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Japan Broiler Market Outlook 2010

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Poultry and Products

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Report Highlights:

General Information:

Production, Supply and Demand Data Statistics :

Japan Broiler PS&D Table

Poultry, Meat, Broiler Japan	2008			2009			2010			
	2008			2009			2010			
	Market Year Begin: Jan 2008			Market Year Begin: Jan 2009			Market Year Begin: Jan 2010			
	USDA Official Data		New Post Data	USDA Official Data		New Post Data	USDA Official Data		New Post Data	
Inventory (Reference)	103	103	103	107	107	107	106	106	107	(MIL HEAD)
Slaughter (Reference)	630	630	630	630	630	630	630	630	635	(MIL HEAD)
Beginning Stocks	117	117	117	176	176	176	171	171	116	(1000 MT)
Production	1,255	1,255	1,255	1,260	1,260	1,255	1,255	1,255	1,265	(1000 MT)
Whole, Imports	0	0	0	0	0	0	0	0	0	(1000 MT)
Parts, Imports	737	737	737	700	700	645	680	680	695	(1000 MT)
Intra-EU Imports	0	0	0	0	0	0	0	0	0	(1000 MT)
Other Imports	0	0	0	0	0	0	0	0	0	(1000 MT)
Total Imports	737	737	737	700	700	645	680	680	695	(1000 MT)
Total Supply	2,109	2,109	2,109	2,136	2,136	2,076	2,106	2,106	2,076	(1000 MT)
Whole, Exports	0	0	0	0	0	0	0	0	0	(1000 MT)
Parts, Exports	7	7	7	5	5	9	5	5	10	(1000 MT)
Intra EU Exports	0	0	0	0	0	0	0	0	0	(1000 MT)
Other Exports	0	0	0	0	0	0	0	0	0	(1000 MT)
Total Exports	7	7	7	5	5	9	5	5	10	(1000 MT)
Human Consumption	1,926	1,926	1,926	1,960	1,960	1,951	1,960	1,960	1,955	(1000 MT)
Other Use, Losses	0	0	0	0	0	0	0	0	0	(1000 MT)
Total Dom. Consumption	1,926	1,926	1,926	1,960	1,960	1,951	1,960	1,960	1,955	(1000 MT)
Total Use	1,933	1,933	1,933	1,965	1,965	1,960	1,965	1,965	1,965	(1000 MT)
Ending Stocks	176	176	176	171	171	116	141	141	111	(1000 MT)
Total Distribution	2,109	2,109	2,109	2,136	2,136	2,076	2,106	2,106	2,076	(1000 MT)
CY Imp. from U.S.	25	25	25	21	21	20	21	21	22	(1000 MT)
CY Exp. to U.S.	0	0	0	0	0	0	0	0	0	(1000 MT)
Balance	0	0	0	0	0	0	0	0	0	(1000 MT)
Inventory Balance	59	59	59	-5	-5	-60	-30	-30	-5	(1000 MT)
Production Change	0	1	0	0	0	0	0	0	1	(PERCENT)
Import Change	6	6	6	-5	-5	-12	-3	-3	8	(PERCENT)
Export Change	17	17	17	-29	-29	29	0	0	11	(PERCENT)
Trade Balance	-730	-730	-730	-695	-695	-636	-675	-675	-685	(1000 MT)
Consumption Change	-1	0	-1	2	2	1	0	0	0	(PERCENT)
Population			127.3			127.1			126.8	(MILLION HEAD)
Per Capita Consumption	15		15	15		15	16		15	(KG)
TS=TD			0			0			0	

Author Defined:

2010 Japan Broiler Semiannual Voluntary Report

Preface:

This report updates JA9057.

Post made major changes to the last annual forecast numbers particularly for imports and year ending stocks based on the preliminary data available. The 2009 situation is summarized below.

For the 2010 outlook, the basic underlying economic trends described in the 2009 broiler annual report have not changed. Prospects for an increase in jobs and incomes continue to be gloomy this year; and a deflationary trend is adding additional uncertainty to prospects for an economic recovery. Similar with last year consumers will remain highly sensitive to price and value. However, the on-going recession will continue to support consumption of broiler meat.

Quantities listed in the text are made on the basis of Product Weight and no conversion rates are used (unless specified otherwise).

- Domestic Broiler Meat – dressed whole, bone-in
- Imported Broiler Meat – Customs Clearance Basis (boneless and bone-in combined, but the majority is boneless)
- Imported Prepared Broiler Products – Customs Clearance Basis
- Stocks – Product Weight (mostly boneless) – Includes small amount of spent hen stocks, No broiler specific stock data is available.

Structure of Japan's Broiler Market:

Broiler meat accounts for over 90% of the Japanese poultry meat market (share). In general, Japanese consumers prefer leg meat (bone-less) over breast meat. Nearly half of total imports are comprised of “prepared (or cooked) products of broiler meat”, mainly supplied by Thailand and China. Imports of broiler meat from the above two countries have been on continuous suspension due to persisting outbreaks of Highly Pathogenic Avian Influenza (HPAI). Domestic broiler meat holds a majority share of sales in the retail sector. Japan's food service sector utilizes large quantities of imported raw bulk cuts, mainly from Brazil. Japan was once a major market for U.S. bone-in leg cuts' including those to be processed into prepared products after entry into Japan. However this market has gotten smaller over the past two decades with increased competition.

2010 Broiler Market Outlook (*Revised*)

- Solid Broiler Consumption Projected to Continue in 2010

Due to the continued economic recession, post has not revised this report from earlier projections for total broiler consumption in the 2009 annual report (JA 9057), which was estimated at 1.955 million MT. The total is up marginally up from the level reached last year (See 2009 Market Situation Summary Section). Although competition with pork cuts and even with seafood will remain strong, chicken and the cooked chicken products are expected to retain their competitive edge.

However, given the rapid reduction in frozen poultry stocks and drastically reduced imports of bulk broiler meat cuts during the second half of 2009, post adjusted the last 2010 projection upward for both domestic broiler production and total imports as follows:

- High Level of Domestic Broiler Outputs Projected in 2010

Assuming solid retail demand for competitively priced domestic broiler meat in 2010, domestic broiler outputs are projected slightly higher than the previous year to 1% at 1.265 million MT differing from post's previous forecast. [Note: Post initially projected output slightly lower than the previous year based on the assumption that domestic growers would start to adjust their production in response to considerably weakened market prices for produce in 2009, but this no longer seems to hold true]. There will be an increased number of broiler chicks placed on feed this year according to a grower association's survey conducted at the end of January, which points to higher domestic broiler output than last year.

Significantly lower monthly poultry stocks than last year may help to fend off further downward pressure on price for domestic cuts this year. Thus, post expects that market prices for domestic broiler cuts will remain roughly the same as the previous year and stay competitive through this year, at least for boneless leg meat. Prices for breast meat, which is less popular in retail, may not fair as well. Should the supply of less popular breast cuts become too abundant relative to demand it may need to be sold at a heavy discount. This could effectively erase prospects for overall price recovery for domestic producers but may likely be offset by the reduced costs of inputs, particularly with the decreasing price of formula mixed feeds.

- Modest Rebound in Imports Projected in 2010

Post's previous projection for total imports in 2010 was also adjusted upward in anticipation of a

modest rebound, up by 8% to 685,000 MT (Bulk Broiler Meat Cuts: up by 12% to 370,000 MT, Prepared and Processed Products: up by 4% to 325,000 MT). For bulk broiler meat cuts, post projects a rise in imports of Brazilian boneless cuts, up by 12% from last year to 345,000 MT with a 93% market share.

The key for the import recovery in 2010 is largely dependent on recovery of the food service sector from last year's slump. As noted in the 2009 situation summary, ending stocks considerably lower than the level of last year's monthly end stocks may likely lead to purchases in order to replenish stocks toward the latter part of the year. For bulk broiler meat cuts, however, trade sources have stated that many Japanese importers will remain cautious of making any commitments for extra purchases through the first half this year. This is because the industry suffered from severe financial losses last year related to the Brazilian deals, (See 2009 Situation Summary). Thus, any purchases by importers could occur sometime later this year depending on Brazilian offers, the availability of boneless cuts, and monthly ending stock levels.

- Japan's Extra Purchases of U.S. Cuts Hinges on Ability to Supply Bone-less Cuts

Recent developments surrounding U.S. exports to Russia and China reportedly resulted in U.S. suppliers diverting stocks to the Japanese market this year. The situation may induce some extra import demand for U.S. cuts (bone-in leg), but not a great volume. After speaking to several trade contacts it seems the real opportunity for the United States clearly lies with its ability to supply competitively priced boneless cuts with Japanese specifications as Brazilian suppliers do (Thailand and China used to do that prior to Japan's imposition of an HPAI (highly pathogenic avian influenza) import ban on their broiler cuts for several years beginning in 2000. Thus, any growth for the United States this year would be limited to bone-in legs, which post projects to be up from the last year by 11% to 20,000 MT. Average import prices (CIF) continued to stay low in accordance with the previous year, in part owing to the strong yen.

- Modest Recovery of China's Cooked Product Exports to Japan Forecast in 2010

Similar to the previous year, post projects the continued recovery of exports of Chinese cooked products (mainly yakitori and fried chicken items), up by 7% to 145,000 MT. Products from Thailand are expected to remain at almost the same level as the previous year at 175,000 MT (See 2009 Market Situation Summary).

2009 Broiler Market Situation Summary (*New*)

- High Level Broiler Consumption Sustained in 2009

In 2009, Japan's total broiler consumption was sustained at relatively high level despite the recession, up 1% to 1.95 million MT. This increase was largely due to market prices being lower than the previous year. An increase in the average household purchase of chicken products (Quantity: up 8% to 13.65Kg, Expenditure: down 2% to 12,614 yen) points to solid retail sales for chicken in 2009. This may well help to offset the fairly weak food service sales reported in 2009 ([See Table 1](#)).

In 2008 the price of the domestic cuts shot up to levels higher than the previous year. However, while the Japanese economy nosedived in 2009, at the same time the industry sustained a high level of domestic broiler meat production at 1.255 million MT, allowing wholesale prices for domestic cuts that were substantially lower than the previous year down by 17% on average at 600 yen/Kg for domestic boneless leg and also down 31% at 233 yen/Kg for breast meat ([See Tables 2-a, 2-b](#)). The trend for consumers to seek lower priced and better value product clearly worked in the favor of more competitively priced domestic cuts and pushed sales in 2009. Leg meat (bone-less) in particular is a popular item in the retail sector.

In contrast, food service demand for imported cuts (boneless) reportedly remained fairly sluggish in 2009. With the exception of the fast food segment and ready to eat foods, sales at restaurant family style restaurant chains, drinking pubs, and coffee/tea shops were reportedly fairly sluggish. Despite featuring low priced menus, the number of customers in this sector was reportedly decreased by 3 – 6%, according to the data publicized by the Japan Food Service Association.

Eating meals at home to reduce daily food expenses was particularly responsible for weak performance in the food service sector. This in turn led to positive sales of domestic cuts in the retail sector in 2009.

- Large Carry Over Stocks Depleted Following a Reduction in Imports in 2009

Frozen product stocks at month end from carried over to the next year and were held in the frozen inventory through the first half of 2009. These stocks were previously purchased during a period of higher prices. This was reportedly a serious challenge for Japanese importers of broiler cuts from Brazil in 2009. Strong downward pressure on the price of Brazilian and American cuts at the wholesale level prevailed in 2009. Prospects for the immediate price recovery of imports during the year were very grim ([See Tables 3-a, 3-b](#)).

In light of that situation, many Japanese broiler importers rushed to get rid of their expensive inventory

after entering into the second half, even at a huge financial loss. Imports were decreased despite prices that were lower than the previous year. The average CIF price of broiler cuts in 2009 was down 20% to USD 2.49 [Brazilian cuts (mostly boneless): down 20% to USD 2.51 and US cuts (mostly bone-in) down 11% to USD 1.78].

This price move in fact resulted in a rapid cut back in monthly ending poultry stocks during the same period which quickly reduced year end stock levels to an estimated 116,000 MT level, down 34% from the year beginning (See Table 4). Trade sources reported that some of the Brazilian products were placed into the retail sector with a special discount and some were even put into the processing sector as well.

Thus, the imports of bulk broiler meat plunged during the second half resulting in total imports significantly lower than post's early forecast with a total of 645,000 MT, down 12% from the previous year (Broiler cuts: Down 22% to 331,091 MT; Cooked Broiler Meat: up 1% to 314,000 MT). (See Table 5-a, 5-b) For bulk broiler cuts, Brazilian product (frozen, boneless, mainly legs) was down 22% to 307,941 MT with 93% share of the total. U.S. cuts (mainly bone-in legs) also suffered and were down 23% to 18,316 MT (See Table 5-a).

- Steady Imports of Cooked Products made in 2009

Japanese imports of cooked products held steady in 2009 supported by steady demand for convenience foods. Chinese cooked chicken products, after suffering a significant market share loss over a series of the food safety related incidents a couple of years back (non-chicken processed food such as melamine contaminated milk, etc.), have recovered somewhat, up 6% from the last year to 135,677. Chicken products from Thailand were down 2% from the year before to 175,466 MT and held the number one position accounting for 56% of the category total in 2009.

Table 1 Japanese Household Consumption of Meat/Chicken/Processed Meat Products

CY 2009	Beef				Pork				Chicken			
	Expenditure		Quantity		Expenditure		Quantity		Expenditure		Quantity	
	Yen	09/08 % chg.	Yen	09/08 % chg.	Yen	09/08 % chg.	Yen	09/08 % chg.	Yen	09/08 % chg.	Yen	09/08 % chg.
Jan.	1,652	-2%	522	-5%	2,103	3%	1,506	4%	1,113	11%	1,120	11%
Feb.	1,400	-14%	496	-5%	2,046	-4%	1,513	-1%	1,027	-3%	1,050	-2%
Mar.	1,621	-3%	557	-3%	2,147	2%	1,641	6%	1,065	1%	1,149	4%
Apr.	1,509	-8%	556	4%	2,013	-4%	1,523	-1%	1,033	0%	1,075	5%
May	1,765	2%	609	5%	2,069	-2%	1,539	0%	1,059	2%	1,155	11%
Jun.	1,531	-3%	543	2%	2,005	-4%	1,504	0%	981	-2%	1,085	8%
July	1,514	-7%	568	10%	1,965	-4%	1,483	4%	948	2%	1,039	15%
Aug.	1,858	1%	646	6%	1,998	-6%	1,477	0%	912	-3%	984	7%

CY 2008	2,426		1,369									
CY 2009	2,391		1,379									
% Chg.	-1%		1%									

Source: Ministry of Internal Affairs and Communication Bureau

Table 2-a) Monthly Average Wholesale Price of Domestic Bone-less Leg

Unit: Yen per Kg.							
Domestic: Bone-less Leg							
Month	2006	2007	% chg.	2008	% chg.	2009	% chg.
Jan.	619	666	8%	746	12%	659	-12%
Feb.	599	651	9%	731	12%	608	-17%
Mar.	558	630	13%	745	18%	571	-23%
Apr.	541	629	16%	745	18%	564	-24%
May	525	629	20%	749	19%	583	-22%
Jun.	494	603	22%	740	23%	587	-21%
Jul.	510	589	15%	738	25%	583	-21%
Aug.	520	563	8%	721	28%	582	-19%
Sep.	534	566	6%	705	25%	592	-16%
Oct.	578	615	6%	694	13%	610	-12%
Nov.	593	670	13%	672	0%	625	-7%
Dec.	638	720	13%	657	-9%	651	-1%
Quarterly Average	2006	2007	% chg.	2008	% chg.	2009	% chg.
1st Qtr.	592	649	10%	741	14%	613	-17%
2nd Qtr.	520	620	19%	745	20%	578	-22%
3rd Qtr.	521	573	10%	721	26%	586	-19%
4th Qtr.	603	668	11%	674	1%	629	-7%
Yearly Average	559	628	12%	720	15%	601	-17%

Source: ALIC Monthly Statistics (Quarter/Yearly average is compiled by post)

Table 2-b) Monthly Average Wholesale Price of Domestic Breast Meat

Unit: Yen per Kg.							
Domestic: Breast Meat							
Month	2006	2007	% chg.	2008	% chg.	2009	% chg.
Jan.	234	230	-2%	312	36%	333	7%
Feb.	233	215	-8%	308	43%	285	-7%
Mar.	220	213	-3%	311	46%	251	-19%
Apr.	211	209	-1%	316	51%	231	-27%
May	204	211	3%	329	56%	225	-32%
Jun.	192	211	10%	342	62%	214	-37%
Jul.	205	218	6%	369	69%	211	-43%
Aug.	215	240	12%	368	53%	211	-43%
Sep.	217	250	15%	357	43%	207	-42%
Oct.	228	270	18%	358	33%	205	-43%
Nov.	229	290	27%	348	20%	209	-40%
Dec.	234	307	31%	339	10%	211	-38%
Quarterly Average	2006	2007	% chg.	2008	% chg.	2009	% chg.
1st Qtr.	229	219	-4%	310	41%	290	-7%
2nd Qtr.	202	210	4%	329	56%	223	-32%
3rd Qtr.	212	236	11%	365	55%	210	-43%
4th Qtr.	230	289	25%	348	21%	208	-40%
Yearly Average	219	239	9%	338	42%	233	-31%

Source: ALIC Monthly Statistics (Quarter/Yearly average is compiled by post)

Table 3-a) Monthly Average Wholesale Price of Brazilian Boneless Leg (Frozen)

Unit: Yens per Kg.							
Imported: Brazilian Bone-less Leg (Frozen)							
Month	2006	2007	% Chg.	2008	% Chg.	2009	% Chg.
Jan.	415	450	8%	453	1%	368	-19%
Feb.	413	450	9%	453	1%	365	-19%
Mar.	395	450	14%	470	4%	397	-16%
Apr.	391	450	15%	518	15%	440	-15%
May	388	405	4%	539	33%	440	-18%
Jun.	388	435	12%	550	26%	440	-20%
Jul.	388	453	17%	553	22%	432	-22%
Aug.	388	453	17%	562	24%	423	-25%
Sep.	388	453	17%	570	26%	416	-27%
Oct.	423	450	6%	517	15%	394	-24%
Nov.	450	444	-1%	475	7%	381	-20%
Dec.	450	450	0%	446	-1%	394	-12%
Quarterly Average	2006	2007	% chg.	2008	% chg.	2009	% chg.
1st Qtr.	408	450	10%	459	2%	377	-18%
2nd Qtr.	389	430	11%	536	25%	440	-18%
3rd Qtr.	388	453	17%	562	24%	424	-25%
4th Qtr.	441	448	2%	479	7%	390	-19%
Yearly Average	406	445	10%	509	14%	408	-20%

Source: ALIC Monthly Statistics

Table 3-b) Monthly Average Wholesale Price of American Bone-in Leg (Frozen)

Unit: Yens per Kg.							
Month	2006	2007	% Chg.	2008	% Chg.	2009	% Chg.
Jan.	313	330	5%	445	35%	450	1%
Feb.	313	330	5%	445	35%	450	1%
Mar.	313	330	5%	456	38%	450	-1%
Apr.	309	330	7%	480	45%	450	-6%
May	307	330	7%	491	49%	450	-8%
Jun.	307	332	8%	520	57%	450	-13%
Jul.	307	387	26%	520	34%	450	-13%
Aug.	307	445	45%	520	17%	450	-13%
Sep.	307	445	45%	520	17%	450	-13%
Oct.	324	443	37%	500	13%	434	-13%
Nov.	330	442	34%	500	13%	430	-14%
Dec.	330	445	35%	500	12%	430	-14%
Quarterly Average	2006	2007	% Chg.	2008	% Chg.	2009	% Chg.
1st Qtr.	313	330	5%	449	36%	450	0%
2nd Qtr.	308	331	7%	497	50%	450	-9%
3rd Qtr.	307	426	39%	520	22%	450	-13%
4th Qtr.	328	443	35%	500	13%	431	-14%
Yearly Average	314	382	22%	491	29%	445	-9%

Source: ALIC Monthly Statistics

Table 4 Monthly Ending Poultry Meat Stocks

Unit: Metric Ton							
	2006	2007	% chg.	2008	% chg.	2009	% chg.
Jan.	134,906	129,058	-4%	121,274	-6%	173,438	43%

Feb.	142,256	123,407	-13%	115,910	-6%	164,380	42%
Mar.	140,687	117,390	-17%	112,518	-4%	154,195	37%
Apr.	147,163	113,498	-23%	112,455	-1%	149,728	33%
May	157,183	119,946	-24%	118,417	-1%	156,411	32%
Jun.	162,635	117,685	-28%	114,552	-3%	153,166	34%
Jul.	163,459	117,583	-28%	129,298	10%	154,890	20%
Aug.	159,694	116,662	-27%	146,668	26%	150,176	2%
Sep.	147,732	119,877	-19%	153,071	28%	139,041	-9%
Oct.	137,136	122,106	-11%	170,457	40%	130,500	-23%
Nov.	133,603	122,628	-8%	179,521	46%	121,830	-32%
Dec.	121,605	117,077	-4%	175,559	50%	115,574	-34%

Source: ALIC Monthly Statistics

Note: Figures represents the poultry meat estimates. Over 70 % is imported poultry cuts. Majority is imported broiler cuts.

Table 5-a) Japanese Imports of Broiler Meat

Unit: Metric Ton (Customs Clearance Basis)						
Rank	Country	2007	2008	2009	% Change	Share
		Jan/Dec	Jan/Dec	Jan/Dec	- 09/08 -	- 09 -
		Jan/Dec	Jan/Dec	Jan/Dec	Jan/Dec	Jan/Dec
0	--World--	351,779	426,092	331,091	-22%	100%
1	Brazil	323,641	396,528	307,941	-22%	93%
2	United States	22,916	23,866	18,316	-23%	6%
3	Philippines	3,518	2,962	3,479	17%	1%
4	Others	1,703	2,736	1,355	-50%	0%

Source of data: Japan Customs (World Trade Atlas)

Table 5-b) Japanese Imports of Prepared Broiler Products

Unit: Metric Ton (Customs Clearance Basis)						
Rank	Country	2007	2008	2009	% Change	Share
		Jan/Dec	Jan/Dec	Jan/Dec	- 09/08 -	- 09 -
		Jan/Dec	Jan/Dec	Jan/Dec	Jan/Dec	Jan/Dec
0	--World--	344,147	310,457	313,835	1%	100%
1	Thailand	142,528	179,639	175,466	-2%	56%
2	China	200,257	128,115	135,677	6%	43%
3	Korea, South	549	669	852	27%	0%
4	Brazil	340	821	673	-18%	0%
5	Philippines	239	323	512	59%	0%
6	Others	235	890	656	-26%	0%

Source of data: Japan Customs (World Trade Atlas)