

# COUNTRY SNAPSHOT: CHINA



China is the world's #1 and Asia's #1 most populous country, and the world's 2nd largest economy. China is the world's #1 soy consumer and the #1 importer of U.S. Soy, which enables the world's #1 feed, #1 pork, #2 broiler, #1 poultry eggs, #1 aquaculture, #1 edible oil, and #1 soy food sectors.

U.S. Soy has collaborated with China since 1982.

## COUNTRY STATS

**POPULATION (2021):**

**1.4 billion (Urbanization – 64.7%)**

**POPULATION (2035):**

**~1.2 billion (Urbanization ~ 75%)**

**GDP (2021):**

**\$18 trillion**

**AVG. ECONOMIC GROWTH**

**(2016-2020 / 2017-2021): 5.77% / 6.02%**

**PER CAPITA INCOME (2021):**

**USD 5,489**

## MARKET STATS

Soy usage market size by Volume, 2021 (Est. growth by 2030)

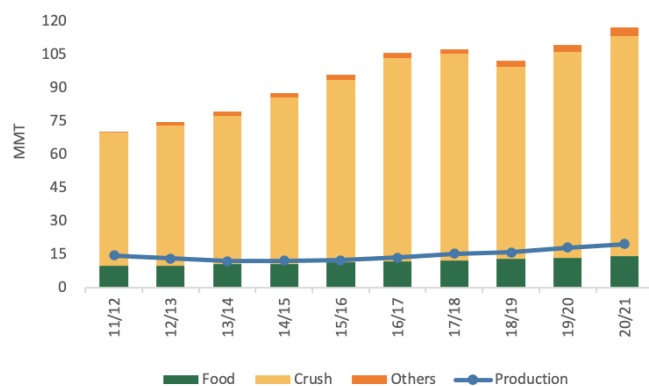
|                               |                    |                    |           |
|-------------------------------|--------------------|--------------------|-----------|
| <b>Animal Protein (total)</b> | 88.87 MMT (11.61%) | <b>Aquaculture</b> | 54.61 MMT |
| <b>Pork</b>                   | 52.96 MMT (13.25%) | <b>Oil</b>         | 17.94 MMT |
| <b>Poultry</b>                | 23.80 MMT (7.14%)  | <b>Soy food</b>    | 17.33 MMT |
| <b>Cattle &amp; Sheep</b>     | 12.12 MMT (8.58%)  |                    |           |

## Soy market size by volume, U.S. Soy volume (MY2020/21)

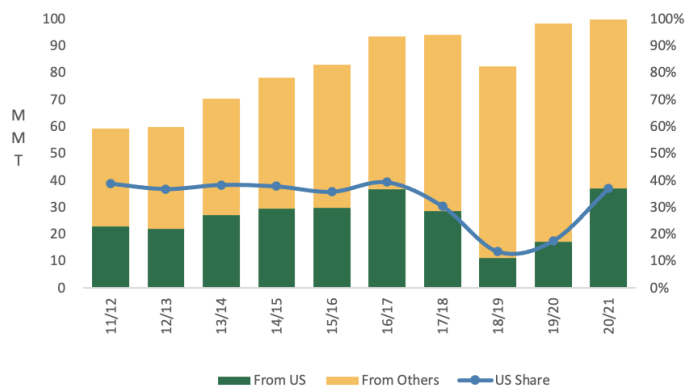
- Soy complex (whole soybean, meal, oil) 117.28 MMT. U.S. Soy 35.62 MMT
- Whole bean 117.28 MMT. U.S. Soy 35.60 MMT
- Soybean meal 76.95 MMT. U.S. Soy 27.77 MMT
- Soybean oil 18.70 MMT. U.S. Soy 6.61 MMT
- Soy food 17.33 MMT. U.S. Soy N.A. MMT



China Soybean Supply & Demand



China Soybean Imports & U.S. Share



## STRENGTHS

- Sustainable U.S. Soy Assurance Protocol (SSAP) certification is enabling sustainability practices in the animal protein, aquaculture, and full fat soy processing sectors
- USSEC is recognized as a leader with vision, innovation and solutions to address customer challenges
- USSEC regarded as a successful marketing organization for creating and expanding demand of soy in China and established as a credible industry partner for its technical and trade services.
- Customers recognize U.S. Soy's consistent quality, efficient logistics, market transparency, verified sustainability
- Soy Innovation Center being established in 2022

## OPPORTUNITIES

- Continuing urbanization and rising per capita income. Stable economic policy to drive GDP growth
- Growing demand for healthy and quality foods. Increasing demand for precision animal nutrition
- Increasing awareness of carbon footprint for feed ingredients as required by Government's commitments to Carbon Peak/Neutrality
- Emerging needs for marketing differentiation tools such as traceability and sustainability certification

## CHALLENGES

- Crude protein-based soy pricing practice
- Lack of knowledge of the true value of essential amino acids, oxidation stability index, and sustainability
- Trade policy trends to reduce U.S. dependence
- Government backed industry efforts to reduce soy inclusion rates in swine and poultry feed

Sources:

- China Statistical Yearbook, 2021 <http://www.stats.gov.cn/tjsj/ndsj/2021/indexeh.htm>
- China Ministry of Agriculture and Rural Affairs <http://english.moa.gov.cn/>
- China Statistical Bulletin, Jan. 2022
- National Grain & Oils Information Center

