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Korea - Republic of

Citrus Annual

PS&D and Trade Update for MY 2013/14

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Report Highlights:

Total citrus production for MY 2013/14 is forecast at 645,000 tons, 3.3 percent lower than the 667,000 MT of MY 2012/13. However, a higher quality crop is expected due to increased sugar content of the crop. Winter Unshu orange and late varieties production is forecast at 90,000 tons in MY 13/14, 7.2 percent of total citrus production. Unshu exports are forecast at 5,000 tons in MY13/14, 1,300 tons higher than MY12/13 due to more farms joining the export support program and the result of an EPA-established tolerance level for Mancozeb, a fungicide. Meanwhile, fresh orange imports are expected to remain at 150,000 tons in MT 13/14 due to stagnant consumer demand.

Production

In marketing year (MY) 2013/14, total citrus production on the Korean island of Jeju is forecast at 645,000 tons, 3.3 percent lower than the 667,000 MT of MY 2012/13. The reduction is mainly due to the cyclical “bumper-bust” pattern as a result of the bumper crop year in MY 12/13. However, industry forecasts the quality of 13/14 crops will be higher than the prior marketing year due to little or no significant damage from typhoons during the summer season, and about 50 days of drought during the fruit growing period (September-October) increased the sugar content of the crop. Although the cultivated area for Jeju citrus is expected to decrease continuously, production is expected to increase slightly in the coming years with improved farming techniques such as an increased ratio of organic versus chemical fertilizers and timely disease and pest control.

The production of winter unshu orange and late varieties is forecast to increase in MY 13/14 due to an increase in cultivated area of these varieties. In MY13/14, the production of winter Unshu orange and late varieties are forecast at 90,000 tons, which amounts to 7.2 percent of total Jeju citrus production. The production has increased 82 percent since MY 07/08 from 49,500 tons. The increase of winter Unshu orange and late varieties production is due to the shift from open field production to rain shelter greenhouse in order to cope with the market opening for imported fruits. Particularly, about 20 billion won (US\$ 18.8 million) of annual FTA support funds helped the farming shift in the Jeju citrus industry.

In MY 12/13, Jeju citrus production reached 667,000 tons, which is much higher than the forecast in 2012. Because no typhoon damage during the summer season and ample sunlight during the fruit growing season in autumn, a bountiful harvest resulted in a bumper crop year. Additionally, the increased production of late varieties and winter Unshu coupled with the good harvest in MY 12/13.

About 50 days of drought during the crop growing period after the monsoon season in MY13/14 created a high quality crop, while conversely this led to smaller fruit generally not acceptable for retail sale. In MY 13/14, the utilization of Unshu oranges for tangerine concentrate production is forecast at 65,000 tons, which amounts to only 10 percent of total citrus production and this represents a lower than average level volume (90,000 tons – 110,000 tons) in past years. The reduction in Unshu orange utilization for concentrate for MY 12/13 and MY 13/14 is a result of due to a reduced production of big size fruit for the past two years, and more farmers want to sell their quality fresh citrus in the retail market.

In MY 12/13, the utilization of Unshu oranges for concentrate production was approximately 56,000 tons, which is about 46 percent lower than the 103,000 tons in MY 11/12 due to increased sales in the market for quality crops and reduced production of big size fruit.

As an increase of direct sales between producer and consumer including internet sales, sales volume in “other” distribution channels (includes exports and military consumption) increased to 180,738 tons in MY 12/13, which is 59 percent higher than the 113,329 tons in the previous season. In MY 13/14, the “other” consumption volume is expected to be similar to MY 12/13 at 180,000 tons.

Consumption

As a result of reduced supply in imported fruits including bananas and kiwis with increased prices, the sales of domestic fruits (apple, pears and tangerines) are expected to increase in MY 13/14. Although total Jeju citrus production is expected to decrease slightly to 645,000 tons in MY 13/14, Unshu orange price is expected to increase due its improved quality (sugar content), as well as increased prices for imported fruit in the market.

FTA transition Fund

The FTA fund has allocated 22.1 billion won (US\$ 20.8 million) for 2014, which is 2.8 billion lower than the previous year. The FTA fund will be used for crop quality improvement and to build infrastructure, such as packing houses and installation of rain shelter greenhouses.

Greenhouse Citrus Production

In MY 13/14 season, Unshu orange greenhouse production is forecast at 20,000 tons, which is a similar production level of the previous season at 19,963 tons. The Jeju citrus industry estimates the 20,000 tons of greenhouse citrus is an appropriate level during the summer season following the completion of the open field Unshu orange harvest.

Trade

Unshu orange exports are expected to increase slightly to 5,000 tons in MY 13/14 season, which is about 1,300 tons higher than MY12/13 due to an increasing number of farms joining the export support program provided by the Jeju provincial government. As of result of an established tolerance level for Mancozeb by the Environmental Protection Agency (EPA) in July 2013, the export volume to the US market is also expected to grow gradually in the coming years.

Fresh orange imports are expected to remain at 150,000 tons in MY 13/14 due to stagnant demand by consumers who are looking for new imported fruits rather than the typical imported fruits like oranges, bananas, pineapples, etc. In addition, as of result of two consecutive years of good harvests of local fruits with improved quality (higher sugar content) than past years, demand for domestic fruits is expected to increase accordingly in MY 13/14. In MY 11/12, fresh orange imports from the U.S. increased to 173,455 tons due to poor domestic fruit production and tariff reduction under the KORUS FTA. However, many importers suffered losses because market prices were lower than import prices. Therefore, in MY 12/13, the import volume decreased to 152,415 tons which is 12 percent lower than the previous year.

For fresh lemon imports in MY 12/13, Korea imported 12,408 tons, 20 percent higher than the 10,352 tons in MY 11/12 season. U.S. fresh lemon imports amounts to 91 percent of total import volume. Industry estimates the increase is due to lemonade sales increase during the summer season and a steady increase in demand in the HRI sector for supplementing materials usage. For grapefruit imports, Korea imported 11,363 tons of fresh grapefruits in MY 12/13 and the U.S. ranked first with a 77 percent share, followed by Israel with 17 percent and South Africa with 7 percent.

Frozen Concentrated Orange Juice (FCOJ) Market Situation

Korea's frozen concentrated orange juice (FCOJ) imports are expected to remain at 23,000 tons in MY 13/14 season, which is a similar level to MY 12/13 at 22,817 tons. However, Korea's demand for FCOJ has been decreasing in the past years due to consumer demands for various drinks including coffee, mineral water, and

sports drinks. As a result of tariff elimination for U.S. FCOJ under the KORUS FTA, the import of FCOJ from Brazil shifted to U.S. origin in MY 12/13 with an 83 percent share of 19,418 tons, while FCOJ imports from Brazil dropped significantly by 98 percent to 271 tons from 13,944 tons in MY 11/12. In MY 12/13 the total imports of FCOJ dropped slightly to 22,817 tons, 5.3 percent lower than the previous year, however U.S. FCOJ amounted to 83 percent of market share compared to 26 percent in MY 11/12. The FCOJ market is expected to reduce gradually or stagnate in the coming years because of consumer demands for various drink products, while demand for premium juice products, such as freshly squeezed orange juice is still expected to increase gradually.

Tangerines/Mandarins, Fresh

[illegible]

Oranges, Fresh

Oranges, Fresh Korea, Republic of	2011/2012		2012/2013		2013/2014	
	Market Year Begin: Oct 2011		Market Year Begin: Oct 2012		Market Year Begin: Oct 2013	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	0	0	0	0		0
Area Harvested	0	0	0	0		0
Bearing Trees	0	0	0	0		0
Non-Bearing Trees	0	0	0	0		0
Total No. Of Trees	0	0	0	0		0
Production	0	0	0	0		0
Imports	173	173	155	152		150
Total Supply	173	173	155	152		150
Exports	0	0	0	0		0
Fresh Dom. Consumption	173	173	155	152		150
For Processing	0	0	0	0		0
Total Distribution	173	173	155	152		150

HECTARES, 1000 TREES, 1000 MT

Orange Juice

Orange Juice Korea, Republic of	2011/2012		2012/2013		2013/2014	
	Market Year Begin: Oct 2011		Market Year Begin: Oct 2012		Market Year Begin: Oct 2013	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Deliv. To Processors	102,899	102,933	85,000	55,814		65,000
Beginning Stocks	2,077	2,077	1,911	1,911		1,622
Production	8,232	8,235	6,800	4,465		5,200
Imports	24,084	24,084	24,000	22,817		22,000
Total Supply	34,393	34,396	32,711	29,193		28,822
Exports	116	116	110	166		120
Domestic Consumption	32,366	32,369	30,739	27,405		27,101
Ending Stocks	1,911	1,911	1,862	1,622		1,601
Total Distribution	34,393	34,396	32,711	29,193		28,822

MT

Production

Korea: Citrus Production Situation 1/

Year	Area (HA)	Production (MT)	Farm Household	Gross Income (Mil.won)
2004	22,048	595,591	31,233	610,400
2005	21,430	661,992	30,659	600,639
2006	21,382	631,324	30,747	660,288
2007	20,965	747,376	31,005	431,883
2008	20,937	592,160	31,027	631,325
2009	20,898	741,014	31,200	601,113
2010	20,747	568,478	30,905	668,484
2011	20,608	588,054	30,797	764,158
2012	20,595	668,610	31,070	801,175
2013 2/	20,600	645,000	N/A	N/A

1/ Calendar year basis including greenhouse

2/ Preliminary forecast by FAS Seoul

Source: Jeju Provincial Government

Korea: Citrus Utilization (Unit: MT)

Year	Total	Fresh	Processing	Other 1/
2004	595,591	415,338	100,517	79,736
2005	661,992	491,260	125,343	45,389
2006	631,324	450,087	109,496	71,747
2007	747,376	513,746	138,782	94,948
2008	592,160	427,669	88,664	75,827
2009	741,014	519,423	123,551	98,040
2010	568,478	385,456	81,117	101,905
2011	588,054	371,826	102,899	113,329
2012	668,610	432,274	55,598	180,738

1/ Other – including exports, military consumption and consumption within Jeju island

Source: Jeju Provincial Government

Korea: Citrus Summer Greenhouse Production Situation

Year	Area (HA)	Production (MT)	Gross Income (Mil. Won)	Household	Price (Won/Kg)
2004	430	25,903	68,604	1,323	2,648
2005	409	23,751	65,905	1,227	2,775
2006	352	20,341	63,202	1,051	3,107
2007	359	22,895	78,013	1,048	3,407
2008	313	22,356	71,941	954	3,218
2009	304	22,636	72,445	912	3,200
2010	312	21,602	74,507	929	3,449
2011	295	21,807	70,818	867	3,247
2012	285	19,963	65,719	843	3,292
2013 1/	285	20,000	N/A	N/A	N/A

1/ Preliminary forecast by FAS Seoul

Source: Jeju Provincial Government & Korea Rural Economic Institute

Korea: Purchasing Price of Processing Tangerine Oranges (Korean Won/kg)

Year	Price
2005	100
2006	100
2007	80
2008	80
2009	80
2010	120
2011	140
2012	160
2013	160

Source: Jeju Citrus Growers' Cooperative

Korea: Citrus Production as Ratio to Total Fruit Production (Unit: 1,000 MT, Ratio: Percent)

Year	Total Fruits	Citrus	Ratio
1998	2,022	544	26.9
1999	2,229	639	28.0
2000	2,249	564	23.0
2001	2,284	646	28.0
2002	2,418	789	32.0
2003	2,275	632	27.0
2004	2,411	584	24.0
2005	2,593	638	24.0
2006	2,504	620	24.0
2007	2,750	777	28.0
2008	2,698	636	23.6
2009	2,881	753	26.1
2010	2,489	615	24.7
2011	2,458	681	27.7
2012	2,374	692	29.1

Source: Korea Statistical Information Service

Korea: Total Fruits and Citrus Per Capita Consumption

Year	Total Fruits	Total Tangerine 1/
2004	58.8 Kg	12.0 Kg
2005	62.7 Kg	13.1 Kg
2006	62.2 Kg	12.7 Kg
2007	67.9 Kg	16.0 Kg
2008	65.5 Kg	13.0 Kg
2009	67.7 Kg	15.4 Kg
2010	62.4 Kg	12.6 Kg
2011	62.4 Kg	13.6 kg
2012	61.8 Kg	13.9 Kg

1/Including imported oranges

Source: Ministry for Food, Agriculture, Forestry, and Fisheries

Tariff

Korea: Import Quota and Tariff for Fresh Orange (Unit: MT, %)

Year	Quota	In-quota Tariff	Out-quota Tariff
2004	57,020	50	50
2011	N/A	50	50
2012	N/A	50	50
2013	N/A	50	50
2014	N/A	50	50

Korea: Import Quota and Tariff for Other Citrus (Unit: MT, %)

Year	Quota	In-quota Tariff	Out-quota Tariff
2004	2,097	50	144
2011	2,097	50	144
2012	2,097	50	144
2013	2,097	50	144
2014	2,097	50	144

1/ HS 0805.20.1000, HS 0805.20.9000, HS0805.50.2020, HS 0805.90.0000

Import Quota under the KORUS FTA (Unit: MT, %)

HSK 10	Description	Base Rate	2012	2013	2014
0805100000	Oranges				
March1 – end Aug		50	30	25	20
Sept 1 – end Feb					
TRQ (MT)			2,500	2,575	2,652
In-quota Rate			0	0	0
Out of Quota Rate		50	50	50	50

Note: After year 5, the in-quota quantity increases by 3% per year, compounded annually.

Korea: Monthly Orange Imports
(Unit: MT)

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'13	8,205	13,059	53,124	51,630	13,265	1,680	1,450	1,589	2,816	2,627	-	-
'12	6,876	27,475	55,741	50,731	16,350	3,582	2,801	2,613	2,175	1,515	952	3,131
'11	7,005	17,580	45,113	43,219	14,679	2,622	2,467	2,007	2,158	1,928	1,136	2,047
'10	4,854	9,083	29,267	39,841	14,309	3,201	976	1,061	2,252	1,314	1,166	2,734
'09	2,481	65,76	17,739	26,473	9,541	1,232	164	889	2,486	1,751	85	1,804
'08	9,266	14,334	34,660	30,565	8,416	1,974	1,438	1,067	2,281	2,593	218	1,075
'07	12,020	9,768	15,867	21,076	5,120	486	1,788	1,714	1,557	889	1,201	6,166

Source: Korea Customs Service & Korea International Trade Association

Trade Matrix

Import Matrix for Oranges

Import Trade Matrix				
Country: Korea				
Commodity: Orange (HS 0805.10)			Unit: MT & U\$1,000	
Imports from	MY 2011/12 (Oct. 11 – Sep. 12)		MY 2012/13 (Oct. 12 – Sep. 13)	
Country	Volume	Value	Volume	Value
U.S.	165,543	208,864	146,591	186,725
Others				
South Africa	2,240	2,416	2,302	2,569
Australia	1,590	2,374	609	973
Spain	230	285	217	245
Chile	3,852	5,436	2,648	3,603
Other	0	0	48	35
Total for Others	7,912	10,511	5,824	7,425
Grand Total	173,455	219,375	152,415	194,150

Source: Korea International Trade Association

Import Matrix for Lemon

Import Trade Matrix				
Country: Korea				
Commodity: Lemon (0805.50.10)			Unit: MT & U\$1,000	
Imports from	MY 2011/12 (Oct. 11 – Sep. 12)		MY 2012/13 (Oct. 12 – Sep. 13)	
Country	Volume	Value	Volume	Value
U.S.	8,715	13,793	11,279	19,476
Others				
Chile	1,631	2,314	1,130	1,722
Other	6	20	1	2
Total for Others	1,637	2,334	1,129	1,724
Grand Total	10,352	16,127	12,408	21,200

Source: Korea International Trade Association

Import Matrix for Grapefruit

Import Trade Matrix				
Country: Korea				
Commodity: Grapefruit (0805.40)			Unit: MT & U\$1,000	
Imports from	MY 2011/12 (Oct. 11 – Sep. 12)		MY 2012/13 (Oct. 12 – Sep. 13)	
Country	Volume	Value	Volume	Value
U.S.	9,190	11,972	8,599	10,720
Others				
Israel	1,075	1,485	1,920	2,453
S. Africa	0	0	844	921
Total for Others	1,075	1,485	2,764	3,374
Grand Total	10,265	13,457	11,363	14,094

Source: Korea International Trade Association

Export Matrix for Korean Tangerines

Export Trade Matrix				
Country: Korea				
Commodity: Tangerine (HS 0805.20.10/20/90)			Unit: MT & U\$1,000	
Exports to	MY 2011/12 (Oct. 11 – Sep. 12)		MY 2012/13 (Oct. 12 – Sep. 13)	
Country	Volume	Value	Volume	Value
U.S.	448	819	485	1,430
Others				
Russia	1,229	830	480	366
Canada	543	444	727	656
Japan	0	2	0	3
Hong Kong	77	105	178	234
Guam	41	51	7	68
Indonesia	48	77	1	10
Malaysia	8	16	0	0
United Kingdom	0	0	1,501	2,226
Mongolia	51	73	87	150
Singapore	54	69	139	194
Others	368	485	58	42
Total for Others	2,419	2,152	3,178	3,949
Grand Total	2,867	2,971	3,663	5,379

Source: Korea International Trade Association

Import Matrix for FOJC

Import Trade Matrix				
Country: Korea				
Commodity: FOJC (2009.11/12/19)			Unit: MT & US\$1,000	
Imports from	MY 2011/12 (Oct. 11 – Sep. 12)		MY 2012/13 (Oct. 12 – Sep. 13)	
Country	Volume	Value	Volume	Value
U.S.	6,280	20,534	19,418	51,659
Others				
Brazil	13,944	36,131	271	708
Australia	472	770	439	763
Israel	1,696	3,903	201	440
Greece	561	1,127	1,164	2,391
Canada	24	109	36	150
U.K.	57	127	76	152
Taiwan	231	950	149	596
Italy	23	69	51	127
Other	796	2,080	1,012	1,590
Total for Others	17,804	45,266	3,399	6,917
Grand Total	24,084	65,800	22,817	58,576

Source: Korea International Trade Association

Export Matrix for FOJC

Export Trade Matrix				
Country: Korea				
Commodity: FOJC (2009.11/12/19)			Unit: MT & U\$1,000	
Exports to	MY 2011/12 (Oct. 11 – Sep. 12)		MY 2012/13 (Oct. 12 – Sep. 13)	
Country	Volume	Value	Volume	Value
U.S.	17	18	16	17
Others				
Japan	50	70	0	0
Indonesia	2	3	0	0
Israel	0	0	0	0
PRC	0	0	55	81
UAE	0	1	0	0
Singapore	0	0	0	0
Hong Kong	2	3	2	3
Canada	0	0	64	70
Philippines	3	5	0	0
Mongolia	16	17	6	4
Other	26	92	23	66
Total for Others	99	191	150	224
Grand Total	116	209	166	241

Source: Korea International Trade Association

Korea: Monthly Average Foreign Exchange Rate (Unit: Korean Won/1U\$)

Month	2011	2012	2013
January	1120.07	1145.85	1065.35
February	1118.14	1123.35	1086.68
March	1122.45	1125.90	1102.20
April	1086.84	1135.55	1121.83
May	1083.54	1154.27	1110.67
June	1081.27	1165.51	1135.21
July	1059.50	1143.36	1127.23
August	1073.17	1131.69	1116.98
September	1118.61	1124.78	1087.35
October	1155.45	1106.93	1066.80
November	1132.31	1087.52	-
December	1147.45	1076.97	-

Source: Korea Industrial Bank
Price Table

Price

Korea: Average Wholesale Prices for Regular Unshu (tangerines) (Unit: Korean Won per 10 Kilogram)

Month	High Quality		Medium Quality	
	2012	2013	2012	2013
Jan.	21,450	16,600	17,330	13,582
Feb.	40,838	18,232	34,219	15,021
Mar.	57,350	16,908	47,063	13,738
April - September: N/A				
Oct.	-	23,533	-	18,378
Nov.	16,964	20,467	13,555	16,086
Dec.	16,326	-	13,179	

Source: Agricultural & Fishery Marketing Corporation Korea: Average Wholesale

Prices for Greenhouse Tangerine, Nationwide (Unit: Korean Won per Kilogram)

Month	2012	2013
May	8,331	7,880
Jun.	6,913	6,484
Jul.	4,376	5,523
Aug.	4,386	5,624
Sep.	4,460	5,237
Oct.	2,538	3,187
Nov.	2,252	1,962

Source: Jeju Special Self-Governing Province Citrus Marketing & Shipping Association

Korea: Average Retail Prices for Regular Unshu (tangerines), Nationwide
(Unit: Korean Won per 10 Fruits, Approximately 100 gram per fruit)

Month	Year	2011	2012	2013	% Change from the previous year
Jan		2,715	2,655	2,514	-5.3
Feb		2,839	4,087	2,571	-37.1
Mar		2,870	5,879	3,238	-44.9
Oct		2,877	-	2,863	-
Nov		2,655	2,493	2,699	8.3
Dec		2,483	2,402	-	-

Prices for high quality

Source: Agricultural & Fishery Marketing Corporation

Korea: Average Retail Prices for Imported Oranges, Nationwide
(Unit: Korean Won per 10 Fruits)

Month	Year	2011	2012	2013	% Change from the previous year
Jan		10,550	10,313	10,154	-1.5
Feb		9,380	10,270	9,713	-5.4
Mar		9,268	10,141	9,180	-9.5
Apr		9,311	8,942	9,075	1.5
May		8,759	8,944	9,689	8.3
Jun		9,554	8,988	9,769	8.7
Jul		9,318	-	-	-
Aug		-	-	-	-
Sep		10,424	11,453	-	-
Oct		11,284	11,688	12,470	6.7
Nov		11,542	11,025	11,172	1.3
Dec		11,634	10,949	-	-

Prices for high quality

Source: Agricultural & Fishery Marketing Corporation

Korea: Average Wholesale Prices for Imported Oranges
(Unit: Korean Won per 18 Kilogram box)

Month	High Quality		Medium Quality	
	2012	2013	2012	2013
Jan.	55,200	49,091	50,190	44,000
Feb.	57,352	44,484	52,352	39,168
Mar.	52,695	42,980	48,076	37,910
Apr.	42,420	43,455	38,030	37,964
May	43,876	44,019	39,553	38,219
Jun.	48,200	43,169	44,000	37,508
Jul.	-	-	-	-
Aug.	-	-	-	-
Sep.	54,514	-	49,743	-
Oct.	56,257	-	51,305	-
Nov.	56,109	49,238	51,082	44,657
Dec.	57,472	-	52,432	

Source: Agricultural & Fishery Marketing Corporation

Korea: Wholesale Prices for Domestic & Imported Navel
(Unit: Korean Won per Kilogram)

Month	Imported Navel 1/		Korean Orange 2/	
	2012	2013	2012	2013
Jan.	3,067	2,727	7,765	6,700
Feb.	3,186	2,471	6,346	6,761
Mar.	2,928	2,388	6,427	6,312
Apr.	2,357	2,414	6,484	7,606
May	2,438	2,446	5,174	8,142
Jun.	2,678	2,398	4,447	-

1/ High quality navel oranges

2/ 1st Grade Hallabong variety
Source: Garak Wholesale Market

Korea: Average Auction Prices for Imported Lemon
(Unit: Korean Won per 18 Kilograms Box)

Month	High Quality		
	2011	2012	2013
Jan.	-	55,000	42,240
Feb.	45,643	55,600	37,441
Mar.	45,019	62,653	34,399
Apr.	40,625	56,987	41,097
May	43,327	46,619	45,523
Jun.	49,440	44,712	50,626
Jul.	49,375	44,635	47,285
Aug.	47,574	37,981	51,490
Sep.	48,739	34,240	48,084
Oct.	49,038	32,200	-
Nov.	49,769	36,562	-
Dec.	51,889	43,006	-

Source: Garak Wholesale Market

Korea: Average Auction Prices for Imported Grapefruit
(Unit: Korean Won per 18 Kilograms Box)

Month	High Quality		
	2011	2012	2013
Jan.	41,000	32,543	38,000
Feb.	37,375	41,740	35,000
Mar.	38,375	45,746	-
Apr.	38,375	46,350	-
May	40,857	40,759	35,136
Jun.	27,778	39,538	33,429
Jul.	35,833	40,673	43,346
Aug.	32,833	40,000	34,198
Sep.	-	50,306	45,455
Oct.	-	51,000	-
Nov.	36,071	52,682	-
Dec.	35,667	41,154	-

Source: Garak Wholesale Market