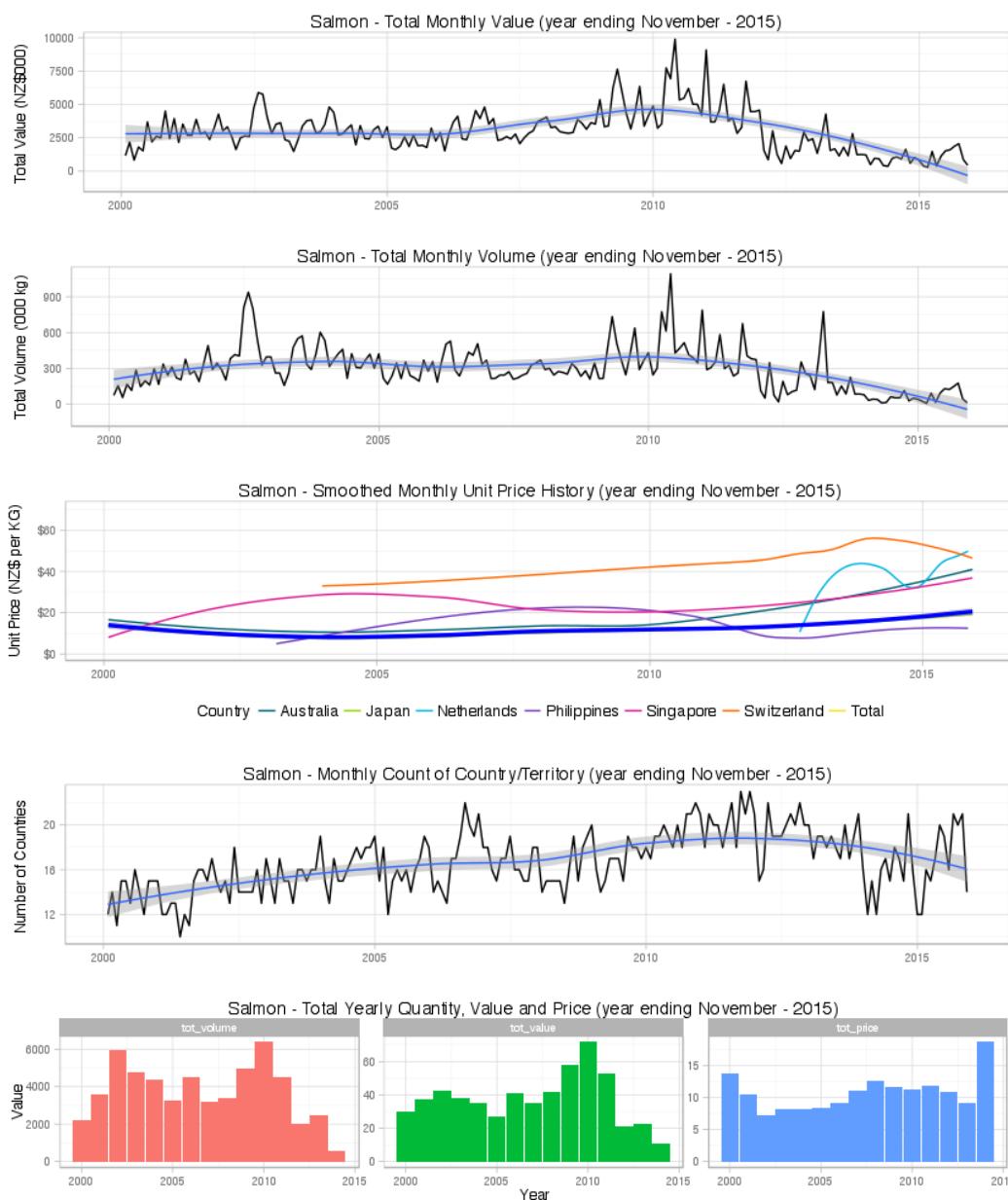


Key Export Statistics¹- Salmon²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Japan	674	7.2	\$10.6	-19.2%	-12.9%	7.9%	-2.4
Australia	60	1.9	\$32.2	-16.4%	-6.4%	11.9%	-1.4
Philippines	55	0.6	\$11.2	-11.7%	0.2%	13.5%	-0.9
Singapore	30	0.5	\$17.8	-7.1%	13.6%	22.4%	-0.3
Switzerland	11	0.5	\$45.9	7%	4.6%	-2.2%	-3.1
Netherlands	9	0.4	\$47.7	27.3%	102.6%	59.2%	0.5
Other	79	1.8	\$22.3	-43.8%	-34.4%	16.7%	-2.6
Total	918	12.9	\$14.1	-22.3%	-14.8%	9.7%	-2.3

Top 6 Salmon Markets for year ending November - 2015: Quantity('000 kg), Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Salmon starting with: 030212, 030214, 030219, 030310, 030311, 030312, 030313, 030319, 030329, 030541.

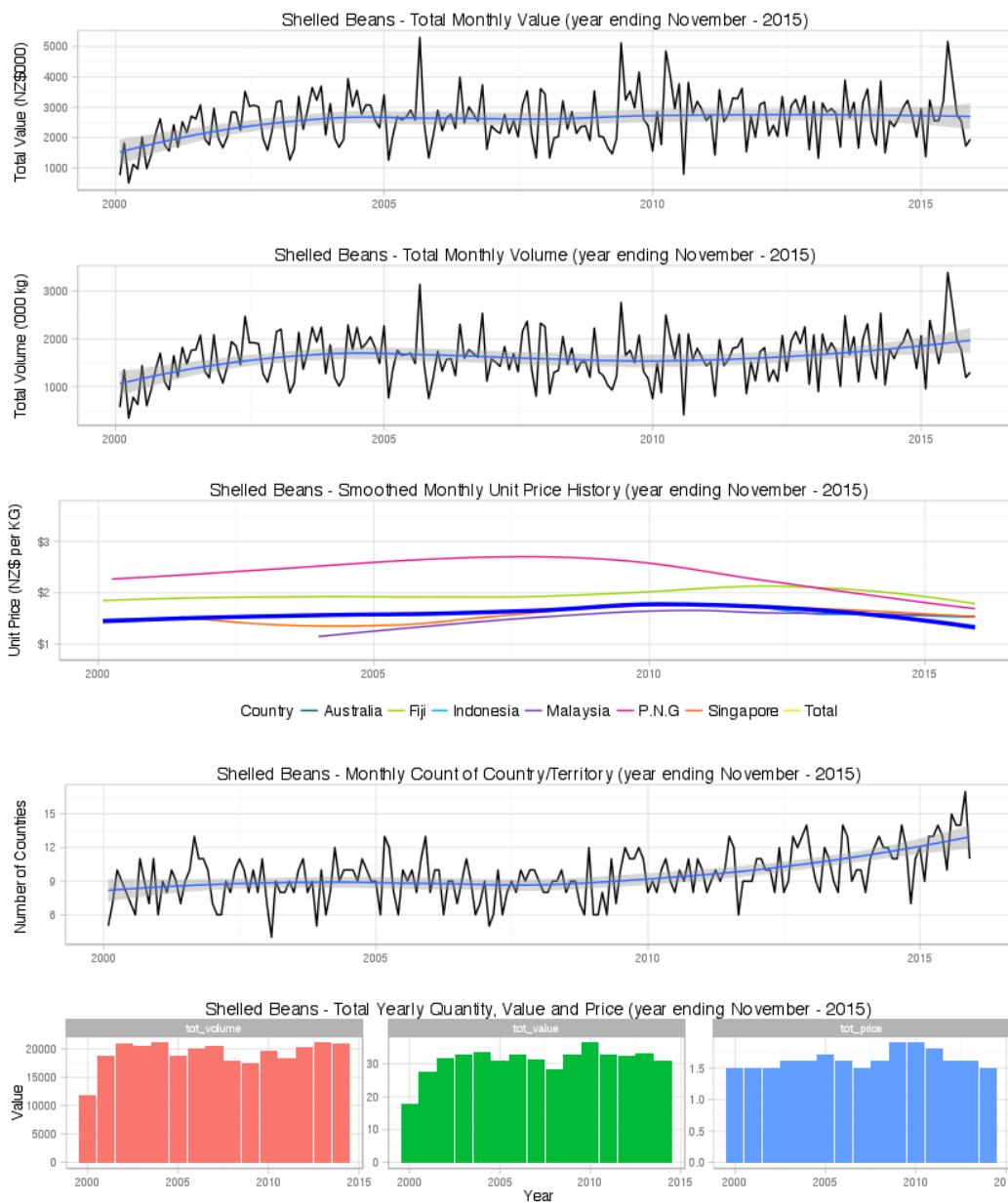


Key Export Statistics¹- Shelled Beans²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	22,102	32.2	\$1.5	4.5%	1.3%	-3%	-1.5
Singapore	343	0.5	\$1.6	2%	0.3%	-1.7%	-1.2
Fiji	184	0.3	\$1.6	14%	14.1%	0.1%	114.3
P.N.G	153	0.3	\$1.7	53.4%	47.1%	-4.1%	-13.0
Malaysia	126	0.2	\$1.5	-0.3%	-1.8%	-1.5%	0.2
Indonesia	73	0.1	\$1.5	-6.4%	-8.4%	-2.2%	2.9
Other	158	0.4	\$2.3	13.3%	11.3%	-1.7%	-7.8
Total	23,138	34.0	\$1.5	4.7%	1.6%	-2.9%	-1.6

Top 6 Shelled Beans Markets for year ending November - 2015: Quantity('000 kg), Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Shelled Beans starting with: 200551.

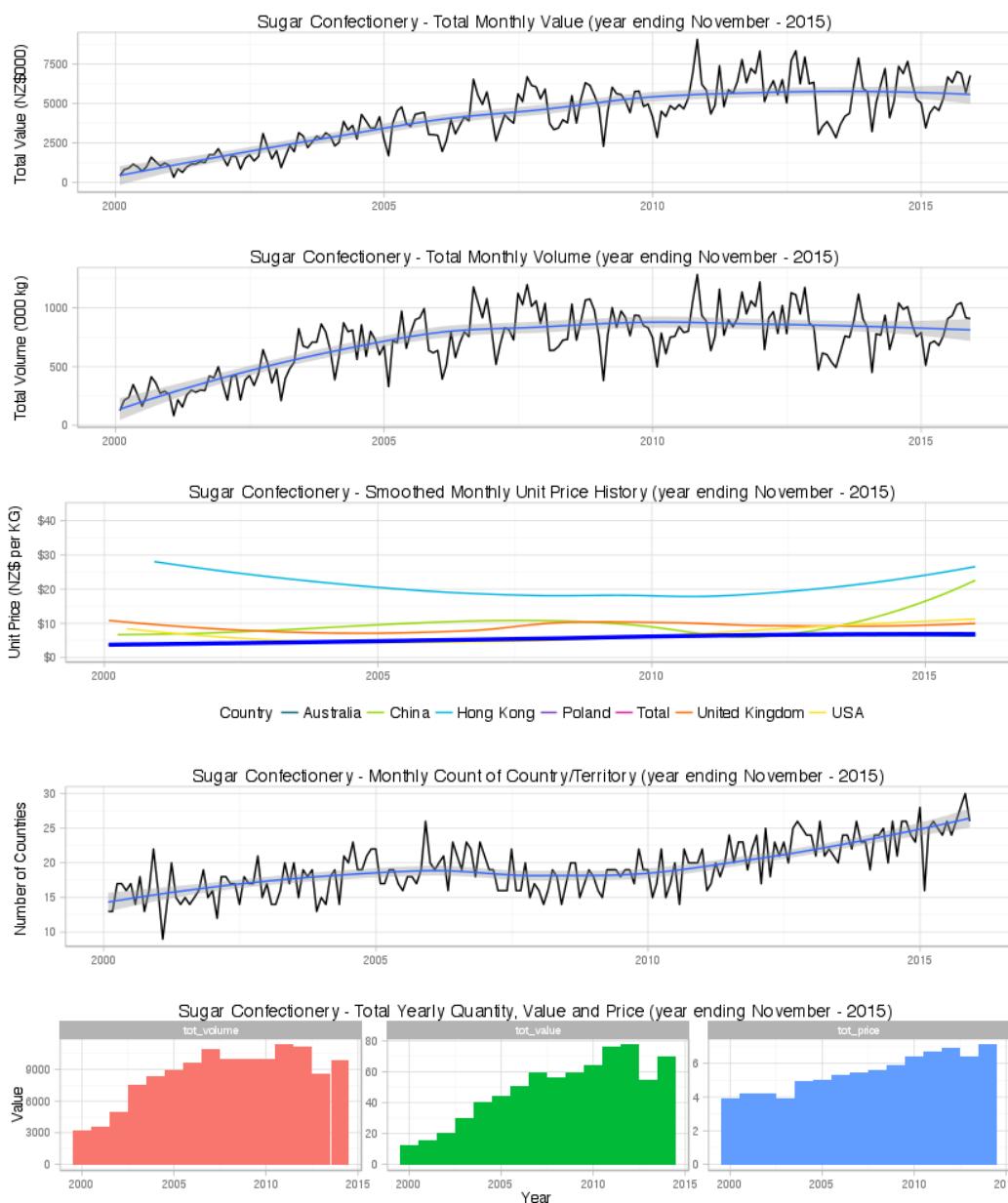


Key Export Statistics¹- Sugar Confectionery²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	8,887	56.7	\$6.4	-4.9%	-7.2%	-2.4%	2.0
USA	335	2.6	\$7.8	21.2%	26.8%	4.6%	4.6
United Kingdom	198	1.6	\$8.1	-4.8%	4.2%	9.4%	-0.5
Hong Kong	53	1.3	\$24.9	-8.1%	4.8%	14%	-0.6
Poland	5	0.8	\$166.0	-17.4%	144.9%	196.6%	-0.1
China	16	0.6	\$41.8	-63.7%	-35.2%	78.2%	-0.8
Other	386	3.2	\$8.2	-67.4%	-65.6%	5.6%	-11.9
Total	9,878	66.9	\$6.8	-1.5%	-2%	-0.5%	3.2

Top 6 Sugar Confectionery Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Sugar Confectionery starting with: 170490.

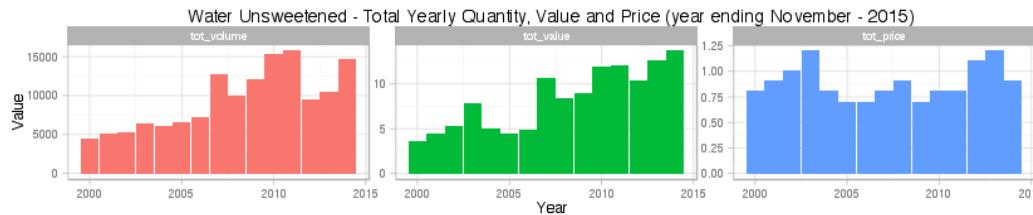
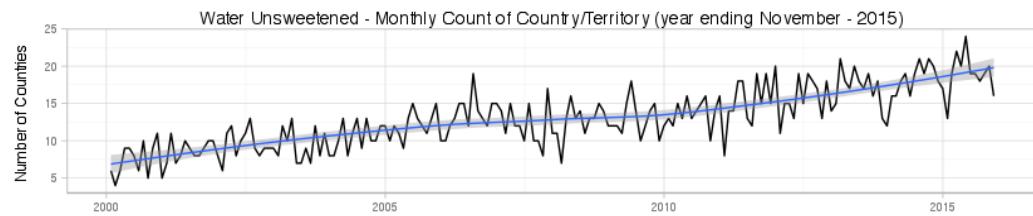
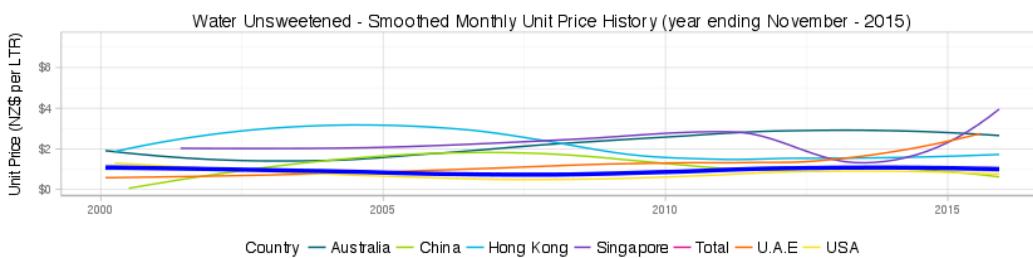
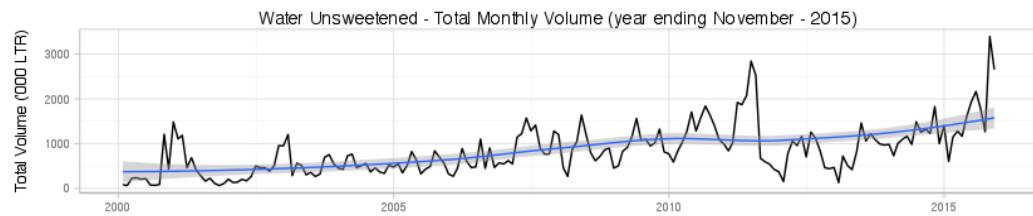
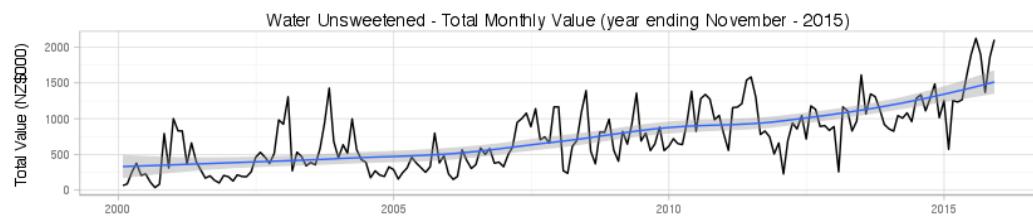


Key Export Statistics¹- Water Unsweetened²

April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
USA	9,330	7.2	\$0.8	17%	16.8%	-0.2%	-95.0
China	7,361	4.4	\$0.6	99.5%	70.6%	-14.5%	-6.9
Australia	1,170	2.9	\$2.5	12.4%	6%	-5.7%	-2.2
Hong Kong	861	1.1	\$1.3	74.8%	64.7%	-5.8%	-12.9
U.A.E	336	0.9	\$2.7	-3%	27.1%	31%	-0.1
Singapore	174	0.4	\$2.4	24.8%	30.1%	4.2%	5.9
Other	1,198	1.5	\$1.2	-1.2%	-2.3%	-1.1%	1.2
Total	20,430	18.4	\$0.9	29.4%	21.4%	-6.2%	-4.8

Top 6 Water Unsweetened Markets for year ending November - 2015: Quantity('000 LTR) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Water Unsweetened starting with: 220110, 220190.