HIGHLIGHTS

- GDP 2019: USD 2.69 trillion (-7.3% 2020; +3.1% 2021)
- Population: 426 million
- Destination of $7.3 billion of U.S. agricultural exports in 2020; $185 million from WA.
- FTAs with Chile, Colombia and Peru; negotiations with Ecuador.
- Easy access through ports strategically located in the Pacific Ocean.
- Growing market for a wide selection of retail, foodservice items and ingredients.
- The largest consumer market in Latin America: Brazil
- U.S. foods positively perceived as of high-quality by consumers.
- 12 countries (excl. French Guyana)
  - Priority markets: Brazil, Chile, Colombia, Peru and Ecuador
  - Limited opportunities: Argentina, Paraguay, Uruguay, Bolivia, Venezuela, Suriname and Guyana

SOUTH AMERICA: OPPORTUNITIES IN A NEW MARKET TO WASHINGTON AG EXPORTS

- While South America is the destination of 4.8% of all U.S. ag exports, the state of Washington exports only 2.5% of its ag products to the region (below). Great opportunity of growing its market share.

<table>
<thead>
<tr>
<th>#</th>
<th>Market</th>
<th>USD million</th>
<th>Main Products</th>
<th>#</th>
<th>Market</th>
<th>USD million</th>
<th>Main products</th>
</tr>
</thead>
<tbody>
<tr>
<td>#10</td>
<td>Colombia</td>
<td>2,879</td>
<td>Corn, soybean meal and soybeans, pork, dairy, poultry, nuts, pet food, food preparations, fresh fruit, condiments and sauces, seafood</td>
<td>#29</td>
<td>Colombia</td>
<td>39</td>
<td>Fresh Fruit, Processed Vegetables, Dairy, Corn, Pulses, Beef</td>
</tr>
<tr>
<td>#26</td>
<td>Brazil</td>
<td>1,097</td>
<td>Ethanol, feed, wheat, rice, dairy, food preparations, spirits, nuts, condiments and sauces, seafood</td>
<td>#30</td>
<td>Chile</td>
<td>36</td>
<td>Processed Vegetables, Fresh Fruit, Dairy, Wheat, Pulses, Beef, Seafood, Poultry</td>
</tr>
<tr>
<td>#28</td>
<td>Chile</td>
<td>1,054</td>
<td>Beer, pork, dairy, condiments, poultry, beef, food preparations, pet food</td>
<td>#32</td>
<td>Ecuador</td>
<td>32</td>
<td>Wheat, seafood, fresh fruit</td>
</tr>
<tr>
<td>#32</td>
<td>Peru</td>
<td>934</td>
<td>Corn, soybeans, dairy, cotton, wheat, poultry, beef, nuts, fresh fruit</td>
<td>#35</td>
<td>Peru</td>
<td>30</td>
<td>Fresh Fruit, Pulses, Seafood, Dairy, Processed and Fresh Vegetables</td>
</tr>
<tr>
<td>#41</td>
<td>Ecuador</td>
<td>535</td>
<td>Soybean feed, wheat, corn, food preparations, fresh fruit, condiments and sauces, seafood</td>
<td>#37</td>
<td>Brazil</td>
<td>28</td>
<td>Milled grains, seafood, fresh fruit, processed vegetables</td>
</tr>
</tbody>
</table>

- Well-established food and feed industry, representing opportunities for ingredients and commodities.
- Developing consumer market, with growing middle class and more mature consumer demanding high-quality value-added consumer foods as well.
- Convenience, health, wellness and nutrition, cooking at home and e-commerce are the key trends across the region.
- Additionally to the above products, commodities, feed and food ingredients, dairy products, seafood, pet food, nuts, seasonings, condiments and sauces, nut, fresh fruit, wine, craft beer, hops, snacks, confectionary, poultry, pork, beef, vegan and all natural products represent some of the best prospects in this market.
- Market requires commitment, identification of key partners/distributors, building solid long-term relationships with the ones registering and marketing products on the ground. There is a slower pace in doing business, be patient.