

# Australian Truffle Industry Association

The National Voice for the Australian Truffle Industry

20<sup>th</sup> January 2025

**Attn: Manager**

Free Trade Agreements Division  
Department of Foreign Affairs and Trade  
RG Casey Building  
John McEwen Crescent  
Barton ACT 0221

Dear Sir/Madam,

**Subject: Inclusion of Australian Truffles in the Australia-India Comprehensive Economic Cooperation Agreement (AI-CECA) – HS Code 2003.90, Current Import Tariff 30%**

On behalf of the Australian Truffle Industry Association (ATIA), I am writing to formally request the inclusion of fresh Australian truffles and value-added truffle products in the Australia-India Comprehensive Economic Cooperation Agreement.

**Industry Overview**

ATIA represents Australia's national truffle production industry, which has demonstrated significant growth through the development of innovative, high-value-per-hectare truffle orchards. Our industry achievements include:

- A current farmgate value of approximately A\$12 million (FY2023), projected to reach A\$30 million by 2030
- Fresh truffle exports valued at A\$8 million (FY2023), expected to reach A\$20-25 million by 2030
- Production across multiple regions including Western Australia, Tasmania, New South Wales, South Australia, Canberra, Queensland and Victoria.

**Market Opportunity**

The Australia-India Comprehensive Economic Cooperative Agreement (AI-CECA) presents a transformative opportunity for the Australian truffle industry for several reasons:

- India's growing middle class demonstrates increasing demand for premium culinary products
- Current high tariffs (30%) significantly restrict market access
- India has no domestic truffle production, eliminating concerns about protecting local industry
- The Australian truffle season aligns with major Indian festivals and celebrations
- Rising demand from India's expanding fine-dining sector and professional culinary community

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## Strategic Benefits

Including truffles in the AI-CECA would deliver mutual advantages:

- **Enhanced Market Access:** Reduced tariffs would enable Australian producers to better serve India's growing gourmet food sector
- **Economic Development:** Increased exports would create jobs in Australian agriculture and strengthen our position in premium food exports
- **Cultural Exchange:** Integration of Australian truffles into Indian cuisine would deepen bilateral cultural ties
- **Environmental Sustainability:** Our industry's sustainable practices align with both nations' environmental commitments

## Export Readiness

The Australian truffle industry is uniquely positioned to serve the Indian market:

- 75-90% of current production is export-oriented
- Established reputation for world-class product quality
- Proven capability in international market supply
- Comprehensive range including fresh truffles and value-added products (oils, sauces, and seasonings)

## Technical Classification

*HS Code:* 2003.90.10

*Description:* Mushrooms and truffles, prepared or preserved otherwise than by vinegar or acetic acid

*Current Status:* Other Mushrooms and Truffles Prpd/Prsvd (Truffles)

## Request for Action

We respectfully request the inclusion of fresh truffles and truffle products in the next round of AI-CECA negotiations, with particular focus on reducing the current 30% import tariff. This amendment would support the agreement's broader goals of enhancing bilateral trade and economic cooperation.

We welcome the opportunity to provide additional information or discuss this proposal in greater detail. Thank you for your consideration of this important matter.

Yours sincerely,



Katherine Faull (President) and Adam Wilson (Export Representative)  
Australian Truffle Industry Association