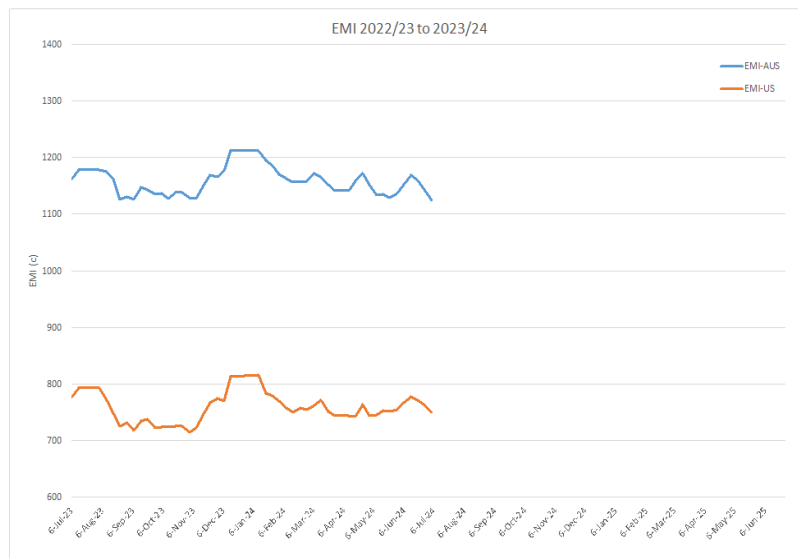




MOSES & SON

WOOLBROKERS MERCHANDISE LIVESTOCK

Week S01: 03/07/2024: The AWEX EMI closed on 1125c, down 17c at Auction sales in Australia this week. Being the first of the selling season for a new financial year, a noticeable change was the reduced offering of 34241 bales. Despite the markets price reduction this week the clearance rate still managed to achieve 91.8% which probably is a window into the poor market sentiment emerging from the wool pipeline. Over the past 4 weeks the EMI has dropped 45c, down from 1170c, reflecting the ongoing subdued discretionary spending at retail in our traditional markets where merino wool garments normally excel.



This week the currency exchange was largely unchanged and could not be sighted in the negative market result. One factor that could have had a slight negative price impact was that many Brokers would have announced their new Post Sale Charge schedules this week. In a year where the cost of doing business has escalated the increase were expected but realistically must be consumed and passed on by each stage in the pipeline. Despite this the three largest Chinese Top Makers were increasing their purchase percentage of the offering. Competing less aggressively was the large Australian Export Trading Houses who are reporting difficulties in negotiating new business at reasonable price levels.

MPG North	Percentile 10y	3/07/2024	26/06/2024	Variance	5 Year Average	5 year var	5 year % var
17	17.5%	1,630	1,681	-51	2,012	-382	-19.0%
18	7.1%	1,466	1,512	-46	1,747	-281	-16.1%
19	7.3%	1,376	1,393	-17	1,539	-163	-10.6%
20	12.8%	1,322	1,339	-17	1,403	-81	-5.8%
21	22.2%	1,294	1,298	-4	1,351	-57	-4.2%
22	33.0%	1,287	1,255	32	1,316	-29	-2.2%
30	27.0%	345	348	-3	396	-51	-12.8%
EMI	9.9%	1,125	1,142	-17	1,260	-135	-10.7%

Merino Fleece: saw the largest correction on Tuesday where the EMI fell 13c, with MPG falls between 3 to 38c across the Merino Fleece. A small selection of spinner types and MF4 lots with exceptional specifications avoided most of the market falls, Wednesday's market seem to find some support on or above Tuesdays levels for the best style 18.5µ and coarser fleece lots. Unfortunately, once the orders were full the Merino fleece price levels continued to slowly erode towards the end of the day. The biggest loser for the week were 17.0, 17.5 & 18.0 MPG's which gave back 46-51c for the week. With this week's falls in hand the 17 MPG fell to the lowest point since May 2020 and the 18 MPG the lowest point since October 20 highlighting the fragility of this market.

Merino Skirtings: opened the week with good support for most types. The offering of the current seasons lots with 3% VM or less were well supported at last week's price levels. This support carried through to the last hour of selling on Wednesday where some cracks started to appear on the 6% VM lots which resulted in some quotes depicting a price drop of up to 60c on isolated lots.

Merino Cardings: traded in the same trend as the Crossbreds opening at last week's price levels and closed the week in seller's favour (just). Crossbred cardings have been slowly creeping up week after week and whilst still historically low for price they seem to be building momentum slowly.

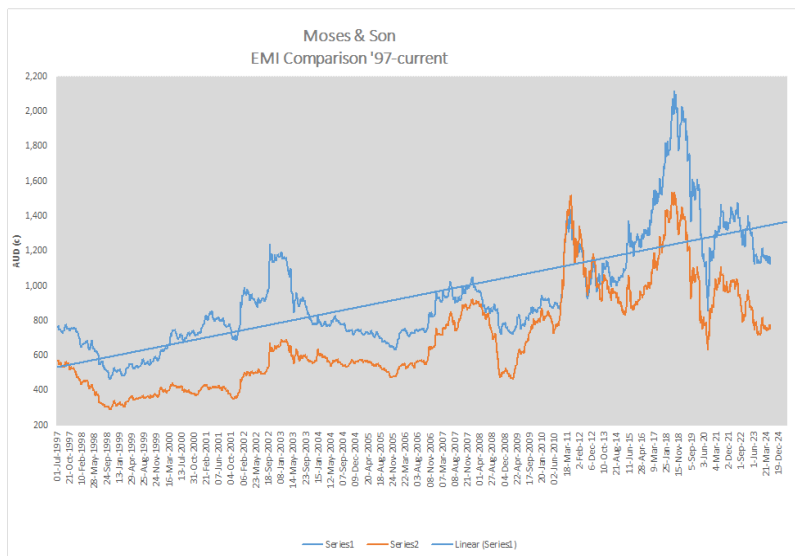


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Crossbred: combing lots opened the week largely unchanged from last week. Not only did this contradict the negative price sentiment projected at the end of last week the closing quotes on Wednesday indicated a slight strengthening in the 28 MPG and coarser.

Market Commentary: The poor start to the 2024/25 wool selling season is certainly not ideal, however the old saying goes “whilst we are disappointed, we are not surprised” which I feel is demonstrated in the pleasing clearance rate. The significance of this year’s July sales, as many people may know, is that the selling roster has been altered with an extension of 2 more July selling weeks. This decision has been a work in progress for many years and hopefully will better reflect the receipts trends of more recent times. Compared to the same time last year the first two weeks of the selling season, this year, has managed to deliver a YTD reduction of 16.5% offered. ~ Marty Moses.



Next week: 32,398 bales will go on offer, and my main concern is that the last hour if this week carries forward into next week’s sale. We can only hope the price levels will attract new business.

Region	Centre	3/07/2024	26/06/2024	Variance	Bales Offered	Bales Sold	Pass-in%	Next Sale Offering
Northern	Sydney	1,157	1,177	-20	12,379	11,773	4.9%	10,934
Southern	Melbourne	1,104	1,118	-14	15,023	13,533	9.9%	16,355
Western	Fremantle	1,262	1,281	-19	6,839	6,132	10.3%	5,649
National	AWEX EMI	1,125	1,142	-17	34,241	31,438	8.2%	32,938

Moses & Son Top Price Report

Description	District	Micron	VMB	Yield	SL	SS	Price
AAA M LMS	Young	15.9	1.0	67.2	67	48	1230
AAA M	Morundah	14.8	2.3	66.4	50	0	1225
AAA M LMS	Morundah	15.3	4.1	65.6	66	38	1215
AAA M	Lockhart	15.7	0.9	59.9	77	48	1210
AAA M	Lockhart	16.3	0.9	63.4	85	43	1221

Mulesing Declarations

NM	6,196	18.1%
CM	558	1.6%
AA	15,973	46.6%
Totals	22,727	66.4%
Total weekly offering	34,241	