South Korea Market Summary & Category Data for Fish & Seafood - Salmon

Seafood Industry Australia
The Voice of Australian Seafood

GREAT AUSTRALIAN SEAFOOD

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 Billion): **1,810**
- GDP per capita (USD): **31,497**
- Currency: South Korean Won (KRW)
- Exchange Rate: 1 KRW = 0.0011 AUD (08/08/22)
- Mercer's 2019 Quality of Living Ranking (2020 report not released due to COVID-19): Seoul - **77th**
- Human Development Index: .**916** and ranked **23rd**
- Logistics Performance Index: **3.61** and ranked **25th**
- Ease of Doing Business Rankings: **84th**

Source: IMF, UNDP, Mercer, World Bank, DFAT

- **Trade Agreements:**
    - South Korea has an extensive catalogue of free trade deals with 88 Bilateral Investment Treaties (BITs) and 19 Treaties with International Provisions (TIPs) currently in force.
    - South Korea is a party to the Regional Comprehensive Economic Partnership (RCEP), the world's biggest trade deal, with 14 other nations including Australia, the Asian nation's fourth-largest trading partner.
    - The Korea-Australia Free Trade Agreement (KAFTA) was signed in 2014 and will lead to the eventual elimination of 99.8% of tariffs on Australian exports to South Korea by 2033. Tariffs on raw sugar and bottled wine have already been eliminated.

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

Demographic Indicators

- Total Population (million): **51.83**
- Expatriate Population (million): **2.52**
- Population Growth: **- 0.04%**
- Median Age: **43.7**
- Urban Population: **81.8%**

- **Population Ethnicity:**
  - 96% Korean
  - 2% Chinese
  - 2% Other (including American and Vietnamese)

- **Dominant Religious Groups:**
  - 56.1 No religion
  - 27.7% Christian
  - 15.5% Buddhist
  - 0.7% Other (including Muslim, Hindu)

Source: Ministry of Interior and Safety, United Nations, WorldAtlas

Consumer Behaviour & Societal Trends

Key Trends:

- South Korean consumers saw their purchasing power, already below the OECD average, fall further in 2020 as a result of reduced consumption and business activity following the start of the COVID-19 pandemic. However, this reduction was relatively lower than most countries worldwide, and consequently, consumer confidence has held up as of late-2020.

- Korean consumers rank mobile shopping sites followed by the online forum Never Cafe as the channels they visit most frequently before making an online purchase, demonstrating the importance they place on customer reviews when making spending decisions.

- With the fast rise in South Koreans living by themselves, a trend that reached 30% of all households in 2019-20, product innovation that improves the convenience of daily activities, such as ready-to-eat and easy-to-cook meals, has become very popular.

- Due to concerns over personal immunity re-emerging due to the COVID-19 pandemic, interest in consumer health products has grown considerably throughout 2020-21 amongst Korean consumers, particularly in the preventative health category which encompasses popular products such as red ginseng.

- Purchases in South Korea are generally made in large department stores or shopping centres spread out around major cities. The products most commonly purchased come from select major brands that employ very detailed packaging, as purchases are often made for image or status reasons.

- South Koreans, relative to the rest of the world, are not loyal to brands and will change quickly as per product reviews and feedback sourced over the internet due to their tech-savvy qualities.

- South Korean consumers are especially concerned about their environmental footprint with pollution, present at high rates in industrial cities, being the leading environmental concern for 70% of the population and almost always associated with climate change. Although, participation in the shared economy, populated in South Korea by internet exchanges and flea markets, decreased in 2020 due to social distancing preferences amongst consumers.

- Half of South Koreans surveyed believed they had become more mindful of where they spend their money due to the COVID-19 pandemic, while nearly half were switching to less expensive products. This shift in purchasing behaviour towards saving money has seen purchasing on Food & Beverage remain stable while spending in most other categories has fallen.

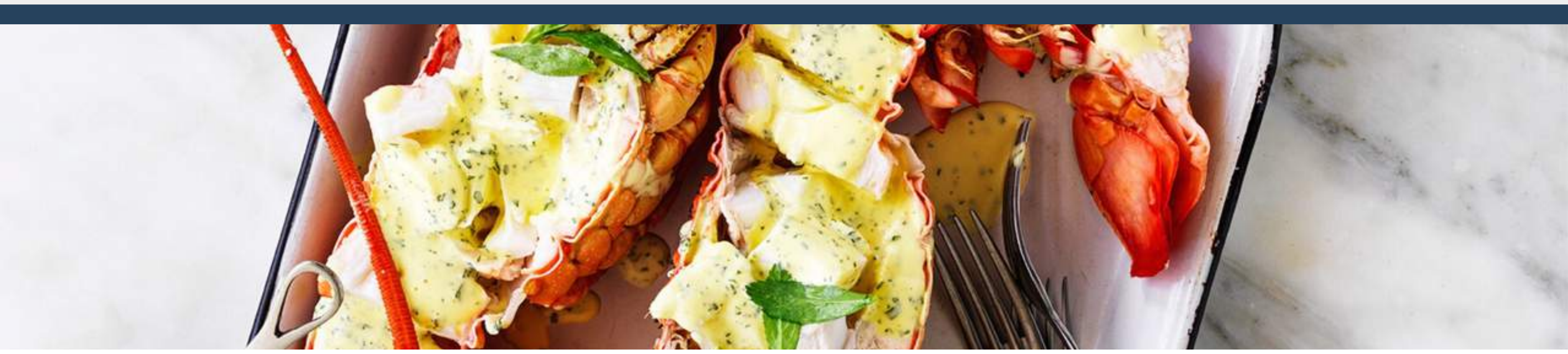
Source: Nielsen, Mintel, McKinsey, USDA

Digital Adoption:

- Relative to the rest of the world, South Koreans are very connected with technology, with over 50 million internet users as of February 2022, comprising 98% of the population.

- There are also high levels of social media usage at nearly 46.81 million social media users with a penetration rate of 91%.

Source: Digital in 2022 Report



Grocery Retail Channel Developments

Key Trends:

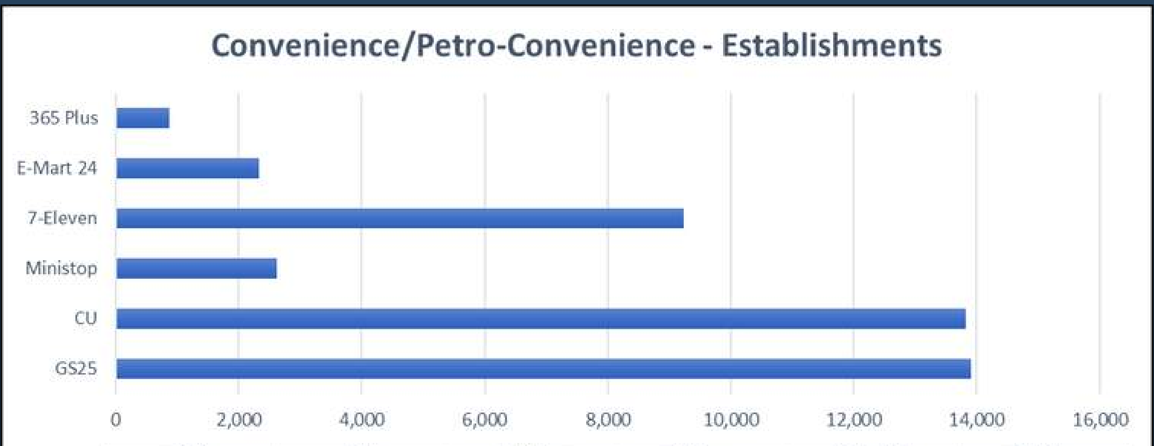
- Grocery sales value remained stable throughout 2020 as the result of spending on essential goods rising as a portion of household expenditure, along with government subsidies to support grocery retailers, especially independent stores, that were struggling in the midst of reduced foot traffic nationwide.
- Many traditional grocery retailers took up partnerships with hyperlocal online delivery platforms such as Noljang and Ddingdong at the encouragement of the South Korean government, in an attempt to maintain profit margins by capitalising on the explosive growth in demand for grocery home delivery.
- Convenience stores performed better in 2020, according to YoY sales data, as the result of South Korean consumers increasingly preferring to shop for groceries more locally and choosing outlets with smaller crowds, while retailers have greatly diversified their product range. For the first time, convenience stores have outperformed department stores in offline retail sales.
- Convenience stores in South Korea have continued a decade-long trend of consistent expansion in terms of franchise numbers due to high product sales, with the number of stores throughout the nation more than quadrupling since 2007, leading South Korea to have the world’s highest convenience store density. This is largely aided by hypermarkets being restricted from 24/7 operations.
- Following a string of successful trials in operating AI-powered unmanned supermarkets throughout South Korea, propelled by the rapid increase in consumer demands for hygienic shopping experiences, the first permanent “smart supermarket” was opened in Seoul in October 2020.
- Omnichannel grocery retailers are improving their online services, not only expanding direct business-to-consumer platforms but partnering with other e-commerce giants to increase their presence. A notable example includes Homeplus and GS The Fresh partnering with South Korea’s biggest search engine, Naver Corp, to create a grocery shopping platform.

- South Korea's E-Mart dominates the hypermarket channel, its market power allowing the major retailer to be able to promise a full refund for consumers who purchase certain grocery products at E-Mart but then find the same good for a cheaper price elsewhere.
- The largest e-commerce retailer in South Korea, Coupang, plans to increase the firm's market share in the grocery market by offering free delivery for all customers, along with a free return service and early morning delivery for members of its subscription service.
- All grocery retailers are stepping up efforts to go "hyperlocal" as credit card spending within 500 metres of people's homes grew 2.9% between September and November 2020, when compared to two years prior. This involves efforts such as creating "neighbourhood bulletin boards" and online flea markets.

Grocery Retailing Brand Outlets:

	E-Mart	Lotte Super	Homeplus Express	Hanaro Mart	GS Retail	Costco
Outlets	160	1588	380	2,130	290	16

Convenience/Petro-Convenience Brand Outlets:



	GS25	CU	Ministop	7-Eleven	E-Mart 24	365 Plus
Outlets	13,900	13820	2,620	9,231	2,330	876

Source: Nielsen, Mintel, McKinsey, USDA

Foodservice Channel Developments

Key Trends:

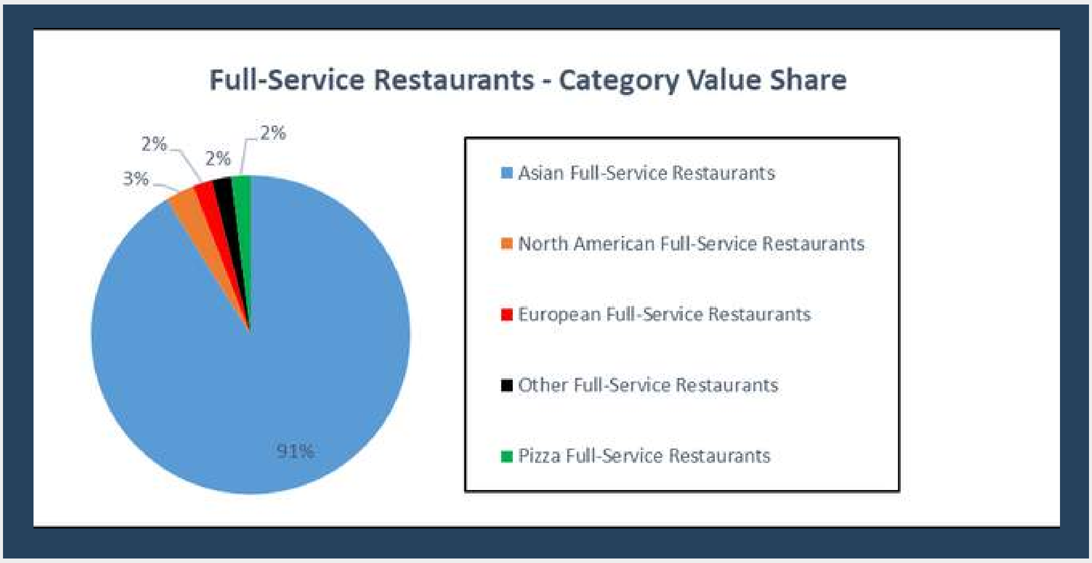
- The foodservice industry in South Korea has suffered heavily from the COVID-19 pandemic and the three waves of high infections it brought to the Asian nation. For example, in February and March of 2020, on-premise dining decreased 26%, with the consequences of such behaviour including widespread closures of, mostly independent, foodservice operators.
- The foodservice industry is expected to gradually recover in accordance with infection rates reducing across South Korea, with forecasts for an average annual growth rate between 2021 and 2026 of 3.47% as businesses reopen with improved hygiene measures and better home delivery/take-away capabilities.
- The growing Western influence over South Korea has influenced dining trends. For instance, more consumers prefer fusions of exotic cuisines, or fusions of Korean and Western favourites seen in the popular "Kimchi Pizzas" and "Carbonara Rice Cakes".
- Certain major limited-service restaurant chains are diversifying to new food categories in an attempt to reverse declining sales value, demonstrated by baked chicken retailer Goopne Chicken entering the multi-menu market with a range of pizzas.
- The explosive rise in demand for more convenient and hygienic dining options, coupled with the growing trend of single-person households in South Korea, has led third-party delivery apps to grow greatly in terms of sales and prominence. Limited-service restaurant giant Starbucks, in conjunction with the vast majority of businesses in this sector, recently entered the delivery market with the dominant delivery app developer Woowa Brothers.
- With the working hours of Koreans increasing, the population is increasingly craving convenient foods but has maintained the preference for healthier foods, leading the most successful fast-food chains to diversify set-meal menus, such as through offering more salads and plant-based items.

- Consecutive South Korean government stimulus packages have failed to satisfy small business owners who, in joining together in hundreds to sue the government, claim that restrictions unfairly targeted cafes, along with businesses outside of the Seoul region.

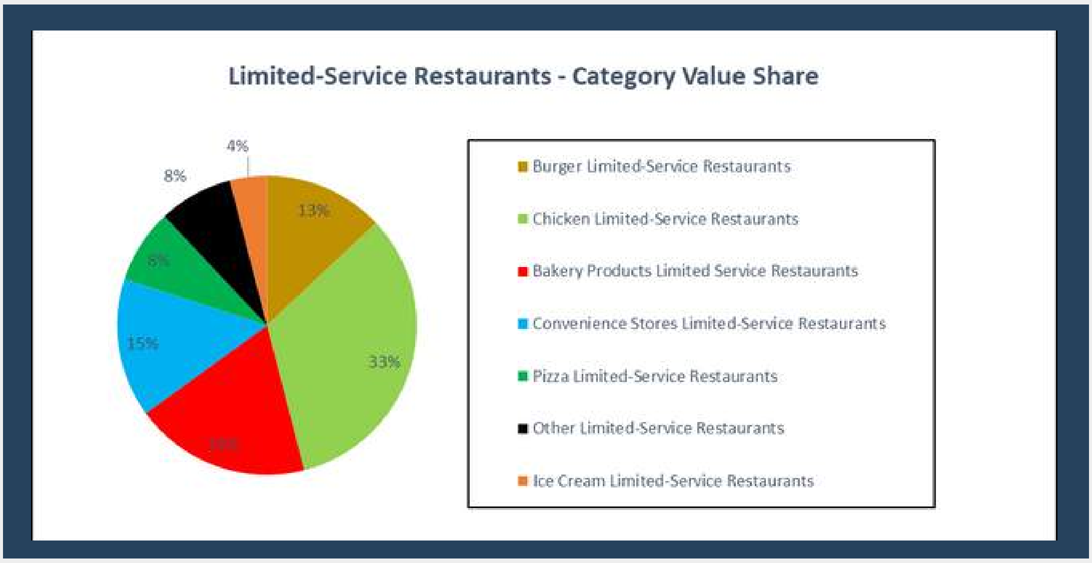
- Diversified products that are progressively appearing on full-service restaurant menus are mainly targeted towards at-home dining. For example, DIY meal-kits and other semi-finished products are increasingly sold through restaurants' direct business-to-consumer delivery services.

- Restaurants have begun to adopt the trend for creating subscription services with available monthly subscriptions spreading for products such as sandwiches and coffees, the latter of which had subscriptions popularised in 2020 by Paris Baguette.

Full-Service Restaurants - Category Value Share:



Limited-Service Restaurants - Category Value Share:



Source: Euromonitor, Mordor Intelligence, The NPD Group, Trendmonitor, Anadolu Agency

Food & Drink e-Commerce Channel Developments

Key Trends:

- Already very strong due to Koreans' relatively higher levels of engagement with and time spent on the internet, the e-commerce channel saw the largest growth in retail sales of any other channel in 2020 as the COVID-19 pandemic shifted consumer preferences away from shopping in physical stores.
- The Food & Drink e-commerce sector continued to record double-digit YoY growth in sales value in 2020, mainly due to the rising popularity of online food delivery apps. Stockpiling behaviours in the earliest months of the COVID-19 pandemic meant some businesses even reached their maximum delivery capacity.
- Mobile shopping sites remain the most popular destinations for purchases made through the internet and one of the most popular sources of influence on purchases made.
- Middle-aged consumers now constitute one of the largest consumer groups, while South Koreans in their 20-30s remain the biggest purchasers. Both consumer groups are forecast to remain loyal to this mode of shopping after the COVID-19 pandemic, signaling a permanent shift in preferences towards the convenience offered by online Food & Drink shopping.
- Spending on Food & Drink grew the most of any e-commerce category in early 2020, with statistics from February demonstrating a 90.2% increase in YoY sales value because major retailers were well prepared with adequate stock management procedures to deal with the surge in consumer demand.

Key E-tailers:

- The biggest search engine in the country, Naver, entered the online Food & Drink market in 2020 with its new online grocery shopping named "Jangbogi", which partners with major supermarkets such as Hanaro Mart and Homeplus to offer quick online orders and deliveries.

- Coupang is the biggest e-tailer in South Korea and operates a very successful same-day grocery delivery service with zero-waste packaging, a convenient return policy, and distribution centres covering around 70% of the nation's population.

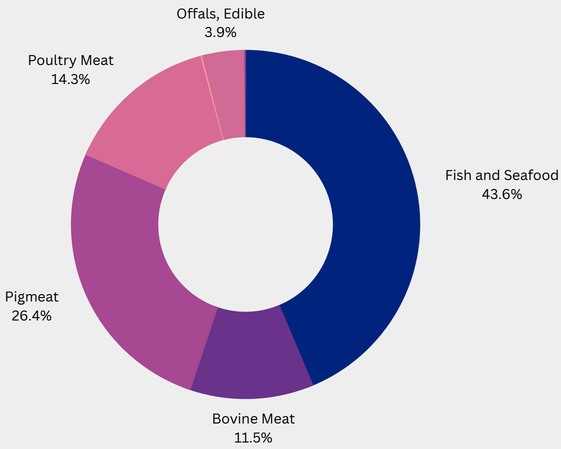
- Market Kurly has experienced three-digit growth since launching in 2015 because of the business' relatively wide range of Food & Drink products sold, including traditional fresh food products along with RTE organic meals and foods with portions purposely made smaller for the rise of single-person households.

Source: Euromonitor, Statistics Korea, Insider, AJ Marketing Blog

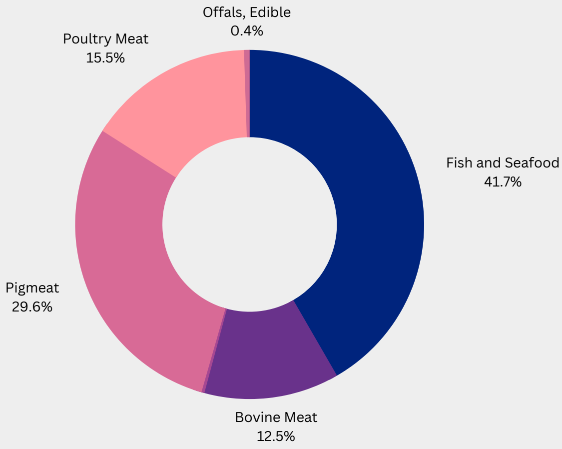
Seafood Consumption in South Korea

- Fish and seafood supply per person in South Korea is valued at 57.06 kg as of 2019 according to the United Nations Food and Agricultural Organization (FAO). This value has risen by 0.62% annually between 2014 - 2019, having been previously recorded as 55.32 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: 17.16 kg
  - Mutton & Goat Meat: 0.38 kg
  - Pigmeat: 40.49 kg
  - Poultry Meat: 21.19 kg
  - Meat, Other: 0.10 kg
  - Offals, Edible: 4.94 kg

2014 Protein Consumption* - Food Supply (%)

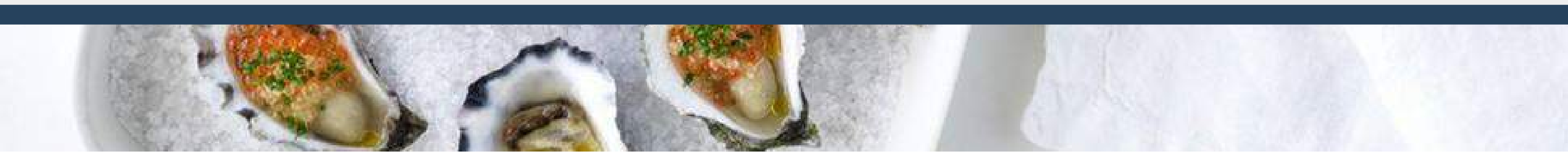


2019 Protein Consumption* - Food Supply (%)



- * 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 Food & Drug Safety (MFDS): Creates regulations for food safety and the procedures for conducting inspections on finished Food & Drink product imports. Also inspects imported agricultural products.
- Ministry of Agriculture, Food and Rural Affairs (MAFRA): Creates regulations and the procedures for quarantine checks for agricultural products including livestock and dairy goods.
- Ministry of Trade, Industry and Energy (MOTIE): Creates rules regarding GMOs and the procedures of governing the imports of products containing such biotechnology ingredients.
- Korea Customs Service (KCS): Deals with import registration documents, collects duties and undertakes the inspection of food imports except for agricultural products.

Product Registration/Import Procedure:

- Importing agricultural products involves undertaking many more steps to gain approval. This involves obtaining approval from the KCS, MFDS, National Quarantine Office (for ports without an MFDS office) and the Animal and Plant Quarantine Agency.
- Prepare the necessary documentation.
- Apply for a customs clearance number on the KCS website.
- To obtain preferential tariff treatment, research the product's classification using the Tariff Database Inquiry portal on the KCS website and, if applicable, provide certification to KCS.
- Fill out an import declaration form from the KCS website.
- Once the goods have been successfully inspected, receive a certificate of inspection and pay necessary taxes.

Documentation Required:

- Packing list
- Bill of Lading
- Commercial invoice
- Maritime insurance
- Certificate of origin (if the product can gain preferential treatment)
- Phytosanitary certificate (for certain fruits and grains)
- Animal health certificate and general health certificate (for meat, dairy and other products)
- Organic certification in line with South Korean regulations (if declaring a product to be organic)

General Labelling Requirements:

- Must be in Korean, English can be used to supplement the Korean labels in certain areas such as country of origin. The label must also outline:
  - Product name.
  - Name and address of the importer and original manufacturer.
  - If the importer and distributor are not the same, list the name and address of the distributor.
  - Net quantity.
  - Expiry date.
  - Nutrition information.
  - Ingredient list.
  - Additive declaration.
  - Allergy declaration.
  - Juice percentage declaration.
  - GMO declaration.

Packaging Requirements:

- Products that can be recycled need to carry a "separation and discharge" mark. This sign should specify the materials used.

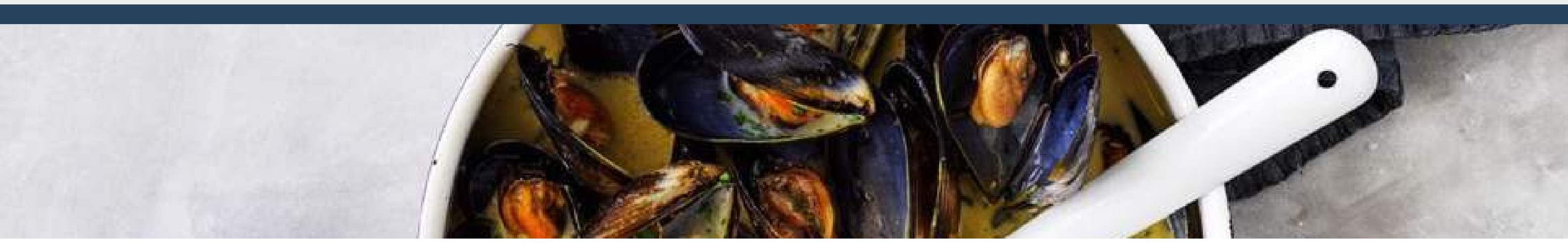
Non-Tariff Barriers:

- 10% Value-added tax on all imports.
- Liquor tax varies for different alcoholic beverages, as high as 72% for spirits.

Tariffs Levied:

- Average customs duty without preferential treatment for food imports (excluding agricultural products) is 8%. Products that generally require higher payments include seafood, along with wine and spirits.
- A guide for Australian exporters on how to utilise KAFTA to obtain preferential treatment, including tariff rate quotas, for tariff obligations is available on the DFAT website, where there is also a useful FTA Portal. A detailed list can also be found on DFAT's "Schedule of Tariff Commitments" page.

Source: USDA Food and Agricultural Import Regulations and Standards Country Reports [FAIRS], Austrade, DFAT, Export.gov



Category Data

Fish and Seafood in South Korea

Key Trends:

- Surrounded by water on almost every side, Koreans consider seafood to be an integral part of their diet. Fish species that are primarily consumed are Alaskan pollock, mackerel, squid, hairtail and yellow corvina, anchovy, shrimp, tuna, saury, flat fish, monk fish, eel, rockfish, and cod.
- With a food culture that is similar to Chinese and Japanese food, Koreans often eat their seafood fried, steamed, boiled with spices and herbs, or even raw.
- Most Koreans believe fresh or chilled fish is better tasting than frozen fish. Hence, there is a strong preference for fresh or chilled fish. However, since this also costs more than frozen fish, pre-cooked, prepared and preserved food available at convenience stores appeals to consumers immensely.
- Koreans often buy their seafood according to the season, since fish that is 'in season' tastes fresher and is often cheaper too. Many convenience stores often hold discount campaigns and deals to promote seasonal seafood. A good example of the Korean fish calendar would be Halibut from February to April, Gizzard Shad during September to November, and YellowTail during December to January.
- Within the category of imported fish, salmon remains one of the most popular, with a growth in demand for salmon boosting imports. To put this in perspective, salmon quantities imported in 1997 were less than 2000 tonnes. In 2018, it was expected to increase to more than 30,000 tonnes. With local production of salmon being limited, consumption of salmon hugely relies on imports.
- To meet the nation's surging appetite for salmon, Korea's major food companies are rushing to release salmon products such as smoked and roasted salmon. Dongwon Food & Beverage, the nation's largest salmon importer, has recently launched 'Norwegian Air Express' smoked salmon – a salmon that is neither frozen nor defrosted and is sold fresh in convenience stores.

- The number of Korean single person-households is on the rise, as is the number of Koreans who prefer not to cook at home. As a result, there is potential for home meal replacement (HMR) to grow exponentially in Korea, creating multiple growth opportunities for seafood producers too. The convenience of ready-to-cook and ready-to-eat products appeals to most consumers and an increase in demand for HMR products has led to an increase in seafood HMR like marinated salmon steak, cod fillet, and mackerel box-lunches. Convenience stores and newsagents are taking considerable advantage of this trending demand, especially through launching private-label products, many of which are sourced from countries outside of Korea.

- Food safety is a priority for Koreans, with more consumers paying increased attention to hygiene and food safety standards, especially after the Fukushima earthquake and the 2011 collapse of the nuclear plant in Japan. Following these events, Korea banned many Japanese fish.

- With raw fish being a popular way of consumption for Korean consumers, keeping seafood fresh throughout the delivery process is vital.

- Similar to its neighbouring Asian countries, Korean consumers enjoy consuming sushi and sashimi when dining out. Even though Korea has thousands of existing sushi restaurants, convenience stores are also jumping into the sushi market by offering consumers individually packaged sushi in store.

- As per a 2015 US Government report, the highest priorities of Korean consumers while purchasing seafood are freshness, place of origin, taste, low cost, and food safety.

- Korean consumers remain highly sensitive to food safety matters, having experienced several food safety scandals in the last few years, including the risk of radiation from Japanese seafood. A survey conducted by the Ministry of Food and Drug Safety found that 7 out of 10 consumers were unlikely to buy seafood caught in Japan.

Country	Sector	Category	Year	Value M USD	5yr CAGR M USD (%)
South Korea	Fish & Seafood	Ambient Fish & Seafood	2021	1,000.78	3.28
			2026	1,220.12	4.04
		Chilled Raw Packaged Fish & Seafood - Processed	2021	1,283.44	4.39
			2026	1,632.07	4.92
		Chilled Raw Packaged Fish & Seafood - Whole Cuts	2021	1,377.94	4.44
			2026	1,784.49	5.31
		Dried Fish & Seafood	2021	306.27	4.90
			2026	391.80	5.05
		Fresh Fish & Seafood (Counter)	2021	7,066.51	4.69
			2026	8,779.19	4.44
		Frozen Fish & Seafood	2021	616.73	4.60
			2026	789.28	5.06

Source: GlobalData, 2022

ITC - Trade Data

Fresh or Chilled Atlantic Salmon in South Korea

SK - 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	305,322	29,991	34	14	15
1	Norway	297,201	29,165	33	13	15
2	Australia	6,374	655	479	-	138
3	United Kingdom	1,352	126	-22	0	0
4	Chile	395	45	-43	-	-
5	North Mariana Islands	-	-	-	-	-
6	Mongolia	-	-	-	-	-
7	Sweden	-	-	-	-	-
8	Canada	-	-	-	-	-
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, 2022

ITC - Trade Data

Frozen Atlantic Salmon in South Korea

SK - 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	16,612	2,567	-43	-25	-20
1	Norway	11,505	1,542	96	-13	-7
2	Chile	5,107	1,025	-78	-36	-29
3	Colombia	-	-	-	-	-
4	Denmark	-	-	-	-	-
5	Netherlands	-	-	-	-	-
6	Sweden	-	-	-	-	-
7	Poland	-	-	-	-	-
8	Faroe Islands	-	-	-	-	-
9	United Kingdom	-	-	-	-	-
10	Hong Kong, China	-	-	-	-	-

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, 2022

ITC - Trade Data

Frozen Salmonidae in South Korea

SK - 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)
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1						
2						
3						
4						
5				No Data Available		
6						
7						
8						
9						
10						

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, 2022

ITC - Trade Data

Frozen Fillets of Pacific Salmon in South Korea

SK - 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	6,593	1,004	-3	0	18
1	Chile	2,388	212	-29	-10	-8
2	Norway	2,209	279	5	3	21
3	USA	1,611	388	70	26	59
4	Russian Federation	323	123	33	45	69
5	New Zealand	32	1	-	18	-
6	China	16	1	-78	331	-
7	Canada	13	0	-54	-	-
8	Faroe Islands	2	0	-	-	-
9	Japan	-	-	-	-	-
10	Viet Nam	-	-	-	-	-

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	318	20	157	-8	-27
1	Indonesia	157	12	-	-	-
2	Hong Kong, China	69	3	-42	-	104
3	Papua New Guinea	38	3	-	66	-
4	Singapore	25	1	-	-	-
5	Viet Nam	20	1	933	-64	-67
6	Maldives	4	0	-	-	-
7	Philippines	3	0	-	-	-
8	Sri Lanka	2	0	-	-	-
9	Ireland	-	-	-	-	-
10	United Kingdom	-	-	-	-	-

Source: ITC Trade Map, 2022

ITC - Trade Data

Frozen Pacific Salmon in South Korea

SK - 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	45,978	22,352	89	18	54
1	Russian Federation	42,976	21,855	780	83	122
2	Chile	2,944	484	-84	-29	-25
3	USA	47	11	-96	-47	-45
4	New Zealand	11	1	-	-	-
5	China	-	-	-	-	-
6	Viet Nam	-	-	-	-	-
7	Thailand	-	-	-	-	-
8	Japan	-	-	-	-	-
9	North Mariana Islands	-	-	-	-	-
10	Indonesia	-	-	-	-	-

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, 2022

ITC - Trade Data

Smoked Pacific Salmon in South Korea

SK - 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	1,218	48	-22	-4	2
1	Norway	618	25	-12	23	31
2	New Zealand	441	13	-34	-18	-19
3	Poland	68	3	1	51	30
4	Singapore	40	2	-20	-	-
5	Canada	39	1	4	-24	-24
6	Lithuania	13	4	-37	-	-
7	North Mariana Islands	-	-	-	-	-
8	Germany	-	-	-	-	-
9	Netherlands	-	-	-	-	-
10	Denmark	-	-	-	-	-

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, 2022

ITC - Trade Data

Fresh or Chilled Salmonidae in South Korea

SK - 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, 2022

ITC - Trade Data

Fresh or Chilled Fillets of Pacific Salmon in South Korea

SK - 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)
-	World	98,132	6,492	48	18	20
1	Norway	98,123	6,492	48	18	20
2	New Zealand	6	0	-	23	-
3	Chile	2	0	-	42	-
4	USA Outlying States	-	-	-	-	-
5	Sweden	-	-	-	-	-
6	Netherlands	-	-	-	-	-
7	Poland	-	-	-	-	-
8	Denmark	-	-	-	-	-
9	USA	-	-	-	-	-
10	Canada	-	-	-	-	-

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, 2022

ITC - Trade Data

Fresh or Chilled Pacific Salmon in South Korea

SK - 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)
-	World	305	18	1,744	-25	-24
1	New Zealand	305	18	1,752	-25	-24
2	USA	-	-	-	-	-
3	Canada	-	-	-	-	-
4	Chile	-	-	-	-	-
5	Netherlands	-	-	-	-	-
6	Poland	-	-	-	-	-
7	France	-	-	-	-	-
8	Belgium	-	-	-	-	-
9	Denmark	-	-	-	-	-
10	Hong Kong, China	-	-	-	-	-

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

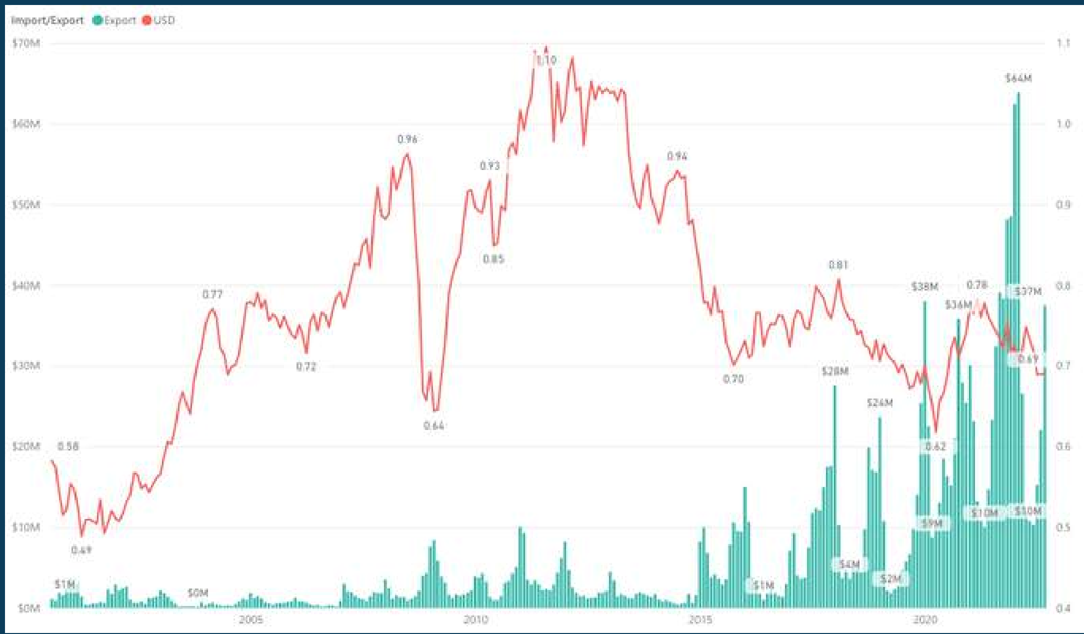
Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	17	3	-92	-59	-46
1	Japan	17	3	1,024	-24	0
2	New Zealand	-	-	-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

Source: ITC Trade Map, 2022

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 rhodrus), 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

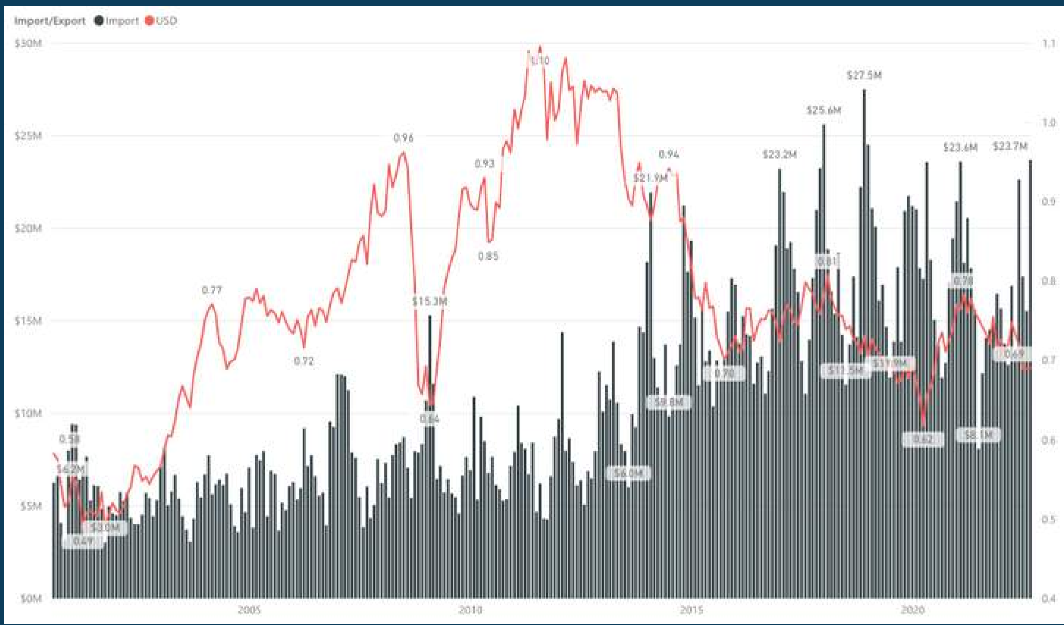
Export Value by State

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

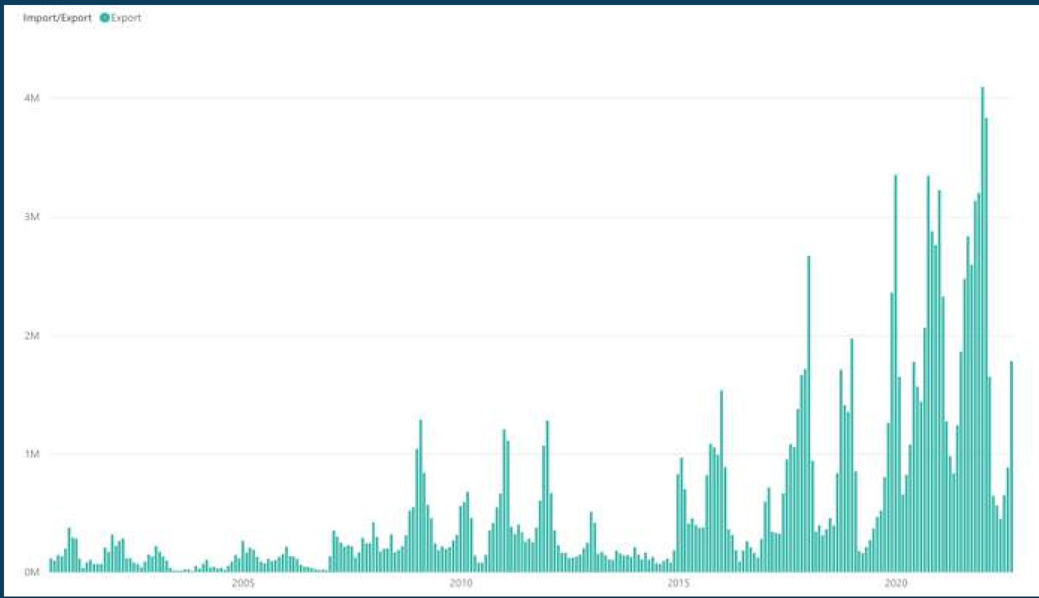
Import Value by State

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

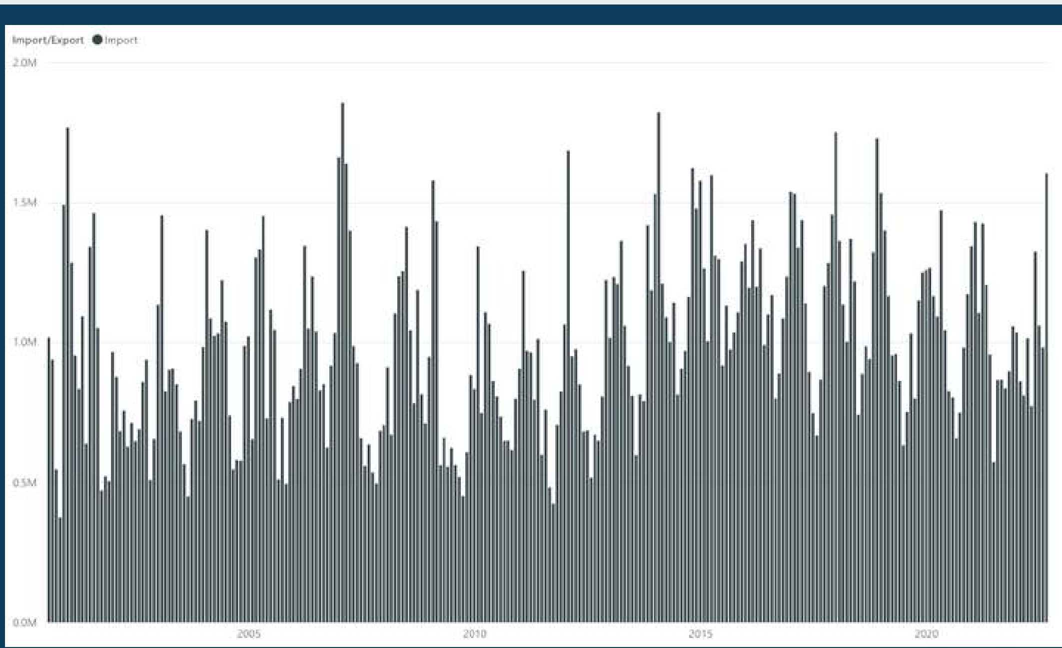
Export Volume by State

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

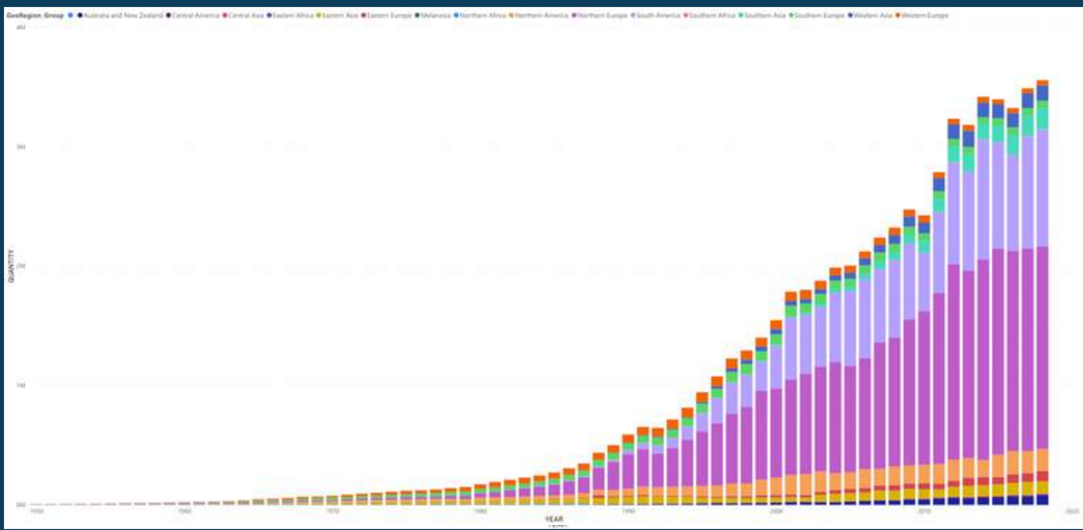
Food and Agriculture Organization (FAO) Production Volume, Value and Trade - Salmon, Trouts, Smelts

ASFIS Species: Salmon, Trouts, Smelts

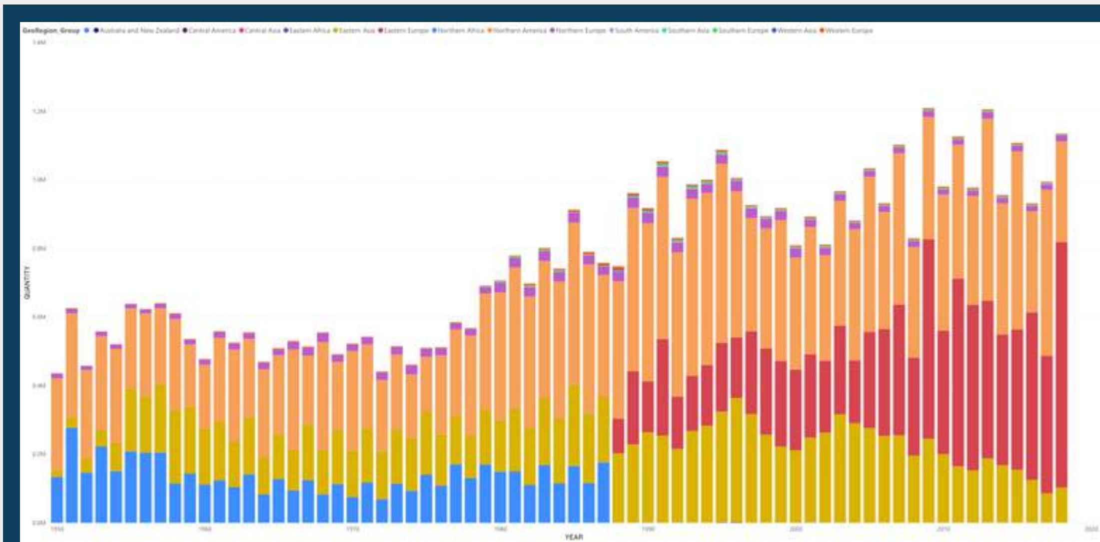
Reporting country Name En	Unit Name	2020	2015	2010
Australia	Tonnes – net product weight	36 775	25 071 N	16 055
Korea, Republic of	Tonnes – net product weight	46 677 E	33 515 N	12 516 N

Reporting country Name En	Unit Name	2020	2015	2010
Australia	Value (USD 1000)	332 336	217 573	129 947
Korea, Republic of	Value (USD 1000)	368 870	232 724	86 160

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 - South Korea Market Overview

Austrade - South Korea Market Profile

DFAT - South Korea Country Brief

DFAT - South Korea Market Insights

Enterprise Singapore - South Korea Market Profile

FoodExport - South Korea Country Profile

HKTDC Research - South Korea Market Profile

Santandar Trade Markets - South Korea Market Overview

USDA - South Korea Exporter Guide

CONSUMER INSIGHTS

GWI - APAC Consumer Snapshot

Santandar Trade Markets - Reaching the South Korean Consumer

CATEGORY & CHANNEL INSIGHTS

Agriculture and Agri-Food Canada - South Korea E-commerce Channel Overview

Euromonitor International - South Korea Fish & Seafood Category Overview

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

International Trade Centre - Market-Specific Trade Data

USDA - South Korea Foodservice Overview

USDA - South Korea Retail Overview

MARKET ACCESS INSIGHTS

UNCTAD - South Korea Investment Policy Hub

USDA - South Korea Import Regulations & Standards

OTHER RESOURCES

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

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