

WILLIE ALTENBURG GENEX COOPERATIVE

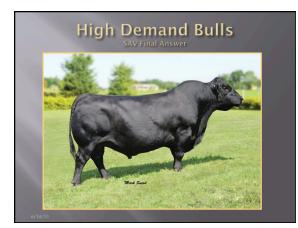
National Association of Animal Breeders - 2012 Domestic 23,372,949 - Estimate 10% sorted semen Dairy Custom 2,782,121 Export 16.582.794 Domestic Beef 1,669,651 Beef Custom 2,853,758

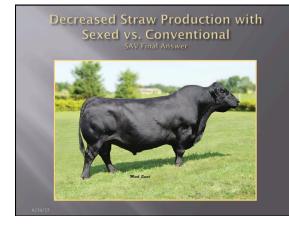
National Association of Animal Breeders – 2012 Domestic

- 23,372,949 Estimate 10% sorted semen Dairy
- Custom 2,782,121
- 16,582,794 Export
- Export (21% to European Union which require negative size status, which 5% is sorted semen IBR Positive Beef Bulls cannot be collected at the time as IBR Negative Dairy bulls for Export

Domestic Beef

- Beef
- 1,669,651 2,853,758 Custom







- Dairy is always sorted Female
- Beef Sorted for both Female and Male
- A Semen Collection can be sorted Primary and Secondary

Pricing

- Sorted semen production is charged for by Sexing Technologies when produced, not sold
- Primary sort / Secondary sort have different fee charges
- Breed Differences
 - Angus, Simmental, demand for Female and Male
 - Hereford, demand for Female is much greater than Male
 - Charolais, Male demand is much greater than Female

Pricing

- Geographical Differences
 - East of the Mississippi the demand for Female is greater than male. West of the Mississippi, we say the demand for male semen increases.
 - Purebred vs. Commercial Use 1) pricing and 2) improved results need to be addressed for more commercial use



WILLIE ALTENBURG GENEX COOPERATIVE

THANK YOU!