



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

January 2024





About Seafood Industry Australia

Seafood Industry Australia (SIA) is the national peak-body representing the Australian seafood industry as a whole. With members from the wildcatch, aquaculture and post-harvest sectors of the Australian seafood industry, we are the voice of Australian seafood.

SIA provides consumers, Government and other stakeholders with confident and united representation. Our unity indicates that we love what we do, we stand by our products and that those products are the best in the world.

SIA provides services identified through a process involving member input to fill a critical gap that currently exists, to have more influence on Government decisions, to act as a national industry voice, to be a marketing and communications hub, and to remove obstacles to growth standing in the way of the Australian seafood industry.

Our vision is for the Australian seafood industry to be United, Effective and Respected.

Our mission is to Promote, Protect and Develop the Australian seafood industry on the national and international level.

Agricultural Trade and Market Access Cooperation (ATMAC) Program

The ATMAC program is an Australian Government initiative, expanding trade in Australian agricultural, forestry and fisheries sectors into emerging export markets and/or export markets with high-growth potential. This will be achieved through support for diversification efforts that align with industry priorities.

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



Economic Indicators

- GDP (USD): **\$1.70 trillion** as of December 2023.
- GDP Per Capita (USD): **\$34,650** as of December 2023.
- Currency: **South Korean Won** (KRW).
- Exchange Rate: **1 KRW = 0.0011 AUD** (01/02/24).
- Mercer's 2023 Quality of Living Ranking: South Korea highest-ranking city is **Seoul at 81**, followed by **Busan at 95**.
- Human Development Index: **0.925** and ranked **19th** as of 2021.
- Logistics Performance Index: **3.80** and ranked **17th** globally as of 2023.

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

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

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



Demographic Indicators

- Total Population: Approximately **51.70 million** as of December 2023.
- Expatriate Population: Approximately **2.26 million** as of 2023 as per Statistics Korea.
- Population Growth: **-0.06%** as of 2023.
- Median Age: Approximately **45.00 years old**.
- Urban Population: **81.43%** as of 2022.
- **Population Ethnicity:**
 - 96% Korean
 - 2% Chinese
 - 2% Other (including American and Vietnamese)
- **Dominant Religious Groups:**
 - 56.1 No religion
 - 27.7% Christian
 - 15.5% Buddhist
 - 0.7% Other (including Muslim, Hindu)

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



Consumer Behaviour & Societal Trends

Key Trends:

- South Korean consumers saw their purchasing power, already below the OECD average, fall further in 2020 as a result of reduced consumption and business activity following the start of the COVID-19 pandemic. However, this reduction was relatively lower than most countries worldwide, and consequently, consumer confidence has held up as of late-2020.
- Korean consumers rank mobile shopping sites followed by the online forum Never Cafe as the channels they visit most frequently before making an online purchase, demonstrating the importance they place on customer reviews when making spending decisions.
- With the fast rise in South Koreans living by themselves, a trend that reached 30% of all households in 2019-20, product innovation that improves the convenience of daily activities, such as ready-to-eat and easy-to-cook meals, has become very popular.
- Due to concerns over personal immunity re-emerging due to the COVID-19 pandemic, interest in consumer health products has grown considerably throughout 2020-21 amongst Korean consumers, particularly in the preventative health category which encompasses popular products such as red ginseng.
- Purchases in South Korea are generally made in large department stores or shopping centres spread out around major cities. The products most commonly purchased come from select major brands that employ very detailed packaging, as purchases are often made for image or status reasons.
- South Koreans, relative to the rest of the world, are not loyal to brands and will change quickly as per product reviews and feedback sourced over the internet due to their tech-savvy qualities.

- South Korean consumers are especially concerned about their environmental footprint with pollution, present at high rates in industrial cities, being the leading environmental concern for 70% of the population and almost always associated with climate change. Although, participation in the shared economy, populated in South Korea by internet exchanges and flea markets, decreased in 2020 due to social distancing preferences amongst consumers.
- Half of South Koreans surveyed believed they had become more mindful of where they spend their money due to the COVID-19 pandemic, while nearly half were switching to less expensive products. This shift in purchasing behaviour towards saving money has seen purchasing on Food & Beverage remain stable while spending in most other categories has fallen.

Source: Nielsen, Mintel, McKinsey, USDA

Digital Adoption:

- Relative to the rest of the world, South Koreans are very connected with technology, with over 50 million internet users as of February 2022, comprising 98% of the population.
- There are also high levels of social media usage at nearly 46.81 million social media users with a penetration rate of 91%.

Source: Digital in 2022 Report





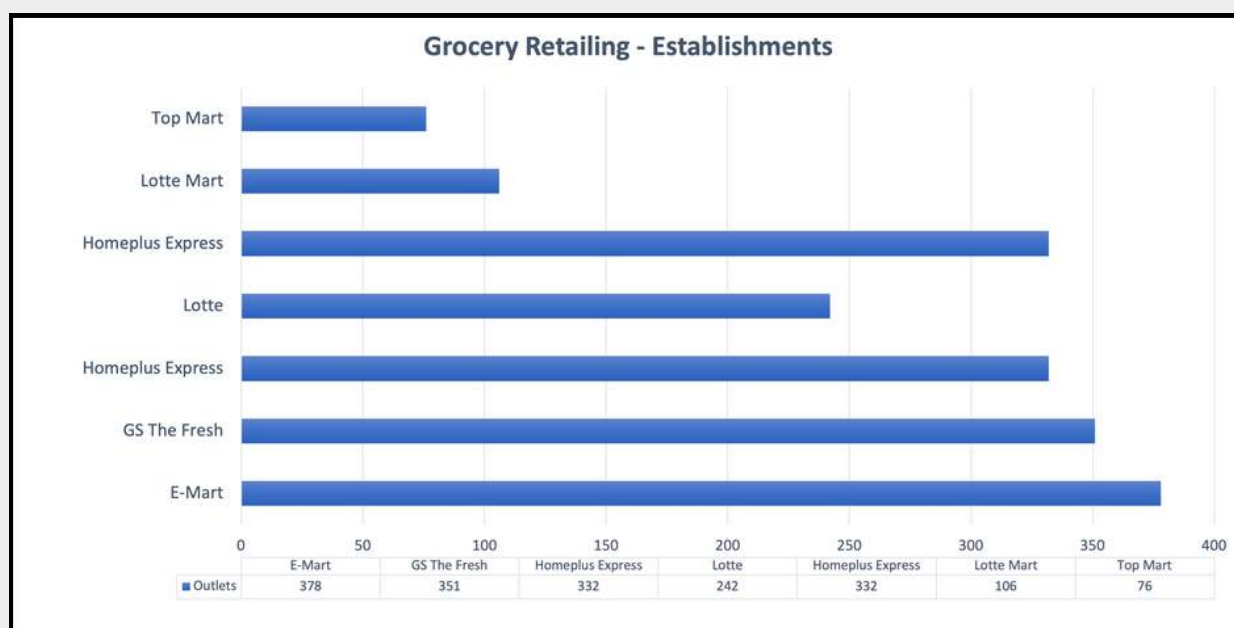
Grocery Retail Channel Developments

Key Trends:

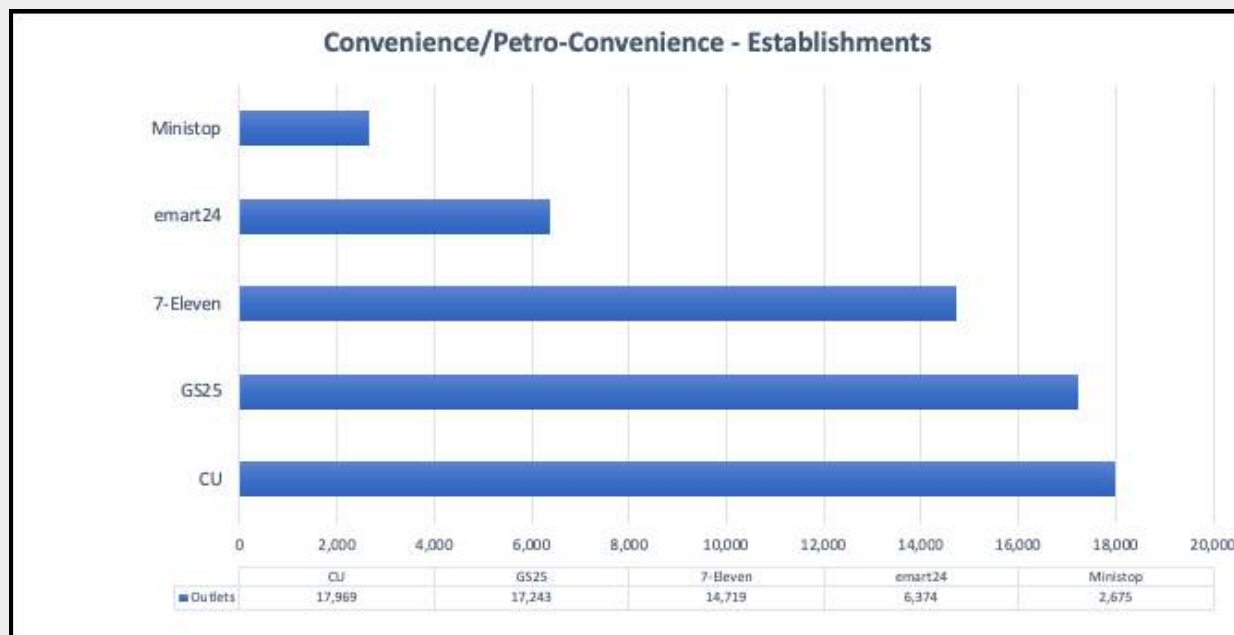
- Grocery sales value remained stable throughout 2020 as the result of spending on essential goods rising as a portion of household expenditure, along with government subsidies to support grocery retailers, especially independent stores, that were struggling in the midst of reduced foot traffic nationwide.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

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

Grocery Retailing Brand Outlets:



Convenience/Petro-Convenience Brand Outlets:



Source: Nielsen, Mintel, McKinsey, USDA



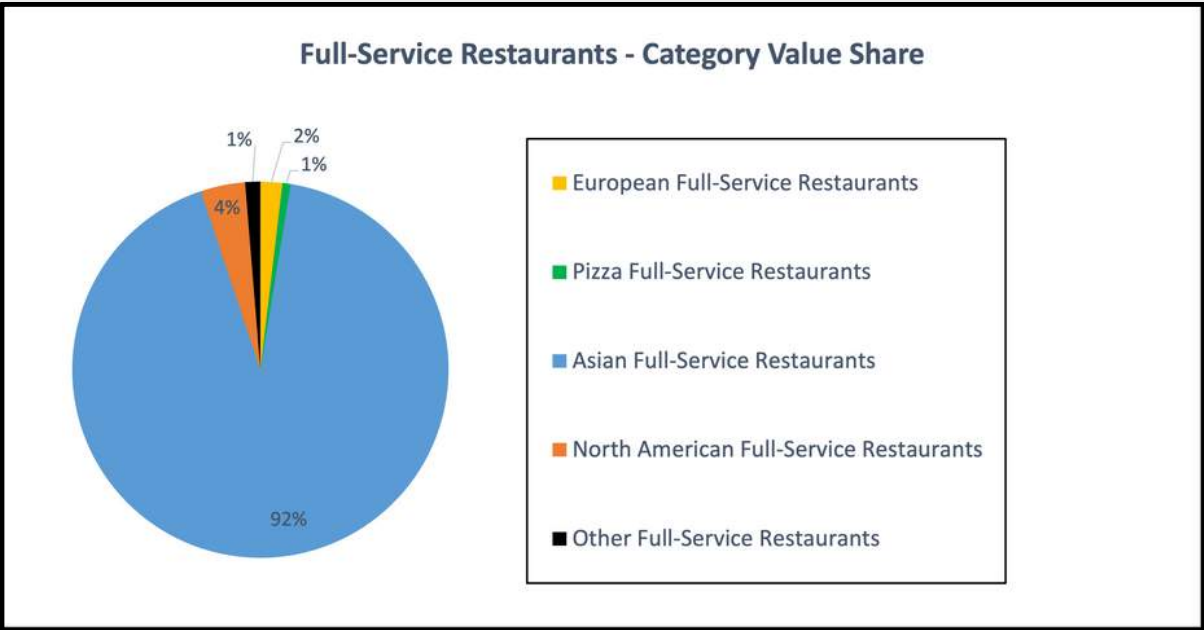
Foodservice Channel Developments

Key Trends:

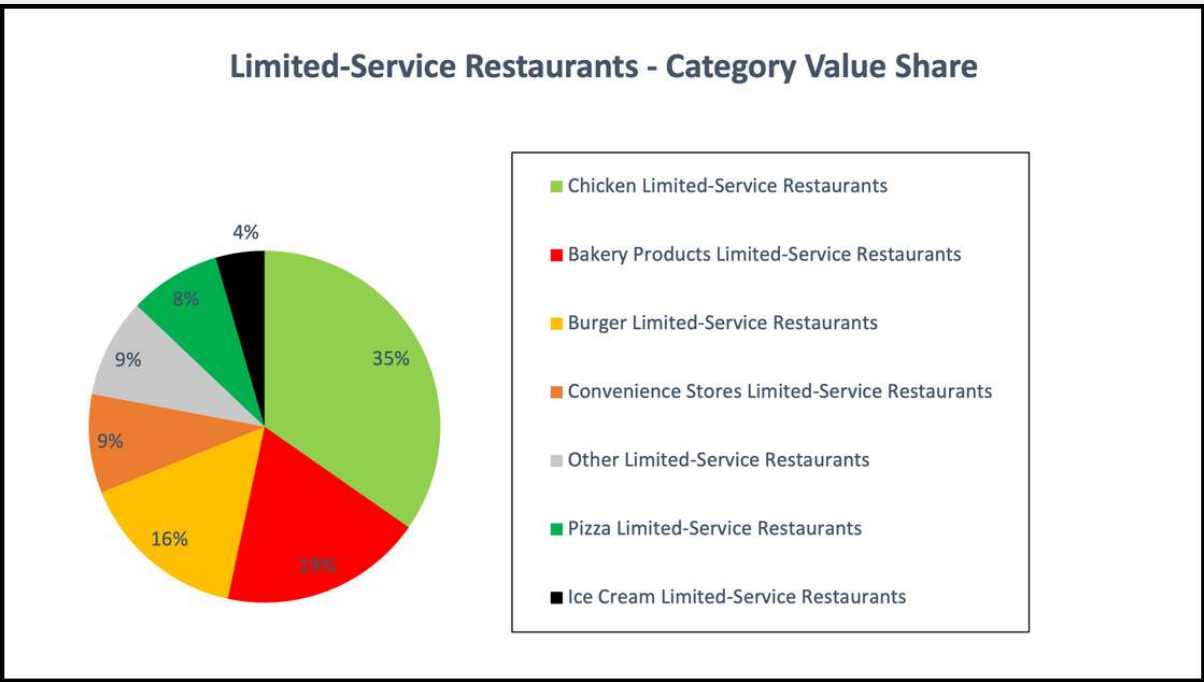
- The foodservice industry in South Korea has suffered heavily from the COVID-19 pandemic and the three waves of high infections it brought to the Asian nation. For example, in February and March of 2020, on-premise dining decreased 26%, with the consequences of such behaviour including widespread closures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

- Consecutive South Korean government stimulus packages have failed to satisfy small business owners who, in joining together in hundreds to sue the government, claim that restrictions unfairly targeted cafes, along with businesses outside of the Seoul region.
- Diversified products that are progressively appearing on full-service restaurant menus are mainly targeted towards at-home dining. For example, DIY meal-kits and other semi-finished products are increasingly sold through restaurants’ direct business-to-consumer delivery services.
- Restaurants have begun to adopt the trend for creating subscription services with available monthly subscriptions spreading for products such as sandwiches and coffees, the latter of which had subscriptions popularised in 2020 by Paris Baguette.

Full-Service Restaurants - Category Value Share:



Limited-Service Restaurants - Category Value Share:



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

Food & Drink e-Commerce Channel Developments

Key Trends:

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

Key E-tailers:

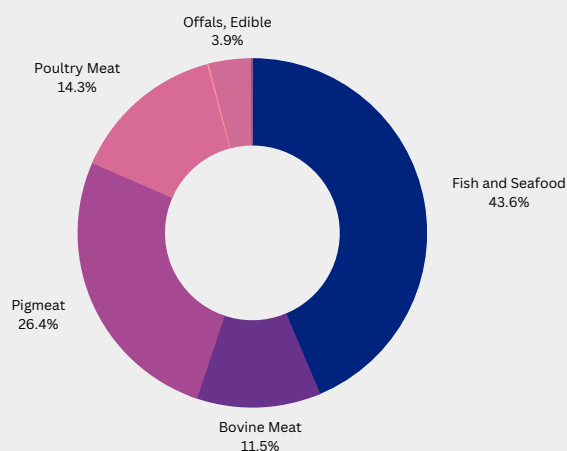
- The biggest search engine in the country, Naver, entered the online Food & Drink market in 2020 with its new online grocery shopping named "Jangbogi", which partners with major supermarkets such as Hanaro Mart and Homeplus to offer quick online orders and deliveries.
- Coupang is the biggest e-tailer in South Korea and operates a very successful same-day grocery delivery service with zero-waste packaging, a convenient return policy, and distribution centres covering around 70% of the nation's population.
- Market Kurly has experienced three-digit growth since launching in 2015 because of the business' relatively wide range of Food & Drink products sold, including traditional fresh food products along with RTE organic meals and foods with portions purposely made smaller for the rise of single-person households.

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

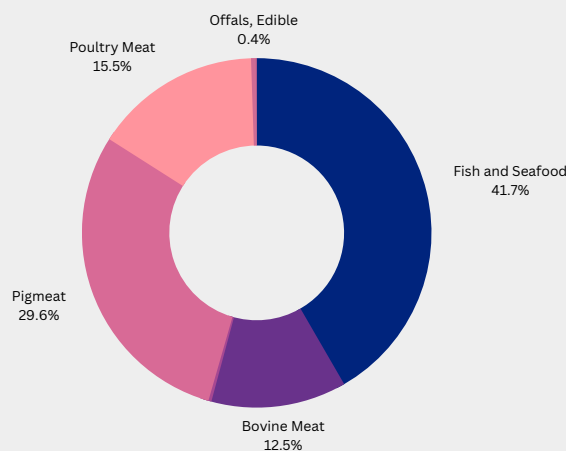
Seafood Consumption in South Korea

- Fish and seafood supply per person in South Korea is valued at 57.06 kg as of 2019 according to the United Nations Food and Agricultural Organization (FAO). This value has risen by 0.62% annually between 2014 - 2019, having been previously recorded as 55.32 kg in 2014.
 - Food supply is defined as food available for human consumption. At country level, it is calculated as the food remaining for human use after deduction of all non-food utilizations
- Other meat alternative consumption values per capita in 2019 were:
 - Bovine Meat: 17.16 kg
 - Mutton & Goat Meat: 0.38 kg
 - Pigmeat: 40.49 kg
 - Poultry Meat: 21.19 kg
 - Meat, Other: 0.10 kg
 - Offals, Edible: 4.94 kg

2014 Protein Consumption* - Food Supply (%)



2019 Protein Consumption* - Food Supply (%)



- * This graph does not take into account grain and cereal products, rice products, roots, potatoes, sugar, pulses, fruits and vegetables, and other alternatives.
- Note: Fish and Seafood consumption takes into account: Freshwater Fish, Demersal Fish, Pelagic Fish, Marine Fish (Other), Crustaceans, Cephalopods, Molluscs (Other), and Aquatic Animals (Others).

Source: FAOStat, 2022



Market Access Requirements

Key Regulators:

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

Product Registration/Import Procedure:

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

Documentation Required:

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

General Labelling Requirements:

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

Packaging Requirements:

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

Non-Tariff Barriers:

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

Tariffs Levied:

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

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





Category Data

Fish and Seafood in South Korea

Key Trends:

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

- The number of Korean single person-households is on the rise, as is the number of Koreans who prefer not to cook at home. As a result, there is potential for home meal replacement (HMR) to grow exponentially in Korea, creating multiple growth opportunities for seafood producers too. The convenience of ready-to-cook and ready-to-eat products appeals to most consumers and an increase in demand for HMR products has led to an increase in seafood HMR like marinated salmon steak, cod fillet, and mackerel box-lunches. Convenience stores and newsagents are taking considerable advantage of this trending demand, especially through launching private-label products, many of which are sourced from countries outside of Korea.
- Food safety is a priority for Koreans, with more consumers paying increased attention to hygiene and food safety standards, especially after the Fukushima earthquake and the 2011 collapse of the nuclear plant in Japan. Following these events, Korea banned many Japanese fish.
- With raw fish being a popular way of consumption for Korean consumers, keeping seafood fresh throughout the delivery process is vital.
- Similar to its neighbouring Asian countries, Korean consumers enjoy consuming sushi and sashimi when dining out. Even though Korea has thousands of existing sushi restaurants, convenience stores are also jumping into the sushi market by offering consumers individually packaged sushi in store.
- As per a 2015 US Government report, the highest priorities of Korean consumers while purchasing seafood are freshness, place of origin, taste, low cost, and food safety.
- Korean consumers remain highly sensitive to food safety matters, having experienced several food safety scandals in the last few years, including the risk of radiation from Japanese seafood. A survey conducted by the Ministry of Food and Drug Safety found that 7 out of 10 consumers were unlikely to buy seafood caught in Japan.

| Country | Sector | Category | Segment | Year | Value M USD | 5yr CAGR M USD (%) |
|-------------|----------------|--|--|------|-------------|--------------------|
| South Korea | Fish & Seafood | Ambient Fish & Seafood | Ambient Fish & Seafood | 2022 | 544.39 | 2.31 |
| | | | | 2027 | 624.72 | 2.79 |
| | | Chilled Raw Packaged Fish & Seafood - Processed | Chilled Raw Packaged Fish & Seafood - Processed | 2022 | 850.81 | 3.09 |
| | | | | 2027 | 1,017.05 | 3.63 |
| | | Chilled Raw Packaged Fish & Seafood - Whole Cuts | Chilled Raw Packaged Fish & Seafood - Whole Cuts | 2022 | 910.36 | 2.41 |
| | | | | 2027 | 993.34 | 1.76 |
| | | Dried Fish & Seafood | Dried Fish & Seafood | 2022 | 196.17 | 3.39 |
| | | | | 2027 | 257.16 | 5.56 |
| | | Fresh Fish & Seafood (Counter) | Fish | 2022 | 1,820.03 | 1.07 |
| | | | | 2027 | 1,937.41 | 1.26 |
| | | | Shellfish | 2022 | 2,040.55 | 2.21 |
| | | | | 2027 | 2,290.77 | 2.34 |
| | | Frozen Fish & Seafood | Frozen Processed Fish | 2022 | 209.02 | 3.60 |
| | | | | 2027 | 270.39 | 5.28 |
| | | | Frozen Whole Cuts Of Fish & Seafood | 2022 | 370.93 | 3.35 |
| | | | | 2027 | 414.59 | 2.25 |

Source: GlobalData, 2024

ITC - Trade Data

Fresh or Chilled Atlantic Salmon in South Korea

SK - Trade Data - HS Code 030214 Fresh or chilled Atlantic salmon (Import):

| Rank | Country | Imported Value (USD Thousand) | Quantity Imported (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 | 312,896 | 21,895 | 2 | 11 | 4 |
| 1 | Norway | 303,256 | 21,135 | 2 | 10 | 4 |
| 2 | Australia | 5,233 | 463 | -18 | 119 | 111 |
| 3 | Chile | 2,771 | 196 | 601 | 570 | - |
| 4 | United Kingdom | 1,475 | 88 | 9 | -9 | -18 |
| 5 | Canada | 143 | 12 | - | -34 | 41 |
| 6 | Faroe Islands | 16 | 1 | - | - | - |
| 7 | United States | 2 | 0 | - | - | - |
| 8 | Mongolia | - | - | - | - | - |
| 9 | Northern Mariana Islands | - | - | - | - | - |
| 10 | Sweden | - | - | - | - | - |

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 | 461 | -6 | 140 | 107 |
| 9 | Singapore | 2,334 | 270 | -75 | 26 | 15 |
| 10 | Brunei | 40 | 82 | 45 | - | - |

Source: ITC Trade Map, 2023

ITC - Trade Data

Frozen Atlantic Salmon in South Korea

SK - Trade Data - HS Code 030313 Frozen Atlantic Salmon

(Import):

| Rank | Country | Imported Value (USD Thousand) | Quantity Imported (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 | 30,569 | 3,537 | 84 | -17 | -20 |
| 1 | Chile | 18,685 | 2,236 | 266 | -27 | -28 |
| 2 | Norway | 11,884 | 1,301 | 3 | -2 | -3 |
| 3 | China | - | - | - | - | - |
| 4 | Thailand | - | - | - | - | - |
| 5 | Bangladesh | - | - | - | - | - |
| 6 | The Philippines | - | - | - | - | - |
| 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 Salmonidae in South Korea

SK - 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) |
|------|--------------------------|-------------------------------|----------------------------|--|---|--|
| - | World | 1 | 0 | - | -13 | - |
| 1 | Vietnam | 1 | 0 | - | - | - |
| 2 | Northern Mariana Islands | - | - | - | - | - |
| 3 | Mauritania | - | - | - | - | - |
| 4 | United States | - | - | - | - | - |
| 5 | Turkey | - | - | - | - | - |
| 6 | Russia | - | - | - | - | - |
| 7 | United Kingdom | - | - | - | - | - |
| 8 | India | - | - | - | - | - |
| 9 | Czech Republic | - | - | - | - | - |
| 10 | Australia | - | - | - | - | - |

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 | Thailand | 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

Frozen Fillets of Pacific Salmon in South Korea

SK - Trade Data - HS Code 030481 Frozen Fillets of Pacific Salmon

(Import):

| Rank | Country | Imported Value (USD Thousand) | Quantity Imported (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 | 10,128 | 1,211 | 54 | -2 | 8 |
| 1 | Chile | 6,972 | 526 | 192 | -3 | -4 |
| 2 | United States | 1,361 | 414 | -16 | 23 | 52 |
| 3 | Norway | 962 | 57 | -56 | -20 | -26 |
| 4 | Russia | 636 | 199 | 97 | 53 | 69 |
| 5 | Thailand | 89 | 8 | - | -31 | 19 |
| 6 | China | 78 | 7 | 388 | 398 | - |
| 7 | Canada | 20 | 1 | 58 | -55 | -50 |
| 8 | Lithuania | 9 | 0 | - | - | - |
| 9 | Denmark | 1 | 0 | - | - | - |
| 10 | US Minor Outlying Islands | - | - | - | - | - |

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 South Korea

SK - 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 | 104,104 | 42,124 | 126 | 41 | 85 |
| 1 | Russia | 71,700 | 37,542 | 67 | 140 | 176 |
| 2 | Chile | 32,153 | 4,510 | 992 | -11 | -11 |
| 3 | United States | 251 | 72 | 431 | -37 | -34 |
| 4 | China | - | - | - | - | - |
| 5 | Vietnam | - | - | - | - | - |
| 6 | Thailand | - | - | - | - | - |
| 7 | The Philippines | - | - | - | - | - |
| 8 | Japan | - | - | - | - | - |
| 9 | Italy | - | - | - | - | - |
| 10 | Northern Mariana Islands | - | - | - | - | - |

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 South Korea

SK - 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 | 457 | 26 | -62 | -32 | -23 |
| 1 | Norway | 150 | 8 | -76 | -21 | -16 |
| 2 | Singapore | 107 | 3 | 168 | - | -25 |
| 3 | New Zealand | 73 | 2 | -83 | -52 | -53 |
| 4 | Poland | 69 | 4 | 2 | 27 | 20 |
| 5 | Lithuania | 36 | 9 | 188 | - | - |
| 6 | Canada | 20 | 1 | -48 | -41 | -34 |
| 7 | Northern Mariana Islands | - | - | - | - | - |
| 8 | Mexico | - | - | - | - | - |
| 9 | Germany | - | - | - | - | - |
| 10 | The Netherlands | - | - | - | - | -- |

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 South Korea

SK - 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 Fillets of Pacific Salmon in South Korea

SK - Trade Data - HS Code 030441 Fresh or Chilled Fillets of Pacific Salmon

(Import):

| Rank | Country | Imported Value (USD Thousand) | Quantity Imported (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 | 122,006 | 7,065 | 24 | 23 | 20 |
| 1 | Norway | 122,005 | 7,065 | 24 | 23 | 20 |
| 2 | New Zealand | 1 | 0 | - | -28 | - |
| 3 | US Minor Outlying Islands | - | - | - | - | - |
| 4 | Mexico | - | - | - | - | - |
| 5 | Chile | - | - | - | - | - |
| 6 | The Netherlands | - | - | - | - | - |
| 7 | Sweden | - | - | - | - | - |
| 8 | Poland | - | - | - | - | - |
| 9 | Denmark | - | - | - | - | - |
| 10 | Germany | - | - | - | - | - |

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

ITC - Trade Data

Fresh or Chilled Pacific Salmon in South Korea

SK - Trade Data - HS Code 030213 Fresh or Chilled Pacific Salmon

(Import):

| Rank | Country | Imported Value (USD Thousand) | Quantity Imported (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 | 329 | 17 | 8 | 7 | 5 |
| 1 | New Zealand | 328 | 17 | 7 | 7 | 5 |
| 2 | Canada | - | - | - | - | - |
| 3 | United States | - | - | - | - | - |
| 4 | Chile | - | - | - | - | - |
| 5 | Belgium | - | - | - | - | - |
| 6 | France | - | - | - | - | - |
| 7 | Hong Kong | - | - | - | - | - |
| 8 | The Netherlands | - | - | - | - | - |
| 9 | United Kingdom | - | - | - | - | - |
| 10 | Italy | - | - | - | - | - |

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 | - | - | - | - | - |

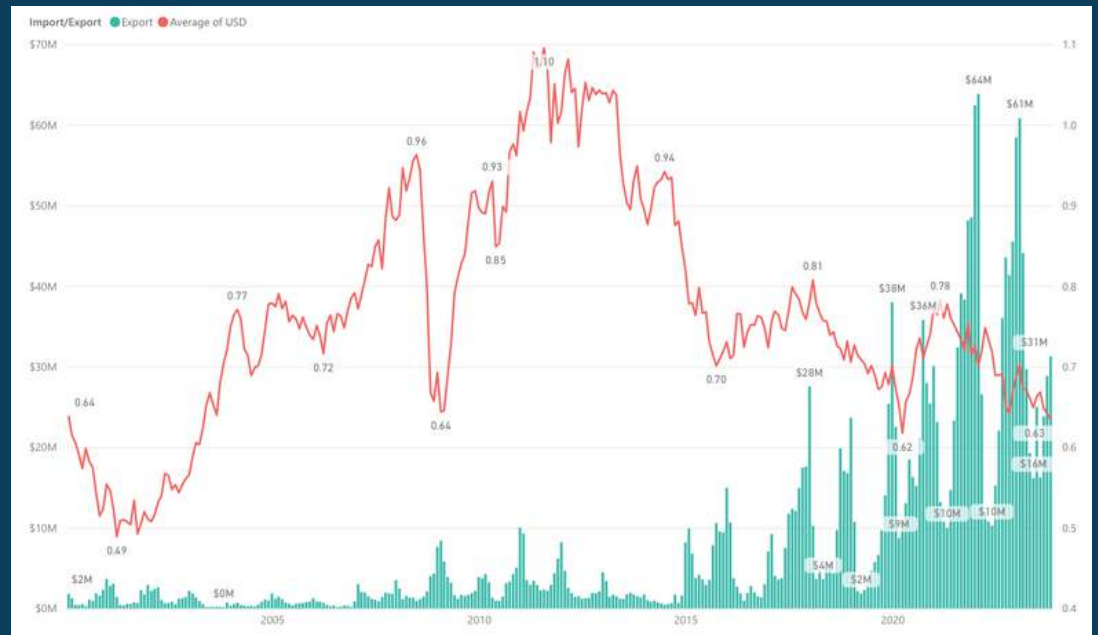
Source: ITC Trade Map, 2023

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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | \$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) | \$28,444,481 |
| 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) | \$11,348,061 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets), whether or not cooked before or during the smoking process | \$9,202,743 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. fillets and meat of HS 0304 & livers & roes) | \$7,142,450 |
| Fresh or chilled salmonidae (excl. trout, Pacific salmon, Atlantic salmon, Danube salmon, fillets and other meat of HS 0304 and livers and roes) | \$7,105,506 |
| 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. tshawytscha, O. kisutch, O. masou & O. rhodurus) (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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) | \$4,170,812 |
| Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou and Oncorhynchus rhodurus), 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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) | \$1,359,033 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes) | \$1,096,389 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tshawytscha, O. kisutch, O. masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and edible fish offal of HS 03039) | \$547,958 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes) | \$108,725 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 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) | \$30,250 |

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

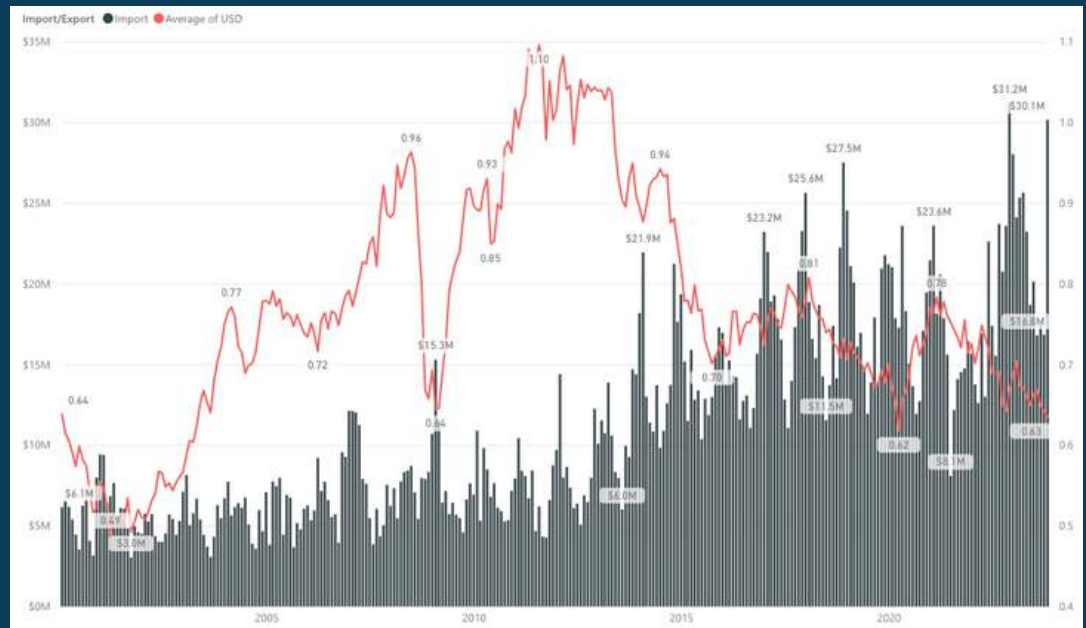
Source: FRDC, 2023

FRDC - Trade Data

Salmon Imports - Value

AUS - Trade Data - Species: Salmon

(Imports):



| 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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) | \$185,983,924 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (incl. fillets) 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. | \$57,762,760 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | \$56,714,624 |
| Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) | \$36,684,063 |
| Smoked Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | \$25,653,728 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou & rhodurus), Atlantic salmon (salmo salar) & Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | \$25,474,396 |
| Prepared or preserved salmon (incl. minced salmon) (excl. whole fish or fish in pieces and salmon of Chapter 03) | \$24,016,724 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, 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 Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes) | \$3,911,039 |
| Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. 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) (excl. fillets and other meat of HS 0304 and livers and roes) | \$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) | \$997,400 |
| Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout; fillets and other meat of HS 0304 and livers and roes) | \$953,676 |
| Fresh or chilled salmonidae meat, whether or not minced (excl. fillets) | \$832,182 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers and roes) | \$641,201 |
| 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; Atlantic salmon) | \$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

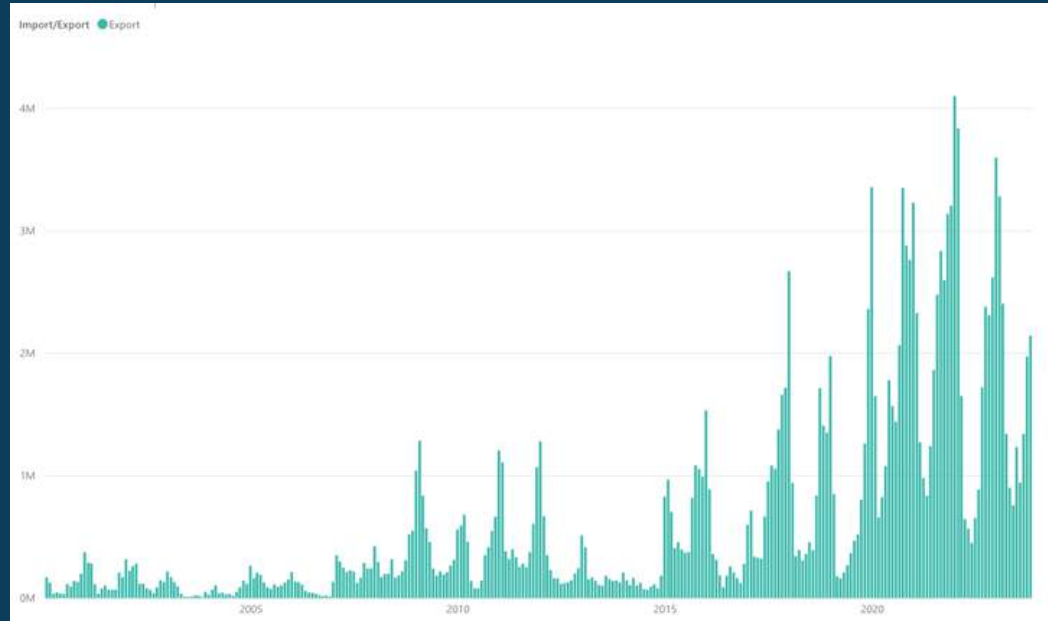
Source: FRDC, 2023

FRDC - Trade Data

Salmon Exports - Volume

AUS - Trade Data - Species: Salmon

(Exports):



| 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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 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 03029) | 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 tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. fillets and meat of HS 0304 & livers & roes) | 819,482 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets, whether or not cooked before or during the smoking process) | 488,608 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tshawytscha, O. kisutch, O. masou & O. rhodurus) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029) | 468,406 |
| Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) | 419,143 |
| Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou and Oncorhynchus rhodurus), 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 03029) | 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 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, tshawytscha, 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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube 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) | 83,099 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tshawytscha, O. kisutch, O. masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and edible fish offal of HS 03029) | 47,781 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes) | 8,188 |
| Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029) | 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

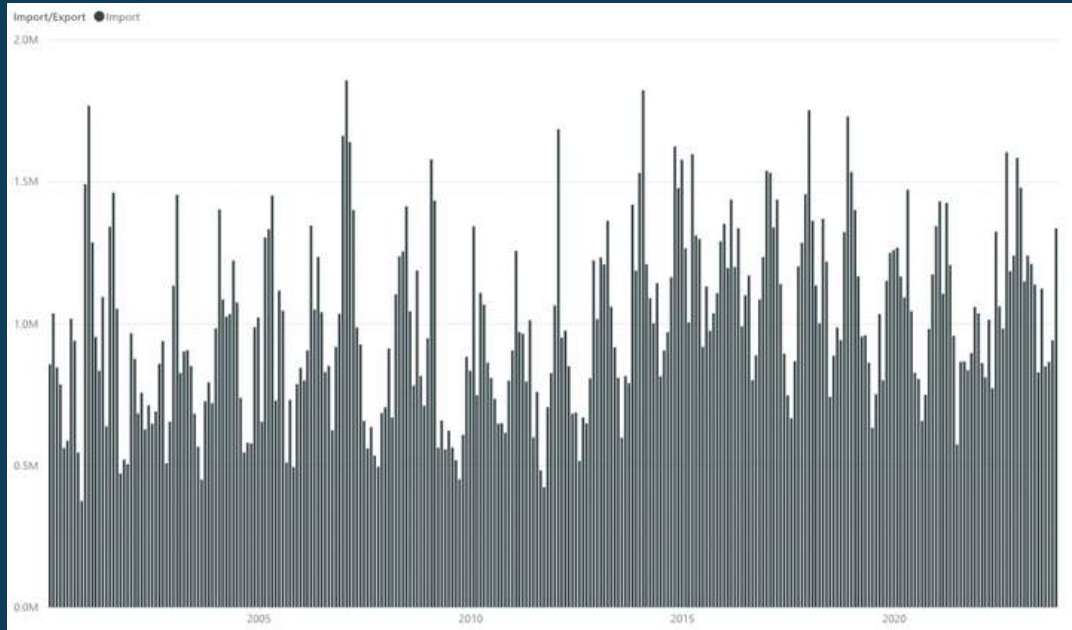
Source: FRDC, 2023

FRDC - Trade Data

Salmon Imports - Volume

AUS - Trade Data - Species: Salmon

(Imports):



| 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, tshawytscha, 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 0305.10) | 32,629,697 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, 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, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 6,835,433 |
| 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. tshawytscha, O. kisutch, O. masou and O. rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes) | 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) | 3,908,957 |
| Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. fillets and meat of HS 0304 & livers & roes) | 2,456,852 |
| Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) | 2,093,760 |
| Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes) | 1,237,156 |
| Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, 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 tshawytscha, 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; Atlantic | 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

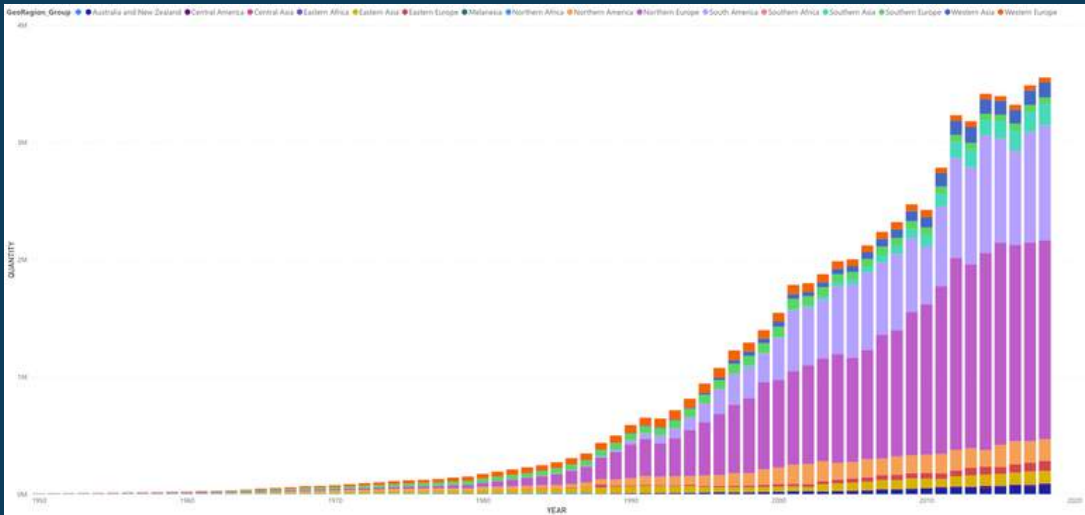
Food and Agriculture Organization (FAO) Production Volume, Value and Trade - Salmon, Trouts, Smelts

ISSCAAP Group: Salmon, Trouts, Smelts

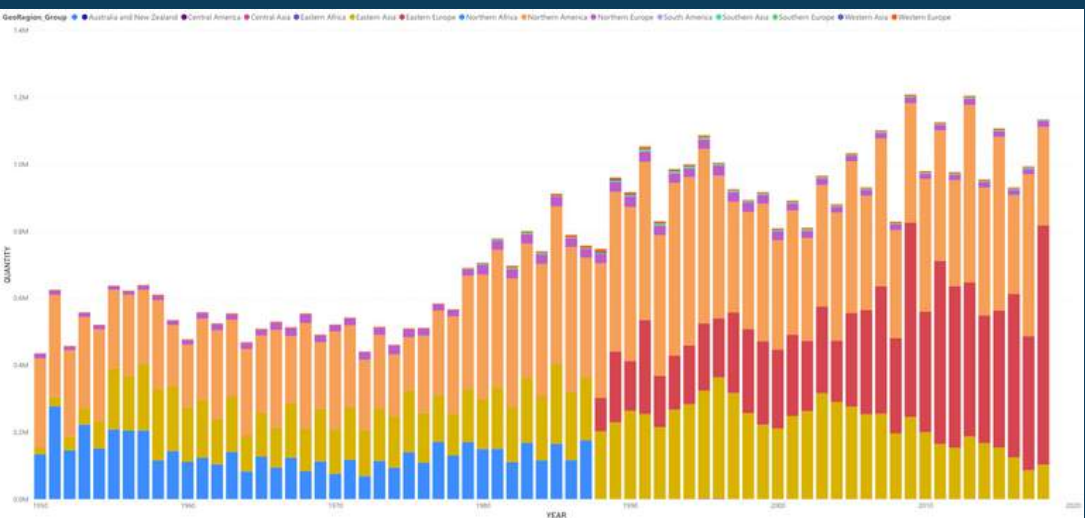
| Reporting country Name En | Unit Name | 2021 | 2020 | 2019 |
|---------------------------|-----------------------------|--------|----------|--------|
| Australia | Tonnes - net product weight | 40 255 | 36 775 | 24 283 |
| Korea, Republic of | Tonnes - net product weight | 81 735 | 46 677 E | 39 877 |

| Reporting country Name En | Unit Name | 2021 | 2020 | 2019 |
|---------------------------|------------------|---------|---------|---------|
| Australia | Value (USD 1000) | 433 651 | 332 336 | 251 977 |
| Korea, Republic of | Value (USD 1000) | 517 155 | 368 870 | 369 356 |

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 - South Korea Market Overview](#)

[Austrade - South Korea Market Profile](#)

[DFAT - South Korea Country Brief](#)

[DFAT - South Korea Market Insights](#)

[Enterprise Singapore - South Korea Market Profile](#)

[FoodExport - South Korea Country Profile](#)

[HKTDC Research - South Korea Market Profile](#)

[Santandar Trade Markets - South Korea Market Overview](#)

[USDA - South Korea Exporter Guide](#)

CONSUMER INSIGHTS

[GWJ - APAC Consumer Snapshot](#)

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

CATEGORY & CHANNEL INSIGHTS

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

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

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

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

[USDA - South Korea Foodservice Overview](#)

[USDA - South Korea Retail Overview](#)

MARKET ACCESS INSIGHTS

[UNCTAD - South Korea Investment Policy Hub](#)

[USDA - South Korea Import Regulations & Standards](#)

OTHER RESOURCES

EFIC

Export Connect Portal

Fitch Solutions

GlobalData

Google Trends

IbisWorld

L.E.K.

Marketline

McKinsey

Mintel

Nielsen

NZTE

Seafish UK

Statista

Trading Economics



Contact Us

For more information please contact Seafood Industry Australia:

Laura Davies

Trade Export Manager

trade@seafoodindustryaustralia.com.au

info@seafoodindustryaustralia.com.au

Websites:

www.seafoodindustryaustralia.com.au

www.greataustralianseafood.com.au

