

Monthly Highlights

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EUMOPA

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Fisheries and Aquaculture Products

In this issue

In January 2018 first-sales value and volume increased in Italy, Poland, and Sweden over January 2017. In the same period, first sales dropped in Estonia, France, Latvia, Lithuania, Norway, Spain and particularly in the UK.

The lowest first-sales prices of common sole in January 2018 were in Italy (10,78 EUR/kg) and the highest in France (13,36 EUR/kg). Over the past three years, the highest average first-sales prices of European flounder were in Estonia (0,69 EUR/kg), followed by Lithuania and Latvia.

On the EU import side, weekly prices of whole frozen sockeye salmon from the United States experienced an increasing trend as did Greenland halibut from Greenland and plaice from Iceland with short-term variability. Import prices of frozen fillets of blue grenadier from New Zealand were stable.

In 2017, the average retail prices of fresh clam for household consumption in Italy and Portugal were 8,72 EUR/kg and 3,10 EUR/kg, respectively.

Surimi processing, mainly based on Alaska pollock and blue whiting, has developed in a few Member States: France, Spain, Lithuania, and, more recently, Poland. The EU market for surimi is predominantly supplied by this industry.

The EU exports of seafood products to Australia accounted for 11.940 tonnes in 2017. Smoked salmon, and various types of canned seafood, are the major products exported.

Fishing businesses in the Atlantic, North Sea and Baltic Sea are making record profits, thanks to a solid recovery of popular fish stocks such as North Sea cod and Northern hake.



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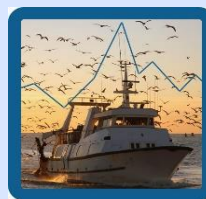
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1 First sales: Europe

In January 2018, 12 EU Member States (MS) and Norway reported first-sales data for 11 commodity groups¹.

1.1 In January 2018

Increases in value and volume: First sales grew in Italy, Poland and Sweden from a year earlier. The increase in volume was particularly high for Poland and Sweden (+55% and +72%, respectively, both mainly due to small pelagics).

Decreases in value and volume: First sales dropped in Estonia, France, Latvia, Lithuania, Norway, Spain and the UK. The decrease was particularly high in the UK, due largely to low supplies.

Table 1. **JANUARY FIRST-SALES OVERVIEW OF THE REPORTING COUNTRIES**
(volume in tonnes and value in million EUR)

Country	January 2016		January 2017		January 2018		Change from January 2017	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
BE	1.795	5,72	1.918	5,63	1.724	5,79	-10%	3%
DK	13.652	22,65	23.730	30,63	24.279	29,12	2%	-5%
EE	7.613	1,61	5.130	1,10	5.818	1,08	13%	-1%
FR	13.973	49,63	15.914	56,17	14.250	53,74	-10%	-4%
IT*	5.652	20,76	4.976	17,61	5.648	21,62	13%	23%
LV	6.984	1,54	6.318	1,31	5.099	0,91	-19%	-30%
LT	155	0,12	181	0,24	170	0,20	-6%	-18%
NO	222.223	198,36	231.730	206,56	197.076	153,88	-15%	-26%
PL	8.291	3,29	8.951	3,21	13.843	3,76	55%	17%
PT	4.403	11,59	4.378	15,40	5.780	13,95	32%	-9%
ES**	19.670	79,23	23.388	82,88	16.497	64,02	-29%	-23%
SE	15.017	6,96	6.978	4,81	12.018	7,17	72%	49%
UK	49.088	75,42	60.541	87,65	42.715	61,71	-29%	-30%

Source: EUMOFA (updated 13.03.2018, UK updated 18.04.2018); volume data is reported in net weight.

*Partial data. First-sales data for Italy covers 229 ports (approximately 50% of the total landings).

** Partial data. First-sales data for Spain covers 137 ports.

The most recent first-sales data for **February 2018** available on EUMOFA can be accessed [here](#).

¹ Bivalves and other molluscs and aquatic invertebrates, cephalopods, crustaceans, flatfish, freshwater fish, groundfish, miscellaneous aquatic products, other marine fish, salmonids, small pelagics, tuna and tuna-like species.

1.2 First sales in selected countries


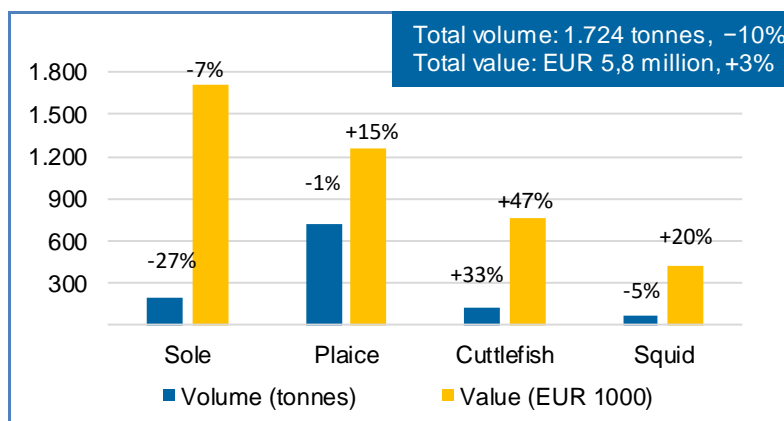
 In **Belgium** in **January 2018**, first sales increased in value but decreased in volume compared with January 2017. Plaice, cuttlefish, squid and turbot were the species most responsible for the increase in value. Volume decreased mainly as the result of lower first sales of gurnard (177 tonnes, -42%), the second largest species landed in Belgium. Most of the major species experienced higher average prices, except scallop (-14%) and whiting (-4%).

Figure 1. **FIRST SALES OF MAIN SPECIES IN BELGIUM, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


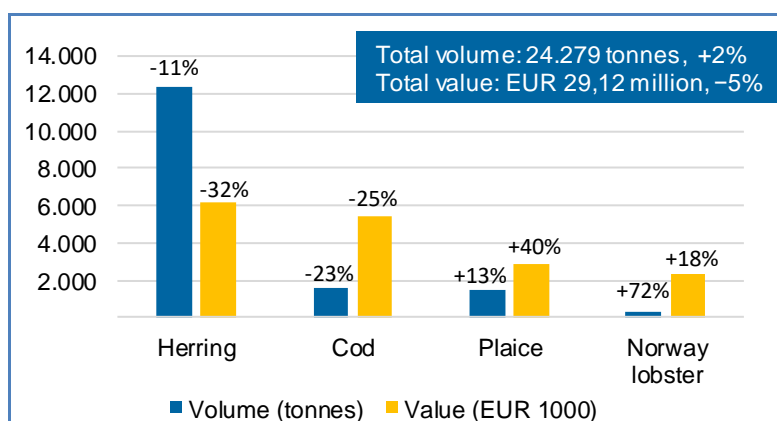
 In **Denmark** in **January 2018**, first sales decreased in value but increased in volume, compared to January 2017. First sales of cod and especially of herring were the main contributors to the decreased value. Mackerel, mussel and plaice caused the greatest increase in volume. Among the main species, average prices increased remarkably for plaice (+24%, 1,99 EUR/kg), sole (+20%, 10,29 EUR/kg), and monk (+12%, 5,20 EUR/kg), whereas the highest decrease was recorded for herring (-24%, 0,49 EUR/kg) and Norway lobster (-32%, 6,25 EUR/kg).

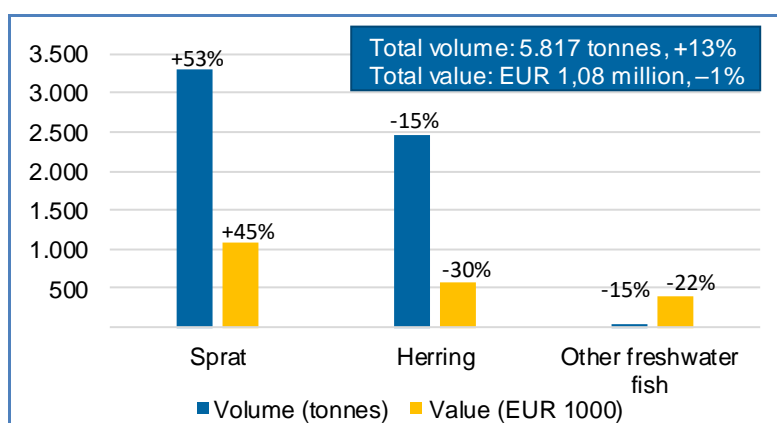
Figure 2. **FIRST SALES OF MAIN SPECIES IN DENMARK, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).

 In **Estonia** in **January 2018**, herring was the most responsible for the slight decrease in overall first-sales value, whereas sprat was responsible for the increase in first-sales volume. The higher supply of sprat contributed to the decrease in its average prices (-5%, 0,17 EUR/kg), while on the other hand, a lower supply of herring did not increase its average price, which fell 18% to 0,15 EUR/kg. In general, higher landings of the top species contributed to the total decrease in prices (-13%) of the main species traded.

Figure 3. **FIRST SALES OF MAIN SPECIES IN ESTONIA, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


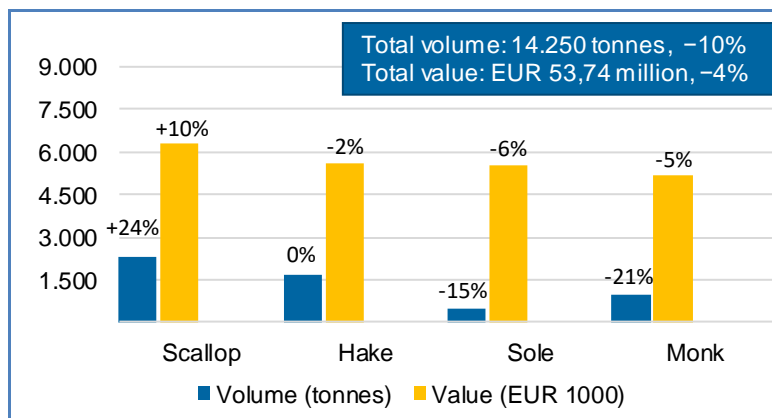
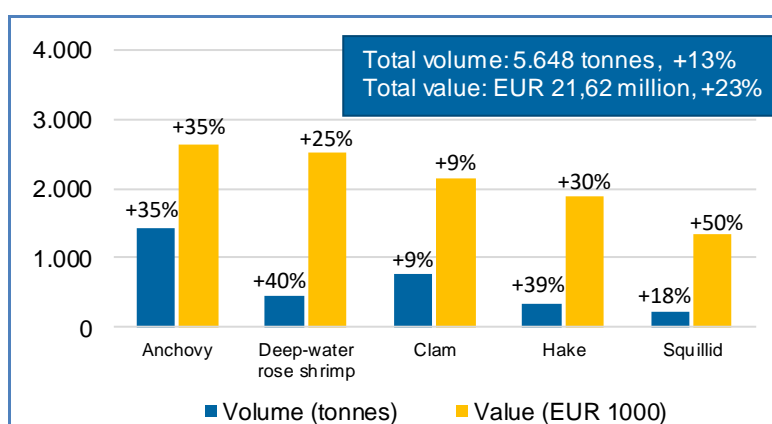
 In **France** in **January 2018**, first-sales value and volume registered 4% and 10% decreases from January 2017. Squid and whiting registered the highest decrease in value. Squid also experienced the highest decrease in volume. Monk and sole contributed to the overall volume decrease as well, down by 5% and 6%, respectively. Among the top species landed, prices jumped for monk (+20%, 5,45 EUR/kg) and squid (+30%, 7,54 EUR/kg). The increase in the average price was the result of lower first-sales volume. For scallop, however, which registered higher volume landed (+24%), the average price decreased 11% at 2,68 EUR/kg.

Figure 4. **FIRST SALES OF MAIN SPECIES IN FRANCE, JANUARY 2018**

Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).

 In **Italy** in **January 2018**, first sales increased in both value and volume from the same month in 2017. Anchovy (+35%) was the main species contributing to the value increase, along with deep-water rose shrimp, hake, squillid and octopus. Anchovy (+35%), clam (+9%), and hake (+39%) also contributed to the volume increase. Despite the volume increase for most of the top main commercial species, average prices decreased only for deep-water rose shrimp (-11%) and hake (-6%), whereas prices for other species either increased or remained stable.

Figure 5. **FIRST SALES OF MAIN SPECIES IN ITALY, JANUARY 2018**

Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


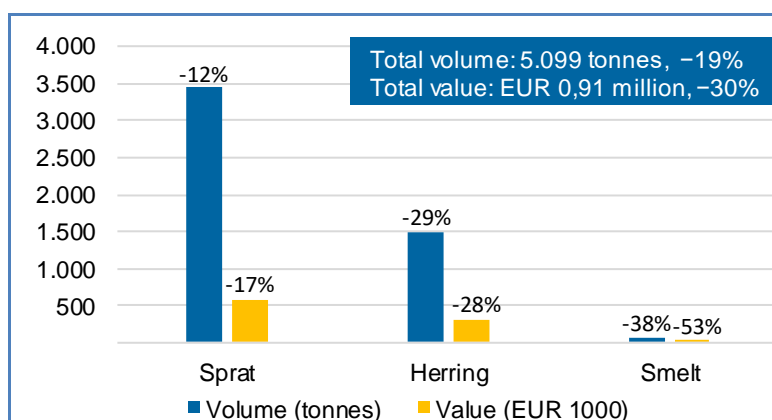
 **Latvia** experienced decreases in both first-sales value and volume in **January 2018** from January 2017. Sprat, which accounted for 64% of the value and 68% of the volume of total first sales, was the key species responsible for the decreases. Lower first-sales value and volume of herring (-28% and -29%, respectively) also contributed to the overall decrease but to a lesser extent. Prices of sprat and smelt decreased 6% and 24%, respectively, while the price of herring slightly increased.

Figure 6. **FIRST SALES OF MAIN SPECIES IN LATVIA, JANUARY 2018**

Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


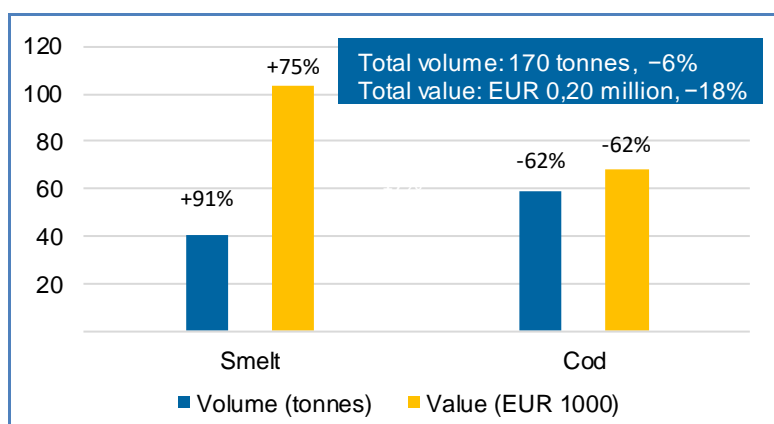
 In **Lithuania** in **January 2018**, first sales decreased moderately from January 2017 in value as well as in volume, mainly driven by cod, whose value and volume both fell by 62%. Smelt experienced strong increases in value (+75%) and volume (+91%) but that did not offset the overall decrease. Prices of cod remained stable in January 2018 compared to January 2017, whereas smelt and herring registered decreases (-8% and -20%) in average prices.

Figure 7. **FIRST SALES OF MAIN SPECIES IN LITHUANIA, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


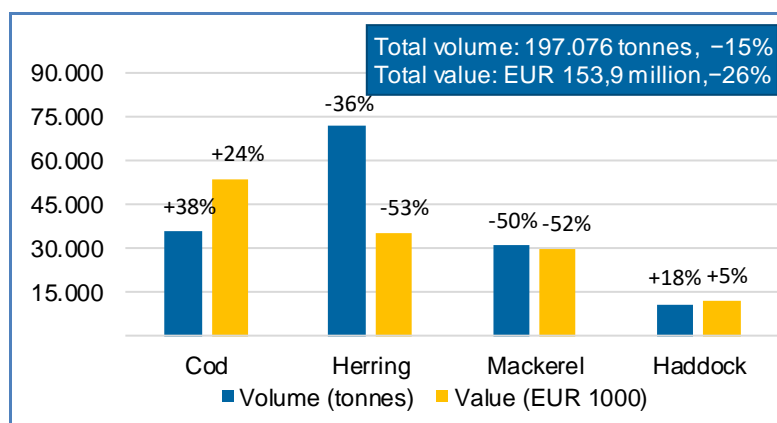
 In **Norway** in **January 2018**, first-sales value and volume decreased, mainly due to herring and mackerel, which registered decreases by 36%, and 50%, respectively, and were sold at lower average prices (-26%, -5%). Herring, the main species sold (accounting for 36% of total volume), registered a 53% decrease in overall value. Average prices increased for crab and Greenland halibut, whereas prices fell for most of the top main commercial species (haddock, horse mackerel, saithe, ling, and Atlantic halibut among others).

Figure 8. **FIRST SALES OF MAIN SPECIES IN NORWAY, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


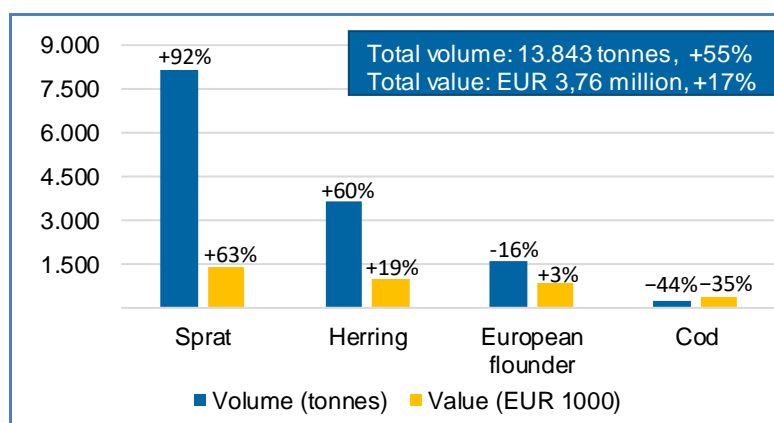
 In **Poland** in **January 2018**, lower first-sales average prices (-24%) of the main commercial species resulted from significantly higher first-sales volume (+55%), leading to a smaller increase in first-sales value (+17%). Herring and sprat were the main causes of the overall increase in value and volume. The largest decline was in cod value and volume. Due to the increase in volume terms, overall average prices decreased for the main species, i.e. herring (-25%) and sprat (-15%), compared to January 2017.

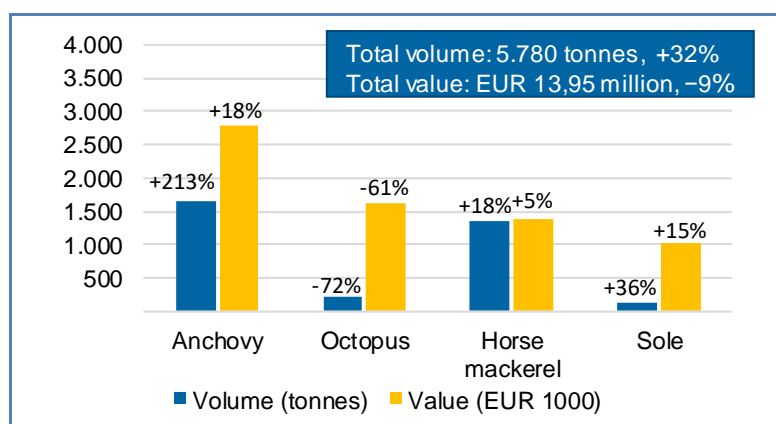
Figure 9. **FIRST SALES OF MAIN SPECIES IN POLAND, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).

 In **Portugal** in **January 2018**, first sales decreased in value and increased in volume, compared with January 2017. Value decreased mostly because of octopus, which reached EUR 1,6 million from EUR 4,14 million a year earlier. Anchovy, clam, and mackerel, among other top species, experienced increases in volume. The record decrease of anchovy average prices (-62%) was attributable to higher first-sales volume (1.653 tonnes). Except for octopus (+40%), pouting (+12%) and scabbardfish (+3%), average prices decreased for the rest of the top 10 species sold.

Figure 10. **FIRST SALES OF MAIN SPECIES IN PORTUGAL, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


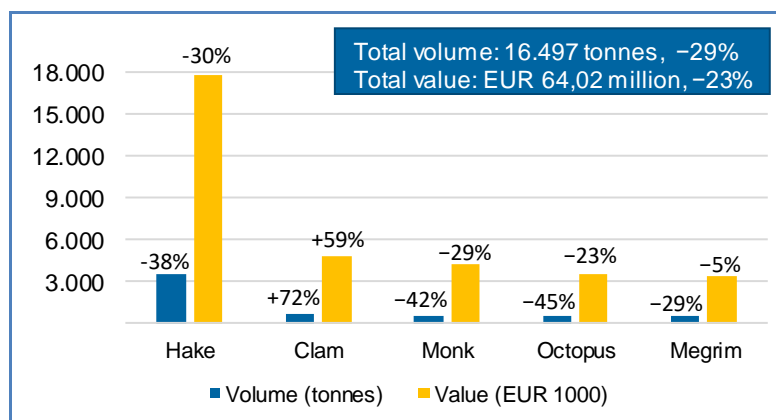
 In **Spain**, the first sales decline in value and volume registered in **January 2018** was mainly due to hake, monk, octopus, and megrim among others. Lower first-sales volume of these species contributed to the increase in their average prices compared to January 2017. Among top sold species, the highest decreases in average price were recorded for mackerel and anchovy (-22% and -21%, respectively).

Figure 11. **FIRST SALES OF MAIN SPECIES IN SPAIN, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


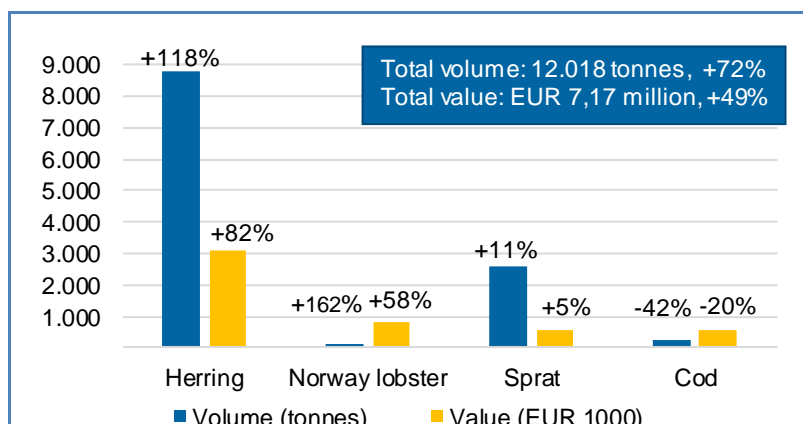
 In **Sweden** in **January 2018**, the significant increases in both value (+49%) and volume (+72%) over January 2017, were caused by herring (which accounts for 43% and 73%, respectively, of the total first-sales value and volume). Except for cod (+38%), first-sales average prices decreased for most of the main species: herring (-17%), Norway lobster (-40%), haddock (-27%) and sprat (-5%).

Figure 12. **FIRST SALES OF MAIN SPECIES IN SWEDEN, JANUARY 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 13.03.2018).


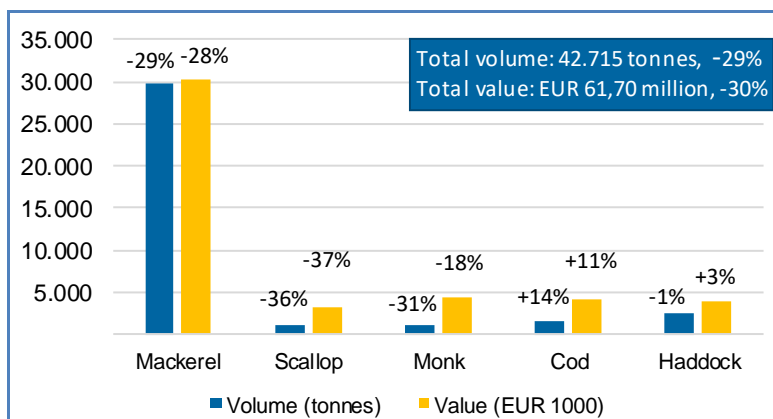
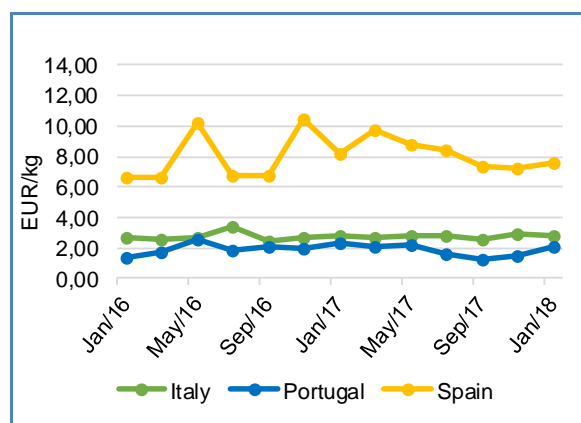
 In the **UK** in **January 2018**, lower first sales of mackerel (-28% in value, and -29% in volume) caused the overall first-sales decreases (-30% in value and -29 in volume) from January 2017. Mackerel accounted for 49% of the value and 70% of the volume of the total first sales. Other species contributing to the overall decrease were scallop, monk, crab, as well as Norway lobster. Average prices increased for monk (+18%), as well as for mackerel (+2%) and crab (+19%). They decreased for scallop (-2%), cod (-3%), and saithe (-29%) among others.

Figure 13. **FIRST SALES OF MAIN SPECIES IN THE UK, JANUARY 2018**

Percentages show change from previous year.
Source: EUMOFA (updated 18.04.2018).

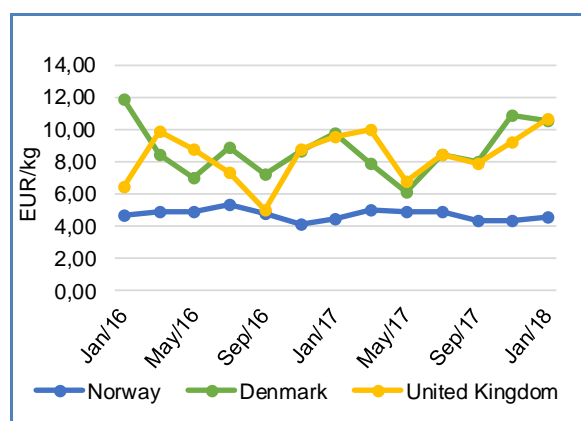
1.3 Comparison of first-sales prices of selected species in selected countries

Figure 14. **FIRST-SALES PRICES OF CLAM IN SELECTED COUNTRIES**

Source: EUMOFA (updated 13.03.2018).

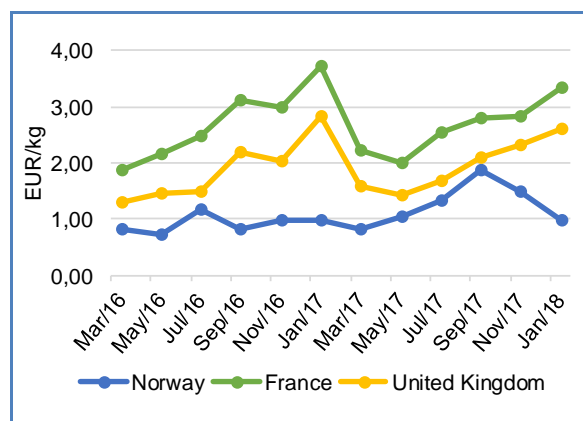
Most first sales of **clam** take place in **Spain, Italy** and **Portugal**. First-sales prices in Spain in **January 2018** generally reversed a brief movement in the previous month, restoring a longer run trend observed in much of 2017. The first-sales clam price in Spain generally declined during 2017, from a high of 9,83 EUR/kg in February to a low of 7,26 EUR/kg in November, before a sharp upturn in December to 8,97 EUR/kg. In January 2018, the price dropped 16% to 7,53 EUR/kg, almost back down to first-sales prices prevailing in October–November 2017.

In Italy and Portugal, first-sales prices were more stable in 2017, almost unchanged in the former market and declining slightly in the latter. The price in Italy in January 2018 of 2,75 EUR/kg was unchanged from January 2017, and only 5% below the average price throughout 2017. In Portugal, following no data reported in December 2017, the price in January 2018 climbed to 2,10 EUR/kg, the price prevailing on average during the first six months of 2017.

Figure 15. **FIRST-SALES PRICES OF ATLANTIC HALIBUT IN SELECTED COUNTRIES**

Source: EUMOFA (updated 13.03.2018).

For **Atlantic halibut**, most first sales by far occur in **Norway**, with 89% of total reported 2017 European sales volume, followed distantly by **Denmark** (6%) and the **United Kingdom** (4%). Price levels and trends are distinctly different in Norway versus the other markets. In Norway the price in January 2018 of 4,55 EUR/kg was only 2% below the relatively stable average of 4,63 EUR/kg through all of 2017. However, the price in Norway in January 2018 was less than half the prices in both Denmark and the United Kingdom, which themselves were highly volatile during 2017, although prices in those two markets tracked each other closely.

Figure 16. **FIRST-SALES PRICES OF LING IN SELECTED COUNTRIES**

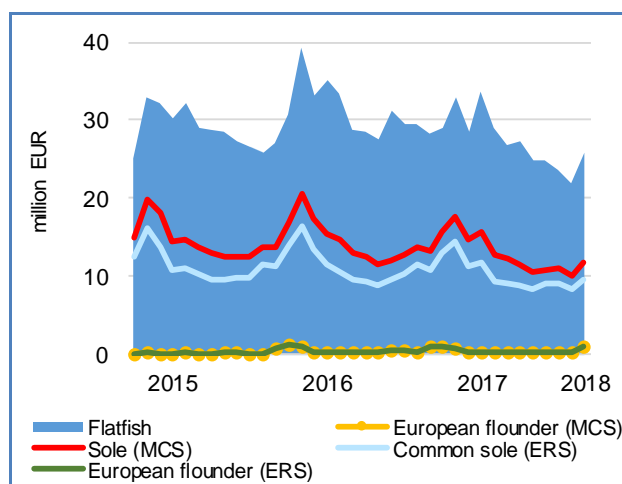
Source: EUMOFA (updated 13.03.2018).

Ling is landed mainly in **Norway** (64% of 2017 sales volume), **France** (15%), and the **United Kingdom** (13%). As with Atlantic halibut, prices in Norway show differing levels and trends than in other markets. The 0,97 EUR/kg price in Norway in **January 2018** was 71% of the level of the price in France (3,34 EUR/kg) and 63% of the price in the United Kingdom (2,60 EUR/kg). Prices in the latter two markets have moved in tandem during the last 2 years, peaking in January of each year, and both rose sharply in January 2018 from the previous month, while the price in Norway entered its 5th month of decline, following irregular, slow growth since early 2016.

1.4 Commodity group of the month: flatfish

The **flatfish** commodity group (CG) ranked 6th among 11 commodity groups both in volume and value in **January 2018**². First sales of flatfish reached EUR 28,01 million and 7.649 tonnes, during the first month of 2018, a decline of 3% and 9% in value and volume, respectively, from first sales in January 2017.

The flatfish commodity group includes 11 main commercial species (MCS): Atlantic halibut, brill, dab, European flounder, Greenland halibut, megrim, other flatfish, other flounders, plaice, sole and turbot. At species (ERS)³ level, common sole and European flounder together made up 41% of total first-sales value and 46% of total first-sale volume during **January 2018**⁴, whereas alone, the value of common sole was 42% and of European flounder was 4% of total flatfish value.

Figure 17. **FIRST-SALES VALUE COMPARISON AT CG, MCS, AND ERS LEVEL FOR ALL REPORTING COUNTRIES** (in million euro)

Source: EUMOFA (updated 18.04.2018).

² More data on commodity groups can be found in table 1.2 in the Annex.

³ Species reported at Electronic Reporting System (ERS) level, based on FAO 3-alpha codes.

⁴ Ranking of the main commercial species in the flatfish group can be found in the Annex.

1.5 Focus on common sole



Common sole (*Solea solea*) is a species of the flatfish commodity group that belongs to the Soleidae family. It is distributed in the Eastern Atlantic, North Sea, western Baltic and Mediterranean Sea (including the Sea of Marmara) as well as in the Black Sea. Common sole feeds on marine worms, prawns, and invertebrates, but also on other food sources such as molluscs and crustaceans. It tends to live in deeper water in the winter but comes into shallower water to feed and spawn when the weather warms up in the spring and summer. Reproduction starts after 3-5 years of age, when 25–30 cm size is reached.

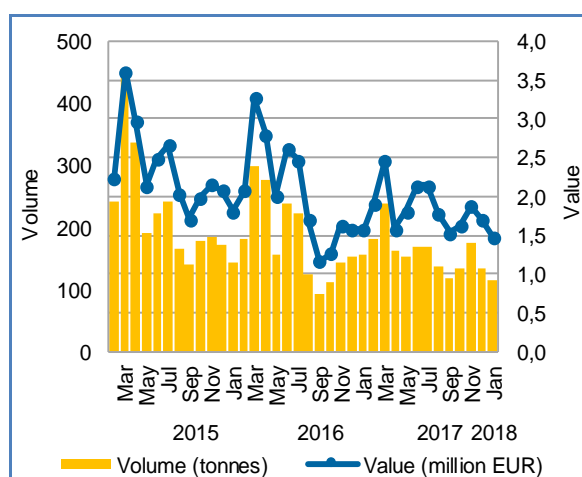
Spawning happens at temperatures of 6–12°C mainly during the months of February–May (off the coasts of Galicia), although in warmer areas (Mediterranean), it can occur at the beginning of the winter. The Wadden Sea (a zone of the North Sea) is the most important nursery area⁵. Common sole is commercially important as the species has a mild, sweet flavour and is easy to fillet. In commercial fisheries it is targeted by trawlers.

The minimum landing size for common sole (24 cm) is regulated by the Council Regulation (EU) 2406/96⁶. The species is subject to multiannual plan for fisheries which includes total allowable catches (TACs) in the North Sea⁷, Bay of Biscay⁸ and Wester Channel⁹. The EU share of the annual quota for common sole is determined by the Scientific, Technical and Economic Committee for Fisheries (STECF) advice.

Selected countries

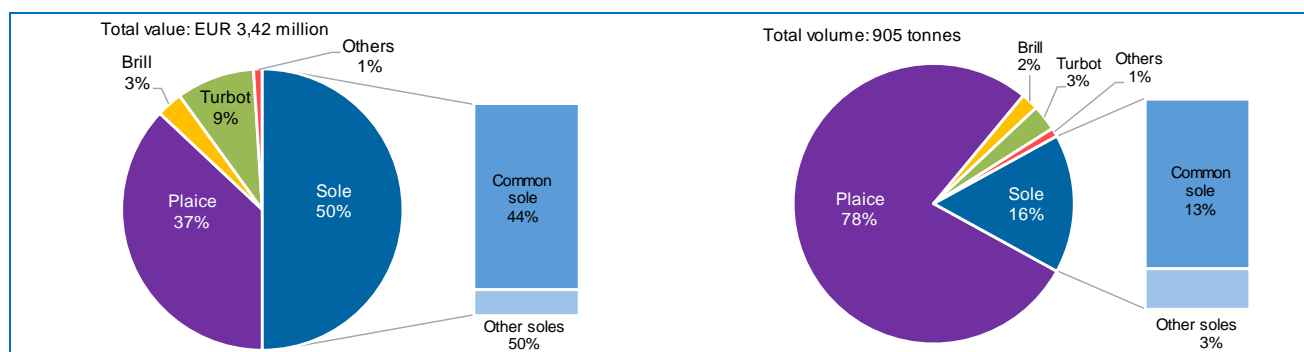
In **January 2018** in **Belgium**, first sales of common sole reached EUR 1,49 million and 116 tonnes, down in both value and volume (–5%, and –26%, respectively) from January 2017. Compared with January 2016, the first-sales value and volume experienced a similar trend (–18%, and –19%, respectively). The ports where the highest share of common sole was landed are Zeebrugge and Oostende.

Figure 18. **COMMON SOLE: FIRST SALES IN BELGIUM**



Source: EUMOFA (updated 13.03.2018).

Figure 19. **FIRST-SALES COMPARISON OF FLATFISH IN BELGIUM IN VALUE AND VOLUME, JANUARY 2018**



Source: EUMOFA (updated 13.03.2018).

⁵ <http://www.fishbase.org/summary/solea-solea.html>

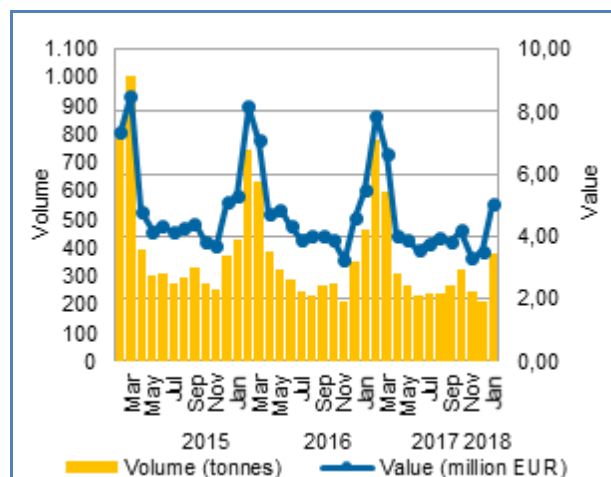
⁶ COUNCIL REGULATION (EU) 2406/96 <http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:31996R2406&from=EN>

⁷ COUNCIL REGULATION (EC) No 676/2007 <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2007:157:0001:0006:EN:PDF>

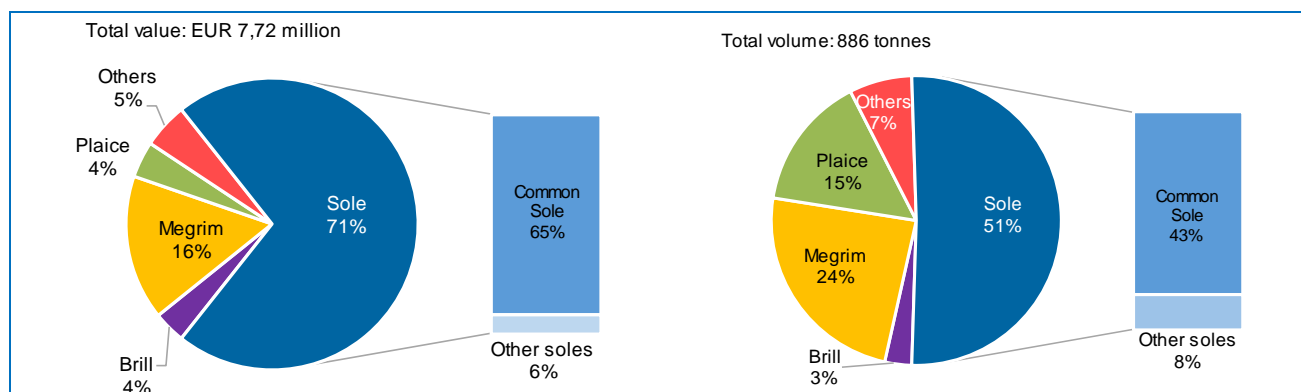
⁸ COUNCIL REGULATION (EC) No 388/2006 <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CELEX:32006R0388:EN:NOT>

⁹ COUNCIL REGULATION (EC) No 509/2007 <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CELEX:32007R0509:EN:NOT>

In **France** in **January 2018**, first sales of common sole decreased from January 2017 (–8% in value, EUR 5 million and –18% in volume, 376 tonnes). Compared with January 2016, first sales decreased as well, albeit more moderately, in both value and volume (–5% and –12%, respectively). Of the countries surveyed, France is the most important catching nation in terms of value. Les Sables-d'Olonne, Boulogne-sur-Mer and Arcachon are the main French ports where the highest landed value of common sole is found.

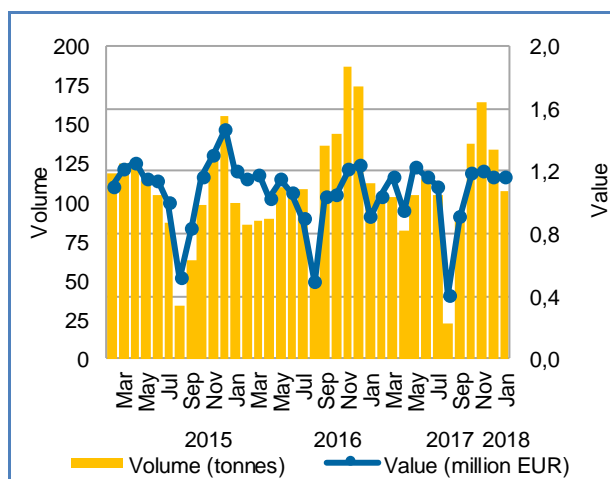
Figure 20. **COMMON SOLE: FIRST SALES IN FRANCE**

Source: EUMOFA (updated 13.03.2018).

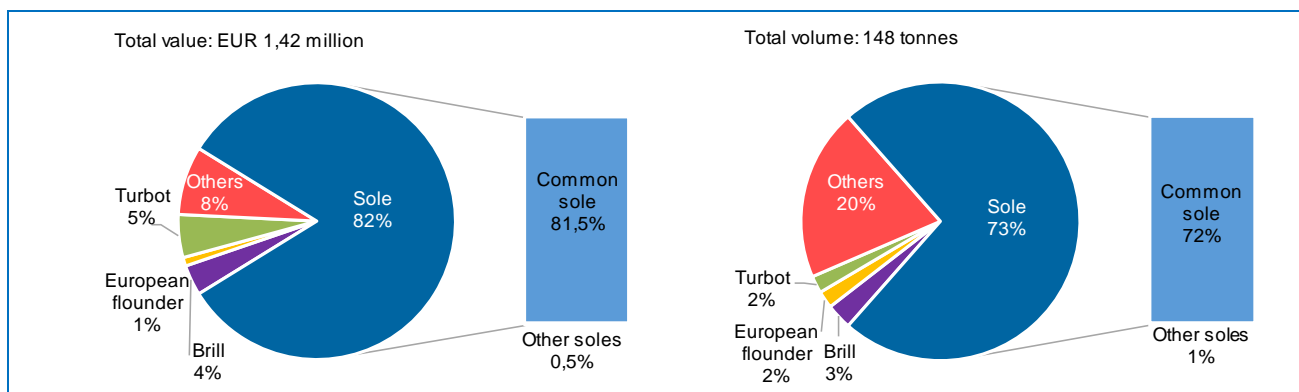
Figure 21. **FIRST-SALES COMPARISON OF FLATFISH IN FRANCE IN VALUE AND VOLUME, JANUARY 2018**

Source: EUMOFA (updated 13.03.2018).

In **Italy** in **January 2018**, first-sales value increased remarkably over January 2017 (+28%, reaching EUR 1,16 million) but decreased in volume (–5% in volume, 106 tonnes). Compared with January 2016, however, the trend was reversed (–3% in value and +7% in volume). Ancona and Anzio are the main Italian ports in terms of value of landed common sole.

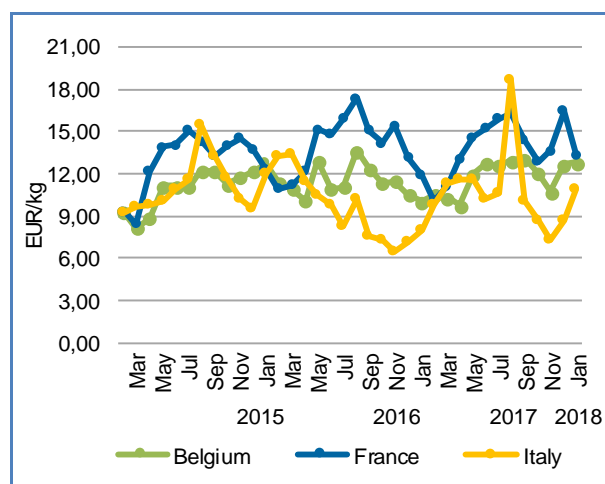
Figure 22. **COMMON SOLE: FIRST SALES IN ITALY**

Source: EUMOFA (updated 13.03.2018).

Figure 23. **FIRST-SALES COMPARISON OF FLATFISH IN ITALY IN VALUE AND VOLUME, JANUARY 2018**

Source: EUMOFA (updated 13.03.2018).

Price trends

Figure 24. **COMMON SOLE: FIRST-SALES PRICE IN SELECTED COUNTRIES**

Source: EUMOFA (updated 13.03.2018).

In January 2018, the lowest first-sales price of common sole was recorded in Italy (10,78 EUR/kg) and the highest in France (13,36 EUR/kg), whereas in Belgium the price was between the price levels in France and Italy (12,80 EUR/kg).

In contrast to Italy, where they exhibited a decreasing trend over the past 36 months (February 2015–January 2018), first-sales prices increased in Belgium and France. Overall, price variations seem to depend on the species' availability, i.e. higher prices result from lower volume.

In **Belgium**, prices peaked (13,61 EUR/kg) in August 2016, corresponding to 125 tonnes landed. In the past 36 months, prices were the lowest in March–April 2015 at 8,17–8,85 EUR/kg. Average prices fluctuated in line with availability of volume.

In **France**, prices usually increase during summer period, when they reached the highest price in August 2016 at 17,36 EUR/kg for 234 tonnes. This is mainly due to low supply of common sole in the summer period. For comparison, the average price was the lowest in March 2015, at 8,46 EUR/kg, when 1.008 tonnes were sold.

The average prices in **Italy** had the highest price-range compared to the rest of the surveyed countries. The lowest price (6,45 EUR/kg) was registered during the intensive fishing season in November 2016, when 187 tonnes of common sole were landed. In the observed period of the past 36 months, August was the month with the lowest landings and, consequently, the highest prices, reaching its peak in 2017 when 1 kg of common sole was sold at 18,62 EUR.

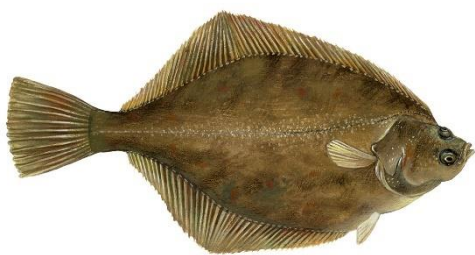
We have covered **common sole** in previous Monthly Highlights:

First sales: Belgium (2/2017, 4/2015, 6/2014, January 2013, August–September 2013), Denmark (7/2016), France (2/2017), Italy (2/2017), Portugal (2/2017, 9/2015, 2/2014).

Topic of the month: Prices along the supply chain for sole in Belgium (Jan 2013)

Consumption: Belgium (5/2015, 2/2014), France (4/2016, 5/2015, 2/2014), Italy (4/2016, 5/2015, 2/2014), the Netherlands (5/2015, 2/2014), the UK (4/2016, 5/2015, 2/2014).

1.6 Focus on European flounder



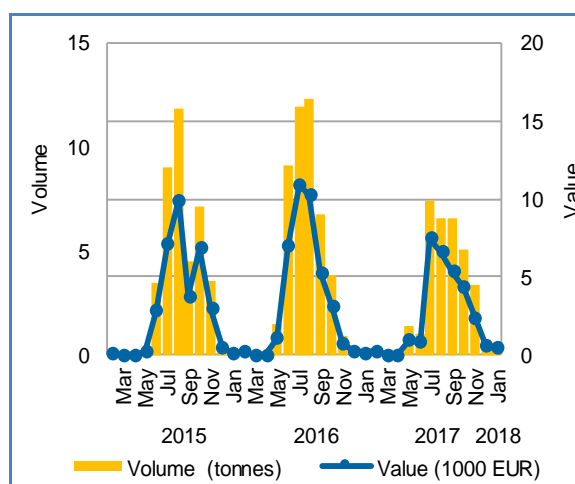
European flounder (*Platichthys flesus*) is a pleuronectid flatfish, which is a diverse family of flatfishes having a distribution in European coastal waters from the White Sea in the north to the Mediterranean and the Black Sea in the south. It is migratory fish, which is most of the year found in estuaries. Adults also occur on mud and sand bottom in shallow water and at sea. During winter, adults live in deeper, warmer waters, where they spawn in February–June. Flounders feed on benthic fauna including small fishes and invertebrates.

The abundance of European flounder fluctuates over the year, and fishing takes place mainly from June to December. The species is caught mostly by gillnetters targeting cod and mixed flatfish. The most important trawling fisheries are in the Baltic Sea and the waters around the Netherlands and Denmark¹⁰. Catches are mainly taken as by-catch, while a specialized flounder fishery was observed in Latvia and Lithuania. This stock is currently not regulated by a TAC¹¹. The minimum landing size for European flounder is 24 cm, as defined by the Council Regulation (EU) 2406/96¹².

Selected countries

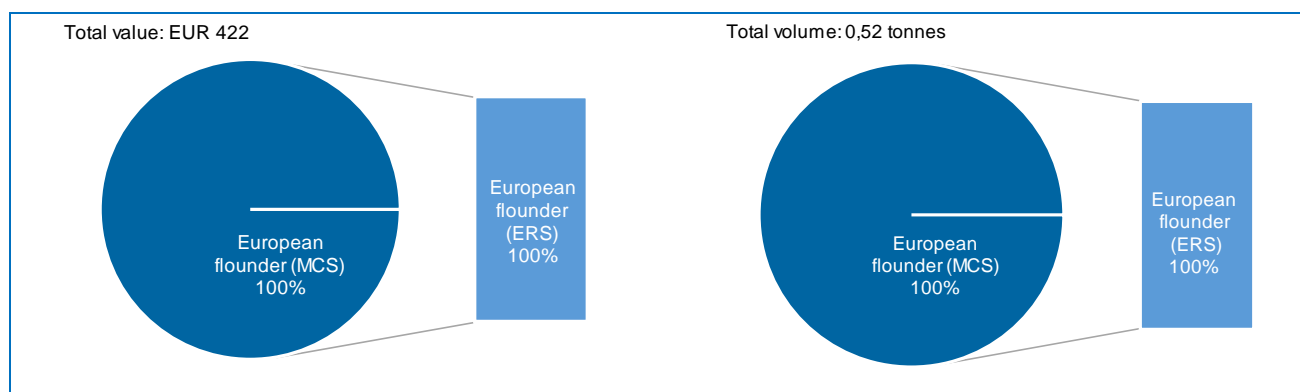
In **Estonia**, European flounder fisheries are intensive during summer, whereas during winter catches are significantly lower, or none. This is due to fisheries seasonality where European flounder is caught mainly as a by-catch. In January 2018, although very low, first-sales value and volume were higher than in January 2017 and 2016. The highest value of EUR 10.920 for a volume of 12 tonnes was registered in July 2016. The main Estonian port for European flounder is Nasva Jõesadam, followed by Kaunispe.

Figure 25. **EUROPEAN FLOUNDER: FIRST SALES IN ESTONIA**



Source: EUMOFA (updated 13.03.2018).

Figure 26. **FIRST-SALES COMPARISON OF FLATFISH IN ESTONIA IN VALUE AND VOLUME, JANUARY 2018**



Source: EUMOFA (updated 13.03.2018).

¹⁰ <http://www.fishbase.se/summary/Platichthys-flesus.html>

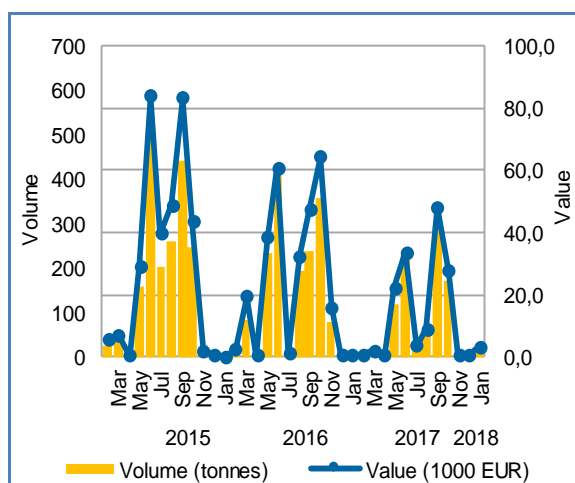
¹¹ <http://ices.dk/sites/pub/Publication%20Reports/Advice/2017/2017/fle.27.2628.pdf>

¹² COUNCIL REGULATION (EU) 2406/96 <http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:31996R2406&from=EN>

In **Latvia**, during the past 36 months, the catches in terms of first-sales value and volume were the highest among countries surveyed, with irregular fluctuations, from May to November in each observed year. During December–February first sales were low due to fisheries seasonality, and because flounder is usually caught as by-catch. The highest supply was registered in June 2015 with 518 tonnes valued EUR 84.000.

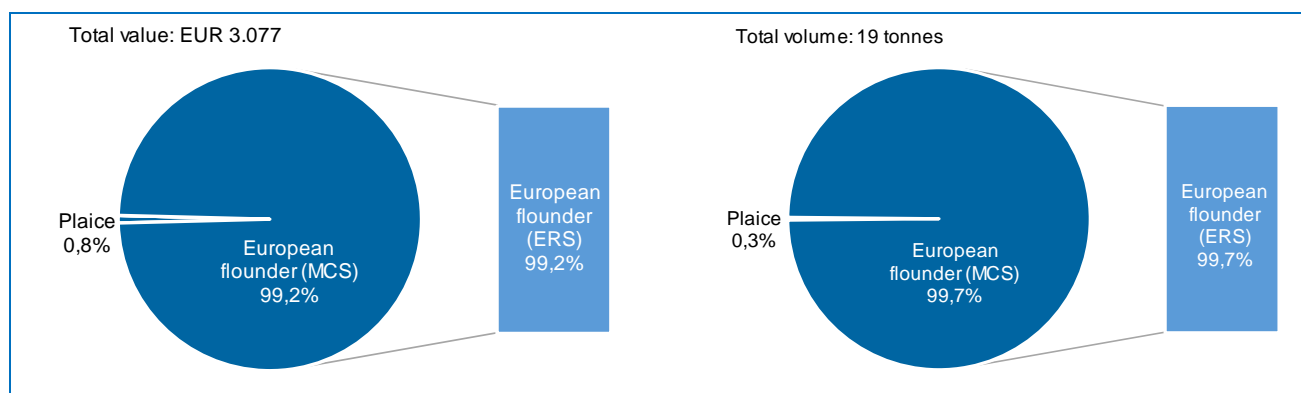
The highest values of European flounder were registered at the Baltic ports of Ventspils and Liepāja.

Figure 27. **EUROPEAN FLOUNDER: FIRST SALES IN LATVIA**



Source: EUMOFA (updated 13.03.2018).

Figure 28. **FIRST-SALES COMPARISON OF FLATFISH IN LATVIA IN VALUE AND VOLUME, JANUARY 2018**

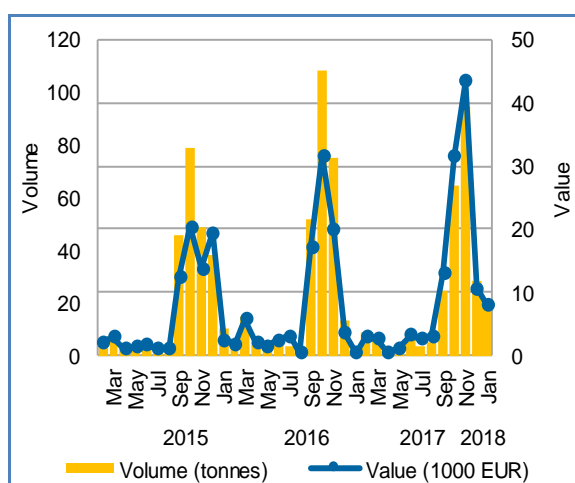


Source: EUMOFA (updated 13.03.2018).

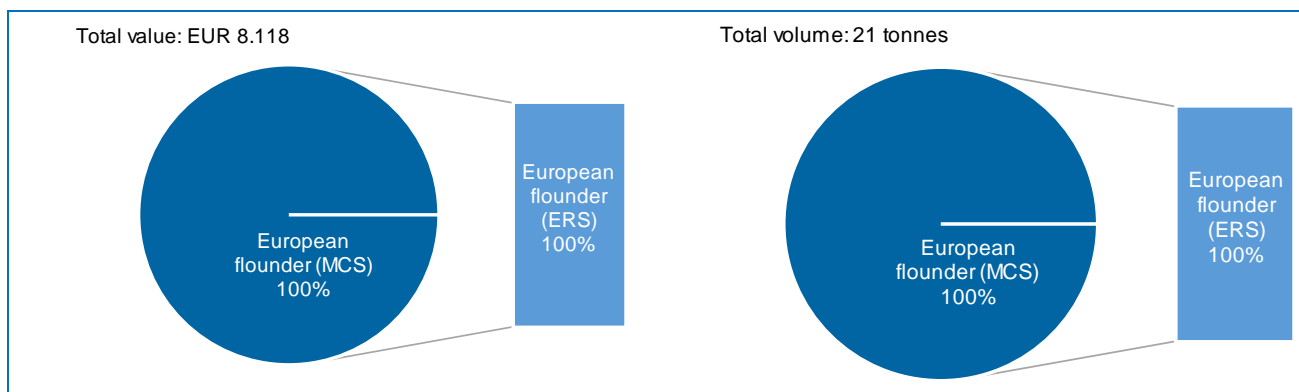
First sales of European flounder in **Lithuania** increased in both value and volume in **January 2018** over the same month in both 2017 and 2016. The increase in volume did not affect the average price, which increased as well. The highest volume of flounder sold was registered in October 2016 with 108 tonnes, whereas the highest first-sales value was recorded in November 2017 at EUR 43.500 for 95 tonnes.

European flounder is mainly landed from the Baltic Sea, at the port of Klaipėda.

Figure 29. **EUROPEAN FLOUNDER: FIRST SALES IN LITHUANIA**



Source: EUMOFA (updated 13.03.2018).

Figure 30. **FIRST-SALES COMPARISON OF FLATFISH IN LITHUANIA IN VALUE AND VOLUME, JANUARY 2018**

Source: EUMOFA (updated 13.03.2018).

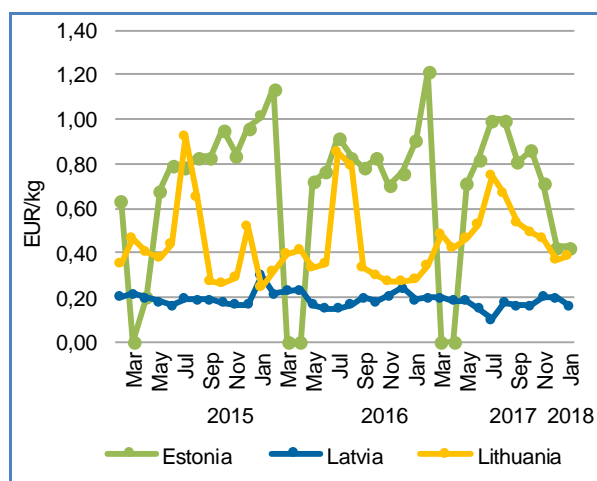
Price trends

Over the past three years, the highest average first-sales prices of European flounder were in Estonia (0,69 EUR/kg), followed by Lithuania (0,44 EUR/kg) and Latvia (0,19 EUR/kg). In general, average prices decreased in **Estonia** and **Latvia**, whereas they increased in **Lithuania**.

In **Estonia** in **January 2018**, the average unit price (0,81 EUR/kg) of European flounder was lower than in either January 2017 (-11%) or January 2016 (-20%). In the past three years, the highest price occurred in February 2017 at 1,21 EUR/kg, with landings of only 196 kg. The lowest prices occurred in April 2015 and January 2018, when European flounder cost as little as 0,20 EUR/kg and 0,43 EUR/kg, respectively. It is important to highlight that prices regularly fluctuate in connection with volume of catches.

For the past three years, prices in **Latvia** peaked in winter, when supply is the lowest. They peaked in January 2016 (0,30 EUR/kg), while the lowest average price occurred in July 2017 at 0,10 EUR/kg. In **January 2018**, prices averaged 0,16 EUR/kg, representing a decrease of 14% from January 2017 and 47% from January 2016.

Average prices of European flounder in **Lithuania** in **January 2018** were 40% and 56% higher compared with 2017 and 2016, respectively. During the past three years, the peak of 0,92 EUR/kg occurred in July 2015 when 1,23 tonnes were sold. The lowest prices were recorded in winter period when catches were at their highest level. The lowest price in the 3-year period was 0,25 EUR/kg in January 2016.

Figure 31. **EUROPEAN FLOUNDER: FIRST-SALES PRICE IN SELECTED COUNTRIES**

Source: EUMOFA (updated 13.03.2018).

*In Estonia, in March 2015, March and April of 2016 and 2017, there were no registered catches, so neither average prices of European flounder.

We have covered **European flounder** in previous *Monthly Highlights*:

Fist sales: Latvia (6/2016, 10/2015), Lithuania (2/2015, 1/2014), Spain (7/2015), Sweden (May 2013).

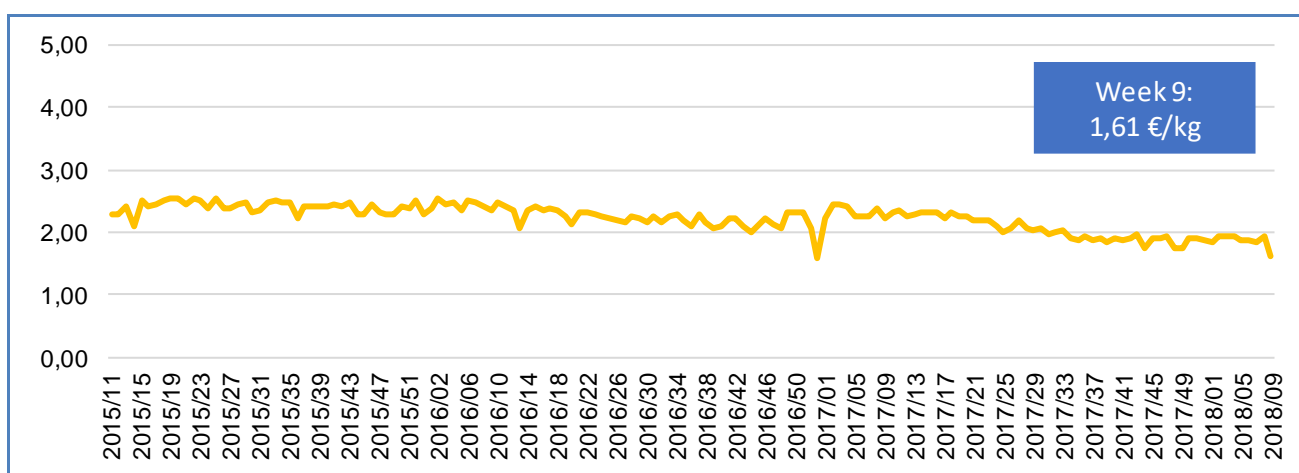
Consumption: Denmark (7/2016), Spain (7/2016).

2 Extra-EU imports

Each month, weekly extra-EU import prices (average unit values per week, in EUR per kg) are examined for nine species. Three of them, which are the most relevant in terms of value and volume are examined every month: Alaska pollock from China, Atlantic salmon from Norway, and tropical shrimp (genus *Penaeus*) from Ecuador. Six other species change every month, and this issue of Monthly Highlights looks at blue grenadier, sockeye salmon, and preparations of surimi, along with three species products that are examined each month as part of the month's selected commodity group, which this month are lesser or Greenland halibut, Atlantic halibut, and plaice.

The weekly price of frozen fillets of **Alaska pollock** (*Theragra chalcogramma*, CN code 03047500) imported from **China** dropped sharply in week 9 of 2018, to 1,61 EUR/kg, down by 17% from the previous week and nearly matching a 3-year low of 1,60 EUR/kg set in week 53 of 2016. This decline continued a long, irregular decline that began in week 2 of 2016. Through week 9, weekly prices have averaged 1,97 EUR/kg as against 2,10 EUR/kg in 2017. Average 2018 weekly volumes of such imports through week 9 of 3,14 thousand tonnes are somewhat higher (7%) from the 2017 weekly average of 2,93 thousand tonnes, suggesting perhaps the long-run price decline is supply-driven. Some industry analysts reportedly expect demand to improve following the long-run price decline.

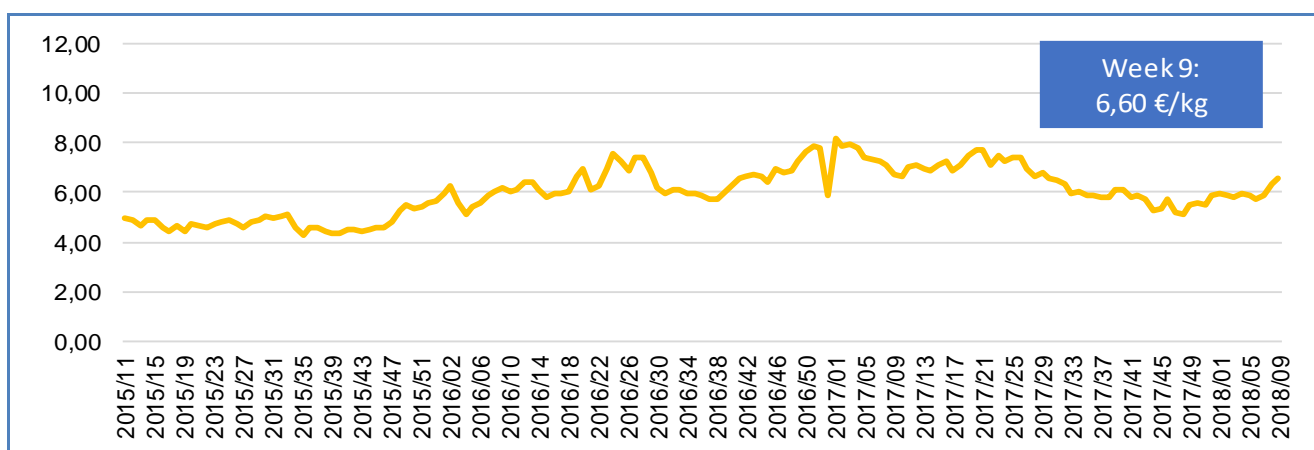
Figure 32. **IMPORT PRICE OF ALASKA POLLOCK, FROZEN FILLETS FROM CHINA**



Source: European Commission (updated 13.03.2018).

For fresh whole **Atlantic salmon** (*Salmo salar*, CN code 03032200) imported from **Norway** weekly prices in 2018 have reversed an extended decline, which in this case began in week 1 of 2017. The average price in week 9 of 2018 of 6,60 EUR/kg was up 12% over the last week of 2017 and 29% over the low point in 2017 of 5,11 EUR/kg in week 48. Prices of Norwegian salmon in the EU often differ and move in different directions from seemingly close substitutes such as Scottish or Chilean salmon as well as organic salmon, perhaps because of product sizes and market channels (e.g., restaurants vs. retailers), and salmon market conditions are always in flux. Industry sources reported low supplies and also expectations of a continued price increase into the Easter holiday in late March.

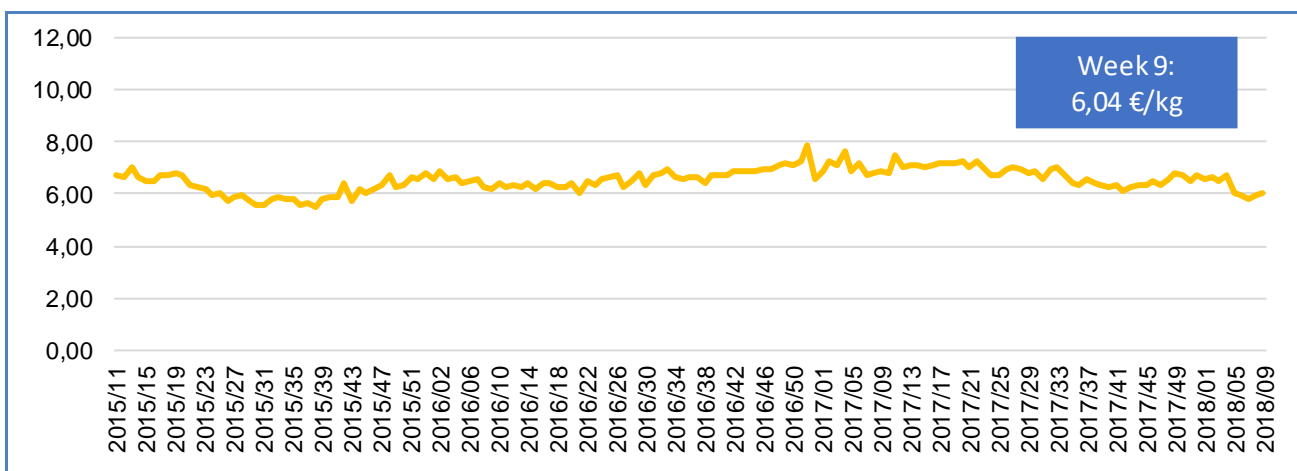
Figure 33. **IMPORT PRICE OF ATLANTIC SALMON, FRESH WHOLE FROM NORWAY**



Source: European Commission (updated 13.03.2018).

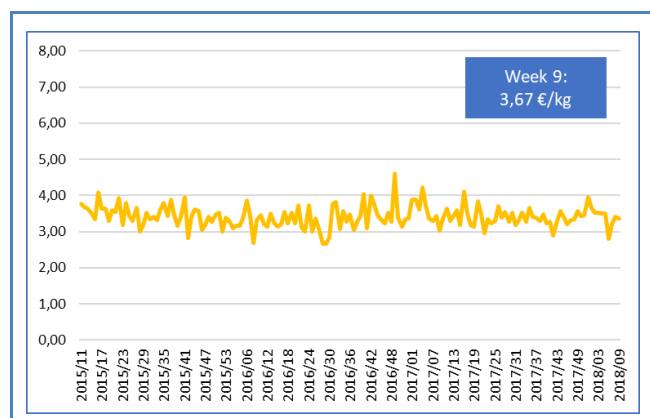
The weekly price of frozen **tropical shrimp** (genus *Penaeus*, CN code 03061792) imported from **Ecuador** was up slightly in week 9 of 2018, at 6,04 EUR/kg, but still below prices during the previous weeks. After a multi-year increasing trend dating from at least 2012, during which weekly average import volumes increased year-on-year, prices declined through much of 2017, even as weekly volumes continued to generally rise. Prices of Ecuadorean tropical shrimp are also affected by market conditions from other sources, some of which are subject to occasional shifts in demand and supply forces in Europe and throughout the world. Outbreaks of tropical shrimp diseases in several locations around the world (not Ecuador) are reportedly making buyers wary.

Figure 34. **TROPICAL SHRIMP, FROZEN FROM ECUADOR**



Source: European Commission (updated 13.03.2018).

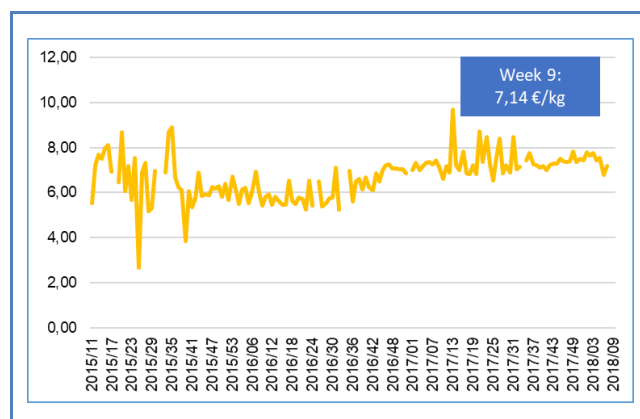
Figure 35. **BLUE GRENADIER FROM NEW ZEALAND**



Source: European Commission (updated 13.03.2018).

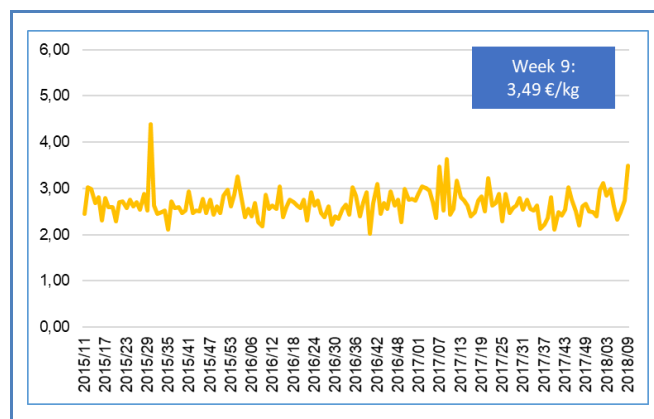
Extra-EU import prices for whole frozen **sockeye (red) salmon** (*Oncorhynchus nerka*, CN code 03031100) from the **United States** began a gradual, long-term upward trend in mid-2016 which, after a period of high volatility in mid-2017, leveled off somewhat in the first weeks of 2018. The price in week 9 of 2018 of 7,14 EUR/kg was 4% lower than the weekly average price during the second half of 2017. In January 2018 the Alaska Government announced 2018 estimates of its harvests (the world's leading source of sockeye) to be similar to 2017, leading some market sources to believe long-term prices may also remain stable.

Figure 36. **SOCKEYE (RED) SALMON FROM THE UNITED STATES**



Source: European Commission (updated 13.03.2018).

Figure 37. PREPARATIONS OF SURIMI FROM THAILAND

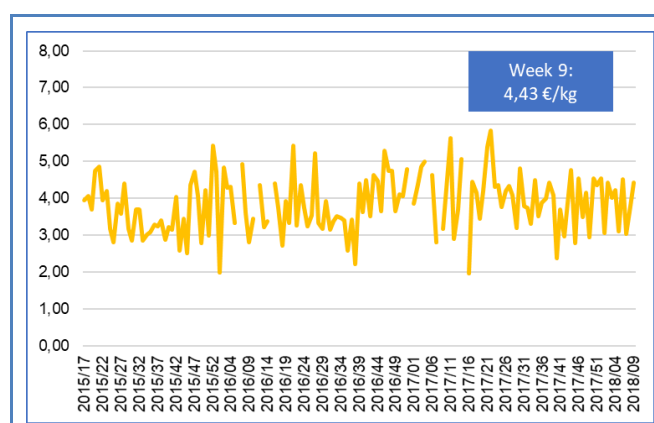


Source: European Commission (updated 13.03.2018).

The weekly price of imported **preparations of surimi** (CN code 16042005) from **Thailand** jumped sharply in week 9 of 2018, to 3,49 EUR/kg in week, up 50% from the price just three weeks earlier of 2,32 EUR/kg. This price increase, while large, was not especially unusual during the course of the last three years. Average weekly prices in 2018 (2,84 EUR/kg) are not significantly different than those for 2015 (2,66 EUR/kg), 2016 (2,63 EUR/kg), or 2017 (2,64 EUR/kg, or 8% higher), but the peaks and troughs of such prices can vary as much as EUR 0,50 to 1,0 in the course of a week or two.

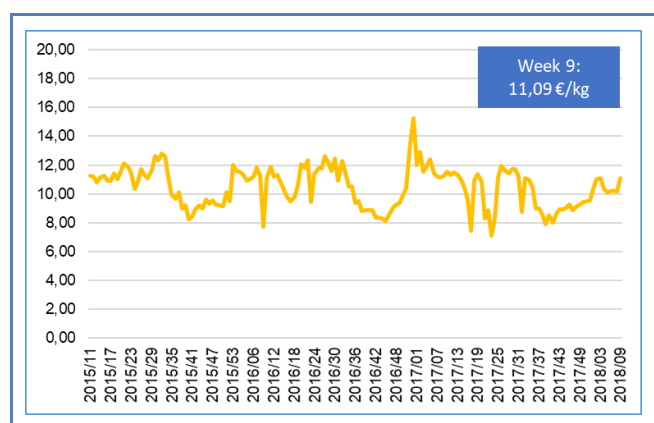
Extra-EU imports of frozen whole **lesser or Greenland halibut** (*Reinhardtius hippoglossoides*, CN code 03033110) from **Greenland** are another product with large short-term variability despite little average change from one year to the next. The price in week 9 of 2018 of 4,43 EUR/kg was 46% higher than the price in week 7, which itself was 33% lower than the previous week. However, the average 2018 price through week 9 of 3,84 EUR/kg was almost the same as the average price during the three previous years (beginning week 10 of 2015) of 3,86 EUR/kg. Weekly prices of Greenland halibut are more stable than weekly import volumes, leading to similarly large swings in weekly import values for this product.

Figure 38. LESSER OR GREENLAND HALIBUT FROM GREENLAND



Source: European Commission (updated 13.03.2018).

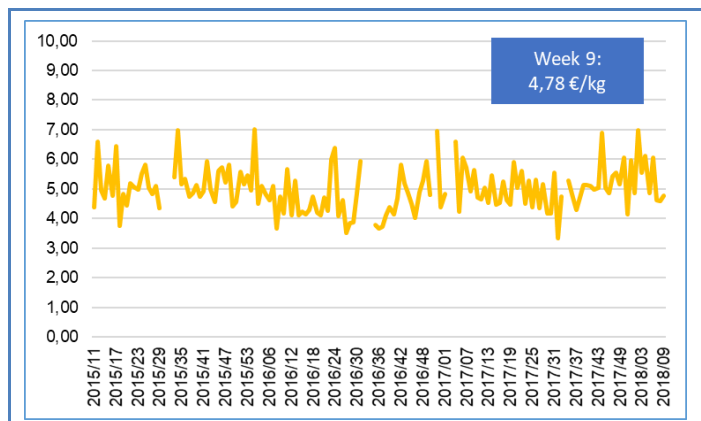
Figure 39. ATLANTIC HALIBUT FROM NORWAY



Source: European Commission (updated 13.03.2018).

Extra-EU imports of fresh whole **Atlantic halibut** (*Hippoglossus hippoglossus*, CN code 03022130) from **Norway** exhibited a highly irregular pattern between week 10 of 2015 and week 9 of 2018, although there was not the week-to-week volatility observed with import prices of other flatfishes. The price in week 9 of 2018 of 11,09 EUR/kg was 9% higher than the previous week, and 40% higher than a recent low of 7,90 EUR/kg in week 39 of 2017. The 3-year high of 15,24 EUR/kg in week 53 of 2016 was followed by the 3-year low of 7,11 EUR/kg in week 23 of 2017. Import prices tend to be inversely correlated with supplies.

Prices for imported frozen fillets of **plaice** (*Pleuronectes platessa*, CN code 03048310) from **Iceland** also show significant short-term variation. In the last year, prices ranged from a 3-year low of 3,33 EUR/kg in week 32 to a high of 6,97 EUR/kg in week 2 of 2018. In week 9 of 2018, the price was 4,78 EUR/kg, almost the same as one year earlier. Icelandic plaice has many substitutes in the EU market, and prices of Icelandic plaice are typically uncorrelated with supplies of that specific product, but of plaice in general and similar species.

Figure 40. **PLAICE FROM ICELAND**

Source: European Commission (updated 13.03.2018).

3 Consumption

3.1 HOUSEHOLD CONSUMPTION IN THE EU

In December 2017, the consumption of fresh fisheries and aquaculture products increased over December 2016 in both volume and value in Germany (+7% and +10%, respectively) and Sweden (+9% and +4%). In Italy and Portugal, value increased 1% and 2%, respectively, and volume decreased 1% and 4%. In France, value decreased by 3% and volume remained unchanged. Decreases in consumption in both volume and value took place in the rest of the Member States analysed.

The largest drop in both volume and value in December 2017 occurred in Denmark (–21%), whereas the largest increase in both volume and value was observed in Germany.

Compared with November 2017, among the Member States surveyed, Hungary and Poland registered the greatest increase in value due to the increase in consumption of fisheries products during Christmas, traditional for those two countries.

Table 2. DECEMBER OVERVIEW OF THE REPORTING COUNTRIES (volume in tonnes and value in million EUR)

Country	Per capita consumption 2015* (live weight equivalent) kg/capita/year	December 2015		December 2016		November 2017		December 2017		Change from December 2016 to December 2017	
		Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Denmark	22,9	820	13,39	652	11,61	561	8,18	518	9,21	–21%	–21%
Germany	13,4	8.063	107,35	7.850	103,63	6.917	93,47	8.412	113,66	7%	10%
France	33,9	29.518	326,11	29.650	335,27	19.845	207,76	29.561	326,42	–3%	–3%
Hungary	4,8	2.284	10,83	2.361	10,99	326	1,84	1.943	10,45	18%	5%
Ireland	22,1	1.305	19,67	1.367	22,03	925	13,45	1.215	19,50	–11%	–11%
Italy	28,4	39.735	350,84	39.394	355,85	26.011	232,96	39.187	358,85	1%	1%
Netherlands	22,2	3.423	53,09	3.293	57,11	2.507	33,89	3.215	55,88	2%	2%
Poland	13,6	16.144	66,47	15.084	63,12	4.842	25,13	14.497	69,27	20%	13%
Portugal	55,9	5.718	38,74	5.287	37,74	4.238	28,08	4.251	32,76	4%	2%
Spain	45,2	64.446	552,32	62.401	526,53	53.104	408,59	57.807	515,78	7%	2%
Sweden	26,9	1.121	14,48	791	11,39	709	8,96	866	11,88	9%	4%
UK	24,3	34.445	446,91	28.315	333,16	27.613	286,41	27.748	329,08	2%	1%

Source: EUMOFA, based on Europanel (updated 12.03.2018).

* Data on per capita consumption of all fish and seafood products for all EU Member States can be found at: <http://www.eumofa.eu/documents/20178/108446/The+EU+fish+market+2017.pdf>

Generally, since 2014, the December consumption of fisheries and aquaculture products has followed an increasing trend in both volume and value in Germany and France, despite the volume decrease in France in December 2017. In Italy, the Netherlands and Poland value increased, but volume decreased. The rest of the Member States saw a decreasing trend in both value and volume.

In December for the past three years, household consumption of fresh fisheries products has been below the annual average in both volume and value in Denmark (–26% and –10%, respectively). In Portugal, volume was below and value was above the yearly average. In the rest of the Member States analysed, household consumption in December was above the average in both volume and value. The highest percentage above the yearly average was registered in Poland and Hungary due to the festive season.

The most recent consumption data available on EUMOFA for **January 2018** can be accessed [here](#).

3.2 FRESH CLAM

Habitat: A shellfish, living in a sand and silty mud¹³.

Catch area: Mediterranean Sea (the coast of Spain and Italy); North-East Atlantic Ocean (the coast of the United Kingdom, France, Spain and Portugal).

Main producing countries in Europe: Italy, France, the UK, Ireland, the Netherlands¹⁴.

Production method: Caught and farmed.

Main consumers in the EU: Italy, France, the UK, Spain, Portugal.

Presentation: shelled or unshelled.

Preservation: Live, fresh, chilled, frozen, natural or pickled, frozen in sauces, canned, as salads and ready-meals.

Ways of preparation: Mostly cooked, baked stuffed; served with pasta (Italy).



3.2.1 General overview of household consumption in Italy and Portugal

Portugal is the Member State with the highest per capita consumption of fish and seafood products in the EU. It averaged 55,9 kg in 2015, more than two times higher than the EU average (25,1 kg). However, it decreased 1% from 2014. In Italy, per capita consumption of fish and seafood products was 28,4 kg in 2015. It was 13% above the EU average and registered an increase of 2% over the previous year. Italy's per capita consumption was 49% lower than Portugal's. See more on EU per capita consumption in Table 2.

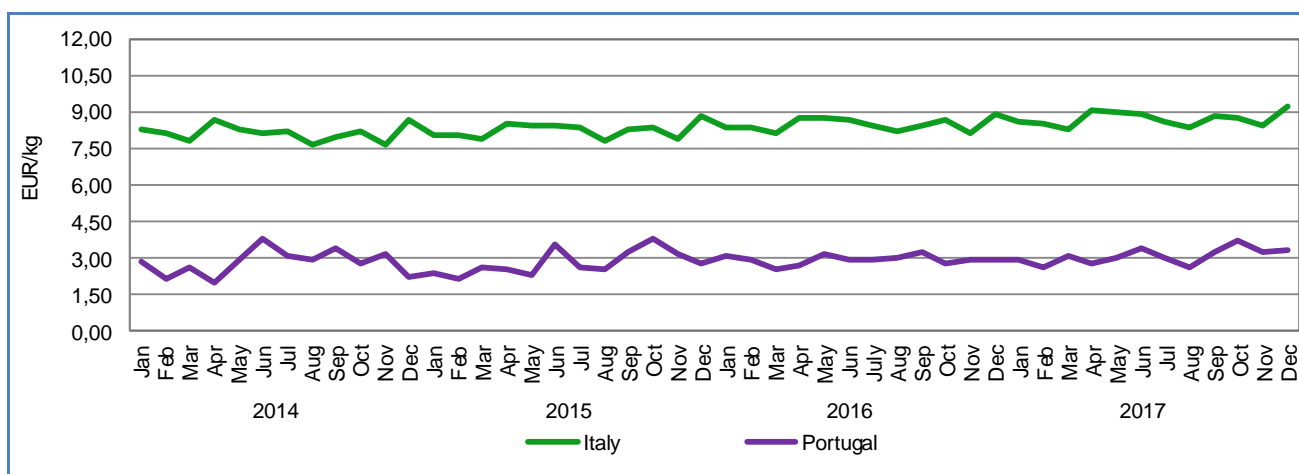
Retail prices of fresh clam fluctuated during the period January 2014–December 2017 in both Italy and Portugal. Volume sold remained relatively stable in Portugal and saw considerable monthly variations in Italy, peaking in the winter months. Volume sold and prices of clam were six and four times higher, respectively, in Italy than in Portugal.

We have covered **clam** in previous *Monthly Highlights*:

First sales: France (5/2017), Italy (5/2017), Portugal (5/2017), the UK (5/2017).

Consumption: Italy (10/2016), Portugal (10/2016).

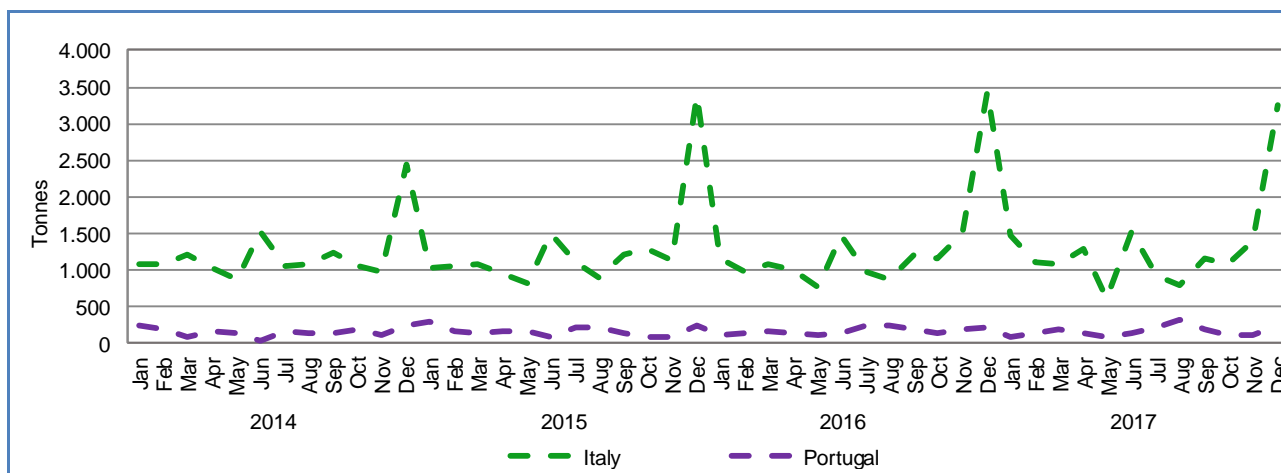
Figure 41. RETAIL PRICES OF FRESH CLAM



Source: EUMOFA, based on Europanel (updated 12.03.2018).

¹³ <http://www.eumofa.eu/documents/20178/22933/Monthly+Highlights+-+N.10-2016.pdf/>

¹⁴ EUMOFA.

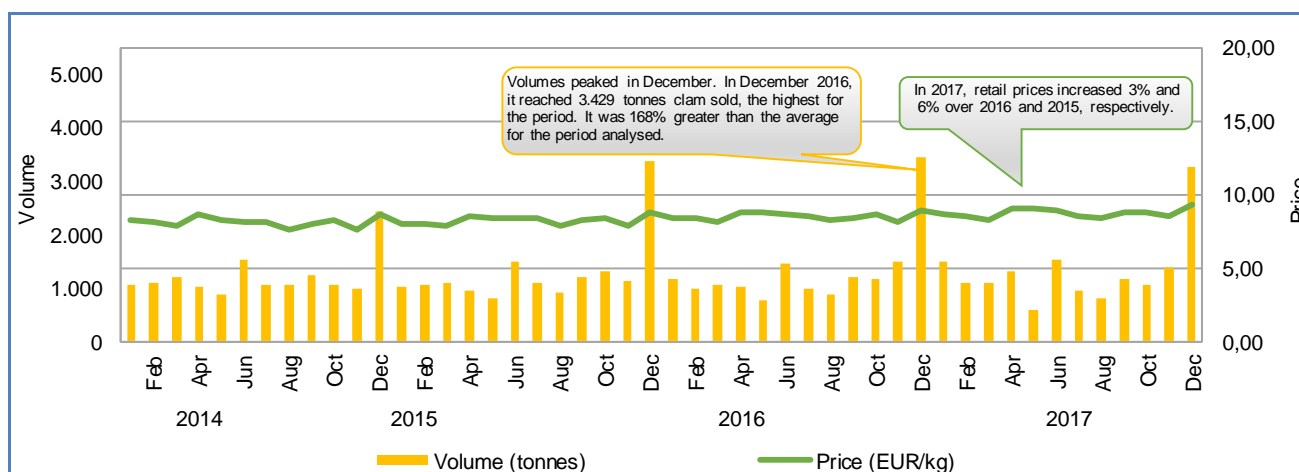
Figure 42. **VOLUME SOLD OF FRESH CLAM**

3.2.2 Consumption trend in Italy

Long-term trend, January 2014–December 2017: increasing in both price and in volume.

Average price: 8,13 EUR/kg (2014), 8,24 EUR/kg (2015), 8,48 EUR/kg (2016), 8,72 EUR/kg (2017).

Total consumption: 14.653 tonnes (2014), 15.435 tonnes (2015), 15.623 tonnes (2016), 15.711 tonnes (2017).

Figure 43. **RETAIL PRICE AND VOLUME SOLD OF FRESH CLAM IN ITALY**

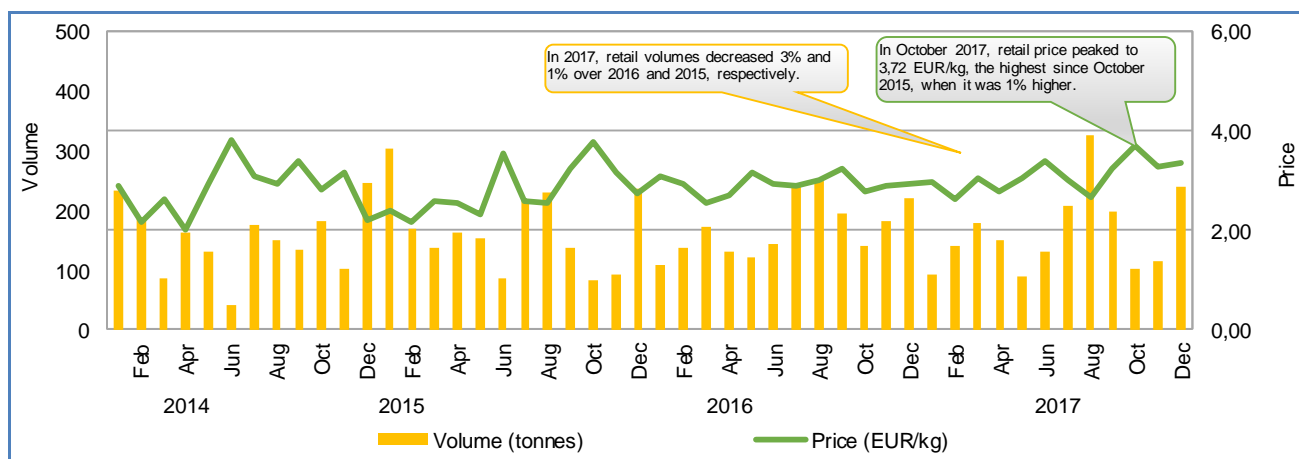
3.2.3 Consumption trend in Portugal

Long-term trend, January 2014–December 2017: increasing slightly in both price and in volume.

Average price: 2,84 EUR/kg (2014), 2,81 EUR/kg (2015), 2,94 EUR/kg (2016), 3,10 EUR/kg (2017).

Total consumption: 1.839 tonnes (2014), 2.008 tonnes (2015), 2.047 tonnes (2016), 1.978 tonnes (2017).

Figure 44. RETAIL PRICE AND VOLUME SOLD OF FRESH CLAM IN PORTUGAL



Source: EUMOFA, based on Europanel (updated 12.01.2018).

4 Case study – Surimi industry in the EU

4.1 Introduction

What is surimi?

Surimi is a concentrate of whitefish proteins. The extraction of surimi takes place onboard factory vessels, just after fishing, or in land-based factories. The meat of fish fillets is minced and rinsed with fresh water several times; only soluble proteins are kept. The paste obtained from this process, odorless and tasteless, is put in the form of frozen blocks called surimi base. Then cryoprotectants¹⁵ are added to the surimi base in order to preserve its gelling and elastic properties.

These blocks are sold to the food processors, which transform this raw material with other ingredients to give it texture, taste and color, and obtain the final product, called surimi or kamaboko, which is popular on Asiatic and European markets.



Table 3. **COMPOSITION OF A PREPARED SURIMI¹⁶ PRODUCT REPRESENTATIVE OF THE PRODUCTS AVAILABLE ON THE EU MARKET**

Ingredients	Proportions
Fish meat	30 to 40%
Potato starch and/or wheat starch	5 to 10%
Egg white	0 to 10%
Rape oil	3 to 6%
Sugar, sorbitol or polyphosphates	3%
Salt or glutamate, flavorings, paprika extract	0,5 to 1,5%

Source: ADISUR.

Surimi in the world

Global supply of surimi has been quite stable in the last several years. About 820.000 tonnes of surimi base¹⁶ have been produced globally in 2016, for a total production of prepared surimi close to 2,7 million tonnes. The world supply is led by China, with a production of 1,2 million tonnes. The EU market¹⁷ for prepared surimi amounts to 170.000 tonnes.

4.2 Processing in the EU

Structure and evolution of EU production

Nine producers of prepared surimi (sticks and other presentations) exist in the EU: four in France, three in Spain, one in Lithuania, and one in Poland.

¹⁵ Sugar, sorbitol and polyphosphates are used as cryoprotectants.

¹⁶ « Surimi base » refers to the raw material used by the industry, « prepared surimi » refers to the final ready-to-eat product.

¹⁷ Apparent market = domestic supply – imports; Supply = domestic production + imports.

In 2016 the EU production was estimated at 148.000 tonnes. The top three producers were Spain (58.000 tonnes), France (52.000 tonnes) and Lithuania (35.000 tonnes)¹⁸.

According to a national survey¹⁹, the French production fell from 56.433 tonnes in 2011 to 46.780 tonnes in 2016, almost exclusively in fresh preparations, the share of frozen prepared surimi remaining at a very low level (810 tonnes in 2016, vs. 45.552 tonnes for fresh surimi).

Raw materials used

Only one producer of surimi base, located in France, exists at the EU level and supplies primarily the French industry. The rest of the raw material is imported, mainly from the US.

Extra-EU imports of surimi base amounted to 49.400 tonnes in 2016, out of which the four Member States producing prepared surimi imported 98%.

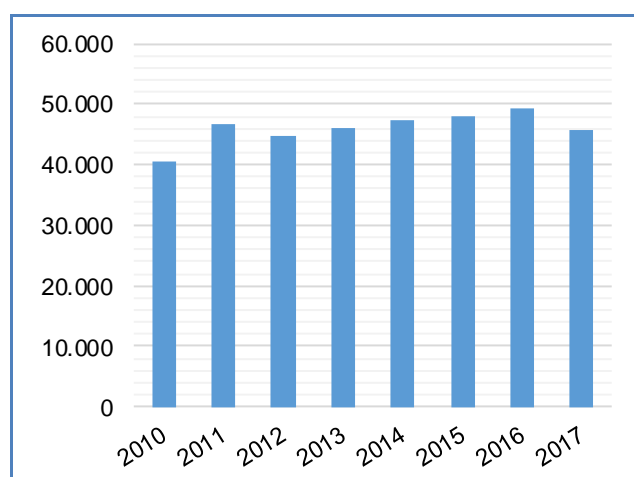
It should be noted that the imported surimi base is not exclusively used for the manufacturing of prepared surimi, but that a small quantity is used to produce fish balls (for Asiatic restaurants) or pet food.

Table 4. **IMPORTS AND EXPORTS OF SURIMI BASE BY THE TOP EU SURIMI USERS IN 2017²⁰** (volume in tonnes)

2016	Import	Export	Balance
Spain	18.038	839	17.199
France	15.777	964	14.813
United Kingdom	1.914	6	1.908
Italy	1.300	71	1.229
Lithuania	12.497	132	12.365
Netherlands	2.798	1.254	1.544
Poland	2.764	19	2.745
Other	2.217	194	2.023
EU-28 (Intra+Extra)	57.305	3.479	53.826

Source: Comext.

Figure 45. **EVOLUTION OF EU EXTRA-EU IMPORTS OF SURIMI BASE** (volume in tonnes)



Source: Comext.

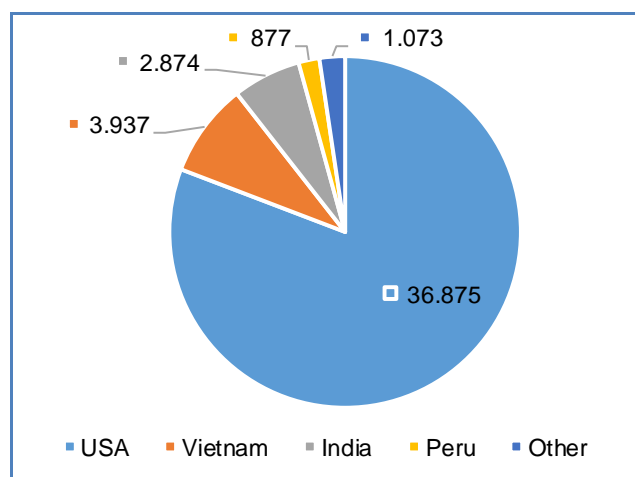
The EU imports between 40.000 and 50.000 tonnes of surimi base each year. In 2017, the EU imported 45.636 tonnes, 8% down compared to 2016. This fall is due to the decrease of imports from Vietnam, for which it is easier to sell to Japan, Korea or China than to the EU.

¹⁸ These estimates (source : ADISUR/ADEPALE) are theoretical: they are based on the balance imports-exports of surimi-base and upon the assumption that all the surimi base imported is used for the production of prepared surimi, with an incorporation rate of 33%.

¹⁹ ADEPALE.

²⁰ A correction in Comext figures for Italy has been made, as the the UK does not record any export to Italy, but there are recorded 31.793 tonnes of imports from the UK. The figure 30.493 tonnes has been withdrawn to reach a consistent figure of 1.300 tonnes.

Figure 46. **ORIGIN OF SURIMI BASE EXTRA-EU IMPORTS IN 2017 (volume in tonnes)**



Source: Comext.

In 2017, imports from Vietnam fell from 8,306 tonnes in 2016 to 3,937 tonnes; the EU's main supplier is increasingly the US, which supplied 81% of EU imports in 2017.

The surimi base used by the EU surimi industry is subject to a tariff-rate import quota, under which it is imported without duty in the framework of the Autonomous Tariff Quotas (Regulation EU n°2015/2265 of 7 December 2015 opening and providing for the management of autonomous Union tariff quotas for certain fishery products for the period 2016–2018). This regulation states that import duties on frozen surimi for processing (i.e. surimi base) are suspended for the period up to the annual amount of 60,000 tonnes. This quota concerns the following products:

- CN code 03049310 – Frozen surimi of tilapias (*Oreochromis spp.*), catfish (*Pangasius spp.*, *Silurus spp.*, *Clarias spp.*, *Ictalurus spp.*), carp, eels (*Anguilla spp.*), Nile perch (*Lates niloticus*) and snakeheads (*Channa spp.*);
- CN code 03049410 – Frozen surimi of Alaska pollock (*Theragra chalcogramma*);
- CN code 03049510 – Frozen surimi of fish of the families Bregmacerotidae, Euclichthyidae, Gadidae, Macrouridae, Melanonidae, Merlucciidae, Moridae and Muraenolepididae, other than Alaska pollock;
- CN code 03 04 99 10 – Frozen surimi of fish not elsewhere specified.

In 2016, the surimi base imported fell under the first category for 2%, under the second category (Alaska pollock) for 47%, under the third category for 23%, and under the last category for 27%.

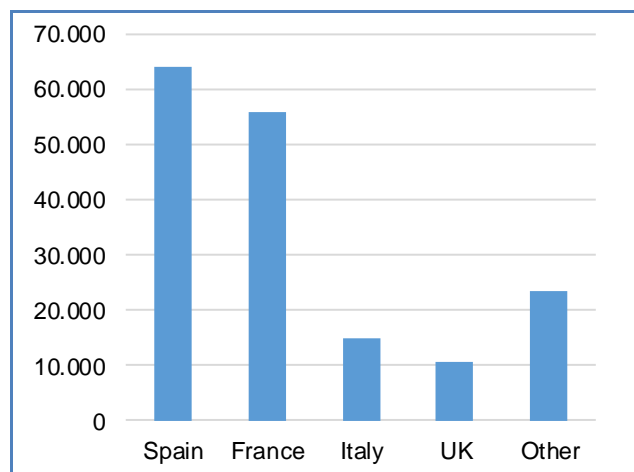
This duty-free quota ensures an adequate supply of the EU processing industry as it comfortably covers the import needs of the sector, which range between 40,000 and 50,000 tonnes annually, as shown above.

Fish species used

The main raw materials used in the EU are Alaska pollock (*Theragra chalcogramma*), blue whiting (*Micromesistius poutassou*), blue grenadier (*Macruronus novaezelandiae*) and Pacific hake (*Merluccius productus*). The surimi base produced in the EU (France) is made from blue whiting.

4.3 The EU market

Figure 47. **MAIN MARKETS FOR PREPARED SURIMI IN THE EU IN 2016 (volume in tonnes)**



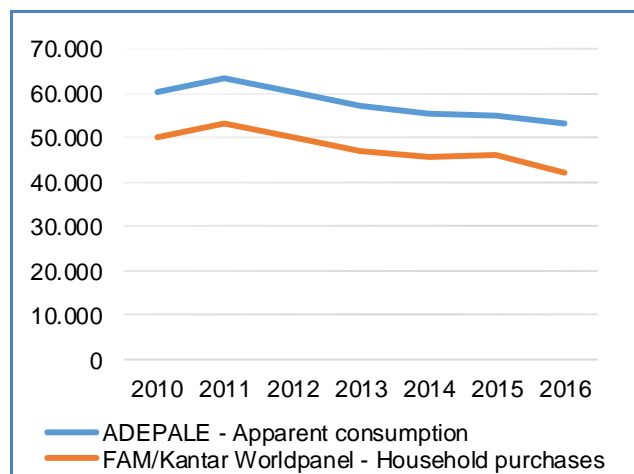
Source: ADEPALE (theoretical estimates).

According to ADEPALE/ADISUR²¹, the EU market for prepared surimi is close to 170.000 tonnes, out of which the two leading countries, Spain and France, represent more than 70%.

Traditionally the French market was composed of fresh products and the Spanish market of frozen products. This situation did not change for France (where fresh products represent 98–99% of the total market for prepared surimi), while important changes have appeared on the Spanish market, where the proportion of frozen products decreased from about 97% in the early years of surimi popularity in Spain to 60% two years ago, and about 40% today.

The French market

Figure 48. **FRENCH CONSUMPTION OF PREPARED SURIMI (volume in tonnes)**



Source: ADEPALE, FranceAgriMer/Kantar Worldpanel.

France used to be the leading market in the EU. But it experienced a continuous decrease since 2011, despite significant marketing efforts, to fall to 53.000 tonnes in 2016.

This evolution is shown in the figure 48, which represents the calculated apparent consumption (production + imports – exports) as well as the household purchases, as registered by a consumer panel. The two curves follow the same decreasing trend. The difference between the curves (around 10.000 tonnes per year) corresponds to the food service consumption.

²¹ ADEPALE (Association Des Entreprises de Produits Alimentaires Elaborés) is the French Association of Processed Food Products. Within ADEPALE there is a group specialized on surimi called ADISUR (Association for the Development of Surimi Industries), whose members include not only the 4 French companies producing prepared surimi but also the other major European producers (from Lithuania and Spain).

Table 5. **FRENCH IMPORTS OF PREPARED SURIMI IN 2016 (volume in tonnes, value in EUR 1000)**

Countries	Volume	Value
Belgium	5.921	16.174
Thailand	698	2.256
Poland	560	1.164
China	512	1.039
Vietnam	400	899
Other	481	1.839
Total	8.572	23.371

Source: Comext.

In addition to the domestic production, the French market, which imports about 16% of its consumption of prepared surimi, is mostly supplied by Belgium (Belgium does not produce prepared surimi but the Lithuanian company Viciunai, the largest producer and distributor of surimi products in Europe, has established its distribution subsidiary in Belgium, which covers the Western EU markets), Thailand, Poland and China.

French consumers are mainly looking for sticks, which represent 93% of households' purchases.

The Spanish market

Table 6. **SPANISH IMPORTS OF PREPARED SURIMI IN 2016 (volume in tonnes, value in EUR 1000)**

Countries	Volume	Value
India	2.566	4.532
Portugal	2.055	5.037
China	1.693	2.716
Belgium	1.584	3.787
Poland	1.019	1.859
Thailand	802	2.279
Lithuania	779	1.876
Other	1.351	3.012
Total	11.849	25.098

Source: Comext.

The Spanish market is growing rapidly, with the chilled sector driving this growth.

In 2016 the market reached 48.000 tonnes according to Globefish²². It is supplied at 78-80% by domestic production and at 20-22% by imports²³.

The Spanish consumer is looking for crab-flavoured sticks, grated surimi, elver substitutes, coated products and analogues of spiny lobster tails.

About 63% of the prepared surimi consumed in Spain is bought from retailers, while 37% are eaten in food service establishments²⁴.

The Italian market

Table 7. **ITALIAN IMPORTS OF PREPARED SURIMI IN 2016 (volume in tonnes, value in EUR 1000)**

Countries	Volume	Value
Thailand	3.185	8.256
Belgium	2.133	5.750
France	1.599	6.651
Lithuania	1.217	2.694
China	1.195	2.310
Other	3.069	10.166
Total	12.398	35.827

Source: Comext.

The Italian market is the third largest market in the EU, with 13.000 tonnes in 2016.

It is completely supplied by imports, equally provided by EU processors (mainly Lithuania/Belgium and France) and extra-EU imports.

The Italian market is mainly composed of sticks ("bastoncini") and slices ("affettati")²⁵.

²² <http://www.fao.org/in-action/globefish/market-reports/resource-detail/en/c/1071590/>

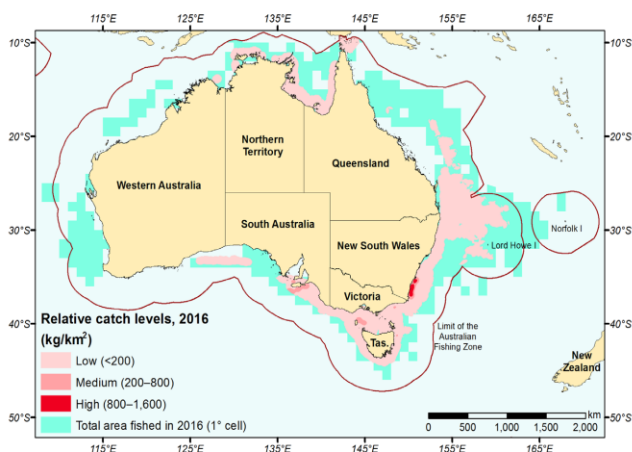
²³ ADEPALE calculations.

²⁴ Globefish.

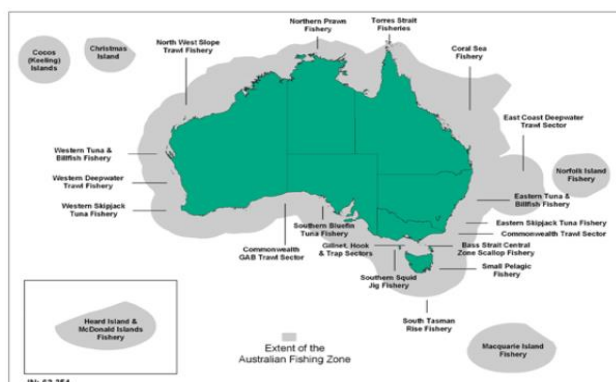
²⁵ Italian large-scale retailers.

5 Case study – Fisheries and aquaculture in Australia

5.1 Introduction



Source: Australian Government – Department of Agriculture – “Australia’s Seafood Trade”.



Source: Australian Government – Department of Agriculture – “Australia’s Seafood Trade”.

Australian Fisheries Management Authorities (AFMA), is an agency of the Australian Department of Agriculture and Water Resources and is the Government statutory authority responsible for the management and sustainable use of fisheries resources in the Australian Fishing Zone. This zone covers more than 8 million square kilometres and is the third largest in the world. However, on a tonne per square-kilometer basis, the waters around Australia are not very productive compared to other regions, and Australia only ranked as the 65th largest country in terms of fisheries output in 2015. When it comes to aquaculture, Australia is better positioned, as it occupied the 38th position among the most important countries in terms of production volume and ranked 24th in terms of value in 2015.

Management of fisheries within the Australian Fishing Zone provides for the states and the Northern Territory to manage fisheries out to 3 nautical miles from the coast, and for the Australian Government to manage fisheries from 3 to 200 nautical miles²⁶. This is done through more than 20 separate “Commonwealth fisheries”, consisting of both single-species and multi-species arrangements.

The Department of Agriculture and Water Resources also leads Australia’s engagement in the following RFMO’s (Regional Fisheries Management Organisations):

- Commission for the Conservation of Southern Bluefin Tuna (CCSBT);
- Indian Ocean Tuna Commission (IOTC);
- Southern Indian Ocean Fisheries Agreement (SIOFA);
- South Pacific Regional Fisheries Management Organisation (SPRFMO);
- Western & Central Pacific Fisheries Commission (WCPFC).

In addition, the aquaculture sector falls under the responsibility of the Department of Agriculture and Water Resources, but the primary responsibility for regulating aquaculture rests with the states and Northern Territory government departments.

²⁶ <http://www.agriculture.gov.au/fisheries/domestic/zone>

5.2 Production

Fisheries

Australia reports – for most statistical purposes – annual figures for the period July–June, and the last period for which figures have been published, is July 2015 to June 2016. Australian catches amounted to 174.247 tonnes in 2015–2016, of which 73% was fish, 20% crustaceans, and 7% molluscs. In terms of value, fish only accounted for 30% of the value, while crustaceans represented as much as 60%. Molluscs represented 10% of the catch value. Total catch value of the fisheries sector in 2015–2016 was approximately AUD 1–750 million, which corresponded to EUR 1.193 million. The sector experienced a volume growth of 13%, equivalent to 20.000 tonnes in 2015–2016, while value increased by 8%.

Table 8. AUSTRALIAN FISHERIES PRODUCTION

		2011–12	2012–13	2013–14	2014–15	2015–16
Volume	Fish	113.803	108.700	105.083	104.666	126.497
	Crustaceans	33.014	32.996	37.114	35.979	35.114
	Molluscs	12.248	15.410	11.020	13.375	12.392
	Other	230	177	285	231	245
	Total	159.294	157.283	153.504	154.251	174.247
Value (AUD 1000)	Fish	452.304	449.524	414.951	431.024	516.282
	Crustaceans	664.510	718.619	924.222	1.007.442	1.056.066
	Molluscs	181.334	198.358	173.414	176.022	176.314
	Other	7.343	900	1.155	1.182	921
	Total	1.305.490	1.367.401	1.513.742	1.615.670	1.749.583
Total value (EUR 1000)	Total	1.024.308	1.085.149	1.024.453	1.125.368	1.192.701

Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

The most valuable species in the Australian fisheries is rock lobster. In 2015–2016, 10.100 tonnes of rock lobster were caught, which were worth close to AUD 695 million, corresponding to a unit value of approximately 69 AUD/kg (47 EUR /kg). The fisheries of shrimp (commonly referred to as prawn in Australia) are also an important contribution to the catch value. In 2015–2016, prawn catches were approximately 20.000 tonnes, with a value of more than AUD 300 million. The major species are tiger prawn and banana prawn.

The most valuable category of fish species is tuna, of which the Southern bluefin tuna is the major species. The Southern bluefin tuna industry operates out of South Australia with Port Lincoln as the major port. The waters outside Port Lincoln are also where the tuna is destined for fattening and transferred to on-growing cages.

Yellowfin tuna and bigeye tuna are common species caught in Australia, in addition to other migratory species such as sharks (gummy shark, school shark etc.), marlins and other billfish.

Aquaculture

The value of Australian aquaculture production has steadily increased over the past few years. Salmonids, mostly consisting of Atlantic salmon, were the major driver for this growth. There is minor production also of large rainbow trout, but the share has declined over the past five years.

Oysters are the second most important aquaculture sector in Australia including both the culture of oysters for food utilization, and for the production of pearls.

Moreover, both tuna and prawns rank among the top farmed species. While the value of prawn production has seen an increase over the past seven years, that for tuna fattening has been stagnating.

Table 9. AUSTRALIAN AQUACULTURE PRODUCTION (value in AUD 1000)

	2008–09	2009–10	2010–11	2011–12	2012–13	2013–14	2014–15	2015–16
Salmonids	326.218	369.491	427.433	513.638	518.014	542.956	630.842	717.714
Tuna	157.777	102.175	114.500	150.000	153.500	122.400	130.670	126.870
Edible oyster	92.875	100.917	97.323	90.071	93.547	91.297	93.015	97.041
Prawns	56.841	75.400	57.332	60.454	60.062	63.522	86.288	86.485
Pearl oyster	90.099	104.622	120.077	102.312	79.170	60.728	67.863	78.354
Barramundi	31.661	32.028	35.730	40.811	32.771	33.857	37.058	34.979
Abalone	23.056	15.440	16.389	19.192	23.685	25.714	28.698	28.659
Other	88.186	77.527	78.884	62.806	95.005	56.344	112.447	136.632
Total	866.712	877.600	947.667	1.039.284	1.055.754	996.818	1.186.881	1.306.733

Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

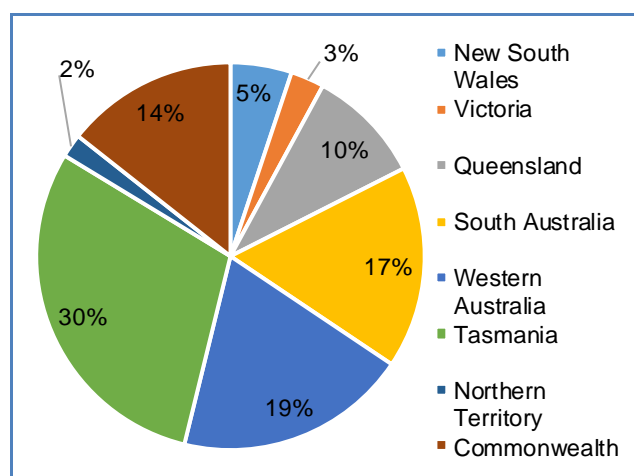
Table 10. AUSTRALIAN AQUACULTURE PRODUCTION (volume in tonnes)

	2008–09	2009–10	2010–11	2011–12	2012–13	2013–14	2014–15	2015–16
Salmonids	30.048	31.964	36.841	44.151	43.027	41.846	48.614	56.319
Edible oyster	14.227	14.931	13.927	12.559	12.382	11.552	10.970	11.345
Tuna	8.786	7.284	5.800	7.087	7.486	7.544	8.418	8.895
Prawns	3.985	5.280	3.970	4.021	3.742	3.774	5.282	4.628
Blue Mussels	3.372	3.465	3.115	3.672	3.679	3.237	3.678	3.625
Barramundi	2.966	3.628	4.352	4.473	3.560	3.440	3.772	3.542
Abalone	681	455	491	604	724	825	850	757
Other	6.132	6.822	8.165	5.264	5.462	2.813	7.734	7.933
Total	70.196	73.829	76.662	81.833	80.061	75.032	89.318	97.046

Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

Salmonids production takes place in Tasmania, while other species are specific to other states. The tuna fattening sites are located in Southern Australia, barramundi and shrimp operations are primarily located in Queensland, and New South Wales, Southern Australia and Tasmania are all home for the edible oyster farming. While the farming of abalone and blue mussels is done along the southern coast line (Western Australia, Southern Australia and Victoria), the pearl oyster industry is based out of Western Australia.

Figure 49. FISHERIES AND AQUACULTURE IN AUSTRALIA – VALUE DISTRIBUTION (STATE AND COMMONWEALTH)



Source: Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

Salmonids represent nearly 60% of the volume of Australian aquaculture production, followed by edible oyster and tuna. In terms of value, salmonids have been the main driver behind the growth over the past years. From 2008–2009 until 2015–2016, the growth was nearly 90%.

Combining the value of both fisheries and aquaculture, Tasmania was the most important state in terms of value (30%) in 2015–2016, followed by Western Australia (19%) and South Australia (17%).

The value of Commonwealth fisheries is driven by tunas (other than Southern bluefin tuna), small pelagics, sharks, whiting and prawns (for nearly half of the total). In 2015–2016, 14% of the total value of fisheries and aquaculture production in Australia was represented by Commonwealth.

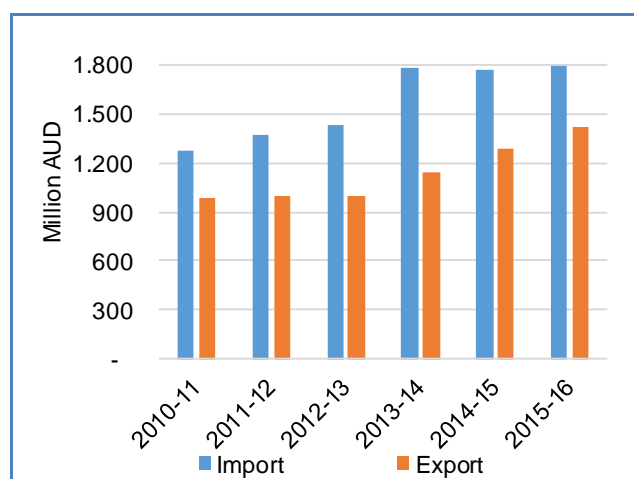
5.3 Seafood processing

There is only a limited processing activity present in the Australian seafood industry. There are a few clusters or hubs which are significant, with Tasmania as the primary processing state for fresh gutted salmon exports, as well as higher-processed products for the domestic market, such as salmon fillets and smoked salmon.

Besides being one of the most important fisheries ports, Port Lincoln is also home to a quite varied processing structure. Various types of tuna, including the farmed Southern bluefin, as well as farmed kingfish, are processed there. Oysters, mussels, rock lobsters and abalone are also processed and traded through Port Lincoln, which is also one of the major shipping ports for other outbound commodities, such as wheat and meat.

5.4 Trade

Figure 50. **AUSTRALIAN EDIBLE SEAFOOD TRADE BALANCE**



Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

Australian seafood trade is dominated by exchanges with Asian counterparts. While imports are characterized by a large share of processed and prepared (i.e. canned) products, exports are into a far stronger degree either live, fresh whole or frozen whole.

Throughout the last decade, Australia has shifted from being a net exporter until 2006–2007²⁷, to a situation where imports have surpassed exports in value, every year since 2007–2008.

Non-food products originating from fisheries and aquaculture are both imported and exported by Australia. Exports consist primarily of pearl oysters, where the pearls are later re-imported. Also, there is a notable import of fishmeal and fish oil. In 2015–2016, Australia imported fishmeal and fish oil worth more than AUD 60 million each.

Between 2013–2014 and 2015–2016, exports of pearl oysters declined from AUD 240 million to 150 million, while the value of re-imports of pearls increased from around AUD 100 to 140 million in the same period.

Exports

Table 11. **AUSTRALIAN EXPORTS OF EDIBLE SEAFOOD BY MAIN MARKETS** (volume in tonnes, value in million AUD)

	Volume			Value		
	2013–14	2014–15	2015–16	2013–14	2014–15	2015–16
Vietnam	9.837	11.201	9.895	566	716	682
Hong Kong	4.750	4.538	5.029	209	192	205
Japan	11.124	11.958	13.395	192	192	205
China	1.736	3.485	6.609	37	49	105
United States	803	1.228	2.150	22	28	45
Singapore	963	1.256	1.224	34	35	35
Taiwan	433	685	1.032	14	15	21
New Zealand	3.783	2.973	3.903	14	14	20
Other	5.474	5.936	18.816	51	52	82
Total	38.904	43.261	62.055	1.138	1.293	1.418

Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

²⁷ <http://www.agriculture.gov.au/SiteCollectionDocuments/fisheries/aus-seafood-trade.pdf>

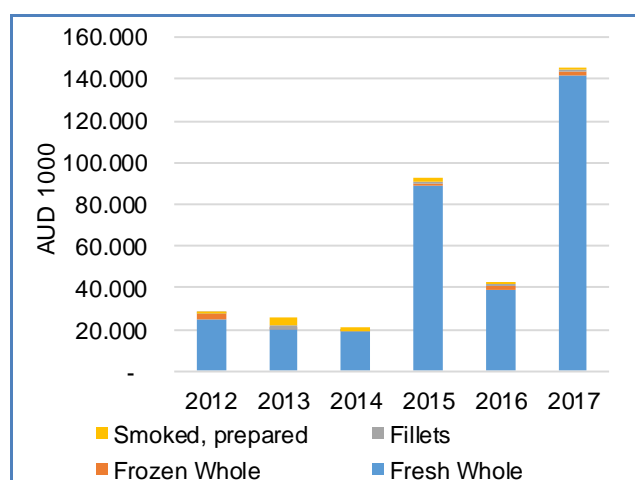
Vietnam is the major destination market, absorbing nearly 90% of the value of Australian exports of rock lobsters. The total value of Vietnamese imports from Australia in 2015–2016 was AUD 682 million. Hong Kong and Japan follow with AUD 224 and 205 million, respectively. Exports to Hong Kong are more diverse, with abalone, rock lobster and prawns as the most important categories. Exports to Japan are dominated by tuna (frozen and fresh whole tuna representing two thirds of the total), with prawns, abalone and salmon at 14%, 7% and 6 %, respectively.

Table 12. **AUSTRALIAN EXPORTS OF EDIBLE SEAFOOD BY MAJOR SPECIES** (volume in tonnes, value in million AUD)

Species	Volume			Value		
	2013–14	2014–15	2015–16	2013–14	2014–15	2015–16
Rock lobster	7.966	8.203	7.987	590.293	691.232	693.199
Abalone	2.742	2.578	2.615	170.043	173.753	181.982
Tuna	11.000	12.069	13.752	135.539	150.993	163.255
Prawns	7.055	6.491	6.689	100.976	94.166	114.384
Salmonids	1.817	4.955	8.038	17.396	48.142	79.936
Live fish	910	775	800	34.174	29.862	30.179
Scallop	549	297	364	13.576	10.674	11.698
Crab	421	565	558	5.534	7.948	7.614
Swordfish	443	478	554	3.921	4.404	6.904
Other	6.001	6.850	20.698	66.896	81.483	129.173
Total	38.904	43.261	62.055	1.138.348	1.292.656	1.418.323

Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

Figure 51. **AUSTRALIAN EXPORTS OF ATLANTIC SALMON TO CHINA, BY CATEGORY**



Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

Exports to China are also quite diverse. In less than two years, fresh gutted Atlantic salmon has overtaken the lead role as the main export product over abalone, prawns and rock lobster.

Fresh gutted salmon represents around 97% of the total export value for salmon.

The increase has continued until recently: the development from 2012 to 2017 shows that the growth in 2017 (primarily the second half) has been the strongest.

The unit value of every kilogram of seafood exports from Australia, has over this three-year period been 3–4 times higher than the corresponding unit-value per kilogram of seafood imports. This underlines the fact that Australian seafood exports are dominated by high value crustaceans and molluscs, such as rock lobster and abalone, while also a majority of the fish exports are within the high-end segments, such as bluefin tuna, salmon, barramundi and coral trout (grouped).

Imports

Table 13. **AUSTRALIAN IMPORTS OF EDIBLE SEAFOOD BY MAJOR SUPPLIERS** (volume in tonnes, value in million AUD)

	Volume			Value		
	2013–14	2014–15	2015–16	2013–14	2014–15	2015–16
Thailand	66.373	66.076	61.280	417	422	416
China	41.079	35.186	34.959	342	285	292
Vietnam	31.880	31.597	32.743	342	285	292
New Zealand	31.342	28.115	27.644	207	190	200
Indonesia	8.369	9.226	9.697	73	86	90
Malaysia	11.346	10.993	10.294	98	95	89
Norway	3.238	4.659	4.338	45	68	67
Taiwan	7.727	7.573	8.025	44	58	60
United States	7.021	6.276	6.991	56	53	55
Denmark	2.434	3.247	2.378	45	58	48
Other	26.691	24.644	24.400	112	167	184
Total	237.500	227.592	222.749	1.781	1.767	1.793

Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

Thailand is the major origin of Australian seafood imports, which are primarily canned/prepared tuna, canned salmon, prawns (warm-water shrimp) and other preserved seafood. China is also shipping a great variety of seafood products to Australia, but prawns, squid, scallops are the most important with 39%, 18% and 11% of total import value, respectively. Vietnam ranks as the third most important supplier and is the largest supplier of prawns and a major source of various frozen fish (i.e. frozen pangasius fillets).

New Zealand is among the top four countries of origin of Australian imports, with major products being salmonids and molluscs, in addition to various fresh and frozen whitefish products (hoki, hake and orange roughy).

Other South-East Asian countries like Malaysia and Indonesia are important suppliers, primarily for prawns, prepared tuna, prepared/canned other fish and squid.

Norway and Denmark are the only European countries among Australia's main suppliers, large enough in value to be included among the top 10, with salmon and smoked salmon, respectively, as the major products exported. Other EU countries are ranked among the top 20, namely Poland, Italy, the UK and Germany, where canned and prepared fish of various categories are dominating.

Table 14. **AUSTRALIAN IMPORTS OF EDIBLE SEAFOOD BY MAJOR SPECIES** (volume in tonnes, value in million AUD)

Species	Volume			Value		
	2013–14	2014–15	2015–16	2013–14	2014–15	2015–16
Prawns	38.672	32.359	31.919	495.113	431.201	400.871
Tuna	50.129	49.155	44.859	296.105	283.894	274.792
Salmonids	14.243	16.127	15.059	167.451	190.654	184.683
Squid & Octopus	23.166	22.254	23.380	114.470	111.575	134.837
Lobsters and Crabs	3.078	3.144	2.784	50.703	59.357	58.566
Scallops	3.456	2.864	2.624	52.907	49.552	54.998
Hake	4.510	4.931	5.123	19.450	21.841	23.576
Mussels	3.568	3.134	3.329	19.122	17.922	20.022
Other fish	91.929	89.610	89.440	521.889	558.207	589.594
Other Crustaceans & Molluscs	4.750	4.014	4.231	43.961	42.869	50.728
Total	237.500	227.592	222.749	1.781.172	1.767.073	1.792.666

Source: ABARES (Australian Bureau of Agricultural Resource Economics and Sciences).

Trade with the EU

Table 15. **SEAFOOD TRADE BALANCE BETWEEN AUSTRALIA AND THE EU** (volume in tonnes, value in EUR 1000)

2016		2015	2016	2017
EU Export to Australia	Volume	10.313	11.698	11.940
	Value	81.636	93.656	116.663
EU Import from Australia	Volume	785	1.316	1.237
	Value	11.276	13.773	15.903

Source: Eurostat. Comext.

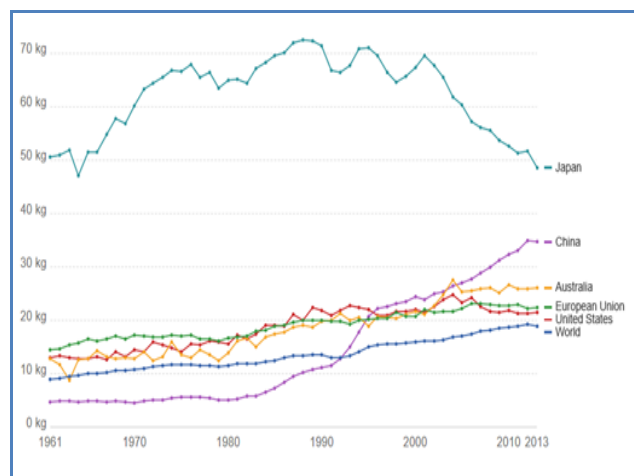
The trade in seafood between the EU and Australia is minor, with the EU exporting far more to Australia, than Australia to the EU. Smoked salmon, and various types of canned seafood, are the major products exported to Australia. From Australia to the EU, it is typically products with a higher unit value being traded, such as abalone, tropical shrimp, tuna, and certain high-value marine fish (i.e. grouper).

5.5 Consumption

Seafood consumption in Australia has during the last two decades, for which FAO estimates are available, developed nearly in line with the global growth. While global per capita consumption has grown by more than 40% between 1993 and 2013, Australian growth has been at 30%. In comparison, the EU per capita consumption in the same period increased by 17%. This contrasts with the US, where consumption declined by 6%, and Japan by 28%.

According to IBIS World, an Australian branch research company, seafood consumption per capita in Australia saw a slight decrease through the two years between 2013–2014 and 2015–2016 (–2%). At the same time, IBIS World anticipates a growth in seafood consumption over the next five-year period.

Figure 52. **AUSTRALIAN SEAFOOD CONSUMPTION BETWEEN 1963 – 2013**



Source: FAO²⁸.

Characteristics of Australian seafood consumption include the fact that through the trade of seafood products, high priced species of fish, crustaceans and molluscs are being exported in exchange for imports of lower priced fish fillets, frozen preparations of shrimp, squid and octopus, as well as canned tuna and salmon. According to domestic research on Australian seafood consumption²⁹, the canned fish consumed in Australia generally consists of low value tuna products, such as skipjack tuna. The low cost, white boneless flesh and neutral flavour of the imported fish (predominantly pangasius), makes it attractive to a large cross section of the Australian community.

²⁸ <https://ourworldindata.org/meat-and-seafood-production-consumption#per-capita-trends-in-meat-consumption>

²⁹ <http://www.agriculture.gov.au/SiteCollectionDocuments/fisheries/aus-seafood-trade.pdf>

6 Global highlights

Sustainable fisheries / EU: Fishing businesses in the Atlantic, North Sea and Baltic Sea are making record profits, thanks to a solid recovery of popular fish stocks such as North Sea cod and Northern hake. Today, 53 out of 76 stocks for which data are available are fished sustainably – compared to 44 stocks in 2017 and just 5 stocks in 2009. For stocks managed by the EU, 97% by volume are being fished at sustainable levels. In 2015, EU fishing fleets registered record-high net profits of almost EUR 800 million representing a 60% increase in two years, making fisheries one of the EU's strongest growing sectors³⁰.

Supply / Norway: In February 2018, Norway exported 176.935 tonnes of seafood with a value of EUR 0,73 billion. This represents a volume decline of 66.500 tonnes (–27%) and a reduction in export value of EUR 66 million (–8%) compared with February 2017. In February 2018, Norway exported 75.700 tonnes of salmon with an export value of EUR 0,5 billion, recording a decline of EUR 23 million or 5%, compared with February 2017. At the same time, volume exports increased by 3.700 tonnes (5%)³¹.



Supply / Canada: The value of Canadian fish and seafood exports continued trending upward in 2017, with an overall increase of EUR 195 million (+5%) over the previous year and total sales reaching EUR 4,3 billion. Among 137 destinations worldwide, the largest growth market for Canada's exports was China, which saw a 25% increase (EUR 121 million) from 2016, followed by Japan at 13% (EUR 25 million). Exports to the US were steady at a value of EUR 2,7 billion. The top three species exported by Canada in 2017 were lobster, snow/queen crab and Atlantic salmon³².

Supply / Scotland: In Scotland, of total food and drink exports worth approximately EUR 6,7 billion in 2017, fish and seafood accounted for the majority of food exports. They are worth approximately EUR 1,06 billion and increased 23% from 2016³³.

Electronic Market / Fisheries / Croatia: Since February 2018, Croatia has its first electronic fish market, "Buy Fish Shop", and the target for the trader is to reach the planned amount of fish for the fishermen to sell the fish at the best price available. The fishermen and merchants are free to decide and agree on a pick-up point and the payment method. The electronic market is foreseen to be ready for the Italian market as well. This electronic fish market is available in Croatian, Slovenian, and Italian languages³⁴.

Fisheries / Fisherwomen / FAO / Publication: A new FAO's publication on women in fisheries, "Women's participation and leadership in fisherfolk organizations and collective action in fisheries: a review of evidence on enablers, drivers and barriers" has been published. The paper identifies some of the barriers faced by women to gain equal access to organisations and decision-making³⁵.

Consumption / Seafood / Germany: PrimeFish, the European funded research project by the Horizon 2020 Programme, presented a German consumer study at the *Fish International 2018* in Bremen. The German consumers with the highest willingness to pay for seafood, consists of young males and females with medium-to-high education levels, high incomes and mostly living in small family units (one or two members, without kids). The most preferred fish by German consumers are salmon (25%), trout (16%), pangasius (14%), herring (12%), cod (10%), seabass (7%) and seabream (6%)³⁶.

³⁰ https://ec.europa.eu/fisheries/tackling-overfishing-%E2%80%93-eu-push-sustainability-shows-results_en

³¹ <https://en.seafood.no/news-and-media/news-archive/norwegian-seafood-exports-decline-generally-in-february-but-shored-up-by-growth-in-codfish-exports/>

³² <https://www.canada.ca/en/fisheries-oceans/news/2018/03/fisheries-and-oceans-canada-releases-2017-trade-figures-canadian-fish-and-seafood-exports-continue-to-grow.html>

³³ <https://news.gov.scot/news/exports-hit-record-gbp-6-billion>

³⁴ <https://www.buyfish.eu/About.aspx>

³⁵ <http://www.fao.org/documents/card/en/c/i8480en>

³⁶ <http://primefish.eu/blog/412>

7 Macroeconomic context

7.1 Marine fuel

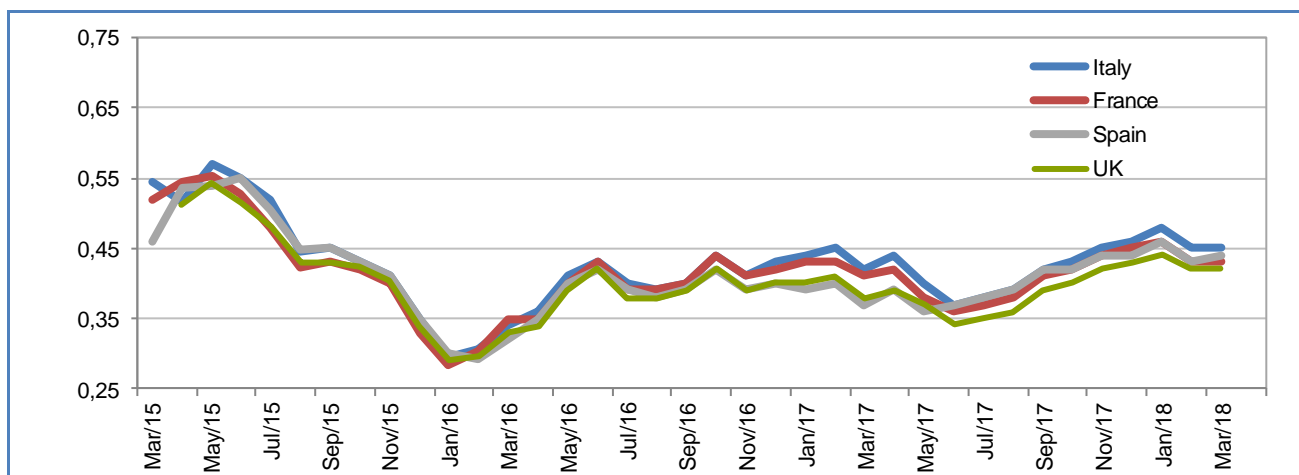
Average prices for marine fuel in **March 2018** ranged between 0,42 and 0,45 EUR/litre, in ports in **France, Italy, Spain, and the UK**. These prices were about 1% higher than in the previous month, but from March 2017, the increase was much larger, as much as 19% higher in Spanish ports and 11% higher in the UK.

Table 16. **AVERAGE PRICE OF MARINE DIESEL IN ITALY, FRANCE, SPAIN, AND THE UK (EUR/litre)**

Member State	March 2018	Change from Feb 2018	Change from Mar 2017
France (ports of Lorient and Boulogne)	0,43	0%	5%
Italy (ports of Ancona and Livorno)	0,45	0%	7%
Spain (ports of A Coruña and Vigo)	0,44	2%	19%
The UK (ports of Grimsby and Aberdeen)	0,42	0%	11%

Source: Chamber of Commerce of Forlì-Cesena, Italy; DPMA, France; Spain; ARVI (January 2013–March 2015); MABUX (April 2015–March 2018).

Figure 53. **AVERAGE PRICE OF MARINE DIESEL IN ITALY, FRANCE, SPAIN, AND THE UK (EUR/litre)**



Source: Chamber of Commerce of Forlì-Cesena, Italy; DPMA, France; Spain; ARVI (January 2013–March 2015); MABUX (April 2015–March 2018).

7.2 Consumer prices

The EU annual inflation rate was at 1,3% in February 2017, down from 1,6% in January 2018. A year earlier it was 2,0%.

Inflation: lowest rates in February 2018, compared with January 2018.



Inflation: highest rates in February 2018, compared with January 2018.



Table 17. HARMONISED INDEX OF CONSUMER PRICES IN THE EU (2015 = 100)

HICP	Feb 2016	Feb 2017	Jan 2018	Feb 2018	Change from January 2018	Change from February 2017
Food and non-alcoholic beverages	100,09	102,63	103,99	103,84	↓ 0,14%	↑ 1,18%
Fish and seafood	102,03	105,96	109,43	107,92	↓ 1,38%	↑ 1,85%

Source: Eurostat.

7.3 Exchange rates

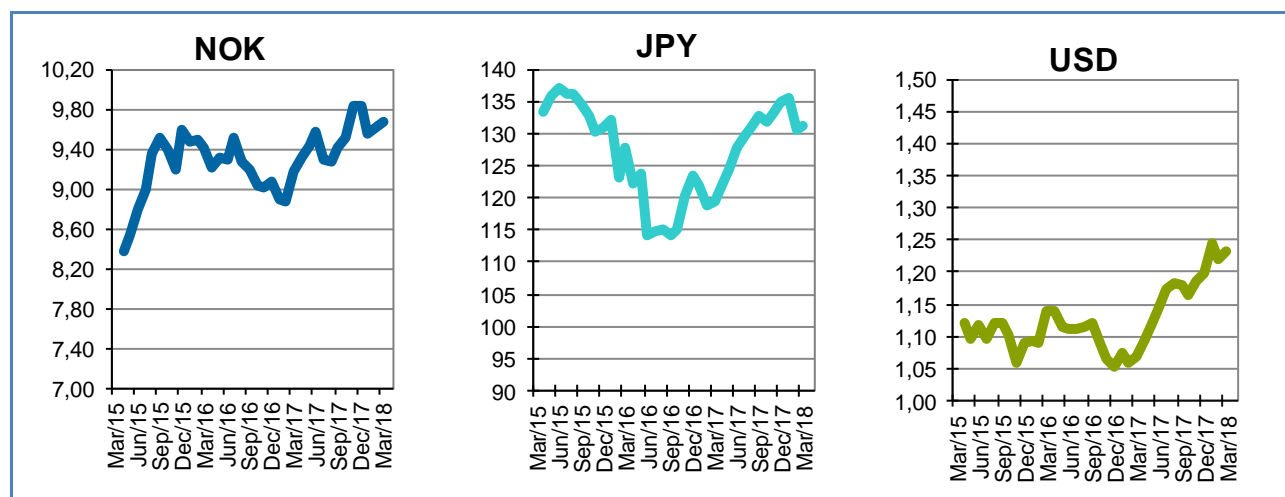
Table 18. EXCHANGE RATES FOR SELECTED CURRENCIES

Currency	Mar 2016	Mar 2017	Feb 2018	Mar 2018
NOK	9,4145	9,1683	9,6153	9,6770
JPY	127,90	119,55	130,72	131,15
USD	1,1385	1,0691	1,2214	1,2321

Source: European Central Bank.

In March 2018, the euro appreciated against the US dollar (+0,9%), the Japanese yen (+0,3%), and the Norwegian krone (+ 0,6%) over February 2018. For the past six months, the euro has fluctuated around 1,21 against the US dollar. Compared with a year earlier (March 2017), the euro has appreciated 5,5% against the Norwegian krone, 9,7% against the Japanese yen, and 15,2% against the US dollar.

Figure 54. TREND OF EURO EXCHANGE RATES



Source: European Central Bank.

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First sales: European Commission, FishBase, ICES.

Consumption: EUROPANEL.

Case study: Merriam-Webster, ADISUR, ADEPALE, Comext, FranceAgriMer, Kantar Worldpanel.

Global highlights: European Commission, Directorate-General for Maritime Affairs and Fisheries (DG MARE); Norwegian Seafood Council, PrimeFish, Fisheries and Oceans Canada, Scottish Government, FAO, BuyFish.eu.

Macroeconomic context: EUROSTAT; Chamber of Commerce of Forlì-Cesena, Italy; DPMA, France; ARVI, Spain; MABUX, European Central Bank.

The underlying first-sales data is in a separate Annex available on the EUMOFA website. Analyses are made at aggregated (main commercial species) level and according to the EU Electronic recoding and reporting system (ERS). In the context of this study, analyses are led in current prices.

The European Market Observatory for Fisheries and Aquaculture Products (EUMOFA) was developed by the European Commission, representing one of the tools of the new Market Policy in the framework of the reform of the Common Fisheries Policy. [Regulation (EU) No 1379/2013 art. 42].

As a market intelligence tool, EUMOFA provides regular weekly prices, monthly market trends, and annual structural data along the supply chain.

The database is based on data provided and validated by Member States and European institutions. It is available in 24 languages.

EUMOFA website is publicly available at the following address: www.eumofa.eu.