

Coronavirus response

EUMOFA's weekly data and trends analysis

Week 21

The fishery and aquaculture sectors are among the most immediately impacted by the crisis. EUMOFA is releasing a weekly COVID-19 bulletin in order to inform the sector as quickly as possible on the evolution of the markets along the entire value chain, based on the most recent data on first sales, production and trade of fishery and aquaculture products. The data and analyses proposed are accurate to EUMOFA experts' best knowledge but are of course subject to availability of information in the short-term and to intrinsic volatility of the current situation.

This bulletin is the last one released on a weekly basis. In June, two bi-weekly bulletins will be released.

Several Member States have been gradually lifting restrictions. Some countries have already opened kindergartens and schools. With continued distancing measures, larger gatherings start to be allowed, leading restaurants, cafes, schools and shops to re-open.

Prospects of increased demand from HORECA gives rise to cautious optimism throughout the value chain. However, stakeholders are generally concerned of reduced demand and tourism.



FISHERIES

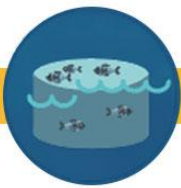
INCREASING FIRST-SALES VOLUMES IN FRANCE AND DENMARK¹

In **France**, [FranceAgriMer](#) data on weekly auction sales (excluding the Mediterranean seaboard) show that for the 31 main species, the overall trend in week 21 compared to week 20 is a significant 24%-increase of volume due to remarkable increases for most species (especially sardine and mackerel). However, the average price increased a slight 3%, mostly because of decreased sales of some lower valued species (especially scallop and saithe) and significant sales increases of some higher valued species (rays, Norway lobster, monk, pollack, sole, etc.). The volume-increases of small pelagics resulted in price decreases for sardine and mackerel (-11% and -37%, respectively). In the Mediterranean seaboard, the [bluefin tuna campaign](#) started on May 26th and should last 5 weeks, with an increased quota but concerns about possible lower prices.

¹ Weekly data on first sale are conceived to be disseminated as rapidly as possible. For this reason, they only cover some representative products in a selection of locations in some countries. They do not aim to give complete coverage of the market, and so it is recommended to use them as a mere indication of ongoing trends. For more information on species, countries and locations covered, please see [here](#).

In [five auctions](#) in **Denmark** (Hanstholm, Hirtshals, Strandby, Grenaa and Skagen) first-sale volume increased by 23% in week 21 compared to week 20. The first-sale value only increased by 15%, leading to a general decrease in the average price (total value/total volume). Higher volumes of saithe and pollack were the main contributors to the price decrease, while the weekly average price for other main species (plaice, cod, Norway lobster, hake and monkfish) were stable compared to the previous week. [The Danish Fishermen's Producer Organization](#) (DFPO) recommended an increased weekly allowable catch of Norway lobster for all vessel sizes for week 22.

In **Ireland**, due to the closure of HORECA, markets and other outlets, the price drop across many popular species has been between 50-70% over the last few weeks. The Killybegs Fishermen's Organisation (KFO) is [calling for better governmental support](#) during the COVID-19 crisis while describing the [voluntary fleet tie-up scheme](#) inadequate to tackle the current issues related to the lack of demand.



AQUACULTURE

FRENCH SALMON AND TROUT PRODUCER SHIFTING SALES TO PROCESSING AND RETAIL

The owner of **French salmon and trout producer**, AMP Saumon de France, stated in a [news article](#) that the company lost practically 30% of the turnover related to the catering sector, with the shutdown of restaurants, wholesalers and companies like Metro. The company succeeded in shifting lost volumes to smokers and processors, as well as national retailers, which have been promoting French produced aquaculture and seafood.



PROCESSING

SPANISH CANNING INDUSTRY EXPECTING A 10% DECREASE OF TURNOVER IN 2020

In **Spain**, the [canned fish organisation ANFACO](#) report a significant increase of canned fish purchases at the beginning of the lockdown (+82% in week 11 compared to same week in 2019). However, consumption has dropped in the following weeks (in March, the sales of canned fish have "only" increased by 21% compared to March 2019). The canning industry fears that many households still have stocks of canned fish and thus the consumption is expected to decrease by the end of the year. In canneries, the implementation of distancing measures has led to more costs and decreased productivity. In addition, the current situation of international trade generates difficulties to access raw material supply, especially for tuna. So, the turnover of the sector is expected to decrease by 10% in 2020.



WHOLESALE

MARKET RECOVERY AND STABLE PRICES

In **Rungis (France)**, the market keeps recovering with increased supply and demand. Prices have been relatively stable except some increases for several main species in week 21 compared to week 20: cod 2-4 kg (+81-84%), pollack (+35-60%), sole (+20-34%), brill (+20-27%), John Dory (+13-18%). The only product experiencing a price significant price decrease was imported saithe (-18%).

In **Rome (Italy)**, prices have been stable in week 21 (22.05 compared to 15.05), at the exception of decreased price for anchovy (-25%), and increased price for 4-5 kg salmon (+18%).

At **Mercamadrid (Spain)**, stable prices have been reported for sole, turbot, horse mackerel and mussel, whereas prices have significantly decreased for hake (-18-25%) and swordfish (-19%) and increased for monk (+8%) and anchovy (+20%) (19.05 against 12.05).



RETAIL & CONSUMPTION

CHANGES IN CONSUMPTION HABITS

In **France**, e-commerce in the form of click-and-collect and home-delivery has grown rapidly. According to [Nielsen](#), 1,2 million homes tried ordering groceries online during the first week of restrictions. Furthermore, the French are putting more fresh foods in their click-and-collect baskets compared to when they shop in brick and mortar stores. Unsurprisingly, 51% of French respondents said in a recent study they are eating more at home.

In **Germany**, the consumption of [frozen fish and seafood](#) has been increasing. From February to May 2020, sales of frozen fish products in the food retail sector grew significantly compared to last year's same period. In the peak weeks, the increases were between +50% and +80%. Plaice fillets, fish fingers, fried fish and gourmet fillets are among the most preferred frozen fish products.

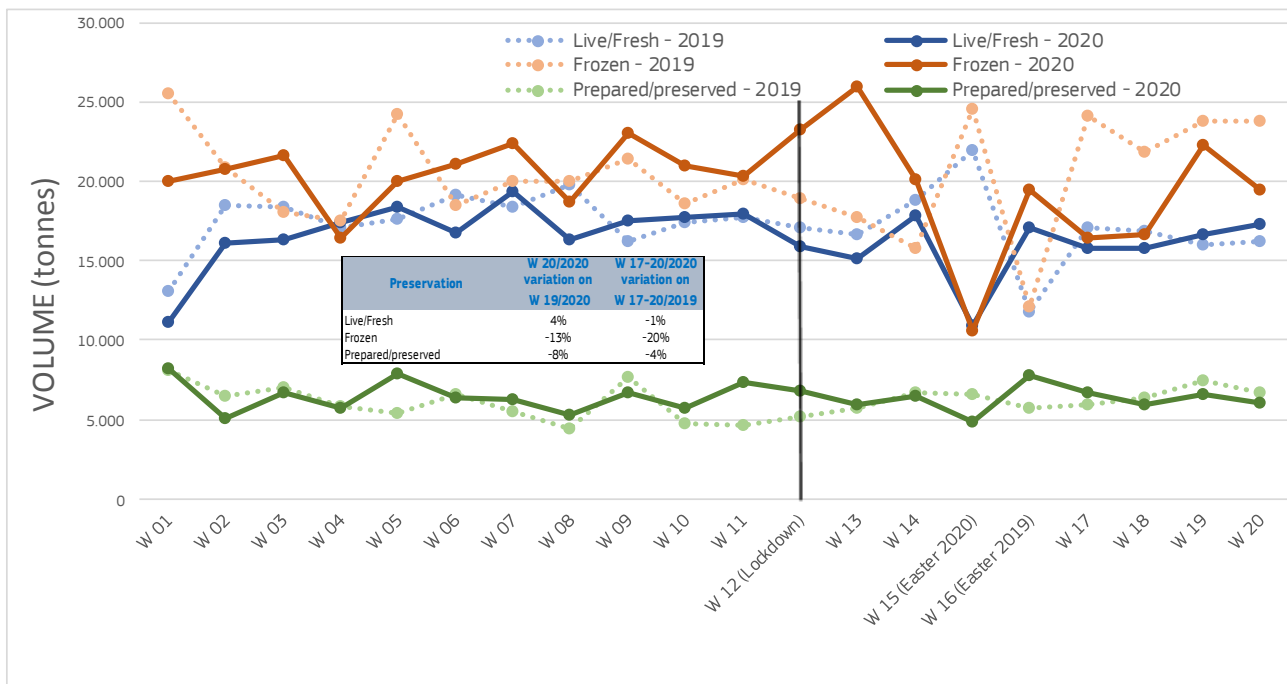
In **Italy**, the [reopening of restaurants](#) is considered as a very good news by the fishery and aquaculture sector, where many small companies are currently struggling with serious liquidity issues. Indeed, in Italy, 55% of domestic catches are consumed out-of-home. However, in the first week of reopening, the consumption in restaurants was still very low (-80% compared to normal level) due to few restaurants opened, fewer customers and the absence of tourists.



TRADE AND LOGISTICS

NORMALISATION OF SALMON TRADE MARKET BUT FROZEN IMPORTS STILL DOWN

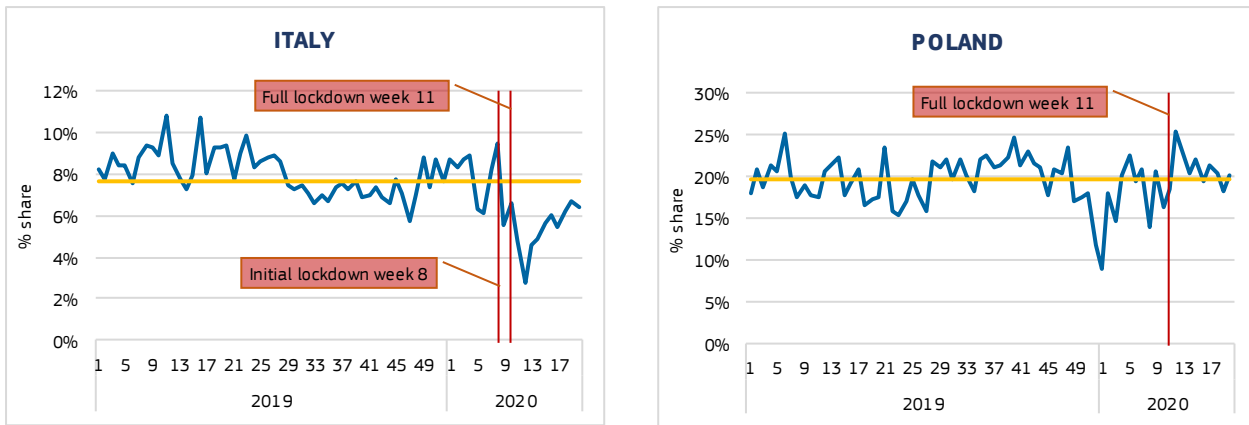
In week 20 of 2020, extra-EU imports of major species from main suppliers totalled **43.548 tonnes** and **EUR 187 million**, decreasing **6% in volume** and **1% in value** compared with week 19. If compared with the week when the lockdown began, volumes declined by **10%** and values decreased by **15%**, mainly due to frozen products.



Week 20–2020 vs. week 19–2020: most relevant trends

Salmon: driven by supplies from Norway, imports increased by 4% in volume and 12% in value terms. The average import price increased by 8% (from 5,32 EUR/kg to 5,75 EUR/kg), also due to the appreciation of NOK against EUR (+2%). Norwegian export of fresh Atlantic salmon indicates a slow “normalisation” over the past few weeks. It also shows how the effects of the lockdowns vary across different markets. For example, **Italy** is a typical consumption market for Norwegian salmon and the share of Norwegian exports to the EU destined for Italy decreased dramatically following the initial lockdown in Northern Italy on 22nd February (week 8) and the nation-wide lockdown on 9th March (week 11). Since week 12–2020, the share has slowly recovered towards the long-term average (week 1 2019 to week 20 2020). **Poland**, on the other hand, is a typical processing market for Norwegian Atlantic salmon. Following the general lockdown in Poland on 13th March (week 11), the weekly share of Norwegian exports to the EU destined for Poland has been above the long-term average with a downward trend towards week 20. The increased export volume in week 12 was more than 400 tonnes compared to week 11 (+15%).

Figure 1: SHARE OF WEEKLY NORWEGIAN EXPORT OF ATLANTIC SALMON TO THE EU DESTINED FOR ITALY (left) AND POLAND (right)



Source: Norwegian seafood council

Skipjack tuna: imports of prepared/preserved skipjack tuna dropped by 23% in volume and 24% in value, driven by a fall of supplies from Ecuador. The average import price declined by 2% (from 3,72 EUR/kg to 3,64 EUR/kg), linked to a depreciation of USD against EUR (-1%).

Miscellaneous shrimps: imports of prepared/preserved miscellaneous shrimps decreased by 47% and 46% in volume and value terms, respectively. The average import price moved from 7,69 EUR/kg to 7,94 EUR/kg (+3%). The impact of COVID-19 on the supply of warmwater shrimp is heterogeneous across regions but in general, due to low farm gate prices, full cool storage, lack of containers for storage and export, closed or reduced capacity at ports as well as transport issues for input factors, farmers have reduced stocking during the past 2-3 months. The extent is unknown, but with a production cycle from hatchery to plate of about 5-6 months there is a risk of global supply shortage once demand returns and available inventory (cold/frozen storage) is used up.

Squid: imports halved (-56% in volume and -47% in value), mainly due to a fall of supplies from the Falkland Islands, which were more than 70% lower than those recorded in the previous week. The average import price grew by 20% (from 3,57 EUR/kg to 4,27 EUR/kg).

Hake: driven by supplies from Namibia, imports grew both in volume and value terms (+18% and +25%, respectively). The average import price recorded a 5% increase (from 3,56 EUR/kg to 3,76 EUR/kg).

From 10th to 17th May, EUR appreciated against USD and CNY (+1% each) and depreciated against NOK (-2%) and ISK (-1%); the exchange rate between EUR and GBP remained stable. At the same time, marine fuel prices in Europe increased by 4%, moving from 0,23 EUR/litre to 0,24 EUR/litre (which is around 55% lower than the same period in 2019). The lowest were registered in Belgium, Greece and the Netherlands (0,19 EUR/litre in each country), and the highest in Spain (0,30 EUR/litre).

To learn more about the market situation, [you can access the most recent weekly data \(up to week 20 of 2020\) on extra EU imports in Europe.](#)

For any questions or comments, do not hesitate to contact EUMOFA (contact-us@eumofa.eu)

ABOUT [EUMOFA](#)

The European Market Observatory for fisheries and aquaculture (EUMOFA) is a market intelligence tool on the European Union fisheries and aquaculture sector, developed by the European Commission. It aims to increase market transparency and efficiency, analyses EU markets dynamics, and supports business decisions and policy-making. EUMOFA enables direct monitoring of volumes, values and prices of fisheries and aquaculture products, from the first sale to retail stage, including imports and exports. Data are collected from EU countries, Iceland, Norway, United Kingdom and from EU institutions and updated every day.