The World’s Fastest Growing Import Market for Forest Products
Chinese Forest Product Imports by Volume

Source: Forest Trends, Chinese Customs Statistics
Chinese Timber Product Imports by Source Country

Source: Forest Trends, Chinese Customs Statistics
The China Forest Products Market in Context

Markets for US Forest Products, 2009

- Canada: 34%
- China: 10%
- Mexico: 8%
- EU: 16%
- Japan: 10%
- All Others: 22%

Source: FAS Global Agricultural Trade System
The China Forest Products Market in Context

Markets for US Forest Products, 2015

- China: 24%
- Canada: 25%
- EU: 17%
- Mexico: 8%
- Japan: 8%
- All Others: 18%

Source: FAS Global Agricultural Trade System
5 Year Growth in Top Markets for US Forestry Product Exports

Source: FAS Global Agricultural Trade System
Growth of the China Forest Products Market

Export Markets for US Forest Products 2009-2016

Source: FAS Global Agricultural Trade System
Growth of the China Forest Products Market

Export Markets for US Forest Products Percentage Share 2009-2016

Source: FAS Global Agricultural Trade System
Top US Forest Product Exports to China by Value

Source: FAS Global Agricultural Trade System
Top Forest Product Exports to China by Percentage Share in 2016

Source: FAS Global Agricultural Trade System
Trends Driving Forest Product Demand in China

Construction

Furniture
1. Construction

China boasts the world’s largest construction market

- Growth has slowed, in concert with an overall slowdown of economic growth

- But China will likely remain the world’s largest construction market for the near future, and account for a significant share of all new global construction between now and 2020

- National New-Type Urbanization Plan—60% of China’s population will live in cities by 2020
# China's Import Market for Construction Products

<table>
<thead>
<tr>
<th>Sector</th>
<th>2014 Imports Value in USD</th>
<th>US Rank as Import Source</th>
<th>US Market Share</th>
<th>Top Competitor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wood Products</td>
<td>$22.1 billion</td>
<td>2</td>
<td>13.1%</td>
<td>Russia 14.3%</td>
</tr>
<tr>
<td>HVACR</td>
<td>$14 billion</td>
<td>3</td>
<td>11.3%</td>
<td>Germany 21.2%</td>
</tr>
<tr>
<td>Glass</td>
<td>$2.7 billion</td>
<td>2</td>
<td>28.6%</td>
<td>Japan 40.8%</td>
</tr>
<tr>
<td>Lighting</td>
<td>$2.2 billion</td>
<td>5</td>
<td>7.4%</td>
<td>Japan 24.7%</td>
</tr>
<tr>
<td>Plumbing</td>
<td>$855 million</td>
<td>5</td>
<td>9.1%</td>
<td>Japan 21%</td>
</tr>
<tr>
<td>Insulation</td>
<td>$571 million</td>
<td>1</td>
<td>21.9%</td>
<td>Japan 18.3%</td>
</tr>
<tr>
<td>Windows &amp; Doors</td>
<td>$96 million</td>
<td>8</td>
<td></td>
<td>Germany 23.8%</td>
</tr>
</tbody>
</table>

Source: International Trade Administration. 2016 Top Markets Report, Building Products and Sustainable Construction, Country Case Study, China
# China Construction-Wood Product Sourcing

## 2014 Imports of Wood Products
**USD $22.1 Billion**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>Market Share</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Russia</td>
<td>14.3%</td>
</tr>
<tr>
<td>2</td>
<td>United States</td>
<td>13.1%</td>
</tr>
<tr>
<td>3</td>
<td>Canada</td>
<td>9.6%</td>
</tr>
<tr>
<td>4</td>
<td>New Zealand</td>
<td>8.3%</td>
</tr>
<tr>
<td>5</td>
<td>Thailand</td>
<td>5.6%</td>
</tr>
</tbody>
</table>

Source: International Trade Administration.
2. Furniture

China is the “wood workshop of the world”

• China is the top global manufacturer and exporter of wood furniture

• Accounts for 40% of the global furniture market

• Chinese wood furniture exports valued at US $23 billion in 2015, according to China customs statistics

• Domestic demand is also on the rise, as China’s middle class expands and purchasing power increases

Source: Chinese Customs Statistics Compiled by Forest Trends
Closing Thoughts