



**Andes**  
GLOBAL TRADING  
QUALITY | INTEGRITY | TRUST



**Inc. 5000** 2017  
LIST OF THE FASTEST-GROWING PRIVATE COMPANIES IN AMERICA.

**SOUTH FLORIDA BUSINESS JOURNAL**

*Top 50 Private Companies Fastest Growing Private Companies 2016 & 2017*



*Entrepreneurial awards*



**NEWSLETTER**  
APRIL 4/2018

|                          |       |
|--------------------------|-------|
| Summary                  | 1     |
| Pork Statistics          | 2     |
| Pork Price Forecasts     | 3-7   |
| Beef Statistics          | 8     |
| Beef Price Forecasts     | 9-12  |
| Chicken Statistics       | 13-14 |
| Chicken Forecasts        | 15-17 |
| Turkey Statistics        | 18    |
| Turkey Forecasts         | 19-20 |
| Cold Storage             | 21-22 |
| Cattle On Feed           | 23    |
| Hogs & Pigs report       | 24-25 |
| South America Statistics | 26-28 |
| Global Pork Prices       | 29    |

**Hogs / Pork**

- Quarterly USDA "Hogs and Pigs" survey shows 3.3% more market hogs than a year ago and also a 1.7% increase in the breeding herd
- Based on the survey results we expect summer slaughter to increase by 3.5% y/y and fall slaughter will once again be at record levels, increasing 3% from last year
- Low feed costs and good demand has encouraged US hog producers to expand in the last three years and we expect higher production and lower y/y prices for the next 12 months
- Prices should be seasonally higher in the summer, with bellies and pork trim expected to increase rapidly from current levels.

**Broiler / Chicken**

- Breast meat prices have jumped in the last two weeks on short covering and improving seasonal demand.
- Prices were especially depressed in January and February, forcing some packers to put product in storage until demand improved. Current breast meat prices are more in line with the seasonal trend for this time of year.
- Ample beef and pork supplies in Q2 will likely temper the normal seasonal price increase we see for broiler meat during May and June, however.
- Broiler supply growth remains muted but we expect production to improve thanks to a 5.7% increase in the broiler hatching flock in February.

**Cattle / Beef**

- Fed cattle prices were down sharply once again this week as market participants worry about a potential glut of market ready cattle in May, June and July.
- Latest USDA inventory survey showed 8.8% more cattle in feedlots. Cattle producers placed 7.3% more cattle on feed in February, higher than analysts expected.
- Drought conditions last fall and poor winter wheat grazing have prevented an orderly flow of cattle into feedlots.
- Cattle and beef prices could come under some pressure as slaughter ramps up but we expect to see lower placements in Q2 and lower supply availability later in the year.

**Turkey / Other Poultry**

- Whole turkey supplies in cold storage are heavy and current whole bird prices remain in the 88 cent range. Forward prices for whole turkeys are in the low 90s.
- Breast meat demand has been negatively impacted by the price of competing meats, with plenty of beef insides and hams at relatively low prices.
- Feed costs have increased and there is the potential for further feed cost inflation as US farmers intend to plant 2 million fewer corn acres this spring. Soybean meal prices are up as much as 17% since January.
- Higher feed costs and historically low prices will likely force producers to cut production even more deeply in order to be financially viable.

## China Tariff Implications - Special Update

The Chinese government announced on Monday that it would immediately implement a 25% tariff on US fresh/frozen pork and US pork variety meats. US exports to mainland China in 2017 were 380 million lb. (carcass wt. basis). This was 7% of all US exports of fresh/frozen pork and 1.5% of all US pork production. With the new tariff US pork is less competitive in China, especially now that EU prices have also declined from Q1 levels. If we assume 40% decline in US pork exports to China in 2018, it would imply 152 million pounds that needs to either go to other export markets or consumed domestically. Additionally, China buys 30% of all US pork variety exports. The tariff could remove about \$1.50 from hog values (on a percentage basis, the effect on variety meat will be larger than pork cuts). Based on the latest USDA survey of hog producers, we expect US pork production in 2018 to increase between 3.5% and 4% compared to the all time record levels last year. The reduction in exports and higher imports are expected to increase per capita availability in the US market and pressure prices lower. US hog futures have already declined in response to this. June hog futures are now down 16% compared to where they were priced in early January, August futures are down 14% and December futures are down 11%.

The decline in hog futures in our view reflects the potential impact from current tariffs, weaker domestic demand due lower beef prices (cattle prices are down sharply as well) and growing pork supplies. Pork prices in the spot market have weakened considerably, in part because retail feature activity has been relatively weak. As a result, packers have been steadily reducing the price they are willing to pay for hogs in order to maintain a processing margin. Given the current situation, the potential for lower exports has been particularly damaging for future hog prices. The current NAFTA negotiations and the potential for US withdrawal also adds to the overall uncertainty in the pork market. US pork exports to Mexico in 2017 were 1.8 billion pounds (carcass wt. basis) and exports to Canada were 530 million pounds. Higher tariffs, and lower exports to these markets, could be especially damaging and result in sharply lower prices. Keep in mind that the price response is not linear. US pork markets are fairly well saturated. In other words, people already are eating a fairly large amount of protein. Significantly lower prices sometimes are required in order to clear the market. A saturated market also means very inelastic demand, whereby reductions in supply can cause prices to rise sharply as was the case in the summer of 2014.



Bottom line: The current China tariffs have the potential to reduce exports to that market. Markets, however, remain concerned that an escalation of the trade war and the potential for a NAFTA withdrawal could significantly impact US pork exports. Furthermore, an escalation of the trade war could lead to lower economic output and weaker economic growth globally, which results in weaker meat protein demand and lower prices.

# Pork Market - Supply Situation & Outlook

## Weekly Pork Production Statistics

Source: USDA

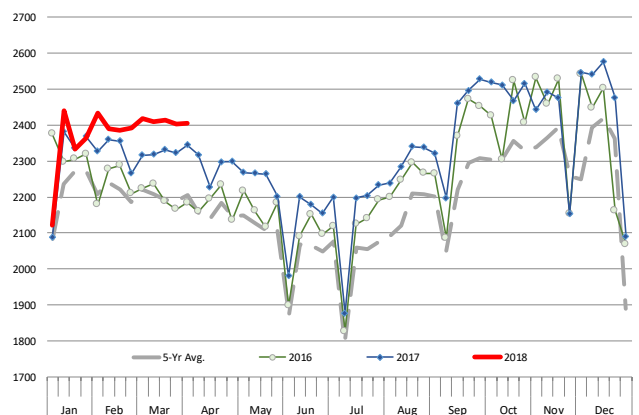
|               |           | Slaughter<br>(1000 hd) | % CH. | Dressed Wt<br>LBS | % CH. | Production<br>(Million lbs) | % CH. |
|---------------|-----------|------------------------|-------|-------------------|-------|-----------------------------|-------|
| Year Ago      | 1-Apr-17  | 2,344                  |       | 213.0             |       | 498.7                       |       |
| This Week     | 31-Mar-18 | 2,391                  | 2.0%  | 214.0             | 0.5%  | 512.4                       | 2.7%  |
| Last Week     | 24-Mar-18 | 2,403                  |       | 214.0             |       | 514.9                       |       |
| This Week     | 31-Mar-18 | 2,391                  | -0.5% | 214.0             | 0.0%  | 512.4                       | -0.5% |
| YTD Last Year | 1-Apr-17  | 30,114                 |       | 212.4             |       | 6,402                       |       |
| YTD This Year | 31-Mar-18 | 30,897                 | 2.6%  | 213.9             | 0.7%  | 6,613                       | 3.3%  |

### Quarterly History + Forecasts

|               |                |                  |              |                  |               |                  |
|---------------|----------------|------------------|--------------|------------------|---------------|------------------|
| Q1 2016       | 29,262         |                  | 212.9        |                  | 6,230         |                  |
| Q2 2016       | 28,116         |                  | 212.1        |                  | 5,963         |                  |
| Q3 2016       | 29,323         |                  | 208.0        |                  | 6,100         |                  |
| Q4 2016       | 31,539         |                  | 210.8        |                  | 6,648         |                  |
| <b>Annual</b> | <b>118,240</b> | <b>Y/Y % CH.</b> | <b>211.0</b> | <b>Y/Y % CH.</b> | <b>24,941</b> | <b>Y/Y % CH.</b> |
| Q1 2017       | 30,176         | 3.1%             | 212.4        | -0.2%            | 6,409         | 2.9%             |
| Q2 2017       | 29,163         | 3.7%             | 210.4        | -0.8%            | 6,137         | 2.9%             |
| Q3 2017       | 29,962         | 2.2%             | 207.0        | -0.5%            | 6,239         | 2.3%             |
| Q4 2017       | 32,422         | 2.8%             | 212.0        | 0.6%             | 6,873         | 3.4%             |
| <b>Annual</b> | <b>121,723</b> | <b>2.9%</b>      | <b>210.5</b> | <b>-0.2%</b>     | <b>25,659</b> | <b>2.9%</b>      |
| Q1 2018       | 31,111         | 3.1%             | 214.0        | 0.8%             | 6,658         | 3.9%             |
| Q2 2018       | 30,096         | 3.2%             | 212.0        | 0.7%             | 6,380         | 4.0%             |
| Q3 2018       | 30,891         | 3.1%             | 209.0        | 1.0%             | 6,456         | 3.5%             |
| Q4 2018       | 33,719         | 4.0%             | 213.0        | 0.5%             | 7,182         | 4.5%             |
| <b>Annual</b> | <b>125,817</b> | <b>3.4%</b>      | <b>212.0</b> | <b>0.7%</b>      | <b>26,677</b> | <b>4.0%</b>      |

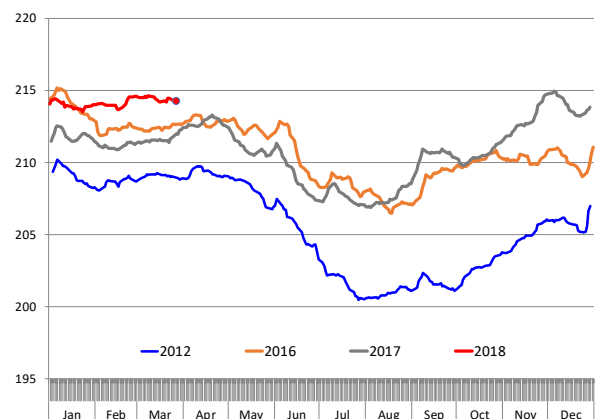
### WEEKLY HOG SLAUGHTER, '000 HEAD

Source: USDA

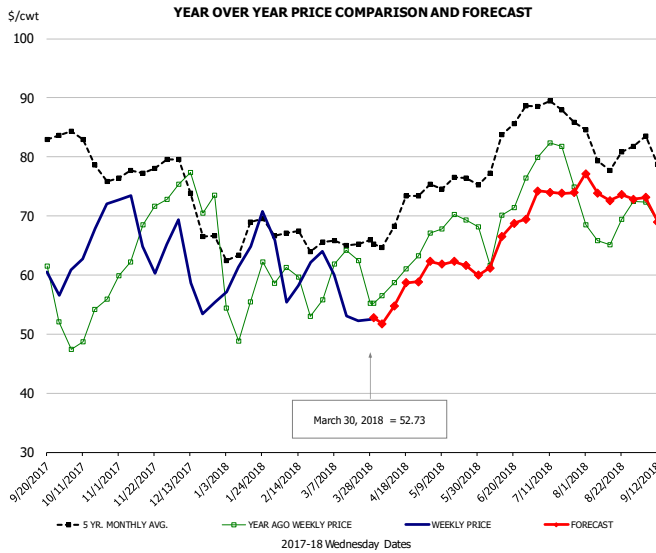


### Barrow/Gilt Dressed Carcass Weights, 5-day Moving Avg. - All hogs

Based on Daily MPR Report, LM\_HG201. Data through Mar 27, 2018



## Ham, 23-27# Trmd Selected Ham, FOB Plant, USDA

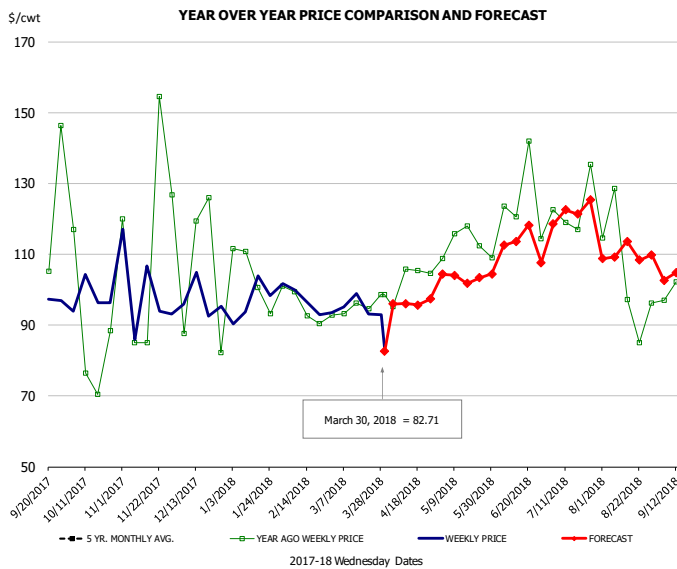


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 78.47     | 50.47   | 66.19   |          | 31.2%  |
| Nov    | 77.11     | 67.02   | 66.48   |          | -0.8%  |
| Dec    | 72.70     | 72.33   | 59.78   |          | -13.3% |
| Jan    | 64.72     | 54.21   | 62.50   |          | 15.3%  |
| Feb    | 66.71     | 57.82   | 60.35   |          | 4.4%   |
| Mar    | 64.82     | 60.05   | 56.11   |          | -6.6%  |
| 21-Mar |           | 62.47   | 52.20   |          | -16.4% |
| 30-Mar |           | 55.22   | 52.73   |          | -4.5%  |
| 11-Apr |           | 58.74   |         | 54.71    | -6.9%  |
| Apr    | 68.51     | 59.06   |         | 56.00    | -5.2%  |
| May    | 75.03     | 67.94   |         | 62.00    | -8.7%  |
| Jun    | 78.69     | 66.60   |         | 65.00    | -2.4%  |
| Jul    | 87.32     | 78.59   |         | 74.00    | -5.8%  |
| Aug    | 81.07     | 67.33   |         | 74.00    | 9.9%   |
| Sep    | 78.03     | 63.74   |         | 71.00    | 11.4%  |

## Ham, Inner Shank, FOB Plant, USDA

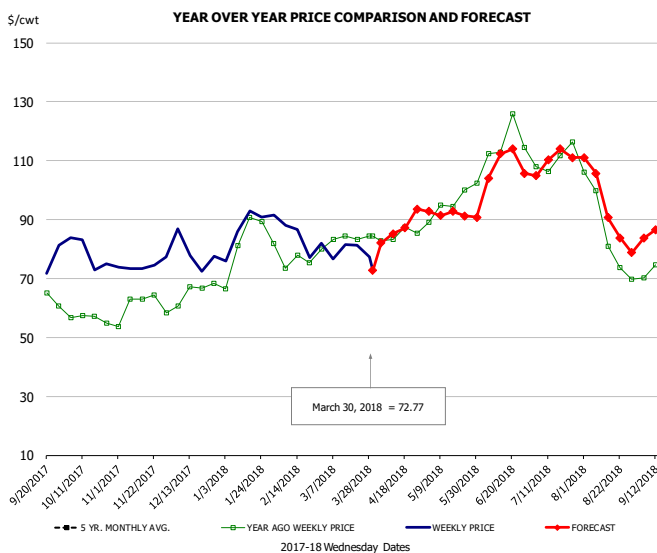


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 104.95    | 98.45   |         |          | -6.2%  |
| Nov    | 107.42    | 95.16   |         |          | -11.4% |
| Dec    | 119.91    | 96.14   |         |          | -19.8% |
| Jan    | 95.39     | 111.23  | 97.71   |          | -12.1% |
| Feb    | 96.36     | 97.40   | 95.63   |          | -1.8%  |
| Mar    | 97.05     | 97.32   | 93.20   |          | -4.2%  |
| 21-Mar |           | 94.66   | 93.12   |          | -1.6%  |
| 30-Mar |           | 98.69   | 82.71   |          | -16.2% |
| 11-Apr |           | 98.69   |         | 96.05    | -2.7%  |
| Apr    | 101.46    | 101.29  |         | 95.00    | -6.2%  |
| May    | 107.03    | 111.79  |         | 104.00   | -7.0%  |
| Jun    | 117.48    | 118.98  |         | 115.00   | -3.3%  |
| Jul    | 126.39    | 120.57  |         | 120.00   | -0.5%  |
| Aug    | 108.29    | 99.62   |         | 110.00   | 10.4%  |
| Sep    | 110.13    | 99.43   |         | 103.00   | 3.6%   |

## Ham, Outer Shank, FOB Plant, USDA

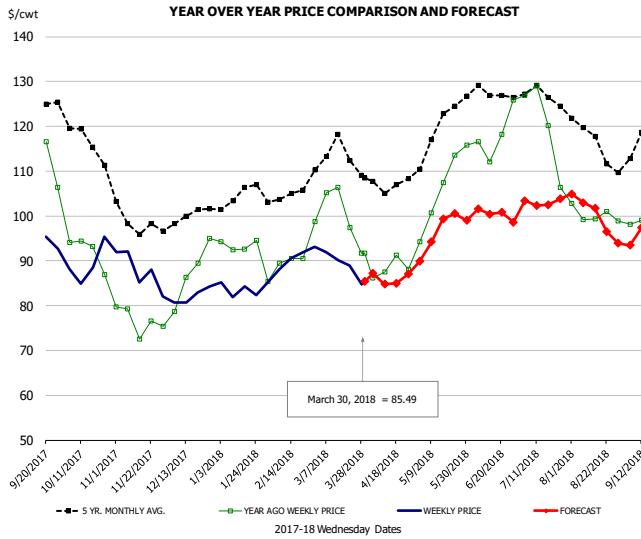


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    |           | 56.74   | 76.29   |          | 34.4%  |
| Nov    |           | 60.49   | 74.72   |          | 23.5%  |
| Dec    |           | 65.72   | 76.96   |          | 17.1%  |
| Jan    | 75.25     | 81.92   | 85.15   |          | 3.9%   |
| Feb    | 78.59     | 76.52   | 80.10   |          | 4.7%   |
| Mar    | 81.57     | 82.65   | 80.40   |          | -2.7%  |
| 21-Mar |           | 83.30   | 81.27   |          | -2.4%  |
| 30-Mar |           | 84.48   | 72.77   |          | -13.9% |
| 11-Apr |           | 84.48   |         | 85.21    | 0.9%   |
| Apr    | 87.99     | 84.27   |         | 87.00    | 3.2%   |
| May    | 94.83     | 95.41   |         | 92.00    | -3.6%  |
| Jun    | 109.22    | 113.11  |         | 106.00   | -6.3%  |
| Jul    | 112.56    | 109.58  |         | 110.00   | 0.4%   |
| Aug    | 94.19     | 85.98   |         | 94.00    | 9.3%   |
| Sep    | 81.02     | 71.09   |         | 86.00    | 21.0%  |

## Loin, 1/4 Trimmed Loin VAC, FOB Plant, USDA

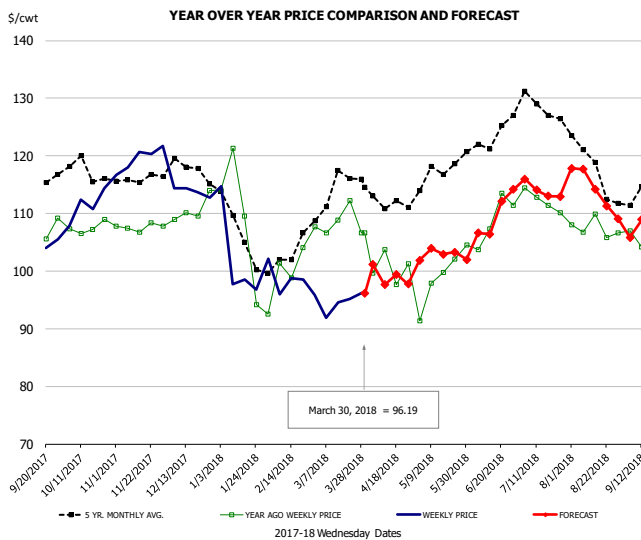


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 115.34    | 90.51   | 89.14   |          | -1.5%  |
| Nov    | 98.94     | 77.15   | 85.71   |          | 11.1%  |
| Dec    | 99.14     | 83.33   | 82.45   |          | -1.1%  |
| Jan    | 104.04    | 91.87   | 83.52   |          | -9.1%  |
| Feb    | 104.45    | 89.63   | 89.29   |          | -0.4%  |
| Mar    | 113.06    | 99.46   | 89.38   |          | -10.1% |
| 21-Mar |           | 97.37   | 88.91   |          | -8.7%  |
| 30-Mar |           | 91.75   | 85.49   |          | -6.8%  |
| 11-Apr |           | 87.48   |         | 84.74    | -3.1%  |
| Apr    | 106.48    | 88.05   |         | 86.00    | -2.3%  |
| May    | 118.04    | 104.30  |         | 96.00    | -8.0%  |
| Jun    | 126.62    | 117.69  |         | 100.00   | -15.0% |
| Jul    | 126.27    | 119.37  |         | 103.00   | -13.7% |
| Aug    | 116.55    | 100.76  |         | 100.00   | -0.8%  |
| Sep    | 115.58    | 95.20   |         | 98.00    | 2.9%   |

## Picnic, Picnic Cushion Meat Combo, FOB Plant, USDA

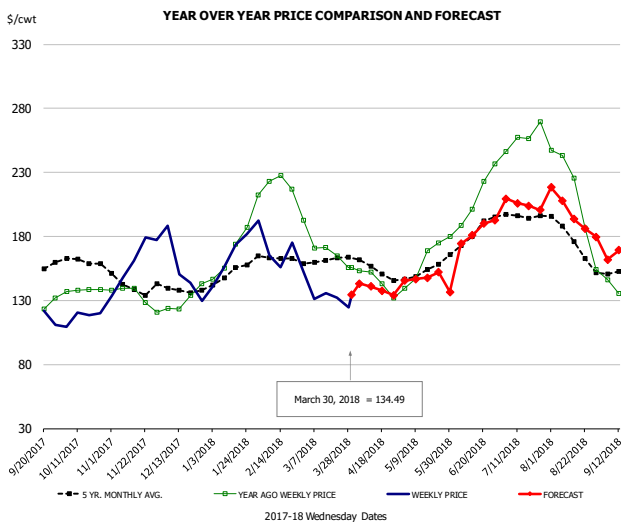


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 116.68    | 106.90  | 111.66  |          | 4.5%   |
| Nov    | 116.07    | 107.32  | 118.16  |          | 10.1%  |
| Dec    | 117.16    | 108.53  | 114.89  |          | 5.9%   |
| Jan    | 106.41    | 106.45  | 100.33  |          | -5.8%  |
| Feb    | 100.89    | 98.54   | 96.04   |          | -2.5%  |
| Mar    | 114.51    | 105.76  | 94.10   |          | -11.0% |
| 21-Mar |           | 112.24  | 95.16   |          | -15.2% |
| 30-Mar |           | 106.64  | 96.19   |          | -9.8%  |
| 11-Apr |           | 103.70  |         | 97.63    | -5.9%  |
| Apr    | 111.81    | 99.38   |         | 99.00    | -0.4%  |
| May    | 115.08    | 99.50   |         | 103.00   | 3.5%   |
| Jun    | 122.70    | 108.28  |         | 109.00   | 0.7%   |
| Jul    | 126.01    | 111.71  |         | 114.00   | 2.0%   |
| Aug    | 118.40    | 107.33  |         | 114.00   | 6.2%   |
| Sep    | 112.11    | 104.50  |         | 107.00   | 2.4%   |

## Belly, Derind Belly 9-13#, FOB Plant, USDA



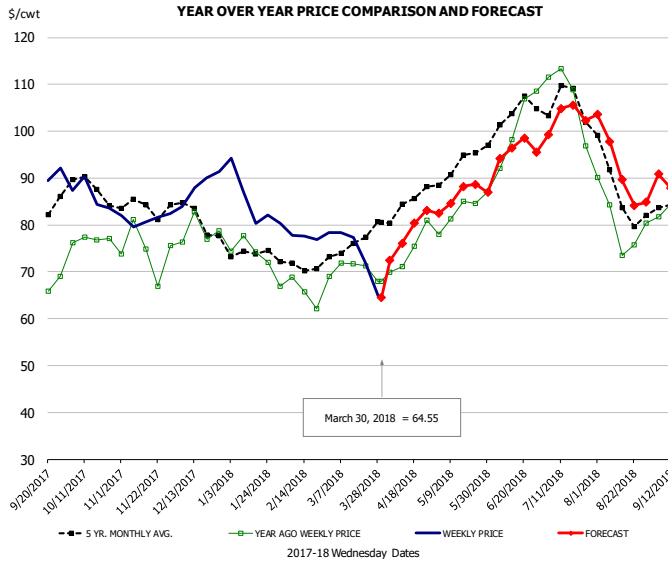
### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 158.15    | 137.54  | 117.03  |          | -14.9% |
| Nov    | 140.09    | 129.52  | 161.13  |          | 24.4%  |
| Dec    | 137.28    | 126.12  | 144.34  |          | 14.4%  |
| Jan    | 151.62    | 174.85  | 160.63  |          | -8.1%  |
| Feb    | 162.69    | 216.78  | 162.13  |          | -25.2% |
| Mar    | 160.97    | 168.90  | 133.87  |          | -20.7% |
| 21-Mar |           | 164.81  | 132.37  |          | -19.7% |
| 30-Mar |           | 155.90  | 134.49  |          | -13.7% |
| 11-Apr |           | 152.29  |         | 141.00   | -7.4%  |
| Apr    | 152.30    | 143.77  |         | 139.00   | -3.3%  |
| May    | 150.96    | 160.70  |         | 148.00   | -7.9%  |
| Jun    | 181.63    | 219.23  |         | 181.00   | -17.4% |
| Jul    | 194.62    | 256.47  |         | 205.00   | -20.1% |
| Aug    | 171.76    | 193.19  |         | 197.00   | 2.0%   |
| Sep    | 151.25    | 135.34  |         | 170.00   | 25.6%  |



## Trim, Picnic Meat Combo Cushion Out, FOB Plant, USDA

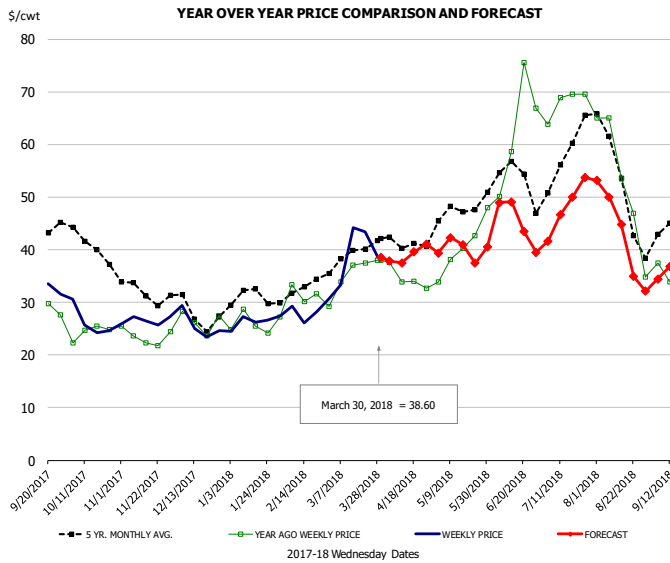


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 86.97     | 77.78   | 85.45   |          | 9.9%  |
| Nov    | 83.78     | 74.75   | 81.12   |          | 8.5%  |
| Dec    | 81.72     | 77.24   | 87.11   |          | 12.8% |
| Jan    | 74.69     | 74.25   | 85.06   |          | 14.6% |
| Feb    | 71.14     | 65.22   | 77.69   |          | 19.1% |
| Mar    | 75.81     | 71.23   | 72.66   |          | 2.0%  |
| 21-Mar |           | 71.32   | 71.95   |          | 0.9%  |
| 30-Mar |           | 67.94   | 64.55   |          | -5.0% |
| 11-Apr |           | 71.04   |         | 76.10    | 7.1%  |
| Apr    | 83.31     | 74.81   |         | 78.00    | 4.3%  |
| May    | 91.44     | 82.92   |         | 86.00    | 3.7%  |
| Jun    | 101.13    | 97.01   |         | 95.00    | -2.1% |
| Jul    | 104.20    | 103.80  |         | 103.00   | -0.8% |
| Aug    | 87.00     | 80.15   |         | 92.00    | 14.8% |
| Sep    | 84.69     | 86.68   |         | 90.00    | 3.8%  |

## Trim, 42% Trim Combo, FOB Plant, USDA

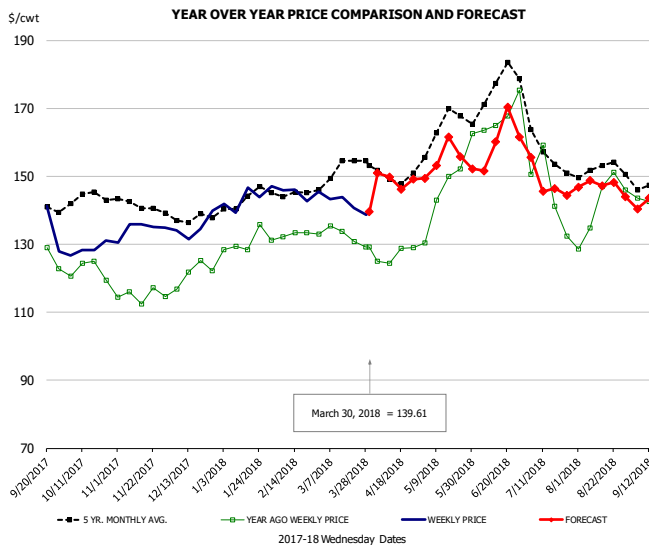


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 39.77     | 24.14   | 25.89   |          | 7.3%   |
| Nov    | 31.35     | 23.33   | 27.04   |          | 15.9%  |
| Dec    | 27.84     | 25.33   | 25.34   |          | 0.0%   |
| Jan    | 30.71     | 25.27   | 26.66   |          | 5.5%   |
| Feb    | 32.11     | 30.64   | 27.85   |          | -9.1%  |
| Mar    | 38.65     | 35.08   | 37.75   |          | 7.6%   |
| 21-Mar |           | 37.50   | 43.41   |          | 15.8%  |
| 30-Mar |           | 37.94   | 38.60   |          | 1.7%   |
| 11-Apr |           | 33.86   |         | 37.53    | 10.8%  |
| Apr    | 41.05     | 34.21   |         | 39.00    | 14.0%  |
| May    | 46.23     | 38.73   |         | 40.00    | 3.3%   |
| Jun    | 53.15     | 62.20   |         | 45.00    | -27.7% |
| Jul    | 56.30     | 68.68   |         | 48.00    | -30.1% |
| Aug    | 49.58     | 49.73   |         | 43.00    | -13.5% |
| Sep    | 41.16     | 33.37   |         | 35.00    | 4.9%   |

## Sparerib, Trmd Sparerib - MED, FOB Plant, USDA

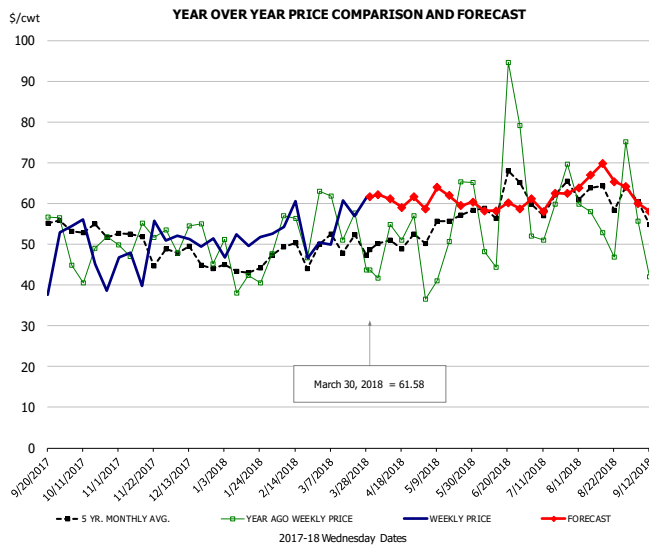


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 142.22    | 120.54  | 128.54  |          | 6.6%  |
| Nov    | 140.71    | 114.64  | 134.77  |          | 17.6% |
| Dec    | 137.35    | 118.82  | 134.64  |          | 13.3% |
| Jan    | 142.07    | 128.17  | 142.08  |          | 10.9% |
| Feb    | 145.15    | 132.30  | 143.84  |          | 8.7%  |
| Mar    | 150.48    | 131.43  | 142.15  |          | 8.2%  |
| 21-Mar |           | 130.75  | 140.76  |          | 7.7%  |
| 30-Mar |           | 129.13  | 139.61  |          | 8.1%  |
| 11-Apr |           | 124.39  |         | 149.77   | 20.4% |
| Apr    | 149.52    | 127.02  |         | 149.00   | 17.3% |
| May    | 162.22    | 145.15  |         | 155.00   | 6.8%  |
| Jun    | 169.79    | 161.18  |         | 158.00   | -2.0% |
| Jul    | 156.39    | 139.03  |         | 148.00   | 6.5%  |
| Aug    | 151.04    | 142.61  |         | 147.00   | 3.1%  |
| Sep    | 143.06    | 133.22  |         | 140.00   | 5.1%  |

## Jowl, Skinned Combo, FOB Plant, USDA

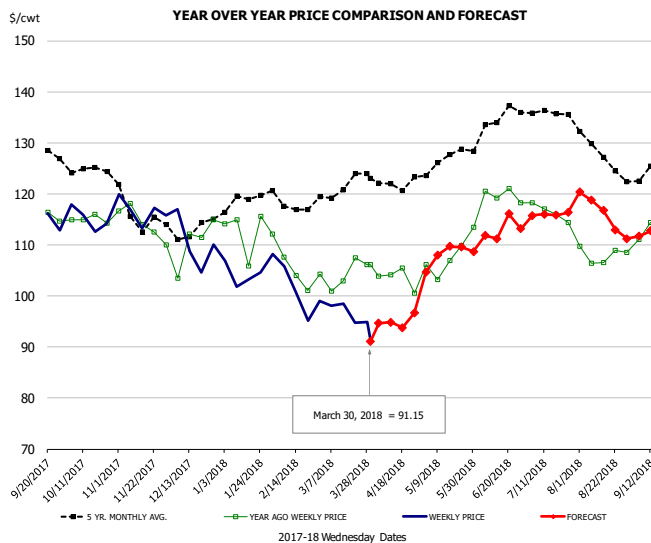


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 51.94     | 45.93   | 52.81   |          | 15.0% |
| Nov    | 47.27     | 45.28   | 46.87   |          | 3.5%  |
| Dec    | 45.75     | 49.79   | 49.78   |          | 0.0%  |
| Jan    | 44.09     | 43.22   | 49.02   |          | 13.4% |
| Feb    | 45.87     | 49.42   | 51.68   |          | 4.6%  |
| Mar    | 46.83     | 50.14   | 54.84   |          | 9.4%  |
| 21-Mar |           | 57.61   | 56.86   |          | -1.3% |
| 30-Mar |           | 43.70   | 61.58   |          | 40.9% |
| 11-Apr |           | 54.82   |         | 61.15    | 11.5% |
| Apr    | 49.61     | 51.40   |         | 61.00    | 18.7% |
| May    | 51.94     | 46.49   |         | 61.00    | 31.2% |
| Jun    | 57.23     | 53.82   |         | 58.00    | 7.8%  |
| Jul    | 59.95     | 58.90   |         | 61.00    | 3.6%  |
| Aug    | 62.76     | 55.67   |         | 66.00    | 18.5% |
| Sep    | 54.99     | 48.77   |         | 58.00    | 18.9% |

## Loin, Boneless Sirloin, FOB Plant, USDA

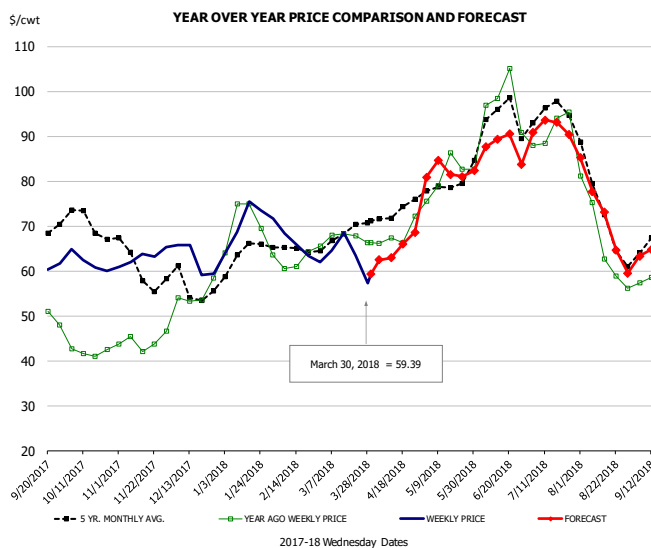


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 124.77    | 114.01  | 115.06  |          | 0.9%   |
| Nov    | 114.57    | 112.40  | 116.12  |          | 3.3%   |
| Dec    | 112.06    | 106.93  | 108.40  |          | 1.4%   |
| Jan    | 118.49    | 111.14  | 103.75  |          | -6.6%  |
| Feb    | 118.48    | 104.86  | 100.43  |          | -4.2%  |
| Mar    | 121.25    | 103.21  | 97.22   |          | -5.8%  |
| 21-Mar |           | 107.45  | 94.79   |          | -11.8% |
| 30-Mar |           | 106.17  | 91.15   |          | -14.1% |
| 11-Apr |           | 104.14  |         | 94.85    | -8.9%  |
| Apr    | 121.24    | 102.18  |         | 95.00    | -7.0%  |
| May    | 125.62    | 106.40  |         | 108.00   | 1.5%   |
| Jun    | 132.48    | 117.57  |         | 112.00   | -4.7%  |
| Jul    | 135.97    | 115.45  |         | 116.00   | 0.5%   |
| Aug    | 128.03    | 107.63  |         | 116.00   | 7.8%   |
| Sep    | 124.57    | 112.96  |         | 113.00   | 0.0%   |

## Trim, 72% Trim Combo, FOB Plant, USDA

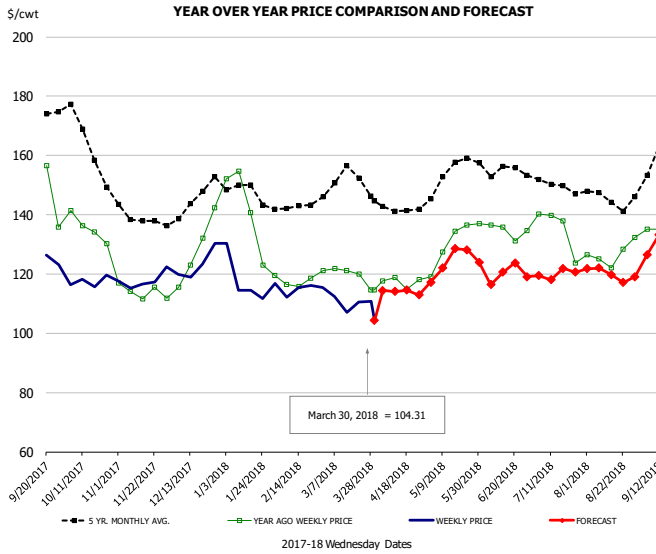


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 69.72     | 42.44   | 62.05   |          | 46.2%  |
| Nov    | 60.49     | 43.84   | 62.29   |          | 42.1%  |
| Dec    | 56.25     | 52.98   | 63.42   |          | 19.7%  |
| Jan    | 62.53     | 69.78   | 72.24   |          | 3.5%   |
| Feb    | 64.07     | 61.56   | 64.93   |          | 5.5%   |
| Mar    | 67.50     | 67.74   | 63.67   |          | -6.0%  |
| 21-Mar |           | 67.81   | 63.41   |          | -6.5%  |
| 30-Mar |           | 66.35   | 59.39   |          | -10.5% |
| 11-Apr |           | 67.28   |         | 62.92    | -6.5%  |
| Apr    | 72.75     | 68.32   |         | 65.00    | -4.9%  |
| May    | 77.24     | 79.86   |         | 82.00    | 2.7%   |
| Jun    | 91.00     | 93.78   |         | 86.00    | -8.3%  |
| Jul    | 93.72     | 90.99   |         | 92.00    | 1.1%   |
| Aug    | 72.08     | 66.34   |         | 72.00    | 8.5%   |
| Sep    | 66.01     | 59.76   |         | 66.00    | 10.4%  |

## Loin, Bnls CC Strap-on, FOB Plant, USDA

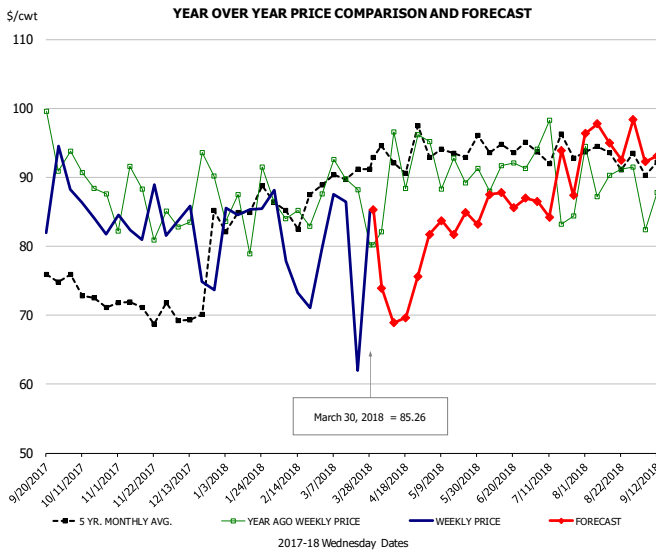


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 161.14    | 132.57  | 117.34  |          | -11.5% |
| Nov    | 138.49    | 114.24  | 116.77  |          | 2.2%   |
| Dec    | 142.82    | 125.52  | 122.82  |          | -2.1%  |
| Jan    | 147.05    | 137.72  | 116.43  |          | -15.5% |
| Feb    | 140.63    | 115.91  | 113.92  |          | -1.7%  |
| Mar    | 151.08    | 119.07  | 112.15  |          | -5.8%  |
| 21-Mar |           | 119.92  | 110.56  |          | -7.8%  |
| 30-Mar |           | 114.70  | 104.31  |          | -9.1%  |
| 11-Apr |           | 118.84  |         | 114.06   | -4.0%  |
| Apr    | 141.17    | 116.48  |         | 114.00   | -2.1%  |
| May    | 151.95    | 129.76  |         | 124.00   | -4.4%  |
| Jun    | 152.26    | 133.31  |         | 120.00   | -10.0% |
| Jul    | 148.67    | 132.32  |         | 120.00   | -9.3%  |
| Aug    | 144.13    | 126.17  |         | 120.00   | -4.9%  |
| Sep    | 157.93    | 127.18  |         | 134.00   | 5.4%   |

## Brisket Bones, Full, 30#, USDA, FRZ



### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 90.09     | 85.06   |         |          | -5.6%  |
| Nov    | 85.60     | 83.65   |         |          | -2.3%  |
| Dec    | 87.51     | 79.51   |         |          | -9.1%  |
| Jan    | 85.60     | 85.80   |         |          | 0.2%   |
| Feb    | 84.90     | 75.46   |         |          | -11.1% |
| Mar    | 87.66     | 80.32   |         |          | -8.4%  |
| 21-Mar |           | 88.22   | 62.00   |          | -29.7% |
| 30-Mar |           | 80.16   | 85.26   |          | 6.4%   |
| 11-Apr |           | 96.56   |         | 68.87    | -28.7% |
| Apr    | 90.82     | 90.82   |         | 72.00    | -20.7% |
| May    | 93.31     | 91.34   |         | 83.00    | -9.1%  |
| Jun    | 94.69     | 90.74   |         | 87.00    | -4.1%  |
| Jul    | 94.09     | 90.00   |         | 88.00    | -2.2%  |
| Aug    | 93.70     | 90.92   |         | 96.00    | 5.6%   |
| Sep    | 92.15     | 86.65   |         | 95.00    | 9.6%   |





# Beef Market - Supply Situation & Outlook

## Weekly Beef Production Statistics

Source: USDA

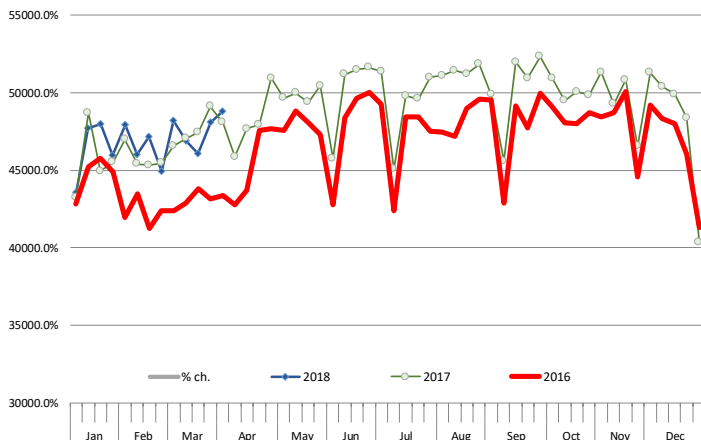
|               |           | Slaughter<br>(1000 hd) | % CH. | Dressed Wt<br>LBS | % CH. | Production<br>(Million lbs) | % CH. |
|---------------|-----------|------------------------|-------|-------------------|-------|-----------------------------|-------|
| Year Ago      | 1-Apr-17  | 601.0                  |       | 810.0             |       | 485.4                       |       |
| This Week     | 31-Mar-18 | 594.0                  | -1.2% | 822.0             | 1.5%  | 487.1                       | 0.4%  |
| Last Week     | 24-Mar-18 | 607.0                  |       | 823.0             |       | 498.5                       |       |
| This Week     | 31-Mar-18 | 594.0                  | -2.1% | 822.0             | -0.1% | 487.1                       | -2.3% |
| YTD Last Year | 1-Apr-17  | 7,614                  |       | 819.1             |       | 6,236                       |       |
| YTD This Year | 31-Mar-18 | 7,755                  | 1.9%  | 823.7             | 0.6%  | 6,388                       | 2.4%  |

### Quarterly History + Forecasts

|               |               |                  |              |                  |               |                  |
|---------------|---------------|------------------|--------------|------------------|---------------|------------------|
| Q1 2016       | 7,184         |                  | 826.5        |                  | 5,938         |                  |
| Q2 2016       | 7,631         |                  | 810.9        |                  | 6,187         |                  |
| Q3 2016       | 7,845         |                  | 824.9        |                  | 6,472         |                  |
| Q4 2016       | 7,919         |                  | 836.6        |                  | 6,625         |                  |
| <b>Annual</b> | <b>30,578</b> | <b>Y/Y % CH.</b> | <b>824.7</b> | <b>Y/Y % CH.</b> | <b>25,221</b> | <b>Y/Y % CH.</b> |
| Q1 2017       | 7,711         | 7.3%             | 817.0        | -1.1%            | 6,300         | 6.1%             |
| Q2 2017       | 8,074         | 5.8%             | 793.2        | -2.2%            | 6,404         | 3.5%             |
| Q3 2017       | 8,249         | 5.2%             | 815.9        | -1.1%            | 6,731         | 4.0%             |
| Q4 2017       | 8,141         | 2.8%             | 827.7        | -1.1%            | 6,738         | 1.7%             |
| <b>Annual</b> | <b>32,175</b> | <b>5.2%</b>      | <b>813.5</b> | <b>-1.4%</b>     | <b>26,173</b> | <b>3.8%</b>      |
| Q1 2018       | 7,950         | 3.1%             | 820.0        | 0.4%             | 6,519         | 3.5%             |
| Q2 2018       | 8,461         | 4.8%             | 808.0        | 1.9%             | 6,837         | 6.8%             |
| Q3 2018       | 8,555         | 3.7%             | 826.0        | 1.2%             | 7,066         | 5.0%             |
| Q4 2018       | 8,377         | 2.9%             | 834.0        | 0.8%             | 6,987         | 3.7%             |
| <b>Annual</b> | <b>33,343</b> | <b>3.6%</b>      | <b>822.0</b> | <b>1.1%</b>      | <b>27,408</b> | <b>4.7%</b>      |

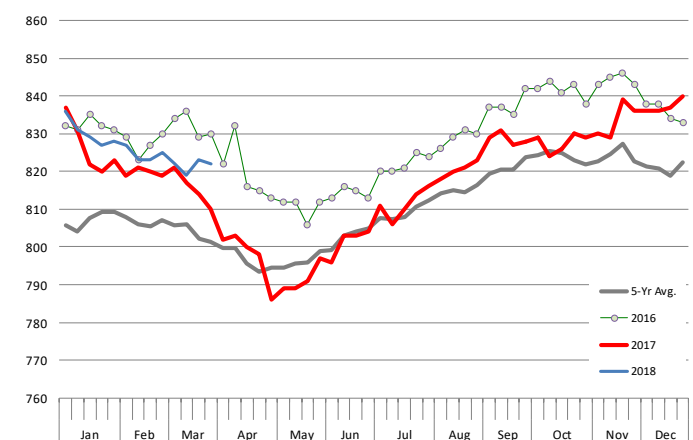
### WEEKLY STEER AND HEIFER SLAUGHTER. '000 HEAD

Source: USDA



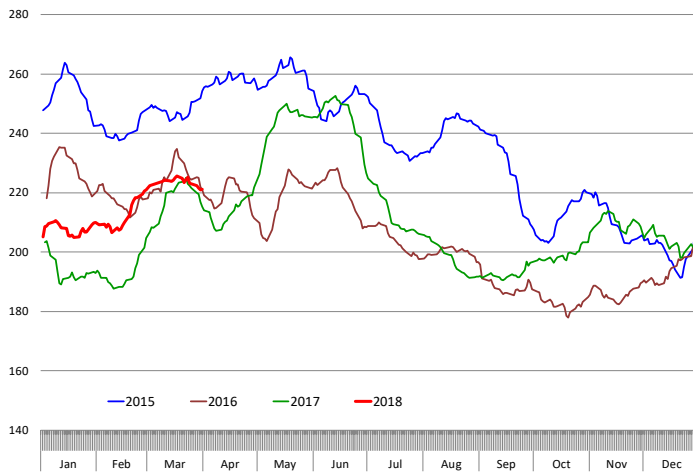
### Weekly Average FI Cattle Carcass Weights (Includes Fed & Non Fed Cattle)

Average Dressed Weight Per Carcass. Data Source: USDA AMS

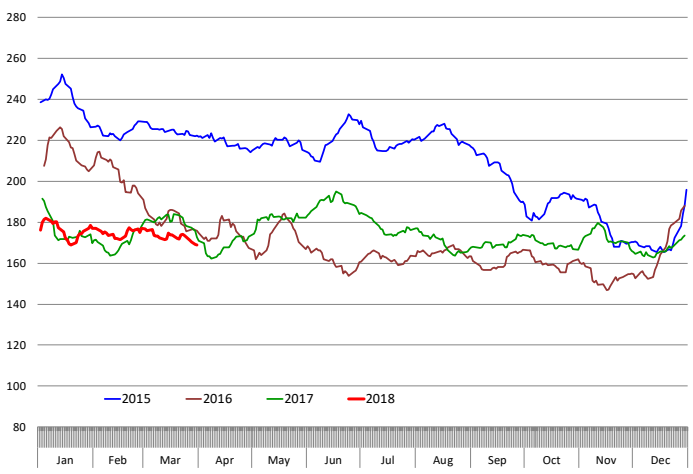


# Beef Primal Values

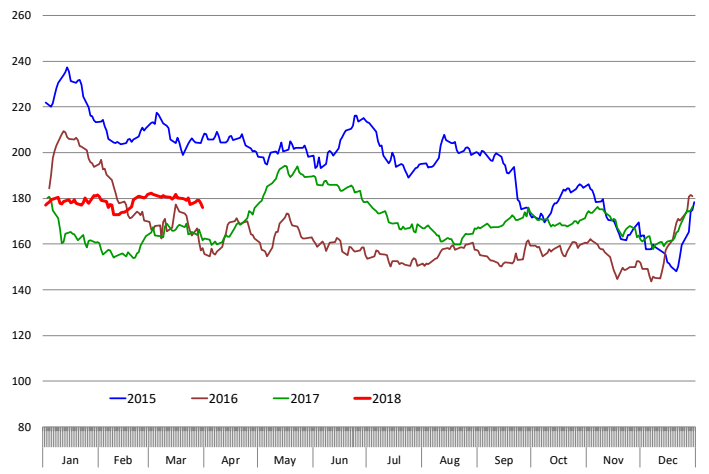
Beef Choice Cutout Value, USDA, Daily, \$/cwt



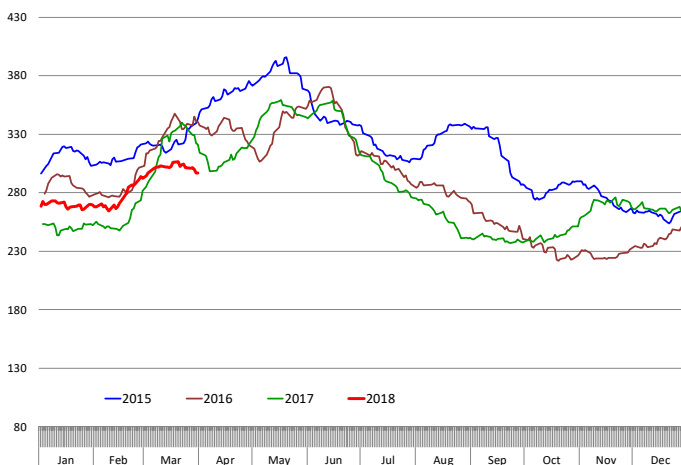
Primal Round Cutout Value, USDA, Daily, \$/cwt



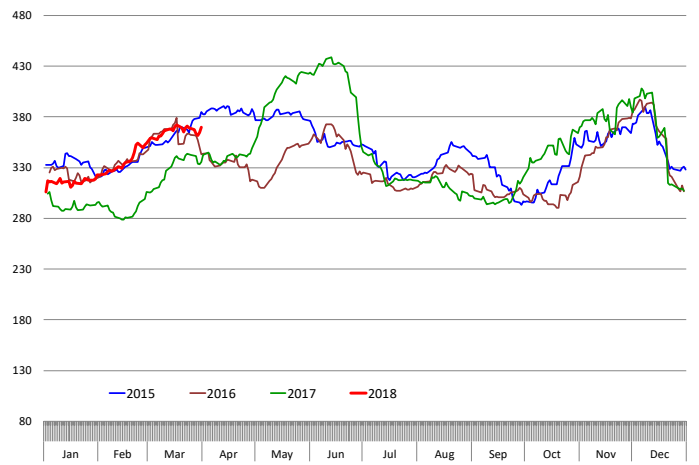
Primal Chuck Cutout Value, USDA, Daily, \$/cwt



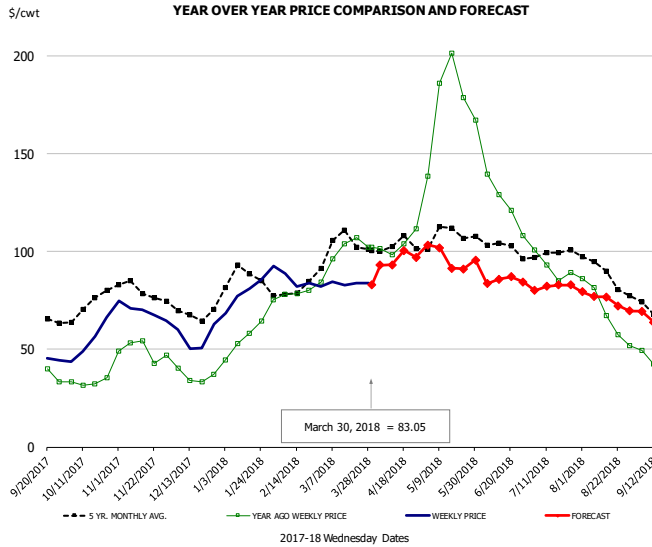
Primal Loin Cutout Value, USDA, Daily, \$/cwt



Primal Rib Cutout Value, USDA, Daily, \$/cwt



## 50CL BEEF TRIM, FRESH, NATIONAL, USDA

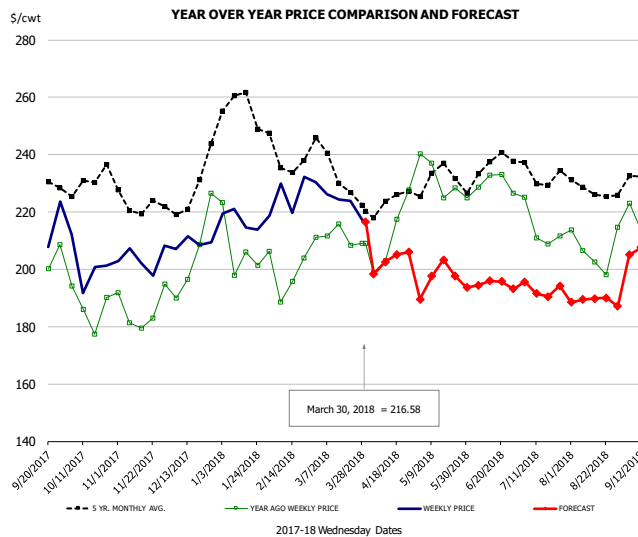


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 71.22     | 33.41   | 56.49   |          | 69.1%  |
| Nov    | 79.69     | 48.78   | 69.13   |          | 41.7%  |
| Dec    | 68.52     | 37.94   | 54.74   |          | 44.3%  |
| Jan    | 84.83     | 56.26   | 79.25   |          | 40.9%  |
| Feb    | 78.59     | 79.34   | 83.66   |          | 5.4%   |
| Mar    | 101.58    | 98.83   | 83.92   |          | -15.1% |
| 21-Mar |           | 107.07  | 83.77   |          | -21.8% |
| 30-Mar |           | 102.04  | 83.05   |          | -18.6% |
| 11-Apr |           |         | 98.50   | 93.27    | -5.3%  |
| Apr    | 102.01    | 105.46  |         | 96.00    | -9.0%  |
| May    | 108.18    | 176.71  |         | 97.00    | -45.1% |
| Jun    | 103.04    | 131.93  |         | 85.00    | -35.6% |
| Jul    | 98.08     | 92.86   |         | 82.00    | -11.7% |
| Aug    | 88.47     | 68.58   |         | 75.00    | 9.4%   |
| Sep    | 68.39     | 45.07   |         | 62.00    | 37.5%  |

## SELECT, 114A, 3 SHOULDER CLOD, TRIMMED, 1/4" MAX, USDA

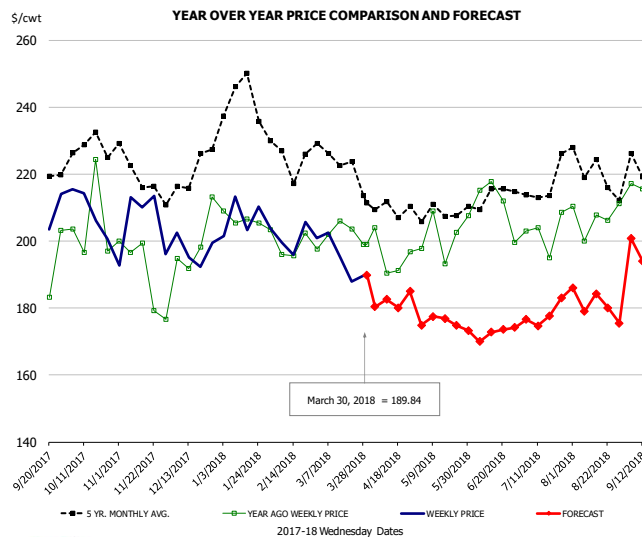


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 227.15    | 181.80  | 201.06  |          | 10.6%  |
| Nov    | 220.68    | 182.92  | 203.08  |          | 11.0%  |
| Dec    | 222.58    | 199.03  | 207.09  |          | 4.0%   |
| Jan    | 253.03    | 199.89  | 217.87  |          | 9.0%   |
| Feb    | 237.50    | 200.26  | 223.62  |          | 11.7%  |
| Mar    | 231.12    | 208.65  | 221.33  |          | 6.1%   |
| 21-Mar |           | 208.28  | 223.81  |          | 7.5%   |
| 30-Mar |           | 209.04  | 216.58  |          | 3.6%   |
| 11-Apr |           | 203.11  |         | 202.60   | -0.2%  |
| Apr    | 221.00    | 204.47  |         | 203.00   | -0.7%  |
| May    | 229.08    | 228.70  |         | 197.00   | -13.9% |
| Jun    | 230.94    | 228.26  |         | 194.00   | -15.0% |
| Jul    | 230.65    | 210.01  |         | 193.00   | -8.1%  |
| Aug    | 227.46    | 205.70  |         | 189.00   | -8.1%  |
| Sep    | 228.17    | 214.79  |         | 206.00   | -4.1%  |

## SELECT, 170 GOOSENECK ROUND, 18-33, USDA

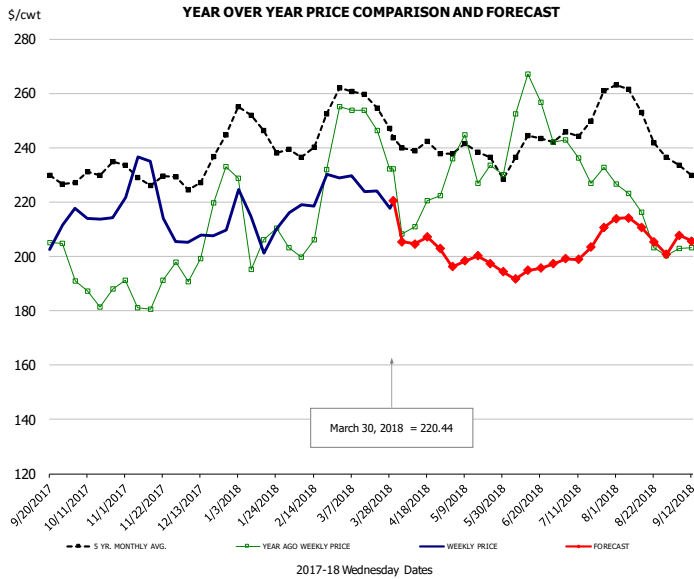


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 224.02    | 193.67  | 204.96  |          | 5.8%   |
| Nov    | 216.55    | 191.35  | 197.00  |          | 3.0%   |
| Dec    | 213.67    | 196.97  | 196.95  |          | 0.0%   |
| Jan    | 235.53    | 200.42  | 204.92  |          | 2.2%   |
| Feb    | 221.47    | 194.76  | 199.05  |          | 2.2%   |
| Mar    | 218.70    | 200.86  | 190.18  |          | -5.3%  |
| 21-Mar |           | 203.65  | 187.96  |          | -7.7%  |
| 30-Mar |           | 199.05  | 189.84  |          | -4.6%  |
| 11-Apr |           | 190.39  |         | 182.61   | -4.1%  |
| Apr    | 206.61    | 192.05  |         | 182.00   | -5.2%  |
| May    | 205.76    | 200.80  |         | 176.00   | -12.4% |
| Jun    | 207.35    | 206.07  |         | 172.00   | -16.5% |
| Jul    | 211.34    | 195.62  |         | 178.00   | -9.0%  |
| Aug    | 217.67    | 198.93  |         | 181.00   | -9.0%  |
| Sep    | 214.52    | 204.72  |         | 198.00   | -3.3%  |

## CHOICE, 168, 3 TOP INSIDE ROUND, 1/4" MAX, USDA

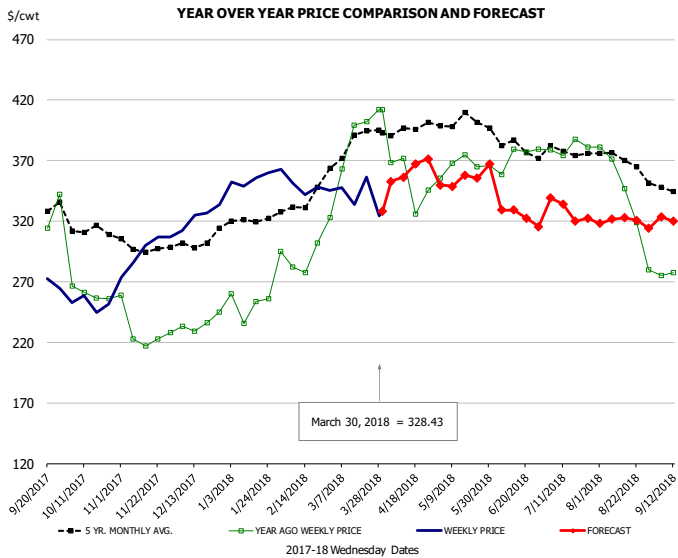


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 228.91    | 188.47  | 215.92  |          | 14.6%  |
| Nov    | 228.26    | 184.56  | 217.04  |          | 17.6%  |
| Dec    | 230.16    | 202.66  | 206.45  |          | 1.9%   |
| Jan    | 245.80    | 205.90  | 212.85  |          | 3.4%   |
| Feb    | 242.05    | 216.10  | 221.96  |          | 2.7%   |
| Mar    | 255.24    | 242.49  | 223.47  |          | -7.8%  |
| 21-Mar |           | 246.33  | 224.22  |          | -9.0%  |
| 30-Mar |           | 232.29  | 220.44  |          | -5.1%  |
| 11-Apr |           | 210.81  |         | 204.63   | -2.9%  |
| Apr    | 238.70    | 214.51  |         | 205.00   | -4.4%  |
| May    | 236.66    | 231.79  |         | 198.00   | -14.6% |
| Jun    | 236.13    | 250.42  |         | 194.00   | -22.5% |
| Jul    | 245.42    | 232.10  |         | 203.00   | -12.5% |
| Aug    | 250.20    | 210.80  |         | 209.00   | -0.9%  |
| Sep    | 229.40    | 204.34  |         | 205.00   | 0.3%   |

## CHOICE, 184, 3 TOP BUTT, BONELESS, USDA

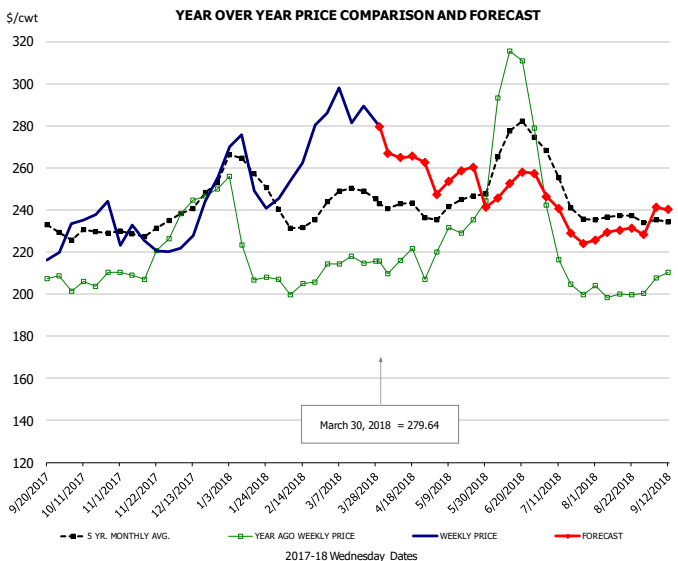


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 310.07    | 270.49  | 254.23  |          | -6.0%  |
| Nov    | 296.97    | 230.13  | 294.73  |          | 28.1%  |
| Dec    | 297.06    | 230.77  | 320.99  |          | 39.1%  |
| Jan    | 317.78    | 248.53  | 349.59  |          | 40.7%  |
| Feb    | 329.27    | 291.00  | 345.29  |          | 18.7%  |
| Mar    | 381.86    | 380.54  | 342.41  |          | -10.0% |
| 21-Mar |           | 401.95  | 356.63  |          | -11.3% |
| 30-Mar |           | 412.32  | 328.43  |          | -20.3% |
| 11-Apr |           | 372.06  |         | 356.36   | -4.2%  |
| Apr    | 391.19    | 358.69  |         | 356.00   | -0.7%  |
| May    | 399.55    | 365.43  |         | 352.00   | -3.7%  |
| Jun    | 379.60    | 367.27  |         | 325.00   | -11.5% |
| Jul    | 375.44    | 378.05  |         | 325.00   | -14.0% |
| Aug    | 363.83    | 333.81  |         | 317.00   | -5.0%  |
| Sep    | 336.94    | 271.78  |         | 315.00   | 15.9%  |

## CHOICE, 120, 1 BRISKET, DECKLE-OFF, BONELESS, USDA

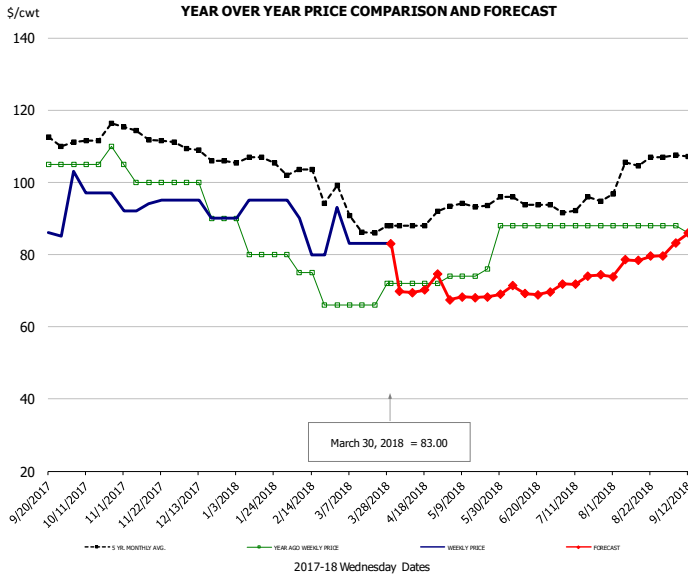


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 227.76    | 203.84  | 235.53  |          | 15.5%  |
| Nov    | 227.91    | 209.71  | 223.71  |          | 6.7%   |
| Dec    | 240.69    | 243.10  | 234.17  |          | -3.7%  |
| Jan    | 253.95    | 215.96  | 251.79  |          | 16.6%  |
| Feb    | 232.37    | 204.57  | 266.48  |          | 30.3%  |
| Mar    | 243.58    | 211.62  | 285.35  |          | 34.8%  |
| 21-Mar |           | 214.54  | 289.55  |          | 35.0%  |
| 30-Mar |           | 215.73  | 279.64  |          | 29.6%  |
| 11-Apr |           | 216.05  |         | 264.78   | 22.6%  |
| Apr    | 238.91    | 210.28  |         | 265.00   | 26.0%  |
| May    | 241.61    | 232.08  |         | 255.00   | 9.9%   |
| Jun    | 267.47    | 290.22  |         | 250.00   | -13.9% |
| Jul    | 244.87    | 210.89  |         | 235.00   | 11.4%  |
| Aug    | 234.93    | 199.86  |         | 229.00   | 14.6%  |
| Sep    | 233.04    | 210.80  |         | 239.00   | 13.4%  |

## UB Beef Tripe, Scalded, Edible

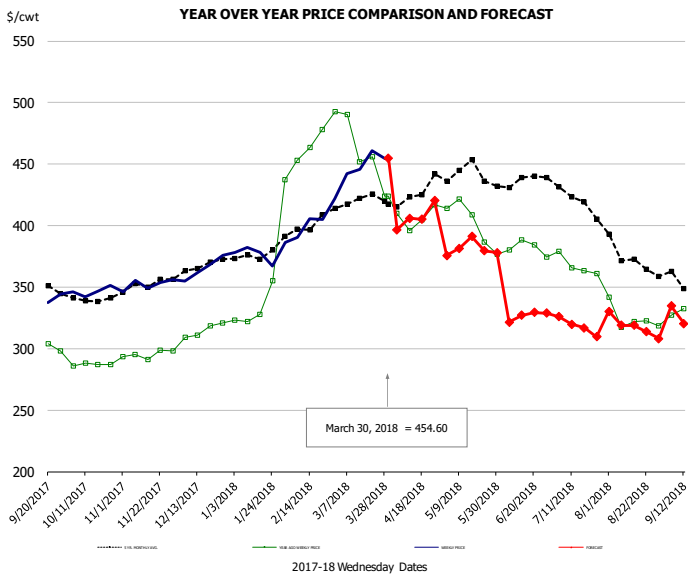


**PRICE HISTORY AND FORECAST**

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 112.11    | 106.25  | 98.50   |          | -7.3%  |
| Nov    | 113.25    | 101.00  | 93.60   |          | -7.3%  |
| Dec    | 108.19    | 95.00   | 92.50   |          | -2.6%  |
| Jan    | 106.02    | 82.50   | 94.00   |          | 13.9%  |
| Feb    | 100.85    | 74.00   | 85.75   |          | 15.9%  |
| Mar    | 90.82     | 67.20   | 83.00   |          | 23.5%  |
| 21-Mar |           |         | 66.00   | 83.00    | 25.8%  |
| 30-Mar |           |         | 72.00   | 83.00    | 15.3%  |
| 11-Apr |           |         | 72.00   | 69.50    | -3.5%  |
| Apr    | 88.76     | 72.00   |         | 71.00    | -1.4%  |
| May    | 94.17     | 77.20   |         | 68.00    | -11.9% |
| Jun    | 94.48     | 88.00   |         | 70.00    | -20.5% |
| Jul    | 93.90     | 88.00   |         | 73.00    | -17.0% |
| Aug    | 103.80    | 88.00   |         | 78.00    | -11.4% |
| Sep    | 107.60    | 86.25   |         | 86.00    | -0.3%  |

## Inside Skirt, USDA



**PRICE HISTORY AND FORECAST**

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 340.09    | 291.46  | 347.76  |          | 19.3%  |
| Nov    | 348.39    | 295.12  | 352.71  |          | 19.5%  |
| Dec    | 362.92    | 311.40  | 365.62  |          | 17.4%  |
| Jan    | 374.57    | 333.45  | 376.90  |          | 13.0%  |
| Feb    | 395.76    | 459.40  | 402.54  |          | -12.4% |
| Mar    | 417.87    | 461.72  | 451.94  |          | -2.1%  |
| 21-Mar |           |         | 456.13  | 460.65   | 1.0%   |
| 30-Mar |           |         | 423.76  | 454.60   | 7.3%   |
| 11-Apr |           |         | 395.85  | 405.91   | 2.5%   |
| Apr    | 422.41    | 408.95  |         | 407.00   | -0.5%  |
| May    | 434.48    | 395.52  |         | 382.00   | -3.4%  |
| Jun    | 432.50    | 378.23  |         | 326.00   | -13.8% |
| Jul    | 418.45    | 367.65  |         | 318.00   | -13.5% |
| Aug    | 372.47    | 325.53  |         | 318.00   | -2.3%  |
| Sep    | 349.59    | 333.12  |         | 322.00   | -3.3%  |





## Broiler Market - Supply Situation & Outlook

### Weekly Broiler Production Statistics

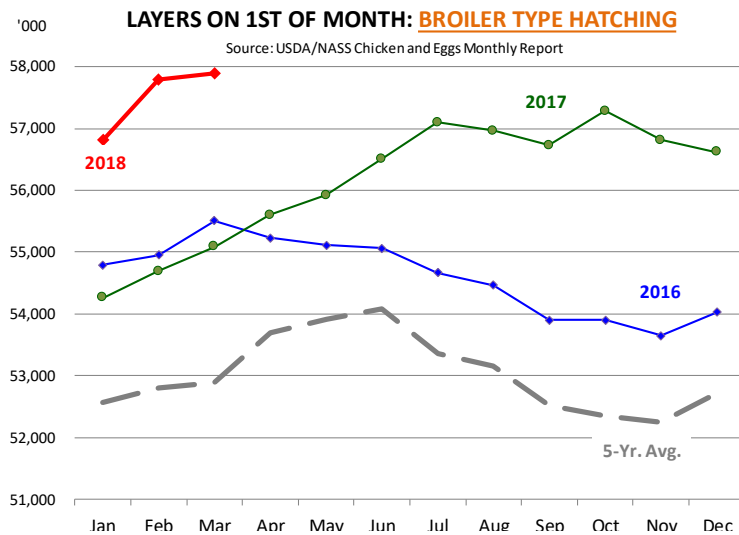
Source: USDA

|               |           | Slaughter<br>(million hd) | % CH. | Dressed Wt<br>LBS | % CH. | Production RTC<br>(Million lbs) | % CH. |
|---------------|-----------|---------------------------|-------|-------------------|-------|---------------------------------|-------|
| Year Ago      | 25-Mar-17 | 158.4                     |       | 4.62              |       | 731.9                           |       |
| Last Week     | 24-Mar-18 | 157.5                     | -0.6% | 4.67              | 1.2%  | 736.0                           | 0.6%  |
| Prev. Week    | 17-Mar-18 | 159.2                     |       | 4.72              |       | 751.6                           |       |
| Last Week     | 24-Mar-18 | 157.5                     | -1.1% | 4.67              | -1.0% | 736.0                           | -2.1% |
| YTD Last Year | 25-Mar-17 | 1,916                     |       | 4.66              |       | 8,937                           |       |
| YTD This Year | 24-Mar-18 | 1,899                     | -0.9% | 4.69              | 0.6%  | 8,912                           | -0.3% |

#### Quarterly History + Forecasts

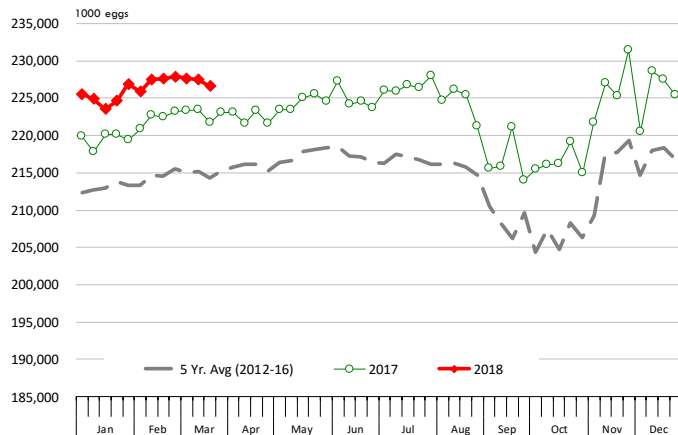
|               |              |                  |             |                  |               |                  |
|---------------|--------------|------------------|-------------|------------------|---------------|------------------|
| Q1 2016       | 2,160        |                  | 4.65        |                  | 10,039        |                  |
| Q2 2016       | 2,207        |                  | 4.65        |                  | 10,253        |                  |
| Q3 2016       | 2,248        |                  | 4.60        |                  | 10,338        |                  |
| Q4 2016       | 2,154        |                  | 4.67        |                  | 10,065        |                  |
| <b>Annual</b> | <b>8,768</b> | <b>Y/Y % CH.</b> | <b>4.64</b> | <b>Y/Y % CH.</b> | <b>40,696</b> | <b>Y/Y % CH.</b> |
| Q1 2017       | 2,201        | 1.9%             | 4.65        | 0.0%             | 10,233        | 1.9%             |
| Q2 2017       | 2,236        | 1.3%             | 4.65        | 0.2%             | 10,407        | 1.5%             |
| Q3 2017       | 2,264        | 0.7%             | 4.66        | 1.3%             | 10,551        | 2.1%             |
| Q4 2017       | 2,199        | 2.1%             | 4.70        | 0.6%             | 10,337        | 2.7%             |
| <b>Annual</b> | <b>8,899</b> | <b>1.5%</b>      | <b>4.67</b> | <b>0.5%</b>      | <b>41,527</b> | <b>2.0%</b>      |
| Q1 2018       | 2,234        | 1.5%             | 4.69        | 0.9%             | 10,476        | 2.4%             |
| Q2 2018       | 2,272        | 1.6%             | 4.70        | 1.0%             | 10,677        | 2.6%             |
| Q3 2018       | 2,309        | 2.0%             | 4.71        | 1.1%             | 10,875        | 3.1%             |
| Q4 2018       | 2,230        | 1.4%             | 4.74        | 0.9%             | 10,571        | 2.3%             |
| <b>Annual</b> | <b>9,044</b> | <b>1.6%</b>      | <b>4.71</b> | <b>0.9%</b>      | <b>42,598</b> | <b>2.6%</b>      |





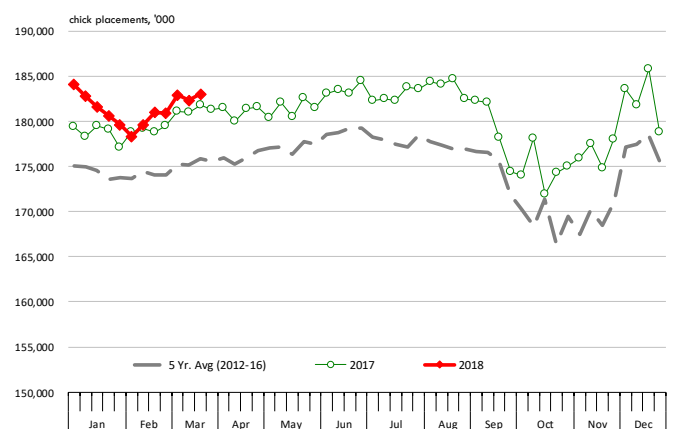
### US WEEKLY BROILER EGG SETS

Source: USDA Broiler Hatchery Report



### US WEEKLY BROILER CHICK PLACEMENT

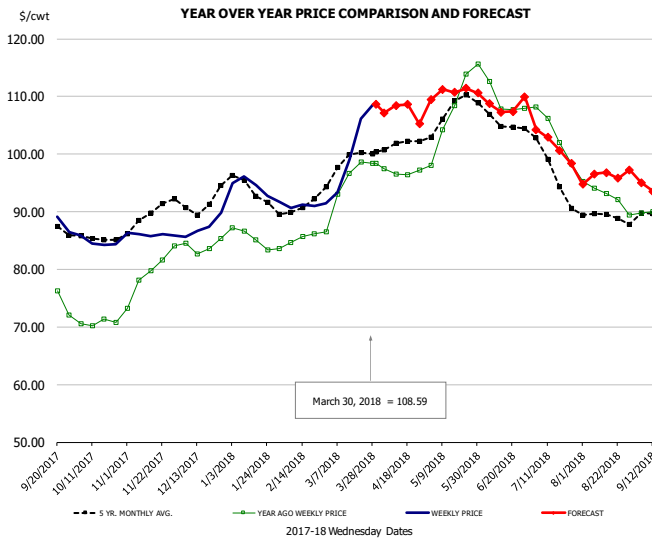
Source: USDA Broiler Hatchery Report



### RATIO OF CHICK PLACEMENTS VS. EGG SETS (21 DAY LAG)



## BROILER, NATIONAL WHOLE BIRD PRICE, USDA

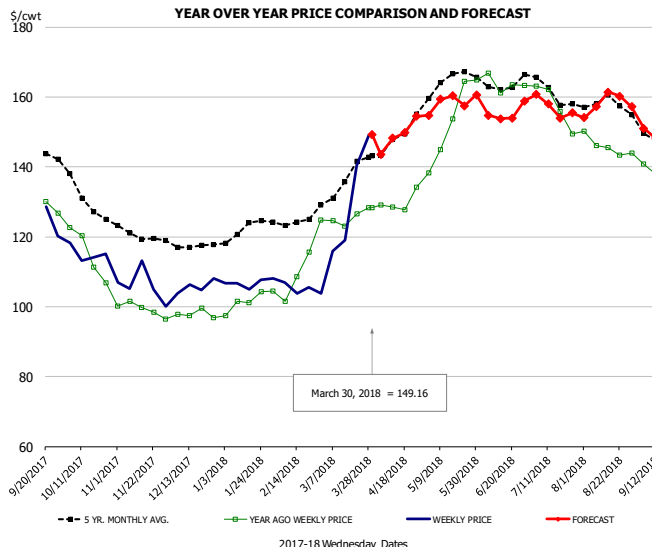


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 85.41     | 70.75   | 84.73   |          | 19.8% |
| Nov    | 89.18     | 79.35   | 86.06   |          | 8.5%  |
| Dec    | 91.29     | 84.05   | 87.40   |          | 4.0%  |
| Jan    | 94.17     | 85.58   | 94.02   |          | 9.9%  |
| Feb    | 90.60     | 85.01   | 91.07   |          | 7.1%  |
| Mar    | 98.32     | 94.65   | 101.78  |          | 7.5%  |
| 21-Mar |           | 98.57   | 106.13  |          | 7.7%  |
| 30-Mar |           | 98.45   | 108.59  |          | 10.3% |
| 11-Apr |           | 96.49   |         | 108.47   | 12.4% |
| Apr    | 101.48    | 96.90   |         | 108.00   | 11.5% |
| May    | 107.33    | 108.05  |         | 110.00   | 1.8%  |
| Jun    | 105.79    | 109.03  |         | 108.00   | -0.9% |
| Jul    | 97.86     | 103.65  |         | 102.00   | -1.6% |
| Aug    | 89.17     | 92.80   |         | 96.00    | 3.4%  |
| Sep    | 88.30     | 88.83   |         | 94.00    | 5.8%  |

## N.E. BROILER BREAST BONELESS-SKINLESS, USDA

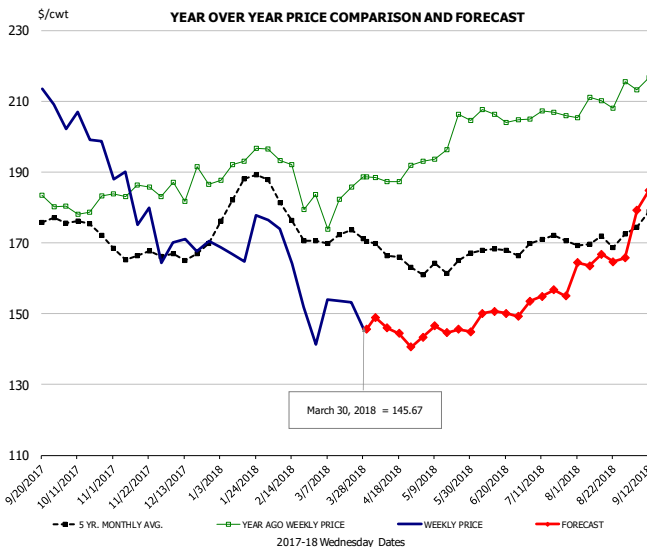


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 131.98    | 115.26  | 115.16  |          | -0.1% |
| Nov    | 120.64    | 99.24   | 106.01  |          | 6.8%  |
| Dec    | 117.56    | 97.93   | 105.72  |          | 7.9%  |
| Jan    | 121.75    | 101.17  | 106.78  |          | 5.6%  |
| Feb    | 124.10    | 107.51  | 104.99  |          | -2.3% |
| Mar    | 134.75    | 125.46  | 131.08  |          | 4.5%  |
| 21-Mar |           | 126.63  | 140.25  |          | 10.8% |
| 30-Mar |           | 128.24  | 149.16  |          | 16.3% |
| 11-Apr |           | 128.51  |         | 148.20   | 15.3% |
| Apr    | 146.82    | 129.87  |         | 149.00   | 14.7% |
| May    | 164.34    | 153.28  |         | 158.00   | 3.1%  |
| Jun    | 164.02    | 163.75  |         | 156.00   | -4.7% |
| Jul    | 161.65    | 157.63  |         | 157.00   | -0.4% |
| Aug    | 158.31    | 145.75  |         | 158.00   | 8.4%  |
| Sep    | 146.16    | 131.91  |         | 146.00   | 10.7% |

## N.E. BROILER WINGS, USDA, WT. AVG.

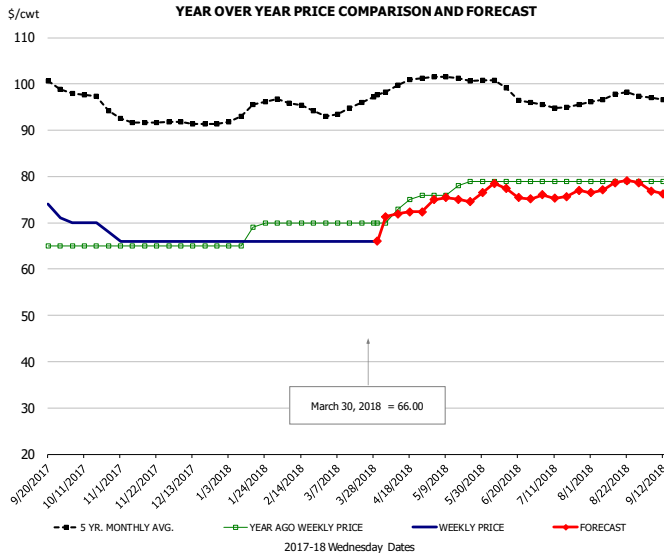


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 175.17    | 180.05  | 201.73  |          | 12.0%  |
| Nov    | 166.86    | 184.38  | 179.46  |          | -2.7%  |
| Dec    | 166.76    | 186.70  | 169.80  |          | -9.1%  |
| Jan    | 183.02    | 192.36  | 170.93  |          | -11.1% |
| Feb    | 179.03    | 190.28  | 157.83  |          | -17.1% |
| Mar    | 171.89    | 182.84  | 151.61  |          | -17.1% |
| 21-Mar |           | 185.67  | 153.16  |          | -17.5% |
| 30-Mar |           | 188.69  | 145.67  |          | -22.8% |
| 11-Apr |           | 187.32  |         | 145.99   | -22.1% |
| Apr    | 167.69    | 188.71  |         | 145.00   | -23.2% |
| May    | 163.19    | 198.74  |         | 145.00   | -27.0% |
| Jun    | 167.98    | 205.67  |         | 150.00   | -27.1% |
| Jul    | 169.97    | 206.21  |         | 155.00   | -24.8% |
| Aug    | 170.44    | 210.05  |         | 165.00   | -21.4% |
| Sep    | 177.35    | 213.14  |         | 185.00   | -13.2% |

## NE BONELESS BROILER WHITE TRIM MEAT, UNDER 15%, FRESH

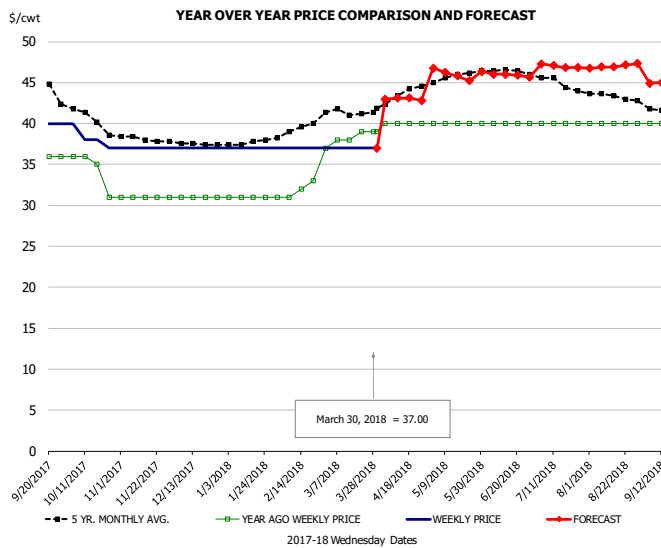


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 97.02     | 65.00   | 69.50   |          | 6.9%  |
| Nov    | 91.85     | 65.00   | 66.00   |          | 1.5%  |
| Dec    | 91.56     | 65.00   | 66.00   |          | 1.5%  |
| Jan    | 94.04     | 67.80   | 66.00   |          | -2.7% |
| Feb    | 95.55     | 70.00   | 66.00   |          | -5.7% |
| Mar    | 94.30     | 70.00   | 66.00   |          | -5.7% |
| 21-Mar |           | 70.00   | 66.00   |          | -5.7% |
| 30-Mar |           | 70.00   | 66.00   |          | -5.7% |
| 11-Apr |           | 73.00   |         | 71.92    | -1.5% |
| Apr    | 99.52     | 73.50   |         | 72.00    | -2.0% |
| May    | 101.18    | 77.60   |         | 75.00    | -3.4% |
| Jun    | 99.30     | 79.00   |         | 77.00    | -2.5% |
| Jul    | 95.47     | 79.00   |         | 76.00    | -3.8% |
| Aug    | 97.40     | 79.00   |         | 78.00    | -1.3% |
| Sep    | 95.97     | 75.75   |         | 76.00    | 0.3%  |

## UB CHICKEN - NE DRUMSTICKS, (BULK)

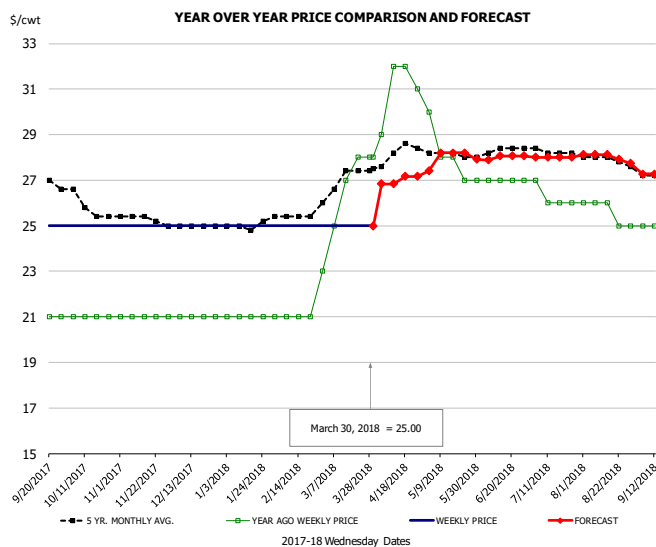


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 40.82     | 34.50   | 38.25   |          | 10.9% |
| Nov    | 38.15     | 31.00   | 37.00   |          | 19.4% |
| Dec    | 37.56     | 31.00   | 37.00   |          | 19.4% |
| Jan    | 37.63     | 31.00   | 37.00   |          | 19.4% |
| Feb    | 39.20     | 31.75   | 37.00   |          | 16.5% |
| Mar    | 41.43     | 38.20   | 37.00   |          | -3.1% |
| 21-Mar |           | 39.00   | 37.00   |          | -5.1% |
| 30-Mar |           | 39.00   | 37.00   |          | -5.1% |
| 11-Apr |           | 40.00   |         | 43.10    | 7.8%  |
| Apr    | 43.28     | 40.00   |         | 43.00    | 7.5%  |
| May    | 45.70     | 40.00   |         | 46.00    | 15.0% |
| Jun    | 46.45     | 40.00   |         | 46.00    | 15.0% |
| Jul    | 45.06     | 40.00   |         | 47.00    | 17.5% |
| Aug    | 43.37     | 40.00   |         | 47.00    | 17.5% |
| Sep    | 41.70     | 40.00   |         | 45.00    | 12.5% |

## MECHANICALLY SEPARATED CHICKEN-FRESH-15-20% FAT W/SKN

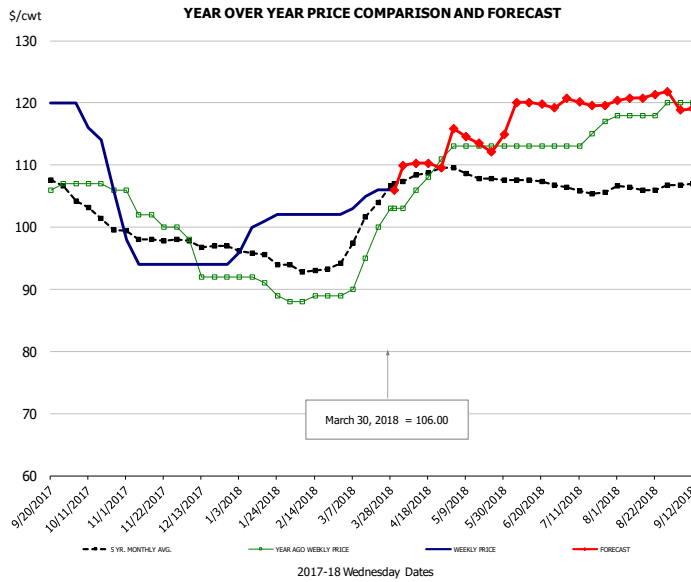


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 25.93     | 21.00   | 25.00   |          | 19.0%  |
| Nov    | 25.35     | 21.00   | 25.00   |          | 19.0%  |
| Dec    | 25.00     | 21.00   | 25.00   |          | 19.0%  |
| Jan    | 24.98     | 21.00   | 25.00   |          | 19.0%  |
| Feb    | 25.40     | 21.00   | 25.00   |          | 19.0%  |
| Mar    | 26.91     | 26.20   | 25.00   |          | -4.6%  |
| 21-Mar |           | 28.00   | 25.00   |          | -10.7% |
| 30-Mar |           | 28.00   | 25.00   |          | -10.7% |
| 11-Apr |           | 32.00   |         | 26.84    | -16.1% |
| Apr    | 28.10     | 31.00   |         | 27.00    | -12.9% |
| May    | 28.10     | 28.00   |         | 28.00    | 0.0%   |
| Jun    | 28.25     | 27.00   |         | 28.00    | 3.7%   |
| Jul    | 28.25     | 26.25   |         | 28.00    | 6.7%   |
| Aug    | 27.92     | 25.60   |         | 28.00    | 9.4%   |
| Sep    | 27.17     | 25.00   |         | 27.00    | 8.0%   |

## UB NE Whole Leg Meat 4/10's

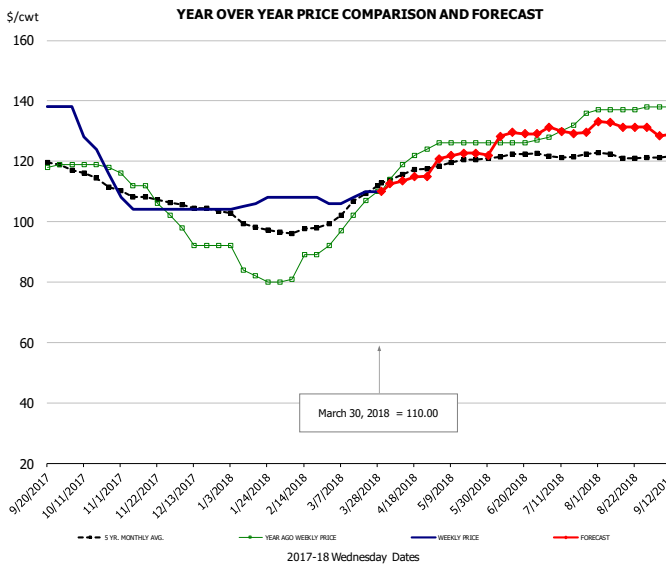


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 102.78    | 106.75  | 114.00  |          | 6.8%  |
| Nov    | 98.20     | 102.00  | 94.80   |          | -7.1% |
| Dec    | 97.06     | 93.50   | 94.00   |          | 0.5%  |
| Jan    | 95.30     | 90.40   | 100.20  |          | 10.8% |
| Feb    | 93.25     | 88.50   | 102.00  |          | 15.3% |
| Mar    | 100.11    | 95.40   | 105.00  |          | 10.1% |
| 21-Mar |           | 100.00  | 106.00  |          | 6.0%  |
| 30-Mar |           | 103.00  | 106.00  |          | 2.9%  |
| 11-Apr |           | 106.00  |         | 110.27   | 4.0%  |
| Apr    | 108.32    | 107.00  |         | 110.00   | 2.8%  |
| May    | 108.45    | 113.00  |         | 114.00   | 0.9%  |
| Jun    | 107.66    | 113.00  |         | 120.00   | 6.2%  |
| Jul    | 106.13    | 114.50  |         | 120.00   | 4.8%  |
| Aug    | 106.46    | 118.40  |         | 121.00   | 2.2%  |
| Sep    | 107.09    | 120.00  |         | 119.00   | -0.8% |

## UB NE Boneless/Skinless Thigh Meat, Special Trim

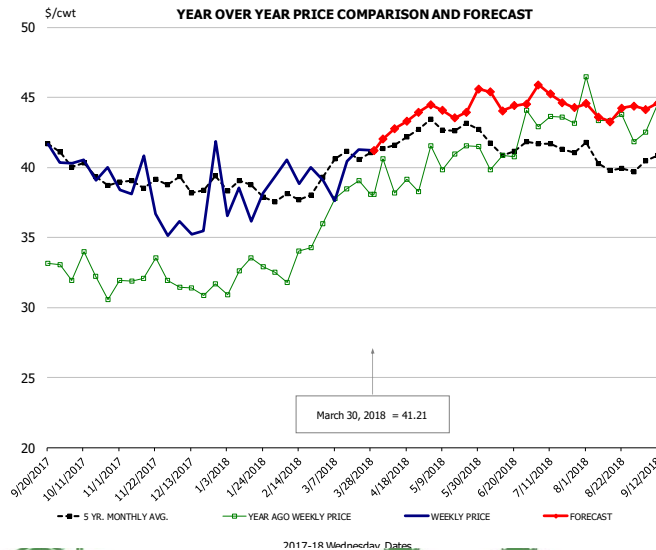


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 115.34    | 118.75  | 126.50  |          | 6.5%  |
| Nov    | 108.07    | 109.60  | 104.80  |          | -4.4% |
| Dec    | 104.54    | 93.50   | 104.00  |          | 11.2% |
| Jan    | 99.22     | 83.60   | 106.20  |          | 27.0% |
| Feb    | 97.10     | 84.75   | 107.50  |          | 26.8% |
| Mar    | 105.43    | 101.60  | 108.50  |          | 6.8%  |
| 21-Mar |           | 107.00  | 110.00  |          | 2.8%  |
| 30-Mar |           | 110.00  | 110.00  |          | 0.0%  |
| 11-Apr |           | 119.00  |         | 113.51   | -4.6% |
| Apr    | 115.64    | 119.75  |         | 114.00   | -4.8% |
| May    | 119.45    | 126.00  |         | 122.00   | -3.2% |
| Jun    | 121.95    | 126.25  |         | 129.00   | 2.2%  |
| Jul    | 122.05    | 131.50  |         | 130.00   | -1.1% |
| Aug    | 121.91    | 137.20  |         | 132.00   | -3.8% |
| Sep    | 121.64    | 138.00  |         | 129.00   | -6.5% |

## N.E. BROILER LEG QUARTERS, USDA



### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 39.84     | 32.16   | 39.99   |          | 24.3% |
| Nov    | 38.90     | 32.27   | 37.83   |          | 17.2% |
| Dec    | 38.76     | 31.34   | 37.17   |          | 18.6% |
| Jan    | 38.49     | 32.48   | 37.74   |          | 16.2% |
| Feb    | 37.85     | 33.14   | 39.60   |          | 19.5% |
| Mar    | 40.50     | 37.87   | 40.13   |          | 6.0%  |
| 21-Mar |           | 39.04   | 41.27   |          | 5.7%  |
| 30-Mar |           | 38.08   | 41.21   |          | 8.2%  |
| 11-Apr |           | 38.17   |         | 42.77    | 12.1% |
| Apr    | 41.86     | 39.06   |         | 43.00    | 10.1% |
| May    | 43.03     | 41.08   |         | 44.00    | 7.1%  |
| Jun    | 41.66     | 41.38   |         | 45.00    | 8.8%  |
| Jul    | 41.50     | 43.31   |         | 45.00    | 3.9%  |
| Aug    | 40.36     | 43.75   |         | 44.00    | 0.6%  |
| Sep    | 40.10     | 42.28   |         | 44.00    | 4.1%  |



## Turkey Market - Supply Situation & Outlook

### Weekly Turkey Production Statistics

Source: USDA

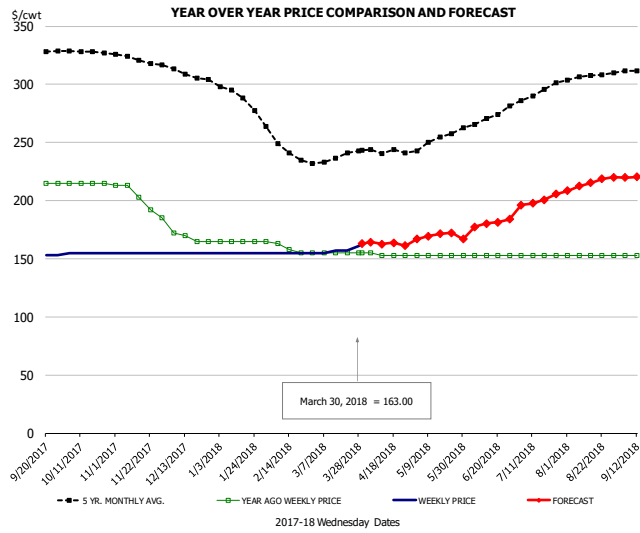
|               |           | Slaughter<br>(million hd) | % CH. | Dressed Wt<br>LBS | % CH. | Production RTC<br>(Million lbs) | % CH. |
|---------------|-----------|---------------------------|-------|-------------------|-------|---------------------------------|-------|
| Year Ago      | 25-Mar-17 | 4.097                     |       | 25.26             |       | 103.5                           |       |
| Last Week     | 24-Mar-18 | 4.048                     | -1.2% | 25.02             | -1.0% | 101.3                           | -2.1% |
| Prev. Week    | 17-Mar-18 | 4.156                     |       | 25.19             |       | 104.7                           |       |
| Last Week     | 24-Mar-18 | 4.048                     | -2.6% | 25.02             | -0.7% | 101.3                           | -3.3% |
| YTD Last Year | 25-Mar-17 | 49.5                      |       | 25.74             |       | 1,273                           |       |
| YTD This Year | 24-Mar-18 | 49.2                      | -0.6% | 25.69             | -0.2% | 1,263                           | -0.8% |

#### Quarterly History + Forecasts

|               |              |                  |              |                  |              |                  |
|---------------|--------------|------------------|--------------|------------------|--------------|------------------|
| Q1 2016       | 57.1         |                  | 25.12        |                  | 1,435        |                  |
| Q2 2016       | 61.4         |                  | 24.74        |                  | 1,520        |                  |
| Q3 2016       | 62.4         |                  | 24.28        |                  | 1,515        |                  |
| Q4 2016       | 62.3         |                  | 24.26        |                  | 1,511        |                  |
| <b>Annual</b> | <b>243.3</b> | <b>Y/Y % CH.</b> | <b>24.60</b> | <b>Y/Y % CH.</b> | <b>5,981</b> | <b>Y/Y % CH.</b> |
| Q1 2017       | 58.7         | 2.8%             | 25.33        | 0.8%             | 1,487        | 3.6%             |
| Q2 2017       | 59.6         | -3.1%            | 24.87        | 0.5%             | 1,481        | -2.5%            |
| Q3 2017       | 60.4         | -3.2%            | 24.49        | 0.9%             | 1,479        | -2.4%            |
| Q4 2017       | 61.0         | -2.0%            | 24.46        | 0.8%             | 1,493        | -1.2%            |
| <b>Annual</b> | <b>239.7</b> | <b>-1.5%</b>     | <b>24.79</b> | <b>0.8%</b>      | <b>5,940</b> | <b>-0.7%</b>     |
| Q1 2018       | 57.5         | -2.0%            | 25.51        | 0.7%             | 1,468        | -1.3%            |
| Q2 2018       | 58.6         | -1.7%            | 25.10        | 0.9%             | 1,470        | -0.8%            |
| Q3 2018       | 59.5         | -1.5%            | 24.71        | 0.9%             | 1,470        | -0.6%            |
| Q4 2018       | 60.2         | -1.4%            | 24.60        | 0.6%             | 1,481        | -0.8%            |
| <b>Annual</b> | <b>235.8</b> | <b>-1.6%</b>     | <b>24.98</b> | <b>0.8%</b>      | <b>5,888</b> | <b>-0.9%</b>     |



## UB BONELESS-SKINLESS TURKEY BREAST, TOM, FRESH

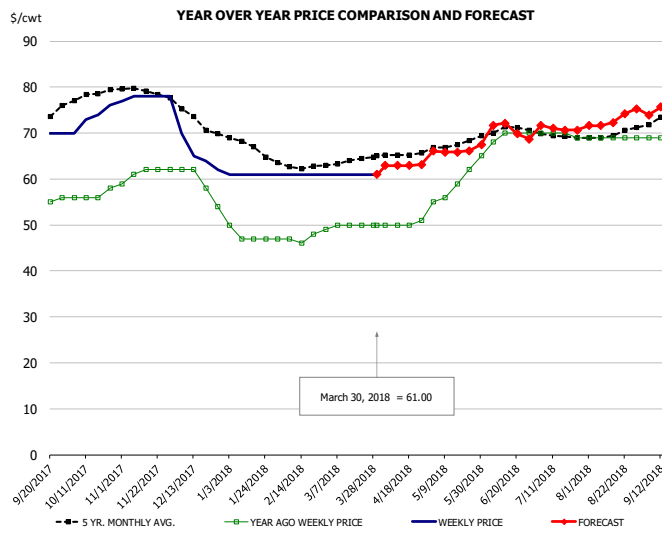


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 328.29    | 215.00  | 155.00  |          | -27.9% |
| Nov    | 321.34    | 201.20  | 155.00  |          | -23.0% |
| Dec    | 309.00    | 168.00  | 155.00  |          | -7.7%  |
| Jan    | 290.07    | 165.00  | 155.00  |          | -6.1%  |
| Feb    | 247.05    | 160.25  | 155.00  |          | -3.3%  |
| Mar    | 234.65    | 155.00  | 157.50  |          | 1.6%   |
| 21-Mar |           | 155.00  | 157.00  |          | 1.3%   |
| 30-Mar |           | 155.00  | 163.00  |          | 5.2%   |
| 11-Apr |           | 153.00  |         | 162.62   | 6.3%   |
| Apr    | 240.44    | 153.50  |         | 163.00   | 6.2%   |
| May    | 251.25    | 153.00  |         | 170.00   | 11.1%  |
| Jun    | 268.20    | 153.00  |         | 180.00   | 17.6%  |
| Jul    | 290.96    | 153.00  |         | 200.00   | 30.7%  |
| Aug    | 306.55    | 153.00  |         | 215.00   | 40.5%  |
| Sep    | 311.80    | 153.00  |         | 221.00   | 44.4%  |

## UB DRUMS, EAST, TOM, FROZEN

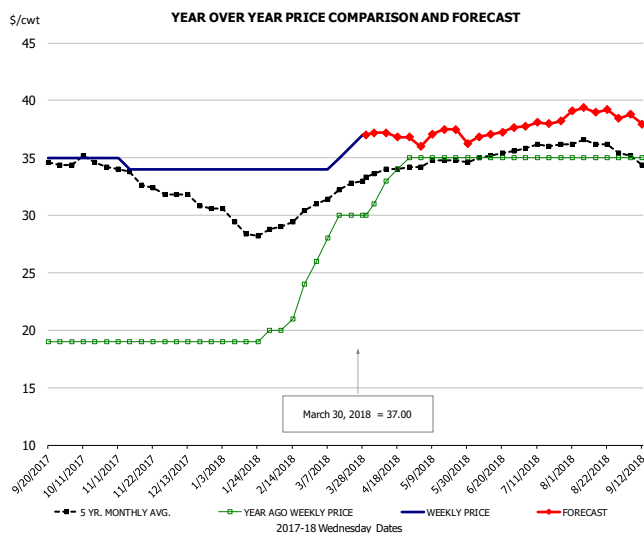


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 77.90     | 56.50   | 73.25   |          | 29.6% |
| Nov    | 79.29     | 61.20   | 77.80   |          | 27.1% |
| Dec    | 73.33     | 59.00   | 65.25   |          | 10.6% |
| Jan    | 67.30     | 47.75   | 61.00   |          | 27.7% |
| Feb    | 62.80     | 47.00   | 61.00   |          | 29.8% |
| Mar    | 63.70     | 49.80   | 61.00   |          | 22.5% |
| 21-Mar |           | 50.00   | 61.00   |          | 22.0% |
| 30-Mar |           | 50.00   | 61.00   |          | 22.0% |
| 11-Apr |           | 50.00   |         | 62.95    | 25.9% |
| Apr    | 65.33     | 50.25   |         | 63.00    | 25.4% |
| May    | 67.56     | 59.40   |         | 66.00    | 11.1% |
| Jun    | 70.44     | 69.50   |         | 71.00    | 2.2%  |
| Jul    | 69.35     | 69.75   |         | 71.00    | 1.8%  |
| Aug    | 69.81     | 69.00   |         | 73.00    | 5.8%  |
| Sep    | 73.55     | 69.50   |         | 77.00    | 10.8% |

## MECH. SEP. TURKEY-FRESH UNDER 20% FAT, SOME SKIN

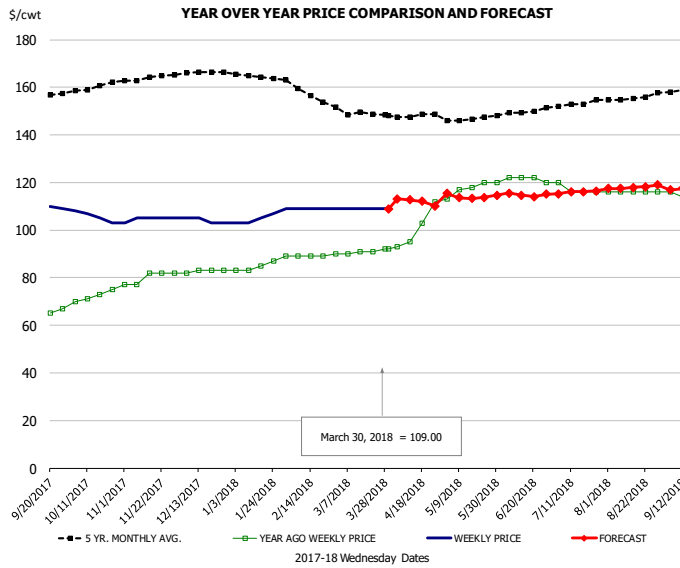


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 34.49     | 19.00   | 35.00   |          | 84.2% |
| Nov    | 33.20     | 19.00   | 34.20   |          | 80.0% |
| Dec    | 31.36     | 19.00   | 34.00   |          | 78.9% |
| Jan    | 29.15     | 19.00   | 34.00   |          | 78.9% |
| Feb    | 29.40     | 21.25   | 34.00   |          | 60.0% |
| Mar    | 31.99     | 28.80   | 35.50   |          | 23.3% |
| 21-Mar |           | 30.00   | 36.00   |          | 20.0% |
| 30-Mar |           | 30.00   | 37.00   |          | 23.3% |
| 11-Apr |           | 33.00   |         | 37.19    | 12.7% |
| Apr    | 33.86     | 33.25   |         | 37.00    | 11.3% |
| May    | 34.65     | 35.00   |         | 37.00    | 5.7%  |
| Jun    | 35.05     | 35.00   |         | 37.00    | 5.7%  |
| Jul    | 35.96     | 35.00   |         | 38.00    | 8.6%  |
| Aug    | 36.33     | 35.00   |         | 39.00    | 11.4% |
| Sep    | 34.80     | 35.00   |         | 38.00    | 8.6%  |

## TURKEY MEAT - SCAPULA, FROZEN

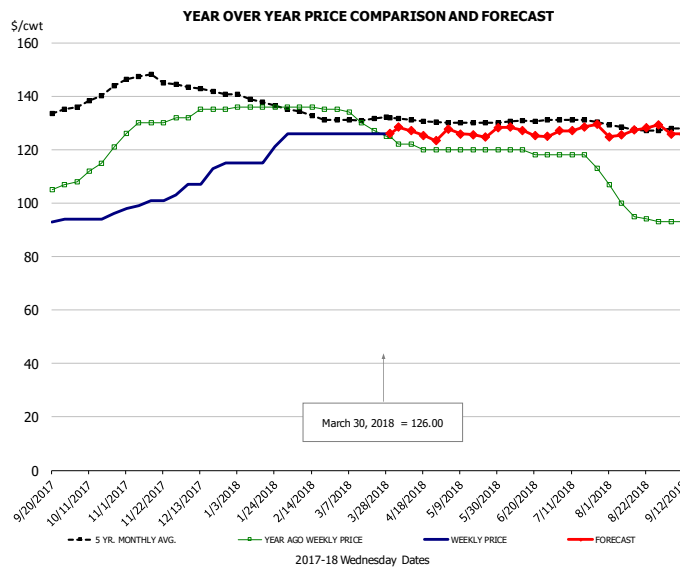


### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH. |
|--------|-----------|---------|---------|----------|-------|
| Oct    | 159.91    | 72.25   | 105.75  |          | 46.4% |
| Nov    | 163.80    | 80.00   | 104.60  |          | 30.8% |
| Dec    | 166.07    | 82.75   | 104.00  |          | 25.7% |
| Jan    | 164.75    | 84.50   | 105.40  |          | 24.7% |
| Feb    | 158.20    | 89.00   | 109.00  |          | 22.5% |
| Mar    | 148.76    | 90.80   | 109.00  |          | 20.0% |
| 21-Mar |           | 91.00   | 109.00  |          | 19.8% |
| 30-Mar |           | 92.00   | 109.00  |          | 18.5% |
| 11-Apr |           | 95.00   |         | 112.74   | 18.7% |
| Apr    | 147.41    | 100.75  |         | 112.00   | 11.2% |
| May    | 146.58    | 117.60  |         | 114.00   | -3.1% |
| Jun    | 148.98    | 121.50  |         | 115.00   | -5.3% |
| Jul    | 152.57    | 117.00  |         | 116.00   | -0.9% |
| Aug    | 155.15    | 116.00  |         | 118.00   | 1.7%  |
| Sep    | 158.13    | 112.25  |         | 118.00   | 5.1%  |

## UB TURKEY MEAT - THIGH, FRESH



### PRICE HISTORY AND FORECAST

- DOLLARS PER CWT -

|        | 5-YR. AVG | YR. AGO | CURRENT | FORECAST | % CH.  |
|--------|-----------|---------|---------|----------|--------|
| Oct    | 138.96    | 114.00  | 94.50   |          | -17.1% |
| Nov    | 146.87    | 129.60  | 100.40  |          | -22.5% |
| Dec    | 142.77    | 134.25  | 110.50  |          | -17.7% |
| Jan    | 138.32    | 136.00  | 118.40  |          | -12.9% |
| Feb    | 133.30    | 135.75  | 126.00  |          | -7.2%  |
| Mar    | 130.89    | 130.20  | 126.00  |          | -3.2%  |
| 21-Mar |           | 127.00  | 126.00  |          | -0.8%  |
| 30-Mar |           | 125.00  | 126.00  |          | 0.8%   |
| 11-Apr |           | 122.00  |         | 127.00   | 4.1%   |
| Apr    | 131.10    | 121.00  |         | 126.00   | 4.1%   |
| May    | 130.04    | 120.00  |         | 126.00   | 5.0%   |
| Jun    | 130.40    | 119.00  |         | 127.00   | 6.7%   |
| Jul    | 130.83    | 116.75  |         | 128.00   | 9.6%   |
| Aug    | 127.81    | 97.80   |         | 127.00   | 29.9%  |
| Sep    | 128.05    | 93.25   |         | 127.00   | 36.2%  |



## Special Monthly Update - Cold Storage Inventories

### USDA STOCKS IN COLD STORAGE REPORT

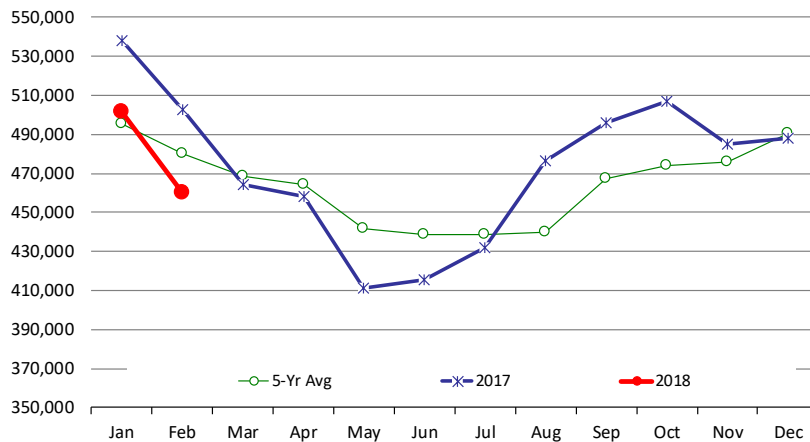
| COMMODITY                         | Stocks in All Warehouses |                  |                  | Percent Of |            |
|-----------------------------------|--------------------------|------------------|------------------|------------|------------|
|                                   | 28-Feb-17                | 31-Jan-18        | 28-Feb-18        | Feb-17     | Jan-18     |
| <b>1,000 Pounds</b>               |                          |                  |                  |            |            |
| <b>Frozen Pork</b>                |                          |                  |                  |            |            |
| <i>Picnics, Bone-in</i>           | 8,437                    | 7,074            | 8,684            | 103        | 123        |
| <i>Hams, Total</i>                | 125,167                  | 118,407          | 122,788          | 98         | 104        |
| <i>Bone-in</i>                    | 50,874                   | 35,572           | 36,927           | 73         | 104        |
| <i>Boneless</i>                   | 74,293                   | 82,835           | 85,861           | 116        | 104        |
| <i>Bellies</i>                    | 16,153                   | 43,810           | 46,509           | 288        | 106        |
| <i>Loins, Total</i>               | 38,155                   | 40,773           | 39,017           | 102        | 96         |
| <i>Bone-in</i>                    | 13,911                   | 14,276           | 14,680           | 106        | 103        |
| <i>Boneless</i>                   | 24,244                   | 26,497           | 24,337           | 100        | 92         |
| <i>Ribs</i>                       | 139,525                  | 114,366          | 128,090          | 92         | 112        |
| <i>Butts</i>                      | 22,052                   | 25,477           | 22,937           | 104        | 90         |
| <i>Trimmings</i>                  | 37,339                   | 48,602           | 59,426           | 159        | 122        |
| <i>Other</i>                      | 86,028                   | 104,544          | 97,162           | 113        | 93         |
| <i>Variety Meats</i>              | 50,908                   | 30,735           | 35,324           | 69         | 115        |
| <i>Unclassified</i>               | 44,091                   | 46,926           | 54,981           | 125        | 117        |
| <b>Total</b>                      | <b>567,855</b>           | <b>580,714</b>   | <b>614,918</b>   | <b>108</b> | <b>106</b> |
| <b>Frozen Beef</b>                |                          |                  |                  |            |            |
| <i>Boneless</i>                   | 463,934                  | 458,749          | 416,976          | 90         | 91         |
| <i>Beef Cuts</i>                  | 38,514                   | 42,995           | 43,300           | 112        | 101        |
| <b>Total</b>                      | <b>502,448</b>           | <b>501,744</b>   | <b>460,276</b>   | <b>92</b>  | <b>92</b>  |
| <b>Other</b>                      |                          |                  |                  |            |            |
| <i>Veal</i>                       | 16,950                   | 19,912           | 21,158           | 125        | 106        |
| <i>Lamb &amp; Mutton</i>          | 25,694                   | 26,790           | 28,352           | 110        | 106        |
| <b>Total</b>                      | <b>42,644</b>            | <b>46,702</b>    | <b>49,510</b>    | <b>116</b> | <b>106</b> |
| <b>Total Red Meat</b>             | <b>1,112,947</b>         | <b>1,129,160</b> | <b>1,124,704</b> | <b>101</b> | <b>100</b> |
| <b>Chicken</b>                    |                          |                  |                  |            |            |
| <i>Broilers, Fryers, Roasters</i> | 16,274                   | 12,841           | 14,282           | 88         | 111        |
| <i>Breasts and Breast Meat</i>    | 191,083                  | 200,238          | 203,475          | 106        | 102        |
| <i>Leg Quarters</i>               | 112,677                  | 88,635           | 84,688           | 75         | 96         |
| <i>Wings</i>                      | 71,523                   | 64,627           | 70,058           | 98         | 108        |
| <i>Other Chicken</i>              | 394,316                  | 510,993          | 532,703          | 135        | 104        |
| <b>Total</b>                      | <b>785,873</b>           | <b>877,334</b>   | <b>905,206</b>   | <b>115</b> | <b>103</b> |
| <b>Turkey</b>                     |                          |                  |                  |            |            |
| <i>Whole Turkeys</i>              | 155,180                  | 158,533          | 186,560          | 120        | 118        |
| <i>Turkey Breast</i>              | 87,836                   | 85,313           | 101,897          | 116        | 119        |
| <i>Other</i>                      | 135,354                  | 131,342          | 138,315          | 102        | 105        |
| <b>Total</b>                      | <b>378,370</b>           | <b>375,188</b>   | <b>426,772</b>   | <b>113</b> | <b>114</b> |
| <i>Ducks</i>                      | 5,329                    | 2,802            | 2,703            | 51         | 96         |
| <b>Total Poultry</b>              | <b>1,169,572</b>         | <b>1,255,324</b> | <b>1,334,681</b> | <b>114</b> | <b>106</b> |



## Special Monthly Update - Cold Storage Inventories

### All Beef In Cold Storage at End of Month

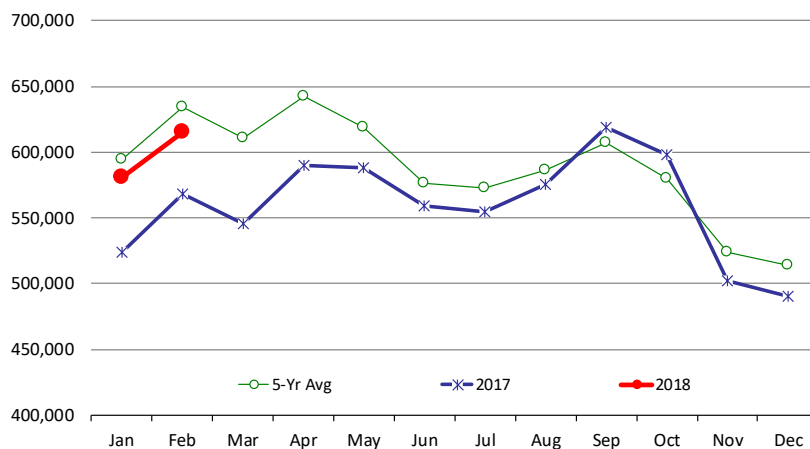
000 Pounds. Source: USDA



|     | 2017    | 2018    | '18 vs. '17 %ch | 5-Yr Avg | '18 vs. 5-Yr %ch |
|-----|---------|---------|-----------------|----------|------------------|
| Jan | 538,215 | 501,744 | -6.8%           | 495,646  | 1.2%             |
| Feb | 502,448 | 460,276 | -8.4%           | 480,034  | -4.1%            |
| Mar | 464,001 |         |                 | 468,851  |                  |
| Apr | 458,418 |         |                 | 464,584  |                  |
| May | 411,498 |         |                 | 441,600  |                  |
| Jun | 415,326 |         |                 | 438,710  |                  |
| Jul | 431,836 |         |                 | 438,441  |                  |
| Aug | 476,567 |         |                 | 440,054  |                  |
| Sep | 496,015 |         |                 | 467,342  |                  |
| Oct | 507,041 |         |                 | 474,055  |                  |
| Nov | 485,187 |         |                 | 475,672  |                  |
| Dec | 488,057 |         |                 | 490,443  |                  |

### All Pork In Cold Storage at End of Month

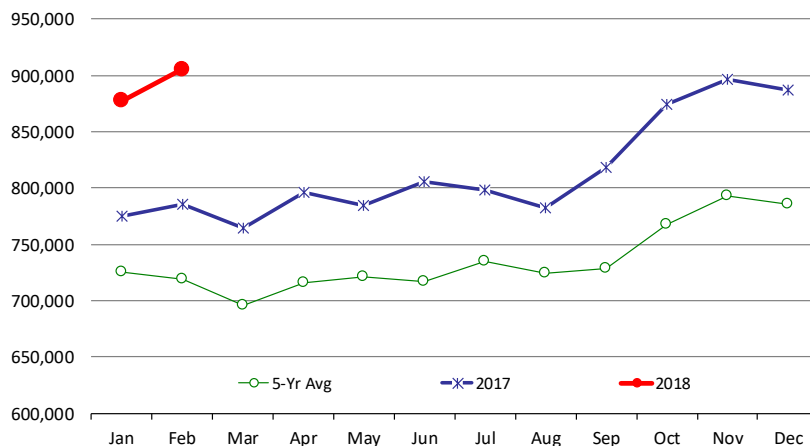
000 Pounds. Source: USDA



|     | 2017    | 2018    | '18 vs. '17 %ch | 5-Yr Avg | '18 vs. 5-Yr %ch |
|-----|---------|---------|-----------------|----------|------------------|
| Jan | 524,215 | 580,714 | 10.8%           | 594,061  | -2.25%           |
| Feb | 567,855 | 614,918 | 8.3%            | 634,195  | -3.04%           |
| Mar | 545,463 |         |                 | 611,004  |                  |
| Apr | 590,324 |         |                 | 642,719  |                  |
| May | 588,216 |         |                 | 618,881  |                  |
| Jun | 559,010 |         |                 | 576,505  |                  |
| Jul | 554,854 |         |                 | 572,717  |                  |
| Aug | 575,698 |         |                 | 586,211  |                  |
| Sep | 618,563 |         |                 | 607,049  |                  |
| Oct | 598,374 |         |                 | 579,787  |                  |
| Nov | 502,324 |         |                 | 524,208  |                  |
| Dec | 490,047 |         |                 | 513,850  |                  |

### All Chicken In Cold Storage at End of Month

000 Pounds. Source: USDA



|     | 2017    | 2018    | '18 vs. '17 %ch | 5-Yr Avg | '18 vs. 5-Yr %ch |
|-----|---------|---------|-----------------|----------|------------------|
| Jan | 775,077 | 877,334 | 13.2%           | 725,000  | 21%              |
| Feb | 785,873 | 905,206 | 15.2%           | 719,412  | 26%              |
| Mar | 764,673 |         |                 | 695,949  |                  |
| Apr | 795,894 |         |                 | 716,468  |                  |
| May | 784,836 |         |                 | 721,355  |                  |
| Jun | 805,465 |         |                 | 716,712  |                  |
| Jul | 798,120 |         |                 | 735,118  |                  |
| Aug | 782,053 |         |                 | 724,652  |                  |
| Sep | 818,090 |         |                 | 729,024  |                  |
| Oct | 874,208 |         |                 | 768,138  |                  |
| Nov | 896,602 |         |                 | 792,982  |                  |
| Dec | 887,222 |         |                 | 785,912  |                  |



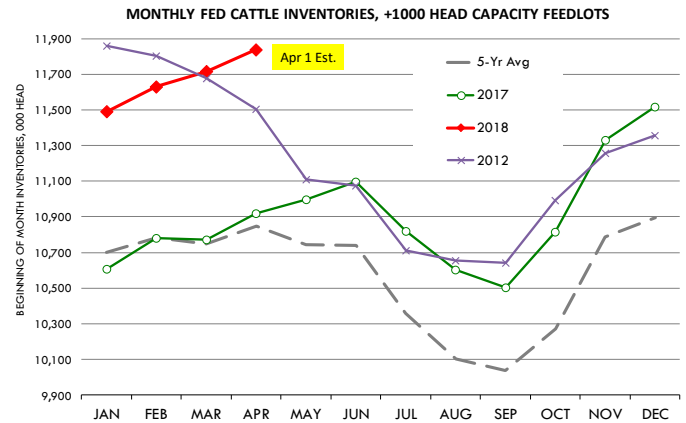


## Special Monthly Update - Cattle on Feed

### U.S. ALL CATTLE ON FEED: 1,000+ CAPACITY FEEDLOTS

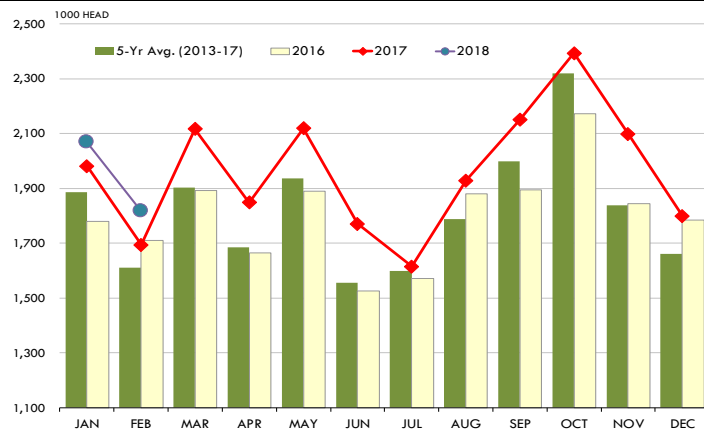
Source: USDA/NASS. Analyst Estimates from Urner Barry

|                            | Number, Thousand Head |        |        | Current Year as % of Year Prior |           |            |
|----------------------------|-----------------------|--------|--------|---------------------------------|-----------|------------|
|                            | 2016                  | 2017   | 2018   | Actual                          | Estimates | Difference |
| Placed on Feed During Feb  | 1,710                 | 1,694  | 1,817  | 107.3                           | 104.5     | 2.8        |
| Fed Cattle Marketed in Feb | 1,591                 | 1,648  | 1,675  | 101.6                           | 101.4     | 0.2        |
| On Feed March 1            | 10,770                | 10,772 | 11,715 | 108.8                           | 108.1     | 0.7        |

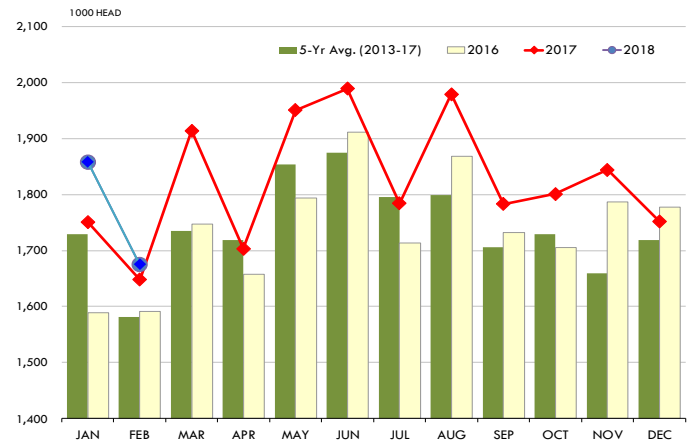


### PLACEMENTS OF CATTLE ON FEED, +1000 CAPACITY FEEDLOTS

Source: USDA 'Cattle on Feed' Survey

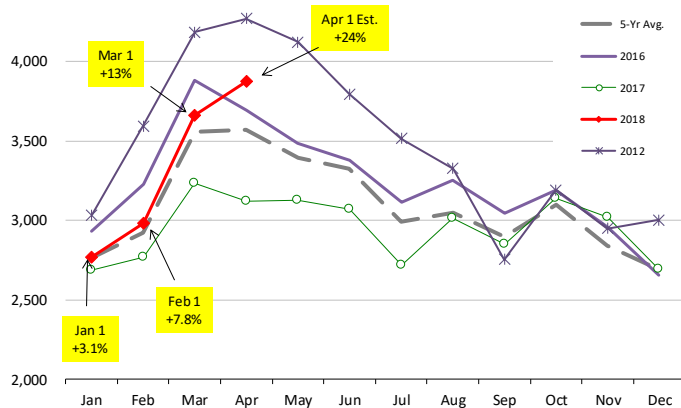


Source: USDA 'Cattle on Feed' Survey



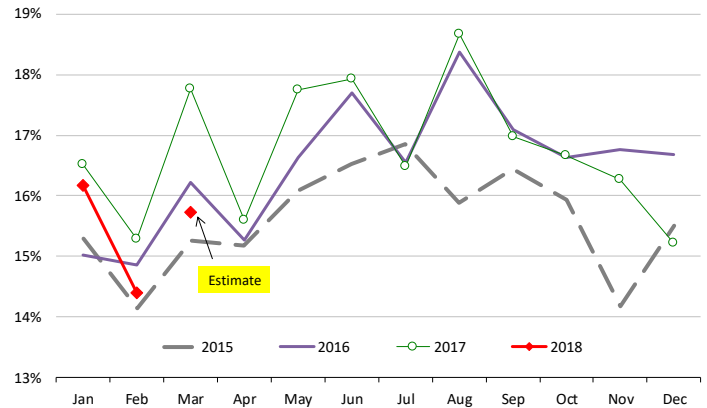
### INVENTORY OF CATTLE THAT HAVE BEEN ON FEED FOR 120 DAYS OR MORE

Calculated using the USDA Monthly "Cattle on Feed" Report



### FEEDLOT TURN-OVER RATE (MARKETING RATIO VS. INVENTORY)

Calculated using USDA Monthly "Cattle on Feed" Survey Data



# QUARTERLY HOG INVENTORY UPDATE

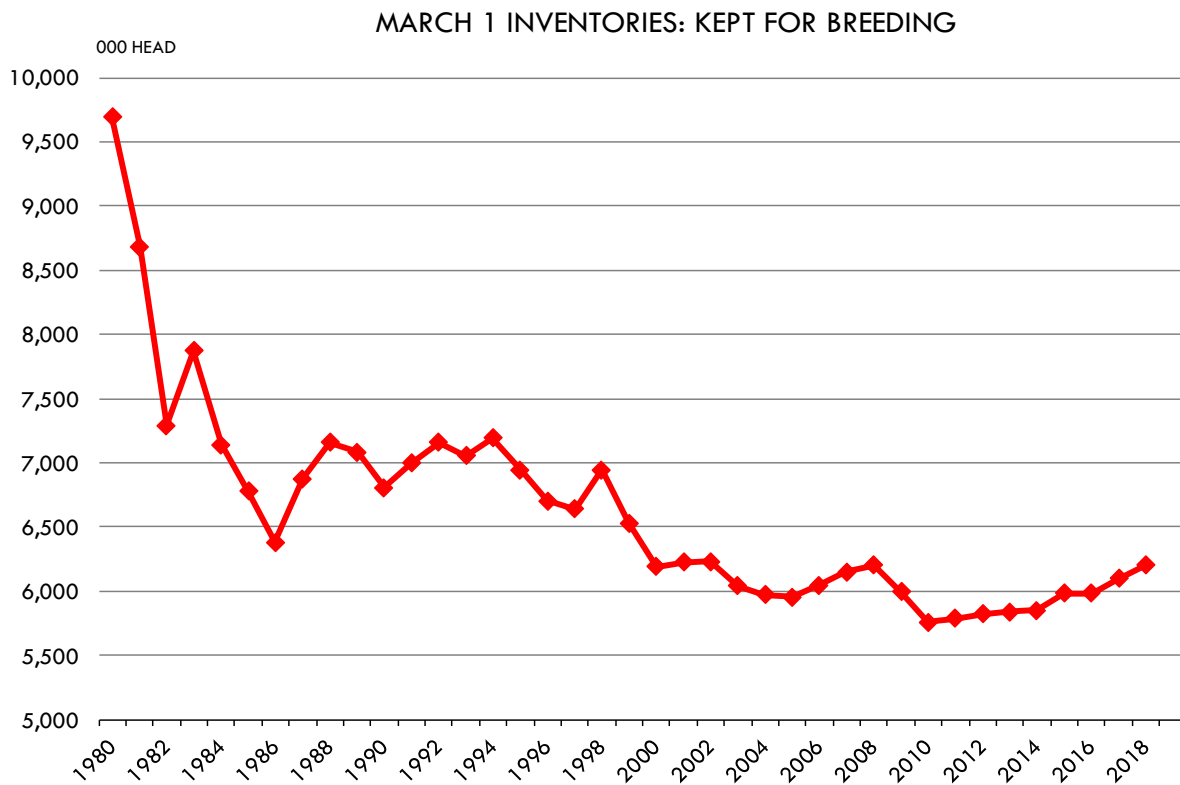
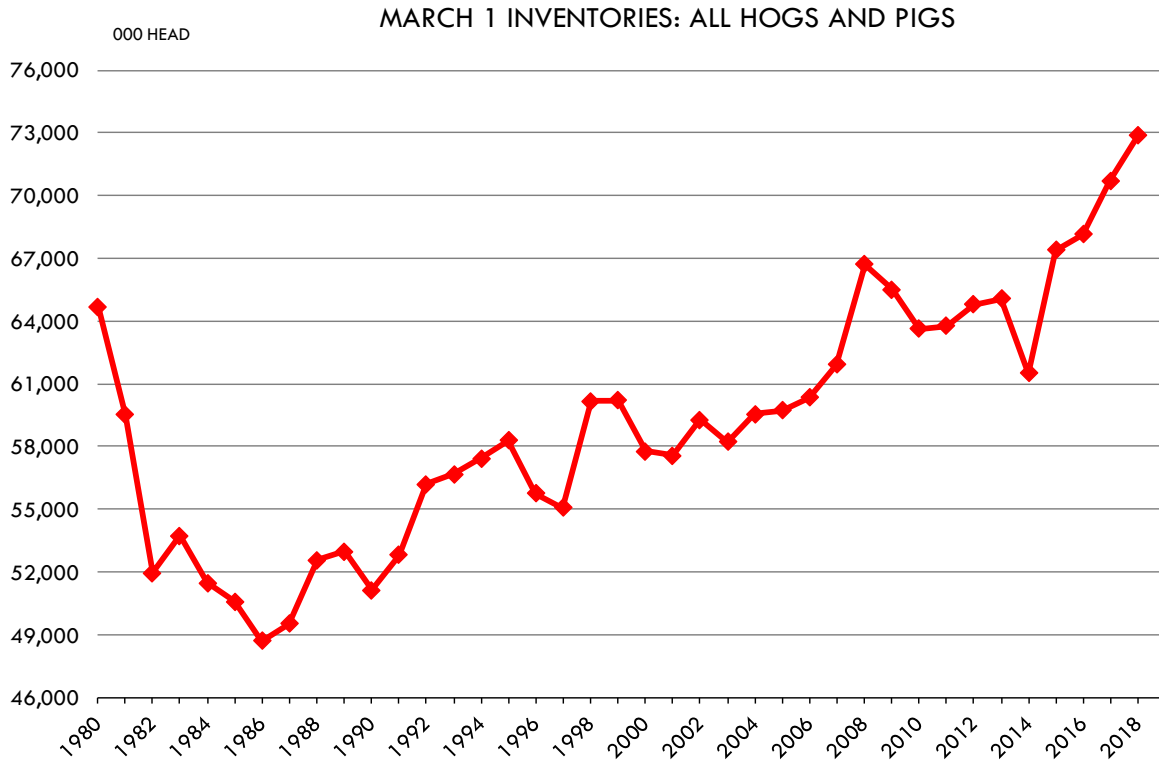
| USDA HOGS AND PIGS REPORT: MARCH 1, 2018 |        |        |        |                      |                      | Urner Barry Survey<br>ANALYST PRE-REPORT ESTIMATES |       |       |                  |
|--|--------|--------|--------|----------------------|----------------------|--|-------|-------|------------------|
| CATEGORY                                 | 2016   | 2017   | 2018   | 2018 AS % OF<br>2016 | 2018 AS % OF<br>2017 | Range  |       | Avg.  | USDA<br>vs. Est. |
| <b>ALL HOGS AND PIGS</b>                 | 68,124 | 70,701 | 72,908 | 107.0%               | 103.1%               | 102.3  | 104.1 | 103.1 | 0.0              |
| KEPT FOR BREEDING                        | 5,980  | 6,098  | 6,200  | 103.7%               | 101.7%               | 100.6  | 101.9 | 101.5 | 0.2              |
| KEPT FOR MARKET                          | 62,144 | 64,603 | 66,708 | 107.3%               | 103.3%               | 102.4  | 104.3 | 103.3 | 0.0              |
| UNDER 50 POUNDS                          | 19,897 | 20,407 | 21,047 | 105.8%               | 103.1%               | 101.8  | 103.8 | 103.1 | 0.0              |
| 50-119 POUNDS                            | 17,198 | 17,862 | 18,422 | 107.1%               | 103.1%               | 102.2  | 103.9 | 103.1 | 0.0              |
| 120-179 POUNDS                           | 13,819 | 14,435 | 14,874 | 107.6%               | 103.0%               | 102.2  | 103.9 | 103.0 | 0.0              |
| 180 POUNDS AND OVER                      | 11,229 | 11,899 | 12,364 | 110.1%               | 103.9%               | 102.4  | 104.3 | 103.4 | 0.5              |
| <b><u>SOW FARROWINGS</u></b>             |        |        |        |                      |                      |  |       |       |                  |
| DEC - FEB                                | 2,927  | 2,986  | 3,057  | 104.4%               | 102.4%               | 101.3  | 102.8 | 102.5 | -0.1             |
| MAR - MAY <sup>1</sup>                   | 2,968  | 3,014  | 3,078  | 103.7%               | 102.1%               | 101.4  | 102.4 | 102.1 | 0.0              |
| DEC - MAY <sup>2, 3</sup>                | 5,896  | 5,999  | 6,135  | 104.1%               | 102.3%               |  |       |       |                  |
| JUN - AUG <sup>1</sup>                   | 3,057  | 3,121  | 3,165  | 103.5%               | 101.4%               | 100.7  | 102.2 | 101.7 | -0.3             |
| SEP - NOV                                | 3,046  | 3,109  |        |                      |                      |  |       |       |                  |
| JUN - NOV <sup>3</sup>                   | 6103   | 6230   |        |                      |                      |  |       |       |                  |
| <b><u>PIG CROP</u></b>                   |        |        |        |                      |                      |  |       |       |                  |
| DEC - FEB                                | 30,139 | 31,146 | 32,341 | 107.3%               | 103.8%               | 102.2  | 104.4 | 103.7 | 0.1              |
| MAR - MAY                                | 31,097 | 31,790 |        |                      |                      |  |       |       |                  |
| DEC - MAY <sup>3</sup>                   | 61,236 | 62,935 |        |                      |                      |  |       |       |                  |
| JUN - AUG                                | 32,331 | 33,244 |        |                      |                      |  |       |       |                  |
| SEP - NOV                                | 32,372 | 33,399 |        |                      |                      |  |       |       |                  |
| JUN - NOV <sup>3</sup>                   | 64,703 | 66,642 |        |                      |                      |  |       |       |                  |
| <b><u>PIGS PER LITTER</u></b>            |        |        |        |                      |                      |  |       |       |                  |
| DEC - FEB                                | 10.30  | 10.43  | 10.58  | 102.7%               | 101.4%               | 100.8  | 101.6 | 101.1 | 0.3              |
| MAR - MAY                                | 10.48  | 10.55  |        |                      |                      |  |       |       |                  |
| DEC - MAY                                | 10.39  | 10.49  |        |                      |                      |  |       |       |                  |
| JUN - AUG                                | 10.58  | 10.65  |        |                      |                      |  |       |       |                  |
| SEP - NOV                                | 10.63  | 10.74  |        |                      |                      |  |       |       |                  |
| JUN - NOV                                | 10.6   | 10.7   |        |                      |                      |  |       |       |                  |

1. Intentions for 2018

2. Actual farrowings for December 2017-February 2018 plus intentions for March-May 2018

3. May not add due to rounding

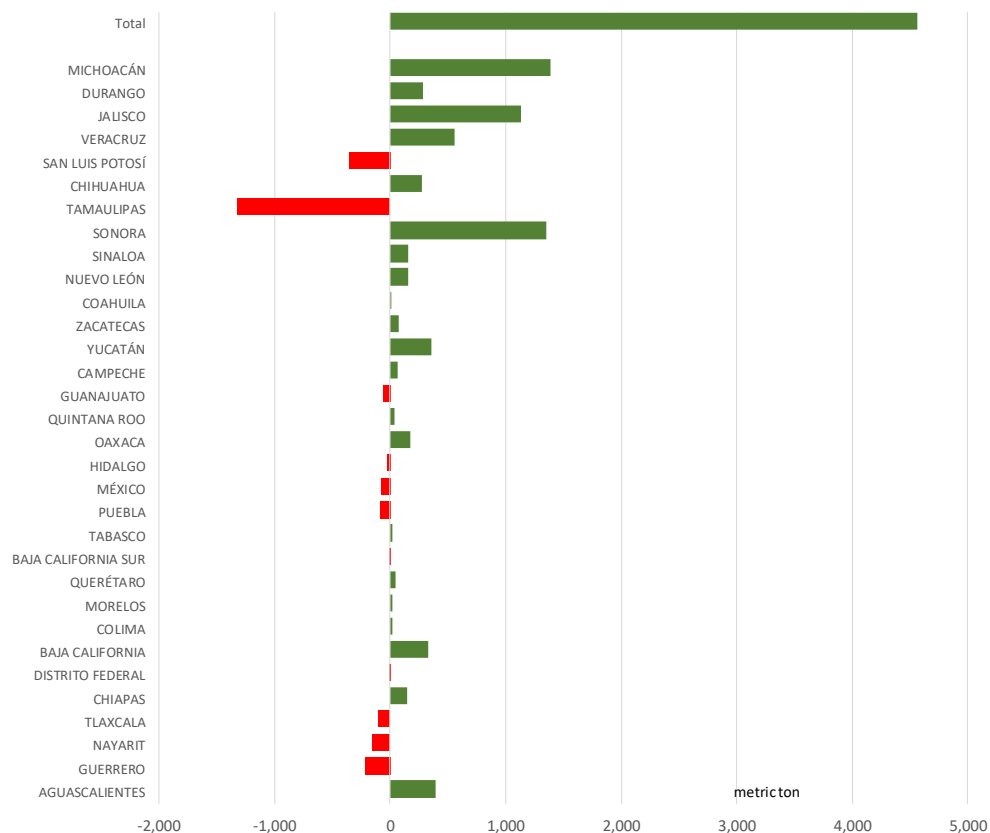




## Mexico Beef Production

### CONTRIBUTION TO YEAR/YEAR CHANGE IN MEXICO BEEF PRODUCTION

METRIC TON. February 2018 VS. February 2017



## Mexico Pork Prices

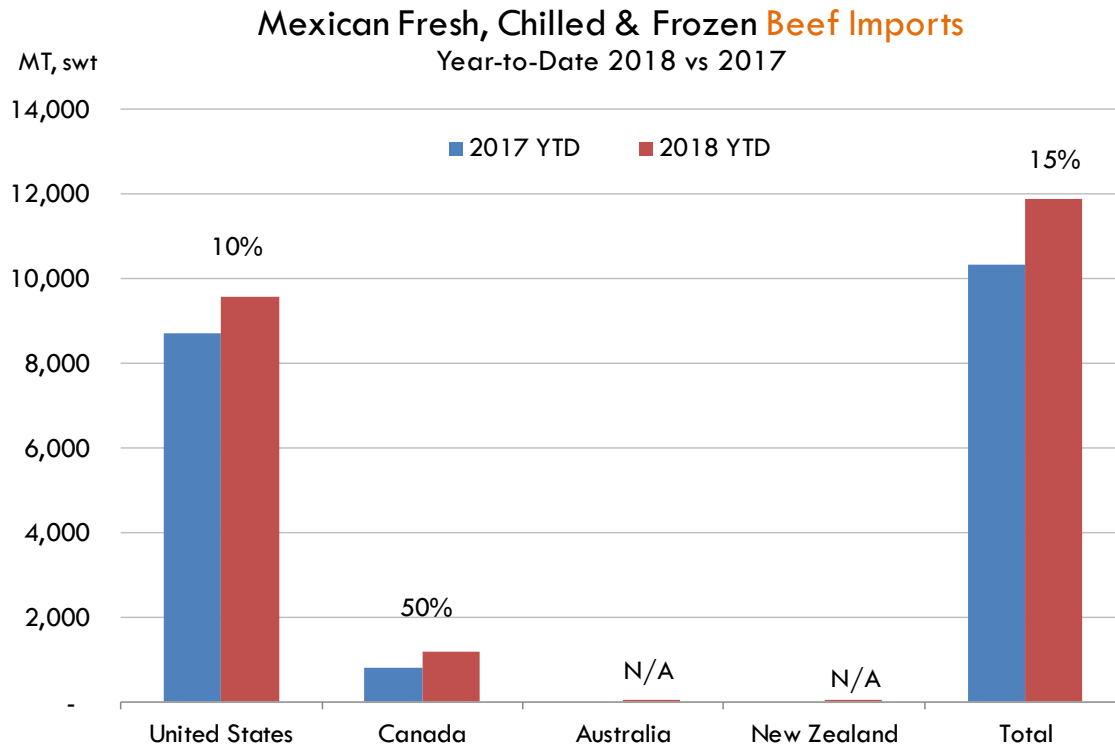
### PRECIO PROMEDIO SEMANAL EN OBRADOR

| W/E: 23/3/2018     | Ultimo | Anterior | Cambio |
|--------------------|--------|----------|--------|
| Peso / 1 USD       | 18.53  | 18.69    |        |
|                    | USD/KG | USD/KG   |        |
| Supremo LAB Rastro | 1.76   | 1.74     | 0.02   |
| Carne en Canal     | 2.62   | 2.70     | -0.08  |
| Cabeza             | 1.43   | 1.34     | 0.09   |
| Espaldilla         | 2.73   | 2.81     | -0.08  |
| Pecho              | 3.40   | 3.48     | -0.08  |
| Entrecot           | 2.65   | 2.54     | 0.10   |
| Tocino             | 3.18   | 3.18     | 0.00   |
| Pierna             | 3.78   | 3.75     | 0.03   |
| Cuero              | 1.67   | 1.39     | 0.28   |

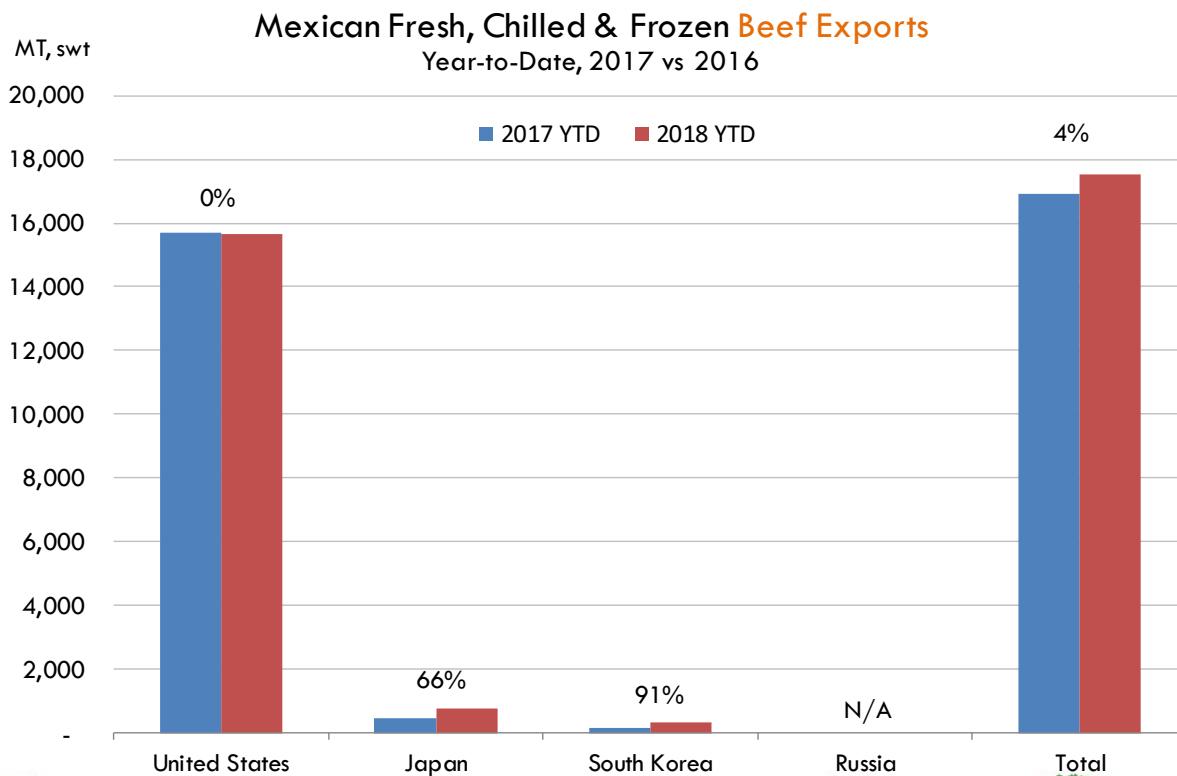
Fuente: SNIIM



## Mexico Beef Imports



## Mexico Beef Exports



**PRECIO SEMANAL DEL CERDO EN PIE (USD/KG)**

| <i>Semana</i> | <i>Antioquia</i> | <i>Eje Cafetero</i> | <i>Valle</i> | <i>Caribe Norte</i> | <i>Bogotá</i> | <i>Nacional</i> | <i>COP/USD</i> |
|---------------|------------------|---------------------|--------------|---------------------|---------------|-----------------|----------------|
| 05-Jan-18     | 1.97             | 2.02                | 1.92         | 1.97                | 1.95          | 1.97            | 2906           |
| 12-Jan-18     | 1.98             | 1.98                | 1.92         | 1.96                | 1.97          | 1.97            | 2859           |
| 19-Jan-18     | 1.97             | 2.02                | 1.93         | 1.96                | 1.97          | 1.97            | 2844           |
| 26-Jan-18     | 1.96             | 1.97                | 1.96         | 1.98                | 1.98          | 1.97            | 2809           |
| 02-Feb-18     | 1.91             | 1.93                | 1.93         | 1.92                | 1.94          | 1.92            | 2842           |
| 09-Feb-18     | 1.83             | 1.84                | 1.83         | 1.80                | 1.86          | 1.83            | 2941           |
| 16-Feb-18     | 1.89             | 1.90                | 1.92         | 1.89                | 1.93          | 1.90            | 2836           |
| 23-Feb-18     | 1.87             | 1.87                | 1.90         | 1.88                | 1.90          | 1.87            | 2845           |
| 02-Mar-18     | 1.85             | 1.83                | 1.85         | 1.91                | 1.87          | 1.85            | 2867           |
| 09-Mar-18     | 1.83             | 1.81                | 1.84         | 1.84                | 1.85          | 1.83            | 2867           |
| 16-Mar-18     | 1.83             | 1.81                | 1.84         | 1.86                | 1.86          | 1.83            | 2857           |
| 23-Mar-18     | 1.82             | 1.80                | 1.82         | 1.86                | 1.86          | 1.82            | 2844           |
| 30-Mar-18     | <b>1.86</b>      | <b>1.83</b>         | <b>1.85</b>  | <b>1.87</b>         | <b>1.88</b>   | <b>1.86</b>     | <b>2791</b>    |

Fuente: Asociación pork colombia

**PRECIO SEMANAL DE LA CANAL CALIENTE DE CERDO (USD/KG)**

| <i>Semana</i> | <i>Antioquia</i> | <i>Eje Cafetero</i> | <i>Valle</i> | <i>Caribe Norte</i> | <i>Bogotá</i> | <i>Nacional</i> | <i>COP/USD</i> |
|---------------|------------------|---------------------|--------------|---------------------|---------------|-----------------|----------------|
| 05-Jan-18     | 2.56             | 2.63                | 2.48         | 2.41                | 2.62          | 2.55            | 2906           |
| 12-Jan-18     | 2.56             | 2.61                | 2.53         | 2.53                | 2.58          | 2.56            | 2859           |
| 19-Jan-18     | 2.55             | 2.63                | 2.56         | 2.48                | 2.62          | 2.58            | 2844           |
| 26-Jan-18     | 2.56             | 2.63                | 2.59         | 2.56                | 2.65          | 2.60            | 2809           |
| 02-Feb-18     | 2.49             | 2.58                | 2.54         | 2.43                | 2.60          | 2.54            | 2842           |
| 09-Feb-18     | 2.38             | 2.49                | 2.42         | 2.35                | 2.48          | 2.43            | 2941           |
| 16-Feb-18     | 2.39             | 2.55                | 2.51         | 2.42                | 2.58          | 2.50            | 2836           |
| 23-Feb-18     | 2.42             | 2.51                | 2.49         | 2.41                | 2.58          | 2.49            | 2845           |
| 02-Mar-18     | 2.40             | 2.45                | 2.44         | 2.35                | 2.50          | 2.44            | 2867           |
| 09-Mar-18     | 2.39             | 2.42                | 2.43         | 2.35                | 2.48          | 2.43            | 2867           |
| 16-Mar-18     | 2.39             | 2.43                | 2.45         | 2.38                | 2.49          | 2.44            | 2857           |
| 23-Mar-18     | 2.38             | 2.41                | 2.43         | 2.40                | 2.51          | 2.43            | 2844           |
| 30-Mar-18     | <b>2.43</b>      | <b>2.43</b>         | <b>2.47</b>  | <b>2.37</b>         | <b>2.52</b>   | <b>2.46</b>     | <b>2791</b>    |

Fuente: Asociación pork colombia


















## Global Pork Pricing Trends

### World Hog Prices, Various Styles, Dressed Wt. & Live Wt.

Prices in US\$ Equivalent

|   |   |             | This Week | Prev. Wk. | Year Ago  |       |      |
|---|---|-------------|-----------|-----------|-----------|-------|------|
|   |   |             | 23-Mar-18 | 16-Mar-18 | 24-Mar-17 | % ch. |      |
|    | US Lean Hog Carcass, IA/MN, (US\$/kg)       | carcass wt. | 1.22      | 1.31      | 1.46      | ↓     | -17% |
|    | CAN Hog Carcass (US\$/kg)                   | carcass wt. | 1.16      | 1.18      | 1.29      | ↓     | -10% |
|    | AUS BAC Carcass 80-95kg (US\$/kg)           | carcass wt. | 3.20      | 3.23      | 3.84      | ↓     | -17% |
|    | EU-28 Slaughter Pigs, 70-87 kg, (US\$/kg)   | carcass wt. | 1.81      | 1.80      | 1.69      | ↑     | 7%   |
|    | Denmark Slaughter Pigs, 70-87 kg, (US\$/kg) | carcass wt. | 1.62      | 1.61      | 1.56      | ↑     | 4%   |
|   | Germany Slaughter Pigs, 70-87 kg, (US\$/kg) | carcass wt. | 1.87      | 1.86      | 1.76      | ↑     | 6%   |
|  | Spain Slaughter Pigs, 70-87 kg, (US\$/kg)   | carcass wt. | 1.74      | 1.73      | 1.67      | ↑     | 4%   |
|  | France Slaughter Pigs, 70-87 kg, (US\$/kg)  | carcass wt. | 1.66      | 1.65      | 1.64      | ↑     | 1%   |
|  | Argentina Live Hogs, (US\$/kg)              | liveweight  | 1.17      | 1.16      | 1.21      | ↓     | -3%  |
|  | Brazil Live Hogs, (US\$/kg)                 | liveweight  | 0.85      | 0.85      | 1.37      | ↓     | -38% |
|  | Chile Live Hogs, (US\$/kg)                  | liveweight  | 1.45      | 1.48      | 1.36      | ↑     | 7%   |
|  | Mexico Live Pigs, (US\$/kg)                 | liveweight  | 1.62      | 1.62      | 1.74      | ↓     | -7%  |
|  | China Hog Carcass, (US\$/kg)                | carcass wt. | 2.92      | 3.01      | 3.29      | ↓     | -11% |





## Estados Unidos

Miami, FL 33137

2800 Biscayne Blvd. Suite 555

Teléfono: + 1 (305) 290-3720

Fax: +1 (313) 486-6784

E-mail: [info@andesgt.com](mailto:info@andesgt.com)

## México

Monterrey, NL, CP 64710

Av. Morones prieto # 2805

Pte, Col. Lomas de San Francisco

Oficinas 209-210

Teléfono: +52 554 770 7770

## Colombia Bogotá D.C.

Teléfono: +57 (1) 382 6784

