



REPORT FOR MARCH 2022 YTD TRADE

March Exports start the Increase Into Spring



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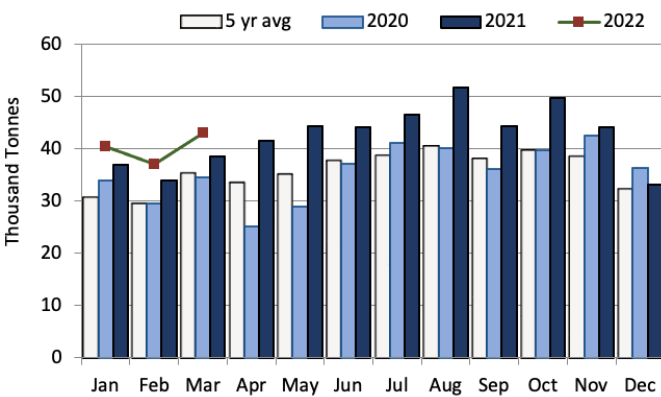
Canadian beef exports in March 2022 were 42,914 tonnes value at \$399 million up 12% in volume and up 37% in value from March 2021. Federally inspected slaughter numbers were down 14% from March 2021 at 253,725 head. The first quarter export trend has followed previous years and averaged 10% increases from 2021.

From January to March 2022 beef exports were up 10% in volume and 40% in value from last year. Year-to-date export volumes increased to the U.S. (13%), Japan (13%), Southeast Asia (excl. Taiwan) (4%), Taiwan (154%), the EU27 (81%), South Korea (153%), MENA (40%), and Mexico (13%), but declined to Hong Kong and Macau (-62%), and mainland China (-97%). Since January, Canada has not had access to the China market but the fear of shortages in China may lead to resumption of trade.

Japan holds the second-largest demand for offal, hip, brisket, and chuck. This is consistent with their typical demand for lean cuts from market retail. Brisket is now the third top performing primal to Japan and has gained demand in the last year as it is not historically exported to Japan. In 2020, flank and plate was a popular performing primal in Japan; but it is now being outperformed by both chuck and offal in recent months. Flank and Plate from Canada has the second most demand from Vietnam.



Canadian Monthly Beef and Veal Exports



Source: Statistics Canada

Exports of Primals

The main primals exported from Canada are: Other (31,382 tonnes, 27% of total volume, +5% Y/Y) Chuck (24,721 tonnes, 22%, +1% Y/Y), Offal (16,672 tonnes, 15%, -5% Y/Y), and Rib (11,016 tonnes, 10%, no change)

The U.S. purchases 70% of Canadian exports and leads each primal category. One of the top exports to the U.S. is chuck which is consistent with previous years as they rely on imports to fill demand for lean meat from their fastfood industry.

Loin has found increasing popularity in Mexico as it has increased 228% in the first quarter compared to 2021. Mexico holds the second-largest share of loin exports from Canada after the U.S.

There is strong demand in Canada for the hip primal, with little value found from exports to other countries. It should be noted that the "other" category represents all leftover cuts that do not fit into a primal category so it will include the trim from all primals as well as other items not specified.

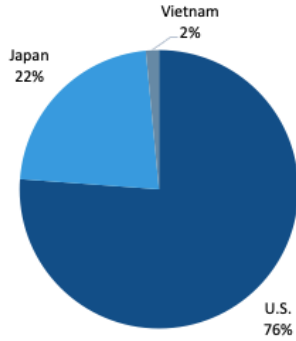
The top three primals exported (January to March 2021) from Canada to:

- The **U.S.** are Other (29,939 tonne, 36%), Chuck (15,423 tonnes, 19%), and Loin (9,381 tonnes, 11%).
- **Japan** are Offal (5,872 tonne, 43%), Chuck (3,753 tonne, 28%), and Brisket (1,593 tonne, 12%).
- **China + Hong Kong** are Chuck (429 tonne, 40%), Rib (331 tonne, 31%), and Flank/Plate (89 tonne, 16%).
- **Mexico** are Offal (2,336 tonne, 38%), Chuck (1,862 tonne, 30%), and Rib (873 tonne, 14%).
- **South Korea** are Chuck (2,745 tonne, 45%), Rib (1,939 tonne, 32%), and Offal (1,076 tonne, 18%).

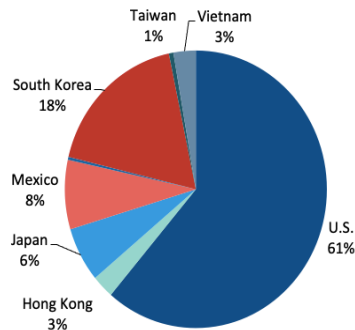


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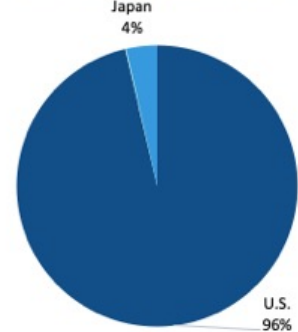
Brisket Exports by Destination



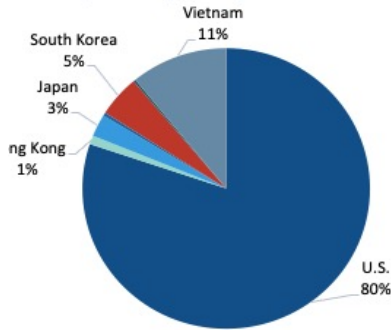
Rib Exports by Destination



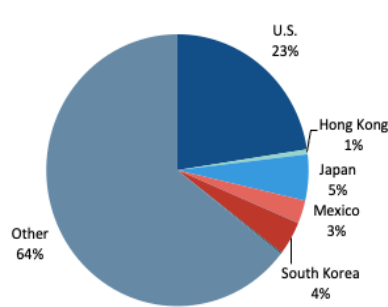
Loin Exports by Destination



Flank/Plate Exports by Destination



Chuck Exports by Destination



Hip Exports by Destination

