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## **Report Name:** Exporter Guide

**Country:** Hong Kong

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### **Report Highlights:**

Despite its small population of 7.4 million, Hong Kong is the seventh-largest export market for U.S. consumer-oriented agricultural products. Hong Kong remains an attractive market for innovative U.S. food and beverage products as well as a gateway to the region. In 2022, ongoing pandemic-related quarantine requirements imposed on inbound travelers continued to temper tourism, in-person business activities, and domestic food demand and imports. The Hong Kong government has launched multiple measures to help local residents and businesses cope with the consequences of COVID-19. In September 2022, the city began to relax its entry requirements and further eased social distancing restrictions bringing some additional relief to business activities. The relaxation of pandemic measures in mainland China at the end of 2022 is expected to facilitate the return of cross border travel and the recovery of Hong Kong's economy and demand for food imports in 2023.

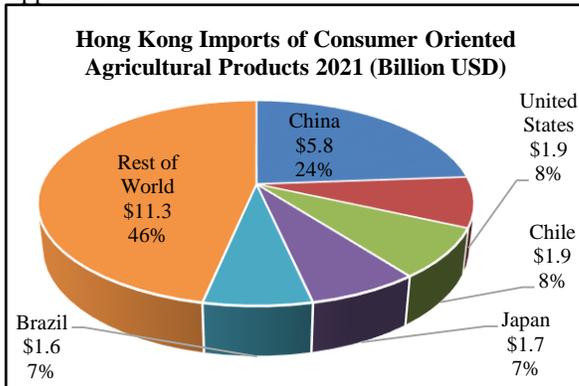
## Market Fact Sheet: Hong Kong

### Executive Summary

Hong Kong has a population of 7.4 million. In 2021, its per capita GDP was \$49,613, 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 beverages. Due to limited arable land, around 95 percent of food in Hong Kong is imported. In 2021, Hong Kong's total imports of agricultural and related products grew 8 percent to \$27.6 billion.

### Imports of Consumer-Oriented Ag. Products

Hong Kong's global imports of consumer-ready agricultural products grew 8 percent to \$24.2 billion in 2021, accounting for 88 percent of all agricultural imports. The top ten imports were fresh fruit, seafood, beef, wine, pork, prepared food, dairy products, poultry meat, non-alcoholic beverages, and bakery products. China, the United States, and Chile were the top three suppliers.



### Food Processing Industry

Land is limited and extremely expensive in Hong Kong. Therefore, the local food processing sector is small. In 2021, global imports of bulk products dropped 8 percent to \$371 million and represented 1.3 percent of all agricultural imports. Imports of intermediate agricultural commodities grew 13 percent to \$2.4 billion, representing 8.6 percent of overall agricultural imports.

### Food Retail Industry

In 2021, Hong Kong's retail food sales dropped slightly to \$12 billion. The Hong Kong food retail market is made up of supermarkets, convenience stores, and traditional markets. Supermarkets account for over 61 percent of retail food sales. There are over 690 supermarkets, 1,300 convenience stores, and nearly 100 traditional markets in Hong Kong, making grocery shopping very convenient. In 2021, online food sales grew 14 percent to \$447 million.

### Food Service Industry

The Hong Kong HRI food service market is made up of hotels, restaurants, and institutions, with most food and beverage sales at restaurants. In 2021, Hong Kong's restaurant receipts grew 17 percent to \$11.9 billion. There are over 14,000 restaurants in Hong Kong.

### Quick Facts CY 2021

**Global Imports of Consumer-Ready Ag. Products**  
\$24.2 billion (up 8 percent from 2020)

#### Top Growing Consumer-Ready Ag. Imports

Tea, fresh vegetables, fresh fruit, prepared food, eggs, condiments and sauces, processed vegetables, pet food, bakery products, and non-alcoholic beverages.

#### Food Industry by Channels

Consumer-Ready Ag. Products:

- Gross imports \$24.2 billion
- Re-exports \$7.7 billion
- Retained imports \$16.5 billion
- Retail food sales \$12 billion
- Restaurant receipts \$11.9 billion

#### GDP/Population

Population: 7.4 million GDP per capita: \$49,613

### Strengths/Weaknesses/Opportunities/Challenges

<i>Strengths</i>	<i>Weaknesses</i>
<ul style="list-style-type: none"> <li>- Large and free market with affluent customers.</li> <li>- Consumers recognize and appreciate the high quality of U.S. products</li> </ul>	<ul style="list-style-type: none"> <li>- Cost of shipment from the U.S. is high.</li> <li>- Shipping delays.</li> <li>- Hong Kong importers' order size tends to be smaller than other export destinations.</li> </ul>
<i>Opportunities</i>	<i>Challenges</i>
<ul style="list-style-type: none"> <li>- Hong Kong customers are open to new products.</li> <li>- Hong Kong is a major trading hub for Asia.</li> </ul>	<ul style="list-style-type: none"> <li>- Keen competition from other food supplying countries.</li> <li>- A stronger U.S. dollar makes U.S. products less price competitive.</li> <li>- Inability to meet in-person with Hong Kong buyers.</li> </ul>

**Data and Information Sources:** U.S. Census Bureau Trade Data, Trade Data Monitor, Euromonitor International, Hong Kong Census and Statistics Department, and Hong Kong Trade Development Council. Currency in U.S. dollars unless otherwise stated.

## SECTION I. MARKET OVERVIEW

Despite a slight rebound of 6.3 percent in 2021,<sup>1</sup> Hong Kong's economy is expected to contract again in 2022 by 3.2 percent.<sup>2</sup> This contraction is mainly due to worse-than-expected economic performance during the first quarter of the year, as Hong Kong dealt with its fifth and deadliest wave of the COVID-19 pandemic. The ongoing travel restrictions and quarantine requirements imposed on inbound travelers in response to the pandemic continued to decimate the tourism and hospitality sectors. In 2021, Hong Kong hosted only 91,000 tourists compared to 3.6 million in 2020 and 55.9 million travelers in 2019. The number of visitors to the city is bound to be far less in 2022, particularly in the first half of the year. Over the past three years, the ever-changing restrictions on social distancing and dining severely disrupted food service operations. According to local restaurateurs and chefs, food service operations are unlikely to fully recover until cross border travel with mainland resumes. Tourists from mainland China are Hong Kong's biggest source of travelers. As a result, in 2021, total exports of U.S. agricultural and related products to Hong Kong slowed to \$1.9 billion.<sup>3</sup>

However, Hong Kong was the fifteenth-largest U.S. export market by value. Hong Kong was also the seventh largest export destination for U.S. consumer-oriented exports, despite exports slowing to their lowest level since 2008 at \$1.6 billion.<sup>4</sup> During the first ten months of 2022, these exports dropped 21 percent compared to the same period last year at \$1 billion.<sup>5</sup> Top U.S. agricultural exports to Hong Kong included: beef, tree nuts, seafood, prepared food, fresh fruit, wine, poultry meat, eggs, processed vegetables, and pork.<sup>6</sup> For more details on the performance of U.S. agricultural exports in 2022 please see our [third quarter trade highlights GAIN report](#).

In 2021, Hong Kong's GDP per capita rebounded 8 percent to \$49,613,<sup>7</sup> still one of the highest GDP per capita in Asia. 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.

Due to land constraints, local agricultural production in Hong Kong is minimal. As a market that imports 95 percent of its local food needs, Hong Kong welcomes foods from around the world. The city's import regime is autonomous, transparent, and predictable. Food and beverage products are imported to Hong Kong without tax or duty except for four commodities, namely liquors, tobacco, hydrocarbon oil, and methyl alcohol. For more information on Hong Kong food import regulations, please refer to [GAIN Report HK2022-0044](#).

**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,	Transportation time and costs, combined with seasonality determining product availability

<sup>1</sup> Hong Kong Census and Statistics Department

<sup>2</sup> Hong Kong Economy, Hong Kong Special Administrative Region Government

<sup>3</sup> USDA/FAS Bico Reports, U.S. Census Bureau Trade Data

<sup>4</sup> USDA/FAS Bico Reports, U.S. Census Bureau Trade Data

<sup>5</sup> USDA/FAS Bico Reports, U.S. Census Bureau Trade Data

<sup>6</sup> USDA/FAS Bico Reports, U.S. Census Bureau Trade Data

<sup>7</sup> "Economic and Trade Information on Hong Kong", Hong Kong Trade Development Council

and frozen gourmet products. U.S. exports of consumer-oriented agricultural products to Hong Kong were \$1.6 billion, making Hong Kong the seventh-largest market for the United States in 2021.	(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 transhipped 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.	Hong Kong labeling requirements and residue standards can impact trade.
Hong Kong is a quality and trend-driven market, so price is not always the most important factor for food and beverage purchases.	Competition in the Hong Kong market is keen, a stronger U.S. dollar will continue to lessen the competitiveness of U.S. foods.
	Ongoing disruptions on shipping logistics (including limited air cargo space due to reduced flights).

## **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@usda.gov](mailto:Atohongkong@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 to Hong Kong**

Hong Kong is a Special Administrative Region of China with a distinct customs and immigration border with four land border crossings to China. U.S. passport holders do not need a visa to enter Hong Kong, but they do need a visa to enter China. U.S. travelers are advised to check the U.S. Consulate General’s website for the [latest travel guidance](#).

### **Legal System**

Under the principle of “one country, two systems,” Hong Kong’s legal system, which is different from that of 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 the origin of their food and production background both at retail and restaurant levels. They 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 food and agricultural import regulations autonomous to those in mainland China. 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.

### **Labeling**

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 English or Chinese, 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 Hong Kong government 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 Hong Kong government does not have any regulations regarding the labeling of genetically engineered (GE) food products. The government makes no distinction between conventional and GE foods in regulating food safety.

The Hong Kong government'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, please refer to GAIN Report: [Agricultural Biotechnology Annual](#).

Hong Kong does not have specific regulations for labeling 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 must apply for a permit for each and every consignment. The current duties are as follows:

Cigarettes per 1000 sticks:	\$245
Cigars per kg:	\$316
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 [FAIRS Country Report](#).

### 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.

#### Food Retail Sector

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 USD)**

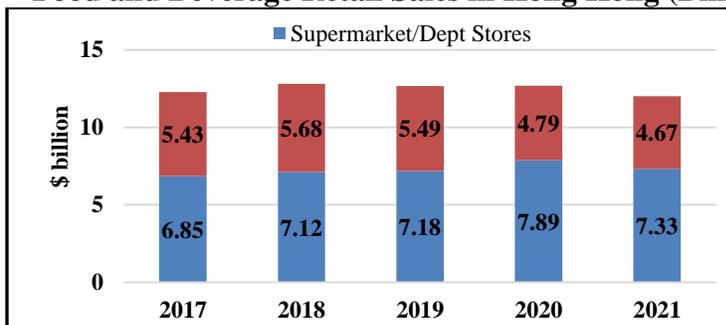
	2017	2018	2019	2020	2021	Share (2021)	Growth (2020 vs 2021)
Supermarket/Dept. Stores	6.85	7.12	7.18	7.89	7.33	61%	-7%
Other outlets	5.43	5.68	5.49	4.79	4.67	39%	-3%
Total	12.28	12.8	12.67	12.68	12	100%	-5%

(Source: Hong Kong Census & Statistics Department, USD1=HKD7.8)

“Supermarket/Department Stores” include sales of supermarkets, convenience stores, and food and beverage sections at department stores. “Other outlets” refers to the traditional markets, also called wet markets, mom-and-pop stores, bakeries, fresh fruits stalls, etc. Although the number of supermarket outlets is expected to remain stable, the market share for supermarket sales is expected to continue to increase in the

future at the expense of traditional street markets which have lost in-person sales, especially from the more hygiene-conscious customers under the COVID-19 pandemic. In addition, as a result of the pandemic, canned, chilled and frozen food products typically available in supermarkets fared well among local consumers. The supermarkets' share in terms of total retail sales rose from 44 percent of total sales in 1995 to 61 percent in 2021.

**Chart 1 – Food and Beverage Retail Sales in Hong Kong (Billion USD)**



(Source: Hong Kong Census & Statistics Department, USD1=HKD7.8)

Online shopping continues to grow, especially under COVID-19. In 2021, food and drink e-commerce reached \$447 million, an increase of 14 percent compared to 2020, and it is estimated to reach \$733 million by 2026.<sup>8</sup> Prepackaged and shelf stable products sold well online. In addition, sales of fresh and frozen food grew as online shops improved their cold chain and storages for more perishable items.

For more information on the Hong Kong Food Retail Sector, please refer to [GAIN Report HK2022-0047](#).

## **Hotel, Restaurant, and Institutional (HRI) Sector**

### **Hotels**

There are over 300 hotels providing more than 89,000 rooms for visitors to Hong Kong.<sup>9</sup> While tourism dropped significantly over the last three years, hotels in Hong Kong have been reportedly able to stay at about 60 percent capacity with some offering quarantine-packages for incoming travelers or staycations to local customers unable to travel abroad.

### **Restaurants**

Hong Kong boasts over 14,000 restaurants<sup>10</sup> which range from local “dives” to high-end fine dining outlets. The Michelin Guide 2022 stars 86 restaurants in Hong Kong and Macau, including seven three-starred establishments in Hong Kong, outnumbering the five three-starred restaurants in both New York City and London.<sup>11</sup> In 2021, Hong Kong restaurant food and beverage purchases, valued at \$3.9 billion, generated estimated sales of \$11.9 billion, an increase of 17 percent for both over 2020. The recovery was due to improved local COVID-19 conditions in 2021 which encouraged more Hong Kong residents to dine at restaurants.

<sup>8</sup> “Food and Drink E-Commerce in Hong Kong, China”, Euromonitor International

<sup>9</sup> Hong Kong Tourism Board

<sup>10</sup> “Number of food services establishments”, Hong Kong Census and Statistics Department

<sup>11</sup> Michelin Guide 2022

**Table 3 – Hong Kong Restaurants Purchases and Receipts (Billion USD)**

	2019	2020	2021	Growth (2020 vs 2021)
Restaurant Receipts	14.4	10.2	11.9	17 percent
Restaurant Purchases	4.6	3.3	3.9	17 percent

(Source: Hong Kong Census & Statistics Department, USD1=HKD7.8)

### **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 HK2022-0057](#).

### **Food Processing Sector**

The food processing industry in Hong Kong is small compared to the food retail and HRI sectors. According to the latest figure (2021), domestic exports of processed food and beverages were \$814 million.<sup>12</sup> Major locally produced products 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), dairy products (fresh milk, yoghurt and ice-cream), edible oils 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. Processed food and beverages products not made in Hong Kong remain subject to rates according to China’s tariff schedule.

Processed food and beverages items must comply with Hong Kong rules of origin to be imported into 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 edible tree nuts are 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 before trading can begin.

### **Outlook for 2022/2023**

Since January 2020, COVID-19 has hit Hong Kong in multiple waves, adversely affecting the city’s economy. Ongoing restrictions on international travel, gatherings and dining, severely disrupted regular business operations in the food service sector theme parks, cruise terminals, and schools. As a result, Hong Kong’s real GDP contracted 6.5 percent in 2020. Despite a rebound of 6.3 percent in 2021, the fifth and deadliest wave of the pandemic in January 2022 led the government to reintroduce restrictions on gatherings

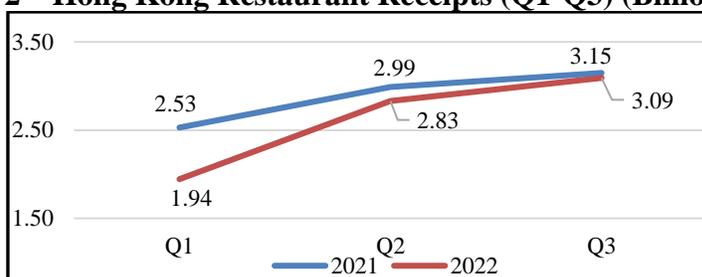
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<sup>12</sup> “Processed Food and Beverages Industry in Hong Kong”, Hong Kong Trade Development Council

and dining, hence hampering the beleaguered economy. For the first three quarters of 2022, Hong Kong’s real GDP contracted 3.3 percent to \$260 billion.<sup>13</sup> For the same period, restaurant receipts dropped 9.2 percent to \$7.9 billion compared to the same period in 2021.<sup>14</sup> For the first ten months of 2022, Hong Kong global imports of consumer-oriented agricultural products dropped 13.3 percent to \$17.4 billion compared to the same period in 2021.<sup>15</sup>

As the pandemic situation began to stabilize in late April, the Hong Kong government started to gradually relax some of the COVID-19 restrictions. The Hong Kong government has also implemented multiple measures to support businesses and individuals as the pandemic continues to severely damage the global economy. As of December 19, 2022, the total relief provided by the Hong Kong Government has reached \$44.7 billion,<sup>16</sup> including \$8.5 billion consumption vouchers to boost spending. As an indicator of recovery, Hong Kong restaurant receipts improved in the second and third quarter.

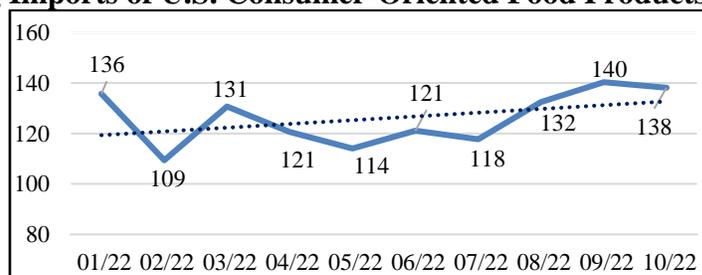
**Chart 2 – Hong Kong Restaurant Receipts (Q1-Q3) (Billion USD)**



(Source: Hong Kong Census & Statistics Department, USD1=HKD7.8)

Hong Kong imports of U.S. consumer-oriented agricultural products also showed a growing trend.

**Chart 3 – Hong Kong Imports of U.S. Consumer-Oriented Food Products in 2022 (Million USD)**



(Source: Hong Kong Census & Statistics Department, USD1=HKD7.8)

In fourth quarter of 2022, the organization of in-person international events including Global Financial Leaders' Investment Summit, Hong Kong FinTech Week and Hong Kong Ruby Sevens, and the official commissioning of the third runway of the Hong Kong Airport signaled Hong Kong’s intent to re-open. With the relaxation of entry requirements on inbound travelers introduced since late September 2022, more international tourists and business visitors are actively considering returning to Hong Kong in 2023. As an example, the international food trade show “Asia Fruit Logistica” which was relocated to other cities during the pandemic, will return to Hong Kong in 2023.

<sup>13</sup> Hong Kong Census and Statistics Department

<sup>14</sup> Hong Kong Census and Statistics Department

<sup>15</sup> Trade Data Monitor

<sup>16</sup> Anti-epidemic Fund, Hong Kong SAR Government

At the end of 2022, as Hong Kong further relaxed travel and social distancing restrictions, mainland China also began to ease pandemic-related measures. This has spurred expectations that cross border travel with mainland could restart in early 2023. Hong Kong’s economy is expected to gradually pick up in 2023 as the pandemic situation further improves and borders reopen. However, local economists observe that a positive impact on the health of Hong Kong’s economy is unlikely to materialize until the second quarter of 2023.

### 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 to U.S. exporters.
- 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.
- Invite restaurant owners/chefs to seminars and/or to the United States – ATO Hong Kong/cooperators organize seminars and trade missions to the United States 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 grew 8 percent to \$24 billion in 2021.

**Table 4 – Hong Kong Imports of Consumer-Oriented Ag. Products (2017-2021)**

Partner	Calendar Year (Value: Million USD)					Share 2021	Growth 2017 v 2021	Growth 2020 v 2021
	2017	2018	2019	2020	2021			
China	5,101	5,179	4,986	5,054	5,772	24%	13%	14%
United States	4,359	4,303	3,383	2,162	1,914	8%	-56%	-11%
Chile	698	1,205	1,436	1,287	1,898	8%	172%	48%
Japan	1,205	1,383	1,350	1,462	1,687	7%	40%	15%
Brazil	2,234	2,475	1,998	1,977	1,633	7%	-27%	-17%
Thailand	1,012	1,117	1,223	1,534	1,572	6%	55%	2%
France	1,438	1,540	1,179	991	1,202	5%	-16%	21%
Australia	1,326	1,228	1,146	1,013	1,191	5%	-10%	18%
New Zealand	481	541	672	541	617	3%	28%	14%
Netherlands	1,082	999	854	620	562	2%	-48%	-9%
Total of Top 10 Partners	18,937	19,970	18,226	16,640	18,049	75%	-5%	8%
Total of Rest of the World	6,859	6,917	6,528	5,843	6,164	25%	-10%	5%
World	25,796	26,887	24,754	22,483	24,213	100%	-6%	8%

(Source: Calculations based on Trade Data Monitor data)

**Table 5 – Top Ten Hong Kong Imports of Consumer-Oriented Ag. Products and Competition (2021)**

<b>Product Category</b>			<b>Major Supply Sources<sup>17</sup></b>
<b>Fresh Fruit</b>			1. Chile – 42%
Gross Imports	\$4.49 billion	1,841,097 MT	2. Thailand – 20%
Retained Imports	\$16 billion	669,589 MT	5. United States – 5%
<b>Seafood</b>			1. China – 35%
Gross Imports	\$3.59 billion	369,052 MT	2. Japan – 14%
Retained Imports	\$3.15 billion	319,679 MT	7. United States – 3%
<b>Beef and Beef Products</b>			1. Brazil – 39%
Gross Imports	\$2.67 billion	719,694 MT	2. United States – 20%
Retained Imports	\$2.47 billion	688,306 MT	3. Australia – 6%
<b>Wine and Related Products</b>			1. France – 57%
Gross Imports	\$1.47 billion	56 million liters	2. Australia – 17%
Retained Imports	\$1.23 billion	44 million liters	5. United States – 3%
<b>Pork and Pork Products</b>			1. Brazil – 26%
Gross Imports	\$1.43 billion	516,774 MT	2. China – 18%
Retained Imports	\$1.33 billion	477,276 MT	8. United States – 3%
<b>Soup and Other Prepared Food</b>			1. United States – 22%
Gross Imports	\$1.37 billion	146,454 MT	2. China – 17%
Retained Imports	\$450 million	113,985 MT	3. Japan – 13%
<b>Dairy Products</b>			1. New Zealand – 27%
Gross Imports	\$1.29 billion	261,311 MT	2. Netherlands – 22%
Retained Imports	\$692 million	208,498 MT	9. United States – 3%
<b>Poultry Meat and Products</b>			1. China – 62%
Gross Imports	\$1.01 billion	387,206 MT	2. Brazil – 17%
Retained Imports	\$936 million	333,328 MT	4. United States – 3%
<b>Non-Alcoholic Beverages</b>			1. China – 77%
Gross Imports	\$952 million	348 million liters	2. Japan – 5%
Retained Imports	\$833 million	234 million liters	7. United States – 1%
<b>Bakery Products</b>			1. China – 37%
Gross Imports	\$902 million	307,772 MT	2. Japan – 23%
Retained Imports	\$358 million	228,839 MT	10. United States – 2%

(Source: Calculations based on Trade Data Monitor data)

## **SECTION VI. KEY CONTACTS AND FURTHER INFORMATION**

### **Post Contact**

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

Tel: (852)-2841-2350 / Fax: (852)-2845-0943 / Email: [Atohongkong@usda.gov](mailto:Atohongkong@usda.gov)

Website: <http://www.usconsulate.org.hk> / <http://www.atohongkong.com.hk>

**Other Hong Kong Government Contacts:** Please refer to [GAIN Report HK2022-0044](#)

### **Attachments:**

No Attachments

<sup>17</sup> Ranking and market share by gross import value in 2021