

FY 2013 U.S. Agricultural Trade Forecasts

Changes to FY 2013 Forecasts

Exports  \$1.5 billion to \$145 billion
Imports  \$2.0 billion to \$115 billion
Surplus  \$3.5 billion to \$30 billion

Final Changes For 2012

Exports  \$0.7 billion to \$135.8 billion
Imports  \$3.1 billion to \$103.4 billion
Surplus  \$2.4 billion to \$32.4 billion

USDA's "Outlook for U.S. Agricultural Trade"
Released on November 29, 4:00 pm EST

Slides prepared by Office of Global Analysis/FAS

U.S. Agricultural Trade

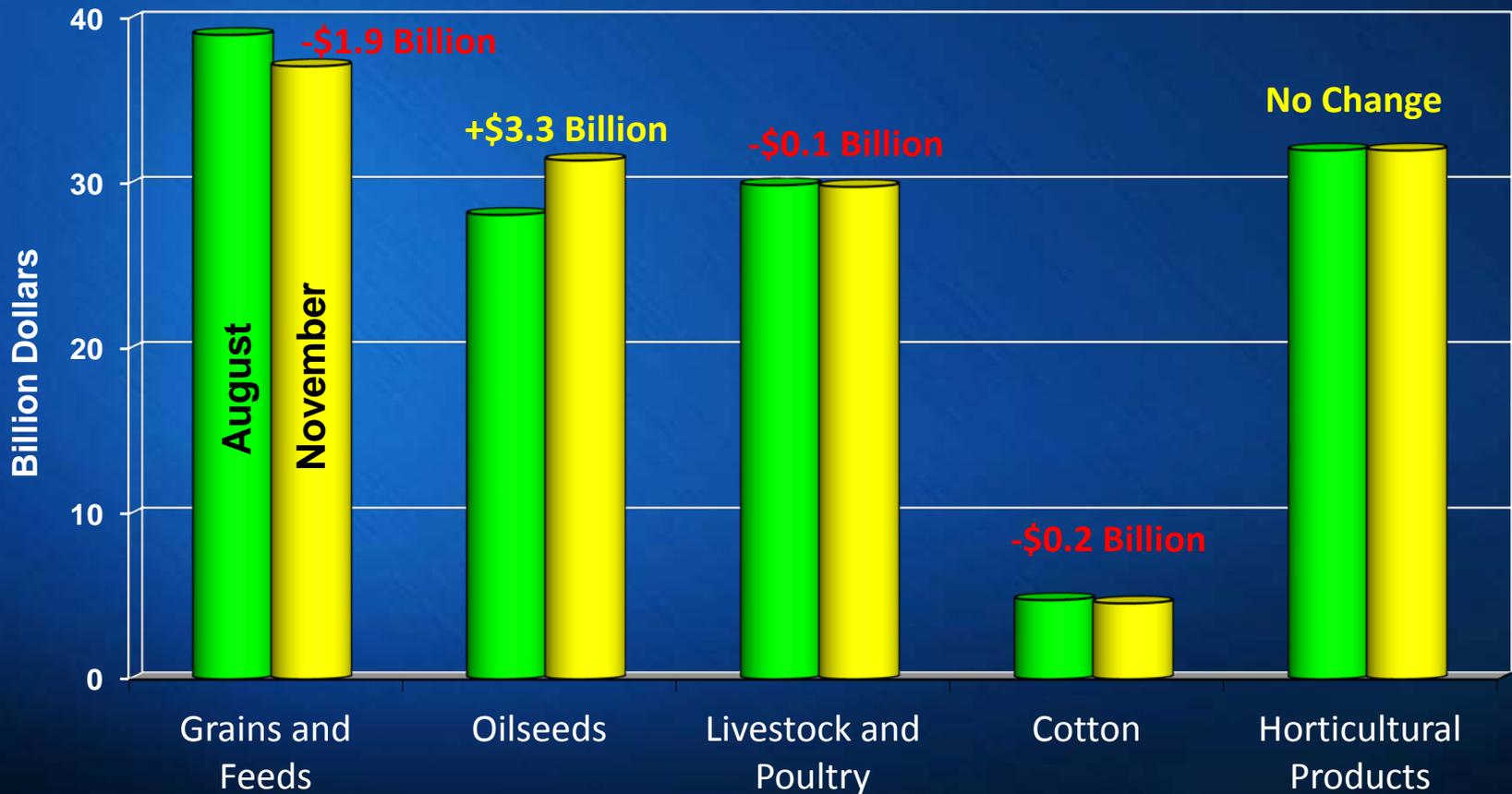
Soybean exports surge on higher volumes and prices while corn exports fall



November vs. August Commodity Forecasts

Higher soybeans exports outweigh lower grain and cotton

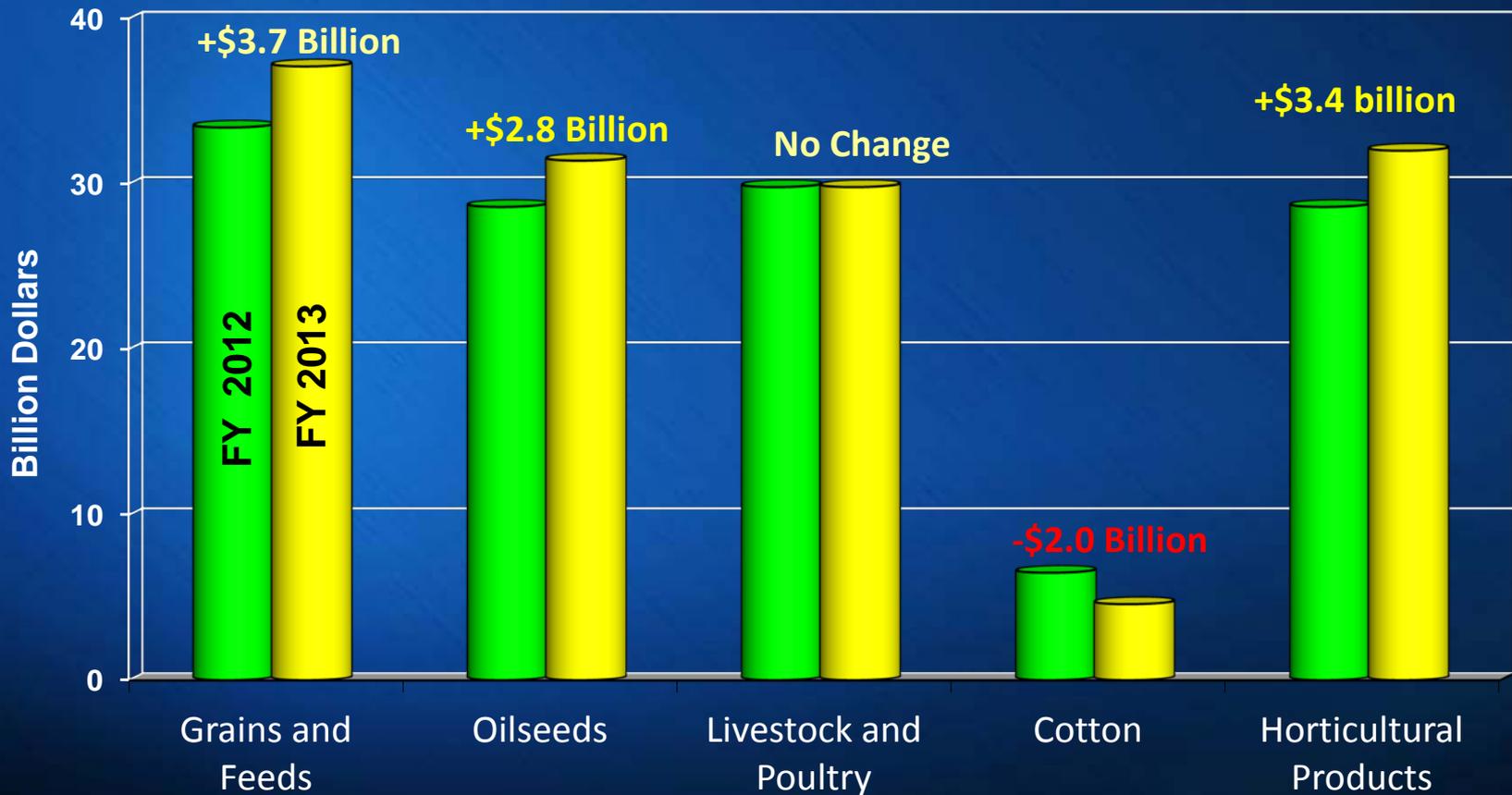
FY 2013 Forecasts



November FY 2013 Forecast vs. FY 2012 Exports

Higher Grains, Oilseeds, and Hort. Products Lead to Record Forecast

FY 2012 Exports vs. 2013 Forecast



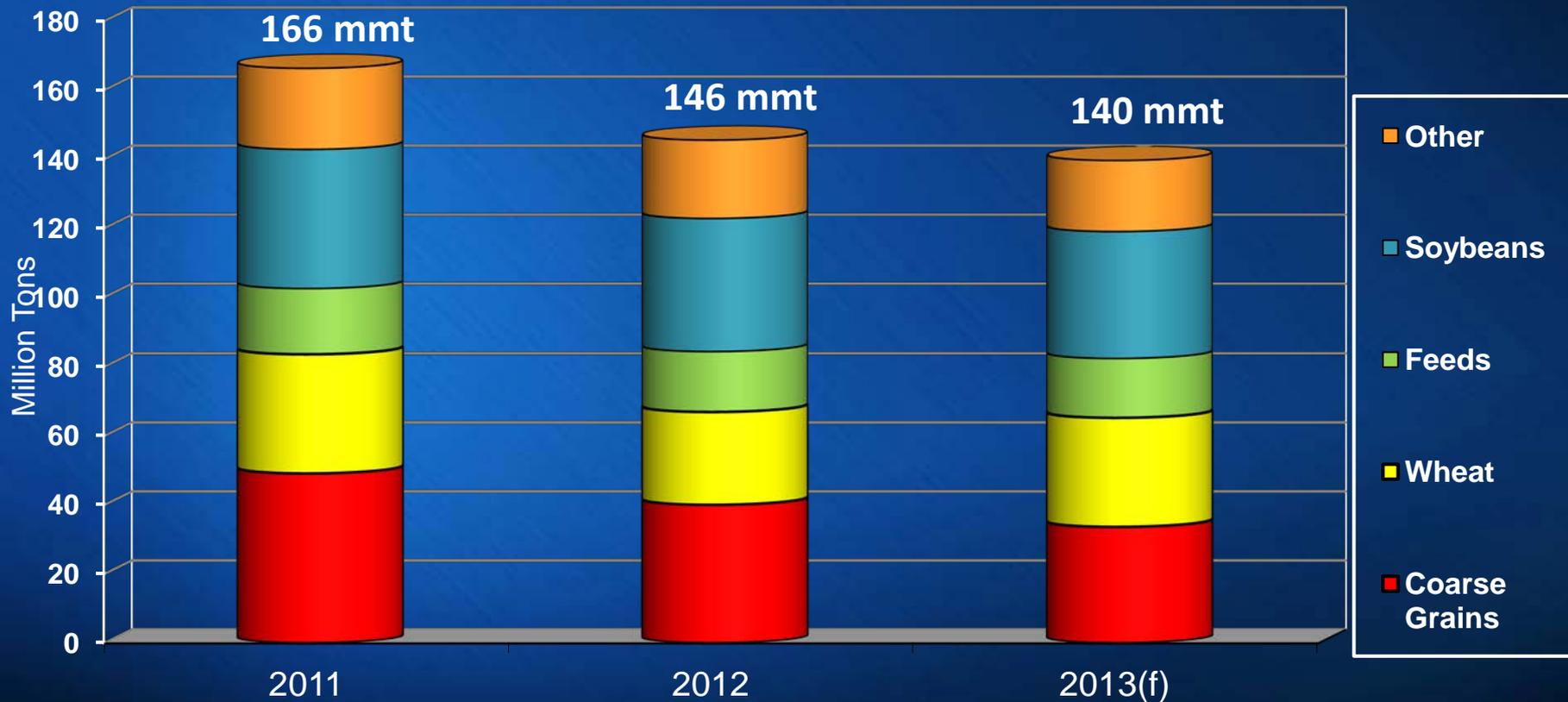
Bulk Exports Rebound While High Value Products Continue to Climb

Overall Forecast Up \$9 Billion from FY 2012



Export Volume Continues to Fall

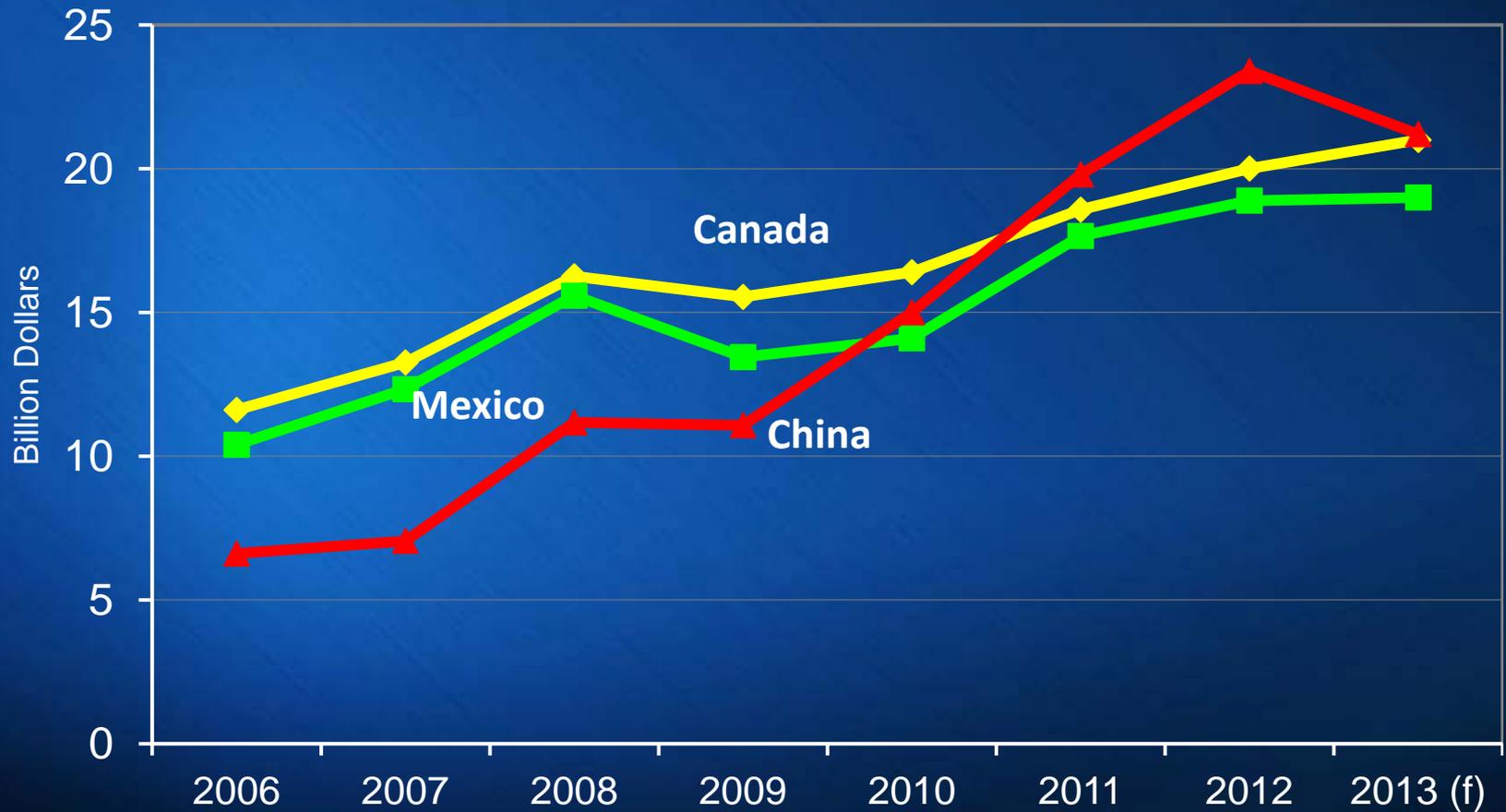
Volume Drops 16 Percent Since 2011



*Includes cotton, rice, soybean meal, soybean oil, beef & veal, pork, beef and pork variety meats, broiler meat, and tobacco

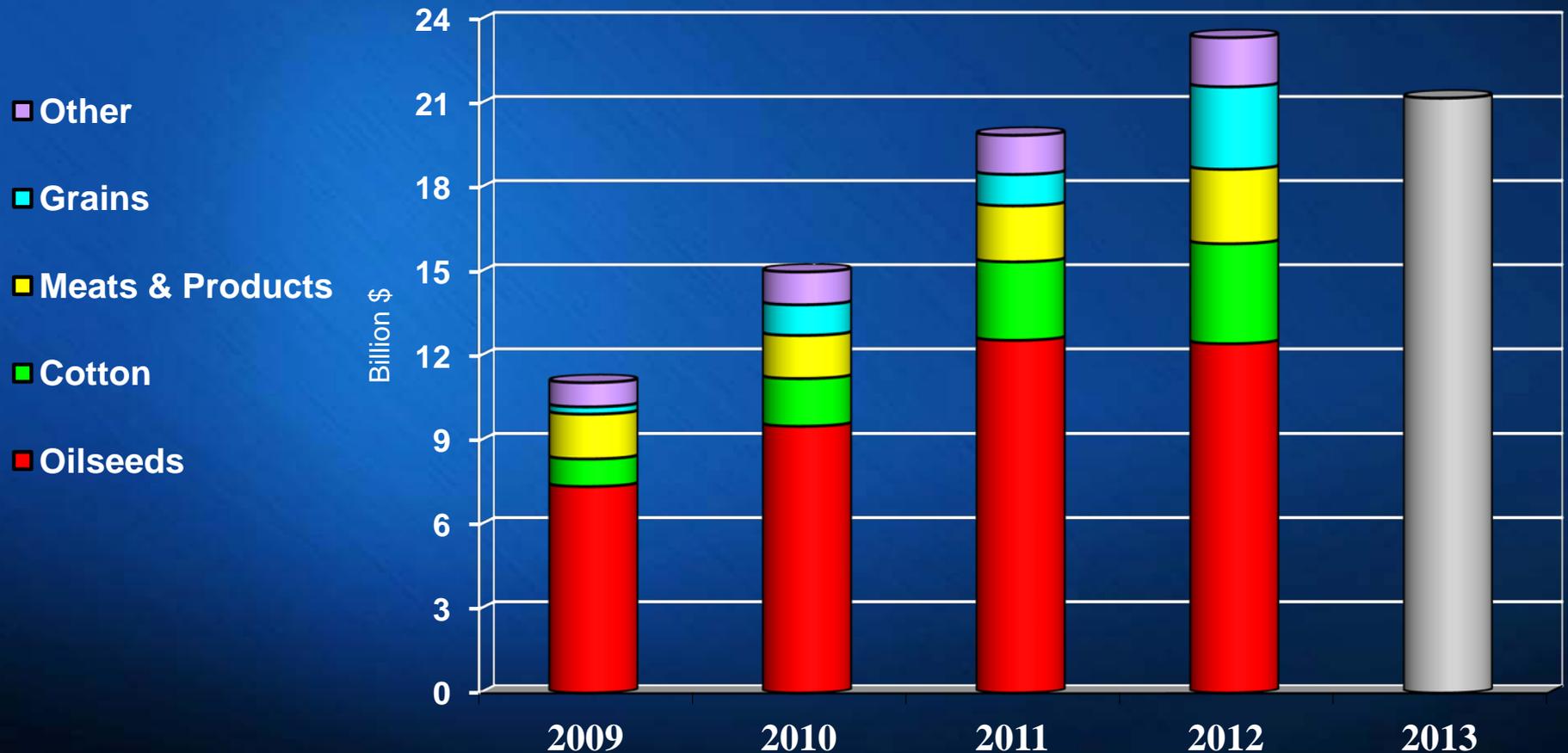
China Remains Top Market

U.S. Agricultural Exports to Canada, China, & Mexico



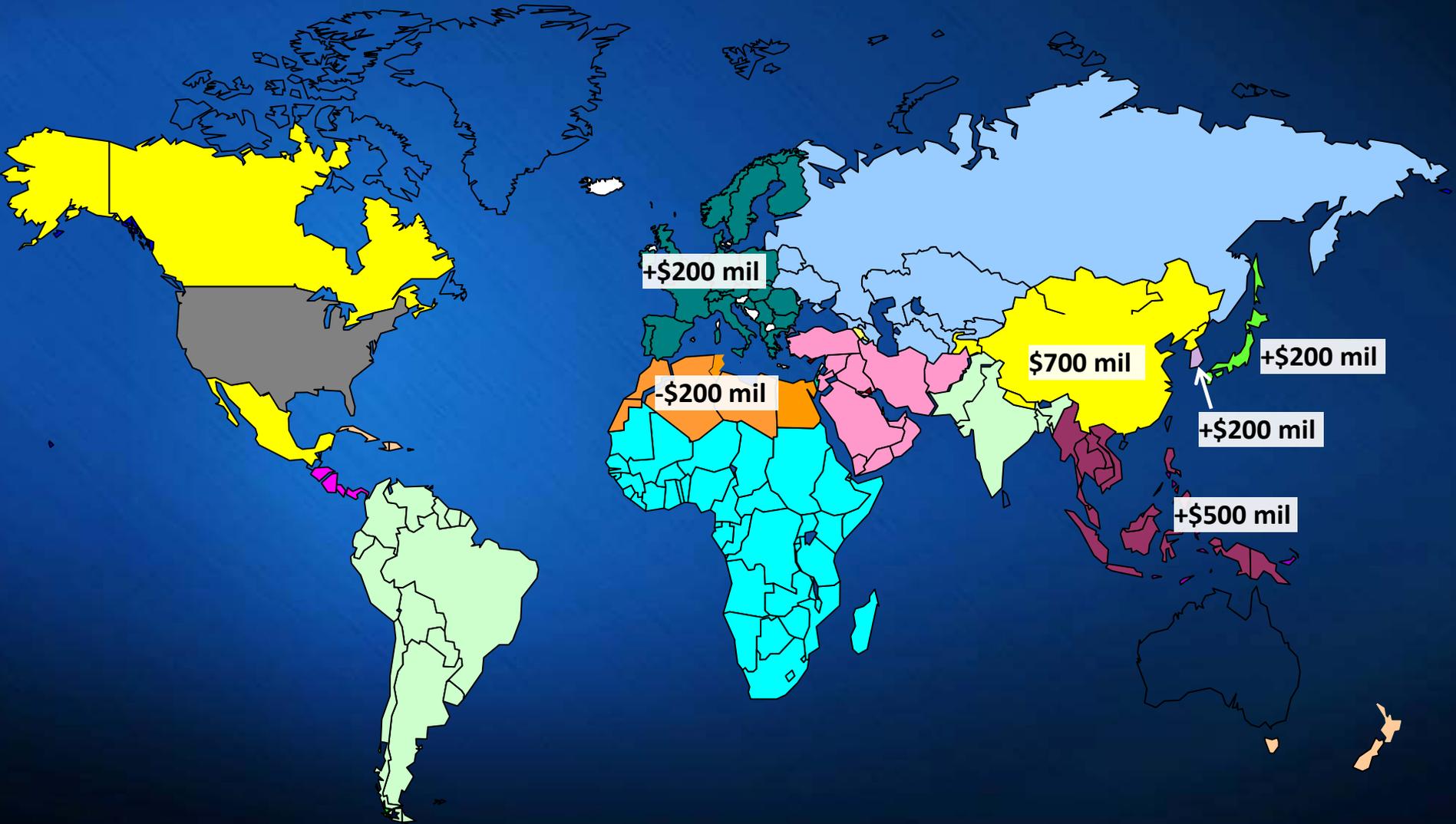
Second Largest Exports Ever Forecast to China

U.S. Exports to China By Product



Exports Up to China and S.E. Asia

Change in FY 2013 Exports from August Forecast



Export Outlook for Grain & Feed Products

Revised FY 2013 Forecast: \$37.1 billion ↓ \$1.9 billion

2013

Key Developments

- Wheat volume down slightly—competition from India, Russia, and Ukraine.
- Wheat value down on lower prices but still high historically.
- Corn volume and value down on strong competition from Brazil, Argentina, and Ukraine

Wild Cards

- South American crop
- Southern Hemisphere winter wheat crops



Export Outlook for Oilseeds & Products

Revised FY 2013 Forecast: \$31.4 Billion  \$3.3 Billion

2013

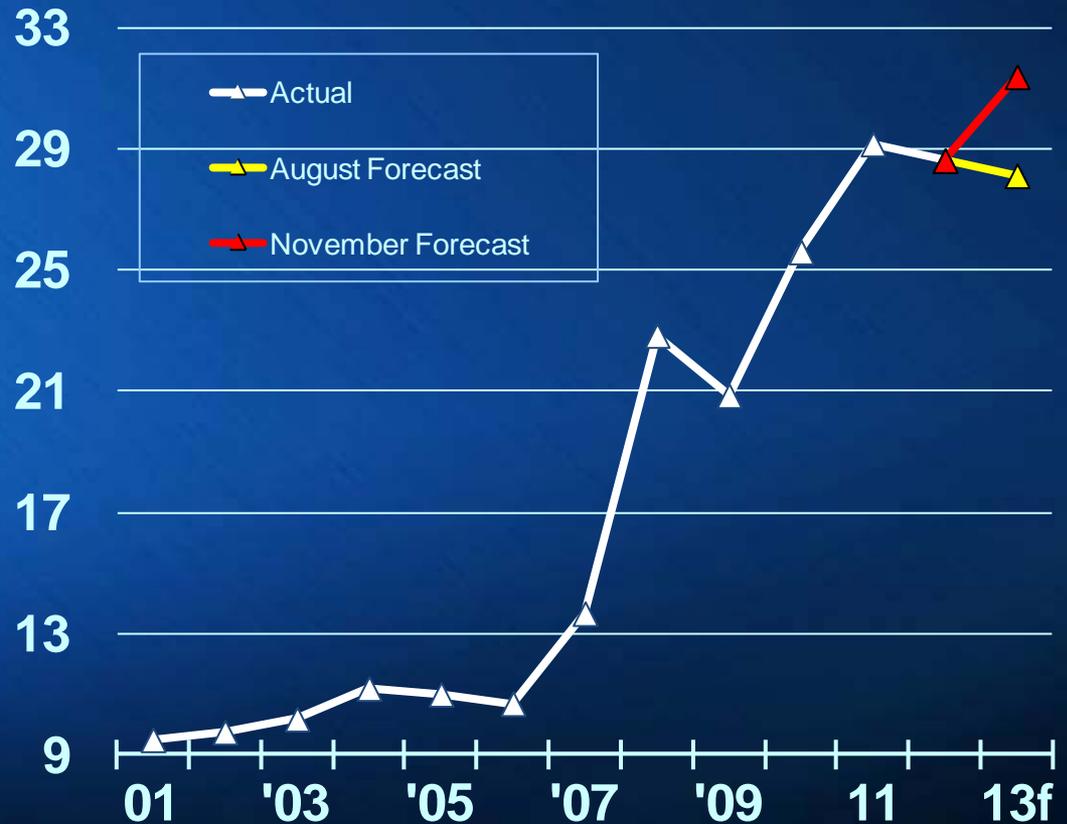
Key Developments

- Soybean production exceeds earlier expectations
- Strong China soybean demand to continue
- Less competition from South America
- Record soybean and soybean meal prices

Wild Cards

- China's soybean import demand
- Prospects and timing of South American harvest

Export Value (\$Bil)



Export Outlook for Cotton

Revised FY 2013 Forecast: \$4.6 Billion,  \$200 million

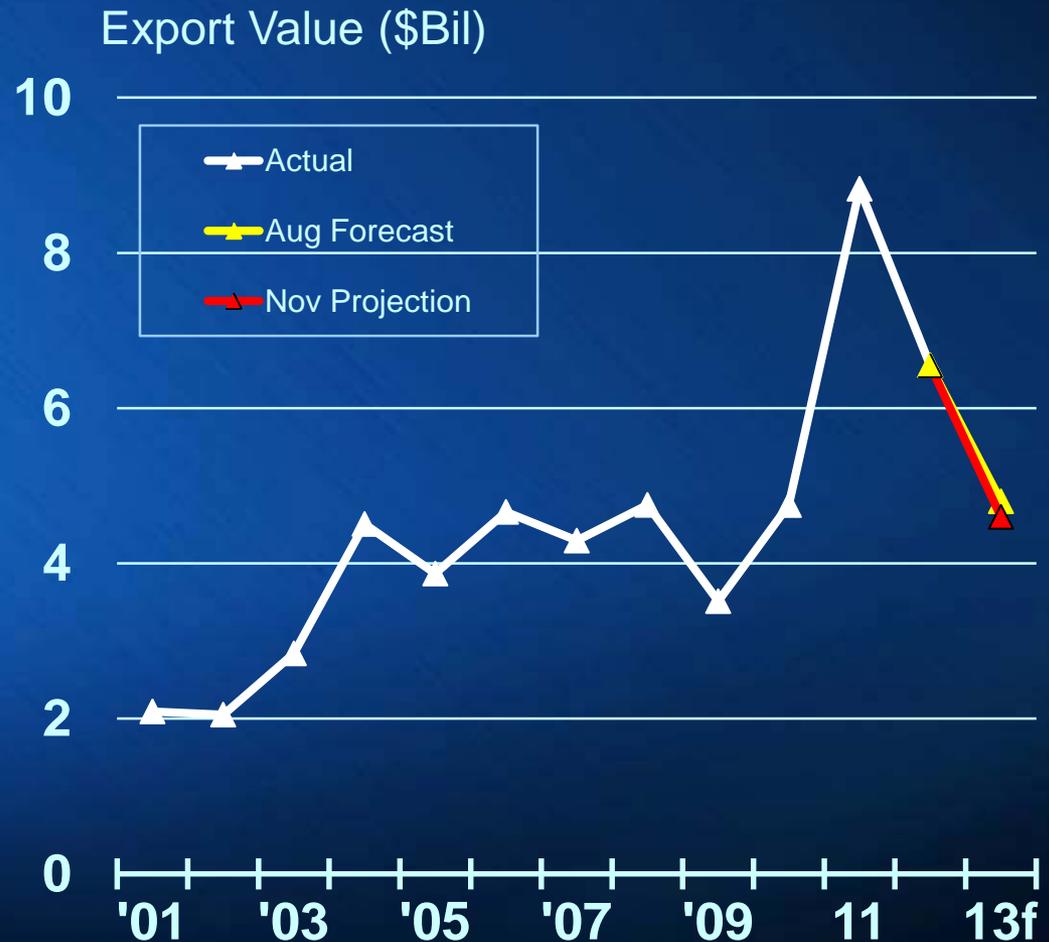
2013

Key Developments

- Lower volume expected, primarily due to reduced import demand in China

Wild Cards

- China reserve policy
- India export policy



Export Outlook for Dairy, Livestock, and Poultry

Revised FY 2013 Forecast: \$29.8 Billion ↓ \$100 Million

2013

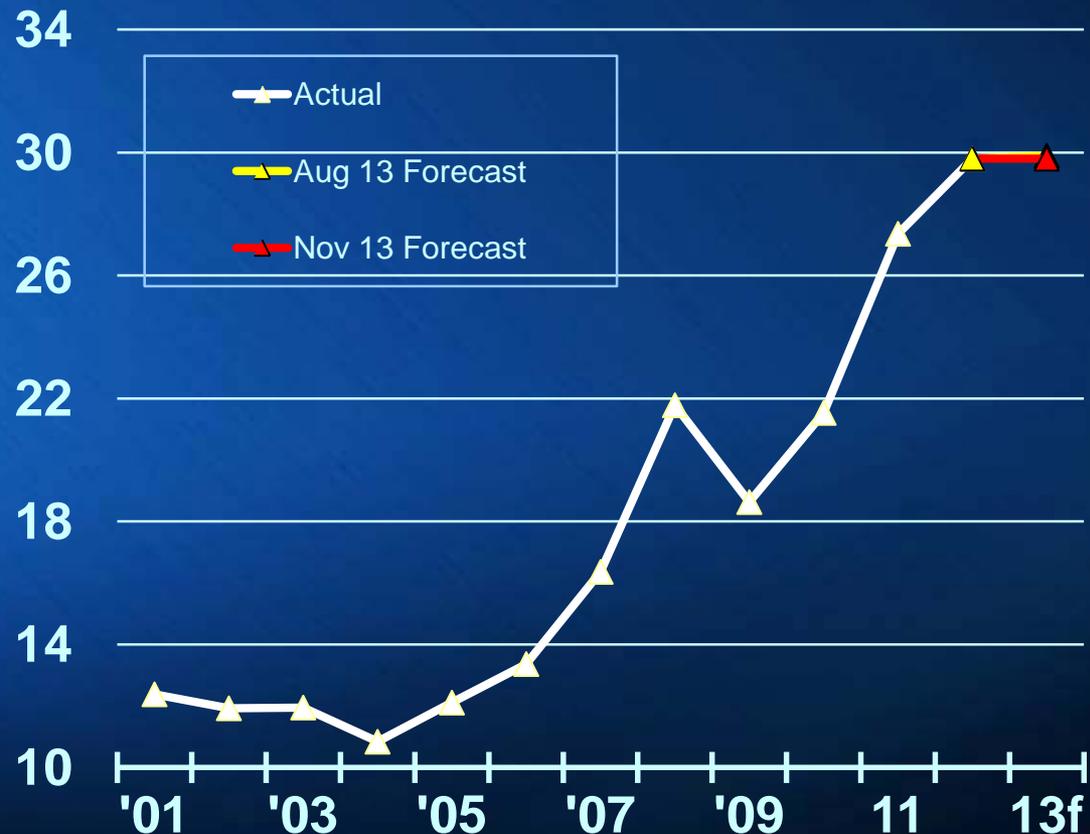
Key Developments

- Beef down slightly as lower volumes offset marginally higher prices.
- Poultry down due to lower unit values and volumes for turkey meat and offals.
- Dairy up as higher global prices offset lower volumes.
- Pork is raised slightly on higher unit values.

Wild Cards

- Changes in BSE protocols
- Ongoing SPS trade issues
- Chinese demand for dairy and pork

Export Value (\$Bil)



Export Outlook for Horticulture Products

Revised FY 2013 Forecast: \$32.0 Billion Unchanged

2013

Key Developments

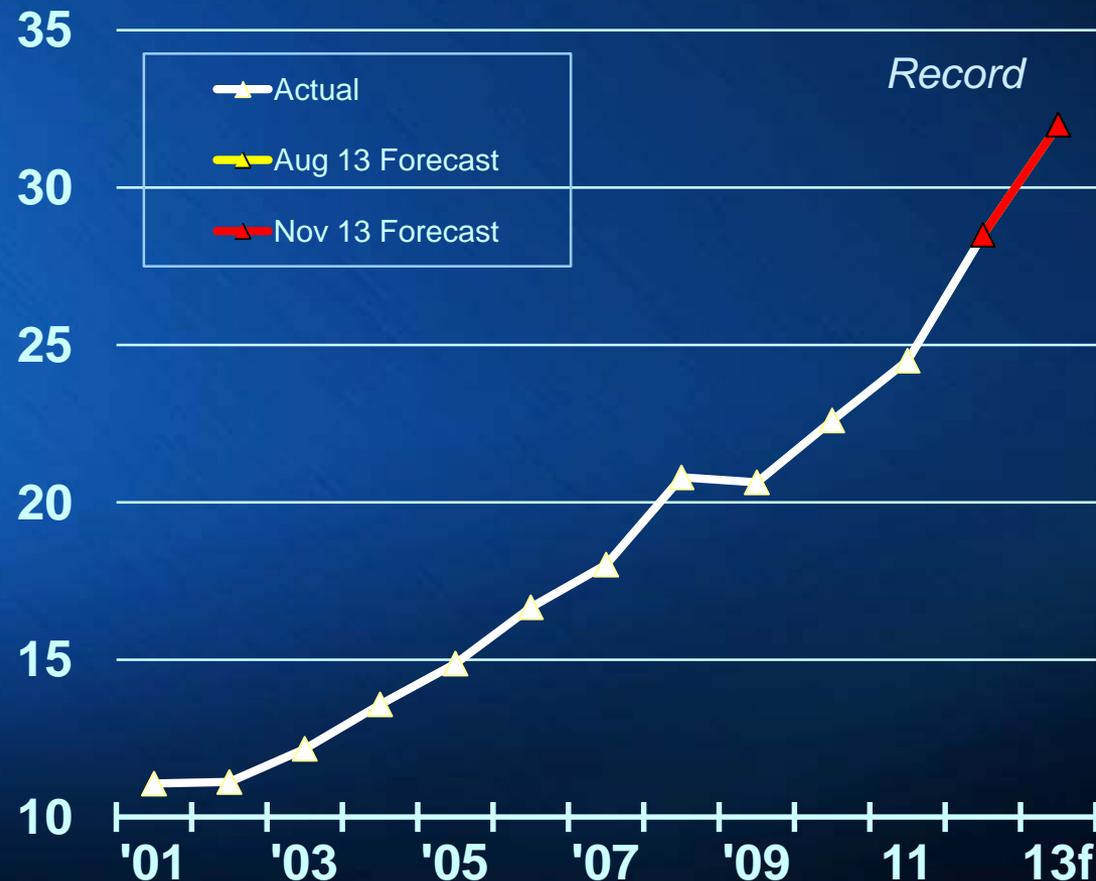
- Long-term growth trend continues
- Strong exports to Canada, EU, and Japan
- Tree nut exports higher due primarily to China's demand for almonds, pistachios and walnuts

2012

Key Developments

- Continued Chinese demand for tree nuts

Export Value (\$Bil)



FY 2013 Imports

Imports are forecast at a record \$115 billion – down \$2 billion from the Nov. forecast

Imports ↓ \$2 billion but remain at a record of 115 billion

Tropical Products ↓ \$1.7 billion – lower prices for sugar, coffee beans, and natural rubber resulting from the economic downturn in the EU and China.

Horticultural Products ↓ \$900 million – slow pace of processed fruit and vegetable imports in recent months expected to continue

Grain and Oilseeds ↑ \$1.0 billion – strong U.S. demand for imported corn

Livestock & Dairy ↓ \$100 million – lower beef and pork imports expected.