



Monthly Export / Import Update

January 2024

EXPORTS

By January of the 2023/24 year, exports of avocados recorded **12,961** tonnes worth A\$55.28m and was **139 per cent** above the same period last year (Table 1). The overall value increased by 88 per cent. Unit values were 22 per cent lower at AU\$4.26 per kg (FOB). The MAT (Moving Annual Total) was 18,212 tonnes, up 10 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)	12,961	139%	18,212
Value (M AUD)	55.28	88%	84.5
\$ per kg (FOB)	\$4.26	-21.6%	\$4.64

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Hong Kong remains the lead market with 4,997 tonnes, up 130 per cent followed by Singapore (+59%) and Malaysia (+167%). These markets accounted for 82 per cent of the exports to date and reducing with diversification.

There were 924 tonnes exported to Japan (+234%) from Western Australia, and 561 tonnes to Thailand since the new protocol. (Table 3). Trade to Middle East recorded 985 tonnes compared to just 18 tonnes last year.

Table 3 : Avocado Exports by Market July to January

Market	FY 2022/23		FY 2023/24		Chg LY %	share %	MAT Tonnes
	Tonnes	Tonnes	Tonnes	Tonnes			
Hong Kong	2,168	4,997	130%	38.6%	7,902		
Singapore	1,944	3,089	59%	23.8%	4,542		
Malaysia	949	2,531	167%	19.5%	3,327		
Japan	277	924	234%	7.1%	924		
Thailand	-	561	++	4.3%	561		
United Arab Emirates	9	387	++	3.0%	400		
India	-	156	++	1.2%	162		
Saudi Arabia	1	95	++	0.7%	111		
Qatar	4	53	++	0.4%	59		
Indonesia	15	37	154%	0.3%	71		
Kuwait	-	31	++	0.2%	31		
Brunei Darussalam	18	24	35%	0.2%	36		
all other	36	75			85		
Total YTD Tonnes	5,421	12,961	139%	100%	18,212		
MIDDLE EAST	18	585	3091%	4.5%	620		

Source: IHS Global Trade Atlas; Fresh Intelligence analysis
 Ranked by annual volume ++ >500% increase
 share of season 71.2% MAT - Moving Annual Total

Table 2. Avocado By State

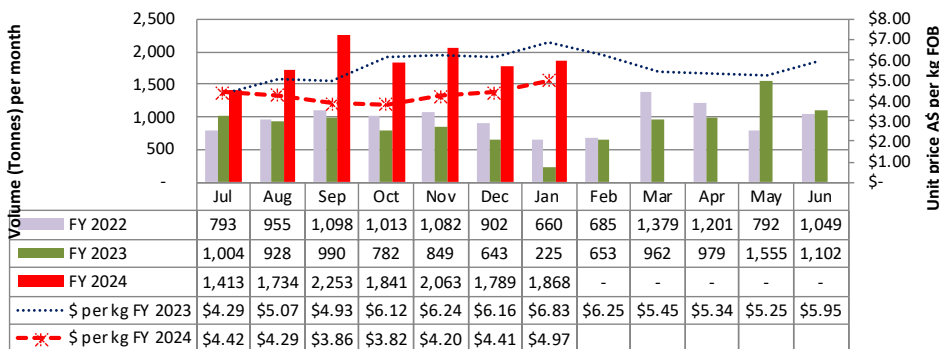
	July to January		Chg LY %	share %	MAT Tonnes
	2022/23 Tonnes	2023/24 Tonnes			
Western Australia	1,053	6,335	502%	49%	6,492
Queensland	2,664	2,434	-9%	19%	6,974
New South Wales	1,161	2,170	87%	17%	2,536
Victoria	310	1,517	390%	12%	1,668
South Australia	233	505	117%	4%	539
Other	1	0		0%	2
Total	5,421	12,961	139%	100%	18,212

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Western Australia was the largest export state for the period and 500 per cent higher to 6,335 tonnes. Queensland was 9 per cent lower to 2,434 tonnes for the 7 months to January (Table 2).

On a month to month basis the January exports were 700 per cent higher at 1,868 tonnes compared to 225 tonnes a year ago and FOB prices were 27 per cent lower at A\$4.97 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 - Jan lifting 333 per cent compared to last year.

Table 4. Avocado By Transport Mode

	July to January		share %
	2023/24 Tonnes	change %	
Air	5,798	54%	45%
Sea	7,163	333%	55%
Total	12,961	139%	100%

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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MARKET INSIGHTS

Hong Kong (Jan 24)

Hong Kong imported 15,336 tonnes of avocados from July to January 2024, which was 46.6 per cent more than the previous year. More than 60 per cent is re-exported to China. Australia supplied 5,001 tonnes or 117 per cent more. Peru is the largest supplier and was up 131 per cent to 6,254 tonnes where most of this is reexported to China. Mexico was 78 per cent lower to 467 tonnes.

Singapore (Jan 24)

Singapore imported 3,640 tonnes of avocados from July to January 2024, 22.4 per cent more than last year. Australia supplied 3,122 tonnes or 49 per cent more than a year ago accounting for 86 per cent market share. New Zealand was 59 per cent lower at 133 tonnes. China has entered the market with 68 tonnes. Kenya supplied 104 tonnes which is tracking 38 per cent lower for the period. Mexico is 56 per cent lower to 28 tonnes.

Malaysia (Nov 23) (no update)

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 5 : Avocado Imports by Hong Kong

Market	Jul to January		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	January
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	5,001	117.2%	33%	24.2	\$4.85	\$4.78
Peru	6,254	131.7%	41%	15.8	\$2.52	\$3.24
Chile	2,637	94.7%	17%	12.9	\$4.89	\$4.95
Mexico	467	-77.8%	3%	2.0	\$4.23	\$3.84
Other	978		6%	4.2	\$4.32	
Total YTD Tonnes	15,336	46.6%	100%	59.1	\$3.85	\$4.51

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 6 : Avocado Imports by Singapore

Market	Jul to January		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	January
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	3,122	49.4%	86%	14.6	\$4.66	\$5.32
New Zealand	133	-59.0%	4%	0.5	\$3.91	\$3.62
China	68		2%	0.3	\$4.04	\$4.92
Kenya	104	-37.7%	3%	0.2	\$2.25	\$4.00
Mexico	28	-56.3%	1%	0.2	\$8.13	\$6.74
Other	185		5%	0.7		
Total YTD Tonnes	3,640	22.4%	100%	16.5	\$4.52	\$5.26

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

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 (Jan 24)

Japan imported 33,600 tonnes of avocados from July to January 24 which is 13.5 per cent higher than last year. Australia has supplied 844 tonnes. Mexico, the lead supplier over a year, was 11 per cent higher to 22,897 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\$4.46 compared to average A\$3.98 from all sources.

Table 8 : Avocado Imports by Japan

Market	Jul to January		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	January
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	844	188.5%	3%	3.8	\$4.46	\$4.37
Mexico	22,897	10.9%	68%	96.0	\$4.19	\$3.83
Peru	9,516	15.0%	28%	32.3	\$3.40	
New Zealand	337	110.8%	1%	1.6	\$4.81	
United States	6	-42.7%		0.1	\$9.74	\$7.01
Other	-		0%	0.1		
Total YTD Tonnes	33,600	13.5%	100%	133.7	\$3.98	\$3.85

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

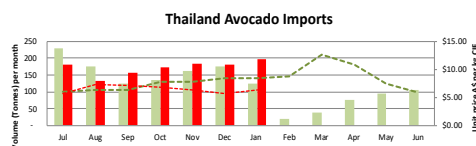
Thailand (Jan 24)

Thailand imported 1,203 tonnes of avocados from July to January 24 and is 7.1 per cent higher than last year. **Australia has now supplied more than Peru with 494 tonnes from Western Australia recorded.** New Zealand supplied 560 tonnes, down 23 per cent, and Peru supplied 150 tonnes before the changeover period to NZ supply. Australia appears to now be contributing to market growth.

Table 9 : Avocado Imports by Thailand

Market	Jul to January		share	Value	Year to date	Month of
	FY 2023/24	Chg LY			Unit Value	January
	Tonnes	%	% YTD	A\$ Mill	A\$ per kg CIF	A\$ per kg CIF
Australia	494	++	41%	2.8	\$5.61	\$5.90
New Zealand	560	-23.4%	47%	4.2	\$7.56	\$7.32
Peru	150	-61.9%	12%	0.7	\$4.96	
Other	-		0%	0.0		
Total YTD Tonnes	1,203	7.1%	100%	7.7	\$6.43	\$6.40

Source: IHS Global Trade Atlas; Fresh Intelligence analysis



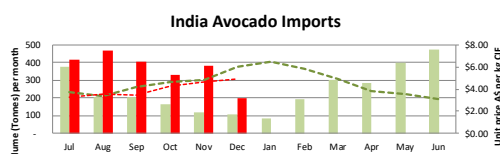
India (Dec 23)

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 480 tonnes have been recorded by other sources until end of February. **This is more than India imported from all sources in Jan/Feb 2022.**

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 77 per cent lower than last year. Imports of avocados were **2,877** tonnes worth A\$13.46m (Table 11). Unit values increased 3.4 per cent to A\$4.68 and has meant the overall value decreased by 76 per cent for the period. The MAT (Moving Annual Total) was 3,267 tonnes decreasing 52 per cent in the month.

Table 11 : Import Key Measures

IMPORTS	YTD (from July	Chg LY	MAT
Volume (tonnes)	2,877	-77%	3,267
Value (M AUD)	13.46	-76%	15.5
\$ per kg	\$4.68	3.4%	\$4.74

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Table 12 : Avocado Imports by Market
July to January

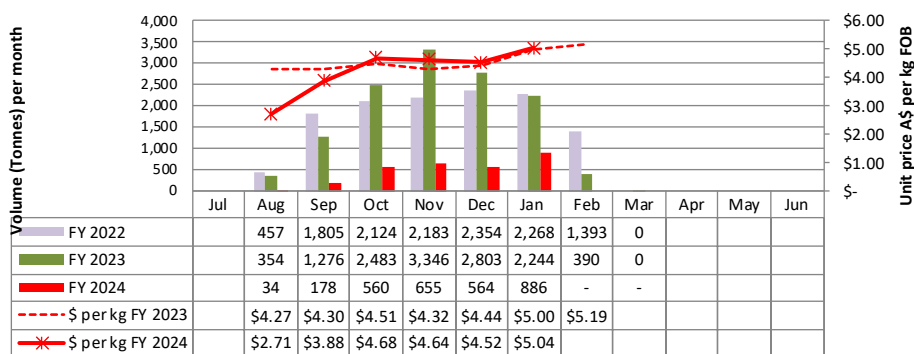
Market	2023/24	Chg LY	Value	Unit Value
	Tonnes	%	A\$ Mill	A\$ per kg
New Zealand	2,877	-75%	13.5	\$4.68
Chile	-	-	-	-
Total YTD Tonnes	2,877	-77%	13.5	\$4.68

Source: IHS Global Trade Atlas; Fresh Intelligence analysis

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

January imports recorded 886 tonnes, compared to 2,244 tonnes for the same month last year.

Avocado Imports per month vs last 2 years



Source: IHS Global Trade Atlas; Fresh Intelligence analysis



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