Indonesia Market Summary & Category Data for Fish & Seafood - Salmon

About Seafood Industry Australia

Seafood Industry Australia (SIA) is the national peak-body representing the Australian seafood industry as a whole. With members from the wildcatch, aquaculture and post-harvest sectors of the Australian seafood industry, we are the voice of Australian seafood.

SIA provides consumers, Government and other stakeholders with confident and united representation. Our unity indicates that we love what we do, we stand by our products and that those products are the best in the world.

SIA provides services identified through a process involving member input to fill a critical gap that currently exists, to have more influence on Government decisions, to act as a national industry voice, to be a marketing and communications hub, and to remove obstacles to growth standing in the way of the Australian seafood industry.

Our vision is for the Australian seafood industry to be United, Effective and Respected.

Our mission is to Promote, Protect and Develop the Australian seafood industry on the national and international level.

Agricultural Trade and Market Access Cooperation (ATMAC) Program

The ATMAC program is an Australian Government initiative, expanding trade in Australian agricultural, forestry and fisheries sectors into emerging export markets and/or export markets with high-growth potential. This will be achieved through support for diversification efforts that align with industry priorities.

Seafood Industry Australia's 'marketing, market access and export development for the Australian seafood industry' was funded under the ATMAC Program.

Economic Indicators

- GDP (USD Trillion): **1.19**
- GDP per capita (USD): **4,291**
- Currency: **Indonesian Rupiah** (USD)
- Exchange Rate: **1 IDR = 0.00010 AUD** (26/09/22)
- Mercer's 2019 Quality of Living Ranking (2020 not released due to COVID): Jakarta - **142nd**
- Human Development Index: **0.705** and ranked **114th**
- Logistics Performance Index: **3.15** and ranked **46th**
- Ease of Doing Business Rankings: **73rd**

Source: Trading Economics, World Bank, Mercer

- **Trade Agreements:**
  - Indonesia is part of 2336 Bilateral Investment Treaties (BITs) in force.
  - Indonesia is also a part of the Australia – Indonesia CEPA Agreement, and the ASEAN-Australia-New Zealand Free Trade Area.
  - Indonesia is a member country of the 2020 Regional Comprehensive Economic Partnership (RECP) alongside Australia and several other countries. However, the RECP is not in force yet.

Source: https://investmentpolicy.unctad.org/country-navigator

Demographic Indicators

- Total Population (million): **376.36**
- Expatriate Population: **350,000**
- Population Growth: **1.1%**
- Median Age: **29.7**
- Urban Population: **57.29%**

- **Population Ethnicity:**
  - Native Indonesian: 80.05%
  - Malay: 3.7%
  - Chinese: 1.2%
  - Other: 15.05%

- **Dominant Religious Groups:**
  - 86.7% Islam
  - 10.72% Christian
  - 1.74% Hindu
  - 0.84% Other

Source: Trading Economics, World Bank, Statistics Body for individual countries

Consumer Behaviour & Societal Trends

Key Trends:

- Sustainability is a key priority for Indonesians, especially among the country's Millennial population who are focused on buying eco- or ethically-conscious products and brands who promote transparency and ethics.
    - Living close to the sea, Indonesians are aware of the risks caused by climate change, and this is hence reflected in their purchasing habits, with key priorities including reducing plastic use, recycling and reducing food waste.
- Prior to the pandemic, Indonesians regularly socialised with family and friends at home, and are expected to return to this activity as restrictions have eased significantly in 2021 and 2022.
- Consumers look for healthy ingredients when selecting food and beverages. Common health behaviours include using herbal remedies to alleviate stress, and making use of digital apps to track health and fitness. Many also take health vitamins and supplements daily or weekly.
- Indonesians tend to cook and bake at home on a smaller scale than the global average, however home delivery and takeaway double global figures. Many consumers, especially Millennials, attribute this to a lack of time to cook. Reheating and preparing ready meals is also common.
- Indonesian consumers are tech-savvy, enabling the country's e-commerce market to become highly well-established. A large proportion of consumers purchase items with their mobile phones at least weekly, a behaviour which increased with the pandemic, and over half have stated that they're influenced by the social media posts created by a brand or company they purchase from.
- Despite the growing importance of e-commerce, consumers highly value in-store shopping, which was one of the country's top leisure activities pre-pandemic. Consumers are expected to be keen to return to stores, especially seeking out stores that offer engaging experiences.
- Key purchasing factors unique to Indonesia include convenience and the ability to try new products, with both factors significantly bypassing global averages.

- When deciding on which products to purchase, consumers place most trust in friend and family recommendations, followed by independent consumer reviews, brand or company websites and product labels or other information displayed on product packaging.

- Consumers value experiences over tangible products. They desire, authentic, personalised experiences that suit their tastes and lifestyles, as well as those activities that appeal to all of the senses. This encourages brands to create value-added experiences.

- The longer-term trend of consistent economic growth in Indonesia has expanded the middle-class consumer segment, which has driven demand for a greater range of higher-quality goods and services. Consumers are also optimistic about their financial future, supporting quality purchases. Indonesia's affluent urban populations are driving the trend for more premium products.

- When it comes to buying food and beverage products, consumers are willing to pay more for specialty or new products, value for money, eco-friendly brands, non-GMO products, all-natural products, those with health/nutritional claims and those sold by a strong or well-known brand.

- While COVID-19 promoted the 'shop local' trend, Indonesians remain curious about trying international products as a way to immerse themselves in different global cultures.

Source: Santandertrade, OECD, Deloitte, BIGCOMMERCE, McKinsey, Google Market Finder, SMARTERCX

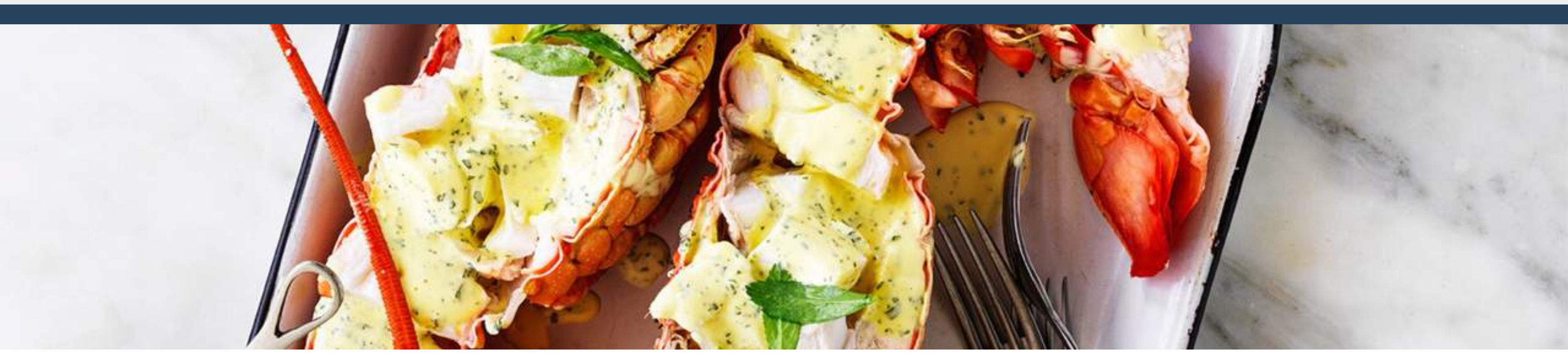
Digital Adoption:

- Indonesians spend just over 8 and a half hours a day on the internet, approximately 3 hours and 17 minutes of which is dedicated to social media usage.

- There are an estimated 191.4 million active social media users in Indonesia with an approximate 68.9% penetration.

- Indonesia's most visited websites include Google, YouTube, Detik and Facebook.

Source: Digital in 2022 Report



Grocery Retail Channel Developments

Key Trends:

- The retail value sales of supermarkets fell 8% in 2021 but are expected to grow strongly at a current value CAGR of 13% to 2026.
  - However, visits to supermarkets in standalone locations remained high due to their proximity to residential areas.
  - Meanwhile, hypermarkets saw low visitation as they're typically located far from consumers' homes and consumers sought to minimise travel due to COVID-19. This trend is expected to continue through to 2026.
  - In some outlets, sales of fresh products such as fruit and vegetables are rising as consumers avoid going to traditional markets.
- Traditional stalls and grocery stores remain very common channels to shop at, driving a large portion of the economy and supporting the livelihoods of low to middle income consumers. Government assistance programs have allowed these stalls to continue operating.
- Indonesian supermarkets and hypermarkets share many similarities, as both are classed as large modern grocery retail channels. Both are usually found in shopping centres. In the past, supermarkets were often subject to limited growth due to dynamic consumption trends and patterns, as well as being caught between convenience stores and hypermarkets.
- While outlet expansion continues to be viewed as a crucial component for success for modern grocery retail operators, it is becoming increasingly clear that an adequate stocking of basic essential goods is sufficient to attract consumers, thus negating the need to operate huge stores.
- While supermarkets traditionally only served upper-middle and high-income consumers, but COVID-19 has expanded sales to lower income groups.
- In 2021, Alfamart remained the market leader in the convenience store channel. The success of the brand lies mainly in its ability to offer stable prices and extensive variety, while offering promotional low prices on the weekend.

- In April 2021, Alfamidi and Indomaret announced a partnership with ShopeePay, an e-commerce platform with an established digital payment system. This was launched in Ramadan 2021, which is a busy shopping season. Consumers were able to take advantage of cashback offers among other promotional deals.

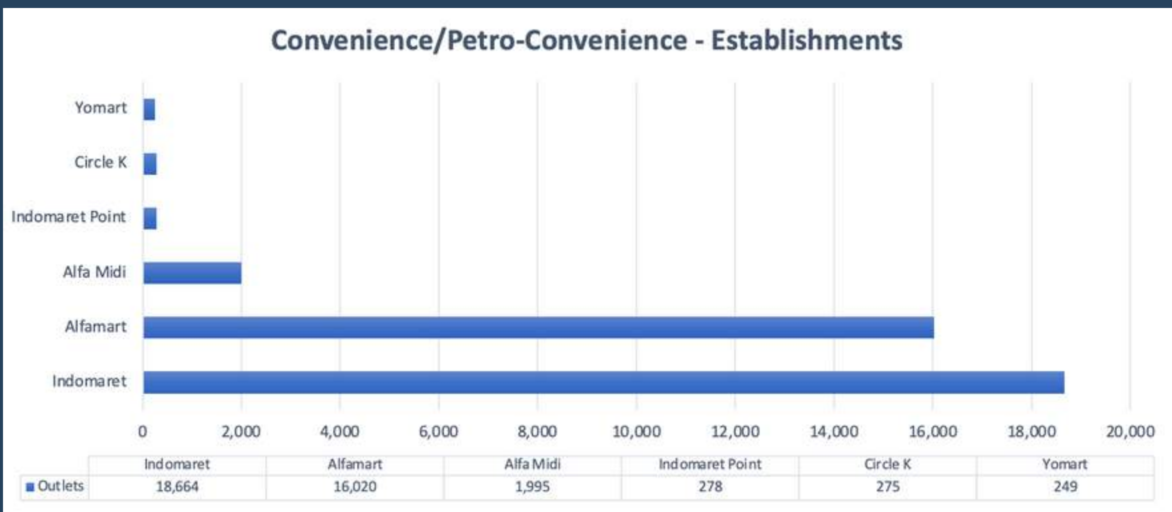
- To retain their customer base, supermarkets are expected to focus on outlets close to residential areas, offer a higher variety of high-quality, fresh products, and cater to middle to upper income consumers. Promotions and complementary services will also be important to cater to a wider variety of consumers, especially the low to middle income segment, such as free fish grilling.

- Despite the overall shift to e-commerce, many consumers prefer to shop for groceries in-store.

Grocery Retailing Brand Outlets:

	Indomaret	Alfamart	Alfa Midi	Circle K	Super Indo	Hypermart
Outlets	19,133	16,060	2,021	367	180	100

Convenience/Petro-Convenience Brand Outlets:



	Indomaret	Alfamart	Alfa Midi	Indomaret Point	Circle K	Yomart
Outlets	18,664	16,020	1,995	278	275	249

Source: Euromonitor, Phoenix Business Journal, NFCW

Foodservice Channel Developments

Key Trends:

- COVID-19 saw declines in both value sales and outlet numbers for foodservice operators, especially independent establishments. These figures continued to post negative growth in 2021, the decline was less significant than in 2020. This was driven by reduced purchasing power and continued lockdowns, especially mid-year, when takeaways and home deliveries increased yet failed to fully compensate for lost dine-in sales.

- The spike in demand for delivery services was driven by lockdowns, yet also the increased consumer demand for convenience and the rising availability of third party food delivery apps which use promotions, discounts and cashback offers to attract consumers. Last mile apps Grab and Gojek saw increasing sales, encouraging new players such as Shopee to enter the takeaway/delivery market.

- Lower-income consumers were more financially affected than those with higher-incomes, who mostly drove foodservice sales in 2021. This saw players targeting the low-income segment perform especially poorly, such as food-based street stalls/kiosks.

- All players, but especially full-service restaurants, began offering grocery bundles alongside their typical restaurant business, allowing consumers to cook their favourite dishes at home by following professional instructions created by chefs.

- Chained specialist coffee shows posted high outlet growth in 2021, as visiting such outlets has become a major trend across mid-to-high-income consumers, especially young people as they offer socialisation and a place to work remotely.

- The culinary trend is shifting to suburban locations with fresh air and views, with many cafes, coffee shops and independent outlets using location to attract clients.

- As consumers have become more price-sensitive, they sought lower-priced menus and sought value, leading them to favour bulk orders and leading industry players to offer promotions for high-volume orders through third-party delivery apps.

- Players diversified their operations in 2021, creating takeaway service counters roadside and setting up temporary booths, and even using door-to-door tactics.

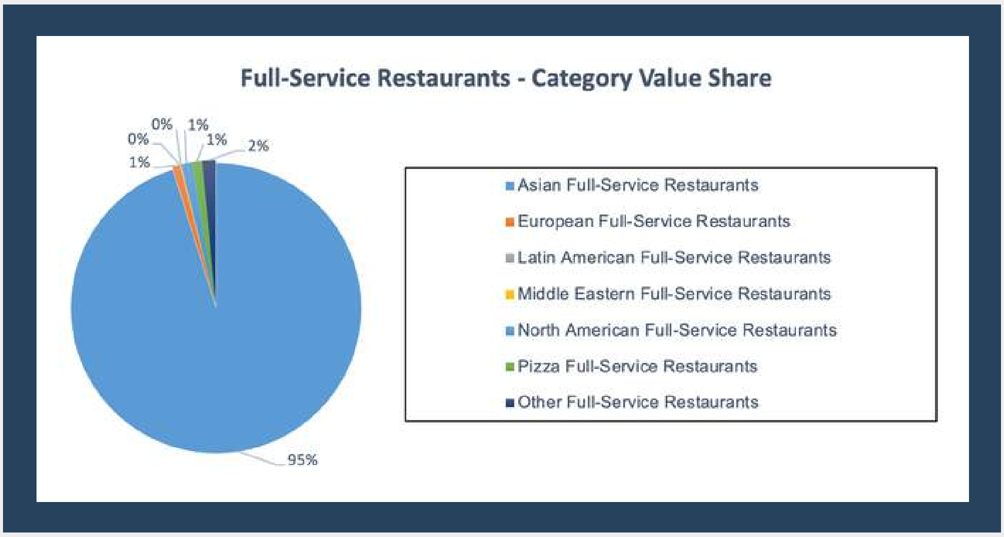
- Fast Food Indonesia is the leading foodservice player as of 2021, supported by a strong online presence.

- Indonesia's foodservice environment is dominated by independent foodservice players, however they fared worse than chained players due to their more limited delivery options. Given third-party apps typically require a margin of 20%, many independent operators offered in-house delivery.

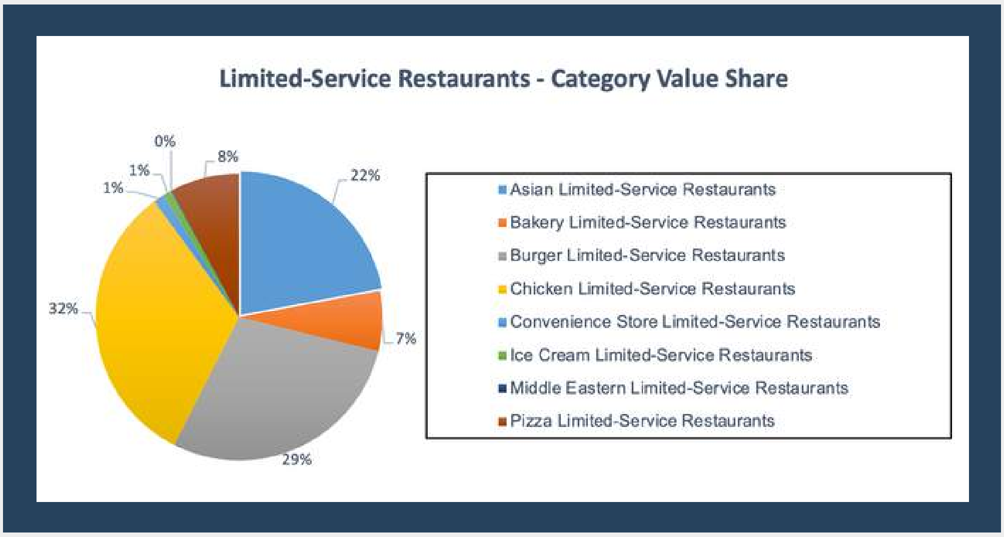
- As pandemic restrictions have lifted, consumers want to socialise yet avoid high-traffic areas, and this has driven demand for stand-alone, suburban independent restaurants.

- Foodservice sales will return to pre-pandemic levels by 2025 as Indonesia recovers economically, with players focusing on safety, hygiene and quality improvements to attract consumers, while also taking advantage of the continued growth of delivery services to maximise their sales.

Full-Service Restaurants - Category Value Share:



Limited-Service Restaurants - Category Value Share:



Source: Euromonitor, Huffington Post, WARC, National Restaurant Association

Food & Drink e-Commerce Channel Developments

Key Trends:

- The switch from physical store shopping to online shopping, generally using smartphones, remains a key trend.
    - Changes in shopping patterns have benefitted e-commerce performance, with major players such as Tokopedia, Bukalapak and Shopee expanding in the grocery segment with discounts and promotions to encourage online shopping.
    - Increasingly, small businesses are selling products online via platforms such as WhatsApp and Instagram, using these platforms to approach consumers.
- The switch from physical store shopping to online shopping, generally using smartphones, remains a key trend.
- Despite the shift towards e-commerce in 2020, groceries remain a product category where consumers still prefer to visit physical outlets, especially when it comes to buying fresh products.
- Although, during the forecast period, it is expected that online shopping of food and drink products will continue to rise in popularity. With the pandemic causing a shift to online shopping, the consumer base for e-commerce websites has become significantly larger, going beyond the original core target base.
    - This rise in popularity has been supported by the channel's assurance of reliability as well as the overall convenience offered by the channel.
- The constant improvements being made to improve infrastructure and logistical capabilities, including cold chain capacities, are expected to offer several advantages to the food and beverage e-commerce sector during the forecast period. This is especially since the perishability of produce and grocery products is one of the biggest obstacles in the further development of food and drink e-commerce.
    - Improvements made to the logistical capabilities of the overall e-commerce sector will also mean shorter delivery times and cheaper shipping costs. This is expected to drive more impulse purchases of food and drink products.

Key E-tailers:

- Happy Fresh, an online grocery retailer, has collaborated with traditional grocery retailers such as Giant, Lotte Mart and Ranch Market. Happy Fresh offers its customers the option to pay with cash via Grab, or through credit card.

- Another key food and beverage e-tailer in Indonesia is RanchMarket, which primarily targets the upper and upper-middle classes. RanchMarket stocks premium quality products, with distinct features and health/lifestyle benefits, in addition to organic, gluten-free, and dietary products.

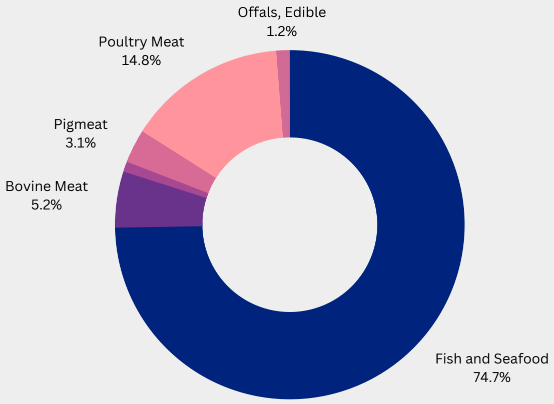
- Conventional grocery retailers like supermarkets are also launching their own online services in addition to their physical stores. As an example, Hypermart gives customers the option to shop in-store or online with on-demand delivery.

Source: Euromonitor, Department of Commerce, Digital Commerce 360, Grocery Dive

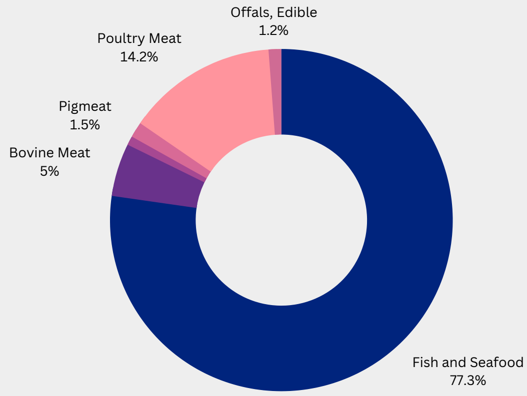
Seafood Consumption in Indonesia

- Fish and seafood supply per person in Indonesia is valued at 43.70 kg as of 2019 according to the United Nations Food and Agricultural Organization (FAO). This value has risen by 3.27% annually between 2014 - 2019, having been previously recorded as 37.20 kg in 2014.
  - Food supply is defined as food available for human consumption. At country level, it is calculated as the food remaining for human use after deduction of all non-food utilizations
- Other meat alternative consumption values per capita in 2019 were:
  - Bovine Meat: 2.83 kg
  - Mutton & Goat Meat: 0.48 kg
  - Pigmeat: 0.83 kg
  - Poultry Meat: 8.04 kg
  - Meat, Other: 0.01 kg
  - Offals, Edible: 0.67 kg

2014 Protein Consumption* - Food Supply (%)

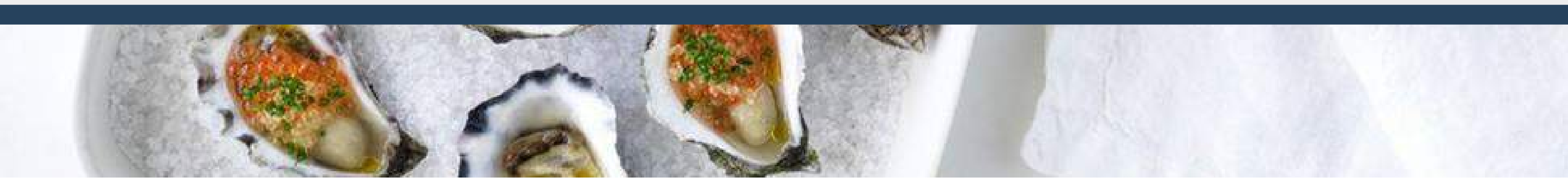


2019 Protein Consumption* - Food Supply (%)



- * This graph does not take into account grain and cereal products, rice products, roots, potatoes, sugar, pulses, fruits and vegetables, and other alternatives.
- Note: Fish and Seafood consumption takes into account: Freshwater Fish, Demersal Fish, Pelagic Fish, Marine Fish (Other), Crustaceans, Cephalopods, Molluscs (Other), and Aquatic Animals (Others).

Source: FAOStat, 2022



Market Access Requirements

Key Regulators:

- Ministry of Finance (MOF): Responsible for managing Indonesia's finance and all state assets. They handle financial policies, such as the imposition of import tax.
- Ministry of Agriculture (MOA): Supervises agricultural development. Their responsibilities include regulating and checking produce, and also issuing certification related to irradiated, organic, and semi-processed imports.
- National Agency of Drugs & Food Control (BPOM): The BPOM primary responsibility is to protect public health through the enforcement of food safety, pharmaceuticals, and other consumables. Enforces laws and procedures to ensure adherence of all foods with set health standards.
- National Standardization Agency (BSN): Manages all standardization, conformity assessment, and metrology activities in Indonesia. The BSN's chief objective is to construct Indonesian National Standards (SNIs) to which all food products and produce are subject to testing and certification.

Product Registration/Import Procedure:

- Based on the category of food and beverage import, the importer must obtain the necessary licenses and permits for their product to enter Indonesia. A complete list of essential licenses may be found on the Ministry of Trade (MOT)'s "INATRADE" System. This system can be accessed by importers after they have registered with the MOT.
- The next step is for the importer to obtain an import recommendation from the BPOM/MOI and MOA. After the import recommendation is secured, the importer must procure an import permit from MOT.
- A pre-shipment inspection is conducted for certain categories of imported products in the country of origin. If successful and approved, the products are shipped to Indonesia, where the imports are checked against technical measures (SPS & TBT). Further tests are carried out to verify and approve the SKI, and other import certificates. On completion, customs clearance takes place.

Documentation Required:

- Various certification as required for any irradiated, organic, and semi-processed plant imports; other licenses and certificates may also be required.
- Commercial invoice signed by manufacturer or supplier.
- Bill of lading
- Packing list
- Import permit (SKI) from BPOM.
- Customs import declaration.

General Labelling Requirements:

- All information must be in Indonesian language (Bahasa), Arab Numeric and Roman text, unless no equivalent term exists. All labels must indicate if a food is irradiated, organic, contains GMOs, or other warnings. Preparation and storage instructions, and the intended user must also be displayed.
- Name of the product
- Ingredients list
- Net weight or net volume
- Name and address of manufacture or importer
- Halal logo (if applicable)
- Date and/or production codes
- Expiry date: Following "day, month, year" format (labelled as "best before" unless for wine, beverages with alcoholic content, >10% vinegar, sucrose and bread/cake with shelf life <24 hours).
- BPOM Registration Number (ML for imports, MD for domestic products)
- Source of certain foodstuffs
- 2D Barcode - for all processed food (excluding special nutrition food) that has obtained a BPOM registration number after December 7, 2018.
- Nutrition Label - for all processed foods excl. powder tea and coffee, tea bags, bottled mineral water, herbs, spices, spices, seasoning, alcoholic beverages, and condiments.
- SNI mark (SPPT-SNI affixation) for food products required to comply with SNI requirements.

Packaging Requirements:

- Any packaging that is produced using banned materials or which may have the potential to release harmful contaminants is strictly forbidden. These may include the following but are not limited to: active and smart food packages, adhesives, ceramics, Styrofoam, rubber and elastomer, and plastic.
- MOI has made it mandatory for all plastic packages to include a food grade logo and recycling codes.
- Product packaging must be biodegradable, using raw materials that are able to be recycled.
- Items that may react to heat and humidity must be treated to prevent damage and decay.

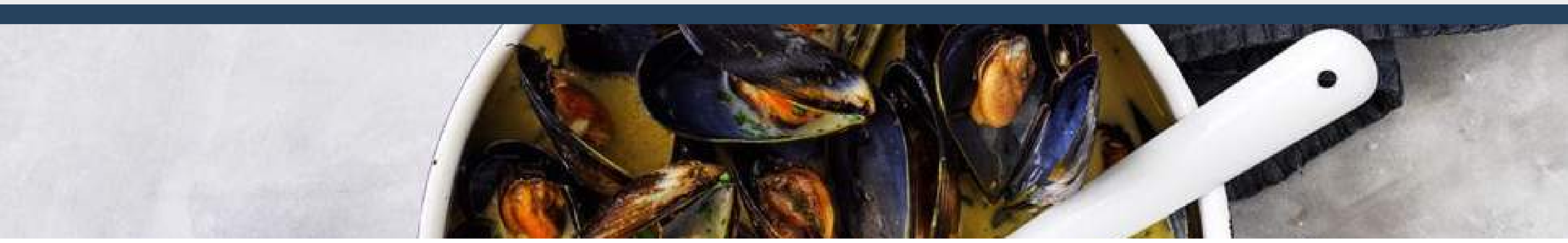
Non-Tariff Barriers:

- Genetically engineered foods are subject to further tests before their distribution. such products also require a Food Safety Certificate issued by BPOM.
- Food and beverage products must be halal-certified unless the products are non-halal.

Tariffs Levied:

- Depending on the type of product, Imported items generally attract duties in the range of 0 to 15 percent.
- 5-30 percent sales tax is levied on imports at the point of entry, barring 'essential' gooods.

Source: USDA Food and Agricultural Import Regulations and Standards Country Reports [FAIRS]



Category Data

Fish and Seafood in Indonesia

Key Trends:

- Fish is considered as one of the primary sources of animal protein and nutrition for many Indonesians, while also being s key source of livelihood and income.
- Indonesia's fish consumption is comparatively low when looking at other countries in the Southeast Asia region. In a bid to improve fish consumption and protein intake, the government launched the 'Gemarikan' program.
    - However, Indonesia maintains one of the highest levels of fisheries production in Southeast Asia, topping Vietnam, Myanmar, the Philippines, Thailand and Malaysia, with fish production greater than all of these countries combined.
- Indonesian consumers' fish consumption is dominated by fresh fish, which is reflected in its relatively inelastic demand. Fresh fish is desired by a majority of consumers at 76%, followed by processed products at 19%, and salted fish at 15%. However, regarding overall consumption, demand is elastic, with the rising price of fish negatively impacting consumption (yet to a limited extent).
- According to the Indonesian Ministry of Maritime Affairs and Fisheries, the species of fish most consumed in the country are catalans and tuna (16% approx.), processed fish (such as meatballs, sausages and nuggets)(9% approx.), catfish and cork (8% approx.), mackerel (6.5% approx.), milkfish (5.5% approx.), tilapia (5% approx.), shrimp and calamari (4% approx.) and anchovies (3.5% approx.).
- Fish consumption is highest in Maluku Province, Southeast Sulawesi, Riau Islands, North Maluku Province, West Papua Province and North Sulawesi Province. Meanwhile key growth provinces include Yogyakarta, West Nusa Tenggara, Central Jaka, Jakarta and East Java.
- Key challenges facing Indonesia's fishing industry today include a lack of feasible and well-managed fishing harbours, a weak capture fishery industry, a lack of high value-added products, as well as quality and safety issues.
- The fish and seafood production industry is highly fragmented, with the top two players generating just 1% of production value in 2021. Imports account for just 0.2% of total market size.

- The average volume of fish and seafood consumed per person annually is equivalent to 6.1kg in 2022, reflecting that consumption is steadily increasing. 2.8kg is the volume of processed fish and seafood consumed per person, a figure which is showing even stronger growth than overall.

    - Factors driving this low fish consumption include limited infrastructure to distribute quality fish, a preference for meat over fish, and the fact that certain seafoods like tuna, shrimp, crabs and octopus are often exported rather than sold domestically, leaving local consumers with access only to medium and low-quality seafoods.

- Indonesia's fisheries industry is committed to enhancing the sustainability of products on offer both domestically and for export, with the country committing to conserving the ocean by establishing 20 million hectares of Marine Protected Areas.

- Government is continuing with campaigns to improve fish consumption, such as the Communal Fish-Eating Festival at Raga Amp-at regency to improve public awareness of and interest in buying and eating fish.

- Indonesian cuisine includes a rich variety of seafood-based dishes. Popular dishes include Cakalang Fufu (made with cured and smoked skipjack tuna), Satay Udang (prawn satay), Udang Balado (stir-fried prawns), Sate Kerang (mussels satay), Kepiting Saus Padang (marinated crab), Arsik (stewed carp), Ikan Bakar (barbecued/grilled fish), Pecel Lele (deep-fried catfish) and Pempek (fish cake made with ground fish meat).

Country	Sector	Category	Year	Value M USD	5yr CAGR M USD (%)
Indonesia	Fish & Seafood	Ambient Fish & Seafood	2021	251.87	2.66
			2026	319.42	4.87
		Chilled Raw Packaged Fish & Seafood - Processed	2021	821.24	2.89
			2026	972.05	3.43
		Chilled Raw Packaged Fish & Seafood - Whole Cuts	2021	497.78	3.10
			2026	620.67	4.51
		Dried Fish & Seafood	2021	387.37	3.72
			2026	462.32	3.60
		Fresh Fish & Seafood (Counter)	2021	769.58	2.67
			2026	954.60	4.40
		Frozen Fish & Seafood	2021	767.27	3.60
			2026	898.63	3.21

Source: GlobalData, 2022

ITC - Trade Data

Fresh or Chilled Atlantic Salmon in Indonesia

Indonesia - Trade Data - HS Code 030214 Fresh or chilled Atlantic salmon (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	27,441	2,653	276	-6	-5
1	Australia	26,298	2,826	340	16	17
2	Norway	1,084	121	-18	-50	-49
3	Japan	43	4	-	-4	19
4	Canada	11	1	-	-	-
5	Russian Federation	6	1	-	-	
6	Sweden	-	-	-	-	-
7	United Kingdom	-	-	-	-	-
8	Chile	-	-	-	-	-
9	Faroe Islands	-	-	-	-	-
10	Denmark	-	-	-	-	-

AUS - Trade Data - HS Code 030214 Fresh or chilled Atlantic salmone (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	283,497	27,483	48	31	29
1	China	145,500	12,332	110	18	13
2	Indonesia	29,150	2,982	301	18	18
3	Japan	24,138	2,380	-6	43	32
4	Thailand	23,935	3,092	186	112	141
5	Viet Nam	18,716	2,146	-13	142	154
6	USA	12,092	1,310	-36	-	689
7	Singapore	9,471	1,101	-1	44	34
8	Taipei, Chinese	8,768	951	-63	14	19
9	Korea, Republic of	6,342	663	607	-	136
10	New Zealand	2,008	178	-41	404	33

Source: ITC Trade Map, 2021

ITC - Trade Data

Frozen Atlantic Salmon in Indonesia

Indonesia - Trade Data - HS Code 030313 Frozen Atlantic Salmon (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	3,994	605	15	-8	0
1	Chile	2,601	392	8	0	6
2	Australia	888	130	-	-	-
3	Norway	343	53	-68	-37	-32
4	USA	123	22	-	-	-
5	Viet Nam	40	8	-	-	-
6	Denmark	-	-	-	-	-
7	Netherlands	-	-	-	-	-
8	Sweden	-	-	-	-	-
9	Poland	-	-	-	-	-
10	Faroe Islands	-	-	-	-	-

AUS - Trade Data - HS Code 030313 Frozen Atlantic Salmon (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	4,103	667	681	46	-3
1	China	1,031	174	-	-	-
2	Thailand	930	160	1,807	-8	-36
3	Indonesia	815	117	-	-	-
4	Viet Nam	556	86	36,254	-	-
5	Philippines	227	35	-	-	-
6	Malaysia	154	26	1,875	-	-
7	Hong Kong, China	133	6	-33	-	19
8	Brunei Darussalam	119	20	-	-	-
9	Papua New Guinea	82	9	-68	47	59
10	Bangladesh	47	34	-	-	-

Source: ITC Trade Map, 2021

ITC - Trade Data

Frozen Salmonidae in Indonesia

Indonesia - Trade Data - HS Code 030319 Frozen Salmonidae (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	232	35	-33	-	-
1	Norway	190	28	-45	-	-
2	Chile	42	8	-	-	-
3	China	-	-	-	-	-
4	Mauritania	-	-	-	-	-
5	USA	-	-	-	-	-
6	Philippines	-	-	-	-	-
7	India	-	-	-	-	-
8	Myanmar	-	-	-	-	-
9	Czech Republic	-	-	-	-	-
10	Russia	-	-	-	-	-

AUS - Trade Data - HS Code 030319 Frozen Salmonidae (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	1,014	72	55	7	-4
1	Malaysia	539	36	103	-	-
2	Papua New Guinea	303	27	126	61	91
3	Hong Kong, China	82	2	-51	-7	-23
4	Viet Nam	54	4	310	-32	-39
5	China	35	3	-	-62	-55
6	Korea, Republic of	-	-	-	-	-
7	Côte d'Ivoire	-	-	-	-	-
8	Saudi Arabia	-	-	-	-	-
9	Mali	-	-	-	-	-
10	Cameroon	-	-	-	-	-

Source: ITC Trade Map, 2021

ITC - Trade Data

Frozen Fillets of Pacific Salmon in Indonesia

Indonesia - Trade Data - HS Code 030481 Frozen Fillets of Pacific Salmon (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	2,158	365	52	63	100
1	China	938	223	15	-	-
2	Chile	611	61	131	8	13
3	Russian Federation	332	51	-	-	-
4	Australia	153	12	-	-	-
5	USA	111	17	-66	-	-
6	Singapore	13	1	46	4	-
7	Japan	-	-	-	-	-
8	Hong Kong, China	-	-	-	-	-
9	Korea, Republic of	-	-	-	-	-
10	Norway	-	-	-	-	-

AUS - Trade Data - HS Code 030481 Frozen Fillets of Pacific Salmon (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	1,014	72	55	7	-4
1	Malaysia	539	36	103	-	-
2	Papua New Guinea	303	27	126	61	91
3	Hong Kong, China	82	2	-51	-7	-23
4	Viet Nam	54	4	310	-32	-39
5	China	35	3	-	-62	-55
6	Korea, Republic of	-	-	-	-	-
7	Côte d'Ivoire	-	-	-	-	-
8	Saudi Arabia	-	-	-	-	-
9	Mali	-	-	-	-	-
10	Cameroon	-	-	-	-	-

Source: ITC Trade Map, 2021

ITC - Trade Data

Frozen Pacific Salmon in Indonesia

Indonesia - Trade Data - HS Code 030312 Frozen Pacific Salmon (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	3,886	904	18	0	0
1	Japan	1,544	436	13	2	4
2	Chile	1,410	215	178	26	31
3	Russian Federation	462	144	23	-30	-26
4	USA	290	63	-63	69	-17
5	Canada	129	35	-51	-	-
6	Korea, Republic of	51	12	-	-	-
7	New Zealand	-	-	-	-	-
8	France	-	-	-	-	-
9	Ireland	-	-	-	-	-
10	China	-	-	-	-	-

AUS - Trade Data - HS Code 030312 Frozen Pacific Salmon (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	268	39	1,012	54	108
1	Viet Nam	128	14	4,056	-	-
2	Indonesia	73	12	-	-	-
3	Papua New Guinea	48	12	142	11	60
4	Hong Kong, China	16	1	-	-	-
5	Nauru	2	0	-	-	-
6	Maldives	1	0	-	-	-
7	New Zealand	-	-	-	-	-
8	Japan	-	-	-	-	-
9	China	-	-	-	-	-
10	Thailand	-	-	-	-	-

Source: ITC Trade Map, 2021

ITC - Trade Data

Smoked Pacific Salmon in Indonesia

Indonesia - Trade Data - HS Code 030541 Smoked Pacific Salmon (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	2	0	13	-	-
1	Singapore	2	0	38	-	-
2	Poland	-	-	-	-	-
3	Lithuania	-	-	-	-	-
4	Germany	-	-	-	-	-
5	Netherlands	-	-	-	-	-
6	Denmark	-	-	-	-	-
7	France	-	-	-	-	-
8	Belgium	-	-	-	-	-
9	Greece	-	-	-	-	-
10	United Kingdom	-	-	-	-	-

AUS - Trade Data - HS Code 030541 Smoked Pacific Salmon (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	174	5	-84	-24	-32
1	Hong Kong, China	149	5	-71	-15	-19
2	New Zealand	21	0	-	-	-
3	Papua New Guinea	5	0	-25	-40	-
4	Germany	-	-	-	-	-
5	United Kingdom	-	-	-	-	-
6	Poland	-	-	-	-	-
7	Norway	-	-	-	-	-
8	Denmark	-	-	-	-	-
9	Italy	-	-	-	-	-
10	USA	-	-	-	-	-

Source: ITC Trade Map, 2021

ITC - Trade Data

Fresh or Chilled Salmonidae in Indonesia

Indonesia - Trade Data - HS Code 030219 Fresh or Chilled Salmonidae (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	No Data Available					
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

AUS - Trade Data - HS Code 030219 Fresh or Chilled Salmonidae (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	167	6	29	14	-2
1	Hong Kong, China	108	6	58	19	15
2	Singapore	52	0	342	-	-
3	New Zealand	6	0	51	129	-
4	Fiji	2	0	-	-	-
5	Portugal	-	-	-	-	-
6	Italy	-	-	-	-	-
7	Spain	-	-	-	-	-
8	USA	-	-	-	-	-
9	Poland	-	-	-	-	-
10	France	-	-	-	-	-

Source: ITC Trade Map, 2021

ITC - Trade Data

Fresh or Chilled Fillets of Pacific Salmon in Indonesia

Indonesia - Trade Data - HS Code 030441 Fresh or Chilled Fillets of Pacific Salmon (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	No Data Available					
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

AUS - Trade Data - HS Code 030441 Fresh or Chilled Fillets of Pacific Salmon (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	71	14	47	-7	30
1	Sri Lanka	42	11	56	-	-
2	Hong Kong, China	16	1	-	-32	-16
3	Solomon Islands	5	2	-	-	-
4	Nauru	4	0	-	-	-
5	Maldives	4	0	-	-	-
6	Philippines	1	0	-	-	-
7	Norway	-	-	-	-	-
8	New Zealand	-	-	-	-	-
9	USA	-	-	-	-	-
10	Sweden	-	-	-	-	-

Source: ITC Trade Map, 2021

ITC - Trade Data

Fresh or Chilled Pacific Salmon in Indonesia

Indonesia - Trade Data - HS Code 030213 Fresh or Chilled Pacific Salmon (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	No Data Available					
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

AUS - Trade Data - HS Code 030213 Fresh or Chilled Pacific Salmon (Export):

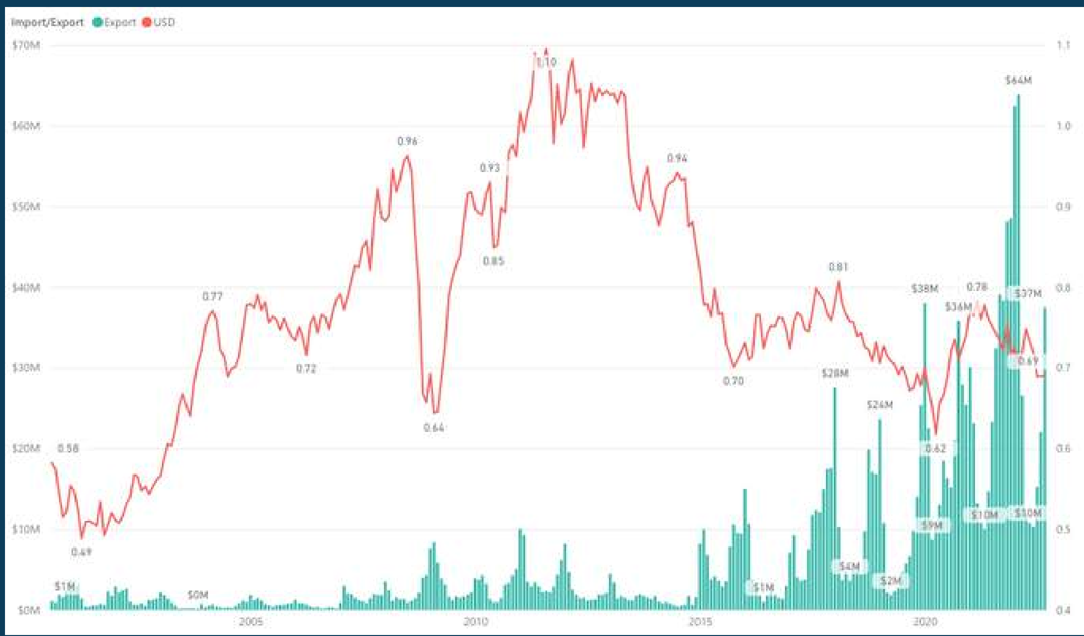
Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	17	3	-92	-59	-46
1	Japan	17	3	1,024	-24	0
2	New Zealand	-	-	-	-	-
3	USA	-	-	-	-	-
4	Spain	-	-	-	-	-
5	Canada	-	-	-	-	-
6	Poland	-	-	-	-	-
7	Italy	-	-	-	-	-
8	Belgium	-	-	-	-	-
9	China	-	-	-	-	-
10	Brazil	-	-	-	-	-

Source: ITC Trade Map, 2021

FRDC - Trade Data

Salmon Exports - Value

AUS - Trade Data - Species: Salmon (Exports):



Value of Exports - Salmon

Commodity Description	Value
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	$1,160,810,760
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	$214,934,677
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	$169,818,644
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	$19,793,160
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	$12,894,099
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039)	$10,346,133
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets); whether or not cooked before or during the smoking process	$8,694,078
Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodrus) (excl. fillets and meat of HS 0304 & livers & roes)	$7,142,450
Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510)	$6,949,314
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tschawytscha, O. kisutch, O. masou & O. rhodrus) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	$6,888,886
Fresh or chilled salmonidae (excl. trout; Pacific salmon, Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes)	$6,783,141
Frozen salmonidae (excl. Sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and edible fish offal of HS 03039)	$5,853,600
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho Hucho)	$3,806,465
Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou andOncorhynchus rhodorus), excluding livers and roes	$2,724,710
Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes)	$2,106,663
Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout; fillets and other meat of HS 0304 and livers and roes)	$1,335,959
Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Daunube salmon (Hucho hucho)	$1,229,277
Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes)	$1,096,389
Fresh or chilled salmonidae (excl. trout; Pacific salmon, Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 03029)	$1,056,918
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tschawytscha, O. kisutch, O. masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and edible fish offal of HS 03039)	$528,312
Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes)	$108,725
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039)	$36,704
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	$20,250
Frozen fillets of flat fish (Pleuronectidae, Bothidae, Cynoglossidae, Soleidae, Scophthalmidae and Citharidae)	$4,115

Value of Exports - Top Commodity Breakdown

Country	Value
China	$725,793,661
Japan	$247,333,662
Indonesia	$157,732,401
Taiwan	$109,966,086
Vietnam	$91,817,917
Thailand	$67,878,087
Singapore	$60,262,692
United States of America	$55,384,854
Hong Kong	$35,079,013
New Zealand	$32,985,513
Malaysia	$19,255,560
Korea Republic of	$13,451,579
United Arab Emirates	$4,628,384

Leading Export Destinations - Value

State	Value
TAS	$1,260,623,218
VIC	$306,265,466
NSW	$37,923,477
SA	$16,886,690
Foreign (re-export)	$16,293,744
WA	$3,508,394
QLD	$3,439,281
NT	$17,716
ACT	$5,443

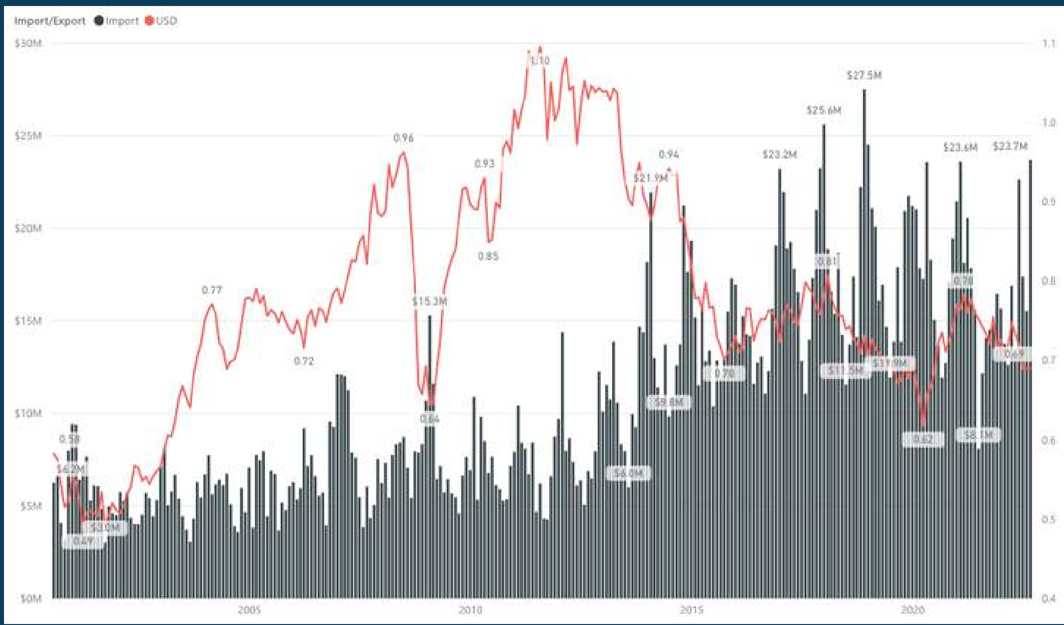
Export Value by State

Source: FRDC, 2022

FRDC - Trade Data

Salmon Imports - Value

AUS - Trade Data - Species: Salmon (Imports):



Value of Imports - Salmon

Commodity Description	Value
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	$1,246,999,078
Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510)	$654,368,380
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho Hucho)	$478,436,995
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillet) whether or not cooked before or during smoking, in packs <= 1kg	$212,712,099
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodrus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	$56,106,997
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. t	$43,783,074
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	$35,653,728
Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Daunube salmon (Hucho hucho)	$33,870,916
Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodrus) (excl. fillets and meat of HS 0304 & livers & roes)	$25,474,396
Prepared or preserved salmon (incl. minced salmon) (excl. whole fish or fish in pieces and salmon of Chapter 03)	$22,878,038
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs > 1kg	$15,823,980
Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon), fillets and other meat of HS 0304 and livers and roes)	$3,688,256
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excluding fillets and o	$2,586,911
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	$2,141,522
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excluding	$1,230,826
Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes)	$967,400
Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout; fillets and other meat of HS 0304 and livers and roes)	$958,410
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	$832,182
Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes)	$641,201
Frozen salmonidae (excluding Sockeye salmon (red salmon); Pacific salmon; Atlant	$308,757
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (	$278,816
Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes)	$221,378
Pacific salmon, frozen (excl. fish fillets and other fish meat of 0304, livers and roes)	$164,153
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes)	$142,460
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tschawytscha, O. kisu	$141,263
Fresh or chilled salmonidae (excluding trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 03029)	$22,187

Value of Imports - Top Commodity Breakdown

Country	Value
Denmark	$664,560,650
United States of America	$662,120,441
Norway	$632,185,321
Thailand	$284,592,969
Canada	$190,446,054
New Zealand	$182,357,661
Poland	$124,255,455
China	$20,985,162
Chile	$16,615,879
Germany	$13,937,682
United Kingdom	$13,620,653
Korea, Republic of	$11,893,071
Sweden	$10,753,089
Netherlands	$3,292,339
France	$2,102,068
Spain	$2,044,678

Leading Import Sources - Value

State	Value
NSW	$1,485,693,670
VIC	$925,963,262
QLD	$311,995,998
WA	$91,011,481
SA	$25,313,542
NT	$369,832
TAS	$85,618

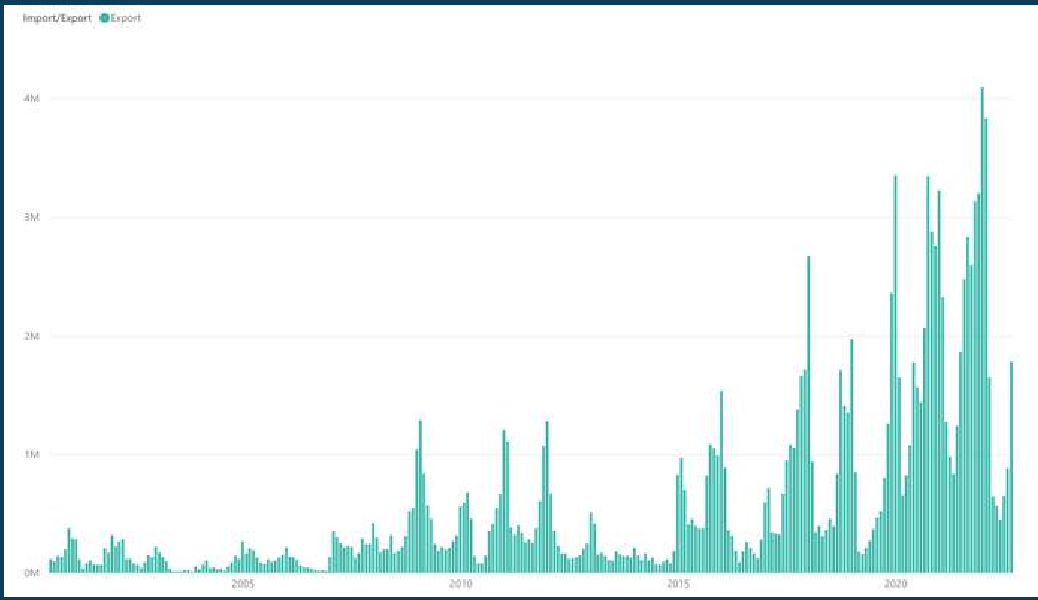
Import Value by State

Source: FRDC, 2022

FRDC - Trade Data

Salmon Exports - Volume

AUS - Trade Data - Species: Salmon (Exports):



Volume of Exports - Salmon

Commodity Description	Quantity
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	90,376,208
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodrus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	27,980,686
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	16,522,408
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	3,466,532
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039)	2,287,473
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	2,028,037
Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodrus) (excl. fillets and meat of HS 0304 & livers & roes)	819,482
Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes)	782,020
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tschawytscha, O. kisutch, O. masou & O. rhodrus) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	468,216
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets), whether or not cooked before or during the smoking process	460,452
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho Hucho)	388,178
Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou andOncorhynchus rhodorus), excluding livers and roes	335,980
Frozen salmonidae (excl. Sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and edible fish offal of HS 03039)	322,168
Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes)	304,579
Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon: trout; fillets and other meat of HS 0304 and livers and roes)	298,843
Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes)	286,395
Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510)	265,103
Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Daunube salmon (Hucho hucho)	82,173
Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 03029)	69,242
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tschawytscha, O. kisutch, O. masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and edible fish offal of HS 03039)	46,802
Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes)	8,188
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	3,361
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039)	1,380
Frozen fillets of flat fish (Pleuronectidae, Bothidae, Cynoglossidae, Soleidae, Scophthalmidae and Citharidae)	300

Volume of Exports - Top Commodity Breakdown

Country	Quantity
China	58,011,506
Japan	22,927,076
Indonesia	13,340,794
Taiwan	10,717,352
Vietnam	9,200,968
Thailand	7,853,794
Singapore	6,466,305
United States of America	5,125,716
New Zealand	4,309,157
Hong Kong	3,698,867
Malaysia	1,923,861
Korea Republic of	1,020,788

Leading Export Destinations - Volume

State	Quantity
TAS	113,105,457
VIC	27,062,697
NSW	2,991,474
Foreign (re-export)	2,044,008
SA	1,284,151
QLD	575,211
WA	538,754
NT	2,353
ACT	101

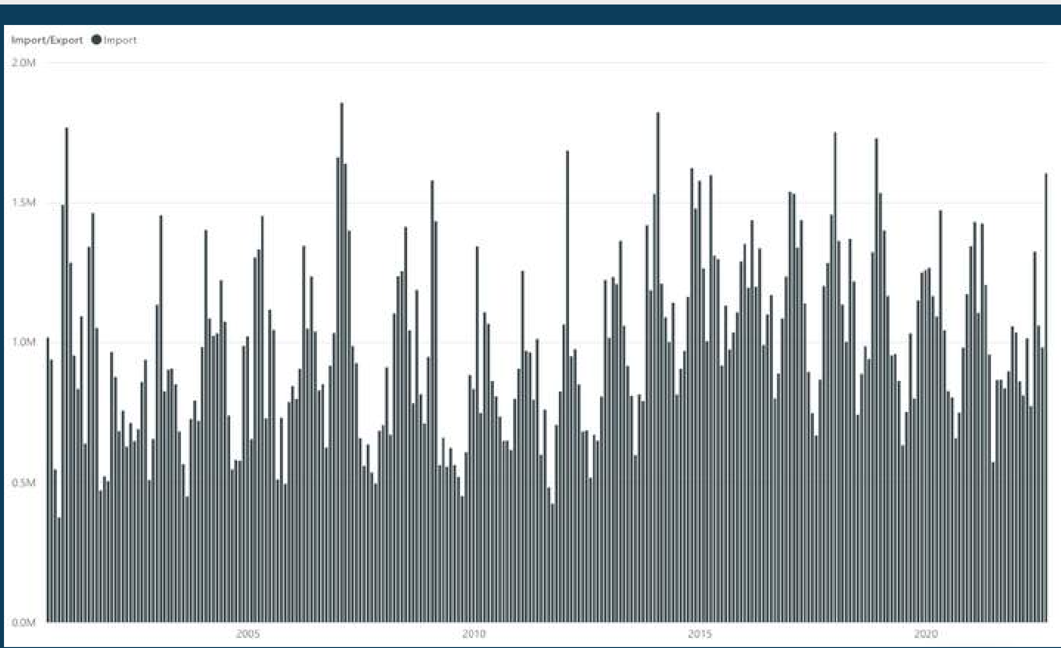
Export Volume by State

Source: FRDC, 2022

FRDC - Trade Data

Salmon Imports - Volume

AUS - Trade Data - Species: Salmon (Imports):



Volume of Imports - Salmon

Commodity Description	Quantity
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	170,153,913
Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510)	28,659,597
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho Hucho)	28,479,375
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillet) whether or not cooked before or during smoking, in packs <= 1kg	11,642,140
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodrus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	6,771,264
Prepared or preserved salmon (incl. minced salmon) (excl. whole fish or fish in pieces and salmon of Chapter 03)	4,451,627
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. t	2,957,251
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	2,909,957
Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodrus) (excl. fillets and meat of HS 0304 & livers & roes)	2,456,852
Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Daunube salmon (Hucho hucho)	1,997,557
Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon), fillets and other meat of HS 0304 and livers and roes)	1,237,156
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs > 1kg	992,883
Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout; fillets and other meat of HS 0304 and livers and roes)	232,947
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	226,998
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excluding fillets and o	159,673
Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes)	84,843
Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes)	84,418
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excluding	78,763
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	77,424
Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes)	48,971
Frozen salmonidae (excluding Sockeye salmon (red salmon); Pacific salmon; Atlant	34,521
Pacific salmon, frozen (excl. fish fillets and other fish meat of 0304, livers and roes)	30,963
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (	24,068
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes)	11,746
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tschawytscha, O. kisu	9,622
Fresh or chilled salmonidae (excluding trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 03029)	1,289

Volume of Imports - Top Commodity Breakdown

Country	Quantity
United States of America	98,385,178
Norway	36,802,137
Thailand	35,019,454
Denmark	31,650,185
Canada	26,523,883
New Zealand	15,344,161
Poland	8,504,566
China	3,763,063
Korea, Republic of	2,512,200
Chile	1,927,800
Germany	1,050,125
United Kingdom	800,787
Sweden	471,050
France	233,410
Netherlands	202,157
Russian Federation	171,140

Leading Import Sources - Volume

State	Quantity
NSW	121,850,900
VIC	102,908,709
QLD	27,134,888
WA	7,896,580
SA	3,998,051
NT	22,751
TAS	3,941

Import Volume by State

Source: FRDC, 2022

FRDC - Trade Data Sourced from FAO

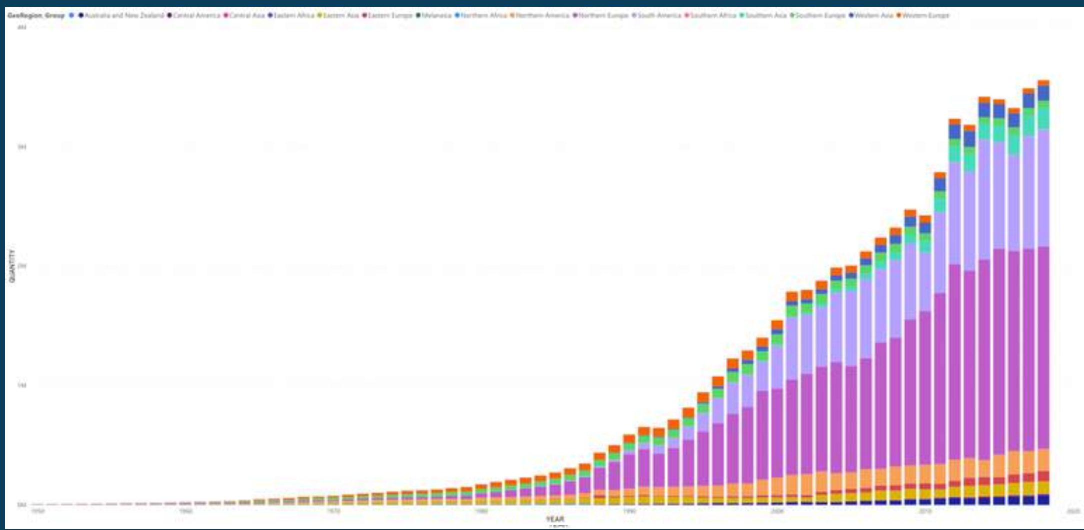
Food and Agriculture Organization (FAO) Production Volume, Value and Trade - Salmon, Trouts, Smelts

ISSCAAP Group: Salmon, Trouts, Smelts

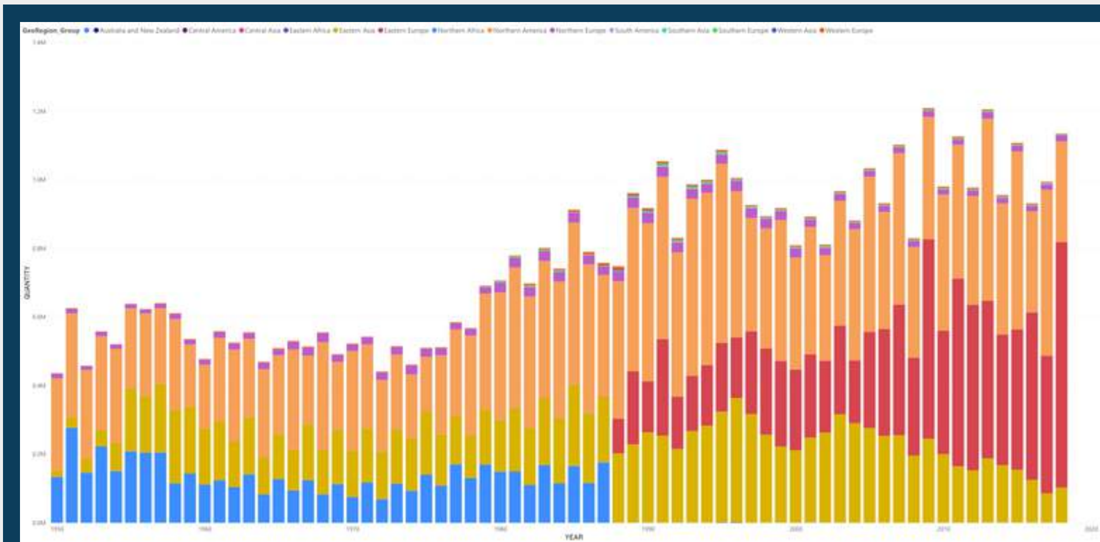
Reporting country Name En	Unit Name	2020	2015	2010
Australia	Tonnes – net product weight	36 775	25 071 N	16 055
Indonesia	Tonnes – net product weight	6 343	25 034 N	40 912

Reporting country Name En	Unit Name	2020	2015	2010
Australia	Value (USD 1000)	332 336	217 573	129 947
Indonesia	Value (USD 1000)	41 444	87 416	38 932

Global Fish Trade Volume & Value by ISSCAAP (International Standard Statistical Classification of Aquatic Animals and Plants) - FAO



Production Volume by GeoRegion - Aquaculture Production - FRDC



Production Volume by GeoRegion - Wild Catch Production - FRDC

Source: FAO, FRDC, 2022

Additional Resources

COUNTRY INSIGHTS

Agriculture and Agri-Food Canada - Indonesia Market Overview

Austrade - Indonesia Market Profile

EU Chafea - Indonesia Market Overview

DFAT - Indonesia Country Brief

DFAT - Indonesia Market Insights

Enterprise Singapore - Indonesia Market Profile

HKTDC Research - Indonesia Market Profile

CONSUMER INSIGHTS

GWI - Indonesia Consumer Snapshot

EY - The 9th Edition of EY Future Consumer Index: Indonesia's Insights

CATEGORY & CHANNEL INSIGHTS

Agriculture and Agri-Food Canada - Indonesia Agri-food and Seafood Trends

Agriculture and Agri-Food Canada - Indonesia Foodservice Profile

Agriculture and Agri-Food Canada - E-Commerce Trends in Indonesia

Fisheries Research and Development Corporation (FRDC) - Australia-Specific Trade Data

International Trade Centre - Market-Specific Trade Data

USDA - Retail Foods in Indonesia

USDA - Foodservice in Indonesia

MARKET ACCESS INSIGHTS

UNCTAD - Indonesia Investment Policy Hub

USDA - Indonesia Food and Agriculture Import Regulations and Standards

OTHER RESOURCES

EFIC	IbisWorld	Nielsen
Export Connect Portal	L.E.K.	NZTE
Fitch Solutions	Marketline	Seafish UK
GlobalData	McKinsey	Statista
Google Trends	Mintel	Trading Economics

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