



key statistics :



82,500 tonnes carcass weight equivalent (CWE) produced every year, of which :

- 66,600 tonnes CWE of lamb
- 15,900 tonnes CWE of cull sheep

2nd biggest European importer and consumer
102,000 tonnes CWE of meat and live animals imported every year

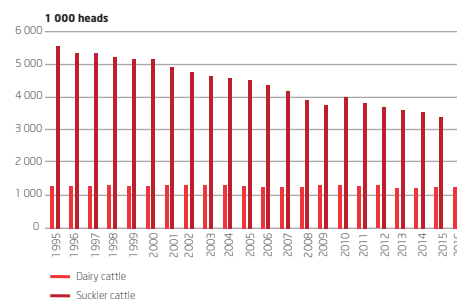
INDUSTRY STRUCTURE

- Production is extremely fractured :
 - > 58% of suckler ewe farms own fewer than 50 sheep
 - > Only 16% of suckler farms own more than 200 sheep, but they account for 66% of the national herd
- 50 organisations for commercial and non-commercial producers operate in the sector.
- Direct sales and subsistence farming account for 5% of slaughtering in France.

PRODUCTION

- The herd can be divided into suckler ewes: 3.4 million heads owned by 64,000 farmers, and dairy sheep: 1.3 million heads owned by 5600 farmers.
- With regard to meat, two production systems coexist in France, one of which focuses on the use of grassland, the other on the production of lamb in sheep-pens. Dairy sheep are farmed mainly in Aveyron, Pyrénées Atlantiques and Corsica.
- In 2013, specialist farms were home to 73% of the herd, with the remaining 27% being found on farms where sheep farming was a sideline.
- Lamb production has been constantly falling since the 1980s.

Suckler and dairy sheep in France since 1995

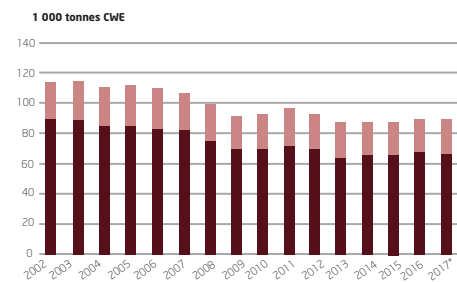


Source : FranceAgriMer from SSP

PROCESSING

- With 82,500 tonnes CWE in 2017, France is Europe's third biggest producer of ovine meat, behind the United Kingdom and Spain.
- France has 176 abattoirs certified to slaughter sheep, with around a dozen accounting for more than 50% of the total slaughtered (more than 3000 tonnes CWE per year). With sheep production remaining widely dispersed throughout the country, low capacity facilities stay open to provide local services. These are mainly mixed abattoirs where sheep represent a minor share of their business.

Development of sheep production in France



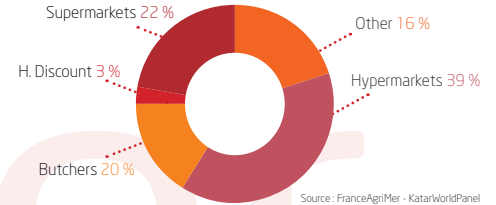
*Estimate
Source : FranceAgriMer from SSP and French customs



SALES

- Traditional supply chains still play an important role: almost 20% of household purchases are made in traditional butchers, compared to 60% of purchases made in supermarkets.
- Around 15% of meat is destined for out-of-home catering.
- 13% of ovine meat is sold with a seal of quality, mainly PGI and Label Rouge.

Where French households buy ovine meat

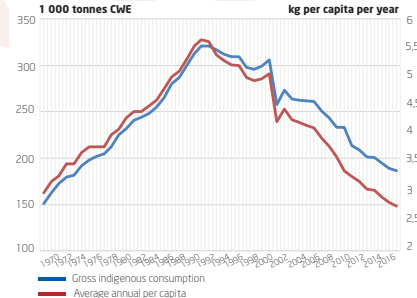


Source : FranceAgriMer - KatarWorldPanel

CONSUMER HABITS

- Consumers are eating significantly less ovine meat, falling from 5.5kg per capita per year in the 1990s to 2.8kg per capita per year in 2017. In total, gross indigenous consumption stands at 186,000 tonnes CwE in 2017.
- France supplies 53% of its own ovine meat, meaning that much of the ovine meat consumed in France is imported.
- Purchases are highly seasonal: 15% of purchases are made at Easter.
- France is the second biggest consumer of ovine meat in Europe, after the United Kingdom and ahead of Greece and Spain.

Changes to consumption of ovine meat in France

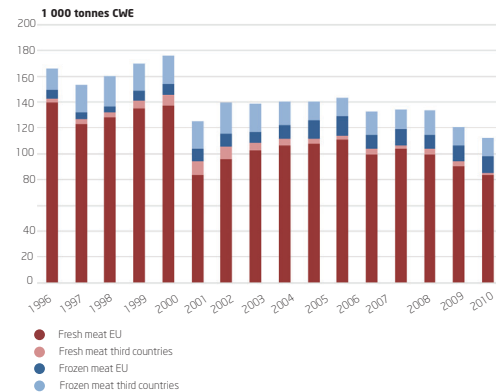


Source : FranceAgriMer from SSP and French customs

TRADE

- France is a net importer of ovine meat: it imports 91,000 tonnes CwE every year, and exports 8700 tonnes CwE per year. Its main supplier countries are the United Kingdom (43%), Ireland (19%) and New Zealand (17%). France imports 81% fresh and chilled meat, and 19% frozen meat.
- France's live sheep exports stand at 490,000 heads per year, of which:
 - > 87% is lamb, mainly suckling lambs exported to Spain and Italy around Christmas
 - > 13% cull sheep
- Exports of live cull sheep and heavy lambs focus primarily on Spain (85%).
- France exports 7000 tonnes CwE of ovine meat, of which 20% comes from cull sheep.

Development of French imports of ovine meat



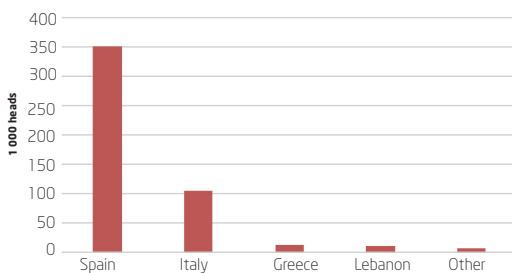
Source : FranceAgriMer from Eurostat

SPOTLIGHT Excellence of French production

- With more than 16% of production covered by seals of quality, lamb is by far the most-sold meat in butchers with the greatest coverage of quality and origin certification (SIQO). There are 21 SIQOs for ovine meat.
- Amongst these, the number of farmers committed to Label Rouge standards is growing by 2% every year (while the number of suckler ewe breeders is falling), and the tonnage sold under Label Rouge has increased by 20% over the past ten years.

MAIN EXPORT MARKETS FOR LIVE ANIMALS AND MEAT

Live French sheep exports in 2016



French ovine meat exports in 2016

