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## Korea, Republic of

### Revised - Fishery Products

### Annual

### 2004

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**Report Highlights:**

The United States was the third largest seafood supplying country to Korea in 2003, next to China and Russia. Korean fishery resources are being steadily depleted, and at the same time, fish catch quotas in foreign waters are being restricted. As a result, domestic fishery production will continue to decline. Korean fish production was 2.49 million metric tons in 2003, about the same as last year due to favorable environmental conditions. Imports from the U.S. declined in 2003 and are forecast to decline in 2004 as U.S. prices are not competitive and many U.S. exporters are shifting their focus to the Chinese market.

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Includes PSD Changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
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### Table of Contents

<b>SECTION I: SITUATION AND OUTLOOK.....</b>	<b>3</b>
<b>SECTION II: NARRATIVE ON SUPPLY AND DEMAND, POLICY &amp; MARKETING .....</b>	<b>3</b>
Table 1: Korean Imports of Fishery Products: Total and From USA.....	5
Table 2: Major Species of Fish Imported from the U.S. in 2003.....	5
Table 3: Customs Duty Schedules for Some Seafood Products from Chile .....	6
<b>SECTION III: STATISTICAL TABLES .....</b>	<b>9</b>
Table 4: Where Korean Consumers Purchase Seafood.....	9
Table 5: Korean Fishing Fleet .....	9
Table 6: Korean Fishery Production by Group of Species and Fisheries: 2003 .....	9
Table 7: Korean Fishery Production by Year .....	10
Table 8: Korean Production of Processed Fishery Products by Group.....	10
Table 9: Korean Imports and Exports of Fish and Seafood by Year .....	11
Table 10: Applied Tariff Schedule for Fishery Products.....	11
Table 11: Adjusted Tariff Schedule For Fishery Products.....	12
Table 12: Korean Consumer Price Indices Of Food And Beverages .....	12
Table 13: Korean Production of Fish Roes, Urchin .....	15
Table 14: Korean Imports of Fish and Urchin Roe/Caviar/Liver.....	15
Table 15: Korean Exports of Fish and Urchin Roe/Caviar/Liver .....	16
Table 16: Korean Flatfish Production.....	19
Table 17: Korean Imports of Flatfish.....	19
Table 18: Korean Exports of Flatfish .....	20
Table 19: Korean Ground fish Production.....	23
Table 20: Korean Import of Ground fish .....	23
Table 21: Korean Export of Ground Fish .....	24
Table 22: Korean Surimi Production .....	27
Table 23: Korean Import of Surimi .....	27
Table 24: Korean Export of Surimi .....	27
Table 25: Fishery Products Strategic Indicator Table .....	28
<b>SECTION IV. KEY CONTACTS AND FURTHER INFORMATION .....</b>	<b>29</b>

## SECTION I: SITUATION AND OUTLOOK

The South Korean economy in the 2<sup>nd</sup> half of 2004 is expected to grow at less than the 5 percent due to weak domestic demand and a projected slowdown in exports. However, even at the revised, discounted economic growth rate, Korea is likely to remain one of the fastest growing economies among OECD nations. Morgan Stanley, a global investment bank, forecasts gross domestic product (the economy's output) at 4.6 percent for 2004 and 3.8 percent for 2005.

Korean fish production, at 2.49 million metric tons in 2003, has declined significantly compared to several years ago when average annual production was 3 million metric tons. It is expected that domestic fishery production will continue to decline due to the depletion of fish resources in adjacent waters and the enforcement of Exclusive Economic Zones by Korea's neighboring countries. Fishery workers in Korea, the number of fishing vessels and their capacity have also decreased continuously in the past 5 years. To cope with this situation, the Korean government has accelerated the downsizing of the Korean fishing fleet and plans to reduce it further over the next several years. Recognizing the potential economic impact of this step and the reduction in fishery agreements, the Korean government is undertaking an in-depth study on aquaculture and researching how to secure higher fish catch quotas in foreign waters.

Total imports of seafood in 2003 increased to \$1.96 billion in 2003, up 4 percent from last year. Seafood imports in 2004 are expected to increase by over 10 percent. However, imports from the U.S. are forecast to decline for 2004 as many U.S. exporters are shifting to the Chinese market and Korean importers are looking for more competitively priced fish. During the first eight months of 2004, total seafood imports from the U.S. amounted to \$81 million, down 14 percent compared to the same period last year. Considering all the conditions Korea faces, in 2005, it is forecast that total production will decline and total imports will increase to meet local demand.

Until 2000, Korea enjoyed a trade surplus in seafood. However, since 2001 it has continued to suffer a growing trade deficit in seafood. Korea exported about \$1.13 billion of seafood in 2003.

## SECTION II: NARRATIVE ON SUPPLY AND DEMAND, POLICY & MARKETING

### Supply and Demand

Korean fish production was 2.49 million metric tons in 2003, including 1.1 million tons in the on/off shore, 826,000 tons in the shallow sea aquaculture, 545,000 tons in the deep-sea and 19,700 tons in fresh water. Flat fish production in aquaculture increased significantly to 34,500 tons in 2003 from 23,300 tons in 2002. Seafood production in Korea is forecast to decrease in the future due to the depletion of fish resources in adjacent waters and the enforcement of Exclusive Economic Zones (EEZ) by Korea's neighboring countries.

The Ministry of Maritime Affairs and Fisheries (MOMAF) established 217,650 tons of the Total Allowable Catch (TAC) for 2004 by fish species as follows: mackerel - 155,000 tons, jack mackerel - 10,000 tons, sardine - 5,000 tons, large red crab - 21,000 tons, purplish Washington clams - 8,000 tons, pen shells - 2,500 tons, top shells - 2,158 tons, and snow crabs - 13,000 tons. There are catch seasons for some species and also prohibited catch seasons for other species.

Total quotas for all types for fish purchased by the Korean government from the Russian government in 2004 were 39,950 tons significantly down from 51,800 tons in 2003. The 2004 catch quotas with Russia include 20,000 tons for Alaska pollack, 5,300 tons for cod, 20,000 tons for saury and 7,300 tons for squid. Russia is expected to reduce the catch quota for foreign countries even further in the future, and will likely keep foreign fishing boats from catching fish in Russian waters in the foreseeable future. Korean fishing companies made several private agreements with Russian fishing companies for joint catching of Alaska pollack in 2004. This is different from a catch quota where a Korean vessel would catch fish in Russian waters.

Surimi production declined to 4,400 tons in 2003 from 5,500 tons in 2002, but roe production increased to 3,000 tons in 2003 from 2,400 tons in 2002. Deep-sea production is also expected to decline in the longer term as Russia reduces Alaska pollack catch quotas in effort to rebuild its fish stocks in coastal waters. The deep-sea industry catches mainly Alaska pollack, tuna and squid. Fresh water production was 19,680 tons in 2003, slightly up from 18,500 tons in 2002 due to favorable environmental conditions.

It should be noted that the PS&D tables represent only a small part of Korea's supply and demand picture. For example, the combined seafood production accounts for only about 3 percent of Korea's total seafood production, combined imports accounts for about 33 percent of total seafood imports, and combined exports accounts for only 7 percent of total seafood exports. This means that although total seafood production will decline, some species including some of those included in the PS&D tables may increase.

### **Consumption**

The "Monthly Statistics of Korea" (July 2004 Issue) shows that the average monthly household expenditure in cities on fishery products was \$27 in 2003. Annual per capita fish and shellfish consumption in Korea is estimated at 36 Kg. a year. The success of Korean industry efforts to change consumer perception of fish (as a healthy alternative to red meat), to diversify fish products, to improve quality, and to develop processing technology will be key in expanding domestic demand.

### **Trade**

Seafood imports into Korea increased to \$1.96 billion in 2003, up from \$1.88 billion in 2002, an increase of 4 percent. However, Korean seafood imports from the U.S. declined 12 percent (\$153 million in 2003 from \$174 million in 2002). It is important to point out the discrepancy between U.S. BICO trade data and Korean Customs (KOTIS) trade data. U.S. BICO trade data show that U.S. exports of seafood products to Korea were a record high in 2003 at \$383 million. The discrepancies are ascribed to the following:

Korean importers purchase fish from the United States with open Letters of Credit with the product to be processed in China. The fish is shipped directly to China generally for transformation into fish fillet and imitation crabmeat. These processed products are then exported to Europe, the U.S. and Korea. The species for such processing are usually yellow fin sole, cod, Pacific Ocean perch, surimi and Alaska pollack. It is reported that the Koreans have a dozen fish processing plants in China, either wholly owned by Koreans or as joint venture companies with Chinese, as the cost of labor in China is lower than that in Korea.

? Korean importers store the imported product, such as pollack roe, in bonded warehouses and then re-export the product to Japan. Japanese buyers reportedly come to Busan and inspect the roe before they purchase. The storage prices are lower in Busan than in Seattle or Alaska.

? It is also reported that Japanese fish importers buy seafood, mostly surimi and pollack roes in the U.S, ship them to Busan, Korea, keep them in the bonded warehouses without Customs clearance, and ship them to Japan later as needed or export to other countries including China as warehouse fees in Korea are lower than those in Japan.

U.S. export figures are based on the FOB value and Korean import data is based on the CIF value.

There is the time difference between departure from USA and arrival in Korea.

Korea remains an important market for U.S. seafood suppliers, given Korea's high per capita consumption and decreasing domestic production.

**Table 1: Korean Imports of Fishery Products: Total and From USA (US\$ Million)**

	2000		2001		2002		2003	
	World	USA	World	USA	World	USA	World	USA
Fish & Seafood	1,411	145	1,648	159	1,884	174	1,961	153

Sources: Statistical Year Book of Maritime Affairs and Fisheries 2004 and KOTIS

### Competitors

Major suppliers include China, Russia, the United States, Japan and Vietnam. In 2003, these five countries accounted for over 70 percent of total Korean seafood imports on a value basis. In 2003, China became the largest seafood supplier to Korea by exporting \$714 million, followed by Russia at \$299 million, the U.S. at \$153 million, Japan at \$148 million, and Vietnam at \$130 million.

**Table 2: Major Species of Fish Imported from the U.S. in 2003 (US\$ Thousands)**

Fish Species	From USA	From World
Pollack surimi, frozen	46,413	48,086
Angler, frozen	28,400	54,186
Roes of Pollack, frozen	11,470	68,644
Cod, frozen	9,429	20,311
Other surimi, frozen	7,002	71,534
Hagfish, frozen	5,412	6,673
Alaska Pollack, frozen	5,118	180,129
Skate, frozen	4,812	22,528
Atka mackerel, frozen	4,151	11,470

Other roes, frozen	2,062	7,043
Angler, fresh	1,945	2,539
Ray, frozen	1,877	13,474
Other flat fish, frozen	1,747	11,393
Prepared sea cucumber	1,286	3,993
Pacific salmon except Sockeye	969	2,516
Shrimps and prawns other than peeled, frozen	928	33,716
Sardines, frozen	845	8,091
Sable fish, frozen	681	681
Plaice, frozen	679	1,453
Rock fish, frozen	660	5,019
Rock lobster, frozen	585	2,001
Total	136,471	575,480

Source: Statistical Year Book of Foreign Trade 2003

Imports of Alaskan pollack accounted for over 90 percent of total ground fish imports in 2003. Korean catch of Alaskan pollack declined again to 22,000 tons in 2003 from 25,000 tons in 2002, because the Korea fish industry secured reduced catch quotas for Alaskan pollack through Russia's international bid in 2003. Again in 2004, the Korean fish industry secured only 20,000 tons of catch quotas for Alaska pollack in 2004. Pollack imports are expected to increase in the future.

Seafood imports from Chile are expected to increase by about 20 percent to \$20 million in 2004 from \$16 million in 2003 as a result of FTA between Korea and Chile. The current seafood import volume from Chile is not large, however, some importers will start to seriously consider importing seafood from Chile as time passes by and when the Customs duties decline further or become zero. This FTA will affect U.S. seafood exports to Korea, and affect further over the long period.

Korea made FTA (Free Trade Agreement) with Chile effective April 1, 2004. The FTA allows free Customs duties for 277 seafood products imported from Chile effective April 1, 2004, 88 seafood products in 5 years, and 41 seafood products in 10 years. For example, there will be no duty for frozen cod in 5 years. The duty last year was 10 percent for frozen cod imported from Chile. The Customs duty deduction will be prorated equally over the next 5 years. The current duty is 8.3 percent. The duty will be 6.7 percent in 2005, 5 percent in 2006, 3.3 percent in 2007, 1.7 percent in 2008, and no duty in 2009.

**Table 3: Customs Duty Schedules for Some Seafood Products from Chile**

Product	Applied Customs Duty in 2003	Duty for Chilean Seafood in 2004	Duty Reduction Schedule
Plaice/frozen	10%	0%	Immediately
Herrings/frozen	10%	0%	Immediately
Ray/frozen	10%	0%	Immediately
Lobsters/frozen	20%	0%	Immediately

Other flat fish	10%	8.3%	5 years equally
Cod/frozen	10%	8.3%	5 years equally
Sable fish/frozen	10%	8.3%	5 years equally
Angler fish/frozen	10%	8.3%	5 years equally
Croaker/frozen	70%	58.3%	5 years equally
Fish roes/frozen	10%	8.3%	5 years equally
Sardines/frozen	10%	9.1%	10 years equally
Pollack/frozen	30%	27.3%	10 years equally
Skate/frozen	35%	31.8%	10 years equally

### Korean Exports

Korea also exports a large volume of fish products. In 2003, Korea exported 424,785 metric tons valued at \$1.13 billion. The major species exported to other countries in 2003 were tuna (\$225 million), oysters (\$75 million), squid (\$71 million), conger eels (\$52 million), and flat fish (\$48 million). The largest seafood export market for Korea in 2003 was Japan at \$740 million, followed by the U.S. at \$80 million, EU at \$78 million, China at \$71 million and Thailand at \$38 million. These five countries accounted for about 90 percent of Korea's total seafood exports in 2003.

### Policy

The Korean government has used the higher adjustment tariffs ranging from 25 to 70 percent for 12 fish species to protect select domestic seafood, mainly from China. The normal applicable tariffs are between 10 percent and 20 percent. To further support the domestic industry, the Korea government is focusing on aquaculture in shallow waters to secure a stable supply of fish and working hard to purchase fish quotas from other countries, including Russia.

Korea and China reached an agreement on the fishing quota for 2003, which allows Korean vessels to catch 60,000 tons inside China's EEZ and in return, Chinese vessels can catch 93,000 tons in the Korean zone. Korea also agreed with Japan on the 2003 fish catch quota in each other's EEZ, which allows each country to catch 80,000 tons.

One of the pending issues on fishery products the U.S. has with the Korean government is the 70% adjustment tariff applied to frozen croaker. The U.S. fish industry is very interested in exporting croaker to Korea. The Korean tariff for croaker is "unbound" within the context of the World Trade Organization, meaning there is no ceiling on the rate. For further detailed information on croaker, please refer to Korea's "Croaker Product Brief" (KS2039) dated September 4, 2002, available on the USDA/FAS website.

Constraints built into bilateral and multilateral fishing accords will further impact total harvest from on/off-shore fishery zones. On/off-shore fish species consist mainly of squid, mackerel, corvina, hair tail and anchovy. Government efforts to boost aquaculture production in the shallow sea areas clearly indicate the importance of this sector as a future seafood resource.

### Marketing

Fish importers usually distribute imported fishery product to major distributors, processors, smaller distributors, or retailers and end-users directly. Smaller distributors also distribute the products to retailers, and/or end-users, and retailers to consumers. Some fish importers distribute imported fish to end-users directly, such as restaurants and hotels.

U.S. suppliers can contact ATO Seoul ([atoseoul@usda.gov](mailto:atoseoul@usda.gov)) for lists of seafood importers and assistance in establishing direct contact as needed. Frequent, on-going contact with the Korean trade is the best way to stay abreast of market opportunities. Timely acknowledgement and/or responses to Korean importer inquiries is important to building a contact base. ATO Seoul maintains lists of seafood importers by major species. Some of the species Korean importers often seek are skate, monkfish (angler), hagfish and cod head.

The major species that are imported into Korea from the U.S. are surimi, monkfish (angler), fish roe, cod, hagfish, pollock and skate, which totaled \$122 million in 2003, accounting for about 85 percent of total imports of U.S. seafood products.

According to a survey conducted in April 2001, 32 percent of consumers said that they purchase seafood at conventional markets. The following is where consumers purchase seafood in Korea.

Market	Percentage
Conventional Market	32%
Supermarket	21%
Discount Store	19%
Department Store	18%
Seafood Wholesale Market	5%
Others	5%
Total	100%

Ground fish, composed of major commercial species such as Alaska pollock and cod, appears to offer a promising market for U.S. suppliers given the declining Korean production outlook. The Korean government has applied an adjustment tariff of 30 percent on frozen Alaska pollock, instead of 10 percent normally applied to frozen fish. Russia, Japan and China are the major competitors.

Among surimi, Alaska pollock surimi is the major item, which is the largest single U.S. seafood item imported into Korea. Frozen surimi imported to Korea is processed into ground fish sausage and imitation crab meat for both local and overseas markets. Vietnam, China and Thailand are the major competitors.

Flatfish is a popular Korean dish. All flat fish are freely importable. Live halibut is in high demand for its popularity as Sashimi. Stiff competition is provided by locally-farmed flatfish. Russia, China, and Guinea are the major competitors for flatfish.

The market for Alaskan pollock roe is large. For U.S. suppliers, imported roe is processed for local consumption and re-export. Alaskan pollock roe is the most popular and is used for salted/spiced roe, a traditional side dish served with rice. Russia, though the dominant supplier, may have difficulties fully servicing Korean demand if its fishery resources continue to deplete rapidly. Russia, China, Japan and New Zealand are the major competitors.

## SECTION III: STATISTICAL TABLES

**Table 4: Where Korean Consumers Purchase Seafood  
2001**

Market	Percentage
Conventional Market	32%
Supermarket	21%
Discount Store	19%
Department Store	18%
Seafood Wholesale Market	5%
Others	5%
Total	100%

**Table 5: Korean Fishing Fleet  
(Vessel, Gross/Tons)**

2001		2002		2003	
Number	Capacity	Number	Capacity	Number	Capacity
94,935	884,853	94,388	816,563	93,257	754,440

Source: Statistical Yearbook of Maritime Affairs and Fisheries 2004

**Table 6: Korean Fishery Production by Group of Species and Fisheries: 2003  
(Metric Tons)**

Types of Seafood	On/off Shore	Shallow Sea Aquaculture	Deep-Sea	Fresh Water	Total
Fish	656,528	72,393	397,196	17,399	1,143,516
Crustaceans	66,002	2,324	20,927	127	89,380
Mollusks	362,502	291,063	126,468	2,016	782,049
Seaweed & others	11,494	460,465	0	138	472,097
Total	1,096,526	826,245	544,591	19,680	2,487,042

Source: Statistical Yearbook of Maritime Affairs and Fisheries 2004

**Table 7: Korean Fishery Production by Year  
(Metric Tons)**

Year	Volume
1997	3,243,725
1998	2,835,015
1999	2,910,450
2000	2,514,225
2001	2,665,123
2002	2,476,188
2003	2,487,042
2004e	2,387,000
2005f	2,300,000

e: Estimate for 2004

f: Forecast for 2005

Source: Statistical Yearbook of Maritime Affairs and Fisheries 2004

**Table 8: Korean Production of Processed Fishery Products by Group  
(Metric Tons)**

Product	2000	2001	2002	2003
Dried/Salted/Cooked	33,794	45,364	42,014	26,724
Preserved/Pickled	57,131	48,076	42,598	37,381
Canned	50,404	80,569	83,040	80,608
Frozen	1,042,648	1,128,026	996,482	1,030,184
Dried Seaweed	47,662	79,732	82,946	28,511
Agar-Agar	961	361	397	347
Ground Fish Meat	166,682	94,079	87,015	91,121
Flavor Seasoned	14,532	17,250	19,343	21,501
Fish Meal and Oil	37,732	36,013	19,843	13,924
Others	13,546	17,369	64,996	27,416
Total	1,465,092	1,546,839	1,438,677	1,357,717

Source: Statistical Yearbook of Maritime Affairs and Fisheries 2004

**Table 9: Korean Imports and Exports of Fish and Seafood by Year  
(Metric Tons, US\$ Thousands)**

Year	Imports		Exports	
	Volume	Value	Volume	Value
1997	522,381	1,045,474	509,090	1,492,588
1998	375,224	587,481	590,390	1,369,014
1999	746,327	1,178,968	475,644	1,520,534
2000	749,191	1,410,598	533,824	1,504,470
2001	1,056,252	1,648,372	435,691	1,273,619
2002	1,186,400	1,884,417	429,884	1,160,435
2003	1,238,603	1,961,145	424,785	1,129,385

Imports are based on CIF values and Exports are based on FOB values.

Source: Statistical Yearbook of Maritime Affairs and Fisheries 2004

**Table 10: Applied Tariff Schedule for Fishery Products**

Description	H.S. Code	2003 (%)	2004 (%)
Live Fish	0301 XX XXXX	10	10
Fish, Fresh or Chilled	0302 XX XXXX	20	20
Fish, Frozen	0303 XX XXXX	10	10
Fish Fillet/Fish Meat, FR/CH	0304 10 XXXX	20	20
Fish Fillet/Fish Meat, Frozen	0304 20 XXXX	10	10
Fish Surimi, Frozen	0304 90 XXXX	10	10
Fish, Dried/Salted/Smoked	0305 XX XXXX	20	20
Crustaceans	0306 except 0306.14.3000 and 0306.14.9000	20	20
Blue Crabs, frozen	0306.14.3000	14	14
Other crabs, frozen	0306.14.9000	14	14
Oyster Spat	0307 10 1010	5	5
Oyster	0307 10 XXXX	20	20
Scallops	0307 2X XXXX	20	20
Mussels	0307 3X XXXX	20	20
Cuttle Fish and Squid	0307 4X XXXX	10	10
Octopus	0307 5X XXXX	20	20
Snails (other than sea snails)	0307 60 0000	20	20
Other Mollusks	0307 9X XXXX	20	20
Fish Extracts and Juice	1603 XX XXXX	30	30
Fish, prepared, preserved	1604 XX XXXX	20	20
Crustaceans/Mollusks, prep/preserved	1605 XX XXXX	20	20

Source: Korea Customs Research Institute, Tariff Schedule of Korea, 2004

**Table 11: Adjusted Tariff Schedule For Fishery Products**

Description	H.S. Code	General (%)	2003(%)	2004(%)
Eel, Live	0301.92.xxxx	10	30	30a/
Sea Bream, Live	0301.99.4000	10	55	50b/
Sea Bass, Live	0301.99.9050	10	55	50
Croakers, Live	0301.90.9095	10	40	40
Alaska Pollack, Frozen	0303.79.1000	10	30	30
Saury, Frozen	0303.79.8000	10	40	40
Skate, Frozen	0303.79.9093	10	35	30
Croakers, Frozen	0303.79.9095	10	70	70
Shrimp, Not Peeled, Frozen	0306.13.9000	20	30	30
Shrimp, In Brine	0306.23.3000	20	55	55c/
Squid, Frozen	0307.49.1020	10	35	30
Poulp Squid, Frozen	0307.59.1020	20	30	25d/

a/ 30% or 1,908 Korean won per Kg., whichever is higher is applied.

b/ 50% or 3,685 Korean won per Kg., whichever is higher is applied.

c/ 55% or 363 Korean won per Kg., whichever is higher is applied.

d/ 25% or 444 Korean won per Kg., whichever is higher is applied.

\*These adjustment tariffs have precedence over the applied tariffs described before.

Source: HS General Guide Book 2004

**Table 12: Korean Consumer Price Indices Of Food And Beverages (Year 2000 = 100)**

Year	All Item	Food	Meat	Fishes	Milk & Eggs
1998	97.0	96.4	87.3	93.8	105.2
1999	97.8	99.1	92.3	99.4	101.7
<b>2000</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
2001	104.1	103.5	106.8	105.5	103.4
2002	106.9	107.7	123.1	109.8	103.1
2003	110.2	110.0	133.7	112.4	103.9

Source: Monthly Statistics of Korea, July 2004  
Korea National Statistical Office

## Fish/Urchin Roe/Caviar Liver PSD Unit: Metric Ton

PSD Table									
Country:	Korea, Republic of								
Commodity:	Fish, Urchin Roe/Caviar, Livers								
		2003			2004			2005	
	Old	New	Old	New	Old	New	Old	New	
Market Year Begin		01/2003			01/2004			01/2005	
Beginning Stocks	0	0	0	0	0	0	0	0	
Total Production	2500	3152	2500	2500		2500		2500	
Intra-EC Imports	0	0	0	0	0	0	0	0	
Other Imports	14000	12898	14000	14000	0	14500	0	14500	
TOTAL Imports	14000	12898	14000	14000	0	14500	0	14500	
<b>TOTAL SUPPLY</b>	16500	<b>16050</b>	16500	<b>16500</b>	0	<b>17000</b>	0	<b>17000</b>	
Intra-EC Exports	0	0	0	0	0	0	0	0	
Other Exports	4500	4644	4500	4500	0	4000	0	4000	
TOTAL Exports	4500	4644	4500	4500	0	4000	0	4000	
Domestic Consumption	12000	11406	12000	12000	0	13000	0	13000	
Other Use/Loss	0	0	0	0	0	0	0	0	
TOTAL Utilization	12000	11406	12000	12000	0	13000	0	13000	
Ending Stocks	0	0	0	0	0	0	0	0	
<b>TOTAL DISTRIBUTION</b>	16500	<b>16050</b>	16500	<b>16500</b>	0	<b>17000</b>	0	<b>17000</b>	

Note: PSD Tables stand for Products Supply and Demand Tables

Import Trade Matrix			
<b>Country:</b>	Korea, Republic of		<b>Units: MT</b>
<b>Commodity:</b>	Fish, Urchin Roe/Caviar, Livers		
<b>Time period:</b>	JAN/DEC		
<b>Imports for</b>	<b>2002</b>		<b>2003</b>
U.S.	3809	U.S.	2777
Others		Others	
Russia	7331	Russia	6901
China	913	China	849
Japan	505	Japan	779
New Zealand	258	New Zealand	733
<b>Total for Others</b>	9007		9262
<b>Others not listed</b>	1080		859
<b>Grand Total</b>	13896		12898

#### Export Trade Matrix

**Country:** Korea, Republic of **Units: MT**

**Commodity:** Fish, Urchin Roe/Caviar, Livers

**Time period:** JAN/DEC

**Exports for** **2002** **2003**

U.S. 96 U.S. 168

Others Others

Japan	3692	Japan	3900
China	154	China	376
<b>Total for Others</b>	3846		4276
<b>Others not listed</b>	50		200
<b>Grand Total</b>	3992		4644

**Table 13: Korean Production of Fish Roes, Urchin  
(Metric Tons)**

Items	1999	2000	2001	2002	2003
Roes of Alaska Pollack (from distant seas)1/	7,538	2,955	2,197	2,361	3,093
Herring Roes	0	0	0	0	0
Sea Urchin	0	103	92	71	59
Total	7,538	3,058	2,289	2,432	3,152

Source: Statistical Yearbook of Ministry of Maritime Affairs and Fisheries 2004

**Table 14: Korean Imports of Fish and Urchin Roe/Caviar/Liver  
(Metric Tons)**

Species	H.S. Code	2002		2003	
		World	U.S.	World	U.S.
Livers, Fresh	0302.70.1000	10	9	5	5
Roes, fresh	0302.70.2000	0	0	0	0
Livers, frozen	0303.80.1000	7	2	11	0
Roes/AK Pollack, frozen	0303.80.2010	9,062	2,448	7,881	1,618
Other Roes, Frozen	0303.80.2090	3,938	1,32	3,010	1,130
Livers, dried, salted	0305.20.1000	0	0	19	0
Roes, dried	0305.20.2000	0	0	4	0
Roes, smoked	0305.20.3000	0	0	0	0
Roes/Alaska Pollack	0305.20.4010	0	0	0	0
Roes/Yellow Corvina	0305.20.4020	0	0	0	0
Roes/Herrings, Dried	0305.20.4030	52	0	36	0
Other roes, Salted	0305.20.4090	0	0	10	0
Sea Urchin, Fresh	0307.91.9010	2	1	0	0
caviar	1604.30.1000	1	0	2	0
Caviar, Substitute	1604.30.2000	824	7	1,014	24
Total		13,896	3,809	12,898	2,777

Source: Statistical Yearbook of Foreign Trade 2003, Korea Customs Service

**Table 15: Korean Exports of Fish and Urchin Roe/Caviar/Liver  
(Metric Tons)**

Species	H.S. Code	2002		2003	
		World	U.S.	World	U.S.
Livers, Fresh	0302.70.1000	2	0	0	0
Roes, Fresh	0302.70.2000	0	0	0	0
Livers, Frozen	0303.80.1000	0	0	0	0
Roes/AK Pollack, frozen	0303.80.2010	242	0	841	1
Other Roes, frozen	0303.80.2090	301	0	341	8
Livers, dried, salted	0305.20.1000	0	0	0	0
Roes, dried	0305.20.2000	0	0	0	0
Roes, smoked	0305.20.3000	0	0	0	0
Roes/pollack, salted	0305.20.4010	109	48	122	30
Roes/Yellow Corniva, salted	0305.20.4020	0	0	1	1
Roes/Herrings, Dried	0305.20.4030	0	0	0	0
Other roes, Salted	0305.20.4090	53	3	81	1
Sea Urchin, Fresh	0307.91.9010	101	0	84	0
caviar	1604.30.1000	0	0	0	0
Caviar, Substitute	1604.30.2000	3,184	45	3,174	127
<b>Total</b>		<b>3,992</b>	<b>96</b>	<b>4,644</b>	<b>168</b>

Source: Statistical Yearbook of Foreign Trade 2003, Korea Customs Service

## Flatfish, Whole/Eviscerated PSD Unit: MT

PSD Table									
Country:	Korea, Republic of Unit: MT								
Commodity:	Flatfish, Whole/Eviscerated								
		2003			2004			2005	
	Old	New	Old	New	Old	New	Old	New	
Market Year Begin		01/2003			01/2004			01/2005	
Beginning Stocks	0	0	0	0	0	0	0	0	
Total Production	35000	49699	35000	40000	0	39000			
Intra-EC Imports	0	0	0	0	0	0	0	0	
Other Imports	26000	15406	27000	26000	0	27000			
TOTAL Imports	26000	15406	27000	26000	0	27000			
<b>TOTAL SUPPLY</b>	61000	<b>65105</b>	62000	<b>66000</b>	0	<b>66000</b>			
Intra-EC Exports	0	0	0	0	0	0	0	0	
Other Exports	5000	8171	5000	5000	0	5000			
TOTAL Exports	5000	8171	5000	5000	0	5000			
Domestic Consumption	56000	56934	57000	61000	0	61000			
Other Use/Loss	0	0	0	0	0	0	0	0	
TOTAL Utilization	56000	56934	57000	61000	0	61000			
Ending Stocks	0	0	0	0	0	0	0	0	
<b>TOTAL DISTRIBUTION</b>	61000	<b>65105</b>	62000	<b>66000</b>	0	<b>66000</b>			

Note: PSD Tables stand for Products Supply and Demand Tables

<b>Import Trade Matrix</b>			
<b>Country:</b>	<b>Korea, Republic of</b>		<b>Units: MT</b>
<b>Commodity:</b>	<b>Flatfish, Whole/Eviscerated</b>		
<b>Time period:</b>	<b>JAN/DEC</b>		
<b>Imports for</b>	<b>2002</b>		<b>2003</b>
U.S.	6,932	U.S.	2745
Others		Others	
Russia	9764	Russia	6138
China	2527	China	2654
EU	2385	Guinea	1870
Guinea	1833	EU	390
G. Bissu	118		
<b>Total for Others</b>	16627		11052
<b>Others not listed</b>	1637		1609
<b>Grand Total</b>	25196		15406

**Export Trade Matrix**

<b>Country:</b>	<b>Korea, Republic of</b>		<b>Units: MT</b>
<b>Commodity:</b>	<b>Flatfish, Whole/Eviscerated</b>		
<b>Time period:</b>	<b>JAN/DEC</b>		
<b>Exports for</b>	<b>2002</b>		<b>2003</b>
U.S.	3	U.S.	7
Others		Others	
Japan	4200	Japan	4157
China	1256	China	3101
EU	427	EU	623
<b>Total for Others</b>	5883		7881
<b>Others not listed</b>	266		283
<b>Grand Total</b>	6152		8171

**Table 16: Korean Flatfish Production  
(Metric Tons)**

Fishing Type	1999	2000	2001	2002	2003
On and Off-Shore	21,248	17,030	16,210	15,638	14,908
Deep-Sea	443	258	33	32	258
Aquaculture	21,368	14,127	16,426	23,343	34,533
Total	43,059	31,415	32,669	39,013	49,699

Source: Statistical Yearbook of Ministry of Maritime Affairs and Fisheries 2004

**Table 17: Korean Imports of Flatfish  
(Metric Tons)**

Species H.S. Code		2002		2003	
		World	U.S.	World	U.S.
Flat Fish, Live	0301.99.8000	985	0	914	0
Halibut, Fresh	0302.21.0000	5	0	0	0
Plaice, Fresh	0302.22.0000	47	0	17	0
Sole, Fresh	0302.23.0000	5	0	16	0
Other, Fresh	0302.29.0000	41	0	107	0
Halibut, Frozen	0303.31.0000	203	0	69	0
Plaice, Frozen	0303.32.0000	2,217	925	1,846	856
Sole, Frozen	0303.33.0000	1,765	0	1,384	1,889
Others, Frozen	0303.39.0000	19,928	6,007	11,053	2,745
Total		25,196	6,932	15,406	2,745

Source: Statistical Yearbook of Ministry of Foreign Trade 2003

**Table 18: Korean Exports of Flatfish  
(Metric Tons)**

Species H.S. Code		2002		2003	
		World	U.S.	World	U.S.
Flat Fish, Live	0301.99.8000	3,887	0	4,038	1
Halibut, Fresh	0302.21.0000	10	0	16	2
Plaice , Fresh	0302.22.0000	50	0	19	0
Sole, Fresh	0302.23.0000	3	0	2	0
Other, Fresh	0302.29.0000	0	0	10	0
Halibut, Frozen	0303.31.0000	130	3	109	0
Plaice, Frozen	0303.32.0000	311	0	693	0
Sole, Frozen	0303.33.0000	308	0	413	0
Others, Frozen	0303.39.0000	1,453	0	2,871	4
<b>Total</b>		<b>6,152</b>	<b>3</b>	<b>8,171</b>	<b>7</b>

Source: Statistical Yearbook of Foreign Trade 2003, Korea Customs Service

Ground fish, Whl/Eviscerated PSD Unit: M/T  
PSD Table

<b>Country:</b>	Korea, Republic of					
<b>Commodity:</b>	Groundfish, Whole/Eviscerated					
		<b>2003</b>		<b>2004</b>		<b>2005</b>
	Old	New	Old	New	Old	New
<b>Market Year Begin</b>		<b>01/2003</b>		<b>01/2004</b>		<b>01/2005</b>
Beginning Stocks	0	0	0	0	0	0
Total Production	35000	32894	30000	30000	0	29000
Intra-EC Imports	0	0	0	0	0	0
Other Imports	200000	276208	210000	290000	0	300000
TOTAL Imports	200000	276208	210000	290000	0	300000
<b>TOTAL SUPPLY</b>	235000	<b>309102</b>	240000	<b>320000</b>	0	<b>329000</b>
Intra-EC Exports	0	0	0	0	0	0
Other Exports	10000	16614	10000	13000	0	10000
TOTAL Exports	10000	16614	10000	13000	0	10000
Domestic Consumption	225000	292488	230000	307000	0	319000
Other Use/Loss	0	0	0	0	0	0
TOTAL Utilization	225000	292488	230000	307000	0	319000
Ending Stocks	0	0	0	0	0	0
<b>TOTAL DISTRIBUTION</b>	235000	<b>309102</b>	240000	<b>320000</b>	0	<b>329000</b>

Note: PSD Tables stand for Products Supply and Demand Tables

<b>Import Trade Matrix</b>			
<b>Country:</b>	<b>Korea, Republic of Units: MT</b>		
<b>Commodity:</b>	<b>Groundfish, Whole/Eviscerated</b>		
<b>Time period:</b>	<b>JAN/DEC</b>		
<b>Imports for</b>	<b>2002</b>		<b>2003</b>
U.S.	10229	U.S.	13036
Others		Others	
Russia	136,743	Russia	224,858
Japan	26814	Japan	26406
China	5554	China	6258
<b>Total for Others</b>	169111		257522
<b>Others not listed</b>	7154		5650
<b>Grand Total</b>	186494		276208

Source: Statistical Yearbook of Foreign Trade 2003

#### Export Trade Matrix

<b>Country:</b>	<b>Korea, Republic of Units: MT</b>		
<b>Commodity:</b>	<b>Groundfish, Whole/Eviscerated</b>		
<b>Time period:</b>	<b>JAN/DEC</b>		
<b>Exports for</b>	<b>2002</b>		<b>2003</b>
U.S.	443	U.S.	231
Others		Others	
China	8573	China	11491
New Zealand	1222	New Zealand	1845
EU	1062	EU	1085
Russia	616	Russia	1129
Japan	360	Japan	219
<b>Total for Others</b>	11833		15769
<b>Others not listed</b>	266		614
<b>Grand Total</b>	12542		16614

**Table 19: Korean Ground fish Production  
(Metric Tons)**

Year	Deep-Sea	On/Off Shore	Total
1998	238,402	7,737	246,139
1999	155,269	5,660	160,929
2000	97,957	12,225	110,182
2001	213,056	6,496	219,552
2002	34,593	4,430	39,023
2003	28,464	57,864	32,894

Source: Statistical Yearbook of Ministry of Maritime Affairs and Fisheries 2004

**Table 20: Korean Import of Ground fish  
(Metric Tons)**

Species	H.S. Code	2002		2003	
		World	U.S.	World	U.S.
Cod, Fresh	0302.50.0000	1,810	175	2,262	105
Alaska Pollack, Fresh	0302.69.1000	17,254	0	18,228	0
Cod, Frozen	0303.60.0000	13,640	2,685	17,113	6,477
Hake, Frozen	0303.78.0000	2,173	0	1,715	0
Alaska Pollack	0303.79.1000	139,987	6,107	230,628	5,788
Rockfish(ocean perch)	0303.79.9070	10,188	1,262	5,407	666
Alaska Pollack, Dried	0305.59.3000	1,442	0	855	0
Total		186,494	10,229	276,208	13,036

Source: Statistical Yearbook of Foreign Trade 2003, Korea Customs Service

**Table 21: Korean Export of Ground Fish  
(Metric Tons)**

Species	H.S. Code	2002		2003	
		World	U.S.	World	U.S.
Cod, Fresh	0302.50.0000	0	0	0	0
Alaska Pollack, Fresh	0302.69.1000	39	39	3	3
Cod, Frozen	0303.60.0000	2,901	0	3,274	0
Hake, Frozen	0303.78.0000	2,013	123	1,951	0
Alaska Pollack	0303.79.1000	6,931	198	10,879	134
Rockfish (ocean perch)	0303.79.9070	565	0	394	0
Alaska Pollack, Dried	0305.59.3000	93	83	113	94
Total		12,542	443	16,614	231

Source: Statistical Yearbook of Foreign Trade 2003

## Surimi PSD Unit: Metric Ton

PSD Table									
Country:	Korea, Republic of								
Commodity:	Surimi								
		2003			2004			2005	
	Old	New	Old	New	Old	New	Old	New	
<b>Market Year Begin</b>		<b>01/2003</b>		<b>01/2004</b>		<b>01/2005</b>			
Beginning Stocks	0	0	0	0	0	0	0	0	
Total Production	5000	4,442	5000	4000	0	3500			
Intra-EC Imports	0	0	0	0	0	0	0	0	
Other Imports	95000	99349	100000	105000	0	110000			
TOTAL Imports	95000	99349	100000	105000	0	110000			
<b>TOTAL SUPPLY</b>	100000	<b>103791</b>	105000	<b>109000</b>	0	<b>113500</b>			
Intra-EC Exports	0	0	0	0	0	0	0	0	
Other Exports	1000	461	1000	500	0	500			
TOTAL Exports	1000	461	1000	500	0	500			
Domestic Consumption	99000	103330	104000	108500	0	113000			
Other Use/Loss	0	0	0	0	0	0	0	0	
TOTAL Utilization	99000	103330	104000	108500	0	113000			
Ending Stocks	0	0	0	0	0	0	0	0	
<b>TOTAL DISTRIBUTION</b>	100000	<b>103791</b>	105000	<b>109000</b>	0	<b>113500</b>			

Note: PSD Tables stand for Products Supply and Demand Tables

<b>Import Trade Matrix</b>			
<b>Country:</b>	Korea, Republic of		<b>Units: MT</b>
<b>Commodity:</b>	Surimi		
<b>Time period:</b>	JAN/DEC		
<b>Imports for</b>	<b>2002</b>		<b>2003</b>
U.S.	34733	U.S.	32512
Others		Others	
Vietnam	19,442	Vietnam	25,751
China	13710	China	15843
Thailand	12903	Thailand	13333
Canada	4105	Canada	3461
Malaysia	3665	Malaysia	3643
India	2639	India	3181
<b>Total for Others</b>	56464		65212
<b>Others not listed</b>	1039		1625
<b>Grand Total</b>	92236		99349

Source: Statistical Yearbook of Foreign Trade 2003

#### Export Trade Matrix

<b>Country:</b>	Korea, Republic of		<b>Units: MT</b>
<b>Commodity:</b>	Surimi		
<b>Time period:</b>	JAN/DEC		
<b>Exports for</b>	<b>2002</b>		<b>2003</b>
U.S.	0	U.S.	20
Others		Others	
China	125	China	375
Vietnam	47	Russia	41
		Japan	25
<b>Total for Others</b>	172		441
<b>Others not listed</b>	2		0
<b>Grand Total</b>	174		461

Source: Statistical Yearbook of Foreign Trade 2003

**Table 22: Korean Surimi Production  
(Metric Tons)**

Year	On/Off Shore	Deep-Sea	Total
1998	14,769	15,668	30,437
1999	14,693	18,303	32,996
2000	7,326	3,327	10,653
2001	5,095	0	5,095
2002	5,487	0	5,487
2003	4,442	0	4,442

Source: Statistical Yearbook of Ministry of Maritime Affairs and Fisheries 2004

**Table 23: Korean Import of Surimi  
(Metric Tons)**

Species	H.S. Code	2002		2003	
		World	U.S.	World	U.S.
Alaska Pollack	0304.90.1010	29,817	29,569	28,916	27,915
Others	0304.90.1090	62,419	5,164	70,433	4,595
Total		92,236	34,733	99,349	32,512

Source: Statistical Yearbook of Foreign Trade 2003, Korea Customs Service

**Table 24: Korean Export of Surimi  
(Metric Tons)**

Species	H.S. Code	2002		2003	
		World	U.S.	World	U.S.
Alaska Pollack	0304.90.1010	51	0	205	20
Others	0304.90.1090	123	0	256	0
Total		174	0	461	20

Source: Statistical Yearbook of Foreign Trade 2003, Korea Customs Service

Table 25: Fishery Products Strategic Indicator Table

Korea		Previous Year Situation	Current Year Situation	Next Year Expectations	5 Year Projections/ Expectations
U.S. Competitive Position	Measurement *				
U.S. Access Relative to Rest of World- Non-Tariff Measures (NTM)	Worse, equal, or better (choose one)	Equal	equal	equal	equal
U.S. Access Relative to Rest of World – Tariffs	Higher, equal, or lower (choose one)	equal	equal	equal	equal
Presence of Marketing Programs (domestic and 3rd country) versus U.S. programs	More aggressive, about the same, or less aggressive (select one)	same	same	same	same
U.S. Prices Relative to Domestic and 3rd Country Prices	Higher, equal, or lower (choose one)	higher	higher	higher	higher
U.S. Market Share (3 Year. Average)	Percent	8.2	8	8	9
Per Capita Consumption of All Fishery Products	Kg per person	36	36	37	337
Per Capita Consumption of animal proteins (excluding fishery products)	Kg per person	10.2/a	10.5	10.5	11
Percent of population with refrigerators	Percent	100	100	100	100
Percent of fishery product sales at supermarkets	Percent	6.4/b	6.5	7	7
Percent of total food sales at supermarkets	Percent	76	77	77	77
Percent of animal protein sales at supermarkets (excluding fishery products)	Percent	26.5/c	27	27	27
Percent of fishery sales at HRI establishments	Percent	NA	NA	NA	NA
Percent of Fishery sales at conventional/open markets	Percent	33/d	33	33	32

/a Statistics are for year 2002, most up-to-date data

/b Percent at one of supermarket chain stores companies in 2003

/c Percent (estimated) at one of supermarket chain stores companies in 2003

/d Figures surveyed in 2001

**SECTION IV. KEY CONTACTS AND FURTHER INFORMATION**

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