



Monthly Export / Import Update

December 2023

EXPORTS

By December of the 2023/24 year, exports of avocados recorded **11,149** tonnes worth A\$45.20m and was **115 per cent** above the same period last year (Table 1). The overall value increased by 77 per cent. Unit values were 23 per cent lower at AU\$4.14 per kg (FOB). The MAT (Moving Annual Total) was 16,624 tonnes, up 7.8 per cent since the previous month's MAT maintaining a very strong positive momentum.

Table 1 : Avocado Key Measures

EXPORTS	YTD (from July)	Chg LY	MAT
Volume (tonnes)	11,149	115%	16,624
Value (M AUD)	46.20	65%	77.0
\$ per kg (FOB)	\$4.14	-22.9%	\$4.63

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Hong Kong remains the lead market with 4,274 tonnes, up 103 per cent followed by Singapore (+48%) and Malaysia (+150%). These markets accounted for 83 per cent of the exports to date and reducing with diversification.

There were 810 tonnes exported to Japan (+196%) from Western Australia, and 443 tonnes to Thailand since the new protocol. (Table 3). Trade to Middle East recorded 512 tonnes compared to just 14 tonnes last year.

Table 3 : Avocado Exports by Market
July to December

Market	FY 2022/23		FY 2023/24		Chg LY	share	MAT
	Tonnes	Tonnes	Tonnes	Tonnes			
Hong Kong	2,104	4,274	103%	38.3%	7,243		
Singapore	1,825	2,698	48%	24.2%	4,269		
Malaysia	919	2,295	150%	20.6%	3,121		
Japan	273	810	196%	7.3%	813		
Thailand	-	443	++	4.0%	443		
United Arab Emirates	9	328	++	2.9%	340		
Saudi Arabia	1	92	++	0.8%	107		
Qatar	4	50	1133%	0.4%	56		
Indonesia	14	34	142%	0.3%	68		
Kuwait	-	26	++	0.2%	26		
Brunei Darussalam	15	20	37%	0.2%	36		
New Caledonia	18	19	4%	0.2%	22		
all other	13	61			78		
Total YTD Tonnes	5,196	11,149	115%	100%	16,624		
MIDDLE EAST	14	512	3555%	4.6%	551		

Table 2. Avocado By State

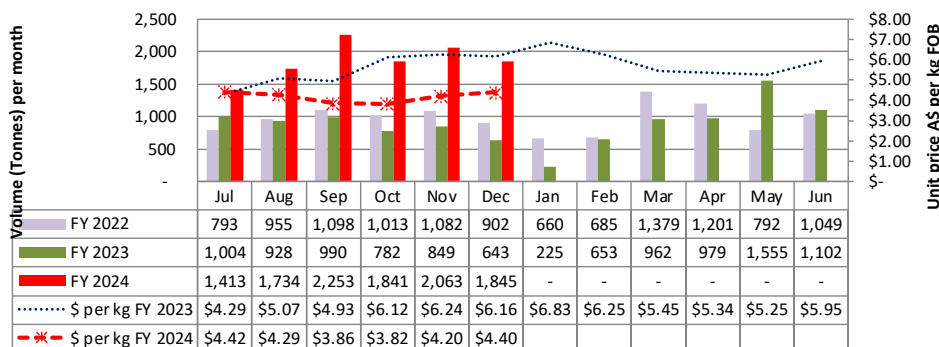
	July to December		Chg LY	share	MAT
	2022/23	2023/24			
	Tonnes	Tonnes	%	%	Tonnes
Western Australia	908	4,870	436%	44%	5,172
Queensland	2,628	2,396	-9%	21%	6,972
New South Wales	1,134	1,927	70%	17%	2,320
Victoria	303	1,454	380%	13%	1,612
South Australia	222	502	126%	4%	547
Other	1	0		0%	2
Total	5,196	11,149	115%	100%	16,624

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Western Australia was the largest export state for the period and 436 per cent higher to 4,870 tonnes. Queensland was 9 per cent lower to 2,396 tonnes for the 6 months to December (Table 2).

On a month to month basis the December exports were 187 per cent higher at 1,845 tonnes compared to 643 tonnes a year ago and FOB prices were 29 per cent lower at A\$4.40 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 55 per cent of avocado shipments in July- Dec lifting 281 per cent compared to Dec last year.

Table 4. Avocado By Transport Mode

	July to December		share
	2023/24	change	
	Tonnes	%	%
Air	5,050	40%	45%
Sea	6,099	281%	55%
Total	11,149	115%	100%

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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MARKET INSIGHTS

Hong Kong (Dec 23)

Hong Kong imported 14,185 tonnes of avocados from July to December 2023, which was 43.7 per cent more than the previous year. More than 60 per cent is re-exported to China. Australia supplied 4,399 tonnes or 96 per cent more. Peru is the largest supplier and was up 128 per cent to 6,055 tonnes where most of this is reexported to China. Chile was 91 per cent higher to 2,410 tonnes.

Table 5 : Avocado Imports by Hong Kong

Market	Jul to December		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	December
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	4,399	95.8%	31%	21.4	\$4.86	\$4.53
Peru	6,055	128.0%	43%	15.1	\$2.50	\$3.01
Chile	2,410	90.9%	17%	11.8	\$4.88	\$4.58
Mexico	375	-79.1%	3%	1.6	\$4.32	\$4.73
Other	945		7%	4.0	\$4.25	
Total YTD Tonnes	14,185	43.7%	100%	53.9	\$3.80	\$4.56

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Singapore (Dec 23)

Singapore imported 3,190 tonnes of avocados from July to December 2023, 16.8 per cent more than last year. Australia supplied 2,726 tonnes or 36 per cent more than a year ago accounting for 85 per cent market share. Kenya was 37 per cent lower at 102 tonnes. China has entered the market with 61 tonnes. New Zealand supplied 117 tonnes which is tracking 59 per cent lower for the period.

Table 6 : Avocado Imports by Singapore

Market	Jul to December		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	December
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	2,726	35.7%	85%	12.4	\$4.57	\$4.48
New Zealand	117	-58.8%	4%	0.5	\$3.95	\$3.72
China	61		2%	0.2	\$3.94	\$4.50
Kenya	102	-37.0%	3%	0.2	\$2.22	
Mexico	19		1%	0.2	\$8.80	
Other	165		5%	0.6		
Total YTD Tonnes	3,190	16.8%	100%	14.1	\$4.42	\$4.42

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Malaysia (Nov 23)

Malaysia has imported 2,469 tonnes of avocados from July to November 2023, which was 50 per cent more than last year. Australia supplied 2,009 tonnes or 100 per cent more than last year and holds 81 per cent market share. Kenya increased 25 per cent to 181 tonnes and 7 per cent market share. Australian CIF prices were recorded A\$4.31 average for the year and dropped to \$3.85 in November possibly under pressure from low offers from Kenya recording \$2.31 per kg.

Table 7 : Avocado Imports by Malaysia

Market	Jul to November		share	Value	Year to date	Month of
	2023	Chg LY			Unit Value	November
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	2,009	99.5%	81%	8.7	\$4.31	\$3.85
Kenya	181	25.1%	7%	0.4	\$2.31	
Philippines	134	-20.6%	5%	0.4	\$2.98	\$2.61
Indonesia	75	-20.0%	3%	0.1	\$1.05	\$1.05
Thailand	39	-11.4%	2%	0.0	\$0.87	\$0.66
Other	31		1%	0.1	\$2.97	
Total YTD Tonnes	2,469	50.5%	100%	9.7	\$3.92	\$3.76

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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Japan (Dec 23)

Japan imported 30,458 tonnes of avocados from July to December 23 which is 17.2 per cent higher than last year. Australia has supplied 756 tonnes. Mexico, the lead supplier over a year, was 16 per cent higher to 19,845 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\$4.47 compared to average A\$3.99 from all sources.

Table 8 : Avocado Imports by Japan

Market	Jul to December		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	December
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	756	197.4%	2%	3.4	\$4.47	\$4.55
Mexico	19,845	16.3%	65%	84.3	\$4.25	\$3.95
Peru	9,516	15.0%	31%	32.3	\$3.40	
New Zealand	337	113.4%	1%	1.6	\$4.81	\$5.57
United States	4	-51.9%		0.0	\$10.97	\$6.90
Other	-		0%	0.0		
Total YTD Tonnes	30,458	17.2%	100%	121.7	\$3.99	\$4.00

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Thailand (Dec 23)

Thailand imported 1,007 tonnes of avocados from July to December 23 and is 0.8 per cent higher than last year. **Australia has now supplied more than Peru with 367 tonnes from Western Australia recorded.** New Zealand supplied 490 tonnes, down 19 per cent, and Peru supplied 150 tonnes leading into a changeover period to NZ supply. Given no market growth Australia is taking market share from others.

Table 9 : Avocado Imports by Thailand

Market	Jul to December		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	December
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	367	++	36%	2.0	\$5.51	\$4.90
New Zealand	490	-19.2%	49%	3.7	\$7.59	\$8.39
Peru	150	-61.9%	15%	0.7	\$4.96	
Other	-		0%	0.0		
Total YTD Tonnes	1,007	0.8%	100%	6.5	\$6.44	\$5.64

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

India (Dec 23)

India imported 2,197 tonnes of avocados from July to December 23 and is 86 per cent **above** the same period last year. Tanzania supplied 2,018 tonnes and now accounts for 92 per cent share. Netherlands (ex-Peru) is 87 per cent lower. New Zealand has supplied 99 tonnes. Australia's first consignments were recorded in June and July, with the July consignments recorded here though more will flow from January where 235 tonnes have been recorded in other sources.

Table 10 : Avocado Imports by India

Market	Jul to December		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	December
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	11	++	0%	0.1	\$5.46	\$6.56
Tanzania	2,018	169.4%	92%	7.5	\$3.74	\$4.08
New Zealand	99	-45.7%	4%	0.6	\$6.19	\$8.13
Netherlands	23	-87.6%	1%	0.2	\$9.04	\$14.81
Kenya	47	70.1%	2%	0.2		\$4.05
Other	0		0%	0.2		
Total YTD Tonnes	2,197	86.0%	100%	8.6	\$3.91	\$4.31

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 **1,991** tonnes worth A\$8.99m (Table 11). Unit values increased 2.5 per cent to A\$4.52 and has meant the overall value decreased by 80 per cent for the period. The MAT (Moving Annual Total) was 4,625 tonnes decreasing 32 per cent in the month.

Table 11 : Import Key Measures

IMPORTS	(TD (from July	Chg LY	MAT
Volume (tonnes)	1,991	-81%	4,625
Value (M AUD)	8.99	-80%	22.2
\$ per kg	\$4.52	2.5%	\$4.81

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 12 : Avocado Imports by Market

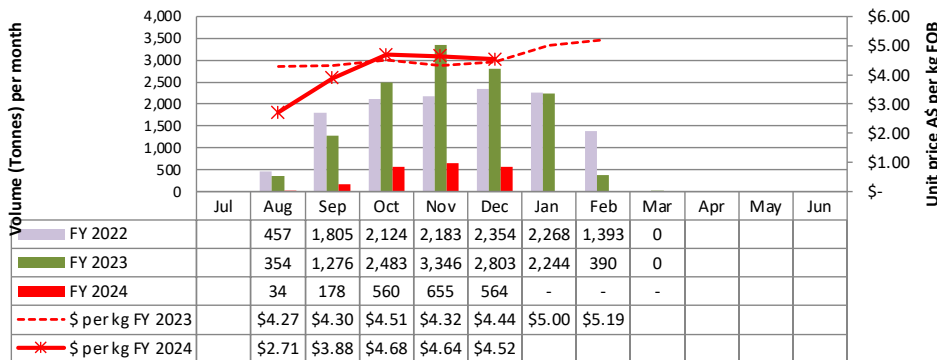
Market	July to December		Value	Unit Value
	2023/24	Chg LY		
	Tonnes	%	A\$ Mill	A\$ per kg
New Zealand	1,991	-79%	9.0	\$4.52
Chile	-	-	-	-
Total YTD Tonnes	1,991	-81%	9.0	\$4.52

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

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

December imports recorded 564 tonnes, compared to 2,803 tonnes for the same month last year.

Avocado Imports per month vs last 2 years



Source: IHS Global Trade Atlas; Fresh Intelligence analysis