



**EL SALVADOR**  
Americas Region

## COUNTRY STATS

### POPULATION (2023):

**6.36 million** (Urbanization 75.4%)

### POPULATION (2050):

**6.64 million**

### GDP (2023):

**USD \$35.34 billion**

**AVG. ECONOMIC GROWTH (2020-2023): 2.5%**

### PER CAPITA INCOME (2023):

**USD \$5,127**

## MARKET SNAPSHOT:

# EL SALVADOR

El Salvador holds the distinction of being the smallest and most densely populated country in Central America, ranking 109th globally. Moreover, it is the 15th-largest importer of soybean cake and meal worldwide and the 3rd-largest in Central America.

U.S. Soy has collaborated in El Salvador since 1960.

## MARKET STATS

Soy Usage 2022 (est. growth by 2035/40)

<b>Animal Protein (total)</b>	252.85 TMT (72.6%)	<b>Aquaculture</b>	42.08 TMT (20%)
<b>Pork</b>	29.49 TMT (15.6%)	<b>Oil</b>	7.2 TMT (10%)
<b>Poultry</b>	136.28 TMT (26%)	<b>Soy Food</b>	3 TMT (1%)
<b>Cattle</b>	32 TMT (11%)	<b>Other (e.g. Pet Food)</b>	13 TMT (25%)

TMT=thousand metric tons

## SOY MARKET SIZE MY 2022/23

Product	Total Volume	U.S. Soy Volume	U.S. Soy % Share
Soy complex (whole soybean, meal, oil)	283.25 TMT	275.28 TMT	97.18%
Whole bean	20.20 TMT	20 TMT	99%
Soybean meal	252.85 TMT	250.330 TMT	99%
Soybean oil	7.2 TMT	5.95 TMT	95%
Soy food	3 TMT	1.2 TMT	40%

TMT=thousand metric tons

## STRENGTHS

- Two companies are using the Sustainable U.S. Soy (SUSS) label on their products.
- El Salvador is a captive market with more than 95% preference for U.S. Soy.
- Since its implementation in 2006/07, the Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) with Costa Rica, the Dominican Republic, El Salvador, Guatemala, Honduras and Nicaragua has strengthened U.S. trade with Central America.

## OPPORTUNITIES

- The government has operated under a Master Plan for Agricultural Rescue in El Salvador since 2021.
- Growth in dairy production is driven by government incentives and sanitary regulations, safeguarding against illicit cheese from Nicaragua and Honduras.
- Soybean meal, a crucial component in livestock feed, is readily available through CAFTA-DR, providing immediate access to U.S. soybean meal without tariffs or quotas.

## CHALLENGES

- Ships continue to have accessibility issues due to the Panama Canal drought.
- Regional competitors often undercut U.S. products on price.

### Sources:

- Central Intelligence Agency
- International Monetary Fund
- The World Bank
- Fondo de Poblacion de Las Naciones Unidas El Salvador
- Anuario de Estadísticas Agropecuarias

