



COUNTRY STATS

POPULATION (2022):

17.5 million

POPULATION (2050):

~18 million

GDP (2020):

USD 1 trillion

PER CAPITA INCOME (2020):

USD 63,370

COUNTRY SNAPSHOT:

NETHERLANDS

The Netherlands is the 15th largest economy in the world but the #2 exporter of agricultural products, reflecting a highly efficient and organized system of food production, processing, trading and infrastructure. Rotterdam is the largest port in Europe and the largest outside of Asia. Economic growth jumped to 4.3% in 2022, reflecting a post post-COVID bump but is expected to decline to 0.85% in 2023 and slightly higher (1.1%) in 2024. Through November 2022, according to the USDA, the U.S. exported 624,000 MT of soybeans in the first 11 months of 2022. Exports were valued at \$372 million, a decline from the consistent volume in recent years. Strong pressure from environmental NGOs and some political parties exists to reduce overall livestock numbers for environmental reasons.

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

MARKET STATS

Soy usage market size by Volume, 2022

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

Netherlands Soy Basics	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22
Soybean Imports, 1000 t (Oct-Sept)	3,831	3,379	3,804	3,678	4,239	3,800	3,580
Soybean as % of Total Oil-seed Imports	81%	71%	77%	74%	74%	71%	76%
Soybean Crush, 1000 t Oct-Sept	3,247	2,895	3,225	3,214	3,298	3,370	3,090
Soymeal Imports, 1000 t CY	4,726	4,160	4,158	3,637	3,702	3,543	3,584
Soymeal Consumption, 1000 t (CY)	4,547	4,160	4,035	3,796	3,782	3,537	3,493
Soy oil Imports, 1000 t(CY)	90	93	88	130	119	104	88
Soy oil Consumption, 1000 t(CY)	217	199	150	163	166	165	155

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 a desire to reduce all soy imports.
- 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

