

A large pile of cashew nuts is shown in a wooden bowl. The nuts are light brown and have a characteristic kidney shape. They are piled together, filling most of the bowl. The wood of the bowl is visible around the edges of the nuts.

Hong Kong Cashew Market

Feb. 2, 2018 Macau

Specific Handling in Hong Kong:

Hong Kong is one of the world leading international free trade zone

***There is NO import duty on cashews**

***There is NO VAT in Hong Kong sales**

***Market is opened to all origins**

***There is no specific agent for brand**

***Cashew market is not big in Hong Kong**

History of Hong Kong Cashew Import:

- 1) Tradition market of Indian cashew kernel as long as Indian cashew industry in India**
- 2) Changed to China when China got involved of cashew processing in 1970 till 1990s.**
- 3) When China stop processing cashews import change to Vietnam**
- 4) Now mainly from Vietnam and India**
- 5) Very consistent and reliable market on cashew**



Cashew growing areas in China

Market in Hong Kong Is Very Special:

- * **The major size is W240 taking 80% of the market share**
 - **Mainly for Chinese cooking, snack and retail for housewife**
 - **There is a small market on W320**
 - **There is very little sales on other sizes**
- **Quality must be supreme with no discoloring, no insect damage, no infestation**
- **Size must be uniform**
- **Serious food safety and quality control by health authority of the government**

Consumption of cashew in Hong Kong:

- A. 50% as snack food for home cooking**
- B. Certain amount as roasted & salted kernels under different brand in supermarket and retail shops**
- C. 30% for Chinese cooking: very popular that cashew kernel with Chap-Shui and chicken, beef or pork.**
- D. 10% in Ice cream, bakery, confectionary industries.**

Character of Cashew Sales in Hong Kong:

**Unlike other tree nuts
nearly 100% import
of cashew is for Hong
Kong local consumption**

Supermarket Sale



Nuts Retailer





Chinese Cooking



Pan Fried
Prawn with
Cashew

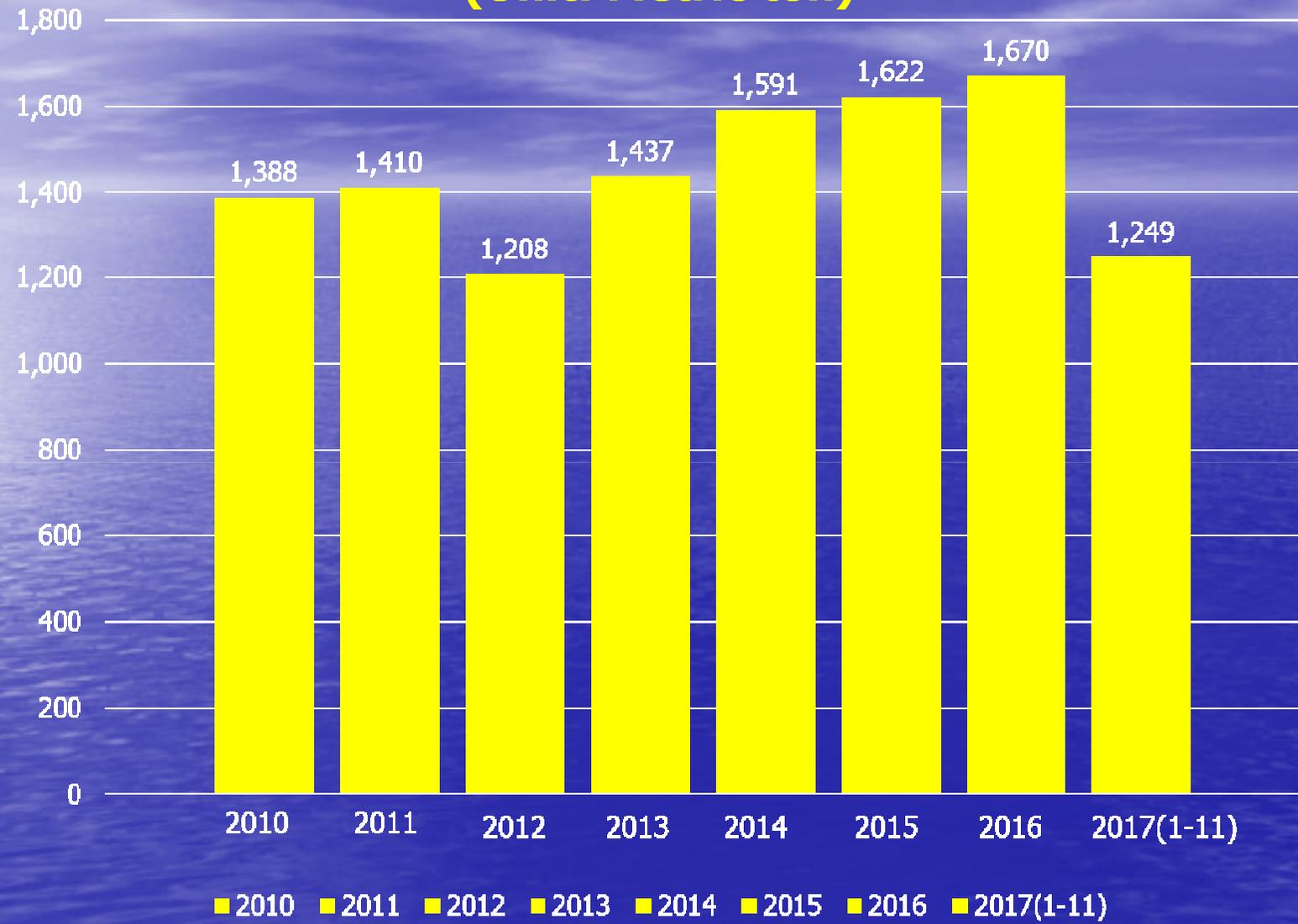
Cashew nut Chat Shui





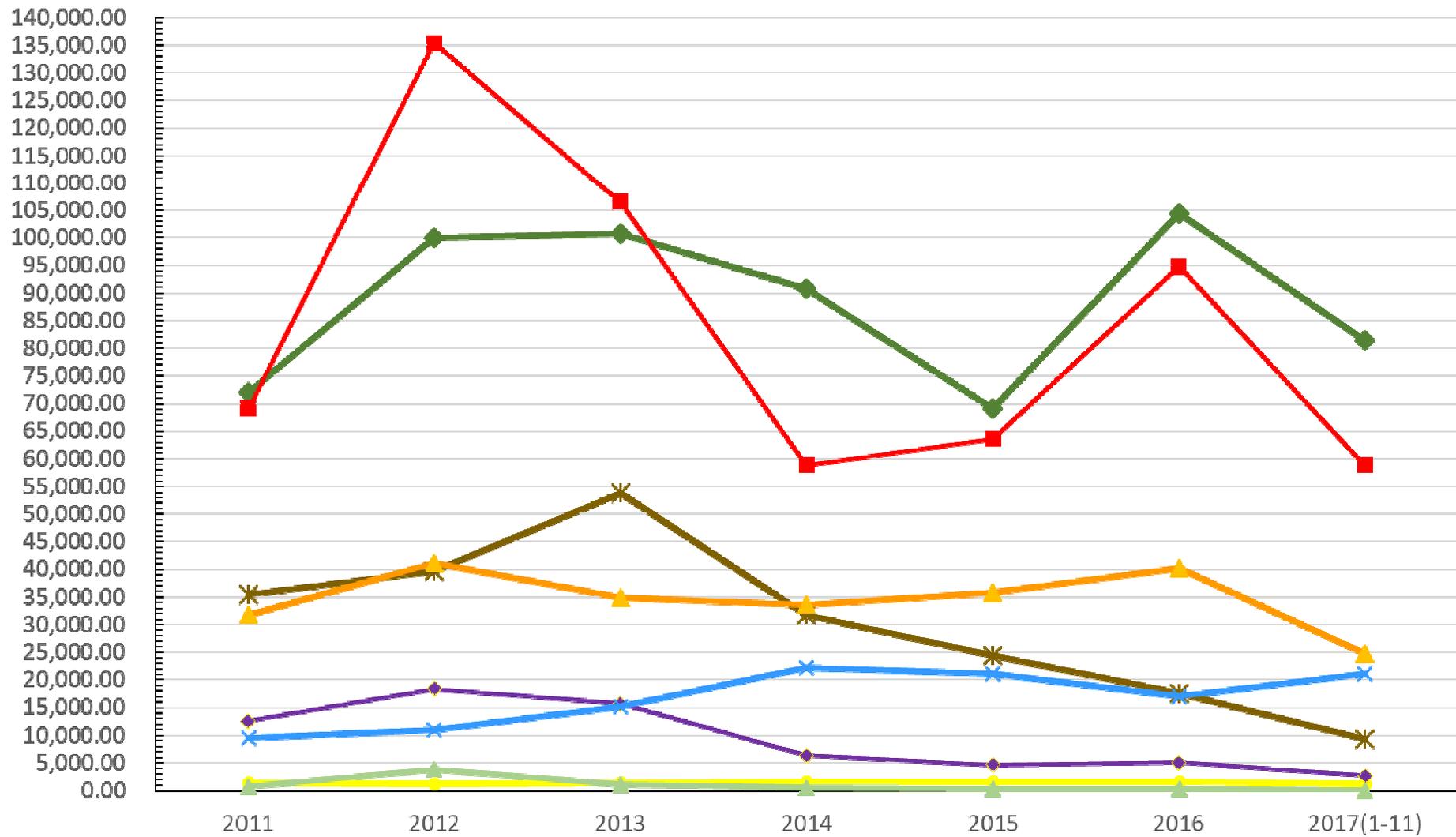
Cashew market
in Hong Kong is
not that big

Import of Cashews Kernel to Hong Kong From 2010 till 2017 (1-11) (Unit: Metric ton)



Comparison of Import of Tree Nuts into Hong Kong From 2011 till 2017(1-11)

Unit: M/T



◆ Pistachio
 ■ Almond
 ✱ Walnut
 ▲ Pecan
 ● Cashew
 ◆ Hazel
 × Macadamia
 ▲ Brazil Nut

Thank you

