

Voluntary Report – Voluntary - Public Distribution

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Report Name: Agricultural Trade Between United States and Ecuador
Reaches New Highs

Country: Ecuador

Post: Quito

Report Category: Agricultural Situation, Export Accomplishments - Other

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Report Highlights:

Despite continued economic constraints, U.S. – Ecuador bilateral agricultural and related product trade rose to \$4.5 billion in 2022. In addition, U.S. agricultural and related product exports to Ecuador reached a record \$741 million. This is the fourth record-breaking year in a row for U.S. agricultural exports to Ecuador. This demonstrates continued opportunities in Ecuador and underscores the value of the growth potential within the market, although many tariff and policy issues remain for several product categories.

Agricultural Trade Situation

Bilateral agricultural and related product (including biodiesel, forest, and seafood products) trade between the United States and Ecuador rose to \$4.5 billion in 2022, with increases in sales for both countries. This reflects the increasingly positive trade and business relationship between Ecuador and the United States. The agricultural and related product trade balance remained significantly beneficial for Ecuador, increasing by four percent to a trade deficit of \$2.9 billion for the United States. This is primarily driven by an increase of shrimp exports, which represent 53 percent of agricultural and related products imported by the United States from Ecuador (\$1.8 billion). However, the trade deficit of just agricultural products decreased 12 percent to \$825 million, representing a two-to-one trade ratio in favor of Ecuador.

Exports of U.S. agricultural and related products to Ecuador in 2022 totaled a record \$741.4 million, up \$165.7 million or 29 percent compared to 2021. This growth was driven primarily by Ecuadorian demand for U.S. bulk, intermediate, and consumer-oriented products (mainly wheat and soybean meal). Total imports of bulk products increased 59 percent by value, which was principally the result of an increase in imports of wheat and cotton. Imports of U.S. intermediate products grew 23 percent thanks to soybean meal, feeds and fodders, and distillers dried grains with solubles (DDGS). Imports of consumer-oriented products were up almost eight percent thanks to several categories that reached record numbers.

Leading Product Categories

Even while facing economic constraints, some U.S. products had record performances in the Ecuadorian market in 2022. To start, U.S. soybean meal reached a historical export value of \$318 million, an 18 percent increase compared to 2021. This increase has a direct relation to the growing shrimp production industry in Ecuador. The growth of the feed meal and milling sectors in Ecuador also positively impacted trade, reaching records export values for wheat (\$112.4 million), other feeds, meals, and fodders (\$79.5 million), and DDGs (\$22.9 million). Other record export values were achieved by categories such as soybeans, vegetables, bakery goods, cereals, and pasta, distilled spirits, other intermediate products, dairy products, beer, processed vegetables, pet foods, and fresh vegetables. Distilled spirits are especially of note due to constraints they continue to face in the Ecuadorian market as a result of tariff reductions for European products as part of the Ecuador – European Union Free Trade Agreement.

Other categories also realized important growth in 2022 despite not reaching record export values. Cotton exports reached \$30 million, seafood exports reached \$21.3 million, and corn exports reached \$7.5 million. Others increases included coarse grains (410 percent increase), pulses (12 percent increase), planting seeds (9 percent increase), sweeteners (14 percent increase), dextrins, peptones, and proteins (10 percent increase), poultry meat and products (44 percent increase), confectionary (59 percent increase), non-alcoholic beverages (9 percent increase), wine (471 percent increase), nursery products and cut flowers (41 percent increase), and forest products (47 percent increase). FAS Quito believes these product categories will continue to offer good potential into 2023.

Table 1: Noteworthy U.S. Agricultural Export to Ecuador 2022

Category/Product	U.S. Export Value (USD)	Percent Growth 2021/22	Note
Soybean Meal	\$318 million	18	Record value
Wheat	\$112.4 million	55	Record value
Other feeds, meals, & fodders	\$79.5 million	26	Record value
Cotton	\$30 million	22	
DDGs	\$22.9 million	124	Record value
Seafood products	\$21.3 million	83	
Soybeans	\$16 million	N/A	First year in market
Vegetable oils	\$9.5 million	113	Record value
Bakery goods, cereals, & pasta	\$9.5 million	37	Record value
Distilled spirits	\$8.4 million	30	Record value
Other intermediate products	\$8.2 million	40	Record value
Dairy products	\$7.6 million	5	Record value
Corn	\$7.5 million	16	
Beer	\$5.2 million	235	Record value
Processed vegetables	\$2.8 million	74	Record value
Pet foods	\$1.4 million	88	Record value
Fresh vegetables	\$300,000	266	Record value

The Most Impacted

As expected, some economic and political issues, as well as logistics complications, resulted in value decreases for some product categories in 2022. The most affected products were animal fats, live animals, essential oils, beef and beef products, pork and pork products, egg products, fresh fruits, processed fruit, fruit and vegetable juices, tree nuts, chocolate and cocoa products, food preparations and condiments and sauces.

Looking ahead

Going into 2023, FAS Quito sees growing opportunities in Ecuador across all product categories that saw success in 2022, as well as others that were primarily impacted by economic and political constraints. However, several restrictive regulatory measures and import tariffs continue to significantly limit exports of some product categories, namely animal products. For more information on these measures, please see FAS Quito's 2022 [Food and Agricultural Import Regulations and Standards \(FAIRS\) Country Report](#) and [Exporter Guide](#).

Attachments:

No Attachments.