

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:** 4/1/2014

**GAIN Report Number:** KS1416

## **Korea - Republic of**

**Post:** Seoul ATO

### **Seafood Market Annual Update 2014**

**Report Categories:**

Product Brief

**Approved By:**

Kevin Sage-EL, ATO Director

**Prepared By:**

Sun Young Yoo, Market Promotion Specialist

**Report Highlights:**

In 2013, total Korean imports of seafood were \$3.57 billion, down 2 percent from 2012 due to the worsened economy and reduced demand by food service industry and export business. However, imports of American seafood increased by 25 percent to \$211 million making the United States the fourth largest supplier with a 5.9 percent market share. U.S. seafood is generally considered high quality and safe, but less price competitive when competing with other origins. Fish Surimi, Flatfish, Glass Eel, Alaska Pollack Roes, Monkfish, Skate, Hagfish, Cod, 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 2013, Korea's seafood import from all origins was \$3.57 billion**, down 2 percent from \$3.65 billion in 2012. The United States was the fourth largest exporter of seafood products to Korea. The largest seafood supplying country in 2013 was China at \$967 million, followed by Russia at \$589 million, Vietnam at \$478 million, USA at \$211 million, Norway at \$119 million, Taiwan at \$117 million, Thailand at \$116 million, Japan at \$102 million, Chile at \$87 million, and Canada at \$74 million. These ten countries accounted for 80 percent of Korea's total seafood imports in 2013.

**Korea imported \$211 million of U.S. seafood in 2013**, up 25 percent from \$169 million in 2012, providing the United States with an increased market share of 5.9 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 2013, the U.S. maintained its market position with a remarkably increased sales performance of its seafood products compared to that of year 2012. Fish Surimi, Flatfish, Glass Eel, Alaska Pollack Roes, Monkfish, Skate, Hagfish, Cod, 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 Alaska Pollack Surimi (\$43.5 million, up 34 percent), Live Glass Eel (\$19.5 million, up 200 percent – demand for U.S. product exploded due to skyrocketing domestic price of live eels), Live Lobster (\$16 million, up 2,930 percent – benefits from less expensive product under KORUS FTA has focused attention on U.S. lobster and a growing number of retailers began to hold a series of large scale in-store promotions in 2013), Frozen Alaska Pollack Roe (\$11.5 million, up 21 percent - local demand is growing), Live Hagfish (\$11.3 million, up 49 percent - short supply of local hagfish), Frozen Hagfish (\$6.5 million, up 15 percent), and Frozen Atka Mackerel (\$6.2 million, up 23 percent – increased demand by institutional feeding sector).

Table 12 of Section V below shows the major species imported to Korea from the United States and the world. The imports of those 31 fish species accounted for 92 percent of the total imports of fishery products from the United States in 2013.

Until 2000, Korea was a net exporter of seafood. However, growing domestic demand and limited supplies have reversed the situation. In 2013, Korea exported \$1.75 billion of seafood and imported about \$1.82 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 1,785 metric tons of Frozen Flatfish and for 4,752 metric tons of Frozen Alaska Pollack in 2014. 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
<b>3 (2014)</b>	<b>1,785</b>	<b>4,752</b>	<b>1,103</b>
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**

<b>Description</b>	<b>2013 H.S. Code</b>	<b>2012 Base Rate</b>	<b>2014 KOR-US FTA Rate</b>	<b>Zero-Duty Year</b>
Fish Surimi, Alaska Pollack, frozen	0304.94.1000 0304.99.1000	10%	0%	2014
Other, Flatfish, frozen	0303.39.0000	10%	0% (TRQ 1,785 MT) 10% (Above TRQ)	2023
Monkfish, frozen	0303.89.9060	10%	8.3%	2021
Roes of Alaska Pollack, frozen	0303.90.2010	10%	4%	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%	4%	2016
Glass eel, live	0301.92.1000	0%	0%	2012
Alaska Pollack, frozen	0303.67.0000 0303.69.9000	10%	0% (TRQ 4,752 MT) 10% (Above TRQ)	2026
Hagfish (Salad Eel), frozen	0303.89.9070	10%	7%	2021
Roes of other fish, frozen	0303.90.2090	10%	4%	2016
Atka mackerel, frozen	0303.89.9040	10%	7%	2021
Fillet, Alaska Pollack, frozen	0304.75.0000	10%	8.3%	2021
Rock fish, frozen	0303.89.9050	10%	8.3%	2021
Ray, frozen	0303.82.1000	10%	8.3%	2021
Sockeye salmon, frozen	0303.11.0000	10%	0%	2012
Fillet, Plaice, frozen	0304.83.1000	10%	8.3%	2021
Sardines, frozen	0303.53.0000	10%	4%	2016
Sable fish, frozen	0303.89.1000	10%	4%	2016
Adductors of shell fish, frozen	0307.99.1100	20%	16.6%	2021
Lobsters, other than smoked	0306.12.9000 0306.22.9000	20%	8%	2016
Squid, frozen	0307.49.1020	10%	10%	2021
Anchovy, dried	0305.59.2000	20%	14%	2021
Fillet, Others, frozen	0304.89.9000	10%	0%	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%	4%	2016

Other Crabs, frozen, other than smoked (Dungeness Crab)	0306.14.9090	14%	0%	2014
Other Crabs, frozen, other than smoked		14%	11.6%	2021
Fillet, cod, frozen	0304.71.0000	10%	7%	2021
Plaice, frozen	0303.32.0000	10%	8.3%	2021
Other baby eels, live	0301.92.9010	10%	0%	2012

Source: Korea Customs and Trade Development Institute, Tariff Schedule of Korea, 2014

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%

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

- Supply

In 2012, Korean seafood production decreased to 3.18 million metric tons, down 2.2 percent from 3.26 million metric tons in 2011. Production from adjacent waters decreased 11.6 percent and production from shallow-sea aquaculture decreased 12.5 percent from the previous year. The total local seafood production value also decreased by 4.7 percent due to the reduced catching of anchovies, mackerels and Alaska Pollacks in adjacent waters as a result of ocean climate change. 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 (MFAFF) established 415,308 metric tons as the Total Allowable Catch (TAC) for 2014 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	2010	2011	2012	2013	2014
Mackerels	169,000	160,000	160,000	135,000	135,000
Jack mackerels	20,000	21,000	21,000	14,700	18,000
Red snow crabs	31,000	32,000	38,000	38,000	38,000
Snow crabs	1,300	1,620	1,500	1,521	1,570
Purplish Washington clams	2,100	2,400	2,400	2,090	2,100
Pen shells	2,700	2,700	6,400	9,080	8,455
Horned turban	1,500	2,570	1,300	1,310	1,506
Blue crabs	8,000	13,200	14,900	19,500	14,600
Squid	180,000	188,100	189,000	191,000	191,000
Sailfin sandfish	1,500	1,500	1,830	4,550	4,880
Mottled Skate	200	230	200	200	197
Total	417,300	425,320	436,530	416,951	415,308

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
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
2012	3,183	1,091	1,489	575	28

Source: MOF Ocean & Fisheries Yearbook 2013

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

Year	Total	Fishes	Shell fish	Crustacean	Mollusks	Other aquatic animals	Seaweed
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
2012	3,183	1,267	433	135	293	23	1,032

Source: MOF Ocean & Fisheries Yearbook 2013

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

Year	Production (MT)	Value (Million K/Won)
2005	1,559,201	3,516,323
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

Source: MOF Ocean & Fisheries Yearbook 2013

- 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 2012 Food Balance Sheet that annual per capita seafood consumption in Korea was 54.9 Kg (fishery products and shellfish = 39.0 kg and seaweed = 15.9 kg) in 2012. 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, Ocean Seafood, Bono-Bono, Seafood Shangrilla, Marisco, Makinochaya, Fisher's Market, Sea-n-More, Ell Bleu, Ocean Star, D' Maris, 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. In 2013, CJ (Cheil Jedang) Corporation launched a new canned product brand called "Alaska Salmon". 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 2013 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, plans to diversify its canned salmon products by adding two or more new products in 2014.

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 1<sup>st</sup> and 2<sup>nd</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	Inventories	
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%
2012	4,236	1,072	390	5,698	3,170	2,144	384	74.8%

Source: Korea Rural Economy Institute (KREI) 2012 Food Balance Sheet

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

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

Source: Korea Rural Economy Institute (KREI) 2012 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, Taiwan, Thailand, Japan, Chile and Canada. In 2013, the top ten supplying countries accounted for about 80 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 31 species accounted for almost 92 percent of total seafood imports from the United States to Korea in 2013. 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) 2014** will be held in Seoul at COEX, April 3-5, 2014. 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 2014 show will be attended by NOAA Japan office. Check the official website of the show ([www.seoulseafood.com](http://www.seoulseafood.com)) for further details.

**Busan International Seafood & Fisheries Expo (BIFSE) 2014** will be held in Busan at BEXCO convention center, **July 2-4, 2014**. It offers an excellent opportunity to explore possible market opportunities in Korea. This show has 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: [2013 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  
 Phone: 82-2-397-4188  
 Fax: 82-2-720-7921  
 E-mail: [atoseoul@fas.usda.gov](mailto:atoseoul@fas.usda.gov)  
 Home Page: [www.atoseoul.com](http://www.atoseoul.com)

#### 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%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

Reporting Country: Korea, Republic of Top 15 Ranking	Import			Percent change (2012~2013)
	2011	2012	2013	
China	1,174	1,033	967	-6.4%
Russia	661	653	589	-9.8%
Vietnam	477	497	478	-3.8%
<b>USA</b>	<b>142</b>	<b>169</b>	<b>211</b>	<b>24.9%</b>

Norway	138	113	119	5.3%
Taiwan	128	132	117	-11.4%
Thailand	130	139	116	-16.5%
Japan	163	111	102	-8.1%
Chile	105	72	87	20.8%
Canada	63	58	74	27.6%
Peru	68	70	65	-7.1%
Indonesia	60	62	56	-9.7%
Senegal	18	36	56	55.6%
Hong Kong	80	66	55	-16.7%
Malaysia	56	37	39	5.4%
Others	370	398	434	9.0%
<b>Total</b>	<b>3,833</b>	<b>3,646</b>	<b>3,565</b>	<b>-2.2%</b>

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

**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
2013	1,749	136

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

Reporting Country: Korea, Republic of Top 10 Ranking	Export		
	2011	2012	2013
Japan	835	820	677
China	433	329	326
Thailand	151	220	166
United States	130	127	136
New Zealand	92	72	48
Vietnam	52	44	57
Spain	55	39	31
Egypt	12	26	12
Italia	15	23	18
Hong Kong	28	22	28
Others	179	251	250
<b>Total</b>	<b>1,982</b>	<b>1,973</b>	<b>1,749</b>

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

**Table 12. Major Fish Imported to Korea from USA in 2013 (\$1,000)**

Fish Species	HS Code	From	From	U.S.
--------------	---------	------	------	------

	Number	USA	World	Market Share
<b>Fish Surimi, Alaska Pollack (Theragra Chalcogramma), frozen</b>	0304.94.1000	43,475	43,475	<b>100%</b>
<b>Other, Flatfish, frozen</b>	0303.39.0000	21,688	52,866	<b>41%</b>
<b>Monkfish, frozen</b>	0303.89.9060	10,913	58,157	<b>19%</b>
<b>Roes of Alaska Pollack, frozen</b>	0303.90.2010	11,481	87,776	<b>13%</b>
<b>Skate, frozen</b>	0303.82.2000	7,113	32,561	<b>22%</b>
<b>Hagfish (Salad Eel), live</b>	0301.99.7000	11,334	17,641	<b>64%</b>
<b>Cod, frozen</b>	0303.63.0000	7,350	48,104	<b>15%</b>
Glass eel, live (for aquaculture)	0301.92.1000	19,478	102,945	<b>19%</b>
Alaska Pollack (Theragra Chalcogramma), frozen	0303.67.0000	5,011	208,463	2%
<b>Hagfish (Salad Eel), frozen</b>	0303.89.9070	6,458	13,723	<b>47%</b>
<b>Roes of Other Fish, frozen</b>	0303.90.2090	3,902	8,186	<b>48%</b>
Atka mackerel, frozen	0303.89.9040	6,190	28,237	<b>22%</b>
Fillet, Alaska Pollack, frozen	0304.75.0000	3,994	49,862	8%
Fish Surimi, Alaska Pollack (other than Theragra Chalcogramma), frozen	0304.99.1000	572	161,683	0%
<b>Rock fish, frozen</b>	0303.89.9050	3,110	19,276	<b>16%</b>
<b>Ray, frozen</b>	0303.82.1000	4,140	28,694	<b>14%</b>
<b>Sockeye salmon, frozen</b>	0303.11.0000	103	211	<b>49%</b>
<b>Fillet, Plaice, frozen</b>	0304.83.1000	2,050	3,151	<b>65%</b>
<b>Sardines, frozen</b>	0303.53.0000	1,644	4,559	<b>36%</b>
<b>Sable fish, frozen</b>	0303.89.1000	509	509	<b>100%</b>
<b>Adductors of shell fish (Scallops), frozen</b>	0307.99.1100	1,102	7,765	<b>14%</b>
<b>Lobsters, frozen, other than smoked</b>	0306.12.9000	5,279	10,222	<b>52%</b>
Squid, frozen	0307.49.1020	110	50,269	0%
Anchovy, dried	0305.59.2000	436	5,837	7%
Fillet, Others, frozen	0304.89.9000	543	14,975	4%
Oyster, frozen	0307.19.1000	2	504	0%
<b>Lobsters, not frozen, other than smoked</b>	0306.22.9000	15,921	47,212	<b>34%</b>
<b>Fish Surimi, the families Bregmacerotidae, Euclichthyidae, Gadidae, Macrouridae, other than Alaska Pollack, frozen</b>	0304.95.1000	63	63	<b>100%</b>
<b>Fillet, cod, frozen</b>	0304.71.0000	322	1,079	<b>30%</b>
<b>Plaice, frozen</b>	0303.32.0000	282	593	<b>48%</b>
Other eels, live	0301.92.9000	190	12,264	2%
Total		194,765	1,120,862	<b>17%</b>

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

2012		2013	
USA	4,745	USA	5,406
RUSSIA	16,221	RUSSIA	13,449
ICELAND	1,425	ICELAND	26
NEW ZEALAND	503	NEW ZEALAND	589
CHINA	60	CHINA	31
OTHERS	1,460	OTHERS	2,154
TOTAL	24,414	TOTAL	21,655

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

**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	2012		2013	
			World	USA	World	USA
Livers, frozen	0303.80.1000	0303.90.1000	276	3	209	0
Roes/AK Pollack, frozen	0303.80.2010	0303.90.2010	12,403	2,415	15,263	3,425
Other Roes, Frozen	0303.80.2090	0303.90.2090	9,376	2,326	4,123	1,980
Caviar and caviar substitutes	Various	1604.31.0000 1604.32.0000	2,359	1	2,060	1
Total			24,414	4,745	21,655	5,406

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

2012		2013	
USA	12,632	USA	11,936
RUSSIA	12,309	RUSSIA	11,260
CHINA	1,127	CHINA	1,506
GUINEA	685	GUINEA	1,371
SENEGAL	467	SENEGAL	322
SPAIN	329	SPAIN	226
OTHERS	308	OTHERS	351
TOTAL	27,857	TOTAL	26,972

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

Species	H.S. Code	2012		2013	
		World	U.S.A	World	U.S.A.
Flat Fish, Live / Plaice, Fresh	0301.99.8000 / 0302.22.0000	8	-	139	0
Halibut, Frozen	0303.31.0000	660	6	2,291	0
Plaice, Frozen	0303.32.0000	759	225	472	177
Sole, Frozen	0303.33.0000	133	-	15	0
Others, Frozen	0303.39.0000	26,297	12,401	24,055	11,759
Total		27,857	12,632	26,972	11,936

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

2012		2013	
USA	6,525	USA	6,893
RUSSIA	229,963	RUSSIA	211,120
CHINA	3,914	CHINA	5,554
JAPAN	3,601	JAPAN	554
OTHERS	5,602	OTHERS	8,015
TOTAL	249,605	TOTAL	232,136

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

Species	Old H.S. Code	2013 H.S. Code	2012		2013	
			World	USA	World	USA
Cod, Fresh	0302.50.0000	0302.51.0000	875	11	1,548	11
Alaska Pollack, Fresh	0302.69.1000	0302.55.1000	-	-	0	0
Cod, Frozen	0303.52.0000	0303.63.0000	20,918	3,731	25,527	4,074
Hake, Frozen	0303.78.0000	0303.66.0000	1	-	880	0
Alaska Pollack	0303.79.1000	0303.67.0000	214,137	1,456	189,009	1,285
Rockfish (ocean perch)	0303.79.9070	0303.89.9050	7,928	1,327	9,994	1,523
Alaska Pollack, Dried	0305.59.3000	0305.59.3000	5,746	-	5,178	0
Total			249,605	6,525	232,136	6,893

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

2012		2013	
USA	13,181	USA	19,896
VIETNAM	66,315	VIETNAM	56,499
CHINA	18,761	CHINA	31,740
RUSSIA	14,940	RUSSIA	17,043
INDONESIA	7,241	INDONESIA	6,601
THAILAND	3,049	THAILAND	3,056
TAIWAN	108	TAIWAN	1,004
NORWAY	-	NORWAY	794
OTHERS	9,385	OTHERS	13,036
TOTAL	132,980	TOTAL	149,669

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

Species	Old H.S. Code	2013 H.S. Code	2012		2013	
			World	USA	World	USA

Fillet of Alaska Pollack/frozen	0304.29.1000	0304.75.0000	15,751	1,138	17,999	1,265
Fillet of Cod/frozen	0304.29.3000	0304.71.0000	241	49	212	36
Fillet of Plaice/frozen	0304.29.4000	0304.83.1000	849	631	968	677
Fillet of Other Fish/frozen	0304.29.9000	0304.72.00000304.73.00000304.74.0000 0304.79.0000 0304.81.00000304.82.0000 0304.83.90000304.84.00000304.85.0000 0304.86.00000304.87.XXXX 0304.89.XXXX	1,272	61	9,279	196
Surimi of Alaska Pollack/frozen	0304.99.1010	0304.94.1000	10,048	10,047	16,873	16,873
Other type of fish meat of Alaska Pollack/frozen	0304.99.1090	0304.94.9000	-	-	338	168
Surimi of other fish/frozen	0304.99.9010	0304.91.10000304.92.1000 0304.93.10000304.95.10000304.99.1000	102,540	1,176	102,319	313
Other type of fish meat of other fish/fresh or chilled, frozen	Various	0304.91.90000304.92.9000 0304.93.90000304.95.90000304.99.9000	2,279	79	1,681	368
Total			132,980	13,181	149,669	19,896

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

2012		2013	
USA	190	USA	1,153
CHINA	28,714	CHINA	26,157
VIETNAM	12,809	VIETNAM	13,566

THAILAND	7,804	THAILAND	3,726
RUSSIA	7,254	RUSSIA	6,312
CANADA	1,708	CANADA	2,156
MALAYSIA	1,079	MALAYSIA	3,914
JAPAN	17	JAPAN	107
OTHERS	14,880	OTHERS	15,043
TOTAL	74,455	TOTAL	72,134

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

Species	Old H.S. Code	2013 H.S. Code	2012		2013	
			World	USA	World	USA
Frozen lobsters (Homarus spp.)	0306.12.0000	0306.12.9000	302	46	383	183
Frozen peeled shrimps and prawns	0306.13.1000	0306.16.1090 0306.17.1090	21,079	-	19,845	0
Frozen other type of shrimps and prawns	0306.13.9000	0306.17.9010 0306.17.9090	21,914	1	18,890	3
Frozen crab meat	0306.14.1000	0306.14.1090	96	-	0	0
Frozen king crabs	0306.14.2000	0306.14.2090	996	1	787	1
Frozen blue crabs	0306.14.3000	0306.14.3090	13,110	43	15,307	16
Frozen other type of crabs	0306.14.9000	0306.14.9090	8,195	69	7,657	0
Not frozen lobsters (Homarus spp.)	0306.22.0000	0306.22.9000	1,208	30	2,554	950
Live, fresh or chilled shrimps and prawns	0306.23.1000	0306.26.1000	-	-	0	0
Salted or in brine shrimps and prawns	0306.23.3000	0306.26.3000	305	-	0	0
Live, fresh or chilled snow crab	0306.24.1020	0306.24.1020	4,557	-	3,738	0
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	2,693	-	2,973	0
Total			74,455	190	72,134	1,153

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

2012		2013	
USA	806	USA	141
CHINA	115,956	CHINA	102,249
VIETNAM	28,492	VIETNAM	20,966
CHILE	20,941	CHILE	23,266
PERU	12,658	PERU	9,125



JAPAN	4,602	JAPAN	7,098
THAILAND	3,942	THAILAND	3,870
INDONESIA	669	INDONESIA	2,756
RUSSIA	619	RUSSIA	910
OTHERS	9,382	OTHERS	5,721
TOTAL	198,067	TOTAL	176,102

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

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

Species	Old H.S. Code	2013 H.S. Code	2012		2013	
			World	USA	World	USA
Scallops	0307.2X.XXXX	0307.2X.XXXX	8,967	3	8,710	55
Cuttlefish	0307.4X.XXXX	0307.4X.XXXX	41,643	632	37,331	62
Octopus	0307.5X.XXXX	0307.5X.XXXX	69,581	2	66,162	23
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	77,601	85	63,660	1
Oysters, mussells	Various	0307.1X.XXXX 0307.3X.XXXX	275	84	239	0
Total			198,067	806	176,102	141

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2013

**Table 25. 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, 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%
<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	0307.11.1090	5%

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		
<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 – Cuttle Fish, Squid	0307.41.XXXX, 0307.49.10XX, 0307.49.2000, 0307.49.3000	10%
<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,	1604.XX.XXXX	20%

Jerk Filefish, Fish Pastes, Fish Marinade, Fish Cake, Caviar and Caviar Substitutes		
<b>Crustaceans, Molluscs and 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	1605.XX.XXXX	20%

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