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## **Korea - Republic of**

**Post:** Seoul ATO

### **2015 Seafood Products Market Brief**

**Report Categories:**

Fishery Products

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**Report Highlights:**

In 2014, total Korean imports of seafood were \$4.16 billion, up 16.7 percent from 2013 due to the increased demand and rising prices. Imports of American seafood also increased by 5.2 percent to \$222 million, making the United States the fourth largest supplier with a 5.3 percent market share. U.S. seafood is generally considered high quality and safe, but less price competitive when competing with other origins. By volume, Alaska Pollack Surimi, Cod, Frozen Alaska Pollack, Roes of Alaska Pollack, Monkfish, Lobsters, Hagfish, Ray, Atka Mackerel, etc. are some of the major species imported in large quantities from the United States. By value, Alaska Pollack Surimi, Lobsters, Flatfish, Live Hagfish, Roes of Alaska Pollack, Monkfish, Cod, Frozen Alaska Pollack, Skate, Frozen Hagfish were top ten imported species.

## **General Information:**

### **SECTION I: KOREAN SEAFOOD MARKET OVERVIEW**

**In 2014, Korea's seafood import from all origins was \$4.16 billion**, up 16.7 percent from \$3.57 billion in 2013. The United States was the fourth largest exporter of seafood products to Korea. The largest seafood supplying country in 2014 was China at \$1.12 billion, followed by Russia at \$672 million, Vietnam at \$627 million, USA at \$222 million, Norway at \$182 million, Thailand at \$165 million, Taiwan and Chile at \$105 million each, Japan at \$97 million, and Peru at \$97 million. These ten countries accounted for 82 percent of Korea's total seafood imports in 2014. The most popular imported seafood was Alaska Pollack, followed by Shrimp, Small Octopus, Miscellaneous Fish, Squid, Salmon, Salt, Tuna, Hairtail, Croaker, Glass Eel, Crab, Fish Roe, Lobster, Flatfish, and Monk Fish, etc.

**Korea imported \$222 million of U.S. seafood in 2014**, up 5 percent from \$211 million in 2013, providing the United States with a steady market share of 5.3 percent. 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' withering demand for Japanese seafood products after the nuclear power plant incident. In 2014, the U.S. maintained its market position with a still increased sales performance of its seafood products compared to that of year 2013. Alaska Pollack Surimi, Lobsters, Flatfish, Live Hagfish, Roes of Alaska Pollack, Monkfish, Cod, Frozen Alaska Pollack, Skate, Frozen Hagfish were top ten imported species imported in large quantities from the United States and increased value of U.S. seafood exports to Korea can be partially accounted for by Frozen Fish Surimi (\$56.1 million, up 25 percent), Live Lobster (\$38 million, up 138 percent – benefits from less expensive product under KORUS FTA has focused attention on U.S. lobster and a number of retailers continued holding a series of large scale in-store promotions in 2014), Frozen Flatfish (\$23.1 million, up 7 percent – increased demand by institutional feeding sector), Frozen Fish and Frozen Fillet of Pacific Salmon (\$11.7 million, up 400 percent – import of U.S. product exploded due to increased domestic consumption of salmon and insufficient supplies of Norwegian and Chilean products).

Tables 12 and 12-1 of Section V below show the major species exported to Korea from the United States and the world. The imports of those 28 fish species accounted for 90 percent of the total imports of fishery products from the United States in 2014.

Until 2000, Korea was a net exporter of seafood. However, growing domestic demand and limited supplies have reversed the situation. In 2014, Korea exported \$1.64 billion of seafood and imported about \$2.52 billion more than it exported. Imports are expected to outpace exports ensuring that Korea will remain an important market for premium 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 1,927 metric tons of Frozen Flatfish and for 5,180 metric tons of Frozen Alaska Pollack in 2015. 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)	Croaker/Frozen (HS 0303.79.9095)
1 (2012)	1,530	4,000	1,000
2 (2013)	1,652	4,360	1,050
3 (2014)	1,785	4,752	1,103
<b>4 (2015)</b>	<b>1,927</b>	<b>5,180</b>	<b>1,158</b>
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	H.S. Code	2012 Base Rate	2015 KOR-US FTA Rate	Zero-Duty Year
Fish Surimi, Alaska Pollack, frozen	0304.94.1000 0304.99.1000	10%	0%	2014
Other, Flatfish, frozen	0303.39.0000	10%	0% (TRQ 1,927 MT)	2023
			10% (Above TRQ)	
Monkfish, frozen	0303.89.9060	10%	7.6%	2021
Roes of Alaska Pollack, frozen	0303.90.2010	10%	2%	2016
Skate, frozen*	0303.82.2000	10%	10%	2021
Hagfish (Salad Eel), live	0301.99.7000	10%	0%	2014
Cod, frozen	0303.63.0000	10%	2%	2016
Glass eel, live	0301.92.1000	0%	0%	2012

Alaska Pollack, frozen	0303.67.0000 0303.69.9000	10%	0% (TRQ 5,180 MT)	2026
			10% (Above TRQ)	
Hagfish (Salad Eel), frozen	0303.89.9070	10%	6%	2021
Roes of other fish, frozen	0303.90.2090	10%	2%	2016
Atka mackerel, frozen	0303.89.9040	10%	6%	2021
Fillet, Alaska Pollack, frozen	0304.75.0000	10%	7.6%	2021
Rock fish, frozen	0303.89.9050	10%	7.6%	2021
Ray, frozen	0303.82.1000	10%	7.6%	2021
Sockeye salmon, frozen	0303.11.0000	10%	0%	2012
Fillet, Plaice, frozen	0304.83.1000	10%	7.6%	2021
Sardines, frozen	0303.53.0000	10%	2%	2016
Sable fish, frozen	0303.89.1000	10%	2%	2016
Adductors of shell fish, frozen	0307.99.1100	20%	15.2%	2021
Lobsters, other than smoked	0306.12.9000	20%	4%	2016
	0306.22.9000			
Squid, frozen	0307.49.1020	10%	10%	2021
Anchovy, dried	0305.59.2000	20%	12%	2021
Fillet, Others, frozen	0304.89.9000	10%	0%	2014
Oyster, frozen	0307.19.1000	20%	0%	2012
Fish Surimi, the families Bregmacerotidae, Eulichthyidae, Gadidae, Macrouridae, other than Alaska Pollack, frozen	0304.95.1000	10%	2%	2016
Other Crabs, frozen, other than smoked (Dungeness Crab)	0306.14.9090	14%	0%	2014
		14%	10.6%	2021
Fillet, cod, frozen	0304.71.0000	10%	6%	2021
Plaice, frozen	0303.32.0000	10%	7.6%	2021
Other baby eels, live	0301.92.9010	10%	0%	2012

Source: Korea Customs and Trade Development Institute, Import/Export Customs Clearance General Guidebook of Korea, 2015

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 (HS0303.82.2000)	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%

### SECTION III: SUPPLY, DEMAND AND MARKET OPPORTUNITIES

- Supply

In 2014, Korean seafood production slightly increased to 3.29 million metric tons, up 4.9 percent from 3.14 million metric tons in 2013. Production from distant waters increased 19.3 percent and production from adjacent waters was up 2.7 percent leading the overall increase in annual seafood production. The unusual increase of production from distant waters in 2014 was mainly due to the skyrocketed catching of squid but it is forecast to decline back to normal in 2015. 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. However, the Korea-China FTA on its final stretch will give rise to the surge of price-competitive and good quality Chinese seafood into Korean market.

Korean Ministry of Oceans and Fisheries (MOF) established 392,424 metric tons as the Total Allowable Catch (TAC) for 2015 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	2011	2012	2013	2014	2015
Mackerels	160,000	160,000	135,000	135,000	122,000
Jack mackerels	21,000	21,000	14,700	18,000	16,600
Red snow crabs	32,000	38,000	38,000	38,000	40,000
Snow crabs	1,620	1,500	1,521	1,570	1,583
Purplish Washington clams	2,400	2,400	2,090	2,100	2,000
Pen shells	2,700	6,400	9,080	8,455	6,465
Horned turban	2,570	1,300	1,310	1,506	1,506
Blue crabs	13,200	14,900	19,500	14,600	10,900
Squid	188,100	189,000	191,000	191,000	186,000
Sailfin sandfish	1,500	1,830	4,550	4,880	5,150
Mottled Skate	230	200	200	197	220
Total	425,320	436,530	416,951	415,308	392,424

Source: Ministry of Oceans and Fisheries (MOF), Resource Management Division

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

Year	Total	Adjacent Waters	Shallow Sea Aquaculture	Distant Waters	Inland Waters
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
2012	3,183	1,091	1,489	575	28
2013	3,135	1,045	1,515	550	25
2014 (Preliminary)	3,289	1,073	1,531	656	29

Source: Ministry of Oceans and Fisheries (MOF), Fishery Information Portal ([www.fips.go.kr](http://www.fips.go.kr))

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

Year	Total	Fishes	Shell fish	Crustacean	Mollusks	Other aquatic animals	Seaweed
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
2012	3,183	1,267	433	135	293	23	1,032
2013	3,135	1,195	346	149	282	23	1,140

Source: MOF Ocean & Fisheries Yearbook 2014

**Table 7. Korean Production of Processed Seafood**

Year	Production (MT)	Value (Million K/Won)
2006	1,546,784	3,779,162
2007	1,613,056	5,517,849
2008	1,766,528	6,642,033
2009	1,898,135	6,046,188
2010	1,815,286	6,875,258
2011	1,865,546	6,540,369
2012	1,885,437	7,770,232
2013	1,819,686	7,422,598

Source: Korea Food Distribution Yearbook 2015

- 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 2013 Food Balance Sheet that annual per capita seafood consumption in Korea was 53.8 Kg (fishery products and shellfish = 36.4 kg and seaweed = 17.4 kg) in 2013. 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 over the years. Today, Ocean Seafood, Bono-Bono, Seafood Shangrilla, Marisco, Makinochaya, Fisher’s Market, Sea-n-More, Seafood Blue, Del Kumara, El Mareta, Marine Cook, Seafood Kitchen, Ocean Star, D’ Maris, Muscus, and Viking’s Wharf 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.

In 2013, CJ (Cheil Jedang) Corporation launched a new processed seafood brand called “Alaska Salmon”. The “Alaska Salmon” is a canned salmon product that uses natural salmon from Alaska, a region that is famous with its pristine waters. The price of a can is 3,600 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, this 100 percent Natural Salmon product hit the market making \$9.5 million of sales in the first year with a market share of 68 percent. Stimulated by this successful launching of “Alaska Salmon” brand, competing canneries such as “Dongwon” and “Sajo” also introduced their canned salmon products taking 32 percent of the market share. CJ Corporation, the market leader, diversified its canned salmon products by adding three new products in 2014 and currently 6 varieties of product (Red Chili, Yellow Curry, White Mayo, Brown Rice Oil, Spicy, and Natural) are being sold in the market.

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 2<sup>nd</sup> and 3<sup>rd</sup> anniversaries 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	
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%

1				8				
2012	4,236	1,072	390	5,698	3,170	2,144	384	74.8%
2013	4,050	1,087	394	5,531	3,133	2,008	390	77.4%

Source: Korea Rural Economy Institute (KREI) 2013 Food Balance Sheet

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

Product Category	2006	2007	2008	2009	2010	2011	2012	2013	2014 (Preliminary)
Fish and Shell fish	43.5	42.1	39.1	36.1	36.6	37.8	39.0	36.4	38.3
Seaweed	13.0	14.4	15.8	14.4	14.7	15.7	15.9	17.4	15.6
Total (kg/year)	56.5	56.5	54.9	50.5	51.3	53.5	54.9	53.8	53.9

Source: Korea Rural Economy Institute (KREI) 2013 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, USA, Norway, Thailand, Taiwan, Chile, Japan, and Peru. In 2014, the top ten supplying countries accounted for about 82 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 28 species accounted for more than 90 percent of total seafood imports from the United States to Korea in 2014. 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](http://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) 2015** was held in Seoul at COEX, April 15-17, 2015. 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. Check the official website of the show ([www.seoulseafood.com](http://www.seoulseafood.com)) for further details.

**Busan International Seafood & Fisheries Expo (BIFSE) 2015** will be held in Busan at BEXCO convention center, **October 29-31, 2015**. It offers an excellent opportunity to explore possible market opportunities in Korea. This show had been 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 11 years, in cooperation with SRTGs such as SUSTA and Food Export USA Northeast. Check BISFE's official website ([www.bisfe.com](http://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: 2014 Annual Exporter Guide Report by ATO Seoul.

##### **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 9600 Box 0050, DPO, AP 96209-0050

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#### SECTION V: TRADE STATISTICAL APPENDIX

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

Year	From World	From USA	U.S. Market Share
2007	2,954	132	4.5%
2008	2,847	129	4.5%
2009	2,604	113	4.3%
2010	3,091	113	3.7%
2011	3,833	142	3.7%
2012	3,646	169	4.6%
2013	3,565	211	5.9%
2014	4,161	222	5.3%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

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

Reporting Country: Korea, Republic of Top 15 Ranking	Import			Percent change (2013~2014)
	2012	2013	2014	
China	1,033	968	1,124	16.1%
Russia	653	589	672	14.1%
Vietnam	497	478	627	31.2%
<b>United States</b>	<b>169</b>	<b>211</b>	<b>222</b>	<b>5.2%</b>
Norway	113	119	182	52.9%
Thailand	139	116	165	42.2%
Taiwan	132	117	105	-10.3%
Chile	72	87	105	20.7%
Japan	111	102	97	-4.9%
Peru	70	65	97	49.2%
Hong Kong	66	55	73	32.7%
Indonesia	62	56	61	8.9%
Canada	58	74	51	-31.1%
Senegal	36	56	49	-12.5%
Malaysia	37	39	47	20.5%
Others	397	433	484	11.8%
Total	3,646	3,565	4,161	16.7%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**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	129
2013	1,749	136
2014	1,642	136

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

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

Reporting Country: Korea, Republic of Top 10 Ranking	Export		
	2012	2013	2014
Japan	820	678	625
China	329	325	254
United States	129	136	136
Thailand	220	166	106
Vietnam	44	57	62
New Zealand	71	47	54
Iran	0	6	44
Spain	39	32	38

Ecuador	21	10	36
Hong Kong	22	29	27
Others	276	262	260
Total	1,972	1,749	1,642

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

Table 12-1. Major Fish Imported to Korea from USA in 2014 (In Value, \$1,000)

Fish Species	HS Code Number	From USA (\$1,000)	From World (\$1,000)	U.S. Market Share
<b>Fish Surimi, Alaska Pollack (Theragra Chalcogramma), frozen</b>	0304.94.1000	52,288	52,298	100%
<b>Lobsters, not frozen, other than smoked</b>	0306.22.9000	37,959	67,992	56%
<b>Other, Flatfish, frozen</b>	0303.39.0000	23,117	53,572	43%
<b>Hagfish (Salad Eel), live</b>	0301.99.7000	11,127	16,902	66%
<b>Roes of Alaska Pollack, frozen</b>	0303.90.2010	10,687	75,144	14%
<b>Monkfish, frozen</b>	0303.89.9060	10,165	61,785	16%
<b>Cod, frozen</b>	0303.63.0000	7,152	42,958	17%
<b>Alaska Pollack (Theragra Chalcogramma), frozen</b>	0303.67.0000	6,921	221,866	3%
<b>Skate, frozen</b>	0303.82.2000	6,028	27,109	22%
<b>Hagfish (Salad Eel), frozen</b>	0303.89.9070	5,600	9,999	56%
<b>Roes of Other Fish, frozen</b>	0303.90.2090	4,197	8,947	47%
<b>Fish Surimi, Alaska Pollack (other than Theragra Chalcogramma), frozen</b>	0304.99.1000	3,842	174,088	2%
<b>Ray, frozen</b>	0303.82.1000	3,707	25,440	15%
<b>Atka mackerel, frozen</b>	0303.89.9040	3,575	38,204	9%
<b>Lobsters, frozen, other than smoked</b>	0306.12.9000	3,034	6,077	50%
<b>Fillet, Alaska Pollack, frozen</b>	0304.75.0000	2,052	44,614	5%
<b>Rock fish, frozen</b>	0303.89.9050	1,929	13,682	14%
<b>Fillet, Plaice, frozen</b>	0304.83.1000	1,916	2,632	73%
<b>Adductors of shell fish (Scallops), frozen</b>	0307.99.1100	1,319	14,931	9%
<b>Sardines, frozen</b>	0303.53.0000	743	6,340	12%
<b>Sable fish, frozen</b>	0303.89.1000	637	708	90%
<b>Glass eel, live (for aquaculture)</b>	0301.92.1000	419	76,449	1%
<b>Fillet, cod, frozen</b>	0304.71.0000	387	1,227	32%
<b>Fillet, Others, frozen</b>	0304.89.9000	385	14,623	3%
<b>Plaice, frozen</b>	0303.32.0000	206	380	54%
<b>Squid, frozen</b>	0307.49.1020	68	77,012	0%
<b>Anchovy, dried</b>	0305.59.2000	38	4,200	1%
<b>Sockeye salmon, frozen</b>	0303.11.0000	7	82	9%
<b>Oyster, frozen</b>	0307.19.1000		125	0%

<b>Other eels, live</b>	0301.92.9000		12	0%
<b>Total</b>		199,505	1,139,395	18%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

Table 12-2. Major Fish Imported to Korea from USA in 2014 (In Quantity, MT)

<b>Fish Species</b>	<b>HS Code Number</b>	<b>From USA (1,000 Kg)</b>	<b>From World (1,000 Kg)</b>	<b>U.S. Market Share</b>
<b>Fish Surimi, Alaska Pollack (Theragra Chalcogramma), frozen</b>	0304.94.1000	18,714	18,722	100%
<b>Cod, frozen</b>	0303.63.0000	3,608	17,466	21%
<b>Alaska Pollack (Theragra Chalcogramma), frozen</b>	0303.67.0000	3,498	173,079	2%
<b>Roes of Alaska Pollack, frozen</b>	0303.90.2010	3,061	15,075	20%
<b>Roes of Other Fish, frozen</b>	0303.90.2090	2,201	5,456	40%
<b>Monkfish, frozen</b>	0303.89.9060	2,094	25,732	8%
<b>Lobsters, not frozen, other than smoked</b>	0306.22.9000	2,023	3,518	58%
<b>Hagfish (Salad Eel), frozen</b>	0303.89.9070	2,001	3,559	56%
<b>Ray, frozen</b>	0303.82.1000	1,749	9,267	19%
<b>Atka mackerel, frozen</b>	0303.89.9040	1,509	14,285	11%
<b>Fish Surimi, Alaska Pollack (other than Theragra Chalcogramma), frozen</b>	0304.99.1000	1,501	109,324	1%
<b>Other, Flatfish, frozen</b>	0303.39.0000	1,307	24,111	5%
<b>Hagfish (Salad Eel), live</b>	0301.99.7000	1,256	1,884	67%
<b>Skate, frozen</b>	0303.82.2000	1,113	7,535	15%
<b>Rock fish, frozen</b>	0303.89.9050	1,089	7,847	14%
<b>Fillet, Alaska Pollack, frozen</b>	0304.75.0000	682	16,246	4%
<b>Fillet, Plaice, frozen</b>	0304.83.1000	631	767	82%
<b>Sardines, frozen</b>	0303.53.0000	616	7,244	9%
<b>Lobsters, frozen, other than smoked</b>	0306.12.9000	105	248	42%
<b>Fillet, Others, frozen</b>	0304.89.9000	105	3,070	3%
<b>Plaice, frozen</b>	0303.32.0000	84	214	39%
<b>Fillet, cod, frozen</b>	0304.71.0000	55	249	22%
<b>Adductors of shell fish (Scallops), frozen</b>	0307.99.1100	52	1,556	3%
<b>Sable fish, frozen</b>	0303.89.1000	40	64	63%
<b>Squid, frozen</b>	0307.49.1020	40	55,600	0%
<b>Anchovy, dried</b>	0305.59.2000	5	789	1%
<b>Sockeye salmon, frozen</b>	0303.11.0000	1	13	8%
<b>Glass eel, live (for aquaculture)</b>	0301.92.1000	0	10	0%
<b>Oyster, frozen</b>	0307.19.1000	0	23	0%
<b>Other eels, live</b>	0301.92.9000	0	1	0%
<b>Total</b>		49,140	522,954	9%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

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

2013		2014	
USA	5,406	USA	5,270
RUSSIA	13,449	RUSSIA	14,679
ICELAND	1,167	ICELAND	1,125
NEW ZEALAND	589	NEW ZEALAND	548
INDONESIA	228	INDONESIA	278
OTHERS	815	OTHERS	489
TOTAL	21,654	Total	22,389

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 13-1. Korean Imports of Fish Roes, Urchin Roes, Caviar and Liver by HS Code (MT)**

Species	2013 H.S. Code	2013		2014	
		World	USA	World	USA
Livers, frozen	0303.90.1000	209	0	97	3
Roes/AK Pollack, frozen	0303.90.2010	15,263	3,425	15,075	3,061
Other Roes, Frozen	0303.90.2090	4,122	1,980	5,456	2,201
Caviar and caviar substitutes	1604.31.0000	2,060	1	1,761	5
	1604.32.0000				
Total		21,654	5,406	22,389	5,270

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 14. Korean Imports of Flatfish by Country of Origin (MT)**

2013		2014	
USA	11,936	USA	13,158
RUSSIA	11,260	RUSSIA	8,564
CHINA	1,506	CHINA	1,558
GUINEA	1,374	GUINEA	1,300
SENEGAL	322	SENEGAL	646
SPAIN	226	SPAIN	277
OTHERS	348	OTHERS	305
TOTAL	26,972	TOTAL	25,808

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 14-1. Korean Imports of Flatfish by HS Code (MT)**

Species	H.S. Code	2013		2014	
		World	U.S.A	World	U.S.A.
Flat Fish, Live / Plaice, Fresh	0301.99.8000 0302.22.0000	139	0	139	0
Halibut, Frozen	0303.31.0000	2,291	0	1,294	0
Plaice, Frozen	0303.32.0000	472	177	214	84
Sole, Frozen	0303.33.0000	15	0	50	0
Others, Frozen	0303.39.0000	24,055	11,759	24,111	13,074
Total		26,972	11,936	25,808	13,158

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 15. Korean Imports of Ground Fish by Country of Origin (MT)**

2013		2014	
USA	6,893	USA	8,205
RUSSIA	211,248	RUSSIA	186,891
CHINA	5,554	PORTUGAL	3,335
JAPAN	4,470	JAPAN	3,049
OTHERS	8,108	OTHERS	5,759
TOTAL	236,273	TOTAL	207,239

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 15-1. Korean Import of Ground Fish by HS Code (MT)**

Species	2013 H.S. Code	2013		2014	
		World	USA	World	USA
Cod, Fresh	0302.51.0000	1,548	11	933	8
Alaska Pollack, Fresh	0302.55.0000	4,137	0	2,452	1
Cod, Frozen	0303.63.0000	25,527	4,074	17,466	3,608
Hake, Frozen	0303.66.0000	880	0	362	1
Alaska Pollack	0303.67.0000	189,009	1,285	173,079	3,498
Rockfish (ocean perch)	0303.89.9050	9,994	1,523	7,847	1,089
Alaska Pollack, Dried	0305.59.3000	5,178	0	5,100	0
Total		236,273	6,893	207,239	8,205

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 16. Korean Imports of Fillet/Surimi by Country of Origin (MT)**

2013		2014	
USA	19,774	USA	22,590
VIETNAM	56,621	VIETNAM	56,389
CHINA	31,740	CHINA	38,946
RUSSIA	17,043	RUSSIA	16,580
INDONESIA	6,683	INDONESIA	5,914
THAILAND	3,054	THAILAND	3,430
PERU	1,095	PERU	1,438
TAIWAN	1,004	TAIWAN	997
OTHERS	12,655	OTHERS	12,105
TOTAL	149,669	TOTAL	158,389

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 16-1. Korean Imports of Fillet/Surimi by HS Code (MT)**

Species	2013 H.S. Code	2013		2014	
		World	USA	World	USA
Fillet of Alaska Pollack/fr	0304.75.0000	17,999	1,265	16,246	682

ozen					
Fillet of Cod/frozen	0304.71.0000	212	36	249	55
Fillet of Plaice/frozen	0304.83.1000	968	677	767	631
Fillet of Other Fish/frozen	0304.72.00000304.73.00000304.74.00000304.79.0000 0304.81.00000304.82.0000 0304.83.90000304.84.00000304.85.00000304.86.00000304.87.XXXX 0304.89.XXXX	9,279	196	11,552	1,007
Surimi of Alaska Pollack/frozen	0304.94.1000	16,873	16,873	18,722	18,714
Other type of fish meat of Alaska Pollack/frozen	0304.94.9000	338	168	184	0
Surimi of other fish/frozen	0304.91.10000304.92.1000 0304.93.10000304.95.10000304.99.1000	102,319	313	109,324	1,501
Other type of fish meat of other fish/fresh or chilled, frozen	0304.91.90000304.92.9000 0304.93.90000304.95.90000304.99.9000	1,681	246	1,345	0
Total		149,669	19,774	158,389	22,590

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 17. Korean Imports of Crustaceans by Country of Origin (MT)**

2013		2014	
USA	1,208	USA	2,255
CHINA	26,157	CHINA	24,318
VIETNAM	13,566	VIETNAM	18,847
THAILAND	3,726	THAILAND	2,641
RUSSIA	6,312	RUSSIA	5,744
INDIA	3,010	INDIA	3,240
MALAYSIA	3,914	MALAYSIA	3,605
ECUADOR	3,914	ECUADOR	4,251
OTHERS	10,327	OTHERS	12,033

TOTAL	72,134	TOTAL	76,934
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Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 17-1. Korean Imports of Crustaceans by HS Code (MT)**

Species	2013 H.S. Code	2013		2014	
		World	USA	World	USA
Frozen lobsters (Homarus spp.)	0306.12.9000	383	183	248	105
Frozen peeled shrimps and prawns	0306.16.1090 0306.17.1090	19,845	0	21,778	28
Frozen other type of shrimps and prawns	0306.17.9010 0306.17.9090	18,890	3	20,188	0
Frozen crab meat	0306.14.1090	0	0	1	0
Frozen king crabs	0306.14.2090	787	1	134	1
Frozen blue crabs	0306.14.3090	15,307	16	16,169	0
Frozen other type of crabs	0306.14.9090	7,657	0	8,703	98
Not frozen lobsters (Homarus spp.)	0306.22.9000	2,554	950	3,518	2,023
Live, fresh or chilled shrimps and prawns	0306.26.1000	0	0	0	0
Salted or in brine shrimps and prawns	0306.26.3000	0	0	0	0
Live, fresh or chilled snow crab	0306.24.1020	3,738	0	3,662	0
Frozen rock lobster, other sea crawfish, dried shrimps, crabs, etc.	0306.11.9000 0306.26.2000 0306.27.2000 0306.24.2000 0306.29.2000	2,973	0	2,533	0
Total		72,134	1,153	76,934	2,255

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 18. Korean Imports of Molluscs by Country of Origin (MT)**

2013		2014	
USA	261	USA	157
CHINA	103,043	CHINA	126,061
VIETNAM	24,827	VIETNAM	31,194
CHILE	23,266	CHILE	32,173
PERU	9,186	PERU	12,828
JAPAN	7,215	JAPAN	5,825
THAILAND	4,303	THAILAND	8,138
INDONESIA	3,019	INDONESIA	2,946
ARGENTINA	1,603	ARGENTINA	4,066
OTHERS	5,849	OTHERS	9,630
TOTAL	182,572	TOTAL	233,018

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 18-1. Korean Imports of Molluscs by HS Code (MT)**

Species	2013 H.S. Code	2013		2014	
		World	USA	World	USA



Scallops	0307.2X.XXXX	8,710	55	9,112	8
Cuttlefish	0307.4X.XXXX	37,325	62	57,339	40
Octopus	0307.5X.XXXX	66,162	23	83,499	15
Hard clams, abalones, top shells, pearl oyster, ark shells, cockles, adductors of shell fish, sea urchins, sea cucumbers, hen clams, baby clams, jelly fish	0307.7X.XXXX 0307.8X.XXXX 0307.9X.XXXX	70,136	120	82,828	94
Oysters, mussels	0307.1X.XXXX 0307.3X.XXXX	239	1	240	0
Total		182,572	261	233,018	157

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2014

**Table 19. Korean Tariff Schedule for Fishery Products**

Description	H.S. Code	2012 Base Rate
<b>Live Fish</b> , Ornamental, Other Live	0301.XX.XXXX except 0301.92.1000, 0301.92.2000 and 0301.99.4010	10%
<b>Live Fish</b> , 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%
<b>Live Fish</b> , Other, Eels, Young Eels (exceeding 0.3g and not exceeding 50g per unit, for aquaculture)	0301.92.2000	5%
<b>Fish, Fresh or Chilled</b>	0302.XX.XXXX	20%
<b>Fish, Frozen</b>	0303.XX.XXXX	10%
<b>Fish Fillets</b> 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%
<b>Fish Fillets</b> 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%
<b>Fish, Dried, Salted or in Brine, Smoked Fish</b> , whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Fish, Fit for Human Consumption	0305.XX.XXXX	20%
<b>Crustaceans</b> , whether in shell or not, Live, Fresh, Chilled,	0306.XX.XXXX	10%

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		
<b>Molluscs</b> , 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, 0307.11.1090, 0307.41.XXXX, 0307.49.10XX, 0307.49.2000, 0307.49.3000, 0307.71.2010 and 0307.91.2010	20%
<b>Molluscs</b> , 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%
<b>Molluscs</b> , 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%
<b>Molluscs</b> , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in	0307.41.XXXX, 0307.49.10XX, 0307.49.2000, 0307.49.3000	10%

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		
<b>Aquatic Invertebrates Other Than Crustaceans and Molluscs</b> , 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%
<b>Aquatic Invertebrates Other Than Crustaceans and Molluscs</b> , 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%
<b>Extracts and Juices of Fish</b> or Crustaceans, Molluscs or Other Aquatic Invertebrates	1603.00.3000 and 1603.00.4000	30%
<b>Prepared or Preserved Fish</b> , 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%
<b>Crustaceans, Molluscs and</b>	1605.XX.XXXX	20%

<b>Other Aquatic Invertebrates, Prepared or Preserved</b> – Crab, Shrimps and Prawns, Lobster, Oysters, Scallops, Mussels, Cuttle Fish, Squid, Octopus, Clams, Abalone, Snails, Sea Cucumber, Sea Urchins, Jellyfish and Other Fish		
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Source: Korea Customs and Trade Development Institute, Import/Export Customs Clearance General Guidebook of Korea, 2015