

# NETHERLANDS



The Netherlands is the 17th largest economy in the world but the #2 exporter of agricultural products, reflecting a highly efficient and organized system of food production, trading and infrastructure. Rotterdam is the largest port in Europe and the largest outside of Asia. Economic growth has averaged around 2.5% annually but dropped to -5.3% in 2020 due to COVID-19. Slowly recovering, it is projected to reach 3.3% in 2022 with inflation reaching 1.7%. In 2021, the U.S. exported 900,000 MT of soybeans, valued at \$440 million, a significant drop from the trend of previous years.

U.S. Soy has collaborated in the Netherlands since the 1970s.

## COUNTRY STATS

**POPULATION (2021):**

**17.4 million (Urbanization 92%)**

**POPULATION (2050):**

**~20 million**

**GDP (2020):**

**\$912.2 BILLION**

**PER CAPITA INCOME (2020):**

**USD 53,060**

## MARKET STATS

Soy usage market size by Volume, 2021

<b>Poultry</b>	483,439 MT	46.1%
<b>Dairy</b>	223,086 MT	21.3%
<b>Beef</b>	122,230 MT	11.7 %
<b>Pork</b>	109,627 MT	10.4%
<b>Eggs</b>	108,070 MT	10.3%



Netherlands Soy Basics	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21F
Soybean Imports, 1000 t (Oct-Sept)	3,831	3,379	3,804	3,678	4,239	3,800
Soybean as % of Total Oil-seed Imports	81%	71%	77%	74%	74%	71%
Soybean Crush, 1000 t Oct-Sept	3,247	2,895	3,225	3,214	3,298	3,370
Soymeal Imports, 1000 t CY	4,726	4,160	4,158	3,637	3,702	3,543
Soymeal Consumption, 1000 t (CY)	4,547	4,160	4,035	3,796	3,782	3,537
Soy oil Imports, 1000 t(CY)	90	93	88	130	119	104
Soy oil Consumption, 1000 t(CY)	217	199	150	163	166	165

## STRENGTHS

- The high quality of U.S. Soy is well known to importers and feed manufacturers. The U.S. is viewed as a reliable supplier.
- Demand for food quality soybeans will increase as consumption patterns switch to less meat and more plant protein consumption.

## OPPORTUNITIES

- Importers currently purchase Round Table on Responsible Soy (RTRS) credits to cover the quantity of soy imports. This will gradually change as the industry moves toward mass balance and certified sustainable soy vs. credits.
- The Sustainable U.S. Soy Assurance Protocol (SSAP) and sustainable practices of U.S. Soy producers create a positive advantage.
- Niche markets exist for non-genetically modified food quality beans for direct human consumption.

## CHALLENGES

- Strong pressure from some politicians and environmental NGOs to reduce the overall number of livestock which will lead to a reduction in feed demand.
- Strong preference for local protein production and desire to reduce all soy imports.
- EU Commission proposal on deforestation calls for farm level traceability with no definition of low-risk status.
- EU tolerance for genetically modified (gm) in non-GM beans is too low, creating higher risk for U.S. exporters.

Source(s):

- USDA/FAS/GATS
- International Monetary Fund
- Oil World
- IDH Soy Monitoring Report 2021

