



Poultry Situation and Outlook

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LMIC IOC | Kansas City, MO

April 23, 2026, 1:10-1:50 a.m.

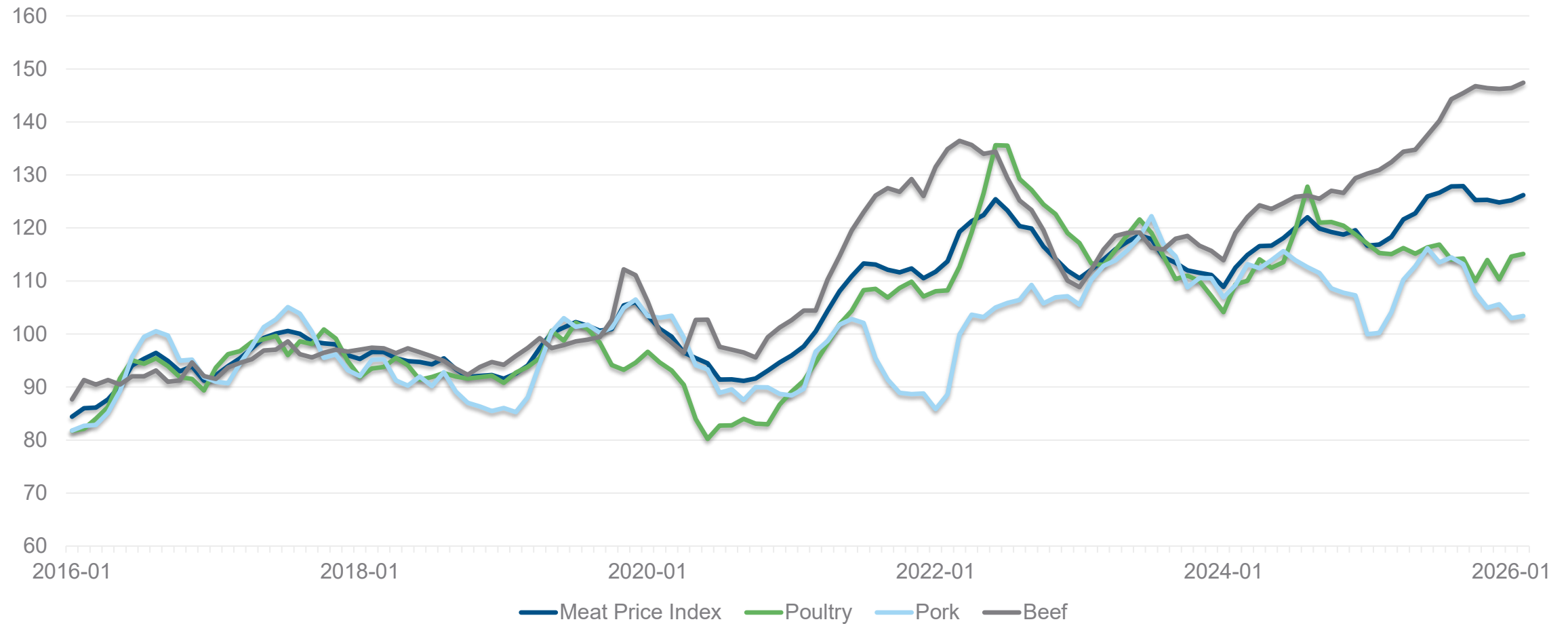
Uncertainty is Tempering Livestock & Poultry Expansion Despite Exceptional Demand & Plentiful Feed

- Protein is having a moment
- Animal protein production growing globally
- Feed availability remains robust
- Uncertainty tempering domestic expansion
 - Capital costs, labor, NIMBY, interest rates
- Food revolution is transformative; Health conscious, GLP-1 adoption, AI, HHS



Global meat prices hit new highs in 2025, '26 likely higher

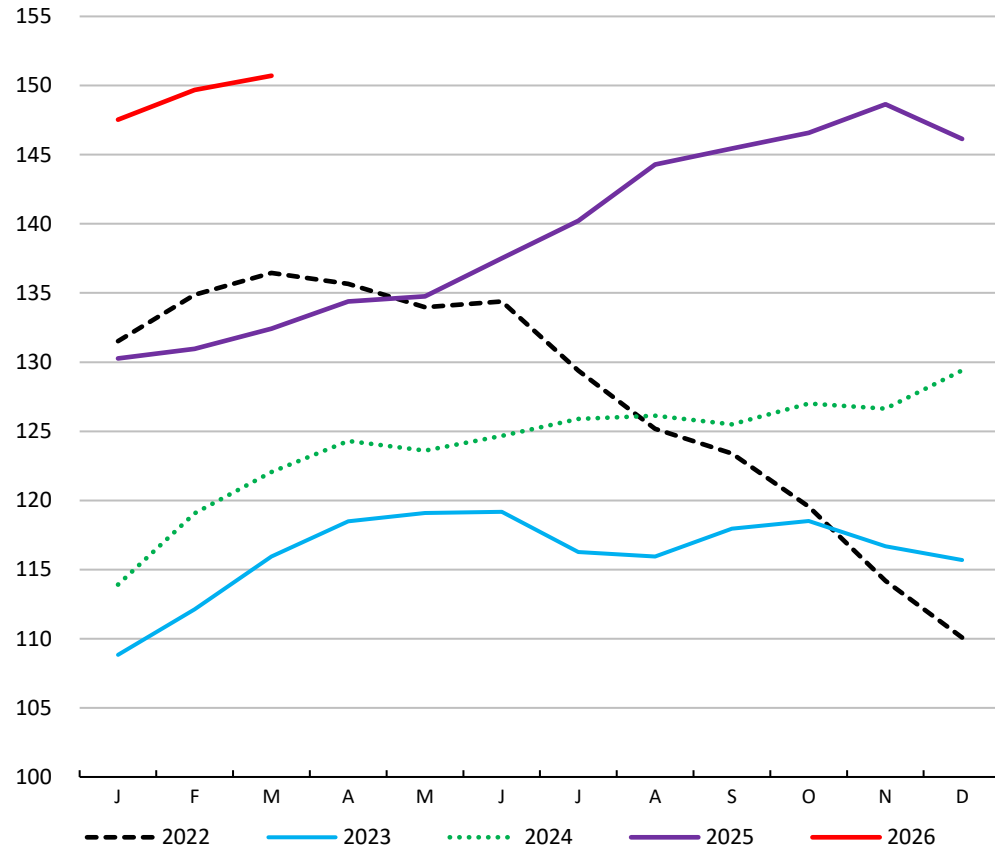
FAO Meat Price indices



Poultry prices flattening globally, beef not so much

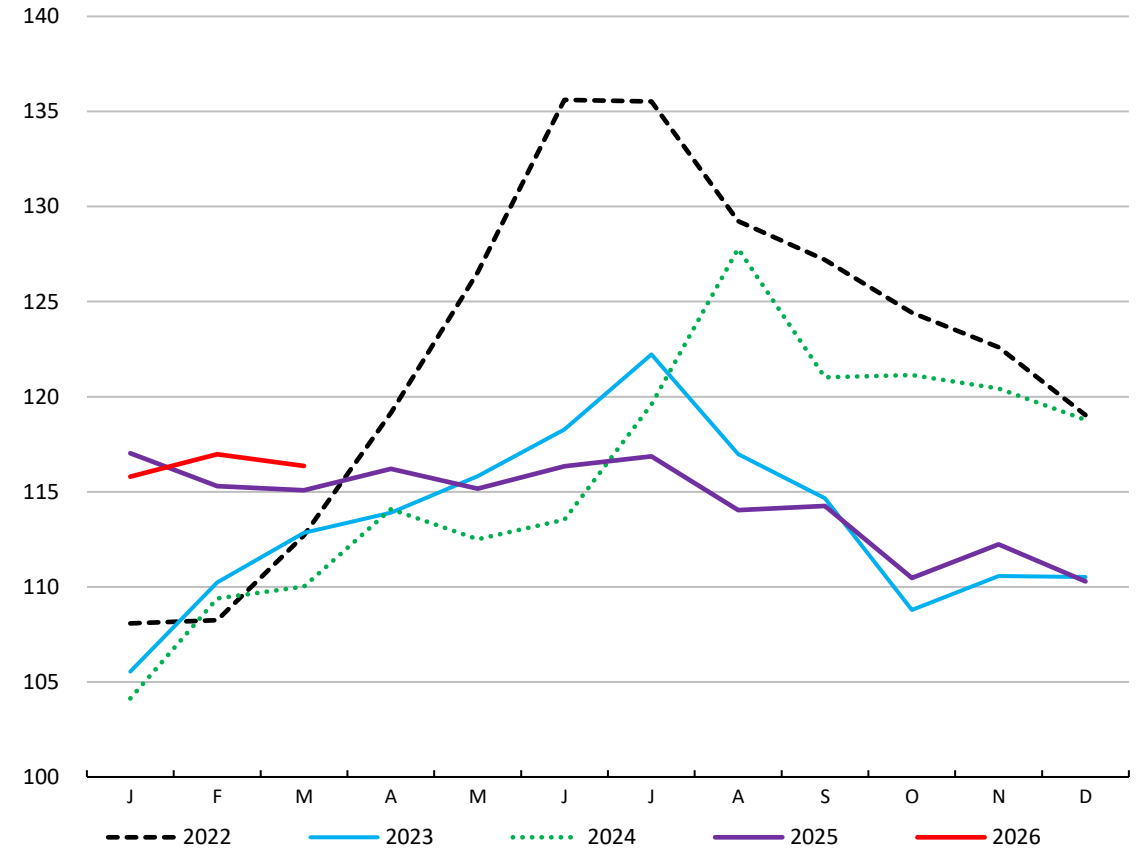
FAO Bovine Price Index

2014-2016=100



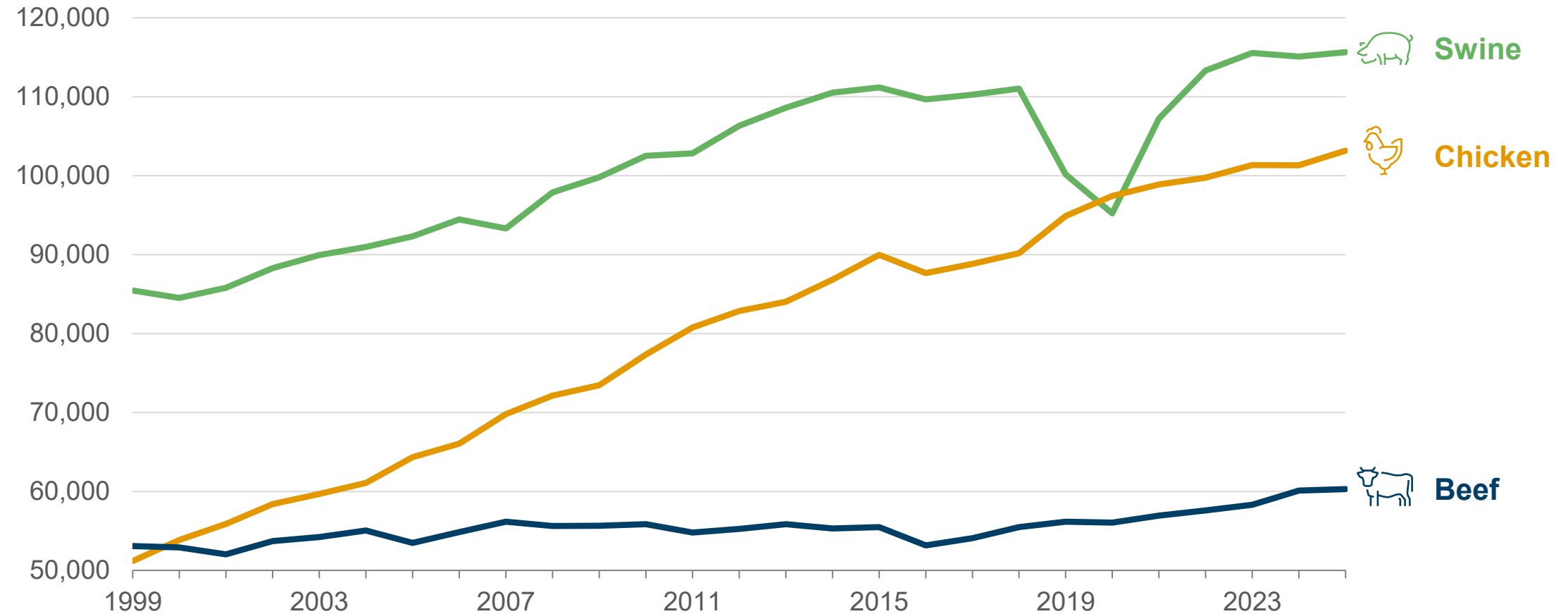
FAO Poultry Price Index

2014-2016=100



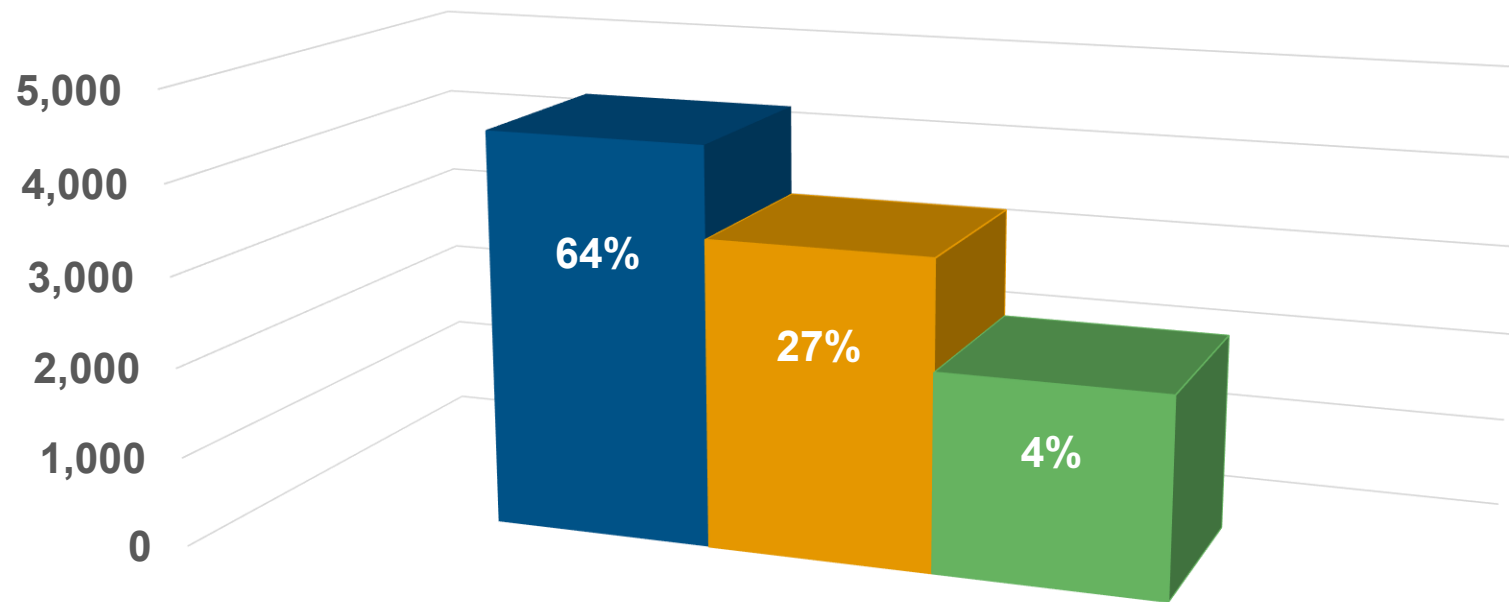
Pork remains top consumed animal protein globally, but gap is narrowing

Global animal protein consumption (thousand MT)



China's decade-long transformation to animal protein consumption

Change in China's protein consumption 2025 vs. 2015 (thousand MT)



*Data callout is % change



Beef



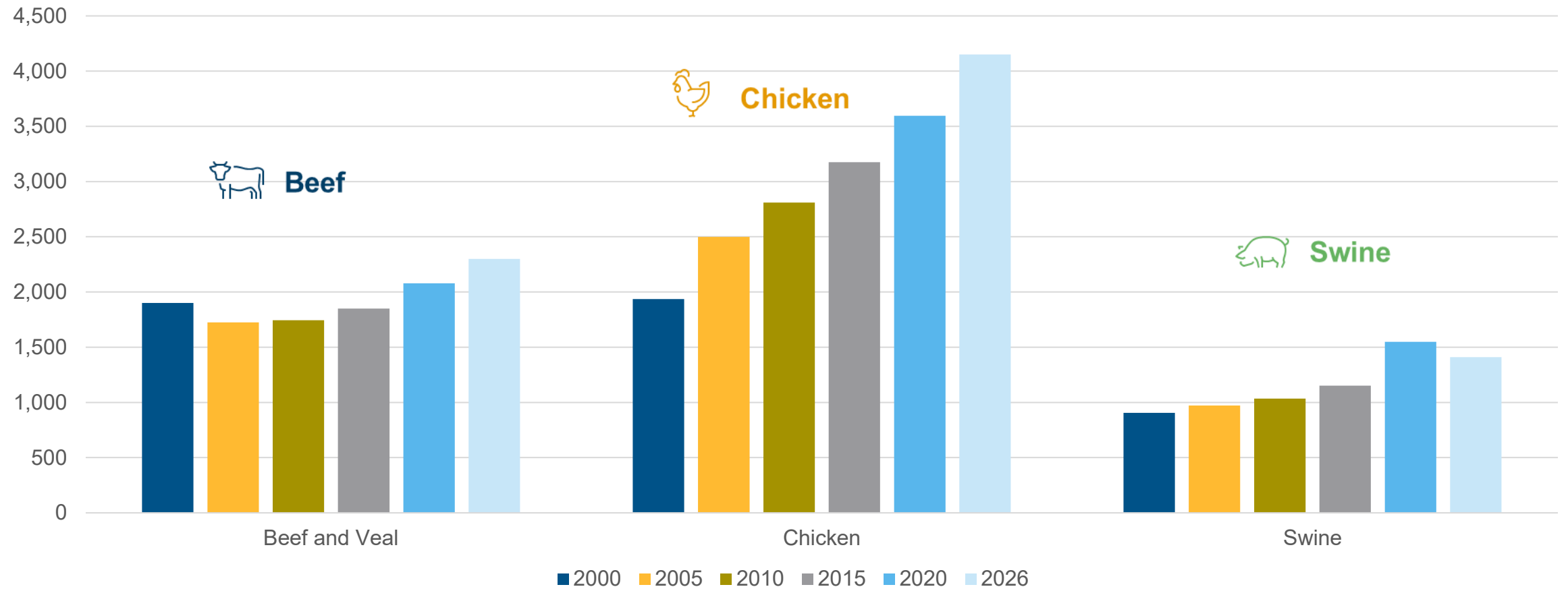
Chicken



Swine

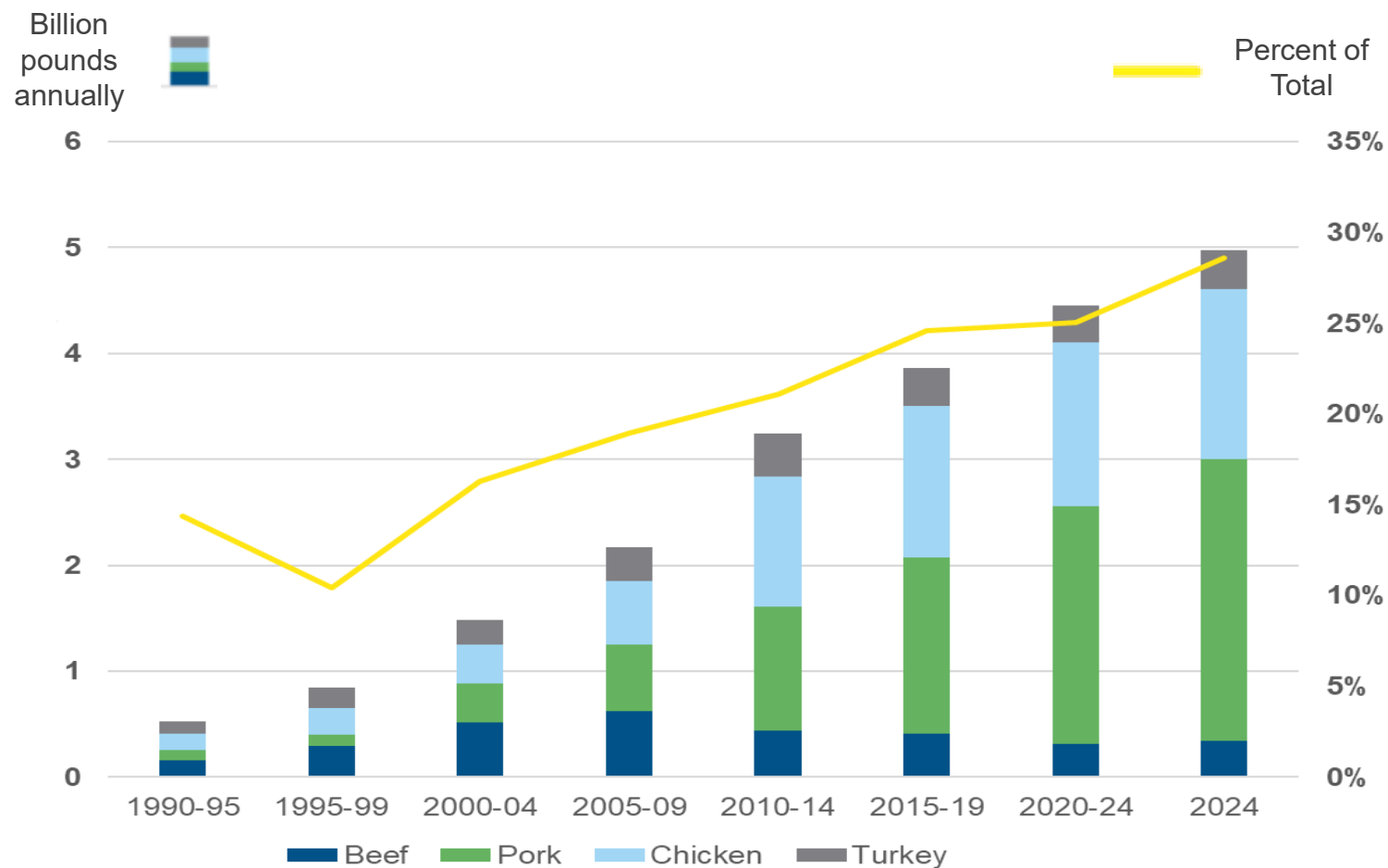
Feed Demand in Mexico Increasing

Mexico Animal Protein Production (1000 MT)



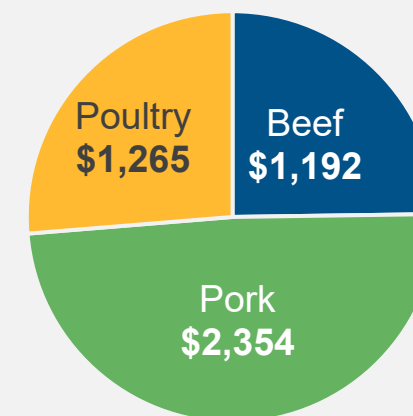
Mexico's markets 30% of U.S. pork / poultry exports

U.S. red meat and poultry exports to Mexico

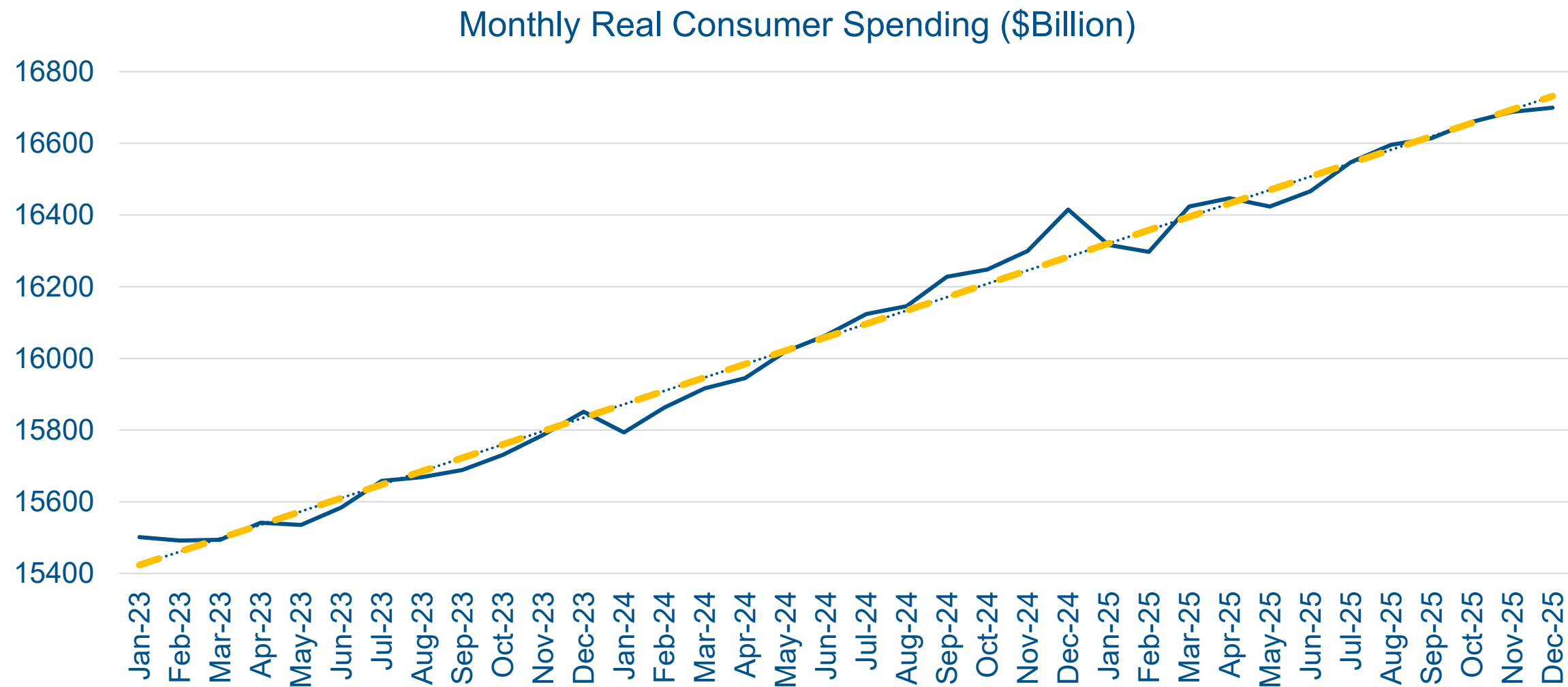


- ▶ Mexico is growing to a \$5B market in coming years for U.S. Animal Protein
- ▶ Top destination for turkey, with 70+% of U.S. turkey meat exported to Mexico
- ▶ 50% of Mexico's pork consumption is foreign sourced, U.S. is a top contributor.

U.S. animal protein exports to Mexico

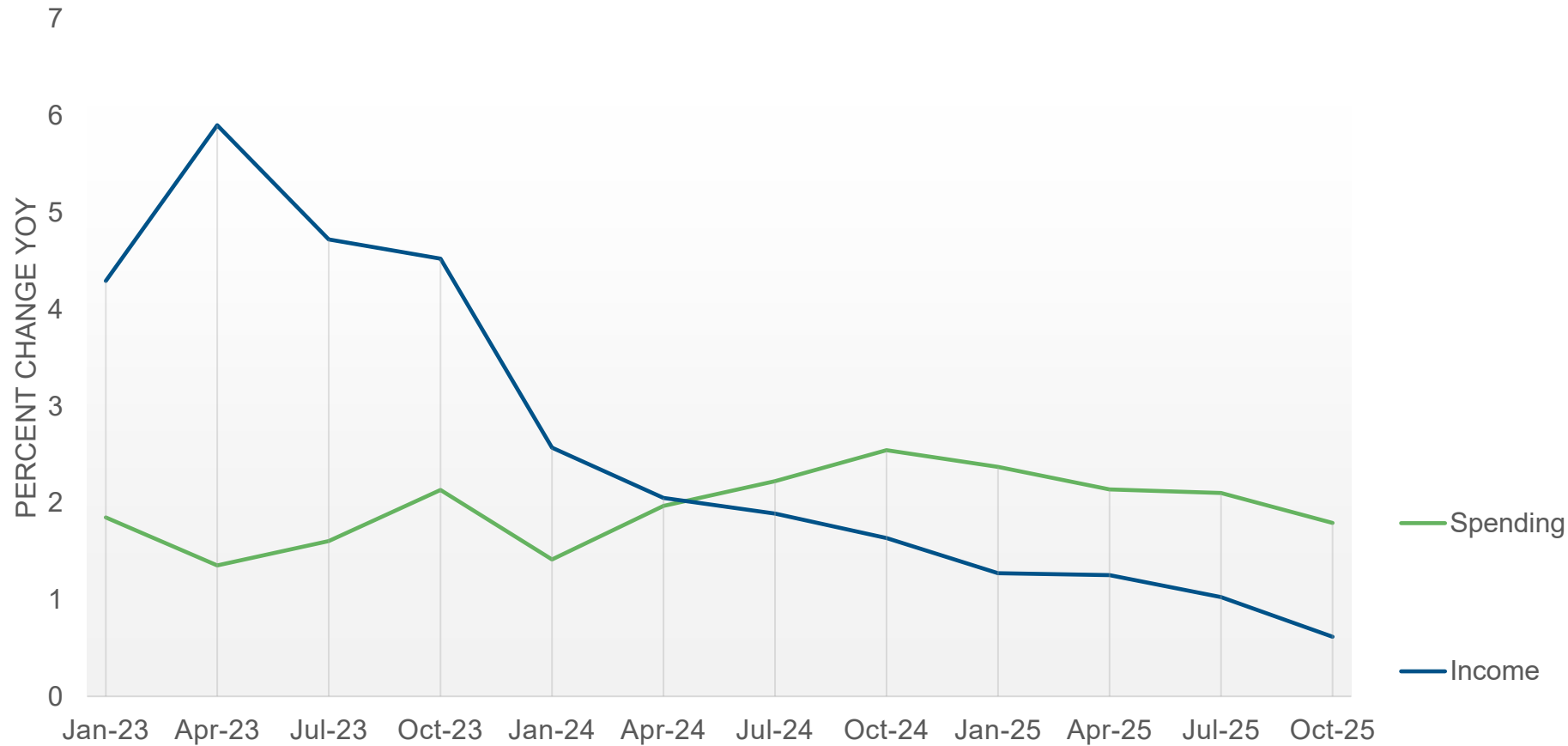


Consumer spending remains on trend, despite headwinds



Consumers are outspending their ability

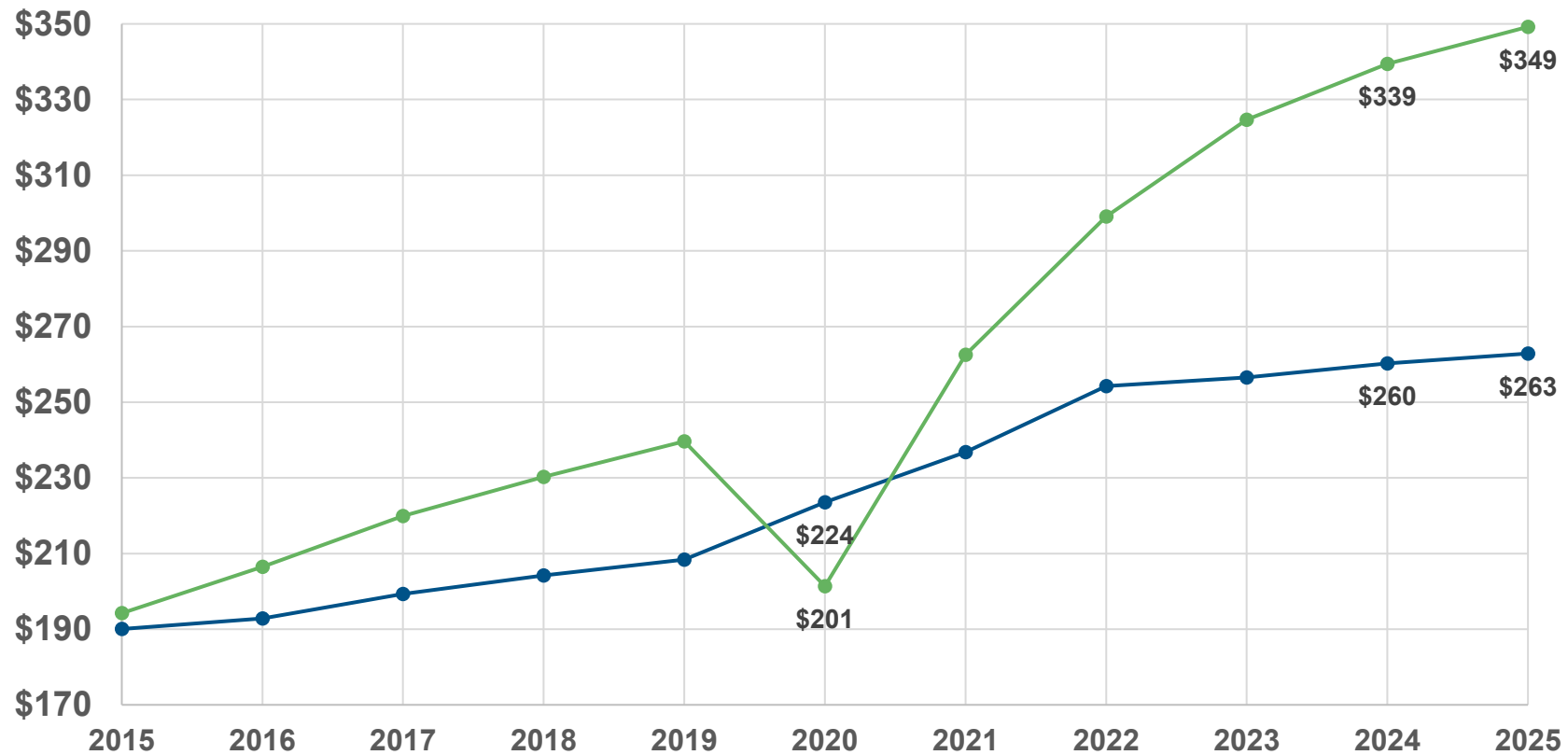
Real Per Capita Income Vs. Expenditures



Not Sustainable!

Consumers keep spending more away from home

Consumer Food Expenditures
(Per Capita, Monthly Average)



Away from home
+\$10 YoY
+\$157 since 2015

At home
+\$3 YoY
+\$73 since 2015

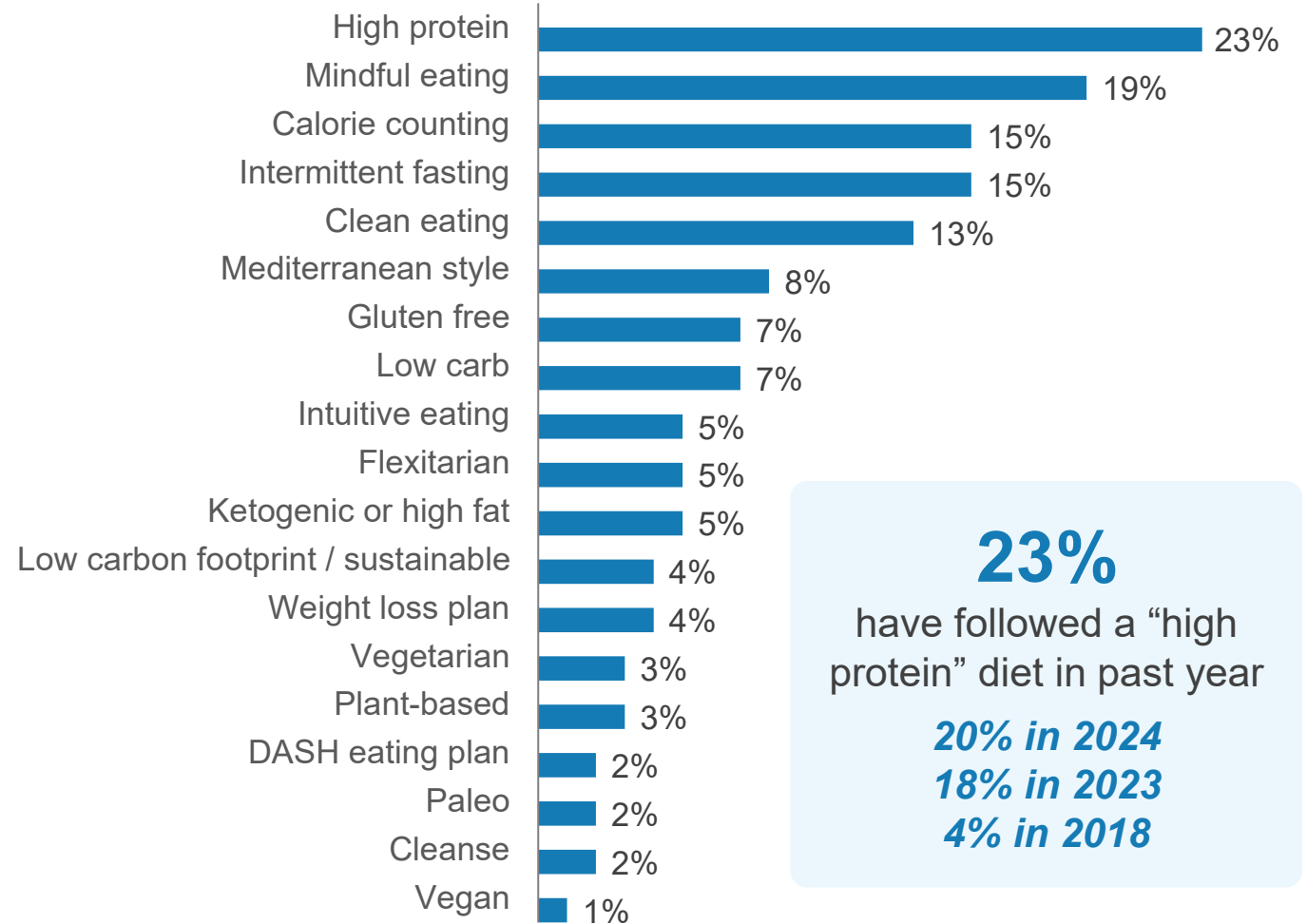
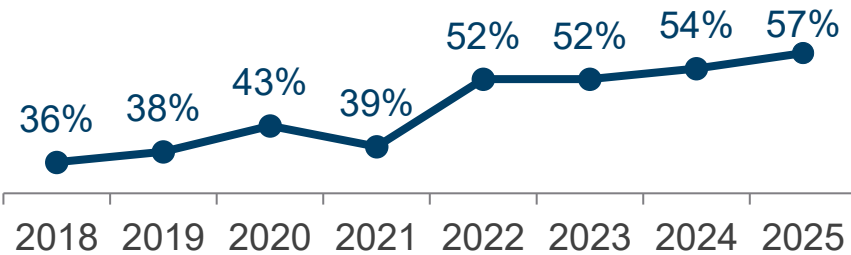
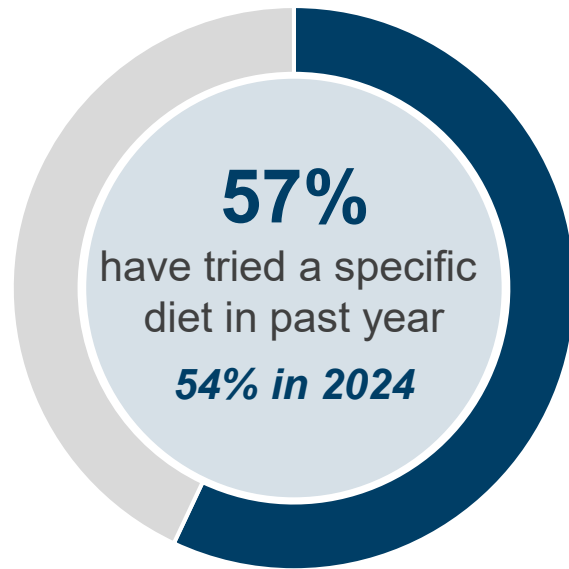
Americans are supportive animal proteins

Fresh meat department sales

	Dollar sales	Change vs. YA
Total fresh meat	\$80.2B	+3.0%
Fresh beef	\$45.5B	+4.2%
Fresh chicken	\$20.8B	+3.3%
Fresh pork	\$8.8B	+1.0%
Fresh turkey	\$3.4B	+0.2%

Americans; increasingly following a specific diet

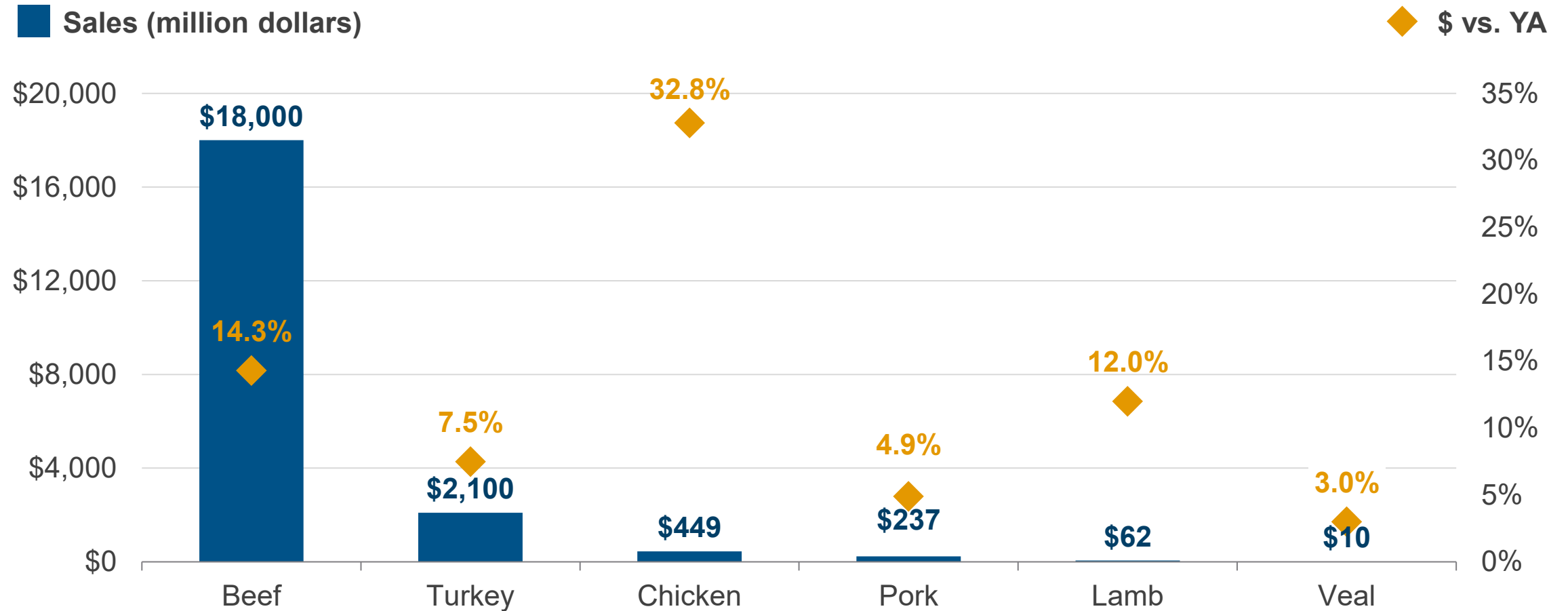
Followed eating pattern/diet in past year



23%
have followed a “high protein” diet in past year
20% in 2024
18% in 2023
4% in 2018

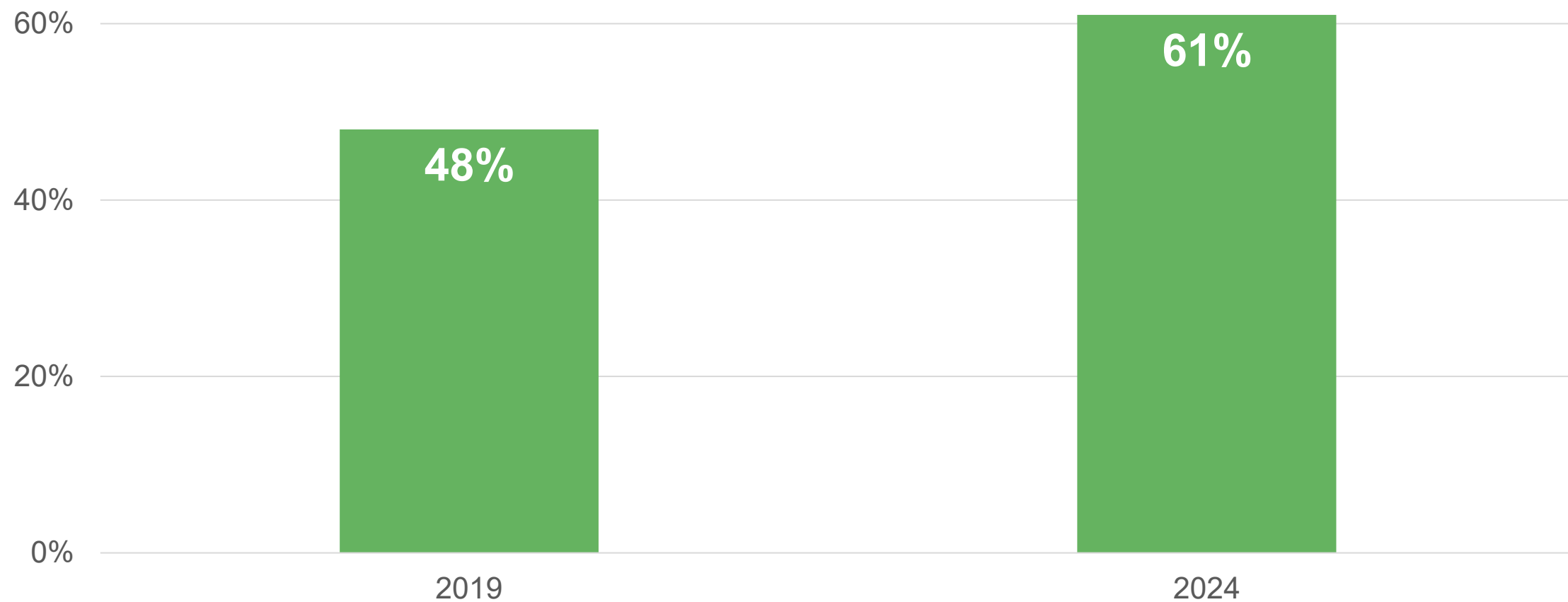
Grinds soaring, beef demand assists lift

Retail ground meat sales (52 weeks through March 2026)

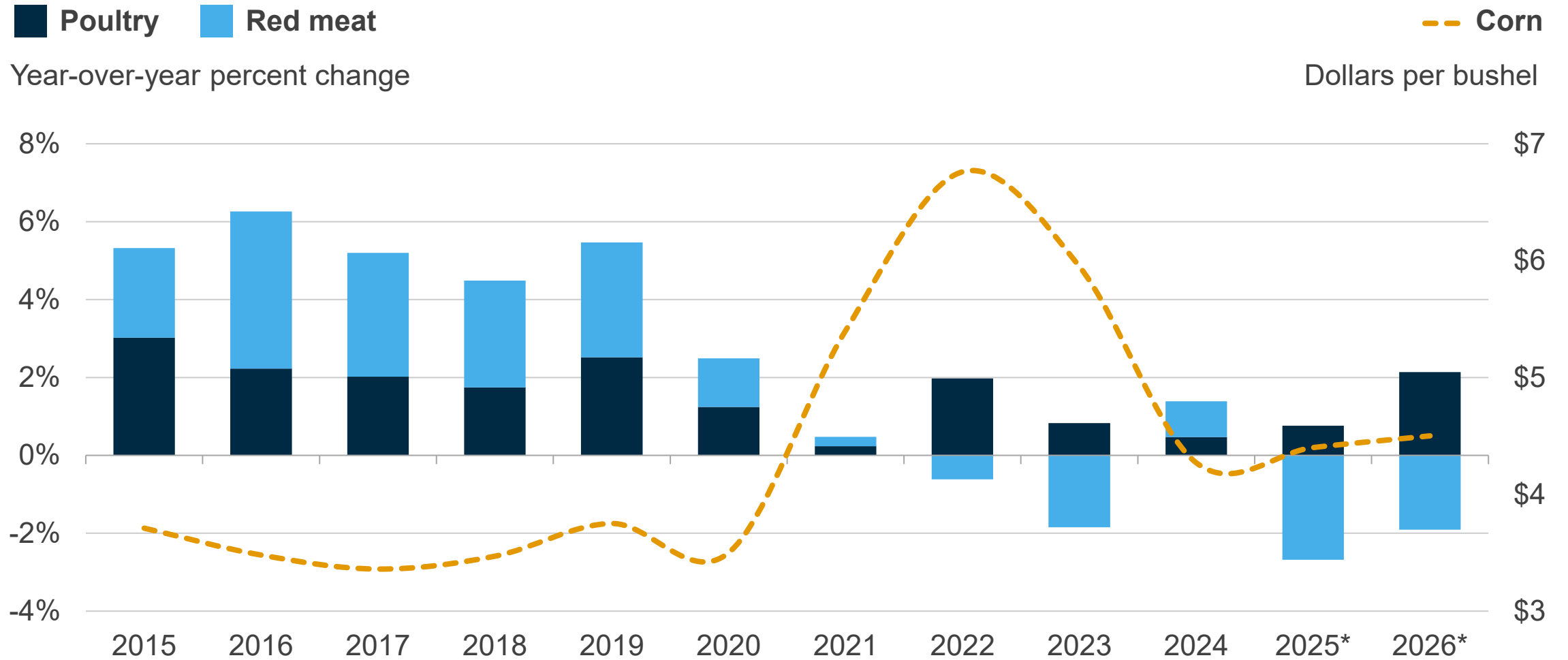


Share of Americans consuming more protein in the U.S.

Percent survey responses



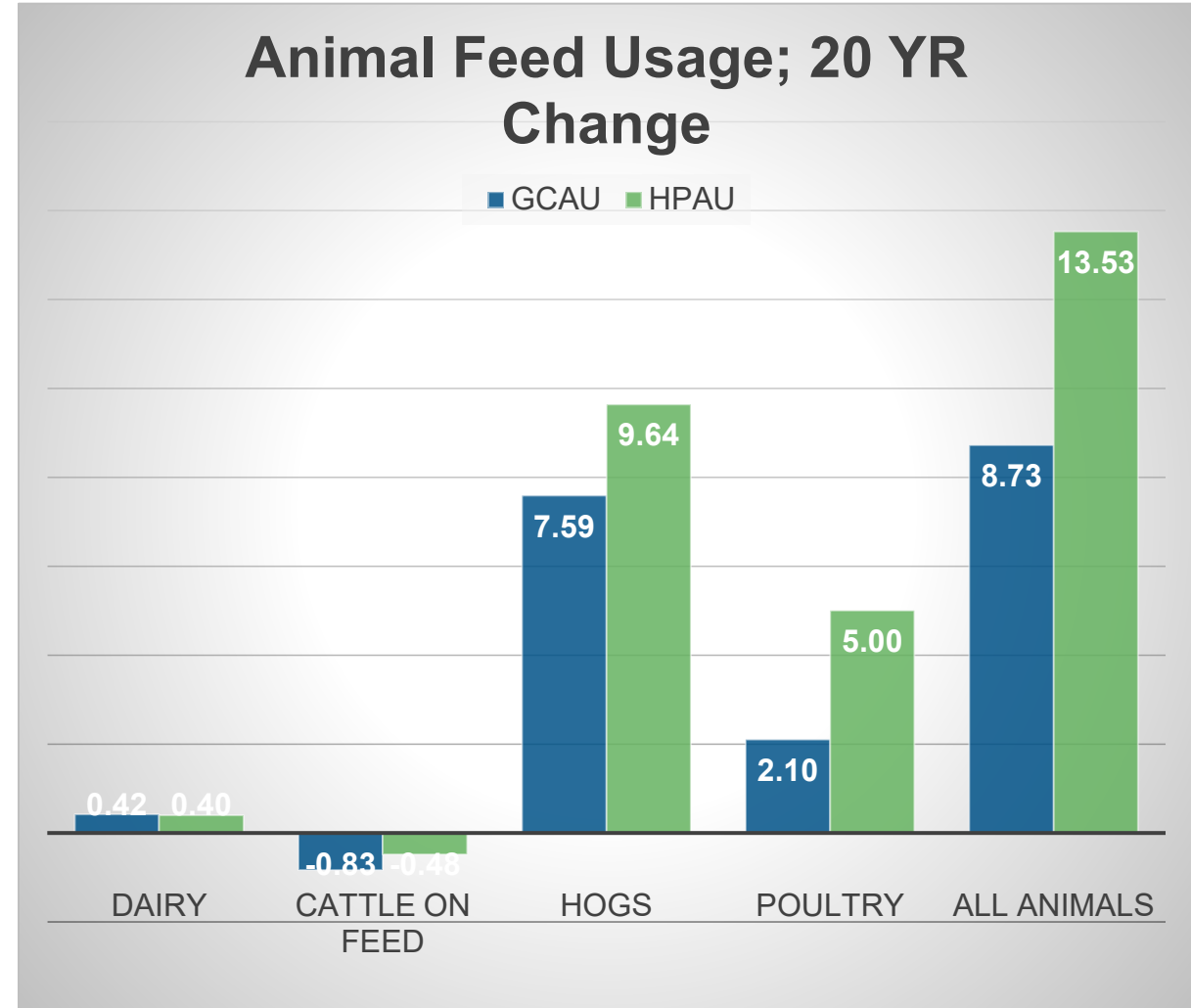
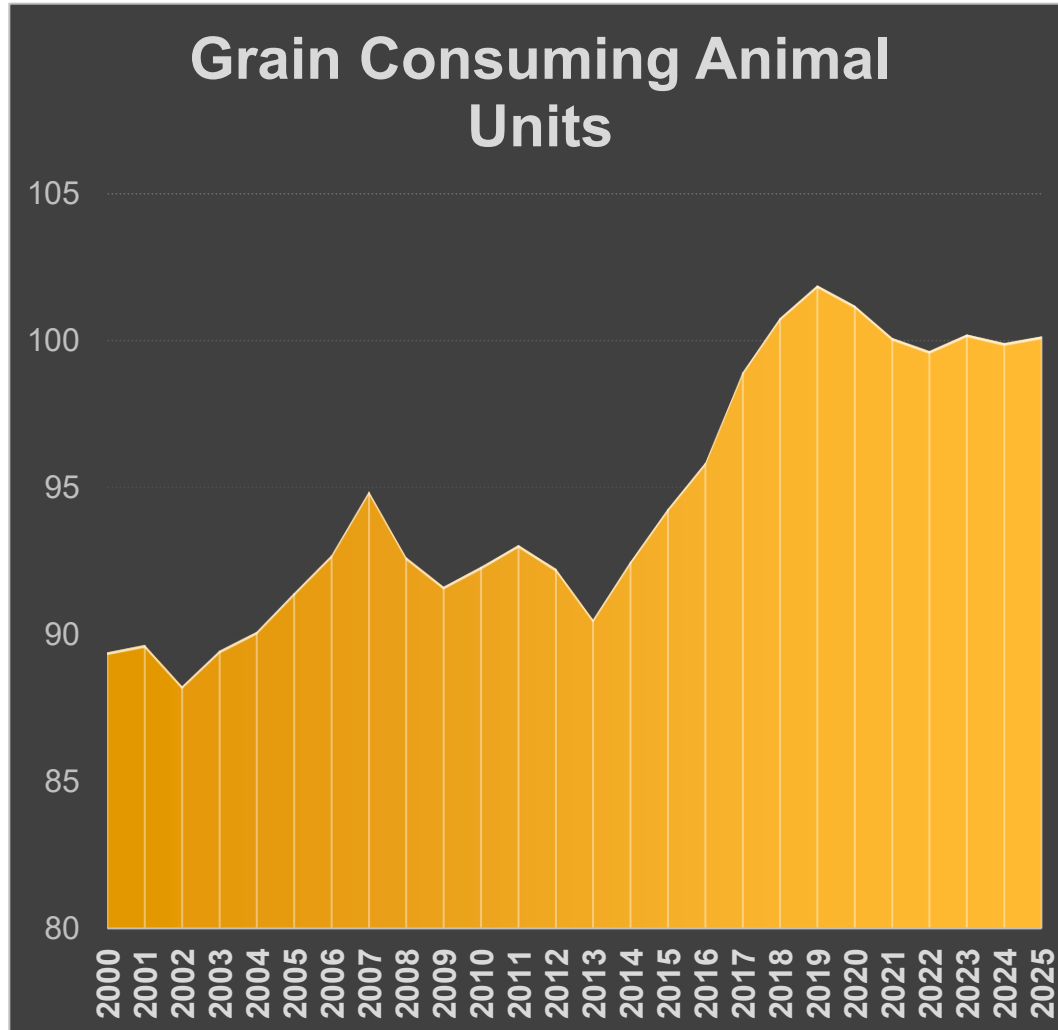
Dampened corn values boost meat and poultry output



Source: LMIC, USDA

*LMIC 2025 estimate/2026 forecast for meat and poultry; CoBank 2026 forecast for corn

After soaring, US feed usage flattening



Source: USDA-ERS. Presentation by Brian Earnest, CoBank.



Broiler

Turkey

Eggs

Trade

Broiler industry thriving



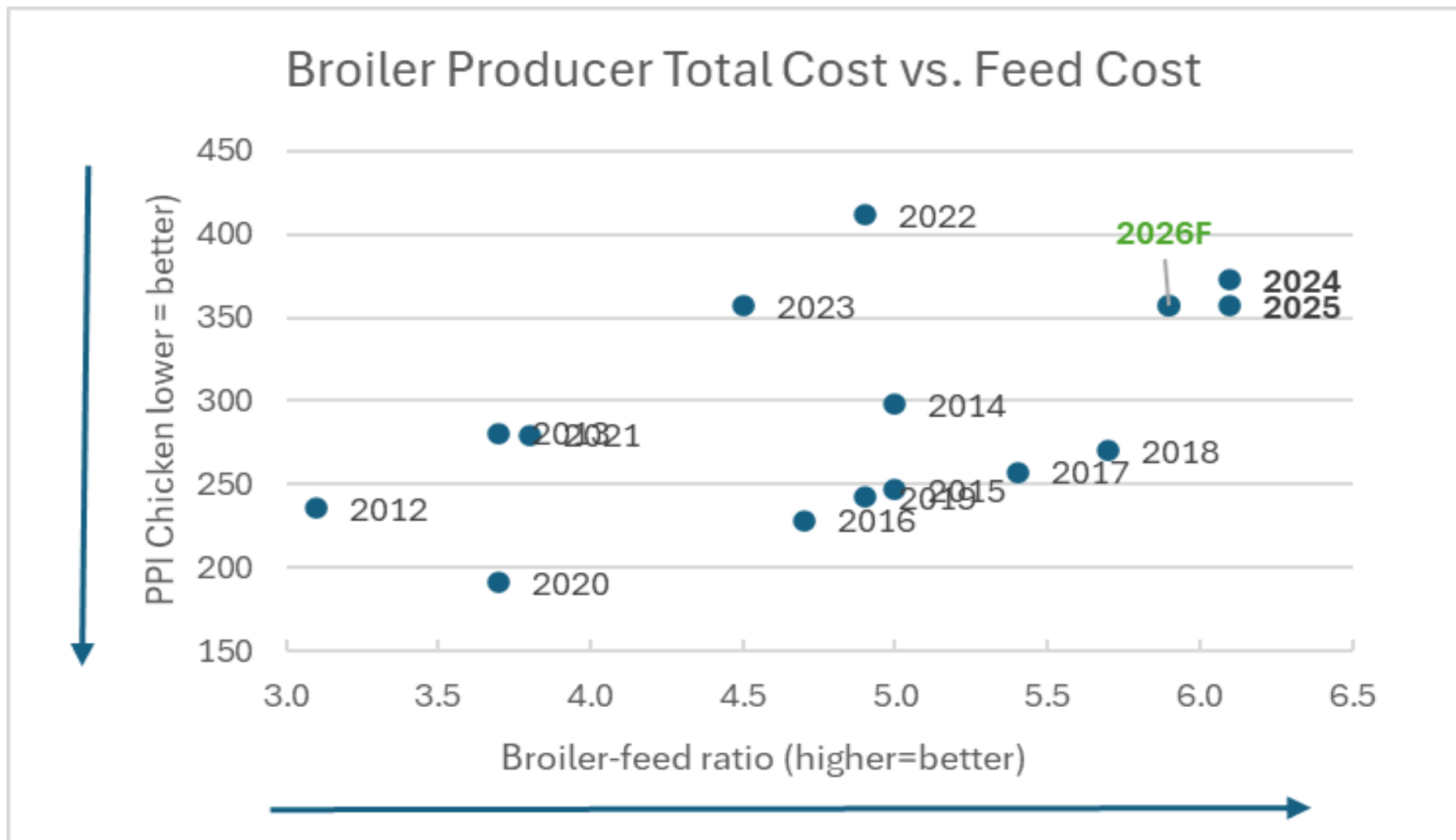
Tailwinds

- ✓ Low corn and soybean meal costs
- ✓ Expanding more of what consumers are asking for
 - Value
 - Convenience
- ✓ Export exposure relatively low
 - <15% of chicken exported
 - Domestic dark meat demand growing

Headwinds

- ✗ Capital costs
- ✗ Breeder supply issues
- ✗ Grow-out level expansion

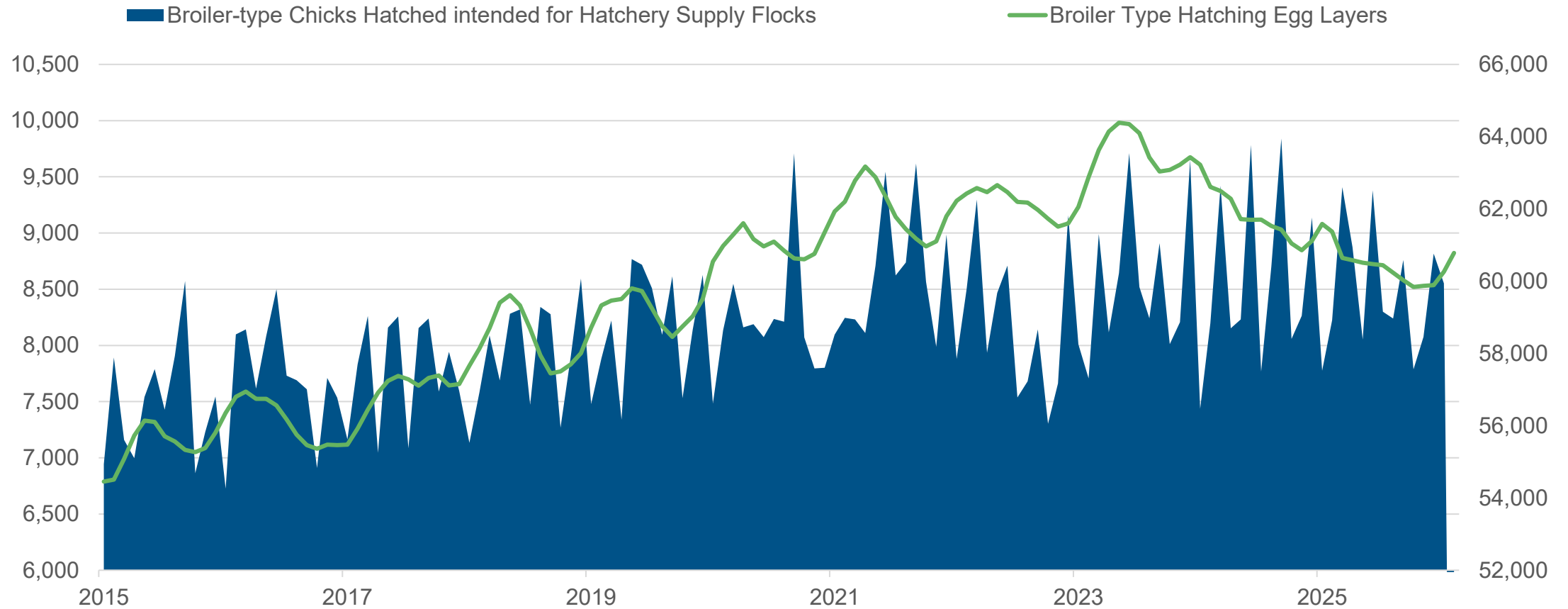
Broiler sector remains in good shape



Broiler flock needs replenishment



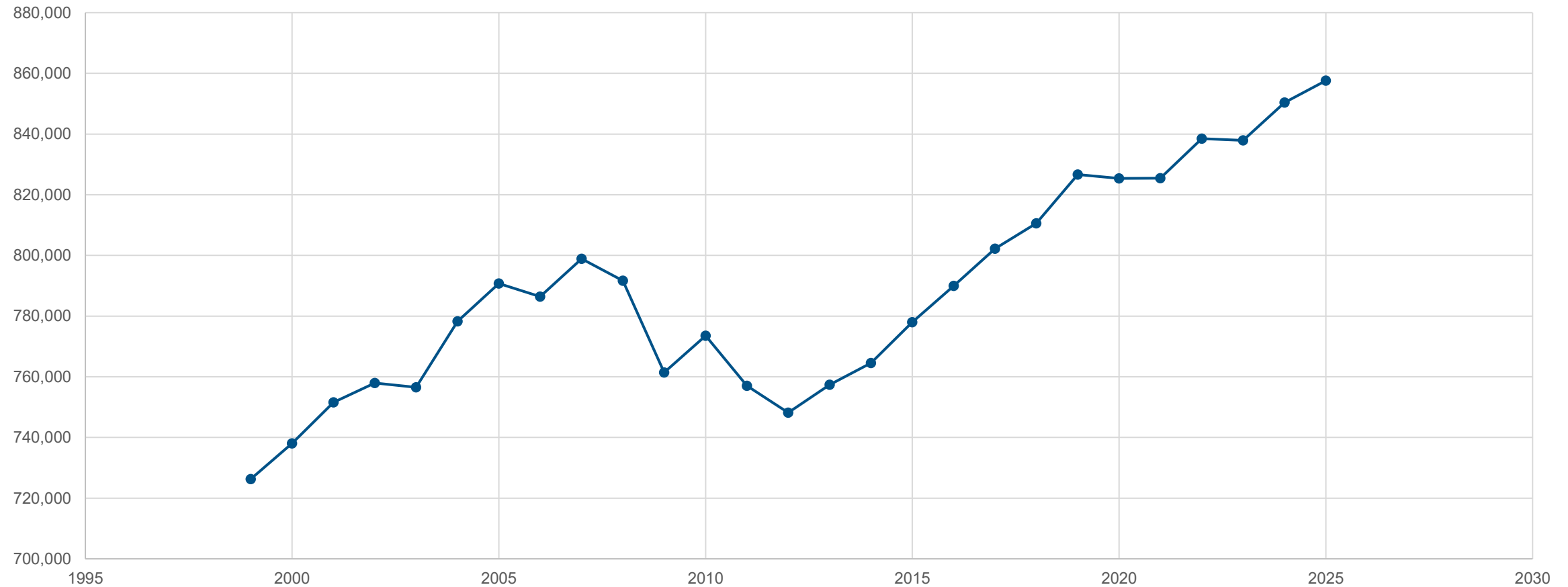
Broiler Layer additions vs total Flock (Thousands)



And yet commercial hatchings remain on trend



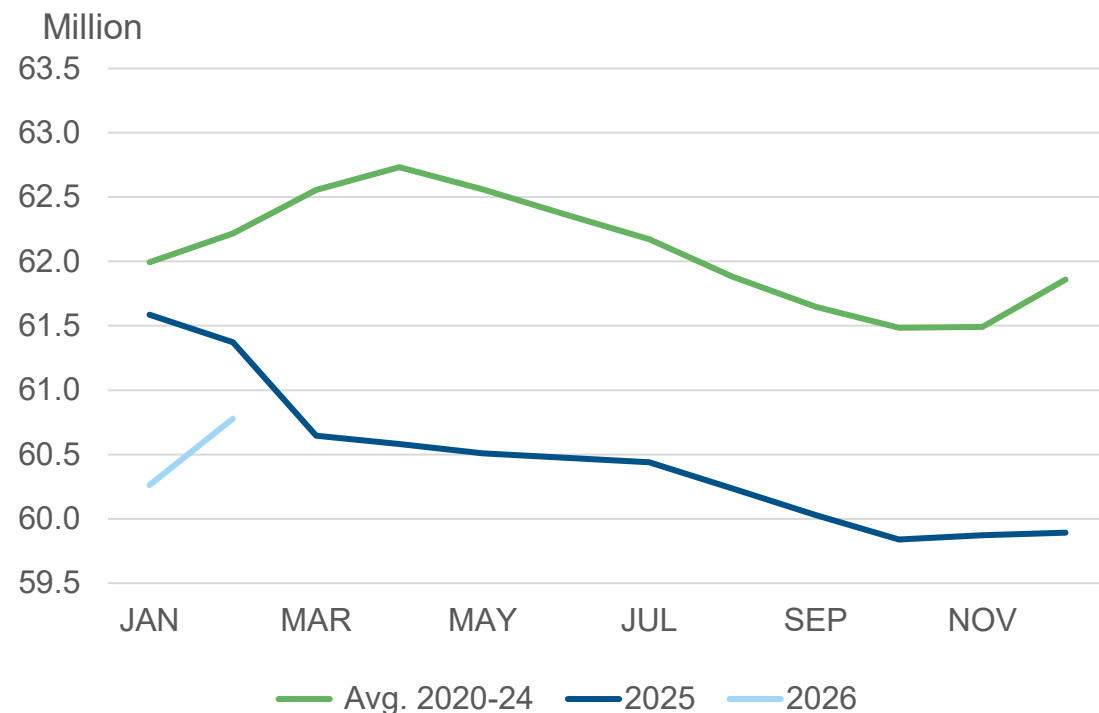
Broiler Chicks Hatched (monthly average, in thousands)



Chick placements vs. breeder flock

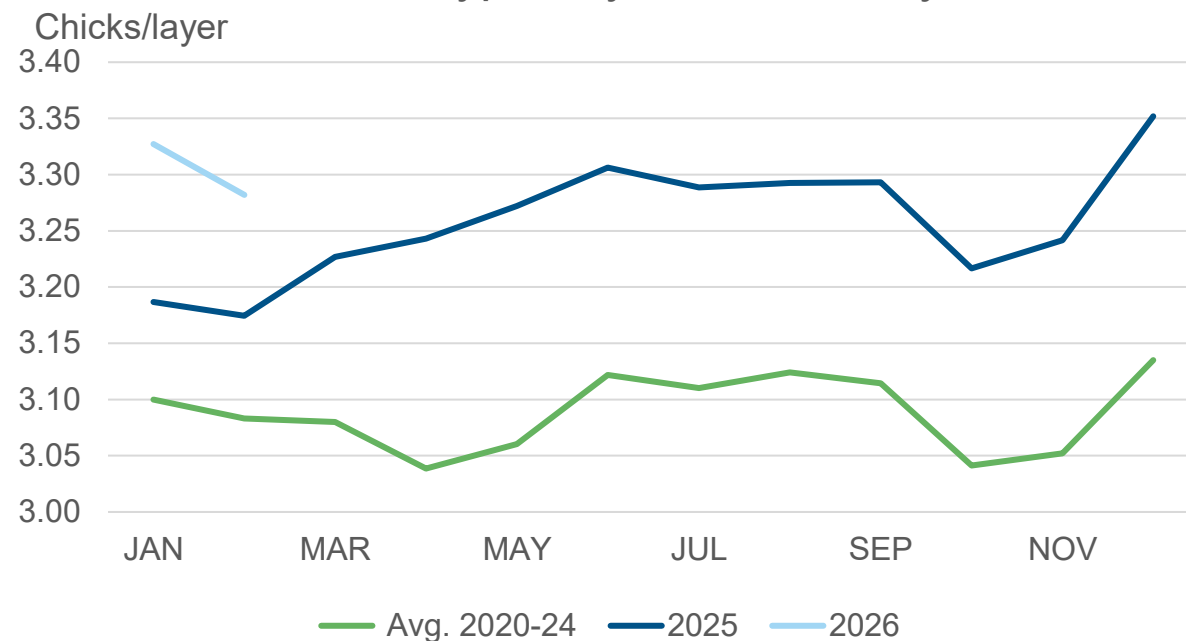


Broiler-Type Hatching Egg Layers



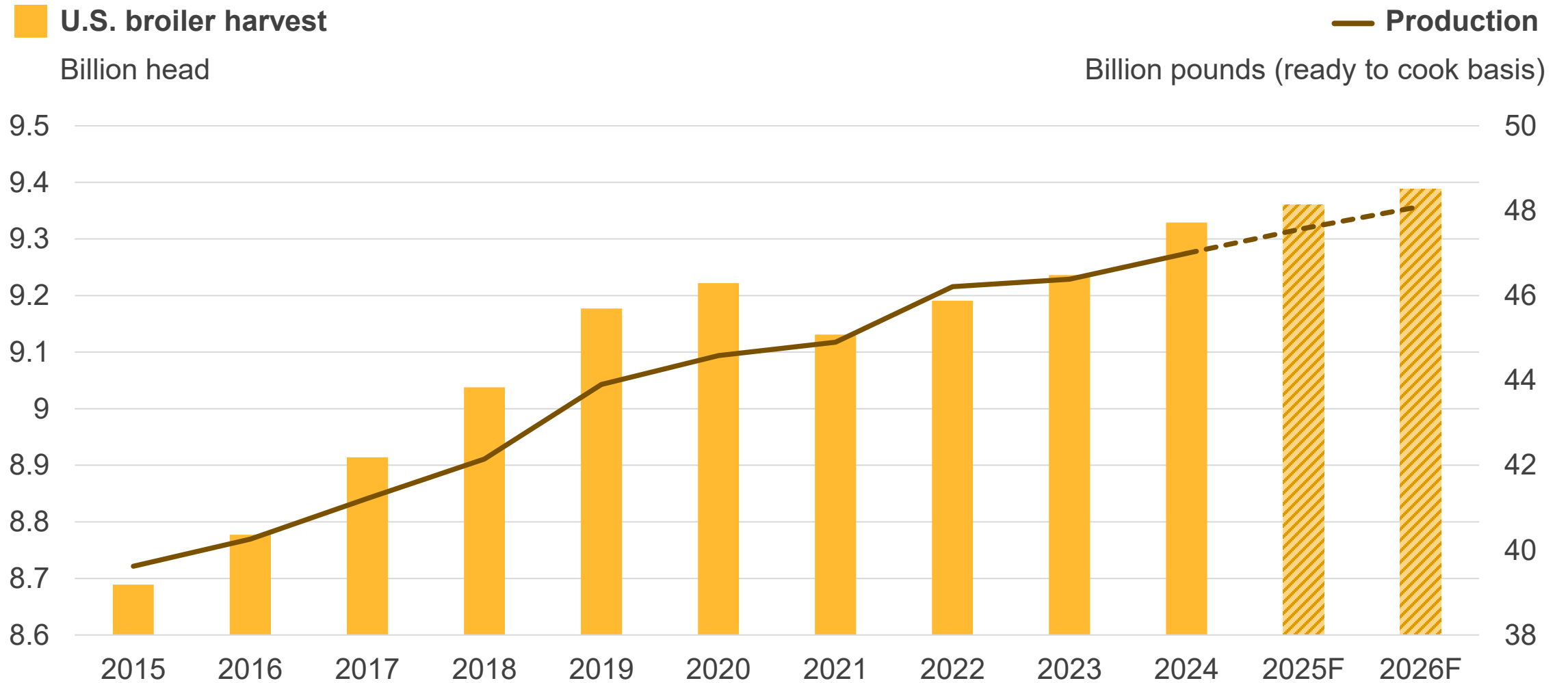
- The U.S. hatchery supply flock remains in deficit, but increase in pullet placements is prompting increase potential later this year

Broiler-Type Layer Productivity



- Weekly egg sets are up about 1.5-2% YoY, while chick placements up 2.8%
- Livability is not guaranteed, but adding to moderate outlook improvements

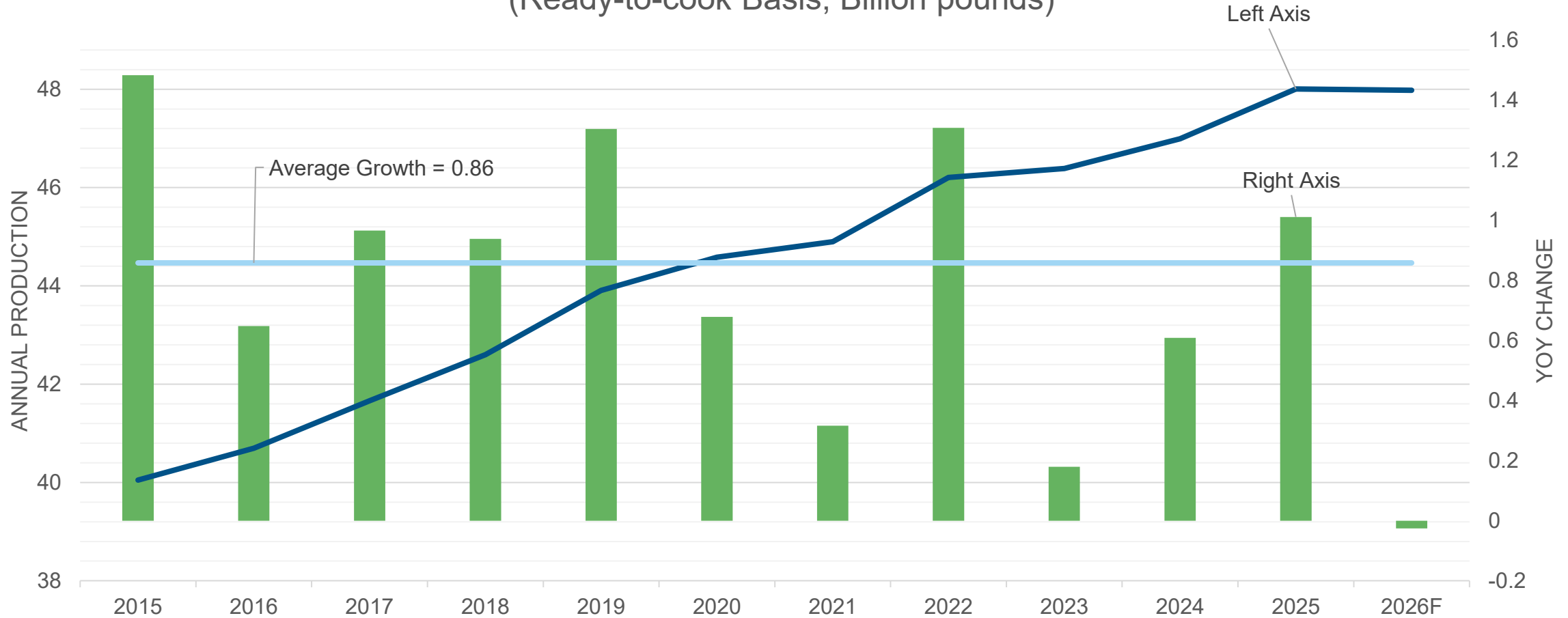
Broiler industry thriving



Broiler Production + 1.1Blbs. in 2025, forecast down 25M in 2026



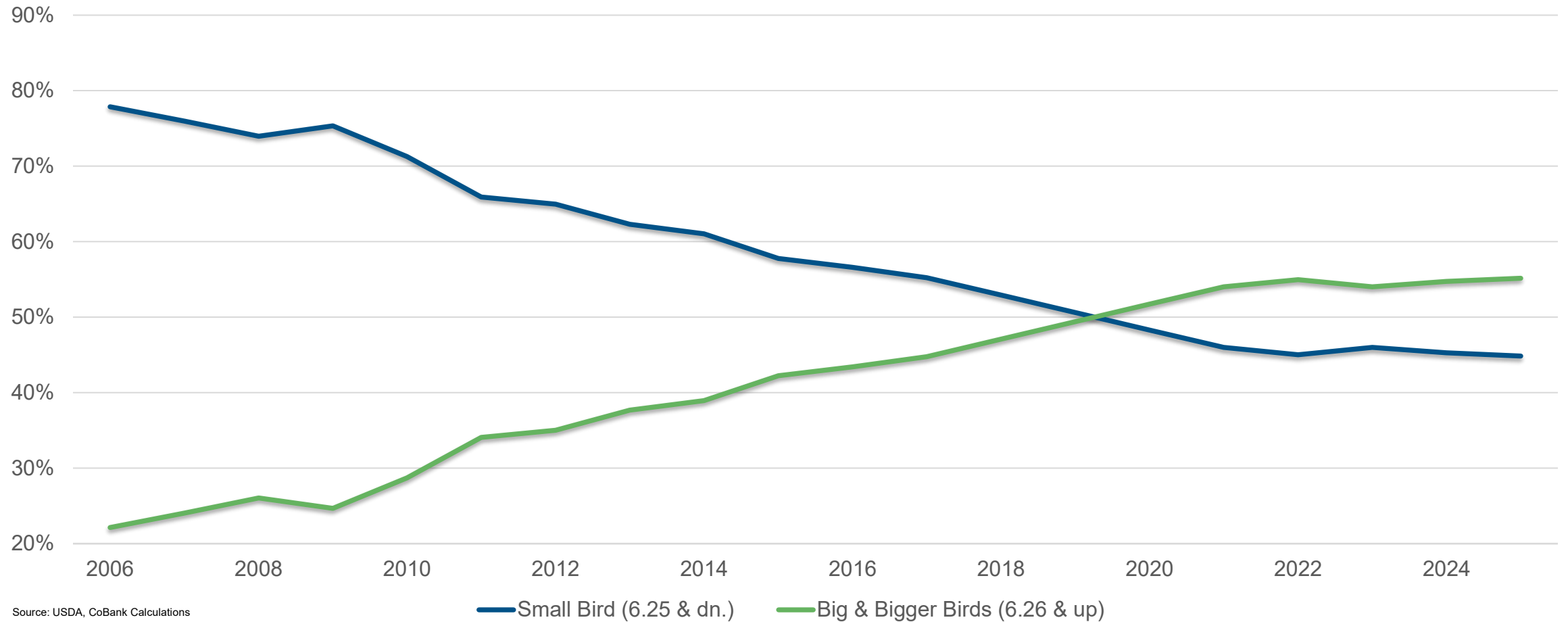
U.S. Broiler Production (Ready-to-cook Basis, Billion pounds)



Small birds increasingly scarce



Percent of US Broiler Harvest by Weight Category

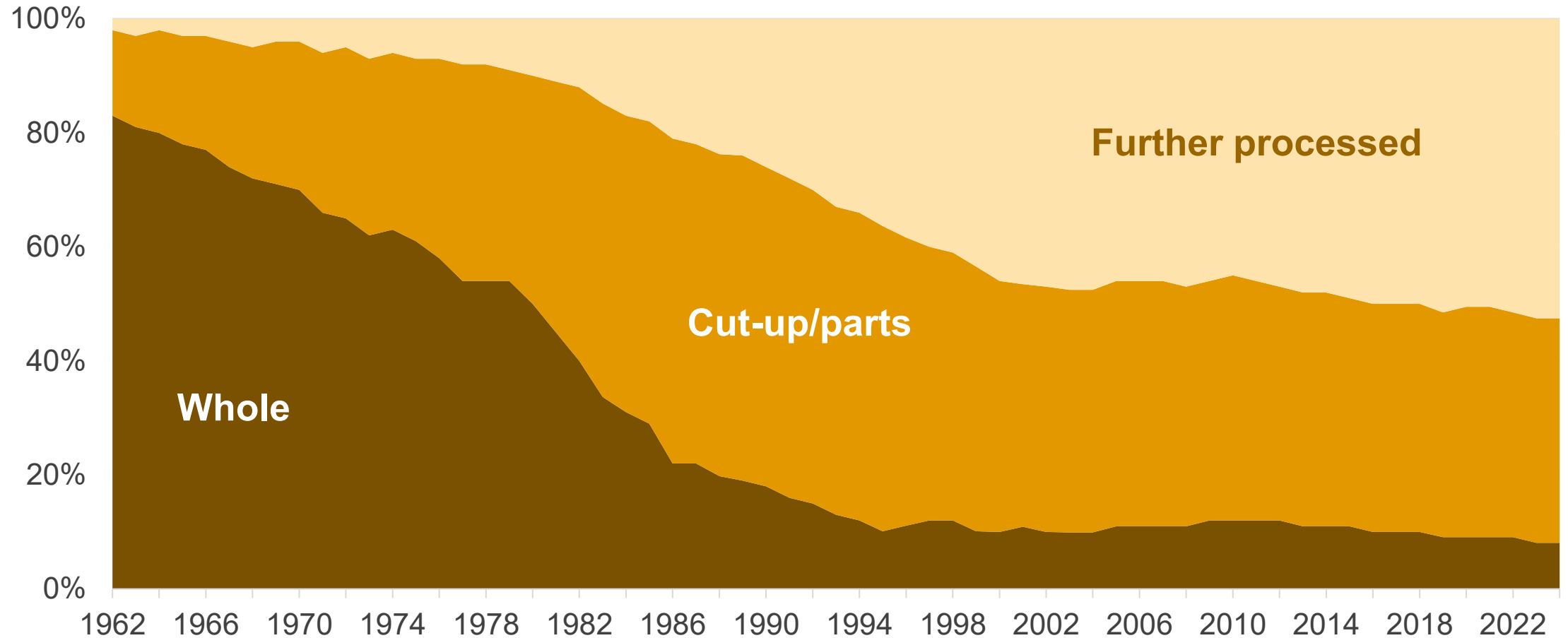


Source: USDA, CoBank Calculations

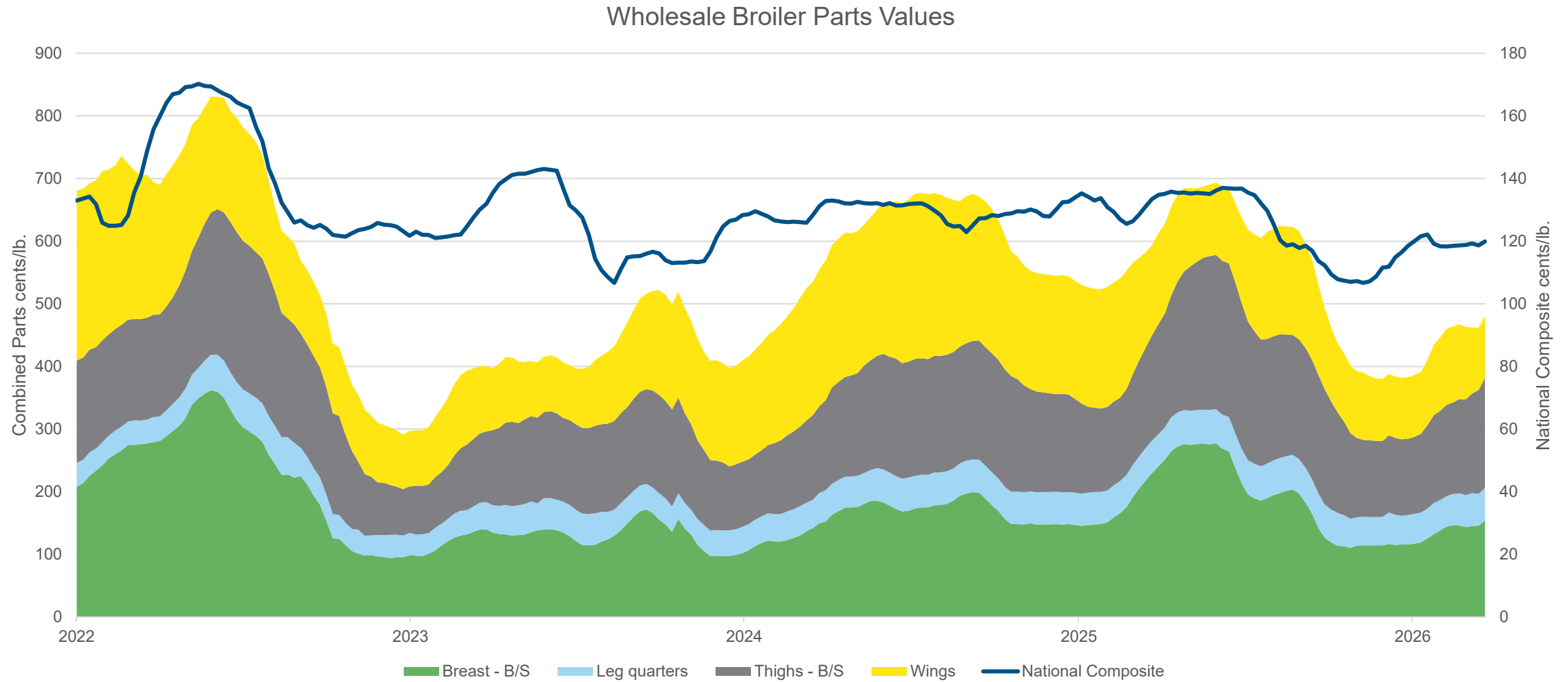
U.S. marketing channels have shifted to further processed



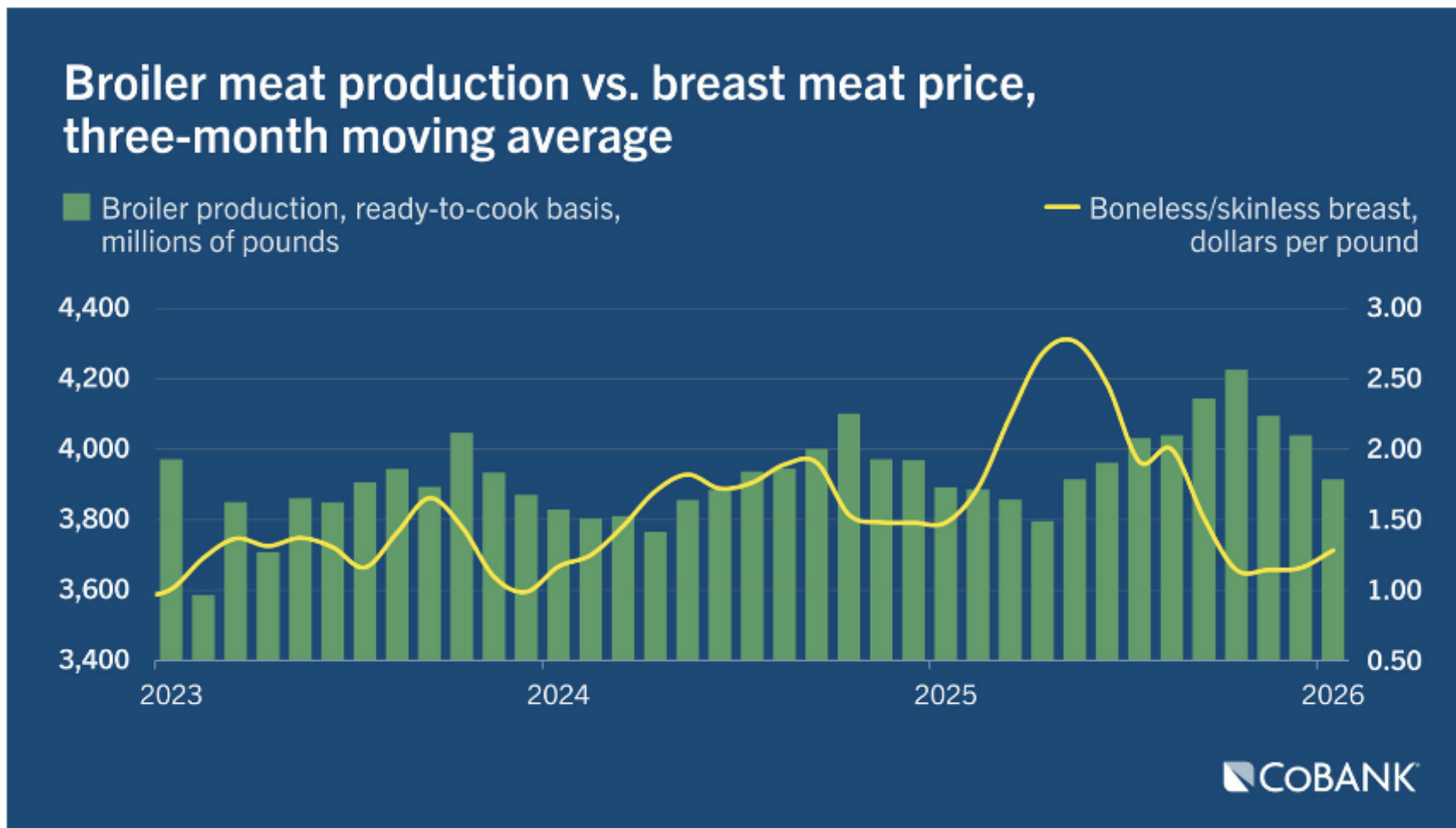
Marketing of U.S. chicken by category



...despite deflated breast meat and wing values



White meat values fell as production gains met retreating promotion



Source: USDA-NASS, AMS

Broiler

Turkey

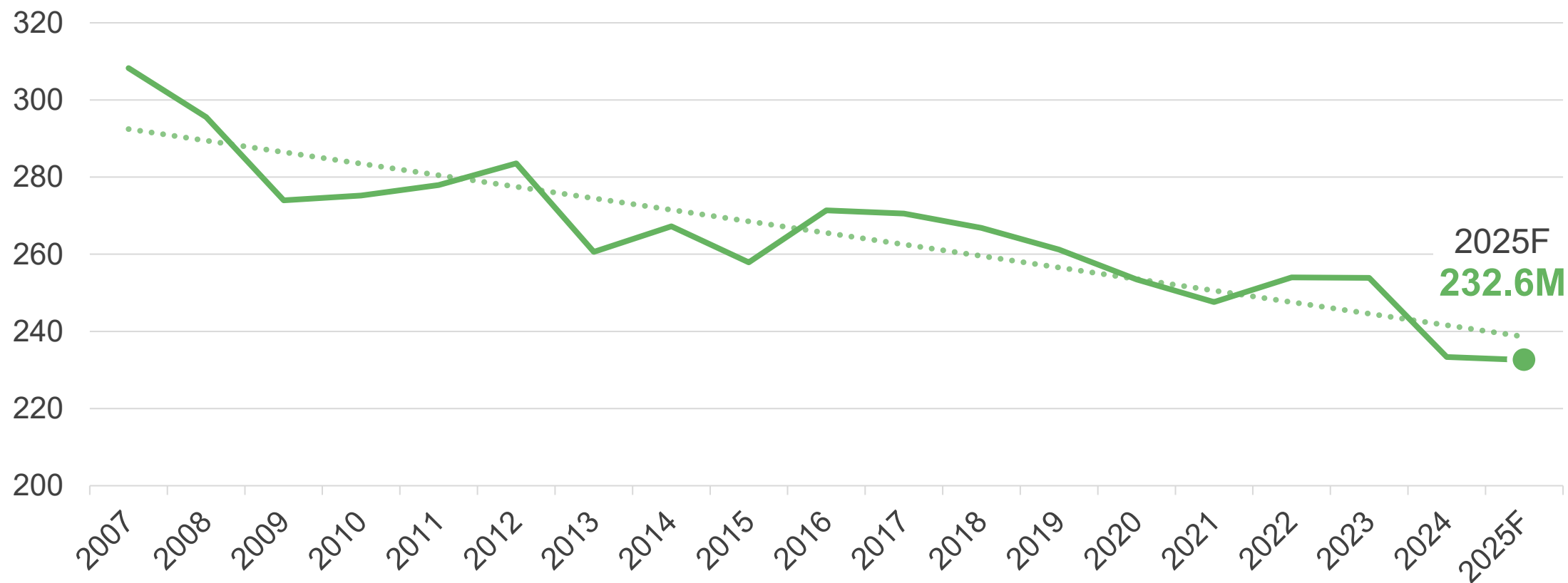
Eggs

Trade

Turkey poult placement/availability in decline



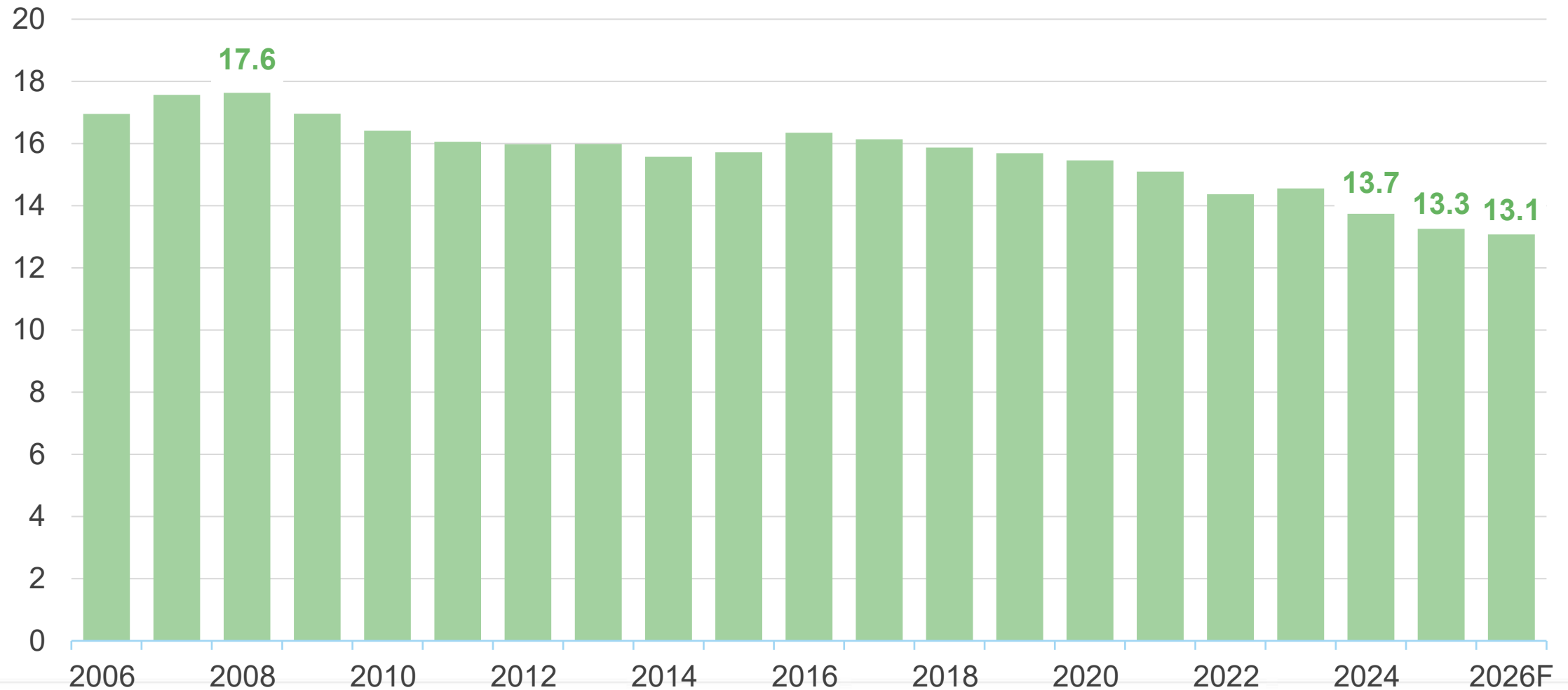
Turkey poult placements (millions)



U.S. turkey consumption, 35 year low



U.S. turkey consumption (per capita, retail weight basis)

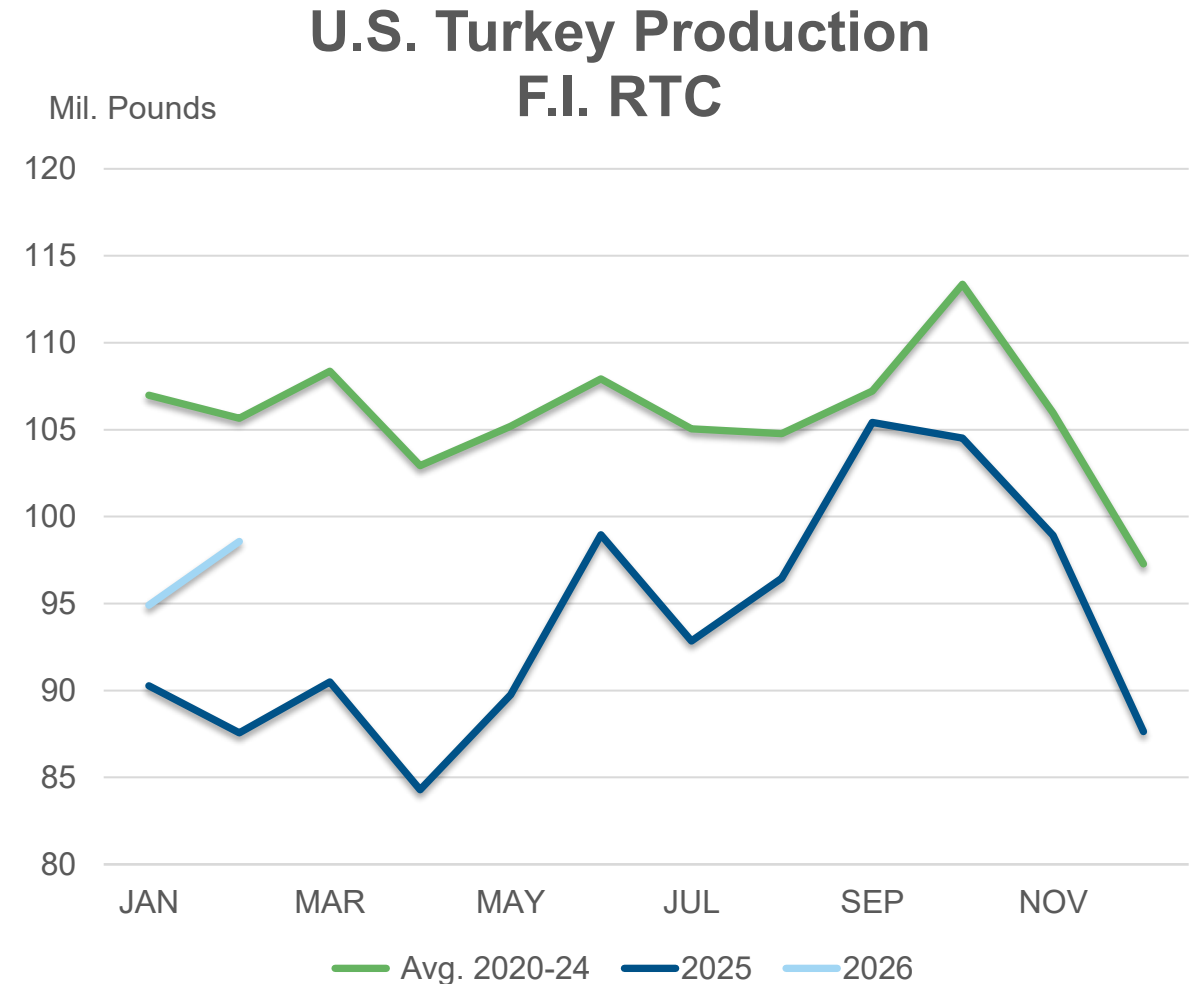


Source: USDA, CoBank, Presentation by Brian Earnest

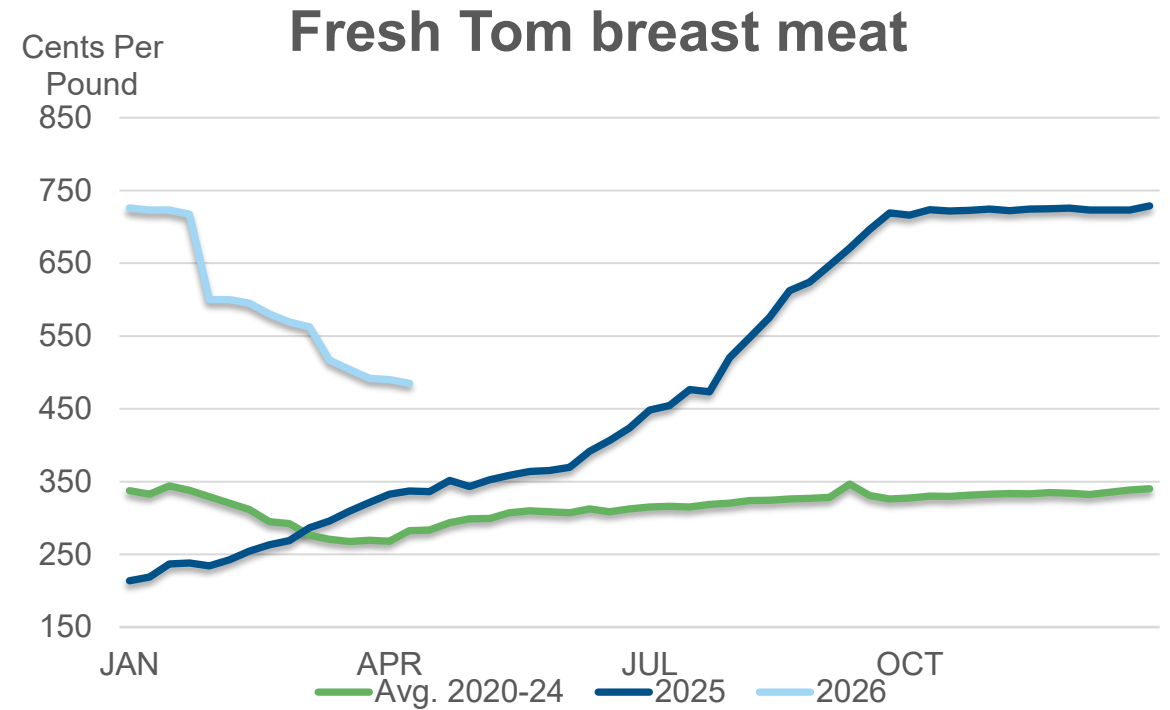
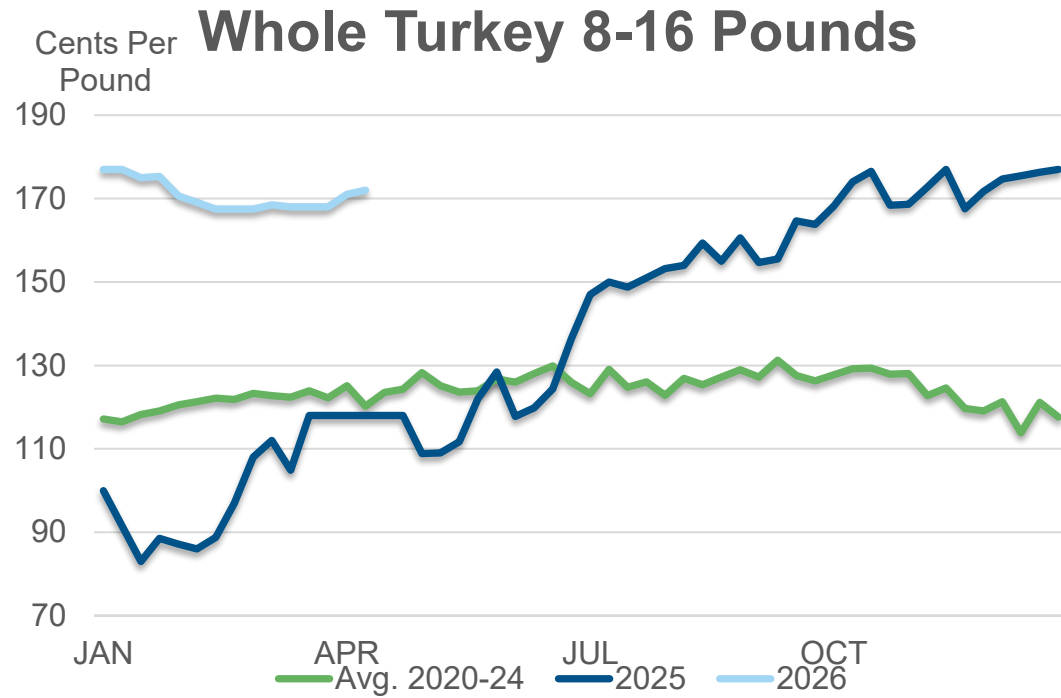
Turkey poult placement/availability in decline



- Turkey demand has been under pressure in recent years
- Processors are fight-sizing production mix with what consumers are asking for
- Turkey is a premium poultry item, but not necessarily always recognized accordingly
- Ground turkey remains in favor with consumer, they don't necessarily see it as a substitute for ground beef, but as a complimentary center-of-plate offering



Turkey value lift from HPAI remains in play



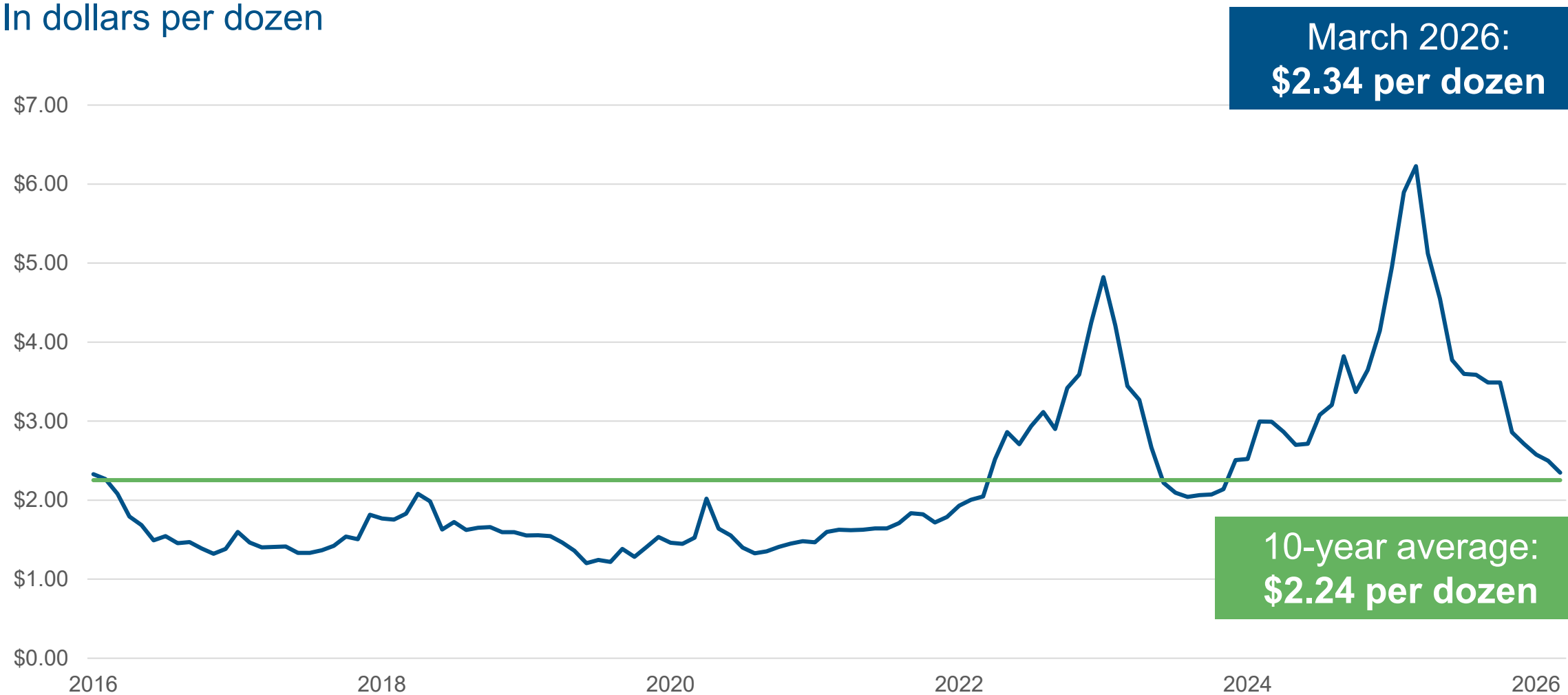
- HPAI premium entered mid 2025
- With supply remaining encumbered, prices to remain elevated

- HPAI supply woes forced elevated markets in 2025
- Deli meat continues to remain under pressure / highly competitive space



Egg prices paid by consumers at lowest since January 2024

In dollars per dozen

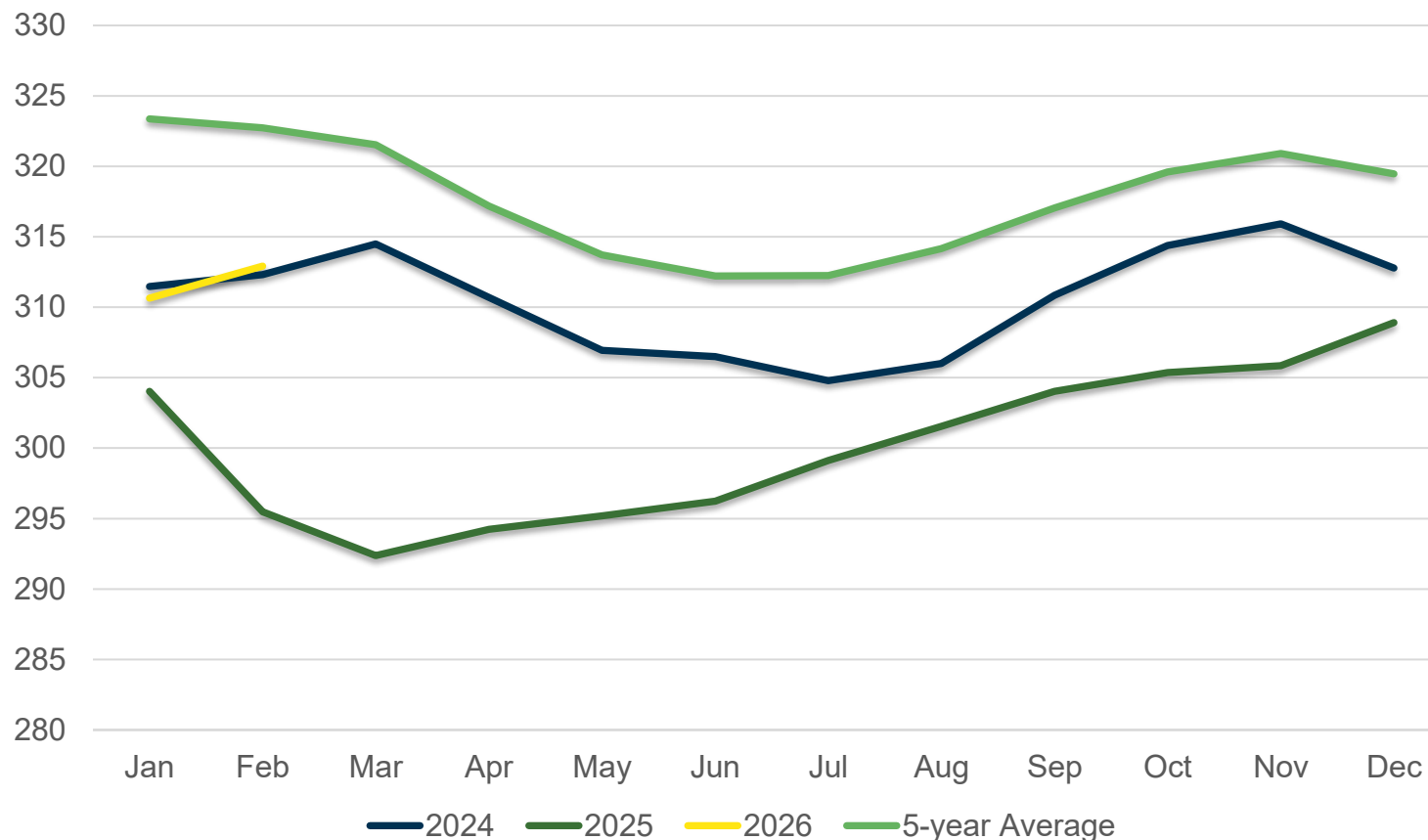


HPAI dropped flock by 32 MM (9%) from 2019 peak



- From 2016-2020, the layer flock was generally in a rebuilding phase
- Growth was spurred by improved consumer interest, better margins, and Cage-free commitments
- The layer flock peaked in 2019, at more than 340 million
- COVID-19 issues provided a setback – decreased food-service business dampened flock totals
- U.S. Table egg laying flock has been under pressure from HPAI since 2022. Most notably California early in 2025

US Table Egg-Type Layers (Millions)



Cage-free conversion taking shape, but still behind pace

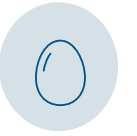
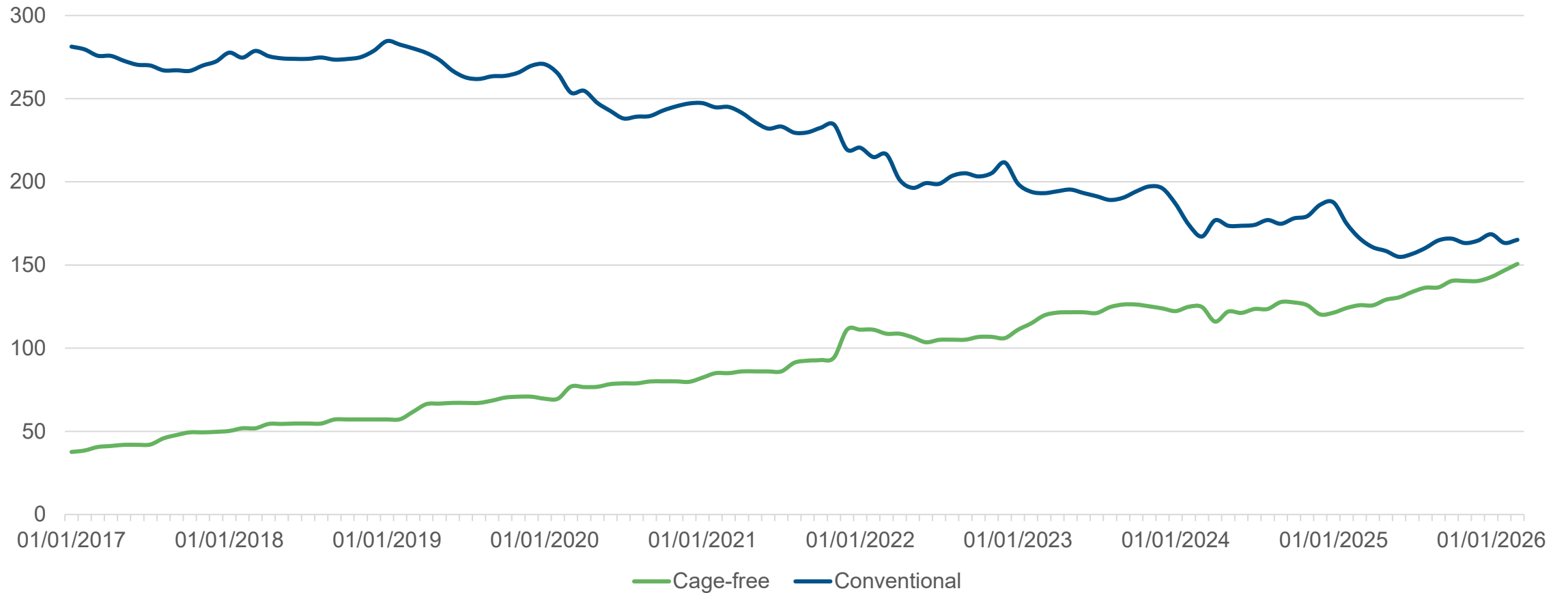
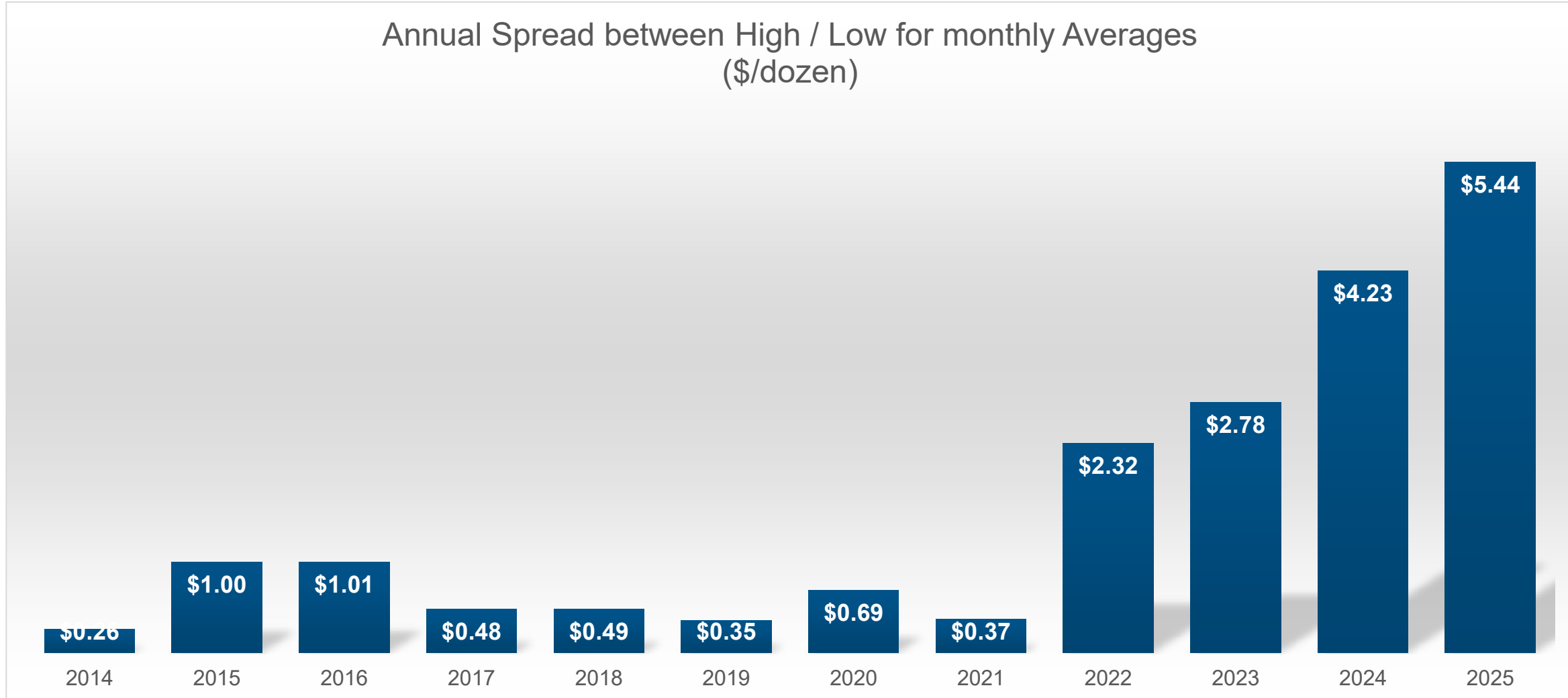
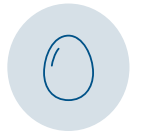


Table egg layers
(million)



Monthly average egg prices – Highs/lowers are getting higher, but also widening





Broiler

Turkey

Eggs

Trade

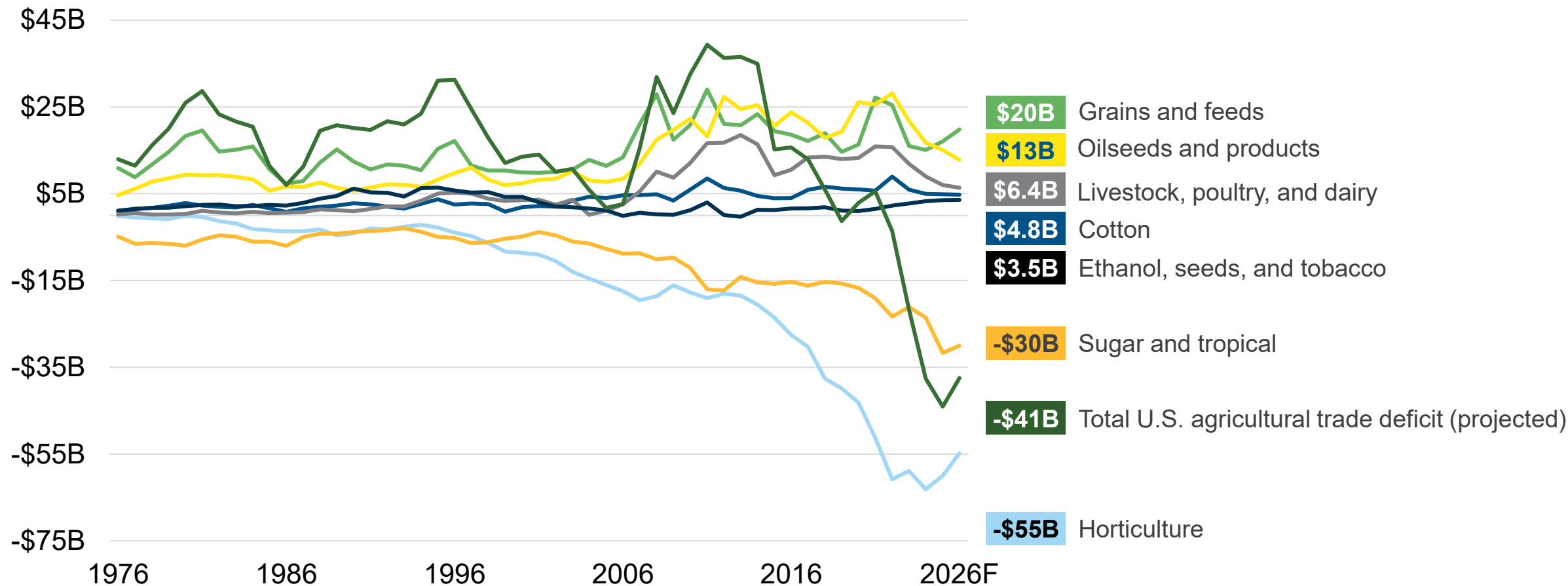
U.S. ag trade deficit remains extremely wide

-\$41.5 billion
projected in 2026

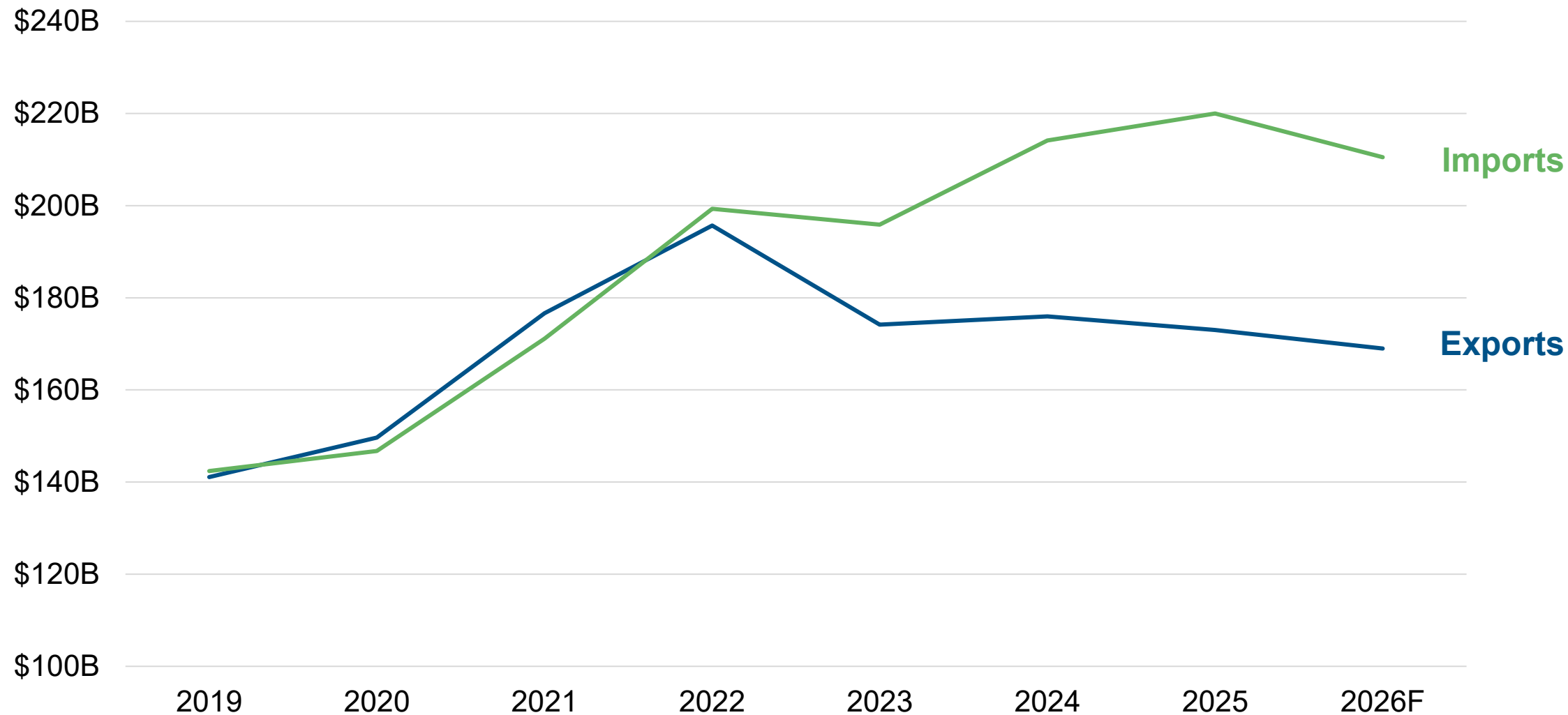
- ▶ Most recent trade surplus was in 2021
- ▶ Horticulture and sugar and tropical products contributing the most to deficit

U.S. agriculture trade deficit is plummeting

Trade balance by product category and fiscal year

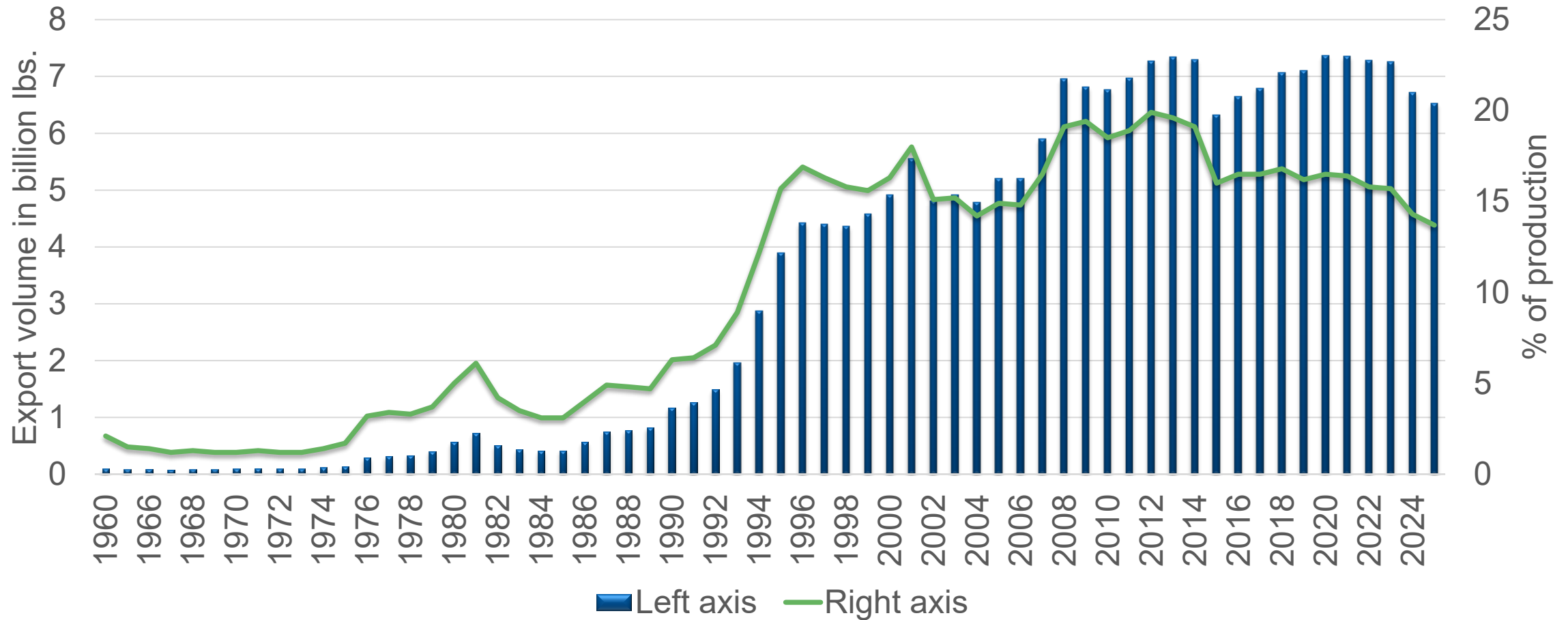


U.S. ag importing more than exporting



Domestic dark meat demand pulling down export share

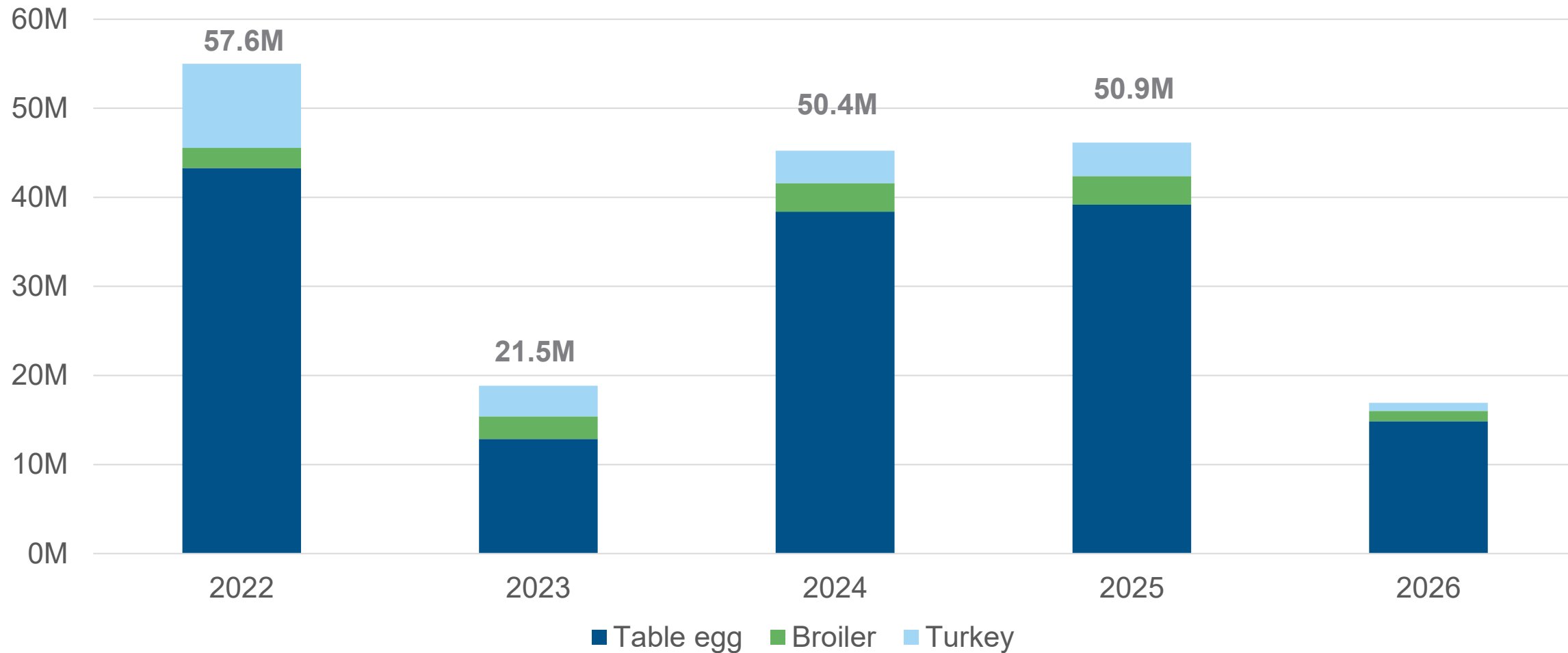
US Broiler Export Share Shrinking



HPAI decimated more of the flock in 2025 than a year ago

Commercial depopulations by type

Total depopulated



Key themes



Protein is resonating with the consumer and demand remains exceptional



Low feed cost environment stimulating expansion interest



Uncertainty is taming expectations for production growth

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