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## **Report Name:** 2021 US Agriculture Trade to Taiwan Highlights

**Country:** Taiwan

**Post:** Taipei

**Report Category:** Agricultural Situation, Dairy and Products, Grain and Feed, Livestock and Products, Oilseeds and Products

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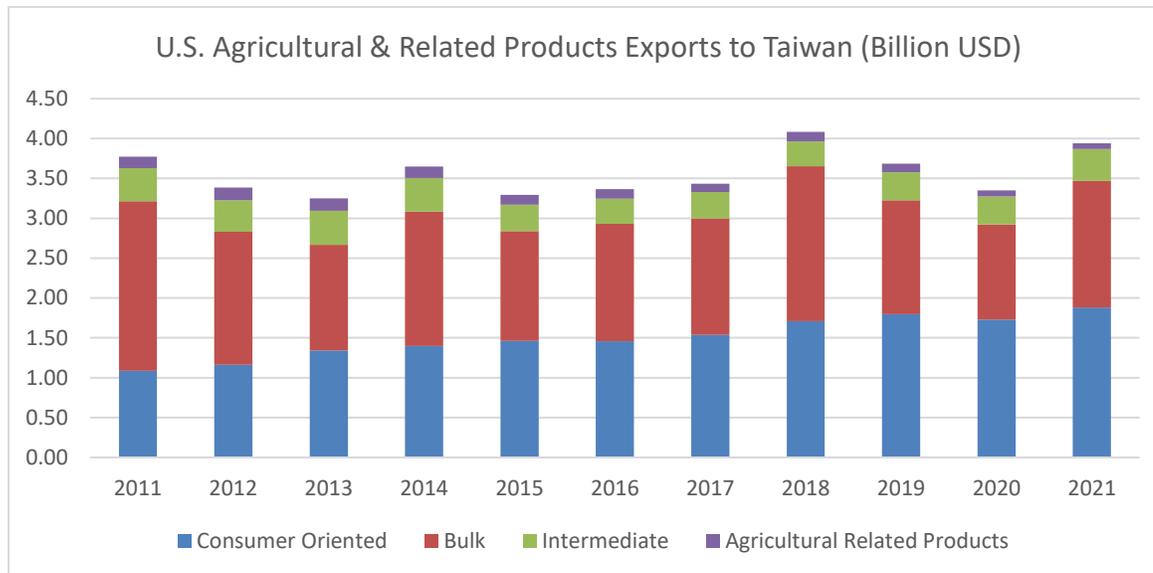
**Approved By:** Erik Syngle

### **Report Highlights:**

In 2021, the total value of U.S. agricultural and related products exported to Taiwan was \$3.94 billion, an increase of 18 percent compared to the previous year. Taiwan moved up two places to rank as the 6th largest market for U.S. agricultural exports in 2021. This was the second highest year on record behind 2018's \$4.08 billion. Products in the consumer oriented category continue to play an increasingly important role, with beef and dairy products hitting new highs year after year. Taiwan is the largest market for container shipments of U.S. soybeans (\$736 million), but the ongoing shipping container crisis is causing Taiwan buyers to increasingly favor competitors who can deliver in bulk shipments.

## 2021 U.S. Agricultural Trade to Taiwan Trade Highlights

**Figure 1: U.S. Agricultural Exports to Taiwan by BICO Category**



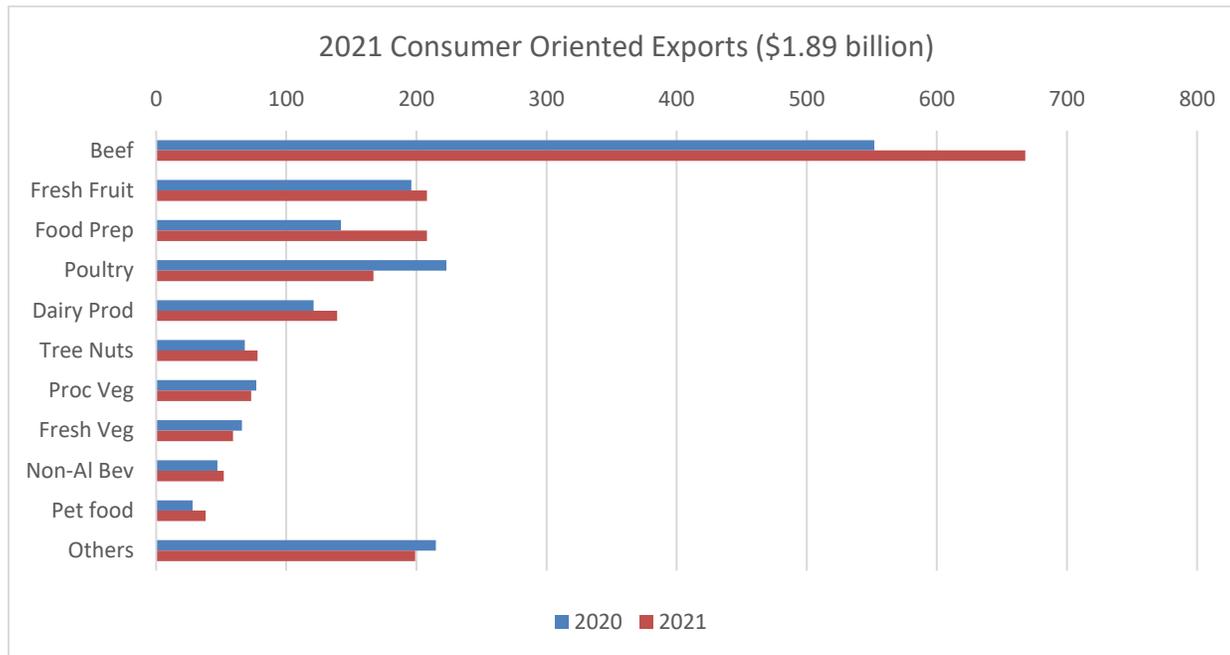
Source: U.S. Census Bureau Trade Data (BICO-6)

**Table 1: Exports by BICO Category**

Product Group	2020 (Million USD)	2021 (Million USD)	YoY Percent Change
<b>Agricultural and Related Total</b>	<b>3,349</b>	<b>3,940</b>	<b>+18</b>
Consumer Oriented	1,735	1,889	+9
Bulk	1,197	1,590	+33
Intermediate	344	390	+14
Agricultural Related	74	70	-3

Source: U.S. Census Bureau Trade Data (BICO-6)

**Figure 2: Consumer Oriented Exports**



Source: U.S. Census Bureau Trade Data (BICO-6)

**Table 2: Consumer Oriented Exports (Selected)**

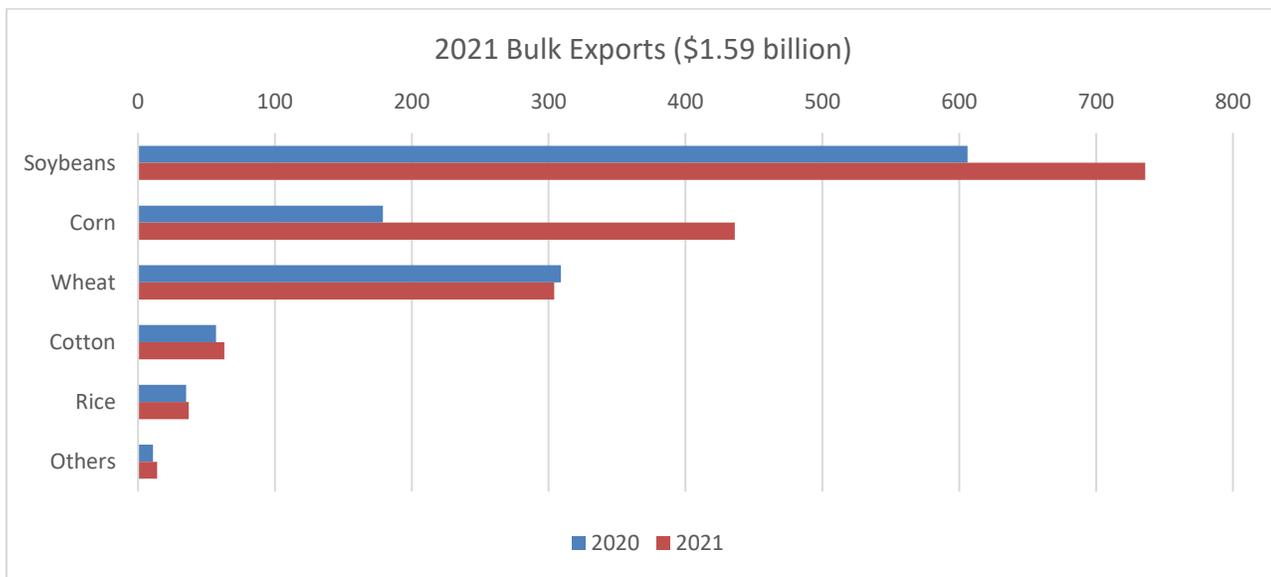
	2020 (Million USD)	2021 (Million USD)	YoY Percent Change	2021 U.S. Import market share*	2021 Component Highlights
Beef	552	668	+21	52	
Fresh Fruits	196	208	+6	30	Apples (\$74mil), Cherries (\$42 mil), Grapes (\$40mil), Peaches (\$19 mil)
Food Preps	142	208	+46	37	
Poultry	223	167	-25	89	
Dairy	121	139	+15	12	Milk (\$ 57mil), Cheese (\$ 40mil)
Tree Nuts	68	78	+15	38	Almond (\$35mil), Walnuts (\$25mil)
Proc Veg	77	73	-5	17	Potato (\$62 mil)
Fresh Veg	66	59	-11	26	Potato (\$18 mil), Cabbage/Lettuce (\$21 mil)

Source: U.S. Census Bureau Trade Data (BICO-6), \*Taiwan Customs

In recent years, the consumer oriented category has accounted for 40 to 50 percent of total U.S. agricultural exports to Taiwan. U.S. products have benefited from Taiwan’s maturing consumer base which demands high value and quality imported consumer products. Taiwan consumers generally associate U.S. origin products with premium quality. Beef and dairy have seen the biggest growth in the past ten years.

According to Taiwan Customs data, Taiwan’s total imports in the consumer-oriented category were close to \$8.4 billion in 2021. The United States retains the largest market share with 23 percent, followed by New Zealand with 10 percent (New Zealand and Taiwan have a bilateral trade agreement), Japan with eight percent, the United Kingdom with seven percent, and Australia and France both with five percent. Some notable U.S. market shares by product include 89 percent for poultry, 52 percent for beef, and 38 percent for tree nuts.

**Figure 3: Bulk Commodity Exports**



Source: U.S. Census Bureau Trade Data (BICO-6)

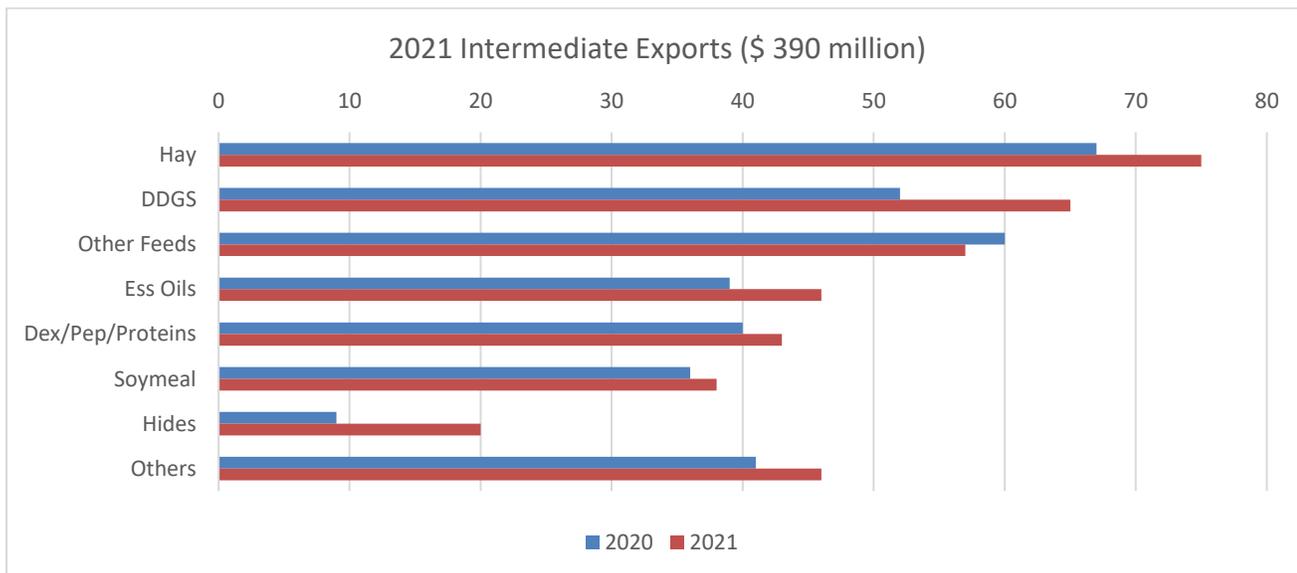
U.S. bulk commodities face strong competition from other exporters and as a result can see wide fluctuations from year to year. In 2021, Taiwan remained the largest export destination for U.S. containerized grain shipments, accounting for 18 percent of exports. Container shipping used to provide a U.S. advantage, allowing Taiwan to import regular shipments while using the free time provided at port as a temporary storage option. With the container logistics disruption in 2021, buyers have switched to purchasing more bulk vessels to secure supply when possible, which frequently favors U.S. competitors. In 2021, Taiwan purchased \$736 million of U.S. soybeans, while corn and wheat accounted

for \$435 million and \$304 million, respectively. 2018 remains the high-water mark when the bulk category reached \$1.95 billion in sales.

Taiwan’s total imports in the Bulk category reached \$4 billion in 2021. U.S. exports accounted for 41 percent of market share, with Brazil accounting for 29 percent, Argentina at nine percent, South Africa at four percent and Australia at three percent.

Soybeans and corn face strong competition from Brazil, Argentina, and South Africa (corn only). On the other hand, U.S. wheat enjoys stronger buyer loyalty. As Taiwan’s population trend looks set to decline, imports of bulk commodities are not predicted to expand significantly. U.S. products will need to explore new ways to differentiate to defend market share.

**Figure 4: Intermediate Exports**

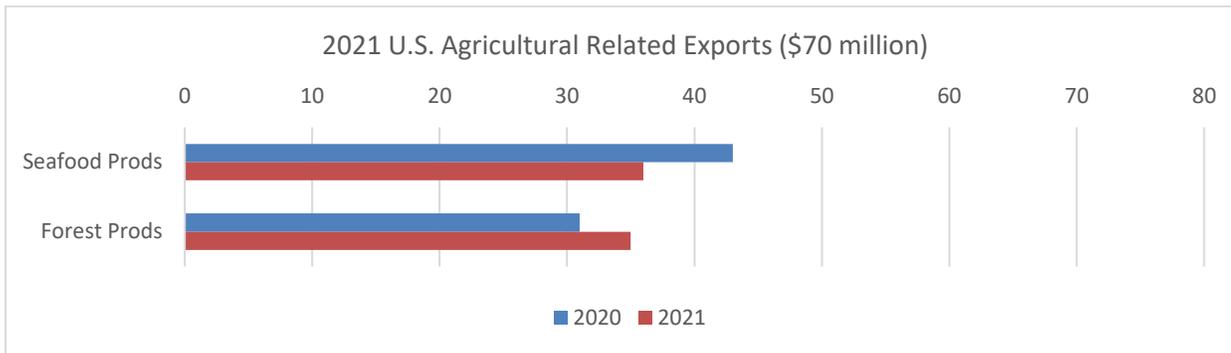


Source: U.S. Census Bureau Trade Data (BICO-6)

Hay (\$72 million, including \$35 million of alfalfa hay) and distiller dried grains and solubles (DDGS, \$65 million) are among the largest components within this category. The Other Feeds category, worth \$57 million, includes animal feed preparation (\$36 million) and corn gluten meal (\$17 million).

Taiwan’s total imports in the Intermediate category amount to \$2.4 billion in 2021. U.S. market share is at 12 percent, behind China at 16 percent, tied with Malaysia at 12 percent, followed by Australia at eight percent, and Thailand at seven percent. Notable market share for U.S. products in 2021 include 98 percent for distiller grains, 83 percent for soybean meal, and 59 percent for hay.

**Figure 5: Agricultural Related Exports**



*Source: U.S. Census Bureau Trade Data (BICO-6)*

Among the agricultural related category, Seafood Products are valued at \$38 million. The largest components are lobster (\$9 million), abalone (\$5 million), fish meats (\$4 million), and fish oil (\$4 million).

Taiwan’s total imports in the Agricultural Related category were close to \$3.3 billion in 2021. This was split between \$1.8 billion for seafood products and \$1.5 billion for forest products. The United States is a minor exporter in this category with only two percent market share.

**Attachments:**

No Attachments.