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**Prepared By:** ATO Hong Kong Staff

**Approved By:** Jennifer Clever

**Report Highlights:**

In 2023, the Hong Kong economy grew 3.2 percent year-on-year, slower than the government's economic forecast. The economy has not fully returned to pre-pandemic levels due to weak domestic consumption and lagging challenges in the import and export trade. Last year, Hong Kong imports of global consumer-ready food products continued to fall, dropping 2.1 percent to \$20.5 billion compared to 2022, and reaching only 86 percent of total global imports in 2019. As of the first quarter of 2024, Hong Kong's economy grew 2.7 percent year-on-year. The return of 34 million international visitors in 2023 has contributed to the economic recovery, allowing it to catch up to 60 percent of the tourism level in 2019. Notably, the United States continues to hold its position as the third-largest supplier of consumer-oriented food products to Hong Kong.

## Market Fact Sheet: Hong Kong

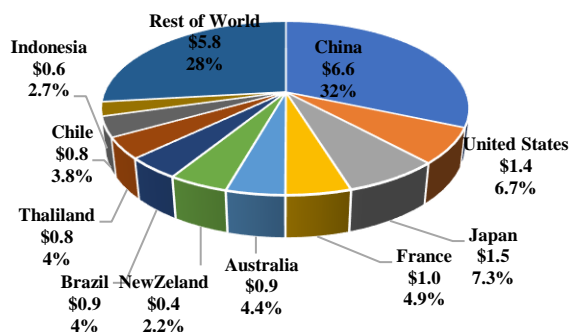
### Executive Summary

Hong Kong has a population of 7.5 million. In 2023, its per capita GDP was \$50,030, 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. Due to limited arable land, around 95 percent of food in Hong Kong is imported. In 2023, Hong Kong's total imports of agricultural and related products grew 0.6 percent to \$24.1 billion.

### Imports of Consumer-Oriented Agricultural

Hong Kong imports of consumer-oriented agricultural products dropped 2.1 percent to \$20.5 billion in 2023, accounting for 84 percent of total agricultural imports. The top ten imports were seafood, fresh fruit prepared food, beef, non-alcoholic beverages, dairy, wine, poultry, pork, and bakery products. China, Japan, the United States, and France were the top four suppliers.

**Hong Kong Imports of Consumer Oriented Agricultural Products 2023 (Billion USD)**



### Food Processing Industry

Land is limited and extremely expensive in Hong Kong. Therefore, the local food processing sector is small. In 2023, global imports of bulk products dropped 6.9 percent to \$347 million and represented 1.4 percent of total agricultural imports. Imports of intermediate agricultural commodities was \$2.7 billion, representing 11.1 percent of overall agricultural imports.

### Food Retail Industry

In 2023, Hong Kong's retail food sales remained stable at \$12.1 billion. The Hong Kong food retail market is made up of supermarkets, convenience stores, and traditional markets. Supermarkets account for over 60 percent of retail food sales. There are over 700 supermarkets, 1,300 convenience stores, and nearly 100 traditional markets in Hong Kong, making food shopping very convenient.

### Food Service Industry

The Hong Kong HRI food service market is made up of hotels, restaurants, and institutions, with most food and beverages sold at restaurants. In 2023, Hong Kong's restaurant receipts increased 27 percent to \$14 billion. There are over 12,800 restaurants in Hong Kong.

#### Quick Facts CY 2023

#### Global Imports of Consumer-Oriented Ag. Products

\$20.5 billion (dropped 2.1 percent from CY 2022)

#### Top Growth of Consumer-Oriented Ag. Imports

Distilled spirits, prepared food, seafood, non-alcoholic, chocolate, candy, processed vegetables, spices, poultry, and eggs.

#### Food Industry by Channels

Consumer-Oriented Ag. Products:

- Gross imports \$20.5 billion
- Re-exports \$7.4 billion
- Retained imports \$13.0 billion
- Retail food sales \$12.1 billion
- Restaurant receipts \$14.0 billion

#### GDP/Population

Population: 7.5 million  
GDP per capita: \$50,030

#### Strengths/Weaknesses/Opportunities/Challenges

<i>Strengths</i>	<i>Weaknesses</i>
<ul style="list-style-type: none"> <li>- Large and free market with affluent customers.</li> <li>- U.S. products are perceived as high-quality.</li> </ul>	<ul style="list-style-type: none"> <li>- Cost of shipment from the U.S. is high.</li> <li>- Hong Kong importers' order size tends to be smaller than other export destinations.</li> </ul>
<i>Opportunities</i>	<i>Challenges</i>
<ul style="list-style-type: none"> <li>- Hong Kong customers welcome innovative and healthy products.</li> <li>- Hong Kong is a major trading hub for Asia.</li> </ul>	<ul style="list-style-type: none"> <li>- Keen competition in the market, stronger U.S. dollar makes U.S. products less price competitive.</li> <li>- Local residents' new consumption trend to shop and dine in mainland China</li> </ul>

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

## SECTION I. MARKET OVERVIEW

Tourism, one of Hong Kong's economy pillars, saw a positive return of international visitors in 2023. Most visitors come from mainland China and Southeast Asian markets. Throughout 2023, Hong Kong hosted 34 million travelers.<sup>1</sup> This figure continued to climb in the first five months of 2024, growing 80 percent to 18 million visitors. Despite this growth, the number of visitors still falls short of the pre-pandemic yearly average of 50-60 million tourists. To assist the recovery of the tourism industry, the government initiated various mega events to attract international visitors. However, since the reopening of the city's international borders in early 2023, Hong Kong residents continue to regularly cross the border into mainland China to dine and shop. This long-lasting consumer trend, the sluggish return of international visitors, and other factors continue to challenge the city's economic revival.

In 2023, Hong Kong's global imports of food and agricultural related products remained stable at \$24 billion. In the first four months of 2024, global imports increased 0.7 percent to 8.2 billion. In 2023, U.S. exports of agricultural and related products to Hong Kong ended a four-year slump and bounced back to \$1.5 billion. From January to April 2024, U.S. exports increased by 14.5 percent year-on-year.

In 2023, Hong Kong's GDP per capita was \$50,030, one of the leading GDP per capita in Asia,<sup>2</sup> the Hong Kong economy is expected to grow further in 2024. Real GDP is forecast to grow between 2.5-3.5 percent in 2024, after growing 3.2 percent in 2023. In addition to being an open and dynamic market, Hong Kong is also an important trading hub where buyers make purchasing decisions for a vast range of consumer-ready 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.

In 2023, U.S. exports bounced back after four years of consecutive drops, following the return of economic activity in Hong Kong after the pandemic. U.S. exports grew 16.5 percent year-on-year to \$1.5 billion. Hong Kong is the fourteenth largest export destination for U.S. agriculture related products. Top U.S. export categories include beef, tree nuts, seafood, prepared food, fresh fruit, wine, poultry meat, eggs, processed vegetables, and pork.<sup>3</sup>

Due to land constraints, local agricultural production in Hong Kong is minimal. As a market that imports 95 percent of its local food needs, Hong Kong welcomes foods from around the world. For the most part, the city's food import regime remains autonomous, transparent, and predictable. Food and beverage products are imported to Hong Kong without tax or duty except for four commodities, namely liquors, tobacco, hydrocarbon oil, and methyl alcohol. For more information on Hong Kong food import regulations, please refer to [GAIN Report HK2023-0024](#).

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

<sup>2</sup> "Hong Kong Economy", Hong Kong Government

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

**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 remained \$1.4 billion, making it the tenth market for the United States in 2023.	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, Japan, and New Zealand.
Hong Kong is the gateway and trade hub where buyers make purchasing decisions for a vast range of consumer-oriented products that are transshipped to China and other parts of Asia.	Trend of Hong Kong residents flock to neighborhood mainland China for dining and shopping, the trend will continue impact the city’s retail and restaurant sectors
U.S. food and beverage products enjoy an excellent reputation among Hong Kong consumers, as these are renowned as high quality and safe.	Hong Kong labeling requirements and residue standards can impact trade. In addition, Hong Kong is moving from a systems approach to plant registration requirements for the importation of various products including red meats and poultry.
The wide range of U.S. product offerings can cater to diverse tastes and preferences among different segments of the Hong Kong market.	Competition in the Hong Kong market is keen, a stronger U.S. dollar will continue to lessen the competitiveness of U.S. foods.
Hong Kong is a quality and trend-driven market, middle to upper class consumers are willing to pay for new, unique, or premium products	The importance of Hong Kong as a transshipment point and buying center for regional markets is not widely known to U.S. exporters.

**SECTION II. EXPORTER BUSINESS TIPS**

**Importer Lists**

ATO Hong Kong can provide a list of importers to U.S. exporters. Please contact [Atohongkong@usda.gov](mailto:Atohongkong@usda.gov) for further information.

**Language**

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

## **Travel to Hong Kong**

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

## **Legal System**

Under the principle of “one country, two systems,” the Hong Kong Special Administrative Region’s legal system, which is different from that of mainland China, is based on common law, supplemented by written laws.

## **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, consumers are becoming more conscious about their well-being and are actively seeking innovative products that offer sustainable production, nutritional value, and convenience at a reasonable cost. With limited time to prepare meals, there is a rising demand for ready-to-cook and frozen options that provide quick and easy solutions for home cooking among the busy schedules of individual and dual income families. These products not only save time but also cater to consumers' desire for nutritious meals without compromising taste or quality. Moreover, consumers are increasingly interested in learning about the background of their food and production. Both retailers and restaurateurs are looking to develop more experiential shopping and dining experiences to lure back consumers.

## **SECTION III. IMPORT FOOD STANDARDS & REGULATIONS and IMPORT PROCEDURES**

Being a Special Administrative Region of China, Hong Kong maintains food and agricultural import regulations autonomous to those in mainland China. In Hong Kong, food intended for sale must be fit for human consumption as defined under the legal framework for food safety control in Part V of the [Public Health and Municipal Services Ordinance, Cap.132](#) and subsidiary legislation. Hong Kong draws reference from Codex and the World Organization for Animal Health (WHO) in the context of food safety standards and animal health standards in setting, or in lieu of, domestic regulations.

## **Labeling**

The sale of prepackaged food in Hong Kong must comply with the labeling requirements for name, ingredients, date, storage and use instructions, manufacturer information, weight, and nutrition. The marking or labeling of prepackaged food can be in either English or Chinese, or in both languages. If both languages appear in the labeling or marking of prepackaged food, the name of the food, nutritional labeling, and the list of ingredients must appear in both languages. However, the Hong Kong government accepts labeling stickers. There are many cases, particularly for small sales items, where U.S. products are imported into Hong Kong with U.S. labels, and then importers apply label stickers on the packaging to comply with Hong Kong’s food labeling requirements. At present, the Hong Kong government does not have regulations regarding the labeling of genetically engineered (GE) food

products. The government makes no distinction between conventional and GE foods in regulating food safety. For more details, please refer to GAIN Report: [Agricultural Biotechnology Annual](#).

Hong Kong does not have specific regulations for labeling organic products. The Hong Kong Organic Center allows products to carry their organic logos provided that they can fulfill the Center's certification requirements. Hong Kong allows the use of USDA organic labels.

Referencing the [Food and Agricultural Import Regulations and Standards Country Report published in 2023](#), a new requirement on the labeling of "hydrogenated oil" has taken effect on December 1, 2023. Any prepackaged foods that contain hydrogenated oils must include a reference to "hydrogenated oils" in their list of ingredients or the name of the oil must be identified as "hydrogenated" on the ingredient list. More details of the amendment can be found on [CFS website](#).

### **Certification**

The importation of meats, eggs, milk, and frozen confections are required to provide health certificates. The Center for Food Safety of the Food and Environmental Hygiene Department (FEHD) is responsible for issuing import licenses for these foods to Hong Kong importers. U.S. exporters need to provide health certificates to their importers so that they can obtain import licenses. In addition, the importation of seafood products that are eaten raw, such as oysters, require health certificates under administrative order. Other general food items can be imported to Hong Kong without certification.

### **Import Duties and Permits**

Hong Kong is a free port, imposing duties on only four products- liquor, tobacco, hydrocarbon oils, and methyl alcohol-which are also taxed domestically at the same rate. Local importers must apply for a license from the Hong Kong Customs and Excise Department for the importation of dutiable commodities. In addition, a licensed importer must apply for a permit for each and every consignment. The current duties are as follows:

Cigarettes per 1000 sticks: 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](#).

## New Facility Registration Requirements for Foreign Suppliers of Red Meat and Poultry

In the past, Hong Kong recognized system-based registration of foreign suppliers. However, since 2023, Hong Kong amended its import protocol for U.S. red meats and poultry, switching from a systems-based approach to requiring plant-by-plant registration. U.S. federally approved establishments that wish to export red meats and poultry to Hong Kong should follow the [constituent update](#) posted on USDA’s Food Safety and Inspection Service (FSIS) website on April 26, 2024. Starting January 1, 2025, only U.S. facilities that are registered under this new scheme will be allowed to export. Discussions on the process for adding new establishments after January 1, 2025, are still ongoing.

## SECTION IV. MARKET SECTOR STRUCTURE AND TRENDS

In 2023, Hong Kong’s retail food sales dropped 2.9 percent to \$12.2 billion. The Hong Kong food retail market is made up of supermarkets, convenience stores, and traditional markets.

**Table 2 – Food and Beverage Retail Sales in Hong Kong (Billion USD)<sup>4</sup>**

Channel	2019	2020	2021	2022	2023	Share (2023)	Growth (2022 vs 2023)
Supermarket/Dept Stores	7.18	7.89	7.33	7.88	7.32	61%	-7.08%
Other Outlets	5.49	4.79	4.67	4.67	4.86	39%	4.17%
Total	12.67	12.68	12	12.55	12.18	100%	-2.89%

There are over 700 supermarkets, 1,300 convenience stores,<sup>5</sup> and close to 100 traditional markets<sup>6</sup> in Hong Kong, making food shopping very convenient. “Supermarket/Department Stores” include sales of supermarkets, convenience stores, and food and beverage sections at department stores. These are the modern grocery outlets that provide consumers with convenient and high-quality options. In addition to groceries, these stores offer a more comprehensive shopping experience with increased offerings 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 proximity, established relationships, and perception that meat, fish, and produce in traditional shops are fresher.

Traditionally, Hong Kong consumers shop daily because of they prefer fresh food and limited storage space in their homes. Street market sales trend toward fresh foods while supermarkets dominate in processed, chilled, and frozen, high value-added, and canned food products. For more information on the Hong Kong Food Retail Sector, please refer to post’s latest Retail [GAIN report](#). After the reopening of China border in early 2023, Hong Kong residents have flocked to mainland China for shopping, including grocery products, and dining during weekend and holidays. More than 74 million trips were made by Hong Kong residents through border from May 2023 to April 2024.<sup>7</sup> This trend has a significant impact on the food and beverage sector and one of the main drivers hindering growth in total retail sales.

<sup>4</sup> Hong Kong Census and Statistics Department

<sup>5</sup> “Supermarkets in Hong Kong, China; Convenience Stores in Hong Kong, China”, Euromonitor International

<sup>6</sup> Hong Kong Food and Environmental Hygiene Department

<sup>7</sup> Hong Kong Census and Statistics Department

## Hotel Restaurant and Institute (HRI) Sector

### Hotels

There are 321 hotels providing more than 90,000 rooms for visitors to Hong Kong.<sup>8</sup>

### Restaurants

Hong Kong is home to a diverse culinary scene with more than 14,900 restaurants<sup>9</sup> catering to all tastes and budgets. The Michelin Guide 2024 stars 95 restaurants in Hong Kong and Macau, including seven three-starred establishments in Hong Kong, outnumbering the four three-starred restaurants in New York City and six in London.<sup>10</sup> In 2023, Hong Kong restaurant food and beverage purchases increased 23.4 percent to \$4.59 billion compared to 2022. Generated sales were estimated at \$14 billion, increased 21 percent from last year. The bounce back of tourism greatly supported the two-digit growth for the restaurant sector. Similarly, in the first quarter of 2024, restaurant receipts grew 2.3 percent to \$3.6 billion as the carting sector benefited from the recovery in visitor numbers.

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

	2021	2022	2023	Growth (22 vs 23)
Restaurant Receipts	11.9	11.1	14.0	21 percent
Restaurant Purchases	3.9	3.7	4.59	23.4 percent

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

### Institutions

Hong Kong's institutional foodservice sector consists of hospitals, residential care facilities, schools, prisons, and travel industry catering facilities. Many of these facilities, especially those operated by the government, purchase food supplies through tenders where price, quality, consistency, and stable supply matter. Experienced local importers are familiar with the process and requirements. For more information on the Hong Kong Food Service Sector, please refer to [GAIN Report](#).

### **Food processing Sector**

Local food processing is very limited in Hong Kong due to the high cost of land and labor resources. In January to May 2023, Hong Kong's domestic exports of processed food and beverages increased 19 percent to \$252 million year-on-year.<sup>11</sup> Locally produced key products include instant noodles, pasta, biscuits, pastries, cakes, and drinks. Other related activities include the canning, preserving and processing of seafood (fish, shrimps, prawns, and crustaceans), dairy products (fresh milk, yoghurt, and ice-cream), edible oils and seasonings. The processed food and beverages industry in Hong Kong largely centers on re-export activities. From January to May 2023, Hong Kong re-exports of processed food and beverage increased 22 percent to \$1.8 billion compared to the same period of 2022, mainland China is the major destination for re-exports.

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<sup>8</sup> Hong Kong Tourism Board, Hong Kong Hospitality Insights 2023 Overview & 2024 Outlook

<sup>9</sup> "Number of food services establishments," Hong Kong Census and Statistics Department 2022

<sup>10</sup> Michelin Guide 2024

<sup>11</sup> "Processed Food and Beverages Industry in Hong Kong" Hong Kong Trade Development Council (latest available data is May 2023)



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 mainland China. Processed food and beverages products not made in Hong Kong remain subject to rates according to China's tariff schedule. Processed food and beverages items must comply with Hong Kong rules of origin to be imported into China tariff-free. The rule of origin of individual products is determined by the manufacturing or processing operation. For example, milk and cream products are considered as "made in Hong Kong" when the manufacturing processes of mixing, freezing sterilization, and cooling are conducted in Hong Kong. The origin criteria for edible tree nuts are that the baking, seasoning, and/coating must take place in Hong Kong. In the case of ginseng, the principal manufacturing processes of cutting and grinding must be conducted in Hong Kong. More information on CEPA can be found here:

<http://www.tid.gov.hk/english/cepa/>.

Food ingredients are sourced both through direct import by food processors and through consolidators. Hong Kong traders and end-users tend to stay with suppliers with whom they have a relationship. While exporters would do well exploring all channels, patience and understanding are required to establish a relationship of trust before trading can begin.

## **Outlook for 2023/2024**

Hong Kong economy has been recovering in the aftermath of pandemic. In 2023, real GDP grew 3.2 percent, and grew 2.7 percent in the first quarter of 2024. The Hong Kong government projects that the city's economy will grow between 2.5-3.5 percent. In first quarter of 2024, Hong Kong global imports of consumer-ready food products rose slightly 0.7 percent to \$5.4 billion year-on-year. Similarly, restaurant receipts grew 2.3 percent to \$3.6 billion in first quarter of 2024 as the carting sector benefited from the recovery in visitor numbers. Chinese food and beverage brands have expanded their presence in Hong Kong, with sales at Chinese restaurant rising 34 percent in 2023. However, Hong Kong's visitor numbers are still below the pre-pandemic average of 50-60 million per year, with 34 million visitors in 2023.

Hong Kong residents continue to travel north to mainland China to shop and dine. Stronger logistics between Hong Kong and the Greater Bay Area (including railway, cross sea bridge, undersea tunnels, and new methods of payment), along with a strong Hong Kong dollar, continue to encourage daily travel to mainland. In 2023, Hong Kong residents, a population of 7.5 million people, made a total of 530 million trips to mainland China.<sup>12</sup> To boost the economy and consumption, the government has initiated a series of culture, sports, and tourism-related events in 2023 and 2024. These initiatives aim to promote inbound tourism through programs like "Hello Hong Kong;" encourage domestic consumption "Happy Hong Kong;" and revive the city's night life "Night Vibes Hong Kong." In addition, Mega events such as Art Basel Hong Kong, International Dragon Boat Races, and Hong Kong Rugby Seven, are designed to encourage more international visitors. The government has also announced over 100 events for the second half of 2024 and expects to generate \$5.5 billion for the local economy. However, the recovery has not been without its challenges. Restaurants and retailers are still dealing with labor shortages and a changing consumer landscape after the pandemic. Long term economic recovery will continue to depend on improvement in sectors such as housing and import and export business.

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<sup>12</sup> Hong Kong Census and Statistics Department

## Trends in Promotional/Marketing Strategies and Tactics

- Identify key players – ATO Hong Kong can provide lists of importers, distributors, commodity cooperators, and regional business groups to U.S. exporters.
- Explore business opportunity in ATO Hong Kong promotional activities – ATO’s annual U.S. Food & Beverage showcase, USDA endorsement trade shows, retail, and HRI promotions.
- 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, it is important to directly educate all stakeholders as to the features and benefits and background of your products.
- Stage menu promotions with major restaurant chains to restate benefits. Hong Kong consumers are increasingly interested in thematic dining and shopping. U.S. producers have great stories to tell, particularly on sustainable practices.
- 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 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 food, and depends on global sources to meet about 95 percent of its needs. Hong Kong imports of consumer-oriented agricultural products from all origins dropped 2 percent to \$20 billion in 2023.<sup>13</sup>

**Table 4 – Hong Kong Imports of Consumer-Oriented Ag. Products (2019-2023)<sup>1</sup>**

Partner Country	Calendar Year (Value: \$ million)					Growth	Growth
	2019	2020	2021	2022	2023	2022 vs 2023	2019 vs 2023
<b>_World</b>	<b>24,754.20</b>	<b>22,483.00</b>	<b>24,212.81</b>	<b>20,901.28</b>	<b>20,456.90</b>	<b>-2%</b>	<b>-17%</b>
China	4,985.92	5,054.08	5,772.46	6,099.45	6,634.91	9%	33%
Japan	1,349.95	1,461.70	1,687.04	1,555.50	1,482.21	-5%	10%
United States	3,382.98	2,162.26	1,913.77	1,534.75	1,427.15	-7%	-58%
France	1,178.64	990.94	1,202.13	951.38	1,032.30	9%	-12%
Thailand	1,222.52	1,534.33	1,572.14	1,201.47	986.63	-18%	-19%
Australia	1,145.71	1,012.56	1,191.00	813.72	935.33	15%	-18%
Brazil	1,998.23	1,976.81	1,633.43	877.77	869.82	-1%	-56%
Chile	1,436.31	1,286.79	1,898.02	1,617.10	808.72	-50%	-44%
New Zealand	672.32	540.51	616.80	506.40	472.21	-7%	-30%
Taiwan	319.60	329.09	375.64	396.03	431.92	9%	35%
<b>Total of Top 10 Partners</b>	<b>17,692.19</b>	<b>16,349.06</b>	<b>17,862.43</b>	<b>15,553.58</b>	<b>15,081.20</b>	<b>-3%</b>	<b>-15%</b>

<sup>13</sup> Consumer Oriented Agricultural Products (excl. tobacco, incl. rice and seafood)

**Table 5 – Top 10 Hong Kong Imports of  
Consumer-Oriented Agricultural Products and Competition<sup>14</sup>**

<b>Product Category</b>			<b>Major Supply Sources<sup>15</sup></b>
<b>Fresh Fruit</b>			1. Chile – 29%
Gross Imports	\$2.7 billion	1,146,544T	2. Thailand – 15%
Retained Imports	\$1.1 billion	552,252 T	5. United States – 6%
<b>Seafood</b>			1. China – 33%
Gross Imports	\$3.61 billion	348,193 T	2. Japan – 13%
Retained Imports	\$2.79 billion	304,560 T	7. United States – 2%
<b>Beef and Beef Products</b>			1. Brazil – 30%
Gross Imports	\$1.48 billion	320,535 T	2. United States – 27%
Retained Imports	\$851 million	70,673 T	3. Australia – 7%
<b>Wine and Related Products</b>			1. France – 58%
Gross Imports	\$1.03 billion	43 million liters	2. Australia – 18%
Retained Imports	\$650 million	31 million liters	5. United States – 3%
<b>Pork and Pork Products</b>			1. Brazil – 31%
Gross Imports	\$906 million	273,341 T	2. China – 28%
Retained Imports	\$795 million	230,558 T	8. United States – 3%
<b>Soup and Other Prepared Food</b>			1. China – 27%
Gross Imports	\$1.52 billion	146,819 T	2. United States – 15%
Retained Imports	\$490 million	114,605 T	3. Germany – 9%
<b>Dairy Products</b>			1. New Zealand – 24%
Gross Imports	\$1.04 billion	239,515 T	2. Netherlands – 17%
Retained Imports	\$618 million	200,146 T	9. United States – 2%
<b>Poultry Meat and Products</b>			1. China – 68%
Gross Imports	\$954 million	326,939 T	2. Brazil – 10%
Retained Imports	\$871 million	277,909 T	4. United States – 7%
<b>Non-Alcoholic Beverages</b>			1. China – 76%
Gross Imports	\$1.1 billion	377 million liters	2. Japan – 4%
Retained Imports	\$910 million	264 million liters	7. United States – 1%
<b>Bakery Products</b>			1. China – 44%
Gross Imports	\$913 million	302,386 T	2. Japan – 2%
Retained Imports	\$373 million	248,942 T	10. United States – 2%

## SECTION V. KEY CONTACTS AND FURTHER INFORMATION

### Post Contact

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

18<sup>th</sup> Floor, St. John's Building

33 Garden Road, Central, Hong Kong

Tel: (852)-2841-2350

Fax: (852)-2845-0943

Email: [Atohongkong@usda.gov](mailto:Atohongkong@usda.gov)

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

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

<sup>14</sup> Calculations based on Trade Data Monitor data

<sup>15</sup> Ranking and market share by gross import value in 2023

**Other Hong Kong Government / Semi-Government Contacts:** [GAIN Report HK2023-0024](#).  
**Attachments:**

No Attachments