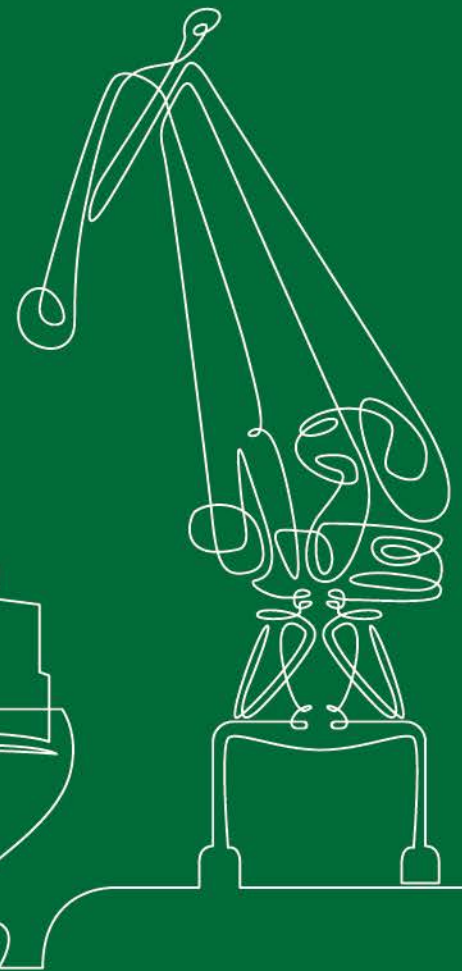
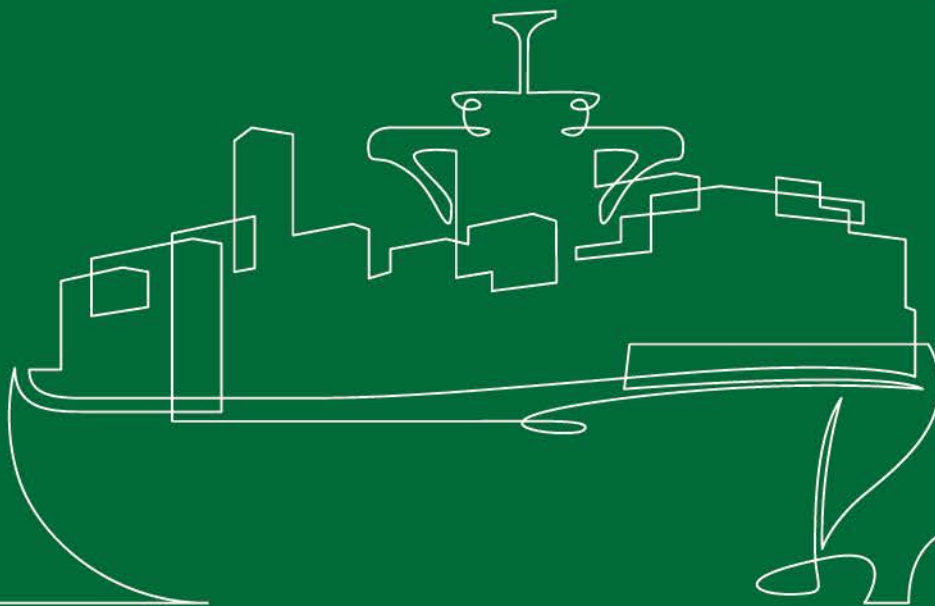


2023

United States Agricultural
Export Yearbook



INTRODUCTION

The 2023 United States Agricultural Export Yearbook provides a statistical summary of the top 14 U.S. agricultural commodity exports to the world and highlights from the top 16 export destinations during the 2023 calendar year. The Yearbook is produced by the U.S. Department of Agriculture's (USDA) Foreign Agricultural Service (FAS) using trade data published by the U.S. Census Bureau of the U.S. Department of Commerce. Foreign country export data was sourced from the reporting countries' national statistical agencies, as reported through Trade Data Monitor.

The 2023 U.S. Agricultural Export Yearbook consists of two sections: (1) top U.S. commodity exports and (2) top destinations for U.S. exports. The Yearbook utilizes FAS product groups that can be found at FAS's Global Agricultural Trade System located at <https://apps.fas.usda.gov/gats/>. The product groups are defined using the Harmonized Tariff Schedule (HTS) at the 10-digit level and aggregated into classifications that include the primary commodity and its derivatives. FAS has titled these product groups as "BICO (HS-10)." BICO is a FAS designation that stands for Bulk, Intermediate, and Consumer Oriented products. The bulk group is comprised of unprocessed commodities, such as corn, wheat, and rice. Those aggregations tend to be comprised of very few HTS codes. For example, the soybeans product group includes only 2 HTS codes, and cotton includes only 5 codes. Intermediate products are processed and are used as inputs in the manufacturing of other products, including oilseed meals, essential oils, and live animals. Consumer-oriented products are a larger collection of detailed products. For example, the beef and beef products, dairy products, and fresh vegetables include 26 HTS lines, 46 HTS lines, and 70 HTS lines, respectively.

The 14 product groups or commodity aggregations displayed in the Yearbook are based on the United States' largest export categories. The top 14 export product groups account for 68 percent of total U.S. agricultural products exported in 2023. The country pages in the Yearbook include the United States' top 16 export destinations. These top 16 export markets represent more than 80 percent of total U.S. agricultural exports in 2023. Questions or comments about the 2023 U.S. Agricultural Export Yearbook can be directed to Sam Bartz (Samantha.bartz@usda.gov).

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EXPORT OVERVIEW

Top U.S. Agricultural Exports (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Soybeans	18,694	25,516	27,418	34,368	27,943	-19%	26,788
Corn	7,671	9,246	18,629	18,571	13,143	-29%	13,452
Beef & Beef Products	8,094	7,638	10,513	11,708	9,969	-15%	9,584
Tree Nuts	9,074	8,400	8,856	8,989	8,822	-2%	8,828
Pork & Pork Products	6,951	7,720	8,109	7,698	8,159	6%	7,727
Dairy Products	5,914	6,448	7,596	9,545	8,008	-16%	7,502
Soybean Meal	4,335	4,699	5,581	6,087	7,380	21%	5,616
Wheat	6,228	6,282	7,227	8,323	6,080	-27%	6,828
Cotton	6,140	5,949	5,675	8,917	5,976	-33%	6,531
Poultry Meat & Products*	4,243	4,242	5,229	5,963	5,489	-8%	5,033
Food Preparations	5,032	5,094	5,884	5,754	5,424	-6%	5,438
Feeds, Meals & Fodders	3,151	3,258	3,667	3,993	4,387	10%	3,691
Bakery Goods, Cereals, & Pasta	3,614	3,603	3,733	4,211	4,314	2%	3,895
Fresh Fruit	4,383	4,323	4,466	4,090	4,295	5%	4,311
Ethanol (non-beverage)	2,330	2,297	2,783	3,702	3,818	3%	2,986
Distillers Grains	2,227	2,327	2,996	3,389	3,304	-2%	2,849
Processed Vegetables	2,889	2,564	2,778	3,033	3,172	5%	2,887
All Others	40,111	40,066	45,470	47,516	45,188	-5%	43,670
Total Exported	141,082	149,672	176,609	195,856	174,872	-11%	167,618

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

Overview

In 2023, U.S. exports of farm and food products to the world totaled nearly \$175 billion, down 11 percent from the 2022 record. Soybeans, corn, cotton, wheat, and other bulk commodities accounted for 34 percent of all U.S. agricultural exports in 2023. Intermediate products such as soybean meal and oil, ethanol, distillers grains, and others comprised 20 percent, while consumer-oriented products made up the remaining 46 percent. Nearly \$12 billion of the \$21 billion total decline was due to decreased exports of the top two commodities: soybeans and corn. More than 80 percent of the year-over-year decrease was due to lower bulk commodity exports, driven by increased competition, especially from Brazil, and lower commodity prices.

The top 10 export commodities in 2023 accounted for 58 percent of the total U.S. agricultural export value. Soybeans accounted for 30 percent of the overall decrease in U.S. export value, down \$6.4 billion, or 19 percent, from 2022's record. While soybean prices decreased from 2022, the primary driver behind the contraction was the drop in export volume as Brazil harvested and exported a record crop. In 2023, the People's Republic of China (PRC), the United States' top soybean destination, sourced 29 percent more soybeans by volume from Brazil, and 11 percent less from the United States compared to 2022.

Corn was responsible for 26 percent of the U.S. export decrease, down \$5.4 billion (29 percent) from 2022. A record crop in Brazil, combined with a newly signed deal with the PRC, enabled Brazil to surpass the United States as the largest corn exporter in the world. Wheat exports were down \$2.2 billion due to increased competition from other major exporters. Cotton exports were down \$2.9 billion, suffering from both reduced supplies and lower prices, as a slowing global economy hampered foreign demand.

Beef and beef product exports declined \$1.7 billion (15 percent), largely due to a decrease in domestic production. Dairy exports declined \$1.5 billion (16 percent), resulting from depressed global demand and weak prices. In contrast, pork and soybean meal both reached record levels in 2023. Pork and pork product exports grew 6 percent to reach \$8.2 billion, buoyed by record sales to Mexico, Dominican Republic, Colombia, and Guatemala. Soybean meal rose \$1.3 billion (21 percent) to \$7.4 billion, mostly due to higher export volumes.

Outside of the top 10 commodities, some of the product categories that set export records included bakery goods (\$4.3 billion), ethanol (\$3.8 billion), processed vegetables (\$3.2 billion), non-alcoholic beverages (\$2.8 billion), and condiments (\$2.3 billion).

BEEF & BEEF PRODUCTS

Top 10 Export Markets for U.S. Beef (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
South Korea	1,843	1,714	2,354	2,719	2,130	-22%	2,152
Japan	1,950	1,941	2,355	2,335	1,809	-23%	2,078
China	86	310	1,590	2,142	1,606	-25%	1,147
Mexico	1,107	853	1,058	968	1,191	23%	1,035
Canada	654	727	773	836	877	5%	773
Taiwan	568	552	662	748	625	-16%	631
Hong Kong	746	666	497	392	415	6%	543
European Union	192	150	167	247	259	5%	203
Dominican Republic	66	34	79	98	107	10%	77
Philippines	88	62	73	161	84	-48%	94
All Others	794	630	905	1063	864	-19%	851
Total Exported	8,094	7,638	10,513	11,708	9,969	-15%	9,584

Source: U.S. Census Bureau Trade Data - BICO HS-10

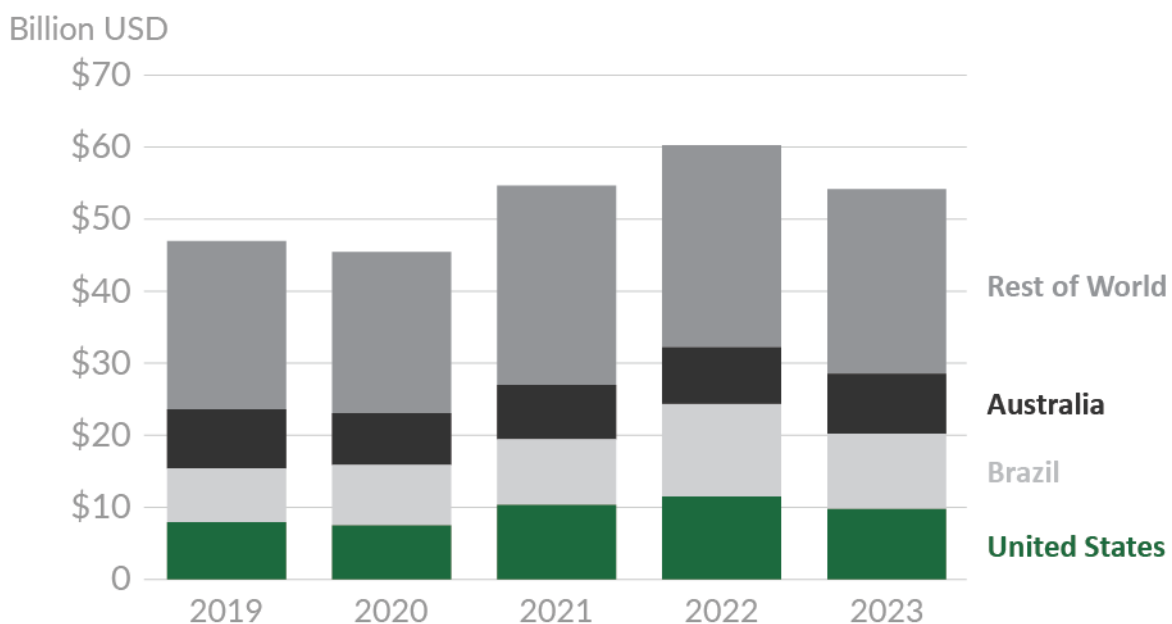
Highlights

In 2023, the value of U.S. beef and beef product exports decreased to \$10.0 billion, down 15 percent from the record level of 2022. U.S. beef and beef product export volume was 1.3 million tons in 2023, decreasing 12 percent from the 2022 record volume of 1.5 million tons. Beef variety meats remained an important component, accounting for 11 percent of shipments by value. U.S. exports of beef and beef products continued to be dependent on the top four key markets (South Korea, Japan, People's Republic of China (PRC), and Mexico), accounting for more than two-thirds of shipments by value. The United States remained the top supplier to South Korea, Japan, and Mexico. In 2023, the United States was the world's largest beef producer, second-largest importer, and second-largest exporter.

Drivers

- Lower exports were hindered by a strong U.S. dollar, elevated prices on tight exportable supplies, sluggish global demand, and increased competition from Australia and Brazil.
- Of the four major markets of U.S. beef, exports to Japan, South Korea, and the PRC were all lower in 2023. Conversely, exports to Mexico were higher. A strong peso and growing Mexican beef demand enabled greater U.S. shipments.
- U.S. exports to Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) countries, particularly the Dominican Republic, continue to expand – growing 9 percent in 2023. When faced with challenging market conditions, the free trade agreement facilitated sustained growth.

Global Beef Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

The United States cattle inventory contracted in 2023, reaching the lowest inventory level since 1951. As the United States cattle inventory is expected to decline further in 2024, U.S. beef production is forecast to continue to fall. Tighter U.S. supplies of beef are likely to result in higher prices, making U.S. beef less price competitive globally. Additionally, increased supplies and production in export-oriented countries such as Australia and Brazil will likely negatively impact U.S. price-competitiveness in several key markets. Furthermore, global beef demand, including in key markets, may remain sluggish.

CORN

Top 10 Export Markets for U.S. Corn (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Mexico	2,736	2,685	4,699	4,923	5,384	9%	4,085
Japan	2,011	1,856	3,189	2,995	2,082	-30%	2,427
China	55	1,240	5,057	5,211	1,655	-68%	2,644
Colombia	682	879	1,089	958	1,138	19%	949
Canada	349	272	663	1,337	670	-50%	658
South Korea	359	548	859	508	277	-45%	510
Guatemala	177	218	344	295	269	-9%	260
Taiwan	232	177	417	269	254	-6%	270
Honduras	123	130	204	294	227	-23%	196
Saudi Arabia	110	151	183	247	181	-27%	174
All Others	832	1087	1926	1533	1006	-34%	1,277
Total Exported	7,671	9,246	18,629	18,571	13,143	-29%	13,452

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

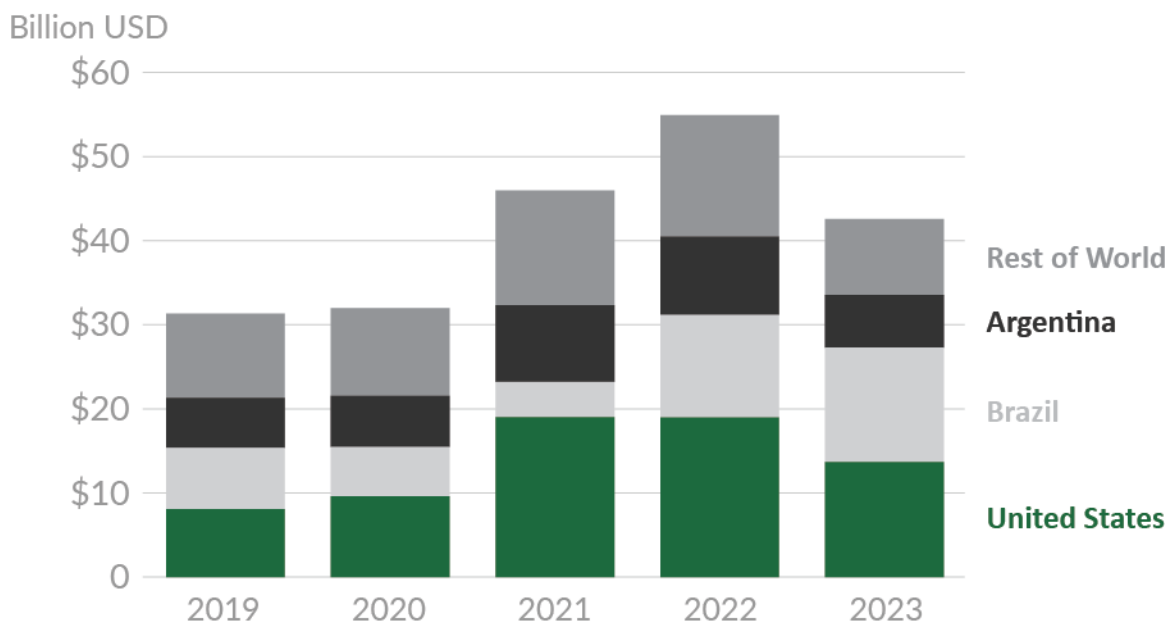
U.S. corn exports were valued at \$13.1 billion in 2023, down nearly 30 percent from the highs of 2021 and 2022. Global corn prices began to ease after July 2023 as a large safrinha corn harvest in Brazil led to larger global supplies. Lower prices in combination with increased competition from Brazil left U.S. exports to People's Republic of China (PRC) down 68 percent from the previous year to \$1.7 billion.

Mexico saw the strongest growth in demand for U.S. corn, as high demand for yellow corn in feed and industrial use continued to outstrip domestic supplies. Impacts of a ban on the use of genetically modified (GE) corn in dough and tortillas resulted in significant reductions of U.S. white corn trade to Mexico. This coincided with a record \$5.0 billion value in U.S. corn exports to Mexico, overtaking the PRC as the top U.S. corn export market in 2023. Exports to the top three destinations, Mexico, Japan, and the PRC accounted for 69 percent of total U.S. corn exports. Colombia demand for U.S. corn also rose 19 percent, due to increased U.S. supplies and a steep drop in prices from August onwards compared to the same time the previous year.

Drivers

- Unfavorable weather conditions at the onset of 2023 in Argentina and the United States during key growing periods led to lower corn production, resulting in a decline in exportable supplies and sustained higher prices.
- Lower exportable supplies from Argentina and the United States coincided with larger supplies in Brazil. More competitively priced Brazilian corn shifted demand for U.S. corn from the PRC, Japan, and South Korea towards Brazilian supplies.
- A PRC-Brazil phytosanitary agreement signed in late 2022 enabled Brazil to supplant the United States as the largest corn supplier to the PRC, the world's largest corn import market in 2023.
- Despite lower Argentine production impacted by drought conditions, a large Brazilian safrinha crop and strong U.S. supplies in the last four months of 2023 drove down global corn prices.
- Ukrainian export volumes through the Black Sea continue to be moderated by the ongoing war; however, volumes have continued to overperform relative to expectations in the past two years. Most supplies are heading to Europe, with a smaller portion going to the PRC.

Global Corn Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

U.S. corn export values are expected to further decline from their 2023 level, due to a record U.S. corn crop going into 2024, as well as ample global supplies suppressing corn prices. With Brazil holding a majority share of the PRC'S market, in 2024, U.S. exports will reconcentrate in traditional markets, particularly Mexico and Japan. A rebound in supplies from Argentina, as well as significant devaluation of the peso, will make their supplies particularly competitive against the U.S. after harvesting this year. Prospects for Brazil corn production also remain large, maintaining competitive global prices which will also continue to challenge U.S. market share.

COTTON

Top 10 Export Markets for U.S. Cotton (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
China	705	1,821	1,323	2,856	1,552	-46%	1,651
Pakistan	628	787	706	998	809	-19%	786
Vietnam	1,428	1,162	1,028	1,069	750	-30%	1,087
Turkey	648	574	555	1,004	674	-33%	691
Bangladesh	388	330	309	470	339	-28%	367
Mexico	288	178	407	528	249	-53%	330
India	586	147	211	492	231	-53%	333
Indonesia	417	254	215	233	195	-16%	263
Guatemala	87	43	68	127	93	-27%	84
Thailand	215	119	124	146	93	-37%	139
All Others	750	536	729	993	991	0%	800
Grand Total	6,140	5,949	5,675	8,917	5,976	-33%	6,531

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

In 2023, the value of U.S. cotton exports fell more than 30 percent year-over-year to \$6.0 billion due to lower production and prices.

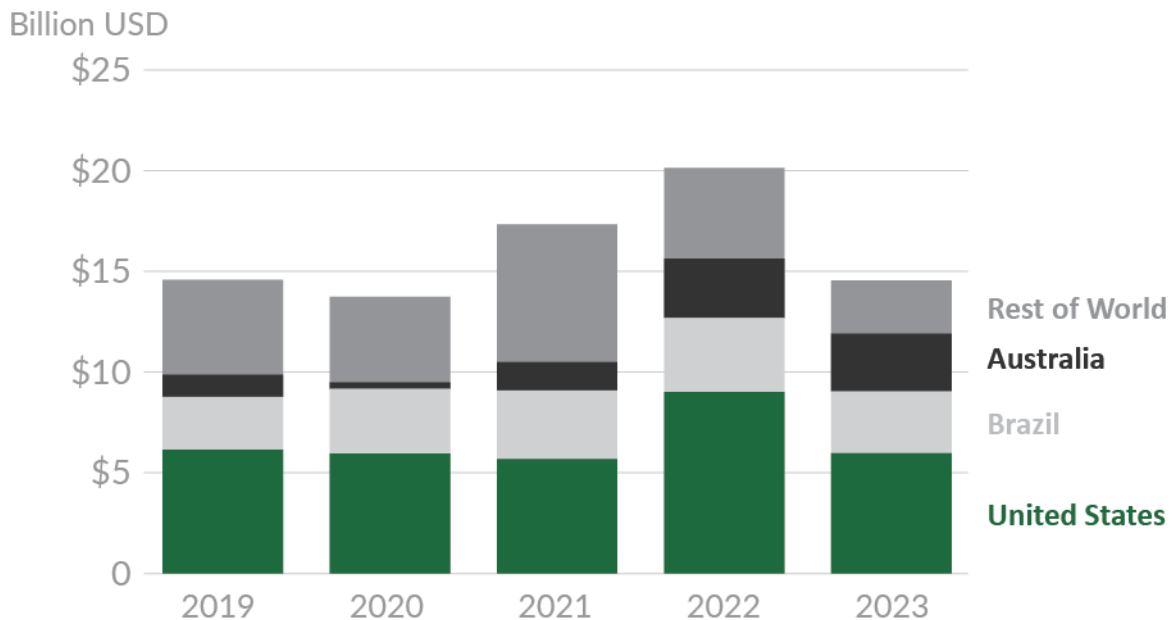
Despite decreasing in value by nearly half, the People's Republic of China (PRC) remained the largest export market for U.S. cotton. However, in 2023, the PRC accounted for one-quarter of total cotton export value compared with one-third the previous year. U.S. market share in the PRC also declined after reaching the highest in more than 20 years in 2022 but remained strong at 40 percent.

Global demand for finished cotton products was down in 2023 as evidenced by the declining volume of U.S. cotton product imports which fell to its second-lowest level in more than 20 years.

Drivers

- U.S. cotton production decreased due to drought and lower area harvested in Texas.
- While the 2023 volume of U.S. cotton exports decreased by less than 20 percent, lower cotton prices affected their value with exports falling more than 30 percent in value.
- Global cotton consumption decreased as prospects for a global economic slowdown lowered importer demand for cotton products.

Global Cotton Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

In 2024, U.S. cotton exports are expected to rise due to higher production. U.S. cotton production is forecast to rise due to an expected increase in area harvested. With prices relatively constant from last year, an increase in volume of U.S. cotton exports will translate to a similar rise in export value. As concerns about an economic downturn lessen, inventories are expected to be replenished along the cotton supply chain leading to higher global cotton consumption.

DAIRY PRODUCTS

Top 10 Export Markets for U.S. Dairy (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Mexico	1,526	1,401	1,786	2,443	2,317	-5%	1,895
Canada	728	736	855	1,030	1,082	5%	886
China	373	539	701	803	608	-24%	605
Japan	282	322	373	521	389	-25%	377
Philippines	273	409	424	582	373	-36%	412
South Korea	330	370	420	569	321	-44%	402
Indonesia	239	348	318	453	311	-31%	334
Australia	148	170	162	216	183	-15%	176
Vietnam	170	185	276	224	146	-35%	200
Dominican Republic	89	92	116	158	133	-16%	118
All Others	1,757	1,876	2,165	2,548	2,144	-16%	2,098
Total	5,914	6,448	7,596	9,545	8,008	-16%	7,502

Source: U.S. Census Bureau Trade Data - BICO HS-10

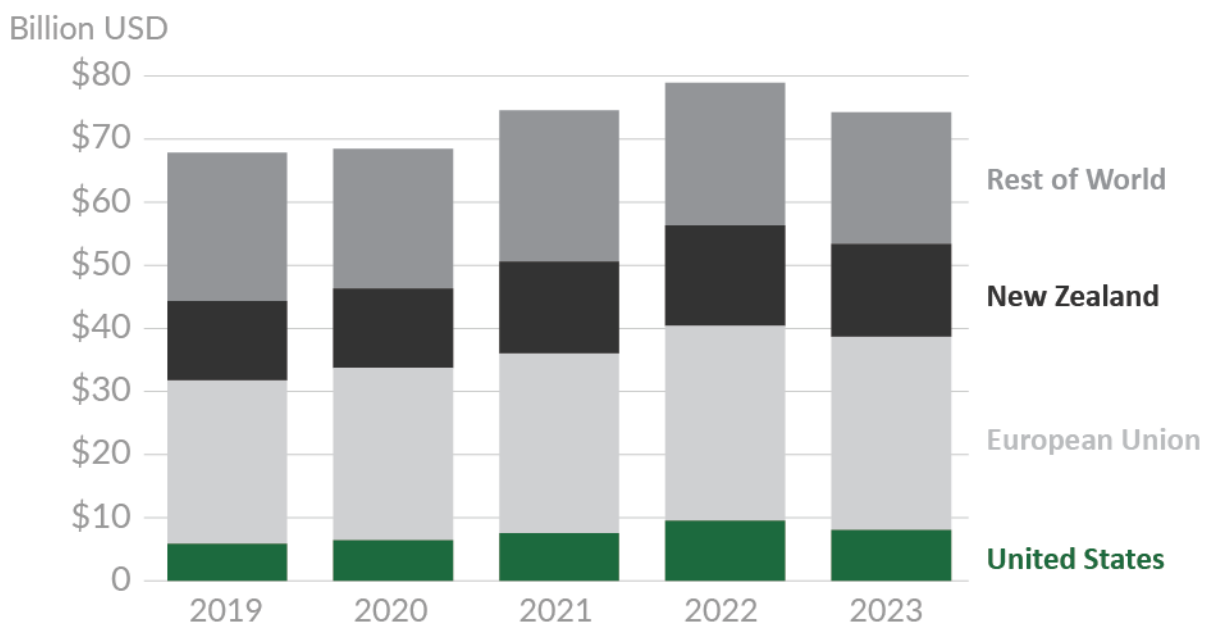
Highlights

In 2023, the value of U.S. dairy exports fell to \$8.0 billion, a 16 percent decrease from 2022. This marked the first decline in dairy export values in 7 years. Mexico remains the leading market for U.S. dairy products and accounts for more than a quarter of all exports. Following a strong year in 2022, dairy exports to Mexico moderated, down 5 percent in 2023, led by falling sales of skimmed milk powder (SMP) and cheese. Elsewhere, the decline in dairy sales was most notable in East and Southeast Asian markets, where year-over-year declines in exports were 31 percent to Indonesia, 25 percent to Japan, 44 percent to South Korea, and 36 percent to the Philippines. Canada was a bright spot, as exports continued to grow for the eighth consecutive year, driven by increases in cheese and infant formula.

Drivers

- Global milk production from major exporters such as New Zealand and Australia were relatively unchanged, each up less than 1 percent, and the EU and United States were largely flat.
- World prices of major dairy products fell rapidly as unexpectedly stronger global production outpaced the decline in global demand from major importers, primarily in Asian markets.
- U.S. prices of major commodities such as SMP, cheese, and whey and whey products were competitive during 2023; however, the global demand for these products was weak, as high interest rates and inflation weighed on consumer spending.
- The strong U.S. dollar also negatively impacted U.S. competitiveness relative to other major exporters.

Global Dairy Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

The U.S. dairy sector enters 2024 facing lower feed prices, a smaller dairy herd, but broadly strengthening prices for both dairy products and fluid milk production. The 2024 January dairy cow inventories were lower than the previous year, also with fewer dairy replacement heifers in the herd. Cow numbers in milk production are expected to stabilize in 2024, ending the year at about the same level as the beginning of the year. The milk production per cow is expected to continue growing at an annual rate of 0.7 percent, a slower rate than historical averages.

U.S. price competitiveness was an important factor for trade in 2023. High domestic prices for cheese and butter resulted in higher imports and lower U.S. exports than in 2022 on a fats basis. Likewise, weaker foreign

demand for skim products resulted in low international prices, decreasing U.S. exports by volume in 2023. For 2024, fat basis exports are projected to grow at a higher rate than imports, at 10 percent, reflecting improved price competitiveness for U.S. products given relatively tight supplies among competing exporters. Skim-solids exports in 2024 are also projected to be 4 percent higher than in 2023, although international demand is expected to compete with U.S. domestic use.

Global dairy markets are expected to be an influential factor in the U.S. dairy outlook for 2024. Overall, global dairy trade is expected to be constrained by lower milk production from several key exporters – notably the European Union and New Zealand. Lower milk production in these markets is expected to translate into lower exports of several dairy products, particularly butter and nonfat dry milk (NDM). This is expected to help support global dairy prices in 2024. The reduced production in Europe and Oceania would provide opportunities for other dairy exporters to meet global demand, with the United States well positioned to ship product to key markets.

ETHANOL

Top 10 Export Markets for U.S. Ethanol* (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Canada	573	594	1,022	1,525	1,738	14%	1,090
United Kingdom	45	48	102	161	410	155%	153
European Union	140	252	190	330	333	1%	249
India	287	293	249	176	248	41%	251
South Korea	196	170	332	393	229	-42%	264
Colombia	116	120	90	28	224	700%	116
Peru	79	76	83	131	154	18%	105
Mexico	49	119	107	170	151	-11%	119
Jamaica	34	34	35	65	70	8%	48
Philippines	94	68	48	172	70	-59%	90
All Others	717	523	525	551	191	-65%	501
Total Exported	2,330	2,297	2,783	3,702	3,818	3%	2,986

Source: U.S. Census Bureau Trade Data - BICO HS-10

*All ethanol excluding beverage use

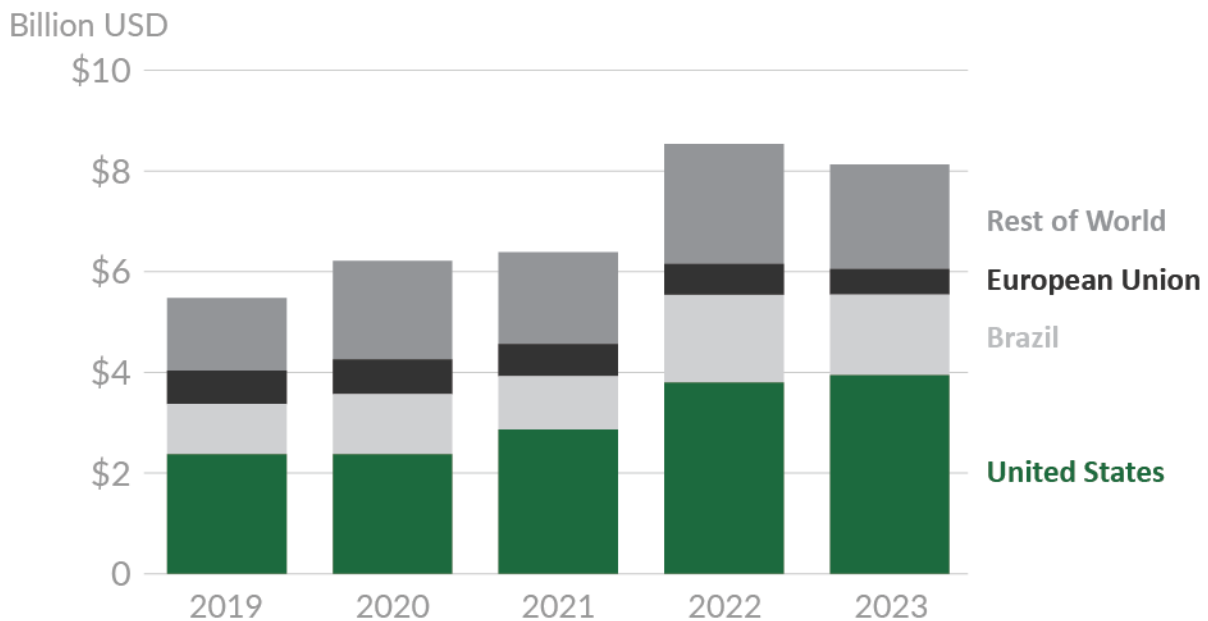
Highlights

U.S. ethanol exports totaled 1.43 billion gallons valued at a record \$3.8 billion in 2023. The record export value is due to a near record export unit value of \$2.67/gallon, 62 percent higher than the 2017-19 pre-Covid average. Faltering sales to Brazil left the 2023 export volume 15 percent below the record in 2018. Exports to Brazil have plummeted during the past 5 years and most dramatically declined in 2023 by 100 percent. On the positive side, export volume to Canada rose, accelerating sharply in the past 4 years, jumping to 640 million gallons or 45 percent of U.S. ethanol exports in 2023. We see a mixed picture with record exports in 4 of the top 10 markets last year, generally due to persistently high prices. Exports to India rose to the fourth-highest destination in 2023 due to higher demands for non-fuel, industrial-use ethanol while the country's support of its domestic fuel ethanol program continues. Sales to South Korea have risen in the years leading up to 2023 to that non-fuel, consumer and industrial product market, but were down last year on weaker import demand. Sales to Colombia hit a record high last year on strong demand growth buoyed by rising fuel blending and a growing fuel pool. Eight of the top 10 export markets have fuel ethanol programs supported by laws – except South Korea and Mexico where no such laws exist.

Drivers

- A steep import duty, high U.S. prices, and a sharply devalued currency left U.S. ethanol disadvantaged versus Brazilian ethanol, leading to nearly zero exports to Brazil, which was previously one of the top markets for U.S. ethanol from 2011 through 2022.
- Canada's 2023 surge is the result of policy-driven, higher fuel blending in the largest eastern provinces.
- Sales to Europe remain permanently constrained by high most-favored nation (MFN) duties, but the United Kingdom's move to higher blending provides an opportunity for an increase in exports.
- During and in the aftermath of the pandemic, demand for ethanol used as a disinfectant and many other non-fuel applications helped offset weakness in fuel markets. Prior to 2019, 15-30 percent of U.S. ethanol exports were used in non-fuel applications and that share has since risen to 40 percent.

Global Ethanol Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Long-term growth in ethanol exports appears subdued as fuel ethanol is tied to the gasoline markets and the use of the internal combustion engine. Global emission goals are proliferating and as many large economies shift to non-gasoline engines, ethanol exports may struggle. National regulations, economics, and technology change will determine ethanol's future fuel use prospects. Beyond fuel, global demand for ethanol used in consumer products and as an industrial chemical will grow with economic expansion and the rise of the bioeconomy and demand for lower-carbon products. Some ethanol will be used to produce Sustainable Aviation Fuel (SAF), but the extent of this growth is still being studied.

Generally, countries do not have renewable fuel legislation and mandates unless they have the feedstock to support most of the demand themselves. Several countries with legislation, such as India and Brazil, continue to limit imports for fuel use. Land scarce countries with the financial resources to drive energy transition have increasingly embraced alternatives, such as EVs. The market for electric vehicles is growing fast in both China and Europe, and will proliferate elsewhere as less expensive models emerge. The Russia-Ukraine war and higher petroleum prices have increased concern about supply chain vulnerability. Plus, climate change concerns have many countries working toward greater renewable energy self-sufficiency.

FRESH FRUITS & VEGETABLES

Top 10 Export Markets for U.S. Fresh Fruits and Vegetables

(Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Canada	3,470	3,485	3,737	3,821	3,661	-4%	3,634
Mexico	803	772	981	1,018	1,139	12%	943
South Korea	419	476	450	314	354	13%	403
Taiwan	322	261	265	235	269	15%	270
Japan	401	371	371	272	261	-4%	335
Hong Kong	205	189	149	109	126	15%	156
European Union	124	111	120	86	113	31%	111
Vietnam	140	138	100	121	106	-13%	121
Australia	112	103	99	101	94	7%	102
China	118	112	111	85	87	2%	103
All Others	941	873	775	731	809	11%	826
Total Exported	7,055	6,894	7,157	6,893	7,018	2%	7,003

Source: U.S. Census Bureau Trade Data - BICO HS-10

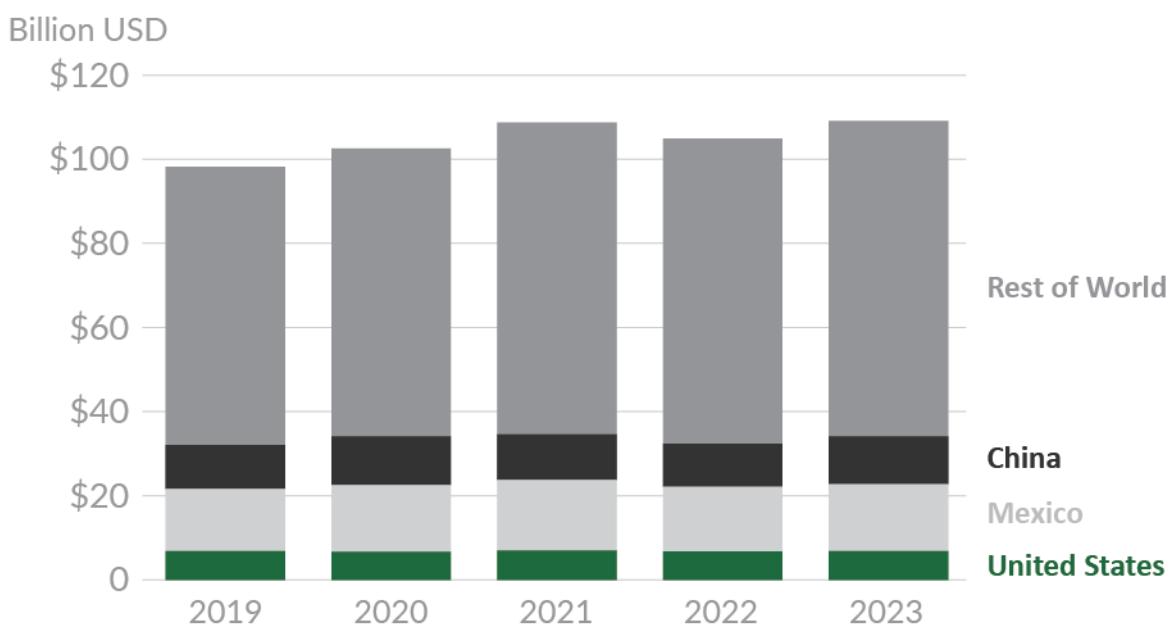
Highlights

In 2023, the value of U.S. fresh fruit and vegetable exports to the world was \$7.0 billion, a 2 percent increase from 2022. Improving domestic weather conditions coupled with limited production from major Mexican producers, due to El Niño and drought, contributed to the increase in U.S. exports in 2023. Due to its geographic proximity and climate, Canada remained the top U.S. market, accounting for more than half of total exports by value. Mexico came in a distant second with about 16 percent of U.S. exports, while no other market had greater than a 5 percent share. U.S. fresh fruit exports rose 5 percent as growth in cherries of \$122 million, apples of \$50 million, melons of \$29 million, and berries of \$24 million more than offset declines of \$43 million in grapes and \$28 million in lemons/limes. Top fresh fruit exports commodities include apples, grapes, oranges, strawberries, and cherries, accounting for 40 percent (\$2.9 billion) of total fresh fruit and vegetable exports in 2023. Exports grew the most to Mexico, South Korea, and Taiwan. U.S. fresh vegetable exports fell 3 percent with the largest reduction in U.S. lettuce exports, down \$79 million, while U.S. onions/shallots had the second-largest decline, down \$24 million. Canada accounted for the majority of loss in both commodities. Apples, berries, citrus, grapes, and cherries make up more than half of total U.S. fresh fruit and vegetable exports. U.S. apple exports to India more than doubled to \$12 million in 2023. However, U.S. apple exports to India still lag behind the high of \$157 million in 2018.

Drivers

- The 2023 harvests for apples, cherries, and oranges rebounded from the previous year's weather-reduced crops, increasing export supplies and boosting total fresh fruit exports.
- Top fresh vegetable export commodities include cauliflower, lettuce, onions/shallots, potatoes, and sweet potatoes, accounting for 17 percent (\$1.2 billion) of total fresh fruit and vegetable exports in 2023. Lettuce and onion/shallots production slightly improved in 2023, lifting export supplies, but export value was down on lower unit values, reducing total fresh vegetable exports.
- India lifted its 20 percent retaliatory tariff on U.S. apples in September 2023, reducing the total tariff rate to 50 percent, the level it was prior to the imposition of the retaliatory tariff in June 2019.

Global Fresh Fruit and Vegetable Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

USDA marketing year forecasts for many products suggest rebounding U.S. production. U.S. apple production is forecast to edge up slightly to 4.4 million tons as a rebounding crop in Washington offsets reduced yields in Michigan and New York. Recovering Washington supplies are expected to boost apple exports. U.S. table grape production was forecast to increase to 878,000 tons based on industry surveys prior to Hurricane Hilary that hit California in late August. Exports are expected to slip to 210,000 tons on reduced exportable supplies. U.S. orange production is forecast at 2.5 million tons, with production in Florida forecast up 30 percent, rebounding from Hurricane Ian damage the year before, and California production up 6 percent. Orange exports will be higher with the rise in supplies. Cherry production is expected to surge to 421,000 tons as Washington, Oregon, and California recover from last year's weather-damaged crops. New growth markets for fresh fruit and vegetables include Vietnam, the Dominican Republic, and the Bahamas. During the past 10 years, the growth rate for U.S. fresh vegetables has been trending up on the strength of shipments to Canada, the European Union, and Mexico, while fresh fruit exports continue to trend down primarily due to lower apple, orange, and table grape shipments.

PORK & PORK PRODUCTS

Top 10 Export Markets for U.S. Pork (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Mexico	1,278	1,162	1,686	2,042	2,354	15%	1,705
Japan	1,523	1,623	1,692	1,478	1,397	-5%	1,543
China	1,300	2,280	1,690	1,363	1,241	-9%	1,575
Canada	802	854	953	867	876	1%	870
South Korea	593	453	557	610	633	4%	569
Dominican Republic	78	91	151	234	276	18%	166
Colombia	221	147	258	247	272	10%	229
Australia	302	253	195	133	247	86%	226
Honduras	67	73	115	107	127	19%	98
Philippines	93	114	205	135	109	-19%	131
All Others	694	669	606	482	626	30%	616
Total Exported	6,951	7,720	8,109	7,698	8,159	6%	7,727

Source: U.S. Census Bureau Trade Data - BICO HS-10

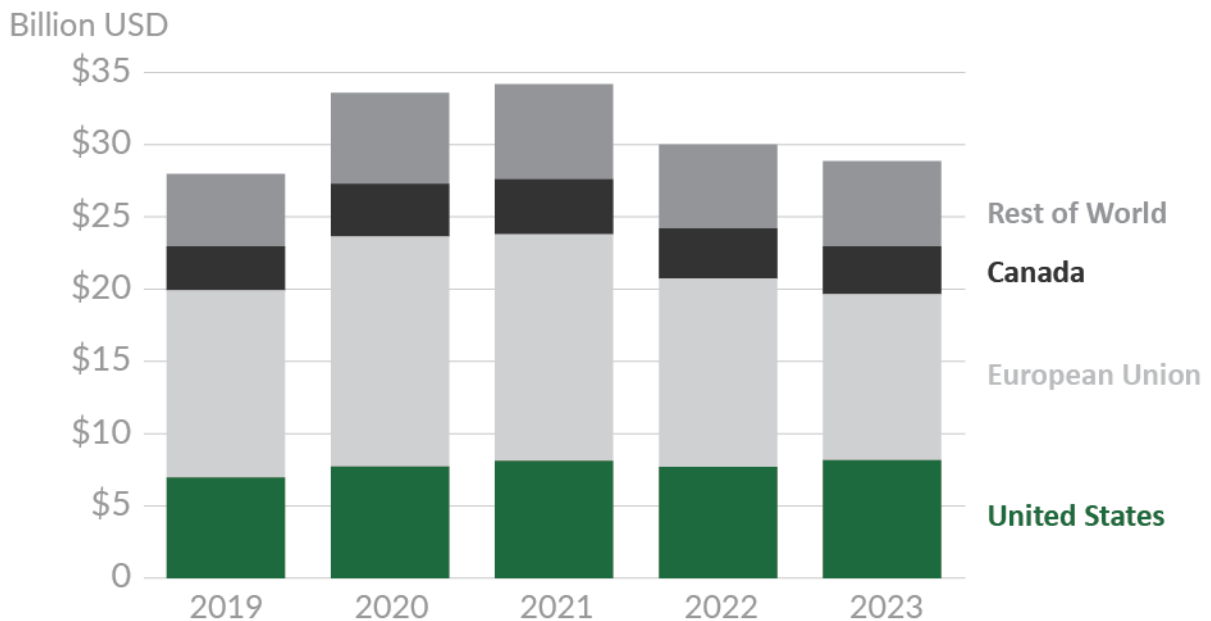
Highlights

In 2023, the value of U.S. pork and pork product exports to the world was \$8.2 billion, up 6 percent from 2022 as higher volumes more than offset lower unit values. The top three markets, accounting for 61 percent of U.S. exports, were Mexico, Japan, and the People's Republic of China (PRC). U.S. exports to Mexico increased 15 percent, reaching a record \$2.4 billion in 2023, lifted by strong growth in the retail food sector. U.S. exports to Japan declined 5 percent by value and 4 percent by volume. A weaker yen made U.S. pork comparatively more expensive to domestic pork and Japan's total pork imports declined 6 percent as domestic stocks remained high through the third quarter.

Drivers

- U.S. exports of pork to the PRC were down 9 percent from 2022. Low prices stemming from weak consumer demand in the PRC post-COVID partnered with domestic production that now exceeds pre-African Swine Fever (ASF) levels discouraged imports from the United States.
- U.S. pork exports gained ground in Australia as EU pork export prices became more expensive compared to the United States starting at the beginning of 2023.
- Steep declines in EU production and exports provided an opportunity for the United States to gain back market share in South Korea and Australia.
- U.S. pork shipments continue to expand in Central America with record export values to Honduras, Guatemala, El Salvador, Costa Rica, and Nicaragua. Although already the dominant exporter to the region, the United States increased market share in several of these countries against Canada and the EU.
- U.S. pork exports to the Philippines decreased 19 percent by value but increased 11 percent by volume while the United States faced stiff competition from Brazil in capturing the declining EU market share.
- U.S. pork exports to Colombia achieved a record value (\$272 million) despite 3 percent lower volume. The volume trended lower through most of 2023 before accelerating in the third quarter as imported pork became more price competitive with domestic production.

Global Pork Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

In 2023, the PRC's economy and demand for pork did not reach post-COVID recovery expectations. Domestic production provided sufficient supply and total PRC pork imports from all sources declined 5 percent. While PRC pork imports are expected to rebound in 2024, it is anticipated that the United States will face strong competition from other global pork exporters, including Brazil and Canada. EU production is projected to continue to decline in 2024, which may allow U.S. pork exports to be more price competitive globally. However, Brazil is expected to remain the global low-cost pork supplier and Brazil production is forecast to expand further in the next few years. With 2023 ending with strong momentum along with forecasted higher production next year there will be ample U.S. pork to support further export growth in 2024.

POULTRY MEAT & PRODUCTS

Top 10 Export Markets for U.S. Poultry Meat and Products*

(Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Mexico	1,077	983	1,327	1,255	1,265	1%	1,181
China	10	759	878	1,090	736	-32%	695
Canada	354	350	393	564	500	-11%	432
Taiwan	187	223	165	285	356	25%	243
Cuba	190	144	283	296	288	-3%	240
Guatemala	132	111	171	176	193	10%	157
Philippines	102	64	146	221	180	-18%	143
Vietnam	140	128	100	130	122	-6%	124
Angola	150	81	125	232	114	-51%	140
Hong Kong	353	107	52	43	104	144%	132
All Others	2,695	2,950	3,640	4,292	3,858	-10%	3,487
Total Exported	4,243	4,242	5,229	5,963	5,489	-8%	5,033

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excluding eggs

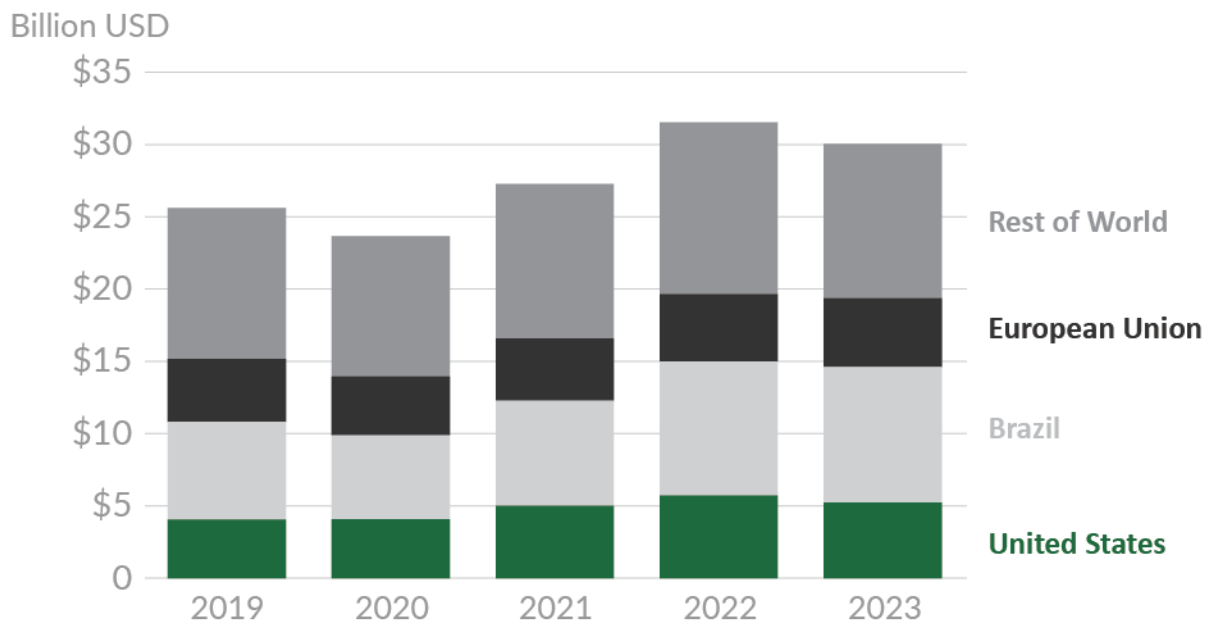
Highlights

In 2023, the value of U.S. poultry meat and product exports decreased 8 percent driven by declines in the People's Republic of China (PRC) and Canada. The contraction reflected lower export volumes and lower prices. U.S. chicken paw exports to the PRC dropped from \$925 million in 2022 to \$520 million in 2023 due to restrictions related to Highly Pathogenic Avian Influenza (HPAI). Chicken paws accounted for 85 percent of total U.S. poultry shipments to the PRC in 2022 but decreased to 70 percent in 2023. Poultry shipments to Canada also fell on lower prices and volume. Mexico remains the largest U.S. market for poultry meat exports. While shipments to Mexico grew minimally, the United States continues to lose market share in Mexico to Brazil, which benefits from temporary tariff reductions. U.S. poultry meat exports are primarily to low- and middle-income markets, where consumer demand is high for high-quality, low-cost animal protein.

Drivers

- The PRC is a major market for U.S. poultry. Most poultry shipments to the PRC are chicken paws, for which there is virtually no other significant market. U.S. exports of chicken paws to the PRC accounted for 9 percent of total U.S. poultry exports in 2023, down from 16 percent in 2022.
- The United States continues to face significant HPAI-related restrictions in many key markets including the PRC, the Dominican Republic, and South Africa, along with additional non-tariff barriers in South Korea, South Africa, and Saudi Arabia.
- Despite lower export prices, poultry shipments were challenged by a strong dollar which affected relative competitiveness.
- Competition from Brazil, the leading world poultry exporter, continues to be robust in many markets and in some cases has absorbed U.S. market share.

Global Poultry Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

In 2024, U.S. broiler meat production is forecasted to increase by 1 percent. Strong and increasing domestic demand will likely support higher domestic prices and limit export competitiveness. Despite lower production, turkey prices are forecast lower which may facilitate exports in price-sensitive markets. However, export growth may be stymied if HPAI-related trade restrictions remain in place. While short-term gains in poultry exports may be limited, medium- and long-term growth will be supported by a growing world population and rising incomes, particularly in low- and middle-income countries. Conversely, consumers in developing market countries may reduce imports when faced with higher prices.

PROCESSED FOODS

Top 10 Export Markets for U.S. Processed Foods* (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Canada	4,955	5,186	5,391	6,038	6,291	4%	5,572
Mexico	1,491	1,384	1,799	1,970	2,173	10%	1,763
European Union	555	588	646	573	613	7%	595
South Korea	674	611	693	655	513	-22%	629
China	318	312	383	344	354	3%	342
Japan	363	355	383	357	262	-27%	344
Australia	248	241	266	282	254	-10%	258
United Kingdom	276	303	293	262	226	-13%	272
Taiwan	208	194	266	252	226	-10%	229
Hong Kong	268	240	236	199	210	5%	231
All Others	3,493	3,106	3,682	3,774	3,612	-4%	3,533
Total Exported	12,849	12,520	14,038	14,706	14,734	<1%	13,770

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Includes the BICO categories: Confectionery, Chocolate & Cocoa Products, Bakery Goods, Cereals & Pasta, Food Preparations, and Condiments & Sauces. Other processed foods such as cheese, yogurt, fruit juices, processed meats, etc. are included in other BICO categories.

Highlights

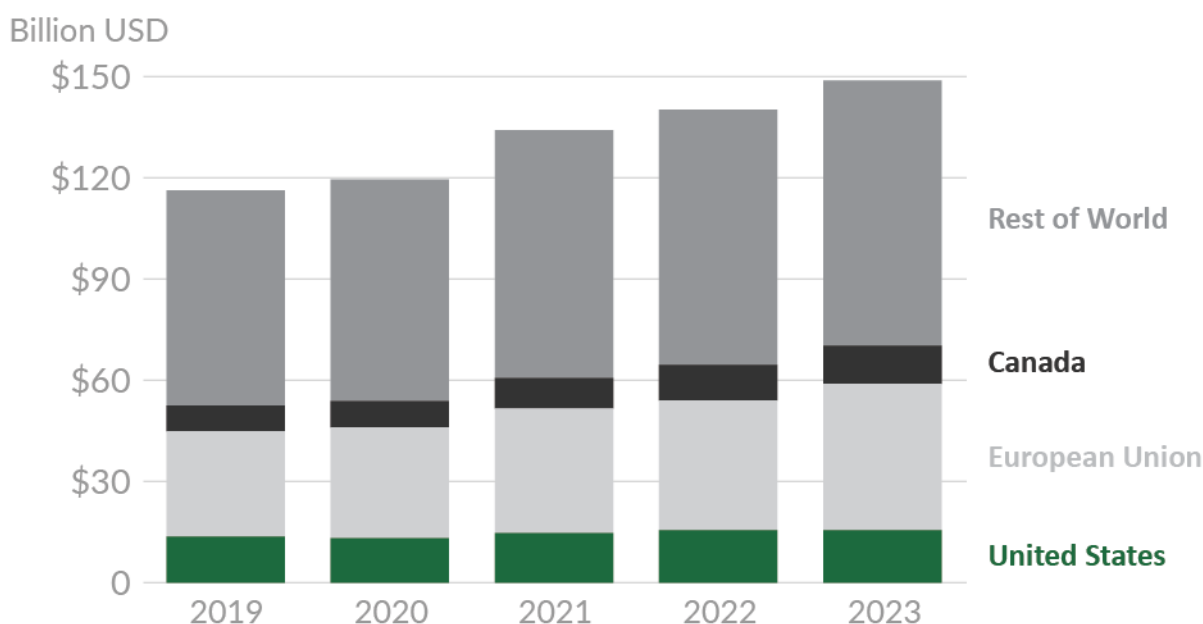
In 2023, the value of U.S. processed food exports increased by 0.2 percent year-over-year to \$14.73 billion, setting a record for the third consecutive year. Canada remains the top market for U.S. exports with \$6.3 billion, followed by Mexico which accounts for \$2.2 billion in exports. Trade with Canada and Mexico accounted for a combined 57 percent of all processed food exports in 2023. Canada and Mexico also had the largest year-over-year value growth, up \$253 million (4 percent) and \$203 million (10 percent), respectively. Other top export growth markets include the EU, up \$40 million (7 percent) to \$613 million in 2023, and Guatemala, up \$13 million (12 percent) to \$119 million. While some markets, such as South Korea and Japan, decreased significantly in 2023, total exports were still up by \$28 million.

Exports of U.S. confectionery products had high growth in 2023, up \$113 million (16 percent) to total \$838 million, alongside rising sugar prices. Exports of condiments and sauces, and bakery goods, cereals, and pasta also increased, up \$109 million (5 percent) to \$2.3 billion and \$103 million (2 percent) to \$4.3 billion, respectively. Exports of food preparations, the largest subset of processed food which includes soups, processed ingredients, and additives, decreased by \$330 million (6 percent) to \$5.4 billion in 2023.

Drivers

- Total exports of U.S. processed food tend to be stable year-to-year in large part due to the strength and size of Canadian and Mexican markets. Despite exports to many other top markets shrinking, growth for Canada and Mexico was key to enabling a record 2023.
- U.S. trade agreements are important for maintaining the competitiveness of exported high-value processed foods, which often carry higher production costs than other products. The United States-Mexico-Canada Agreement (USMCA), the Korea-U.S. Free Trade Agreement (KORUS) and the U.S.-Japan Trade Agreement (USJTA) are among the agreements signed with top U.S. markets.
- High prices of processed products, such as rising chocolate prices going into 2024, can pose a challenge for some markets.

Global Processed Foods Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Total global trade of processed foods has increased significantly in recent years, more than doubling since 2010 and rising by \$33 billion from 2019 to 2023. Demand is driven in large part by income growth and urbanization, both generally leading to increased consumer desire for convenient, shelf-ready packaged foods. Imported prepared foods provide variety for consumers, and often supply ingredients to producers in domestic processed food sectors. U.S. exports of processed foods are expected to continue to grow alongside global income levels. Currently, the majority of U.S. processed foods are exported to high-income countries like Canada, Mexico, South Korea, and the EU, which have been the largest markets for many years. As income levels around the world have risen in recent decades, the destinations for U.S. products have become more diverse, and much of the growth has come from outside these top markets. Looking ahead, expect more opportunities to appear in more diverse markets demanding the variety of processed foods that the United States can supply.

RICE

Top 10 Export Markets for U.S. Rice (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % change	2029-2023 Average
Japan	275	261	289	293	414	41%	306
Mexico	278	245	306	219	278	27%	265
Haiti	206	245	224	232	264	14%	234
Canada	194	194	199	228	202	-12%	203
Iraq	72	0	70	59	149	151%	70
Saudi Arabia	98	106	86	69	87	26%	89
South Korea	120	153	132	119	68	-43%	119
Honduras	47	46	53	45	60	35%	50
Colombia	51	65	6	71	57	-20%	50
Jordan	73	73	64	21	53	152%	57
All Others	437	478	509	340	367	8%	426
Total Exported	1,851	1,866	1,939	1,697	1,999	18%	1,870

Source: U.S. Census Bureau Trade Data - BICO HS-10

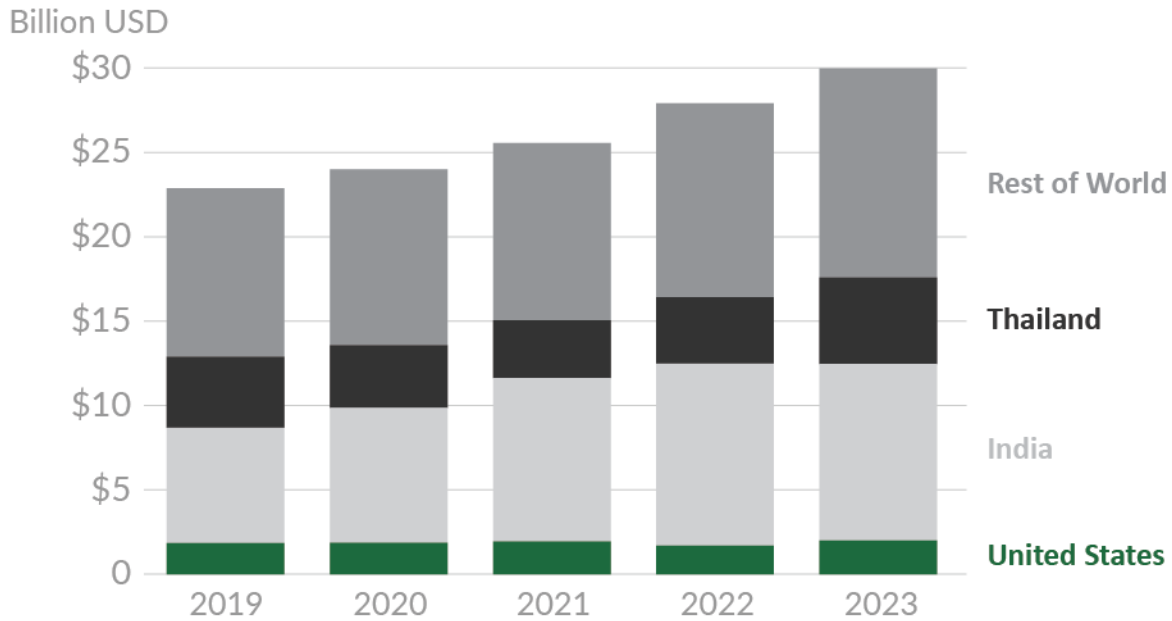
Highlights

In 2023, U.S. rice exports were valued at \$2.0 billion, up 18 percent from the prior year with larger volumes and unit values. The top three markets, accounting for 48 percent of exports, were Japan at \$414 million, Mexico at \$278 million, and Haiti at \$264 million. U.S. rice production for 2023/24 was up 36 percent, most notably in California, where the majority of the medium- and short-grain rice is produced. Robust prices and larger exportable supplies in the second half of the year spurred higher export values.

Drivers

- Exports to Japan, the top U.S. market, jumped 41 percent in value as prices for U.S. medium grain rice remained elevated.
- U.S. exports to the Middle East increased, specifically to Iraq with more competitive prices spurring additional purchases, and to Saudi Arabia and Jordan with more available medium-grain supplies.
- The United States regained some market share in the Western Hemisphere, particularly in paddy rice markets such as Mexico.

Global Rice Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Looking ahead to 2024, U.S. rice exports are expected to rise due to larger supplies and lower prices. U.S. rice will face continued competition from South America in Mexico where duty free access will remain through 2024. However, there is a favorable outlook for stronger market presence in Latin America, especially with countries with free trade agreements. In addition, U.S. paddy rice exports are expected to continue to expand to Venezuela where sales remain strong. U.S. medium-grain rice exports are expected to continue to East Asian markets, with improved prices. U.S. prices remain above Asian prices, making it challenging to compete in price-sensitive markets including Africa and Southeast Asia. Overall global trade is forecast down with lower exports for top exporters Thailand, Vietnam, and India.

SOYBEANS

Top 10 Export Markets for U.S. Soybeans (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
China	8,005	14,066	14,116	17,927	15,163	-15%	13,855
European Union	1,853	1,911	2,278	2,743	3,614	32%	2,480
Mexico	1,878	1,880	2,622	3,642	2,782	-24%	2,561
Japan	971	1,070	1,353	1,825	1,359	-26%	1,316
Indonesia	868	887	1,081	1,244	1,241	-<1%	1,064
Taiwan	691	602	730	1,084	609	-44%	743
Egypt	995	1,486	1,429	1,939	477	-75%	1,265
Vietnam	273	425	393	390	379	-3%	372
Bangladesh	388	484	449	383	323	-15%	405
South Korea	396	255	309	462	320	-31%	348
All Others	2,376	2,452	2,647	2,693	1,676	-31%	2,378
Total Exported	18,694	25,516	27,418	34,368	27,943	-19%	26,788

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

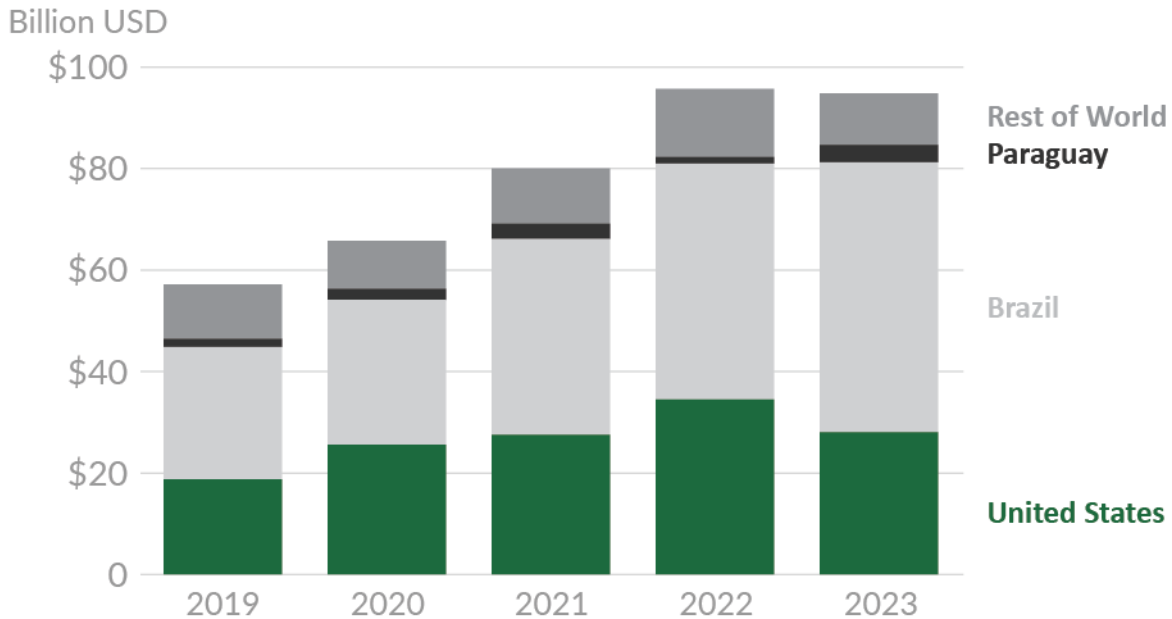
In 2023, the volume of U.S. soybean exports decreased 15 percent, and value decreased 19 percent from last year's record high to \$27.9 billion. The People's Republic of China (PRC) remained the largest soybean destination for the United States accounting for 54 percent of the total value; however, U.S. soybean exports to the PRC in 2023 were at nearly 27.0 million tons, down 12 percent from the previous year. The European Union became the second-largest destination, surpassing Mexico. Export value to the European Union rose to record highs, while volume reached second on record with notable increases to Italy (167 percent) and Germany (85 percent). Export value to Egypt decreased 75 percent to a level significantly below average.

Drivers

- Exports were down due to higher U.S. soybean prices compared to South American competitors, spurred by higher domestic crush driven by biofuel policies. Meanwhile, global soybean export prices in 2023 were down driven by record soybean supplies in Brazil.
- Export volume and value to the PRC were both down significantly as buyers took advantage of large Brazil supplies traded at highly competitive prices.

- Larger EU imports from the United States were driven in part by increased PRC market share for Brazilian soybean.
- Decrease in exports to Egypt are due to food price inflation, overall high commodity prices, challenges obtaining foreign currency to pay for shipments, and purchasing power challenges against the U.S. dollar. Additionally, some of the traditional U.S. market share to Egypt was lost to Ukraine soybeans traded at a large discount.
- U.S. soybean exports to Japan and Mexico decreased as a weak yen in Japan reduced import capacity and abundantly available rapeseed reduced soybean demand in Mexico.

Global Soybean Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

U.S. soybean exports are forecast to decline from the 2023 level on smaller production, growing domestic crush, and increased South American exportable supplies. Recovery in global supplies is expected to lead to lower soybean prices, spurring international demand, but the U.S. share of global exports is expected to remain below 30 percent. Moreover, strong production and demand for alternative oilseeds such as rapeseed and sunflower seed will further affect global demand for U.S. soybeans in 2024, especially in the European Union. Additionally, competition from Ukraine discounted soybeans might further affect U.S. market share in countries like Egypt or Türkiye.

As soybean crush capacity continues to expand in the United States, and South America soybean processing is also projected to grow, greater availability of soybean meal is expected, most likely leading to lower prices. Reduced prices are expected to make soybean meal a more competitive feed ingredient and spur global demand after several years of high prices. Increased trade in soybean meal is expected, while demand for U.S. soybeans slows down in various countries.

SOYBEAN MEAL

Top 10 Export Markets for U.S. Soybean Meal (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Philippines	789	899	976	1,014	1,272	25%	990
Mexico	642	664	841	863	823	-5%	767
Colombia	412	485	528	734	762	4%	584
Canada	337	409	535	607	616	1%	501
European Union	205	182	218	169	488	189%	252
Ecuador	189	238	268	318	454	43%	293
Venezuela	51	89	145	245	335	37%	173
Guatemala	162	172	221	260	293	13%	222
Dominican Republic	184	166	221	246	276	12%	219
Vietnam	184	70	174	164	244	49%	167
All Others	1,180	1,298	1,454	1,467	1,817	24%	1,443
Total Exported	4,335	4,669	5,581	6,087	7,380	21%	5,610

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

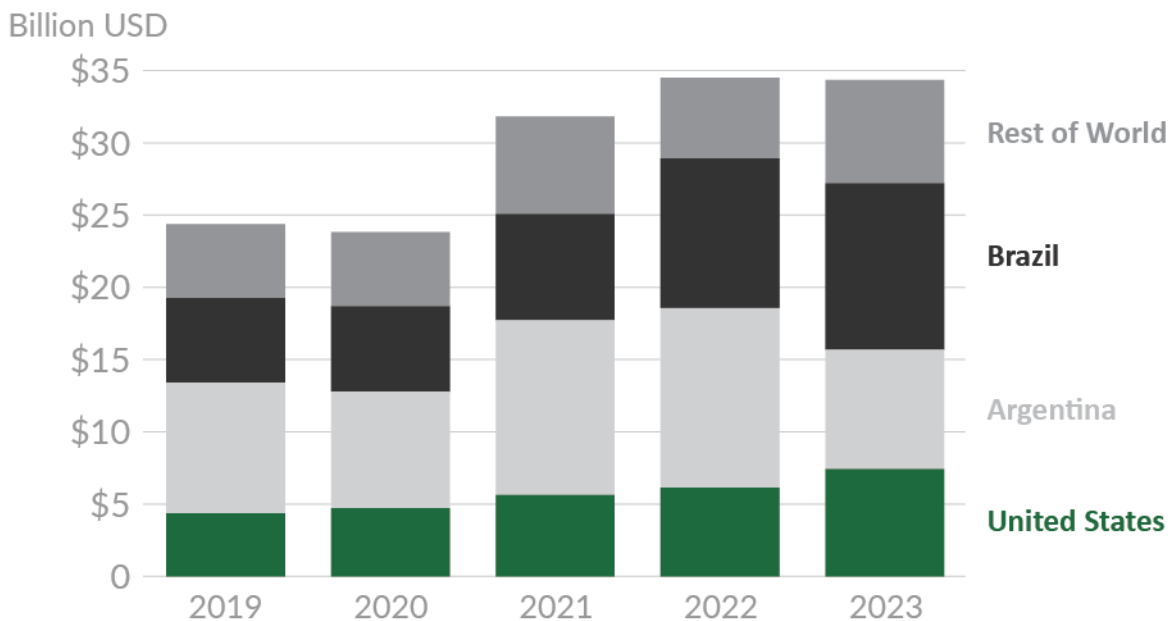
In 2023, the value of U.S. soybean meal exports to the world reached a record \$7.4 billion, up 21 percent from the prior year. In addition to the 21 percent jump in value, export volumes also increased 20 percent from the previous year. U.S. exports rose on increased exportable supplies driven by high crush and biofuel demand, as well as lower Argentina output following a historical drought. The Philippines remained the top soybean meal buyer, with Central and South American countries making up most of the rest of top 10 importers. Significant export value growth came from the Philippines, the European Union, Ecuador, Venezuela, Vietnam, and a more diversified export to “all other” countries. Export volume and value to the European Union grew significantly, especially to Ireland and Poland, with both countries offsetting lower imports from Argentina.

Drivers

- U.S. exportable supplies of meal grew significantly driven by biofuel demand, as well as lower Argentina output following a historical drought improving U.S. price competitiveness.

- Export value to Ecuador rose 43 percent to a new record, in part due to an increasing shrimp industry leading to a higher demand for soybean meal. Additionally, the United States gained more market share and offset Argentina losses.
- Vietnam’s imports from the United States grew 49 percent as their top soybean meal supplier, Argentina, experienced supply shortages in 2023.

Global Soybean Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

As soybean crush capacity continues to expand in the United States driven by biofuel programming, and with South America soybean processing also projected to grow, more soybean meal will be available to enter global markets. Greater availability is expected to lead to lower prices, which would make soybean meal a more competitive feed ingredient and spur global demand after several years of high prices – increasing soybean meal exports from the United States and South America. U.S. soybean meal exports are projected to slightly increase in 2023/24, however, as drought challenges in South America are expected to subside, lower U.S. shipments to the Americas can be expected while continuing growth can be expected in Asia.

TREE NUTS

Top 10 Export Markets for U.S. Tree Nuts (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	"2022-2023 % change"	"2019-2023 Average"
European Union	2,904	2,681	2,745	2,749	2,291	-17%	2,674
China	605	747	975	804	1,186	47%	863
India	823	914	885	1,001	1,095	9%	944
Canada	697	738	719	697	642	-8%	699
Turkey	340	250	263	400	501	25%	351
United Arab Emirates	439	308	386	490	425	-13%	409
Mexico	343	330	333	395	329	-17%	346
Japan	416	386	437	401	328	-18%	394
South Korea	291	295	344	268	270	1%	293
Vietnam	121	140	167	173	238	37%	168
All Others	2,096	1,613	1,602	1,611	1,517	-6%	1,688
Total Exported	9,074	8,400	8,856	8,989	8,822	-2%	8,828

Source: U.S. Census Bureau Trade Data - BICO HS-10

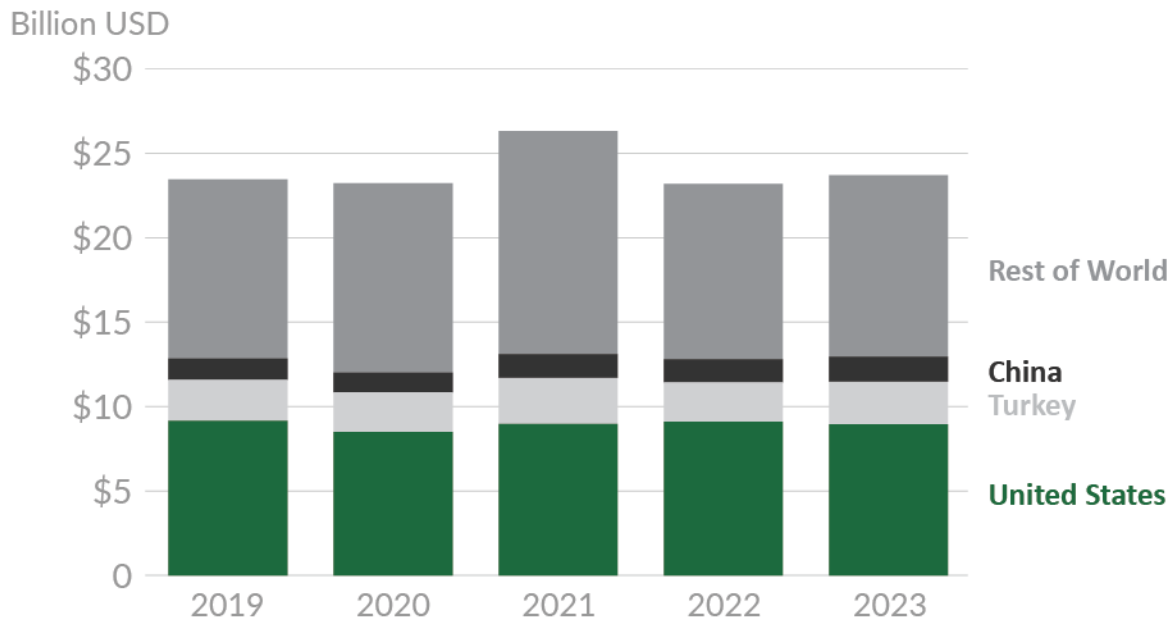
Highlights

In 2023, the value of U.S. tree nut exports to the world was \$8.8 billion, a 2 percent decrease from 2022. The top three markets, accounting for 52 percent of sales, were the European Union, the People's Republic of China (PRC), and India, at \$2.3 billion, \$1.2 billion, and \$1.1 billion, respectively. Although tree nut exports to the PRC, India, Türkiye, South Korea, and Vietnam increased, this was more than offset by losses in the remaining top 10 markets. With elevated U.S. production and stock levels, unit values have remained weak. U.S. exports continue to dominate the global almond, pistachio, and walnut markets with limited competition from Australia (almonds) and Iran (pistachios) as well as the PRC, Chile, and Ukraine (walnuts). The breakout of 2023 tree nut exports were 49 percent almonds (\$4.4 billion), 31 percent pistachios (\$2.7 billion), 10 percent walnuts (\$900 million), 4 percent pecans (\$330 million), 4 percent 'mixed & other nuts' (\$338 million), and 2 percent hazelnuts (\$137 million).

Drivers

- Pistachio exports to the PRC increased by \$296 million to \$761 million, more than offsetting reduced shipments to the EU and Hong Kong.
- Tree nut unit values peaked in 2015 and have since drifted lower on rising output and ending stocks. During this period, export volumes gained 30 percent while values increased 12 percent.

Global Tree Nut Exports



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Moving forward, the United States is likely to maintain its near 80 percent share of world almond production and 85 percent of trade, with limited competition from Australia. The U.S. walnut industry accounts for nearly half of world trade, with modest competition from the PRC, Chile, and Ukraine. Although the PRC produces more than 40 percent of the world's walnuts, their exports account for about 20 percent of world trade due to variety preferences and strong domestic demand. The U.S. pistachio industry is expected to remain in close competition with Iran to be the world's leading producer and exporter, often trading places depending on conditions affecting yield. New market opportunities for U.S. tree nut exports include countries in Central and South America. The United States has competitive advantages in tree nut production and exports, with 10-year growth averaging 7 percent annually and is well-positioned to maintain its global position. Some issues affecting future sales include compliance with pesticide maximum residue levels (MRLs) which has increasingly presented exporters with challenges selling to the EU. The United States continues to advocate systems that comply with science-based WTO guidelines. U.S. tree nut producers also face concern about Japan's stringent enforcement and testing protocol for aflatoxins which lead to 100 percent monitoring of U.S. shipments.

WHEAT

Top 10 Export Markets for U.S. Wheat (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Mexico	812	778	1,293	1,585	1,076	-32%	1,109
Philippines	708	814	885	920	750	-19%	815
Japan	609	635	702	916	692	-24%	711
South Korea	300	355	498	477	418	-13%	410
China	56	570	768	392	390	-1%	435
Taiwan	319	301	306	364	352	-3%	328
Thailand	162	171	189	233	236	1%	198
Nigeria	473	311	504	482	157	-67%	385
Vietnam	72	136	56	108	145	34%	103
Algeria	121	18	46	44	138	210%	73
Rest of World	2,594	2,193	1,981	2,800	1,728	-38%	2,259
Total Exported	6,228	6,282	7,227	8,323	6,080	-27%	6,828

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

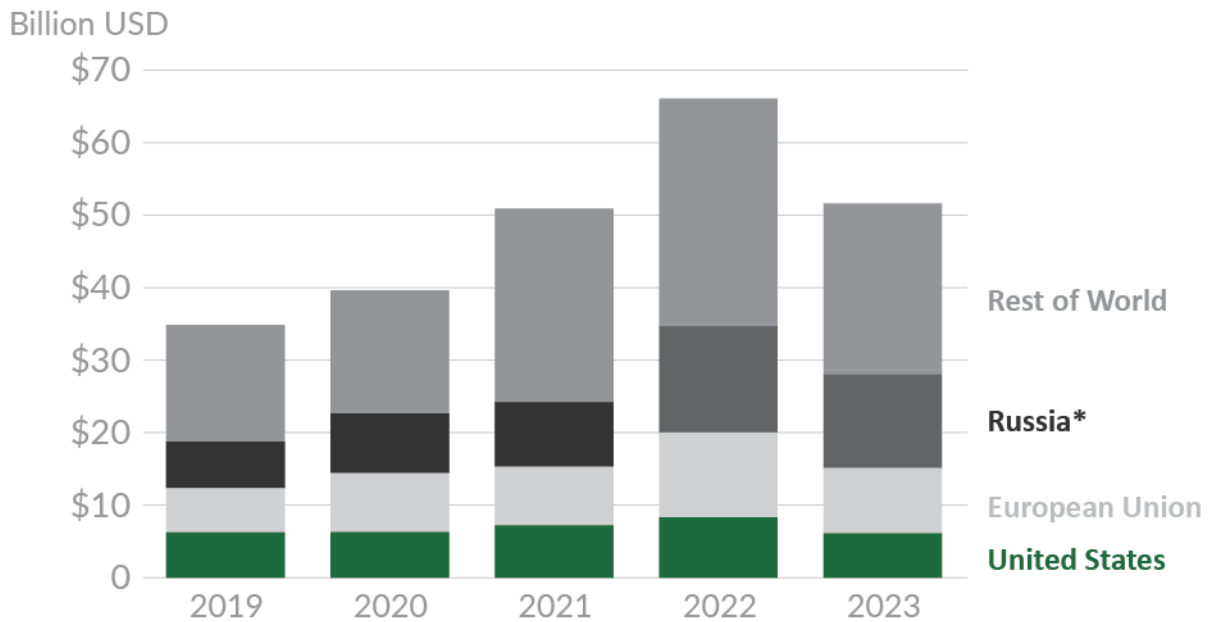
In 2023, the value of U.S. wheat exports to the world decreased to \$6.1 billion, down 27 percent from 2022 due to smaller volumes and lower unit values. The top three markets, accounting for 41 percent of sales, were Mexico at \$1.1 billion, the Philippines at \$750 million, and Japan at \$692 million. The United States faced increased international competition from Canada and the Black Sea region. Mexico, the Philippines, and Japan continue to be consistent buyers of U.S. wheat, accounting for 41 percent of total U.S. wheat exports. Of the top 10 markets, export volume increased to South Korea, the People's Republic of China (PRC), Taiwan, Thailand, Vietnam, and Algeria. The PRC's total import volumes increased from 2022. However, the U.S. market share in the PRC is similar to 2022, a significantly lower percent than 2021 due to gains made by Australia.

Drivers

- U.S. prices were, on average, above other major wheat exporter quotes.
- Global wheat prices trended lower in 2023 following an elevated 2022.

- Russia’s withdrawal from the Black Sea Grain Initiative increased uncertainty about export logistics from that region.
- Major challenges for U.S. wheat exports include competition from Black Sea and EU suppliers in price-sensitive markets in Africa and the Middle East, renewed competition from Australia’s bumper crop in East and Southeast Asian markets, and new competition from Brazil in Latin America.

Global Wheat Exports



Source: Trade Data Monitor, LLC- BICO HS-6
 *2022 & 2023 estimated

Looking Ahead

Global trade in wheat is expected to grow in coming years, with increased demand from Africa, the Middle East, and Southeast Asia. Major competitors to the United States will be Russia, Canada, Australia, Ukraine, and the EU. Argentina and Brazil are also providing competition in Asia, the Middle East, and Latin America. The United States is expected to remain a major supplier of wheat to much of Latin America and East and Southeast Asia, with Mexico, the Philippines, and Japan expected to be strong, reliable markets for U.S. wheat. Larger crops from major competitors, may limit U.S. wheat exports to more price-sensitive markets in Africa, the Middle East, and Southeast Asia.

COUNTRY OVERVIEW

Top U.S. Agricultural Export Markets (Values in millions of dollars)

Country	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
China	13,853	26,405	32,769	38,114	29,076	-24%	28,043
Mexico	19,399	18,343	25,449	28,451	28,640	1%	24,057
Canada	21,944	22,278	25,304	28,661	28,169	-2%	25,271
European Union	10,788	10,383	10,972	12,317	12,765	4%	11,445
Japan	12,000	11,729	14,186	14,681	11,910	-19%	12,901
South Korea	7,742	7,593	9,308	9,510	7,518	-21%	8,334
Colombia	2,781	2,862	3,368	3,673	3,711	1%	3,279
Taiwan	3,573	3,260	3,826	4,298	3,659	-15%	3,723
Philippines	2,996	3,200	3,552	4,101	3,617	-12%	3,493
Vietnam	3,543	3,363	3,464	3,477	3,137	-10%	3,397
Indonesia	2,859	2,821	2,904	3,270	3,025	-7%	2,976
Dominican Republic	1,363	1,428	1,757	2,064	2,034	-1%	1,729
India	2,127	1,744	1,750	2,221	1,935	-13%	1,955
United Kingdom	1,782	1,727	1,810	1,801	1,925	7%	1,809
Türkiye	1,296	1,189	1,407	1,865	1,727	-7%	1,497
Guatemala	1,288	1,284	1,649	1,809	1,647	-9%	1,535
All Others	31,749	30,061	33,134	35,542	30,377	-15%	32,172
World Total	141,082	149,672	176,609	195,856	174,872	-11%	167,618

Source: U.S. Census Bureau Trade Data – BICO HS-10

Overview

U.S. agricultural exports to the world in 2023 were nearly \$175 billion, \$21 billion (11 percent) lower than the record set in 2022. The People's Republic of China (PRC) remained the top market for U.S. agricultural exports at \$29.1 billion but was down \$9.0 billion (24 percent) from the prior year's record. Soybeans, corn, cotton, and sorghum accounted for the largest reductions. Exports to Mexico, the second-largest export market, rose 1 percent to a record \$28.6 billion, partly driven by higher sales of corn, pork, and animal feed preparations. Exports to Canada declined 2 percent to \$28.2 billion, mainly due to lower corn shipments, which returned to trend after spiking in 2022.

Sales to the European Union grew 4 percent to a record \$12.8 billion, largely due to expanding exports of soybeans and soybean meal. Shipments to Japan slipped 19 percent to \$11.9 billion. Rounding out the top 10 markets were South Korea (\$7.5 billion), Colombia (\$3.7 billion, a record), Taiwan (\$3.7 billion), Philippines (\$3.6 billion), and Vietnam (\$3.1 billion). Overall, there were 24 markets where U.S. exports exceeded \$1.0 billion, a decrease from 30 markets in 2022.

CANADA

Top 10 U.S. Agricultural Exports to Canada (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Bakery Goods, Cereals, & Pasta	2,227	2,272	2,314	2,704	2,768	2%	2,457
Fresh Vegetables	1,986	1,900	1,992	2,105	1,958	-7%	1,988
Ethanol*	573	594	1,022	1,525	1,738	14%	1,090
Fresh Fruit	1,484	1,585	1,744	1,716	1,702	-1%	1,646
Non-Alcoholic Beverages**	1,213	1,191	1,184	1,309	1,458	11%	1,271
Food Preparations	1,052	1,196	1,221	1,324	1,359	3%	1,230
Dog & Cat Food	751	837	977	1,123	1,200	7%	978
Dairy Products	728	736	855	1,030	1,082	5%	886
Chocolate & Cocoa Products	713	757	809	844	878	4%	800
Beef & Beef Products	654	727	773	836	877	5%	773
All Others	10,563	10,483	12,413	14,145	13,149	-7%	12,151
Total Exported	21,944	22,278	25,304	28,661	28,169	-2%	25,271

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Non-beverage

**Excludes juices

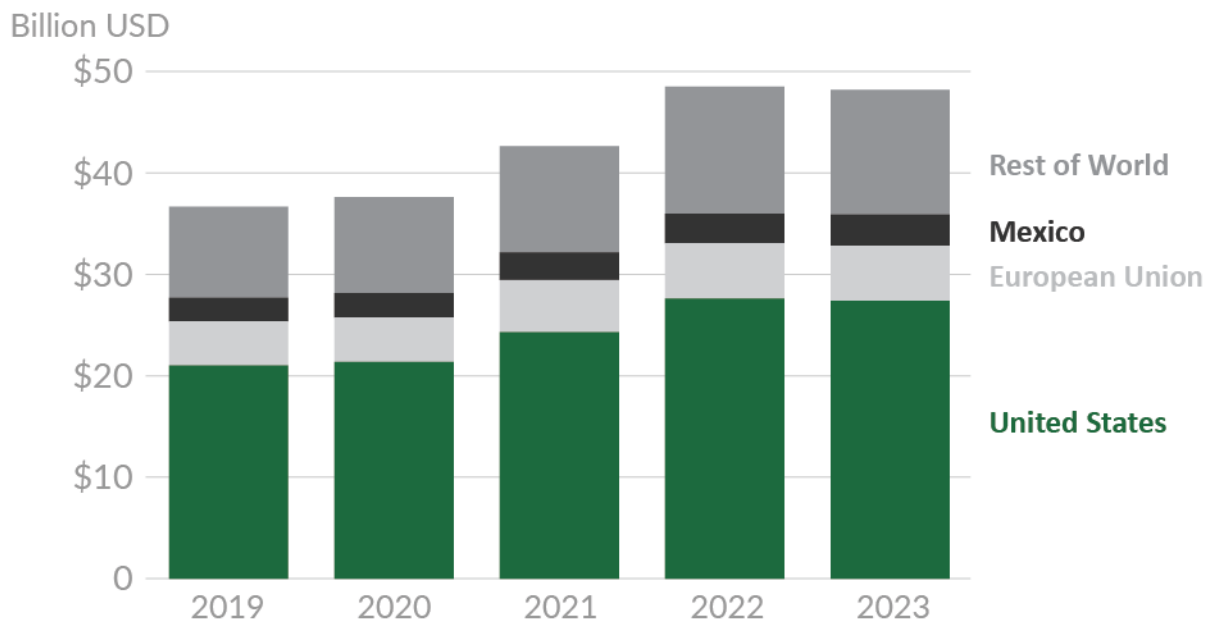
Highlights

In 2023, Canada was the third-largest export destination for U.S. agricultural products, with exports totaling more than \$28 billion, a 2 percent decrease from 2022. The United States is Canada's top supplier of agricultural products with a market share of 57 percent. The EU is the second-largest supplier of agricultural products to Canada, with an 11 percent market share. Ethanol had the largest year-to-year increase by value, with sales increasing by \$213 million, a 14 percent increase over 2022, with the export quantity increasing by 27 percent. Non-alcoholic beverages (excluding juices) sales increased by nearly \$150 million over 2022 with shipments totaling \$1.5 billion. Exports of dog and cat food increased by \$77 million to \$1.2 billion. Canada is the largest export market for an array of processed foods, fresh fruits and vegetables, and ethanol for blending with gasoline.

Drivers

- The primary driver of the overall export decline was corn, which saw sales fall from more than \$1.3 billion to \$670 million. U.S. corn sales to Canada in 2022 were exceptionally strong due to a drought that affected the western prairies of Canada and led to increased demand for imported feed. Despite a year-over-year decline in U.S. corn sales to Canada (down 50 percent by value and 47 percent by volume), 2023 was still ranked as the second-highest year for U.S. corn exports to Canada.
- Exports of ethanol, pork and pork products, condiments and sauces, processed vegetables, confectionery, and pulses among others increased in value and volume, indicating a consumer demand growth, rather than a price-driven increase.
- Sales of food preparations, which include soups and other canned or frozen food preparations, increased 3 percent by value to nearly \$1.4 billion. Exports of food preparations to Canada have grown from less than \$1 billion in 2018 to nearly \$1.4 billion in 2023, a 29 percent increase over 5 years with annual growth averaging more than 5 percent per year. This trend was driven in part by the pandemic as consumers ate more meals at home.

Canada's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

On July 1, 2020, the United States-Mexico-Canada Agreement (USMCA) entered into force, strengthening the longstanding integrated trade relationship across North America. USMCA maintains the zero tariffs between the three countries that were in place under the North American Free Trade Agreement and provided new market access for a range of U.S. dairy and poultry products through tariff-rate quotas.

Despite the relatively strong U.S. dollar and increased competition from other major suppliers, Canada continued to be the top market for U.S. consumer-oriented food and beverage products. In 2023, U.S. consumer-oriented product sales to Canada were \$20 billion, accounting for 72 percent of total U.S. agricultural exports to the market. U.S. consumer-oriented sales to Canada represented 25 percent of the total value of U.S. consumer-oriented exports worldwide in 2023.

In recent years, Canada has implemented free trade agreements with other agricultural exporting blocs: the 11-nation Comprehensive and Progressive Agreement for Trans-Pacific Partnership and the Comprehensive Economic and Trade Agreement with the EU. Canada's negotiations with the United Kingdom (UK), for a comprehensive free trade agreement to replace the temporary Trade Continuity Agreement, following the UK's exit from the EU, are currently paused. Though Canada is a mature market with modest economic and population growth, significant export growth potential remains throughout the country. This is especially the case in Quebec, where U.S. products are underrepresented. Canada is an active and important player in the World Trade Organization, Codex Alimentarius, World Organization for Animal Health, and International Plant Protection Convention. Canada is among the United States' most reliable allies in the promotion of global science-based trade rules.

CHINA

Top 10 U.S. Agricultural Exports to People's Republic of China (PRC) (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Soybeans	8,005	14,066	14,116	17,927	15,163	-15%	13,855
Corn	55	1,240	5,057	5,211	1,655	-68%	2,644
Beef & Beef Products	86	310	1,590	2,142	1,606	-25%	1,147
Cotton	705	1,821	1,323	2,856	1,552	-46%	1,651
Pork & Pork Products	1,300	2,280	1,690	1,363	1,241	-9%	1,575
Sorghum	186	1,145	1,781	1,813	1,187	-35%	1,222
Tree Nuts	605	747	975	804	1,186	47%	863
Poultry Meat & Products*	10	759	878	1,090	736	-32%	695
Other Feeds, Meals & Fodders**	283	338	426	475	672	42%	439
Dairy Products	373	539	701	803	608	-24%	605
All Others	2,245	3,160	4,232	3,630	3,470	-4%	3,347
Total Exported	13,853	26,405	32,769	38,114	29,076	-24%	28,043

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

**Excludes hay and distillers grains

Highlights

In 2023, U.S. agricultural exports to the PRC totaled \$29.1 billion, down \$9.0 billion (24 percent) from the previous year's record. The PRC is the largest agrifood importer in the world. Despite the large decline, the PRC remained the largest market for U.S. agricultural exports. Soybeans, corn, cotton, and sorghum accounted for the largest reductions. At \$15.2 billion, soybeans comprised more than half of U.S. agricultural exports to the PRC.

As Brazil harvested a record soybean crop, the PRC sourced 29 percent more soybeans by volume from Brazil, and 12 percent less from the United States. Average soybean unit values also receded from 2022's peak, contributing to lower U.S. soybean export value. U.S. corn exports to the PRC dropped by \$3.5 billion, accounting for nearly 40 percent of the decline in exports. U.S. cotton exports slid 46 percent in value on falling prices and higher competition from Australia and Türkiye. U.S. beef and beef product exports to the PRC declined 25 percent, mostly a result of the shrinking U.S. cattle herd size and tight U.S. supplies. U.S. exports of

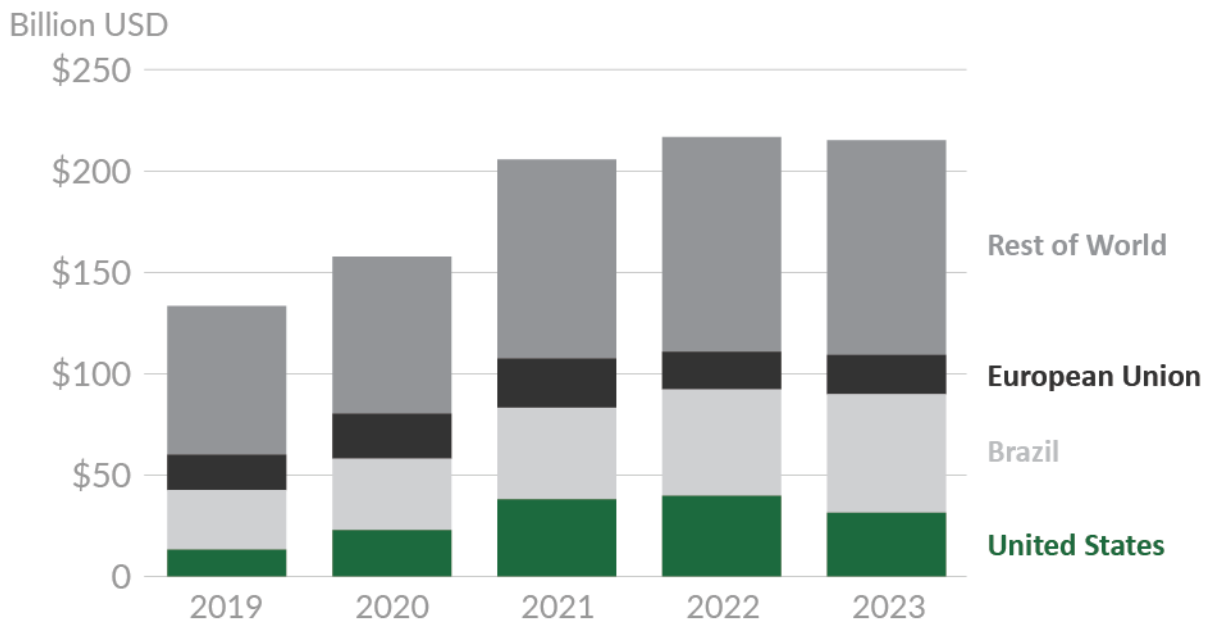
tree nuts to the PRC reached a record \$1.2 billion, led by higher pistachio sales. Exports of other feed grains, meals and fodders (excluding hay and distillers grains) also reached record levels, growing 42 percent in value.

Brazil remained the top supplier of agricultural products to the PRC with a 27 percent market share, followed by the United States at 15 percent.

Drivers

- The decline in the PRC’s imports of U.S. soybeans and corn was caused by increased competition, particularly from Brazil, and moderating commodity prices.
- A record Brazilian corn crop, combined with a new PRC-Brazil phytosanitary agreement signed in late 2022, enabled Brazil to supplant the United States as the largest corn supplier to the PRC.
- Lower global prices for most bulk commodities also contributed to the overall decline in export value to the PRC.
- A shaky recovery from stringent COVID-19 restrictions, marked by a deepening crisis in the PRC’s real estate sector, mounting municipal debts, a high youth unemployment rate, and weak consumer confidence dampened demand for imported products.

People’s Republic of China’s Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

U.S. exports to the PRC face new challenges, including increased competition, PRC efforts to diversify its suppliers, and slowing economic growth in the PRC. The PRC's expected 2023 recovery from the Covid-19 recession never materialized, as the domestic situation worsened during 2023. A growing real estate crisis, coupled with rising municipal debt and weak consumer confidence, led to lower demand for imported food and other products. The picture for 2024 remains cloudy, depending in large part on whether the PRC can stimulate its economy and restore consumer confidence. The continued recovery of the PRC's swine herd from African swine fever may lead to an increase in demand for imported feed products, as well as a decline in imported pork and pork products, but increased competition from Brazilian corn and soy is expected. Historically, the PRC has had few alternatives to U.S. corn, but in May 2022, Brazil and the PRC reached a phytosanitary agreement which allowed Brazil access to their corn market. The outlook for other commodities also remains mixed. Potential challenges include friction in other areas of the bilateral relationship, and the PRC's Regulations on the Registration and Administration of Overseas Producers of Imported Food (Decree 248), which create obstacles for U.S. exporters.

COLOMBIA

Top 10 U.S. Agricultural Exports to Colombia (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Corn	682	879	1,089	958	1,138	19%	949
Soybean Meal	412	485	528	734	762	4%	584
Pork & Pork Products	221	147	258	247	272	10%	229
Soybeans	223	192	229	327	236	-28%	241
Ethanol (non-beverage)	116	120	90	28	224	697%	116
Wheat	137	133	191	238	135	-43%	167
Dairy Products	144	124	141	165	126	-23%	140
Feeds, Meals & Fodders	83	86	116	118	112	-4%	103
Distillers Grains	42	46	65	110	107	-3%	74
Poultry Meat & Products*	114	93	116	105	58	-45%	97
All Others	607	557	545	643	541	-16%	579
Total Exported	2,781	2,862	3,368	3,673	3,711	1%	3,279

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

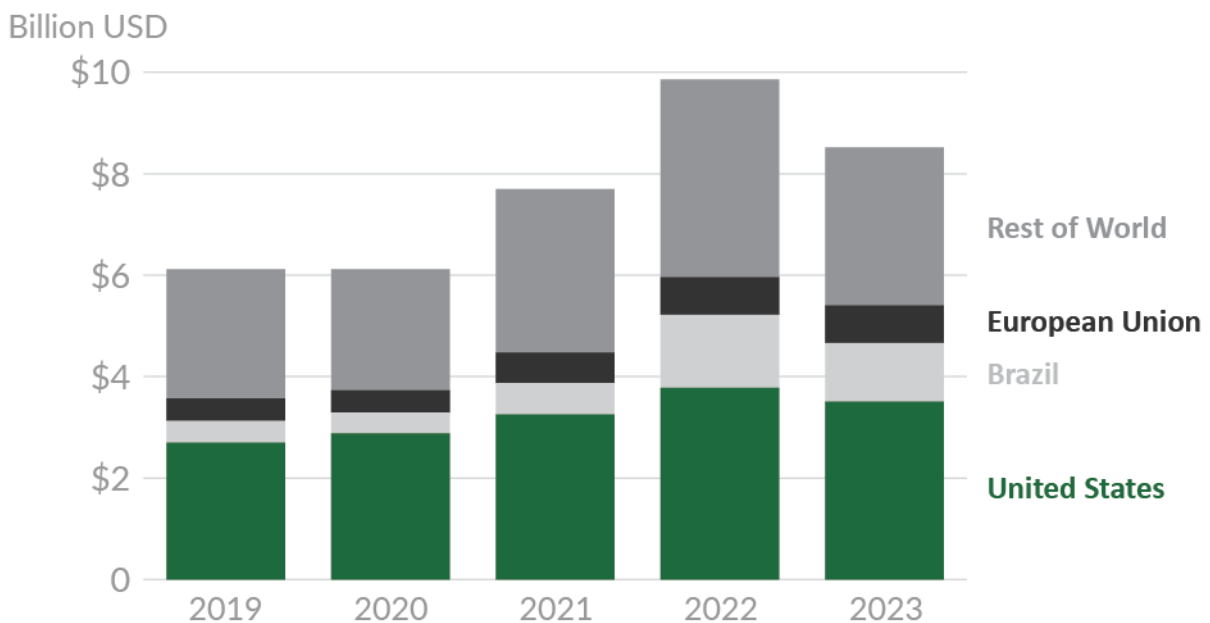
Highlights

In 2023, Colombia jumped in the rankings to become the seventh-largest export destination for U.S. agricultural products, importing \$3.7 billion from the United States. The United States was Colombia's top supplier of agricultural products by a wide margin representing 39 percent of the total import market. Brazil was the second-largest supplier with a 15 percent share of the market. Other exports that increased in 2023 were corn, up 19 percent to \$1.1 billion, and pork, which increased 10 percent to \$272 million. Top commodity exports that saw a decline in 2023 compared to 2022 were wheat, down \$103 million, soybeans, down \$91 million, and poultry meat and products, down \$47 million. Colombia's rice imports decreased in 2023 as a result of rebounding domestic production. Overall, U.S. agricultural exports to Colombia increased 1 percent in 2023.

Drivers

- The U.S.-Colombia Trade Promotion Agreement (CTPA) has enabled agricultural exports to flow duty-free between the countries and has phased out most remaining tariffs, vastly expanding export opportunities.
- Colombia's imports of intermediate products such as soybean meal and animal byproducts (traditionally used in animal feed) increased due to rising demand from the animal feed industry and strong poultry, pork, and tilapia production.
- U.S. corn exports to Colombia increased 19 percent because of persistent domestic production constraints and strong growth from the animal feed sector.
- In August 2023, Colombia suspended the issuance of import permits for U.S. poultry exports, citing concerns of highly pathogenic avian influenza. This caused a significant decline in U.S. poultry exports through late 2023 and into early 2024.
- As a result of Colombia instituting higher ethanol blend mandates and competitive U.S. prices, U.S. ethanol exports to Colombia increased in 2023, up 697 percent to a record \$224 million from \$28 million in 2022. In January 2024, the Colombian government increased its ethanol blending mandate from E7 to E8.

Colombia's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

U.S. exports are expected to remain strong in 2024 as Colombia continues to be the leading destination for U.S. agricultural exports to South America. The United States supplies nearly 40 percent of total Colombian agricultural imports because of CTPA trade preferences and geographical advantages compared to other competitors. Colombia's economy is forecast to remain flat in the near term amid economic and political uncertainty and high inflation. However, Colombia's place as the fourth-largest market in the world for U.S. corn and the third-largest market for U.S. soybean meal is unlikely to drastically shift in coming years due to the country's animal protein industries, which have grown steadily since the CTPA entered into force more than 10 years ago. The biggest constraints limiting continued growth of U.S. agricultural exports are competition with other trading partners, the devalued Colombian peso, and emerging nutritional regulations that are likely to increase trade barriers to U.S. consumer-oriented exports. U.S. corn may continue to face competition from Brazilian corn in the upcoming marketing year, as Brazil is expecting a record harvest.

USDA is working to re-open the Colombian market to U.S. poultry and to ensure that requirements to export poultry products are aligned with international standards and commitments made under the CTPA.

DOMINICAN REPUBLIC

Top 10 U.S. Agricultural Exports to the Dominican Republic

(Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Pork & Pork Products	78	91	151	234	276	18%	166
Soybean Meal	184	166	221	246	276	12%	219
Tobacco	125	171	193	217	248	14%	191
Dairy Products	89	92	116	158	133	-16%	118
Beef & Beef Products	66	34	79	98	107	10%	77
Poultry Meat & Products*	78	81	96	81	100	23%	87
Corn	64	93	116	155	88	-43%	103
Wheat	69	44	99	126	87	-31%	85
Pulses	24	43	34	38	54	42%	39
Bakery Goods, Cereals, & Pasta	36	34	37	42	46	10%	39
All Others	550	579	615	669	619	-7%	606
Total Exported	1,363	1,428	1,757	2,064	2,034	-1%	1,729

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

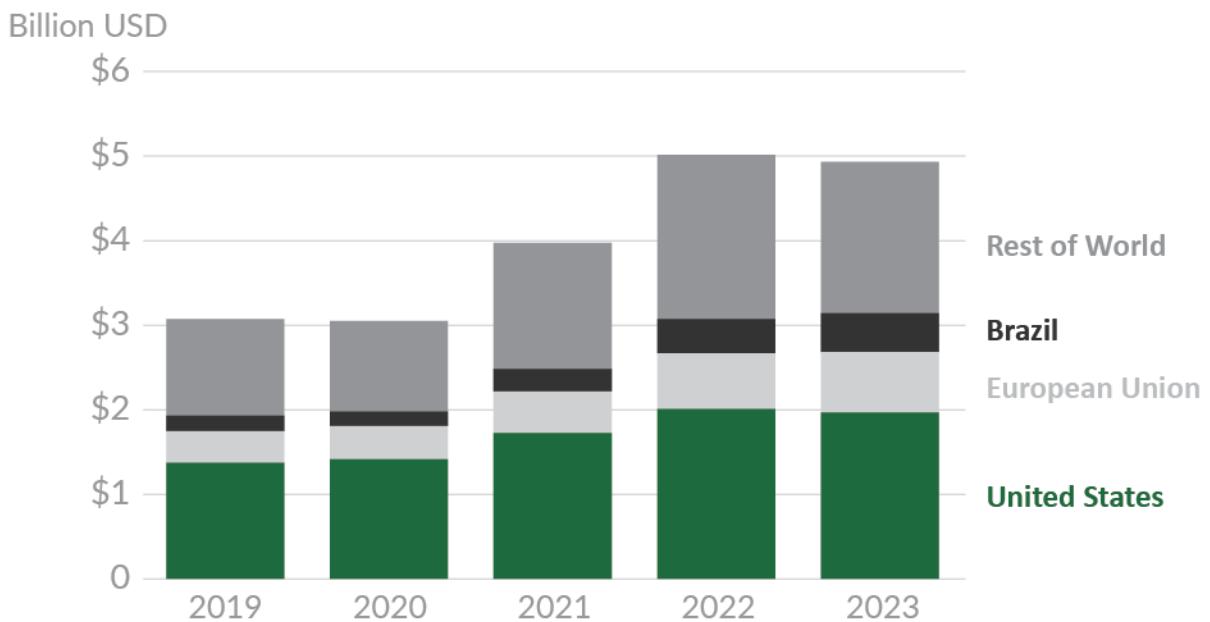
Highlights

In 2023, the Dominican Republic (DR) was the 12th-largest export destination for U.S. agricultural products, importing \$2.0 billion, a 1 percent decrease from 2022. The United States is the DR's largest supplier of agricultural products with a 40 percent market share, followed by the EU (15 percent) and Brazil (9 percent). In 2023, the largest export increase was seen in pork and pork products, up \$31 million (18 percent) over 2022. U.S. exports of tobacco, soybean meal, and poultry meat also increased by \$31 million, \$30 million, and \$19 million, respectively. U.S. corn exports experienced the most significant decrease in 2023, falling \$67 million as the result of lower prices and greater competition from Brazil. The DR was the second-largest export destination for U.S. tobacco in 2023 and the sixth-largest destination for U.S. pork and pork products.

Drivers

- Since the DR became a member of the Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) in 2007, total U.S. agricultural exports have grown by 157 percent.
- In an effort to curb inflationary pressures, the Dominican government temporarily eliminated tariffs on a number of agricultural products in 2022, increasing the competitiveness of non-free trade agreement signatories in the DR market. Meats, including poultry, beef, pork, and dairy products were among the list of products permitted to enter the DR market duty-free.
- U.S. pork and pork product exports to the DR increased 18 percent (\$42 million) to eclipse the record high set in 2022. This increase was galvanized by the continuing transmission of Asian Swine Fever that greatly reduced the DR hog stocks.
- The United States registered a 96 percent market share of beef and beef products in 2023, valued at \$107 million, due to geographic proximity to the DR, high-quality products, and a preference for Certified Angus Beef in both the food service and retail sectors.
- The DR is entirely dependent on imports of soy products, and the United States has more than a 98 percent market share of soybean meal and a 5 percent market share of soybean oil. U.S. soybean oil is further processed and sold through the retail and Hotel, Restaurant, Institutional (HRI) sectors.

The Dominican Republic's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

The Dominican Republic is the largest market for U.S. agricultural products in the Caribbean. As CAFTA-DR reaches full implementation in 2025, TRQs for remaining products will be phased out (rice, yogurt, mozzarella cheese, powdered milk, and chicken leg quarters) and tariff rates will reach 0 percent, creating more opportunities for U.S. exporters. Trade in the consumer-oriented category continues to expand, and the United States is on pace to continue as the top supplier of consumer-oriented agricultural products to the Dominican Republic, capturing nearly 50 percent of the import market by value.

However, challenges remain as the diminished purchasing power of the DR consumers is ongoing in the aftermath of the Covid-19 pandemic and its lasting negative impacts to the HRI sector. Also, U.S. agricultural products are facing increased competition from other CAFTA-DR signees as well as the Dominican Republic's other free trade agreement partners. FAS is continuing to work with the DR to address their import licensing system, which limits full implementation of U.S. preferential access for certain agricultural products under CAFTA-DR.

EUROPEAN UNION

Top 10 U.S. Agricultural Exports to the European Union

(Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Soybeans	1,853	1,911	2,278	2,743	3,614	32%	2,480
Tree Nuts	2,904	2,681	2,745	2,749	2,291	-17%	2,674
Distilled Spirits	491	463	563	712	883	24%	622
Soybean Meal	205	183	218	169	488	189%	253
Essential Oils	525	493	561	534	449	-16%	512
Food Preparations	370	419	440	357	388	9%	395
Planting Seeds	458	406	381	353	337	-5%	387
Ethanol (non-beverage)	140	252	190	330	333	1%	249
Dextrins, Peptones, & Proteins	311	311	322	328	300	-9%	314
Tobacco	137	126	78	141	267	89%	150
All Others	3,394	3,138	3,196	3,901	3,415	-12%	3,409
Total Exported	10,788	10,383	10,972	12,317	12,765	4%	11,445

Source: U.S. Census Bureau Trade Data - BICO HS-10

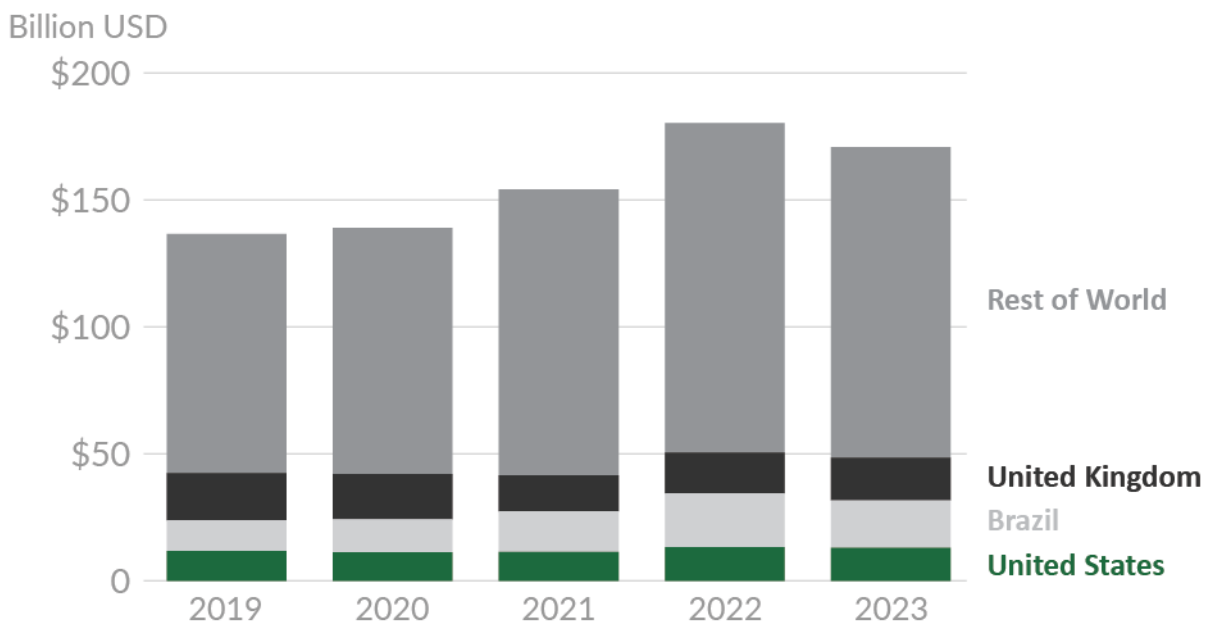
Highlights

In 2023, the European Union (EU) was the fourth-largest export destination for U.S. agricultural products, with exports up 4 percent from last year. The U.S. commodity that saw the largest increase in exports in 2023 was soybeans, up from \$871 million to \$3.6 billion. This was followed by soybean meal with exports increasing by 189 percent from \$169 million to \$488 million. Distilled spirits exports also increased significantly, up 24 percent to \$883 million, as whiskey sales continued to increase after Section 232 tariffs were suspended. Commodities showing declines in 2023 were tree nuts which dropped 17 percent from \$2.7 billion to \$2.3 billion and corn which fell from \$230 million to \$57 million. The EU remained the top destination for U.S. tree nut shipments despite sales declining in 2023. The EU was also the top market for U.S. distilled spirits as well as tobacco. The United States was the third-largest supplier of agricultural products to the EU, trailing Brazil and the United Kingdom, and followed closely by Ukraine.

Drivers

- Soybean and soybean meal sales to the EU were the largest drivers fueling the overall increase of U.S. agricultural exports to the EU, as the United States backfilled demand when Brazilian soybeans shifted to the Chinese market and Argentine exports of soybean meal slumped due to drought. Increased sales of these commodities helped offset slower sales of tree nuts and corn.
- U.S. exports of distilled spirits to the EU continue to grow, with an increase of 24 percent over previous record sales in 2022. Bulk sales of whiskey (in containers more than 4 liters) led the increase, growing 151 percent to \$342 million. Also notable, vodka exports increased from \$10 million to \$52 million.
- The EU became the largest tobacco market for the United States in 2023 with \$267 million in sales, supplanting the Dominican Republic, and accounting for 27 percent of total U.S. tobacco exports.

The European Union's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Parliamentary elections are scheduled for June 2024. The new Parliament will be installed during summer 2024 and then the leadership of the European Commission (the Commission) will be appointed by the Council of the European Union. The new Commission, along with the European Council, will determine the agenda of the EU for the next 5 years. The Commission's term is expected to start around November 2024.

The EU continues to implement its European Green Deal (EGD). Although the current Commission continues to support EGD policies, specific segments of the European public have become increasingly dissatisfied with these initiatives. European farmers argue that the rules created by the EGD have increased agricultural inputs costs and regulatory burden. In response to these concerns, the sustainable use regulation for pesticides was rejected by the European Parliament and more recently the Commission removed multiple agricultural input reduction targets from the EGD. It is anticipated that the new Commission will further adjust implementation of the EGD regulatory and legislative programs. However, even if the Commission continues to roll back controversial EGD initiatives, the U.S. agricultural trade relationship with the EU is expected to remain strained due to fundamental differences in agricultural policies.

GUATEMALA

Top 10 U.S. Agricultural Exports to Guatemala (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Soybean Meal	162	172	221	260	293	13%	221
Corn	177	218	344	295	269	-9%	261
Poultry Meat & Products*	132	111	171	176	193	10%	157
Dairy Products	51	46	64	93	111	19%	73
Pork & Pork Products	60	55	89	80	103	29%	77
Cotton	87	43	68	127	93	-27%	84
Beef & Beef Products	37	37	62	63	73	17%	54
Processed Vegetables	42	37	52	63	70	11%	53
Food Preparations	20	21	29	30	35	15%	27
Condiments & Sauces	18	15	23	26	34	27%	23
All Others	502	529	526	596	373	-37%	505
Total Exported	1,288	1,284	1,649	1,809	1,647	-9%	1,535

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

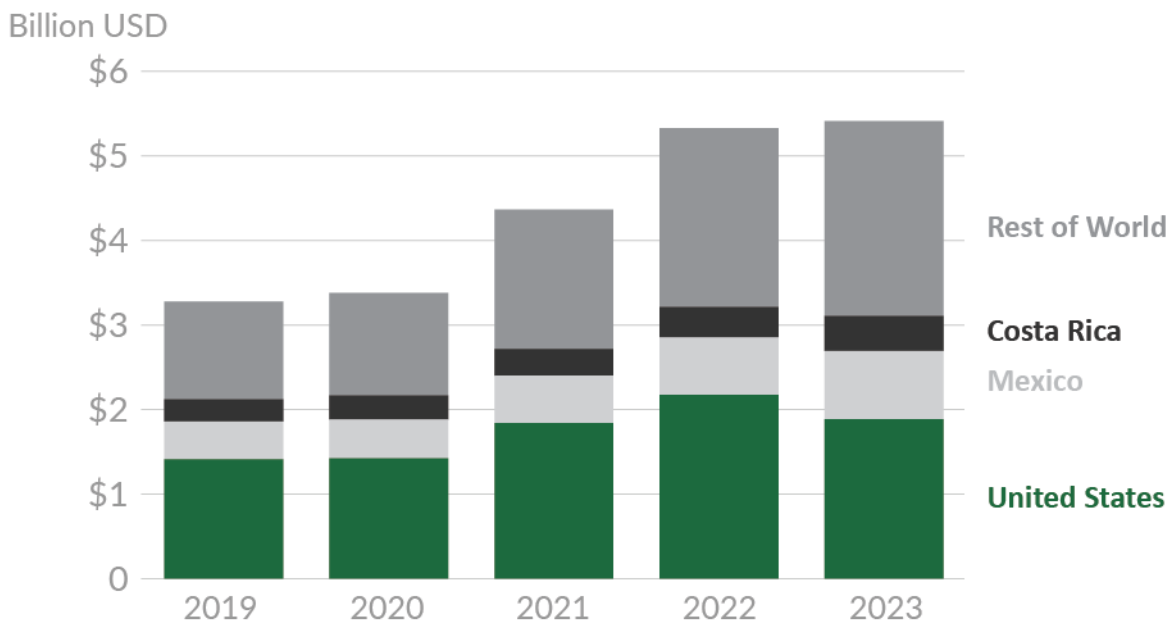
Highlights

In 2023, Guatemala was the 16th-largest export destination for U.S. agricultural products, importing \$1.6 billion, a decrease of 9 percent from 2022. The United States is Guatemala's largest supplier of agricultural products with a 35 percent market share, followed by Mexico (15 percent) and Costa Rica (8 percent). The largest year-to-year export increase was seen in soybean meal, a \$33 million (13 percent) increase over 2022. U.S. exports of pork, dairy, and poultry products also increased by \$23 million, \$18 million, and \$17 million, respectively. Wheat exports fell \$102 million (88 percent) in 2023 to \$14 million, due to a pivot to Canadian suppliers. Guatemala was the sixth-largest export destination for U.S. poultry meat and products in 2023 and the seventh-largest destination for U.S. corn.

Drivers

- Since Guatemala became a member of the Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) in 2006, total U.S. agricultural exports have grown by 175 percent, averaging around 10 percent annual growth during this period.
- U.S. exports of consumer-oriented agricultural products to Guatemala increased 14 percent in 2023 to \$779 million, facilitated by expanding retail distribution networks.
- Corn exports dipped on lower unit values while soybean meal increased due to larger exportable supplies.
- Retail sales of consumer-oriented products such as fresh fruits, chicken, sweets and snacks, dairy products, and pet food products increased as the result of new chain supermarkets opening stores every year on the outskirts of Guatemala City and the interior of the country.
- The local food production and processing sector relies on imported ingredients as inputs for a variety of foods that are sold domestically and exported around the world. Bulk and intermediate products such as corn, soybean meal, cotton, and wheat comprised 53 percent of total U.S. agricultural exports to Guatemala in 2023.

Guatemala's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

U.S. agricultural products currently face a number of border procedures that tend to slow and complicate requirements for product registration including over-fumigation as imposed by the International Regional Organization of Plant and Animal Health (OIRSA). The United States continues to build technical capacity of port officials to facilitate trade and decrease the need for fumigations by OIRSA. In 2022, a new 5-year-long Food for Progress (FFPr) project was implemented by Improving Economies for Stronger Communities (IESC) that provides resources to support these efforts.

Guatemala Customs (SAT) currently uses a reference price database to determine import taxes on agricultural imports and detains shipments arbitrarily, which results in extra port fees, product deterioration, and pressure on importers to pay higher fees than they owe. Guatemala enforces a 100 percent inspection policy for imports, which creates additional costs for products entering the country, as well as documented corruption at port where police officers request fees in exchange for waiving additional inspections. Guatemala also requires importers to register each product annually.

FAS continues to address barriers to trade through engagement with the Ministries of Agriculture and Customs, as well as through several FAS programs to build Guatemala's trade capacity. In FY 2023, FAS started a 5-year-long, \$38 million-dollar cooperative agreement for a regional FFPr project in El Salvador, Guatemala, and Honduras. This is a cross-cutting project incorporating climate-smart agriculture, sanitary and phytosanitary measures, and World Trade Organization Trade Facilitation Agreement implementation.

INDIA

Top 10 U.S. Agricultural Exports to India (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Tree Nuts	823	914	885	1,001	1,095	9%	944
Ethanol (non-beverage)	287	293	249	176	248	41%	250
Cotton	586	147	211	492	231	-53%	333
Essential Oils	29	31	32	46	58	26%	39
Dairy Products	60	34	33	39	42	8%	42
Feeds, Meals, & Fodders	13	17	25	30	28	-5%	22
Soybeans	6	45	4	10	24	146%	18
Dextrins, Peptones, & Proteins	40	25	29	30	22	-26%	29
Distilled Spirits	7	3	6	14	20	40%	10
Food Preparations	34	22	29	17	16	-10%	23
All Others	242	213	247	366	151	-58%	244
Total Exported	2,127	1,744	1,750	2,221	1,935	-13%	1,955

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

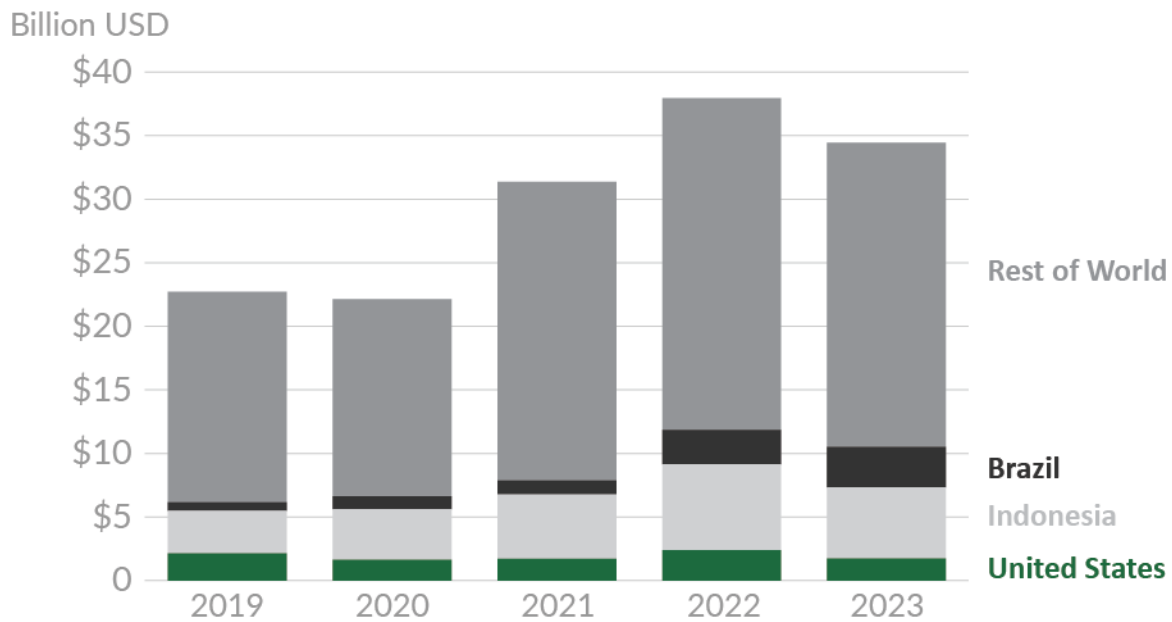
In 2023, India was the 13th-largest export destination for U.S. agricultural products, at \$1.9 billion, a 13 percent decrease from 2022. The United States is India's sixth-largest supplier of agricultural products, representing 5 percent of India's import market behind Indonesia (16 percent market share), Brazil, the EU (both at 9 percent), Malaysia (8 percent), and Argentina (6 percent). The largest year-to-year U.S. export increases were seen in soybeans, ethanol, and distilled spirits. Soybeans saw a 146 percent increase, up \$14 million, ethanol a 41 percent increase, up \$72 million, and distilled spirits a 40 percent increase, up \$6 million. India was the third-largest destination for U.S. tree nuts, fourth-largest for ethanol, and seventh-largest for cotton.

Drivers

- India only allows non-biotech imports, which limits U.S. export opportunities of a few products. For example, nearly all oilseed and grain imports arrive from Africa or Europe.

- Ethanol imports increased due to elevated demand for industrial ethanol use in producing industrial chemicals.
- In April 2023, India implemented a 70 percent tariff reduction on pecans by giving the product its own harmonized system (HS) code instead of importing pecans through a nuts “other” category, which is subject to a higher duty rate.
- Cotton imports were down, because of reduced supplies and lower prices, as a slowing global economy hampered foreign demand.

India’s Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

India surpassed the People’s Republic of China (PRC) to become the world’s most populous country in 2023. With more than 1.4 billion people, the International Monetary Fund (IMF) projects India will experience an increase in gross domestic product (GDP) from \$3.5 trillion in 2022 to \$5.4 trillion in 2027, rising more than 50 percent in just 5 years. This economic growth is expected to increase demand for higher valued and imported food products.

While India is the most populated country in the world, its trade barriers create obstacles for U.S. exporters. Notably, India imposes barriers to dairy products and livestock genetics among other products. India also prohibits the import of ethanol for fuel use. India’s biotechnology approval processes limit the products that are eligible to enter the country, and India’s genetically modified-free certificate requirements for 24 grains, oilseeds, fruits, and vegetables create challenges for U.S. producers. In 2024, India is expected to continue its heavy government involvement in the agricultural sector, including through long-standing subsidy programs for commodities like wheat and rice.

In June 2023, the United States and India agreed to terminate six outstanding disputes at the WTO. India also agreed to remove retaliatory tariffs, which it had imposed in response to the U.S. Section 232 National Security Measures on Steel and Aluminum, on certain U.S. agricultural products, including chickpeas, lentils, almonds, walnuts, and apples. The tariff cuts were effective in September 2023, and will restore and expand market opportunities for U.S. agricultural producers in India.

In September 2023, the United States and India announced a resolution to a longstanding WTO poultry dispute in which India agreed it will also reduce tariffs on frozen turkey, frozen duck destined for high-end hotels and restaurants, and fresh, frozen, dried, and processed blueberries and cranberries. Tariffs were reduced from 30 percent to 5-10 percent, depending on the product and HS code, in March 2024.

INDONESIA

Top 10 U.S. Agricultural Exports to Indonesia (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Soybeans	868	887	1,081	1,244	1,241	0%	1,064
Dairy Products	239	348	318	453	311	-31%	334
Feeds, Meals & Fodders	254	228	319	310	304	-2%	283
Distillers Grains	184	196	227	272	299	10%	236
Cotton	417	254	215	233	195	-16%	263
Soybean Meal	12	94	55	19	103	430%	57
Wheat	282	275	85	129	84	-35%	171
Beef & Beef Products	85	72	118	124	81	-35%	96
Tobacco	42	43	29	26	41	56%	36
Food Preparations	88	84	80	77	37	-52%	73
All Others	388	340	377	383	328	1%	470
Total Exported	2,859	2,821	2,904	3,270	3,025	-7%	2,976

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

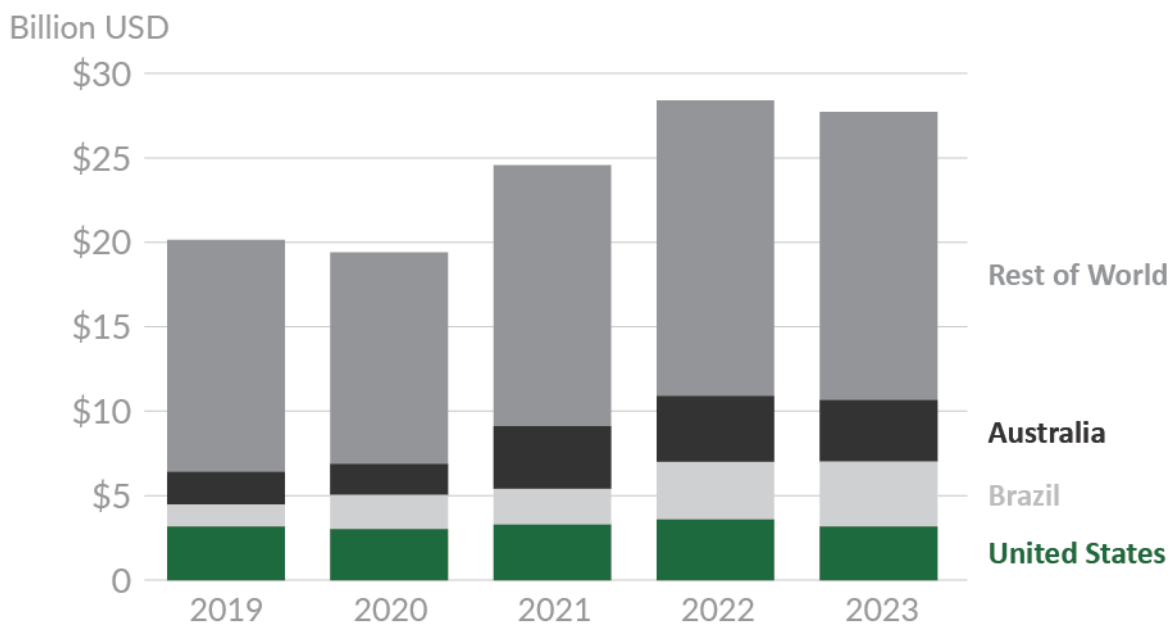
In 2023, Indonesia was the 11th-largest destination for U.S. agricultural exports, totaling \$3 billion. Indonesia's agricultural imports from all countries totaled \$28 billion. Indonesia's agricultural imports have consistently sustained a growth rate for the past 10 years. The United States is the third-largest supplier of agricultural products to Indonesia, representing 11 percent of Indonesia's total import market. Brazil is the top supplier with a 14 percent market share, and Australia is the second-largest supplier with a 13 percent market share. Soybeans and dairy products were the top U.S. agricultural exports to Indonesia in 2023. Exports of soybeans stayed constant and dairy product exports decreased by \$142 million (down 31 percent). U.S. soybean meal exports to Indonesia had a 430 percent increase with exports rising \$84 million.

Drivers

- High consumption of traditional soy foods like tempeh and tofu makes Indonesia one of the largest food-use soybean importers at 2.5-2.6 million metric tons per year, of which 90 percent is U.S.-sourced soy.
- Soybean meal imports increased by more than 400 percent due to livestock sector expansion and competitive U.S. prices.

- U.S. dairy exports declined by 31 percent, compared to 21 percent from all suppliers, as domestic demand waned, and softer global dairy prices dampened export values.
- Cotton exports were down 16 percent, due to reduced supplies and lower prices, as a slowing global economy hampered foreign demand for apparel.

Indonesia's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Indonesia is the fourth-most populous country in the world with a fast-growing middle class. It is the most prosperous country in Southeast Asia and presents a valuable growth opportunity for U.S. exporters. Indonesian demand for U.S. soybean and soybean meal is expected to remain high, and Indonesia's stated goal of revitalizing its ethanol sector could present opportunities for corn exporters. However, the country's lack of transparency surrounding market entry restrictions remains an obstacle for American producers and has contributed to bilateral trade disruptions. For example, Indonesia maintains a complex system for obtaining import licenses, particularly for beef and horticultural products. Due to its regulatory hurdles, Indonesia lacks the capacity to produce certain agricultural inputs (e.g., soybeans and cotton) required to generate value-added products, providing an opportunity for U.S. exporters to meet Indonesian demand for certain products.

Indonesia's growing and increasingly wealthy population is likely to continue to drive demand for more consumer-oriented imports. Inflation is expected to ease to 3.2 percent in 2024 from an average of 3.7 percent in 2023. Falling inflation reflects the softening in commodity prices and a return to normal rates of growth in domestic demand after the post-pandemic recovery.

The regulatory environment in Indonesia remains challenging and presents uncertainty to suppliers looking to fill the gap in domestic supply. The 1996 bilateral Trade and Investment Framework Agreement (TIFA) between the United States and Indonesia provides a forum for both countries to meet and resolve issues impacting trade.

JAPAN

Top 10 U.S. Agricultural Exports to Japan (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Corn	2,011	1,856	3,189	2,995	2,082	-30%	2,426
Beef & Beef Products	1,950	1,941	2,355	2,335	1,809	-23%	2,078
Pork & Pork Products	1,523	1,623	1,692	1,478	1,397	-5%	1,543
Soybeans	971	1,070	1,353	1,825	1,359	-26%	1,316
Wheat	609	635	702	916	692	-24%	711
Processed Vegetables	507	475	477	530	605	14%	519
Rice	275	261	289	293	414	41%	306
Dairy Products	282	322	373	521	389	-25%	377
Hay	491	485	512	498	369	-26%	471
Tree Nuts	416	386	437	401	328	-18%	394
All Others	2,965	2,676	2,806	2,888	2,465	-15%	2,760
Total Exported	12,000	11,729	14,186	14,681	11,910	-19%	12,901

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

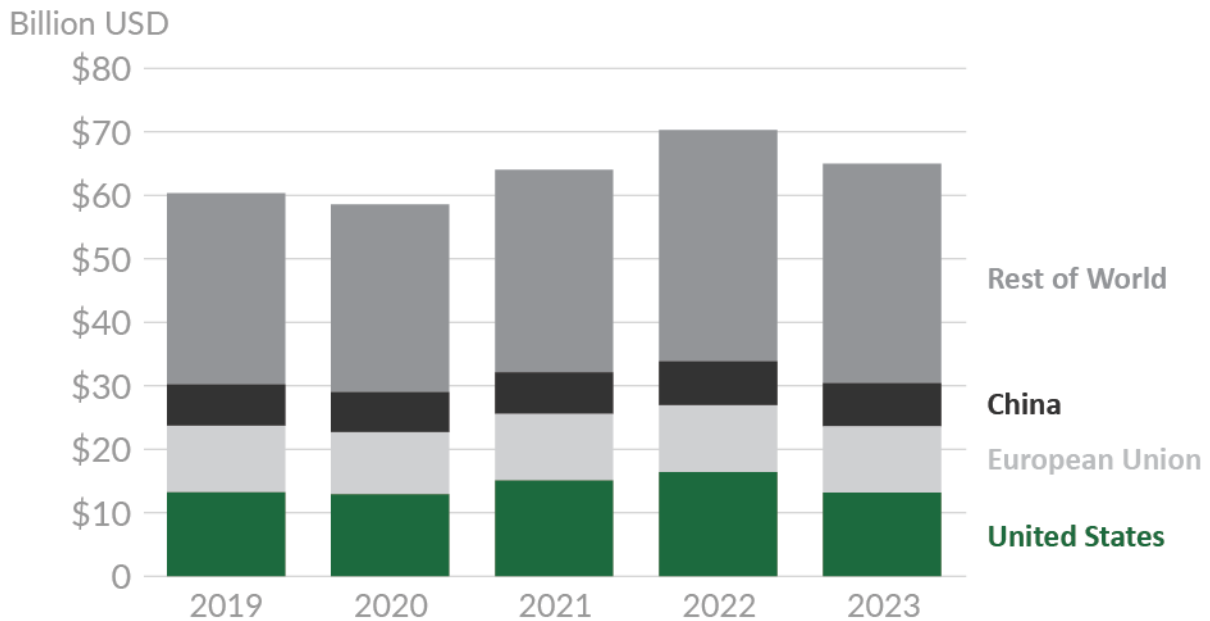
In 2023, Japan was the fifth-largest export destination for U.S. agricultural products, with exports reaching \$11.9 billion, a 19 percent decrease from 2022. The United States is Japan's top supplier of agricultural products, with a market share of 20 percent. U.S. soybean exports were down due to high U.S. prices compared to South American competitors. The largest year-to-year export increase was seen in rice, a \$121 million (41 percent) increase from last year by volume. In 2023, Japan was the largest export destination for U.S. rice, second-largest for U.S. corn, beef, and pork, third-largest for wheat, and fourth-largest for soybeans.

Drivers

- With the implementation of the U.S.-Japan Trade Agreement (USJTA), top U.S. exports remained competitive with other suppliers who have trade agreements with Japan, however, higher than normal inflation and steep competition reduced exports overall.
- Lower global bulk commodity prices contributed to a drop in the value of corn, soybean, and wheat export values.
- A record high Brazilian soybean crop depressed global prices and impacted U.S. soy export competitiveness in Japan.

- U.S. consumer-oriented food exports to Japan declined due to sustained high food prices and reduced demand from an economic downturn and a weakening of the Japanese yen.
- Elevated commodity prices significantly impacted Japan’s import demand for beef products.
- Despite domestic price controls, the price of wheat in Japan remained high. As a result, consumers are shifting from bread and noodles to more price competitive rice products.
- In response to high import prices for soybeans, the price gap is narrowing between imported and domestic soybeans, motivating Japanese farmers to plant more.

Japan’s Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Ongoing tariff reductions from Japan’s bilateral and multilateral trade agreements continue to lower entry costs for competitors and provide increased access for trade agreement beneficiaries to the Japanese agricultural import market. However, as Japan continues to face high domestic prices and inflation due to the weak Japanese yen, uncertainty surrounds demand as industry and consumers shift to substitutable alternatives. Efforts by the Japanese Government to boost agricultural production and tackle inflation are ongoing, but external supply side difficulties and currency fluctuations introduce further challenges. As Brazilian grain and oilseed production grows and their prices become increasingly competitive relative to U.S. prices, Japan has been importing more staples from Brazil. A larger U.S. corn harvest in 2024 should contribute to a rebound of U.S. corn imports, but competition will remain from Brazil. A declining and aging population is also dampening Japanese demand for some products and reducing the overall size of the food and beverage sector. Despite these difficulties, Japanese demand for U.S. imported agricultural products is expected to remain strong throughout 2024. The United States and Japan continue to explore partnerships in common areas such as climate change and sustainable agriculture. Under USJTA, nearly 90 percent of U.S. food and agricultural products are duty free or receive preferential tariff access.

MEXICO

Top 10 U.S. Agricultural Exports to Mexico (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Corn	2,736	2,685	4,699	4,923	5,384	9%	4,085
Soybeans	1,878	1,880	2,622	3,642	2,782	-24%	2,561
Pork & Pork Products	1,278	1,162	1,686	2,042	2,354	15%	1,704
Dairy Products	1,526	1,401	1,786	2,443	2,317	-5%	1,895
Poultry Meat & Products*	1,077	983	1,327	1,255	1,265	1%	1,181
Beef & Beef Products	1,107	853	1,058	968	1,191	23%	1,035
Wheat	812	778	1,293	1,585	1,076	-32%	1,109
Sugar & Sweeteners**	601	574	570	683	921	35%	670
Food Preparations	597	582	770	854	908	6%	742
Fresh Fruit	610	545	748	735	823	12%	692
All Others	7,177	6,900	8,890	9,321	9,619	3%	8,381
Total Exported	19,399	18,343	25,449	28,451	28,640	1%	24,056

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

**Includes beverage bases

Highlights

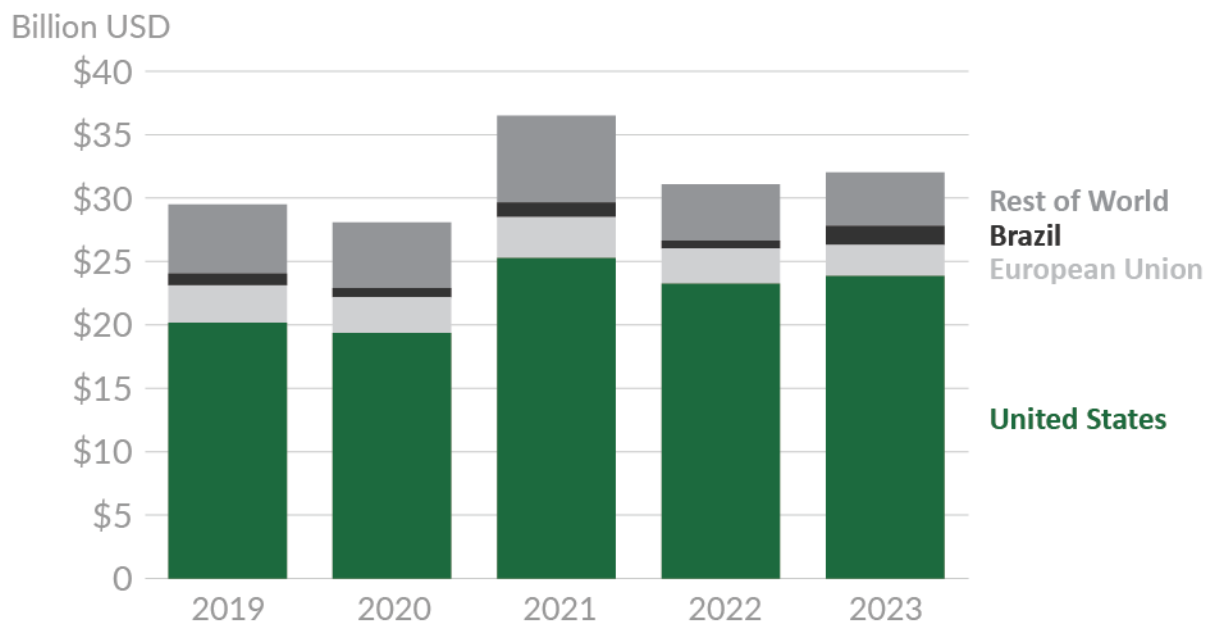
In 2023, U.S. agricultural exports to Mexico reached nearly \$29 billion, a 1 percent increase from the previous record set in 2022. Mexico is the second-largest destination for U.S. agricultural products behind the People's Republic of China (PRC). The United States is Mexico's top international supplier of agricultural products with a market share of 74 percent. The European Union and Brazil are the second- and third-largest suppliers with 8 percent and 5 percent import market shares, respectively, followed by Canada with a 4 percent import market share.

Corn and soybeans were the top U.S. products exported to Mexico in 2023. Corn exports increased by \$461 million (9 percent). Pork and pork products and beef and beef products increased by \$312 million and \$223 million, respectively. Soybean exports to Mexico fell 24 percent by value and 19 percent by volume. U.S. agricultural exports to Mexico are buoyed by a variety of products. In 2023, Mexico was the top export market for U.S. corn, pork and pork products, dairy, wheat, poultry meat and products, and distillers grains. Mexico is also the second-largest U.S. export market for many other important agricultural commodities, including soybean meal, food preparations, and fresh fruit and vegetables. Processed food exports to Mexico are a significant portion of overall U.S. agricultural exports, as Mexico ranks as the second-largest market for bakery goods, cereals, and pasta, as well as non-alcoholic beverages, and condiments and sauces.

Drivers

- In 2023, Mexico's economic recovery was spurred by the strong peso, continued economic integration with its northern neighbors, and growing hotel, restaurant, institutional (HRI) and food processing sectors.
- Mexico's robust and growing livestock and poultry sectors resulted in increases in corn imports.
- The United States remains Mexico's food and agricultural provider of choice due to proximity, product quality, price competitiveness, and the integrated and complimentary nature of the U.S.-Mexico supply chains.
- Brazil's record soybean harvest displaced U.S. soybean sales to Mexico, resulting in lower shipment volume.

Mexico's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Food price inflation remains a concern in Mexico. In December 2023, the Government of Mexico published a presidential decree to extend the exemption of tariffs and easing of administrative procedures for imported basic food basket products through December 31, 2024. This is an extension of a measure first implemented in October 2022 to combat food price inflation.

Mexico's HRI sector continues to recover as consumers increase travel and return to their normal dining habits. Mexico remains among the top 15 food processors worldwide, and the third-largest in the Americas following the United States and Brazil. Mexico's robust food retail sector offers continued opportunities for U.S. exports. The Mexican market saw an increase in overall demand for food, as well as a small uptick, especially from urban,

middle-class consumers, for products perceived as healthful – chiefly fruits, vegetables, organic foods, fish, and vitamins and other nutritional supplements. Demand for plant-based foods in Mexico continues to grow, although it could still be considered incipient.

On February 13, 2023, Mexico published a revised presidential decree that bans the use of genetically engineered (GE) corn in dough and tortillas and instructs Mexican government agencies to gradually substitute – i.e., restrict and ultimately ban – the use of biotech corn in all products for human consumption and for animal feed.

PHILIPPINES

Top 10 U.S. Agricultural Exports to Philippines (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Soybean Meal	788	899	976	1,014	1,272	25%	990
Wheat	708	814	885	920	750	-19%	815
Dairy Products	273	409	424	582	373	-36%	412
Poultry Meat & Products*	102	64	146	221	180	-18%	143
Processed Vegetables	129	74	95	109	121	12%	105
Pork & Pork Products	93	114	205	135	109	-19%	131
Beef & Beef Products	88	62	73	161	84	-48%	94
Food Preparations	91	109	110	98	77	-21%	97
Feeds, Meals & Fodders	67	75	84	109	75	-31%	82
Ethanol (non-beverage)	94	68	48	172	70	-59%	90
All Others	563	512	506	580	506	-12%	533
Total	2,996	3,200	3,552	4,101	3,617	-12%	3,425

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

Highlights

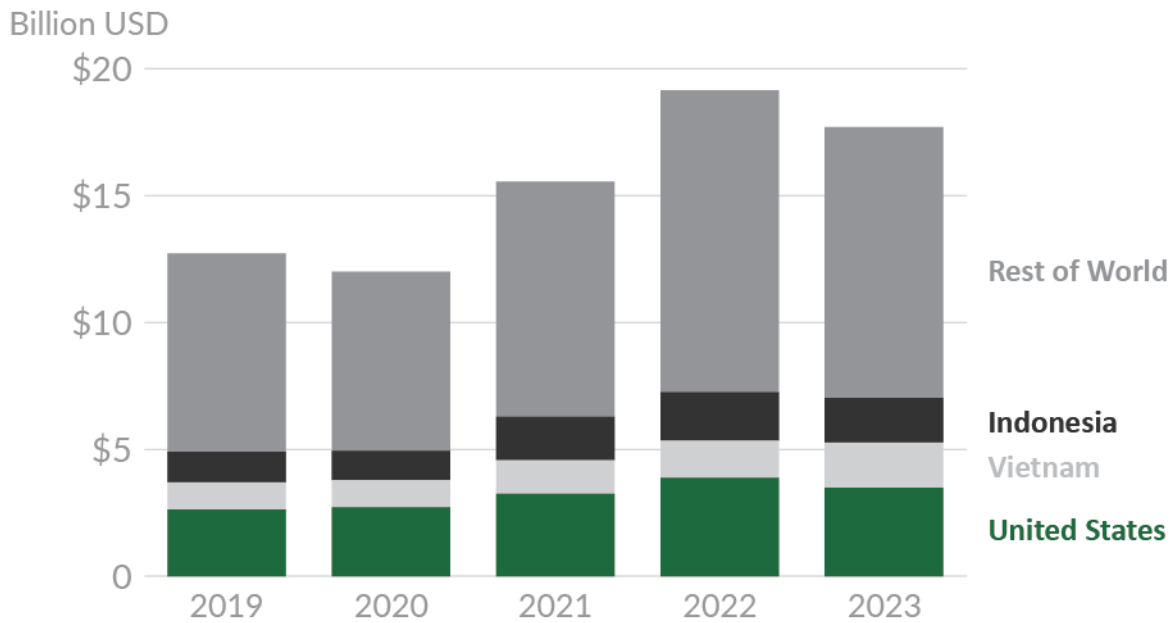
In 2023, U.S. agricultural exports to the Philippines totaled \$3.6 billion, 12 percent lower than in 2022. The United States is the Philippines' top supplier of agricultural products, representing a 20 percent market share followed by the EU and Indonesia. The largest year-to-year U.S. agricultural export increase to the Philippines was seen in soybean meal at \$1.3 billion, a 25 percent increase from 2022. Exports of processed vegetables reached \$121 million, exceeding the imports in 2022 by \$12 million (12 percent). U.S. exports of ethanol to the Philippines decreased sharply by almost 60 percent, from \$172 million in 2022 to \$70 million in 2023. In addition, wheat, dairy products, poultry meat, beef, and pork products faced a decline in 2023 by 19 percent, 36 percent, 18 percent, 48 percent, and 19 percent, respectively.

Drivers

- Slowing Gross Domestic Product (GDP) growth, rising inflation, high borrowing costs, and several natural disasters dampened Filipino demand for imported products.

- U.S. pork exports declined from the previous year due to a partial recovery of the Philippines' domestic livestock industry from the effects of African Swine Fever (ASF).
- Soybean meal export values saw an increase, due to drought in Argentina and more competitive U.S. prices.
- U.S. dairy exports declined from lower unit values and reduced demand from a sluggish economy.

Philippines' Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

With a total population of 117 million, the Philippines is a young, fast-growing, and urbanized market. A traditional preference for U.S. food and beverage products continues to offer strong potential for growth, despite the continuous erosion of U.S. market share in favor of trade partners with preferential tariff treatment. However, pressure from rising inflation has caused the Philippines to extend Most-Favored-Nation (MFN) tariff rate reductions on rice, corn, and pork through December 2024. The tariff rate for imported rice will stay at 35 percent, while in-quota rates on corn and pork products will remain at 5 and 15 percent, respectively. Corn and pork out-quota rates will remain at 15 to 25 percent.

The United States continues to work with the Philippines to reduce sanitary and phytosanitary barriers and solve import licensing challenges to ease the flow of trade. The Philippines is party to a number of free trade agreements (FTAs) with third countries, including the Regional Comprehensive Economic Partnership and the Association of Southeast Asian Nations Free Trade Area. The Philippines is a partner under the Indo Pacific Economic Framework which, once implemented, will facilitate bilateral trade. USDA will continue to work

on market access for U.S. agricultural products, and collaborate with the Philippines on expanding ethanol consumption.

The Philippines extended some tariff reductions to help fight food inflation which include its tariff reduction on mechanically deboned meat, rice, pork, and corn until December 31, 2024. Furthermore, the Philippines established a national ethanol standard allowing for voluntary E20 blending. All three policies offer increased opportunities to U.S. exporters.

SOUTH KOREA

Top 10 U.S. Agricultural Exports to South Korea (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Beef & Beef Products	1,843	1,714	2,354	2,719	2,130	-22%	2,152
Pork & Pork Products	593	453	557	610	633	4%	569
Wheat	300	355	498	477	418	-13%	410
Distillers Grains	252	271	317	392	382	-3%	323
Food Preparations	471	419	492	462	343	-26%	437
Fresh Fruit	405	455	429	293	332	13%	383
Dairy Products	330	370	420	569	321	-44%	402
Soybeans	396	255	309	462	320	-31%	348
Corn	359	548	859	508	277	-45%	510
Tree Nuts	291	295	344	268	270	1%	293
All Others	2,502	2,460	2,729	2,751	2,091	-24%	2,506
Total Exported	7,742	7,593	9,308	9,510	7,518	-21%	8,334

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

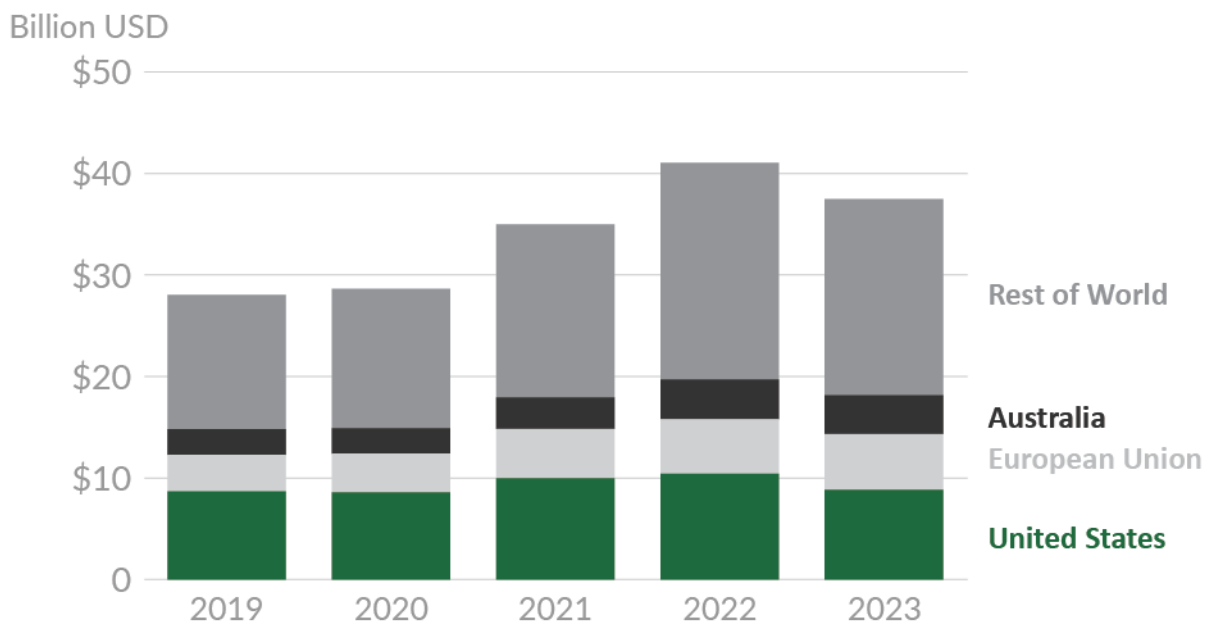
In 2023, the Republic of Korea (South Korea) was the sixth-largest export destination for U.S. agricultural products, with exports totaling \$7.5 billion, a 21 percent decrease from 2022. The United States is South Korea's top supplier of agricultural products, representing 24 percent of the total import market. The European Union was the second-largest exporter with a 15 percent market share. U.S. dairy product exports were down 44 percent due to high prices and a weak South Korean won. U.S. corn and wheat exports declined by \$231 million and \$60 million due to competitive pricing from other suppliers (Brazil, Argentina, and South Africa for corn and Australia for wheat). South Korea was the top export destination for U.S. beef, second-largest for distillers grains, third-largest for fresh fruits, and fourth-largest for wheat.

Drivers

- While the United States benefits from reduced tariff and non-tariff barriers from the U.S.-Korea Free Trade Agreement (KORUS FTA), increased foreign competition, high U.S. commodity prices, and high inflation in South Korea contributed to declines in U.S. exports.

- High inflation and the weakening South Korean won, particularly against the strong U.S. dollar, resulted in lower imports of several U.S. key commodities.
- Exports of U.S. soybeans decreased because of lower prices from Brazil during key months when U.S. and Brazilian soybeans were competing on the world market.
- South Korea has imported more corn from the world in recent years, but the U.S. market share decreased further in 2023 due in part to alleged quality issues cited by South Korean buyers.
- While beef exports were down due to tight exportable supplies and steep competition from Australia, pork exports increased slightly (4 percent) despite lower prices for domestic pork in South Korea.

South Korea's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

South Korea continues to be a key export market for a wide range of U.S. agricultural products. U.S. exports are expected to find a receptive audience in South Korea again in 2024. South Korean consumers have high incomes and demand quality food products. The KORUS FTA gives U.S. exporters a tariff advantage over some key competitors, but increased competition from foreign suppliers will continue to challenge U.S. agricultural exports to South Korea. Growth for U.S. distillers grains are expected to remain high, however, given its price competitiveness over soybean meal. An ageing population and a negative population growth rate may dampen demand for some imported food products such as beef, pork, and processed foods.

TAIWAN

Top 10 U.S. Agricultural Exports to Taiwan (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Beef & Beef Products	568	552	662	748	625	-16%	631
Soybeans	691	602	730	1,084	609	-44%	743
Poultry Meat & Products*	187	223	165	285	356	25%	243
Wheat	319	301	306	364	352	-3%	328
Corn	232	177	417	269	254	-6%	270
Fresh Fruit	252	195	206	188	226	20%	214
Food Preparations	140	132	195	186	160	-14%	163
Dairy Products	109	121	138	141	116	-18%	125
Non-Alcoholic Beverages**	79	81	84	98	88	-10%	86
Processed Vegetables	76	76	71	80	86	8%	78
All Others	919	801	853	853	787	-8%	843
Total Exported	3,573	3,260	3,826	4,298	3,659	-15%	3,723

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

**Excludes juices

Highlights

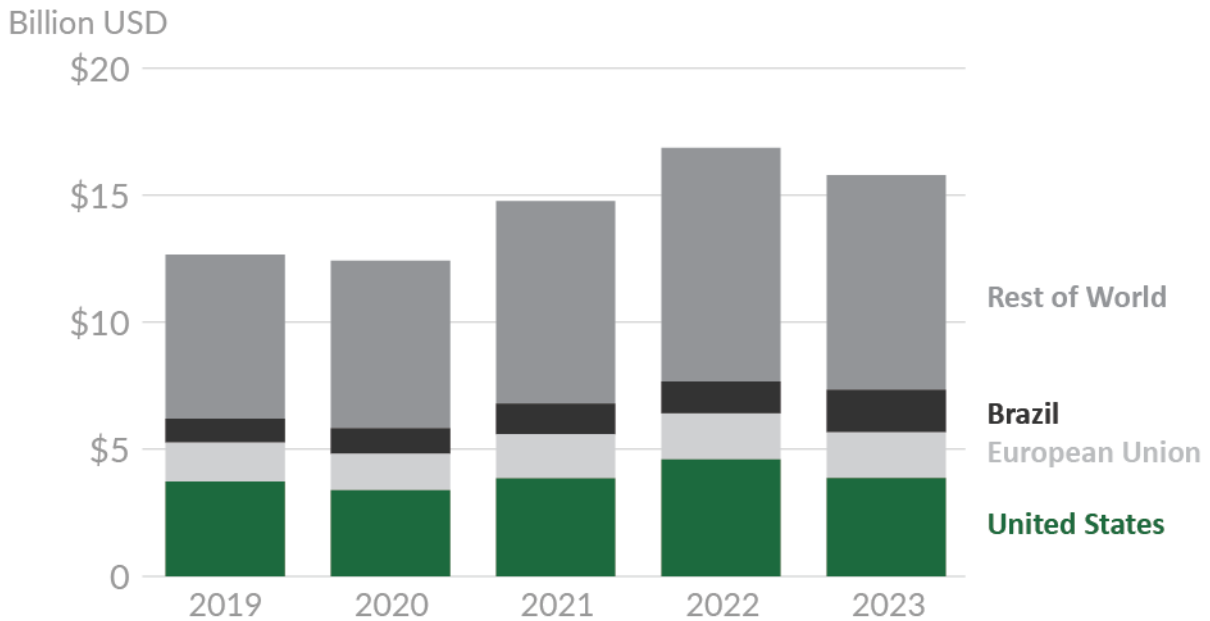
In 2023, Taiwan was the eighth-largest destination for U.S. agricultural exports, totaling \$3.7 billion, a 15 percent decrease from 2022. The United States remained Taiwan's top supplier of agricultural products with a 24 percent market share. The largest decreases in exports were soybeans, beef, food preparations, and dairy products. The United States remained the largest poultry supplier to Taiwan with imports increasing 25 percent, triggering a volume-based special safeguard in September 2023. U.S. beef exports fell 16 percent. U.S. fresh fruit exports rose 20 percent, although increasing competition continues to challenge the U.S. market share.

Drivers

- High domestic inflation, lower global bulk grain and oilseed prices, and increased competition from foreign suppliers contributed to the overall reduction in U.S. agricultural exports to Taiwan.
- U.S. wheat and beef exports were lower based on stronger competition from Australia and Paraguay, and both tight supplies and high prices in the United States.

- U.S. corn exports faced increased competition from Argentina and South Africa in 2023, and overall growth in feed demand is constrained by Taiwan’s limited ability for livestock expansion.
- Higher U.S. dairy prices made U.S. dairy products less competitive vis-a-vis the local market.

Taiwan’s Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Taiwan continues to be a strong export market for U.S. agriculture. Negotiations under the U.S.-Taiwan Initiative on 21st-Century Trade signal an even deeper economic relationship to come, particularly as discussions on agriculture continue. An agriculture chapter is being negotiated, with the United States proposing provisions regarding sustainable agriculture, food safety, and plant health and animal health protection, among other areas. High disposable income, increasing culinary awareness, and demand for “luxury” products provide continued opportunities to U.S. exporters in higher value agricultural commodities and consumer-oriented food products including dairy and processed foods. Demand for U.S. poultry will continue to remain strong as imports fill the gaps in domestic production.

Taiwan relies on imports for more than two-thirds of its food and feed and has one of the lowest food production self-sufficiency rates in the world, making them a reliable trading partner. However, barriers to U.S. beef and pork exports to Taiwan are longstanding and remain unresolved. Overall, U.S. agricultural exports are expected to remain strong in 2024, but high inflation and increased competition from foreign suppliers will continue to challenge the United States’ market share.

TÜRKIYE

Top 10 U.S. Agricultural Exports to Türkiye (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Cotton	648	574	555	1,004	674	-33%	691
Tree Nuts	340	250	263	400	501	25%	351
Distillers Grains	119	159	196	118	197	67%	158
Feeds, Meals & Fodders	36	19	18	25	135	447%	46
Soybeans	0	0	200	121	37	-69%	72
Food Preparations	17	22	28	33	35	8%	27
Planting Seeds	13	13	10	14	22	60%	14
Live Animals	6	4	12	10	18	86%	10
Tobacco	4	10	12	7	15	123%	10
Distilled Spirits	10	18	9	11	14	29%	13
All Others	104	121	104	123	78	-36%	106
Total Exported	1,296	1,189	1,407	1,865	1,727	-7%	1,497

Source: U.S. Census Bureau Trade Data - BICO HS-10

Highlights

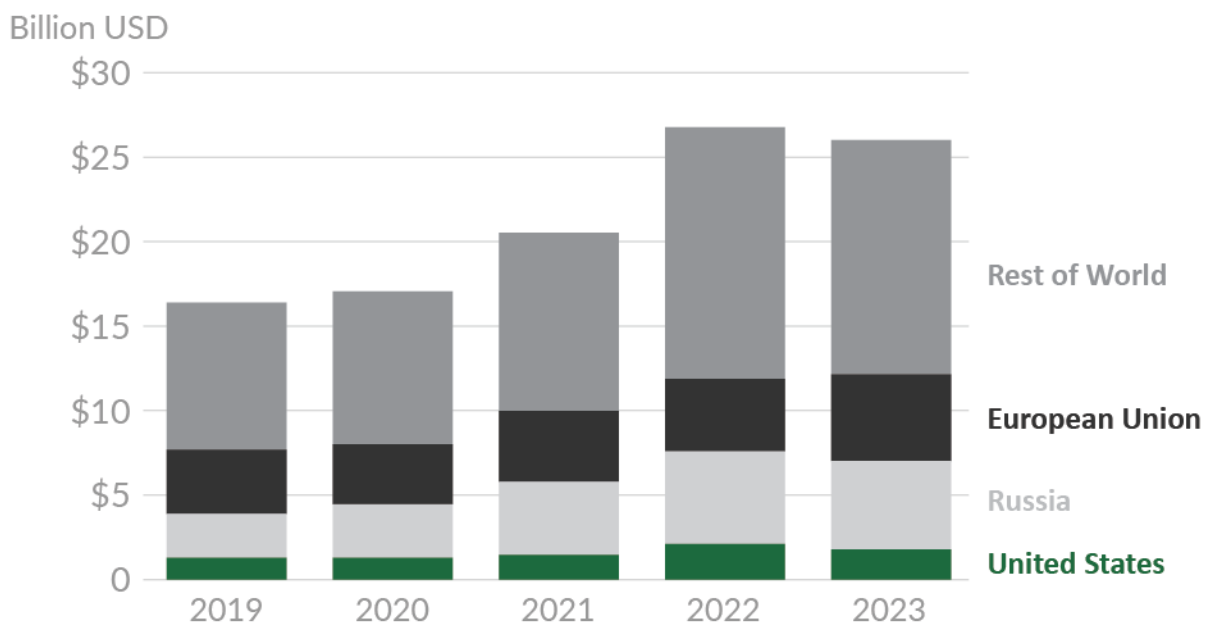
In 2023, Türkiye was the 13th-largest destination for U.S. agricultural products, with U.S. exports at \$1.7 billion, a decrease of 7 percent from 2022. The United States experienced growth in tree nuts, distillers grains, and feeds and fodders, up \$101 million, \$79 million, and \$110 million respectively.

Commodities showing declines in 2023 were cotton, down \$330 million, and soybeans, down \$83 million. Türkiye was the fourth-largest market for cotton, fifth-largest for tree nuts, and sixth-largest for distillers grains. Russia is the largest supplier of agricultural products to Türkiye with 20 percent market share, followed by the EU, Ukraine, Brazil, and the United States. The United States is the top supplier of cotton and holds a 42 percent share of the market. Brazil comes in second and continues to be increasingly competitive in terms of cotton sales and marketing. However, Türkiye still chooses U.S. cotton over lesser-quality product from other markets.

Drivers

- Türkiye is the second-largest global importer of cotton, behind only the People’s Republic of China (PRC). In 2023, cotton imports fell mainly due to a global economic slowdown and reduced consumer demand for cotton products.
- Türkiye limits approval of genetically engineered (GE) plant products and only allows imports for use as animal feed. Any approved GE product for animal feed that contains more than 0.9 percent GE content must be labeled as GE. There is a zero tolerance for the detection of unapproved GE events, and a 0.1 percent low-level presence (LLP) tolerance in feed.
- Türkiye has some of the highest agricultural MFN applied tariffs and additional duties that on average account for a big percentage of the total cost of exports and dampen domestic demand for foreign imports.
- Türkiye’s retaliatory tariffs on distilled spirits, food preparations, rice, and tree nuts in response to U.S. Section 232 tariffs on Turkish steel and aluminum products continue to affect the price competitiveness of these products in the Turkish market.

Türkiye’s Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Türkiye has a population of 85 million and is classified by the World Bank as an upper-middle income country. The country is a major U.S. competitor in many areas of food and agriculture. Demand for inputs for Türkiye’s

robust and expanding textile, food processing, and meat industries are expected to continue to drive certain agricultural imports. Imported commodities contributing to these industries are cotton, oilseeds (soybeans and sunflower), tree nuts, and wheat.

Several economic and regulatory challenges confront U.S. exporters of agricultural products to Türkiye. High tariffs, lack of transparency on science and risk-based administration of customs, sanitary and phytosanitary requirements, and import licensing policies have created barriers to trade. Türkiye has one of the highest agricultural most favored nation (MFN) applied tariffs that on average account for a large percentage of export costs. Türkiye's 2010 biosafety law that stipulates zero-tolerance for food commodities or unapproved GE products imposes financial liabilities on importers and exporters. This law blocks certain U.S. exports to Türkiye, such as rice or wheat, due to potential for adventitious presence. Türkiye also requires registration through a state-run system for U.S. producers and exporters of certain agricultural commodities, including tree nuts. The complex registration process is an annual requirement, placing additional costs on U.S. exporters.

Harmonization with EU standards and regulations by Türkiye is ongoing as part of their customs agreement with the European Union. Restrictive legislation has resulted in market access barriers for U.S. dairy and egg products, animal genetics, and plant products. Economic factors influencing trade are high inflationary pressure and rapid devaluation of the Turkish lira. Since 2020, inflation in Türkiye has steadily risen, officially reaching 65 percent in December 2023, while independent analysis puts the yearly inflation rate at 127 percent. Food inflation is officially at 72 percent as of December 2023. Between January 2020 and December 2023, the exchange rate declined from 7.5 to almost 30 lira per U.S. dollar. This rapid devaluation has made it more difficult for Turkish buyers to import or finance purchases of U.S. agricultural products.

UNITED KINGDOM

Top 10 U.S. Agricultural Exports to the United Kingdom

(Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Ethanol (non-beverage)	45	48	102	161	410	154%	153
Tree Nuts	211	197	172	163	162	0%	181
Wine & Related Products	243	244	212	173	143	-18%	203
Distilled Spirits	112	84	107	160	129	-19%	118
Soybeans	100	60	66	132	88	-33%	89
Food Preparations	131	155	152	119	84	-29%	128
Soybean Meal	12	27	31	11	66	508%	29
Essential Oils	93	89	79	67	60	-10%	78
Dextrins, Peptones, & Proteins	41	54	67	64	51	-19%	55
Bakery Goods, Cereals, & Pasta	50	56	48	51	51	0%	51
All Others	744	713	775	700	680	-3%	722
Total Exported	1,782	1,727	1,810	1,801	1,925	7%	1,809

Source: U.S. Census Bureau Trade Data - BICO HS-10

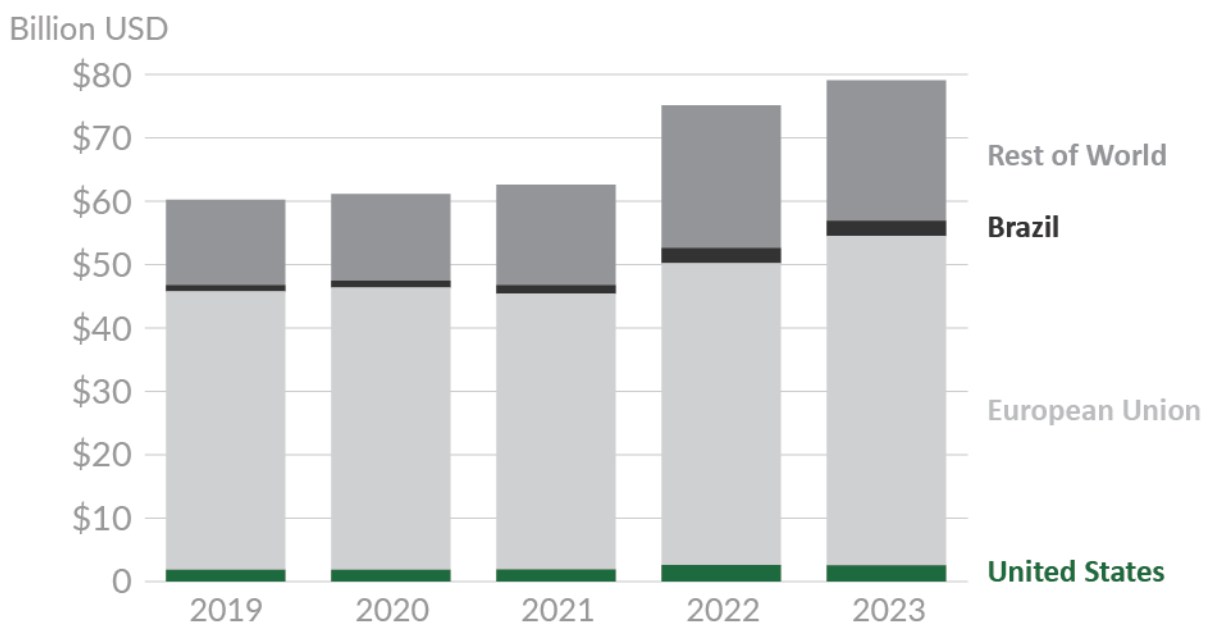
Highlights

In 2023, the United Kingdom (UK) was the 14th-largest export destination for U.S. agricultural products at \$1.9 billion, an increase of 7 percent from 2022. The EU is the largest supplier of agricultural products with a 66 percent share of the market, followed by the United States. U.S. exports of ethanol (non-beverage) and soybean meal performed well in 2023, increasing by \$249 million and \$56 million, respectively. Commodities showing declines in 2023 were soybeans (down \$44 million), wine and wine related products (down \$30 million), and distilled spirits (down \$31 million). The UK was the third-largest export destination for U.S. wines and fifth-largest for distilled spirits. The UK became the second-largest market for U.S. ethanol (non-beverage) in 2023, surpassing the EU with a \$249 million increase in exports. The largest contributor to overall export growth was ethanol which increased 154 percent from 2022.

Drivers

- Slow Gross Domestic Product (GDP) growth of 0.3 percent in 2023 tapered import demand for consumer-oriented goods such as wine, distilled spirits, and food preparations.
- Soybean imports dropped due to lower prices and increased competition from South America.
- Imports of U.S. soybean meal increased by \$55 million due to drought in Argentina and competitive U.S. prices.
- Ingredient imports for use in manufacturing decreased due to lower consumer demand for processed food products.

The United Kingdom's Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

As the UK continues to form its own policy post-Brexit, new legislation presents both opportunities and potential challenges for U.S. agricultural exports. Beginning January 31, 2024, exports of animal and plant products from the EU into Great Britain – England, Wales, and Scotland – must be accompanied by health certificates, except for products deemed low-risk. Risk-based physical checks will then begin April 30, while the requirement for safety and security declarations will come into effect October 31. Beginning in January 2024, the new UK “Not for EU” labeling scheme was implemented. In the UK, there is strong opposition by retailers, producers, exporters, and industry groups to the expansion of labeling requirements to all of Great Britain. The labeling requirements will likely increase administrative costs to ensure compliance.

Food price inflation has receded from the 19.2 percent high in March 2023 to an annual inflation rate of 7 percent and continues to head lower. The price of food in the UK remains around 25 percent higher than it was in January 2022, dampening demand. In 2024, it is forecasted that the UK foodservice sector will experience a decrease in demand as consumers eat out less. The UK continues to present market opportunities for many U.S. consumer-oriented products, including specialty and health foods, wines, sauces, fruits, nuts, and juices.

Sustainability is also motivating food consumption in the UK. Food is increasingly marketed for consumers who are more conscious of what they eat and are concerned about the effect it has on greenhouse gas emissions and deforestation. The organic food and drink sector continues to grow in the UK, reaching \$3.8 billion in 2022, as shoppers reported to prioritize sustainability and health when making purchasing decisions. This was the 11th-successive year that the category has grown. Consumer demand is driving sales of premium, less-processed foods, including fresh fruit, fruit juices, and low-fat or low-sugar snacks. Sales of vegetarian and plant-based products have increased significantly, with those over age 55 being the biggest buyers.

VIETNAM

Top 10 U.S. Agricultural Exports to Vietnam (Values in millions of dollars)

Commodity	2019	2020	2021	2022	2023	2022-2023 % Change	2019-2023 Average
Cotton	1,428	1,162	1,028	1,069	750	-30%	1,087
Soybeans	273	425	393	390	378	-3%	372
Distillers Grains	257	284	371	387	342	-12%	328
Soybean Meal	184	70	174	164	244	49%	167
Tree Nuts	121	140	167	173	238	37%	168
Feeds, Meals & Fodders	114	155	156	174	188	8%	157
Dairy Products	170	185	276	224	146	-35%	200
Wheat	72	136	56	108	145	34%	103
Poultry Meat & Products *	140	128	100	130	122	-6%	124
Fresh Fruit	139	135	100	121	105	-13%	120
Other Products	645	543	643	537	479	-10%	569
Total Exported	3,543	3,363	3,464	3,477	3,137	-10%	3,506

Source: U.S. Census Bureau Trade Data - BICO HS-10

*Excludes eggs

Highlights

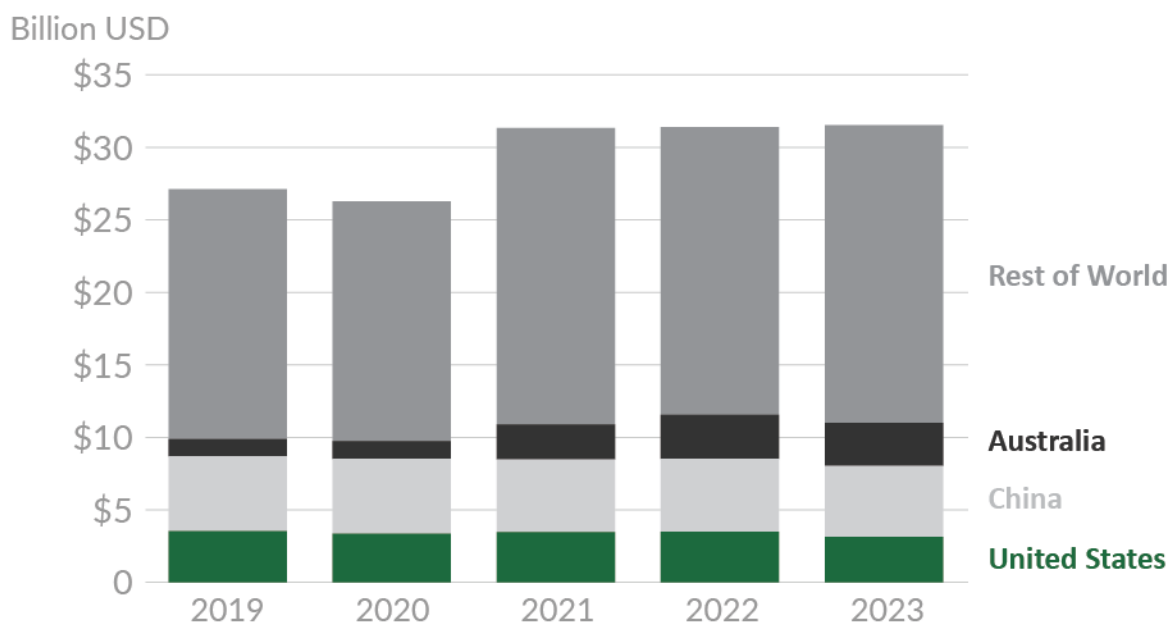
In 2023, Vietnam was the United States' 10th-largest export market, importing \$3.1 billion of agricultural products, a 10 percent decline from 2022. The largest decreases were from cotton, dairy products, and dried distillers grains which were down \$319 million, \$78 million, and \$45 million, respectively. Products that saw the largest export gains were soybean meal, tree nuts, and wheat which were up \$80 million, \$65 million, and \$37 million, respectively.

The United States remains Vietnam's top supplier of distillers grains, soybeans, and cotton. U.S. cotton and wood products have seen strong demand growth due to the boom of Vietnam's textile and furniture industries.

Drivers

- Evolving consumer tastes in Vietnam have supported Vietnam’s increasing demand for U.S. dairy products and meat as well as U.S. livestock and feed.
- U.S. soybean exports to Vietnam decreased due to low global prices as Brazil produced record soybean supplies in 2023.
- Soybean meal exports increased due to large volumes of exportable supplies and competitive U.S. prices.
- U.S. dairy product exports decreased due to lower global unit prices and increased competition from Oceania markets.

Vietnam’s Agricultural Suppliers



Source: Trade Data Monitor, LLC- BICO HS-6

Looking Ahead

Vietnam is a large and dynamic market, with a population close to 100 million people with an economic growth of 5 percent in 2023. Gross Domestic Product (GDP) growth is forecast to hit 6.8 percent from 2025 to 2028, keeping consumer demand for foods robust. The past decade of growth has led to a rapid expansion of Vietnam’s food sector, which grew by \$46 billion during that same time and is expected to grow an additional 73 percent by 2030. Relatively high tariffs and strong competition from countries benefiting from preferential trade agreements with Vietnam constitute the most significant challenges to the diverse range of U.S. food and agricultural exports. While the United States is subject to Most Favored Nation duties, Vietnam is party to or negotiating 19 bilateral and regional free trade agreements (FTAs), including the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), the EU-Vietnam Free Trade Agreement (EVFTA), and the

Regional Comprehensive Economic Partnership (RCEP). Successful negotiations allowing resumption of the trade of certain commodities support additional opportunities for future U.S. exports.

In February 2023, U.S. grapefruit exports were allowed into Vietnam after the United States gained market access. Negotiations for market access for stone fruit and other products are expected to continue. Since April 2023, Vietnam has approved 10 genetically engineered corn hybrids based on previously approved events for cultivation. It also resumed review of seven new applications for food and feed use. Starting on July 15, 2023, Vietnam reduced Most Favored Nation duties for ethanol from 15 percent to 10 percent. In August 2023, Vietnam removed its zero-tolerance requirement on wheat and soybean shipments containing the weed seed *Cirsium arvense*.