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Korea Seafood Market Brief Update 2019

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Report Highlights:

Korean imports of seafood in 2018 totaled \$5.79 billion, up 16.2 percent from 2017 due to rising prices and increased imports of shrimp and squid. Imports of American seafood also increased by 12.3 percent from \$233 million to \$261 million. The United States remained the fifth largest exporter with a market share of 4.5 percent. U.S. seafood in general is considered high quality and safe, but less price competitive when competing with other origins. By volume, frozen Alaska Pollack Surimi, Flatfish, Alaska Pollack Fish, Other Fish Roe & Milt, frozen Anchovies, Cod, Alaska Pollack Roe & Milt, Atka Mackerel, Fish Fins/Heads/Tails/Maws/Other Edible Fish Offals, and Hagfish were the major seafood imported from the United States. By value, frozen Alaska Pollack Surimi, Flatfish, Alaska Pollack Roe & Milt, live Lobsters, Other Fish Roe & Milt, Fish Fins/Heads/Tails/Maws/Other Edible Fish Offals, Atka Mackerel, Cod, live Hagfish, and Alaska Pollack Fish were the top ten imported species.

General Information:

SECTION I: KOREAN SEAFOOD MARKET OVERVIEW

In 2018, Korea's seafood imports from all origins amounted to \$5.79 billion, up 16.2 percent from \$4.98 billion in 2017. The largest seafood supplying country in 2018 was China at \$1.5 billion, followed by Russia at \$910 million, Vietnam at \$850 million, Norway at \$408 million, USA at \$261 million, Thailand at \$177 million, Peru at \$161 million, Chile at \$149 million, Japan at \$144 million, and Canada at \$119 million. These ten countries accounted for 80 percent of Korea's total seafood imports in 2018. Until 2015, the United States had been the fourth largest seafood exporter to Korea but Norwegian seafood exports surged due to the skyrocketing demand on farmed salmon and mackerel in the Korean market.

The most popular seafood imported from the world by volume was Alaska Pollack Fish, followed by frozen Fish Surimi, Squid, Sand Lance, Mackerel, Pacific Saury, peeled Shrimps & Prawns, Webfoot Octopus, Flatfish, and Poulp Squid. By value, the most popular seafood was Squid, followed by peeled Shrimps & Prawns, fresh Atlantic Salmon, Poulp Squid, live King Crab, Alaska Pollack Fish, frozen Fish Surimi, Other Shrimps (*Pandalus Borealis*), Webfoot Octopus, and live Snow Crab.

Korea imported \$261 million of U.S. seafood in 2018, up 12.3 percent from \$233 million in 2017, but market share remained at 4.5 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 had been the fifth largest exporter of seafood to the Korean market following China, Russia, Vietnam and Japan, but in 2012 the United States became the fourth largest due to Korean consumers' concern for Japanese seafood products after the nuclear power plant accident in Fukushima. However, in 2016, Norway increased sales performance of its seafood products including salmon and mackerel drastically to become the fourth largest. Norway has solidified its position in 2017 and 2018 with 12.3 percent and 21.1 percent increases in sales value from 2016 and 2017 each.

The top ten seafood products that Korea imported from the United States were frozen Alaska Pollack Surimi (25,404 MT), Flatfish (8,802 MT), Alaska Pollack Fish (6,135 MT), Other Fish Roe & Milt (4,467 MT), frozen Anchovies (3,862 MT), Cod (3,534 MT), Alaska Pollack Roe & Milt (3,385 MT), Atka Mackerel (3,104 MT), Fish Fins/Heads/Tails/Maws/Other Edible Fish Offals (2,623 MT), and Hagfish (1,999 MT).

By value, frozen Alaska Pollack Surimi (\$80.6 million), Flatfish (\$19.0 million), Alaska Pollack Roe & Milt (\$18.5 million), live Lobsters (\$17.8 million), Other Fish Roe & Milt (\$12.9 million), Fish Fins/Heads/Tails/Maws/Other Edible Fish Offals (\$9.6 million), Atka Mackerel (\$9.5 million), Cod

(\$8.7 million), live Hagfish (\$8.6 million), and Alaska Pollack Fish (\$6.9 million) were the top ten U.S. seafood products imported by Korea.

Table 12-1 of Section V below shows the major species exported to Korea from the United States and the world by value. Imports of 30 fish species accounted for 95 percent of the total imports of fishery products from the United States in 2018.

Until 2000, Korea was a net exporter of seafood. However, growing domestic demand and limited supplies reversed the situation. In 2018, Korea exported \$1.69 billion of seafood (primarily seaweed) and imported about \$4.1 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

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 phased out over the course of 3 to 10 years. For instance, the customs duty for frozen Sockeye Salmon was cut to zero immediately, but duties for U.S. trout and sea bass were reduced to zero in 3 and 10 years, respectively. The customs duty elimination is prorated equally every year over the phase-out period.

There are three fish species subject to Tariff Rate Quotas (TRQ) under the FTA. For instance, customs duties are zero for imports of 2,642 metric tons of frozen flatfish and for 7,312 metric tons of frozen Alaskan Pollack in 2019. The quantities shall enter on a first-come, first-served basis. The duty-free quantities will increase each year as shown in 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
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	
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Industry forecasts that Korean consumers will take advantage of lower prices resulting from elimination of import duties to demand more Alaska Pollack Surimi/frozen, Flatfish/frozen, Monkfish/frozen, Alaska Pollack Roe & Milt/frozen, Skate/frozen, Hagfish/live, Cod/frozen, Other Fish Roe & Milt/frozen, Atka Mackerel/frozen and Cod Fillet/frozen.

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	2019 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 2,642 MT) 10% (Above TRQ)	2023
Monkfish, frozen	0303.89.9060	10%	3.7%	2021
Liver, Roe & Milt of Alaska Pollack, frozen	0303.90.2010	10%	0%	2016
Skate, frozen*	0303.82.2000	10%	5.4%	2021
Hagfish (Salad Eel), live	0301.99.7000	10%	0%	2014
Cod, frozen	0303.63.0000	10%	0%	2016
Glass eel, live	0301.92.1000	0%	0%	2012
Alaska Pollack Fish, frozen	0303.67.0000 0303.69.9000	10%	0% (TRQ 7,312 MT) 10% (Above TRQ)	2026
Hagfish (Salad Eel), frozen	0303.89.9070	10%	2%	2021
Roes of other fish, frozen	0303.90.2090	10%	0%	2016
Atka mackerel, frozen	0303.89.9040	10%	2%	2021
Fillet, Alaska Pollack, frozen	0304.75.0000	10%	3.7%	2021
Rock fish, frozen	0303.89.9050	10%	3.7%	2021
Ray, frozen	0303.82.1000	10%	3.7%	2021
Sockeye salmon, frozen	0303.11.0000	10%	0%	2012
Fillet, Plaice, frozen	0304.83.1000	10%	3.7%	2021
Sardines, frozen	0303.53.0000	10%	0%	2016
Sable fish, frozen	0303.89.1000	10%	0%	2016
Adductors of shell fish, frozen	0307.92.1000	20%	7.4%	2021
Lobsters, other than smoked	0306.12.9000 0306.22.9000	20%	0%	2016

Squid, frozen	0307.43.2010	10%	8.8%	2021
Anchovy, dried	0305.54.1000	20%	4%	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%	0%	2016
Other Crabs, frozen, other than smoked (Dungeness Crab)	0306.14.9090	14%	0%	2014
Other Crabs, frozen, other than smoked		14%	5.1%	2021
Fillet, cod, frozen	0304.71.0000	10%	2%	2021
Plaice, frozen	0303.32.0000	10%	3.7%	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, 2019

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

However, the MFN applied rate is used when it is lower than the KORUS duty. The KORUS duty takes effect when it is lower than the MFN rate. Table 3 below shows an example of how this works in practice. Green highlights mean applicable duties and the table shows that starting 2018, the KORUS duty rate applies to the frozen skate products instead of the 10 percent MFN rate.

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

Product	Base Rate		201	201	201	201	201	201	201	201	202	202
	Current	10%	2	3	4	5	6	7	8	9	0	1
Fish, Frozen, of the families Bregmacerotidae – Skates (HS0303.82.2000)	Current	10%	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 2018, Korean seafood production was 3.79 million metric tons, slightly up by 1.8 percent from 3.73 million metric tons in 2017. Production from adjacent waters and distant waters were up 9.2 percent and 10.5 percent each from 2017 leading the overall increase of production. Productions from shallow sea aquaculture (the largest production category including seaweed) and inland waters were all up 2.8 percent, maintaining the status quo.

Korean domestic fish production volume is not expected to 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 affect total harvest. The harvest from adjacent waters consists primarily of anchovy, mackerel, squid, red snow crab, Spanish mackerel, yellow corvina and hairtail.

For the recent couple of years, catch of local squid has dropped significantly due to a drastic change in water temperature, resulting in doubled market price and increased demand for squid of foreign country of origins. Korean import of squids (HS0307432010, 0307432090) in 2018 was 111,871 metric tons, up 43 percent from 78,021 metric tons in 2017. Year to date (January-June), the import shows 49,985 metric tons already. According to the seafood industry, the catch has recently rebounded compared to the same period of last year but domestic supply is still short to cover ever-increasing demand by seafood processing sector.

The number of Korean fishing vessels has steadily decreased over the past 20 years reflecting the reduction in fishery resources. 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 downsizing and fishery agreements, the Korean government is undertaking an in-depth study of aquaculture, researching how to secure higher fish catch quotas in foreign waters and is seeking to purchase fish quotas from other countries, including Russia. The Korean government efforts to boost aquaculture production in shallow sea areas clearly indicate the importance of this sector as a future seafood resource.

Moreover, as seafood export opportunities with China, the EU and Japan grow, the Korean government’s focus on shallow sea aquaculture is expected to continue in order to achieve plans to reach annual seafood exports of \$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 implemented as of December 20, 2015, started to give rise to the surge of price-competitive and good quality Chinese seafood into the Korean market.

Table 4. Korean Seafood Production by Waters (1,000 MT)

Year	Total	Adjacent Waters	Shallow Sea Aquaculture	Distant Waters	Inland Waters
2012	3,183	1,091	1,489	575	28
2013	3,135	1,045	1,515	550	25
2014	3,305	1,059	1,547	669	30
2015	3,337	1,058	1,668	578	33
2016	3,269	908	1,872	454	35
2017	3,725	927	2,310	446	36
2018	3,791	1,012	2,251	493	35

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

Table 5. Korean Seafood Production by Products**(1,000 M/T)**

Year	Total	Fishes	Shell fish	Crustacean	Mollusks	Other aquatic animals	Seaweed
2012	3,183	1,267	433	135	293	23	1,032
2013	3,135	1,195	346	149	282	23	1,140
2014	3,305	1,245	419	160	357	27	1,097
2015	3,337	1,226	409	117	335	37	1,213
2016	3,269	1,125	421	113	170	45	1,395
2017	3,725	1,143	490	116	165	41	1,770
2018	3,791	1,278	513	116	112	49	1,723

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

Beginning year 2018, Korean Ministry of Oceans and Fisheries (MOF) changed the Total Allowable Catch (TAC) calendar into July-June cycle and in 2019, it has established 358,390 metric tons as the TAC of fourteen species including three new species as shown in Table 6 below. There are further restrictions such as limited catch seasons and limited catching area for some species, as well as restrictions on the number of fishing boats and fishing methods.

Table 6. Korean Total Allowable Catch in 2019**(MT)**

Species	2015 Jan- Dec	2016 Jan- Dec	2017 Jan- Dec	2018 (07/01/2018~06/30/2019)	2019 (07/01/2019~06/30/2020)
Mackerels	122,000	122,000	123,000	110,078	132,452
Jack mackerels	16,600	16,600	16,600	14,610	30,727
Red snow crabs	40,000	38,000	38,000	30,971	26,630
Snow crabs	1,583	1,194	906	917	1,003
Purplish Washington clams	2,000	1,800	1,800	1,570	1,551
Pen shells	6,465	5,332	5,332	7,777	7,437
Horned turban	1,506	1,642	1,432	1,720	1,275
Blue crabs	10,900	6,000	6,000	5,700	5,798
Squids	186,000	141,750	141,750	111,254	97,103
Sailfin sandfish	5,150	4,329	5,037	4,725	2,821
Mottled Skate	220	180	203	321	377
Hairtails					29,174
Manila clams					1,561
Yellow corvina					20,481

Total	392,424	338,827	340,060	289,643	358,390
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Source: Ministry of Oceans and Fisheries (MOF), Resource Management Division

In 2018, Korean production of processed seafood was 1.36 million metric tons, up by 5.4 percent from 1.29 million metric tons in 2017. By value, the increase was 4.8 percent, which is partly attributed to higher production cost due to increased minimum wage set by the government and higher raw material cost for frozen processed seafood, flavored and cooked seafood, dried fish including squid, and salted fish.

Table 7. Korean Production of Processed Seafood

Year	Production (MT)	Value (Million K/Won)
2010	1,815,286	6,875,258
2011	1,865,546	6,540,369
2012	1,885,489	7,770,232
2013	1,819,693	7,422,605
2014	2,337,313	7,523,432
2015	1,829,025	7,097,394
2016	1,574,951	5,962,884
2017	1,291,639	5,916,672
2018	1,356,579	6,202,073

Source: Korea Statistics Service (<http://kosis.kr>)

- **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 for the past several years has been keeping its pace as consumers view seafood as a healthy source of protein.

Notwithstanding the depressed local dining industry and reduced demand on seaweed products by Korean younger generations, Korean per capita seafood consumption has been keeping its pace for several years. The Korea Rural Economic Institute (KREI) reported in its latest Food Balance Sheet published in 2016 that Korea’s annual per capita seafood consumption in 2015 was 59.9 kg (fishery products and shellfish 41.3 kg and seaweed 18.6 kg) and its outlook for per capita seafood consumption in 2016 would be about the same at 59.9 kg (fishery products and shellfish 38.7 kg and seaweed 21.2 kg.). Korea Maritime Institute (KMI) also projected that per capita consumptions would be 59.3 Kg (2017), 59.7 Kg (2018), and 60.2 Kg (2019) in its 2019 Fishery Outlook Forum held in January 2019.

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.

Therefore, the major species imported from the United States are species that Koreans enjoy and that other origins do not supply in large quantities.

The major seafood species consumed by Koreans are anchovy, mackerels, shrimp, squid, tuna, Alaskan Pollack, yellow corbina, hair tail, flat fish, monkfish, Atlantic salmon, eel, rockfish and cod. The success of the 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.

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 and the number of one-member household is increasing, demand for convenience food has increased. Korean consumers are more attracted to precooked, prepared and preserved food available at supermarkets. The trend also applies to processed, ready-to-eat seafood products and home meal replacement using seafood ingredients.

In July 2019, CJ Cheil Jedang, the food manufacturing company under CJ Group, launched a new meal brand “Bibigo Boiled Fish” which is pre-cooked and portioned in a microwavable, keep-in-room-temperature package. First batch of this brand was introduced to Korean Home Meal Replacement (HMR) market with 3 different fish species (Mackerel, Pollack, and Pacific Saury). The product is readily seasoned and flavored for direct consumption as side dish for rice.

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 5th and 6th 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 remain competitive in the sector. The most popular fish products in this market include frozen flatfish (mostly yellowfin sole), croaker (aka yellow corvina), Mackerel, 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	
201	4,146	1,086	390	5,62	3,173	2,065	384	76.5%

2				2				
2013	4,136	1,005	394	5,535	3,135	2,010	390	75.8%
2014	4,541	949	468	5,958	3,305	2,259	394	72.8%
2015	4,605	1,071	508	6,184	3,337	2,379	468	72.5%
2016	4,854	1,014	359	6,227	3,269	2,450	508	67.3%

Source: Korean Fisheries Yearbook 2018

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

Product Category	2008	2009	2010	2011	2012	2013	2014	2015	2016 (Preliminary)
Fish and Shell fish	39.0	36.1	36.5	37.1	38.3	37.1	41.6	41.3	38.7
Seaweed	15.8	14.4	14.7	15.7	15.9	17.4	16.9	18.6	21.2
Total (kg/year)	54.8	50.5	51.2	52.8	54.2	54.5	58.5	59.9	59.9

Source: Korea Rural Economy Institute (KREI) 2016 Food Balance Sheet

• Competitors

Korea imports seafood from about 100 different countries. Major suppliers of fishery products to Korea include China, Russia, Vietnam, Norway, USA, Thailand, Peru, Chile, Japan and Canada. In 2018, 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. Imports from China increased by over 22 percent thanks to squid surges. Imports from Vietnam increased by 15 percent due to the explosive demand for shrimp and peeled shrimp products. Imports from Norway increased by 21 percent primarily due to the increased demand on salmon products. It is also notable that imports from Peru and Chile increased by 60 and 43 percent each, which is mainly due to Korean buyers' efforts to secure squid supply to local market.

Several countries have recently entered into trade agreements with Korea that have also put many of their seafood products at zero or phased out duties, which has increased competition in the sector. For example, the KORUS FTA implemented in March 2012 has focused attention on U.S. lobster and a growing number of importers and retailers began to hold a series of large-scale in-store promotions. In 2014, the tariff for live American lobsters dropped to 8% and total Korean imports of lobsters increased nearly 30% from 2013, almost all of which was imported from the United States. However, the accelerated implementation of the Korea-Canada FTA in 2015 reversed the situation as tariffs dropped to zero for Canadian frozen lobsters in 2015. Over the past four years, the total Korean market for lobsters has grown remarkably by both value and volume. From 2013 to 2014, total sales of American lobsters have increased over 50% and opportunities for American live lobster were very strong. However, competition grew fierce as the tariff for Canadian lobsters began to drop to zero in 2015 (frozen) and 2017 (live).

Table 10. Korean Tariff Phase-Out Schedule for Lobster Products under FTA's

HSK 10	Description	Country	Base Rate	2012	2013	2014	2015	2016	2017
2013 HSK 030622XXXX	Live, Fresh, Chilled Lobsters (Homarus)	USA	20%	16%	12%	8%	4%	0%	0%
2018 HSK 0306320000		Canada		20%	20%	20%	13.3%	6.6%	0%
HSK 10	Description	Country	Base Rate	2012	2013	2014	2015	2016	2017
2013 HSK 030612XXXX	Frozen Lobsters (Homarus spp.)	USA	20%	16%	12%	8%	4%	0%	0%
2018 HSK 0306129000		Canada		20%	20%	20%	0%	0%	0%

Table 11. Korean Imports of Lobsters (Homarus Spp.): Live, Fresh, Chilled, Dried, Salted, In Brine, Including In Shell, Cooked by Steaming or by Boiling in Water, Frozen

Country	2014		2015		2016		2017		2018	
	\$1,000	MT								
World	74,069	3,766	82,000	3,840	93,715	4,500	107,208	4,730	122,709	5,368
Canada	32,973	1,634	44,242	2,073	59,658	2,869	82,003	3,604	102,153	4,509
United States	40,993	2,128	37,693	1,765	33,718	1,615	25,128	1,124	20,106	830
Others	103	4	65	2	339	16	77	2	450	29

Source: Korea Customs and Trade Development Institute, HS 0306320000, HS0306129000

A dozen supplying countries including China, Russia, Japan, Norway, Thailand, Chile, Canada, Indonesia, and others 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. In 2018, competitors such as Norway, Canada and Japan have put considerable amount of strategic effort into promoting their own country's seafood exports to the Korean market through NSC (Norway), Trade Commissioner Service (Canada) and Ministry of Agriculture, Forestry & Fisheries (Japan) executing market research projects and market promotional events in Korea.

• Marketing

Compared to other food and agricultural products, imports of seafood are relatively straightforward. Traders 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 species that they are accustomed to, and importers tend to import the species consumers are demanding. As mentioned earlier, imports of only 30 species accounted for more than 95 percent of total seafood imports from the United States to Korea in 2018. This means that U.S. exporters should supply the species consumers prefer, and at the same time should 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, are available upon request to 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 highlight 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 International Seafood Show (3S) 2019 was held in Seoul at COEX, April 22-23, 2019. Sponsored by the Ministry of Oceans and Fisheries (MOF) of Korea, this is the only show held in Seoul specializing in seafood, fishery, nursery, aquaculture, processing machinery and related equipment. This show will be held in the fourth week of April next year and targets seafood buyers, users, fishing businesspersons and traders. Check the official website of the show (www.seoulseafood.com) for further details.

Busan International Seafood & Fisheries Expo (BIFSE) 2019 will be held in Busan at BEXCO convention center, **November 6-8, 2019**. It offers an excellent opportunity to explore possible market opportunities in Korea. This show has been held in November (or late October) every year and targets importers, wholesalers, distributors, retailers, hotels, restaurants, food processors, and media. Currently, it is the only seafood show held in Korea supported by ATO Seoul. ATO Seoul has been participating in this show for 15 years, in cooperation with State Regional Trade Groups and USDA cooperator group such as SUSTA, Food Export USA Northeast and ASMI. Check BISFE's official website (www.bisfe.com) for detailed information on the show and contact ATO Seoul for any questions on the USA Pavilion.

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 for the Korean market can access the GAIN and review the report at [2018 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, 42, Jongro 1-gil, Jongro-gu, Seoul, Korea 03152

U.S. mailing address: ATO, U.S. Embassy - Seoul, Unit 9600 Box 0050, DPO, AP 96209-0050

Phone: 82-2-6951-6848

Fax: 82-2-720-7921

E-mail: atoseoul@fas.usda.gov

Home Page: www.atoseoul.com

SECTION V: TRADE STATISTICAL APPENDIX

Table 12. Korea’s Total Seafood Imports by Year (\$million)

Year	From World	From USA	U.S. Market Share
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%
2015	4,241	233	5.5%
2016	4,502	227	5.1%
2017	4,985	233	4.7%
2018	5,794	261	4.5%

Source: www.kita.net Korea’s Trade Statistics Database for 2018

Table 12-1. Korean Seafood Imports from Major Countries (\$million)

Reporting Country: Korea, Republic of Top 15 Ranking	Import			Percent change (2017~2018)
	2016	2017	2018	
China	1,179	1,190	1,456	22.3%
Russia	698	861	910	5.7%
Vietnam	615	740	850	15.0%
Norway	299	337	408	21.1%
United States	227	233	261	12.3%
Thailand	147	167	177	6.0%
Peru	89	100	161	60.3%
Chile	84	104	149	43.4%
Japan	142	142	144	1.3%
Canada	81	99	119	19.8%
Hong Kong	100	79	118	48.6%
Taiwan	100	107	117	9.9%

Ecuador	52	67	73	9.4%
Indonesia	53	53	58	9.0%
United Kingdom	43	53	46	-14.1%
Other	594	653	747	14.4%
Total	4,502	4,985	5,794	16.2%

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 13. Korea's Total Seafood Exports by Year (\$million)

Year	To World	To USA
2010	1,567	106
2011	1,982	130
2012	1,973	129
2013	1,749	136
2014	1,642	133
2015	1,481	146
2016	1,637	157
2017	1,671	180
2018	1,695	167

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 13-1. Korean Seafood Exports to Major Countries (\$million)

Reporting Country: Korea, Republic of Top 10 Ranking	Export		
	2016	2017	2018
Japan	585	582	564
China	293	271	296
United States	157	180	167
Thailand	123	165	140
Vietnam	85	86	108
France	44	56	48
Hong Kong	50	44	44
Italy	38	45	38
Spain	29	44	21
Other	231	198	269
Total	1,637	1,671	1,695

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 14-1. Top 30 Fish Imported to Korea from USA in 2018 (In Value, \$1,000)

Fish Species	HS Code Number	From USA (\$1,000)	From World (\$1,000)	U.S. Market Share
Surimi of Alaska Pollack (Theragra chalcogramma), Frozen	0304.94.1000	80,567	80,567	100.0%
Other Flat Fish (Excluding Fillets, Livers and Roes), Frozen	0303.39.0000	18,973	83,936	22.6%
Livers, Roes and Milt of Alaska Pollack, Frozen	0303.91.2010	18,533	84,278	22.0%

Lobsters (Homarus Spp.), Live, Fresh, Or Chilled	0306.32.0000	17,751	85,552	20.7%
Livers, Roes and Milt of Fish other than Alaska Pollack, Frozen	0303.91.2090	12,858	38,046	33.8%
Fish Fins (Other Than Shark), Heads, Tails, Maws and Other Edible Fish Offals, Frozen	0303.99.0000	9,545	11,901	80.2%
Atka Mackerel, Frozen	0303.89.9040	9,516	32,778	29.0%
Cod (Gadus morhua, Gadus ogac, Gadus macrocephalus), Frozen	0303.63.0000	8,714	52,271	16.7%
Hagfish, Live	0301.99.7000	8,638	12,749	67.8%
Alaska Pollack (Theragra chalcogramma), Frozen	0303.67.0000	6,918	203,328	3.4%
Angler (Monkfish), Frozen	0303.89.9060	6,531	57,806	11.3%
Hagfish (Pacific, Atlantic), Frozen	0303.89.9070	6,030	7,134	84.5%
Fillet of Plaice, Frozen	0304.83.1000	5,815	8,258	70.4%
Rays, Frozen	0303.82.1000	5,144	27,876	18.5%
Fillet of Alaska Pollack (Theragra chalcogramma), Frozen	0304.75.0000	3,884	55,722	7.0%
Other Fish (NESOI), Frozen	0303.89.9099	3,749	28,474	13.2%
Skates, Frozen	0303.82.2000	3,720	26,790	13.9%
Surimi of Alaska Pollack (Other than Theragra chalcogramma), Frozen	0304.99.1000	3,039	199,861	1.5%
Anchovies (Engraulis Spp.), Excluding Livers and Roes, Frozen	0303.59.9000	3,001	13,316	22.5%
Cold-Water Shrimps and Prawns (Pandalus Spp., Crangon Crangon), Frozen	0306.16.9090	2,772	6,900	40.2%
Fillet of Cod (Gadus morhua, Gadus ogac, Gadus macrocephalus), Frozen	0304.71.0000	2,376	5,394	44.0%
Lobsters (Homarus Spp.), Including in- shell, Cooked by Steaming or by Boiling in Water, Frozen	0306.12.9000	2,355	37,157	6.3%
Rock fish (including pacific ocean perch), Frozen	0303.89.9050	2,311	22,142	10.4%
Sea Urchin, Live, Fresh or Chilled	0308.21.0000	2,201	4,402	50.0%
Surimi of fish of the families Bregmacerotidae, Euclichthyidae, Gadidae, Macrouridae, Melanonidae, Merlucciidae, Moridae and Muraenolepipidae, other than Alaska Pollack (Theragra chalcogramma), Frozen	0304.95.1000	1,860	1,860	100.0%
Adductors Of Shell Fish	0307.92.1000	1,791	14,027	12.8%
Sable Fish, Frozen	0303.89.1000	1,344	1,429	94.1%
Crabs (Other than King Crab and Blue Crab), Frozen	0306.14.9090	795	73,410	1.1%
Crabs (Other than Blue Crab and Snow Crab), Live, Fresh or Chilled	0306.33.9000	715	210,389	0.3%
Fillet of Other Fish (NESOI), Frozen	0304.89.9000	706	25,577	2.8%
Total		252,152	1,513,330	16.7%

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 14-2. Top 30 Fish Imported to Korea from USA in 2018 (In Quantity, MT)

Fish Species	HS Code Number	From USA (1,000 Kg)	From World (1,000 Kg)	U.S. Market Share
Surimi of Alaska Pollack (<i>Theragra chalcogramma</i>), Frozen	0304.94.1000	25,404	25,404	100.0%
Other Flat Fish (Excluding Fillets, Livers and Roes), Frozen	0303.39.0000	8,802	28,778	30.6%
Alaska Pollack (<i>Theragra chalcogramma</i>), Frozen	0303.67.0000	6,135	196,312	3.1%
Livers, Roes and Milt of Fish other than Alaska Pollack, Frozen	0303.91.2090	4,467	14,149	31.6%
Anchovies (<i>Engraulis</i> Spp.), Excluding Livers and Roes, Frozen	0303.59.9000	3,862	26,900	14.4%
Cod (<i>Gadus morhua</i>, <i>Gadus ogac</i>, <i>Gadus macrocephalus</i>), Frozen	0303.63.0000	3,534	19,007	18.6%
Livers, Roes and Milt of Alaska Pollack, Frozen	0303.91.2010	3,385	14,745	23.0%
Atka Mackerel, Frozen	0303.89.9040	3,104	11,727	26.5%
Fish Fins (Other Than Shark), Heads, Tails, Maws and Other Edible Fish Offals, Frozen	0303.99.0000	2,623	3,260	80.5%
Hagfish (Pacific, Atlantic), Frozen	0303.89.9070	1,999	2,361	84.7%
Rays, Frozen	0303.82.1000	1,847	7,820	23.6%
Other Fish (NESOI), Frozen	0303.89.9099	1,467	12,986	11.3%
Angler (Monkfish), Frozen	0303.89.9060	1,397	28,626	4.9%
Fillet of Plaice, Frozen	0304.83.1000	1,375	1,623	84.8%
Fillet of Alaska Pollack (<i>Theragra chalcogramma</i>), Frozen	0304.75.0000	1,288	19,871	6.5%
Rock fish (including pacific ocean perch), Frozen	0303.89.9050	1,267	10,691	11.9%
Surimi of fish of the families <i>Bregmacerotidae</i>, <i>Euclichthyidae</i>, <i>Gadidae</i>, <i>Macrouridae</i>, <i>Melanonidae</i>, <i>Merlucciidae</i>, <i>Moridae</i> and <i>Muraenolepipidae</i>, other than Alaska Pollack (<i>Theragra chalcogramma</i>), Frozen	0304.95.1000	1,047	1,047	100.0%
Hagfish, Live	0301.99.7000	999	1,452	68.8%
Surimi of Alaska Pollack (Other than <i>Theragra chalcogramma</i>), Frozen	0304.99.1000	981	115,934	0.8%
Cold-Water Shrimps and Prawns (<i>Pandalus</i> Spp., <i>Crangon Crangon</i>), Frozen	0306.16.9090	932	1,589	58.7%
Lobsters (<i>Homarus</i> Spp.), Live, Fresh, Or Chilled	0306.32.0000	769	3,581	21.5%
Skates, Frozen	0303.82.2000	720	6,629	10.9%
Hake (<i>Merluccius</i> spp., <i>Urophycis</i> spp.), Frozen	0303.66.0000	376	732	51.3%

Fillet of Cod (<i>Gadus morhua</i>, <i>Gadus ogac</i>, <i>Gadus macrocephalus</i>), Frozen	0304.71.0000	300	846	35.4%
Squid (<i>Ommastrephes</i>, <i>Loligo</i>, <i>Nototodarus</i>, <i>Sepioteuthis</i>), Frozen	0307.43.2010	229	68,815	0.3%
Squid, Other, Frozen	0307.43.2090	167	43,056	0.4%
Fillet of Other Fish (NESOI), Frozen	0304.89.9000	162	5,679	2.9%
Fillet of other Flat Fish (<i>Pleuronectidae</i>, <i>Bothidae</i>, <i>Cynoglossidae</i>, <i>Soleidae</i>, <i>Scophthalmidae</i> and <i>Citharidae</i>), Frozen	0304.83.9000	146	146	99.7%
Other Pacific Salmon (<i>Oncorhynchus gorbuscha</i>, <i>Oncorhynchus keta</i>, <i>Oncorhynchus tshawytscha</i>, <i>Oncorhynchus kisutch</i>, <i>Oncorhynchus masou</i> and <i>Oncorhynchus rhodurus</i>), Frozen	0303.12.0000	129	4,003	3.2%
Sable Fish, Frozen	0303.89.1000	105	120	87.0%
Total		79,018	677,889	11.7%

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 15. Korean Imports of Fish Roes, Urchin Roes, Caviar and Livers by Country of Origin (MT)

2017		2018	
USA	5,542	USA	7,859
Russia	19,607	Russia	18,886
Iceland	1,466	Iceland	1,740
New Zealand	1,046	New Zealand	1,401
Norway	777	Norway	798
Indonesia	211	Indonesia	147
Others	733	Others	703
Total	29,382	Total	31,534

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 15-1. Korean Imports of Fish Roes, Urchin Roes, Caviar and Liver by HS Code (MT)

Species	2018 H.S. Code	2017		2018	
		World	USA	World	USA
Livers, Frozen	0303.91.1000	51	0	99	0
Roes/AK Pollack, Frozen	0303.91.2010	14,745	2,368	14,745	3,385
Roes/Other Fish, Frozen	0303.91.2090	12,180	3,171	14,149	4,467
Caviar and Caviar Substitutes	1604.31.0000	2,406	3	2,541	7
	1604.32.0000				
Total		29,382	5,542	31,534	7,859

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 16. Korean Imports of Flatfish by Country of Origin (MT)

2017		2018	
USA	10,283	USA	8,819
Russia	17,133	Russia	16,551
China	2,096	China	2,811
Guinea	624	Guinea	1,019
Senegal	569	Senegal	914
Italy	436	Italy	264
Others	1,010	Others	1,143
Total	32,151	Total	31,521

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 16-1. Korean Imports of Flatfish by HS Code (MT)

Species	2019 H.S. Code	2017		2018	
		World	U.S.A	World	U.S.A.
Flat Fish, Live / Plaice, Fresh	0301.99.8000 0302.22.0000	312	0	362	0
Halibut, Frozen	0303.31.0000	388	0	562	0
Plaice, Frozen	0303.32.0000	2,081	119	1,313	17
Sole, Frozen	0303.33.0000	421	0	506	0
Others, Frozen	0303.39.0000	28,999	10,164	28,778	8,802
Total		32,151	10,283	31,521	8,819

Source: www.kita.net Korea's Trade Statistics Database for 2018

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

2017		2018	
USA	14,413	USA	11,340
Russia	219,349	Russia	212,013
Portugal	4,356	Portugal	5,153
Japan	4,267	Japan	3,981
Others	8,866	Others	7,127
Total	251,251	Total	239,614

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 17-1. Korean Import of Ground Fish by HS Code (MT)

Species	2019 H.S. Code	2017		2018	
		World	USA	World	USA
Cod, Fresh	0302.51.0000	615	0	917	0
Alaska Pollack, Fresh	0302.55.0000	4,062	0	3,664	0
Cod, Frozen	0303.63.0000	22,445	4,783	19,007	3,534
Hake, Frozen	0303.66.0000	1,851	1,224	732	376
Alaska Pollack	0303.67.0000	202,322	6,886	196,312	6,135
Rockfish (Pacific ocean perch)	0303.89.9050	11,732	1,404	10,691	1,267
Alaska Pollack, Dried	0305.59.3000	8,224	116	8,291	28

Total		251,251	14,413	239,614	11,340
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Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 18. Korean Imports of Fillet/Surimi by Country of Origin (MT)

2017		2018	
USA	29,108	USA	30,784
Vietnam	52,669	Vietnam	63,200
China	36,917	China	39,376
Russia	18,306	Russia	19,382
India	6,297	India	7,022
Indonesia	4,500	Indonesia	3,905
Pakistan	5,205	Pakistan	3,454
Norway	2,207	Norway	3,165
Thailand	1,889	Thailand	1,553
Others	9,866	Others	10,357
Total	166,964	Total	182,198

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 18-1. Korean Imports of Fillet/Surimi by HS Code (MT)

Species	2019 H.S. Code	2017		2018	
		World	USA	World	USA
Fillet of Alaska Pollack/frozen	0304.75.0000	18,296	515	19,871	1,288
Fillet of Cod/frozen	0304.71.0000	708	271	846	300
Fillet of Plaice/frozen	0304.83.1000	1,490	1,293	1,623	1,375
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 0304.88.XXXX 0304.89.XXXX	14,577	377	16,115	389
Surimi of Alaska Pollack/frozen	0304.94.1000	26,247	26,183	25,404	25,404
Other type of fish meat of Alaska Pollack/fr	0304.94.9000	102	0	410	0

ozen					
Surimi of other fish/frozen	0304.95.1000 0304.99.1000	103,802	463	116,981	2,028
Other type of fish meat of other fish/fresh or chilled, frozen	0304.91.90000304.92.9000 0304.93.90000304.95.90000304.99.9000	1,742	6	948	0
Total		166,964	29,108	182,198	30,784

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 19. Korean Imports of Crustaceans by Country of Origin (MT)

2017		2018	
USA	1,144	USA	925
China	38,250	China	38,743
Vietnam	29,643	Vietnam	36,670
Russia	9,301	Russia	10,337
Ecuador	8,326	Ecuador	9,218
Canada	3,817	Canada	4,562
Malaysia	3,301	Malaysia	3,688
Bahrain	2,733	Bahrain	3,291
Thailand	3,268	Thailand	2,877
India	2,505	India	2,366
Others	8,746	Others	9,929
Total	111,034	Total	122,606

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 19-1. Korean Imports of Crustaceans by HS Code (MT)

Species	2019 H.S. Code	2017		2018	
		World	USA	World	USA
Frozen lobsters (<i>Homarus spp.</i>)	0306.12.9000	1,022	123	1,787	61
Frozen peeled cold water shrimps and prawns	0306.16.1090	22	0	8	0
Frozen other type of shrimps and prawns	0306.17.1090 0306.17.9090	50,439	0	54,989	3
Frozen crab meat	0306.14.1090	0	0	0	0
Frozen king crabs	0306.14.2090	123	1	265	1
Frozen blue crabs	0306.14.3090	19,131	0	23,601	0
Frozen other type of crabs	0306.14.9090	9,868	19	9,170	91
Not frozen lobsters (<i>Homarus spp.</i>)	0306.32.0000	3,708	1,001	3,581	769
Live, fresh or chilled shrimps and prawns	0306.35.0000	504	0	302	0

	0306.36.0000				
Salted or in brine shrimps and prawns	0306.95.1030 0306.95.9030	16,268	0	18,560	0
Live, fresh or chilled snow crab	0306.33.2000	6,845	0	7,434	0
Frozen, Salted or in brine Rock Lobster, other sea crawfish, dried shrimps, crabs, etc.	0306.11.9000 0306.91.3000 0306.93.2000 0306.95.1020 0306.95.9020 0306.99.2000	3,104	0	2,909	0
Total		111,034	1,144	122,606	925

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 19-2. Korean Imports of Lobsters (*Homarus Spp.*): Live, Fresh, Chilled, Dried, Salted, In Brine, Not Frozen

Country	2015		2016		2017		2018	
	\$1,000	MT	\$1,000	MT	\$1,000	MT	\$1,000	MT
World	66,837	3,277	73,610	3,633	82,905	3,708	85,552	3,581
Canada	33,687	1,630	43,243	2,106	61,734	2,706	67,777	2,811
United States	33,103	1,645	30,332	1,527	21,116	1,001	17,751	769
Others	47	2	35	0	55	1	24	1

Source: Korea Customs and Trade Development Institute, HS 0306.32.0000

Table 19-3. Korean Imports of Lobsters (*Homarus Spp.*): Including In Shell, Cooked by Steaming or by Boiling in Water, Frozen

Country	2015		2016		2017		2018	
	\$1,000	MT	\$1,000	MT	\$1,000	MT	\$1,000	MT
World	15,163	563	20,105	867	24,303	1,022	37,157	1,787
Canada	10,555	443	16,415	763	20,269	898	34,376	1,698
United States	4,590	120	3,386	88	4,012	123	2,355	61
Others	18	0	304	16	22	1	426	28

Source: Korea Customs and Trade Development Institute, HS 0306.12.9000

Table 20. Korean Imports of Mollusks by Country of Origin (MT)

2017		2018	
USA	122	USA	485
CHINA	121,909	CHINA	139,492
VIETNAM	34,267	VIETNAM	35,484
CHILE	28,939	CHILE	27,956
PERU	11,853	PERU	17,555
THAILAND	7,919	THAILAND	9,141
JAPAN	6,124	JAPAN	6,955
TAIWAN	4,741	INDONESIA	2,634
MAURITANIA	2,330	MAURITANIA	2,288
INDONESIA	1,591	TAIWAN	2,242

OTHERS	9,151	OTHERS	9,089
TOTAL	228,946	TOTAL	253,321

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 20-1. Korean Imports of Mollusks by HS Code (MT)

Species	2019 H.S. Code	2017		2018	
		World	USA	World	USA
Scallops	0307.2X.XXXX	7,422	0	6,964	2
Cuttlefish	0307.4X.XXXX	83,722	11	118,795	396
Octopus	0307.5X.XXXX	73,034	9	71,655	9
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	64,627	102	55,799	78
Oysters, mussels	0307.1X.XXXX 0307.3X.XXXX	141	0	108	0
Total		228,946	122	253,321	485

Source: www.kita.net Korea's Trade Statistics Database for 2018

Table 21. 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,	0306.XX.XXXX	10%

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		
Mollusks , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Mollusks, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Mollusks, Fit for Human Consumption – Oysters, Scallops, Mussels, Smoked Cuttle Fish and Squid, Octopus, Snails, Clams, Cockles, Ark Shells, Abalone, 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%
Mollusks , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Mollusks, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Mollusks, 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%
Mollusks , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Mollusks, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Mollusks, Fit for Human Consumption - Live, Fresh or Chilled Oyster Spat Other	0307.11.1090	5%
Mollusks , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Mollusks, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Mollusks, 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 Mollusks , Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Aquatic Invertebrates Other Than Crustaceans and Mollusks, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Aquatic Invertebrates Other Than Crustaceans and Mollusks, Fit for Human Consumption – Sea Cucumber, Sea Urchins, Jellyfish	0308.XX.XXXX except 0308.90.1011	20%

and Other		
Aquatic Invertebrates Other Than Crustaceans and Mollusks , Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Aquatic Invertebrates Other Than Crustaceans and Mollusks, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Aquatic Invertebrates Other Than Crustaceans and Mollusks, Fit for Human Consumption – Live, Fresh or Chilled Sea-Squirts for Seed	0308.90.1011	0%
Extracts and Juices of Fish or Crustaceans, Mollusks 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, Mollusks 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, Import/Export Customs Clearance General Guidebook of Korea, 2019