COUNTRY SNAPSHOT:

CHINA

China is the world's and Asia's most populous country, and the world's second largest economy. China is the world's #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.

MARKET STATS

Soy usage market size by Volume, 2022 (Est. growth by 2030)

<table>
<thead>
<tr>
<th>Type</th>
<th>Volume (MMT)</th>
<th>Growth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Animal Protein</td>
<td>92.27</td>
<td>11.61%</td>
</tr>
<tr>
<td>Pork</td>
<td>55.41</td>
<td>13.25%</td>
</tr>
<tr>
<td>Poultry</td>
<td>24.43</td>
<td>7.14%</td>
</tr>
<tr>
<td>Cattle &amp; Sheep</td>
<td>12.43</td>
<td>8.58%</td>
</tr>
<tr>
<td>Aquaculture</td>
<td>53.94</td>
<td></td>
</tr>
<tr>
<td>Oil</td>
<td>17.94</td>
<td></td>
</tr>
<tr>
<td>Soy food</td>
<td>17.33</td>
<td></td>
</tr>
</tbody>
</table>

Soy market size by volume, U.S. Soy volume (MY2021/22)

- Soy Complex: (whole soybean, meal, oil): 108.26 MMT. U.S. Soy 29.86 MMT.
- Whole Bean: 108.26 MMT. U.S. Soy 29.86 MMT.
- Soybean Meal: 70.62 MMT. U.S. Soy 23.29 MMT.
- Soybean Oil: 16.59 MMT. U.S. Soy 5.39 MMT.
- Soy Food: 13.55 MMT. U.S. Soy 0.55 MMT.
U.S. Soy Sustainability 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 is regarded as a successful marketing organization for creating and expanding demand of soy in China and is establish as a credible industry partner for its technical and trade services.

Customers recognize U.S. Soy's consistent quality, efficient logistics, market transparency, and verified sustainability.

Soy Innovation Center to be established in 2023.

**STRENGTHS**

- 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 the government's commitment to carbon peak/neutrality.
- Emerging needs for marketing differentiation tools such as traceability and sustainability certification.

**OPPORTUNITIES**

- 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.

**CHALLENGES**

**Sources:**
- China Statistical Yearbook, 2021
- China Ministry of Agriculture and Rural Affairs
- China Statistical Bulletin, Jan. 2022
- National Grain & Oils Information Center