

IICA- TRENDS AND OUTLOOK.

AGRI-FOOD TRADE 2022-2024

Average share of global agri-food product exports during 2022 - 2024



Americas	Latin America and the Caribbean
30.3%	17.3%

Average growth in agri-food exports during 2022 - 2024



Americas	Latin America and the Caribbean
-1.1%	0.3%

Export growth

	2024/2023 (Jan-Dec)	2025/2024 (Jan-Oct)
Americas	2.8%	3.4%
Latin America and the Caribbean	4.1%	6.6%

Intra-regional trade in LAC during 2022 - 2024

14.2%

Concentration of export destinations % of top 3 destinations during 2022 - 2024

Americas	Latin America and the Caribbean
1. Asia (37.3%)	1. Asia (38.3%)
2. USA – Canada (27.3%)	2. USA – Canada (24.5%)
3. LAC (17.2%)	3. LAC (14.2%)

Leader in key products for global agri-food chains

78% of banana exports	43% of corn
61% of soybeans	32% of chicken
53% of coffee	25% on ethanol
45% of fish	

Concentration of export products % of top 10 products, 2022 - 2024

Americas	Latin America and the Caribbean
44.1%	52.9%
	World
	25.6%

OPPORTUNITIES AND CHALLENGES FOR STRENGTHENING AGRI-FOOD TRADE IN THE AMERICAS IN THE NEW INTERNATIONAL CONTEXT

1

Characteristics of Trade in the Region

- Main exporting region of agri-food products in the world: 30% for the Americas and 17% for LAC.
- Global leader in: bananas, soybeans, coffee, fish, corn, chicken, and ethanol.
- Limited intra-regional trade: approximately 14%.
- Dependence on a limited number of products and markets: the United States and China.
- Large number of agreements: more than 140.

2

Challenging Context

- Changes and fragmentation in economic and trade relations.
- Recurring disruptions that have led to an increase in protectionist measures.
- Reconsideration of the development model.
- New regulatory, environmental, and social requirements.
- Weakening of the multilateral trading system.

3

Opportunities

- Strengthen exports of key products in global agri-food chains.
- Promote intra-regional trade.
- Leverage existing trade agreements.
- Diversify export destinations toward emerging markets.
- Take advantage of changes in consumption patterns.

OPPORTUNITIES AND CHALLENGES FOR STRENGTHENING AGRI-FOOD TRADE IN THE AMERICAS IN THE NEW INTERNATIONAL CONTEXT

4

IMPROVING MARKET ACCESS

- ✓ Strengthen capacities to manage and negotiate agreements.
- ✓ Strengthen capacities for informed and effective participation in multilateral trade spaces.
- ✓ Promote trade facilitation and agri-food logistics.

REGULATORY FORESIGHT

- ✓ Strengthen information and early warning systems.
- ✓ Promote technical and political dialogue spaces.
- ✓ Support countries in monitoring, adapting to, and complying with new standards and regulations.

INTEGRATION INTO INTERNATIONAL MARKETS

- ✓ Identify business opportunities.
- ✓ Strengthen export capacities.
- ✓ Facilitate productive partnerships and value chain linkages.
- ✓ Implement trade promotion actions with a value chain approach.
- ✓ Promote access to financial instruments for MSMEs.