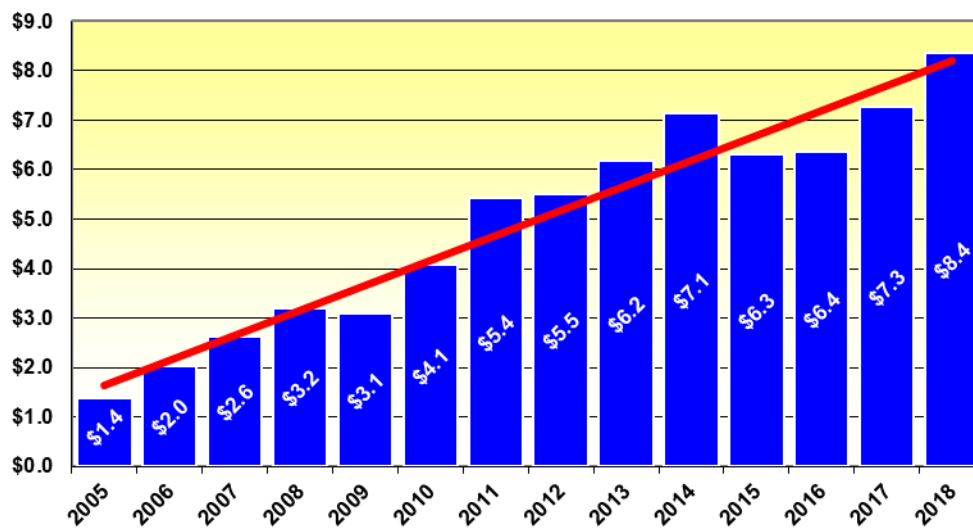# Why the Export Market is Important for U.S. Beef

- The U.S. is the world's **largest** beef producer, contributing 20 percent of the world's total beef production. Top five beef producers are: U.S., Brazil, EU, China, and India.
- The U.S. ranks 4th in global beef exports and represents 13 percent of total beef exports. Top five beef exporters are: Brazil, India, Australia, U.S., and New Zealand.
- In 2018, U.S. beef exports reached **$8.4 billion** – a record-high.
- Beef is the 4th largest export commodity among all U.S. agricultural exports.
- Japan is the largest export market for U.S. beef, with a market-share of 25 percent, followed by South Korea and Mexico, with market-shares of 21 percent and 13 percent respectively.
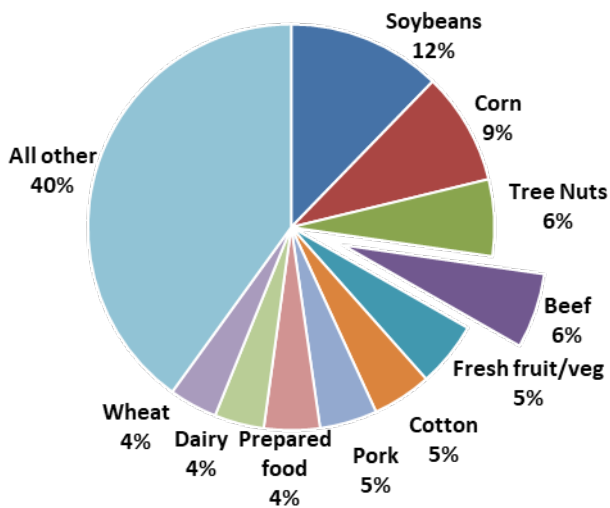
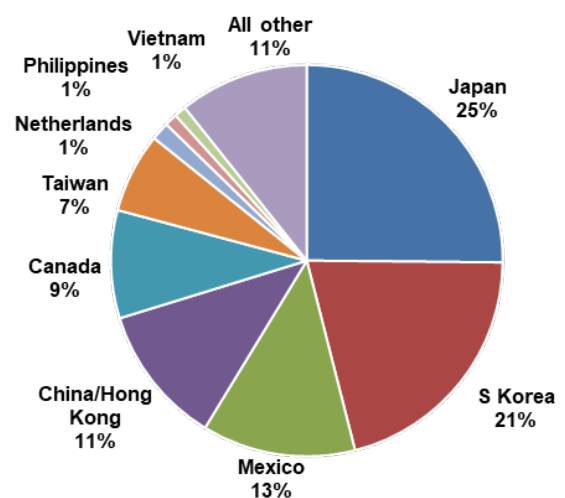## U.S. Beef Exports to the World: 2005-2018
(Billion Dollars)

Bar chart values by year: 2005 $1.4, 2006 $2.0, 2007 $2.6, 2008 $3.2, 2009 $3.1, 2010 $4.1, 2011 $5.4, 2012 $5.5, 2013 $6.2, 2014 $7.1, 2015 $6.3, 2016 $6.4, 2017 $7.3, 2018 $8.4

U.S. Ag Exports by Commodity
(Market-share by value)

Soybeans 12%, Corn 9%, Tree Nuts 6%, Beef 6%, Fresh fruit/veg 5%, Cotton 5%, Pork 5%, Prepared food 4%, Dairy 4%, Wheat 4%, All other 40%

Top Markets for U.S. Beef
(Market-share by value)

Japan 25%, S Korea 21%, Mexico 13%, China/Hong Kong 11%, Canada 9%, Taiwan 7%, Netherlands 1%, Philippines 1%, Vietnam 1%, All other 11%

Source: USDA-FAS

Prepared by Su Ye, Chief Economist, Minnesota Department of Agriculture (2019)

U.S. Beef Imports

- The U.S. is the world's **largest** beef consumer and importer, comprising **21 percent** of world total beef consumption and 16 percent of world total beef imports.
- According to the USDA, the majority of beef that the U.S. imports is lower quality "grass-fed", whereas domestic U.S. beef is typically "grain-fed" and higher quality.
- U.S. beef imports declined by 15 percent in 2018 from a record high in 2015. The U.S. imported beef from 19 different countries in 2018.
- Canada is the largest beef exporter to the U.S., with a market-share of 27 percent, followed by Australia and Mexico, with market-shares of 23 percent and 19 percent respectively.
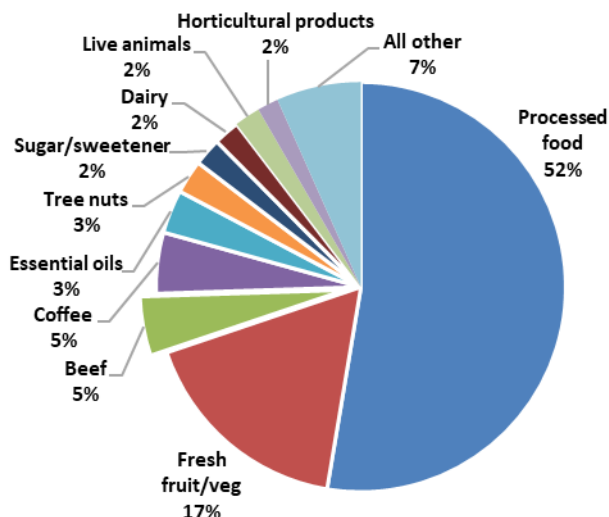
U.S. Beef Export and Import Trends: 2000-2018
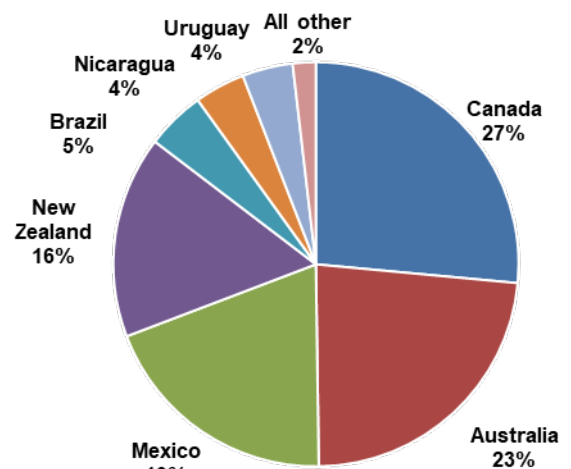### (Billion Dollars)

U.S. Ag Imports by Commodity
(Market-share by value)

U.S. Beef Imports: Top Suppliers
(Market-share by value)