

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY
USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT
POLICY

Voluntary Public

Date: 4/17/2013

GAIN Report Number: KS1324

Korea - Republic of

Post: Seoul ATO

2013 Seafood Products Market Brief

Report Categories:

Fishery Products

Approved By:

Michael J. Fay, Director

Prepared By:

Sun Young Yoo, Market Promotion Specialist

Report Highlights:

In 2012, Korea imported \$169 million in U.S. fishery products making the United States the fourth largest supplier with a 4.6 percent market share. Total Korean imports of seafood in 2012 were \$3.65 billion, down 5 percent from 2011 due to the worsened economy and reduced demand by food service industry and export business. U.S. seafood is generally considered high quality and safe, but less price competitive when competing with other origins. Fish Surimi, Flatfish, Monkfish, Alaska Pollack Roes, Skate, Hagfish, Cod, Glass Eel, Atka Mackerel, etc. are some of the major species imported in large quantities from the United States.

General Information:

SECTION I: KOREAN SEAFOOD MARKET OVERVIEW

In 2012, Korea's seafood import from all origins was \$3.65 billion, down 5 percent from \$3.83 billion in 2011. The United States was the fourth largest exporter of seafood products to Korea. The largest seafood supplying country in 2012 was China at \$1.03 billion, followed by Russia at \$653 million, Vietnam at \$497 million, USA at \$169 million, Thailand at \$139 million, Taiwan at \$132 million, Norway at \$113 million, and Japan at \$111 million. These eight countries accounted for 78 percent of Korea's total seafood imports in 2012.

Korea imported \$169 million of U.S. seafood in 2012, up 19 percent from \$142 million in 2011, providing the United States with 4.6 percent market share. In Korea, U.S. seafood including aquaculture is generally considered high quality, but higher in price compared to that of competing countries. Until 2011 the United States has been the fifth largest exporter of seafood in Korean market following China, Russia, Vietnam and Japan but in 2012 Japan turned its rank over to the United States due to Korean consumers' withered demand for Japanese seafood products after the nuclear power plant incident. Surimi, Flatfish, Monkfish, Alaska Pollack Roes, Skate, Hagfish, Cod, Glass Eel, Atka Mackerel, etc. are some of the major species imported in large quantities from the United States and increased value of U.S. seafood exports to Korea can be accounted for by Frozen Flatfish (\$24.5 million, up 28 percent – this is one of the three TRQ fish products under KORUS FTA), Frozen Skate (\$8.9 million, up 14 percent – reduced supply from Canada and Uruguay), Live Glass Eel (\$6.5 million, up 2,700 percent – demand for U.S. product exploded due to skyrocketing domestic prices of live eels), Frozen Alaska Pollack Roes (\$9.5 million, up 12 percent – local demand is growing), and Live Hagfish (\$7.6 million, up 17 percent – short supply of local hagfish).

Table 12 of Section V below shows the major species imported to Korea from the United States and the world. The imports of those 33 fish species accounted for 95 percent of the total imports of fishery products from the United States in 2012.

Until 2000, Korea was a net exporter of seafood. However, growing domestic demand and limited supplies have reversed the situation. In 2012, Korea exported \$1.97 billion of seafood and imported about \$1.68 billion more than it exported. Imports are expected to continue to outpace exports ensuring that Korea will remain an important market for U.S. seafood suppliers.

SECTION II: KORUS FTA AND CUSTOMS DUTY

- KORUS FTA

The Korea-U.S. Free Trade Agreement (KORUS FTA) implemented on March 15, 2012 is expected to deepen the longstanding economic alliance between the United States and Korea. With respect to the seafood sector, the KORUS FTA is expected to create more opportunities for U.S. seafood exporters. Customs duties for fishery products imported from the United States were cut to zero immediately or will be phased out over the course of 3 to 10 years. For instance, the Customs duty for Frozen Sockeye Salmon was cut to zero immediately. In contrast, Customs duties for U.S. trout and sea bass will be reduced to zero in 3 and 10 years, respectively. The Customs duty

elimination will be prorated equally every year over the phase-out period.

There are three fish species which are subject to Tariff Rate Quotas (TRQ) under the Agreement. For instance, the Customs duties are zero for imports of 1,652 metric tons of Frozen Flatfish and for 4,360 metric tons of Frozen Alaska Pollack in 2013. The quantities shall enter on a first-come, first-served basis. The duty free quantities will increase each year as shown on the table below.

Table 1. Korea-United States FTA Seafood Tariff Rate Quotas (MT)

Year	Flatfish/Frozen (HS 0303.39.0000)	Alaska Pollack/Frozen (HS 0303.79.1000) (2013 HS 0303.67.0000)	Croaker/Frozen (HS 0303.79.9095) (2013 HS 0303.89.9091)
1 (2012)	1,530	4,000	1,000
2 (2013)	1,652	4,360	1,050
3 (2014)	1,785	4,752	1,103
4 (2015)	1,927	5,180	1,158
5 (2016)	2,082	5,646	1,216
6 (2017)	2,248	6,154	1,276
7 (2018)	2,428	6,708	1,340
8 (2019)	2,642	7,312	1,407
9 (2020)	2,832	7,970	1,477
10 (2021)	3,058	8,688	1,551
11 (2022)	3,303	9,469	1,629
12 (2023)	Unlimited	10,322	unlimited
13 (2024)		11,251	
14 (2025)		12,263	
15 (2026)		unlimited	

The industry forecasts that Korean consumers will take advantage of lower prices resulting from elimination of import duties to demand more glass eel/live, Sockeye salmon/frozen, flatfish/frozen, salad eel/live, Pollack surimi/frozen, lobsters/live/frozen, Pollack/frozen, monkfish/frozen, cod/frozen, Pollack roes/frozen, fish fillet/frozen, fish surimi/frozen and shrimps/live, fresh or chilled.

For more detailed information about the results of the KORUS FTA including the tariff schedule for Korea, please visit: [KORUS FTA Official Homepage in English](#) and [ATO Seoul Homepage FTA Section](#).

Table 2. Korean Tariff Schedule for Major U.S. Fishery Products Sold to Korea

Description	2013 H.S. Code	2012 Base Rate	2013 KOR-US FTA Rate	Zero-Duty Year
Fish Surimi, Alaska Pollack, frozen	0304.94.1000 0304.99.1000	10%	3.3%	2014
Other, Flatfish, frozen	0303.39.0000	10%	0% (TRQ 1,632 MT)	2023
			10%	

			(Above TRQ)	
Monkfish, frozen	0303.89.9060	10%	9%	2021
Roes of Alaska Pollack, frozen	0303.90.2010	10%	6%	2016
Skate, frozen*	0303.82.2000	10%	10%	2021
Hagfish (Salad Eel), live	0301.99.7000	10%	3.3%	2014
Cod, frozen	0303.63.0000	10%	6%	2016
Glass eel, live	0301.92.1000	10%	0%	2012
Alaska Pollack, frozen	0303.67.0000	10%	0% (TRQ 4,360 MT)	2026
	0303.69.9000		10% (Above TRQ)	
Hagfish (Salad Eel), frozen	0303.89.9070	10%	8%	2021
Roes of other fish, frozen	0303.90.2090	10%	6%	2016
Atka mackerel, frozen	0303.89.9040	10%	8%	2021
Fillet, Alaska Pollack, frozen	0304.75.0000	10%	9%	2021
Rock fish, frozen	0303.89.9050	10%	9%	2021
Ray, frozen	0303.82.1000	10%	9%	2021
Sockeye salmon, frozen	0303.11.0000	10%	0%	2012
Fillet, Plaice, frozen	0304.83.1000	10%	9%	2021
Sardines, frozen	0303.53.0000	10%	6%	2016
Sable fish, frozen	0303.89.1000	10%	6%	2016
Adductors of shell fish, frozen	0307.99.1100	20%	18%	2021
Lobsters, other than smoked	0306.12.9000	20%	12%	2016
	0306.22.9000			
Squid, frozen	0307.49.1020	10%	10%	2021
Anchovy, dried	0305.59.2000	20%	16%	2021
Fillet, Others, frozen	0304.89.9000	10%	3.3%	2014
Oyster, frozen	0307.19.1000	20%	0%	2012
Fish Surimi, the families Bregmacerotidae, Euclichthyidae, Gadidae, Macrouridae, other than Alaska Pollack, frozen	0304.95.1000	10%	6%	2016
Other Crabs, frozen, other than smoked	0306.14.9000	14%	12.6%	2021
Fillet, cod, frozen	0304.71.0000	10%	8%	2021
Plaice, frozen	0303.32.0000	10%	9%	2021
Other baby eels, live	0301.92.9000	10%	0%	2012

Source: Korea Customs and Trade Development Institute, Tariff Schedule of Korea, 2013

Negotiated customs duties on certain seafood products under the KORUS FTA are higher than the current MFN applied base rate, which Korea lowered after the trade agreement was negotiated.

However, the MFN applied rate will be used when it is lower than the KORUS duty. The KORUS duty will take effect when it is lower than the MFN rate. Table 3 below shows an example of how this will work in practice; yellow highlights show applicable duties.

Table 3. KORUS FTA Tariff Schedule Applied to Frozen Skate Products

Product	Base Rate		2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Fish, Frozen, of the families Bregmacerotidae – Skates	Current	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
KORUS		27.0%	24.3%	21.6%	18.9%	16.2%	13.5%	10.8%	8.1%	5.4%	2.7%	0.0%

(HS0303.82.200 0)													
----------------------	--	--	--	--	--	--	--	--	--	--	--	--	--

SECTION III: SUPPLY, DEMAND AND MARKET OPPORTUNITIES

- Supply

In 2011, Korean seafood production increased to 3.26 million metric tons, up 4.7 percent from 3.11 million metric tons in 2010. Production from adjacent waters increased 11.1 percent and production from shallow-sea aquaculture increased 4.6 percent from the previous year. The total local seafood production value also increased due to the reduced catching and grown prices of hairtail, squid, and mackerel. However, it is expected that Korean domestic fish production volume will not increase significantly in the future due to reductions in fish resources in adjacent waters and the enforcement of Exclusive Economic Zones by Korea's neighboring countries. Constraints built into bilateral and multilateral fishing accords will further impact total harvest.

The harvest from adjacent waters fisheries consists primarily of squid, mackerel, corvina, hairtail 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.

The number of fishing vessels has been steadily decreased reflecting the reduction in fishery resources. 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 of aquaculture and researching how to secure higher fish catch quotas in foreign waters and is working hard to purchase fish quotas from other countries, including Russia.

As seafood export opportunities with China, EU and Japan grow, the Korean government is also focusing on aquaculture in shallow sea areas to cope with the shortage of fishery resources in the adjacent water and restrictions in neighboring countries' waters. Shallow sea aquaculture is expected to continue to increase in the future due to the government's plan to have the country's annual seafood export reach \$10 billion by the year 2020.

To insulate select domestic seafood producers from imported products (mainly from China), the Korean government has set higher "adjustment tariffs" ranging from 22 to 50 percent for nine fish species which are not subject to tariff bindings under WTO agreements. Prior to implementation of the adjustment tariffs, imports of these nine species were subject to tariffs ranging from 10 to 20 percent.

The Ministry of Food, Agriculture, Forestry and Fisheries (MIFAFF) established 413,351 metric tons as the Total Allowable Catch (TAC) for 2013 of eight species as shown on Table 4 below. There are further restrictions such as limited catch seasons for some species as well as restrictions on the number of fishing boats and fishing methods.

Table 4. Korean Total Allowable Catch (MT)

Species	2009	2010	2011	2012	2013
Mackerels	159,000	169,000	160,000	160,000	135,000

Jack mackerels	18,000	20,000	21,000	21,000	14,700
Red snow crabs	29,000	31,000	32,000	38,000	38,000
Snow crabs	1,400	1,300	1,620	1,500	1,521
Purplish Washington clams	1,700	2,100	2,400	2,400	2,090
Pen shells	3,100	2,700	2,700	6,400	9,080
Horned turban	1,320	1,500	2,570	1,300	1,310
Blue crabs	5,730	8,000	13,200	14,900	19,500
Squid	185,000	180,000	188,100	189,000	191,000
Sailfin sandfish	1,500	1,500	1,500	1,830	4,550
Mottled Skate	140	200	230	200	200
Total	405,890	417,300	425,320	436,530	416,951

Source: MIFAFF, Resource & Environment Division

Table 5. Korean Seafood Production by Waters (1,000 MT)

Year	Total	Adjacent Waters	Shallow Sea Aquaculture	Distant Waters	Inland Waters
2006	3,032	1,109	1,259	639	25
2007	3,275	1,152	1,386	710	27
2008	3,361	1,285	1,381	666	29
2009	3,182	1,227	1,313	612	30
2010	3,111	1,133	1,355	592	31
2011	3,256	1,235	1,478	511	32

Source: MIFAFF Major Statistics Booklet 2012

Table 6. Korean Seafood Production by Products (1,000 M/T)

Year	Total	Fishes	Shell fish	Crustacean	Mollusks	Other aquatic animals	Seaweed
2006	3,032	1,261	474	110	392	17	778
2007	3,275	1,330	555	124	432	23	811
2008	3,361	1,447	428	126	402	23	935
2009	3,182	1,424	420	132	312	24	870
2010	3,111	1,331	440	147	256	22	915
2011	3,256	1,355	467	130	269	28	1,007

Source: MIFAFF Major Statistics Booklet 2012

Table 7. Korean Production of Processed Seafood

Year	Production (Ton)	Number of Production Facilities
2004	1,528,753	1,480
2005	1,559,201	2,937
2006	1,546,784	2,400
2007	1,384,000	2,424
2008	1,766,528	2,502
2009	1,898,135	2,580
2010	1,815,286	2,726
2011	1,865,546	2,726

Source: MIFAFF Major Statistics Booklet 2012

- Demand

Korean consumers place high value on freshness, place of origin, taste, low cost, and food safety in the course of making seafood purchasing decisions. Overall performance of the Korean seafood market will depend greatly on production and consumption. Due to the shortage of ocean resources, seafood production is not expected to increase in the near future. Despite this, consumption of seafood continues to grow as consumers view seafood as a healthy source of protein.

Price, quality and timeliness are the most important factors affecting U.S. trade. U.S. fish are generally considered to be high quality and, in turn, more expensive than other countries products. Fortunately, the major species imported from the United States are species that Koreans enjoy and that other suppliers do not supply in large quantities.

The Korea Rural Economic Institute reported in its 2011 Food Balance Sheet that annual per capita seafood consumption in Korea was 53.5 Kg (fishery products and shellfish = 37.8 kg and seaweed = 15.7 kg) in 2011. The major seafood species that Koreans consumed are anchovy, shrimp, squid, tuna, Alaska Pollack, mackerels, yellow corvina, saury, hair tail, flat fish, monk fish, eel, rock fish and cod, etc. The success of Korean industry efforts to change consumer perceptions 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.

Thanks to increased income and improved standards of living, seafood family restaurants are growing in popularity in Korea. They are expanding their business due to good business environment. Today, Seafood Ocean, Bono-Bono, Marisco, Ocean Star, Ocean Family, and Muscus are popular seafood family restaurants. These restaurants are using imported seafood as well as locally produced seafood.

Koreans eat fish in various states: fresh fish, chilled fish and lastly, frozen fish in the order of preference. Some fish are consumed raw ("Hoi", or "Sashimi"), and commands a price premium. Korean consumers assume fresh fish tastes better than frozen fish after cooking. Accordingly, fresh or chilled fish tend to be substantially more expensive than frozen fish.

As more and more women are working outside the home, the demand for convenience food has increased. Korean consumers are more attracted to precooked, prepared and preserved food available at supermarkets. Most recently, CJ (Cheil Jedang) Corporation launched a new canned product brand called "Alaska Salmon". The price of a can is 4,480 Korean Won for 135 grams and it can be converted to about \$13.4 per pound. Even though the price is more than two times higher than those of the regular canned tunas, the company expects this 100 percent Natural Salmon product will be a big hit in the market very soon.

Hotels and department stores generally use high quality seafood for which they charge a higher price and some of the five-star hotels and leading department stores have already done special promotions featuring U.S. seafood products such as lobsters and scallops commemorating the 1st anniversary of the KORUS FTA implementation.

However, the institutional feeding and food service sector generally uses cheaper food ingredients to reduce cost as much as possible to cope with the fierce competition in the sector. The most

popular fish products in this market area include frozen flatfish, skate, croaker, Atka mackerel, Alaska Pollack roe and snow crab.

Table 8. Korean Seafood Demand and Supply (Unit: 1,000 tons)

Total	Demand			Total	Supply			Self-sufficiency rate
	Local consumption	Exports	Carry-over		Production	Imports	Inventory	
2006	4,568	1,047	575	6,190	3,032	2,646	512	66.4%
2007	4,625	1,211	618	6,454	3,275	2,604	575	70.8%
2008	4,280	1,266	567	6,113	3,361	2,135	617	78.5%
2009	4,071	1,336	528	5,935	3,182	2,186	567	78.2%
2010	3,639	1,751	603	5,993	3,111	2,339	543	85.9%
2011	3,813	1,466	639	5,918	3,256	2,059	603	85.4%

Source: MIFAFF Major Statistics Booklet 2012

Table 9. Korean Annual Per Capita Consumption of Seafood Products (Kg)

Product Category	2005	2006	2007	2008	2009	2010	2011
Fish and Shell fish	39.9	43.5	42.1	39.1	36.1	36.6	37.8
Seaweed	9.6	13.0	14.4	15.8	14.4	14.7	15.7
Total (kg/year)	49.5	56.5	56.5	54.9	50.5	51.3	53.5

Source: Korea Rural Economy Institute (KREI) 2011 Food Balance Sheet

- Competitors

Seafood is imported into Korea from about 100 different countries. Major suppliers of fishery products to Korea include China, Russia, Vietnam, the United States, Thailand, Taiwan, Norway, Japan, Chile and Peru. In 2012, the top ten supplying countries accounted for about 83 percent of total Korean seafood imports on a value basis. China continued to be the largest supplier, followed by Russia and Vietnam.

A dozen supplying countries including China, Russia, Japan, Norway, Thailand, Chile, Canada, Indonesia, etc. are some of our competitors that participate in the Busan International Seafood & Fisheries Expo annually. These competitors exhibit a wide variety of seafood products targeting importers, wholesalers, distributors, retailers, hotels, restaurants and food processors.

- Marketing

Imports of seafood are relatively straight-forward compared to other food and agricultural products. Importers import fishery products, and generally sell to hotels and food service industry directly, and/or to distributors who sell to traditional markets and restaurants. When the volume is large, importers generally sell to retailers such as supermarkets, discount stores and department stores directly. When the volume is small, importers sell to distributors who sell to retailers. Accordingly, U.S. suppliers should contact seafood importers to sell their fishery

products to Korea.

Consumers like to purchase the species that they are accustomed to, and importers tend to import the species consumers are demanding. As mentioned earlier, imports of only 33 species accounted for almost 95 percent of total seafood imports from the United States to Korea in 2012. This means that U.S. exporters should supply the species consumers prefer, and at the same time should also try to invest in building demand for other species with which consumers currently lack familiarity.

Possible sources of market information include Korean importers, U.S. state departments of agriculture, the USATO website (www.atoseoul.com) and the U.S. Department of Commerce. Lists of Korean importers, by species, can be obtained from the U.S. Agricultural Trade Office.

One way of finding potential importers while also assessing market potential is to participate in local food shows to showcase your products to a larger audience. Many Korean importers attending these shows are looking to establish reliable long-term trading relationships. Show participation enhances initial contacts with importers, agents, wholesalers, distributors, retailers and others in the food and beverage industry.

Seoul Seafood Show (3S) 2013 will be held in Seoul at COEX, April 18-20, 2013. Sponsored by the Ministry for Food, Agriculture, Forestry and Fisheries (MIFAFF) of Korea, this is the only show held in Seoul specializing in seafood, fishery, nursery, aquaculture, processing machinery and related equipment. This show is held in April every year and targets seafood buyers, users, fishing businessmen and traders. The 2013 show will be attended by NOAA Japan office. Check the official website of the show (www.seoulseafood.com) for further details.

Busan International Seafood & Fisheries Expo (BIFSE) 2013 will be held in Busan at BEXCO convention center, November 21-23, 2013. It offers an excellent opportunity to explore possible market opportunities in Korea. This show is held in November every year and targets importers, wholesalers, distributors, retailers, hotels, restaurants, food processors, media, etc. Currently it is the only seafood show held in Korea attended by ATO Seoul. ATO Seoul has been participating in this show for 10 years, in cooperation with SRTGs such as SUSTA and Food Export USA Northeast. Check BISFE's official website (www.bisfe.com) for detailed information on the show.

SECTION IV: FURTHER INFORMATION AND KEY CONTACTS

For further information on how you can enter the Korean market for imported food products:

ATO Seoul uses the USDA's Global Agriculture Information Network (GAIN) system to provide stakeholders with market knowledge on Korean food trade. Exporters who want to find most recent copy of the annual Exporter Guide on Korean market can access the GAIN and review the report at: [2012 Annual Exporter Guide Report by ATO Seoul](#).

For more information on how you can register for USDA/FAS' Supplier List:

The United States Department of Agriculture's Foreign Agricultural Service (USDA/FAS) offers information and services that can be beneficial to both new and experienced exporters. For example, ATO Seoul uses the U.S. Suppliers List (USL) to provide Korean importers with lists of prospective suppliers. The USL is a searchable database of more than 3,800 U.S. exporters and their products. The database features more than 500 agricultural product categories under which companies can list their offerings. Buyers who wish to find U.S. suppliers and U.S. exporters who wish to register in the USL can access the USL at: [USDA FAS U.S. Supplier List](#) .

For any further information about Korean market, please contact:

U.S. Agricultural Trade Office (ATO)

Local address: Rm 303, Leema B/D, 146-1, Susong-dong, Jongro-gu, Seoul, Korea 110-755

U.S. mailing address: ATO, U.S. Embassy - Seoul, Unit #15550, APO, AP 96205-5550

Phone: 82-2-397-4188

Fax: 82-2-720-7921

E-mail: atoseoul@fas.usda.gov

Home Page: www.atoseoul.com

SECTION V: TRADE STATISTICAL APPENDIX

Table 10. Korea's Total Seafood Imports by Year (\$million)

Year	From World	From USA
2007	2,954	132
2008	2,847	129
2009	2,604	113
2010	3,091	113
2011	3,833	142
2012	3,646	169

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 10-1. Korean Seafood Imports from Major Countries (\$million)

Reporting Country: Korea, Republic of Top 15 Ranking	Import			Percent change (2011~2012)
	2010	2011	2012	
China	1,038	1,174	1,033	-12.0%
Russia	494	661	653	-1.2%
Vietnam	371	477	497	4.2%
United States	113	142	169	19.0%
Thailand	98	130	139	6.9%
Taiwan	96	128	132	3.1%
Norway	96	138	113	-18.1%
Japan	223	163	111	-31.9%
Chile	36	105	72	-31.4%
Peru	34	68	70	2.9%
Indonesia	58	60	62	3.3%
Canada	47	63	58	-7.9%

Malaysia	46	56	37	-33.9%
Senegal	13	18	36	100.0%
United Kingdom	19	23	28	21.7%
Others	309	427	436	2.1%
Total	3,091	3,833	3,646	-4.9%

Source: GTA (<http://www.gtis.com/gta/usda/>)

Table 11. Korea's Total Seafood Exports by Year (\$million)

Year	To World	To USA
2007	1,060	74
2008	1,256	86
2009	1,326	101
2010	1,567	106
2011	1,982	130
2012	1,973	127

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 11-1. Korean Seafood Exports to Major Countries (\$million)

Reporting Country: Korea, Republic of Top 10 Ranking	Export		
	2010	2011	2012
Japan	758	835	820
China	212	433	329
Thailand	106	151	220
United States	106	130	127
New Zealand	71	92	72
Vietnam	21	52	44
Spain	55	55	39
Egypt	5	12	26
Italia	34	15	23
Hong Kong	26	28	22
Others	173	179	251
Total	1,567	1,982	1,973

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 12. Major Fish Imported to Korea from USA in 2012 (\$1,000)

Fish Species	HS Code Number	From USA	From World	U.S. Market Share
Fish Surimi, Alaska Pollack (Theragra Chalcogramma), frozen	0304.94.1000	32,477	32,480	99.9%
Other, Flatfish, frozen	0303.39.0000	24,527	63,007	38.9%
Monkfish, frozen	0303.89.9060	13,441	65,423	20.5%
Roes of Alaska Pollack, frozen	0303.90.2010	9,455	100,254	9.4%
Skate, frozen	0303.82.2000	8,923	41,387	21.6%
Hagfish (Salad Eel), live	0301.99.7000	7,631	13,444	56.8%
Cod, frozen	0303.63.0000	7,110	47,414	15.0%

Glass eel, live	0301.92.1000	6,498	82,312	7.9%
Alaska Pollack (Theragra Chalcogramma), frozen	0303.67.0000	5,760	231,537	2.5%
Hagfish (Salad Eel), frozen	0303.89.9070	5,605	10,619	52.8%
Roes of Other Fish, frozen	0303.90.2090	5,147	23,817	21.6%
Atka mackerel, frozen	0303.89.9040	5,017	36,602	13.7%
Fillet, Alaska Pollack, frozen	0304.75.0000	3,582	42,513	8.4%
Fish Surimi, Alaska Pollack (other than Theragra Chalcogramma), frozen	0304.99.1000	3,588	173,340	2.1%
Rock fish, frozen	0303.89.9050	2,919	17,707	16.5%
Ray, frozen	0303.82.1000	2,866	23,390	12.3%
Sockeye salmon, frozen	0303.11.0000	2,132	2,161	98.7%
Fillet, Plaice, frozen	0304.83.1000	1,938	3,037	63.8%
Sardines, frozen	0303.53.0000	1,922	6,877	27.9%
Sable fish, frozen	0303.89.1000	1,465	1,465	100%
Adductors of shell fish (Scallops), frozen	0307.99.1100	1,259	8,595	14.6%
Lobsters, frozen, other than smoked	0306.12.9000	1,235	9,156	13.5%
Squid, frozen	0307.49.1020	1,170	54,876	2.1%
Alaska Pollack (other than Theragra Chalcogramma), frozen	0303.69.9000	961	961	100%
Anchovy, dried	0305.59.2000	925	3,970	23.3%
Fillet, Others, frozen	0304.89.9000	922	16,942	5.4%
Oyster, frozen	0307.19.1000	585	952	61.4%
Lobsters, not frozen, other than smoked	0306.22.9000	525	22,290	2.4%
Fish Surimi, the families Bregmacerotidae, Euclichthyidae, Gadidae, Macrouridae, other than Alaska Pollack, frozen	0304.95.1000	405	485	83.5%
Other Crabs, frozen, other than smoked	0306.14.9000	400	44,526	0.9%
Fillet, cod, frozen	0304.71.0000	396	1,246	31.8%
Plaice, frozen	0303.32.0000	394	1,408	28%
Other eels, live	0301.92.9000	248	2,257	11%
Total		161,428	1,186,450	13.6%

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 13. Korean Imports of Fish Roes, Urchin Roes, Caviar and Livers by Country of Origin (MT)

2011		2012	
USA	6,320	USA	4,745
RUSSIA	15,443	RUSSIA	16,221
ICELAND	360	ICELAND	1,425
NEW ZEALAND	463	NEW ZEALAND	503
CHINA	164	CHINA	60
OTHERS	314	OTHERS	1,460
TOTAL	23,064	TOTAL	24,414

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 14. Korean Imports of Fish Roes, Urchin Roes, Caviar and Liver by HS Code (MT)

Species	Old H.S. Code	2013 H.S. Code	2011		2012	
			World	USA	World	USA
Livers, frozen	0303.80.1000	0303.90.1000	146	2	276	3
Roes/AK Pollack, frozen	0303.80.2010	0303.90.2010	10,162	2,195	12,403	2,415
Other Roes, Frozen	0303.80.2090	0303.90.2090	12,744	4,123	9,376	2,326
Caviar and caviar substitutes	Various	1604.31.0000	12	-	2,359	1
		1604.32.0000				
Total			23,064	6,320	24,414	4,745

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 15. Korean Imports of Flatfish by Country of Origin (MT)

2011		2012	
USA	11,131	USA	12,632
RUSSIA	10,460	RUSSIA	12,309
CHINA	1,782	CHINA	1,127
GUINEA	1,925	GUINEA	685
SENEGAL	307	SENEGAL	467
SPAIN	367	SPAIN	329
OTHERS	490	OTHERS	308
TOTAL	26,462	TOTAL	27,857

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 16. Korean Imports of Flatfish by HS Code (MT)

Species	H.S. Code	2011		2012	
		World	USA	World	USA
Flat Fish, Live / Plaice, Fresh	0301.99.8000 / 0302.22.0000	5	-	8	-
Halibut, Frozen	0303.31.0000	1,041	11	660	6
Plaice, Frozen	0303.32.0000	699	517	759	225
Sole, Frozen	0303.33.0000	262	-	133	-
Others, Frozen	0303.39.0000	24,455	10,603	26,297	12,401
Total		26,462	11,131	27,857	12,632

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 17. Korean Imports of Ground Fish by Country of Origin (MT)

2011		2012	
USA	6,035	USA	6,525
RUSSIA	234,586	RUSSIA	229,963
CHINA	3,518	CHINA	3,914
JAPAN	14,048	JAPAN	3,601
OTHERS	5,812	OTHERS	5,602
TOTAL	263,999	TOTAL	249,605

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 18. Korean Import of Ground Fish by HS Code (MT)

Species	Old H.S. Code	2013 H.S. Code	2011		2012	
			World	USA	World	USA
Cod, Fresh	0302.50.0000	0302.51.0000	817	30	875	11
Alaska Pollack, Fresh	0302.69.1000	0302.55.1000	9,191	13	-	-
Cod, Frozen	0303.52.0000	0303.63.0000	22,890	4,586	20,918	3,731
Hake, Frozen	0303.78.0000	0303.66.0000	563	230	1	-
Alaska Pollack	0303.79.1000	0303.67.0000	217,090	167	214,137	1,456
Rockfish (ocean perch)	0303.79.9070	0303.89.9050	7,947	1,009	7,928	1,327
Alaska Pollack, Dried	0305.59.3000	0305.59.3000	5,501	-	5,746	-
Total			263,999	6,035	249,605	6,525

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 19. Korean Imports of Fillet/Surimi by Country of Origin (MT)

2011		2012	
USA	13,297	USA	13,181
VIETNAM	51,919	VIETNAM	66,315
CHINA	38,017	CHINA	18,761
RUSSIA	15,568	RUSSIA	14,940
INDONESIA	6,573	INDONESIA	7,241
THAILAND	3,214	THAILAND	3,049
TAIWAN	2,311	TAIWAN	108
NORWAY	1,725	NORWAY	-
OTHERS	11,460	OTHERS	9,385
TOTAL	144,084	TOTAL	132,980

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 20. Korean Imports of Fillet/Surimi by HS Code (MT)

Species	Old H.S. Code	2013 H.S. Code	2011		2012	
			World	USA	World	USA
Fillet of Alaska Pollack/frozen	0304.29.1000	0304.75.0000	16,289	790	15,751	1,138
Fillet of Cod/frozen	0304.29.3000	0304.71.0000	198	29	241	49
Fillet of Plaice/frozen	0304.29.4000	0304.83.1000	483	343	849	631
Fillet of Other Fish/frozen	0304.29.9000	0304.72.0000 0304.73.0000 0304.74.0000 0304.79.0000 0304.81.0000 0304.82.0000 0304.83.9000 0304.84.0000	6,799	183	1,272	61

		0304.85.0000 0304.86.0000 0304.87.XXXX 0304.89.XXXX				
Surimi of Alaska Pollack/frozen	0304.99.1010	0304.94.1000	12,379	11,781	10,048	10,047
Other type of fish meat of Alaska Pollack/frozen	0304.99.1090	0304.94.9000	236	25	-	-
Surimi of other fish/frozen	0304.99.9010	0304.91.1000 0304.92.1000 0304.93.1000 0304.95.1000 0304.99.1000	100,045	146	102,540	1,176
Other type of fish meat of other fish/fresh or chilled, frozen	Various	0304.91.9000 0304.92.9000 0304.93.9000 0304.95.9000 0304.99.9000	7,655	-	2,279	79
Total			144,084	13,297	132,980	13,181

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 21. Korean Imports of Crustaceans by Country of Origin (MT)

2011		2012	
USA	295	USA	190
CHINA	45,440	CHINA	28,714
VIETNAM	14,696	VIETNAM	12,809
THAILAND	7,436	THAILAND	7,804
RUSSIA	6,473	RUSSIA	7,254
CANADA	1,812	CANADA	1,708
MALAYSIA	8,367	MALAYSIA	1,079
JAPAN	1,824	JAPAN	17
OTHERS	11,575	OTHERS	14,880
TOTAL	97,918	TOTAL	74,455

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 22. Korean Imports of Crustaceans by HS Code (MT)

Species	Old H.S. Code	2013 H.S. Code	2011		2012	
			World	USA	World	USA
Frozen lobsters (Homarus spp.)	0306.12.0000	0306.12.9000	215	1	302	46
Frozen peeled shrimps and prawns	0306.13.1000	0306.16.1090 0306.17.1090	19,914	-	21,079	-
Frozen other type of shrimps and prawns	0306.13.9000	0306.17.9010 0306.17.9090	23,224	1	21,914	1
Frozen crab meat	0306.14.1000	0306.14.1090	13	1	96	-
Frozen king crabs	0306.14.2000	0306.14.2090	418	1	996	1
Frozen blue crabs	0306.14.3000	0306.14.3090	11,809	113	13,110	43

Frozen other type of crabs	0306.14.9000	0306.14.9090	10,155	120	8,195	69
Not frozen lobsters (Homarus spp.)	0306.22.0000	0306.22.9000	915	44	1,208	30
Live, fresh or chilled shrimps and prawns	0306.23.1000	0306.26.1000	335	-	-	-
Salted or in brine shrimps and prawns	0306.23.3000	0306.26.3000	19,525	-	305	-
Live, fresh or chilled snow crab	0306.24.1020	0306.24.1020	3,546	14	4,557	-
Frozen rock lobster, other sea crawfish, dried shrimps, crabs, etc.	Various	0306.11.9000 0306.26.2000 0306.27.2000 0306.24.2000 0306.29.2000	7,849	-	2,693	-
Total			97,918	295	74,455	190

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 23. Korean Imports of Molluscs by Country of Origin (MT)

2011		2012	
USA	1,012	USA	806
CHINA	129,814	CHINA	115,956
VIETNAM	32,843	VIETNAM	28,492
CHILE	27,703	CHILE	20,941
PERU	10,510	PERU	12,658
JAPAN	4,104	JAPAN	4,602
THAILAND	7,307	THAILAND	3,942
INDONESIA	4,124	INDONESIA	669
RUSSIA	1,873	RUSSIA	619
OTHERS	5,601	OTHERS	9,382
TOTAL	224,891	TOTAL	198,067

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 24. Korean Imports of Molluscs by HS Code (MT)

Species	Old H.S. Code	2013 H.S. Code	2011		2012	
			World	USA	World	USA
Scallops	0307.2X.XXXX	0307.2X.XXXX	10,639	16	8,967	3
Cuttlefish	0307.4X.XXXX	0307.4X.XXXX	48,416	806	41,643	632
Octopus	0307.5X.XXXX	0307.5X.XXXX	75,283	7	69,581	2
Hard clams, abalones, top shells, pearl oyster, ark shells, cockles, adductors of shell fish, sea urchins, sea cucumbers, hen clams, baby clams, jelly fish	0307.9X.XXXX	0307.7X.XXXX 0307.8X.XXXX 0307.9X.XXXX	90,386	183	77,601	85

Oysters, mussells	Various	0307.1X.XXXX 0307.3X.XXXX	169	-	275	84
Total			224,893	1,012	198,067	806

Source: www.kita.net Korea's Trade Statistics Database for 2012

Table 25. Korean Tariff Schedule for Fishery Products

Description	H.S. Code	2012 Base Rate
Live Fish , Ornamental, Other Live	0301.XX.XXXX except 0301.92.1000, 0301.92.2000 and 0301.99.4010	10%
Live Fish , Other, Eels, Glass Eels (not exceeding 0.3g per unit, for aquaculture) and Sea Bream Fry (for aquaculture)	0301.92.1000 and 0301.99.4010	0%
Live Fish , Other, Eels, Young Eels (exceeding 0.3g and not exceeding 50g per unit, for aquaculture)	0301.92.2000	5%
Fish, Fresh or Chilled	0302.XX.XXXX	20%
Fish, Frozen	0303.XX.XXXX	10%
Fish Fillets and Other Fish Meat - Fresh or Chilled Fillets of Tilapias, Catfish, Pacific Salmon, Trout, Flat Fish, Swordfish, Toothfish, and Other Fish	0304.3X.XXXX, 0304.4X.XXXX, 0304.5X.XXXX	20%
Fish Fillets and Other Fish Meat - Frozen Fillets of Tilapias, Catfish, Cod, Haddock, Coalfish, Hake, Alaska Pollack, Pacific Salmon, Trout, Flat Fish, Swordfish, Toothfish, Herrings, Tunas and Other Fish	0304.6X.XXXX, 0304.7X.XXXX, 0304.8X.XXXX, 0304.9X.XXXX	10%
Fish, Dried, Salted or in Brine, Smoked Fish , whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Fish, Fit for Human Consumption	0305.XX.XXXX	20%
Crustaceans , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Crustaceans, whether or not cooked before or during the smoking process, Crustaceans, in shell or not, Cooked by Steaming or by Boiling in Water, whether or not chilled, Frozen, Dried, Salted in Brine, Flours, Meals and Pellets of Crustaceans, Fit for Human Consumption	0306.XX.XXXX	10%
Molluscs , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Molluscs, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Molluscs, Fit for Human Consumption – Oysters, Scallops, Mussels, Smoked Cuttle Fish and Squid, Octopus, Snails, Clams, Cockles, Ark Shells, Avalone, Top Shells and Adductors of Shell Fish	0307.1X.XXXX, 0307.2X.XXXX, 0307.3X.XXXX , 0307.4X.XXXX, 0307.5X.XXXX, 0307.6X.XXXX, 0307.7X.XXXX, 0307.8X.XXXX and 0307.9x.XXXX except 0307.11.1010,	20%

	0307.11.1090, 0307.41.XXXX, 0307.49.10XX, 0307.49.2000, 0307.49.3000, 0307.71.2010 and 0307.91.2010	
Molluscs , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Molluscs, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Molluscs, Fit for Human Consumption - Live, Fresh or Chilled Oyster Spat , Ark Shell and Pearl Oyster for Seed	0307.11.1010, 0307.71.2010, 0307.91.2010	0%
Molluscs , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Molluscs, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Molluscs, Fit for Human Consumption - Live, Fresh or Chilled Oyster Spat Other	0307.11.1090	5%
Molluscs , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Molluscs, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Molluscs, Fit for Human Consumption – Cuttle Fish, Squid	0307.41.XXXX, 0307.49.10XX, 0307.49.2000, 0307.49.3000	10%
Aquatic Invertebrates Other Than Crustaceans and Molluscs , Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Aquatic Invertebrates Other Than Crustaceans and Molluscs, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Aquatic Invertebrates Other Than Crustaceans and Molluscs, Fit for Human Consumption – Sea Cucumber, Sea Urchins, Jellyfish and Other	0308.XX.XXXX except 0308.90.1011	20%
Aquatic Invertebrates Other Than Crustaceans and Molluscs , Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Aquatic Invertebrates Other Than Crustaceans and Molluscs, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Aquatic Invertebrates Other Than Crustaceans and Molluscs, Fit for Human Consumption – Live, Fresh or Chilled Sea-Squirts for Seed	0308.90.1011	0%
Extracts and Juices of Fish or Crustaceans, Molluscs or Other Aquatic Invertebrates	1603.00.3000 and 1603.00.4000	30%
Prepared or Preserved Fish , Caviar and Substitutes Prepared from Fish Eggs – Salmon, Herrings, Sardines, Tunas, Mackerel, Anchovies, Eels, Saury, Jerk Filefish, Fish Pastes, Fish Marinade, Fish Cake, Caviar and Caviar Substitutes	1604.XX.XXXX	20%

Crustaceans, Molluscs and Other Aquatic Invertebrates, Prepared or Preserved – Crab, Shrimps and Prawns, Lobster, Oysters, Scallops, Mussels, Cuttle Fish, Squid, Octopus, Clams, Abalone, Snails, Sea Cucumber, Sea Urchins, Jellyfish and Other Fish	1605.XX.XXXX	20%
---	--------------	-----

Source: Korea Customs and Trade Development Institute, Tariff Schedule of Korea, 2013