

KEY ACTIVITIES IN THE REGION

EAST AFRICA



USGC procured and shipped **60 metric tons (2,362 bushels) of U.S. sorghum** to Mombasa, Kenya, in late 2020.



Throughout 2021, the USGC implemented a series of **poultry feeding trials in Kenya** to demonstrate how U.S. sorghum performs as an energy source in feed - the **first step forward opening the market** to potential sales.



Next up — the USGC is working to conduct a series of **dairy cattle feeding trials in Kenya**, using DDGS.

WEST AFRICA



To date, the USGC has **trained more than 1,800 feed industry and poultry professionals** across 10 countries in West Africa.

East Africa

The USGC estimates Kenya could import 500 to 800 thousand metric tons of U.S. sorghum annually with an export value of \$200 to \$300 million when the local corn crop is out of the market.

West Africa

As a result of the USGC's engagement in West Africa in 2021, 650 metric tons of U.S. corn co-products valued at \$500,000 have been sold. This marks the first sale of corn co-products into Senegal.

COMMODITIES OF INTEREST



U.S.
DDGS



U.S.
SORGHUM



U.S.
CORN

SUB-SAHARAN AFRICA

STRENGTHS

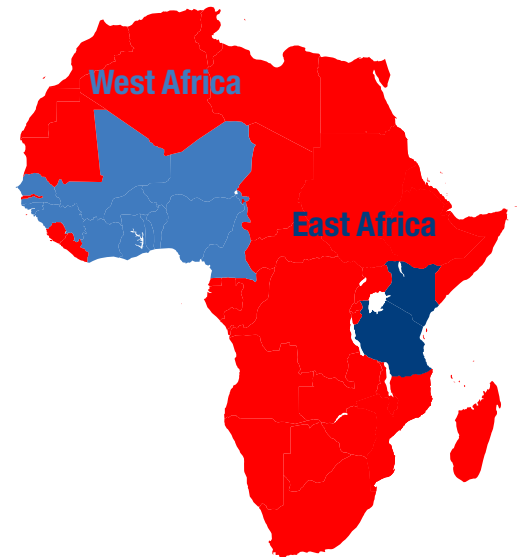
Africa has the fastest growing population globally with rapid urbanization. Rising income and population growth are driving the demand for animal protein products and feed. The long-term market potential has robust opportunities for livestock and feed industry development and expansion. Markets are becoming increasingly dynamic, interested in sourcing alternative, quality products to offset local/regional supply shortages.

CHALLENGES

Inefficient production, supply shortages, logistical constraints, biosecurity measures, and low-quality feed continue to hinder growth. In addition, GMO hesitancy or bans in parts of continent eliminate much of U.S. grains and processed products.

OPPORTUNITIES

These are new markets for U.S. feed grain exports and they show strong demand from poultry industry in East and West Africa.



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