



Monthly Export / Import Update

February 2023

EXPORTS

In the 8 months to Feb 23 exports of avocados recorded **6,110** tonnes worth A\$33.75m and was **15 per cent** below the same period in 2021/22 (Table 1). The overall value increased by 8 per cent. Unit values were 26.7 per cent higher at AU\$5.52 per kg. The MAT (Moving Annual Total) was 10,531 tonnes, unchanged since the previous month's MAT indicating a stabilizing of trends, though will fall in March based on DAFF data for March.

Table 1 : Avocado Key Measures

EXPORTS	YTD (from July)	Chg LY	MAT
Volume (tonnes)	6,110	-15%	10,531
Value (M AUD)	33.75	8%	54.4
\$ per kg (FOB)	\$5.52	26.7%	\$5.16

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Hong Kong was the lead market with 2,443 tonnes, down 13 per cent followed by Singapore (-10%) and Malaysia (-31%). These markets accounted for 95 per cent of the 2022/23 exports to date.

There were 245 tonnes exported to Japan (+172%) from Western Australia, and small consignments to Indonesia and Pacific markets (Table 3).

Table 3 : Avocado Exports by Market
July to February

Market	2021/22	2022/23	Chg LY	share	MAT
	Tonnes	Tonnes	%	%	Tonnes
Hong Kong	2,804	2,443	-13%	40.0%	4,997
Singapore	2,396	2,166	-10%	35.4%	3,350
Malaysia	1,656	1,134	-31%	18.6%	1,733
Japan	90	245	172%	4.0%	261
Indonesia	43	18	-58%	0.3%	40
Brunei Darussalam	32	21	-34%	0.3%	37
New Caledonia	25	19	-26%	0.3%	21
Fiji	3	11	232%	0.2%	18
United Arab Emirates	97	9	-91%	0.1%	10
Qatar	7	5	-33%	0.1%	7
Kuwait	26	0		0.0%	7
Seychelles	-	-		0.0%	6
all other	11	40			45
Total YTD Tonnes	7,190	6,110	-15%	100%	10,531

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Ranked by annual volume

++ >500% increase

share of season

58.0%

MAT - Moving Annual Total

Table 2. Avocado By State

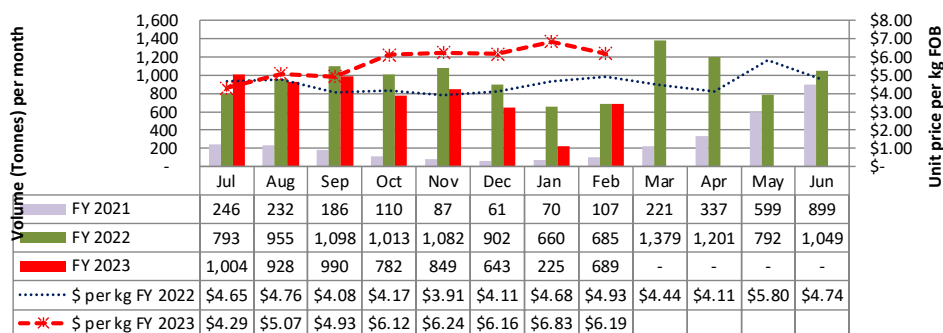
	July to February		Chg LY	share	MAT
	2021/22	2022/23	%	%	Tonnes
Queensland	2,126	3,137	48%	51%	6,547
Western Australia	2,402	1,180	-51%	19%	1,431
New South Wales	1,578	1,219	-23%	20%	1,837
Victoria	785	333	-58%	5%	474
South Australia	279	239	-14%	4%	240
Other	20	2		0%	1
Total	7,190	6,110	-15%	100%	10,531

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Queensland was the largest export state for the period and 48 per cent higher to 3,137 tonnes. Western Australia was 51 per cent lower to 1,180 tonnes including the 245 tonnes sent to Japan.

On a month to month basis the February exports were virtually unchanged at 689 tonnes compared to 685 tonnes a year ago and FOB prices were 25 per cent higher at A\$6.19 per kg (Figure 1).

Figure 1 Avocado Exports per month vs last 2 years



Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Sea freight accounted for 28 per cent of avocado shipments in 8 months to Feb 23 lifting 17 per cent compared to last year.

Table 4. Avocado By Transport Mode

	July to February		change	share	MAT
	2022/23	2021/22	%	%	Tonnes
Air	4,405	4,405	-23%	72%	8,480
Sea	1,706	1,706	17%	28%	2,051
Total	6,110	6,110	-15%	100%	10,531

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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MARKET INSIGHTS

Hong Kong (Dec 22)

Hong Kong imported 9,870 tonnes of avocados in **6 months to Dec 22**, which was 45 per cent less than the previous year. More than 60 per cent is re-exported to China. Australia supplied 2,246 tonnes or 5 per cent less. Peru is the largest supplier though was down 41 per cent to 3,374 tonnes where most of this is reexported to China. Chile was 64 per cent lower to 1,262 tonnes.

Singapore (Feb 23)

Singapore imported 3,419 tonnes of avocados in **8 months to Feb 23**, 17.5 per cent less than a year ago. Australia supplied 2,334 tonnes or 15.6 per cent less than a year ago accounting for 68 per cent market share. New Zealand supplied 53 per cent less or 324 tonnes while Mexico supplied 43 per cent fewer avocados. Australia's recorded CIF prices were A\$7.30 in February rising sharply from A\$6.27 average for the period.

Malaysia (Jan 23)

Malaysia has imported 2,143 tonnes of avocados in **7 months to Jan 23**, which was 7.6 per cent less than last year. Australia supplied 1,302 tonnes or 15.3 per cent less than last year and holds 61 per cent market share. Philippines and Mexico are ramping up supplies again from low bases. Australian CIF prices were recorded A\$6.91 average for the period and increased to \$7.24 in January. (No later updates)

Table 5 : Avocado Imports by Hong Kong

Market	Jul to December		share	Value	Year to date		Month of
	FY 2022/23	Chg LY			Unit Value	December	
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF		A\$ per kg CIF
Australia	2,246	-5.2%	23%	13.5	\$5.99		\$4.39
Peru	3,374	-41.1%	34%	9.7	\$2.86		\$6.70
Mexico	1,794	-28.4%	18%	6.8	\$3.79		\$2.89
Chile	1,262	-64.9%	13%	4.9	\$3.90		\$3.20
Other	1,192		12%	5.0	\$4.18		\$4.06
Total YTD Tonnes	9,870	-45.7%	100%	39.8	\$4.03		

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 6 : Avocado Imports by Singapore

Market	Jul to February		share	Value	Year to date		Month of
	FY 2022/23	Chg LY			Unit Value	February	
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF		A\$ per kg CIF
Australia	2,334	-15.6%	68%	14.6	\$6.27		\$7.30
New Zealand	324	-53.0%	9%	1.6	\$4.84		
Kenya	170	9.0%	5%	0.4	\$2.55		\$3.76
United States	122	165.2%	4%	0.8	\$6.56		\$6.35
Mexico	154	-49.2%	5%	1.1	\$6.83		\$6.30
Other	315		9%	1.4			
Total YTD Tonnes	3,419	-17.5%	100%	19.9	\$5.81		\$6.88

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 7 : Avocado Imports by Malaysia

Market	Jul to January		share	Value	Year to date		Month of
	2022	Chg LY			Unit Value	January	
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF		A\$ per kg CIF
Australia	1,302	-15.3%	61%	9.0	\$6.91		\$7.24
Kenya	186	-5.8%	9%	0.6	\$3.05		\$2.65
Philippines	196	163.0%	9%	0.6	\$2.81		\$2.81
Mexico	118	282.8%	6%	0.6	\$4.67		\$5.34
New Zealand	110	-61.7%	5%	0.5	\$4.92		
Other	231		11%	0.5	\$1.96		
Total YTD Tonnes	2,143	-7.6%	100%	11.7	\$5.44		\$5.80

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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Japan (Feb 23)

Japan imported 34,014 tonnes of avocados in **8 months to February 23** and is 26 per cent **lower** than last year. Australia supplied 293 tonnes. Mexico, the lead supplier, was 33 per cent lower while Peru decreased 1.7 per cent to 8,274 tonnes for the period. Australia's recorded average CIF price was A\$4.77 compared to average A\$3.82 from all sources. The price from Mexico has fallen

Market	Jul to February		share	Value	Year to date	
	2022	Chg LY			Unit Value	Month of February
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	293	227.1%	1%	1.4	\$4.77	
Mexico	25,046	-32.8%	74%	95.0	\$3.79	\$3.37
Peru	8,274	-1.7%	24%	32.1	\$3.88	
New Zealand	160	-2.1%	0%	0.7	\$4.28	
Colombia	204	463.2%	1%	0.7	\$3.20	
Other	38		0%	0.9		
Total YTD Tonnes	34,014	-26.1%	100%	130.1	\$3.82	\$3.38

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

IMPORTS

The imports until February 2023, essentially the 2022/23 import season arrived mostly from New Zealand. Imports of avocados were **12,896** tonnes worth A\$54.7m or 2 per cent more than last year (Table 9). Unit values increased 33 per cent to A\$4.52 and has meant the overall value increased by 36 per cent for the period. The MAT (Moving Annual Total) was 12,953 tonnes easing 7.2 per cent in the month showing that import momentum was slowing.

Table 9 : Import Key Measures

IMPORTS	/TD (from July	Chg LY	MAT
Volume (tonnes)	12,896	2%	12,953
Value (M AUD)	58.35	36%	58.5
\$ per kg	\$4.52	33.4%	\$4.52

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 10 : Avocado Imports by Market

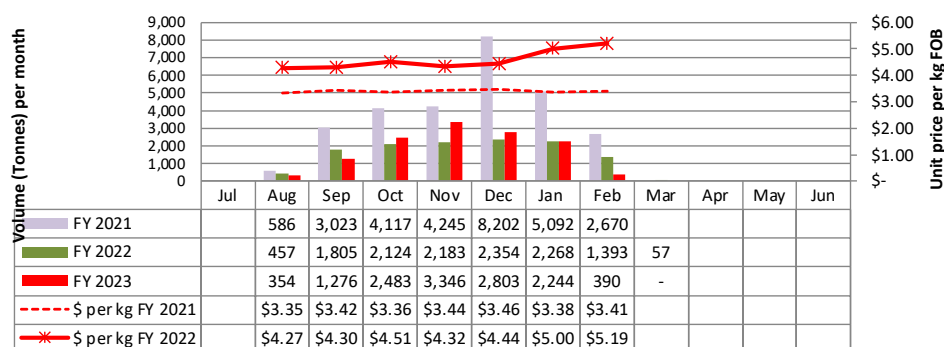
Market	July to February		Value	Unit Value
	2022/23	Chg LY		
	Tonnes	%	A\$ Mill	A\$ per kg
New Zealand	12,029	-4%	54.7	\$4.54
Chile	868		3.7	\$4.26
Total YTD Tonnes	12,896	2%	58.3	\$4.52

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

868 tonnes were recorded imported from Chile. Chile recorded shipments of 844 tonnes to Australia departing since October destined to Sydney and Melbourne which have mostly arrived.

February imports recorded 390 tonnes, pulling up early compared to 1,393 tonnes for the same month last year (Figure 2), and considerably less than the 2,670 tonnes recorded in February 2021 when Australia had a supply shortage.

Figure 2 Avocado Imports per month vs last 2 years



Source: IHS Global Trade Atlas; Fresh Intelligence analysis