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Report Highlights:

Hong Kong is the sixth-largest export market for U.S. consumer-oriented agricultural products, by value. Hong Kong is an attractive market for innovative U.S. food and beverage products as well as a gateway to the region. The COVID-19 pandemic has hampered food imports and food service sales in 2020. The Hong Kong government has launched multiple stimulus measures to help local residents and businesses cope with the COVID-19 adversity, and Hong Kong's economy is expected to pick up in 2021 when the coronavirus situation improves.

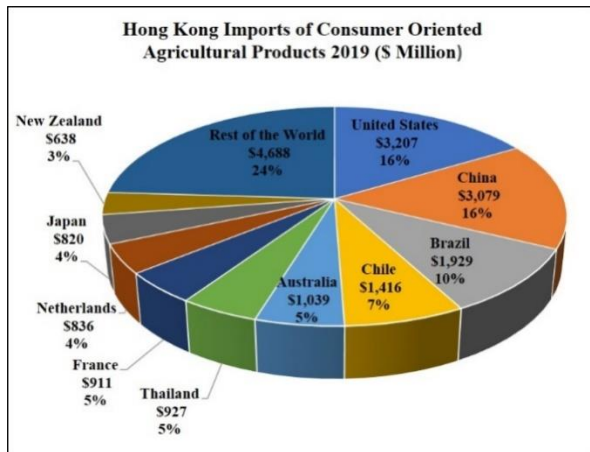
Market Fact Sheet: Hong Kong

Executive Summary

Hong Kong has a population of 7.5 million and its per capita GDP was close to \$49,000 in 2019, 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 2019, Hong Kong's total imports of agricultural and related products reached \$26.7 billion.

Imports of Consumer-Oriented Agricultural Products

Hong Kong imports of Consumer-Oriented Agricultural Products reached \$19.5 billion in 2019, or 73 percent of overall agricultural imports. The more popular products imported were fresh fruits, seafood products, beef, dairy products, prepared food, pork, poultry meat, wine and beer, tree nuts and distilled spirits. The United States, China, and Brazil 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. Imports of bulk and intermediate agricultural commodities were \$433 million and \$2.39 billion respectively, representing 1.6 percent and 8.9 percent of overall agricultural imports.

Food Retail Industry

In 2019, Hong Kong's retail food sector sales dropped 1 percent to \$12.7 billion. The Hong Kong food retail market is made up of supermarkets, convenience stores, and traditional markets. Supermarkets account for nearly 57 percent of retail food sales. There are more than 800 supermarkets, 1,300 convenience stores, and nearly 100 traditional markets in Hong Kong, making food shopping very convenient. Online food sales were \$244 million in 2019.

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 2019, Hong Kong's restaurant receipts dropped 5.9 percent to \$14.4 billion. There are around 16,000 restaurants in Hong Kong.

Quick Facts CY 2019

Imports of Consumer-Oriented Ag. Products
\$19.5 billion

Top 10 Consumer-Oriented Ag. Imports

Fresh fruits, seafood products, beef, dairy products, prepared food, pork, poultry meat, wine and beer, tree nuts and distilled spirits

Top Growth of Consumer-Oriented Ag. Imports

Tea, spices, fresh fruit, pet food, coffee, fresh vegetables, prepared food, distilled spirits, condiments and sauces, and beef

Food Industry by Channels

- Consumer-Oriented Ag. Products:
- Gross imports \$19.5 billion
 - Re-exports \$7.9 billion
 - Retained imports \$11.6 billion
 - Retail food sales \$12.7 billion
 - Restaurant receipts \$14.4 billion

GDP/Population

Population: 7.5 million
GDP: \$367 billion
GDP per capita: \$48,938

Strengths/Weaknesses/Opportunities/Challenges

Strengths	Weaknesses
<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.
Opportunities	Challenges
<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.

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

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SECTION I. MARKET SUMMARY

Total exports of U.S. agricultural and related products to Hong Kong reached \$3.2 billion in 2019, making Hong Kong the ninth-largest export market by value. For U.S. consumer-oriented exports, Hong Kong ranked sixth in 2019, with exports reaching \$2.9 billion. Top categories for U.S. agricultural exports to Hong Kong include: beef, tree nuts, poultry meat, fresh fruit, prepared food, pork, seafood products, wine and beer, meat products, and pet food¹.

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 HK2020-0029](#).

Hong Kong recorded per capita GDP of nearly \$49,000² in 2019, one of the highest in Asia. However, food imports to Hong Kong have dropped in 2020 because of the coronavirus pandemic and increasing uncertainties from the external environment. For the first nine months of 2020, U.S. consumer-oriented exports to Hong Kong reached \$1.3 billion, a drop of 35 percent³. Hong Kong's economy contracted by 3.5 percent year-on-year in real terms in the third quarter of 2020. Considering the slowdown in global economic growth and the threat of novel coronavirus infection, the Government forecasts Hong Kong's economy to grow by -6.1 percent in 2020⁴.

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 \$2.9 billion, making it the sixth-largest market for the United States in 2019.	Transportation time and costs, combined with seasonality determining product availability (e.g. fresh produce) associated with importing U.S. food and beverage products to Hong Kong can make them less competitive than products available from regional suppliers such as China, Australia, and New Zealand.
Hong Kong is a major trading hub where buyers make purchasing decisions for a vast range of consumer-oriented products that are transshipped to China and other parts of Asia.	The importance of Hong Kong as a transshipment point and buying center for regional markets is not widely known to U.S. exporters.
U.S. food products enjoy an excellent reputation among Hong Kong consumers, as they are renowned as high-quality and safe.	Hong Kong labeling requirements and residue standards can impact trade.

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

² "Economic and Trade Information on Hong Kong", Hong Kong Trade Development Council

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

⁴ "Economic and Trade Information on Hong Kong", Hong Kong Trade Development Council

Hong Kong is a quality and trend-driven market, so price is not always the most important factor for food and beverage purchases.	
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SECTION II. EXPORTER BUSINESS TIPS

Importer Lists

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

Language

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

Travel Visa

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

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)⁵

Channel	2015	2016	2017	2018	2019	Share (2019)	Growth (19 vs 18)
Supermarket/Dept. Stores	6.74	6.80	6.85	7.12	7.18	57%	+0.85%
Other outlets	5.18	5.26	5.43	5.68	5.49	43%	-3.36%
Total	11.92	12.06	12.28	12.8	12.7	100%	-1.02%

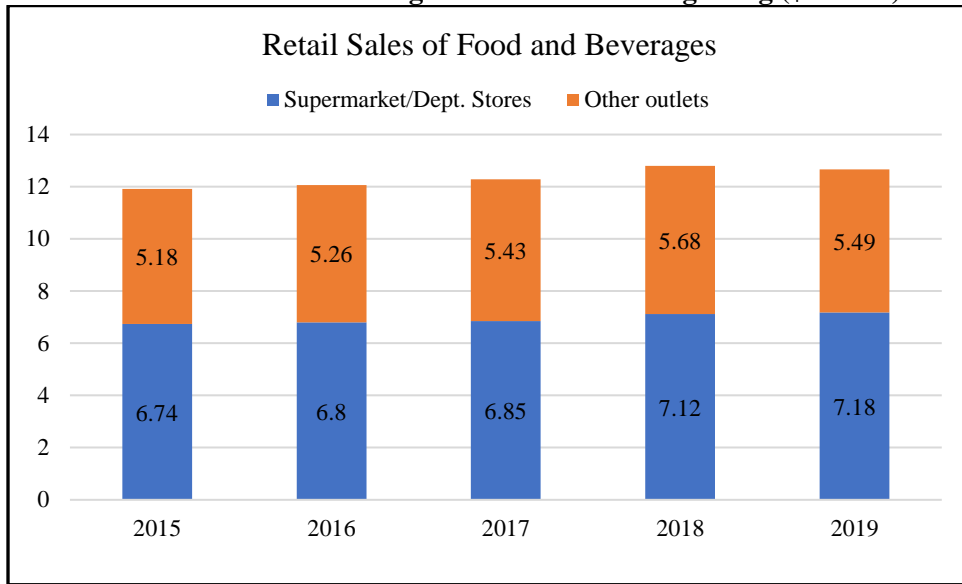
“Supermarket/Department Stores” include sales of supermarkets, convenience stores, and food and beverage sections at department stores. They are the modern grocery outlets that provide consumers with convenient and high-quality options. In addition to groceries, these stores are offering a more comprehensive 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.

Supermarket sales have been taking market share from other outlets – from 44 percent of total retail sales in 1995 to 57 percent in 2019, and the trend is expected to continue.

⁵ Hong Kong Census and Statistics Department

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



Online shopping continues to grow as consumers avoid going out due to social movements during the second half of 2019, and the coronavirus epidemic since early 2020. In 2019, food and drink e-commerce reached \$244 million, an increase of 14 percent over the previous year, and it is estimated to reach \$440 million⁷ by 2024.

For more information on the Hong Kong Food Retail Sector, please refer to [GAIN Report HK2020-0034](#).

Hotel, Restaurant, and Institutional (HRI) Sector

Hotels

In 2019, tourist arrivals reached 56 million, with visitors from Mainland China representing 78 percent of travelers. By the end of September 2020, there were 308 hotels in Hong Kong, providing 85,238 rooms⁸.

Restaurants

Hong Kong boasts over 16,000 eateries⁹, which range from local favorites to high-end fine dining outlets. The Michelin guide 2020 stars 68 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 recognition¹⁰.

In 2019, Hong Kong restaurant food and beverage purchases, valued at \$4.63 billion, generated estimated sales of \$14.42 billion, a decrease of 5.1 and 5.9 percent, respectively over 2018. Purchases and sales receipts in 2020 are expected to slow down because of the uncertainties of external environment, and dampening domestic consumption due to COVID-19.

⁶Hong Kong Census and Statistics Department

⁷ “Food and Drink E-Commerce in Hong Kong, China”, Euromonitor International

⁸ Hong Kong Tourism Board

⁹ “Consumer Foodservice in Hong Kong”, Euromonitor International

¹⁰ Michelin Guide 2020

Table 3 – Hong Kong Restaurants Purchases and Receipts(US\$ billion)¹¹

	2017	2018	2019	Growth (19 vs 18)
Restaurant Purchases	4.66	4.88	4.63	-5.1%
Restaurant Receipts	14.45	15.33	14.42	-5.9%

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 HK2020-0048](#).

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 \$741 million¹²in 2019. Major local production includes 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), 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. 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 yoghurt and cheese, certain prepared meats, certain sugar confectioneries and cocoa preparations; certain preserved meats and seafood, bread, biscuits, and cakes; preserved vegetables and fruits, fruit juices; sauces, water, etc.) and leather and fur products.

Processed food and beverages items must comply with Hong Kong rules of origin to be imported 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 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.

¹¹Hong Kong Census and Statistics Department

¹²Hong Kong Trade Development Council - “Processed Food and Beverages Industry in Hong Kong”

Impact of COVID-19

Despite the uncertain external environment and social movements in the second half of 2019, Hong Kong's food retail sales only dropped slightly by 1 percent to \$12.7 billion. COVID-19 has not affected food retail sales. For the first ten months of 2020, food retail sales reached \$10.6 billion, a slight increase of 0.3 percent over the same period in 2019¹³.

The COVID-19 pandemic since January 2020 has adversely affected the Hong Kong food service sector more as international travelers were restricted, the Hong Kong government mandated the closure and restricted theme parks, cruise terminals, schools, gatherings, and dining. For the first nine months of 2020, visitor numbers reached only 3.55 million, a drop of over 92 percent, and hotel occupancy on the other hand was 52 percent¹⁴. For the first three quarters of 2020, restaurant sales dropped by 31 percent to \$7.7 billion¹⁵. It was estimated that the catering industry would lose \$641 million (HK\$5 billion)¹⁶ of business in July alone, and another \$774 million (HK\$6 billion)¹⁷ in December upon the tightening of COVID-19 restrictions on diners per table. Thousands of restaurants are expected to temporarily or permanently cease operations should the pandemic and dining ban continue.

While the food service sector was seriously hit, social distancing and stay-home measures aimed at curbing the spread of COVID-19 have boosted the food delivery market, with luxury hotels, high-end restaurants, and top-notch cake shop joining the platforms. The main delivery platforms, Deliveroo, Foodpanda, Uber Eats, and other smaller operators, have seen a significant increase in orders and new food outlets signing up since the outbreak of the pandemic. On the other hand, restaurant groups ranging from fast food chains to luxury hotels, have introduced or strengthened their own delivery services to compensate for the loss of their dine-in businesses. Growth in food delivery orders under the pandemic ranged from 20 percent to over 400 percent. While food deliveries cannot totally replace dining-in at restaurants especially for events like weddings, banquets, and parties, they provide a lifeline to the hard-hit catering industry to complement their businesses¹⁸.

Outlook for 2020/2021

It is expected that food retail sales will remain stable, and e-shopping will become more popular as the pandemic keeps affecting Hong Kong in 2021. On the other hand, 2020 has been a difficult year more for the food service sector. Facing the challenges, most restaurants have stepped up health measures for their staff and customers, some have released a COVID-19 guide¹⁹ on sanitation procedures, health protocols, readjusting economics, guest relations, and much more. The restaurant industry group is planning a \$6.4 million (HK\$50 million)²⁰ food safety scheme aimed at rescuing the sector. The Hong Kong government has implemented multiple measures to support businesses and individuals as the pandemic continues to severely damage the global economy. The total relief provided by the Hong Kong Government will reach \$40 billion (HK\$311.5 billion)²¹. Hong Kong's economy is expected to pick up in 2021 when the coronavirus situation further improves.

¹³ Hong Kong Census and Statistics Department

¹⁴ Hong Kong Tourism Board

¹⁵ Hong Kong Census and Statistics Department

¹⁶The Standard (July 28, 2020)

¹⁷South China Morning Post (December 1, 2020)

¹⁸Summary of coverage by local press and "Coronavirus Pandemic to Boost Food Delivery Industry in the Great Bay Area", Euromonitor International

¹⁹ South China Morning Post (August 13, 2020)

²⁰ South China Morning Post (August 11, 2020)

²¹ Hong Kong SAR Government

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.
- 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 to 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 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 reached \$19.5 billion in 2019.

Table 4 – Hong Kong Imports of Consumer-Oriented Ag. Products (2015-2019)²²

Partner	Calendar Year (Value: \$ Million)					Growth 19 v 18	Share 2019
	2015	2016	2017	2018	2019		
United States	3,616	3,920	4,152	4,081	3,207	-21%	16%
China	2,736	2,912	3,115	3,163	3,079	-3%	16%
Brazil	1,713	1,986	2,163	2,372	1,929	-19%	10%
Chile	489	791	677	1,178	1,416	20%	7%
Australia	881	1,165	1,191	1,115	1,039	-7%	5%
Thailand	752	797	751	810	927	14%	5%
France	1,045	1,180	1,134	1,201	911	-24%	5%
Netherlands	1,251	1,207	1,065	981	836	-15%	4%
Japan	585	701	703	808	820	1%	4%
New Zealand	329	347	441	507	638	26%	3%
Total of Top 10 Partners	13,396	15,005	15,391	16,217	14,801	-9%	76%
Total of Rest of the World	4,610	4,750	5,036	4,887	4,688	-4%	24%
World	18,006	19,755	20,427	21,103	19,490	-8%	100%

²²Calculations based on Trade Data Monitor data

**Table 5 – Top 10 Hong Kong Imports of
Consumer-Oriented Agricultural Products and Competition²³**

Product Category			Major Supply Sources²⁴
Fresh Fruit			1. Chile – 38% 2. Thailand – 16% 4. United States – 7%
Gross Imports	\$3.65 billion	1,941,538 MT	
Retained Imports	\$1.25 billion	673,935 MT	
Fish Products			1. China – 30% 2. Japan – 15% 5. United States – 4%
Gross Imports	\$3.42 billion	350,269 MT	
Retained Imports	\$2.82 billion	281,745 MT	
Beef and Beef Products			1. Brazil – 44% 2. United States – 28% 3. Australia – 5%
Gross Imports	\$2.9 billion	706,544 MT	
Retained Imports	\$2.3 billion	466,006 MT	
Dairy Products			1. Netherlands – 30% 2. New Zealand – 21% 8. United States – 3%
Gross Imports	\$1.99 billion	307,388 MT	
Retained Imports	\$831 million	228,715 MT	
Prepared Food			1. China – 27% 2. Japan – 13% 3. United States – 12%
Gross Imports	\$1.84 billion	410,643 MT	
Retained Imports	\$883 million	305,864 MT	
Pork and Pork Products			1. Brazil – 23% 2. China – 20% 3. United States – 13%
Gross Imports	\$1.48 billion	643,132 MT	
Retained Imports	\$1.24 billion	503,024 MT	
Poultry Meat and Products			1. China – 33% 2. United States – 24% 3. Brazil – 21%
Gross Imports	\$1.5 billion	797,906 MT	
Retained Imports	\$1 billion	473,947 MT	
Wine and Beer			1. France – 55% 2. Australia – 9% 4. United States – 6%
Gross Imports	\$1.3 billion	198 million liters	
Retained Imports	\$1.1 billion	153 million liters	
Tree Nuts			1. United States – 79% 2. South Africa – 5% 3. China – 4%
Gross Imports	\$993 million	187,865 MT	
Retained Imports	\$273 million	20,999 MT	
Distilled Spirits			1. China – 38% 2. France – 37% 4. United States – 2%
Gross Imports	\$600 million	20 million liters	
Retained Imports	\$94 million	13 million liters	

²³ Calculations based on Trade Data Monitor data

²⁴ Ranking and market share by gross import value in 2019

SECTION IV. BEST PRODUCT PROSPECTS CATEGORIES

Table 6 – Best Growths of Hong Kong’s Imports of Consumer-Oriented Agricultural Products²⁵

Category	(Value: \$ Million)		Average Annual Growth
	2015	2019	
Tea	85	221	26.99%
Spices	26	63	25.11%
Fresh Fruit	2,201	3,650	13.47%
Dog and Cat Food	95	139	9.97%
Coffee	91	118	6.60%
Fresh Vegetables	415	532	6.44%
Prepared Food	1,494	1,842	5.37%
Distilled Spirits	492	600	5.13%
Condiments and Sauces	255	305	4.59%
Beef	2,500	2,895	3.74%

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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Tel: (852)-2841-2350

Fax: (852)-2845-0943

Email: Atohongkong@fas.usda.gov

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

<http://www.usfoods-hongkong.net>

Other Hong Kong Government / Semi-Government Contacts

Please refer to [GAIN Report HK2020-0029](#)

Attachments:

No Attachments

²⁵ Calculations based on Trade Data Monitor data