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## GLOBAL

### UCRANIA

#### ***Exporta granos por tren por bloqueo de sus puertos***

28 March 2022 Logistical difficulties persist Traders have exported the first supplies of Ukrainian corn to Europe by train as the country's sea ports remain blocked due to the Russian invasion, APK-Inform agriculture consultancy said on Sunday.

Ukraine is a global major grain grower and exporter and almost all its exports have traditionally been shipped from its Black Sea ports, reported Reuters. Monthly grain exports exceeded 5 million tonnes before the war.

Traders and agriculture officials have said Ukraine, which still has significant volumes of grain in stock, may start exporting by train via its western border.

"The first batches of several thousand tonnes of corn have already been exported across Ukraine's western land border," APK-Inform said in a report.

"Difficulties with logistics persist, supply still prevails over demand, but prices have stopped falling," it added.

APK-Inform said Ukrainian corn DAP (Delivered At Place) prices for buyers from Poland and the Baltic States were \$250 to \$265 per tonne and \$275 per tonne for Slovakia.

Ukrainian transport authorities have said as much as 600,000 tonnes of grain per month could be exported by trains from Ukraine to Europe.

APK-Inform said last week Ukraine's grain exports could total 44 million tonnes in the 2021/22 July-June season. It expected only 1 million tonnes of grain to leave the country from March to June due to logistics problems.

#### ***Prevén menor cosecha y area sembrada en 2022***

31 March 2022 A lack of fuel has not affected planting

Ukrainian farmers have sown about 400,000 hectares (988,000 acres) with various spring crops by Thursday, or a tenth more than by the same date last year, despite the Russian invasion, deputy agriculture minister Taras Vysotskiy said.

A lack of fuel had not affected sowing, he added.

"We are negotiating with suppliers so that the sowing campaign does not stop," Vysotskiy said in a televised statement.

This month, Ukrainian agriculture officials told Reuters that the spring crop sowing area in 2022 could more than halve from last year, to about 7 million hectares, versus 15 million hectares expected before the invasion.

They say farmers could reduce the area sown with sunflower and corn, but increase the area sown to cereals like peas, barley and oats, reported Reuters.

Ukraine has suspended exports of rye, oats, millet, buckwheat, salt, sugar, meat and livestock since the invasion, and introduced export licences for wheat.

The government said it would allow free exports of corn and sunflower oil, however.

On Thursday, Vysotskiy said Ukraine had 13 million tonnes of corn and 3.8 million tonnes of wheat in stocks by the end of March.

Last week, Ukraine's new agriculture minister, Mykola Solskyi, said grain stocks for export amounted to \$7.5 billion but did not say what the available volume was.

Global food prices would continue to rise if the situation in Ukraine following the invasion did not change, he added.

31 March 2022 The company doesn't expect total failure

Swiss agrochemicals group Syngenta expects crops output in Ukraine to slump substantially this year, it said on Thursday, as it announced fourth-quarter results.

"We hope to be able to save around two-thirds of what would normally be possible," a spokesperson said on Thursday, referring to the Ukrainian crops harvest. "We definitely don't expect a total failure."

The Chinese-owned group, which aims to raise around \$10 billion from an initial public offering, sells both crop protection products and seeds, reported Reuters.

It said it was now selling these at the price of cost in Ukraine to ensure as high a harvest as possible.

"We are on the brink of a global food crisis," CEO Erik Fyrwald said in a post LinkedIn, referring to the destruction of infrastructure, disruptions of transport and land and water contamination which he said were making it impossible for farmers to work.



Outside of conflict, the current growing season was also being affected by unprecedented floods, droughts and high levels of pest infestation, he said.

Ukraine is a major global agriculture producer and exporter, and Russia's invasion of the country is expected to sharply reduce the 2022 harvest, with Agriculture Minister Roman Leshchenko telling Reuters its spring crop sowing area may more than halve this year.

Syngenta employs around 730 people in Ukraine and about 800 in Russia. It said it has no plans to withdraw from Russia. Crop production is not subject to various sanctions imposed on Moscow.

On a revenue basis, it said Ukraine and Russia each accounted for less than 2% of group sales.

Across the group, it said fourth quarter sales increased by 17% to \$7.2 billion as it benefitted from farmers investing in seeds and sprays to boost production.

It said it had increased revenue generated from its training centres in China, where it added 167 new sites in 2021 to take its total to 492.

The sites train farmers in the latest agricultural techniques as well as supply equipment, seeds and pesticides.

Syngenta said it had continued to manage its supply chain in the face of procurement and other problems. Earnings before interest, tax, depreciation and amortisation (EBITDA) rose 4% to \$1.1 billion during the fourth quarter.

Syngenta, which competes with Germany's Bayer and US agrochemicals company Corteva, was bought by state-owned ChemChina for \$43 billion in 2017, and is currently looking into a flotation.

### **Mesa de Carne Sustentable lanzó Guía de huella de carbono de la Carne Bovina**

28 March 2022

The Global Roundtable for Sustainable Beef (GRSB) Scientific Advisory Council launched the Beef Carbon Footprint Guideline to allow for sector-wide consistency in the calculation of the carbon footprint of beef cattle.

Together, GRSB and its members noticed that across the global sector businesses and organizations were using different methodologies and data to measure their carbon impact – leading to inconsistencies. As such, comparable and consistent measuring across companies, countries and continents was difficult.

GRSB commissioned the development of this document to provide relevant and concrete guidance on the calculation of greenhouse gas emissions of beef cattle production with a life cycle perspective. The guideline is focused on a single environmental impact, the emissions of GHG's and their contribution to climate change from beef cattle production.

The purpose of this guideline is to provide rules to ensure alignment and consistency among studies performed for the quantification of GHG of beef cattle supply chains. This document addresses only a single impact category - climate change and the contribution of the life cycle of beef cattle production to this impact in a cradle-to-gate perspective.

This new Beef Carbon Footprint Guideline has therefore been developed based on UN FAO's LEAP guidance to:

Quantify emissions from cradle to farm gate or cradle to processing gate

Allow monitoring of GHG emissions through time for a specific system

Identify main drivers for GHG emissions in the beef cattle life cycle

Allow comparisons within the context of the same study

Compliment the dairy sector's LCA work which is also based on FAO LEAP guideline

This announcement builds on the established progress by GRSB and its members to ensure a joint global approach to sustainable beef production. Last year, GRSB launched its global sustainability goals – commitments to advance and improve the sustainability of the global beef value chain. The goals focused on three key areas – climate, nature positive and animal health and welfare.

“A key part of GRSB's mission is to ensure transparency when it comes to evaluating and reporting key sustainability metrics. However, the global beef carbon footprint has, to date, been challenging to effectively track and report,” said Ruaraidh Petre, Executive Director of the Global Roundtable for Sustainable Beef. “Launching this new guideline will help to create consistency in the global beef sector. There is growing momentum in the industry to protect and nurture the earth's natural resources and having a clearer carbon footprint guideline will allow us to do this better than ever before.”

The creation of the guideline was made possible by a number of notable members of the organization, including financial support from McDonald's Corporation and DSM. Blonk Consultants supported the effort by advising on the methodological approach and developing the guideline.



## BRASIL

### Marzo cerró con precios similares al mes precedente

Após os últimos recuos, o mês de março encerrou com o boi gordo se mantendo estável no mercado físico do estado paulista, onde a arroba seguiu sendo comercializada na média de R\$ 330,00. Na B3 o contrato futuro com vencimento para mar/22, que encerrou ontem, foi liquidado à R\$ 341,83/@.

Um marco importante no momento atual, é a melhora na relação de troca entre arroba do boi gordo e bezerro, isso se deve a valorização da arroba concomitante a desvalorização recente do bezerro. No Mato Grosso do Sul, a relação de troca para mar/22 ficou em 8,09 arrobas de boi gordo necessárias para a compra de um bezerro, uma relação 4,85% acima da média histórica para o estado.

### CEPEA: Feed lots mejorarán rentabilidad en 2022

28/03/2022 A DSM e o Centro de Estudos Avançados em Economia Aplicada (Cepea) apresentaram os resultados zootécnicos e financeiros da sétima edição do Tour de Confinamento, que avaliou 10 propriedades em oito Estados do País

A fabricante de suplementos nutricionais DSM e o Centro de Estudos Avançados em Economia Aplicada, da Escola Superior de Agricultura Luiz de Queiroz, da Universidade de São Paulo (Cepea-USP), apresentaram na manhã desta segunda-feira, 28/3, os resultados zootécnicos e financeiros do Tour de Confinamento, que completou sete anos no ano passado.

Entre os 10 confinamentos participantes de oito Estados do País, a taxa de lucro ou o Retorno Sobre Investimento (ROI, na sigla em inglês) ficou em 6,65%, na média dos 107 dias de engorda dos animais.

A projeção é que este ano o ROI possa chegar a 13,37%. O ROI é a taxa porcentual de “lucro” do pecuarista a cada R\$ 1 investido.

Apesar de a taxa de retorno ter sido a segunda mais baixa ao longo dos sete anos do Tour de Confinamento, ainda assim foi um número surpreendente por conta a alta nos custos ao longo de 2021, segundo o economista agroindustrial Thiago Bernardino de Carvalho, pesquisador do Cepea.

Segundo Carvalho, que analisa de perto os números do Tour de Confinamento, dois itens foram essenciais para essa rentabilidade: valorização do boi gordo e investimento em tecnologia por parte dos confinadores.

“Evidentemente que o mercado chinês absorveu grande quantidade e foi um grande vetor de lucratividade. No entanto o uso de tecnologia também teve peso, pois foi ela que garantiu mais ganho de peso de carcaça aos animais. Para eu fazer um boi China, de 20 a 30 meses, eu preciso de tecnologia e gestão na atividade”, explica.

#### Resultados zootécnicos

As dez propriedades analisadas em 2021 são dos Estados de Goiás, Mato Grosso do Sul, Mato Grosso, Pará, Paraná, Rondônia, São Paulo e Tocantins.

O rendimento de carcaça ficou em 56,29%, a maior taxa desde o primeiro Tour de Confinamento, em 2015. O peso médio dos animais foi de 21,27 arrobas, resultando 8,19 arrobas produzidas.

O ganho de peso por dia foi 1,63 quilos e o ganho diário de carcaça foi de 1,15. Na edição de 2020, o ganho de peso por dia foi de 1,68 quilos e o ganho diário de carcaça foi de 1,14 quilos.

O Tour DSM de Confinamento chegou ao final do ano passado com mais de 200 mil bovinos de corte avaliados, a maioria deles machos inteiros anelados.

#### 30 de março de 2022

Em 2021, o retorno sobre os investimentos (ROI, na sigla em inglês) dos pecuaristas que trabalham com confinamento despencou, chegando a 6,65%, segundo levantamento que a empresa de nutrição e saúde animal DSM e o Centro de Estudos Avançados em Economia Aplicada (Cepea), da Esalq/USP, fizeram em parceria. No ano anterior, a rentabilidade tinha sido de 23,83%.

Mas, em 2022, o indicador deve voltar a subir, segundo o estudo. De acordo com Thiago Carvalho, pesquisador do Cepea, o retorno sobre os investimentos chegará a 13,4% neste ano. A projeção foi calculada com base no atual patamar dos custos e da arroba do boi gordo.

A rentabilidade dos confinadores no ano passado ano foi a menor desde 2016, quando o ROI médio foi de 5,57%. Segundo o Cepea, em Campinas (SP), o preço do milho usado na composição de rações para bovinos aumentou 24,4% entre 2020 e 2021, passando de R\$ 79,72 para R\$ 99,18 a saca. Na mesma base de comparação, o custo para adquirir um boi magro aumentou 2,1%, de R\$ 4.290 para R\$ 4.380 por cabeça, e o preço médio da arroba do boi gordo passou de R\$ 270 para R\$ 305, um aumento de 13%.

No ano passado, o custo final do boi confinado ficou no intervalo entre R\$ 260 e R\$ 302 por arroba, e o preço de venda, entre R\$ 285 e R\$ 330.

#### Resultados no vermelho



Segundo Carvalho, alguns pecuaristas do Centro-Oeste que deixaram para negociar gado a preço de balcão no fim do ano acabaram fechando no vermelho devido à queda vertiginosa das cotações durante o embargo chinês à carne bovina do Brasil. Depois de o Ministério da Agricultura confirmar dois casos atípicos de vaca louca, os chineses ficaram mais de três meses sem importar a carne brasileira.

A DSM, dona da Tortuga, está presente em um terço dos confinamentos brasileiros e acompanha o desempenho de seus clientes desde 2015. Ao longo desse período, mais de 7 mil produtores e 200 mil animais fizeram parte do levantamento.

Nesse intervalo, a média do ganho diário de carcaça subiu 7,8%, para 1,15 quilo, número 21% superior à média nacional, que foi de 950 gramas a mais por dia. O rendimento de carcaça aumentou 0,9%, para 56,29 quilos, e o período de permanência dos animais em confinamento caiu 4,5%, para 107 dias.

Hugo Cunha, gerente nacional de confinamento da DSM, afirma que, com a falta de pastagens e as boas perspectivas para a segunda safra de milho, alguns pecuaristas anteciparam de maio para março o início do confinamento dos animais.

### **Marcos Montes asumirá el Ministerio da Agricultura**

Por: Portal DBO 30/03/2022 O Ministério da Agricultura, Pecuária e Abastecimento realiza nesta quinta-feira (31), às 15h, a cerimônia de transmissão de cargo de ministro na sede do Mapa, na Esplanada dos Ministérios, em Brasília (DF)

O Ministério da Agricultura, Pecuária e Abastecimento (Mapa) informou em comunicado à imprensa que realiza nesta quinta-feira (31), às 15h, a cerimônia de transmissão de cargo de ministro.

A ministra Tereza Cristina passará o cargo ao atual secretário-executivo, Marcos Montes. Ex-prefeito de Uberaba e eleito deputado federal por Minas Gerais em três mandatos, Marcos Montes Cordeiro tem 72 anos, é médico e produtor rural.

## **URUGUAY**

### **Buena dinámica en negocios y valores convalida firmeza del mercado ganadero**

29/03/2022

Los novillos cotizan US\$ 5,13 por kilo carcasa, y US\$ 5,20 los de exportación; las vacas US\$ 4,87, con un pico de US\$ 4,96; las vaquillonas US\$ 4,99 con un máximo de US\$ 5,02

La faena semanal bovina fue de 54.971 cabezas, un 6% superior a la semana anterior. El volumen faenado acumulado en el año 2022 es mayor en 13% al mismo período del año 2021.

En su reunión semanal de precios de referencia, la Asociación de Consignatarios de Ganado (ACG) marcó una nueva suba en los valores de referencia de todas las categorías gordas con destino a faena.

“Con faena que mantiene su excelente nivel de actividad, continúa la buena dinámica en negocios y valores que convalida la firmeza del mercado”, señalaron los consignatarios.

A propósito, los novillos cotizan US\$ 5,13 por kilo carcasa, y US\$ 5,20 los de exportación; las vacas US\$ 4,87, con un pico de US\$ 4,96; las vaquillonas US\$ 4,99 con un máximo de US\$ 5,02.

“Hay una muy buena demanda, ágil colocación y preferencia por ganados pesados y especiales”, dijo Diego Arrospide, presidente de la ACG, en diálogo con Valor Agregado de radio Carve.

“Percibimos que, de mantenerse está demanda con estos niveles de actividad, se le va a seguir dando firmeza a los valores. Con estos niveles de actividad nos imaginamos un escenario de firmeza”, aseguró.

Demanda asegurada. Se prevé que para este año el volumen importado de carne vacuna de China tenga un aumento del orden del 10% respecto al año pasado, es decir, el gigante asiático estaría importando 2,5 veces más de proteína roja que durante 2021.

Esta fue una de las principales informaciones que se desprendieron de la conferencia internacional sobre el mercado global de la carne, organizada por la Asociación de Consignatarios de Ganado (ACG), de la cual participaron destacados especialistas del mercado, como Gerrard Liu, analista jefe de Meat International Group (MIG); Simón Quilty, analista independiente de carne y ganado de Australia; y Rafael Tardáguila, director de Tardáguila Agromercados.

Diego Arrospide hizo referencia a que fue un seminario muy interesante dado que se pusieron sobre la mesa distintas visiones sobre un mismo tema frente a la situación mundial.

“Se analizaron las variables, hay mucha volatilidad en un mundo extremo con complicaciones climáticas, con precios disparados del petróleo, de los alimentos. En China hay un componente estructural que acompasa una demanda sostenida con una previsión de aumento de las importaciones de carne roja del 10%, es una excelente señal. La transformación evolución del consumo le da un componente más estructural a la demanda. Aparentemente por unos años le da firmeza a los mercados”, aseguró.

Si bien hay luces amarillas prendidas a raíz de los nuevos focos de covid, hoy se mantiene firme la demanda.





### **"Hay interés de China en avanzar" en un posible TLC**

29/03/2022 La inserción internacional fue uno de los temas centrales que surgió de la visita del ministro de Relaciones Exteriores, Francisco Bustillo, a la Junta del Instituto Nacional de Carnes.

A propósito, el Ing. Agr. Ricardo Reilly informó que en una suerte de puesta a punto, participó una nutrida delegación pese a que está la comisión de Procarnes se encuentra trabajando en los temas. "Hay que valorar tener un ida y vuelta tan directo con quien lleva adelante la política exterior y en los temas comerciales, que es muy importante para el sector cárnico", comentó en Valor Agregado de radio Carve.

A propósito, Reilly manifestó que las perspectivas son buenas, pese a que el mundo está muy distorsionado. "Nadie esperaba todo lo que está ocurriendo. Post covid se preveía una situación normal, pero la guerra cambia el eje en un montón de aspectos. Los países cambian decisiones y cambia el orden mundial. Las cosas que estaban pendientes siguen pendientes, y otras pasaron a segundo plano", dijo.

La Cancillería ataca dos grandes zonas: el Golfo y el sudeste asiático. Está claro que la vía de entrada es a través del acuerdo CPTTP Transpacífico, en donde se han encomendado estudios porque hay que calificar para ser miembro. "Al final de este acuerdo habría un final de aranceles bajos", comentó.

China. Sobre un posible TLC con China, Reilly informó que los pasos están dados y que lo más importante es que "hay un interés de China en avanzar".

Sin embargo, puntualizó que hay una limitante "muy grande", pese a que Uruguay hace sus deberes y es "muy bien visto a nivel internacional", y es que no lo ayuda el bloque al cual pertenece.

"Es muy difícil que un país grande quiera firmar una acuerdo con Uruguay si eso implica tener una desvinculación comercial con países como Brasil o Argentina. Es una traba y el Mercosur está paralizado", señaló.

### **Confinadores de Uruguay no descartan que el novillo pueda alcanzar los US\$ 6**

29/03/2022GANADERÍA

Los confinadores de ganado bovino en Uruguay visualizan un mercado mundial de carnes "demandado y sin señales de cambio, al menos en lo inmediato", lo que seguiría empujando el precio del ganado en el país y la región. El presidente de la Asociación Uruguaya de Producción de Carne Intensiva Natural (Aupcin), el Dr. Álvaro Ferrés, dijo a Rurales El País que el precio de la carne "tendrá que absorber la suba del valor de los granos", y estimó que "no hay manera de que baje, salvo que pase alguna cosa rara". "Si no hay cambios, el precio del ganado va a seguir firme y arriba de los US\$ 5 por kilo, podemos llegar a ver números que ni siquiera imaginamos. Ya no imaginábamos US\$ 5 pero no descarto que podamos pasar a entre US\$ 5,50 y US\$ 6 por kilo. Esa deberá ser la realidad para el ganado de feedlot", destacó el ejecutivo. En el mercado uruguayo ya hay negocios por novillos especiales a US\$ 5,20 por kilo, marcando un nuevo récord histórico para la ganadería uruguaya. A su vez, la referencia para los novillos de punta va de US\$ 5,17 a US\$ 5,22 por kilo, al cierre de la pasada semana, con ingresos a frigorífico que no superan los 10 días. Mientras tanto, los corrales de engorde continúan reafirmando su protagonismo en la faena de bovinos, que tiene una conformación de animales jóvenes que continúa creciendo. El aumento de la faena se dio en todas las categorías, pero especialmente en el caso de las vaquillonas, donde el volumen industrializado superó al de vacas y novillos.

### **En un mundo plagado de peligrosos extremos, China seguirá importando carne**

Por Manuela García Pintos, 29/03/2022

Asociación de Consignatarios de Ganado (ACG) realizó conferencia internacional sobre el mercado global de la carne con destacados panelistas y buena audiencia

HYATT. La ACG realizó conferencia internacional ante la presencia del Ministro Fernando Mattos; el presidente de INAC, Conrado Ferber; y el exministro Carlos María Uriarte.

Se prevé que para este año el volumen importado de carne vacuna de China tenga un aumento del orden del 10% respecto al año pasado, es decir, el gigante asiático estaría importando 2,5 veces más de proteína roja que durante 2021.

Esta fue una de las principales informaciones que se desprendieron de la conferencia internacional sobre el mercado global de la carne, organizada por la Asociación de Consignatarios de Ganado (ACG), de la cual participaron destacados especialistas del mercado, como Gerrard Liu, analista jefe de Meat International Group (MIG); Simón Quilty, analista independiente de carne y ganado de Australia; y Rafael Tardáguila, director de Tardáguila Agromercados.

Desde Shanghai, Liu sostuvo que el consumo de carne vacuna en China ha ido aumentando de 2010 a 2020, pasando por un importante cambio por el cerdo y las aves de corral a la carne vacuna. Esto se debe a varios factores, entre ellos, a que los consumidores pueden cocinar la carne en su casa e incorporar la proteína roja a su comidas tradicionales, dado que antes solo la consumían en restaurantes. Esto se debe, en parte, al comercio electrónico, porque permite identificar la carne de buena calidad y cómo



prepararla. La tendencia se explica también por el aumento en el número de consumidores de altos y medianos ingresos.

En 1980 el volumen de producción de carne de China era de 269 mil toneladas, mientras que en 2021 fue de 7 millones de toneladas anuales, según la Oficina Nacional de Estadísticas.

Los precios de consumo en China han aumentado y se observan fenómenos relacionados a la carne importada, por ejemplo, en 2022 las importaciones prácticamente se duplicaron respecto a 2018.

Además, el experto señaló que los precios han subido mucho comparado con 2021, cuando Uruguay significó el 27% de las importaciones del gigante asiático.

“Hay un aumento muy importante año tras año y se ven las diferentes tasas de aumento. El crecimiento más abrupto se dio en 2019, con un 58% de crecimiento en el año. Sin embargo, este año, la tasa de aumento cayó”, dijo.

También se ha dado un incremento importante en los precios de la carne vacuna importada, pese a que en febrero de 2020 hubo una caída grande de los valores, arrastrados por las consecuencias de la fiebre porcina africana y el covid-19. “También hemos visto cómo posteriormente los precios subieron para finalmente caer un poco y volver a subir. Esa ha sido la evolución”, concluyó.

Extremos. El mundo gira en torno a diversos extremos que generan graves consecuencias. Así, Simón Quilty, analista independiente de carne y ganado de Australia, señaló que la probabilidad de que los precios de los alimentos suban cada vez más debido a los extremos que vive el mundo.

El experto australiano hizo referencia a la inflación extrema que vive Estados Unidos, que lentamente empieza a expandirse globalmente. También señaló los desastres naturales (precipitaciones y sequías extremas en Estados Unidos y Australia) que llevan a la pérdida de ganado, al punto que el pronóstico es que los rodeos se achiquen un 2%. Como resultado, estos eventos extremos hacen que se disparen los costos de seguros.

“Hay cada vez más desastres naturales en lugares donde hay grandes poblaciones; China es el lugar número uno en donde ocurren”, aseguró.

Otro extremo: la guerra Rusia Ucrania. Es “una situación muy grave” que pone un signo de interrogación a las plantaciones de maíz, a la cosecha de trigo, a la siembra de primavera, a la entrega de maíz y de trigo. “Se hundieron barcos de carga, ya no se dispone de seguros, las cargas por el Mar Negro están muy dificultadas. Rusia provee a Europa de energía y los precios de la energía se están disparando”, dijo.

Se afectan los granos, el 25% de los cereales del mundo vienen de Ucrania y Rusia y el impacto en los precios es dramático. Esto va a incidir en países como Egipto, Indonesia, los mayores exportadores de trigo a nivel mundial. Por lo tanto, se prevé que estas situaciones extremas tengan impactos a nivel mundial.

En ese sentido, el experto australiano opinó que “probablemente” China sea “un perdedor” en esto porque importa el 1% del arroz; el 6% del trigo; el 9% de maíz 9%; y el 84% de la soja.

También hay un gran impacto sobre el petróleo, con precios en niveles extremos (116 dólares el barril) y se han dado precios de carne extremos. Finalmente, hay también costos de carga y problemas logísticos extremos.

Entonces, para contrarrestar estos efectos extremos, en Australia, por ejemplo, envían cada vez más carne a su mercado interno y exportan menos, porque es “menos riesgoso”.

El mercado está “muy preocupado” sobre la lentitud del transporte y la entrada a ciertos países, en particular China, y se ha pasado de los productos enfriados a los congelados. Además, la tecnología se usa para compensar la “escasez extrema” de mano de obra. Por otro lado, los vendedores de carne a nivel mundial no están dispuestos a vender con demasiada anticipación por la incertidumbre.

Los compradores, por su parte, quieren comprar lo más posible en la medida que aumentan precios y están dispuestos a acumular grandes inventarios.

En los países en desarrollo, para tratar de detener el aumento de precios, se redujeron aranceles e impuestos a importaciones, se aumentan los impuestos a las exportaciones, se realizan embargos en artículos de exportación, subsidios en alimentos, liberaron reservas de alimentos para aumentar abastecimiento. Son pasos que han tomado Rusia, China, Argentina, Vietnam, India e Indonesia.

Finalmente, Quilty informó que India ha ampliado su capacidad industrial un 20% este año y que juega a largo plazo. Se tiene confianza de que en 2030 vacuen a su rodeo contra la aftosa e ingresen a China. “Si erradican la aftosa, el precio del búfalo es muy competitivo, se puede duplicar respecto a Brasil”, advirtió.

Motor. Por su parte, Rafael Tardáguila señaló que China es el principal motor del mercado y que la demanda explotó cuando irrumpió la epidemia de la fiebre porcina africana en el segundo semestre de 2018.

En tanto, informó que zafalmente el pico de precios en China se da en la primera quincena de noviembre, cuando se termina de comprar para el año nuevo lunar, aunque este año siguieron con fervor hasta principios de marzo. Ahora pegó el bajón, pero siguen siendo sumamente interesantes



El precio más determinante de la cotización de la hacienda gorda es el valor medio de exportación, que según INAC en la última semana, el precio de la hacienda supera 2,5% al precio medio de exportación. “Eso indica un mercado interno recalentado”, dijo Tardáguila.

Las condiciones del mercado internacional son de precios firmes en el mediano plazo, pese a que las relaciones de precios indican que el precio de Uruguay está algo recalentado, también lo está en comparación con valor medio de exportaciones. “Hay expectativa de un mercado demandante, precios altos, con las lógicas oscilaciones de siempre”, indicó.

El experto hizo referencia a que si se mantiene la extracción sin que se produzca un aumento en la cantidad de animales que ingresan al sistema, para 2023 el rodeo puede caer por debajo de 11 millones, que sería la menor cantidad desde principios de siglo.

“Sería un gran golpe para mediados de la década”, indicó el especialista.

### **China ajustó precios entre 4 %y 8% ante avance del covid**

28/03/2022 El Ing. Agr. Daniel de Mattos, de BPU Meat Uruguay, analizó la situación de China, en donde aumenta la preocupación por la aplicación de cuarentenas por covid-19 en algunas ciudades importantes. La presión bajista china se consolida por el avance del covid en, por ejemplo, Shanghai que se encuentra bajo cuarentena obligatoria. Es por eso que se prevé una afectación en la demanda y, de hecho, se ha dado una baja sensible en los precios. Además, las ventas se han enlentecido. Desde lo logístico también existe cierta preocupación por el enlentecimiento de la logística portuaria.

“No es una situación de pulseada, sino que se puede verificar claramente, en negocios concertados por INAC, una baja del entorno de 4% y 8% según el producto. Hay productos de mucho volumen, como el delantero, que bajaron US\$ 1.000 la tonelada; en promedio hablamos de US\$ 600 o US\$ 700 de baja en términos globales”, señaló Daniel De Mattos, integrante del frigorífico BPU.

En diálogo con Valor Agregado de radio Carve, De Mattos puntualizó que el nivel de precios continúa siendo “histórico” y “muy bueno”. Además, se prevé que la demanda continúe más allá de la coyuntura de altos y bajos.

“Hay un mercado muy volátil y con movimientos que están haciendo que estas cosas pasen. China nos mueve, porque más del 70% del volumen exportado y una baja de esta envergadura moviliza las relaciones”, aseguró.

En lo que refiere al precio del ganado, De Mattos opinó que “va a seguir en valores altos”, pese a que hoy se agrega un componente bajista, que es el mercado internacional.

“Veremos cómo se da la formación de precios que, entre otras cosas, es demanda y precios de venta. Debería darse algún ajuste en la medida que la oferta siga estando firme”, dijo.

Por otro lado, el industrial estima que la demanda por proteína animal va a seguir alta. “El equilibrio es fino, hay que hacer bien los números para determinar los niveles de faena del invierno”, concluyó.

### **La cuestión del ternero: Una situación inédita en el stock ganadero**

por Eduardo Blasinamarzo 30, 2022

¿De donde saldrán los terneros que sostengan esta faena?

La situación de la ganadería uruguaya es inédita en varios aspectos. Ha desatado una revolución productiva con el uso de grano en respuesta a señales fuertísimas del mercado del gordo. No solo por un precio de exportación inédito muy cercano a US\$ 5.000 por tonelada. Sino que además ese precio de exportación que en situaciones anteriores llevaría a un excelente precio de US\$ 4,80 por kilo de carcasa de novillo, ahora lleva a un precio de US\$ 5,20 y más.

Y por otra parte la relación de reposición que podría considerarse normal en 1,20 y en momentos muy buenos como este podría ser 1,30 o 1,40, se mantiene en 1,10 o aún menos. Para los corrales y los invernadores la señal es de apretar el acelerador a fondo. No solo por una relación de reposición favorable sino porque precios tan altos invitan a pensar que no se sostendrán en el mediano plazo. Cuesta creer que el novillo va a permanecer en US\$ 5, por arriba del australiano por ejemplo.

Mientras el engorde y la extracción aceleran a la mayor velocidad posible, la cría va a su ritmo inalterado de 2,9 millones de terneros por año, algunos más, algunos menos. Y a la actual tasa de extracción eso significa alrededor de 400 mil vacunos menos por año.

Bajarán los novillos de más de tres años a cantidades mínimas. Y luego los de más de dos años.

¿Ocupará la cría el área forrajera que esos animales dejan libres? La ganadería no puede acompañar el ritmo expansivo del resto de la cadena. Está expuesta al clima y este año pegó duro en el vértice norte. Y tiene tiempos biológicos que nada tienen que ver con el vértigo del corral.

La suba de producción de terneros recién podrá iniciarse muy parcialmente en el entore de invierno y de lleno en el entore de fines de 2022, para generar una oferta adicional de terneros que recién llegaría en 2024.

Animales que criados a máxima velocidad estarán disponibles para faena a fines de 2025.





¿Qué va a pasar con la faena de aquí a 2025? ¿Qué va a pasar con el precio del ternero?

La respuesta obvia es que en algún momento la faena va a bajar y el precio del ternero va a subir. Pero ¿cuánto subirá el precio del ternero (y la vaca de cría y preñada, las hembras en general) para dar una señal clara a la cría? Es posible un escenario en el que se mantenga la faena en 2,7 millones y se dispare el precio del ternero por seguir llevando la intensificación a sus límites?

La ganadería es un torbellino que semana a semana se alimenta de una faena de más de 50 mil vacunos que las planillas dicen que es insostenible pero que siempre termina apareciendo. Si eso no cambia, veremos un ternero a 4 dólares? La vaca preñada arriba de US\$ 1.000? El mercado todo lo arregla, pero en la ganadería los tiempos de gestación y destete hacen que esa respuesta demore muchísimo.

Material para varias pencas, obligación de pensar que nuevos escenarios se abren para esta vertiginosa nueva ganadería

## **PARAGUAY**

### **Mercado del gordo con variabilidad de precios, pero tendencia alcista**

28/03/2022GANADERÍA

El mercado de haciendas gordas para la exportación sigue tonificando la tendencia alcista de precios que comenzó la semana pasada, pero mantiene la variabilidad de valores entre las industrias, dependiendo de las necesidades de las empresas. De acuerdo al relevamiento de Valor Agro, la cotización del macho gordo promedia US\$ 3,60 por kilo carcasa. Sin embargo, los valores de compra oscilan entre US\$ 3,50 y US\$ 3,70 a la carne según la planta; y con algún centavo más en relación a la calidad y el volumen de animales. Un operador dijo que la “oferta de vacunos no es importante”, mientras que un industrial comentó que “las compras se están haciendo despacio y, en algunos casos, hay faenas intercaladas”. En el caso de las hembras, las vaquillas se ubican 5 centavos de dólar por debajo de los machos, con referencias que van de US\$ 3,55 a 3,65 por kilo al gancho. Mientras que las vacas registraron un aumento aproximado de 5 a 10 centavos de dólar y se posicionaron en US\$ 3,10 a la carne, con opción de más valor de acuerdo al peso de los animales. Aunque no son todas las plantas las que están demandado esta categoría. Finalmente, desde la exportación se explicó que Chile continúa con demanda sostenida; y, por otro lado, en esta semana culminará el retiro de las cuadrillas de faena kosher que estuvieron operando en los últimos meses, previendo el retorno a mediados de mayo.

### **Mercosur y Chile los principales destinos de exportaciones paraguayas entre enero y febrero**

28/03/2022GANADERÍA

Al cierre del primer bimestre del año, los socios comerciales siguen siendo los de mayor demanda para las exportaciones paraguayas, pues los principales destinos han sido el Mercado Común del Sur (Mercosur) y Chile como estado asociado, según el Reporte de Comercio Exterior (RCE) del Ministerio de Hacienda. En la participación relativa de las exportaciones, el Mercosur representó el 63% de los envíos, Chile el 9,3% y se registró una mejora en la participación relativa de la Unión Europea (UE). Estos datos corresponden al Reporte de Comercio Exterior (RCE), elaborado por la Dirección de Integración, dependiente de la Subsecretaría de Estado de Economía (SSEE) de la cartera Fiscal. El documento señala que en la evolución favorable de las exportaciones tuvieron mayor incidencia los envíos al Mercosur y Taiwán con crecimientos interanuales del 18,5% y 162,8% respectivamente. Adicionalmente, en el corte al primer bimestre se evidencia envíos a mercados no tradicionales como Libia y Antigua y Barbuda. En cuanto a los rubros no tradicionales, se destaca un crecimiento en los envíos de manufacturas, como cueros y pieles de bovinos e insecticidas. En relación a los rubros exportados, se observan incrementos en los principales commodities de exportación (complejo sojero y carne bovina), tanto en volumen como en valor; atenúan dicho impulso las caídas de las exportaciones de “energía eléctrica” y “cereales”. Por el lado de las importaciones, se verifica un aumento más pronunciado, exacerbado por el efecto precio, siendo los de mayor incidencia los rubros de “Productos del petróleo” y “Químicos, caucho y plásticos”. De esta manera, las exportaciones registradas crecieron un 12,2% en términos interanuales (ene-feb), totalizando 1.232 millones de dólares (FOB). Mientras que las importaciones registradas (CIF), crecieron un 34,8% en términos interanuales, totalizando 2.356 millones de dólares. Debido a que la actual coyuntura entre Rusia y Ucrania se desencadenó a finales de febrero, el efecto del shock externo sobre el periodo acumulado es aún marginal. En esta línea, se espera que las oportunidades de acceso a mercado negociadas y actualmente en proceso puedan compensar, al menos en parte, los desequilibrios generados por el conflicto actual, refiere la cartera de Hacienda.

### **Analista proyecta mucha demanda global de carne y firmeza en valores de las haciendas**

29/03/2022MERCADOS



El mercado internacional de la carne bovina está recalentado y las proyecciones del año 2022 son muy favorables para los países exportadores: “La demanda de carne sigue creciendo y no hay forma de poder abastecer”, subrayó el consultor argentino, Víctor Tonelli. En este marco, el Director de Tonelli & Asociados dijo a Valor Agro que los precios de transacción están permanentemente empujando al alza, impulsados por la demanda del sudeste asiático, que encabezan China, Japón, Corea del Sur; y otros importadores fuertes, como Estados Unidos, que vuelven a mostrar una apetencia destacada frente a un abastecimiento que viene sufriendo la sequía y la disminución de stock. Además señaló a China como el principal responsable de la dinámica del mercado internacional: “Claramente se baila a su ritmo, es el gran disruptor del sistema”, dijo el analista y apuntó: “En 2018, cuando aparece la fiebre porcina, el país asiático importaba 1 millón de toneladas de carne bovina, y tres años después importó 2,4 millones de toneladas. En solo tres años se llevó a su mercado 1,4 millones de toneladas más que representaban aproximadamente el 14% del total de la carne que se comercializaba en el mundo”. Claramente, según dijo Tonelli, ese volumen de carne que aumentó China se lo quitó a otros mercados y aumentó la tensión de precios, porque no hubo un exceso de oferta. El consultor aseguró que la ausencia de acceso a China por parte de Paraguay, es una carga excesivamente pesada para el sistema de carne vacuna del país. “El gigante asiático representa el 74% de las exportaciones de Argentina, arriba del 65% de las ventas de Brasil, y no menos del 60% del volumen colocado al mundo por Uruguay”, apuntó. Al mismo tiempo, en 2022, prevé que China vuelva a crecer otra vez en el volumen total importado. Debido a la alta demanda de carne, Tonelli estimó que el precio de la hacienda gorda en la región va a seguir fortalecida con valores extraordinarios, pero indicó que habrá que mirar con mucha atención los costos de producción. “Para el próximo semestre, me animo a poner como piso una referencia US\$ 5 a la carne para algunos países del Mercosur”, subrayó el analista de mercados.

Feedlot. Foto: Eugenia Villalba.

Con respecto a Paraguay, Víctor Tonelli afirmó que el país debería concentrar todos los esfuerzos para acortar los periodos de acceso a Estados Unidos, dado que con seguridad va a traccionar la demanda en volumen y precio, lo que significaría un cambio importante. Por otro lado, aseguró que la situación en Chile es más compleja. “No veo un gran crecimiento en la demanda, pero sí una mejora de valor, porque muchos de sus proveedores van a destinar carne a otros mercados con opciones comerciales más atractivas”, apuntó. Destacó, como una problemática, la concentración de carne en Chile y Rusia, y marcó la necesidad de encontrar alternativas para redireccionar el producto que no se venderá a Rusia. “Habrá que hacer un esfuerzo en alternativas que no se venían desarrollando como Emiratos Árabes, Arabia

## **ESTADOS UNIDOS**

### **Mayores existencias en corrales de engorde**

By DERRELL PEEL - OKLAHOMA STATE UNIVERSITY March 28, 2022

The latest USDA Cattle on Feed revealed a March 1 feedlot inventory of 12.163 million head, a record level for March for the data series back to 1996. The feedlot total was 101.4 percent of one year ago. The March feedlot total was down slightly from the February peak of 12.199 million head, which was a record for any month in the data series back to 1996.

February feedlot placements were 1.848 million head, up 9.3 percent year over year and the highest February placements since 2019. Placements were at the upper end of the range of expectations and higher than the average trade guess. Large 2022 placements compare to February 2021, which included a massive winter storm that reduced flows of cattle into and out of feedlots.

Nevertheless, placements this February were large and included both light and heavyweight feeder cattle. Monthly placements weighing over 800 pounds were up 10.4 percent year over year while placements under 700 pounds were up 8.7 percent over last year. This follows several months of mostly lightweight placements. Strong February placements were aided by dry winter grazing conditions forcing cattle to market early and strong prices that encouraged feeder sales, some earlier than planned or anticipated.

February feedlot marketings were 1.825 million head, up 4.9 percent year over year and the largest February marketings total since 2000. Big February marketings are reflected in February fed (steer + heifer) slaughter up 4.6 percent year over year and monthly beef production up 6.9 percent year over year. However, these comparisons are relative to the storm-disrupted totals from February 2021.

Looking ahead, the bulge in February feedlot placements will likely be offset by sharply lower March placements. Total feeder receipts from auctions, direct and internet sales for the first three weeks of March are down 17.0 percent year over year.

In Oklahoma, combined auction feeder cattle totals for March are down 19.0 percent compared to one year ago. Feedlots will have plenty of cattle to market for another few months, but tighter placements are ahead and feedlot production will decline in the second half of the year.



If drought conditions persist, feedlots may perhaps continue to borrow against the future with early weaned calves available through the spring and summer before facing the full reality of tighter feeder cattle supplies. On the other hand, if drought conditions abate, higher cattle prices might result in increased heifer retention by the end of the year, thereby squeezing feeder supplies even more and more quickly.

## **Presupuesto del USDA centrado en cambio climático, conservacionismo e investigación**

By JIM WIESEMEYER March 29, 2022

President Biden's USDA FY 2023 budget proposal focuses on climate, conservation and research with \$3.8 billion discretionary spending increase for USDA with climate, conservation and clean energy the major focal points.

Biden's budget proposal is mostly a wish list, as the 12 appropriations measures that fund the government are ultimately approved by Congress. Hence, the president's budget mainly serves as a messaging tool for the administration.

In Biden's FY 2023 budget proposal, some of the key priorities include:

The budget would bolster domestic spending by 7% from current levels, to roughly \$1.6 trillion.

Boost defense spending by 4% from fiscal 2022 to 2023. Biden called for the largest-ever level of military spending and increased funding for law enforcement in a \$5.8 trillion budget, playing down his proposals for expanding social programs in favor of backing initiatives generally favored by centrist lawmakers. The budget proposes \$773 billion for the Department of Defense, compared to \$728.5 billion provided in discretionary spending in 2022. "To sustain and strengthen deterrence, the Budget prioritizes China as the Department's pacing challenge," the White House stated. The budget also includes nearly \$1.8 billion for the State Department and USAID "to support a free and open, connected, secure, and resilient Indo-Pacific Region and the Indo-Pacific Strategy," as well as \$400 million for the "Countering the People's Republic of China Malign Influence Fund." Cybersecurity is also a major security concern reflected in the budget.

Ukraine aid: Proposed economic, humanitarian, and security assistance to Kyiv, Ukraine. The budget allocates roughly \$682 million in aid to Ukraine.

Law enforcement funding: Allocates \$3.2 billion in discretionary funds for state and local grants, as well as \$30 billion in mandatory funds to "support law enforcement, crime prevention, and community violence intervention." There will be more community police officers on the streets across the country under this plan, White House officials said. The plan also proposes to increase the capacity of federal law enforcement agencies such as the FBI and the U.S. Marshals Service to fight violent crime.

Tax on ultra-rich. Biden is asking Congress to approve legislation that requires the richest U.S. families to pay a minimum of 20% on all of their income, including capital gains on unsold assets such as stocks. (In 2020, there were fifty Fortune 500 companies that made profits of over \$50 billion, but they didn't pay anything in federal taxes.) Capital gains are only taxed when they're realized — when the assets are sold — under current law. Only the wealthiest 0.01% of U.S. households (those worth more than \$100 million) will be subject to the tax, according to the plan. Households earning more than \$1 billion will account for more than half of the revenue, the White House stated in a fact sheet. However, centrist Sen. Joe Manchin (D-W.Va.) said the idea is a "tough one." You can't be taxed "on things you don't have," he said. "You might have it on paper. There are other ways for people to pay their fair share, and I think everyone should pay." Manchin's early opposition comes as Senate Finance Committee Chairman Ron Wyden (D-Ore.) said he wants to hold hearings to build support for Biden's proposal. Manchin's support would be needed to ram the new tax through the 50-50 Senate using a budget procedural maneuver to bypass a Republican Senate filibuster.

Infrastructure: It calls for broad increases in funding for the Transportation Department to modernize roads, bridges, ports and public transit systems. The budget includes about \$115 billion in funding that was part of the infrastructure bill passed by Congress last year.

Climate: It seeks \$45 billion to address climate change — an increase of nearly \$17 billion from the year before — for the five major agencies tasked with addressing environmental risks. The president also proposed \$11 billion to help other countries hit hard by global warming. The budget calls for a record \$11.9 billion in funding — a 28.8% increase — for the Environmental Protection Agency that includes increases in spending for environmental justice efforts, staffing and air, water and chemicals programs.

Health: The administration asks for a major increase for the FDA's budget to prepare for another pandemic. The agency's budget would rise by a third, to \$8.4 billion.

Space funding: The plan includes \$26 billion for NASA — the largest request for science in the space agency's history — setting the stage for human exploration on Mars.

Biden wants to give nearly every agency a big budget boost: The Commerce Department would see the highest percentage increase of the Cabinet departments at 31.2%, moving from \$8.9 billion under the CR to \$11.7 billion under Biden's request. This would be closely followed by the Veterans Affairs Department,



which would see a 29.4% boost from \$111.1 billion in the CR to \$135.2 billion under the request. USDA's increase would be 17.1%.

#### A Look at USDA Proposed Budget

USDA FY 2023 budget proposals focus on climate, conservation & research. The White House fiscal year (FY) 2023 budget proposals include a \$3.8-billion discretionary spending increase for USDA, with climate, conservation and clean energy again major focal points.

Highlights include:

Plan requests \$31.1 billion in discretionary spending for USDA, a 12% increase over the FY 2021 enacted level. On the mandatory spending side, which includes farm bill commodity and conservation programs, the budget estimates spending at \$164.8 billion, \$14.7 billion less than FY 2021 enacted levels. Across mandatory and discretionary spending, USDA's FY 2023 request is \$10.2 billion under FY 2021 levels at \$195.9 billion. Outlays for mandatory programs in FY 2023 are estimated at \$164.4 billion, or 80.9% of total outlays of \$209.3 billion.

Climate change and conservation: Includes \$1.8 billion for climate-related initiatives, with \$300 million in new funding aimed at helping rural utilities transition to carbon-free energy sources by 2035. Another \$15 million was requested to support increased coordination between USDA, the Department of Energy (DOE), and the Department of Interior to "support the creation of the Rural Clean Energy Initiative" supporting work to reach President Joe Biden's clean energy goals.

For USDA's Agriculture Buildings and Facilities account, the request seeks \$134.8 million, \$25 million of which is aimed at hiring and buying "hybrid, alternative, and/or electric" vehicles and providing associated charging infrastructure.

For Natural Resources Conservation Service (NRCS), the budget plan seeks more than \$1 billion in discretionary spending for conservation-related technical assistance in FY 2023, up from \$832 million in FY 2021 and 2022. Including mandatory spending — such as for programs including the Environmental Quality Incentives Program (EQIP) and the Agricultural Conservation Easement Program (ACEP) — the plan eyes \$2.74 billion, down slightly from \$2.96 billion in FY 2022 and \$2.93 billion in FY 2021. The request included \$21 million to support key climate priorities at NRCS, "including establishing a soil health monitoring network that will include a network of soil sampling sites, integrating soil carbon monitoring into the conservation planning process, and efforts to increase the internal capacity of NRCS staff regarding key soil carbon and climate-smart activities."

For the Conservation Reserve Program (CRP) the request seeks \$2.4 billion to help enroll up to 27 million acres of environmentally sensitive cropland and grassland — the statutory acreage cap in place for FY 2023 under the 2018 Farm Bill.

For staffing at the NRCS, the request seeks funding for an estimated 11,746 employees at the service in FY 2023 — 655 more than provided for under FY 2022 spending levels (a 2,000-employee increase over what the agency had in FY21). For the Farm Service Agency (FSA), the budget request seeks funding for an estimated 3,157 employees, an increase of 79 from FY 2022 levels. Notably, across all agencies, the request seeks an additional \$365 million spending bump to cover 4.6% pay increases for all USDA workers.

Other conservation program highlights:

\$2 billion for EQIP, up \$175 million from FY 2022.

\$1 billion for the Conservation Stewardship Program (CSP), up \$200 million from FY 2022.

\$450 million for ACEP, the same as FY 2022.

\$300 million for the Regional Conservation Partnership Program (RCPP), the same as FY 2022.

Ag research spending would also see a boost under the FY 2023 plan, which seeks \$4 billion for ag and food research programs—above FY 2022's \$3.5 billion level—to "support research to advance the competitiveness of US agriculture, promote food security and increase climate change research." At USDA's Agricultural Research Service (ARS), the plan looks for discretionary spending of \$1.9 billion, up from \$1.6 billion in FY 2022. That includes increases of \$127 million for "climate science and adaptation and resilience research," \$101 million for clean energy research and development, \$5 million for USDA Climate Hubs, and \$75 million for "additional high priority investments."

ARS' budget also seeks a \$48 million spending increase for research and operations at the National Bio and Agro-Defense Facility (NBAF), the department's state-of-the-art facility for the study of emerging and zoonotic animal disease threats. Another \$45 million is earmarked for NBAF capital improvement and renovation and construction at the Beltsville Agricultural Research Center (BARC) in Maryland.

At the National Institute of Food and Agriculture (NIFA), the budget blueprint proposes discretionary spending of \$1.8 billion, up from FY 2022's \$1.6 billion. For NIFA's Agriculture and Food Research Initiative (AFRI), the request eyes a \$129 million increase in discretionary spending over FY 2022, to \$564 million. USDA says there will be "a broad emphasis on climate-smart agriculture, nutrition security, and the





application of clean energy” at AFRI, and describes the additional funding as supporting the administration’s “whole-of-government” approach to addressing climate change.

USDA’s Economic Research Service (ERS) discretionary spending is requested at \$100 million for FY 2023, up from \$85 million in FY 2022. USDA said \$2 million of the increase will be used to support climate science activities. The request seeks \$217 million in discretionary spending at USDA’s National Agricultural Statistics Service (NASS), up from \$184 million in FY 2022.

Market enforcement and department oversight: The Biden administration has placed an emphasis on the need to strengthen the enforcement of rules aimed at ensuring fairness in livestock markets and has highlighted market concentration — including across the ag sector — as a key issue. Part of that push are new USDA rulemakings focused on the Packers and Stockyards Act (P&SA), with the FY 2023 request seeking an additional \$12 million in discretionary spending “to fund new statutory requirements, to strengthen oversight of livestock and poultry markets and minimize IT security vulnerabilities,” related to P&SA activities.

For USDA’s Office of the Inspector General (OIG), the request eyes discretionary spending at \$112, up from \$109 million in FY 2022 which also included \$9 million set aside for one time audit and investigation outlays.

Other highlights:

Trade. Spending for USDA’s Foreign Agricultural Service (FAS) would see little change under the FY 2023 request, with most additional discretionary spending focused on salaries and expenses, and other line items largely the same as FY 2022 marks. Overall, FAS discretionary spending is requested at \$2.217 billion, up from \$2.198 estimated for FY 2022.

Rural broadband. USDA’s ReConnect rural broadband grant and loan program would see a funding boost under USDA’s FY 2023 request. The request eyes \$113 million in additional funding for ReConnect over FY 2022 enacted levels—to \$600 billion.

Rural business loans. The request looks for a large funding increase for the Rural Business-Cooperative Service’s (RBCS) Business and Industry (B&I) Guaranteed Loan Program, seeking \$1.5 billion for B&I loan guarantees—nearly \$600 million over FY 2021 and almost \$1 billion over FY 2022 enacted levels.

SNAP & WIC. The budget request proposes \$111 billion in funding for the Supplemental Nutrition Assistance Program (SNAP), enough to cover 43.5 billion beneficiaries per month. Meanwhile, it seeks to hold funding for the Special Supplemental Nutrition Program for Women, Infants and Children (WIC) at \$6 billion. Note: Food stamp enrollment will remain high well into 2023 due to the lingering effects of the pandemic and its disruption of the U.S. economy, USDA said. It estimated an average 43.5 million people would receive food stamps during fiscal 2023, a 3 percent increase from this year.

Bottomline:

How to deal with most of President Biden’s FY 2023 budget: Don’t get too serious about it. And remember, it took Congress almost six months into this fiscal year (2022) before there was agreement to pass the last budget. The White House budget should largely be looked on as a political document as to where the party in power wants to put taxpayer money. And in an election year such as this, the reams of budget papers and proposals have even more of a political tinge to them as the White House tries to help save some of the Democrats looking at poll numbers slipping for their party.

### **Anunciaron un programa de apoyo a la industria de procesamiento de carnes rojas y aves**

USDA 28 March 2022 \$23.6 million available for meat, poultry readiness grant program

The US Department of Agriculture (USDA) announced on Friday the launch of the Meat and Poultry Processing Capacity Technical Assistance Program (MPPTA) to provide technical assistance to meat and poultry grant applicants and grant-funded projects. Processors and applicants involved with the Meat and Poultry Inspection Readiness Grant (MPIRG) program and the Meat and Poultry Processing Expansion Program (MPPEP) can access this technical assistance.

USDA also announced it is now accepting applications for \$23.6 million in competitive grant funding available through the MPIRG program.

As part of the Biden-Harris Action Plan for a Fairer, More Competitive, and More Resilient Meat and Poultry Supply Chain, USDA’s Agricultural Marketing Service (AMS) has established cooperative agreements with three non-profit organisations to coordinate and provide technical assistance utilising a wide range of expertise and outreach strategies. These organisations will also establish a national network of support for meat and poultry grant applicants to navigate the application process, and to assist grant recipients throughout their project.

“This is a true partnership to help meat and poultry processors and grant applicants diversify processing ownership throughout the country,” said Agriculture Secretary Tom Vilsack. “Meat and poultry processing is a complex sector that requires significant planning and forethought to manage economic viability concurrently with worker, food, and environmental safety. We are pleased to partner with these initial





organisations, given their deep technical expertise and demonstrated service to underserved communities, as part of our support for fairer, more competitive, and resilient meat and poultry supply chains.” AMS is accepting applications now through 24 May 2022 for a second round of MPIRG program funding totalling \$23.6 million.

### **Senadores revisaron el proyecto de ley relativa a la transparencia en el Mercado de Ganado**

By GREG HENDERSON March 28, 2022 Four Senators calling for legislation to reform U.S. cattle markets have released an updated version of the Cattle Price Discovery and Transparency Act.

The revised bill would establish 5-7 regions in the U.S. where minimum levels of fed cattle purchases must be made through “approved pricing mechanisms.” Violations of the regulation would result in a maximum penalty of \$90,000 for packers that have slaughtered 5% or more of the nation’s harvest over the past five years. The bill would also create a publicly available library of marketing contracts.

The four Senators introducing the bill are: Deb Fischer (R-Neb.), Chuck Grassley (R-Iowa), Jon Tester (D-Mont.), and Ron Wyden (D-Ore.). The senators first introduced the bill in November.

“Our family farmers and ranchers have told us about the need for both robust price discovery and transparency in the cattle markets,” said Senator Fischer, a member of the Senate Agriculture Committee. “The updates to our legislation incorporate a variety of stakeholder feedback to achieve our goal of ensuring more fairness in cattle markets.”

Fischer said she hopes the Senate Ag Committee will hold a hearing on the bill in the coming weeks.

Senator Grassley said the revised bill comes after several months of working with staff at the U.S. Department of Agriculture to make technical changes that will allow them to best implement the bill.

“I frequently hear from Iowa’s independent cattle producers about their struggle to get a fair price for their cattle while the nation’s four largest packers operate with record profits. I pushed for hearings in the Senate’s Agriculture and Judiciary committees to shine a light on these unfair market practices, and I’ve continued working with a bipartisan group of senators to develop a solution,” said Grassley, also a member of the Senate Ag Committee and ranking members of the Senate Judiciary Committee.

“It takes several steps to improve cattle price transparency and will make much-needed market reforms to help independent producers in Iowa and across the country. This bipartisan bill is the best opportunity we have to make real reform in the cattle market this year, and I’ll continue to work with my colleagues to get this across the finish line,” Grassley said.

“Increasing price discovery will give producers more control and better information when they sell their livestock, and is a key step in making markets more competitive,” Tester said

“Oregon’s ranchers shouldn’t face an unfairly tilted marketplace that favors corporate meat packers and undercuts their small family businesses from producing nationally renowned beef for consumers. This bipartisan legislation shows how both parties can come together to level the playing field by restoring market fairness, efficiency, and transparency for U.S. cattle ranchers,” said Senator Wyden, Chair of the Senate Finance Committee.

The updated bill would:

Require the Secretary of Agriculture to establish 5-7 regions encompassing the entire continental U.S. and then establish minimum levels of fed cattle purchases made through approved pricing mechanisms. Approved pricing mechanisms are fed cattle purchases made through negotiated cash, negotiated grid, at a stockyard, and through trading systems that multiple buyers and sellers regularly can make and accept bids. These pricing mechanisms will ensure robust price discovery and are transparent.

Establish a maximum penalty for covered packers of \$90,000 for mandatory minimum violations. Covered packers are defined as those packers that during the immediately preceding five years have slaughtered five percent or more of the number of fed cattle nationally.

The bill also includes provisions to create a publicly available library of marketing contracts, mandating box beef reporting to ensure transparency, expediting the reporting of cattle carcass weights, and requiring a packer to report the number of cattle scheduled to be delivered for slaughter each day for the next 14 days. The contract library would be permanently authorized and specify key details about the contents that must be included in the library like the duration of the contract and provisions in the contract that may impact price such as schedules, premiums and discounts, and transportation arrangements.

### **USDA estima que en 2022 los precios de alimentos aumentarán entre 4.5% y 5.5%**

USDA expects food price inflation in 2022 to be from 4.5% to 5.5% based on the all food Consumer Price Index (CPI), up from their prior outlook food prices would be up 2.5% to 3.5% compared with 2021. Not a single category, or aggregate category now has a forecast that includes a potential decline.

The forecast for food away from home (restaurant) prices is for an increase of 5.5% to 6.5%, their third increase in as many months. Last month’s forecast was for a rise of 4% to 5%.



Food at home (grocery store) prices are now forecast to be up 3% to 4% in 2022, up from their previous forecast for an increase 2% to 3% from 2021 levels.

In 2021, grocery store prices increased 3.5% and restaurant prices were up 4.5%, with all food prices up 3.9% versus 2020 levels. The biggest increases in items tracked by USDA's Economic Research Service (ERS) were the beef and veal category at 9.3% and the fresh vegetables category had the smallest rise of 1.1%.

The overall food price CPI rose 1% from January to February and was up 7.9% from February 2021. The restaurant CPI increased 0.4% in February 2022 and was 6.8% higher than February 2021. Meanwhile, grocery prices were up 1.4% from January while those prices stood 8.6% higher than they were in February 2021.

The increases versus year-ago marks were substantial for many categories, and all categories saw gains. Prices for meats, poultry, and fish were up 13.1% from February 2021 while they edged up 0.9% from January—following a more modest rise of 0.2% seen from December to January. Prices for meats were 14.0% higher than a year ago, while beef and veal prices gained 16.2% and pork prices were 14.0% higher. The CPI for meats rose 0.8% from January, with a rise of 0.5% for beef and veal while pork prices moved up 0.7%.

## AUSTRALIA

### Precios de la hacienda retroceden por diversos factores

Jon Condon, 29/03/2022

GLOBAL beef demand factors and short-term cattle requirements are influencing processors' grid pricing decisions this week, with some large multi-site, multi-state operators reducing offers yesterday.

However, reflecting the range of factors in play in the beef market at present – weather included – there is some wider spread among processor offers for slaughter cattle. Some are unchanged (at time of publication of this item), others are lower, and still others have withdrawn from making public offers for the time being.

Best offers seen from competitive processors in Queensland this week have heavy cows at 750-765c (some of those lower offers back 10c), and heavy four-tooth steers 810-825c (some also back 10c).

One large Queensland processor who has not altered its grid this week said there was 'still weather around,' and his business did not want to run the risk of 'stalling' in cattle supply heading into Easter.

Southern states processor quotes this week were again more or less the same as Queensland – although supply continues to be described as 'very difficult.'

"You could quote 1000c/kg for heavy grass steer in the south this week, and you still wouldn't get any – because there is none there to buy. They have all gone as feeders," one large southern operator said bluntly this morning.

Another regular contributor to this data set has withdrawn quotes this week, confident it has enough supply secured to last through to the post Easter period.

Six diverse impacts on supply and demand

Set out below are six significant impacts on the current slaughter cattle market:

After an encouraging first-quarter where international beef demand strengthened in the post-COVID recovery period, signs have emerged in the past couple of weeks of softer demand – particularly for better quality grainfed beef.

The Ukraine War, spiralling fuel prices and higher cost of living, and prospects for interest rate hikes have been blamed for more subdued consumer optimism around the world. The trend is reflected in 90CL grinding beef prices into the US, now back 6pc in value from where they sat at the start of February, at 885c/kg CIF.

Recent reports of another rise in COVID infection, with Shanghai's 25 million inhabitants entering lockdown this week, and rates of infection on the rise in Australia, have also curbed demand – especially at food service level.

Currency is also starting to concern some Australian export beef traders, with strong prospects for the A\$ to rise in value in coming months, in line with interest rates. The A\$ has spiked from US71.9c a fortnight ago to above US75c yesterday – its most dramatic movement in the past 12 months.

This is reducing Australian beef's competitiveness on the international stage, and is further impacting the sell side of the equation. That applies especially as Australia is currently producing some of the most expensive meat in the world.

As described last week, the upcoming sequence of three short killing weeks covered by Easter and ANZAC Day have also reduced weekly processor demand for slaughter cattle by an average 20pc per week over the next month or so.



Shipping disruptions and container access issues are also still hampering export operations, some processors report, itself having an indirect impact on cattle demand.

This week's rain is also having some bearing on supply and demand, with both Roma and Warwick store sale numbers well back this morning. Isolated cattle regions around Roma have recorded up to 100mm in the past 48 hours, and parts of the inner Darling Downs are again awash, after falls topping 200mm in recent days. Northern NSW is also again badly impacted.

Some processors have seen cattle consignments cancelled this morning as a result of road and paddock access issues. See tomorrow's weekly rainfall wrap for details.

Processor margins: Remember, it's a model

In other news this week, Thomas Elder Markets' monthly processor margin model has shown some improvement in trading conditions during February.

February saw the model's monthly average margin narrow from a loss of \$345 per head in January to a loss of \$272 per head of cattle processed. This was the best monthly result seen for the model since June 2021, and brings the average annual margin for 2022 to a loss of \$308 per head.

Analysis of the annual average processor margin, according to the model, versus the annual Australian cattle slaughter volumes highlights a reasonably strong relationship between the two series.

Precipitated by a recent reader comment on Beef Central, TEM recently provided some useful background to allow readers to better understand the model, and how it is constructed.

In 2019 the Australian Meat Processor Corporation released a report on their representative beef processor model. The model was built to "gain insight into the drivers of economic performance and sustainability in the red meat processing industry." It was designed to represent a theoretical single species cattle plant, processing a mixture of grass and grainfed steers.

AMPC was keen to outline that "given the many assumptions required to build the model, this should not be seen as a whole of industry model, but rather a reflection of an average industry participant. Due to the diversity of plant size, operational processes, and supply chain focus across the red meat processing industry, individual processors will certainly vary from the modelled results; however, the model provides an indicator of the broad industry trend," it said.

Having assisted with the development of the original AMPC model, Thomas Elder Markets wanted to continue reporting on the trend in profitability of the beef processing sector, constructing a new model built on a similar basis to AMPC's original.

"An environment of low slaughter and tight cattle supplies corresponds to more difficult trading environments for the beef processor," TEM said. "This was particularly evident when the 2021 annual slaughter of just six million head pushed the model to its worst ever annual average loss of \$327 per head of cattle processed."

Australia's annual slaughter forecast at 6.65 million head in 2022 suggests margins should begin to improve from the depths seen in 2021, TEM said.

As the line of best fit demonstrated, annual average margins are anticipated to move into the \$150 per head loss region as the year progresses.

Weekly kill statistics

Delays in delivery of statistics by some processors has again delayed the production of the NLRS weekly kill report for last week. Results will be added to this report when they arrive.

It seems odd to Beef Central that for years, all processors have been able to conform with NLRS data delivery deadlines sufficient to produce a Tuesday weekly kill report. Recently, delays from some have seen the report held over until Wednesday, meaning the information is already half a week old by the time it is available. This is data of socialised benefit to the broader industry – including processors.

## **Buenas perspectivas para los exportadores de carnes y ganado**

31 March 2022

At the start of the year, most freight forwarders and exporters expected 2022 to be a year of recovery for the industry, with ports cleared and reliability increasing.

After the unprecedented 393% increase in the Shanghai Containerized Freight Index (SCFI) over 2020–2021, spot rates for containerized freight stabilised in December and January, and key indicators suggested a slide in prices through 2022.

Unfortunately, unforeseen events have further disrupted the supply chain both in Australia and around the world, keeping prices high and adding to the difficulty faced by exporters.

The most important disruptor this year has been flooding in the southeast over February and March.

This has had impacts throughout the supply chain, with flooded roads meaning producers were unable to transport cattle, while processors were unable to maintain consistent power due to flood-related outages. The flooding had a particularly acute impact on red meat export as the Port of Brisbane flooded, closing the main beef exporting port for several days and limiting capacity for several weeks afterwards.



This has significantly impacted exports in March, with preliminary data suggesting red meat exports are 29% lower in March 2022 than March 2021. Fortunately, the Port of Brisbane has resumed service relatively quickly and this is unlikely to impact exports in the long term.

Global events have also affected the outlook of freight. In Europe, Russia's invasion of Ukraine has disrupted supply chains across Eurasia and driven up oil prices, increasing costs and adding to instability across the system.

As Russia is a major overland transit route between Europe and Asia, the conflict has made overland shipment of goods difficult or impossible in some cases. Additionally, the Russian decision to close its airspace to most airlines has increased costs and travel times of air freight. This, alongside the increased price of oil, has increased uncertainty around the ability to ship goods and has kept prices at all-time highs. Despite this, the outlook for exporters remains strong. Tight red meat supplies globally are keeping prices high, dulling the impact of increased freight rates, while an influx of new, high-capacity container ships is expected to begin service in the second half of the year and in 2023.

Broadly speaking, the fundamentals of shipping are improving. Prices are likely to hold steady or decline, while reliability is likely to slowly improve over the year. This does not necessarily mean a return to the cheap, frequent service seen before 2020, but steady improvements are on the horizon.

## **EMPRESARIAS**

### **JBS exportaciones se vieron afectadas por problemas en la cadena de producción y mayores costos**

Jon Condon, 30/03/2022

LIKE all food exporters, global protein giant JBS is being buffeted by international supply chain challenges, higher costs and delays – but the effects and severity differ by region, the company told an investor briefing held last week.

The briefing followed the release of JBS's full financial year results, showing record revenue and pre-tax profits for its 2021 trading year ended 31 December.

Across the company's beef, pork, chicken and value-added divisions in North and South America, Australia and New Zealand, JBS reported net revenue last year at a record US\$65 billion, up 29.8pc on the previous year. Adjusted pre-tax earnings reached a new record of US\$8.5b while net income was up 345pc, year-on-year.

During questions, analysts asked about global supply chain challenges, particularly in light of recent developments including Russia's attack on Ukraine.

JBS global chief executive Gilberto Tomazoni said the supply chain situation differed from region to region.

"In general, we have faced challenges since the start of COVID, and it's still not normalised," he said.

"As part of that, the limited availability of shipping containers was something that happened in all of the regions in which we operate. We have a very close relationship with our shipment companies and try to find solutions for each of these restrictions, when they occur.

"But we are seeing a build-up in terms of stock, holding higher stock levels than normal because of the restrictions in logistics. Its no different in Brazil than it is in Australia, but now with the war in Ukraine, we face additional challenges. Fortunately our exports specifically to Russia are very small compared to our activity in terms of export to other markets, and does not really make a big impact in our results."

Chief executive of JBS's US beef division (including company operations in Australia) André Nogueira said on top of the issues with shipping lines and container availability, port congestion continued with little improvement in recent months.

"So the situation continues, and it's a day-by-day challenge on top of much, much higher cost that we ever saw before to move chilled and frozen meat," Mr Nogueira said.

"The cost (of each shipment) is now very, very high, but its not only about the cost – there is a serious limitation in access to containers, but the ports in the US on top of that are experiencing high levels of congestion. It's a big challenge now – that's why exports could have been much higher."

In Brazil, the most serious problems were experienced last year, but were now becoming more normalised, analysts were told.

Inflation to curb consumer spending

Responding to a question about the impact of the Russia Ukraine conflict on global protein trade, Mr Tomazoni said the inflationary impact would not be related to just one region or another, or one sector or another – it would be a global challenge.

"But it could be labour costs in one region, while logistical costs, energy and fuel costs and commodity costs could be bigger in others," he said.

"In JBS's case, our response is to focus on things that we can control – managing our internal costs, manage our mix, and manage our opportunities for position in the markets and commodities."





While JBS took a global approach in terms of this strategy, each region would execute locally, he said. “But we see that our main way to face this challenge is use our culture, because we have a decentralised company, we give a lot of autonomy to our business units, each one of the leaders of the business units has the autonomy to manage the situation. In this situation your ability, and your speed or reaction makes a lot of difference, and we strongly believe that this could be an advantage for us.”

US Beef division’s André Nogueira said the impact of inflationary costs was being felt by everyone.

“Inflation is everywhere – the pressure is very, very strong. In the US beef division, our costs have been 30pc to 40pc higher than they were two years ago, before COVID.

“The answer for that is twofold: one, have strong risk management to deal as best we can with the issues like grain price (which has risen sharply since the events in the Ukraine), and make sure that we are communicating with our customers about the reality of rising costs in freight, packaging, labour and the grain market. It’s not only about grain, but all the other costs, especially in the US, where our operational costs have risen because of the labour shortage, but attempting to run more and more efficient every day.”

**Mood for growth in aquaculture**

Several questions explored the company’s diversification strategy, and recent move into fish and alternate proteins, through its acquisition of businesses like Australian farmed salmon producer Huon Aquaculture.

JBS was originally a Brazil-focused company specialising in one type of protein (beef) but had evolved into a global food company with a diversified footprint in many types of protein, across different regions, analysts were told. Many of these were value added.

The company last year made seven strategic acquisitions worth around US\$2.1 billion.

“This allowed us to increase our relevance in segment and business where we see significant growth opportunities,” Mr Tomazoni said.

“The purchase of Vivera, for example, has positioned us as a leader in Europe’s plant-based protein market, providing a structure to leverage growth and synergy within our global plant-based operation.”

The acquisition of Australia’s Huon Aquaculture marked JBS’s entry into the global aquaculture market, providing a solid foundation for global expansion.

“In terms of where we want to grow, aquaculture is clearly a focus – we see that seafood has the biggest consumption per capita in the world, and growth is higher than the other meat proteins. And we see that wild fish catch will be restricted,” Mr Tomazoni said.

“Not only will wild caught fish not continue to grow, it may decline. Aquaculture will be needed to supply the global demand,” he said.

“With the acquisition of Huon we entered into the fish protein segment. And we entered in the right place, because in Australia we have structures to manage the business, and we’ll speed our learning about the aquaculture and fish protein sector – and we want to transform our aquaculture business into something as big as what JBS has with its global chicken and pork business.”

“We are looking for opportunity all the time for growth in this segment,” Mr Tomazoni said.

**Are there synergies to be had between proteins?**

Another analyst asked whether synergies were likely to be found in some of JBS’s recent acquisitions, for example, in Australia with Huon Aquaculture and Rivalea Pork, with existing beef and lamb operations.

Already, Huon salmon and Rivalea pork is appearing on product supply lists held by JBS’s DR Johnston Australian wholesale division.

Mr Tomazoni said mergers and acquisitions were part of JBS’s DNA.

“We are all the time in the market looking for opportunities that fit with our strategy and make sense in terms of economics,” he said.

The acquisition of plant-based protein producer Vivera gave JBS a lot of synergy in terms of the business that we already has in its operations in Brazil and the US.

“We don’t know how large the plant-based market will become in future, but for sure we want to be one of the leaders in the segment, and we are investing in R&D in developing new products and new type of packaging and strategies for growth,” he said.

Cultured meat Last year JBS also entered the cultured (lab-grown) meat sector, with the purchase of a controlling interest in cultured meat producer BioTech Food in Spain. BioTech has a pilot plant that is already producing small quantities of cultured meat.

“The technology is already proven – they produce one tonne of material in the pilot plant. Now our strategy is to build an industrial factory that will produce 100,000 tonnes of cultivated meat,” Mr Tomazoni said.

“And besides that, we are investing in R&D, because biotechnology, I believe, will be one of the opportunities for growth – not just in cultured meat, but in derivatives from this technology.”

**Demand underpins strong financial result**

Underpinning last year’s record financial performance in the US Beef division (including Australian operations) was international and domestic beef demand exceeding supply, analysts were told. In North





America, that demand was driven by strong performance in the retail channel and recovery in food service.

International global demand for beef also remains very strong, particularly in Asia, which is now responsible for more than 75pc of the total US Beef Division exports, with China becoming the third largest destination for American beef.

JBS Australia's performance last year continued to improve sequentially, as a result of improved seasons and good management in the region. Cattle availability in Australia was still low, analysts were told, but strong domestic and international demand had increased beef prices and therefore improved results.

### **Mafrig promueve pozos de agua**

30/03/2022 El Plan "Agua Segura" que impulsa Mafrig, involucra una inversión respaldada por la empresa de aproximadamente US\$ 500.000 y tiene como objetivo acompañar a los productores con una herramienta clave para mejorar sus sistemas productivos y afrontar mejor las sequías.

Se ha concretado la instalación de los primeros pozos pilotos y seguirá con más de 40 en el mediano plazo principalmente en Salto, Artigas y Tacuarembó como etapa inicial.

"Para participar, el productor arma su proyecto con alguna de las empresas de perforaciones seleccionadas por Mafrig, elaboran un plan de trabajo y un presupuesto, nosotros los aprobamos y se ejecuta la obra. En promedio, un pozo cuesta entre 12.000 y 15.000 dólares", dijo Agustín Hernández, gerente de Planificación y Control de Producción de Mafrig. Una vez que la empresa finaliza el trabajo, Mafrig realiza el pago directamente al proveedor.

"Esto simplifica la gestión del productor, que luego reintegra a Mafrig recién a 120 días con remisión de ganado. No nos interesa que nos reintegren el dinero, sino que nos paguen ese monto equivalente en animales", dijo.

### **Frigorífico de Mafrig en Concepción (Paraguay) quedaría operativo en 2024**

29/03/2022 EMPRESAS La multinacional brasileña, Mafrig Global Foods, proyecta comenzar con las operaciones del nuevo frigorífico para el segundo semestre del año 2024, luego de 18 a 24 meses de construcción, confirmó a Valor Agro un alto ejecutivo de la compañía. A mediados de junio del año pasado, autoridades de la empresa anunciaron una inversión cercana a US\$ 100 millones para la construcción del frigorífico más moderno de Sudamérica en Yby Yaú, departamento de Concepción. "Estamos con el proyecto en la etapa final y sobre el segundo semestre vamos a avanzar con las compras de equipos", explicó a Valor Agro el ejecutivo. Si bien se manejó la posibilidad de adelantar el inicio de la obra, finalmente la fecha prevista se ajusta a la planificación primaria. "La construcción empezará en el último trimestre del 2022", apuntó. El interés de Mafrig de llegar a Paraguay se manifestó con fuerza a principios del año 2020 cuando quiso comprar Frigo Norte. Sin embargo, luego de no acceder a la industria de Pedro Juan Caballero, comunicó la construcción de una planta con una capacidad máxima de faena de 800 a 1.200 animales a doble turno y la posibilidad de generar 2.000 empleos.

### **CNA, IDH y Carrefour desarrollaron protocolo de trazabilidad de terneros en Brasil**

Por: Portal DBO 29/03/2022 O 'Protocolo de Produção Sustentável de Bezerros' visa oferecer soluções tecnológicas para acelerar a adoção de modelos sustentáveis na cadeia pecuária

A Confederação da Agricultura e Pecuária do Brasil (CNA), a Iniciativa para o Comércio Sustentável (IDH) e o Grupo Carrefour Brasil lançaram nesta terça (29) uma ferramenta para apoiar a rastreabilidade da produção pecuária brasileira, desde os bezerros até os consumidores finais, com inclusão, transparência e proteção de dados.

O objetivo do Protocolo de Produção Sustentável de Bezerros é oferecer soluções tecnológicas para acelerar a adoção de modelos mais sustentáveis na cadeia pecuária, garantindo que os consumidores finais conheçam os atributos socioambientais dos produtos originários dos bovinos de corte.

De acordo com o comunicado da CNA à imprensa, a meta para 2022 é aportar assistência técnica, financeira e ambiental para 557 produtores, totalizando mais de 190 mil cabeças de gado, 210 mil hectares de pastagens e cerca de 188 mil hectares de área conservada nos biomas Amazônia, Cerrado e Pantanal, em Mato Grosso.

Na cerimônia de lançamento da ferramenta, o diretor-geral do Serviço Nacional de Aprendizagem Rural (Senar), Daniel Carrara, deu as boas-vindas aos participantes e afirmou que a sustentabilidade é a palavra de ordem do Sistema CNA/Senar e do produtor rural brasileiro.

O protocolo é um conjunto de procedimentos que fornece instruções para a produção de bezerros com responsabilidade socioambiental, que começam no nascimento dos animais e continuam até a última fazenda antes do abate.

Com abrangência nacional, poderá ser aplicado em fazendas de cria em todos os biomas brasileiros. O protocolo continuará sendo testado e ajustado, ganhando escala nos próximos anos, informa a CNA.



De acuerdo con el coordinador de los Protocolos de Rastreabilidad del Instituto CNA, Paulo Costa, la confederación, como gestora del protocolo, garantiza la seguridad de las informaciones estratégicas de los productores.

“Por medio de la validación de las informaciones de campo con los datos oficiales del Ministerio de Agricultura (Mapa), la CNA verifica si las garantías establecidas en el protocolo están siendo atendidas, sin que haya exposición de informaciones estratégicas de los productores participantes a los demás eslabos de la cadena de la carne bovina. Además de esto, todo el proceso es auditado por la empresa de certificación de tercera parte, TÜV Rheinland, trayendo más seguridad, exención y transparencia al protocolo”, dijo Paulo.

“Estamos hablando de algo que nunca se ha hecho en esta escala y formato, llevando-se en consideración la visión de los productores y productoras rurales para entender lo que es viable y posible de ser ejecutado día a día. Es una voz del campo al mercado”, explicó la directora ejecutiva de la IDH Brasil y del Programa de Paisajes Sostenibles en América Latina, Daniela Mariuzzo. “La iniciativa es innovadora, pues posibilita una conexión más rápida y segura entre productores y consumidores. Además de esto, puede posicionar a Brasil como líder en producción pecuaria rastreada por blockchain. El próximo desafío es salir del modelo incubadora y ganar escala, a través de la adhesión en masa y de alianzas innovadoras, como con la Wholechain”, destacó la ejecutiva.

También participaron en el lanzamiento, el vicepresidente de Relaciones Institucionales del Grupo Carrefour Brasil, Stéphane Engelhard, el asesor de la presidencia de Embrapa, Kleper Euclides Filho, la directora de la Asociación de Criadores de Mato Grosso (Acrimat), Eloísa Hage, el director global de Territorios de la IDH, Matthew Spencer, el cofundador de la Wholechain, Jayson Berryhill, el diplomata del sector Comercial y Agrícola de la Embajada de Brasil en Londres, Hugo Peres, y el director de Asuntos Corporativos y Sostenibilidad del Grupo Carrefour Brasil, Lucio Vicente. El embajador del Reino de los Países Bajos en Brasil, André Driessen, también estaba presente.

### **Marfrig gana peso en el directorio de BRF: ¿camino a la fusión?**

por Javier Lyonnet marzo 30, 2022

La posibilidad de una fusión entre Marfrig, el gigante cárnico de Brasil, y BRF, líder en el procesamiento y exportación de carne de cerdo y ave, se reavivó esta semana luego de que BRF aprobara la designación del fundador y presidente de Marfrig, Marcos Molina, como nuevo presidente del directorio de BRF.

Marfrig amplió al 33,25% su participación en BRF en los últimos meses, alimentando la especulación de una fusión que crearía la tercera empresa cárnica más grande del mundo en términos de valor de mercado. Si cruza el umbral del 33,3%, se activaría una cláusula gatillo que obligaría a Marfrig a lanzar una oferta pública para la adquisición de la participación restante con una prima más alta.

Tres años atrás hubo un fallido intento de fusión entre ambas empresas. Marfrig comenzó a expandir su participación en BRF en mayo de 2021, declarando que la medida solo tenía como objetivo diversificar las inversiones, y no influir en la gestión de la empresa.

Los accionistas de BRF aprobaron en una reunión realizada el lunes por la mañana la sugerencia de Marfrig de designar a Marcos Molina Dos Santos como presidente. Marfrig nombró a nueve de los 10 miembros electos del directorio, y el restante fue sugerido por el fondo de pensiones Previ, que tiene el 5% de las acciones de BRF.

Todos los nombres se presentaron sin oposición después de que los dos principales accionistas llegaron a un acuerdo, según el comunicado. Marfrig es el mayor accionista de BRF, mientras que Previ es el tercero, con una participación cercana al 5%.

El nuevo directorio incluye a Sergio Rial, quien se desempeñó como director ejecutivo de Marfrig y de la unidad brasileña de Banco Santander SA, donde permanece como presidente. Aldo Mendes, exdirector del banco central de Brasil y ejecutivo del Banco do Brasil SA, ocupará la nominación de Previ.

Las acciones de BRF subieron 3,6% tras el anuncio mientras que Marfrig ganó hasta 5%.

También forman parte del directorio otras personas de confianza de Molina, como su esposa, Márcia Marçal dos Santos, y Eduardo Pocetti, del consejo de vigilancia de Marfrig.

Otros miembros del consejo serán Altamir Batista da Silva, ex banquero de JP Morgan y Safra; Pedro de Camargo Neto, productor rural que encabezó la ex Abipecs (asociación de exportadores de carne de cerdo); y Deborah Vieitas, directora general de la Cámara de Comercio Brasil-EEUU y directora de Santander.

### **Minerva Foods anunció acuerdo con empresa dedicada a reducir gases de efecto invernadero**

Pablo Antúnez Por Pablo Antúnez, 30/03/2022 Busca generar bonos de carbono en la cadena cárnica para asegurar sustentabilidad

El grupo Minerva Foods, anunció su acuerdo con Biofilica Ambiental Investments, firma que se dedica a la reducción de emisiones de gases de efecto invernadero.



El mercado climático ofrece oportunidades para la ganadería, que debe ser vista como la solución para alcanzar mayor producción de alimentos en un mundo con población creciente.

Con el acuerdo se busca establecer una alianza para desarrollar proyectos con los que mejorar su huella medioambiental en propiedades de la cadena de suministro de Minerva Foods, con excepción de Brasil y Perú.

Se trata de intensificar de forma sostenible la agricultura, producción y otras oportunidades como la preservación de áreas excedentes de reserva legal, iniciativas de reforestación y REDD+.

Como resultado de los proyectos a desarrollar con la cadena de suministro de Minerva Foods, se generarán bonos de carbono y/o reducciones de emisiones verificadas ("RVE's"), los cuales podrán ser negociados en mercados apropiados, incluso con la propia base de clientes de la compañía. (En base a Eurocarne)

### **StockCo Australia fue comprador por grupo NZ**

James Nason, 01/04/2022

Livestock finance provider StockCo has this morning announced that its shareholders StockCo NZ and Elders have entered into an agreement with NZ banking group Heartland Group Holdings Limited under which Heartland will acquire StockCo's Australian business.

The acquisition is subject to the completion of certain conditions, and is expected to be complete by the end of May 2022.

StockCo has been providing niche livestock finance to Australian livestock producers since 2012 in Australia, and 1995 in New Zealand.

StockCo is somewhat of a pioneer in livestock finance, being the first company to commercialise and scale up the funding to 100 percent of the purchase price of livestock, allowing producers the ability to maximise their return on assets by generating profits without any capital outlay toward the purchase of the stock.

Heartland is a dual listed financial services provider on the New Zealand Stock Exchange (NZX) and Australian Stock Exchange (ASX) under security code HGH, with a banking licence in New Zealand.

It offers products in Australia and New Zealand with a history stretching back to 1875.

In New Zealand, Heartland Bank provides Business Loans, Home Loans, Car Loans, Reverse Mortgages, Savings & Deposit options and Livestock Finance.

Heartland Bank also understands and has a relationship with StockCo through financing the operations of StockCo New Zealand for over 10 years.

Heartland Finance is Heartland's Australian brand which offers Reverse Mortgages and Small Business Loans in Australia.

"Our strategic partner, Elders, have been crucial in the process, ensuring that Heartland, Elders and StockCo will have a close and strong working relationship. It will be very much business as usual moving forward for our clients", said Doug Snell, CEO of StockCo Australia.

"Heartland's acquisition of StockCo is extremely positive, providing StockCo the balance sheet, appetite, desire and capital to grow the business through new clients and increased financial support to existing clients. Under Heartland's ownership of StockCo, we will continue to support the livestock sector across Australia, where we assist participants to access capital and generate profits for their businesses."

Heartland Group statement

In a statement to the NZX this morning Heartland Group Holdings Limited confirmed that it has signed conditional sale documentation for the acquisition of StockCo Holdings 2 Pty Ltd from its current shareholders StockCo Australia Holdings Limited (70 percent) and Elders Rural Service Australia Limited (Elders, ASX: ELD) (30 percent).

The acquisition also includes Heartland's purchase of 100 percent of the shares in StockCo Australia Management Pty Limited (together with StockCo Holdings 2 Pty Ltd, StockCo Australia).

StockCo Australia is a company specialising in livestock finance for cattle and sheep farmers across Australia (60pc cattle/35pc sheep) with total assets of A\$341 million and a leading position in the market, estimated to be A\$7 billion.

Heartland Group Holdings Ltd says its strategic vision is to create sustainable growth and differentiation by providing 'best or only' products delivered through scalable digital platforms.

This acquisition will extend Heartland's 'best or only' strategy in Australia, by broadening Heartland's Australian offering in an area where it already has expertise.

StockCo Australia's livestock finance business will add to Heartland's existing A\$1.2 billion Australian Reverse Mortgage business which has the largest market share of active participants .

In New Zealand, through Heartland Bank Limited, Heartland currently provides various rural loan options, including online finance for sheep and cattle farmers, and livestock finance similar to that of StockCo Australia.



As part of the acquisition, Elders will divest its 30pc equity stake in StockCo Holdings 2 Pty Ltd, but will continue as a key distribution partner, entering into a new exclusive distribution agreement commencing on completion of the share sale, pursuant to which it will continue to distribute StockCo Australia products to Elders' clients. That agreement has an initial term of five years on substantially equivalent key commercial terms.

The completion of the acquisition remains subject to execution of a new operational funding facility and other conditions which are customary for a transaction of this size and nature. The sale is expected to complete by the end of May 2022.

The total acquisition cost is A\$143 million, plus a potential top-up of A\$11 million (based on specific performance metrics being achieved in relation to the new operational funding facility). Heartland's intention is to fund the total acquisition cost in the short term through new debt facilities provided by a major Australasian financial institution.

Heartland will provide a further update upon completion of the transaction, or if any other material information occurs prior to that time.

The transaction is expected to contribute additional annual net profit after tax of A\$10 million to A\$12 million, before any ongoing cost of acquisition debt funding. At this stage, given timing of the acquisition and the transaction costs, there is no change to Heartland's market guidance for the financial year ending 30 June 2022 (FY2022).

#### Elders statement

In a statement to the ASX Elders Limited said it has entered an agreement to sell its 30pc equity stake in StockCo Holdings 2 Pty Ltd (StockCo Australia) to Heartland Group Holdings Limited (ASX: HGH).

Elders' sale is in conjunction with StockCo Australia's 70% shareholder divesting its equity to Heartland.

The sale is expected to complete by the end of May 2022.

"Elders will enter into a new exclusive distribution agreement with StockCo Australia, commencing on completion of the share sale, pursuant to which it will continue to distribute StockCo products to Elders' clients.

"That agreement has an initial term of 5 years with no change to key commercial terms. Elders' \$15m shareholder advance to StockCo Australia will be repaid on completion. Elders will book a non-underlying profit on sale of approximately \$15m to \$20m.

"The profit and loss implications to Elders of the sale on an on-going basis are immaterial."

Managing Director and CEO of Elders, Mark Allison, said, "This sale is of significant benefit to Elders. Under Heartland's ownership, StockCo Australia has the opportunity to further develop its business and its access to competitive funding as part of a dedicated financial services organisation. Importantly, Elders' clients should notice no difference from the change of ownership and will continue to access StockCo's excellent products through Elders under the terms of the distribution agreement with Elders. We are excited about the potential of these new arrangements for our livestock clients."

The transaction is subject to several conditions precedent including some that are not in Elders' control. The transaction contains customary warranty and restraint provisions.

#### About Heartland Group

Heartland is a financial services group with operations in Australia and New Zealand. Heartland has a long history with roots stretching back to 1875, and is listed on the New Zealand and Australian stock exchanges (NZX/ASX: HGH) with a market cap of approximately NZ\$1.3 billion. In Australia, Heartland's main business is in reverse mortgages where it is a market leader.

Heartland is focused on delivering financial solutions through speed and simplicity, particularly via digital platforms which reduce the cost of onboarding and make it easier for customers to open accounts or apply for funds when they need it.