



# Poultry Webcast

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November 15, 2023

Trends, analysis, and forecasts for the protein markets

# Agenda

- Feed Ingredients
- Poultry Outlook
- Pork Update
- Beef Update



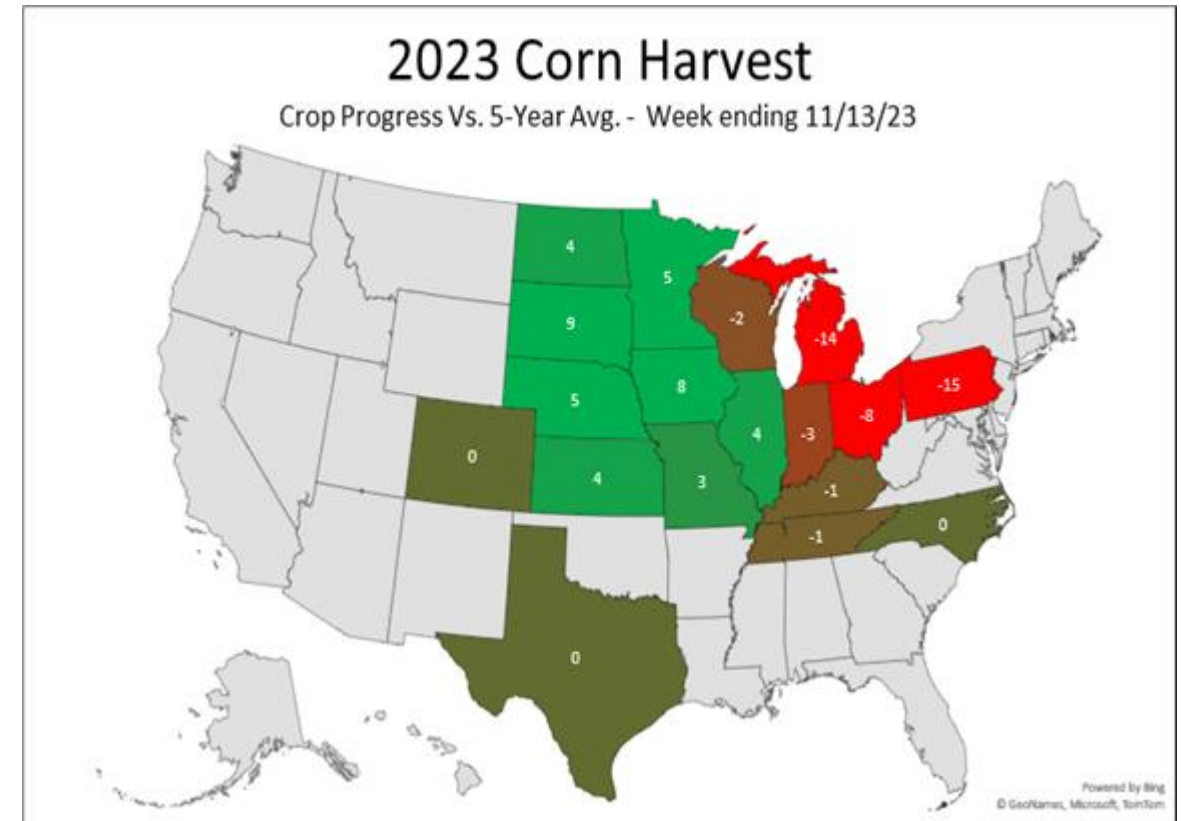
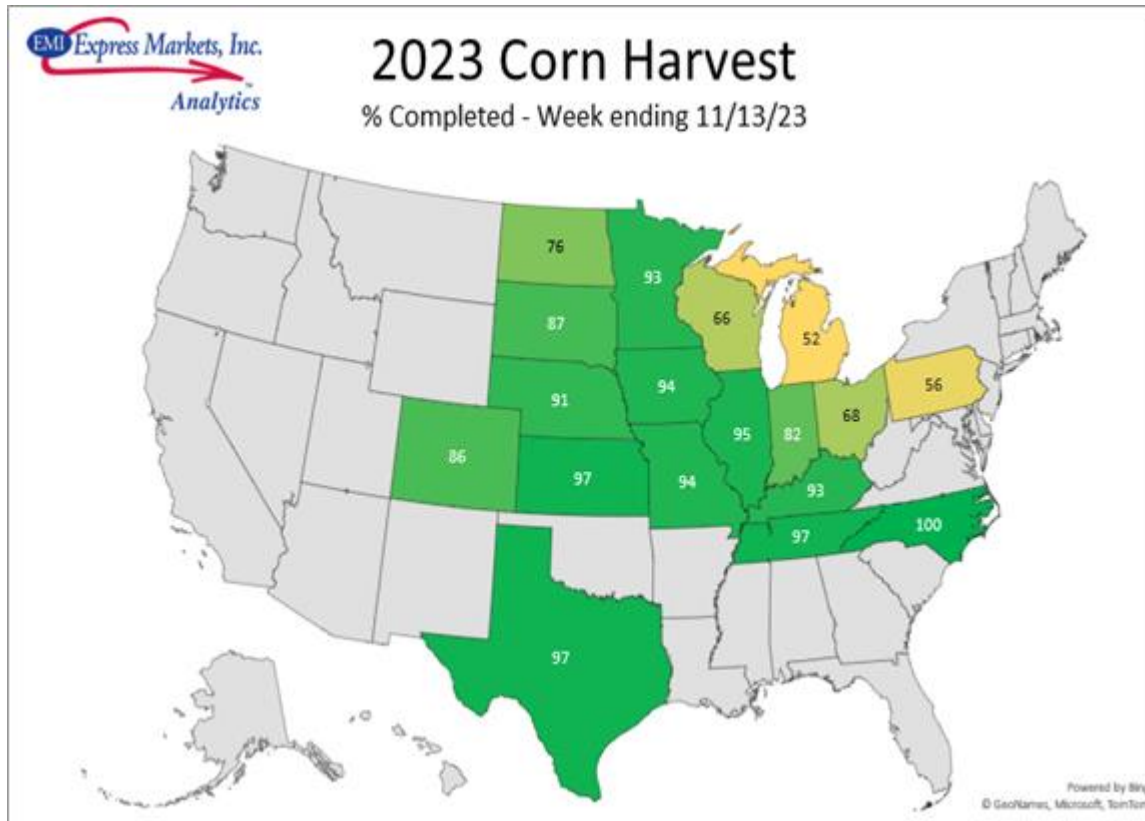


## Brock Snouffer Grain and Commodity Analyst

### Corn & Soybeans

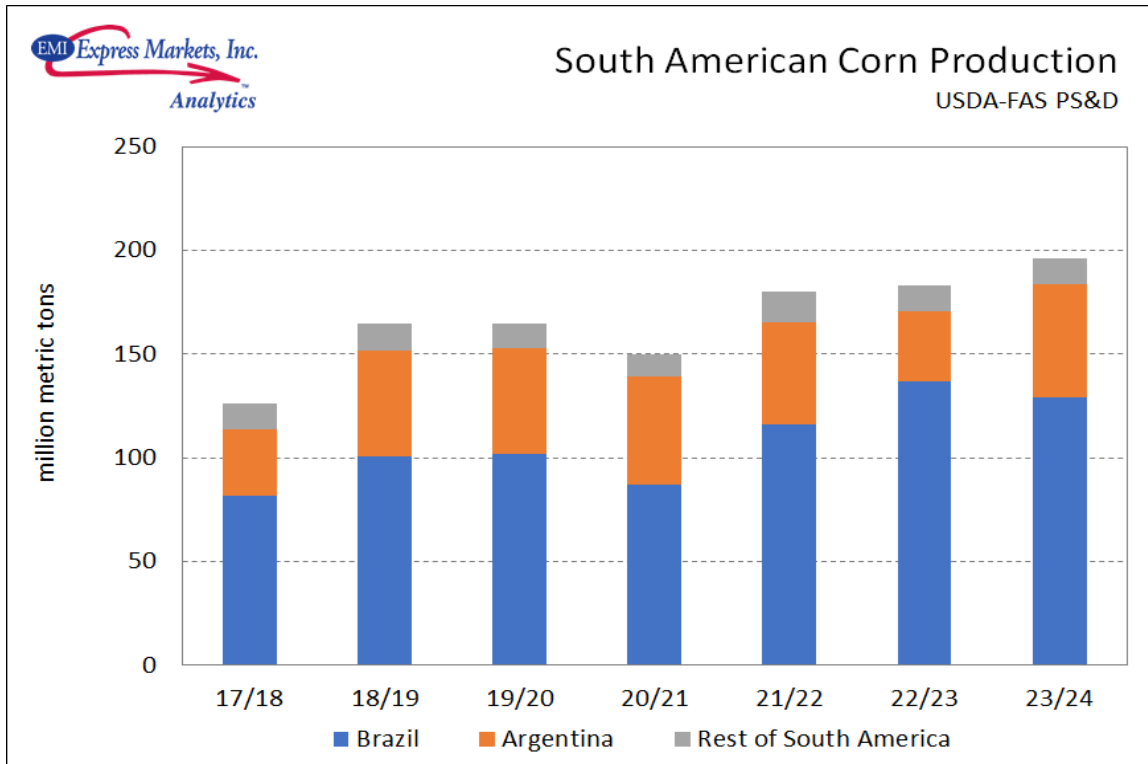
- Production
- Exports
- Biofuels
- Balance Sheet
- Prices

# U.S. Corn Harvest

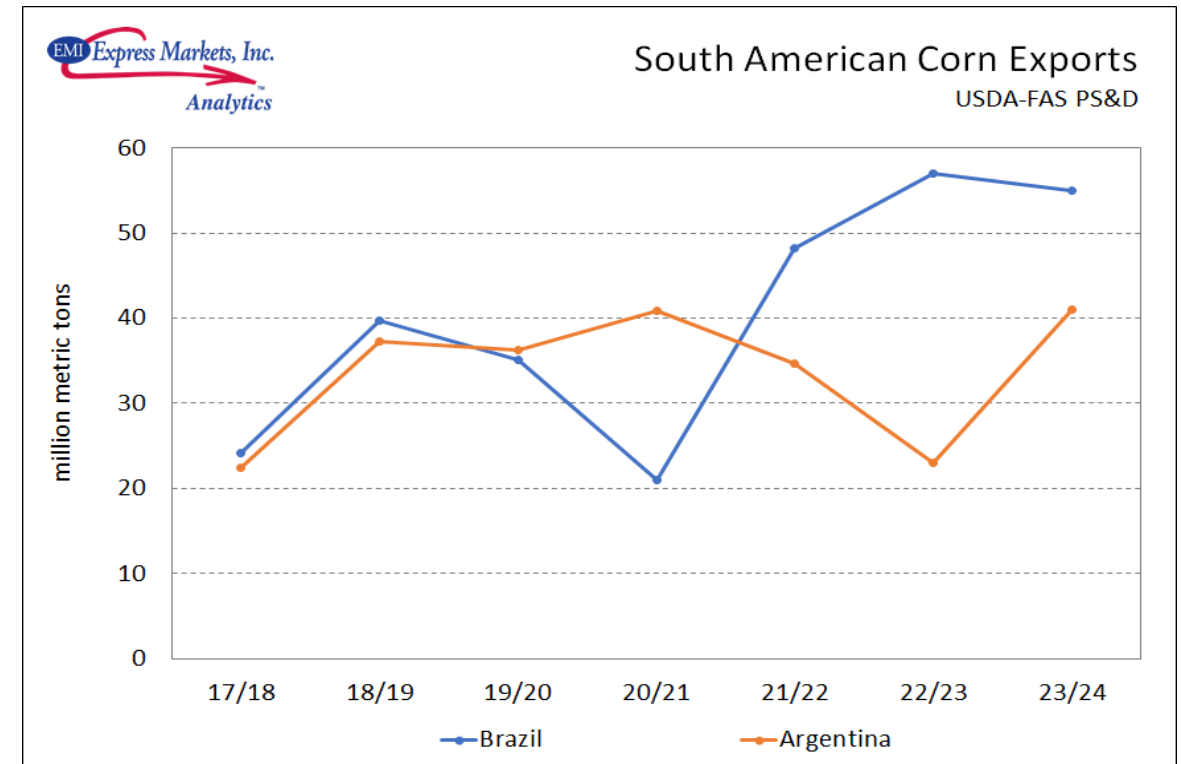


- Corn harvest at 88% completed through 11/13/23, up 2% versus the 5-year average
- Western Corn Belt well ahead of 5-year pace, Eastern Corn Belt a tad slower

# South America Update



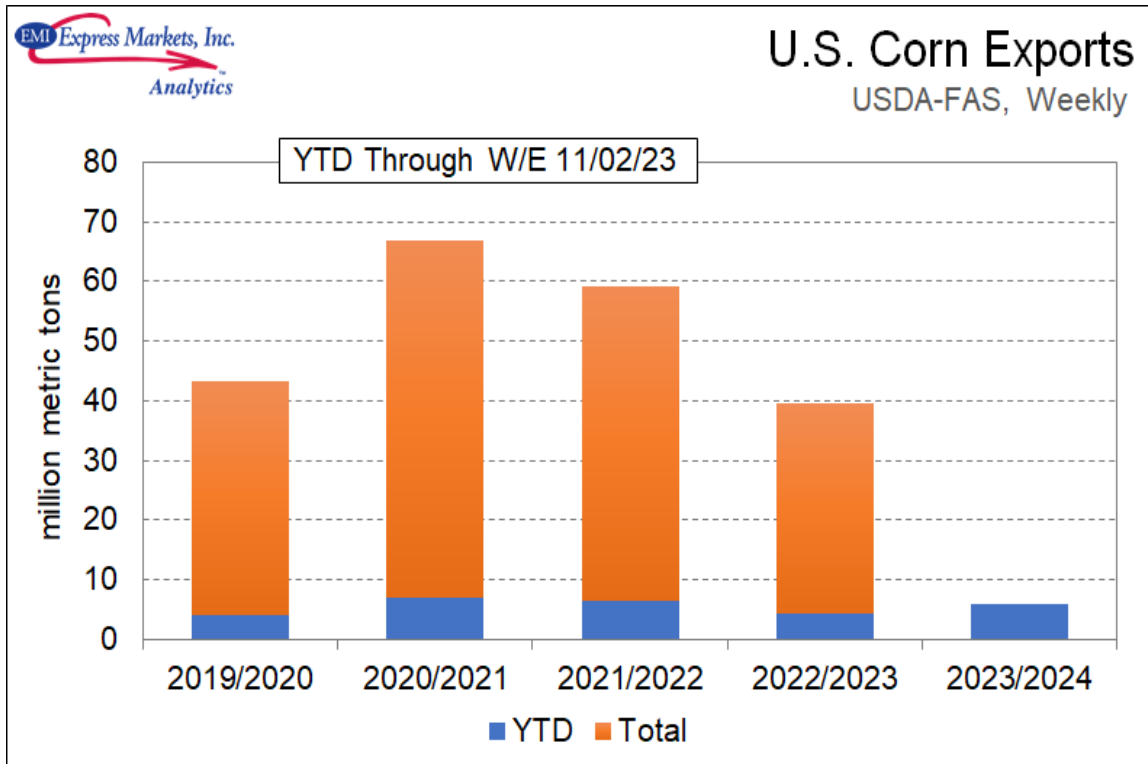
- Brazil production forecast at 129 MMT for 23/24 MY, down 5.8% compared to 22/23 MY Record
- Argentina production forecast at 55 MMT for 23/24 MY, up 61.8% compared to 22/23 MY drought crop



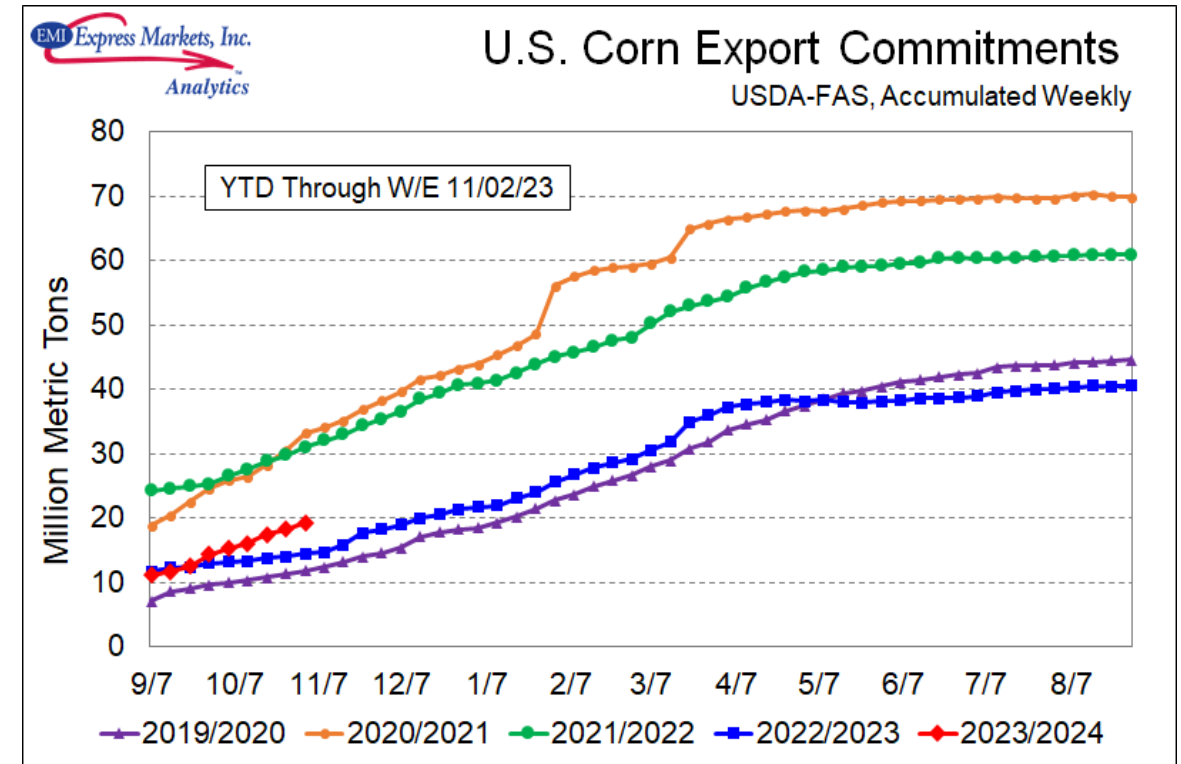
- Brazil overtook U.S. as world's largest corn exporter last MY, forecasted to do the same this MY
- Weather concerns in northern Brazil are delaying soybean plantings and could impact Safrina plantings



# U.S. Corn Exports/Commitments

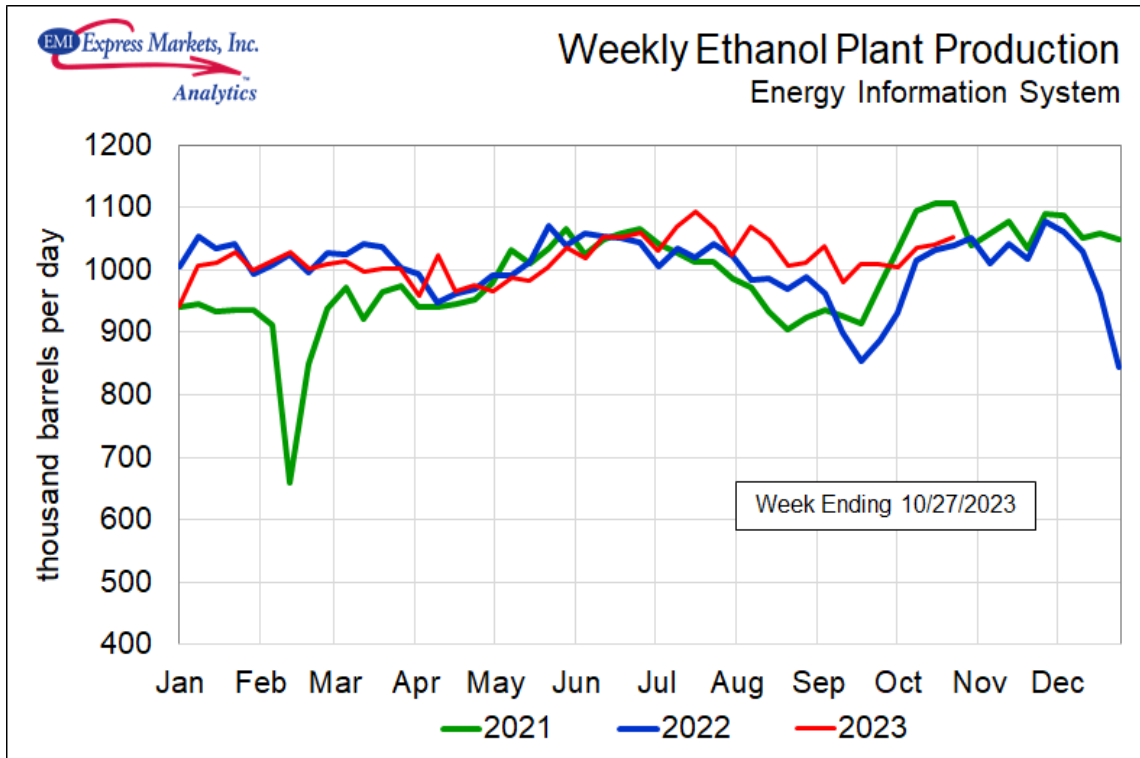


- 5.814 MMT in corn exports through 11/02/23, up 32.1% YTD versus 22/23 MY
- Increased production, weaker U.S. Dollar, and cheaper corn overcoming Mississippi River problems

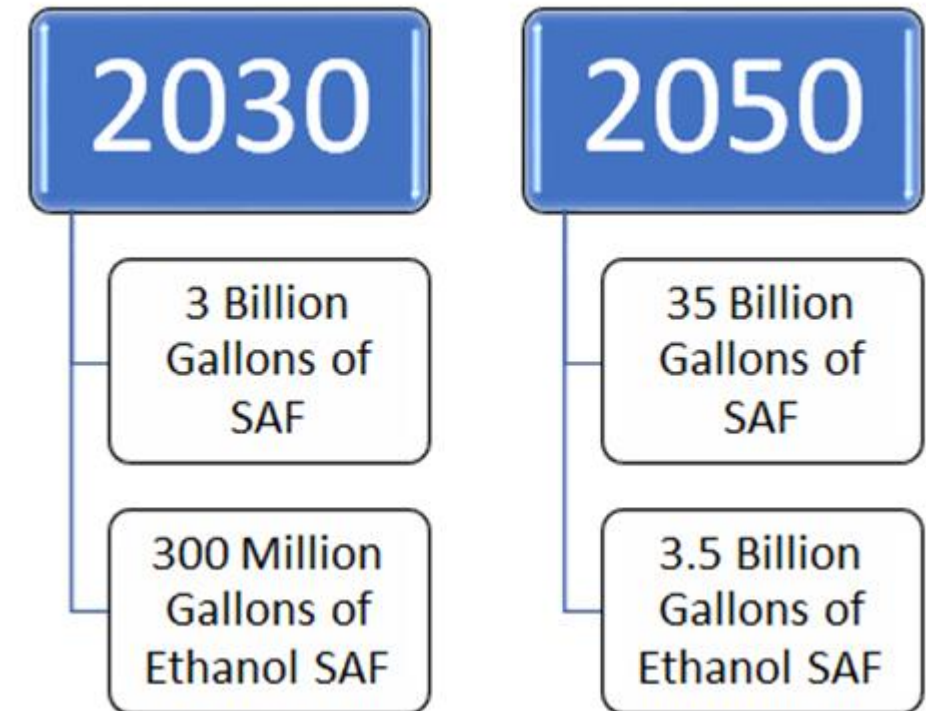


- Total commitments of 19.291 MMT through 11/02/23, up 30.5% YTD versus 22/23 MY
- Concerns on international production could spur more U.S. exports

# Ethanol



- EPA slightly reduces ethanol mandate in final ruling for RFS RVO's through 2025
- U.S. ethanol production at 1.052 million barrels per day for the week ending 10/27/23, up 1.2% versus Y/A



- Biden Admin proposal for future of SAF includes 10% of production coming from ethanol SAF
- Must meet 50% GHG reduction to receive IRA tax credit, currently being lobbied by opposing sides

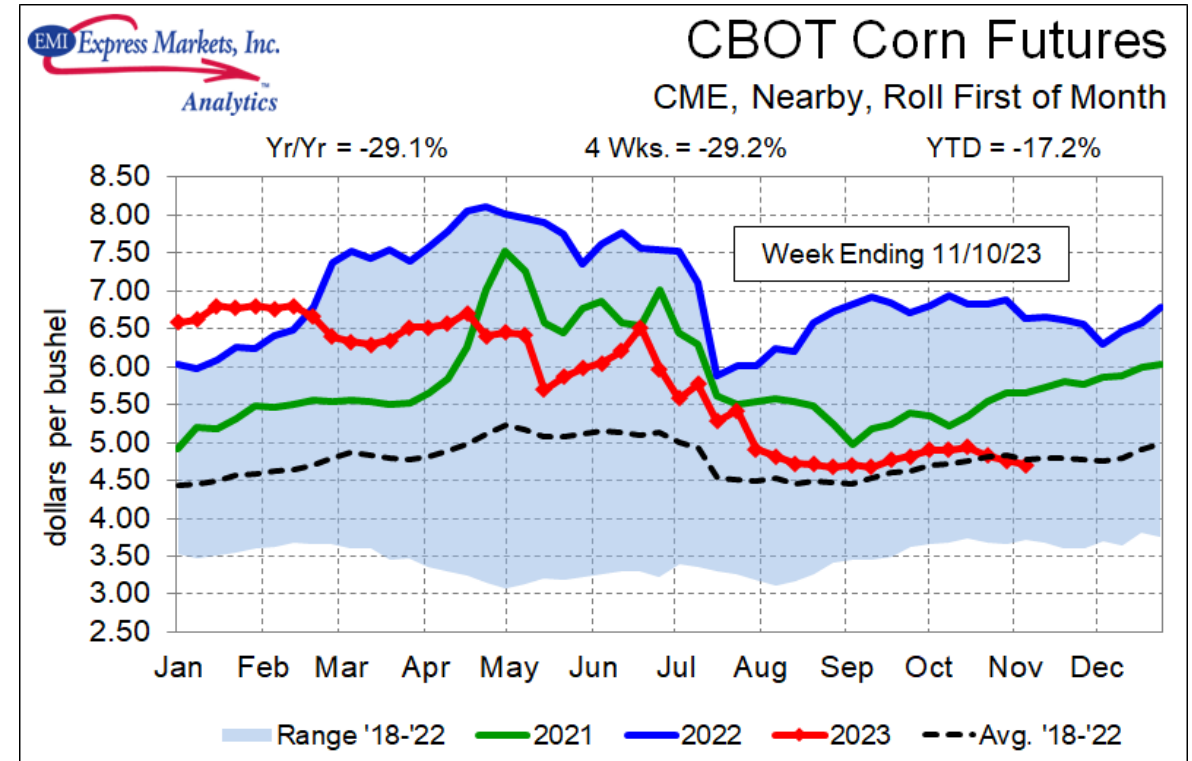
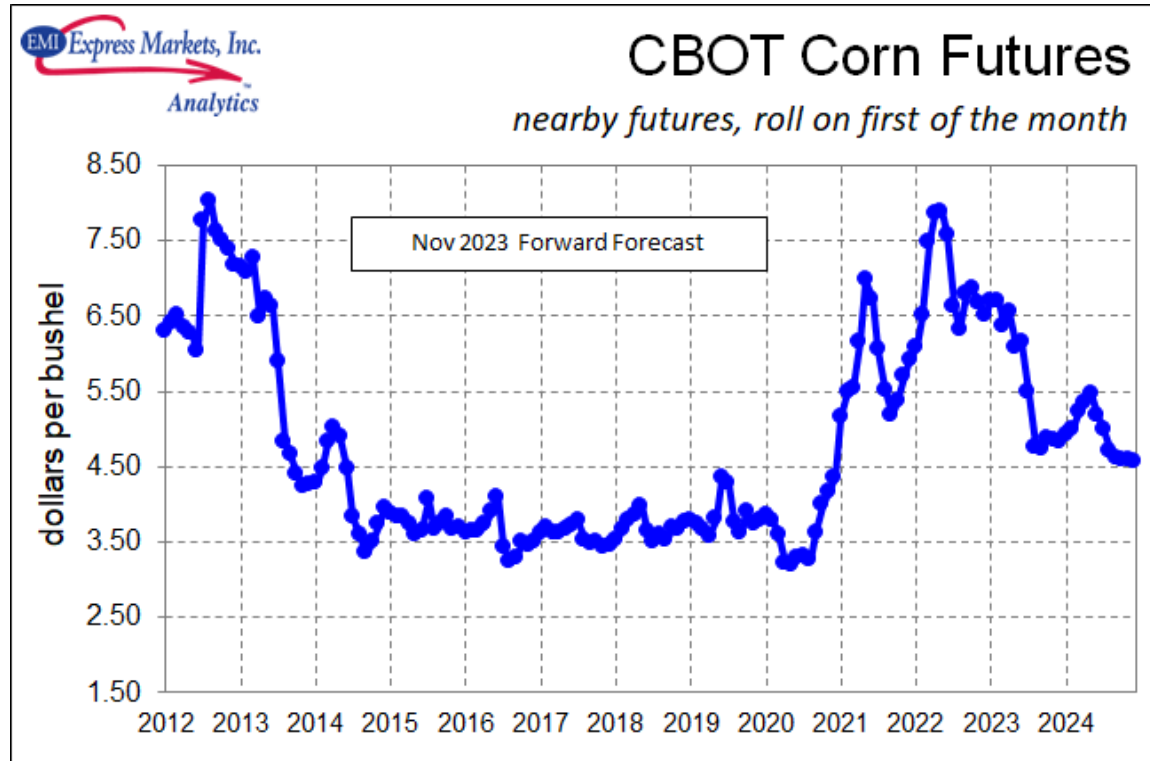
# Corn Balance Sheet

EMI Express Markets, Inc. Analytics				October USDA Forecast	November USDA Forecast	EMI Forecast
CORN	2020/2021	2021/2022	2022/2023	2023/2024	2023/2024	2023/2024
Planted (million acres)	90.7	93.3	88.6	94.9	94.9	94.9
Harvested	82.3	85.3	79.1	87.1	87.1	87.1
Yield (bu./acre)	171.4	176.7	173.4	173.0	174.9	174.2
Beginning Stocks (mill bu.)	1,919	1,235	1,377	1,361	1,361	1,361
Production	14,111	15,074	13,715	15,064	15,234	15,173
Imports	24	24	39	25	25	25
Total Supply	16,055	16,333	15,130	16,451	16,621	16,559
Feed and Residual	5,597	5,721	5,549	5,600	5,650	5,625
Food, Seed and Industrial	6,471	6,764	6,558	6,715	6,740	6,725
Ethanol	5,033	5,326	5,176	5,300	5,325	5,350
Total Domestic	12,068	12,484	12,108	12,315	12,390	12,350
Exports	2,753	2,471	1,661	2,025	2,075	2,025
Total Use	14,821	14,956	13,769	14,340	14,465	14,375
Ending Stocks	1,235	1,377	1,361	2,111	2,156	2,184
Avg Farm Price (\$/bu)	4.53	6.00	6.54	4.95	4.85	
STOCKS TO USE	8.33%	9.20%	9.88%	14.72%	14.90%	15.19%

- WASDE released 11/09/23
- USDA forecast yield increased to 174.9 bu./acre
- Production at 15.234 billion bushels
- Usage increased to 14.465 billion bushels
  - Feed and Residual up 50 MBU
  - Ethanol up 25 MBU
  - Exports up 50 MBU
- Ending stocks of 2.156 billion bushels
- Stocks to Use ratio of 14.9%



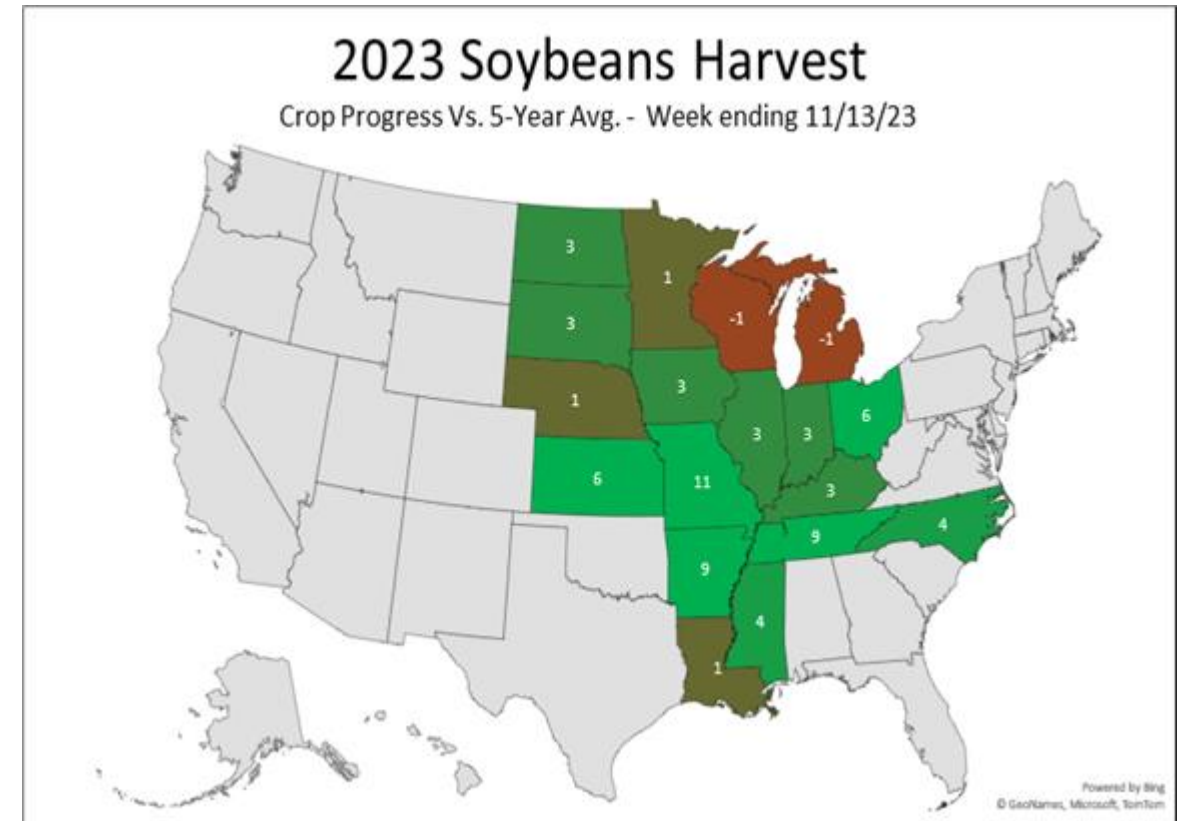
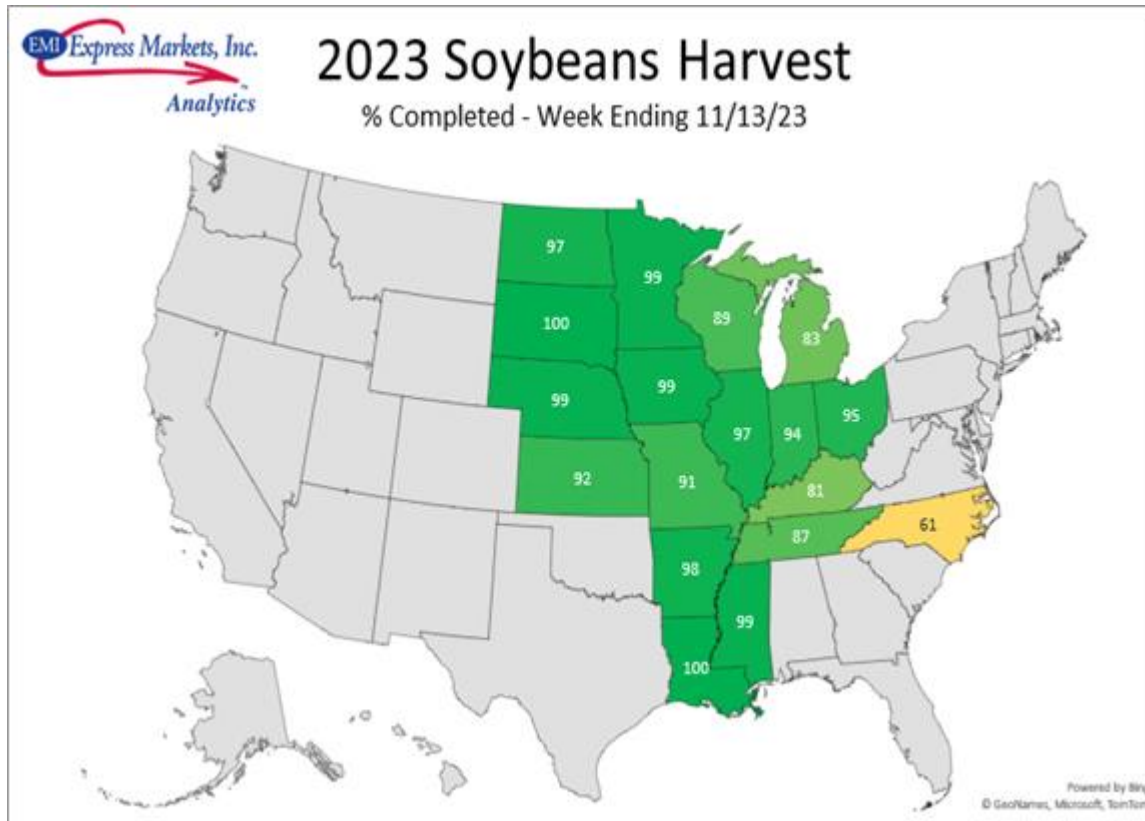
# Corn Prices



- Better yields and extra acres making for larger ending stocks this MY
- Chance of spring rally to buy some acres for corn for 24/25 MY

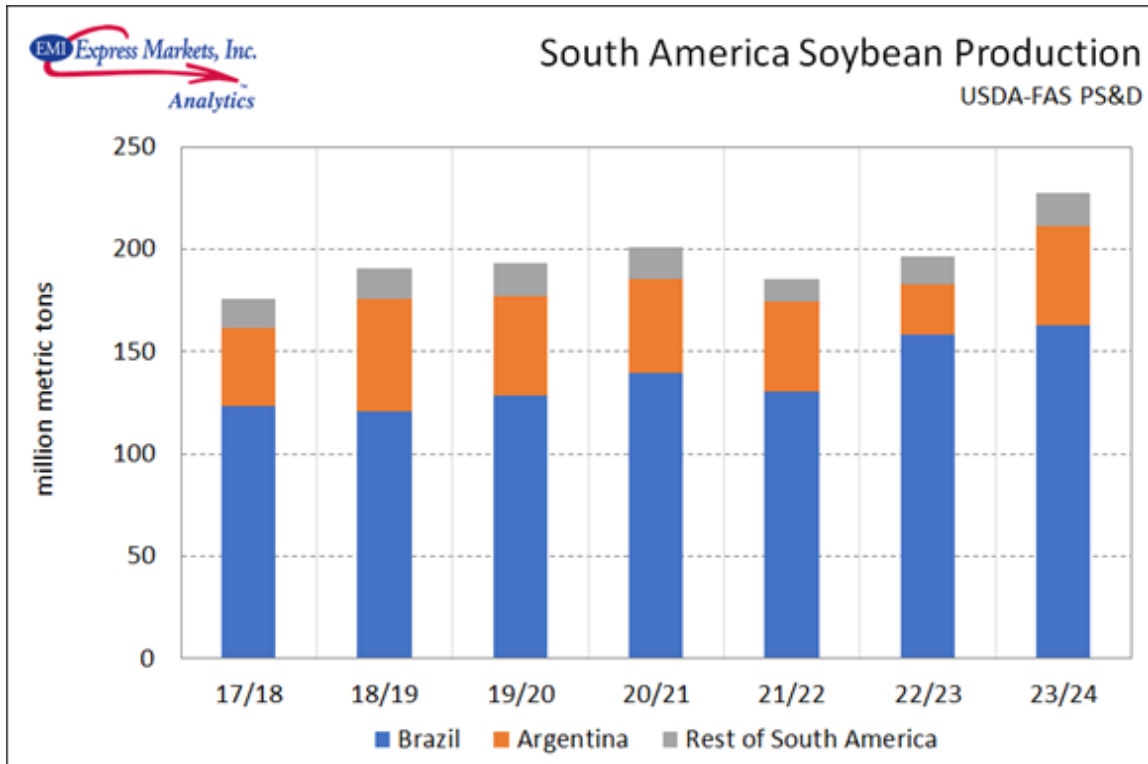
- Soybean rally tried pull corn up with it, but WASDE increased production numbers limiting upside
- Dec Futures trading around \$4.72 Wednesday afternoon, 11/15/23

# U.S. Soybean Harvest

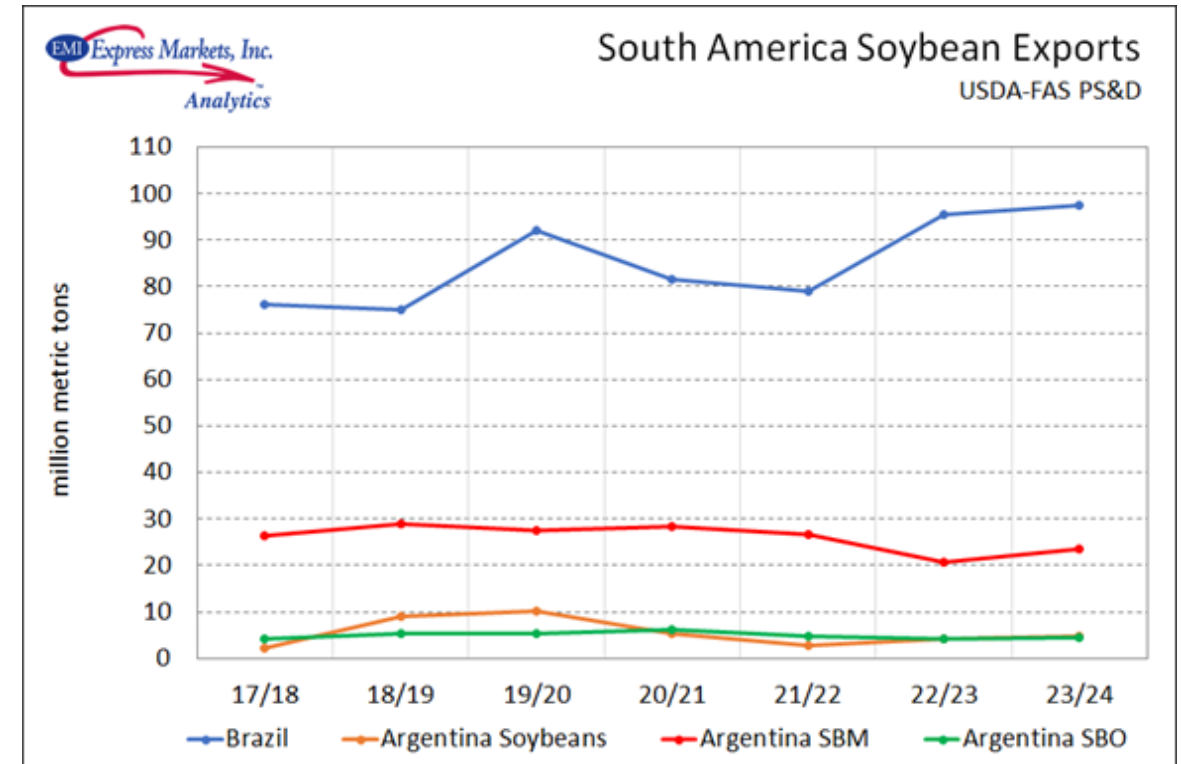


- Soybean harvest at 95% completed through 11/13/23, up 4% versus the 5-year average
- Good progress nationwide, no real concerns

# South America Update

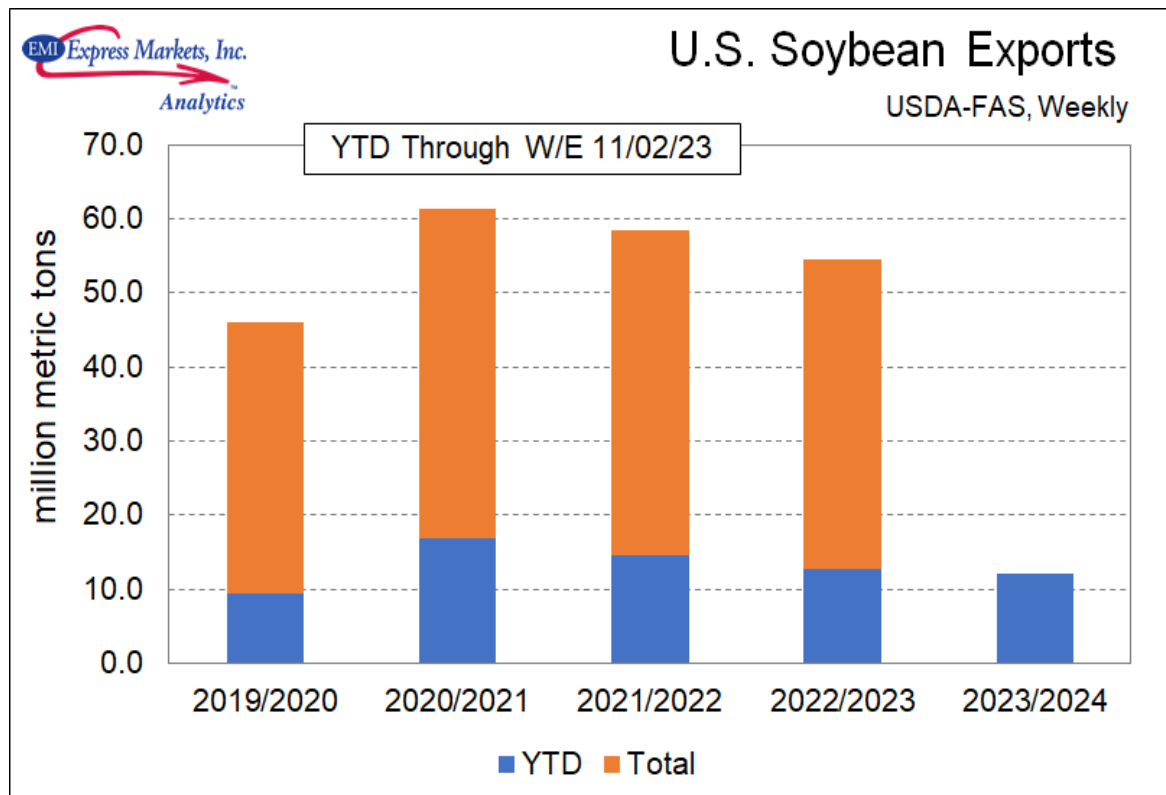


- Brazil production forecast at 163 MMT for 23/24 MY, up 3.2% compared to 22/23 MY Record
- Argentina production forecast at 48 MMT for 23/24 MY, up 92% compared to 22/23 MY drought crop

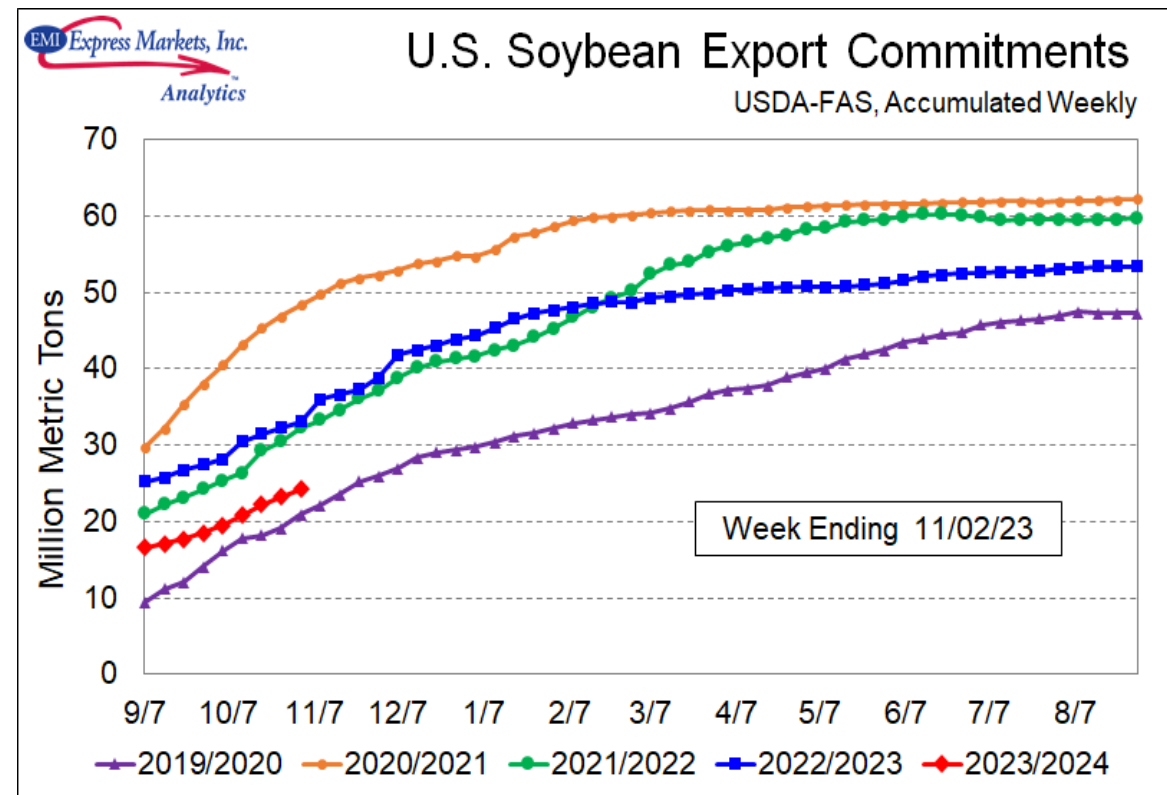


- China wants to diversify sources of soybeans, using South America to help with that
- Weather concerns in northern Brazil are delaying bean plantings. CONAB lowers forecast for 23/24 MY

# U.S. Soybean Exports/Commitments

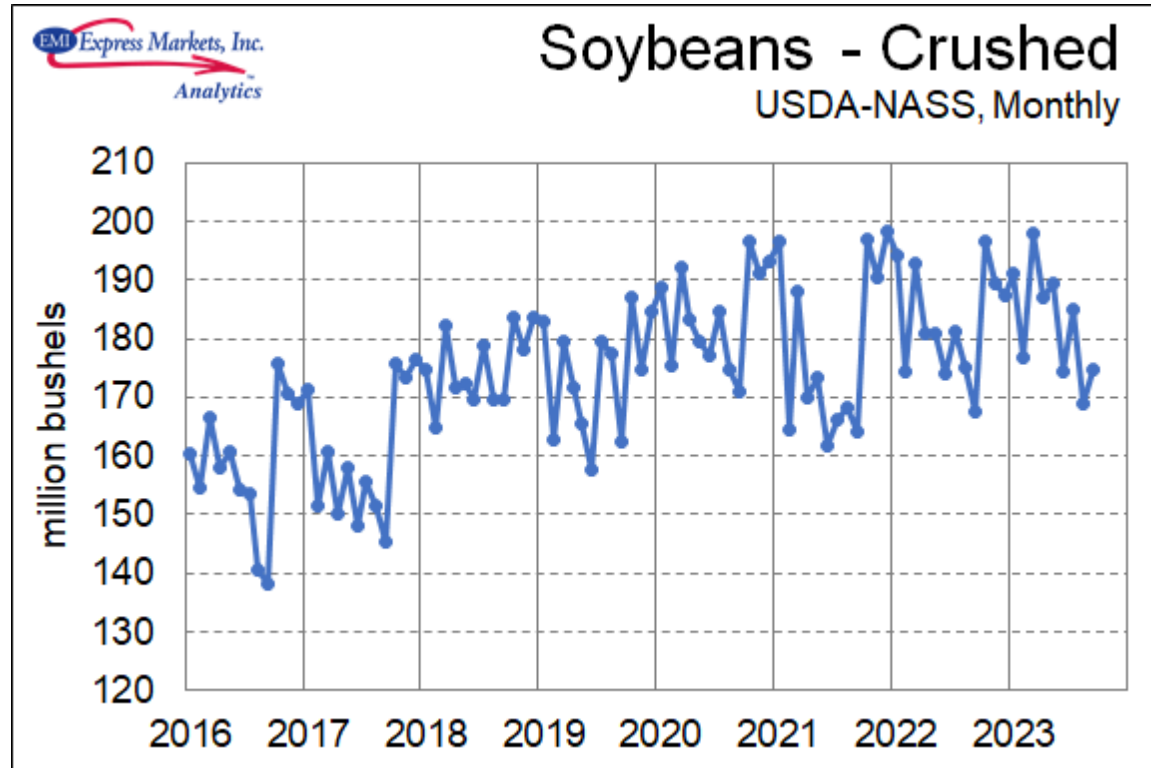


- 11.992 MMT in soybean exports through 11/02/23, down 5.1% YTD versus the 22/23 MY
- Exports to China totaled 8.616 MMT through 11/02/23, up 0.4% against LY. Commitments at 12.714 MMT, down 31.2% YTD versus prior MY.

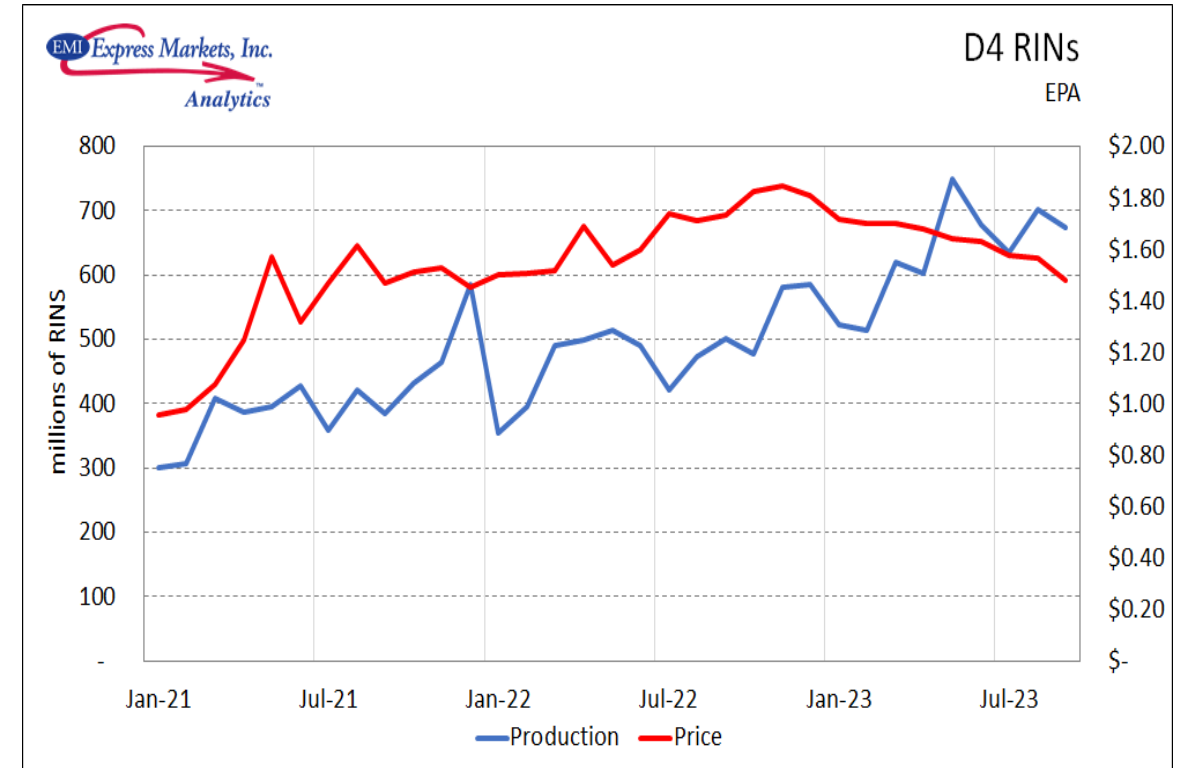


- 24.241 MMT in commitments through 11/02/23, down 26.7% YTD versus the 22/23 MY
- Tighter bean stocks and stronger international competition potentially limiting upside to U.S. soybean exports

# Crush




- September soybean crush up 3.4% from previous month to 175 MBU.
- September 2023 crush up 4.3% against the September 2022 crush



- Oversupply of compliance credits (D4 RINs) in RFS market leads to weaker prices and lower margins on biodiesel
- Alternative feedstock usage (Beef Tallow and Used Cooking Oil) weaken SBO demand

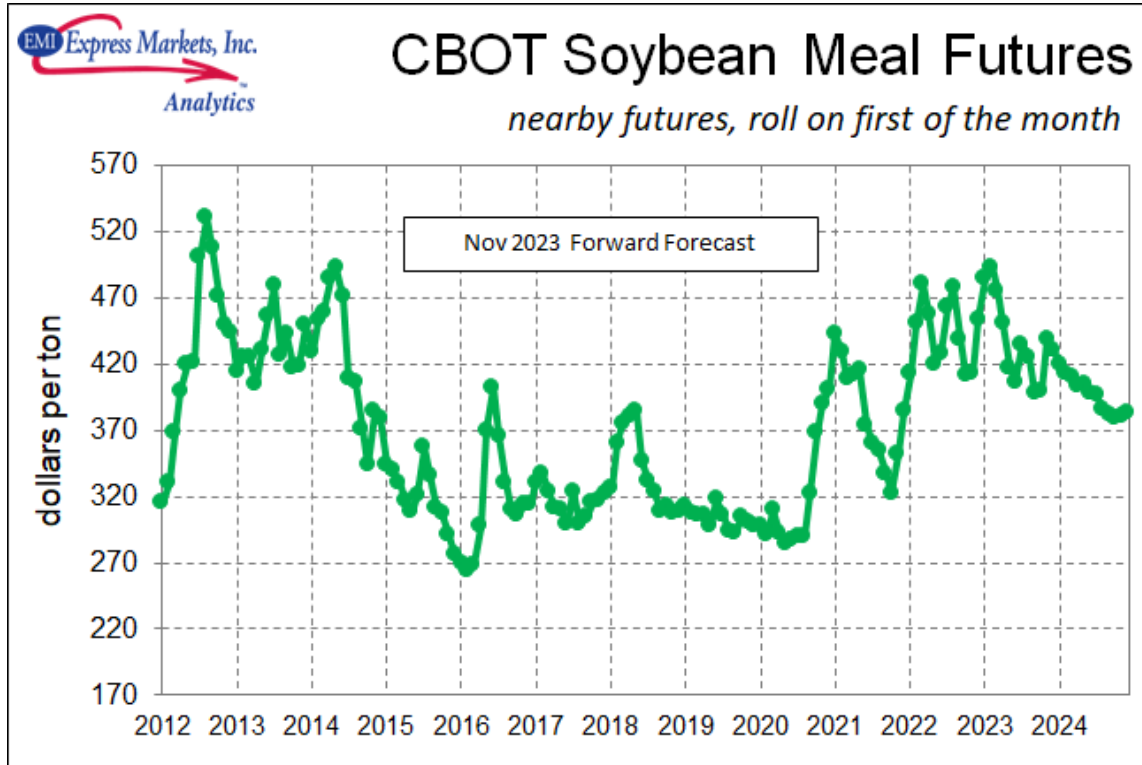


# Soybean Balance Sheet

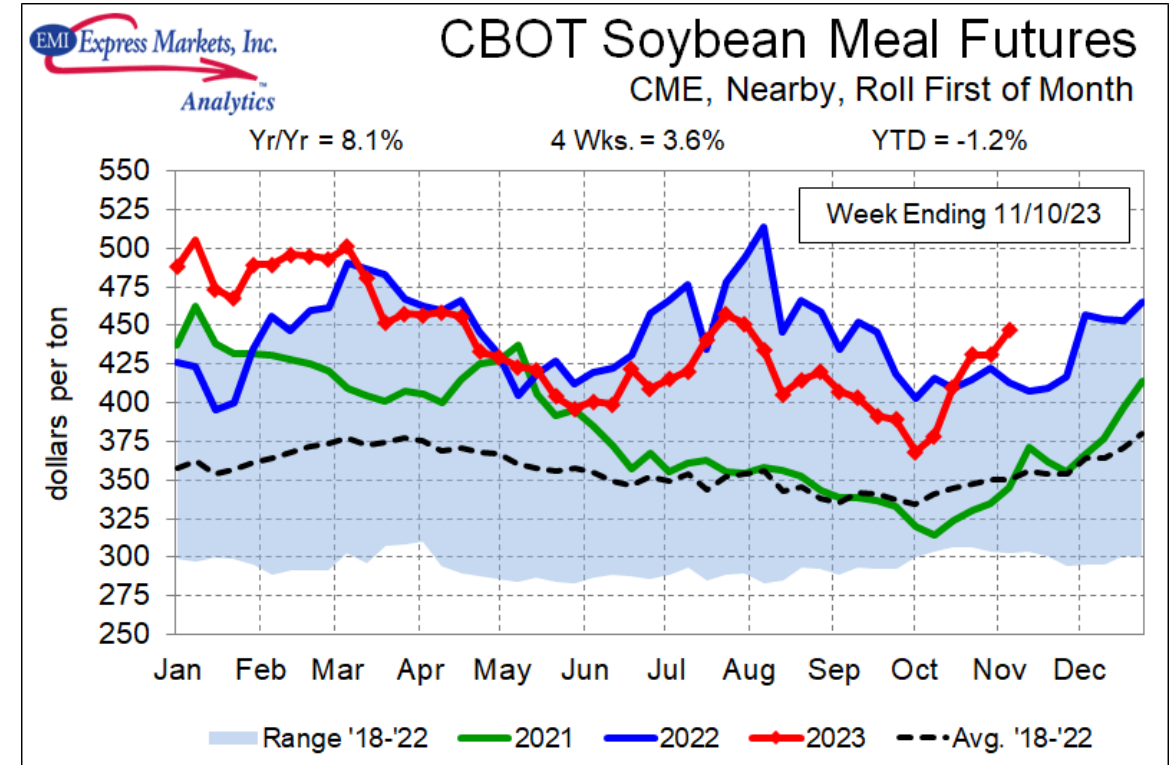
				October USDA Forecast	November USDA Forecast	EMI Forecast
SOYBEANS	2020/2021	2021/2022	2022/2023	2023/2024	2023/2024	2023/2024
Planted (million acres)	83.4	87.2	87.5	83.6	83.6	83.6
Harvested	82.6	86.3	86.2	82.8	82.8	82.8
Yield (bu./acre)	51.0	51.7	49.6	49.6	49.9	49.5
Beginning Stocks (mill bu.)	525	257	274	268	268	268
Production	4,216	4,465	4,270	4,104	4,129	4,099
Imports	20	16	25	30	30	30
Total Supply	4,761	4,738	4,569	4,403	4,428	4,397
Crushings	2,141	2,204	2,212	2,300	2,300	2,300
Exports	2,261	2,152	1,992	1,755	1,755	1,735
Seed	101	102	97	101	101	100
Residual	1	1	-	27	26	15
Total Use	4,504	4,464	4,301	4,183	4,182	4,150
Ending Stocks	257	274	268	220	245	247
Avg Farm Price (\$/bu)	10.80	13.30	14.20	12.90	12.90	
STOCKS TO USE	5.71%	6.14%	6.23%	5.26%	5.85%	5.94%

- WASDE released 11/09/23
- USDA forecast yield increased to 49.9 bu./acre
- Production at 4.129 billion bushels
- Usage at 4.182 billion bushels
- Ending stocks increased to 245 million bushels
- Stocks to Use ratio of 5.85%

# Soybean Meal Prices



- Tight domestic balance sheet and growing concerns on Brazil production pushing soybeans higher
- Domestic crush will grow next year through 2025. New crushing plant in Sandusky, Ohio announced



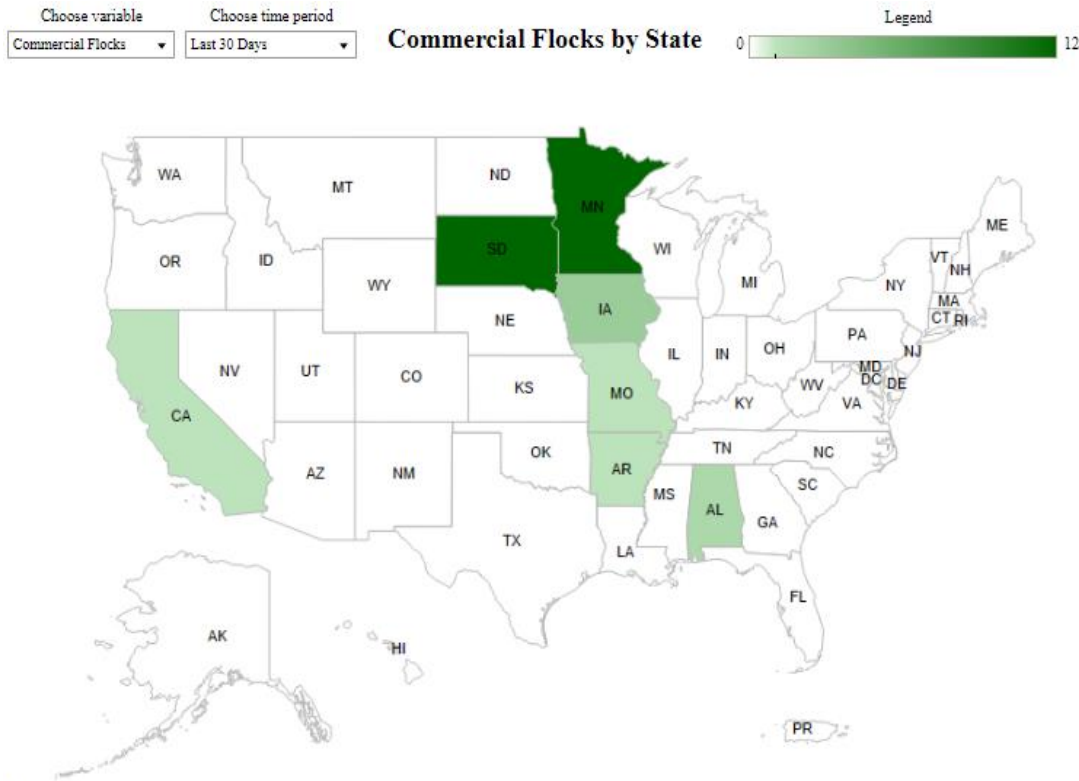
- SBM helping crusher's margins stay green with softer SBO demand from renewable fuels markets
- Dec Futures trading around \$467 Wednesday afternoon, 11/15/23



Amanda Martin  
Director of Poultry

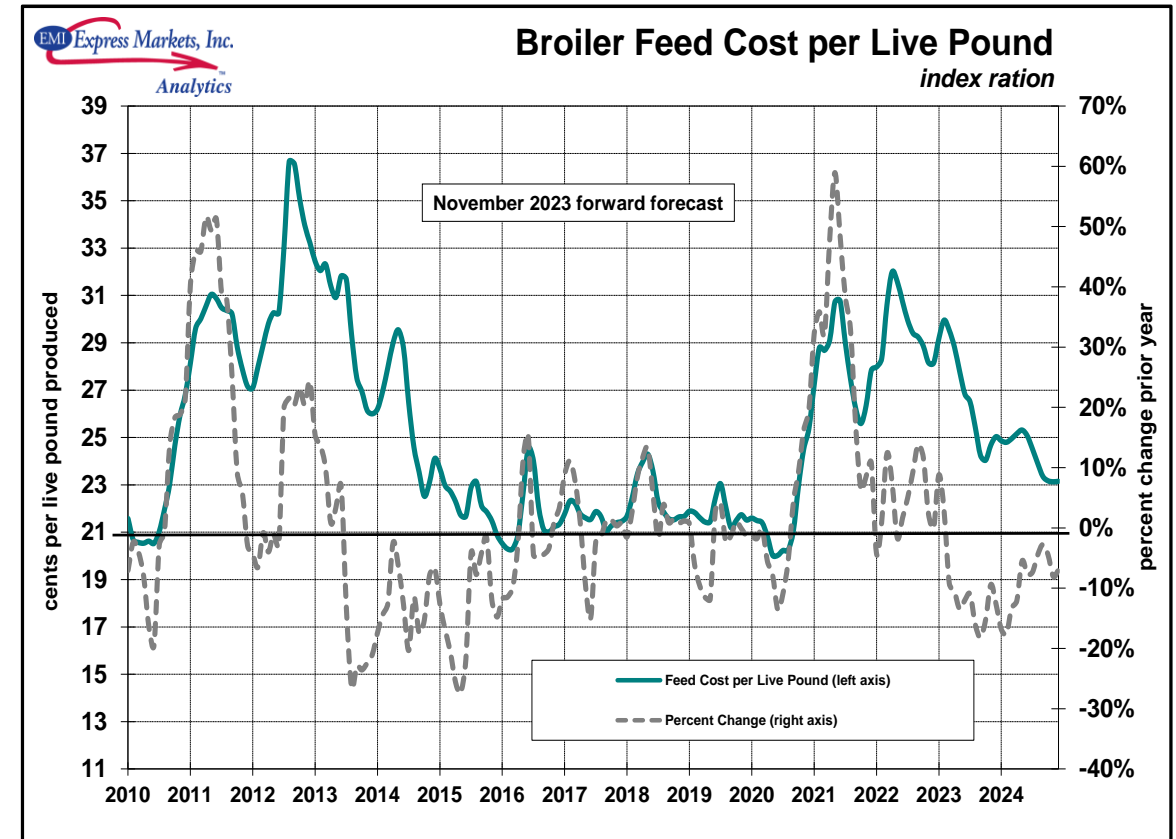
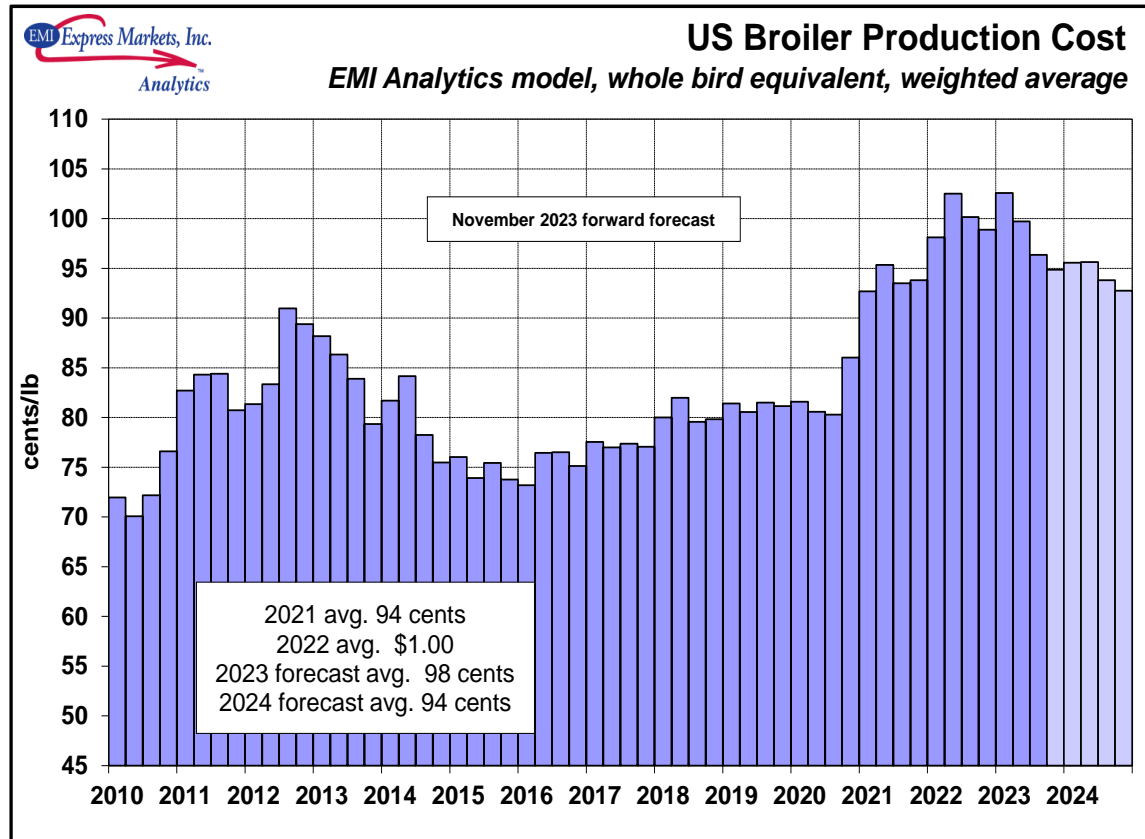
- HPAI Update
- Costs / Index
- Profitability
- Breeder Flock
- Production
- Exports
- Cold Storage
- Retail Featuring / Retail Prices
- Markets

# HPAI Update – As of Nov. 14th



- **US Commercial Broilers** – 79,500 broiler breeder pullets and 16,00 broilers breeders depopulated in 3 flocks in most recent round (550K broilers and breeders YTD)
  - 2.3 million commercial broilers depopulated during 2022
  - Trade Implications remain largest concern on the broiler side
  - Most recent depopulation occurred in Arkansas, Alabama, Missouri
  - China has reopened trade for some states
- **US Commercial Turkeys** – 1.28 million meat birds and 50K breeders depopulated across 31 flocks since beginning of October (1.6 million turkeys and breeders YTD)
  - 9.0 million commercial turkeys depopulated during 2022
- **US Commercial Egg Layers** – 940K layers depopulated in one flock first week of November (960K layers and pullets YTD)
  - 42.6 million commercial egg layers depopulated during 2022
  - News has mentioned additional layer flock, but has not officially been reported through APHIS

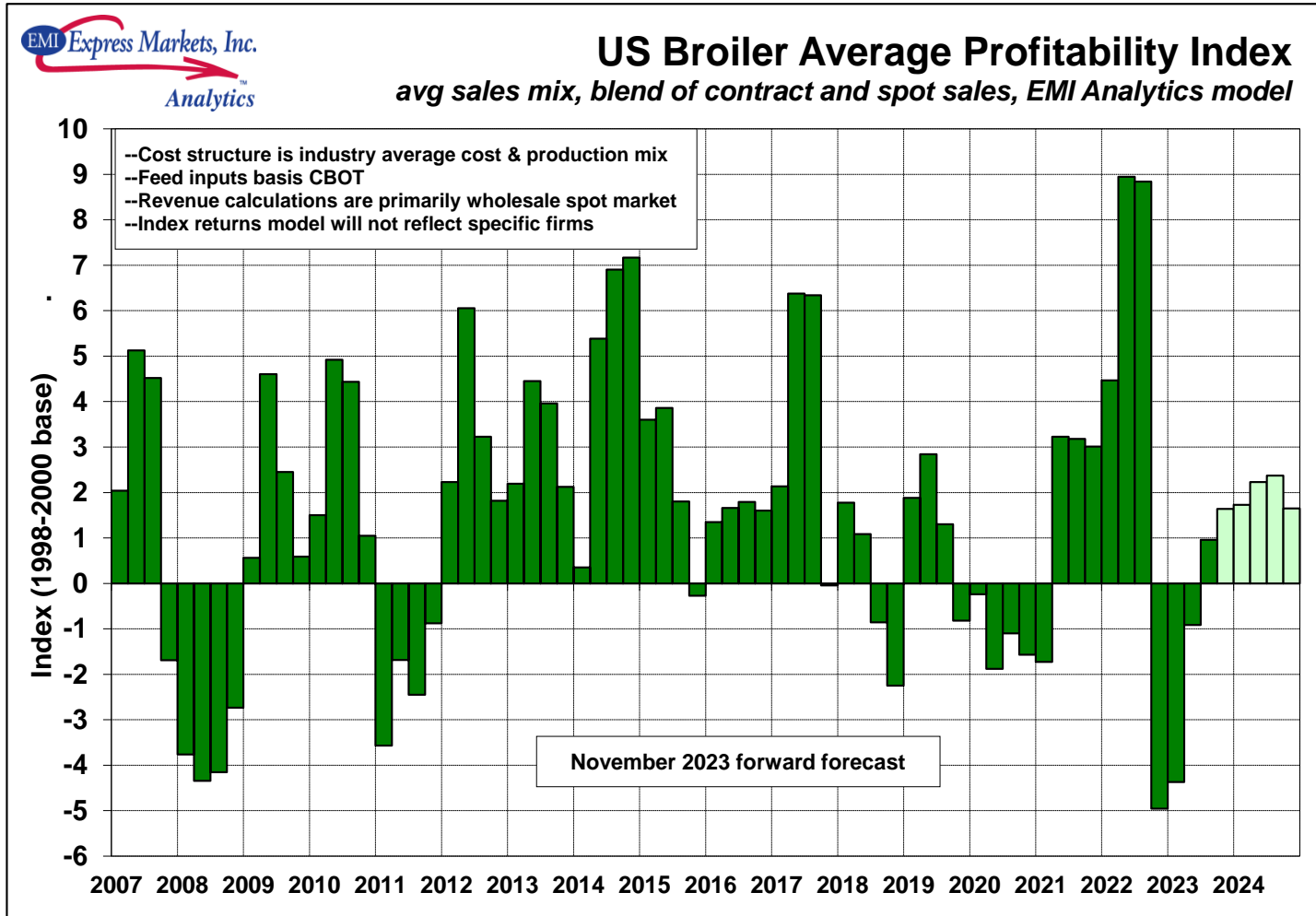
# Broiler Production Costs



- 2023 Corn futures forecasted – 18% from '22 levels and 2023 Soybean Meal futures forecasted – 1%
- 88% of Corn harvested and 95% of Soybeans harvested as of November 12th
- Broiler Feed Ingredient Costs estimated - 10% for '23, following +5% in '22. Early forecast for '24 is - 9% from '23 estimates.

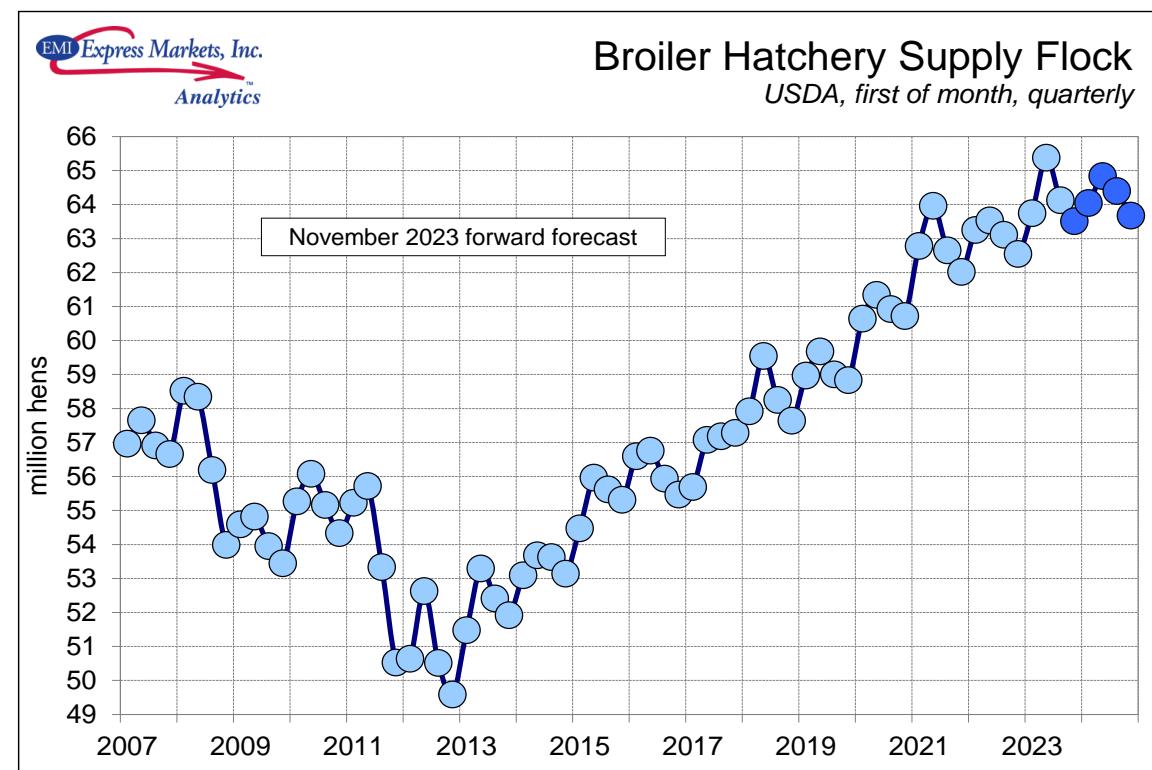
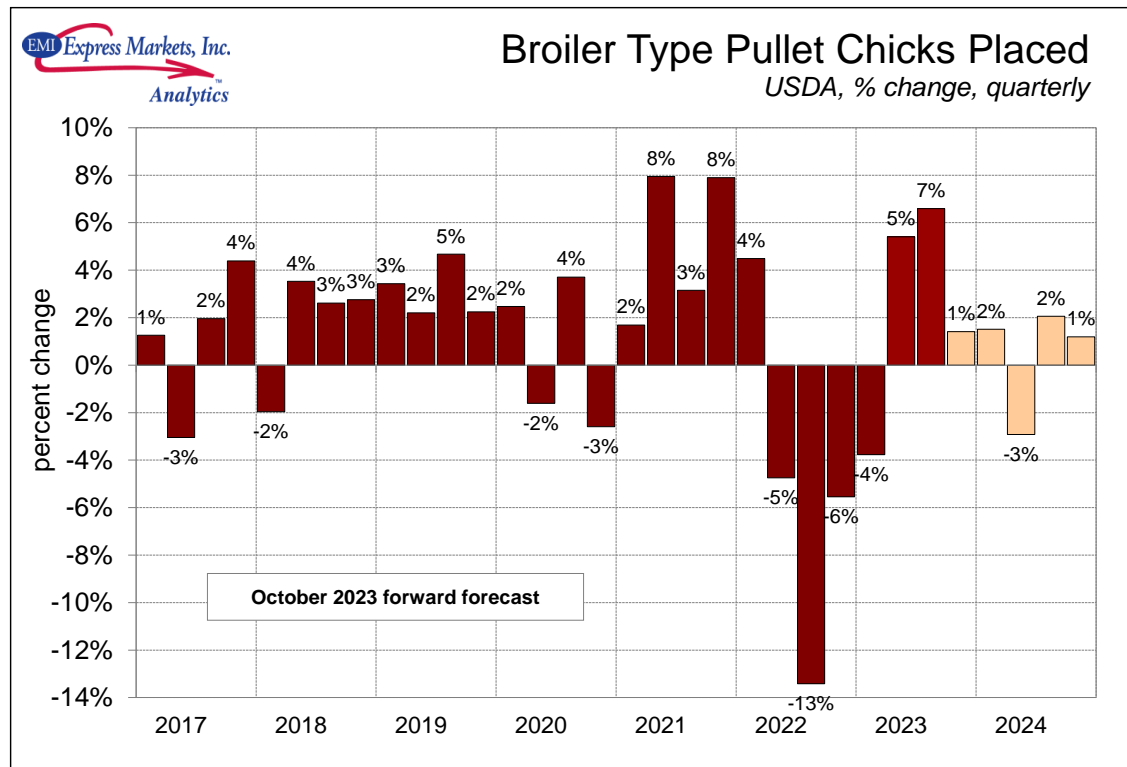


# EMI Index Industry Profitability



- Inflation was flat in October from the prior month, with core CPI lower than expected
  - CPI slowed to 3.2% from year ago during the month, lower than 3.7% during September
  - Slowing due mostly to moderating energy prices
- More beef during the first part of 2024 will likely mean less beef during the second half of the year
  - Consumers willingness to pay higher beef prices may be slowing
- War in Middle East continues / Potential impacts to trade
- HPAI losses continue to grow, but maintain below year prior levels
- Production costs to the industry reduced year over year, but anticipated to remain near historically high levels

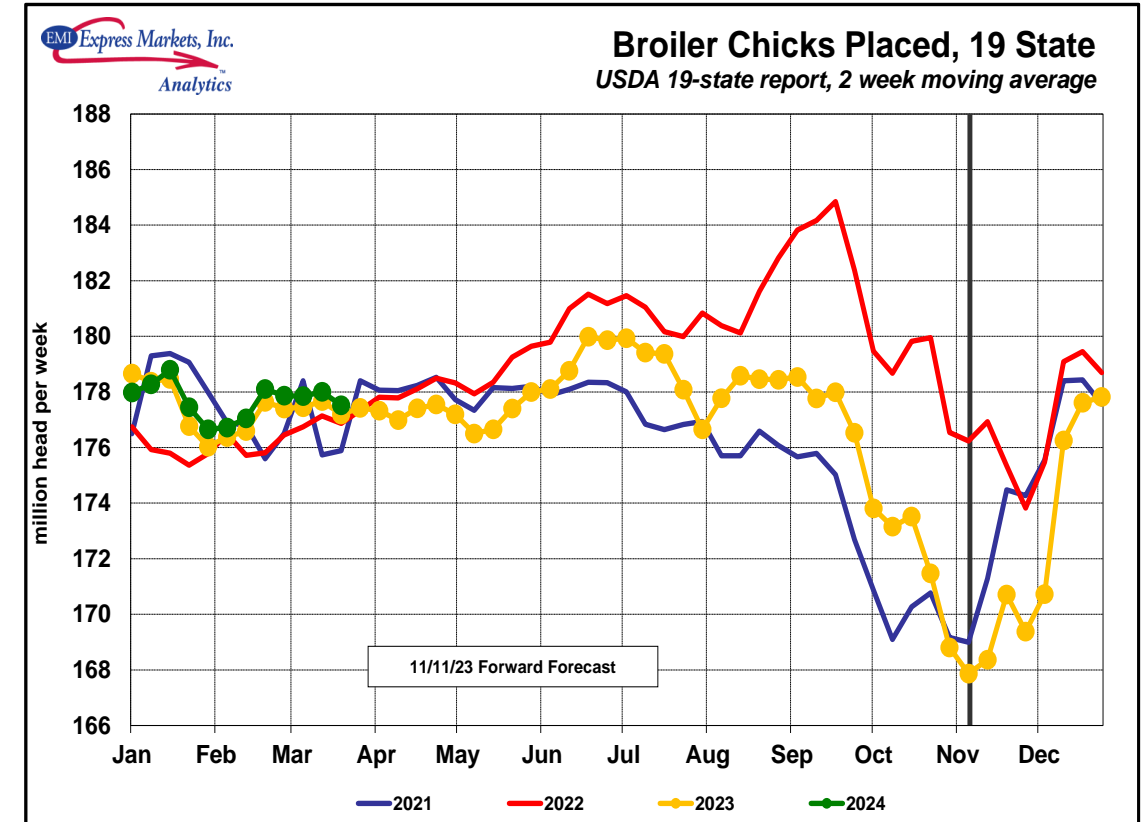
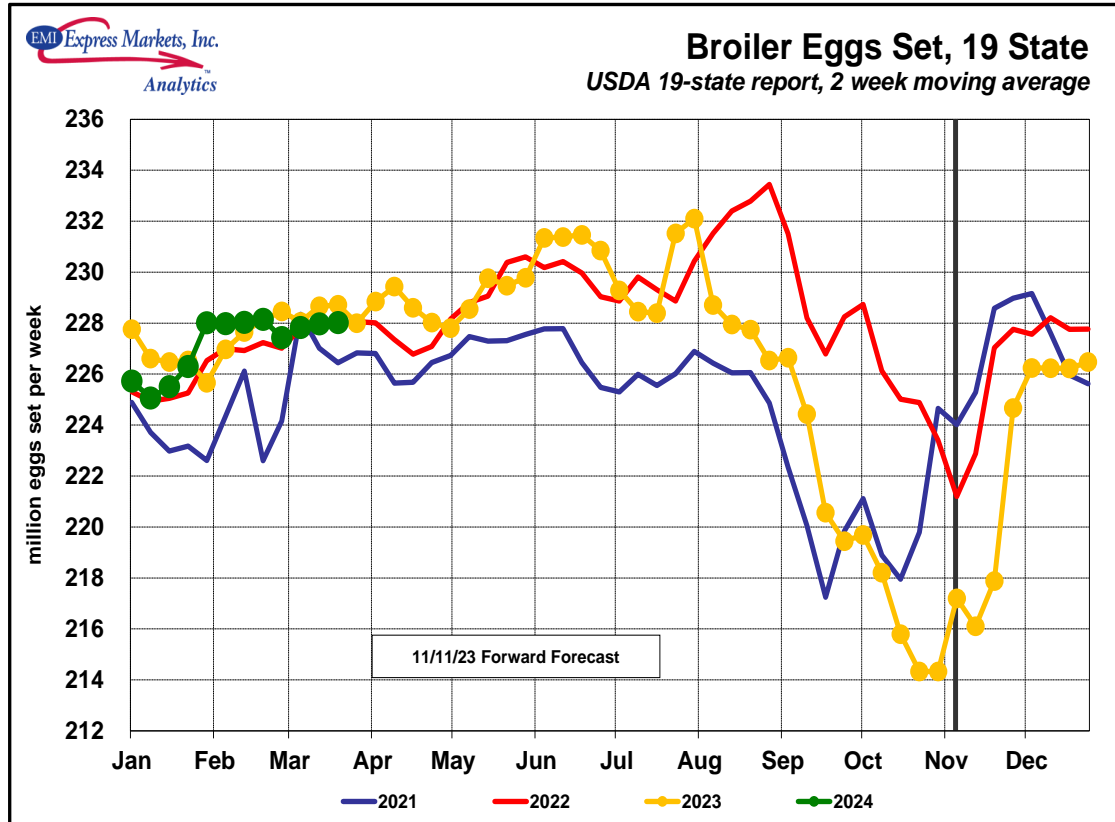
# Broiler Breeder Pullet Placements / Hatchery Supply Flock



- Pullet Placements **-0.1%** year over year during September
  - Annual placements for '23 **+2.3%**, following **-5.0%** during '22
  - Trailing 8 month placements **+2.9%** vs year prior
- These pullets will become laying hens of the hatchery supply flock 6 months later during early to mid Q1 '24; can lay efficiently for up to 40 weeks following

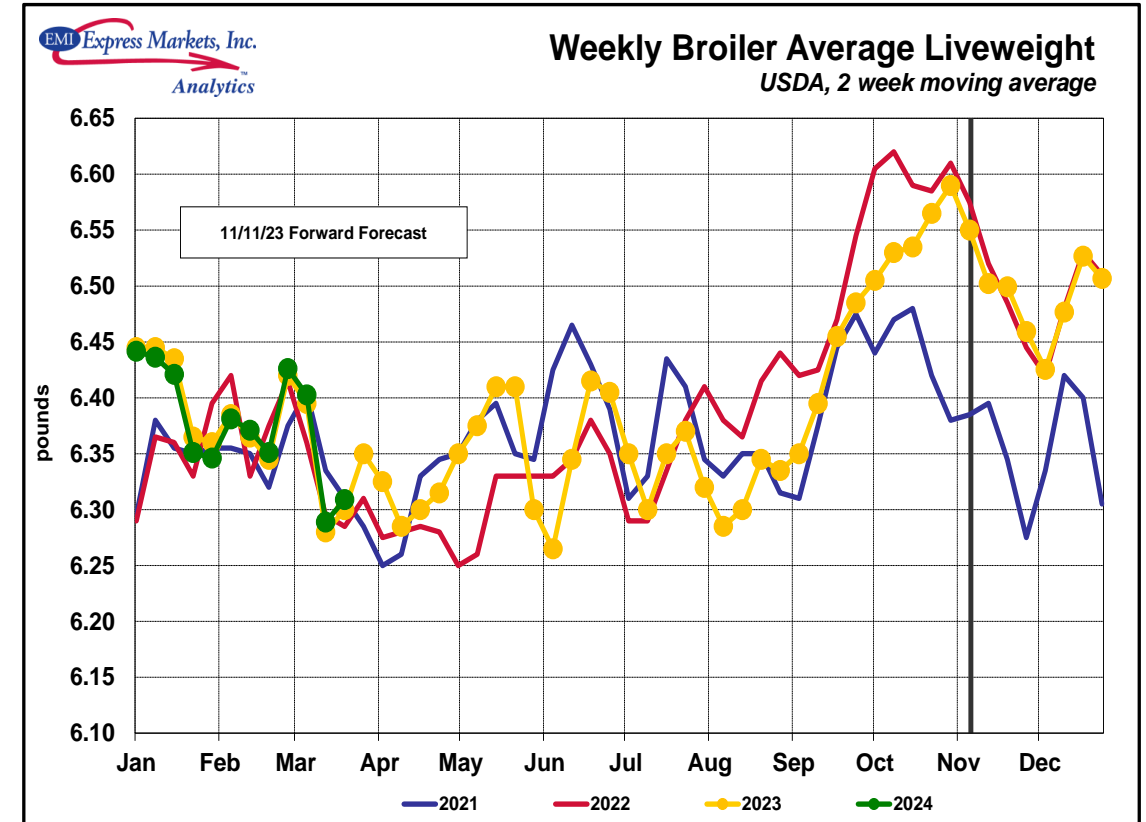
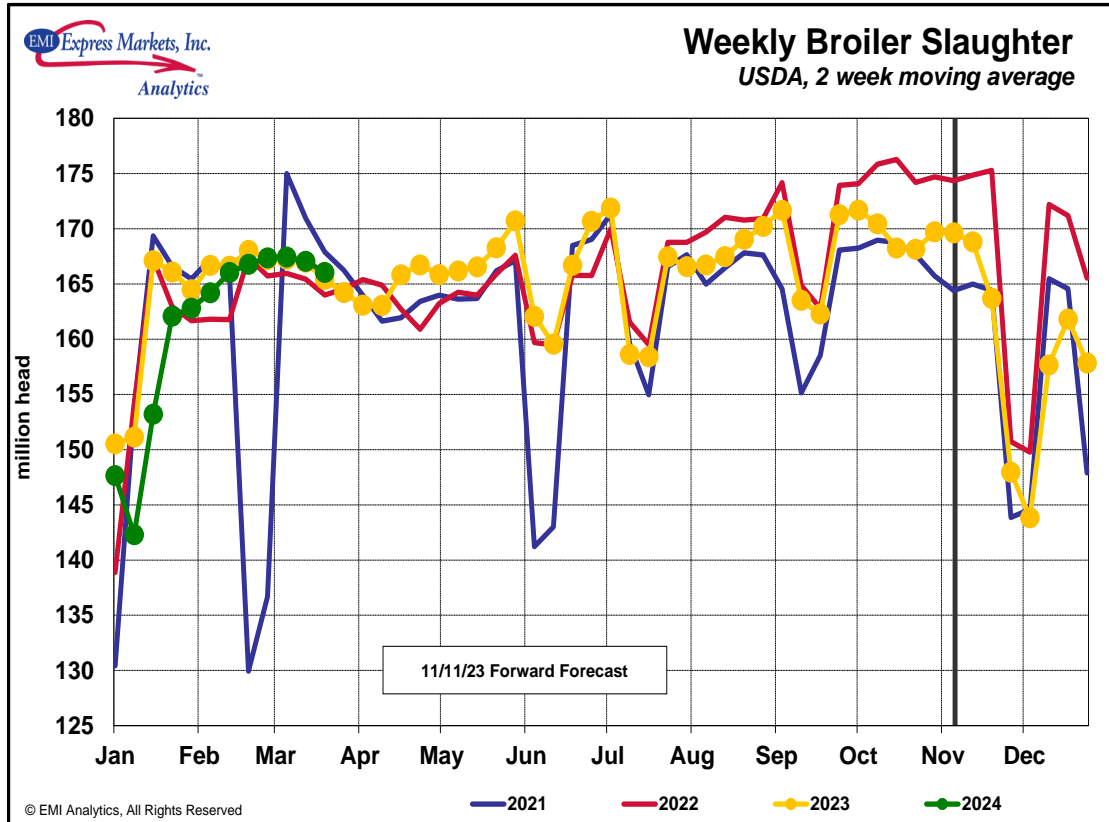
- Current laying flock **+0.9%** from prior year for First of the Month October at just over 63.4 million hens
- Anticipated to seasonally drop back through the remainder of 2023
- Small losses due to HPAI currently

# Weekly Hatchery



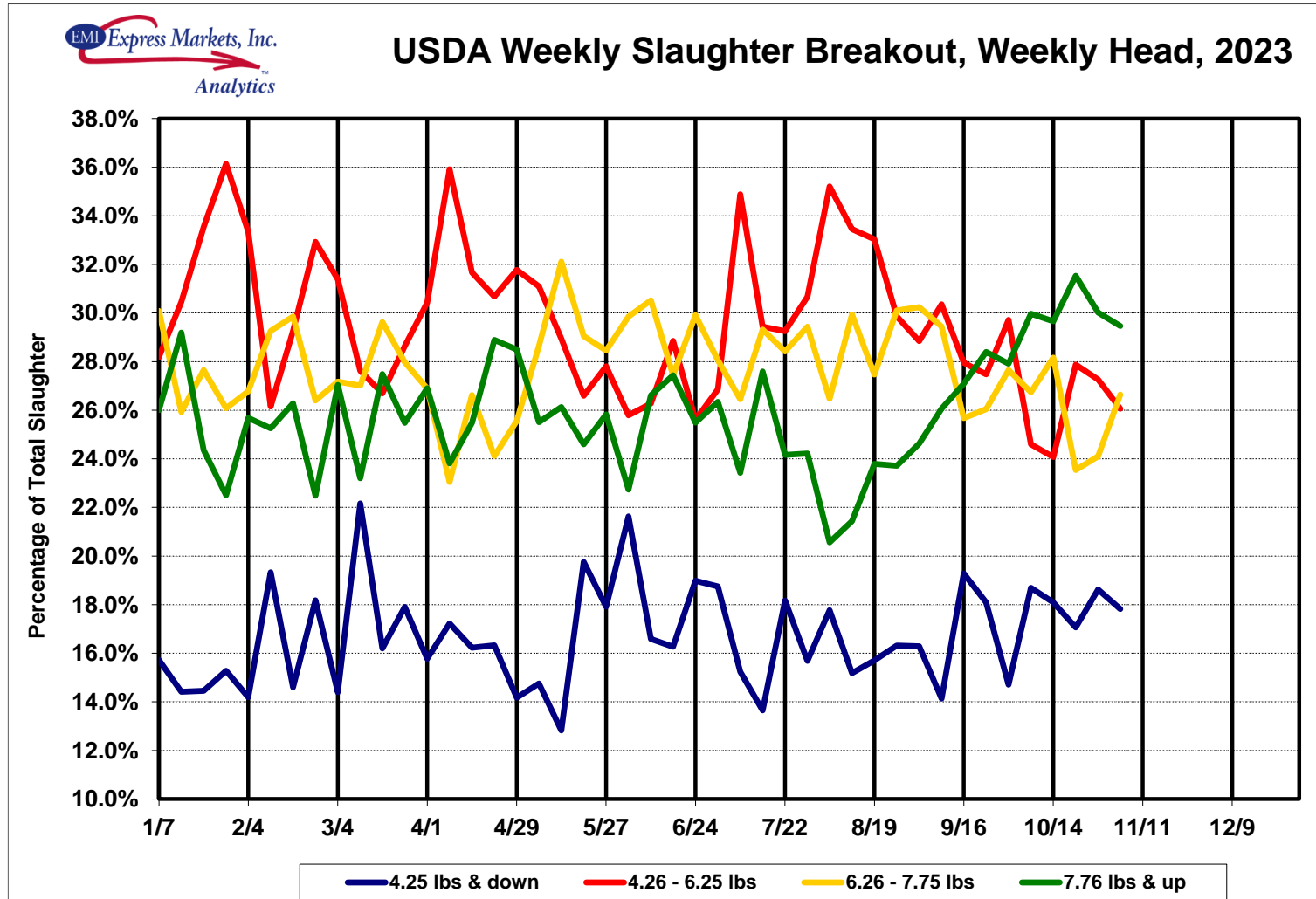
- Hatchability has improved and maintaining levels above 80% since early September
- Egg Sets **-3.7%** YOY average last 5 weeks; most recent week **-3.4%**, est. to hit slaughter early January (10 weeks) **(+1% 21/22)**
- Placements **-4.3%** YOY average last 5 weeks; most recent week **-5.7%**, est. to hit slaughter Christmas week (7 weeks) **(+5% 21/22)**

# Weekly Production



- Weekly Slaughter **-3.4%** on average past 5 weeks YOY, averaging 169.1 million birds a week; most recent week **-2.0%** YOY (**+5%** 21/22)
- Liveweights **-0.6%** on average past 5 weeks YOY to average 6.55 pounds; most recent week **-0.8%** YOY (**+2.6%** 21/22)
- RTC Production **-3.9%** on average past 5 weeks YOY, averaging 842 million pounds/week; most recent week **-2.8%** YOY (**+7.7%** 21/22)

# Weekly Slaughter Breakout



## • % of Slaughter - YTD 2021

- 4.25 lbs & down – 20%
- 4.26 – 6.25 lbs. – 26%
- 6.26 – 7.75 lbs. – 28%
- 7.76 lbs & up – 25%

## • % of Slaughter - YTD 2022

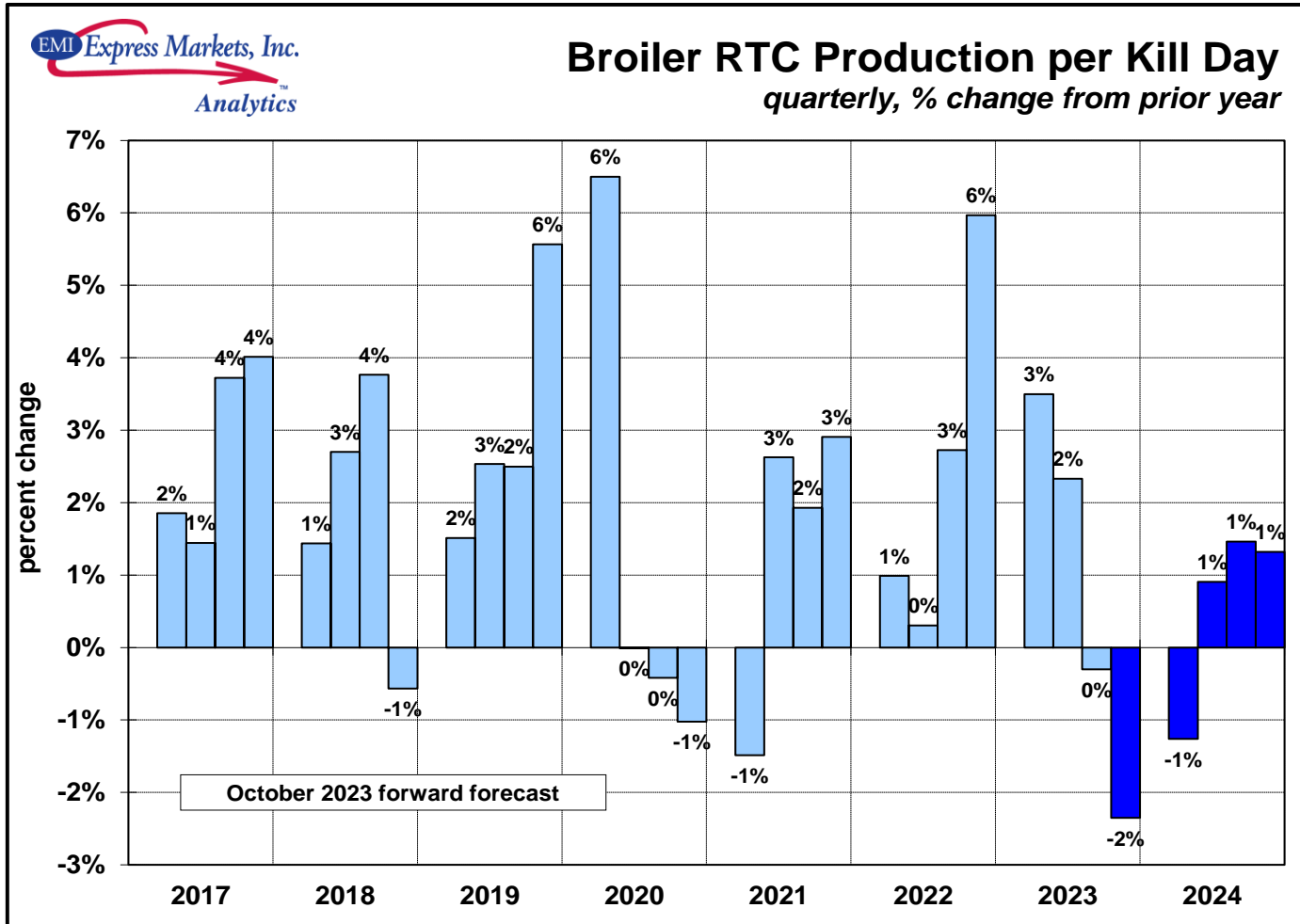
- 4.25 lbs & down – 18%
- 4.26 – 6.25 lbs. – 28%
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## • % of Slaughter – YTD 2023

- 4.25 lbs & down – 17%
- 4.26 – 6.25 lbs. – 30%
- 6.26 – 7.75 lbs. – 28%
- 7.76 lbs & up – 26%

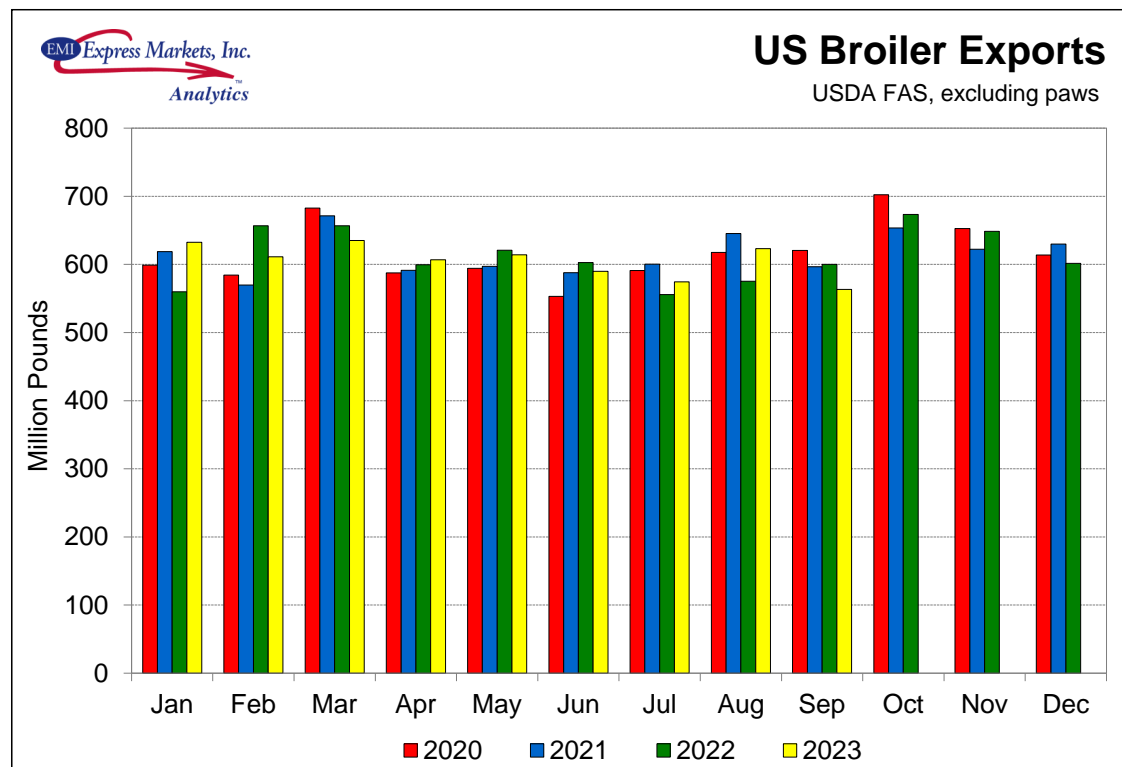


# Monthly Broiler Production

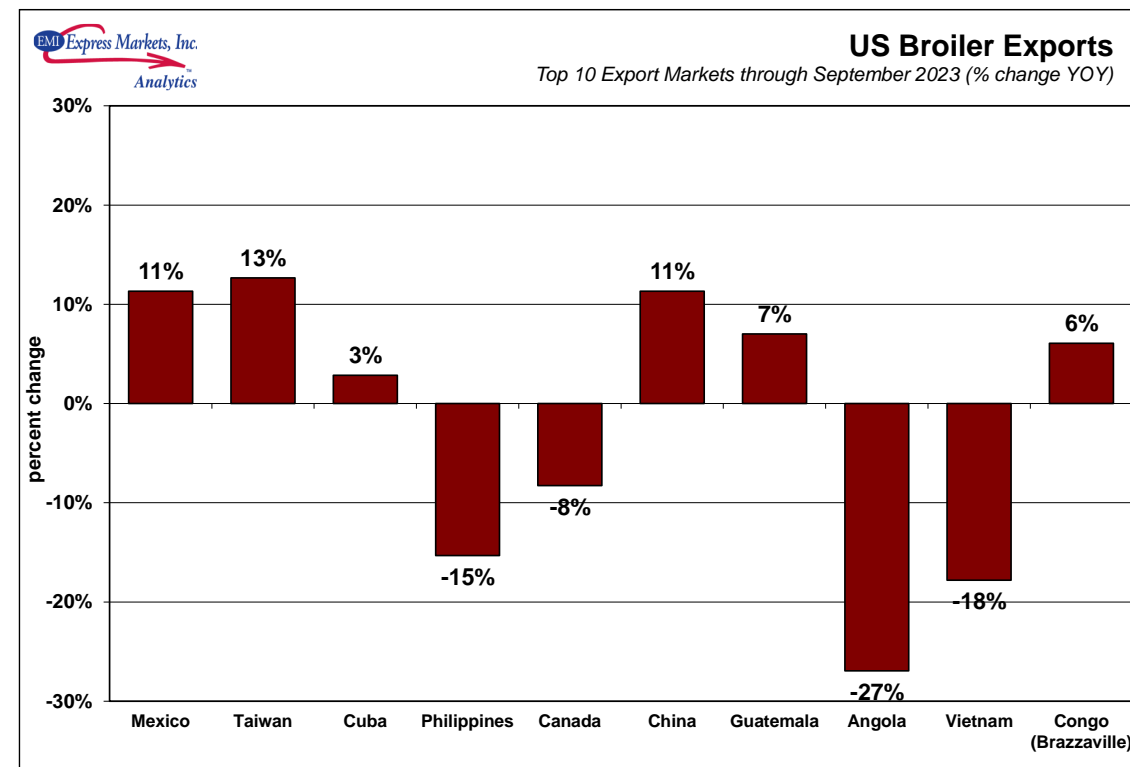


- September 2023 – RTC Production **-5.2%** YOY, totaling 3.8 billion pounds; **-0.5%** on a PKD basis
  - Liveweights **+0.8%** to average 6.61 pounds
  - Slaughter **-6%** to 758 million head; **-1.3%** on PKD basis
- Ready to Cook Production for 2023 currently forecasted **+0.3%** from 2022, totaling 46.3 billion pounds
  - One less processing day during the year; **+0.7%** on PKD basis
- Anticipating small increase into 2024 based on early breeder data; **+1.3-1.6%** monthly basis / **+0.6%** PKD basis

# Broiler Exports

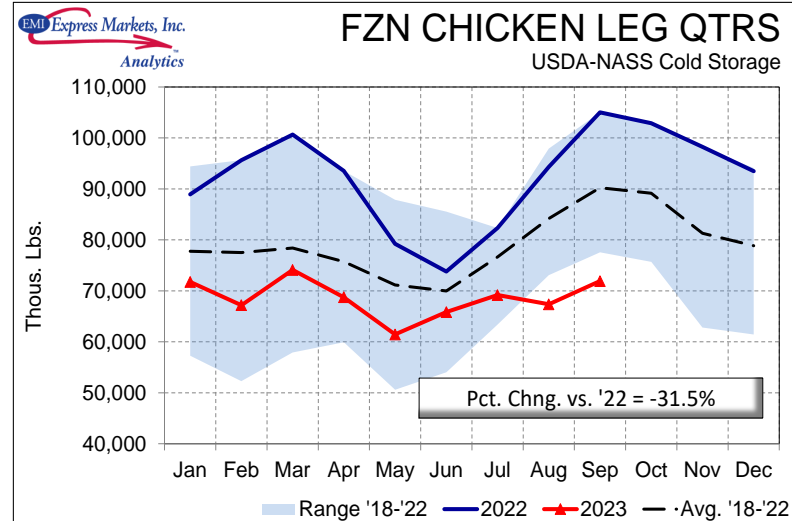
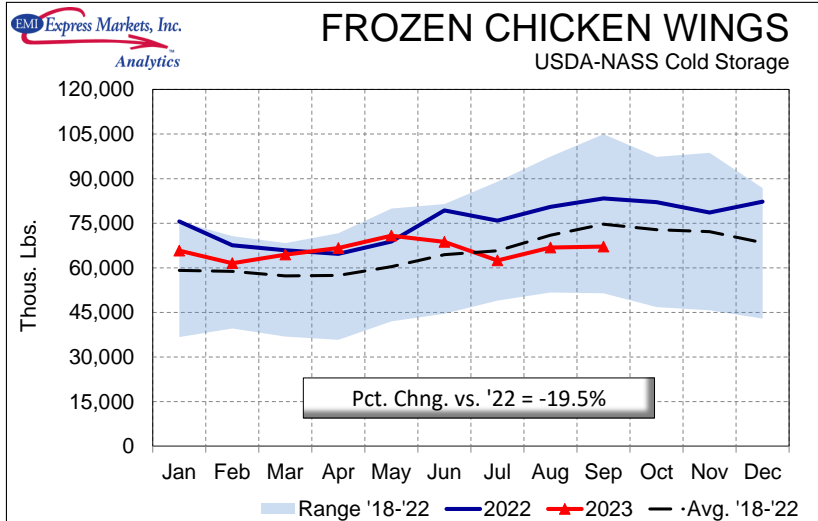
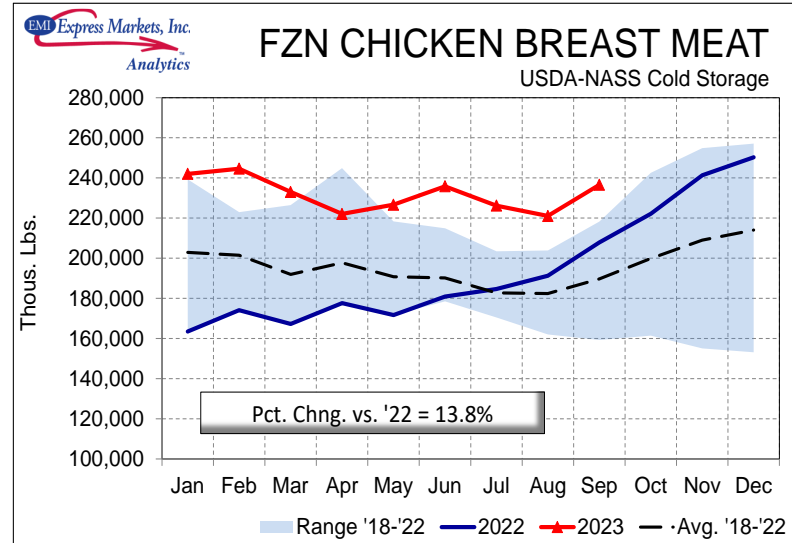
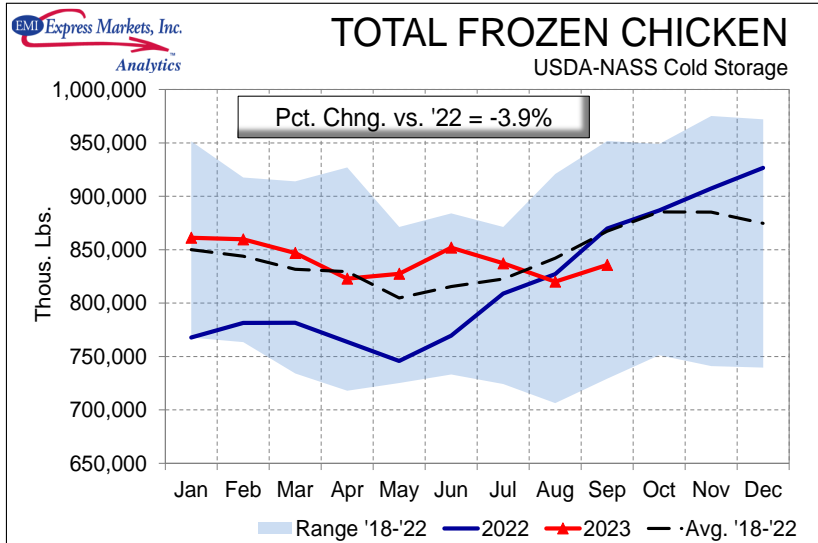


- September Exports – 563 million pounds, -6% YOY, +1% YTD
- Annual Exports forecasted -0.5% during 2023 to 7.31 billion pounds
- Value Conscious buyers may support more movement of dark meat domestically into 2024



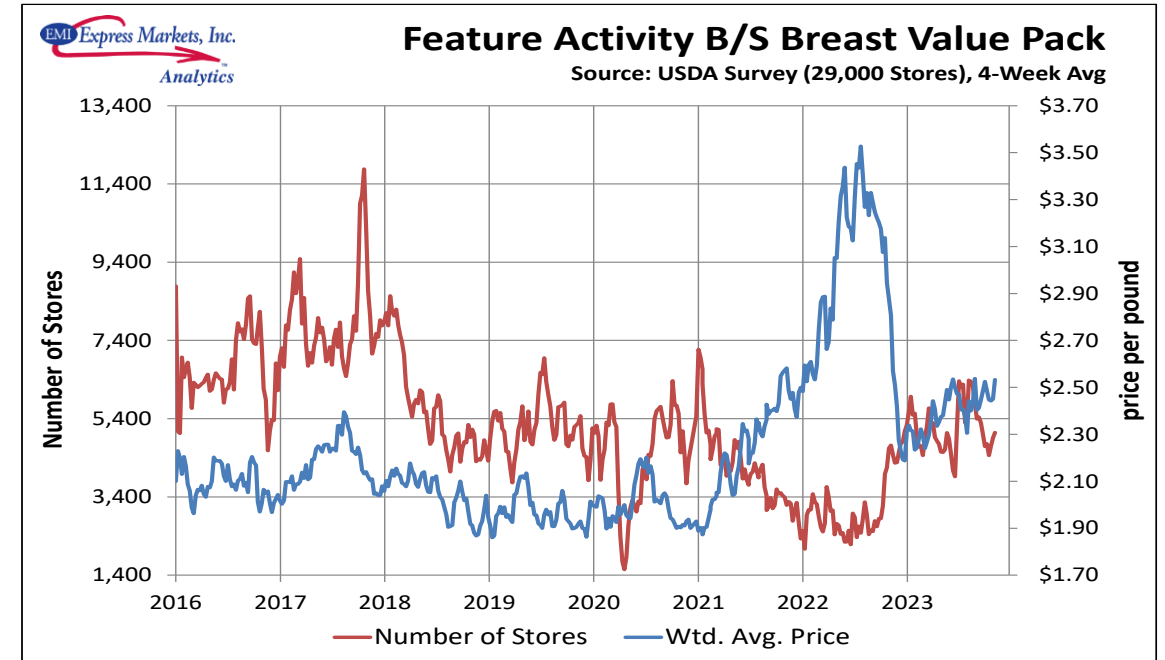
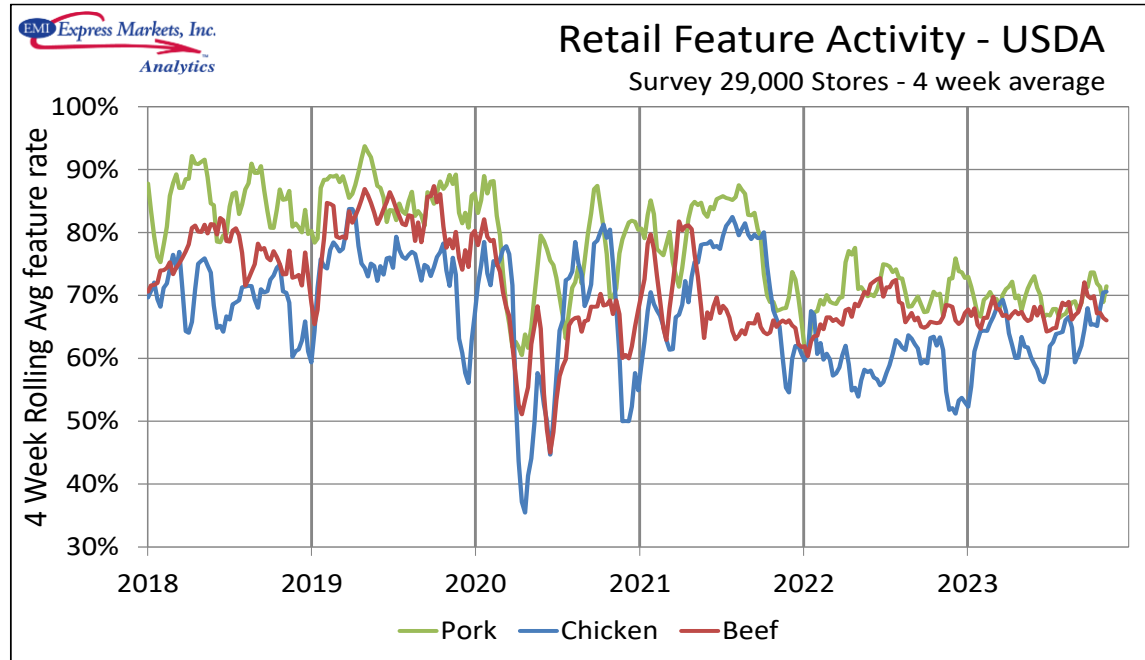
- Top 3 Exports (% of Total) – Fz LQs 47%, Frsh Cuts 21%, and Fz Other 14%
- Top 3 Destinations (% of Total) – Mexico 22%, Taiwan 9%, and Cuba 8%
- HPAI infections causing trade implications across multiple states
- China has lifted HPAI restrictions on 7 states; 14 other states meet requirements to be lifted. 31 states in total still banned.

# Broiler Cold Storage

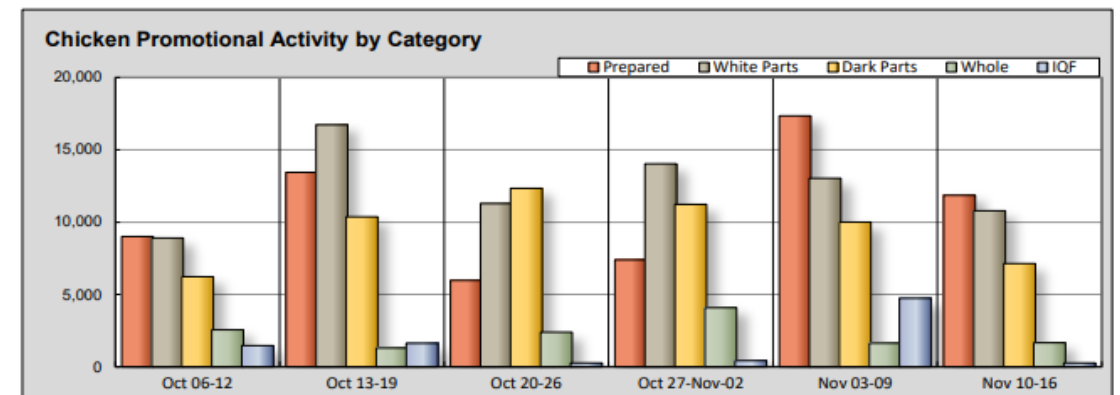


- September Cold Storage Inventories - 836 million pounds, **-3.9%** YOY but **+16 million pounds** from the end of August
- Wings +336,000 pounds** from end of August but **-19%** from year prior
- Breast Meat +15.5 million pounds** from end of August and **+14%** from year prior
- Leg Quarters +4.5 million pounds** from end of August but **-32%** from year prior

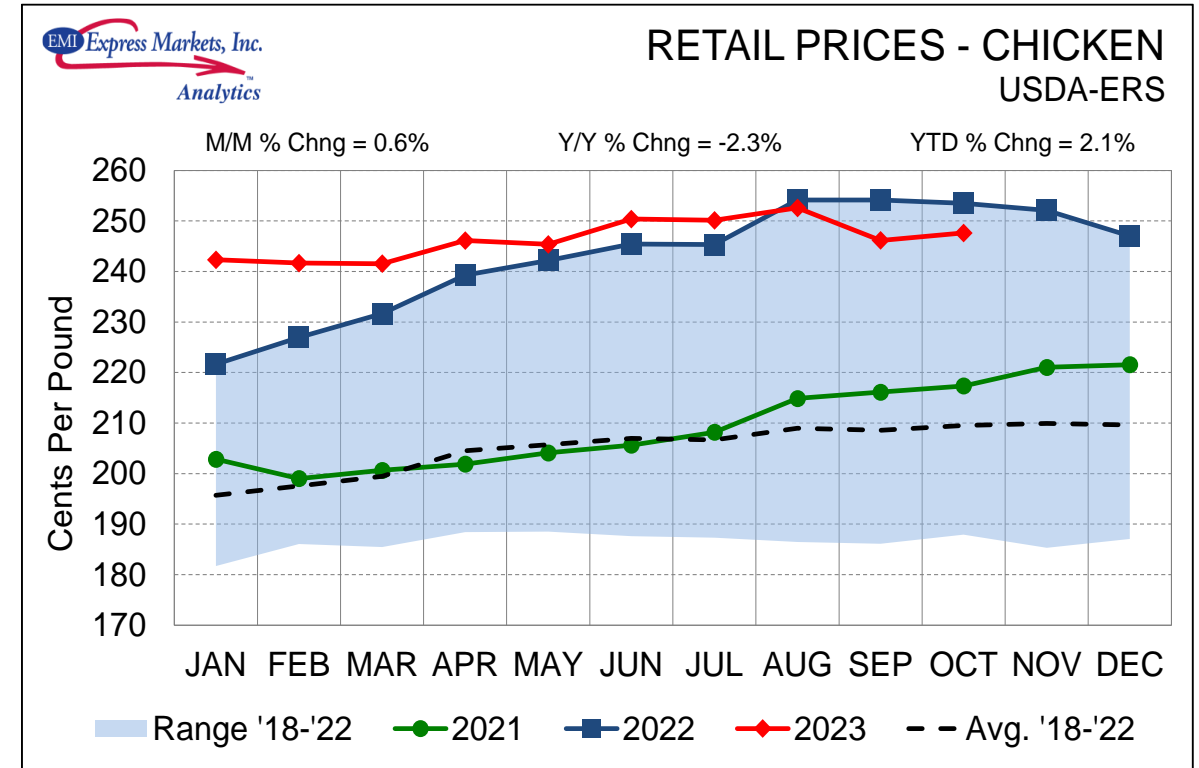
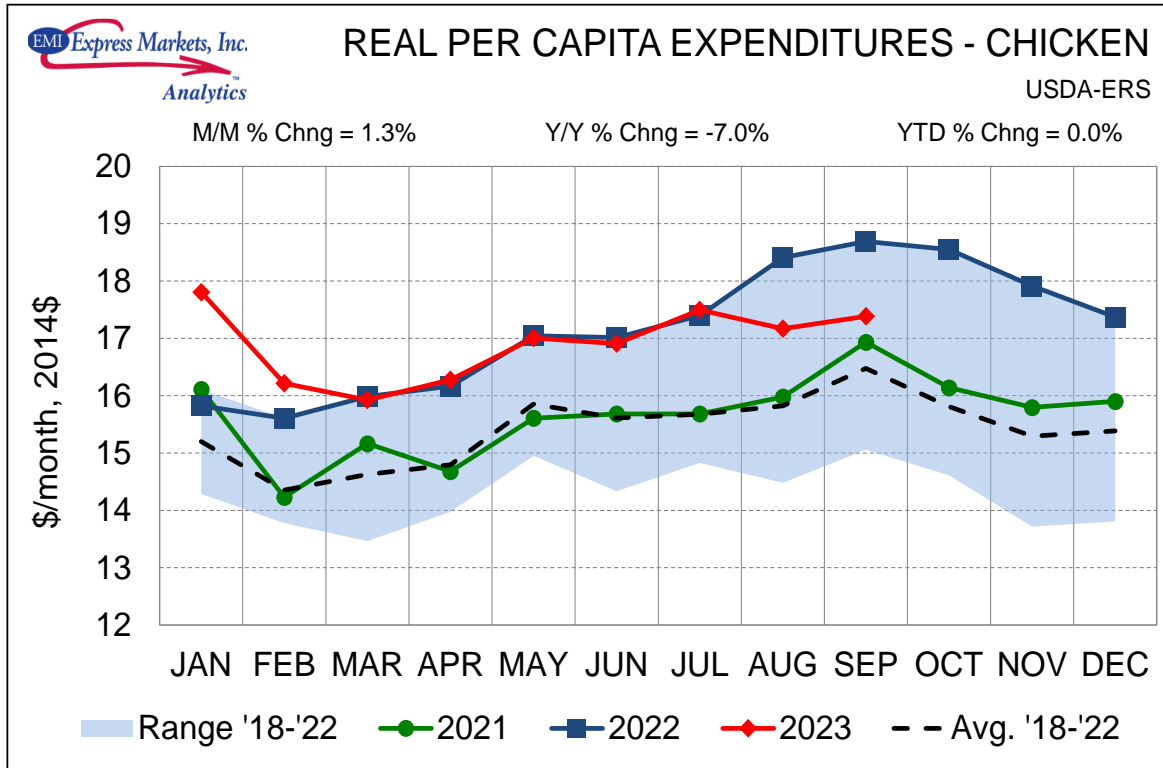
# Retail Featuring



- Chicken Retail Featuring declines WOW, but increases YOY— 70% of outlets for w/e 11/16, compared to 39% of outlets year ago
- Value Pack B/S Breast featured at 5700 stores compared to 3600 year prior, even with pricing 16 cents/lb higher YOY
  - Drums and B/S Thighs dominate this week on Dark Meat, with pricing very similar to year prior
  - Chicken promotion typically slow this time of year with holidays, but some may continue to feature with higher pricing on beef



# RPCE and Retail Prices

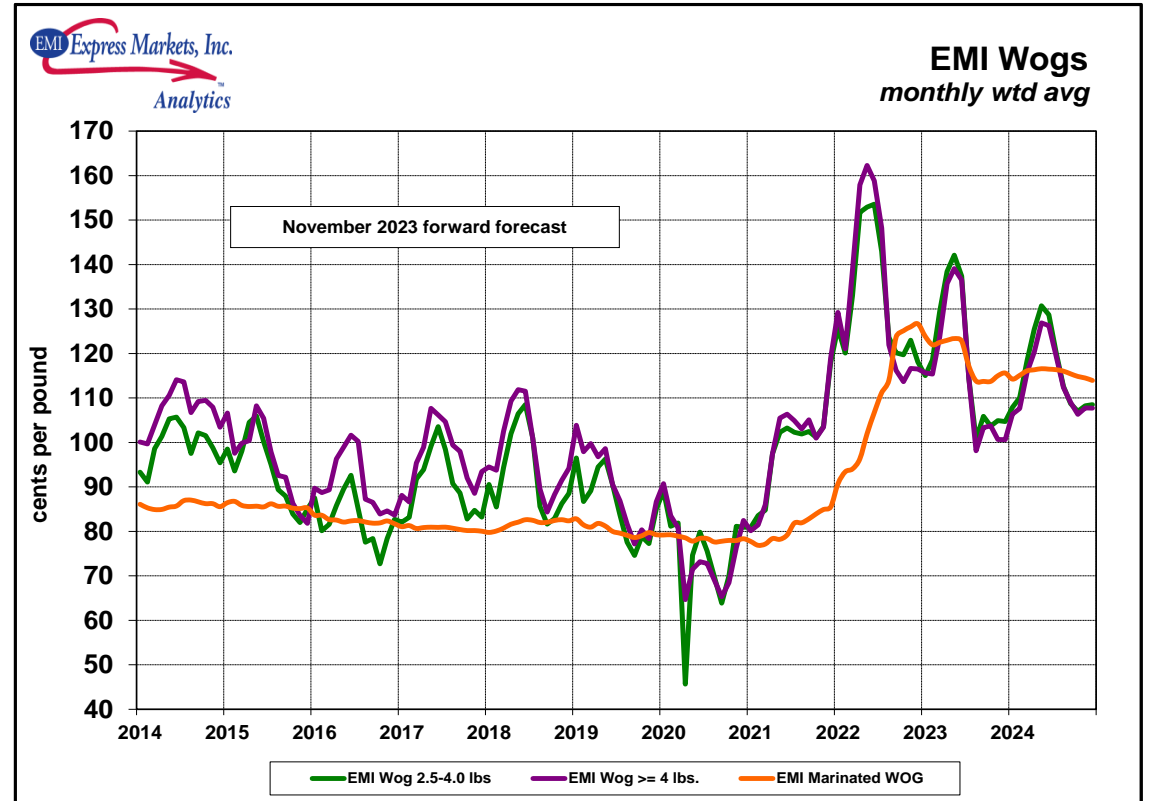
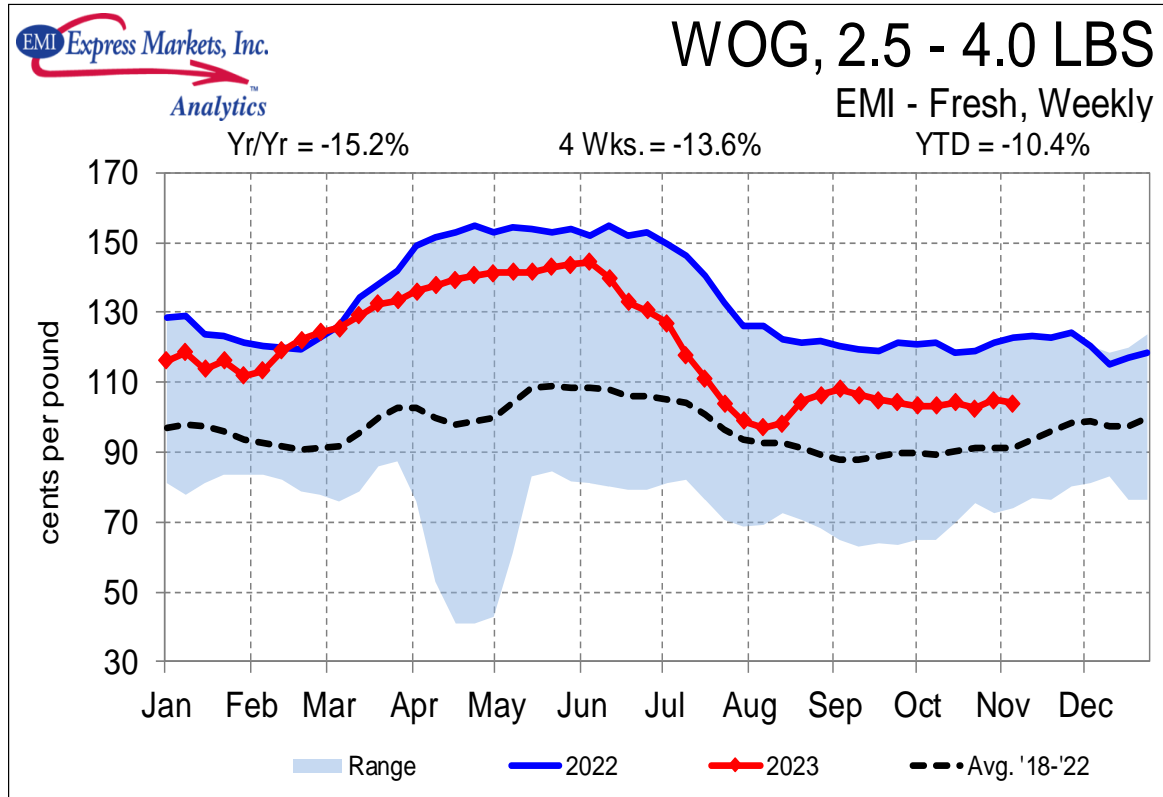


- During September, the RPCE for chicken was **-0.7% YOY**, but remains flat from year prior YTD
- October KSU Meat Demand Monitor suggests customers willing to pay more for chicken breast at retail and more at foodservice
  - Market Share remains unchanged from month prior at both retail and foodservice: 26% and 14%, respectively

- Retail chicken prices averaged \$2.47/lb **-2.3% YOY**, **+2.1% YTD**
- Lower prices supported by increased featuring the past few months
- Increased featuring may also lead to higher per capita expenditures on chicken through Q4

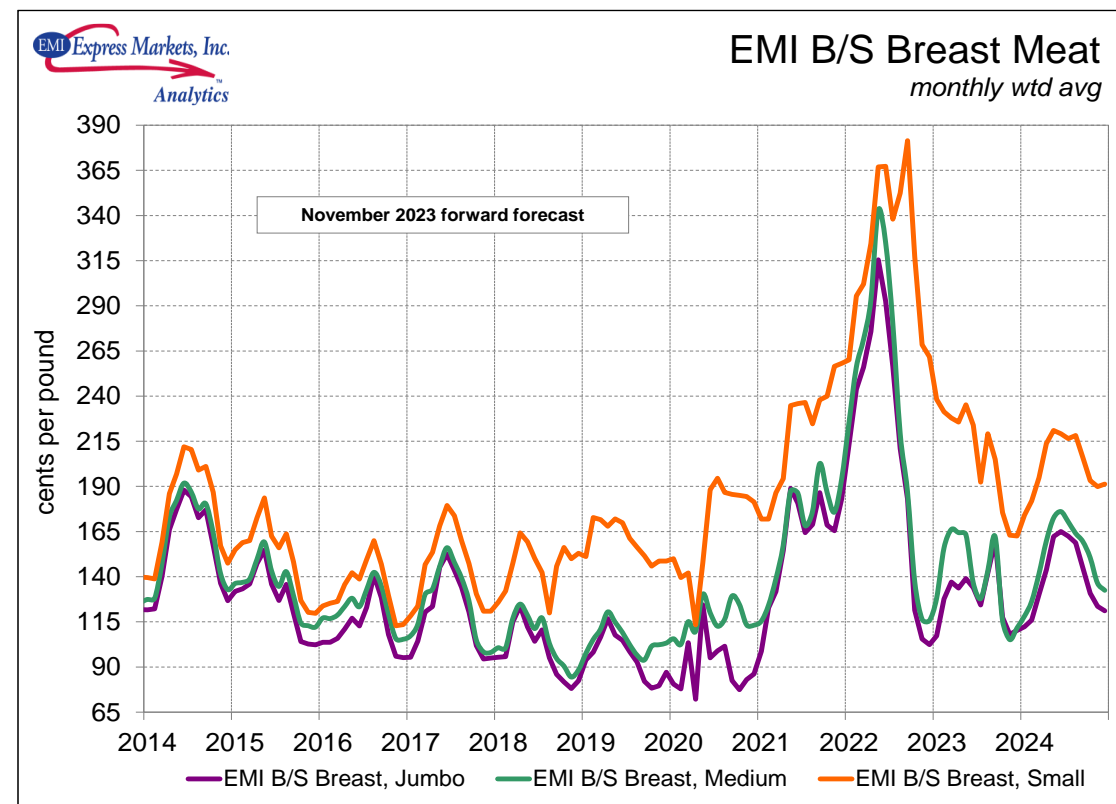
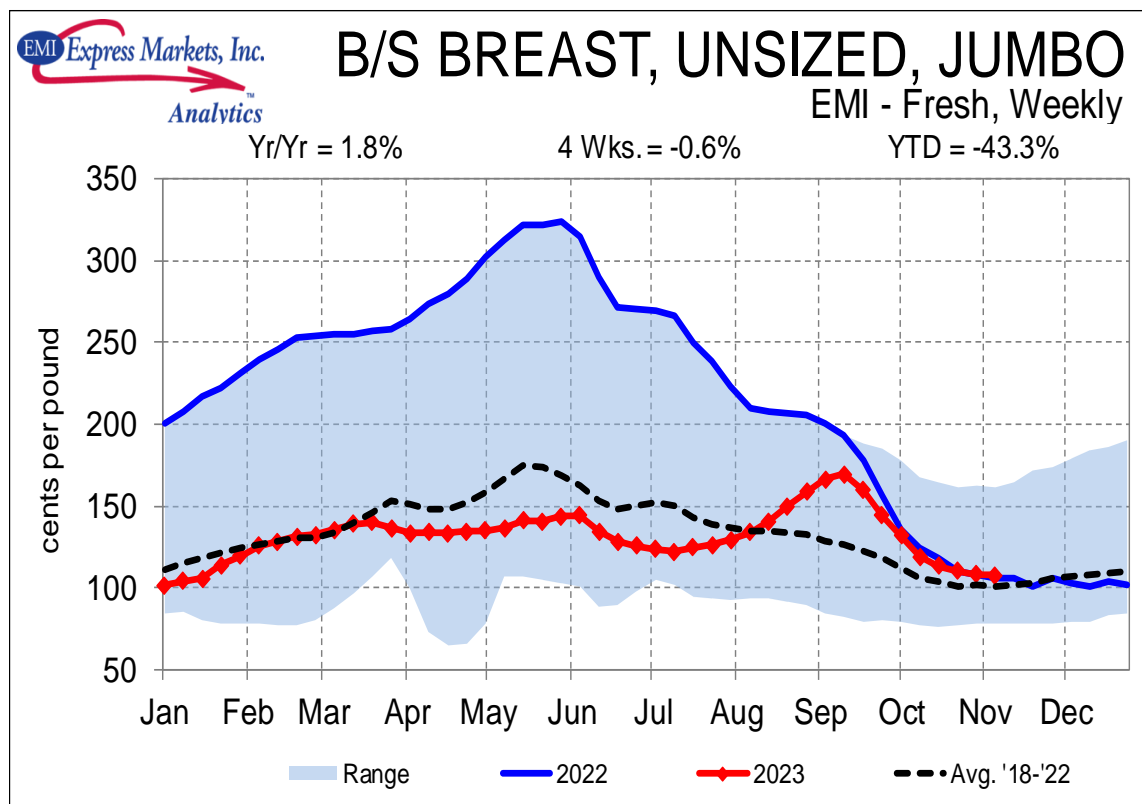


# EMI WOGs



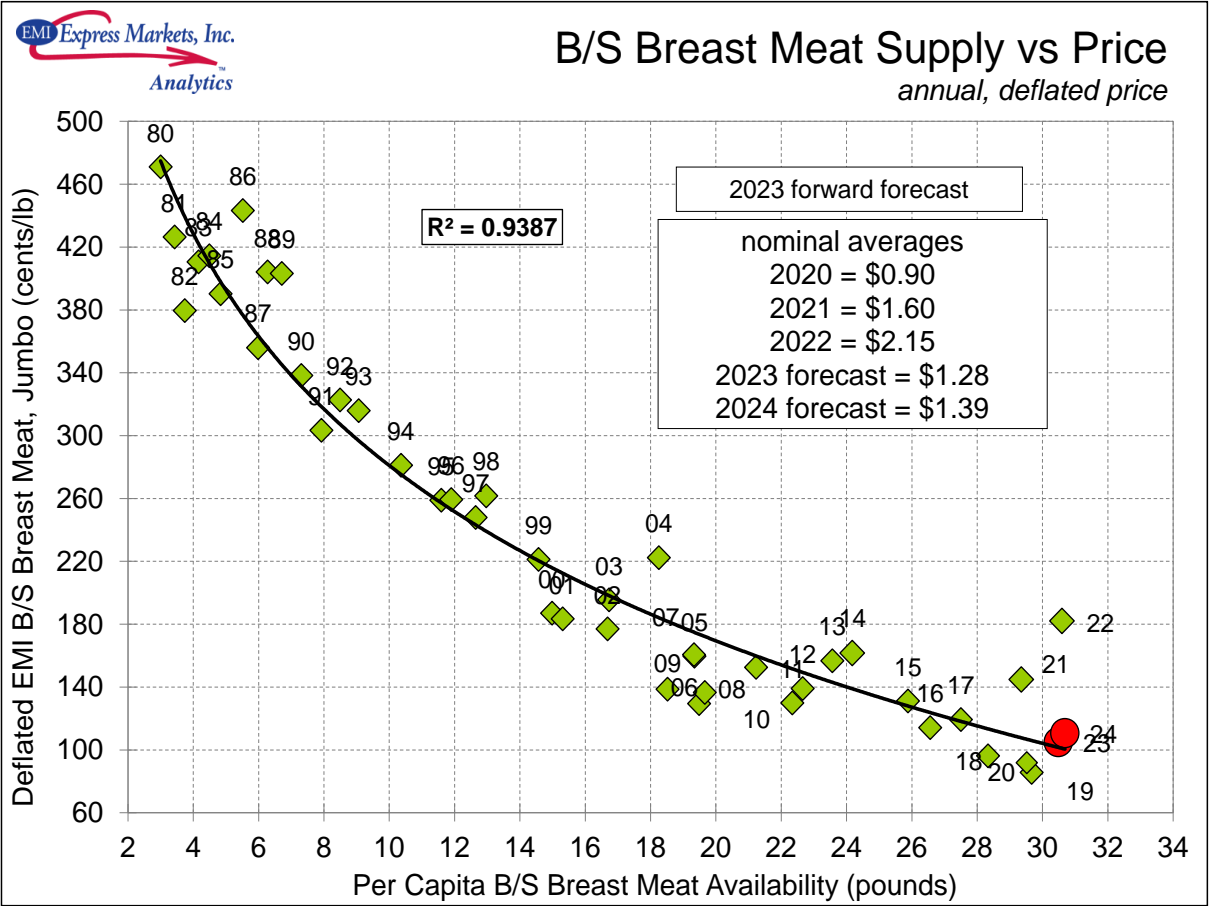
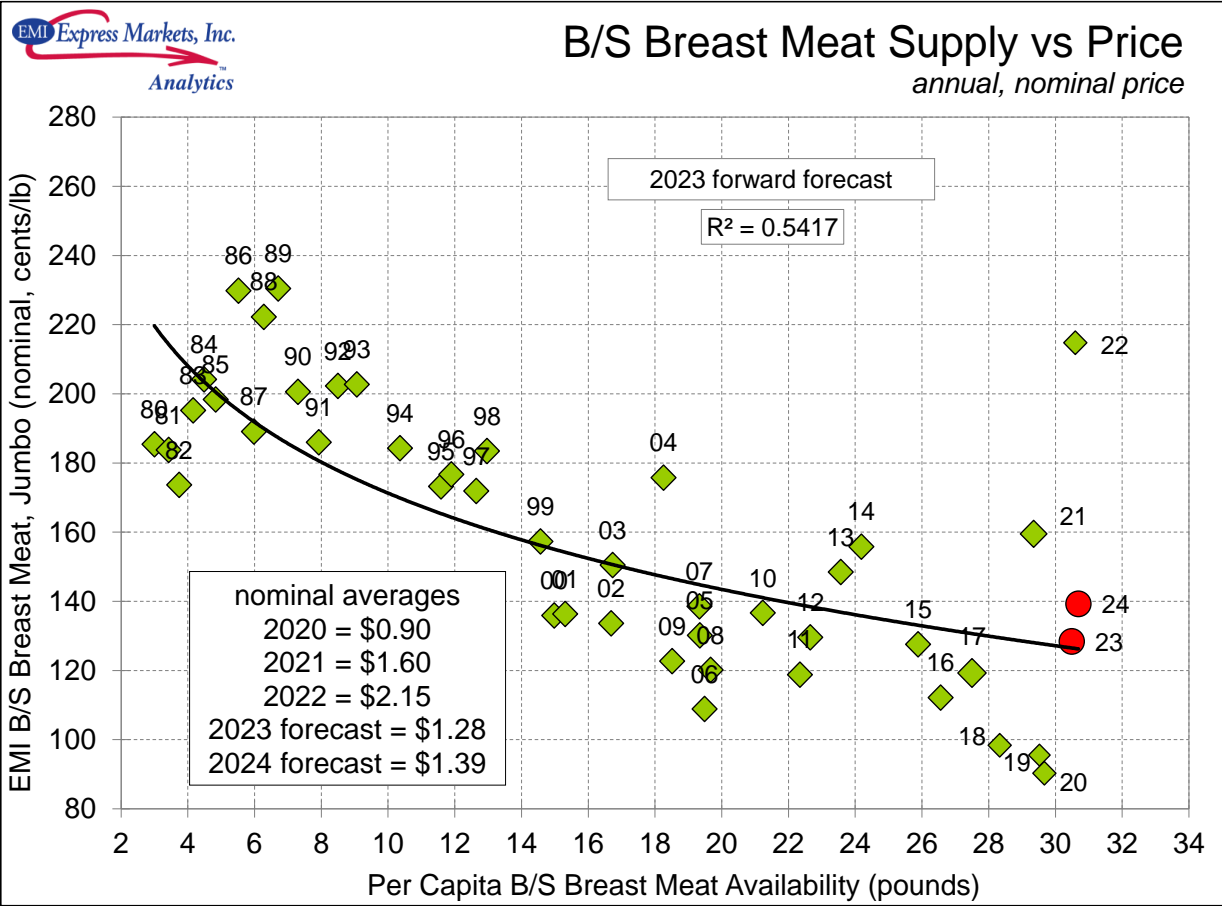
- Higher liveweights causing some volatility depending on the size, with mid-range sizes moving higher
- Front Halves and BIBs are generally steady following some softness earlier this month
- On the 8&9 Piece side, QSR, convenience store operations, and retail deli supporting movement into 2024

# EMI B/S Breast Meat

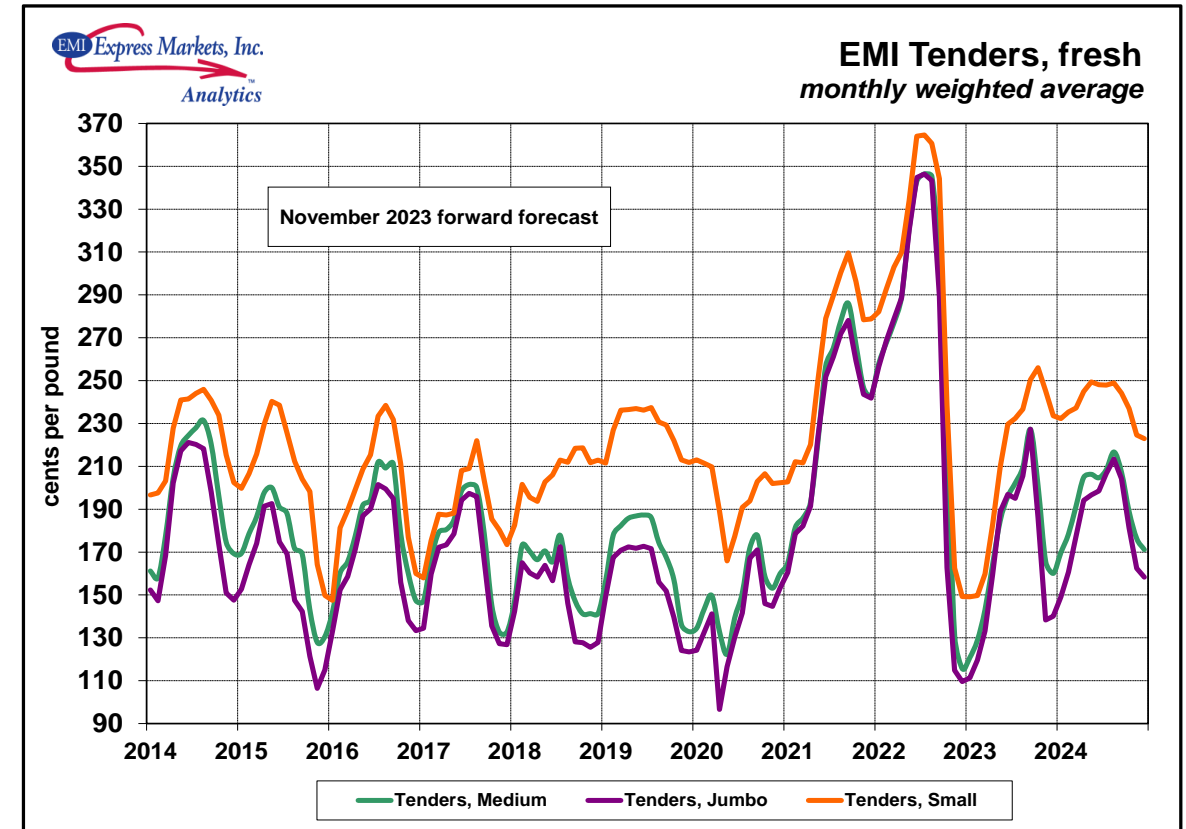
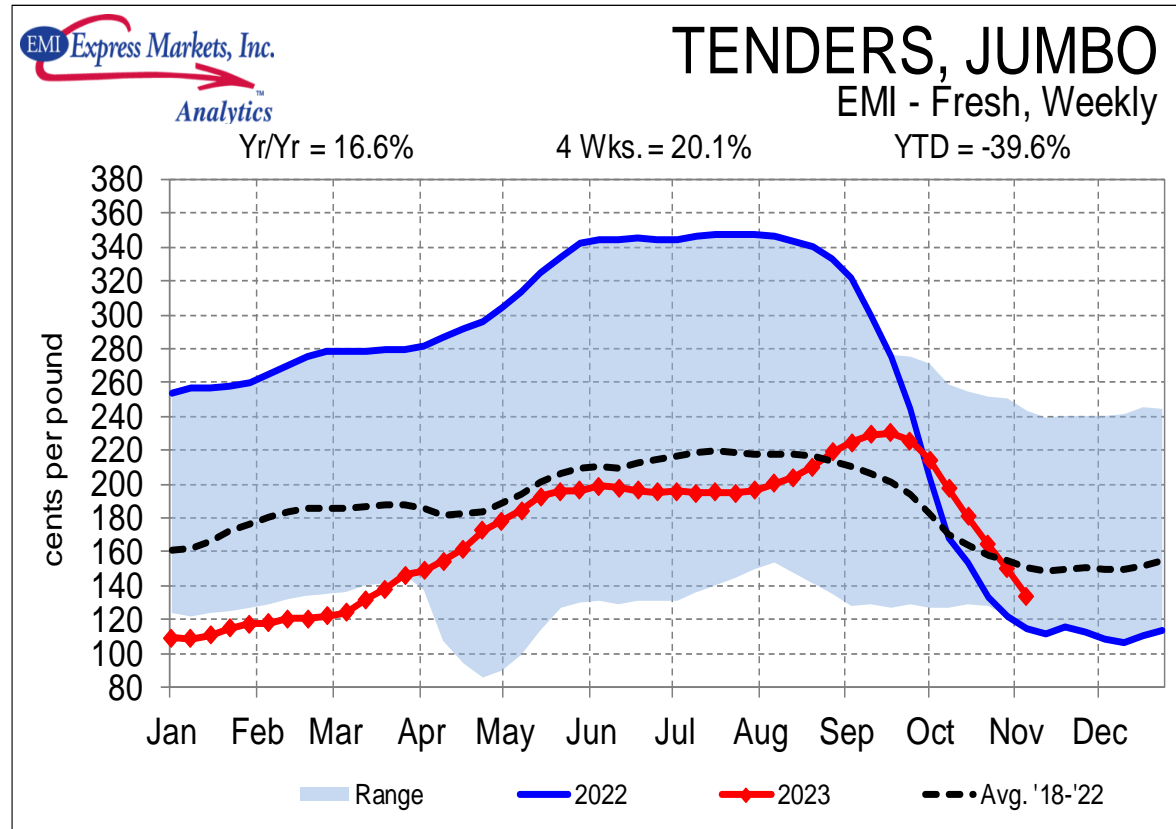


- Liveweights increases have slowed, with market declines also slowing
- Focus will begin to shift towards other proteins for the holidays, but some aggressive ads continue to be in play for chicken
- Foodservice into 2024 –Operators and consumers may look towards a value option; Nuggets, Chicken Fingers, etc.
- Tightness in beef production more could more likely be a player in elevated demand during the second half of 2024

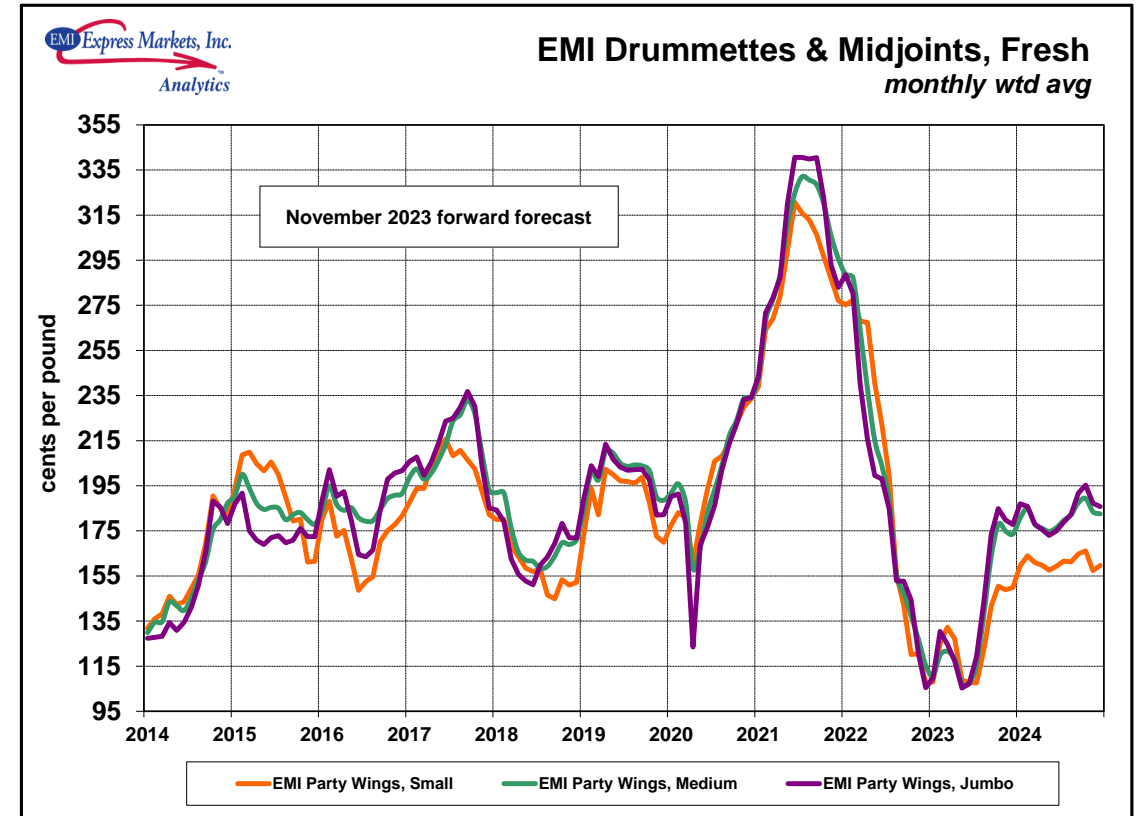
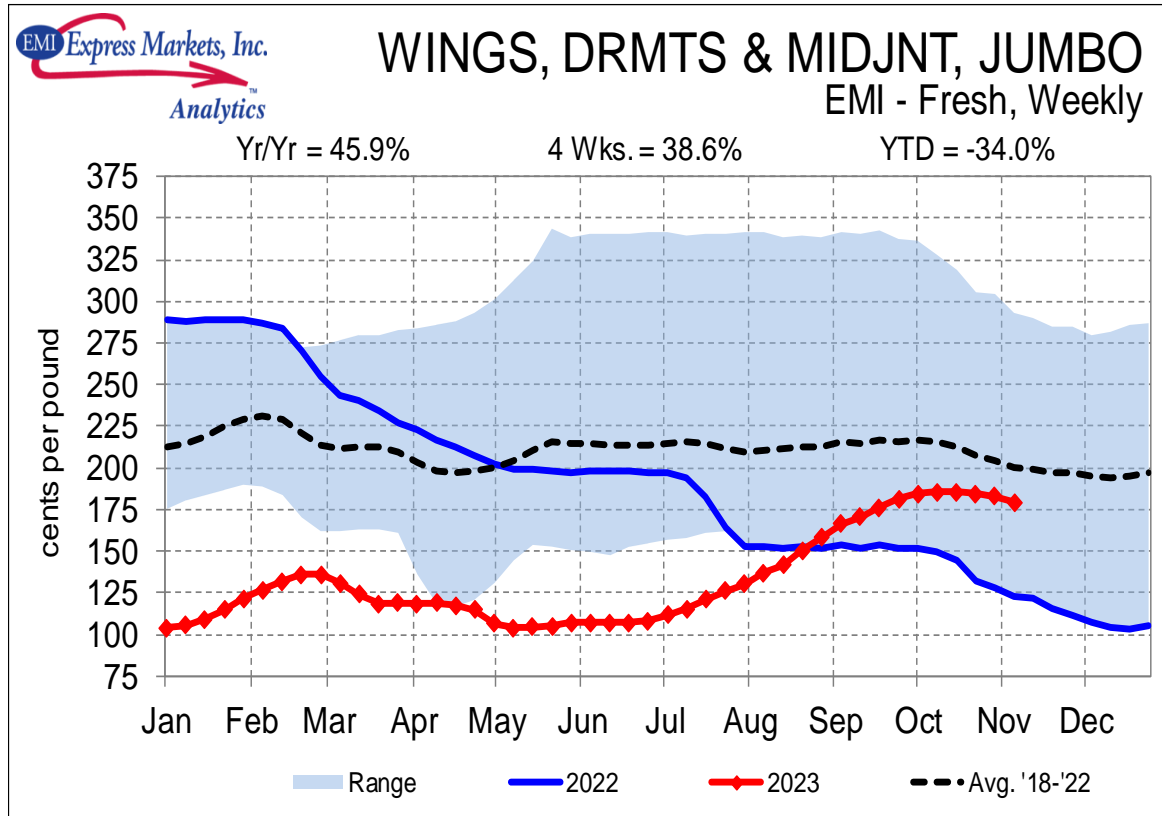
# EMI B/S Breast Meat Scatters



# EMI Tenders

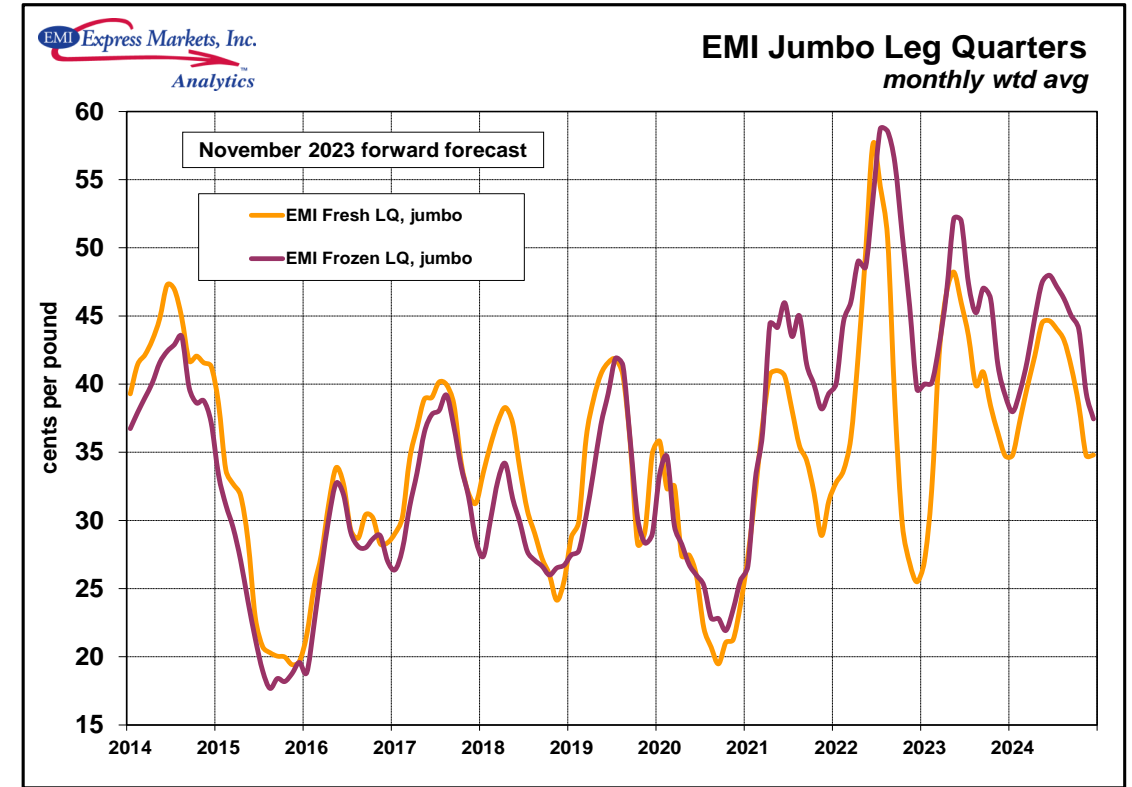
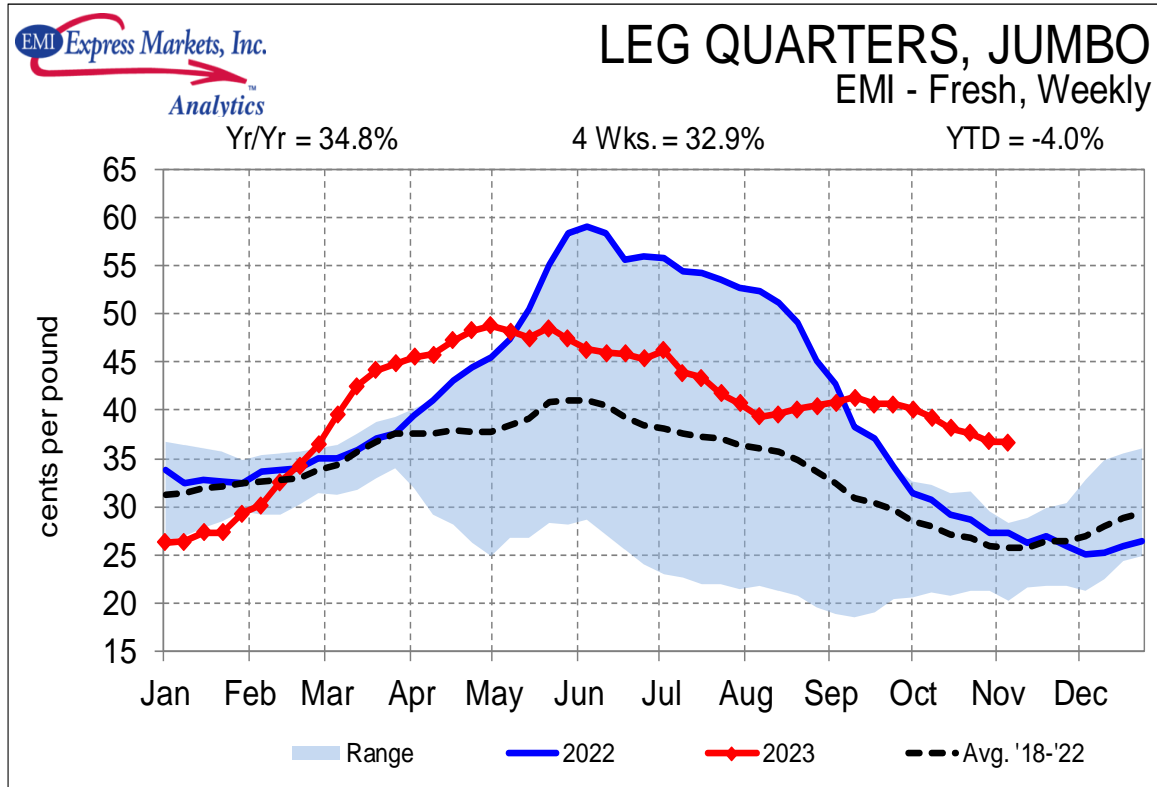


- Tenders remain soft, but showing signs of declines slowing to steadier markets
- Value buyers jumping back in the market and holiday travel a factor in steadier markets
- Anticipating markets to start 2024 at higher levels than 2023



- Premiums have slowed to steadier markets in cut offerings; softness on whole
- Potential for more 'Limited Time Offerings', but some value-oriented buyers looking for alternatives
- Inventory building for next year's sporting events and football season ramping up

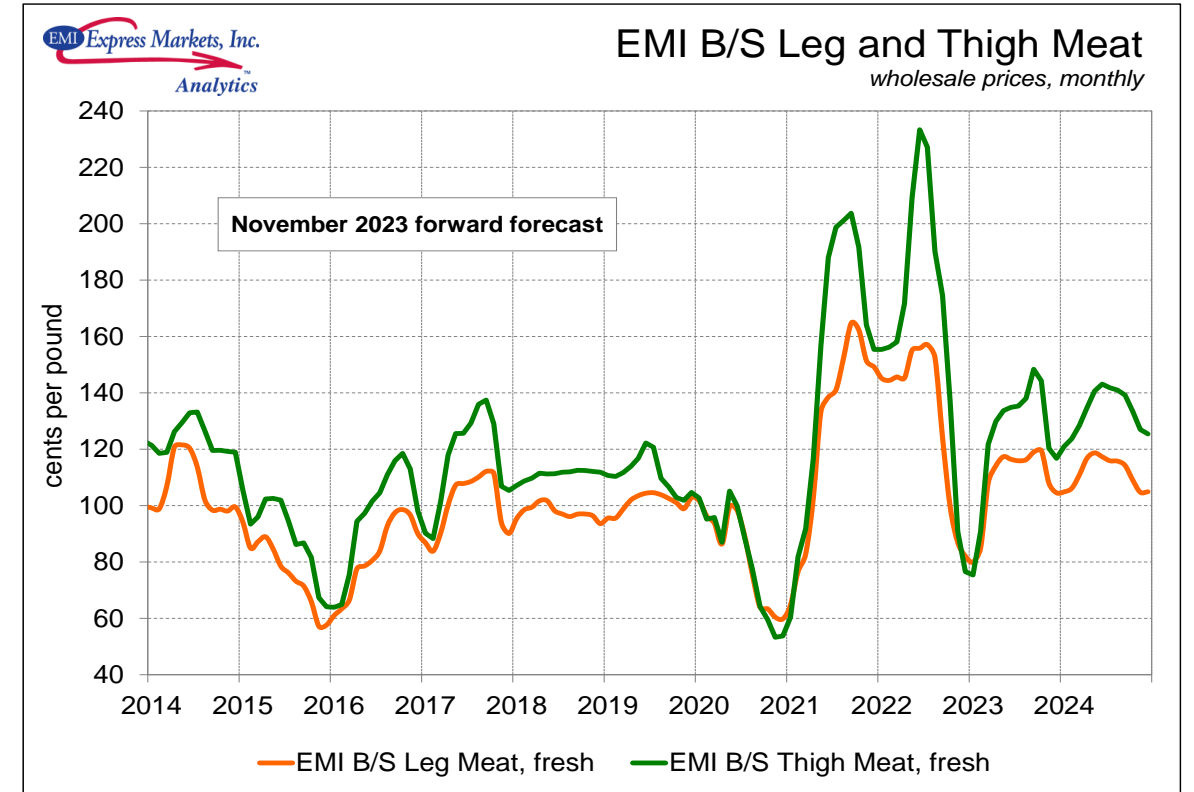
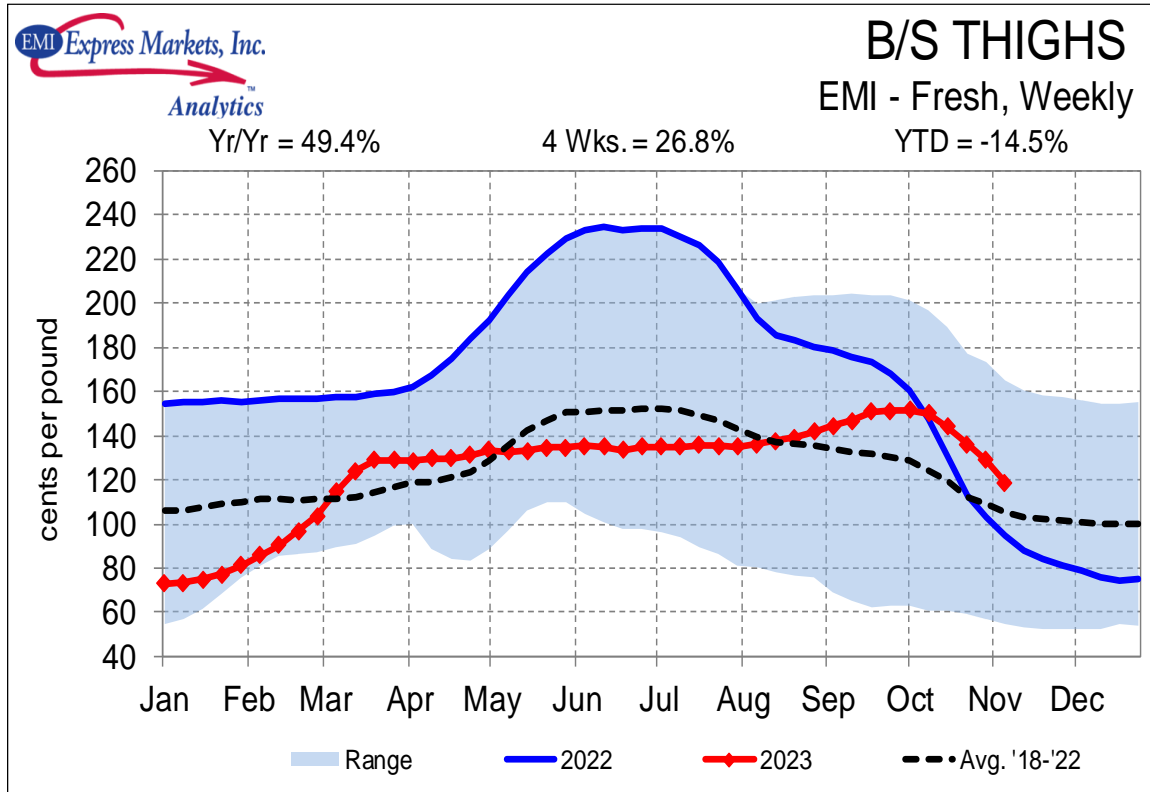
# Leg Quarters



- Markets are mixed
- HPAI restrictions impacting some but opening up opportunities for others
- Consumers 'value hunting' also could support increased domestic movement through 2024



# B/S Dark Meat



- B/S Thighs remain soft after topping out early October
- Seasonal softness anticipated to remain through Q4 as product availability builds
- Retail promotions have shifted from B/S thighs to white meat items in higher amount

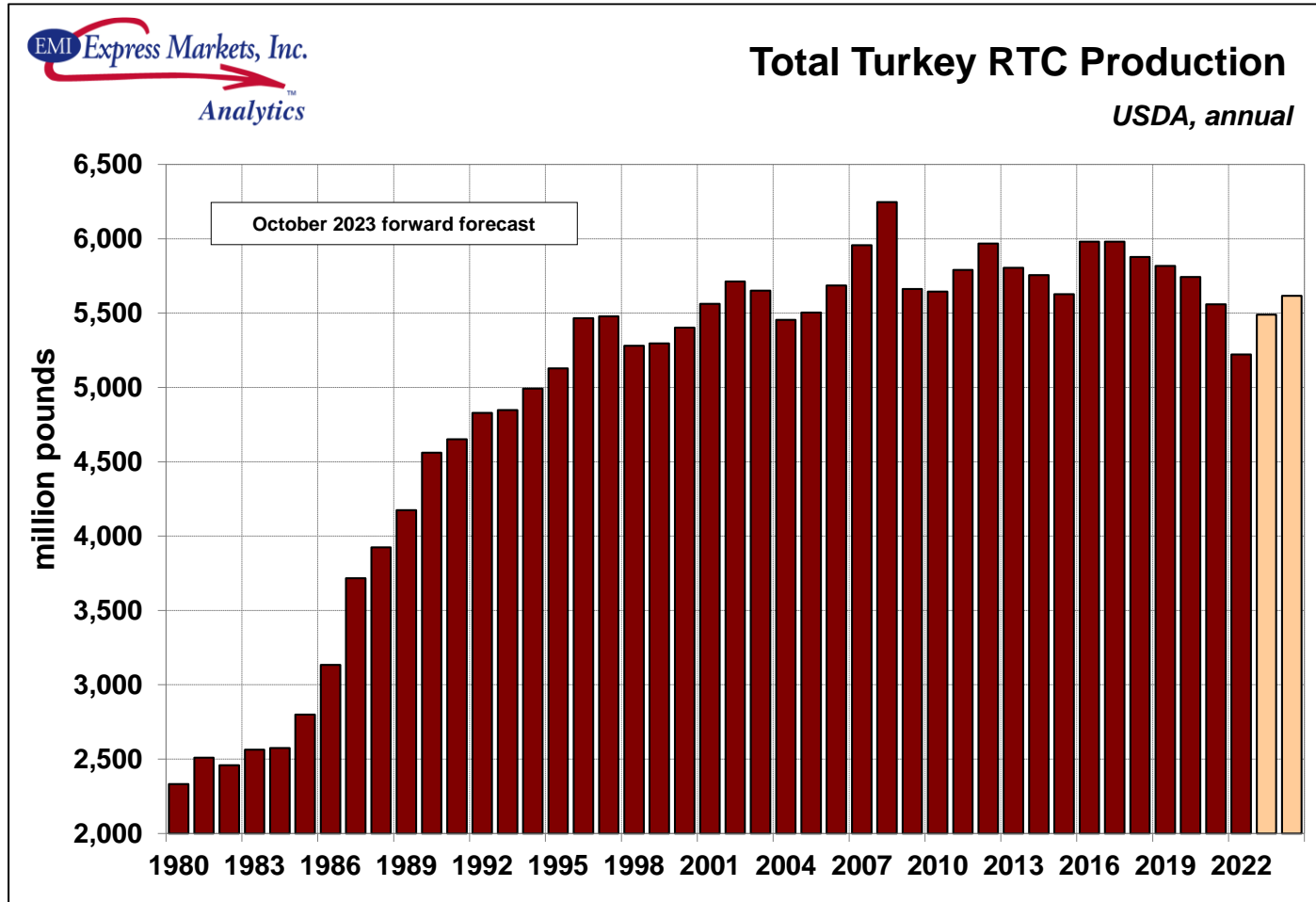
# Turkey Update



Amanda Martin  
Director of Poultry

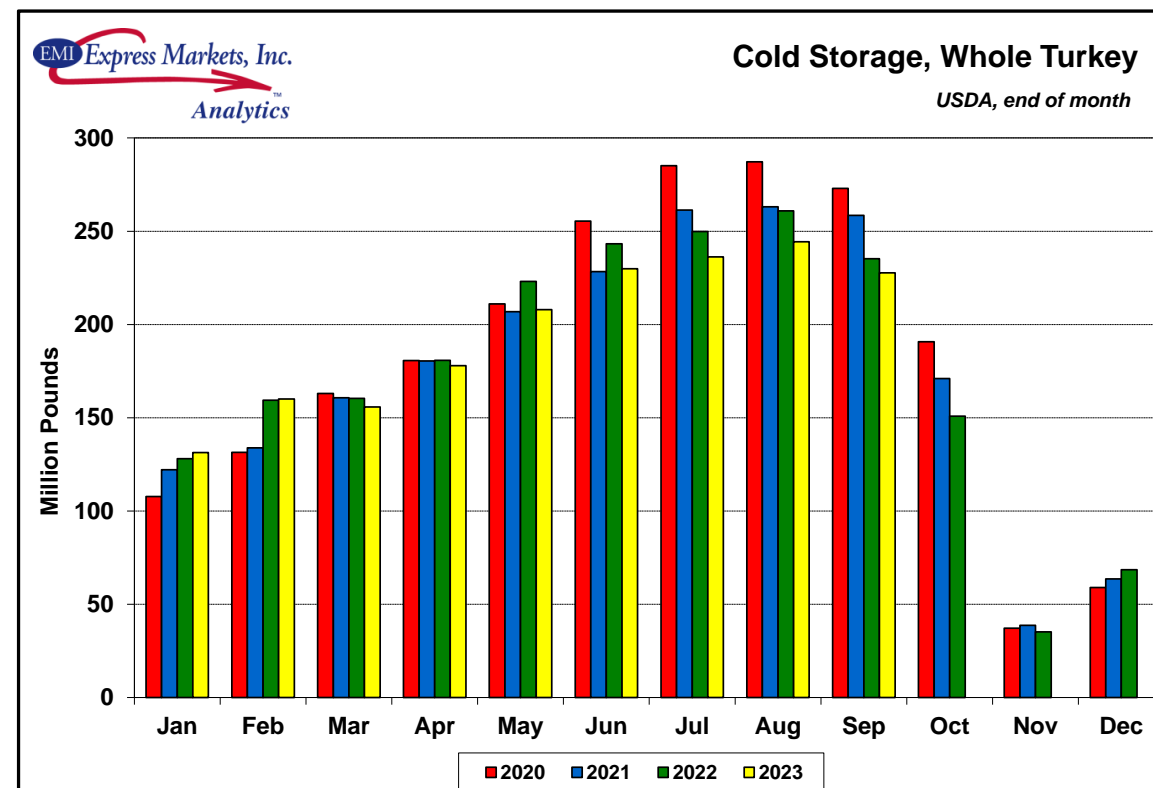
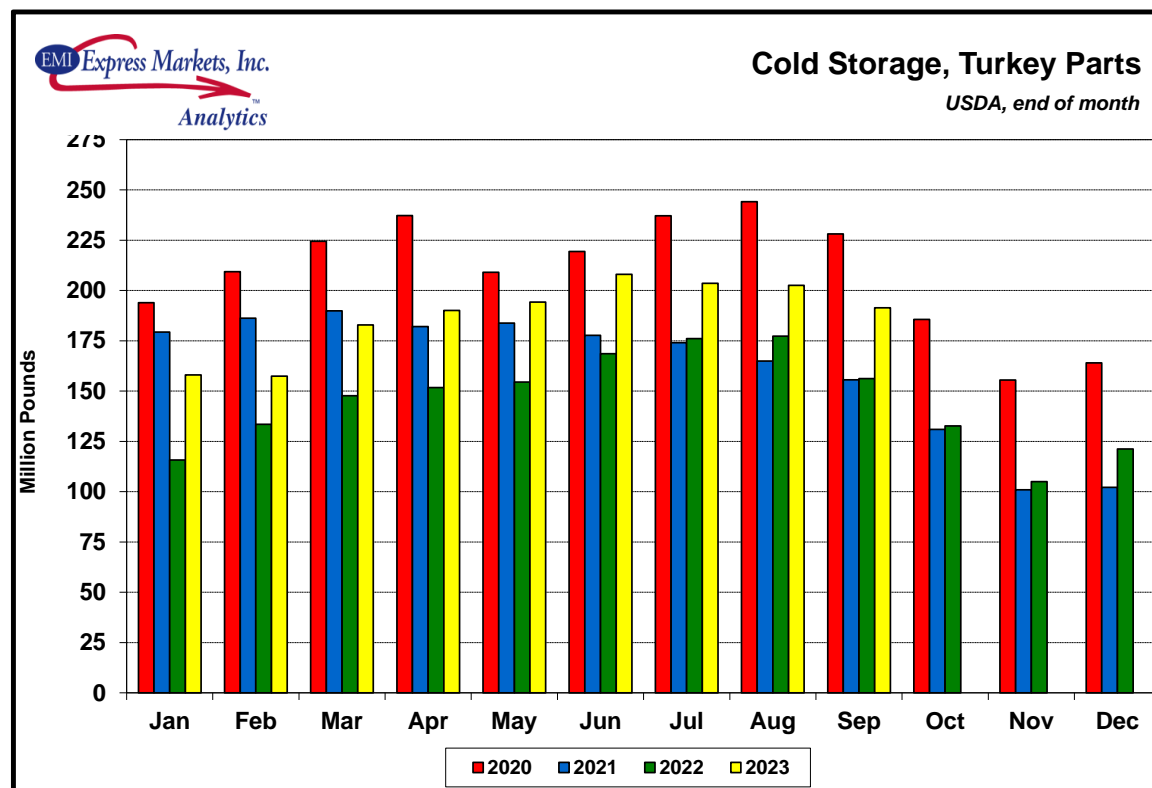
- Turkeys
  - Production
  - Cold Storage
  - Markets

# Monthly Turkey Production



- Poult Placements **-2.7%** YOY during September
  - Annual Placements forecasted **-0.2%** YOY after **+2.6%** during 2022
- For September 2023 - RTC Turkey Production **+2.2%** YOY, totaling 429.8 million pounds; **+7.3%** on PKD basis
  - Liveweights **+3.6%**
  - Slaughter **-0.3%**; **+4.7%** on PKD basis
- RTC Production for 2023 - forecasted **+5.1%** YOY to 5.49 billion; **+5.5%** on a PKD basis with one less processing day, if realized, after **-6.1%** during 2022
- HPAI likely to impact Q4 and early 2024 expectations

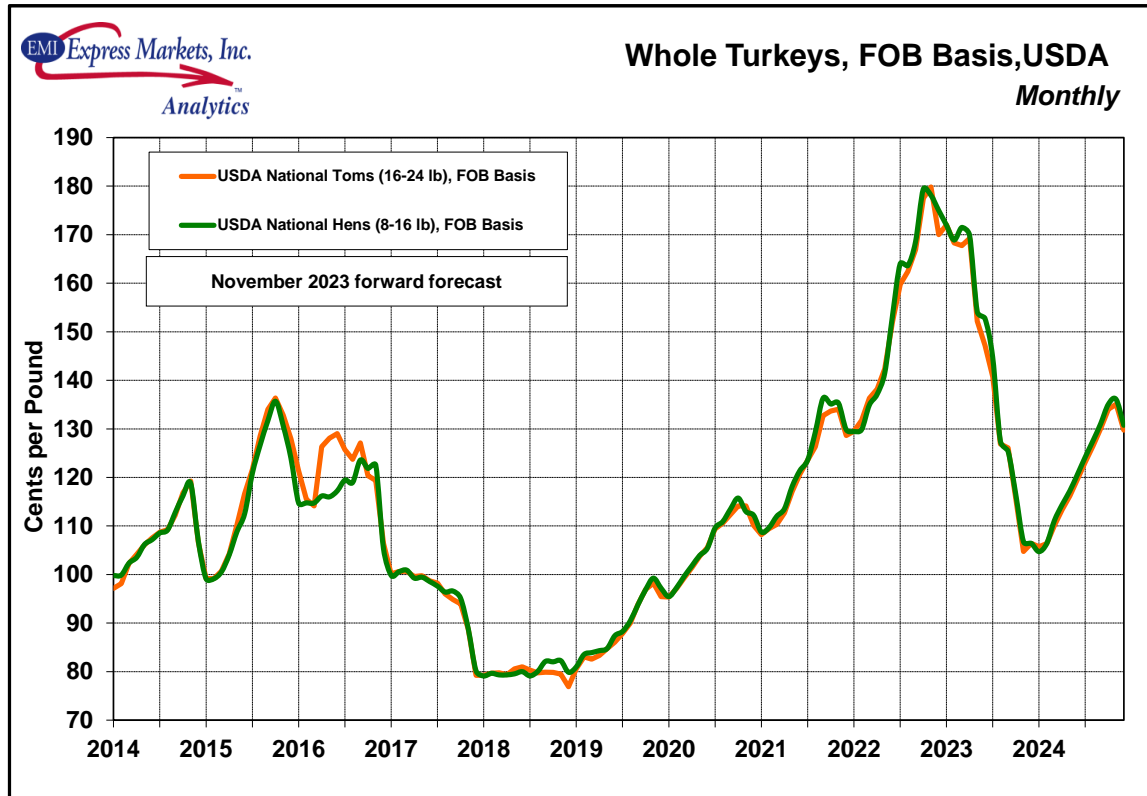
# Cold Storage



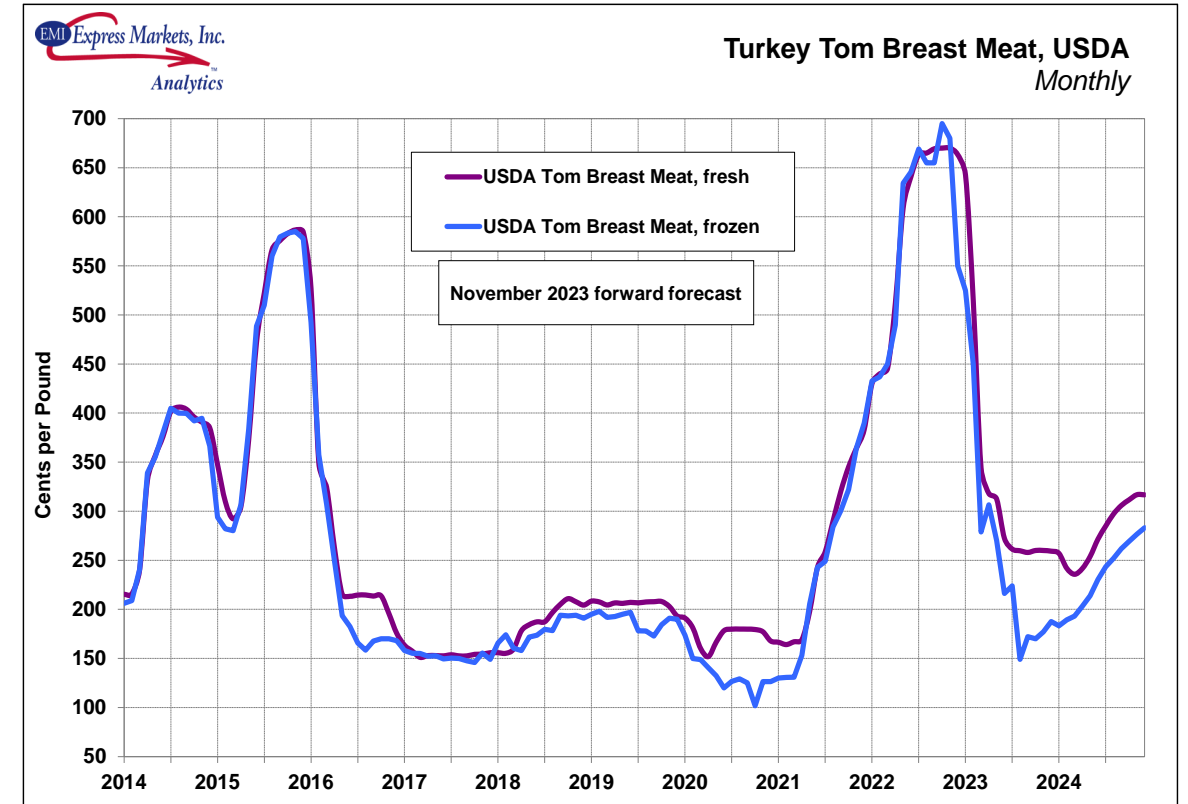
- Turkey Part Stocks totaled 191.4 million pounds at the end of September, +22% YOY but -5.5% from end of August
  - Year Over Year - Turkey Breast +69%, Legs +109%, Unclassified -6%, and MDT +211%
  - Month Over Month – Breast, Legs, and Unclassified declined; MDT and Other saw slight increases

- Whole Turkey Stocks totaled 228 million pounds at the end of September, -3% YOY and -6.8% from the end of August
  - Whole Hens -9.2% (42% of total) YOY
  - Whole Toms +1.6% (58% of total) YOY

# Turkey Markets



- Fill in buying remains quiet
- Whole cold storage stocks remain below year ago levels
- Potential HPAI affect on early season buying for 2024



- Export buyers with concerns on HPAI pushing frozen markets higher
- Gap remains, but anticipated to narrow into early 2024



# Hogs/Pork Update



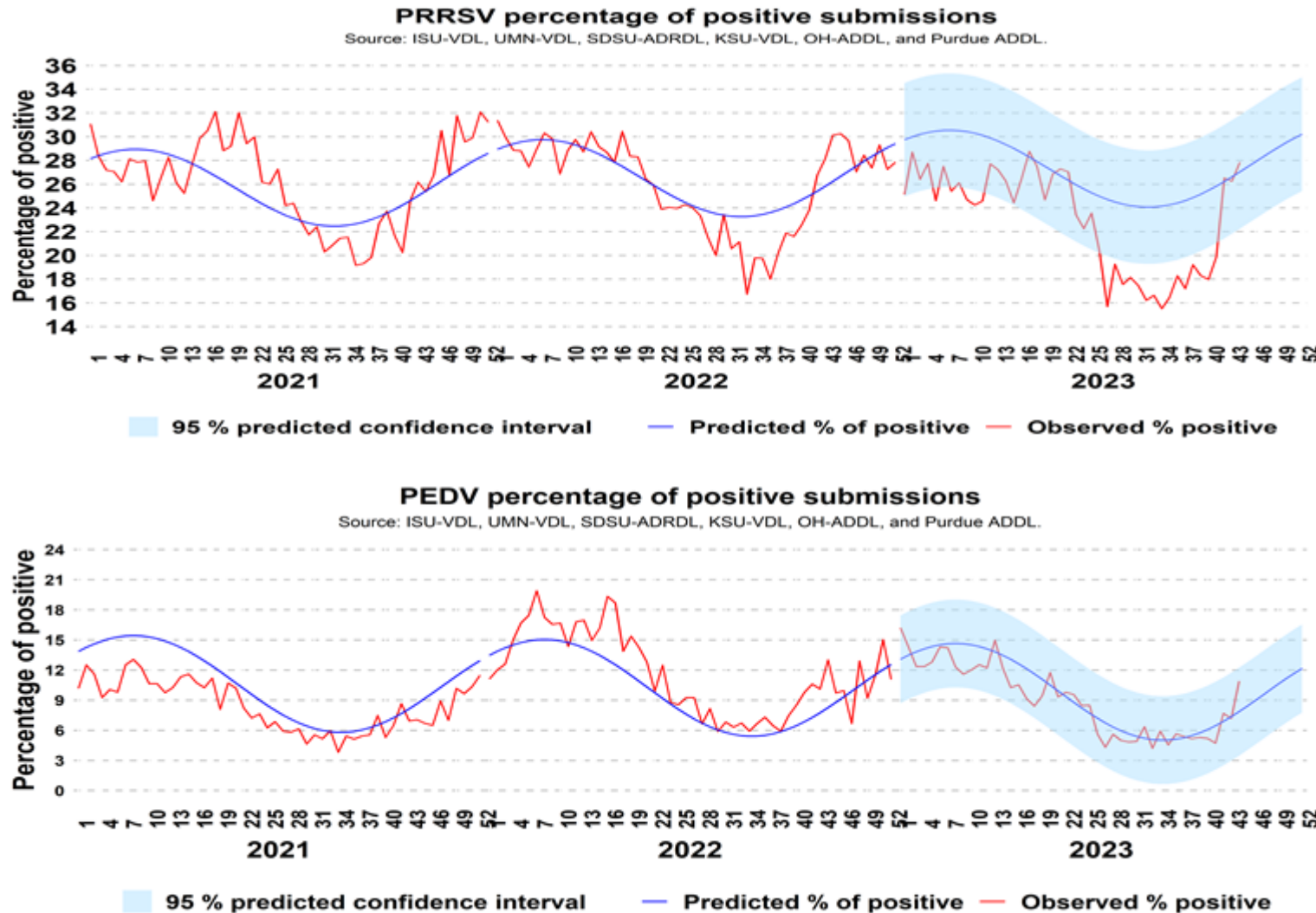
Courtesy of the National Pork Board, Des Moines, Iowa.

Ty Neff  
Director of Red Meat Analytics

- Disease Update
- Pork Production
- Trade
- Pork Prices



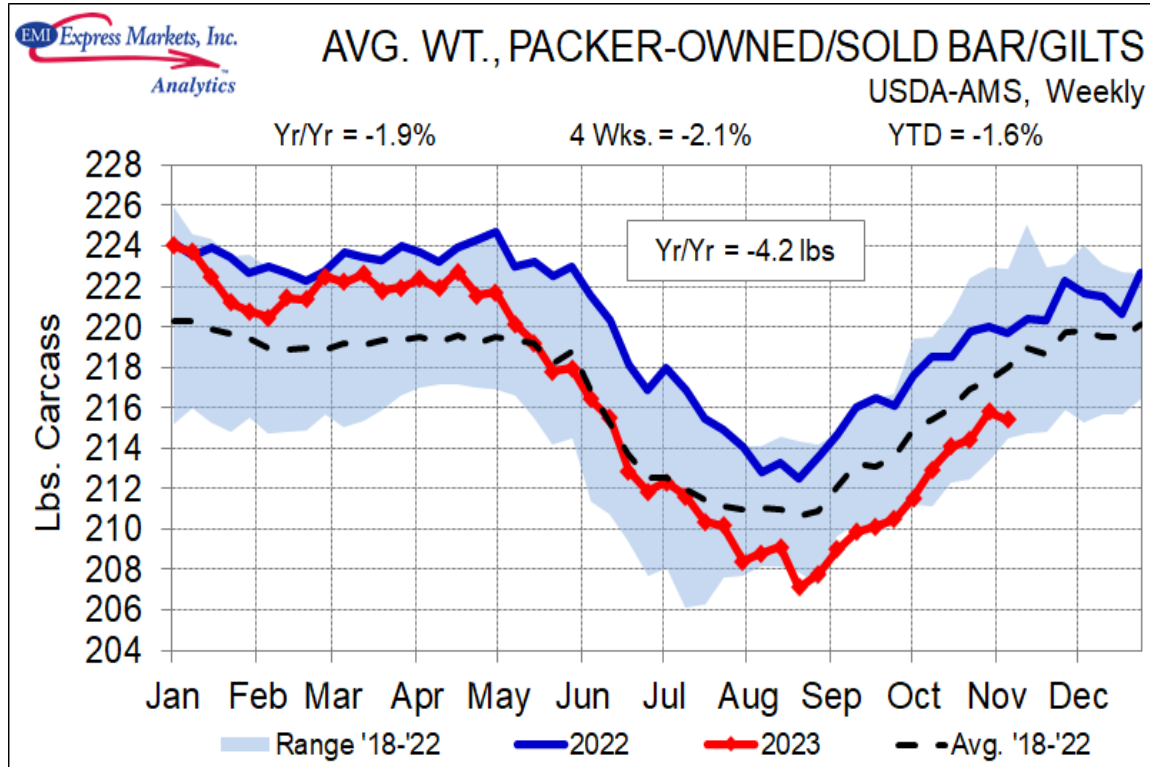
# Disease Update



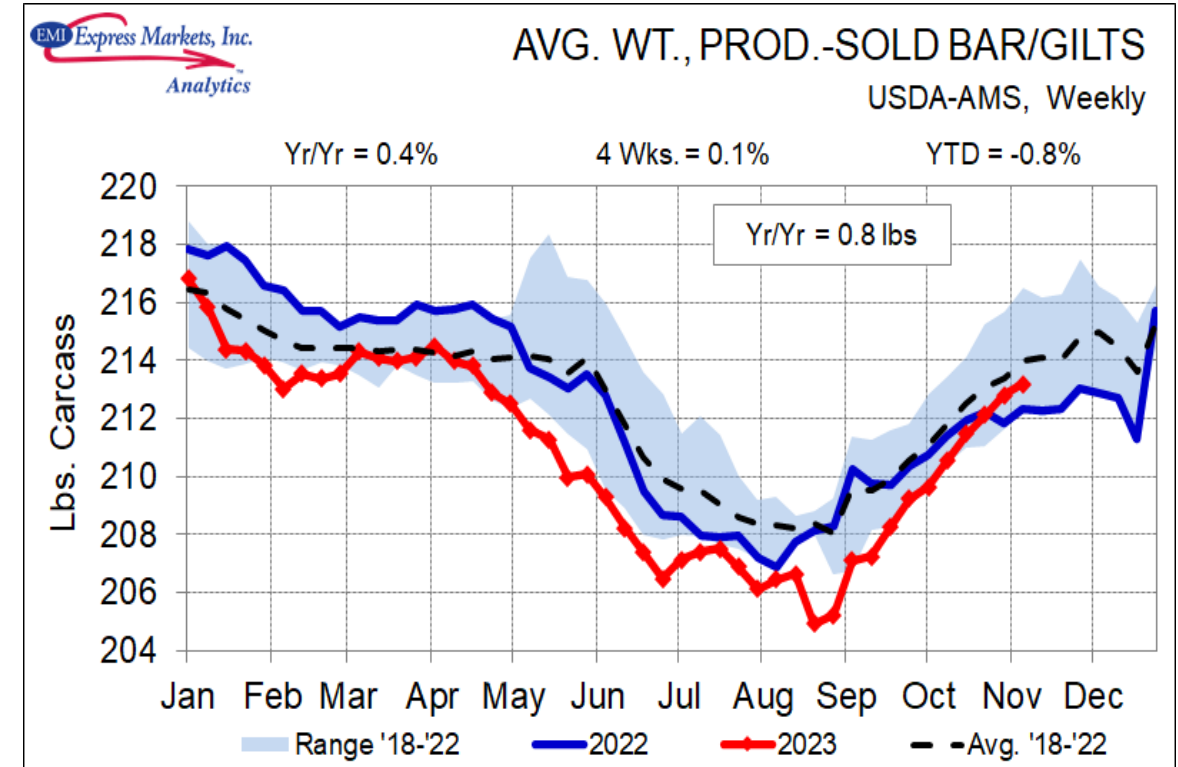
- Rapid increase in case submissions for both PRRS and PEDV
- Largest PRRS breakouts in IL and OH
- Largest PEDV breakouts in IA, MO, and NC
- May lead to some productivity issues in the December H&P report and contribute to fewer hogs available in 2024

Source: SHIC Global Disease Report 11/07/23

# Pork Production

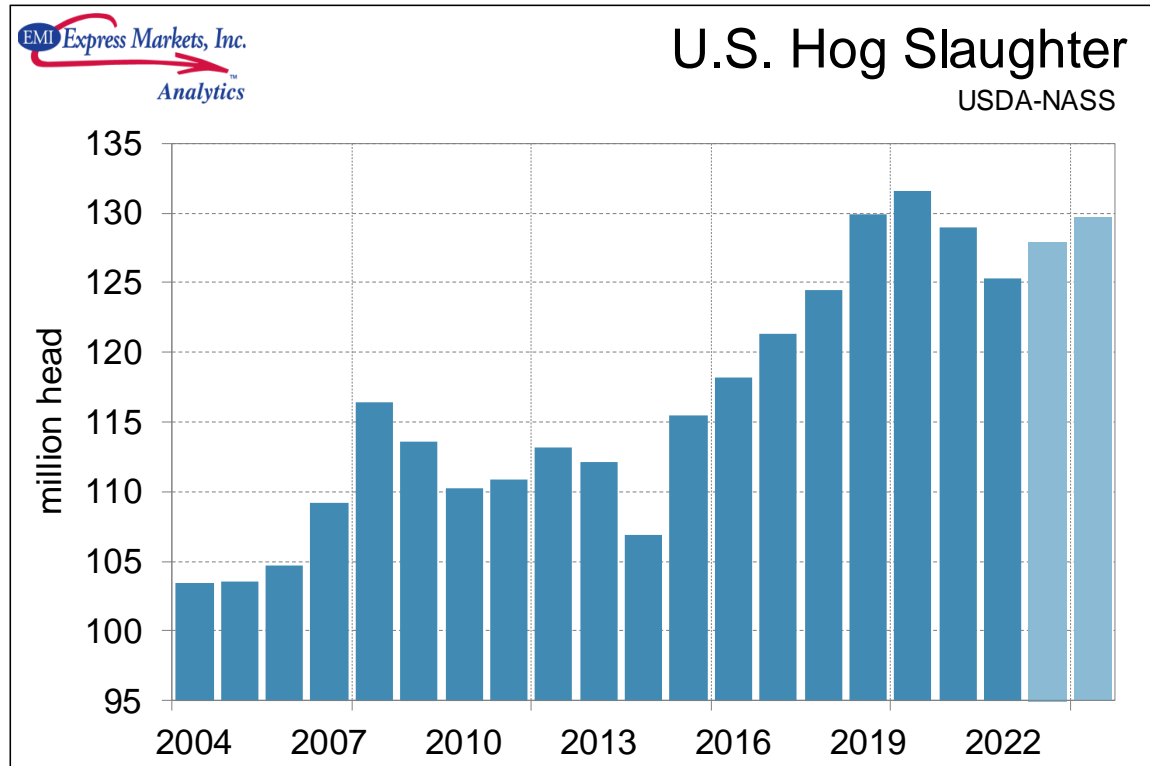


- Packers owned/sold dressed weights trend higher, but still near 5-year lows
- With the increase in hog numbers, lighter hog weights have limited available pork supplies

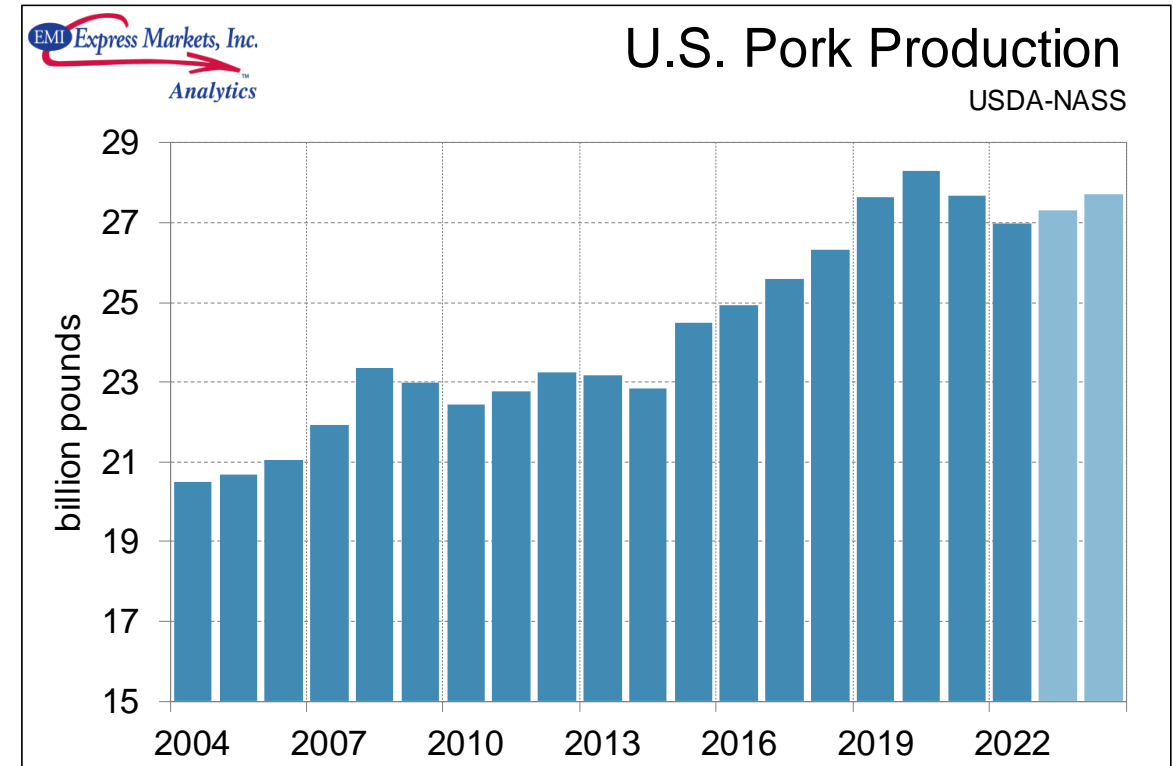


- Producer sold dressed weights trending higher, and were above year ago in the last few weeks
- Potential for heavier hogs in the late fall and into 2024 if producers can cover feed costs and returns turn positive

# Pork Production

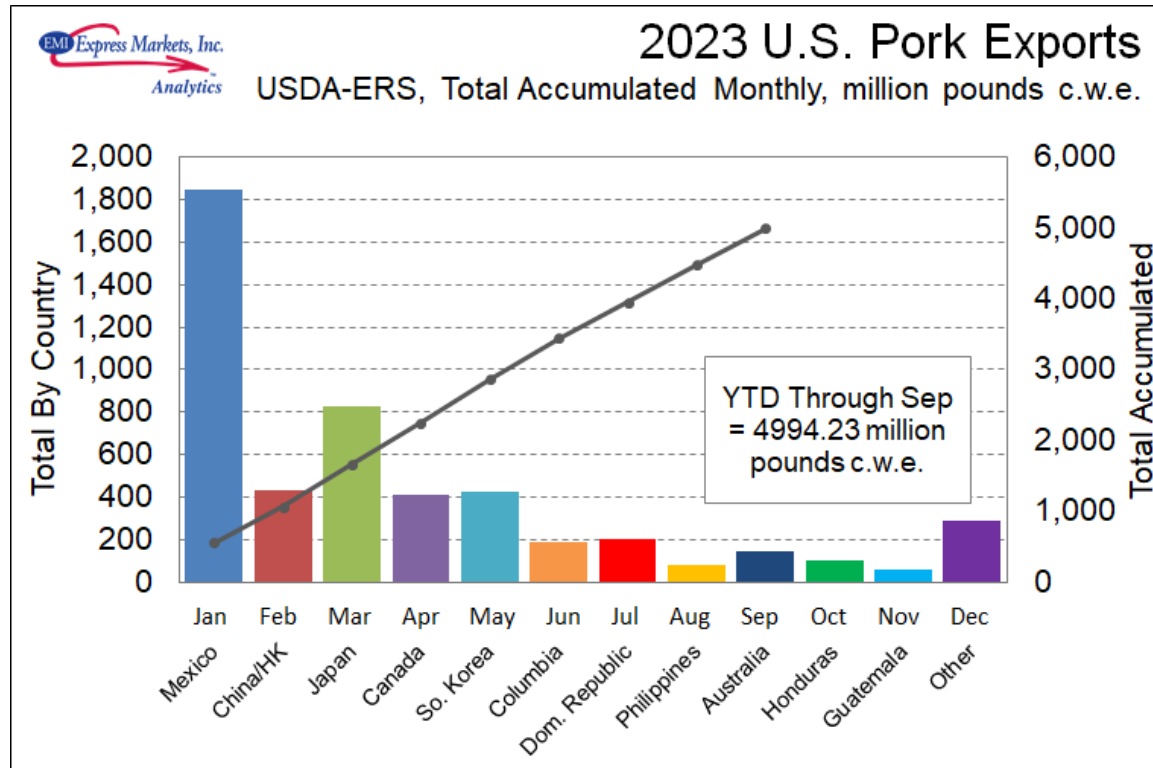


- Hog harvest in 2023 is estimated **+1.5%** Y/Y, with the one less harvest day
- 2024 hog harvest estimated **-0.2%** Y/Y, with 2 more harvest day

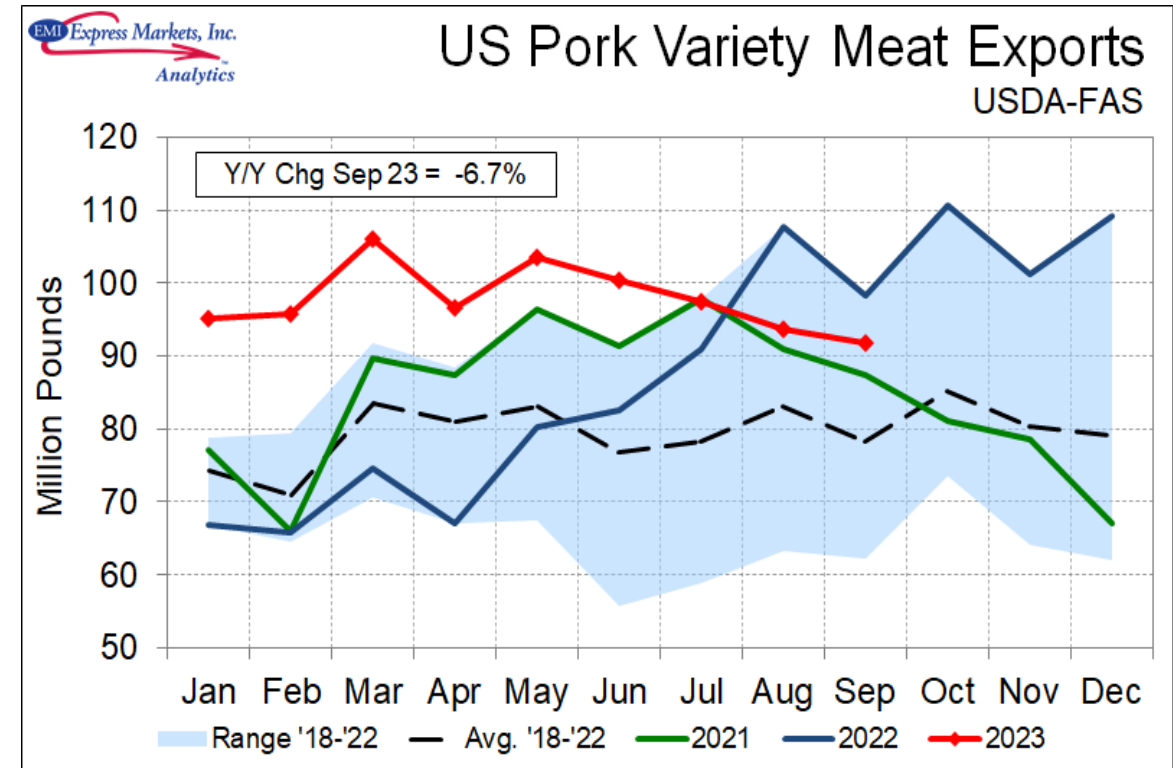


- Prop 12 / MAQ3
- Packing capacity changes
  - Coldwater, MI +4,000 head sometime in April 2024
  - Windom, IA plant to open spring of 2024 +5,100 head

# Pork Trade

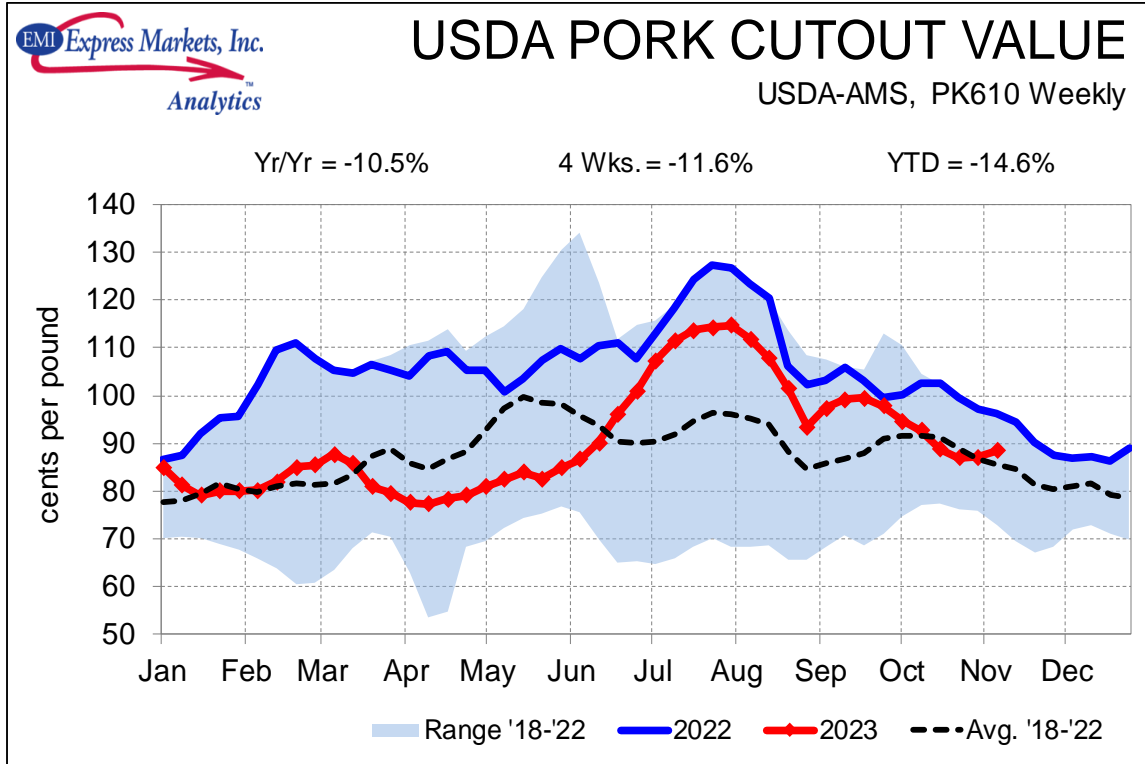


- In September, US pork exports, excluding variety meats, totaled 512 million pounds c.w.e., **-0.2% Y/Y**, **-2.8% M/M**
- MEX **+11.2%**, Jap **-20.7%**, CHN **-41.5%**, CAN **12.8%**, and KOR **-4.4% Y/Y**
- Although some declines in top 5, others are filling in the gap (Central America, Caribbean, AUS, and TWN)

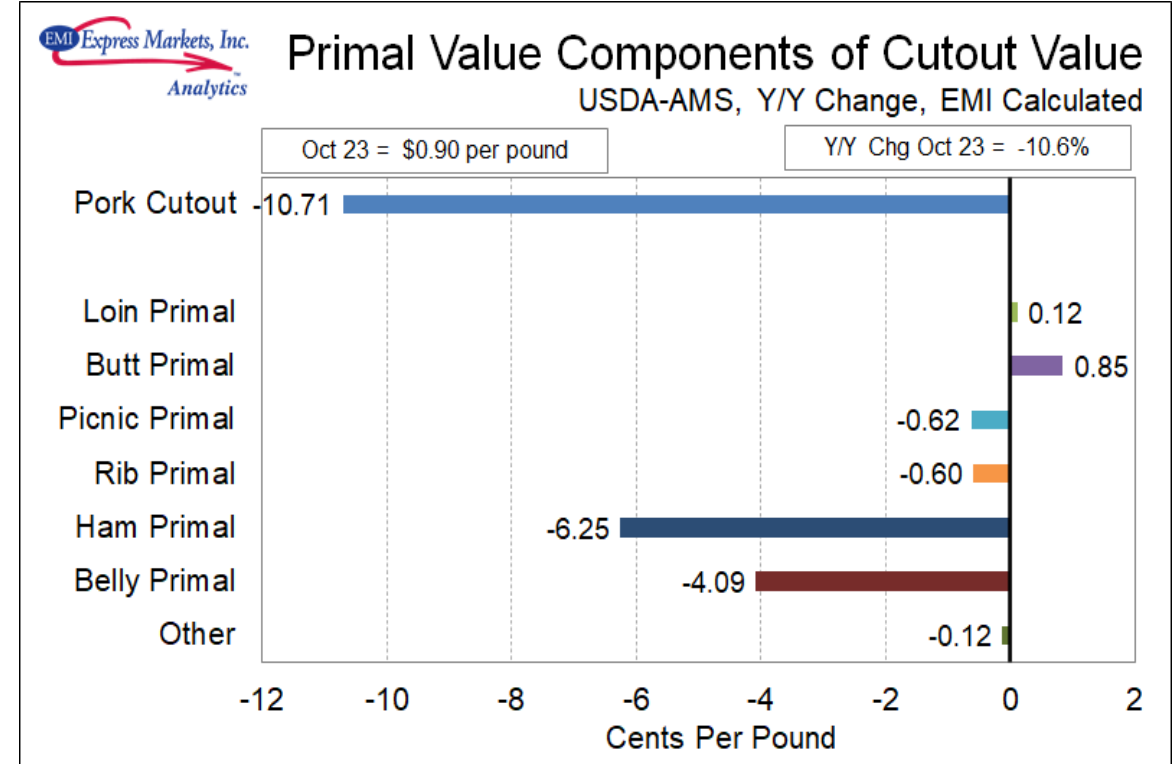


- In September, US pork variety meat exports totaled about 92 million pounds c.w.e., **-6.7% Y/Y**, **-1.9% M/M**
- CHN/HK **+10.9%**, MEX **+46.9%**, CAN **+25.6%**, JAP **-47.4%**, and the PHL **+57.3% YTD**
- Exports to China slowing in H2 of 2023, Mexico has been trending higher (the two account for 85% of the total)

# Pork Cutout

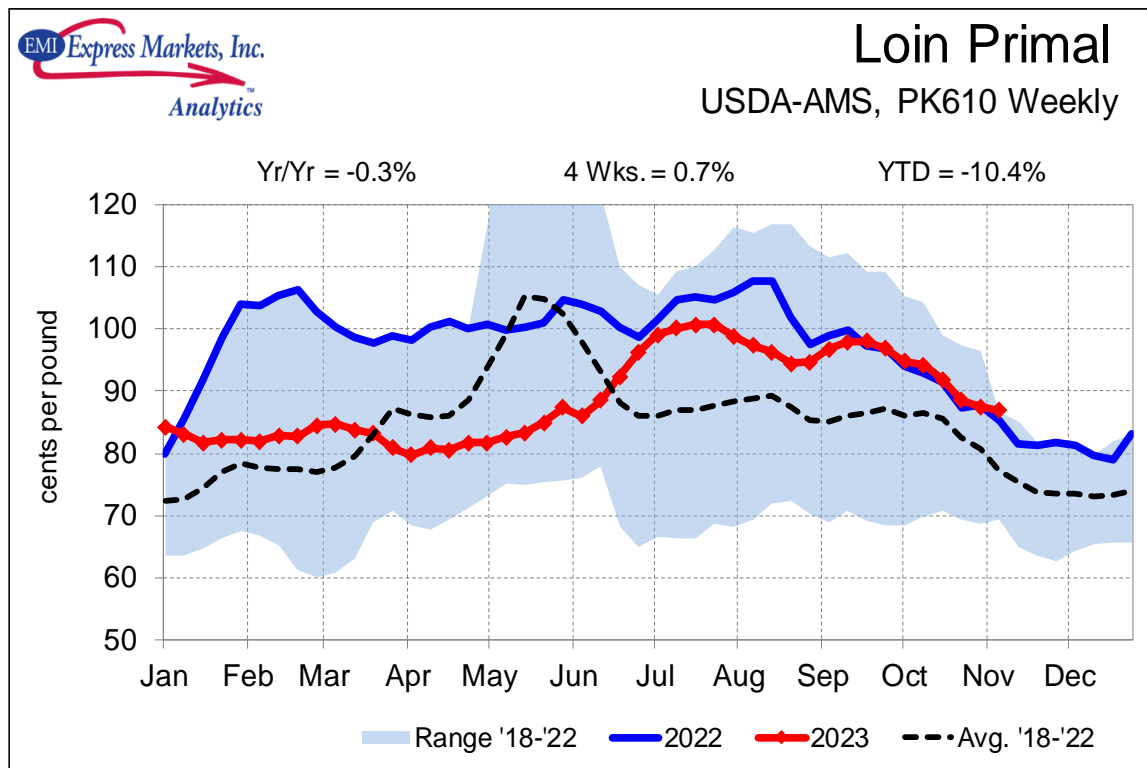


- Economic uncertainty, student loan payments, higher retail prices, seasonal increase in hog numbers, Prop 12
- Pork Retail prices **+1.3%** M/M, **-0.1%** Y/Y and averaged \$5.04/lb. in October (Bacon/Chops)

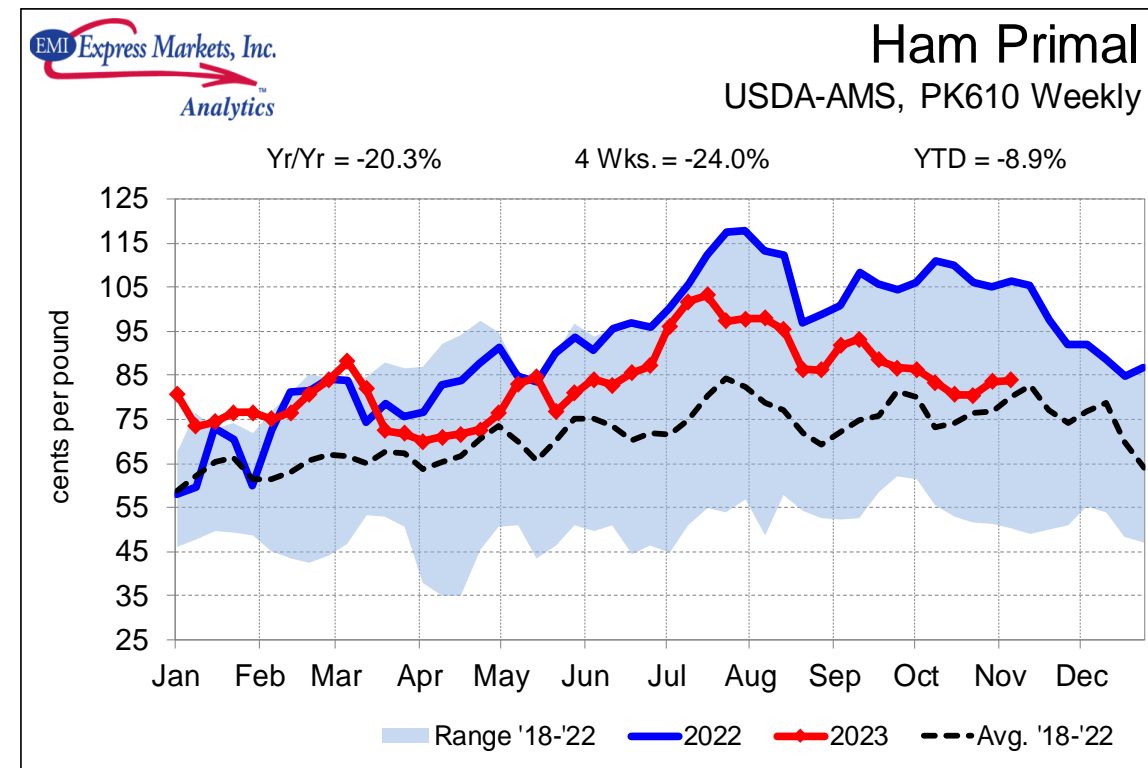


- Bellies and hams were the biggest contributors to the weaker cutout value in October Y/Y and M/M
- Recent boost in November from stronger butts, picnics, and bellies

# Competing Meats



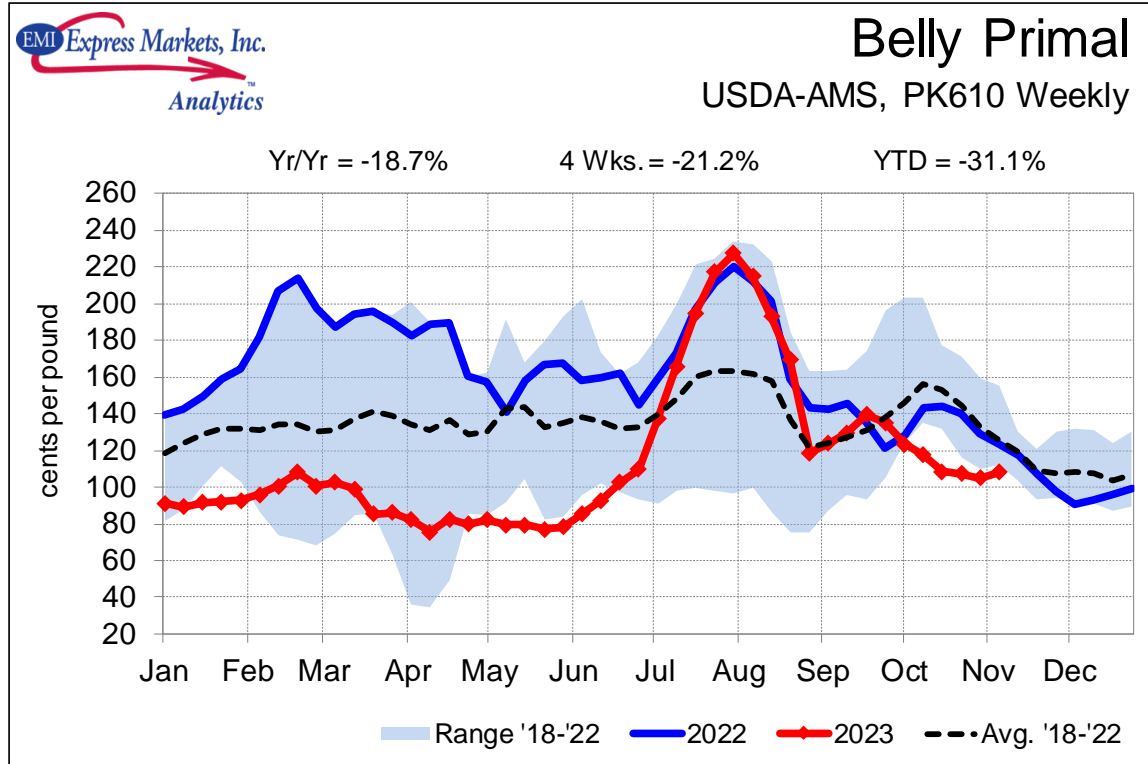
- Boneless pork loin products helping to support loin primal
- B/S Breast prices more in line with bone-in loins vs boneless



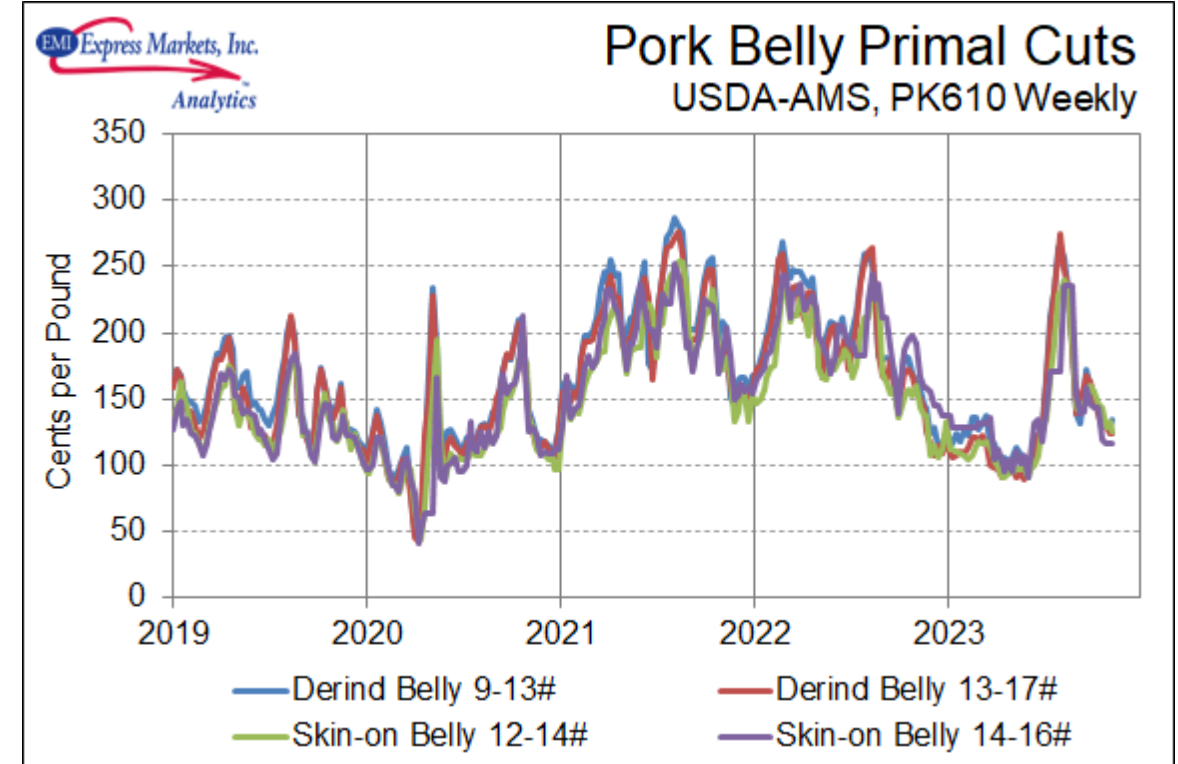
- HPAI in turkeys may add some volatility to ham prices
- Holiday buying for Christmas, export activity with bigger purchases from China and Mexico



# Belly Primal

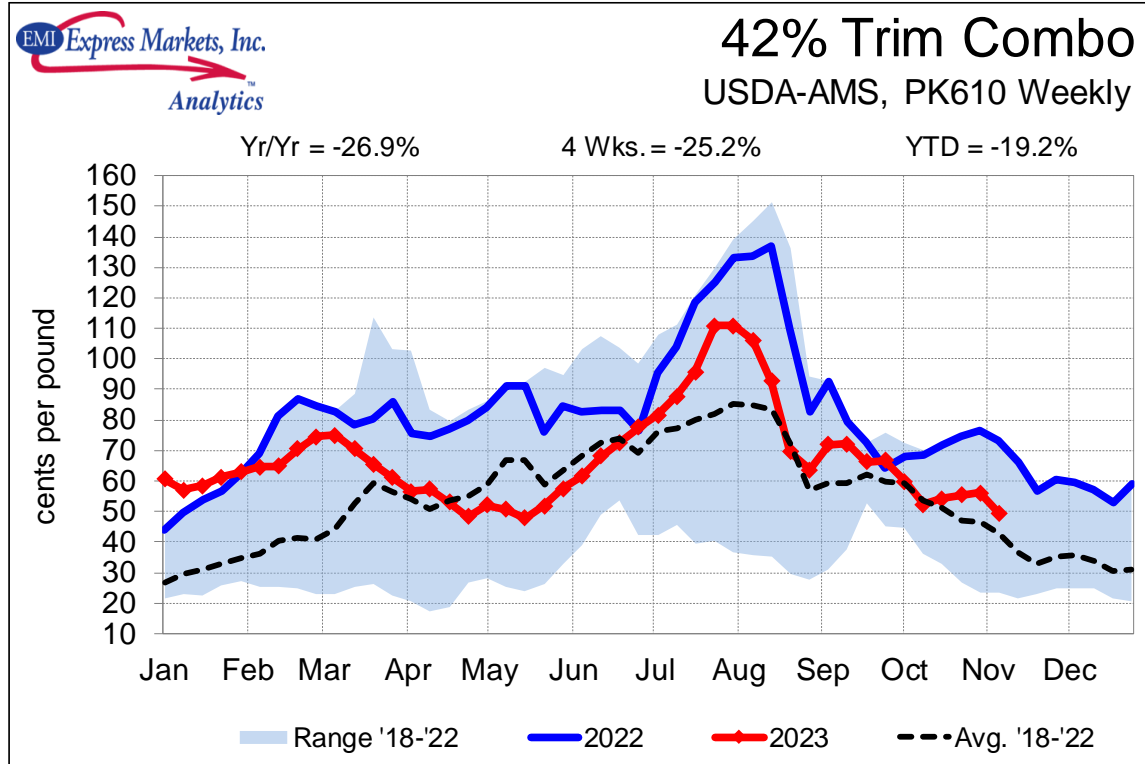


- Reminder: Cured, but uncooked and would fall under Prop 12 requirements and may add additional pressure to belly prices
- Weaker belly prices may entice some processors to add to cold storage stocks

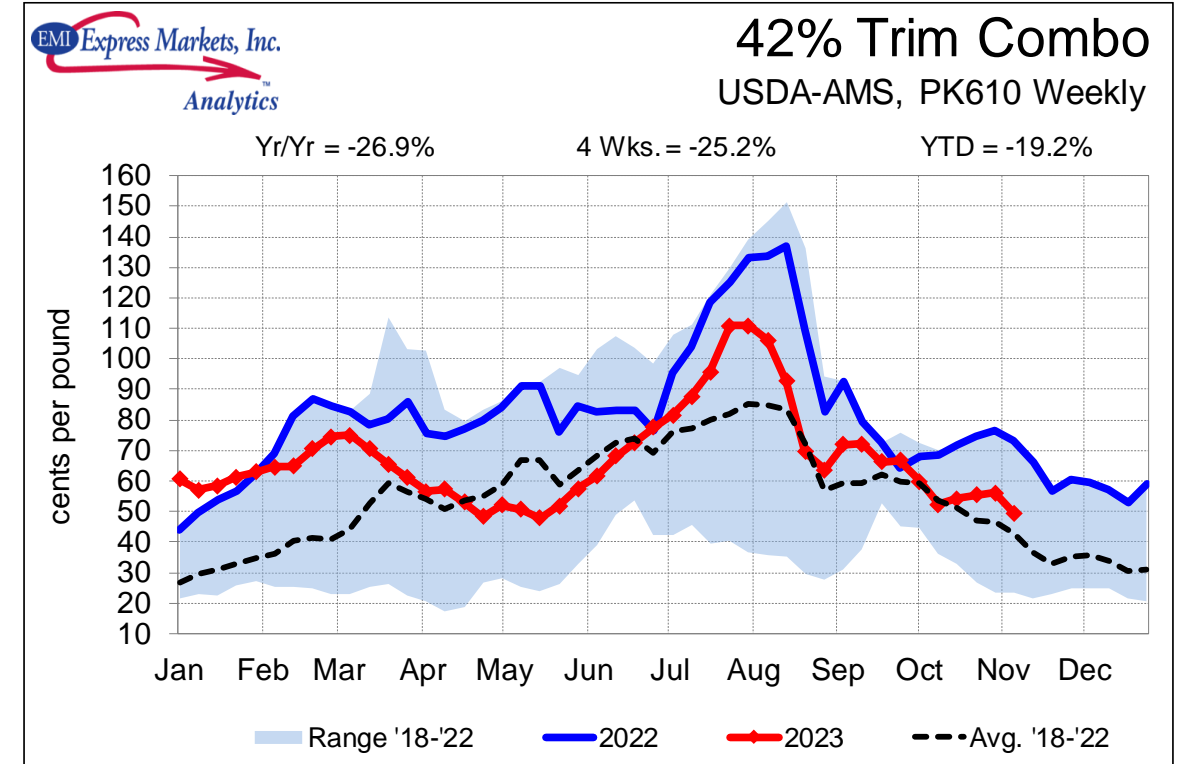


- September belly cold storage stocks -18.8% Y/Y, -19.5% M/M
- Chicken sandwich wars adding bacon, may help with foodservice demand for bellies
- Retail feature prices averaged \$6.31, +2.6% Y/Y last 4 wks

# Pork Trim



- Dressed weights trending higher, weaker soybean oil prices, weaker 50% beef trim
- Ground pork not covered by Prop 12 guidelines



- Seasonal decline due to more hogs, heavier dressed weights
- Ground pork and chicken competing more in the retail case with beef

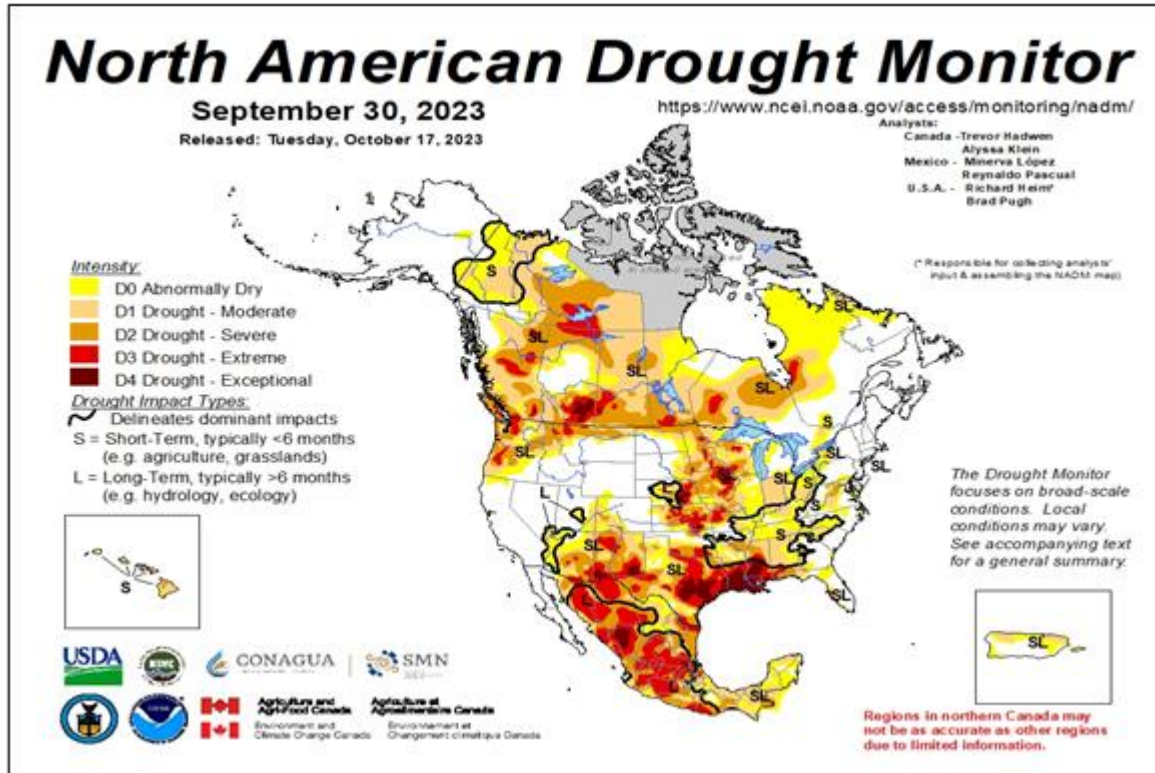
# Cattle/Beef Update



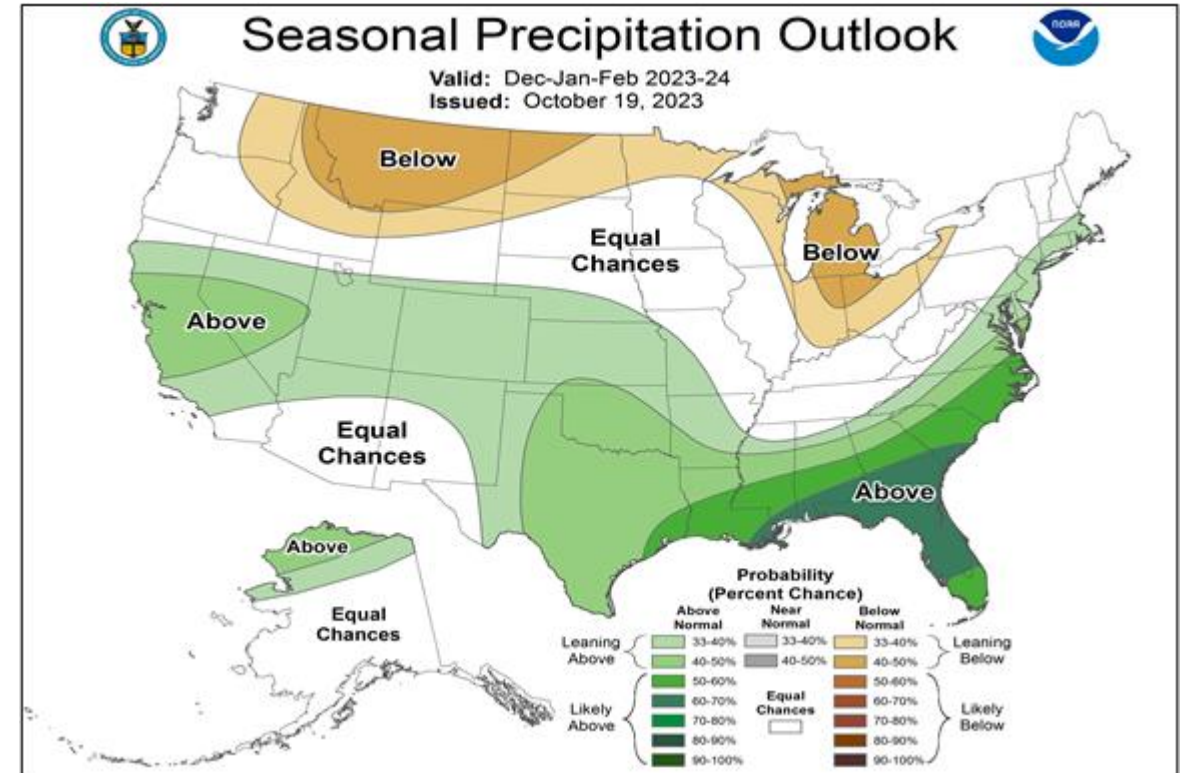
Ty Neff  
Director of Red Meat Analytics

- Drought Outlook
- Cattle
- Beef Production
- Trade
- Prices

# Drought Update



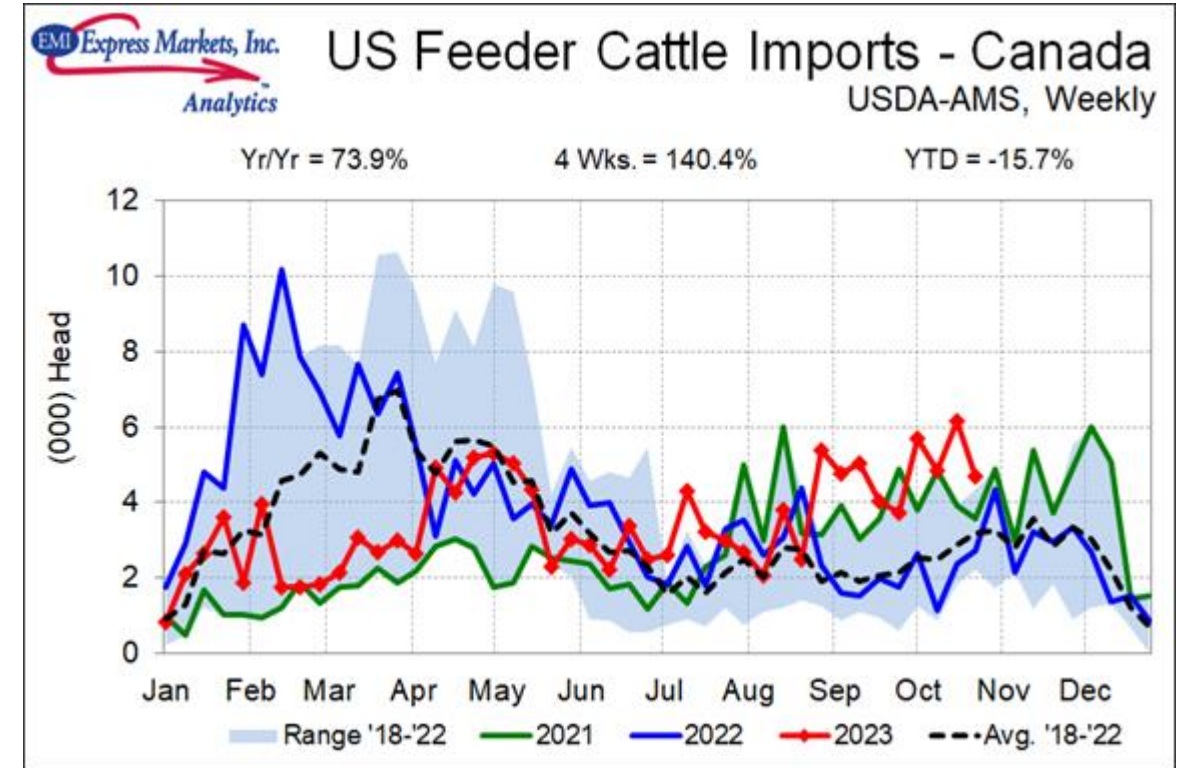
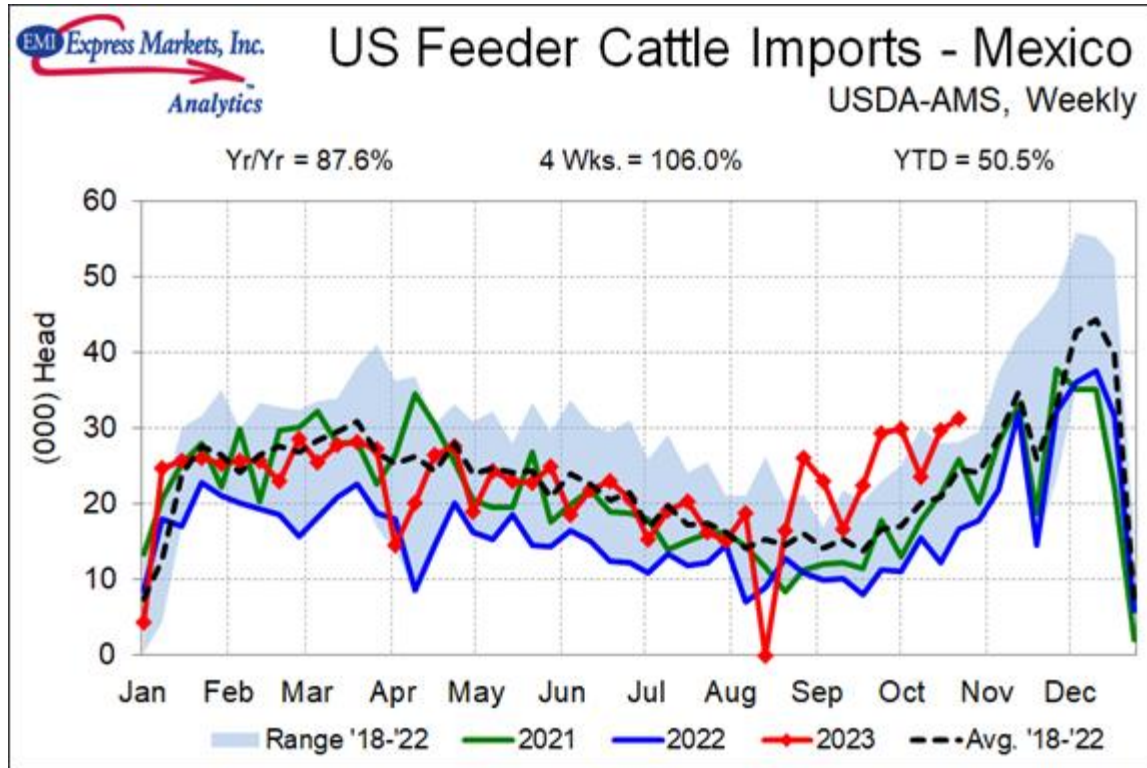
- Our neighbors to the north and south dealing with drought, and sending more cattle to the US
- About 37% of US cattle inventory in area experiencing drought, a 10-point improvement M/M



- Precipitation outlook for DEC-FEB, above average for southern portion of US, MAR-MAY, above for SE into the Central Great Plains
- More will be needed to restore grazing pastures and allow ranchers to hold on to heifers

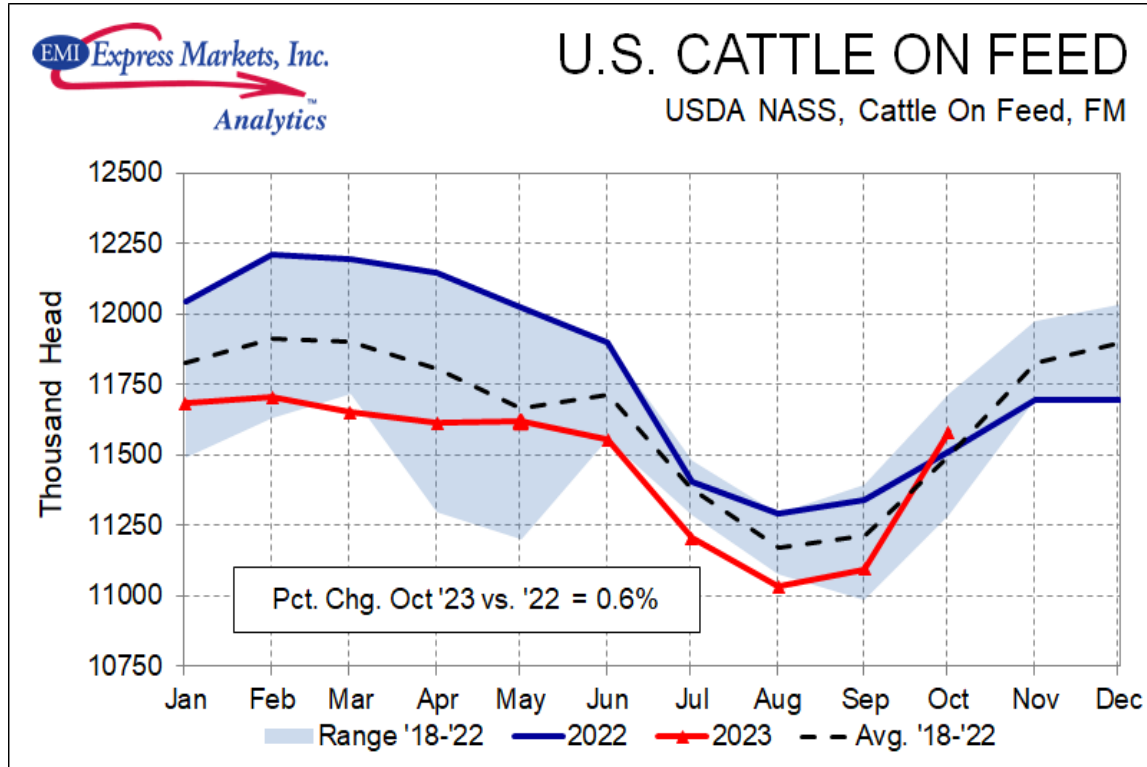


# Cattle Imports

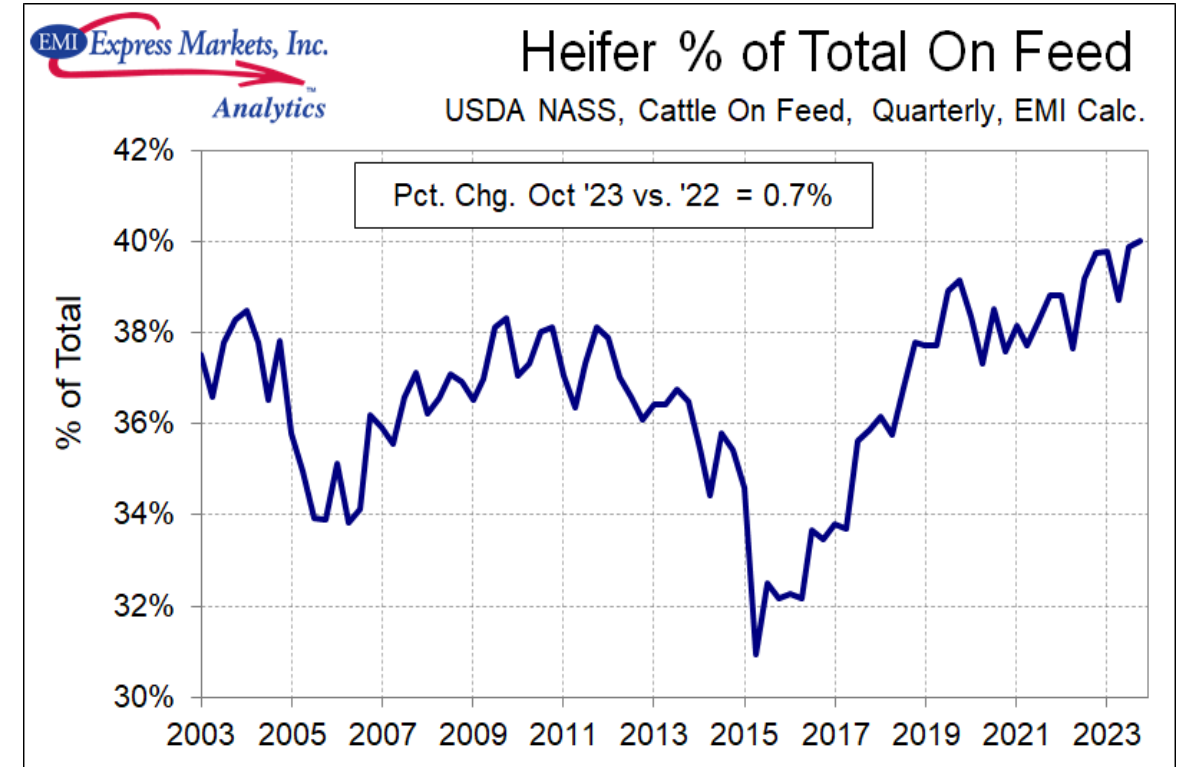


- The increase in feeder cattle imports added another 60-70k head to the September placements number, which would be about 4% more cattle

# Cattle on Feed



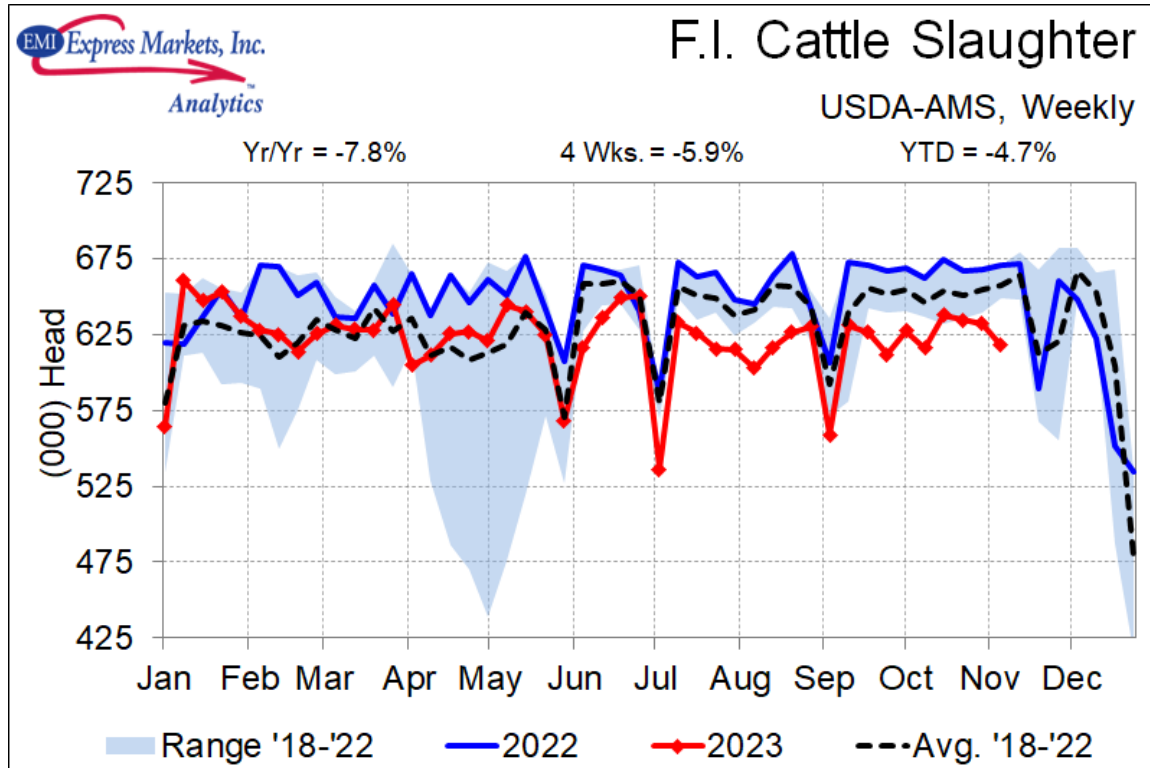
- The October 1st COF total was 11.58 million head, **+0.6% Y/Y**
- The September placement total was 2.206 million head, **+6.1% Y/Y**
- Placements near 5-year lows, <600# **+3.4%**, 600-699# **+7.6%**, 700-799 **+10.2%**, 800-899 **+8.5%**, >900 **+0.0% Y/Y**



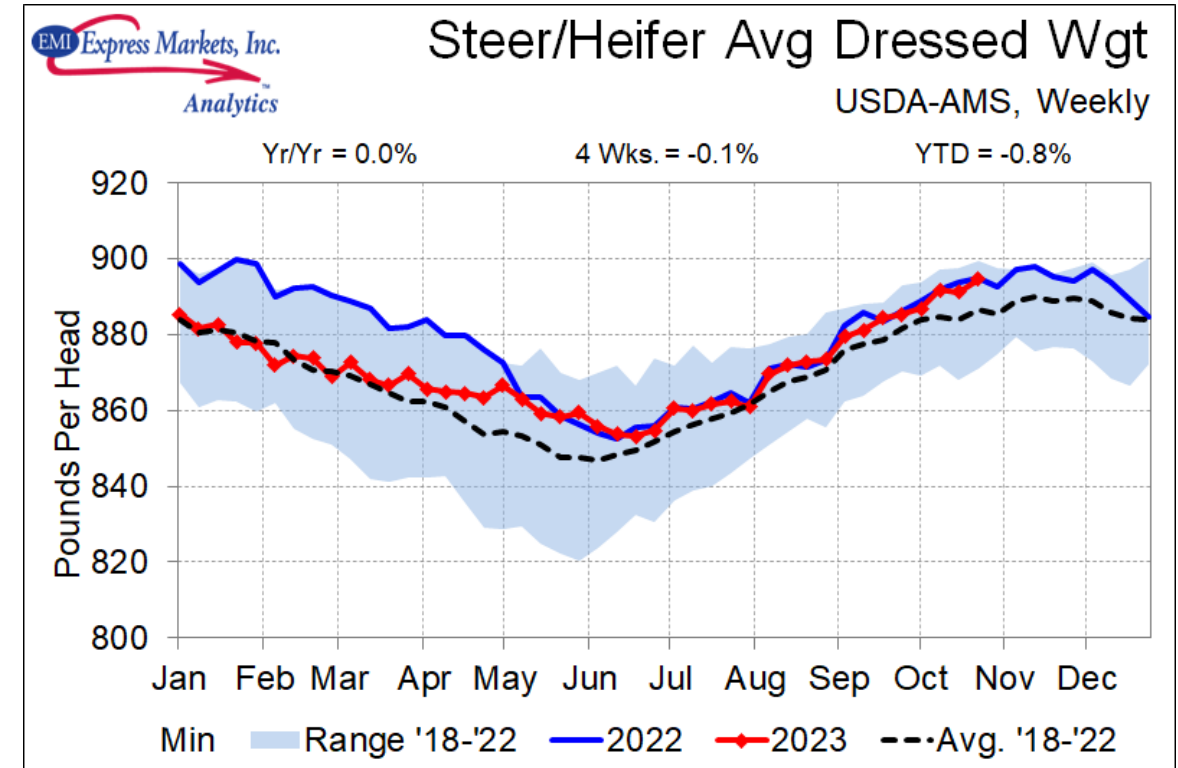
- Heifers on feed were **+0.7% Y/Y**, and were 40% of the total cattle on feed
- Increase in placements add pressure to feeder futures
- Higher placements may lead to more than expected marketings in Q1, but still down significantly



# Beef Production

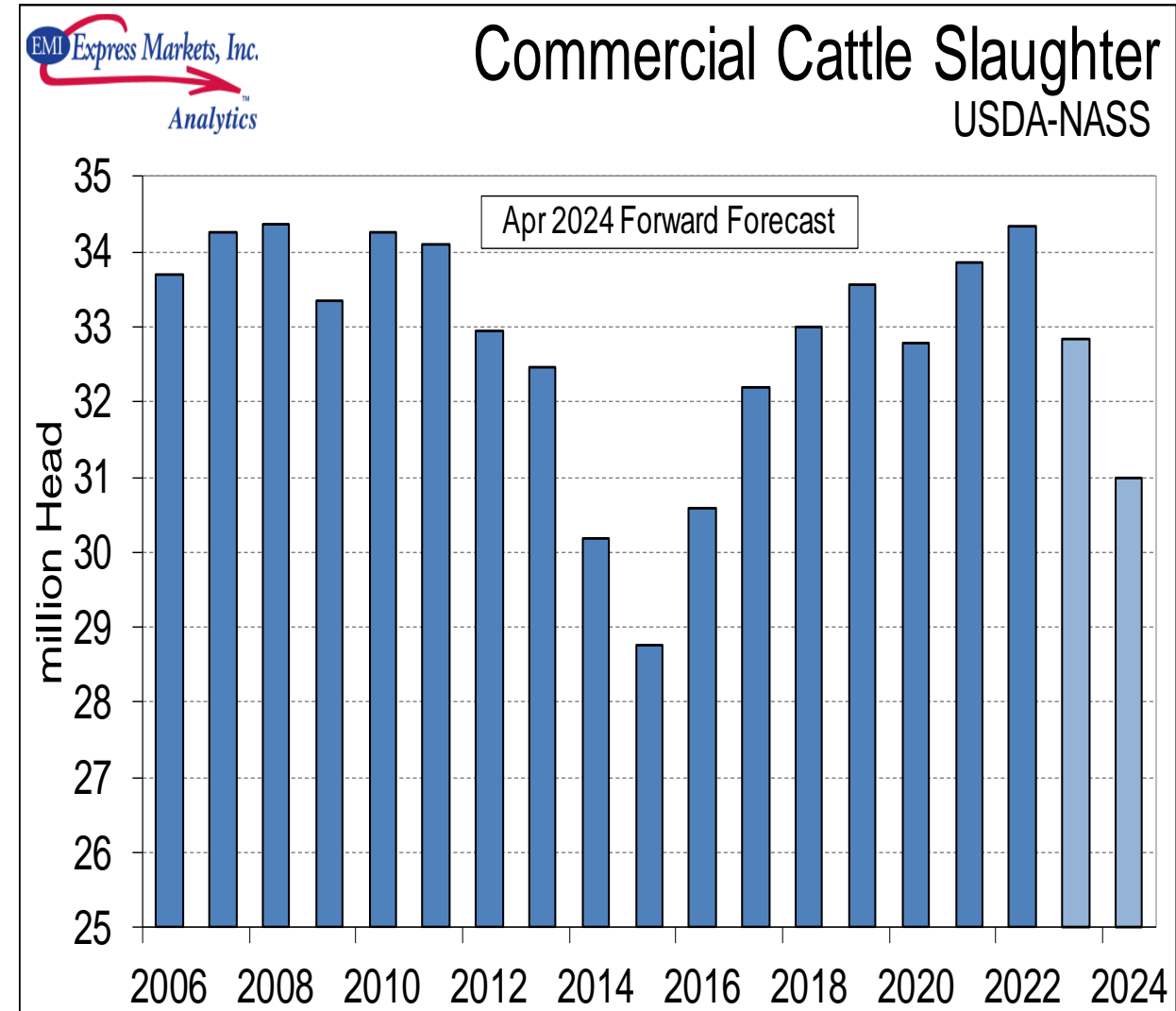
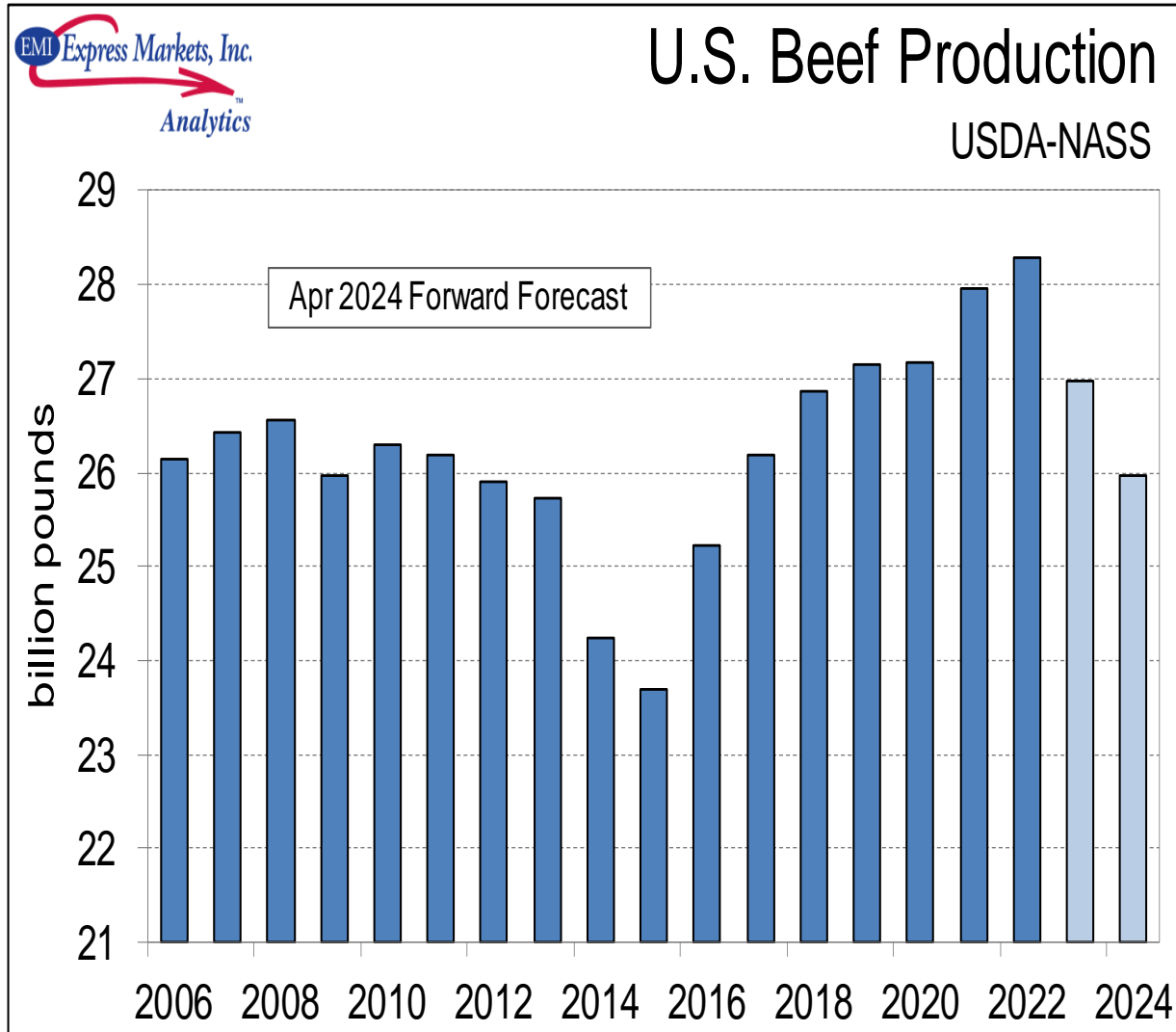


- Total slaughter estimate for October, based on weekly data, was estimated **-2.7%** Y/Y with one more kill day
- Increase in cattle imports from Mexico and Canada
- Slaughter may be tempered as packers work to protect margins

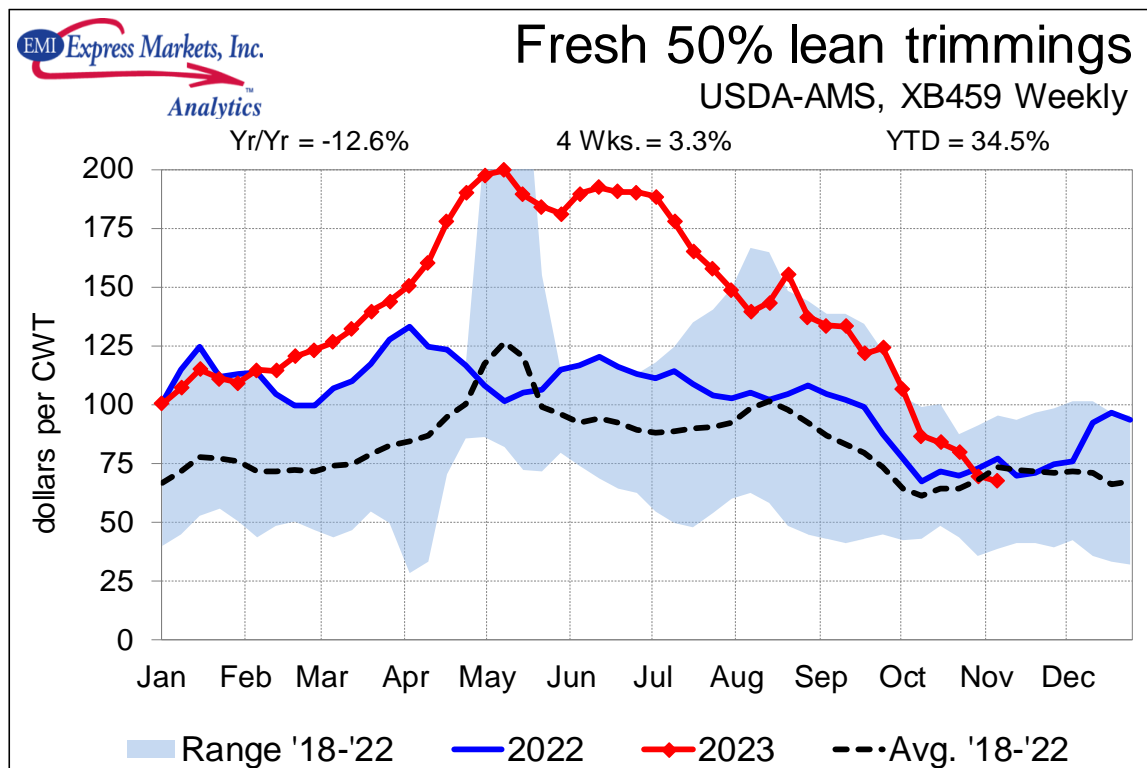


- Str/hfr dressed weights near Y/A levels, averaging about 891 lbs./head in the last 4 weeks
- Heifer/Steer ratio **-1.7%** in the last 4 weeks Y/Y, but still a lot of heifers in the mix
- Winter weather

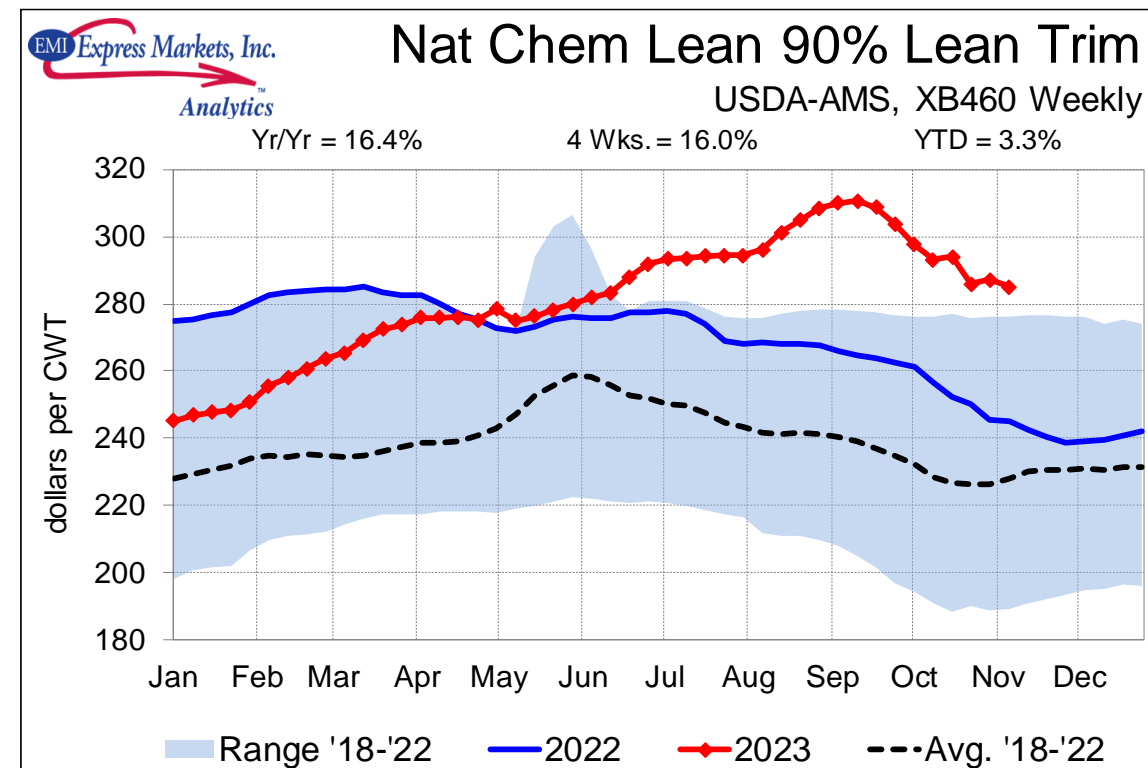
# Beef Production



# Trimming



- Higher ground beef prices may have slowed demand, but current focus on holiday cuts
- May see more competition with competing grinds like pork and poultry



- Seasonal increase in beef cow slaughter, and weaker demand for grinding meats
- Anticipating cow slaughter to slow in 2024, leading to an increase in beef imports



# Thank you!

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Trends, analysis, and forecasts for the protein markets