



U.S. Meat Bulletin

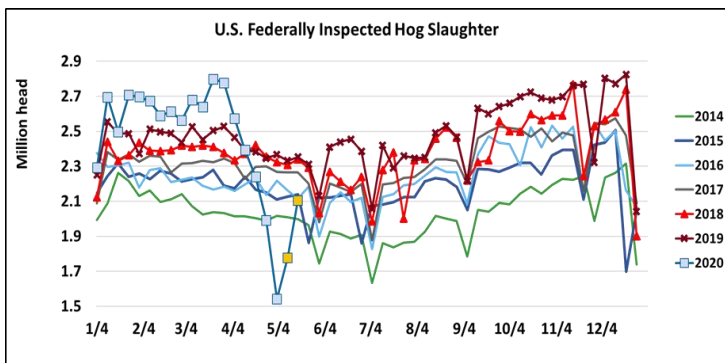
May 19, 2020 Volume XII | Issue 5.3

SUPPLY & DEMAND

The spike in beef prices started to moderate mid-last week, after increasing **91%** over the past three weeks through last Friday. Since the USDA CHOICE's cutout value peaked on May 12, it has declined **12.6%** through yesterday May 18. It should be mentioned that 1 major beef packer announced that it was temporarily lowering its wholesale prices of ground beef, and select round and chuck cuts to its retail customers in order to keep beef prices "affordable". But prices to consumers remain at record high levels; wholesale ground-beef prices last week topped \$6.21 a pound according to the USDA, more than triple the cost at the beginning of March. Weekly estimated beef production last week was **10.2%** higher from the previous week but still down **23%** from the same week a year ago. Weekly U.S. cattle slaughter totaled 499,000 head, up **10.4%** from the 1st week of May but down **24.6%** from last year. Year to date U.S. beef production is down **4.7%** from last year with slaughter down **6.7%**. The last of the larger U.S. beef harvest plants that had been closed due to CoVID-19 re-opened yesterday, meaning that all of the U.S. major slaughter facilities are now back in operation. Most however are still running at slower line speeds; although it is too early in the week to project slaughter levels, yesterday's harvest was approximately **10%** higher than that on Monday May 11, suggesting this week's slaughter could fall in the 525 to 550K head-per-week level. A CEO of one of the major beef packers commented over the weekend that resuming pre-CoVID slaughter volumes in the 660K head per week range could take some time, with re-engineered plants, employee screening, and other social distancing measures resulting in lower efficiencies. Moreover, with greater meat industry employee testing, health officials are finding more CoVID-19 cases, as outbreaks in Texas over the past weekend demonstrated. Estimates are that 15% of the USA's 500+K meat plant workers have been absent from the workplace in recent weeks. On the demand side, meat purchases at retail remain strong while recovery in the foodservice sector has just started. Analytics show sales of meat from supermarkets across the U.S. between the hardest hit period of March 8 and May 5 were up **45.2%** in dollar terms and **34.5%** in volume. On the foodservice side, Mother's Day, usually the busiest restaurant day of the year in the U.S., was celebrated at home last week, driving more retail sales. As the country re-opens, questions remain about the recovery trajectory of foodservice (see next column). On the live cattle side, packers paid noticeably higher prices for fed steers last week, widening the gulf between current trading levels and futures prices, which remain depressed. Ranchers and feeders still see big negatives ahead as cattle back up on pastures and in feedlots. They note that even if packers can get plants operating at pre-CoVID-19 levels, the overhang of cattle could keep cattle prices depressed well into next year.

Beef Choice Beef Cutout Value: 18/5/2020 - US\$414.95/cwt. (-11% from 11/5/2020)

The rapid gains in U.S. pork wholesale prices may have come to an end, with the average pork primal cutout value rising just **1%** last week. Yesterday, May 18, the pork cutout fell **2.4%** as hog slaughter volumes rebounded from the previous week. Average primal ham and belly values fell, although retail cuts including butts, loins and ribs all advanced by double digit percentages. Last week's slaughter of 2.103 million head was up **18.5%** from the previous week, but still roughly **-10%** year-on-year. The backlog of hogs is reflected in higher slaughter weights, which at 291 pounds (132 kgs) are roughly 2 kgs higher than year-ago levels. The pace of hog slaughter this week should continue to rebound, although line speeds remain slower than pre CoVID-19 conditions. High pork prices are temporarily discouraging fresh export purchases; during the week ending May 7, new sales to overseas buyers declined a significant **76%** from the prior 4-week average (see TRADE next column). Although CoVID-19 has resulted in massive industry disruption, CoVID19 has had little impact on feed grain production, and USDA is predicting relatively low corn and soy prices this year and next. Despite the CoVID-19 turmoil in meat plants, many of which are situated in main grain producing areas, this year's corn and soy planting conditions are being described as some of the best in years.



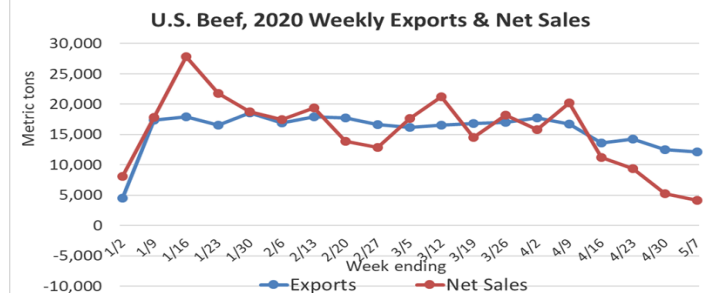
Hog Carcass Cutout Value: 18/5/2020 - US\$107.46/cwt. (-12% from 11/5/2020)

CORONAVIRUS AND THE U.S. RED MEAT SUPPLY CHAIN

As the U.S. meat industry rebounds, analysts are issuing their predictions of what the industry will look like under 'new normal' conditions. The first analyses of what a post CoVID-19 market may look like were released last week by USDA in their monthly WASDE report. USDA revised its 2020 U.S. beef production estimate down **6.1%** to 11.69 million tons since its April report. Because of slowdowns in processing capacity at beef harvest plants, USDA expects that larger placements of cattle into feedlots, and higher flows of fed cattle into plants will be pushed later into the year and into 2021, leading to a significant **6.6%** year-on-year growth in beef production next year. USDA assumes live steer slaughter weights, which are already running 40+ pounds (18 kgs.) higher than year-ago levels, will stay high in 2021. Because of high cattle supplies and reduced harvest capacity during the current quarter, USDA forecasts that the 2020 full year value of a fed steer (live weight basis) will average U.S. \$1.00/lb. this year, down from the actual average of \$1.17/lb. in 2019. Through April, USDA was estimating 2020 U.S. pork production at 13.154 million metric tons, but last week lowered that number **5.5%** to 12.444 million metric tons. Pork production will rebound **2.9%** next year. While there is little doubt that production will drop this year, meat demand is much harder to predict. The general assumption has been that the sharp drop in foodservice utilization of meat & poultry is not being offset by the surge in retail sales. That said, the easing of lockdowns and the re-opening of restaurants has added back an important demand component since the beginning of May. According to a survey by NPD's CREST Performance Alerts, for the week ending May 3 total transactions were down **26%** from year ago, compared to a **32%** decline the prior week and a decline of **43%** the week ending April 12, which was the low point of the CoVID-19 disruption. In terms of dollar terms, the National Restaurant Association (NRA) estimates that total national restaurant sales declined U.S. \$80 billion during March and April. The recovery of the restaurant sector may be slower than other parts of the economy, due to lingering reticence by consumers to dine-in & continued social distancing measures which will restrict restaurant capacity. Market research firm Packaged Facts estimates total U.S. restaurant revenues could decline by **25%** this year, while booking service OpenTable predicts that 25% of all U.S. restaurants may not re-open. In the medium to longer term, analysts believe CoVID-19 may accelerate the ongoing growth in market share of the QSR and fast casual segments of the industry. In 2019, the NRA estimated that of the USA's total \$863 billion in total industry receipts, full service restaurants constituted the #1 segment with sales of \$285 billion, while QSR receipts totaled \$247 billion. There is no doubt that fast food outlets have fared better during the pandemic, as many remained open to takeaway service. And over the past few weeks, foodservice analysts Urner Barry have observed that fast food operators were experiencing a "V-shaped" recovery, with the performance of major chains including **McDonald's**, **Chipotle**, and **Starbucks** improving quickly. Nevertheless, with much of the U.S. just weeks into a re-opening, uncertainty reigns over just what the restaurant industry will look like during Q3 and beyond.

TRADE

On the international side, demand for U.S. beef and pork has slowed, as expected, as U.S. beef and pork prices have soared. USDA's latest export sales report for the week ending May 7th showed marked reductions in new U.S. beef sales to main markets **Japan**, **Korea**, and **Mexico** (see chart below), while new pork sales weakened well. This slowdown demonstrates the rationing effect of high prices, and with U.S. plant activity recovering, and prices now dropping, export activity is expected to rebound in the coming weeks. Even with the recent slackening of purchases and shipments, total U.S. beef muscle cut exports (volume) so far this year (through May 7th) are up **15%** from the pace of last year while pork muscle cut exports are up **68%**. China shipments have accounted for nearly 41% of total U.S. pork muscle cut exports so far this year, compared to just 18.8% for all of last year. For U.S. beef, the five Asian markets of Japan, Korea, **Taiwan**, **HK** and **China** accounted for 77% of total international shipments through early May of this year, above their collective market share of 66% for CY 2019.



ACTIVITIES:

Restaurant & Ba Restaurant & Bar, Hong Kong: Sep 1-3, 2020
SIAL, Shanghai: September 28-30, 2020
Food Taipei, Taiwan: December 17-20, 2020



美国肉品新知

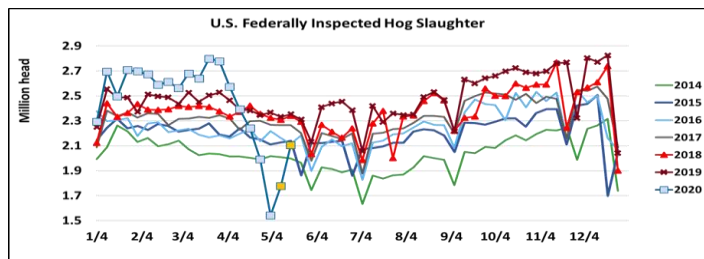
2020年5月19日第十二卷5.3期

供应与需求

截至上周五的过去三周中，牛肉价格上涨 91%。美国农业部(USDA)特选级牛肉分切价格在 5 月 12 日达到顶峰后，截至昨日 5 月 18 日已下跌 12.6%。值得一提的是，一间主要的牛肉屠宰商宣布为其零售客户暂时降低牛绞肉，以及可选级后腿部和肩胛部分切批发价格，以使牛肉价格是「可负担的」。但对消费者来说价格仍在创纪录的高水平。根据 USDA 数据，上周牛绞肉批发价格突破每磅 6.21 美元，是 3 月初时价格的 3 倍多。估计上周牛肉产量与上上周相比增长 10.2%，但与去年同一周相比仍减少 23%。每周美国牛只屠宰量达到 49.9 万头，与 5 月第一周相比增长 10.4%，但与去年同期相比减少 24.6%。年初至今美国牛肉产量比去年减少 4.7%，屠宰量减少 6.7%。最后一个因 CoVID-19 而关闭的大型美国牛肉屠宰厂于昨日重新开放，这意味着现在美国所有主要的屠宰设施都已恢复运作。大多数屠宰厂仍以较慢的生产速度运行；尽管现在预测一周的屠宰量为时过早，昨日屠宰量与 5 月 11 日(上星期一)时的水平相比增长约 10%，这表明本周屠宰量可能达到 52.5 万至 55 万头。一间主要牛肉屠宰公司的执行长在周末发表评论：将屠宰量恢复至 CoVID-19 爆发之前每周 66 万头牛只的范围可能需要一些时间，而工厂再造、员工筛检以及其他社交疏离措施导致生产效率降低。此外，随着筛检更多肉类产业员工，卫生官员发现更多 CoVID-19 确诊病例，如上周末在德州爆发的疫情。据估计，在最近几周中，美国 50 多万名肉类屠宰厂劳工中有 15% 并没有去上班。在需求方面，零售的肉品采购表现仍然强劲，而餐饮业才正开始复苏。分析显示：在受疫情打击最严重的 3 月 8 日至 5 月 5 日期间，美国超市的肉品销售额上涨 45.2%，销售量增长 34.5%。在餐饮业方面，上周母亲节通常是美国餐厅一年中最繁忙的日子，但美国人民在家庆祝节日转而带动了更多零售销售。随着美国重新开放，对于餐饮业复苏轨迹的疑问仍然存在(见右栏)。在活牛方面，上周屠宰商支付较高的金额购买已肥育小公牛，扩大当前交易水平和期货价格之间的鸿沟；期货价格的情况仍令人沮丧。农场经营者和肉牛肥育者看前景仍然负面，牛只仍退回在牧场和肥育场生长。他们指出，尽管屠宰商可以令屠宰厂恢复到 CoVID-19 前的状态下运行，牛只供应过剩可能会使明年的牛只价格持续低迷。

美国农业部牛肉屠体价格指数(特选级)：2020 年 5 月 18 日 - \$414.95 美元/百磅 (较 2020 年 5 月 11 日减少 11%)

美国猪肉批发价格急剧走高的现象可能已经结束，上周猪肉大分切平均价格仅上涨 1%。昨日(5 月 18 日)猪肉分切价格因活猪屠宰量与上周相比有所反弹而下跌 2.4%。尽管零售分切包括梅花肉、里肌和肋排的价格均以两位数百分比增长，后腿肉和腹肋肉平均原始价格下跌。上周猪只屠宰量为 210.3 万头，与上上周相比增长 18.5%，但仍比去同期减少 10%。活猪存货反映了较重的屠体重量，其重量为 291 磅(132 公斤)，与去年同期相比重约 2 公斤。尽管目前生产速度仍比 CoVID-19 爆发之前要慢，本周活猪屠宰率持续反弹。高昂的猪肉价格暂时遏止生鲜猪肉出口和采购。截至 5 月 7 日当周，对国外买家的猪肉销量与前 4 周平均水平相比大幅减少 76%(见右栏)。即使 CoVID-19 导致产业大规模中断，该病毒对谷物饲料生产的影响很小，美国农业部预测今年和明年的玉米和大豆价格将相对较低。尽管肉品屠宰厂发生 CoVID-19 骚乱，且许多工厂都位于谷物生产区，今年玉米和大豆的播种条件被认为是多年来最佳的。



猪屠体分切价格：2020 年 5 月 18 日 - \$107.46 美元/百磅 (较 2020 年 5 月 11 日减少 12%)

新型冠状病毒和美国红肉供应保证

随着美国肉类产业反弹，分析师对「新常态」下肉类产业的前景发表预测。上周美国农业部(USDA)在其世界农业供需报告中首次发布对 CoVID-19 爆发后市场的初步分析。自 4 月的报告以来，USDA 将其 2020 年美国牛肉产量预估下调 6.1% 至 1,170 万吨。由于牛肉屠宰厂的屠宰产能下降，USDA 预测截至今年年底和 2021 年将会有更多的牛只被置入肥育场，且将会有更多的牛只被送往屠宰厂，这将导致明年牛肉产量同比大幅增长 6.6%。小公牛屠体重已经比去年重 40 几磅(18 公斤)；USDA 认为，其重量将在 2021 年时维持高水平。由于本季度牛只供应高而屠宰产能下降，USDA 预测 2020 年全年已肥育小公牛的价格(活体重计算)将平均为每磅 1 美元，低于 2019 年时每磅 1.17 美元的实际平均价格。截至 4 月为止，USDA 估计 2020 年美国猪肉产量为 1315.4 万吨，但于上周将该预估数字下调 5.5% 至 1244.4 万吨。明年猪肉产量将反弹 2.9%。尽管毫无疑问地今年产量将减少，肉品需求却难以预测。一般假设是：餐饮服务的肉类和禽肉使用率急剧减少并未被零售销售增长所抵销。尽管如此，自 5 月初以来封锁政策放宽及餐厅重新运营使得肉类的需求增加。根据 NPD 的 CREST Performance Alerts 一项调查，截至 5 月 3 日当周，餐厅总交易量与去年同期相比减少 26%，与上上周相比减少 32%，与 4 月 24 日当周相比减少 43%，这是自 CoVID-19 后的最低点。美国餐厅协会(NRA)估计，以价值计算，美国全国餐厅营收在 3 月和 4 月共下跌 800 亿美元。餐饮业复苏的速度可能比经济中其他产业要慢，这是因为消费者维持在家用餐，且持续的社交疏离措施导致餐厅的容纳人数受到限制。市场研究公司 Packaged Facts 估计，今年美国餐厅总收入可能减少 25%，而线上订位服务 OpenTable 预测，美国所有餐厅中有 25% 可能不会重新营业。从中长期来看，分析师认为 CoVID-19 可能会加速该产业中餐饮品牌国际(QSR)和快捷休闲餐厅的市场份额持续增长。在 2019 年，NRA 估计在美国总收入达 8,630 亿美元的所有产业中，全桌边服务型餐厅(full service)的营收排名第一，营业额为 2,850 亿美元，而 QSR 收入总计为 2,470 亿美元。毫无疑问地在疫情爆发期间速食餐厅的收入状况更好，许多餐厅仍营业以提供外卖服务。餐饮市场分析师 Urner Barry 观察到在过去几周中，速食餐厅运营商正经历「V 型复苏」，包括麦当劳、奇波雷(Chipotle)和星巴克(Starbucks)在内的主要连锁餐饮店的业绩迅速走高。然而，美国大部分地区的餐厅仅重新营业几周，餐饮业在第三季度及以后的状况仍充满不确定性。

贸易新闻

在国际方面，由于美国牛肉和猪肉价格飙升，市场需求因此走缓。美国农业部截至 5 月 7 日当周的最新出口销售报告显示，美国至主要市场日本、韩国和墨西哥的牛肉销售大幅减少(见下图)，猪肉销售也显著放缓。此放缓现象表明高价配给效应，并且随着美国屠宰厂活动恢复以及牛肉价格正下跌，预计在未来几周出口将反弹。尽管最近销售量和出口量有所减少，今年迄今(截至 5 月 7 日)美国牛肉分切出口(重量)仍比去年同期增长 15%，而猪肉分切出口则增长 68%。截至目前为止，至中国的猪肉出口量占美国猪肉分切出口总量的近 41%，而去年全年仅占 18.8%。就美国牛肉而言，截至今年 5 月初，至日本、韩国、台湾、香港和中国这 5 个亚洲市场的出口量占全球总出口量的 77%，高于 2019 年时 66% 的市场份额。



美国肉类出口协会活动预告：

香港餐展：2020 年 9 月 1-3 日

中国国际食品及饮料展 — 上海：2020 年 9 月 28-30 日

台北国际食品展 — 台湾：2020 年 12 月 17-20 日