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**Report Name:** Food Service - Hotel Restaurant Institutional

**Country:** Australia

**Post:** Canberra

**Report Category:** Food Service - Hotel Restaurant Institutional

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**Report Highlights:**

The Australian consumer food service industry is valued at A\$59 billion. Australia's commercial food service sector is a competitive market and with an ageing population, the institutional food service sector (aged care, hospitals, etc.) continues to grow. Most industry operators in the hotel and resort sector derive a significant portion of revenue from the sale of meals and beverages prepared at onsite restaurants. Information on the effects of government reaction to COVID-19, and the effects of the restrictions introduced, are included throughout the report.

# Market Fact Sheet: Australia

## Executive Summary

Australia has proven to be an appealing and profitable market for U.S. companies for many years. Underpinning Australia's strong economy is its open and transparent trade and investment environment, and strong trade and economic links with emerging economies, particularly in Asia.

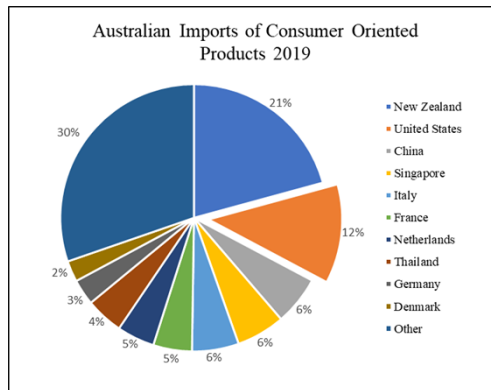
Australia is the world's 13th largest economy. Australia has one of the highest levels of per capita GDP in the world and is ranked sixth for median wealth per adult according to Credit Suisse's 2019 Global Wealth Report. Prior to the onset of COVID-19 the Australian economy recorded 29 years of consecutive economic growth. The Reserve Bank of Australia forecasts growth to fall by around eight percent in the June quarter of 2020, before rebounding towards the end of the year. Australia implemented strong restrictions to COVID-19 and has had one of the lowest rates of infections globally.

The food and liquor retailing industry in Australia is valued at A\$164 billion (US\$115 billion). Supermarket and grocery expenditures continue to account for the bulk of food retailing purchases with a share of 69 percent.

The U.S. - Australia Free Trade Agreement provides advantages for U.S. products as tariff rates for many U.S. food products exported to Australia are zero.

## Imports of Consumer Oriented Products

The value of Australian consumer-oriented food imports totaled \$9.8 billion in 2019. The United States accounted for US\$1.2 billion or 12 percent of total imports.



## Retail Food Industry

Supermarket and grocery expenditures continue to account for the bulk of food retailing purchases with a share of 69 percent. The United States accounted for US\$1.2 billion (11 percent) of Australia's total food related imports in 2019. Despite the effects of COVID-19, the market remains an excellent opportunity for U.S. exporters. For more information, please see the latest [Retail Food Sector](#) report.

## Food Processing Ingredients Industry

Australia's food, beverage, and grocery sectors account for over one-third of the country's total manufacturing sector. In 2019 turnover totaled US\$126 billion (A\$182 billion) a rise of three percent over the previous year. For more information, please see the latest [Food Processing Ingredients Sector](#) report.

## Quick Facts CY 2019

**Total Imports of Consumer Oriented Products – \$9.8 billion**

**U.S. Share (12%) – \$1.2 billion**

### Food Industry by Channels (\$ billion)

|                                   |         |
|-----------------------------------|---------|
| Imports - Consumer Oriented Total | \$9.8   |
| Imports – US Share                | \$1.2   |
| Exports – Consumer Oriented Total | \$21.4  |
| Exports – to the US               | \$2.9   |
| Total Food Retailing              | \$124.0 |
| Food Manufacturing Turnover       | \$82.5  |

### Top Australian Food Retailers

Woolworths; Coles (Wesfarmers); Aldi; Metcash/IGA

### GDP/Population

Population – 25.6 million; GDP (\$ trillion) – \$1.4

GDP per capita – \$57,000

| Strengths   | Weaknesses  |
|---|---|
| <ul style="list-style-type: none"> <li>• U.S. culture well accepted and similar to Australia.</li> <li>• No language barriers</li> <li>• U.S. products have excellent image and acceptance.</li> <li>• Northern hemisphere seasonal advantage for fresh foods, e.g. fruit and vegetables.</li> </ul>  | <ul style="list-style-type: none"> <li>• Australia has strict quarantine requirements for fresh products. Import permits are required for fresh produce and some products are prohibited.</li> <li>• Australia is a significant producer of a similar variety of agricultural products.</li> <li>• Australian labeling and advertising laws are different from the United States, which may require some changes to food labels.</li> </ul> |
| Opportunities   | Threats   |
| <ul style="list-style-type: none"> <li>• The U.S./Australia Free Trade Agreement enables many U.S. products to enter Australia tariff free.</li> <li>• Australian consumers are experimental and desire new and innovative products.</li> <li>• Opportunity to trial innovative products and capture/gain market share.</li> <li>• Opportunity to enter into private label arrangements as major players expand their private label offerings.</li> </ul> | <ul style="list-style-type: none"> <li>• “Buy Australian” campaign is significant.</li> <li>• A focus on fresh food presentation by the major supermarket chains provides advantages to local producers.</li> <li>• Most categories have substantial market leaders.</li> <li>• Country of origin labeling is compulsory and many Australian made products bear the “Australian Made” logo.</li> </ul>                                      |

**Data Sources:** Trade Data Monitor; Australian Bureau of Statistics; Euromonitor; IBISWorld

Contact: FAS Canberra, Australia; [AgCanberra@fas.usda.gov](mailto:AgCanberra@fas.usda.gov)

## SECTION 1 – MARKET SUMMARY

The Australian consumer foodservice industry is valued at A\$58 billion (US\$44 billion). By far the largest proportion of the Australia’s foodservice industry is the consumer foodservice sector. An ageing population is likely to fuel faster growth in the institutional foodservice sector (aged care, hospitals, etc.) compared to the commercial foodservice sector.

Australia’s multicultural population is fueling increased demand for an ever-expanding menu of ethnic foods and specialty ingredients while at the same time asking for simpler and healthier choices.

Dining out is a way of life for most Australians and it is estimated that more than one-third of Australian households’ total food and non-alcoholic beverage budget is spent on eating outside of the home. Australians eat out on average two or three times a week for breakfast, brunch, lunch, or dinner. Australia offers an eclectic mix of cuisines, which are fully embraced into national culture.

Independent limited-service restaurants, full-service restaurants and cafes/bars make up most consumer foodservice establishments in Australia. This differs from other countries such as the United States and the United Kingdom where franchises and chains dominate. Australian consumers prefer the more eclectic mix of food offerings via independents, a trend borne out of historical immigration mixes, with this type of business less dependent on population or macroeconomic growth. Consumer preferences are also leading to a rise in the popularity of casual dining, where growth is being experienced by bars/pubs and restaurants in suburban locations. As dining out is so deeply entrenched in Australia’s culture, during times of economic downturn consumers trade down rather than stop eating out. As the market becomes increasingly competitive the focus among independents will be on offering menus that are unique while many will also focus on differentiating via ambience and level of service.

Consumers are increasingly aware of health issues associated with poor diets, excess weight, and obesity. This awareness is likely to result in a decline in demand for food and beverages containing high levels of fat, salt and sugar, which have traditionally been sold by fast food establishments.

| Advantages  | Challenges   |
|---|--|
| <ul style="list-style-type: none"> <li>• U.S. culture well accepted and similar to Australia.</li> <li>• No language barriers.</li> <li>• U.S. products have excellent image and acceptance.</li> <li>• Northern hemisphere seasonal advantage for fresh foods, e.g. fruit and vegetables.</li> <li>• The U.S./Australia Free Trade Agreement enables most U.S. products to enter Australia tariff free.</li> <li>• Australian consumers constantly seeking new tastes and cuisines.</li> <li>• Strong dining out culture provides opportunities to supply the consumer foodservice sector with new products.</li> <li>• Ageing population presents opportunities in the institutional foodservice sector.</li> </ul> | <ul style="list-style-type: none"> <li>• Australia has strict quarantine requirements for fresh products. Import permits are required for fresh produce and some products are prohibited.</li> <li>• Australia is a significant producer of a similar variety of agricultural products.</li> <li>• Australian labeling and advertising laws are different from the United States, which may require some changes to food labels.</li> <li>• “Buy Australian” campaign is significant.</li> <li>• A focus on purchasing fresh local food by many restaurants and cafés provides advantages to local producers and suppliers.</li> </ul> |

**COVID-19** - The COVID-19 outbreak has significantly affected operators in the HRI sector. In March 2020, the Australian Government announced several measures aimed at slowing the spread of COVID-19 in the Australian community including mandating the closure of all food and beverage service operators, except for those offering delivery or takeaway services. At the same time, the Australian government also implemented a ban on all non-Australian citizens and residents entering the country. International tourists make up a key market for HRI operators. These restrictions have contributed to a sharp downturn in demand.

While demand for takeaway services has risen, in the end it is not expected to outweigh the loss of revenue to the HRI sector from people not eating at restaurants. The forecast rise in unemployment and the consequent decline in household discretionary incomes are expected to reduce the number of Australians willing to make discretionary purchases, such as takeaway food. Additionally, takeaway services are increasingly being conducted through operators in the Online Food Ordering and Delivery Platforms industry. These operators can charge commissions of over 30 percent, which can substantially reduce the margins available to operators. Because of the above factors, revenue and profitability are expected to decline sharply in the HRI sector over the course of the pandemic.

## **SECTION 2 – ROAD MAP FOR MARKET ENTRY**

### **ENTRY STRATEGY**

It is recommended that exporters enter the market through a distributor, importer, agent or broker who has a good understanding of the Australian market and targets specific food categories or merchandise managers at major wholesalers and major supermarket chains. Specialist distributors or wholesalers may also be approached.

Due to Australia’s large geographic size and high transportation costs, exhibiting at trade shows is the most cost-effective way for U.S. companies to meet potential partners and customers in Australia.

- [Fine Food Australia](#) (September 6-9, 2021 in Sydney), is the largest international food, drink, and equipment exhibition in the region. The show is endorsed by the U.S. Department of Agriculture and is held each September, alternating between Sydney and Melbourne. Major manufacturers, buyers, and importers from all over the country and region attend.
- [Foodservice Australia](#) (May 2021 in Melbourne). Show targeted specifically at the foodservice industry.

### **MARKET STRUCTURE**

**Consumer Foodservice: Independent vs Chain Restaurants by Percent Value**

|                         | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  |
|-------------------------|-------|-------|-------|-------|-------|-------|
| Chain Foodservice       | 30.2  | 30.4  | 30.4  | 30.2  | 29.4  | 29.2  |
| Independent Foodservice | 69.8  | 69.6  | 69.6  | 69.8  | 70.6  | 70.8  |
| Total                   | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

Source: Euromonitor International

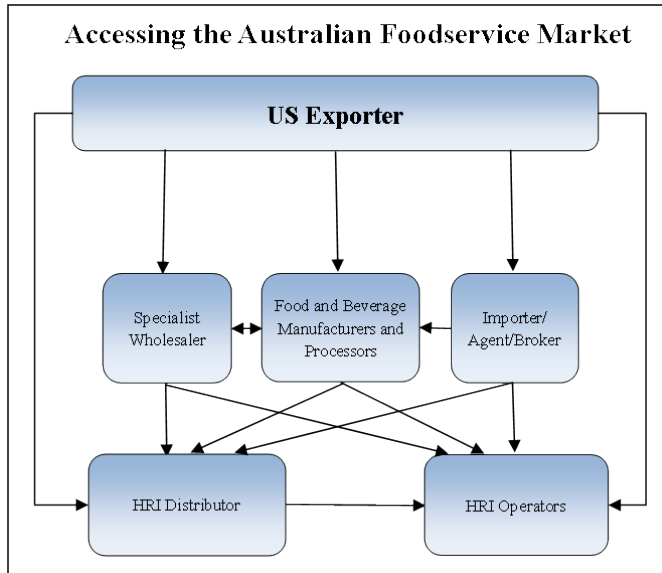
**Consumer Foodservice: Independent vs Chain Restaurants by Type (Number) 2019**

| Outlet Type                 | Independent | Chain  | Total  |
|-----------------------------|-------------|--------|--------|
| Cafés/Bars                  | 15,339      | 2,888  | 18,227 |
| Full-Service Restaurants    | 23,652      | 337    | 24,029 |
| Limited Service Restaurants | 14,294      | 10,988 | 25,282 |
| Self-Service Cafeterias     | 19          | 10     | 29     |
| Street Stalls/Kiosks        | 3,568       | 429    | 3,997  |
| Total Consumer Foodservice  | 56,872      | 14,692 | 71,564 |

Source: Euromonitor International

## ***DISTRIBUTION***

- Distribution centers and wholesalers are the two main distribution channels. Distribution points in Australia are centralized.
- Major players are: [Metcash Ltd](#); [Bidfood Australia Ltd](#); and [PFD Food Services Pty Ltd](#).
- Food products will be stored in warehouses prior to delivery.
- Transport between distribution centers in Australia is predominantly by road.



## ***SECTOR TRENDS AND MAJOR PLAYERS***

**Restaurants** –The Australian restaurant industry is highly fragmented and dominated by many small operators. Consumer demand for quality food and dining experiences has fueled restaurant industry revenue growth over the past five years. The success of popular cooking TV shows has encouraged consumers to eat at restaurants, boosting industry performance. Australia’s developing foodie culture, combined with increasing consumer health consciousness and a focus on quality, is expected to provide further growth opportunities. Restaurant operators have sought to take advantage of consumer desire for informal dining, with casual, healthier menu options driving sales. Operators are also focusing on higher quality meals and ingredients, for which many consumers are willing to pay a premium price. Rising discretionary income and growing consumer demand for quality food options are projected to support industry revenue growth over the next five years. However, restaurateurs are anticipated to face tough competition as other foodservice operators, such as fast food retailers, try to capitalize on consumer trends that favor eating out. Pubs, cafes and prepared meals from supermarkets are also potential competitive threats to the industry.

**Chain Restaurants** – The Australian chain restaurants industry operates on a specialized business model that represents a hybrid between traditional restaurants and fast-food services. The concept has proven fairly successful in Australia over the years although demand is estimated to remain subdued over the next few years. Rising discretionary income and increased expenditure on recreation and culture (which tends to boost visits to chain restaurants) have supported growth. As consumers spend more at entertainment and sporting events, they are often more likely to dine at restaurants in conjunction with these activities. The industry faces intensifying competition from independent restaurants and cafes. There are 27 businesses in this sector with the major ones being: [Hog’s Breath Café](#); [Lovely Pancakes Pty Ltd](#); [La Porchetta Holdings](#); and [Taco Bill Mexican](#).

**COVID-19** – In March 2020 the Australian government placed restrictions on non-essential business activity and banned foreign travelers from entering the country. Many operators in the Restaurant Sector had to temporarily

close over the lockdown periods to minimize operating costs. These restrictions limited all types of restaurants to takeaway only and the drastic decline in tourist numbers placed further pressures on industry revenue. IBISWorld have estimated a revenue decline of 25 percent for restaurants this year. Restaurants that have a greater focus on takeaway options or were able to quickly introduce takeaway options are expected to be less affected but even as restrictions are being lifted, the number of customers able to be on a premises is limited and social distancing requirements are expected to be kept.

**Cafes and Coffee Shops** – Australia’s coffee culture and its growing number of specialty cafes and coffee shops have contributed to high industry competition. An establishment’s success is largely determined by its customer service, the price and quality of its products, and the overall cafe experience. Coffee quality is crucial, with the coffee brand, texture, temperature, milk, and even crema in an espresso becoming increasingly important to customers. Strong demand for coffee has led to an influx of new operators, with many artisan bakeries and patisseries establishing cafe operations. Consumers demand high-quality, convenient food and beverages, premium ingredients and gourmet cafe-style meals in this sector. Strengthening economic conditions and ongoing consumer interest in health and ethical consumerism also play a large part in the success of businesses in this sector.

**COVID-19** – Industry revenue is expected to decline by almost 23 percent for the Cafes and Coffee Shops sector in the current year. This is due to government restrictions limiting customers to takeaway only, and the ban on non-essential activities, such as social gatherings at cafes. In March 2020, the Australian government announced the closure of cafes and coffee shops, except for those offering takeaway services. Many cafes and coffee shops temporarily closed or shifted to cheaper takeaway food options over the period, limiting revenue from premium dine-in food options. Social distancing requirements and self-isolation measures are also expected to limit demand in the current year, as consumers shift to homemade coffee, such as instant coffee or coffee pods. Profit is expected to be constrained by weaker demand and mounting fixed costs in the current year.

**Fast Food and Takeaway** – Consumer health awareness has transformed this sector with increased awareness of the nutritional content of fast food and a conscious effort by consumers to choose healthier options affecting industry demand. Industry operators have responded by introducing a range of healthier, premium choices with less fat, sugar and salt. This change in consumer preferences has also led to an influx of new operators offering higher quality fast food options driving consumers away from unhealthy options and towards healthy alternatives including salad and juice bars, and sushi stores. The shift towards healthier options, combined with a “foodie” culture, has led to an increased number of smaller operators differentiating themselves based on quality. This trend has led to more gourmet options in the fast food market and new food options that were previously considered restaurant meals. Major players have sought to benefit from the food culture shift, introducing premium menus with higher quality ingredients. However, some operators have found it hard to change their image. Consequently, major players such as McDonald’s have struggled to keep up with the rapid growth of smaller premium operators. Fast food operators also face increasingly strong competition from external sources. Supermarkets have expanded their ranges of home-cooked meal replacements and heat-and-serve products such as pastas and pre-packaged mini meals. These retailers have emerged as one-stop shops that provide consumers with fast, affordable and high-quality food. Many of these products substitute traditional fast food. Traditional convenience stores have also attempted to access this market by expanding their fast food options such as pre-made sandwiches and salads, and baked goods. Major players are: [McDonalds Australia](#); [Domino’s Pizza Enterprises](#); Competitive Foods Australia ([Hungry Jack’s](#) which is the name of the Burger King franchise in Australia); [Yum! Restaurants Australia](#) (KFC); [Subway Systems Australia](#).

**COVID-19** – There has been a significant impact on the fast food and takeaway food services industry during the pandemic, although not as much as in other food industry sectors. The Australian Government ban on food industry operators offering dine-in services has encouraged operators to focus solely on drive-through and delivery services and increased their reliance on online food delivery platforms. These platforms charge



commissions of up to 35 percent in Australia which will have a downward effect on industry profit margins during the current year. Industry revenue is expected to decline by over 15 percent in the current year.

**Pubs, Bars and Nightclubs** – Declining per capita alcohol consumption is putting pressure on many traditional pubs and clubs but small bars are continuing to open up throughout the nation’s capital cities. Small bars with refined food and beverage offerings have been performing well. Many pubs have improved food and beverage options in response to changing consumer preferences, converting establishments to gastro-pubs. To remain competitive, operators will need to continue responding to changing consumer trends by running more family friendly establishments, offering high-quality menus, and diversifying their liquor offerings to include craft beverages. Australia also has a large number of what are referred to as ‘clubs’ which are run by community sporting and service organizations. These operations usually include bars, restaurants and poker (slot) machines and patrons are required to pay a membership fee to join.

**COVID-19** – The Australian government’s forced closure of these businesses in late March 2020 has led to an expected decline in revenue of almost 19 percent. Liquor for off-premise consumption and takeaway meal sales have been allowed to continue which has provided some relief. As restrictions have eased, establishments have been slowly opening however restrictions on patron numbers remain and social-distancing measures are expected to be enforced.

**Hotels and Resorts** – Most industry operators in this sector derive a significant portion of revenue from the sale of meals and beverages prepared at onsite restaurants. Some hotels promote their restaurant and dining establishments as a major attraction. Some of Australia’s major hotels, particularly upscale brands, are attached to high-end restaurants and other food-service options that aim to provide guests with onsite dining selections. Rising discretionary income and increasing inbound and domestic tourism have boosted revenues in this sector. Many hotels and resorts in Australia are locally owned and operated, but there are several large foreign companies with large portfolios in the market. These include: AAPC Ltd (trading as [Accor Asia Pacific](#)) is the industry’s largest operator; [Event Hospitality and Entertainment Ltd](#) (Rydges, QT, and Atura brands); [Hilton International Australia](#); [Holiday Inns Holdings \(Australia\) Pty Ltd](#) (Australian subsidiary of InterContinental Hotels Group); [Marriott International Inc.](#)

**COVID-19** - Revenue in the Hotels and Resorts industry is forecast to decrease by 24 percent in the current year, as the Australian Government's ban on inbound tourism reduces demand for hotels. As international travel to Australia is expected to continue to be restricted over a high proportion of 2021, a 19 percent decrease is also expected next year. Domestic tourists are likely to be key for hotel operators in the short-term, although state border closures are hampering some domestic travel.

**Corporate Catering** – The industry provides a range of catering services to airlines, businesses, government, hospitals, aged care facilities, defense forces, and correctional institutions. These services include one-off catering for events such as seminars, meetings and conferences. Industry operators also engage in full-service contracts, where operators manage full-company catering, company canteens. Larger industry operators dominate lucrative business contracts, while smaller operators tend to focus on catering lunches for small businesses within a narrow geographical region. Large players in this sector are: [Spotless Group Holdings](#); [Compass Group \(Australia\) Pty Ltd](#); [Sodexo Australia](#); and [Dnata Catering](#) (previously Alpha Flight Services).

**COVID-19** – The catering service industry is expected to be severely affected by COVID-19. Revenue, establishment, employment, and wages are all anticipated to decline significantly as demand from businesses and sporting events falls. These negative effects are projected to continue during 2021.

## ***SECTION 3 – COMPETITION***

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Imported products have to compete with “Australian Made” products and Australians generally have a keen awareness and affinity for buying Australian made goods, although this is less of a factor in HRI than retail where country-of-origin labeling of foods is required. Over two-thirds of Australian consumers indicate they believe it is important for food products to be sourced locally and there has been a recent push for restaurants and fast-food outlets to indicate where their products originate. Higher prices continue to be a major drawback of local offerings and imported products need to be competitively priced to compete.

Australia’s quarantine regulations are stringent and other import regulations and food labeling have different requirements than in the United States. Full details of Australia’s quarantine, import, and food labeling regulations can be found in the Food and Agriculture Import Regulations and Standards (FAIRS) report which is updated each year. The latest copy of the FAIRS report is available on the [FAS website](#).

The value of Australian consumer oriented, fish, and seafood imports totaled US\$16.4 billion in 2019. The United States accounted for US\$1.7 billion or 11 percent of total imports. Most of Australia’s imports in these sectors are sourced from New Zealand and the United States is the second largest supplier. U.S. products are well regarded as safe and good value for money. See the Exporter Guide Report for Australia available on the [FAS website](#).

The U.S.-Australia Free Trade Agreement signed in 2005 allows most U.S. products to enter the Australian market tariff free.

Due to economies of scale in the United States, U.S. manufacturers are able to develop a range of products far beyond that which can be achieved by smaller manufacturers in Australia. This enables U.S. exporters to deliver innovative product lines that are otherwise not available from Australian manufacturers.

The Australian market is very ‘Americanized’, and most food categories are compatible with Australian tastes. Many categories are dominated by American brands that have been very successful in the Australian market.

## ***SECTION 4 – BEST PRODUCT PROSPECTS***

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Food market trends in Australia include:

- **Positive nutrition:** The drive to make food and beverages healthier continues to gain momentum in Australia. Australian consumers do not want to be told what not to eat and are instead looking for more constructive guidance to assist their food and beverage purchases. This encompasses a movement from food avoidance (such as products with reduced fat and sugar) to positive nutrition and the inclusion of healthy food and ingredients.
- **Healthy indulgence:** Australians aren’t really interested in strict diet plans, but there is a huge spike in people trying to control their portion sizes. They don’t want to cut out certain food groups or flavors, but they are willing to control the amount they eat. Therefore, the quality over quantity mentality is an important consideration for marketers. Claim terms such as “portioned indulgence” or “treat size” convey the message that sensory benefits have not been foregone for the sake of health.
- Demand for **healthy food** is being boosted by demographic shifts. An aging population and rising birth rates have had a positive impact on the development of the health and wellness market since 2005. Middle-aged or elderly consumers and parents with young children tend to be better informed about health and dietary matters than other groups, and thus represent a key target for health and wellness manufacturers.
- **Packaging:** Packaging has grown in importance in recent years and innovative packaging is a valuable selling point in the Australian market. It is often the packaging that conveys convenience to the consumer, and snazzy packaging attracts the attention of consumers. Packaging ensures that offerings conform to market trends by



communicating unique selling points and offering freshness and convenience. By being lightweight, packaging can reduce the product's carbon footprint. Consumers expect that packaging will also be recyclable. Studies have found that half of Australians think food and drink products are over-packaged and three quarters of them would consider boycotting a product if it didn't meet their environmental criteria.

- **Freshness** is an important area of concern for packaged food sales. Foodservice players and consumers appreciate the peace of mind from knowing the offerings are in good condition. This can be achieved with single-serve pack sizes, re-sealable packaging, and clear on-pack communication.
- **Australia's top food priorities:** eating more fresh fruit and vegetables; smaller portion sizes; reducing sugar intake; eating healthier snacks; and cutting down on fat.

## ***SECTION 5 – POST CONTACT AND FURTHER INFORMATION***

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### ***POST CONTACT***

Office of Agricultural Affairs, U.S. Embassy, Canberra, Australia

Tel: +61 2 6214 5854

E-Mail: [AgCanberra@fas.usda.gov](mailto:AgCanberra@fas.usda.gov)

### ***IMPORT REGULATIONS***

- See the Department of Agriculture and Water Resources biological import conditions ([BICON](#)) database to identify whether your product is permitted entry to Australia.
- Information on Food Law and Policy in Australia can be obtained from the [www.ausfoodnews.com.au](http://www.ausfoodnews.com.au) website.

### ***AUSTRALIA'S FOOD REGULATIONS***

- The Foreign Agricultural Import Regulations and Standards (FAIRS) report from this office contains detailed information on the Food Standards Code and other food regulations. This report is updated each year and a copy is available on the [FAS website](#).
- The entire Australia New Zealand Food Standards Code is available through [FSANZ website](#).

### ***OTHER RELEVANT REPORTS***

Copies of other relevant reports from this office can be found by conducting a search at:

<https://gain.fas.usda.gov/#/>

- Food and Agriculture Import Regulations and Standards (FAIRS) – contains detailed information on Australia's food labeling and quarantine requirements.
- Exporter Guide (search in the Exporter Assistance category).
- Food Ingredients Report (search in the Exporter Assistance category).
- Retail Report (search in the Exporter Assistance category)

### ***USDA ENDORSED TRADE SHOWS***

- **Fine Food** is the largest food, beverage and equipment show in Australia and this region and presents U.S. exporters with the most efficient and cost-effective way to enter the Australian market. See Exporter Guide above for details.

### ***INDUSTRY INFORMATION***

- [\*Foodservice Suppliers Association of Australia Inc.\*](#)
- [\*NAFDA – Australian Foodservice Distribution\*](#)
- [\*Food and Beverage Importers Association\*](#)

## ***REFERENCES***

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IBISWorld, Cafes and Coffee Shops in Australia, April 2020  
IBISWorld, Catering Services in Australia, April 2020  
IBISWorld, Pubs, Bars and Nightclubs in Australia, April 2020

## **Attachments:**

No Attachments