

Australian Wool Exchange Ltd.

Mark Grave

Chief Executive Officer

23rd August 2019



NWD declarations, by State

Season	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
National Decl. Rate	42.2	44.6	44.8	43.4	49.5	55.0	61.2	66.0	70.2	70.6
By State (%)										
NSW	43.2	46.5	49.6	49.4	56.3	63.1	68.1	71.4	75.3	76.1
QLD	30.0	29.4	38.2	35.0	39.5	47.4	52.7	64.5	75.0	84.2
SA	43.6	47.9	44.8	45.4	55.7	61.3	66.6	71.0	77.1	77.2
TAS	69.1	54.7	55.3	47.0	50.8	67.2	79.9	81.1	81.6	89.0
VIC	45.3	49.6	51.0	51.3	60.9	65.2	76.0	79.3	82.3	80.9
WA	36.5	34.7	28.4	23.7	20.9	23.9	31.1	34.4	40.3	35.7
By Status (%)										
NM	5.5	6.2	6.6	6.3	7.5	9.1	9.9	11.5	13.0	13.3
CM	3.1	2.3	2.4	2.4	2.8	2.8	2.9	2.6	2.5	2.5
PR	8.4	12.1	14.3	14.2	18.8	22.8	27.7	31.6	35.6	37.7
M	25.3	24.0	21.4	20.4	20.4	20.3	20.6	20.3	19.1	17.1
ND	57.8	55.4	55.2	56.6	50.5	45.0	38.8	34.1	29.8	29.4



NWD declarations, by micron

By Micron Category (%) All Wool Types, Season 2018						
Mulesing Status	<18.6	18.6 – 20.5	20.6 – 22.5	22.6 – 24.5	>24.5	Total Bales
NM	34.3	15.3	6.0	7.1	37.3	175,905
CM	45.2	25.5	6.7	2.7	19.9	33,034
PR	49.2	35.7	9.5	1.3	4.3	480,381
M	32.8	34.7	14.2	3.1	15.2	258,305
ND	30.2	36.1	11.9	4.3	17.4	401,985
Micron Category	NM	CM	PR	M	ND	Bales in Micron Cat
<18.6	11.7	2.9	45.6	16.3	23.5	518,064
18.6 – 20.5	6.1	1.9	38.8	20.3	32.9	441,326
20.6 – 22.5	7.3	1.6	31.8	25.8	33.5	142,620
22.6 – 24.5	27.8	2.0	14.3	17.9	38.0	45,223
>24.5	32.4	3.3	10.3	19.4	34.6	202,377

Sustaina**WCSOL**TM
INTEGRITY SCHEME



Dr Paul Swan
Program Manager

23rd August 2019

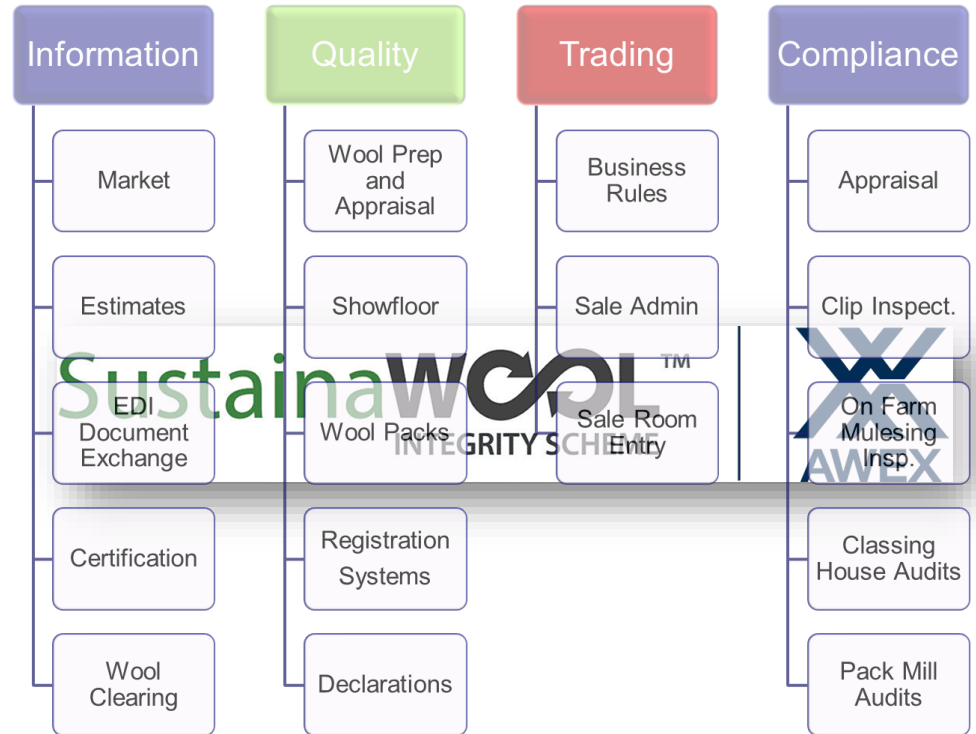


Industry ownership & operation

SustainaWOOL™ is now industry owned and operated – consistent with AWEX's 'industry good' role

Our task is to build on the excellent foundations established, and grow and refine the scheme

It will integrate with AWEX's existing product and service suite



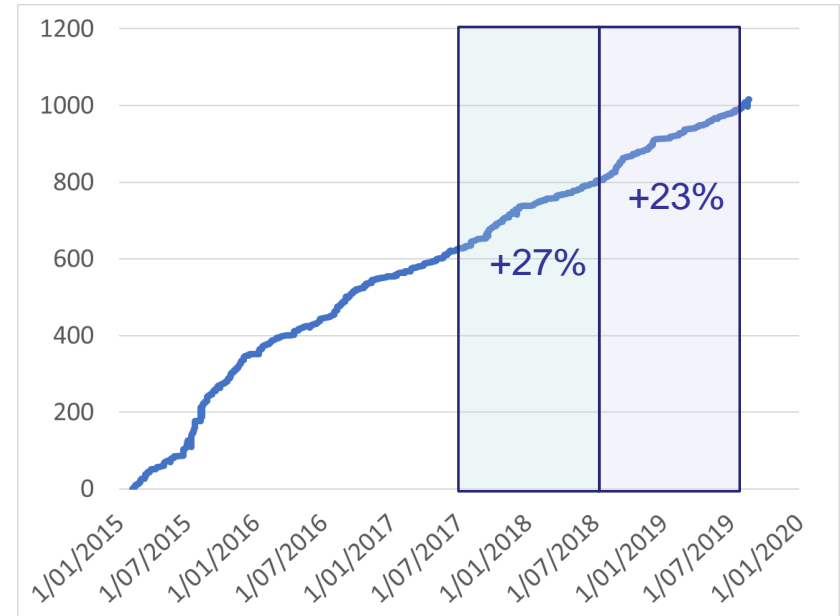
Our philosophy

Buyers and sellers of wool should be able to specify and celebrate high standards of sustainability, traceability and clip preparation



Planned growth

Over 1,000 accredited growers, growing at around 25% per annum



Wide geographic and diameter coverage

Ownership and leadership

SustainaWOOL™ builds on Australia's NWD and Classer standards, and has wide scope

Yet, it is a crowded market ... and not all schemes are equal, or Australian owned

We can have one wool industry-owned and operated integrity scheme



SustainaWOOL™
INTEGRITY SCHEME



Knowledge costs

Information costs money – it is never truly free.

As a not-for-profit, AWEX recovers costs for the industry good services provided.

SustainaWOOL™ will move to a subscription fee basis for buyer, broker, grower, and processor members – to cover farm inspection, auditing and certification costs.



Moving forward

SustainaWOOL™ is an important development for the whole industry

We look forward to working with you to ensure value...

...for you, your clients, and for the industry

Thank you

SustainaWool™
INTEGRITY SCHEME

