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Report Highlights:

Singapore's retail foods sector is very competitive, yet diverse and dynamic. The city-state is dependent on international trade and imports over 90 percent of its food needs. The affluent Singaporeans are more willing to spend on food and some wouldn't mind paying for premium foods. In 2017, Singapore imported \$13 billion worth of agriculture, fish and forestry products. The United States was the fourth largest supplier with a market share of 8 percent valued at US\$1 billion. Best U.S. prospects include fish and seafood, dairy products including cheese, meat products, fresh fruits, snack foods, dried fruits and tree nuts, and pet foods.

Post:

Singapore

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SECTION I: MARKET SUMMARY

Singapore, a tiny island, with a population of 5.7 million, is wealthy and urban. Singapore took center-stage and hosted the historic U.S. President Trump and North Korean leader Kim Jong Un Singapore Summit on June 12 where both leaders met for the first time and signed a joint statement to a “firm and unwavering commitment to complete denuclearization of the Korean Peninsular.”

The city-state is a highly developed market economy and is strategically located in the middle of key trade flows from Asia, Australia, Europe, the Middle East and the United States. One of the world’s most open economies and dependent on international trade, is a global commerce, finance and transport hub. It is the most technology-ready, top international meetings city, with the best investment potential, second most competitive country, third largest foreign exchange market, third largest financial center, third largest oil refining and trade center and the second busiest container port. The main pillars of the economy are electronics manufacturing, pharmaceutical manufacturing, oil refining and petrochemicals, banking, insurance and financial services, tourism and trade. Singapore’s total GDP of US\$297 billion is the ninth largest economy in the Asia Pacific region.

Singapore's role in regional trade is demonstrated by the fact that re-exports comprise 60 -75 percent of total exports. Her strategic location also contributes to Singapore’s position as a regional food showcase and headquarters for international food and agricultural related companies.

Singapore is almost entirely dependent upon imports for all of its food requirements with virtually no local agricultural production. There are no import tariffs or excise taxes for all food and beverages, except for alcoholic beverages and tobacco products and a Goods and Services Tax (GST) of 7 percent levied for all goods and services at the point of distribution. In 2017, Singapore imported \$13 billion worth of agriculture, fish and forestry products. The United States was the third largest supplier with a market share of 8 percent valued at US\$1 billion in total. Malaysia, Indonesia and China are the top three supplying countries in descending order.

Consumer oriented foods imports in 2017 was \$6.52 billion in 2017. A total value of US\$1.06 billion of fish and seafood products were also imported. Major consumer-oriented food imports include dairy products, alcoholic and non-alcoholic beverages, meat, fresh fruit and vegetables, snack foods and processed fruit and vegetable. The U.S. is a major supplier of fresh produce and processed fruits, meats, poultry meat and products (excluding eggs), dairy products, and prepared foods.

Major competing countries were Australia, New Zealand, EU, Brazil, China and neighboring countries such as Malaysia, Indonesia and Thailand, who export similar consumer oriented products, including temperate fruits and vegetables, fruit juices, nuts, wines, processed packaged and canned food products, confectionery and candies, frozen poultry and frozen meats. As the market for consumer-oriented products is open and easily accessible, there is quick entry for new comers. However, competition in some of the consumer product categories can be intense.

Major Food Retailers. The Singapore’s retail sector is highly developed and competitive, total sales in 2017 were US\$6.2 billion, annual growth of 1%. The four major categories of retailers are: (1) large retailers including supermarkets and hypermarkets; (2) convenience retailers; (3) traditional stores and

(4) specialty stores. The sector is dominated by three key players: the *NTUC FairPrice Cooperative*, *Dairy Farm International Holdings* and *Sheng Siong Supermarket*.

1.  *NTUC FairPrice Cooperative* is the leading grocery retailer with a market share of 34 percent. NTUC has a network comprising 112 *FairPrice* supermarkets, 16 *Finest* stores and 8 *FairPrice Xtra* (Hypermarkets). In addition, the group has 160 *Cheers* convenience stores and 23 *FairPrice Xpress* convenience stores, some of which are located in *Esso-Mobil Stations*. While the primary targets are low to middle income consumers, NTUC reaches out to the middle income consumers through its *Fair Price “Finest”* chains. *Warehouse Club*, a first membership-only retail warehouse was launched in 2015 by NTUC offering bulk groceries and consumables. Annual membership fee is priced at US\$ 35.
- Competitive pricing is one of the main determining factor whether a new product should be procured for the *NTUC FairPrice* stores. The *NTUC FairPrice* chain is the most extensive, in terms of consumer reach, geographically, and across all income segments. *FairPrice* stores are located in almost every large residential population concentration. Importers who require their products to be distributed island-wide and with the focus on the mass market prefer to work with *NTUC FairPrice*.
- *NTUC FairPrice* is able to maintain its leading position through offering a wider and broader range and assortment and expanded its range of fresh food such as dairy, fish and meat and daily staples such as infant formula and other packaged food.
- *NTUC FairPrice* supermarket chain procures its food products from consolidators, distributors and local importers. Since 1985, the company has also embarked on extensive house branding of basic essentials like confectionery, rice, bread, sauces, cooking oil, toilet paper, tissue paper, sugar, detergents, canned fruits and vegetables, etc. The items are, on average, priced 10 to 15 per cent lower than comparable products. In July 2008, “Pasar Organic” was added to the range, offering organic produce at affordable prices.
- Store-in-store concept. *NTUC FairPrice* is the first to implement the store-in-store concept, with partnership with Tesco in 2017, a United Kingdom retailer to carry Tesco’s products in dedicated shelve space at select stores.



NTUC Xtra hypermarket store is located in “heartland”/suburban area where residents live, (left) which stocks electronics and household appliances and “store-in-store” Tesco (UK) located within the store.

(Source: FAS Singapore)

2. *Dairy Farm International Holdings* (DFI). The largest supermarket chain in terms of number of supermarket retail stores is the *Dairy Farm International Holdings* with 126 supermarket stores, comprising of 52 *Cold Storage*  supermarket retail stores, 9 premier *Market Place* stores, 5 *Specialty* stores and 27 *Giant Express*, 25 *Giant Supermarkets* and 8 *Hypermarkets*. DFI targets each consumer segment from high income consumers to discount stores with different store formats. They have the *Cold Storage* Supermarket stores which cater to the middle to upper income group; The *Market Places* and *Jason's The Gourmet Grocer Specialty* stores which focus on high and upper middle income consumers. And the *Giant* brand targets the lower income segment and or the budget conscious customers. DFI operates 7-11 convenience stores brand located island-wide as well as the 152 *Guardian Pharmacy* outlets.
 - A large percentage of products on their shelves are western-type products from the EU, Australia, New Zealand and the United States found in their marketplaces in upper middle-income residential areas. Customers close to outlets are principally expatriates and upper middle-income residents.
 - DFI procures its food products from consolidators, distributors and local importers as well as sources directly from supplier countries to eliminate the middlemen in order to pass along savings to customers. The company has also embarked on extensive house branding of basic essentials like confectionery, rice, bread, sauces, cooking oil, toilet paper, tissue paper, sugar, detergents, canned fruits and vegetables, etc. The items are, on average, priced 10 to 15 per cent lower than comparable products.
3.  *Sheng Siong Supermarket*, a local chain owned by two brothers targets the lower income consumers with 45 stores located in residential heartlands (Government subsidized apartments or commonly known as HDB – Housing Development Board). Their stores are designed to provide a “wet and dry” shopping experience to local customers (wet refers to the traditional wet markets where residents live). It is not uncommon to find products meant for ancestral and religious worship such as joss paper, joss sticks, incense, oils, etc. in the shelves of

most *Sheng Siong* supermarkets. During the decade, *Sheng Siong* has also embarked on house branding of basic essentials with lower prices compared to National brands. They procure mainly from neighboring countries such as China, Malaysia, Indonesia, Thailand and Vietnam. And they buy in bulk and repackage in retail packs for sale in their stores.

Key Trends

- According to *Euromonitor*, Singapore's store-based grocery retailers continues to thrive as consumers spend more in supermarkets. Driven mainly by the rising groceries cost, increased affluence evident especially in Singapore's middle-class and increased interest in home cooking. They are buying more premium product grocery products more often.
- Food and drink internet retailing in Singapore in 2017, was valued at 95 billion according to *Euromonitor's* food and drink internet retailing report on Singapore. NTUC FairPrice is the leading online grocer. *Redmart*, is the best established online supermarket, reporting strong sales growth. Consistent and reliable customer service and retail discounts and rewards attract return customers. *Redmart*, a new competitor since 2011 but acquired by regional e-commerce giant, and Alibaba-backed in November 2016. Amazon's entry, Prime Now, is another strong competitor in the internet retailer although they are limited in terms of product compared to *Redmart*. *Honestbee*, operating since 2015 has changed the game of online grocery retailing, it manages its grocery inventory, and employs freelancers to fill grocery requests which are delivered to customers. The latest entrant in the third quarter of 2017 set to elevate competitiveness in internet retailing is *Amazon's* grocery delivery service, *Amazon Fresh*.
- Hypermarkets witnessed a steady growth in 2017. These hypermarkets offer much wider selection of household items including consumer electronics and appliances and larger family-sized packaging. It is common to see Singaporean families at such one-stop hypermarkets on weekends.
- Halal Groceries. New hypermarket *Big Box* and chain supermarkets such as *FairPrice*, *Giant*, *Cold Storage* and *Sheng Siong* have halal-certified sections in select stores that cater to Muslim consumers. But only some of the groceries in the stores are halal certified, especially those imported by Malaysia.
- Health and Wellness. The Singapore Government is intensifying efforts to promote healthy eating and living. As such, Singapore consumers are well informed and discerning about food ingredients, opting to buy products with reduced fat and sugar. More and more consumers scrutinize product labels, paying close attention to ingredients and nutritional value and country of origin and certification labels.
- Price Points. The affluent Singapore consumers are price sensitive, yet are impulse shoppers when it comes to grocery shopping. Loyalty programs with exclusive products and rewards such as rebates, for e.g. the *NTUC FairPrice's* "Plus" loyalty program, appeal to Singapore consumers, and are attracted to price discounts and sales promotions.
- The number of specialty retail stores offering premium and/or organic and natural food products are also increasing.
- There is a saturation of convenience stores, leading chain stores are 7-eleven and Cheers. Convenience stores in Singapore offer other services such as cash withdrawals, and e-commerce payments to stay competitive. Retailers reported a decline in convenience and

revenue-generating staples such as tobacco and media products. As most convenience stores are located near each other, competition is keen and intense. In addition, they also face stiff competition from supermarkets that offer products at lower and affordable prices as well as a wider range and variety.

- The food/drink/tobacco specialist category remains fragmented. Within “others,” most represented by bakery specialists. Many independent bakery specialists are located in neighborhood areas, catering to local residents and are gaining popularity among consumers as they are able to purchase bread and cakes at lower prices. On the other hand, consumers are also shifting towards more lifestyle products which include artisanal bakery products. This is mainly due to growing affluence among consumers who prefer premium bake products.

Traditional vs. Modern

- Convenience is the key in the Singapore industry especially for those time-strapped working consumers. The preference is towards modern grocery retailers, such as supermarkets and hypermarkets in particular. Such stores offer one-stop shopping for consumers; a clean, comfortable, and air-conditioned environment extended opening hours, 24/7 operating hours, serving consumers who need to shop outside normal shopping hours.
- Most modern grocery retailers have self-service checkouts, making shopping quick and convenient without having to queue at cashiers. “Tap & Pay” payment option offers a quick check-out.
- Modern grocery retailers offer loyalty programs and weekly promotions.



Local bakery shop in a suburban area where residents live (left) and a local shop selling small household items and snacks (right).

(Source: FAS Singapore)

Point to note:

- 1) Advertising costs for weekly advertisements/promotions/specials are bore by agents and

distributors.

- 2) For a new product, an initial slotting fee is charged by supermarkets in order to have its product placed on their shelves. The fees vary greatly depending on the product, manufacturer and market conditions. *Note:* a new product undergoes a review panel, if it fails to pass the panelists, the new product will not be placed on the shelves.
- 3) Agents/distributors pay for shelf space for their products in any store format.
 - Traditional grocery retailers such as wet markets and independent small grocers are losing their market share due to strong competition from modern grocery retailing. Consumers prefer to shop at modern grocers as they accept different payment methods and are highly accessible, offer a wider product range and comfortable and pleasant shopping experience.
 - However, there is still a small group of “die-hard or loyal homemakers and elderly who perceive food products from wet markets as fresher than products from supermarkets. Some believe that bargaining for lower prices in wet markets could land them with better deals than the latter. Popular wet markets are located in Chinatown, Tekka and Tiong Bahru.



Cold Storage Supermarket USA Promotion at a shopping mall (left) and wet market located at suburban residential area (right)
 (Source: FAS Singapore)

Advantages and Challenges for U.S. Exporters in Singapore’s Retail Market

Advantages (Sector Strengths and Market Opportunities)	Challenges (Sector Weaknesses and Competitive Threats)
<ul style="list-style-type: none"> • Singapore relies on imports for most of its food and drink supplies. 	<ul style="list-style-type: none"> • Singapore’s retail food market is mature and with intense competition, i.e. growth has slowed compared to a decade ago.
<ul style="list-style-type: none"> • Singapore is one of the wealthiest markets in S.E. Asia, and is a key location for expatriate families to reside in East Asia. It has a small lower income group. 	<ul style="list-style-type: none"> • Singapore’s now evident multi-track market is creating challenges for products that are commodities, poorly differentiated or not well supported by marketing activities in retail channels.
<ul style="list-style-type: none"> • Singaporeans are well-traveled and have a modern diet that includes a wide range of 	<ul style="list-style-type: none"> • Singaporeans are price sensitive when it comes to buying food items, e.g., meat and

foreign concept foods.	poultry, fresh fruits and vegetables, breakfast cereals (millennials) and soft drinks. This is underpinned by imported food price inflation over the past 5 years, and it provided opportunities for ASEAN-made and Chinese suppliers to increase their market shares at the expense of exporters such as the United States and Australia.
<ul style="list-style-type: none"> • Singaporeans are open to products from developed countries that are high quality and value-for-money. There are large numbers of single adults indulgent in their spending patterns. This benefits premium imported meats, some dairy products, exotic fruits, confectionery, wines and spirits, gift items and pet foods. 	<ul style="list-style-type: none"> • The Singapore market is well segmented with competition of U.S. suppliers from the factories of Asian/ASEAN based multinationals, China and the “traditional” supply bases in Australia, the EU and New Zealand.
<ul style="list-style-type: none"> • Singaporeans generally perceive “Made in USA” and its brand-owners as quality suppliers of food and drink products. 	<ul style="list-style-type: none"> • U.S. exporter weakness in the inability to service Singapore importers, retailers and end consumers in a way that closely meets specific requirements and expectations such as on order sizes, packaging and formats, taste, pricing that “fits” the market and need for promotional support. This is viewed negatively by Singapore importers.
<ul style="list-style-type: none"> • U.S. brand-owners and some USDA cooperators have good shares in some of Singapore’s mainstream market segments (breakfast cereals and some fresh fruits) and smaller niches such as organic products). 	<ul style="list-style-type: none"> • Some U.S. products are not understood by Singaporeans and are never explained to them, e.g., ready-to-consume prepared TV dinners. Such products do not “fit” local food culture that prefers fresh foods.

SECTION II. ROAD MAP FOR MARKET ENTRY

1. Entry strategy

An understanding of the Singapore retail market, for e.g. consumer preferences and what sells and works well. Interested U.S. exporters are advised to conduct market research on their own specific opportunities to confirm how their products fit in the Singapore market, and develop a sound and appropriate business export plan and or market strategy. Market research as the following:

- Product fit. E.g. as a mass market item, high-end niche item, novelty/exotic item, seasonal festive/gift item, etc.;
- Price competitiveness versus available and comparable brands already in the market;

- Packaging size and quality that meets customers’ expectations;
- Determine how the product fits into the local food culture;
- What kind of market communications are necessary to create brand support and consumer education;
- Ability to meet retailer purchase requirements and specifications.

Study what successful U.S. exporters have done in practice in the Singapore market.

- Identify and appoint a knowledgeable and experienced importer/distributor as a strategic partner.
- Understand the Singapore’s regulatory body, i.e., Agri-Food and Veterinary Authority of Singapore’s governing food regulations, documentation and certification requirements, particularly in exporting fresh produce, fresh and processed meat, poultry and fish and seafood.

U.S. exporters seeking a sustained market presence should place their products in the major supermarket chain stores such as the *Cold Storage*, *Market Places*, and *FairPrice Finest* supermarkets.

Map of Singapore indicating Suburban or “Heartlands” where residents reside



2. Distribution Channels

Distribution of Consumer-Ready Food and Drinks in Singapore



Food products in Singapore are generally distributed through local importers/distributors who supply them to retailers. Large retailers also procure directly for cost efficiencies, and they have their own warehousing facilities to store and to repack goods. Distribution to wet markets, hawkers, and small neighborhood stores is usually managed by a number of intermediary wholesalers; however, market penetration of U.S. products in these alternative channels is limited.

Singapore's distribution channels for consumer-ready foods are dominated by supermarkets and hypermarkets, and the two leading convenience store chains, i.e. *7-Eleven* and *Cheers* which are also owned and operated by the two leading supermarket operators, *NTUC FairPrice Cooperative* and *Dairy Farm International Holdings*.

A. Super Stores, Supermarkets, Hypermarkets Or Super Centers, Club And Warehouse Outlets

The table below provides information on the major retailers:

Retailer	Outlet Types	Annual % Sales (2017)	No. of Outlets	Location	Procurement method
FairPrice (cooperative)	Super, hyper, convenience, and online retailing.	34%	285 outlets	Island-wide	Directly, consolidators and agents/distributors.
Dairy Farm International	Super, hyper, convenience, and online retailing	16%	848 outlets	Island-wide	Directly, consolidators and agents/distributors.
Sheng Siong	Supermarkets and online retailing	9%	45 outlets	Island-wide	Directly, consolidators and agents/distributors.

Other major retailers with fewer supermarkets include:

- *Prime Supermarkets* with 20 stores, mainly located in heartlands (neighborhood areas) and operate on a 24-hour basis, targets budget-conscious consumers.
- Two Japanese retail stores: (1) *Meidi-Ya Singapore*, an overseas branch of *Meidi-Ya Co Ltd*, one of Japan’s premium supermarket operators; and (2) *Isetan Supermarket*, another Japanese chain;

Mustafa supermarket, in Little India, carries a variety of products, importing from India as well as other countries, including the United States, for low-cost products.

B. Convenience Stores and Other Small Format Stores

Retailer & Market Type	Ownership	% Sales 2017	No. of Outlets	Locations	Purchasing Agent Type
7-Eleven (convenience)	HK (DFI)	5.8	546	Island wide	Importer/Agent/Distributor
Cheers (convenience)	Local (NTUC FairPrice)	0.9	129	Island wide	Importer/Agent/Distributor Importer
Choices (gas mart)	Local (Singapore Petroleum)	0.2	41	Island wide	Importer/Agent/Distributor
Star Mart (gas mart)	Local (Caltex)	0.2	21	Island wide	Importer/Agent/Distributor
FairPrice Xpress (gas mart)	Local (NTUC FairPrice)	0.2	23	Island wide	Importer/Agent/Distributor
i-Econ (local retail franchise concept)	Local (Hanwell Holdings)	0.4	29	Island wide (mostly in heartlands)	Strategic Partner Importer/Wholesaler/Agent

C. Traditional Markets – “Mom And Pop” Small Independent Grocery Stores And Wet Markets

With the exception of fresh fruits destined for the wet markets, U.S. sales to this sub-sector are limited. These stores carry mainly local or imported foods from neighboring countries such as Malaysia, Thailand, Indonesia, Vietnam and China. The other exception is small independent boutique shops, which specialize in wines, “natural” or and organic, artisanal breads as well as gourmet foods.

SECTION III. COMPETITION

U.S. exports of agricultural products to Singapore totaled \$820 million in 2017.

Product Category	Major Supply Sources	Strengths of Key Supply Countries	Advantages/Disadvantages of Local Suppliers
Dairy Products Net Imports: \$867,517,808	<ol style="list-style-type: none"> 1. New Zealand - 30% 2. Australia: 18% 3. France: 8% 4. Thailand: 7% 5. U.S.A.: 7% 	<p>NZ: freight advantage and exportable supplies; traditional supplier</p> <p>Australia: freight advantage, leads in liquid milk; and processed cheese. Most retailers' in-house brands are imported from Australia.</p>	<p>Local dairy companies are strong competitors and have brand/name familiarity with the domestic consumers.</p> <p>Local brands include <i>Magnolia</i>, <i>Farmhouse</i>, <i>Daisy</i> (F&N), <i>Meiji</i> (Meiji Co. Ltd.) and <i>HL</i> and <i>Marigold</i> brands (Malaysian Dairy Industries)</p>
Breakfast cereal Net Imports: \$38,889,698	<ol style="list-style-type: none"> 1. Malaysia: 27% 2. U.S.A.: 23% 3. Thailand: 9% 4. U.K.: 7% 	<p>International brands dominate: Kellogg's (U.S.) and Post (U.S.); imported directly from U.S. or from regional facilities.</p>	<p>Singapore does not produce breakfast cereals.</p>
Beef and Beef Products Net Imports: \$251,583,174	<ol style="list-style-type: none"> 1. Australia: 32% 2. Brazil: 31% 3. U.S.A.: 10% 4. New Zealand: 7% 	<p>Australia has freight advantage and enjoys status as traditional supplier; NZ also price competitive. Brazil competes in the frozen beef segment. U.S. beef caters to premium market.</p>	<p>Singapore does not produce beef.</p>
Pork and Pork Products Net Imports: \$327,302,510	<ol style="list-style-type: none"> 1. Brazil: 30% 2. Australia: 19% 3. Netherlands: 14% 4. Spain: 9% 6. U.S.A.: 5% 	<p>Brazil dominates the frozen segment while Australian pork dominates the fresh/chilled market due to its close proximity and the well-developed air-flown supply chain. U.S. processed pork is popular.</p>	<p>Live pigs from Indonesia are imported and slaughtered at local abattoir; most of the meat is sold wet/traditional markets and supermarkets.</p>
Poultry Meat and Products Net Imports: \$333,931,117	<ol style="list-style-type: none"> 1. Brazil: 53% 2. Thailand: 22% 3. U.S.A.: 10% 4. Malaysia: 5% 	<p>Brazil is the most price competitive. Notable Brazilian brands include Borella, Sadia and Seara. U.S. has been losing market share.</p>	<p>Malaysian live chickens are imported and slaughtered.</p>

Snacks Net Imports: \$165,587,816	<ol style="list-style-type: none"> 1. Malaysia: 27% 2. U.S.A.: 8% 3. U.K.: 7% 4. Indonesia: 7% 	Made in Malaysia, Indonesia, Thailand & China International Brands such as Mars, Nestle, Kraft Mondelez dominate the market. Stiff competition for expensive shelf space. U.S. top category is chocolate.	A strong local snack manufacturing sector exists, but there is room for more. Popcorn snacks are gaining popularity.
Eggs and products Net Imports: \$112,106,891	<ol style="list-style-type: none"> 1. Malaysia: 85% 2. China: 6% 3. Thailand: 3% 4. Vietnam: 3% <p>U.S.: 0.5</p>	Malaysia has close proximity and lower transportation costs. AVA's strict import requirements, limit U.S. opportunities.	Three local farms produce eggs, and are seeking various ways to differentiate their eggs.
Fish and seafood Net Imports: \$1,059,439,418	<ol style="list-style-type: none"> 1. China: 14% 2. Malaysia: 13% 3. Vietnam: 10% 4. Indonesia: 10% <p>14. USA: 2%</p>	Price competitive. ASEAN countries and China dominate. Fresh/chilled/ prawns, live crabs, frozen cuttlefish, and squids are key products.	90% of fish and seafood is imported. The remainder is supplied by the 100 sea-based aquaculture operations. Production is increasing.
Fresh fruits group Net Imports: \$503,598,987	<ol style="list-style-type: none"> 1. U.S.: 14% 2. Malaysia: 13% 3. Australia: 11% 4. China: 11% 	Top U.S. fresh fruits: grapes, oranges, strawberries and apples. U.S. dominates sales of these fruits when they are in season. Very competitive market with supplies from different sources.	Singapore does not grow any fruits.
Fresh vegetables Net Imports: \$447,591,742	<ol style="list-style-type: none"> 1. Malaysia: 37% 2. China: 25% 3. Australia: 10% 4. Thailand: 5% <p>9. U.S.: 3%</p>	Top suppliers have freight advantage in shipping these perishables. U.S. products re air-flown and caters to the premium market.	Singapore neither produces fresh vegetables nor produce products that compete with U.S. vegetables.
Dried fruits Net Imports: \$16,042,232	<ol style="list-style-type: none"> 1. U.S.: 48% 2. China: 19% 3. Turkey: 7% 	The U.S. is the main supplier of dried fruits.	Singapore is not a major producer of edible nuts

Edible Nuts Net Imports: \$134,321,418	<ol style="list-style-type: none"> 1. Indonesia: 40% 2. U.S.: 16% 3. India: 10% 4. Malaysia: 10% 	U.S. nuts are very popular. Some are repacked and sold under local brands.	Singapore is not a major producer of dried fruit.
Non-alcoholic beverages Net Imports: \$341,100,354	<ol style="list-style-type: none"> 1. Malaysia: 55% 2. U.S.A.: 7% 3. Thailand: 6% 4. Vietnam: 4% 	Regional fruit juices dominate food service products. U.S. leads the chilled retail-packed fruit juices. Notable U.S. brands include Welch's, Del Monte, Minute Maid Florida Citrus, and Ocean Spray.	A strong sector in fruit juices, such as Fraser & Neave, Malaysia Dairy Industries, and Pokka Singapore.
Wine and Beer Net Imports: \$746,105,750	<ol style="list-style-type: none"> 1. France: 58% 2. Australia: 8% 3. Malaysia: 4% 4. U.S.A.: 4% 	<p>France dominates the premium wine market. Australia dominates the retail market with its "mass market" wines to premium ones.</p> <p>The U.S. competes both on the "mass market" and premium products.</p> <p>For beer, Asia Pacific Breweries (APB) and import leader Carlsberg (Malaysia) dominate the domestic market.</p>	<p>Singapore does not produce wines.</p> <p>Asia Pacific Breweries (APB), Singapore's biggest beer manufacturer, dominates the beer market with well established brands such as Tiger, Heineken, Anchor, ABC, Baron, and Guinness stout. APB has a diverse repertoire of other imported beers.</p>
Pet food (dog and cat food) Net Imports: \$40,167,977	<ol style="list-style-type: none"> 1. Thailand: 32% 2. U.S.A.: 27% 3. Canada: 8% 4. Australia: 7% 	Mars Pet Food's Pedigree, Cesar and Royal Canin and Nestlé's Purina and Hill's Science Diet brands dominate.	Singapore does not produce retail pack pet foods.

(Source: Global Trade Atlas)

SECTION IV. BEST PRODUCT PROSPECTS

Singapore does not impose tariffs on imported goods. Singapore levies a 7% Goods and Services Tax (GST) on all goods.

Except for the following, all other goods enter the Singapore market duty free:

- a. alcoholic beverages (intoxicating liquors),
- b. tobacco products,
- c. motor vehicles and
- d. petroleum products.

Category A: Products Present in the Market with Good Sales Potential

Product Category	2017 Market Size (Volume) Metric Tons	2017 Imports (US\$)	5-Year Avg. Annual Import Growth Key	Key Constraints Over Market Development	Market Attractiveness for USA
Breakfast Cereals	9,831	\$38,889,698	4%	Availability of local brands at lower price points.	Consumer health consciousness and for quick breakfast drive demand.
Dairy Products	351,307	\$867,517,808	-1%	Availability of products from New Zealand, Australia and France.	As consumer gain product understanding, opportunities will exist for development for U.S. dairy products.
Fresh Fruits	422,871	\$503,598,987	3%	Strong competition from China, Malaysia, Australia and South Africa	Strong demand for U.S. products for premium fruits such as stone fruits, summer berries and avocados.
Edible Nuts	n/a	\$134,321,417	2%	Price sensitive market.	Very strong demand for U.S. nuts.

(Source: Global Trade Atlas)

Category B: Products Not Present in Significant Quantities But Have Good Sales Potential

Product Category	2017 Market Size (Volume) Metric Tons	2017 Imports (US\$)	5-Year Avg. Annual Import Growth Key	Key Constraints Over Market Development	Market Attractiveness for USA
Fish and Seafood	187,638	\$1,059,439,418	1%	Intense competition from lower cost regional suppliers such as China, Malaysia, Indonesia and Vietnam	High fish consumption with fish and meat accounting for approximately 40% of a typical diet.
Pork	122,357	\$327,302,510	1%	Strong competition from Australian air-flown fresh product, and frozen Brazilian product at the lower segment	Major protein food staple, good prospects in high-end outlets where consumers pay premium price for higher quality.
Fresh Vegetables	526,341	\$447,591,742	3%	Price sensitivity for some vegetables such as asparagus as well as lower priced alternatives from regional markets such as Malaysia, China, India and Australia.	Solid demand for U.S. produce, consumers will pay premium for fresh air-flown produce.
Snack Foods	39,910	\$165,587,816	1%	Competition from cheaper sources such as Malaysia and Italy.	Strong demand for quality U.S. products and U.S. product has strong brand recognition.
Wine	32,142,434 liters	\$583,596,292	5%	Diverse competitive market with a massive number of labels from Australia, France, Italy, Chile, South Africa, etc.	Broad and wide market, with many opportunities at the right price point.

(Source: Global Trade Atlas)

APPENDIX I. POST CONTACT AND FURTHER INFORMATION

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U.S. Department of Agriculture (USDA) - Foreign Agricultural Service (FAS) *
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-  FAS is USDA's export promotion arm for U.S. agricultural products overseas. FAS Singapore is one of its offices at the U.S. embassy that represents USDA overseas. For more information, please visit the FAS website: www.fas.usda.gov

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