Hong Kong Market Summary & Category Data for Fish & Seafood - Lobster

January 2024

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): **$385.55 billion** as of 2023.
- GDP Per Capita (USD): **$54,080** as of January 2024.
- Currency: **Hong Kong Dollar** (HKD)
- Exchange Rate: **1 HKD = 0.19 AUD** (01/02/24).
- Mercer's 2023 Quality of Living Ranking: Hong Kong's highest-ranking city is **Hong Kong at 77.**
- Human Development Index: **0.952** and ranked **4th** as of 2021.
- Logistics Performance Index: **4.00** and ranked **7th** globally as of 2023.

Source: Trading Economics, World Bank, Mercer

- **Trade Agreements:**
  - Hong Kong maintains 19 Bilateral Investment Treaties with partner countries.
  - Hong Kong is currently a part of the Free Trade Agreement between EFTA and Hong Kong, and the Australia - Hong Kong Investment Agreement.

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

Demographic Indicators

- Total Population: Approximately **7.72 million** as of January 2024.
- Expatriate Population: Approximately **619,568** as of 2021 as per the Population Census.
- Population Growth: **2.10%** as of 2023.
- Median Age: Approximately **45.90** years old.
- Urban Population: **100%** as of 2024.
- **Population Ethnicity:**
  - 93.6% Chinese
  - 2.5% Filipino
  - 2.1% Indonesian
  - 1.8% Other
- **Dominant Religious Groups:**
  - 54.3% Other or None
  - 27.9% Buddhism or Taoism
  - 6.7% Protestant
  - 11.1% Minorities (Catholicism, Islam, Hinduism, Sikhism)

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

Consumer Behaviour & Societal Trends

Key Trends:

- Most consumers in Hong Kong prefer to buy international brands. Only 7% of surveyed consumers said they would opt for domestic or local brands. This is reflected in the growing number of international e-commerce sites and supermarket chains in Hong Kong.

- Hong Kong consumers are primarily concerned with product quality and the value for money the product offers. During the peak of the pandemic, only 56% of consumers bought products based on their quality. However, with the easing of restrictions, this number has increased to 67%. 60% of consumers say that value for money remains one of their top priorities while choosing a product.

- Most consumers gravitate towards luxury goods. However, with the onset of the pandemic in 2020 and through 2021, non-essential product sales declined considerably. According to a study by KPMG, 41% of respondents admitted to being more careful about what they purchased, with most products bought being strictly essential goods.

- Much like other countries, consumers in Hong Kong are becoming increasingly environmentally conscious, with 90% of consumers disliking excess use of plastic packaging, according to a 2019 study by Hong Kong Shue Yan University. The same study also found that 70% of consumers would rather shop at supermarkets that did without extra packaging.

- Consumers are also gravitating towards healthier Food & Beverage options, such as organic products, sugar-free juices, and nutritional supplements. 80% of consumers aged 50-64 said that health and fitness were their most important priorities.

- Due to the implications of the pandemic, consumers are more likely to shop at retailers and brands that they can trust. Brands that focused on a strict hygiene and sanitation regimen were chosen more frequently than others.

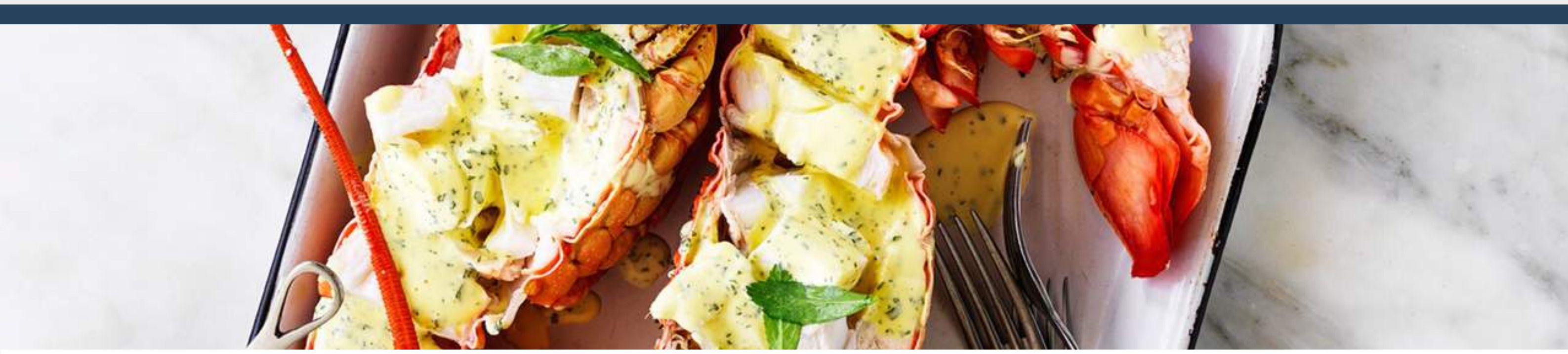
- Consumers in Hong Kong, especially elderly consumers, prefer to shop in specialty retail outlets for diverse product categories. For example, consumers shop for seafood at wet markets, while meat is bought from local butchers.

Source: Nielsen, Mintel, McKinsey, USDA

Digital Adoption:

- On average, a person in Hong Kong spends 6 hours 16 minutes online, with 2 hours on social media apps and websites.
- There are currently 6.79 internet users in Hong Kong across devices, with a 91% penetration rate.
- As per the 'Digital 2021' report, there are currently 5.8 million active social media users with a 78% penetration rate. This indicated a growth of 4% in social media users over the previous year.
- Facebook remains the most popular social media site at 82%. YouTube follows closely at 81%, with Whatsapp and Instagram at 79% and 60% respectively.

Source: Digital in 2021 Report



Grocery Retail Channel Developments

Key Trends:

- While Hong Kong has a relatively unstable political and economic environment, this has not considerably affected the food retail industry. In the first 7 months of 2020, supermarkets were able to report a 14% year-on-year growth. This increase in sales is anticipated to remain steady.

- In 2020-21, supermarkets maintaining a strict social distancing routine with an increased sanitation regimen seemed to attract consumers, with 59% of stores implementing strict hygiene standards. About half of the existing supermarkets tried implementing discount programs as a strategy to attract consumers, while 48% began offering free delivery and collection as a means to retain customers.

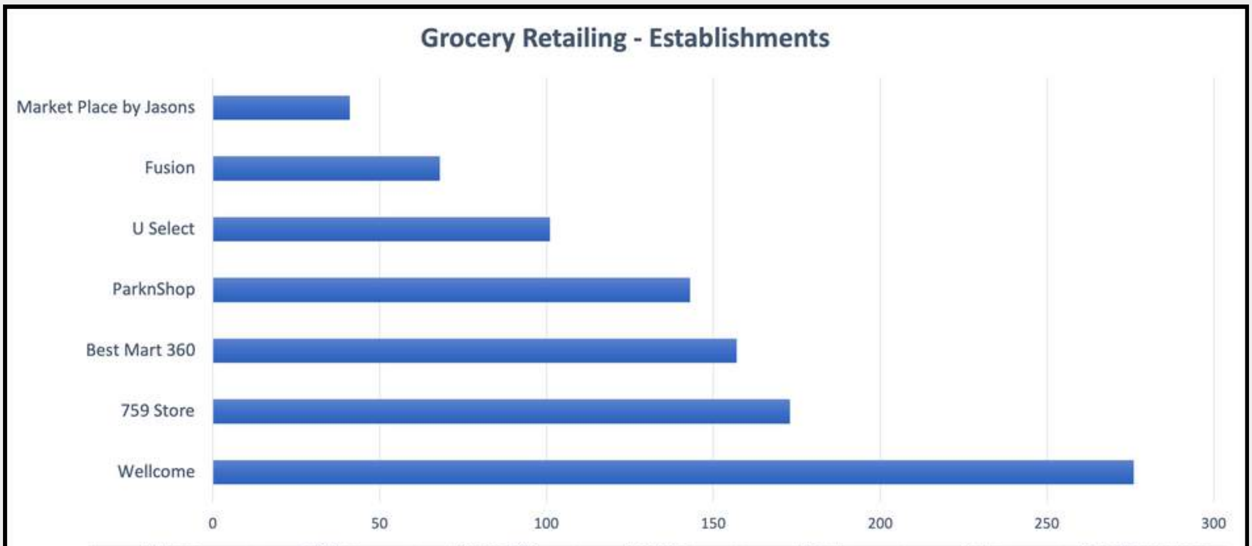
- Restrictions on movement and travel have resulted in a hike in the popularity of international products. Japanese and Korean supermarkets have especially benefited from this trend. With YATA, SOGO and AEON already offering a range of lifestyle products, there is a race to expand their individual presence. For example, YATA is soon launching "Konbin by YATA", a new convenience store format, following its 16% year-on-year growth in grocery sales in 2020.

- Consumers are increasingly focusing on the availability of food products during Hong Kong's political unrest. Due to this, convenience stores have witnessed positive growth rates. Circle K's parent company, Convenience Retail Asia was able to report a 5.9% increase in sales in 2019.

- Supermarkets that focus exclusively on premium and high-end brand products, such as gourmet food or Western imported products, are increasing in popularity. The two chains that dominate the supermarket category - AS Watson Group and Dairy Farm Intl. Holdings Ltd. is reportedly launching new formats to attract wealthy consumers. AS Watson, in particular, has opened Food Le Parc, Gourmet Food Hall, and Great Food Hall to target consumers with high disposable incomes.

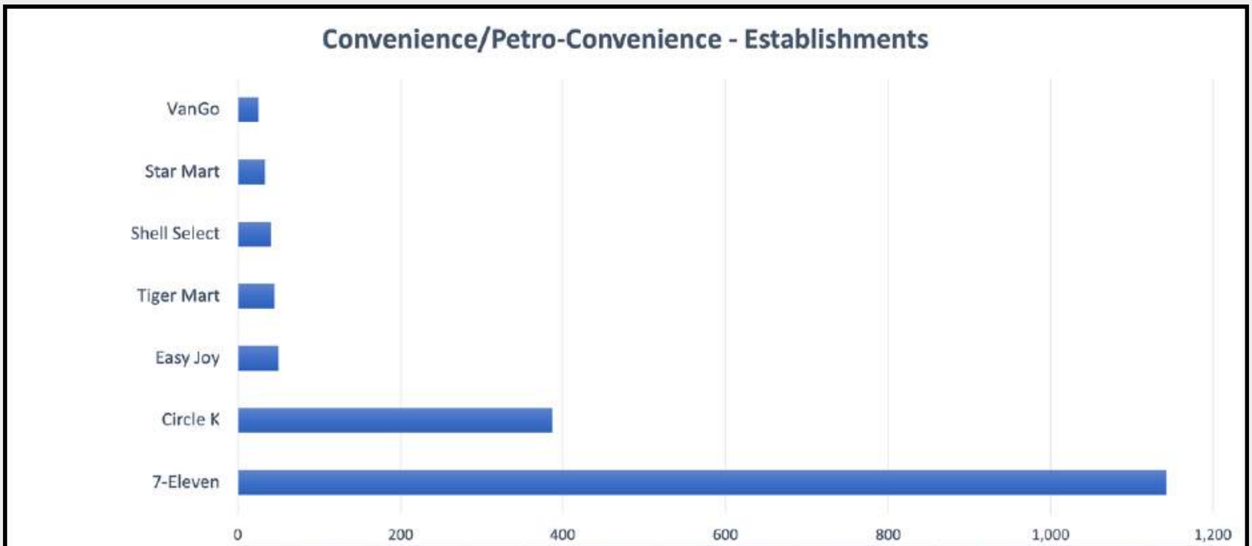
- In response to the pandemic, more grocery retailers are teaming up with on-demand delivery services to offer increased convenience to consumers. For example, both 7-Eleven and Marks & Spencer have begun a collaboration with Deliveroo.

Grocery Retailing Brand Outlets:



	Wellcome	759 Store	Best Mart 360	ParknShop	U Select	Fusion	Market Place by Jasons
Outlets	276	173	157	143	101	68	41

Convenience/Petro-Convenience Brand Outlets:



	7-Eleven	Circle K	Easy Joy	Tiger Mart	Shell Select	Star Mart	VanGo
Outlets	1,142	387	50	45	41	33	25

Source: Euromonitor

Foodservice Channel Developments

Key Trends:

- 2020 was a tough year for the Hong Kong foodservice industry, especially with multiple waves of restrictions on dine-in services. With many businesses shutting down, other outlets have tried to adapt by offering food delivery services. These outlets either operate from a cloud kitchen to decrease overheads or are collaborating with third-party delivery platforms, such as Foodpanda and Deliveroo. Many restaurants have also launched their own delivery services. However, the industry is expected to recover, as dining out is a major part of a citizens' social life.

- The limited-service sector is dominated by burger chains, with McDonald’s and KFC being the most popular. Both brands are upping their focus on innovative products and marketing to increase their individual shares of the market. KFC has recently launched a concept store where it trials distinctive products like a Chizza (pizza with chicken as the base) and a spicy chicken-and-nuts mooncake before officially launching them.

- Adapting to the increase in demand for environmentally friendly, ethical, and sustainable practices, both limited-service and full-service restaurants are focusing on embracing more eco-friendly operations. For example, restaurants such as Amber only use sustainable ingredients, while reducing their plastic waste. Fairwood has launched its “Care for Seniors” program where senior customers are eligible for discounts.

- More restaurants are making vegan, vegetarian, gluten-free, and dairy-free menu options available to consumers, especially targeting the more health-conscious consumer. Many traditional outlets are adopting the fake meat trend, with both Happy Paradise and Little Bao launching “Impossible burgers”.

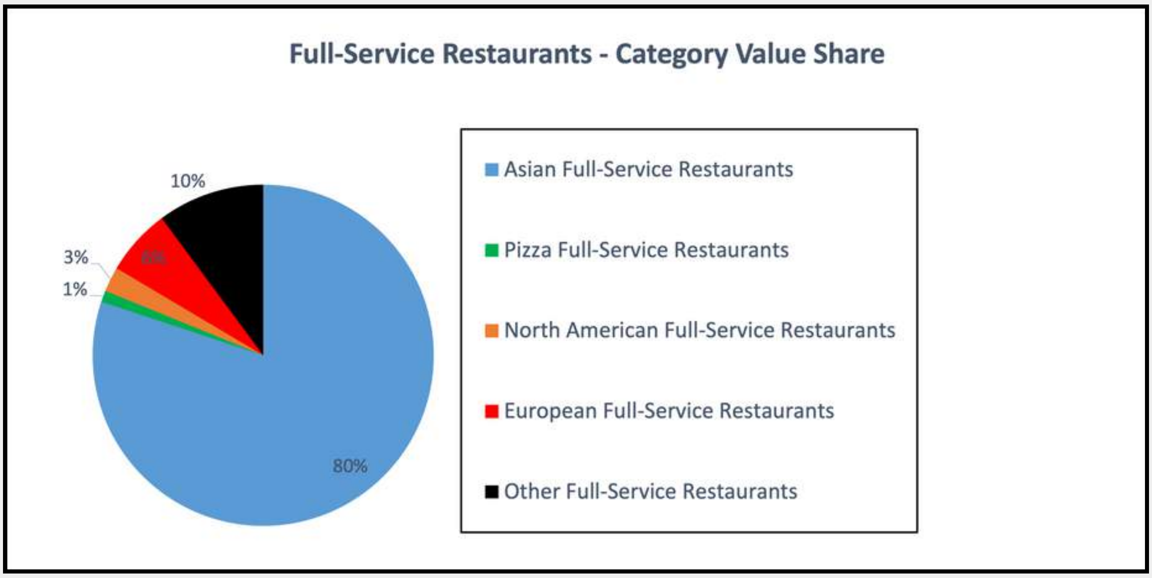
- When dining out, most consumers still prefer full-service restaurants that offer Asian cuisine. Interest in Japanese food seems to be on the rise again, and multiple new restaurants have opened to benefit from this trend. Such outlets include Sushiro, the popular sushi chain, and Sukiya, a 24-hour outlet that serves beef bowl rice.

- Restaurants are constantly trying to innovate to retain customers and distinguish themselves from other competitors. As such, there has been an increase in digital loyalty programs. For example, Burger Circus offers customers a free burger after 6 orders, while customers of Le Petit Saigon get a free Banh Mi after 10 orders.

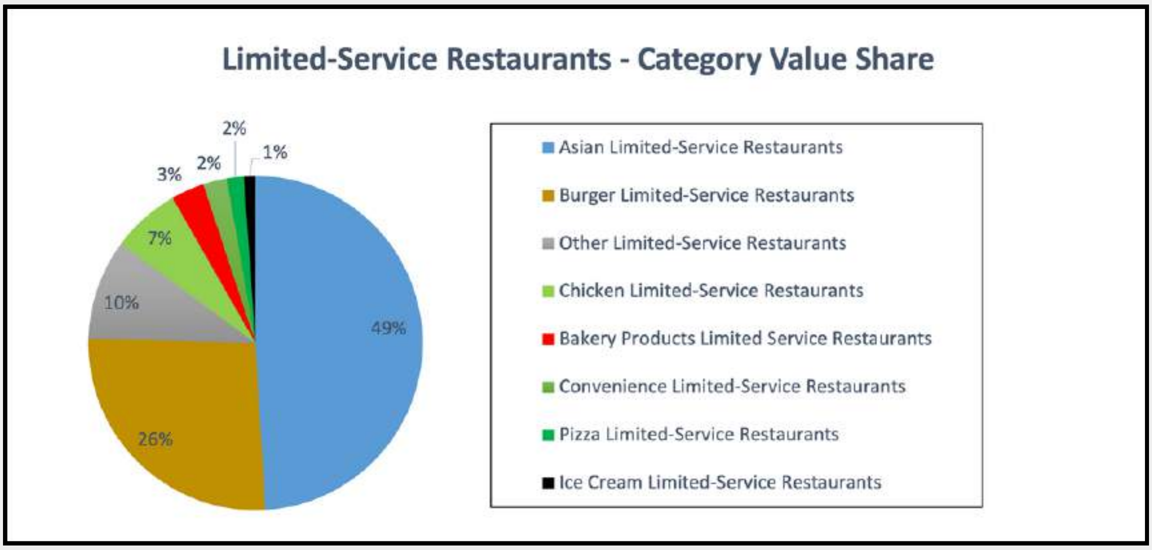
- Another trend that is increasingly seen in limited-service restaurants is the "tap and eat" technology, where customers can opt to order via self-service kiosks or on their phones. This saves them the hassle of waiting in long queues. This technology has been dominated by Aigens Technology, a top Hong Kong firm that aspires to bring this tech to 5000 outlets by 2022.

- The use of social media and digital platforms to influence the choice of dining locations has been increasingly prominent. This is especially true in the case of younger consumers who often prioritise the restaurant's food or decor aesthetic over the quality or the location of the outlet. Consumers are using such digital channels to give immediate feedback and to even choose restaurants based on their political views.

Full-Service Restaurants - Category Value Share:



Limited-Service Restaurants - Category Value Share:



Source: Euromonitor

Food & Drink e-Commerce Channel Developments

Key Trends:

- Hong Kong consumers have always been partial to shopping online for Food & Beverage products. 73% of consumers shop on online grocery retailers. Hong Kong is one of the top 4 international markets with the highest net consumer increases in the use of online grocery services.

- During the pandemic, e-commerce marketplaces such as HKTVMall have seen unprecedented rises in growth, with HKTVMall reporting a 20,300 increase in the number of its sales.

- Traditional brick-and-mortar stores have begun focusing on enhancing their online grocery services as consumer preferences for online shopping rose during 2020. Established brands like Wellcome, ParknShop, and AEON now offer click and collect facilities and home delivery services.

- Many physical stores have now collaborated with on-demand delivery services like Foodpanda to offer more convenience. Foodpanda witnessed high week-on-week growth during 2020.

- Retailers that focus on selling alcohol have also switched to online stores, with many bars such as Caprice Bar and Club Rangoon launching their cocktail range through online stores or on-demand delivery.

- Many consumers prefer click and collect services as this option offers increased time flexibility that isn't available with home deliveries.

- While most consumers usually use credit cards to pay online, it is anticipated that alternative newer forms of payments such as bank transfers and digital wallets will be introduced and will become popular forms of paying online.

Key E-tailers:

- Wellcome and ParknShop, the largest supermarket chains in Hong Kong, both provide delivery services through their online grocery retailing platforms.
- However, the top online retailers remain HKTVMall and Taobao, with both brands offering a wide range of both local and global foods. HKTVMall is home to products from over 500 vendors, making it a one-stop shop for many consumers.
- There has been a gradual increase in local e-commerce platforms too. Two prominent brands are Jou Sun, which offers fresh seasonal produce direct from farms, and Local Fresh, which offers fresh seafood.

Source: Euromonitor

Seafood Consumption in Hong Kong

- Fish and seafood supply per person in Hong Kong is valued at 170.75 kg as of 2017 according to the United Nations Food and Agricultural Organization (FAO).
  - *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*

Source: FAO, 2021

Market Access Requirements

Key Regulators:

- Center for Food Safety (CFS) and Food and Environmental Hygiene Department (FEHD).
- Agriculture, Fisheries and Conservation Department.

Product Registration/Import Procedure:

- Plant imports must include a Phytosanitary Certificate from the country of origin.
- The export of live animals, meat, and dairy products must be accompanied by a health certificate that the exporter can obtain from the Australian Department of Agriculture or from the relevant authority in their country of origin.

Documentation Required:

- Manifests from shippers
- Import licenses/ removal permits
- Bill of Lading/Airway bill
- Invoices: Two copies are required and must include details like description of goods, country of origin, quantities, insurance details, and pricing.
- Packing list
- Official health certificate (only applicable for meat, milk, and egg products as well as frozen confectionery)

General Labelling Requirements:

- Labels on prepackaged food must contain:
  - Name of the food: Must be legibly marked and should not be false, misleading or deceptive.
  - Ingredient list: Listed in descending order of weight or volume, specify substances that are allergens, list any additives, and identify sulphites if over 10 parts per million in concentration.
  - Best before or use by date: Must be in Chinese characters as well.
  - Instructions for use or storage
  - Name and address of manufacturer or packer
  - Numerical count, weight or volume
  - Nutritional panel: The panel (relabelled for the HK market) should contain information on protein, carbohydrate, fat, saturated fat, trans fat, sodium and sugars.
- Exemptions to labelling regulations include individually wrapped confectioneries, preserved fruit, immediate consumption products, and drinks with an alcohol strength of 10% or more.

Packaging Requirements:

- While there are no mandated packaging rules, it is strongly recommended that goods are packaged in strong, waterproof materials.

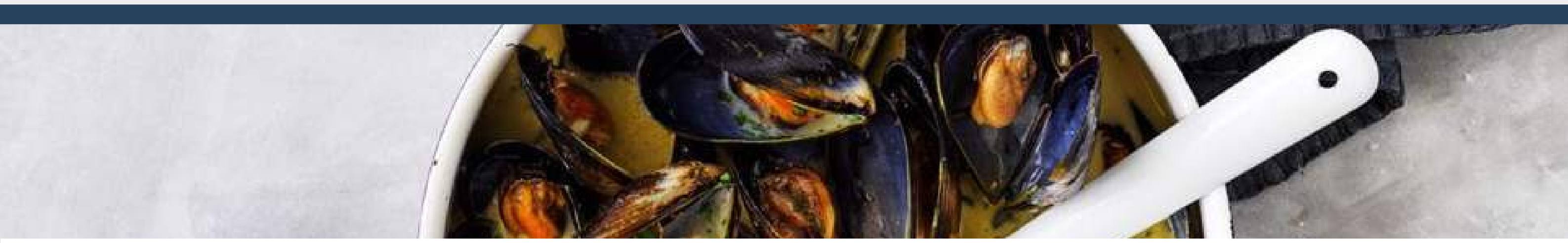
Non-Tariff Barriers:

- No specific non-tariff barriers exist. However, licenses are required for all imported goods, category notwithstanding. Products may also be randomly checked or sampled upon arrival at the port.

Tariffs Levied:

- Hong Kong, being a free port, does not apply tariffs for the import of goods. Excise duties are charged for alcohol, tobacco, hydrocarbon oil, and methyl alcohol products.

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



Category Data

Fish and Seafood in Hong Kong

Key Trends:

- Consumers in Hong Kong are often eager and open to new and diverse seafood products. Preferences usually include dried, fresh and live fish and seafood products- these include products that many international consumers may not be keen to try. Hong Kong's seafood market is considered to be one of the world's most competitive. This is primarily due to the country's culture, where seafood has always been traditionally consumed in high quantities. There are also several seafood importers and traders who are known to be able to source a wide range of premium quality seafood products.

- Traditionally, seafood has always been consumed in Hong Kong on a consistent weekly basis. The primary drivers of this trend include the following:
  - Seafood product sales are highly affected by food safety standards, freshness, and the price point of the product.
  - It has been observed that older consumers as well as those with higher incomes traditionally consume more seafood, as compared to younger consumers or those with lower incomes.
  - Shellfish and live fish are amongst the top categories in terms of consumer preferences, These include shrimp, prawns, and scallops.
  - Compared to premium seafood products such as lobster and crab that are usually consumed in restaurants, cheaper products like squid are consumed more frequently at home.
  - Of the consumers who buy seafood to cook and consume at home, 47% of the surveyed consumers said that they buy their seafood from wet markets, while 30% buy these products from fish shops. Only 23% said they would make seafood purchases at supermarkets.
  - Consumers are usually attracted to new seafood products due to the prices, promotions and deals, and product recommendations.

- Buyers are now more likely to purchase seafood products from regulated suppliers who are more trustworthy. This is especially due to the numerous food safety-related incidents in China, Hong Kong, and Macao.

- Consumers are increasingly paying attention to factors like the traceability of seafood production, handling of the products, and whether the product has been sourced from sustainably managed fisheries. Paying heed to such factors will increase customer confidence in the product.

- Food safety remains a crucial factor that influences seafood consumption. According to data released by FAS/Hong Kong, consumers are more likely to trust US food products, when it comes to food safety issues. Consumers in Hong Kong are frequently looking for industry-recognised and certified markers of sustainability and safety while purchasing seafood. This has led to more opportunities for sustainably sourced seafood, where standards have been independently verified by a third party and are labelled accordingly.

- It has been noted that, within the HRI sector, the highest demand is for seafood such as lobster, crab, clams, conch (whelk), scallops, and sea urchins. Reliable suppliers, especially for raw seafood (such as chilled oysters) are increasingly being preferred by caterers. This is especially important since a single food contamination incident could potentially ruin a premium establishment's reputation.

- Chefs in Hong Kong are becoming more creative in their usage of fish and seafood, including using wastes, byproducts, and species that are not traditionally consumed as food in other countries globally. For example, products such as fish heads, gas bladders, roe, and internal organs, that are of zero commercial value in the United States of America, will fetch good prices in Hong Kong, if properly processed. US companies may take good advantage of such opportunities in the Hong Kong market by simply adapting to consumer preferences.

- Supermarkets have noted strong sales of finfish. Common fish sold in supermarkets include mackerel, halibut, salmon, and black cod. These are usually sold in the form of fish steaks and fillets and are popular products in the frozen food section in supermarkets and retail outlets. However, consumers still prefer to buy fresh or live fish from wet markets. The competition levels between wet markets and supermarkets have steadily increased over the last few years. To tip the scales in their favour, some wet markets have begun to offer air-conditioned venues, as well as provide complimentary shuttles from the market to nearby residential areas.

Country	Sector	Category	Segment	Year	Value M USD	5yr CAGR M USD (%)
Hong Kong	Fish & Seafood	Ambient Fish & Seafood	Ambient Fish & Seafood	2022	136.62	4.12
				2027	161.37	3.39
		Chilled Raw Packaged Fish & Seafood - Processed	Chilled Raw Packaged Fish & Seafood - Processed	2022	64.93	4.60
				2027	80.84	4.48
		Chilled Raw Packaged Fish & Seafood - Whole Cuts	Chilled Raw Packaged Fish & Seafood - Whole Cuts	2022	117.65	5.79
				2027	132.90	2.47
		Dried Fish & Seafood	Dried Fish & Seafood	2022	118.92	5.05
				2027	153.25	5.20
		Fresh Fish & Seafood (Counter)	Fish	2022	206.19	4.40
				2027	227.91	2.02
			Shellfish	2022	198.14	3.47
				2027	217.96	1.93
		Frozen Fish & Seafood	Frozen Processed Fish	2022	107.42	4.63
				2027	137.03	4.99
			Frozen Whole Cuts Of Fish & Seafood	2022	132.80	6.72
				2027	149.35	2.38

Source: GlobalData, 2024

ITC - Trade Data

Crustaceans, Live, Fresh, Chilled in Hong Kong

Hong Kong - Trade Data - HS Code 0306 Crustaceans, Live, Fresh, Chilled. (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tonnes)	Annual Growth in Imported Value % (Short-term '21 - '22)	Annual Growth in Imported Value % (Long-term '18 - '22)	Annual Growth in Imported Quantity % (Long-term '18 - '22)
-	World	638,266	52,347	-13	-1	-1
1	China	196,141	21,983	-20	-2	4
2	Australia	100,573	3,433	-22	64	52
3	Vietnam	74,921	8,898	1	-7	-7
4	South Korea	47,307	1,629	49	0	-18
5	Thailand	36,971	3,656	16	-8	-5
6	Canada	24,797	1,264	-3	-3	-7
7	Italy	22,838	3,071	36	9	16
8	Indonesia	22,429	2,187	-16	-3	1
9	Japan	20,497	878	-8	8	-4
10	The Philippines	17,914	1,343	12	-11	-13

AUS - Trade Data - HS Code 0306 Crustaceans, Live, Fresh, Chilled (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tonnes)	Annual Growth in Exported Value % (Short-term '21 - '22)	Annual Growth in Exported Value % (Long-term '18 - '22)	Annual Growth in Exported Quantity % (Long-term '18 - '22)
-	World	273,365	7,331	-13	-21	-16
1	Hong Kong	92,464	2,579	-43	45	33
2	Taiwan	74,521	1,996	186	120	92
3	Vietnam	26,239	676	-38	-6	-18
4	United States	19,811	286	11	33	24
5	Thailand	17,326	491	-5	52	-1
6	China	16,903	470	7	-64	-58
7	Singapore	9,894	267	128	26	22
8	Japan	4,355	145	-56	-32	-37
9	Malaysia	2,866	98	23	-10	-25
10	New Zealand	1,990	84	-26	-10	-18

Source: ITC Trade Map, 2023

ITC - Trade Data

Prepared or Preserved Lobster in Hong Kong

Hong Kong - Trade Data - HS Code 160530 Lobster, Prepared or Preserved (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tonnes)	Annual Growth in Imported Value % (Short-term '21 – '22)	Annual Growth in Imported Value % (Long-term '18 – '22)	Annual Growth in Imported Quantity % (Long-term '18 – '22)
-	World	12,790	788	29	4	-5
1	Canada	9,920	539	27	5	-5
2	China	873	136	-13	-9	-5
3	United States	751	33	396	0	-13
4	Taiwan	746	47	431	3	-5
5	Japan	203	13	23	11	-2
6	Singapore	193	8	-67	-	-
7	Malaysia	64	9	-	-27	-23
8	Thailand	37	2	37	-	-
9	Italy	3	0	-	-	-
10	Macao	-	-	-	-	-

AUS - Trade Data - HS Code 160530 Lobster, Prepared or Preserved (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tonnes)	Annual Growth in Exported Value % (Short-term '21 – '22)	Annual Growth in Exported Value % (Long-term '18 – '22)	Annual Growth in Exported Quantity % (Long-term '18 – '22)
-	NO DATA AVAILABLE					
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

Source: ITC Trade Map, 2023

ITC - Trade Data

Live, Fresh or Chilled Rock Lobster in Hong Kong

Hong Kong - Trade Data - HS Code 030631 Live, Fresh or Chilled Rock Lobster (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tonnes)	Annual Growth in Imported Value % (Short-term '21 - '22)	Annual Growth in Imported Value % (Long-term '18 - '22)	Annual Growth in Imported Quantity % (Long-term '18 - '22)
-	World	43,008	1,367	-21	1	1
1	Australia	38,744	1,136	-12	69	82
2	Thailand	1,637	94	207	58	83
3	United States	1,222	72	-42	-47	-39
4	Pakistam	583	20	-7	-19	-16
5	Camada	374	24	-71	-35	-22
6	The Philippines	224	12	-41	-27	-15
7	Togo	118	4	-63	-29	-25
8	Singapore	43	2	-98	72	19
9	Sri Lanka	27	2	223	-55	-42
10	United Kingdom	13	0	-69	-24	-

AUS - Trade Data - HS Code 030631 Live, Fresh or Chilled Rock Lobster (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tonnes)	Annual Growth in Exported Value % (Short-term '21 - '22)	Annual Growth in Exported Value % (Long-term '18 - '22)	Annual Growth in Exported Quantity % (Long-term '18 - '22)
-	World	224,195	5,971	-7	-23	-11
1	Hong Kong	91,896	2,568	-39	76	112
2	Taiwan	69,981	1,856	189	235	264
3	Vietnam	25,576	634	-27	123	-20
4	Thailand	16,346	343	13	1,446	-
5	Singapore	8,716	245	154	54	91
6	Japan	3,285	87	112	6	14
7	Malaysia	2,666	82	88	23	44
8	United States	1,970	46	-7	44	73
9	South Korea	1,356	40	-38	-	-
10	United Arab Emirates	1,249	36	40	63	85

Source: ITC Trade Map, 2023

ITC - Trade Data

Frozen Rock Lobster in Hong Kong

Hong Kong - Trade Data - HS Code 030611 Frozen Rock Lobster (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tonnes)	Annual Growth in Imported Value % (Short-term '21 - '22)	Annual Growth in Imported Value % (Long-term '18 - '22)	Annual Growth in Imported Quantity % (Long-term '18 - '22)
-	World	11,550	720	39	98	153
1	Australia	6,170	170	56	79	114
2	China	5,380	550	24	140	177
3	-	-	-	-	-	-
4	-	-	-	-	-	-
5	-	-	-	-	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
9	-	-	-	-	-	-
10	-	-	-	-	-	-

AUS - Trade Data - HS Code 030611 Frozen Rock Lobster (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tonnes)	Annual Growth in Exported Value % (Short-term '21 - '22)	Annual Growth in Exported Value % (Long-term '18 - '22)	Annual Growth in Exported Quantity % (Long-term '18 - '22)
-	World	36,650	858	53	46	51
1	United States	17,614	234	18	39	33
2	China	9,123	313	176	126	166
3	Taiwan	4,153	135	733	131	125
4	Japan	912	49	66	-3	15
5	Greece	846	26	113	-	-
6	France	840	26	110	441	-
7	Singapore	816	15	371	-9	-12
8	Italy	580	18	61	-	-
9	South Korea	506	11	2,376	-	-
10	New Zealand	434	11	-31	115	99

Source: ITC Trade Map, 2023

ITC - Trade Data

Frozen Lobsters in Hong Kong

Hong Kong - Trade Data - HS Code 030612 Frozen Lobsters (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tonnes)	Annual Growth in Imported Value % (Short-term '21 – '22)	Annual Growth in Imported Value % (Long-term '18 – '22)	Annual Growth in Imported Quantity % (Long-term '18 – '22)
-	World	16,827	683	24	2	-11
1	Canada	6,021	325	18	0	-13
2	United States	3,188	96	-30	-5	-20
3	Australia	2,370	68	184	62	76
4	United Arab Emirates	2,046	49	75	70	58
5	China	1,028	65	68	19	10
6	France	972	31	121	25	29
7	India	405	22	35	-8	-13
8	Somalia	273	6	1,611	-	-
9	Ethiopia	243	6	-	161	-
10	Japan	79	1	-8	-18	-49

AUS - Trade Data - HS Code 030612 Frozen Lobsters (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tonnes)	Annual Growth in Exported Value % (Short-term '21 – '22)	Annual Growth in Exported Value % (Long-term '18 – '22)	Annual Growth in Exported Quantity % (Long-term '18 – '22)
-	World	919	22	1,980	-12	-15
1	New Zealand	729	17	-	33	103
2	United States	134	5	212	-	-
3	Hong Kong	41	0	3,205	-	-
4	Nauru	9	0	-	42	-
5	Singapore	6	0	-	-	-
6	Papua New Guinea	1	0	-	-	-
7	The Philippines	-	-	-	-	-
8	United Arab Emirates	-	-	-	-	-
9	India	-	-	-	-	-
10	Malaysia	-	-	-	-	-

Source: ITC Trade Map, 2023

ITC - Trade Data

Fresh or Chilled Lobster in Hong Kong

Hong Kong - Trade Data - HS Code 030632 Fresh or Chilled Lobster (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tonnes)	Annual Growth in Imported Value % (Short-term '21 - '22)	Annual Growth in Imported Value % (Long-term '18 - '22)	Annual Growth in Imported Quantity % (Long-term '18 - '22)
-	World	68,780	2,556	-32	7	-1
1	Australia	41,066	1,198	-33	126	110
2	Canada	10,425	509	-28	5	3
3	United States	9,952	505	-45	-23	-23
4	The Philippines	3,140	178	-14	-5	-1
5	Sri Lanka	909	35	353	-32	-35
6	United Kingdom	825	24	38	6	-5
7	Indonesia	689	40	-31	-32	-30
8	India	557	24	449	-35	-36
9	Ireland	409	11	-7	4	-9
10	Vietnam	171	10	-30	-28	-24

AUS - Trade Data - HS Code 030632 Fresh or Chilled Lobster (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tonnes)	Annual Growth in Exported Value % (Short-term '21 - '22)	Annual Growth in Exported Value % (Long-term '18 - '22)	Annual Growth in Exported Quantity % (Long-term '18 - '22)
-	World	131	3	-15	-23	-13
1	Vietnam	74	2	-44	75	19
2	New Zealand	31	1	49	-	-
3	United States	21	0	-	61	-
4	Singapore	5	0	-	-45	-
5	China	-	-	-	-	-
6	Canada	-	-	-	-	-
7	France	-	-	-	-	-
8	Hong Kong	-	-	-	-	-
9	Italy	-	-	-	-	-
10	South Korea	-	-	-	-	-

Source: ITC Trade Map, 2023

ITC - Trade Data

Frozen Norway Lobsters in Hong Kong

Hong Kong - Trade Data - HS Code 030615 Frozen Norway Lobsters (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tonnes)	Annual Growth in Imported Value % (Short-term '21 - '22)	Annual Growth in Imported Value % (Long-term '18 - '22)	Annual Growth in Imported Quantity % (Long-term '18 - '22)
-	World	534	13	47	-8	-14
1	New Zealand	434	8	67	12	4
2	Spain	64	1	555	16	0
3	Vietnam	20	3	-62	-6	23
4	Chile	11	0	-	-	-
5	The Netherlands	2	0	-56	-55	-
6	South Africa	2	0	-	-39	-
7	Macao	-	-	-	-	-
8	United Kingdom	-	-	-	-	-
9	France	-	-	-	-	-
10	Ireland	-	-	-	-	-

AUS - Trade Data - HS Code 030615 Frozen Norway Lobsters (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tonnes)	Annual Growth in Exported Value % (Short-term '21 - '22)	Annual Growth in Exported Value % (Long-term '18 - '22)	Annual Growth in Exported Quantity % (Long-term '18 - '22)
-	World	95	3	-75	-	-
1	China	84	3	-74	-	-
2	Hong Kong	8	0	-73	-	-
3	Singapore	2	0	-93	-	-
4	Tunisia	-	-	-	-	-
5	United Kingdom	-	-	-	-	-
6	Italy	-	-	-	-	-
7	France	-	-	-	-	-
8	Spain	-	-	-	-	-
9	Croatia	-	-	-	-	-
10	Ireland	-	-	-	-	-

Source: ITC Trade Map, 2023

ITC - Trade Data

Dried, Salted, Smoked or in Brine Rock Lobster in Hong Kong

Hong Kong - Trade Data - HS Code 030691 Dried, Salted, Smoked or in Brine Rock Lobsters (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tonnes)	Annual Growth in Imported Value % (Short-term '21 – '22)	Annual Growth in Imported Value % (Long-term '18 – '22)	Annual Growth in Imported Quantity % (Long-term '18 – '22)
-						
1						
2						
3						
4						
5	NO DATA AVAILABLE					
6						
7						
8						
9						
10						

AUS - Trade Data - HS Code 030691 Dried, Salted, Smoked or in Brine Rock Lobsters (Export):

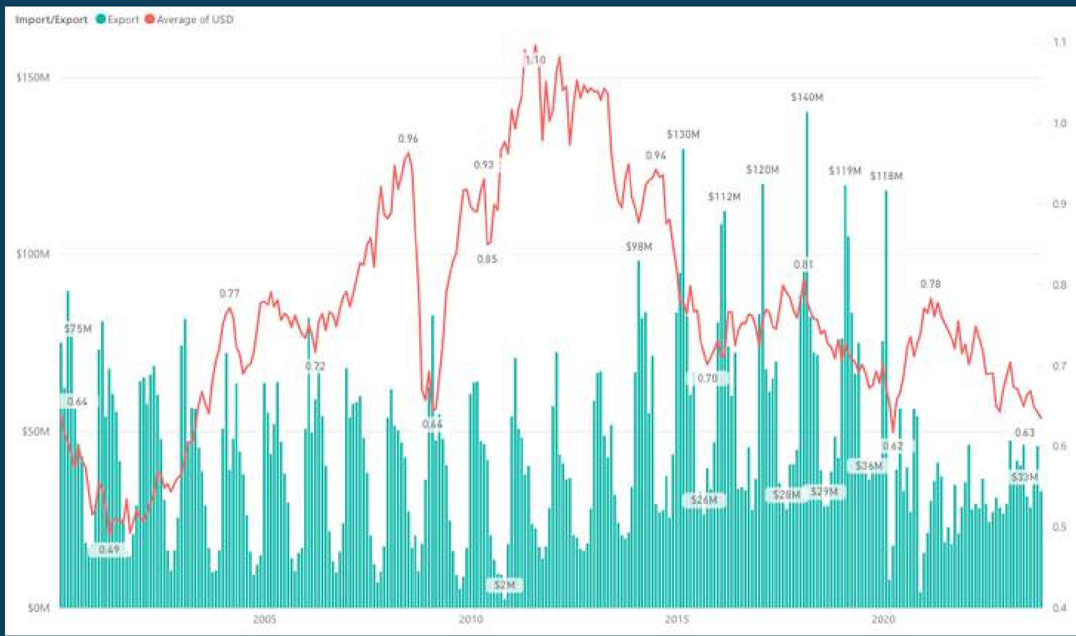
Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tonnes)	Annual Growth in Exported Value % (Short-term '21 – '22)	Annual Growth in Exported Value % (Long-term '18 – '22)	Annual Growth in Exported Quantity % (Long-term '18 – '22)
-	World	32	1	-25	64	-38
1	Malaysia	32	1	-	-	-
2	Saudi Arabia	-	-	-	-	-
3	Framce	-	-	-	-	-
4	United Kingdom	-	-	-	-	-
5	Italy	-	-	-	-	-
6	United States	-	-	-	-	-
7	Switzerland	-	-	-	-	-
8	United Arab Emirates	-	-	-	-	-
9	Germany	-	-	-	-	-
10	Romania	-	-	-	-	-

Source: ITC Trade Map, 2023

FRDC - Trade Data

Lobster Exports - Value

AUS - Trade Data - Species: Lobster (Export):



Value of Exports - Lobster

Commodity Description	Value
Live, fresh or chilled rock lobster and other sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.), whether in shell or not	$3,579,873,595
Whole live, fresh or chilled rock lobster, whether in shell or not and whether or not eviscerated, or in the shell and cooked by steaming or by boiling in water (excl. lobsters (Homarus spp.))	$3,491,032,762
Unfrozen rock lobster, whether in shell or not, live, fresh, chilled, dried, salted, in brine or smoked, whether or not cooked before or during the smoking process, or cooked in shell by steaming or by boiling in water	$2,822,357,259
Frozen raw rock lobster tails, whether in shell or not	$1,055,243,181
Frozen whole rock lobster, in shell, cooked by boiling in water	$836,618,461
Frozen raw whole rock lobster, whether in shell or not	$309,847,999
Unfrozen lobsters (Homarus spp.), whether in shell or not, live, fresh, chilled, dried, salted, in brine or smoked, or cooked in shell by steaming or by boiling in water (excl. rock lobsters and Norway lobsters)	$90,123,077
Unfrozen lobsters (Homarus spp.) live, fresh, chilled, dried, salted or in brine, whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. rock lobsters)	$89,593,671
Frozen rock lobster, whether in shell or not, raw, dried, salted or in brine, or cooked in shell by steaming or boiling in water (excl. whole rock lobster, raw or cooked in shell by boiling in water; and raw rock lobster tails)	$59,901,357
Frozen lobsters (Homarus spp.) whether in shell or not, raw, dried, salted or in brine, or cooked in shell by steaming or boiling in water (excl. rock lobsters)	$47,900,168
Fresh or chilled rock lobster tails, whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. tails of lobsters (Homarus spp.))	$12,599,498
Frozen rock lobster, whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water (excl. whole rock lobster, raw or cooked in shell by boiling in water; and raw rock lobster tails)	$10,596,235
Unfrozen rock lobster, dried, salted or in brine, whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. lobsters (Homarus spp.))	$10,356,320
Frozen lobsters (Homarus spp.), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water (excl. rock lobsters and Norway lobsters (Nephrops norvegicus))	$5,780,493
Live, fresh or chilled lobsters (Homarus spp.), whether in shell or not (excl. rock lobsters and Norway lobsters)	$1,825,271
Dried, salted, in brine, or smoked rock lobster and other sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.) (excl. frozen, live, fresh or chilled), whether in shell or not	$753,893
Frozen Norway lobsters (Nephrops norvegicus), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water	$735,300
Prepared or preserved lobster (excl. lobster of Chapter 03)	$341,755
Dried, salted, in brine, or smoked Norway lobsters (Nephrops norvegicus) (excl. frozen, live, fresh or chilled), whether in shell or not	$43,768
Dried, salted, in brine, or smoked lobsters (Homarus spp.) (excl. frozen, live, fresh or chilled), whether in shell or not	$27,955

Value of Exports - Commodity Breakdown

Country	Value
Hong Kong	$3,840,061,489
Vietnam	$3,030,516,063
China	$2,330,035,330
United States of America	$1,047,201,625
Japan	$959,890,832
Taiwan	$795,815,238
Singapore	$137,704,195
France	$90,390,471
Thailand	$83,989,281
Malaysia	$32,541,935
United Arab Emirates	$13,961,204
United Kingdom	$10,866,599
Italy	$8,648,380
Belgium	$7,852,650
New Zealand	$6,957,272

Leading Export Destinations - Value

State	Value
WA	$7,739,266,697
SA	$1,772,581,085
VIC	$1,474,086,636
QLD	$631,194,932
TAS	$610,229,610
Foreign (re-export)	$107,496,401
NSW	$90,393,005
NT	$303,652

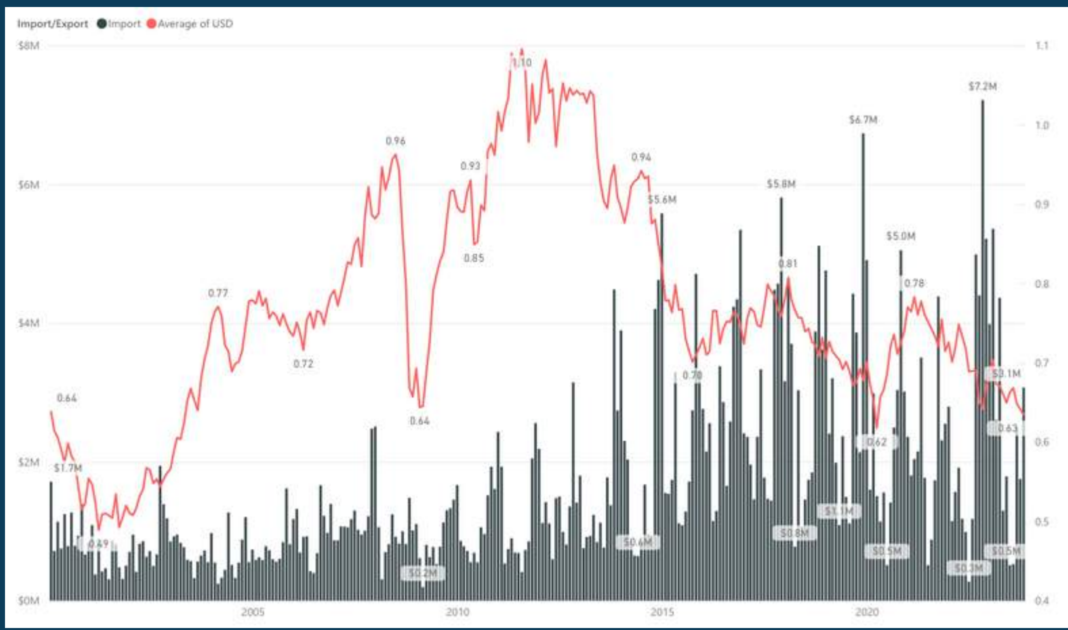
Export Value by State

Source: FRDC, 2023

FRDC - Trade Data

Lobster Imports - Value

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



Value of Imports - Lobster

Commodity Description	Value
Frozen rock lobster and other sea crawfish (Palinurus spp., Panulirus spp. & Jasus spp.), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water (excl. lobsters & Norway lobsters)	$219,379,520
Frozen lobsters (Homarus spp.), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water (excl. rock lobsters and Norway lobsters (Nephrops norvegicus))	$103,068,355
Frozen rock lobsters and other sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.) whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. lobsters (Homarus spp.))	$78,970,777
Frozen lobsters (Homarus spp.) whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. rock lobsters)	$50,341,704
Prepared or preserved lobster (excl. lobster of Chapter 03)	$7,209,545
Frozen Norway lobsters (Nephrops norvegicus), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water	$4,540,489
Live, fresh or chilled rock lobster and other sea crawfish (Palinurus spp., Panu	$3,513,630
Unfrozen rock lobster and sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.), whether in shell or not, live, fresh, chilled, dried, salted, in brine or smoked, or cooked in shell by steaming or by boiling in water	$2,806,624
Unfrozen lobsters (Homarus spp.), whether in shell or not, live, fresh, chilled, dried, salted, in brine or smoked, or cooked in shell by steaming or by boiling in water (excl. rock lobsters and Norway lobsters)	$2,469,200
Unfrozen lobsters (Homarus spp.) live, fresh, chilled, dried, salted or in brine, whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. rock lobsters)	$1,029,191
Unfrozen rock lobsters and other sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.) live, fresh, chilled, dried, salted or in brine, whether in shell or not, or in the shell and cooked by steaming or by boiling in water	$230,439
Live, fresh or chilled lobsters (Homarus spp.), whether in shell or not (excludi	$4,365

Value of Imports - Commodity Breakdown

Country	Value
Brazil	$89,684,786
Papua New Guinea	$73,451,069
United States of America	$55,514,005
Canada	$45,306,777
Thailand	$29,289,885
Bahamas	$29,239,326
Cuba	$26,142,530
Indonesia	$24,432,902
Vietnam	$19,305,270
St Helena	$11,151,961
South Africa	$10,047,916
Belize	$9,269,833
Nicaragua	$6,043,098
Malaysia	$5,575,910
Taiwan	$5,185,073
India	$4,717,322

Leading Import Sources - Value

State	Value
NSW	$223,912,203
QLD	$111,430,498
VIC	$74,561,966
WA	$57,316,768
SA	$3,609,221
NT	$2,733,183

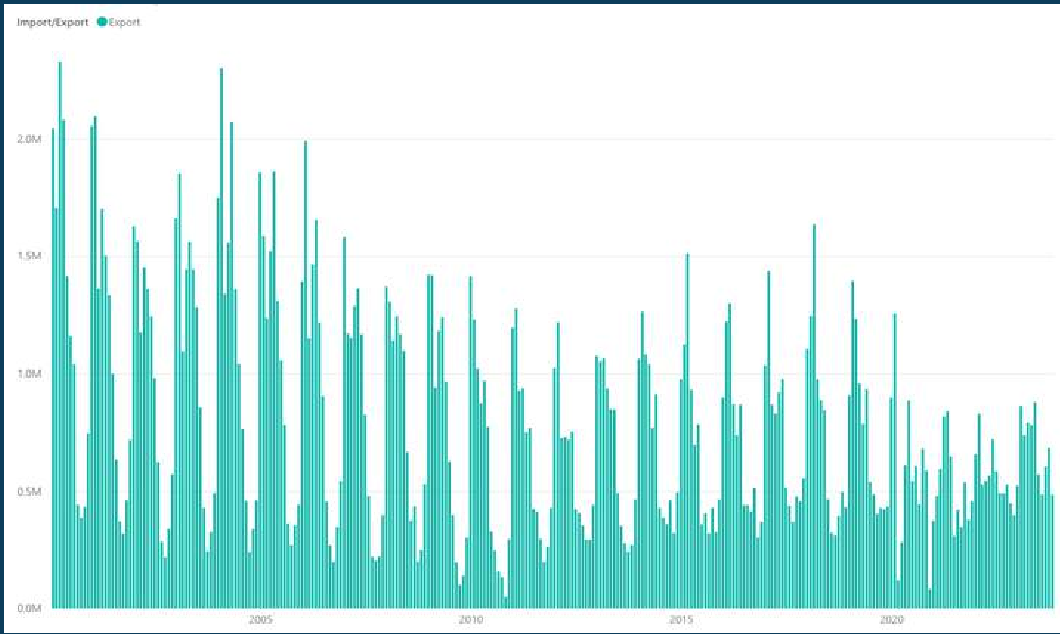
Import Value by State

Source: FRDC, 2023

FRDC - Trade Data

Lobster Exports - Volume

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



Volume of Exports - Lobster

Commodity Description	Quantity
Whole live, fresh or chilled rock lobster, whether in shell or not and whether or not eviscerated, or in the shell and cooked by steaming or by boiling in water (excl. lobsters (Homarus spp.))	79,520,348
Live, fresh or chilled rock lobster and other sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.), whether in shell or not	49,724,502
Unfrozen rock lobster, whether in shell or not, live, fresh, chilled, dried, salted, in brine or smoked, whether or not cooked before or during the smoking process; or cooked in shell by steaming or by boiling in water	37,580,542
Frozen whole rock lobster, in shell, cooked by boiling in water	25,728,357
Frozen raw rock lobster tails, whether in shell or not	16,616,879
Frozen raw whole rock lobster, whether in shell or not	8,818,645
Frozen rock lobster, whether in shell or not, raw, dried, salted or in brine, or cooked in shell by steaming or boiling in water (excl. whole rock lobster, raw or cooked in shell by boiling in water; and raw rock lobster tails)	4,447,513
Unfrozen lobsters (Homarus spp.) live, fresh, chilled, dried, salted or in brine, whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. rock lobsters)	2,104,442
Frozen lobsters (Homarus spp.) whether in shell or not, raw, dried, salted or in brine, or cooked in shell by steaming or boiling in water (excl. rock lobsters)	1,173,138
Unfrozen lobsters (Homarus spp.), whether in shell or not, live, fresh, chilled, dried, salted, in brine or smoked, or cooked in shell by steaming or by boiling in water (excl. rock lobsters and Norway lobsters)	1,057,427
Frozen rock lobster, whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water (excl. whole rock lobster, raw or cooked in shell by boiling in water; and raw rock lobster tails)	606,496
Fresh or chilled rock lobster tails, whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. tails of lobsters (Homarus spp.))	246,112
Unfrozen rock lobster, dried, salted or in brine, whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. lobsters (Homarus spp.))	244,676
Frozen lobsters (Homarus spp.), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water (excl. rock lobsters and Norway lobsters (Nephrops norvegicus))	119,613
Frozen Norway lobsters (Nephrops norvegicus), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water	24,251
Dried, salted, in brine, or smoked rock lobster and other sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.) (excl. frozen, live, fresh or chilled), whether in shell or not	23,739
Live, fresh or chilled lobsters (Homarus spp.), whether in shell or not (excl. rock lobsters and Norway lobsters)	23,454
Prepared or preserved lobster (excl. lobster of Chapter 03)	13,750
Dried, salted, in brine, or smoked Norway lobsters (Nephrops norvegicus) (excl. frozen, live, fresh or chilled), whether in shell or not	1,320
Dried, salted, in brine, or smoked lobsters (Homarus spp.) (excl. frozen, live, fresh or chilled), whether in shell or not	382

Volume of Exports - Commodity Breakdown

Country	Quantity
Hong Kong	79,960,525
Vietnam	38,829,121
China	33,651,000
Japan	28,224,705
Taiwan	21,553,041
United States of America	16,691,801
Singapore	3,285,582
France	2,300,130
Thailand	1,218,605
Malaysia	576,722
United Arab Emirates	272,762
United Kingdom	247,275
Italy	233,753
New Zealand	184,993
Belgium	155,871

Leading Export Destinations - Volume

State	Quantity
WA	153,781,545
SA	30,233,806
VIC	19,277,474
QLD	11,106,924
TAS	10,496,502
Foreign (re-export)	1,661,556
NSW	1,511,222
NT	6,557

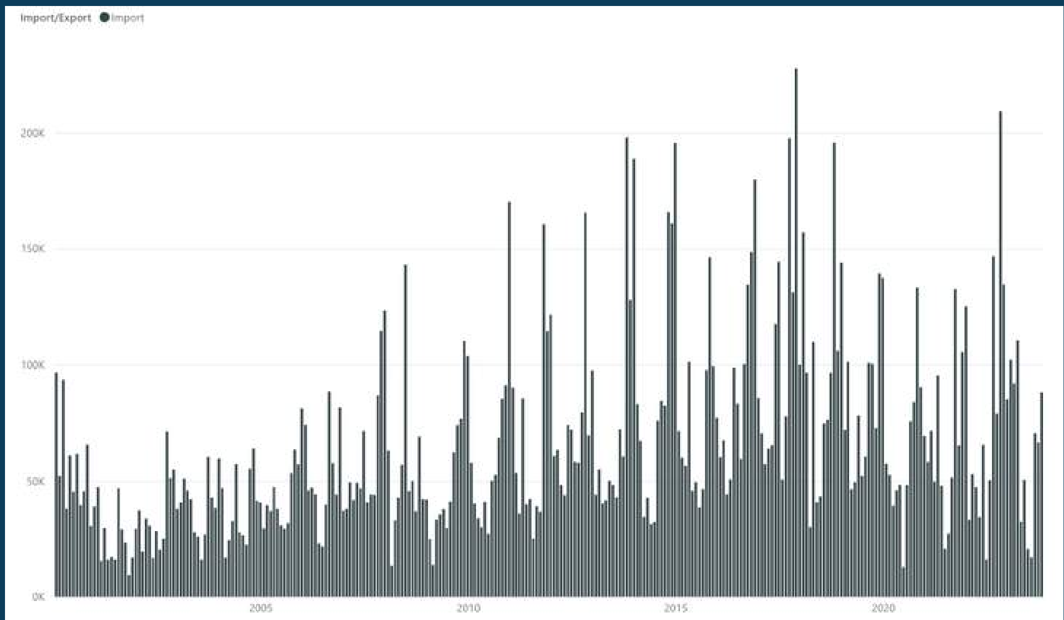
Export Volume by State

Source: FRDC, 2023

FRDC - Trade Data

Lobster Imports - Volume

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



Volume of Imports - Lobster

Commodity Description	Quantity
Frozen rock lobster and other sea crawfish (Palinurus spp., Panulirus spp. & Jasus spp.), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water (excl. lobsters & Norway lobsters)	5,935,353
Frozen lobsters (Homarus spp.), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water (excl. rock lobsters and Norway lobsters (Nephrops norvegicus))	5,017,586
Frozen lobsters (Homarus spp.) whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. rock lobsters)	3,556,499
Frozen rock lobsters and other sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.) whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. lobsters (Homarus spp.))	3,227,989
Prepared or preserved lobster (excl. lobster of Chapter 03)	446,144
Frozen Norway lobsters (Nephrops norvegicus), whether in shell or not, raw, dried, salted, in brine or smoked, or cooked in shell by steaming or boiling in water	216,710
Live, fresh or chilled rock lobster and other sea crawfish (Palinurus spp., Panu	75,394
Unfrozen lobsters (Homarus spp.) live, fresh, chilled, dried, salted or in brine, whether in shell or not, or in the shell and cooked by steaming or by boiling in water (excl. rock lobsters)	72,932
Unfrozen lobsters (Homarus spp.), whether in shell or not, live, fresh, chilled, dried, salted, in brine or smoked, or cooked in shell by steaming or by boiling in water (excl. rock lobsters and Norway lobsters)	69,238
Unfrozen rock lobster and sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.), whether in shell or not, live, fresh, chilled, dried, salted, in brine or smoked, or cooked in shell by steaming or by boiling in water	65,146
Unfrozen rock lobsters and other sea crawfish (Palinurus spp., Panulirus spp., Jasus spp.) live, fresh, chilled, dried, salted or in brine, whether in shell or not, or in the shell and cooked by steaming or by boiling in water	6,410
Live, fresh or chilled lobsters (Homarus spp.), whether in shell or not (excludi	300

Volume of Imports - Commodity Breakdown

Country	Quantity
Canada	2,274,062
United States of America	2,224,348
Brazil	2,129,992
Thailand	1,994,964
Papua New Guinea	1,857,323
Indonesia	1,621,918
Vietnam	1,357,950
Cuba	991,241
Bahamas	681,860
Malaysia	443,264
India	359,982
South Africa	336,577
St Helena	331,995
Taiwan	310,085
China	233,344

Leading Import Sources - Volume

State	Quantity
NSW	8,162,274
QLD	4,023,709
VIC	3,294,565
WA	2,785,180
NT	291,130
SA	132,843

Import Volume by State

Source: FAO, FRDC, 2023

FRDC - Trade Data Sourced from FAO

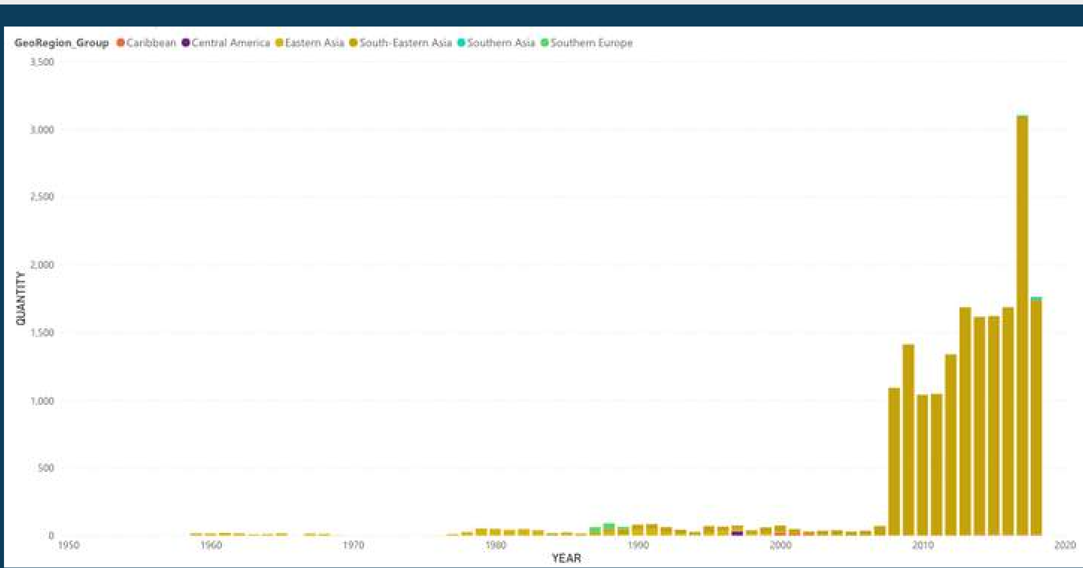
Food and Agriculture Organization (FAO) Production Volume, Value and Trade - Lobsters, spiny-rock lobsters

ASFIS Species: Lobsters, spiny-rock lobsters

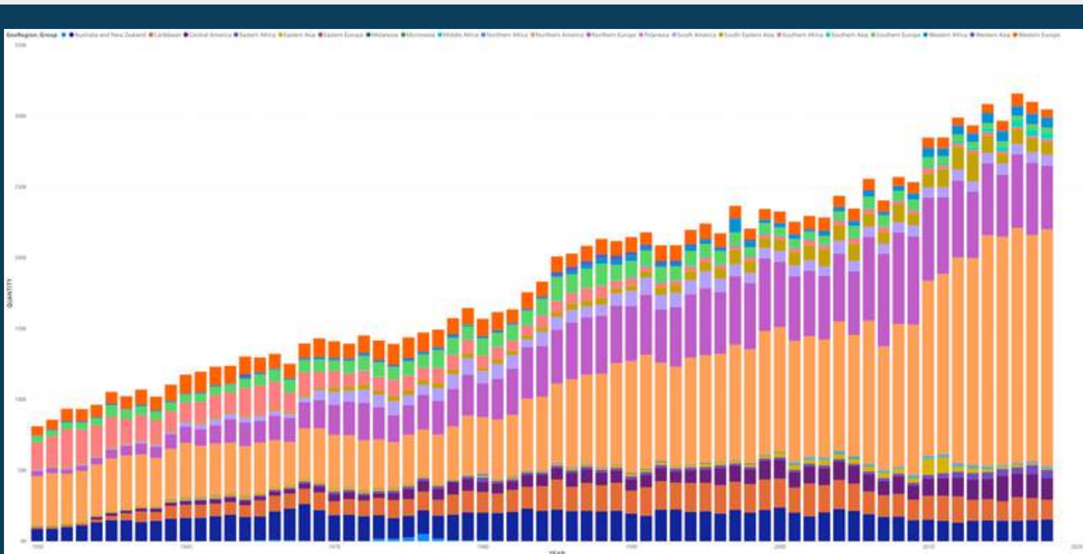
Reporting country Name En	Unit Name	2021	2020	2019
Australia	Tonnes – net product weight	7 317	7 215	9 922
China, Hong Kong SAR	Tonnes – net product weight	8 574	4 792	7 526

Reporting country Name En	Unit Name	2021	2020	2019
Australia	Value (USD 1000)	278 992	341 450	558 112
China, Hong Kong SAR	Value (USD 1000)	209 280	85 813	135 812

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, 2023

Additional Resources

COUNTRY INSIGHTS

Agriculture and Agri-Food Canada - Hong Kong Market Overview

Austrade - Hong Kong Market Profile

DFAT - Hong Kong Country Brief

DFAT - Hong Kong Market Insights

FoodExport - Hong Kong Country Profile

HKTDC Research - Hong Kong Market Profile

Santandar Trade Markets - Hong Kong Market Overview

USDA - Hong Kong Exporter Guide

CONSUMER INSIGHTS

GWI - APAC Consumer Snapshot

Santandar Trade Markets - Reaching the Hong Kong Consumer

CATEGORY & CHANNEL INSIGHTS

Agriculture and Agri-Food Canada - Hong Kong Agrifood & Seafood Sector Overview

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

International Trade Centre - Market-Specific Trade Data

USDA - Hong Kong Foodservice Overview

USDA - Hong Kong Retail Overview

MARKET ACCESS INSIGHTS

UNCTAD - Hong Kong Investment Policy Hub

USDA - Hong Kong 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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