

Australia's barley and malt exports to Latin America increases

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Australia's barley and malt have made significant gains in Latin American markets over the past four years, driven by investments by industry and the Australian Government. This includes funding through the Australian Government's Agricultural Trade and Market Access Cooperation (ATMAC) Program to diversify agricultural exports and active facilitation and engagement by Australia's Agricultural Counsellors in Mexico City and Santiago.

Over the past three years, the value of Australian barley exports to Latin America grew by +416 per cent in real terms to reach A\$256.1 million in 2022-23 (ABS 2023). This was due to Australia's record production of quality barley and the redirection of barley exports from the Chinese market. Within Latin America, demand was influenced by suboptimal growing conditions, with drought and late frosts reducing regional production.

Australian barley export to Latin America markets is dominated by malting barley and malt. In 2022-23, Australia's total barley exports to Latin America (A\$256.1m) consisted primarily of malting barley (\$246.5m), with the remainder as barley for feed. Barley for feed is outcompeted by soy and corn in Latin American markets. Australia also exported A\$67.0 million worth of malt to the region.

In 2022-23, Mexico accounted for 77 per cent of the value of Australian barley exported to Latin America. Mexico has become the world's fourth-largest beer producer and the world's largest beer exporter following the outstanding growth of its beer industry over the last decade.