



# Japan Market Summary & Category Data for Fish & Seafood - Other Tuna

January 2024





# About Seafood Industry Australia

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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

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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

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- GDP (USD): **\$4.23 trillion** as of October 2023.
- GDP Per Capita (USD): **\$34,550** as of December 2023.
- Currency: **Japanese Yen** (JPY).
- Exchange Rate: **1 JPY = 0.010 AUD** (01/02/24).
- Mercer's 2023 Quality of Living Ranking: Japan's highest-ranking city is **Yokohama at 47**, followed by **Tokyo at 50** and **Osaka at 58**.
- Human Development Index: **0.925** and ranked **19th** as of 2021.
- Logistics Performance Index: **3.90** and ranked **13th** globally as of 2023.

*Source: Trading Economics, World Bank, Mercer*

- **Trade Agreements:**
  - Japan currently has 31 Bilateral Investment Treaties (BITs) and 19 Treaties with Investment Provisions (TIPs) in force.
  - The Japan-Australia Economic Partnership Agreement (JAEPA) has been in force for over five years and provides preferential treatment for Australian exports to Japan. The agreement creates the most liberalised trade partnership that Japan has ever been a party to.
  - The Japanese government was instrumental in creating the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) that came into force in late 2018 and allows for increased free trade amongst 11 Asia-Pacific nations, including Australia.

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



# Demographic Indicators

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- Total Population: Approximately **125.42 million** as of July 2023.
- Expatriate Population: Approximately **3.22 million** as of 2023 as per the Immigration Services Agency.
- Population Growth: **-0.53%** as of 2023.
- Median Age: Approximately **49.50 years old**.
- Urban Population: **91.90%** as of 2022.
- **Population Ethnicity:**
  - Japanese 98.1%
  - Chinese 0.5%
  - Korean 0.4%
  - Other (includes Filipino, Brazilian) 1%
- **Dominant Religious Groups:**
  - Non-religious 62%
  - Buddhism 31%
  - Shintoism 3%
  - Christianity 1%

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



# Consumer Behaviour & Societal Trends

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## Key Trends:

- Due to financial burdens placed upon the Japanese population, especially millennials and younger generations, as a result of COVID-19, the historically strong Japanese preference for choosing quality over mass consumption has faded as lower-quality and discount products are gaining market share.
- Customer service quality expectations are extremely high in Japan and relate to not only the in-store service received when purchasing a product, but also the product's physical components and after-sale service.
- Japanese spending on Food & Beverage (non-alcoholic) products is very high as a portion of household consumption, at around 15%.
- Japan's increasingly ageing population continues to spur rapid growth in sales of Food & Beverage products loaded with health and wellness perks. Examples include drinks infused with probiotics and snacks with added collagen.
- The downturn in sales for foodservice businesses due to the COVID-19 pandemic has led many restaurants to increasingly offer breakfast options, which have been embraced by the Japanese population which has historically much-preferred breakfast at home. Also being increasingly demanded by Japanese consumers for breakfast are foods traditionally eaten at dinner such as sushi and ramen.
- Japanese consumers, especially the older population segments that comprise the majority of the market, possess relatively high brand loyalty qualities, even more so if the brand is constantly innovating in terms of its product range.
- Over 50% of Japanese consumers are more concerned about the environment compared to 2019, however, the premium mark-up often associated with the prices of sustainable Food & Beverage products renders these still relatively unpopular.

- Japanese consumers are much less optimistic about COVID-19 recovery prospects and almost one-fifth of the population believes that, even after the pandemic, they would continue to spend more through online channels, as the effect on personal routines is forecast to outlast that on personal finances.
- Japanese consumers are becoming more experimental with their purchasing behaviours as a result of the general uncertainty created by the COVID-19 pandemic. Approximately a third of surveyed consumers reported having discovered a new shopping method and being very keen to continue with it.

*Source: Santandertrade, Japan Times, McKinsey, Food Navigator*

### Digital Adoption:

- The Japanese population spends 45 minutes a day, on average, on social media and nearly 4 and a half hours a day on the internet.
- Japanese consumers are very open to using social media channels to inform their decisions, as the majority believe that first and foremost, data collection by these tech giants allows for product recommendations tailored towards their specific needs. Hence, nearly three-quarters of the Japanese population inquire through social media before making certain purchases, with much of this influence coming from YouTube videos by “influencers”.
- There are approximately 116.5 million internet users with a penetration rate of 92%.
- The most visited website is google.com, followed by yahoo.co.jp and then youtube.com.

*Source: Digital in 2020 Report*







# Grocery Retail Channel Developments

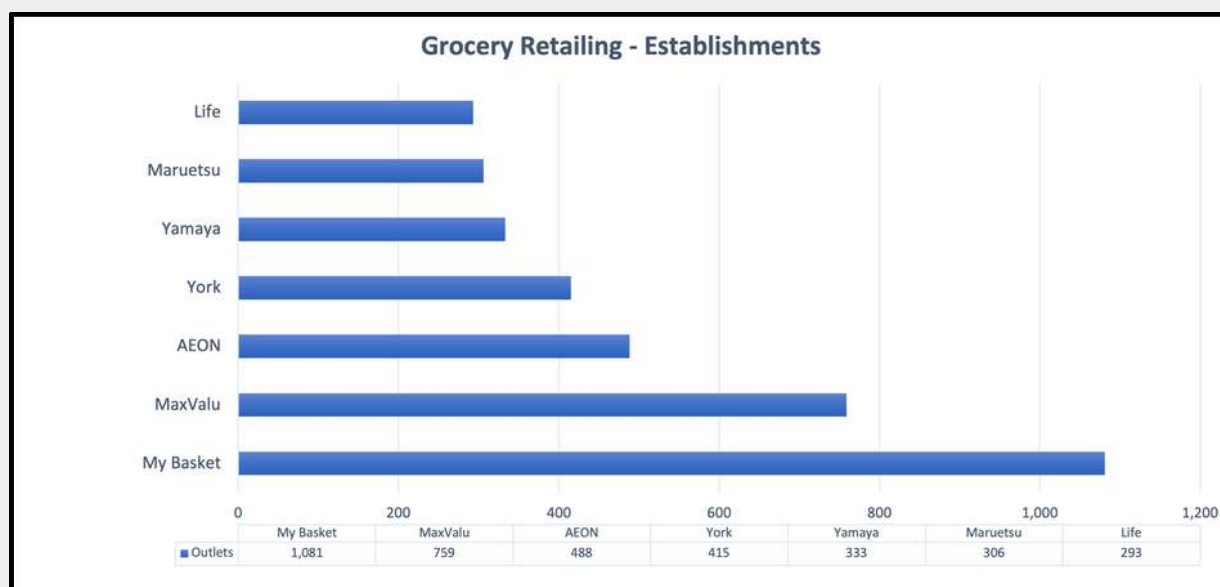
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## Key Trends:

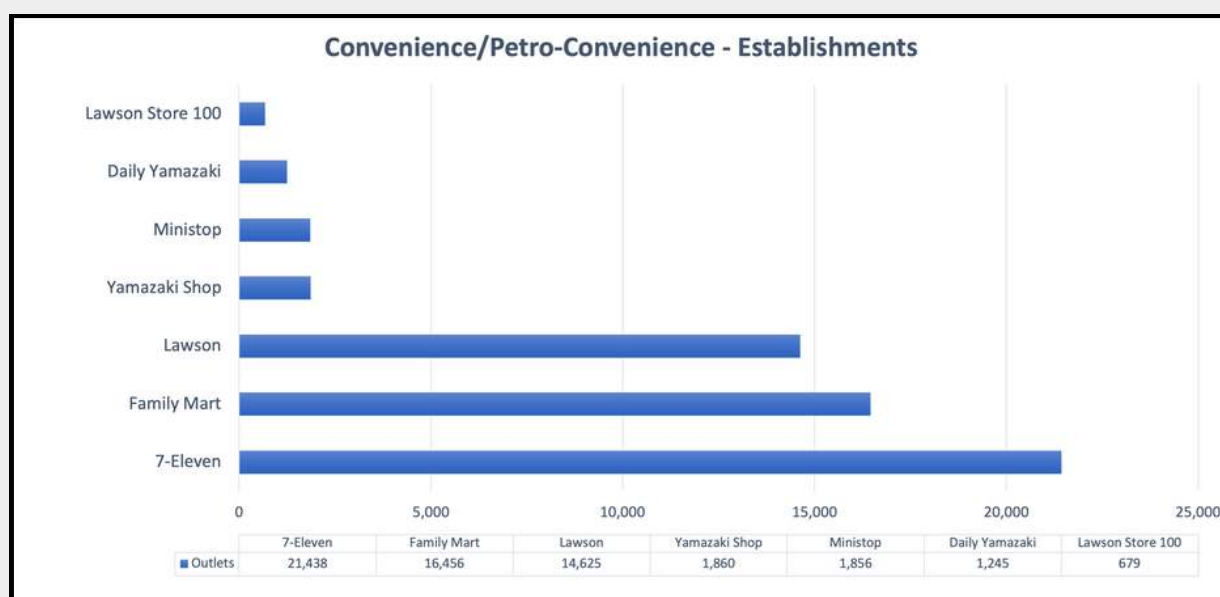
- Japan is one of the most valuable grocery markets in the world, worth approximately \$US466 billion a year with Japanese consumers ranked 4th globally for grocery purchases per capita.
- The grocery retail sales market share of traditional grocery retailers has suffered increasingly over the last decade as convenience stores, supermarkets, and hypermarkets all simultaneously encroach on traditional retailers' popularity as a destination for grocery purchases.
- Like most of the world in the midst of the pandemic, spending on essential goods as a portion of expenditure has grown greatly, and consequently so has the sales volume of grocery products.
- With the Japanese population increasingly urbanising within certain districts, major shopping centres are rising in prominence and consequently, the ability of traditional grocery retailers to capture this geographically-mobile market segment has fallen.
- The traditional grocery retailers market is very fragmented, and consequently, these smaller, independent retailers usually have a very small market share in their respective areas. However, alcoholic drinks producer Yamaya has bucked the trend with large sales growth due to the home drinking trend, which is rising as Japanese people now spend much more time at their residences.
- Groceries that have a longer shelf life and are in locations where they can be very conveniently purchased (e.g. convenience stores) are progressively faring much better than less-durable products, leading major convenience stores like 7-Eleven to prioritize selling frozen and sealed pouch goods.
- The ageing population of Japan has necessitated more accessible grocery shopping methods, illustrated by the doubling of internet sales for groceries between 2019 and 2020 from 2.5% of total grocery sales to 5%. Also becoming influential are grocery trucks, whereby groceries are sold from a truck that is parked in areas with large foot traffic.

- Hypermarket retailers that operate 24/7 and have high-tech warehouses, such as Seiyu, have benefited the most from the trend towards demand for online grocery deliveries.
- Supermarkets dominate the grocery retail channel and have experienced higher growth due to the COVID-19 pandemic, with sales rising 2.6% from July 2019 to July 2020 after a fall between 2018 and 2019. Much of the increased growth came from food as same-store food sales grew 5% from 2019 to 2020.
- The improvement in demand amongst grocery products is largely concentrated in fresh fruit and vegetables, while other segments such as deli food have seen a reduction in purchase value since the COVID-19 pandemic began.

### Grocery Retailing Brand Outlets:



### Convenience/Petro-Convenience Brand Outlets:



Source: Euromonitor, SeafoodSource, Japan Times, Nikkei Asia





# Foodservice Channel Developments

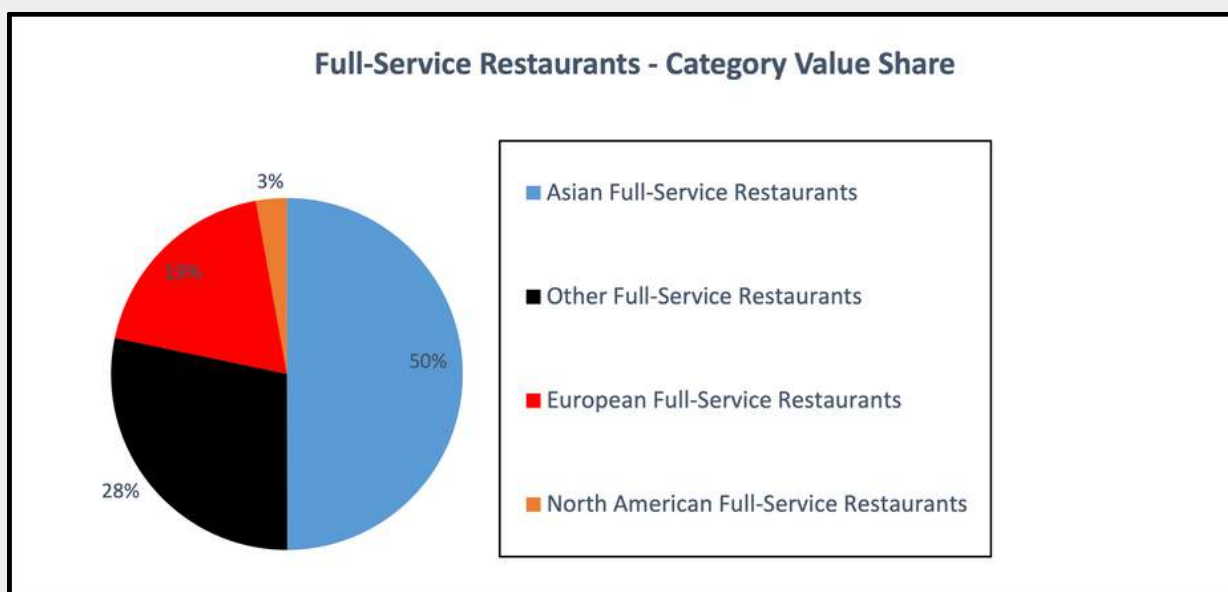
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## Key Trends:

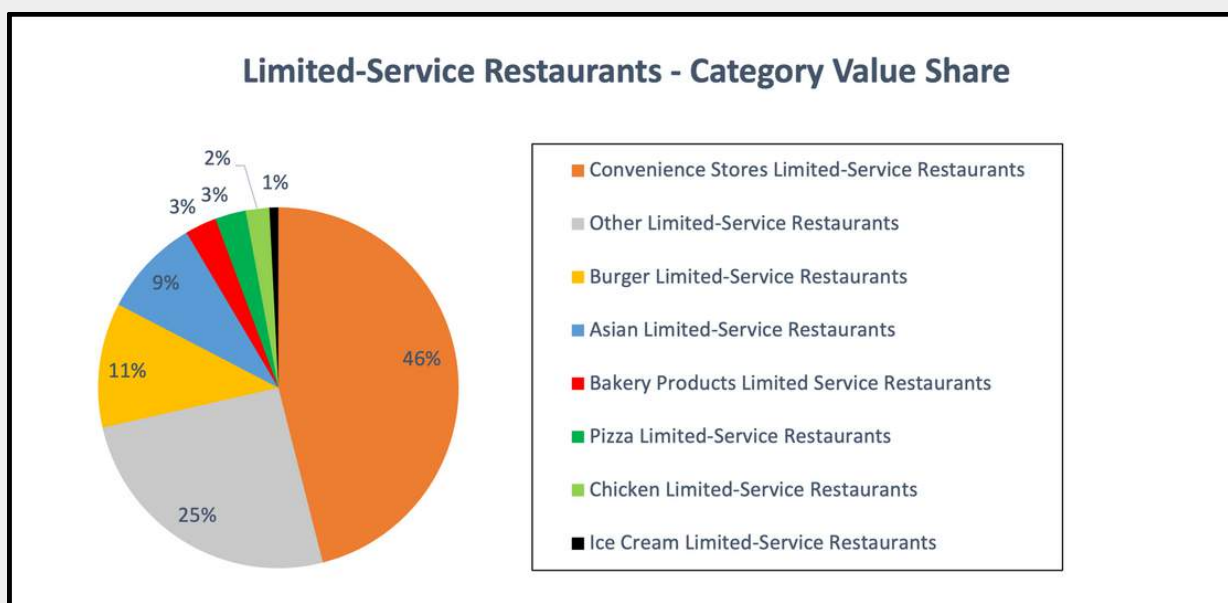
- The trend towards eating at home was not only exacerbated by the COVID-19 pandemic, but also by an increase in the VAT from 8% to 10% at the end of 2019 and Japanese government measures that aim to encourage more cashless payments.
- Business conditions for independent foodservice operators were poor throughout 2019 due to the rising cost of ingredients and a shrinking labour base exacerbated by an ageing population. Due to the COVID-19 pandemic, the situation has worsened dramatically and many, mostly full-service independent restaurants, have been forced to close as foot traffic dropped greatly across Japan.
- The most successful foodservice businesses in recent years have offered new menus with innovative product items and partnered with delivery businesses operating through the internet, the likes of which have also seen positive business prospects. In particular, Demae-Can has partnered with over 20,000 restaurants nationwide and primarily utilises messaging app LINE to secure a growing customer base.
- The biggest limited-service restaurants are all convenience store chains, which have over 50,000 outlets across the island nation. This is mainly due to the fact that these chains can offer many of the same services found in other limited-service restaurants such as making ice-creams and sandwiches on-demand yet in a much more accessible and prompt manner.
- Japan is ranked first in the world for ice-cream innovation, responsible for 1 in 10 global product launches in 2019. Many of these reflect the relatively high desire for wellness products, as vegan and protein ingredients feature heavily in the catalogue of innovations.
- While eating from home has increased greatly in popularity since the COVID-19 pandemic began, products that enable quicker meal preparation such as frozen ready-to-eat (RTE) meals and certain cooking sauces have seen high annual growth in sales volumes.

- Fast food chains successfully add value to customer experiences by frequently launching menu items tailored to specific times of the day or year. This is seen in McDonald's' "Night Mac" and the KFC Christmas Chicken Boxes, the latter of which are purchased by over 3 and a half million Japanese families every Christmas.
- Omnichannel retailers are forecast to have the most positive business prospects post-pandemic due to Japanese consumers remaining time-poor and restaurants in Japan looking to cut operational costs and improve efficiency following a period of overall sales decline in 2020.
- Low-carb, high-protein diets are very popular throughout Japan in full-service chains such as Ikinari! Steak due to the widespread belief that they aid longevity, a popular consideration for Japanese consumers when taking health factors into account.

#### Full-Service Restaurants - Category Value Share:



#### Limited-Service Restaurants - Category Value Share:



Source: Euromonitor, BBC, Japan Times, Santandertrade



# Food & Drink e-Commerce Channel Developments

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## Key Trends:

- E-commerce Food & Beverage sales have grown rapidly in the last decade, the rate of which has been increasing since the beginning of 2020 with the COVID-19 pandemic leading Japanese consumers to prioritise home delivery, government measures fostering more trust in cashless payment methods, and demands for improved convenience and accessibility of food products.
- The trend towards e-commerce purchases in recent years, which has led Japan to become the fourth largest e-commerce market globally valued at over US\$ 100 billion, is most profound amongst older generations in Japan, who have been slower to familiarise themselves with and trust the process of finding products and making purchases on the internet.
- The increase in dual-income families, long working hours, and overtime hours create a largely time-poor consumer base, leading Japanese consumers to progressively perform single bulk shops for their weekly groceries and prioritise purchasing methods that favour convenience, improving online retailer prospects.
- As consumers were very restricted from eating out during state of emergency declarations in Japan, gourmet options along with experimental DIY meal-kits began to appear on delivery menus that increasingly favour product differentiation for promotional items. A very successful example being Oisix's subscription-based delivery services offering a range of meal-kits, specialising in plant-based products.

## Key E-tailers:

- The main three e-commerce platforms that collectively reach 100 million users nationwide; Rakuten, Amazon, and Yahoo, all have extensive online Food & Beverage catalogues and operate very successful delivery programs.
- Many convenience stores also offer online delivery options, with market giant 7-Eleven enabling Japanese consumers to make orders through their smartphone app and receive products within two hours.

*Source: Euromonitor, ClickZ, BBC, Santandertrade, Nikkei Asia*



# Seafood Consumption in Japan

- Fish and seafood supply per person in Japan is valued at 45.49 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

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## Key Regulators:

- Ministry of Health, Labour, and Welfare (MHLW): Enforces the rules and regulations regarding Food & Beverage product safety by conducting checks on imports.
- Ministry of Agriculture, Forestry and Fisheries (MAFF): Creates and oversees the enforcement of the standards for Food & Beverage product quality in Japan.
- Consumer Affairs Agency (CAA): Oversees product labelling requirements.
- Ministry of Economy, Trade and Industry (METI): Sets quotas on certain imports.

## Product Registration/Import Procedure:

- Use the Japanese Customs Service tariff schedule to determine the product tariff code that can be used to identify what benefits of JAEPA can be applied to the good.
- If the product can receive preferential treatment, prepare a Certificate of Origin to show proof of production in Australia if customs in Japan request proof.
- Prepare necessary documentation, including a Sanitation Certificate (if necessary) and Self-Inspection Results (if necessary). Whether these additional certificates are needed can be determined by checking the Food Sanitation Act on the MHLW website.
- For certain products, a pre-shipment inspection occurs and documentation of a successful check is created.
- Submit a "Notification Form of Importation of Foods, etc." to the MHLW Food Sanitation Inspection section, and then submit a Commercial Invoice along with a Bill of Lading to the business in Japan receiving the imports to ensure safe arrival of the cargo.
- Once the product is received in Japan, it will undergo quarantining and, if successful, the importer will receive a Certificate of Notification and Customs Clearance.

## Documentation Required:

- "Notification Form of Importation of Foods, etc."
- Customs Declaration Form
- Certificate of Origin
- Traceability documentation
- Bill of Lading
- Commercial invoice
- Insurance
- Packing list

### General Labelling Requirements:

- The importer based in Japan is responsible for ensuring labels meet the below requirements. The importer may request that compliant labels are applied to products before they are shipped to Japan, however, this is not required by the Japanese government.
- The exact requirements differ as per whether the Food & Beverage product is fresh or processed.
- Written in Japanese
- Name of the Product
- Country of Origin
- Name and address of the Japanese importer
- Ingredient list
- Food additives in descending order of weight
- Storage instructions
- Expiry date
- Net quantity
- Allergen information
- Genetically engineered ingredient declaration
- Nutrition information

### Packaging Requirements:

- Di-2-ethylhexyl cannot be used as a plasticizer for polyvinyl chloride used with foods containing edible fats and oils.
- Any packaging that touches food must not be made from more than 0.1% lead or 5% antimony.
- There are many other regulations that apply to certain metal packaging materials that can be found under the English “Chapter III: Apparatus, Containers and Packaging” document on the MHLW website.

### Non-Tariff Barriers:

- Import quotas: There are a range of quotas applicable to Australian exports such as certain seafoods. Some quotas were created by JAEPA, e.g. the honey quota, which can be applied for by filling out a JAEPA quota application form online. For quotas not created by JAEPA, applicability can be determined by using a translating service to navigate the “水産物の輸入割当て” page on the METI website. If a quota is applicable, exporters must obtain an import quota allocation certificate from the METI, allowing an import license to be received from a foreign exchange bank.
- Import declarations: Many raw materials, semi-finished products, and manufactured goods can be exported to Japan without previous approval from the METI with a completed import declaration form that can be authorised by approved foreign exchange banks.

### Tariffs Levied:

- There is a range of different tariff classifications under JAEPA that could be applied to a product. For example, some goods produced in Australia are eligible to incur no tariffs at all, while some tariffs will be eliminated over three years, and others will receive a tariff-rate quota, etc.

*Source: USDA Food and Agricultural Import Regulations and Standards Country Report [FAIRS], MHLW*







## Category Data

### *Fish and Seafood in Japan*

#### 2020 IMPACT

- Total volume sales of fish and seafood have been declining steadily for almost the last two decades. A similar trend was seen in 2019. Even as Japan continues to be one of the biggest consumers of fish and seafood globally, the country's demographic composition has been changing, resulting in lower sales. Since fish can be time-consuming to prepare in a fresh, unpackaged state, Japanese consumers have been gravitating towards packaged products.
- Japan has seen a steady increase in the rise of women in the workforce, as well as single-person households. Before the pandemic, time-poor Japanese consumers were frequently seeking more convenience, which was found through packaged fish and seafood, as compared to fresh seafood and fish. Packaged food as an overall category was also enticing customers away from fresh fish and seafood.
- However, after the onset of the pandemic, more consumers have been spending time at home, especially due to social distancing requirements. This has led to more consumers cooking and dining at home, resulting in a recovery in retail volume sales for the fish and seafood industry.
- Pacific Saury, one of Japan's most popular seafood products, has seen a rise in average price from approximately JPY75.00 per piece to over JPY100.00 per piece in 2020. This has primarily been due to fewer catches and an increase in demand from bordering countries like South Korea and China. These factors have led to a decrease in fish stocks around the shores of Japan.
- The economic impact of the pandemic, including fears over job security and income uncertainty, also resulted in consumers looking towards cheaper protein alternatives, including more economical cuts of meat. The latter has seen a surge in popularity during the review period. Hence, growth in retail volume sales notwithstanding, total volume sales for the fish and seafood industry did not see any notable rise.

- 2021-22 is expected to bring recovery for total volume sales of fish and seafood in Japan, along with a growth spike causing the pre-pandemic decline to reverse itself. This recovery will especially be due to the post-pandemic rising health consciousness of consumers who will see fish and seafood as a healthier source of protein and vitamins.
- Nevertheless, by the end of the forecast period, category sales are predicted to revert to pre-pandemic trends, which will cause a significant contraction in volume sales, thereby bringing about a strong slowdown.
- Consumption of seafood in Japan will be impacted by the increasing demand for seafood in neighbouring Asian countries since this is expected to cause unit prices of seafood to increase significantly. With these increasing prices and a trending pattern of a decline in consumption, especially among younger Japanese consumers, it is anticipated that both the private and public sectors will have to ramp up efforts in order to renew demand.
- For instance, Japan's Fisheries Agency's "Delight of a Fish-Rich Country" project is hoping to unite fishing organisations, retailers, manufacturers, educators and the government, so that the common aim of increasing the consumption of fish and seafood may be achieved. Through this initiative, education about eating fish and its role in traditional Japanese culture will be delivered in schools. Member bodies will also promote the consumption of seafood through rigorous marketing and promotions, including the creation of new dishes and recipes.
- The National Federation of Fisheries Co-operative Associations has also launched a "Pride Fish" campaign that aims to build consumer confidence and willingness to try different dishes by getting fishermen to promote their seafood recommendations. This project was built as a partner to the existing 'Fast Fish' initiative by the Fisheries Agency, which introduces consumers to fish dishes that can be made at home quickly.

Country	Sector	Category	Segment	Year	Value M USD	5yr CAGR M USD (%)
Japan	Fish & Seafood	Ambient Fish & Seafood	Ambient Fish & Seafood	2022	910.69	-1.41
				2027	1,075.20	3.38
		Chilled Raw Packaged Fish & Seafood - Processed	Chilled Raw Packaged Fish & Seafood - Processed	2022	1,394.40	-2.63
				2027	1,406.17	.17
		Chilled Raw Packaged Fish & Seafood - Whole Cuts	Chilled Raw Packaged Fish & Seafood - Whole Cuts	2022	2,322.47	-.92
				2027	2,121.40	-1.79
		Dried Fish & Seafood	Dried Fish & Seafood	2022	440.11	-2.18
				2027	530.05	3.79
		Fresh Fish & Seafood (Counter)	Fish	2022	3,715.58	-3.29
				2027	3,106.57	-3.52
			Shellfish	2022	1,666.04	-1.20
				2027	1,446.45	-2.79
		Frozen Fish & Seafood	Frozen Processed Fish	2022	518.40	-2.55
				2027	597.62	2.88
			Frozen Whole Cuts Of Fish & Seafood	2022	732.45	-1.28
				2027	689.53	-1.20

Source: GlobalData, 2024

# ITC - Trade Data

## Fresh or Chilled Yellowfin Tunas in Japan

Japan - Trade Data - HS Code 030232 Fresh or chilled yellowfin tunas "Thunnus albacares"

(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	8,050	911	-32	-30	-29
1	Indonesia	4,469	518	-40	-13	-11
2	New Caledonia	2,273	269	52	10	12
3	Australia	493	42	86	-37	-35
4	Taiwan	367	40	-84	-40	-39
5	Tonga	303	27	20	-20	-20
6	Fiji	40	5	170	-9	2
7	The Philippines	36	3	-	-71	-55
8	Marshall Islands	36	4	87	-57	-57
9	India	32	4	550	0	-4
10	New Zealand	2	0	-18	-38	-

AUS - Trade Data - HS Code 030232 Fresh or chilled yellowfin tunas "Thunnus albacares"

(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	4,466	378	-7	-8	-10
1	United States	4,130	331	-10	-2	-3
2	Japan	335	47	69	-39	-35
3	Hong Kong	1	0	-	-38	-
4	-	-	-	-	-	-
5	-	-	-	-	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
9	-	-	-	-	-	-
10	-	-	-	-	-	-

Source: ITC Trade Map, 2023



# ITC - Trade Data

## Frozen Albacore or Longfinned Tunas in Japan

Japan - Trade Data - HS Code 030341 Frozen albacore or longfinned tunas "Thunnus alalunga"

(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	68,421	18,684	37	11	11
1	Taiwan	47,135	12,690	71	13	13
2	Vanuatu	7,692	2,279	-38	-5	-3
3	South Korea	3,843	1,120	184	8	6
4	Seychelles	3,364	865	5	61	62
5	China	3,262	936	11	0	3
6	Cook Islands	934	221	-	-	-
7	Fiji	824	208	178	11	10
8	Mauritius	490	123	-	-	-
9	Namibia	350	98	-80	-	-
10	Cote d'Ivoire	328	89	-	-	-

AUS - Trade Data - HS Code 030341 Frozen albacore or longfinned tunas "Thunnus alalunga"

(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	2,447	716	-24	24	15
1	Thailand	2,447	716	37	23	15
2	Japan	-	-	-	-	-
3	Vietnam	-	-	-	-	-
4	United States	-	-	-	-	-
5	Canada	-	-	-	-	-
6	Spain	-	-	-	-	-
7	Mauritius	-	-	-	-	-
8	Costa Rica	-	-	-	-	-
9	United States	-	-	-	-	-
10	Colombia	-	-	-	-	-

Source: ITC Trade Map, 2023

## ITC - Trade Data

### *Fresh or Chilled Albacore or Longfinned Tunas in Japan*

Japan - Trade Data - HS Code 030231 Fresh or chilled albacore or longfinned tunas "Thunnus alalunga" (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	123	23	477	-32	-31
1	New Caledonia	123	23	477	-31	-30
2	-	-	-	-	-	-
3	-	-	-	-	-	-
4	-	-	-	-	-	-
5	-	-	-	-	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
9	-	-	-	-	-	-
10	-	-	-	-	-	-

AUS - Trade Data - HS Code 030231 Fresh or chilled albacore or longfinned tunas "Thunnus alalunga" (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	84	12	-63	-17	-26
1	United States	84	12	-63	-8	-16
2	-	-	-	-	-	-
3	-	-	-	-	-	-
4	-	-	-	-	-	-
5	-	-	-	-	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
9	-	-	-	-	-	-
10	-	-	-	-	-	-

Source: ITC Trade Map, 2023

## ITC - Trade Data

### *Fresh or Chilled Bigeye Tuna in Japan*

Japan - Trade Data - HS Code 030234 Fresh or chilled bigeye tunas (*Thunnus obsesus*) (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	8,495	848	-46	-29	-27
1	Indonesia	6,522	708	-50	-21	-19
2	Australia	626	45	-23	-27	-25
3	New Caledonia	531	43	106	52	55
4	South Africa	386	20	-34	-40	-42
5	New Zealand	278	18	-60	-28	-25
6	The Philippines	61	4	224	-38	-50
7	Marshall Islands	56	7	-	-70	-42
8	Tonga	26	2	67	-29	-27
9	Fiji	9	1	-	-31	0
10	Brazil	-	-	-	-	-

AUS - Trade Data - HS Code 030234 Fresh or chilled bigeye tunas (*Thunnus obsesus*) (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	1,964	162	0	0	-8
1	United States	1,444	117	-6	15	11
2	Japan	519	45	32	-21	-27
3	-	-	-	-	-	-
4	-	-	-	-	-	-
5	-	-	-	-	-	-
6	-	-	-	-	-	-
7	-	-	-	-	-	-
8	-	-	-	-	-	-
9	-	-	-	-	-	-
10	-	-	-	-	-	-

Source: ITC Trade Map, 2023

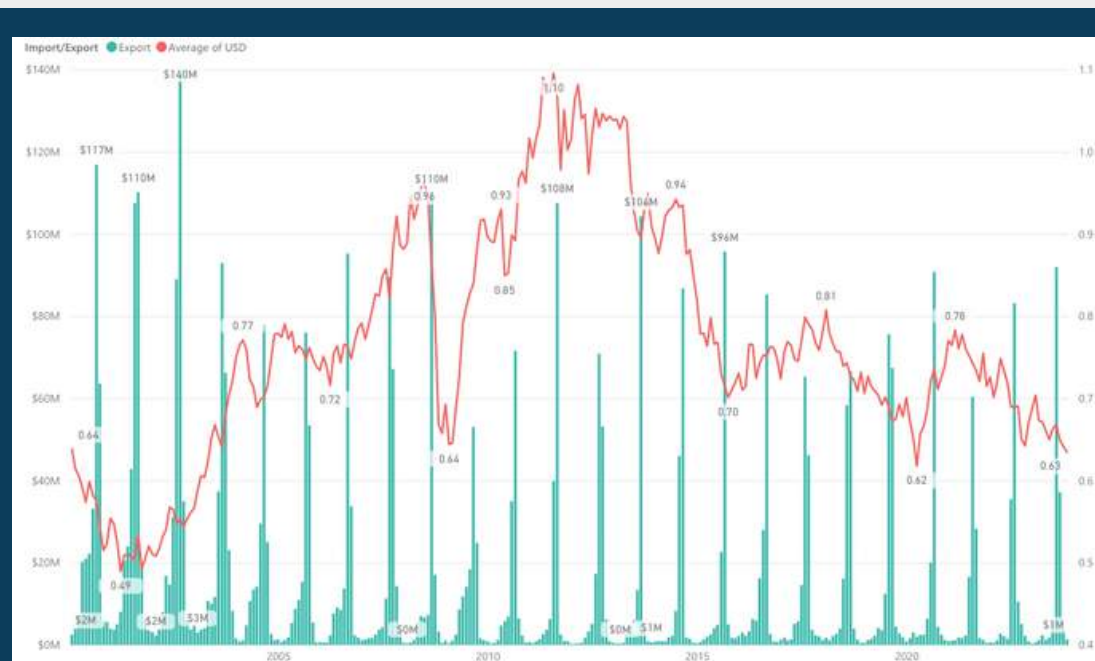


# FRDC - Trade Data

## Tuna Exports - Value

AUS - Trade Data - Species: Tuna (incl. Bluefin Tuna)

(Exports):



Value of Exports - Tuna

Commodity Description	Value
Frozen southern bluefin tunas (Thunnus maccoyii) (excl. fillets and other meat of HS 0304 and livers and roes)	\$1,789,121,600
Frozen southern bluefin tunas (Thunnus maccoyii) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039)	\$762,501,601
Fresh or chilled southern bluefin tunas (Thunnus maccoyii) (excl. fillets and other meat of HS 0304 and livers and roes)	\$565,482,999
Tunas (other than albacore, yellowfin and skipjack), frozen (excl. fish fillets, other fish meat, livers and roes)	\$255,630,533
Tunas (other than albacore, yellowfin or skipjack), fresh or chilled (excl. fish fillets, other fish meat, livers and roes)	\$230,544,235
Frozen or chilled yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and livers and roes)	\$215,085,130
Fresh or chilled Southern bluefin tunas (Thunnus maccoyii) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	\$107,624,749
Fresh or chilled bigeye tunas (Thunnus obesus) (excl. fillets and other meat of HS 0304 and livers and roes)	\$95,612,399
Tuna meat, frozen (excl. fillets)	\$92,999,701
Prepared or preserved tunas, skipjack and bonito (Sarda spp.) whole or in pieces, but not minced (excl. tunas, skipjack and bonito (Sarda spp.) of Chapter 03)	\$66,130,530
Fresh or chilled yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	\$56,529,241
Live Atlantic and Pacific bluefin tunas (Thunnus thynnus, Thunnus orientalis)	\$32,457,996
Fresh or chilled albacore or longfinned tunas (Thunnus alalunga) (excl. fillets and other meat of HS 0304 and livers and roes)	\$20,198,163
Fresh or chilled bigeye tunas (Thunnus obesus) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	\$19,827,096
Frozen albacore or longfinned tunas (Thunnus alalunga) (excl. fillets and other meat of HS 0304 and livers and roes)	\$18,723,896
Frozen albacore or longfinned tunas (Thunnus alalunga) (excl. fillets and other meat of HS 0304 and livers and roes)	\$18,523,472
Fresh or chilled tunas of the genus Thunnus (excl. albacore or longfinned, yellowfin, bigeye, bluefin and southern bluefin tunas; skipjack or stripe-bellied bonito; fillets and other meat of HS 0304 and livers and roes)	\$18,340,920
Frozen bluefin tunas (Thunnus thynnus) (excl. southern bluefin tunas; fillets and other meat of HS 0304 and livers and roes)	\$6,932,639

Value of Exports - Top Commodity Breakdown

Country	Value
Japan	\$4,028,275,351
United States of America	\$174,183,601
New Zealand	\$59,438,347
Thailand	\$26,110,649
China	\$18,312,651
Korea, Republic of	\$16,390,990
Iran, Islamic Republic of	\$14,738,437
Samoa (American)	\$11,017,294
Spain	\$9,204,075
Iran	\$6,603,407
Singapore	\$5,413,078
Vietnam	\$4,387,095
Korea Republic of	\$4,342,004
Hong Kong	\$3,140,043
Saudi Arabia	\$2,216,919
Canada	\$1,564,196

Leading Export Destinations - Value

State	Value
SA	\$3,684,243,751
QLD	\$354,746,902
NSW	\$181,915,534
WA	\$71,915,402
VIC	\$50,744,315
Foreign (re-export)	\$50,374,147
TAS	\$3,100,813
NT	\$8,712

Export Value by State

Source: FRDC, 2023

# FRDC - Trade Data

## Tuna Imports - Value

AUS - Trade Data - Species: Tuna (incl. Bluefin Tuna)

(Imports):



Commodity Description	Value
Prepared or preserved tunas, skipjack and bonito (Sarda spp.) whole or in pieces, but not minced, packed in air-tight cans, bottles, jars or similar containers (excl. goods of Chapter 03)	\$5,006,110,765
Prepared or preserved tunas, skipjack and bonito (Sarda spp.) whole or in pieces, but not minced (excl. goods packed in air-tight cans, bottles, jars or similar containers; and goods of Chapter 03)	\$101,029,189
Frozen fillets of tunas (of the genus Thunnus), skipjack or stripe-bellied bonito (Katsuwonus) pelamis	\$63,409,405
Prepared or preserved tunas, skipjack and bonito (Sarda spp.) and other fish of the tribe Thunnini or Sardin (excl. minced fish) (excl. whole fish or fish in pieces and goods of Chapter 03)	\$15,918,728
Fresh or chilled yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and livers and roes)	\$14,680,049
Frozen skipjack or stripe-bellied bonito (Euthynnus (Katsuwonus) pelamis) (excl. fillets and other meat of HS 0304 and livers and roes)	\$11,311,415
Frozen Atlantic and Pacific bluefin tunas (Thunnus thynnus, Thunnus orientalis)	\$6,441,077
Frozen yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and livers and roes)	\$5,187,094
Fresh or chilled yellowfin tunas (Thunnus albacares) (including fillets and other)	\$4,704,928
Fresh or chilled tunas of the genus Thunnus (excl. albacore or longfinned, yellowfin, bigeye, bluefin and southern bluefin tunas; skipjack or stripe-bellied bonito; fillets and other meat of HS 0304 and livers and roes)	\$2,652,640
Frozen skipjack or stripe-bellied bonito (Euthynnus (Katsuwonus) pelamis) (excl. fillets and other meat of HS 0304 and livers and roes)	\$2,090,210
Fresh or chilled bigeye tunas (Thunnus obesus) (excl. fillets and other meat of HS 0304 and livers and roes)	\$1,665,090
Fresh or chilled Southern bluefin tunas (Thunnus maccoyii) (including fillets and other)	\$1,247,223
Fresh or chilled skipjack or stripe-bellied bonito (Euthynnus (Katsuwonus) pelamis) (excl. fillets and other meat of HS 0304 and livers and roes)	\$990,915
Frozen Atlantic and Pacific bluefin tunas (Thunnus thynnus, Thunnus orientalis) (excl. fillets and other meat of HS 0304 and livers and roes)	\$814,320
Frozen tunas (of the genus Thunnus) (excluding those of HS 030341 to 030346, fillets and other meat of HS 0304 and livers and roes)	\$549,777
Fresh or chilled bigeye tunas (Thunnus obesus) (including fillets and other meat)	\$302,210
Fresh or chilled Atlantic and Pacific bluefin tunas (Thunnus thynnus, Thunnus orientalis)	\$279,823
Frozen tunas (of the genus Thunnus) (excl. albacore, longfinned, yellowfin and bigeye tunas; Atlantic and Pacific bluefin and Southern bluefin tunas; skipjack or stripe-bellied bonito; fillets and other meat of HS 0304 and livers and roes)	\$242,030

Value of Imports - Top Commodity Breakdown

Country	Value
Thailand	\$4,563,354,140
Indonesia	\$478,018,471
Vietnam	\$45,942,670
Philippines	\$34,568,214
Italy	\$25,894,111
Japan	\$16,190,331
New Zealand	\$13,076,367
China	\$12,760,744
Korea, Republic of	\$9,462,468
Fiji	\$7,837,208
Maldives	\$7,779,705
Spain	\$7,009,781
Solomon Islands	\$5,204,669
United States of America	\$4,964,334
Taiwan	\$4,817,183

Leading Import Sources - Value

State	Value
VIC	\$3,057,844,339
NSW	\$1,195,499,056
QLD	\$532,199,353
WA	\$248,301,899
SA	\$228,181,157
TAS	\$858,987
NT	\$33,604

Import Value by State

Source: FRDC, 2023

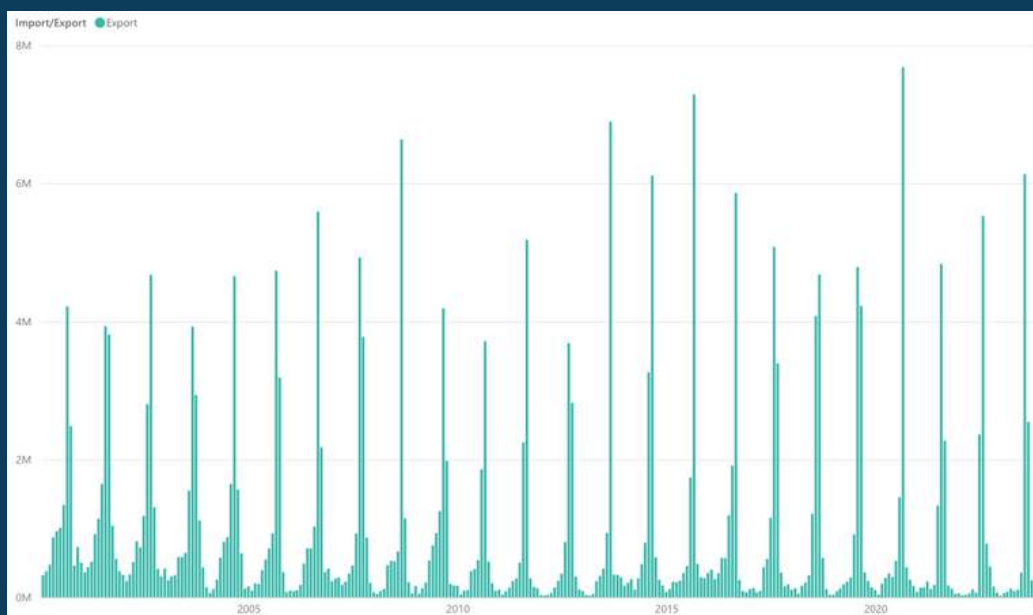


# FRDC - Trade Data

## Tuna Exports - Volume

AUS - Trade Data - Species: Tuna (incl. Bluefin Tuna)

(Exports):



Volume of Exports - Tuna

Commodity Description	Quantity
Frozen southern bluefin tunas (Thunnus maccoyii) (excl. fillets and other meat of HS 0304 and livers and roes)	95,864,268
Frozen southern bluefin tunas (Thunnus maccoyii) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039)	53,321,858
Fresh or chilled southern bluefin tunas (Thunnus maccoyii) (excl. fillets and other meat of HS 0304 and livers and roes)	25,988,210
Fresh or chilled yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and livers and roes)	21,915,708
Prepared or preserved tunas, skipjack and bonito (Sarda spp.) whole or in pieces, but not minced (excl. tunas, skipjack and bonito (Sarda spp.) of Chapter 03)	15,209,780
Fresh or chilled bigeye tunas (Thunnus obesus) (excl. fillets and other meat of HS 0304 and livers and roes)	8,973,080
Tunas (other than albacore, yellowfin or skipjack), frozen (excl. fish fillets, other fish meat, livers and roes)	8,459,799
Tunas (other than albacore, yellowfin or skipjack), fresh or chilled (excl. fish fillets, other fish meat, livers and roes)	8,428,000
Frozen Southern bluefin tunas (Thunnus maccoyii) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	7,177,935
Frozen albacore or longfinned tunas (Thunnus alalunga) (excl. fillets and other meat of HS 0304 and livers and roes)	6,442,253
Frozen albacore or longfinned tunas (Thunnus alalunga) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039)	4,242,724
Fresh or chilled albacore or longfinned tunas (Thunnus alalunga) (excl. fillets and other meat of HS 0304 and livers and roes)	3,791,635
Fresh or chilled yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	3,540,469
Tuna meat, frozen (excl. fillets)	3,261,347
Fresh or chilled tunas of the genus Thunnus (excl. albacore or longfinned, yellowfin, bigeye, bluefin and southern bluefin tunas; skipjack or stripe-bellied bonito; fillets and other meat of HS 0304 and livers and roes)	1,655,064
Fresh or chilled bigeye tunas (Thunnus obesus) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	1,330,096
Frozen yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and livers and roes)	479,980
Live Atlantic and Pacific bluefin tunas (Thunnus thynnus, Thunnus orientalis)	470,729
Frozen bluefin tunas (Thunnus thynnus) (excl. southern bluefin tunas; fillets and other meat of HS 0304 and livers and roes)	430,101

Volume of Exports - Top 20 Commodity Breakdown

Country	Quantity
Japan	227,190,366
New Zealand	14,203,390
United States of America	12,596,791
Thailand	7,074,013
Samoa (American)	3,825,161
Spain	2,196,220
Vietnam	1,402,806
Korea, Republic of	917,229
China	831,180
Singapore	578,866
Korea Republic of	307,552
Indonesia	243,333
Federated States of Micronesia	210,668
Hong Kong	194,432
Papua New Guinea	168,638
Iran	122,676

Leading Export Destinations - Volume

State	Quantity
SA	193,645,540
QLD	44,020,148
NSW	13,373,338
Foreign (re-export)	11,673,355
WA	6,372,919
VIC	3,777,137
TAS	159,102
NT	964

Export Volume by State

Source: FRDC, 2023

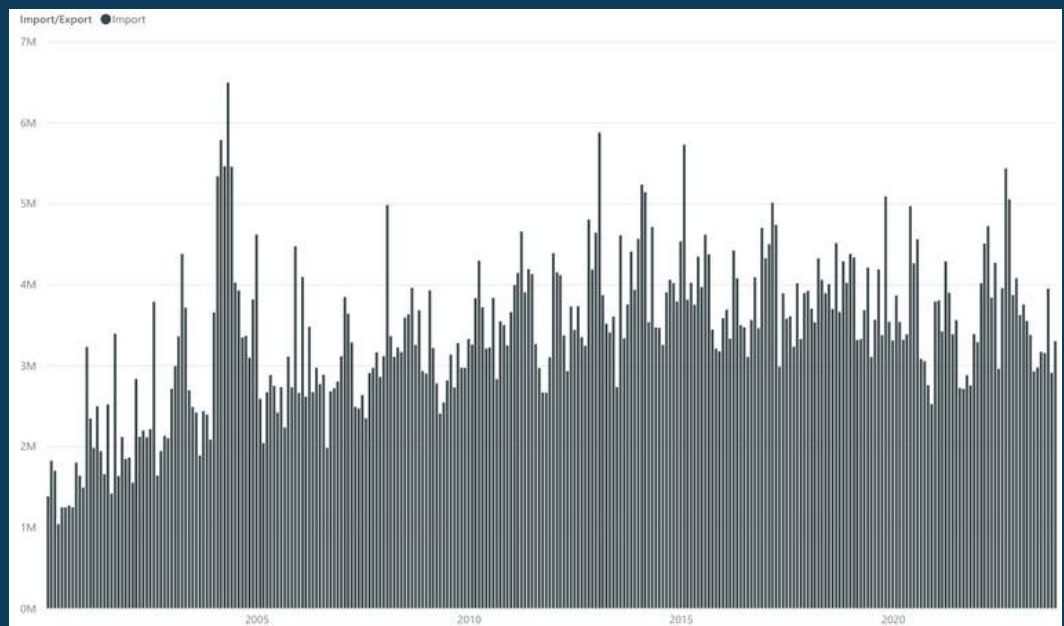


# FRDC - Trade Data

## Tuna Imports - Volume

AUS - Trade Data - Species: Tuna (incl. Bluefin Tuna)

(Imports):



Volume of Imports - Tuna

Commodity Description	Quantity
Prepared or preserved tunas, skipjack and bonito (Sarda spp.) whole or in pieces, but not minced, packed in air-tight cans, bottles, jars or similar containers (excl. goods of Chapter 03)	918,973,122
Prepared or preserved tunas, skipjack and bonito (Sarda spp.) whole or in pieces, but not minced (excl. goods packed in air-tight cans, bottles, jars or similar containers; and goods of Chapter 03)	21,766,690
Frozen skipjack or stripe-bellied bonito (Euthynnus (Katsuwonus) pelamis) (excl. fillets and other meat of HS 0304 and livers and roes)	11,228,657
Prepared or preserved tunas, skipjack and bonito (Sarda spp.) and other fish of the tribes Thunnini or Sardinii (incl. minced fish) (excl. whole fish or fish in pieces and goods of Chapter 03)	5,439,597
Frozen fillets of tunas (of the genus Thunnus), skipjack or stripe-bellied bonito (Euthynnus (Katsuwonus) pelamis)	4,547,135
Frozen yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and livers and roes)	2,202,656
Fresh or chilled yellowfin tunas (Thunnus albacares) (excl. fillets and other meat of HS 0304 and livers and roes)	2,049,367
Frozen skipjack or stripe-bellied bonito (Euthynnus (Katsuwonus) pelamis) (excl. fillets and other meat of HS 0304 and livers and roes)	1,748,507
Fresh or chilled skipjack or stripe-bellied bonito (Euthynnus (Katsuwonus) pelamis) (excl. fillets and other meat of HS 0304 and livers and roes)	1,019,927
Fresh or chilled tunas of the genus Thunnus (excl. albacore or longfinned, yellowfin, bigeye, bluefin and southern bluefin tunas; skipjack or stripe-bellied bonito; fillets and other meat of HS 0304 and livers and roes)	391,474
Fresh or chilled yellowfin tunas (Thunnus albacares) (including fillets and other)	336,810
Fresh or chilled bigeye tunas (Thunnus obesus) (excl. fillets and other meat of HS 0304 and livers and roes)	192,351
Frozen tunas (of the genus Thunnus) (excluding those of HS 03041 to 03046, fil)	168,893
Fresh or chilled Southern bluefin tunas (Thunnus maccoyii) (excluding fillets and other)	131,276
Frozen tunas (of the genus Thunnus) (excl. albacore, longfinned, yellowfin and bigeye tunas; Atlantic and Pacific bluefin and Southern bluefin tunas; skipjack or stripe-bellied bonito; fillets and other meat of HS 0304 and livers and roes)	111,420
Frozen Atlantic and Pacific bluefin tunas (Thunnus thynnus, Thunnus orientalis)	62,967
Tunas, frozen (excl. albacore, longfinned and yellowfin tuna, fish fillets and other fish meat of 0304, livers and roes)	60,638
Frozen tunas of the genus Thunnus (excl. albacore or longfinned tunas; yellowfin tunas; bigeye tunas; bluefin tunas; southern bluefin tunas; skipjack or stripe-bellied bonito; fillets and other meat of HS 0304 and livers and roes)	60,516
Frozen albacore or longfinned tunas (Thunnus alalunga) (excl. fillets and other meat of HS 0304 and livers and roes)	48,624

Volume of Imports - Top Commodity Breakdown

Country	Quantity
Thailand	869,301,361
Indonesia	58,481,384
New Zealand	9,058,068
Vietnam	7,361,192
Philippines	6,415,239
Japan	3,792,673
China	3,072,065
Italy	2,343,340
Country Unknown	1,662,000
Korea, Republic of	1,492,826
Fiji	1,131,630
Solomon Islands	763,632
Papua New Guinea	750,153
United States of America	687,052
Maldives	675,262

Leading Import Sources - Volume

State	Quantity
VIC	540,531,651
NSW	220,804,843
QLD	100,836,115
SA	58,729,016
WA	49,538,187
TAS	267,051
NT	3,470

Import Volume by State

Source: FRDC, 2023

# FRDC - Trade Data Sourced from FAO

## Food and Agriculture Organization (FAO) Production Volume, Value and Trade - Tunas, Bonitos, Billfishes

ISSCAAP Group: Tunas, Bonitos, Billfishes

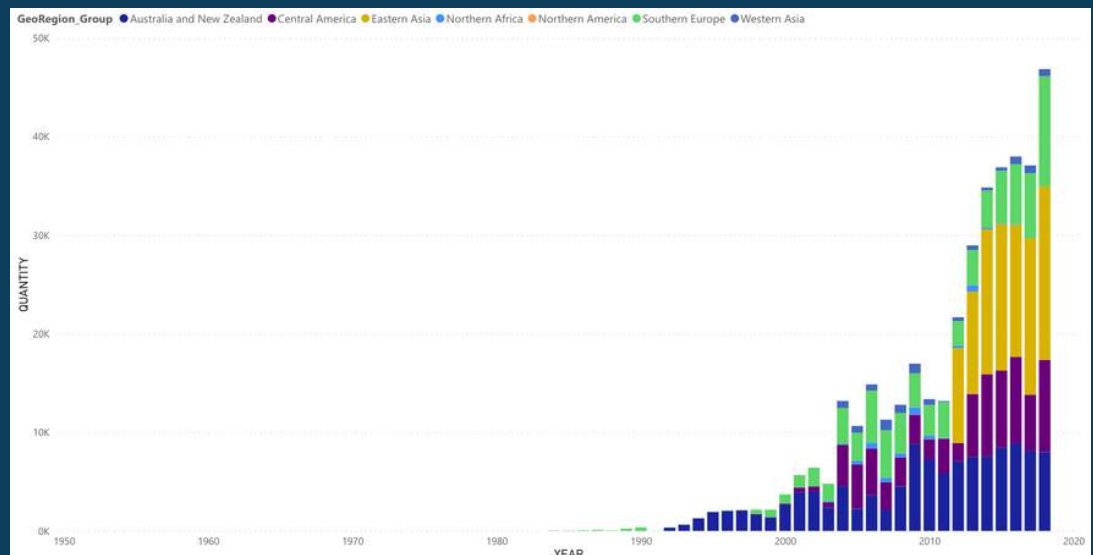
Production

Reporting country Name En	Unit Name	2021	2020	2019
Australia	Tonnes - net product weight	50 128	53 460 E	57 143
Japan	Tonnes - net product weight	335 640	355 219	339 868

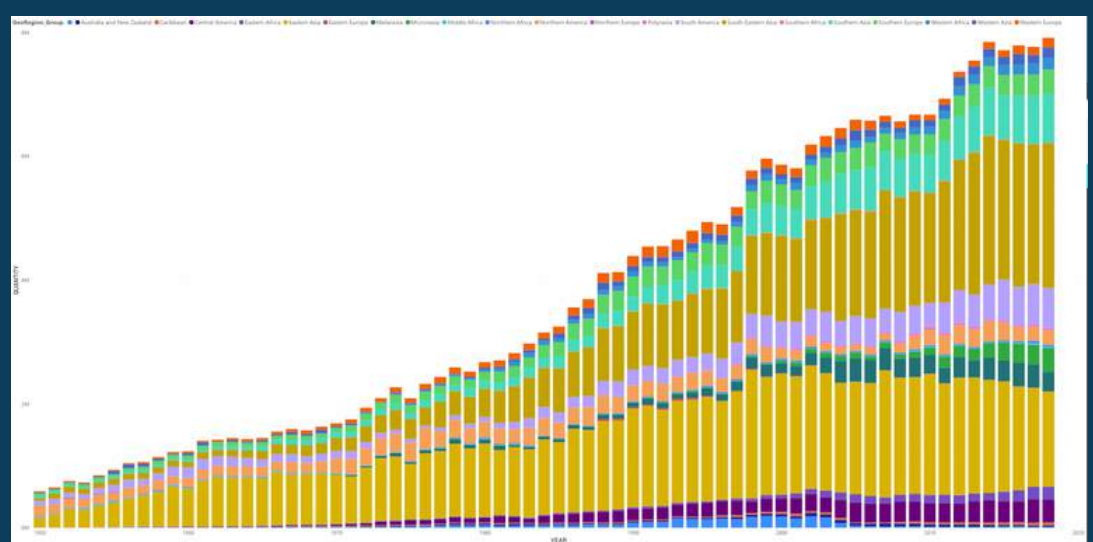
  

Reporting country Name En	Unit Name	2021	2020	2019
Australia	Value (USD 1000)	291 360	292 644 E	352 602
Japan	Value (USD 1000)	2 314 491	2 145 368	2 346 275

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 - Japan Market Overview](#)

[Austrade - Japan Market Profile](#)

[DFAT - Japan Country Brief](#)

[DFAT - Japan Market Insights](#)

[Enterprise Singapore - Japan Market Profile](#)

[FoodExport - Japan Country Profile](#)

[HKTDC Research - Japan Market Profile](#)

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

[USDA - Japan Exporter Guide](#)

## CONSUMER INSIGHTS

[Agriculture and Agri-Food Canada - Japan Consumer Profile](#)

[GWJ - Japan Consumer Snapshot](#)

[Santandar Trade Markets - Reaching the Japanese Consumer](#)

## CATEGORY & CHANNEL INSIGHTS

[Agriculture and Agri-Food Canada - Japan E-commerce Channel Overview](#)

[Agriculture and Agri-Food Canada - Japan Fish and Seafood Sector Overview](#)

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

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

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

[USDA - Japan Foodservice Overview](#)

[USDA - Japan Retail Overview](#)

## MARKET ACCESS INSIGHTS

[UNCTAD - Japan Investment Policy Hub](#)

[USDA - Japan 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

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[www.greataustralianseafood.com.au](http://www.greataustralianseafood.com.au)

