



# **MONTHLY HIGHLIGHTS**

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**for fishery and aquaculture products**

*Fisheries*

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#### References:

- **Macroeconomic Features:** European Central Bank (ECB); European Commission, Directorate-General for Economic and Financial Affairs (DG ECFIN); EUROSTAT. Data analysed refers to the months of November and December 2012.
- **Global Supply and Markets/International Fish Market:** FAO GLOBEFISH; EUMOFA; European Commission, Directorate-General for Maritime Affairs and Fisheries (DG MARE); [www.SeafoodSource.com](http://www.SeafoodSource.com); [www.fis.com](http://www.fis.com). Qualitative information refers to the months of December 2012 and January 2013.
- **First Sales:** EUMOFA. Data analysed refers to the month of November 2012.
- **Topic of the month:** VlamseeOverheid, STATBEL, COMEXT. Data analysed refers to the month of September 2012.

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## 0. INTRODUCTION

Welcome to the January 2013 issue of the EUMOFA monthly highlights!

This month, in addition to updates on the EU macroeconomic situation we focus on Belgium and Greece first sales and the following Main Commercial Species: Sole, Plaice, Red mullet and Anchovy. The “topic of the month” focuses on prices along the supply chain for fresh sole in Belgium.

### *In brief:*

In general, uncertainty and weak activity remain the main characteristics of the global economy. Oil prices have declined and they are likely to stay low on medium term, as the oil production is expected to grow, particularly because of higher production capacity in North America and Iraq.

Global trade with fish and fishery products has continued to be affected downwards by the on-going difficult economic situation of the EU markets. This has been reflected in decreased exports to the EU as reported by some of the EU main partners, such as Norway and Vietnam.

With the agreement in place on the TACs, for some fish species, such as Anchovy and Hake in the Bay of Biscay and Atlantic Iberian waters, the fishing opportunities will be increasing, due to the improvement of the state of resources. At the same time, opportunities will decrease for fish stocks that are still in a poor state, such as Herring, Haddock and Sole, in the Celtic Sea and West of Scotland.

Despite the on-going recession, consumption of fish and fish products is starting to pick up for certain products and in certain Member States, especially in the Northern European countries.

## 1. MACROECONOMIC FEATURES

Overall, uncertainty is still the main feature of the world economy and many countries are characterised by weak economic activity. However, some signs of improvement are noticed in the developed as well as in the key emerging markets. For example UK has exited the recession in Q3 2012. The USA, China and many EU Member States improved their growth rate in Q3 2012 compared with Q2 2012. However, this slight improvements need to be confirmed in the coming months.<sup>1</sup>

According to the European Central Bank, in the USA the real GDP grew higher than previously anticipated (i.e. by 0,7%), mainly because of positive contributions from consumption expenditures. Looking ahead, the USA is expected to grow moderately. In Japan the economic activity continued to deteriorate, owing to a sharp drop in exports, as well as a decline in private business investment and consumption.

The economy continued to slow down during Q3 2012 also in other European (non EU) countries, such as Turkey and Russia. Concerning emerging countries in Asia, except for China and Indonesia, which offset the adverse impact of global recession through increased domestic demand, the economic situation has also been negatively impacted in several countries such as India, Malaysia and Thailand. Overall, the world trade not only has declined in absolute terms, but it also has been weak, compared to the global economic activity. Looking ahead, data suggests that global trade will remain weak in the short term.<sup>2</sup>

A declining trend has been also observed concerning the EU trade with fishery products, especially due to the decrease of the intra-EU exports, but also the decrease of the extra-EU imports.<sup>3</sup>

### 1.1. European Union Economic Overview

The euro area crisis remains a major threat to the EU and global economy, and growth in major economies is still constrained by the necessary balance sheet adjustment in the financial and non-financial sectors. After two consecutive quarters of negative growth rates (-0,1% in Q3 2012 and -0,2% in Q2 2012), the euro area is officially in recession and forecasts suggest that this situation will continue well into 2013. According to the December 2012 estimate of the Eurogrowth indicator, real GDP will more or less stagnate during Q4 2012 which

<sup>1</sup> Source: Eurostatistics, Data for short-term economic analysis, December 2012.

<sup>2</sup> [http://epp.eurostat.ec.europa.eu/portal/page/portal/product\\_details/publication?p\\_product\\_code=KS-BJ-12-012](http://epp.eurostat.ec.europa.eu/portal/page/portal/product_details/publication?p_product_code=KS-BJ-12-012)

<sup>3</sup> Source: European Central Bank Monthly Bulletin, December 2012. <http://www.ecb.int/pub/pdf/mobu/mb201212en.pdf>

<sup>3</sup> Data concerning EU trade of fishery products for Q3 2012 is detailed in the October issue of the Monthly Highlights.



may be followed by a slight increase in the first three months of 2013. However, there are differences among Member States. For example in Greece, Italy, Portugal, Spain and Cyprus the current economic situation is assessed at recession level. Unfavourable signals are also coming from Belgium, France, Ireland, the Netherlands and Slovenia.<sup>4</sup>

In the quarterly report on the euro area published by the European Commission in December 2012 it is highlighted that rebuilding confidence in the euro area also means addressing specific challenges at Member State level; going forward now consists of complementing the measures taken so far in fighting the crisis with action for completing economic and monetary union.<sup>5</sup>

In December 2012 the Consumer Confidence Indicator (CCI)<sup>6</sup> decreased slightly by 0,3 points compared with November 2012, whereas the Economic Sentiment Indicator (ESI)<sup>7</sup> increased by 0,3 points since last month.<sup>8</sup>

The ESI registered increases in industry and construction, which were partly offset by decreases in services and retail trade.

The ESI improved in Italy, Germany and France and remained broadly stable in Spain, the Netherlands and Poland, while the UK saw the ESI clearly declining.

## 1.2. Macroeconomic Indicators Overview

### 1.2.1. Fuel

Prices of Brent crude oil observed in November 2012 have been at 84,8 EUR/barrel, slightly lower (-0,9%) than previous month and 10% below the year's peak which has been registered in March 2012. The price fluctuations observed reflect the interaction between demand and supply. On the demand side, the International Energy Agency (IEA) has adjusted downwards its expectations on oil demand growth on the back of the weakening global economy. At the same time, the demand-driven declines in oil prices have been more than offset by continued and renewed geopolitical tensions in the Middle East and by the tightness in oil supply. In the medium term, the IEA expects oil production to grow further, particularly because of higher production capacity in North America and Iraq.<sup>9</sup>



#### 1.2.1.1 Marine fuel

At Member State level, in Italy on the Adriatic coast, the average monthly fuel price (i.e. diesel) for small boats observed in November 2012 was 0,75 EUR /litre, 2,5% lower than previous month, but about 3% higher than the price in November 2011.<sup>10</sup>

Concerning the average prices of low sulphur fuel oil in November 2012 in different Member States, they have been recorded as follows: in France, the price was 541,55 EUR/t, 4,5% lower than previous month, but 2,1%

<sup>4</sup> Source: Eurostatistics Data for short-term economic analysis, December 2012. [http://epp.eurostat.ec.europa.eu/cache/ITY\\_OFFPUB/KS-BJ-12-012/EN/KS-BJ-12-012-EN.PDF](http://epp.eurostat.ec.europa.eu/cache/ITY_OFFPUB/KS-BJ-12-012/EN/KS-BJ-12-012-EN.PDF)

<sup>5</sup> Source: EC Quarterly Report on the euro area. [http://ec.europa.eu/economy\\_finance/publications/qr\\_euro\\_area/2012/pdf/grea4\\_en.pdf](http://ec.europa.eu/economy_finance/publications/qr_euro_area/2012/pdf/grea4_en.pdf)

<sup>6</sup> The CCI is computed on the basis of consumer survey data from 24 EU countries, covering about 98.8% of the total private final consumption expenditure. It is built on selected questions addressed to consumers according to the Joint Harmonised EU Programme of Business and Consumer Surveys. More details on the CCI as well as long time series can be found via the following link: [http://ec.europa.eu/economy\\_finance/db\\_indicators/surveys/index\\_en.htm](http://ec.europa.eu/economy_finance/db_indicators/surveys/index_en.htm)

<sup>7</sup> The ESI, whose purpose is to track GDP growth at Member State, EU and euro-area level, can be viewed as a summary of five sector-specific confidence indicators (industry, services, construction, retail trade and consumers). More information about ESI can be found at: [http://ec.europa.eu/economy\\_finance/db\\_indicators/surveys/documents/userguide\\_en.pdf](http://ec.europa.eu/economy_finance/db_indicators/surveys/documents/userguide_en.pdf)

<sup>8</sup> Source: DG ECFIN. [http://ec.europa.eu/economy\\_finance/db\\_indicators/surveys/index\\_en.htm](http://ec.europa.eu/economy_finance/db_indicators/surveys/index_en.htm)

<sup>9</sup> Source: European Central Bank Monthly Bulletin, December 2012. <http://www.ecb.int/pub/pdf/mobu/mb201212en.pdf>

<sup>10</sup> Source: Chamber of Commerce of Forlì-Cesena. <http://www.fo.camcom.it/prezzi/listino/prodotti/prodotto.jsp?id=1440>

higher than a year before; in Italy it was 566,28 EUR/t, lower compared to both previous month and a year before, by 3,9% and 0,2% respectively; for Spain the price was 566,87 EUR/t, 4,4% lower than October 2012, but 6,0% higher than November 2011.<sup>11</sup>

### 1.2.2.Exchange rates

In December 2012 the euro has broadly appreciated against most major currencies. Compared with previous month the most notable change observed is against the Japanese yen where an appreciation by 5,5% is observed, followed by 2,2% appreciation of the euro against the US dollar. The euro exchange rates for December 2012 compared with the same months of 2010 and 2011 against three selected currencies were as follows:

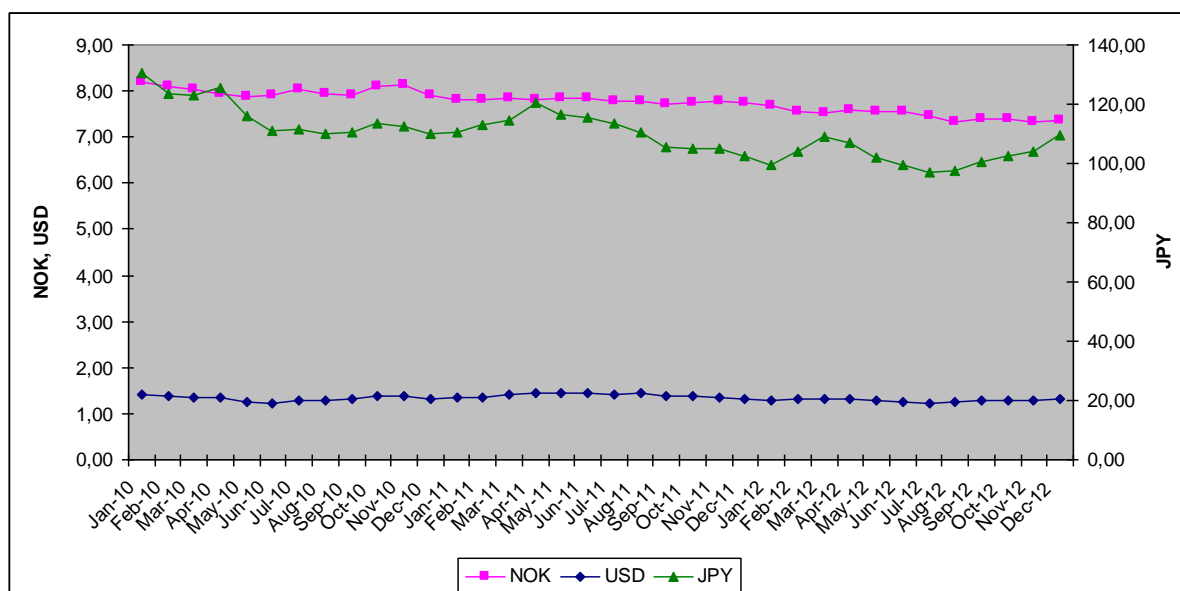
**The euro exchange rates against three selected currencies**

Currency	December 2010	December 2011	November 2012	December 2012
<b>USD</b>	1,3220	1,3179	1,2828	<b>1,3119</b>
<b>JPY</b>	110,11	102,55	103,94	<b>109,71</b>
<b>NOK</b>	7,9020	7,7451	7,3371	<b>7,3503</b>

Source: European Central Bank.

The chart below provides the trend of the USD, JPY and NOK exchange rates against the euro for the last 36 months.

**Trend of euro exchange rates against USD, JPY and NOK**



Source: European Central Bank.

### 1.2.3.Inflation

The EU annual inflation<sup>12</sup> was 2,3% in December 2012, down from 2,4% in November 2012. A year earlier the rate was 3,0%. At Member State level, the lowest annual rates were observed in Greece (0,3%), Sweden

<sup>11</sup> Source: International Energy Agency – Oil Market Report. <http://omrpublic.iea.org/omrarchive/12dec12full.pdf>

<sup>12</sup> The annual inflation rate measures the price change between the current month and the same month of the previous year and it is measured by the EICP (European Index of Consumer Prices) as defined in Council Regulation (EC) No 2494/95 of 23 October 1995 which is the official EU aggregate).

(1,1%), France and Cyprus (both 1,5%), and the highest in Hungary (5,1%), Romania (4,6%) and Estonia (3,6%). Compared with November 2012, the annual inflation rose in eleven Member States, remained stable in four and fell in eleven.<sup>13</sup>

Concerning inflation as measured by the Harmonised Index of Consumer Prices (HICP)<sup>14</sup>, in December 2012 there are not significant changes compared with previous month. The index for food and non-alcoholic beverages continues to increase slightly (by 0,6%); the fish and seafood index also increased, but only by 0,3%.

This implies that the level of prices for fish and seafood products stayed almost unchanged in December 2012 compared with previous month. However, compared with the same reference month of the previous year, the prices of fish and seafood have increased by 1,7%, albeit at a slower pace, compared with food (+3,4%).

An overview of the development of consumer prices for selected time series, as measured by the HICP for **food and non-alcoholic beverages and fish and seafood** in the EU, is given in the table below.

Harmonised Index of Consumer Prices – EU (2005 = 100)

HICP	December 2010	December 2011	November <sup>15</sup> 2012	December 2012 <sup>16</sup>
Food and non-alcoholic beverages	116,68	120,42	123,81	124,51
<b>Fish and seafood</b>	<b>115,24</b>	<b>120,73</b>	<b>122,32</b>	<b>122,73</b>

Source: EUROSTAT.

#### 1.2.4. Unemployment

In November 2012 the EU-27 unemployment rate remained stable at 10,7% compared with previous month. However, the rate has risen compared with a year before when it was 10,0%. At Member State level the trend remained unchanged, with Austria having the lowest rate at 4,5% and Spain remaining on top at 26,6%. Compared with a year ago, the unemployment rate increased in eighteen Member States, fell in seven and remained stable in Denmark and Hungary.

For the purpose of comparison with countries outside the EU and which also play a significant role in the global fishery market, the unemployment rate was 7,8% in the USA (decreasing slightly from 7,9% in October 2012) and 4,1% Japan (decreasing from 4,2% from previous month). In Croatia - a country expected to join EU on 1<sup>st</sup> July 2013 - the rate has increased to 17,3% from 17,0% in previous month.<sup>17</sup>

## 2. FISH MARKET OVERVIEW

### 2.1. Global Supply and Markets / International Fish Market

#### 2.1.1. Highlights

As every year in December, the Agriculture and Fisheries Council meeting took place in Brussels on the next year fishing possibility. Over two days and nights of negotiations, the Council discussed and reached an agreement on a series of important points. This includes the establishment of **Total Allowable Catches** (TACs) and quotas for the main commercial species of fish stocks of the Atlantic, the North Sea and the Black Sea for

<sup>13</sup> Source: EUROSTAT Selected Principal European Economic Indicators. [http://epp.eurostat.ec.europa.eu/cache/ITY\\_PUBLIC/2-16012013-AP/EN/2-16012013-AP-EN.PDF](http://epp.eurostat.ec.europa.eu/cache/ITY_PUBLIC/2-16012013-AP/EN/2-16012013-AP-EN.PDF)

<sup>14</sup> HICPs are harmonised inflation figures required under the Treaty on the Functioning of the European Union. They are designed for international comparison of consumer price inflation. More information can be found here: <http://epp.eurostat.ec.europa.eu/portal/page/portal/hicp/introduction>

<sup>15</sup> Revised index.  
<sup>16</sup> Provisional.

<sup>17</sup> Source: EUROSTAT Selected Principal European Economic Indicators. [http://epp.eurostat.ec.europa.eu/cache/ITY\\_PUBLIC/3-08012013-BP/EN/3-08012013-BP-EN.PDF](http://epp.eurostat.ec.europa.eu/cache/ITY_PUBLIC/3-08012013-BP/EN/3-08012013-BP-EN.PDF)

2013. One of the principles followed regarding fishing opportunities is to reach sustainable exploitation levels (Maximum Sustainable Yield, MSY) by 2015 for the great majority of the stocks, where scientific advice is available.<sup>18</sup>

In addition, the Council adopted an amendment to the regulation establishing a long-term plan for **cod** stocks. Further details, including tables with the indicative values of the principal TACs for 2013 compared with those for 2012 and the Commission proposal can be consulted under the link provided.<sup>19</sup>

On the 18<sup>th</sup> of January, an agreement between **EU** and **Norway** has been reached on 2013 fishing possibilities of shared fish stocks in the North Sea. The agreement involves increases in TACs for many of the important stocks compared to 2012, such as 15% for North Sea Haddock and North Sea Saithe, 11% for North Sea Whiting, 15% for North Sea Plaice, and 18% for North Sea Herring. The TAC for North Sea cod remains at the same level as in 2012. In the absence of agreement with Iceland and the Faroe Islands, a catch limit for mackerel, which follows the scientific recommendations, was set. The EU quota for mackerel in 2013 amounts to 336.285 tonnes.<sup>20</sup>

The EU is Norway's most important market and 57% of Norway's seafood export was sold to the European market in 2012. The total export from Norway to the EU was worth 29,6 billion NOK. However, a 1,3 billion NOK reduction of exports to the EU was observed, caused by lower prices on cod and salmon; at the same time the volumes of Norwegian salmon grew substantially. France was the second largest market with an export value of 4,9 billion NOK. However, the largest setback was found in the exports of seafood to Japan, which ended at 2,1 billion NOK; this represents a reduction of 755 million NOK, which was largely caused by reduced mackerel prices in 2012.<sup>21</sup>

Right in the beginning of this year, the EU and Ivory Coast have agreed on a new protocol which will reinforce the cooperation between the two parties, especially in their fight against IUU (Illegal, Unreported and Unregulated) fishing. The protocol provides the EU with fishing opportunities for **tuna** and other highly migratory species, based on a reference tonnage of 6.500 tonnes. In return, the EU will pay Ivory Coast an annual compensation of EUR 680.000, out of which EUR 257.500 is earmarked to support the fisheries policy of Ivory Coast. The Protocol will be valid for 5 years and will replace the current one, which expires on 30 June 2013. The Member States with an interest in it are mainly France and Spain.<sup>22</sup>

The Council adopted on 3<sup>rd</sup> December 2012 the regulation on autonomous tariffs quotas for certain fisheries products for the period 2013-2015. Instead of three regulations dealing with both quotas and suspensions regimes for some fisheries products, as from now one regulation will apply, dealing with autonomous tariffs quotas only. The autonomous tariffs quotas will allow to steadily supply the processing industry, while at the same take into account the EU fisheries production. Main species concerned are: Cod, blue grenadier, shrimps, hake, herring, tuna loins, squid, Alaska Pollack and surimi.<sup>23</sup>

The Dutch North Sea plaice and sole fishermen grouped under the Cooperative Fisheries Organization (CVO), in the Netherlands, have achieved certification to the Marine Stewardship Council (MSC) standard for sustainable and well-managed fisheries. The certification has been awarded following an assessment of the **plaice** fishery and its **Dover sole** by-catch in the Netherlands. The MSC, together with other environmental advocacy groups, the Dutch government and fishing



<sup>18</sup> Source: [http://europa.eu/rapid/press-release\\_MEMO-12-1019\\_en.htm?locale=en](http://europa.eu/rapid/press-release_MEMO-12-1019_en.htm?locale=en)

<sup>19</sup> Source: [http://www.consilium.europa.eu/uedocs/cms\\_Data/docs/pressdata/en/agricult/134437.pdf](http://www.consilium.europa.eu/uedocs/cms_Data/docs/pressdata/en/agricult/134437.pdf)

<sup>20</sup> Source: [http://ec.europa.eu/information\\_society/newsroom/cf/mare/itemdetail.cfm?item\\_id=9461&lang=en](http://ec.europa.eu/information_society/newsroom/cf/mare/itemdetail.cfm?item_id=9461&lang=en)

<sup>21</sup> Source: <http://en.seafood.no/News-and-media/News-archive/Press-releases/Reduced-seafood-export-in-2012>

<sup>22</sup> Source: [http://ec.europa.eu/information\\_society/newsroom/cf/mare/itemdetail.cfm?item\\_id=9429](http://ec.europa.eu/information_society/newsroom/cf/mare/itemdetail.cfm?item_id=9429)

<sup>23</sup> Source: <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2012:349:0004:0008:en:PDF>



industry leaders, signed an agreement in 2008 to develop the North Sea fisheries sustainably. More than half of the CVO's flatfish fishermen use sustainable fishing techniques already, and CVO officials believe that number will only go up over time since demand for sustainable North Sea plaice and sole is going up among European consumers.<sup>24</sup>

In **Vietnam** the country's seafood industry failed to achieve the export target of USD 6,5 billion (EUR 5 billion), due to a decreased demand last year in traditional markets such EU, USA and Japan. This year the industry is preparing to face tougher challenges. Shortage of capital and unstable input material are among the major problems for most enterprises in the seafood sector. In addition, it is expected that the cost for producing seafood will escalate by about 30%. The Vietnam Association of Seafood Exporters and Producers (VASEP) has asked the government for capital at favourable interest rates to help the seafood producers.<sup>25</sup>

According to the **Thai** Shrimp Association, the country's **shrimp** exports volumes will not grow in 2013 and will probably remain at 350.000 tonnes due to sluggish global demand, especially in Europe and the USA. In 2012 Thai exports were lower by 10% than a year before. Overall Thai shrimp production is projected at 540.000 tonnes in 2012, down 10% from 600.000 tonnes in 2011, due to diseases known as early mortality syndrome and white spot syndrome. The association believes that global shrimp production reached 2,02 million tonnes in 2012, down by 13% from a year before, because of the spread of emerging shrimp diseases and climate changes. The other major shrimp exporting countries of Asia are China, Vietnam, Indonesia, Malaysia and the Philippines.<sup>26</sup>

On 28 December 2012 a coalition of US shrimp producers filed a petition with the US International Trade Commission and the US Department of Commerce alleged that frozen warm water shrimps from the aforementioned Asian shrimp producers (except the Philippines), Ecuador and India, are being unfairly subsidised. The petitioner requested that countervailing duty (CVD) should be imposed on imports from these seven countries. The decision is expected in the 2<sup>nd</sup> half of 2013.<sup>27</sup> If the investigation leads to imposing of a significant CVD there may be a shift in the trade flow of shrimp. More shrimps could be shipped to the European market.

Thanks to a grant of EUR 1 million received from the EU, the Aquaculture Stewardship Council (ASC) has formed an alliance with two partners in **China** with the aim of helping the country, which is the world's biggest grower of **tilapia**, to operate in a more environmentally sustainable way. According to ASC, tilapia is the second largest species of fish farmed (after carp) worldwide and global production is almost 3 million tonnes a year, of which 40% is produced by China. The country is also the world's biggest exporter of tilapia.<sup>28</sup>

<sup>24</sup> Source: MSC. <http://www.msc.org/newsroom/news/msc-certificate-for-dutch-plaice-and-sole-fishermen-retailers-and-restaurants-welcome-new-certified-supply?fromsearch=1&isnewssearch=1>

<sup>25</sup> Source: SeafoodSource. <http://www.seafoodsource.com/newsarticledetail.aspx?id=19080>

<sup>26</sup> Source: SeafoodSource. <http://www.seafoodsource.com/newsarticledetail.aspx?id=18813>

<sup>27</sup> Source: FIS. <http://www.fis.com/fis/worldnews/worldnews.asp?monthyear=&day=2&id=57816&l=e&special=0&ndb=0>

<sup>28</sup> Source: ASC. <http://www.asc-aqua.org/index.cfm?act=update.detail&uid=137&lng=1>

## 2.2. First sales

For the month of November 2012 six Member States (MS) have reported first sales monthly data for ten Commodity Groups (CG)<sup>29</sup>. The first sales monthly data (volume and value) concerning November 2012 as well as the time series considered for comparison (Nov 2010, Nov 2011 and Oct 2012) for the respective EU reporting MS are given below.

**Overview of the EU reporting MS** (value in million euro and volume in tonnes)

MS	November 2010		November 2011		October 2012		November 2012	
	Value	Volume	Value	Volume	Value	Volume	Value	Volume
BE	4,19	900	4,30	1.029	3,75	1.089	3,44	992
DK	28,66	33.948	36,12	27.639	43,61	36.472	23,74	20.979
EL <sup>30</sup>	3,47	934	2,82	839	3,51	1.281	3,33	1.160
FR	50,96	17.944	59,59	20.631	58,57	21.448	50,21	17.976
IE	14,24	26.329	2,42	1.685	16,27	21.829	n/a	n/a
LT	0,38	398	0,39	370	0,28	301	n/a	n/a
LV	n/a	n/a	n/a	n/a	0,67	2.687	1,35	5.040
NL	20,33	7.297	3,29	1.105	3,34	877	n/a	n/a
PT	13,88	12.002	18,28	13.860	17,95	13.736	n/a	n/a
SE	n/a	n/a	8,99	10.533	8,64	5.842	7,33	7.084

Source: EUMOFA (updated on 11.01.2013); volume data is reported in net weight.

In November 2012, at Member State level, first sales have decreased for most of the six reporting countries, both in volume and value. The exceptions are Latvia and Sweden.

In the case of **Latvia**, the total landing volumes have increased by 88%, mainly because of two Main Commercial Species: Sprat (3.082 tonnes) and Herring (1.068 tonnes) and to a lesser extent to Cod (175 tonnes). Because of these significant quantities, the total figure corresponding to first sales value (EUR 1,35 million) has increased by 103% compared with previous month, despite the relatively low average unit prices of Sprat (0,26 EUR /kg) and Herring (0,19 EUR /kg).

The overall increase in volume (by 21%) observed in **Sweden** is due to the Small pelagics Commodity Group (5.793 tonnes) that has increased by 28% compared to October 2012 when 4.515 tonnes of Small pelagics have been landed. Of this group, Sprat was the Main Commercial Species that has triggered this change, i.e. 2.303 tonnes, representing an increase by 255% in volume and 165% in value compared with previous month. Sprat in Sweden was reported at a higher unit price (i.e. 0,45 EUR/kg) compared with Latvia. However, this increase in value was offset by significant decreases in other Commodity Groups (e.g. five out of eight Commodity Groups reported by Sweden have decreased in value terms).

The underlying data of first sales for ten Commodity Groups corresponding to ten Member States is given in the Annex, Table 3.1.

<sup>29</sup> Bivalves and other molluscs and aquatic invertebrates, Cephalopods, Crustaceans, Flat fish, Freshwater fish, Groundfish, Other marine fish, Salmonids, Small pelagics, Tuna and tuna-like species.

<sup>30</sup> Data for first sales for Greece cover the port of Piraeus, representing about 30%-35% of country's total first sales.

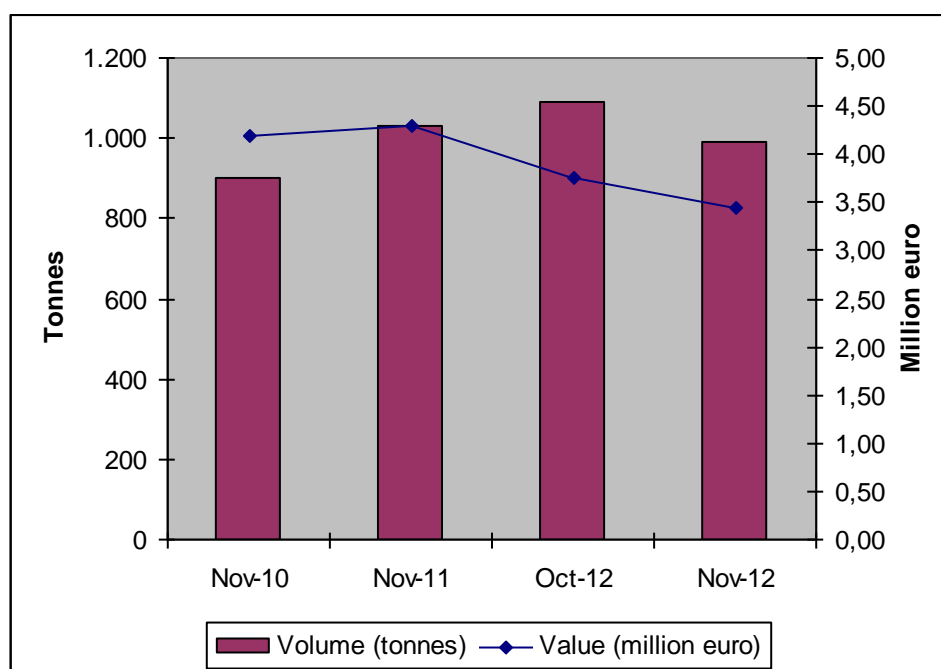
### 2.2.1.Belgium

Belgium's first sales are made of six Commodity Groups (Bivalves and other molluscs and aquatic invertebrates, Cephalopods, Crustaceans, Flat fish, Groundfish, Other marine fish). In the month of November 2012 these were registered at EUR 3,44 million in value and 992 tonnes in volume. First sales decreased by 8% in value and 10% in volume compared to the previous month. Compared to November 2011 they also decreased in both value and volume, by 20% and 4% respectively. Compared to two years ago, first sales were by 18% lower in value and by 10% higher in volume.

Of the Commodity Groups reported by Belgium, Flat fish is the most representative. In November 2012, it represented 76% in value and 57% in volume of the country's total first sales. Compared to the previous month Flat fish first sales decreased by 5% in value and 19% in volume. Compared to November 2011 the decrease is more significant, i.e. by 29% in value and by 24% in volume. Two years before (November 2010) Flat fish sales were higher in both value and volume, by 29% and 13% respectively compared to November 2012.

The chart below provides the total Commodity Groups first sales data by value and volume for Belgium.

**Monthly first sales of 6 Commodity Groups in Belgium**



Source: EUMOFA (updated on 11.01.2013).

At Main Commercial Species level, Sole and Plaice are the most representatives, and they are further analysed.

#### 2.2.1.1. Sole

Sole is the most significant Main Commercial Species for Belgium, making up to 92% in value and 78% in volume of the total Flat fish, as it has observed during the past three years. Sole is landed throughout the whole year; in general monthly first sales of Sole start to pick up in January and they are at their highest in March/April (sometimes up to May, subject to availability of resources) when the biggest volumes are registered. Further on, first sales decline gradually from June to October/November when lowest volumes are landed.

In November 2012 Belgium reported 221 tonnes of Sole at a value of EUR 1,85 million having an average unit price of 8,34 EUR/kg. The Belgian price is 3,1% higher in November 2012 compared to the previous month. French and Danish first sales prices have seen similar trends, but much more pronounced (respectively +10,7%

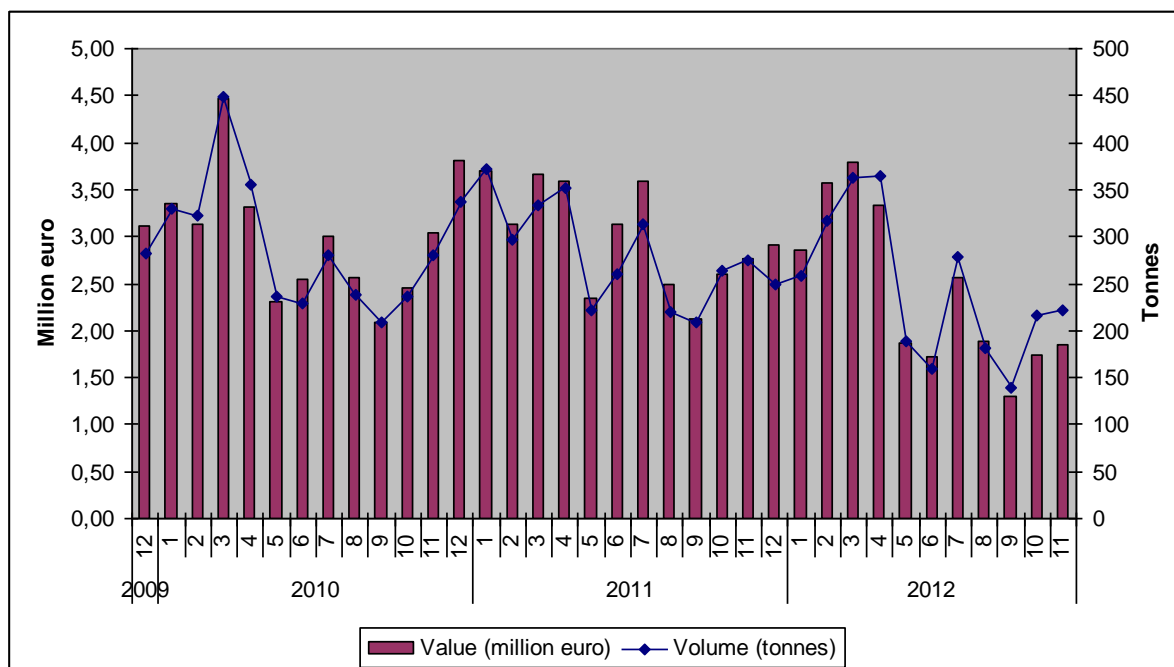
and +42,5%) in link with the severe decline of volumes landed (-28% for France and -43% for Denmark) while Belgium first sales rose slightly (+2,8%).

The November 2012 average unit price was by 17,1% lower than the average price registered in November 2011 (i.e. 10,06 EUR/kg) when 275 tonnes of Sole were landed at a value of EUR 2,76 million. Compared with November 2010 the price was by 22,9% lower (i.e. 10,82 EUR/kg) when first sales were at EUR 3,03 million and 280 tonnes.

The price of November 2012 is however by 25% lower than the highest price registered from the beginning of the year (i.e. 11,27 EUR/kg – February 2012). Similar trends are observed for France and Denmark (a decrease between November 2010 and November 2011, followed by an increase from November 2011 to November 2012), albeit with different extents. It seems that the price trend is linked to the current economic situation and average unit prices are lower compared with past years.

The chart below provides the trends of **Sole** first sales for Belgium by value and volume. The underlying data is given in the Annex, Table 3.2.

**Sole: Monthly first sales trends in Belgium**



Source: EUMOFA (updated on 11.01.2013).

### 2.2.1.2. Plaice

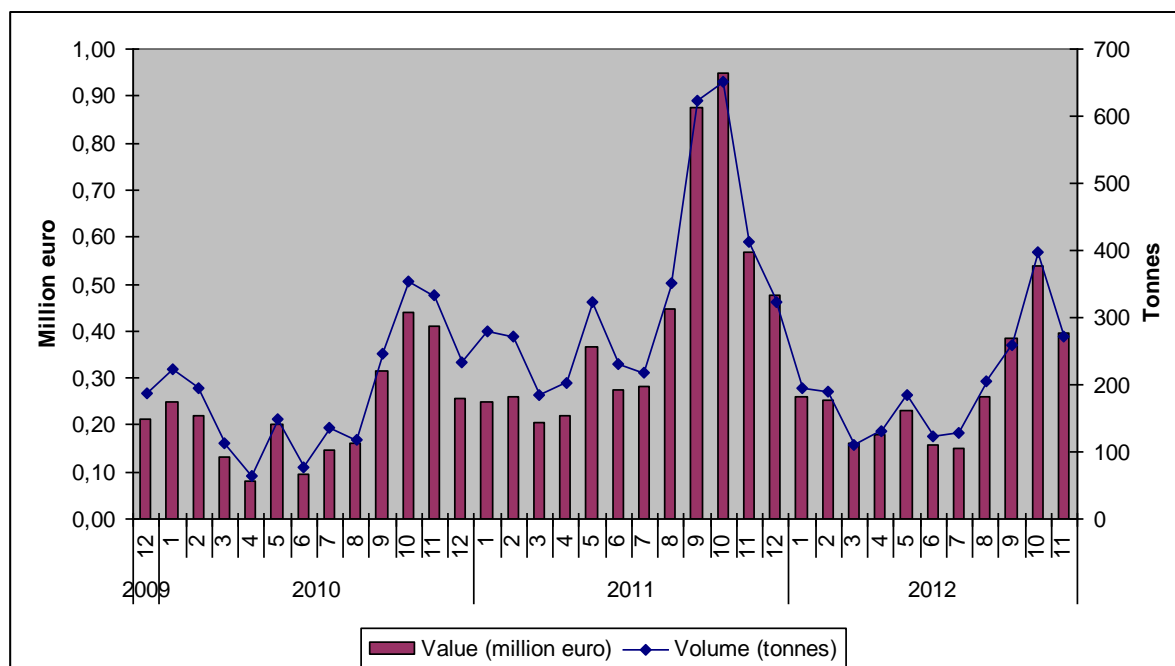
Plaice is the second most important Main Commercial Species for Belgium. In November 2012 first sales have been registered at EUR 0,4 million and 272 tonnes, representing 15% in value and 48% in volume of the total Flat fish. First sales take place all over the year, with highest quantities observed during the months of September – November. From January onwards they start to decrease gradually up to July. From August till the end of the year they continue their upward trend. Compared with previous month first sales were by 26% and by 31% lower, in value and volume respectively; compared with a year before, they were lower by 30% (in value) and by 34% (in volume).

The average unit price in November 2012 was registered at 1,46 EUR/kg, by 6% higher than a year ago (1,37 EUR/kg – November 2011) and by 19% higher than two years ago (1,23 EUR/kg – November 2010).

The chart below provides the trends of **Plaice** first sales for Belgium by value and volume. The underlying data is given in the Annex, Table 3.3.



Plaice: Monthly first sales trends in Belgium



Source: EUMOFA (updated on 11.01.2013).

### 2.2.2. Greece

Greece's first sales<sup>31</sup> are made of five Commodity Groups (Flat fish, Groundfish, Other marine fish, Small pelagics, Tuna and tuna-like species). In the month of November 2012 these were registered at EUR 3,32 million and 1.160 tonnes. First sales decreased both in value and volume compared with previous month, by 5% and 9% respectively. However compared with the same month of the previous year (November 2011) they were by 18% higher in value and by 38% higher in volume. Compared with two years ago (November 2010), first sales were by 4% lower in value and by 24% higher in volume.

Two Commodity Groups are of relevance for Greece: Other marine fish<sup>32</sup> and Small pelagics. Together, in November 2012 they represented 78% of the total value and 83% of the total volume of the country's first sales.

Other marine fish is the most significant Commodity Group in value (representing 49% of total first sales) while Small pelagics is the most significant in volume (representing 47% of total landings).

Registered at EUR 1.61 million and 422 tonnes (November 2012), Other marine fish first sales have increased in both value and volume compared with previous month (by 3% and 4% respectively), and by 15% in value and 29% in volume compared with one year before (November 2011). Compared with November 2010 first sales of Other marine fish have decreased by 14% in value and have increased by 10% in volume.

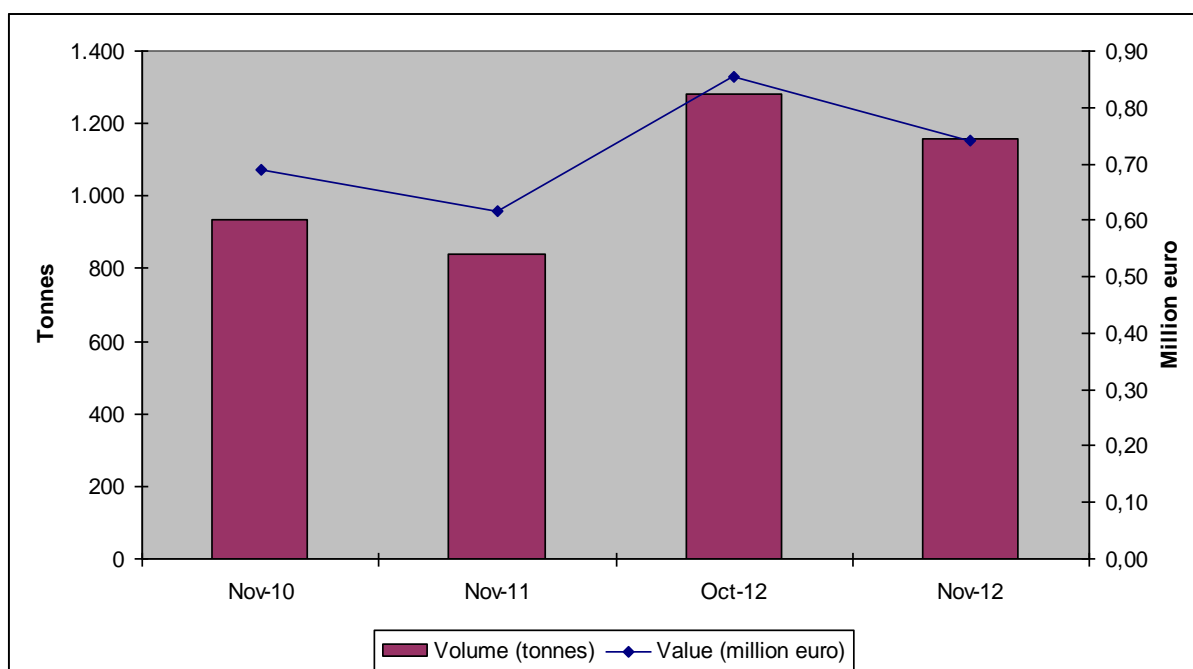
First sales of Small pelagics have been observed at EUR 0,97 million and 548 tonnes in November 2012. They are lower by 10% in value and by 13% in volume compared to previous month. However, they are higher in both value (by 23%) and volume (by 33%), compared with one year before. Compared with two years before (November 2010), they are still higher, by 8% in value and by 20% in volume.

The chart below provides the first sales data by value and volume for Greece.

<sup>31</sup> Data for first sales for Greece cover the port of Piraeus, representing about 30%-35% of country's total first sales.

<sup>32</sup> Gilthead seabream, John dory, Monk, Other marine fish, Other seabreams, Picarel, Ray, Red mullet, Seabass.

Monthly first sales of 5 Commodity Groups in Greece



Source: EUMOFA (updated on 11.01.2013).

### 2.2.2.1. Red Mullet

Of the nine Main Commercial Species<sup>33</sup> that are included in the Other marine fish Commodity Group, Red mullet is the most representative species in value, representing about 33% of Greece first sales. Concerning volume, Red mullet is about 18% (November 2012).

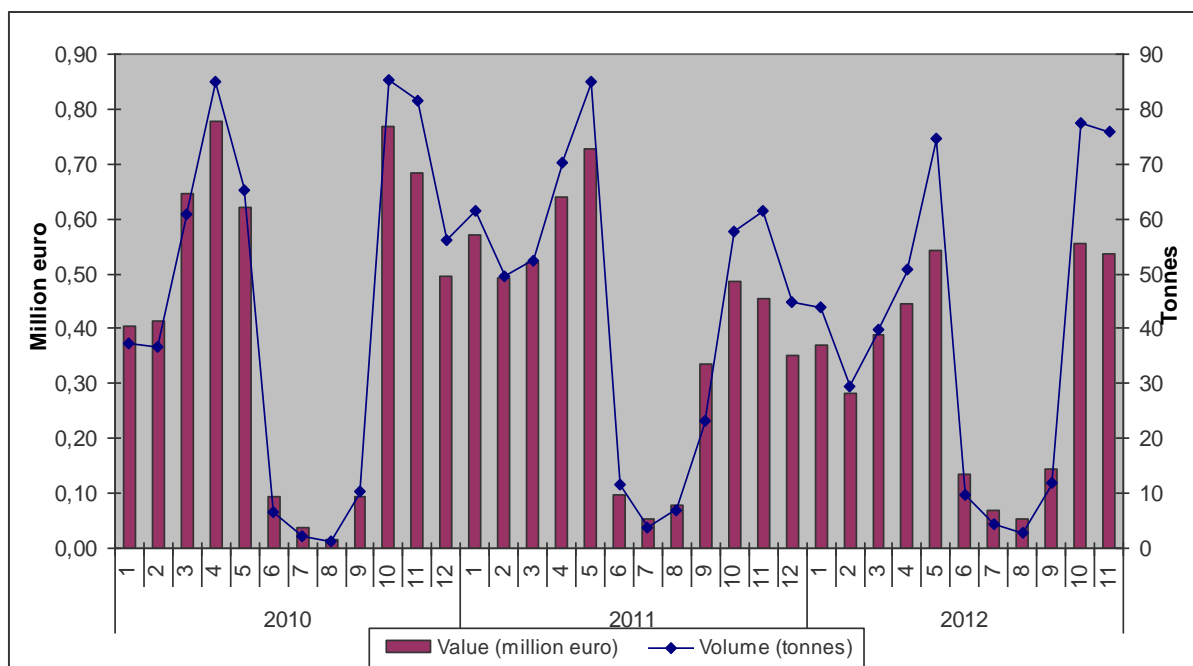
Red mullet first sales trends are cyclical, with peaks which are reached in the months of April - May and October - November, according to the availability of resources. In November 2012 Red mullet first sales were registered at EUR 0,54 million and 76 tonnes, with an average unit price of 7,06 EUR/kg, making it one of the most valuable species landed in Greece. Both values and volumes of Red mullet were higher than a year before, by 18% and 24% respectively, but lower by 22% in value and by 7% in volume, compared with two years ago (November 2010).

The unit average price for this species follows the availability - demand pattern, with prices increasing when the availability of resources is decreasing and having a reverse trend when resources are in abundance. For example, this year the highest unit price registered for Red mullet was 15,75 EUR/kg in the month of July, corresponding to about 2 tonnes landed.

The chart below provides the trends of **Red mullet** first sales for Greece by value and volume. The underlying data is given in the Annex, Table 3.4.

<sup>33</sup> Gilthead seabream, John dory, Monk, Other marine fish, Other seabreams, Picarel, Ray, Red mullet, Seabass.

## Red mullet: Monthly first sales trends in Greece



Source: EUMOFA (updated on 11.01.2013).

## 2.2.2.2. Anchovy

The Small pelagics Commodity Group is formed by four Main Commercial Species.<sup>34</sup> Of these Anchovy is the most important, representing 45% of the total value and 47% of the total volume of Greece's first sales.

In November 2012 Anchovy first sales were registered at EUR 0,44 million value and 255 tonnes volume, with an average unit price of 1,71 EUR/kg. This price was by 6% lower compared to previous month, by 22% lower compared to November 2011 and by 18% lower compared to November 2010.

Compared to the previous month, first sales of Anchovy decreased in both value and volume, by 14% and 8% respectively. Compared to one year ago, they are significantly higher, by 21% and by 55% respectively.

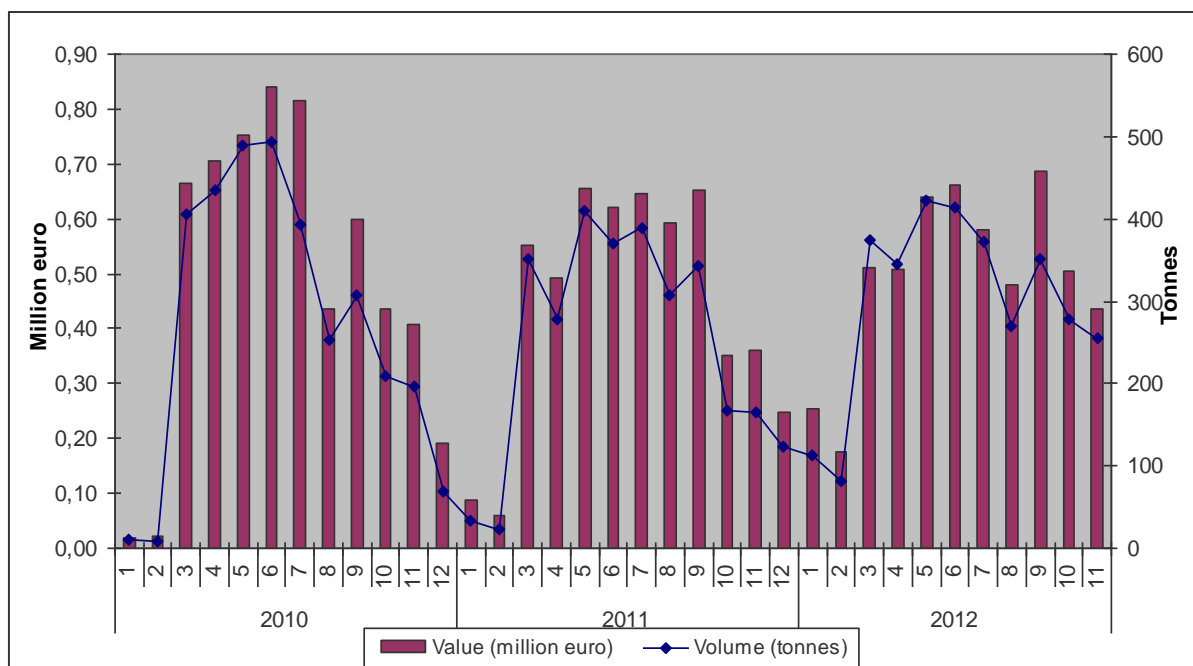
The season for Anchovy starts in March and it reaches a peak during May – June; sometimes an increase of the landed quantities is observed till July. From August onwards landed volumes start decreasing till the end of the year, the lowest volumes being registered in January and February.

The unit average price for this species follows more or less the availability - demand pattern, with prices increasing when the availability of resources is decreasing, and having a reverse trend when resources are in abundance. The highest unit price registered for Anchovy in 2012 was 2,25 EUR/kg corresponding to the month of January, when about 112 tonnes have been landed.

The chart below provides the trends of **Anchovy** first sales for Greece by value and volume. The underlying data is given in the Annex, Table 3.5.

<sup>34</sup> Anchovy, Horse mackerel, Miscellaneous small pelagics, Sardine.

Anchovy: Monthly first sales trends in Greece



Source: EUMOFA (updated on 11.01.2013).

### 2.2.3. Norway

The first sales reported by Norway in November 2012 for six Commodity Groups<sup>35</sup> were of 258.193 tonnes and EUR 224,86 million, representing an 11% increase in value and 17% increase in volume, compared with the previous month. Except for Crustaceans, that have decreased in both volume and value (by 27% on average), all the remaining Commodity Groups have registered increases in various proportions. Small pelagics, which is the most relevant Commodity Group representing about 76% in value and 73% in volume of the total Norwegian first sales, has increased by 5% in value and 16% in volume compared with previous month. Compared with a year ago the increase was by 29% in both value and volume.

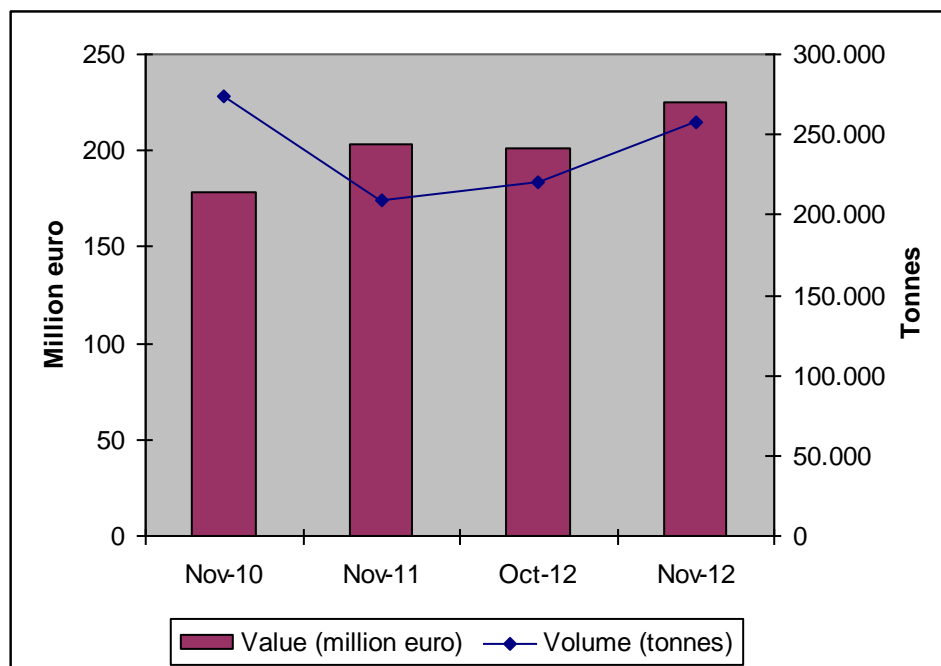
Within the Small Pelagics Commodity Group, Herring was the Main Commercial Species that registered the highest increase in volume (by 149%) having a corresponding unit price of 0,84 EUR/kg.

The chart below provides the first sales by value and volume for Norway. The underlying data is given in the Annex, Table 3.6.

<sup>35</sup>Crustaceans, Flat fish, Freshwater fish, Groundfish, Other marine fish, Small pelagics.



Monthly first sales of 6 Commodity Groups in Norway



Source: EUMOFA (updated on 11.01.2013).

## 2.3. Consumption

**Highlights:** Many of the major markets for fish and fishery products in Europe are going through a severe economic crisis and although the underlying demand for fish and fishery products is still strong in most countries, consumers are targeting species and products that are seen as being good value at retail level. This means that distribution, promotion and in-store display become more important than ever. At the same time, the frequency of out-of-home meals is seeing a clear reduction.<sup>36</sup>

During the economic crisis, when consumers' disposable income is dropping and a steady increase of food prices is observed, fish and seafood is in a vulnerable position, since people choose less expensive options. However, in some markets there is room for some optimism.



In the UK for example, chilled fish sales started to grow recently, an increase driven mainly by value-added products which have grown by 13,5% year-on-year. Although in volume terms, the frozen fish products category remains larger than the chilled one, the retail prices paid for chilled products (on average 12,46 EUR/kg), are higher than those paid for frozen (7,48 EUR/kg). It is therefore concluded that the chilled fish products category is the dominant market. It should also be noted that the average price of chilled fish has grown by 5% year-on-year.<sup>37</sup>

<sup>36</sup> Source: GLOBEFISH: European Price Report, December 2012.

<sup>37</sup> Source: SeafoodSource. <http://www.seafoodsource.com/newsarticledetail.aspx?id=18728>

Croatia, soon-to-become the 28<sup>th</sup> MS of the EU is another example of optimism concerning the consumption of fish and seafood. While the average per capita consumption of fish and seafood products in the EU-27 Member States is 23,3 kg<sup>38</sup>, in Croatia the fish and seafood consumption is estimated at 8,2 kg/capita and more recent estimates are of 9,0 kg/capita. This figure has been grown continuously since 2008, when 7,6 kg/capita were registered. It should also be mentioned that the average expenditures on food and non-alcoholic beverages of the Croatians represent about 32% of their total household expenditures, much higher than the EU average (i.e.15,3%).<sup>39</sup>

Considering the increasing trend in the consumption of fish and seafood, the country's natural resources, as well as its tradition of fishing and fish processing, the Croatian Chamber of Economy, in cooperation with the Ministry of Agriculture and other partners, has initiated a national promotional campaign to increase the consumption of fish. In addition, the campaign is intended to create a generic brand that will represent the security, quality, and sustainability of the Croatian marine and freshwater fish and seafood. It will also position fishermen, farmers and processors better on the domestic, as well as the international market. The marketing effort envisaged for the campaign is not aimed only at raising a greater awareness of the health benefits and nutritional value associated with seafood, but also at creating culture of consumption of fish and fish products.<sup>40</sup>

## 2.4. Topic of the month: prices along the supply chain for sole in Belgium

This chapter provides a snapshot of prices along the supply chain (first sales, wholesale, import and consumption/retail) for fresh sole in Belgium.

As Belgian consumption prices are issued with a time lag of three months (only one month for indices) the latest available data at the time of writing is for September 2012. For this reason the whole chapter refers to September 2012. All quoted prices are in EUR/kg. Volume data is quoted in tonnes and value data is in million euro.

### 2.4.1. First sales

Compared to the previous month, first sales prices of sole increased for all sizes (except a small drop for size 3, i.e. - 1,1%), in relation with a significant fall in landings (-24%).

The table below provides the prices of sole at all landing places in Belgium

**First sales prices (EUR/kg) of sole: all landing sites**

Size category		September 2011	August 2012	September 2012
1	> 500 g	19,93	17,50	21,30
2	330-500 g	21,25	19,20	20,33
3	250-330 g	15,46	14,01	13,86
4	170-250 g	12,22	9,39	10,39
5	120-170 g	7,58	7,94	8,07

Source: VlamseeOverheid (Government of Flanders), Belgium <http://lv.vlaanderen.be/nlapps/docs/default.asp?id=205>

The price rise has been particularly high for the biggest size (+21,7% in one month), probably in relation with scarce landings in this specific size category. For the first time in 2012 (after May and June) the size 1 is the most prized, whereas it is usually size 2.

The average first sales price (all sizes together), which decreased from 10,40 EUR/kg in August 2012 to 10,18 EUR/kg in September 2012, confirms the abundance of small size categories in the September landings.

<sup>38</sup> Source: Facts and figures on the Common Fisheries Policy, 2012 edition.

<sup>39</sup> Source: Croatian Bureau of Statistics.

<sup>40</sup> Source: Eurofish Magazine, no 6/December 2012.

### 2.4.2. Wholesale

There are no specific wholesale markets for fisheries and aquaculture products in Belgium.

### 2.4.3. Import and exports from and to Belgium

Import prices (September 2012) remained far below prices of one year earlier (-17,7%) but rose again compared with the previous month (+3,8%). The absence of information on the size distribution of imports does not allow comparison and precise analysis.

The table below provides an overview of Belgium's imports of fresh whole sole (volume, value and average price) from its main EU partners.

**Monthly imports of fresh whole sole - CN code: 03 02 23 00** (volume in tonnes and value in million euro)

Flow/ Country of origin	September 2011			August 2012			September 2012		
	Volume	Value	Price	Volume	Value	Price	Volume	Value	Price
<b>Total imports</b>	152	2,11	13,87	139	1,53	10,99	207	2,36	11,41
<b>Netherlands</b>	79	1,14	14,40	96	1,07	11,19	139	1,56	11,19
<b>United Kingdom</b>	50	0,61	12,20	32	0,34	10,52	36	0,40	11,16
<b>France</b>	12	0,18	14,59	6	0,07	11,74	23	0,29	12,50

Source: COMEXT.

It has to be noted that Belgium is also a significant exporter of sole, mainly to the Netherlands, France and Italy. The table below provides an overview of Belgium's exports of fresh whole sole (volume, value and average price) to its main EU partners.

**Monthly exports of fresh whole sole - CN code: 03 02 23 00** (volume in tonnes and value in million euro).

Flow/ Country of destination	September 2011			August 2012			September 2012		
	Volume	Value	Price	Volume	Value	Price	Volume	Value	Price
<b>Total exports</b>	127	1,34	11,01	66	0,74	11,17	107	1,23	11,46
<b>Netherlands</b>	91	0,98	10,78	38	0,48	12,72	25	0,37	14,71
<b>France</b>	19	0,24	12,36	18	0,17	9,24	70	0,74	10,54
<b>Italy</b>	13	0,13	9,84	7	0,06	8,16	9	0,08	8,78

Source: COMEXT.

As it is seen from the above table, unlike import prices, export prices were relatively stable in the three months under review.

It is mentioned that in the case of Belgium, the CN code 03 02 23 00 covers only Dover sole. In France for example, the same code covers more products.

### 2.4.4. Retail

Like first sales and import prices, the average retail price showed an increase in September 2012 (+3,3%) but remained well below the September 2011 level (-4,4%), as it is seen in the table below.

**Average retail prices (EUR/kg)**

Month	September 2011	August 2012	September 2012
<b>Average price</b>	32,05	29,65	30,63

Source: Statistics Belgium <http://statbel.fgov.be/en/statistics/figures/>

By observing the whole supply of the market we can try to determine whether retail prices are set more by import prices than first sale prices.

The table below provides an overview of the apparent consumption (in net weight volume) for fresh sole in Belgium (i.e. first sales plus imports minus exports).

**Apparent consumption for fresh sole in Belgium (in tonnes)**

Volume	September 2011	August 2012	September 2012
First sales plus	208	182	138
Imports minus	152	139	207
Exports equals	127	66	107
Apparent consumption	233	315	238

Source: EUMOFA

Furthermore, the trends of volume and prices for fresh sole for different supply chain stages is presented below.

**Price and volume trends at different levels of the supply chain for fresh sole in Belgium**

Supply chain stage	August 2012 to September 2012		September 2011 to September 2012	
	Volume	Price	Volume	Price
First sales	↓	↓	=	↓
Imports	↑	↑	↑	↓
Exports	↑	↑	↓	↑
Apparent consumption	↓	↑	↑	↓

Source: EUMOFA

It could be concluded from the above table, that retail prices are more influenced by import prices than by first sales prices. However, further analysis would be needed to confirm or complement this observation.

It also appears that the size distribution of landings and trade flows plays a major role in the evolution of average prices.



## 3. ANNEX - TABLES

## First sales

## 3.1: Monthly first sales of 10 Commodity Groups in 10 EU reporting MS

(Value in million euro and volume in tonnes; percentages refer to the most recent available figure in the row)

BE - BELGIUM								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Bivalves and other molluscs and aquatic invertebrates	20	0,03	25	0,06	12	0,03	16	0,04
	-16,44%	20,84%	-33,10%	-31,19%	37,75%	48,41%	n/a	n/a
Cephalopods	47	0,14	107	0,39	121	0,27	142	0,25
	202,36%	83,50%	32,63%	-35,54%	17,64%	-7,17%	n/a	n/a
Crustaceans	0	0,02	n/a	n/a	78	0,29	37	0,15
	n/a	n/a	n/a	n/a	-52,25%	-49,11%	n/a	n/a
Flat fish	655	3,70	752	3,71	702	2,76	569	2,62
	-13,09%	-28,99%	24,37%	-29,21%	-18,99%	-4,98%	n/a	n/a
Groundfish	46	0,10	15	0,01	43	0,14	30	0,07
	-34,99%	-29,13%	96,63%	807,25%	-30,96%	-46,15%	n/a	n/a
Other marine fish	132	0,22	130	0,14	132	0,26	197	0,31
	49,13%	40,41%	51,46%	117,50%	49,06%	17,16%	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

DK - DENMARK								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Bivalves and other molluscs and aquatic invertebrates	7.633	1,68	5.917	1,16	6.208	1,47	5.835	1,28
	-23,55%	-23,88%	-1,38%	10,84%	-6,01%	-13,04%	n/a	n/a
Cephalopods	14	0,47	10	0,04	5	0,03	6	0,03
	-58,29%	-38,61%	-41,55%	-21,70%	20,12%	14,13%	n/a	n/a
Crustaceans	1.171	3,90	1.138	6,14	1.227	5,57	998	4,31
	-14,77%	10,71%	-12,35%	-29,81%	-18,71%	-22,66%	n/a	n/a
Flat fish	2.662	6,54	2.410	4,96	2.917	4,83	1.710	3,29
	-35,78%	-49,62%	-29,07%	-33,59%	-41,39%	-31,76%	n/a	n/a
Freshwater fish	91	0,60	70	0,65	124	1,47	49	0,58
	-46,72%	-2,20%	-30,86%	-10,44%	-60,75%	-60,44%	n/a	n/a
Groundfish	3.969	8,74	4.057	7,89	3.397	7,91	3.021	6,72
	-23,88%	-23,15%	-25,53%	-14,84%	-11,07%	-15,11%	n/a	n/a
Other marine fish	97	0,50	99	0,50	114	0,50	74	0,38
	-23,43%	-24,60%	-25,28%	-23,26%	-34,87%	-23,55%	n/a	n/a
Salmonids	6	0,03	6	0,03	12	0,04	4	0,02
	-23,43%	-26,99%	-25,25%	-36,27%	-63,97%	-50,99%	n/a	n/a
Small pelagics	12.578	6,20	13.932	14,75	22.468	21,79	9.282	7,13
	-26,21%	14,95%	-33,38%	-51,68%	-58,69%	-67,27%	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

EL - GREECE								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Flat fish	4	0,02	3	0,02	6	0,03	3	0,02
	-17,73%	-33,70%	0,26%	-6,17%	-47,37%	-46,35%	n/a	n/a
Groundfish	88	0,66	94	0,59	196	0,72	177	0,70
	100,39%	5,96%	88,84%	17,62%	-9,42%	-2,41%	n/a	n/a
Other marine fish	384	1,88	328	1,41	406	1,57	422	1,61
	9,92%	-14,30%	28,72%	14,54%	4,18%	2,58%	n/a	n/a
Small pelagics	455	0,90	412	0,79	630	1,08	548	0,97
	20,50%	7,52%	32,99%	22,64%	-13,03%	-10,13%	n/a	n/a
Tuna and tuna-like species	3	0,01	2	0,01	43	0,11	10	0,03
	206,43%	197,95%	347,05%	367,97%	-77,61%	-75,18%	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

FR - FRANCE								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Bivalves and other molluscs and aquatic invertebrates	2.829	6,31	3.109	7,91	3.144	6,89	3.297	8,00
	16,54%	26,80%	6,02%	1,15%	4,85%	16,13%	n/a	n/a
Cephalopods	1.767	6,35	2.344	9,88	3.052	9,48	2.311	7,37
	30,84%	16,12%	-1,38%	-25,37%	-24,27%	-22,21%	n/a	n/a
Crustaceans	544	3,00	711	3,46	572	2,81	510	2,61
	-6,26%	-13,04%	-28,26%	-24,51%	-10,92%	-7,19%	n/a	n/a
Flat fish	1.020	7.879.646	1.137	8,20	1.102	7,55	898	6,23
	-12,02%	-20,59%	-21,10%	-23,73%	-18,59%	-17,12%	n/a	n/a
Freshwater fish	0	0,00	2	0,01	1	0,01	1	0,00
	-24,83%	-16,55%	-75,07%	-68,09%	-63,75%	-47,22%	n/a	n/a
Groundfish	3.970	8,27	4.425	8,50	4.525	9,09	3.994	8,41
	0,61%	1,81%	-9,73%	-0,96%	-11,72%	-7,41%	n/a	n/a
Other marine fish	4.623	16,53	4.865	16,80	4.615	16,72	4.062	14,88
	-12,13%	-9,96%	-16,50%	-11,39%	-11,98%	-10,98%	n/a	n/a
Salmonids	0	0,00	0	0,00	0	0,00	0	0,00
	-57,89%	-55,09%	-25,00%	-18,27%	-4,00%	5,11%	n/a	n/a
Small pelagics	3.144	2,46	4.007	4,73	3.900	4,79	2.882	2,64
	-8,34%	7,24%	-28,08%	-44,12%	-26,10%	-44,88%	n/a	n/a
Tuna and tuna-like species	47	0,17	30.465	0,10	537	1,23	21	0,07
	-58,56%	-62,25%	-33,80%	10,62%	-96,24%	-94,71%	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

IE - IRELAND								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Bivalves and other molluscs and aquatic invertebrates	106	0,26	4	0,01	69	0,13	n/a	n/a
	-35,06%	-45,99%	n/a	n/a	n/a	n/a	n/a	n/a
Cephalopods	11	0,39	17	0,06	32	0,16	n/a	n/a
	194,67%	307,13%	90,16%	165,60%	n/a	n/a	n/a	n/a
Crustaceans	664	2,10	178	,077	392	0,81	n/a	n/a
	-41,06%	-61,35%	119,55%	5,86%	n/a	n/a	n/a	n/a
Flat fish	128	0,53	98	0,36	191	0,72	n/a	n/a
	49,61%	36,44%	94,31%	97,98%	n/a	n/a	n/a	n/a
Groundfish	702	0,93	281	0,39	773	0,82	n/a	n/a
	10,14%	-11,73%	174,96%	110,62%	n/a	n/a	n/a	n/a
Other marine fish	3.482	1,14	112	0,30	938	0,63	n/a	n/a
	-73,05%	-45,21%	740,15%	106,21%	n/a	n/a	n/a	n/a
Small pelagics	21.237	9,24	995	0,52	19.435	12,99	n/a	n/a
	-8,49%	40,54%	n/a	n/a	n/a	n/a	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

LT - LITHUANIA								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Flat fish	130	0,05	164	0,07	116	0,04	n/a	n/a
	-10,87%	-19,15%	-29,04%	-37,66%	n/a	n/a	n/a	n/a
Groundfish	222	0,32	206	0,32	185	0,24	n/a	n/a
	-16,44%	-25,48%	-10,06%	-25,47%	n/a	n/a	n/a	n/a
Small pelagics	47	0,01	n/a	n/a	n/a	n/a	n/a	n/a
	n/a	n/a	n/a	n/a	83,41%	82,96%	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

LV - LATVIA								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Flat fish	n/a	n/a	n/a	n/a	26	0,01	61	0,01
	n/a	n/a	n/a	n/a	137,51%	120,57%	n/a	n/a
Groundfish	n/a	n/a	n/a	n/a	35	0,04	176	0,21
	n/a	n/a	n/a	n/a	410,18%	388,59%	n/a	n/a
Other marine fish	n/a	n/a	n/a	n/a	69	0,01	113	0,02
	n/a	n/a	n/a	n/a	64,29%	60,14%	n/a	n/a
Small pelagics	n/a	n/a	n/a	n/a	2.557	0,61	4.690	1,11
	n/a	n/a	n/a	n/a	83,41%	82,96%	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).



NL - NETHERLANDS								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Bivalves and other molluscs and aquatic invertebrates	8	0,01	1	0,00	2	0,00	n/a	n/a
	-71,32%	-60,85%	54,33%	184,61%	n/a	n/a	n/a	n/a
Cephalopods	71	0,24	1	0,00	10	0,02	n/a	n/a
	-86,72%	-91,01%	n/a	n/a	n/a	n/a	n/a	n/a
Crustaceans	2.270	4,44	574	1,25	123	0,41	n/a	n/a
	-94,59%	-90,72%	-78,61%	-66,97%	n/a	n/a	n/a	n/a
Flat fish	4.390	14,21	484	1,94	665	2,72	n/a	n/a
	-84,85%	-80,84%	37,45%	40,47%	n/a	n/a	n/a	n/a
Freshwater fish	7	0,02	1	0,01	0	0,00		
	-94,30%	-94,51%	-62,48%	-88,14%	n/a	n/a	n/a	n/a
Groundfish	254	0,62	14	0,04	7	0,03	n/a	n/a
	-97,11%	-95,88%	-45,46%	-33,50%	n/a	n/a	n/a	n/a
Other marine fish	289.692	0,78	30	0,05	69	0,15	n/a	n/a
	-76,04%	-80,78%	126,99%	200,29%	n/a	n/a	n/a	n/a
Small pelagics	8	0,01	0	0,00	0	0,00	n/a	n/a
	-98,67%	-98,73%	n/a	n/a	n/a	n/a	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

PT - PORTUGAL								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Bivalves and other molluscs and aquatic invertebrates	368	0,44	211	0,42	387	0,58	n/a	n/a
	4,97%	30,55%	83,26%	35,73%	n/a	n/a	n/a	n/a
Cephalopods	566	2,51	511	2,85	974	3,57	n/a	n/a
	72,28%	42,12%	90,67%	25,14%	n/a	n/a	n/a	n/a
Crustaceans	29	0,06	112	1,02	75	0,94	n/a	n/a
	n/a	n/a	-32,92%	-7,06%	n/a	n/a	n/a	n/a
Flat fish	103.423	0,72	150	1,03	101	722.492	n/a	n/a
	-2,62%	0,74%	-32,68%	-30,14%	n/a	n/a	n/a	n/a
Freshwater fish	1	0,02	0	0,00	0	0,00	n/a	n/a
	-89,06%	-96,62%	-79,48%	-80,73%	n/a	n/a	n/a	n/a
Groundfish	441	0,86	283	0,70	509	0,68		
	15,56%	-18,94%	80,13%	-0,17%	n/a	n/a	n/a	n/a
Other marine fish	1.032	3,39	1.217	4,23	1.373	3,82	n/a	n/a
	33,02%	12,59%	12,82%	-9,71%	n/a	n/a	n/a	n/a
Salmonids	n/a	n/a	0	0,00	0	0,00	n/a	n/a
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Small pelagics	9.252	0,47	11.231	7,20	10.160	7,10	n/a	n/a
	9,82%	49,72%	-9,53%	-1,39%	n/a	n/a	n/a	n/a
Tuna and tuna-like species	211	1,13	146	0,83	157	0,52	n/a	n/a
	-25,67%	-54,15%	7,06%	-37,06%	n/a	n/a	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

SE - SWEDEN								
Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Cephalopods	n/a	n/a	1	0,00	0	0,00	0	0,00
	n/a	n/a	-17,04%	9,80%	4,67%	12,97%	n/a	n/a
Crustaceans	n/a	n/a	304	2,91	201	2,39	198	2,33
	n/a	n/a	-34,66%	-19,92%	-1,30%	-2,32%	n/a	n/a
Flat fish	n/a	n/a	116	0,28	59	0,14	57	0,14
	n/a	n/a	-51,31%	-49,34%	-3,42%	4,29%	n/a	n/a
Freshwater fish	n/a	n/a	14	0,09	25	0,24	19	0,17
	n/a	n/a	32,81%	99,97%	-25,68%	-28,01%	n/a	n/a
Groundfish	n/a	n/a	1.235	1,96	1.019	1,81	1.012	1,54
	n/a	n/a	-18,08%	-21,58%	-0,72%	-15,32%	n/a	n/a
Other marine fish	n/a	n/a	5	0,02	7	0,04	3	0,02
	n/a	n/a	-44,94%	-26,50%	-56,74%	-52,92%	n/a	n/a
Salmonids	n/a	n/a	19	0,22	15	1,17	3	0,01
	n/a	n/a	-83,88%	-95,27%	-79,56%	-99,11%	n/a	n/a
Small pelagics	n/a	n/a	8.839	3,51	4.516	2,85	5.792	3,12
	n/a	n/a	-34,47%	-11,33%	28,27%	9,37%	n/a	n/a

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).

**3.2: Monthly first sales trends of Sole in Belgium**

(Value in million euro and volume in tonnes; price in EUR/kg)

Year	Month	Value	Volume	Price
2012	11	1,85	221	8,34
	10	1,74	216	8,09
	9	1,30	138	9,36
	8	1,89	182	10,40
	7	2,57	279	9,21
	6	1,73	159	10,88
	5	1,87	188	9,94
	4	3,34	365	9,16
	3	3,79	362	10,48
	2	3,58	318	11,27
	1	2,86	258	11,10
2011	12	2,92	249	11,72
	11	2,76	275	10,06
	10	2,59	264	9,81
	9	2,12	208	10,18
	8	2,48	221	11,25
	7	3,59	313	11,47
	6	3,13	260	12,02
	5	2,34	222	10,56
	4	3,59	352	10,19
	3	3,67	333	11,03
	2	3,13	298	10,51
	1	3,70	372	9,95
2010	12	3,80	337	11,29
	11	3,03	280	10,82
	10	2,45	236	10,39
	9	2,09	210	9,95
	8	2,57	238	10,80
	7	3,01	280	10,73
	6	2,55	230	11,10
	5	2,31	236	9,80
	4	3,32	355	9,35
	3	4,47	449	9,96
	2	3,14	322	9,73
	1	3,34	330	10,13
2009	12	3,12	283	11,03

Source: EUMOFA: Market trends, Ad hoc queries (updated on 11.01.2013).

**3.3: Monthly first sales trends of Plaice in Belgium**

(Value in million euro and volume in tonnes; price in EUR/kg)

Year	Month	Value	Volume	Price
2012	11	0,40	272	1,46
	10	0,54	397	1,36
	9	0,39	258	1,49
	8	0,26	204	1,27
	7	0,15	127	1,19
	6	0,16	122	1,29
	5	0,23	185	1,25
	4	0,18	130	1,37
	3	0,16	110	1,47
	2	0,25	190	1,33
	1	0,26	195	1,34
2011	12	0,48	323	1,48
	11	0,57	413	1,37
	10	0,95	650	1,46
	9	0,87	624	1,40
	8	0,45	351	1,27
	7	0,28	219	1,29
	6	0,27	230	1,19
	5	0,37	322	1,14
	4	0,22	204	1,08
	3	0,21	184	1,12
	2	0,26	271	0,96
	1	0,25	280	0,89
2010	12	0,26	232	1,11
	11	0,41	335	1,23
	10	0,44	353	1,25
	9	0,32	246	1,28
	8	0,16	118	1,37
	7	0,15	136	1,07
	6	0,09	76	1,24
	5	0,20	148	1,36
	4	0,08	63	1,29
	3	0,13	112	1,19
	2	0,22	195	1,13
	1	0,25	224	1,11
2009	12	0,21	188	1,14

Source: EUMOFA: Market trends, Ad hoc queries (updated on 11.01.2013).

**3.4: Monthly first sales trends of Red mullet in Greece**

(Value in million euro and volume in tonnes; price in EUR/kg)

Year	Month	Value	Volume	Price
2012	11	0,54	76	7,06
	10	0,56	77	7,17
	9	0,14	12	12,21
	8	0,05	3	19,55
	7	0,07	4	15,20
	6	0,14	10	13,91
	5	0,54	75	7,26
	4	0,44	51	8,75
	3	0,39	40	9,77
	2	0,28	30	9,54
	1	0,37	44	8,46
2011	12	0,35	45	7,87
	11	0,46	61	7,42
	10	0,49	58	8,45
	9	0,34	23	14,54
	8	0,08	7	11,42
	7	0,05	4	13,89
	6	0,10	12	8,43
	5	0,73	85	8,55
	4	0,64	70	9,10
	3	0,52	52	9,91
	2	0,49	50	9,93
	1	0,57	61	9,28
2010	12	0,50	56	8,84
	11	0,68	82	8,38
	10	0,77	85	9,00
	9	0,09	10	8,99
	8	0,02	1	14,12
	7	0,04	2	15,75
	6	0,10	7	14,55
	5	0,62	65	9,51
	4	0,78	85	9,14
	3	0,65	61	10,62
	2	0,41	37	11,27
	1	0,40	37	10,86

Source: EUMOFA: Market trends, Ad hoc queries (updated on 11.01.2013)



**3.5: Monthly first sales trends of Anchovy in Greece**

(Value in million euro and volume in tonnes; price in EUR/kg)

Year	Month	Value	Volume	Price
2012	11	0,44	255	1,71
	10	0,51	278	1,82
	9	0,69	351	1,96
	8	0,48	269	1,79
	7	0,58	371	1,56
	6	0,66	414	1,60
	5	0,64	422	1,52
	4	0,51	345	1,47
	3	0,51	375	1,36
	2	0,17	82	2,13
	1	0,25	112	2,25
2011	12	0,25	123	2,00
	11	0,36	165	2,19
	10	0,35	166	2,11
	9	0,65	343	1,90
	8	0,59	308	1,93
	7	0,65	389	1,66
	6	0,62	369	1,68
	5	0,66	409	1,61
	4	0,49	278	1,77
	3	0,55	352	1,57
	2	0,06	24	2,50
	1	0,09	34	2,58
2010	12	0,19	69	2,76
	11	0,41	196	2,08
	10	0,44	209	2,09
	9	0,60	306	1,95
	8	0,44	254	1,72
	7	0,82	393	2,08
	6	0,84	494	1,70
	5	0,75	489	1,54
	4	0,71	436	1,62
	3	0,66	405	1,64
	2	0,02	8	2,80
	1	0,02	10	2,05

Source: EUMOFA: Market trends, Ad hoc queries (updated on 11.01.2013)

## 3.6: Monthly first sales of 6 Commodity Groups in Norway

(Value in million euro and volume in tonnes; percentages refer to the most recent available figure in the row)

Commodity Group	Nov 2010		Nov 2011		Oct 2012		Nov 2012	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value
Crustaceans	4.162	6,30	2.081	6,94	2.509	8,57	1.863	6,14
	-55,24%	-2,18%	-10,48%	-11,30%	-25,75%	-28,15%	n/a	n/a
Flat fish	1.796	5,88	3.952	11,85	2.463	6,14	2.916	6,74
	62,36%	14,63%	-26,21%	-43,13%	18,39%	9,81%	n/a	n/a
Freshwater fish	2	0,01	n/a	n/a	n/a	n/a	n/a	n/a
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Groundfish	50.643	61,42	54.323	73,88	49.067	43,13	60.289	59,23
	19,05%	-3,56%	10,98%	-19,83%	22,87%	37,32%	n/a	n/a
Other marine fish	931	1,94	707	1,69	1.009	2,31	566	1,20
	-39,21%	-38,15%	-19,94%	-29,00%	-43,90%	-48,09%	n/a	n/a
Small pelagics	222.608	114,80	153.502	127,92	169.806	156,31	197.338	164,43
	-11,35%	43,23%	28,56%	28,54%	16,21%	5,20%	n/a	n/a
TOTAL	274.182	178,16	208.532	203,49	219.882	201,75	258.193	224,86

Source: EUMOFA: Market trends; Predefined queries; Landings – Monthly aggregates, three-year comparison, Commodity Groups in EU, NO, IS (updated on 11.01.2013).