



THAILAND'S TOP 10 EDIBLE EXPORTS 2026

Introduction

Thailand is one of the world's leading exporters of food and agricultural products, supported by abundant natural resources, a well-developed agro-industrial sector, and strong global trade connectivity. The country plays a critical role in supplying key edible products such as rice, tropical fruits, processed seafood, poultry, and sugar to international markets.

In 2025, Thailand's total export value reached approximately USD 339.6 billion, reflecting continued growth despite global economic uncertainties. Food and agricultural products represent a significant share of this total, with the food sector alone generating tens of billions of dollars annually.

Thailand has consistently ranked among the top food-exporting countries globally, particularly in categories such as rice, canned seafood, and tropical fruits. The country is one of the largest exporters of rice in the world and a leading supplier of processed tuna and poultry products.

Industry Overview

Thailand's edible export sector includes:

- Primary agricultural products (rice, fruits, vegetables)
- Processed food products (canned seafood, ready meals)
- Intermediate food products (sugar, starch)

Major export destinations include China, the United States, Japan, and ASEAN countries.

Competitive Advantage

One of Thailand's key competitive advantages lies in its ability to combine primary agricultural production with advanced food processing capabilities. This allows the country to export both raw materials and high-value finished products, increasing overall export value and competitiveness.

In addition, Thailand benefits from:

- A strong agricultural base with year-round production
- Established food processing industries
- Strategic geographic location in Southeast Asia
- Access to major global markets

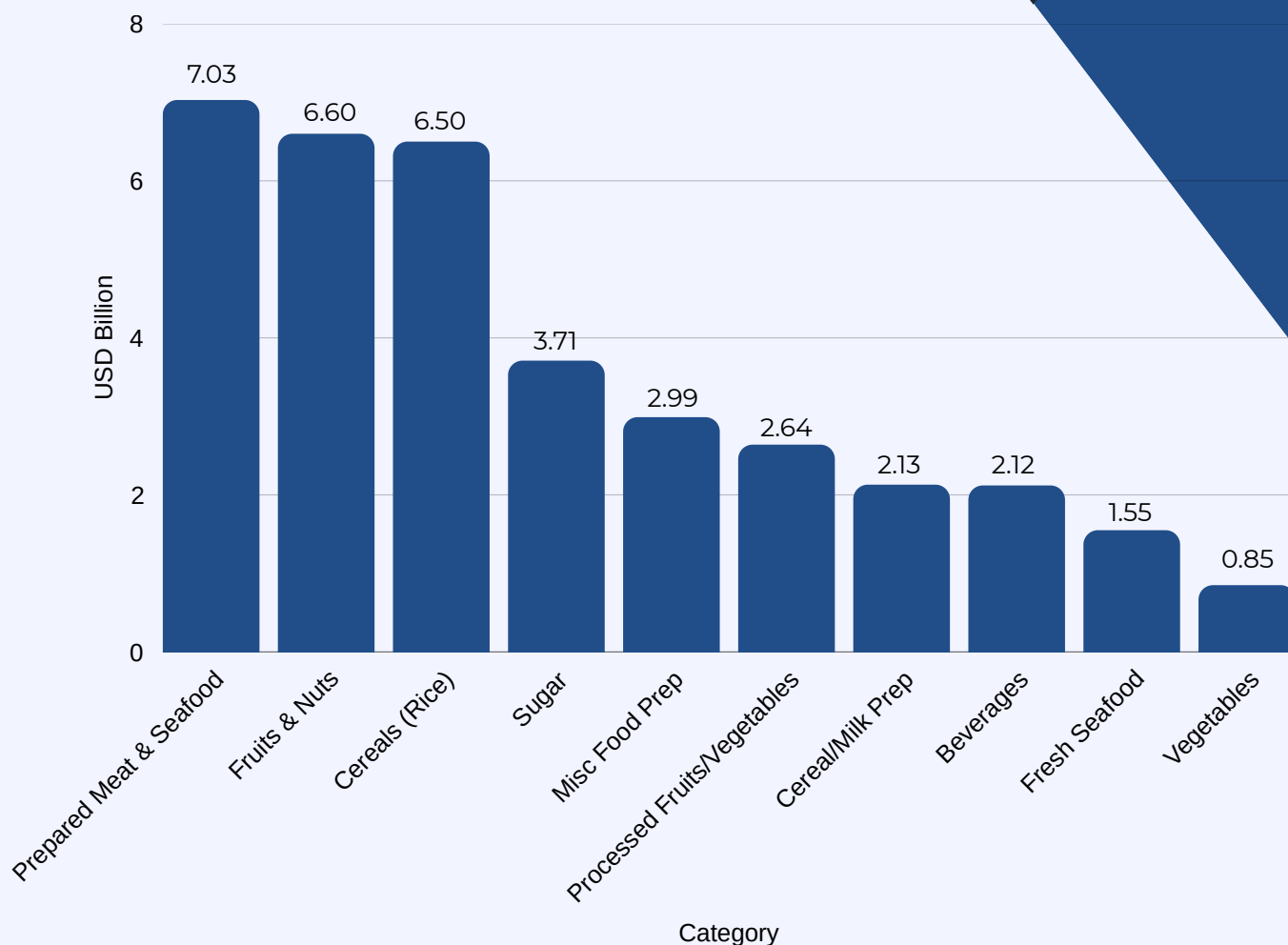
Market Trends

In recent years, global demand for ready-to-eat meals, processed foods, and premium agricultural products has increased significantly. Thailand has successfully positioned itself to capture this demand, particularly in markets such as China, the United States, Japan, and ASEAN countries.

Tropical fruits, especially durian, have become one of the fastest-growing export categories, driven largely by strong demand from China. At the same time, processed food products such as canned seafood and prepared meals continue to generate high export value due to their longer shelf life and higher margins.



TOP 10 EXPORTS BY VALUE



Analysis

Thailand's export value is driven largely by processed and value-added food products, particularly prepared seafood and meat products. These products offer higher margins and longer shelf life, making them highly competitive in global markets.

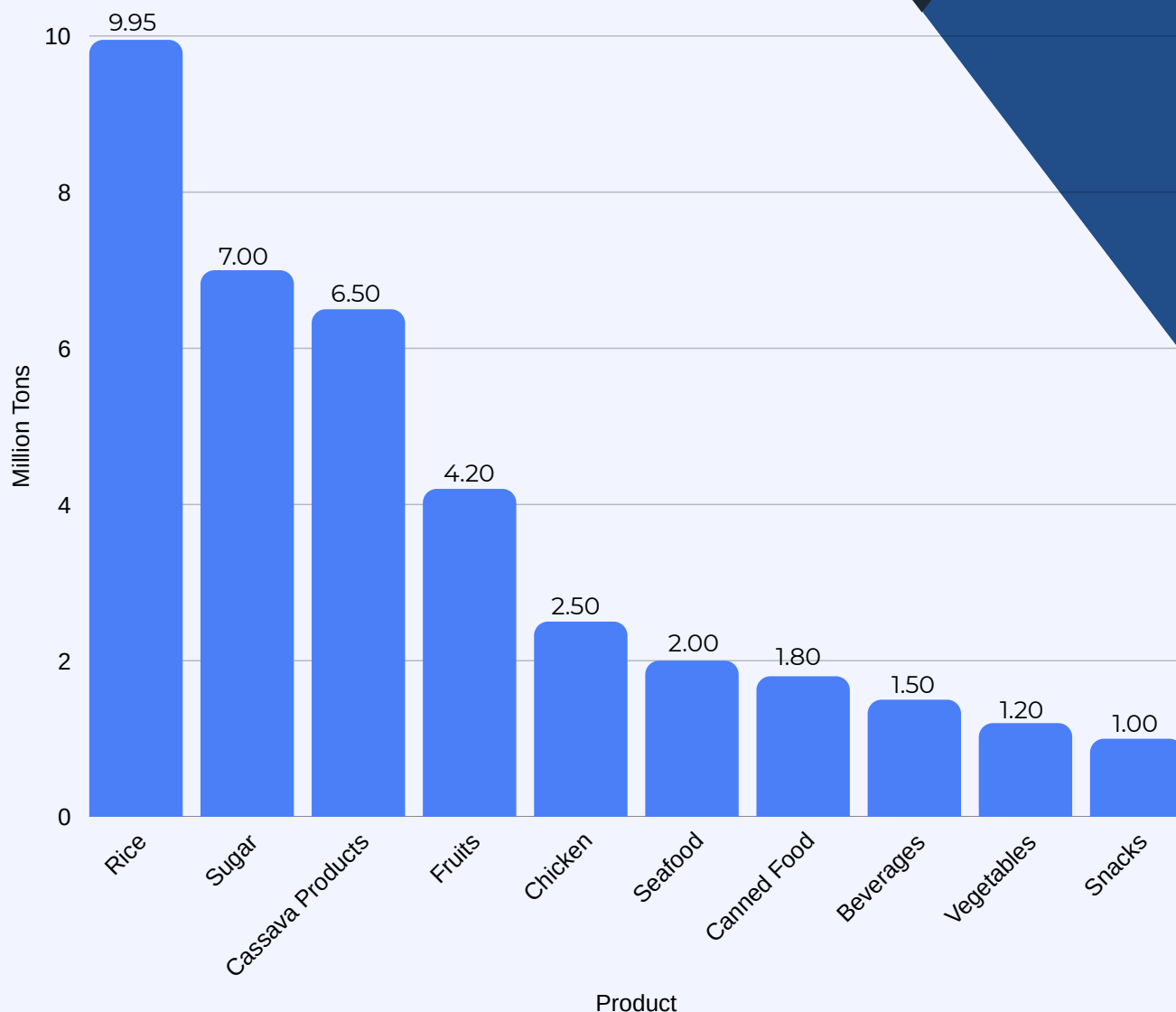
Fruits and cereals remain key contributors due to strong international demand. The fruit sector, especially durian exports to China, has experienced rapid growth in recent years.

The presence of sugar and processed food categories also highlights Thailand's role as a supplier of both raw materials and intermediate food products in global supply chains.

Key Insights

- Processed food generates the highest export value
- Fruits and rice remain core export drivers
- Value-added products increase profitability

TOP 10 EXPORTS BY QUANTITY



Analysis

The quantity-based ranking is dominated by bulk agricultural commodities such as rice, sugar, and cassava. These products are produced in large volumes and are essential to global food supply chains.

Rice remains the leading export by volume, reflecting Thailand's long-standing position in global markets.

In contrast, processed foods generate higher value but are exported in lower volumes. This highlights the distinction between high-volume, low-margin goods and low-volume, high-value products.

Key Insights

- Volume is dominated by agriculture
- Value is dominated by processing
- Quantity does not equal profitability

Conclusion

Thailand's edible export sector demonstrates a strong balance between agricultural production and food processing, enabling the country to remain competitive in global markets.

However, success in international trade depends not only on production capacity but also on efficient logistics systems and compliance with international regulations.

Final Insight

As global demand for food products continues to grow, Thailand's export expansion will depend on:

- Efficient logistics systems
- Regulatory compliance
- Value-added production

These factors are essential for strengthening global competitiveness and achieving sustainable growth.

Logistics & Trade Requirements

Exporting edible products—particularly to the United States—requires a well-structured logistics process, including:

- Ocean freight transportation (LCL / FCL)
- Export documentation and customs clearance
- Warehousing and inventory management
- Final delivery to distribution channels
- Compliance with U.S. Food and Drug Administration regulations
- Proper handling of Importer of Record (IOR)

These elements are essential to ensure smooth and compliant cross-border trade.



Ocean Freight Operations for Export Shipments

Application in Practice: Integrated Logistics Solutions

Many exporters, particularly SMEs, face challenges in managing logistics and regulatory requirements.

Integrated logistics service providers offer end-to-end solutions covering:

- Pickup and consolidation in Thailand
- Packing and palletization
- Ocean freight to the United States
- Customs clearance via IOR
- Delivery to warehouses or platforms such as Amazon FBA

Terrestrial provides fully integrated logistics services covering all stages of the export process—from origin in Thailand to final delivery in the United States. This approach helps exporters streamline operations, reduce complexity, and ensure compliance.

References

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