

Whole Soybeans as Food Ingredient

A SOYATECH STUDY



The crushing of soybeans for animal feed and vegetable oil has historically dominated overall usage of the world crop. Today, however, there is a large and growing use of whole soybeans for direct human food. Although most of this demand is in Asia where soybeans have traditionally been used as food, a growing market for soy protein products and soyfoods in Western nations is helping to create a new value-added market for soybeans beyond crushing.

Today's market for soybeans as food — a combination of traditional and modern uses — is the focus of a new study published by Soyatech, *Whole Soybeans as Food Ingredient*.



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A new multi-client report from the ultimate industry resource



Additional Value Option:

Have industry expert
Peter Golbitz personally deliver
and present the study data
(see back page for more information)

About Soyatech & Peter Golbitz

Soyatech is a publishing, market research, and consulting firm founded in 1984, specialized in delivering value-added information to the soybean, food, and feed industries. The company publishes the annual *Soya & Oilseed Bluebook*, the industry's leading source of information on companies and products, and SOYATECH.COM, the award winning business-to-business Internet site for the industry.

Company President Peter Golbitz is a world-renowned expert on the soyfoods industry and has published numerous articles, books and studies on the soyfoods industry.

Production of soybeans around the world has grown over 400 percent over the last 30 years. For 2002, total world production was approximately 184 million metric tons. And although the United States is currently the world's largest producer, the combined production of Argentina and Brazil is soon to eclipse that of the U.S.

In an average year, approximately 85% of the world's total soybean production is crushed into soybean meal and oil, and 9% is processed directly into human food.

Of the portion that is crushed into meal, a small, but growing, portion is further processed into a variety of soy protein ingredients for food such as soy flour, soy protein concentrates and isolated soy proteins. In 2001, the report estimates, 3.2% of the world's crush was further processed into soy proteins. The study also estimated that this use of crushed soybeans for food ingredients was growing at about six times the rate of the use of whole soybeans.

The large difference in growth rates between the use of whole soybeans for food and soybean crush for proteins is one of the key findings of this report.

Overall, the growth in soybeans for food use will increase annual per capita consumption of soybeans by 53% this decade.

The study provides considerable detail on where the soybeans for food are produced and the countries and regions with the strongest demand. It also provides estimates of the volume and value of identity preserved soybeans produced and sold in the U.S.

Although it is evident that demand for both whole soybeans and soy protein ingredients will continue to grow in the future, changes in genetics and where production and processing will occur will help to shape future demand.

This study is essential for your company if:

- **You are currently involved in the production or marketing of identity preserved, organic or non-GMO soybeans**
- **Your company processes or markets specialty soybeans or soy protein ingredients**
- **You are considering entering the market for soy-based food ingredients**
- **Your company sells processing, grain cleaning or handling equipment**

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