



Monthly Export / Import Update

October 2023

EXPORTS

By October of the 2023/24 year, exports of avocados recorded **7,576** tonnes worth A\$30.85m and was **105 per cent** above the same period last year (Table 1). The overall value increased by 65 per cent. Unit values were 19.6 per cent lower at AU\$4.07 per kg (FOB). The MAT (Moving Annual Total) was 14,544 tonnes, up 10.6 per cent since the previous month's MAT showing a very strong positive momentum.

Table 1 : Avocado Key Measures

EXPORTS	YTD (from July)	Chg LY	MAT
Volume (tonnes)	7,576	105%	14,544
Value (M AUD)	30.85	65%	70.9
\$ per kg (FOB)	\$4.07	-19.3%	\$4.88

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Hong Kong was the lead market with 3,090 tonnes, up 86 per cent followed by Singapore (+46%) and Malaysia (+155%). These markets accounted for 84 per cent of the exports to date.

There were 677 tonnes exported to Japan (+394%) from Western Australia, and the first 225 tonnes to Thailand since the new protocol. (Table 3).

Table 3 : Avocado Exports by Market

Market	July to October		Chg LY	share	MAT
	2021/22	2022/23			
	Tonnes	Tonnes	%	%	Tonnes
Hong Kong	1,665	3,090	86%	40.8%	6,498
Singapore	1,283	1,871	46%	24.7%	3,984
Malaysia	562	1,431	155%	18.9%	2,614
Japan	137	677	394%	8.9%	816
Thailand	-	225		3.0%	225
United Arab Emirates	5	103	++	1.4%	120
Saudi Arabia	1	41	4129%	0.5%	56
Qatar	4	34	818%	0.4%	41
Indonesia	8	27	245%	0.4%	67
Kuwait	-	17		0.2%	18
Brunei Darussalam	11	16	47%	0.2%	35
Fiji	10	13		0.2%	20
all other	19	33			49
Total YTD Tonnes	3,704	7,576	105%	100%	14,544

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Ranked by annual volume

++ >500% increase

share of season

52.1%

MAT - Moving Annual Total

Table 2. Avocado By State

	July to October		Chg LY	share	MAT
	2022/23	2023/24			
	Tonnes	Tonnes	%	%	Tonnes
Western Australia	268	2,380	790%	31%	3,323
Queensland	2,309	2,182	-5%	29%	7,077
New South Wales	812	1,392	71%	18%	2,107
Victoria	230	1,304	466%	17%	1,535
South Australia	84	317	278%	4%	500
Other	1	0		0%	2
Total	3,704	7,576	105%	100%	14,544

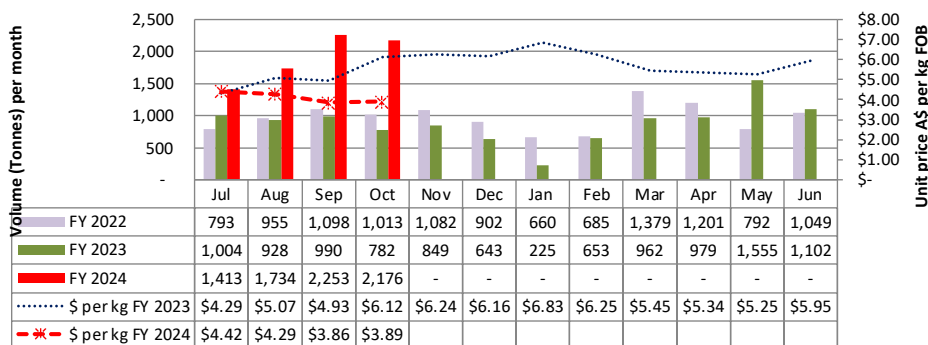
Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Western Australia was the largest export state for the period and 790 per cent higher to 2,380 tonnes.

Queensland was 5 per cent lower to 2,182 tonnes for the 4 months to October (Table 2).

On a month to month basis the October exports were 178 per cent higher at 2,176 tonnes compared to 782 tonnes a year ago and FOB prices were 36 per cent lower at A\$3.89 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 47 per cent of avocado shipments in July- Oct lifting 212 per cent compared to Oct last year.

Table 4. Avocado By Transport Mode

	July to October		share
	2023/24	change	
	Tonnes	%	%
Air	3,988	56%	53%
Sea	3,588	212%	47%
Total	7,576	105%	100%

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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MARKET INSIGHTS

Hong Kong (Oct 23)

Hong Kong imported 11,131 tonnes of avocados from July to October 2023, which was 61.5 per cent more than the previous year. More than 60 per cent is re-exported to China. Australia supplied 3,107 tonnes or 80 per cent more. Peru is the largest supplier and was up 138 per cent to 6007 tonnes where most of this is reexported to China. Mexico was 64 per cent lower to 354 tonnes.

Table 5 : Avocado Imports by Hong Kong

Market	Jul to October		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	October
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	3,107	80.1%	28%	15.3	\$4.93	\$5.14
Peru	6,007	137.8%	54%	15.0	\$2.49	\$2.85
Chile	946	203.4%	8%	4.9	\$5.16	\$5.09
New Zealand	556	136.1%	5%	2.3	\$4.17	\$4.28
Other	515		5%	2.1	\$4.18	\$0.00
Total YTD Tonnes	11,131	61.5%	100%	39.6	\$3.56	\$4.83

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Singapore (Oct 23)

Singapore imported 2,217 tonnes of avocados from July to October 2023, 20 per cent more than last year. Australia supplied 1,892 tonnes or 30 per cent more than a year ago accounting for 85 per cent market share. Kenya was unchanged at 102 tonnes while China entered the market with 37 tonnes.

Table 6 : Avocado Imports by Singapore

Market	Jul to October		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	October
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	1,892	30.2%	85%	8.8	\$4.63	\$4.14
Kenya	102	0.0%	5%	0.2	\$2.22	
New Zealand	38	-71.4%	2%	0.2	\$4.46	\$4.46
Mexico	17	112.5%	1%	0.1	\$8.76	\$8.14
China	37	++	2%	0.1	\$3.76	
Other	131		6%	0.4		
Total YTD Tonnes	2,217	20.1%	100%	9.9	\$4.45	\$4.15

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Malaysia (Sept 23)

Malaysia has imported 1,395 tonnes of avocados from July to September 2023, which was 46 per cent more than last year. Australia supplied 1,021 tonnes or 69 per cent more than last year and holds 73 per cent market share. Kenya increased 59 per cent to 181 tonnes and 13 per cent market share. Australian CIF prices were recorded A\$4.78 average for the year and dropped to \$4.03 in August possibly under pressure from low offers from Kenya recording \$2.31 per kg.

Table 7 : Avocado Imports by Malaysia

Market	Jul to September		share	Value	Year to date	Month of
	2023	Chg LY			Unit Value	September
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	1,021	69.2%	73%	4.9	\$4.78	\$4.03
Kenya	181	58.7%	13%	0.4	\$2.31	\$3.34
Philippines	79	-9.3%	6%	0.2	\$3.07	\$3.06
Indonesia	55	-3.8%	4%	0.1	\$1.05	\$1.05
Thailand	34		2%	0.0	\$0.89	\$1.78
Other	26		2%	0.1	\$2.41	
Total YTD Tonnes	1,395	45.7%	100%	5.7	\$4.08	\$3.72

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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Japan (Sept 23)

Japan imported 20,640 tonnes of avocados from July to October 23 which is 25.6 per cent higher than last year. Australia supplied 312 tonnes. Mexico, the lead supplier over a year, was 37 per cent higher to 10,666 tonnes though recovering from a lower volume year. Peru increased 15 per cent to 9,516 tonnes to finish their season.

Australia's recorded average CIF price was A\$4.47 compared to average A\$3.96 from all sources.

Table 8 : Avocado Imports by Japan

Market	Jul to		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	October
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	312	162.3%	2%	1.4	\$4.47	\$4.53
Mexico	10,666	37.2%	52%	47.3	\$4.43	\$4.45
Peru	9,516	15.0%	46%	32.3	\$3.40	\$3.74
New Zealand	142	202.0%	1%	0.7	\$4.76	\$4.76
Colombia	-	-100.0%	-	-	-	-
Other	3	-	0%	0.0	-	-
Total YTD Tonnes	20,640	25.6%	100%	81.7	\$3.96	\$4.43

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Thailand (Sept23)

Thailand imported 470 tonnes of avocados from July to September 23 and is 11 per cent lower than last year. **The first 34 tonnes from Western Australia were recorded.**

New Zealand supplied 286 tonnes and Peru has supplied 150 tonnes leading to a changeover period to NZ supply.

Table 9 : Avocado Imports by Thailand

Market	Jul to		share	Value	Year to date	Month of
	Jul to	Chg LY			Unit Value	September
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	34	++	7%	0.2	-	\$6.88
New Zealand	286	111.0%	61%	2.2	\$7.51	\$7.28
Peru	150	-61.9%	32%	0.7	\$4.96	-
Other	-	-	0%	0.0	-	-
Total YTD Tonnes	470	-11.0%	100%	3.1	\$6.65	\$7.19

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

India (Aug 23) no later data

India imported 882 tonnes of avocados from July to August 23 and is 52 per cent above last year. Tanzania supplied 852 tonnes and now accounts for 97 per cent share.

Netherlands (ex Peru) is 77 per cent lower and there are no other suppliers expect for 3 tonnes from New Zealand. Australia's first consignments were recorded in June and July, with the July consignments recorded here.

Table 10 : Avocado Imports by India

Market	Jul to		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	August
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	5	++	1%	0.0	\$4.13	\$5.10
Tanzania	852	104.1%	97%	2.8	\$3.26	\$3.31
Netherlands	22	-77.9%	2%	0.2	\$8.81	\$8.81
New Zealand	3	-32.7%	0%	0.0	\$7.88	-
Kenya	-	-100.0%	0%	-	-	-
Other	-	-	0%	0.0	-	-
Total YTD Tonnes	882	52.1%	100%	3.0	\$3.42	\$3.58

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

IMPORTS

The imports for the 2023/24 import have commenced from New Zealand. Imports of avocados were **772** tonnes worth A\$3.40m or 81 per cent less than last year (Table 11). Unit values decreased 0.2 per cent to A\$4.41 and has meant the overall value decreased by 81 per cent for the period. The MAT (Moving Annual Total) was 9,555 tonnes decreasing 16.6 per cent in the month.

Table 11 : Import Key Measures

IMPORTS	(TD (from July	Chg LY	MAT
Volume (tonnes)	772	-81%	9,555
Value (M AUD)	3.40	-81%	43.6
\$ per kg	\$4.41	-0.2%	\$4.56

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 12 : Avocado Imports by Market

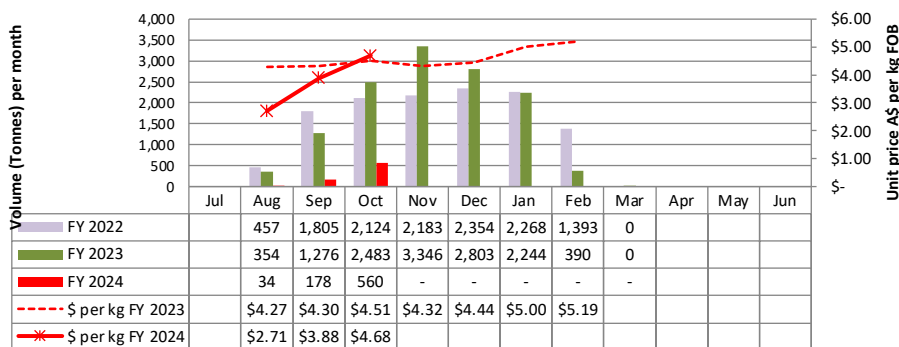
Market	July to September		Value	Unit Value
	2023/24	Chg LY		
	Tonnes	%	A\$ Mill	A\$ per kg
New Zealand	211	-87%	0.8	\$3.69
Chile	-	-	-	-
Total YTD Tonnes	211	-87%	0.8	\$3.69

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

No volume has been recorded from Chile, including any exports recorded from Chile to Australia.

October imports recorded 560 tonnes, compared to 2,483 tonnes for the same month last year.

Avocado Imports per month vs last 2 years



Source: IHS Global Trade Atlas; Fresh Intelligence analysis