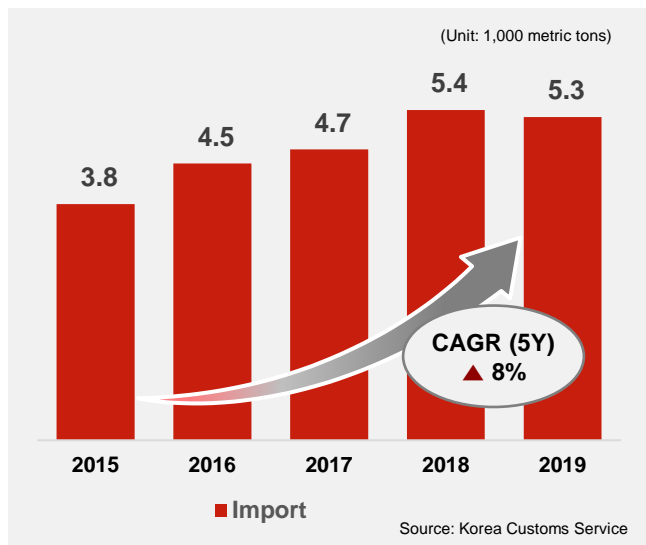


Lobster



The lobster market has grown since Korea signed FTAs with the United States in 2012 and Canada in 2015. Korean lobster imports totaled 5,254 metric tons in 2019. The United States was the second largest supplier, with a 13 percent market share.

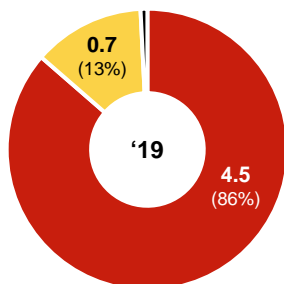


- The United States and Canada hold 99% of the market share in imported lobsters to Korea. Lobsters are not caught around Korea,
- There was a decrease in imported lobsters in 2019 because of a drop in harvest in Canada and the United States, the leading suppliers. Simultaneously, there was an increase in demand for lobsters in China.

U.S. lobsters are competitive in price with Canadian lobsters. Korean importers report that U.S. lobster supplies are limited, and consumers prefer Canadian live lobsters for their larger size, low mortality rate and longer shelf-life.

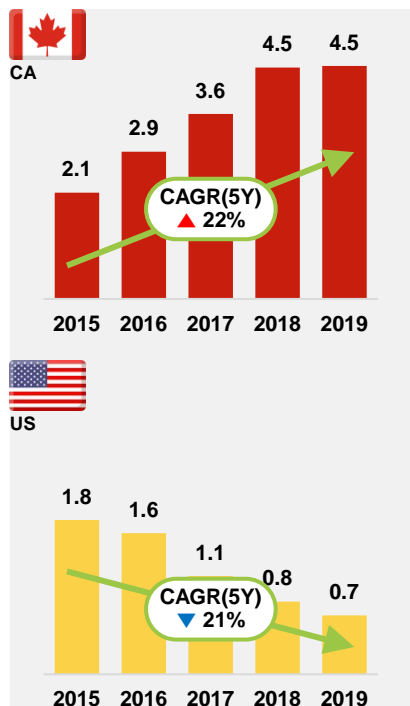
Market Share by Country of Origin

(Unit: 1,000 metric tons)



- Canada
- United States
- Others

Source: Korea Customs Service



- Korean importers prefer Canadian lobsters even though they are more expensive than U.S. lobsters.
- Under the KORUS FTA, the 20 percent import duty on lobsters was phased out over 5 years. Lobsters from the United States could enter duty free starting in 2016.
- The duty reduction made U.S. lobster more competitive, but competition heated up again when Canadian lobsters began to enter duty-free under the Korea-Canada FTA.

Consumer Trends

Lobsters have become popular among Korean consumers since tariffs were lowered. More varied lobster recipes and products can be found at restaurants and supermarkets. This trend will continue in the future as demand for lobster grows.

Favored Seafood

Korean per capita fish and shellfish consumption has held steady over the last decade despite declining consumption by young consumers.

Korean Annual Per Capita Consumption of Seafood Products (Kg)

Product Category	2011	2012	2013	2014	2015	2016	2017	2018 (est.)	2019 (est.)	2020 (est.)
Fish and Shellfish	37.1	38.3	37.1	41.6	38.5	36.3	38.2	39.0	38.4	39.1
Seaweed	15.7	15.9	17.4	16.9	18.6	21.1	27.7	26.6	28.5	27.8
Total (kg/year)	52.8	54.2	54.5	58.5	57.1	57.4	65.9	65.6	66.9	66.9

Demand for Lobsters from young consumers has increased as food preferences have become more westernized. While lobsters were previously served only at hotels or fancy restaurants, they are now easily found at a reasonable price at lobster restaurants and franchise restaurants. Additionally, hypermarkets and discount stores directly import lobsters from overseas suppliers at more affordable prices, which allows consumers to enjoy lobsters at home.



Lobster-based Products

A variety of lobster-based products are now available on the market. Manufacturers have launched various lobster Home Meal Replacement (HMR) products which consumers can conveniently prepare. Currently most of the HMR products are made from Canadian lobsters. HMR products are a rapidly growing sector in Korea's food scene.

Lobster-based HMR Products in the Korean Market



- Lobster Cheese Nugget – Foodrella
- 300g
- \$6



- Lobster Pasta Meal Kit – Sim Cook
- For 2 persons
- \$21



- Lobster Fried Rice – The Ban Kitchen
- 300g x 5
- \$14

Regulatory Overview

***Disclaimer: This overview is not a comprehensive guide, and regulations can frequently change. Exporters should verify requirements with their importers before goods are shipped.*



Tariffs & Taxes

No tariff is applied to U.S. lobster under the KORUS FTA. Please refer to the [Agricultural Tariff Tracker](#) for details.

Lobster	HS code	2020	2021	2022	2023
<ul style="list-style-type: none"> Lobsters (Homarus spp.) - Other 	0306129000	0.0%	0.0%	0.0%	0.0%
<ul style="list-style-type: none"> Lobsters (Homarus spp.) - Live, Fresh, Or Chilled, Except Rock Lobster 	0306320000	0.0%	0.0%	0.0%	0.0%

Source: <https://apps.fas.usda.gov/agtarifftracker/Home/Search>

A Pre-Registration and Required Certification for Import to Korea

<p>Product Registration</p> <p>No product registration is required to import U.S. lobster into Korea.</p>	<p>Facility Registration</p> <p>Either a foreign facility or an importer may apply for registration through the MFDS website.</p>	<p>Certificate of Origin</p> <p>The certificate of origin must be prepared for the origin verification. Documentation must be kept for five years.</p>	<p>Health Certificate (NOAA)</p> <p>U.S. aquatic animals require a health certificate issued by USDOC/NOAA.</p>
--	--	---	--

For details, please refer to [FAIRS Country Report](#), [FAIRS Export Certificate Report](#)

B Labeling Requirements

All imported U.S. products are required to carry legible Korean language labels. Label stickers or tags may be placed upon arrival in Korea but should not be easily removed or cover the original label such as product name or expiration date.

<p>Korean Language Labeling</p> <ul style="list-style-type: none"> Product Name & Product type Country of origin Net Weight Manufacture/Packaging date 	<p>Consideration for Labeling</p> <ul style="list-style-type: none"> Additive Allergen Nutrient
---	---

C Import Inspection

<p>Laboratory Test</p> <p>All imported products undergo laboratory tests the first time.</p>	<p>Field / Visual Inspection</p> <p>Subsequent shipments of the same product that passed the first lab test are subject to inspection.</p>	<p>Random Sampling Test</p> <p>Samples are selected randomly depending on violation history or market intelligence.</p>
---	---	--

For details, please refer to [FAIRS Country Report](#), [FAIRS Export Certificate Report](#)

Regulatory Overview

***Disclaimer: This overview is not a comprehensive guide, and regulations can frequently change. Exporters should verify requirements with their importers before goods are shipped.*

Korean Food Safety & Additive Standards

For Korean food safety and additive standards, please refer to the following links.

[Food Additive Code](#)

[Food Ingredient Database](#)

Frequently Asked Questions

FAQ #1: Is labeling the 100% ingredient breakdown required for import?

The Korean government does not require 100% ingredient composition breakdown information on the import application for imported processed food products entering Korea. What is required is the percentage breakdown of major ingredients and the percentages of food additives in the product in case Korea has tolerances established on the additives. For food additives used in composite ingredients, the supplier may need to submit detailed information to verify if the product meets the Korean food additive standards.

FAQ #2: Are there any requirements on exporters when making a Certification of Origin?

Yes, if you are qualified for the FTA. Article 6.17.1 of KORUS FTA requires specific records to be kept for a minimum of five years if a certification from a producer or exporter forms the basis of a claim. We encourage you to look at these provisions. There are also obligations of exporters provided under Article 6.20. Questions about these provisions can be e-mailed to KORUS@ustr.eop.gov or at fta@dhs.gov.

FAQ #3: Are there any documents required for Halal, GMP, or vegan products?

Yes. In order to apply a mark or claim to packaging, exporters and importers should keep supporting documents for their marketing claims. MFDS does not check supporting documents when products arrive in Korea but MFDS has a right to request supporting documents if necessary. Supporting documents should be issued by reliable and credible organizations.

FAQ #4: What are the roles and responsibilities of importers?

Korean importers are responsible for claiming preferential treatment for qualifying goods. However, the exporter or producer may be asked by the importer, customs broker, or the Korean Customs Service to provide a written or electronic certification or other information to support the importer's claim. The information required for certification can be found in Article 6.15.2 of the KORUS FTA, but additional elements may be required by the Korean Customs Service. You should contact your importer or customs broker to confirm what information is required.

USDA GAIN Report Link Facility Registration MRL Exporter Guide	FAIRS Reports FAIRS Country Report FAIRS Export Certificate Report	ATO Seoul - Regulation ATO Seoul Regulation
--	---	---

