

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT POLICY

Required Report - public distribution

Date: 11/29/2018

GAIN Report Number: HK1828

Hong Kong

Exporter Guide

Exporter Guide 2018

Approved By:

Alicia Hernandez

Prepared By:

Chris Li, Caroline Yuen

Report Highlights:

Hong Kong remains the 4th largest export market for U.S. consumer-oriented agricultural products, by value; importing more than mainland China, South Korea, and Taiwan. With a dynamic food culture, sophisticated and affluent buyers, and a world-class logistical infrastructure, Hong Kong is an attractive market for innovative U.S. food and beverage products as well as a gateway to the region.

Post:

Hong Kong

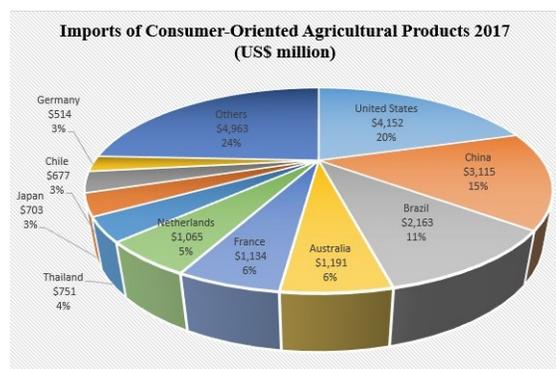
Market Fact Sheet: Hong Kong

Executive Summary

Hong Kong has a population of 7.39 million and its per capita GDP was over US\$46,000 in 2017, more than the United States and one of the highest in Asia. Hong Kong is a vibrant city and a major gateway to neighboring markets that welcome nearly 60 million visitors every year. Consumers are sophisticated and enjoy cosmopolitan food tastes. Due to limited arable land, around 95 percent of food in Hong Kong are imported. In 2017, imports of agricultural and related products reached US\$27.6 billion.

Imports of Consumer-Oriented Products

Hong Kong imports of Consumer-Oriented Products reached US\$20.4 billion in 2017, or 74 percent of overall agricultural imports. The more popular products imported were beef, pork, poultry, fruits, tree nuts, dairy products, wine, and prepackaged products. The United States, China, and Brazil were the top three suppliers by value.



Quick Facts CY 2017

Imports of Consumer-Oriented Ag. Products

US\$20.4 billion

Top 10 Consumer-Oriented Ag. Imports

Fish, beef, fresh fruit, pork, dairy products, food preparations, poultry, wine and beer, tree nuts, and other meat products

Top Growth of Consumer-Oriented Ag. Imports

Fruit and vegetable juices, fresh fruit, processed vegetables, wine and beer, food preparations, snack foods, pork, fresh vegetables, condiments and sauces, and poultry meat

Food Industry by Channels

Consumer-Oriented Ag. Products:

- Gross Imports US\$20.4 billion
- Food Re-exports US\$9 billion
- Retained Imports US\$11.5 billion
- Retail Food Sales US\$12.28 billion
- Restaurant Receipts US\$14.45 billion

Top 10 Retailers (by no. of stores)

Wellcome, ParknShop, DCH Food Mart, Market Place by Jasons, U-Select, CR Vanguard, CitySuper, AEON, YATA, and SOGO

Top 10 Restaurant and Food Service Groups (by no. of stores)

Maxim's, Café de Coral, Starbucks, Fairwood, Pacific Coffee, Pizza Hut, Hung Fook Tong, Sushi Express, KFC, and Genki Sushi

GDP/Population

Population: 7.39 million

GDP: US\$341 billion

GDP per capita: US\$46,200

Food Processing Industry

In Hong Kong, land is limited and the most expensive in the world. Therefore, the local food processing sector is small. Imports of bulk and intermediate agricultural commodities were US\$386 million and US\$2.3 billion, respectively, representing 1.4 percent and 7.4 percent of overall agricultural imports.

Food Retail Industry

In 2017, Hong Kong's retail food sector sales rose 1.82 percent to US\$12.28 billion. The Hong Kong food retail market is made up of supermarkets, convenience stores, and traditional markets. Supermarkets account for nearly 56 percent of retail food sales. There are more than 800 supermarkets, 1,300 convenience stores, and over 100 traditional markets in Hong Kong, making food shopping very convenient. On-line food sales were a modest US\$118 million (2016).

Food Service Industry

The Hong Kong HRI food service market consists of hotels, restaurants, and institutions, with most food and beverage sales at restaurants. In 2017, Hong Kong's restaurant receipts rose 4.9 percent to US\$14.45 billion. There are around 14,000 restaurants in Hong Kong.

Strengths/Weaknesses/Opportunities/Challenges

Strengths	Weaknesses
- Large and free market with affluent customers	- Cost of shipment from the U.S. is high
- U.S. products are perceived as high-quality products	- Order size of importers is small
Opportunities	Challenges
- Hong Kong customers are open to new products	- Keen competition from other food supplying countries
- Hong Kong is a major trading hub for Asia	- Strengthening U.S. dollar will make U.S. products less price competitive

Data and Information Sources: U.S. Census Bureau Trade Data, Global Trade Atlas, Euromonitor International, Hong Kong Census and Statistics Department, Hong Kong Trade Development Council

Contact:

U.S. Agricultural Trade Office
18th Floor, St. John's Building
33 Garden Road
Central, Hong Kong
Email: atohongkong@fas.usda.gov

SECTION I. MARKET SUMMARY

Total exports of U.S. agricultural and related products to Hong Kong reached US\$4.4 billion¹ in 2017, making Hong Kong the United States’ 6th largest export market by value. For U.S. consumer-oriented exports, Hong Kong ranked 4th in 2017, with exports reaching US\$4 billion². Top categories for U.S. food exports to Hong Kong include tree nuts, beef, poultry meat, pork, fresh fruits, seafood products, processed foods, wine and beer, pet food, and dairy products.

In addition to being an active market itself, Hong Kong is also a trading hub where buyers make purchasing decisions for a vast range of consumer-oriented products that are transshipped to China and other parts of Asia. Most transshipments to Macau are purchased, consolidated, and shipped via Hong Kong.

Due to land constraints, local agricultural production in Hong Kong is minimal. As a market which imports consist of around 95 percent of local food requirements, Hong Kong welcomes foods from around the world. The import regime is transparent. Hong Kong imports food and beverage products without tax or duty with the exception of four commodities, namely liquors, tobacco, hydrocarbon oil, and methyl alcohol.

Hong Kong recorded per capita gross domestic product (GDP) of US\$46,200³ in 2017, one of the highest in Asia. With continued economic growth, the Hong Kong Government (HKG) maintained its forecast for Hong Kong’s real GDP growth at 3-4 percent⁴ in 2018. However, a strong Hong Kong dollar, economic uncertainty, and higher menu prices could pose challenges for growth in 2019.

Table 1 – Major Advantages and Challenges in the Hong Kong Market

Advantages	Challenges
Hong Kong is one of the top markets in the world for food and beverages, processed, fresh, and frozen gourmet products. U.S. exports of consumer-oriented agricultural products to Hong Kong were US\$4 billion, consolidating its position as the 4 th largest market for the United States in 2017.	Transportation time and costs plus product availability due to seasonality (e.g. fresh produce) associated with importing U.S. food and beverage products to Hong Kong can make them less competitive than products available from regional suppliers such as China, Australia, and New Zealand.
Hong Kong is a major trading hub where buyers make purchasing decisions for a vast range of consumer-oriented products that are transshipped to China and other parts of Asia.	The importance of Hong Kong as a transshipment point and buying center for regional markets is not widely known to U.S. exporters.
U.S. food products enjoy an excellent reputation among Hong Kong consumers, as they are renowned for high-quality and food safety standards.	Strengthening U.S. dollar will make U.S. products less price competitive.
Hong Kong is a quality and trend driven market so price is not always the most important factor for food and beverage purchases.	

¹ USDA/FAS Bico Reports, U.S. Census Bureau Trade Data

² -ditto-

³ “Economic and Trade Information on Hong Kong”, Hong Kong Trade Development Council

⁴ -ditto-

SECTION II. EXPORTER BUSINESS TIPS

Importer Lists

ATO Hong Kong can provide a list of importers to U.S. exporters. Please contact us at Atohongkong@fas.usda.gov for further information.

Language

The official written languages in Hong Kong are Chinese and English. The official spoken languages are Cantonese (the prominent Chinese dialect in Hong Kong and South China) and English. English is commonly used in business transactions and many citizens are trilingual.

Travel Visa

Hong Kong is a Special Administrative Region of Mainland China with a distinct customs and immigration border with four land border crossings to mainland China. U.S. passport holders do not need a visa to enter Hong Kong, but do need a visa to enter Mainland China.

Legal System

Under the principle of “one country, two systems,” Hong Kong’s legal system, which is different from that of Mainland China, is based on the British common law, supplemented by written laws and an independent judiciary.

Payment

Hong Kong importers accept letters of credit, but after a trading relationship is established, may seek to obtain payment by open account to reduce transaction costs.

General Consumer Tastes and Preferences

Within Hong Kong food and beverage imports, consumer interest in healthy lifestyle products continues to grow. Innovative products that offer sustainable production and nutritional value at a reasonable cost with convenient preparation are in demand. Busy schedules and dual income families are driving the search for ready-to-cook and frozen options for home preparation and premium, healthy options in food service outlets. Consumers are increasingly interested in food’s origin provenance and production background both at retail and restaurant levels, and consider these aspects when making purchasing decisions.

SECTION III. IMPORT FOOD STANDARDS & REGULATIONS and IMPORT PROCEDURES

Being a Special Administrative Region of China, Hong Kong maintains its food and agricultural import regulations that are separate from those of Mainland China (until 2047). In Hong Kong, food intended for sale must be fit for human consumption as defined under the legal framework for food safety control in Part V of the [Public Health and Municipal Services Ordinance, Cap.132](#) and subsidiary legislation. Hong Kong draws reference from Codex and the World Organization for Animal Health (OIE) in the context of food safety standards and animal health standards in setting, or in lieu of, domestic regulations.

Labelling

The sale of prepackaged food in Hong Kong must comply with the labeling requirements for name, ingredients, date, storage and use instructions, manufacturer information, weight, and nutrition. The marking or labeling of prepackaged food can be in either the English or the Chinese language or in both languages. If both languages appear in the labeling or marking of prepackaged food, the name of the food, nutritional labeling, and the list of ingredients must appear in both languages. However, the HKG accepts labeling stickers. There are many cases, particularly for small sales items, that U.S. products are imported into Hong Kong with U.S. labels, and then importers apply label stickers on the packaging to comply with Hong Kong’s food labeling requirements.

At present, the HKG does not have any regulations regarding the labeling of genetically engineered (GE) food products. The HKG makes no distinction between conventional and GE foods in regulating food safety. The HKG's position on GE food is to encourage the trade to practice voluntary labeling. The guidelines for voluntary labeling, established in 2006, do not recommend negative labeling such as GE free and free from GE ingredients. Additional declaration on the food label is recommended when significant modifications of the food, e.g. composition, nutrition value, level of anti-nutritional factors, natural toxicant, presence of allergen, intended use, introduction of an animal gene, etc., have taken place.

For more details on the voluntary labeling guidelines and biotechnology in Hong Kong, please refer to GAIN Reports [#HK6026](#) and the [Annual Biotechnology Gain Report](#), respectively.

Hong Kong does not have specific regulations for labelling organic products. The Hong Kong Organic Center allows products to carry their organic logos provided that they can fulfill the Center's certification requirements. Hong Kong allows USDA organic labels.

Certification

The importation of meats, eggs, milk, and frozen confections are required to provide health certificates. The Center for Food Safety of the Food and Environmental Hygiene Department (FEHD) is responsible for issuing import licenses for these foods to Hong Kong importers. U.S. exporters need to provide health certificates to their importers so that they can obtain import licenses. In addition, the importation of seafood products that are eaten raw, such as oysters, require health certificates under administrative order.

Other general food items can be imported to Hong Kong without certification.

Import Duties and Permits

Hong Kong is a free port, imposing duties on only four products- liquor, tobacco, hydrocarbon oils, and methyl alcohol-which are also taxed domestically at the same rate. Local importers must apply for a license from the Hong Kong Customs and Excise Department for the importation of dutiable commodities. In addition, a licensed importer has to apply for a permit for each and every consignment. The current duties are as follows:

- Cigarettes per 1000 sticks: US\$245 (HK\$1906)
- Cigars per kg: US\$316 (HK\$2455)
- Beer and liquor with less than 30 percent alcohol: 0%
- Liquor with more than 30 percent alcohol: 100%

Under the amended Dutiable Commodities Ordinance, Cap. 109, Hong Kong wine/liquor traders are not required to apply for any licenses or permits for the import or export, manufacture, storage or movement of wine and liquor with an alcoholic strength of less than 30 percent by volume. No valuation of the alcoholic beverages concerned for duty purpose is required. However, the existing licensing/permit control on liquors with an alcoholic strength of more than 30 percent by volume measured at a temperature of 20 degree Celsius remains unchanged.

To facilitate the customs clearance for wine and alcoholic beverages, traders are encouraged to provide a clear description in the freight/shipping documents of the type of liquor and the alcoholic strength of the respective consignment. [Gain Report HK1810](#) provides general information on Hong Kong's import regulations for alcoholic drinks.

For more information on Hong Kong food import regulations, please refer to [GAIN Report HK1830](#).

SECTION IV. MARKET SECTOR STRUCTURE AND TRENDS

The retail and hotel, restaurant and institutional (HRI) sectors present the best opportunity for U.S. exporters. The food processing sector in Hong Kong is relatively small and presents minimal opportunity for market development.

Food Retail

Total retail sales of food and beverages in Hong Kong reached US\$12.28 billion, representing growth of 1.82 percent compared to 2016, as shown in Table 2.

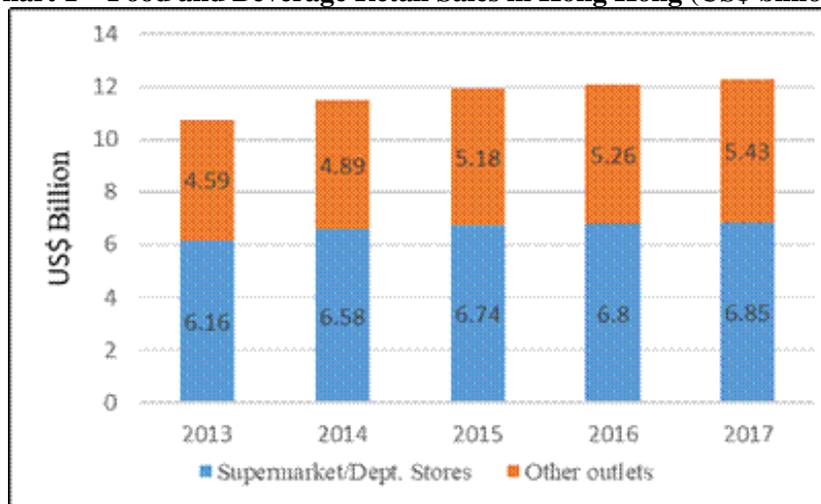
Table 2 – Food and Beverage Retail Sales in Hong Kong (US\$ billion)⁵

Channel	2013	2014	2015	2016	2017	Growth (17 vs 16)
Supermarket/Dept. Stores	6.16	6.58	6.74	6.80	6.85	+0.77%
Other outlets	4.59	4.89	5.18	5.26	5.43	+3.18%
Total	10.75	11.47	11.92	12.06	12.28	+1.82%

“Supermarket/Department Stores” includes sales of supermarkets, convenience stores, and food and beverage sections at department stores. They are the modern grocery outlets that provide consumers with convenient and high-quality options. In addition to groceries, these stores are offering a more comprehensive shopping experience with increased items of fresh food, bread and pastry, organic options, and hot takeout meals.

“Other outlets” refers to the traditional markets, also called wet markets, mom-and-pop stores, bakeries, fresh fruits stalls, etc. These outlets are usually smaller in scale and U.S. food exporters probably need to work with local importers/agents to place products in this sector of the market. Some Hong Kong consumers prefer these stores due to proximities, established relationships, and perception that meat, fish, and produce in traditional shops are fresher and more nutritious.

Chart 1 – Food and Beverage Retail Sales in Hong Kong (US\$ billion)⁶



As reflected in Chart 1, supermarket sales have been taking market share from other outlets - from 44 percent of total retail sales in 1995 to 55.8 percent in 2017, and the trend is expected to continue. For more

⁵ Hong Kong Census and Statistics Department

⁶ -ditto-

information on the Hong Kong Food Retail Sector, please refer to [GAIN Report HK1817](#).

Hotel, Restaurant, and Institutional (HRI) Sector

Hong Kong’s monthly household expenditure on dining was US\$640, or 18 percent of overall average monthly household expenditure⁷. Hong Kong residents’ preference for dining outside the home and the large number of visitors (58.5 million in 2017) enable the continuous growth of the HRI sector. Restaurant operators are taking advantage of softening rents to expand strategic outlets while updating menu options for Hong Kong’s enthusiastic “foodie” consumers that demand novel, premium cuisines.

Hotels

To meet the continued rise in the number of visitors, Hong Kong’s hotel room supply continues to increase. In 2017, there were 277 hotels offering 78,935 rooms, compared with 175 hotels and 60,428 rooms in 2010, reflecting growth rates of 58 percent and 31 percent, respectively. The average occupancy rate was 87 percent in 2016 and 89 percent in 2017.

In 2017, tourist arrivals reached 58.5 million, with visitors from Mainland China representing 76 percent of travelers. Visitor numbers grew by 9.5 percent in the first nine months of 2018⁸, showing opportunities for the hospitality industry and demand for accommodation at every price level. In 2018, the inaugurations of the Guangzhou-Shenzhen-Hong Kong Express Rail Link and the Hong Kong-Zhuhai-Macau Bridge will further connect cities in the region and shorten the transport time. The flow of passengers is expected to contribute to the growth of the hospitality industry leading to increased opportunities for food and beverages.

Restaurants

Hong Kong boasts around 14,000 restaurants, which range from local favorites to high-end fine dining outlets. The Michelin guide 2018 stars 63 Hong Kong restaurants, including six three-starred establishments, beating New York City and London in this category.

In 2017, Hong Kong restaurant food and beverage purchases, valued at US\$4.66 billion, generated estimated sales of US\$14.45 billion, an increase of 2.0 and 5.0 percent*, respectively, over 2016.

Table 3 – Hong Kong Restaurants Receipts and Purchases (US\$ Billion)

	2016	2017	Growth (17 vs16)
Restaurant Receipts	13.77	14.45	4.9%
Restaurant Purchases	4.56	4.66	2.0%

(Source: Hong Kong Census & Statistics Department, US\$1=HK\$7.8)

(*Percentages are calculated before numbers are rounded)

Sales prospects at restaurants in 2018 remain strong. For the first three quarters of 2018, restaurant receipts reached US\$11.4 billion, an increase of 7.4 percent over the same period in 2017.

Institutions

Hong Kong’s institutional foodservice sector consists of hospitals, residential care facilities, schools, prisons, and travel industry catering facilities. Many of these facilities, especially those operated by the government, purchase food supplies through tenders where price, quality, consistency, and stable supply matter.

For more information on the Hong Kong Food Service Sector, please refer to [GAIN Report HK1824](#).

⁷ Hong Kong Census & Statistics Department 2014/2015 Household Expenditure Survey

⁸ Visitor Arrival Statistics, Hong Kong Tourism Board

Food Processing Sector

The food processing industry in Hong Kong is small compared to the food retail and HRI sectors. The total output of the local food processing industry was US\$592 million⁹ in 2017. Major local production includes instant noodles, macaroni, spaghetti, biscuits, pastries, and cakes for both domestic consumption and export. Other significant sectors include canning, preserving, and processing of seafood (such as fish, shrimp, prawns, and crustaceans), manufacture of dairy products (fresh milk, yogurt and ice cream), seasonings, and spirits.

Based on the trade agreement between Hong Kong and China (called the Closer Economic Partnership Arrangement, or CEPA in short), all foods and beverages made in Hong Kong, subject to the CEPA's rules of origin, can enjoy duty-free access to the Chinese mainland. Non-Hong Kong made processed food and beverages products remain subject to rates according to China's tariff schedule.

The CEPA zero tariff product list includes aqua-marine products, food and beverages, (certain dairy products such as yogurt and cheese, certain prepared meats, certain sugar confectioneries and cocoa preparations; certain preserved meats and seafood, bread, biscuits and cakes; preserved vegetables and fruits, fruit juices; sauces, water, etc.) and leather and fur products.

Processed food and beverages items must comply with Hong Kong rules of origin to be imported to China tariff-free. The rule of origin of individual products is determined by the manufacturing or processing operation. For example, milk and cream products are considered as "made in Hong Kong" when the manufacturing processes of mixing, freezing sterilization, and cooling are conducted in Hong Kong. The origin criteria for nuts is that the baking, seasoning, and/coating must take place in Hong Kong. In the case of ginseng, the principal manufacturing processes of cutting and grinding must be conducted in Hong Kong. More information on CEPA can be found at: <http://www.tid.gov.hk/english/cepa/>.

Food ingredients are sourced both through direct import by food processors and through consolidators. Hong Kong traders and end-users tend to stay with suppliers with whom they have a relationship. While exporters would do well exploring all channels, patience and understanding are required to establish a relationship of trust sometimes before trading can commence.

Trends in Promotional/Marketing Strategies and Tactics

- Identify key players for the products - ATO Hong Kong can provide lists of importers, distributors, commodity cooperators, and regional business groups.
- Test marketing may be required prior to establishing a presence in the market.
- Communicate product benefits to end-users - although distributors maintain relationships with their customers as end users assert influence over the buying decisions, it is important to directly educate all stakeholders as to the features and benefits of your products.
- Participate in or visit trade shows – Hong Kong has an excellent reputation for hosting a dozen international food and beverage trade shows per year. In cooperation with cooperators and regional groups, the shows demonstrate the versatility of U.S. food products.
- Stage menu promotions with major restaurant chains would restate benefits.

⁹ Hong Kong Trade Development Council - "Processed Food and Beverages Industry in Hong Kong"

- Invite restaurant owners/chefs to seminars and/or to the United States - ATO Hong Kong/ cooperators organize seminars and trade missions to the U.S. to introduce U.S. products, meet U.S. exporters, and develop trade relationships important to long-term success.

SECTION V. AGRICULTURAL and FOOD IMPORTS

Due to land constraints, Hong Kong produces a minimal amount of its food requirements, depending on global sources to meet about 95 percent of its needs. Hong Kong imports of consumer-oriented agricultural Products reached US\$20.4 billion. For the first ten months of 2018, Hong Kong imports of these products reached US\$17.4 billion, an increase of over 7.3 percent over the same period in 2017.

Table 4 – Hong Kong Imports of Consumer-Oriented Ag. Products¹⁰ (2013-2017)

	(in US\$ million)	2013	2014	2015	2016	2017	Growth 17 v 16	Re-exports vs Gross Imports	Share of World
World	Gross Imports	17,068	19,600	18,006	19,755	20,427	3%	44%	100%
	Re-exports	4,907	5,780	6,497	7,933	8,967	13%		100%
	Retained Imports	12,161	13,819	11,509	11,822	11,460	-3%		100%
United States	Gross Imports	3,737	3,894	3,616	3,920	4,152	6%	42%	20%
	Re-exports	1,188	1,152	1,166	1,697	1,757	4%		20%
	Retained Imports	2,549	2,742	2,450	2,223	2,395	8%		21%
China	Gross Imports	2,397	2,706	2,736	2,912	3,115	7%	20%	15%
	Re-exports	461	438	392	439	609	39%		7%
	Retained Imports	1,936	2,269	2,344	2,473	2,505	1%		22%
Brazil	Gross Imports	2,202	2,492	1,713	1,986	2,163	9%	29%	11%
	Re-exports	654	943	1,128	996	628	-37%		7%
	Retained Imports	1,548	1,549	584	990	1,535	55%		13%
Australia	Gross Imports	679	826	881	1,165	1,191	2%	45%	6%
	Re-exports	96	207	314	507	540	7%		6%
	Retained Imports	583	619	568	658	651	-1%		6%
France	Gross Imports	811	794	1,045	1,180	1,134	-4%	57%	6%
	Re-exports	198	232	422	484	644	33%		7%
	Retained Imports	613	562	623	696	489	-30%		4%

Table 5 – Top 10 Hong Kong Imports of Consumer-Oriented Agricultural Products and Competition¹¹

Product Category	Major Supply Sources ¹²		
Fish Products	1. China – 32%		
Gross Imports	US\$3.58 billion	374,844 MT	2. Japan – 13%
Retained Imports	US\$2.95 billion	287,016 MT	4. United States – 4%
Beef and Beef Products	1. Brazil – 44%		
Gross Imports	US\$3 billion	742,816 MT	2. United States – 27%
Retained Imports	US\$2.87 billion	679,505 MT	3. Australia – 5%
Fresh Fruit	1. Chile – 24%		
Gross Imports	US\$2.63 billion	1,692,429 MT	2. Thailand – 17%
Retained Imports	US\$1.06 billion	649,199 MT	3. United States – 15%
Pork and Pork Products	1. United States – 19%		
Gross Imports	US\$2.38 billion	972,489 MT	2. China – 17%
Retained Imports	US\$568 million	281,949 MT	3. Brazil – 16%
Dairy Products	1. Netherlands – 41%		
Gross Imports	US\$1.75 billion	302,433 MT	2. New Zealand – 16%
Retained Imports	US\$803 million	222,924 MT	6. United States – 4%

¹⁰ Calculations based on Global Trade Atlas data

¹¹ - ditto -

¹² Ranking and market share by gross import value in 2017

Food Preparations and Misc. Beverages			1. China – 27%
Gross Imports	US\$1.7 billion	407,631 MT	2. United States – 14%
Retained Imports	US\$912 million	308,172 MT	3. Japan – 12%
Poultry Meat and Products			1. United States – 28%
Gross Imports	US\$1.71 billion	947,476 MT	2. China – 27%
Retained Imports	US\$557 million	282,405 MT	3. Brazil – 24%
Wine and Beer			1. France – 54%
Gross Imports	US\$1.7 billion	231 million liters	2. Australia – 17%
Retained Imports	US\$1.1 billion	176 million liters	4. United States – 5%
Tree Nuts			1. United States – 72%
Gross Imports	US\$1.59 billion	292,840 MT	2. Iran – 9%
Retained Imports	US\$859 million	98,976 MT	3. South Africa – 7%
Meat NESOI			1. Indonesia – 43%
Gross Imports	US\$499 million	75,695 MT	2. China – 15%
Retained Imports	US\$458 million	69,884 MT	5. United States – 7%

Table 6 – Best Growth of Hong Kong’s Imports of Consumer-Oriented Agricultural Products¹³

Category	2013 (US\$ million)	2017 (US\$ million)	Average Annual Growth
Dog & Cat Food	89	140	12.04%
Fruit & Vegetable Juices	47	73	11.91%
Fresh Fruit	1,716	2,635	11.32%
Processed Vegetables	258	377	9.94%
Wine & Beer	1,184	1,699	9.45%
Food Preps. & Misc. Bev	1,237	1,719	8.58%
Snack Foods NESOI	291	354	5.04%
Pork & Pork Products	1,996	2,388	4.58%
Fresh Vegetables	392	469	4.57%
Condiments & Sauces	246	289	4.11%

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Post Contact

Agricultural Trade Office, Consulate General of the United States, Hong Kong and Macau

18th Floor, St. John’s Building

33 Garden Road, Central, Hong Kong

Tel: (852)-2841-2350

Fax: (852)-2845-0943

Email: Atohongkong@fas.usda.gov

Website: <https://hk.usconsulate.gov/>
<http://www.usfoods-hongkong.net>

[Other Hong Kong Government / Semi-Government Contacts](#)

¹³ Global Trade Atlas