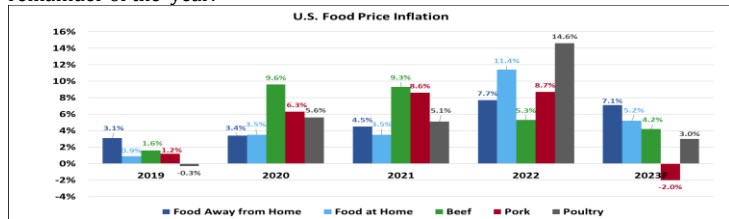


SUPPLY & DEMAND

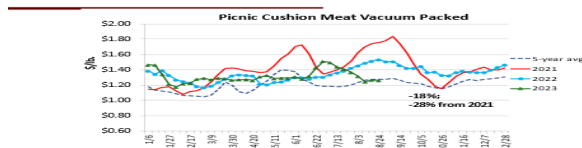
Wholesale beef values closed last Friday mostly level with the previous week, with the USDA cutout up about **3%** from its August 21 finish. Institutional purchasing was completed early last week for yesterday's Labor Day holiday, leaving last week's market choppy. Mild firmness in rib and end meat wholesale prices were offset by weakness in thin meats such as plates and flanks. Last week's unsettled market underscores concern among the industry about the outlook for beef demand for the remainder of the year. Overall, there was slightly bearish sentiment through the week as average U.S. retail beef prices remain in record territory while competitor protein prices have softened. The average retail pork price in July was \$4.70 per lb., while the average chicken price was \$2.50 per lb. This is compared to \$8.31/lb. for USDA CHOICE beef (across all cuts.) Moreover, the macroeconomic environment remains somewhat on edge as the Federal Reserve has signaled the war against inflation has yet to be concluded; this uncertainty could affect the extent to which consumers are willing to open their wallets during Q4 for high-priced beef. Also on the negative side is the slower pace year-to-date of U.S. beef exports, although total volumes are still high from a historical perspective. On the live side, fed cattle prices were mostly steady-to-weaker through last week with some concern surfacing about the slowing pace of fed cattle moving to slaughter plants. Although the overall herd reduction is well measured, the number of cattle on feed remains higher than forecast, with the pace of cattle exiting feedlots (marketings) in recent months much slower than that for animals entering feedlots (placements). Feedlotters may be holding cattle longer on feed as fed cattle weights have shown a sharp uptick in the last week or so. Like for wholesale prices, fed cattle futures were choppy last week, with investors weighing what the pipeline of fed cattle could look like for the remainder of the year.



Beef Choice Beef Cutout Value: 1/9/2023 - US\$314.49/cwt. (-<1% from 21/8/2023)

Wholesale pork prices have dropped approximately **10%** from 2 weeks ago, driven in part by a major **30%** week-on-week downward correction in the belly primal value and a large slaughter number the week before last. Last week's harvest of 2.388 million head was smaller than the 2.495 million head of the week ending August 26, but analysts expect live hog & pork prices to remain under pressure as the seasonal ramp up in slaughter gains momentum. One bullish market factor is the lighter YOY slaughter weights, with last week's average of 274 pounds down 4 pounds from the previous week. This suggests packers are pulling hogs forward into plants to fill harvest schedules, which could translate into a price floor for hog and pork values in the weeks ahead. The market outlook was mixed as of the end of last week, with bulls believing institutional buyers will begin to stock up on pork for October National Pork month features. Exports and new sales were also robust during the week ending August 24th, with higher activity by **Japanese, Korean** and South American buyers. Lower prices for commodity raw material items such as picnics could be driving fresh overseas buying interest (see GRAPH below). On the negative side, the buying mood of U.S. consumers is waning under macro pressures, and seasonally, retailers begin to pull back on pork grilling item promotions (e.g., ribs, butts for smoking) as the weather cools. Another complicating factor is beef prices; retailers are aware of tightening supplies but exactly how retailers will position various protein options this coming holiday period remains unknown.

U.S. Pork Picnic Cushion Meat



Hog Carcass Cutout Value: 1/9/2023 -US\$93.70/cwt. (-11% from 21/8/2023)

ACTIVITIES:

Restaurant and Bar, Hong Kong: September 5-7, 2023 (**Today**)
FHC Shanghai Global Food Trade Show: Nov 8-10, 2023

MARKET MAKERS

Ground has been broken for a new beef slaughter & processing facility in Southern Illinois by existing meat processors **Saline River Farms, LLC**. When fully operational, the new U.S. \$80 million plant will be capable of harvesting 1,600 head per day of cattle. Saline River Farms executives have also stated that at a later time they may use the facility to harvest hogs. News reports highlighted that the new facility is being supported by an Illinois state tax credit program, and by a \$1.5 million grant from the Meat & Poultry Supply Chain Capital Grant Program along with an additional \$6 million grant from USDA. The facility will be situated approximately halfway between Nashville and St. Louis, a location near cattle but one where few beef harvest plants currently operate.

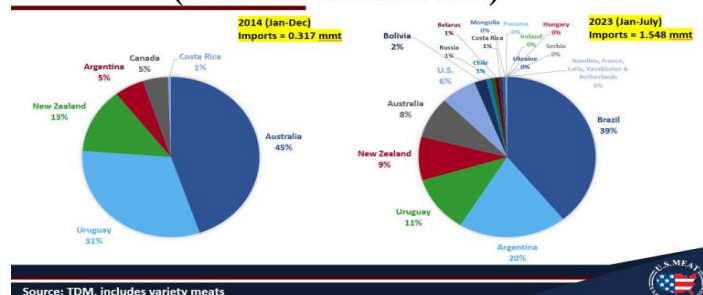
MOVING AHEAD

Several years ago, food industry analysts were predicting that U.S. consumption of plant-based meats (Altmeats) would increase significantly, posing risks to the market share of conventional meat & poultry industries, especially for key volume items such as ground beef & chicken nuggets. A new report by **Cobank** analysts provides detailed data showing that over the past few years, U.S. consumer purchasing of Altmeats has stalled & reversed, with the total volume of Altmeats sold during the year ending in early July 2023 declining **21%** compared to CY 2020 sales. Altmeat sales peaked in 2020 at just under 27,000 tons (total U.S. conventional meat & poultry consumption is approximately 40 million tons), having risen a dramatic **76%** over the 1-year period from 2019 to 2020. Since that time, consumers have switched back to lower-cost familiar proteins amid higher food price growth overall. Surveys indicate that consumers have long perceived Altmeats as of poor value relative to other proteins. Cobank found that Altmeats still invoke negative consumer perceptions in terms of flavor/mouthfeel and preparation versatility, with affordability also a major purchasing deterrent. In June of this year, the average retail price per pound of refrigerated plant-based meats was U.S. \$8.40, compared to \$7.58 for conventional beef (USDA all fresh beef index); the average price of ground beef – a target of Altmeat producers – was U.S. \$5.10/lb. High prices are still limiting the U.S. household penetration of Altmeats to about 10%, but the industry believes that new acceptance of the category by flexitarians (i.e., compared to strict vegetarians) may widen appeal in the future. As competition grows among Altmeat producers, profitability has declined with market leader **Beyond Meat's** stock price dropping from the \$120/share range to \$12 in the last 2 years. Manufacturers are looking to reposition the value proposition of Altmeats by pivoting from the original principal claims of "better for you", to consumer messaging about sustainability and "good for the planet". It is too early to state how the growth in new cell cultured meat could impact Altmeat sales.

TRADE

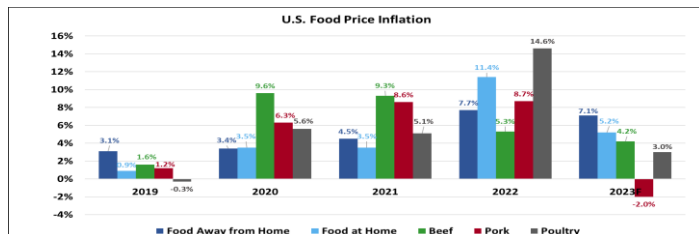
News surfaced last week of the conclusion of a new bilateral veterinary protocol which will enable central American beef producer and exporter **Nicaragua** to commence boneless, bone-in and select beef offal exports to **China**. Nicaragua exported approximately 110K tons of beef last year to all destinations, with its largest markets being the USA, **El Salvador**, and other surrounding central American markets, as well as **Taiwan**. Although precise statistics are not available, Nicaragua's beef exports account for a large % of the country's total merchandise exports, and the estimated ratio of exports to production of 90% (2018) is believed to be one of the highest among all beef producing countries. On the import side, the new protocol with Nicaragua furthers what has been a significant expansion in beef market access agreements by China over the last decade. In 2013, China imported beef from only 9 nations, but through the 1st half of this year, trade data shows the #1 beef importer purchasing product from nearly 2 dozen suppliers (see GRAPH below).

China : Total Beef Imports (volume: '000 metric tons)



供应与需求

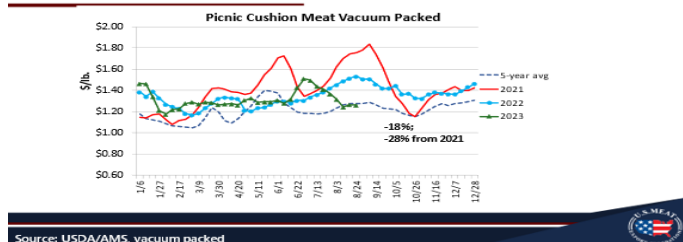
上周五牛肉批发价格收盘价基本与前一周期持平，美国农业部牛肉分切价格较 8 月 21 日收盘价上涨约 3%。上周初，机构采购因昨日劳动节假期而提早完成，使得上周市场显示震荡走势。肋骨部和肩胛和后腿部批发价格的小幅坚挺被胸腹和腹部等薄肉部位的疲软所抵消。上周不稳定的市场凸显了行业对今年剩余时间牛肉需求状况的担忧。总体而言，由于美国零售牛肉平均价格仍处于创纪录水平，而竞争的其他蛋白质肉类价格已经走低，本周市场情绪略有看跌。7 月份猪肉平均零售价格为每磅 4.70 美元，而鸡肉平均零售价格为每磅 2.50 美元。相比之下，7 月份精选级牛肉平均零售价格为每磅 8.31 美元（包括所有分割部位）。由于美联储暗示对抗通胀的战争尚未结束，宏观经济环境仍然有些紧张；这种不确定性可能会影响第四季度消费者愿意掏腰包购买高价牛肉的程度。同样不利的一面是，今年迄今美国牛肉出口速度放缓，尽管从历史角度来看，总出口量仍然很高。在活牛方面，上周出栏牛价格大多持稳至走弱，因人们对出栏牛进入屠宰场的速度放缓感到担忧。尽管总体牛群的减少是确定的，但育肥场中的牛只数量仍然高于预测，近几个月牛只离开育肥场（出栏）的速度远慢于架子牛进入育肥场（安置）的速度。育肥场主可能会延长饲养牛的时间，因为育肥牛的体重在过去一周左右出现急剧上升。与批发价格一样，出栏牛期货价格上周也出现波动，投资者在权衡今年剩余时间里出栏牛的供应情况。



美国农业部牛肉屠体价格指数（特级选）：2023 年 9 月 1 日 - \$314.49 美元/百磅（较 2023 年 8 月 21 日减少<1%）

猪肉批发价格较两周前下跌约 10%，部分原因是腹部初级分切的价格大幅环比回调 30% 以及前一周屠宰量较大。上周的屠宰量为 238.8 万头，低于截至 8 月 26 日当周的 249.5 万头，但分析师预计，随着季节性屠宰量的增加，生猪和猪肉价格仍将面临压力。一个看涨市场的因素是同比屠宰重量较轻，上周平均屠宰重量为 274 磅，比前一周下降 4 磅。这表明屠宰场正在将生猪提前运到工厂以满足屠宰时间表，这可能会转化为未来几周生猪和猪肉价格的底部。截至上周末，市场前景好坏参半，乐观人士相信机构买家将开始为 10 月份全国猪肉月活动储备猪肉。截至 8 月 24 日的一周，出口量和新销量也强劲，日本、韩国和南美买家的活动有所增加。前腿等大宗商品原材料价格较低可能会推动新的海外购买兴趣（见下图）。不利的一面是，在宏观压力下，美国消费者的购买情绪正在减弱，而且随着天气变冷，零售商开始减少猪肉烧烤产品的促销活动（例如肋排、烧烤用的肩胛部位）。另一个复杂的因素是牛肉价格：零售商意识到供应紧张，但零售商在即将到来的假期期间将如何定位各种蛋白质的供应选择仍不得而知。

U.S. Pork Picnic Cushion Meat



猪肉屠体分切价格：2023 年 9 月 1 日 - \$93.70 美元/百磅（较 2023 年 8 月 21 日减少 11%）

美国肉类出口协会活动预告：

香港餐饮展 - 香港：2023 年 9 月 5-7 日（今天）

FHC 上海环球食品展：2023 年 11 月 8-10 日

产业新知

现有的肉类加工商 **Saline River Farms, LLC** 在伊利诺伊州南部的牛肉屠宰和加工设施已破土动工。全面投入运营后，这座耗资 8000 万美元的新工厂将能够每天屠宰 1,600 头牛。Saline River Farms 的高管还表示，稍后他们可能会使用该设施来屠宰生猪。新闻报道强调，新设施将得到伊利诺伊州税收抵免计划、肉类和家禽供应链资本补助项目 150 万美元资助以及美国农业部 600 万美元的额外拨款的支持。该设施将位于纳什维尔和圣路易斯之间的大约中间位置，该地点靠近牛群，但目前很少有牛肉屠宰厂运营。

产业动态

几年前，食品行业分析师预测美国植物性肉类（替代肉类产品）的消费量将大幅增加，对传统肉类和家禽行业的市场份额构成风险，尤其是绞牛肉和鸡块等关键产品。Cobank 分析师的一份新报告提供了详细数据，显示在过去几年中，美国消费者对替代肉类产品的购买已经停滞并出现逆转，截至 2023 年 7 月初的一年中，替代肉类产品的总销量与 2020 年销量相比下降了 21%。替代肉类销量在 2020 年达到峰值，接近 27,000 吨（美国传统肉类和家禽消费总量约为 4,000 万吨），在 2019 年至 2020 年的一年时间内大幅增长了 76%。从那时起，随着食品价格整体上涨，消费者又开始转向成本较低的熟悉的蛋白质产品。调查表明，消费者长期以来一直认为替代肉类相对于其他蛋白质来说价值较低。Cobank 发现，替代肉类产品在风味/口感和制作的功能性方面仍然引起消费者的负面看法，而价格承受能力也是主要的购买威慑因素。今年 6 月，每磅冷藏植物肉的平均零售价为 8.40 美元，而传统牛肉的平均零售价为 7.58 美元（美国农业部所有新鲜牛肉指数）；绞牛肉（替代肉类生产商的目标）的平均价格为 5.10 美元/磅。高价格仍将替代肉类产品在美国家庭的渗透率限制在 10% 左右，但业内人士认为，替代肉类对弹性素食者（即与严格素食者相比）可能会在未来扩大吸引力。随着肉类替代生产商之间的竞争加剧，盈利能力下降，市场领导者 **Beyond Meat** 的股价在过去 2 年里从每股 120 美元跌至 12 美元。制造商正在寻求重新定位替代肉类的价值主张，从最初的“对你更好”的主要主张转向向消费者传递有关可持续发展“对地球有利”的信息。现在断言新型细胞培养肉的增长将如何影响替代肉的销售还为时过早。

贸易新闻

上周有消息称，尼加拉瓜签署了一项新的双边检疫协议，该协议将使中美洲牛肉生产国和出口国 **尼加拉瓜** 能够开始向 **中国** 出口去骨、带骨和特定牛副产品。尼加拉瓜去年向各个目的地出口了约 11 万吨牛肉，其最大的市场是美国、**萨尔瓦多** 和其他周边中美洲市场以及 **中国台湾地区**。尽管没有准确的统计数据，但尼加拉瓜的牛肉出口占其商品出口总量的很大一部分，预计出口占产量的比例为 90%（2018 年），被认为是牛肉生产国中最高的之一。在进口方面，中国与尼加拉瓜的新协议进一步推动了过去十年牛肉市场准入协议的大幅扩展。2013 年，中国仅从 9 个国家进口牛肉，但截至今年上半年，贸易数据显示，第一大牛肉进口国从近 24 个供应国家采购产品（见下图）。

China : Total Beef Imports (volume: '000 metric tons)

