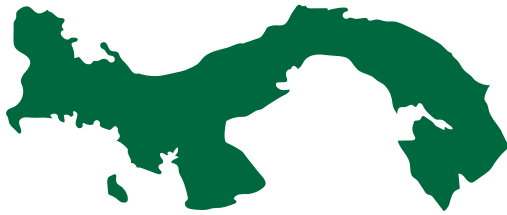


COUNTRY SNAPSHOT: PANAMA



Panama ranked as the 31st largest U.S. agricultural export market in 2020, with exports totaling \$695 million. In fiscal year 2021, U.S. agricultural and related products exports to Panama grew 27% to \$892.5 million. The country's economy is the 76th largest in the world, and 3rd largest in Central America. Panama imports all its soybean meal, about 200,000 MT per year, with demand driven by the poultry, swine and feed manufacturing sectors, which have remained stable. Improvements to the Panama Canal made in the last four years increased efficiency and capacity; still, its value added opportunities in agriculture remain untapped.

U.S. Soy has collaborated with Panama since the 1990s.

COUNTRY STATS

POPULATION (2021):
4.38 million (Urbanization – 68.41% in 2020)
POPULATION (2050):
~ 5.85 million

GDP (2021):
\$52.94 billion
AVG. ECONOMIC GROWTH (2016-2020): 0.74%
PER CAPITA INCOME (2021):
USD 11,880

MARKET STATS

Soy usage market size by Volume, 2020

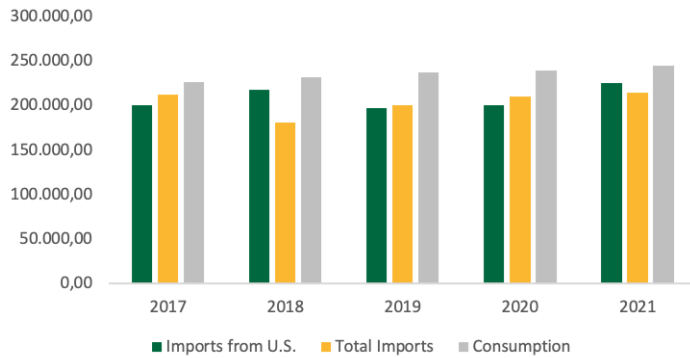
Animal Protein (total)	240,000	Pork	39,900
Poultry	161,700	Aquaculture, Cattle, other species	8,400

Soy market size vs U.S. Soy:

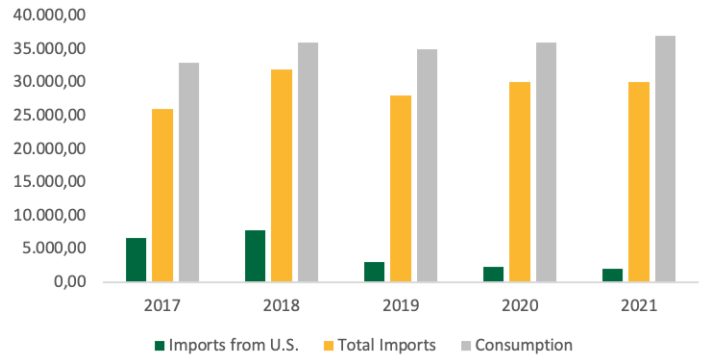
- Soy complex (whole soybean, meal, oil) 273.58 TMT.
- Whole bean 33,577 MT. U.S. Soy 33,577 MT.
- Soybean Meal 210 TMT. U.S. Soy 201 TMT.
- Soybean Oil 30,000 MT. U.S. Soy 2,286 MT.



Panama: Soybean Meal



Panama: Soybean Oil



Sources: Macro Trends, Population Pyramid, Trading Economics, World Bank, Statista, USDA FAS Panama, World in Figures, Soy and Soy Product S and D 2021-22 Marketing Year (J. Baize), Industry estimates

STRENGTHS

- Panama imports its entire soybean meal requirements of about 200 TMT per year, with demand driven by the feed manufacturing, poultry and sectors; industries were stable and even grew during the pandemic.
- Appreciation for U.S. Soy has resulted in a solid preference over other origins.
- Having a FTA with the U.S. coupled with a generally competitive freight spread makes U.S. products more competitive.
- Solid relationships with relevant industries and stakeholders across the poultry, pork, and aquaculture sectors; the latter continues to grow in shrimp and other local species.
- All sectors have benefited from technical and trade assistance and their participation in diverse events implemented by USSEC, which caters to a range of needs including nutrition, formulation, purchasing.

OPPORTUNITIES

- With market share for soybean meal close to 100%, optimization would come from increasing demand with USSEC collaborating to increase protein consumption.
- A relatively high level of per capita income and urbanization rate could mean opportunities to further collaborate and communicate on sustainability, and U.S. Soy's nutrition and health advantages.
- Industry would benefit from participating in the America's Soy Excellence Center (SEC).

CHALLENGES

- The poultry feed industry is heavily concentrated; imports of animal protein are poised to grow under the FTA with the U.S.
- Panama represents a very small soybean oil market and as such, has only marginal increases in sales opportunities. Work with processed food stakeholders could incentivize the use of soybean oil.

Source(s):

- Macro Trends
- Population Pyramid
- Trading Economics
- World Bank
- Statista
- USDA FAS Panama
- World in Figures
- Soy and Soy Product S and D 2021-22 Marketing Year (J. Baize)
- Industry estimates

