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Australian avocado exports and imports

July 2017 to June 2018

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For
Avocados Australia Limited
6 August 2018



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Australian avocado export and import summary

- Australian avocado export volumes were 1,791 tonnes or 22.7 per cent lower for the 12 months to June 2018 compared to last year valued at AU\$11.64 million. Unit prices were 20 per cent higher at AU\$6.50 per kg.

Key Results - July 2017 to June 2018

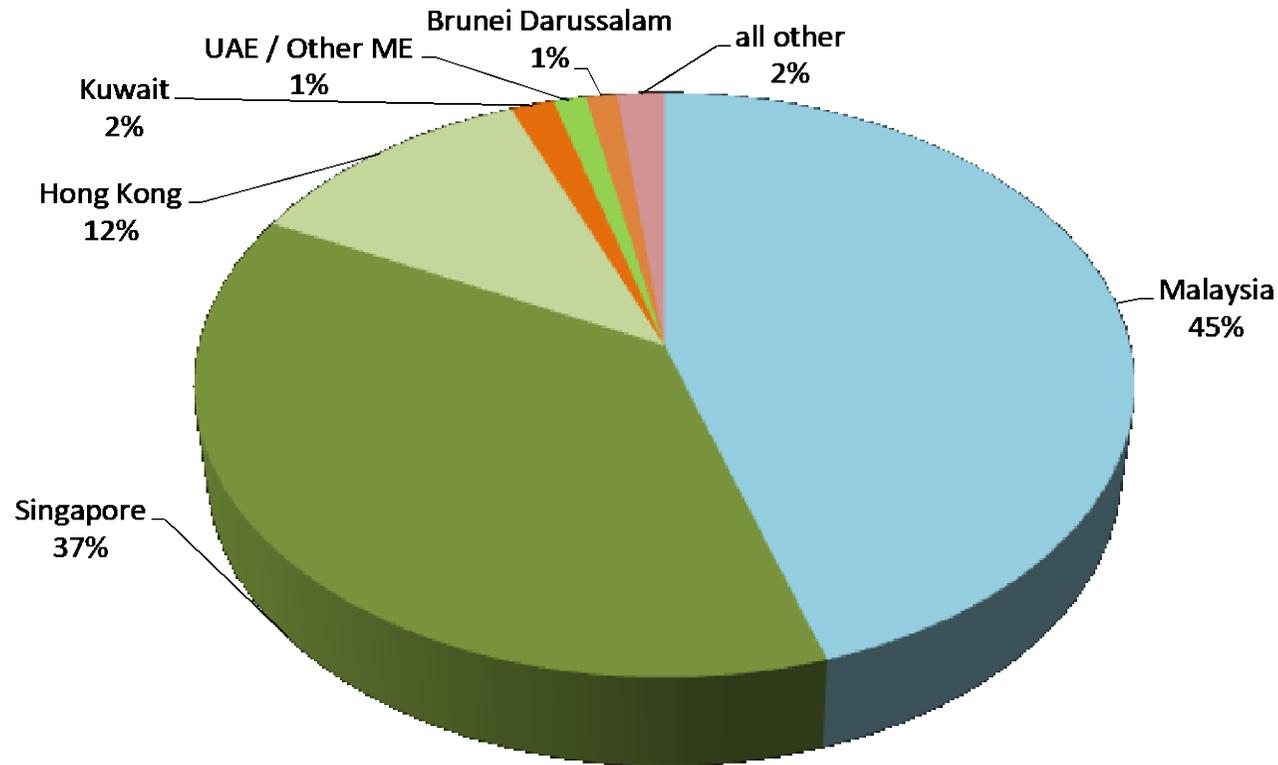
Volume	1,791 tonnes	... -22.7%
Value	11.64 million	... -7.2%
AU\$ per	\$6.50	...+ 20.0%

- Malaysia accounted for 45 per cent of Australian export volumes followed by Singapore with 37 per cent share. Hong Kong held 12 per cent last year. Malaysia and Singapore recorded lower volumes in 2017/18 down 10 per cent and 26 per cent respectively.
- Middle East markets fell by around 80 per cent and accounted for just 3 per cent of the exports.
- Avocado exports from Queensland decreased 31 per cent to 1,120 tonnes and accounted for 62.5 per cent of Australian exports. Western Australia accounted for 15 per cent of export and increased 28 per cent. Victoria and New South Wales also recorded declines of 22 per cent and 28 per cent respectively. South Australia recorded 78 tonnes after previous negligible volumes.
- There were 11,330 tonnes of avocados imported to Australia from New Zealand worth AU\$71.74 million which was 51 per cent lower than the previous season.

Australian avocado exports by market

In 12 months to June 2018, Malaysia accounted for 45 per cent of all export volumes followed by Singapore with 37 per cent share. Hong Kong increased to 12 per cent last year.

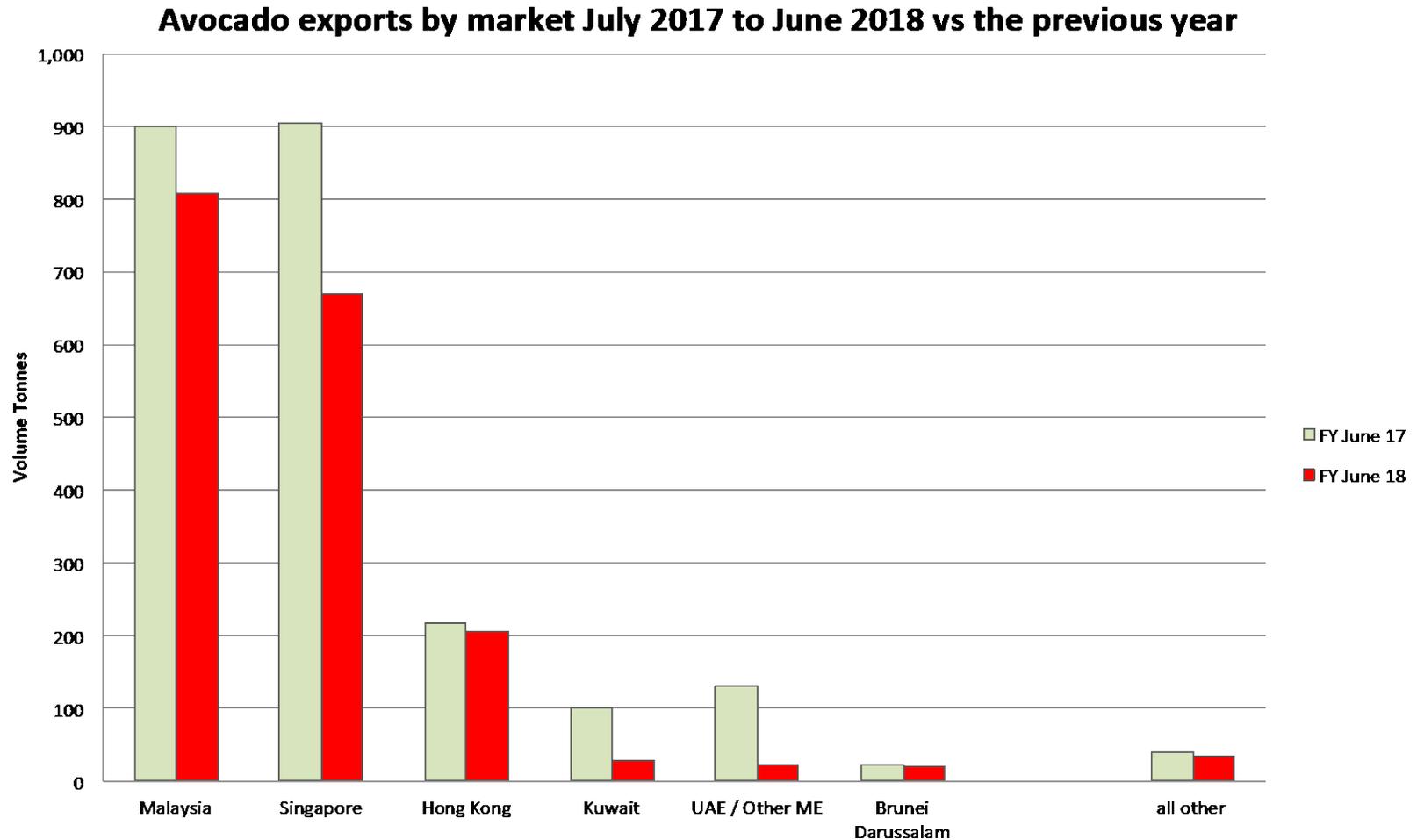
Avocado Exports by market destination - 1,791 tonnes - 12 mths to June 2018



Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado exports by market

Malaysia and Singapore are Australia's key markets though both markets recorded lower volumes in 2017/18 down 10 per cent and 26 per cent respectively. Middle East markets combined fell by around 80 per cent.



Source: IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado export by volume and value by market July 2017 to June 2018

Key Results - July 2017 to June 2018

Avocado

Exports by Season to date

Volume	1,791 tonnes	...	-22.7%
Value in AU\$	11.64 million	...	-7.2%
AU\$ per kg	\$6.50	...+	20.0%
		1.08	c

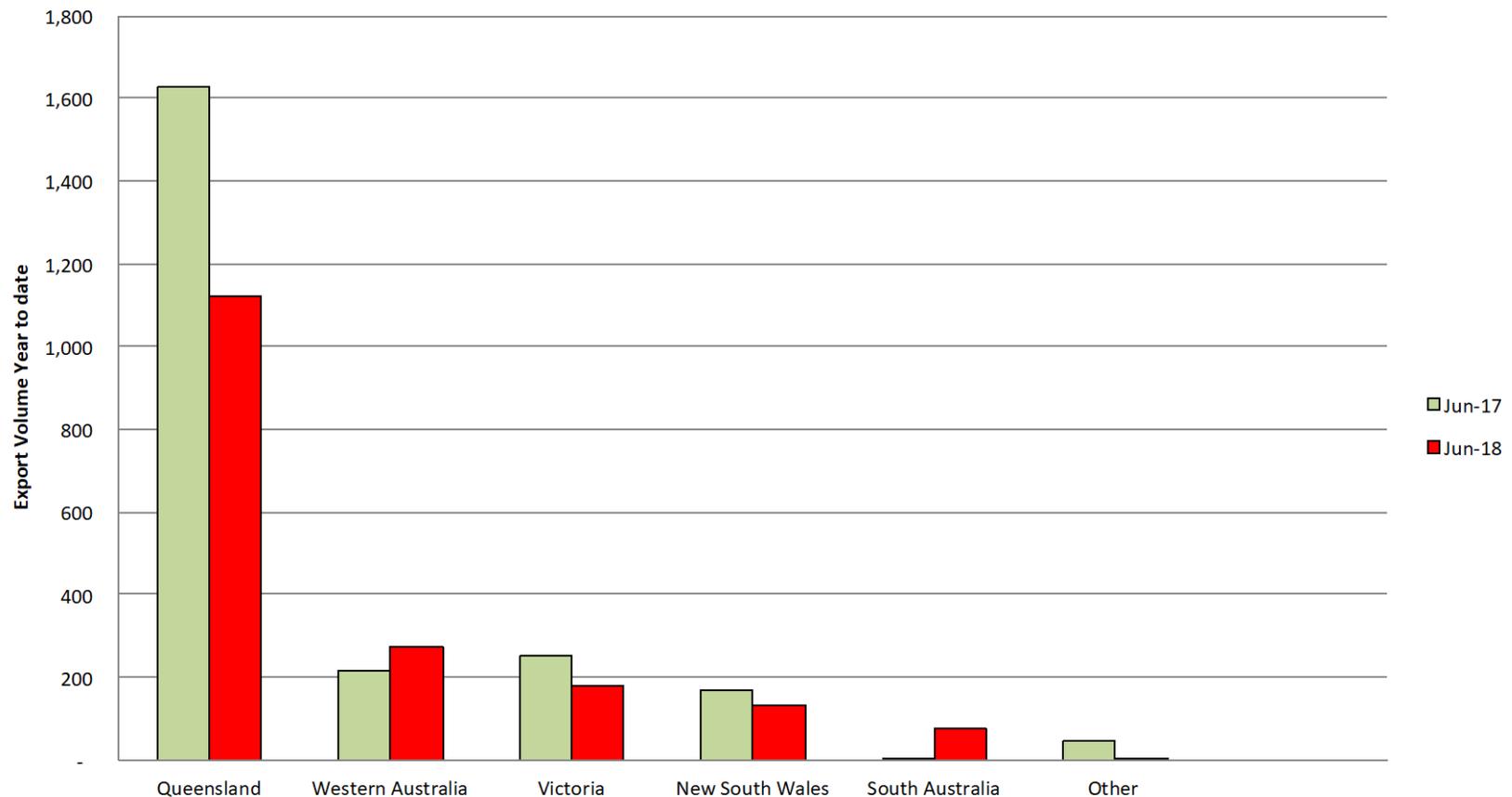
Country	Volume Tonnes				Value AU\$ Million				Average AU\$ per KG (CIF)	
	July to Jun-17	July to Jun-18	Change to 17	Share %	July to Jun-17	July to Jun-18	Change to 17	Share %	July to Jun-17	July to Jun-18
TOTAL AVOCADOS	2,315	1,791	-23%	100%	12.54	11.64	-7%	100%	5.42	6.50
Malaysia	899	807	-10%	45.1%	5.08	5.44	7%	46.7%	5.65	6.74
Singapore	905	669	-26%	37.4%	4.74	4.13	-13%	35.4%	5.23	6.17
Hong Kong	217	206	-5%	11.5%	1.36	1.38	1%	11.8%	6.28	6.68
Kuwait	100	30	-70%	1.7%	0.43	0.16	-62%	1.4%	4.29	5.41
UAE / Other ME	130	23	-82%	1.3%	0.54	0.16	-70%	1.4%	4.15	7.08
Brunei Darussalam	23	22	-6%	1.2%	0.15	0.15	0%	1.3%	6.54	6.98
all other	39	33	-16%	1.9%	0.24	0.22	-8%	1.9%	6.06	6.63
TOTAL Avocados	2,315	1,791	-22.7%	100%	12.54	11.64	-7.2%	100%	5.42	6.50

source : ABS (2018) via IHS Global Trade Atlas ABS data; Fresh Intelligence analysis

Australian avocado exports by state

Avocado exports from Queensland decreased 31 per cent to 1,120 tonnes and accounted for 62.5 per cent of Australian exports. Western Australia accounted for 15 per cent of exports and increased 28 per cent. Victoria and New South Wales recorded declines of 22 per cent and 28 per cent respectively. South Australia recorded 78 tonnes after previous negligible volumes.

Avocado exports by state – 12 months to June 2018 vs last year



Source: ABS (2018) via IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado export by volume and value by state July 2017 to June 2018

Key Results - July 2017 to June 2018

Avocado

Exports by Season to date

Volume	1,791 tonnes	...	-22.7%
Value in AU\$	11.64 million	...	-7.2%
AU\$ per kg	\$6.50	...+	20.0%
			1.08 c

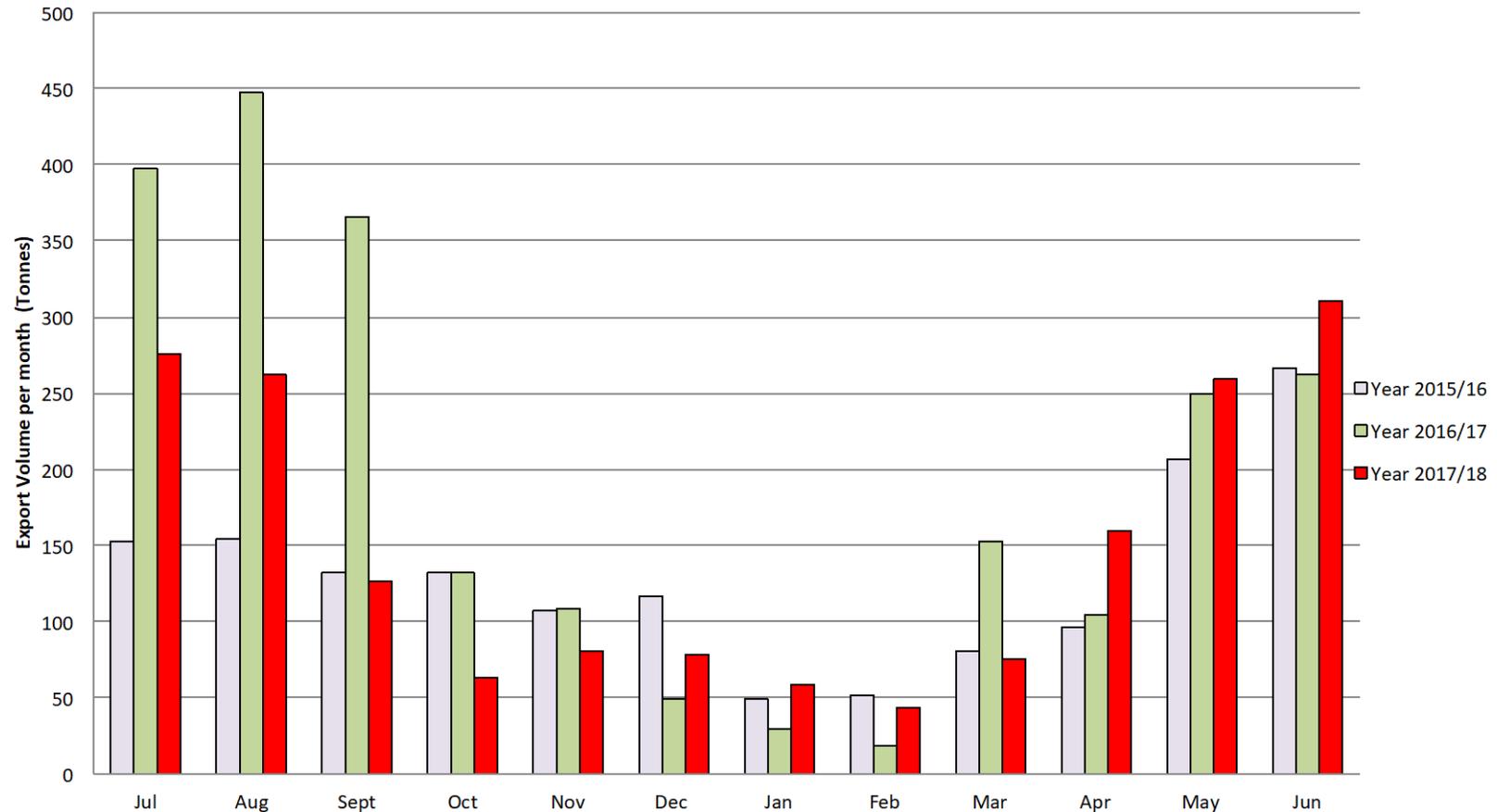
State	Volume Tonnes				Value AU\$ Million				Average AU\$ per KG (CIF)	
	July to Jun-17	July to Jun-18	Change to 17	Share %	July to Jun-17	July to Jun-18	Change to 17	Share %	July to Jun-17	July to Jun-18
TOTAL AVOCADOS	2,315	1,791	-23%	100%	12.54	11.64	-7%	100%	5.42	6.50
Queensland	1,629	1,120	-31%	62.5%	8.82	7.17	-19%	61.6%	5.41	6.40
Western Australia	215	276	28%	15.4%	1.52	1.96	29%	16.8%	7.07	7.10
Victoria	251	181	-28%	10.1%	1.13	1.15	2%	9.9%	4.49	6.35
New South Wales	172	134	-22%	7.5%	0.84	0.94	12%	8.1%	4.87	7.01
South Australia	2	78		4.4%	0.02	0.41		3.5%	8.91	5.18
all other	46	2	-96%	0.1%	0.22	0.02	-90%	0.2%	4.76	10.96
TOTAL Avocados	2,315	1,791	-22.7%	100%	12.54	11.64	-7.2%	100%	5.42	6.50

source : ABS (2018) via IHS Global Trade Atlas ABS data; Fresh Intelligence analysis

Australian avocado exports by month vs last 2 years

The 12 months July to June period was 22.7 per cent below last year by volume. The result was influenced by a weaker July to October period and since results have been generally higher than last year in the first half of 2018.

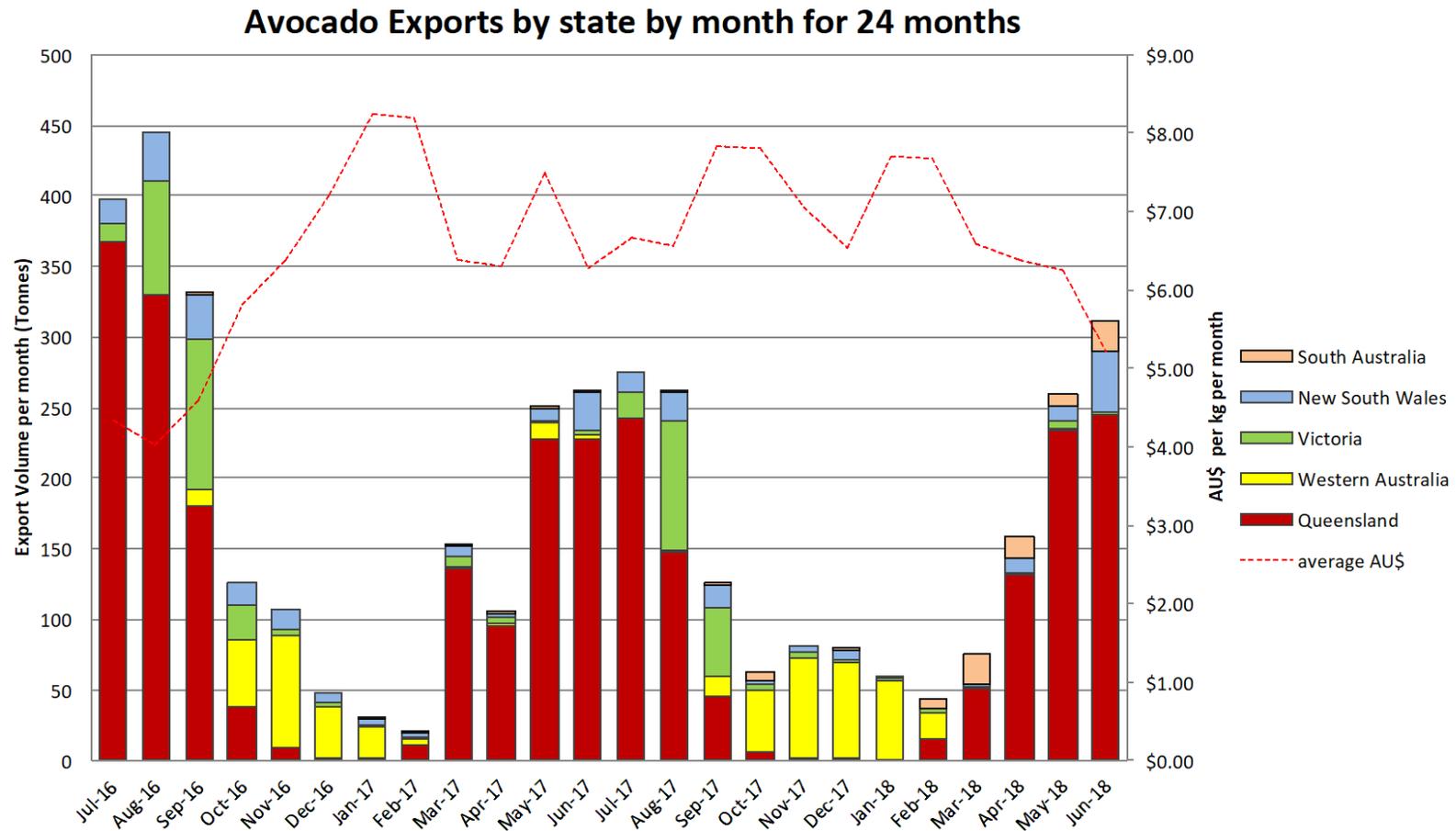
Avocado Exports by month July 2017 - June 2018 vs previous 2 years



Source: ABS (2018) via IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado exports by state by month over 2 years

Queensland trade was lower in the 2017 season compared to 2016 though is higher to date in 2018. Western Australia had stronger results in 2017/18 that influenced their annual result. Prices however remained higher in 2017 compared to 2016 and have pulled back close to AU\$ 5.00 per kg (FOB) by June 2018.

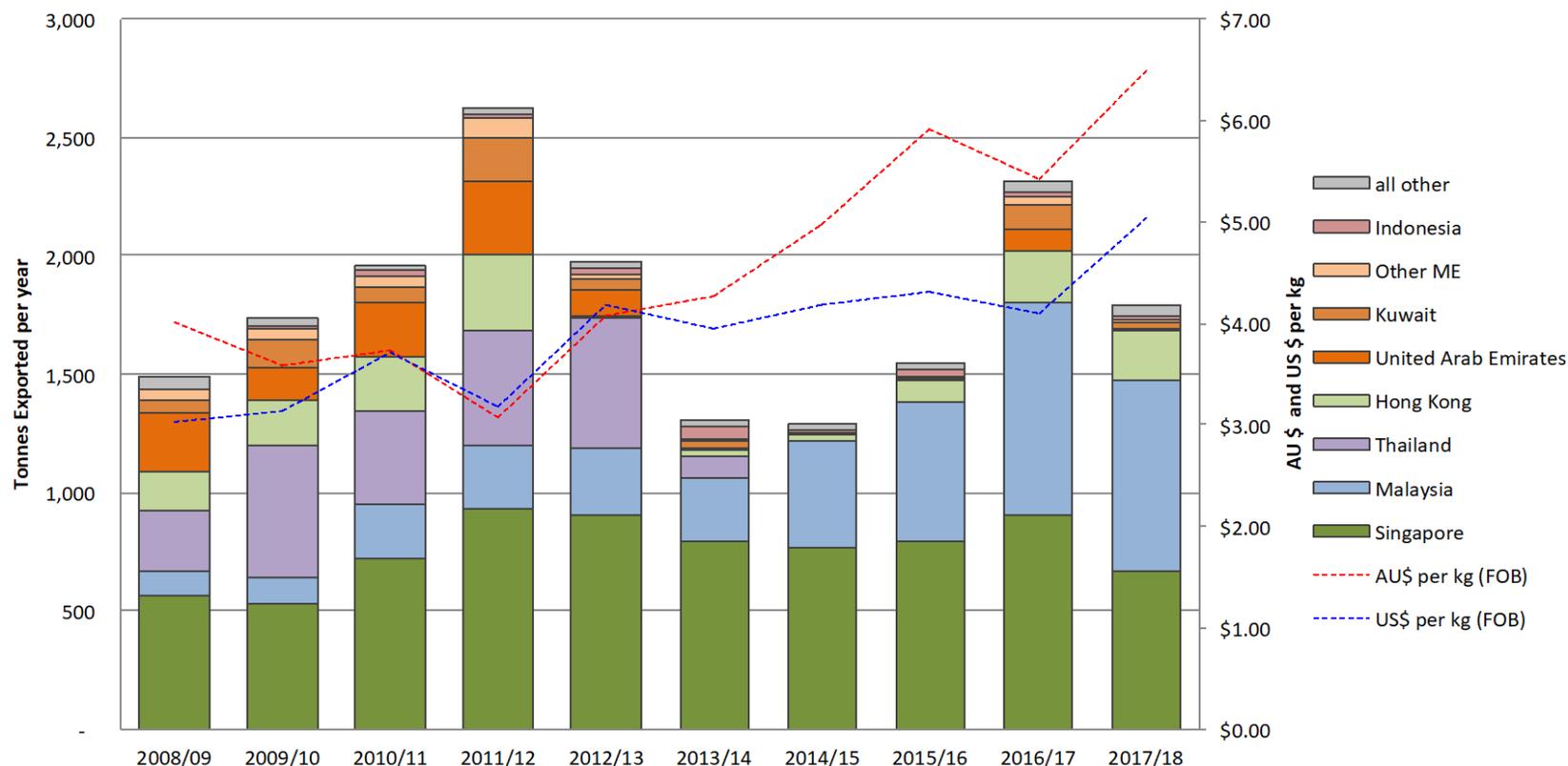


Source : ABS (2018) via IHS Global Trade Atlas; Fresh Intelligence analysis

Australian avocado exports for 10 years

Australian avocado exports peaked at 2,629 tonnes in 2011/12 and were 1,791 tonnes in 2017/18. Singapore has remained a key market with added growth from Malaysia. Loss of Thailand access in 2013 impacted significantly. Average returns per kg are 112 per cent higher in 2017/18 compared to 2011/12 aided by the exchange rate depreciation shown by the US\$ comparison.

**Australian Avocado Exports - Annual Volume by key market
July 2008 to June 2018**



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

Australian avocado exports for 10 years

The loss of the Thailand market due to the changed import conditions account for around half the decline in volume or 500 tonnes per year since 2011/12. Trade momentum to Middle East also declined after a peak in 2011/12 with almost 600 tonnes.

Australian Avocado export tonnes by key market per year 2008/09 to 2017/18

	2008/09	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	5yr trend	share
	Tonnes											
Singapore	570	532	722	933	906	794	765	792	905	669	-4%	37%
Malaysia	97	106	233	263	283	268	454	591	899	807	32%	45%
<i>Thailand</i>	252	558	393	490	549	93	-	-	-	-	-100%	0%
Hong Kong	171	199	222	315	10	25	23	87	217	206	70%	12%
United Arab Emirates	247	131	233	314	113	12	4	7	93	6	-15%	0%
Kuwait	50	119	65	179	40	21	2	7	100	30	9%	2%
Other ME	47	46	48	82	23	12	3	8	37	14	4%	1%
Indonesia	2	13	29	26	26	52	15	25	19	12	-31%	1%
all other	58	33	18	26	26	34	21	29	44	46	8%	3%
World	1,494	1,737	1,961	2,629	1,977	1,310	1,287	1,546	2,315	1,791	8%	100%

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

Note: Other ME (Middle East) includes Bahrain, Qatar, Oman and Saudi Arabia

AUSTRALIAN IMPORTS

Australian avocado imports

From July to June 2018 there were 11,330 tonnes of avocados imported to Australia from New Zealand worth AU\$71.74 million, which was 51 per cent lower than the previous season. There were no other suppliers.

Key Results - July 2017 to June 2018

Avocado
Imports by Season to date

Volume	11,330 tonnes	...	-51.5%	
Value in AU\$	71.74 million	...	-38.6%	
AU\$ per kg	\$6.33	...+	26.5%	1.33 c

Country	Volume Tonnes				Value AU\$ Million				Average AU\$ per KG (CIF)	
	July to Jun-17	July to Jun-18	Change to 17	Share %	July to Jun-17	July to Jun-18	Change to 17	Share %	July to Jun-17	July to Jun-18
TOTAL (all New Zealand)	23,355	11,330	-51%	100%	116.87	71.74	-39%	100%	5.00	6.33

source : ABS (2018) via IHS Global Trade Atlas ABS data; Fresh Intelligence analysis

Australian import pattern of avocados by month from July 2008 to June 2018

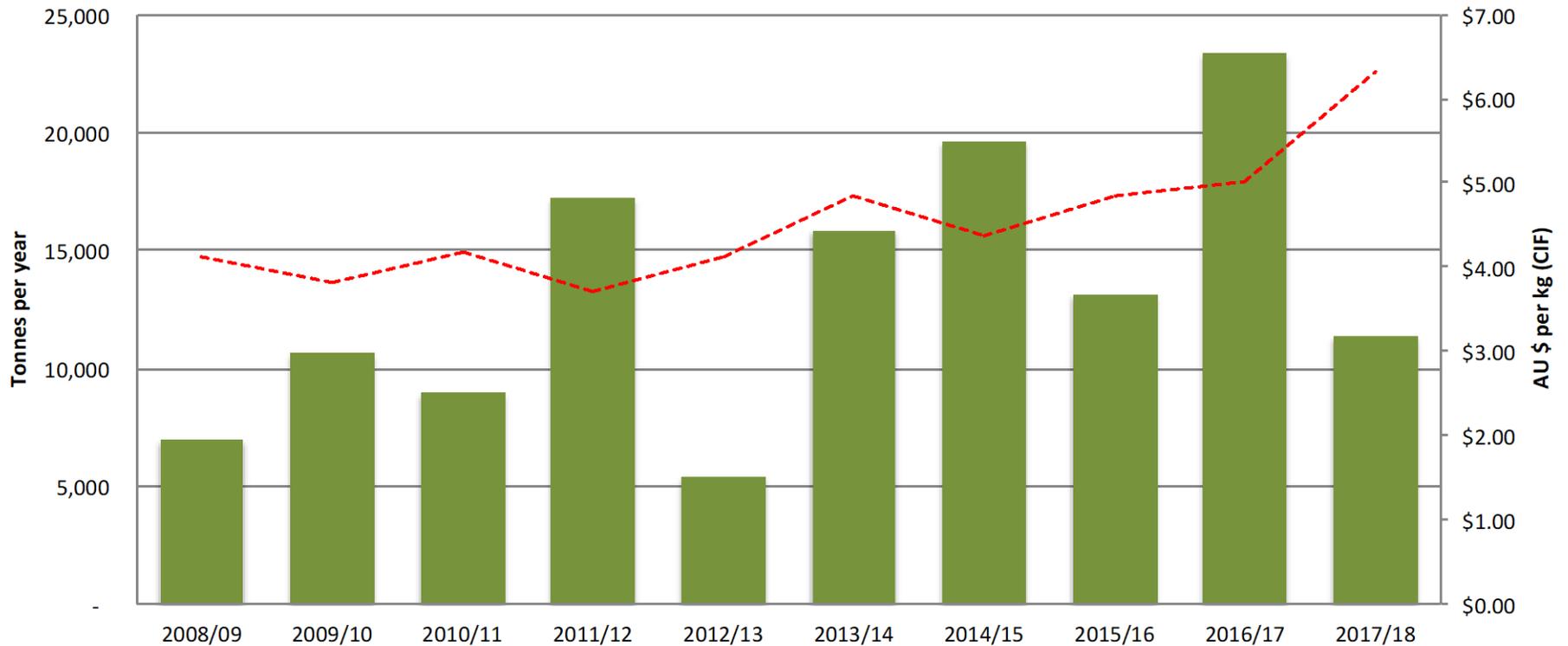
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total Fin Year	
	Tonnes	AU\$ per kg (CIF)												
2008/09	-	-	42	1,175	1,721	1,899	1,295	828	-	-	-	-	6,962	\$4.13
2009/10	-	-	665	1,826	2,268	2,626	1,821	1,304	77	14	-	-	10,600	\$3.83
2010/11	-	-	286	1,347	1,982	2,456	1,811	897	95	34	3	-	8,912	\$4.18
2011/12	-	-	1,734	2,747	3,605	3,768	2,532	2,511	317	8	-	-	17,221	\$3.71
2012/13	21	170	696	1,255	1,125	993	830	288	-	-	-	-	5,378	\$4.11
2013/14	-	122	931	2,138	2,956	3,676	3,409	2,206	422	-	-	-	15,861	\$4.84
2014/15	175	742	1,980	3,362	3,296	4,268	3,373	2,265	163	-	-	-	19,624	\$4.38
2015/16	152	589	1,281	2,441	2,053	2,896	2,345	1,351	-	-	-	-	13,108	\$4.86
2016/17	-	807	2,028	2,660	4,622	5,927	4,620	2,625	67	-	-	-	23,355	\$5.00
2017/18	-	108	1,232	2,200	2,562	2,870	1,873	485	-	-	-	-	11,330	\$6.32

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

Australian avocado imports

Avocado imports from New Zealand are influenced by a bi-annual bearing pattern of “on” and “off” years in New Zealand. Australia accounts for over 80 per cent of New Zealand’s avocado exports.

Avocado Imports from New Zealand 2008 - 2018



Source: ABS (2018) IHS Global Trade Atlas; Fresh Intelligence analysis

For more information

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This report has been produced as part of the strategic levy investment project *Avocado industry market data capture and analysis* (AV16006), part of the Hort Innovation Avocado Fund. It is funded by Hort Innovation, using the avocado research and development levy and contributions from the Australian Government. Hort Innovation is the grower-owned, not-for-profit research and development corporation for Australian horticulture.