



# Monthly Export / Import Update

## November 2023

### EXPORTS

By November of the 2023/24 year, exports of avocados recorded **9,491** tonnes worth A\$38.89m and was **108 per cent** above the same period last year (Table 1). The overall value increased by 62 per cent. Unit values were 22.2 per cent lower at AU\$4.10 per kg (FOB). The MAT (Moving Annual Total) was 15,610 tonnes, up 9.9 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)	9,491	108%	15,610
Value (M AUD)	38.89	62%	73.7
\$ per kg (FOB)	\$4.10	-22.2%	\$4.72

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Hong Kong remains the lead market with 3,775 tonnes, up 97 per cent followed by Singapore (+42%) and Malaysia (+157%). These markets accounted for 84 per cent of the exports to date.

There were 758 tonnes exported to Japan (+238%) from Western Australia, and 314 tonnes to Thailand since the new protocol. (Table 3). Trade to Middle East recorded 354 tonnes.

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

Market	FY 2022/23		FY 2023/24		Chg LY	share	MAT
	Tonnes	Tonnes	Tonnes	Tonnes			
Hong Kong	1,919	3,775	97%	39.8%			6,929
Singapore	1,591	2,264	42%	23.9%			4,071
Malaysia	750	1,928	157%	20.3%			2,922
Japan	224	758	238%	8.0%			811
Thailand	-	314		3.3%			314
United Arab Emirates	9	230	++	2.4%			243
Saudi Arabia	1	48	4942%	0.5%			64
Qatar	4	41	973%	0.4%			48
Indonesia	12	31	155%	0.3%			67
Kuwait	-	19		0.2%			20
Brunei Darussalam	13	19	45%	0.2%			36
New Caledonia	18	17	-8%	0.2%			20
all other	12	47					65
<b>Total YTD Tonnes</b>	<b>4,553</b>	<b>9,491</b>	<b>108%</b>	<b>100%</b>			<b>15,610</b>
<b>MIDDLE EAST</b>	<b>14</b>	<b>354</b>	<b>2513%</b>	<b>3.7%</b>			<b>393</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

**Table 2. Avocado By State**

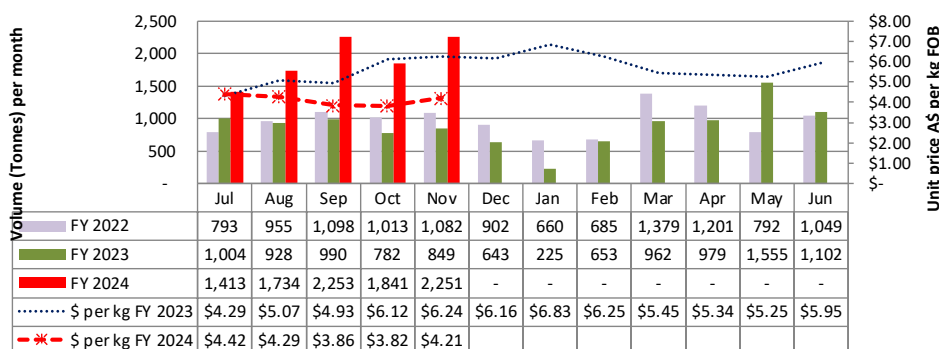
	2022/23		2023/24		Chg LY	share	MAT
	Tonnes	Tonnes	Tonnes	Tonnes			
Western Australia	576	3,570	520%	38%			4,204
Queensland	2,505	2,304	-8%	24%			7,003
New South Wales	1,030	1,709	66%	18%			2,206
Victoria	284	1,452	412%	15%			1,630
South Australia	156	455	191%	5%			565
Other	1	0		0%			2
<b>Total</b>	<b>4,553</b>	<b>9,491</b>	<b>108%</b>	<b>100%</b>			<b>15,610</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Western Australia was the largest export state for the period and 522 per cent higher to 3,570 tonnes. Queensland was 8 per cent lower to 2,304 tonnes for the 5 months to November (Table 2).

On a month to month basis the November exports were 165 per cent higher at 2,251 tonnes compared to 849 tonnes a year ago and FOB prices were 33 per cent lower at A\$4.21 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- Nov lifting 218 per cent compared to Nov last year.

**Table 4. Avocado By Transport Mode**

	2023/24		share
	Tonnes	change	
Air	5,065	60%	53%
Sea	4,426	218%	47%
<b>Total</b>	<b>9,491</b>	<b>108%</b>	<b>100%</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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### MARKET INSIGHTS

#### Hong Kong (Nov 23)

Hong Kong imported 12,608 tonnes of avocados from July to November 2023, which was 51.8 per cent more than the previous year. More than 60 per cent is re-exported to China. Australia supplied 3,714 tonnes or 85 per cent more. Peru is the largest supplier and was up 138 per cent to 6031 tonnes where most of this is reexported to China. Chile was 143 per cent lower to 1,614 tonnes.

**Table 5 : Avocado Imports by Hong Kong**

Market	Jul to November		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	November
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	3,714	85.2%	29%	18.3	\$4.92	\$4.87
Peru	6,031	138.7%	48%	15.0	\$2.49	\$2.41
Chile	1,614	143.0%	13%	8.1	\$5.03	\$4.84
Mexico	356	-74.9%	3%	1.5	\$4.30	\$5.59
Other	893		7%	3.7	\$4.19	\$0.00
<b>Total YTD Tonnes</b>	<b>12,608</b>	<b>51.8%</b>	<b>100%</b>	<b>46.7</b>	<b>\$3.70</b>	<b>\$4.77</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

#### Singapore (Nov 23)

Singapore imported 2,694 tonnes of avocados from July to November 2023, 16 per cent more than last year. Australia supplied 2,307 tonnes or 31 per cent more than a year ago accounting for 86 per cent market share. Kenya was 26 per cent lower at 102 tonnes. China has entered the market with 47 tonnes. Other includes Peru, Vietnam, Philippines and more with under 50 tonnes each.

**Table 6 : Avocado Imports by Singapore**

Market	Jul to November		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	November
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	2,307	31.2%	86%	10.6	\$4.58	\$4.34
Mexico	19	46.2%	1%	0.2	\$8.79	\$9.01
Kenya	102	-26.1%	4%	0.2	\$2.22	
New Zealand	70	-69.2%	3%	0.3	\$4.11	\$3.69
China	47		2%	0.2	\$3.77	
Other	149		6%	0.5		
<b>Total YTD Tonnes</b>	<b>2,694</b>	<b>16.2%</b>	<b>100%</b>	<b>11.9</b>	<b>\$4.42</b>	<b>\$4.29</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

#### Malaysia (Oct 23)

Malaysia has imported 1,873 tonnes of avocados from July to October 2023, which was 48 per cent more than last year. Australia supplied 1,457 tonnes or 86 per cent more than last year and holds 78 per cent market share. Kenya increased 37 per cent to 181 tonnes and 10 per cent market share. Australian CIF prices were recorded A\$4.49 average for the year and dropped to \$3.80 in October possibly under pressure from low offers from Kenya recording \$2.31 per kg.

**Table 7 : Avocado Imports by Malaysia**

Market	Jul to October		share	Value	Year to date	Month of
	2023	Chg LY			Unit Value	October
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	1,457	86.4%	78%	6.5	\$4.49	\$3.80
Kenya	181	37.4%	10%	0.4	\$2.31	
Philippines	104	-9.5%	6%	0.3	\$3.09	\$3.12
Indonesia	68	-9.2%	4%	0.1	\$1.05	\$1.05
Thailand	37	-8.4%	2%	0.0	\$0.88	\$0.74
Other	27		1%	0.1	\$2.41	
<b>Total YTD Tonnes</b>	<b>1,873</b>	<b>48.1%</b>	<b>100%</b>	<b>7.4</b>	<b>\$3.98</b>	<b>\$3.67</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



# Monthly Export / Import Update

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### Japan (Nov 23)

Japan imported 25,627 tonnes of avocados from July to November 23 which is 22.6 per cent higher than last year. Australia has supplied 497 tonnes. Mexico, the lead supplier over a year, was 27 per cent higher to 15,337 tonnes and recovering from a lower volume year in 2022. Peru increased 15 per cent to 9,516 tonnes to finish their season. Australia's recorded average CIF price was A\$4.43 compared to average A\$3.99 from all sources.

**Table 8 : Avocado Imports by Japan**

Market	Jul to November		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	November
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	497	193.7%	2%	2.2	\$4.43	\$4.36
Mexico	15,337	26.6%	60%	66.5	\$4.33	\$4.11
Peru	9,516	15.0%	37%	32.3	\$3.40	
New Zealand	274	129.0%	1%	1.3	\$4.63	\$4.50
United States	3	-1.4%		0.0		
Other	-		0%	0.0		
<b>Total YTD Tonnes</b>	<b>25,627</b>	<b>22.6%</b>	<b>100%</b>	<b>102.3</b>	<b>\$3.99</b>	<b>\$4.13</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

### Thailand (Nov 23)

Thailand imported 827 tonnes of avocados from July to November 23 and is 0.3 per cent higher than last year. **Australia has now supplied more than Peru with 225 tonnes from Western Australia recorded.** New Zealand supplied 452 tonnes and Peru has supplied 150 tonnes leading into a changeover period to NZ supply.

**Table 9 : Avocado Imports by Thailand**

Market	Jul to November		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	November
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	225	++	27%	1.3	\$5.89	\$5.58
New Zealand	452	4.8%	55%	3.4	\$7.52	\$8.02
Peru	150	-61.9%	18%	0.7	\$4.96	
Other	-		0%	0.0		
<b>Total YTD Tonnes</b>	<b>827</b>	<b>0.3%</b>	<b>100%</b>	<b>5.5</b>	<b>\$6.62</b>	<b>\$6.28</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

### India (Oct 23)

India imported 1,618 tonnes of avocados from July to October 23 and is 70 per cent **above** the same period last year. Tanzania supplied 1,539 tonnes and now accounts for 95 per cent share. Netherlands (ex Peru) is 84 per cent lower. New Zealand has supplied 32 tonnes. Australia's first consignments were recorded in June and July, with the July consignments recorded here though anticipating more to flow from December.

**Table 10 : Avocado Imports by India**

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	9	++	1%	0.0	\$5.10	\$6.56
Tanzania	1,539	150.5%	95%	5.3	\$3.46	\$4.08
New Zealand	32	-73.9%	2%	0.2	\$7.17	\$8.13
Netherlands	23	-84.7%	1%	0.2	\$9.04	\$14.81
Kenya	15	-44.7%	1%	0.1		\$4.05
Other	0		0%	0.0		
<b>Total YTD Tonnes</b>	<b>1,618</b>	<b>70.2%</b>	<b>100%</b>	<b>5.8</b>	<b>\$3.61</b>	<b>\$4.31</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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### IMPORTS

The imports for the 2023/24 import are tracking 81 per cent lower than last year. Imports of avocados were **1,427** tonnes worth A\$6.44m (Table 11). Unit values increased 2.9 per cent to A\$4.51 and has meant the overall value decreased by 80 per cent for the period. The MAT (Moving Annual Total) was 6,864 tonnes decreasing 28 per cent in the month.

**Table 11 : Import Key Measures**

IMPORTS	(TD (from July	Chg LY	MAT
Volume (tonnes)	1,427	-81%	6,864
Value (M AUD)	6.44	-80%	32.1
\$ per kg	\$4.51	2.9%	\$4.68

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

**Table 12 : Avocado Imports by Market**

Market	July to November		Value	Unit Value
	2023/24	Chg LY		
	Tonnes	%	A\$ Mill	A\$ per kg
New Zealand	1,427	-79%	6.4	\$4.51
Chile	-	-	-	-
<b>Total YTD Tonnes</b>	<b>1,427</b>	<b>-81%</b>	<b>6.4</b>	<b>\$4.51</b>

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

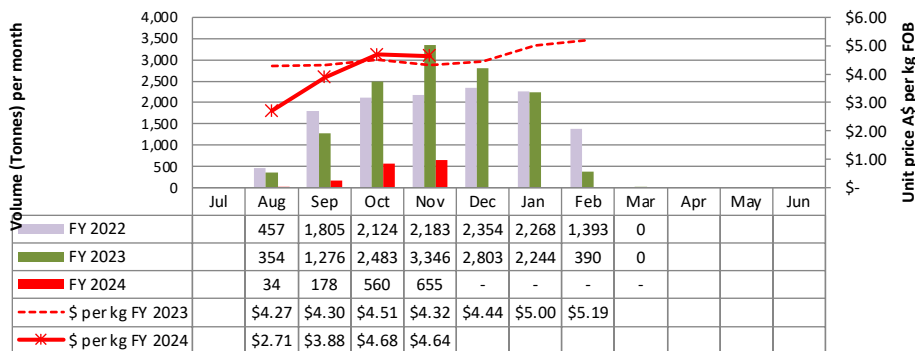
Ranked by YTD volume

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

November imports recorded 655 tonnes, compared to 3,346 tonnes for the same month last year.

**Avocado Imports per month vs last 2 years**



Source: IHS Global Trade Atlas; Fresh Intelligence analysis