



# Monthly Export / Import Update

## May 2023

### EXPORTS

In the 11 months to May 23 exports of avocados recorded **9,561 tonnes** worth A\$52,28m and was **9 per cent** below the same period in 2021/22 (Table 1). The overall value increased by 11 per cent. Unit values were 22.5 per cent higher at AU\$5.45 per kg. The MAT (Moving Annual Total) was 10,639 tonnes, up 8.0 per cent since the previous month's MAT indicating a strong positive turn around in the trend.

**Table 1 : Avocado Key Measures**

EXPORTS	YTD (from July)	Chg LY	MAT
Volume (tonnes)	9,591	-9%	10,639
Value (M AUD)	52.28	11%	57.3
\$ per kg (FOB)	\$5.45	22.5%	\$5.38

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Hong Kong was the lead market with 4,542 tonnes, down 3 per cent followed by Singapore (-7%) and Malaysia (-29%). These markets accounted for 96 per cent of the 2022/23 exports to date.

There were 277 tonnes exported to Japan (+208%) from Western Australia prior to December, and small consignments to Indonesia and Pacific markets (Table 3).

**Table 3 : Avocado Exports by Market**  
July to May

Market	2021/22		2022/23		Chg LY	share	MAT
	Tonnes	Tonnes	Tonnes	Tonnes			
Hong Kong	4,697	4,542	-3%	47.4%	5,203		
Singapore	3,318	3,084	-7%	32.2%	3,346		
Malaysia	2,165	1,545	-29%	16.1%	1,634		
Japan	90	277	208%	2.9%	293		
Indonesia	57	43	-25%	0.4%	50		
Brunei Darussalam	44	28	-37%	0.3%	32		
New Caledonia	26	22	-18%	0.2%	23		
Fiji	6	14	122%	0.2%	18		
United Arab Emirates	98	17	-83%	0.2%	17		
Qatar	9	6	-38%	0.1%	6		
Kuwait	33	0		0.0%	0		
Seychelles	4	-		0.0%	1		
all other	15	14			15		
<b>Total YTD Tonnes</b>	<b>10,562</b>	<b>9,591</b>	<b>-9%</b>	<b>100%</b>	<b>10,639</b>		

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Ranked by annual volume

++ >500% increase

share of season

90.1%

MAT - Moving Annual Total

**Table 2. Avocado By State**

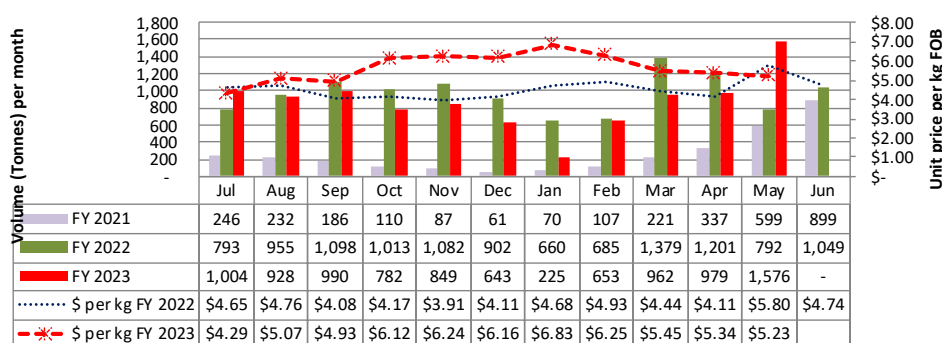
	2021/22		2022/23		Chg LY	share	MAT
	Tonnes	Tonnes	Tonnes	Tonnes			
Queensland	4,690	6,209	32%	65%	7,055		
Western Australia	2,631	1,210	-54%	13%	1,233		
New South Wales	2,044	1,449	-29%	15%	1,600		
Victoria	897	454	-49%	5%	483		
South Australia	280	266	-5%	3%	266		
Other	20	2		0%	1		
<b>Total</b>	<b>10,562</b>	<b>9,591</b>	<b>-9%</b>	<b>100%</b>	<b>10,639</b>		

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Queensland was the largest export state for the period and 32 per cent higher to 6,209 tonnes. Western Australia was 54 per cent lower to 1,210 tonnes including the 277 tonnes sent to Japan (Table 2).

On a month to month basis the May exports were 99 per cent higher at 1,576 tonnes compared to 792 tonnes a year ago and FOB prices were 10 per cent lower at A\$5.23 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 24 per cent of avocado shipments in 11 months to May 23 lifting 40 per cent compared to last year.

**Table 4. Avocado By Transport Mode**

	2022/23		change	share	MAT
	Tonnes	Tonnes			
Air	7,253	76%	-18%	8,165	
Sea	2,338	24%	40%	2,475	
<b>Total</b>	<b>9,591</b>	<b>100%</b>	<b>-9%</b>	<b>10,639</b>	

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



# Monthly Export / Import Update

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### MARKET INSIGHTS

#### Hong Kong (May 23)

Hong Kong imported 18,480 tonnes of avocados in **11 months to May 23**, which was 31.3 per cent less than the previous year. More than 60 per cent is re-exported to China. Australia supplied 4,319 tonnes or 3.9 per cent less. Peru is the largest supplier though was down 28 per cent to 6,617 tonnes where most of this is reexported to China. Mexico was 6.8 per cent higher to 3,349 tonnes.

#### Singapore (May 23)

Singapore imported 4,921 tonnes of avocados in **11 months to May 23**, 6.5 per cent less than a year ago. Australia supplied 3,266 tonnes or 8.5 per cent less than a year ago accounting for 66 per cent market share. New Zealand supplied 57 per cent less or 324 tonnes while United States lifted 117 per cent to 250 tonnes. Australia's recorded CIF prices were A\$5.33 in May compared to A\$6.22 average for the year to date.

#### Malaysia (Apr 23)

Malaysia has imported 3,319 tonnes of avocados in **10 months to Apr 23**, which was 10.1 per cent less than last year. Australia supplied 1,872 tonnes or 22.4 per cent less than last year and holds 56 per cent market share. United States and Mexico are ramping up supplies again from low bases. Australian CIF prices were recorded A\$6.87 average for the period and dropped slightly to \$6.70 in April. (No later updates)

Table 5 : Avocado Imports by Hong Kong

Market	Jul to May		share	Value	Year to date	Month of
	FY 2022/23	Chg LY			Unit Value	May
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	4,319	-3.9%	23%	26.0	\$6.02	\$4.39
Peru	6,617	-28.1%	36%	20.0	\$3.03	\$6.70
Mexico	3,349	6.8%	18%	12.2	\$3.65	\$2.89
Chile	1,916	-62.5%	10%	8.3	\$4.33	\$3.20
Other	2,279		12%	8.8	\$3.88	\$4.06
<b>Total YTD Tonnes</b>	<b>18,480</b>	<b>-31.3%</b>	<b>100%</b>	<b>75.4</b>	<b>\$4.08</b>	

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 6 : Avocado Imports by Singapore

Market	Jul to May		share	Value	Year to date	Month of
	FY 2022/23	Chg LY			Unit Value	May
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	3,266	-8.5%	66%	20.3	\$6.22	\$5.33
New Zealand	324	-57.0%	7%	1.6	\$4.84	
Kenya	377	30.9%	8%	1.1	\$2.79	\$1.76
United States	250	117.4%	5%	1.6	\$6.51	\$5.75
Mexico	295	-2.6%	6%	2.0	\$6.94	\$7.89
Other	409		8%	1.8		
<b>Total YTD Tonnes</b>	<b>4,921</b>	<b>-6.5%</b>	<b>100%</b>	<b>28.4</b>	<b>\$5.77</b>	<b>\$5.16</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 7 : Avocado Imports by Malaysia

Market	Jul to April		share	Value	Year to date	Month of
	2023	Chg LY			Unit Value	April
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	1,872	-22.4%	56%	12.9	\$6.87	\$6.70
United States	301	215.3%	9%	1.6	\$5.39	\$5.77
Kenya	304	-21.0%	9%	1.0	\$3.16	\$3.27
Mexico	215	504.0%	6%	1.1	\$4.96	\$0.68
Philippines	222	55.8%	7%	0.6	\$2.80	
Other	405		12%	1.1	\$2.60	
<b>Total YTD Tonnes</b>	<b>3,319</b>	<b>-10.1%</b>	<b>100%</b>	<b>18.2</b>	<b>\$5.48</b>	<b>\$5.39</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



# Monthly Export / Import Update

## May 2023

### Japan (Apr 23)

Japan imported 51,273 tonnes of avocados in **11 months to May 23** and is 2 per cent higher than last year. Australia supplied 293 tonnes. Mexico, the lead supplier, was 3.5 per cent lower although is lifting rapidly. Peru increased 23 per cent to 10,367 tonnes. Australia's recorded average CIF price was A\$4.77 compared to average A\$3.88 from all sources, influenced by Mexico.

Table 8 : Avocado Imports by Japan

Market	Jul to May		share	Value A\$ Mill	Year to date	Month of
	FY 2022/23 Tonnes	Chg LY %			Unit Value A\$ per kg CIF	May A\$ per kg CIF
Australia	293	227.1%	1%	1.4	\$4.77	
Mexico	40,126	-3.5%	78%	155.6	\$3.88	\$4.40
Peru	10,367	23.2%	20%	40.3	\$3.88	\$3.90
New Zealand	160	-2.1%	0%	0.7	\$4.28	
United States	38	-20.2%	0%	0.3	\$6.69	\$5.86
Other	289		1%	1.2		
<b>Total YTD Tonnes</b>	<b>51,273</b>	<b>1.9%</b>	<b>100%</b>	<b>199.1</b>	<b>\$3.88</b>	<b>\$4.25</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

### India (Apr 23)

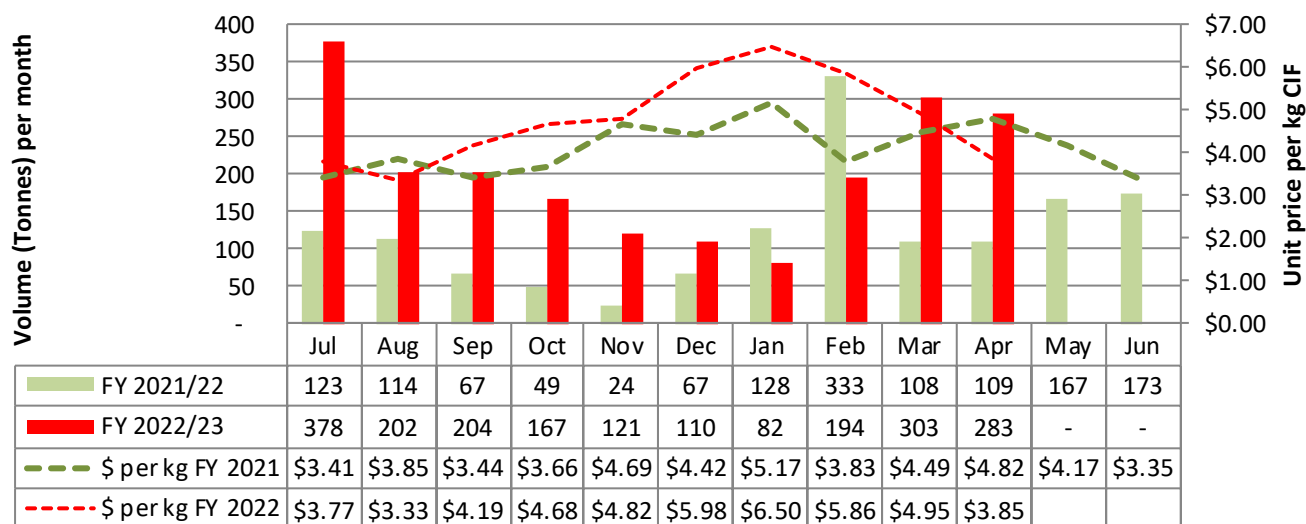
India imported 2,044 tonnes of avocados in **10 months to April 23** and is 58 per cent above last year. Tanzania supplied 1,404 tonnes is its first year of access and now leads the trade with 69 per cent share. Netherlands (ex Peru) is 38 per cent lower and Peru is 94 per cent lower with just 11 tonnes. Australia's first consignments will be recorded in June figures when released.

Table 9 : Avocado Imports by India

Market	Jul to April		share	Value A\$ Mill	Year to date	Month of
	FY 2022/23 Tonnes	Chg LY %			Unit Value A\$ per kg CIF	April A\$ per kg CIF
Tanzania	1,404	582.2%	69%	5.9	\$4.20	\$3.85
New Zealand	277	-34.5%	14%	1.7	\$6.07	\$3.86
Netherlands	284	-38.7%	14%	1.5	\$5.20	
Peru	11	-94.6%	1%	0.0	\$3.74	\$3.67
Kenya	28		1%	0.1	\$2.30	
Other	40		2%	0.1		
<b>Total YTD Tonnes</b>	<b>2,044</b>	<b>58.3%</b>	<b>100%</b>	<b>9.2</b>	<b>\$4.52</b>	<b>\$3.85</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

## India Avocado Imports





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### IMPORTS

The imports for 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 12,896 tonnes easing 0.4 per cent in the month.

**Table 10 : Import Key Measures**

IMPORTS	/TD (from July	Chg LY	MAT
Volume (tonnes)	12,896	2%	12,896
Value (M AUD)	58.35	35%	58.4
\$ per kg	\$4.52	28.7%	\$4.52

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

**Table 11 : Avocado Imports by Market  
July to April**

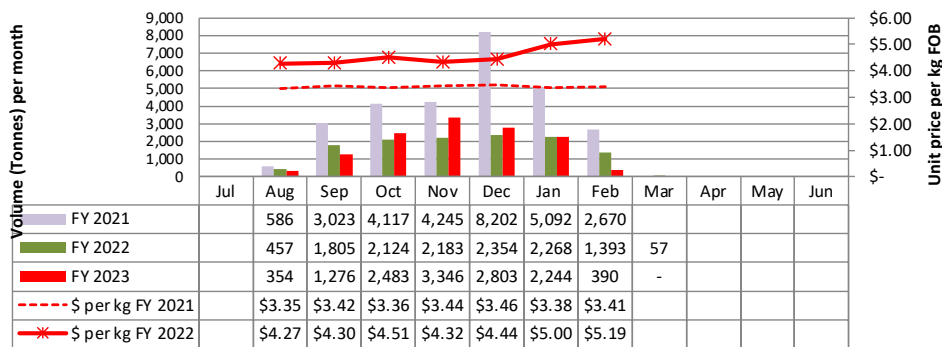
Market	2022/23	Chg LY	Value	Unit Value
	Tonnes	%	A\$ Mill	A\$ per kg
New Zealand	12,029	-5%	54.7	\$4.54
Chile	868		3.7	\$4.26
<b>Total YTD Tonnes</b>	<b>12,896</b>	<b>2%</b>	<b>58.4</b>	<b>\$4.52</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

868 tonnes were recorded imported from Chile.

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