



REPORT FOR NOVEMBER 2021 YTD TRADE

Inconsistent Exports at the End of 2021

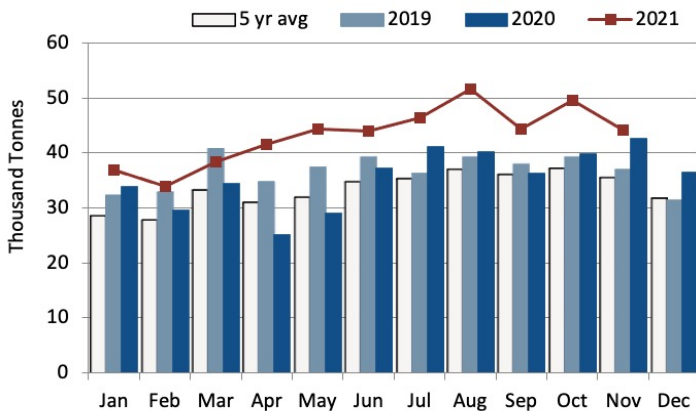


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Canadian beef exports in September at 44,196 tonnes valued at \$440 million, were up 4% in volume and up 34% in value from November 2020. While monthly export volumes remain above 2020 levels, November saw the smallest percent increase over the previous year. The last three months haven't shown a consistent trend; with a decrease in two of the last three months. Federally inspected slaughter in November 2021, was up 2% to 261,492 head.

From January to November 2021 beef exports of 431,295 tonnes valued at \$3.7 billion were up 25% in volume and 40% in value from last year. Year-to-date exports are up to the U.S. (15%), Japan (38%), Mexico (74%), mainland China (99%), SE Asia excluding Taiwan (130%), South Korea (130%), the EU (50%), and MENA (17%); but declined to Hong Kong and Macau (-37%), Taiwan (-38%), and the UK (-52%).

Canadian Monthly Beef and Veal Exports



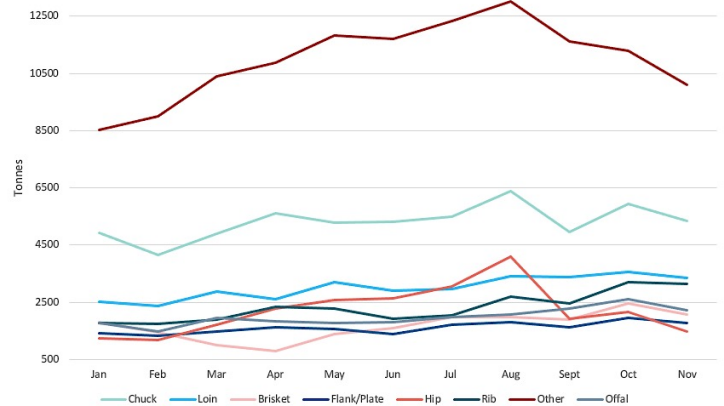
Source: Statistics Canada

Exports to the United States

The United States (U.S.) is the top destination for Canadian Beef with 49% of the total. From January to November 329,690 tonnes of beef valued at \$3.01 billion have been exported to the U.S. Looking at the main primals exported based on value YTD, there are four, including: loin (18%), chuck (18%), rib (17%) and other (17%). The main primals based on volume YTD is "other" (at 37% of the total) followed by chuck

(18%), loin (10%) and rib (8%). The highest priced items going to the U.S. are ribs (\$19.66/kg) and loin (\$16.08/kg) followed by flank/plate (\$14.65/kg). The other category is hard to gain insight from, as it includes a mix of items as well as trim. This could explain why even though the other category leads exports volume it holds a lower percentage of exports based on value due to a lower price (\$4.26/kg YTD).

Monthly Exports To U.S. by Primal



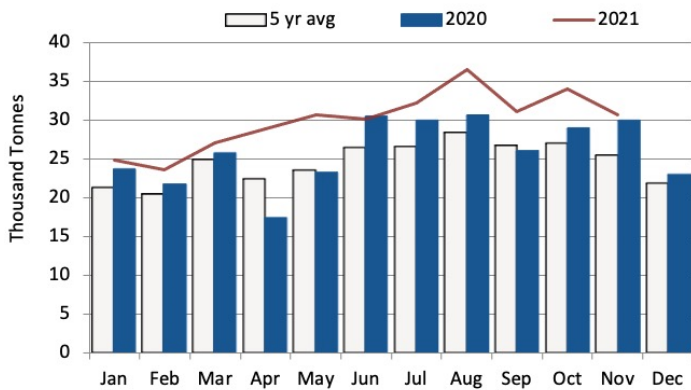
Chuck is a popular export to the U.S., influenced by the large burger industry. Chuck is a lean meat used for making grinds as it has the right fat and flavour content to make a great burger. Seasonality in the U.S. is very similar to Canada. Fall and early winter show increased demands in chuck and rounds. Spring and summer grilling seasons typically show lots of activity around strips, ribs and loins. Trimmings (including chuck) for burgers typically peak between May and September. This trend can be seen in the graph below. After increasing demand into and through the summer months, an increase of COVID-19 cases was seen in September and could have pressured demand.

Exports from the U.S. to other countries accounted for 15.2% of total beef production within the U.S. Leaving 84.8% for domestic consumption. The average export price to the U.S. from Canada has increased 15.5% from \$7.92/kg in 2020 to \$9.15/kg in 2021. Looking over the entire span of the pandemic; beef prices in the U.S. have increased 30% showing solid demand for beef. Imports from Canada are expected to continue to be strong, specifically for lean ground beef, as long as Australian supplies remain tight. This is expected to be the case for a cou-



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Monthly Beef Exports to the United States



Source: Statistics Canada

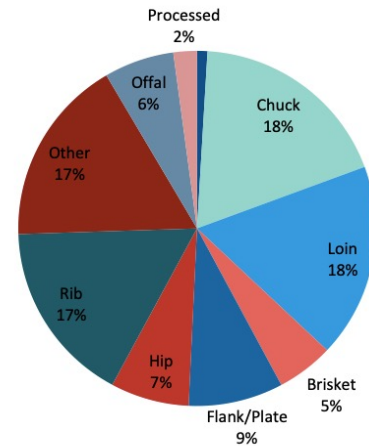
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Exports by Primal to the U.S. YTD

- **Other** cuts at 120,774 tonnes valued at \$514 million were up 14% in volume and up 25% in value from the same period in 2020. Other cuts represent 37% of total volume to U.S.
- **Chuck** cuts at 58,302 tonnes valued at \$555.7 million were up 3% in volume and up 16% in value from the same period in 2020. Chuck cuts represent 18% of total volume.
- **Loin** cuts at 33,140 tonnes valued at \$533 million were up 41% in volume and up 60% in value from the same period in 2020. Loin cuts represent 10% of total volume.
- **Ribs** cuts at 25,513 tonnes valued at \$502 million were up 21% in volume and up 39% in value from the same period in 2020. Rib cuts represent 8% of total volume.
- **Hip** cuts at 24,342 tonnes valued at \$214 million were up 27% in volume and up 32% in value from the same period in 2020. Hip cuts represent 7% of total volume.

- **Offal** at 21,819 tonnes valued at \$191 million were up 16% in volume and up 47% in value over the same period in 2020. Offal represents 7% of total volume.
- **Brisket** cuts at 18,442 tonnes valued at \$155 million were down 1% in volume and up 14% in value from the same period in 2020. Brisket cuts represent 6% of total volume.
- **Flank/plate** cuts at 17,657 tonnes valued at \$258 million were up 17% in volume and up 46% in value from the same period in 2020. Flank/plate cuts represent 5% of total volume.

Canadian Beef Export Values to the U.S. by Product Type 2021 YTD



Canadian Beef Export Volumes to the U.S. by Product Type 2021 ytd

