

# Victorian Food and Fibre Export Performance Summary

2022-23

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We acknowledge the traditional Aboriginal owners of country throughout Victoria, their ongoing connection to this land and we pay our respects to their culture and their Elders past, present and future.

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For further Victorian food and fibre export  
performance results visit

[global.vic.gov.au/victorias-export-performance](https://global.vic.gov.au/victorias-export-performance)

[agriculture.vic.gov.au/export](https://agriculture.vic.gov.au/export)

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# Joint Ministerial Foreword

Victoria has demonstrated once again that it is the premier state for food and fibre, with exports growing 7% from the previous year to reach a record \$19.6 billion in 2022-23.

This result cements the state's position as Australia's largest food and fibre exporter by value, accounting for 24% of the national total, and brings us closer to achieving the Government's \$20-billion-by-2030 export target.

The results highlight the global demand for Victoria's food and fibre and the ability of our farmers and food manufacturing sector to innovate, seize opportunities and meet the challenge of operating in an increasingly complex global marketplace.

At over 35 per cent, food and fibre make up the largest proportion of the state's annual exports and are a key contributor to our economic growth.

That is why the Victorian Government continues to support our food and beverage producers to grow locally and maximise their potential globally.

Victoria's food and beverage manufacturing sector is the largest in Australia and employs more than 77,000 people in the state. With the Government's **Made in Victoria: Manufacturing Statement** as a guide, we are building the sector's capability to capture emerging opportunities now and in the future.

Victoria's agriculture sector continues to produce high-quality, safe and sustainable produce that is in demand around the world. Through the Government's **Strong, Innovative, Sustainable: A new strategy for Agriculture in Victoria**, we are backing our farmers and agribusiness to continue to be a cornerstone of our economy and to grow the food that the world needs.

To help local exporters succeed on the global stage, the Victorian Government's network

of international offices in 23 cities provides a competitive advantage for the state, playing a direct role in export development in key international markets.

As this report shows, Victorian food and fibre exports to most of our key international markets have increased from the year before, with Asia, which received two-thirds of our food and fibre exports in 2022-23, continuing to provide a focus.

Exports play a critical role in Victoria's economy. We acknowledge the hard work of our farmers, producers and food and beverage manufacturers in continuing to supply the world with their clean, green and high-quality products despite ongoing challenges.

It is to their credit, the valuable input from our industry associations and research community and the vital partnerships in-market that we are able to deliver the outstanding food and fibre exports results in this report.



**Hon. Tim Pallas MP**  
Minister for  
Economic Growth



**Hon. Natalie Hutchins MP**  
Minister for  
Jobs and Industry



**Hon. Ros Spence MP**  
Minister for  
Agriculture

## Victoria's global reach

The Victorian Government has the largest network of global and trade and investment offices of any State or Territory in Australia, providing support to agriculture producers, industries and the food and beverage manufacturing sector to gain, grow and diversify food and fibre exports globally.

More than 70 per cent of the food and fibre Victoria produces is exported. Our ability to produce exceptional food and fibre is built upon the favourable growing conditions our land provides as well as the skill and resilience of our farmers, and their ability to meet increasing global demand for fresh, healthy and high-quality food.

Victoria's food and fibre export success is underpinned by Government investment across the supply chain. Investments in the food manufacturing and agriculture sectors help to ensure that Victoria will continue to be a leader in food and fibre export and production into the future.

### Victorian Government metro and regional office network

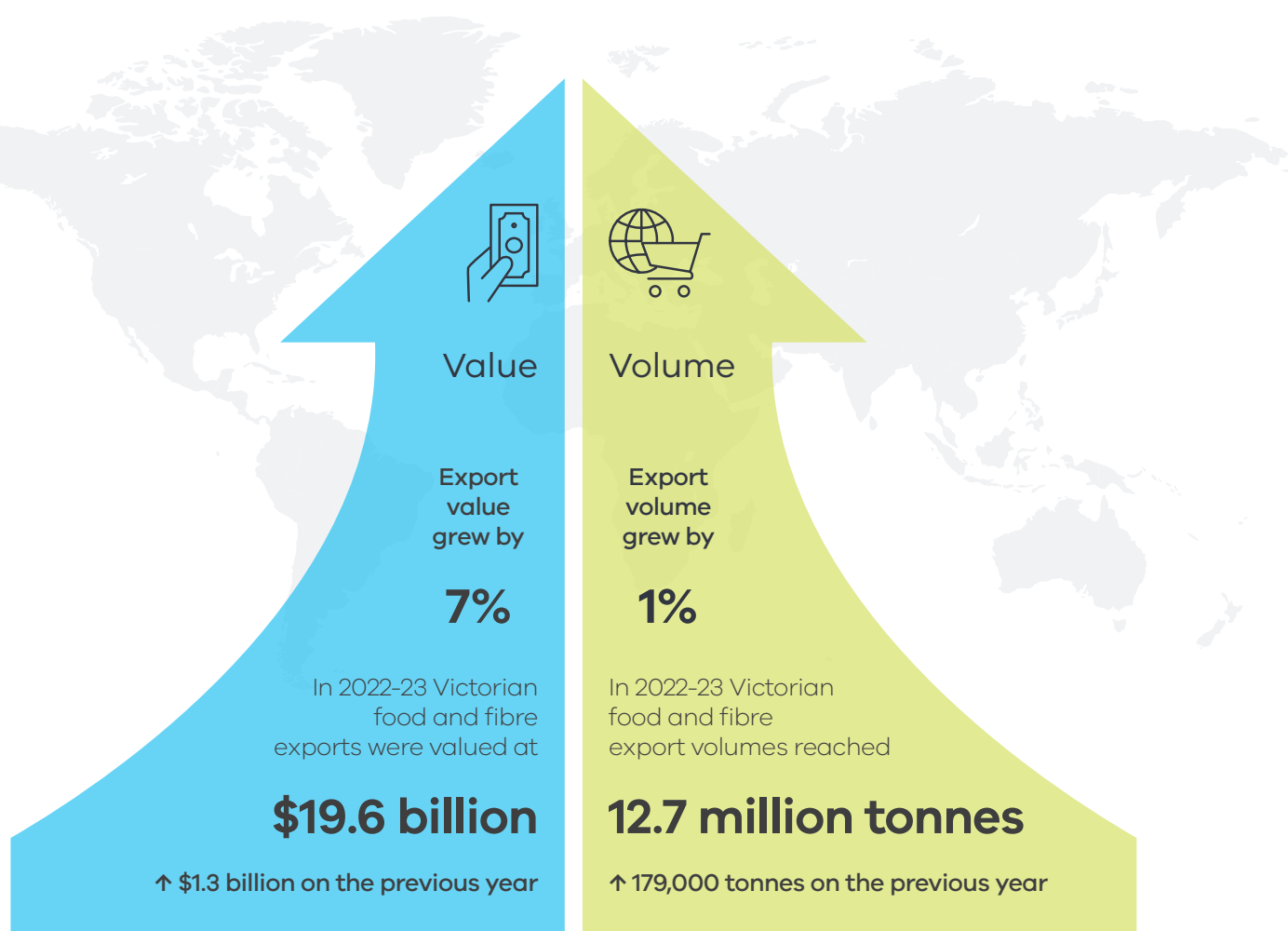


### Global Victoria International Trade and Investment office network



# Victorian Food and Fibre Export Performance Summary 2022-23

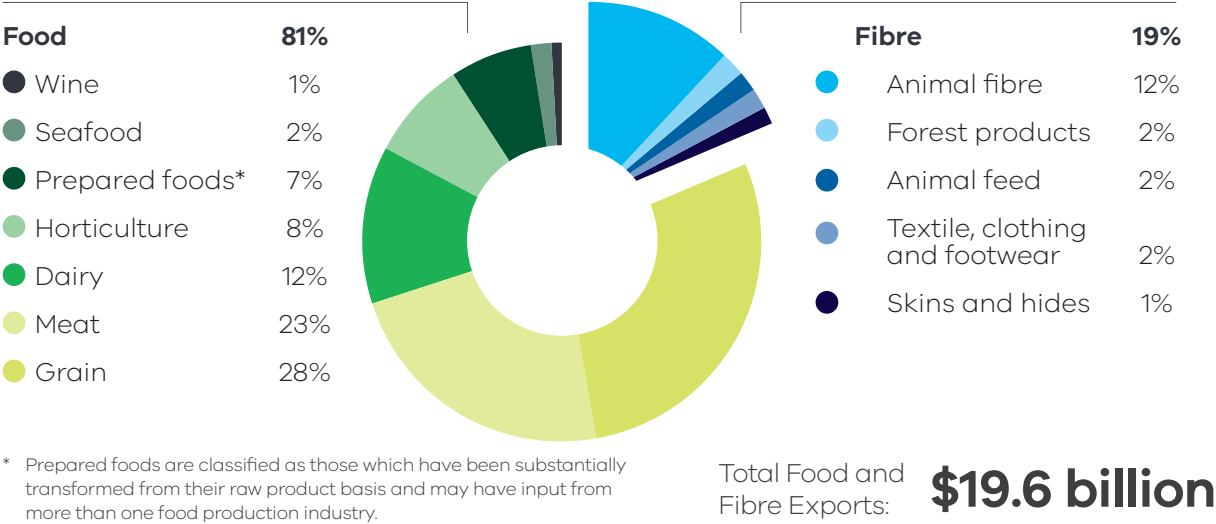
Victorian exports reached record levels in 2022-23.





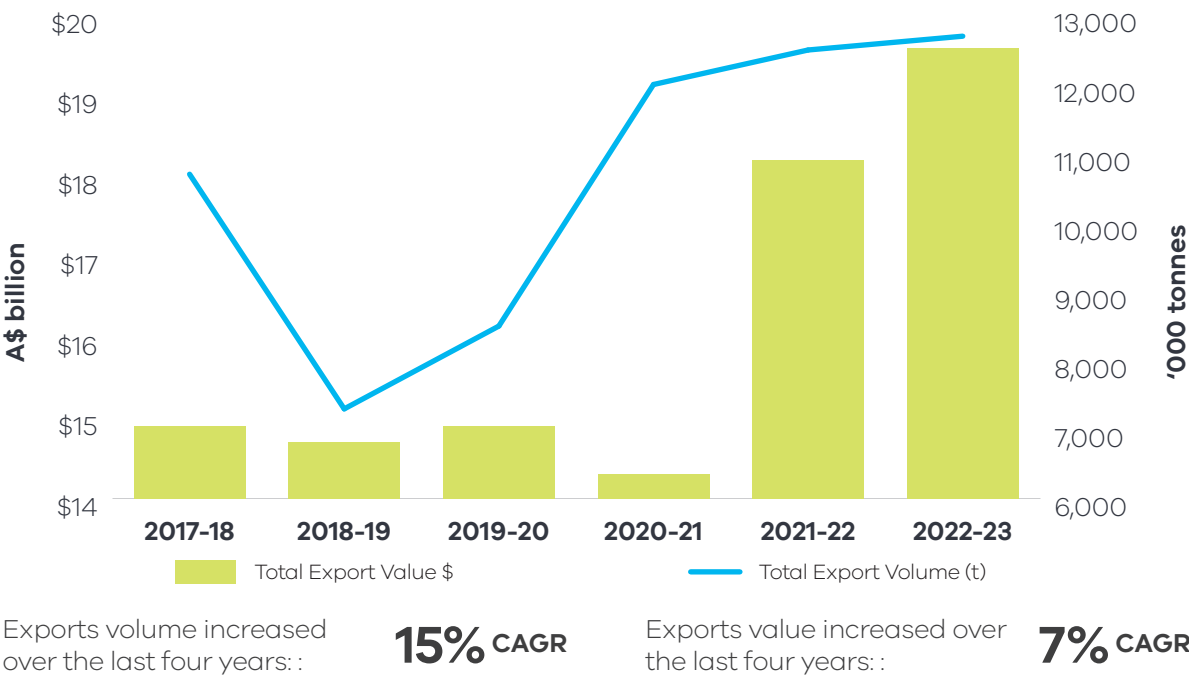
In 2022-23 Victoria has maintained its position as Australia's largest food and fibre exporter by value, accounting for 24% of the national total.

Figure 1: Victoria's food and fibre exports by industry value for 2022-23



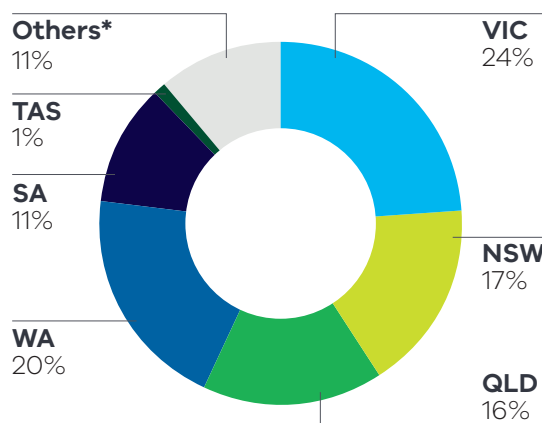
In 2022-23 the value of Victorian food and fibre exports continued its recent upward trend.

Figure 2: Total export value (A\$ billion) and total export volume ('000 tonnes)



In 2022-23 Victorian exports continue experiencing a rebound from global supply chain disruption issues experienced during the pandemic.

**Figure 3: Australia's food and fibre exports by state value (%)**



\* Others refer to ACT, NT, re-exports and exports for which no state details are released for confidentiality reasons.

Victoria is the nation's biggest exporter by value across a range of key industries.

#1



#1 Dairy



#1 Horticulture



#1 Animal Fibre



#1 Skins and Hides

#2



#2 Meat



#2 Animal Feed









# Victorian exports by industry



Victoria continues to produce a diverse range of high-quality, safe and sustainable produce that is in demand around the world.

Figure 4: Top six Victorian exports

	Value (A\$ million)				Volume ('000 tonnes)			
	2021-22	2022-23	% change		2021-22	2022-23	% change	
 Grain	\$4,421	\$5,588	26%	↑	8,011	8,682	8%	↑
 Meat	\$4,335	\$4,484	3%	↑	530	592	12%	↑
 Dairy	\$2,519	\$2,457	-2%	↓	656	515	-22%	↓
 Animal fibre	\$2,065	\$2,340	13%	↑	366	548	50%	↑
 Horticulture	\$1,403	\$1,588	13%	↑	416	426	2%	↑
 Prepared foods	\$1,466	\$1,324	-10%	↓	288	273	-5%	↓

Growth in grain exports accounted for over **85% of the net increase** in Victorian food and fibre exports value in 2022-23.

Horticulture and animal fibre demonstrated substantial growth: **13%**

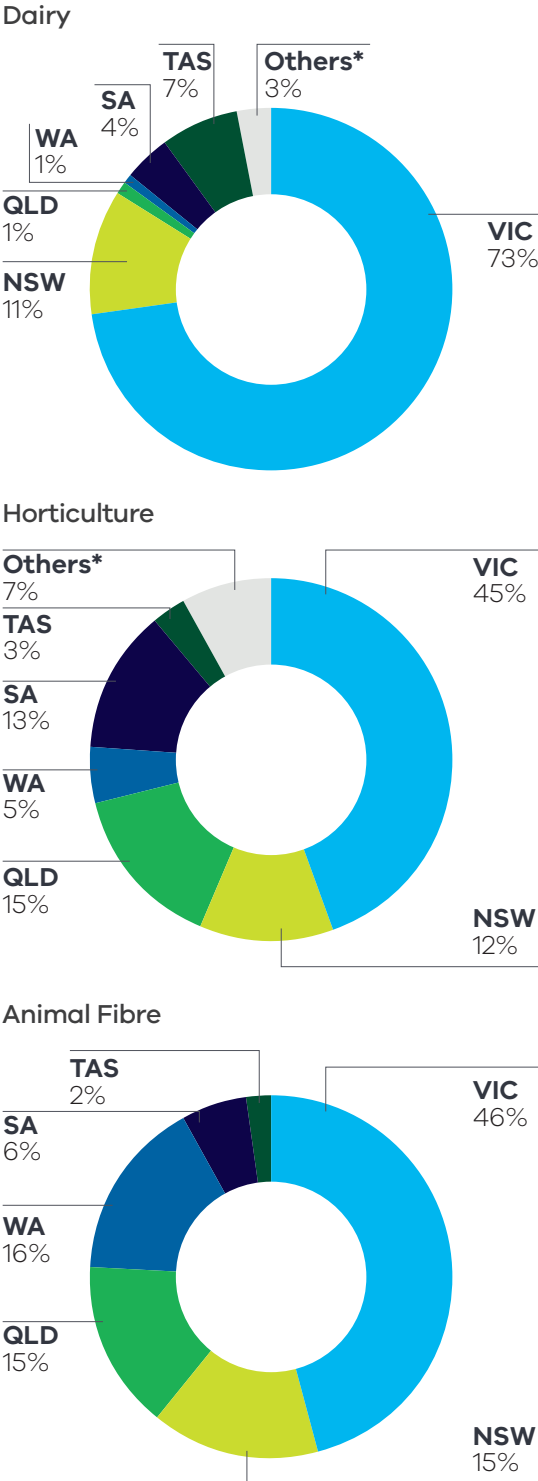
Victoria exports its food and fibre products across the world.

Figure 5: Top markets for select Victorian food and fibre products 2022-23



Victoria is Australia’s largest exporter for significant industries, including dairy, horticulture and animal fibre.

**Figure 6: Victoria’s market share of key food and fibre exports by value**



\* Others refer to ACT, NT, re-exports and exports for which no state details are released for confidentiality reasons

**In 2022-23 Victoria’s food and fibre exports reached record levels in value.**



**Grain** exports jumped due to high prices and favourable growing conditions, with wheat, oilseeds and barley representing around 84% of total grain exports.



**Meat** was Victoria’s second largest export industry with sheep meat and beef exports contributing over \$3.7 billion in exports.



Victoria continues to be a regional food processing powerhouse with 12% increase in **beverage** exports.



**Animal fibre** exports increased in value by 13% to \$2.3 billion underpinned by increased demand for wool grease and yarn products.



**Horticulture** exports grew by 13% to reach \$1.59 billion in 2022-23 underpinned by a significant increase in grapes and almond exports.



# Victorian exports by market



Victoria's food and fibre products are exported to key international markets, dominated by North and Southeast Asia.

Figure 7: 2022-23 major export markets for Victoria by value

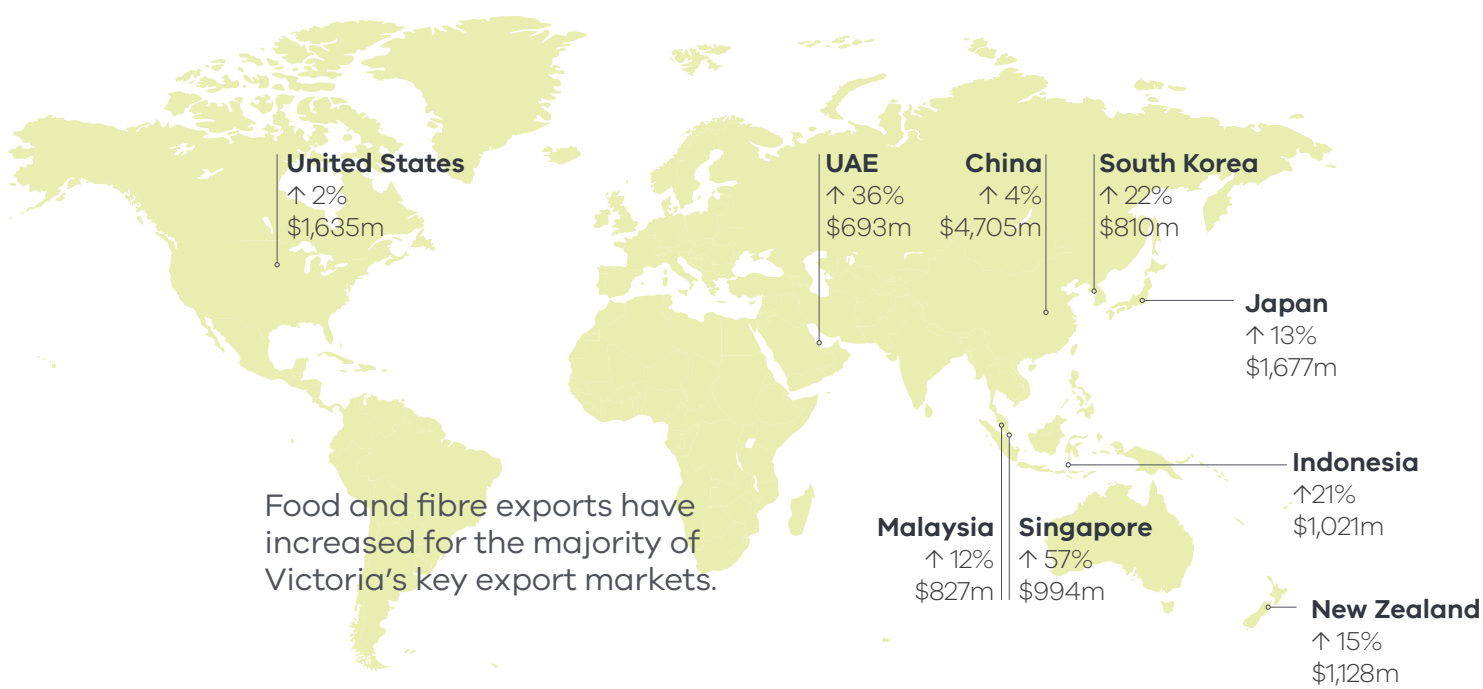
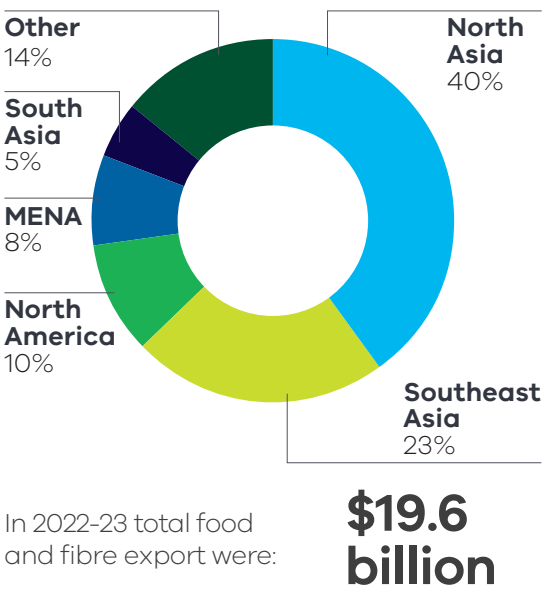


Figure 8: 2022-23 Victoria's top export markets by value

	\$A million
China	\$4,705
Japan	\$1,677
United States	\$1,635
New Zealand	\$1,128
Indonesia	\$1,021
Singapore	\$994
Malaysia	\$827
South Korea	\$810
United Arab Emirates	\$693

Figure 9: 2022-23 Victoria's regional market share by value



\*Other countries, including New Zealand and the United Kingdom.

# Export diversification

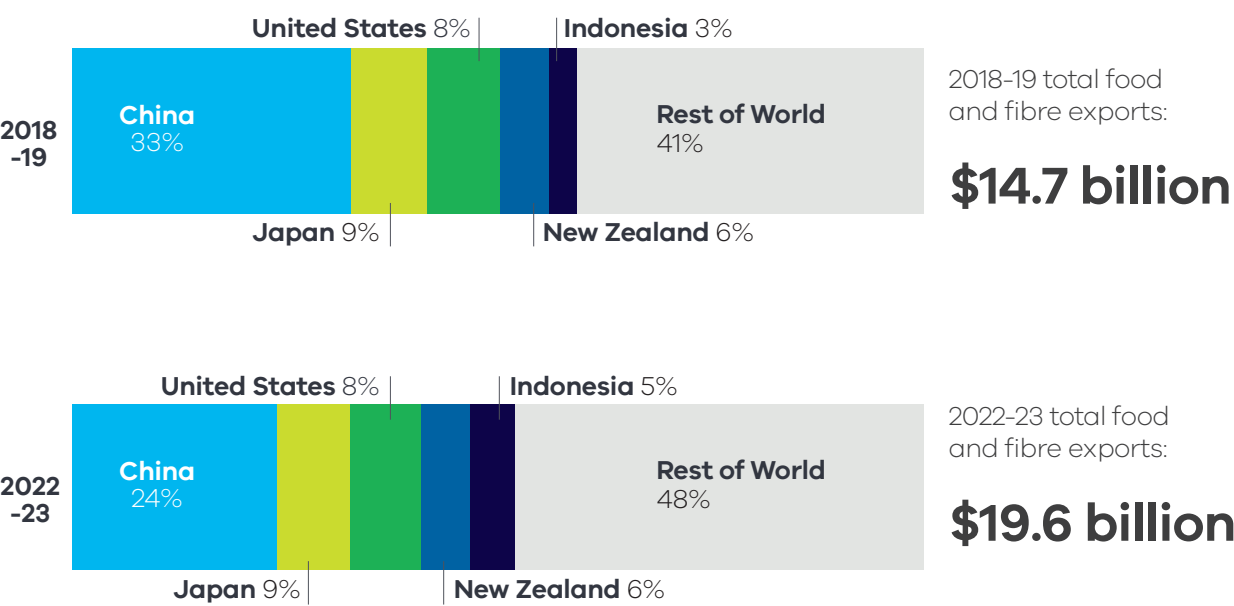
In the journey towards global recovery from the COVID-19 pandemic, we’ve witnessed a remarkable surge in commodity prices, reaching record levels in 2022. Even as prices stabilise, it is essential to navigate through challenges such as geopolitical conflicts, climate change, inflationary pressures, and fluctuations in demand and investment.

The increasing priority many international markets are placing on domestic food security in overseas markets signals a shift to a new and more complex playing field. For Victorian exporters, there’s opportunity to embrace the challenge, leveraging their adaptability to thrive, diversify and succeed in an evolving landscape.

Comparing 2018-19 to 2022-23, the value of Victorian food and fibre exports into markets outside of the top five has grown from 41% to 48%, indicating an increasing international market diversification.

As the State’s premier trade facilitation agency, Global Victoria is focused on helping turn uncertainty into opportunity for Victoria’s exporters.

Figure 10: Market share of top five markets in 2018-19 and 2022-23



## Notable Export Achievements in 2022-23

The **US** remains Victoria's third most valuable export market, although declining grain and meat exports reduced overall growth in 2023, meat exports were 29% higher than in 2021.

**China** remains our highest value market, despite it falling from a third to a quarter since 2020.

**Japan** surpassed the United States as Victoria's second most valuable market for food and fibre exports following average annual growth of 22% since 2021.

Exports to **Pakistan** grew by over 200% in 2023 although some regional market volatility still exists.

Exports to **MENA** increased over 35% in 2023, with demand for dairy, wheat and meat in the UAE helping drive growth and a return to pre-COVID-19 market share of 8%.

**India** is the largest market for Victorian food and fibre exports in South Asia.

Asia receives two-thirds of Victoria's food and fibre exports by value with exports growing by 10% last year.

**Indonesia, Vietnam, Thailand, the Philippines and Malaysia** has imported an increased share of Victorian food and fibre exports.

**Indonesia and Malaysia** are now among Victoria's top ten markets for grains, dairy, prepared foods, seafood and forest products.

South and Southeast Asia are the only two regional markets for Victorian exports to grow every year since 2020.



# Victorian export table by industry and product

Industry	Product	2021-22	2022-23	%
<b>Grain</b>	Cereals	\$2,474,454,109	\$3,183,695,133	29%
	Oilseeds	\$1,184,452,676	\$1,544,224,011	30%
	Pulses	\$547,703,568	\$638,736,337	17%
	Processed Grain	\$214,668,640	\$221,094,554	3%
Total		\$4,421,278,993	\$5,587,750,035	26%
<b>Meat</b>	Sheep meat	\$1,888,935,855	\$1,866,251,332	-1%
	Beef	\$1,700,559,805	\$1,829,502,178	8%
	Offal	\$280,566,752	\$268,892,700	-4%
	Animal fats	\$110,101,995	\$165,066,083	50%
	Other prepared meat products	\$133,037,546	\$160,273,153	20%
	Alternative meat	\$155,515,601	\$115,111,728	-26%
	Poultry	\$35,516,602	\$44,116,030	24%
	Pig meat	\$31,078,344	\$35,200,151	13%
Total		\$4,335,312,500	\$4,484,413,355	3%
<b>Dairy</b>	Milk and cream	\$1,311,908,989	\$1,292,868,795	-1%
	Cheese and whey products	\$872,700,670	\$902,469,403	3%
	Milk extracts	\$154,239,984	\$142,093,088	-8%
	Butters, fats and oils	\$130,701,872	\$65,004,211	-50%
	Yoghurt & fermented milk products	\$49,364,825	\$54,306,306	10%
Total		\$2,518,916,340	\$2,456,741,803	-2%
<b>Animal Fibre</b>	Wool	\$1,676,394,902	\$1,535,757,650	-8%
	Wool grease and wastes	\$382,723,446	\$799,917,628	109%
	Other animal fibres	\$5,191,318	\$2,829,301	-45%
	Yarn products	\$709,881	\$1,879,367	165%
	Raw silk	0*	\$18,000	0%*
Total		\$2,065,019,547	\$2,340,401,946	13%
<b>Horticulture</b>	Fruit (fresh or dried)	\$688,572,474	\$769,587,968	12%
	Nuts (fresh or dried)	\$438,835,158	\$553,101,895	26%
	Oils and extracts	\$111,175,818	\$113,555,236	2%
	Processed	\$77,950,848	\$71,518,595	-8%
	Vegetables (fresh or dried)	\$41,267,231	\$39,281,362	-5%
	Coffee, tea, herbs and spices	\$39,713,105	\$37,816,822	-5%
	Nurseries and floriculture	\$3,053,301	\$2,639,302	-14%
	Extracts and oils	\$2,275,164	\$759,395	-67%
Total		\$1,402,843,099	\$1,588,260,575	13%

Industry	Product	2021-22	2022-23	%
<b>Prepared Foods</b>	Cereal based	\$424,815,259	\$413,589,515	-3%
	Other food preparations	\$478,506,623	\$358,716,511	-25%
	Confectionery	\$281,242,240	\$258,621,177	-8%
	Beverages	\$137,478,525	\$153,697,936	12%
	Condiments	\$99,224,731	\$110,779,144	12%
	Sugars	\$44,248,463	\$28,652,968	-35%
Total		\$1,465,515,841	\$1,324,057,251	-10%
<b>Forest Products</b>	Paper and paperboard	\$350,448,425	\$274,032,601	-22%
	Wastepaper	\$90,485,649	\$65,110,398	-28%
	Roundwood	\$37,812,094	\$24,911,387	-34%
	Wood-based panels	\$9,201,505	\$15,382,872	67%
	Sawnwood	\$10,427,061	\$12,254,040	18%
	Other forest products	\$1,410,240	\$1,685,978	20%
Total		\$499,910,897	\$393,451,578	-21%
<b>Animal Feed</b>	Stock feed	\$290,622,780	\$283,371,256	-2%
	Pet food	\$79,999,159	\$71,886,342	-10%
Total		\$370,621,939	\$355,257,598	-4%
<b>Textile, Clothing and Footwear</b>	Textiles	\$205,241,981	\$218,245,972	6%
	Clothing	\$77,782,572	\$74,908,719	-4%
	Footwear	\$17,863,127	\$23,895,573	34%
	Leather articles	\$16,543,761	\$16,804,535	2%
	Woven fabrics	\$261,996	\$16,920	-94%
Total		\$317,693,437	\$333,871,719	5%
<b>Seafood</b>	Fish	\$145,918,718	\$124,635,795	-15%
	Molluscs	\$83,267,770	\$110,657,826	33%
	Crustaceans	\$63,701,799	\$68,928,220	8%
	Seafood extracts and oils	\$5,300,762	\$12,332,381	133%
	Seaweed	\$638,165	\$1,000,428	57%
Total		\$298,827,214	\$317,554,650	6%
<b>Skins and Hides</b>	Sheep	\$221,896,770	\$154,556,000	-30%
	Other skins and hides	\$62,109,508	\$64,364,645	4%
	Cattle	\$58,175,751	\$48,986,896	-16%
Total		\$342,321,785	\$267,907,541	-22%
<b>Wine</b>	Red	\$135,377,940	\$84,305,589	-38%
	White	\$53,300,023	\$37,415,371	-30%
	Sparkling	\$14,547,854	\$12,904,623	-11%
	Fortified	\$2,211,788	\$4,046,969	83%
	Other	\$622,178	\$1,952,322	214%
Total		\$206,059,783	\$140,624,874	-32%
<b>Victoria Total</b>		<b>\$18,244,321,375</b>	<b>\$19,590,292,925</b>	<b>7%</b>

\* Raw Silk 2021-22 data unavailable.

# Definitions and data

## Definitions

This report refers to 'food exports' as those products considered suitable for consumption by humans. This classification is made by the Department of Energy, Environment and Climate Action (DEECA) based on the Australian Harmonized Export Commodity Classification (AHECC) code descriptions.

DEECA refers to 'fibre exports' as those of wool and other animal fibre products, including skins and hides, forestry products and textile, clothing, and footwear (TCF).

The DEECA classification excludes items such as:

- live animals for breeding purposes
- grains and horticultural products for cultivation
- live ornamental plants, and
- bovine semen.

The DEECA classification includes items such as:

- live animals for purposes other than breeding
- fresh, chilled, frozen and preserved meats and seafood
- dairy and horticultural items for human consumption
- unprocessed grains and pulses
- edible animal by-products
- wine and related products
- wool and other fibres in various forms
- skins and hides from agricultural livestock, and
- prepared foods derived from agricultural commodities.

State of Origin defines the Australian state in which the final stage of production or manufacture occurs (ABS 5489.0 – International Merchandise Trade, Australia, Concepts, Sources and Methods).

State of Loading is the Australian state in which the goods are loaded onto an international carrier for export. Subject to any confidentiality restrictions, this can be further disaggregated to provide information about particular air or seaports in the relevant state (i.e., Port of Loading).

Classification of forest products is based on those used by ABARES in the Australian Forest and Wood Products Statistics publication.

Classification of wool products is based on the AWEX Sheep Breed Compendium, 2010.

The regional classification of North Asia comprises China, Hong Kong, Japan, Macau, Mongolia, South Korea and Taiwan.

The regional classification of Southeast Asia comprises Brunei Darussalam, Cambodia, East Timor, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam.

The regional classification of MENA comprises Algeria, Bahrain, Egypt, Iraq, Iran, Israel, Jordan, Kuwait, Lebanon, Libya, Morocco, Oman, Qatar, Saudi Arabia, South Sudan, Sudan, Syria, Tunisia, Turkey, UAE and Yemen.

The regional classification of North America comprises the United States, Canada and Mexico.

The regional classification of South Asia comprises Afghanistan, Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan and Sri Lanka.

## Data

The information in this document is based on statistics compiled by the Australian Bureau of Statistics (ABS) from information submitted by exporters and their agents to the Department of Home Affairs (Home Affairs). The data has been sourced from IHS Markit, Global Trade Information Services (GTIS), which compiled the information for DJSIR and DEECA.

Valuation of exports is based on the free on-board transaction value of the goods, expressed in Australian dollars. Values within this publication have been aggregated on a financial year basis. State aggregations are by State of Origin rather than by State of Loading.

Gross weight refers to the shipping weight of goods (measured in tonnes) in the packaged state, excluding the weight of containers. For exports, details of gross weight are available for each commodity.

Restrictions are placed on the release of statistics for some products for reasons of confidentiality. These restrictions may impact on the total aggregated value of exports from Victoria. Alternatively, they may only affect country and commodity details for that export category. Of relevance to Victoria's food and fibre exports are confidentiality restrictions on specific grain, forestry, textile, clothing, and footwear (TCF) and animal feed product exports including some barley, oats, lupins, canola, beer, pasta and woodchips, products for which no state of origin or export destination details are available.

DEECA uses the AHECC codes for export and import analysis ([www.abs.gov.au](http://www.abs.gov.au), Classification 1233.0). These codes concur with international commodity codes, allowing direct import and competitor analysis. Commodity classification also provides greater detail and allows analysis of products from different sectors of the supply chain. These codes enable DEECA to focus on specific fresh and processed export products within industry sectors.

The ABS Australia's international merchandise trade statistics are subject to revision after they are initially published. Although the revisions made are typically quite small as a proportion of the monthly international merchandise trade results. Revisions may arise because:

- an amending entry is supplied to the Department of Home Affairs
- errors are identified and corrected by the ABS after initial processing errors are identified through queries from statistical users about the published data
- time series are recompiled because of major changes to classifications, concepts, sources or methods ([www.abs.gov.au](http://www.abs.gov.au), Classification 5489.0).

Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

