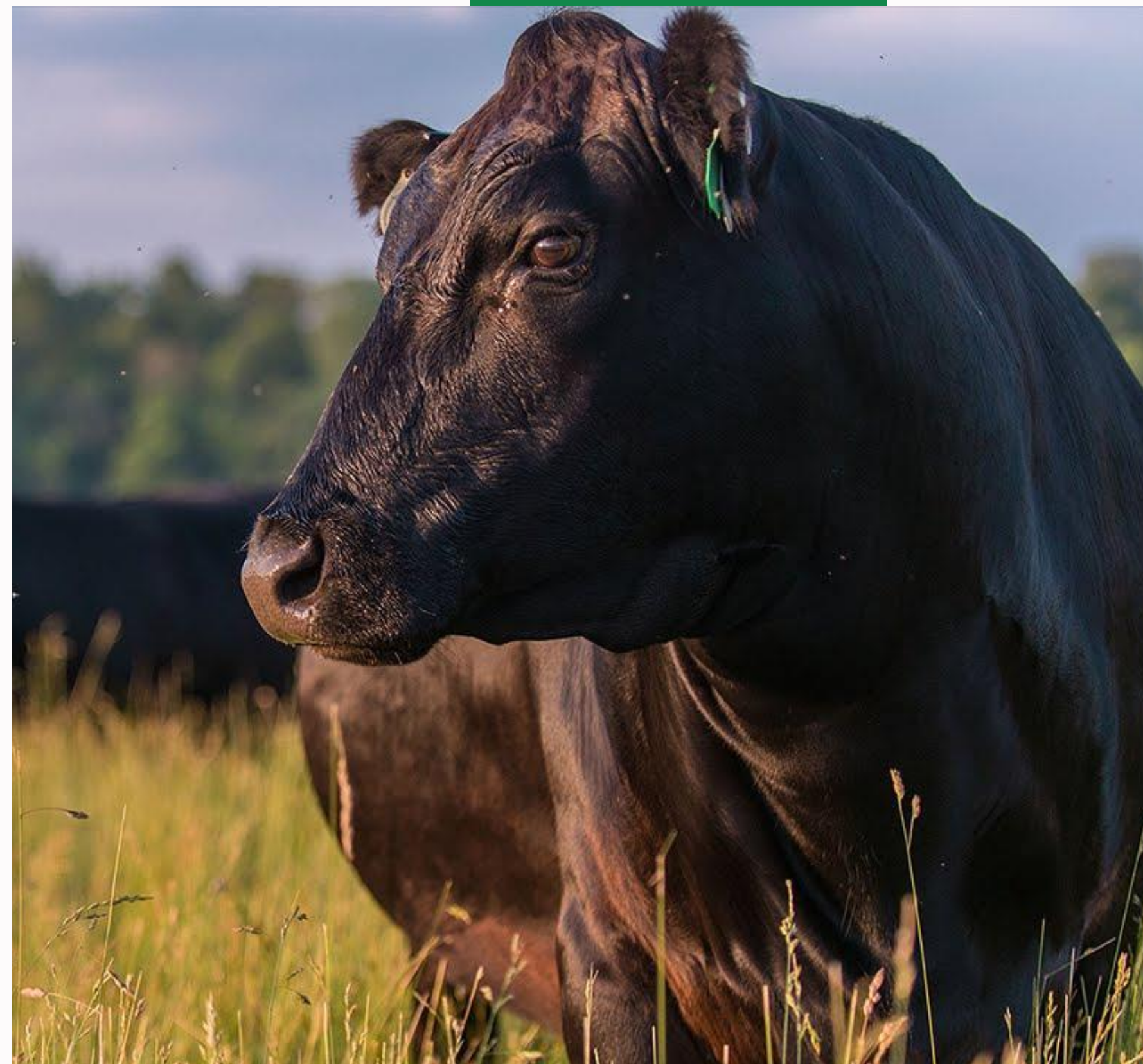


RLC

**RENEW LIVESTOCK CO.**

CARE + CONSISTENCY + CREDIBILITY

[www.renewlivestockcompany.com](http://www.renewlivestockcompany.com)





# Our Team



Jim & Danelle  
Skartvedt  
CEO



Clayton  
Saeugling  
Field  
Representative



Vic  
Nichols  
Field  
Representative



Laura  
Brady  
Project  
Manager



Stacey  
Payne  
Accountant

# Content

01

Overview

02

Introduction

03

History of Wagyu

04

Current state of Wagyu Industry

05

Challenges We Face

06

Future of Wagyu Industry

07

Questions





A photograph of a herd of black Angus cattle in a lush green field. In the foreground, four cattle are prominently featured, looking towards the camera. The background shows a vast green field with many more cattle grazing, and a line of trees on a distant hill under a soft, overcast sky. The image is framed by dark green geometric shapes on the left and right sides.

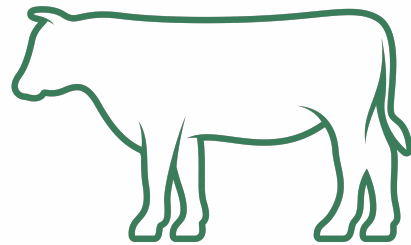
# PURPOSE

## Beef Market Update



# HISTORY

The story of the Wagyu Industry



## Imported Beginnings

Wagyu genetics first entered the U.S. with two imported bulls, Mazda & Mt. Fuji, in 1975. They were crossbred until the 1990s when the first fullblood cattle were imported from Japan.



## Crossbreeding & Market Growth

With few fullbloods, Wagyu were crossbred with Angus to create American Wagyu- known for its rich marbling and premium flavor.



## Modern Challenges & Expansion

U.S. producers now face strong competition from Australian Wagyu imports since 2022, while expanding direct-to-consumer sales and export markets with a focus on premium quality and traceability.



2008

### **Oversupply (6mos.)**

High supply, low demand; Global  
Financial Crisis  
Yama Beef liquidation

2011-  
2013

### **Recovery**

High supply, low demand; Global  
Financial Crisis

2018

### **Oversupply (6mos.)**

Crossbred herds surged after  
years of high market prices

2020-  
2022

### **Recovery**

Herds reduced, supply aligned,  
exports rose during COVID

2025

### **Oversupply (2+yrs)**

beginning in 2022 to current date

# Timeline

Ebb and flow of U.S. Wagyu  
market.





# Cattle prices hit a new all-time high





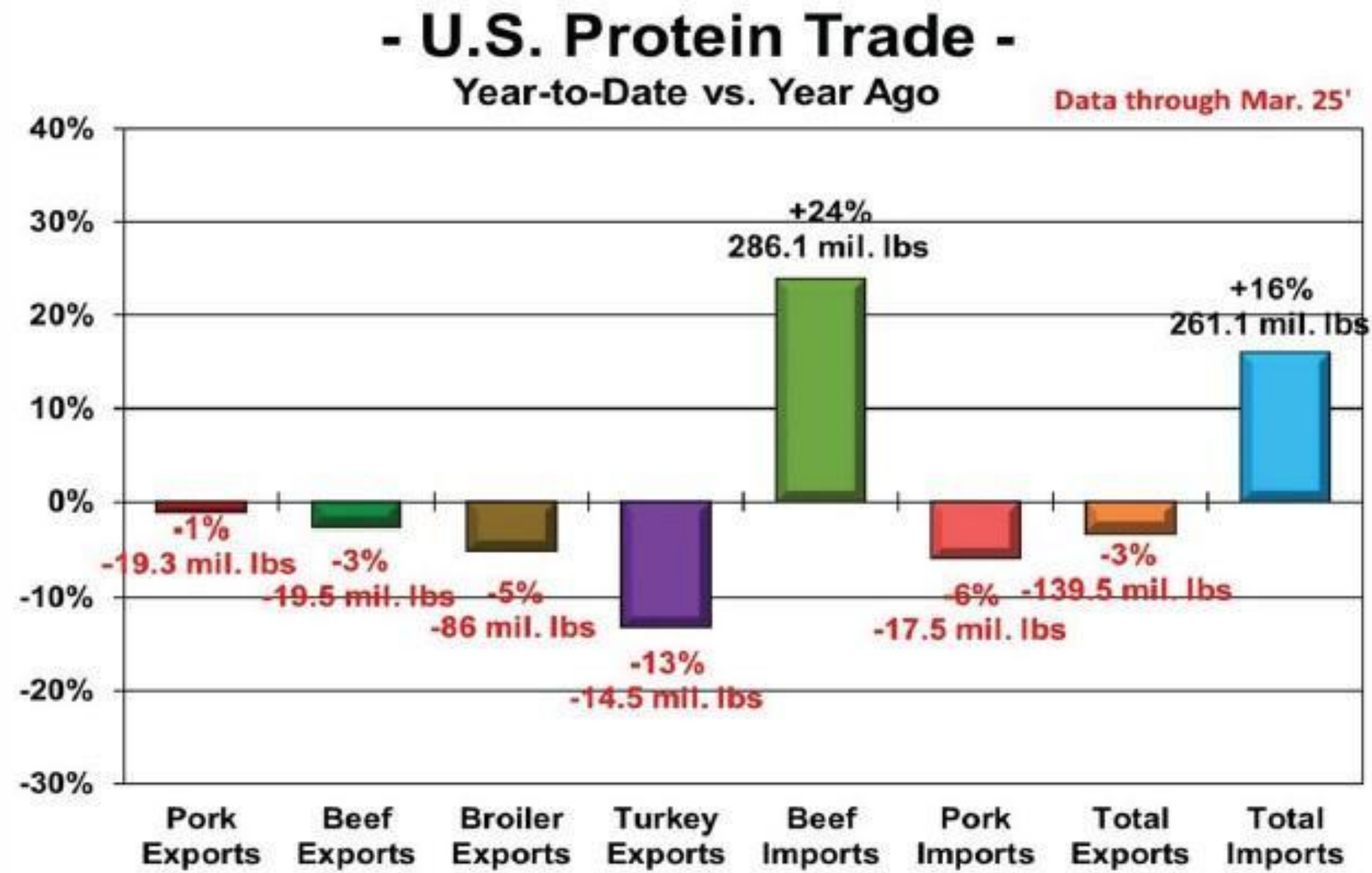
# Summary of Activity

## Summary of Activity

	THIS WEEK 9-May-25	LAST WEEK 2-May-25	YEAR AGO 10-May-24
Live Prices (\$/cwt)			
Slaughter Steers	222.20	219.99	185.45
Steer Calf (450#)	431.13	428.75	351.52
Steer Calf (550#)	385.63	382.29	321.12
Steer Calf (650#)	346.46	344.37	287.62
Yearling Steer (750#)	313.49	310.49	259.43
Yearling Steer (850#)	286.41	283.92	236.85
Utility and Commercial Cows	151.92	149.85	132.70
Canner and Cutter Cows	135.90	134.24	114.21
Lean Hogs	90.16	89.69	91.32
Omaha Corn (\$/bu)	4.42	4.64	4.68
12-City Broiler	135.43	135.23	132.14
Dollar Index	100.15	99.66	105.15

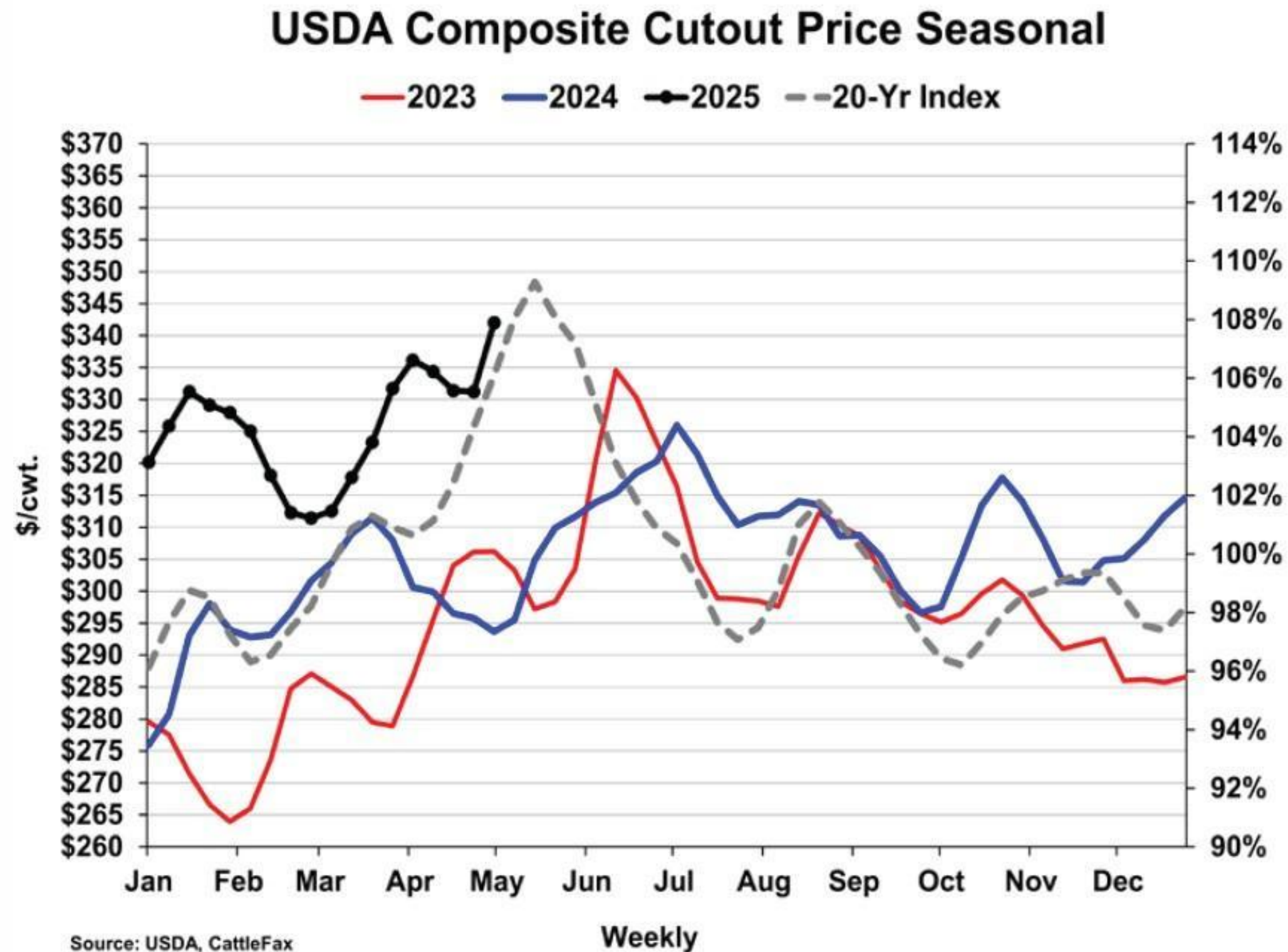


# U.S. Protein Trade



Source: USDA ERS

# Demand is Key







# TARIFFS

Fighting against trade expenses

## **Agricultural Exports**

In 2024, nearly half of US Agricultural exports went to countries now facing tariffs greater than 10%.

## **Agrifood Products**

Among agrifood product exports, meats and dairy are hit the hardest by new tariffs, down almost 4%.

# U.S. Market Trends

Cause and effect of market demand decreasing at any stage of the supply chain



FB breeder producing bulls



Bulls sold to commercial producer



F1 calves sold to feedlot for premium



Fat cattle market



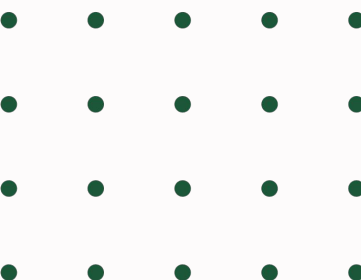
# 48%

U.S. Marketshare



## Statistics

Australian grain-fed beef exports have ***increased 220% in the past 2 years.***





# American Market Recovery

01

## Increased Competition from Australia

- Still one of the largest exporters of Wagyu beef
- Increased U.S. imports of Australian F1 and F2 offer lower price points
- Creates price pressure in the U.S.
- Dollar conversion \$1.00:\$0.64





# American Market Recovery

02

## U.S. markets: Focus on Differentiation

- “American-raised” identity
- Direct-to-consumer platforms
- Subscription boxes, restaurant partnerships, local loyalty
- Educating consumers on Wagyu health benefits
- Emphasizing the low birth weights as the national herd rebuilds





# American Market Recovery

03

- Instead of trying to compete with lowest prices, U.S. producers are focused on value, story, and quality.
- Opening of new Wagyu Markets
- Looking at different end markets
- Conventional market options - Tyson, JBS, Swift, Creekstone





# MAY 15, 2025

## Harvest to Tyson

BEEF CHECK # 3160632  
CHECK DATE 05/15/25  
DAKOTA CITY

TURN IN #: 614811  
KILL DATE: 051325  
LOT NO.: 001  
BUYER NO.: 215  
ACT YIELD: 66.92  
LIVE COST: 248.99  
DRES COST: 372.08  
AVG WGT: 1359  
GROSS WGT: 60240  
TR SHRINK: 3.00  
NET LV WT: 58433

83% Prime  
14% Choice  
3% Commerical  
46% YG 4/5's

KIND	HEAD	WEIGHT	\$/CWT	GROSS AMT
SEE ATTACH	43	39103	372.08	145,494.16

- 1 carcass over 1100lbs
- 10hd over 30 months

66.92% yield calculation is what makes the lot difference.





# PROFIT PROJECTIONS

Animal Specifications	
Identification	TWA 6 wt proj
Animal Type	Steer
Started	May 15, 25
Finished	Jun 16, 26
Head Count	1
Feeder Cost(\$/100 Lb)	376.00
Sale Price (\$/100 Lb)	255.00
% Incoming Shrink	3.00
% Death Loss	1.00
Misc. Cost (\$)	15.00
Intake Factor	7.25
Efficiency Factor	6.25
Weather % Reductions	15.00
% Interest	8.00
Yardage (\$/Day)	0.35

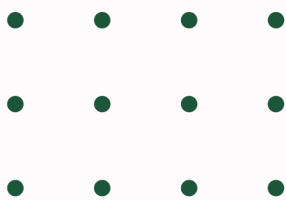


# PROFIT PROJECTIONS

Performance Projection	
Days On Feed	398
Starting Weight (Lbs)	650.00
Finished Weight (Lbs)	1,500.42
Average Daily Gain (Lbs)	2.12
Feed/Gain	
As Fed Basis	12.97
Dry Matter Basis	9.36
Feed/Head/Day (Lbs)	
As Fed Basis	27.50
Dry Matter Basis	19.84
Breakeven Purchase Cost (\$/100 Lb)	396.16
Breakeven Sale Price (\$/100 Lb)	245.41
Cost/Day (\$)	3.05
Profit/Loss per Head (\$)	143.89

# PROFIT PROJECTIONS

		Sale (\$/100 Lb)				
Purchase (\$/100 Lb)	Corn Grain - Cracked \$/Bushel	245.00	250.00	255.00	260.00	265.00
365.00	3.50	185.45	260.48	335.50	410.52	485.54
	4.00	127.76	202.78	277.80	352.82	427.84
	4.50	70.06	145.08	220.11	295.13	370.15
	5.00	12.37	87.39	162.41	237.43	312.45
	5.50	-45.33	29.69	104.71	179.74	254.76
370.00	3.50	149.76	224.78	299.80	374.83	449.85
	4.00	92.07	167.09	242.11	317.13	392.15
	4.50	34.37	109.39	184.41	259.43	334.46
	5.00	-23.32	51.70	126.72	201.74	276.76
	5.50	-81.02	-6.00	69.02	144.04	219.06
376.00	3.50	106.93	181.95	256.97	331.99	407.02
	4.00	49.24	124.26	199.28	274.30	349.32
	4.50	-8.46	66.56	141.58	216.60	291.62
	5.00	-66.15	8.87	83.89	158.91	233.93
	5.50	-123.85	-48.83	26.19	101.21	176.23
380.00	3.50	78.38	153.40	228.42	303.44	378.46
	4.00	20.68	95.70	170.72	245.75	320.77
	4.50	-37.01	38.01	113.03	188.05	263.07
	5.00	-94.71	-19.69	55.33	130.35	205.38
	5.50	-152.40	-77.38	-2.36	72.66	147.68
385.00	3.50	42.69	117.71	192.73	267.75	342.77
	4.00	-15.01	60.01	135.03	210.05	285.07
	4.50	-72.70	2.32	77.34	152.36	227.38
	5.00	-130.40	-55.38	19.64	94.66	169.68
	5.50	-188.10	-113.07	-38.05	36.97	111.99





# Future Questions

01

Tariffs effects on imports and exports?

02

Developing New Markets?

03

Protecting Profitability?

04

Authentic Wagyu Program?





# American Authentic Wagyu Program

01

USDA Certified Process  
Verified Program

02

RFID ear tag for traceable back to  
AWA registered parent

03

Feedyard annual training and  
audit

04

Processing plant enrollement  
with traceablity





# Questions?

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