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Canada

Poultry and Products Annual

2017

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Report Highlights:
Broiler meat production is forecast to expand to record levels in 2018, prompted by sustained consumer demand. Chicken remains competitively priced and an attractive substitute to other pricier meats. Canada’s chicken tariff rate quota (TRQ) is projected to reach 90,000 metric tons (MT), and imports of broiler meat are forecast to grow moderately. Imports from the United States are expected to remain over 80 percent of Canada’s total imports. Additional imports under re-export programs, the great majority of which originate in the U.S., are estimated to stay well below the record levels registered in 2015.

Executive Summary

• Post forecasts continued sustained growth for 2018, with broiler meat production estimated at 1,240,000 MT, or 3.3 percent above the 2017 estimated level. Poultry meat continues to enjoy a solid demand. With supply management, poultry farmers in Canada recover their costs of production from processing plants. Farmers are, therefore, largely sheltered from the impact of fluctuating feed costs. Although poultry processors' ability to pass on input costs to downstream customers is more limited, in 2018 they are likely to continue to enjoy positive profit margins.

• For 2017, Post estimates broiler meat production at 1,200,000 MT, a level reflecting a stronger than expected growth in the sector compared to the previous year, as the industry steadily increased production throughout the year to meet a solid demand. The growth in the chicken sector is estimated for 2017 at 4.4 percent, which is a remarkable level. The last time the sector grew at a rate above 4 percent was back in 2001 (a 6 percent growth rate at the time).

• Canadian imports of chicken meat are regulated under a tariff rate quota (TRQ) which is a function of the previous year's production level. The global quota for 2018 is projected at 90,000 MT, which is supplied predominately by the U.S. In 2017 the TRQ level is 86,100 MT.

• Two import for re-export programs are currently used by Canadian poultry companies. The Canada Border Services Agency (CBSA) operates the Duties Relief Program (DRP), which, starting from 2012, saw a surge in popularity among Canadian companies. Global Affairs Canada (GAC) administers the Imports to Re-Export Program (IREP). In 2016, following compliance verifications undertaken by the CBSA which uncovered uncompliant program users, the volume of broiler meat imported under the DRP has declined. For 2018, Post estimates imports under re-export programs (both IREP and DRP) at 75,000 MT, down from the record level registered in 2015 of 113,000 MT. IREP/DRP imports may be sourced in any country, but in practice almost the entire volumes are imported into Canada from the United States, and once processed they return back to the U.S. market.

Poultry, BROILER MEAT

NOTE: "NEW Post" data reflects Post's assessments and are NOT official USDA data.

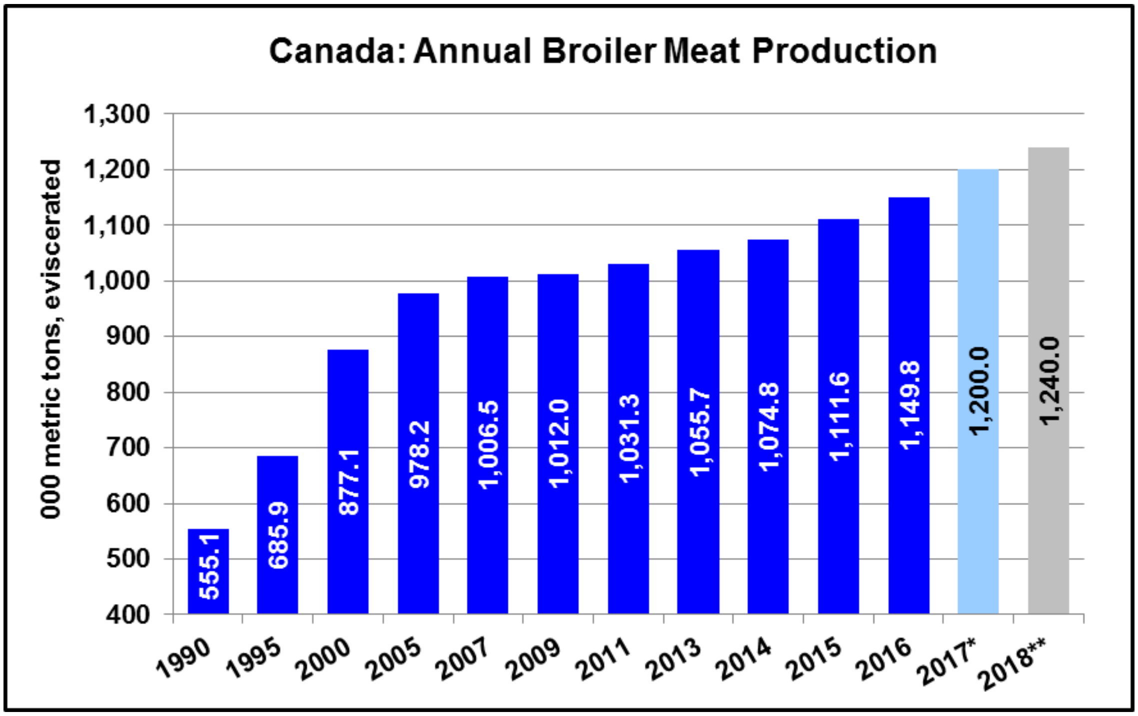
CANADA Poultry BROILER	2016		2017		2018
	USDA Official Data	NEW Post Data	USDA Official Data	NEW Post Estimates	NEW Post Estimates
Beginning Stocks	43	43	55	42	40
Production	1,165	1,150	1,220	1,200	1,240
Total Imports	129	129	135	130	135
Total Supply	**1,337**	**1,322**	**1,410**	**1,372**	**1,415**
Total Exports	134	133	145	140	145
Total Dom. Consumption	1,148	1,147	1,205	1,192	1,225
Ending Stocks	55	42	60	40	45
Total Distribution	**1,337**	**1,322**	**1,410**	**1,372**	**1,415**

All data in 1,000 metric tons, carcass weight equivalent

Broiler Meat Production

For 2018, Post forecasts a 3.3 percent increase in broiler meat production, up to 1,240,000 metric tons (MT), given that the current market conditions – strong demand for broiler meat competitively priced relative to other meats – will continue to prevail. With supply management, poultry farmers generally recover their cost of production from processing plants. In this way, farmers are largely sheltered from the impact of fluctuating feed costs. Typically, the same cannot be said about poultry processors, since their ability to pass on high input costs to downstream customers is more limited. However, given the current market conditions, it is expected that processors will continue to enjoy positive profit margins into the coming year.

For 2017, Post estimates broiler production at 1,200,000 MT reflecting an estimated 4.4 percent growth over the previous year, as the industry steadily increased production to meet a stable and robust demand. It must be said that growth rates above 4 percent, have not been observed since 2001, when the chicken sector in Canada grew by 6 percent.



Source: Statistics Canada / Post *estimate ** forecast

Canadian broiler production experienced a period of rapid growth during the 1990s, with an average annual growth rate of 5.8 percent for the entire decade. This growth reflected a strong domestic market demand both from the retail and foodservice sectors and a change in consumer preferences away from red meat and towards a perceived healthier chicken diet.

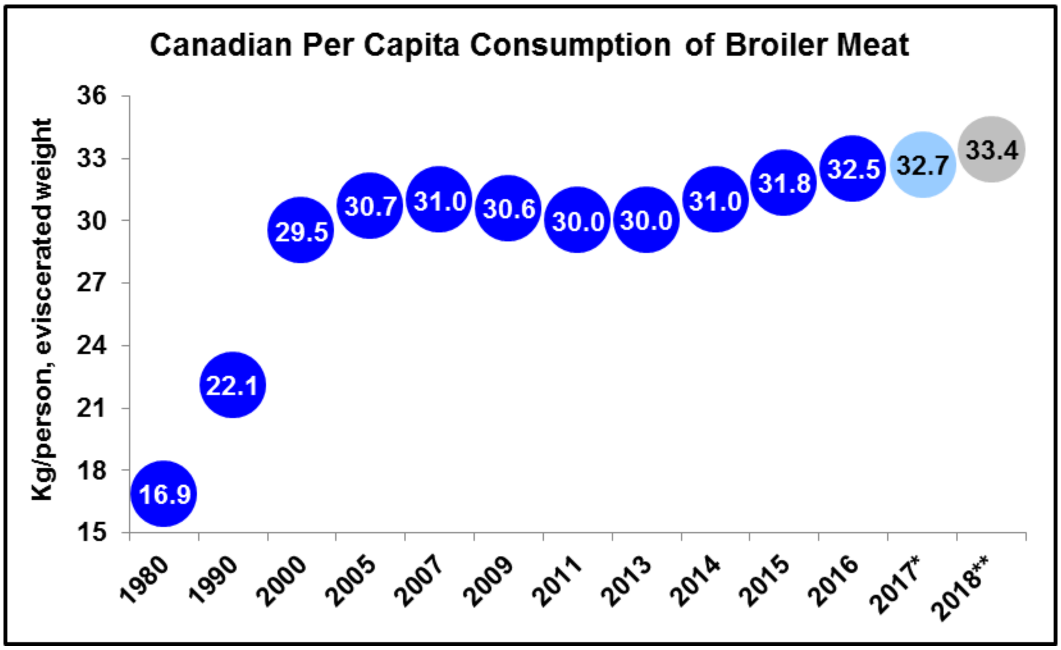
During the decade beginning in 2000, broiler production expansion slowed down, achieving a much more modest average annual growth rate of 1.6 percent. This slowdown in expansion reflected a matured market that seemed to have maximized its potential. However, looking at the growth rates from the last couple of years, it appears that 2015 may have marked the beginning of a new phase of more sustained growth in the broiler sector. This expansion period is primarily fueled by a stronger chicken demand, coupled with the annual increase in Canadian population and the ethnic composition of Canada's immigration, where many newcomers of Asian or African origin have a stronger preference for chicken meat versus red meat. The stronger chicken demand is reflective of the tighter supplies of red meats associated with high prices, while broiler meat is competitively priced and featured in grocery stores, encouraging an increased consumption.

Canada operates a supply management system in the broiler sector. Unlike in the United States, the industry is not vertically integrated. Canada has a multitude of independent chicken farmers, often operating family businesses, supplying live birds to processing companies. Production is tightly controlled through a quota system. Production volumes are decided for every 8-week production cycle, with the national volume allocated to each of the ten producing provinces, and subsequently further allocated to individual producers based on their share in the total production quota.

In November 2014, a new allocation agreement was reached between industry and provincial stakeholders that share future growth as follows: 45 percent of future growth is allocated to provinces based on historical market shares, while the other 55 percent is allocated based on comparative advantage factors. Provinces that experience a higher population growth rate or a higher gross domestic product (GDP) growth rate receive a larger share of the future growth in broiler production. Other comparative advantage factors that are taken into account include: the consumer price index, the farm input price index, quota utilization, further processing and the supply share.

Consumption

Per capita broiler meat consumption had been stagnant or in decline for 15 years, until this trend reversed in 2014. Post forecasts higher consumption levels to continue into 2018, with a per capita level of 33.4 kg, up from an estimated level of 32.7 kg in 2017. This recent development in consumption was a reflection of limited and pricier supplies of red meats that prompted many consumers to turn towards chicken, given that it remained abundantly available and competitively priced.



Source: Statistics Canada / Post *estimate ** forecast

Looking from a long term perspective, total domestic chicken consumption in Canada has almost tripled in the past three and a half decades. The increase was partly due to the country's population growth which increased by almost 50 percent from 24.5 million in 1980 to about 36.7 million in 2017. At the same time, the increase in consumption is also attributed to chicken's increasing popularity among Canadians during the period.

Overall, Canadian preferences have shifted towards chicken primarily due to an increase in health awareness and the perception that chicken is leaner and therefore healthier than other meats. In parallel, the increase in chicken consumption can also be attributed to the proliferation of fast foods focusing on offering a variety of chicken based meals.

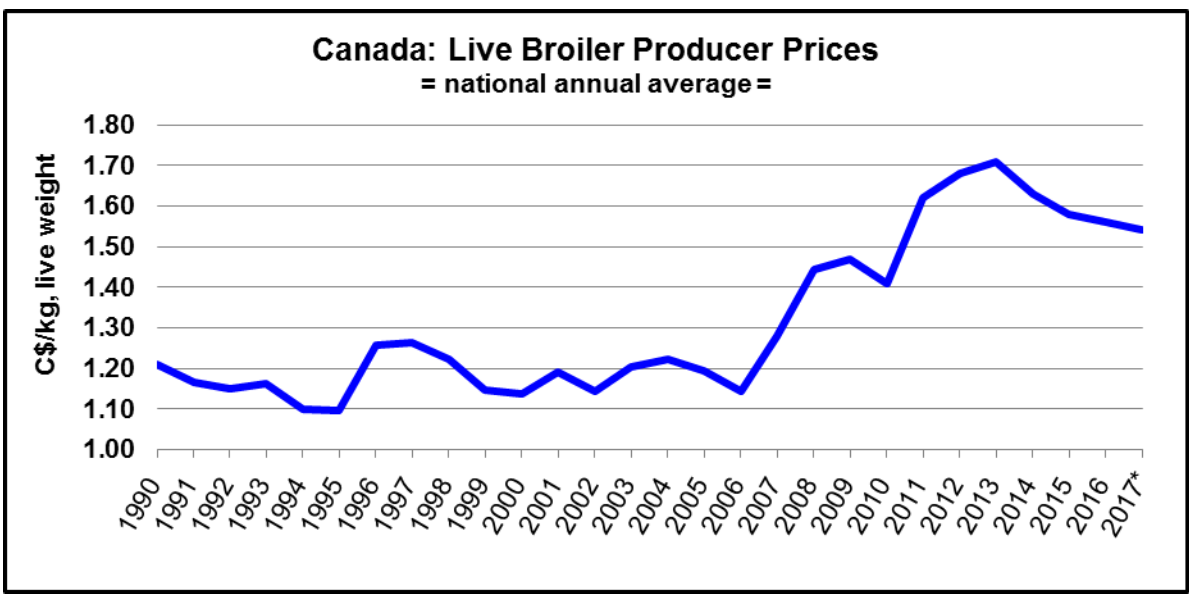
Price has typically not been a major factor in influencing consumption since poultry prices, due to the supply management system, are usually consistently higher than pork and beef cuts, which are not under supply management schemes. Over the past couple of years though, red meat prices trended higher making chicken a more attractive choice price-wise as well.

In addition, the ethnic composition of Canada's immigration, where many newcomers are of Asian or African origin, is one that is more likely to have stronger dietary preferences for chicken rather than beef or pork. Plus, Canada's food service providers are continually introducing chicken menu items in creative ways, or as an ingredient in ethnic-style food offerings, that are becoming increasingly popular.

Chicken Farmers of Canada's Strategic Plan for 2014-2018 has as an overall objective to "grow consumer demand for Canadian-grown chicken", and lists only one quantitative goal, "to have Canadians eat one additional chicken meal every two months". The previous Strategic Plan for 2009-2013 listed as an industry objective to increase annual per capita consumption of chicken to 33 kg, an ambitious goal that, at the time, remained unachieved.

Prices

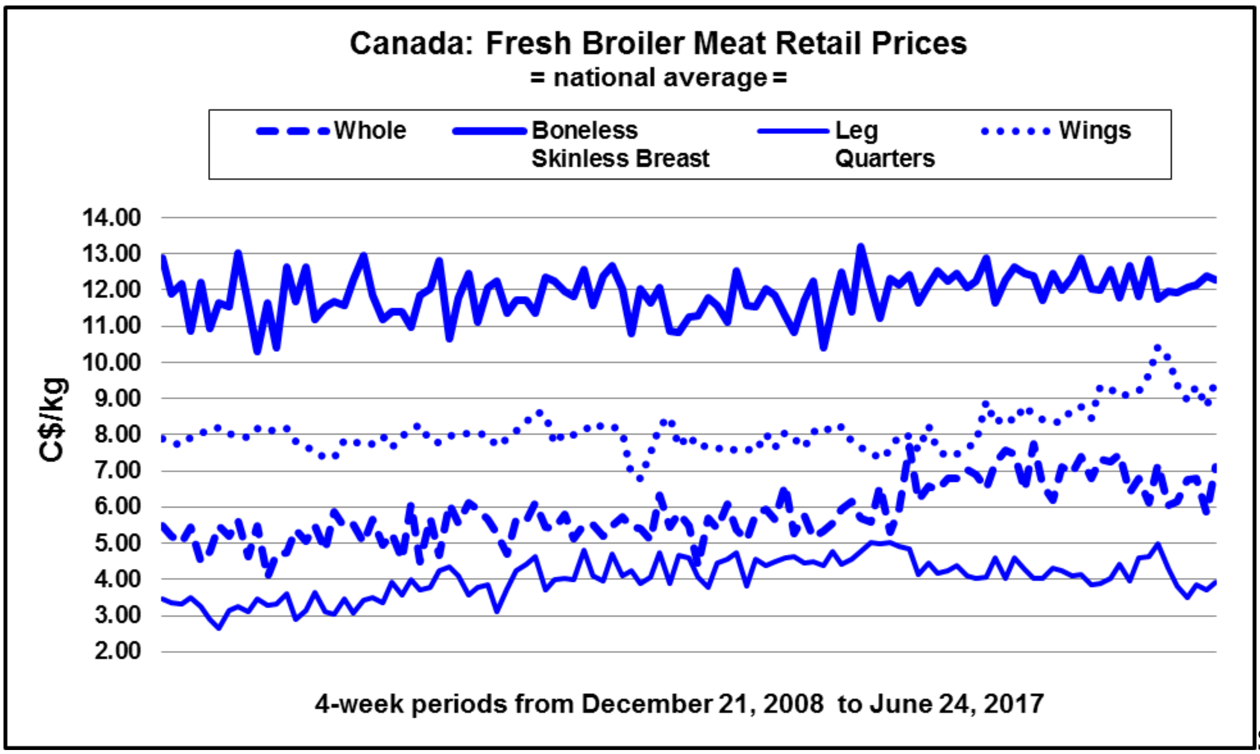
With the supply management system, chicken producers receive a fixed price for their live birds, which is determined every 8-week production cycle based on production costs. Ontario is the largest chicken producing province in Canada, capturing about one-third of the market, and therefore Ontario live bird prices are the basis for the calculation of prices in other provinces. Due to the supply management system, producer prices have remained remarkably stable over time, and only showed a more substantial increase over the 2008-2013 period, due to dramatic increases in grain and feed prices. However, since 2014, prices have come down, reflecting once again cheaper feed costs.



Source: Chicken Farmers of Canada / *Post estimate

The Canadian supply management system guarantees prices only for producers and not downstream for the other participants in the supply chain. Wholesale and retail broiler meat prices are usually reflective of market conditions in terms of supply and demand. They are also reflective of consumer preferences for various chicken cuts, and of their quality and degree of transformation.

Similar to consumers in the United States, Canadian consumers tend to prefer white meat (breast and wings) over dark meat (legs). The most expensive chicken cut is the fresh boneless skinless breast, widely used in restaurants and a preferred barbecue item for Canadians. Wings are seen as a good complement to beer and are very popular during the winter hockey season. Leg quarters have traditionally been the least expensive chicken cuts in groceries, cheaper than the whole birds. However, as the ethnic mix changes in the general population, and for economic reasons, leg quarters are slowly becoming an increasingly popular item, and is reflected by a sustained upward trend in retail prices over the past several years.



Source: Agriculture and Agri-Food Canada

Trade

Imports

For 2018, imports are projected at 135,000 metric tons (MT), up 5,000 MT from the revised estimate level of 130,000 MT for 2017. Under the supply management system, broiler meat imports are controlled and subject to a tariff rate quota (for more information consult the policy section of this report), which is a function of the production level. Additional imports outside of the TRQ may be imported under re-export programs. Market conditions in the United Sates also play a significant role in import decisions, since a large price differential between the lower U.S. broiler meat prices and the higher Canadian ones is a strong incentive for importers to bring in more American meat, especially under programs that provide a customs duty exemption, such as IREP (imports for re-export program) or DRP (duties relief program).

CANADA: Broiler Meat Imports

Quantity in metric tons, product weight				January-May		%change
	2014	2015	2016	2016	2017	2017/16
World	**152,606**	**149,765**	**128,924**	**50,318**	**49,500**	**-1.6%**
United States	135,808	127,156	105,410	39,418	39,092	-0.8%
Brazil	10,112	14,951	12,921	6,511	6,309	-3.1%
Thailand	5,831	6,133	6,574	2,643	2,571	-2.7%
Other countries	855	1,525	4,019	1,746	1,528	-12.5%
Import Market Shares						
United States	89%	85%	82%	78%	79%	
Brazil	7%	10%	10%	13%	13%	
Thailand	4%	4%	5%	5%	5%	

Source: Global Trade Atlas

The United States is Canada's largest supplier of broiler meat, with a market share typically above 85 percent, followed by Brazil, at about 10 percent. In general, some Canadian importers are discouraged from importing Brazilian chicken, despite its lower cost, because it cannot be re-exported to the United States. As a very recent trend, Hungary has become a supplier of frozen wings to Canada (possibly in the 2,000 MT range for 2017), due to competitive pricing over Brazilian wings.

Product Control for Brazilian Poultry: Since USDA does not permit imports of Brazilian chicken, the Canadian Food Inspection Agency (CFIA) has strict import procedures to ensure that Brazilian chicken in Canada does not enter the United States. Under CFIA regulations, poultry meat imported from Brazil may not be exported to the United States and may not be used in the manufacture of meat products exported to the United States.

Canadian poultry slaughter and processing establishments that import poultry meat from Brazil are not eligible to export poultry meat products to the United States. In addition, poultry meat and meat products from non-eligible establishments must not enter Canadian establishments that have full export status for the United States. All Canadian establishments (including storage facilities) must maintain inventory records regarding origin of all meat present on their premises and the destination of meat shipped from the premises.

<u>Exports</u>

Post forecasts 2018 broiler meat exports at 145,000 MT, up 5,000 MT from the estimated level for 2017. While market forces play a certain role in Canada’s export levels, the main reason for the recent increases in volume has to do with the increased use of the Duties Relief Program (DRP), under which importers have up to four years to re-export the imported chicken meat, as opposed to three months under the traditional IREP. The use of the DRP became popular in 2012, and 2016 was the first year when imports from 2012 were due for re-export. This explains, at least in part, the anticipated increases in Canada’s exports of broiler meat for 2017 and 2018.

Generally speaking, chicken exports fall into two broad categories. The majority represents the "re-export" side of the IREP or DRP, since exports are a requirement of the program. The remaining volumes reflect "genuine" exports, and are made up mostly of dark meat cuts (such as leg quarters).

CANADA: Broiler Meat Exports

Quantity in metric tons, product weight				January-May		%change
	2014	2015	2016	2016	2017	2017/16
World	**150,119**	**136,746**	**133,237**	**58,231**	**60,268**	**3.5%**
United States	60,300	69,253	67,835	30,380	25,885	-14.8%
Philippines	15,151	10,364	19,851	8,452	12,352	46.1%
Taiwan	24,234	13,992	13,765	6,979	7,358	5.4%
Hong Kong	7,157	4,207	8,461	3,051	4,478	46.8%
Cuba	4,449	10,589	2,715	797	1,739	118.2%
South Africa	943	310	2,628	1,279	3,167	147.6%
Jamaica	2,451	1,165	1,857	1,081	623	-42.4%
Other countries	35,434	26,866	16,125	6,212	4,666	-24.9%
Export Market Shares						
United States	40%	51%	51%	52%	43%	
Philippines	10%	8%	15%	15%	20%	
Taiwan	16%	10%	10%	12%	12%	
Hong Kong	5%	3%	6%	5%	7%	
Cuba	3%	8%	2%	1%	3%	
South Africa	1%	0%	2%	2%	5%	
Jamaica	2%	1%	1%	2%	1%	

Source: Global Trade Atlas

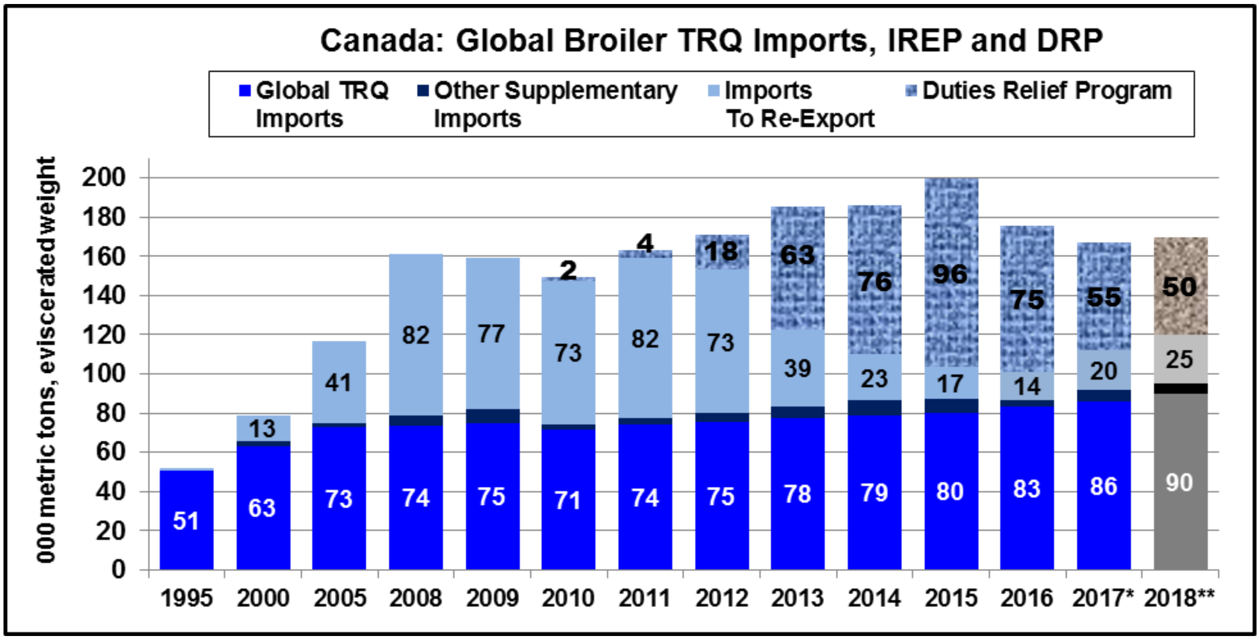
Policy:

Tariff Rate Quota

Canada controls imports of chicken under a TRQ. The minimum access level (into Canada) under the World Trade Organization (WTO) commitment is 39,844 MT, but Canada applies the higher access level under NAFTA, equal to 7.5 percent of the previous year's domestic chicken production as reported by Statistics Canada. For 2018, the global permit allowance is forecast to increase to 90,000 MT based upon the estimated 2017 production. For 2017, the global chicken TRQ is 86,100 MT as based on the 2016 production level. Actual chicken imports under the TRQ may be slightly higher or lower than the allocated amounts, based on prevailing market conditions in each year.

Under the TRQ, imports are subject to low "within access commitment" rates of duty up to the predetermined limit, while imports over this limit are subject to higher, prohibitive "over access commitment" rates of duty. Imports from the United States benefit from a duty free treatment under the chicken TRQ, while over-quota duties can reach 250 percent.

Canada regularly issues supplementary import permits for: 1) periods when there are product shortages; 2) the chicken Import to Re-Export Program (IREP), under which import allocations are issued to Canadian poultry processors whose finished manufactured products are intended for re-export, and 3) to Canadian poultry companies, commonly referred to as the FTA (free trade agreement) sector, who compete in the Canadian marketplace with similar, imported processed products that receive zero-tariff treatment under the NAFTA. Information on the chicken TRQ, other supplementary imports and the process of importing broiler meat into Canada is located on the web site of Global Affairs Canada (GAC, formerly DFATD), at the following link.



Source: GAC/DFATD, CBSA, Statistics Canada, Post calculations / Post *estimate **forecast

Imports for Re-Export Program: Traditionally, the majority of supplementary imports have been comprised of imports under the IREP program. The program requires that the resulting processed chicken product be exported, since diversion of product imported under IREP to the Canadian (domestic) market is prohibited. It is a policy that helps Canadian poultry processors remain viable by giving them access to lower priced imported chicken, but offers little to Canadian consumers who pay high retail prices for chicken under the supply managed regime. Canadian proponents of the IREP program argue that it allows Canadian chicken processing plants to achieve economies of scale they could not otherwise achieve if restricted to available supplies of domestically produced chicken. IREP imports became popular at the end of the 1990s and have continued to grow significantly, to the point where in 2008 they exceeded for the first time the import volumes under the global TRQ. IREP imports may be sourced in any country, but in practice almost the entire volumes are imported into Canada from the United States, and once processed they return back to the U.S. market.

Duties Relief Program: The year 2012 marked the emergence of usage in another import for re-export program, namely the Duties Relief Program (DRP) operated by the Canada Border Services Agency (CBSA). Details about the program can be found following this link. While in general the DRP is very similar to the IREP, there are some differences that make the DRP more appealing to importers. For instance, the requirement to re-export the chicken meat within four years, rather than three months as required by the IREP. In 2015, imports of chicken under DRP peaked, and have since been on a decline. In 2016, CBSA conducted a series of compliance verification activities which uncovered a number of non-compliant companies. Post expects that the use of the DRP will further decline into 2018, while, at the same time, some companies will return to the older IREP program.

Government Consultations on IREP/DRP: Following an announcement made by the federal government in November 2016, consultations were launched in the spring of 2017 with industry stakeholders regarding potential changes to the two programs (IREP and DRP). The stated goal of these possible program changes is to "address the concerns of import predictability and effective border controls for supply-managed commodities, while ensuring that Canadian processors who use dairy and poultry inputs can remain competitive in export markets". Currently, the federal government is reviewing the input received from stakeholders, but there is no timeframe for when the potential changes would be released to the public.

Special Agricultural Safeguard (WTO)

In 2008, Canada gave notice of the volume and price triggers that will be used to operationalize the WTO Special Agricultural Safeguard (SSG) for Canada's supply-managed products (i.e. products under a tariff rate quota). The special safeguard is a provision that allows additional duties to be triggered when import prices fall below a certain price level or exceed a certain volume level. Currently published volume triggers are available at the following link. Price triggers are also to be listed on the same website (but not yet available). Unit prices which would theoretically trigger the SSG are currently much lower than current import price trends and activation of the safeguard is not expected. In the event that import prices do decline to levels below trigger prices, the SSG would not automatically be activated, but the situation would be evaluated on a case-by-case basis requiring formal WTO notification and an Order in Council (i.e. federal cabinet approval).