

# India Poultry Market Report by End Use (Food Services, Households), Distribution Channel (Traditional Retail Stores, Business to Business (B2B), Modern Retail Stores), and States 2024-2032

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## **Abstracts**

The India poultry market size reached INR 2,099.2 Billion in 2023. Looking forward, IMARC Group expects the market to reach INR 4,620.7 Billion by 2032, exhibiting a growth rate (CAGR) of 8.9% during 2024-2032. The expanding population across the country, increasing demand for poultry products, changing consumer dietary preferences, rising disposable incomes, and rapid growth in the food service sector are among the key factors driving the market growth.

Poultry refers to domesticated birds raised for various purposes, primarily for their meat and eggs. Some common types of poultry include chickens, turkeys, ducks, geese, and quails. These birds are specifically bred and managed within the poultry industry to meet the demand for poultry products. Poultry farming is a significant sector of the agricultural industry, providing a steady supply of protein-rich meat and eggs to consumers worldwide. Poultry farms can vary in size and production methods. Largescale commercial poultry farms typically employ intensive production systems, where birds are raised in confined spaces to maximize efficiency and output. However, there are also smaller-scale and free-range operations that prioritize animal welfare and sustainability. Poultry products are widely available in supermarkets, grocery stores, and restaurants, catering to the demand for affordable and nutritious protein sources. The poultry industry plays a crucial role in meeting global food requirements and contributes significantly to the economies of many countries.

In India, poultry consumption has been on the rise, driven by factors such as rapid population growth, changing consumer dietary preferences, urbanization, and inflating



disposable incomes. India is one of the largest producers of poultry meat and eggs globally, and the consumption of poultry products across the country predominantly includes chicken meat and eggs. Chicken meat is the most popular choice among the masses due to its affordability, versatility in various cuisines, and widespread availability. Eggs are also a staple food item, consumed directly and as ingredients in various food products. Besides this, the growing awareness of the health benefits of poultry is catalyzing the product demand. Also, the expansion of quickservice restaurants (QSRs) and the surging popularity of processed and convenience foods have further contributed to the demand for poultry products. Furthermore, favorable government initiatives, such as the National Livestock Mission and support for poultry farming through subsidies and loans, have played a crucial role in boosting the sector. In addition, advancements in technology and improved breeding practices have enhanced productivity and efficiency in the poultry industry. Other factors, including a large consumer base, escalating demand for protein-rich foods, and rising government support, are also propelling the growth of the market in India.

India Poultry Market Trends/Drivers: Increase in demand for poultry products

India has a rapidly growing population, which directly translates into a larger consumer base for poultry products. With the expanding middle class and inflating disposable incomes, more people have the financial means to include poultry in their diets. Moreover, the shifting dietary patterns and preferences contribute to a higher demand for poultry. As lifestyles become more fast-paced, there is a greater inclination toward convenient and protein-rich foods. Poultry, especially chicken, is seen as a versatile, affordable, and readily available source of protein, making it a preferred choice for many consumers. Additionally, there is a growing awareness of the nutritional benefits associated with poultry consumption. This, coupled with increased awareness about the importance of a balanced diet, has catalyzed the demand for poultry products.

Rise in adoption of technology and automation

The adoption of technology and automation is a significant trend in the India poultry industry, revolutionizing the way poultry farming and operations are conducted. Poultry farms are implementing advanced farm management systems that leverage technology to streamline operations. These include automated feeding, climate control, and data monitoring tools. Technology is being employed to monitor and detect diseases in poultry farms. Systems equipped with sensors and cameras can continuously monitor bird behavior, feed intake, water consumption, and other vital signs to identify any



abnormal patterns or signs, allowing prompt intervention and preventing the spread of diseases. Moreover, egg collection and processing have become more automated, reducing labor requirements and improving efficiency. Apart from this, the increasing popularity of precision farming techniques is further supporting market growth.

India Poultry Industry Segmentation:

IMARC Group provides an analysis of the key trends in each segment of the India poultry market report, along with forecasts at the country and state level from 2024-2032. Our report has categorized the market based on end use and distribution channel.

Breakup by End Use: Food Services Households

Food services represents the largest end use segment

The report has provided a detailed breakup and analysis of the market based on the end use. This includes food services and households. According to the report, food services represented the largest segment.

The food service sector comprises establishments such as restaurants, cafes, hotels, and quick-service outlets. As more people migrate to urban areas and adopt fast-paced lifestyles, there is an increased reliance on food services to cater to the convenience and time constraints of urban dwellers, providing them with ready-to-eat meals and dining options. Poultry products, particularly chicken, are popular due to their affordability, versatility, and quick cooking time, making them a staple ingredient in food services. Furthermore, the organized food service sector in India has witnessed substantial growth in recent years. Along with this, the increasing consumer preference for eating out due to changing social dynamics, inflating disposable incomes, and a growing desire for experiential dining are contributing to the expansion of this segment. Poultry-based dishes, including chicken curries, tandoori chicken, biryanis, and sandwiches, feature prominently in the menus of Indian and international food service outlets, catering to the preferences of the dining-out culture. Also, the proliferation of online food delivery platforms, rising urbanization, and changing lifestyles and food preferences of individuals are fueling segment growth.

Breakup by Distribution Channel:



Traditional Retail Stores Business to Business (B2B) Modern Retail Stores

Traditional retail stores account for the majority of the market share

A detailed breakup and analysis of the market based on the distribution channel has also been provided in the report. This includes traditional retail stores, business to business (B2B), and modern retail stores. According to the report, traditional retail stores accounted for the largest market share.

Traditional retail stores, such as local grocery stores, supermarkets, and wet markets, have a wide presence across India. They are easily accessible to consumers in both urban and rural areas, making them a convenient option for purchasing poultry products. In India, traditional retail stores align with the cultural preferences and shopping habits of consumers. Many consumers prefer to physically inspect and choose fresh poultry products before making a purchase. Traditional stores offer the opportunity for customers to personally select the desired cuts, sizes, and quantities of poultry products, allowing a sense of control and satisfaction in their shopping experience. They often source poultry products locally or regionally, which aligns with the preferences for fresh and locally produced goods, supporting the local economy and fostering a sense of community. These stores are well-versed in the local culinary traditions and preferences, including the preferred cuts of poultry and traditional cooking methods. They stock a range of poultry cuts that are popular and familiar to local consumers, which makes traditional stores a preferred choice for consumers seeking specific cuts or poultry varieties for their regional dishes, thereby propelling the segment growth.

Breakup by States:

Maharashtra Haryana West Bengal Tamil Nadu Andhra Pradesh Uttar Pradesh Telangana Kerala Karnataka Punjab

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Orissa Bihar Madhya Pradesh Gujarat Rajasthan Others

Maharashtra exhibits a clear dominance in the market

The report has also provided a comprehensive analysis of all the major regional markets, which include Maharashtra, Haryana, West Bengal, Tamil Nadu, Andhra Pradesh, Uttar Pradesh, Telangana, Kerala, Karnataka, Punjab, Orissa, Bihar, Madhya Pradesh, Gujarat, Rajasthan, and others. According to the report, Maharashtra was the largest market for poultry in India.

Maharashtra held the largest market share since the region has a well-developed modern retail infrastructure, including supermarkets, hypermarkets, and specialty stores. Major cities in the state have witnessed the establishment of large retail chains and shopping malls that provide a wide range of food products, including poultry, under one roof. The presence of modern retail outlets facilitates convenient access to poultry products for urban consumers and helps drive sales volume.

Additionally, Maharashtra is known for its vibrant food service industry, with a diverse range of restaurants, hotels, cafes, and street food vendors. The state offers a wide variety of cuisines, including local Maharashtrian, North Indian, South Indian, Chinese, and international flavors. Poultry, especially chicken, is a staple ingredient in many of these cuisines, making it a key component of the menus in Maharashtra's food service establishments.

Another contributing aspect is the strong economic growth in Maharashtra and increased disposable incomes of individuals, facilitating higher spending on food, including poultry products. Maharashtra is one of the most urbanized states in India, with a high population density. Urban areas, such as Mumbai, Pune, Nagpur, and Nashik, have a substantial consumer base with diverse culinary preferences and a higher demand for poultry products. The concentration of urban centers and a large population contribute to the robust demand for poultry products in the state, driving market growth.

#### Competitive Landscape:



The market is experiencing steady growth due to the adoption of various strategies and initiatives by key players to maintain their market position, meet evolving consumer demands, and capitalize on emerging opportunities. Several established players are expanding their production capacities and diversifying their product portfolios to cater to a wider range of consumer preferences. They are also introducing new product variants, such as value-added and processed poultry products, to capture a larger market share and address changing consumer needs. Many large-scale poultry companies are adopting vertical integration strategies to streamline operations, improve traceability, and enhance overall business performance. Key players are heavily investing in technology and automation to enhance efficiency, productivity, and animal welfare. The market is also witnessing a rise in the adoption of sustainability and responsible practices, emphasis on efficient waste management, investments in marketing and brand-building activities, and increased collaborations and partnerships with retailers, food service providers, and e-commerce platforms to drive healthy competition within the domain.

The report has provided a comprehensive analysis of the competitive landscape in the market. Detailed profiles of all major companies have also been provided. Some of the companies covered include:

Bharati Poultry Pvt. Limited IB Group Mulpuri Group RM Group Simran Farms Limited Skylark Hatcheries Pvt. Ltd. Sneha Group Srinivasa Farms Private Limited Suguna Foods Private Limited VH Group

Key Questions Answered in This Report

- 1. What was the size of the Indian poultry market in 2023?
- 2. What is the expected growth rate of the Indian poultry market during 2024-2032?
- 3. What are the key factors driving the Indian poultry market?
- 4. What has been the impact of COVID-19 on the Indian poultry market?
- 5. What is the breakup of the Indian poultry market based on the end use?
- 6. What is the breakup of the Indian poultry market based on the distribution channel?
- 7. What are the key regions in the Indian poultry market?

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8. Who are the key players/companies in the Indian poultry market?



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