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## **Report Highlights:**

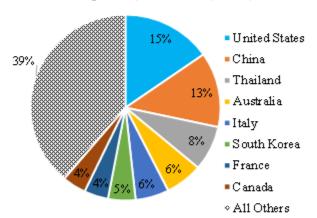
The Japanese food market was valued at \$424 billion in 2023 with retail sales accounting for \$198 billion (47 percent) and foodservice sales accounting for \$226 billion (53 percent). Japan relies on imports from other countries for the bulk of its food supply. The United States was the leading supplier of consumer-oriented agricultural products with a 15 percent market share. The Japanese market is highly competitive with consumers seeking quality, value, and convenience. This report serves as an all-in-one resource for U.S. exporters to Japan with information on the food and beverage market, business culture, consumer preferences, import regulations, trends, and the U.S.-Japan Trade Agreement. Links to additional resources are provided in the report with further details on the preceding topics.

# Market Fact Sheet: Japan

### Executive Summary:

The United States is the largest foreign supplier of food and agricultural products to an import-reliant Japan (15 percent of import market share)—the fourth largest single market for U.S. agricultural and related products in 2024 (\$13.6 billion). On January 1, 2020, the U.S.-Japan Trade Agreement (USJTA) entered into force, providing preferential tariff access for many U.S. agricultural products. Japan's food industries are well-developed and innovative in all sectors, including, retail, food service, food processing, and distribution.

## Japan Consumer-Oriented Products Imports (\$40 Billion, 2024)



### Food Processing Industry:

The \$174 billion food processing industry produces a wide variety of foods: traditional Japanese, Western, and health-oriented foods for infants and the elderly. Food processors focus on maintaining market share among traditional product lines while developing creative and innovative food products to attract consumers.

### Food Retail Industry:

In 2023, the total value of all retail food and beverage sales was \$198 billion. Supermarkets represent the bulk of the retail food sales at 74 percent and the convenience store sector accounts for approximately 15 percent of sales. Ready-to-eat meals or take-home foods represent an area of growth.

Population: 123,590,000 (Feb. 2025 est.)

GDP: \$4.0 trillion GDP/Capita: \$32,336

### Top Ten Growth Food Products

- 1) Meat Products
- Condiments and Sauces
- 3) Processed Vegetables
- 4) Other Consumer Oriented Products
- 5) Confectionary Products
- Dairy Products (Cheeses)
- 7) Tree Nuts
- 8) Fresh Fruits
- 9) Processed Fruits
- 10) Egg & Egg Related Products

### Food Industry by Channels (US\$)

Consumer-Oriented Imports
Food Processing Industry
Food Industry Gross Sales
- Retail (2023)
- Food Service (2023)
\$40 billion
\$174 billion
\$424 billion
\$198 billion
\$226 billion

### Top Ten Retailers

AEON Life Co
Seven & I Holdings H2O Retailing
Yamazaki B aking Valor Holdings
Pan Pacific International Holdings
USM Holdings
Isetan Mitsukoshi Izumi

Strength	Weakness
U.S. products are in	The negotiating and
demand and remain	decision-making
trendy.	process can take time.
Opportunity	Challenge
With USJTA, nearly	For products not
90 percent of U.S.	covered in USJTA,
products are duty	many other suppliers
free or receive	enj oy tariff
preferential tariff	concessions through
access.	other FTAs.

Data sources include: Trade Data Monitor, Japan Ministry of Finance, Japan Ministry of Economy, Trade and Industry, Japan Food Service Association. The World Factbook, The World Bank

### **Section I: Market Overview**

In 2024, Japan's gross domestic product (GDP) totaled \$4 trillion, making it the world's fourth largest economy. Due to a declining birth rate, the Japanese population (estimated at 123.6 million as of February 2025) is shrinking and steadily aging. Twenty nine percent of the population is currently over the age of 65, and this number is expected to rise to 35 percent by 2040. Japan has among the world's highest average life expectancies at 87 years for women and 81 years for men in 2023. (Sources: The World Factbook, United Nations, Statistics Bureau, Ministry of Internal Affairs and Communications, Ministry of Agriculture, Forestry and Fisheries and Ministry of Economy, Trade and Industry)

The Japanese food market was valued at \$424 billion in 2023, with retail sales accounting for \$198 billion (47 percent) and foodservice sales accounting for \$226 billion (53 percent). Japan heavily relies on imports from other countries for the bulk of its food supply. On a caloric basis, Japan's food self-sufficiency rate was 38 percent in 2023, with the remaining 62 percent derived from imported products. However, on a value basis, Japan's food self-sufficiency rate is 61 percent due to comparatively high domestic food prices. The United States is the leading agricultural products supplier with a 15 percent import market share in 2024. Japan's aging population has brought attention to healthy and functional foods, especially those with high protein content. Also, lower birth rates have led to smaller family units, increasing demand for high-quality and high-value products sold in reduced quantities per package.

## **Advantages and Challenges**

ADVANTAGES	CHALLENGES				
Reduced duties under the U.SJapan Trade Agreement	Some U.S. products face higher tariffs than competitor suppliers due to trade agreements				
	such as CPTPP and the Japan-EU EPA				
U.S. products have a high-quality reputation	Japanese consumers generally prefer domestic products over imports and are willing to pay a premium for "made in Japan"				
Perception of the United States as a reliable	Desire for Japanese importers to diversify risk by				
supplier with large production capacity	sourcing from multiple countries				
High standards for food safety and animal/plant	Strict regulatory standards for imports that				
health	sometimes exceed U.S. domestic regulations				
Diverse range of product availability from bulk	High costs for marketing in Japan and the need				
to intermediate to consumer-oriented	to adjust retail packaging for domestic market				
Increasing westernization of consumer food	Deliberate pace of business decision-making and				
preferences	the expectation of long-term involvement and				

	commitment by foreign suppliers		
different functions	Inflation and the strengthening of the U.S. dollar vis-à-vis the Japanese yen have made U.S.		
	products less price competitive		

## **Section II: Exporter Business Tips**

### **Market Research**

U.S. exporters to Japan are encouraged to review USDA Japan's reporting on commodities and sectors of interest. In addition to this report, USDA Japan annually publishes reports analyzing the retail, foodservice, and processing industries. There are also ad hoc reports on home meal replacements, health foods, organic products, and other products. All of the reports are available at <a href="https://gain.fas.usda.gov">www.usdajapan.org/market-research</a> and <a href="https://gain.fas.usda.gov">https://gain.fas.usda.gov</a>.

## **Trade Shows in Japan**

Japanese buyers often prefer to find new food and beverage products at large trade shows or specialty trade showcases instead of "cold calls" or requests for introductory meetings with individual companies. Many trade shows in Japan are well-suited for U.S. food and beverage companies. These include FOODEX Japan, Supermarket Trade Show, FABEX Kansai, and Food Style Kyushu. The Agricultural Trade Offices (ATOs) in Tokyo and Osaka often organize USA pavilions at these shows. More information on Japan-based trade shows is available at <a href="https://www.usdajapan.org/find-a-partner/trade-shows">www.usdajapan.org/find-a-partner/trade-shows</a>.

### **Business Culture in Japan**

Japanese businesspeople tend to prefer a formal approach to doing business. U.S. exporters are advised to make appointments as far in advance as possible, using e-mail rather than telephone and fax. It is important to carry business cards (*meishi*) to every engagement and present them formally with two hands. Decision making takes time in Japan so prepare for negotiations which may require several meetings to reach an agreement. Japanese buyers will likely request very detailed information on ingredients, production processes, and quality control measures.

### **Consumer Preferences**

There is a wide variety of consumer preferences in Japan. In general, Japanese consumers place high importance on food safety and quality. Many domestic producers emphasize traceability and farm-to-fork practices by placing photos of farmers on product packaging. Perhaps the most notable difference between U.S. and Japanese consumer preferences relates to product packaging sizing. Most Japanese homes are much smaller than U.S. homes and have limited storage space. As a result, Japanese food packages are small and easily stored. Large, bulk packaging is impractical, which is one of the reasons

why Japanese consumers spend a higher proportion of their income on food than most other developed nations.

### **U.S. Agricultural Trade Organizations (Cooperators)**

Approximately 40 U.S. agricultural trade organizations (cooperators) have representatives in Japan to promote U.S. products and help member companies enter the Japanese market. The full list of cooperators is available at <a href="https://www.usdajapan.org/find-a-partner/in-japan">www.usdajapan.org/find-a-partner/in-japan</a>.

### Section III: Import Food Standards, Regulations, and Procedures

## Food and Agricultural Import Regulations and Standards (FAIRS) Reports

USDA Japan annually publishes Food and Agricultural Imports Regulations and Standards (FAIRS) reports, describing requirements in Japan for imported food and beverage products. The FAIRS Country Report provides information on food-related laws and regulations for food additives, pesticides, packaging and containers, labeling, and other specific standards. The Japan FAIRS Export Certificate Report provides information on the required certificates for export to Japan. Additional export guidance is available at <a href="https://www.usdajapan.org/export-guidance">www.usdajapan.org/export-guidance</a>.

- Japan FAIRS Country Report
- Japan FAIRS Export Certificate Report

### **Shipping Samples**

It is possible for U.S. exporters to send sample products to Japan for buyer consideration. Interested U.S. exporters are advised to review the following two reports, which provide guidance for shipping small-sized individual samples and outline eligibility requirements for duty free shipments and import notification exemptions.

- Guidance on Shipping Individual Small-Sized Samples to Japanese Buyers
- General Instructions for Shipping Product Samples to Japan

## **U.S.-Japan Trade Agreement**

The U.S.-Japan Trade Agreement (USJTA) entered into force on January 1, 2020. Following implementation of the USJTA, nearly 90 percent of U.S. food and agricultural products imported into Japan are duty free or receive preferential tariff access. USDA Japan has developed a series of product briefs, providing concise overviews of how the USJTA affects certain product groups. The full list of product briefs as well as other information on the USJTA is available at <a href="www.usdajapan.org/usjta">www.usdajapan.org/usjta</a>. Tariff treatment for agricultural products is searchable on the <a href="USDA Agricultural Tariff Tracker">USDA Agricultural Tariff Tracker</a> and may also be found in Japan's <a href="Customs Tariff Schedule">Customs Tariff Schedule</a>.

#### Section IV: Market Sector Structure and Trends

#### Market Sectors

#### Retail

In 2023, the total value of all retail food and beverage (F&B) sales in Japan totaled \$198 billion. As the market continues to transition to a post-COVID-19 environment, retailers and food and beverage manufacturers have reacted to high inflation by implementing broad price increases on many food and beverage products. Supermarkets represent the bulk of the retail food sales at 45 percent and the convenience store sector accounts for approximately 29 percent of sales. Ready-to-eat meals or takehome foods represent a continuing area of growth. For details, see the USDA Japan Retail Foods Report.

### HRI Food Service

In 2023, total sales for the Japan food service industry increased 9 percent, totaling nearly \$226.2 billion. The sector's recovery is largely attributed to the strong rebound in tourism, with visitors to Japan exceeding 25 million, boosting the recovery in restaurant sales across all categories. The Japanese food service industry will continue to depend on imported foods, and the United States is well positioned to continue supplying this segment. For details, see the USDA Japan Food Service HRI Report.

### Food Processing

In 2024, the food processing sector experienced a 3.9 percent increase in the value of food produced, totaling \$174 billion. The 2024 average rate of price increases was 17 percent, marking a record-high year for price hikes, surpassing the 2023 level of 15 percent for 32,396 product items. The cumulative number of food price increases in 2024 reached 15,520 items, a 60 percent decrease compared to 2023. The rates of price increases by food category are as follows: ingredients such as wheat flour, beverages including alcoholic, confectionery such as chocolate products, seasonings, processed foods such as ham and sausage, dairy products, and bread. This was directly attributed to increased inflation coupled with a weakened yen versus the dollar rate.

For details, see the USDA Japan <u>Food Processing Ingredients Report</u>.

#### **Market Trends**

### Health Claims

According to the well-respected Japanese think-tank *Yano Research Institute Ltd.*, Japan's fiscal year 2023 health food market size (based on manufacturer shipment value) was estimated at \$9.1 billion, and it is projected to remain at a similar level for fiscal year 2024. In 2023, the market grew by 6.6 percent year-on-year. This growth was supported by consumers' health consciousness, increased demand due to the recovery in shopping foot traffic, and a surge in thirst-quenching beverage consumption during the

record-breaking heatwave. Price hikes also contributed to the overall market expansion. Among functional claims, sleep support continued to attract strong interest, with the market growing approximately 1.5 times compared to the previous year. In addition, sugar-free tea and vitamin/mineral replenishment drinks performed well, driven by heightened demand for hydration.

In 2024, categories with large market sizes - such as fat and cholesterol reduction and immune support demonstrated solid growth. The market is expected to increase by 1.9 percent year-on-year to reach \$180 billion. Although the previously rapid growth in the sleep support market segment has calmed, continuing consumer education about sleep quality and duration is expected to sustain stable demand. As of December 2024, major new trends significantly impacting consumer behavior have not emerged. However, given ongoing consumer focus on health consciousness and inflation-related price sensitivity, health and functionality remain promising value propositions in contrast to strategic low pricing.

#### Meal Kits

Driven by social factors such as a declining birthrate, an aging population, and substantial female workforce participation, food delivery services have been increasing year by year. The food delivery market saw a rapid expansion in FY2020 due to heightened demand during the COVID-19 pandemic. The pandemic served as a catalyst for food delivery services to become embedded in consumers' daily lives. As products and services have expanded, competition has intensified across different industries and amongst various business formats.

Meal kits—sets that include recipes (menus) along with the exact amount of ingredients needed for a specified number of servings—have maintained strong demand. Meal kits that include pre-cut meats and vegetables along with seasonings have become mainstream, catering to the needs of modern consumers who lack the time for meal planning, grocery shopping, and cooking. While meal kits were traditionally considered a product category within the prepared food (side dish) delivery market, in recent years, new entrants from different sectors—such as consumer co-ops and online supermarkets—have broadened the variety and improved the quality of the offerings. The main users are households with children or dual-income families seeking to reduce time spent on housework. However, demand is also increasing among elderly households that find shopping and cooking physically challenging. Demand is also increasing for single-person households who are inexperienced in cooking or looking for time-saving options.

At the same time, in the frozen food market, various companies are introducing complete frozen meals such as ready-made *bento* boxes. The market for these one-plate meals is steadily expanding. The meal kit (home delivery) market is expected to exceed \$1.9 billion in fiscal year 2024. If frozen meals from the frozen food segment are included, the market size becomes even larger.

Product Trends

Ready-to-Eat Market

Following the COVID-19 pandemic and combined with the increasing number of Japanese dual-income households, keywords such as "time-efficiency" and "convenience" have become more prominent. As a result, Japan's *ready-to-eat* market - including prepared foods, meal kits, and frozen foods - has been performing well. According to the Japan Delicatessen Association, the deli market by business type shows that convenience stores, which hold the top market share at 31.2 percent, reached \$35.2 billion, a 1.7 percent increase from the previous year. Supermarkets, which rank second with a 30 percent share, grew by 3.9 percent from the previous year to \$33.9 billion. Specialty deli stores, in third place with a 27.2 percent share, recorded a 4.4 percent increase from the previous year, reaching \$30.7 billion. Meal kits and frozen foods are trending away from single-ingredient sales toward complete one-plate meals. In particular, the frozen food market has grown for three consecutive years, reaching a market size of \$12.5 billion in 2023. For more details about frozen food, see the USDA Japan GAIN Market Updates for Japan's Frozen Food Industry.

### Plant-Based Food (PBF)

An increasing number of Japanese companies are entering the plant-based food (PBF) market as part of their sustainability initiatives. In particular, foodservice-related PBF products are gaining traction, driven by the recent relaxation of COVID-19 restrictions and border control measures, which have led to recoveries in both dining-out demand and inbound tourism. As a result, PBF adoption is accelerating across the restaurant industry, hotels, and other accommodation sectors.

A Japanese media outlet provided research that the domestic PBF market is projected to reach \$730 million by fiscal year 2025, nearly three times the size of the \$265 million market in FY2020. This rapid growth is largely fueled by the perception of Japanese consumers that PBFs are part of "ethical consumption." In the plant-based food (PBF) sector, the beverage category has seen particularly strong growth in recent years. While soy milk traditionally dominated the category, almond milk and oat milk have been steadily increasing their respective market share year by year. As of 2024, the almond milk category has reached approximately \$142 million in value, which is 30 times larger than it was a decade ago. Oat milk has also grown significantly, reaching \$51 million in value and, as major companies have entered the space, consistently achieving mainstream acceptance.

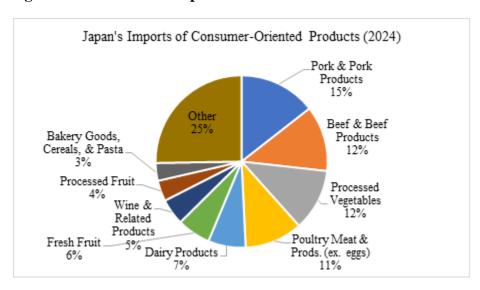
#### **Functional Products**

According to a Japanese consulting company, "foods with functional claims" (FFC) have continued to grow significantly, driven by the popularity of health claims related to sleep. For example, the "Yakult 1000" product, in addition to the ongoing trend of reformulating existing products like unsweetened teas and drinkable yogurts into FFCs. Although growth is expected to slow in 2024 because the sleep-related FFC product boom has been waning, the category's expansion is projected to continue. Products for immune function and stress relief continue to experience high growth. However, as the market approaches saturation, many companies are shifting their focus from acquiring new customers to fostering mid- to heavy users. The market size is substantial and currently valued at \$73 billion, marking a 5.2 percent increase compared to 2023. Notably, fatigue reduction products have seen strong growth,

with the market reaching \$347 million, marking a 45.8 percent increase year-on-year. These products typically promote fatigue relief through emphasizing ingredients such as citric acid, amino acids, and acetic acid. The number of FFC notifications has increased significantly since 2020.

Section V: Agricultural and Food Imports

## **Agricultural and Food Import Statistics**



Source: Japan Customs

Note: Categories defined using BICO-6, excluding manufactured tobacco

## **Top Prospects for High-Value, Consumer-Oriented Products**

### **Beef and Beef Products**

In 2024, the United States exported \$1.86 billion of beef products to Japan, making Japan the second largest overseas market for U.S. beef after South Korea. 2024 imports increased by 3.1 percent from the previous year. Continuing inflation in Japan negatively impacted domestic and imported Japanese beef consumption in 2024, but strong demand from inbound tourists has prevented consumption from weakening heavily. FAS/Tokyo projects that imports will slightly increase in 2025, bolstered by the continuing strong demand from inbound tourism. For more information on the Japanese beef market, see the USDA Japan <u>Livestock and Products Annual Report</u>.

#### Pork and Processed Pork Products

In 2024, the United States exported \$1.38 billion of pork products to Japan, making Japan the second largest overseas market for U.S. pork after Mexico. However, 2024 imports decreased by 1.7 percent from the previous year. FAS/Tokyo projects Japan's 2025 pork imports to be unchanged from 2024. Given uncertainties in the Japanese yen and U.S. dollar currency exchange rate, importers are limiting

their order volumes to short-term quantities that cannot be met through domestic production. For more information on the Japanese pork market, see the USDA Japan <u>Livestock and Products Annual Report</u>.

## **Processed Vegetables**

In 2024, the United States exported \$639 million of processed vegetable products to Japan, making Japan the third largest overseas market after Canada and Mexico. 2024 imports increased by 5.2 percent from the previous year, reaching the highest export value since 1970. Additionally, unfavorable weather conditions in Japan continued in 2024, impacting the quality and quantity of the domestic vegetable supply, while being a factor in increased imports of processed vegetables for the fourth consecutive year. For additional information, see the following reports: Record Heat Stifles Japanese Vegetable Production and Fresh Vegetable Market Update 2024. In short, frozen food demand in retail and food service, including vegetables, is continuing to rise.

## Dairy Products

In 2024, the United States exported \$394 million of dairy products to Japan, making it the fourth largest export market. 2024 imports increased by 1.9 percent from the previous year. The United States is the second largest exporter of dairy products to Japan after New Zealand. Also, the United States is the third largest country exporter of cheese after New Zealand and Australia. FAS/Tokyo projects that Japan's 2025 fluid milk production will decline, primarily due to a decrease in the dairy cow population. However, the production of butter and non-fat dry milk is expected to be stable, resulting from a surplus of milk because of weak demand for fluid milk. Butter demand, particularly in the confectionery sector, has been bolstered by inbound tourism, leading FAS/Tokyo to forecast an increase in butter imports for both 2024 and 2025. While cheese consumption remains stable, it is not robust enough to drive significant production growth. For more information on the Japanese dairy market, see the USDA Japan Dairy Products Annual Report.

### Tree Nuts

In 2024, the United States exported \$335 million of tree nut products to Japan, making Japan the twelfth largest overseas market. U.S. export value of tree nut products to Japan in 2024 increased by 2.4 percent from the previous year. The United States continued to be the top source of tree nut imports to Japan with a 46 percent market share by value. On the other hand, U.S. export volume of tree nuts to Japan has dropped 2.0 percent in 2024 from the previous year, but the demand in the market of tree nuts as healthy snacks remains. For more information on the Japanese tree nut market, see the USDA Japan Tree Nuts Market in Japan Report.

### **Section VI: Key Contacts and Further Information**

More information, including contact information for all four USDA offices in Japan, is available on

<u>www.usdajapan.org</u>. For a list of relevant Japanese government agencies, please see the <u>Japan FAIRS</u> <u>Country Report</u>

U.S. Embassy Office of Agricultural Affairs Phone: +81 3 3224 5102

Physical Address: 1-10-5 Akasaka, Minato City, Email: agtokyo@usda.gov

Tokyo 107-8420, Japan

http://www.fas.usda.gov

## Appendix I



Export Market: \*Japan\*

U.S. Exports of Agricultural & Related Products to \*Japan\* CY 2018 - 2024 (in millions of dollars+)



		Calendar Years (Jan-Dec)						% Change
Product	2018	2019	2020	2021	2022	2023		2023-24
Bulk Total	4.904.0	4.048.8	3.983.7	5.642.7	6.189.8	4.653.7	4.782.7	2.8
Wheat	717.0	609.2	634.6	702.2	915.9	691.6	582.8	-15.7
Corn	2.813.0	2.011.2	1.855.5	3.188.9	2.994.9	2.072.3	2.774.6	33.9
Coarse Grains (excl. com)	83.0	63.1	58.2	7.3	13.4	12.5	11.2	-10.1
Rice	232.0	275.3	260.7	289.1	293.2	414.0	295.7	-28.6
Sovbeans	927.0	970.7	1.069.5	1.353.4	1.825.1*	1.368.2	1.000.1	-26.9
Oilseeds (excl. sovbean)	22.0	16.1	18.6	13.3	15.3	13.7	21.0	53.6
Cotton	48.0	45.0	38.5	39.7	76.4	33.4	37.6	12.8
Pulses	9.0	8.7	6.7	4.3	6.7	4.1	4.6	11.6
Tobacco	1.0	0.2	0.4	3.2	0.0	0.1	0.0	-66.6
Other Bulk Commodities	52.0	49.4	41.0	41.1	48.9	43.9	55.2*	25.7
Intermediate Total	1,438.0	1,515.4	1,377.1	1,526.1	1,646.9	1,318.0	1,242.3	-5.7
Milled Grains & Products	17.0	14.9	19.5	22.3	23.7	19.9	20.5	3.1
Soybean Meal	147.0	139.1	96.4	133.1	170.0	110.3	125.1	13.4
Soybean Oil	6.0	5.5	3.0	1.9	1.9	0.2	0.2	-3.7
Vegetable Oils (excl. soybean)	23.0	22.3	19.4	16.9	21.2	16.2	15.6	-3.9
Animal Fats	3.0	1.8	3.2	1.0	1.3	2.1	1.2	-42.4
Live Animals	59.0	73.6	59.3	93.5	64.2	45.8	59.6	30.1
Hides & Skins	16.0	13.1	3.6	10.0	10.6	7.4	6.9	-5.8
Нау	426.0	490.5	484.8	511.7	498.7	368.5	352.1	-4.5
Distillers Grains	99.0	108.1	94.4	113.8	162.1*	124.6	117.2	-5.9
Other Feeds, Meals & Fodders	222.0	209.2	196.8	199.4	216.9	238.1	167.4	-29.1
Ethanol (non-bey.)	13.0	10.1	8.4	0.9	3.7	0.5	3.8	740.5
Planting Seeds	65.0	71.7	58.9	62.6	75.5	55.6	63.7	14.5
Sugar, Sweeteners, Bev. Bases	52.0	53.8	44.9	51.1	58.3	50.7	42.3	-16.5
Dextrins. Peptones, & Proteins	84.0	76.9	81.9	102.6	100.4	63.0	60.3	-4.3
Essential Oils Other Intermediate Products	119.0 86.0	112.5 112.2	92.3 110.3	84.7 120.6	92.4 148.0*	99.3 117.8	87.2 119.2	-12.1 1.2
Consumer Oriented Total	6,797.0	6.436.3	6.367.9	7.016.8	6.841.9	5.917.2	5.958.2	0.7
Beef & Beef Products	2,102.0	1,950.3	1,940.6	2.355.3*	2,335.3	1,811.4	1.867.7	3.1
Pork & Pork Products	1,631.0	1,523.4	1,622.9	1,691.7	1,478.1	1,406.1	1,382.1	-1.7
Poultry Meat & Prods. (excl. eggs)	69.0	52.5	27.0	35.3	28.5	32.8	27.6	-15.9
Meat Products NESOI	92.0	98.2	82.3	93.2	89.4	89.6	100.2	11.8
Eggs & Products	48.0	38.2	39.6	49.1	46.7	54.8	40.4	-26.2
Dairy Products	269.0	282.0	322.4	373.0	520.5°	387.3	394.6	1.9
Fresh Fruit	319.0	323.2	314.4	299.5	228.4	216.1	199.1	-7.9
Processed Fruit	177.0	144.7	145.1	158.3	162.4	114.9	123.9	7.8
Fresh Vegetables	109.0	77.7	57.0	72.0	44.1	44.5	46.0	3.3
Processed Vegetables	509.0	508.7	475.2	477.4	528.9	607.3	639.0°	5.2
Fruit & Vegetable Juices	116.0	108.1	85.7	85.0	84.8	69.4	56.4	-18.8
Tree Nuts	434.0	416.0	386.0	437.2	401.3	327.6	335.4	2.4
Confectionery	7.0	4.9	4.3	5.9	10.1	10.8	9.2	-14.6
Chocolate & Cocoa Products	43.0	42.0	34.8	35.5	33.9	27.4	25.9	-5.2
Bakery Goods, Cereals, & Pasta	91.0	84.4	85.7	86.5	90.9	76.2	88.6	16.2
Food Preparations	207.0	173.8	175.5	189.0	155.4	89.1	114.0	28.0
Condiments & Sauces	53.0	58.1	55.0	65.7	67.0	61.3	80.1*	
Non-Alcoholic Bev. (excl. juice)	132.0	125.6	123.5	123.8	119.1	104.0	81.6	-21.5
Beer	10.0	15.8	18.1	13.1	9.3	5.7	4.6	-19.6
Wine & Related Products	93.0	92.4	79.6	84.8	109.3	89.6	79.9	-10.9
Distilled Spirits	118.0	138.6*	125.6	118.5	112.9	122.5	101.8	-16.9
Nursery Products & Cut Flowers	4.0	3.5	2.7	3.2	3.3	3.1	2.8	-10.1
Dog & Cat Food	120.0	130.4	118.7	118.7	135.2	122.3	110.8	-9.4
Other Consumer Oriented	46.0	49.7	46.3	45.2	47.3	43.2	46.5	7.5
Agricultural Related Products	1.681.0	1.385.3	1.205.9	1.382.9	1.652.7	1.544.8	1.294.3	-16.2
Biodiesel & Blends > B30	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Forest Products	821.0	695.4	627.6	700.4	944.2	887.9	726.2	-18.2
Seafood Products	860.0	689.9	578.3	682.5	708.5	656.9	568.1	-13.5
Agricultural Products	13,140.0	12,000.5	11,728.7	14,185.6	14,678.6*	11,888.9	11,983.3	0.8
Agricultural & Related Products	14,821.0	13,385.8	12,934.7	15,568.5	16,331.3	13,433.8	13,277.5	-1.2

Prepared By: Trade & Economic Analysis Division/GMA/FAS/USDA Source: U.S. Census Bureau Trade Data

Biodiesel aggregate includes only higher-level and pure biodiesel HTS chapter 38 codes; biodiesel blends below 30% by volume (aka. petroleum oils containing biodiesel) found in chapter 27 are excluded.

<sup>\*</sup> Denote Highest Export Levels Since at Least CY 1970 www.fas.usda.gov/GATS GATSHelp@fas.usda.gov

# **Attachments:**

No Attachments