

STOCKYARDS

2023 PERFORMANCE

722,149 Fed Cattle Marketed 2021 - 2023

2022 - 2023 Growth:

Fed Cattle Bids: 31% Increase

Bids per Month: 41% Increase

Bids per Listing: 19% Increase

Listings Sold: 23% Increase

Average Listing Size: 135 Head

Average Sale Viewing Time: 27 minutes

STOCKYARDS 2023 ANNUAL REPORT

2023 was a notable year for Central Stockyards and our Fed Cattle Exchange customers. Market lows were set in January 2023 at \$156 before setting an all-time high in September 2023 at \$184. Live cattle price increases were matched by similar increases in boxed beef prices and consumer demand remained resilient despite significant volatility in the broader economy.

Persistent drought, high input costs, and inflation have resulted in the smallest cattle herd since the 1970s. Fortunately, the industry is becoming more efficient and, with the added volume from Beef-on-Dairy cattle, fed cattle supplies have remained more consistent than in prior years. The increase in average days on feed has also been notable for its impact on improved quality grades and larger carcass weights.

As feedyard marketers and fed cattle buyers navigated a volatile marketing year, Central Stockyards and the Fed Cattle Exchange saw another year of continued growth in sale volume, listings, bidding activity, and sale participation.

The Fed Cattle Exchange has adapted to the marketplace and now offers four marketing methods (live, dressed, Bid-the-Grid, and forward contract) with both current and future delivery options. We have also adapted to the market by changing our sale schedule to fit the market's needs and accepting private and branded beef grids from packer buyers. This flexibility is why the number of listings receiving bids has increased by 73% in the last two years. Bidding activity over the same time frame has increased 88%.

We see an increasing interest in the early week bid/ask ranges on the Fed Cattle Exchange as the market looks for signals to establish prices for the week. We continue to see country trade taking its cues from the Fed Cattle Exchange's early-week bid/ask ranges and following the Fed Cattle Auction through the week.

Looking ahead to 2024, we will continue to increase the number of sellers and buyers on the Fed Cattle Exchange. We will also expand outside the United States, further increasing platform volume.

Central Stockyards remains committed to providing fed cattle marketers with an opportunity to participate in live, real-time, transparent, and negotiated price discovery.

On behalf of our team, thank you for the opportunity to serve your cattle marketing needs. If we can ever be of service to you, please let us know.

Forrest L. Roberts
President and Chief Executive Officer