



Vietnam 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): **271.2**
- GDP per capita (USD): **2,777**
- Currency: **VND** (Vietnamese Dong)
- Exchange Rate: 1 VND = **0.000060 AUD** (17/3/2022)
- Mercer's 2019 Quality of Living Ranking (2020 report not released due to COVID-19): Ho Chi Minh City - **153rd**
- Human Development Index: **0.704** and ranked **117th**
- Logistics Performance Index: **3.27** and ranked **39th**
- Ease of Doing Business Rankings: **70th**

Source: Trading Economics, World Bank, Mercer, DFAT

- **Trade Agreements:**
 - Vietnam currently has 50 Bilateral Investment Treaties (BITs) and 19 Treaties with International Provisions (TIPs) in force.
 - Vietnam is also a party to the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) and ASEAN-Australian-New Zealand Free Trade Agreement (AANZFTA) that includes Australia and grants preferential treatment for Australian exporters.

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



Demographic Indicators

- Total Population (million): **97.58**
- Expatriate Population (million): **1.2**
- Population Growth: **1.14%**
- Median Age: **31.9**
- Urban Population: **36.8%**
- **Population Ethnicity:**
 - 85.32% Kinh
 - 10.87% Others (including Murong, Mong, Khmer)
 - 1.92% Tay
 - 1.89% Thai
- **Dominant Religious Groups:**
 - 86.32% Non-religious
 - 6.1% Catholic
 - 4.79% Buddhist
 - 2.79% Other (including Protestant, Hoahoaism)

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



Consumer Behaviour & Societal Trends

Key Trends:

- Vietnam consistently recorded high GDP growth figures prior to the COVID-19 pandemic at around 7% annually in 2018 and 2019. Vietnam has experienced much fewer COVID-19 infections relative to other Asia-Pacific nations, causing consumer sentiment to hold firm and the country to consequently deliver positive growth figures in 2020-21.
- Vietnam is becoming more consumerist with a middle class that is forecasted to increase in size by 9.2% over 2018-2023 due to rising disposable incomes, a growing urban population that will reach approximately 55% of the population in 2030 and a consistently growing population.
- Vietnamese consumers are the most environmentally conscious in South-East Asia, with up to 86% of the population surveyed willing to pay more for products with a sustainable background, this phenomenon being most present amongst Generation Z.
- The Vietnamese desire for improved purchasing experiences trumps that for special promotions and is most profound for purchases of fresh food, education and dining out.
- Hyperlocal businesses such as convenience stores are increasing greatly in frequency across the Vietnamese market - proportionate to a shift in consumer preferences, where approximately 76% choose to shop somewhere because of its proximity to home.
- Digital wallet applications are attracting more and more users who desire the convenient nature of payments enabled by these fintech creations, using them for approximately one-fifth of all payments through e-Commerce platforms. This market is dominated by five major firms; SenPay, Payoo, Momo, Moca and AirPay.

- Vietnamese consumers prioritise brand trust and product quality when shopping, even whilst reducing discretionary spending due to the financial uncertainty created by the COVID-19 pandemic. They are also increasing their share of purchases that go towards organic products and/or other goods that have special health and wellness claims. With urbanisation comes more time-poor consumers due to lengthy work commutes worsened by bad traffic jams across Vietnam, fuelling a desire for more convenient shopping experiences.
- The greatest growth for products in the Food & Beverage sector before the COVID-19 pandemic came from impulse purchases of items such as biscuits and pies made by on-the-go shoppers, signalling future growth prospects post-pandemic.
- The proportion of consumers who buy new products is much higher relative to other SEA nations, with about 88% of surveyed consumers in Vietnam reporting having purchased a new product during their last shop.

Source: Nielsen, Mintel, McKinsey, USDA

Digital Adoption:

- As of January 2022, there were 72.10 million internet users in Vietnam with a penetration rate of 73.2%, growing 4.9% from the same time in 2021.
- Vietnamese internet users, on average, spend 6 hours and 38 minutes daily on the internet. Whereas, approximately 2 hours and 28 minutes a day is spent using social media services.

Source: Digital in 2022 Report





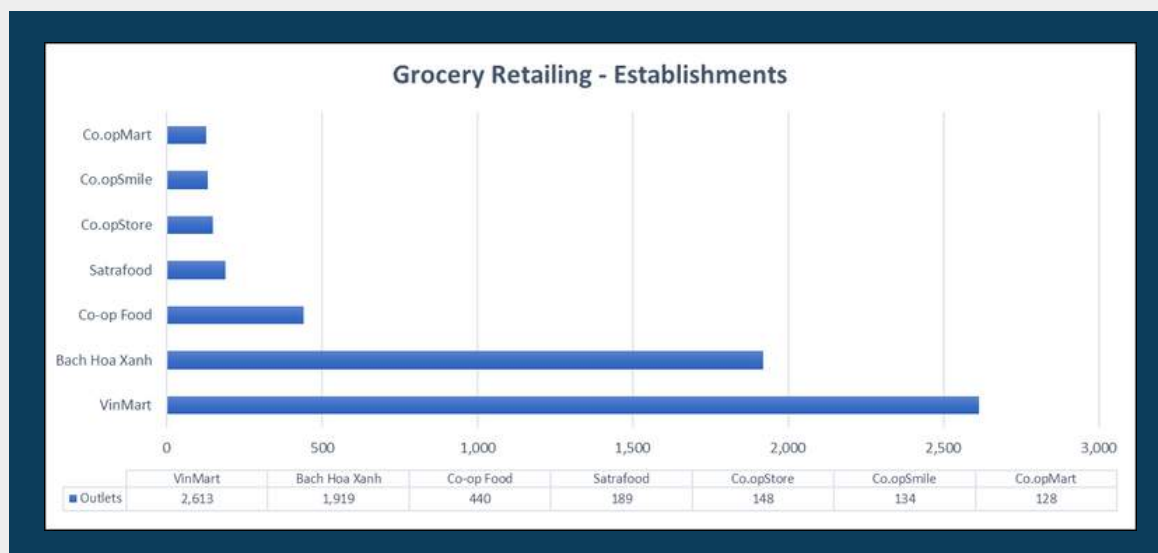
Grocery Retail Channel Developments

Key Trends:

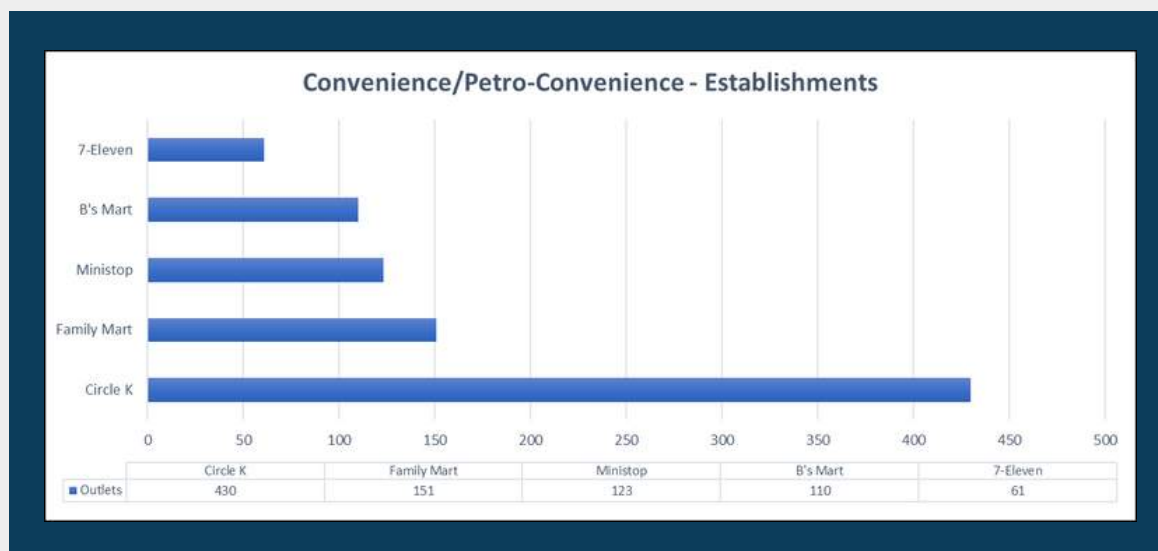
- Spending on groceries is very high in Vietnam as a portion of household expenditure relative to the rest of the world, forecast at approximately 42% of a Vietnamese person's monthly purchases in 2020, an increase of 8% from 2019. However, grocery spending as a whole remained stable throughout this time period as the value of household expenditure declined YoY.
- COVID has had a negative impact on Vietnamese supermarkets in 2020-21; the national lockdown did lead to stockpiling across many Vietnamese households, however, the financial uncertainty following the health crises meant that value sales growth across grocery retailing was largely constrained.
- The majority of Vietnamese consumers prefer to shop at traditional outlets such as wet markets and small, independent "tap hoa" stores, however, desires are increasingly shifting towards convenience stores, which have more than quadrupled in store numbers since 2012 and are forecast to compromise 37.4% of retail revenue in 2021.
- GS25, a major South Korean convenience store operator, began opening stores in Vietnam in 2018 and aims, by the end of the next decade, to operate 2,500 stores nationwide. This coincided with 7-Eleven's arrival and subsequent declaration that the global retailer aims to open 100 stores in three years.
- The Ministry of Trade and Industry believes 1-3 modern retail stores are necessary for every 1000 Vietnamese people, indicating a shortage that is quickly being filled by new hypermarkets, large supermarkets and convenience stores. Many major supermarket retailers, such as Saigon Union, receive extensive government assistance when expanding throughout both urban and rural areas.
- Supermarkets and convenience stores are taking advantage of the rising demands for convenient eating, providing many ready-to-eat (RTE) meals and semi-cooked meals that greatly reduce the effort involved in cooking at home.
- Major chain hypermarket retailers saw positive growth in sales value throughout 2020 due to the expansion of a strategy of opening new stores in smaller towns where competition is weaker.

- Traditional grocery retailers are most dominant in rural areas, where the majority of Vietnamese still live as of 2021, and comprise a very crowded market of products.
- Masan recently acquired VinMart supermarkets, along with VinMart+ convenience stores from Vingroup and has closed hundreds of convenience stores in order to cover losses sustained throughout 2020. The owners hope to rebrand their purchases eventually to WinMart and begin a mass expansion of store locations in the following decade.
- Over the forecast period, the competition between supermarket operators is expected to intensify amid greater efforts to expand sales shares across both urban and rural areas. Additionally, private labels are expected to develop a growing presence in the Vietnamese market, with these offerings appealing to price-conscious consumers.

Grocery Retailing Brand Outlets:



Convenience/Petro-Convenience Brand Outlets:



Source: Euromonitor



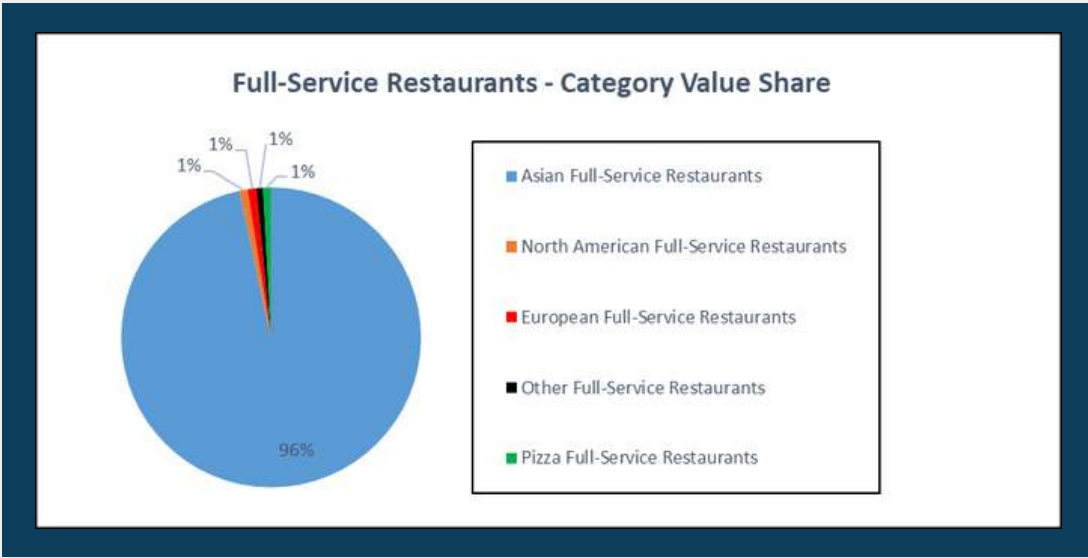
Foodservice Channel Developments

Key Trends:

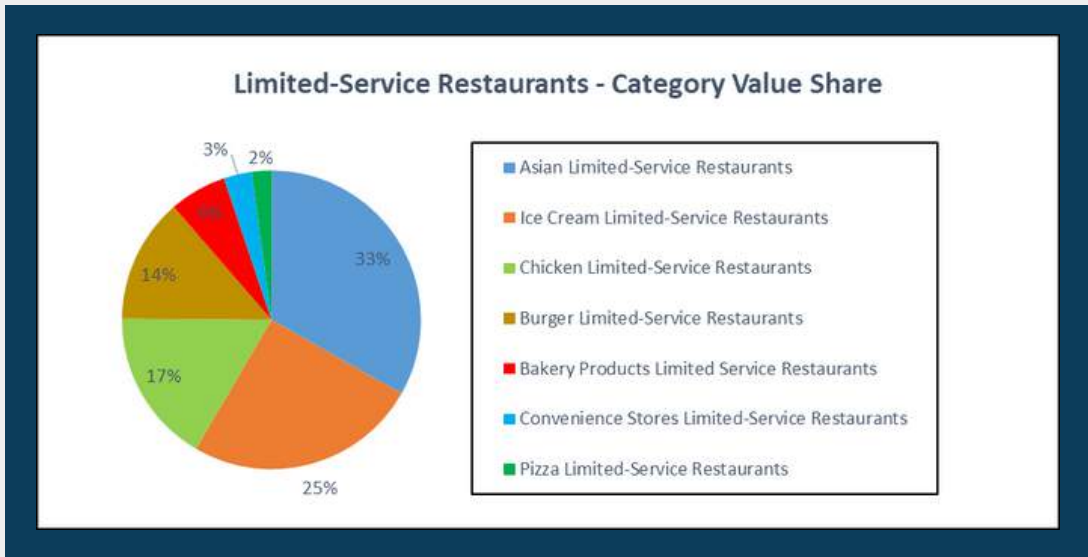
- As a result of government restrictions on eating out, along with higher consumer preferences for dining in a more socially distanced manner, restaurant sales value across all categories, but particularly full-service restaurants declined greatly in 2020 relative to previous years.
- The Foodservice industry is expected to make a strong recovery through 2021-22 as urbanisation and economic growth continue to rise, with compounding annual growth forecasts for the following five years at 13.05%, eventually placing the value of the market at over US\$65 billion.
- Chained restaurants offering diverse cuisines in major city centres are expanding rapidly, many of the most successful retailers being those that employ the fast-food service model such as MK (Thai).
- Restaurants that had previously prioritised customers eating-in began to prioritise either their own delivery services or partnering with third-party delivery apps, the latter of which is by far the most popular option for restaurants, as the COVID-19 pandemic evolved.
- Independent, mostly Full-Service Foodservice operators were most affected by the decline in sales created by the COVID-19 pandemic because these businesses did not have access to the same funds as chained operators nor flexible leases or other operational capital necessary to withstand short-term losses.
- Customers making orders with restaurants directly over the phone would often struggle with phone connectivity problems and frequent miscommunication issues as the result of different Vietnamese dialects. Food delivery apps have thus made the ordering process much easier and, also because these apps reach a much wider customer base, are usually preferred by restaurants.
- Ice cream limited-service restaurants suffered the worst out of all restaurant categories affected by the COVID-19 pandemic because the product is seen as very much a luxury treat across Vietnam.

- Many online food delivery apps have created portals to compare menu items and prices, fuelling increased competition amongst partnered restaurants to lower prices and offer special promotions for at-home diners.
- In order to gain brand trust and subsequent loyalty, businesses are becoming increasingly transparent with ingredients and promoting more detailed origin stories for specific products and the brand as a whole.

Full-Service Restaurants - Category Value Share:



Limited-Service Restaurants - Category Value Share:



Source: Euromonitor

Food & Drink e-Commerce Channel Developments

Key Trends:

- Approximately 73% of Vietnamese use e-Commerce channels for shopping at least twice a week, this trend most prominent amongst lower-income groups and younger generations, who are more tech-savvy.
- The food delivery app market is experiencing a surge in activity, having grown at a compounded annual rate of 38% between 2014 and 2019 before experiencing higher annual growth in 2020. Grab is the most popular app, fulfilling approximately 300,000 orders a day. However, competition is rife, causing driver shortages and issues with app servicing.
- Many new SMEs are focusing on organic and/or vegetarian products, targeting a much younger market through popular social media sites including Facebook and Zalo, as customers tend to use these services more than search engines to look up advertising.
- The onset of the COVID-19 pandemic facilitated large increases in spending through e-Commerce channels for all categories, with overall e-Commerce sales value rising 31% from Q1 2019 to Q2 2020 alone.
- Vietnamese e-Commerce giants Vingroup, Vinamilk and Mobile World were all well-equipped to deal with the explosive rise in demand for products purchased online throughout 2020, in particular groceries, as these businesses had already developed extensive omnichannel services and distribution networks.
- The high competition between delivery platforms as a result of higher e-Commerce sales traffic has led businesses to invest more in logistical and transportation means, as Deloitte research found this to be the biggest impediment on online shopping in Vietnam, with some grocery delivery businesses now offering delivery within two hours.
- Orders through online platforms that involve shipment from abroad face logistical barriers in the form of high shipping costs and a lengthy customs process.
- Mobile apps are much more popular than online websites for making food orders, as major e-Commerce apps have an easier user interface and also allow for users to quickly create profiles that store their details.

Key E-tailers:

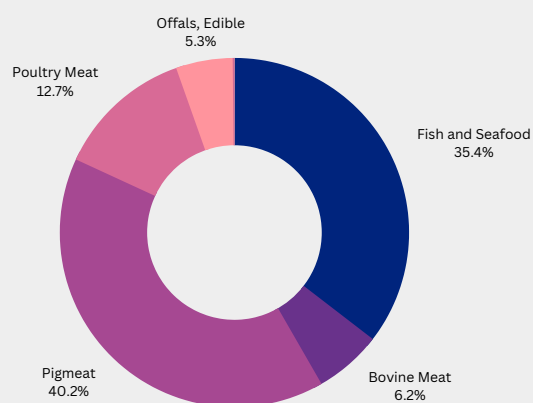
- Major food delivery apps include Grab, Now and Baemin, the latter of which was brought in from South Korea in 2019 and since then has proven most popular amongst younger Vietnamese.
- Shopee is Vietnam's most-visited e-Commerce site, with other major E-tailers including Lazada, Sendo and Tiki. Most major e-Commerce retailers in Vietnam have an online presence elsewhere in South East Asia, and the key to their success is having extensive customer service capabilities in Vietnamese. These e-tailers are also very diversified in their marketplace range.
- Shopee and Lazada, as the most visited e-Commerce websites in Vietnam, still only retain approximately 35% of the market share for e-Commerce platforms in stark contrast to other SEA nations that have very oligopolistic and more foreign business-dominated market structures.

Source: Euromonitor

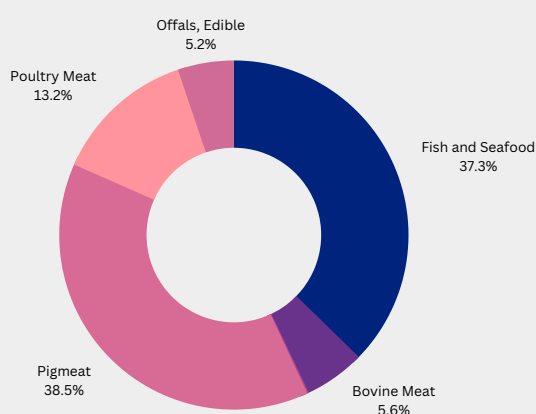
Seafood Consumption in Vietnam

- Fish and seafood supply per person in Vietnam is valued at 36.99 kg as of 2019 according to the United Nations Food and Agricultural Organization (FAO). This value has risen by 3.65% annually between 2014 - 2019, having been previously recorded as 30.92 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: 5.59 kg
 - Mutton & Goat Meat: 0.14 kg
 - Pigmeat: 38.22 kg
 - Poultry Meat: 13.08 kg
 - Meat, Other: 0.01 kg
 - Offals, Edible: 5.14 kg

2014 Protein Consumption* - Food Supply (%)



2019 Protein Consumption* - Food Supply (%)



Source: FAOStat, 2022

- * 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).

Market Access Requirements

Key Regulators:

- Vietnam Customs: Carries out checks of imports and collects relevant duties.
- Ministry of Health (MOH): Creates and organises the enforcement of regulations relating to most pre-packaged and processed foods and beverages such as bottled water and functional food.
- Ministry of Agriculture and Rural Development (MARD): Carries out the same functions as the MOH albeit for a range of other foods including meats, vegetables, genetically modified and agricultural products.
- Ministry of Industry and Trade (MOIT): Also carries out the same functions as the MOH but for a range of mostly beverages, along with many other composite ingredients.
- Department of Planning and Investment (DPI): Handles registration of businesses that engage in importing activities into Vietnam.

Product Registration/Import Procedure:

- Vietnam recently updated its food safety regulations through the issuance of Decree No.15/2018/ND-CP, to reduce technical barriers to trade.
- Seafood exporters will need to register with the Department of Animal Health and utilise DAWE to post relevant registration dossiers for confirmation.
- As per DAWE's Micor guide, export registration is required to sell fish and seafood in Vietnam. However, an establishment listed is not required.
- Extra steps, including a pre-shipment inspection, will be involved for importers of agricultural and health products because of additional safety requirements.
- If not using a Vietnamese importer of record, suppliers will have to undertake the steps in the Import Procedure. This situation can be summarised by the steps below.
 - Register with the DPI to obtain an investment certificate and a business registration certificate. This step can take up to three months to complete.
 - File a customs dossier, which includes a customs application form, with Vietnam Customs.
 - Goods are shipped and, once in Vietnam, customs clearance occurs.
 - Pay any applicable import duties and VAT before obtaining a receipt of consumer goods.

Documentation Required:

- The following documents are generally required to facilitate the import process:
 - Commercial invoice
 - Customs dossier
 - Health certificate (for certain food products)
 - Inspection report (for certain food products)
 - Bill of lading and investment certificate
 - Packing list



General Labelling Requirements:

- Food labels must be in Vietnamese, although, supplementing foreign languages are allowed.
- In general, food labels must include:
 - Product name
 - Name and address of manufacturer and importer (if any)
 - Country of origin
 - Net quantity
 - Ingredient list
 - Expiry date
 - Irradiated foods declaration
 - Notice of genetic engineering
 - Allergen information
 - Nutrition information
 - Declaration of specific health and/or wellness claims
 - Batch identification for alcoholic beverages (if any)
 - Preservation information (for wines only)

Packaging Requirements:

- Any packages, containers or equipment that comes into direct contact with a good must be declared to the MOH before a product can be sold in Vietnam.

Non-Tariff Barriers:

- The lengthy customs and quarantining process means that, for first-time importers, the compliance process necessary before goods can be shipped often takes months.
- Import quotas exist on certain products such as egg, salt and raw sugar.

Tariffs Levied:

- Value-added Tax (VAT): Usually 10%, however, this is reduced to 5% for certain food imports.
- Special Consumption Tax (SCT): Ranges from 25% to 50% and is applied to alcohol imports.
- There is a range of product-specific import duties applicable to food imports however, as part of AANZFTA, businesses exporting products from Australia into Vietnam often receive preferential treatment. More information can be found by applying a product's HS code to the search tool available on the DFAT's Free Trade Agreement Portal.

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





Category Data

Fish and Seafood in Vietnam

Key Trends:

- Total volume sales experienced an 11% decline in 2021, driven by high prices and low availability. Some demand for seafood remained, with cephalopods and molluscs being the best performing category despite a total volume sales decline of 7%.
- While COVID-19 saw a huge retail volume sales boost in 2020, the closure of foodservice channels meant fishermen reduced their offshore fishing frequency, and extensive regional lockdowns caused supply chain disruptions, with these disruptions felt across all channels, including retail, thereby limiting consumer access to such products.
- Foodservice demand weakened further compared to 2020 due to additional waves of COVID-19, thereby compounding declines witnessed in 2020 for fish and seafood sales. Establishments were banned from offering takeaway and home delivery while the border closures contracted tourist visitation, further exacerbating foodservice issues.
- Total volume sales are expected to grow at a CAGR of 8% to 2026, with strong demand across all channels prompting a likely return to pre-pandemic sales by 2023/4. While challenges remain, including infrastructure, weather, investment and supply challenges, rising disposable incomes and the return of tourism are expected to see fish and seafood consumption grow.
- Health and wellness have a positive impact on fish and seafood sales, with fish perceived as a better source of protein than meat, thereby increasing consumption among health-conscious consumers. Other trends affecting business success, especially into the future, include high food safety and quality standards, and sustainable fishing.
- Key players in Vietnam generally invest more into export rather than domestic sales due to the higher profitability associated with exporting.

- Rising incomes are driving increased seafood consumption, especially products that are considered premium by consumers, such as lobster and crab. These premium products have also become more widely available and affordable in recent years.
- Chilled and frozen products will be increasingly preferred and available, with the rising presence of refrigerated trucks, chillers and freezers for retail stores across Vietnam.
- The average unit price is expected to further rise in 2022 due to imported products being subject to exchange rate and supply variations, however, prices are set to stabilise over the forecast period as rising demand stimulates a return of domestic fishing efforts.
- While fish and seafood are traditionally sold via wet markets, modern grocery retailers and e-commerce businesses tend to offer a more limited range. However, due to COVID-19, e-commerce platforms now offer a greater variety of fish and seafood. With improvements in logistics to transport fresh fish and greater demand via e-commerce, further growth in e-commerce sales is expected in 2026.

Country	Sector	Category	Year	Value M USD	5yr CAGR M USD (%)
Vietnam	Fish & Seafood	Ambient Fish & Seafood	2021	125.82	4.44
			2026	148.37	3.35
		Chilled Raw Packaged Fish & Seafood - Processed	2021	786.63	4.26
			2026	905.45	2.85
		Chilled Raw Packaged Fish & Seafood - Whole Cuts	2021	933.74	4.18
			2026	1,099.11	3.31
		Dried Fish & Seafood	2021	3,513.20	4.79
			2026	3,945.39	2.35
		Fresh Fish & Seafood (Counter)	2021	5,641.13	3.54
			2026	6,479.75	2.81
		Frozen Fish & Seafood	2021	343.36	4.45
			2026	386.00	2.37

Source: GlobalData, 2021

ITC - Trade Data

Fresh or Chilled Atlantic Salmon in Vietnam

Vietnam - 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	57,265	7,114	28	-23	-21
1	Norway	35,819	4,657	59	-33	-30
2	Australia	18,716	2,146	-13	142	154
3	Canada	2,636	283	488	1	-15
4	United Kingdom	68	6	84	-67	-69
5	USA	19	21	326	-19	-13
6	Ireland	7	1	-	-	-
7	Germany	-	-	-	-	-
8	Sweden	-	-	-	-	-
9	Chile	-	-	-	-	-
10	Faroe Islands	-	-	-	-	-

AUS - Trade Data - HS Code 030214 Fresh or chilled 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	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 Vietnam

Vietnam - 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	12,076	2,785	-49	-12	-13
1	Chile	9,801	2,175	-55	-12	-3
2	Australia	556	86	36,254	-	-
3	Norway	538	79	-38	6	9
4	Sweden	291	272	20	87	87
5	Belgium	290	50	865	-	-
6	Netherlands	195	20	179	27	-29
7	USA	172	26	5	3	0
8	Poland	116	24	-	-55	-34
9	Estonia	50	27	-	-40	-15
10	Denmark	28	24	-32	-5	-8

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 Vietnam

Vietnam - 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	72	16	-91	-81	-
1	Australia	54	4	310	-32	-39
2	France	10	1	-	-	-
3	Mauritania	8	11	-	-69	-58
4	Brunei Darussalam	-	-	-	-	-
5	Slovakia	-	-	-	-	-
6	Germany	-	-	-	-	-
7	Malaysia	-	-	-	-	-
8	Türkiye	-	-	-	-	-
9	Taipei, Chinese	-	-	-	-	-
10	USA	-	-	-	-	-

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 Vietnam

Vietnam - 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	40,393	6,765	-9	-5	1
1	Poland	34,999	5,911	-4	0	7
2	Chile	1,656	187	-39	152	188
3	Germany	1,337	207	20	-	-
4	Japan	826	142	237	5	-10
5	China	632	108	-31	-	77
6	France	410	74	-76	2	-4
7	Norway	159	51	61	-67	-58
8	United Kingdom	126	46	4,100	29	-12
9	Belgium	109	18	-82	55	-22
10	Netherlands	55	5	-85	2	-20

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 Vietnam

Vietnam - 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	61,623	16,160	11	11	14
1	Chile	27,127	5,125	45	28	35
2	Japan	13,975	3,942	-21	0	2
3	USA	10,191	3,380	96	12	18
4	Korea, Republic of	5,182	1,744	347	20	36
5	Russian Federation	4,705	1,814	-52	2	7
6	China	136	91	-95	-41	-26
7	Australia	128	14	4,056	-	-
8	Belgium	99	18	-	-	-
9	Canada	79	32	-	-56	-23
10	Hong Kong, 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, 2022

ITC - Trade Data

Smoked Pacific Salmon in Vietnam

Vietnam - 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	998	70	-33	0	-
1	Poland	905	43	-34	171	28
2	Norway	29	1	282	-13	-16
3	Denmark	24	2	-	-39	-53
4	United Kingdom	22	23	-44	-	-
5	USA	16	1	525	-25	-24
6	Germany	2	0	-71	-8	-
7	Malaysia	-	-	-	-	-
8	Lithuania	-	-	-	-	-
9	Netherlands	-	-	-	-	-
10	France	-	-	-	-	-

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 Vietnam

Vietnam - 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)
-						
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 Vietnam

Vietnam - 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	272	27	-46	-47	-49
1	Norway	184	15	-59	-47	-49
2	Germany	88	12	-	145	-
3	Egypt	-	-	-	-	-
4	France	-	-	-	-	-
5	Canada	-	-	-	-	-
6	Singapore	-	-	-	-	-
7	Chile	-	-	-	-	-
8	Sweden	-	-	-	-	-
9	Netherlands	-	-	-	-	-
10	Poland	-	-	-	-	-

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 Vietnam

Vietnam - 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	39	4	90	-24	-
1	New Zealand	21	2	907	-	-
2	Canada	18	2	-	-	-
3	Germany	-	-	-	-	-
4	USA	-	-	-	-	-
5	Chile	-	-	-	-	-
6	Netherlands	-	-	-	-	-
7	Poland	-	-	-	-	-
8	France	-	-	-	-	-
9	Belgium	-	-	-	-	-
10	Denmark	-	-	-	-	-

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	-	-	-	-	-

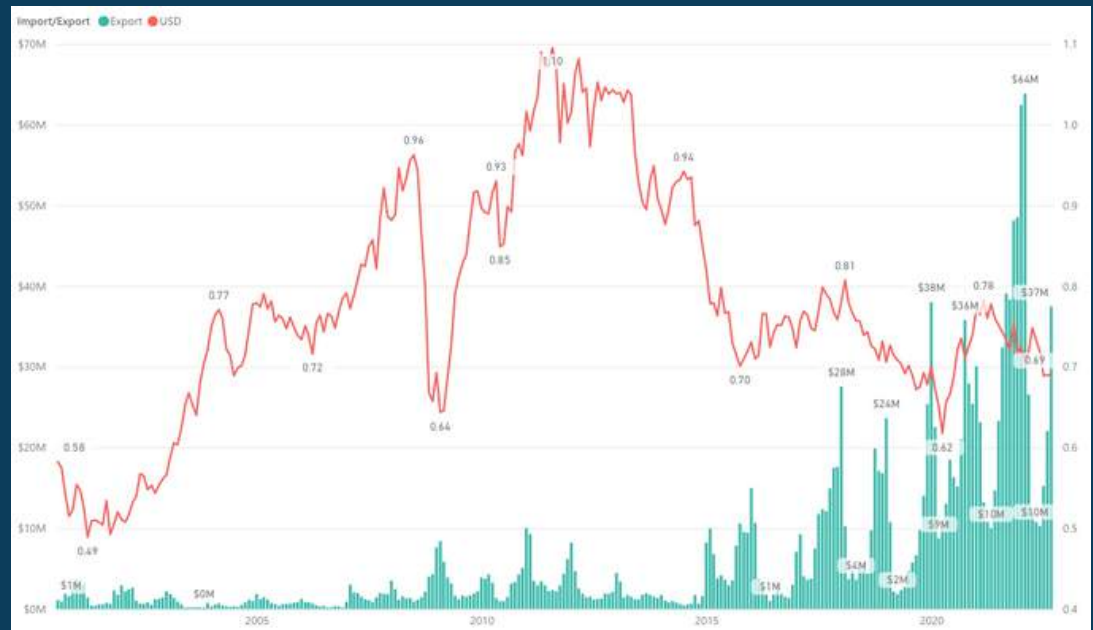
Source: ITC Trade Map, 2022

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, tshawytscha, 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
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	\$169,816,644
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	\$19,793,160
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	\$12,884,099
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	\$10,346,133
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets), whether or not cooked before or during the smoking process	\$6,694,078
Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (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. tshawytscha, O. kisutch, O. masou & O. rhodurus) (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)	\$6,781,141
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 03029)	\$5,853,600
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, 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 tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou and Oncorhynchus rhodurus), excluding livers and roes	\$2,724,718
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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$1,229,277
Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tshawytscha, 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. tshawytscha, O. kisutch, O. masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red), fillets and other meat of HS 0304 and edible fish offal of HS 03029)	\$528,312
Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, 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 03029)	\$36,704
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	\$20,250
Frozen fillets of fat fish (Pleuronectidae, Bothidae, Cyprinodontidae, 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

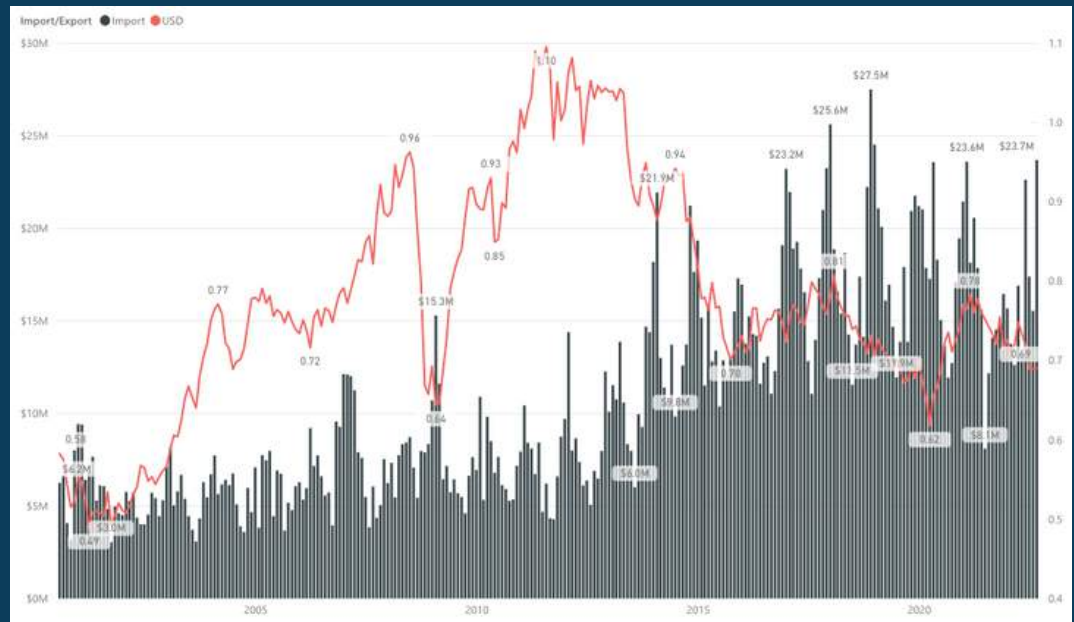
Source: FRDC, 2022

FRDC - Trade Data

Salmon Imports - Value

AUS - Trade Data - Species: Salmon

(Imports):



Commodity Description	Value
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	\$1,245,999,078
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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$478,436,905
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs <= 1kg	\$252,712,099
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, 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)	\$54,100,997
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tshawytscha, O. 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)	\$43,763,054
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	\$15,653,728
Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$13,870,916
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, 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)	\$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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs > 1kg	\$15,823,960
Frozen Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon) and other meat of HS 0304 and livers and roes)	\$5,688,256
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes)	\$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) (excl. fillets and other meat of HS 0304 and livers and roes)	\$1,230,426
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
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	\$832,182
Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red), fillets and other meat of HS 0304 and livers and roes)	\$641,201
Frozen salmonidae (excluding Sockeye salmon (red salmon), Pacific salmon, Atlantic salmon)	\$308,757
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$278,616
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 HS 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)	\$142,660
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tshawytscha, O. kisutch)	\$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

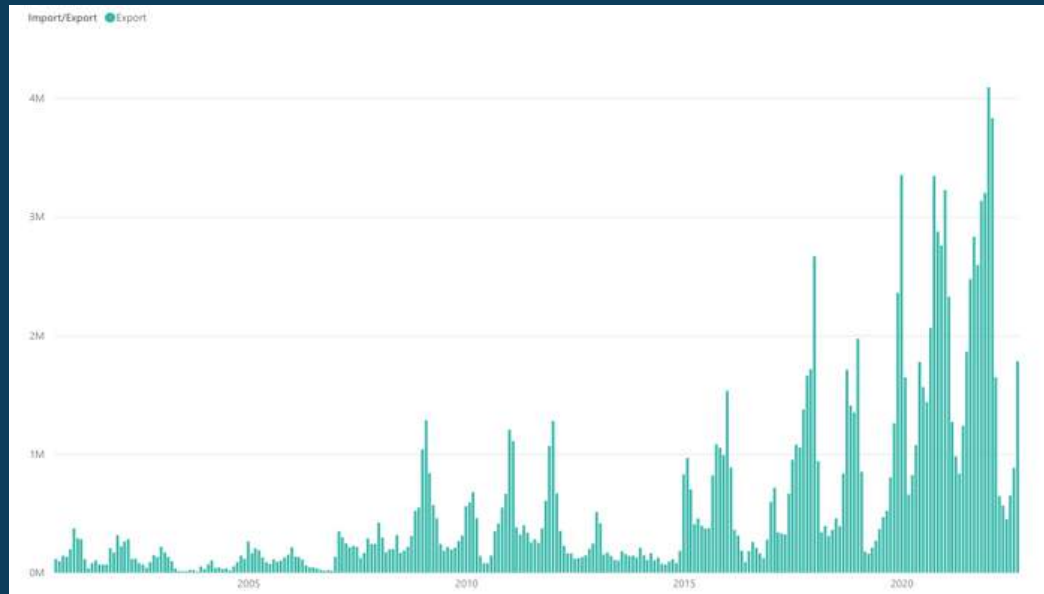
Source: FRDC, 2022

FRDC - Trade Data

Salmon Exports - Volume

AUS - Trade Data - Species: Salmon

(Exports):



Volume of Exports - Salmon

Commodity Description	Quantity
Fresh or chilled Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	90,375,208
Fresh or chilled Pacific salmon (<i>Oncorhynchus nerka</i> , <i>gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> and <i>rhodurus</i>), Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and livers and roes)	27,660,666
Fresh or chilled Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (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 (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	2,287,473
Frozen Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and livers and roes)	2,028,037
Fresh or chilled Pacific salmon (<i>Oncorhynchus nerka</i> , <i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus klusuth</i> , <i>Oncorhynchus masou</i> & <i>Oncorhynchus rhodurus</i>) (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 (<i>Oncorhynchus nerka</i> , <i>O. gorbuscha</i> , <i>O. keta</i> , <i>O. tshawytscha</i> , <i>O. klusuth</i> , <i>O. masou</i> & <i>O. rhodurus</i>) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	468,216
Smoked Pacific salmon (<i>Oncorhynchus nerka</i> , <i>gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> & <i>rhodurus</i>), Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets), whether or not cooked before or during the smoking process	460,452
Frozen fillets of Pacific salmon (<i>Oncorhynchus nerka</i> , <i>gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> and <i>rhodurus</i>), Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>)	388,178
Pacific salmon (<i>Oncorhynchus nerka</i> , <i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus klusuth</i> , <i>Oncorhynchus masou</i> and <i>Oncorhynchus rhodurus</i>), 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 03029)	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 (<i>Oncorhynchus gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> and <i>rhodurus</i>) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes)	286,395
Smoked Pacific salmon, Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 03010)	265,103
Fresh or chilled fillets of Pacific salmon (<i>Oncorhynchus nerka</i> , <i>gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> and <i>rhodurus</i>), Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>)	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 (<i>Oncorhynchus gorbuscha</i> , <i>O. keta</i> , <i>O. tshawytscha</i> , <i>O. klusuth</i> , <i>O. masou</i> & <i>Oncorhynchus rhodurus</i>) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and edible fish offal of HS 03029)	46,802
Frozen Pacific salmon (<i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus klusuth</i> , <i>Oncorhynchus masou</i> & <i>Oncorhynchus rhodurus</i>) (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) (<i>Oncorhynchus nerka</i>) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	1,380
Frozen fillets of flat fish (<i>Pleuronectidae</i> , <i>Bothidae</i> , <i>Cynoglossidae</i> , <i>Soleidae</i> , <i>Scophthalmidae</i> and <i>Citharidae</i>)	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

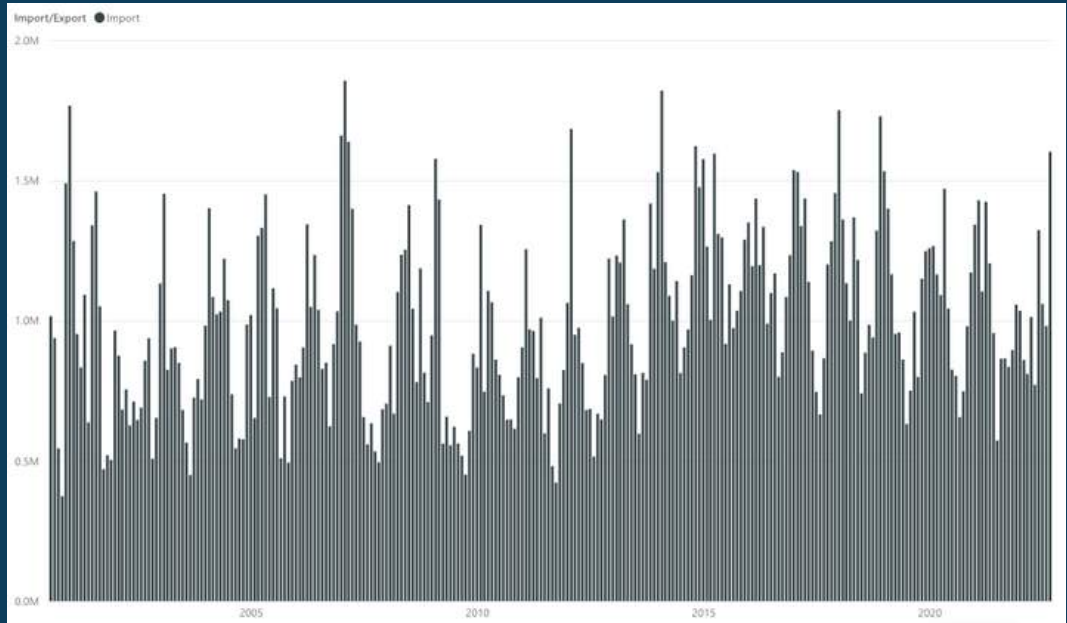
Source: FRDC, 2022

FRDC - Trade Data

Salmon Imports - Volume

AUS - Trade Data - Species: Salmon

(Imports):



Commodity Description	Quantity
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 05)	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)	28,609,597
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	28,479,375
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) & Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs <= 1kg	11,642,140
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, 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)	6,771,264
Prepared or preserved salmon (incl. minced salmon) (excl. whole fish or fish in pieces and salmon of Chapter 05)	4,451,627
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tshawytscha, O. kisutch, masou and rhodurus) (excl. fillets and other meat of HS 0304 and livers and roes)	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 tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. fillets and meat of HS 0304 and livers & roes)	2,456,852
Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes)	1,997,557
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	1,237,156
Smoked Atlantic salmon (excl. Pacific, Atlantic, Danube and sockeye salmon; trout, fillets and other meat of HS 0304 and livers and roes)	992,883
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs > 1kg	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 tshawytscha, 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)	46,971
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)	11,748
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tshawytscha, O. kis	9,622
Fresh or chilled salmonidae (including trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 0302)	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

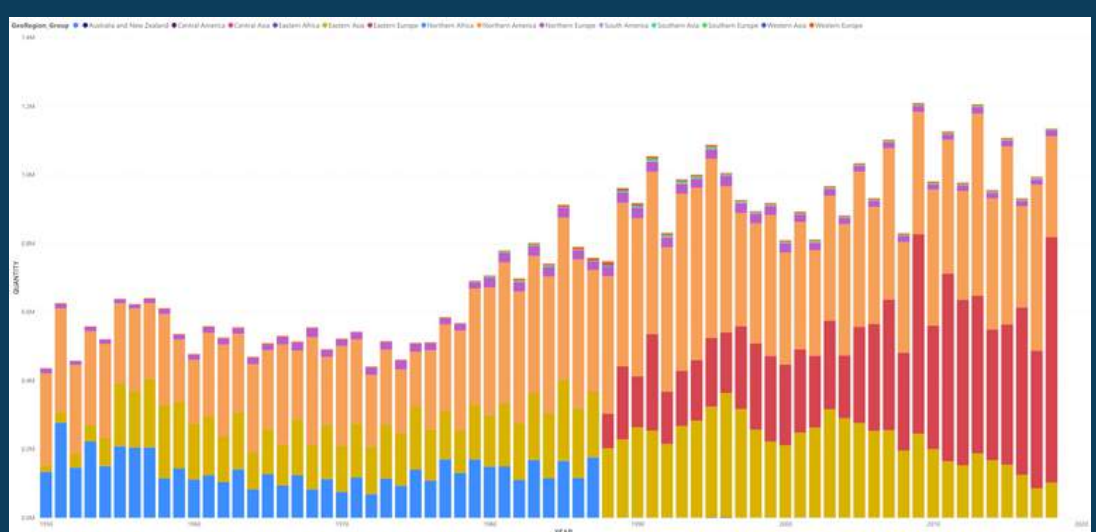
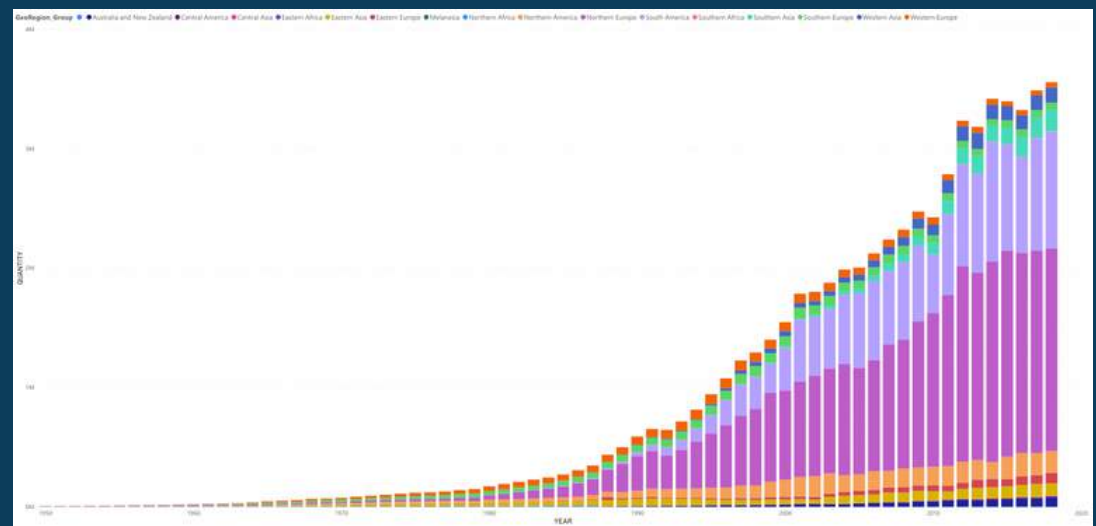
Food and Agriculture Organization (FAO) Production Volume, Value and Trade - Salmon, Trouts, Smelts

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
Viet Nam	Tonnes – net product weight	65 678	35 328 N	13 567 E

Reporting country Name En	Unit Name	2020	2015	2010
Australia	Value (USD 1000)	332 336	217 573	129 947
Viet Nam	Value (USD 1000)	477 899	205 253 N	55 105

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



Source: FAO, FRDC, 2022



Additional Resources

COUNTRY INSIGHTS

[Austrade - Vietnam Market Profile](#)

[DFAT - Vietnam Country Brief](#)

[DFAT - Vietnam Market Insights](#)

[Enterprise Singapore - Vietnam Market Profile](#)

[FoodExport - Vietnam Country Profile](#)

[HKTDC Research - Vietnam Market Profile](#)

[Santandar Trade Markets - Vietnam Market Overview](#)

[USDA - Vietnam Exporter Guide](#)

CONSUMER INSIGHTS

[Euromonitor International - Consumer Lifestyles in Vietnam](#)

[GWI - APAC Consumer Snapshot](#)

CATEGORY & CHANNEL INSIGHTS

[Agriculture and Agri-Food Canada - Vietnam Foodservice Profile](#)

[Euromonitor International - Vietnam Fish & Seafood Category Overview](#)

[Fisheries Research and Development Corporation \(FRDC\) - Australia-Specific Trade Data](#)

[International Trade Centre - Market-Specific Trade Data](#)

[USDA - Vietnam Foodservice Overview](#)

[USDA - Vietnam Retail Overview](#)

MARKET ACCESS INSIGHTS

[UNCTAD - Vietnam Investment Policy Hub](#)

[USDA - Vietnam 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

Contact Us

For more information please contact Seafood Industry Australia:

Julie Willis

Trade Export Manager

julie@seafoodindustryaustralia.com.au

info@seafoodindustryaustralia.com.au

Websites:

www.seafoodindustryaustralia.com.au

www.greataustralianseafood.com.au

