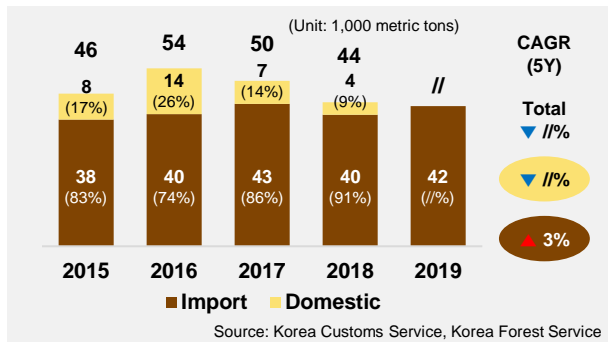


Korea Market Brief

Tree Nuts



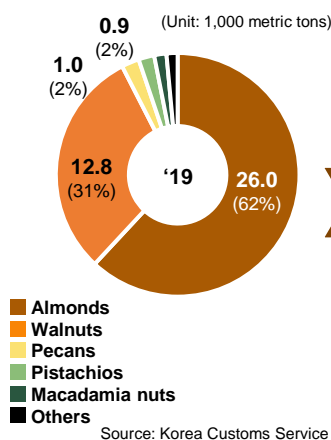
Korean consumers value tree nuts for their health benefits. Most tree nuts are imported.



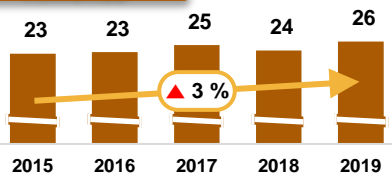
- Imported nuts (led by almonds and walnuts) account for over 90 percent of tree nut consumption in Korea.
- Local tree nut production is limited in volume and variety. Chestnuts, ginkgo nuts, and pine nuts are the major varieties produced locally. Pine nut production declined from 9,682 metric tons in 2016 to 1,223 metric tons in 2018.

Almonds and walnuts are the leading nuts in the market. Specialty nuts, including pecans and pistachios, will likely see solid growth in the coming years.

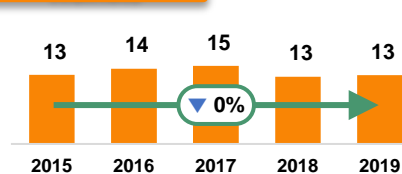
Market Share by Type



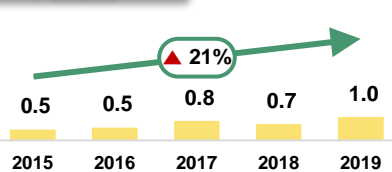
Almonds



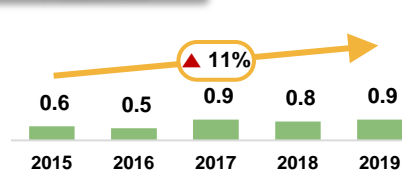
Walnuts



Pecans

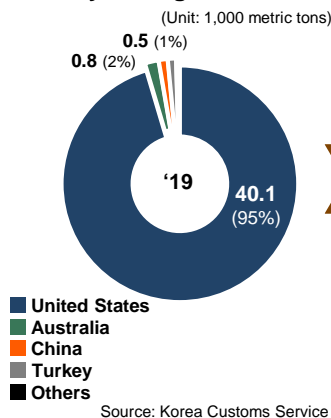


Pistachios

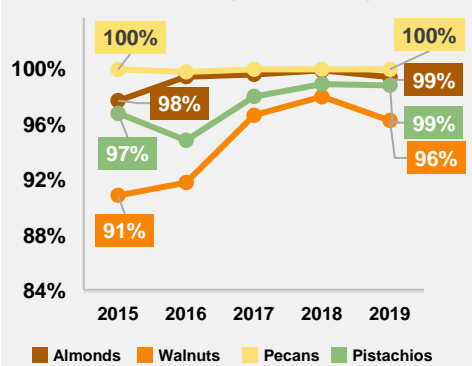


The United States is the dominant supplier of imported nuts with a 95% import market share.

Market Share by Country of Origin



Market Share by U.S. Nut Type



The U.S. is the primary supplier of major tree nuts (almonds, walnuts, pecans, pistachios). Competitors lead the market for other nuts, including macadamia nuts and hazelnuts.

Consumer Trends

The Korean tree nut market is evolving as consumer tastes diversify. While almonds and walnuts remain the most popular nuts in the market, there is growing demand for other nuts, including pecans, pistachios and macadamias nuts. Processors and retailers are working to offer products incorporating a range of tree nut ingredients.

“Beauty Nut” - Almonds

The Almond Board of California (ABC) launched its new marketing campaign in Korea, “Almonds, Your Beauty Nut” in 2017. The campaign was a huge success in reinforcing ABC’s interactions with key target consumer groups (women in their 20’s through 60’s) in the market and expanding consumer demand for almonds.

“One Pack a Day” Trail Mixes

“One Pack a Day” trail mixes in single serving packages appeared in the market in 2013. They remain one of the most popular tree nut products sold in Korea due to their convenience. There are many trail mix products with different assortments of nuts and additional snacking ingredients.

“Honey Butter Almonds” - Flavored Nuts

Flavored and seasoned tree nut products have led growth in the tree nut market in recent years, satisfying increased consumer demand for new tastes. Processors have tried many flavors. Products with unconventional recipes, such as honey butter, wasabi, and fiery chicken, have generated the most sales. Almonds remain the main nut for flavored nut programs, but processors are also launching products based on other nuts such as walnuts and pecans. Flavored nuts have also become popular among foreign tourists visiting Korea. As a result, some of the flavored nuts are now exported to foreign markets.

More Products Incorporating Tree Nut Ingredients

Food processors and restaurants have responded to consumer interest in tree nuts. There have been strong launchings of new processed foods and beverages in Korea over the years. Restaurants and food service establishments have also been making efforts to add tree nuts in their new recipes to attract consumer attention.

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

Korea applies an import duties on U.S. tree nuts as shown below. Please refer to the [Agricultural Tariff Tracker](#) for details.

Tree Nuts	HS code	2020	2021	2022	2023
<ul style="list-style-type: none"> Almonds, Hazelnuts (unshelled), Walnuts (Shelled), Pistachios, Others (Pecan) 	080211, 080212, 080221,080232, 080250, 0802909000	0.0%	0.0%	0.0%	0.0%
<ul style="list-style-type: none"> Hazelnuts(shelled) 	080222	0.8%	0.0%	0.0%	0.0%
<ul style="list-style-type: none"> Walnuts(unshelled) 	080231	18.0%	15.0%	12.0%	9.0%

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. tree nuts 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 origin verification. Documentation must be kept for five years.</p>	<p>Phytosanitary Certificate</p> <p>Fresh vegetables, grains, fruits, and nuts require a phytosanitary certificate issued by USDA/APHIS.</p>
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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, labels should not be easily removable or cover the original label such as product name or expiration date.

<p>Korean Language Labeling</p> <ul style="list-style-type: none"> Agricultural products in a container or packages: the business name, the manufacture date, contents, storage condition or handling methods are only required to be indicated on the package. 	<p>Consideration for Labeling</p> <ul style="list-style-type: none"> Misleading claims such as Non-GMO for products that do not have GMO counterpart are not permitted.
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C Import Inspection

<p>Laboratory Test</p> <p>All newly imported products undergo laboratory tests.</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>
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For details, please refer to [FAIRS Country Report](#), [FAIRS Export Certificate Report](#)

Regulatory Overview

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Korean Food Safety & MRLs

For information on Korean MRLs, please refer to the following link.

[Pesticide MRLs](#)

Frequently Asked Questions

FAQ #1: Are products required to meet Korea's MRL standards?

Yes. Korea has a national MRL list that includes import tolerance MRLs. Prior to export, please check Korea's MRL list to make sure that products meet Korea's MRL standards. In the absence of an established MRL, Korea applies a 0.01ppm default tolerance.

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](#)

