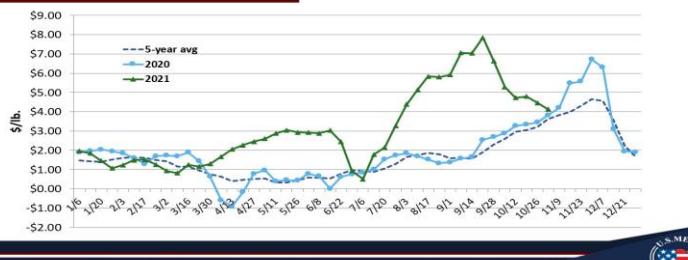


### SUPPLY & DEMAND

Last week's wholesale beef prices held steady with the previous week as the short seasonal rally during the 1<sup>st</sup> week of November failed to gain additional momentum. But cattle producers were pleased as packers became even more aggressive about securing fed cattle supplies to take advantage of continued high slaughter margins. The result was another noticeable jump in cattle prices across all regions. Cattle in the Northern Midwest areas traded at \$132 to \$133 per cwt. live, while prices in the South were near \$132. The weighted average is expected to near \$133/cwt this week, the highest since 2017. Futures markets are predicting live fed cattle prices will rise to \$136/head by February. Beef demand remains excellent as evidenced by record high retail prices in October (see MOVING AHEAD next column) but some believe the end of seasonal institutional buying for the holidays will see a lull in the market. Conversely, market bulls see strong demand continuing into next year, including for exports where shipments are record high and at record high prices; in September, the average per-ton value of all beef exports (excluding variety meats) was U.S. \$8,974, the highest monthly average ever. And the fastest growing U.S. beef market keeps expanding; new sales to **China** during the week ending November 4 totaled 8,300+ tons, the 3<sup>rd</sup> highest weekly total ever. Moving forward, there will be increased focus on cattle market dynamics, especially as the cyclical herd contraction becomes more impactful. In early 2022, the smaller supply of calves and feeder cattle should pressure feeder cattle prices higher, while feedlot operators will also have to face high grain costs. The average cost of weight gain for steers in feedlots is the highest in 8 years and is **+33%** from the beginning of the year. Still with high wholesale beef prices creating slaughter margins near U.S. \$500 head, feedlot operators think there is still room for higher cattle prices. To be sure, the number of cattle on feed is still high, but analysts note that the average time of cattle spend in feedlots has declined from the 175 day figure from September of last year to 159 days this September. That's another sign the market is finally returning to more normal conditions after the black swan disruptions of the August 2019 beef plant fire and CoVID.

### Difference in value between USDA CHOICE ribeye and striploin



Source: USDA/AMS, boneless heavy

**Beef Choice Beef Cutout Value: 15/11/2021 - US\$283.20/cwt. (-2% from 8/11/2021)**

Weakness in pork loins and bellies kept the composite pork cutout value near its low level in 8 months last week, and despite a seasonal spike in purchasing of bone-in hams. The week's harvest of 2.614 million head was on the high side, showing plants were able to fill their slaughter schedules but also highlighting the ample supplies of market ready hogs. USDA announced a new pilot program to run harvest line speeds faster at 9 U.S. pork plants after legal authorities had slowed processing speeds in March over workers safety concerns. The new pilot program will be run for a year and with the consent of meat plant worker unions. The move could see national slaughter capacity increase by up to 2.5% according to analysts. The new policy helped push lean hog futures values higher mid-week but the market had lost momentum by Friday on growing concern over increasing hog weights and lower **Chinese** pork imports. USDA also slightly raised its estimate for Q4 pork production in its November 9th monthly production update, while China reported its lowest monthly meat & poultry import volume (664,000 tons) since February 2020. China pork market analysts have been generally negative about the market gaining further momentum after the sharp **50+%** rise in prices since early October. Moving forward, the U.S. market is showing mixed signals; domestic pork sales could get a boost from high beef prices while exports appear to be under pressure from waning Chinese demand and increased EU price competitiveness.

**Hog Carcass Cutout Value: 15/11/2021 - US\$93.93/cwt. (-1% from 8/11/2021)**

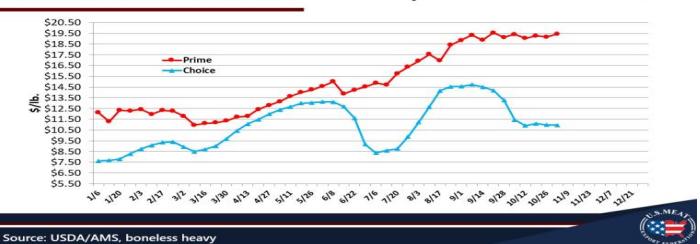
### ACTIVITIES:

Food & Hotel Asia, Singapore: March 28-31, 2022  
SIAL, Shanghai: May 18-20, 2022

### MOVING AHEAD

U.S. retail prices goods and services in October, as measured by the Labor Department's consumer price index (CPI), increased **6.2%** from October 2020 and rose **0.9%** from September. Prices were higher across the board, including those for energy, housing, autos and food. The general food category rose **5.3%** from a year ago, the biggest since January 2009. Combined meat, poultry, fish and egg prices jumped **11.9% YOY**, noticeably higher than that of other staples including cereal and bakery items (**3.5%**), dairy (**1.8%**) and the **3.0%** for fruits and vegetables. For meat items, beef increased the most at **20.1%**, poultry **7.5%** and pork **14.1%**. The increase for pork was the largest 12-month hike since December 1990. The CPI breaks down meat species into specific items, and the category of "uncooked beef roasts" rose **24.7%**, the largest YOY price increase for any single food item tracked by Labor Department's index. It's well known that beef demand spiked during the pandemic, and although the beef cutout value - an index value representing wholesale prices - peaked in late August, supermarket price growth has lagged, as expected. Moving forward, whether retail beef prices turn down as the cutout did by **20%** between late August and mid-October remains to be seen. There have been reports that U.S. consumers may be shifting away from beef to other proteins as values get too high. But the 1.5 - 1.6 ratio of the average all-beef retail price to that of pork items has remained somewhat stable during the pandemic, and back to 2010. Conversely, the ratio of beef to chicken has been steadily growing over the last decade and has registered a big jump this year. Another interesting dynamic has been the pandemic-induced changes in the demand - and values - of different meat cuts and different quality grades of the same meat cuts. We have talked frequently about unprecedented rib-eye values, but the price changes of PRIME product have behaved differently to that of CHOICE (see graph below). In short, premium beef values have remained high despite a correction in CHOICE prices. And substitutes for the common tenderloin/ribeye/striploin steak items are enjoying strong demand; e.g. the price of CHOICE chuck top blade muscle has hit fresh all time highs in recent weeks. Overseas U.S. meat customers face additional lag times from U.S. market dynamics due to supply chain-related delays in transport times.

### USDA CHOICE vs PRIME ribeye values: 2021 to date

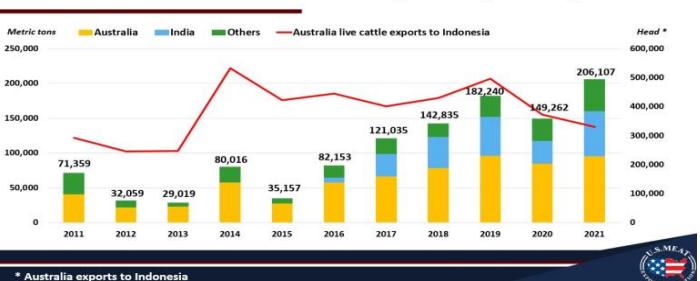


Source: USDA/AMS, boneless heavy

### TRADE

Although CoVID hit **Indonesia** hard, its meat trade has been vibrant, with Jan-Sept 2021 total beef imports of 206 thousand tons a record volume for the period and its **+38%** YOY growth rate is the fastest among of all major beef importing countries. Higher beef imports are offsetting lower live **Australian** feeder cattle shipments, but the impact of lockdowns on beef demand has been modest. On the live cattle side, high Australian prices and operational difficulties including high feed costs and CoVID restrictions have hit **Indonesian** feedlot operators hard, decreasing the competitiveness of locally raised beef. The average per-ton price of all imported beef during Q3 2021 was **+14%** from pre-CoVID Q3 2019, while the average per head cost of Australian feeder cattle sold to Indonesia rose **+40%**. Imports of **Brazilian** beef and **Indian** buffalo continue despite media reports of bans. **Indonesia** is the fastest growing top #10 market for U.S. beef outside of **China** this year; shipments seem to be accelerating with September U.S. beef imports into Indonesia hitting a monthly record of 3,875 tons.

### Indonesia's beef & cattle imports: Jan-Sept



\* Australia exports to Indonesia



# 美 国 肉 品 新 知

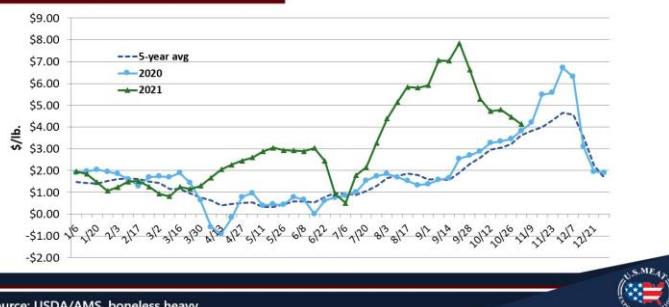
2021 年 11 月 16 日

第十三卷 11.3 期

## 供应与需求

由於 11 月第一周的短暂季节性上涨未能获得额外动力，上周牛肉批发价格与前一周持平。但养牛生产商很高兴，因屠宰商变得更加积极地确认已肥育牛只的供应，以利用持续的高屠宰利润。结果得知，所有地区的已肥育牛只价格再次明显上涨。中西部北部地区的活体牛只交易价格为 \$132 美元/百磅至 \$133 美元/百磅，而南部地区的价格接近 \$132 美元/百磅。本周加权平均值预计将接近 \$133 美元/百磅，为 2017 年以来的最高水平。期货市场预测，至 2 月，活体已肥育牛只价格将上涨至 \$136 美元/头。10 月份零售价创历史新高就证明了牛肉需求依然强劲（请参见下一栏产业动态），但有些人认为季节性机构购买结束後，将看到市场的冷清。相反，市场多头认为强劲的需求将延续至明年，包括出口量和价格创历史新高出口；9 月份，所有牛肉出口（不包括牛杂）的每吨平均价值为 \$8,974 美元，是有史以来的最高月均值。美国牛肉增长最快的市场不断的扩大；截至 11 月 4 日当周，对中国的新销量总计为 8,300 多吨，是有史以来第三高的周销量。展望未来，大家将更加关注牛市场动态，尤其是随着周期性牛群收缩变得更具有影响力。2022 年初，仔牛和肉牛供应量减少应该会推高肉牛价格，而肥育业者也将不得不面临高昂的谷物成本。肥育场公牛的平均增重成本为 8 年来最高的，比年初增加了 33%。尽管如此，由於牛肉批发价格居高不下，屠宰利润率接近 \$500 美元，肥育场业者认为牛肉价格仍有上涨空间。可以肯定的是，牛只在养头数仍然较高，但分析师指出，牛只在肥育场的平均时间从去年 9 月的 175 天下降至今年 9 月的 159 天。这是继 2019 年 8 月牛肉屠宰厂火灾和 CoVID 造成的黑天鹅效应之後，市场终於恢复到更正常状态的另一个迹象。

## Difference in value between USDA CHOICE ribeye and striploin



美国农业部牛肉屠体价格指数（特选级）：2021 年 11 月 15 日 - \$283.20 美元/百磅（较 2021 年 11 月 8 日减少 2%）

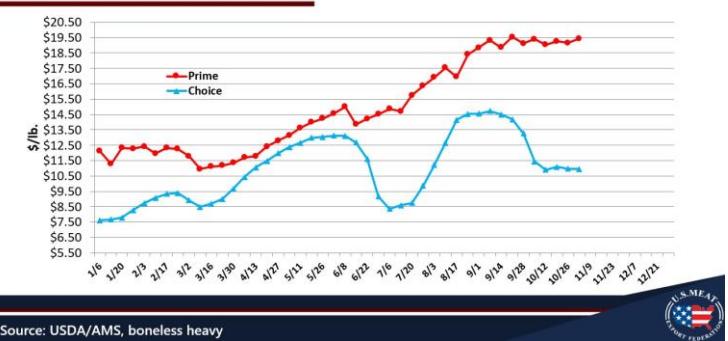
上周，尽管带骨後腿肉的采购季节性激增，但猪里肌和腹肋肉的疲软使猪肉分切价接近 8 个月来的最低水平。本周 261.4 万头的屠宰量偏高，表明屠宰厂能够满足其屠宰计划，但也突显出准备进入市场的生猪供应充足。USDA 还宣布了一项新的示范计划，旨在提高美国 9 家猪肉厂的屠宰速度，此前法律当局在 3 月份因工人安全问题而放缓了放慢了屠宰速度。新的示范计划将运行一年，并徵得肉类屠宰厂工人工会的同意。据分析师称，此举可能会使全国屠宰能力增加多达 2.5%。新政策帮助推高了周中的瘦肉猪期货价格，但由於对生猪体重增加和中国猪肉进口减少的担忧日益加剧，市场在周五之前失去了动力。USDA 於 11 月 9 日的月度产量更新中也小幅提高了对第四季度猪肉产量的估计，而中国报告，自 2020 年 2 月以来的最低月度肉类和禽肉进口量为 664,000 吨。自 10 月初以来，猪肉价格大幅上涨 50% 以上，中国猪肉市场分析师普遍对市场获得进一步发展持否定态度。展望未来，美国市场显示出喜忧参半的迹象；国内猪肉销售可能会因牛肉价格高涨得到提振，而出口似乎受到中国需求减弱和欧盟价格竞争力增强的压力。

猪屠体分切价格：2021 年 11 月 15 日 - \$93.93 美元/百磅（较 2021 年 11 月 8 日减少 1%）

## 产业动态

按照劳工部的消费者物价指数（CPI）衡量，美国 10 月份的商品和零售服务价格较 2020 年 10 月增长了 6.2%，较 9 月增长了 0.9%。包括能源、住房、汽车和食品在内的价格全面上涨。一般食品类别较去年同期上涨 5.3%，为 2009 年 1 月以来的最大涨幅。肉类、禽肉、鱼类和鸡蛋价格同比上涨 11.9%，明显高於其他主食的价格，包括谷物和面包类（3.5%）、乳制品（1.8%）以及水果和蔬菜的 3.0%。肉类方面，牛肉的增幅最大，为 20.1%，禽肉为 7.5%，猪肉为 14.1%。猪肉的涨幅是自 1990 年 12 月以来最大的 12 个月涨幅。CPI 将肉类品种细分为特定项目，“生烤牛肉”类别上涨 24.7%，为劳工部指数所追踪的任何单一食品项目中，最大的年度价格增长。众所周知，疫情期间牛肉需求激增，尽管牛肉分切价（代表批发价格的指数值）於 8 月下旬达到顶峰，但超市价格增长正如预期的那样滞後。展望未来，牛肉零售价格是否会像 8 月下旬至 10 月中旬期间，分切价下降 20%，仍有待观察。有报导称，由於价值过高，美国消费者可能会从牛肉转向其他蛋白质。但追溯到 2010 年以及疫情发生前期，全部牛肉的平均零售价与猪肉平均零售价之比一直保持稳定，为 1.5 - 1.6。相反，牛肉与鸡肉的比例在过去十年中一直在稳步增长，并且今年还出现了一个大增长。另一个有趣的动态为疫情引起的不同分切和同一分切肉的不同质量等级需求和价值变化。我们经常谈论前所未有的肋眼价值，但 PRIME 产品的价格变化与 CHOICE 产品的变化表现不同（请参见下图）。简而言之，尽管 CHOICE 价格有所调整，但优质牛肉的价值仍然较高。常见替代菲力/肋眼/纽约客的牛排需求旺盛；例如近几周，CHOICE 肩胛部板腱的价格已经创下历史新高。由於供应链相关的运输时间延误，美国海外肉类客户面临着美国市场动态的额外滞後时间。

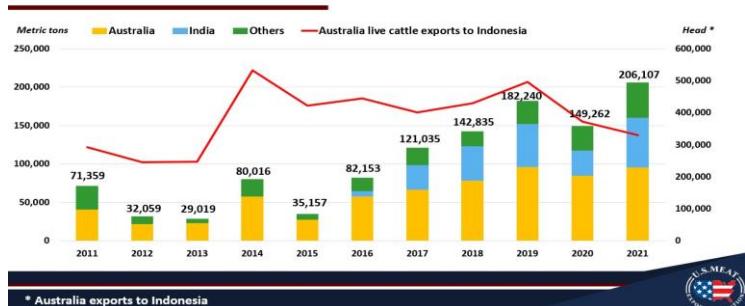
## USDA CHOICE vs PRIME ribeye values: 2021 to date



## 贸易新闻

尽管 CoVID 对印尼造成了沉重的打击，但其肉类贸易一直很活跃，2021 年 1 月至 9 月的牛肉总进口量为 20.6 万吨，创下了同期记录，其中 38% 的同比增长率为所有主要牛肉进口国中最快的。封城对牛肉需求的影响也并不大，因牛肉进口量增加抵消了澳洲活体未肥育牛只运输量减少的影响。而在活牛方面，澳洲的高价格包括高饲料成本以及 CoVID 限制在内的运营困难带给印尼肥育场沉重的打击，并降低了当地牛肉的竞争力。2021 年第三季度，所有进口牛肉的平均每吨价格比 2019 年第三季度 CoVID 爆发前增长 14%，而出售给印尼的澳洲未肥育牛只平均每头成本上涨 40%。尽管有媒体报导禁令，但巴西牛肉和印度水牛仍持续的在进口。除了中国之外，印尼为今年进口美国牛肉市场增长最快的前十名；随着美国 9 月进口至印尼的牛肉达到 3,875 吨的月度记录，出货量似乎正在加速。

## Indonesia's beef & cattle imports: Jan-Sept



## 美国肉类出口协会活动预告：

新加坡国际食品与饮料展 - 新加坡：2022 年 3 月 28-31 日  
SIAL 国际食品展(上海)：2022 年 5 月 18-20 日