CICB CENTRE FOR THE BRAZILIAN TANNING INDUSTRY

Brazilian leather

BRAZILIAN EXPORTS OF HIDES AND SKINS

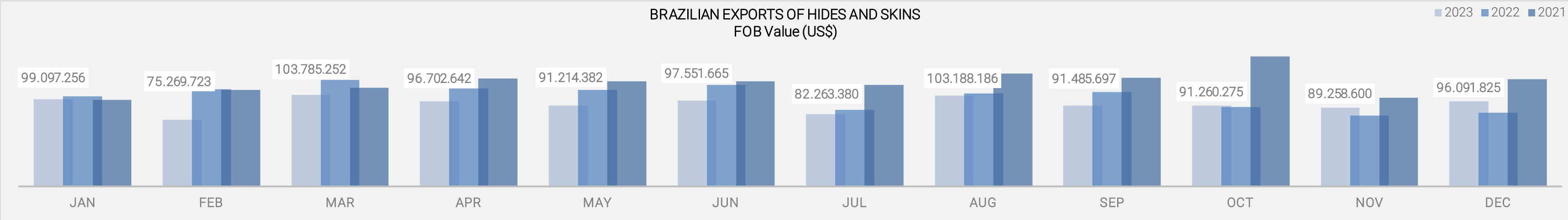
December 2023

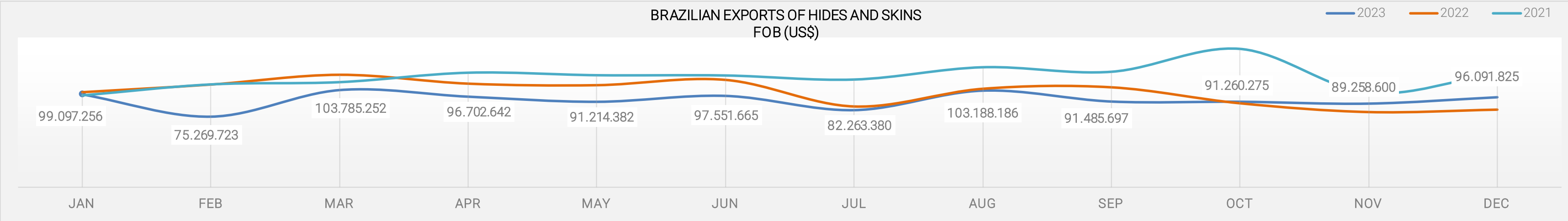
SUMMARY		PAGE

1 BRAZILIAN EXPORTS OF HIDES AND SKINS

MONTH	FOB VALUE (US$) 2023	FOB VALUE (US$) 2022	FOB VALUE (US$) 2021	Δ (%) MONTH 2023	Δ (%) 2023/2022	Δ (%) 2023/2021	AREA (sqm) 2023	AREA (sqm) 2022	AREA (sqm) 2021	Δ (%) MONTH 2023	Δ (%) 2023/2022	Δ (%) 2023/2021	WEIGHT (Kg) 2023	WEIGHT (Kg) 2022	WEIGHT (Kg) 2021	Δ (%) MONTH 2023	Δ (%) 2023/2022	Δ (%) 2023/2021
JAN	99.097.256	101.697.054	97.842.657	19,1%	-2,6%	1,3%	14.458.015	12.063.997	14.794.446	32,6%	19,8%	-2,3%	40.842.514	30.527.897	38.010.157	33,9%	33,8%	7,5%
FEB	75.269.723	109.794.363	109.528.720	-24,0%	-31,4%	-31,3%	10.666.731	11.518.363	15.698.373	-26,2%	-7,4%	-32,1%	29.776.931	25.501.700	38.218.258	-27,1%	16,8%	-22,1%
MAR	103.785.252	120.139.328	111.927.496	37,9%	-13,6%	-7,3%	14.083.877	13.625.210	15.133.632	32,0%	3,4%	-6,9%	36.974.204	31.859.528	34.265.446	24,2%	16,1%	7,9%
APR	96.702.642	110.738.209	121.951.096	-6,8%	-12,7%	-20,7%	13.711.003	11.773.200	16.318.524	-2,6%	16,5%	-16,0%	35.454.984	28.030.076	36.417.387	-4,1%	26,5%	-2,6%
MAY	91.214.382	109.124.938	119.279.811	-5,7%	-16,4%	-23,5%	12.063.660	11.199.958	15.163.923	-12,0%	7,7%	-20,4%	31.339.687	24.982.739	33.656.700	-11,6%	25,4%	-6,9%
JUN	97.551.665	114.733.220	119.014.618	6,9%	-15,0%	-18,0%	13.615.601	12.737.959	14.251.467	12,9%	6,9%	-4,5%	34.013.962	32.538.087	31.809.207	8,5%	4,5%	6,9%
JUL	82.263.380	86.582.958	114.704.199	-15,7%	-5,0%	-28,3%	11.111.895	9.168.223	12.987.305	-18,4%	21,2%	-14,4%	29.557.997	21.825.224	28.797.843	-13,1%	35,4%	2,6%
AUG	103.188.186	105.318.890	127.753.281	25,4%	-2,0%	-19,2%	14.636.232	12.398.155	15.456.776	31,7%	18,1%	-5,3%	40.918.684	32.250.962	31.412.555	38,4%	26,9%	30,3%
SEP	91.485.697	106.870.559	122.947.850	-11,3%	-14,4%	-25,6%	13.493.620	12.998.266	13.406.581	-7,8%	3,8%	0,6%	36.476.373	35.798.746	32.398.066	-10,9%	1,9%	12,6%
OCT	91.260.275	89.944.558	147.230.475	-0,2%	1,5%	-38,0%	13.310.650	11.595.103	15.861.118	-1,4%	14,8%	-16,1%	36.910.273	30.269.139	35.079.112	1,2%	21,9%	5,2%
NOV	89.258.600	80.665.640	100.737.179	-2,2%	10,7%	-11,4%	13.305.461	10.767.130	10.511.289	-0,04%	23,6%	26,6%	36.828.021	30.454.895	25.844.344	-0,2%	20,9%	42,5%
DEC	96.091.825	83.228.588	121.530.065	7,7%	15,5%	-20,9%	14.526.060	10.904.167	12.723.535	9,17%	33,2%	14,2%	41.534.604	30.498.876	29.669.508	12,8%	36,2%	40,0%
Total	1.117.168.883	1.218.838.305	1.414.447.447		-8,3%	-21,0%	158.982.805	140.749.731	172.306.969		13,0%	-7,7%	430.628.234	354.537.869	395.578.583		21,5%	8,9%

Source: SECEX - Prepared by: CICB





ANALYSIS OF TOTAL EXPORTS

Exports of hides and skins presented by SECEX (Secretariat of Foreign Trade) of the Ministry of Development, Industry, Commerce and Services and analyzed by CICB, referring to the month of December 2023, registered a value of US$ 96.1 million, representing increases of 7.7% over the previous month, and 15.5% over the same month last year, when US$ 83.2 million were exported.

Considering volume, 14.5 million square meters and 41.5 thousand tons were exported, which meant, respectively, increases of 33.2% and 36.2% over the same month in 2022. Compared to November, there was also increases of 9.2% in area and 12.8% in weight.

The accumulated result for the year totaled US$ 1.12 billion, 8.3% below 2022, but increases of 13.0% in area and 21.5% in weight.

2 BRAZILIAN EXPORTS OF HIDES AND SKINS BY DESTINATION

		FOB VALUE (US$)			Share	Δ	AREA (sqm)			Share	Δ	WEIGHT (KG)			Share	Δ
	COUNTRIES	2023	2022	2021	2023	2023/2022	2023	2022	2021	2023	2023/2022	2023	2022	2021	2023	2023/2022
1	China + Hong Kong	352.226.261	338.217.675	481.399.660	31,5%	4,1%	67.769.026	50.993.555	69.382.471	42,6%	32,9%	204.508.684	147.129.995	181.994.603	47,5%	39,0%
	China	316.969.886	278.753.821	417.144.481	28,4%	13,7%	60.975.263	43.157.528	62.017.274	38,4%	41,3%	187.055.380	126.842.825	163.337.604	43,4%	47,5%
2	United States	178.363.993	224.181.087	195.321.691	16,0%	-20,4%	13.509.580	14.881.891	14.858.963	8,5%	-9,2%	11.866.908	12.945.202	12.740.091	2,8%	-8,3%
3	Italy	135.318.277	203.772.560	216.202.744	12,1%	-33,6%	23.688.206	27.007.169	27.371.836	14,9%	-12,3%	75.922.399	92.774.433	84.564.325	17,6%	-18,2%
4	Vietnam	78.854.070	63.772.297	98.250.074	7,1%	23,6%	15.691.659	11.825.020	17.093.444	9,9%	32,7%	39.203.878	29.352.490	36.340.752	9,1%	33,6%
5	Mexico	53.275.659	45.810.515	60.693.529	4,8%	16,3%	4.933.656	2.984.319	3.709.604	3,1%	65,3%	6.743.892	3.133.901	3.562.259	1,6%	115,2%
6	South Korea	47.351.801	28.583.485	45.267.318	4,2%	65,7%	4.517.884	2.753.561	3.969.506	2,8%	64,1%	5.745.765	5.174.681	5.558.129	1,3%	11,0%
7	Thailand	40.807.206	46.907.422	41.031.518	3,7%	-13,0%	4.319.143	3.545.273	3.497.283	2,7%	21,8%	7.558.369	5.908.050	5.542.898	1,8%	27,9%
	Hong Kong	35.256.375	59.463.854	64.255.179	3,2%	-40,7%	6.793.763	7.836.027	7.365.197	4,3%	-13,3%	17.453.304	20.287.170	18.656.999	4,1%	-14,0%
8	Germany	34.264.358	50.236.434	46.619.612	3,1%	-31,8%	2.706.519	3.432.913	3.852.676	1,7%	-21,2%	2.278.864	2.841.158	3.571.774	0,5%	-19,8%
9	Hungary	18.806.432	23.652.004	26.687.527	1,7%	-20,5%	1.551.387	1.590.977	2.012.623	1,0%	-2,5%	1.327.749	1.449.597	1.845.714	0,3%	-8,4%
10	Taiwan	13.778.513	18.998.294	24.635.158	1,2%	-27,5%	3.109.200	4.640.705	7.244.549	2,0%	-33,0%	8.832.688	11.782.461	18.747.779	2,1%	-25,0%
11	Uruguay	12.410.455	8.816.378	9.132.000	1,1%	40,8%	1.582.084	1.521.172	1.307.180	1,0%	4,0%	5.362.668	4.419.810	4.637.644	1,2%	21,3%
12	Tunisia	11.753.524	9.376.731	10.201.339	1,1%	25,3%	742.856	598.690	662.778	0,5%	24,1%	1.140.437	938.764	1.037.905	0,3%	21,5%
13	Spain	10.909.980	5.309.895	6.780.480	1,0%	105,5%	2.587.541	1.758.350	2.985.997	1,6%	47,2%	6.949.613	5.020.758	8.330.177	1,6%	38,4%
14	Argentina	9.506.766	11.019.139	7.677.077	0,9%	-13,7%	679.129	900.735	755.783	0,4%	-24,6%	814.301	865.479	691.679	0,2%	-5,9%
15	Norway	9.241.111	13.225.993	14.930.662	0,8%	-30,1%	643.247	771.095	899.351	0,4%	-16,6%	453.383	549.623	668.276	0,1%	-17,5%
16	Netherlands	8.731.800	10.537.866	13.567.849	0,8%	-17,1%	899.945	907.689	1.134.669	0,6%	-0,9%	866.529	883.400	1.059.287	0,2%	-1,9%
17	Slovakia	8.362.311	3.970.095	1.048.155	0,7%	110,6%	540.743	206.850	61.792	0,3%	161,4%	519.225	248.449	75.280	0,1%	109,0%
18	India	7.370.068	12.204.003	11.471.067	0,7%	-39,6%	1.591.034	1.454.614	1.222.047	1,0%	9,4%	5.213.261	5.096.361	3.428.672	1,2%	2,3%
19	Switzerland	6.618.472	2.977.791	8.226.186	0,6%	122,3%	1.516.479	857.571	1.860.333	1,0%	76,8%	4.671.203	3.471.128	5.219.782	1,1%	34,6%
20	Turkey	5.667.663	1.457.971	155.833	0,5%	288,7%	97.796	45.707	10.048	0,1%	114,0%	13.211.573	2.402.025	90.263	3,1%	450,0%
21	Poland	5.198.787	8.996.210	7.629.296	0,5%	-42,2%	467.263	817.561	706.335	0,3%	-42,8%	390.646	680.938	562.419	0,1%	-42,6%
22	France	5.036.949	4.679.688	2.479.822	0,5%	7,6%	215.060	183.064	106.088	0,1%	17,5%	325.263	292.229	169.105	0,1%	11,3%
23	Portugal	4.993.120	4.689.882	6.112.359	0,4%	6,5%	449.367	423.273	591.493	0,3%	6,2%	965.715	999.002	1.110.476	0,2%	-3,3%
24	Malaysia	4.260.430	8.140.935	7.540.857	0,4%	-47,7%	330.023	557.719	555.131	0,2%	-40,8%	266.206	452.292	439.002	0,1%	-41,1%
25	Canada	4.245.958	4.751.081	5.009.870	0,4%	-10,6%	259.522	281.779	323.370	0,2%	-7,9%	240.049	261.301	283.469	0,1%	-8,1%
26	Bangladesh	3.800.925	755.166	13.636	0,3%	403,3%	273.835	46.391	791	0,2%	490,3%	381.277	58.432	680	0,1%	552,5%
27	Indonesia	3.705.376	18.055.582	18.705.282	0,3%	-79,5%	482.234	1.603.785	1.656.498	0,3%	-69,9%	456.311	1.254.126	1.443.042	0,1%	-63,6%
28	Nigeria	3.452.116	1.940.841	476.171	0,3%	77,9%	0	7.699	0	0,0%	-100,0%	11.158.155	4.772.344	1.828.649	2,6%	133,8%
29	Chile	3.287.953	5.229.336	5.257.821	0,3%	-37,1%	405.863	577.769	597.377	0,3%	-29,8%	521.382	704.499	647.561	0,1%	-26,0%
30	South Africa	3.239.629	3.460.882	5.757.189	0,3%	-6,4%	339.015	402.992	636.808	0,2%	-15,9%	501.437	537.846	1.027.109	0,1%	-6,8%
	Others (2023: +51 countries)	32.328.920	35.111.067	36.165.665	2,9%	-7,9%	3.083.509	3.169.843	3.240.145	1,9%	-2,7%	12.230.404	8.137.095	8.359.782	2,8%	50,3%
	Total	1.117.168.883	1.218.838.305	1.414.447.447		-8,3%	158.982.805	140.749.731	172.306.969		13,0%	430.628.234	354.537.869	395.578.583		21,5%

Source: MDIC/SECEX - Prepared by: CICB

ANALYSIS OF DESTINATIONS

The three main destinations for Brazilian leather show the following information at the end of the year:

- China (without HK) ended with a share in value of 28.4% (22.9% in 2022) and 38.4% (30.7%) in area, with a monetary increase of 13.7% (-33 .2%) and area of 41.3% (-30.4%).
- United States with a share of 16.0% (18.4%) in value and 8.5% (10.6%) in area, with drops of 20.4% (+14.8%) in value and 9.2% (+0.2%) in area.
- Italy with a share of 12.1% (16.7%) in value, and 14.9% (19.2%) in area, with drops of 33.6% (-5.7%) in value and 12.3% (-1.3%) in area.

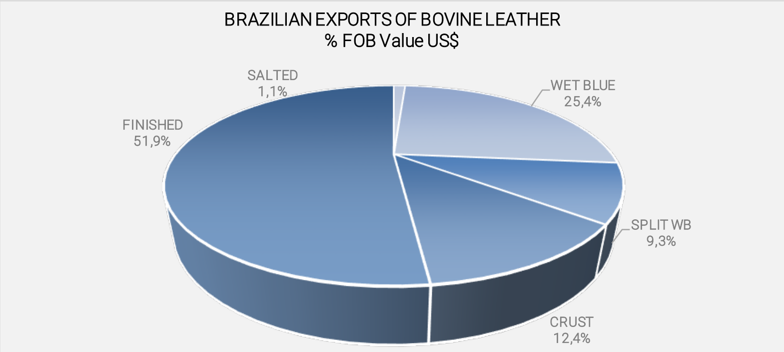
China, with good progress in the second half, closed the year with double-digit positive indicators in value and area, being the only one among the three largest destinations to regain share in purchases of national leather. The United States and Italy fell in participation, with negative indexes that reflect a scenario with high inflation and interest rates throughout the year, which strongly inhibited consumption.

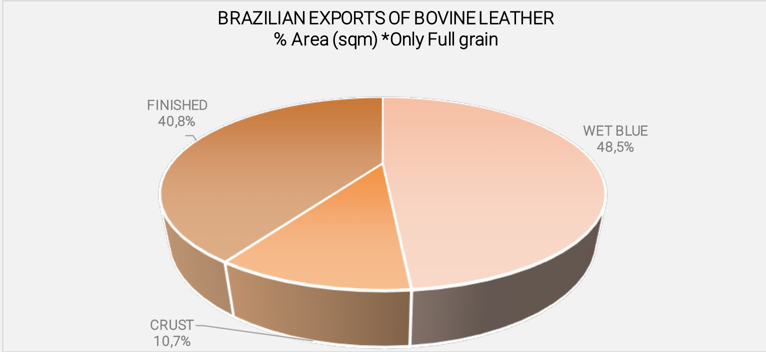
It is worth highlighting important markets among the TOP10, which, even in a scenario of global economic downturn, reacted this year and showed growth: Vietnam (+23.6% in value and +32.7% in area), Mexico (+16.3% % and +65.3%), and South Korea (+65.7% and +64.1%).

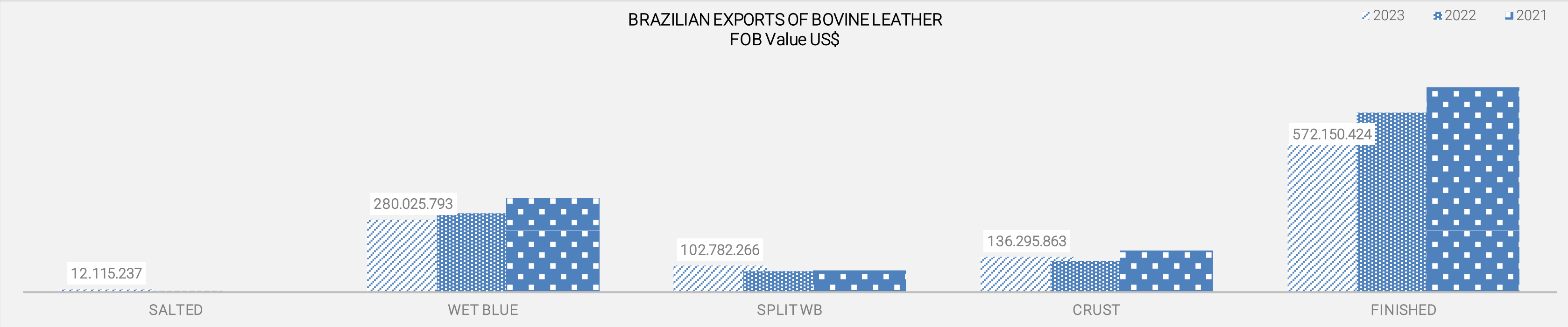
3 BRAZILIAN EXPORTS OF BOVINE LEATHER BY TYPE

	FOB VALUE (US$)			Δ		AREA (sqm)			Δ		WEIGHT (KG)			Δ	
TYPE OF LEATHER	2023	2022	2021	2023/2022	2023/2021	2023	2022	2021	2023/2022	2023/2021	2023	2022	2021	2023/2022	2023/2021
SALTED	12.115.237	5.997.034	2.768.175	102,0%	337,7%	-	-	-	-	-	31.017.570	11.311.494	5.789.322	174,2%	435,8%
WET BLUE	280.025.793	303.039.609	362.603.200	-7,6%	-22,8%	58.102.020	44.927.006	46.946.371	29,3%	23,8%	233.948.283	189.566.747	187.439.490	23,4%	24,8%
SPLIT WB	102.782.266	82.344.232	84.731.912	24,8%	21,3%	38.781.137	35.360.480	46.479.442	9,7%	-16,6%	109.999.793	99.174.142	131.398.260	10,9%	-16,3%
CRUST	136.295.863	121.383.285	159.083.863	12,3%	-14,3%	12.833.723	9.168.854	13.046.820	40,0%	-1,6%	12.162.395	9.338.619	12.446.351	30,2%	-2,3%
FINISHED	572.150.424	690.000.309	789.700.661	-17,1%	-27,5%	48.833.549	50.542.892	65.327.552	-3,4%	-25,2%	42.500.875	44.090.646	57.099.090	-3,6%	-25,6%
Total	1.103.369.583	1.202.764.469	1.398.887.811	-8,3%	-21,1%	158.550.429	139.999.232	171.800.185	13,3%	-7,7%	429.628.916	353.481.648	394.172.513	21,5%	9,0%

Source: MDIC/SECEX - Prepared by: CICB







ANALYSIS OF EXPORTS BY TYPE OF LEATHER

The following variations in Brazilian exports of bovine leather by type were registered in 2023, compared to the previous year:

- Wet blue closed with a share of 25.4% in value and 48.5% in area, with a monetary reduction of 7.6% (-16.4% in 2022), but with an increase of 29.3% (-4 .3% in 2022) in area.
- Split WB had a share of 9.3% in value, with a monetary increase of 24.8% (-2.8%), and 9.7% (-23.9%) in area.
- Crust with a share of 12.4% in value and 10.7% in area, with an increase of 12.3% (-23.7%) and 40.0% (-29.7%), respectively.
- Finished leather, with a share of 51.9% in value and 40.8% in area, decreased by 17.1% (-12.6%) in value and 3.4% (-22.6%) in area.

The year closed with Split WB and Crust showing an increase in both indexes, while WB leather only grew in volume. Finished leather saw another year of decline in shipments in terms of value and volume.

Salted hides doubled the value shipped compared to the previous year, with +102.0% in value, and almost tripled the volume, with +174.2% in weight.

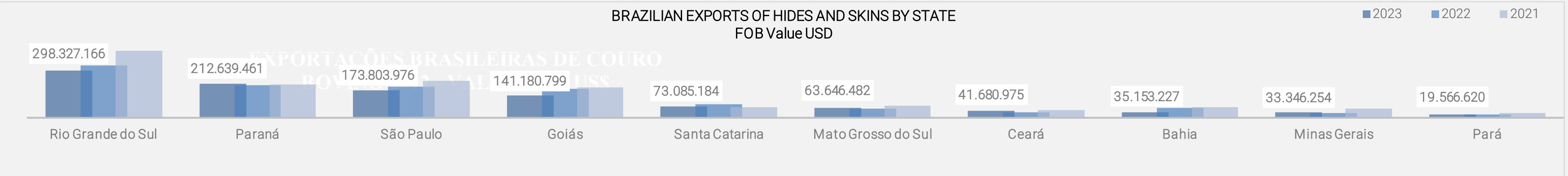
Among the skins of other animals, it is important to highlight the following compared to the values shipped:

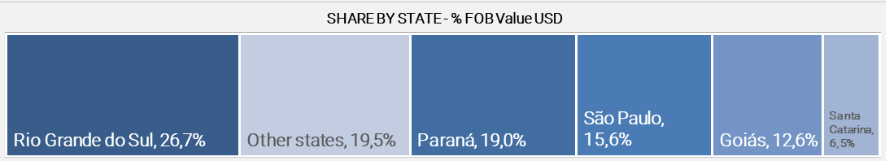
- Hair on hides with a reduction of 19.8% compared to 2022.
- Sheep skins with a 0.4% drop.
- Goats with a reduction of 49.2%, Reptiles with -81.3%, Donkeys with -50.7% and other animals (which also include Reptile skins) with -8.3%.
- Equidae grew by 11.7%, and Parings grew by +53.5%.
- The sector exported pig skins again in 2023, after two years without movement.

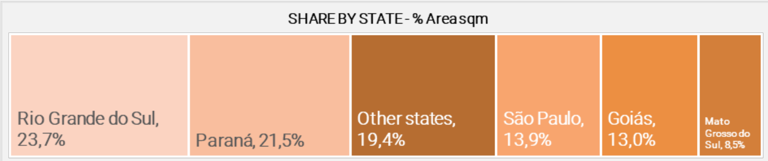
4 EXPORTS OF HIDES AND SKINS BY STATE

		FOB VALUE (US$)				Δ	AREA (sqm)				Δ	WEIGHT (KG)				Δ
		2023	2022	2021	2023	2023/2022	2023	2022	2021	2023	2023/2022	2023	2022	2021	2023	2023/2022
1	Rio Grande do Sul	298.327.166	330.730.801	420.282.109	26,7%	-9,8%	37.710.635	35.095.334	50.100.954	23,7%	7,5%	82.984.600	66.769.483	88.195.687	19,3%	24,3%
2	Paraná	212.639.461	203.061.448	209.719.259	19,0%	4,7%	34.191.185	27.213.875	27.409.438	21,5%	25,6%	95.735.482	74.098.634	71.204.910	22,2%	29,2%
3	São Paulo	173.803.976	193.067.687	234.264.877	15,6%	-10,0%	22.113.446	19.561.524	26.624.315	13,9%	13,0%	48.123.055	38.341.098	51.806.282	11,2%	25,5%
4	Goiás	141.180.799	180.482.798	188.771.855	12,6%	-21,8%	20.630.249	21.216.116	22.822.899	13,0%	-2,8%	62.781.155	60.518.374	64.777.842	14,6%	3,7%
5	Santa Catarina	73.085.184	86.774.720	65.291.413	6,5%	-15,8%	8.915.081	9.930.752	8.329.797	5,6%	-10,2%	18.718.637	28.157.221	21.191.834	4,3%	-33,5%
6	Mato Grosso do Sul	63.646.482	55.704.573	75.696.563	5,7%	14,3%	13.499.226	8.713.865	10.143.737	8,5%	54,9%	46.756.762	32.973.764	37.207.994	10,9%	41,8%
7	Ceará	41.680.975	32.517.026	47.165.234	3,7%	28,2%	4.035.096	2.313.634	4.505.172	2,5%	74,4%	6.005.576	3.454.823	5.984.258	1,4%	73,8%
8	Bahia	35.153.227	60.199.863	65.329.637	3,1%	-41,6%	4.941.502	7.356.114	8.155.095	3,1%	-32,8%	11.148.406	12.478.917	15.101.621	2,6%	-10,7%
9	Minas Gerais	33.346.254	31.470.086	57.064.428	3,0%	6,0%	6.150.295	3.958.249	8.952.693	3,9%	55,4%	12.468.979	7.330.346	15.461.953	2,9%	70,1%
10	Pará	19.566.620	22.904.299	28.450.584	1,8%	-14,6%	4.227.467	3.533.554	3.353.487	2,7%	19,6%	20.121.123	17.873.551	15.563.226	4,7%	12,6%
11	Mato Grosso	7.337.476	7.738.312	9.161.367	0,7%	-5,2%	1.537.889	1.249.699	1.157.613	1,0%	23,1%	5.545.848	4.250.216	4.305.358	1,3%	30,5%
12	Rio de Janeiro	5.923.873	5.413.013	5.578.327	0,5%	9,4%	217.416	84.151	126.954	0,1%	158,4%	577.347	46.537	109.452	0,1%	1140,6%
13	Rio Grande do Norte	3.496.886	1.690.995	170.687	0,3%	106,8%	0	0	0	0,0%	-	9.019.920	3.415.200	301.060	2,1%	164,1%
14	Pernambuco	2.861.097	1.239.890	1.079.063	0,3%	130,8%	40.362	34.458	44.317	0,0%	17,1%	7.207.464	2.199.834	1.586.571	1,7%	227,6%
15	Piauí	1.704.634	2.847.678	3.037.223	0,2%	-40,1%	87.279	163.158	228.081	0,1%	-46,5%	49.832	102.782	126.808	0,01%	-51,5%
16	Tocantins	1.173.921	525.114	84.532	0,1%	123,6%	264.913	90.025	8.902	0,2%	194,3%	1.289.130	457.275	45.550	0,3%	181,9%
17	Distrito Federal	828.829	718.940	1.973.689	0,1%	15,3%	169.783	129.812	234.124	0,1%	30,8%	890.370	650.990	1.138.067	0,2%	36,8%
18	Maranhão	575.079	167.162	114.039	0,1%	244,0%	94.032	23.032	29.815	0,1%	308,3%	247.458	19.028	43.510	0,1%	1200,5%
19	Amazonas	536.627	747.152	644.685	0,05%	-28,2%	109.260	82.011	78.914	0,1%	33,2%	538.577	418.995	614.056	0,1%	28,5%
20	Rondônia	202.813	0	0	0,02%	-	47.554	0	0	0,0%	-	181.431	0	0	0,0%	-
21	Paraíba	52.191	0	0	0,005%	-	0	0	0	0,0%	-	106.000	0	0	0,02%	-
22	Amapá	31.371	803.490	484.997	0,003%	-96,1%	0	0	0	0,0%	-	131.000	980.595	812.240	0,03%	-86,6%
23	Espírito Santo	13.942	31.893	81.776	0,001%	-56,3%	135	302	646	0,000%	-55,3%	82	172	291	0,000%	-52,3%
24	Not Declared *	0	1.365	1.103	0,0%	-100,0%	0	66	16	0,0%	-100,0%	0	34	13	0,0%	-100,0%
	Total	1.117.168.883	1.218.838.305	1.414.447.447	100,0%	-8,3%	158.982.805	140.749.731	172.306.969	100,0%	13,0%	430.628.234	354.537.869	395.578.583	100,0%	21,5%

Source: SECEX - Prepared by CICB - *Advanced shipping, without prior information on the state of origin by the exporter







ANALYSIS OF STATES

Exports from Brazilian states in 2023 presented the following highlights:

- Among the ten largest exporters, the growth in value came from Ceará (+28.2%), Mato Grosso do Sul (+14.3%), Minas Gerais (+6.0%) and Paraná (+4.7%). The biggest monetary drop was registered in the state of Bahia, with -41.6%.

- Considering the traded area, most states had a positive performance, with emphasis on Ceará (+74.4%), Minas Gerais (+55.4%), Mato Grosso do Sul (+54.9%) and Paraná (+25.6%). The most worrying drop was also in the state of Bahia, with -32.8%.

- Among the other states, there were four that more than doubled the value of their exports: Maranhão (+244.0%), Pernambuco (+130.8%), Tocantins (+123.6%) and Rio Grande do Norte (+106.8%).

- The ranking closed the year with the same positions as in recent months, with Rio Grande do Sul leading in terms of value (26.7% share) and area (23.7%), followed by Paraná (19.0% in value and 21.5% in area), São Paulo (15.6% and 13.9%) and Goiás (12.6% and 13.0%). The Gauchos only lose their leadership in the weight indicator, where they have a 19.3% share against 22.2% for Paraná. Goiás also surpasses São Paulo in weight, with a 14.6% share, against 11.2% for São Paulo.

CLOSING REMARKS

In 2023, the Brazilian leather sector exported a volume 13.0% greater in area and 21.5% greater in weight, compared to the previous year, with a monetary drop of 8.3%. Despite this reduction, when we analyze exports in the second half of 2023, compared to the second half of 2022, we even see a slight growth in value of 0.2%. From January to June 2023, exports registered a 15.4% drop in value compared to the same period in 2022, therefore there was an important recovery in the final semester.

Among the types of leather, the performance of finished leather was insufficient, with drops in monetary participation from 57.4% in 2022, to 51.9% in 2023. In area, it fell to 40.8%, losing the lead to wet blue, which closed with 48.5%. Crust leather improved both in value and area, now reaching 12.4% in value and 10.7% in area.

The analysis of the main destinations shows that China was decisive in the result of exports in 2023, as, in addition to being Brazil's largest trading partner, it saw growth in value and volume indicators. In 2022, the performance of this market caused concern for the sector, as it fell by more than 33% in value and more than 30% in area. The United States had the opposite performance, as it grew in 2022 (+14.8% and +0.2% in area) and fell in 2023 (-20.4% in value and -9.2% in area). The worst performance was from Italy, with a drop for the second consecutive year in value and volume indicators.

Even in a year in which there were no more restrictions due to the pandemic, consumption was inhibited mainly in Europe, with the rise in inflation and geopolitical conflicts. Some evidence indicates a more positive horizon for 2024, such as reductions in stocks of finished products in wholesale and retail, which may affect the entire chain. Furthermore, the falls in interest rates and inflation in the last months of the year, in the main markets, should also stimulate better opportunities for consumption, if the political situation remains somewhat stable. The sector must also pay attention to traceability and sustainability in the coming year, which will be decisive for positive developments in 2024. –