# Japan Market Summary & Category Data for Fish & Seafood - Salmon

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

# Economic Indicators

- 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 4**7, 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

- 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

**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 itsproduct 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:

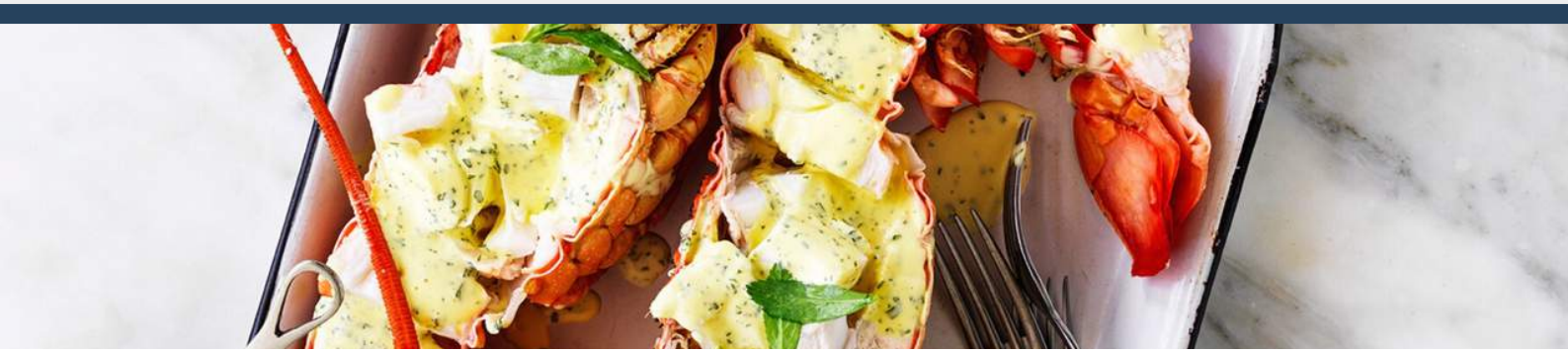
- The Japanese population spends 45 minutes a day, on average, on social media and nearly 4 and a half hours a day on the internet.

- 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

**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.

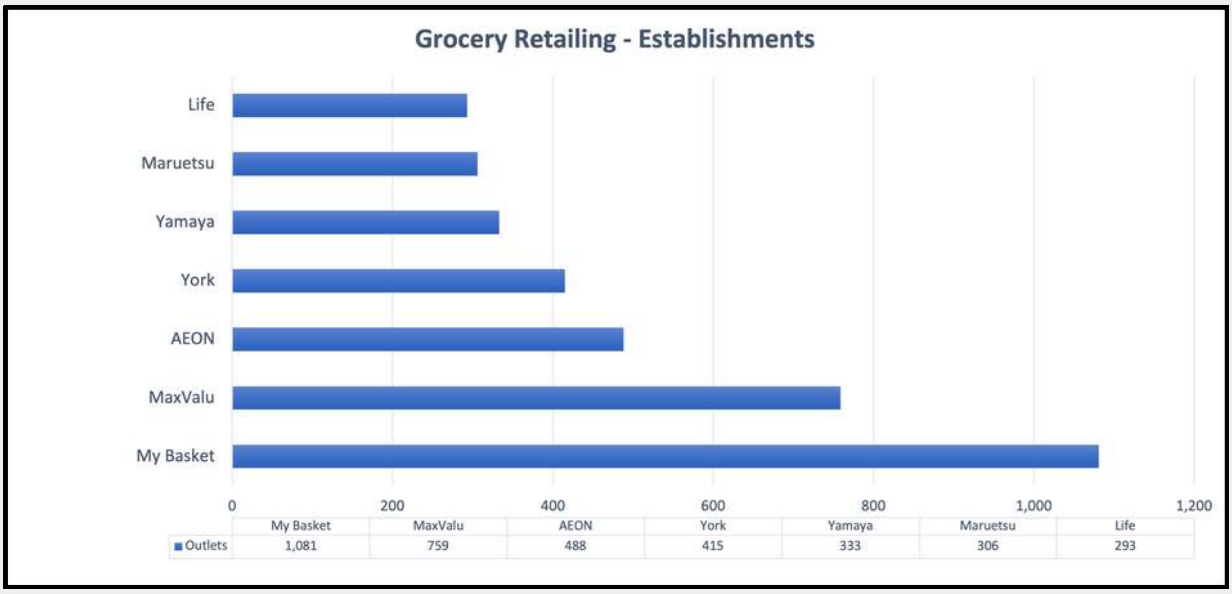
- The ageing population of Japan has necessitated more accessible grocery shopping methods, illustrated by the doubling of internet sales for groceries between 2019 and 2020 from 2.5% of total grocery sales to 5%. Also becoming influential are grocery trucks, whereby groceries are sold from a truck that 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.

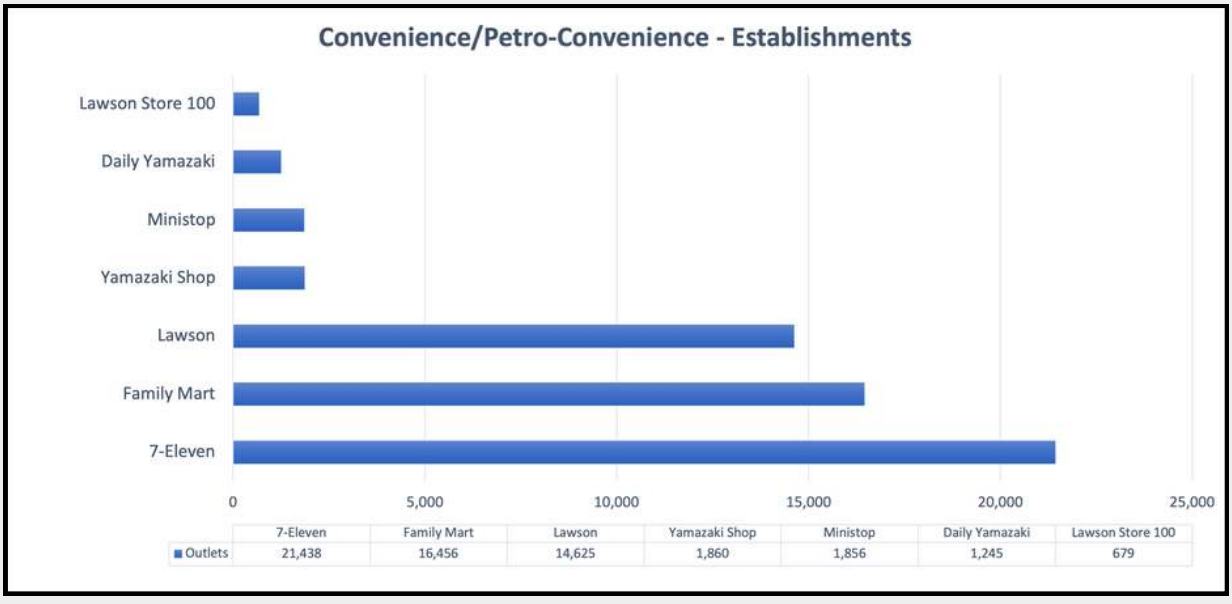
- Supermarkets dominate the grocery retail channel and have experienced higher growth due to the COVID-19 pandemic, with sales rising 2.6% from July 2019 to July 2020 after a fall between 2018 and 2019. Much of the increased growth came from food as same-store food sales grew 5% from 2019 to 2020.

- 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

**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.

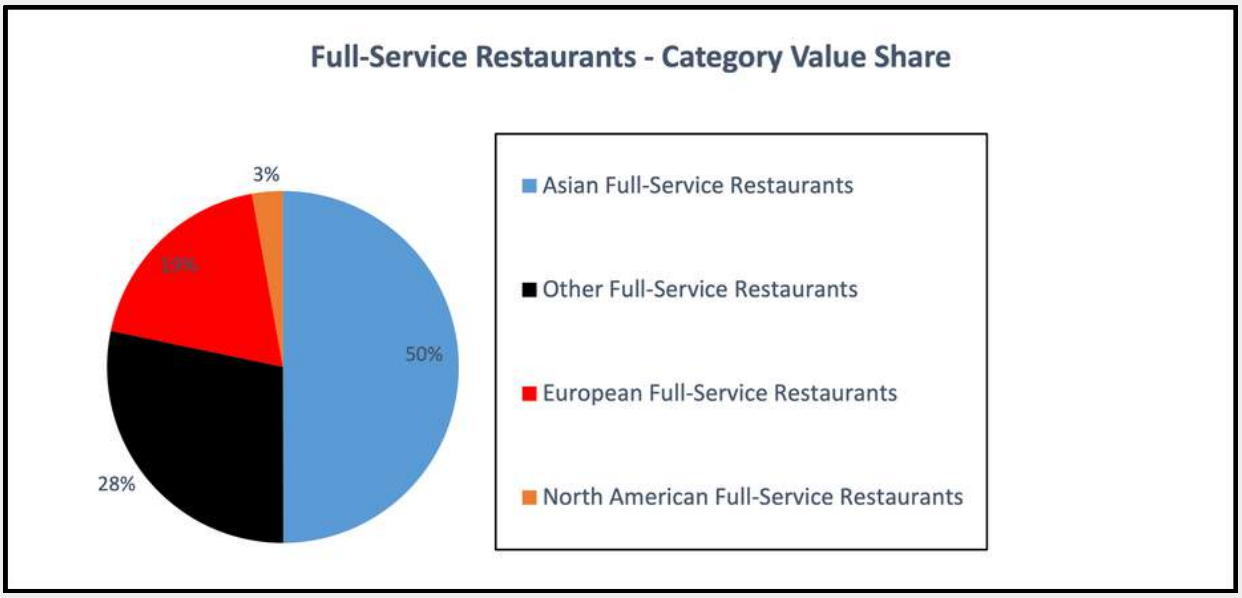
- While eating from home has increased greatly in popularity since the COVID-19 pandemic began, products that enable quicker meal preparation such as frozen ready-to-eat (RTE) meals and certain cooking sauces have seen high annual growth in sales volumes.

- 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.

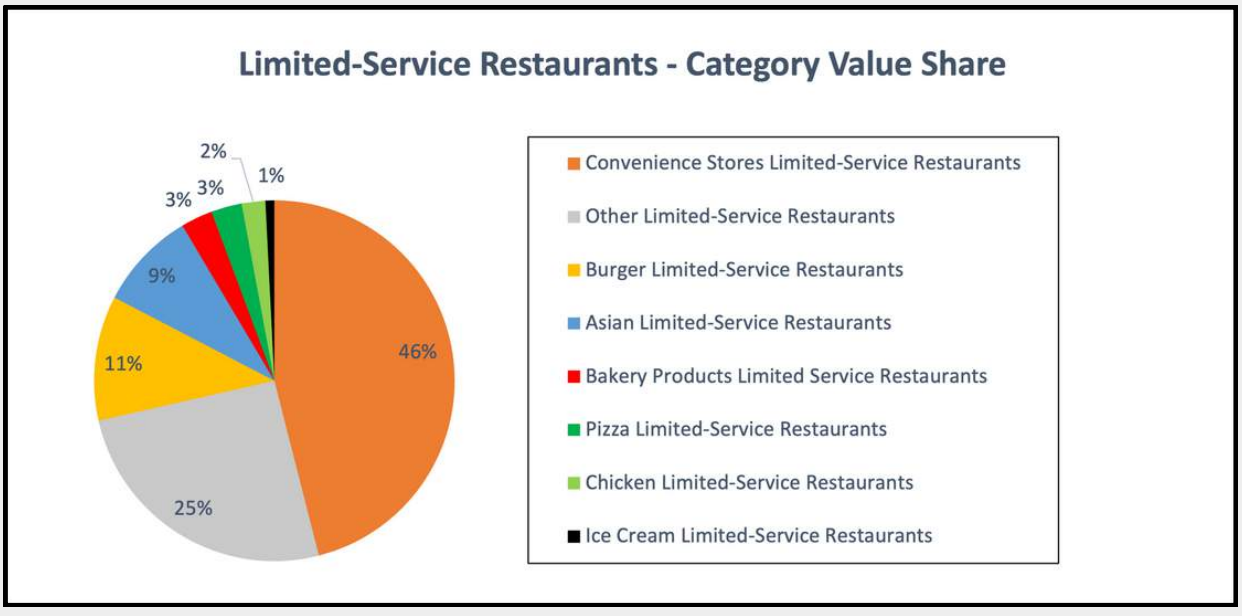
- Omnichannel retailers are forecast to have the most positive business prospects post-pandemic due to Japanese consumers remaining time-poor and restaurants in Japan looking to cut operational costs and improve efficiency following a period of overall sales decline in 2020.

- 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.

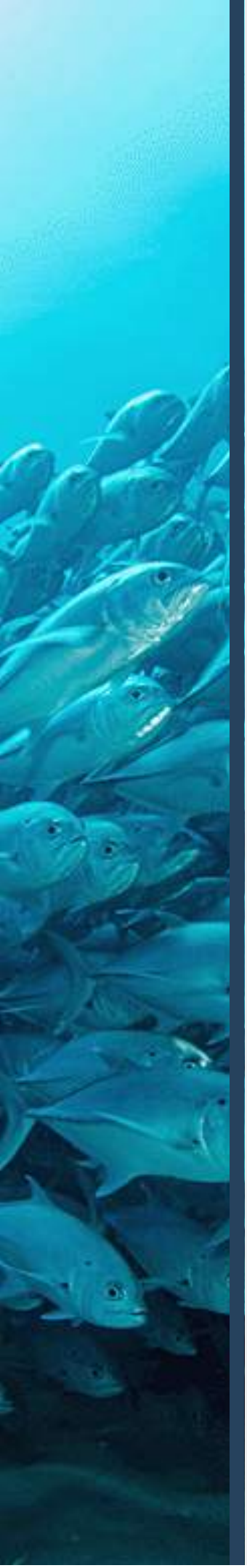
## Full-Service Restaurants - Category Value Share:




## Limited-Service Restaurants - Category Value Share:




*Source: Euromonitor, BBC, Japan Times, Santandertrade*



# Food & Drink e-Commerce Channel Developments

## 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.

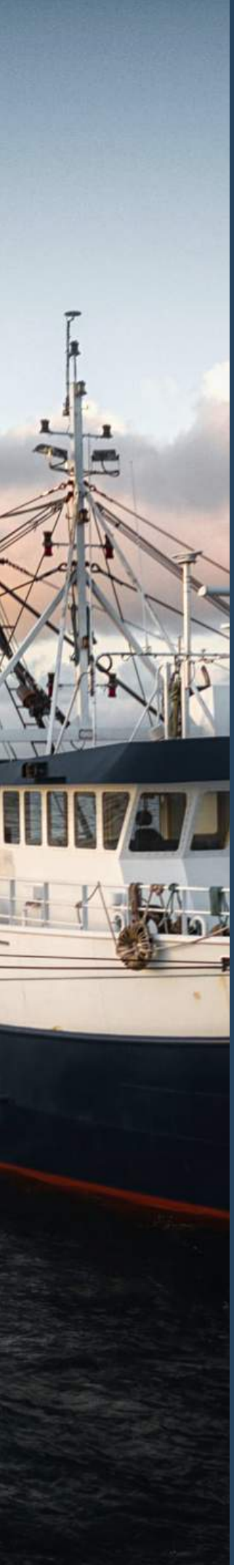
- Many convenience stores also offer online delivery options, with market giant 7-Eleven enabling Japanese consumers to make orders through their smartphone app and receive products within two hours.

***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

### 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 Pacific Salmon in Japan*

Japan - Trade Data - HS Code 030213 Fresh or Chilled Pacific Salmon... (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 | 5,165 | 385 | -22 | 7 | 8 |
| 1 | New Zealand | 4,665 | 350 | -21 | 10 | 12 |
| 2 | Canada | 398 | 28 | -43 | -15 | -16 |
| 3 | United States | 96 | 6 | 1,460 | 44 | - |
| 4 | Chile | 5 | 0 | - | - | - |
| 5 | Malaysia | - | - | - | - | - |
| 6 | Taiwan | - | - | - | - | - |
| 7 | Belgium | - | - | - | - | - |
| 8 | France | - | - | - | - | - |
| 9 | Hong Kong | - | - | - | - | - |
| 10 | The Netherlands | - | - | - | - | - |

AUS - Trade Data - HS Code 030213 Fresh or Chilled Pacific Salmon... (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 | 0 | -93 | -76 | - |
| 1 | Christmas Island | 1 | 0 | - | - | - |
| 2 | New Zealand | - | - | - | - | - |
| 3 | United States | - | - | - | - | - |
| 4 | Canada | - | - | - | - | - |
| 5 | Belgium | - | - | - | - | - |
| 6 | Italy | - | - | - | - | - |
| 7 | Poland | - | - | - | - | - |
| 8 | Brazil | - | - | - | - | - |
| 9 | China | - | - | - | - | - |
| 10 | Qatar | - | - | - | - | - |

***Source: ITC Trade Map, 2023***

# ITC - Trade Data

## *Fresh or Chilled Atlantic Salmon in Japan*

### Japan - Trade Data - HS Code 030214 Fresh or Chilled Atlantic Salmon... (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 | 130,629 | 11,346 | -23 | -8 | -11 |
| 1 | Norway | 83,162 | 7,301 | -36 | -13 | -15 |
| 2 | Canada | 27,173 | 2,191 | 102 | 2 | -3 |
| 3 | Australia | 17,004 | 1,589 | -19 | 30 | 30 |
| 4 | Chile | 1,953 | 162 | 2,059 | 188 | 101 |
| 5 | United Kingdom | 819 | 60 | -80 | -38 | -42 |
| 6 | Faroe Islands | 420 | 33 | -55 | - | -40 |
| 7 | Iceland | 88 | 9 | -57 | 101 | 73 |
| 8 | Denmark | 9 | 0 | -15 | -74 | - |
| 9 | Sweden | - | - | - | - | - |
| 10 | Finland | - | - | - | - | - |

### AUS - Trade Data - HS Code 030214 Fresh or chilled Atlantic salmon (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 | 285,470 | 22,288 | 1 | 43 | 31 |
| 1 | China | 167,539 | 12,334 | 15 | 38 | 22 |
| 2 | Indonesia | 37,157 | 2,789 | 27 | 56 | 44 |
| 3 | Japan | 23,309 | 1,680 | -3 | 39 | 32 |
| 4 | Vietnam | 15,873 | 1,605 | -15 | 48 | 45 |
| 5 | Taiwan | 12,670 | 1,093 | 45 | 22 | 15 |
| 6 | United States | 10,115 | 1,011 | -16 | 312 | 290 |
| 7 | Thailand | 7,764 | 796 | -68 | 126 | 134 |
| 8 | South Korea | 5,940 | 47=61 | -6 | 140 | 107 |
| 9 | Singapore | 2,334 | 270 | -75 | 26 | 15 |
| 10 | Bruneu | 40 | 82 | 45 | - | - |

***Source: ITC Trade Map, 2023***

# ITC - Trade Data

## *Prepared or Preserved Salmon in Japan*

### Japan - Trade Data - HS Code 160411 Prepared or Preserved Salmon... (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 | 97,680 | 9,101 | 6 | -5 | -4 |
| 1 | Vietnam | 47,178 | 4,986 | 7 | 9 | 10 |
| 2 | Thailand | 25,089 | 2,001 | 6 | -8 | -6 |
| 3 | China | 22,982 | 1,971 | 10 | -17 | -20 |
| 4 | Poland | 1,091 | 68 | -8 | 7 | 3 |
| 5 | United States | 538 | 43 | 161 | -15 | -25 |
| 6 | France | 310 | 10 | 71 | 29 | 15 |
| 7 | Indonesia | 283 | 13 | -73 | -38 | -43 |
| 8 | Canada | 142 | 5 | -25 | -10 | -16 |
| 9 | Latvia | 25 | 2 | -83 | - | - |
| 10 | The Netherlands | 24 | 1 | 159 | - | - |

### AUS - Trade Data - HS Code 160411 Prepared or Preserved Salmon... (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 | 355 | 24 | -2 | -15 | -21 |
| 1 | New Zealand | 136 | 15 | -7 | -30 | -26 |
| 2 | Hong Kong | 89 | 3 | 63 | 58 | 21 |
| 3 | Singapore | 44 | 3 | -28 | 3 | 8 |
| 4 | United States | 38 | 0 | 14 | - | - |
| 5 | Fiji | 15 | 0 | - | 90 | - |
| 6 | The Philippines | 13 | 1 | -58 | 44 | 0 |
| 7 | Papua New Guinea | 10 | 0 | -55 | -22 | - |
| 8 | Nauru | 7 | 1 | - | -19 | 0 |
| 9 | Norfolk Islands | 2 | 0 | -81 | - | - |
| 10 | Cook Islands | 1 | 0 | - | - | - |

***Source: ITC Trade Map, 2023***

# ITC - Trade Data

*Frozen Atlantic Salmon in Japan*

## Japan - Trade Data - HS Code 030313 Frozen Atlantic Salmon (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 | 10,694 | 1,403 | 6 | 18 | 17 |
| 1 | Norway | 5,282 | 694 | 7 | 38 | 41 |
| 2 | Faroe Islands | 3,011 | 353 | 16 | - | 20 |
| 3 | Chile | 2,347 | 338 | -9 | 11 | 4 |
| 4 | Camada | 55 | 19 | 397 | 46 | - |
| 5 | Hong Kong | - | - | - | - | - |
| 6 | Singapore | - | - | - | - | - |
| 7 | Denmark | - | - | - | - | - |
| 8 | Poland | - | - | - | - | - |
| 9 | The Netherlands | - | - | - | - | - |
| 10 | Sweden | - | - | - | - | - |

## AUS - Trade Data - HS Code 030313 Frozen Atlantic Salmon (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 | 1,594 | 247 | -61 | 39 | -9 |
| 1 | Vietnam | 527 | 109 | -5 | 117 | 32 |
| 2 | Indonesia | 516 | 56 | -37 | - | - |
| 3 | Hong Kong | 215 | 15 | 62 | 19 | 28 |
| 4 | New Zealand | 128 | 9 | - | -24 | 32 |
| 5 | The Philippines | 86 | 2 | -62 | 130 | -36 |
| 6 | Papua New Guinea | 60 | 10 | -27 | 1 | -37 |
| 7 | Bangladesh | 30 | 30 | -36 | - | - |
| 8 | Japan | 19 | 2 | - | - | - |
| 9 | Italy | 5 | 1 | 26 | - | - |
| 10 | Vanuatu | 4 | 3 | 11 | - | - |

***Source: ITC Trade Map, 2023***

# ITC - Trade Data

*Frozen Fillets of Pacific Salmon in Japan*

Japan - Trade Data - HS Code 030481 Frozen Fillets of Pacific Salmon (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 | 420,218 | 36,993 | 22 | 8 | 8 |
| 1 | Chile | 330,884 | 28,800 | 25 | 10 | 12 |
| 2 | Russia | 30,980 | 3,977 | 9 | -5 | -2 |
| 3 | Thailand | 23,789 | 1,242 | 76 | 147 | 123 |
| 4 | Norway | 17,214 | 1,112 | -12 | -5 | -5 |
| 5 | United States | 14,735 | 1,647 | 25 | -12 | -11 |
| 6 | Australia | 1,118 | 77 | 332 | - | - |
| 7 | Iceland | 836 | 79 | - | - | - |
| 8 | Vietnam | 362 | 40 | -8 | -39 | -35 |
| 9 | Sweden | 93 | 7 | - | - | - |
| 10 | Faroe Islands | 93 | 4 | -93 | - | -10 |

AUS - Trade Data - HS Code 030481 Frozen Fillets of Pacific Salmon (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 | 674 | 69 | 112 | 20 | -5 |
| 1 | Indonesia | 294 | 31 | 87 | - | - |
| 2 | Vietnam | 144 | 23 | 633 | -29 | -20 |
| 3 | New Zealand | 95 | 2 | - | - | - |
| 4 | Papua New Guinea | 54 | 3 | 42 | - | - |
| 5 | Hong Kong | 49 | 2 | -29 | 38 | 28 |
| 6 | Maldives | 16 | 1 | 265 | - | - |
| 7 | Solomon Islands | 9 | 6 | - | - | - |
| 8 | The Philippines | 8 | 0 | 208 | - | - |
| 9 | Nauru | 5 | 0 | - | - | - |
| 10 | Cocos Islands | 1 | 0 | - | - | - |

***Source: ITC Trade Map, 2023***

# ITC - Trade Data

*Frozen Pacific Salmon in Japan*

Japan - Trade Data - HS Code 030312 Frozen Pacific Salmon (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 | 648,480 | 100,761 | -1 | -1 | 0 |
| 1 | Chile | 628,768 | 95,380 | 0 | 0 | 1 |
| 2 | Russia | 12,072 | 3,989 | -25 | -19 | -13 |
| 3 | United States | 5,551 | 1,200 | 132 | -10 | -8 |
| 4 | Canada | 1,881 | 168 | -56 | -17 | -23 |
| 5 | New Zealand | 207 | 24 | -95 | -43 | -35 |
| 6 | Vietnam | - | - | - | - | - |
| 7 | China | - | - | - | - | - |
| 8 | Thailand | - | - | - | - | - |
| 9 | Indonesia | - | - | - | - | - |
| 10 | Taiwan | - | - | - | - | - |

AUS - Trade Data - HS Code 030312 Frozen Pacific Salmon (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 | 31 | 3 | -88 | 46 | 68 |
| 1 | Singapore | 12 | 1 | - | - | - |
| 2 | Papua New Guinea | 11 | 1 | -77 | 3 | 20 |
| 3 | The Philippines | 5 | 1 | - | - | - |
| 4 | New Zealand | 2 | 0 | - | - | - |
| 5 | Japan | - | - | - | - | - |
| 6 | China | - | - | - | - | - |
| 7 | Thailand | - | - | - | - | - |
| 8 | South Korea | - | - | - | - | - |
| 9 | Vietnam | - | - | - | - | - |
| 10 | Taiwan | - | - | - | - | - |

***Source: ITC Trade Map, 2023***

# ITC - Trade Data

*Smoked Pacific Salmon in Japan*

Japan - Trade Data - HS Code 030541 Smoked Pacific Salmon (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 | 6,880 | 364 | -11 | -12 | -14 |
| 1 | Poland | 2,344 | 137 | -6 | 19 | 13 |
| 2 | Chile | 1,806 | 106 | 49 | -31 | -30 |
| 3 | Norway | 1,221 | 56 | -17 | 19 | 20 |
| 4 | China | 522 | 26 | -51 | -23 | -27 |
| 5 | The Netherlands | 384 | 14 | 4 | 28 | 30 |
| 6 | Thailand | 228 | 16 | -75 | -17 | -15 |
| 7 | France | 146 | 4 | 221 | 5 | -1 |
| 8 | Canada | 119 | 4 | 119 | -32 | -31 |
| 9 | United Kingdom | 68 | 1 | 42 | 4 | -7 |
| 10 | Australia | 36 | 1 | 15 | -25 | -32 |

AUS - Trade Data - HS Code 030541 Smoked Pacific Salmon (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 | 21 | 1 | -88 | -61 | -62 |
| 1 | Papua New Guinea | 10 | 1 | 122 | 4 | 0 |
| 2 | Maldives | 7 | 0 | - | - | - |
| 3 | Hong Kong | 3 | 0 | -98 | -68 | - |
| 4 | United Kingdom | - | - | - | - | - |
| 5 | Germany | - | - | - | - | - |
| 6 | New Zealand | - | - | - | - | - |
| 7 | Poland | - | - | - | - | - |
| 8 | Norway | - | - | - | - | - |
| 9 | Denmark | - | - | - | - | - |
| 10 | Italy | - | - | - | - | - |

***Source: ITC Trade Map, 2023***

# ITC - Trade Data

*Fresh or Chilled Salmonidae in Japan*

Japan - Trade Data - HS Code 030219 Fresh or Chilled Salmonidae (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) |
|---|---|---|---|---|---|---|
| - | NO DATA AVAILABLE | | | | | |
| 1 | | | | | | |
| 2 | | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | | | | | | |
| 6 | | | | | | |
| 7 | | | | | | |
| 8 | | | | | | |
| 9 | | | | | | |
| 10 | | | | | | |

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

| Rank | Country | Exported Value (USD Thousand) | Quantity Exported (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

*Fresh or Chilled Salmonidae in Japan*

## Japan - Trade Data - HS Code 030319 Frozen Salmonidae (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) |
|---|---|---|---|---|---|---|
| - | NO DATA AVAILABLE | | | | | |
| 1 | | | | | | |
| 2 | | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | | | | | | |
| 6 | | | | | | |
| 7 | | | | | | |
| 8 | | | | | | |
| 9 | | | | | | |
| 10 | | | | | | |

## AUS - Trade Data - HS Code 030319 Frozen Salmonidae (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 | 1,209 | 47 | 19 | 35 | 20 |
| 1 | Hong Kong | 581 | 4 | 605 | 9 | -34 |
| 2 | Malaysia | 481 | 34 | -11 | 857 | - |
| 3 | Thaialnd | 92 | 5 | - | - | - |
| 4 | Papua New Guinea | 29 | 1 | -90 | 31 | 30 |
| 5 | Vietnam | 10 | 1 | -81 | 0 | -33 |
| 6 | Singapore | 10 | 0 | - | - | - |
| 7 | Solomon Islands | 3 | 0 | - | - | - |
| 8 | Japan | 3 | 0 | - | - | - |
| 9 | Saudi Arabia | - | - | - | - | - |
| 10 | Egypt | - | - | - | - | - |

***Source: ITC Trade Map, 2023***

# ITC - Trade Data

## *Fresh or Chilled Fillets of Pacific Salmon in Japan*

Japan - Trade Data - HS Code 030441 Fresh or Chilled Fillets of Pacific Salmon (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 | 286,018 | 19,910 | 1 | 10 | 10 |
| 1 | Norway | 274,877 | 19,156 | 0 | 10 | 10 |
| 2 | Chile | 9,191 | 626 | 125 | 10 | 8 |
| 3 | United States | 934 | 56 | -51 | 9 | 5 |
| 4 | Australia | 581 | 42 | -64 | 89 | 91 |
| 5 | The Netherlands | 390 | 28 | -52 | -15 | -13 |
| 6 | Canada | 29 | 2 | -60 | -9 | -18 |
| 7 | United Kingdom | 16 | 1 | -98 | -17 | -18 |
| 8 | Hong Kong | - | - | - | - | - |
| 9 | Singapore | - | - | - | - | - |
| 10 | Taiwan | - | - | - | - | - |

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

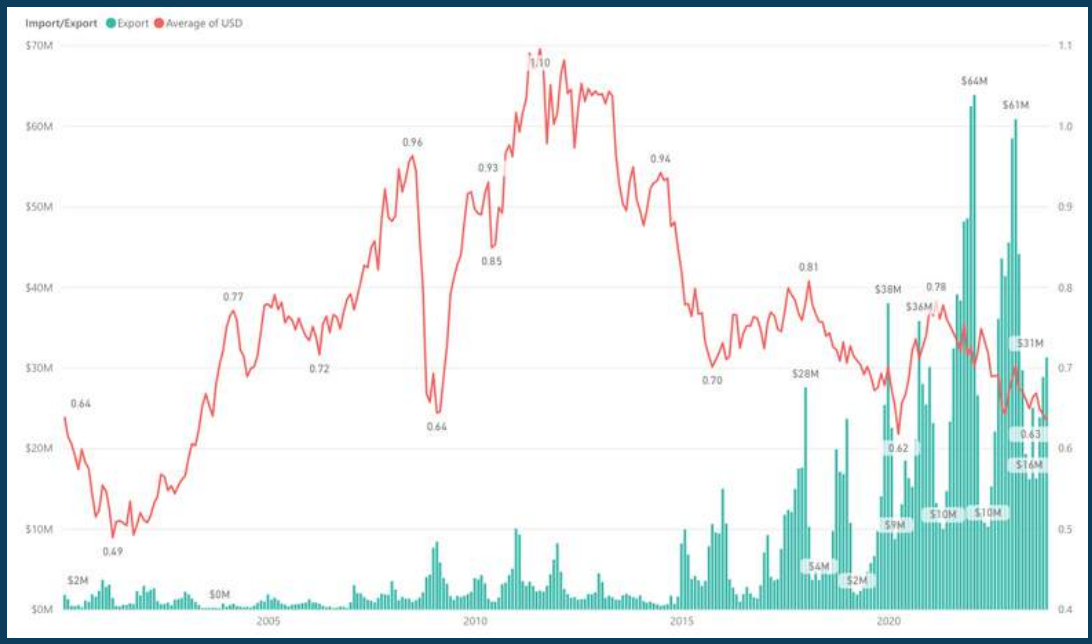
| Rank | Country | Exported Value (USD Thousand) | Quantity Exported (Tonnes) | Annual Growth in Exported Value % (Short-term '21 – '22) | Annual Growth in Exported Value % (Long-term '18 – '22) | Annual Growth in Exported Quantity % (Long-term '18 – '22) |
|---|---|---|---|---|---|---|
| - | World | 16 | 1 | -78 | -25 | -18 |
| 1 | Nauru | 6 | 0 | 57 | - | - |
| 2 | Hong Kong | 4 | 0 | -75 | 7 | - |
| 3 | Solomon Islands | 3 | 0 | -39 | 7 | - |
| 4 | Maldives | 1 | 0 | - | - | - |
| 5 | Canada | - | - | - | - | - |
| 6 | Norway | - | - | - | - | - |
| 7 | New Zealand | - | - | - | - | - |
| 8 | United States | - | - | - | - | - |
| 9 | Sweden | - | - | - | - | - |
| 10 | Germany | - | - | - | - | - |

***Source: ITC Trade Map, 2023***

# FRDC - Trade Data

## *Salmon Exports - Value*

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




Value of Exports - Salmon

| Commodity Description | Value |
|---|---|
| Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029) | $1,639,265,208 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | $216,488,447 |
| Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | $169,818,644 |
| Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03) | $20,444,481 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | $13,448,352 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039) | $11,946,061 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets), whether or not cooked before or during the smoking process | $9,202,743 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodrus) (excl. fillets and meat of HS 0304 & livers & roes) | $7,142,450 |
| Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes) | $7,105,586 |
| Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510) | $7,036,184 |
| Frozen salmonidae (excl. Sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and edible fish offal of HS 03039) | $6,899,141 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tschawytscha, O. kisutch, O. masou & O. rhodrus) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029) | $6,891,106 |
| Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho Hucho) | $4,370,812 |
| Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou andOncorhynchus rhodorus), excluding livers and roes | $3,866,377 |
| Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes) | $2,106,663 |
| Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout; fillets and other meat of HS 0304 and livers and roes) | $1,758,951 |
| Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 03029) | $1,368,730 |
| Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Daunube salmon (Hucho hucho) | $1,359,033 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes) | $1,096,389 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tschawytscha, O. kisutch, O. masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and edible fish offal of HS 03039) | $547,958 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes) | $108,725 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039) | $45,051 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes) | $26,109 |
| Fresh or chilled salmonidae meat, whether or not minced (excl. fillets) | $20,250 |

Value of Exports - Top Commodity Breakdown

| Country | Value |
|---|---|
| China | $1,036,211,431 |
| Japan | $284,363,789 |
| Indonesia | $204,197,263 |
| Taiwan | $126,096,434 |
| Vietnam | $119,366,555 |
| Thailand | $77,807,229 |
| United States of America | $73,989,668 |
| Singapore | $64,129,172 |
| Hong Kong | $36,854,619 |
| New Zealand | $33,700,626 |
| Korea Republic of | $21,837,243 |
| Malaysia | $21,107,414 |
| Brunei Darussalam | $5,070,100 |
| United Arab Emirates | $4,600,497 |
| Papua New Guinea | $3,224,881 |

Leading Export Destinations - Value

| State | Value |
|---|---|
| TAS | $1,584,502,806 |
| VIC | $435,986,094 |
| NSW | $68,389,893 |
| SA | $18,049,606 |
| Foreign (re-export) | $16,828,669 |
| WA | $4,351,785 |
| QLD | $4,231,439 |
| NT | $17,716 |
| ACT | $5,443 |

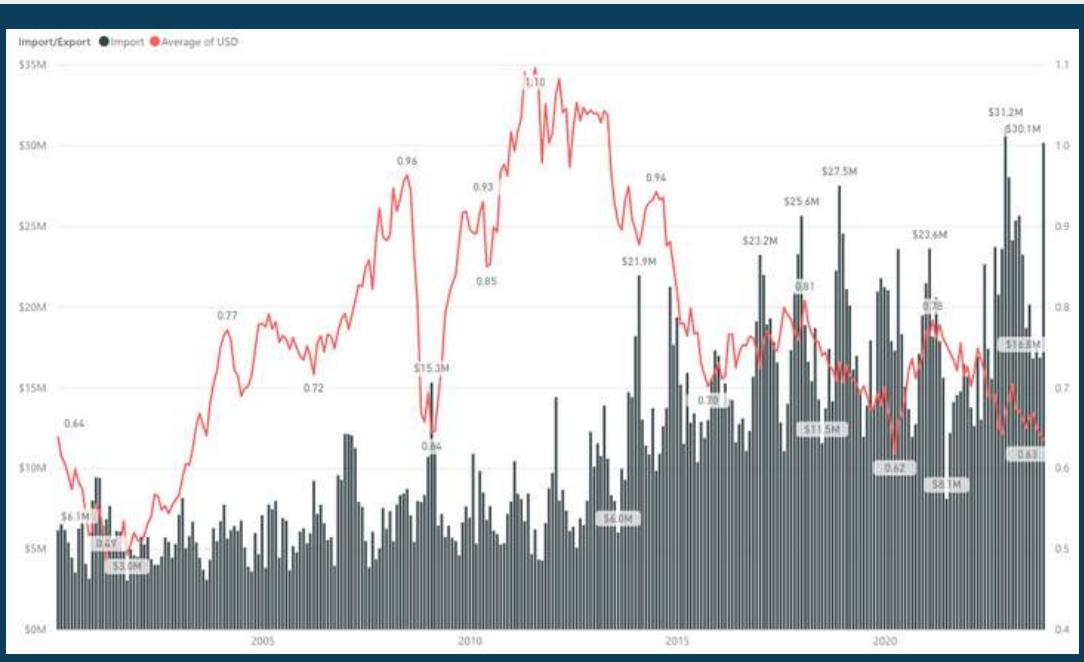
Export Value by State

*Source: FRDC, 2023*

# FRDC - Trade Data

## *Salmon Imports - Value*

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




Value of Imports - Salmon

| Commodity Description | Value |
|---|---|
| Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03) | $1,351,807,951 |
| Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510) | $772,936,264 |
| Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho Hucho) | $585,983,924 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus); Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillet) whether or not cooked before or during smoking, in packs <= 1kg | $214,356,907 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. t | $57,962,760 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodrus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | $56,714,624 |
| Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus); Atlantic salmon (Salmo salar) and Daunube salmon (Hucho hucho) | $36,684,083 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | $35,653,728 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodrus) (excl. fillets and meat of HS 0304 & livers & roes) | $25,474,396 |
| Prepared or preserved salmon (incl. minced salmon) (excl. whole fish or fish in pieces and salmon of Chapter 03) | $24,016,724 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs > 1kg | $16,319,516 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excluding fillets and o | $3,911,039 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes) | $3,688,256 |
| Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | $2,141,522 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excluding | $1,762,187 |
| Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes) | $967,400 |
| Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon: trout; fillets and other meat of HS 0304 and livers and roes) | $963,676 |
| Fresh or chilled salmonidae meat, whether or not minced (excl. fillets) | $832,182 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes) | $641,201 |
| Pacific salmon, frozen (excl. fish fillets and other fish meat of 0304, livers and roes) | $317,578 |
| Frozen salmonidae (excluding Sockeye salmon (red salmon)), Pacific salmon; Atlant | $316,711 |
| Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) ( | $278,816 |
| Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes) | $240,370 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes) | $142,460 |

Value of Imports - Top Commodity Breakdown

| Country | Value |
|---|---|
| Denmark | $760,932,018 |
| Norway | $716,934,430 |
| United States of America | $709,640,004 |
| Thailand | $315,231,652 |
| New Zealand | $205,269,755 |
| Canada | $203,117,995 |
| Poland | $168,441,779 |
| China | $22,602,158 |
| Germany | $20,671,459 |
| Chile | $19,976,550 |
| United Kingdom | $13,961,012 |
| Korea, Republic of | $11,893,071 |
| Sweden | $11,648,219 |
| Netherlands | $4,467,489 |
| Spain | $2,573,867 |

Leading Import Sources - Value

| State | Value |
|---|---|
| NSW | $1,667,236,982 |
| VIC | $1,024,730,989 |
| QLD | $370,099,957 |
| WA | $98,879,823 |
| SA | $32,881,147 |
| NT | $369,832 |
| TAS | $85,618 |

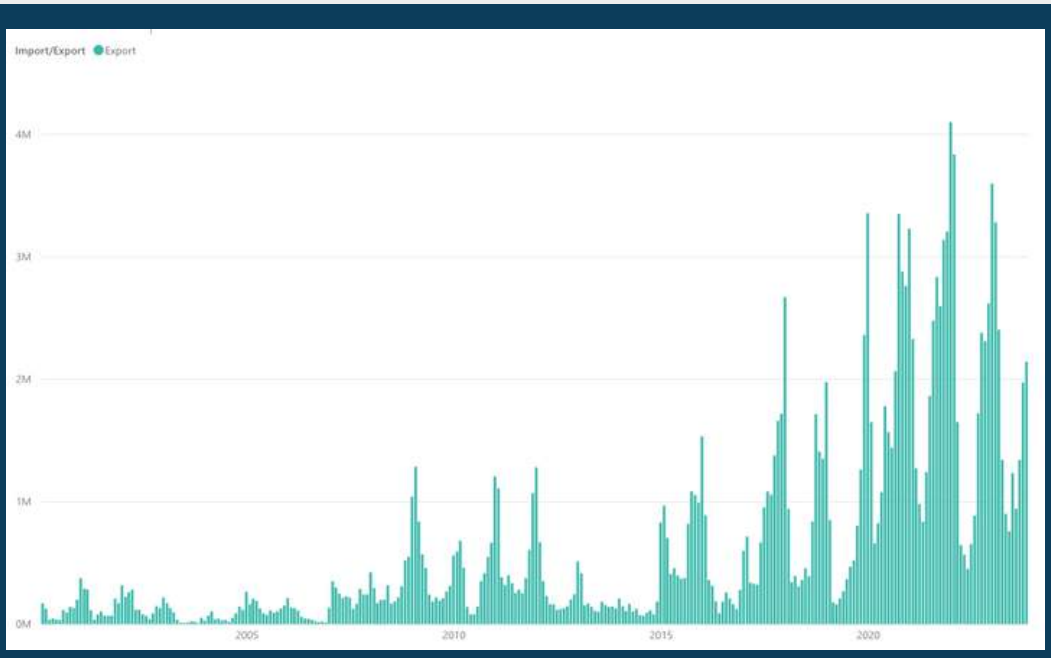
Import Value by State

*Source: FRDC, 2023*

# FRDC - Trade Data

## *Salmon Exports - Volume*

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




Volume of Exports - Salmon

| Commodity Description | Quantity |
|---|---|
| Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029) | 117,152,229 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 28,188,909 |
| Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 16,522,408 |
| Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03) | 3,497,767 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039) | 2,469,055 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 2,060,514 |
| Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes) | 842,817 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodrus) (excl. fillets and meat of HS 0304 & livers & roes) | 819,482 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets), whether or not cooked before or during the smoking process | 488,608 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tschawytscha, O. kisutch, O. masou & O. rhodrus) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029) | 468,406 |
| Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) | 419,343 |
| Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou andOncorhynchus rhodorus), excluding livers and roes | 385,534 |
| Frozen salmonidae (excl. Sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and edible fish offal of HS 03039) | 371,708 |
| Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon: trout; fillets and other meat of HS 0304 and livers and roes) | 340,554 |
| Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes) | 304,579 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes) | 286,395 |
| Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510) | 267,822 |
| Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Daunube salmon (Hucho hucho) | 134,852 |
| Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 03029) | 83,089 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tschawytscha, O. kisutch, O. masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and edible fish offal of HS 03039) | 47,781 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes) | 8,188 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03039) | 3,401 |
| Fresh or chilled salmonidae meat, whether or not minced (excl. fillets) | 3,361 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes) | 290 |

Volume of Exports - Top Commodity Breakdown

| Country | Quantity |
|---|---|
| China | 74,753,863 |
| Japan | 25,160,162 |
| Indonesia | 15,946,026 |
| Taiwan | 11,682,342 |
| Vietnam | 11,093,684 |
| Thailand | 8,516,166 |
| Singapore | 6,756,309 |
| United States of America | 6,308,122 |
| New Zealand | 4,341,299 |
| Hong Kong | 3,772,796 |
| Malaysia | 2,058,352 |
| Korea Republic of | 1,466,865 |
| United Arab Emirates | 551,195 |
| Papua New Guinea | 456,649 |
| Brunei Darussalam | 344,253 |

Leading Export Destinations - Volume

| State | Quantity |
|---|---|
| TAS | 131,205,860 |
| VIC | 34,594,194 |
| NSW | 4,678,578 |
| Foreign (re-export) | 2,101,943 |
| SA | 1,337,829 |
| QLD | 634,449 |
| WA | 611,785 |
| NT | 2,353 |
| ACT | 101 |

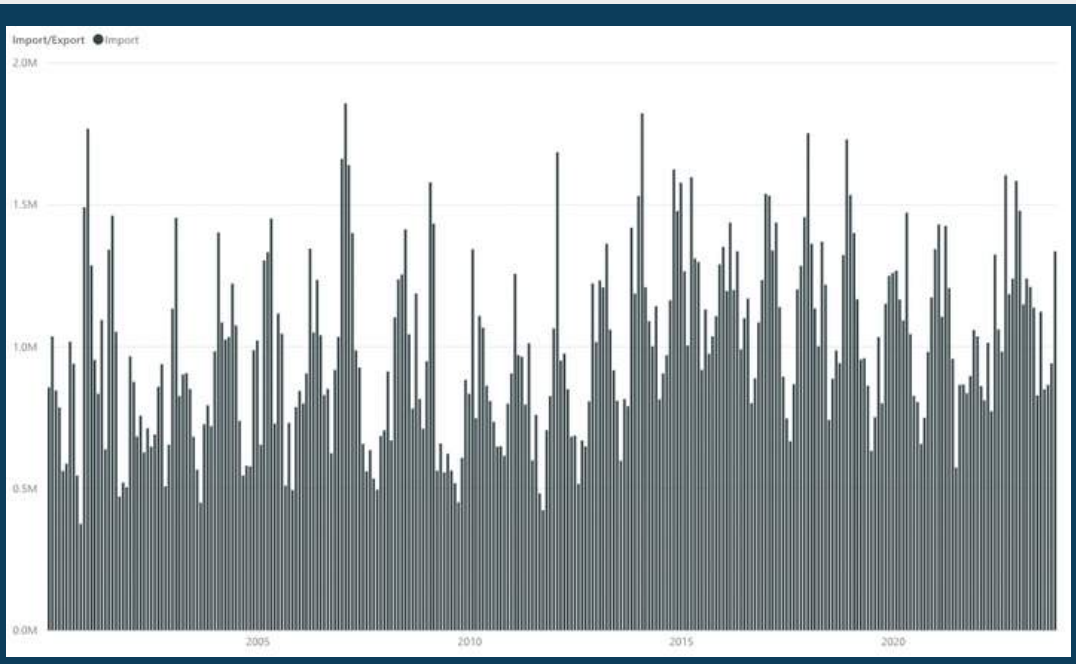
Export Volume by State

*Source: FRDC, 2023*

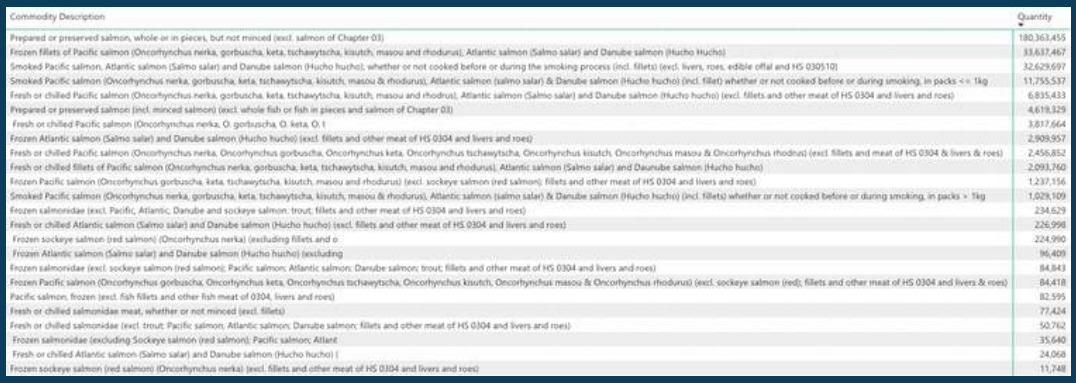
# FRDC - Trade Data

## *Salmon Imports - Volume*

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




Volume of Imports - Salmon



| Commodity Description | Quantity |
|---|---|
| Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03) | 180,363,455 |
| Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus); Atlantic salmon (Salmo salar) and Danube salmon (Hucho Hucho) | 33,637,467 |
| Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho); whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510) | 32,629,697 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillet) whether or not cooked before or during smoking, in packs <= 1kg | 11,755,537 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodrus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 6,835,433 |
| Prepared or preserved salmon (incl. minced salmon) (excl. whole fish or fish in pieces and salmon of Chapter 03) | 4,619,329 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. t | 3,817,664 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 2,909,957 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodrus) (excl. fillets and meat of HS 0304 & livers & roes) | 2,456,852 |
| Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) | 2,093,760 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tschawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes) | 1,237,156 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tschawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs > 1kg | 1,029,109 |
| Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon. trout; fillets and other meat of HS 0304 and livers and roes) | 234,629 |
| Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 226,998 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excluding fillets and o | 224,990 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excluding | 96,409 |
| Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes) | 84,843 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tschawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes) | 84,418 |
| Pacific salmon, frozen (excl. fish fillets and other fish meat of 0304, livers and roes) | 82,595 |
| Fresh or chilled salmonidae meat, whether or not minced (excl. fillets) | 77,424 |
| Fresh or chilled salmonidae (excl. trout; Pacific salmon, Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes) | 50,762 |
| Frozen salmonidae (excluding Sockeye salmon (red salmon); Pacific salmon; Atlant | 35,640 |
| Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) ( | 24,068 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes) | 11,748 |

Volume of Imports - Top Commodity Breakdown

| Country | Quantity |
|---|---|
| United States of America | 102,975,924 |
| Norway | 40,559,522 |
| Thailand | 38,211,731 |
| Denmark | 35,078,466 |
| Canada | 27,941,393 |
| New Zealand | 16,578,766 |
| Poland | 10,893,865 |
| China | 3,944,868 |
| Korea, Republic of | 2,512,200 |
| Chile | 2,188,300 |
| Germany | 1,267,780 |
| United Kingdom | 809,483 |
| Sweden | 506,343 |
| Netherlands | 261,377 |
| France | 233,686 |

Leading Import Sources - Volume

| State | Quantity |
|---|---|
| NSW | 131,123,981 |
| VIC | 109,876,251 |
| QLD | 30,463,678 |
| WA | 8,415,615 |
| SA | 4,725,078 |
| NT | 22,751 |
| TAS | 3,941 |

Import Volume by State

*Source: FRDC, 2023*

# FRDC - Trade Data Sourced from FAO

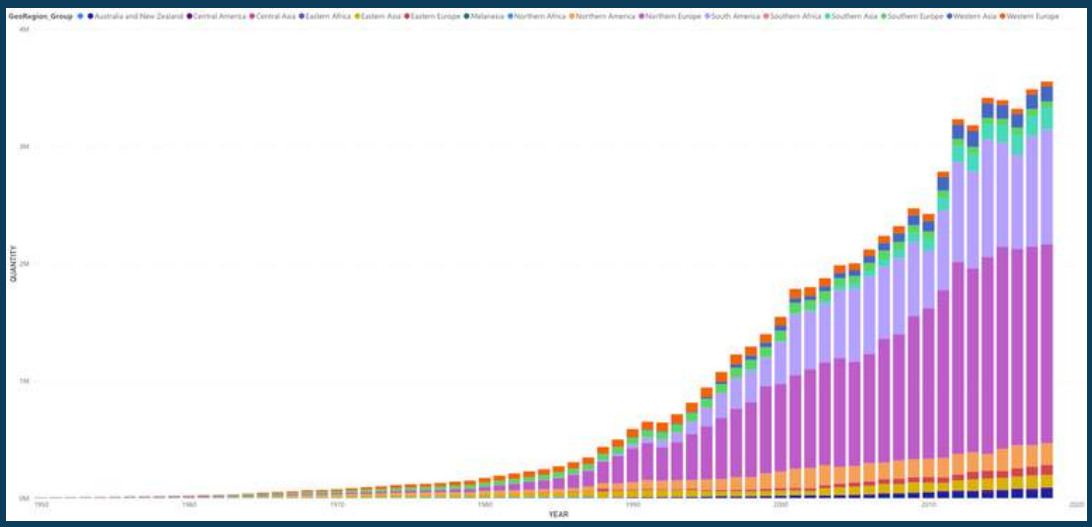
## *Food and Agriculture Organization (FAO) Production Volume, Value and Trade - Salmon, Trouts, Smelts*

ISSCAAP Group: Salmon, Trouts, Smelts

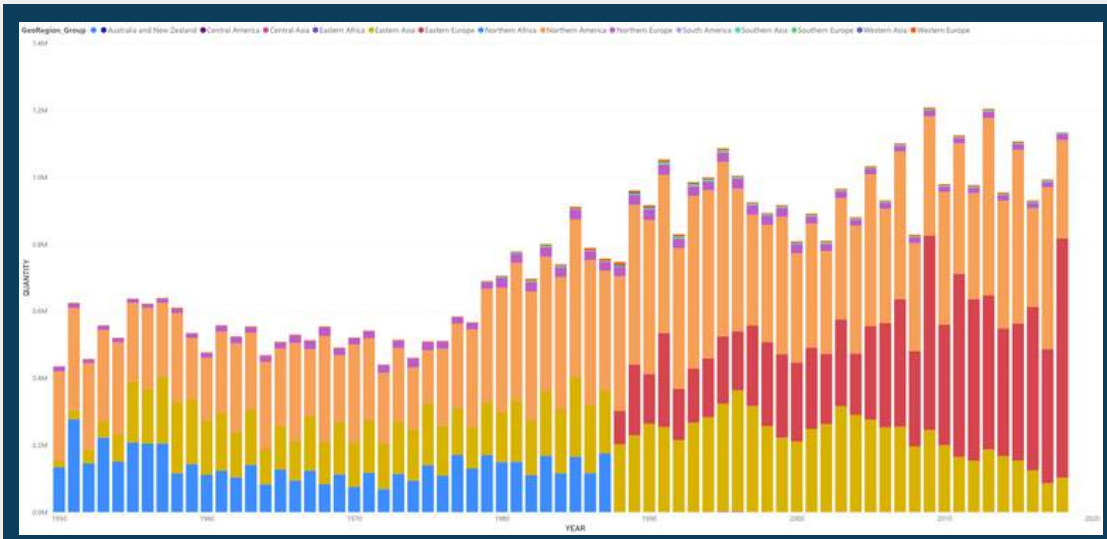
| Reporting country Name En | Unit Name | 2021 | 2020 | 2019 |
|---|---|---|---|---|
| Australia | Tonnes – net product weight | 40 255 | 36 775 | 24 283 |
| Japan | Tonnes – net product weight | 303 219 | 310 011 | 307 406 |

| Reporting country Name En | Unit Name | 2021 | 2020 | 2019 |
|---|---|---|---|---|
| Australia | Value (USD 1000) | 433 651 | 332 336 | 251 977 |
| Japan | Value (USD 1000) | 2 407 904 | 2 289 106 | 2 532 618 |

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

GWI - 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

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