

Monthly Highlights

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Fisheries and Aquaculture Products

In this issue

Between January–March 2017 and January–March 2018, both Poland and Sweden saw growth in first-sales value and volume. The increases were mainly due to herring's sales. In the same period, first-sales decline in both value and volume occurred in Estonia, France, Italy, Latvia, Portugal, and the UK.

Over the past 36 months (April 2015–March 2018), the first-sales average prices of deep-water rose shrimp were the highest in Portugal, followed by Spain and Italy.

In February, the average retail price of fresh European seabass for household consumption was the highest in the UK (18,96 EUR/kg) and the lowest in Portugal (6,94 EUR/kg).

Weekly prices of extra-EU imports of Norwegian salmon continue to recover from a late-2017 low point, while the price of Ecuadorian shrimp seems to have evened off after a decline.

The EU is one of the leading import markets for fisheries and aquaculture products in the world. In 2017, the overall demand for products grew and this was reflected in the traded value which reached EUR 56,9 billion, an increase up 5% over 2016.

In Bulgaria, the total fisheries and aquaculture production was 24.376 tonnes in 2016, of which 65% came from farming. In Romania, in recent years, landings from Black Sea fisheries have become significant due to the increased landings of *Rapana venosa*.

In 2017, there was an increase in the global production of fishmeal and fish oil, mainly in Peru, Chile and the Nordic countries, which all have experienced increased landings of small pelagics destined for industrial use.



Contents

First sales in Europe

Deep-water rose shrimp (Italy, Portugal, Spain), Norway lobster (Denmark, France, the UK)

Extra-EU imports

Weekly average EU import price conditions for selected products from selected countries of origin

Consumption

European seabass in Italy, Portugal, Spain, and the UK

Case studies

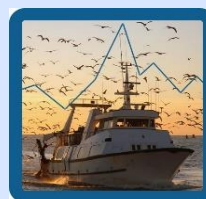
EU trade in 2017

Fisheries and aquaculture in Bulgaria and Romania

Global Highlights

Macroeconomic context

Marine fuel, consumer prices, exchange rates



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1 First sales in Europe

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

1.1 Compared to the same period last year

Increases in value and volume: Poland and Sweden experienced growth in first-sales value and volume. In Poland, first sales grew by 1% in value and 11% in volume, due mainly to high supply of herring. In Sweden, first-sales significantly rose mainly because of high catches of herring and sprat.

Decreases in value and volume: Total first-sales value dropped in Estonia, France, Italy, Latvia, Portugal, and the UK. The decrease in first sales was particularly high for Latvia, which saw lower sales of one of the main species, sprat, and for the United Kingdom, where value decreased due to lower sales of high-valued scallop, whereas volume decreased because of low mackerel harvests.

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

Country	January–March 2016		January–March 2017		January–March 2018		Change from January–March 2017	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
BE	4.876	17,56	4.652	16,43	4.265	17,35	-8%	6%
DK	43.630	69,02	53.778	75,10	54.712	73,29	2%	-2%
EE	21.742	4,76	17.570	3,65	16.145	3,16	-8%	-13%
FR	47.834	158,89	49.165	166,28	45.882	161,75	-7%	-3%
IT*	17.327	68,07	18.967	69,55	15.684	63,87	-17%	-8%
LV	19.544	4,24	20.891	4,30	14.919	2,73	-29%	-36%
LT	565	0,46	546	0,62	652	0,59	19%	-5%
NO	921.030	746,49	951.078	758,32	1.044.045	717,81	10%	-5%
PL	38.435	12,51	38.412	12,10	42.464	12,18	11%	1%
PT	14.171	36,42	15.227	44,04	13.914	37,85	-9%	-14%
SE	46.278	22,83	23.646	14,68	49.030	21,98	107%	50%
UK	126.204	202,74	107.899	178,00	69.459	104,26	-36%	-41%

Source: EUMOFA (updated 17.05.2018); volume data is reported in net weight.

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

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 In March 2018

Increases in value and volume: First sales grew in Belgium, Sweden and Norway over a year earlier. The increase in first sales was particularly high for Sweden mainly due to herring (+118% in value and +180% in volume), while Norway experienced increases owing to large harvests of miscellaneous small pelagics.

Decreases in value and volume: Total first sales dropped in Denmark, Estonia, Italy, Latvia, Poland, Portugal, and the UK. The decreases were particularly high in Latvia due largely to low supplies and weak prices of some of the top species such as herring and sprat. Portugal experienced a strong decrease in both first sales mainly because of a lower catch and weak average prices of horse mackerel and octopus - which is one of the most valued among the top species.

Table 2. **MARCH FIRST-SALES OVERVIEW OF THE REPORTING COUNTRIES**
(volume in tonnes and value in million EUR)

	March 2016		March 2017		March 2018		Change from March 2017	
Country	Volume	Value	Volume	Value	Volume	Value	Volume	Value
BE	1.592	6,55	1.272	5,56	1.498	7,14	18%	28%
DK	14.406	24,61	11.455	21,58	11.293	19,90	-1%	-7%
EE	5.971	1,51	6.330	1,33	5.468	1,12	-14%	-16%
FR	17.565	55,25	17.188	56,94	16.319	57,30	-5%	1%
IT*	5.658	24,43	7.781	28,75	5.467	23,73	-30%	-17%
LV	6.438	1,40	8.005	1,67	4.443	0,81	-44%	-51%
LT	249	0,17	224	0,20	223	0,15	0%	-23%
NO	400.566	283,78	433.414	293,10	467.076	299,83	8%	2%
PL	16.976	5,12	18.201	5,50	12.451	3,76	-32%	-32%
PT	5.378	13,84	6.540	15,15	3.310	11,26	-49%	-26%
SE	14.760	7,82	8.814	4,94	17.264	6,89	96%	40%
UK	31.653	56,29	23.946	44,39	14.951	19,15	-38%	-57%

Source: EUMOFA (updated 17.05.2018); volume data is reported in net weight.

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

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

1.3 First sales in selected countries


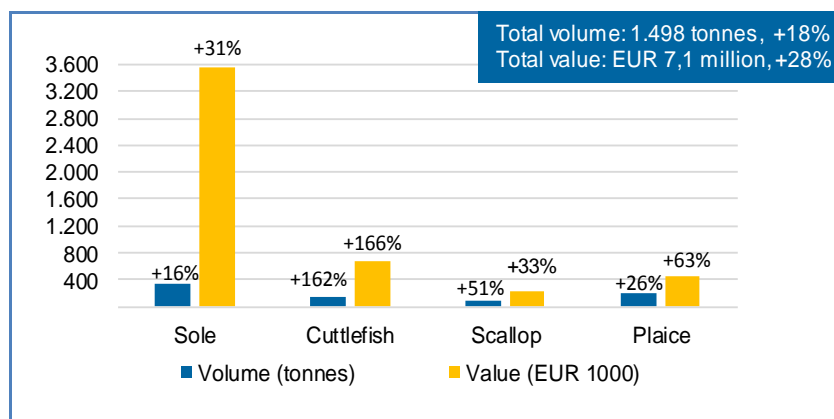
 In **Belgium** in **January–March 2018**, first sales increased in value but decreased in volume, compared with January–March 2017. The species most responsible for these trends were cuttlefish in terms of value (+80%) and gurnard in terms of volume (−35%). In **March 2018**, cuttlefish, plaice, sole and scallop caused the first-sales value and volume increases compared with March 2017. Of these, cuttlefish and plaice increased the most in value (+166% and +63%, respectively), due to the increase in volume (+162%, and +26%, respectively). Except for scallop, ray and monk, the other major species experienced higher average prices, especially turbot (+30%), reaching 15 EUR/kg.

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

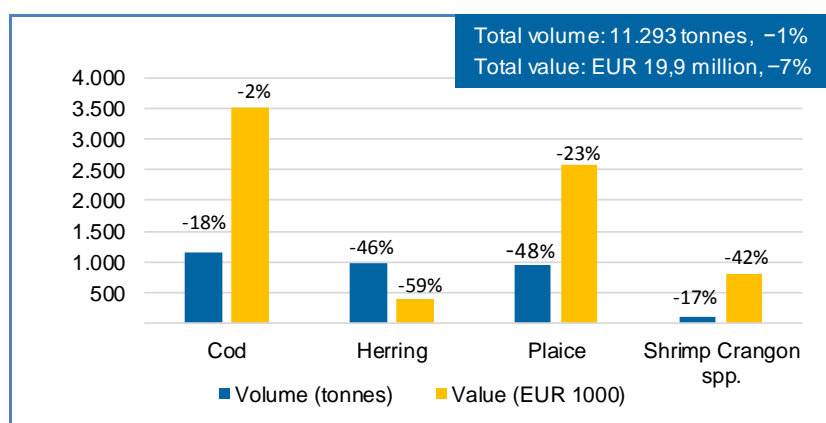


Percentages show change from previous year.

Source: EUMOFA (updated 17.05.2018).

 In **Denmark** in **January–March 2018**, first-sales value decreased, whereas volume increased, both by 2% compared with the same period in 2017. **March 2018** was a month of decline. First-sales value fell mainly due to plaice and shrimp *Crangon* spp., whereas landings declined for cod, herring, and plaice, causing an overall slight decrease in volume. In general, average prices increased the most for cod (+20%, 3,01 EUR/kg) and mussel *Mytilus* (+44%, 0,23 EUR/kg), while the price of European flounder decreased by 37% to 0,25 EUR/kg.

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



Percentages show change from previous year.

Source: EUMOFA (updated 17.05.2018).


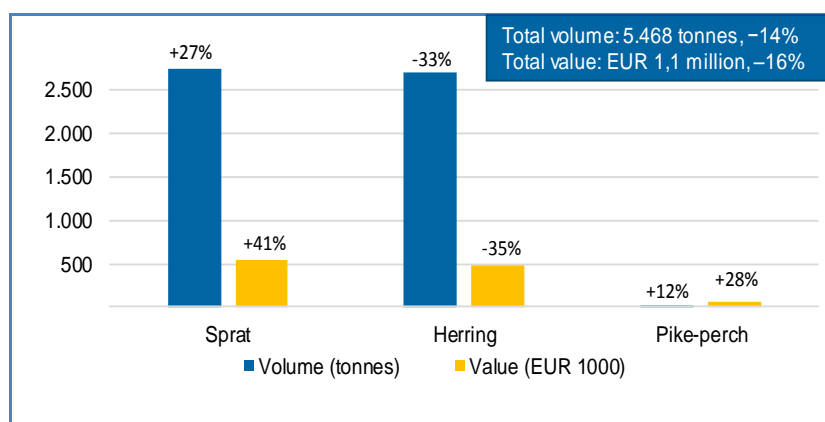
 In **January–March 2018**, **Estonia** saw moderate decreases in both first-sales value and volume from the same period a year before. These were caused by herring. In **March 2018**, the decreasing trend continued in both first-sales value and volume, compared to March 2017. This was also caused by herring (–35% in value, and –33% in volume). Except for herring, whose average price decreased by 2%, the average prices of the remaining species experienced increases: sprat prices went up by 11%, and for pike-perch by 15%.

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



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).


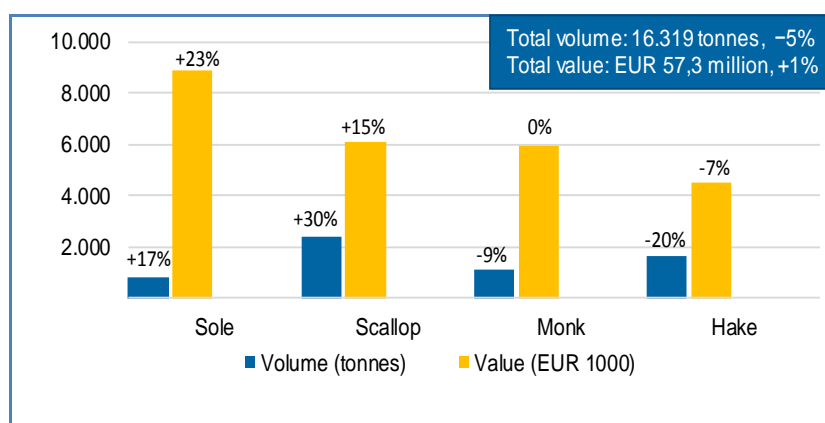
 In **January–March 2018**, first sales decreased in both value and volume from the same period in 2017. In **March 2018**, the top three species scallop, sole and cuttlefish were responsible for a general slight increase in first-sales value (+1%), which offset an overall decrease in volume (–5%). Among the top ten species, the largest decrease in volume occurred for hake (–20%) and whiting (–36%). Due to the high decrease in volume, both species experienced a high average price increase by 16% and 32%, respectively.

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



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).


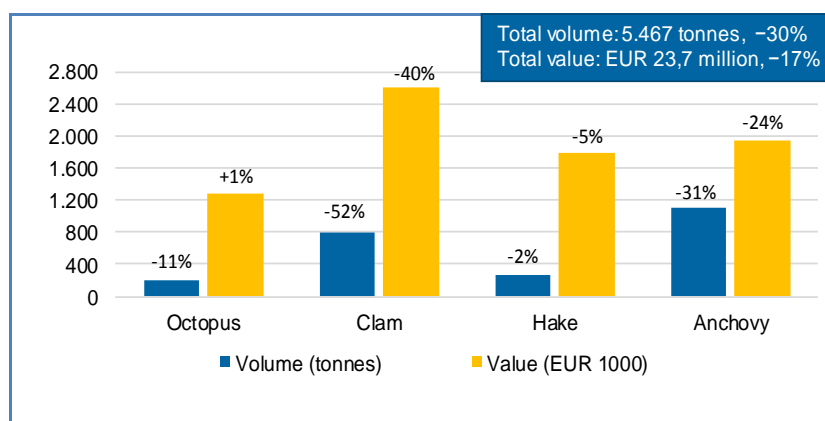
 In **January–March 2018**, first sales decreased for anchovy, clam and cuttlefish, which represented the top species responsible for overall decrease in first-sales value and volume. Due to a lower supply, the same species were the main contributors to the decrease in first-sales value in **March 2018**, compared to the same month in 2017. The first-sales average prices of all species increased by 17%, due to a lower supply in March 2018 compared to the same period in 2017.

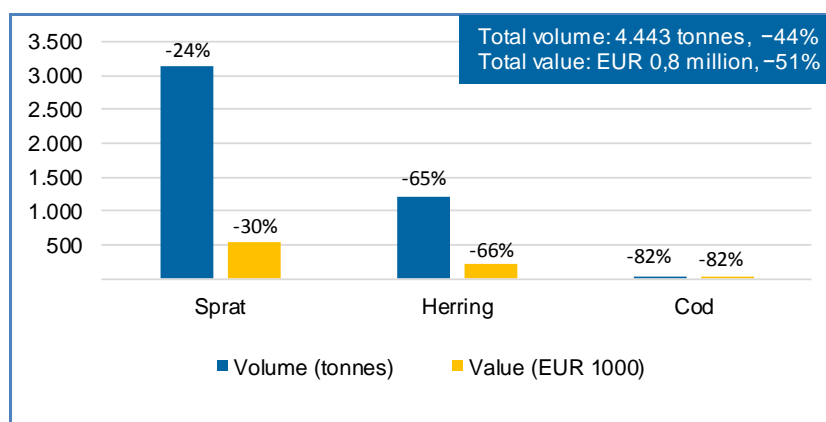
Figure 5. **FIRST SALES OF MAIN COMMERCIAL SPECIES IN ITALY, MARCH 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).

In **Latvia**, the primary factors causing the decrease in first sales during **January–March 2018** from the previous year are low volume of landings of cod, sprat, and herring. **March 2018** saw continued decreases in value and volume mainly due to the same species: herring, sprat, and cod, as well as smelt. Average prices decreased the most for sprat – down by 7% at 0,17 EUR/ kg. Of the top species, there were two which recorded average price increases in March 2018: smelt (+6%) and European flounder (+28%).

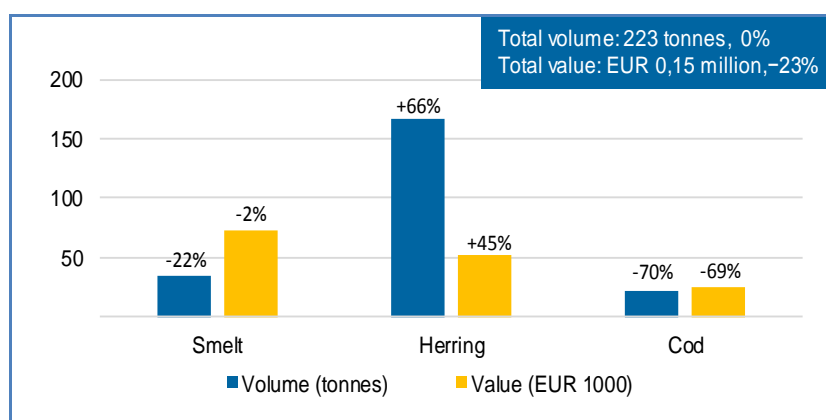
Figure 6. **FIRST SALES OF MAIN COMMERCIAL SPECIES IN LATVIA, MARCH 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).

In **Lithuania** in **January–March 2018**, first-sales value slightly decreased due to cod (-56%), whereas volume increased thanks to smelt (+45%), compared with January–March 2017. In **March 2018**, a high increase in volume of herring (+66%) contributed to a stable overall volume but that did not offset the overall first-sales value which decreased due to cod (-69%) and its low landings. Due to the high supply of herring, its average price recorded a decrease of 13%, from 0,35 EUR/kg in March 2017 to 0,31 EUR/kg in March 2018.

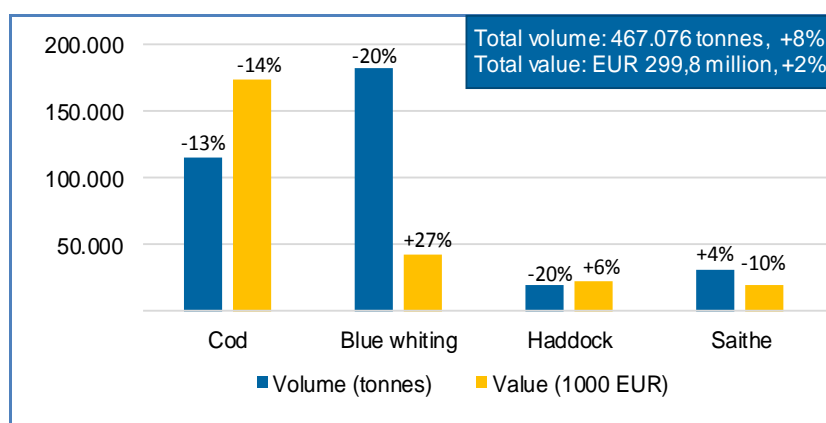
Figure 7. **FIRST SALES OF MAIN COMMERCIAL SPECIES IN LITHUANIA, MARCH 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).

In **Norway** in **January–March 2018**, first-sales value decreased because of cod, herring, and mackerel. Volume increased mainly because of miscellaneous small pelagic species. In **March 2018**, both first-sales value and volume moderately increased over March 2017. The increase in value was attributable to blue whiting (+27%), followed by haddock and saithe. In addition, volume increased for ling and redfish. Due to a decrease in volume of landings, average prices increased the most for blue whiting (+59%), and haddock (+33%).

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



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).


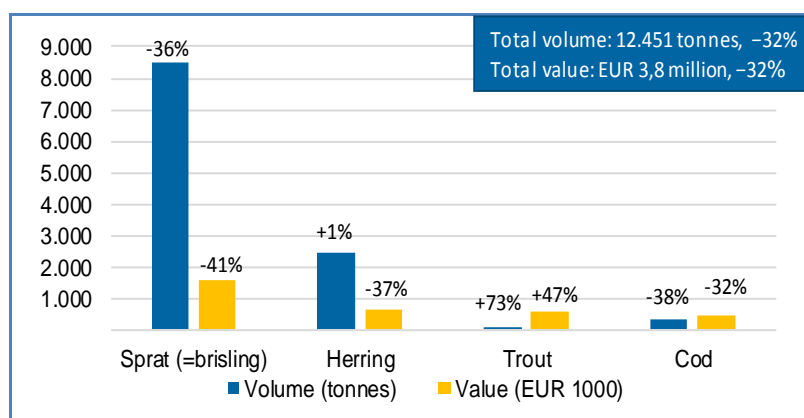
 In **Poland** in **January–March 2018**, higher first-sales value and volume of herring and European flounder were the main causes of the increases in overall value and volume over the same period in 2017. In **March 2018**, the trend was reversed, overall declines of 32% in both value and volume mainly due to sprat and European flounder. Average prices of herring were 38% lower (0,26 EUR/kg), whereas cod recorded an increase of 11% (1,55 EUR/kg) compared to March 2017.

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



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).


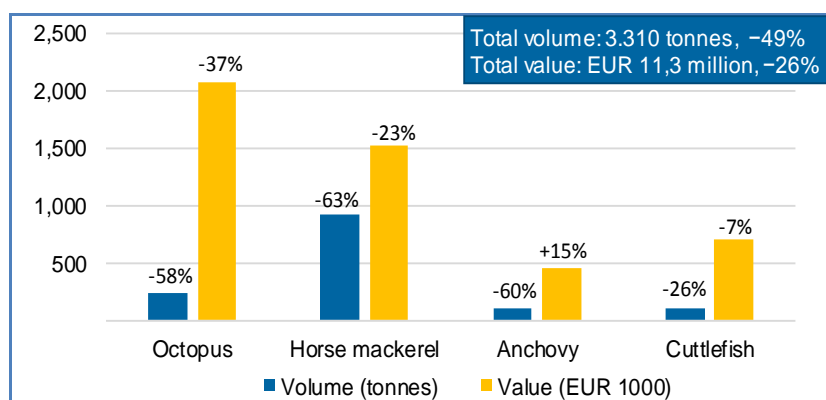
 In **Portugal**, overall first-sales value and volume fell in **January–March 2018**, resulting with decreased value of some species, including octopus, horse mackerel and European seabass. The main contributors to the volume decrease were horse mackerel and octopus. In **March 2018**, both first-sales value and volume fell as the result of same species, as well as of mackerel and anchovy. Due to significant decreases in first-sales volume, large increases were seen in the average prices of octopus (rising by 47% to 8,77 EUR/kg) and horse mackerel (up by 111% to EUR 1,67/kg) compared to March 2017.

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



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).


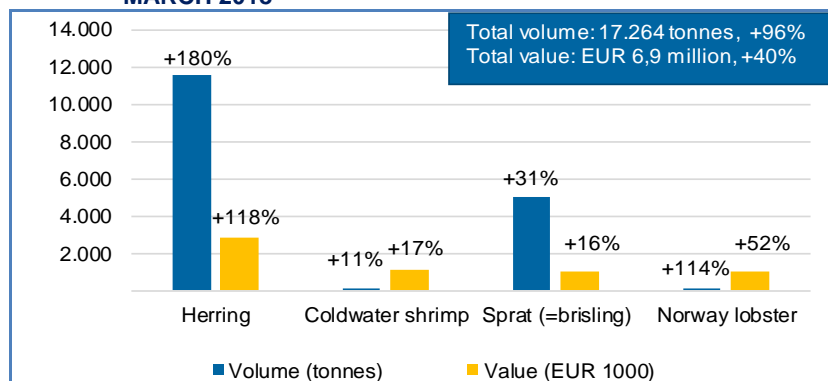
 In **Sweden**, first-sales growth in value and volume in **January–March 2018** was caused mainly by herring, Northern shrimp, sprat, saithe and Norway lobster. In **March 2018**, higher first-sales values of herring, Norway lobster and to a lesser extent sprat contributed to the continuation of the overall increase in value and volume. The added supply of herring and Norway lobster drove its average prices down by 22% and 29% in March 2018 from a year earlier.

Figure 11. **FIRST SALES OF MAIN COMMERCIAL SPECIES IN SWEDEN, MARCH 2018**

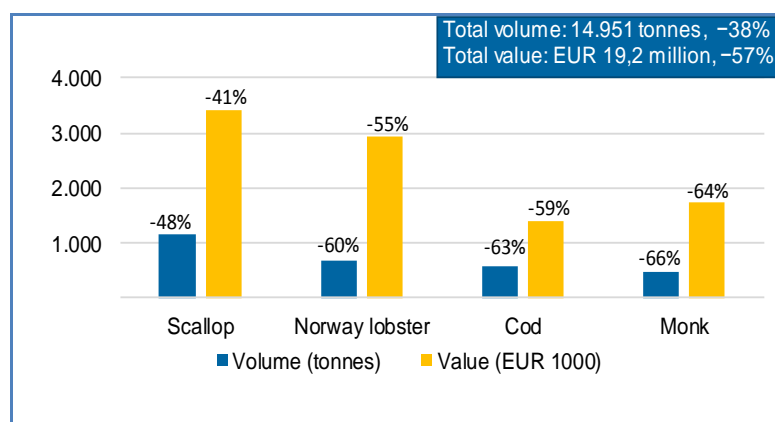


Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).



In the **UK**, in **January–March 2018**, several species contributed to reduced sales in both value and volume: mackerel, European lobster, scallop, and monk. In **March 2018**, the same trend occurred, compared with March 2017. Scallop, Norway lobster, monk, and cod contributed the most to the decrease in value. The decrease in volume was caused by scallop, haddock and Norway lobster. Average prices significantly increased for blue whiting (+53%), as well as for crab and whiting. Of the top species, they decreased only for megrim (-22%).

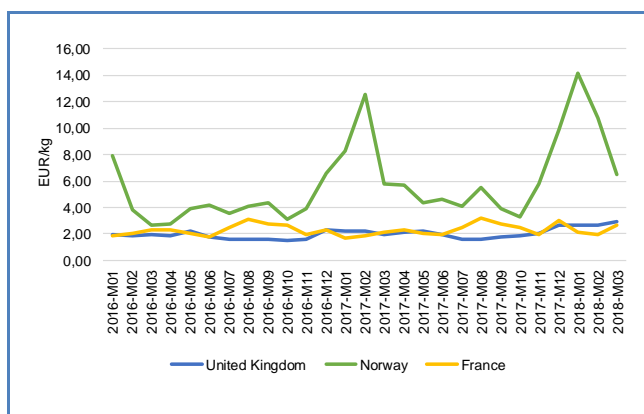
Figure 12. **FIRST SALES OF MAIN COMMERCIAL SPECIES IN THE UK, MARCH 2018**



Percentages show change from previous year.
Source: EUMOFA (updated 17.05.2018).

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

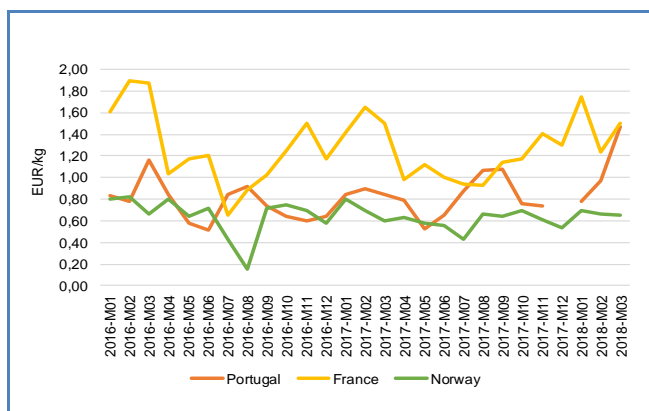
Figure 13. **FIRST-SALES PRICES OF CRAB IN FRANCE, NORWAY AND THE UK**



Source: EUMOFA (updated 17.05.2018).

The **United Kingdom, Norway and France** had the highest levels of **crab** first sales in **January–March 2018**. First-sales prices in the UK and France are closely related and quite stable relative to the price in Norway, which is directly influenced by the volume of landings by Norwegian harvesters. Prices rise sharply in the winter months when supplies are low and fall as soon as supplies begin to pick up in warmer months. Although supplies in the UK are also highly seasonal, there is no clear relationship between UK harvests and UK prices. Supplies in France are steadier during the year than in either Norway or the UK, and prices in France are correspondingly steady. The **March 2018** prices in the three observed countries were 2,90 EUR/kg, 6,45 EUR/kg and 2,65 EUR/kg, respectively, in the UK, Norway, and France.

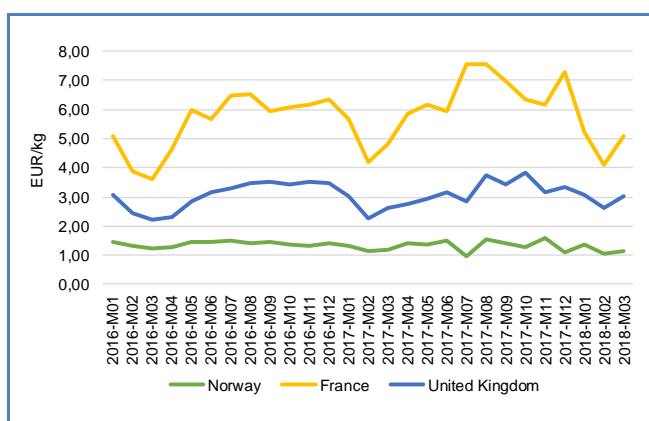
Figure 14. FIRST-SALES PRICES OF DOGFISH IN FRANCE, NORWAY AND PORTUGAL



Source: EUMOFA (updated 17.05.2018).

For **dogfish**, most of all reporting countries' first sales in **January–March 2018** took place in **Portugal, France** and **Norway**. There is no obvious relationship between the prices in these three countries, as they move independently of one another. However, in individual countries there is a clearer relationship between price and local supply. In Portugal, for example, the low point in prices in 2017 occurred in May, when the average price fell to 0,53 EUR/kg. During that month first-sales volume was at a record monthly high of nearly 53 tonnes (compared to a monthly average in 2017 of 42 tonnes). More recently the price in Portugal rose from 0,78 EUR/kg in January 2018 to 1,47 EUR/kg in March (+78%), and at the same time monthly volume fell by 37% to about 29.000 tonnes.

Figure 15. FIRST-SALES PRICES OF POLLACK IN FRANCE, NORWAY AND THE UK



Source: EUMOFA (updated 17.05.2018).

Pollack first sales are centred in **Norway, France**, and the **United Kingdom**, with 87% of total first-sales volume by all reporting countries in **January–March 2018**. Although different at any one point in time, these three prices move in tandem during the course of a year, as do the countries' respective first-sales supplies. Prices in all three countries tend to hit bottom around February–March of each year, when supplies are also at their lowest. The opposite is true in summer, when prices are generally at their highest and first-sales volume is at its highest. The **March 2018** prices in the three observed countries were 1,15 EUR/kg, 5,10 EUR/kg and 3,02 EUR/kg, respectively, in Norway, France, and the UK.

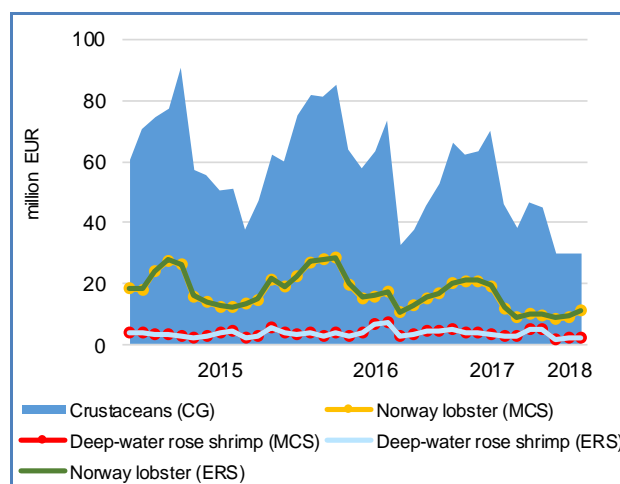
1.5. Commodity group of the month: crustaceans

The **crustaceans** commodity group (CG) ranked 2nd in value and 6th in volume among 11 commodity groups in **March 2018**². First sales of crustaceans reached EUR 30,07 million and 5.772 tonnes, a decline of 34% and 63% in value and volume, respectively, from first sales in March 2017.

The crustaceans commodity group includes 11 main commercial species (MCS): crab, lobster *Homarus* spp., Norway lobster, other crustaceans, rock lobster and sea crawfish, shrimp *Crangon* spp., coldwater shrimp, deep-water rose shrimp, miscellaneous shrimps, warmwater shrimp, and squillid.

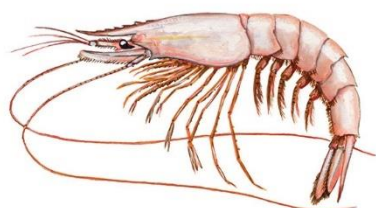
At the species (ERS)³ level, deep-water rose shrimp and Norway lobster together made up 40% of total first-sales value of crustaceans during **January–March 2018**⁴.

Figure 16. **FIRST-SALES VALUE COMPARISON AT CG, MCS, AND ERS LEVEL FOR REPORTING COUNTRIES**



Source: EUMOFA (updated 21.05.2018).

1.6. Focus on deep-water rose shrimp



Deep-water rose shrimp (*Parapenaeus longirostris*) is a crustacean that belongs to the Pandalidae family. It is common in muddy sand areas at depths of 150–400 m. It is distributed in the eastern Atlantic, from Spain to Angola, in the western Atlantic from the USA (Massachusetts) to the Guianas, and in the Mediterranean Sea⁵. The species feeds on small fish, cephalopods, and crustaceans. It reaches maturity after one year and can live for up to 3–4 years, and it grows to 10–14 cm long. It has high nutritional value and protein content and is highly prized on the market⁶. The deep-water

rose shrimp fishery takes place in many areas in the Mediterranean Sea, but most of the catch comes from the Strait of Sicily. The species is a typical straddling stock, where most adult specimens live in international waters, while juveniles are found in the national waters⁷. The deep-water rose shrimp is caught with bottom trawls⁸. The General Fisheries Commission for the Mediterranean (GFCM) recommendation for the implementation of a multiannual management plan for fisheries targeting deep-water rose shrimp and European hake was adopted to ensure the conservation of the species⁹.

Fishing is seasonal, with peaks in winter (November–December) and spring (April–May) when the species is more abundant. The minimum landing size for the species is 22 mm (carapace length)¹⁰.

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 crustaceans commodity group can be found in table 1.3 in the Annex.

⁵ <http://www.fao.org/fishery/species/2598/en>

⁶ <http://www.faoadriamed.org/html/Species/ParapenaeusLongirostris.html>

⁷ EUROFISH Magazine 2/2016, https://issuu.com/eurofish/docs/eurofish_magazine_2_2016/42

⁸ https://gfcmsitestorage.blob.core.windows.net/documents/SAC/SAF/DemersalSpecies/2014/DPS_GSA_12-16_2014_ITA_MLT_TUN.pdf

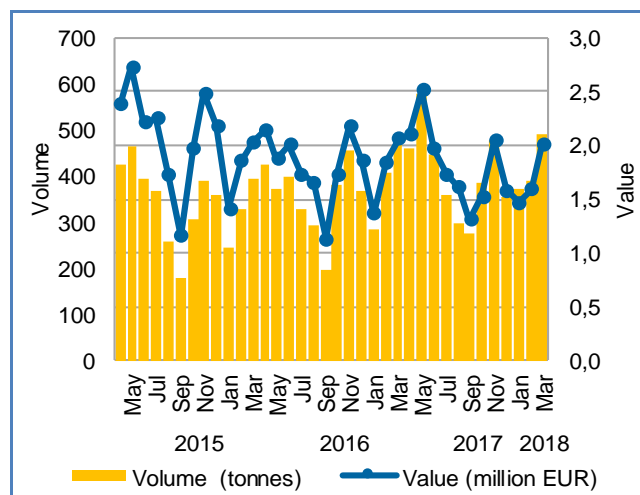
⁹ <http://www.fao.org/gfcm/decisions/en/>

¹⁰ COUNCIL REGULATION (EC) No 850/98 <http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:01998R0850-20150601&qid=1463153613173&from=EN>

Selected countries

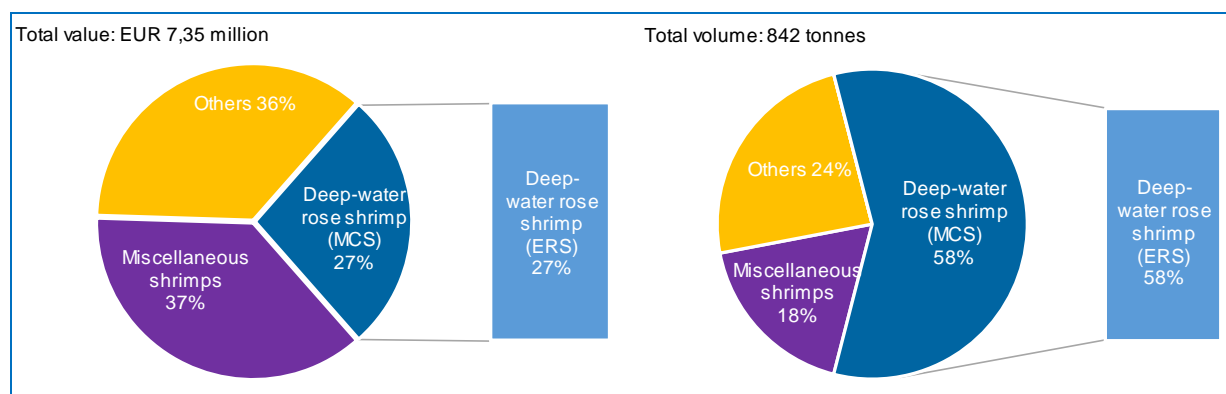
In **Italy**, during **January–March 2018**, first sales of deep-water rose shrimp decreased in value (–4%) but increased in volume (+6%) compared to the same period in 2017. In **March 2018**, first-sales value and volume slightly decreased compared to the same month a year earlier. On average, prices in the first three months of 2018 reached 4,04 EUR/kg, representing a decrease of 9% compared to January–March 2017, and 31% down from levels in 2016. All sales were registered at ports in the Mediterranean Sea. The top three ports that account for 35% of first-sales value are Mazara del Vallo, Sciacca and Porto Santo Stefano.

Figure 17. **DEEP-WATER ROSE SHRIMP: FIRST SALES IN ITALY**



Source: EUMOFA (updated 21.05.2018).

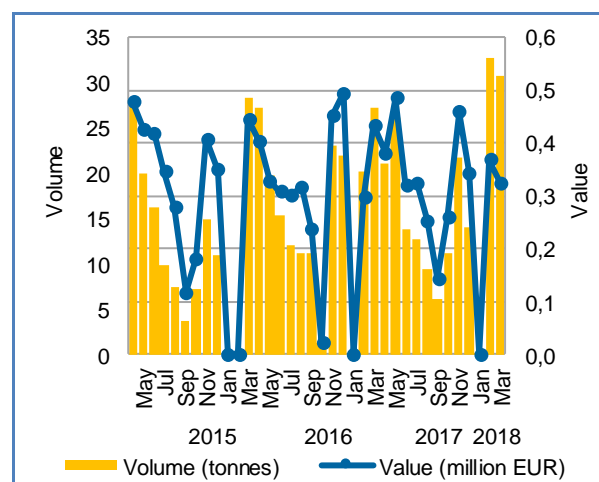
Figure 18. **FIRST-SALES COMPARISON OF CRUSTACEANS IN ITALY IN VALUE AND VOLUME, MARCH 2018**



Source: EUMOFA (updated 21.05.2018).

In **Portugal**, in **January–March 2018**, first sales of deep-water rose shrimp fell by 5% in value, whereas volume increased by 34% compared to the same period in 2017. In **March 2018**, value decreased by 25% to EUR 0,32 million, as volume increased by 14% over March 2017 to 31 tonnes. Compared to 2016, first-sales value increased, and volume decreased. At an overall average price of 10,88 EUR/kg, prices in the first three months of 2018 were lower than in the same period in 2017 (–30%) as well as in 2016 (–66%). The main Portuguese port in first-sales value of deep-water rose shrimp is Vila Real de Santo António.

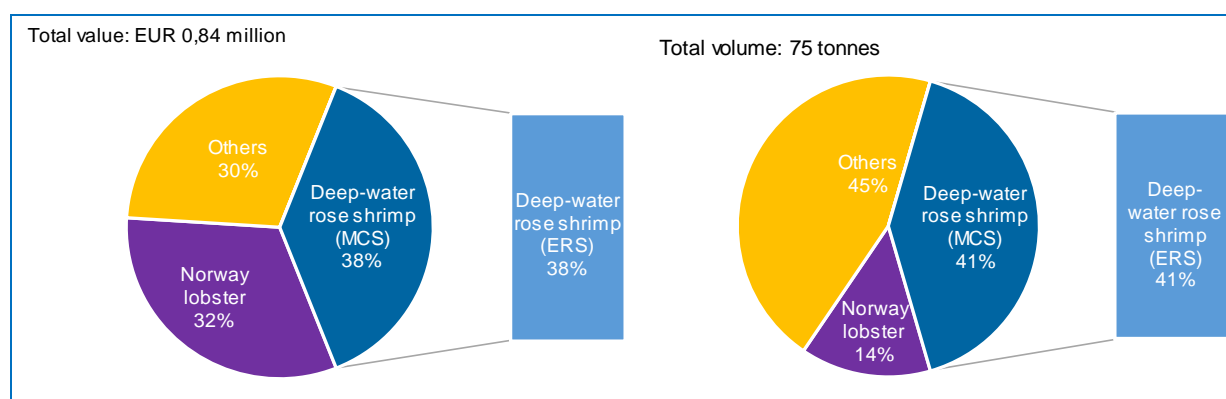
Figure 19. **DEEP-WATER ROSE SHRIMP: FIRST SALES IN PORTUGAL**



Source: EUMOFA (updated 21.05.2018).

*Data for Jan 2017, Jan-Feb 2016 were not available.

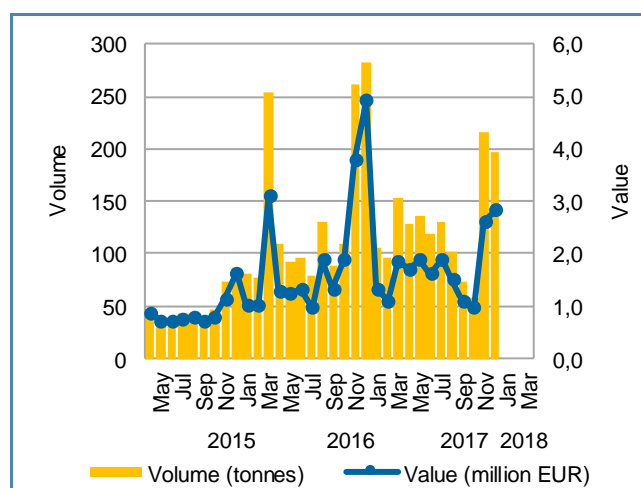
Figure 20. **FIRST-SALES COMPARISON OF CRUSTACEANS IN PORTUGAL IN VALUE AND VOLUME, MARCH 2018**



Source: EUMOFA (updated 21.05.2018).

In **Spain** in **January–December 2017**, first-sales value (EUR 20,38 million) and volume (1.514 tonnes) of deep-water rose shrimp recorded decreases of 14% and 9%, respectively, compared to January–December in 2016. The highest first-sales value and volume were registered in December 2016, when 282 tonnes were sold for EUR 4,92 million. The lowest first sales in value was EUR 0,70 million in June and September 2015, and in volume in May 2015, when as little as 37 tonnes were landed. The main ports in first-sales value of deep-water rose shrimp are located on the Andalusian coast: Isla Cristina, Ayamonte and Sanlúcar de Barrameda.

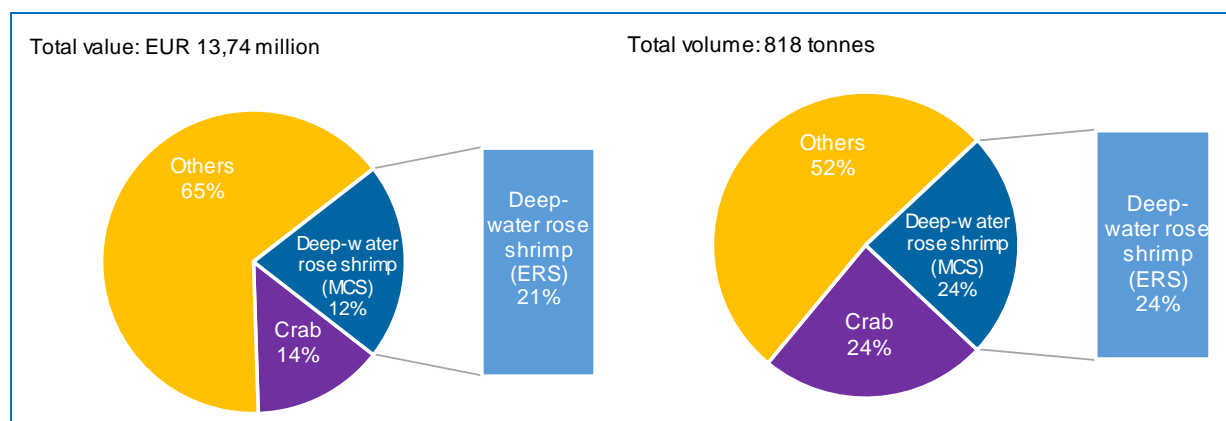
Figure 21. **DEEP-WATER ROSE SHRIMP: FIRST SALES IN SPAIN**



Source: EUMOFA (updated 21.05.2018).

Data for Spain were not available in 2018.

Figure 22. **FIRST-SALES COMPARISON OF CRUSTACEANS IN SPAIN IN VALUE AND VOLUME, DECEMBER 2017***

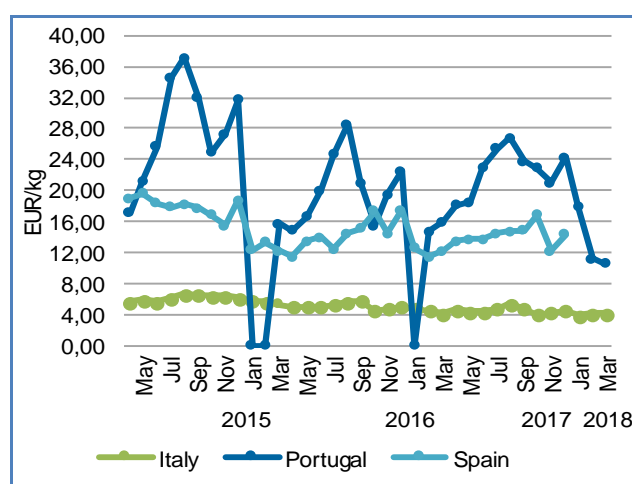


Source: EUMOFA (updated 21.05.2018).

*December 2017 was the month with the latest data available.

Price trends

Figure 23. **DEEP-WATER ROSE SHRIMP: FIRST-SALES PRICE IN SELECTED COUNTRIES**



Source: EUMOFA (updated 21.05.2018).

Data for Portugal in Jan 2017, and Jan-Feb 2016 were not available, therefore no first-sales price is reported.

Data for Spain were not available in 2018.

We have covered **deep-water rose shrimp** in previous *Monthly Highlights*:

First sales: Italy (1/2017).

Over the past three years, average first-sales prices of deep-water rose shrimp generally decreased in all the surveyed countries. In general, prices were the highest in Portugal (20,13 EUR/kg), i.e. three-fold higher than in Italy (5,13 EUR/kg), and nearly 40% over the average prices in Spain (14,44 EUR/kg).

In **Italy** in **January–March 2018**, the average unit price of deep-water rose shrimp at 4,04 EUR/kg was 9% lower than the previous year and 31% lower from 2016. In a three-year period, prices reached a peak in August 2015 at 6,64 EUR/kg, the result of the low catch (259 tonnes) in the observed period. The lowest average price occurred in January 2018, when the catch of 373 tonnes was sold on average for as little as 3,92 EUR/kg.

In **Portugal**, in **January–March 2018**, the average unit price of deep-water rose shrimp (10,88 EUR/kg) was lower than in the same period in 2017, as well as in 2016. For the past three years, average prices in **Portugal** were higher than in Italy and Spain, and they peaked in the summer period. The highest observed price in a three-year period was in August 2015, when the price reached 37,10 EUR/kg for volume of 7,5 tonnes. The lowest price was recorded in March 2018 at 10,50 EUR/kg.

In **Spain**, usually, prices fluctuate in a range between 11,00 EUR/kg to 19,00 EUR/kg. The highest price was recorded in May 2015 when 37 tonnes were sold at the average price of 19,61 EUR/kg, whereas the lowest price at 11,38 EUR/kg was registered in February 2017.

1.7. Focus on Norway lobster



Norway lobster (*Nephrops norvegicus*) is a crustacean species that belongs to the Nephropidae family. It is distributed throughout the Atlantic, from Iceland, the Faroe Islands, and Norway (Lofoten Islands) to the Azores and the Adriatic Sea. It lives on muddy bottoms at depths of 20–800 m, and feeds on crustaceans and worms. Spawning occurs in summer¹¹.

Norway lobster males can live up to 12 years, whereas females live up to 30 years, and can reach more than 25 cm in length (measured by the carapace), though most adults are typically between 10 and 20 cm long. They reach sexual maturity between two and three years of age. Commercially important stocks of Norway lobster in EU waters include those in the Irish and North seas, Bay of Biscay, and on the Atlantic–Iberian coast¹².

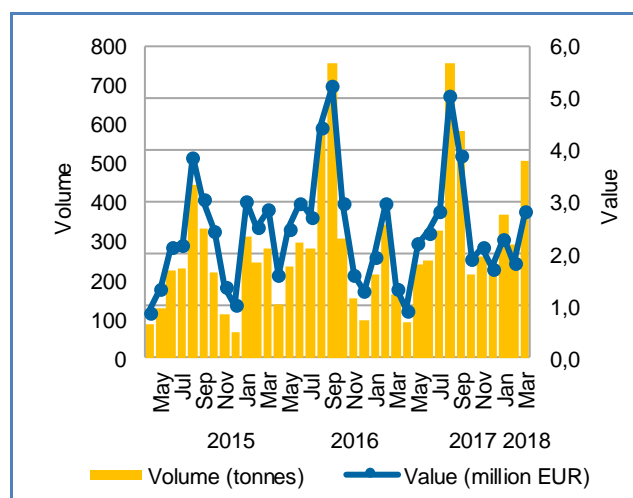
The most common fishery method of catching Norway lobster is trawling, which occurs when Norway lobster leaves its burrows to feed. This is usually at dusk and dawn, twice per day. A substantial share of the catches of Norway lobster is from mixed-species fisheries.

In the EU Norway lobster is subject to a long-term management plan¹³, which includes total allowable catches (TACs) set by the European Council based on European Commission proposals each year¹⁴. There is also a minimum size for Norway lobster in Skagerrak/Kattegat region, where minimum size is 140 mm (40 mm for tails)¹⁵.

Selected countries

In **Denmark** in **January–March 2018**, Norway lobster first-sales value and volume increased (+11% and +66%, respectively) compared to the same period in 2017, whereas compared with 2016, the trend was negative in value (–17%) but positive in volume (+39%). In **March 2018**, due to fisheries seasonality, first-sales value and volume significantly increased compared to the same month a year earlier (+112% and +213%, respectively), while the average price fell by 32% (5,66 EUR/kg), mainly due to the higher volume. All Norway lobster first sales were registered at ports in the Baltic and North Sea. The main Danish port for Norway lobster is Hirtshals, followed by Skagen and Østerby.

Figure 24. **NORWAY LOBSTER: FIRST SALES IN DENMARK**



Source: EUMOFA (updated 21.05.2018).

¹¹ <http://www.fao.org/fishery/species/2647/en>

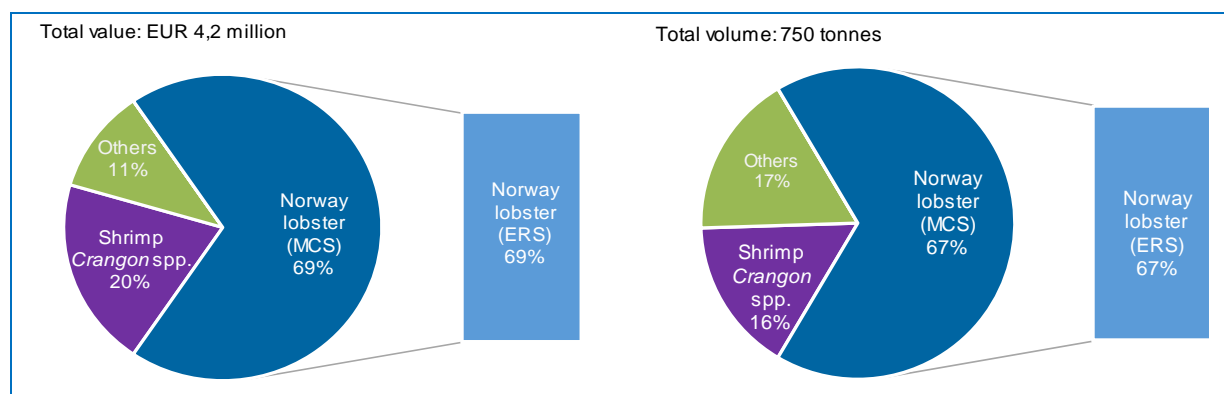
¹² https://ec.europa.eu/fisheries/marine_species/wild_species/norway_lobster_en

¹³ COUNCIL REGULATION (EC) No 2166/2005 <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CELEX:32005R2166:EN:NOT>

¹⁴ COUNCIL REGULATION (EU) 2018/120 <http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32018R0120&from=en>

¹⁵ COUNCIL REGULATION (EC) No 850/98 <http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:31998R0850&from=EN>

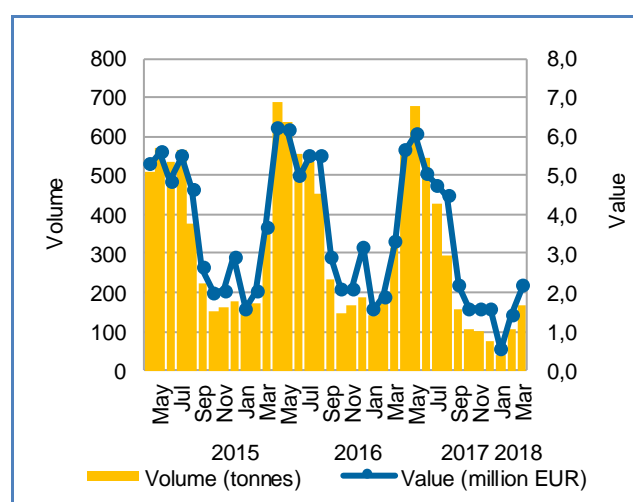
Figure 25. **FIRST-SALES COMPARISON OF CRUSTACEANS IN DENMARK IN VALUE AND VOLUME, MARCH 2018**



Source: EUMOFA (updated 21.05.2018).

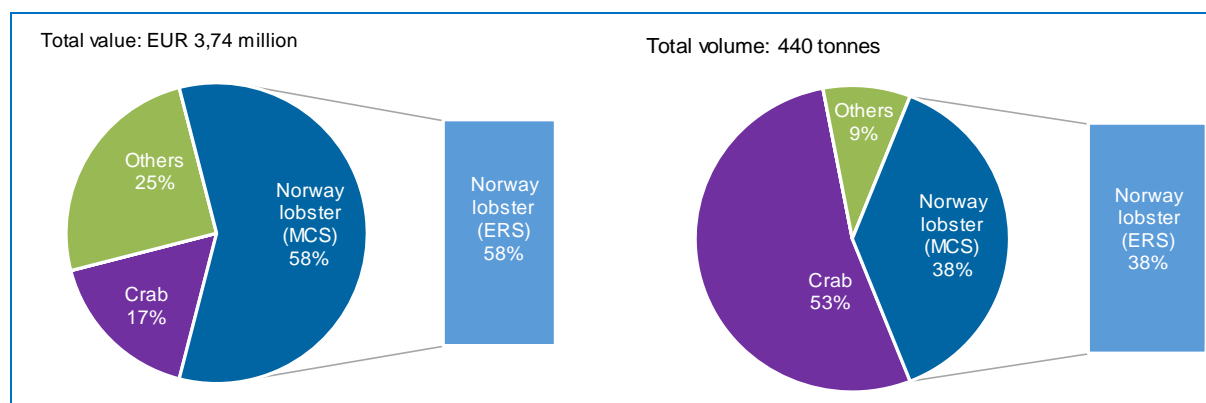
In **France** in **January–March 2018**, first sales of Norway lobster decreased in both value and volume from the same period in 2017 (–39%, and –50%, respectively), and in 2016 (–43% and –53%). In **March 2018**, first-sales value (EUR 2,17 million) and volume (165 tonnes) were lower by 34% and 47%, respectively, compared to March 2017. The average price increased by 25%, reaching 13,10 EUR/kg in March 2018 over the previous year. The highest value of Norway lobster landed was registered at the ports in Southern Brittany: Lorient, Le Guilvinec and Concarneau.

Figure 26. **NORWAY LOBSTER: FIRST SALES IN FRANCE**



Source: EUMOFA (updated 21.05.2018).

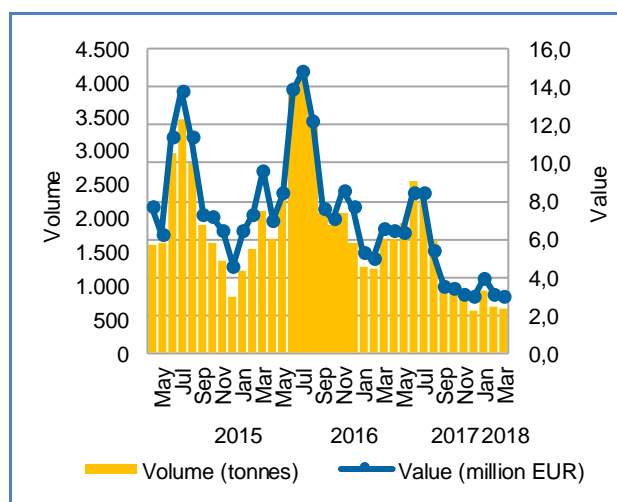
Figure 27. **FIRST-SALES COMPARISON OF CRUSTACEANS IN FRANCE IN VALUE AND VOLUME, MARCH 2018**



Source: EUMOFA (updated 21.05.2018).

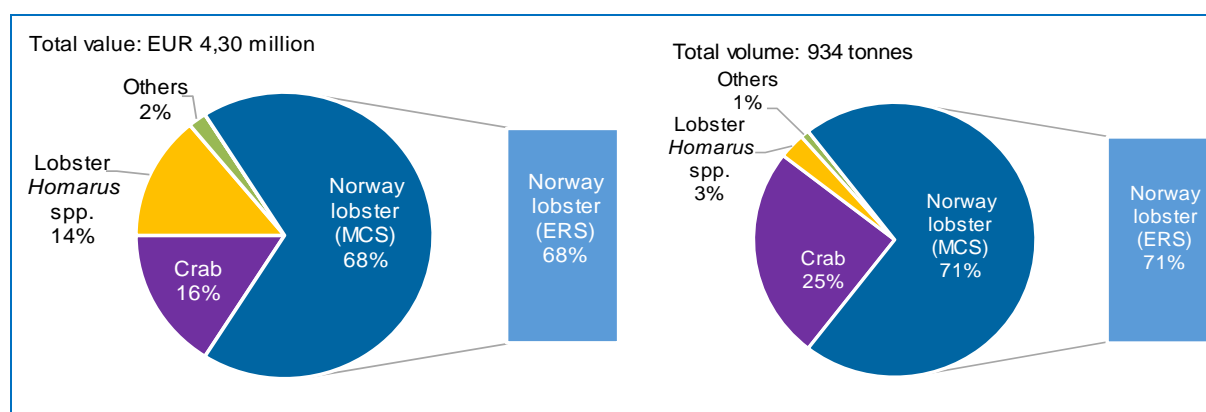
First sales (value, EUR 9,97 million and volume, 2.276 tonnes) of Norway lobster in **the UK** decreased by more than 40% in both value and volume during **January–March 2018** from the same period in 2017, and over 50% from 2016. Decreased value, which continued in **March 2018** (–55%), was linked with a lower supply (–60%) compared to March 2017. Norway lobster was mainly landed in Scotland, where the top ports of first sales in value are Fraserburgh, Peterhead, and Mallaig.

Figure 28. **NORWAY LOBSTER: FIRST SALES IN THE UK**



Source: EUMOFA (updated 21.05.2018).

Figure 29. **FIRST-SALES COMPARISON OF CRUSTACEANS IN THE UK IN VALUE AND VOLUME, MARCH 2018**



Source: EUMOFA (updated 21.05.2018).

Price trends

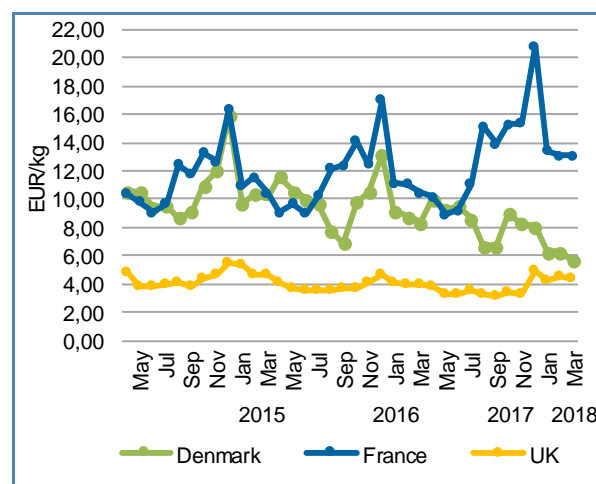
Over the past three years, first-sales average prices of Norway lobster generally increased in France, whereas they decreased in Denmark as well as in the UK. On average, among all surveyed countries, prices were the highest in France (12,71 EUR/kg), an average that was twice higher than in the UK (4,01 EUR/kg) and 30% over the average price in Denmark (9,35 EUR/kg).

In **Denmark** in **January–March 2018**, the average unit price of Norway lobster (6,00 EUR/kg) was lower than in the same period in 2017 (–32%), or 2016 (–40%). The highest price occurred in December 2015 at 15,94 EUR/kg, with landings of 64 tonnes. The lowest price was registered in March 2018, when a volume of 504 tonnes of Norway lobster was sold for as little as 5,66 EUR/kg.

In **France** in **January–March 2018**, prices averaged 13,13 EUR/kg, an increase of 22% and 21%, respectively, over the same periods in 2017 and 2016. For the past three years, prices in France rose in winter. They peaked in December 2017 at 20,82 EUR/kg and in December 2016 at 17,02 EUR/kg, while the lowest first-sales price occurred in May 2017, when the average price was at 8,95 EUR/kg.

The average price in the **UK** in **January–March 2018** (4,38 EUR/kg) was 10% higher than in the same period in 2017 and 9% lower than in 2016. In the past three years, the peak price at 5,51 EUR/kg occurred in December 2015, when 831 tonnes were sold. Prices are usually lower when the catches are high. The lowest price in the 3-year period was 3,20 EUR/kg, occurring in September 2017.

Figure 30. **NORWAY LOBSTER: FIRST-SALES PRICE IN SELECTED COUNTRIES**



Source: EUMOFA (updated 21.05.2018).

We have covered **Norway lobster** in previous *Monthly Highlights*:

First sales: Denmark (2/2017, March 2013), France (9/2016, October 2013), Latvia (2/2017), Lithuania (2/2017), Norway (2/2017, 4/2015), Sweden (2/2017, 1/2016, 4/2014).

Topic of the month: Norway lobster in the EU (12/2016).

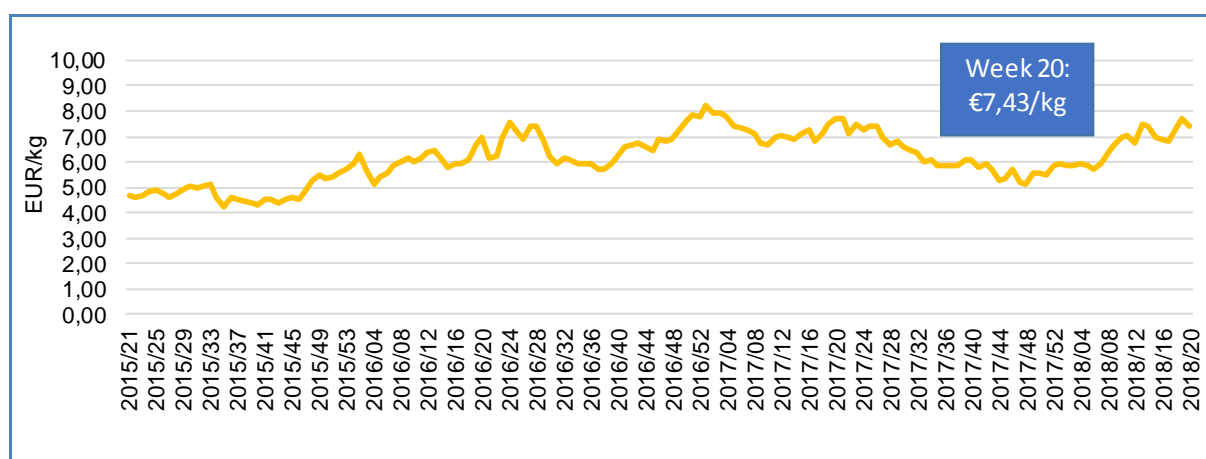
Trade: Intra-EU exports (5/2016).

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 lobster, crab, and deep-water rose shrimp, along with three species products that are examined each month as part of the month's selected commodity group, which this month are eel, skipjack tuna, and cuttlefish.

For fresh whole **Atlantic salmon** (*Salmo salar*, CN code 03032200) imported from **Norway**, weekly prices in 2018 continued to recover from a recent low point in late 2017. The price in week 20 (mid-May) of 2018 was 7,43 EUR/kg, down slightly from the previous week, but still significantly higher than during much of the previous 20 weeks. Industry sources reported continued strong demand (with some projections of growth through the year), coupled with tight supplies due to slow winter growth of farmed salmon that resulted from colder-than-usual water temperatures.

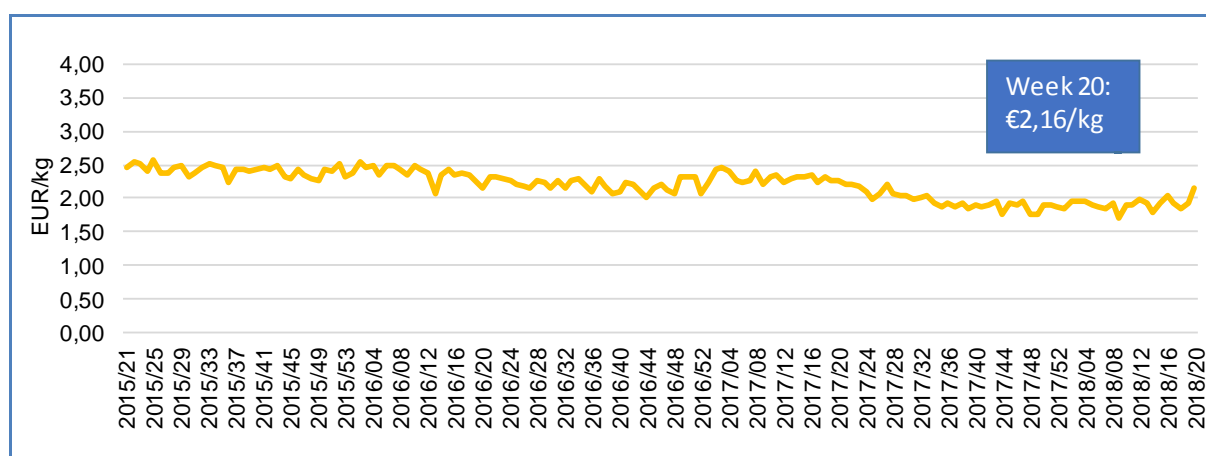
Figure 31. IMPORT PRICE OF ATLANTIC SALMON, FRESH WHOLE FROM NORWAY



Source: European Commission (updated 15.05.2018).

The weekly price of frozen fillets of **Alaska pollock** (*Theragra chalcogramma*, CN code 03047500) imported from **China** has been quite volatile during the first 20 weeks of 2018. The price in **week 20** of 2,16 EUR/kg was 11% higher than the previous week, due to sharply lower volume (-90%). Volume has continued to fall in 2018, although irregularly, and prices have inched upward accordingly. The week-to-week volatility of this price has also increased in 2018, which industry reports suggest is due to buyer uncertainty, as volume from China continues to slide.

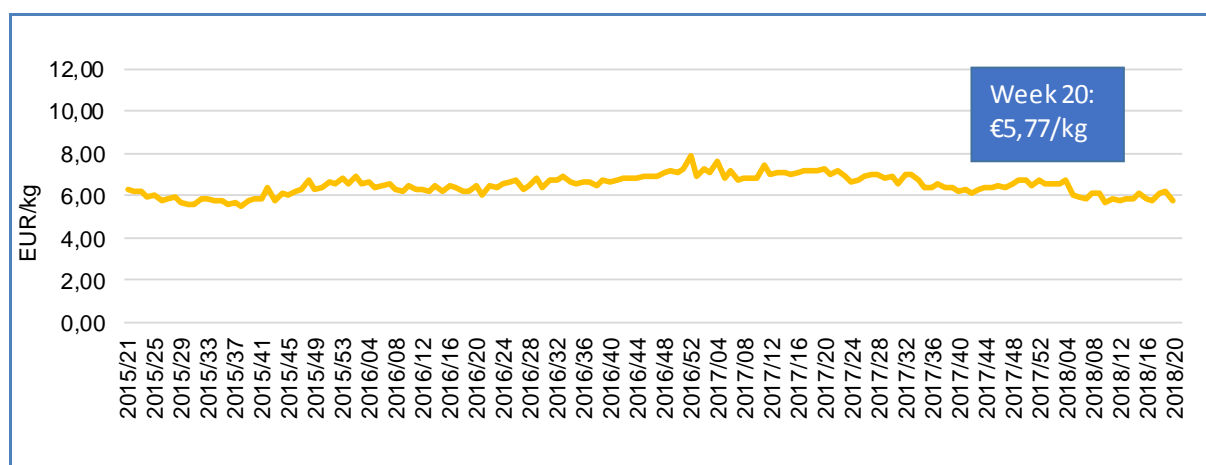
Figure 32. IMPORT PRICE OF ALASKA POLLOCK, FROZEN FILLETS FROM CHINA



Source: European Commission (updated 15.05.2018).

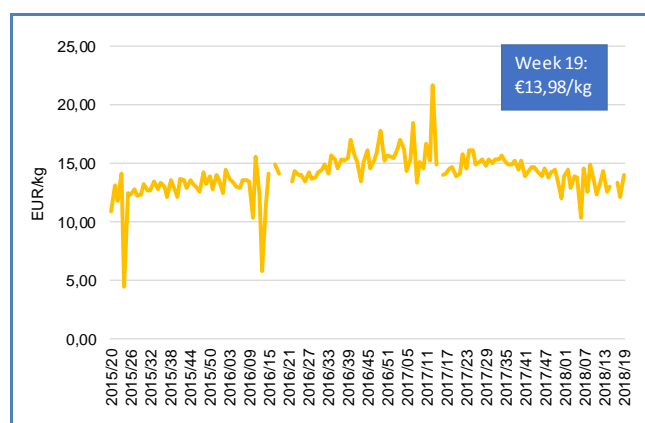
The weekly price of frozen **tropical shrimp** (genus *Penaeus*, CN code 03061792) imported from **Ecuador** seems to have stabilized somewhat after an irregular decline lasting throughout 2017. The price in **week 20 of 2018** was 5,77 EUR/kg, down by 8% from the previous week but not much lower than the average weekly price since week 6, when prices seemed to have settled down. Weekly volume is quite volatile but in the longer run (three years) there has been only a moderate decline: the average volume in 2018 (through week 20) was 10% below the average weekly volume in 2017 and 2016, and 5% below that in 2015. Ecuador is one of many sources of EU imports and the EU is one of many Ecuadorian markets, and prices are influenced by many global factors. Factors behind the decline in prices of Ecuadorian shrimp include reports that demand for imported shrimp is falling in China, a large importer. Also, Ecuador is engaged in a trade dispute with Brazil, whose shrimp industry opposes increased imports of Ecuadorian shrimp, further blocking Ecuador's markets and putting pressure on prices.

Figure 33. **IMPORT PRICE OF TROPICAL SHRIMP, FROZEN FROM ECUADOR**



Source: European Commission (updated 15.05.2018).

Figure 34. **IMPORT PRICE OF LOBSTER, FROZEN FROM CANADA**

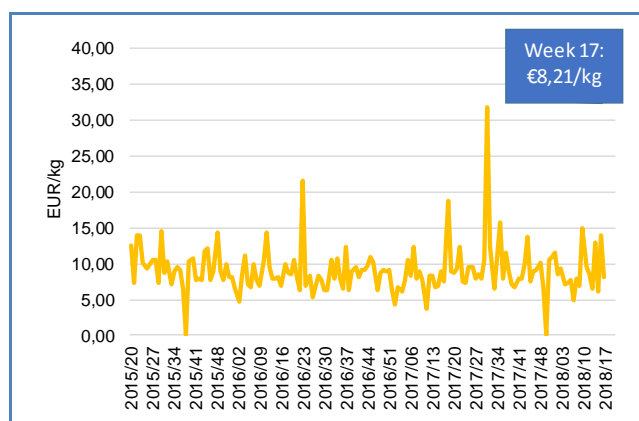


Source: European Commission (updated 15.05.2018).

The weekly price of whole frozen lobsters (CN code 03061210) from **Canada** reached 13,98 EUR/kg in **week 19 of 2018**, an increase of 16% from the previous week, but still part of a general decline in price that started around the beginning of 2017. The price and volume of imports of this product can be peculiar. Not shown in the graph are three price spikes, one in excess of 425,00 EUR/kg, that if included would nearly eliminate the usefulness of the graph. All the spikes in price were associated with extremely low weekly volumes of trade (1–5% of weekly averages during the year). This is peculiar because the product is frozen, easily stored for periods of several months, and therefore there is no obvious reason for such extraordinary short-term price responsiveness to volume fluctuations. No explanation for these spikes in price has been revealed in industry interviews or in the press.

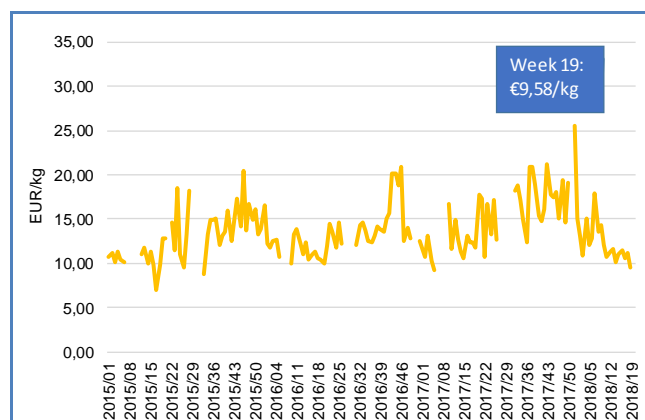
EU import prices for prepared or preserved **crab** (CN code 16051000) from **Vietnam** were last recorded in **week 17 of 2018**, when the average price was 8,21 EUR/kg, a decline of 41% from the price in the previous week. The price of this product seems highly connected to volume: a large spike reaching 31,73 EUR/kg in week 31 of 2017 was the price for a shipment totalling only 1,04 tonnes, compared to an average weekly volume of 25,395 tonnes throughout all of 2017. Average weekly prices through week 17 were 8,93 EUR/kg in 2018, 7,73 EUR/kg in 2017, and 8,48 EUR/kg in 2016.

Figure 35. **IMPORT PRICE OF CRAB, PREPARED OR PRESERVED FROM VIETNAM**



Source: European Commission (updated 15.05.2018).

Figure 36. **IMPORT PRICE OF DEEP-WATER ROSE SHRIMP, FROZEN FROM MOROCCO**

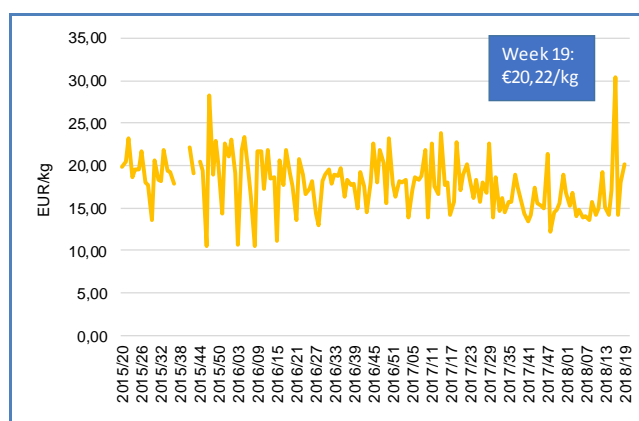


Source: European Commission (updated 15.05.2018).

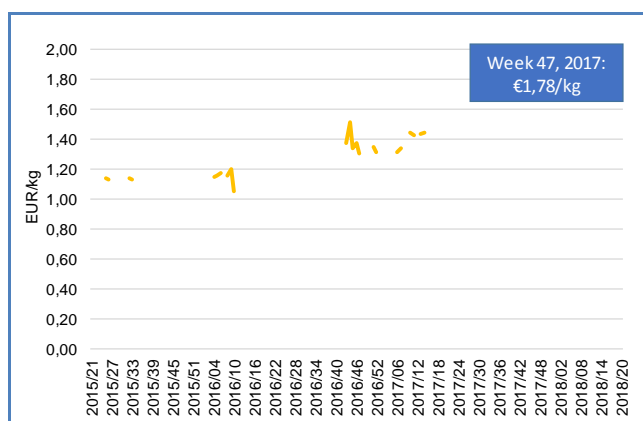
EU imports of frozen **deep-water rose shrimp** (CN code 03061791) from **Morocco** show significant short-term volatility in price and volume. The price rarely moves two consecutive weeks in the same direction and movements appear closely linked to import volume. The price in **week 19 of 2018** was 9,58 EUR/kg for an import volume of 20,3 tonnes, compared to a week earlier, with a price of 11,22 EUR/kg (thus a decline in week 19 of 15%) for shipments totalling 49,4 tonnes (thus a decline in week 19 of 59%). Average weekly prices in 2018 (through week 19, the latest week with recorded imports) were almost unchanged (-1,4%) from the same period in 2017.

The weekly price of prepared or preserved **eel** (CN code 16041700) from **China** was 20,22 EUR/kg in **week 19 of 2018**, part of a reversal in 2018 of a long slow decline in price since the beginning of 2016. The price in week 19 was 44% higher than the average price during weeks 4-8 of 2018, a period when prices seem to have levelled off after the long decline. The EU import price of prepared or preserved eels from China is largely unresponsive to changes in volume, suggesting that EU consumers have a variety of substitutes for this specialized product.

Figure 37. **IMPORT PRICE OF EEL, PREPARED OR PRESERVED FROM CHINA**

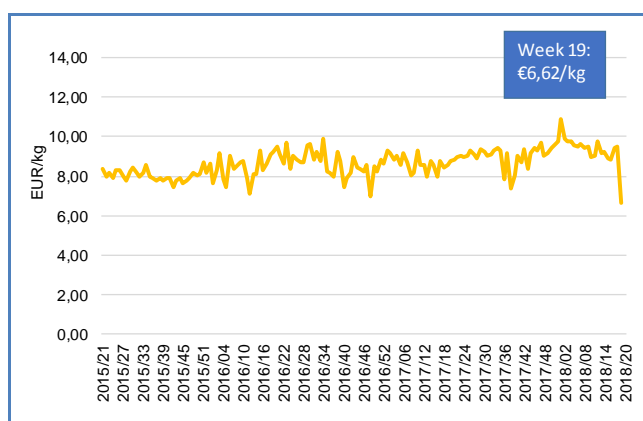


Source: European Commission (updated 15.05.2018).

Figure 38. **IMPORT PRICE OF SKIPJACK, FROZEN FROM GUATEMALA**

Source: European Commission (updated 15.05.2018).

The most recent EU import of frozen whole **skipjack** (CN code 03034310) from **Guatemala** took place in **week 46 of 2017**, when a total of 11,3 tonnes entered the EU at a price of EUR 1,78/kg. Spain is the EU's largest tuna processor and its companies have extensive business connections with tuna suppliers in Guatemala and elsewhere in Latin America. EU (mostly Spanish) imports of skipjack from Guatemala are significant, but they are shifting from frozen whole fish to "loins" or sides of meat from skipjack that have been partially processed (gutted, cooked and cut into loins, CN code 16041426) in Guatemala. Labour costs are the primary reason for this shift: the initial processing of tuna for canning is labour-intensive and most economically carried out in low-cost countries such as Guatemala. The final processing into airtight containers is less labour-intensive and is done in EU-based canneries for distribution to EU markets. In contrast to EU imports of frozen whole skipjack, imports of tuna loins remain strong.

Figure 39. **IMPORT PRICE OF CUTTLEFISH, LIVE, FRESH OR CHILLED FROM TUNISIA**

Source: European Commission (updated 15.05.2018).

The weekly price of live, fresh or chilled **cuttlefish** (CN code 03074210) from **Tunisia** fell sharply in **week 19 of 2018**, coinciding with a sharp increase in volume in that week (with no recorded imports in the following week). However, the longer-term upward trend during the previous three years is still apparent. The average price of Tunisian cuttlefish over the long term is relatively stable for a live or fresh product, rarely rising or falling by more than 5-10% from the previous week. Consequently, total value moves in the same direction as total volume in each period. Over the past three years, volume and value have both shown a general slow increase, despite brief fluctuations in volume from one week to the next.

3 Consumption

3.1. HOUSEHOLD CONSUMPTION IN THE EU

In February 2018, the consumption of fresh fisheries and aquaculture products increased over February 2017 in both volume and value in Germany (+6% and +10%, respectively) and Sweden (+23% and +8%). In France, volume increased by 3% and value decreased by 5%. In Ireland and Poland, consumed volume of fresh fisheries and aquaculture products remained stable, however, value increased by 4% in Poland and decreased by 1% in Ireland. Consumption decreased in both volume and value in the rest of the Member States surveyed. The largest drop in volume occurred in the Netherlands (-25%), while the largest drop in value was registered in Hungary (-16%).

Compared with January 2018, among the Member States surveyed, the greatest increase in volume was registered in Poland (+13%), followed by Ireland (+8%). Value decreased the most in Hungary (-25%) and Sweden (-20%).

Table 3. FEBRUARY OVERVIEW OF THE REPORTING COUNTRIES (volume in tonnes and value in million EUR)

Country	Per capita consumption 2015* (live weight equivalent) kg/capita/year	February 2016		February 2017		January 2018		February 2018		Change from February 2017 to February 2018	
		Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Denmark	22,9	753	10,82	645	9,94	683	10,22	551	9,09	15%	9%
Germany	13,4	6.169	84,66	5.821	80,09	6.544	89,97	6.187	88,25	6%	10%
France	33,9	17.100	193,37	16.501	194,39	15.842	181,68	16.992	184,34	3%	5%
Hungary	4,8	368	1,97	269	1,52	338	1,70	226	1,28	16%	16%
Ireland	22,1	1.176	15,67	1.053	14,59	968	14,09	1.049	14,40		1%
Italy	28,4	26.756	239,98	29.654	269,52	30.576	285,41	28.775	266,17	3%	1%
Netherlands	22,2	2.488	34,03	2.657	35,31	2.165	30,86	1.989	30,57	25%	13%
Poland	13,6	5.755	29,30	4.408	24,16	3.912	22,87	4.426	25,08		4%
Portugal	55,9	5.210	30,69	4.140	27,61	3.875	26,58	3.898	25,46	6%	8%
Spain	45,2	56.332	406,00	51.842	385,83	49.964	405,96	48.264	366,17	7%	5%
Sweden	26,9	813	10,45	590	8,49	889	11,46	725	9,19	23%	8%
UK	24,3	24.938	272,82	24.893	262,64	25.546	264,37	24.323	254,08	2%	3%

Source: EUMOFA, based on Europanel (updated 17.05.2018).

*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, the consumption of fisheries and aquaculture products in February declined in both volume and value in most of the Member States analysed. Only in Germany and Italy increases in both volume and value occurred.

In the month of February for the past three years, household consumption of fresh fish products has been above the annual average in both volume and value in Germany (+6% and +9%, respectively), Ireland (+8% and +11%) and Italy (+1% and 11%). In Denmark and Poland, household consumption in February was above the average in value, however, consumed volume was below the average. In the rest of the Member States analysed, both volume and value were below the annual average.

The most recent consumption data available on EUMOFA for **March 2017** can be accessed [here](#).

3.2. European seabass

Habitat: a species with demersal behaviour, inhabiting coastal waters down to about 100 m depth but more common in shallow waters¹⁶.

Catch area: Northwest Atlantic, the Mediterranean and Black sea.

Main producing countries in Europe: France, the UK, Portugal, Spain (fisheries), and Croatia, Greece, Italy, Spain (aquaculture).

Production method: caught and farmed.

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

Presentation: whole, filleted.

Preservation: fresh, frozen, chilled.

Ways of preparation: grilled, baked.



3.2.1 General overview of household consumption in Italy, Portugal, Spain and the UK

The per capita consumption of fish and seafood products was above the EU average in Italy, Portugal and Spain in 2015. The UK registered per capita consumption of 24,3 kg, 3% below the EU average (25,1 kg). In Portugal, it was 55,9 kg, the highest in the EU and more than two times the EU average. Spain registered per capita consumption of 45,2 kg, 19% lower than Portugal and 80% higher than the EU average. In Italy, per capita consumption was 28,4 kg, or 13% higher than the EU average and 49% lower than in Portugal. See more on EU per capita consumption in Table 3.

During the period January 2015–February 2018, retail prices of fresh European seabass fluctuated the most in the UK, where also the highest prices were registered. Volume saw considerable monthly variations, particularly in Italy and Spain, peaking in the winter months.

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

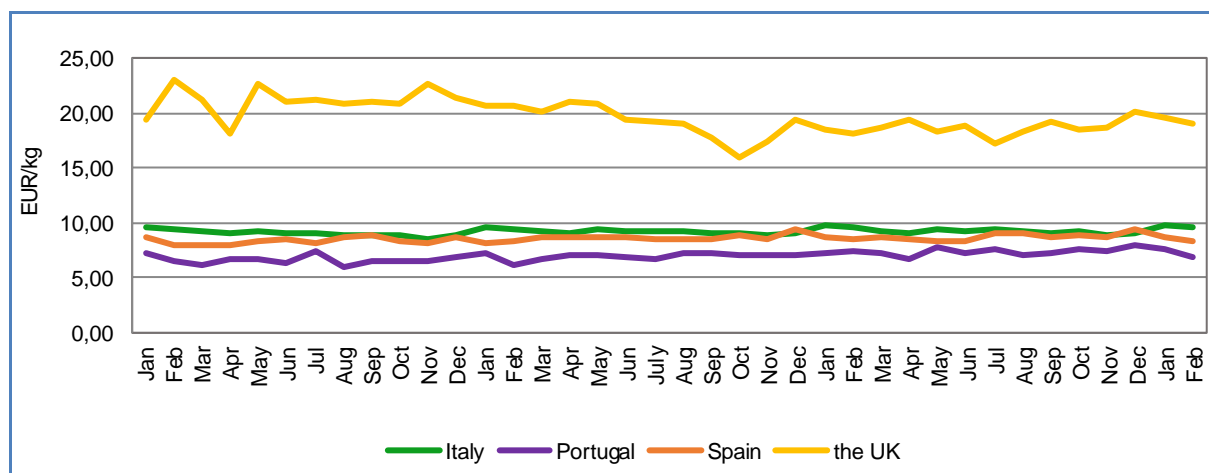
First sales: France (9/2017, 9/2016, June 2013), Portugal (2/2014).

Topic of the month: Seabass and seabream in Greece (9/2017).

Consumption: France (6/2016, 2/2015, 9/2015, July 2013), Greece (6/2016, 2/2015, 9/2015, July 2013), Italy (6/2016, 2/2015, 9/2015), Portugal (6/2016, 2/2015), the UK (2/2015).

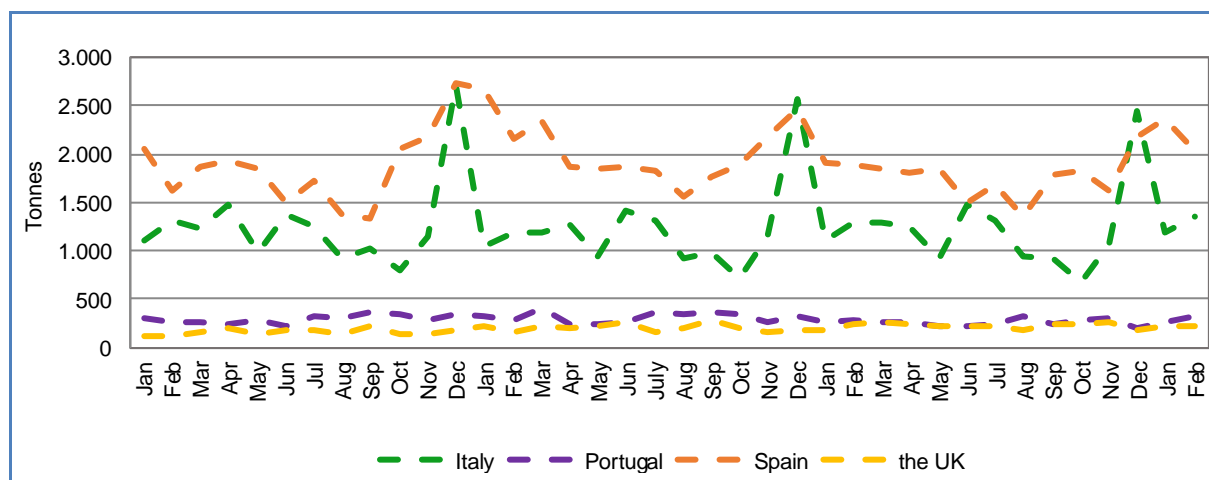
¹⁶ <http://www.fishbase.org/summary/63>

Figure 40. RETAIL PRICES OF FRESH EUROPEAN SEABASS



Source: EUMOFA, based on Europanel (updated 17.05.2018).

Figure 41. VOLUME SOLD OF FRESH EUROPEAN SEABASS



Source: EUMOFA based on Europanel (updated 07.05.2018).

3.2.2 Consumption trend in Italy

Long-term trend, January 2015–February 2018: increasing slightly in both price and in volume.

Average price: 9,04 EUR/kg (2015), 9,18 EUR/kg (2016), 9,27 EUR/kg (2017).

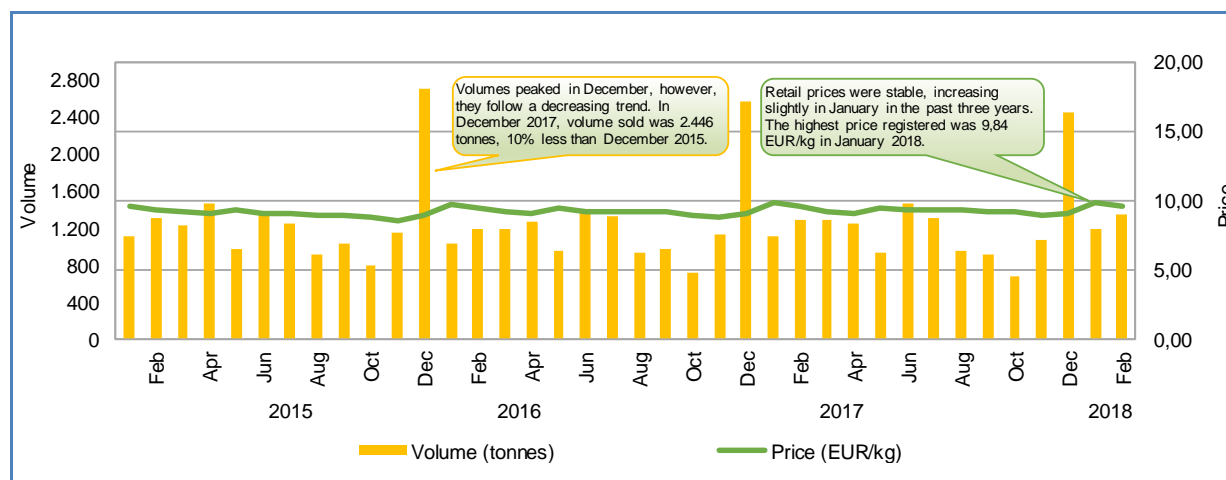
Total consumption: 15.308 tonnes (2015), 14.711 tonnes (2016), 14.703 tonnes (2017).

Short-term trend, January–February 2018: increasing in volume and slightly in price.

Average price: 9,71 EUR/kg.

Total consumption: 2.524 tonnes.

Figure 42. RETAIL PRICE AND VOLUME SOLD OF FRESH EUROPEAN SEABASS IN ITALY



Source: EUMOFA, based on Europanel (updated 07.05.2018).

3.2.3 Consumption trend in Portugal

Long-term trend, January 2015–February 2018: increasing in price and decreasing in volume.

Average price: 6,59 EUR/kg (2015), 6,94 EUR/kg (2016), 7,35 EUR/kg (2017).

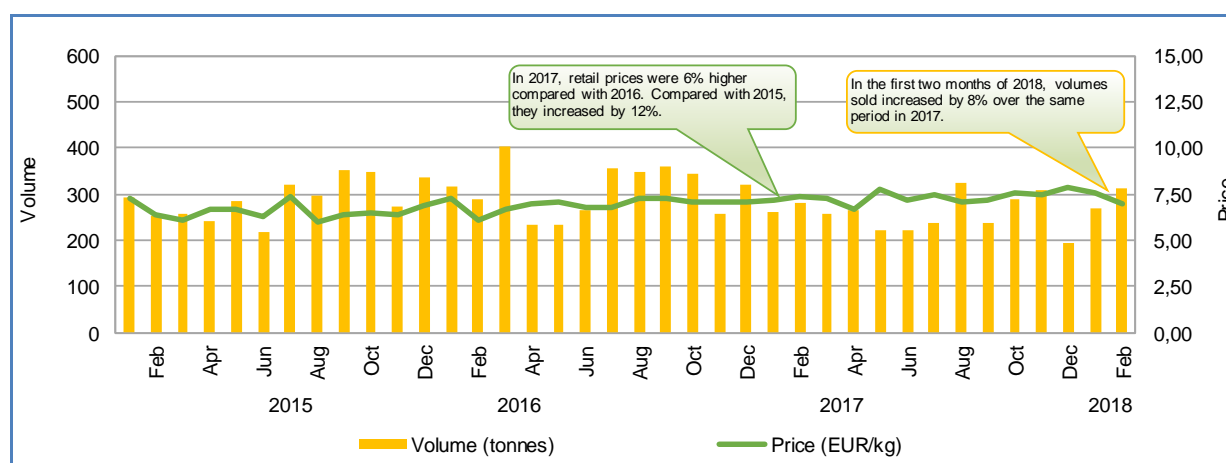
Total consumption: 3.479 tonnes (2015), 3.724 tonnes (2016), 3.096 tonnes (2017).

Short-term trend, January–February 2018: both slightly increasing in price and volume.

Average price: 7,23 EUR/kg.

Total consumption: 583 tonnes.

Figure 43. RETAIL PRICE AND VOLUME SOLD OF FRESH EUROPEAN SEABASS IN PORTUGAL



Source: EUMOFA, based on Europanel (updated 07.05.2018).

3.2.4 Consumption trend in Spain

Long-term trend, January 2015–February 2018: increasing slightly in price and decreasing slightly in volume.

Average price: 8,34 EUR/kg (2015), 8,61 EUR/kg (2016), 8,73 EUR/kg (2017).

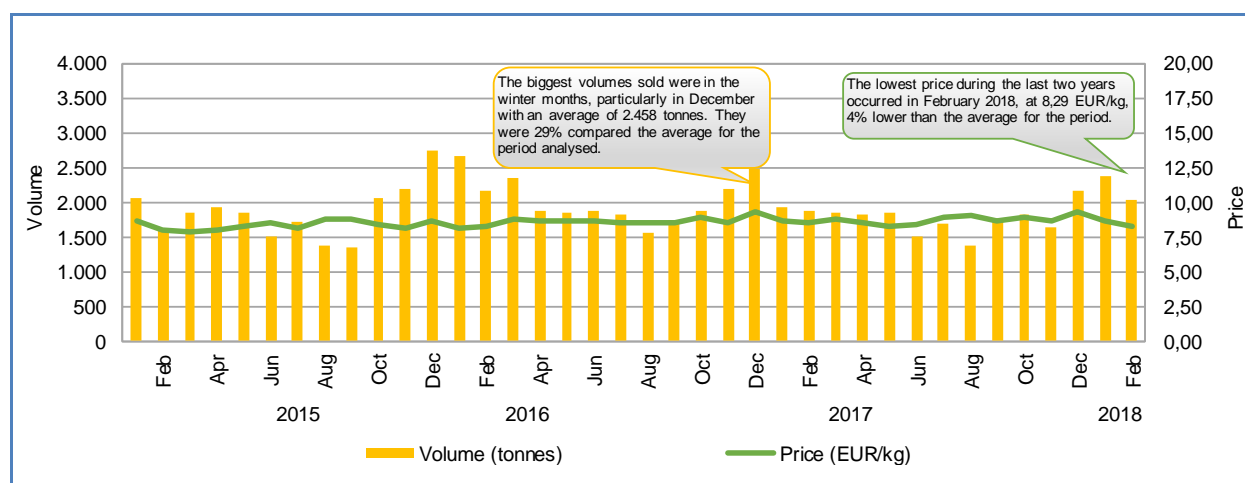
Total consumption: 22.226 tonnes (2015), 24.450 tonnes (2016), 21.246 tonnes (2017).

Short-term trend, January–February 2018: increasing in volume and slightly in value.

Average price: 8,49 EUR/kg.

Total consumption: 4.412 tonnes.

Figure 44. RETAIL PRICE AND VOLUME SOLD OF FRESH EUROPEAN SEABASS IN SPAIN



Source: EUMOFA, based on Europanel (updated 07.05.2018).

3.2.5 Consumption trend in the UK

Long-term trend, January 2015–February 2018: decreasing in price and increasing in volume.

Average price: 21,15 EUR/kg (2015), 19,26 EUR/kg (2016), 18,64 EUR/kg (2017).

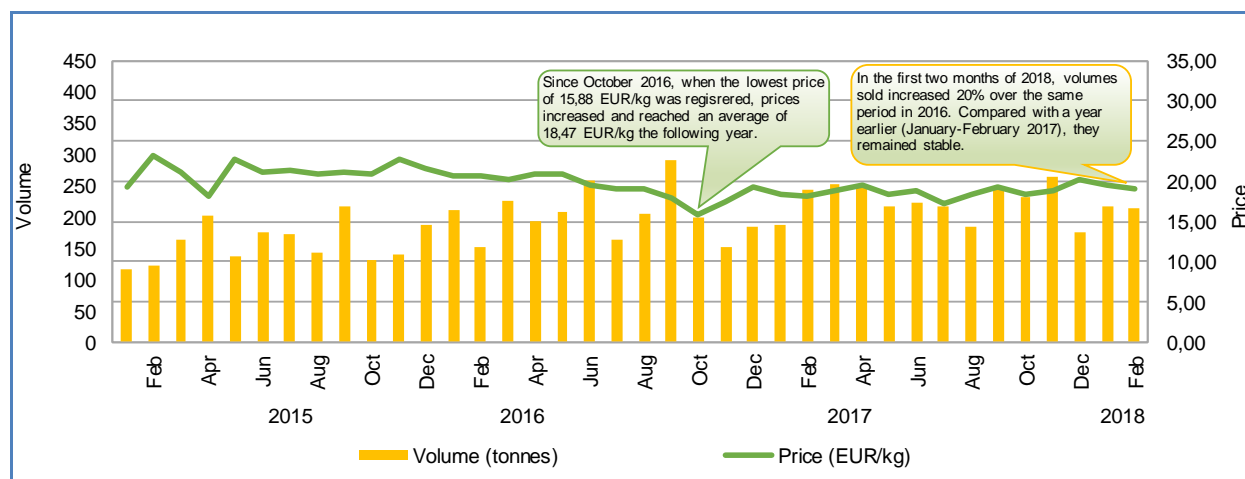
Total consumption: 1.908 tonnes (2015), 2.439 tonnes (2016), 2.682 tonnes (2017).

Short-term trend, January–February 2018: decreasing in price and increasing in volume.

Average price: 19,23 EUR/kg.

Total consumption: 432 tonnes.

Figure 45. RETAIL PRICE AND VOLUME SOLD OF FRESH EUROPEAN SEABASS IN THE UK



Source: EUMOFA, based on Europanel (updated 07.05.2018).

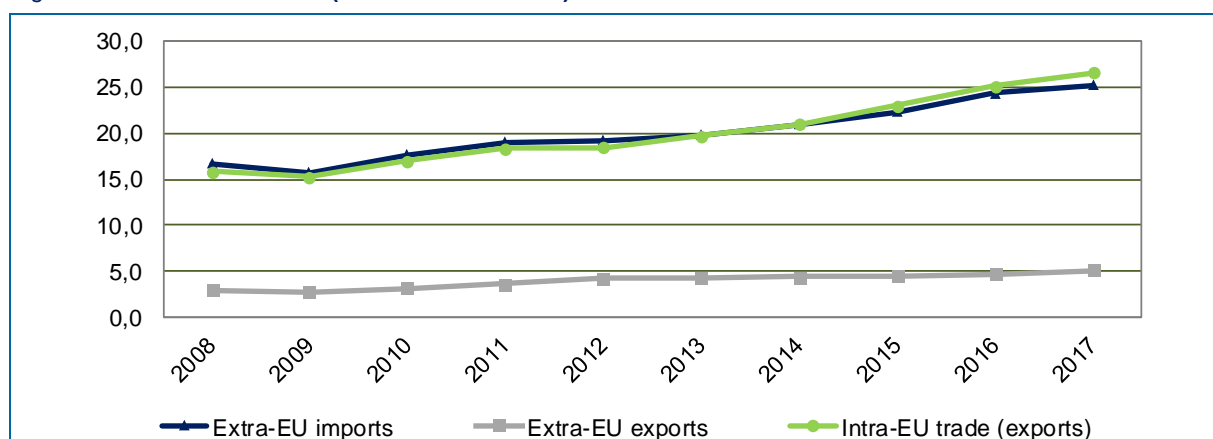
4 EU trade in 2017

4.1. Trade flow trends

Trade in fish and seafood is significant for the EU, as a leading import market for fisheries and aquaculture products in the world. In 2017, the overall demand for fisheries and aquaculture products has been growing, driven by the economic recovery of the EU market. This is reflected in the EU trade (extra-EU export, extra-EU import, intra-EU export), which in 2017 has reached EUR 56,9 billion, up by +5% over 2016.

In 2017, imports from third countries totalled EUR 25,3 billion and 5,9 million tonnes, a 4% increase in value and a slight decrease of 1% in volume compared to the previous year. This increase in value was due to the rise of the average import price to 4,25 EUR/kg (+5% over 2016). Trade between EU Member States reached EUR 26,7 billion and 6,4 million tonnes, representing increases of 6% and 4% over 2016, respectively. EU exports to third countries increased by 7% in value, reaching EUR 5,0 billion. This was due to higher volume and average price of fisheries and aquaculture products exported by the EU which increased by 6% and 1%, respectively, compared with 2016.

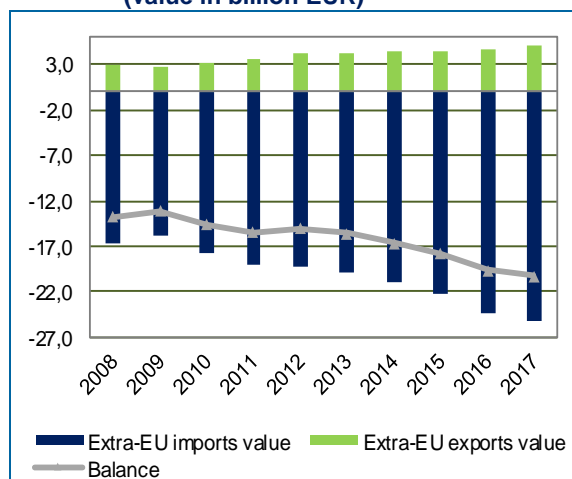
Figure 46. EU TRADE FLOW (value in billion EUR)



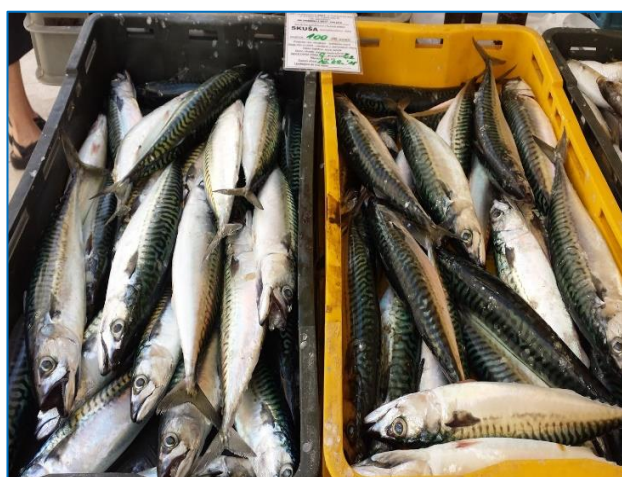
Source: EUMOFA (updated 16.05.2018).

The EU trade in fisheries and aquaculture products continued to expand in 2017 in all trade flows at a modest rate. In 2017, the negative (deficit) trade balance in value (exports minus imports) was the largest since 2008: EUR -20,2 billion, confirming the EU's continued position as a net importer of fisheries and aquaculture products. The deficit was nearly 3% higher than the previous year. On the other hand, the trade deficit in volume decreased by 4,5%, falling to -4,2 million tonnes in 2017.

Figure 47. EXTRA-EU TRADE BALANCE (value in billion EUR)



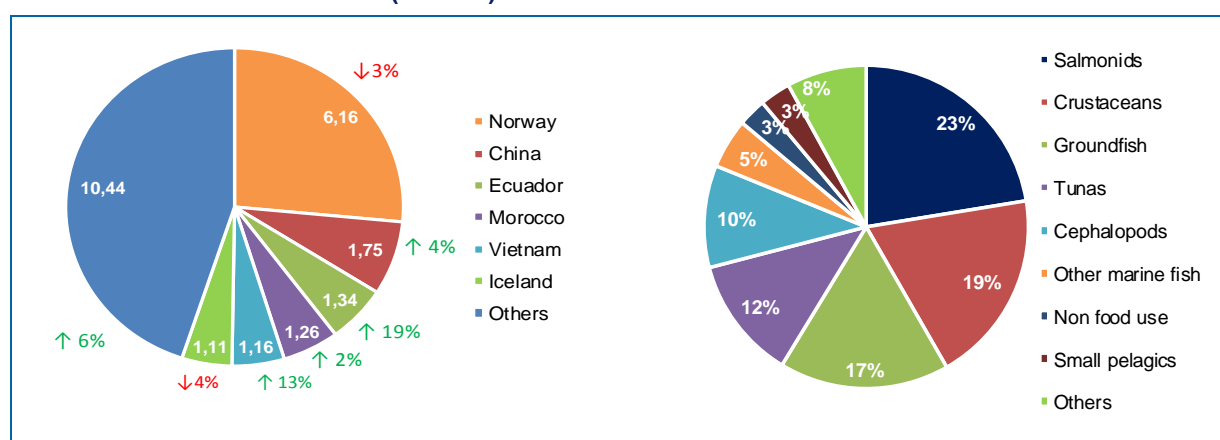
Source: EUMOFA (updated 16.05.2018).



EXTRA-EU IMPORTS: In 2017, crustaceans (EUR 4,9 billion), groundfish (EUR 4,3 billion), and salmonids (EUR 5,7 billion) were the main commodity groups, representing 59% of total extra-EU import value. Cephalopods (+41%) and tuna and tuna like species (+21%) were the main contributors to the overall increase in the extra-EU import net value compared to 2016. The highest decrease in value was recorded for non-food use products (-22%). At 5,9 million tonnes, extra-EU import volume was 1% lower than in 2016. Of the total volume imported, frozen products were predominant (51%), followed by fresh (18%) and prepared or preserved products (16%). Imports of dried/salted/smoked products were minor (2%).

In 2017, nearly 50% (EUR 11,7 billion) of total imported fish in value originated from only five countries. The main suppliers were Norway (EUR 6,2 billion, -3% compared to 2016), China (EUR 1,8 billion, +4%), Ecuador (EUR 1,3 billion, +19%), Morocco (EUR 1,3 billion, +2%) and Vietnam (EUR 1,2 billion, +13%). In 2017, imports from third countries grew in value by 4%, but fell in volume by 1% from 2016. There was a notable increase in volume of imports from Ecuador (+12%). The species which were most responsible for this increase in value are tunas (skipjack +51%, and yellowfin tuna +30%).

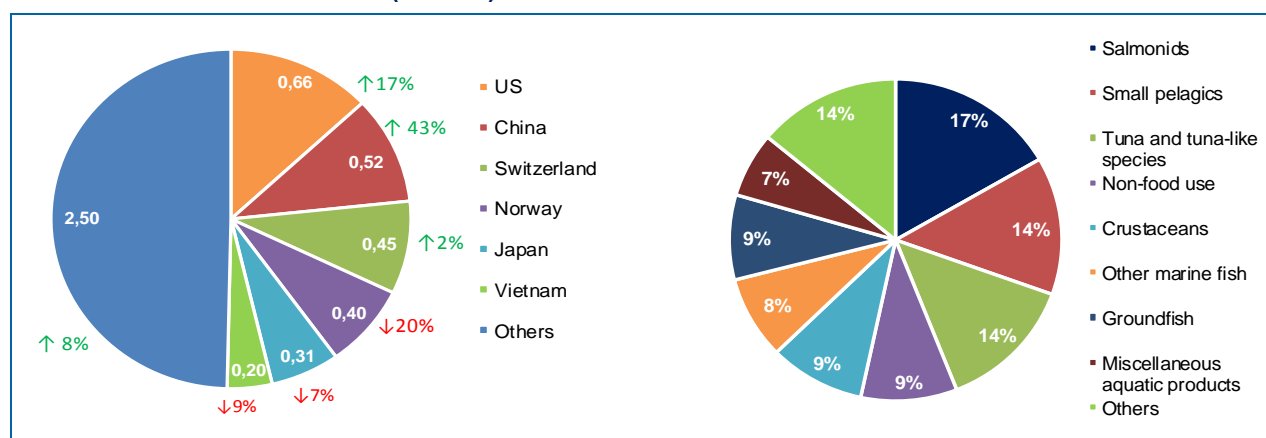
Figure 48. **EXTRA-EU IMPORTS: MAIN PARTNERS (in value in billion EUR) AND CONTRIBUTION OF MAIN COMMODITY GROUPS (in value)**



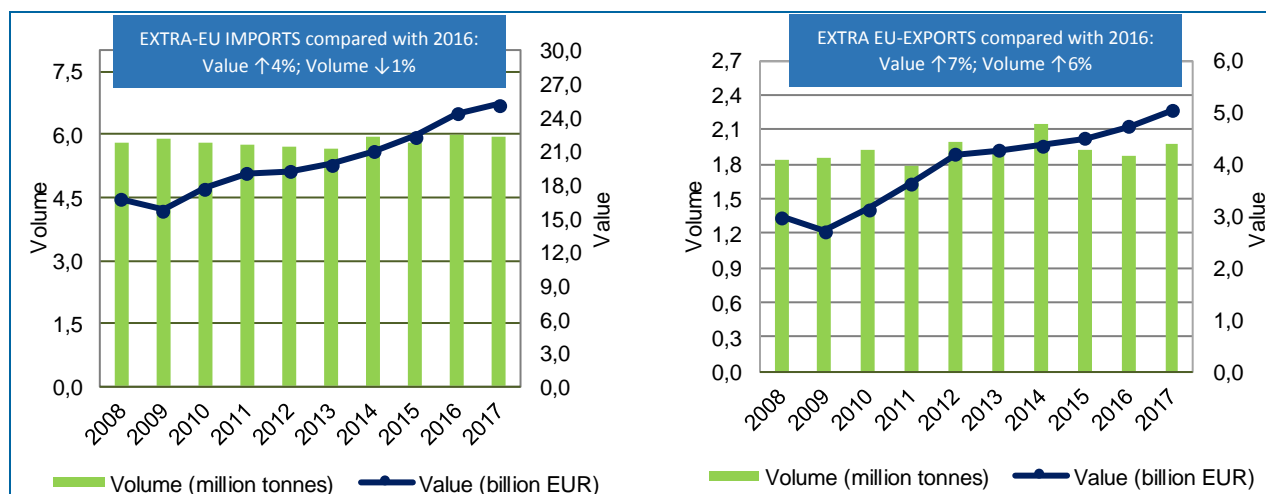
Source: EUMOFA (updated 16.05.2018).

EXTRA-EU EXPORTS: Salmonids (+17%) as well as small pelagics, and tuna and tuna-like species (both +14%) were the main contributors to the overall increase (+7%) in extra-EU export value in 2017 compared to 2016. Non-food use products (EUR 0,5 billion), salmonids (EUR 0,8 billion), small pelagics (EUR 0,7 billion), crustaceans (EUR 0,5 billion), and tuna and tuna-like species (EUR 0,7 billion) represented 63% of the total value. Volume increased by 6% because of small pelagics (639.326 tonnes, +1%) and groundfish (284.756 tonnes, +58%). Small pelagics, non-food use products, tuna and tuna-like species and groundfish together had a share of 76% of total extra-EU export volume in 2017.

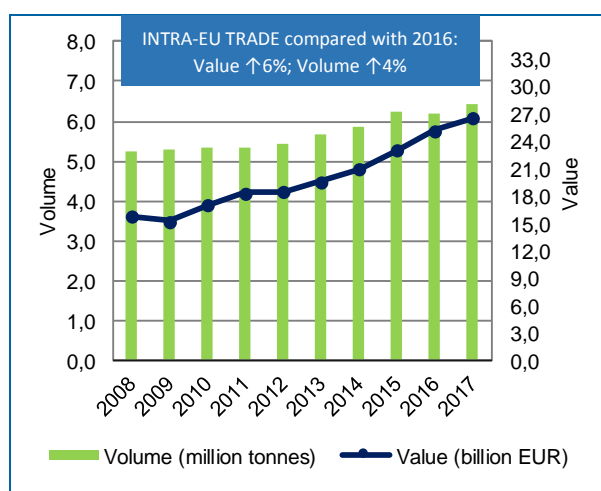
One half (EUR 2,5 billion) of total extra-EU export value was traded with 6 countries, namely the US (EUR 0,7 billion), China (EUR 0,5 billion), Switzerland (EUR 0,4 billion), Norway (EUR 0,4 billion), Japan (EUR 0,3 billion) and Vietnam (EUR 0,2 billion). The main partner countries by volume were Nigeria (254.600 tonnes), Norway (205.250 tonnes), China (170.000 tonnes), and Egypt (133.000 tonnes). There was a notable increase of exports to China +43% in value, and +53% in volume and to the Republic of Korea (+28% and +79%) compared to 2016. In terms of value, cod (+209%), crab (+41%) and salmon (+24%) were among the top products responsible for the overall increase of export to China, whereas miscellaneous tunas (+88%), bluefin tuna (+34%) and blue whiting (+153%) were the top products exported to the Republic of Korea.

Figure 49. **EXTRA-EU EXPORTS: MAIN PARTNERS (in value in billion EUR) AND CONTRIBUTION OF MAIN COMMODITY GROUPS (in value)**

Source: EUMOFA (updated 16.05.2018).

Figure 50. **10-YEAR TREND IN EXTRA-EU TRADE**

Source: EUMOFA (updated 16.05.2018).

Figure 51. **10-YEAR TREND OF INTRA-EU TRADE**

Source: EUMOFA (updated 16.05.2018).

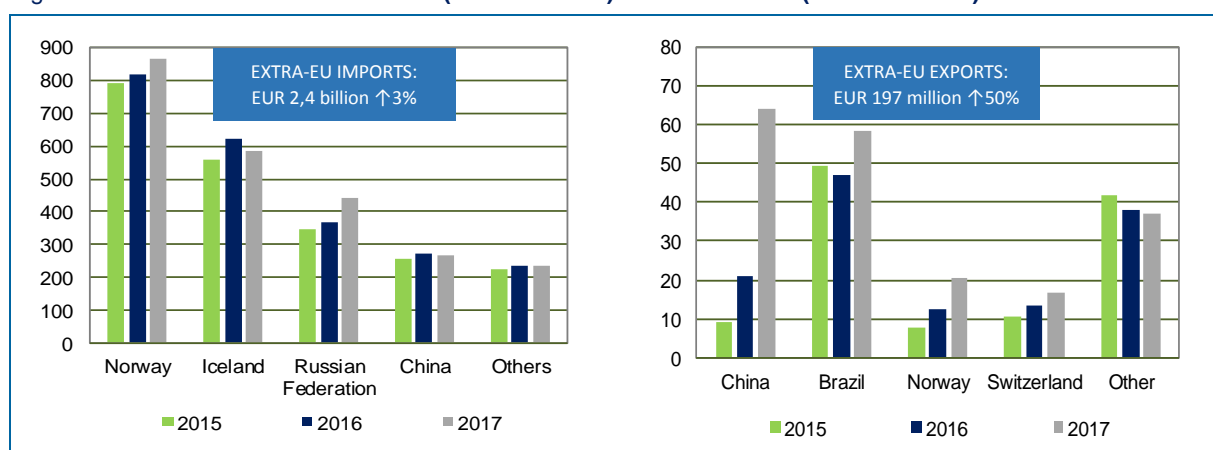
INTRA-EU TRADE: In 2017, exchanges between EU Member States (intra-EU exports) increased by 6% in value and 4% in volume over 2016. More than 6,4 million tonnes were traded, of which 34% were fresh, 29% frozen, and 22% prepared or preserved products. The least traded are dried, salted and smoked products with only 4% of total value share. The increases were mainly due to cephalopods (+23% in value, +19% in volume), crustaceans (+5%, +8%), groundfish (+7%, +8%), and tuna and tuna-like species (+18%, +10%). Other commodity groups contributing to both increases were bivalves and other molluscs and aquatic invertebrates, flatfish, freshwater fish, other marine fish and small pelagics. Crustaceans (EUR 3,2 billion, 346.463 tonnes), groundfish (EUR 3,5 billion, 910.434 tonnes), salmonids (EUR 7,9 billion, 975.905 tonnes) and small pelagics (EUR 1,6 billion, 1,2 million tonnes) made up 61% of value and 53% of volume of the total trade between the EU Member States in 2017.

4.2. Trade flows of cod

EXTRA-EU IMPORTS: Cod was the most important main commercial species of the groundfish commodity group, accounting for 56% of the value and 42% of the volume of all groundfish imported by the EU from third countries. In 2017, cod imports of 512.661 tonnes were 1% lower in volume, but 3% higher in value (EUR 2,4 billion) compared with 2016. Based on an average price of 4,67 EUR/kg in 2017, the price was 5% higher than in 2016 due to high demand. The UK (EUR 395 million) is one of the major EU markets for cod. Cod is imported fresh or frozen, mainly from Norway (EUR 864 million), Iceland (EUR 585 million), and the Russian Federation (EUR 444 million). Imports from the Russian Federation increased significantly: +20% over 2016.

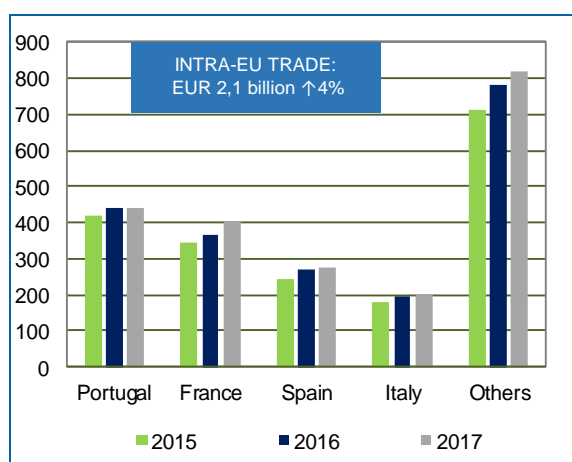
EXTRA-EU EXPORTS: In 2017, cod was the most exported species in value (46%), and second in volume (15%) among the 13 groundfish main commercial species, registering increases of more than 50% in both value and volume over 2016. The EU exported 42.114 tonnes of mostly whole, frozen cod worth EUR 197 million, with an average price at 4,68 EUR/kg, (-1% compared to 2016). Portugal (EUR 78 million) and the Netherlands (EUR 50 million) were the main exporting countries, whereas China (EUR 64 million) and Brazil (EUR 58 million) were the largest extra-EU markets for cod exported in 2017.

Figure 52. **COD: EXTRA-EU IMPORTS (in billion EUR) AND EXPORTS (in million EUR)**



Source: EUMOFA (updated 16.05.2018).

Figure 53. **COD: INTRA-EU TRADE BY COUNTRY OF DESTINATION (in billion EUR)**



Source: EUMOFA (updated 16.05.2018).

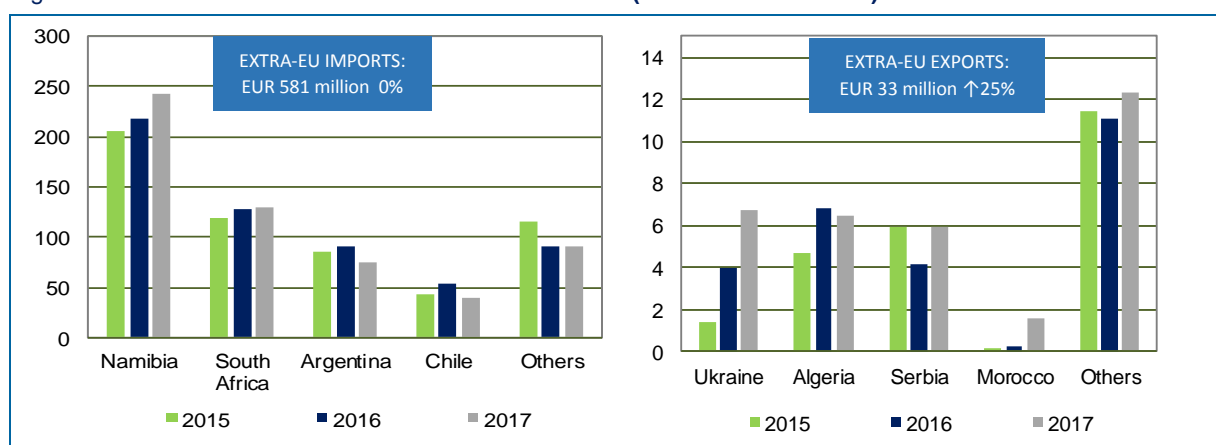
INTRA-EU TRADE: In 2017, cod was responsible for 62% of the value of all the groundfish species (EUR 2,1 billion) traded between the EU Member States, an increase of 4%, whereas volume decreased by 3% compared with 2016, to 425.387 tonnes. Cod was mainly traded as fresh (31%), frozen (36%), or dried/salted/smoked (30%). Due to a lower supply and higher demand, the average export price increased by 8% to 5,03 EUR/kg. The Netherlands (EUR 611 million) and Denmark (EUR 455 million) were the main suppliers, while Portugal was the main destination with trade value of EUR 442 million, followed by Spain, France, Italy. These countries accounted for 62% of cod value traded within the EU in 2017. Among the top 5 destinations, exports destined for France experienced the largest increase in value (+11%), while exports to the UK decreased by 15%.

4.3. Trade flows of hake

EXTRA-EU IMPORTS: Hake, after cod and Alaska pollock, is the most important main commercial species accounting for 13% of the value and 15% of the volume of all groundfish imported by the EU from non-EU partner countries. In 2017, 176.192 tonnes of hake were imported for a value of EUR 581 million. The average price of 3,27 EUR/kg was 2% higher than in 2016. The major EU markets for hake are Spain (EUR 304 million) and Italy (EUR 84 million). Hake is imported frozen and prepared/preserved mainly from Namibia (EUR 234 million), South Africa (EUR 130 million), and Argentina (EUR 75 million). Imports from Namibia, which account for 42% of total EU imports from third countries, increased significantly (+12% over 2016), whereas Argentina registered a decrease of 17% compared to 2016.

EXTRA-EU EXPORTS: Hake ranks 4th in value (8%) and 3rd in volume (6%) among 13 groundfish main commercial species exported to third countries. Hake exports in 2017 experienced increases in both value (EUR 33 million, +25%) and volume (18.306 tonnes, +32%) over the previous year. The average export price was 5% lower compared to 2016, ending at 1,80 EUR/kg. In 2017, whole, frozen hake was mainly exported by Spain to non-EU countries amounting to EUR 21 million. The main destinations of EU exports of hake were Ukraine, Algeria, Serbia and Morocco, which accounted for over 60% of total. Exports to Ukraine grew by 68%, reaching EUR 6,7 million.

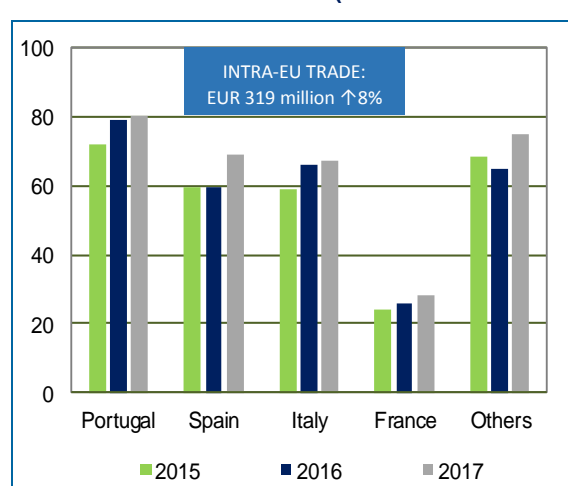
Figure 54. **HAKE: EXTRA-EU IMPORTS AND EXPORTS (value in million EUR)**



Source: EUMOFA (updated 16.05.2018).

INTRA-EU TRADE: With a share of 9% in value and 10% in volume, hake is the second most traded groundfish in the EU after cod. Exports of mainly fresh (33%) and frozen (60%) hake products increased by 8% in value and 4% in volume, reaching EUR 319 million for 93.522 tonnes, with an average export price of 3,41 EUR/kg, an increase of 4% over 2016. The main trade markets were Portugal (EUR 80 million) and Spain (EUR 68 million), followed by Italy and France. These four countries were responsible for 76% of overall hake trade within the EU.

Figure 55. **HAKE: INTRA-EU TRADE BY COUNTRY OF DESTINATION (value in million EUR)**



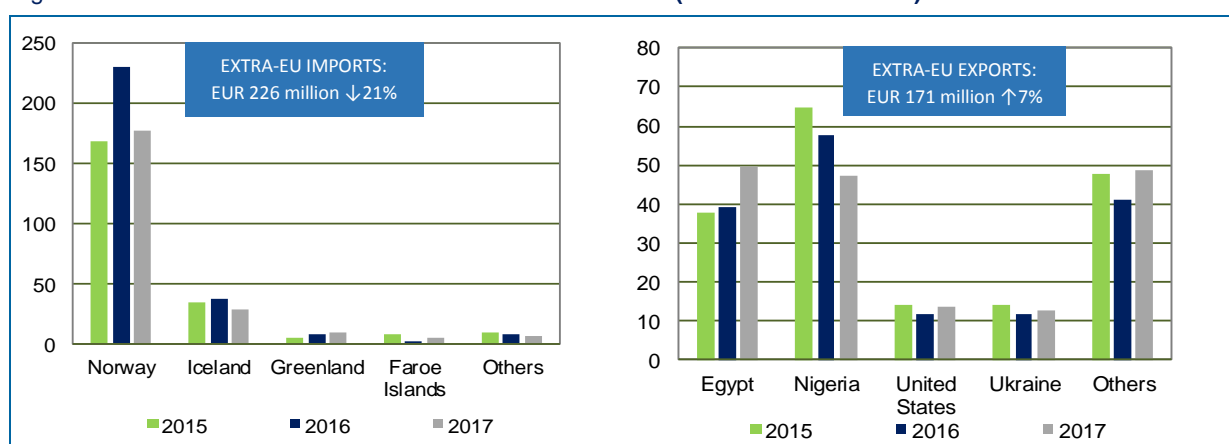
Source: EUMOFA (updated 16.05.2018).

4.4. Trade flows of herring

EXTRA-EU IMPORTS: Of total extra-EU imports, small pelagics ranks 7th among 12 commodity groups with a value of EUR 783 million and volume of 421.090 tonnes in 2017. Herring is the most important small pelagic species imported in the EU, accounting for 29% of the value and 43% of the volume of all seven main commercial species of this group imported from third countries. In 2017, herring imports (182.105 tonnes, valued at EUR 226 million) were 6% higher in volume, but 21% lower in value compared to 2016, with an average price of 1,24 EUR/kg, what was 25% lower than in 2016, when the price was as high as 1,66 EUR/kg. The major EU markets were Poland (EUR 65 million), Denmark (EUR 41 million), and Sweden (EUR 33 million). Herring was imported mostly frozen (80%), of which 77% was cut, mainly from Norway (EUR 177 million), which accounts for 78% of all extra-EU herring exported to the EU. Other important suppliers of herring to the EU are Iceland (EUR 29 million) and to a lesser extent Greenland (EUR 9 million) and the Faroe Islands (EUR 5 million). Imports from Norway and Iceland decreased significantly in 2017 – both over 20% from 2016.

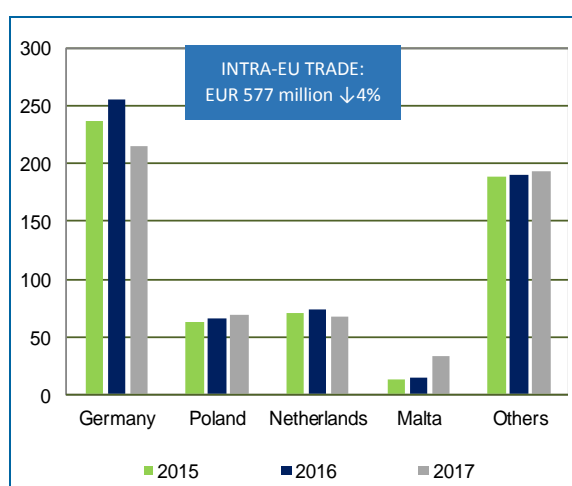
EXTRA-EU EXPORTS: In 2017, EU exports of herring increased, ranking the species as the second most exported species in value (25%, +7% over 2016), and first in volume (34%, +10% over 2016) among seven small pelagics main commercial species. The EU exported 217.843 tonnes of mostly whole, frozen herring worth EUR 171 million, with an average price of 0,79 EUR/kg, a decrease of 3% compared to 2016. The Netherlands (EUR 98 million) was the main exporting country, whereas the main destinations for EU exports were Egypt (EUR 50 million) and Nigeria (EUR 47 million), followed by the US and Ukraine. Exports to Egypt increased strongly (+26%) over 2016.

Figure 56. **HERRING: EXTRA-EU IMPORTS AND EXPORTS (value in million EUR)**



Source: EUMOFA (updated 16.05.2018).

Figure 57. **HERRING: INTRA-EU TRADE BY COUNTRY OF DESTINATION (value in million EUR)**



Source: EUMOFA (updated 16.05.2018).

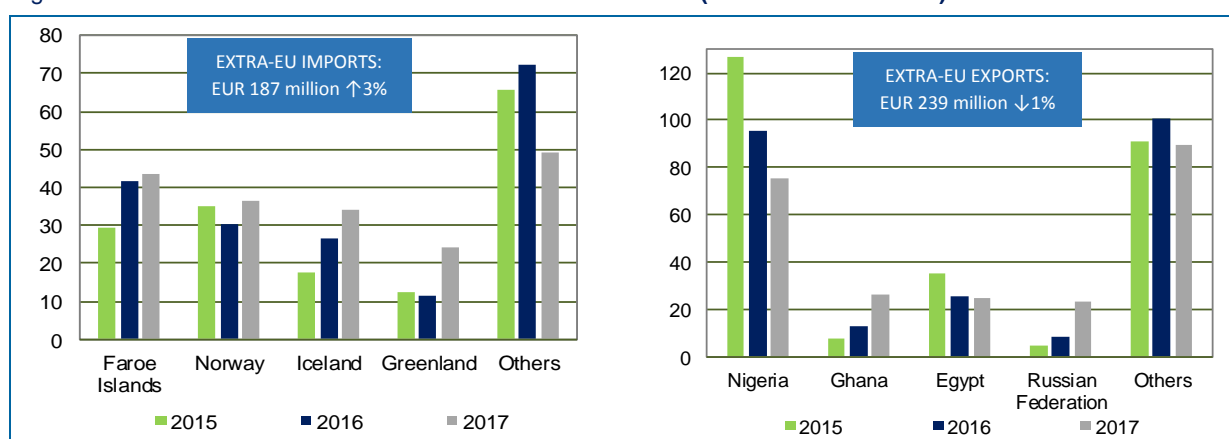
INTRA-EU TRADE: In 2017, trade herring, the most marketed of all small pelagics' species in value and volume (shares of 35% and 39%, respectively), decreased by 4% in value and slightly increased in volume by 1%, reaching EUR 577 million for 462.976 tonnes. The average price decreased by 4% ending at 1,25 EUR/kg. Herring was traded mostly as frozen (29%) and prepared/preserved (55%). Germany (EUR 215 million) was the main market, followed by Poland, the Netherlands, and Malta. Malta experienced the largest increase in trade value (+122%), mainly due to activities related to the tuna fattening industry.

4.5. Trade flows of mackerel

EXTRA-EU IMPORTS: Mackerel is one of the most important main commercial species of small pelagics commodity group, accounting for 24% of the value and 29% of the volume of all small pelagics imported by the EU from third countries. In 2017, the value of such trade reached EUR 187 million, an increase by 3%, whereas volume of 123.250 tonnes was 16% higher compared with 2016. The average price of 1,52 EUR/kg was 11% lower compared with 2016. The major EU import countries are Poland (EUR 34 million) and Denmark (EUR 31 million). Mackerel is imported mainly whole, frozen from the Faroe Islands (EUR 43 million), Norway (EUR 37 million), and Iceland (EUR 34 million). Imports from Norway and Iceland, which supply nearly 40% of total mackerel to the EU, increased strongly (+21% and +27%, respectively) over 2016.

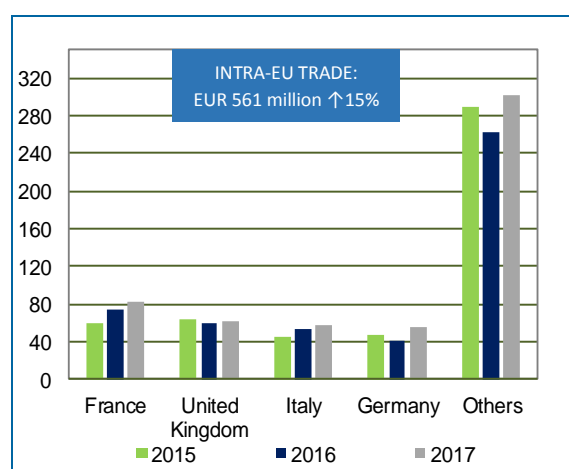
EXTRA-EU EXPORTS: In 2017, exports of small pelagics, the second most important commodity group in terms of volume, totalled EUR 689 million for 639.326 tonnes. Of the small pelagics main commercial species, mackerel was the most important species exported from the EU in terms of value (34%), and the second in terms of volume (29%). In 2017, mackerel exports of 187.933 tonnes (down by 5% from 2016) were traded for EUR 239 million (down by 1% from 2016), at an average price of 1,27 EUR/kg, 4% higher compared with 2016. Mostly whole, frozen mackerel exports originated mainly from the Netherlands (EUR 92 million) and Ireland (EUR 55 million). The main destination was Nigeria (EUR 75 million), which decreased its EU imports by 21%. Other important export destinations were Ghana, Egypt and the Russian Federation. These four destinations were responsible for 63% of overall mackerel extra-EU export value.

Figure 58. **MACKEREL: EXTRA-EU IMPORTS AND EXPORTS (value in million EUR)**



Source: EUMOFA (updated 16.05.2018).

Figure 59. **MACKEREL: INTRA-EU TRADE BY COUNTRY OF DESTINATION (value in million EUR)**



Source: EUMOFA (updated 16.05.2018).

INTRA-EU TRADE: With a share of 34% in value and 27% in volume, mackerel is the second most traded small pelagics in the EU, after herring. Exports of mainly frozen (52%) and prepared/preserved (30%) mackerel products increased by 15% in value and 12% in volume, reaching EUR 561 million for 323.189 tonnes, with an average price at 1,74 EUR/kg, an increase of 3% over 2016. The main trade markets were France (EUR 83 million) and the UK (EUR 61 million), followed by Italy and Germany. These four countries were responsible for nearly half (46%) of the overall mackerel trade within the EU.

5 Case study – Fisheries and aquaculture in Bulgaria and Romania

5.1 Introduction

Situated in the south-east of Europe, Bulgaria and Romania have coastlines of 378 km and 256 km long, respectively. Both countries are characterized by land resources and availability of inland waters. These conditions offer opportunities for the development of fishing and aquaculture activities in both marine and freshwater areas, as well as related processing activities. In Romania, although fisheries and aquaculture contribution to the Gross Domestic Product is very limited (0,0086%), these sectors can be particularly important in remote areas, where they represent the main source of income for local communities. In Bulgaria, fisheries and aquaculture activities represent 0,14% of the GDP.



Source: AND International.

Table 4. FISHERIES AND AQUACULTURE PRODUCTION IN BULGARIA AND ROMANIA (volume in tonnes)

Activities	Bulgaria					Romania				
	2012	2013	2014	2015	2016	2012	2013	2014	2015	2016
Aquaculture	5.975	12.152	11.172	13.537	15.762	10.004	10.146	10.680	11.042	12.574
Marine fisheries	8.153	9.535	8.546	8.743	8.562	231	537	810	1.618	2.198
Inland fisheries	1.428	135	142	86	52	2.457	2.717	3.150	3.600	4.050

Source: FAO FishStat.

In **Bulgaria**, the total fisheries and aquaculture production was 24.376 tonnes in 2016, from which 65% was from farming. While marine catches remained stable over the period from 2012 to 2016, the inland catches have experienced a drastic drop, following the ban on commercial fishing within inland water basins since 2012.

In **Romania**, historically, the fisheries activities along the coast of the Black Sea are limited compared to inland fisheries. However, in recent years, landings from the Black Sea are becoming significant due to the increasing landings of *Rapana venosa*.

5.2 Marine fisheries production

Marine fisheries activities take place exclusively in Black Sea national waters. The Bulgarian and Romanian fishing fleets are relatively modest, with 1.881 vessels for Bulgaria¹⁷ and only 155 vessels for Romania in 2017. The bulk of the fleet is composed of small scale vessels (up to 11 m in length), accounting for about 67% of the fishing fleet in Bulgaria and 47% of the fishing fleet in Romania¹⁸.

¹⁷ The Operational Programme of the European Maritime and Fisheries Fund of Bulgaria estimates that the half of the fishing fleet is inactive.

¹⁸ EU fishing fleet register.

Table 5. **TOP MARINE SPECIES CAUGHT IN BULGARIA AND ROMANIA IN 2016 (volume in tonnes)**

Bulgaria	Volume	Romania	Volume
Shellfish (conch, mussel, shrimp)	4.050	Veined rapa whelk	6.505
European sprat	2.290	European anchovy	102
Red mullet	878	Mediterranean mussel	68
Bluefish	710	European sprat	49
Scad (horse mackerel)	167	Mediterranean horse mackerel	32
Spiny dogfish	83	Turbot	29
Other	362	Other	55
Total	8.540	Total	6.840

Source: Data for Romania – FAO FishStat; Data for Bulgaria – Bulgarian Executive Agency for Fisheries and Aquaculture.

In **Bulgaria**, 8.562 tonnes of fish were caught in marine waters in 2016. The top three species were conch, mussels and shrimps, accounting for 47% of the total, followed by European sprat (27%), red mullet (10%) and bluefish (8%). Other species include horse mackerel, spiny dogfish, goby, European anchovy, and others caught at lower volumes. The main ports used by fishermen for landing catches are Baltchik, Burgas, Varna, Sozopol, Pomorie, Chernomorets and Nessebar.

In **Romania**, marine fishing is limited to the marine areas up to 60-meter isobaths, because of the characteristics of the vessels and their limited autonomy. The fleet targets particularly small pelagic species, such as Black Sea shad and European sprat. In addition, it catches flatfish (turbot), some sharks/dogfish, and, more recently, large sea snails (veined rapa whelk). In 2016, marine and inland catches together amounted to 6.840 tonnes. Veined rapa whelk is the main species with 6.505 tonnes which represents 95% of the total catches in Romania. Other main species are European anchovy, Mediterranean mussel, European sprat, Mediterranean horse mackerel and turbot. In Romania, all landed fish is fresh and is used for human consumption. The main ports for landing catches used by fishermen are Mangalia, Olimp, Costinesti, Mamaia and Cape Midia. However, Romania has no specialized fishing ports.

In the EU waters of the Black Sea, a quota for Bulgaria and Romania is allocated to sprat and turbot. Black Sea stocks exploited by the two countries are shared with non-EU countries (e.g. Turkey, Ukraine, Georgia and the Russian Federation). However, there are no TACs (Total Allowable Catches) decided at regional level between EU and non-EU countries. For 2018, the quota is 644 tonnes for turbot and 11.475 tonnes for sprat, of which 70% is allocated to Bulgaria and 30% to Romania¹⁹.

5.3 Inland fisheries production

In **Bulgaria**, commercial inland catches mainly take place in the Danube, where in 2016 only 52,2 tonnes were caught. The main species caught included carp (8,6 tonnes), silver carp (6,7 tonnes), barbel (6,7 tonnes), Prussian carp (6,05 tonnes) and wels catfish (4,7 tonnes). In January 2012, the Ministry of Agriculture and Food banned fishing, transporting and selling of the sturgeon and product derived from sturgeon. The ban was imposed for four years and aimed to conserve the Danube sturgeon. In 2016, it was extended for another five years.

In **Romania**, inland fishing is carried out as a main, full-time occupation, often by traditional fishers, in most cases as subsistence activity. Commercial inland fishing is carried out mainly in the Danube river, the Danube delta, the lagoon Razum-Sinoe, the Prut river and the dam lakes on the rivers Siret and Olt. In 2016, around 1.600 fishing boats and over 2.500 fishermen were involved in inland fishing. Inland capture fisheries production reached 5.888 tonnes in 2016, increasing by 140% compared with the 2.457 tonnes reported in 2010. They are largely dominated by Cyprinids: goldfish represents 50% of the total, followed by freshwater bream (9%) and common carp (8%). Other species caught include pontic shad, roaches, wels catfish, Northern pike, perch-pike, etc.

¹⁹ <http://www.consilium.europa.eu/fr/press/press-releases/2017/12/11/black-sea-fisheries-council-adopts-2018-catch-limits/>

5.4 Aquaculture production

Land resources and availability of inland waters provide Bulgaria and Romania perfect conditions for the development of aquaculture. Thus, the overwhelming bulk of the production is finfish produced in freshwater systems, but there is also marine production of mussel in Bulgaria and small marine production of mussel and turbot in Romania. In both countries, carp production represents the largest share of total aquaculture production.

In **Bulgaria**, over the period from 2012 to 2016, aquaculture production doubled, from 7.557 tonnes to 15.432 tonnes according to the Bulgarian Executive Agency for Fisheries and Aquaculture. This increase was related to higher production of three main species, namely chiefly rainbow trout, common carp and silver carp. Main aquaculture activities occur in freshwater areas (warm and cold waters); the only marine aquaculture product farmed is black mussel. In 2016, aquaculture companies were 683, of which 33 marine aquaculture farms that produced 3.376 tonnes of black mussels (8% more compared to 2015). In recent years, cultivated species were further diversified and an increase in the production of sturgeon species, catfish species, algae and mussels has been recorded. Mostly, the traditional pond fish farming method is used, with carp making up 80% of the total production in terms of volume²⁰.

In **Romania**, aquaculture is diversified in terms of produced species, technologies used and environment (freshwater or marine). Aquaculture production in Romania increased²¹ from about 10.000 tonnes in 2012 to 12.574 tonnes in 2016. The growth of national production can be attributed to the expanded production of carp in polyculture²², in extensive or semi-intensive production systems. A significant number of carp and other species are produced. Common carp is the most important with 4.841 tonnes produced in 2016 (38% of the total in terms of volume and 41% in terms of value), followed by silver carp, bighead carp, rainbow trout and to a lesser extent crucian carp and brook trout. Other freshwater species are reared, such as pike-perch, grass-carp, European eel, catfish, sturgeons, etc. Marine aquaculture remains limited with 25 tonnes of mussels and 20 tonnes of turbot farmed in 2016. In 2015, there were 635 production centers in the country. Almost all farms were inland establishments producing freshwater fish. 501 centers were registered for the production of carp species, 132 centers for trout and other salmon species, 1 turbot farm, 1 mussel farm and 4 hatcheries for freshwater fish, including 3 hatcheries for cyprinids species and 1 hatchery for salmonids species²³.

5.5 Seafood processing

In **Bulgaria** and **Romania**, processing can be operated for both freshwater and marine species and is split into two major fields: processing by fish farmers or other primary producers (cleaning the fish, filleting, smoking, etc.) and industrial processing for the domestic market and for export.

Bulgaria has 43 seafood processing companies (2015) employing 1.520 persons²⁴. In 2016, the main products sold were crustaceans, molluscs and other aquatic invertebrates and seaweed, prepared or preserved, followed by prepared or preserved mackerel, whole or in pieces and frozen, dried, salted or in brine scallops, mussels, cuttlefish, squid and octopus²⁵.

In **Romania**, the development of processing capacity is not supporting any improvement of the primary production sector, since the main processing inputs are imported sea species, especially mackerel and herring. Imports mostly consist of frozen fish (mackerel, herring, sprat, Alaska cod, whiting, sardines and anchovies). Local species processed are carp (90% of the local fish processed), trout, sander, pike, European catfish and perch. There is a great variety of value-added products such as salads, smoked fish, and marinades, as well as primary processed

²⁰ Bulgarian Executive Agency for Fisheries and Aquaculture.

²¹ Aquaculture production was supported by the European Fisheries Fund (EFF) and now by the European Maritime and Fisheries Fund (EMFF).

²² Cyprinids in Romania are grown in ponds with each other as well as with some other species. The idea is to exploit different trophic levels in the pond.

²³ EUROFISH – <http://www.eurofish.dk/romania>

²⁴ Eurostat-SBS.

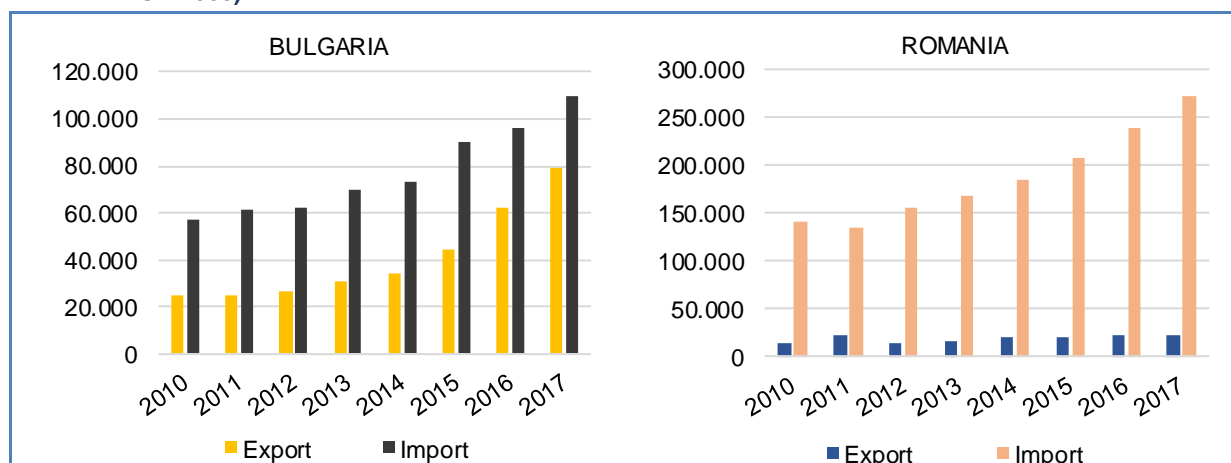
²⁵ Eurostat-PRODCOM.

fish which are headed, gutted, or portioned²⁶. In 2015, there were 35 fish processing companies employing 1.279 persons²⁷.

5.6 Trade

Over the period from 2010 to 2017, the trade balance in Bulgaria and Romania was negative every year. The Bulgarian seafood market seems less dependent on imports than the Romanian one. In both countries, trade is dominated by exchanges with other EU Member States.

Figure 60. **SEAFOOD TRADE BALANCE BETWEEN 2010 AND 2017 IN BULGARIA AND ROMANIA (value in EUR 1000)**



Source: Comext.

In **Bulgaria**, over the period from 2010 to 2017, volumes of exports of fisheries and aquaculture products increased by 66%. Their value has more than doubled to reach EUR 79 million in 2017 (around four times higher than exports of Romania). This significant increase in exports value is related to the increase of catching and aquaculture activities as well as the increase of exports of value-added products such as prepared-preserved products. In the same period, imports increased by 29% in volume and 91% in value reaching 47.041 tonnes and almost EUR 110 million. In Romania, over the same period, exports of fisheries and aquaculture products remained stable in volume terms at around 6.600 tonnes. However, their value has increased by 49% to reach almost EUR 22 million. Imports increased by 16% in volume and 92% in value, to reach 107.605 tonnes and EUR 272 million in 2017.

Export

Table 6. **EXPORTS OF FISHERIES AND AQUACULTURE PRODUCTS BY MAIN DESTINATION MARKETS IN 2017 (volume in tonnes, value in EUR 1000)**

Bulgaria			Romania		
Partner country	Volume	Value	Partner country	Volume	Value
Sweden	2.793	24.172	Republic of Moldova	23.554	37.352
Romania	5.682	13.235	Italy	12.339	29.259
Republic of Korea	1.354	9.435	Bulgaria	6.753	23.883
Spain	873	4.698	Greece	12.138	22.667
Japan	594	3.851	United Kingdom	704	1.911
Other	8.008	23.643	Other	1.989	8.578
Total	19.304	79.034	Total	107.605	272.483

Source: Comext

²⁶ Operational Programme for Fisheries in Romania.

²⁷ Eurostat-SBS.

In **Bulgaria**, exports include a wide range of species but the most important are those of shrimps and molluscs and aquatic invertebrates, which are responsible for 47% of the total in terms of value. In 2017, 32% of exports consisted of prepared-preserved products such as ready-to-eat food, canned fish, caviar and canned crustaceans, and molluscs, 30% of live/fresh fish (mostly carp) and 15% of frozen products (mainly mackerel and sole). Although volumes of exported smoked, salted and dried products are low, they have experienced a significant increase in comparison to previous years. Bulgaria exports its fisheries and aquaculture products to a wide range of countries. Sweden, Romania and the Republic of Korea are the main destinations, accounting for 51% of the total in volume and 59% in value in 2017.

In **Romania**, exports include a wide range of species as well. Apart from salmon and mackerel, the main exported species belong to main commercial species defined in EUMOFA as “other products”, “other marine fish”, “other molluscs and aquatic invertebrates” and “miscellaneous shrimps”²⁸. In 2017, 60% of fisheries and aquaculture products were exported prepared-preserved, 15% frozen, 8% dried-salted-smoked and 6% fresh (12% are unspecified). Romania exports its fisheries and aquaculture products to a wide range of countries. The Republic of Moldova, Italy, Bulgaria and Greece are the main destinations, accounting for 57% of the total in volume and 52% in terms of value.

Import

Table 7. **IMPORTS OF FISHERIES AND AQUACULTURE PRODUCTS BY MAIN DESTINATION MARKETS IN 2017 (volume in tonnes, value in EUR 1000)**

Bulgaria			Romania		
Partner country	Volume	Value	Partner country	Volume	Value
Greece	3.164	16.925	Netherlands	23.554	37.352
Denmark	3.532	12.492	Poland	12.339	29.259
Spain	5.021	11.044	Germany	6.753	23.883
Netherlands	3.708	6.591	Spain	12.138	22.667
Czech Republic	810	6.178	Italy	4.764	22.644
Other	30.807	56.505	Other	48.057	136.678
Total	47.041	109.735	Total	107.605	272.483

Source: Comext.

With a share of 46% of total imports' value in 2017, mackerel, shrimp, salmon and sea cucumber are the most imported species for the Bulgarian market. Mackerel alone represents 25% of the total in volume and 14% in value. To satisfy the market demand of mackerel for direct consumption and the demand of the processing industry, the species is mainly imported frozen. The Netherlands is the main supplier with 2.870 tonnes worth almost EUR 3,6 million in 2017. In the same year, the structure of imports consisted of frozen fish (46% of the value of imports in 2017), followed by live/fresh products (30%), prepared-preserved (17%) and to a lesser extent smoked, salted and dried fish. In 2017, 27.028 tonnes of frozen fish were imported at a value close to EUR 51 million, of which the volume of mackerel imports represented 42%. The main suppliers of the Bulgarian market are Greece (mainly for live/fresh products such as seabass and seabream), Denmark (mainly for fresh salmon), Spain (mainly for fresh trout), Netherlands (mainly for frozen mackerel) and the Czech Republic (mainly for live/fresh products, such as salmon).

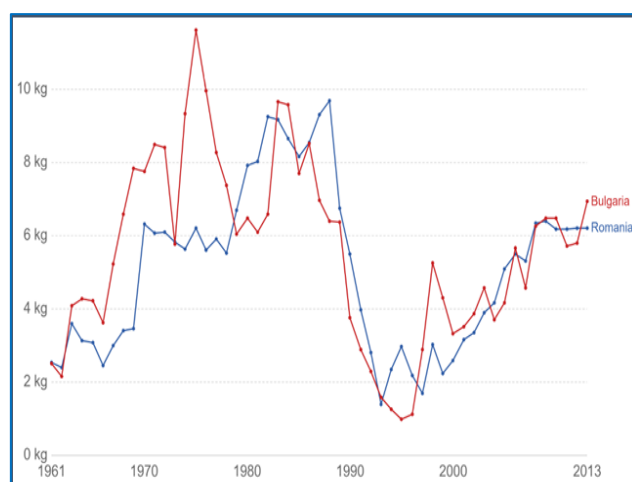
In **Romania**, mackerel, salmon, skipjack tuna, trout and herring were the most valued species imported in 2017. Together, they represent 48% of the value of imports of fisheries and aquaculture products in the country. In 2017, mackerel alone represented 29% of the total in terms of volume and 16% in value. It has been the most imported species in both volume and value over the period between 2010 and 2017. It is mainly imported frozen, from the Netherlands, and to a lesser extent from Spain, Poland and Sweden. Skipjack tuna is the second imported species (3.277 tonnes) in 2017. The species is mostly imported prepared-preserved (98% of the total), mainly originating from Germany (1.323 tonnes in 2017). Imports consist mostly of frozen fish which represented 54% of imports in 2017, mainly to supply the processing industry. In 2017, almost 58.000 tonnes of frozen fish were imported worth

²⁸ The CN-8 items included in this groupings can be found here: <http://www.eumofa.eu/documents/20178/24415/Metadata+2+-+DM+-+Annex+4+Corr+CN8-CG-MCS+%282002+-+2014%29.pdf/ae431f8e-9246-4c3a-a143-2b740a860291>

a total of EUR 101 million, of which mackerel represented more than half. The Netherlands was the major supplier of fisheries and aquaculture products to the Romanian market with a share of 14% of the total, followed by Poland (11%), Germany (9%), Spain and Italy (8% each). Fifty percent of the value of the Romanian imports originated from these countries. From the Netherlands, imports concern mostly frozen mackerel (14.784 tonnes imported in 2017 for almost EUR 19 million). From Poland, Romania mainly imports herring (4.273 tonnes in 2017) and mackerel (3.791 tonnes in 2017), mostly frozen. From Germany, the main imported species is skipjack tuna, prepared-preserved (1.323 tonnes).

5.7 Consumption

Figure 61. **SEAFOOD CONSUMPTION BETWEEN 1961 AND 2013 IN BULGARIA AND ROMANIA**



Source: FAO²⁹.

For both countries, national seafood consumption is far below the EU average. In Bulgaria fish consumption dropped from more than 9 kg per capita person in 1987 to a minimum of less than 2 kg per capita in the years between 1993 and 1996. In Romania, it decreased from more than 8 kg per capita in 1989 to a minimum of less than 3 kg per capita in the years between 1993 and 2000. Since then, it has been increasing again and stabilized around 6 kg per capita in both countries. In 2016, Bulgarian consumption was estimated by the Bulgarian National Statistical Institute to reach 5 kg per capita. In Romania, it reached 6,3 kg per capita. The drop in seafood consumption in both countries between 1987 and 2000 is related to the decline in the purchasing power of the population during this period, which resulted from a decrease of real income due to inflation.

Bulgarian consumers currently tend to prefer species like European sprat, carp, rainbow trout, Prussian carp, silver carp, and zander, although there is increasing demand for more mid-range and high-end products like hake, mackerel, squid, salmon, shrimp and prawn, trout, tuna, catfish, and lobster³⁰.

Although the Romanian consumption of seafood is among the lowest averages in the EU, a wider range of products is available on the Romanian market, reflecting a change in consumers preferences towards new species and new forms of presentation (fillets, headed, gutted). Romania's household consumption is dominated by live / fresh fish, followed by frozen fish, and marinated and prepared products. The top four preferred species are trout, carp, mackerel and salmon.

5.8 Perspectives and future development

In Romania and Bulgaria, the fisheries and aquaculture sectors are facing several challenges. They mainly involve the enhancement of the competitiveness for both production and processing sectors. In Bulgaria, some additional concerns involve environmental issues and sustainability of fisheries and aquaculture activities.

In **Romania**, the government is working on improving and modernizing the fishing fleet by increasing the share of vessels over 12 m in length³¹. Regarding aquaculture, local stakeholders expect the sector to grow, as over the next years the available area for fish farming is set to increase by a further 25.000 ha, while recirculation systems are

²⁹ <https://ourworldindata.org/meat-and-seafood-production-consumption#wild-fishery-and-aquaculture-production>

³⁰ Fish and Seafood Market Brief – Bulgaria, 2018.

³¹ Boosting the potential of the sector, EUROFISH Magazine, 2017.

expected to expand³². The production of organic species has begun (particularly for common carp and trout) and is expected to be improved by the increasing demand of organic food products³³.

In **Bulgaria**, the number of aquaculture businesses is likely to increase in the future as new and modern production facilities are established under the Operational Programme for Bulgaria for the European Maritime and Fisheries Fund. In addition, although the consumption level has remained stable for the last three years, industry forecasts indicate that it will increase slightly, despite increasing wholesale and retail prices of fish and fishery products which are linked to rising consumers' incomes.

³² Boosting the potential of the sector, EUROFISH Magazine, 2017.

³³ Traditional trout products with a twist, EUROFISH Magazine, 2017.

6 Global highlights

FAO / Globefish / Supply: In 2017, there was an increase in the global production of fishmeal and fish oil, mainly in Peru, Chile, and the Nordic countries, particularly Denmark, Iceland and Norway, where landings of the small pelagics used for production of fishmeal and fish oil have gone up. Peru is the main producer and exporter, whereas China is the main market of fishmeal and fish oil, followed by Norway³⁴.

Norway / Supply: In January-April 2018, Norway exported 927.000 tonnes of seafood worth EUR 3,3 billion. The volume is the same as last year, while values have increased by 2%, compared with the first four months of 2017. In April, Norway exported 172.000 tonnes of seafood. Exported volumes decreased by 4%, while values increased by 12%. Of the main species, salmon, herring, prawns and trout exports increased, while mackerel exports decreased³⁵.



Vietnam / Supply: Positive factors in the first months of 2018, such as the weather, high yield, strong demand as well as stable shrimp prices contributed to growth in Vietnam's shrimp production and exports. Exports in the first two months of 2018 reached EUR 368 million, increasing by 17% over the same period in 2017. The EU was the largest importer of Vietnamese shrimp, accounting for 19% of Vietnam's shrimp exports³⁶.

Iceland / Supply: The value of catch from Icelandic vessels in January 2018 was EUR 70 million with a demersal catch of EUR 55 million, and a pelagic catch (mostly capelin) worth EUR 12 million. The value of flatfish was nearly EUR 4,6 million and the value of shellfish was 0,12 million. Total value of the catch in the 12-month period from February 2017 to January 2018 was just over EUR 95 million, which is a 6% decrease compared with the same period a year earlier³⁷.

ICTSD / WTO / Sustainability: The International Centre for Trade and Sustainable Development has recently published a publication *Overfishing, Overfished Stocks, and the Current WTO Negotiations on Fisheries Subsidies* which aims to clarify key fisheries management concepts relevant to the ongoing World Trade Organisation (WTO) negotiations on fisheries subsidies³⁸.

EU / Africa / IUU: A five-year EU funded PESCAO project, a programme to tackle Illegal, Unregulated and Unreported (IUU) fishing activities in Western Africa, kicked-off in early May. The PESCAO project, funded with EUR 15 million under the European Development Fund (EDF), aims to improve regional fisheries governance in Western Africa. This will include developing a regional fishing policy, putting in place regional coordination against IUU fishing and improving fish stock management at regional level³⁹.

³⁴ <http://www.fao.org/in-action/globefish/market-reports/resource-detail/en/c/1113356/>

³⁵ <http://en.seafood.no/news-and-media/news-archive/what-a-season-for-norwegian-cod--spring-cod-is-breaking-records-/>

³⁶ http://seafood.vasep.com.vn/seafood/50_12603/high-demand-supports-vietnam-shrimp-exports.htm

³⁷ <https://www.statice.is/publications/news-archive/fisheries/value-of-catch-january-2018/>

³⁸ <http://www.greengrowthknowledge.org/sites/default/files/downloads/resource/Overfishing%2C%20Overfished%20Stocks%2C%20and%20the%20Current%20WTO%20Negotiations%20on%20Fisheries%20Subsidies.pdf>

³⁹ https://ec.europa.eu/fisheries/eu-supports-fight-against-illegal-fishing-western-africa_en

7 Macroeconomic Context

7.1 Marine fuel

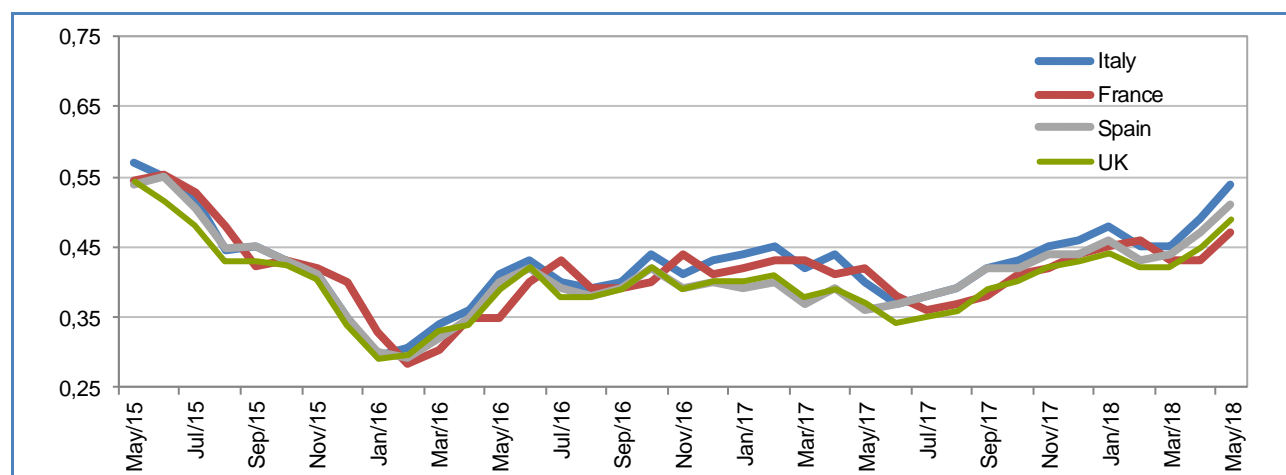
Average prices for marine fuel in **May 2018** ranged between 0,49 and 0,54 EUR/litre, in ports in **France, Italy, Spain**, and the **UK**. These prices were about 10% higher than in the previous month, but from May 2017, the increase was much larger, as much as 42% higher in the Spanish ports and 15% higher in the UK.

Table 8. **AVERAGE PRICE OF MARINE DIESEL IN ITALY, FRANCE, SPAIN, AND THE UK (EUR/litre)**

Member State	May 2018	Change from Apr 2018	Change from May 2017
France (ports of Lorient and Boulogne)	0,52	11%	35%
Italy (ports of Ancona and Livorno)	0,54	10%	37%
Spain (ports of A Coruña and Vigo)	0,51	9%	42%
The UK (ports of Grimsby and Aberdeen)	0,49	9%	32%

Source: Chamber of Commerce of Forlì-Cesena, Italy; DPMA, France; MABUX.

Figure 62. **AVERAGE PRICE OF MARINE DIESEL IN ITALY, FRANCE, SPAIN, AND THE UK (EUR/litre)**



Source: Chamber of Commerce of Forlì-Cesena, Italy; DPMA, France; MABUX.

7.2 Consumer prices

The EU annual inflation rate was at 1,4% in April 2018, down from 1,5% in March 2018. A year earlier, it was 2,0%.

Inflation: lowest rates in April 2018, compared with March 2018.



Inflation: highest rates in April 2018, compared with March 2018.

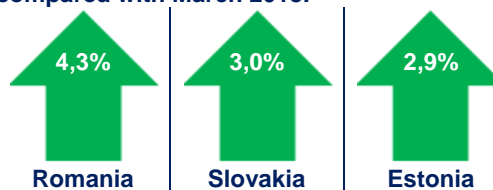


Table 9. HARMONISED INDEX OF CONSUMER PRICES IN THE EU (2015 = 100)

HICP	Apr 2016	Apr 2017	Mar 2018	Apr 2018	Change from March 2018	Change from Apr 2017
Food and non-alcoholic beverages	100,40	101,97	104,02	104,20	↑ 0,17%	↑ 2,19%
Fish and seafood	101,98	105,43	108,12	108,82	↑ 0,65%	↑ 3,22%

Source: Eurostat.

7.3 Exchange rates

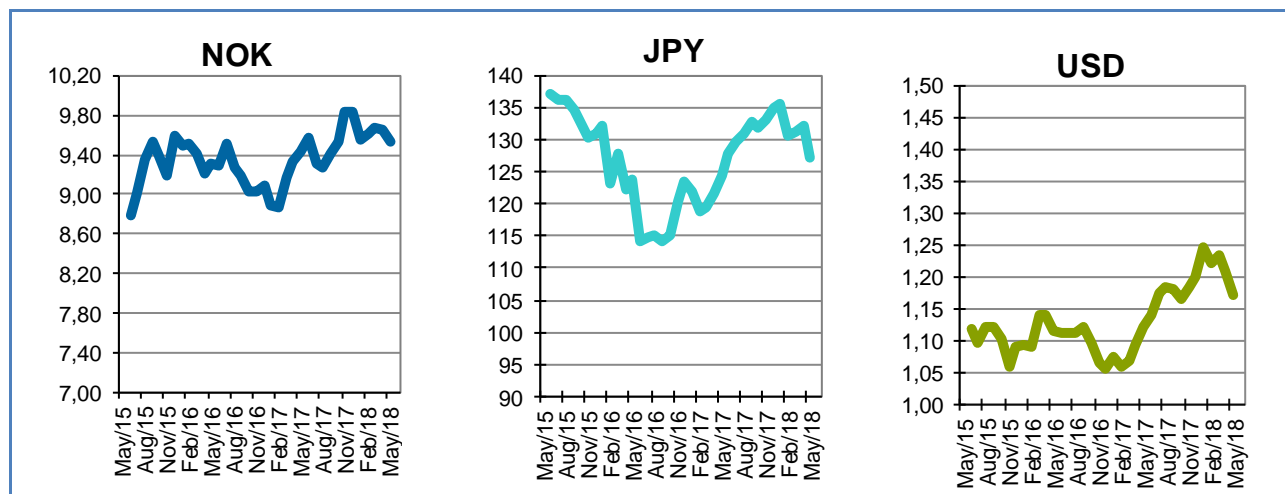
Table 10. EXCHANGE RATES FOR SELECTED CURRENCIES

Currency	May 2016	May 2017	Apr 2018	May 2018
NOK	9,3200	9,4388	9,6620	9,5375
JPY	123,83	124,40	132,12	127,33
USD	1,1154	1,1221	1,2079	1,1699

Source: European Central Bank.

In May 2018, the euro depreciated against the Norwegian krone (–1,3%), the US dollar (–3,1%) and Japanese yen (–3,6%) from April 2018. For the past six months, the euro has fluctuated around 1,21 against the US dollars. Compared with a year earlier (May 2017), the euro has appreciated 1,0% against the Norwegian krone, 2,4% against the Japanese yen, and 4,3% against the US dollar.

Figure 63. TREND OF EURO EXCHANGE RATES



Source: European Central Bank.

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FOR MORE INFORMATION AND COMMENTS:

Directorate-General for Maritime Affairs and Fisheries
B-1049 Brussels
Tel: +32 229-50101
Email: contact-us@eumofa.eu

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Global highlights: FAO, Norwegian Seafood Council, Vietnam Association of Seafood Exporters and Producers, Statistics Iceland, European Commission – DG Mare.

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 recording and reporting system (ERS).

In the context of this Monthly Highlights, analyses are led in current prices, expressed in nominal values.

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.