

USDA Foreign Agricultural Service

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## Japan

### Poultry and Products Annual

#### Japan Broiler Market Outlook

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**Report Highlights:**

In 2011, post is projecting a steady, but relatively high level of broiler consumption, roughly unchanged from 2010 at 2.01 million MT. Post is projecting a slight increase in total imports at 735,000 MT. U.S. broilers are expected to do exceptionally well this year, projected up by 67% from last year to 30,000 MT, and accounting for 8% of total imports.

## Commodities:

Poultry, Meat, Broiler

### Production, Supply and Demand Data Statistics:

Broiler PS&D Table

Poultry, Meat, Broiler Japan	2009			2010			2011			
	Market Year Begin: Jan 2009			Market Year Begin: Jan 2010			Market Year Begin: Jan 2011			
	USDA Official	Old Post	New Post	USDA Official	Old Post	New Post	USDA Official	Old Post	New Post	
Inventory (Reference)	107	107	107	106	107	107			107	(MIL HEAD)
Slaughter (Reference)	630	630	634	630	635	634			634	(MIL HEAD)
Beginning Stocks	176	176	176	116	116	116			111	(1000 MT)
Production	1,255	1,255	1,282	1,265	1,265	1,280			1,280	(1000 MT)
Whole, Imports	0	0	0	0	0	0			0	(1000 MT)
Parts, Imports	645	645	645	695	695	730			735	(1000 MT)
Intra-EU Imports	0	0	0	0	0	0			0	(1000 MT)
Other Imports	0	0	0	0	0	0			0	(1000 MT)
Total Imports	645	645	645	695	695	730			735	(1000 MT)
Total Supply	2,076	2,076	2,103	2,076	2,076	2,126			2,126	(1000 MT)
Whole, Exports	0	0	0	0	0	0			0	(1000 MT)
Parts, Exports	9	9	9	10	10	10			10	(1000 MT)
Intra EU Exports	0	0	0	0	0	0			0	(1000 MT)
Other Exports	0	0	0	0	0	0			0	(1000 MT)
Total Exports	9	9	9	10	10	10			10	(1000 MT)
Human Consumption	1,951	1,951	1,978	1,955	1,955	2,005			2,010	(1000 MT)
Other Use, Losses	0	0	0	0	0	0			0	(1000 MT)
Total Dom. Consumption	1,951	1,951	1,978	1,955	1,955	2,005			2,010	(1000 MT)
Total Use	1,960	1,960	1,987	1,965	1,965	2,015			2,020	(1000 MT)
Ending Stocks	116	116	116	111	111	111			106	(1000 MT)
Total Distribution	2,076	2,076	2,103	2,076	2,076	2,126			2,126	(1000 MT)

CY Imp. from U.S.	21	20	19	21	22	31			31	(1000 MT)
CY Exp. to U.S.	0	0	0	0	0	0			0	(1000 MT)
Balance	0	0	0	0	0	0			0	(1000 MT)

### **Author Defined:**

Preface:

This report updates JA 0011 (voluntary report released July 2).

Revisions were made to the last production, supply, and demand (PS&D) forecast based on the latest statistics available. Unfortunately, MAFF will cease publication of poultry production data (including broilers) beginning this year; thus post has used supplemental data (number of chicks placed on feed and the amount of formula mixed feed production for broilers) to estimate domestic broiler production for this year and 2011.

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

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

### **Note: Structure of Japanese Broiler Market:**

Broiler comprises over 90% of the Japanese poultry meat market (by share). In general, bone-less leg meat is preferred to breast meat in this market. Nearly half of total imports are “prepared (or cooked) products of broiler meat”, mainly supplied by Thailand and China; however, imports of uncooked broiler meat from the above two countries have been banned due to persisting outbreaks of HPAI (Highly Pathogenic Avian Influenza). In 2010, Japan’s U.S. broiler imports increased during the time that Russia had a ban on U.S. poultry. Domestic broiler meat holds a majority share of sales in the retail sector. Japan’s food service sector utilizes large quantities of imported raw bulk cuts, mainly from Brazil. Japan was once a major market for U.S. bone-in leg cuts, including those to be processed into prepared products after entry into Japan. However this specific market segment has gotten smaller over the past two decades due to increasing competition.

### **2011 Broiler Market Outlook (New)**

## Relatively High, Steady Consumption Expected

In 2011, the Japanese broiler market will primarily be driven by the state of economy. Post expects that the current deflationary trend, high unemployment rate (5.3% in June, 2010), and tight consumer spending will continue through the next year. In contrast with the beef and pork market, the situation indicates a positive market outlook for Japan's broiler market driven by price and value-conscious consumers.

In 2011, post is projecting a steady, but relatively high level of broiler consumption, roughly unchanged from 2010 at **2.01 million MT**. This demand will be met by both imports and domestic production projected at approximately the same level as the previous year. Post is projecting a slight increase in total imports at 735,000 MT (bulk broiler meat cuts: unchanged at 395,000 MT; prepared and processed products: up slightly by 1% to 340,000 MT) while domestic output is expected to be around 1.28 million MT. At the end of the year frozen stocks will be slightly lower than the beginning of the year at an estimated 106,000 MT.

This positive outlook scenario is made based on the assumption that current low market prices for both domestic and imported chicken meat will be sustained through to the next year. Chinese prepared/processed products, which are competitive with Thai products, are expected to continue to recover in 2011.

## **2010 Broiler Market Outlook (Revised)**

### 2009 PS&D Adjusted due to Recent Revisions to Domestic Production

In this report, post made a couple of revisions to the 2009 PS&D numbers based on the latest MAFF revisions to 2009 domestic poultry production data, which turned out to be significantly different from the previous numbers used in the last voluntary report (JA 0011).

The 2009 national broiler projection is **1.282 million MT** differing from the previously announced preliminary number (1.255 million MT), which was a 2% increase from the previous 2008 total. Increased average weight gain of the birds (a couple of percentage points) is mainly attributable to the growth. Likewise, total consumption for 2009 was revised up by 3% to **1.978 million MT**. There were no other revisions to 2009 PS&D numbers since the last reporting.

The new 2009 numbers partially explain the fairly low price situation for domestic cuts. Of course, as noted in the previous report (JA0011), importers and domestic meat distributors utilized more frozen poultry stocks while cutting second half imports almost by half; low priced frozen chicken stocks were sold in the retail, food service, and processing sectors as discount sales. (See table 4)

In light of the above revisions, the 2010 PS&D numbers were adjusted and revised based on the relevant production, trade and frozen stock data available to date. The newer numbers made in this report were entered based on analysis of the market situation so far this year.

### Solid Consumption to Lead Imports Recovery in 2010

A higher number of broiler chicks placed on feed, coupled with increased production of formula mixed feed for broilers in the first half of the year indicate a continuation of Japan's high level broiler production at 1.28 million MT; the same level with 2009.

Meanwhile, post expects total broiler consumption in 2010 will likely continue at a high level and is projecting consumption up by 1% from the last year to **2.01 million MT**. Imports have made a remarkable recovery, projected up by 13% to **730,000 MT** (Bulk Broiler Cuts: projected up by 19% to 395,000 MT, Prepared and Processed Products: projected up by 7% at 335,000 MT). A strong JP Yen, lower than last year's prices for Brazilian boneless leg meat and China's competitive prices for prepared/processed products are the reason for projected import growth this year.

U.S. broilers are expected to do exceptionally well this year, projected up by 67% from last year to **30,000 MT**, and accounting for 8% of total imports. A promotion at a major fast food fried chicken chain using American broiler cuts is said to be one reason for the sudden surge in Japan's imports of bone-in leg this year, in addition to continuous bans on raw poultry from China and Thailand due to HPAI and surplus U.S. poultry supply during the Russian import ban.

### **2010 Market Situation Summary (New)**

In 2010, low market prices for chicken seem to be the key element sustaining a relatively high level of broiler consumption. Outstanding retail sales during the first half were the result of growing household consumption (quantity: up 8%, price: down 2%) – (See table 1). Despite sluggish food service sales persisting from last year, sales of chicken have been strong. Some fast food entities have actively promoted chicken menus (even hamburger chains) this year to take advantage of low procurement costs.

As a result, broiler supplies decreased while demand in the first half and market prices remained strong (see tables 2-a, 2-b). Reduced imports in the previous year recovered remarkably during the first half of the new year (bulk broiler cuts: up by 17% at 199,484 MT; prepared and processed products: up by 11% at 162,970 MT). Depleted stocks at the beginning of 2010, a strong JP Yen, and prices lower than the previous year offered by major suppliers were the key to recovery (bulk broiler cuts: average CIF value down 14% @US\$ 2.45 per kg; prepared and processed products: average CIF value down 8% @US\$4.21; Please see tables 3-a, 5-a, 5-b, 5-c and 5-d).

U.S. broilers surged in the first half of the year, far exceeding many expectations up by 87% or 16,356 MT. Total U.S. bone-in legs drove the import surge and accounted for 76% of sales. According to a trade source, Japan's largest fast food chain (fried chicken) has been promoting several menus using price competitive American cuts (this chain reportedly uses mostly domestic chicken supplemented by imports). At the present point in time, it is uncertain if Japan's purchases of U.S. broilers will be sustained through the next year now that Russia's import suspension has been lifted.

According to the same trade source, Japan's major hamburger chain has been conducting a chicken menu campaign this year using pre-cooked products manufactured in China and Thailand. Overall, the market has been relatively free of safety related incidents and scandals that reduced demand for imports from China beginning in 2008. The Japanese trade has aggressively purchased price competitive Chinese products this year to meet the price and value demands of the market.

Lastly, give the abundant supply of low priced domestic breast cuts since last year, Japanese retailers have reportedly started to promote domestic breast meat (boneless/skinless) with a healthy image in front ([please see table 2-b](#)). Most of the surplus domestic breast meat has reportedly been picked up by processing end-users to make ready-to-eat foods that are sold at a substantial discount from average market prices.

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

CY 2009	Beef				Pork				Chicken			
	Expenditure (JP Yen)		Quantity (Gram)		Expenditure (JP Yen)		Quantity (Gram)		Expenditure (JP Yen)		Quantity (Gram)	
Jan.	1,652	-2%	522	-5%	2,103	3%	1,506	4%	1,113	11%	1,120	11%
Feb.	1,400	-14%	496	-5%	2,046	-4%	1,513	-1%	1,027	-3%	1,050	-2%
Mar.	1,621	-3%	557	-3%	2,147	2%	1,641	6%	1,065	1%	1,149	4%
Apr.	1,509	-8%	556	4%	2,013	-4%	1,523	-1%	1,033	0%	1,075	5%
May	1,765	2%	609	5%	2,069	-2%	1,539	0%	1,059	2%	1,155	11%
Jun.	1,531	-3%	543	2%	2,005	-4%	1,504	0%	981	-2%	1,085	8%
July	1,514	-7%	568	10%	1,965	-4%	1,483	4%	948	2%	1,039	15%
Aug.	1,858	1%	646	6%	1,998	-6%	1,477	0%	912	-3%	984	7%
Sept.	1,513	-2%	565	4%	1,957	-6%	1,499	2%	962	-7%	1,098	9%
Oct.	1,582	-1%	603	9%	2,129	-2%	1,638	6%	1,067	-4%	1,222	12%
Nov.	1,582	-5%	579	5%	2,128	-6%	1,622	-2%	1,056	-7%	1,189	7%
Dec.	2,639	-1%	801	13%	2,230	-3%	1,694	4%	1,391	-6%	1,483	8%
<b>CY 2008 (Jan. - Dec.)</b>	<b>20,885</b>		<b>6,785</b>		<b>25,555</b>		<b>18,305</b>		<b>12,830</b>		<b>12,657</b>	
<b>CY 2009 (Jan. - Dec.)</b>	<b>20,166</b>		<b>7,045</b>		<b>24,790</b>		<b>18,639</b>		<b>12,614</b>		<b>13,649</b>	
<b>% Chg.</b>	<b>-3%</b>		<b>4%</b>		<b>-3%</b>		<b>2%</b>		<b>-2%</b>		<b>8%</b>	
CY 2010	Beef				Pork				Chicken			
	Expenditure (JP Yen)		Quantity (Gram)		Expenditure (JP Yen)		Quantity (Gram)		Expenditure (JP Yen)		Quantity (Gram)	
Jan.	1,579	-4%	557	7%	2,002	-5%	1,539	2%	1,068	-4%	1,181	5%
Feb.	1,361	-3%	534	8%	1,943	-5%	1,531	1%	1,009	-2%	1,152	10%
<a href="#">Mar.</a>	1,517	-6%	583	5%	2,009	-6%	1,566	-5%	1,041	-2%	1,176	2%
Apr.	1,462	-3%	563	1%	1,923	-4%	1,509	-1%	1,023	-1%	1,150	7%
May	1,575	-11%	581	-5%	1,977	-4%	1,510	-2%	1,014	-4%	1,128	-2%
Jun.	1,349	-12%	521	-4%	1,872	-7%	1,435	-5%	944	-4%	1,088	0%



Dec.	206	-5%	111	-12%									
<b>CY 2008 (Jan. - Dec.)</b>	<b>2,426</b>		<b>1,369</b>										
<b>CY 2009 (Jan. - Dec.)</b>	<b>2,391</b>		<b>1,379</b>										
<b>% Chg.</b>	<b>-1%</b>		<b>1%</b>										
	<b>Bacon</b>												
CY 2010	Expenditure (JP Yen)		Quantity (Gram)										
Jan.	172	-5%	102	-4%									
Feb.	185	-3%	112	-1%									
Mar.	203	-2%	121	2%									
Apr.	190	-8%	113	-2%									
May	200	-5%	125	2%									
Jun.	190	-7%	118	-4%									
<b>CY 2009 (Jan. - Jun.)</b>	<b>1,199</b>		<b>699</b>										
<b>CY 2010 (Jan. - Jun.)</b>	<b>1,140</b>		<b>691</b>										
<b>% Chg.</b>	<b>-5%</b>		<b>-1%</b>										

Source: Ministry of Internal Affairs and Communication Bureau

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

Unit: JP Yen per Kg.							
Bone-less Leg (Fresh/Chilled)							
	2007	2008	% chg.	2009	% chg.	2010	% chg.
Jan.	666	746	12%	659	-12%	674	2%
Feb.	651	731	12%	608	-17%	677	11%
Mar.	630	745	18%	571	-23%	677	19%
Apr.	629	745	18%	564	-24%	667	18%
May	629	749	19%	583	-22%	652	12%
Jun.	603	740	23%	587	-21%	629	7%
Jul.	589	738	25%	583	-21%		
Aug.	563	721	28%	582	-19%		
Sep.	566	705	25%	592	-16%		
Oct.	615	694	13%	610	-12%		
Nov.	670	672	0%	625	-7%		
Dec.	720	657	-9%	651	-1%		
<b>Quarterly Average</b>							
1st Quarter	649	741	14%	613	-17%	676	10%
2nd Quarter	620	745	20%	578	-22%	649	12%
3rd Quarter	573	721	26%	586	-19%		
4th Quarter	668	674	1%	629	-7%		
<b>Yearly Average</b>	<b>628</b>	<b>720</b>	<b>15%</b>	<b>601</b>	<b>-17%</b>		

Source: ALIC Monthly Statistics

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



Unit: JP Yen per Kg.							
Breast (Fresh/Chilled)							
	2007	2008	% chg.	2009	% chg.	2010	% chg.
Jan.	230	312	36%	333	7%	210	-37%
Feb.	215	308	43%	285	-7%	201	-29%
Mar.	213	311	46%	251	-19%	197	-22%
Apr.	209	316	51%	231	-27%	200	-13%
May	211	329	56%	225	-32%	206	-8%
Jun.	211	342	62%	214	-37%	227	6%
Jul.	218	369	69%	211	-43%		
Aug.	240	368	53%	211	-43%		
Sep.	250	357	43%	207	-42%		
Oct.	270	358	33%	205	-43%		
Nov.	290	348	20%	209	-40%		
Dec.	307	339	10%	211	-38%		
Quarterly Average							
1st Quarter	219	310	41%	290	-7%	203	-30%
2nd Quarter	210	329	56%	223	-32%	211	-6%
3rd Quarter	236	365	55%	210	-43%		
4th Quarter	289	348	21%	208	-40%		
Yearly Average	<b>239</b>	<b>338</b>	<b>42%</b>	<b>233</b>	<b>-31%</b>		

Source: ALIC Monthly Statistics

Table 3-a): Monthly Average Wholesale Price of Brazilian Boneless Leg Meat YTD

Unit: JP Yen per Kg.							
Imported: Brazilian Bone-less Leg (Frozen)							
	2007	2008	% Chg.	2009	% Chg.	2010	% Chg.
Jan.	450	453	1%	368	-19%	387	5%
Feb.	450	453	1%	365	-19%	395	8%
Mar.	450	470	4%	397	-16%	410	3%
Apr.	450	518	15%	440	-15%	410	-7%
May	405	539	33%	440	-18%	422	-4%
Jun.	435	550	26%	440	-20%	427	-3%
Jul.	453	553	22%	432	-22%		
Aug.	453	562	24%	423	-25%		
Sep.	453	570	26%	416	-27%		
Oct.	450	517	15%	394	-24%		
Nov.	444	475	7%	381	-20%		
Dec.	450	446	-1%	394	-12%		
Quarterly Average							
1st Quarter	450	459	2%	377	-18%	397	5%
2nd Quarter	430	536	25%	440	-18%	420	-5%
3rd Quarter	453	562	24%	424	-25%		
4th Quarter	448	479	7%	390	-19%		
Yearly Average	<b>445</b>	<b>509</b>	<b>14%</b>	<b>408</b>	<b>-20%</b>		

Source: ALIC Monthly Statistics

Table 3-b): Monthly Average Wholesale Price of American Bone-in Leg YTD

Unit: JP Yen per kg.							
Imported: U.S. Bone-in Leg (Frozen)							
	2007	2008	% Chg.	2009	% Chg.	2009	% Chg.
Jan.	330	445	35%	450	1%	410	-9%
Feb.	330	445	35%	450	1%	415	-8%
Mar.	330	456	38%	450	-1%	460	2%
Apr.	330	480	45%	450	-6%	460	2%
May	330	491	49%	450	-8%	460	2%
Jun.	332	520	57%	450	-13%	495	10%
Jul.	387	520	34%	450	-13%		
Aug.	445	520	17%	450	-13%		
Sep.	445	520	17%	450	-13%		
Oct.	443	500	13%	434	-13%		
Nov.	442	500	13%	430	-14%		
Dec.	445	500	12%	430	-14%		
Quarterly Average							
1st Quarter	330	449	36%	450	0%	428	-5%
2nd Quarter	331	497	50%	450	-9%	472	5%
3rd Quarter	426	520	22%	450	-13%		
4th Quarter	443	500	13%	431	-14%		
Yearly Average	<b>382</b>	<b>491</b>	29%	<b>445</b>	-9%		

Source: ALIC Monthly Statistics

Table 4: Monthly Ending Stocks YTD

Unit: Metric Ton							
	2007	2008	% chg.	2009	% chg.	2010	% chg.
Jan.	129,058	121,274	-6%	173,438	43%	115,656	-33%
Feb.	123,407	115,910	-6%	164,380	42%	116,123	-29%
Mar.	117,390	112,518	-4%	154,195	37%	109,643	-29%
Apr.	113,498	112,455	-1%	149,728	33%	107,481	-28%
May	119,946	118,417	-1%	156,411	32%	106,746	-32%
Jun.	117,685	114,552	-3%	153,166	34%	112,510	-27%
Jul.	117,583	129,298	10%	154,890	20%		
Aug.	116,662	146,668	26%	150,176	2%		
Sep.	119,877	153,071	28%	139,041	-9%		
Oct.	122,106	170,457	40%	130,500	-23%		
Nov.	122,628	179,521	46%	121,830	-32%		
Dec.	<b>117,077</b>	<b>175,559</b>	<b>50%</b>	<b>115,574</b>	<b>-34%</b>		

Source: ALIC Monthly Statistics

Table 5-a): Japanese Imports of Broiler Meat YTD (January – June)

Unit: Metric Ton (Customs Clearance Basis)					
					% Change

Rank	Country	2008	2009	2010	- 10/09 -
		Jan/Jan	Jan/Jan	Jan/Jan	Jan/Jan
0	-- World --	180,499	169,963	199,484	17%
1	Brazil	166,673	159,022	180,566	14%
2	United States	12,153	8,737	16,359	87%
3	Philippines	1,083	1,396	1,918	37%
4	Others	591	808	641	-21%

Source of Data: Japan Customs (World Trade Atlas)

Table 5-b): Japanese Imports of Broiler Meat (January – December)

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

Source of data: Japan Customs (World Trade Atlas)

Table 5-c): Japanese Imports of Prepared (Cooked) Broiler Meat YTD (January – June)

Unit: Metric Ton (Customs Clearance Basis)					
Rank	Country	2008	2009	2010	% Change
		Jan/Jan	Jan/Jan	Jan/Jan	Jan/Jan
0	-- World --	141,868	146,953	162,970	11%
1	Thailand	76,308	85,107	84,668	-1%
2	China	64,582	60,529	77,300	28%
3	Korea, South	295	335	439	31%
4	Brazil	401	141	218	55%
5	Philippines	100	293	194	-34%
6	United States	162	60	110	82%
7	Others	19	488	41	-92%

Source of Data: Japan Customs (World Trade Atlas)

Table 5-d): Japanese Imports of Prepared (Cooked) Broiler Meat (January – December)

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

Source of data: Japan Customs (World Trade Atlas)

