Brazilian Pork
The Brazilian Association of Animal Protein – ABPA
About ABPA

• Largest association of the animal protein chain in Brazil, created in 2014;

• 140 members among which are producers and exporters of poultry meat, pork, eggs, genetics, equipments, veterinary drugs, as well as state-level entities and other associations;

• 13 Sector Chambers – Working groups divided by production chain;

• Directive, Consultative and Administrative Councils in a balance of power between large and small companies
About ABPA

Strengthen political representativeness for both sectors

Work together for common interests:

• Market access activities;
• International trade promotion;
• Technical discussions;
• Government relations.
Brazilian Association of Animal Protein

**Brazilian Chicken Exporters**

- A’Doro
- Altiz
- Aurora
- Bandeirante
- BRF
- Bello
- Globoaves
- JBS
- Lar
- Minerva Fine Foods
- Nat Foods
- Pif Paf
- Rivelli
- Seara
- Ssa
- Tyson
- Unfango
- Vivaes
- Vossko

**Brazilian Pork Exporters**

- Agra
- Aliben
- Aurora
- BRF
- Ceratti
- Coopavel
- Cotia
- Dalla
- Frimesa
- Globoaves
- Globoaves
- JBS
- Leinosa
- Lusitania
- Nutribras
- Palspali
- Pemondas
- Pif Paf
- Saddali
- Seara
- Sulfet
- Unfood

**Brazilian Egg Exporters**

- Afa
- Naturovos
- Sonaj

abpa-br.org
Global Demand for Animal Protein (1980-2030)

Million tons

- Fish
- Eggs
- Sheep and Lambs
- Chicken
- Pork
- Beef

Source: Rabobank
Brazilian Agribusiness

Brazilian Production and Export Ranking 2015.

Source: ÚNICA, BRCITRUS, ABIOVE, ABIC, ABIEC, CONAB, SECEX, USDA, ABPA.
# Brazilian Agricultural Production

## GRAINS PRODUCTION

<table>
<thead>
<tr>
<th></th>
<th>1960</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grain Production</td>
<td>17.2</td>
<td>187.4</td>
</tr>
<tr>
<td>(Million tonnes)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Area</td>
<td>22</td>
<td>53.2</td>
</tr>
<tr>
<td>(Million hectares)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Productivity</td>
<td>783</td>
<td>3,518</td>
</tr>
<tr>
<td>(Kg / hectare)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Production of grains increased 989% and productivity increased 349%.

## MEAT PRODUCTION

<table>
<thead>
<tr>
<th></th>
<th>1960</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beef</td>
<td>1,359</td>
<td>9,600</td>
</tr>
<tr>
<td>(Thousand tonnes)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chicken*</td>
<td>0</td>
<td>12,308</td>
</tr>
<tr>
<td>(Thousand tonnes)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pork</td>
<td>368</td>
<td>3,370</td>
</tr>
<tr>
<td>(Thousand tonnes)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Production of meats increased 1,363%.

* Industrial Production

Source: ÚNICA, USDA, MAPA, ABPA

abpa-br.org
Global Scenario

- Traceability in the supply chain has become a requirement for companies interested in handling and processing products.
- Traceability is a means of communication among the links in the chain and between the chain and the inspection bodies.
- Increasing importance of keeping records for public and animal health.
- Competitiveness in agribusiness is directly related to increased efficiency in the supply chain.
Traceability System

Must monitor:

- Live animals – Swine
- Feed, veterinary drugs, and feed additives
- Meat

- Be able to interconnect these subsystems in order to trace back from Consumer to Farm.
Traceability

- Farm
- Slaughterhouse
- Transportation
- Storage
- Preparation
- Trade
Brazilian Pork Quality

Key Points

- Animal Health
- Residues
- Animal Welfare
- Environmental Protection

Traceability
Brazil – Foot & Mouth Disease Status

- FMD Free Zone with vaccination
- Buffer Zone
- FMD Infected Zone
- FMD Free Zone without vaccination

Source: MAPA
National Swine Health Program

Classical Swine Fever - Sanitary Status 2015

Source: MAPA
Brazil: quality and health

• Residue and Contaminant Control Program;
• National Swine Health Program: FMD and CSF;
• Tools for quality assurance/safety: GPP, GMP, HACCP
Biosecurity Plan
Pork Requirements for Official Certification

Certification of:

- Animal origin
- Animal Health
- Public Health
- Chemical Residues Control (additives, pesticides and veterinary drugs)
- Traceability system
- Animal Welfare
- Feed (nutrition)
- Environment
Challenges

- Ensure Animal health and food safety;
- Animal health assessment for official foreign missions;
- Transparency and Reliability;
- Technical criteria based on science;
- Implement the risk analysis tool;
- Relationship with the animal health authority of the importing countries.
Pig Production - Integrated System

BREEDERS FARM

PIGLET PRODUCTION UNIT

Piglets

GROWING FARM

Slaughtering House

GROWING FARM

FEED SUPPLY

Veterinary Assistance

Feed

Breeders

Pigs

Piglets

Pigs
Brazilian Pork Production

Benefits of Integrated Production

• Better sanitary control;
• More security for the integrated producer in animal sale;
• Income creation in rural areas.
Brazil has been establishing itself as a major supplier of quality pork to the world.

In recent years, Brazil's pork industry has invested in production and is now a benchmark in many markets, thanks to its guaranteed food safety.

In the last 15 years, Brazil has boosted its exports of pork by more than 600%, and has raised pork production by 40%.

The country has established itself as the world's fourth-largest producer and exporter.
Largest Pork Importers

Source: USDA

<table>
<thead>
<tr>
<th>Country</th>
<th>2013 Thousand tons</th>
<th>2015 Thousand tons</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>1223</td>
<td>1270</td>
</tr>
<tr>
<td>Russia</td>
<td>868</td>
<td>920</td>
</tr>
<tr>
<td>Mexico</td>
<td>783</td>
<td>845</td>
</tr>
<tr>
<td>China</td>
<td>770</td>
<td>600</td>
</tr>
<tr>
<td>USA</td>
<td>399</td>
<td>502</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>399</td>
<td>380</td>
</tr>
</tbody>
</table>

Source: USDA
Largest Pork Exporters

Brazil is the world’s fourth largest pork exporter

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th></th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>2.3</td>
<td>USA</td>
<td>2.3</td>
</tr>
<tr>
<td>EU</td>
<td>2.2</td>
<td>EU</td>
<td>2.3</td>
</tr>
<tr>
<td>CANADA</td>
<td>1.2</td>
<td>CANADA</td>
<td>1.2</td>
</tr>
<tr>
<td>BRAZIL</td>
<td>0.6</td>
<td>BRAZIL</td>
<td>0.6</td>
</tr>
</tbody>
</table>

Source: ABPA, USDA
World Pork Trade Exports 2015

Brazil 8%

Source: USDA
Brazilian Pork Exports by State (2015)

<table>
<thead>
<tr>
<th>State</th>
<th>Share %</th>
</tr>
</thead>
<tbody>
<tr>
<td>SC</td>
<td>35.4</td>
</tr>
<tr>
<td>RS</td>
<td>33.4</td>
</tr>
<tr>
<td>PR</td>
<td>12.1</td>
</tr>
<tr>
<td>GO</td>
<td>9.2</td>
</tr>
<tr>
<td>MT</td>
<td>3.7</td>
</tr>
<tr>
<td>MS</td>
<td>2.8</td>
</tr>
<tr>
<td>MG</td>
<td>2.5</td>
</tr>
<tr>
<td>SP</td>
<td>0.9</td>
</tr>
</tbody>
</table>

Source: ABPA, SECEX

abpa-br.org
Brazilian Pork Exports (thousand tons)

Source: ABPA
Pork Production Destination 2015 (Tons)

- Domestic Market: 85%
- Exports: 15%

Source: LSPS – ABPA, Embrapa and SIPS/RS
Mix of Brazilian Pork Exports 2015

Source: ABPA
Brazilian Pork Exports

Destination

<table>
<thead>
<tr>
<th>Country</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Russia</td>
<td>38.5%</td>
<td>45.7%</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>16.8%</td>
<td>16.7%</td>
</tr>
<tr>
<td>Angola</td>
<td>10.8%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Singapore</td>
<td>6.7%</td>
<td>6.6%</td>
</tr>
<tr>
<td>Uruguay</td>
<td>4.3%</td>
<td>4.1%</td>
</tr>
<tr>
<td>Others</td>
<td>22.9%</td>
<td>21.9%</td>
</tr>
</tbody>
</table>

Source: ABPA, SECEX
Brazil’s Potential

• Natural resources
• Grain availability
• Integrated production
• Animal health status
• Investment in technology

It is necessary to diversify the market
Largest Pork Producers

Brazil is the world’s fourth largest pork producer

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHINA</td>
<td>54.9</td>
<td>56.4</td>
</tr>
<tr>
<td>EU</td>
<td>22.3</td>
<td>23.0</td>
</tr>
<tr>
<td>USA</td>
<td>10.5</td>
<td>11.2</td>
</tr>
<tr>
<td>BRAZIL</td>
<td>3.3</td>
<td>3.4</td>
</tr>
<tr>
<td>OTHERS</td>
<td>17.9</td>
<td>17.5</td>
</tr>
</tbody>
</table>

Source: ABPA, USDA
Brazilian Pork Production
(Million tons)

Per capita consumption in 2015: 15 Kg

Exports Revenue in 2015: US$ 1.3 bi

Source: ABPA.
## Brazilian Pork Production by State (2015)

<table>
<thead>
<tr>
<th>State</th>
<th>Share %</th>
</tr>
</thead>
<tbody>
<tr>
<td>PR</td>
<td>15.8</td>
</tr>
<tr>
<td>SC</td>
<td>26.3</td>
</tr>
<tr>
<td>RS</td>
<td>20.9</td>
</tr>
<tr>
<td>MG</td>
<td>11.7</td>
</tr>
<tr>
<td>MT</td>
<td>7.8</td>
</tr>
<tr>
<td>GO</td>
<td>5.5</td>
</tr>
<tr>
<td>MS</td>
<td>3.2</td>
</tr>
<tr>
<td>SP</td>
<td>3.0</td>
</tr>
<tr>
<td>Others</td>
<td>5.8</td>
</tr>
</tbody>
</table>

Source: ABPA
Producers by State - 2014

<table>
<thead>
<tr>
<th>STATES</th>
<th>TOTAL</th>
<th>INTEGRATION SYSTEM</th>
<th>SHARE (%)</th>
<th>SPOT</th>
</tr>
</thead>
<tbody>
<tr>
<td>SC</td>
<td>7,350</td>
<td>7,300</td>
<td>99.3</td>
<td>50</td>
</tr>
<tr>
<td>RS</td>
<td>6,650</td>
<td>6,448</td>
<td>97.0</td>
<td>202</td>
</tr>
<tr>
<td>PR</td>
<td>4,780</td>
<td>4,473</td>
<td>93.6</td>
<td>307</td>
</tr>
<tr>
<td>SP</td>
<td>128</td>
<td>42</td>
<td>32.8</td>
<td>86</td>
</tr>
<tr>
<td>MG</td>
<td>1,650</td>
<td>1,282</td>
<td>77.7</td>
<td>368</td>
</tr>
<tr>
<td>GO</td>
<td>316</td>
<td>287</td>
<td>90.8</td>
<td>29</td>
</tr>
<tr>
<td>MT</td>
<td>392</td>
<td>325</td>
<td>82.9</td>
<td>67</td>
</tr>
<tr>
<td>MS</td>
<td>320</td>
<td>290</td>
<td>90.6</td>
<td>30</td>
</tr>
<tr>
<td>OTHERS</td>
<td>2,050</td>
<td>600</td>
<td>29.3</td>
<td>1,450</td>
</tr>
<tr>
<td>TOTAL</td>
<td>23,636</td>
<td>21,047</td>
<td>89.0</td>
<td>2,589</td>
</tr>
</tbody>
</table>

Source: LSPS, ABPA
Productive Industrial Sows

Million of heads

Source: LSPS, ABPA

abpa-br.org
Pigs Slaughtered per Industrial Sow

Heads

20.8  21.7  22.4  22.5  22.9  23.4  23.8  23.7  24.2  24.7


+18.75%

Source: LSPS, ABPA
Average Weight of Carcass

Source: LSPS, ABPA
Pork
Market Facts and Figures - 2015

3.5 million tons produced
540 thousand tons exported
3.0 million tons consumed in the domestic market
23 thousand producers
610 thousand jobs created
THANK YOU!

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