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Australian avocado exports and imports

January to December 2022

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For
Avocados Australia Limited
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Contents

- Australian avocado export summary 3
- Australian avocado exports by market 4 – 7
- Australian avocado exports by state 8 – 10
- Australian avocado exports for 10 years 11 – 12
- Asian market insights 13 - 14
- Australian avocado imports 15 – 16

Australian avocado export and import summary

- Australian avocado exports for **January to December 2022** were 10,976 tonnes, which was 35.9 per cent higher compared to same period last year and valued at AU\$55.12 million. Unit prices were 6.5 per cent higher at AU\$5.02 per kg.

Key Results January 2022 to December 2022

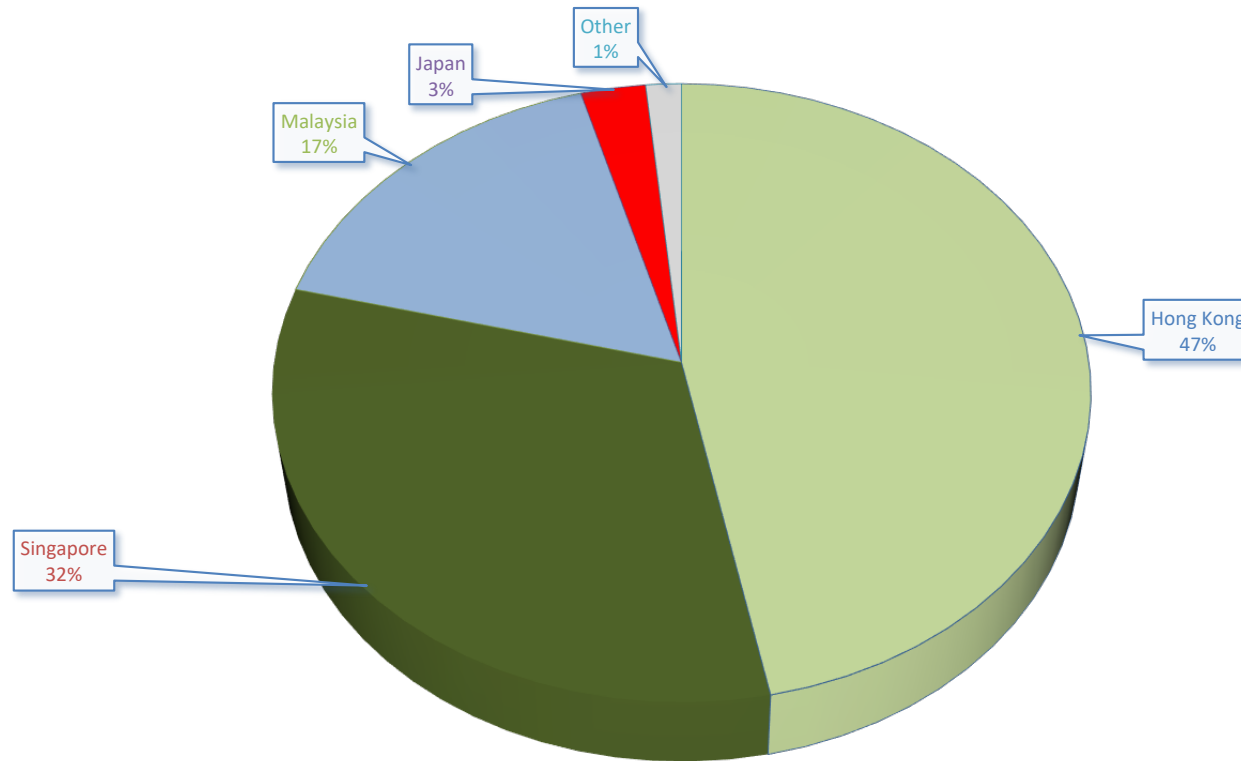
Volume	10,976 tonnes	... + 35.9%
Value	55.12 million	... + 44.7%
AU\$ per kg	\$5.02	... + 6.5%

- Trade to Hong Kong lifted 51 per cent to 5,141 tonnes while trade to Singapore lifted 34 per cent and Malaysia by 9 per cent off the back of very strong growth in the previous year.
- Trade to Japan increased 322 per cent to 309 tonnes.
- Average returns per kg (\$5.02) were 6.5 per cent higher compared to the previous year when the price levels fell over 40 per cent to internationally competitive levels, influencing the higher trade volumes.
- Exports from Queensland lifted strongly, NSW and WA lifted marginally and exports from Victoria and SA fell.
- Asian markets imported 132,000 tonnes of avocados in 2021, which was 19 per cent **less** than the previous year and a negative growth trend of 3 per cent per year over 5 years. Japan, the largest importer decreased 34 per cent influenced the negative result while China was steady and unchanged since 2018.
- Australia's share of the Malaysian and Singapore markets, which combined have a 7 per cent share of all avocado imports by Asian region, has increased substantially since 2020 and is the leading supplier in both markets. Japan remains the largest importer accounting for 38 per cent (down from 48 per cent in 2021) of the region's imports, or 50,573 tonnes.
- Singapore, Malaysia, Hong Kong and Japan and Australia's key **markets of interest**, accounting for 99 per cent of export trade. Australia regained market leadership of the Malaysia and Singapore markets in 2021. Japan is Asia's largest importer accounting for 38 per cent of the region's imports, or 50,574 tonnes of which Australia supplied 271 tonnes in 2022.
- From January to December 2022 there were 13,980 tonnes of avocados **imported** to Australia worth AU\$57.71 million, which was 17 per cent **below** the previous year. New Zealand was the main supplier supplemented by Chile. Annual import results span 2 seasons and the August to December period was 15 per cent lower to 10,262 tonnes.

Australian avocado exports by market

In 12 months to December 2022, Hong Kong, Singapore, and Malaysia and accounted for 96 per cent of all export volumes. Japan account for 3 per cent and all other markets combined accounted for the remaining 1 per cent of avocado exports.

AVOCADO EXPORTS BY MARKET DESTINATION - 10,976 TONNES
- 12 MONTHS TO DECEMBER 2022

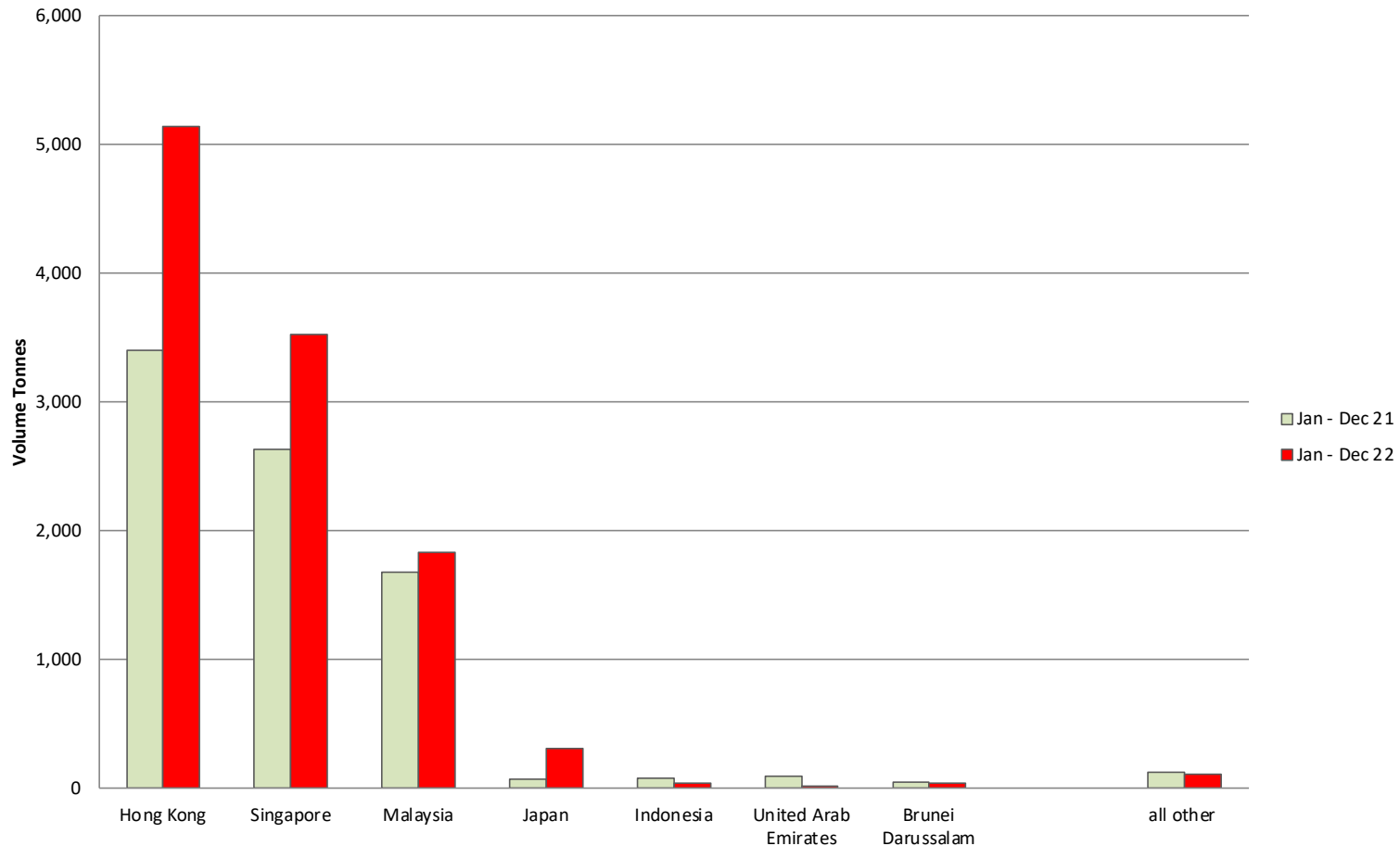


Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado exports by market

Trade to Hong Kong lifted 51 per cent to 5,141 tonnes while trade to Singapore lifted 34 per cent and Malaysia by 9 per cent off the back of very strong growth in the previous year. Japan increased 322 per cent to 309 tonnes.

Avocado Exports by Market Jan - Dec 2022 vs the previous year



Source: IHS Global Trade Atlas; Fresh Intelligence analysis

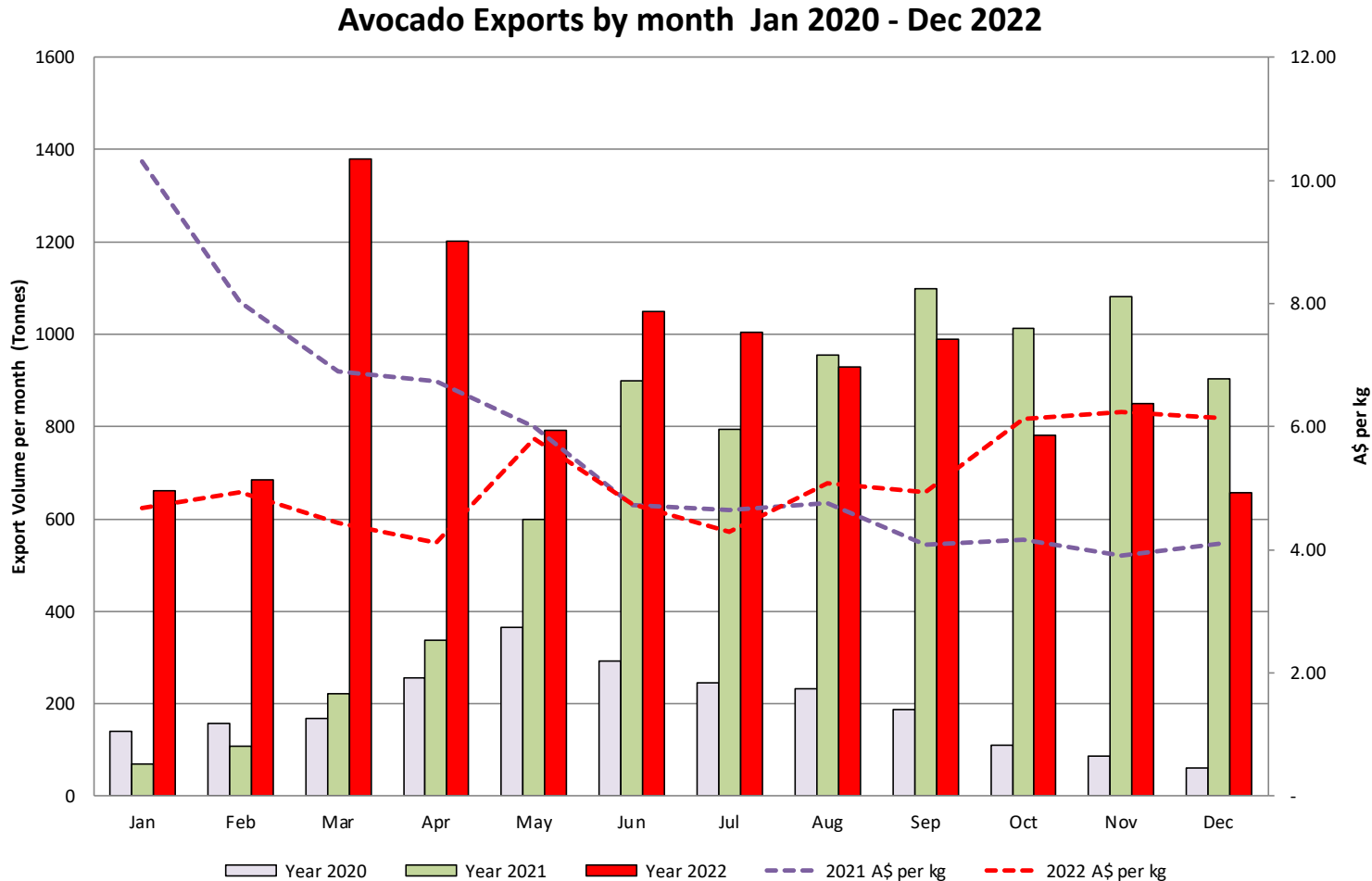
Australian avocado exports by volume and value by market January to December 2022

Key Results January 2022 to December 2022										
Avocado Exports by Season to date		Volume	10,976 tonnes	...	+ 35.9%					
		Value	55.12 million	...	+ 44.7%					
		AU\$ per kg	\$5.02	...	+ 6.5%					
Market	Volume Tonnes				Value AU\$ Million				Average AU\$ per KG (FOB)	
	Jan to Dec-21	Jan to Dec-22	Change % to 21	Share %	Jan to Dec-21	Jan to Dec-22	Change % to 21	Share %	Jan to Dec-21	Jan to Dec-22
TOTAL AVOCADOS	8,078	10,976	36%	100%	38.09	55.12	45%	100%	4.71	5.02
Hong Kong	3,401	5,141	51%	46.8%	16.68	25.84	55%	46.9%	4.91	5.03
Singapore	2,633	3,522	34%	32.1%	12.28	16.85	37%	30.6%	4.66	4.78
Malaysia	1,680	1,834	9%	16.7%	7.23	9.74	35%	17.7%	4.30	5.31
Japan	73	309	322%	2.8%	0.40	1.67	321%	3.0%	5.43	5.42
Indonesia	74	43	-43%	0.4%	0.50	0.35	-30%	0.6%	6.78	8.27
United Arab Emirates	93	15	-84%	0.1%	0.33	0.11	-69%	0.2%	3.60	6.92
Brunei Darussalam	45	36	-19%	0.3%	0.27	0.11	-59%	0.2%	6.05	3.10
all other	124	112	-10%	1.0%	0.38	0.44	14%	0.8%	3.10	3.90
TOTAL Avocados	8,078	10,976	35.9%	100%	38.09	55.12	44.7%	100%	4.71	5.02

source : ABS (2022) via IHS Global Trade Atlas ABS data; Fresh Intelligence analysis

Australian avocado exports by month vs last 2 years

The 12 months January to December period was 36 per cent higher than last year by volume. The result was influenced by high growth in the January to April period. Trade held similar levels until September and has since fallen behind last year as prices crept above the levels of last year.

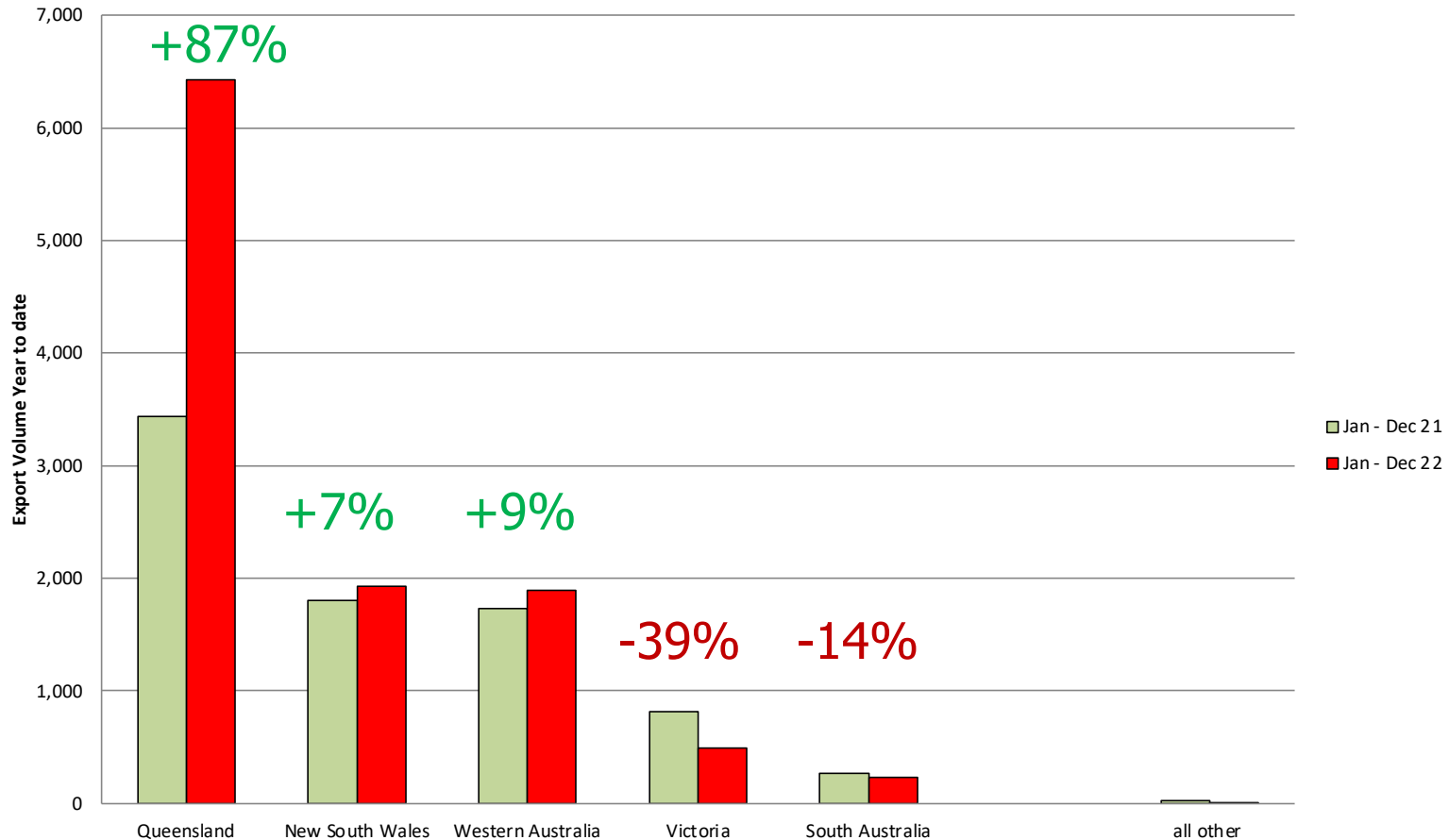


Source: ABS (2022) via IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado exports by state by volume

Exports from Queensland lifted strongly, NSW and WA lifted marginally and exports from Victoria and SA fell.

Avocado Exports by State - Jan to Dec 2022 vs last year



Source: ABS (2022) via IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado exports by volume and value by state January to December 2022

Exports from Queensland lifted strongly, NSW and WA lifted marginally and exports from Victoria and SA fell.

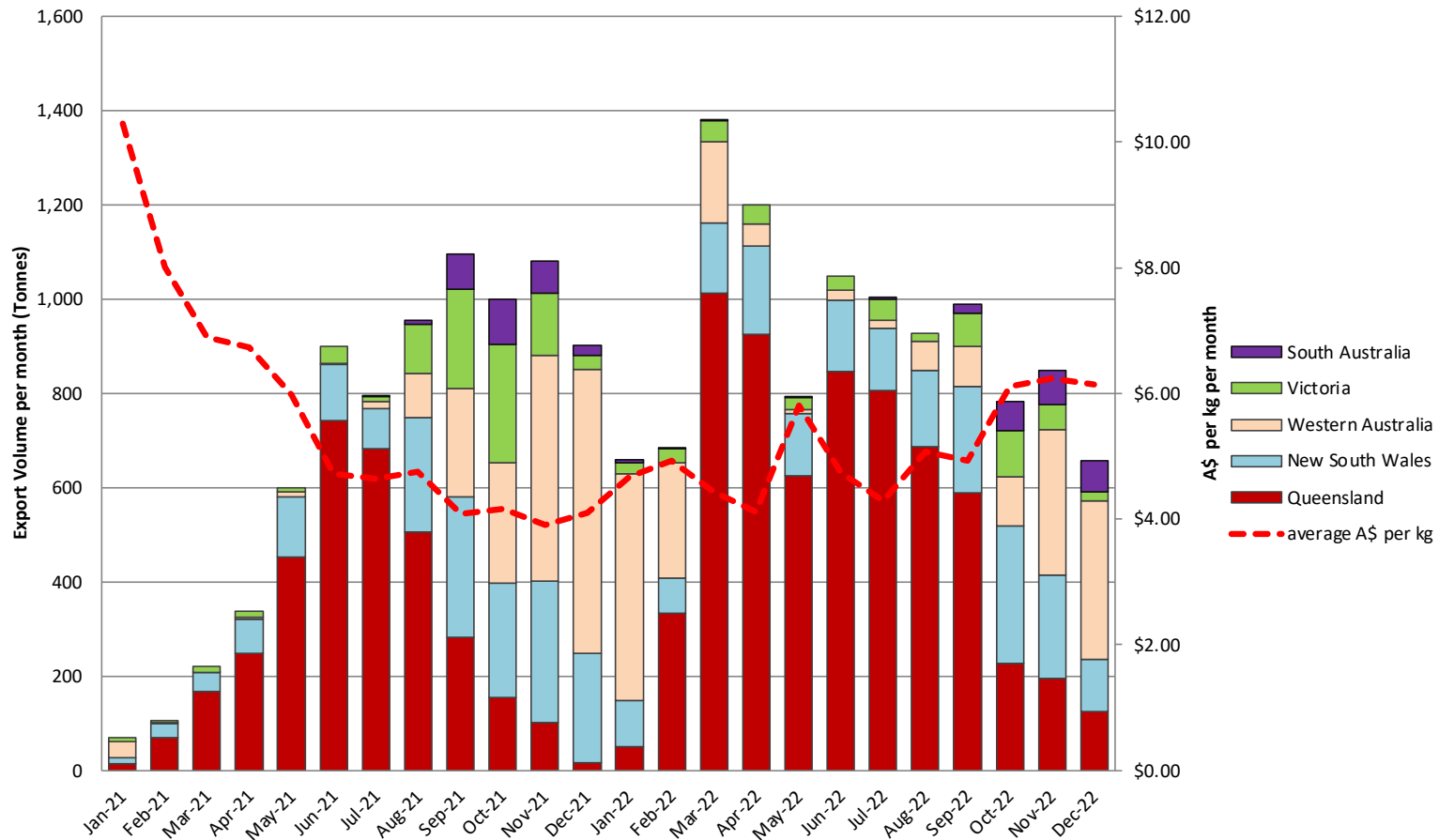
Key Results January 2022 to December 2022										
Avocado Exports by Season to date		Volume	10,976 tonnes	... + 35.9%						
		Value	55.12 million	... + 44.7%						
		AU\$ per kg	\$5.02	... + 6.5%		\$0.31				
State	Volume Tonnes				Value AU\$ Million				Average AU\$ per KG (FOB)	
	Jan to Dec-21	Jan to Dec-22	Change % to 21	Share %	Jan to Dec-21	Jan to Dec-22	Change % to 21	Share %	Jan to Dec-21	Jan to Dec-22
TOTAL AVOCADOS	8,078	10,976	36%	100%	38.09	55.12	45%	100%	4.71	5.02
Queensland	3,439	6,424	87%	58.5%	17.68	30.73	74%	55.7%	5.14	4.78
New South Wales	1,803	1,933	7%	17.6%	8.38	10.61	27%	19.2%	4.65	5.49
Western Australia	1,733	1,889	9%	17.2%	7.18	9.50	32%	17.2%	4.14	5.03
Victoria	813	495	-39%	4.5%	3.51	2.90	-17%	5.3%	4.31	5.87
South Australia	270	232	-14%	2.1%	1.21	1.36		2.5%	4.50	5.88
all other	21	3	-87%	0.0%	0.12	0.01	-89%	0.0%	5.83	5.11
TOTAL Avocados	8,078	10,976	35.9%	100%	38.09	55.12	44.7%	100%	4.71	5.02

source : ABS (2021) via IHS Global Trade Atlas ABS data; Fresh Intelligence analysis

Australian avocado exports by state by month over 2 years

Queensland trade was much stronger in the 2022 season compared to 2021 while Western Australia’s results in 2022/23 season have been below late 2021/22 season trade with price points rising above internationally competitive levels since September. The rising domestic prices were being passed on to export markets with a loss of export momentum in late 2022.

Avocado Exports by state by month for 24 months

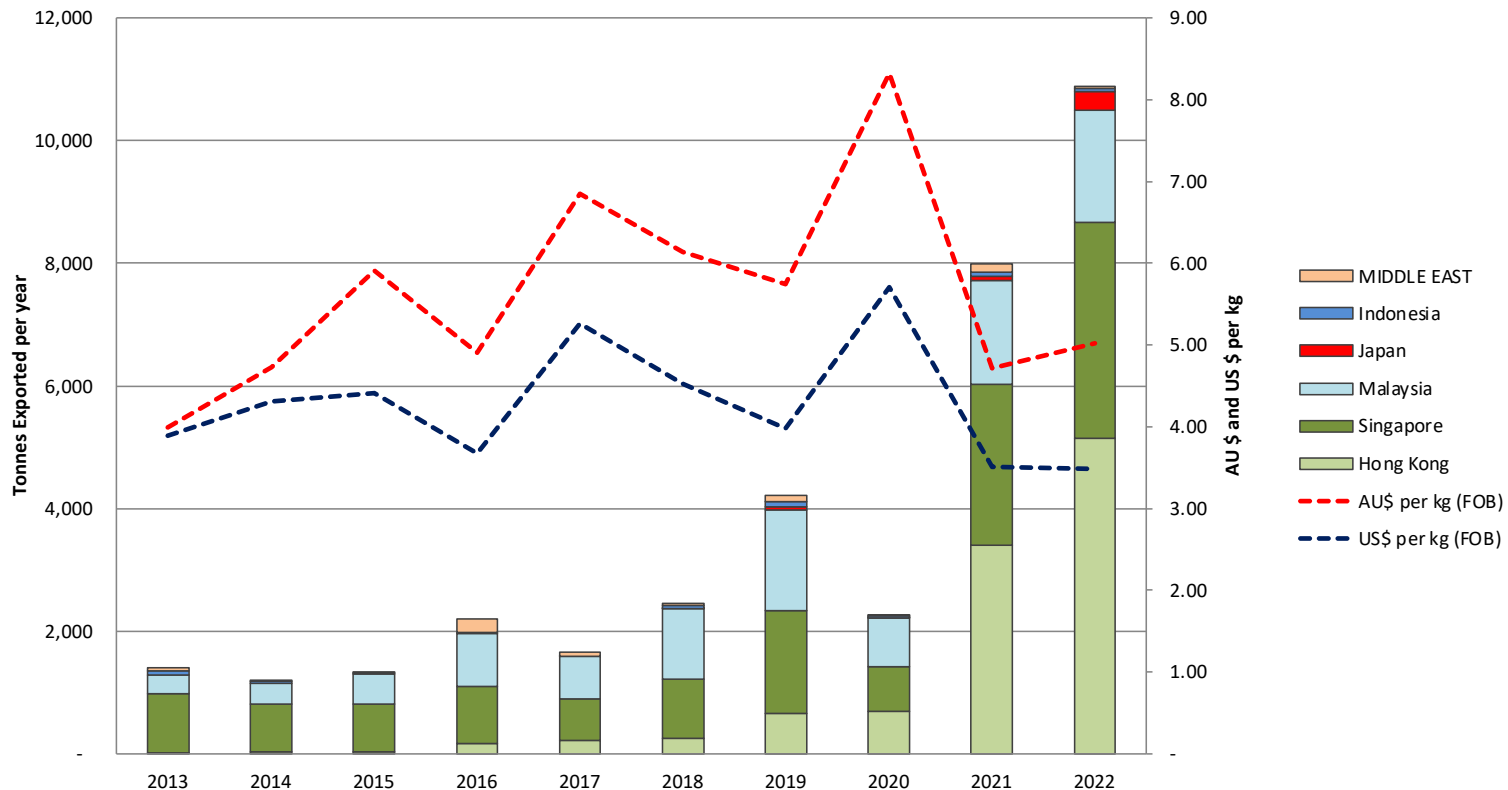


Source : ABS (2021) via IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado exports for 10 years

Australian avocado exports continued to rise in 2022 to reach 10,976 tonnes. Average returns per kg were 6.5 per cent higher than the previous year influenced by larger increases late in the year. After the high prices of 2020, the 2021 and 2022 price levels were at more internationally competitive levels stimulating export trade. Trade remains concentrated in 3 key markets.

**Australian Avocado Exports - Annual Volume by key market
Jan 2013 to Dec 2022**



Source : ABS Data via IHS Global Trade Atlas, Fresh Intelligence Analysis

Australian avocado exports for 10 years

Australian avocado exports have increased 45 per cent per year over 5 years from 2,497 tonnes in 2018 to 10,976 tonnes in 2022 though most of the growth has been since 2021.

Hong Kong, Singapore and Malaysia account for 96 per cent of the total trade with **Japan** accounted for 3 per cent.

The loss of the **Thailand** market in 2013 accounted for a loss of at least 500 tonnes per year since that period

Trade momentum to **Middle East** (mainly UAE) has been opportunistic with negligible trade in 2022.

Australian Avocado export tonnes by key market per year 2013 to 2022

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	5yr trend	share
Tonnes	1,850	1,210	1,369	2,249	1,703	2,497	4,272	2,300	8,078	10,976	45%	
Value Million AUD	7.4	5.7	8.1	11.0	11.7	15.3	24.5	19.1	38.1	55.1	38%	
\$A per kg	\$3.99	\$4.73	\$5.92	\$4.91	\$6.85	\$6.13	\$5.75	\$8.32	\$4.71	\$5.02	-5%	
	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	% CAGR	%
Hong Kong	17	27	38	170	216	254	659	692	3,401	5,141	112%	46.8%
Singapore	956	777	771	936	674	965	1,674	723	2,633	3,522	38%	32.1%
Malaysia	307	354	501	856	701	1,147	1,651	794	1,680	1,834	12%	16.7%
Japan	-	-	-	-	-	1	37	6	73	309	311%	2.8%
Indonesia	66	22	18	26	7	62	90	36	74	43	-9%	0.4%
Fiji	11	10	11	11	12	13	18	5	4	18	9%	0.2%
Brunei Darussalam	9	8	14	21	23	23	25	33	45	36	13%	0.3%
United Arab Emirates	16	2	6	96	1	10	5	0	93	15	11%	0.1%
Qatar	4	2	3	5	7	4	4	3	7	11	27%	0.1%
New Caledonia	8	-	-	0	-	3	3	6	25	22	62%	0.2%
all other	455	9	8	128	62	15	106	3	43	24	12%	0.2%
World	1,850	1,210	1,369	2,249	1,703	2,497	4,272	2,300	8,078	10,976	45%	100%

Source: ABS via IHS Global Trade Atlas; Fresh Intelligence analysis

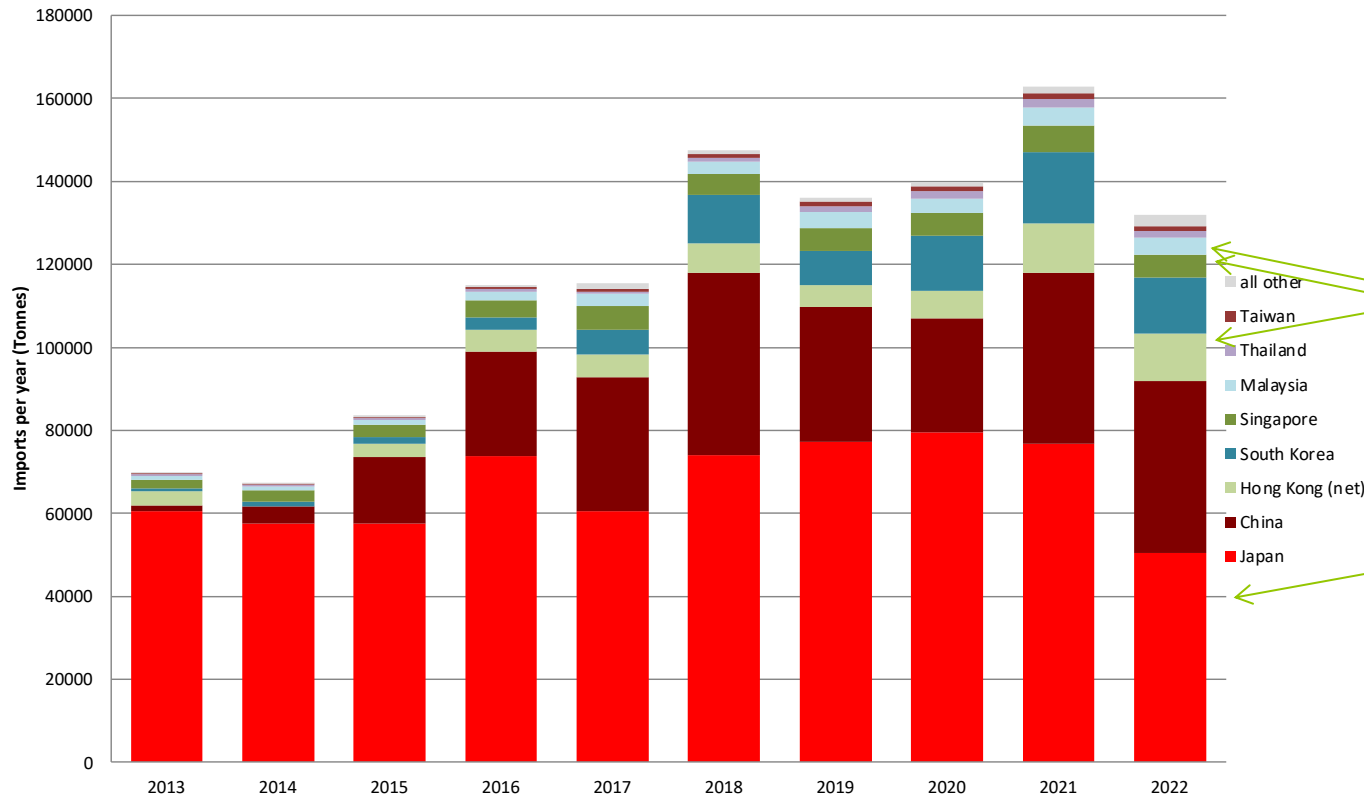
CAGR Compound Annual Growth Rate

Asian market imports of avocados

Asian markets imported 132,000 tonnes of avocados in 2021, which was 19 per cent less than the previous year and a negative growth trend of 3 per cent per year over 5 years. Japan, the largest importer decreased 34 per cent while China was steady and unchanged since 2018.

Australia's share of the Malaysian and Singapore markets, which combined have a 7 per cent share of all avocado imports by Asian region, increased substantially since 2020 and is the leading supplier in both markets. Japan remains the largest importer accounting for 38 per cent (down from 48 per cent in 2021) of the region's imports, or 50,573 tonnes.

Growth of imports of avocados by Asian markets 2013 - 2022



96 per cent of Australia's avocados exports are sent to Singapore, Malaysia and Hong Kong accounting for up to 60 per cent market share

3 per cent of Australia's avocados exports were sent to Japan, accounting for 0.6% of Japan's imports

Source: ITC Trademap; Fresh Intelligence analysis

Australia's market share varies significantly by market

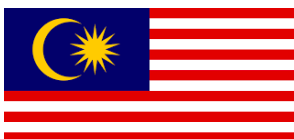
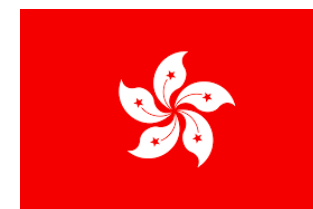
Singapore, Malaysia, Hong Kong and Japan and Australia's key markets of interest. Australia regained market leadership of the Malaysia and Singapore markets in 2021. Japan is Asia's largest importer accounting for 38 per cent of the region's imports, or 50,574 tonnes of which Australia supplied 271 tonnes in 2022. Hong Kong imported 22,303 tonnes though re exported 10,747 tonnes to China leaving some 11,500 tonnes for local consumption.

2022 Suppliers of Avocados by volume to selected markets showing volume change and market share



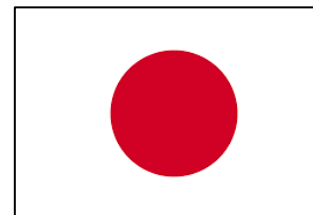
Singapore			
	Tonnes	1 yr chg	share
Australia	4,030	-14%	73%
Kenya	481	36%	9%
New Zealand	462	-22%	8%
United States	119	-23%	2%
Vietnam	84	-85%	2%
Philippines	62	-33%	1%
Other	253		5%
Total	5,491	-14%	100%

Hong Kong			
	Tonnes	1 yr chg	share
Australia	5,506	61%	25%
Peru	8,821	-37%	40%
Chile	2,781	-29%	12%
Mexico	2,425	-49%	11%
New Zealand	1,324	12%	6%
Kenya	998	28%	4%
Other	448		2%
Total	22,303	-24%	100%



Malaysia			
	Tonnes	1 yr chg	share
Australia	2,572	40%	63%
Kenya	546	-26%	13%
Philippines	282	58%	7%
Indonesia	213	25%	5%
New Zealand	196	-27%	5%
United States	96	-84%	2%
Other	187		5%
Total	4,092	-9%	100%

Japan			
	Tonnes	1 yr chg	share
Australia	271	272%	0.5%
Mexico	37,756	-41%	75%
Peru	12,010	12%	24%
New Zealand	204	74%	0.4%
Colombia	204	463%	0.4%
United States	86	-93%	0.2%
Other	43		0%
Total	50,574	-34%	100%



Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado imports

From January to December 2022 there were 13,980 tonnes of avocados imported to Australia worth AU\$57.71 million, which was 17 per cent **below** the previous year. New Zealand was the main supplier supplemented by Chile. Annual import results span 2 seasons and the August to December period was 15 per cent lower to 10,262 tonnes.

		Key Results January 2022 to December 2022							
TOTAL Avocados		Volume	13,980 tonnes	...	-16.7%				
Imports by Season to date		Value	57.71 million	...	-30.1%				
		AU\$ per kg	\$4.13	...	-16.2%	(0.80)			

Country	-	Volume Tonnes				Value AU\$ Million				Average AU\$ per KG (CIF)	
		Jan to Dec-22	Jan to Dec-23	Change %	Share %	Jan to Dec-22	Jan to Dec-23	Change %	Share %	Jan to Dec-22	Jan to Dec-23
New Zealand	-	16,332	13,152	-19%	100%	80.30	54.19	-33%	100%	4.92	4.12
Chile	-	444	828	86%	100%	2.30	3.52	53%	100%	5.18	4.25
TOTAL		16,777	13,980	-17%	100%	82.60	57.71	-30%	100%	4.92	4.13

source : ABS (2022) via IHS Global Trade Atlas ABS data; Fresh Intelligence analysis

Australian import pattern of avocados by month from July 2008 to June 2022

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul - Dec	Total Fin Year	
	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	Tonnes	AU\$ per kg (CIF)
2009/10	-	-	665	1,826	2,268	2,626	1,821	1,304	77	14	-	-	7,385	10,600	\$3.83
2010/11	-	-	286	1,347	1,982	2,456	1,811	897	95	34	3	-	6,071	8,912	\$4.18
2011/12	-	-	1,734	2,747	3,605	3,768	2,532	2,511	317	8	-	-	11,854	17,221	\$3.71
2012/13	21	170	696	1,255	1,125	993	830	288	-	-	-	-	4,260	5,378	\$4.11
2013/14	-	122	931	2,138	2,956	3,676	3,409	2,206	422	-	-	-	9,823	15,861	\$4.84
2014/15	175	742	1,980	3,362	3,296	4,268	3,373	2,265	163	-	-	-	13,824	19,624	\$4.38
2015/16	152	589	1,281	2,441	2,053	2,896	2,345	1,351	-	-	-	-	9,412	13,108	\$4.86
2016/17	-	807	2,028	2,660	4,622	5,927	4,620	2,625	67	-	-	-	16,044	23,355	\$5.00
2017/18	-	108	1,232	2,200	2,562	2,870	1,873	485	-	-	-	-	8,972	11,330	\$6.32
2018/19	-	216	1,794	2,730	2,922	3,484	3,046	369	-	-	-	-	11,147	14,562	\$5.05
2020/21	-	586	3,023	4,117	4,245	8,202	5,092	2,670	92	-	-	-	20,173	28,027	\$6.45
2021/22	-	457	1,805	2,124	2,183	2,354	2,268	1,393	57	-	-	-	8,922	12,640	\$3.40
2022/23	-	354	1,276	2,483	3,346	2,803	-	-	-	-	-	-	10,262	-	\$4.39

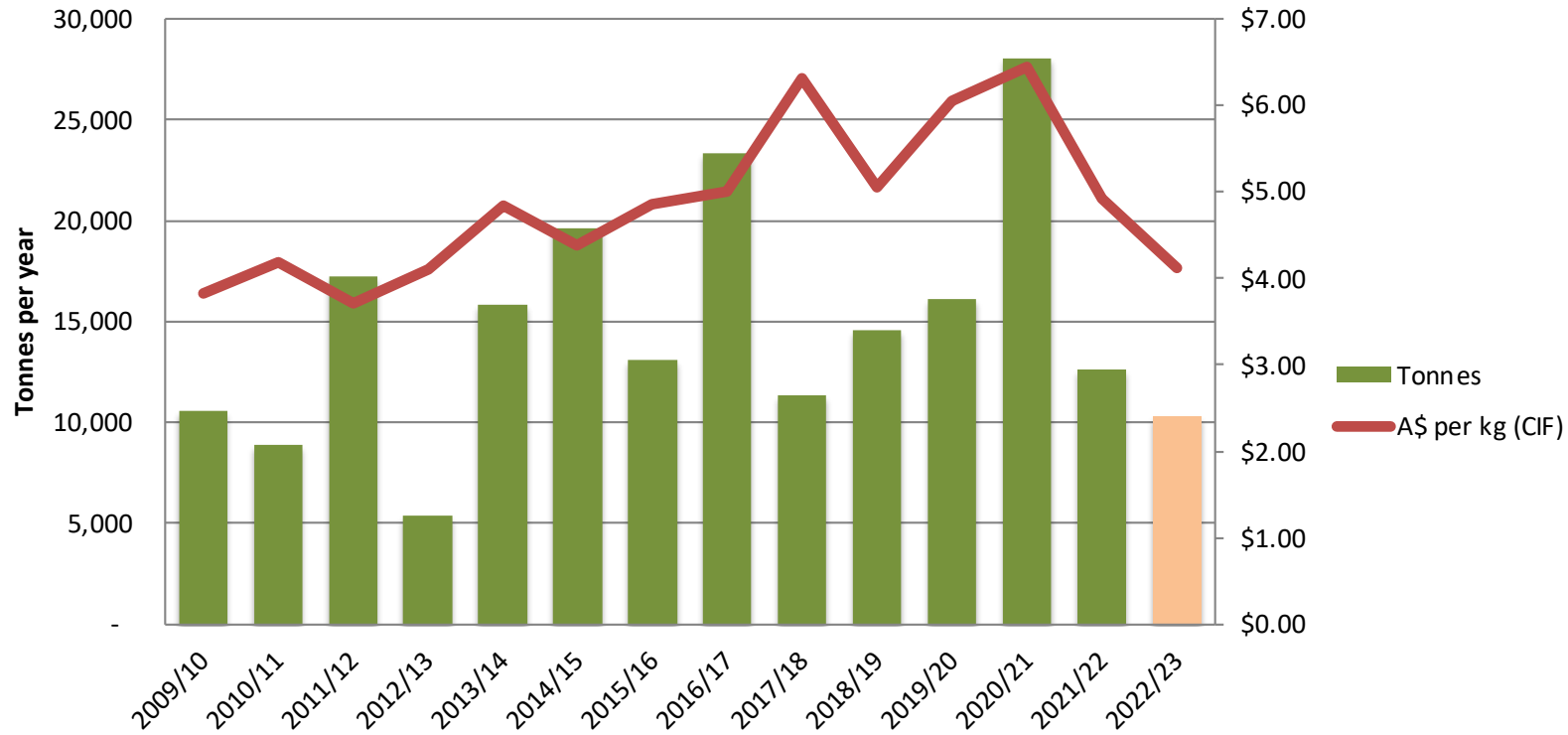
Source : ABS data via IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado imports

Avocado imports mostly from New Zealand and small volumes from Chile are influenced by a bi-annual bearing pattern of “on” and “off” years in New Zealand and demand from Australia. An “on” year in 2020/21 combined with a shortfall in Australia to record the highest ever imports while the situation reversed in 2021/22 with a much larger Australian crop and less demand. The 2022/23 imports are tracking 15 per cent higher by volume compared to the previous year.

(Note: 2022/23 = 6 months to December only)

Avocado Imports 2009 - 2022



Source: ABS (2022) IHS Global Trade Atlas; Fresh Intelligence analysis

For more information

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