

2021

United States Agricultural Export Yearbook



INTRODUCTION

The 2021 U.S. Agricultural Export Yearbook provides a statistical summary of U.S. agricultural commodity exports to the world. This summary lists the United States' top 15 trading partners. 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. Department of Commerce's Bureau of the Census. Foreign country export data was sourced from the reporting countries' national statistical agencies as reported through Trade Data Monitor.

The 2021 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' 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 an FAS designation that stands for Bulk, Intermediate and Consumer Oriented goods. The bulk commodity groups, such as corn, wheat, and rice, are aggregations of very few HTS codes. For example, the soybeans product group includes only 2 HTS codes; and cotton includes only 5 codes; while the Beef and Beef Products category incorporates 26 HTS lines; Dairy Products includes 46 HTS lines; and Fresh Vegetables includes 70 HTS codes.

With the release of January 2021 trade data, USDA adopted the World Trade Organization's (WTO) definition of agriculture for purposes of reporting trade, which is slightly more expansive than the USDA definition in previous editions of this Yearbook. The primary differences are that the WTO definition includes distilled spirits, ethanol, and manufactured tobacco products, which were not included under the USDA definition. For more details about the definitional changes, please see the following link on the USDA webpage: <https://www.fas.usda.gov/updated-agricultural-products-definition-trade-reporting>.

The 13 product groups or commodity aggregations, displayed in the Yearbook, are based on the United States' largest export categories. The top 13 export product groups account for 74 percent of total U.S. agricultural products exported in 2021. The country Yearbook pages include the United States' top 15 export destinations. These top 15 export markets represent more than 80 percent of total U.S. agricultural exports in 2021.

NOTE: The contents in this Yearbook are based on policies in effect at the time of the February 9, 2022, World Agricultural Supply and Demand Estimates release. Additionally, Russia's recent military action in Ukraine significantly increased the uncertainty of agricultural supply and demand globally. The 2021 Yearbook provides an assessment prior to Russia's military actions.

Questions or comments about the 2021 U.S. Agricultural Export Yearbook can be directed to USDA's Foreign Agricultural Service (paul.trupo@usda.gov) (202-720-1335).

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EXPORT OVERVIEW

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Soybeans	21,456	17,058	18,694	25,522	27,408	7%	22,027
Corn	9,131	12,472	7,671	9,213	18,721	103%	11,441
Beef & Beef Products	7,263	8,357	8,094	7,638	10,576	38%	8,386
Tree Nuts	8,479	8,515	9,074	8,400	8,882	6%	8,670
Pork & Pork Products	6,485	6,403	6,951	7,711	8,107	5%	7,132
Dairy Products	5,368	5,479	5,914	6,447	7,660	19%	6,174
Wheat	6,058	5,387	6,232	6,303	7,246	15%	6,245
Food Preparations	4,301	4,599	5,032	5,102	5,860	15%	4,979
Cotton	5,827	6,550	6,140	5,951	5,711	-4%	6,036
Soybean Meal	3,881	5,073	4,335	4,699	5,622	20%	4,722
Poultry Meat & Products*	4,267	4,274	4,243	4,242	5,250	24%	4,455
Fresh Fruit	4,752	4,676	4,383	4,324	4,480	4%	4,523
Bakery Goods**	3,399	3,474	3,614	3,598	3,625	1%	3,542
Distillers Grains	1,851	2,456	2,227	2,329	2,998	29%	2,372
Processed Vegetables	2,888	2,804	2,889	2,564	2,792	9%	2,787
Ethanol (non-bev.)	2,412	2,663	2,330	2,293	2,767	21%	2,493
All Others	45,048	44,495	43,262	43,397	49,334	14%	45,107
Total Exported	142,866	144,733	141,086	149,733	177,040	18%	151,091

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

*Excludes eggs

**Includes cereals and pasta

Overview

Total U.S. agricultural exports in 2021 were a record \$177.0 billion, \$22.5 billion above the previous record set in 2014. Exports of soybeans, corn and beef led the way as the top three American exports with all three setting records last year. Pork, dairy products, soy meal, distillers' grains, and pet food also set records.

Corn was the primary contributor to the record-breaking exports, up \$9.5 billion over 2020, more than doubling the previous year's value, reaching a record \$18.7 billion in 2021. U.S. corn was very competitive in global markets supported by abundant supplies, lower demand for ethanol as a fuel, and tight supplies in the competitor nations

of Brazil and Ukraine. The People's Republic of China (PRC) was the top destination for U.S. corn, up 316 percent (\$3.9 billion) over 2020, as the country rebuilt its swine herd following an outbreak of African swine fever (ASF) that began in 2018.

Soybeans were again the No. 1 U.S. agricultural export commodity in 2021, with a record \$27.4 billion, a 7-percent increase over the previous year. Higher unit values due to tight global supplies boosted the value of U.S. exports despite a decline in the volume exported. China was again the top destination for U.S. soy accounting for more than half of U.S. exports. Exports to Mexico and the European Union (EU) were up 39 and 6 percent, respectively as higher unit values offset stable to declining volumes.

Exports of beef and beef products was another bright spot for U.S. producers with exports reaching a record \$10.6 billion, a \$3.0 billion increase over 2020. South Korea and Japan remained the top two markets in 2021, increasing their imports by 39 and 22 percent respectively, driven by higher prices and greater market access. PRC's removal of market access barriers spurred U.S. beef exports, which rose to \$1.6 billion following years with nearly no exports.

Other highlights in 2021 include sharp increases of exports of dairy products, wheat, soymeal, poultry, distillers' grains, and ethanol, all increasing by 15 percent or more over the previous year. The top 10 commodity groups accounted for 60 percent of total exports, thus becoming more concentrated than in 2017 when the top 10 accounted for 55 percent. Higher bulk grain and oilseed prices and strong global demand for animal feed and meat supports strong export growth in these categories, which are expected to continue to grow into the future.

BEEF & BEEF PRODUCTS

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Korea, South	1,220	1,746	1,843	1,714	2,383	39%	1,781
Japan	1,889	2,102	1,950	1,940	2,376	22%	2,052
China	31	61	86	311	1,592	413%	416
Mexico	979	1,058	1,107	853	1,058	24%	1,011
Canada	791	745	654	727	773	6%	738
Taiwan	409	552	568	552	668	21%	550
Hong Kong	884	964	746	666	500	-25%	752
European Union-27	251	228	192	150	167	11%	198
Indonesia	54	62	85	72	118	65%	78
Chile	66	64	68	51	95	87%	69
All Others	690	774	795	603	847	40%	742
Total Exported	7,263	8,357	8,094	7,638	10,576	38%	8,386

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

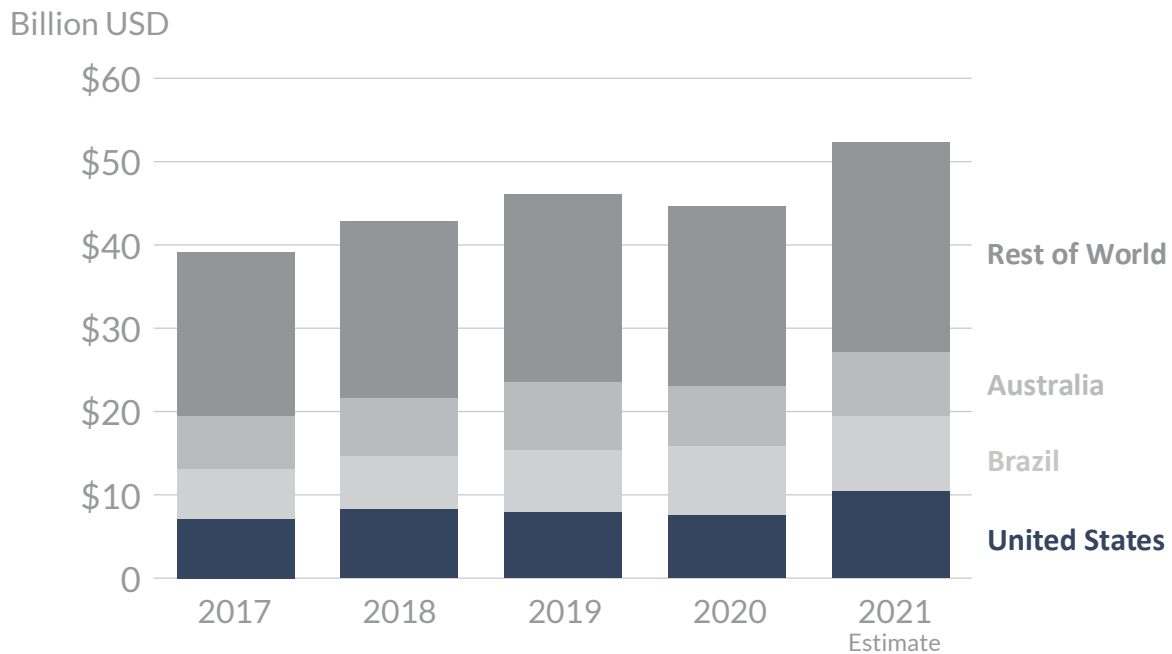
Highlights

In 2021, the value of U.S. beef and beef product exports increased 38 percent over 2020, to a record value of \$10.6 billion. Robust demand from China and, to a lesser extent, other East Asian economies contributed to the expansion in U.S. beef exports. Exports to Japan valued at \$2.4 billion, South Korea at \$2.4 billion, and China at \$1.6 billion accounted for 60 percent of total U.S. export sales. South Korea became the top destination for U.S. beef exports on a value basis where growth in the retail sector has largely driven demand for beef. Exports of U.S. beef to China continued to increase in the second year after China's removal of certain market access barriers, and amid higher incomes in China's second and third tier cities. Specifically, rising incomes led to more demand for high quality grain-fed beef, thus helping to increase U.S. market share by value in China from 2 percent in 2020 to 11 percent in 2021. Although Australia is the top U.S. competitor for high quality grain-fed beef, the ongoing effects from Australia's 2-year drought in 2018-2019, coupled with political issues between Canberra and Beijing have decreased Australian competition—thereby expanding opportunities for U.S. exports. Overall, beef exports accounted for 11 percent of U.S. domestic production. In 2021, the United States was the world's largest beef producer, second-largest importer, and second-largest exporter by volume.

Drivers

- The United States - Korea Free Trade Agreement (KORUS) continued to benefit U.S. beef exporters by lowering the tariff rate to 10.6 percent. Prior to KORUS, tariffs on U.S. beef imports were as high as 40 percent.
- Beef prices increased dramatically through the middle of 2021 due to supply-side issues and firm demand which increased the value of exports.
- Exports of U.S. beef to China continued to grow in the second year after China's removal of certain market access barriers. U.S. beef exports amounted to 6 percent of China's total imports on a volume basis and 11 percent by value.
- Exports to Mexico recovered from pandemic-related lows in 2020, although they have not returned to pre-pandemic levels. On a value basis, Mexico ranked fourth while becoming the largest destination by volume for beef variety meat exports.
- Total beef and beef product exports to the Philippines and Indonesia remained firm in 2021 as the Philippines relaxed some COVID-19 restrictions. However, U.S. exports are still below pre-pandemic levels.
- U.S. exports to Indonesia reached record levels due to strong demand for beef variety meat, which made up 45 percent of U.S. exports.
- U.S. exports to Latin America and the Caribbean were also strong. The Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) phased out import duties on beef which led to records in both value (\$137.3 million) and volume (20,991 metric tons) while Colombia, Chile, and Peru registered record value and volume growth.

Global Beef Exports*



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

*Global Beef Export totals include 2021 estimates for some major global exporters

Looking Ahead

For 2022, U.S. beef exports are forecast to decline slightly. Australia, a major competitor in high-quality beef exports, is expected to improve its domestic supply this year and create headwinds for U.S. exports to Asia. Furthermore, Brazil and Argentina will resume beef exports to China in 2022 after they experienced a series of disruptions in 2021. China suspended imports from Brazil between September and December because of an atypical Bovine spongiform encephalopathy case. Argentina imposed export restrictions on certain beef cuts to curb inflation concerns. While Argentina continues to enforce some export controls, Brazil's reentry heralds more competition in frozen beef products in the third most valuable U.S. export market. The U.S. cattle supply is also declining due to cyclical trends and high feed prices. As COVID-19 conditions improve, demand from retail and hotel, restaurant, and institutional sectors will increase. The combination of these factors, in addition to increased competition, lower production, and recovering demand, indicates a mixed outlook for U.S. beef exports in 2022. While the United States is projected to maintain its position as the world's second-largest exporter, it will be difficult for exporters to surpass 2021's numbers.

CORN

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
China	142	50	55	1,224	5,096	316%	1,313
Mexico	2,645	3,061	2,736	2,680	4,717	76%	3,168
Japan	2,163	2,813	2,011	1,844	3,187	73%	2,404
Colombia	785	927	682	879	1,100	25%	875
South Korea	705	1,356	359	548	858	57%	765
Canada	131	309	349	272	662	143%	345
Taiwan	395	603	232	178	435	144%	369
Guatemala	145	196	177	218	342	57%	216
Costa Rica	138	143	145	151	208	38%	157
Honduras	85	107	123	130	205	58%	130
All Others	1,797	2,907	802	1,089	1,911	75%	1,701
Total Exported	9,131	12,472	7,671	9,213	18,721	103%	11,442

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

Highlights

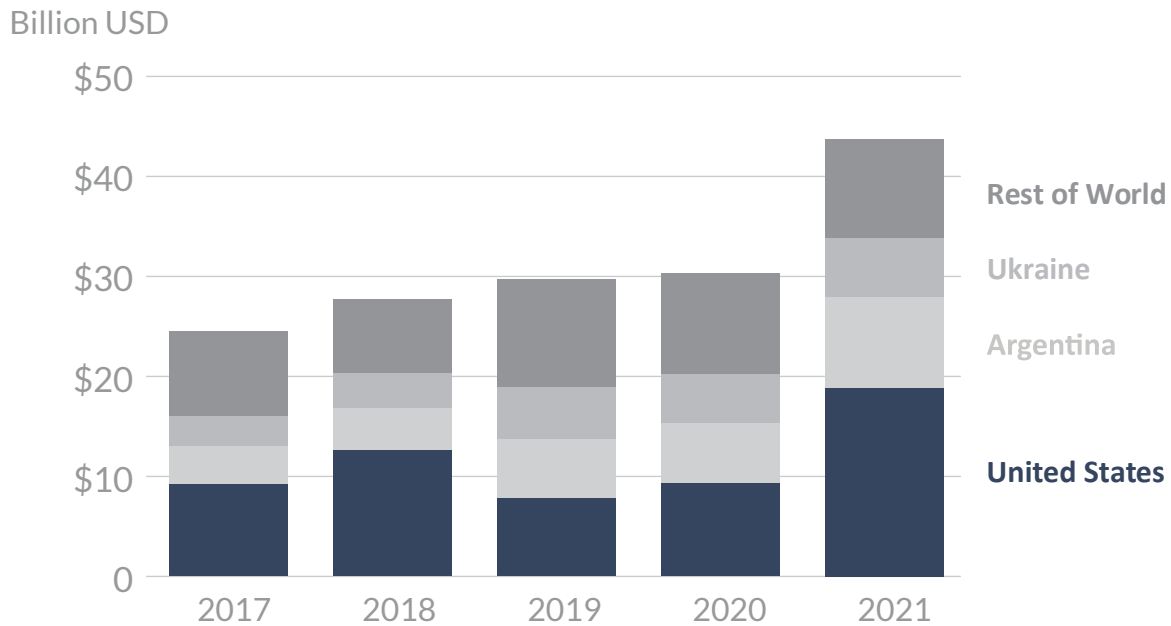
U.S. corn exports set a record in 2021 at \$18.7 billion. The sharp increase was attributed to China's increased demand for imported corn and reduced competition from Brazil and Ukraine in other markets. Exports to China totaled \$5.1 billion, sharply up from last year's record. China became the largest destination for U.S. corn. The top three destinations accounted for 69 percent of total U.S. corn exports. Globally, despite smaller available supplies, Ukraine's exports to China were larger, resulting in many countries turning to U.S. corn. For Brazil, the impact of drought on the second corn crop (known as the "safrinha") sharply reduced available supplies for export.

Drivers

- U.S. corn was competitive in global markets supported by abundant supplies and weak domestic demand for fuel ethanol amid COVID-19.

- Exports to China were strong throughout 2021. The recovery in China’s swine sector from ASF favored the use of corn in feed rations and drove China’s domestic corn prices higher. This run-up in China’s domestic corn prices created favorable conditions for increased imports of competitively priced U.S. corn.
- With tight exportable supplies in Ukraine and Brazil, many countries in North Africa, the Middle East, and Asia turned to competitively priced U.S. corn.

Global Corn Exports



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

Looking Ahead

U.S. corn is expected to decline from the 2021 level due to greater competition from Ukraine, Argentina, and Brazil. These countries are currently forecast to have abundant exportable supplies. In the first months of 2022, U.S. corn sales and shipments have been slow to many destinations. Furthermore, prices for U.S. corn are currently higher than Ukrainian and Argentine corn, driven by U.S. domestic demand for fuel ethanol.

U.S. corn exports to China are expected to remain strong. At the end of January 2022, total commitments (sales + shipments) to China stood at a record 12.4 million tons. Although declining from its peak, China’s domestic corn prices remain substantially higher than world levels. High transportation costs from China’s grain-surplus regions in the north to grain-deficit areas in the south and COVID restrictions are expected to stimulate demand for imports.

U.S. corn exports to Canada are also expected to be strong. At the end of January 2022, total commitments stood at 3.3 million tons, compared to 491,400 tons during the same period in 2021. With tight feed grain supplies in the Prairies impacted by summer drought, feed users have turned to a substitute, mainly corn. Transportation routes and economics favor U.S. corn over Canada’s domestic corn.

COTTON

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
China	973	921	705	1,822	1,343	-26%	1,153
Vietnam	1,056	1,312	1,428	1,161	1,026	-12%	1,197
Pakistan	297	615	629	787	710	-10%	608
Turkey	730	682	648	574	558	-3%	638
Mexico	404	372	288	178	407	129%	330
Bangladesh	284	387	388	330	311	-6%	340
Indonesia	498	600	417	257	218	-15%	398
India	435	333	586	147	214	45%	343
South Korea	248	231	167	111	153	38%	182
Peru	97	113	87	61	128	111%	97
All Others	805	985	799	525	643	22%	752
Total Exported	5,827	6,550	6,140	5,951	5,712	-4%	6,036

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

Highlights

In 2021, the value of U.S. cotton exports declined 4 percent year-over-year, but the quantity fell by more than 20 percent. During the second half of 2021, strong unit values helped offset weak shipments, but shipments to China were down 70 percent year-over-year as State Reserve imports of U.S. cotton halted. Also, exports to Vietnam were down by more than 50 percent as Australia's bountiful 2021 crop hit the market – which was four and a half times as large as the previous year.

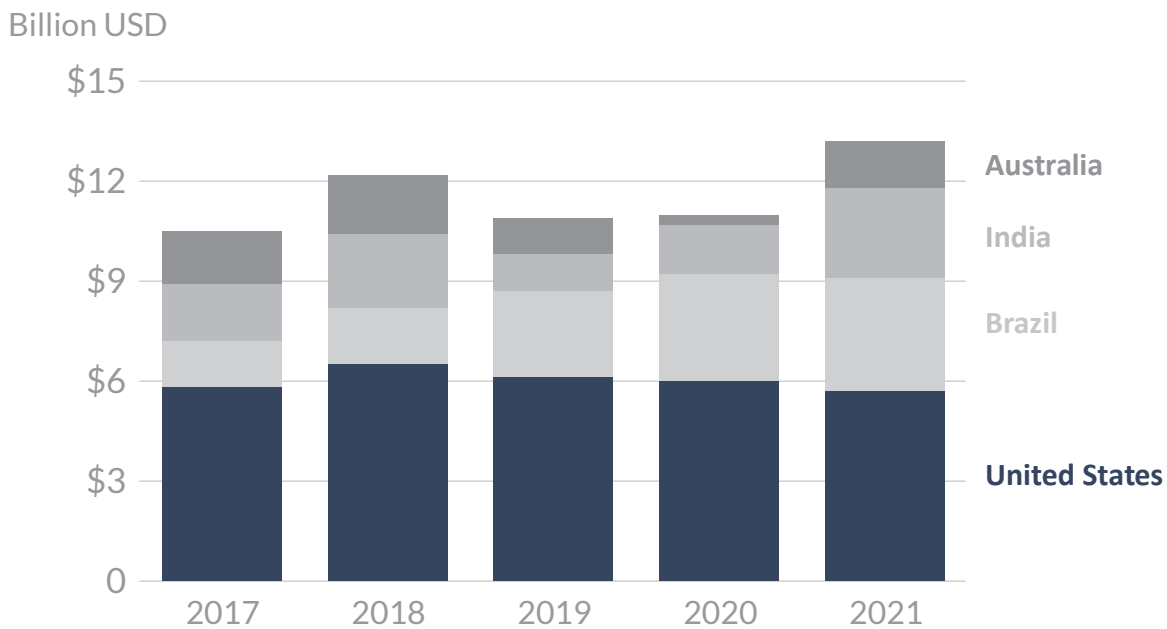
Exports to Mexico in both value and volume saw strong growth as Mexico's production fell and consumption showed a strong recovery from 2020's COVID-19-depressed levels. Strong shipments of high-valued Pima cotton to India and Peru boosted values to those markets.

The United States was the world's third-largest producer and largest cotton exporter by volume, accounting for one-third of world shipments.

Drivers

- A much smaller 2020 U.S. crop reduced exportable supplies in 2021 while production by major competitors remained stable.
- A large rally in prices during the second half of the year was somewhat spurred by purchases from the PRC's State Reserve.

Global Cotton Exports



Source: Trade Data Monitor, LLC- BICO HS-6.
"Rest of World" is excluded due to limitations and availability of foreign trade data

Looking Ahead

For 2022, U.S. cotton exports are likely to increase on both a volume and value basis. Higher global trade is expected, and a larger U.S. crop is expected to support larger shipments. Cotton prices, which are at a 10-year high, are expected to boost export values above the 2021 level. China's imports are expected to remain stable. Competition for market share in Southeast and East Asian markets will intensify with an even larger Australian crop in 2022.

DAIRY PRODUCTS

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Mexico	1,293	1,375	1,526	1,401	1,787	28%	1,476
Canada	699	700	728	736	851	16%	743
China	577	498	373	539	703	31%	538
Philippines	242	247	273	409	437	7%	322
South Korea	279	490	330	370	426	15%	339
Japan	291	269	282	322	376	17%	308
Indonesia	132	165	239	348	327	-6%	242
Vietnam	112	145	170	185	280	52%	178
Australia	185	153	148	170	162	-5%	164
Malaysia	90	101	109	157	161	3%	124
All Others	1,468	1,536	1,737	1,809	2,149	19%	1,740
Total Exported	5,368	5,479	5,914	6,447	7,660	19%	6,174

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

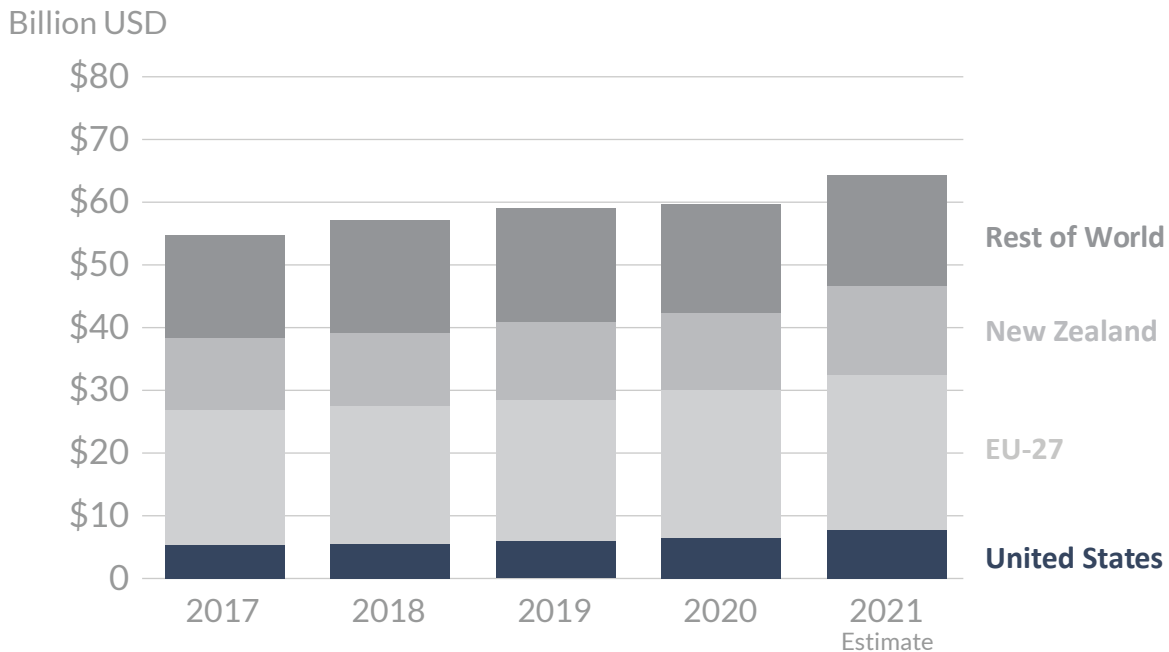
Highlights

Despite the logistical challenges posed by the COVID-19 pandemic, U.S. dairy exports soared in 2021, growing by 19 percent to reach a record \$7.7 billion. This will be the fifth consecutive year that U.S. dairy exports have grown, reflecting an annual average growth rate of 9 percent since 2017. Mexico remains the leading market for U.S. dairy products accounting for nearly a quarter of all exports. After a disappointing year in 2020, shipments to Mexico rebounded strongly by 28 percent, led by sales of skimmed milk powder (SMP) and cheese. Strong sales were also posted to Canada and China, which had year-over-year gains of 16 percent and 38 percent, respectively. Most shipments to Canada consisted of highly processed dairy products, such as infant formula and milk-based drinks, while exports to China were comprised mostly of SMP, whey, and whey products. U.S. dairy exports also registered notable gains in established markets such as Japan and South Korea and newer markets in Southeast Asia such as Vietnam.

Drivers

- Following the 2020 recession, Mexico posted a strong economic recovery in 2021 marked by higher per capita gross domestic product (GDP) and consumer expenditures. Further, easing COVID-19 conditions led to the reopening of the hotel, restaurant, and institutional sectors, which accelerated the demand for dairy products, particularly cheese and SMP.
- Global milk production from such major exporters as New Zealand and the EU was unexpectedly flat. In contrast, U.S. milk output grew by 1 percent and U.S. exporters had access to ample exportable supplies of SMP, cheese, and butter.
- World prices of major dairy products increased rapidly as global demand for dairy products surpassed supplies. U.S. prices of such major commodities as SMP, cheese, whey and whey products, and butter were competitive during 2021 which led to sharply higher exports.

Global Dairy Exports



Looking Ahead

Due to higher projected feed costs and a smaller domestic herd, milk output in 2022 is expected to decline. However, domestic demand is likely to remain relatively strong and this is expected to lead to higher, less competitive export prices. Consequently, the outlook for U.S. dairy exports in 2022 is for lower exports both on a milk fat milk equivalent basis and a skimmed milk equivalent basis. Over the longer term, dairy exports are expected to resume growing at prior growth rates to become an increasingly critical supplier to global dairy markets.

On the global stage, milk production from the major exporters has been stagnant. With higher levels of demand, this has led to a recent rapid rise in dairy product prices. Markets are projected to remain relatively tight and dairy prices are expected to stabilize at relatively high levels during the first half of the year. During the first two months of 2022, global import demand has remained firm, but as prices advance, it becomes more questionable as to whether high consumer demand can be sustained. This will be particularly critical in the key markets of Asia and Mexico.

ETHANOL

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Canada	621	590	573	594	1,021	72%	680
South Korea	91	134	196	170	343	102%	187
India	281	258	287	293	267	-9%	277
EU27	85	161	140	252	191	-24%	166
China	83	82	0	49	156	218%	74
Brazil	736	761	490	280	154	-45%	484
Mexico	56	51	49	119	104	-13%	76
United Kingdom	16	6	45	48	102	113%	43
Colombia	56	76	116	120	89	-26%	91
Peru	72	69	79	76	83	9%	76
All Others	315	475	355	292	257	-12%	339
Total Exported	2,412	2,663	2,330	2,293	2,767	21%	2,493

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

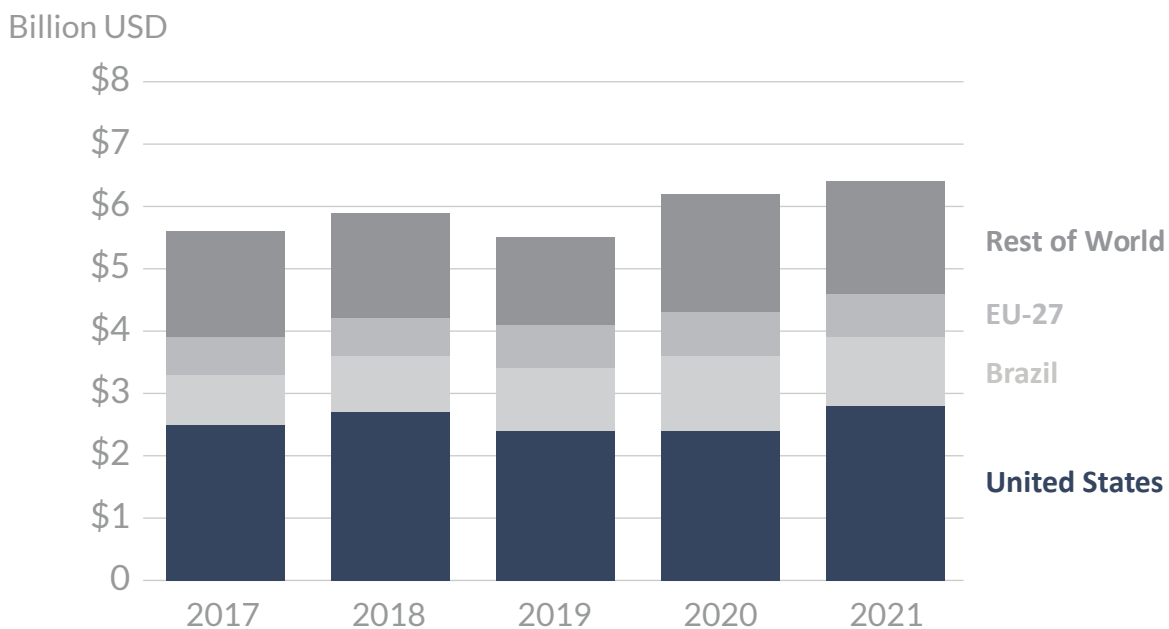
Highlights

In 2021, U.S. ethanol exports totaled 1.2 billion gallons valued at \$2.8 billion. Compared to 2020, the value of exports rose 21 percent due to higher export unit value, recovery in Canadian gasoline demand, and strong sales of non-fuel grade product to South Korea. The 2021 volume exported was 5 percent lower than 2020 due to reduced price competitiveness and continued weakness in gasoline demand, and 25 percent below the record 1.7 billion gallons shipped in 2018. Exports of fuel ethanol to China jumped in the first quarter of 2021 as a result of previous quarter contracts negotiated at bargain prices. Sales of fuel ethanol to the United Kingdom (UK) rose late in the year with the country's move to the E10 blend. Ethanol exports to Brazil saw the largest absolute decline in 2021. This was due to Brazil's COVID-19 impacted fuel market and the trade-limiting impact of a 20 percent tariff that Brazil began applying on all ethanol imports – almost all of which is supplied by the United States – in December 2020, given higher U.S. prices and a weaker Brazilian currency. Exports to Brazil were already in freefall since 2020. They declined further by both volume and value to a mere 80 million gallons valued at \$154 million, 80 percent below the volume shipped in 2018. Normally the first or second-largest market for U.S. ethanol, Brazil fell to sixth place in 2021. Export volumes were also weaker to price-sensitive fuel markets in 2021, most notably Colombia and the Philippines.

Drivers

- Regulations and limited infrastructure limit growth of ethanol blends above 10 percent in the U.S. market, thus raising the importance of export growth. Static fuel demand limits U.S. domestic market expansion.
- Ethanol exports are heavily impacted by gasoline fuel markets, with a little more than half the value of U.S. export sales used as transport fuel. Demand for ethanol used as an industrial chemical and in consumer products has become equally important recently. Since the pandemic, exports of ethanol for industrial, non-fuel use has risen from 25 percent to a little less than half of U.S. exports.
- In 2021, despite some recovery, COVID-19 continued to impact mobility unevenly across the globe, as did rising fuel costs and thus fuel ethanol demand. Sharply higher prices for U.S. ethanol impacted U.S. sales in price sensitive fuel markets.
- Higher U.S. ethanol prices, continued weakness in the Brazilian real, and Brazil's 20 percent tariff contributed to further export declines to that country.
- The United States has FTAs with 5 of the top 10 ethanol export destinations, which help reduce barriers to U.S. ethanol.

Global Ethanol Exports



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

Looking Ahead

As immunization rates rise in the developed world and the largest developing countries, which together account for most gasoline consumption, global gasoline and ethanol demand will continue to recover. The pace and degree of recovery varies by country and remains slower than expected. Pre-pandemic, the United States accounted for 45 percent (excluding intra-EU trade) of global ethanol export value. Its market share dropped to 39 percent in 2020 as fuel demand collapsed and some countries (notably China, Brazil and Canada) captured more trade,

some of which was medical-grade product. The U.S. share recovered to an estimated 45 percent in 2021 on the strength of higher prices even though sales volume was down. Gasoline markets should mostly recover in the coming years, permitting U.S. market share to rise as fuel ethanol reasserts its dominance in trade and assuming U.S. ethanol returns to its longer run price competitiveness. Demand for mobility grows as population and incomes grow, but ethanol-blended gasoline is only one of several means to meeting increased demand for mobility while lowering greenhouse gas emissions. Increased mass transit, improved internal combustion engine efficiency, lifestyle changes, and alternative drivetrains like electric motors are all factors affecting transport demand, with which ethanol producers must contend. Retaliatory duties levied by China, Brazil, the EU and others; and licensing restrictions or import bans imposed by Argentina, Thailand, India, and the Philippines; limit the United States' ability to export fuel ethanol. Conversely, markets for ethanol used as an industrial chemical and in consumer products are relatively barrier-free.

FRESH FRUITS & VEGETABLES

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

(Values in millions of dollars)

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Canada	3,487	3,416	3,470	3,485	3,717	7%	3,515
Mexico	704	760	803	772	982	27%	804
South Korea	508	512	419	477	456	-4%	474
Japan	413	427	401	371	373	0%	397
Taiwan	292	278	323	261	267	2%	284
Hong Kong	302	248	205	189	151	-20%	219
EU27	129	132	124	113	120	6%	124
China	226	177	119	112	112	0%	149
Vietnam	72	103	140	138	101	-27%	111
Australia	118	118	112	103	100	-4%	110
All Others	1,013	1,080	941	873	780	-11%	937
Total Exported	7,265	7,253	7,055	6,895	7,158	4%	7,125

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

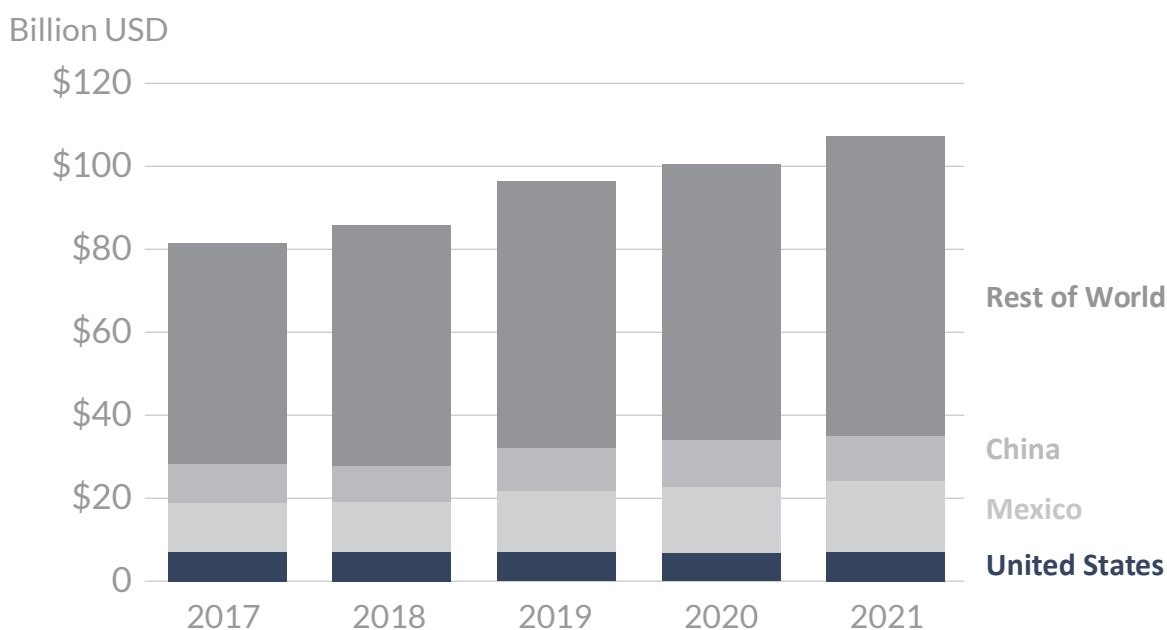
Highlights

In 2021, the value of U.S. fresh fruit and vegetable exports to the world reached \$7.2 billion, a 4-percent increase from the prior year. Due to geographic proximity and climate, Canada remained the top U.S. market, accounting for 52 percent of total exports valued at \$3.7 billion. Mexico came in a distant second with 14 percent of U.S. exports, while no other markets had more than 6 percent share of exports. U.S. strawberry exports had the largest growth, up \$68 million on higher exports to Canada, Mexico, and Saudi Arabia. U.S. apple exports had the second-largest growth, up \$62 million on higher exports to Mexico, Taiwan, and Canada. U.S. grape exports experienced the greatest drop, down \$61 million from 2020, with the largest losses in South Korea, Hong Kong, and Vietnam. Fruit and vegetable exports to China were unchanged. However, Mexico saw a significant gain of \$110 million. Apples, pears, peaches, citrus, table grapes, and cherries continue to make up nearly half of total U.S. fresh fruit and vegetable exports.

Drivers

- Top fresh fruit export commodities included apples, grapes, oranges, strawberries, and cherries, which accounted for a combined \$3.1 billion, with top markets including Canada, Mexico, South Korea, Japan, and Taiwan.
- Top fresh vegetable export commodities included lettuce, potatoes, sweet potatoes, onions/shallots, and cauliflower, which accounted for a combined \$1.1 billion, with top markets including Canada, Mexico, and the EU.
- India imposed a 20 percent retaliatory tariff on U.S. apples in June 2019, bringing the total tariff rate to 70 percent. This tariff remains in place.

Global Fresh Fruit and Vegetable Exports



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

Looking Ahead

U.S. apple production is forecast to increase on a rebound in the top-producing state, Washington. Greater supplies are expected to raise exports, especially to top markets Mexico and Canada. U.S. table grape production is expected to see a modest recovery, rising above 900,000 tons. Despite improved supplies, exports are expected to decrease on reduced shipments to most top markets. U.S. orange production is forecast to drop 11 percent to a near record low of 3.6 million tons, due to poor fruit set in California and the continued decline in area and yields in Florida as a result of citrus greening. Exports are forecast to be down with the lower production. Rebounding cherry production is forecast to lift exports, halting a three-year decline. New growth markets for fresh fruit and vegetables include the Dominican Republic, Kuwait, and Peru. Over the last 10 years, the growth rate for fresh vegetables has been trending up on the strength of shipments to Canada, Mexico, and the EU, while fresh fruit exports continue to decline from their 2013 peak, primarily due to lower table grape, apple, and orange production.

PORK & PORK PRODUCTS

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
China	662	571	1,300	2,280	1,698	-26%	1,302
Japan	1,626	1,631	1,523	1,623	1,694	4%	1,619
Mexico	1,514	1,311	1,278	1,153	1,675	45%	1,386
Canada	793	765	802	854	952	11%	833
South Korea	475	670	593	453	557	23%	550
Colombia	163	215	221	147	258	76%	201
Philippines	98	116	93	114	204	79%	125
Australia	208	227	302	253	197	-22%	237
Dominican Republic	71	93	78	90	151	68%	97
Honduras	54	59	67	73	115	58%	74
All Others	821	745	694	671	606	-10%	707
Total Exported	6,485	6,403	6,951	7,711	8,107	5%	7,131

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

Highlights

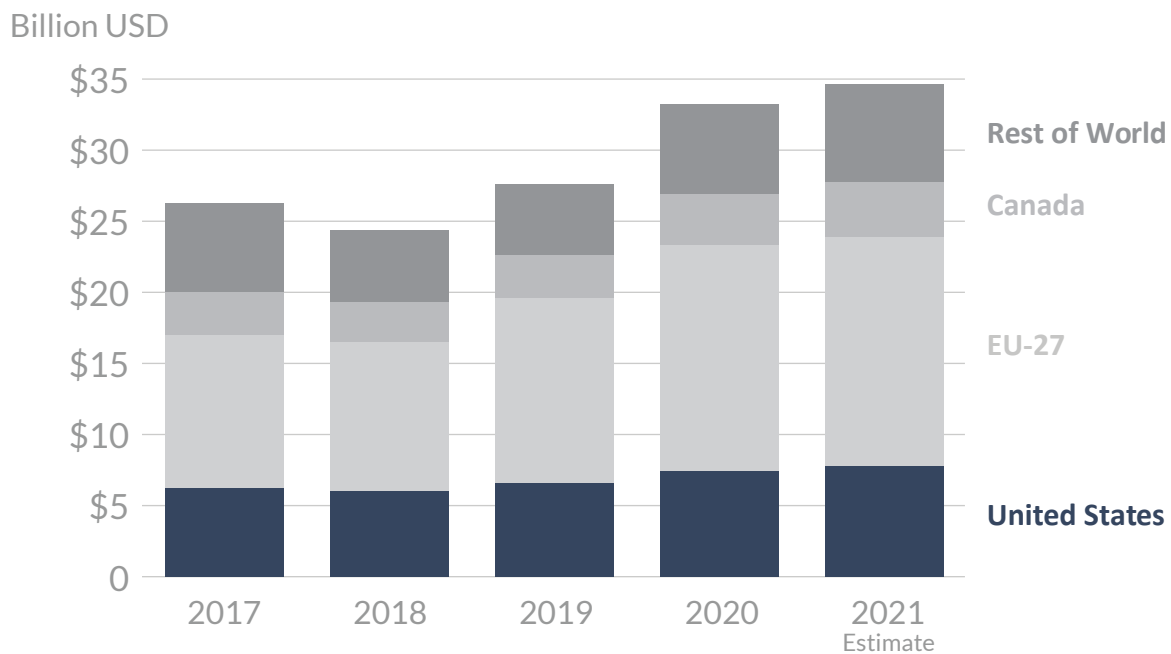
In 2021, the value of U.S. pork and pork product exports to the world reached a record \$8.1 billion, up 5 percent from the prior year as stronger prices offset lower volumes. The top three markets, accounting for 63 percent of exports, were China, Japan, and Mexico – each importing approximately \$1.7 billion of pork. China remained the top market for U.S. pork despite a sharp decline in shipments after a record high in 2020. Meanwhile, pork exports to Mexico rebounded on pent-up consumer demand and a stronger peso. A better economic and foodservice environment, coupled with less demand in China, allowed U.S. pork exports to a variety of markets to rebound after depressed demand in 2020. In the Philippines, shortages due to ASF in domestic supplies and more favorable import policies saw U.S. pork exports surge 79 percent to surpass \$200 million for the first time.

Drivers

- Shipments to China were lower year-over-year in every month of 2021 as its recovering domestic supplies and a tariff rate disadvantage weighed on U.S. pork exports.

- U.S. pork exports to China dropped below \$100 million per month in October for the first time since June 2019 and remained there throughout 2021.
- Despite overall declining pork exports to China, pork variety meat exports continued to grow, rising 44 percent from 2020 on strong consumer demand.
- U.S. pork prices surged on tighter domestic supplies, causing the value of exports to rise despite volumes being down 2 percent from the year prior.
- As economic and foodservice conditions recovered, U.S. shipments to most major markets saw significant recovery, especially in the Western Hemisphere where U.S. pork holds large market share.
- U.S. pork exports to several Latin American markets were at record levels, including Mexico, Colombia, and the CAFTA-DR region.

Global Pork Exports



Looking Ahead

In recent years, global pork trade increased dramatically as China sought to offset supply deficits caused by ASF. As pork production in China recovers and import demand wanes, exporters will be hard pressed to find alternative markets capable of absorbing such large amounts of pork. This will likely increase competition to place product, particularly in Asian markets, and create headwinds for U.S. pork exports in 2022. However, the U.S. maintains a large market share and duty-free access to many Latin American markets under a variety of trade agreements – which should help partially offset challenges in Asia as demand in these Western Hemisphere markets continues to grow.

POULTRY MEAT & PRODUCTS

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Mexico	933	956	1,077	983	1,331	35%	1,056
China	36	47	10	759	879	16%	346
Canada	459	406	354	350	391	12%	392
Cuba	165	155	190	144	280	95%	187
Guatemala	118	123	132	111	173	55%	131
Taiwan	152	189	187	223	167	-25%	184
Philippines	92	111	102	64	147	130%	103
Angola	156	184	150	81	130	60%	140
Colombia	70	82	114	93	117	26%	95
Haiti	65	65	56	69	111	61%	73
All Others	2,021	1,956	1,871	1,365	1,524	12%	1,747
Total Exported	4,267	4,274	4,243	4,242	5,250	24%	4,455

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

*Excluding eggs

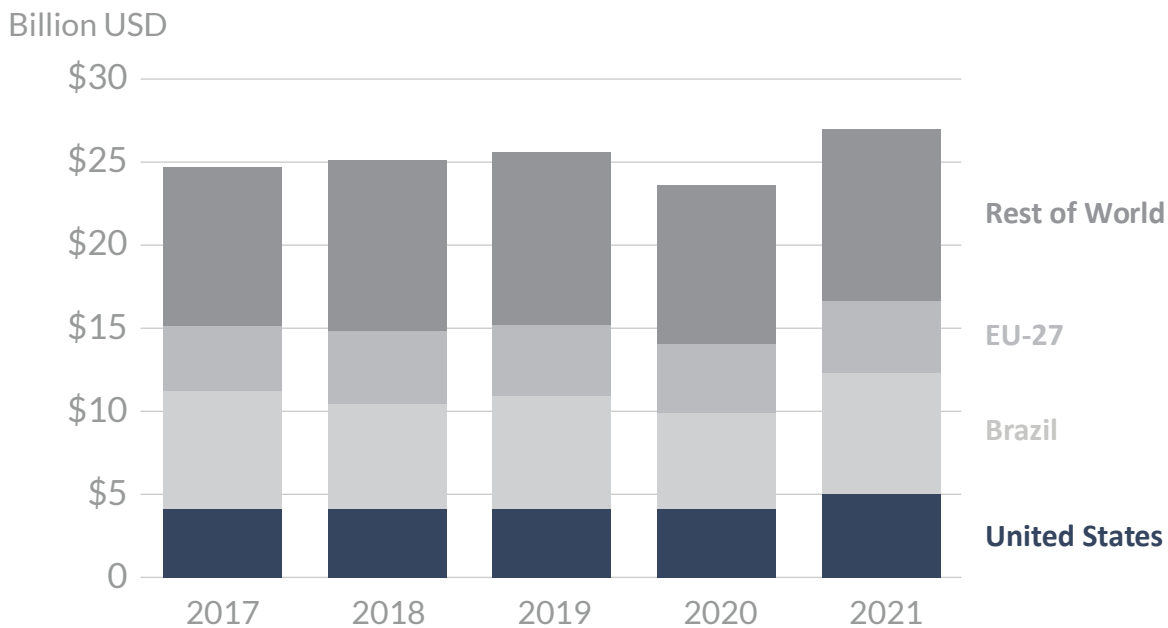
Highlights

In 2021, the value of U.S. poultry and poultry products exports increased 24 percent with growth in all major markets except Taiwan. However, expansion was driven by elevated prices as volumes remained flat (1 percent higher). U.S. broiler meat exportable supplies were constrained as production grew by less than just 1 percent in 2021. In addition, shipping challenges and a sluggish global economy in the wake of the COVID-19 pandemic also limited greater volumes. Mexico remained the largest U.S. market for poultry meat as demand continued an upward trajectory despite all-time high prices, deteriorating consumer purchasing power, and a nascent economic recovery. Although average Mexican meat expenditures as a share of total household food expenditures was reportedly lower, consumption was higher as rising demand from high- and middle-income consumers more than offset falling demand among lower-income consumers. Similarly, U.S. poultry meat continued to achieve success in developing markets such as Cuba, Guatemala, Angola, Colombia, and Haiti as consumers favored chicken as a relatively low-cost animal protein amid economic turbulence. Exports to China were buoyed by strong demand for chicken paws which comprise the majority (80 percent) of poultry and products shipments, with prices ramping up during 2021.

Drivers

- China continues to demonstrate its importance to buoying U.S. poultry and poultry product exports. Most shipments are chicken paws, a product for which there is virtually no other significant market. U.S. exports of chicken paws to China accounted for 13 percent of total U.S. poultry and product exports in 2021.
- The United States continued to face market access issues in South Korea, South Africa, and Saudi Arabia due to non-tariff barriers and purported sanitary issues.
- Competition from leading world exporter Brazil continues to be robust in many markets.

Global Poultry Exports



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

Looking Ahead

For 2022, only a marginal increase in U.S. broiler meat production is forecast which will again constrain exportable supplies. With no relief to elevated feed prices in sight for the coming year, anticipated higher chicken prices will constrain export expansion. While short term gains 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. The United States continues to emphasize that risk-based analysis and sound science are the best ways to approach long-standing challenges, including regionalization in the event of outbreaks of highly pathogenic avian influenza, and establishment of veterinary drug standards.

PROCESSED FOODS

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Canada	4,836	4,870	4,955	5,189	5,234	1%	5,017
Mexico	1,339	1,406	1,491	1,384	1,800	30%	1,484
South Korea	483	501	674	611	694	14%	592
EU27	520	514	555	588	646	10%	565
China	222	269	318	312	384	23%	301
Japan	419	401	363	355	383	8%	384
United Kingdom	281	296	276	302	293	-3%	289
Australia	261	276	248	241	266	11%	258
Taiwan	201	209	208	194	265	37%	215
Hong Kong	255	322	268	240	236	-2%	264
All Others	3,066	3,199	3,493	3,106	3,686	19%	3,310
Total Exported	11,884	12,263	12,849	12,523	13,888	11%	12,681

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

*Includes Confectionery, Chocolate & Cocoa Products, Bakery Goods, Cereals & Pasta, Food Preparations, and Condiments & Sauces

Highlights

In 2021, the value of U.S. processed food exports increased by 11 percent year-over-year to a record \$13.9 billion. Canada remains the top market with \$5.2 billion worth of exports, representing 38 percent of all U.S. processed food exports. Mexico is the second-largest market with \$1.8 billion and had the highest year-over-year value growth of \$416 million (30 percent) in 2021. Because of access under the United States-Mexico-Canada Agreement (USMCA) and proximity to the United States, Canada and Mexico have long been important destinations for U.S. processed products. Exports to most of the United States' top markets grew in 2021 following a decline in 2020 amid the COVID-19 pandemic. Exports to China and Taiwan both increased significantly, by 23 percent and 37 percent respectively, following small 2020 declines. Strong growth also extended beyond top markets, with exports to all other partners up by a combined \$580 million (19 percent).

Drivers

- U.S. trade agreements, such as USMCA and the United States - Korea Free Trade Agreement (KORUS), continue to provide preferential access and maintain the competitiveness of high-value processed foods.
- Total exports of U.S. processed food tend to be stable year-to-year in large part due to the strength and size of the Canadian and Mexican markets. Following a 7-percent decline in exports to Mexico in 2020, demand has recovered with exports far exceeding pre-pandemic levels in 2021.
- Exports of U.S. food preparations, which include various processed ingredients, flavorings, and supplements had the highest growth in 2021, up \$758 million to a total of \$5.9 billion.
- Exports of U.S. bakery goods, cereals and pasta, condiments and sauces, chocolate and cocoa products, and confectionery all increased in 2021 following declines in 2020 to continue the trend of stable growth in prior years.

Looking Ahead

The global trade of prepared foods has nearly doubled in the last decade. 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 producers in domestic processed food sectors. Because world income growth and urbanization are both expected to continue, with rates varying by country, processed food exports will continue to have strong prospects. 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	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Mexico	292	268	278	245	306	25%	278
Japan	190	232	275	261	289	11%	249
Haiti	237	206	206	245	218	-11%	223
Canada	148	175	194	194	199	2%	182
South Korea	85	89	120	153	132	-13%	116
Saudi Arabia	88	73	98	106	83	-22%	90
Venezuela	67	16	18	31	81	160%	42
Jordan	90	66	73	74	65	-13%	74
Honduras	45	61	47	46	53	16%	50
Iraq	19	89	72	0	46	N/A	45
All Others	447	404	470	512	440	-14%	455
Total Exported	1,709	1,678	1,851	1,867	1,912	2%	1,803

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

Highlights

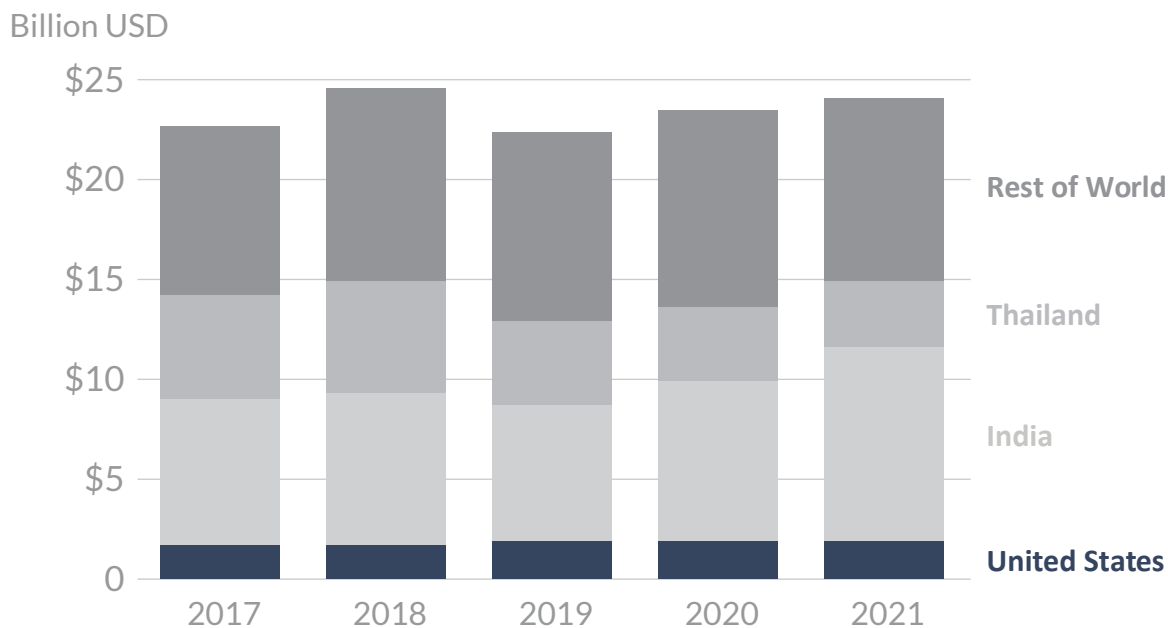
In 2021, the value of U.S. rice exports to the world was \$1.9 billion, up 2 percent from the prior year with larger volumes. The top three markets, accounting for 43 percent of exports, were Mexico at \$306 million, Japan at \$289 million, and Haiti at \$218 million. U.S. exports expanded to Western Hemisphere markets such as Mexico, Venezuela, and Central America. Lower U.S. prices enabled exports to Iraq to resume. Venezuela had the largest percentage increase year-to-year as their economy improved over the previous few years.

Drivers

- U.S. rice export value rose 2 percent based on higher unit values and larger volumes.
- Increased long grain exports to Venezuela helped partially offset lower exports to Colombia.
- Exports to Iraq were up after the U.S. being absent in the market in 2020.
- Larger medium grain exports to Japan more than offset lower exports to South Korea.

- Exports to Central American countries rose with larger paddy rice volumes, benefiting from the preferential access provided by CAFTA-DR.
- Mexico remains the top U.S. market, with export volume and value increasing by 23 and 25 percent in 2021.

Global Rice Exports



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

Looking Ahead

Looking ahead to 2022, exports are expected to continue at similar levels, facing competition primarily from South American suppliers. Demand for U.S. rice is expected to remain strong in core markets, including Mexico and Japan. The outlook is favorable for regaining and maintaining a strong market presence in countries with free trade agreements such as Colombia, in Central America, and the Dominican Republic. Exports for U.S. medium-grain rice is expected to continue to East Asian markets but will face challenges with higher prices. U.S. prices remain high relative to Asian prices, making it challenging to compete in price-sensitive markets including Africa and Southeast Asia. Global trade is forecast at near-record levels. Thai and Vietnamese exports are forecast to expand slightly, while India is projected to remain the dominant global supplier.

SOYBEANS

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
China	12,224	3,119	8,005	14,077	14,134	0%	10,312
Mexico	1,574	1,818	1,878	1,878	2,669	42%	1,963
European Union-27	1,637	2,968	1,853	1,889	2,223	18%	2,114
Egypt	364	1,164	995	1,444	1,434	-1%	1,080
Japan	973	927	971	1,064	1,350	27%	1,057
Indonesia	922	998	868	887	1,085	22%	952
Taiwan	586	854	691	606	736	21%	695
Bangladesh	391	434	388	484	476	-2%	434
Thailand	467	593	531	568	466	-18%	525
Vietnam	288	469	273	425	395	-7%	370
All Others	2,029	3,713	2,240	2,201	2,440	11%	2,525
Total Exported	21,456	17,058	18,694	25,522	27,408	7%	22,027

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

Highlights

In 2021, the value of U.S. soybean exports to the world reached a new record at \$27.4 billion, up 7 percent from the prior year's record. Export value is up on a 29-percent jump in unit values more than offsetting a 17-percent drop in volume. Mexico accounted for more than 40 percent of the export value growth, as tonnage was up marginally despite higher unit values. Most of the remaining growth came from the EU, Japan, Turkey, and Indonesia. Sales to China remained relatively flat as a 20-percent drop in export volume offset stronger prices. The total value of U.S. soybean exports was 30 percent above the 5-year average of 2016-2020.

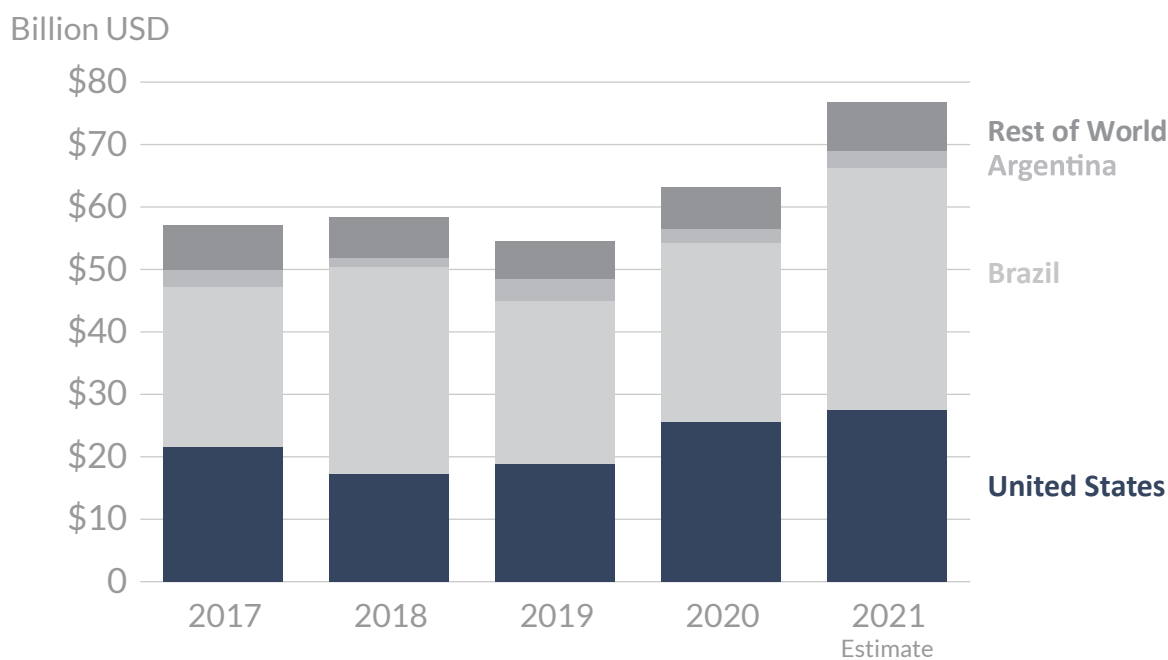
Drivers

- Unit values for U.S. soybean exports were more than 25 percent higher than the previous year on tight exporter supplies and China's strong demand, driving value growth despite lower volume.
- Exports to Mexico rose on higher unit value as quantity remained stable.
- Exports to China increased substantially at the end of 2020 into early 2021 as its swine industry recovered from ASF and soybean demand returned to pre-ASF levels. While 2021 exports were up slightly

over the previous year, much of this was based on higher unit values as the volume of exports declined by 20 percent.

- Exports to the EU fell 11 percent by volume as U.S. market share in the EU contracted for the third straight year.
- Exports to Japan climbed nearly 30 percent, by value, reaching the second highest level on record (2008 was record). Exports by volume declined by 5 percent, remaining steady with annual imports of 2.4 million tons.
- The value of U.S. soybean exports to Turkey shot up from virtually zero to nearly \$200 million after the approval of six new soybean biotech products.

Global Soybean Exports



Looking Ahead

U.S. soybean exports are forecast down 9 percent to 55.8 million tons for the marketing year ending in September 2022 (MY 2021/22). U.S. exporters will likely see reduced demand from China, where total imports are forecast 3 percent lower by volume over this period. China soybean imports and crush pace have slowed in early 2022 on higher prices, driving crush margins negative. Import demand from other key U.S. trading partners like Mexico, Egypt, Japan, and Bangladesh is forecast to remain high in 2021/22, providing an opportunity for U.S. exports. EU imports are forecast to remain flat in 2021/22. However, U.S. performance in this market will depend on its price competitiveness with Brazil, which has been hampered by the depreciation of the real over the past few years. On the export side, 2021/22 soybean production in Brazil, Argentina, and Paraguay is forecast down 5 percent from the previous harvest on dry weather. If realized, South American soybean supplies will be tight going into the final quarter of 2022, which would both support high prices and reduce export competition from Brazil at the start of the next U.S. soybean harvest and peak selling timeframe.

TREE NUTS

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
EU27	2,495	2,572	2,904	2,681	2,754	3%	2,681
China	243	328	605	747	978	31%	580
India	738	663	823	913	889	-3%	805
Canada	643	696	697	738	716	-3%	698
Japan	398	434	416	386	440	14%	415
United Arab Emirates	301	304	439	308	387	26%	348
South Korea	306	290	291	295	345	17%	305
Mexico	256	371	343	330	333	1%	327
Hong Kong	1,251	1,052	692	270	294	9%	712
Turkey	308	279	340	250	261	5%	288
All Others	1,541	1,528	1,524	1,483	1,483	0%	1,512
Total Exported	8,479	8,515	9,074	8,400	8,882	6%	8,670

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

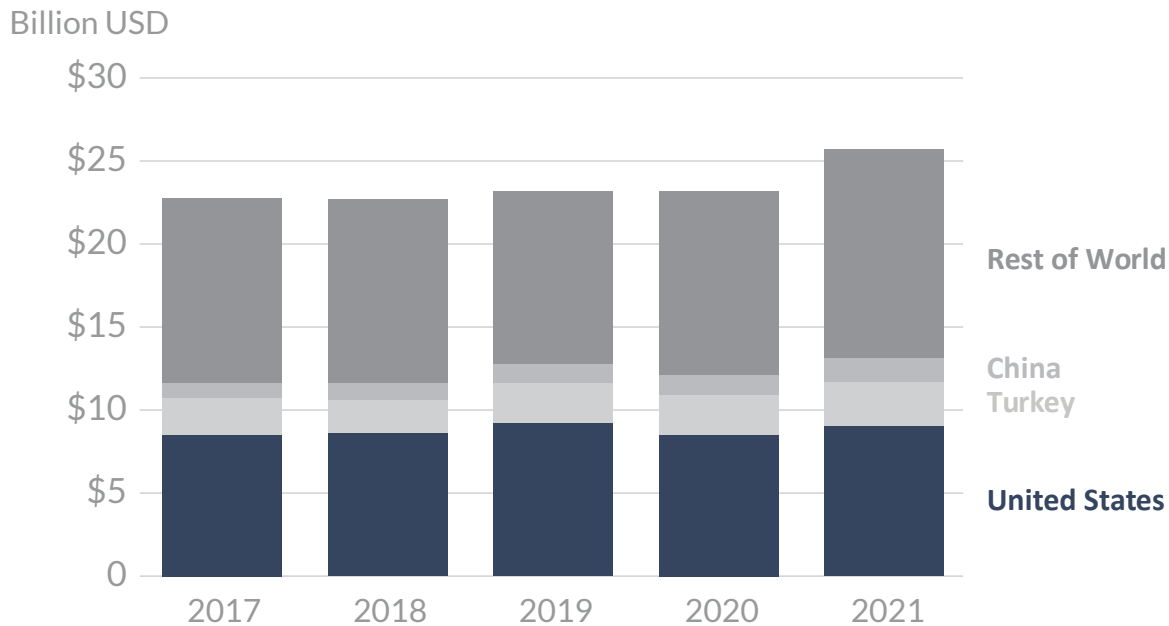
Highlights

In 2021, the value of U.S. tree nut exports to the world was \$8.9 billion, a 6-percent increase from 2020. The top three markets, accounting for 52 percent of sales, were the EU, China, and India at \$2.8 billion, \$978 million, and \$889 million, respectively. Although tree nut exports to India and Canada decreased slightly, this was more than offset by gains to the remaining top 10 markets. With elevated 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 China, Chile, and Ukraine (walnuts). The breakout of 2021 tree nut exports were 52 percent almonds (\$4.7 billion), 23 percent pistachios (\$2.1 billion), 14 percent walnuts (\$1.2 billion), 5 percent pecans (\$433 million), 4 percent mixed and other nuts (\$315 million), and 2 percent hazelnuts (\$144 million).

Drivers

- Pistachio exports to top markets including the EU, China, and Hong Kong rebounded as competition from Iran was limited due to reduced output.
- Unit values for tree nuts remain weak which has largely offset export volume increases.
- Despite higher volumes of almond exports to the EU, the value of trade slipped 6 percent to \$1.4 billion on lower unit values.

Global Tree Nut Exports



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

Looking Ahead

Moving forward, the United States is likely to maintain its 80-percent share of world almond production and near 90 percent of trade, with limited competition from Australia. The U.S. walnut industry commands half of world trade, with modest competition from China, Chile, and Ukraine. Although China produces more than 40 percent of the world's walnuts, their exports only account for about 20 percent of world trade due to variety preferences and strong domestic demand. The U.S. pistachio industry will likely 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; it is well-positioned to maintain its global dominance. 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 for science-based policies that are consistent with WTO commitments. U.S. tree nut producers also face concern over Japan's stringent enforcement and testing protocol for aflatoxins, which include 100-percent monitoring of imports from the United States.

WHEAT

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Mexico	852	662	812	778	1,294	66%	880
Philippines	555	642	708	827	871	5%	721
China	351	106	56	570	803	41%	377
Japan	714	717	609	635	702	11%	675
Nigeria	372	193	473	311	504	62%	371
South Korea	328	363	300	355	496	40%	368
Taiwan	295	267	324	309	304	-2%	300
Colombia	173	88	137	133	193	45%	145
Thailand	175	180	162	171	187	9%	175
Yemen	84	103	168	193	154	-20%	140
All Other	2,159	2,066	2,484	2,022	1,739	-14%	2,094
Total Exported	6,058	5,387	6,232	6,303	7,246	15%	6,245

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

Highlights

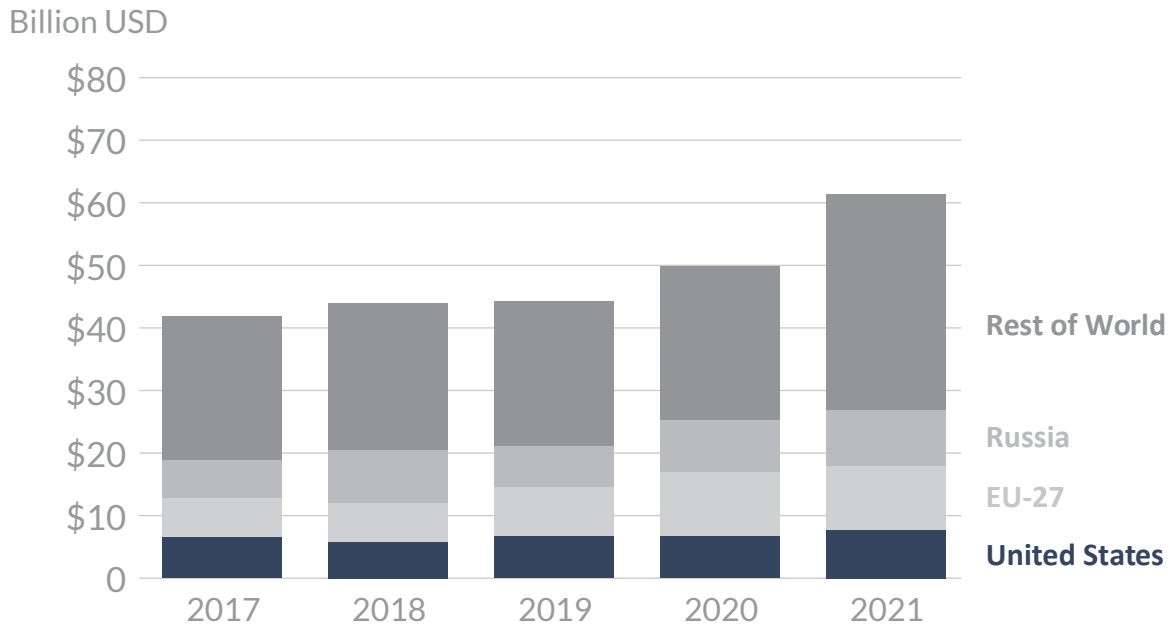
In 2021, the value of U.S. wheat exports to the world reached \$7.3 billion, up 15 percent from 2020 due to higher unit values. The top three markets, accounting for 40 percent of sales, were Mexico at \$1.3 billion, the Philippines at \$871 million, and China at \$803 million. Rising unit prices more than offset lower export volumes. The United States faced tight supplies and increased international competition in Western Hemisphere and Asian markets.

Drivers

- Mexico, the Philippines, and Japan continue to be consistent buyers of U.S. wheat, accounting for 46 percent of total U.S. wheat exports.
- Mexico was the largest growth market for U.S. wheat in 2021 with stronger shipment volumes and higher prices.
- China's imports reached the highest in 25 years with strong demand for feed use and increased public sector purchases.

- Global wheat prices surged in 2021 as tight supplies in Canada and the United States limited global exportable supplies amidst strong import demand, especially from the Middle East and North Africa.
- A major challenge for U.S. wheat was competition from Black Sea suppliers and the EU in price-sensitive markets in Africa and the Middle East, as well as renewed competition from Australia’s bumper crop in East and Southeast Asian markets.

Global Wheat Exports



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

Looking Ahead

Global trade in wheat is expected to grow in years to come, 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. India has also transformed into a major global exporter in recent years, mostly shipping to South and Southeast Asia. Global wheat supplies are expected to expand in 2022 with larger crops from many major wheat producers and exporters.

The United States is likely to continue as 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, however, may limit U.S. wheat exports to more price-sensitive markets in Africa, Middle East, and Southeast Asia. China’s strong demand for imported wheat is expected to continue into 2022, which may offset losses in other markets due to increased international competition.

COUNTRY OVERVIEW

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

Country	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
China	19,558	9,243	13,853	26,399	32,977	25%	20,406
Mexico	18,816	19,303	19,399	18,336	25,518	39%	20,274
Canada	21,744	22,001	21,944	22,277	25,049	12%	22,603
Japan	12,127	13,140	12,000	11,715	14,244	22%	12,645
EU27	10,478	12,532	10,788	10,362	10,961	6%	11,024
South Korea	6,987	8,481	7,742	7,707	9,382	22%	8,060
Taiwan	3,332	3,964	3,577	3,274	3,867	18%	3,603
Philippines	2,678	3,083	2,996	3,210	3,549	11%	3,103
Vietnam	2,557	4,055	3,543	3,362	3,479	3%	3,399
Colombia	2,584	2,985	2,781	2,863	3,413	19%	2,925
Indonesia	2,895	3,101	2,859	2,823	2,935	4%	2,923
Egypt	769	1,914	1,556	1,895	2,057	9%	1,638
India	1,898	1,765	2,127	1,744	1,802	3%	1,867
United Kingdom	1,888	1,998	1,782	1,726	1,798	4%	1,839
Dominican Republic	1,268	1,395	1,363	1,429	1,771	24%	1,445
All Others	33,288	35,773	32,776	30,610	34,237	12%	33,337
World Total	142,866	144,733	141,086	149,733	177,040	18%	151,091

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

Overview

U.S. agricultural exports to the world were a record \$177 billion in 2021, an increase of 18 percent over last year and up 14.6 percent over the previous record set in 2014. All of the 15 top U.S. export destinations increased their value of imports last year with 8 of them setting records. China retained its position as the No. 1 export destination for U.S. agriculture importing a record \$33 billion, an increase of \$6.6 billion over 2020 and accounting for a quarter of the \$27 billion increase in exports to the world last year. As China's hog sector recovered from ASF it imported record amounts of soybeans, corn, and sorghum to feed a regrowing herd. Corn exports to China were up nearly \$4 billion while beef exports rose to \$1.6 billion after years of limited market access.

Mexico surpassed Canada as the second-largest export destination for U.S. agricultural exports, up \$7.2 billion to a record \$25.5 billion. Corn, soybeans, dairy, and pork were the top exports to Mexico with corn exports alone increasing more than \$2 billion from 2020. Higher commodity prices and a strong economic recovery coming out of a 2020 recession that occurred during the COVID-19 pandemic contributed to the surge in demand from Mexico.

Canada remained a strong trading partner in 2021 importing \$25 billion, a 12-percent increase over the previous year. Bakery goods, food preparations, fresh fruits and fresh vegetables led the way in terms of top U.S. exports. The commodities with the largest percentage increases year over year included ethanol, pet food, dairy, and pork.

The top 6 export markets continue to account for two-thirds of total U.S. agricultural exports to the world. Exports to all six, except the EU, were up more than \$1 billion and 12 percent over 2020. Increased shipments of corn and beef helped increase export values to Korea and Japan. With higher commodity prices in 2021, the likelihood of setting yet another record appears strong.

CANADA

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Bakery Goods, Cereals, & Pasta	2,080	2,144	2,227	2,268	2,205	-3%	2,185
Fresh Vegetables	1,878	1,884	1,986	1,900	1,977	4%	1,925
Fresh Fruit	1,608	1,533	1,484	1,585	1,740	10%	1,590
Food Preparations	959	987	1,052	1,203	1,193	-1%	1,079
Non-Alcoholic Beverages*	1,296	1,277	1,213	1,191	1,175	-1%	1,230
Ethanol (non-beverage)	621	590	573	594	1,021	72%	680
Dog & Cat Food	640	645	751	837	976	17%	770
Pork & Pork Products	793	765	802	854	952	12%	833
Dairy Products	699	700	728	736	851	16%	743
Chocolate & Cocoa	748	713	713	757	806	6%	747
All Others	10,422	10,763	10,415	10,352	12,153	17%	10,821
Total Exported	21,744	22,001	21,944	22,277	25,049	12%	22,603

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

*Excludes fruit juices

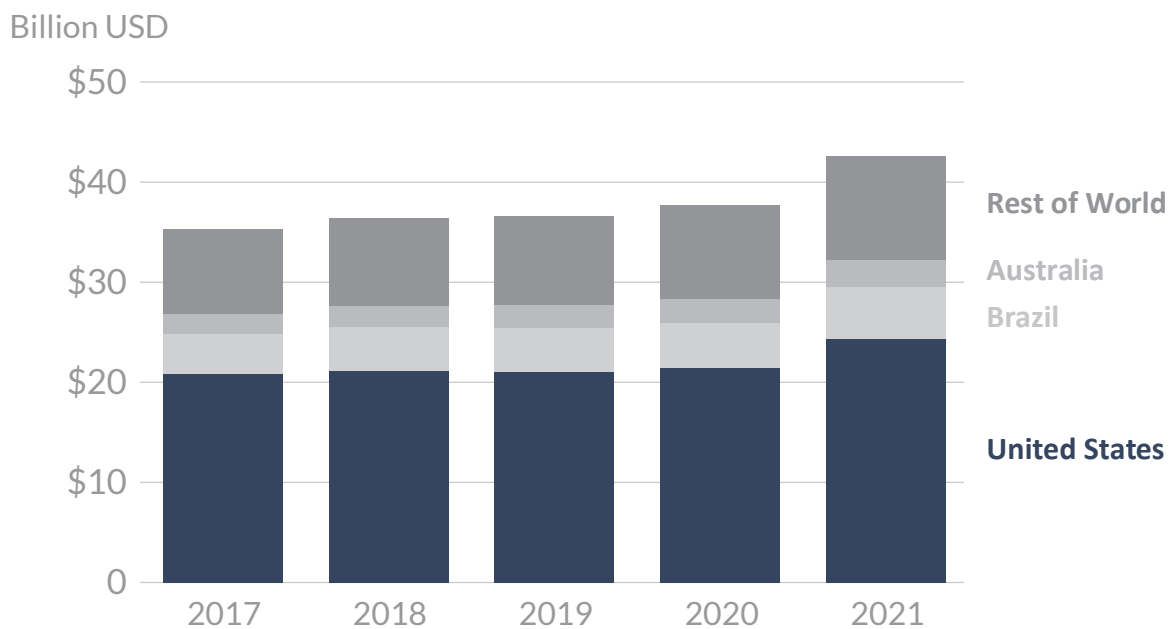
Highlights

In 2021, Canada was the third-largest export destination for U.S. agricultural products, with agricultural exports totaling more than \$25 billion, a 12-percent increase over 2020. The United States is Canada's top supplier of agricultural goods with a market share of 58 percent. Mexico is the second-largest supplier of agricultural products to Canada, with a seven-percent market share. Exports of ethanol to Canada saw the largest year-to-year increase by value, with sales increasing by \$427 million, a 72-percent increase over 2020. However, most of the increase in ethanol export value was price driven, as export quantity increased by only 12 percent. Exports of fresh fruit to Canada were also strong with total shipments increasing from \$1.5 billion to more than \$1.7 billion in 2021. Exports of dog and cat food also increased significantly from \$790 million to \$976 million, an increase of 17 percent. While bakery goods, cereals, pasta remain the top exported group of agricultural products to Canada, sales declined slightly from \$2.3 billion in 2020 to \$2.2 billion in 2021. Canada is the largest export market for an array of processed foods, as well as fresh fruit and vegetables, and often ethanol blended in gasoline.

Drivers

- Canada's economy bounced back from the 2020 pandemic-driven downswing to post record GDP more than \$2 trillion in 2021, as real GDP grew by 5.7 percent. Real GDP is expected to continue to grow in 2022 by 4.9 percent, which will support food import demand.
- Exports of fresh fruits and vegetables increased both in value and volume, indicating consumer demand growth, rather than a price-driven increase lifting export values.
- While remaining top agricultural exports to Canada, processed foods such as bakery goods and food preparations saw declines in both value and volume. Coupled with the increases in exports of fresh fruits and vegetables, the export declines may indicate a consumer demand shift away from processed products.
- Pork and pork product exports were up 12 percent by value, but volumes fell 3 percent in 2021.
- Ethanol shipment value rose mainly on higher prices as ethanol unit values rose in line with gasoline prices throughout 2021 recovering from lows of the previous year. Volume too was up as fuel demand recovery took hold.

Canada's Agricultural Suppliers



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

Looking Ahead

On July 1, 2020, the U.S. - Mexico - Canada Agreement (USMCA) entered into force, strengthening the long-standing 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 provides new market access for a range of U.S. dairy and poultry products through tariff-rate quotas (TRQs).

On May 25, 2021, the Office of the U.S. Trade Representative requested a USMCA dispute settlement panel on Canada's allocation of its dairy TRQs. On January 4, 2022, the panel's Final Report was released to the public. The panel agreed with the United States that Canada is breaching its USMCA commitments by reserving most of the in-quota quantity in its dairy TRQs for the exclusive use of Canadian processors.

Several factors will influence U.S. agricultural exports to Canada in the coming year. U.S. agricultural exports would stand to benefit from continued economic recovery in Canada following the effects of 2 years of pandemic. Related uncertainties include whether consumers will return to pre-pandemic consumption patterns following COVID-19 and the possibility of continued high inflation. In addition, there is hope for supply chain normalization. In 2021, shipping container scarcity, weather events that damaged critical transportation networks, a shortage of truckers, and pandemic-related labor challenges together disrupted the movement of agricultural products. Canadian regulatory developments in a range of areas bear watching over the medium term as they may shape market opportunities and/or access for U.S. agricultural and food products.

In recent years, Canada has implemented free trade agreements with other agricultural exporting blocs: the eleven-nation Comprehensive and Progressive Agreement for Trans-Pacific Partnership and the Comprehensive Economic and Trade Agreement with the EU. Canada is in the process of implementing a Canada-United Kingdom Trade Continuity Agreement following the UK's exit from the EU. In parallel, Canada and the UK are negotiating a comprehensive free trade agreement. Though Canada is a mature market with modest economic growth and low population growth, there remains significant export growth potential in Quebec, a regional economy the size of the Philippines, where U.S. products are underrepresented.

CHINA

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Soybeans	12,224	3,119	8,005	14,077	14,134	0%	10,305
Corn	142	50	55	1,224	5,096	316%	1,313
Sorghum	838	521	186	1,145	1,864	63%	911
Pork & Pork Products	662	571	1,300	2,280	1,698	-26%	1,302
Beef & Beef Products	31	61	86	311	1,592	413%	416
Cotton	973	920	705	1,822	1,343	-26%	1,153
Tree Nuts	243	328	605	747	978	31%	580
Poultry Meat & Products*	36	47	10	759	879	16%	346
Wheat	351	106	56	570	803	41%	377
Dairy Products	577	498	373	539	703	31%	538
All Others	3,481	3,021	2,471	2,927	3,921	34%	3,164
Total Exported	19,558	9,243	13,853	26,399	32,977	25%	20,406

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

*Excludes eggs

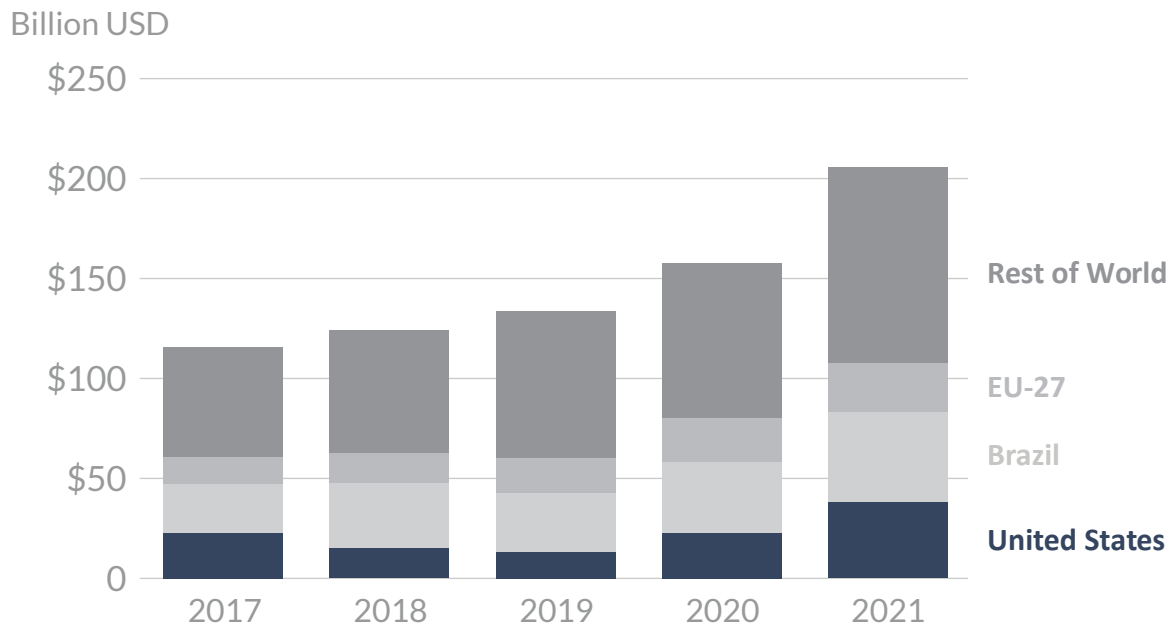
Highlights

In 2021, U.S. agricultural exports to China totaled \$33 billion, up 25 percent from 2020. China was the largest market for U.S. agricultural exports and the largest food import market in the world. While Brazil remained the top supplier of agricultural goods to China with 22-percent market share, the United States was able to expand its market share from 14 percent in 2020 to 18 percent in 2021, but still below 2017 levels. The country's hog sector continued to cope with ASF but was moving towards recovery, leading to robust demand for feed ingredients such as soybeans, corn, and sorghum. Corn volume and value, in particular, reached record levels. As China's hog sector recovers, its demand for imported pork has softened, leading to a 26-percent decline in U.S. exports from 2020. China's demand for imported cotton also fell in 2021 as the country liquidated record stocks of foreign cotton in bonded warehouses. U.S. exports of other top commodities to China performed well, especially beef and beef products. Between 2003 and 2017, with limited market access, China was not a major market for U.S. beef; by 2021, it became the third-largest U.S. beef export market.

Drivers

- China's economic rebound from COVID-19 led to strong demand for U.S. agricultural products.
- China's demand for U.S. soybeans remained robust, and demand for corn and other feed products rose sharply, as the country's hog sector continued to recover.
- Reduced exportable quantities of corn in Brazil and Ukraine helped boost demand for U.S. grains.
- PRC's continued application of its process for waiving retaliatory tariffs on U.S. products facilitated strong export growth.

China's Agricultural Suppliers



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

Looking Ahead

U.S. exports to China should remain strong in 2022 amid continued demand for imported food and agricultural products. Strong consumer demand coming out of the COVID recession, a return to eating away from home coupled with high commodity prices will keep U.S. export values to China at near record values. The continued recovery of the China's swine herd from ASF may lead to an increase in exports of U.S. feed products and a decline in exports of U.S. pork and pork products.

Global supplies of grains and oilseeds are tighter than it was in in the previous 4 years with 2021/22 soybean production in Brazil and Argentina down and global ending stocks are the lowest since 2015/16. Corn and wheat markets are also relatively tight compared to the situation prior to the trade war. Tighter markets, coupled with trade restrictions (export controls, etc.) could make it harder for China to find alternative suppliers, although

China could draw down stocks to meet market shortfalls, at least in the short term. Given that Brazil does not currently have an approved phytosanitary certificate to export corn to China, and if Ukraine remains out of the market, China will have fewer alternatives to U.S. corn.

The outlook for other commodities also remains strong due certain market access barriers that were resolved under the Phase One Agreement. U.S. exports of beef and poultry are expected to remain strong following Phase One while cotton and hides and skins should benefit from a return to work following the COVID pandemic.

COLOMBIA

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Corn	785	927	682	879	1,100	25%	875
Soybean Meal	340	481	412	485	557	15%	455
Pork & Pork Products	163	215	221	147	258	76%	201
Soybeans	212	256	223	192	229	19%	222
Wheat	173	88	137	133	193	45%	145
Dairy Products	65	72	144	124	145	17%	110
Poultry Meat & Products*	70	82	114	93	117	26%	95
Feeds, Meals & Fodders**	81	100	83	86	116	35%	93
Ethanol (non-beverage)	56	76	116	120	89	-27%	91
Distillers Grains	33	46	42	46	65	42%	46
All Other	606	642	608	558	544	-2%	591
Total Exported	2,584	2,985	2,781	2,863	3,413	19%	2,925

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

*Excludes eggs

**Corn Gluten Meal, Mixed Feeds

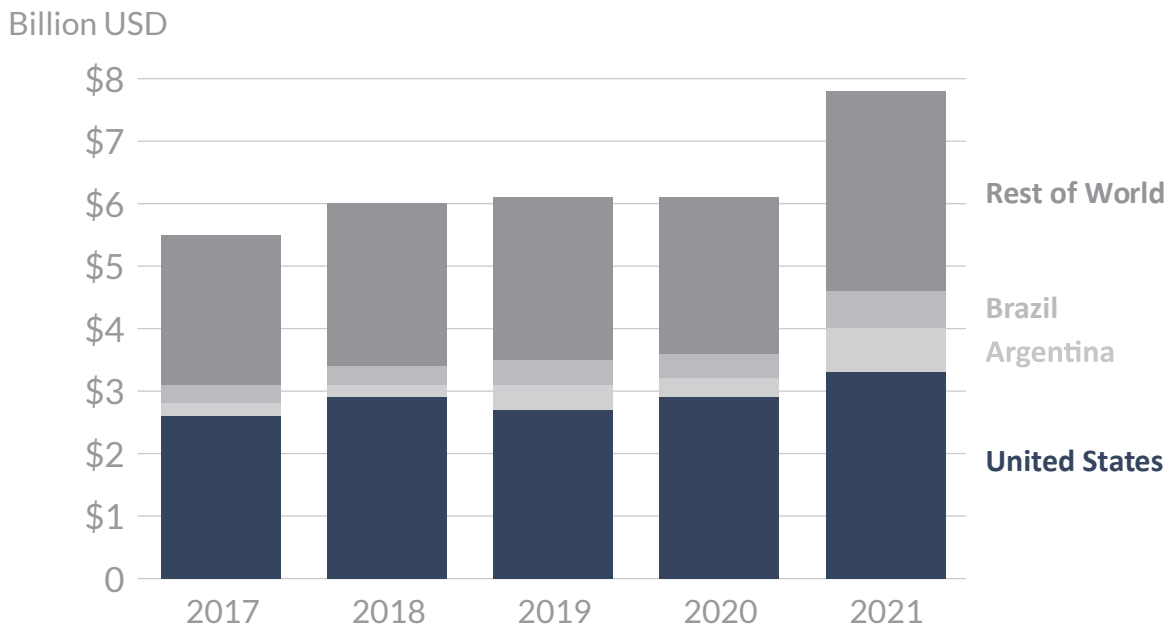
Highlights

In 2021, Colombia was the 10th-largest export destination for U.S. agricultural products, importing \$3.4 billion, a 19-percent increase over 2020. The United States is Colombia's top supplier of agricultural goods by a wide margin, representing 42 percent of the total import market. Argentina, the second-largest exporter, only has 8-percent market share. The U.S.-Colombia Trade Promotion Agreement (CTPA) has expanded export opportunities for many U.S. agricultural products. The largest year-to-year export increase was seen in corn, a \$221 million (25 percent) increase over last year. Exports of pork and pork products, soybean meal, and wheat also performed well, increasing by \$111 million, \$72 million, and \$60 million respectively. Commodities showing declines in 2021 were rice, down \$59 million, and soybean oil, down \$40 million. Colombia was the fourth-largest export destination for U.S. corn, third largest for soybean meal exports, sixth largest for pork exports, and eighth largest wheat export destination.

Drivers

- Coming out of the 2020 COVID pandemic and economic recession, Colombia rebounded from its 2020 GDP decline of 6.8 percent with 9.3-percent GDP growth in 2021, which contributed to increased levels of food and agricultural imports.
- In 2021, U.S. agricultural exports to Colombia reached their highest historical levels surpassing \$3 billion. Although the Colombian peso has depreciated significantly against the U.S. dollar, Colombia's rapid economic recovery contributed to increased demand for imported food and agricultural products, especially consumer-oriented products.
- U.S. exports of corn were up primarily due to higher unit values and more competitive prices than South American competitors. However, the strong U.S. dollar, increased competition from Argentina and Brazil, and the impact of Hurricane Ida on the grain handling infrastructure in the Port of New Orleans and Mississippi River Grain Corridor had a negative impact the U.S. market share of Colombia's corn market, in terms of volume.
- Expanding aquaculture and egg sectors, combined with the rapid recovery of the chicken meat sector, continue to drive demand for soy products and corn.
- Policy issues constrained U.S. ethanol exports to Colombia. In 2021, the Colombian government issued several emergency measures to decrease the ethanol blend mandate in gasoline to adjust for supply shortages and pricing challenges, due to lower production by domestic industry. In 2021, U.S. ethanol exports to Colombia decreased 26 percent from \$120 million to \$89 million, which corresponds to a 49-percent decrease in volume.
- As a result of increased local production and low domestic prices that discouraged imports during 2021, U.S. rice and U.S. pulses exports to Colombia decreased.

Colombia's Agricultural Suppliers



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

Looking Ahead

Colombia continues to be the leading destination for U.S. agricultural exports to South America, supplying 42 percent of the total Colombian agricultural imports in 2021 as a result of the CTPA trade preferences and geographical advantages compared to other competitors.

Colombia's economy is forecast to grow between 3 to 4 percent annually for the next 5 years, supported by increasing consumption and investment. This rapid recovery of U.S. consumer-oriented exports is even more impressive given the current strength of the U.S. dollar. It reflects Colombian consumers' growing interest in greater food variety, as well as an increasing segment of consumers who value quality over price. FAS/Bogotá's Sabor USA marketing initiative has also increased awareness among Colombian consumers of the innovativeness and diversity of U.S. products.

Colombia faces several policy issues, notably on labeling and ethanol, that could affect the trajectory of agricultural trade with the United States:

- The Colombian Congress has approved a law to regulate nutritional labeling for processed food products. The law will be mandatory for local and imported products, and its implementation will represent higher costs for producers and importers.
- Colombia continues to decrease its ethanol blend levels in gasoline to adjust for overall supply shortages and pricing challenges to meet increased fuel demand.
- In addition, Colombia may reopen the countervailing duty (CVD) investigation on U.S. ethanol at the behest of local industry. The CVD measure levied against U.S. ethanol is scheduled to expire in May 2022.
- Following multiple bilateral and multilateral engagements with trading partners, on November 9, 2020, the Colombian Ministry of Health issued Resolution 2013, which sets mandatory maximum sodium content limits for 59 processed food categories and an implementation timeline beginning in November 2022. This measure also introduces a conformity certificate requirement and mandatory sodium content targets to support Colombia's sodium reduction objectives.

DOMINICAN REPUBLIC

Top 10 U.S. Agricultural Exports to Dominican Republic

(Values in millions of dollars)

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Soybean Meal	174	188	184	166	228	38%	188
Tobacco	83	95	125	171	193	13%	133
Pork & Pork Products	71	93	78	90	151	67%	96
Dairy Products	72	81	89	92	116	26%	90
Corn	95	165	64	93	116	25%	107
Wheat	81	66	69	44	99	126%	72
Poultry Meat & Products*	61	74	78	81	96	18%	78
Beef & Beef Products	53	59	66	34	79	133%	58
Soybean Oil	141	107	91	122	63	-49%	105
Fruit & Vegetable Juices	22	29	31	35	49	40%	33
All Other	415	439	490	501	582	16%	485
Total Exported	1,268	1,395	1,363	1,429	1,771	24%	1,445

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

*Excludes eggs

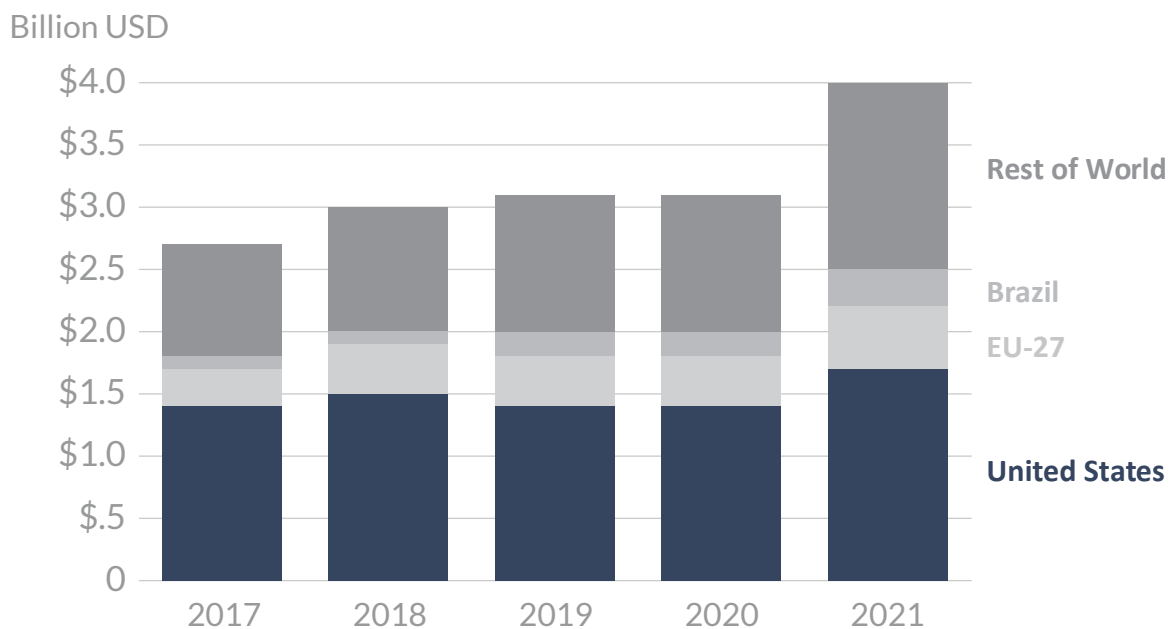
Highlights

In 2021, the Dominican Republic (DR) was the 15th-largest export destination for U.S. products, importing \$1.7 billion, a 24-percent increase over 2020. The United States is the largest supplier of agricultural goods with a 43-percent market share, followed by the EU and Brazil. Since the DR became a member of the Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) in 2007, total U.S. agricultural exports to the DR have grown by 124 percent. Due to the economic recovery in 2021, U.S. agricultural exports to the DR reached a record of \$1.8 billion. The largest year-to-year export increase was seen in soybean meal, a \$63 million (38 percent) increase over 2020. U.S. exports of pork and pork products, wheat, and beef and beef products were up \$60 million, \$55 million, and \$45 million, respectively. Soybean oil exports to the DR were down \$59 million in the same year. The DR was the fourth-largest export destination for U.S. fruit and vegetable juices and pulses and the fifth-largest destination for soybean oil.

Drivers

- The DR economy appears to have recovered from the ongoing global pandemic. In 2020, the real GDP growth rate fell sharply to -6.7 percent but is expected to rebound to 9.5 percent in 2021. From 2020 to 2021, the demand for U.S. consumer-oriented products increased by 34 percent due to the re-opening of the economy.
- Wheat exports were up 126 percent due to an expected recovery of Dominican exports of flour and baked goods and in tourism after the adverse impact of the COVID-19 pandemic on the food service sector.
- The United States has a nearly 100-percent market share of domestic consumption of soy products in the Dominican Republic.
- As of September 2020, the Dominican Republic's food processing industry was valued at \$2.5 billion, with an additional \$0.7 billion for processed beverages and other products during the same period. Meat processing, wheat milling, bakery products, and dairy processing continue to lead the domestic food processing sector.
- The recovery of the tourism industry in the DR has been a market driver for U.S. exports in 2021 and will continue to be so in 2022 and beyond. According to the Central Bank of the DR, during 2021 the country received 5 million tourists after receiving barely 1.8 million during 2020, and for the month of January 2022, the country received 530,956 tourists. The tourism sector is a large customer for U.S. consumer-oriented products such as meats, fruits and vegetables, and other products.

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 goods in the Caribbean. As CAFTA-DR reaches full implementation in 2025, TRQs for remaining products to be liberalized (rice, yogurt, mozzarella cheese, powdered milk, and chicken leg quarters) will continue to increase and tariff rates will decrease, creating more opportunities for U.S. exporters.

The Government of the Dominican Republic has historically delayed issuing import licenses to protect sensitive domestic products, such as dry beans, dairy, and rice. On September 27, 2021, President Luis Abinader issued Decree 605-21, in which he established a new Commission for Agricultural Imports. The Commission had 15 days to provide a regulation that establishes its operations and processes to assign permits for agricultural imports. While the Commission has not met this deadline, this new mechanism could become a challenge for U.S. exports such as beans, potatoes, poultry, dairy, rice, and others.

Inflation is slowly becoming a factor in terms of purchasing decisions for Dominican consumers. For 2021, the Dominican Central Bank estimated inflation at 8.5 percent, the highest since 2004. With international prices of oil and other commodities increasing, the trend will continue during 2022.

In July 2021, ASF was detected in the DR for the first time in more than 40 years. ASF outbreaks continued to spread throughout the country through late 2021/early 2022, devastating swine herd numbers. The ASF situation will likely cause a net increase in U.S. pork exports to the DR. The current official forecast is that DR pork imports will increase nearly 30 percent in 2022 on a volume (carcass weight) basis when compared to 2021. The United States has more than a 95-percent share of the DR imported pork market. With swine genetic centers in the DR also affected recently by ASF, opportunities for U.S. high-value genetics may also be available in this market.

EGYPT

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Soybeans	364	1,164	995	1,444	1,434	-1%	1,080
Corn	23	320	-	8	110	1343%	92
Dairy Products	35	30	45	76	106	39%	59
Beef & Beef Products	72	66	77	57	74	30%	69
Wheat	34	24	180	25	68	171%	66
Feeds, Meals & Fodders	70	84	76	59	56	-6%	69
Vegetable Oils*	47	34	31	37	47	29%	39
Distiller Grains	22	39	28	36	44	24%	34
Tree Nuts	10	23	32	51	41	-19%	32
Cotton	36	55	31	28	21	-25%	34
All Others	55	74	61	75	56	-24%	64
Total Exported	769	1,914	1,556	1,895	2,057	9%	1,638

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

*Excludes soybeans

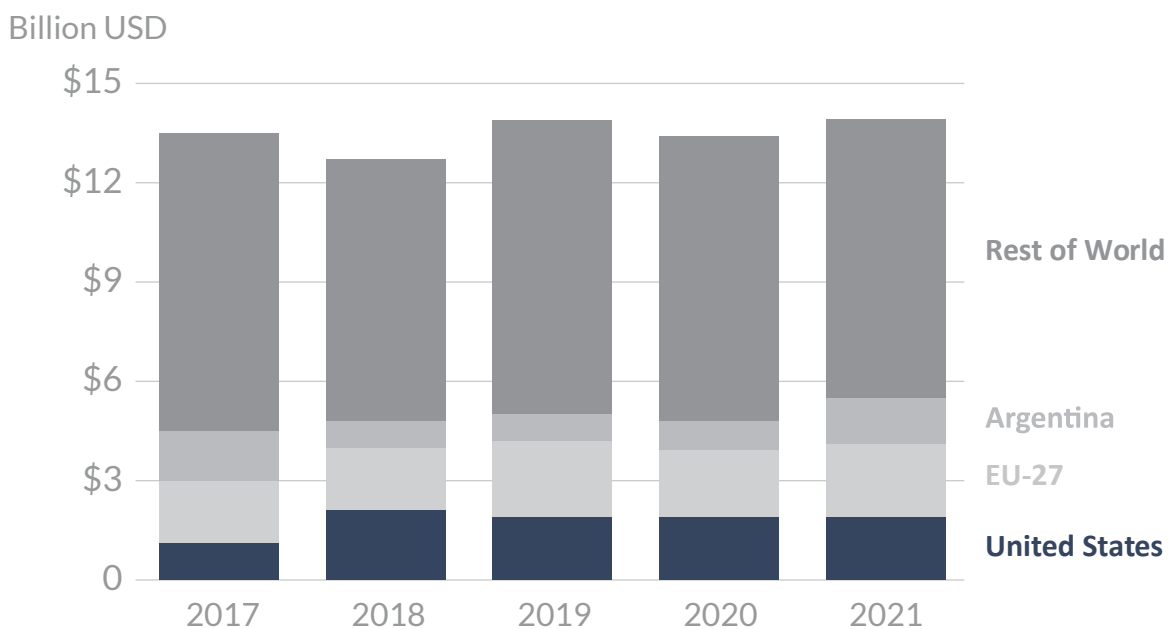
Highlights

In 2021, Egypt was the 13th-largest destination for U.S. agricultural exports by value, totaling \$2.1 billion. This represents a 9-percent increase from 2020, a total gain of \$162 million. The United States is the second largest agricultural supplier to Egypt with 14-percent market share, just behind the EU with 15-percent market share. Exporters from the United States face competition from EU Member States which have a geographical advantage, lower shipping rates, and a free trade agreement which provides preferential tariffs to EU-origin products. The largest export growth for the United States was seen in corn up \$102 million in 2021. Exports of wheat grew from \$25 million in 2020 to \$68 million last year, while dairy products increased 39 percent to \$106 million. Meanwhile, exports of soybean oil were down \$23 million. Exports of cotton and soybeans fell by \$10 million each.

Drivers

- In 2021, U.S. soybean exports fell 1 percent from the 2020 record-breaking \$1.4 billion due to lower processing margins and consumer demand. Overall Egypt import volume was down 25 percent from all markets. During the 2019/2020 marketing year, U.S. soybean exports overall were record-breaking, and the United States remains the preferred supplier for Egypt's soybean imports.
- Corn exports increased substantially from 2020 with \$102 million increase. Egypt is a net importer of soybeans and corn to meet the feed demand of its growing poultry and aquaculture sectors.
- U.S. wheat saw a 171-percent increase from 2020 to \$68 million in 2021, even though global imports were down 10 percent, a \$225 million decrease from 2020.
- U.S. beef exports increased by \$17 million (30 percent from 2020) partly thanks to Egypt's adoption of a risk-based approach to establishing veterinary drug standards. This allowed beef, particularly beef livers, to recover from 2020's lower value.
- In 2021, U.S. tree nut exports to Egypt decreased by \$10 million, compared to 2020, which represented a record. Despite this dip, 2021 was still the second largest import year by value.
- U.S. exports of dairy products have been growing steadily in recent years to reach \$106 million in 2021. This growth has been driven by exports of skimmed milk powder and whey and whey products. Egypt is not self-sufficient in dairy products and will continue to rely on dairy imports to supplement domestic milk production.

Egypt's Agricultural Suppliers



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

Looking Ahead

In 2020, the Government of Egypt responded decisively and quickly with poverty alleviation and public assistance programs to mitigate commercial and household impacts due to COVID-19. Egypt's agricultural trade outlook remains dependent on a global recovery to restart its tourism and energy sectors, major drivers of its national economy. In 2021, Egyptian purchases of U.S. food and agricultural products rose 9 percent from 2020 driven by higher demand for dairy products, beef products, vegetable oils, wheat, and dried distillers' grains with solubles (DDGS). In 2021, Egypt resumed wheat imports as national production fell short, it saw surging demand due to continued population growth, and pasta was included in the national food subsidy program. Meanwhile, processors also responded to lower margins and inflationary market conditions by substituting intermediate products and ingredients for lower cost alternatives. For example, feed users switched from domestically processed formulations using imported corn and soybeans to imported DDGS. Meanwhile, lower domestic soybean crushing volumes in 2021 drove consumptions of alternative vegetable oils higher. Lastly, many Egyptian processors, traders, and distributors carried over inventories of staple commodities like corn and tree nuts from 2020 into 2021 further diminishing U.S. exports to Egypt in 2021.

Challenges facing U.S. exporters of agricultural products to Egypt include a lack of transparency and science- or rules-based administration of its customs, sanitary and phytosanitary requirements, halal certification, and import licensing policies. Egypt restricts poultry imports to whole, frozen birds, effectively banning imports of frozen poultry parts and offal. In addition, Egypt recently adopted a single halal certifier for halal products shipped from the United States, raising regulatory costs, and restricting national supplies. Egypt continues to block market access for U.S. seed potatoes. In addition, several U.S. agricultural products – including retail packaged products, pet foods, apples, and pears – face higher tariffs than comparable products from the EU. Egypt signed an Association Agreement with the EU, which entered into force in 2004, and which grants duty-free access for most EU-origin agricultural products.

EUROPEAN UNION

Top 10 U.S. Agricultural Exports to European Union

(Values in millions of dollars)

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Tree Nuts	2,495	2,572	2,904	2,681	2,754	3%	2,681
Soybeans	1,637	2,968	1,853	1,889	2,223	18%	2,114
Distilled Spirits	604	633	491	463	565	22%	551
Essential Oils	470	510	525	493	563	14%	512
Food Preparations	356	341	370	419	440	5%	385
Planting Seeds	442	459	458	406	383	-6%	429
Dextrins, Peptones, & Proteins	253	266	311	311	322	4%	293
Other Feeds, Meals & Fodders	296	319	202	202	246	22%	253
Soybean Meal	95	332	205	183	221	21%	207
Vegetable Oils (ex. soybean)	292	193	162	178	219	23%	209
All Other	3,538	3,939	3,308	3,139	3,027	-4%	3,390
Total Exported	10,478	12,532	10,788	10,362	10,961	6%	11,024

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

*Excludes soybeans

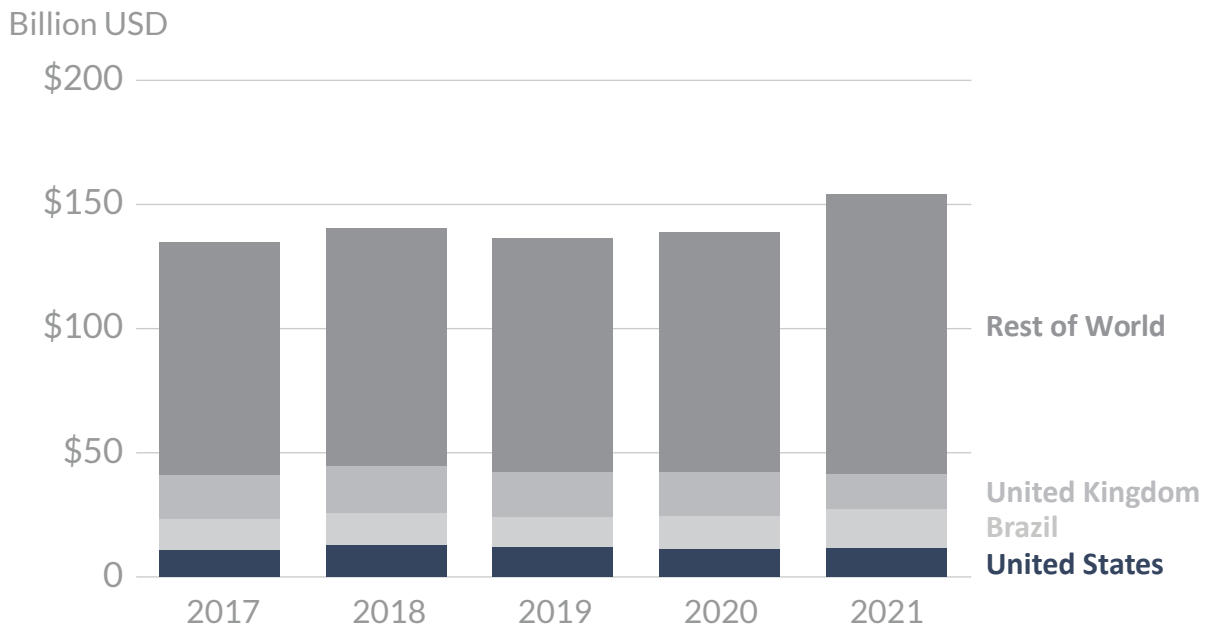
Highlights

In 2021, the European Union (EU) was the fifth-largest export destination for U.S. agricultural products, with exports up 6 percent from last year. The United States is the third top supplier of agricultural goods in the EU, trailing behind the UK and Brazil. In October 2021, the U.S. and EU agreed to replace the U.S. tariffs on steel and aluminum imports from the EU with a tariff-rate quota system, effective January 2022. In response, the EU lifted retaliatory tariffs on U.S. products, including whiskey and cranberries. The commodities that saw the largest increase in exports to the EU in 2021 were soybeans (\$334 million), distilled spirits (\$102 million), and tree nuts (\$73 million). Commodities showing declines in 2021 were wheat (down \$124 million), hides and skins (\$74 million), and non-beverage ethanol (\$61 million). The EU was the top destination for tree nuts, essential oils, planting seeds, distilled spirits, and seafood.

Drivers

- The EU rebounded from its 2020 real GDP decline of 5.9 percent with a projected 5.1 percent GDP growth in 2021, contributing to an increase in food and beverage consumption.
- The United States continues to remain the top supplier of tree nuts to the EU. The COVID-19 pandemic and related supply chain logistical issues moderately decreased U.S. tree nut exports to the EU, but exports began recovering in the first half of 2021. The growing popularity of healthier snacking and eating habits among European consumers continues to encourage consumption of tree nuts.
- U.S. exports of distilled spirits were up 22 percent from last year. U.S. whiskies, bourbon, vodka, and tequila showed significant growth. Overall distilled spirit consumption has increased from the beginning of the pandemic, as bars and restaurants re-open from lockdown measures.
- U.S. wheat exports to the EU were down compared to 2020 due to the drought that limited U.S. durum production; high prices; and uncertainty of tariffs related to the Large Civilian Aircraft case at the beginning of 2021.
- Several longstanding trade issues arising from the EU's imposition of regulatory restrictions and non-tariff barriers remain and affect the ability of U.S. agricultural producers to access EU markets.

European Union's Agricultural Suppliers



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

Looking Ahead

The United States will continue to engage the EU on a range of issues that affect U.S. agricultural exports, including on technical barriers to trade, sanitary and phytosanitary measures, and other issues affecting market access. Notably, the EU has stated that it is undertaking a multiyear process to transform its agricultural and food sector under the European Green Deal through its Farm to Fork Strategy, Fit for 55, EU Biodiversity Strategy for 2030, and related initiatives. A number of ongoing and upcoming regulatory and legislative efforts under these initiatives may have an impact on U.S. exports, including changes to animal health certificates, the phase out of the use of certain veterinary drugs, food labeling and packaging requirements, regulation of innovative biotechnology products, changes to pesticide MRLs, and sustainability criteria for renewable energy and deforestation-free supply chains.

Beginning February 27, 2022, U.S. exports of live, frozen, chilled, and processed bivalve molluscan shellfish intended for human consumption to the EU resumed, following the conclusion of negotiations between the United States and EU. Trade in shellfish between the United States and the EU had been blocked in both directions since 2011.

INDIA

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Tree Nuts	738	663	823	913	889	-3%	805
Ethanol (non-beverage)	281	258	287	293	267	-9%	277
Cotton	435	333	586	147	214	45%	343
Soybean Oil	-	-	-	34	109	221%	29
Dairy Products	43	48	60	34	33	-2%	44
Essential Oils	27	32	29	31	33	7%	30
Dextrins, Peptones, & Proteins	41	54	40	25	29	15%	38
Food Preparations	30	33	34	22	29	34%	29
Feeds, Meals & Fodders	13	20	13	17	25	46%	17
Fresh Fruit	104	162	62	41	24	-41%	79
All Others	186	162	193	187	150	-20%	176
Total Exported	1,898	1,765	2,127	1,744	1,802	3%	1,867

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

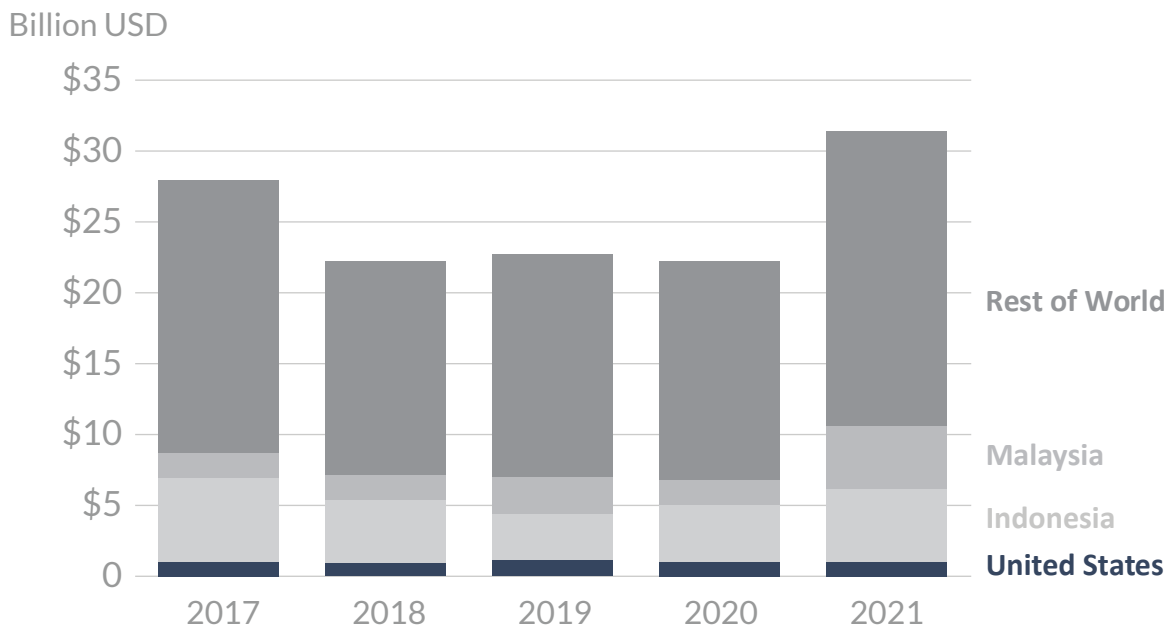
Highlights

In 2021, India was the 13th-largest export destination for U.S. products, importing nearly \$1.8 billion, a 3-percent increase over 2020. The United States is India's fifth-largest supplier of agricultural goods, representing 5.2 percent of the total import market, behind Indonesia, Malaysia, Argentina, and Ukraine. Indonesia is the top supplier of agricultural products to India, representing 17.0 percent of all imported agricultural products. Malaysia, the second-largest exporter, has 14.0 percent import market share. Currently, there is no trade agreement between the United States and India. The largest year-to-year export increase was seen in soybean oil, a \$75 million (221 percent) increase over last year. Exports of cotton also performed well, increasing by \$67 million (45 percent) over last year. Commodities showing the largest declines in 2021 were soybeans, down \$41 million (92 percent), and ethanol, down \$26 million (9 percent). India was the third-largest export destination for U.S. tree nuts, fourth largest for ethanol, fifth largest for soybean oil, and eighth largest cotton export destination.

Drivers

- Coming out of the COVID-19 pandemic and economic recession, India rebounded from its 2020 GDP decline of 7.5 percent with a projected 8.2 percent GDP growth in 2021 which contributed to increased levels of food and agricultural imports.
- India continues to be the second most populous country in the world, with a rapidly increasing GDP leading to rising disposable income, and more willingness to spend on high quality imported U.S. agricultural products.
- U.S. soybean oil exports to India more than tripled in 2021 compared to the previous year, and to levels unseen in more than a decade, to become our third-largest market. Exports of soybean oils were up primarily due to higher unit values and competitive prices, particularly in late 2020 / early 2021, as U.S. soybean oil prices were lower, and India is a price sensitive buyer.
- An expanding agricultural sector continue to drive demand for feeds, meals, and fodders.
- In January 2022, India opened its market for U.S. pork products, and announced that it intends to open its market to U.S. cherries and alfalfa hay for animal feed in 2022.

India's Agricultural Suppliers



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

Looking Ahead

In November 2021, India and the United States held the 12th Ministerial-level meeting of the United States-India Trade Policy Forum (TPF) in New Delhi. Following the TPF meetings, India opened its market to U.S. pork. In 2022, the United States expects to continue TPF engagement with India to resolve additional trade challenges. In particular, the United States will continue to press India on commitments it made to open market access for cherries and alfalfa hay.

While India is among the most populous countries in the world and a significant U.S. agricultural export market, barriers to trade continue to create obstacles for U.S. exporters. Notably, India imposes sanitary barriers on dairy products, livestock genetics, and poultry, as well as phytosanitary barriers on pulses. In addition, India bans the import of ethanol for fuel use. India's troublesome biotechnology approval processes limits the types of products the United States can export, and India's "GM-free" certificate requirements for 24 grains, oilseeds, fruits, and vegetables create challenges for U.S. producers. In November 2021, Prime Minister Narendra Modi announced India would repeal three farm laws introduced in 2020, meant to liberalize India's agricultural market and which could have created opportunities for U.S. exporters. In 2022, it appears likely that India will continue heavy government involvement in its agricultural sector, including through long-standing subsidy programs for commodities like wheat and rice.

INDONESIA

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Soybeans	922	998	868	887	1,085	22%	952
Dairy Products	132	165	239	348	327	-6%	242
Feeds, Meals & Fodders	336	252	254	228	322	41%	278
Distiller Grains	123	174	184	196	235	20%	183
Cotton	498	600	417	257	218	-15%	398
Beef & Beef Products	54	62	85	72	118	65%	78
Wheat	298	177	282	275	85	-69%	223
Food Preparations	71	69	88	84	80	-5%	78
Soybean Meal	28	123	12	94	55	-41%	62
Fresh Fruit	64	52	59	48	44	-8%	54
All Others	370	427	371	335	365	9%	374
Total Exported	2,895	3,101	2,859	2,823	2,935	4%	2,923

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

Highlights

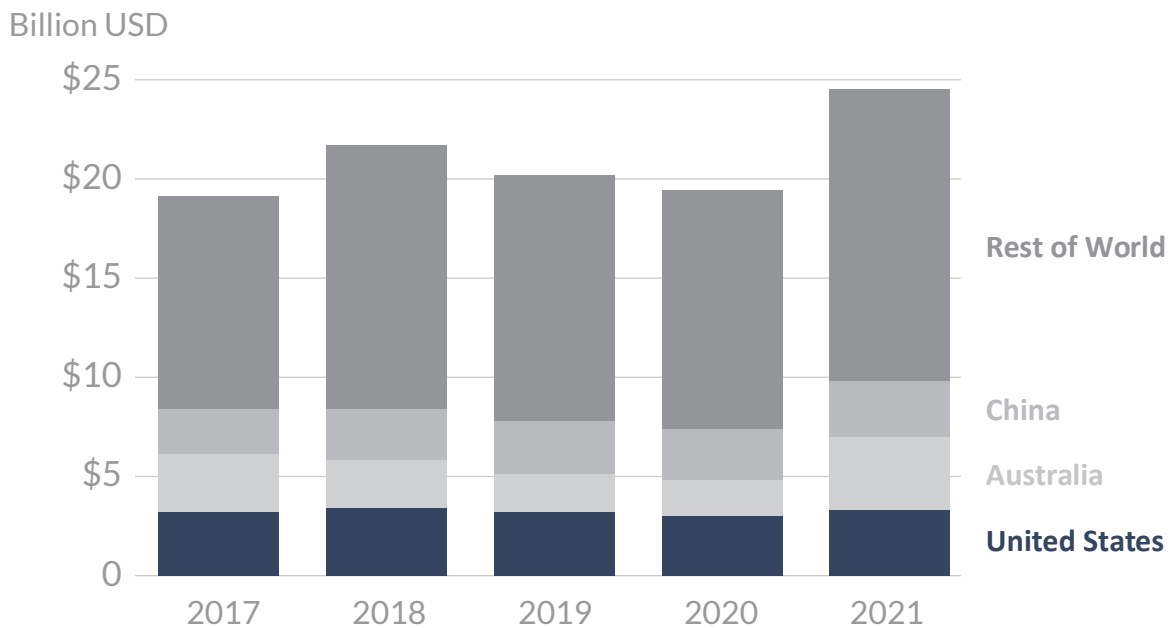
In 2021, Indonesia was the 11th-largest destination for U.S. agricultural exports, totaling \$2.9 billion. This represents a 4-percent increase from 2020 and only a 5-percent decrease from a record-setting 2018. The United States is Indonesia's second supplier of agricultural goods with 13-percent market share, just behind Australia who holds 15 percent. The United States is followed by China and India, with 11 percent and 9 percent respectively. Australia moved from fourth place to first with a substantial increase in wheat (511-percent increase) and cotton (521-percent increase) exports to Indonesia.

Indonesia is the largest economy in Southeast Asia, with a rapidly growing middle class. The largest increases in imports from the United States were seen in soybeans up \$198 million from 2020 and a record-breaking increase in beef and beef products exporting more than \$118 million. Soybeans continued to be the largest export product to Indonesia by a wide margin, reaching nearly \$1.1 billion last year, a 22-percent increase over the previous year. Exports of cotton continued to decrease starting in 2020 and continuing last year with a further decrease of 15 percent (\$39 million) after a record high in 2018.

Drivers

- U.S. soybeans saw its largest export to Indonesia in 5 years sending more than \$1.1 billion in 2021. The United States is the top supplier of soybeans to Indonesia, with the U.S. supplying more than 90 percent of Indonesia's soybean imports over the past 5 years.
- Beef and beef products reached a record high in exports to Indonesia in 2021. Beef and beef products have one of the best growth opportunities due to insufficient local production capacity to meet growing demand.
- Continued strong demand from Indonesia's poultry sector drove strong growth in U.S. feed ingredients. Feeds, meals, and foders saw an increase of \$94 million since 2020.
- U.S. dairy exports to Indonesia have been growing at a compound annual growth rate of 25 percent since 2017 to reach \$327 million in 2021. U.S. dairy exports comprise primarily skimmed milk powder and whey and whey products. The Indonesian import market for dairy products has been expanding at an annual average pace of 10 percent since 2017 and this growth is expected to continue a demand exceeds domestic milk production.
- The delay and shortage of shipping vessels/containers contributed to a decline in some categories of U.S. exports to Indonesia (e.g., cotton and dairy products). In addition, the rising cost of U.S. products forced some importers to source from cheaper suppliers, including China.

Indonesia's Agricultural Suppliers



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

Looking Ahead

With an estimated population of 271 million, Indonesia is the fourth most populous country in the world and has the largest economy in Southeast Asia. Indonesia's growing middle class provides excellent growth opportunities for U.S. exports. However, the country's lack of transparency surrounding several market access restrictions generates uncertainty and roadblocks for U.S. exporters.

Indonesia maintains a complex and trade-restrictive system for obtaining permission to import agricultural commodities. The regulatory requirements for importing horticultural goods and beef products are opaque and conflicting. Despite the United States ultimately prevailing in 2017 on all 18 claims it raised in a WTO dispute settlement case regarding horticultural and meat import licenses, regulatory requirements remain burdensome. For the 2022 import license season, Indonesia began implementing a new commodity balances policy for salt, fish, and beef. In addition, Indonesia remained on course to implement its 5-year phased new halal requirements for food and beverages that began in October 2019 and will enter into force in 2024.

Indonesia lacks the capacity to sufficiently produce high-value agricultural inputs (e.g., soybeans, dairy, and cotton) needed to generate value-added products. So, despite the challenging regulatory environment, Indonesia's limitations provide opportunities for U.S. exporters to capitalize on rising domestic demand for international products.

JAPAN

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Corn	2,163	2,813	2,011	1,844	3,187	73%	2,404
Beef & Beef Products	1,889	2,102	1,950	1,940	2,376	22%	2,052
Pork & Pork Products	1,626	1,631	1,523	1,623	1,694	4%	1,619
Soybeans	973	927	971	1,064	1,350	27%	1,057
Wheat	714	717	609	635	702	11%	675
Hay	414	426	491	485	517	7%	467
Processed Vegetables	521	509	507	475	485	2%	499
Tree Nuts	398	434	416	386	440	14%	415
Dairy Products	291	269	282	322	376	17%	308
Fresh Fruit	316	319	323	314	301	-4%	315
All Others	2,821	2,993	2,917	2,626	2,815	7%	2,835
Total Exported	12,127	13,140	12,000	11,715	14,244	22%	12,645

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

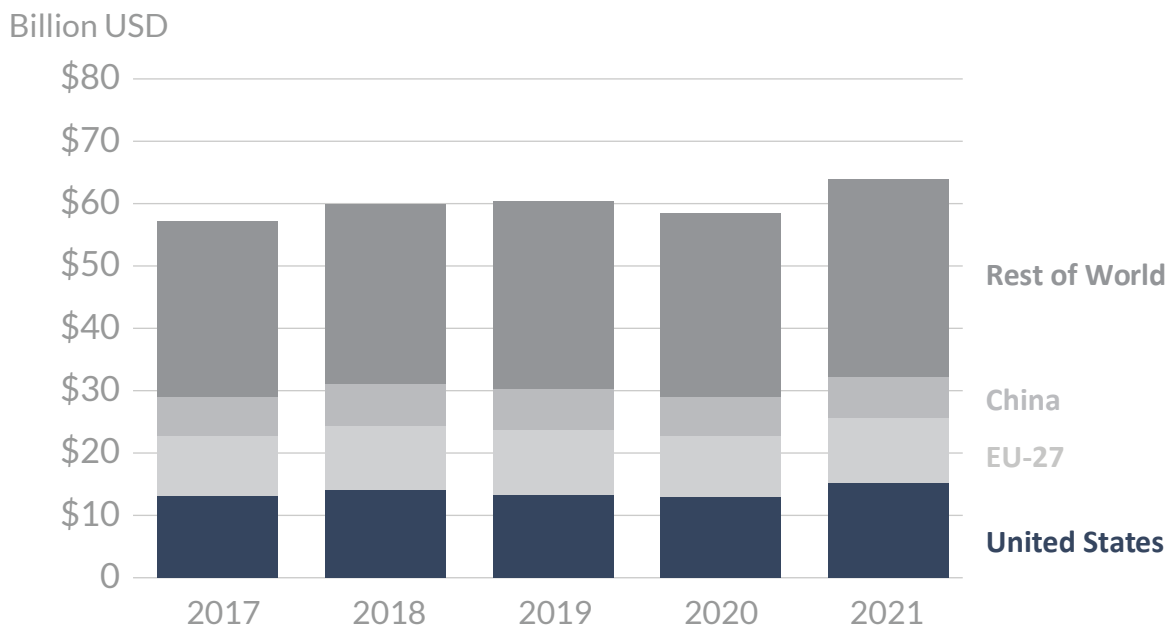
Highlights

In 2021, Japan was the fourth-largest export destination for U.S. agricultural products, importing \$14.2 billion. This was a 22-percent increase over 2020. The United States is Japan's top supplier of agricultural goods, with a market share of 24 percent. The U.S.-Japan Trade Agreement (USJTA) completed its second year of implementation, which led to meaningful tariff reductions on U.S. agricultural products. The largest year-to-year export increase was seen in corn products, a \$1.3 billion (73 percent) increase over last year. U.S. exports of beef and beef products, and soybeans, also performed well, increasing by \$436 million and \$287 million, respectively. Commodities showing declines in 2021 were other coarse grains (mostly sorghum and barley), down \$50 million, and fresh fruit, down \$13 million. Japan was the second-largest export destination for U.S. fruit and vegetable juices, beef and beef products, hay, processed vegetables, pork and pork products, and rice.

Drivers

- Exports of U.S. agricultural goods to Japan remained stable in 2021 due to consistent demand, while increases in prices for higher-value commodities limited growth in exports by volume.
- High global prices, a weak yen, and higher global freight costs limited Japanese imports and demand for feed commodities, including corn.
- Uncertainty surrounding the negotiations for the revision of the beef safeguard established in USJTA, along with higher global prices, dampened demand of U.S. beef products in Japan.
- Overall lack of inflation in Japan contributed to a resistance to raise food prices, despite general increases in global commodity prices, creating unique challenges for the Japanese food service industry.
- Under USJTA, nearly 90 percent of U.S. food and agricultural products are duty free or receive preferential tariff access.

Japan's Agricultural Suppliers



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

Looking Ahead

Japan's agricultural import market will continue to liberalize through the reduction of tariffs for producers in the United States as well as competing nations that benefit from preferential trade agreements such as the Comprehensive and Progressive Agreement for Trans-Pacific Partnership and the Japan – European Union Economic Partnership Agreement. Outstanding issues, such as the revision to the beef safeguard mechanism established in the USJTA, are likely to be resolved in 2022, while other barriers for U.S. agricultural exports to Japan remain. The United States will continue to work with Japan to address long-standing trade barriers to provide further access for U.S. producers.

MEXICO

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Corn	2,645	3,061	2,736	2,680	4,717	76%	3,168
Soybeans	1,574	1,818	1,878	1,878	2,669	42%	1,963
Dairy Products	1,293	1,375	1,526	1,401	1,787	28%	1,476
Pork & Pork Products	1,514	1,311	1,278	1,153	1,675	45%	1,386
Poultry Meat & Products*	933	956	1,077	983	1,331	35%	1,056
Wheat	852	662	812	778	1,294	66%	880
Beef & Beef Products	979	1,058	1,107	853	1,058	24%	1,011
Soybean Meal	579	665	642	664	841	27%	678
Food Preparations	520	571	597	582	770	32%	608
Fresh Fruit	570	619	610	546	748	37%	619
All Others	7,357	7,207	7,136	6,818	8,628	27%	7,429
Total Exported	18,816	19,303	19,399	18,336	25,518	39%	20,274

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

*Excludes eggs

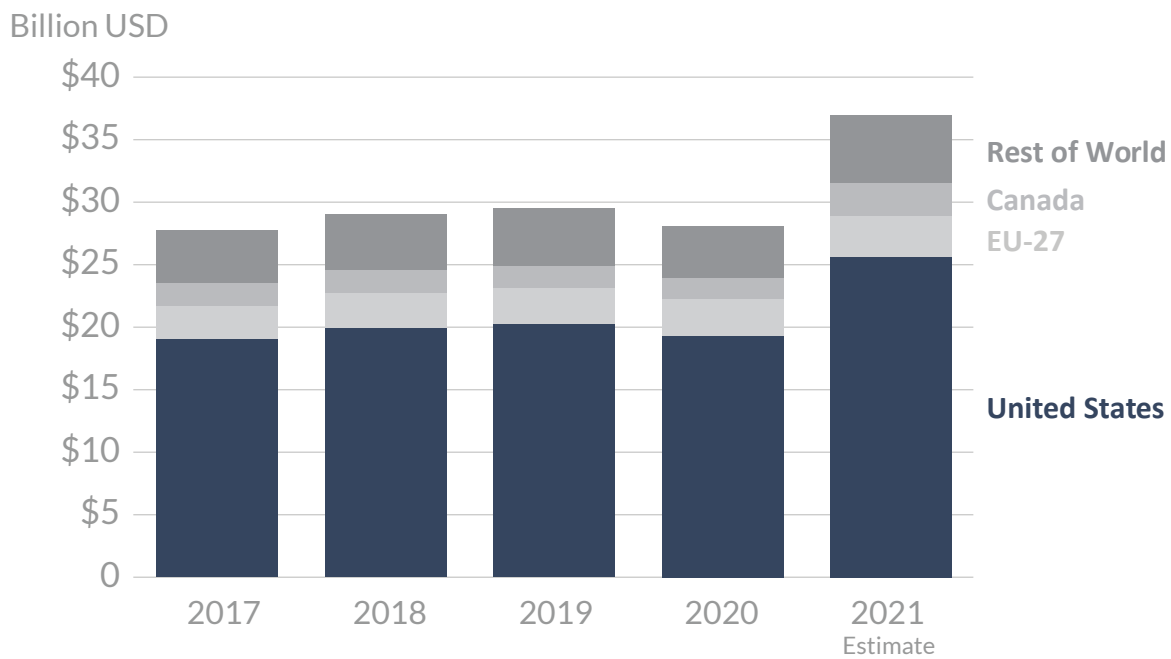
Highlights

In 2021, U.S. agricultural exports to Mexico surged to a record of \$25.5 billion, a 39-percent increase, making Mexico the second-largest export destination for U.S. agricultural products. The United States is Mexico's top supplier of agricultural goods with a market share of nearly 70 percent. While price increases of bulk commodities are largely responsible for higher overall export values (e.g., soybeans), export volumes of other commodities increased as well. Pork and pork product exports increased by 29 percent by volume (51-percent increase by value), indicating increased consumer demand. Wheat is another commodity where export volume increased significantly, up 34 percent to nearly 4 million metric tons (68-percent increase by value). Demand for imported U.S. dairy products rose as well, up 17 percent by volume (28-percent increase by value) over 2020. Overall, U.S. agricultural exports to Mexico increased across nearly all commodities.

Drivers

- Mexico's economic growth has been slow in recent years, though it is recovering from the 2020 pandemic downturn. Mexico's GDP in 2021 was nearly \$1.3 trillion, up \$200 billion over 2020.
- Overall U.S. agricultural exports to Mexico are buoyed by a variety of products. In 2021, Mexico was the top export market for U.S. dairy, wheat, poultry, dried distiller grains soluble (DDGs), and rice. Mexico is also the second-largest U.S. export market for many other important agricultural commodities including corn, soybean, soybean meal, fresh fruit and vegetables.
- Geographical proximity and close cultural ties contribute to make processed food exports to Mexico a significant portion of overall U.S. agricultural exports, as Mexico ranks as the second-largest market for U.S. food preparation and bakery goods.
- In 2021, Mexico's recovery from COVID-19 related economic shocks (including decreased international travel and lockdowns affecting the hotel, restaurant, and institutional sector) saw major gains in overall demand for U.S. food and agricultural exports.
- Mexico's robust and growing livestock and poultry sector, coupled with high grain and soybean prices, also resulted in major value increases for bulk commodities, such as corn and oilseeds. The United States remains Mexico's food and agricultural provider of choice due to proximity, product quality, price competitiveness, and the integrated and complementary nature of the U.S.–Mexico supply chains.

Mexico's Agricultural Suppliers



Looking Ahead

Throughout the pandemic, most Mexican consumers adapted their shopping habits when purchasing food and consumer products. Moreover, they cooked more often at home and consumed more supplements and vitamins. E-commerce and delivery apps also saw a big increase in both earnings and usage, as Mexicans were in lockdown for a good period in 2020, and these were the safest ways to purchase food. The Mexican market saw an increase in demand for food but also a small shift, especially from the middle class to certain food: fruits, vegetables, fish, vitamins, and supplements. There is also a (slowly) growing trend for plant-based food, although it could still be considered incipient in Mexico. Young people are looking not only into the products they buy but also into how they are produced and the impact this production has on the environment.

Mexico showed signs of recovery in the hotel, restaurant, and institutional sector with the number of international visitors increasing to 19.4 million, and with a revenue intake of \$9.3 billion. These numbers shifted Mexico up in the rankings as the third most visited country in the world, even after the closure of 13,000 restaurants in 2020.

Mexico began taking steps to expand access for U.S. fresh potatoes beyond a 26-km zone along the border in late 2021.

USDA continues to press for a science- and risk-based regulation of products of agricultural biotechnology. On January 1, 2021, a decree entered into force under which existing authorizations “for the use of genetically modified corn grain in the diet of Mexican women and men” will be revoked and new authorizations are prohibited until genetically modified corn grain is completely replaced by January 31, 2024. The United States is pressing Mexico to revoke the decree and ensure that Mexico makes decisions on biotech applications based on science and undertakes and completes its approval procedure for biotech products without undue delay, while maintaining a transparent process.

PHILIPPINES

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Soybean Meal	747	884	788	900	960	7%	856
Wheat	555	642	708	827	871	5%	721
Dairy Products	242	247	273	409	437	7%	322
Pork & Pork Products	98	116	93	114	204	79%	125
Poultry Meat & Products (ex. eggs)	92	111	102	64	147	130%	103
Food Preparations	74	86	91	109	110	1%	94
Processed Vegetables	96	102	129	74	97	31%	100
Other Feeds, Meals & Fodders	51	73	67	75	86	15%	70
Beef & Beef Products	62	87	88	62	74	19%	75
Soybeans	92	66	52	54	65	20%	66
All Others	569	669	605	522	498	-5%	573
Total Exported	2,678	3,083	2,996	3,210	3,549	11%	3,103

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

*Excludes eggs

Highlights

In 2021, the Philippines was the eighth-largest export destination for U.S. products, accounting for more than \$3.5 billion, an 11-percent increase over 2020. The United States is the Philippines' top supplier of agricultural goods, supplying an estimated 21 percent of the total import market by value. The EU, the second-largest supplier, has an 11-percent market share. The largest year-to-year export increase was seen in pork and pork products, with a \$90 million (79 percent) increase over last year. U.S. exports of poultry meat and products, soybean meal, and wheat also performed well, increasing by \$83 million, \$60 million, and \$44 million respectively. None of the top U.S. exports to the Philippines declined in 2021. The Philippines was the largest export destination for U.S. soybean meal, second largest for wheat, fourth largest for dairy products, and seventh largest for pork.

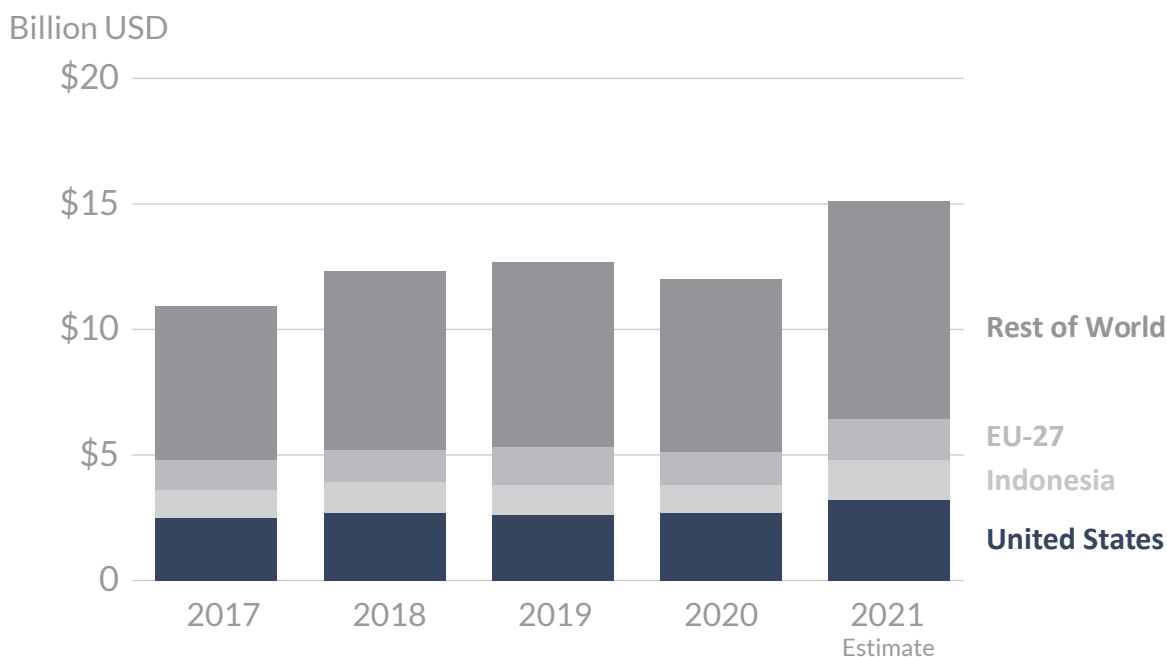
Drivers

- Coming out of the COVID-19 pandemic and economic recession, the Philippines rebounded from its 2020 GDP decline of 9.4 percent with a projected 5.0 percent GDP growth in 2021, which contributed to

increased levels of food and agricultural imports.

- Exports of most major agricultural products to the Philippines increased in 2021. Some products such as poultry, beef, and processed vegetables have bounced back from a slow 2020, while others like wheat, dairy products, and food preparations have been consistently rising annually.
- The Philippines is a diverse marketplace for U.S. bulk, intermediate, and consumer-oriented agricultural goods, each contributing roughly one-third to total U.S. exports to the Philippines.
- ASF's continued decimation of local pork production, inflationary pressures accompanied by a spending rebound, and an on-again-off-again opening of the economy were key drivers in 2021.

Philippines' Agricultural Suppliers



Looking Ahead

With a total population of 110 million, the Philippines remains a young, fast-growing, and highly urbanized market, although the economy remains a laggard in the region with respect to COVID recovery. A traditionally strong preference for U.S. food and beverage products continues to offer strong potential for growth despite continuous erosion of U.S. market share in favor of trade partners with preferential tariff treatment (e.g., Australia and China).

The United States can expect tariff increases on key products in 2022. On May 18, 2022, most favored nation (MFN) tariff rates for in-quota and out-quota pork imports are set to increase from 15 to 30 percent and 25 to 40 percent respectively. Starting February 1, 2022, the annual in-quota volume reverted to 54,210 metric tons from the temporary expansion to 254,210 metric tons in mid-2021. On January 1, 2023, the temporary reduced MFN tariff of 5 percent on mechanically deboned chicken meat reverts to 40 percent.

SOUTH KOREA

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Beef & Beef Products	1,220	1,746	1,843	1,714	2,383	39%	1,781
Corn	705	1,356	359	548	858	57%	765
Pork & Pork Products	475	670	593	453	557	23%	549
Wheat	328	363	300	355	496	40%	368
Food Preparations	283	313	471	419	493	18%	396
Fresh Fruit	493	494	405	455	436	-4%	457
Dairy Products	279	290	330	370	426	15%	339
Tree Nuts	306	290	291	295	345	17%	305
Ethanol (non-beverage)	91	134	196	170	343	102%	187
Distillers Grains	161	236	252	271	317	17%	248
All Others	2,646	2,589	2,702	2,657	2,728	3%	2,664
Total Exported	6,987	8,481	7,742	7,707	9,382	22%	8,060

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

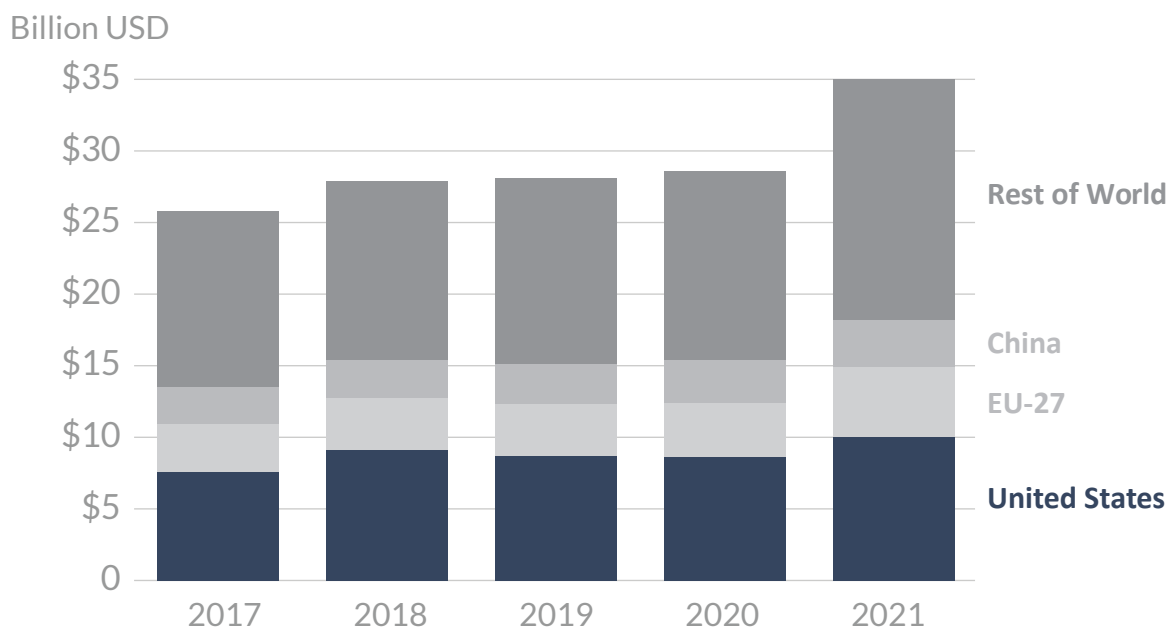
Highlights

In 2021, South Korea was the sixth-largest export destination for U.S. products, with exports totaling nearly \$9.4 billion, a 22-percent increase over 2020. The United States is South Korea's top supplier of agricultural goods by a wide margin, representing 28 percent of the total import market. The EU, the second largest exporter, has a 14-percent market share. The U.S. - Korea Free Trade Agreement (KORUS FTA) expanded export opportunities for many U.S. agricultural products. This is particularly true for U.S. beef, the top exported product, and the highest growth with a \$669 million (39 percent) increase in 2021 over 2020. Exports of corn, ethanol, and wheat also performed well, increasing by \$310 million, \$173 million, and \$141 million respectively. Most top commodities performed well, with only fresh fruit declining by \$19 million. South Korea was the top export destination for U.S. beef, third largest for fresh fruit, and fifth largest for corn and pork.

Drivers

- South Korea's GDP declined slightly by 0.9 percent in 2020 due to the COVID pandemic but grew by 3.9 percent in 2021, contributing to significant increases in food and agricultural imports.
- U.S. agricultural exports to South Korea reached record levels in 2021, and exports of most products were up. Much of the increase can be attributed to the strength of U.S. exports of meat products like beef and pork, and bulk products like corn and wheat.
- U.S. beef exports continue to drive trade to South Korea. South Korea's preference for high marbling and competitive pricing will continue to grow demand for high-quality U.S. beef.
- South Korea's announced goal of achieving carbon neutrality has driven imports of ethanol.

South Korea's Agricultural Suppliers



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

Looking Ahead

South Korea remains one of the largest destinations for U.S. agricultural exports. The U.S. trade value to South Korea is expected to remain positive in 2022. Rising incomes and a growing, advanced economy continue to fuel consumers' appetite for quality U.S. agricultural products. Moreover, the advantages of KORUS will continue to stimulate demand as the agreement passes its 10-year anniversary and tariffs are further reduced for a wide range of agricultural products. However, U.S. products face strong competition from other exporting countries due to the recent economic slowdown due to the COVID-19 pandemic as consumers become more price sensitive, favoring lower price competitors.

TAIWAN

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Soybeans	586	854	691	606	736	21%	695
Beef & Beef Products	409	552	568	552	668	21%	550
Corn	395	603	232	178	435	144%	369
Wheat	295	267	324	309	304	-2%	300
Fresh Fruit	218	199	252	196	208	6%	215
Food Preparations	140	145	140	132	194	47%	150
Poultry Meat & Products*	152	189	187	223	167	-25%	184
Dairy Products	83	93	109	121	140	15%	109
Non-Alcoholic Beverage**	63	64	79	81	83	3%	74
Tree Nuts	111	85	90	67	78	15%	86
All Others	880	913	905	809	854	6%	872
Total Exported	3,332	3,964	3,577	3,274	3,867	18%	3,603

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

*Excludes eggs

**Excludes juices

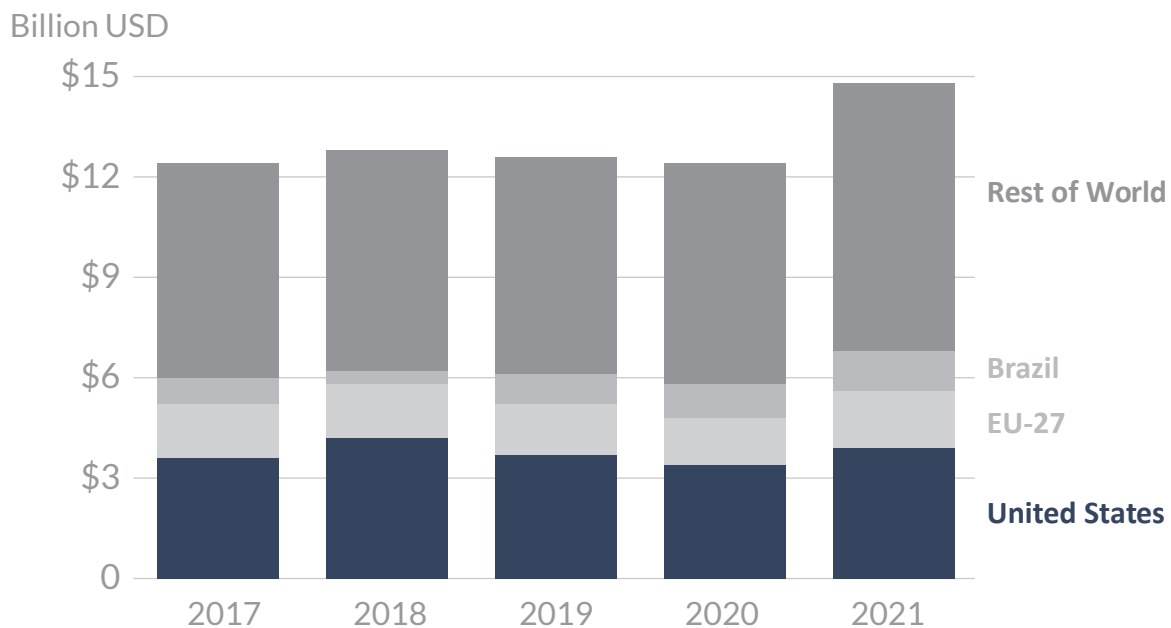
Highlights

In 2021, Taiwan was the seventh-largest destination for U.S. agricultural exports, totaling \$3.9 billion, an 18-percent increase from 2020. The United States is Taiwan's top supplier of agricultural goods with a 27-percent market share, followed by the EU27 with 16 percent. Corn had the largest export growth in 2021, as reduced competition from Brazil and higher prices helped boost U.S. export values. Higher prices also helped raise export values of soybeans and beef and beef products. Following a record year in 2020, Taiwan's poultry meat imports from the world shrank in 2021 due to high international prices, a slight expansion in domestic production, and logistical constraints. As the largest poultry supplier to Taiwan, the United States bore the brunt of the impact.

Drivers

- Higher prices helped boost U.S. export values of corn, soybeans, and beef and beef products.¹ In the case of corn, reduced competition also contributed to larger U.S. sales.
- U.S. poultry meat and product exports declined in 2021, as Taiwan’s overall demand for poultry meat contracted.
- Taiwan’s developed economy, relatively high per-capita income, and deepening ties with the United States continue to make it an important agricultural export market for U.S. producers.
- In order to stabilize high domestic prices, Taiwan temporarily lowered tariffs on beef and wheat, which encouraged imports.
- U.S. pork exports to Taiwan decreased because of certain regulatory actions implemented on January 1, 2021, including country of origin labeling measures, that negatively affected the market.

Taiwan’s Agricultural Suppliers



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

Looking Ahead

Taiwan’s successful response to the coronavirus pandemic resulted in extremely low levels of virus transmission, setting the stage for economic growth as global demand recovers. Surplus disposable income (diverted in part from lost travel opportunities), increasing culinary awareness, and demand for apparent “luxury” products provide continued opportunities to U.S. exporters in higher value agricultural commodities and consumer-oriented food products including dairy (ice cream, yogurt), confectionary (chocolate), and alcohol (wine, spirits). U.S. agricultural exports will remain strong. Further, efforts to stabilize commodity prices and lessen the burden on consumer food purchases, such as waiving business taxes and import tariffs until April 30, 2022, have encouraged imports.

¹ Effective Jan 1, 2021, Taiwan eliminated the requirement that beef be sourced from cattle less than 30 months of age.

UNITED KINGDOM

Top 10 U.S. Agricultural Exports to United Kingdom

(Values in millions of dollars)

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Wine & Related Products	227	222	243	244	195	-20%	226
Tree Nuts	212	197	211	197	173	-12%	198
Food Preparations	136	149	131	155	152	-2%	145
Distilled Spirits	187	190	112	84	107	28%	136
Ethanol (non-beverage)	16	6	45	48	102	114%	43
Essential Oils	112	103	93	89	79	-10%	95
Dextrins, Peptones, & Proteins	40	38	41	54	67	25%	48
Vegetable Oils (ex. soybean)	20	33	33	35	64	86%	37
Fresh Vegetables	84	86	77	73	63	-13%	77
Soybeans	0	109	100	60	62	3%	66
All Other	855	866	697	688	732	6%	768
Total Exported	1,888	1,998	1,782	1,726	1,798	4%	1,839

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

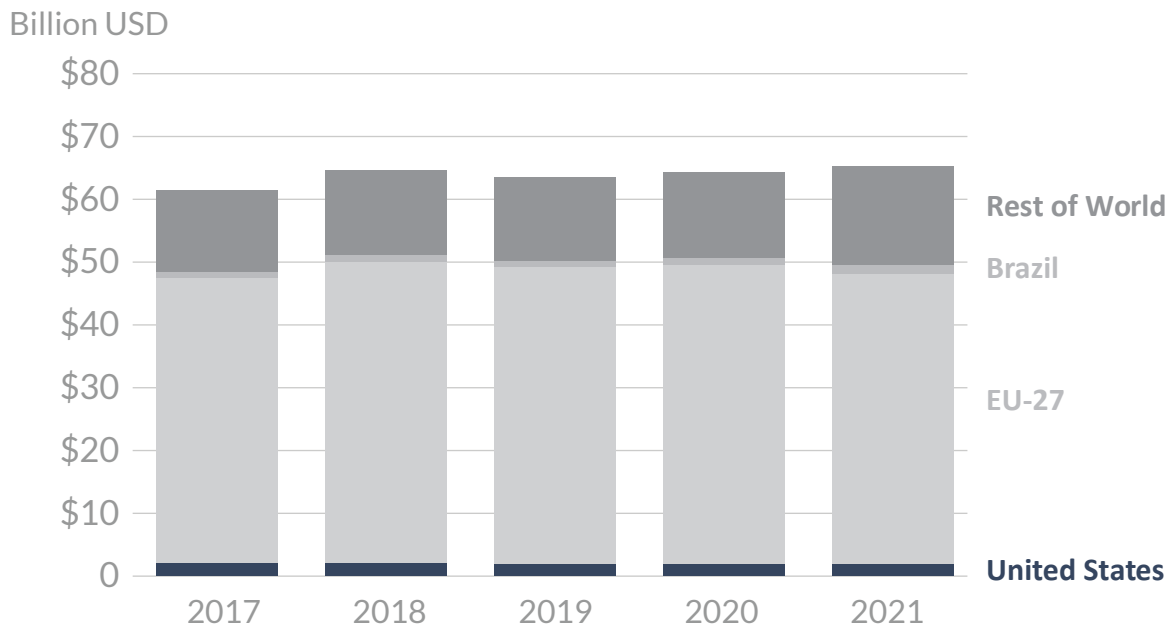
Highlights

In 2021, the UK was the 14th-largest export destination for U.S. products, importing \$1.9 billion, a slight increase over 2020. The EU is the largest supplier of agricultural goods to the UK, with 71-percent market share, followed by the United States. U.S. exports of distilled spirits and vegetable oils performed well, increasing by \$55 million and \$30 million, respectively. Commodities showing declines in 2021 were wine and wine related products, down \$49 million, and tree nuts, down \$24 million. The UK was the fifth-largest export destination for U.S. bakery goods, cereals, and pasta; fifth-largest for fresh vegetable exports; fourth largest for distilled spirit exports; second largest for wine and related product exports; fourth largest for milled grain and product exports; fourth largest for animal fats, and third largest for confectionary.

Drivers

- The UK presents strong market opportunities for many U.S. consumer-oriented products, including specialty food products, “healthy” food items, sauces, fruits, nuts, and juices.
- In 2021, U.S. exports of distilled spirits were up 28 percent from the previous year. U.S. whiskies, bourbon, vodka, and tequila showed significant growth. As restaurants and bars re-open, sales from retail and foodservice channels and distilled spirit consumption in the UK is expected to increase from 2021 onwards.
- In 2021, U.S. ethanol exports increased by 95 percent. In Fall 2021, the UK raised its fuel ethanol blend to E10 as well as its blend mandate, increasing overall demand.
- Vegetarian, vegan, and plant-based products is a trend that is rapidly expanding. The sector doubled in value between 2016 and 2020 and, in 2021, was valued at \$1.6 billion at retail.
- In 2021, sales of organic food and beverages reached \$4.2 billion an increase of 5 percent on the previous year and a 23-percent increase since 2019, making the UK the world’s ninth-largest organic market.
- Consumer-oriented food and beverage products remain the most important sector for U.S. agricultural exports to the UK, amounting to \$1 billion in 2021.

United Kingdom’s Agricultural Suppliers



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

Looking Ahead

One of the biggest trends in the UK is an increase in demand for organic food and beverages. Organic sales and online and home-delivery subscriptions models (e.g., Hello Fresh) present opportunities for U.S. exports to the UK. A study by the UK’s largest organic certifying body, the Soil Association, reported that the British

organic food and beverage market (the world's ninth largest) reached \$4.2 billion in 2021. This was an increase of 5 percent on the previous year and an increase of 23 percent since 2019. The UK and the EU have agreed to mutual recognition for organics until December 2023. However, Brexit has made trade more difficult because of additional customs checks, which makes the UK less attractive as a distribution hub for several food and agricultural products.

The wine and beer sector has continued to be negatively impacted by the COVID-19 pandemic, largely due to decreased demand for alcoholic beverages in the hospitality sectors that have experienced unforeseen closures and capacity restrictions. Uncertainty caused by the UK's exit from the EU has impacted the transatlantic wine trade, particularly because (prior to Brexit) the UK served as the major hub for bottling U.S. wine bulk shipments destined for the EU. The new Rules of Origin may be another factor that led to the decline in U.S. exports to the UK as bottling bulk wine for onward shipping incurs more duty than pre-Brexit and additional paperwork. The EU requires wet signatures for third-country wine imports despite UK-EU and U.S.-EU wine agreements accepting digital signatures. The UK has removed the VI-1 certificate for bilateral shipments, but any wine going from the United States to the EU through the UK will need one. This is pushing bulk bottling to the EU.

The United States and the EU will continue to be competitors in the UK market with the EU having advantages of proximity, integrated supply chains, and trade without import duties. In addition, the United States will also face competition from the increasing number of the UK's free trade agreement partners. U.S. products will face most favored nation tariffs which, for a number of products, exceed 25 percent. The UK's animal welfare standards remain a barrier for animal origin products.

VIETNAM

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

Commodity	2017	2018	2019	2020	2021	2020-2021 % Change	2017-2021 Average
Cotton	1,056	1,312	1,428	1,161	1,026	-12%	1,197
Soybeans	288	469	273	425	395	-7%	370
Distillers Grains	58	264	257	284	361	27%	245
Dairy Products	112	145	170	185	280	51%	178
Soybean Meal	75	305	184	70	174	149%	162
Tree Nuts	308	287	121	140	167	19%	205
Other Feeds, Meals & Fodders	82	113	114	155	158	2%	124
Corn	0	353	13	38	135	255%	108
Poultry Meat & Products (ex. eggs)	76	110	140	128	101	-21%	111
Fresh Fruit	72	102	139	135	100	-26%	110
All Others	430	595	704	641	582	-9%	590
Total Exported	2,557	4,055	3,543	3,362	3,479	3%	3,399

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

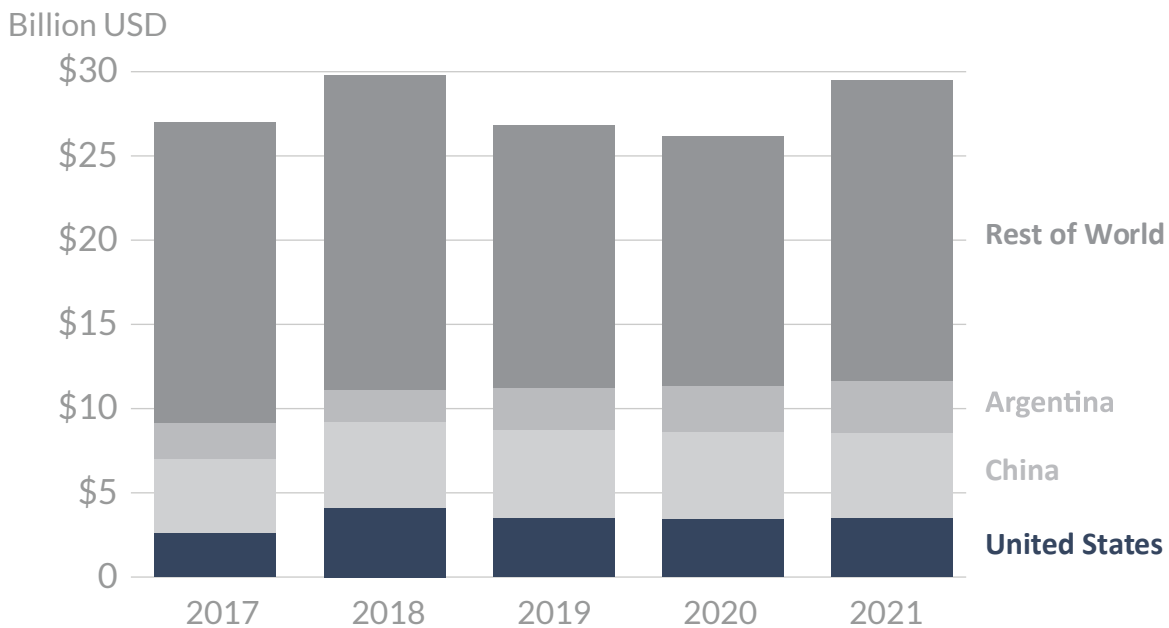
Highlights

In 2021, Vietnam was the ninth-largest export destination for U.S. products, with exports totaling nearly \$3.5 billion, a 3-percent increase over 2020. The United States is Vietnam's second largest supplier of agricultural goods, generally representing around 12 percent of the total import market. China, the largest supplier, held around 17-percent market share. For many years, cotton has been the top U.S. product exported to Vietnam by a wide margin, remaining so in 2021 despite a decline from 2020. The largest year-to-year export increase was seen in soybean meal, an \$104 million (149 percent) increase over 2020. Exports of corn, dairy products, and distillers' grains also performed well, increasing by \$97 million, \$95 million, and \$77 million, respectively. Commodities showing declines in 2021 included cotton, down \$135 million, and fresh fruit, down \$35 million. Vietnam was the 2nd-largest export destination for U.S. cotton and distillers' grains, 10th largest for soybeans, and 8th largest for dairy products.

Drivers

- Vietnam’s GDP did not decline in 2020 due to COVID like many other countries, with growth of 2.9 percent in 2020 and projected growth of 2.3 percent in 2021. However, decreases in world clothing demand has negatively affected Vietnam’s purchases of U.S. cotton. This is significant, as cotton accounts for around a third of the total U.S. agricultural export value to Vietnam.
- Exports of U.S. dairy products were particularly strong in 2021 and have been growing consistently in recent years. Much of the growth in 2021 can be attributed to increases in nonfat dry milk powder exports, followed by increases for whey and lactose.
- Vietnamese consumers continue to view U.S. food and agricultural products as safe and high quality.
- The travel and tourism sector, one of Vietnam’s most critical industries, hopes to benefit from the return of international visitors in mid-2022 after widespread COVID-19 disruptions since 2020.
- Vietnam’s agriculture sector continues to recover from an ASF outbreak, supply chain challenges due to COVID-19, and severe weather events due to climate change.

Vietnam’s Agricultural Suppliers



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

Looking Ahead

With a young, highly educated population and significant foreign direct investment, Vietnam is expected to recover quickly from the current global economic downturn. Relatively high tariffs and strong competition from countries benefitting from preferential trade agreements with Vietnam will constitute the most significant challenges to a diverse range of U.S. food and agricultural exports. Vietnam has numerous FTAs with third countries, including the Comprehensive and Progressive Agreement for Trans-Pacific Partnership, the European

Union-Vietnam FTA, and the Regional Comprehensive Economic Partnership. Currently, the United States is subject to the higher most-favored-nation tariffs, while competitors from other markets, including the People's Republic of China, Russia, Australia, Canada, New Zealand, and the EU, gain greater market share as tariffs decline under their FTAs.

U.S. raw materials that are inputs to Vietnam's textile, manufacturing, and livestock sectors face zero or low tariffs, but have seen recent growth stymied by COVID-related restrictions. Vietnam's demand for feed ingredients will continue to grow as the livestock sector benefits from an expected return of the food and hospitality sectors.

As a result of significant engagement, many agricultural trade irritants for the United States have been eliminated. Vietnam improved its meat and poultry facility registration process and restarted its approval process for biotechnology products. Vietnam also granted market access for U.S. sorghum, oranges, and blueberries. The United States continues to work on market access for U.S. grapefruit, lemons, mandarins, and stone fruit.