



Monthly Export / Import Update

July 2023

EXPORTS

In July 23, first month of the 2023/24 year, exports of avocados recorded **1,423** tonnes worth A\$6.29m and was **42 per cent** above the same month last year (Table 1). The overall value increased by 46 per cent. Unit values were 2 per cent higher at AU\$4.42 per kg (FOB). The MAT (Moving Annual Total) was 11,091 tonnes, up 3.8 per cent since the previous month's MAT showing increased momentum.

Table 1 : Avocado Key Measures

EXPORTS	YTD (from July)	Chg LY	MAT
Volume (tonnes)	1,423	42%	11,091
Value (M AUD)	6.29	46%	60.7
\$ per kg (FOB)	\$4.42	2.9%	\$5.48

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Hong Kong was the lead market with 672 tonnes, up 24 per cent followed by Singapore (+46%) and Malaysia (+100%). These markets accounted for 96 per cent of the annual exports to date.

There were 19 tonnes exported to Japan (+16%) from Western Australia in July, and small consignments to Indonesia and other markets (Table 3).

Table 3 : Avocado Exports by Market July to July

Market	2021/22		2022/23		Chg LY	share	MAT
	Tonnes	Tonnes	Tonnes	Tonnes			
Hong Kong	541	672	24%	47.2%	5,205		
Singapore	296	431	46%	30.3%	3,532		
Malaysia	141	283	100%	19.9%	1,887		
Japan	16	19	16%	1.3%	279		
Indonesia	1	4	675%	0.3%	52		
Fiji	4	4	-4%	0.3%	17		
Qatar	0	3	1961%	0.2%	13		
Brunei Darussalam	3	3	1%	0.2%	30		
New Caledonia	2	2	-26%	0.1%	21		
India	-	3		0.2%	9		
Saudi Arabia	-	0		0.0%	16		
United Arab Emirates	0	0		0.0%	22		
all other	0	0			7		
Total YTD Tonnes	1,004	1,423	42%	100%	11,091		

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 2. Avocado By State

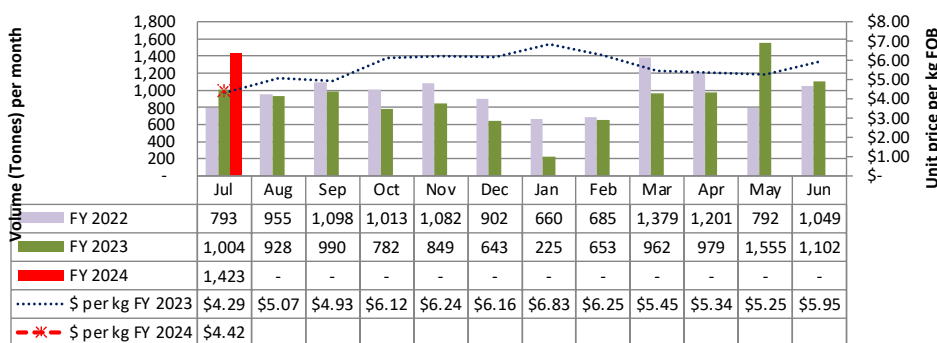
	2022/23		2023/24		Chg LY	share	MAT
	Tonnes	Tonnes	Tonnes	Tonnes			
Queensland	807	1,120	39%	79%	7,517		
New South Wales	131	140	7%	10%	1,536		
Western Australia	17	140	715%	10%	1,333		
Victoria	45	15	-66%	1%	432		
South Australia	4	7	76%	0%	270		
Other	-	0		0%	3		
Total	1,004	1,423	42%	100%	11,091		

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Queensland was the largest export state for the month and 39 per cent higher to 1,120 tonnes. Western Australia was 7 x higher to 140 tonnes for the first month of the season (Table 2).

On a month to month basis the July exports were also 42 per cent higher at 1,423 tonnes compared to 1,004 tonnes a year ago and FOB prices were 2.9 per cent higher at A\$4.42 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 41 per cent of avocado shipments in July lifting 67 per cent compared to July last year.

Table 4. Avocado By Transport Mode

	2022/23		change	share
	Tonnes	%		
Air	840	28%		59%
Sea	583	67%		41%
Total	1,423	42%		100%

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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MARKET INSIGHTS

Hong Kong (July 23)

Hong Kong imported 3,083 tonnes of avocados in **July 23**, which was 78 per cent more than the previous year. More than 60 per cent is re-exported to China. Australia supplied 532 tonnes or 2.3 per cent more. Peru is the largest supplier and was up 76 per cent to 2,342 tonnes where most of this is reexported to China. Mexico was 20 per cent higher to 192 tonnes.

Singapore (July 23)

Singapore imported 521 tonnes of avocados in **July 23**, 10 per cent more than last year. Australia supplied 419 tonnes or 27 per cent more than a year ago accounting for 80 per cent market share. Kenya supplied 27 per cent less or 48 tonnes while Peru entered the market with 8 tonnes. Australia's recorded CIF prices were A\$5.34 in July compared to A\$4.96 average for all suppliers.

Malaysia (June 23)

Malaysia has imported 4,121 tonnes of avocados in **12 months to June 23**, which was 6.0 per cent less than last year. Australia supplied 2,369 tonnes or 16 per cent less than last year and holds 57 per cent market share. United States, Mexico and Philippines ramped up supplies again from low bases. Australian CIF prices were recorded A\$6.62 average for the year and dropped to \$5.45 in June (No later updates).

Figure 3 Hong Kong Avocado Imports

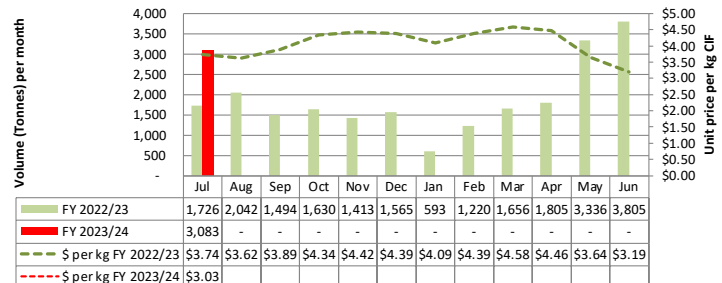


Figure 3 Singapore Avocado Imports

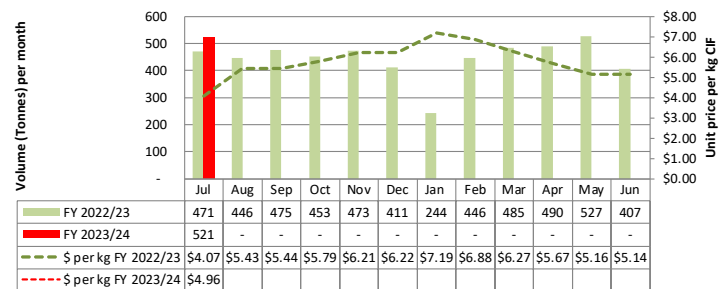
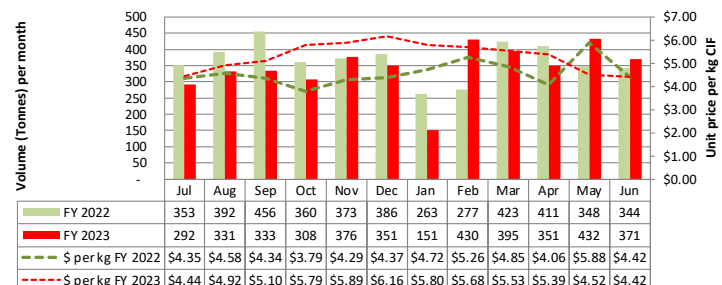


Figure 3 Malaysia Avocado Imports





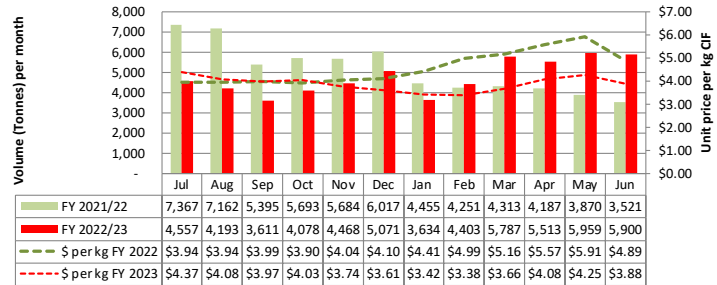
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Japan (Jun 23)

Japan imported 57,173 tonnes of avocados in **12 months to June 23** and is 4.9 per cent higher than last year. Australia supplied 293 tonnes. Mexico, the lead supplier, was 6.3 per cent lower to 42,773 tonnes though has lifted 32 per cent in the last 5 months. 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 and Peru.

Figure 4 Japan Avocado Imports



India (June 23)

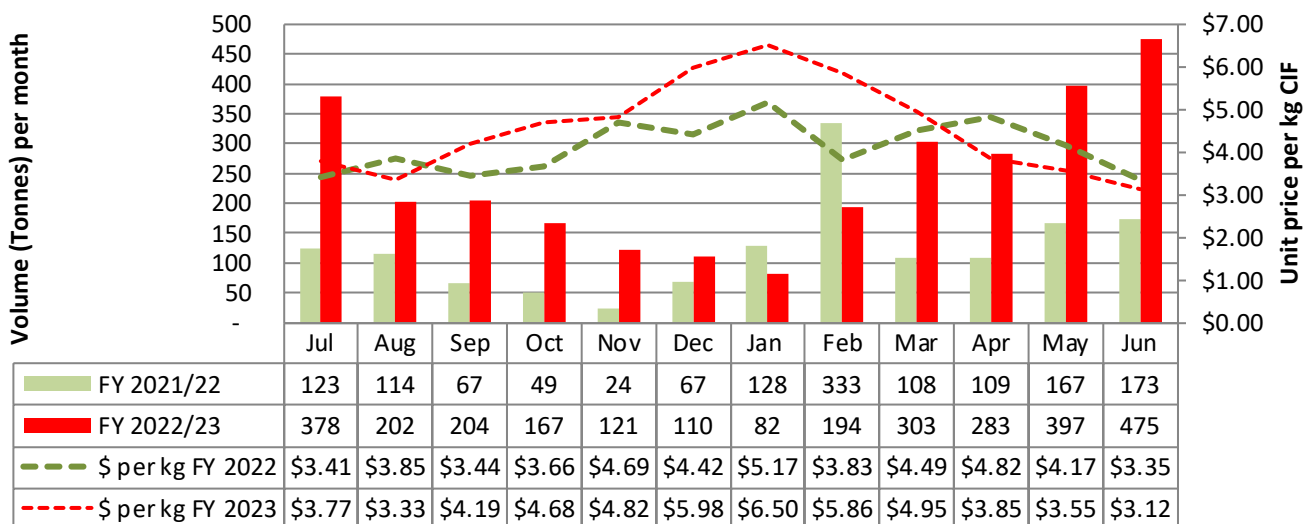
India imported 2,916 tonnes of avocados in **12 months to June 23** and is 159 per cent **above** last year. Tanzania supplied 2,222 tonnes is its first full year of access and now leads the trade with 76 per cent share. Netherlands (ex Peru) is 27 per cent lower and Peru is 95 per cent lower with just 11 tonnes. Australia's first consignments were recorded in these June figures with more to follow in July.

Table 9 : Avocado Imports by India

Market	Jul to June		share	Value	Year to date	Month of
	FY 2022/23	Chg LY			Unit Value	June
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	3	++	0%	0.0	\$2.91	\$2.91
Tanzania	2,222	2908.2%	76%	8.6	\$3.85	\$3.12
New Zealand	277	-34.5%	10%	1.7	\$6.07	
Netherlands	312	-27.2%	11%	1.6	\$5.24	\$3.66
Peru	11	-94.6%	0%	0.0	\$3.74	
Other	91		3%	0.3		
Total YTD Tonnes	2,916	159.5%	100%	12.1	\$4.16	\$3.12

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

India Avocado Imports



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

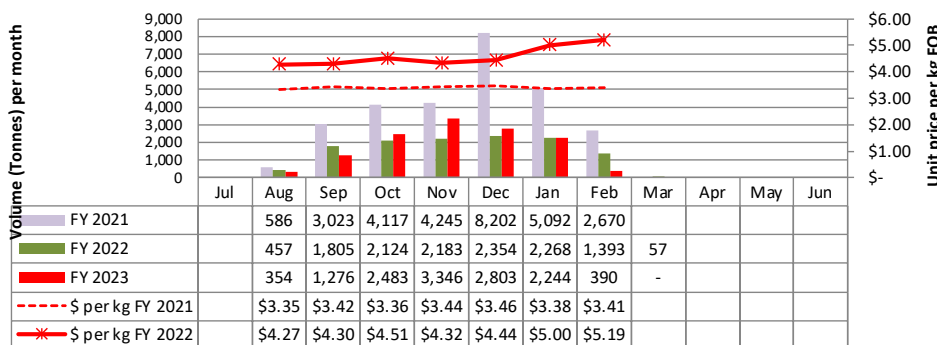
Market	2022/23	Chg LY	Value	Unit Value
	Tonnes	%	A\$ Mill	A\$ per kg
New Zealand	12,029	-5%	54.7	\$4.54
Chile	868		3.7	\$4.26
Total YTD Tonnes	12,896	2%	58.4	\$4.52

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. No further imports are expected until August 2023.

Figure 2 Avocado Imports per month vs last 2 years



Source: IHS Global Trade Atlas; Fresh Intelligence analysis