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**Report Name:** Food Processing Ingredients

**Country:** New Zealand

**Post:** Wellington

**Report Category:** Food Processing Ingredients

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**Report Highlights:**

Despite being a small country, New Zealand is a major exporter of food and beverage products, and many of these products are manufactured in-country requiring inputs imported from other suppliers. The United States is a key source of ingredients including pork, lactose, tree nuts, hops and other products. The United States also supplies ingredients for animal feed.

# Market Fact Sheet: New Zealand

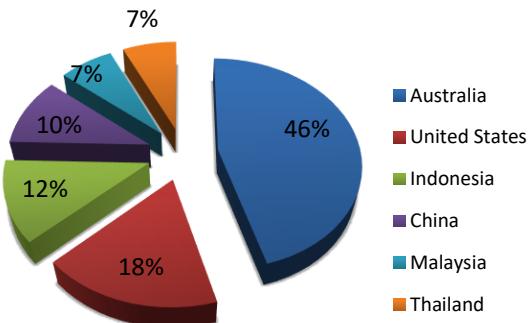
## Executive Summary

New Zealand is a wealthy economy with a GDP per capita of US\$ 45,686. The economy grew by 2.0 percent in 2022 but had strong inflation. Underpinning New Zealand's economy is open and transparent with a trade and investment environment that has strong trade and economic links with emerging economies.

## Imports of Consumer-Oriented Products

New Zealand is an island nation with a small geographic area. This geographic area limits production and requires it to import large quantities of ingredients and other food products for its manufacturing sector. The country imported US\$ 6.3 billion total in agricultural and related products in 2022. Primary suppliers were Australia, the United States, China, Indonesia, Malaysia, and Thailand.

### New Zealand Imports of Agricultural and Related Products 2022



## Food Processing Industry

Food, beverage, and grocery manufacturing accounts for almost one-third of New Zealand's manufacturing sector, this is mainly for exports. Exports of food and agricultural products accounted for US\$ 35 billion and is a sector that is experiencing growth in several areas.

New Zealand's food retail sales reached US\$ 15 billion in 2022. The three largest retailers, Food Stuffs, Countdown and The Warehouse, plan to maintain investments in New Zealand's market. Together, the three groups represent 90 percent of retail revenues.

**Data and Information Sources:** Trade Data Monitor LLC, Trading Economics. Statistics New Zealand, Reserve Bank of New Zealand

## Quick Facts CY 2022

### Imports of Consumer-Oriented Products (US\$ Million)

US\$ 6.3 billion – Agricultural Products  
US\$ 3.4 billion – Consumer Food Products

### List of Top 10 Growth Products in Host Country

- |                       |                             |
|-----------------------|-----------------------------|
| 1) Food Preparations  | 2) Palm Kernel              |
| 3) Pet food           | 4) Pork                     |
| 5) Soybean products   | 6) Baked goods              |
| 7) Lactose            | 8) Animal feed              |
| 9) Cocoa Preparations | 10) Dried Distillers Grains |

### Food Industry by Channels (US\$ Billion) 2022

Food Exports	\$35
Food Imports	\$6.3
Domestic Market (NZ\$)	\$22
Retail	\$15
Food Service (NZ\$)	\$6.3

### Food Industry Gross Sales (US\$ Billion) 2022

Food Industry Revenues  
- NZ\$ 22 Food (Domestic market)

### GDP/Population

Population (*millions*): 5.1  
GDP (*billions USD*): 233  
GDP per capita (*USD*): 45,686

**Sources:** Trade Data Monitor LLC, Trading Economics.  
Statistics New Zealand

## Strengths/Weaknesses/Opportunities/Challenges

Strengths	Weaknesses
<ul style="list-style-type: none"><li>Products from the United States are viewed as high quality.</li><li>Minimum barriers to trade including low tariffs ranging from 0-5 percent.</li></ul>	<ul style="list-style-type: none"><li>Phytosanitary/sanitary regulations regarding fresh produce and meat are strict.</li><li>New Zealand's retail market is highly consolidated and has two main players.</li></ul>
Opportunities	Threats
<ul style="list-style-type: none"><li>Produce from the United States is counter seasonal to New Zealand.</li><li>Some supermarkets make individual buying decisions.</li></ul>	<ul style="list-style-type: none"><li>Strong competition from Australia.</li><li>New Zealand is a member of the Transpacific Partnership.</li></ul>

## **Section I. Market Summary**

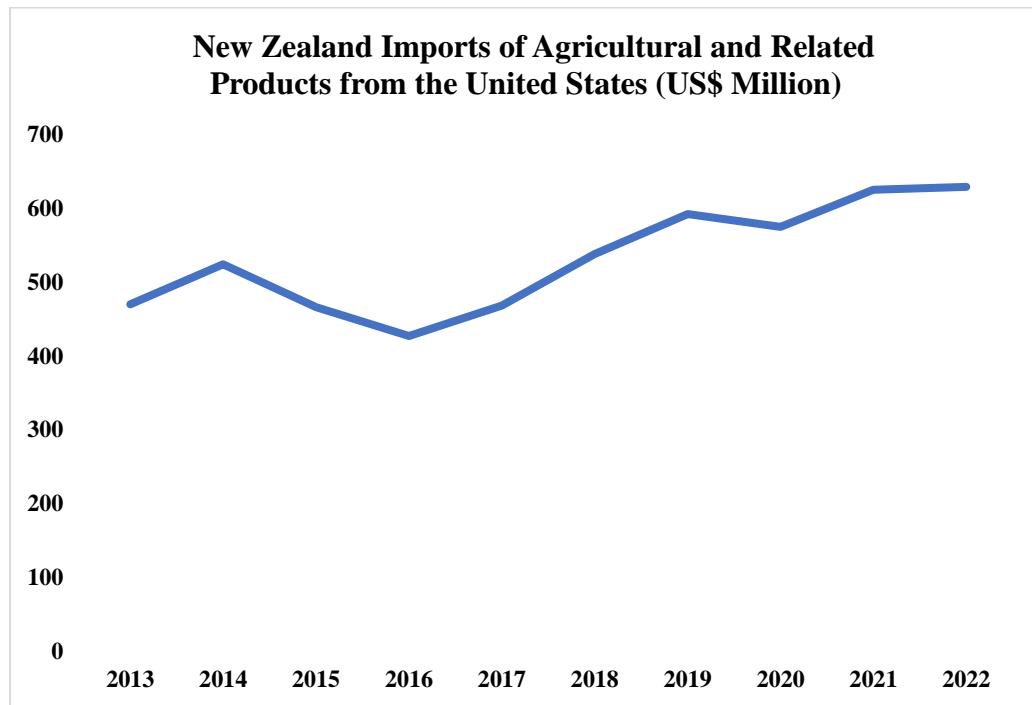
### **1. Economy and Trade**

New Zealand is a prosperous country heavily reliant on trade. It is dependent on the primary sector with food and agricultural products accounting for a major share of total exports. New Zealand exports an estimated 80 to 90 percent of its primary production. Dairy remains New Zealand's largest exported product valued at US\$ 10 billion, or 35 percent of its total merchandise exports.

New Zealand's economy grew by 2.0 percent in 2022. The country is going through a period of high inflation at 7.2 percent, which is running in parallel with on-going import and shipping logistical problems. Despite these obstacles, the economy continues to perform relatively well and unemployment remains low at 3.2 percent, and consumers are maintaining a strong level of discretionary income.

Manufacturing and exports have continued to drive New Zealand's performance, and there has been continued strong import numbers for food ingredients and preparations. While New Zealand enjoys a large trade surplus of agricultural goods with the United States, imports from the United States are continuing to remain strong, with New Zealand importing a record US\$ 629 million of agricultural and related products in 2022.

#### **Graph 1.**



Source: Trade Data Monitor LLC

**Table 1. United States and New Zealand Bilateral Agricultural Trade, Including Fish and Forestry Products. (US\$ millions)**

	2019	2020	2021	2022
NZ Imports from United States	587	571	622	629
NZ Exports to United States	2,698	2,895	3,435	3,656

Source: Trade Data Monitor LLC

**Table 2. Economic Indicators-New Zealand 2018-2022**

Economic Indicators				
	2019	2020	2021	2022
Population	4.98 million	5.0 million	5.1 million	5.1 million
Per Capita GDP (US\$)	41,555	40,096	47,160	45,686
Unemployment Rate (percent)	3.9	4.9	3.2	3.2
GDP Growth (percent)	2.7	-2.9	3.0	2.0
Minimum Wage Rate (US\$)	11.98	13.53	14.02	14.12
Consumer Price Inflation (percent)	1.0	1.6	5.9	7.2
Food Price Inflation (percent)	2.4	2.9	4.5	10.3

Source: Statistics New Zealand's website

## 1.2 Food Processing and Manufacturing in New Zealand

New Zealand's agricultural imports are categorized into three main groups. The first are ingredients or inputs for New Zealand's sophisticated food manufacturing sector. The second are consumer-ready

products, such as baked goods and confectionary for the retail market. New Zealand consumers are becoming more discerning and anxious to consume a wide variety of products from other markets. The third group is ingredients for animal feed, which are used in the livestock and dairy sectors.

Despite being a small country, New Zealand is a major exporter of food and beverage products, and many of these products are manufactured in-country requiring inputs from other countries. New Zealand's food sector is large, in fact, it accounts for US\$ 35 billion of all goods exported by New Zealand (Source: Trade Data Monitor).

**Dairy manufacturing** - New Zealand's dairy sector, which is the largest agricultural sector in the country, utilizes an array of inputs, including lactose from the United States. Dairy remains New Zealand's largest exported product valued at US\$ 10 billion, or 35 percent of its total merchandise exports. Fonterra Cooperative Ltd dominates the dairy processing industry and is New Zealand's largest company responsible for an estimated 83 percent of domestic milk production. New Zealand exporters supply an estimated three percent of the world's total supply in dairy products, and U.S. lactose is added to New Zealand milk powders for export. Whey is another ingredient imported from the United States, and whey protein concentrate is a product used in infant formula and health supplements. Major players are Fonterra Cooperative Group and Goodman Fielder who have over 50 percent of the domestic retail market share between them.

**Processed/cured meat products** - The United States is one of the main suppliers of imported pork to New Zealand. Pork is imported for a variety of reasons, but one of the main reasons is that it is an ingredient for further processing. Most U.S. pork is further processed into bacon to supply the domestic market. U.S. casings are also imported to produce sausages. Major players are Heller's with 35 percent market share and Premier Beehive NZ with 13 percent.

**Tree nuts for processing** – Imported tree nuts are a popular ingredient in food manufacturing and feature heavily in specialty health foods. They are often found in muesli bars and other health-based bars and snack items. New Zealand imports a significant number of almonds from the United States. Almonds are used in two main ways – for the manufacture of chocolate confectionary and the production of dairy-alternative milk. New Zealand chocolate exports are worth approximately US\$ 99 million per annum. The export value represents a significant volume of manufactured chocolate. Almonds, particularly from the United States, are a key ingredient in many New Zealand chocolate manufacturers' product portfolios. Whittaker's, which is New Zealand's largest chocolate manufacturer, sells several almond products and is a regular importer of almonds as an ingredient. Almond milk has increased in popularity in New Zealand as consumers look for alternatives to dairy that some consumers may perceive as more sustainable. Major players for chocolate are Whittaker's with 38 percent market share and Mondelez with 15 percent market share. Major players for almond milk are So Good, and Almond Breeze from the United States.

**Beer production** –The United States and New Zealand share a vibrant trade in hops. The United States is the number one supplier of hops to New Zealand and last year the value of hops imported was the highest ever at US\$ 9.9 million. New Zealand beer consumers enjoy American beer styles; the most popular are the American Pale Ale and the New England Pale Ale. These styles require a bold, flavorsome hop that can be supplied by the United States. Also, consumers enjoy the flavor therefore breweries are expected to continue to use them well into the future. New Zealand also imports yeast from around the United States to go into the brewing and distilling processes. Yeast varieties that offer unique and different beer flavor experiences are highly sought after in New Zealand and offer a good opportunity for anyone wishing to export. Major players are Lion Breweries with 30 percent market share and Dominion Breweries with 20 percent market share.

### **Logistical Challenges**

International supply chain issues continue to be one of the main problems for the ingredients sector and is impacting product landings in New Zealand for all ingredient and sector types. The largest challenge faced for U.S. exporters and their counterpart New Zealand importers is finding a ship with space available for products. Nevertheless, despite these logistical issues, imports from the United States have remained strong and opportunities remain for new U.S. products in this market.

### **Advantages and Challenges**

<b>Advantages</b>	<b>Challenges</b>
New Zealand is a large importer of lactose used in the milk powder production process.	The U.S. dollar exchange rate is strong vis-à-vis the New Zealand dollar.
New Zealand consumers view products from the United States as high-quality.	New Zealand has more stringent market access requirements.
The United States is a large producer of dairy ingredients.	Transportation costs are high.
New Zealand food processors already have long standing relationships with ingredient suppliers from the United States.	Biosecurity protocols can cause issues for importing from the United States, due to MPI having different certificate language in its Import Health Standards to that of the United States.

## **Section II. Road Map for Market Entry**

### **Customs**

Prior to exporting, exporters should do the following:

- Submit an electronic import entry or electronic cargo entry (ECI) lodgment.
- Pay applicable Customs duties and Goods and Services Tax (GST).
- Pay other applicable charges and levies; and
- Submit appropriate documentation if you are bringing in any including:
  - pets and domestic animals;

- weapons and firearms and hazardous substances

Exporters are recommended to ask customs brokers and freight forwarders for help in importing products. To search for a New Zealand Customs Broker by area [click here](#).

### **Advice for Food Importers**

The Ministry of Primary Industries (MPI) publishes recall information and warnings for domestically produced and imported foods. There are additional import requirements for foods that are deemed higher risk for food safety.

Food Standards Australia New Zealand administers [the Code](#) and it contains requirements relating to food composition, including foods requiring premarket assessment such as novel foods, irradiated foods and foods produced using genetic modification. It is broken down into four chapters: general food standards; commodity standards; food safety standards (Australia only); and primary production and processing standards (Australia only). Only the chapters on general food standards and commodity standards are applicable to New Zealand.

### **Section III. Competition**

**Table 3: Value (US\$ millions) Imports of Agricultural Related Products**

Partner Country	2021	2022	Percentage Change
Australia	1,601	1,736	+8
United States	625	629	+1
Indonesia	398	464	+16
China	377	407	+8
Malaysia	265	331	+25
Thailand	207	226	+9
Singapore	168	167	-1
Germany	179	169	-5
Argentina	208	147	-29
Netherlands	124	141	-14

Source: Trade Data Monitor

Products imported from the United States are viewed favorably in New Zealand and import demand has remained strong. However, robust competition from Australia, Asia, and the EU exists. In addition, New Zealand companies are price sensitive and affected by currency volatility, which causes them to shop around for substitute products. There continues to be a consolidation in the food ingredients category with some companies hesitant to look at new products. Despite this, New Zealand continues to have very high demand for many products it requires for its manufacturing sector, which is still going strong.

#### **Section IV. Best Product Prospect Categories**

The growth of New Zealand imports of products from the United States are mostly high-value consumer-oriented products. Animal feed and other ingredient products are also available in the New Zealand market and have experienced significant growth.

**Table 4. Key Product Areas for U.S. Exporters**

Product Category	Imports From U.S. In 2022 (US\$ million)	Year-On-Year Percentage Change	Key Constraints over Market Development	Market Attractiveness for the United States
Dried Distillers Grains	95	+19	High transportation costs and port delays in-country	New Zealand is more and more relying on feed alternatives to pasture and the manufacturing sector is producing products to meet this demand.
Food preparations	77	+5	High transportation costs.	New Zealand manufacturers rely on U.S. food ingredients and view their products as high quality and safe.
Lactose	70	+8	Imports from the United States face competition from the European Union.	The United States is the number one supplier of lactose to New Zealand for dairy processing.
Pet Food	37	-21	New Zealand produces large amounts of pet food domestically.	The United States is a strong supplier for imported pet food into New Zealand and its products are trusted in retail stores.
Pork	19	-51	Distance to market and shipping to New Zealand is an issue.	Pork from the United States is a popular choice for consumers and used for further processing.
Grapes (fresh)	13	-7	Biosecurity requirements are strict for fresh produce products.	The United States a strong supplier of counter seasonal produce and table grapes from the United States have been popular here for 30+ years.
Whiskey	20	+11	Obtaining bookings on ships to New Zealand is a challenge for exporters.	Whiskey from the United States is very popular and New Zealand retailers are looking out for more craft Whiskey suppliers.
Hops	10	+43	Competition from local suppliers is strong in hops.	Hops from the United States are growing in popularity, and more are being imported because of the craft beer boom.

Source: Trade Data Monitor

New Zealand is increasing its reliance on food imports from the United States. The quality of the products, as well as the high level of trust between the two countries, is making it easier to process transactions. Looking at the table from a year-on-year perspective the biggest growth, by percentage increase was in dried distillers drains (+19), whiskey (+27), lactose (+8) and Hops (+43).

New Zealand continues to offer great food ingredient opportunities. New Zealand also offers relatively easy access for products, other than the biosecurity protocols that follow some (not all) products as they can be strict. However, freight forwarding companies can help exporters manage any potential challenge on customs clearance.

## **Section V. Key Contacts and Further Information**

<b>Key information</b>	<b>Link</b>
Import Health Standards	<a href="#">Import Health Standards</a>
Food Act 2014	<a href="#">Food Act 2014</a>
Food Safety	<a href="#">NZ Food Safety</a>
Contacting MPI	<a href="mailto:Info@mpi.govt.nz">Info@mpi.govt.nz</a>

### **Food Ingredients Companies - New Zealand**

**Davis Food Ingredients:** Started in 1967, Davis Food's is one of New Zealand's largest food ingredients suppliers and importers. They have nine large warehouses throughout New Zealand and annual revenue more than US\$145 million. [Website](#) [Contact](#)

**Sherratt Ingredients:** Started in 1986, Sherratt ingredients is the second largest food ingredient supplier in New Zealand, and they have a broad range of products with warehouses nationwide.

[Website](#) [Contact](#)

**Pacific Flavors and Ingredients:** Started in 2003 they focus on importing enzymes and proteins for specialized food manufacturing.

[Website](#) [Contact](#)

**Bidfood:** Started in 2000, it is the largest food and food distribution company in New Zealand. They operate over 300 temperature-controlled vehicles and 30 locations throughout the country which includes a specialist imports distribution center. [Website](#) [Contact](#)

**Hibiscus Solutions:** Started in 2002, the products they focus on are food and beverage, pharma, and nutraceutical. [Website](#) [Contact](#)

**Other Key Contacts**

**Agricultural Affairs Office**

Foreign Agricultural Service

U.S. Department of Agriculture

Embassy of the United States of America

Email: [agwellington@usda.gov](mailto:agwellington@usda.gov)

**Attachments:**

No Attachments