

Required Report: Required - Public Distribution

Date: December 06,2019

Report Number: HK2019-0076

Report Name: Exporter Guide

Country: Hong Kong

Post: Hong Kong

Report Category: Exporter Guide

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Report Highlights:

Hong Kong remains the 5th largest export market for U.S. consumer-oriented agricultural products, by value; importing more than mainland China and Taiwan. Due to uncertainties from the external environment and dampening domestic consumption, downward adjustment is expected for Hong Kong food imports. However, with a dynamic food culture, sophisticated and affluent buyers, and a world-class logistical infrastructure, Hong Kong would remain an attractive market for innovative U.S. food and beverage products as well as a gateway to the region.

Market Fact Sheet: Hong Kong

Executive Summary	Quick Facts CY 2018																																				
<p>Hong Kong has a population of 7.48 million and its per capita GDP was close to \$49,000 in 2018, one of the highest in Asia. Hong Kong is a vibrant city and a major gateway to Asia. Consumers are sophisticated and enjoy cosmopolitan food and beverage tastes. Due to limited arable land, around 95 percent of food in Hong Kong is imported. In 2018, Hong Kong's total imports of agricultural and related products reached \$28.6 billion.</p>	<p>Imports of Consumer-Oriented Ag. Products \$21.1 billion</p>																																				
<p>Imports of Consumer-Oriented Products Hong Kong imports of Consumer-Oriented Agricultural Products reached \$21.1 billion in 2018, or 74 percent of overall agricultural imports. The more popular imported products were fish, beef, fresh fruit, dairy products, pork, wine and beer, poultry meat, tree nuts, and vegetables. The United States, China, and Brazil were the top three suppliers by value.</p>	<p>Top 10 Consumer-Oriented Ag. Imports Fish, beef, fresh fruit, dairy products, pork, wine and beer, poultry meat, tree nuts, processed vegetables, and fresh vegetables</p>																																				
<table border="1"> <caption>Hong Kong Imports Consumer-Oriented Agricultural Products 2018 (\$ million)</caption> <thead> <tr> <th>Country</th> <th>Value (\$ million)</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>United States</td> <td>\$4,081</td> <td>19%</td> </tr> <tr> <td>China</td> <td>\$3,163</td> <td>15%</td> </tr> <tr> <td>Brazil</td> <td>\$2,372</td> <td>11%</td> </tr> <tr> <td>Others</td> <td>\$4,887</td> <td>23%</td> </tr> <tr> <td>France</td> <td>\$1,201</td> <td>6%</td> </tr> <tr> <td>Chile</td> <td>\$1,178</td> <td>6%</td> </tr> <tr> <td>Australia</td> <td>\$1,115</td> <td>5%</td> </tr> <tr> <td>Netherlands</td> <td>\$981</td> <td>5%</td> </tr> <tr> <td>Thailand</td> <td>\$810</td> <td>4%</td> </tr> <tr> <td>Japan</td> <td>\$808</td> <td>4%</td> </tr> <tr> <td>New Zealand</td> <td>\$507</td> <td>2%</td> </tr> </tbody> </table>	Country	Value (\$ million)	Percentage	United States	\$4,081	19%	China	\$3,163	15%	Brazil	\$2,372	11%	Others	\$4,887	23%	France	\$1,201	6%	Chile	\$1,178	6%	Australia	\$1,115	5%	Netherlands	\$981	5%	Thailand	\$810	4%	Japan	\$808	4%	New Zealand	\$507	2%	<p>Top Growth of Consumer-Oriented Ag. Imports Processed vegetables, fresh fruit, dog and cat food, wine and beer, snack foods, condiment and sauces, eggs, non-alcoholic beverages, fresh vegetables, and fish</p>
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<p>Food Industry by Channels Consumer-Oriented Ag. Products:</p> <ul style="list-style-type: none"> - Gross imports: \$21.1 billion - Re-exports: \$9.3 billion - Retained imports: \$11.8 billion - Retail food sales: \$12.8 billion - Restaurant receipts: \$15.3 billion 																																					
<p>Top 10 Retailers (by no. of stores) Wellcome, ParknShop, DCH Food Mart, U-Select, CitySuper, CR Vanguard, AEON, YATA, SOGO and APITA</p>																																					
<p>Top 10 Restaurant and Food Service Groups (by no. of stores) Maxim's, McDonald's, Café de Coral, Starbucks, Fairwood, Pacific Coffee, Pizza Hut, Hung Fook Tong, KFC, and Sushi Express.</p>																																					
<p>GDP/Population Population: 7.48 million GDP: \$365 billion GDP per capita: \$48,958</p>																																					

Food Processing Industry	Strengths/Weaknesses/Opportunities/Challenges	
<p>Land is limited and extremely expensive in Hong Kong. Therefore, the local food processing sector is small. Imports of bulk and intermediate agricultural commodities were \$416 million and \$2.24 billion, respectively, representing 1.5 percent and 7.8 percent of overall agricultural imports.</p>	<p>Strengths</p>	<p>Weaknesses</p>
<p>Food Retail Industry</p>	<ul style="list-style-type: none"> - Large and free market with affluent customers. - U.S. products are perceived as high-quality 	<ul style="list-style-type: none"> - Cost of shipment from the U.S. is high. - Order size of importers is small.
<p>In 2018, Hong Kong's retail food sector sales rose 4.2 percent to \$12.8 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. Online food sales were \$167 million in 2018.</p>	<p>Opportunities</p>	<p>Challenges</p>
<p>Food Service Industry</p>	<ul style="list-style-type: none"> - Hong Kong customers are open to new products. - Hong Kong is a major trading hub for Asia. 	<ul style="list-style-type: none"> - Keen competition from other food supplying countries. - Strengthening U.S. dollar will make U.S. products less price competitive.
<p>The Hong Kong HRI food service market is made up of hotels, restaurants, and institutions, with most food and beverage sales at restaurants. In 2018, Hong Kong's restaurant receipts rose 5.8 percent to US\$15.3 billion. There are around 14,000 restaurants in Hong Kong.</p>	<p>Data and Information Sources: U.S. Census Bureau Trade Data, Trade Data Monitor, Global Trade Atlas, Euromonitor International, Hong Kong Census and Statistics Department, Hong Kong Trade Development Council</p>	
<p>Contact:</p>	<p>U.S. Agricultural Trade Office 18th Floor, St. John's Building 33 Garden Road Central, Hong Kong Email: atohongkong@fas.usda.gov</p>	

SECTION I. MARKET SUMMARY

Total exports of U.S. agricultural and related products to Hong Kong reached \$4.2 billion¹ in 2018, making Hong Kong the seventh-largest export market by value. For U.S. consumer-oriented exports, Hong Kong ranked fifth in 2018, with exports reaching \$3.8 billion². Top categories for U.S. agricultural exports to Hong Kong include: tree nuts, beef, poultry meat, pork, fresh fruits, processed foods, seafood products, wine and beer, pet food, and chocolate products.

In addition to being a dynamic market, 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 of Macau’s food imports 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 95 percent of local food requirements, Hong Kong at large welcomes foods from around the world. The import regime is transparent. Food and beverage products are imported to Hong Kong without tax or duty with the exception of four commodities, namely liquors, tobacco, hydrocarbon oil, and methyl alcohol. For more information on Hong Kong food import regulations, please refer to [GAIN Report HK1830](#).

Hong Kong recorded per capita GDP of nearly \$49,000³ in 2018, one of the highest in Asia. However, food imports to Hong Kong are expected to grow at a slower pace in 2019 because of uncertainties from the external environment and dampening domestic consumption. For the first nine months of 2019, U.S. consumer-oriented exports to Hong Kong reached \$2 billion, a drop of 17.8 percent. The Hong Kong economy contracted by 3.2 percent in the third quarter of 2019 compared to a year earlier. The Hong Kong government’s forecast of Hong Kong economic growth for 2019 is revised downwards to -1.3 percent⁴.

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 \$3.8 billion, making it the fifth-largest market for the United States in 2018.	Transportation time and costs, combined with U.S. products’ availability and seasonality (e.g. fresh produce) 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 as high-quality and safe.	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.	Hong Kong labeling requirements and residue standards can impact trade.

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.

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-

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 they 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 they would 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

The Hong Kong food retail market is made up of supermarkets, convenience stores, and traditional markets.

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

Channel	2014	2015	2016	2017	2018	Share (2018)	Growth (18 vs 17)
Supermarket/Dept. Stores	6.58	6.74	6.80	6.85	7.12	55.6%	+3.9%

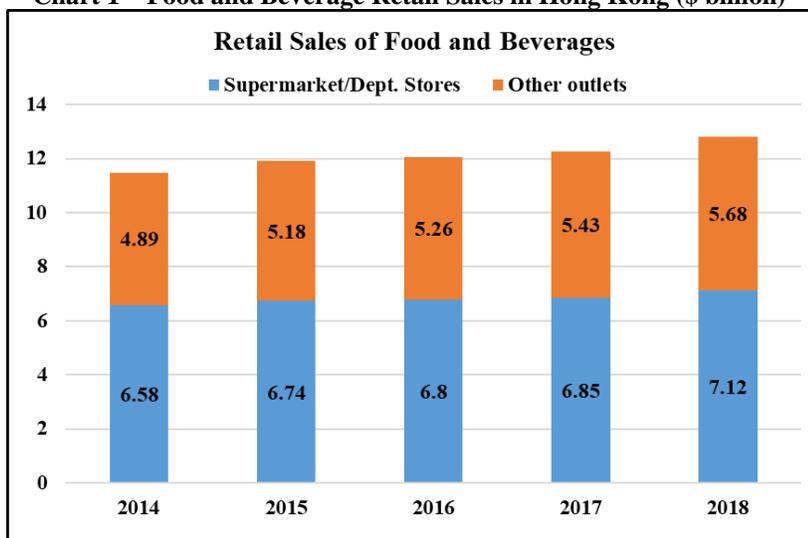
⁵ Hong Kong Census and Statistics Department

Other outlets	4.89	5.18	5.26	5.43	5.68	44.4%	+4.6%
Total	11.47	11.92	12.06	12.28	12.8	100%	+4.2%

“Supermarket/Department Stores” include 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.

Chart 1 – Food and Beverage Retail Sales in Hong Kong (\$ 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 55.6 percent in 2018, and the trend is expected to continue. Despite uncertainties from the external environment, food retail sales in Hong Kong have remained stable. For the first ten months of 2019, food retail sales reached US\$10.6 billion, only a slight drop of 0.8 percent over the same period in 2018.

For more information on the Hong Kong Food Retail Sector, please refer to [GAIN Report HK1932](#).

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 (65.1 million in 2018) support 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

In 2018, tourist arrivals reached 65.1 million, with visitors from Mainland China representing 78 percent of travelers. Visitor numbers grew by 11 percent in the first seven months of 2019⁸, showing opportunities for the hospitality industry and demand for accommodation at every price level.

⁶ Hong Kong Census and Statistics Department

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

⁸ Hong Kong Tourism Board Research & Statistics

To meet the continued rise in the number of visitors, Hong Kong’s hotel room supply continues to increase. Up to March 2019, there were 297 hotels offering 83,138 rooms, compared with 225 hotels and 70,017 rooms in 2013⁹, reflecting growth rates of 32 percent and 19 percent, respectively. The room occupancy rate was 92 percent in 2019 (March). Hotels in Hong Kong offer premium dining experience including buffets and occasional menus by celebrity chefs from overseas. Local residents fill dining outlets in hotels, especially during festivals when families and friends gather for celebrations.

Restaurants

Hong Kong boasts around 14,000 restaurants, which range from local favorites to high-end fine dining outlets. The Michelin guide 2019 stars 63 Hong Kong restaurants, including seven three-starred establishments, outnumbering the five restaurants in New York City and three in London that won the same three stars recognition.

In 2018, Hong Kong restaurant food and beverage purchases, valued at US\$4.88 billion, generated estimated sales of US\$15.33 billion, an increase of 4.6 and 5.8 percent*, respectively, over 2017. Purchases and sales receipts in 2019 are expected to slow down because of uncertainties of external environment and dampening domestic consumption.

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

	2016	2017	2018	Growth (18 vs 17)
Restaurant Receipts	13.77	14.45	15.33	5.8%
Restaurant Purchases	4.56	4.66	4.88	4.5%

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

*Percentages are calculated before numbers are rounded

Because of uncertainties from the external environment and dampening domestic consumption, sales prospects at restaurants in 2019 are on the decline. For the first three quarters of 2019, restaurant receipts reached US\$11.1 billion, a drop of 3.1 percent over the same period in 2018.

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. Experienced local importers are familiar with the process and requirements.

For more information on the Hong Kong Food Service Sector, please refer to [GAIN Report HK2019-0002](#).

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\$691 million¹⁰ in 2018. Major local production includes include instant noodles, pasta, biscuits, pastries, cakes, and drinks. Other related activities include the canning, preserving, and processing of seafood (fish, shrimps, prawns, and crustaceans), and the manufacture of dairy products (fresh milk, yoghurt, and ice-cream) and seasonings.

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.

⁹ Hong Kong Tourism Board Research & Statistics

¹⁰ Hong Kong Trade Development Council - “Processed Food and Beverages Industry in Hong Kong”

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.
- 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 from all origins reached \$21.1 billion in 2018. For the first ten months of 2019, Hong Kong imports of these products reached US\$16.1 billion¹¹, a drop of 7.4 percent over the same period in 2018.

Table 4 – Hong Kong Imports of Consumer-Oriented Ag. Products (2014-2018)¹²

	(in \$ million)	2014	2015	2016	2017	2018	Growth 18 v 17	Re-exports vs Gross Imports	Share of World
World	Gross Imports	19,600	18,006	19,755	20,427	21,103	3%	44%	100%
	Re-exports	5,780	6,497	7,933	8,967	9,328	4%		100%
	Retained Imports	13,819	11,509	11,822	11,460	11,775	3%		100%
United States	Gross Imports	3,894	3,616	3,920	4,152	4,081	-2%	41%	19%
	Re-exports	1,152	1,166	1,697	1,757	1,681	-4%		18%
	Retained Imports	2,742	2,450	2,223	2,395	2,400	0%		20%
China	Gross Imports	2,706	2,736	2,912	3,115	3,163	2%		15%

¹¹ Calculations based on Trade Data Monitor data

¹² Calculations based on Global Trade Atlas data

	Re-exports	438	392	439	609	592	-3%	19%	6%
	Retained Imports	2,269	2,344	2,473	2,505	2,571	3%		22%
Brazil	Gross Imports	2,492	1,713	1,986	2,163	2,372	10%		11%
	Re-exports	943	1,128	996	628	834	33%	35%	9%
	Retained Imports	1,549	584	990	1,535	1,538	0%		13%
France	Gross Imports	794	1,045	1,180	1,134	1,201	6%		6%
	Re-exports	232	422	484	644	452	-30%	38%	5%
	Retained Imports	562	623	696	489	749	53%		6%
Chile	Gross Imports	474	489	791	677	1,178	74%		6%
	Re-exports	293	365	625	526	976	85%	83%	10%
	Retained Imports	181	124	166	150	202	34%		2%

Table 5 – Top 10 Hong Kong Imports of Consumer-Oriented Agricultural Products and Competition¹³

Product Category			Major Supply Sources¹⁴
Fish Products			1. China – 29%
Gross Imports	\$3.81 billion	374,491 MT	2. Japan – 14%
Retained Imports	\$3.18 billion	296,357 MT	4. United States – 5%
Beef and Beef Products			1. Brazil – 46%
Gross Imports	\$3.5 billion	816,755 MT	2. United States – 29%
Retained Imports	\$2.95 billion	613,335 MT	3. Australia – 5%
Fresh Fruit			1. Chile – 36%
Gross Imports	\$3.16 billion	1,777,872 MT	2. Thailand – 15%
Retained Imports	\$1.19 billion	689,916 MT	3. United States – 11%
Dairy Products			1. Netherlands – 37%
Gross Imports	\$1.99 billion	317,082 MT	2. New Zealand – 16%
Retained Imports	\$664 million	224,010 MT	8. United States – 3%
Pork and Pork Products			1. China – 21%
Gross Imports	\$1.9 billion	760,091 MT	2. Brazil – 20%
Retained Imports	\$912 million	356,293 MT	3. United States – 18%
Wine and Beer			1. France – 58%
Gross Imports	\$1.71 billion	221 million liters	2. Australia – 12%
Retained Imports	\$1.24 billion	173 million liters	4. United States – 4%
Poultry Meat and Products			1. United States – 28%
Gross Imports	\$1.6 billion	853,241 MT	2. China – 28%
Retained Imports	\$578 million	240,244 MT	3. Brazil – 23%
Tree Nuts			1. United States – 80%
Gross Imports	\$1.3 billion	244,455 MT	2. South Africa – 5%
Retained Imports	\$497 million	52,849 MT	3. Thailand – 7%
Processed Vegetables			1. China – 62%
Gross Imports	\$507 million	194,779 MT	2. United States – 16%
Retained Imports	\$369 million	146,621 MT	3. Japan – 5%
Fresh Vegetables			1. China – 76%

¹³ Calculations based on Global Trade Atlas data

¹⁴ Ranking and market share by gross import value in 2018

Gross Imports	\$448 million	828,907 MT	2. United States – 5%
Retained Imports	\$439 million	823,106 MT	3. Australia – 4%

Table 6 – Best Growths of Hong Kong’s Imports of Consumer-Oriented Agricultural Products¹⁵

Category	2014 (\$ million)	2018 (\$ million)	Average Annual Growth
Processed Vegetables	338	507	10.68%
Fresh Fruit	2,186	3,161	9.66%
Dog & Cat Food	95	134	8.96%
Wine & Beer	1,244	1,714	8.34%
Snack Food	292	378	6.64%
Condiments & Sauces	252	294	3.93%
Eggs & Products	221	239	1.99%
Non-Alcoholic Beverages	240	255	1.49%
Fresh Vegetables	428	448	1.15%
Fish Products	3,646	3,812	1.12%

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Post Contact

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

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Attachments:

No Attachments

¹⁵ Global Trade Atlas