**U.S. Beef and Beef Product Exports and Trade Promotion Authority**

**Importance of Foreign Markets**

**U.S. Beef and Beef Product Exports**

<table>
<thead>
<tr>
<th>Year</th>
<th>Billions $</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>3</td>
</tr>
<tr>
<td>2011</td>
<td>4.5</td>
</tr>
<tr>
<td>2012</td>
<td>5</td>
</tr>
<tr>
<td>2013</td>
<td>6.5</td>
</tr>
<tr>
<td>2014</td>
<td>8</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau Trade Data

**Export Market Reliance**

**Beef Exports as a % of Production**

- **89%** Domestic Consumption
- **11%** Exported

2013/2014

Source: USDA/PS&D database

**U.S. Beef and Beef Product Exports Can Face Tariffs as High as:**

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>111%</td>
</tr>
<tr>
<td>Japan</td>
<td>100%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>15%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>35%</td>
</tr>
</tbody>
</table>

WTO Bound Rates

**Preferential Trade Agreements Worldwide**

**Top 10 Export Markets – 2014**

1. Japan - $1.6 billion
2. Mexico* - $1.2 billion
3. Hong Kong - $1.2 billion
4. Canada* - $1.0 billion
5. South Korea* - $847 million
6. Taiwan - $293 million
7. EU - $275 million
8. Egypt - $150 million
9. Chile* - $65 million
10. UAE - $63 million

*FTA

Source: U.S. Census Bureau Trade Data
U.S. Corn Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>44%</td>
</tr>
<tr>
<td>Japan</td>
<td>87%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>5%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>30%</td>
</tr>
</tbody>
</table>

Source: USDA/PS&D database

Top 10 Export Markets – 2014
1. Japan - $2.7 billion
2. Mexico* - $2.3 billion
3. South Korea* - $1.0 billion
4. Colombia* - $892 million
5. Egypt - $595 million
6. Peru* - $472 million
7. Taiwan - $402 million
8. EU - $272 million
9. Venezuela - $250 million
10. Saudi Arabia - $239 million

*FTA

Source: U.S. Census Bureau Trade Data

May 11, 2015
**Top 10 Export Markets – 2014**

1. Japan - $2.7 billion  
2. Mexico* - $2.3 billion  
3. South Korea* - $1.0 billion  
4. Colombia* - $892 million  
5. Egypt - $595 million  
6. Peru* - $472 million  
7. Taiwan - $402 million  
8. EU - $272 million  
9. Venezuela - $250 million  
10. Saudi Arabia - $239 million  

*FTA

**Source:** U.S. Census Bureau Trade Data
U.S. Dairy Product Exports and Trade Promotion Authority

Importance of Foreign Markets

U.S. Exports of Dairy Products

- Rest of the World
- Current Free Trade Agreements

Top 10 Export Markets – 2014

1. Mexico* - $1.6 billion
2. China - $697 million
3. Canada* - $591 million
4. Philippines - $423 million
5. South Korea* - $417 million
6. Japan - $407 million
7. Indonesia - $277 million
8. Vietnam - $265 million
9. Malaysia - $182 million
10. Saudi Arabia - $178 million

*FTA

Source: U.S. Census Bureau Trade Data

Source: U.S. Dairy Export Council/USDA PS&D database

Export Market Reliance

Dairy Exports as a % of Production

- 15% Exported
- 85% Domestic Consumption

2013/2014

Source: U.S. Dairy Export Council/USDA PS&D database

U.S. Dairy Product Exports Can Face

Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>314%</td>
</tr>
<tr>
<td>EU</td>
<td>4379%</td>
</tr>
<tr>
<td>Japan</td>
<td>660%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>55%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>35%</td>
</tr>
</tbody>
</table>

WTO Bound Rates

Source: U.S. Census Bureau Trade Data
U.S. FRUIT EXPORTS AND TRADE PROMOTION AUTHORITY

Importance of Foreign Markets
U.S. Fruit Exports

- Rest of the World
- Current Free Trade Agreements

Bilions $

Source: U.S. Census Bureau Trade Data

Export Market Reliance
Fruit Exports as a % of Production

- % Exported
- % Domestic Consumption

Source: USDA/PS&D database *Includes nectarines

U.S. Fruit and Fruit Product Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>14435%</td>
</tr>
<tr>
<td>Japan</td>
<td>72%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>20%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>40%</td>
</tr>
</tbody>
</table>

Source: USDA/PS&D database *Includes nectarines

 Preferential Trade Agreements Worldwide

Source: U.S. Census Bureau Trade Data

Top 10 Export Markets – 2014
1. Canada* - $2.3 billion
2. Mexico* - $706 million
3. Japan - $493 million
4. EU - $479 million
5. South Korea* - $431 million
6. Hong Kong - $374 million
7. Taiwan - $250 million
8. Australia* - $198 million
9. China - $181 million
10. Vietnam - $113 million

*FTA

Source: U.S. Census Bureau Trade Data

May 11, 2015
U.S. PORK AND PORK PRODUCT EXPORTS AND TRADE PROMOTION AUTHORITY

Importance of Foreign Markets
U.S. Pork and Pork Product Exports

Export Market Reliance
Pork Exports as a % of Production

U.S. Pork and Pork Product Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>70%</td>
</tr>
<tr>
<td>Japan</td>
<td>387%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>168%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>30%</td>
</tr>
</tbody>
</table>

Source: USDA/PS&D database

Top 10 Export Markets – 2014
1. Japan - $1.9 billion
2. Mexico* - $1.6 billion
3. Canada* - $905 million
4. China - $477 million
5. South Korea* - $444 million
6. Hong Kong - $300 million
7. Australia* - $182 million
8. Russia - $137 million
9. Colombia* - $134 million
10. Philippines - $104 million

*FTA

Source: U.S. Census Bureau Trade Data

Preferential Trade Agreements Worldwide

出口市场依赖
猪肉出口占生产比例

美国猪肉和猪肉产品的出口
可能面临的关税高达:

<table>
<thead>
<tr>
<th>市场</th>
<th>关税</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>70%</td>
</tr>
<tr>
<td>日本</td>
<td>387%</td>
</tr>
<tr>
<td>马来西亚</td>
<td>168%</td>
</tr>
<tr>
<td>越南</td>
<td>30%</td>
</tr>
</tbody>
</table>

WTO规定的关税

主要出口市场 - 2014
1. 日本 - 19亿美元
2. 墨西哥* - 16亿美元
3. 加拿大* - 9.05亿美元
4. 中国 - 4.77亿美元
5. 韩国* - 4.44亿美元
6. 香港 - 3.00亿美元
7. 澳大利亚* - 1.82亿美元
8. 俄罗斯 - 1.37亿美元
9. 哥伦比亚* - 1.34亿美元
10. 菲律宾 - 1.04亿美元

*FTA

来源：美国农业部贸易数据

贸易协定的偏好

出口市场重要性
美国猪肉和猪肉产品出口

出口市场依赖
猪肉出口占生产比例

美国猪肉和猪肉产品的出口
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</thead>
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<tr>
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<td>387%</td>
</tr>
<tr>
<td>马来西亚</td>
<td>168%</td>
</tr>
<tr>
<td>越南</td>
<td>30%</td>
</tr>
</tbody>
</table>

WTO规定的关税

主要出口市场 - 2014
1. 日本 - 19亿美元
2. 墨西哥* - 16亿美元
3. 加拿大* - 9.05亿美元
4. 中国 - 4.77亿美元
5. 韩国* - 4.44亿美元
6. 香港 - 3.00亿美元
7. 澳大利亚* - 1.82亿美元
8. 俄罗斯 - 1.37亿美元
9. 哥伦比亚* - 1.34亿美元
10. 菲律宾 - 1.04亿美元

*FTA

来源：美国农业部贸易数据
U.S. POULTRY AND POULTRY PRODUCT EXPORTS AND TRADE PROMOTION AUTHORITY

Importance of Foreign Markets
U.S. Poultry and Poultry Product Exports

Source: U.S. Census Bureau Trade Data; Excludes eggs and egg products

Export Market Reliance
Poultry Exports as a % of Production

18%
82%
2013/2014

Source: USDA/PS&D database

Preferences for Trade Agreements
Worldwide

 Preferential Trade Agreements

Source: U.S. Census Bureau Trade Data

Top 10 Export Markets – 2014
1. Mexico* - $1.3 billion
2. Canada* - $589 million
3. Hong Kong - $521 million
4. China - $315 million
5. Angola - $264 million
6. Russia - $150 million
7. Cuba - $148 million
8. Taiwan - $143 million
9. South Korea* - $113 million
10. Guatemala* - $104 million

*FTA

Source: U.S. Census Bureau Trade Data

U.S. Poultry and Poultry Product Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>240%</td>
</tr>
<tr>
<td>EU</td>
<td>136%</td>
</tr>
<tr>
<td>Japan</td>
<td>21%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>85%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>40%</td>
</tr>
</tbody>
</table>

Source: USDA/PS&D database

WTO Bound Rates

May 11, 2015
U.S. Processed Product Exports and Trade Promotion Authority

Importance of Foreign Markets
U.S. Processed Food Product Exports

Top 10 Export Markets – 2014
1. Canada* - $12.5 billion
2. Mexico* - $6.1 billion
3. EU - $3.4 billion
4. Japan - $2.6 billion
5. China - $1.7 billion
6. South Korea* - $1.5 billion
7. Philippines - $1.2 billion
8. Australia* - $939 million
9. Hong Kong - $724 million
10. Taiwan - $616 million

*FTA

Source: U.S. Census Bureau Trade Data

U.S. Processed Product Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>313%</td>
</tr>
<tr>
<td>Japan</td>
<td>444%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>31%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>55%</td>
</tr>
</tbody>
</table>

WTO Bound Rates

Preferential Trade Agreements Worldwide

Source: U.S. Census Bureau Trade Data

May 11, 2015
U.S. Rice Exports and Trade Promotion Authority

Importance of Foreign Markets
U.S. Rice Exports

Preferential Trade Agreements Worldwide

Export Market Reliance
Rice Exports as a % of Production

U.S. Rice Exports Can Face
Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>78%</td>
</tr>
<tr>
<td>Japan</td>
<td>771%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>40%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>50%</td>
</tr>
</tbody>
</table>

Top 10 Export Markets – 2014
1. Mexico* - $316 million
2. Japan - $271 million
3. Haiti - $204 million
4. Canada* - $185 million
5. Turkey - $131 million
6. Iraq - $95 million
7. Venezuela - $92 million
8. Saudi Arabia - $91 million
9. Jordan* - $71 million
10. Colombia* - $68 million

*FTA

Source: U.S. Census Bureau Trade Data

May 11, 2015
U.S. Soybean and Soybean Product Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>10%</td>
</tr>
<tr>
<td>Japan</td>
<td>21%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>15%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>33%</td>
</tr>
</tbody>
</table>

Top 10 Export Markets – 2014
1. China - $14.8 billion
2. EU - $1.9 billion
3. Mexico* - $1.8 billion
4. Indonesia - $1.0 billion
5. Japan - $995 million
6. Taiwan - $729 million
7. South Korea* - $361 million
8. Turkey - $345 million
9. Vietnam - $341 million
10. Egypt - $335 million

*FTA

Source: U.S. Census Bureau Trade Data

Export Market Reliance
Soybeans Exports as a % of Production

Source: USDA/PS&D database

Importance of Foreign Markets
U.S. Soybean Exports

Source: U.S. Census Bureau Trade Data

Preferential Trade Agreements Worldwide

Source: USDA/PS&D database

May 11, 2015
U.S. Tree Nut Exports and Trade Promotion Authority

Importance of Foreign Markets

U.S. Tree Nut Exports

Source: U.S. Census Bureau Trade Data

Export Market Reliance

Tree Nut Exports as a % of Production

Source: USDA/PS&D database *Hazelnuts 2012/13

Top 10 Export Markets – 2014

1. EU - $2.8 billion
2. Hong Kong - $926 million
3. Canada* - $663 million
4. India - $475 million
5. Japan - $415 million
6. UAE - $379 million
7. South Korea* - $361 million
8. Vietnam - $287 million
9. Turkey - $269 million
10. Mexico* - $222 million

*FTA

Source: U.S. Census Bureau Trade Data

U.S. Tree Nut Exports Can Face Tariffs as High as:

- EU: 12.8%
- Japan: 21%
- Malaysia: 20%
- Vietnam: 30%

Tariffs as High as:

Markets | Tariffs
--- | ---
EU | 12.8%
Japan | 21%
Malaysia | 20%
Vietnam | 30%

WTO Bound Rates

Preferential Trade Agreements Worldwide

Source: U.S. Census Bureau Trade Data

Top 10 Export Markets – 2014

1. EU - $2.8 billion
2. Hong Kong - $926 million
3. Canada* - $663 million
4. India - $475 million
5. Japan - $415 million
6. UAE - $379 million
7. South Korea* - $361 million
8. Vietnam - $287 million
9. Turkey - $269 million
10. Mexico* - $222 million

*FTA

Source: U.S. Census Bureau Trade Data

Top 10 Export Markets – 2014

1. EU - $2.8 billion
2. Hong Kong - $926 million
3. Canada* - $663 million
4. India - $475 million
5. Japan - $415 million
6. UAE - $379 million
7. South Korea* - $361 million
8. Vietnam - $287 million
9. Turkey - $269 million
10. Mexico* - $222 million

*FTA

Source: U.S. Census Bureau Trade Data
U.S. Vegetable Exports and Trade Promotion Authority

U.S. Vegetable Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>190%</td>
</tr>
<tr>
<td>Japan</td>
<td>276%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>90%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>40%</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau Trade Data

Top 10 Export Markets – 2014

1. Canada* - $3.0 billion
2. Japan - $684 million
3. Mexico* - $662 million
4. EU - $510 million
5. India - $196 million
6. China - $176 million
7. South Korea* - $167 million
8. Taiwan - $159 million
9. Philippines - $116 million
10. Australia* - $103 million

*FTA

Source: U.S. Census Bureau Trade Data

Importance of Foreign Markets
U.S. Vegetable Exports

U.S. Vegetable Exports Can Face Tariffs as High as:

WTO Bound Rates

Preferential Trade Agreements Worldwide

Source: U.S. Census Bureau Trade Data

Top 10 Export Markets – 2014

1. Canada* - $3.0 billion
2. Japan - $684 million
3. Mexico* - $662 million
4. EU - $510 million
5. India - $196 million
6. China - $176 million
7. South Korea* - $167 million
8. Taiwan - $159 million
9. Philippines - $116 million
10. Australia* - $103 million

*FTA

Source: U.S. Census Bureau Trade Data

May 11, 2015
U.S. Wheat Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>59%</td>
</tr>
<tr>
<td>Japan</td>
<td>252%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>5%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>5%</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau Trade Data

Top 10 Export Markets – 2014

1. Japan - $925 million
2. Mexico* - $856 million
3. Brazil - $753 million
4. Philippines - $698 million
5. Nigeria - $693 million
6. South Korea* - $411 million
7. Taiwan - $349 million
8. Indonesia - $262 million
9. EU - $212 million
10. Venezuela - $205 million

*FTA

Source: U.S. Census Bureau Trade Data
U.S. Peanut and Peanut Product Exports Can Face Tariffs as High as:

<table>
<thead>
<tr>
<th>Markets</th>
<th>Tariffs</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>13%</td>
</tr>
<tr>
<td>Japan</td>
<td>736%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>5%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>30%</td>
</tr>
</tbody>
</table>

Top 10 Export Markets – 2014
1. Canada* - $174 million
2. EU - $130 million
3. Mexico* - $84 million
4. Japan - $20 million
5. Russia - $17 million
6. South Korea* - $7 million
7. Nigeria - $6 million
8. Hong Kong - $5 million
9. Philippines - $5 million
10. Norway - $4 million

*FTA

Source: U.S. Census Bureau Trade Data