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## STAYING AFLOAT IN POULTRY BUSINESS AMIDST CHALLENGES

Businesses in Nigeria are presently going through difficult times due to the harsh operating environment. The ravaging economic crisis which spread across sectors is not biased against business size or ownership as being reflected in the unimpressive figures being churned out by small and large-scale businesses as well as reported cases of firms that have been forced out of business.

In fact, Cardinalstone, an investment company, projected that more multinational firms in the Fast-Moving Consumer Goods (FMCG) sub-sector may exit the country this year. Nigeria's \$4.2 billion poultry industry is one among sectors mostly hit by volatile market reality, no thanks to the near-scarcity of maize feed and rise in input cost. Like it is with others, present operating cost may no longer be relevant in the wink of an eye.

This obviously manifests in a shred in poultry output, forcing also about 50 per cent poultry operators to close shops in 2023, a sort of moderate figure compared to the whooping 80 per cent farmers who may have wound down in January 2024, going by the projection of Chairman of the Akwa Ibom State Branch of Poultry Association of Nigeria, PAN, Solomon Ekong.

However, only few like the Managing Director of Nyore B Farm Enterprise, Mrs. Blessing Olugbemi is pulling. Olugbemi's ruggedness is such worth emulating. Losing a massive number of birds that swallowed both her capital and profit to conditions as cash crunch, soaring operating costs, domestic factors and climate change, she refused to give in to the temptation of winding down a ten-year old business in 2023.

Her experience in 2023, she said, unknowingly prepared her for tougher times in 2024. Asked about her coping strategies, the computer science graduate linked it to passion, resilience and continuous learning. Coincidentally, she asserted that above factors were the scaling code in present day poultry farming. "This does not have to do with whether you are a new comer or already established in the business", she insisted.

The small scale entrepreneur disclosed that the same spirit propelled her into farming after she graduated with no job, while her hustle in clothing & accessories did not yield. "I decided to give farming a trial on the advice of a family friend. Ever since, it has been a journey of mixed experience. This is business, you do not expect it to be all rosy", she stressed.

Amid uncertainties, Olugbemi ardently believes in the future of poultry business, not even now that local production of chicken at 300 Mt and egg at 650 Mt is only able to meet 30 per cent of demand for chicken eggs and meat, leaving demand margin wider. According to Agroberichten Buitenland, egg consumption in Nigeria jumped from 366,000 tons in 2000 to 598,000 tons in 2015 and is projected to reach 947,000 tons by 2030. SOURCE: [s://www.thisdaylive.com/index.php/2024/03/02/staying-afloat-in-poultry-business-amid-economic-challenges-1](http://www.thisdaylive.com/index.php/2024/03/02/staying-afloat-in-poultry-business-amid-economic-challenges-1)

## SOCIAL MEDIA CORNER: SCAMMERS IN THE INDUSTRY

### Scam Alert

Some people are posting pictures of big chickens going at K85 & K90 on different social media platforms. When you call the numbers provided it's either the numbers don't go through or they will tell you that the birds have finished..

We have come to a conclusion that the aim of these individuals is to paint a false narrative that chicken prices are still low thereby forcing unsuspecting farmers to sale their birds at low prices 😞 Stay alert do not be deceived.

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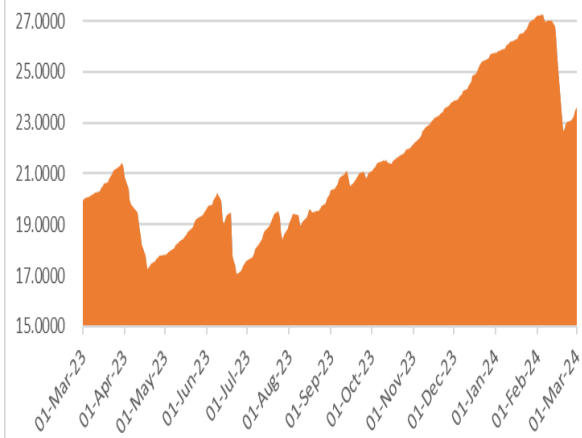




## KWACHA POST SOME LOSSES AFTER A WEEK OF GAINING

KWACHA POSTED SOME LOSSES THIS WEEK AFTER POSTING SOME GAINS THE PREVIOUS WEEK. THE KWACHA IS NOW TRADING ABOUT 23.93 END OF THE WEEK COMPARED WITH THE ZMK22.56, THE LOWEST REGISTERED THE PREVIOUS WEEK.

FIGURE 1: EXCHANGE RATE - KWACHA - DOLLAR - FEBRUARY 2024



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### DOC BROILER PRICE STABLE

The prices of broiler day-old chicks remained stable during the week. The lowest chick on the market is trading at ZMK15 and the highest is now selling ZMK16 per day old chicks, depending on location and supplier. There were no movements on the prices of pullets on the market which are averaging ZMK18 per day old pullet. The price for DoC SASSOL and Kuroilers is trading at ZMK 15 per DOC. The price for the improved free-range such as Black Austropop's, Bushveldts, Kuroilers are selling between ZMK 15 to ZMK35 depending on the age. The graph captures the national average price trend for the day-old broiler chicks. For the pullets, most of the bookings are open for February and March 2024 depending on the volumes and source. **Check Figure 2** for the price trend, courtesy of PAZ.

### PRICE FOR POINT OF LAY STABLE

The prices for the Point of Lay remained stable during the course of the week. The average price is now averaging ZMK145, with the lowest being ZMK140 per bird for bulk consignments and the highest being ZMK155 per bird for small volumes depending on the supplier and location. The bookings for March and April 2024 are available.

For beginners who are interested in getting battery cages, cage prices range between ZMK6500 to ZMK9000 depending on the capacity and also the sources of the cages. The second-hand refurbished cage price range between ZMK4800 to ZMK 5,500 depending on the quality, capacity, age and source. Quails' cages, Rabbit Cages as well as first hand layers cages are all available on the market with different prices depending on the source and location.

### WHOLE DRESSED CHICKEN PRICES REMAINED STABLE

The prices for the frozen chicken remained stable during the course of the week. The average price for the whole frozen chicken in Lusaka traded at about ZMK 56.67 per kg same price as obtained last week. The lowest price in some chainstores is still trading at ZMK52.99per kg (promotion) while the highest is trading at ZMK65. per kg. The chicken sizes are ranging between 1.1kg to 2.4kg in different stores.

Please note that the prices are obtained from Pick n Pay, Shoprite, Zambeef, Melisa Supermarket, Chopies, and Cheers Stores, Country Choice and Supreme. Different outlets have different pricing models hence the figures displayed is the average price for all the sampled chain stores. It should also be noted that these are Lusaka prices only. For the price trend, **check figure3** courtesy of PAZ.

### LIVE CHICKEN PRICES STABLE

The national average prices for the live broiler chickens remained stable the open markets during the course of the week. There were equally no movements on prices for the x-layers as well as the free-range chickens. The national live broiler bird prices averaged ZMK95.25 with the lowest price being Lusaka posting ZMK 85.35 per Live Chicken and the highest being ZMK120. The x-layers have also averaged ZMK 62.22 per bird, while the free-range price is averaging ZMK 140. The demand for broiler chicken is now on a steady increase as the market and consumption is now developing. Check figure 4 on the next page, courtesy of PAZ.

Figure 2: BROILER AND PULLET DAY OLD CHICK PRICES-FEBRUARY 2024

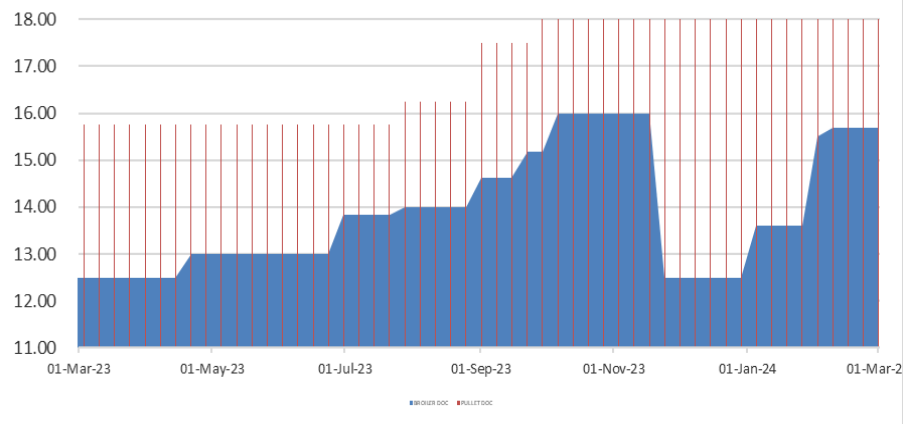


Figure 3- 3 YEAR AVERAGE PRICES FOR FROZEN CHICKEN-FEBRUARY 2024

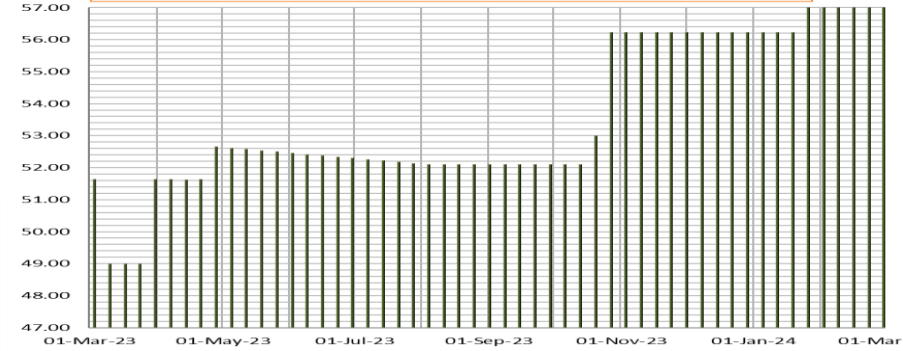
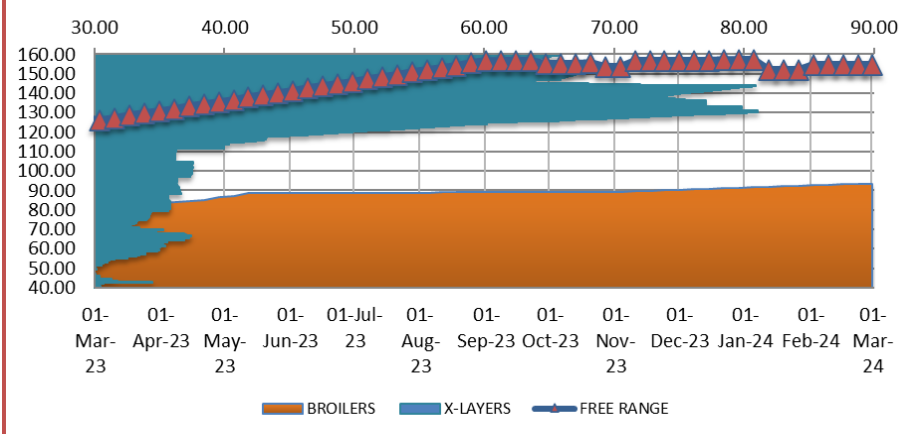


Figure 4- 3 YEAR AVERAGE LIVE BIRD PRICES- FEBRUARY 2024







### NATIONAL EGG PRICE STABLE

The egg prices in the domestic and export market continued to adjust upwards. The adjustments observed in the market are mainly attributed to the weaker kwacha, which is pushing the prices of inputs upwards and also making the Zambian eggs much cheaper in the export markets. The retail prices in open markets are ranging between ZMK55.45 to ZMK75.27. Most farm gate prices average ZMK 55 per tray to ZMK 58 per tray depending on the location. Further, retail prices in some Chain stores also register any movement with the prices averaged between ZMK65.99 to ZMK89.99 per tray of 30 eggs depending on the supplier, packaging and chain stores. Most of the traders in the open market are now selling an egg between ZMK2 to ZMK 2.5 in some markets. For the price, trend refer to figure 5, courtesy of PAZ.

### FEED PRICES REMAINED STABLE DURING THE WEEK

The national average prices for poultry feed remained stable during the course of the week. Broiler starter is trading at ZMK 577 per 50kg bag same prices as obtained last week. Broiler Grower averages ZMK566 while Broiler Finisher also averages ZMK550 per 50kg bag. In the same vein there were some minimal upward price movements registered on the Layer feed. The prices range from ZMK537 for pullet starter, ZMK392 for pullet grower, ZMK 375 for pullet developer and ZMK434 for layers mash. For those compounding their ownfeed, ingredients prices have also been stable during the week especially #3 meal which is trading between ZMK 4.83 to ZMK7 per kg as portrayed in the graphs from 6 to 9 below, courtesy of PAZ.

Figure 5: 3 YEAR AVERAGE ANNUAL EGG PRICES- FEBRUARY 2024

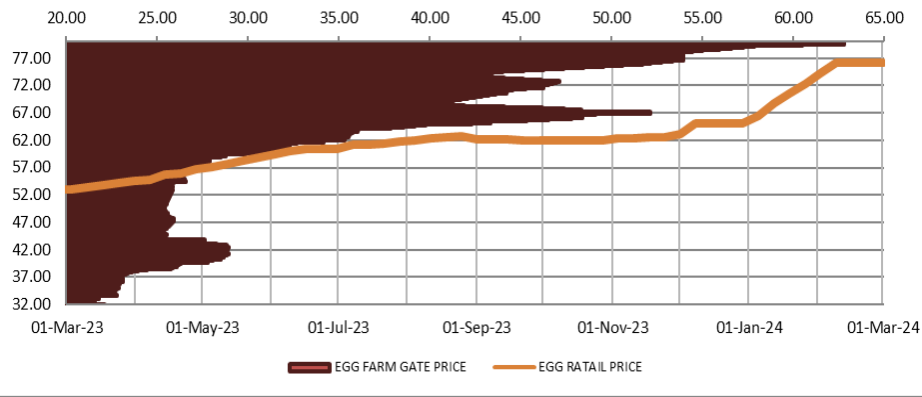


Figure 6: NATIONAL AVERAGE PRICES FOR BROILER FEED- FEBRUARY 2024

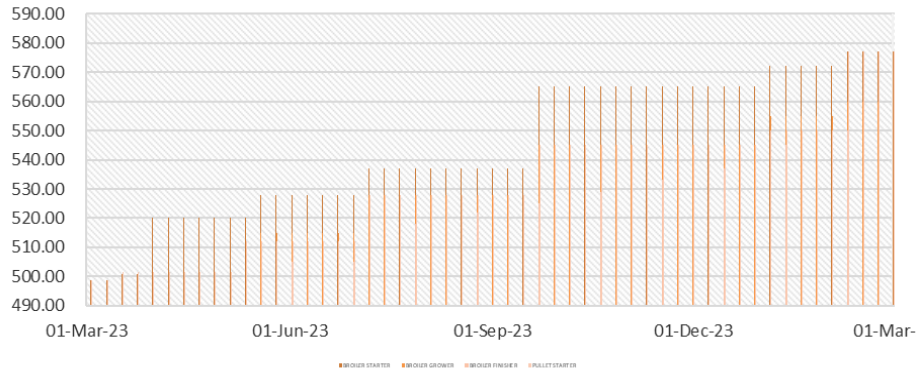


FIGURE7: AVERAGE LAYER FEED- FEBRUARY 2024

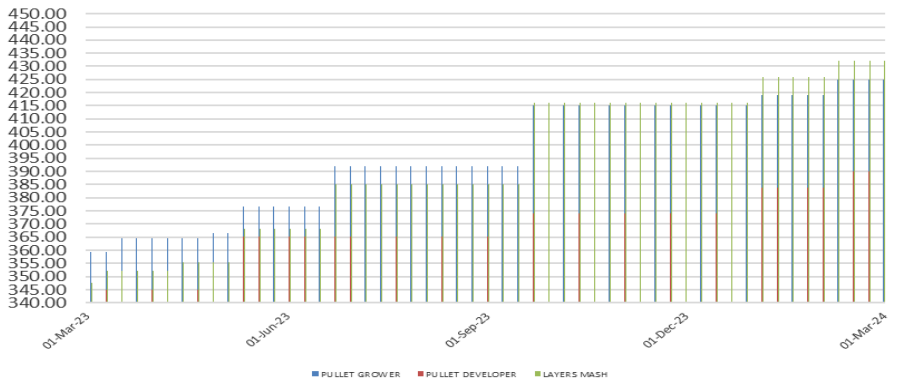
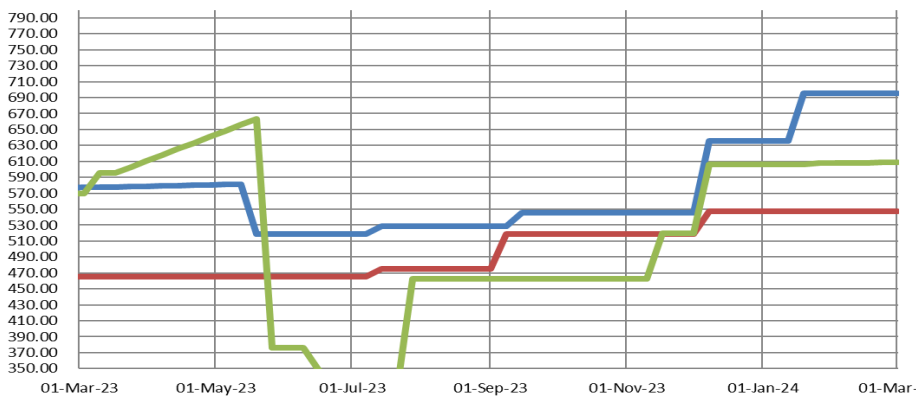


Figure 8: AVERAGE PRICES FOR SOYAMEAL FEBRUARY 2024



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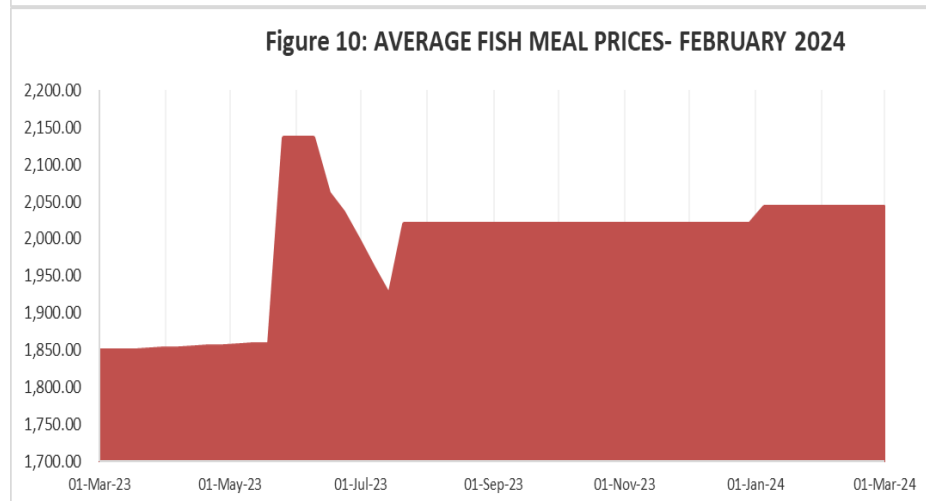
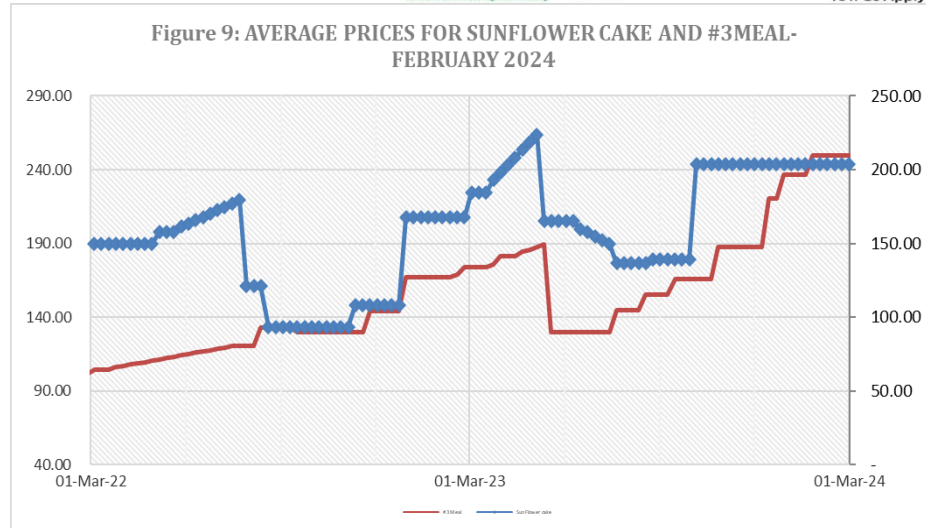
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ISSUE- 6

1<sup>ST</sup> MARCH 2024

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**POULTRY ASSOCIATION  
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# **NEWSLETTER**

**ISSUE- 6**

**1<sup>ST</sup> MARCH 2024**

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