

EGYPT-USA TRADE: EXPANDING OPPORTUNITIES IN FOOD



المجلس التصديري للصناعات الغذائية
مصر
FOOD EXPORT COUNCIL
EGYPT

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AGENDA

The Importance of the U.S. Market

Performance of Egyptian Exports to the U.S. (2024)

U.S. Market Overview

Top 20 Exporting Countries to the U.S.

Export Opportunities

Competitive Analysis of Key Products in Rival Markets

THE IMPORTANCE OF THE U.S. MARKET



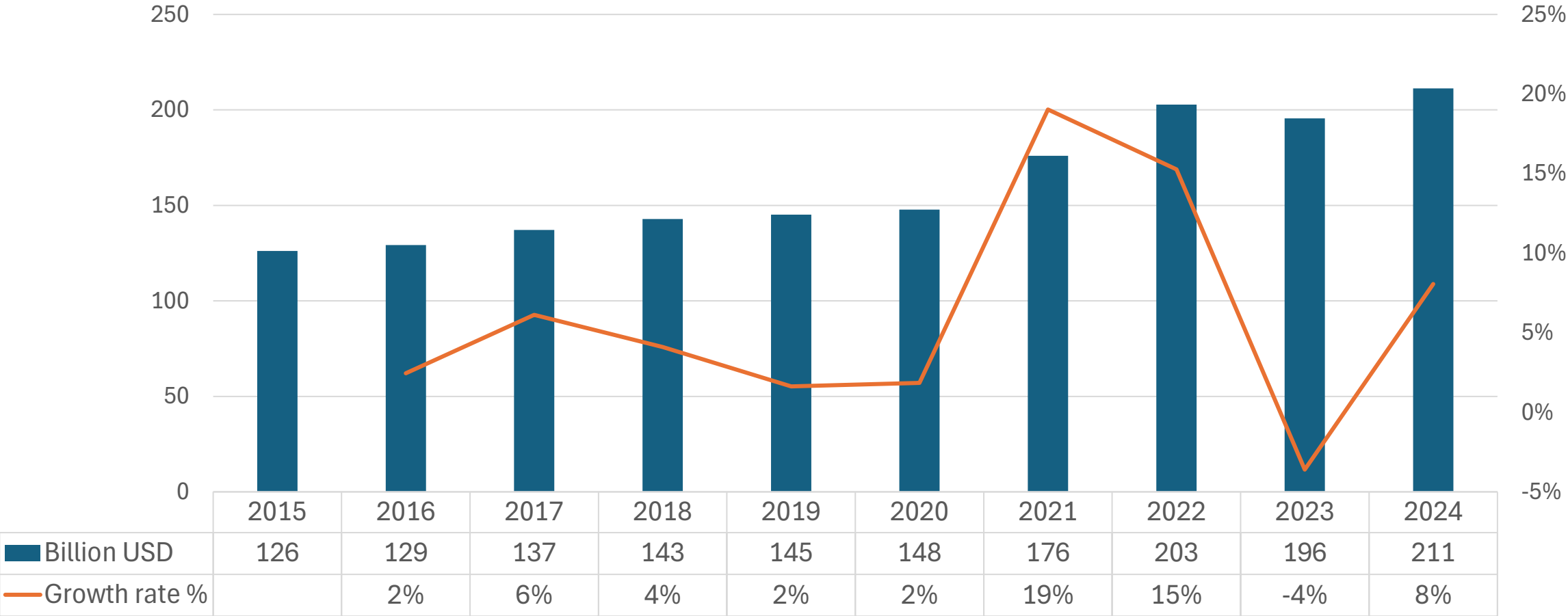
- The United States is one of the world's largest food importers, with total food imports reaching **\$211 billion** in 2024. In 2023, the U.S. imported **\$191 billion** worth of food, accounting for **10% of global food imports**.
- In 2024, the United States maintained its position as the **world's largest economy**, with **GDP** reaching **\$29.18 trillion**—an increase of **\$1.46 trillion** compared to 2023. The **GDP per capita** rose to **\$87,081**, up by **\$4,366** from the previous year, reflecting overall economic growth and rising income levels. The **U.S. population** was estimated at **341.6 million**, which constitutes **approximately 4% of the global population**, with the total world population standing at **8.11 billion**.
- Recent changes in U.S. tariff policy—**reaching up to 125%** on Chinese products, while excluding several electronic goods such as smartphones, flat-screen televisions, and computers—have created new opportunities for other exporters to enter or expand their presence in the market. While **China exports around \$6 billion** in food products to the U.S.,
- **Egypt's food exports** to the American market remain relatively low at **\$321 million**, revealing a significant untapped potential. Egypt has the opportunity to increase its market share, especially in categories where it holds competitive advantages and where Chinese products are now facing higher trade barriers.

An aerial photograph of a large container yard filled with numerous colorful shipping containers stacked in various configurations. Two yellow forklifts are visible in the lower center, and a white truck is at the bottom. A large, curved white arrow with a black outline points from the text 'TRADE FIGURES' down to 'USA IMPORT FIGURES'.

TRADE FIGURES

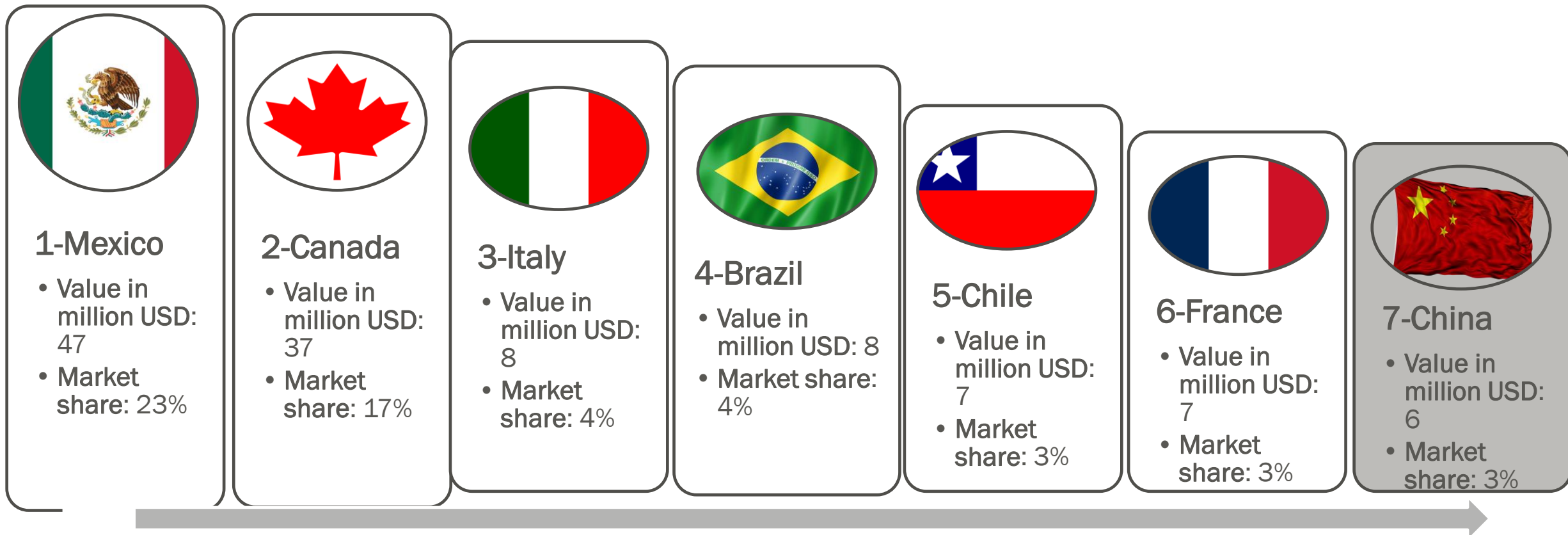
USA IMPORT FIGURES

TOTAL VALUE OF U.S. FOOD IMPORTS FROM (2015-2024)



Source: ITC (Tree Map)

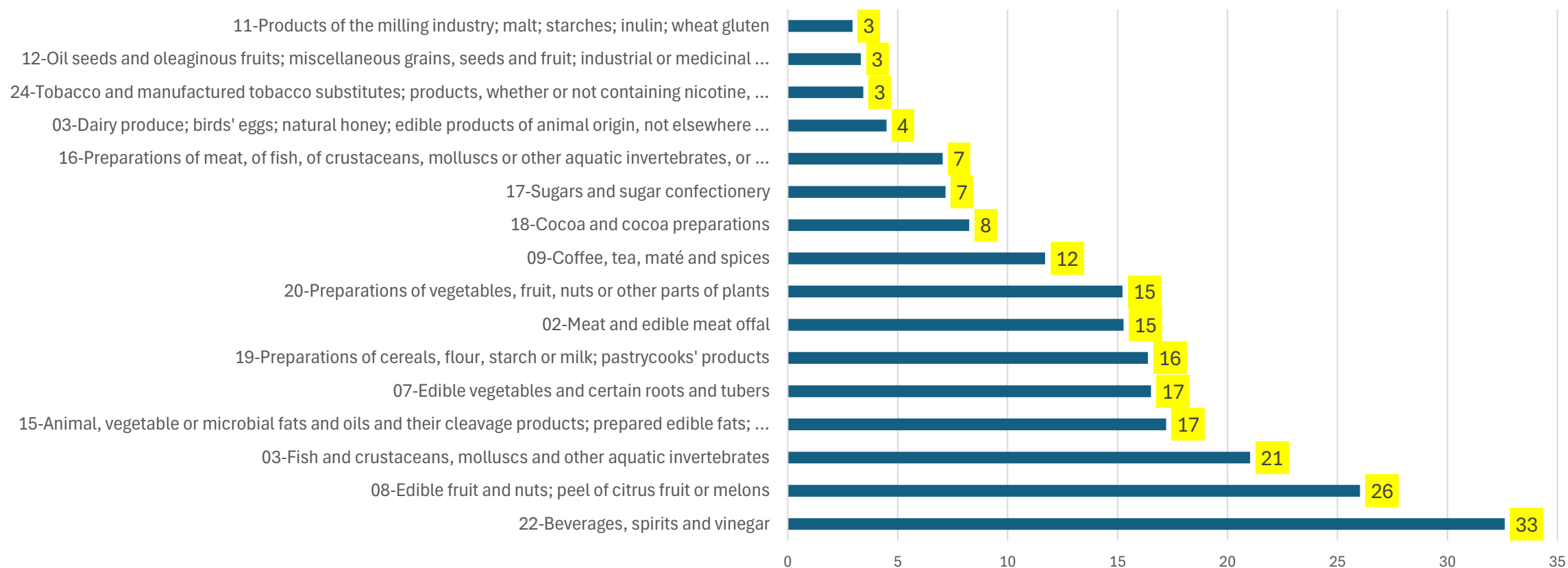
TOP COUNTRIES SUPPLYING FOOD TO THE U.S. MARKET – 2024



Note: The countries listed above collectively account for **57% of total U.S. imports in 2024**, valued at **\$119 billion**. Other countries together contributed **\$92 billion**, representing the remaining **43%** of the market.

Source: ITC (Tree Map)

USA TOP IMPORTED FOOD PRODUCTS IN BILLION USD



Note: Product categories are grouped according to their 2-digit Harmonized System (HS) codes

Source: ITC (Trade Map)


TOP 20 EXPORTING COUNTRIES TO THE U.S. IN 2024

Note

These countries together account for approximately **83% of total U.S. food imports**, with a combined value of **\$168 billion in 2024**.

Source: White House • Updated 10 Apr 2025. Shows countries and territories affected by the so-called reciprocal tariffs, which do not include Canada or Mexico. Imports data for 2024

Ranking	Country	U.S. Import Value in 2024 (Billion USD)	Share of Total U.S. Imports (%)	Previous U.S. Tariff Rate (%)	Updated
1	Mexico	47	23%	-	-
2	Canada	37	17%	-	-
3	Italy	8.0	4%	20%	10%
4	Brazil	7.6	4%	10%	10%
5	Chile	6.8	3%	10%	10%
6	France	6.5	3%	20%	10%
7	China	5.8	3%	34%	125%
8	Indonesia	5.6	3%	32%	10%
9	Australia	5.4	3%	10%	10%
10	Peru	5.2	2%	10%	10%
11	India	5.2	2%	26%	10%
12	Viet Nam	4.7	2%	46%	10%
13	Spain	3.8	2%	20%	10%
14	New Zealand	3.7	2%	10%	10%
15	Ecuador	3.5	2%	10%	10%
16	Guatemala	3.4	2%	10%	10%
17	United Kingdom	3.1	1.4%	10%	10%
18	Colombia	2.9	1.4%	10%	10%
19	Thailand	2.9	1.4%	36%	10%
20	Netherlands	2.8	1.3%	20%	10%



MARKET ANALYSIS TO IDENTIFY OPPORTUNITIES FOR EGYPT



China's Role in U.S. Food Imports: High Tariffs Open Doors for Egypt

China's food exports to the U.S. in 2024:

Value: 6 billion USD

Volume: 6.6 million tons

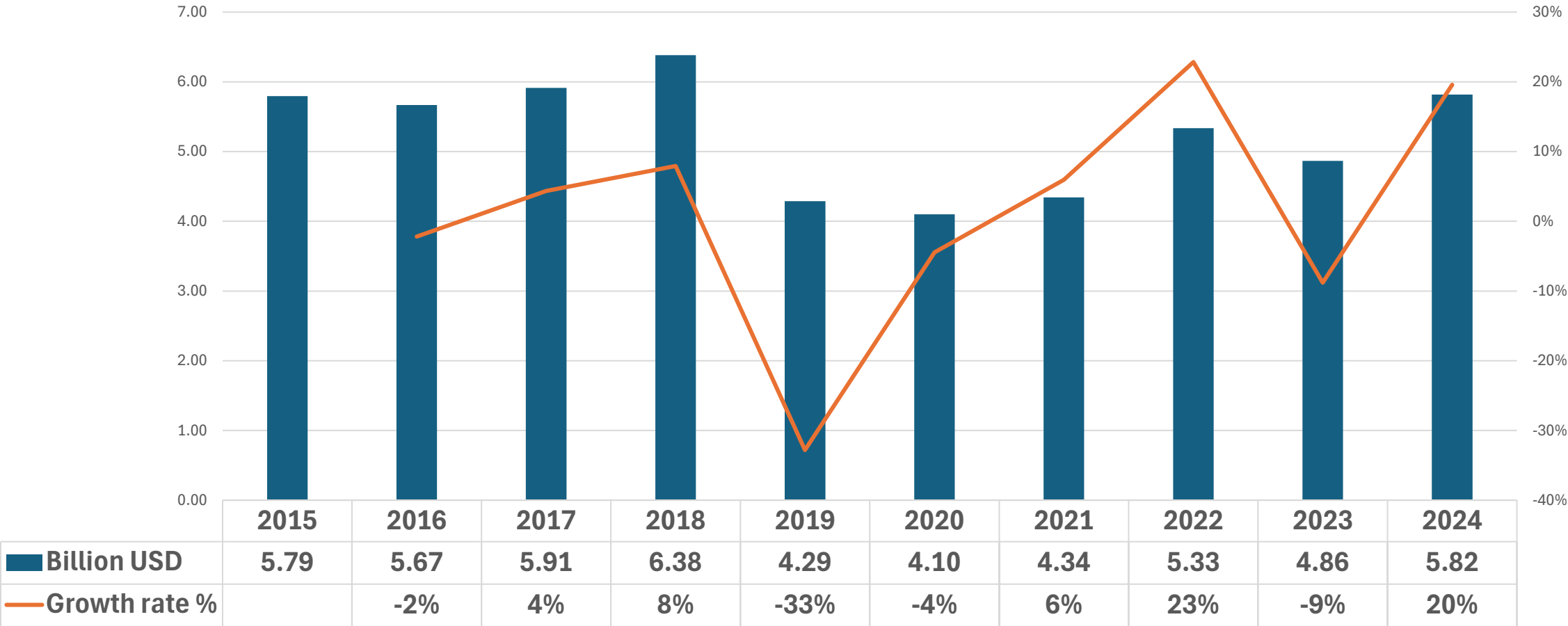
Market Share in U.S. Food Imports:

3 % of total U.S. food imports

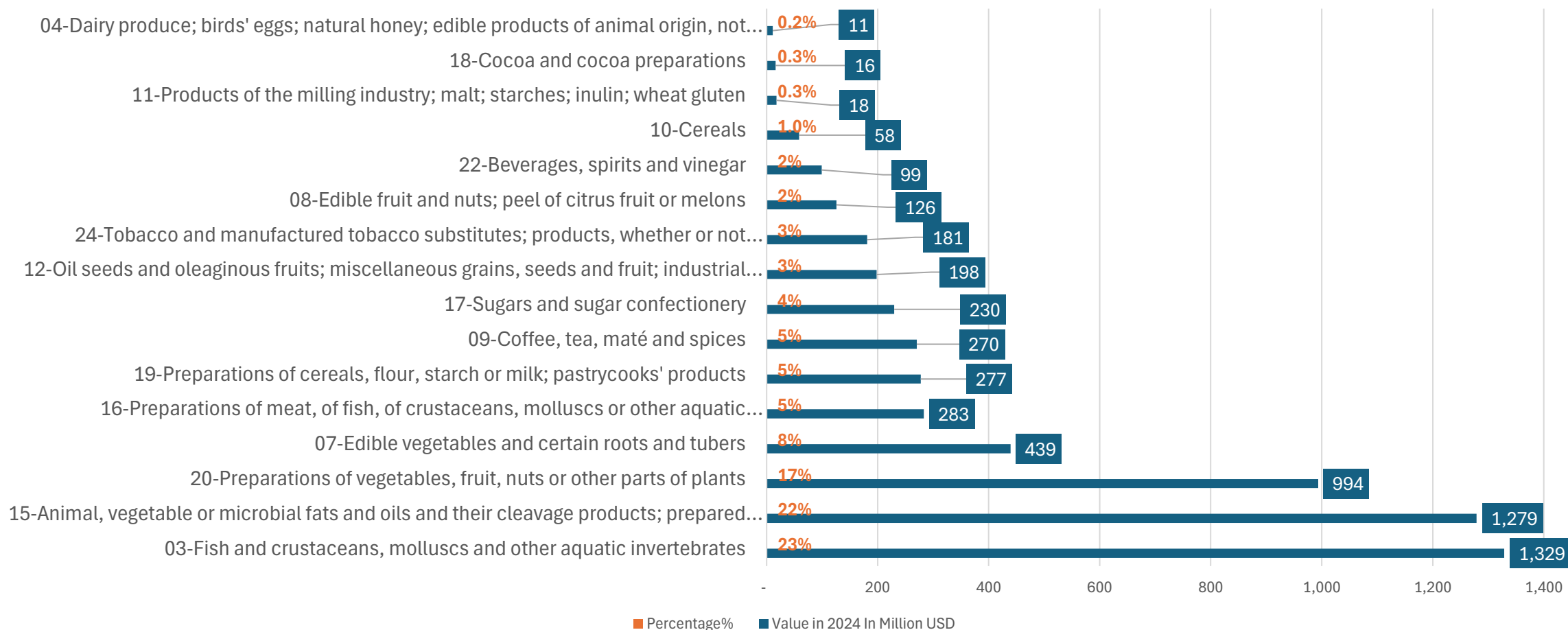
New Proposed U.S. Tariff:

125%

U.S. IMPORTS OF FOOD PRODUCTS FROM CHINA (2015–2024 IN BILLION USD)



TOP CHINA FOOD CATEGORIES EXPORTED TO THE U.S. IN 2024 - 2.DIGITS



HS Code **151800** Animal or Vegetable fats and oils is a broad category that includes several detailed subheadings, such as:

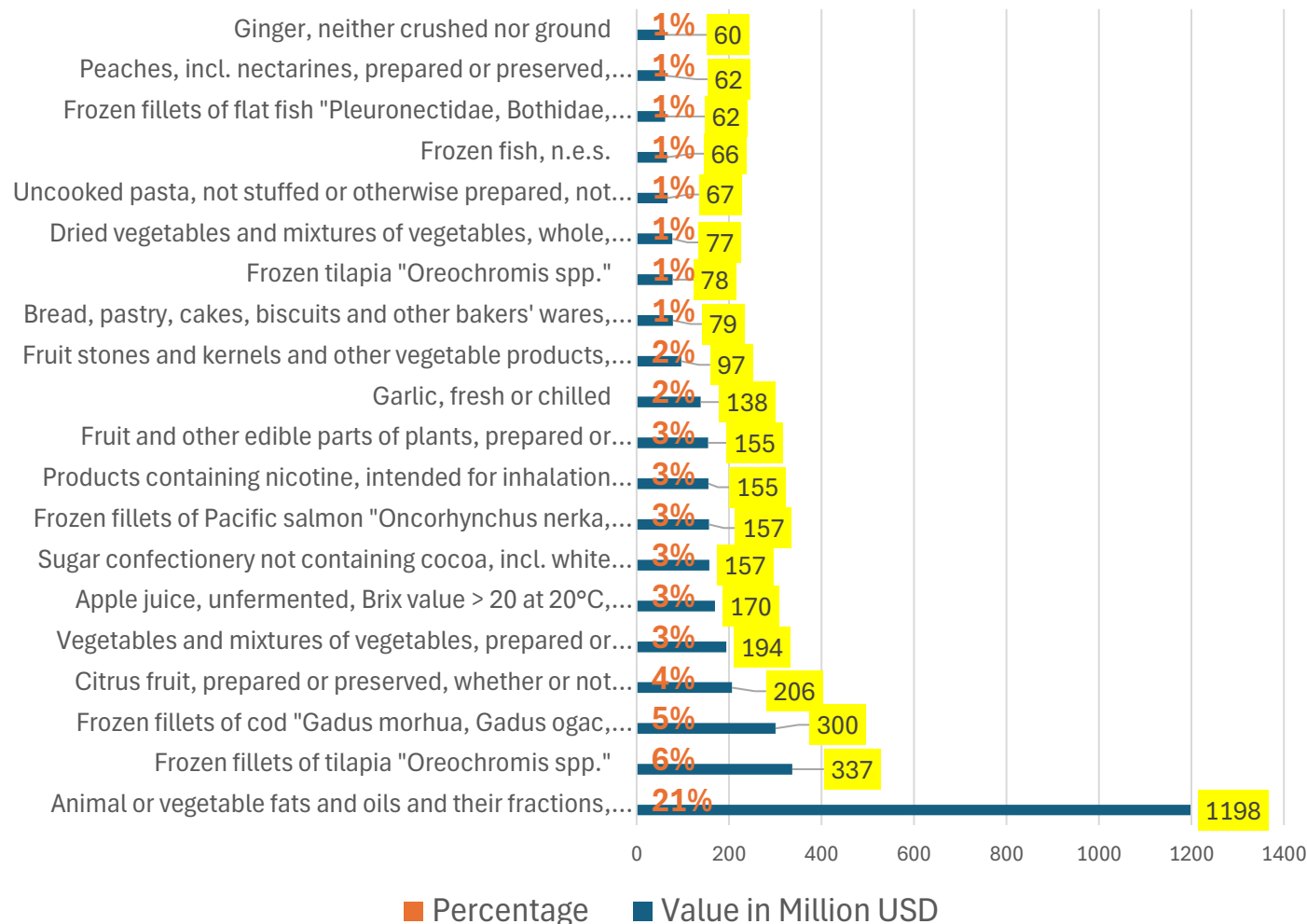
■ **1518004000** – *Animal and vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulfurized, etc.*

This product saw a sharp increase in U.S. imports from China, rising from **\$794 million in 2023** to over **\$1.19 billion in 2024**.

■ **1518002000** – *Inedible mixtures or preparations of linseed or flaxseed oil, NESOI*

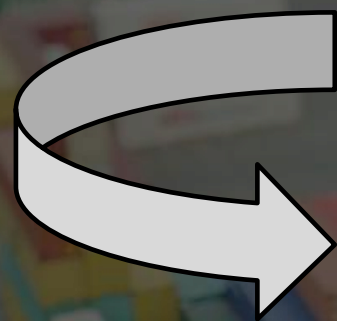
Although more niche, this product recorded **\$1.7 million in U.S. imports from China in 2024**

TOP 20 CHINA FOOD PRODUCTS EXPORTED TO THE U.S. IN 2024 - 6.DIGITS



■ For the full list of exported food products, please refer to the following link:

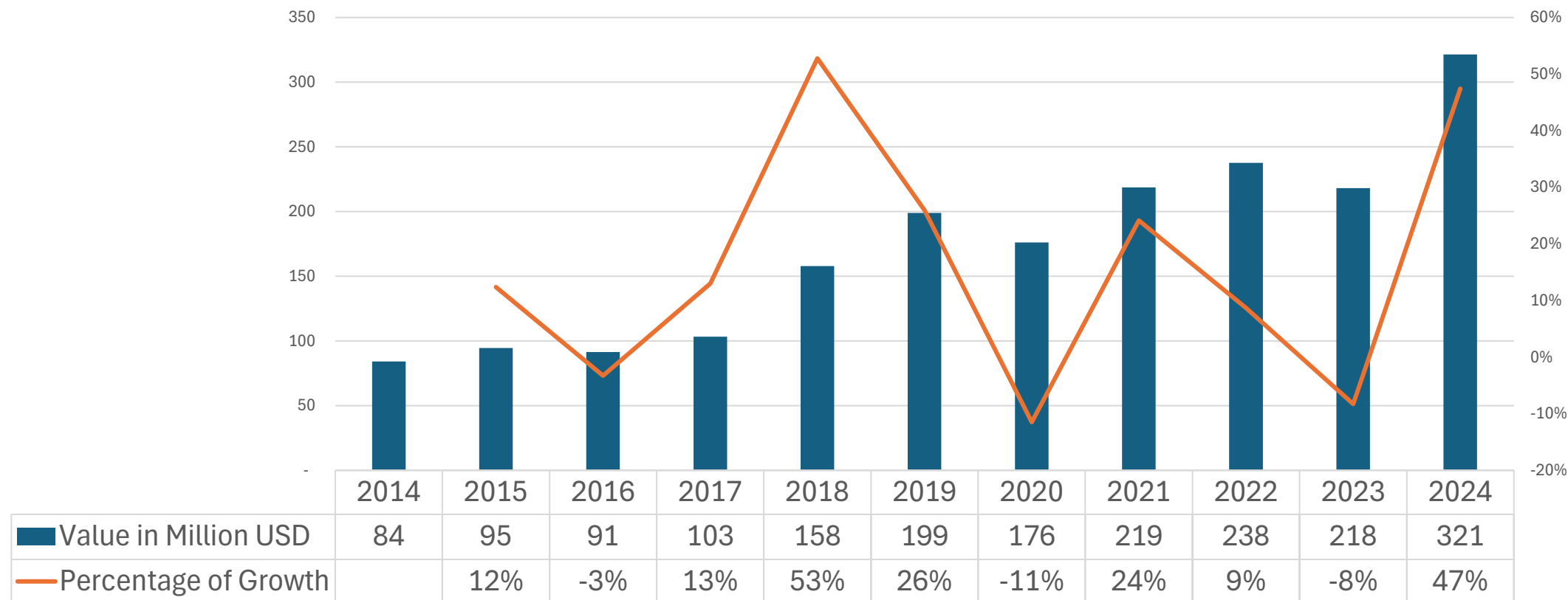
👉 [Trade Map - Existing and potential trade between United States of America and China.xlsx - Google Sheets](#)



TRADE FIGURES

EGYPT'S TRADE WITH USA

YEARLY GROWTH TREND FROM EGYPT TO USA (2014-2024)



Egypt's processed food exports to the U.S. represent 5% of its \$6.1 billion food industry exports, making the U.S. the fourth-largest importer. In 2024, 326 Egyptian companies exported to the U.S., with 62 of them accounting for 87% of the total export value (\$287 million).

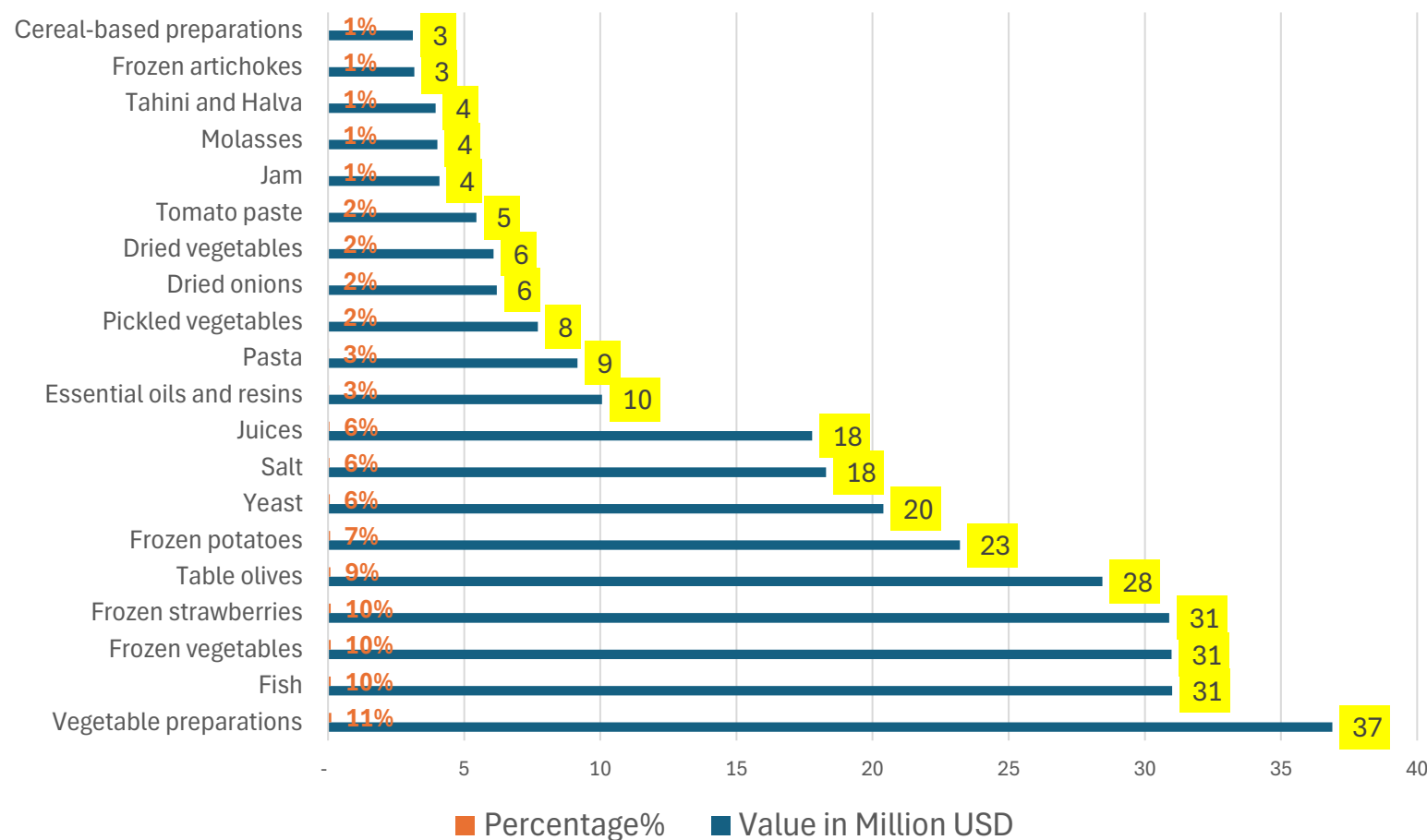
Source: GOEIC

Note:

According to GOEIC data, Egypt's exports under HS Code 03 (Fish and Crustaceans) include the following key products, which together represent **\$30.5 million** out of a total of **\$31 million** in fish exports:

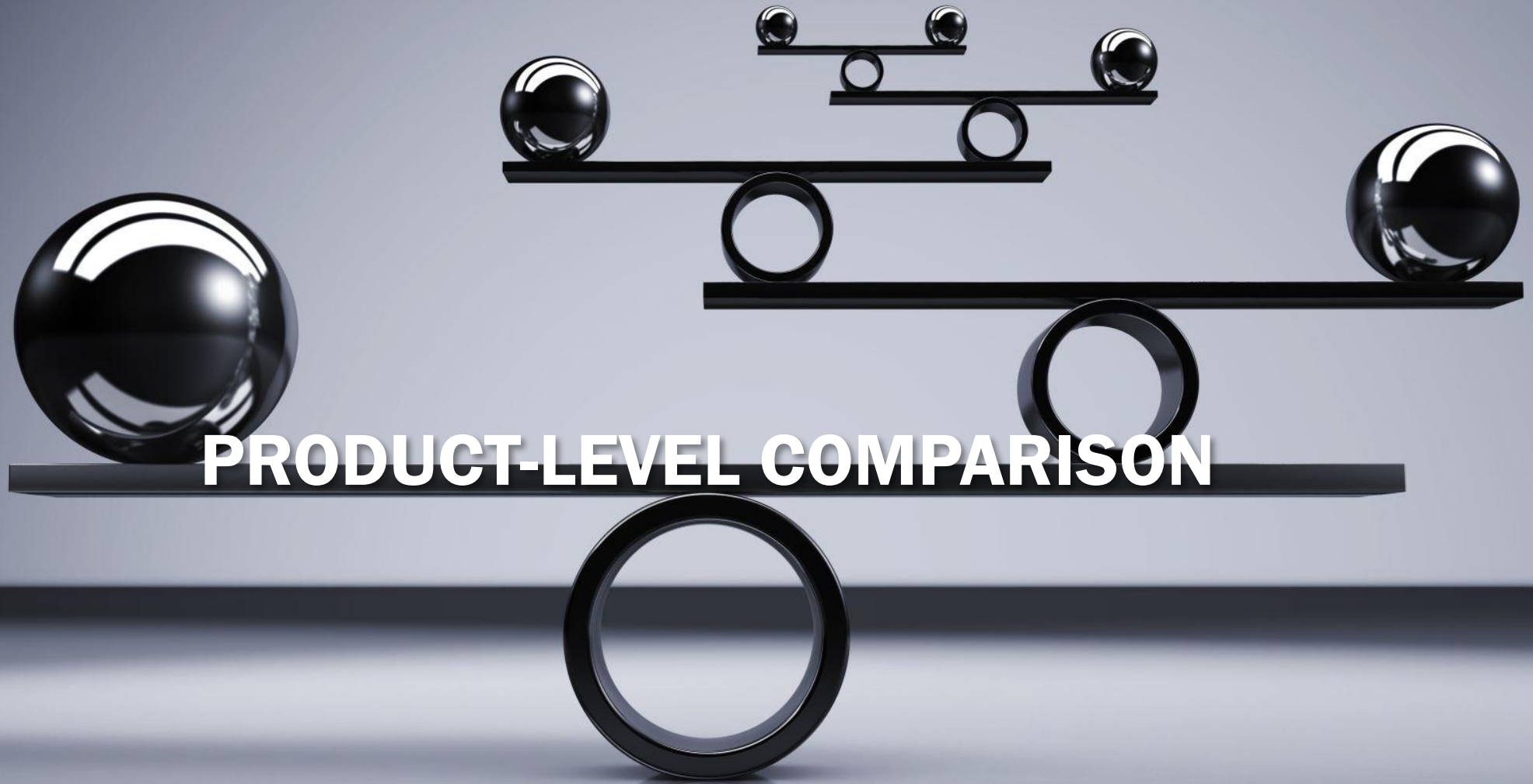
- HS 030611 & 030612: Frozen freshwater and rock lobsters (استاكوزا المياه العذبة) (*Homarus spp.*, *Palinurus spp.*, *Panulirus spp.*, *Jasus spp.*) – **\$29.23 million**
- HS 030912: Live eel (*Anguilla spp.*) (ثعبان البحر) – **\$647 thousand**
- HS 030431: Fresh or chilled tilapia fillets (*Oreochromis spp.*) (السّمك البلطي) – **\$695 thousand**

TOP 20 PRODUCTS EGYPT EXPORTED TO USA IN 2024



These twenty products accounted for **94% of Egypt's total food exports** to the U.S. market in 2024.

Source: GOEIC



PRODUCT-LEVEL COMPARISON

PRODUCT OVERLAP ANALYSIS: CHINA VS. EGYPT EXPORTS TO THE U.S. (SAMPLE)

Product code	Product label	USA's Import from China in Million USD 2024	Egypt Export Value to USA in 2024 in USD	Egypt Export Volume in Ton
151800	Animal or vegetable fats and oils and their fractions, boiled, oxidised, dehydrated	1,198	0	0
030461	Frozen fillets of tilapia "Oreochromis spp."	337	94,379	41
030471	Frozen fillets of cod "Gadus morhua, Gadus ogac, Gadus macrocephalus"	300	0	0
200830	Citrus fruit, prepared or preserved, whether or not containing added sugar or	206	0	0
200599	Vegetables and mixtures of vegetables, prepared or preserved otherwise than	194	1,388,980	1,535
200979	Apple juice, unfermented, Brix value > 20 at 20°C, whether or not containing	170	51,408	73
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing	157	140,761	43
030481	Frozen fillets of Pacific salmon "Oncorhynchus nerka, Oncorhynchus gorbusc	157	0	0
240412	Products containing nicotine, intended for inhalation without combustion (excl	155	0	0
200899	Fruit and other edible parts of plants, prepared or preserved, whether or not c	155	2,448,029	2,489
070320	Garlic, fresh or chilled	138	0	0
121299	Fruit stones and kernels and other vegetable products, incl. unroasted chicory	97	0	0
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not contain	79	534,537	191
030323	Frozen tilapia "Oreochromis spp."	78	150,104	39
071290	Dried vegetables and mixtures of vegetables, whole, cut, sliced, broken or in	77	6,079,302	1,244
190219	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	67	8,887,330	13,743
030389	Frozen fish, n.e.s.	66	0	0
030483	Frozen fillets of flat fish "Pleuronectidae, Bothidae, Cynoglossidae, Soleidae,	62	0	0
200870	Peaches, incl. nectarines, prepared or preserved, whether or not containing a	62	0	0
091011	Ginger, neither crushed nor ground	60	0	0
030472	Frozen fillets of haddock "Melanogrammus aeglefinus"	60	0	0
090422	Fruits of the genus Capsicum or of the genus Pimenta, crushed or ground	57	0	0
100630	Semi-milled or wholly milled rice, whether or not polished or glazed	57	0	0

- This analysis identifies overlapping products (HS codes) that the U.S. imports from China, and compares them with Egypt's export to the U.S. in the same product categories.
- The goal is to highlight high-potential products where China currently dominates, but where Egypt already exports or has the capacity to enter.
- The analysis is based on:
 - U.S. import data by product and origin (from ITC Trade Map).
 - Egypt's export data to the U.S. in 2024 (GOEIC).
- This helps identify opportunities for Egypt to increase exports to the U.S. in products where China may face higher tariffs or trade barriers.

Note: A value of 0 in Egypt's export data indicates that, according to GOEIC records, this HS code was not exported to the U.S. in 2024.



[High Potential Products- Where Egypt and China Compete in the U.S. Market1.xlsx - Google Sheets](#)

EGYPT'S TOP PRODUCTS WITH **HIGHEST UNTAPPED EXPORT POTENTIAL** IN THE U.S. MARKET

HS Code	Product Description	Unrealized Export Potential (USD)
200570	Olives, prepared/preserved	\$52 million
081110	Strawberries, frozen	\$43 million
190219	Uncooked pasta, without eggs	\$20 million
170490	Sugar confectionery (not containing cocoa)	\$7.4 million
040900	Natural honey	\$2.8 million
210320	Tomato ketchup & other tomato sauces	\$1.7 million
040630	Processed cheese	\$1.3 million
071220	Onions, dried	\$1.1 million
160250	Meat/offal of bovine animals, prepared/preserved, n.e.s.	\$414,000
200290	Tomatoes, prepared/preserved	\$565



Note:

Based on FEC focus during 2024–Q1 2025. Collectively, these products represent an **unrealized export potential of approximately USD 130 million** in the U.S. market.

(Source: ITC Export Potential Map)

Updates on QIZ Agreement and GSP Program Status

Background on QIZ:

The QIZ agreement, signed in 2004, allows Egyptian products tariff-free access to the U.S. market if they include a 10.5% Israeli input.

Generalized System of Preferences (GSP) Overview:

The U.S. GSP program historically provided duty-free tariff treatment for eligible products from developing countries, including Egypt.

The GSP program officially expired on December 31, 2020.

- Although CBP instructed importers to continue flagging GSP-eligible shipments for possible retroactive refunds if Congress reauthorizes the program, no legislative action has reinstated its full benefits.

THANK YOU

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