TODAY, IRELAND'S DAIRY INDUSTRY:

SUPPORTS THE ECONOMY

- Export value of over **€4 billion** per annum
- Represents c.**35%** of all Irish food and drink exports
- **60,000** jobs supported by the industry

PROVIDES HEALTHY BALANCED MEALS

- Milk provides a **rich matrix of nutrients** - unmatched by non-dairy alternatives
- **3 servings a day** recommended as part of a balanced diet
- Grass-fed cows produce human edible protein **2.5 times more efficiently** than grain-fed cows

IS UNIQUE - OUR GRASS-FED FAMILY FARMING SYSTEM

- **Grass-fed** cows with the **freedom to roam outdoors**
- Less intensive farming - **animal welfare friendly**
- Generations of **family farms**

DELIVERS THE NATURAL TASTE CONSUMERS LOVE

- Rich, **creamy milk**
- **Naturally rich** in beta-carotene
- Rich golden colour and **superior taste**

THE MOST CARBON EFFICIENT SYSTEM IN THE NORTHERN HEMISPHERE

- On average, other countries produce **2 times more carbon per litre** of milk than Ireland
- **99% of water used** in Irish dairy comes from natural rainfall

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Sustainability more influential in Consumer purchasing decisions

What factors influence your purchasing decisions most when shopping? (Ranked most influential)

Nearly half (48%) of consumers are price conscious when shopping (combined 'price'/'value for money')

Bord Bia Irish Food Board

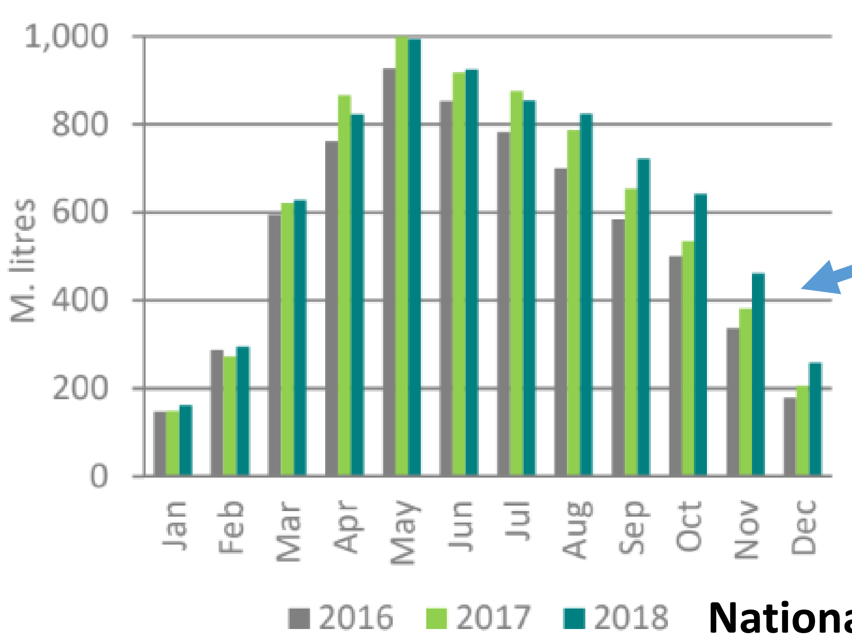
Table 4: Components of Average Dairy FFI 2018

	2018	2018/2017 change
Gross Output	€213,782	-2%
of which Direct Payts	€21,022	+5%
Total Costs	€152,336	+17%
of which direct costs	€93,493	+23%
of which overheads	€58,843	+9%
Family Farm Income	€61,446	-31%

National Farm Survey, 2018

- **20 farmhouse cheese producers - top quality hand made food**
- **Artisan Produce €500m per annum from 300 producers**
- **Growth of farmers markets - turnover in excess€10m**
- **Unique, hand made, with distinct taste & flavour**
- **Range of products - cheese, bread, meats, preserves**

Fig. 14: Irish milk production 2016 - 2018



National Farm Survey, 2018

Dairy Economics

AIB

Factors that influence purchase decisions and willingness to pay a premium

Meat

	Factor	%
1	Locally produced	42
2	Animal welfare	35
3	Transparency on where the product has come from	30
3	Safe	30
	Healthy	28
	Natural	21
	Organic	18
	Sustainable	15
	Fairtrade	12
	How far the food has travelled	11

Dairy

	Factor	%
1	Locally produced	32
4	Animal welfare	24
3	Transparency on where the product has come from	26
2	Safe	30
2	Healthy	30
	Natural	25
	Organic	23
	Sustainable	17
	Fairtrade	14
	How far the food has travelled	11

Growing the success of Irish food & horticulture — Bord Bia Irish Food Board

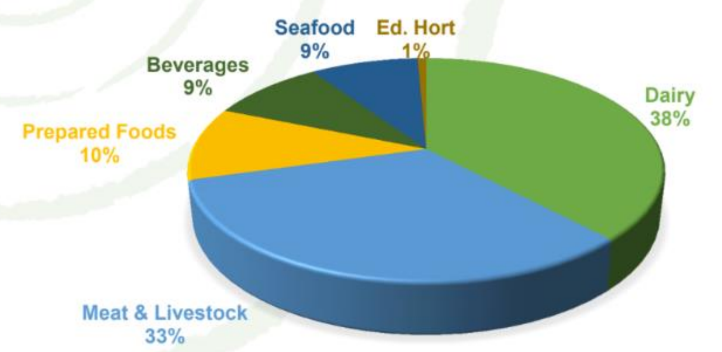
Use secondary data to discuss the impact of milk quality on milk price

Dairy

Key Trends in the Global Marketplace

Dairy & Meat driving export value growth

Share of export value growth, 2009 - 2018



Growing the success of Irish food & horticulture — Bord Bia Irish Food Board

There are 6 Food Sustainability Priorities for Leaders

Growing the success of Irish food & horticulture — Bord Bia Irish Food Board

	Spring	Summer	Autumn	Winter
Cashflow In	Milk Sales Calf Sales Winter cattle sold	Milk Sales (Peak Output) Calf Sales	Milk Sales (declining) Basic Payment & Greening (50%) AEOS / GLAS (75%) Area of Natural Constraint (100%)	Milk Sales (small) Cull cow Sales BPS & Greening (50%) AEOS / GLAS (25%)
Cashflow Out	Feed Costs Fertiliser Drawings & Overheads	Fertiliser, Contractor, Vet & AI, Merchant Credit, Bank repayments, Drawings & Overheads	Fertiliser, Contractor, Bank repayments, Drawings & Overheads	Feed Drawings & Overheads

Ireland is the second largest supplier to China - after the Netherlands. Danone, Abbott and Wyatt, three of the biggest infant formula producers in the world manufacture here and buy their milk in the Irish market.

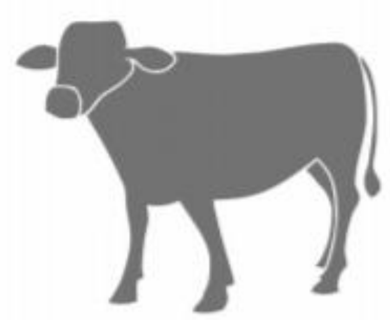
Ireland produces 10% world's infant formula consumed globally – Bordbia

Source: Independent.ie

Beef Economics

Irish Cattle Finishing Enterprise 2018
Average performance

- **Irish Cattle Slaughter** 1.90 million head (up 2%)
- **Stocking Rate (Cattle Finishing)** average of 1.46 LU/ha (down 2%)
- **Live Exports** 246,629 head (up 31%)
- **Concentrate Fed/LU (Cattle Finishers)** average 774 kg (up 17%)
- **Irish Suckler Cow Numbers** 0.98 million (down 3%)
- **Slaughter Weight/Head** average 328 kg (down 1%)
- **Weanling purchase price** average €780/head (down 7%)



- **Female Store purchase price** average €852/head (down 7%)
- **Male Store purchase price** average €952/head (unchanged)
- **Male Finished Animals Price** average €1,475 per head (unchanged)
- **Total Production Costs (Cattle Finishing)** average €1,189 per hectare (up 13%)
- **Female Finished Animals Price** average €1,272 per head (up 1%)
- **Gross Margin (Cattle Finishing)** average €420 per hectare (down 12%)

Source: Teagasc National Farm Survey, Central Statistics Office and Dept. of Agriculture, Food and the Marine

National Farm Survey, 2018

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Artisan meat is locally raised beef offered in a variety of unusual cuts

Global meat demand growth slowing

Source: FAO/OECD Agricultural Outlook 2019 - 2028

Growing the success of Irish food & horticulture

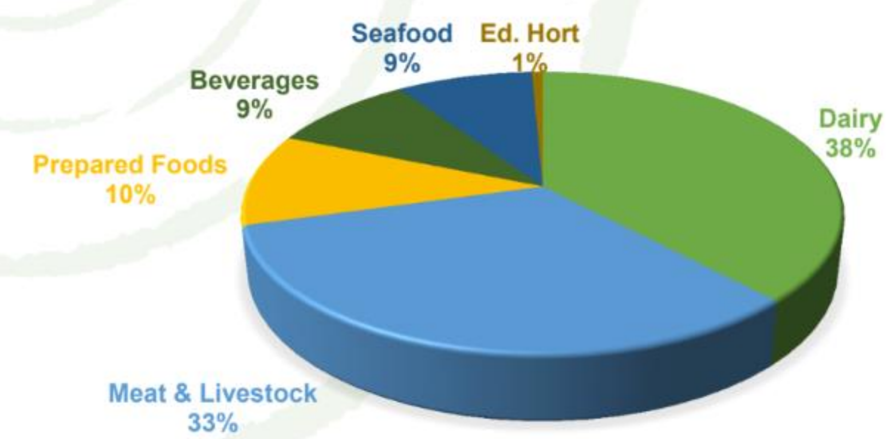
Bord Bia Irish Food Board

Beef

AIB

	Spring	Summer	Autumn	Winter
Cashflow In	Selling Stock	Selling Stock	Selling Stock Basic Farm Payment AEOS / GLAS (75%) Area of Natural Constraint (100%)	Basic Farm Payment Selling Stock AEOS / GLAS (25%) Beef Genomics payment
Cashflow Out	Feed & Fertiliser Buying Stock Drawings & Overheads	Buying Stock Feed & Fertiliser, Contractor, Repayments Drawings & Overheads	Buying Stock Feed & Fertiliser, Drawings & Overheads	Buying stock Feed Drawings & Overheads

Dairy & Meat driving export value growth



Growing the success of Irish food & horticulture

Bord Bia Irish Food Board

The table shows the average prices recorded for R3 prime male cattle in Ireland, the UK and across the EU for the most recent available week, and the equivalent week in the last 2 years.

Euro Price for the Most Recent Week and Same Time Last Year (€/kg deadweight, excl. VAT)

Country & Type	Saturday 6 January 2018	Saturday 5 January 2019	Saturday 4 January 2020
EU + Young Bulls	€ 3.98	€ 3.76	€ 3.67
IE + Steers	€ 3.93	€ 3.67	€ 3.55
UK + Steers	€ 4.15	€ 3.98	€ 3.96

Bord Bia, Cattle Dashboard and Tables, Beef Market Tracker

Factory Kill Out Sheet

Grader Code	Eartag	Seq Nº.	Kill Nº.	Sex	Grade	Age	Hot Weight	Cond. Weight	Cold Weight	P/Kg	FQA	Breed
1	141873860953	4419	5911	A	O+4-	23	378.00	0.00	370.40	3.75	Yes	FR
1	141873850952	4415	5912	A	O+3+	23	401.60	0.00	393.60	3.75	Yes	FR
1	141873830950	4418	5913	A	O=3+	23	420.40	0.00	412.00	3.75	Yes	FR
1	141600781061	4431	5914	A	R+3+	23	499.80	0.00	489.80	3.85	Yes	FR
1	151749691130	4437	5915	A	R-3+	23	448.00	0.00	439.00	3.85	Yes	FR
1	141863511307	4414	5916	A	R-3=	23	463.80	0.00	454.50	3.85	Yes	FR
1	151749631133	4426	5917	A	O+3+	23	424.20	0.00	415.70	3.75	Yes	FR
1	141863561311	4412	5918	A	R-3=	23	417.80	0.00	409.40	3.85	Yes	FR
1	141649961368	4413	5919	A	O=3+	23	406.60	0.00	398.50	3.75	Yes	FR
1	141862691538	4438	5920	A	R-3+	23	453.80	0.00	444.70	3.85	Yes	FR
1	151674781665	4430	5921	A	R=4=	23	469.40	0.00	460.00	3.85	Yes	FR
1	141632812252	4427	5922	A	O=3=	23	408.60	0.00	400.40	3.75	Yes	FR
1	141649921380	4434	5923	A	R-3+	23	483.00	0.00	473.30	3.85	Yes	FR
1	141600711055	4423	5924	A	R=3+	23	508.60	0.00	498.40	3.85	Yes	FR
1	141600751050	4428	5925	A	O=3+	23	408.40	0.00	400.20	3.75	Yes	FR
1	151873692184	4424	5926	A	R-4=	22	383.40	0.00	375.70	3.85	Yes	AAX
1	151873652189	4436	5927	A	R=3+	22	382.20	0.00	374.60	3.85	Yes	AAX
1	141654791579	4422	5928	A	R-4-	22	434.20	0.00	425.50	3.85	Yes	AAX
1	151001963755	4417	5929	A	R=3=	22	415.20	0.00	406.90	3.85	Yes	AAX
1	141480441585	4433	5930	A	R=3+	22	436.80	0.00	428.10	3.85	Yes	AAX
1	381038672630	4416	5931	A	R+4=	22	452.20	0.00	443.20	3.85	Yes	AAX
1	141546621077	4421	5932	A	O+3+	22	360.40	0.00	353.20	3.75	Yes	AAX

Factory Prices

Last updated week ending 15th December 2019

Price Calculator

Heifers	↑ 7.31 cent per kilo	€3.75 Per KG
Steers	↑ 6.71 cent per kilo	€3.66 per KG
Cows	↑ 2.23 cent per kilo	€2.76 per KG
Bulls	↑ 20.40 cent per kilo	€2.82 per KG
Young Bulls	↑ 0.48 cent per kilo	€3.44 per KG
Weekly Kill	↓ 1,727 Head	38,145 Head

Source: www.agriland.ie

December 2018

Livestock Numbers

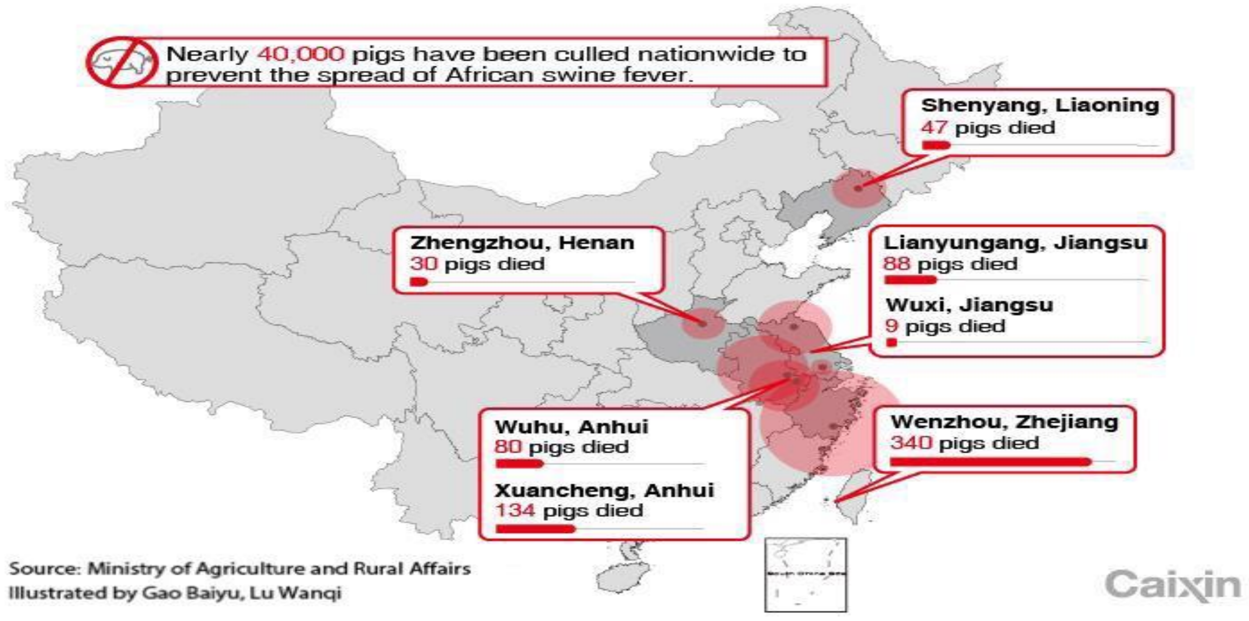
	Cattle	Pigs	Sheep
	'000		
2017	6,673.6	1,616.4	3,981.8
2018	6,593.5	1,572.2	3,743.5
% change	-1.2	-2.7	-6.0

www.cso.ie

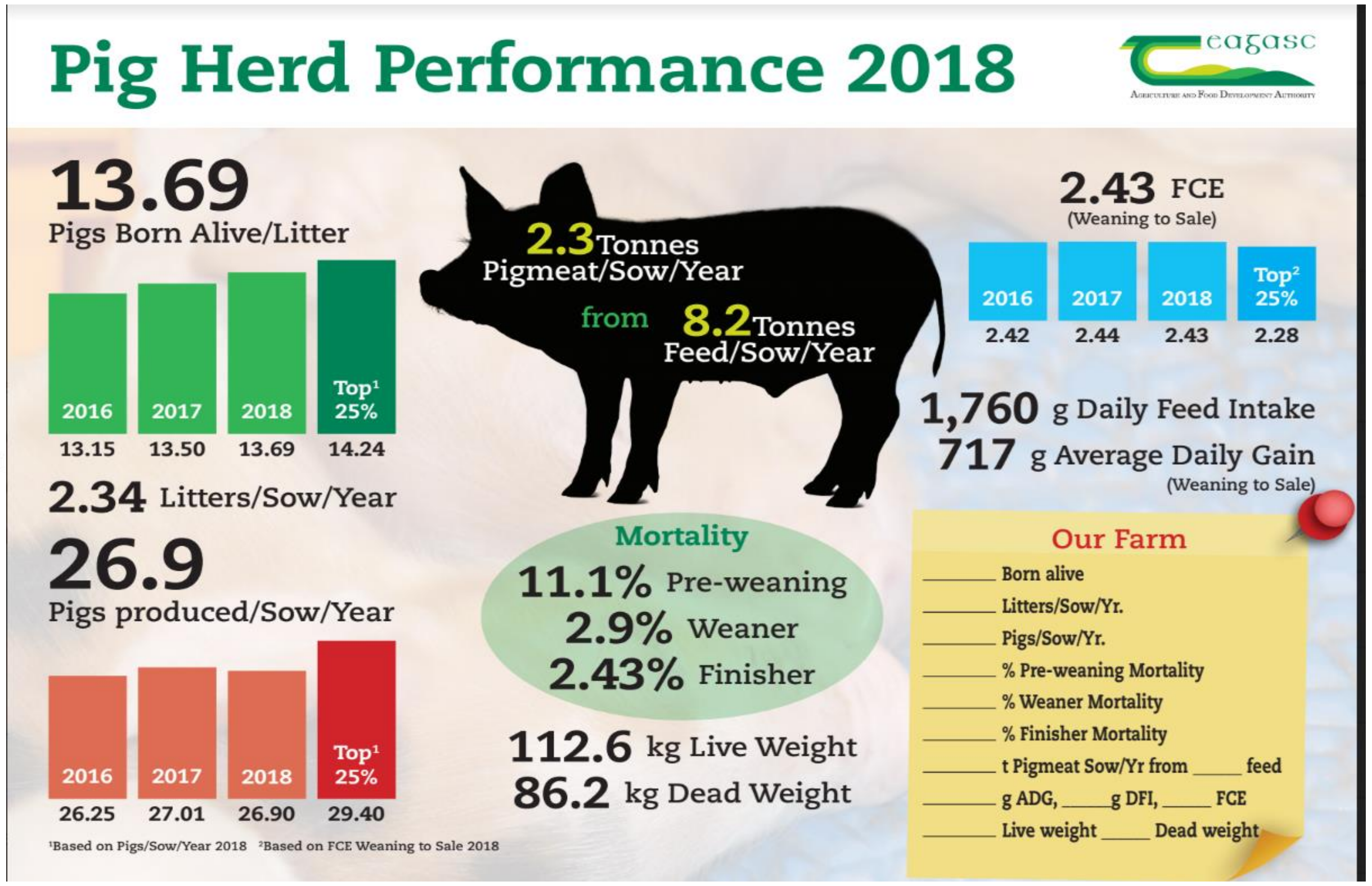
Technical Performance 2018

Table 1: Sow Productivity	2016	2017	2018
Number of Herds	111	107	104
Average Herd Size	775	728	762
Average Maiden Gilts %	12.1	11.6	12.4
Litters per Sow per Year	2.38	2.36	2.34
Average Weaning Age Days	28	29	30
Empty Days per Litter	13	14	14
Number Born Alive per Litter	13.15	13.50	13.69
Number Born dead per Litter	0.88	0.92	0.96
Piglet Mortality %	10.8	10.7	11.1
Weaner Mortality %	2.85	2.91	2.90
Finisher Mortality %	2.49	2.21	2.43
Number of pigs produced per sow per year	26.25	27.01	26.9
Sow culling rate per annum %	50.1	49.3	49.2
Sow mortality per annum %	4.9	5.2	6.3
Feed per sow per year tonnes	1.31	1.30	1.31

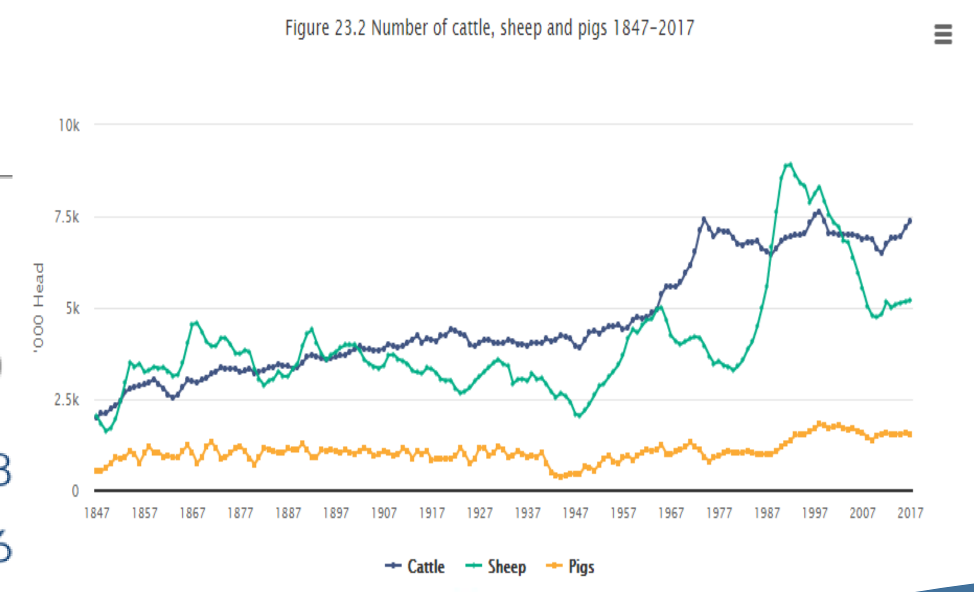
Five Provinces Report Outbreaks of African Swine Fever



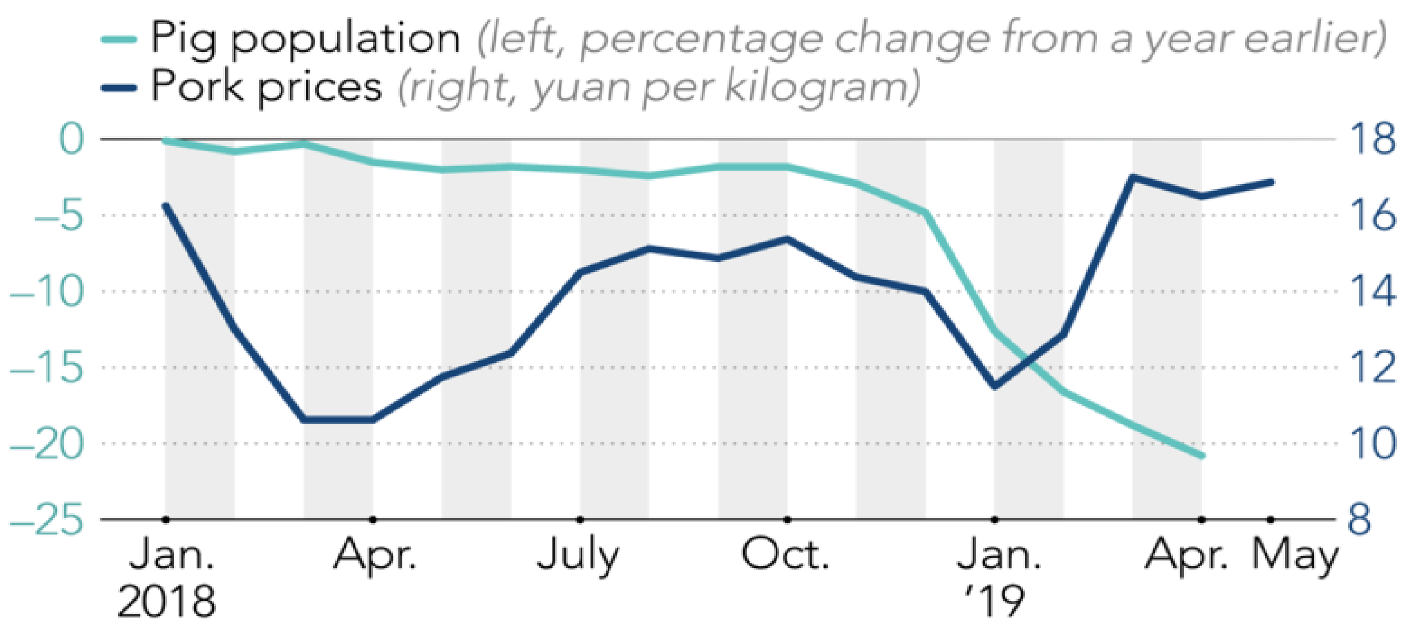
Pig Herd Performance 2018



Number of cattle, sheep and pigs 1847-2017



China's plunging pig population sends pork prices soaring



Source: Ministry of Agriculture and Rural Affairs, National Bureau of Statistics

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Pig Economics

Number of livestock in June

Table 23.3 Number of livestock in June

Thousands

Description	2015	2016	2017
Total cattle	6,963.5	7,221.2	7,363.5
Bulls	36.5	25.0	16.9
Dairy cows	1,295.8	1,397.9	1,432.7
Other cows	1,075.8	1,103.7	1,081.0
Other cattle	4,555.5	4,694.6	4,832.9
Total sheep	5,138.7	5,179.2	5,197.1
Rams	75.8	77.8	78.4
Ewes	2,488.1	2,505.0	2,515.2
Other sheep	2,574.9	2,596.4	2,603.6
Total pigs	1,536.9	1,594.3	1,556.9
Boars	1.4	1.4	1.3
Female breeding pigs	147.8	148.5	143.4
Other pigs	1,387.6	1,444.4	1,412.2
Horses and ponies	93.1	92.2	84.9
Mules, jennets and asses	8.9	9.2	10.8
Goats	10.8	9.9	8.3

Source: CSO and Department of Agriculture, Food and the Marine

ECONOMY Chinese pork prices risk 70% surge as African swine fever rages. Tighter supplies of staple meat deal new economic blow amid trade row with

USSHIN WATANABE, Nikkei staff writer

JUNE 17, 2019 12:50 JST

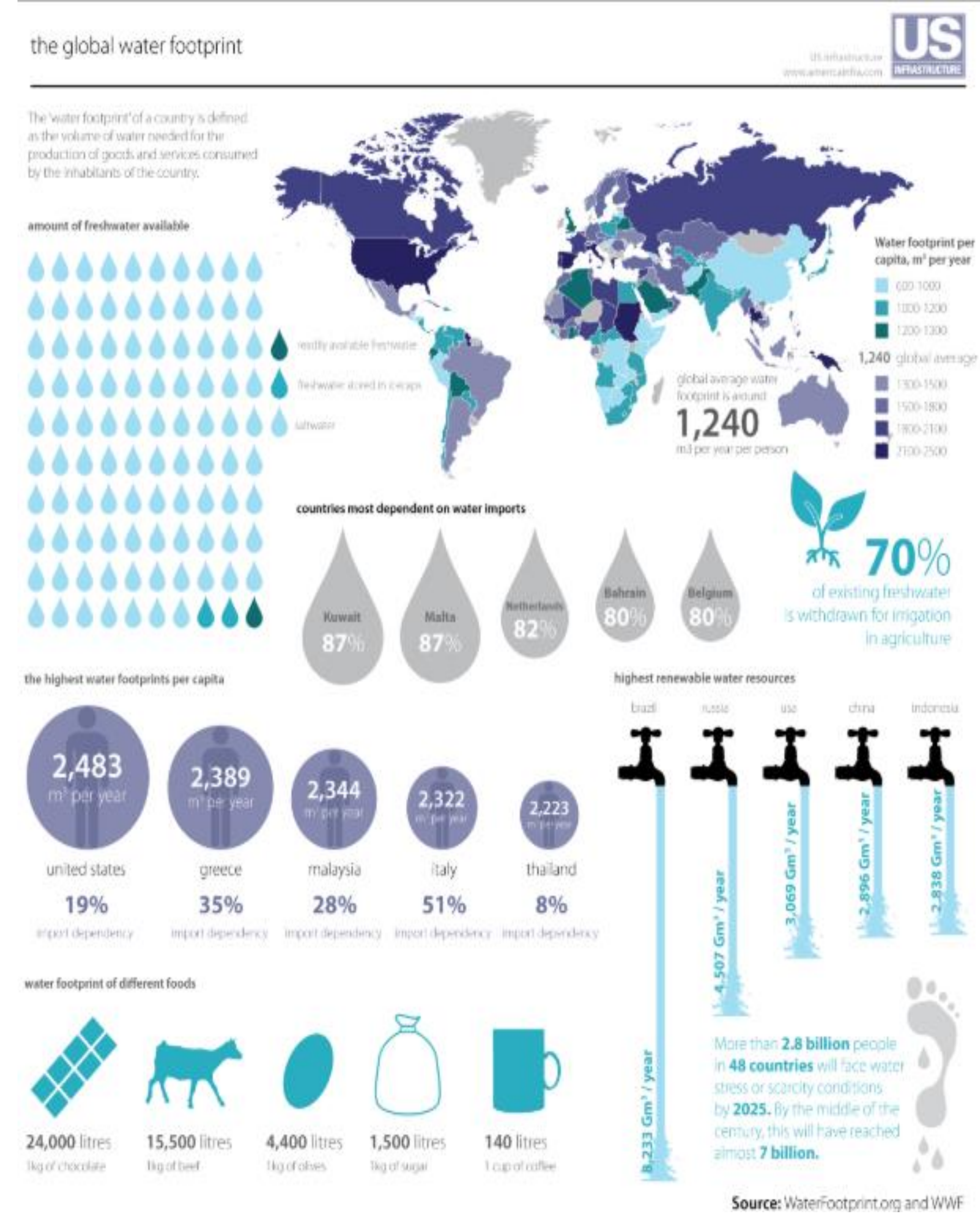
DALIAN, China -- An outbreak of African swine fever is tearing through China's pig stocks, and there is no end in sight. With concerns over pork supplies mounting, soaring meat prices could deal a fresh blow to China's economy as trade tensions with the U.S. continue.

Production Costs 2018

Table 5: Feed and Non-Feed Costs	Cost per kg dead c		
	2016	2017	2018
Feed	102	100.6	105.6
Non-feed Costs excluding Building and Financial Costs			
Healthcare	6.4	6.3	5.7
Heat, Power, Light	4.2	4.2	4.1
Transport	1.0	1.3	1.6
Artificial Insemination	1.9	1.9	1.8
Manure	1.8	1.7	1.8
Labour / Management	13.5	14.4	14.1
Repairs	2.6	3.0	2.4
Administration	0.9	0.9	1.2
Environment	0.5	0.5	0.4
Insurance	0.9	1.0	1.2
Housing Rental	1.4	2.5	1.9
Contract Finishing Costs	1.7	2.4	2.5
Water	0.5	0.5	0.4
Dead Pig Disposal	0.9	0.8	0.7
Stock Depreciation	1.9	1.8	2.1
Miscellaneous	1.2	1.2	1.3
Total Non-feed Costs excluding Building and Financial Costs	41.3	44.4	43.2

Global Meat Market trends are, and will be, driven by ASF Developments

www.agriland.ie



Fish landing by Irish vessels

Table 25.1 Landings by Irish Vessels in Ireland and in Foreign Ports 2007-2016 (Tonnage and Value)

	Tonnes (Live weight equivalent)			€000		
Year	Ireland	Foreign	Total	Ireland	Foreign	Total
2007	155,252	59,827	215,079	166,350	33,412	199,762
2008	149,209	52,723	201,932	163,726	27,090	190,816
2009	166,361	115,870	282,231	153,605	32,494	186,099
2010	164,615	153,440	318,055	159,390	49,510	208,900
2011	162,303	45,635	207,939	216,908	33,774	250,682
2012	249,205	57,339	306,544	295,575	31,370	326,945
2013	202,926	39,709	242,635	212,306	20,482	232,788
2014	220,344	55,352	275,696	241,202	31,401	272,603
2015	204,194	29,834	234,028	220,404	22,204	242,608
2016	207,620	33,933	241,553	255,783	24,788	280,570

Source: CSO

Sustainability Economics

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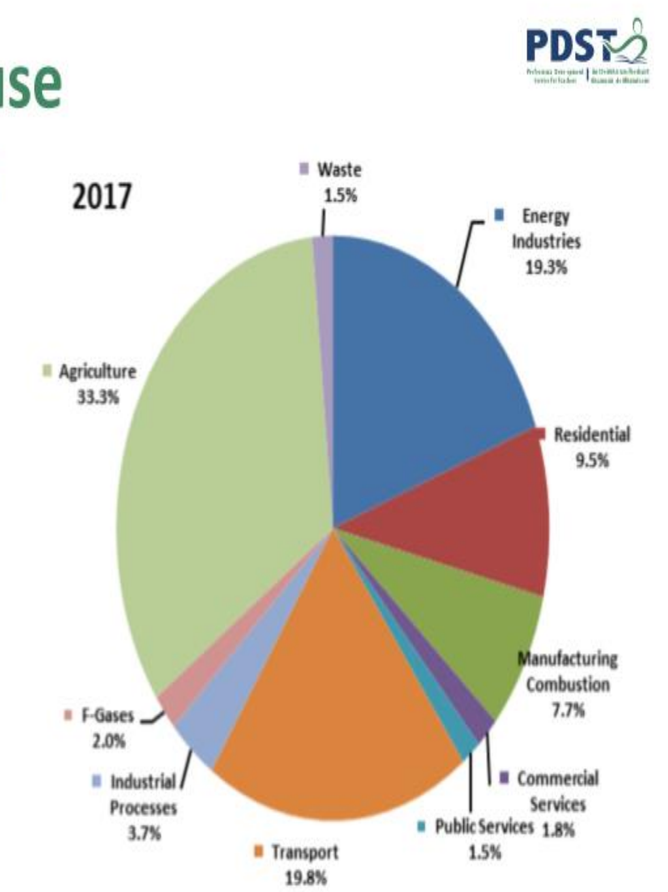
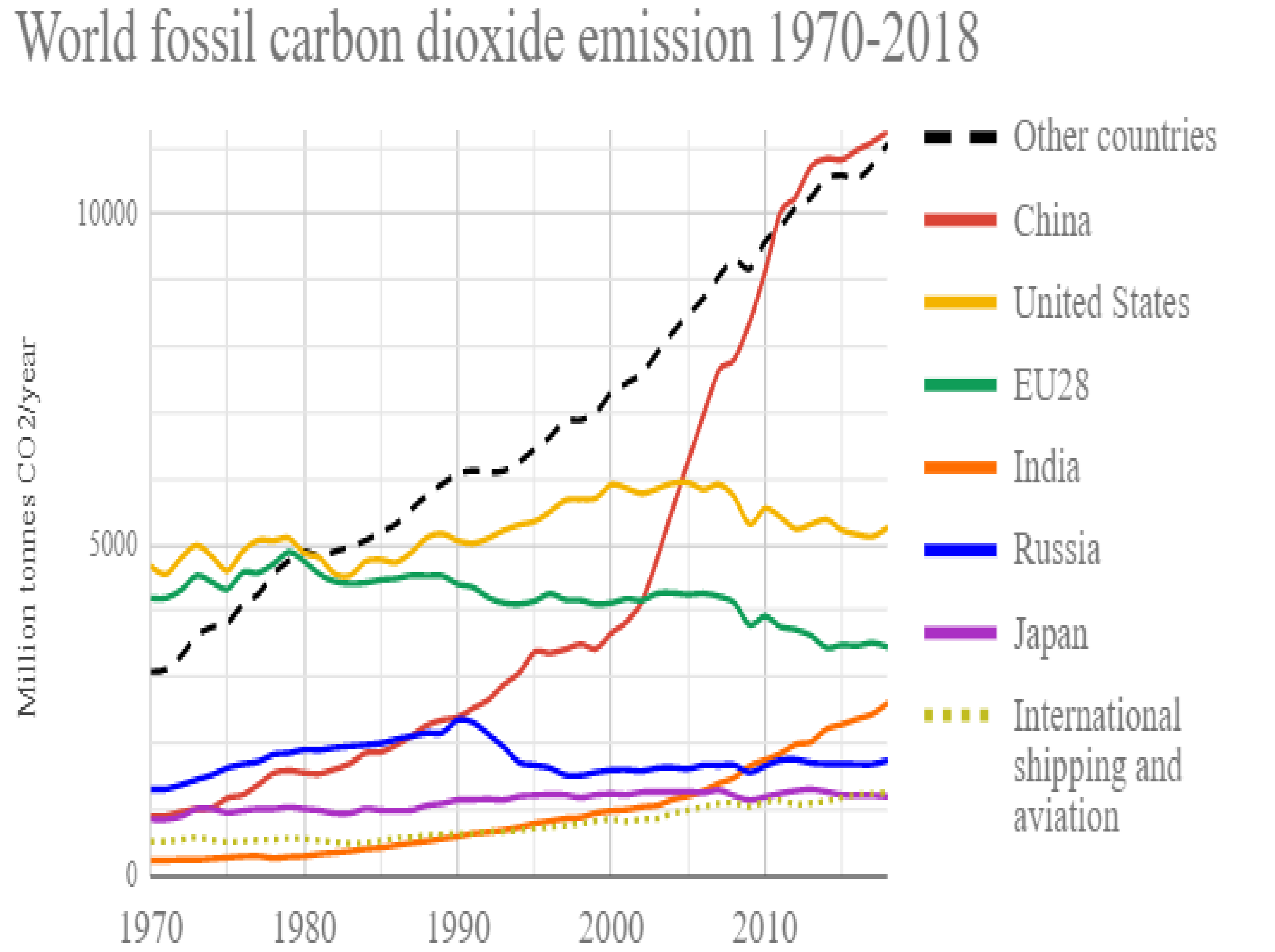
Ireland's Greenhouse Gas Emission by Sector 2017 (EPA 2019)





Age of farm holders

Table 22.4 Age of farm holders

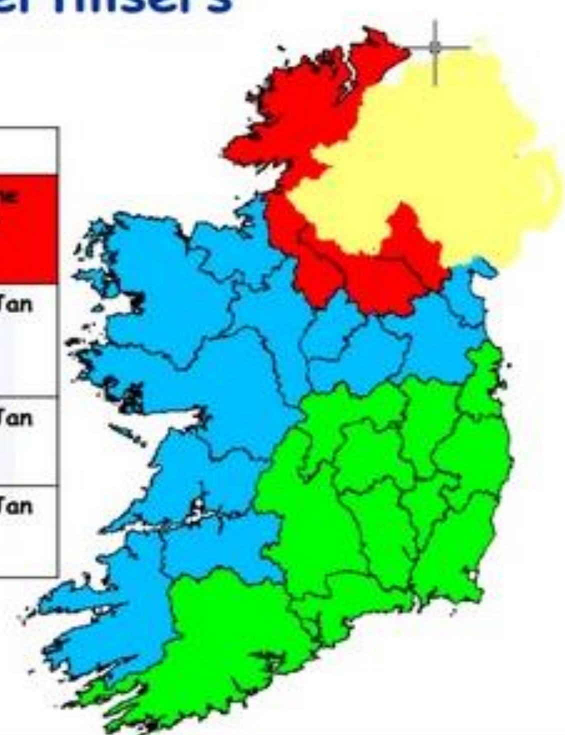
Age	2010	2013	2016
			000's
Less than 35	8.7	8.2	7.4
35-44	24.6	22.8	21.4
45-54	34.6	34.8	32.5
55-64	35.1	35.6	34.7
65 and over	36.6	37.7	41.2

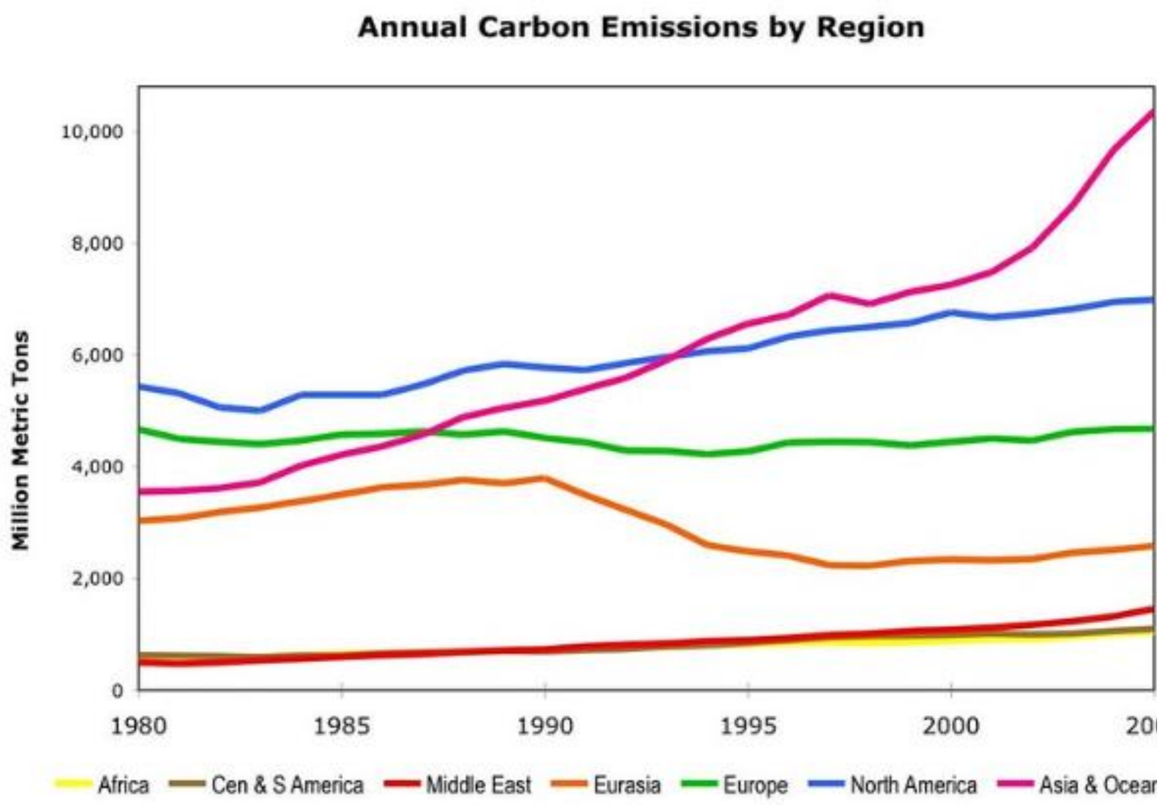
Source: CSO

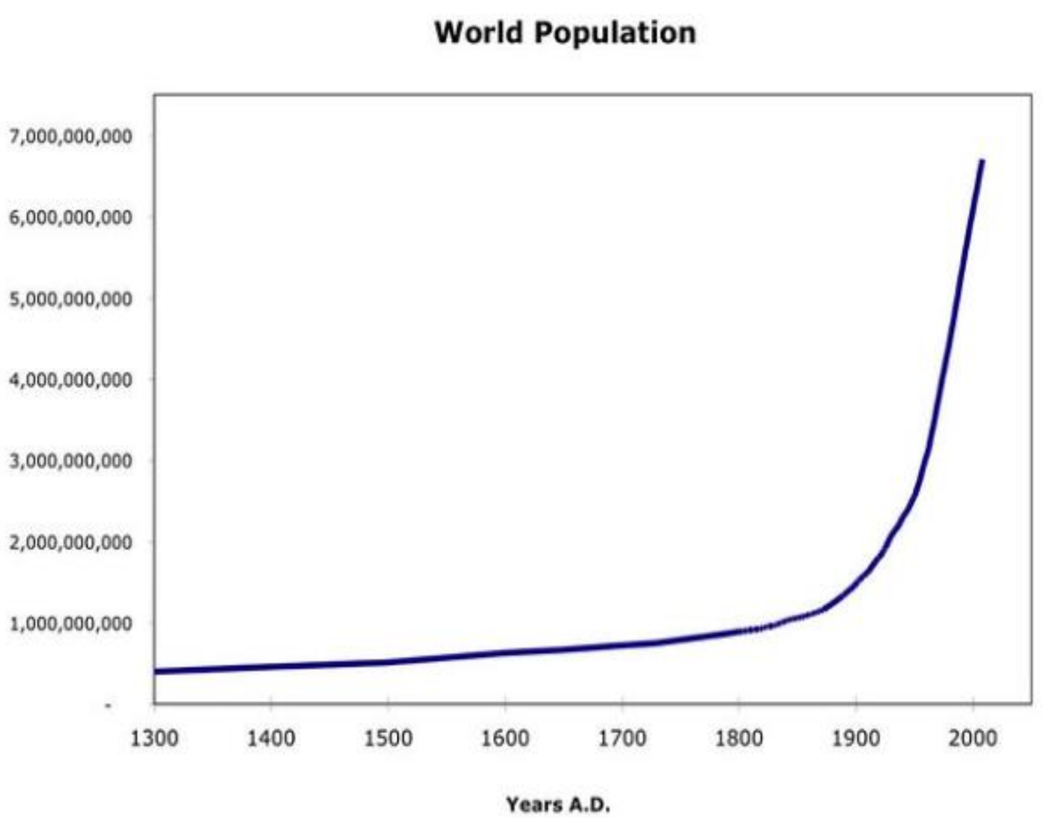
Department of Agriculture, Food and the Marine
An Roinn Talmhaíochta, Bia agus Mara

Prohibited application periods for fertilisers

Fertiliser type	Prohibited application period			
	Start date	Zone A	Zone B	Zone C
Chemical	15 Sept to	12 Jan	15 Jan	31 Jan
Organic	15 Oct to	12 Jan	15 Jan	31 Jan
Farmyard Manure	1 Nov to	12 Jan	15 Jan	31 Jan

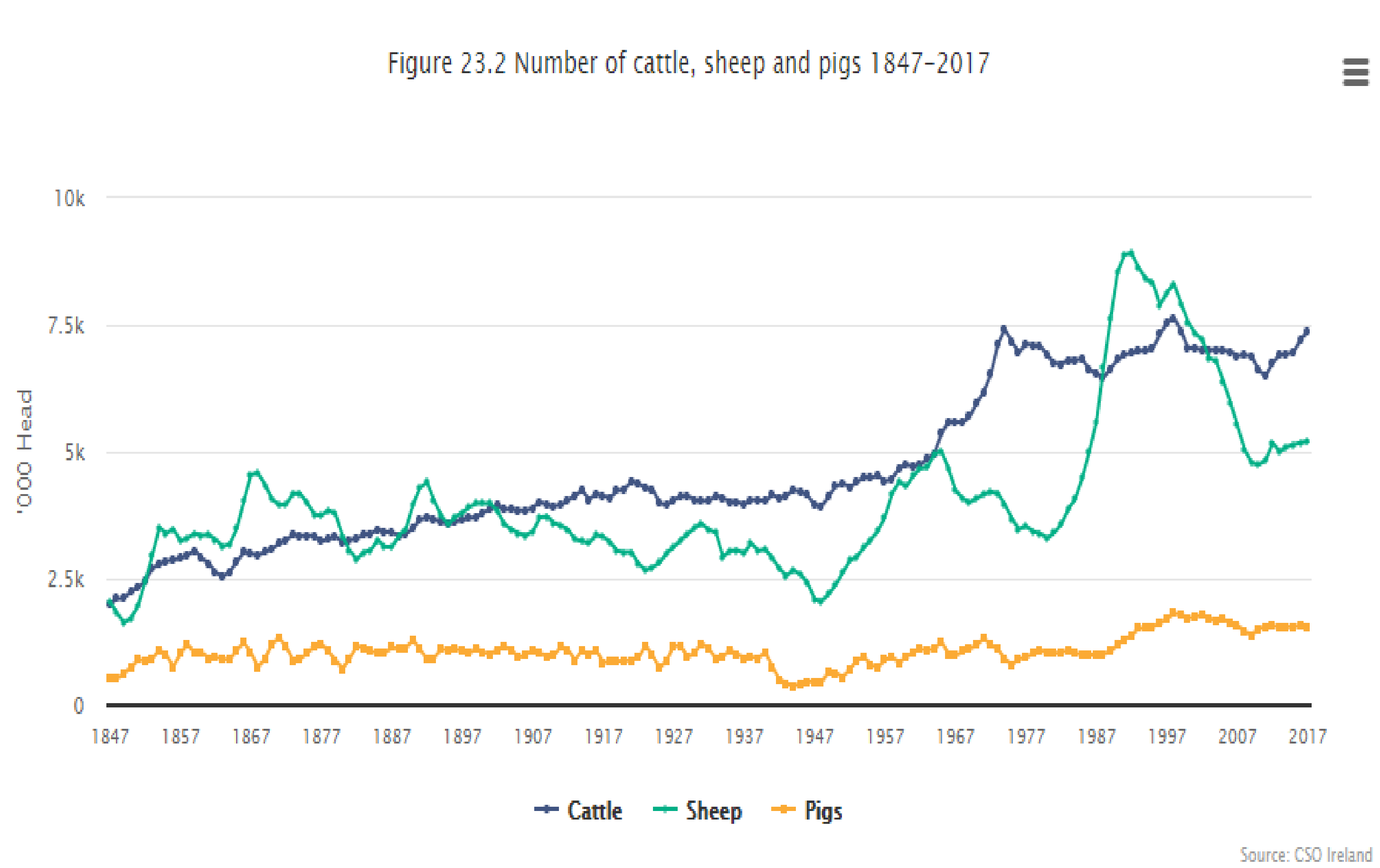






Sheep Economics

Number of cattle, sheep and pigs 1847-2017

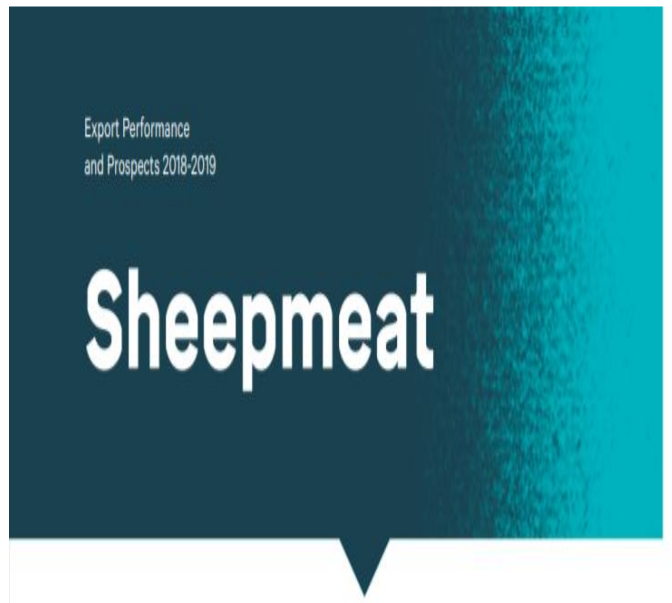


The output value of the Sheep and Lamb sector in 2017 was €262.6 million, a 2% increase on 2016 output figures.

Table 3.6 *Output Value[11] (€m) and Numbers (000's) of Sheep and Lambs, 2016 - 2017*

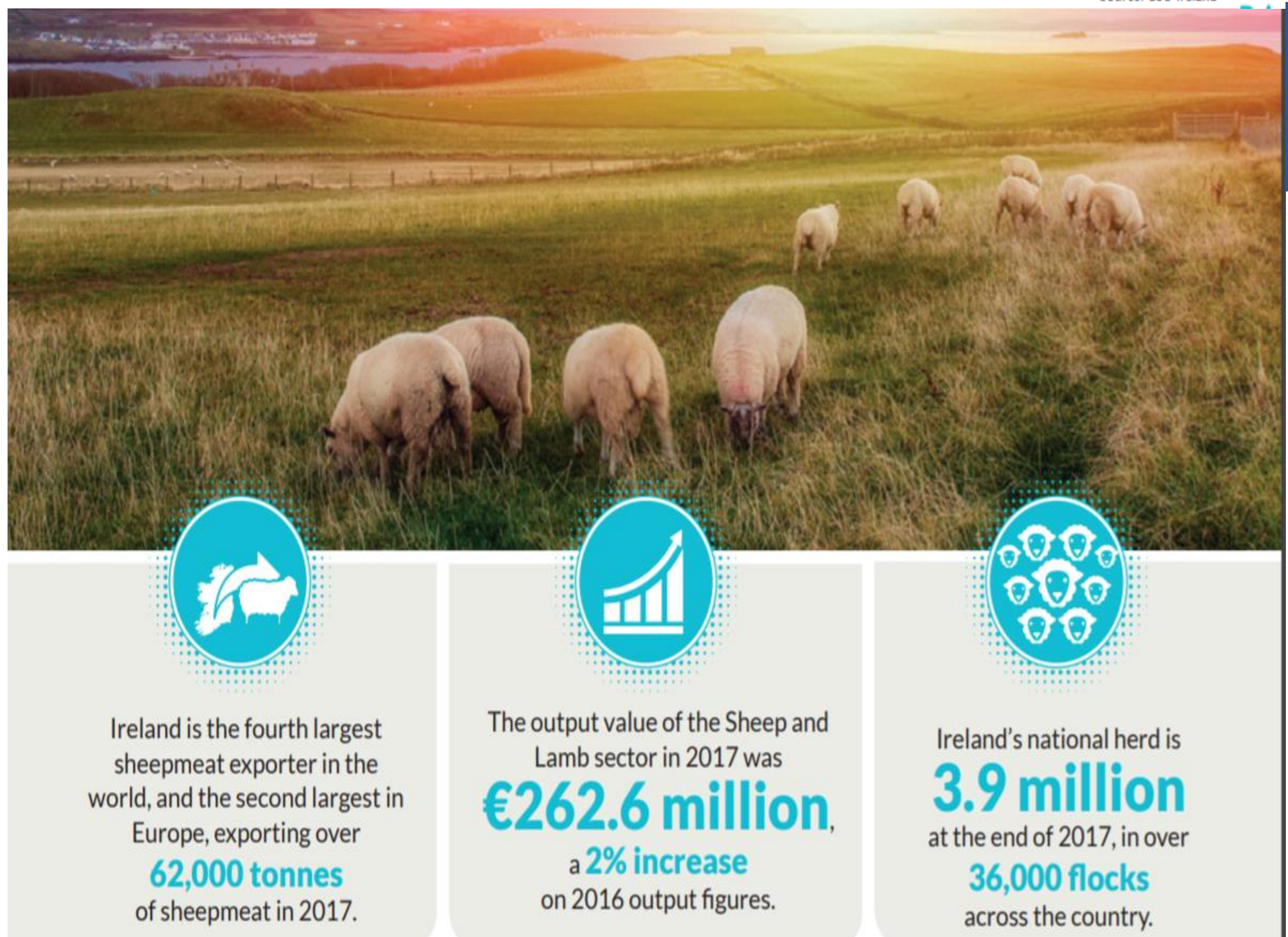
	2016		2017[12]	
	Value	Number	Value	Number
Live Exports	4.68	48	3.36	35
Export Slaughterings + Other from 2013	281.46	2,889	307.09	3,180
Other Slaughterings				
Total Disposals	286.14	2,937	310.45	3,215
Imports	41.78	432	46.51	493
Changes in Stocks	11.06	113.4	-1.34	-12
Total	255.42	2,618	262.6	2,711

Source: Central Statistics Office, Final Estimates on Output, Input and Income in Agriculture



Sheepmeat export values for 2018 are €315m, a 15% gain on last year on the back of strong price gains

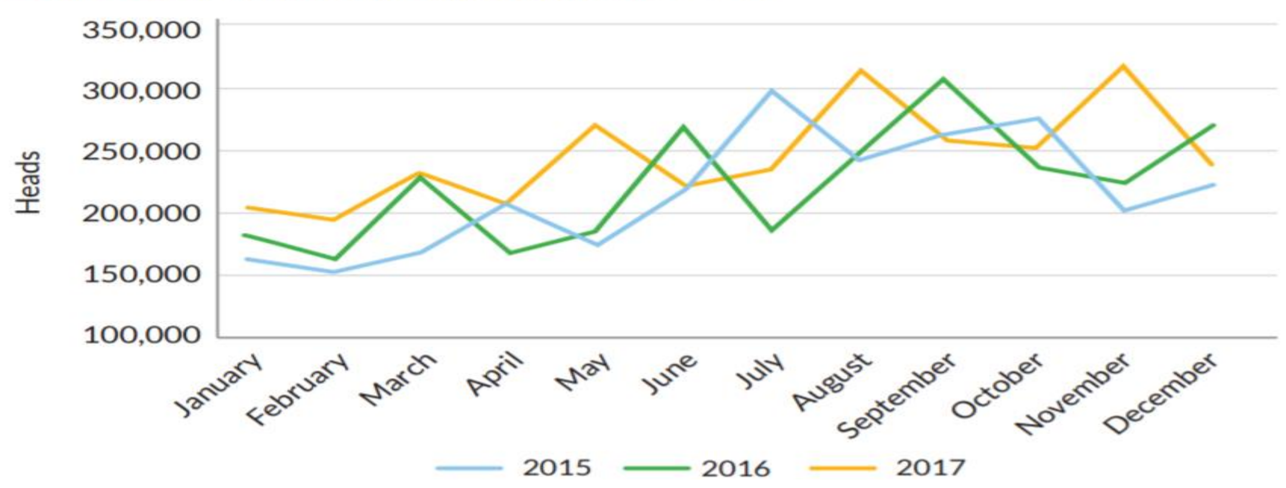
Rich and delicious:
Have you
tried sheep's milk
ice-cream yet?



Slaughterings

The vast majority of slaughtered ovines are lambs. Lambs typically reach target live weight (30-40kg) (max carcase weight c 21kg) around 4 months of age. Counties Donegal, Galway, Mayo, Kerry and Wicklow have the largest lamb flocks. The majority of sheepmeat exports now come in the form of prime cuts rather than whole carcasses. The cumulative sheep slaughtering figure for 2017 was 2,948,493 head in comparison to a figure of 2,670,855 heads for 2016 which represents an increase of 10% for the same period.

Figure 3.10 *Sheep and Lamb Slaughterings, 2015 -2017*



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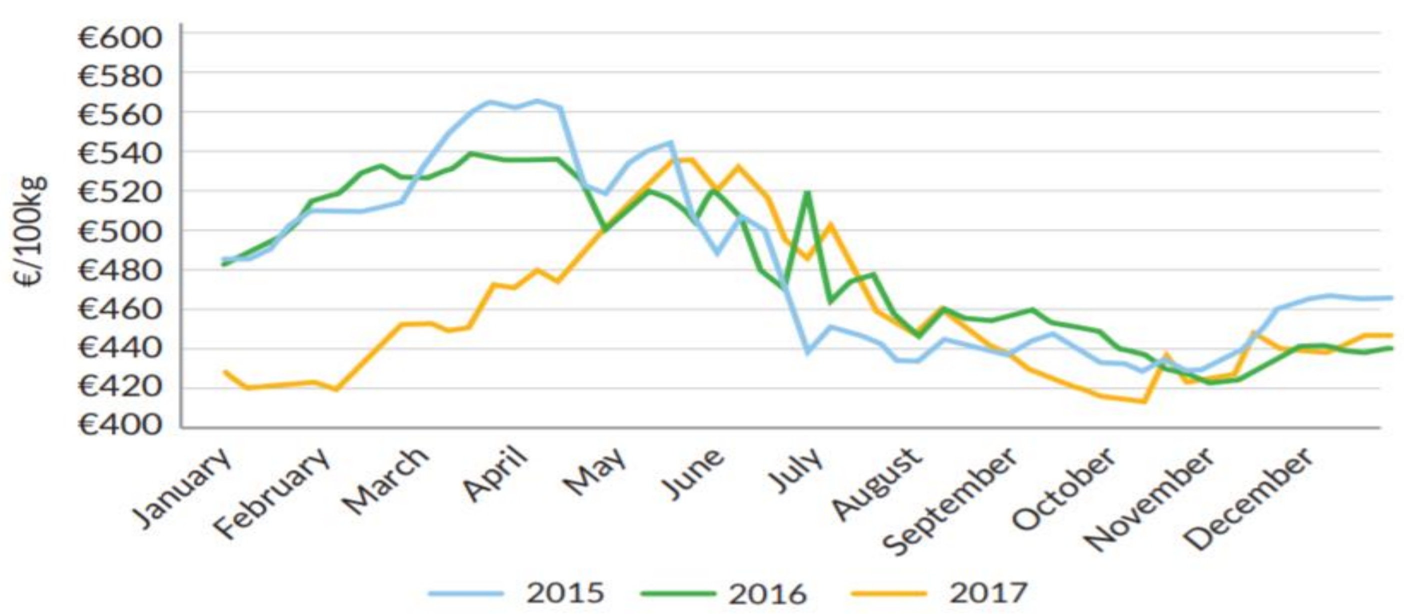
Prices

Average sheepmeat price in Ireland in 2017 was €430/100kg, representing approximately 90% of the EU average price. Exchange rate movement post Brexit announcement increased the challenges faced by Irish sheepmeat farmers, as UK producers became more competitive on the French market.

Figure 3.9 *Sheepmeat Prices, 2015 -2017 (€ per 100 kg)*



Sheep

Labour not capital intensive

High incidence of part-time farmers

Lowland / Mountain Production

Traditionally low margin farm enterprise

c. 34,000 flock owners

Heavily dependent on direct payments

AIB

	Spring	Summer	Autumn	Winter
Cashflow In	Selling Stock	Selling Stock	Selling Stock Basic Farm Payment AEOS / GLAS (75%) Area of Natural Constraint (100%)	Basic Farm Payment Selling Stock AEOS / GLAS (25%) STAP
Cashflow Out	Feed & Fertiliser Buying Stock Drawings & Overheads	Buying Stock Feed & Fertiliser, Contractor, Repayments Drawings & Overheads	Buying Stock Feed & Fertiliser, Drawings & Overheads	Buying stock Feed Drawings & Overheads

Mid Season Lowland Lamb Factsheet
Average Performance

Irish Sheep Slaughter
3.22 million head (up 1.3%)

Stocking Rate
(Mid Season Lowland)
7.6 ewes/ha (down 6%)

Irish Lamb Slaughter
2.7 million head (down 0.1%)

Weaning Rate
(Mid Season Lowland)
1.32 lambs/ewe (down 5%)

Sheep Meat Exports
57,000 tonnes (up 12%)

Lamb Mortality
(Mid Season Lowland)
9% (up 29%)

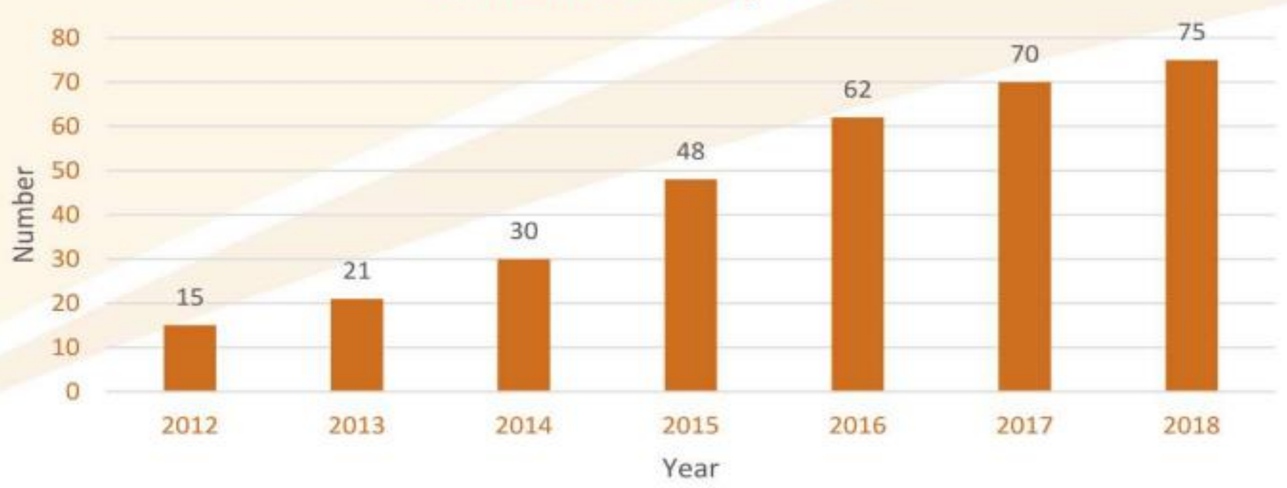
Irish Ewe Numbers
2.7 million (down 3.8%)

Lambs Weaned/ ha
(Mid Season Lowland)
10 lambs/ha (down 9%)

Current Performance of the Independent Microbrewery Sector

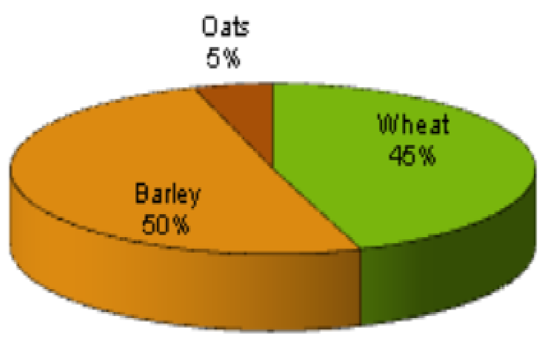
The number of production microbreweries has increased from 15 in 2012 to 75 in 2018, a fivefold increase. However, there were only five additional microbreweries operating in 2018, as compared with 2017. This is the lowest increase since 2012, when consistent data began to be compiled.

Figure 2.1: Number of Independent Production Microbreweries by Year



Irish self-sufficiency in cereals increases to 92% in 2011/2012

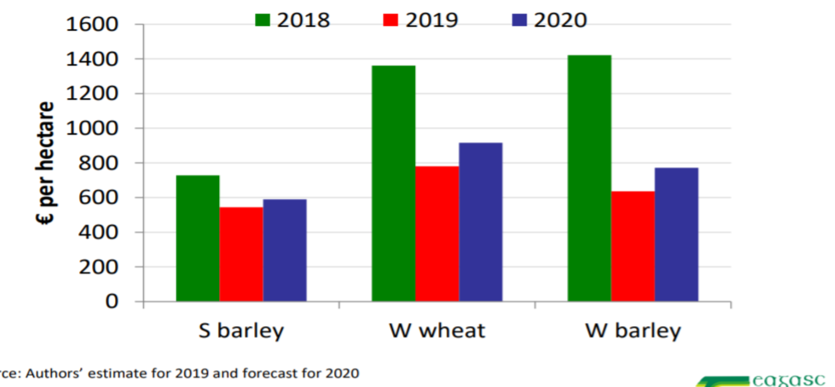
Domestic uses of cereals 2011/2012



Tillage Economics

Increase in 2020 Gross and Net Margins

Gross margin per hectare to increase by €50 for spring barley and €150 for winter wheat and barley



Teagasc Outlook 2020– November 26th 2019

Table 1: Average gross and net margin € per hectare: Spring Barley and Winter Wheat 2017/2018[1]

	2017 Spring barley	2018 Spring barley	% Change (Spring barley)	2017 Winter wheat	2018 Winter wheat	% Change (Winter wheat)
Yield per hectare	7.1	5.8	-19%	10.9	8.8	-20%
Price per tonne	151	209	38%	159	210	32%
Gross Output/hectare	1252	1453	16%	1895	2213	17%
Fert., Seed, Crop Prot.	493	499	1%	638	674	6%
Machinery Hire	124	151	22%	108	133	23%
Other direct costs	15	17	11%	4	7	67%
Total Direct Costs	635	667	5%	751	814	8%
Gross Margin	617	786	27%	1145	1399	22%
Fixed Costs	511	570	12%	696	772	11%
Total Costs	1146	1237	8%	1446	1586	10%
Net Margin	106	216	103%	449	627	40%

[1] The estimates value of straw is based on market value prices minus variables costs of production. This is a divergence from previous years when straw was assigned an opportunity cost rather than a market value. Note: 2017 figures are re-estimated based on the new methodology.

PDST Professional Development Service for Teachers | An tSeirbhís um Fhorbairt Ghairmiúil do Mhúinteoirí

Irish Cereal Enterprise 2018
Average Performance

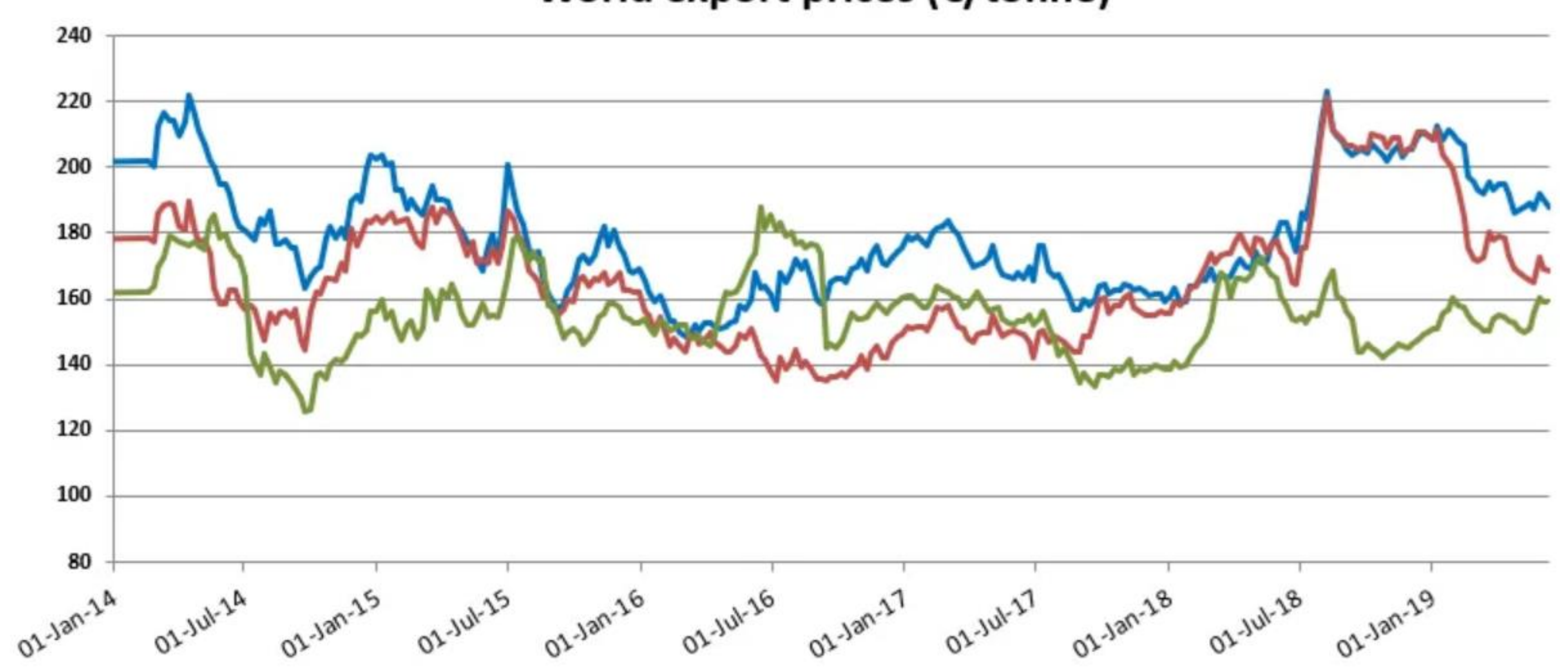
- Irish Cereal Production: 1.85 million tonnes (down 23%)
- Irish Cereal Area: 261,000 ha (down 4%)
- Irish Barley Area: 185,200 ha (up 3%)
- Irish Wheat Area: 58,000 ha (down 13%)
- Spring Barley price: average €209 per tonne (up 38%)
- Winter Wheat price: average €210 per tonne (up 32%)
- Spring Barley Yield per ha: average 5.8 tonnes (down 19%) Source: Teagasc, NFS
- Winter Wheat Yield per ha: average 8.8 tonnes (down 20%) Source: Teagasc, NFS
- Total Production Cost per ha Spring Barley: average €1,237 (up 8%)
- Total Production Cost per ha Winter Wheat: average €1,586 (up 10%)
- Net Margin for Spring Barley: average €216 per hectare
- Net Margin for Winter Wheat: average €627 per hectare
- Target Yield for Spring Barley: 7.4 tonnes per hectare achieved on 6% of farms
- Target Yields for Winter Wheat: 10.2 tonnes per hectare achieved on 13% of farms
- Gross Margin Target Spring Barley: €540 per hectare achieved on 73% of farms
- Gross Margin Target Winter Wheat: €860 per hectare achieved on 88% of farms

Table 2: Average gross and net margin € per tonne of Spring Barley and Winter Wheat 2017/2018

	2017 Spring barley	2018 Spring barley	2018 to 2017 % change	2017 Winter wheat	2018 Winter wheat	2018 to 2017 % change
Cereal price per tonne	151	209	38%	159	210	32%
Total Gross Output (incl. straw)	176	252	43%	174	253	45%
Fertiliser, seed, crop protection	70	86	24%	59	77	31%
Machinery Hire	17	26	50%	10	15	53%
Other direct costs	2	3	36%	0	1	108%
Total Direct Costs	89	116	29%	69	93	35%
Gross Margin	87	136	56%	105	160	52%
Allocated Fixed Costs	72	99	37%	64	88	38%
Total Costs	162	214	33%	133	181	36%
Net Margin	15	37	150%	41	72	74%

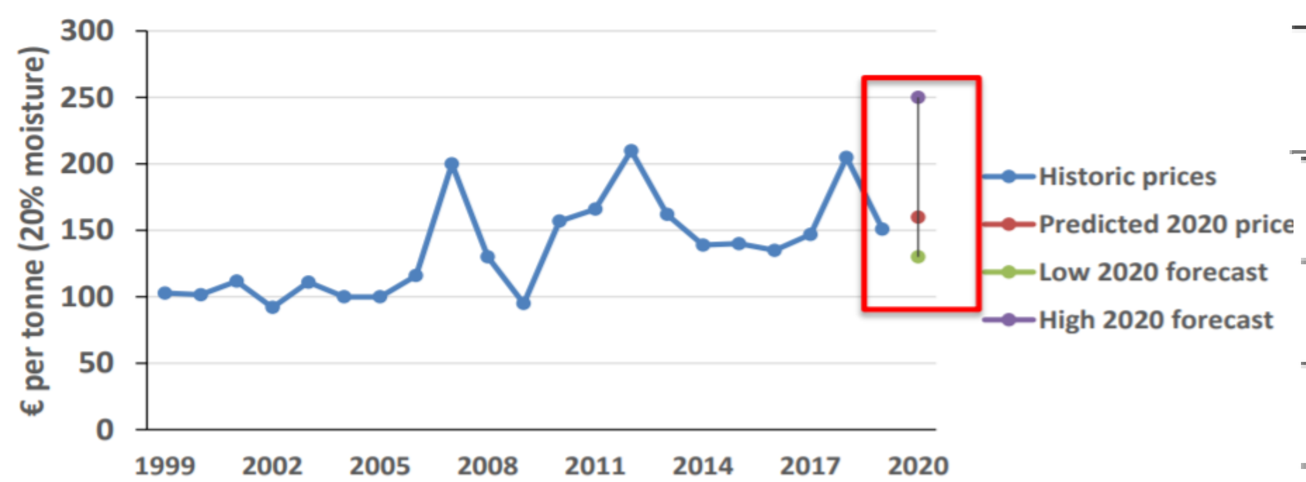
Wheat - EU Rouen (grade 1) | Barley - EU Rouen (feed) | Maize - Black Sea (feed) | *Select price from here (drop-down list)* | *Select price from here (drop-down list)*

World export prices (€/tonne)



Source: International Grains Council, France Agrimer

2020 Wheat Price Increase



- **Area, yield, demand to influence price**
  - Lower winter cereal planting EU and Ireland
  - Return to trend yields, slight downward movement in EU yields
  - Upward pressure on 2020 harvest price (5 %)
- **Futures not always get it right**
  - Weather, trade wars and market dynamics

Teagasc Outlook 2020– November 26th 2019

Table 1.1 : Crop Yield and Area Potential 2008/11-2020

Crop	2008/11 Tonnes	2020 Tonnes	2008/11 Ha	2020 Ha	2020 Increase Ha
Barley	1,288,900	1,755,500	184,000	223,660	**39,660**
Wheat	820,400	1,109,400	91,800	105,800	**14,000**
Oats	158,420	246,320	21,100	34,860	**13,760**
Pulses	18,700	64,700	3,560	10,300	**6,740**
OSR	32,300	287,300	8,100	59,900	**51,800**
Energy	36,000	628,000	4,500	66,800	**62,300**
Potatoes	415,000	482,000	* 8,700	10,170	**1,470**
Beet	480,000	1,800,000	8,000	30,000	**22,000**