



# The Netherlands' pivotal position in global trade

Market power  
to promote sustainable production  
worldwide

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**1.5 billion**

Primary producers/  
extractors

- Brands
- Retailers
- Finance
- Processors
- Traders
- Manufacturers

Value chain

**7 billion**

Consumers

**200** multinational companies engage in  
**50%** of the world's production and trade of  
**15** key commodities.

Small & Medium Enterprises represent  
**90%** of businesses and  
**>50%** of employment worldwide.



# 1000+

public & private partners



Investors



Policymakers



Better jobs



Better income



Better environment



Gender equality



Private sector

IDH convenes, inspires & supports people working in value chains to choose what's right, not what's easy



Facilitated by our network of near 400 staff embedded in key markets and value chains.

50 nationalities with networks of key private and public key decision makers





## The Netherlands Trade Profile

### Netherlands

GDP (million current US\$, 2022)	993 681	<b>Rank in world trade, 2022</b>	<u>Exports</u>	<u>Imports</u>
GDP per capita (US\$, 2020-2022)	55 575	Merchandise	4	4
Current account balance (% GDP, 2022)	5.5	excluding intra-EU trade	-	-
Trade per capita (US\$, 2020-2022)	48 006	Commercial services	9	7
Trade (% GDP, 2020-2022)	86.4	excluding intra-EU trade	-	-

#### MERCHANDISE TRADE

Million US\$	Value		Annual percentage change		
	2022	2010-2022	2021	2022	
Merchandise exports, f.o.b.	966 708	4	25	15	
Merchandise imports, c.i.f.	898 310	5	27	19	
	<u>2022</u>			<u>2022</u>	
Share in world total exports (%)	3.88			Share in world total imports (%)	3.50

#### Breakdown in economy's total exports

##### By main commodity group, % (2021)



#### Breakdown in economy's total imports

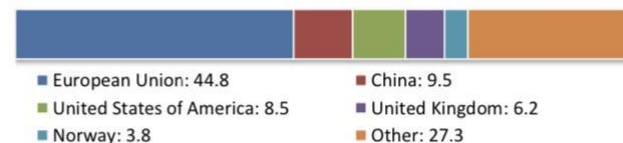
##### By main commodity group, % (2021)



#### By main destination, % (2022)



#### By main origin, % (2022)



#### Agricultural Products

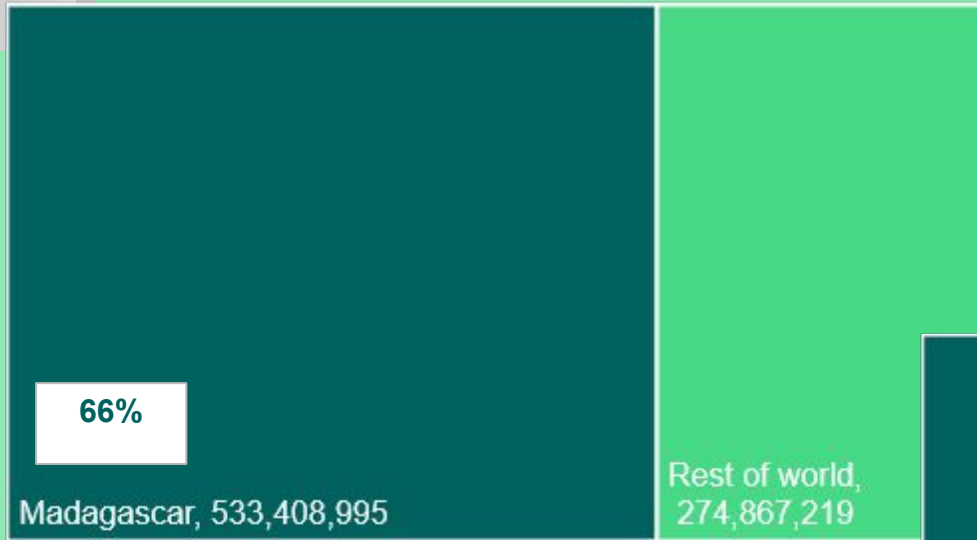
Top exported products (Million US\$)		Value	Top imported products (Million US\$)		Value
		2022			2022
HS0406	Cheese and curd	5 420	HS1518	Animal or vegetable fats and oils	2 811
HS0602	Other live plants	5 324	HS2207	Alcohol of 80% or more volume	2 179
HS0603	Cut flowers and flower buds	4 758	HS1511	Palm oil and its fractions	2 132
HS2309	Preparations of a kind used in animal feeding	4 703	HS2106	Other food preparations	2 088
HS2106	Other food preparations	3 984	HS0201	Bovine meat, fresh, chilled	1 944

Exports: China, US, Germany, NL

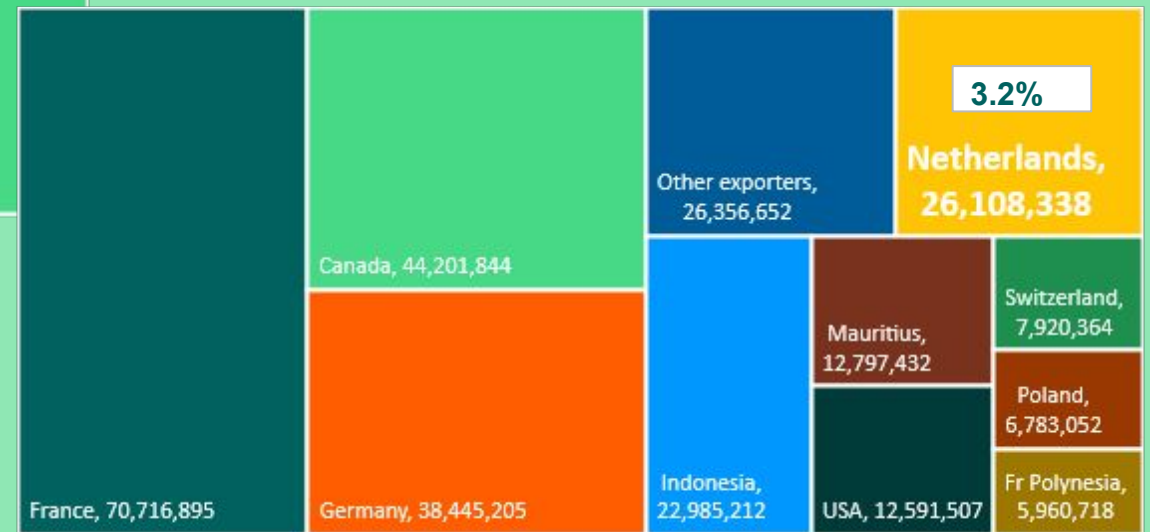
NL share global GDP = 1.08%



### Vanilla exporters (2022, value USD)



### Vanilla exporters excl. Madagascar (2022, value USD)







Cocoa powder exporters (HS1805, 2022, value)



**Milk chocolate**  
cocoa: (>25) 35-55%  
sugar: 20-25%  
milk powder: 20%

Chocolate exporters (HS1806, 2022, value)







**NL: nr 5 importeur (5%),  
nr 6 exporter (7%)**

**Related IDH example**

NL, Belgium, UK & German supermarkets' committed to ensure that they source bananas from farms where workers are paid a living wage



**NL: palm oil, crude nr 2 importer (12%), refined nr 3 exporter (3%)**

**Related IDH example**

National initiatives for sustainable & climate-smart oil palm smallholders (NISCOPS)



**NL: nr 3 importer (12%),  
nr 1 exporter (47%)**

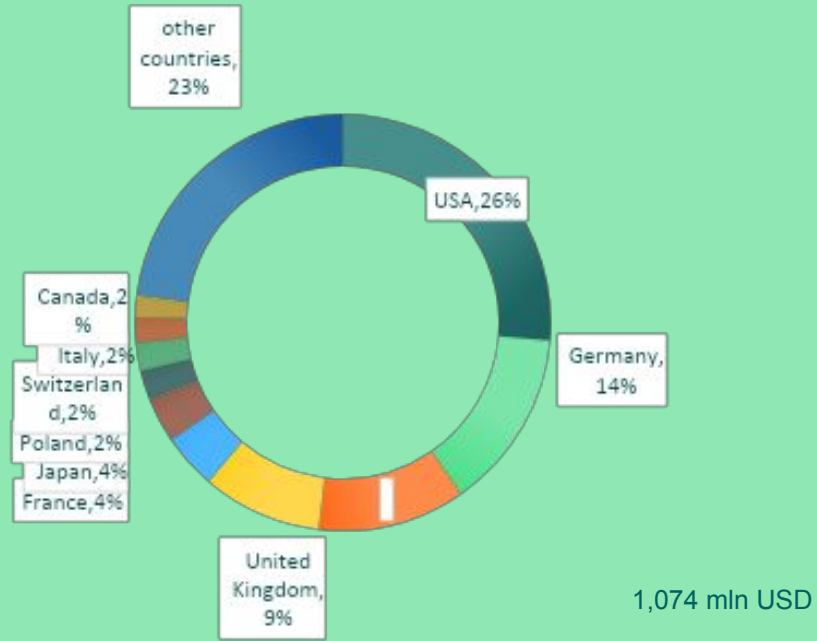
**Related IDH-example**

The Floriculture Sustainability Initiative (FSI): market-driven initiative to increase transparency, responsible production and trade

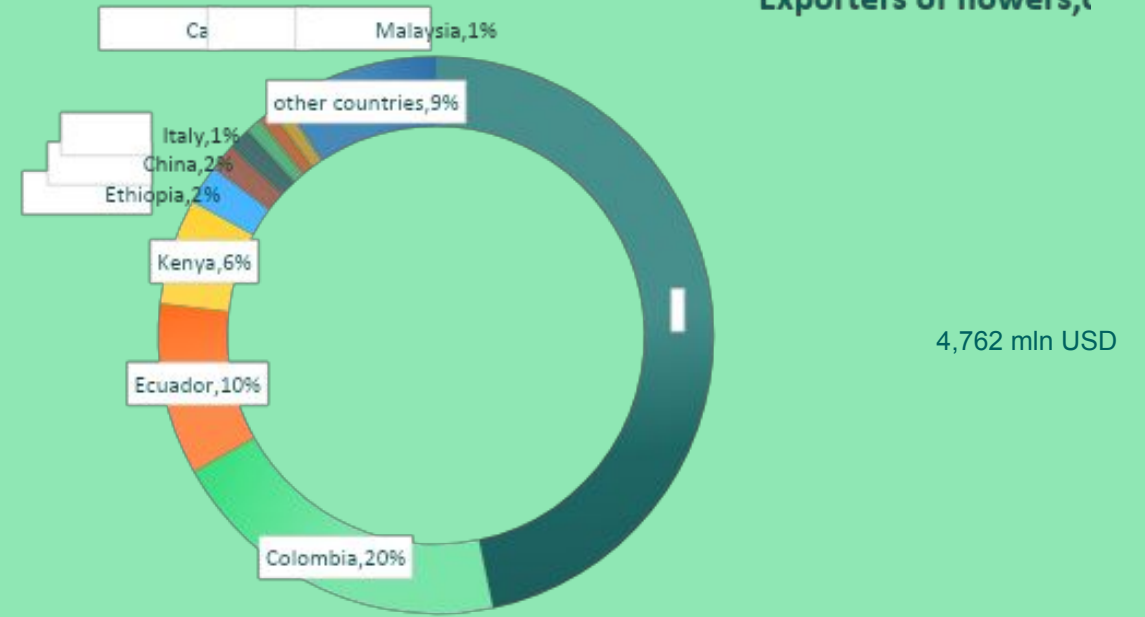




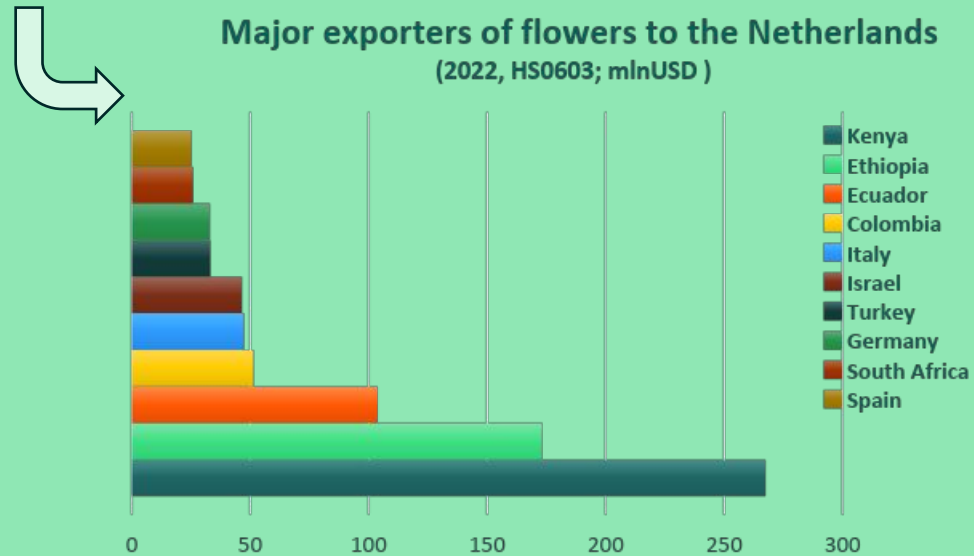
### Importers of flowers, cut flowers & flower buds (2022, HS0603)



### Exporters of flowers, cut flowers & flower buds (2022, HS0603)



### Major exporters of flowers to the Netherlands (2022, HS0603; mlnUSD)



Source: UN Comtrade



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Market power to promote sustainable production worldwide

## The Dutch perspective

### Strong on

- Export position linked to national agriculture production
- Own high sustainability standards
- Environmental footprint of Dutch consumption and trade

### Dutch blind spots

- Importance of trade for Dutch economy, including jobs
- Position, role & responsibility of NL in global trade flows
- Impact EU-measures: abroad on smallholder farmers, SMEs
- World's perception: EU = double standards; subsidization

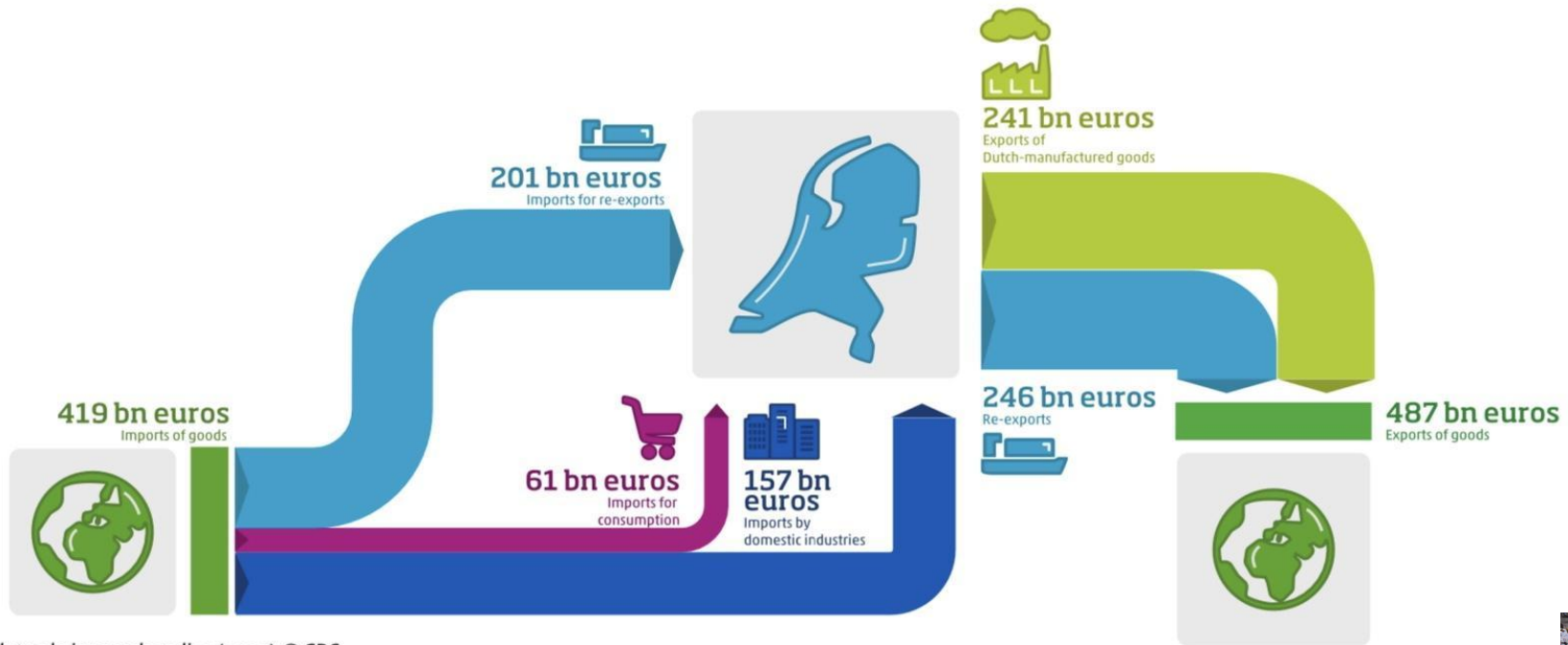
## Trade partners perspectives on NL

### Aware

- Highly competitive nature of EU-market
- Declining relative/absolute size of EU-market
- World leading position NL in agriculture development

### Trade partners less understand

- Consumer trends and preferences
- Environmental challenges in Europe
- Opportunities for cooperation: trade, aid & investment



Dutch trade in merchandise (2019) ©CBS

Source:

Netherlands = small country, great trade partner

