



GLOBEFISH

HIGHLIGHTS

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Issue 1/2011

A quarterly update based on the GLOBEFISH databank

Shrimp retains popularity in slowly recovering market



Despite the slow recovery in global financial and employment markets in 2010, import trends for shrimp have been positive in Japan, the USA and the European Union. Shrimp prices remained strong throughout the year.

p. 2

Reduced tuna quotas in 2011 will increase cost of canning material



During the fourth quarter of 2010, global catch quotas in the major oceans have been reviewed by the international and regional fisheries management commissions. Reduced quotas are being allocated for 2011 and beyond.

p. 9

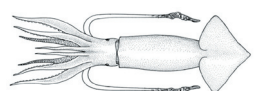
Eco-certification provides stimulus for groundfish



Sustainability has become the key for the groundfish fishing industry to adjust to falling prices resulting from the increase in the supply of fish in the global market and the competition of tilapia and pangasius.

p. 16

Tight supplies and better demand push prices upwards



The upward trend that was observed during the first half of 2010 continued into the second half. Improved demand for most products and tighter supplies forced prices upwards.

p. 21

Tilapia continues steady upward climb



The worldwide growth in the production and harvesting of tilapia and its popularity as a convenient and competitive whitefish species continued to reach new levels in 2010. Worldwide production is predicted to reach 3.7 million tonnes by the end of the year.

p. 26

Viet Nam likely to set minimum prices for exports



The pangasius industry in Viet Nam continues to face negative publicity, yet demand for this product has not decreased in major markets including in

Asia.

p. 29

Improved balance between demand and supply should lead to a stronger market



Although the prospects for the bass and bream sector are notoriously hard to forecast because of the uncertainty in biomass estimates, it looks likely that production will fall slightly in 2011.

p. 31

Salmon industry is regaining confidence



The salmon industry in Chile is showing signs of recovering from the crisis caused by the spread of the ISA virus, which caused the loss of about 20 000 jobs and financial losses of USD 2 billion.

p. 35

EU - Norway mackerel agreement accepted



Norway and the EU finally reached an agreement on mackerel quotas and the management regime for North Atlantic mackerel in early December 2010, after long and hard negotiations, which in some quarters were dubbed "the mackerel war".

p. 42

New fishing ban in Peru keeps raw material in short supply



With declining catches available for oil and meal production in 2010, the role of key producer Peru is becoming more important than ever. Peru's catches last year declined with a reduction of 45%, and the new fishing ban increases the uncertainty about 2011 catches.

p. 46

Uncertainty in Peru caused by new fishing ban



The outlook for early 2011 is one of a hesitant market, anxiously anticipating catches in Peru, currently suspended because of a new fishing ban in place until 20 January.

p. 48

Mussels face new challenges while scallop market more competitive



Galician mussel farmers estimated in November 2010 that mussel production will decrease by 30% compared with 2009.

p. 49

Fish and fishery products statistics

p. 53

About GLOBEFISH

GLOBEFISH forms part of the Products, Trade and Marketing Service of the FAO Fisheries and Aquaculture Department and is part of the FISH INFOnetwork (see below). It collects information from the main market areas in developed countries. Part of its services is an electronic databank and the distribution of information through the GLOBEFISH European Fish Price Report, the GLOBEFISH Highlights, the GLOBEFISH Research Programme and the GLOBEFISH Commodity Updates.

The GLOBEFISH Highlights are based on information available in the databank, supplemented by market information from six regional services which form the FISH INFOnetwork: INFOFISH (Asia and the Pacific), INFOPESCA (Latin America and the Caribbean), INFOPECHE (Africa), INFOSAMAK (Arab countries), EUROFISH (Central and Eastern Europe) and INFOYU (China).

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A quarterly update
based on
the GLOBEFISH databank

GLOBAL FISH ECONOMY

In the first nine months of 2010 there were clear signs that many global seafood markets had moved into positive territory. The extent of recovery, however, varies from market to market. Preliminary export data from China, Norway, Thailand, Viet Nam and India all indicate higher export values for 2010.

Of particular interest are the two digit growth rates in the developing markets of China, Hong Kong, Republic of Korea, Malaysia, Singapore and India, against the one digit growth rates in Japan, the EU and the USA. Not only does this trend follow the IMF forecast of faster economic recovery in the developing world, it shows the linkage between economic development, growth of the middle class and increased consumption and imports of fish.

Seafood imports also increased in Russia, Brazil, Mexico and many countries in the Middle East and West Africa.

Over time, the dominance of the three large import markets, the US, Japan and the EU will be less important than today. Exporters would be well advised to target the new emerging markets in their marketing efforts.

Food prices



The cyclical nature of food prices is being repeated again with a significant rise in several commodity prices over the last few months. For the fisheries sector, this is important, not only because of the impact on aquaculture through cost increases in feed, but also because of the relationship between fish prices and food prices in particular. The

sector is constantly aware that consumers are price sensitive and that the decline in consumption that was registered in 2009 in many markets clearly resulted from economic factors.

Fish prices have also risen. The FAO Fish Price Index, which is based on import prices in the world's major markets, shows significant increases throughout 2010 reaching a new record towards the end of the year. Therefore current fish prices are higher on average than the previous record levels reached before the economic crisis hit in early fall 2008.

Farmed shrimp export prices rose by 30% in 2010, a substantial increase for farmers and exporters. Prices of other farmed fish including salmon, pangasius, tilapia and carp have also advanced in 2010. The rise in fish prices is clearly observed in many domestic markets as well as in export markets.

Sustainability is here to stay

The issues of sustainability and eco-labels remain squarely on the agenda. Producers and retailers are increasingly using labels to demonstrate the sustainability of sourcing but several recent reports have highlighted the need for scientifically valid criteria in the evaluation process.

On the sustainability front, there is also good news. In the groundfish sector, for example, more than nine different fisheries around the world obtained certification during 2010.

COFI meets in Rome

From 31 January to 4 February, FAO's Committee on Fisheries (COFI) will meet in Rome. More than 500 participants are expected from FAO member governments to this biannual event but industry is also represented in many of the country delegations or in industry NGOs. The agenda and documents can be downloaded from <http://www.fao.org/cofi/cofi2011/64143/en>

World fish markets at a glance

| | 2008 | 2009 estim. | 2010 f'cast | Change 2010 over 2009 |
|--|----------------|----------------|----------------|-----------------------------|
| | million tonnes | | | % |

WORLD BALANCE

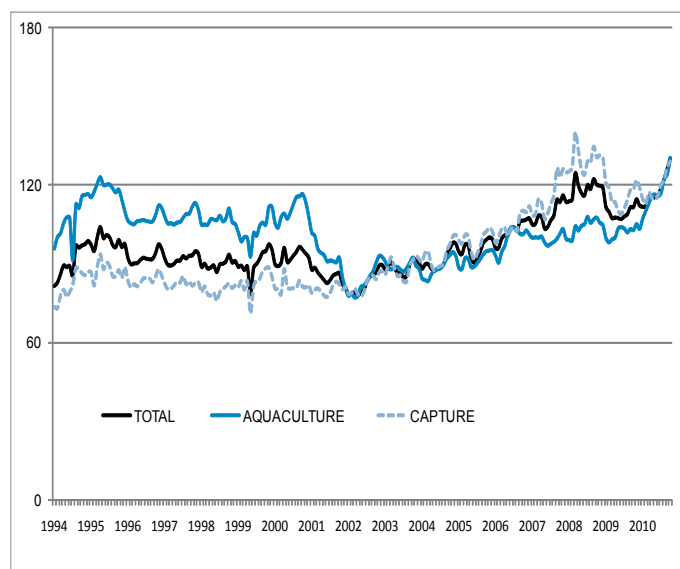
| | | | | |
|-----------------------------------|--------------|--------------|--------------|------------|
| Production | 142.3 | 145.1 | 147.0 | 1.3 |
| Capture fisheries | 89.7 | 90.0 | 89.8 | -0.2 |
| Aquaculture | 52.5 | 55.1 | 57.2 | 3.8 |
| Trade value (exports USD billion) | 102.0 | 95.4 | 101.9 | 6.8 |
| Trade volume (live weight) | 55.2 | 54.9 | 55.3 | 0.7 |
| Total utilization | | | | |
| Food | 115.1 | 117.8 | 119.5 | 1.5 |
| Feed | 20.2 | 20.1 | 20.1 | -0.1 |
| Other uses | 7.0 | 7.2 | 7.4 | 2.8 |

SUPPLY AND DEMAND INDICATORS

| | | | | |
|----------------------------------|------|------|------|------|
| Per caput food consumption | | | | |
| Food fish (kg/year) | 17.1 | 17.2 | 17.3 | 0.3 |
| From capture fisheries (kg/year) | 9.3 | 9.2 | 9.0 | -1.7 |
| From aquaculture (kg/year) | 7.8 | 8.1 | 8.3 | 2.6 |

Totals may not match due to rounding.

The FAO fish price index (2005=100)



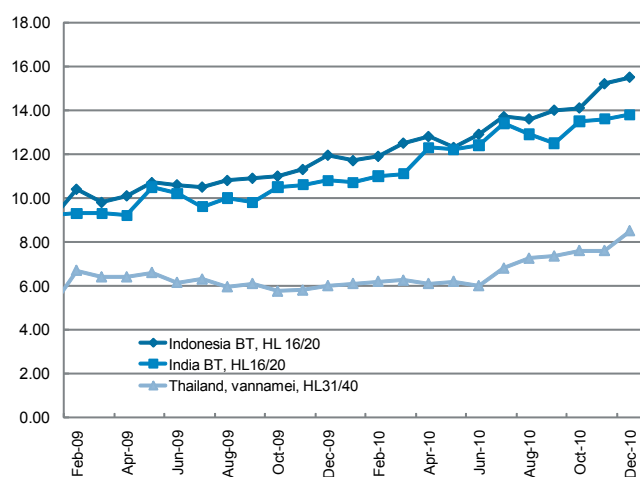
Data Source: Norwegian Seafood Export Council

Shrimp retains popularity in slowly recovering market

Despite the slow recovery in global financial and employment markets in 2010, import trends for shrimp have been positive in Japan, the USA and the European Union. Shrimp prices remained strong throughout the year.

Farmed shrimp harvests have been seasonally low since November; supplies are also being shared with the strong domestic markets in Asia notably China, Hong Kong, Malaysia, Singapore and Republic of Korea. Imports of fresh and frozen shrimp were higher in these markets compared with 2009. Export prices of both black tiger and vannamei shrimp reached their highest levels in a decade.

Frozen Shrimp Prices, cfr Japan (USD/Kg)



Source: ITN-INFOFISH

In the USA, landings of Gulf shrimp up to October were 32 864 tonnes, 37% lower than the corresponding period in 2009, reflecting the impact of the April oil spill that kept fisheries closed until August. Landings subsequently recovered but remained 32% below the level of 2009. Prices went up by 50-80%.

Peru: Peruvian company Camposol plans to produce 4,000 tonnes of shrimp by 2012. Through the acquisition of some existing shrimp farms, the company extended its farming area from 250 to 560 hectares in July 2010. According to its Deputy CEO, all their farms are expected to reach their optimal productivity by end of 2011. Currently the company is using "third parties" to process their shrimp. Camposol is the subsidiary of Peru's second largest fishmeal and anchovy producer Copeinc.

Canada will reduce its shrimp catch quota for the next two years. The national authority Northwest Atlantic Fisheries Organization (NAFO) announced that the TAC for 2011 and 2012 will be 19 000 tonnes and 17 000 tonnes respectively. Canadian processors/exporters will be affected by this move. Asia is the major outlet for Canadian shrimp where Japan and China are the main markets.

SUPPLY

By late 2010, the supply shortage had deepened in most of the farmed shrimp producing countries in Asia and Latin America.

In Asia, during November/December, severe floods in Thailand submerged shrimp farms in 56 southern provinces damaging hatcheries, which could reduce production in April/May. Seasonal floods also affected aquaculture in Viet Nam. Overall production of black tiger shrimp in India, Bangladesh, Viet Nam and Indonesia was lower in 2010 compared with the previous year.

India's production of vannamei shrimp was estimated at 20 000 tonnes in 2010, most of which was exported to the USA and EU. Some reports indicate higher production for next season. India started farming vannamei only in 2010. The cost of production of vannamei is around USD 2.29/kg, just half that of the black tiger production costs according to the export industry association.

TRENDS IN THE MAJOR MARKETS

Japan

Consumption patterns remain seasonal and dominated by the retail trade. The Japanese government reported a 5.8% (-85 grams) decline in household consumption in the first nine months of 2010.

However, cumulative shrimp imports during this period were 4.5% higher than the same period in 2009. The strong yen throughout 2010 has kept shrimp landing prices in Japan comparatively lower than the rises in import prices.



Consumer demand improved in autumn, with the onset of cooler weather. Restaurants attracted custom with cheaper varieties and smaller sizes till early December. From mid-December high-end restaurants bought large sized black tiger shrimp and other 'grade one' products for Christmas and New Year celebrations.

Retail sales started to pick up in October, when supermarkets launched promotional campaigns for autumn, particularly for vannamei shrimp. As a result of rising import prices, some retailers moved away from 31/40 and 41/50, offering cheaper 51/60 sizes to consumers. Thailand and Malaysia, the two major suppliers to Japan, increased export prices of vannamei shrimp. Many supermarkets excluded 'expensive' black tiger shrimp from promotional campaigns.

Compared with last year, retail demand for head-on black tiger shrimp was slow during the year-end festive season. There was also a shift towards Argentine shrimp, to be sold as thawed/fresh product. Imports from Argentina in 2010 improved.

Import Trends

Strong demand from the major markets and limited supplies drove up export prices of black tiger shrimp to record levels in 2010. Indonesia benefited as they were able to supply more large sized shrimp compared with Viet Nam and India. By the end of the season in early November, offer prices from Indonesia and Viet Nam for 16/20 counts headless black tiger shrimp had gone up to

USD 15.50/kg. Packers in Viet Nam concentrated more on semi-processed (PTO-nobashi) and processed products, thus limiting the raw material availability of frozen headless shell-on products for the Japanese market. Japanese importers bought substantial quantities shell-on shrimp from India (Kolkata) where export prices were USD 1.00-1.50 cheaper per kilogram compared with Indonesia and Viet Nam.

Import demand for vannamei has been strong for frozen shell-on products, most of which is sold as thawed/fresh product in supermarkets. In Thailand, the availability of shell-on products has been limited by the lack of supply and prior orders pushing up offer prices from Thailand to USD 9.00/kg for sizes 31/40 for headless shell-on vannamei. Japanese buyers also faced competition from the US, Europe and China markets, which were able to pay higher prices.

Cumulative imports of shrimp into Japan posted a 4.5% increase during January-September 2010 against the same period in 2009. Supplies increased for raw frozen and value-added products. With a 9.3% import growth, processed shrimp had a 25% market share in total shrimp imports whereas imports of frozen raw shrimp, shell-on and peeled, increased by 3.6%. Thailand was the leading supplier (with a major share in value-added supplies), followed by Viet Nam, Indonesia and China.

Imports

Shrimp (frozen raw): Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| Viet Nam | 40.0 | 42.2 | 39.9 | 29.3 | 26.1 | 29.0 |
| Indonesia | 37.1 | 37.4 | 34.8 | 28.4 | 25.8 | 23.6 |
| Thailand | 26.4 | 24.9 | 32.1 | 18.2 | 23.4 | 28.1 |
| India | 27.0 | 24.0 | 24.3 | 16.6 | 17.1 | 19.7 |
| China | 24.0 | 16.8 | 14.9 | 11.7 | 9.6 | 9.0 |
| Canada | 7.6 | 7.7 | 7.2 | 6.2 | 6.1 | 5.6 |
| Russia | 8.9 | 7.8 | 7.1 | 6.0 | 5.2 | 5.5 |
| Greenland | 5.4 | 5.6 | 6.5 | 4.0 | 5.2 | 3.6 |
| Myanmar | na | 6.8 | 6.7 | 4.9 | 5.1 | 4.2 |
| Malaysia | 4.2 | 4.5 | 5.1 | 3.3 | 3.7 | 5.0 |
| Philippines | 4.3 | 3.5 | 4.0 | 2.5 | 2.7 | 2.2 |
| Bangladesh | na | 3.1 | 2.4 | 2.1 | 1.8 | 1.8 |
| Others | 22.4 | 12.3 | 2.3 | 7.4 | 8.0 | 2.1 |
| Total | 207.3 | 196.6 | 197.6 | 140.6 | 139.8 | 144.5 |

Source: GLOBEFISH AN 10127

Imports

Shrimp (by product): Japan

| |Jan-Sep..... | | | |
|-----------------------|-------------------|--------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | |
| Live | 0.1 | 0.1 | 0.1 | 0.1 |
| Fresh/chilled | 0.0 | 0.0 | 0.0 | 0.0 |
| Frozen, raw | 143.1 | 140.6 | 139.8 | 144.5 |
| Dried/salted/in brine | 1.3 | 1.4 | 2.3 | 2.1 |
| Cooked, frozen | 12.6 | 14.1 | 14.4 | 15.4 |
| Frozen ebi | | 0.2 | 0.5 | 0.4 |
| Cooked & smoked | 0.3 | 0.4 | 0.2 | 0.2 |
| Prepared/preserved* | 34.3 | 31.7 | 30.3 | 33.5 |
| Sushi (with rice) | 0.1 | 0.1 | 1.4 | 1.4 |
| Total | 191.8 | 188.7 | 189.1 | 197.6 |

*(incl. tempura shrimp)Source: JFTA/INFOFISH

By October, imports of raw frozen shrimp had increased by 6.56%, with Viet Nam the leading exporter of raw frozen shrimp (including PTO nobashi) followed by Thailand, Indonesia and India.

Supplies of cold water shrimp, from Russia (32%), Canada (31%) and Greenland (21%), in this category fell by 4.33%.



USA

The US economy is recovering from the crisis at a slower pace than expected. Demand, which usually improves by the year end, also reflected lower growth. Some restaurant operators are indicating that price increases are coming as they are unable to absorb the higher food prices. This may impact shrimp consumption. Some large seafood distributors reported very poor sales from the restaurant sector and even a shift to smaller, less expensive sizes. Distributors fear that shrimp could be taken off menus. This is confirmation that the current escalating shrimp price is caused by low supplies not by higher demand.

Anti-dumping duties on Viet Nam maintained

The US Department of Commerce (DoC) announced the final results of the five-year review of the anti-dumping measures on Vietnamese shrimp. According to this 'sunset' review, duties on products from Viet Nam should be maintained, as the revocation of these measures would disadvantage US shrimp farmers. Similar results were announced earlier for Brazil, China, India and Thailand. A public hearing of the International Trade Commission is due to be held on February 2011 to consider anti-dumping duties against these 5 countries. Voting on the issue is scheduled for 15 March. Viet Nam will continue to pursue its objections through the WTO.

In early January 2011, the final version of the FDA Food Safety Modernization Act was signed into law. Although the amendment requiring increased testing of imported shrimp shipments was not included, other concepts suggested by the Southern Shrimp Alliance (SSA) were included, such as foreign food safety equivalence and facility testing, and stiffer penalties for violations. Provision for a federal-state partnership to increase inspections and enforce standards was welcomed by the SSA.

Imports unchanged in volume, but higher in value

US imports of shrimp in the first nine months of 2010 remained almost unchanged against the previous year at 388 843 tonnes worth USD 2 810 million. Rising market prices allowed the value to increase by 6%. An increase in unit value was registered in all the main product categories, particularly for peeled frozen shrimp and prepared shrimp (+9%), while headless shell-on frozen shrimp registered a 7% growth in unit value. Price appreciation was 12.6% for the 16/20 count.

Overall, imports of headless shell-on frozen shrimp were slightly lower in quantity (-0.3%), but are still the main imported item. Peeled frozen shrimp imports increased marginally (+0.3% in terms of volume), while

breaded frozen shrimp and other preparations had higher growth rates (+11% and 25% respectively).

Imports

Shrimp: USA

|Jan-Sep..... | | | | | | |
|--------------------------|--------------|---------------|--------------|---------------|--------------|---------------|
| | 2008 | | 2009 | | 2010 | |
| | 1 000 tonnes | Million USD | 1 000 tonnes | Million USD | 1 000 tonnes | Million USD |
| Peeled frozen | 126.4 | 930.2 | 132.4 | 926.6 | 132.9 | 1014.8 |
| Other frozen | 61.8 | 460.7 | 65.3 | 487.2 | 63.5 | 476.1 |
| Breaded | 29.6 | 146.4 | 27.6 | 143.3 | 30.6 | 166.4 |
| Other prep. | 1.0 | 4.7 | 0.9 | 3.7 | 1.1 | 5.0 |
| Headless shell-on frozen | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| All sizes | 172.9 | 1229.0 | 155.3 | 1035.9 | 154.9 | 1102.9 |
| < 15 | 15.2 | 192.7 | 13.0 | 149.1 | 12.0 | 150.0 |
| 15/20 | 13.3 | 132.5 | 11.4 | 103.8 | 11.5 | 117.8 |
| 21/25 | 17.8 | 150.9 | 18.4 | 150.6 | 17.4 | 145.9 |
| 26/30 | 25.0 | 176.6 | 25.1 | 169.7 | 21.6 | 160.3 |
| 31/40 | 31.7 | 196.7 | 33.3 | 197.2 | 31.5 | 201.4 |
| 41/50 | 23.6 | 136.7 | 21.8 | 114.5 | 21.4 | 123.7 |
| 51/60 | 23.7 | 129.9 | 17.0 | 82.3 | 19.6 | 105.8 |
| 61/70 | 13.5 | 70.4 | 8.6 | 40.6 | 12.0 | 62.6 |
| > 70 | 9.1 | 42.6 | 6.7 | 28.1 | 8.0 | 35.5 |
| Other products | 5.9 | 44.0 | 7.5 | 57.9 | 5.9 | 44.7 |
| Total | 397.7 | 2815.0 | 389.0 | 2654.6 | 388.8 | 2809.9 |

Source: NMFS

In October, imports increased by 1.7% against 2009. Imports from Indonesia and Mexico dropped significantly but were well compensated for by increased supplies from Thailand, Ecuador, Viet Nam, India, Malaysia and China.

Thailand remained the main supplier with supplies increasing since 2008. During January-October Thai shrimp accounted for 36% of market share against 33.8% in 2009. Ecuador was the second, surpassing Indonesia, after increasing sales by 9% and an 18% drop in purchases by the latter. Supplies from China and Viet Nam also improved. Increased vannamei farming facilitated a 33% rise in imports from India during this time; Indian packers were able to export more large sized vannamei (>15 to 26/30) and partially filled the supply gaps in Mexican large sizes. Export prices of large sized vannamei (16/20 to 26/30) from India are almost on a par with the same sized black tiger shrimp in the US market.

Sales of Mexican shrimp contracted sharply (-44.6%) as a result of the ban imposed by US authorities on wild shrimp linked to the use of TED's, as well as 'white spot'



disease in the aquaculture sector and an attractive domestic market.

Imports

Shrimp: USA

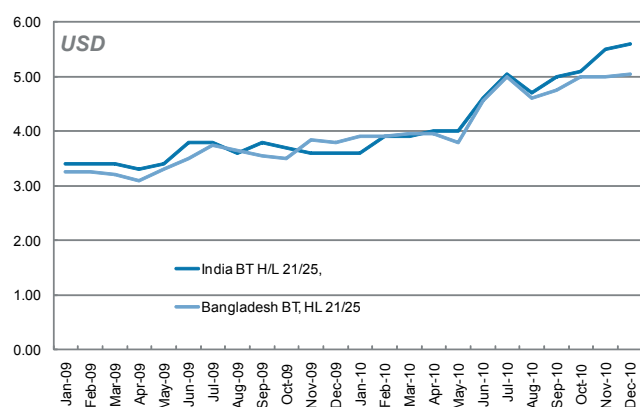
| | Jan-Sep..... | | | | | |
|--------------|----------------|--------------|--------------|--------------|--------------|--------------|
| | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Thailand | 111.3 | 130.7 | 132.6 | 126.7 | 130.5 | 137.3 |
| Indonesia | 38.6 | 46.0 | 44.3 | 66.6 | 55.6 | 46.6 |
| Ecuador | 38.1 | 45.5 | 46.5 | 44.7 | 47.1 | 51.3 |
| China | 28.9 | 45.5 | 34.5 | 37.0 | 30.0 | 32.5 |
| Viet Nam | 28.0 | 25.4 | 27.7 | 29.7 | 29.8 | 30.2 |
| Mexico | 8.9 | 10.7 | 17.0 | 12.6 | 21.2 | 12.4 |
| India | 26.7 | 20.7 | 15.8 | 10.9 | 15.2 | 18.3 |
| Malaysia | 9.0 | 11.9 | 13.0 | 18.6 | 12.2 | 17.6 |
| Bangladesh | 11.6 | 14.2 | 12.3 | 10.9 | 8.3 | 6.4 |
| Guyana | 7.3 | 6.9 | 8.0 | 7.7 | 7.7 | 7.1 |
| Peru | 3.3 | 4.2 | 5.4 | 6.0 | 6.9 | 5.4 |
| Honduras | 6.9 | 4.9 | 5.0 | 3.5 | 4.5 | 6.2 |
| Others | 43.3 | 36.9 | 30.9 | 22.9 | 20.2 | 17.6 |
| Total | 362.0 | 403.3 | 393.2 | 397.7 | 389.0 | 388.8 |

Source: NMFS

Less domestic shrimp in the US market

US domestic shrimp landings fell 37% to 32 864 tonnes, as mentioned earlier. The lower availability directly affected prices; by late December these were nearly 80% higher than a year ago for some counts of brown Gulf shrimp and nearly 50% higher for some counts of white Gulf shrimp. Although there were concerns about contamination from oil residues a strong campaign to promote consumption of products from the region has been ongoing.

Import price trends of frozen shell-on black tiger shrimp in the US market



Source: Infofish ITN

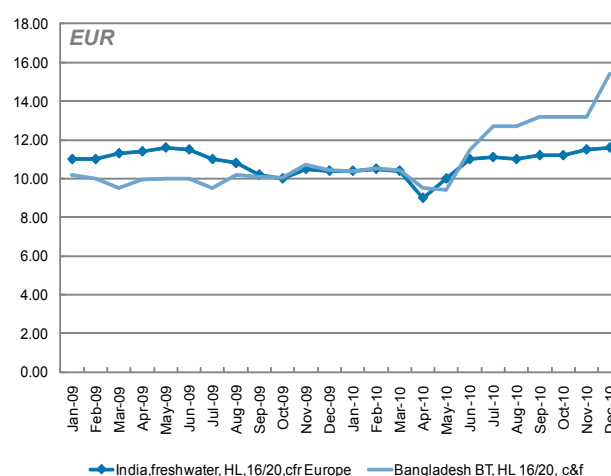
Europe

Strong seasonal demand but limited supply

Demand for shrimp continued to be strong in Europe towards the end of 2010, mainly driven by seasonal buying. Contracts for Christmas and New Year sales were closed in early November so that shipments could reach the markets before 15 December, although European buyers continued to monitor supplies and actively looked for products for December shipments. This activity plus the strengthening Euro exchange rate kept shrimp prices for Europe firm, in some cases higher than the US market. Lack of supply was the key restraining factor.

The raw material shortage worsened in South East Asia when heavy rainfalls in November submerged many shrimp farms in southern Thailand and Viet Nam. There has also been an acute shortage of freshwater shrimp from India during the fourth quarter of 2010 and packers were unable to meet strong demand from Europe. Harvests of vannamei and black tiger shrimp have slowed down

Europe Shrimp Price Trends



Source: Infofish ITN

since November. At the same time Indian packers were sending their small shrimp to China as demand has been increasing there. Chinese buyers are willing to pay high prices for this product, which are equivalent to prices in Europe.

Imports continued to rise

Despite the current financial crisis in several EU countries, shrimp imports into the major European markets were higher, including Spain and Italy. Growth in quantity was marginal but in value growth was much



higher.

There was a sharp increase in supplies into France from Ecuador and Thailand, offsetting the declining imports from other major suppliers such as Madagascar and India. During January-September 2010, shrimp imports from Ecuador and Thailand into France increased by 69% and 185% year-on-year amounting to 16 093 tonnes and 4 160 tonnes respectively. Supplies from Madagascar, India, Brazil, and Indonesia were lower during this period. Imports of processed shrimp into France also increased significantly by 13% amounting to 10 700 tonnes, while Thailand managed to increase its supply by 18% to 2 115 tonnes.

Spain imported slightly more (+1.1%) against 2009 totaling 109 200 tonnes. Declining imports from China (-15.6%) were compensated for by increasing imports from Argentina, Ecuador and Thailand. Supplies from China have been declining during the past three years because of the strong domestic market demand.

Imports

Shrimp: France

| |Jan-Sep..... | | | | | |
|--------------------|-------------------|-------------|-------------|-------------|-------------|-------------|
| | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Ecuador | 5.7 | 7.6 | 10.8 | 15.1 | 12.2 | 17.8 |
| India | 4.9 | 5.7 | 6.7 | 6.7 | 8.7 | 8.5 |
| Thailand | 1.3 | 2.0 | 3.2 | 3.0 | 4.2 | 7.4 |
| Madagascar | 6.5 | 6.5 | 6.2 | 6.7 | 5.7 | 5.3 |
| Spain | 1.6 | 1.1 | 1.6 | 1.2 | 2.6 | 4.4 |
| Netherlands | 5.2 | 4.8 | 4.3 | 4.5 | 4.7 | 4.3 |
| Viet Nam | 2.5 | 2.5 | 3.0 | 3.1 | 2.9 | 4.2 |
| Colombia | 1.8 | 1.9 | 2.4 | 3.6 | 4.2 | 3.5 |
| Bangladesh | 1.1 | 1.1 | 1.2 | 2.3 | 2.4 | 3.2 |
| Belgium | 3.2 | 3.7 | 3.4 | 3.7 | 3.2 | 3.2 |
| Venezuela | 0.5 | 1.1 | 3.0 | 2.9 | 3.0 | 2.9 |
| Indonesia | 4.9 | 4.3 | 3.4 | 3.0 | 2.8 | 2.5 |
| Brazil | 17.0 | 14.5 | 11.6 | 5.9 | 4.7 | 2.0 |
| Others | 14.5 | 16.6 | 15.0 | 13.6 | 13.1 | 12.7 |
| Grand Total | 70.7 | 73.4 | 75.8 | 75.3 | 74.4 | 81.9 |

Source: GLOBEFISH

Problems with antibiotic residues have affected exports of Bangladesh shrimp to EU markets. After strong growth in 2009, shrimp imports from Bangladesh into Germany declined to 4 200 tonnes during January-September 2010 compared with 5 300 tonnes in 2009, down 20.8%. Similarly, imports of Indian shrimp to Germany were also lower. Among the major exporters, only Thailand, the largest supplier, managed to increase its exports to the German market, which grew by 5.8%.

Imports

Shrimp: Spain

| |Jan-Sep..... | | | | | |
|--------------|-------------------|--------------|--------------|--------------|--------------|--------------|
| | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Argentina | 4.8 | 13.4 | 25.0 | 18.5 | 22.8 | 26.6 |
| China | 16.4 | 18.9 | 19.2 | 19.9 | 18.0 | 15.2 |
| Ecuador | 9.0 | 13.4 | 14.7 | 19.6 | 14.3 | 15.0 |
| Thailand | 0.1 | 0.7 | 0.4 | 3.1 | 3.9 | 8.0 |
| Colombia | 6.3 | 5.5 | 4.8 | 4.8 | 4.8 | 3.6 |
| Nicaragua | 1.3 | 2.9 | 4.4 | 2.9 | 4.1 | 3.6 |
| Belgium | 1.9 | 2.4 | 2.4 | 3.0 | 3.4 | 3.1 |
| Morocco | 5.4 | 4.1 | 5.1 | 5.2 | 4.1 | 3.1 |
| Netherlands | 3.2 | 3.3 | 3.7 | 2.3 | 2.8 | 2.6 |
| Portugal | 1.0 | 1.2 | 1.2 | 1.9 | 1.9 | 2.5 |
| Mozambique | 3.0 | 3.6 | 3.1 | 3.1 | 2.5 | 2.5 |
| France | 2.1 | 1.7 | 3.5 | 2.3 | 1.3 | 2.2 |
| Others | 44.4 | 44.4 | 34.9 | 24.4 | 24.2 | 21.4 |
| Total | 99.0 | 115.4 | 122.4 | 110.9 | 108.1 | 109.2 |

Source: GLOBEFISH AN 010150

Shrimp imports into the UK totaled 63 100 tonnes up to September 2010, 3.6% higher against the same period of 2009 with more supplies from Thailand and Viet Nam but less from India, Bangladesh and Ecuador. India maintained its position as the largest supplier of frozen shrimp into the UK market, but its exports fell from 5 800 tonnes in

Imports

Shrimp: Germany

| |Jan-Dec..... | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------------|-------------|-------------|
| | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | (1 000 tonnes) | | |
| Thailand | 9.3 | 11.5 | 7.1 | 8.6 | 9.1 |
| Viet Nam | 8.1 | 9.8 | 5.9 | 6.7 | 6.7 |
| Netherlands | 3.9 | 4.2 | 3.1 | 3.1 | 4.6 |
| Bangladesh | 3.5 | 6.5 | 2.5 | 5.3 | 4.2 |
| India | 5.7 | 5.5 | 4.2 | 4.6 | 3.7 |
| Belgium | 2.0 | 3.5 | 1.5 | 2.1 | 3.2 |
| Denmark | 2.7 | 2.3 | 2.1 | 1.9 | 2.1 |
| UK | 1.6 | 2.1 | 1.4 | 1.6 | 2.1 |
| Others | 11.6 | 11.4 | 8.1 | 7.9 | 8.0 |
| Total | 48.4 | 56.8 | 35.9 | 41.8 | 43.7 |

Source: GLOBEFISH AN 010146

2009 to 5 500 tonnes in 2010. As for Germany, shrimp imports from Bangladesh into the UK also declined by almost 11% to 4 100 tonnes. Imports from Thailand shot up to 11 500 tonnes (for frozen and processed products),

SHRIMP



representing an increase of almost 13% the first nine months of 2010.

Italy recorded positive growth this year, up 5.8% over 2009 with a significant increase in supply from Argentina (+85%) while imports from Ecuador, the largest supplier, declined by 7.4%.

Imports

Shrimp: UK

|Jan-Dec..... | | |Jan-Sep..... | | | |
|--------------------|------|------|-------------------|------|------|------|
| 2008 | 2009 | | 2007 | 2008 | 2009 | 2010 |
| (1 000 tonnes) | | | (1 000 tonnes) | | | |
| Shell-on Coldwater | | | | | | |
| Denmark | 2.2 | 2.2 | 1.7 | 1.7 | 1.7 | 1.7 |
| Others | 1.9 | 1.9 | 1.8 | 1.4 | 1.4 | 0.9 |
| Total | 4.1 | 4.1 | 3.5 | 3.1 | 3.1 | 2.6 |
| Shell-on Warmwater | | | | | | |
| India | 7.6 | 7.6 | 7.3 | 5.5 | 5.8 | 5.5 |
| Bangladesh | 4.6 | 6.1 | 4.2 | 3.6 | 4.6 | 4.1 |
| Thailand | 4.8 | 5.4 | 2.5 | 3.2 | 4.0 | 5.1 |
| Indonesia | 5.9 | 4.2 | 4.9 | 4.5 | 3.1 | 3.6 |
| Viet Nam | 2.4 | 3.4 | 0.6 | 1.4 | 2.1 | 2.3 |
| Ecuador | 2.0 | 2.5 | 2.5 | 1.7 | 2.0 | 1.3 |
| Others | 8.2 | 7.3 | 5.4 | 5.0 | 4.8 | 5.2 |
| Total | 35.5 | 36.5 | 27.4 | 24.9 | 26.4 | 27.1 |
| Cooked & Peeled | | | | | | |
| Iceland | 13.4 | 12.3 | 11.3 | 10.8 | 9.0 | 9.9 |
| Thailand | 4.9 | 7.7 | 3.4 | 2.9 | 4.9 | 6.4 |
| Denmark | 6.3 | 6.7 | 5.1 | 4.7 | 4.9 | 4.9 |
| Canada | 2.6 | 3.5 | 2.6 | 1.7 | 2.4 | 3.0 |
| Indonesia | 2.8 | 3.3 | 2.0 | 2.1 | 2.6 | 2.2 |
| Norway | 3.2 | 2.5 | 1.7 | 2.1 | 1.7 | 1.8 |
| Viet Nam | 1.2 | 2.1 | 0.9 | 0.8 | 1.3 | 1.5 |
| Others | 6.2 | 6.2 | 4.6 | 4.3 | 4.6 | 3.7 |
| Total | 40.6 | 44.3 | 31.6 | 29.4 | 31.4 | 33.4 |
| Gr. Total | 80.2 | 84.9 | 62.5 | 57.4 | 60.9 | 63.1 |

Source: GLOBEFISH AN 010141

Among the major EU markets only imports into Denmark continued to slip after peaking in 2007. Imports to Denmark amounted to 79 900 tonnes, 3.9% lower over the same period of 2009. The declining imports were mainly the result of lower supply from Russia to only 9 400 tonnes from the high of 28 400 tonnes recorded in 2007.

China to attract more shrimp from Asia

Although China is the world's largest shrimp producer, rising domestic demand has sharply increased shrimp imports into China. Local production, however,

Imports

Shrimp: Italy

|Jan-Sep..... | | | | | | |
|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | |
| (1 000 tonnes) | | | | | | |
| Ecuador | 10.5 | 13.6 | 13.5 | 14.1 | 16.3 | 15.1 |
| Argentina | 1.1 | 3.4 | 7.6 | 5.1 | 4.1 | 7.6 |
| Spain | 2.6 | 2.9 | 4.7 | 2.5 | 4.3 | 4.4 |
| India | 3.0 | 3.0 | 3.0 | 3.9 | 3.5 | 3.9 |
| Denmark | 4.8 | 4.9 | 4.7 | 4.6 | 3.5 | 3.8 |
| Netherlands | 2.1 | 1.9 | 1.8 | 1.9 | 2.5 | 3.3 |
| Thailand | 0.3 | 0.7 | 0.7 | 1.2 | 1.7 | 2.1 |
| Viet Nam | 1.7 | 2.3 | 0.1 | 1.2 | 1.8 | 1.9 |
| Others | 18.5 | 18.2 | 16.3 | 13.2 | 10.4 | 8.8 |
| Total | 44.5 | 50.8 | 52.5 | 47.7 | 48.1 | 50.9 |

Source: GLOBEFISH AN 010148

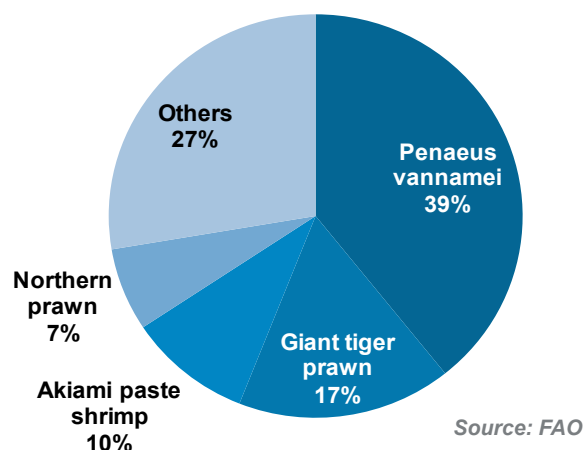
Imports

Shrimp: Denmark

|Jan-Sep..... | | | | | | |
|-------------------|--------------|--------------|--------------|-------------|-------------|-------------|
| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | |
| (1 000 tonnes) | | | | | | |
| Greenland | 61.9 | 63.4 | 58.1 | 55.2 | 53.5 | 52.4 |
| Canada | 22.7 | 28.3 | 35.5 | 22.3 | 13.0 | 12.5 |
| Faroe Islands | 2.4 | 2.0 | 0.4 | 1.3 | 2.0 | 1.8 |
| Iceland | 2.3 | 2.1 | 1.9 | 2.7 | 0.8 | 1.6 |
| Thailand | 0.1 | 0.3 | 0.8 | 0.7 | 0.9 | 1.5 |
| Viet Nam | 0.3 | 0.5 | 0.6 | 1.0 | 1.3 | 1.2 |
| Bangladesh | 0.8 | 0.9 | 1.0 | 1.0 | 1.0 | 1.0 |
| Others | 12.5 | 10.0 | 11.5 | 9.6 | 6.7 | 5.4 |
| Total | 102.9 | 107.5 | 109.8 | 93.8 | 79.3 | 77.4 |

Source: GLOBEFISH

Shrimp production by main species





is predicted to be lower in 2010, resulting from disease problems that will further encourage more imports in 2011. Some forecast

Imports

Frozen Shrimp: China

| |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|
| | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | |
| Canada | 7.7 | 7.1 | 9.3 |
| Greenland | 3.5 | 5.2 | 6.5 |
| Thailand | 1.0 | 1.7 | 6.2 |
| Denmark | 1.3 | 1.4 | 1.9 |
| Malaysia | 0.9 | 1.1 | 1.7 |
| India | 1.0 | 1.4 | 1.7 |
| Ecuador | 0.0 | 0.2 | 1.0 |
| Total | 21.9 | 26.6 | 34.8 |

Source: GLOBEFISH AN 010150

as Thailand, India, Indonesia and Viet Nam.

Up to September 2010, shrimp imports into China totaled around 35 000 tonnes, up 30.6% over the same period of 2009. Imports also increased from other suppliers in Asia and also from Ecuador, though Canada and Greenland remain the two largest suppliers (cold water shrimp).

OUTLOOK

Uncertainties over demand and supply in 2011

Supplies of farmed shrimp are not expected to improve before April/May in Asia - the main producing region.

India is likely to produce more farmed vannamei in 2011. Indian industry players expect that vannamei

aquaculture may reach 60 000-70 000 tonnes in 2011. An estimated 20 000 tonnes were exported in 2010.

The Thai Frozen Food Association (TFFA) predicted that more smaller size shrimp will be produced by farmers in 2011. Smaller shrimp is expected to fetch better prices and farmers can also reduce the risk and high cost of raising bigger shrimp. With production costs, particularly feed prices, going up and the strengthening baht, TFFA expects shrimp production to shrink by 5-6% in 2011. For 2010, Thai shrimp exports are estimated to be around 371 000 tonnes.

Indonesia has set a target of 699 000 tonnes for shrimp production by 2014, comprising 500 000 tonnes of vannamei and 199 000 tonnes of black tiger shrimp. However, industry sources suggest that this target will be difficult to achieve because of disease problems and a lack of brood stock. Currently most of the shrimp brood stock is imported from Hawaii and Florida. Indonesia recently established a brood stock centre on Bali.

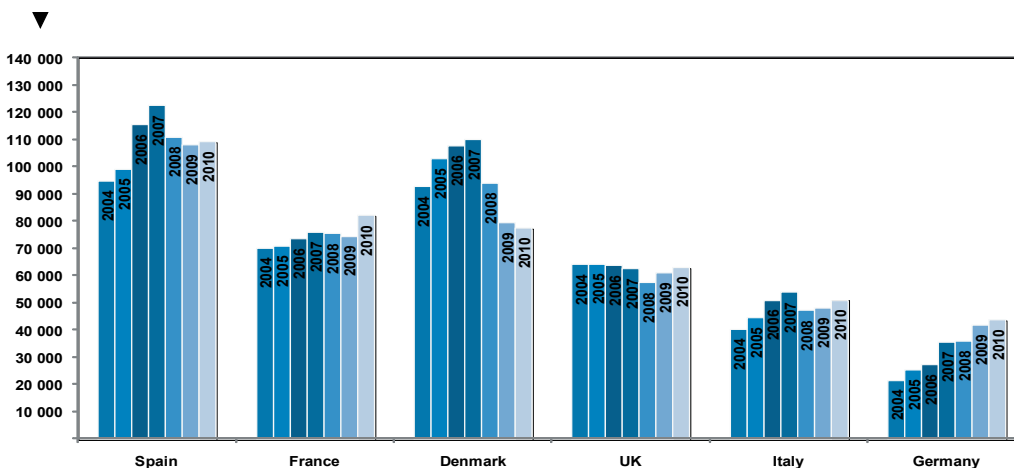
As the economic recovery continues higher demand can be expected and the shrimp market should regain vitality. However, if higher food prices are passed on to consumers by restaurants, this might negatively impact seafood consumption. At the beginning of 2011 local supplies are reported as adequate for current demand, while the supply of domestic shrimp is still tight.

Demand for shrimp in Europe in 2011 is expected to be lower compared with 2010, at least during the first quarter of the year. The crisis in southern Europe and the severe winter in the north will have negative impacts on the shrimp market. Low GDP growth, high unemployment rates and increases in food prices are all undermining consumer confidence and cutting demand for luxury products including shrimp.

In general, overall demand in the traditional markets of Japan, the US and EU, is expected to be low in the first three months of 2011, a normal seasonal trend. However, the Lunar New Year (3-4 February) celebrations in east Asia will stimulate the regional market. Low inventory levels in the major markets and producing countries will keep the international shrimp market prices firm during the next 2-3 months.

MAIN EU SHRIMP IMPORTERS - JANUARY-SEPTEMBER

Tonnes



Reduced tuna quotas in 2011 will increase cost of canning material

During the fourth quarter of 2010, global catch quotas in the major oceans were reviewed by the international and regional fisheries management commissions. Reduced quotas are being allocated for 2011 and beyond. The price of skipjack tuna rose significantly in the first half of the year but dropped back after peaking in June -July. Canned tuna sales remained mixed, with interest mainly from emerging markets.

Management measures advocated by international and regional bodies

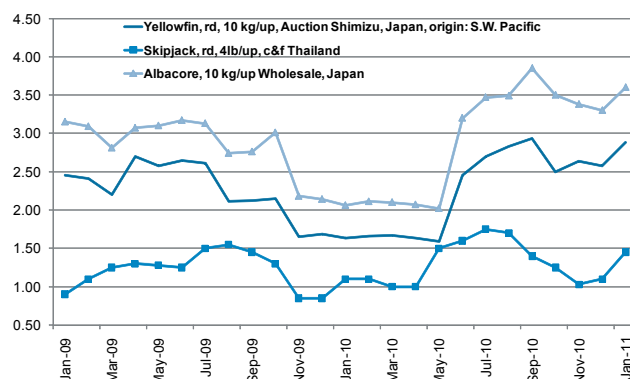
In October 2010, the Commission for the Conservation of Southern Bluefin Tuna (CCSBT) agreed to reduce the overall fishing of southern bluefin by 20% from 11 810 tonnes in 2010 to 9 449 tonnes for the 2011/2012 season. Australia, Indonesia, Japan, New Zealand and Republic of Korea are the members of CCSBT. Currently Australia has the highest effective catch quota with 4 015 tonnes, followed by Japan (2 261 tonnes) and Republic of Korea and Taiwan Province of China with 859 tonnes each. While the actual quota allocation will take place in 2011, Australia and Japan are likely to have the highest reduction in the 2012 TAC. In November 2010 Australia announced that, under national laws, bluefin tuna would be protected by being listed as 'conservation dependent'.

At the ICCAT meeting in Paris in November 2010 members agreed on a 12 900 tonne bluefin tuna quota for 2011, 600 tonnes lower than the 2010 quota. The EU Commission's proposal of a 50% cut in the quota was strongly opposed by those member countries involved in Atlantic bluefin fishing namely Spain, France, Italy and Malta.

In the Western Pacific, the Parties to the Nauru Agreement (PNA) members will implement further measures for protecting fishery resources and increasing economic returns for its members. Under the current 'vessel day scheme', the members agreed to cut licensed fishing days by 29% (from 40 000 to 28 469 days) in 2011. In addition, the Ministerial meeting of the PNA reinforced measures that require 10% of crews on licensed purse seine fishing vessels fishing in PNA waters to be PNA nationals from 1 January 2012. This will gradually increase to 20% over five years. Having fisheries observers on all licensed vessels is already a requirement. Further management measures include the introduction of new high seas closed areas to purse seine fishing in 2011, bringing the total closed area to 4.5 million square kilometers, considering additional Fish Aggregating Device (FAD) closures and restricting fishing by US flagged vessels under the US fishing treaty with the Pacific Islands. PNA currently controls 25% of the global tuna supply.

Recognizing the fact that 2010/2011 measures have not met the targeted 30% reduction on bigeye fishing, the

Frozen skipjack price, round, 4lb/up, cfr Thailand, 1 000 USD/tonnes



Source: INFOFISH Trade News

Western and Central Pacific Fisheries Commission (WCPFC) adopted a new strategy for 2011 on Conservation and Management Measures (CMM) for bigeye tuna during its recent meeting in Hawaii. The Commission also considered Japan's proposal to reduce the current number of purse seine vessels fishing in the WCPO but failed to reach agreement. More than half of the global tuna catch is harvested in the Western Central Pacific Ocean.

Research and progress in bluefin tuna breeding

In Japan research continues into the methods that allow bluefin tuna to be bred and reared in captivity for their entire lifecycle.

Frozen skipjack price has shot up again from January 2011

Delivery prices of frozen skipjack from the Pacific to Thai canners came down to USD 1 030-1 050/tonne in early December 2010, following improved fishing in this area, which triggered a move by raw tuna sellers to divert their products to the Ecuador and Mexican markets where fish from the Western and Central Pacific exceeded USD 1 250/tonne with certified origin. Towards the end of 2010, the frozen skipjack raw material price in Bangkok moved up slightly to USD 1 100-1 200/tonne, from around USD 1 000 quoted in November. At the beginning of



2011 skipjack price rose again to USD 1 450/tonne (cfr Bangkok) and packers remain concerned about shortages of raw material.

In Japan, catches of coastal yellowfin tuna and skipjack increased, most of which were sold fresh in the domestic sashimi market. The more affordable fresh

skipjack is popular in the local sashimi trade, particularly in supermarkets. Some purse seine caught yellowfin is also used for sashimi as well as for the non-canned tuna segments of the market.

Landings

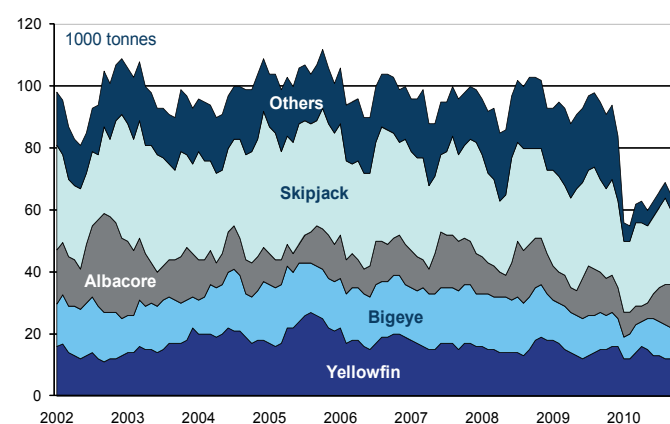
Tuna: Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|------------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Bluefin | | | | | | |
| Fresh | 3.4 | 2.7 | 2.2 | 0.6 | 0.4 | 1.0 |
| Frozen | 0.9 | 1.0 | 0.7 | 2.7 | 2.2 | 1.0 |
| Albacore | | | | | | |
| Fresh | 48.7 | 9.3 | 7.9 | 8.4 | 14.6 | 25.6 |
| Frozen | 14.9 | 20.4 | 17.9 | 28.1 | 33.5 | 15.8 |
| Bigeye | | | | | | |
| Fresh | 11.9 | 10.2 | 7.6 | 15.7 | 13.2 | 2.9 |
| Frozen | 20.0 | 9.0 | 8.1 | 5.9 | 4.3 | 12.8 |
| Yellowfin | | | | | | |
| Fresh | 6.4 | 31.3 | 40.0 | 7.1 | 5.7 | 8.0 |
| Frozen | 9.8 | 9.5 | 16.7 | 9.3 | 6.8 | 4.6 |
| Skipjack | | | | | | |
| Fresh | 72.9 | 76.0 | 43.3 | 174.1 | 154.4 | 57.7 |
| Frozen | 224.2 | 208.0 | 200.9 | 68.0 | 39.7 | 163.6 |
| Total | | | | | | |
| Fresh | 143.4 | 129.5 | 101.0 | 206.0 | 188.4 | 95.1 |
| Frozen | 269.8 | 247.9 | 244.3 | 113.9 | 86.4 | 197.8 |
| Grand Tot | 413.2 | 377.4 | 345.2 | 319.8 | 274.8 | 292.8 |

Source: MAFF, Japan; * including distant water catches

Coldstorage holdings

Tuna: Japan



Source: INFOFISH Trade News, GLOBEFISH AN 015000

Imports

Frozen tuna: Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Yellowfin | 58.7 | 47.4 | 44.1 | 36.0 | 34.7 | 35.5 |
| Bigeye | 86.8 | 77.8 | 77.1 | 59.8 | 57.8 | 56.7 |
| Skipjack | 31.3 | 33.5 | 53.3 | 23.0 | 40.7 | 40.1 |
| S. bluefin | 8.4 | 7.4 | 6.9 | 5.9 | 30.2 | 35.4 |
| Albacore | 6.0 | 8.3 | 8.5 | 4.9 | 4.8 | 13.3 |
| N. Bluefin | 6.3 | 4.2 | 4.0 | 4.2 | 3.9 | 1.2 |
| Total | 197.5 | 178.3 | 193.9 | 133.8 | 172.1 | 182.2 |

Source: INFOFISH

Imports

Fresh/chilled tuna: Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Yellowfin | 16.9 | 15.5 | 15.5 | 11.0 | 11.2 | 11.6 |
| Bigeye | 14.5 | 15.0 | 15.2 | 10.8 | 11.4 | 8.5 |
| Bluefin | 5.1 | 4.4 | 5.8 | 2.4 | 3.7 | 2.8 |
| S. bluefin | 1.2 | 1.2 | 3.4 | 1.1 | 3.3 | 2.0 |
| Albacore | 0.3 | 0.3 | 0.3 | 0.2 | 0.3 | 0.2 |
| Skipjack | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total | 38.1 | 36.3 | 40.2 | 25.5 | 29.9 | 25.1 |

Source: National Statistics

Imports into Japan

During the first nine months of last year, fresh yellowfin imports were stable but bluefin and bigeye were lower. Overall imports of fresh tuna dropped by 16% compared with 2009. Total imports of frozen tuna were higher though as a result of the rise in albacore supplies. Imports of yellowfin increased marginally and supplies were dominated by Taiwan Province of China (30%), Republic of Korea (19%), Vanuatu (11%) and the Philippines (9%).

Since November, overall demand for fresh and frozen sashimi tuna improved in Japan with the start of cooler weather; consumption peaked at the year-end. However, the supply pattern for tuna did not follow established patterns. Air-flown bluefin supplies were lower from Mexico, Australia and the Mediterranean. The situation was similar for red meat-quality fresh yellowfin and bigeye, most coming from Southeast Asia. As a



result, auction prices at the Tsukiji market were higher, supported by stronger consumer demand. Demand was also good for fresh albacore and frozen albacore loins in the retail market.

Japanese supermarkets had increased their retail prices of tuna by the fourth quarter of 2010. Smaller portions and packs have been introduced, in recognition of the lower food budgets of consumers.

Imports

Tuna pouches: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Thailand | 16.5 | 19.3 | 16.5 | 15.3 | 17.1 | 16.8 |
| Ecuador | 10.8 | 13.5 | 11 | 10.9 | 8.1 | 10.8 |
| Others | 3.8 | 5.9 | 3.6 | 3.6 | 4.8 | 5.3 |
| Total | 31.1 | 38.7 | 31.1 | 30.8 | 30.0 | 32.9 |

Source: NFMS: GLOBEFISH AN 11038

Imports

Canned tuna (excl. pouches): USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Thailand | 66.1 | 64.7 | 78.8 | 49.6 | 56.6 | 80.8 |
| Philippines | 26.6 | 25.9 | 25.1 | 25.3 | 22.3 | 15.3 |
| Indonesia | 14.1 | 13.5 | 13.1 | 13.0 | 11.0 | 11.8 |
| Ecuador | 1.9 | 0.7 | 1.6 | 0.5 | 1.2 | 3.1 |
| China | * | * | * | * | 5.1 | 5.2 |
| Viet Nam | * | * | * | * | 10.7 | 15.2 |
| Others | 25.3 | 27.8 | 23.4 | 19.7 | 3.3 | 3.5 |
| Total | 134.0 | 132.6 | 142.0 | 108.1 | 110.2 | 134.9 |

Source: NFMS: GLOBEFISH AN 11032

* included under "others"

Imports

Fresh Tuna : USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Albacore | 0.9 | 0.7 | 0.7 | 0.5 | 0.6 | 0.4 |
| Yellowfin | 18.0 | 15.9 | 14.2 | 12.6 | 10.0 | 12.1 |
| Bigeye | 5.6 | 5.5 | 5.5 | 4.4 | 3.4 | 3.4 |
| Bluefin | 1.1 | 0.4 | 0.4 | 0.4 | 0.3 | 0.4 |
| Skipjack | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.1 | 0.2 | 0.0 | 0.2 | 0.1 | 0.0 |
| Total | 25.7 | 22.7 | 20.8 | 18.1 | 14.4 | 16.3 |

Source: NMFS

Imports

Tuna loins: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Thailand | 7.8 | 14.9 | 10.1 | 11.2 | 7.0 | 22.2 |
| Fiji | 11.0 | 10.7 | 12.7 | 7.4 | 9.3 | 10.4 |
| Trin & Tob | 10.5 | 9.7 | 9.4 | 7.9 | 7.5 | 5.9 |
| Ecuador | 1.2 | 0.9 | 0.1 | 0.9 | 0.0 | 0.1 |
| Others | 13.3 | 9.0 | 16.4 | 6.7 | 10.5 | 12.3 |
| Total | 43.8 | 45.2 | 48.7 | 34.1 | 34.3 | 50.9 |

Source: NFMS: GLOBEFISH AN 11056

The US non-canned tuna market recovers

There has been marginal recovery in US fresh tuna imports during the first nine months of 2010. Imports of frozen tuna loins and steaks (non-sashimi and non-canned tuna products) were even better (+16.7%) at 17 475 tonnes indicating improved market demand for these products.

China imports tuna for canning

Frozen tuna imports into China, largely for reprocessing, of cooked loins and canned tuna were lower between January-October 2010 by 38% (-7 593 tonnes) to 12 386 tonnes compared with 2009. About 65% of frozen tuna imports consisted of skipjack (9 323 tonnes); nearly 91% of these imports came from the Pacific sources of Marshall Islands, Federated State of Micronesia, Taiwan Province of China, Solomon Islands and Indonesia. Skipjack exports from Viet Nam to China increased from 25 tonnes in 2009 to 102 tonnes during this time.

CANNED TUNA

In 2010, the canned tuna market showed little activity in developed countries, but in emerging markets, particularly in Asia, demand grew. The volatility of the price of skipjack as well as exchange rates in addition to uncertainty over sunflower oil and tinplate prices have made packers reluctant to commit to long term contracts.

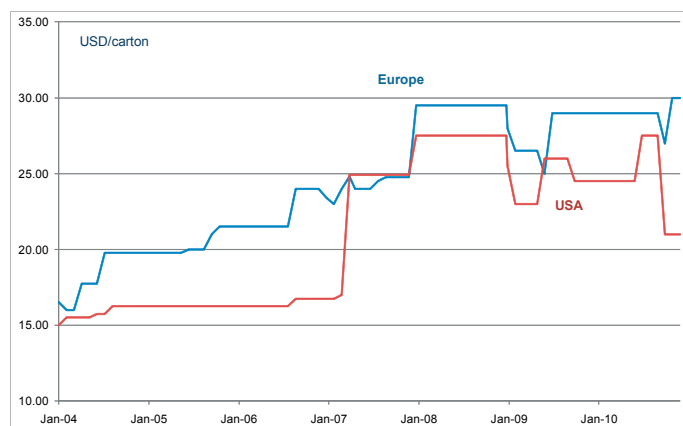
Consolidation among major players in the US market

Demand for canned tuna remained flat and major consolidation among the main players in the US market intensified during the last quarter of 2010. Bumble Bee was acquired by Lion Capital, a London-based private equity firm for USD 980 million. The CEO of Starkist was replaced and the company officially announced plans to lay off up to 800 workers in its American Samoa plant over a six month period. Chicken of the Sea International



C&F prices

Canned tuna*: USA, EUROPE



* 48x6.5 oz Europe, 48x6 oz USA, chunk, origin Thailand
Source: GLOBEFISH AN 11101, 11102

(COS) agreed to transfer its closed tuna cannery in American Samoa to Tri Marine International, but it will take about 12-18 months to upgrade the facility before it can be opened.

But... imports continue to rise

Despite sluggish demand, canned tuna imports into the USA grew strongly to fill gaps left by the declining domestic production, particularly from American Samoa. During January-September 2010, imports totaled 167 700 tonnes worth USD 541 million, representing an increase of 19.7% in quantity and 13.5% in value against the corresponding period of 2009. Imports of all categories increased with strong growth recorded for the popular tuna in brine, which were up by 22.7%. Imports of albacore in pouches also increased significantly by 12.7%

in quantity and 20.3% in value.

Thailand remains the dominant player in the US canned tuna market, supplying around 58% of imported canned and pouch tuna. Imports of canned tuna alone (excluding pouched tuna) increased by 42.8% from 56 600 tonnes in 2009 to 80 800 tonnes from Thailand, while imports from the Philippines dropped from 22 300 tonnes to 15 300. Over 71% of canned tuna imports into the US during January-September 2010 came from these two countries.

Meanwhile, US imports of pouched tuna during this period also increased from 30 000 tonnes to 32 900 tonnes, up 9.7% on a year-on-year basis. Imports from Thailand declined slightly by 1.8% to 16 800 tonnes, while imports from Ecuador, the second largest supplier of pouched tuna, increased by 33.3%.

Financial crisis and weak Euro affected the EU markets for canned tuna

The financial crisis in southern Europe continues to affect European canned tuna markets. Packers in developing countries do not want to make long term commitments because of uncertainties over the dollar-Euro exchange rate and fluctuations in raw material (skipjack) price. Overall the canned tuna market in Europe was a quiet during the third quarter of 2010 with imports declining somewhat.

The market showed some activity during the SIAL World Food Expo in Paris last October as some supermarket chain buyers were looking for canned tuna for their stores from April 2011 onwards. However exporters were reluctant to do direct deals in the current economic climate and fewer transactions were finalized than expected.

Declining imports

The latest data available, up to August 2010, indicated that the total imports of canned/pouched tuna into the EU-27 from third countries declined by 4.4% against the previous year, totaling 312 364 tonnes. Imports from major suppliers such as Ecuador, Thailand, the Philippines and Cote d'Ivoire declined but increased from

Imports

Canned Tuna: US

| | January - June | | | | % Change | | Total | |
|--------------------------------|----------------|----------------|----------------|----------------|--------------|--------------|---------------|----------------|
| | 2010 | | 2009 | | 2009/2010 | | 2009 | |
| | Tonnes | USD 1 000 | Tonnes | USD 1 000 | Quantity | Value | Tonnes | USD 1 000 |
| Canned tuna in oil | | | | | | | | |
| - White meat (Albacore) | 351 | 2 056 | 234 | 1 676 | +50.0 | +22.7 | 410 | 2 805 |
| - Light meat | 2 460 | 8 447 | 2 328 | 7 303 | +5.7 | +15.7 | 3 258 | 10 482 |
| Canned tuna in brine | | | | | | | | |
| - White meat (Albacore) | 19 279 | 87 935 | 14 238 | 65 987 | +35.4 | +33.3 | 18 220 | 84 659 |
| - Light meat | 112 694 | 299 843 | 93 311 | 258 031 | +20.8 | +16.2 | 120 133 | 330 391 |
| In pouch/flexible/pack. | | | | | | | | |
| - White meat (Albacore) | 4 085 | 23 016 | 3 624 | 19 134 | +12.7 | +20.3 | 4 456 | 23 966 |
| - Light meat | 28 831 | 119 756 | 26 339 | 124 453 | +9.5 | -3.8 | 34 045 | 160 704 |
| Grand total | 167 700 | 541 053 | 140 115 | 476 672 | +19.7 | +13.5 | 18 523 | 613 007 |

Source: US NMFS



Mauritius, Papua New Guinea, Madagascar, Guatemala and China as can be seen in the accompanying table.

EU: Imports of Canned and Prepared/Preserved Tuna into the EU-27, Jan - Aug 2008-2010 (in tonnes)

| | January - August | | | Total 2009 |
|-----------------------------|------------------|----------------|----------------|----------------|
| | 2008 | 2009 | 2010 | |
| Ecuador | 78 587 | 74 363 | 71 962 | 104 215 |
| Thailand | 42 891 | 53 212 | 48 355 | 70 650 |
| Philippines | 35 491 | 37 467 | 27 477 | 50 841 |
| Mauritius | 28 584 | 26 465 | 35 286 | 44 664 |
| Seychelles | 25 836 | 26 092 | 24 739 | 41 703 |
| Cote d'Ivoire | 28 321 | 24 686 | 20 582 | 31 764 |
| Ghana | 19 962 | 18 418 | 19 800 | 27 550 |
| Papua New Guinea | 1 600 | 9 418 | 12 714 | 16 207 |
| Colombia | 15 450 | 9 548 | 7 810 | 13 958 |
| China | 1 995 | 4 142 | 5 232 | 4 862 |
| El Salvador | 10 198 | 12 636 | 7 954 | 15 333 |
| Indonesia | 6 287 | 7 307 | 6 071 | 11 034 |
| Viet Nam | 5 420 | 5 143 | 4 240 | 7 354 |
| Madagascar | 5 934 | 5 577 | 6 644 | 7 334 |
| Guatemala | 1 116 | 4 124 | 5 812 | 5 852 |
| Solomon Islands | 1 469 | 801.0 | 1 750 | 2 194 |
| Peru | 493.0 | 749.0 | 1 626 | 1 184 |
| Total (incl. others) | 319 711 | 326 600 | 312 364 | 465 730 |

Source: Eurostat/INFOFISH

The individual markets of Germany, Italy, and France imported less during January-September, 2010. However, although overall imports into Germany were lower by 3.8% against the same period of 2009, imports from Thailand and Papua New Guinea were up by 6.9% and 78.3% respectively. The sharp increase in imports from PNG is indicative of growing investment in this country by Asian tuna companies hoping to take advantage of its special duty free status to tap into EU markets. On the contrary imports from Ecuador and the Philippines declined by 38.7% and 15.9% respectively. Nevertheless the Philippines remained the leading canned tuna supplier to Germany.

Imports into France also declined marginally with lower supplies from Cote d'Ivoire and Madagascar. Imports from Spain and the Seychelles were up by 19.3% and 13.8% respectively. Interestingly, imports from Thailand also increased significantly to 6 800 tonnes.

Similarly, the Italian market showed negative trends for canned tuna imports, which were down 5.4% during the review period. Though Spain, as the main supplier, managed to increase exports by 8.3%, supplies from Cote d'Ivoire (-13.7%) and Colombia (-11.8%) dropped back significantly. More than half of the 64 600 tonnes of canned tuna imported into Italy came from Spain.

Imports

Canned tuna: Germany

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Ecuador | 21.2 | 28.6 | 14.5 | 19.7 | 11.1 | 6.8 |
| Philippines | 24.1 | 18.5 | 19.9 | 13.8 | 15.7 | 13.2 |
| Thailand | 11.9 | 8.2 | 4.3 | 6.3 | 2.9 | 3.1 |
| Indonesia | 8.1 | 6.8 | 8.2 | 5.2 | 6.1 | 5.1 |
| Papua NG | 5.7 | 6.1 | 6.8 | 1.1 | 4.6 | 8.2 |
| Seychelles | 2.1 | 4.4 | 1.2 | 4.0 | 0.8 | 2.0 |
| France | 1.1 | 0.9 | 0.8 | 0.7 | 0.4 | 0.3 |
| Others | 10.9 | 7.0 | 11.9 | 5.2 | 9.1 | 10.1 |
| Total | 85.1 | 80.6 | 67.5 | 56.1 | 50.7 | 48.8 |

Imports

Canned tuna: France

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|--------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Spain | 19.9 | 14.2 | 18.2 | 15.2 | 15.0 | 17.9 |
| C. d'Ivoire | 27.0 | 22.0 | 19.8 | 23.8 | 17.0 | 15.9 |
| Seychelles | 13.6 | 11.7 | 12.8 | 10.3 | 9.4 | 10.7 |
| Thailand | * | * | * | * | * | 6.8 |
| Madagascar | 10.9 | 5.6 | 8.2 | 6.8 | 6.6 | 4.8 |
| Philippines | * | * | * | * | * | 2.3 |
| Senegal | 1.7 | 0.9 | 1.8 | 0.7 | 1.5 | 0.5 |
| Italy | 3.5 | 2.3 | 0.3 | 2.3 | 0.3 | 0.1 |
| Others | 29.7 | 27.1 | 40.4 | 22.4 | 32.6 | 20.8 |
| Total | 106.3 | 83.7 | 101.5 | 81.5 | 82.5 | 79.8 |

Source: GLOBEFISH AN 11030

* included under "others"

Imports

Canned tuna: Italy

| |Jan-Dec..... | | |Jan-Sep..... | | |
|---------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Spain | 39.7 | 39.6 | 37.9 | 32.7 | 31.3 | 33.9 |
| Cote d'Ivoire | 10.0 | 9.1 | 10.7 | 8.7 | 8.2 | 5.6 |
| Colombia | 6.6 | 10.5 | 8.9 | 6.6 | 7.6 | 6.7 |
| France | 5.3 | 5.0 | 4.9 | 3.6 | 4.8 | 0.5 |
| Seychelles | 3.9 | 5.5 | 6.4 | 4.4 | 4.5 | 5.3 |
| Portugal | 2.4 | 2.1 | 1.8 | 1.5 | 1.3 | 1.3 |
| Others | 9.0 | 12.0 | 12.8 | 9.6 | 10.6 | 11.3 |
| Total | 76.9 | 83.8 | 83.4 | 67.1 | 68.3 | 64.6 |

Source: GLOBEFISH



Imports

Canned tuna: UK

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|--------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Mauritius | 27.8 | 27.2 | 22.9 | 18.4 | 15.4 | 23.5 |
| Seychelles | 23.9 | 16.7 | 19.7 | 18.4 | 14.0 | 12.3 |
| Ghana | 18.4 | 22.7 | 19.3 | 16.8 | 13.7 | 15.6 |
| Philippines | 13.0 | 19.2 | 16.4 | 15.6 | 13.6 | 12.1 |
| Thailand | 14.9 | 14.6 | 16.8 | 11.2 | 13.5 | 10.9 |
| Ecuador | 7.8 | 18.9 | 7.4 | 13.7 | 5.7 | 3.6 |
| France | 3.0 | 4.0 | 2.7 | 3.4 | 2.1 | 2.0 |
| Maldives | 2.2 | 1.0 | 1.0 | 0.8 | 1.0 | 1.1 |
| Indonesia | 1.7 | 1.4 | 0.7 | 1.0 | 0.5 | 1.4 |
| Others | 17.8 | 18.4 | 9.2 | 4.2 | 7.0 | 7.5 |
| Total | 130.5 | 144.0 | 116.1 | 103.5 | 86.5 | 90.0 |

Source: GLOBEFISH AN 11050

Among the major EU markets, only the UK market showed positive growth with imports increasing by 4.0%, totaling around 90 000 tonnes up to the third quarter of 2010. There were improved supplies from Mauritius (+52.6%) and Ghana (+13.9%), but Asian suppliers are losing their grip in this market. Imports from Thailand and the Philippines declined by 19.3% and 11.0% respectively; similarly imports from Ecuador also declined by 36.8%.

ASIA

Thailand:
strong growth
in exports

Thai canned tuna exports continued to grow strongly despite sluggish demand in its major markets and the appreciating baht. Up to September 2010, exports

totalled 384 476 tonnes valued at THB 39.06 billion (around USD 1.26 billion), up 10.4% in quantity and 1.6% in value year-on-year. Exports to the USA, Thailand's main market, showed an increase of 12.1%, amounting to 86 298 tonnes or 22.4% of the total export quantity. Exports to the other major markets were also higher, such as to Australia (+30.5%), Saudi Arabia (+30.8%), Egypt (+41.4%) and Argentina (+83.6%), while Thailand exported less to Canada, the UK, and Libya, as can be seen in the accompanying table. Meanwhile, export volumes to new markets Argentina and Chile, grew by 32.2% and 41.35%.

While many Thai canned tuna packers have been concerned about the strengthening of baht against the US dollar, Thai Union Frozen Food Products (TUF), the largest canned tuna supplier, is protected to some extent from this problem. This is because 50% of the company's total revenue is generated from its US subsidiary companies. With the acquisition of MW Brands in France, TUF aims to increase its sales in Europe from the current 11% to 33%. TUF will transfer some of MW Brands Holdings' product lines, including high value-added products, from Europe to Thailand, leaving MW Brands in Europe as the distribution point for the EU market thus avoiding the high 24% import duty.

Thailand: Exports of Canned Tuna (HS 16041410001) to Major Markets,
January – September 2009/2010

| | January–Sept 2010 | | January–Sept 2009 | | Total 2009 | | Change % 2009/2010 | |
|-----------------------------|-------------------|---------------|-------------------|---------------|----------------|---------------|--------------------|-------------|
| | tonnes | Mill THB | tonnes | Mill THB | tonnes | Mill THB | Q | V |
| USA | 86 298 | 9 230 | 76 956 | 8 668 | 112 712 | 12 236 | +12.1 | +6.5 |
| Canada | 21 847 | 2 581 | 24 088 | 2 933 | 30 753 | 3 719 | -9.3 | -12.0 |
| Australia | 30 420 | 3 751 | 23 305 | 3 134 | 32 393 | 4 284 | +30.5 | +19.7 |
| Japan | 18 734 | 2 737 | 18 589 | 2 968 | 24 310 | 3 835 | +0.8 | -7.8 |
| United Kingdom | 10 098 | 1 179 | 13 754 | 1 460 | 16 954 | 1 817 | -26.6 | -19.2 |
| Germany | 4 202 | 419 | 3 139 | 296 | 3 638 | 357 | +33.9 | +41.6 |
| France | 6 217 | 786 | 7 307 | 896 | 9 410 | 1 129 | -14.9 | -12.3 |
| Poland | 3 883 | 314 | 3 169 | 425 | 4 362 | 393 | +22.5 | -26.1 |
| Netherlands | 6 653 | 550 | 3 451 | 349 | 5 070 | 497 | +92.8 | +57.6 |
| Algeria | 4 145 | 383 | 4 079 | 424 | 4 977 | 508 | +1.6 | -9.7 |
| Libya | 14 178 | 1 351 | 24 913 | 2 528 | 33 733 | 3 322 | -43.1 | -45.6 |
| Saudi Arabia | 15 334 | 1 537 | 11 722 | 1 218 | 16 699 | 1 706 | +30.8 | +26.2 |
| UAE | 5 773 | 559 | 4 166 | 456 | 5 981 | 632 | +38.6 | +22.6 |
| Syria | 5 936 | 553 | 8 523 | 816 | 12 971 | 1 213 | -30.4 | -32.2 |
| Egypt | 36 606 | 2 608 | 25 886 | 2 057 | 39 768 | 3 150 | +41.4 | +41.4 |
| Jordan | 4 190 | 387 | 3 485 | 373 | 4 664 | 480 | +20.2 | +61.2 |
| Argentina | 10 132 | 559 | 5 518 | 423 | 7 718 | 573 | +83.6 | +32.2 |
| South Africa | 8 617 | 773 | 7 366 | 790 | 9 826 | 1 016 | +17.0 | -2.2 |
| Chile | 5 123 | 397 | 3 179 | 281 | 4 613 | 386 | +61.2 | +41.3 |
| PNG | 3 722 | 166 | 2 278 | 103 | 3 609 | 158 | +63.4 | +61.2 |
| New Zealand | 3 712 | 469 | 3 306 | 425 | 4 369 | 560 | +12.3 | +10.4 |
| Total (incl. Others) | 384 476 | 39 064 | 348 157 | 38 461 | 485 416 | 52 103 | +10.4 | +1.6 |

Source: Thai Customs/INFOFISH



Japan

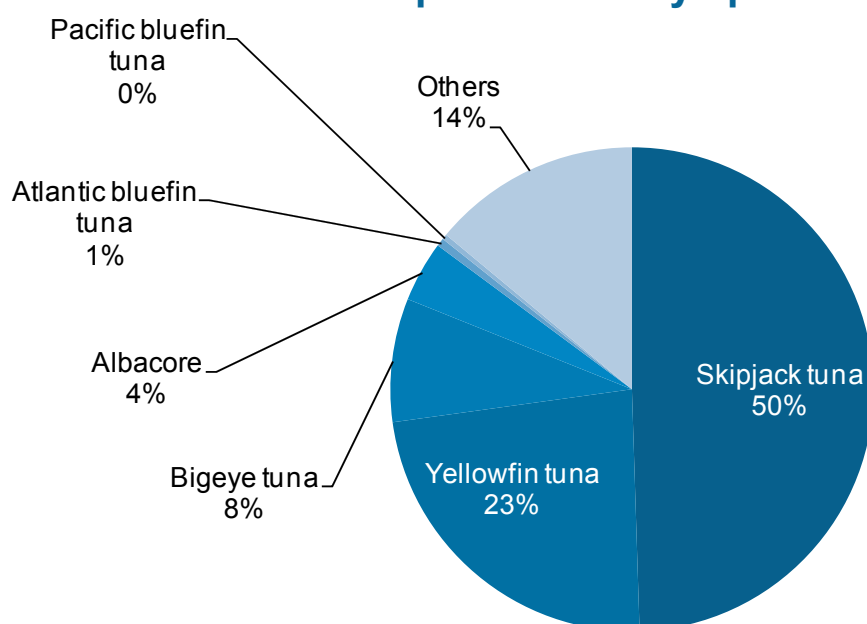
Imports of canned and prepared/preserved tuna into Japan significantly increased in 2010. Up to September, imports totaled 33 807 tonnes valued at JPY 14.4 billion (USD 174 million), up 29.7% in quantity and 17.8% in value on a year-on-year basis. Imports from Thailand declined by -4%, but were compensated for by increasing supplies from Indonesia (+4.8%) and the Philippines (+48.8%).

Japan: Imports of Canned, Prepared/Preserved Tuna, including Skipjack and Bonito

| | January - September | | | | Annual | | | |
|---|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 2010 | | 2009 | | 2008 | | 2009 | |
| | tonnes | JPY Million | tonnes | JPY Million | tonnes | JPY Million | tonnes | JPY Million |
| <i>Canned yellowfin tuna (HS. 160414092)</i> | | | | | | | | |
| - Thailand | 10 984 | 4 562 | 11 359 | 5 157 | 16 234 | 8 781 | 15 025 | 6 718 |
| - Philippines | 3 548 | 1 315 | 2 565 | 1 026 | 3 231 | 1 551 | 3 503 | 1 360 |
| - Indonesia | 3 780 | 1 797 | 3 116 | 1 560 | 4 130 | 2 334 | 4 108 | 2 004 |
| - Viet Nam | 240 | 74 | 280 | 114 | 510 | 202 | 372 | 144 |
| Sub total (incl. others) | 18 596 | 7 783 | 17 376 | 7 899 | 24 165 | 12 920 | 23 082 | 10 280 |
| <i>Canned skipjack/bonito (HS. 160414010)</i> | | | | | | | | |
| - Philippines | 204 | 73 | 230 | 105 | 498 | 221 | 287 | 128 |
| - Indonesia | 2 443 | 1 182 | 2 762 | 1 422 | 3 109 | 1 963 | 3 432 | 1 736 |
| - Thailand | 7 115 | 2 880 | 5 640 | 2 546 | 6 098 | 3 288 | 7 982 | 356 |
| Sub total (incl. others) | 9 814 | 4 158 | 8 698 | 4 105 | 9 713 | 5 476 | 11 796 | 5 448 |
| <i>Others (HS. 160414099)</i> | | | | | | | | |
| - Thailand | 2 551 | 971 | 4 504 | 1 819 | 5 676 | 3 118 | 5 416 | 2 149 |
| - Philippines | 1 307 | 542 | 613 | 234 | 865 | 472 | 1 097 | 436 |
| - Indonesia | 330 | 122 | 376 | 167 | 552 | 340 | 427 | 189 |
| - Viet Nam | 1 019 | 462 | 1 374 | 649 | 2 511 | 1 347 | 1 887 | 883 |
| Sub total (incl. others) | 5 397 | 2 201 | 7 064 | 2 988 | 9 868 | 5 437 | 9 080 | 3 808 |
| Grand total | 33 807 | 14 142 | 26 074 | 12 004 | 43 746 | 23 833 | 43 958 | 19 536 |

Source: Japanese Customs / INFOFISH

Tuna production by species



Outlook

With the reduction of catch quotas for many tuna species, an upward swing in prices is likely in 2011. At the same time, progress in breeding in captivity and in tuna aquaculture could lead to supply increases in the very long term for species such as bluefin. On the whole, processors and consumers should expect to pay more for tuna in 2011.

Eco-certification provides stimulus for groundfish fisheries

Sustainability has become the key for the groundfish fishing industry to adjust to falling prices resulting from the increase in the supply of fish in the global market and the competition of tilapia and pangasius. More than nine different groundfish fisheries around the world obtained certifications during 2010 showing that they are serious about the issues of overfishing and sustainability.

According to the Groundfish Forum, 11 out of 12 stocks of wild caught groundfish monitored by the organization are projected to have increased harvests in 2011. An even better indicator is that from 2008 to the end of 2010, 9 out of 12 stocks showed healthy increases. The only species showing a decline from its 2008 levels as well as year on year is northern blue whiting, while Atlantic and Pacific cod, haddock, Alaska pollock, saithe, hoki, Pacific and South American hakes, South African hake, and redfish all showed significant increases in harvests over levels reported by FAO in 2008.

The European Union had recommended a drastic cut of 50% for EU cod quotas for 2011, but the final decision was less stringent. Overall, the reduction in cod quotas was 18%, ranging from a 50% reduction in the Kattegat to an unchanged quota for waters off Portugal.

Imports

Cod-like groundfish: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|---------------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Fillets | | | | | | |
| China | 74.5 | 71.6 | 74.8 | 54.4 | 56.4 | 52.4 |
| Iceland | 11.1 | 7.9 | 6.5 | 5.8 | 6.3 | 7.0 |
| Canada | 5.5 | 4.2 | 2.4 | 3.3 | 3.3 | 3.3 |
| Norway | 0.2 | 0.8 | 0.8 | 0.6 | 0.7 | 0.3 |
| Others | 6.4 | 5.5 | 4.7 | 6.1 | 3.6 | 9.4 |
| Total | 97.7 | 90.0 | 89.2 | 70.2 | 70.3 | 72.4 |
| Blocks/Slabs | | | | | | |
| China | 41.7 | 35.2 | 38.9 | 27.1 | 29.5 | 26.8 |
| Russian Fed. | 0.8 | 1.3 | 2.9 | 2.1 | 2.4 | 1.0 |
| Iceland | 0.8 | 0.9 | 1 | 0.6 | 0.9 | 0.5 |
| Argentina | 2.0 | 2.3 | 1.4 | 0.4 | 0.9 | 0.6 |
| Canada | 2.1 | 0.7 | 0.5 | 0.3 | 0.4 | 0.2 |
| Norway | 0.1 | 0.2 | 0.6 | 0.0 | 0.4 | 0.5 |
| Others | 1.7 | 1.4 | 1.4 | 1.3 | 1.0 | 1.5 |
| Total | 49.2 | 42.0 | 46.7 | 31.9 | 35.5 | 31.1 |
| Gr. Total | 146.9 | 132.0 | 135.9 | 102.1 | 105.8 | 103.5 |

Source: NMFS

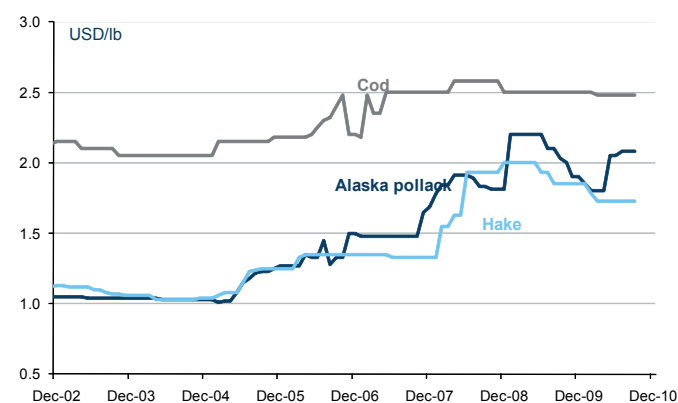
More sustainable seafood

Consumers are increasingly aware of the availability of sustainable seafood in top markets. Eco-certification has become a real objective for fisheries following commitments made by Wal-Mart and other retailers to move to sourcing 100% of their fish purchases from Marine Stewardship Council (MSC) certified fish.

In the UK, more than a million people will have the choice of MSC certified sustainable fish in workplaces,

C&F prices

Groundfish blocks: USA



Source: GLOBEFISH AN 010805, 010806, 010834

Imports

Frozen Alaska pollock fillets: Germany

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 78.5 | 89.7 | 85.9 | 68.1 | 65.2 | 65.1 |
| USA | 55.2 | 53.4 | 30.0 | 40.8 | 20.0 | 26.2 |
| Russian.F. | 25.4 | 28.9 | 25.9 | 23.5 | 18.2 | 14.4 |
| Others | 5.3 | 4.9 | 6.4 | 3.5 | 4.7 | 3.4 |
| Total | 164.4 | 176.8 | 148.2 | 135.9 | 108.1 | 109.1 |

Source: Statistisches Bundesamt



Imports

Frozen cod fillets: Germany

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 12.2 | 12.1 | 4.6 | 10.0 | 6.0 | 7.1 |
| Poland | 3.8 | 2.2 | 2.3 | 1.8 | 1.2 | 4.2 |
| Denmark | 1.5 | 1.8 | 1.3 | 1.4 | 1.2 | 1.6 |
| Russia | 1.1 | 1.1 | 0.5 | 0.9 | 0.5 | 0.5 |
| Norway | 0.6 | 0.2 | 1.0 | 0.2 | 0.1 | 0.5 |
| Iceland | 0.3 | 0.2 | 0.3 | 0.2 | 0.0 | 0.5 |
| Others | 2.7 | 2.1 | 1.5 | 1.6 | 1.4 | 1.4 |
| Total | 22.2 | 19.7 | 11.4 | 16.1 | 10.4 | 15.8 |

Source: Statistisches Bundesamt

Imports

Frozen hake fillets: Germany

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| USA | 6.1 | 6.3 | 7.2 | 5.4 | 5.1 | 4.1 |
| Peru | 4.1 | 3.7 | 4.2 | 2.5 | 2.8 | 3.8 |
| Argentina | 6.1 | 3.5 | 5.1 | 3.0 | 2.7 | 2.8 |
| Chile | 1.0 | 1.5 | 0.8 | 1.4 | 0.3 | 0.4 |
| Others | 4.5 | 5.6 | 6.4 | 3.5 | 4.4 | 3.9 |
| Total | 21.8 | 20.6 | 23.7 | 15.8 | 15.2 | 15.0 |

Source: Statistisches Bundesamt

restaurants, schools, hospitals and defence sites, thanks to the leading foodservice provider Sodexo. Also in the UK, sustainably certified haddock will be available from the Scottish haddock fishery, which gained accreditation in October 2010.

Icelandic cod has been certified according to the Iceland Responsible Fisheries programme, which is based on the FAO guidelines and ISO standards. Global Trust Certification, an Ireland-based accreditation body, issued the certificate in December 2010. This is an important milestone for Iceland's seafood industry and recognition that the fishery for Iceland's most valuable fish stock is managed by methods based on good science.

In Russia, the Barents Sea cod and haddock fisheries of the Ocean Trawlers Group were certified as sustainable by the MSC. Around 87 000 tonnes of Russian cod and 34 000 tonnes of Russian haddock are caught annually by this fishery, which will now be able to be sold with the distinctive blue MSC ecolabel.

In Canada, the Scotia-Fundy haddock fishery is the first east coast groundfish fishery in North America

to be certified. In 2009 approximately 26 000 tonnes of haddock were harvested. Earlier in the year, saithe from the North Sea and North East Arctic fisheries were certified as sustainable under the MSC environmental standard, as were the Gulf of Alaska Pacific cod fishery and Norway's offshore North East Arctic (NEA) cod and haddock fisheries.

Alaska's Bering Sea and Aleutian Islands pollock fishery has been re-certified as sustainable and well-managed by the same program. The North Pacific Fishery Management Council has set its 2011 quota for Alaska pollock at 1.25 million tonnes, 54% more than the 2010 quota and the Pacific cod catch limit has been raised by 35% to 227 950 tonnes up from 168 780 tonnes. The total Bering Sea groundfish harvest of all species for 2011 has been set at 1 996 558 tonnes.

Cod still top fish choice

US cod consumption has fallen 59% since 1997, but cod fillet imports from Iceland in 2010 increased in the third quarter of the year, from 6 300 tonnes to 7 000 tonnes. The German market for frozen cod fillets and frozen Alaska pollock fillets showed substantial growth this year. Up to September 2010, imports of frozen cod fillets in Germany increased from 10 400 tonnes to 15 800 tonnes, an increase of more than 52% compared with 2009.

Meanwhile, in the UK cod is still the top fish choice, with 61.5% of total consumption. Haddock, with 25% of the market, is the second most popular fish. The UK is Norway's biggest market for frozen cod fillets and the Norwegian Seafood Export Council (NSEC) is expected to launch a campaign early in 2011 to promote Norwegian cod in supermarkets and restaurants in the UK.

Exports of Norwegian cod clipfish in 2010 by increased more than EUR 12.5 million up to November, while exports of Norwegian saithe clipfish increased by more than EUR 6.3 million, the NSEC reports. In spite

Imports

Frozen Alaska pollock fillets: France

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 18.6 | 21.7 | 22.2 | 16.9 | 17.5 | 16.7 |
| Russian Fed. | 4.0 | 7.1 | 5.8 | 6.0 | 4.6 | 4.0 |
| USA | 10.3 | 7.9 | 6.0 | 6.1 | 4.5 | 3.4 |
| Germany | 4.4 | 4.2 | 2.7 | 3.3 | 1.8 | 2.8 |
| Others | 0.7 | 0.6 | 1.0 | 0.3 | 0.8 | 1.2 |
| Total | 38.0 | 41.5 | 37.7 | 32.6 | 29.2 | 28.1 |

Source: National Trade Statistics



of the economic crisis faced by Portugal, clipfish imports increased by a massive 61% during November

Total exports of groundfish from Norway in November reached EUR 140 million, marking a new record. The value of exports increased by 32% or EUR 35 million compared with the same month last year, while the volume increased by 16% or 5 113 tonnes to a total of 37 929 tonnes, according to the latest figures quoted by the NSEC.

Cod quotas going up and down

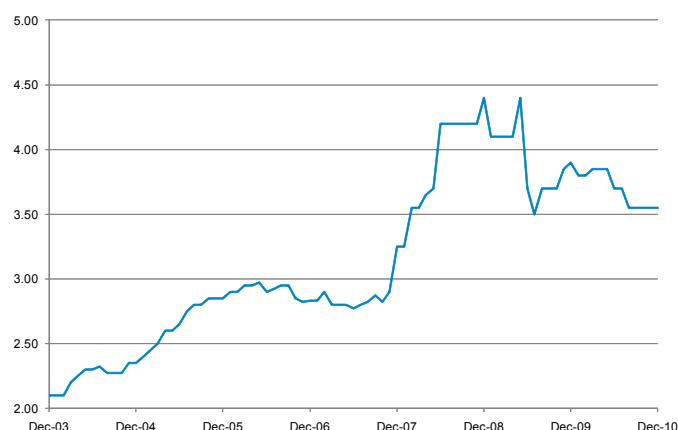
Recently the Norwegian-Russian Fisheries Commission announced that 2011's cod quota for the Barents Sea will be 703 000 tonnes. This is a 16% increase on 2010's quota and a further indication of the recovery of cod stocks in several fishing grounds. The haddock quota for 2011 is up 25% to 303 000 tonnes.

According to Infofish, the Northwest Atlantic Fisheries Organisation (NAFO) decided in September 2010 to increase Spain's 2011 fishing quotas for cod and black halibut. The increasingly good recovery of cod stocks off the Flemish Cap has allowed for an increase in the total cod fishing quota from 5 500 tonnes to 10 000 tonnes, 82% more than last year. Spain's share will be 1 447 tonnes, a 180% rise from 796 tonnes in 2010.

The European Union decided in mid December to slash its fishing quotas for 2011 with sharp cuts for cod in waters off England, Scotland and Scandinavia. EU fishery ministers agreed to reduce the overall allowable catch of cod from 40 219 tonnes in 2010 to 32 912 tonnes, an 18% cut.

In the North Sea off Scotland and England, the total

Monthly Alaska pollack prices, in Europe, origin: Russian Federation/USA, frozen fillets, skinless, boneless, in USD/kg



allowable catch was cut by 20% from 27 848 tonnes to 22 279 tonnes. The quota for the waters off Portugal, where cod is a culinary staple, was left unchanged at 4 023 tonnes.

Alaska pollock is trying to maintain its position in the market

In Germany, Alaska pollock remains the most popular choice of fish among consumers, although overall market share fell from 25% in 2008 to 20.1% in 2009, according to Fisch-Informationszentrum (FIZ). Pangasius has more than doubled in popularity since 2007, and now accounts 6.5% of all German seafood consumption, compared with 3% in 2007. Although the Germans are eating more fish, they are also more concerned about eco-labeling and certification of fisheries, which presents an opportunity for Alaska pollock.

Imports

Frozen cod: UK

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Iceland | 18.0 | 14.2 | 19.3 | 3.8 | 13.8 | 12.3 |
| China | 21.9 | 21.4 | 13.8 | 10.3 | 10.0 | 9.7 |
| Norway | 11.4 | 12.0 | 9.3 | 16.7 | 9.6 | 11.5 |
| Russian Fed. | 4.1 | 3.9 | 6.5 | 8.9 | 5.8 | 5.6 |
| Denmark | 12.4 | 9.0 | 7.3 | 14.0 | 5.5 | 4.6 |
| Poland | 3.6 | 3.8 | 3.9 | 3.7 | 3.1 | 1.8 |
| Faroe Is. | 4.4 | 4.9 | 4.6 | 3.3 | 3.0 | 4.2 |
| Germany | 4.5 | 3.7 | 1.1 | 2.8 | 1.0 | 5.3 |
| Others | 6.0 | 6.0 | 3.4 | 4.9 | 2.4 | 2.9 |
| Total | 86.3 | 79.0 | 69.3 | 68.4 | 54.2 | 57.9 |

Source: Seafish/national trade statistics

Imports

Frozen hake: Italy

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Argentina | 10.8 | 10.2 | 11.9 | 7.9 | 8.8 | 7.5 |
| Spain | 5.3 | 4.3 | 4.6 | 3.3 | 3.5 | 5.3 |
| Uruguay | 4.6 | 4.0 | 3.4 | 2.9 | 2.4 | 4.4 |
| S. Africa | 4.4 | 5.6 | 5.5 | 4.3 | 4.4 | 4.0 |
| Namibia | 1.7 | 2.9 | 3.0 | 2.0 | 2.5 | 3.3 |
| Chile | 0.2 | 0.3 | 1.4 | 0.2 | 1.0 | 1.2 |
| Peru | 0.0 | 0.4 | 0.0 | 0.2 | 0.0 | 0.1 |
| Others | 2.8 | 2.4 | 2.4 | 2.3 | 1.7 | 3.3 |
| Total | 29.8 | 30.1 | 32.2 | 22.9 | 24.3 | 29.1 |

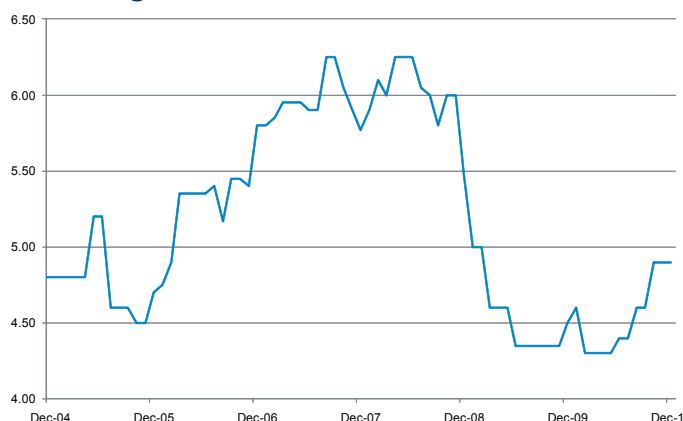
Source: National Trade Statistics



Demand is growing in Russia for whitefish species such as cod, haddock and pollock, and Russian fishing companies are seeing the advantage of supplying the home market rather than exporting their catches. Some analysts feel that this may have the effect of driving up prices on other wild whitefish. A spokesman from the Russian Pollock Catchers Association estimates that, in 2010, up to 250 000 tonnes of frozen pollock could have been supplied to the domestic market.

The pollock roe market in Japan has been fairly flat for most of 2010 and predictions for 2011 are difficult because the oversupply to this market looks set to continue in the coming year, with higher quotas for both of the major supplying countries, the USA and Russia. This could have the effect of lowering prices.

Monthly Cod fillet block prices, skinless, boneless, in Germany, Origin: Poland/Norway in EUR/kg



Spain invests in cod, sole and turbot recirculation system

Despite the financial crisis, new aquaculture investments have been announced by Spain for several groundfish species. Ondartxo Arraiak has opened an aquaculture facility in Getaria in the Basque Country that makes use of a new water recycling technology to raise turbot, flounder and cod in closed circuit systems. This system is different from conventional recirculation systems as it includes the fattening stage, which is usually carried out in open water. The company will evaluate the feasibility of the commercial use of this new system. In addition, a joint initiative by Epic Aqua Cádiz and Fortuna Blue aims to establish a sole and turbot hatchery in Cadiz, southern Spain in 2011, also using recirculation technology.

In 2010 Pescanova put on the market the first

thousand tonnes of turbot from their production plant in Portugal, the world's largest plant, with a capacity of 7 000 tonnes per year. This is the same amount produced annually throughout the Spanish turbot sector. The Pescanova Group wants to reach a production of 20 000 tonnes in 2015.

Hard year for Chilean hake

The earthquake and tsunami in Chile, which severely affected 50% of the processing plants in the Bío Bío region, contributed to the decline in landings. Coupled with the exceptionally low value of the US dollar, 2010 has been an extremely difficult one for the fisheries of south-central Chile.

According to Subpesca, the landing of common hake in Chile of 37 100 tonnes cumulative to October 2010 was 3.8% lower compared with 2009.

The Association of Industrial Fisheries of the Bío Bío Region A.G. (Asipes) report that common hake in Chile showed a negative variation of 4% in exports of frozen products, earning returns of USD 17.5 million for the period January-October 2010, whereas in the same period during the previous year USD 18.3 million was achieved. Exports totaled 7 781 tonnes, 3.2% less than those recorded in 2009.

The Chilean National Fisheries Council (CNP) has approved the proposed quotas for South Pacific hake of 48 000 tonnes which is a decrease of 13%, while the quota for southern hake was set at 24 000 tonnes, 8% lower compared with 2010. The hoki quota has been decreased by 20%, with 23 000 tonnes allocated for 2011.

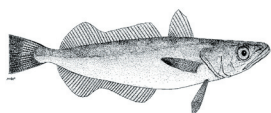
In order to cushion the impact that the reduction of quotas will have, particularly on employment, the national fisheries sector is looking to aquaculture as an alternative to meet the drop in revenue. An intensive southern hake culture facility and a Chilean seabass farm project have been approved for 2011.

Also, during 2010 National Fishing Society (Sonapesca) entered its Chilean (South Pacific) hake (*Merluccius gayi gayi*) trawl fishery into Marine Stewardship Council's (MSC) certification programme.

Spain will get more European hake

In 2011, quotas for hake, a species of high commercial value for the Spanish fleet, will increase by 15% in the southern fishing grounds while the same quota as 2010 has been given for the northern fishing grounds.

However, there is dissension over the way in which Spain is likely to allocate these quotas, with the longline and gillnet fishermen complaining that the trawling fleet will be the main beneficiary of the increase in quota.



The abundance of hake at Spanish ports has caused a drop in prices at auctions. Fishermen report that the amount of European hake in fishing grounds is greater than they have seen for some time.

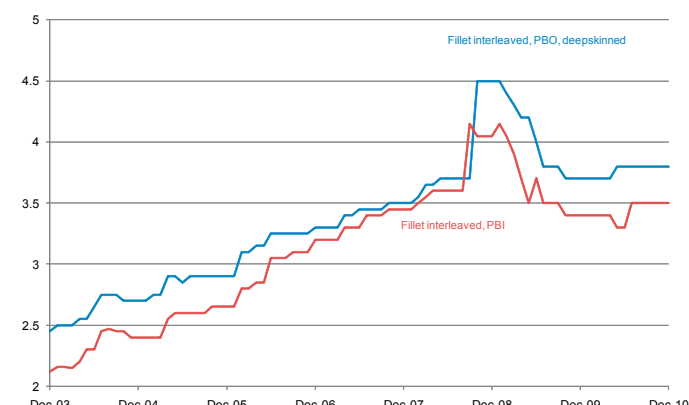
This resulted in a reduction of Spanish purchases of Argentine hake by 40% in September 2010. The frozen hake market in Italy increased purchases from Spain and reduced Argentinean imports in the first nine months of 2010. In this period, the total amount of frozen hake imported was 29 100 tonnes (19% in volume).

Argentina focus on more control for hake

On 1 January 2011 Argentina began using a system of video surveillance cameras on board fishing boats in the South Atlantic to try to control the hake fishery better and to prevent a further decline of this fishery. This country will be the first to implement this measure.

The Argentinean Federal Fisheries Council has published the maximum quotas for all varieties of hake fishing during 2011. For Southern blue whiting the quota is 45 000 tonnes, while for hoki the maximum quota is 150 000 tonnes. For common hake, a quota of 48 000 tonnes for the fishing North of 41° parallel South was decided upon, while for common hake fishing south of the same parallel a quota of 145 000 tonnes was given for the first semester of 2011.

Monthly Hake (*Merluccius gayi*) prices - in Europe, origin: Chile in USD/kg



Surimi

French consumers bought more chilled seafood products in the first nine months of 2010, in particular surimi. Surimi sales in this period rose 21% in volume, while prices dropped by 2.9% to an average of EUR 6.41 per kilo. France's leading surimi producer, Fleury Michon, recorded an 18.8% increase in sales in the third quarter of 2010, a further indication of the recovery of the surimi market noted in the previous edition of the Globefish Highlights.

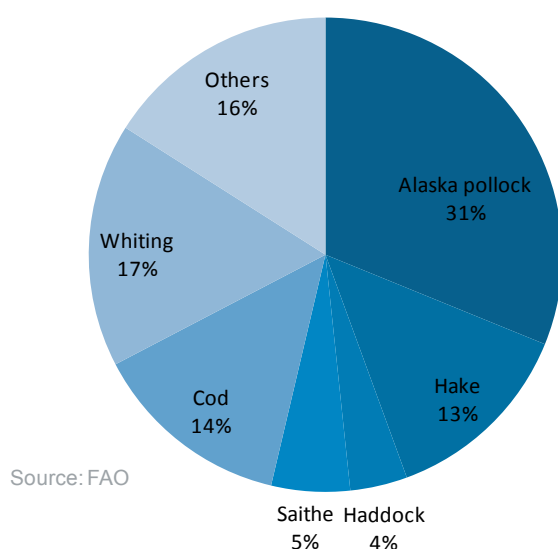
However, deep cuts in the 2011 blue whiting quota for the European Union will mean that more surimi base will have to be imported, rather than being locally produced. Blue whiting quotas have been declining rapidly since 2004 and the EU quota for 2011 is less than 12 000 tonnes. Only 1 200 tonnes of this quota has been allocated to Compagnie des Peches Saint-Malo, the only French company left that processes surimi offshore. The company may be able to obtain more quota as quota swaps could still be negotiated but uncertainty remains over the viability of its blue whiting fishing and surimi production in the short term. Despite the current problems, the company is optimistic that blue whiting stocks will recover and quotas will once again increase in the future.

Outlook

Higher quotas in 2011 for most groundfish species will increase supply and put downward pressure on prices.

Competition from pangasius will be less this year.

Groundfish production by species



Source: FAO

CEPHALOPODS

Tight supplies and better demand push prices upwards

The upward trend that was observed during the first half of 2010 continued into the second half. Improved demand for most products and tighter supplies forced prices upwards.

Octopus

Landings of octopus in North Africa started well in 2010, but in the second half of the year fishing deteriorated, and Mauritania, for example, ended the season with total octopus landings down. Mauritanian octopus for the Japanese market fell from 18 000 tonnes in 2009 to 9 000 tonnes in 2010; however, other suppliers fared even worse. Total octopus supplies to the Japanese market fell by over 50%. During the first three quarters of 2010, Japanese imports of octopus fell by 23.5% to 29 700 tonnes. Moroccan exports to Japan also fell, although not as drastically as Mauritanian shipments.

In South Africa, there were signs of recovery at first after the re-opening of the fishery in November, but because demand was slow in Europe towards the end of 2010, buyers are waiting for renewed interest in January 2011.

The main reason for the fall in imports was first and foremost lower landings in Mauritania and Morocco. In contrast, China increased its exports to Japan significantly.

Supplies to the Italian market were also reduced, from 41 300 tonnes during the first three quarters of 2009

Imports

Octopus: Italy

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Morocco | 12.3 | 14.5 | 16.2 | 12.2 | 13.2 | 7.8 |
| Spain | 6.9 | 8.2 | 7.6 | 6.6 | 5.9 | 7.5 |
| Viet Nam | 3.3 | 4.5 | 4.3 | 3.2 | 3.3 | 3.5 |
| Indonesia | 2.5 | 4.0 | 2.8 | 1.7 | 2.1 | 3.2 |
| Senegal | 4.2 | 3.4 | 4.9 | 2.6 | 3.9 | 2.1 |
| Mauritania | 2.5 | | 6.6 | 3.5 | 4.9 | 1.6 |
| Mexico | 4.6 | 2.2 | 3.1 | 1.0 | 0.4 | 1.4 |
| Thailand | 2.4 | 2.8 | 2.8 | 2.4 | 2.3 | 1.0 |
| Tunisia | 2.0 | 0.8 | 1.0 | 0.7 | 0.8 | 0.8 |
| Others | 7.4 | 10.5 | 5.5 | 6.5 | 4.5 | 4.5 |
| Total | 48.1 | 50.9 | 54.8 | 40.4 | 41.3 | 33.4 |

Source: GLOBEFISH AN 10457

Imports

Octopus: Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Mauritania | 14.0 | 12.6 | 26.5 | 9.3 | 18.1 | 9.7 |
| Morocco | 10.3 | 10.9 | 13.8 | 9.1 | 9.6 | 7.8 |
| China | 7.2 | 6.7 | 5.5 | 5.5 | 4.1 | 7.0 |
| Viet Nam | 4.8 | 5.5 | 3.7 | 3.6 | 2.8 | 2.2 |
| Spain | 1.8 | 2.7 | 3.0 | 1.8 | 1.5 | 1.0 |
| Thailand | 1.8 | 1.2 | 1.4 | 0.9 | 1.2 | 0.9 |
| Others | 6.9 | 5.1 | 2.3 | 4.7 | 1.5 | 1.1 |
| Total | 46.8 | 44.7 | 56.2 | 34.9 | 38.8 | 29.7 |

Source: GLOBEFISH AN 10438

Imports

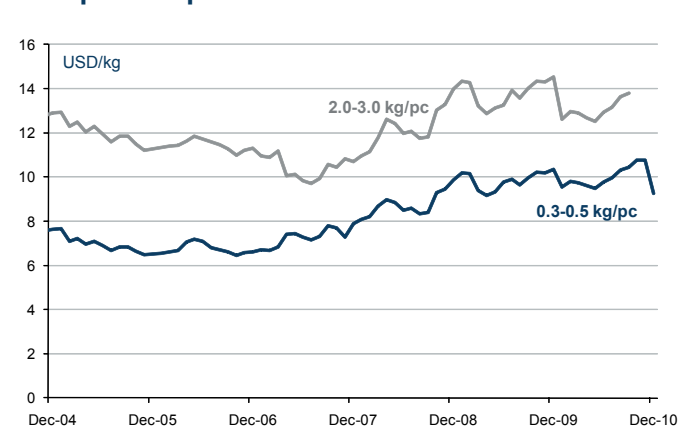
Octopus: Spain

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Morocco | 19.6 | 23.2 | 20.0 | 17.8 | 16.4 | 14.5 |
| Mauritania | 4.9 | 4.5 | 9.2 | 3.0 | 7.2 | 2.8 |
| China | 1.6 | 1.8 | 3.7 | 1.8 | 3.0 | 2.7 |
| Viet Nam | 2.2 | 1.6 | 1.7 | 1.5 | 1.1 | 1.4 |
| Portugal | 1.7 | 2.2 | 1.1 | 1.1 | 0.8 | 1.3 |
| Senegal | 0.5 | 0.6 | 0.9 | 0.4 | 0.6 | 0.9 |
| Others | 8.8 | 8.7 | 6.7 | 5.8 | 4.0 | 5.0 |
| Total | 39.3 | 42.6 | 43.3 | 31.5 | 33.1 | 28.6 |

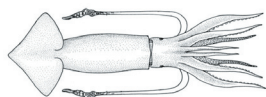
Source: GLOBEFISH AN 10452

Wholesale prices

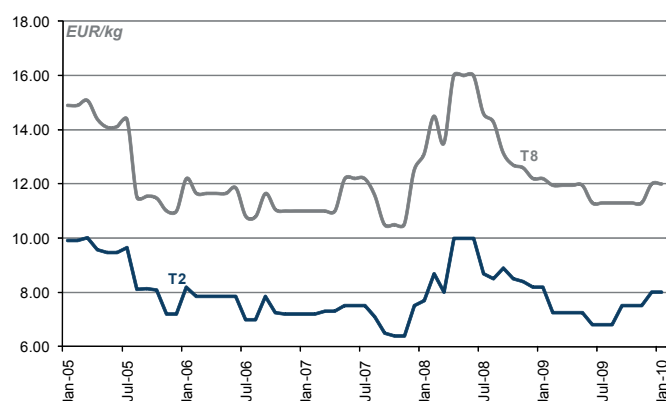
Octopus: Japan



Source: INFOFISH Trade News, GLOBEFISH AN 10507



Monthly octopus prices, whole, frozen, in Spain, Origin: Morocco



to 33 400 tonnes in 2010. Again, supplies from North Africa - from Morocco in particular - fell dramatically. Imports from Spain, Indonesia and Viet Nam increased somewhat, while all other exporters registered a decline.

Spain also experienced a decline in imports, although not as dramatic as for Japan. Spanish octopus imports fell from 33 100 tonnes in 2009 (January - September) to 28 600 tonnes in 2010. Imports from the main supplier, Morocco, fell slightly (-11.6%), while imports from the number two supplier (Mauritania) fell by a massive 61%.

Octopus prices have been climbing for several years as a result of very tight supplies. However, in 2010 prices fell on most markets as the supply situation at the beginning of the year was very optimistic. Towards the end of 2010 landings were weaker, leading to an upsurge

Imports Squid: Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 30.2 | 26.1 | 23.7 | 18.1 | 17.0 | 19.0 |
| Thailand | 8.1 | 7.1 | 6.8 | 3.8 | 4.8 | 5.6 |
| Viet Nam | 6.8 | 5.5 | 5.5 | 5.0 | 4.2 | 4.0 |
| Peru | 7.8 | 12.8 | 10.4 | 9.5 | 8.9 | 3.5 |
| USA | 5.4 | 3.9 | 4.0 | 3.9 | 2.4 | 2.8 |
| India | 1.0 | 1.2 | 1.3 | 0.7 | 0.9 | 1.2 |
| New Zealand | 3.3 | 0.9 | 1.4 | 0.8 | 1.4 | 0.5 |
| Argentina | 10.4 | 6.3 | 3.0 | 5.4 | 3.0 | 0.4 |
| Korea Rep. | 0.9 | 0.8 | 0.4 | 0.0 | 0.6 | 0.4 |
| Morocco | 0.2 | 0.2 | 0.4 | 0.1 | 0.4 | 0.4 |
| Taiwan PC | 0.4 | 0.2 | 0.0 | 0.2 | 0.0 | 0.0 |
| Others | 2.6 | 2.8 | 2.2 | 2.2 | 0.9 | 2.1 |
| Total | 77.1 | 67.8 | 59.1 | 49.7 | 44.5 | 39.9 |

Source: GLOBEFISH AN 10437, *) included under others

in prices by the end of the year. It is expected that this development will continue into 2011.

Imports Squid: Spain

| |Jan-Dec..... | | |Jan-Sep..... | | |
|----------------|-------------------|--------------|--------------|-------------------|-------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Falkland/Malv. | 40.3 | 45.6 | 34.2 | 40.3 | 20.1 | 34.8 |
| China | 6.4 | 6.7 | 14.1 | 5.2 | 8.2 | 26.2 |
| India | 12.8 | 15.5 | 15.1 | 9.2 | 10.2 | 13.0 |
| Argentina | 61.3 | 54.4 | 28.1 | 25.3 | 23.9 | 11.9 |
| Peru | 4.5 | 1.2 | 3.0 | 2.1 | 1.6 | 11.2 |
| Morocco | 1.4 | 3.3 | 4.0 | 2.0 | 2.8 | 3.8 |
| South Africa | 3.5 | 4.5 | 3.7 | 3.4 | 3.0 | 3.7 |
| USA | 1.7 | 2.2 | 1.5 | 0.7 | 0.6 | 2.3 |
| New Zealand | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.5 |
| Korea Rep. | 2.0 | 2.9 | 1.0 | 1.4 | 0.7 | 0.1 |
| Others | 11.8 | 14.0 | 8.9 | 9.9 | 6.5 | 10.4 |
| Total | 145.8 | 150.4 | 113.7 | 99.6 | 77.9 | 117.9 |

Source: GLOBEFISH AN 10450

On the Japanese market, it may take some time before this situation is felt because many Japanese traders stocked up on octopus while supplies were good and prices low.

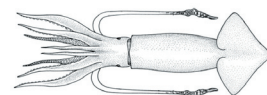
Squid

Over the past decade, global production of squid has increased steadily from just below 2 million tonnes in 2001 to 3.9 million tonnes in 2008. This increase in supply has had the effect of stalling price increases, and the industry has been in a difficult situation for a long time.

In the main producing area, around the Falkland Islands (Malvinas) off the east coast of Argentina, landings have declined in the last few years. At the same time, demand has picked up, especially now that many countries seem to be recovering economically.

The squid fishery off Argentina has been disastrous over the past several years. Landings have fallen dramatically, and this is reflected in a dramatic drop in exports. However, during 2010 there has been a slight recovery.

The fishery around the Falkland Islands (Malvinas) has also been much better lately, although in 2010 there was some discussion with Argentina over the fishery. The Falkland Islands (Malvinas) felt that Argentina's issuing of licenses to third country vessels could put the resource in danger as too many vessels were fishing on the resources.



Imports Squid: Italy

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Spain | 25.2 | 22.1 | 27.4 | 19.3 | 22.3 | 22.8 |
| Thailand | 22.8 | 23.4 | 22.3 | 18.5 | 17.7 | 15.8 |
| India | 2.9 | 3.5 | 4.2 | 2.5 | 3.0 | 5.8 |
| S. Africa | 3.7 | 3.7 | 4.8 | 0.6 | 3.7 | 4.0 |
| Argentina | 10.7 | 10.0 | 4.7 | 9.3 | 4.1 | 2.3 |
| Peru | 3.4 | 0.9 | 2.5 | 2.3 | 1.9 | 1.6 |
| Others | 32.9 | 23.3 | 20.4 | 18.9 | 13.5 | 17.8 |
| Total | 101.6 | 86.9 | 86.3 | 71.5 | 66.2 | 70.1 |

Source: GLOBEFISH AN 10455

According to Falkland authorities, the *Illex* squid fishery should be limited to 25 000 tonnes annually, whereas Argentina had issued licenses for 60 000 tonnes in 2009.

The Spanish market was hit by the financial crisis in 2009 but seemed to recover strongly in 2010. From an import volume of over 150 000 tonnes in 2008, imports slumped to just 113 700 in 2009 (-24.4%), but have climbed considerably in 2010. During the first nine months, squid imports were up by over 50%.

The main suppliers to the Spanish market, the Falkland Islands (Malvinas), strengthened their position on this market during 2010. Exports to Spain during the first three quarters grew by over 73%, and should bring their exports to Spain back to previous heights. China and Peru also showed remarkable growth in 2010, while Argentina lost market share.

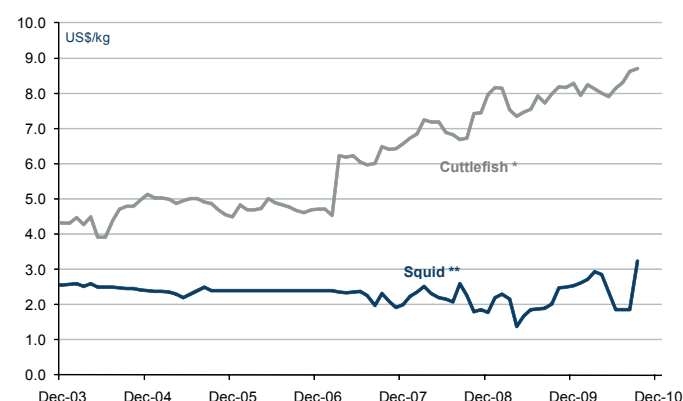
Italy's squid imports have been declining in recent years, but this is turning around in 2010. During the first

Imports Squid: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 28.8 | 27.7 | 26.1 | 20.0 | 18.7 | 26.3 |
| Rep. Korea | 3.1 | 5.4 | 5.9 | 6.3 | 5.2 | 5.0 |
| Taiwan PC | 5.9 | 5.4 | 6.9 | 4.1 | 5.2 | 3.8 |
| India | 4.5 | 6.9 | 3.8 | 5.2 | 2.9 | 3.2 |
| Thailand | 7.2 | 8.2 | 4.7 | 3.8 | 3.5 | 3.1 |
| New Zealand | 2.5 | 1.0 | 1.0 | 0.0 | 0.8 | 2.8 |
| Peru | 0.1 | 2.0 | 3.2 | 2.8 | 2.3 | 2.3 |
| Others | 10.3 | 8.5 | 4.5 | 8.1 | 3.8 | 3.2 |
| Total | 62.4 | 65.1 | 56.1 | 50.3 | 42.4 | 49.7 |

Source: GLOBEFISH AN 10459

Wholesale prices Cuttlefish, squid: Japan



* whole 10 kg/block, 0.4-0.6 kg/pc;

** whole 7.5 kg/block, 21-25 pc/kg;

Source: INFOFISH Trade News, GLOBEFISH AN 10501, 09

US imports and exports of cephalopods Volume in tonnes

| | IMPORTS | | | EXPORTS | | |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Jan-Dec | | Jan-Oct | Jan-Dec | | Jan-Oct |
| | 2008 | 2009 | 2009 | 2008 | 2009 | 2009 |
| Squid | 65 177 | 56 101 | 55 210 | 56 463 | 96 648 | 72 966 |
| Octopus | 14 275 | 14 151 | 10 103 | 564.0 | 396.0 | 174.0 |
| Cuttlefish | 2 382 | 2 913 | 1 128 | 180.0 | 123.0 | 5.0 |
| TOTAL | 81 834 | 73 165 | 66 441 | 57 207 | 97 167 | 73 145 |

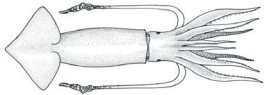
Source: NMFS

nine months, Italy imported 70 100 tonnes, an increase of almost 6%. The main suppliers, Spain and Thailand, are still holding their own on this market, while both India and South Africa registered some increases in their exports to Italy.

There has been a steady reduction in Japanese imports of squid over the past decade, and this continued in 2010. During the first three quarters of the year squid imports declined by just over 10%, to 39 900 tonnes. While the main suppliers China and Thailand have increased their market share, Peru saw a dramatic reduction in shipments of squid to Japan in 2010.

In recent years, the USA, and in particular California, has emerged as an important supplier of squid. In 2009, slightly more than 100 000 tonnes were landed in California.

The USA has also become more active in international trade over the past few years. Since 2008 both imports and exports, particularly of squid, have increased dramatically.



While US imports of cephalopods stagnated in 2009 and 2010, exports of these products continue to grow. Based on preliminary figures for 2010, there is reason to

Exports (quantity)

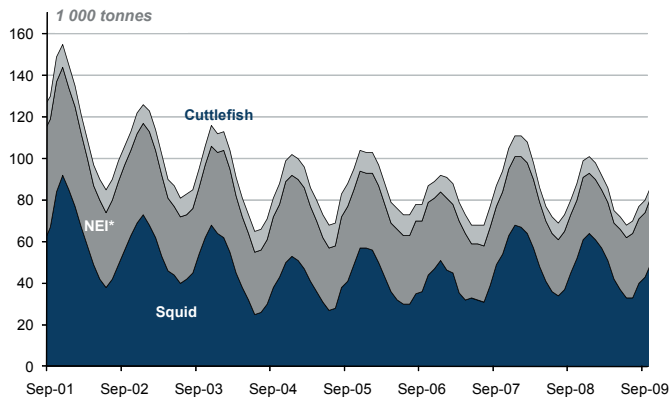
Argentina: Squid

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Spain | 58.4 | 61.2 | 20.3 | 59.6 | 20.3 | 13.3 |
| China | 37.6 | 66.8 | 10.8 | 64.2 | 10.7 | 7.6 |
| Italy | 11.5 | 9.3 | 3.8 | 8.9 | 4.2 | 2.7 |
| Brazil | 2.3 | 2.4 | 2.7 | 2.0 | 3.0 | 1.8 |
| Japan | 10.7 | 6.2 | 2.8 | 6.1 | 2.6 | 0.5 |
| Korea, Rep | 4.4 | 4.0 | 2.1 | 3.4 | 1.9 | 0.0 |
| Others | 24.3 | 25.5 | 7.9 | 24.4 | 23.6 | 0.0 |
| Total | 149.2 | 175.3 | 50.4 | 168.6 | 66.3 | 34.3 |

Source: SAGPyA

Coldstorage holdings

Cuttlefish and Squid: Japan



Source: INFOFISH Trade News, GLOBEFISH

believe that exports may well exceed 100 000 tonnes in 2010.

2010's quota in California was set at 118 000 short tonnes (107 049 tonnes), which was reached just before Christmas. The season is thus closed until the end of March 2011. This was the first time since 2002, when the quota was first implemented, that the quota limit had been reached. The abundant existence of Market squid off California is attributed to the cold waters earlier in the year. This led to very good spawning conditions and good nutrient availability.

The Market squid (*Loligo opalencensis*) fishery is California's most important commercial fishery at the present time. Most of the catch goes for domestic consumption as calamari, but some quantities are also

Imports

Cuttlefish: Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Thailand | 11.5 | 8.3 | 7.5 | 6.0 | 5.4 | 5.2 |
| Viet Nam | 5.1 | 4.5 | 4.0 | 3.2 | 3.1 | 2.9 |
| Morocco | 3.9 | 2.2 | 2.8 | 1.2 | 2.2 | 2.5 |
| Malaysia | 1.6 | 1.7 | 1.9 | 1.5 | 1.4 | 1.3 |
| Korea Rep. | 0.3 | 0.6 | 0.8 | 0.0 | 0.5 | 0.4 |
| China | 0.4 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Ghana | 0.5 | 0.0 | 0.0 | 0.4 | 0.0 | 0.0 |
| Others | 2.6 | 2.3 | 2.0 | 1.7 | 1.6 | 1.7 |
| Total | 26.0 | 19.7 | 19.0 | 14.0 | 14.2 | 14.0 |

Source: GLOBEFISH AN 10439

Imports

Cuttlefish: Italy

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| France | 6.7 | 5.6 | 3.7 | 4.3 | 2.9 | 4.5 |
| Tunisia | 5.1 | 4.1 | 3.5 | 2.9 | 2.2 | 3.5 |
| Spain | 3.7 | 4.6 | 5.3 | 3.4 | 3.8 | 3.4 |
| Senegal | 2.4 | 1.9 | 2.3 | 1.5 | 1.7 | 1.7 |
| Morocco | 0.8 | 1.0 | 2.9 | 0.5 | 2.3 | 1.4 |
| Viet Nam | 0.8 | 1.0 | 0.6 | 0.5 | 0.5 | 0.5 |
| China | 0.1 | 0.6 | 0.7 | 0.1 | 0.6 | 0.4 |
| India | 0.9 | 0.7 | 0.7 | 0.7 | 0.5 | 0.3 |
| Thailand | 0.3 | 0.2 | 0.5 | 0.4 | 0.3 | 0.1 |
| Others | 5.9 | 5.5 | 4.3 | 4.1 | 2.3 | 3.1 |
| Total | 26.7 | 25.2 | 24.5 | 18.4 | 17.1 | 18.9 |

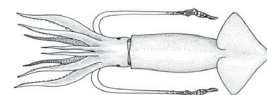
Source: GLOBEFISH AN 10439

exported, mainly to China.

While the USA showed strong growth in its exports of squid, Argentina is still in trouble. In 2009 Argentina's squid exports decline by a dramatic 71%, and there is every indication that this decline continued strongly into 2010. During the first nine months of the year, the country's squid exports dropped by another 52% compared with the disaster year 2009.

Cuttlefish

Imports have remained relatively constant in all markets. In Spain, cuttlefish imports during the first nine months of 2010 remained exactly the same as during the equivalent period in 2009, while Italian imports were



Imports

Cuttlefish: Spain

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| India | 18.1 | 16.8 | 20.1 | 8.7 | 11.4 | 11.1 |
| Morocco | 10.1 | 12.1 | 12.8 | 9.0 | 10.0 | 10.9 |
| China | 5.1 | 6.4 | 6.7 | 4.9 | 5.7 | 3.9 |
| Mauritania | 3.6 | 2.5 | 2.9 | 1.1 | 2.7 | 1.8 |
| Ghana | 2.0 | 1.5 | 1.5 | 1.9 | 1.2 | 1.3 |
| France | 6.7 | 3.8 | 0.6 | 2.3 | 0.5 | 0.6 |
| Others | 12.2 | 8.1 | 4.4 | 5.6 | 3.4 | 5.3 |
| Total | 57.8 | 51.2 | 49.0 | 33.5 | 34.9 | 34.9 |

Source: GLOBEFISH AN 10457

slightly up and Japanese imports were slightly down.

While Spain gets most of its cuttlefish supplies from India, China and North West Africa (Morocco and Mauritania), Italy's main suppliers are France, Tunisia and Spain. Japan's main suppliers are Thailand, Viet Nam and Morocco.

In Italy there has been a slight increase in imports in 2010 (+10.5% during the first nine months). France strengthened its role as the main supplier, while Tunisia replaced Spain as the number two supplier. Morocco lost some market share.

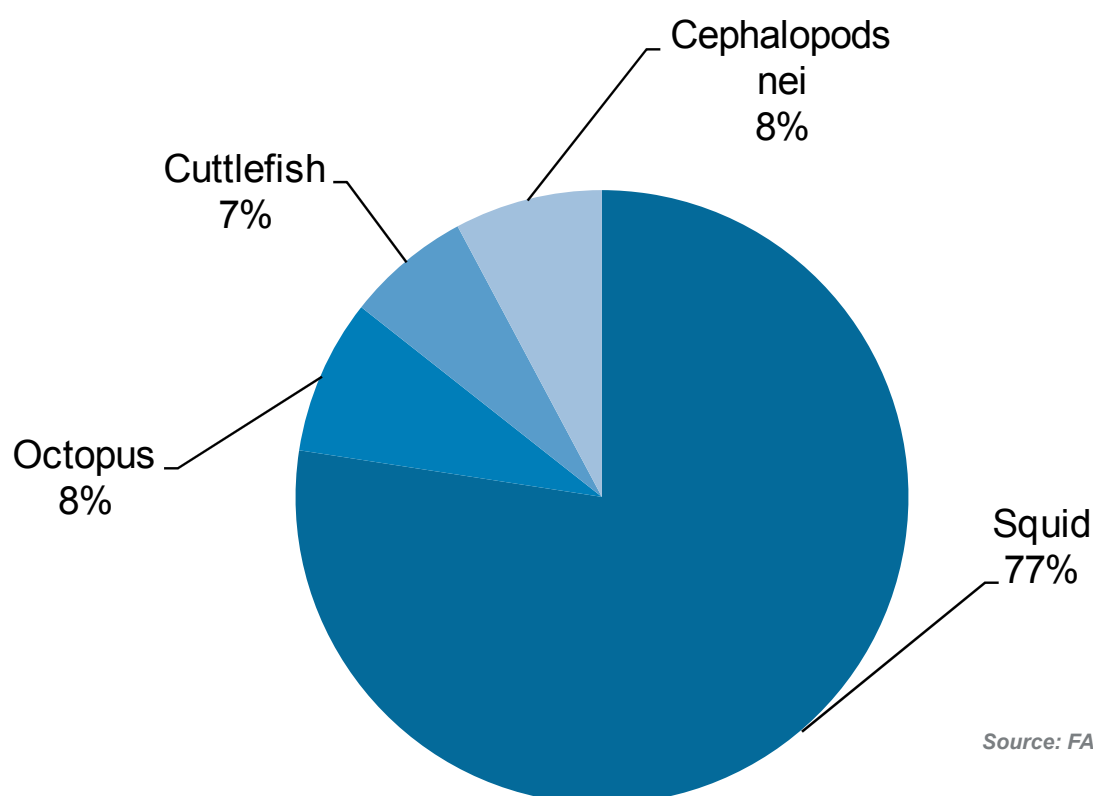
Japanese cuttlefish imports have been very stable, and there has also been little or no change in the composition of suppliers. The main suppliers are Thailand, Viet Nam and Morocco, as has been the case over the last three years.

Supplies to the Japanese market have been very stable over several years now, with the obvious seasonal fluctuations. On the Japanese market, cuttlefish prices have risen substantially in the past few months, and are now well over USD 7.00 per kg.

Outlook

With limited supplies of most products and demand improving in many markets, prices are bound to increase. It may take some time before octopus stocks are fully recovered, and squid will also remain in somewhat short supply.

Cephalopods production by species



Tilapia continues steady upward climb

The worldwide growth in the production and harvesting of tilapia and its popularity as a convenient and competitive whitefish species continued to reach new levels in 2010. Worldwide production is predicted to reach 3.7 million tonnes by the end of the year.

Third International Conference on tilapia

During the INFOFISH Tilapia 2010 conference in Kuala Lumpur towards the end of October 2010, it was forecast that global tilapia production would reach 3.7 million tonnes by the end of 2010. Chinese production is likely to remain steady at between 1.1 and 1.2 million tonnes while other countries have managed to increase their production. Any future increase in production will almost certainly come from aquaculture which has been steadily increasing over the years. Capture production is relatively small compared with aquaculture and fell back slightly to 755 362 tonnes in 2008. Global tilapia aquaculture production in 2008 stood at nearly 2.8 million tonnes.

Asia: Supplies and Markets

Major producing countries in Asia such as Indonesia, the Philippines, Malaysia and Bangladesh are absorbing much of their local production in domestic markets. This is being further encouraged by governments' promotion of tilapia consumption. The Philippines' Bureau of Agricultural Research (BAR) recently financed a project in conjunction with the Bureau of Fisheries and Aquatic Resources in an effort to gain better value for tilapia products.

Tilapia production in Malaysia goes almost entirely to the domestic market to support strong local demand.

Exports

Tilapia: China

| |Jan-Dec..... | | |Jan-Sep..... | | |
|----------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| USA | 122.0 | 118.6 | 134.4 | 79.7 | 91.6 | 111.5 |
| Mexico | 39.3 | 36.5 | 36.2 | 28.1 | 25.3 | 31.0 |
| Russia | 19.3 | 17.1 | 21.9 | 16.3 | 19.0 | 15.6 |
| Poland | * | * | * | * | 1.6 | 5.3 |
| Israel | 4.1 | 4.2 | 6.6 | 2.9 | 4.9 | 4.9 |
| Cote D'Ivoire | * | * | * | * | 2.6 | 4.9 |
| Cameroon | * | * | * | * | 1.5 | 4.6 |
| Egypt | * | * | * | * | 3.0 | 4.5 |
| France | * | * | * | * | 1.6 | 3.0 |
| Germany | 1.2 | 1.7 | 2.0 | 1.1 | 1.5 | 1.8 |
| Canada | 0.7 | 0.6 | 2.4 | 0.4 | 1.5 | 1.7 |
| Belgium | 1.4 | 2.3 | 1.6 | 1.5 | 1.1 | 1.6 |
| Dominican Rep. | 1.4 | 0.5 | 1.0 | 0.4 | 0.8 | 1.2 |
| Puerto Rico | 1.3 | 1.7 | 1.2 | 0.9 | 0.8 | 1.0 |
| Hongkong China | 1.5 | 0.3 | 1.1 | 0.2 | 0.8 | 0.9 |
| Others | 23.0 | 46.3 | 57.9 | 28.9 | 18.9 | 30.1 |
| Total | 215.2 | 224.4 | 259.0 | 160.4 | 176.5 | 223.6 |

Source: GLOBEFISH

* included under "others"

Currently, live tilapia is sold at about USD 4.00/kg in the traditional wet markets. Supermarket prices are 50% higher.

In Bangladesh, farmed tilapia is relatively new in the market but its popularity is rapidly increasing among urban residents. Industry sources report a production of some 500 000 tonnes of tilapia and pangasius annually. In the retail market, the price of whole fresh tilapia ranges from BDT 90-120 (USD 1.30-2.00) per kilogram. Farmers also get good return at USD 0.90-1.25/kg for their fish. Some tilapia is exported to the Middle East and the USA. Dressed fish weighing 500-600 gram fetches USD 2.10/kg, cfr in the Middle East market. Demand for freshwater fish including tilapia picked up in India particularly after the oil spill incident off the Mumbai coast, when consumers feared that marine fish would become contaminated. Tilapia fillet is imported by local distributors and demand is rising particularly in the catering trade. Fish consumption in India has been growing in recent years as the economy strengthens and consumers look for new options.

Exports

Tilapia: China

| |Jan-Dec..... | | |Jan-Aug..... | | |
|-----------------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| <i>frozen whole</i> | 14.0 | 12.7 | 33.1 | 6.4 | 13.2 | 46.8 |
| <i>frozen fillets</i> | 5.1 | 8.0 | 134.8 | 3.4 | 71.3 | 114.8 |
| <i>other tilapia</i> | 196.1 | 203.7 | 90.2 | 127.2 | 34.4 | 66.0 |
| Total | 215.2 | 224.4 | 258.1 | 137.0 | 118.9 | 227.6 |
| | (million USD) | | | | | |
| <i>frozen whole</i> | 16.3 | 2.0 | 4.8 | 9.3 | 1.9 | 7.4 |
| <i>frozen fillets</i> | 13.9 | 3.2 | 44.4 | 12.6 | 24.0 | 40.2 |
| <i>other tilapia</i> | 460.7 | 68.2 | 21.6 | 385.2 | 16.6 | 9.4 |
| Total | 490.8 | 73.4 | 70.8 | 407.1 | 42.5 | 57.0 |

Source: GLOBEFISH



Imports

Fresh tilapia fillets: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Ecuador | 11.9 | 8.5 | 9.1 | 6.6 | 7.0 | 5.9 |
| Honduras | 7.9 | 8.3 | 6.5 | 6.8 | 4.9 | 5.5 |
| Costa Rica | 4.8 | 5.6 | 5.7 | 4.3 | 4.4 | 4.6 |
| El Salvador | 0.3 | 0.5 | 0.5 | 0.4 | 0.4 | 0.3 |
| Brazil | 0.2 | 0.5 | 0.3 | 0.4 | 0.2 | 0.3 |
| Taiwan PC | 0.0 | 0.6 | 0.2 | 0.5 | 0.1 | 0.2 |
| China | 0.0 | 3.1 | 0.0 | 1.9 | 0.0 | 0.0 |
| Others | 1.1 | 2.1 | 2.1 | 1.6 | 1.6 | 1.5 |
| Total | 26.2 | 29.2 | 24.4 | 22.5 | 18.6 | 18.3 |

Source: GLOBEFISH

Imports

Whole frozen tilapia: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 32.5 | 29.0 | 29.7 | 23.6 | 21.0 | 16.6 |
| Taiwan PC | 13.5 | 15.9 | 13.2 | 11.6 | 10.8 | 11.4 |
| Thailand | 0.2 | 3.3 | 0.9 | 2.8 | 0.6 | 1.1 |
| Ecuador | 0.2 | 0.2 | 0.0 | 0.1 | 0.0 | 0.0 |
| Hong Kong | 0.1 | 0.2 | 0.0 | 0.0 | 0.0 | 0.0 |
| Indonesia | 0.0 | 0.2 | 0.0 | 0.2 | 0.0 | 0.0 |
| Panama | 0.1 | 0.3 | 0.1 | 0.2 | 0.0 | 0.1 |
| Others | 0.3 | 0.5 | 0.3 | 0.6 | 0.4 | 0.2 |
| Total | 46.9 | 49.6 | 44.2 | 39.1 | 32.8 | 29.4 |

Source: GLOBEFISH, *) included under others

Imports

Frozen tilapia fillets: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|--------------|-------------------|-------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 87.5 | 87.2 | 100.7 | 56.4 | 69.8 | 91.8 |
| Indonesia | 8.6 | 9.6 | 8.8 | 7.4 | 6.1 | 7.2 |
| Taiwan PC | 2.6 | 2.1 | 2.3 | 1.6 | 0.0 | 1.6 |
| Ecuador | 0.4 | 0.5 | 1.1 | 0.3 | 0.8 | 0.5 |
| Thailand | 0.0 | 0.4 | 0.7 | 0.3 | 0.5 | 0.7 |
| Panama | 0.2 | 0.4 | 0.3 | 0.0 | 0.2 | 0.1 |
| Viet Nam | 0.1 | 0.0 | 0.2 | 0.3 | 0.1 | 0.2 |
| Others | 1.2 | 0.4 | 0.7 | 0.2 | 2.1 | 0.6 |
| Total | 100.6 | 100.6 | 114.8 | 66.5 | 79.6 | 102.7 |

Source: GLOBEFISH

There is also a growing niche market for organic fish in east Asia's tilapia market as consumers worry about the presence of antibiotics and the possibilities of

Imports

Tilapia (by product form): USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|----------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Whole frozen | 46.9 | 49.6 | 44.2 | 39.1 | 32.8 | 29.4 |
| Frozen fillets | 100.6 | 100.6 | 114.8 | 66.5 | 79.6 | 102.7 |
| Fresh fillets | 26.2 | 29.2 | 24.4 | 22.5 | 18.6 | 18.3 |
| Total | 173.7 | 179.4 | 183.4 | 128.1 | 131.0 | 150.5 |

Source: GLOBEFISH

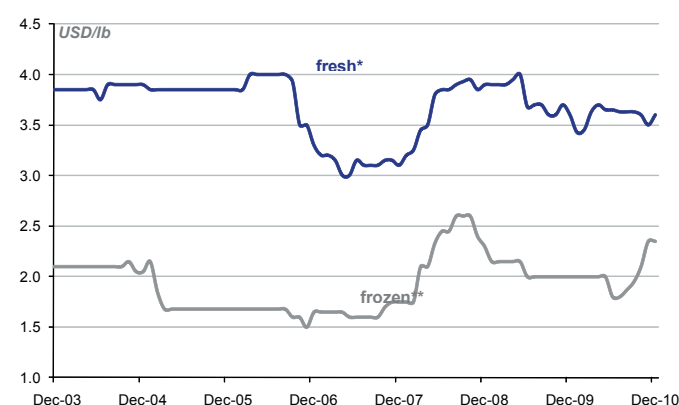
genetically modified fish in aquaculture products. Better off customers are willing to pay higher prices for the reassurance that comes with organic products.

Tilapia production in China is expected to be 1.2 million tonnes in 2010, decreasing by almost 13% over 2009. Growing local demand will mean that greater quantities will be absorbed by the domestic market. Demand from export markets is expected to be good.

China's tilapia exports, in spite of the severe weather conditions earlier in the year, reached nearly 250 000 tonnes in the first ten months of 2010, 24% higher than the previous year. Frozen fillet continued to dominate supplies with a total of 144 439 tonnes. Higher export volumes went to the USA and Mexico, the two main markets, during this period. Prices of tilapia also moved up as a result of lower production in 2010. Lower production was caused partly by the cold weather but also by the bacterial disease streptococcus. Frozen tilapia fillet prices strengthened by 7.2% to USD 3.53/kg from the same period 2009.

Greater volumes also went to African nations such as Cote d'Ivoire, Cameroon, Angola, Congo, Namibia and

Wholesale price Tilapia fillets: USA



*) origin South America; **) origin China

Source: Oil World, GLOBEFISH AN 11702, 11706



Zambia, which imported more tilapia. Fillet markets have expanded in Poland, Spain, Germany, Canada and Ukraine. Russia's imports dropped 15%, as the country imported less tilapia in an effort to promote local fish.

Exports

Tilapia from China

| | Jan-Oct..... | | |
|-----------------------|----------------|----------------|----------------|
| | 2008 | 2009 | 2010 |
| | (tonnes) | | |
| Frozen Tilapia | 10 444 | 22 045 | 57 704 |
| Frozen tilapia fillet | 4 556 | 99 254 | 144 439 |
| Breaded tilapia | 168 040 | 76 795 | 43 386 |
| Total | 183 040 | 198 094 | 245 529 |

Source: China Customs/ INFOFISH

Agency had instigated a subsidy plan to encourage local tilapia farmers to co-operate with seafood processing companies in increasing the export of skinless, boneless tilapia fillets that could fetch prices as high as USD 6.50/kg, FOB. From January to September 2010, Taiwan Province of China exported 24 566 tonnes of whole tilapia and an additional 2 945 tonnes of tilapia fillets and steaks. The USA market absorbed nearly 54% of the total tilapia exports from Taiwan Province of China.

Growing demand in the USA

Demand for tilapia continues to grow in the US, the single largest market for tilapia. In the first ten months of 2010 a 15% growth in total tilapia imports was recorded, compared with the year before. China supplied some 72% of these imports, dominated by frozen tilapia fillet, followed by Taiwan Province of China, Indonesia and Ecuador. Latin American countries contributed the largest supplies of fresh tilapia fillet with Ecuador, Honduras and Costa Rica the leading suppliers. Ecuador exported 15% less in 2010 compared with the year before. Honduras, however, supplied USD 48 million worth of tilapia, 5% more than same period in 2009.

Exports

Frozen Tilapia: Taiwan PC

| | Jan- Sep | | |
|--------------|---------------|---------------|---------------|
| | 2008 | 2009 | 2010 |
| | (tonnes) | | |
| USA | 15 587 | 11 912 | 13 572 |
| Saudi Arabia | 4 132 | 3 525 | 5 316 |
| Canada | 2 016 | 2 112 | 1 980 |
| Kuwait | 1 191 | 1 553 | 1 455 |
| Australia | 478.0 | 529.0 | 579.0 |
| UAE | 254.0 | 553.0 | 428.0 |
| Bahrain | 130.0 | 72.0 | 267.0 |
| Japan | 231.0 | 277.0 | 259.0 |
| Total | 24 442 | 21 048 | 24 566 |

Source: Taiwan Customs/INFOFISH

Once the leading supplier, tilapia exports from Taiwan Province of China are slowly rising, particularly for sashimi quality fillet izumidae, which is gaining popularity in the sushi and sashimi trade. The Taiwan Fisheries

European market for tilapia still relatively small

From January to August 2010, a total of 12 235 tonnes of tilapia was imported into the EU with nearly 90% coming

Imports

Tilapia: USA

| | Jan - Dec | | | Jan - Oct | |
|--------------------|----------------|----------------|----------------|----------------|----------------|
| | 2007 | 2008 | 2009 | 2009 | 2010 |
| | (tonnes) | | | | |
| Fresh fillet | 26 176 | 26 082 | 24 358 | 20 578 | 20 238 |
| Frozen fillet | 100 636 | 103 735 | 114 762 | 90 262 | 117 464 |
| Frozen, whole | 46 943 | 49 648 | 44 174 | 37 255 | 32 624 |
| Grand Total | 173 755 | 179 465 | 183 295 | 148 095 | 170 326 |

Source: US NMFS/INFOFISH

from China. Spain imported about 2 100 tonnes of frozen tilapia fillet.

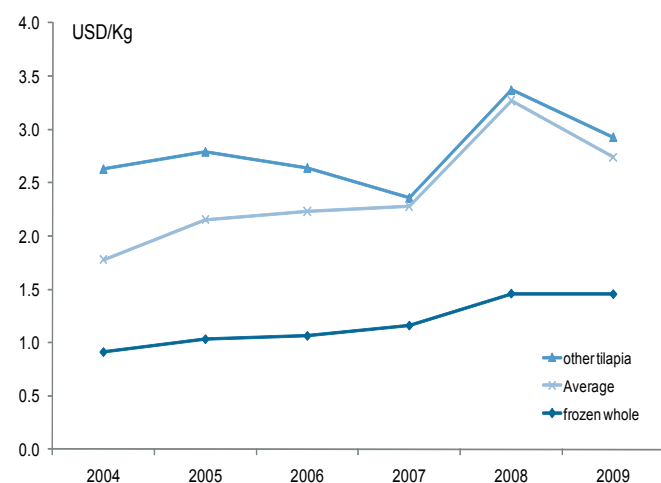
For the first time, locally farmed tilapia is now available in the UK, produced by The Fish Company from farms in Yorkshire and Lincolnshire. The fish has been introduced at all TESCO stores throughout the UK and is being used by caterer M&J Seafood as well as available in fish markets. Up to the third quarter of 2010, the UK imported 332 tonnes of frozen tilapia fillet.

Outlook

Tilapia prices strengthened in many markets during 2010 along with steady demand and moderate supplies. Domestic markets in major producing countries will continue to absorb more production as national currencies strengthen against the US dollar. Higher production of processed and value added tilapia is expected to take place in China although production costs are forecast to rise with higher processing and labour costs. The problem of the bacterial disease affecting tilapia production in China needs to be addressed and the development of a vaccine seems to be the only solution.

Unit value

Tilapia exports: China



Source: elaborated from National Trade Statistics

Viet Nam likely to set minimum price for pangasius exports for 2011

The pangasius industry in Viet Nam continues to face negative publicity, yet demand for this product has not decreased in major markets including in Asia. Imports into all major markets still show growth, with supplies coming from other sources within the region that are actively farming pangasius, as well as from Viet Nam. Pangasius exports from Viet Nam during January to October 2010 were 6.7% higher in volume and 2.4% in value compared with 2009. Exports in 2011 are expected to slide back as a result of raw material shortage. Prices are forecast to rise in 2011, as the cost of raw material is likely to escalate along with bank loan interest rates.

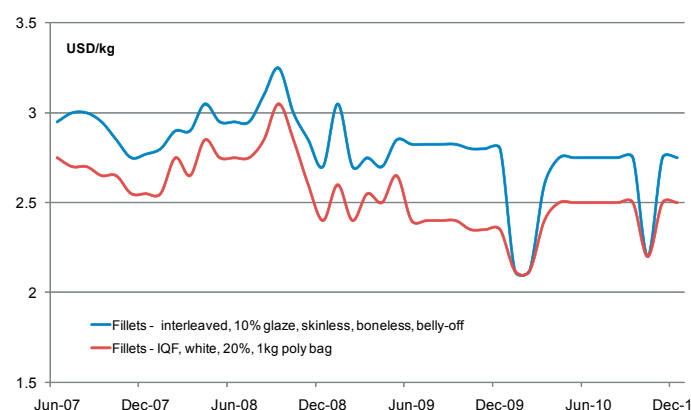
Europe

The EU, which is the largest market for pangasius, imported nearly 3% less from January to October 2010 compared with the previous year. Spain, the biggest importer of pangasius in the EU imported nearly 44 000 tonnes followed by Germany, the Netherlands and Poland. The UK imported about 7 000 tonnes of fillet in the first nine months of 2010.

Prices offered by EU importers for Vietnamese products however, were low and exporters have been holding on to stocks while waiting for the decision on pangasius inspection in the USA. The supply shortage is expected to continue until the new harvest becomes available in Viet Nam later in 2011.

Following the inclusion and subsequent down-listing of pangasius on World Wildlife Fund for Nature's (WWF) red list, the WWF and Viet Nam have signed a Memorandum of Understanding (MOU) to recognize both sides' commitment in ensuring that tra (pangasius) fish is globally recognised as a sustainable aquaculture product. Under the MOU, both parties will assist pangasius farmers to implement the Aquaculture Stewardship Council (ASC) standards.

'Panga' Catfish fillet prices, cfr Spain



Source: EPR

USA

The USA imported close to 50 000 tonnes of catfish during the first ten months of 2010. Pangasius made up 91%, which also contributed to the growth in total catfish imports. In contrast to 2009, supplies from Thailand and Cambodia declined in 2010. Meanwhile the decision on whether or not the inspection of pangasius imports would be taken over by the US Department of Agriculture from the FDA, is expected to be made in January 2011. This could affect future imports of pangasius.

Imports of channel catfish (*Ictalurus sp.*), which account for 9% of total US catfish imports declined by 32%. China supplies the most of this product and exports were 28% lower in 2010 than the same period in 2009.

Asia

Supplies of pangasius to Asian markets are now available from countries in the region other than Viet Nam. Production in Indonesia, Malaysia, and the Philippines is also absorbed by their domestic markets.

Just as in most South East Asian countries, the Indonesian government is actively promoting fish consumption by domestic consumers, including a catfish festival held in Jakarta in June. At the same time, the Ministry of Marine Affairs and Fisheries (MMAF) Indonesia has passed a new regulation for fishery imports. The Ministerial Regulation No. 17/2010 requires imported fishery products to be accompanied by health and country of origin certificates from the exporting country's competent authority and sets the maximum glazing allowed for frozen products (mostly fillet) at 20%. Indonesia imported 35% more fillet from Viet Nam, Malaysia and Thailand.

The Department of Trade and Industry (DTI) in the Philippines has made the development of the pangasius catfish industry a priority in attracting more investment and creating job opportunities. A working visit to Viet Nam aimed at increasing knowledge about the pangasius



Imports

Frozen Catfish: USA

| |Jan-Sep..... | | | | |
|--------------|-------------------|-------------|-------------|-------------|-------------|
| | 2006 | 2007 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | |
| Viet Nam | 11.4 | 12.9 | 18.2 | 26.8 | 32.0 |
| China | 2.9 | 8.8 | 11.1 | 6.6 | 6.5 |
| Thailand | 1.7 | 5.2 | 5.3 | 5.1 | 2.3 |
| Malaysia | 2.2 | 0.6 | 0.6 | 0.4 | 0.3 |
| Indonesia | 0.2 | 0.6 | 0.6 | 0.2 | 0.0 |
| Others | 0.9 | 0.6 | 1.0 | 2.2 | 0.8 |
| Total | 19.3 | 28.7 | 36.8 | 41.3 | 41.9 |

Source: GLOBEFISH

industry and its value-chain was undertaken. The government has also intensified efforts to promote locally farmed pangasius in the domestic market by officially introducing it to local wet markets where the public was briefed about the pangasius development project.

A pilot project to introduce the farming of tilapia and pangasius in Pakistan is set to be launched for the first time in fish farms spread over 20 000 acres in Alipur Chattha, Gujranwala according to sources from the Fisheries Development Board (FDB). Pakistan currently imports about 1 700 tonnes of rohu (a species in the carp family) and pangasius from Viet Nam, Thailand and Myanmar. Both pangasius and rohu are in great demand in Pakistan and their market share is expected to grow in future.

Other markets

With the increasing imports of pangasius (mainly from Viet Nam) in many markets, several producing countries are also taking precautions to protect their domestic industry. Besides Indonesia, Brazil has suspended imports of pangasius until quality and safety checks have been undertaken. Pangasius is seen to be in competition with the Brazilian carp. From January to September 2010, Brazil imported 8 451 tonnes of pangasius from Viet Nam. Although prices offered by Brazil are not attractive yet, it remains a potential market.

Meanwhile, demand for pangasius fillets is increasing in the Chilean market as a result of regular supply and competitive prices. Pangasius is thus replacing hake and pompano as a preferred whitefish product. Imports of pangasius are also increasing to Mexico where 31% more pangasius was obtained this year.

Outlook

Although pangasius has been moved from the WWF's red list to the orange list ("moving to certification"), the negative press facing the fish and competition from the neighbouring countries will continue to present challenges

for Viet Nam. In addition, rising costs and falling profit margins may result in lower production and exports. In January 2011, the decision on the US Farm Bill that could transfer the responsibility of inspecting pangasius from the FDA to the Department of Agriculture will put further pressure on the pangasius industry in Viet Nam.

PANGASIUUS NEWS

EUROPE FACES PANGASIUUS SHORTAGE

Vietnamese processors are receiving such low prices for IQF pangasius fillets from European buyers that they're stockpiling the fish in cold storage. And the situation is only going to get worse, as the supply shortage is expected to last through Easter 2011. The Dutch and Scottish politicians who are launching vitriolic attacks on Viet Nam's pangasius industry may get their wish to reduce imports of the inexpensive, Vietnamese-raised fish, but through no efforts of their own. Europe is already facing a shortage of pangasius, and the situation is only going to get worse. Vietnamese processors are receiving such low prices for IQF pangasius fillets from European buyers – USD 2.80 to USD 3 per kilogram CIF for best quality fish (100% white with a 5% glaze) – that they're stockpiling the fish in cold storage in Viet Nam. Companies such as Bianfishco are reportedly holding upward of 10 000 tonnes of product each, while waiting to see what happens to a U.S. measure, part of the 2008 Farm Bill, that would transfer the responsibility of inspecting pangasius from the Food and Drug Administration to the Department of Agriculture, which would effectively slow imports considerably. If the decision on the measure, which is expected in January, favors the Vietnamese, then the stockpiled supplies will be released to the US market. IQF pangasius fillets are currently fetching USD 3.70 per kilogram CIF US ports, which is at least USD 0.70 per kilogram higher than two years ago and about 30% above what European importers are paying. If the decision goes against the Vietnamese, then processors will be forced to seek alternative markets. There is already far higher demand for pangasius in Europe than there is fish available. The buyer for Globus, a major discount retailer in Germany, has publicly stated that he could sell twice as much pangasius than he has been able to buy but cannot get a hold of it. (Observers have estimated that Viet Nam could easily sell about 2 million tonnes (round weight) of pangasius worldwide, double the amount that farmers are currently producing.) The shortage in Europe is likely to last until May when the new harvest becomes available. This means that European retailers, some of whom can sell four to five containers each per week, will miss both the vital Christmas/New Year and Easter periods. However, it is far from certain that the shortage will ease in May. The Vietnamese Ministry of Agriculture and Rural Development (MARD), which includes fisheries, is so concerned about the low prices being paid for pangasius in Europe, and the hardship it's causing to Vietnamese farmers, that it is stepping in to restrict the volume of pangasius produced in 2011 to 1 million tonnes, the same as it was in 2009. To achieve this, the ministry will limit the number of farming licences and set a minimum farm-gate price of VND 18 000 (USD 0.92) per kilogram, as this price has dropped to as low as VND 13 000 (USD 0.67) per kilogram. The ministry also wants to improve the product quality and thus hopes to raise the export price of pangasius to well over USD 3 per kilogram. There have been several attempts by the Vietnamese Association of Seafood Exporters and Producers (VASEP) to impose a minimum selling price for pangasius in Europe and other regions of the world, but none have been successful. Now it seems that the government has lost patience and will itself try to impose controls on both the farmers and the processors who buy in pangasius from independent farmers. How they intend to do this hasn't yet been revealed. And it must be pointed out that the prognosis isn't good, as previous attempts to impose minimum prices for pangasius have all failed. But, if the MARD is successful this time, then European importers will continue to face shortages. So the European politicians may get their wish, but European consumers will be deprived of a source of good, cheap whitefish. Source: Seafoodsource.com

EUROPEAN SEABASS AND GILTHEAD SEABREAM

Improved balance between demand and supply should lead to a stronger market in 2011 and firmer prices compared with those in 2010

Although the prospects for the bass and bream sector are notoriously hard to forecast because of the uncertainty in biomass estimates, it looks likely that production will fall slightly in 2011, mainly because of tight liquidity among many producers in countries such as Greece and Spain, and challenging demand prospects in several major markets. However, outside investors see strong long-term potential in the sector and in particular, Greek companies such as Nireus, Dias and Selonda were able to attract foreign capital during 2010. Also of note was the takeover of Norwegian group Marine Farms, which controls Spanish bass and bream producer Culmarex, by the large Polish-based salmon processor Morpol.

Production

Seabass (*Dicentrarchus labrax*): World

| | 2005 | 2006 | 2007 | 2008 | 2009* | 2010* |
|--------------|----------------|-------------|--------------|--------------|--------------|-------------|
| | (1 000 tonnes) | | | | | |
| Greece | 36.0 | 40.0 | 35.6 | 35.5 | 42.0 | 40.0 |
| Turkey | 21.1 | 30.0 | 42.3 | 50.0 | 32.0 | 30.0 |
| Italy | 8.6 | 9.1 | 8.7 | 8.7 | 9.0 | 9.0 |
| France | 4.3 | 5.6 | 8.7 | 6.5 | 4.0 | 4.0 |
| Spain | 5.5 | 8.9 | 9.8 | 10.3 | 10.0 | 8.0 |
| Egypt | 5.3 | 2.1 | 7.6 | 11.1 | 2.0 | 2.0 |
| Croatia | 1.9 | 1.6 | 2.8 | 2.7 | 2.0 | 2.0 |
| Portugal | 1.5 | 1.4 | 1.8 | 1.6 | 2.0 | 2.0 |
| Tunisia | 0.6 | 0.5 | 1.2 | 1.1 | 1.0 | 1.0 |
| Others | 0.7 | 0.6 | 3.3 | 3.3 | 1.0 | 1.0 |
| Total | 85.5 | 99.8 | 121.9 | 130.9 | 105.0 | 99.0 |

Source: FAO/AQUAMEDA (for 2007 and 2008), (*) Provisional

The market in November was characterized by continued downward price pressure, especially for seabass. For large volume sales, exceptionally low prices were obtained by several large retail chains that were able to benefit from the need for cash-flow by many of the Greek producers in particular. Price levels as low as EUR 3.70 for 300-400 gr seabass and EUR 3.90 for seabream were reported in the market. December demand was up from the previous month, which normally is one of the slowest of the year. However, prices did not increase much as supply was still ample.

Looking back at prices for 2010, seabream prices have been better than in 2009. The big disappointment was the decline in the price of bass, which dropped not only much lower than usual but also lower than that of bream, an unusual situation.

Markets

Strong growth in Italy despite hard times

Import of bass and bream rose a healthy 15% in volume and 22% in value during the January-September 2010 period. Greece is the predominant supplier with Turkey as a distant second. Turkey's exports to Italy of bream rose somewhat in 2010 whereas bass shipments dropped drastically.

Difficult economic situation in Spain causes import volumes to fall

Sluggish demand in the Spanish market resulted in slightly lower imported volumes of bass and bream during the first 9 months of 2010 (-2%). Because of higher average prices compared with 2009, total import

Production

Seabream (*Sparus aurata*): World

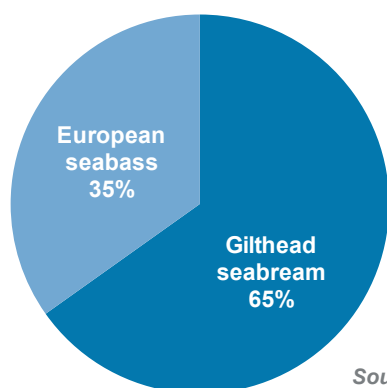
| | 2005 | 2006 | 2007 | 2008 | 2009* | 2010* |
|--------------|----------------|--------------|--------------|--------------|--------------|--------------|
| | (1 000 tonnes) | | | | | |
| Greece | 44.0 | 60.0 | 50.2 | 52.2 | 88.0 | 83.0 |
| Turkey | 17.5 | 22.5 | 34.3 | 33.2 | 31.0 | 27.0 |
| Spain | 15.6 | 20.2 | 21.5 | 23.5 | 25.0 | 20.0 |
| Italy | 8.5 | 8.9 | 8.6 | 8.7 | 9.0 | 8.0 |
| Egypt | 5.7 | 3.0 | 4.1 | 7.2 | 3.0 | 3.0 |
| Israel | 3.4 | 2.8 | 2.2 | 2.2 | 3.0 | 4.0 |
| Portugal | 2.5 | 1.6 | 2.2 | 1.8 | 2.0 | 2.0 |
| Croatia | 1.1 | 1.0 | 1.2 | 1.8 | 1.0 | 1.0 |
| France | 1.9 | 2.2 | 2.1 | 2.1 | 2.0 | 2.0 |
| Others | 0.0 | 0.0 | 5.7 | 8.1 | 0.0 | 0.0 |
| Total | 102.8 | 125.0 | 132.1 | 140.8 | 167.0 | 153.0 |

Source: FAO/AQUAMEDA (for 2007 and 2008), (*) Provisional



EUROPEAN SEABASS AND GILTHEAD SEABREAM

Seabass and seabream production



Source: FAO 2008

values went up 6%. The main supplier is Greece, which somewhat surprisingly managed to increase its shipments to Spain during the nine month period.

On the positive side, importers and Spanish aquaculture farmers welcomed the communication from the European Food Safety Authority in October 2010 highlighting the beneficial health effects of regular consumption of fish. Industry operators believe that this will encourage consumers to increase their consumption also of bass and bream and plan to emphasize the message in their communication strategy to attract consumers.

Imports

Seabream and seabass: Spain (quantity)

| |Jan-Dec..... | | |Jan-Sep..... | | |
|----------------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Seabream | | | | | | |
| <i>(all species)</i> | | | | | | |
| Greece | 5.1 | 5.6 | 8.5 | 4.8 | 6.5 | 6.0 |
| France | 0.1 | 1.1 | 0.4 | 0.2 | 0.3 | 0.3 |
| Morocco | 0.7 | 0.5 | 0.4 | 0.2 | 0.3 | 0.2 |
| Total | 6.4 | 8.6 | 9.5 | 6.7 | 7.8 | 7.0 |
| Seabass | | | | | | |
| Turkey | 3.7 | 4.0 | 3.6 | 1.7 | 2.2 | 2.0 |
| Greece | 3.5 | 3.6 | 2.5 | 3.0 | 2.7 | 3.6 |
| France | 0.5 | 0.5 | 0.4 | 0.4 | 0.3 | 0.3 |
| Morocco | 0.2 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total | 8.2 | 8.7 | 6.9 | 5.4 | 5.5 | 6.0 |
| Gr. Total | 14.6 | 17.3 | 16.4 | 12.1 | 13.3 | 13.0 |

Source: Spanish national statistics

French market markedly weaker during 2010

The French market turned strongly negative in the first nine months of 2010. A somewhat weaker market was observed already in the second quarter but manifested

Imports

Seabream and seabass: Spain (value)

| |Jan-Dec..... | | |Jan-Sep..... | | |
|----------------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (million EUR) | | | | | |
| Seabream | | | | | | |
| <i>(all species)</i> | | | | | | |
| Greece | 23.2 | 25.5 | 30.8 | 16.4 | 23.4 | 25.3 |
| France | 2.2 | 1.0 | 3.2 | 1.4 | 2.3 | 2.2 |
| Morocco | 2.0 | 3.4 | 1.6 | 0.9 | 1.2 | 0.9 |
| Total | 34.4 | 33 | 39.7 | 24.0 | 30.1 | 30.9 |
| Seabass | | | | | | |
| Greece | 17.6 | 22.8 | 15.4 | 14.5 | 11.8 | 15.1 |
| Turkey | 15.0 | 7.7 | 9.5 | 7.6 | 8.2 | 7.4 |
| France | 5.7 | 6.1 | 4.6 | 3.9 | 3.6 | 3.0 |
| Morocco | 1.3 | 2.0 | 0.6 | 0.5 | 0.4 | 0.3 |
| Total | 42.5 | 43.3 | 36.4 | 28.0 | 24.4 | 26.9 |
| Gr. Total | 76.9 | 76.3 | 76.1 | 49.8 | 54.5 | 57.8 |

Source: Spanish national statistics

Imports

Seabream and seabass: France (value)

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (million EUR) | | | | | |
| Seabream | | | | | | |
| <i>(dentex/pagellus)</i> | | | | | | |
| Greece | 2.9 | 2.5 | 2.1 | 2.0 | 1.8 | 2.3 |
| Total | 5.6 | 4.8 | 5.2 | 3.8 | 4.0 | 4.6 |
| Seabass | | | | | | |
| <i>(gilthead)</i> | | | | | | |
| Greece | 13.6 | 15.8 | 18.8 | 12.4 | 15.3 | 16.4 |
| Spain | 5.9 | 5.4 | 7.2 | 3.9 | 5.4 | 5.1 |
| Total | 20.2 | 22.4 | 27.5 | 17.2 | 21.5 | 23.8 |
| Seabass | | | | | | |
| Greece | 12.6 | 14.4 | 14.1 | 11.6 | 11.2 | 13.2 |
| UK | 1.3 | 0.8 | 1.8 | 0.7 | 1.4 | 1.6 |
| Total | 19.7 | 22.9 | 23.5 | 17.9 | 18.1 | 21.3 |
| Gr. Total | 45.5 | 50.1 | 56.2 | 38.9 | 43.6 | 49.7 |

Source: French national statistics



Imports

Seabream and seabass: France (quantity)

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Seabream | | | | | | |
| <i>(dentex/pagellus)</i> | | | | | | |
| Greece | 0.7 | 0.7 | 0.5 | 0.6 | 0.5 | 0.5 |
| Total | 1.4 | 1.3 | 1.4 | 1.1 | 1.1 | 1.2 |
| Seabream | | | | | | |
| <i>(gilthead)</i> | | | | | | |
| Greece | 3.1 | 4.6 | 5.2 | 3.5 | 4.2 | 3.7 |
| Spain | 1.3 | 1.5 | 1.9 | 1.4 | 1.4 | 1.1 |
| Total | 4.5 | 6.4 | 7.4 | 4.8 | 5.8 | 5.4 |
| Seabass | | | | | | |
| Greece | 2.6 | 2.9 | 3.1 | 2.4 | 2.5 | 2.7 |
| UK | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 |
| Total | 4.0 | 4.4 | 4.8 | 3.5 | 4.8 | 4.0 |
| Gr. Total | 9.9 | 12.1 | 13.6 | 9.4 | 11.7 | 10.6 |

Source: French national statistics

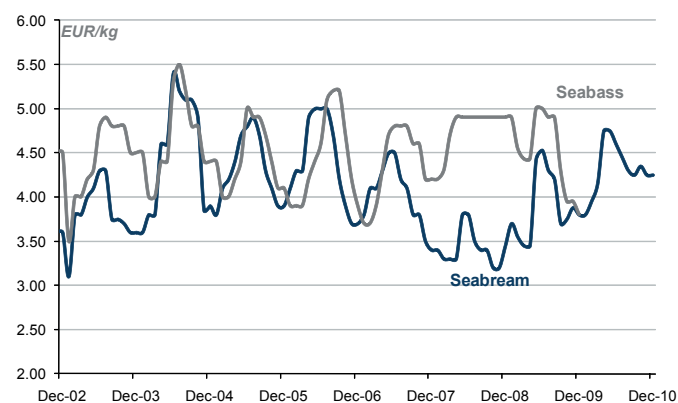
itself more forcefully in the third. Total import volumes for the nine month period fell almost 10%. As a result of higher average prices, the value of imports rose during the same period by 14%. Higher unit prices are also part of the reason for the fall in imports.

UK

Despite the uncertain economic situation with large cuts in government spending in 2010 and 2011, UK import volumes of bass increased by a healthy 18% during the first three quarters in 2010. Bream imports were virtually unchanged.

Prices

Seabass and Seabream: Italy



fresh whole 300-450 gr/pc, origin Greece

Source: EPR; GLOBEFISH AN 10512, 10514

Imports

Seabream: UK

| |Jan-Sep..... | | |
|--------------|-------------------|------------|------------|
| | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | |
| Greece | 1.2 | 0.8 | 0.8 |
| Netherlands | 0.2 | 0.4 | 0.4 |
| France | 0.2 | 0.3 | 0.2 |
| Italy | 0.1 | 0.1 | 0.1 |
| Morocco | 0.2 | 0.0 | 0.0 |
| Others | 0.0 | 0.2 | 0.2 |
| Total | 1.9 | 1.8 | 1.7 |

Imports

Seabass: UK

| |Jan-Sep..... | | |
|--------------|-------------------|------------|------------|
| | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | |
| Greece | 2.1 | 1.4 | 2.2 |
| Netherlands | 0.6 | 1.1 | 1.6 |
| Italy | 0.7 | 0.4 | 0.1 |
| France | 0.6 | 0.4 | 0.3 |
| Ireland | 0.0 | 0.0 | 0.1 |
| Others | 0.0 | 0.5 | 0.2 |
| Total | 4.1 | 3.8 | 4.5 |

Source: National Statistics

SEABASS AND SEABREAM NEWS

LINNAEUS OWNER SAYS MEDITERRANEAN AQUACULTURE NEEDS CONSOLIDATION

Nireus, the Mediterranean's largest fish farming company, reported "Mediterranean aquaculture needs consolidation, said Kahka Bendukidze, Georgian businessman, former politician and owner of Dutch investment fund Linnaeus Capital Partners. It also needs "better financial discipline, more investments in public awareness about the benefits of farmed fish and deep selection program for improving broodstock," Bendukidze said. Bendukidze owns Linnaeus Capital, a fund that has fast invested in aquaculture companies in the past year, with stakes in AquaBounty, Cell Aquaculture and most recently in Greece's top three bass and bream companies. Despite the sectors debts and "fragmentation," Linnaeus is confident about the long term prospects of Greece's bass and bream industry, Bendukidze said. Speaking exclusively to IntraFish, Bendukidze highlighted that his intentions in aquaculture investment were on a worldwide scale. Our vision about the sector is global and therefore our investments will not be and have not been contained to Greek aquaculture companies only," he said. "Linnaeus could opt to invest in other regional players and markets either directly or indirectly through its existing portfolio investments." The fund has already invested in several seafood ventures outside the bass and bream sector this year, including Israel Grow Fish Anywhere; US-based AquaBounty Technologies; and Cell Aquaculture, and has made public that it has USD 75 million (EUR 57million) labeled for the seafood sector in 2010. With sustainability high on his agenda, Bendukidze says he also has a "significant" interest in the salmon sector, reflected in the fund's investment in AquaBountySource: INTRAFISH



EUROPEAN SEABASS AND GILTHEAD SEABREAM

Imports

Fresh seabream and seabass: Italy (quantity)

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Seabream | | | | | | |
| <i>(dentex/pagellus)</i> | | | | | | |
| Greece | 1.4 | 1.4 | 1.2 | 1.1 | 0.9 | 0.9 |
| Total | 2.0 | 2.0 | 2.1 | 1.6 | 1.6 | 1.6 |
| Seabream | | | | | | |
| <i>(gilthead)</i> | | | | | | |
| Greece | 13.1 | 14.1 | 14.5 | 10.4 | 11.0 | 12.4 |
| Turkey | 1.5 | 1.9 | 2.0 | 1.1 | 1.4 | 1.6 |
| Total | 16.8 | 18.3 | 19.1 | 13.3 | 14.3 | 16.3 |
| Seabass | | | | | | |
| Greece | 12.6 | 9.8 | 18.4 | 7.6 | 8.1 | 12.2 |
| Turkey | 4.4 | 3.6 | 4.4 | 2.4 | 3.4 | 1.8 |
| Total | 20.3 | 16.4 | 19.1 | 12.3 | 13.5 | 16.0 |
| Gr.Total | 39.1 | 36.7 | 40.3 | 27.2 | 29.4 | 33.9 |

Source: ISTAT

Imports

Fresh seabream and seabass: Italy (value)

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (million EUR) | | | | | |
| Seabream | | | | | | |
| <i>(dentex/pagellus)</i> | | | | | | |
| Greece | 6.4 | 7.6 | 5.5 | 4.5 | 4.1 | 4.5 |
| Total | 12.4 | 12.2 | 14.7 | 9.1 | 11.5 | 11.8 |
| Seabream | | | | | | |
| <i>(gilthead)</i> | | | | | | |
| Greece | 52.9 | 44.7 | 54.5 | 35.9 | 41.1 | 53.4 |
| Turkey | 5.2 | 5.7 | 6.4 | 3.3 | 4.5 | 5.8 |
| Total | 71 | 61.2 | 75.3 | 48.6 | 55.9 | 72.8 |
| Seabass | | | | | | |
| Greece | 57.5 | 44.3 | 51.6 | 36.5 | 37.4 | 54.3 |
| Turkey | 17.8 | 26.6 | 15.3 | 10.4 | 12.0 | 6.6 |
| Total | 98.5 | 88.4 | 86.1 | 63.8 | 63.7 | 75.8 |
| Gr.Total | 181.9 | 161.9 | 176.1 | 121.5 | 131.1 | 160.4 |

Source: ISTAT

Import of exotic fish species breaks records in Russia

Popularity of chilled seabass and seabream in Russia continues to grow. According to www.fishnet.ru, import of chilled seabass and seabream during January-October 2010 increased considerably.

Seabass

As the Russian Federal Customs Service reported, the import volume of fresh and chilled seabass in January-October 2010 reached 1.485 tonnes, three times higher compared with the respective period in 2009 (481 tonnes). The value of imports grew 2.5 times from RUB 111.5 million to RUB 271.3 million in the same period showing that the average import price for that species went down.

The largest exporting country was Greece with 888 tonnes of seabass during January-October 2010, which is 5.4 times compared with the 166.5 tonnes that Greece supplied to Russia in the same period of 2009. Turkey was the second largest exporter of seabass to Russia with 492 tonnes which is 4.6 times more than the 166.5 tonnes in January-October 2009. Other countries-exporters of seabass to Russia were Cyprus, Morocco, Portugal, Tunisia, France and Spain.

Seabream

Russian import volume of fresh and chilled seabream reached 1.474 tonnes in January-October 2010 showing a 2.7 times increase compared with 550 tonnes in the same period of 2009. The value of imports grew by 2.35 times from RUB 112.5 million to RUB 264 million.

As well as for seabass, Greece was also the largest exporter of seabream to Russia with 936.5 tonnes in January-October 2010, which is 4.9 higher compared with the volume in same period of 2009. Turkey followed with 456.6 tonnes (146 tonnes in 2009). Cyprus, Spain, Tunisia, France, Portugal and Morocco were other suppliers of seabream to the Russian market.

Source: Fishnet.ru at

Salmon industry is regaining confidence in Chile as top prices bring high margins to producers

The salmon industry in Chile is showing signs of recovering from the crisis caused by the spread of the ISA virus, which caused the loss of about 20 000 jobs and financial losses of USD 2 billion. A new production structure has been set, and, along with the improvement of sanitary standards, a reduction in mortality rates and an increase in stocking, a higher level of productivity can be seen. With the increase in activity there is a need for working capital, which is estimated at about USD 1 billion for the entire sector.

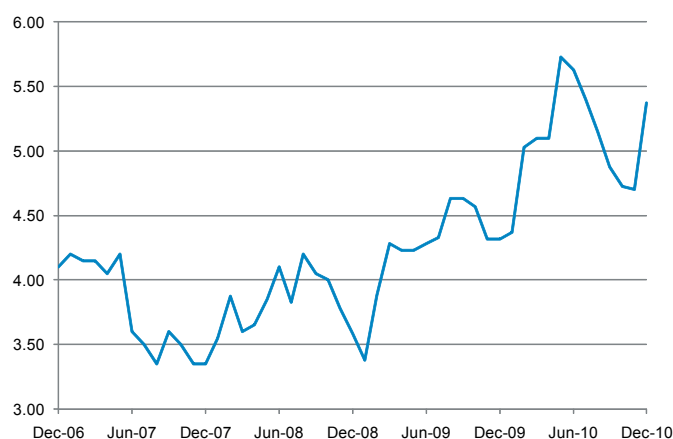
Brisk demand and limited supply will keep salmon prices high. The outlook for 2011 is positive for producers with another bonanza year expected.

The industry had to renegotiate USD 1 600 million in liabilities during the crisis, and the banking sector still remains somewhat reluctant to resume financing. Therefore, companies have begun to turn to the stock market for liquidity. Recently, Camanchaca, a company involved in salmon and fishmeal production, raised nearly USD 227 million in its first opening on the stock market. This firm, the fourth largest salmon producer in Chile, is the third seafood company to start quoting on the stock market, along with Multifoods and Invermar. While some analysts are still cautious about this trend, others, including representatives from the industry, forecast that more firms will take this step to obtain funds. According to the president of the Salmon Industry Association (SalmonChile), the salmon industry is still weak and in debt and it is understandable that companies are taking this route to ensure growth.

ISA virus seems under control but is still present

By late December, only one production center was listed with an outbreak of the ISA virus and ten were

Salmon fillet prices (FOB Miami, chilled, C-trim, Alt. fresh, 3-4 bs)



Production

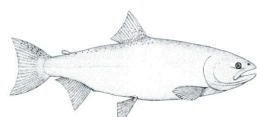
Farmed salmon: World (live weight)

| | 2007 | 2008 | 2009* | 2010* | 2011* |
|------------------------|--------------|--------------|--------------|--------------|--------------|
| (1 000 tonnes) | | | | | |
| ATLANTIC SALMON | | | | | |
| Norway | 725 | 743 | 870 | 970 | 1020 |
| Chile | 355 | 389 | 180 | 105 | 145 |
| UK | 140 | 129 | 145 | 146 | 150 |
| Canada | 110 | 104 | 120 | 130 | 135 |
| Faeroe Is. | 20 | 38 | 55 | 45 | 45 |
| Australia | 20 | 25 | 26 | 27 | 27 |
| Ireland | 15 | 10 | 15 | 16 | 17 |
| USA | 12 | 17 | 15 | 16 | 16 |
| Others | 3 | 0 | 5 | 5 | 5 |
| Total | 1 400 | 1 455 | 1 431 | 1 460 | 1 560 |
| PACIFIC SALMON | | | | | |
| Japan | 10 | 14 | 13 | 13 | 13 |
| Chile | 120 | 105 | 92 | 120 | 130 |
| Canada | 8 | 7 | 8 | 7 | 8 |
| New Zealand | 10 | 10 | 10 | 11 | 12 |
| Total | 148 | 136 | 123 | 151 | 163 |
| Gr. Total | 1 548 | 1 591 | 1 554 | 1 611 | 1 723 |

Source: GLOBEFISH AN 12201

* estimate

listed as suspected of having the virus. Despite the fact that the virus seems to be under control, and outbreaks have reduced sharply, representatives from SalmonChile remain cautious about a sharp growth in production, as the goal of reaching output levels similar to those before the ISA virus crisis by 2012 would mean growth rates of between 40% and 50%. According to the representatives of the Association, there are still outstanding issues regarding the new sanitary requirements, and the control and logistics of production. Strong participation by the



Exports (quantity)

Salmon and Trout: Chile

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|------------|------------|-------------------|------------|------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Japan | 146 | 163 | 153 | 122 | 106 | 33 |
| USA | 114 | 108 | 69 | 83 | 58 | 87 |
| EU (25) | 41 | 43 | 25 | 33 | 21 | 6 |
| Lat.America | 36 | 53 | 57 | 39 | 42 | 37 |
| Others | 60 | 79 | 65 | 65 | 53 | 35 |
| Total | 397 | 446 | 369 | 342 | 280 | 198 |

Source: Boletín de Exportaciones del IFOP

Exports (value)

Salmon and Trout: Chile

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (million USD) | | | | | |
| Japan | 648 | 708 | 825 | 477 | 557 | 326 |
| USA | 862 | 795 | 554 | 602 | 454 | 542 |
| EU (25) | 279 | 284 | 160 | 216 | 132 | 49 |
| Lat.America | 202 | 268 | 290 | 203 | 204 | 247 |
| Others | 258 | 335 | 273 | 267 | 213 | 195 |
| Total | 2249 | 2391 | 2101 | 1765 | 1559 | 1359 |

Source: Boletín de Exportaciones del IFOP

Exports (quantity)

Salmon and Trout: Chile

| |Jan-Dec..... | | |Jan-Sep..... | | |
|---------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Salmon | 284.7 | 320.8 | 270.2 | 243.8 | 202.5 | 109.8 |
| Frozen | 183.4 | 212.4 | 195.8 | 160.2 | 145.5 | 70.7 |
| Fresh | 94.4 | 100.8 | 65.3 | 77.7 | 52.8 | 35.0 |
| Canned | 3.2 | 3.4 | 2.7 | 2.7 | 2.0 | 0.9 |
| Salted | 0.8 | 0.9 | 3.7 | 0.7 | 0.2 | 1.4 |
| Smoked | 2.9 | 3.3 | 2.7 | 2.4 | 1.9 | 1.9 |
| Trout | 111.1 | 124.8 | 99.1 | 97.9 | 77.9 | 87.8 |
| Frozen | 103.2 | 115.8 | 88.3 | 90.6 | 70.1 | 73.4 |
| Fresh | 3.1 | 5.5 | 5.9 | 4.4 | 4.1 | 9.6 |
| Canned | 0.2 | 0.2 | 0.1 | 0.2 | 0.1 | 0.1 |
| Salted | 0.9 | 0.1 | 1.5 | 0.1 | 1.3 | 2.6 |
| Smoked | 3.7 | 3.3 | 3.3 | 2.6 | 2.3 | 2.2 |
| Total | 395.8 | 445.6 | 369.2 | 341.6 | 280.4 | 197.6 |

Source: Boletín de Exportaciones del IFOP

Exports (unit value)

Salmon and Trout: Chile

| |Jan-Dec..... | | |Jan-Sep..... | | |
|----------------|-------------------|------------|------------|-------------------|------------|------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (in USD/kg) | | | | | |
| Salmon | 6.0 | 5.6 | 5.6 | 5.5 | 5.5 | 6.8 |
| Frozen | 5.5 | 5.1 | 5.1 | 4.9 | 5.0 | 5.9 |
| Fresh | 6.7 | 6.4 | 6.7 | 6.3 | 6.6 | 8.3 |
| Canned | 6.7 | 6.2 | 6.7 | 6.2 | 6.6 | 7.7 |
| Salted | 7.0 | 6.7 | 5.5 | 6.8 | 8.1 | 6.1 |
| Smoked | 12.7 | 12.7 | 13.0 | 12.6 | 12.9 | 13.9 |
| Trout | 4.7 | 4.8 | 6.0 | 4.4 | 5.7 | 7.0 |
| Frozen | 4.5 | 4.6 | 5.7 | 4.2 | 5.5 | 6.7 |
| Fresh | 6.1 | 5.8 | 7.1 | 5.5 | 7.0 | 7.9 |
| Canned | 5.5 | 5.0 | 7.3 | 6.6 | 7.2 | 9.5 |
| Salted | 4.9 | 10.0 | 5.7 | 5.2 | 5.7 | 6.2 |
| Smoked | 9.8 | 10.3 | 12.0 | 10.0 | 11.8 | 12.5 |
| Average | 5.8 | 5.4 | 5.7 | 5.2 | 5.6 | 6.9 |

Source: Boletín de Exportaciones del IFOP

Exports (value)

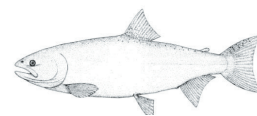
Salmon and Trout: Chile

| |Jan-Dec..... | | |Jan-Sep..... | | |
|---------------|-------------------|---------------|---------------|-------------------|---------------|---------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (million USD) | | | | | |
| Salmon | 1714.6 | 1797.0 | 1506.9 | 1334.2 | 1112.8 | 744.6 |
| Frozen | 1014.7 | 1085.0 | 996.9 | 791.9 | 726.4 | 414.3 |
| Fresh | 635.6 | 643.0 | 436.4 | 489.8 | 346.3 | 288.7 |
| Canned | 21.5 | 21.0 | 17.8 | 17.0 | 13.2 | 7.1 |
| Salted | 51.6 | 6.0 | 20.6 | 4.9 | 1.9 | 8.2 |
| Smoked | 36.7 | 42.0 | 35.3 | 30.6 | 24.9 | 26.2 |
| Trout | 523.4 | 594.0 | 594.5 | 430.8 | 446.5 | 614.1 |
| Frozen | 462.8 | 527.0 | 503.8 | 379.2 | 382.9 | 494.1 |
| Fresh | 19.0 | 32.0 | 42.0 | 24.0 | 28.7 | 75.4 |
| Canned | 1.1 | 1.0 | 1.0 | 1.2 | 0.9 | 0.6 |
| Salted | 4.4 | 1.0 | 8.4 | 0.5 | 7.5 | 16.1 |
| Smoked | 36.1 | 34.0 | 39.4 | 25.9 | 26.5 | 27.8 |
| Total | 2238.0 | 2391.0 | 2101.4 | 1765.0 | 1559.3 | 1358.7 |

Source: Boletín de Exportaciones del IFOP

government, as a supplier of infrastructure, is required.

The new sanitary measures are concerning coho salmon and trout producers. The new requirements imply that smolt production must be done on land, not in estuaries. The Coho Salmon and Trout Producers Association (Acotruch) has stated its concern regarding the increase



in production costs and the additional investment that the new smolt production would require, as well as the lack of capacity for the output levels required. According to representatives from Acotruch, this would negatively affect medium and small producers.

Recently, the salmon industry announced the creation of a confederation of relevant players of the industry (the Multigremial del Salmón), which comprises SalmonChile, Acotruch, the Association of Shipowners of Maritime Services, the Association of Nets Workshops, the Association of Diving Companies and the Association of Environmental Laboratories. The aim of the new organization is to defend the interests of the salmon industry, gather information from the entire industry, keep track of agreements and decisions about the industry and influence policy by having a strong, cohesive organization.

Sharp drop in production and lower exports maintain prices at a higher level

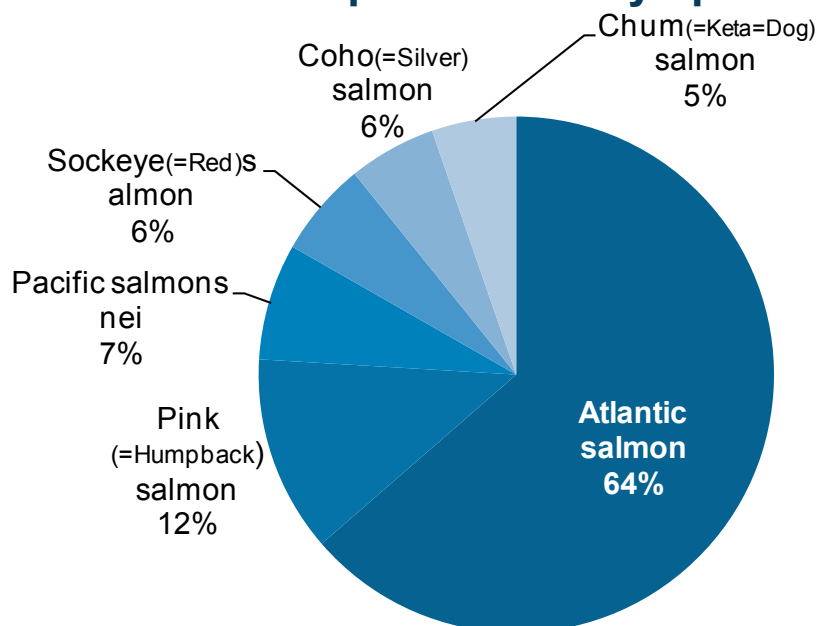
During the first nine months of 2010, Chilean production of salmon and trout fell by 52%, totaling 167 707 tonnes. The drop was registered in all the species, -58% for Atlantic salmon, -27% for rainbow trout and -62% for Coho salmon. During the three quarters, trout became the main harvested species, with a 49% share. Although the trend is still downward, there are some clear signs of recovery. According to industry representatives, by September 2010, there were about 60 million smolts stocked in Chilean waters, and those figures were set to

grow. At the recent AquaSur Conference, the president of SalmonChile mentioned that monthly stocking of salmon has increased and is now nearly five times the level during the crisis, and almost one third as much as the pre-crisis level. An increase in productivity and a drop in mortality rates, to even better figures than before the outbreak of the ISA virus, are further signs of the success of the reform process and indicate that the salmon sector is reaching a more stable position.

Between January and September 2010, Chilean exports of salmon and trout fell 30% in terms of volume and 13% in terms of value compared with the same period in 2009, totaling 197 622 tonnes worth USD 1 359 million. The unit value of exports in all categories showed a 24% increase in the first nine months of 2010.

Exports of trout grew 13% in terms of volume and 37.5% in terms of value in the period reviewed, but could not compensate for the 46% and 33% drop in sales of salmon in terms of volume and value. Salmon is still the main exported product, accounting for 55% of foreign trade, both in quantity and value. Japan is the main purchaser of trout, being the destination of 56% of total exported volume and 59% of total exported value in the first nine months of 2010. Regarding Atlantic salmon, Brazil imports almost as much as the USA. The US market accounted for 33% of total sales to foreign markets in quantity, and Brazil's share was 32.5%. However, Chilean salmon exports to the US have a higher unit value, and in terms of value the respective shares in total exports are 45% and 28%.

Salmon production by species



Source: FAO 2008



In the overall results, it is interesting to note that Latin America is becoming the second main destination for Chilean salmon and trout products, while trade with Japan has dropped considerably. Conversely, exports to the US grew 50% in terms of volume in the period reviewed, but given a reduction in the unit value of US imports, revenues for sales to this market only grew 19.5%. Meanwhile, the EU fell to the fourth place among the main markets, and imports from Chile up to September were 71.5% lower.

2011 should mark the beginning of the recovery, but operators call for cooperation

Some companies see 2011 as the year for the repositioning of Chilean salmon in the main markets. However, operators indicate that those worried about a potential flooding of the markets with Chilean products, or the resuming of production in a way that production conditions are negatively affected again, should not be concerned. The industry is now working in a more coordinated way, which is required by the new legal framework, and is adopting a new set of sanitary measures. Another tool being used by many companies is the Global Standard for salmon, Salmon GAP. However, regulation, surveillance research and management will remain as key issues for the industry, as noted at the recent aquaculture conference in Chile.

The change in trade patterns in the region will also have significance for the salmon industry. The higher demand for quality products from Latin American countries should be taken into consideration as companies aim to regain lost markets once production increases. Regarding the competitiveness of exports, the appreciation of the Chilean peso against the US dollar is cause for concern. By late 2010 the national currency reached higher level against the US dollar in the past two years, caused by

the general weakening of the US dollar and the higher international price of copper. Economic analysts forecast that this trend will continue at least in the first half of 2011. The negative effect of the currency appreciation has been somewhat compensated for by the increased prices caused by lower supplies.

In the short term, the operations and recovery of the salmon and trout industry will rely on coordination between players and the implementation of new requirements and controls by the industry and the authorities. Some companies are giving clear signs of getting ready to speed up operations, looking for new means to obtain funds and investments, including going to stock market.

Salmon supply from Europe continued to grow in 2010

2010 was an outstanding year for European salmon producers with strong demand in most markets leading to consistently high prices and record profits. The processing industry and retailers were less happy with the high raw material prices and some resistance among consumers was noted. However, with no other alternative red-meat fish products, demand for salmon is likely to keep growing as fish consumption takes off in new and emerging markets.

The world's largest salmon producer, marine harvest, has just released estimates for 2011, in which it plans to increase harvested volumes by 5.6% to 340 000 tonnes, up 18 000 tonnes from 2010. It is significant that 50% of the new increase will take place in Norway, mainly because of a reduction in losses caused by sea-lice and escapees.

Record year for Norway's exporters

Norway's exports of Atlantic salmon in 2010 reached 923 000 tonnes (round weight equivalents), up 11%, at a value of NOK 31.4 billion (EUR 4.0 billion), up 32.5% from 2009. Exports in product weight were 784 300 tonnes, an increase of 10.3% from 2009.

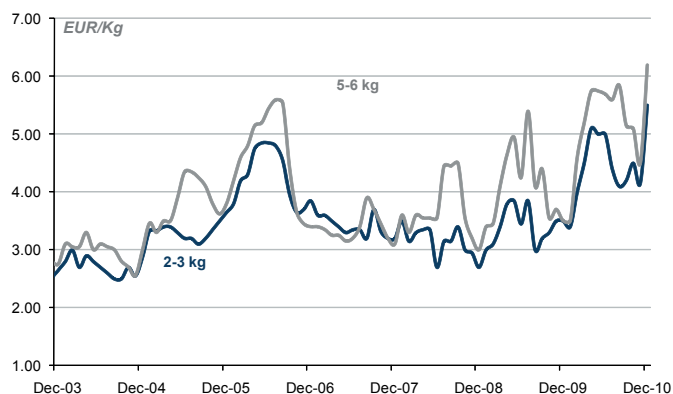
Average export prices (product weight) per kilo rose 20.2% to NOK 40 in this period

Norway's largest export market remains the EU with 66% of exports (by value), followed by Russia (9.7%), US (7%), Japan (3.4%), Hong Kong (2.3 %), China (1.6%) and the Ukraine (1.1%). The largest EU markets for Norwegian salmon are France, Poland and Denmark.

Norwegian producers benefited in 2010 from record prices caused by the cut-back in supply from Chile. 2011 is also set to be a year with high salmon prices.

Prices

Salmon: Europe, origin: Norway



Source: EPR; GLOBEFISH AN 10512, 10514
Fresh, gutted, head-on, 3-5 kg/pc



Salmon duty in the US: Norway to demand revision?

At present, Norwegian whole round salmon exports to the US face an import duty. This duty has been in place for 20 years and caused significant hurt to the Norwegian industry at the time of implementation. The

Exports (value)

Salmon and Trout: Norway

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (bill. NOK) | | | | | |
| Salmon | 17.5 | 17.4 | 23.0 | 12.2 | 16.7 | 21.8 |
| <i>Fresh</i> | 13.1 | 13.9 | 17.5 | 9.9 | 12.6 | 16.0 |
| <i>Frozen</i> | 1.2 | 1.0 | 1.0 | 0.6 | 0.6 | 0.9 |
| <i>Fresh fill.</i> | 1.6 | 1.6 | 2.7 | 1.1 | 1.9 | 2.7 |
| <i>Froz. fill.</i> | 1.0 | 0.9 | 1.8 | 0.6 | 1.2 | 1.7 |
| Trout | 1.3 | 1.8 | 1.9 | 1.3 | 1.4 | 1.1 |

Source: Norwegian Seafood Export Council

Exports (quantity)

Salmon and Trout: Norway

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Salmon | 585.4 | 598.6 | 685.9 | 422.9 | 490.3 | 551.8 |
| <i>Fresh</i> | 493.4 | 514.8 | 568.0 | 365.8 | 395.6 | 431.6 |
| <i>Frozen</i> | 42.9 | 33.7 | 32.1 | 22.6 | 19.9 | 22.9 |
| <i>Fresh fill.</i> | 33.3 | 35.3 | 57.1 | 24.8 | 39.5 | 50.0 |
| <i>Froz. fill.</i> | 15.8 | 14.8 | 28.7 | 9.7 | 18.7 | 24.1 |
| Trout | 58.8 | 76.8 | 61.3 | 54.6 | 44.4 | 27.0 |

Source: Norwegian Seafood Export Council

duty is reviewed at regular intervals and the next review is coming up in 2011. Therefore, Norway will have to decide whether or not to make a request for a change in the present US duty regime levied on whole round salmon from Norway.

With time, however, the market has evolved and the US has become a large importer of fillets. Norway has been able to export salmon fillets to the US without being subject to this duty. In particular, after production problems started in Chile, Norway's fillet exports to the US have risen dramatically.

Trout in Norway in decline as producers shift to salmon

Norway's export statistics for trout for 2010 show volumes dropping 35% to 40 000 tonnes (product weight) with values down 16.8% to NOK 1 620 billion (EUR 208 million). Average export prices per kilo rose 27.5% to NOK 40.40 in this period. Russia remains Norway's main market with 53% of sales, although shipments were drastically reduced last year along with the general decline in Norway's trout production and exports. Other important markets for Norway are China, Japan and Thailand as well as Belarus and Ukraine. The only two markets showing strong growth during 2010 were China and Belarus whereas most others showed a decline in their trout imports from Norway.

The main reason for the drop in Norway's production and exports of trout is that salmon and trout are covered by the same production licenses. With salmon prices at record levels, producers opt for salmon instead of trout.

EU imports of trout from Norway are limited because of the duty applied on non-EU trout imports. Total Norwegian exports of trout to the EU in 2010 reached 4 600 tonnes (round weight equivalents) and NOK 155 million, down 37% in volume and 17% in value from 2009. The EU represents less than 10% of Norway's total trout exports in value.

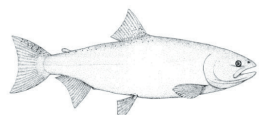
Faroe Islands see higher exports thanks to rising prices

The Faroe Islands saw export volumes fall a significant 23% during the first three quarters of 2010 to 22 600 tonnes, down from 29 100 tonnes in 2009 during the same 9 month period. Thanks to higher salmon prices though, exports values rose 5.3 % to DKK 915 million from DKK 869 million in 2009. The Faroese salmon industry has gone through a consolidation process with a reduction to only four producers and exporters, one of which is world market leader Marine Harvest.

Markets

Lower imports and mixed trends on prices in North American Markets

US salmon imports fell in the first nine months of 2010. Total imports of salmon (both wild and farmed) amounted to 133 103 tonnes worth USD 1 087 million, -9.6% and +3.5% respectively compared with the same period in 2009. These figures reflect a 14.5% increase in unit value of imports, pushed by the higher unit value of fresh fillets of farmed Atlantic salmon (+24%). Fresh fillets account for 32.5% of total imported volumes and 43% of total value. Supplies of this product fell 22% in the period reviewed, while a 2% increase in purchases of



fresh whole farmed Atlantic salmon, accounting for 52% of total salmon imports, are the main forces driving the drop in total imports, as the remaining categories showed a reduction in the volume traded but make up a smaller share of total supply.

Canada is the leading supplier of farmed Atlantic salmon, mainly in the fresh whole segment, with a 76% share. The fresh fillets segment, on the contrary, is now clearly dominated by Norwegian products, with a 43% share, thanks to a 49% increase in traded volume, while Chile is now second with a 35% share after a 56% drop in sales. Canada, the third player in this segment, also registered a significant 68% increase in total sales. Prices of Chilean fresh fillets have shown a downward trend since July, but by November they had started to recover, and by the end of the year the price of Chilean fresh fillets was 18% higher in a year-on-year comparison. Quotes were 15.5% lower than the peak registered in June. Usually prices stabilize by the end of the year at lower levels and start to recover at the beginning of February; however, in the current economic climate, it is not clear how much margin there is for further increases without affecting demand. For European salmon, the upward trend is stronger, and quotations are 24.5% higher than a year ago, and only 4.7% below the peak registered during 2010. By the end of 2010, the fresh fillets market is being driven by demand, and supplies are tight, firming up prices. Regarding frozen fillets, prices have been relatively stable since November, after a slight reduction since August, but still remain 24% higher than a year ago.

Improvement in domestic supply of wild salmon in the US

The 2010 salmon season in Alaska showed an improvement over previous years, with preliminary total landings were nearly 10% higher than in 2009, from 331 587 tonnes to 363 613 tonnes. Total value of landings also shown a strong increase of +27%, reflecting a 17% increase in average price. Looking forward to the first quarter of 2011, the Alaska Seafood Management Institute is expecting to have the management of Alaska salmon certified as sustainable by the Global Trust certification scheme by March 2011. A more contentious issue is that the trawling fleet catching pollock in the Gulf of Alaska is reported to have exceeded the limit of salmon by-catch, set at 40 000 fish, by over 18 000 fish. In addition to the higher landings in Alaska, runs of Chinook salmon in some areas of California also showed an improvement. Very good runs of sockeye took place in Alaska and British Columbia, which have been seen as a success for conservation and recovery plans put in place after the species showed strong signs of depletion in 1990.

The good performance of wild salmon catches led to a reduction in price by late August, but prices later recovered somewhat. By the end of the year, the price of whole frozen sockeye had increased.

Supplies and prices will be key issues in 2011

By the end of 2010 the farmed salmon market was being driven by demand, while supplies were barely adequate to fulfill market requirements. This pushed up prices in the fillets segment, in a period when they usually remain stable, with quotations approaching the peak levels registered earlier in 2010 that raised concern among operators. The margin for further price increases is not clear, with concern that consumers might turn to other species as substitutes. However, the outlook for the recovery of Chilean production should ease the pressure on prices somewhat, in a market where salmon consumption is increasing, as reported in the previous issue of the Globefish Highlights. Wild salmon resources, however, are showing signs of a return to a healthier state. This is giving rise to some volatility in prices.

The availability of supplies and the price levels that reached record highs in 2010 should remain as the main

Imports

Salmon: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|----------------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Fresh fillets | | | | | | |
| Chile | 80.1 | 76.4 | 41.4 | 58.8 | 35.0 | 15.4 |
| Canada | 4.2 | 5.4 | 4.9 | 4.7 | 3.1 | 5.6 |
| Norway | 2.3 | 2.3 | 18.8 | 1.8 | 13.1 | 18.9 |
| Other | 4.4 | 2.3 | 8.4 | 2.8 | 4.7 | 5.3 |
| Total | 90.1 | 86.3 | 73.5 | 68.1 | 55.9 | 45.2 |
| All salmon | 250.2 | 241.8 | 241.9 | 181.7 | 181.4 | 176.9 |

Source: GLOBEFISH AN 11630

issues in 2011, as stagnation of prices at high levels could mean that consumers turn to other species in the mid and long term.

EU

The underlying trend in European salmon markets is positive, despite the record prices. The only potential alternative to fresh salmon in the red-meat category is trout, but trout is smaller in size, often less intense in colour and, for the most part, producers target domestic markets rather than international distribution networks.

France, the largest salmon market in Europe, saw import volumes grow almost 8% during the first 9 months of 2010. Germany, another major market, was flat during the same period, again underlining the extreme price sensitivity of German consumers. Of note is the rise of China among Germany's salmon suppliers, exporting



processed salmon products. Norway supplies mostly fresh product whereas Poland concentrates on smoked salmon.

Japan

Salmon exports to Japan have been fairly stable over the last few years at around 150 000 tonnes annually. Recently, the composition of exports has changed somewhat because of the production problems in Chile. The fresh market remains limited with Norway being the principal producer. In the frozen segment, Chile is still the principal supplier followed by the USA and Russia.

Outlook

With prices at record levels, producers are naturally trying to increase production volumes for 2011. In most

Imports

Salmon: France

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Fresh whole | 88.5 | 90.7 | 107.4 | 63.4 | 70.3 | 76.4 |
| Norway | 63.3 | 64.6 | 74.0 | 45.4 | 48.5 | 55.2 |
| UK | 17.8 | 17.6 | 19.3 | 12.0 | 12.1 | 13.6 |
| Frozen Pac | 5.3 | 4.1 | 3.7 | 1.8 | 2.0 | 1.8 |
| USA | 5.3 | 2.8 | 3.1 | 1.0 | 1.6 | 1.7 |
| Frozen Atl | 4.5 | 3.1 | 3.3 | 2.2 | 2.1 | 3.5 |
| Smoked | 4.1 | 4.8 | 5.7 | 3.2 | 3.9 | 4.7 |
| UK | 1.0 | 0.9 | 1.0 | 0.6 | 0.6 | 0.5 |
| Fresh fillets | 5.0 | 6.1 | 9.7 | 4.3 | 6.8 | 7.9 |
| Norway | 3.6 | 5.2 | 8.2 | 3.8 | 5.9 | 7.2 |
| Frozen fillets | 18.9 | 19.7 | 21.3 | 14.2 | 16.0 | 14.7 |
| Chile | 9.1 | 8.8 | 9.0 | 6.6 | 7.1 | 2.9 |
| China | 3.5 | 4.5 | 5.8 | 3.6 | 4.3 | 6.1 |
| Grand Total | 126.3 | 128.4 | 151.1 | 89.1 | 101.1 | 109.0 |

Source National Statistics

countries, this is not an easy task as current licensing regimes prevent any increase in allowable biomass and with producers already at capacity in most countries, the net increase in 2011 will be moderate, around 6-7%. In Europe, most of the increase will come from improved yields in production thanks to lower losses from disease. In Chile, the new regulatory regime, a refinanced industry and re-stocking of juveniles will see increased volumes from 2011 onwards.

The bright future potential has also attracted new investors to the sector. The 20% stake taken by whitefish giant Pacific Andes in December in Australian salmon grower Tassal and the ongoing vertical integration by

processor Morpol are of particular note. In Chile, several salmon companies have returned to the stock market to fund new expansion and more will follow.

SALMON NEWS

RUSSIA: SAKHALIN PINK SALMON ENTERS MSC ASSESSMENT

A group representing 11 Russian fishing companies has entered three pink salmon fisheries for Marine Stewardship Council sustainability certification, the London-based organization announced on 16 November 2010. They join Russia's Bering Sea and Sea of Okhotsk pollock fisheries, which are also seeking the MSC eco-label. The pink salmon fisheries all use set nets and trap nets and are managed under the Russian federal and state salmon management systems. The most recent total allowable catch for the 11 companies involved in the assessment is 21 338 tonnes. The fisheries include the Northeast Sakhalin stock harvested by companies Lovets, Tamara, Dagi and Irida; the Northeast Sakhalin stock harvested by companies Plavnik and Sadko; and the Aniva Bay stock harvested by companies Rybak, Taranai, PTaranai, Priboy Trade, Proster and Compass Plus. The main commercial market for Sakhalin salmon is Russia, though a portion is exported to the US and European markets. A substantial portion of the salmon also goes to China and Korea Rep for processing, but only a small portion goes to China and other Asian countries for consumption. "MSC is the key to unlocking global markets for Sakhalin's salmon fisheries," said Howard Johnson, global programs director of the Sustainable Fisheries Partnership. "The MSC certification is becoming a 'must-have' for fisheries selling their products globally." Source: SEAFOODSOURCE.COM

Imports

Salmon: Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Fresh | | | | | | |
| Atlantic | 21.6 | 20.0 | 20.7 | 14.4 | 14.9 | 14.4 |
| Norway | 18.4 | 15.6 | 18.6 | 11.0 | 13.3 | 13.0 |
| UK | 1.4 | 0.5 | 0.4 | 0.3 | 0.3 | 0.3 |
| Australia | 1.2 | 1.1 | 1.1 | 0.7 | 0.8 | 0.9 |
| Pacific | 0.9 | 0.6 | - | 0.5 | 0.4 | 0.5 |
| Total | 22.5 | 20.6 | 21.3 | 14.9 | 15.3 | 14.9 |
| Frozen | | | | | | |
| Atlantic | 2.4 | 4.4 | 5.0 | 1.7 | 4.4 | 0.8 |
| Norway | 1.0 | 1.0 | 0.7 | 0.7 | 0.4 | 0.3 |
| Pacific | 123.6 | 126.9 | 123.2 | 109.2 | 94.0 | 96.5 |
| Canada | 1.0 | 0.7 | 0.7 | 0.4 | 0.4 | 2.0 |
| USA | 20.2 | 18.1 | 21.3 | 15.0 | 17.2 | 19.1 |
| N. Zealand | 0.5 | 0.7 | 2.0 | 0.6 | 1.5 | 1.4 |
| Chile | 73.1 | 80.9 | 77.6 | 72.8 | 60.1 | 55.1 |
| Russia | 28.9 | 26.4 | 21.8 | 20.4 | 14.7 | 19.0 |
| Total | 126.0 | 131.3 | 128.2 | 110.9 | 98.4 | 97.3 |
| Grand Total | 153.6 | 148.5 | 149.5 | 125.8 | 113.7 | 112.2 |

Source: Japanese national import statistics

EU - Norway mackerel agreement accepted at last minute

Norway and the EU finally reached an agreement on mackerel quotas and the management regime for North Atlantic mackerel in early December 2010, after long and hard negotiations, which in some quarters were dubbed “the mackerel war”.

Mackerel

The “mackerel war” refers to the refusal by Iceland to continue negotiations with Norway and the EU and accept a lower quota, after unilaterally setting its own quota for 2010 at 130 000 tonnes. In retaliation, Norway banned landings of mackerel from Icelandic vessels in Norwegian ports, while the EU threatened to do the same. The EU and Norway felt that Iceland, which did not fish mackerel until recent years, should not have a greater quota because of its history of non-participation in this fishery. However, in recent years, mackerel has started moving further to the north and west, thus entering Icelandic waters, prompting Iceland to claim a larger share of the quota.

The mackerel quotas for 2011 will amount to 583 882 tonnes, of which 183 069 tonnes were allocated to Norway, and 400 813 tonnes to the EU. As under the previous agreement, both parties will be allowed to take a larger part of their quotas in each other's EEZs. Horse mackerel quotas remained at the same level as in 2010 at 181 000 tonnes.

Iceland and the Faroe Islands have been selling lower quality mackerel to mainly east European markets, and at lower prices. This has put pressure on prices in these markets, and Norway registered a slight decline (-1.5%) in average export prices during 2010. However, price reductions were strongest on east European markets such as Belarus, Ukraine, Russia and Poland. Prices on the

most important market, Japan, actually showed a 6.2% increase compared with 2009.

The largest supplier, Norway, registered a dramatic increase in exports during the first nine months of 2010. Exports of frozen whole mackerel increased by 124% to 176 600 tonnes. However, preliminary figures for the whole of 2010 indicate that exports grew by only 40%, though still an impressive increase. Prices remained relatively stable compared with 2009.

The most important market for frozen mackerel, Japan, showed a dramatic return to previous levels with a 370% increase in imports of Norwegian mackerel during the first nine months of the year. However, these figures hide a shift in seasonal imports, as the total for the whole of 2010 indicates an increase of only 40.2%.

China continues to import massive amounts of frozen mackerel from Norway. During the first nine months the country imported 33 276 tonnes, which was 203% more than during the same period in 2009. However, by the end of the year, China's imports of Norwegian whole frozen mackerel amounted to 51 033 tonnes, which represented a 52.3% increase over 2009.

Exports

Frozen Whole Mackerel: Norway

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|------------|-------------------|-------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Japan | 59.3 | 56.3 | 51.4 | NA | 9.8 | 46.1 |
| China | 30.1 | 32.4 | 33.5 | NA | 11.0 | 33.3 |
| Turkey | 12.8 | 10.0 | 18.2 | NA | 10.8 | 17.8 |
| Russ. Fed. | 16.7 | 16.0 | 20.0 | NA | 16.5 | 13.5 |
| Poland | 2.1 | 6.1 | 12.1 | NA | 5.2 | 5.8 |
| Korea Rep. | 7.3 | 3.1 | 7.7 | NA | 5.3 | 5.2 |
| Ukraine | 19.4 | 10.1 | 13.0 | NA | 5.9 | 4.9 |
| Others | 19.5 | 28.6 | 33.1 | NA | 14.3 | 50.0 |
| Total | 167.2 | 162.6 | 189 | NA | 78.8 | 176.6 |

Source: Norwegian Seafood Export Council

Imports

Frozen Mackerel: Germany

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|------------|-------------|-------------------|------------|------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Ireland | 1.2 | 1.0 | 3.7 | 1.8 | 3.2 | 2.7 |
| Netherlands | 1.9 | 2.0 | 2.5 | 0.9 | 1.2 | 2.4 |
| UK | 0.3 | 1.8 | 1.2 | 1.9 | 1.0 | 0.7 |
| Denmark | 1.4 | 1.4 | 0.8 | 1.1 | 0.6 | 0.3 |
| Others | 0.4 | 1.8 | 2.4 | 0.8 | 0.6 | 1.3 |
| Total | 5.2 | 8.0 | 10.6 | 6.5 | 6.6 | 7.4 |

Source: Statistisches Bundesamt

German imports of frozen mackerel have been steadily rising during the past four years, and this trend continued in 2010. During the first nine months of the year, German imports of whole frozen mackerel increased by 12.1% to just over 7 400 tonnes. Of this, only a very small part came from Norway (366 tonnes). Ireland and the Netherlands were the main suppliers to Germany.



In spite of the much improved supply situation, prices have remained remarkably stable over the past year. With increased quotas and the expectation of increased supplies, prices could be expected to come down, but this is not certain.

Herring

While the total mackerel quota was increased, the quotas for herring were cut back. In an agreement between Norway, the EU, the Faroe Islands, Iceland and Russia, the quota for NVG (Norwegian spring-spawning) herring was also reduced significantly, from 1 483 000 tonnes in 2010 to 988 000 tonnes in 2011. Of this total quota, Norway's share is 61%, or 602 680 tonnes.

The situation for the Baltic herring stock seems to have improved, and therefore scientists are recommending a higher quota for 2011. ICES has advised that the Baltic herring quota can be increased from 15 884 tonnes in 2010 to 26 800 tonnes in 2011.

The lower quotas for 2011 are expected to create a situation characterized by an imbalance between demand and supply. One of the most important markets for herring, Ukraine, expects to have its supplies of herring cut by some 20%. Consequently, some price increases must be expected.

Norway's exports of whole frozen herring showed a slight decline (-1.9%) during the first nine months of 2010, but by the end of the year the decline was over 10%. While the main market for Norwegian herring, Russia, only showed a slight decline, there were some major changes in other markets. The second largest market, Nigeria, also showed a decline in imports by almost 17% during the first nine months of 2010, but bounced back in the fourth quarter and ended the year with an 8% increase in imports of Norwegian herring.

Egypt has only been importing Norwegian herring since 2008. In 2007, the country imported no herring at all from Norway. During the first nine months of 2010, Egypt imported 21 800 tonnes, compared with just 10 000 tonnes in 2009. The Netherlands also showed growth in its herring imports from Norway; +29.6% increase in 2010.

In general, Norwegian herring export prices were relatively stable during 2010, but there were considerable variations from market to market. The average export price inched up by 2.9%, while prices paid by Nigeria increased by 11.6%. Prices paid by Ukraine dropped by 2%.

Exports

Frozen Whole Herring: Norway

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Russ. Fed. | 207.5 | 156.7 | 153.3 | NA | 89.9 | 84.0 |
| Nigeria | 20.1 | 138.5 | 119.5 | NA | 83.3 | 69.3 |
| Ukraine | 89.2 | 79.4 | 106.8 | NA | 47.9 | 41.0 |
| Egypt | - | 15.2 | 13.6 | NA | 10.0 | 21.8 |
| Netherlands | 15.7 | 13.0 | 14.2 | NA | 13.5 | 17.5 |
| Lithuania | 11.3 | 15.3 | 25.7 | NA | 11.7 | 14.8 |
| Poland | 3.2 | 3.8 | 5.6 | NA | 3.5 | 3.5 |
| Belarus | 10.2 | 7.9 | 9.5 | NA | 5.1 | 2.8 |
| Others | 43.1 | 54.3 | 54.3 | NA | 26.1 | 30.9 |
| Total | 400.3 | 484.1 | 502.5 | NA | 291.0 | 285.6 |

Source: Norwegian Seafood Export Council

African buyers have been asking for more and larger fish, but with the lower quotas, this is going to be hard to secure. Consequently, some expect prices to go up by as much as 25% in 2011. In addition, the shortage of herring may put some price pressure on mackerel, too.

Imports

Frozen Herring: Germany

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Norway | 12.9 | 7.3 | 15.4 | 5.2 | 9.3 | 12.7 |
| Denmark | 4.1 | 10.8 | 3.8 | 3.2 | 2.7 | 3.6 |
| Netherlands | 2.7 | 1.7 | 2.8 | 1.9 | 1.6 | 2.5 |
| Canada | 5.2 | 3.6 | 0.7 | 0.5 | 0.7 | 0.3 |
| Ireland | 3.6 | 2.2 | 2.1 | 0.9 | 0.4 | 0.3 |
| UK | 7.0 | 2.7 | 0.5 | 0.5 | 0.4 | 0.2 |
| Others | 2.9 | 1.8 | 3.8 | 0.4 | 3.3 | 3.3 |
| Total | 38.4 | 30.2 | 29.0 | 12.5 | 18.3 | 22.8 |

Source: Statistisches Bundesamt

The German market for herring developed well in 2010. Imports of frozen herring into Germany increased by 24.6%, to 22 800 tonnes during the first nine months. Norway remained the main supplier, and increased its market share, while Denmark and the Netherlands remained in second and third position.



The Japanese herring market also showed growth, as imports increased by 17% during the first nine months of the year. The USA strengthened its position as the main supplier, seeing its market share growing from 72.5% to 74.6%. Other main suppliers were Russia and Norway.

Imports

Fresh and Frozen Herring: Japan

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| USA | 16.1 | 21.4 | 21.9 | 21.4 | 21.9 | 26.4 |
| Russia | 5.9 | 8.1 | 5.0 | 7.5 | 4.3 | 5.0 |
| Norway | 3.9 | 4.3 | 3.6 | 3.9 | 2.7 | 2.8 |
| Netherlands | 0.8 | 0.7 | 0.6 | 0.6 | 0.6 | 0.6 |
| Korea Rep | 0.0 | 0.4 | 0.4 | 0.0 | 0.4 | 0.0 |
| Canada | 0.4 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.5 | 0.1 | 0.4 | 0.0 | 0.3 | 0.6 |
| Total | 27.6 | 35.0 | 31.9 | 33.4 | 30.2 | 35.4 |

Source: National Statistics

The French market, in contrast, weakened and exports fell by just over 3% during the first nine months of 2010. Norway is still the leading supplier, with a 61% share of French imports. Iceland and the Netherlands also increased their exports to the French market.

Canned sardines

The stagnant situation in the canned sardine industry continued into the third quarter of 2010. Landings in Morocco were still disappointing, and the weak supply situation is reflected in the overall decline in trade. The important markets such as Germany and France continued to reduce imports, while the only bright spot was the UK, where imports during the first nine months continued

Imports

Canned sardine: Germany

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|------------|-------------------|------------|------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Morocco | 8.8 | 9.7 | 6.7 | 6.4 | 4.9 | 4.1 |
| Netherlands | 0.6 | 0.5 | 0.7 | 0.4 | 0.1 | 0.6 |
| Portugal | 0.5 | 0.7 | 0.1 | 0.6 | 0.0 | 0.1 |
| Spain | 0.1 | 0.2 | 0.1 | 0.1 | 0.0 | 0.1 |
| Others | 0.4 | 0.8 | 0.7 | 0.6 | 1.1 | 0.8 |
| Total | 10.4 | 11.9 | 8.3 | 8.1 | 6.1 | 5.7 |

Source: Statistisches Bundesamt

to increase. At the end of the third quarter, UK imports of canned sardines had increased by over 20% compared with the same period in 2009.

Imports

Canned sardines: France

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Morocco | 10.6 | 12.8 | 13.6 | 8.9 | 10.0 | 7.8 |
| Spain | 1.1 | 1.2 | 0.7 | 1.0 | 0.5 | 3.0 |
| Portugal | 3.0 | 3.4 | 4.0 | 2.6 | 2.9 | 0.7 |
| Others | 0.4 | 0.7 | 0.7 | 0.6 | 0.5 | 0.5 |
| Total | 15.1 | 18.1 | 19.0 | 13.1 | 13.9 | 12.0 |

Source: National Trade Statistics

Imports

Canned sardines: UK

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|------------|-------------------|------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Portugal | 5.0 | 5.7 | 3.4 | 4.6 | 3.4 | 3.7 |
| Morocco | 6.9 | 5.4 | 3.5 | 4.1 | 3.5 | 3.3 |
| Others | 6.5 | 3.0 | 1.7 | 2.6 | 1.7 | 3.4 |
| Total | 18.4 | 14.1 | 8.6 | 11.3 | 8.6 | 10.4 |

Source: Seafish

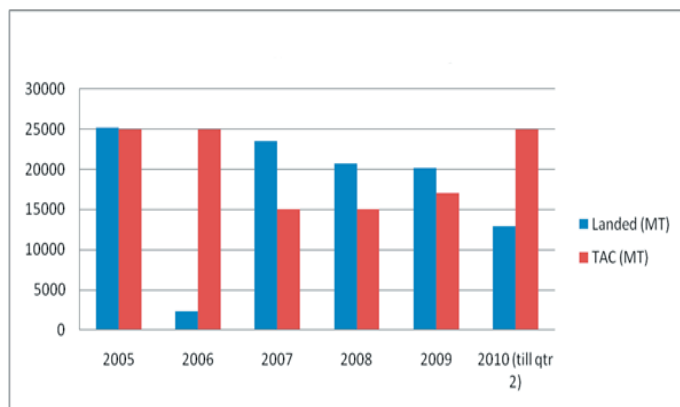
Pilchard

A few years ago, Namibian canned pilchard was very successful in Europe, especially in the United Kingdom. However, reduced quotas and poor landings towards the end of the decade put an end to this trade, but now it appears that the situation is improving.

Despite a quite considerable biomass increase, the pilchard fish stock off Namibia and South Africa is still in a critical condition, when compared with historical levels. Hence the Namibian government has set up stringent measures and management plans for the pilchard sector, which, it is believed, will lead to the long term sustainability of the stock. This includes limiting pilchard by-catch in all other fishing industries to no more than 3% of total landings. In 2007, more than 50% of the total pilchard catch was from by-catch. The 2008 survey revealed a 55% total biomass increase compared with 2007. The pilchard TAC for 2006 was 25 000 tonnes but dwindling stocks resulted in a reduction of 15 000 tonnes for 2007 and remained the same in 2008. In the 2009



Namibian Pilchards Landings vs TAC



Landings and Total allowable catch of pilchard (2005 to 2010)

fishing season the TAC improved slightly to 17 000 and further to 25 000 tonnes in 2010.

Having recovered to some extent, the industry still remains but a fraction of the size it once was. For instance, in the early 1990s, pilchard TACs were as much as four or five times the current size. It is to be noted that similar measures have been taken by the South African government with regard to pilchard catches. Natural mortality remains very high for the pilchard stock as a result of predation by seals, squid, birds and other fish.

Pilchards are canned mainly within Namibia and in South Africa, and are also destined for the South African and UK markets.

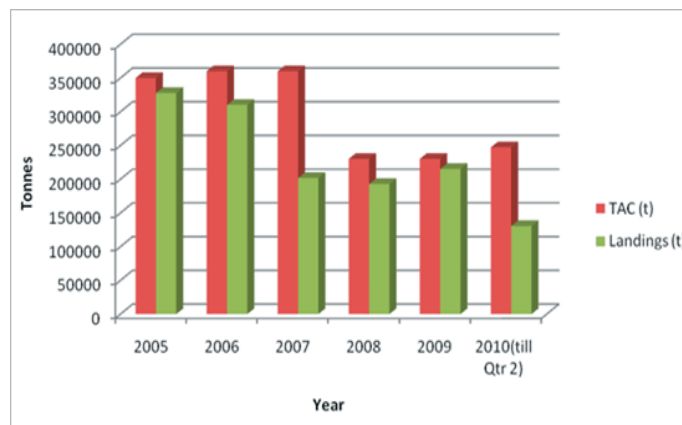
Horse mackerel

In the southern hemisphere, horse mackerel, as well as pilchard, is of major importance. Namibia has just announced that its quota for horse mackerel will be increased from 245 000 tonnes in 2010 to 310 000 tonnes in 2011. Most of the Namibian horse mackerel is exported to West African countries.

In terms of total volume landed for the past five years, Namibian horse mackerel accounts for 50% to 60% of the total. Landings of horse mackerel decreased from 2005 till 2008, and then picked up slightly from 2009 with total landings of 215 051 tonnes, which represent a 10% increase. According to research surveys, the reduction was caused by a decline in biomass from 546 000 tonnes in 2006 to 535 000 tonnes in 2007. However, there has also been an overall reduction in the size of captured fish and this indicates that the fishery was under pressure. Furthermore, an increase in catch landed is noted for the second quarter of 2010 (70 386 tonnes) compared with 60 850 tonnes during the same period in 2009.

The Democratic Republic of Congo (DRC) is the main destination for horse mackerel exports, as well as other African countries. These are sold mainly in whole frozen,

Namibia: Total Allowable Catch and Landings of Horse Mackerel



Landings and total allowable catch of horse mackerel (2005 to 2010)

fresh or chilled form and as fishmeal.

Export value of Namibian frozen horse mackerel increased by 24% from USD 65 million in 2008 to USD 104 million in 2009. In the first quarter of 2010, horse mackerel exports were 27 797 tonnes and were valued at about USD 33 million, while in the second quarter of the same year, 25 473 tonnes were exported, valued at about USD 41 million.

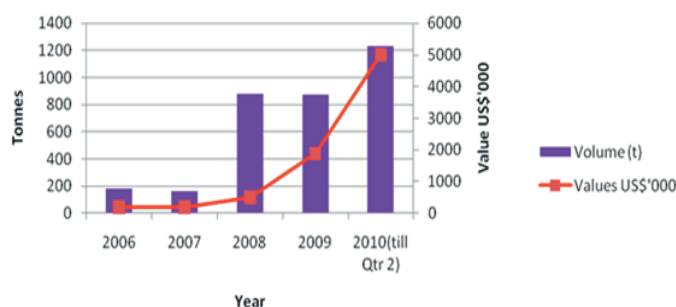
The value of exported fresh/chilled horse mackerel increased by 73%, from USD 0.5 million in 2008 to USD 2 million in 2009. During the first quarter of 2010, horse mackerel exports (885 tonnes) were valued at about USD 3 million while 357 tonnes were exported valued at USD 1 million in the second quarter.

Outlook

For mackerel, with increased quotas and higher supplies, prices should soften somewhat.

The lower quotas for 2011 are expected to create a situation characterized by an imbalance between demand and supply. Consequently, some price increases must be expected.

Export Trends of Namibian Fresh/Chilled Horse Mackerel



Export of fresh/chilled horse mackerel (2006 to 2010)

New fishing ban in Peru keeps raw material in short supply with markets awaiting the reopening of fishing

With declining catches available for oil and meal production in 2010, the role of key producer Peru is becoming more important than ever. Peru's catches last year declined to 3.2 million tonnes from 5.8 million tonnes in 2009, a reduction of 45%, and the new fishing ban increases the uncertainty about 2011 catches. Falling fishmeal inventories in China should also lead to a firming of prices in the short term.

With overall catches available for reduction declining in 2010, it came as no surprise that fishmeal production also fell compared with 2009. According to the industry association, IFFO, relevant catches in the six main fishmeal producing countries reached 6.9 million tonnes in 2010 (11 months), down 21.5% from 2009 (11 months). This comes after fishmeal production in the same six countries fell 20.3% from 2.1 million tonnes in 2009 to 1.7 million tonnes in 2010 during the same 11 month period.

Although there is a clear link between catches and fishmeal production, many of the species destined for meal and oil production have other potential uses. In many countries, governments have recently implemented changes in national policy by trying to allocate a larger share of the catch for direct human consumption. This has led to an upgrading of the capabilities of fishing vessels and fishing harbours to maintain the quality of the raw

As a consequence, the fishmeal industry has been forced to look for new sources of raw material. This has been quite successful and a growing share of fishmeal production is derived from by-products from the processing industry; in fact, according to IFFO, an estimated 22% of fishmeal is now based on raw-material from by-products.

Production

Fishmeal: 5 major producers

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Peru/Chile | 2120 | 2058 | 2039 | 1451 | 1442 | 1281 |
| Denmark/ Norway | 317 | 299 | 274 | 253 | 230 | 381 |
| Iceland | 135 | 251 | 198 | 213 | 178 | 202 |
| Total | 2717 | 2608 | 2511 | 1917 | 1850 | 1751 |

Source: GLOBEFISH

material. The trend is most noteworthy in Northern Europe and South America. In the latter, fish consumption in general is low, around 50% of the world average, and governments are promoting domestic fish consumption based on local harvests, including of small pelagic species historically used for fish and oil production.

Imports

Fishmeal*: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Chile | 6.7 | 5.5 | 5.9 | 4.0 | 5.2 | 11.4 |
| Mexico | 20.0 | 22.7 | 17.9 | 17.3 | 14.9 | 5.0 |
| Canada | 6.5 | 2.0 | 6.7 | 3.5 | 4.8 | 5.0 |
| Peru | 1.1 | 0.6 | 0.5 | 0.2 | 0.4 | 2.8 |
| Panama | 0.6 | 0.3 | 0.0 | 0.3 | 0.0 | 0.3 |
| Others | 4.7 | 7.0 | 3.9 | 6.2 | 3.4 | 3.7 |
| Total | 39.6 | 38.1 | 34.8 | 29.6 | 28.7 | 28.2 |

Source: GLOBEFISH AN 11630 * excluding solubles

MARKETS

Export volumes from main producers Peru and Chile were drastically down in 2010, by respectively 27% and 48% during the first nine months. China remains the largest user of South American exports. For Chile, damage caused to infrastructure and processing capacity by the earthquake in late February 2010 caused difficulties for harvesting.

Among imports markets, Germany saw slightly higher import volumes during the first three quarters of 2010 (+1%) whereas the UK market fell back 5%. Of note is the large increase in exports from Morocco to Germany in 2010, growing to 26 600 tonnes. The US market also showed stability during 2010.



Imports

Fishmeal: UK

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Peru | 19.3 | 25.0 | 54.3 | 20.9 | 42.7 | 23.8 |
| Denmark | 12.9 | 22.0 | 19.1 | 8.9 | 11.6 | 23.1 |
| Germany | 13.5 | 8.3 | 2.5 | 7.1 | 2.3 | 11.3 |
| Ireland | 11.4 | 9.1 | 22.1 | 18.2 | 18.7 | 10.1 |
| Norway | 9.8 | 3.8 | 2.4 | 7.9 | 1.2 | 3.6 |
| Iceland | 3.8 | 10.3 | 1.7 | 2.6 | 0.1 | 2.7 |
| Chile | 5.0 | 0.0 | 4.8 | 8.3 | 3.7 | 0.3 |
| Faroe Is. | 3.4 | 7.9 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 8.3 | 4.5 | 7.5 | 3.4 | 2.9 | 4.2 |
| Total | 87.4 | 90.9 | 114 | 77.3 | 83.2 | 79.0 |

Source: GLOBEFISH AN 11632, (*) included under others

PRICES

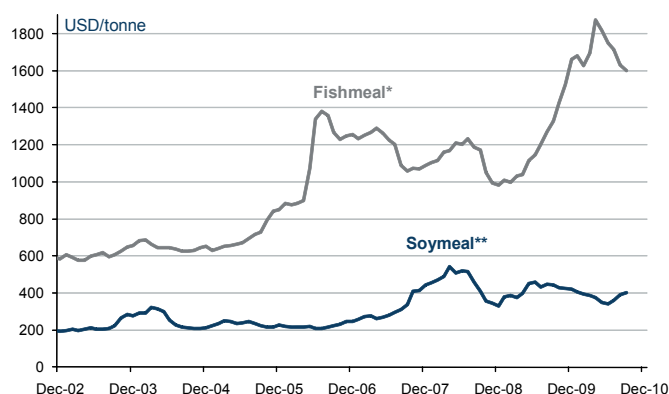
Fishmeal prices were weaker in the third quarter with buyers hesitant to commit to purchases. The large price-differential between fishmeal and soymeal that had developed throughout late 2009 and early 2010 also started to fall back to somewhat more normal levels. The uncertainty regarding Peruvian catches has modified the picture somewhat since then with rising quotations as a result. Falling inventories in China have also led the market to firm although activity has been low.

SUPPLY

The Peruvian fishing ban entered into force in early December 2010 and ended in early January this year. However, the high numbers of juvenile fish in the new catches prompted the authorities to enact a new fishing ban until 20 January.

Prices

Fishmeal and Soymeal



* all origins, 64-65% cif Hamburg; 44% cif Rotterdam

Source: Oil World, GLOBEFISH AN 11702, 11706

Imports

Fishmeal: Germany

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Peru | 192.3 | 131.1 | 251.1 | 106.6 | 203.8 | 113.0 |
| Morocco | * | * | * | 1.8 | * | 26.6 |
| Denmark | 3.7 | 8.6 | 16.0 | 2.8 | 9.8 | 12.7 |
| France | 2.0 | 3.6 | 4.0 | 2.6 | 3.0 | 2.6 |
| Chile | 7.1 | 5.0 | 15.5 | 7.5 | 15.5 | 3.5 |
| Norway | 1.0 | 0.3 | 1.0 | 0.2 | 0.7 | 1.4 |
| Iceland | 1.4 | 7.5 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 2.7 | 8.9 | 22.1 | 7.6 | 15.2 | 90.6 |
| Total | 210.2 | 165.0 | 309.7 | 129.1 | 248.0 | 250.4 |

Source: GLOBEFISH AN 11635

In Northern Europe, bad weather in January has hurt Icelandic capelin catches. The quota for 2011 still has to be decided but an increase is expected.

Exports

Fishmeal: Peru

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|----------------|----------------|-------------------|----------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 555.2 | 831.9 | 753.9 | 751.3 | 670.1 | 527.2 |
| Germany | 166.0 | 191.9 | 269.1 | 143.7 | 206.9 | 121.0 |
| Japan | 149.7 | 148.1 | 117.1 | 114.6 | 101.6 | 102.3 |
| Viet Nam | 43.9 | 63.1 | na | 55.3 | 61.4 | 34.8 |
| Taiwan PC | 39.3 | 46.8 | 61.4 | 35.3 | 54.4 | 28.8 |
| Others | 309.8 | 282.0 | 335.7 | 239.2 | 242.0 | 161.6 |
| Total | 1 263.9 | 1 563.8 | 1 537.2 | 1 339.4 | 1 336.4 | 975.7 |

Exports

Fishmeal: Chile

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|--------------|------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| China | 189.0 | 245.0 | 328 | 210.5 | 291.5 | 110.3 |
| Japan | 65.0 | 51.0 | 61 | 39.1 | 52.1 | 47.0 |
| Germany | 32.0 | 37.0 | 30 | 11.8 | 30.2 | 11.5 |
| Spain | 33.0 | 32.0 | 30 | 19.1 | 23.4 | 20.7 |
| Rep. Korea | 28.0 | 25.0 | 30 | 20.0 | 25.1 | 16.2 |
| Italy | 27.0 | 22.0 | 26 | 18.2 | 19.9 | 14.2 |
| Taiwan PC | 30.0 | 18.0 | 21 | 27.9 | 19.1 | 5.1 |
| Others | 84.0 | 58.0 | 79 | 46.7 | 72.2 | 51.8 |
| Total | 488.0 | 487.0 | 605 | 393.3 | 533.5 | 276.8 |

Source: GLOBEFISH AN 11625, (*) included under others

Uncertainty in Peru caused by new fishing ban

As was the case for fishmeal, reduced catches in 2010 led to a reduction in oil production. The outlook for early 2011 is one of a hesitant market, anxiously anticipating catches in Peru, currently suspended because of a new fishing ban in place until 20 January. New demand from Chile, as salmon production increases again, should lead to a firmer market.

According to IFFO, oil production during January-November 2010 in the major producing countries reached 407 000 tonnes, down 27% from 2009 (555 600 tonnes). The decline occurred in Peru and Chile, whereas northern European producers saw an increase in output.

As a consequence, exports from both Peru and Chile were down during the first three quarters of 2010, by 19 % and 42 % respectively. With most fish oil now used by the aquaculture industry, it is interesting to note the large increase in imports of fish oil from Peru by Chile in spite of the reduction in salmonid production in Chile in 2010. US oil exports were up 43% in January-September 2010 compared with the same period in 2009 with an almost doubling of oil exports based on menhaden species.

MARKETS

The market is relatively quiet in the aftermath of the holiday season with operators looking towards Peru for signals regarding the level of catches for 2011. Seasonal demand for fish oil for salmon feed in Europe is low at the moment. With expected increases in salmon production in Chile during 2011, the additional demand for fish oil will put upward pressure on prices.

Exports

Fish oil: USA

| |Jan-Dec..... | | |Jan-Sep..... | | |
|--------------|-------------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Menhaden | 45.4 | 43.2 | 31.5 | 31.5 | 24.9 | 44.7 |
| Other | 8.4 | 13.3 | 17.4 | 9.5 | 14.2 | 11.2 |
| Total | 53.8 | 56.5 | 48.9 | 41.0 | 39.1 | 55.9 |

Source: GLOBEFISH AN 11789

Production

Fish oil: main exporters

| |Jan-Dec..... | | |Jan-Sep..... | | |
|----------------|-------------------|------------|------------|-------------------|------------|------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Peru/Chile | 451 | 459 | 410 | 285 | 310 | 193 |
| Denmark/Norway | 74 | 93 | 79 | 70 | 55 | 83 |
| Iceland | 46 | 81 | 44 | 57 | 30 | 56 |
| Total | 697 | 633 | 532 | 400 | 395 | 331 |

Source: IFFO

Exports

Fishoil: Chile

| | Jan-Dec | | |Jan-Sep..... | | |
|--------------|----------------|-------------|-------------|-------------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Japan | 8.3 | 15.8 | 10.6 | 6.0 | 8.5 | 5.9 |
| Denmark | 0.0 | 15.0 | 0.0 | 0.0 | 0.0 | 4.0 |
| China | 18.1 | 12.6 | 0.0 | 11.9 | 12.4 | 10.4 |
| Norway | 10.0 | 5.5 | 1.0 | 5.4 | 1.0 | 6.3 |
| Belgium | 3.0 | 3.1 | 22.4 | 3.1 | 22.4 | 2.1 |
| Others | 32.6 | 29.1 | 46.7 | 23.1 | 26.1 | 12.8 |
| Total | 72.0 | 81.0 | 80.8 | 49.6 | 70.4 | 41.5 |

Source: Boletín de Exportaciones del IFOP

* included under "others"

Exports

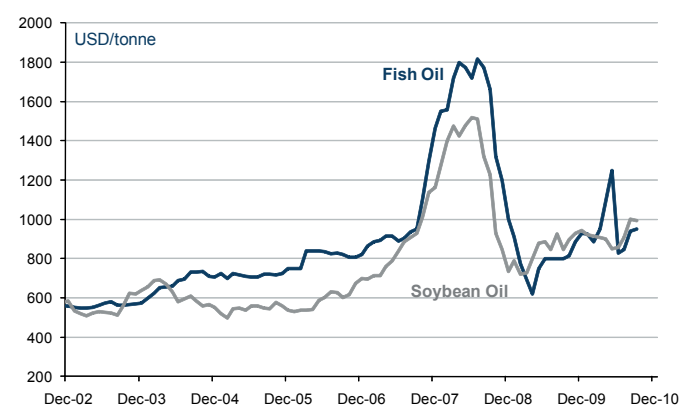
Fishoil: Peru

| | Jan-Dec | | |Jan-Sep..... | | |
|--------------|----------------|--------------|--------------|-------------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | | | |
| Belgium | 52.8 | 64.6 | 67.3 | 46.3 | 59.6 | 36.1 |
| Chile | 92.9 | 52.3 | 22.5 | 48.5 | 16.5 | 50.2 |
| Denmark | 86.2 | 32.6 | 85.1 | 22.0 | 64.7 | 30.6 |
| Norway | 26.2 | 31.4 | 19.5 | 31.4 | 15.2 | 11.7 |
| Canada | 15.0 | 20.5 | 17.1 | 16.5 | 15.3 | 16.8 |
| Australia | 8.9 | 10.0 | 9.7 | 6.0 | 8.2 | 8.1 |
| Others | 23.8 | 23.4 | 65.9 | 17.6 | 50.4 | 33.6 |
| Total | 305.7 | 234.9 | 287.2 | 188.3 | 229.9 | 187.0 |

Source: Produce

Prices

Fish Oil and Soybean Oil



Source: GLOBEFISH AN 12002, 2003

Mussels face new challenges while scallop market more competitive

Galician mussel farmers estimated in November 2010 that during this season, mussel production will decrease by 30% compared with 2009. They attribute the fall to red tides, heavy rains in spring and low water temperature in summer, but hope conditions might be better by the end of the year. December is the high season for sales and that is why the Galician Government supported the campaign during the Christmas season to encourage consumption of mussels.

Chile in 2010, despite being affected by a weak dollar, regained its exports to EU and USA and looked at opening new markets such as Russia, as well as Mexico and Brazil.

A difficult year for Galician producers

According to Galician Mussel Regulatory Council 2010 was one of the most difficult for mussel producers.

By mid year, many requests had been received from mussel-boat operators seeking to transfer their operations from less productive areas that are particularly prone to red tides and the accumulation of marine biotoxins. Floating mussel nurseries have also lodged similar transfer requests.

Companies came under scrutiny because of non-compliance with regulations for offences such as boats not anchoring in their allocated positions and avoiding correct administrative controls to gain advantages over rival companies. As a result of these problems, the regional fisheries minister decided to look at the reorganisation of the farming process and better management of areas suitable for aquaculture, including interim suspensions while the relocation requests were considered.

Imports

Mussels: Selected European countries

| | Jan-Dec | | | Jan-Sep | | |
|--------------|----------------|--------------|--------------|----------------|--------------|--------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| France | 51.0 | 47.7 | 50.4 | 39.7 | 39.6 | 47.7 |
| Belgium | 28.2 | 28.1 | 29.0 | 21.1 | 21.9 | 22.5 |
| Italy | 32.5 | 38.1 | 40.3 | 25.1 | 25.7 | 21.8 |
| Netherlands | 28.2 | 29.8 | 22.3 | 20 | 13.6 | 14.2 |
| Spain | 13.8 | 14 | 12.9 | 12.6 | 11.1 | 13.1 |
| Germany | 29.6 | 13.5 | 14.9 | 8.3 | 7.8 | 5.6 |
| UK | 4.8 | 4.4 | 4.5 | 3.7 | 3.4 | 4.3 |
| Others | 13.7 | 13.2 | 12.7 | 10.4 | 10.0 | 6.9 |
| Total | 201.8 | 188.8 | 187.0 | 140.9 | 133.1 | 136.1 |

Source: GLOBEFISH

For five months of 2010, Galician farmers were hampered by red tides, which caused serious damage to the mussel sector, as farmers were not allowed to market their mussels. In August, only seven areas of total mussel farming sites (from 49 rafts areas) in Galician estuaries were operating. Normally, around 65-70% of annual sales of bivalves from Galicia take place between July and September, just at the same time as mussel sites were kept closed in 2010.

Imports

Mussels: Italy

| | Jan-Dec | | | Jan-Sep | | |
|--------------|----------------|-------------|-------------|----------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| Spain | 17.5 | 20.2 | 23.9 | 9.6 | 11.5 | 9.4 |
| Chile | 4.8 | 7.0 | 4.7 | 6.5 | 3.8 | 5.9 |
| Greece | 4.9 | 6.1 | 7.4 | 6.2 | 7.1 | 3.4 |
| Ireland | 0.9 | 1.0 | 1.2 | 0.7 | 0.7 | 1.0 |
| N.Zealand | 0.7 | 0.4 | 0.6 | 0.4 | 0.6 | 0.3 |
| Denamrk | 0.3 | 0.3 | 0.2 | 0.2 | 0.2 | 0.1 |
| Netherlands | 0.1 | 0.2 | 0.1 | 0.1 | 0.1 | 0.1 |
| Others | 3.1 | 2.7 | 3.3 | 2.3 | 2.5 | 2.2 |
| Total | 32.3 | 37.9 | 41.4 | 26.0 | 26.5 | 22.4 |

Source: National statistics

Not all is "made in Galicia"

Towards the end of 2010, the Galician Mussel Regulatory Council criticised Anfaco (the national association for canned products manufacturers) for openly admitting that its companies use up to 60% of foreign products in their canned mussels, while still marketing them as "made in Galicia". However, it is common knowledge that Spanish companies invested capital in the development of mussel farms in Chile and that they are still responsible for 38% of Chilean mussel exports.



Closure of production areas had a negative impact on the price of mussels. However, the trend will follow the same pattern as in 2009, when 61.69% of blue mussels were marketed in the fresh market, while the remaining 38.31% went to the canning industry.

Higher production and exports of mussels from Chile

Chilean production of mussels between January and September 2010 totaled 191 942 tonnes, a 33% increase compared with the same period in 2009, when harvests of mussels were 144 558 tonnes. The higher availability of mussels allowed a 30.6% increase of exports in terms of volume, which, as a result of a 10% drop in average unit value, grew 18% in terms of value, totaling 40 440 tonnes worth USD 90.7 million.

Imports

Mussels: France

| | Jan-Dec | | | Jan-Sep | | |
|--------------|----------------|-------------|-------------|----------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| Spain | 12.6 | 12.2 | 14.6 | 9.1 | 11.0 | 9.7 |
| Netherlands | 13.0 | 12.5 | 11.9 | 8.6 | 8.6 | 9.7 |
| Chile | 3.5 | 9.8 | 8.4 | 8.5 | 6.7 | 9.1 |
| Ireland | 9.0 | 5.6 | 5.3 | 4.8 | 3.9 | 7.5 |
| Italy | 5.6 | 2.5 | 2.3 | 2.2 | 2.3 | 4.6 |
| Greece | 5.8 | 2.6 | 3.7 | 2.8 | 3.7 | 2.7 |
| UK | 2.1 | 1.6 | 2.4 | 1.6 | 1.9 | 1.9 |
| Denmark | 2.2 | 2.4 | 1.7 | 1.9 | 1.3 | 1.7 |
| Others | 5.1 | 2.3 | 0.9 | 1.3 | 0.8 | 0.8 |
| Total | 58.9 | 51.5 | 51.2 | 40.8 | 40.2 | 47.7 |

Source: National statistics

Despite the higher availability of raw material, industry operators have said that the existing stocks are just adequate to meet prior commitments. This is because of a change in trade patterns and lower sizes of harvest, which have reduced the supply of export products. Some players argue that a surplus of raw material to be harvested is behind the low performance of crops. Domestic demand has increased because the Chilean peso has appreciated against the US dollar. However 75% of exported volumes in the period under review were destined to the EU markets.

Exports to the EU markets grew 30% in quantity in the period reviewed and 18% in terms of value. Spain is the main destination for Chilean exports of mussels. This market individually accounted for 22% of total traded

volumes and 28% of total revenues in the first nine months of 2010. The second main market is France, with a 20% share in terms of volume, followed by Italy (14%) and the US (12%). Among the main markets, the US showed the lowest growth rate of purchases, +4.5% in terms of quantity, and given the drop of nearly 20% in unit value, total value of exports fell 16%. On the other hand, sales to Italy showed a very good performance, with unit value almost unchanged, -1%. Frozen products account for 94% of total exports in quantity in the first nine months of 2010, while canned products have a larger share (13%) thanks to a higher unit value of exports.

Imports

Mussels: Spain

| | Jan-Dec | | | Jan-Sep | | |
|--------------|----------------|-------------|-------------|----------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| Chile | 7.5 | 9.3 | 8.0 | 8.7 | 6.9 | 9.4 |
| France | 2.1 | 1.9 | 1.4 | 1.5 | 1.0 | 1.6 |
| Italy | 1.0 | 0.5 | 1.0 | 0.4 | 0.9 | 1.0 |
| Portugal | 0.4 | 0.0 | 0.3 | 0.9 | 0.2 | 0.5 |
| Others | 6.1 | 5.0 | 1.5 | 1.1 | 1.3 | 0.6 |
| Total | 17.1 | 16.7 | 12.2 | 12.6 | 10.3 | 13.1 |

Source: National statistics

The Chilean mussel industry remains affected by the last crisis and outlook is rather uncertain.

At the end of 2010, representatives of several producers' associations met with the Minister of Economy and the Fishing Undersecretary to discuss issues that are concerning the industry. They pointed out that the industry was still seriously affected by the last crisis in the sector, and that the high level of debt meant that many players had not been able to reach an agreement with banking institutions. They also noted that the export certification scheme was a significant cost burden for small exporters, and alternatives to this scheme would be necessary.

The short term outlook for the rest of 2010 and early 2011 remains uncertain because of the change in trade patterns, as well as exchange rate concerns, and the low yield of harvests that is affecting the amount of raw material for exports.

Mussels are going green

Recently, mussel farming sites of Empresa Pesquera Apiao S. A. in Chile obtained Friend of the Sea certification.



The company's general manager said that by achieving this certification consumers could be confident that mussels sold by the company were produced in a natural and environmentally responsible manner.

At the beginning of 2010, Danish mussels caught by Vilsund Muslinge Industri (VMI) became the first mussels to carry the MSC ecolabel. VMI's annual catch is about 30 000 tonnes. They are sold ready-shelled, cooked and frozen, or as whole live mussels to European markets.

In September 2010, mussels from Scottish Shellfish Marketing Group (SSMG) were the first farmed seafood in the UK to be awarded with Friend of the Sea (FoS) certification. There are 14 mussel farms in the SSMG group, which are located on the Scottish west coast and Shetland and represent about 70% of total Scottish mussel production.

Spring Bay Mussels in Tasmania achieved Friend of the Sea certification in 2009 and in February 2010 won acclaim for new technology that allows environmentally sustainable farming of Australian blue mussels. These mussels are also certified as organically produced by the National Association for Sustainable Agriculture, Australia.

Imports

Scallops: Selected European countries

| | Jan-Dec | | | Jan-Sep | | |
|--------------|----------------|-------------|-------------|----------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| France | 21.4 | 25.4 | 27.9 | 17.6 | 18.7 | 19.9 |
| Spain | 11.6 | 13.3 | 12.5 | 9.2 | 8.6 | 7.3 |
| Italy | 6.3 | 5.6 | 5.2 | 4.2 | 3.8 | 4.5 |
| Belgium | 3.9 | 4.7 | 3.8 | 3.4 | 2.5 | 3.4 |
| Netherlands | 2.4 | 2.4 | 3.3 | 1.7 | 1.8 | 2.4 |
| UK | 2.5 | 2.5 | 3.8 | 1.0 | 2.9 | 1.6 |
| Others | 4.9 | 4.6 | 5.1 | 4.3 | 3.3 | 4.6 |
| Total | 53 | 58.5 | 61.6 | 41.4 | 41.6 | 43.7 |

Source: GLOBEFISH

Scallop market is getting more competitive

The scallop market is becoming increasingly competitive. The increase in availability in the last few years, in fishing as well as in aquaculture, has stimulated the consumption of fresh and frozen scallops, but has also brought a decrease in prices, mainly in the biggest market, which is France.

2009 was a record year for scallops in France, according to industry consultant Marie-Christine Monfort.

The country imported scallops for a total of more than EUR 210 million (USD 251 million), while overall consumption when including domestic production, reached nearly 180 000 tonnes.

French consumption is dependent on imports from third countries as national production is not sufficient. According to National Statistics, Peru led imports in the first nine months of 2010 on the French market, with an increase of 50% over the period of 2009, reaching 5 100 tonnes, ahead of Argentina. Total imports in France in this period increased by 5.8% to 19 900 tonnes.

In Spain, between January and September, demand dropped to 7 300 tonnes (14%) compared with 2009. Imports from Italy were the most affected in this period, dropping by 1200.

Imports

Scallops: Spain

| | Jan-Dec | | | Jan-Sep | | |
|--------------|----------------|-------------|-------------|----------------|------------|------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| Italy | 2.8 | 6.8 | 5.8 | 3.9 | 4.1 | 2.9 |
| France | 3.1 | 2.8 | 3.3 | 1.8 | 1.8 | 2.1 |
| UK | 1.9 | 1.3 | 1.0 | 1.1 | 0.7 | 1.0 |
| Peru | 0.4 | 0.7 | 0.3 | 0.6 | 0.2 | 0.2 |
| Others | 1.3 | 1.4 | 2.1 | 0.9 | 1.8 | 1.2 |
| Total | 9.5 | 13.1 | 12.5 | 8.3 | 8.5 | 7.3 |

Source: National statistics

At the beginning of December, European Commission gave permission for fresh chilled scallops from Chile to be imported into the EU. Up till then only frozen or processed scallops were allowed to be imported. This new dispensation means that Chile will be able to compete better with Peru in exporting scallops, particularly to the French market. In September 2010 this resource decreased by 29.6% in the value over the same period in 2009. According to Subpesca, 8 700 tonnes were harvested up to September, 19.3% less than in 2009.

In contrast, however, the European Commission decided to extend its decision to ban the import of certain bivalve molluscs intended for human consumption from Peru until 30 November 2011. The ban was initially instituted following an outbreak of Hepatitis A in the EU in 2008, and, although Peru has informed the Commission that it has put in place additional control measures, the Commission will send an inspection mission to Peru before lifting the ban. According to FAO, Peruvian scallops imports into Spain has decreased since 2008. From January to September 2010, imports from Peru were only 0.2 tonnes, 66% less than 2008.



In an effort to address industry concerns over growing abuses, the American Scallop Association, representing

Imports

Scallops: France

| | Jan-Dec | | | Jan-Sep | | |
|--------------|----------------|-------------|-------------|----------------|-------------|-------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| Peru | 2.6 | 3.5 | 5.3 | 2.2 | 3.4 | 5.1 |
| Argentina | 5.0 | 6.3 | 5.3 | 4.3 | 3.7 | 4.7 |
| UK | 1.1 | 1.6 | 4.6 | 2.3 | 3.2 | 2.6 |
| USA | 1.3 | 1.5 | 5.5 | 2.7 | 4.0 | 2.5 |
| Canada | 1.8 | 2.2 | 1.6 | 1.6 | 1.1 | 1.2 |
| Viet Nam | 0.8 | 0.4 | 0.2 | 0.4 | 0.2 | 0.8 |
| Chile | 1.7 | 1.6 | 2.8 | 1.4 | 1.6 | 0.8 |
| Japan | 0.8 | 1.6 | 1.0 | 1.2 | 0.5 | 0.6 |
| Others | 1.9 | 1.6 | 1.7 | 1.6 | 1.1 | 1.6 |
| Total | 17.0 | 20.4 | 28.0 | 17.7 | 18.8 | 19.9 |

Source: National statistics

Imports

Scallops: Italy

| | Jan-Dec | | | Jan-Sep | | |
|--------------|----------------|------------|------------|----------------|------------|------------|
| | 2007 | 2008 | 2009 | 2008 | 2009 | 2010 |
| | (1 000 tonnes) | | | (1 000 tonnes) | | |
| UK | 1.5 | 1.4 | 1.5 | 1.2 | 1.2 | 1.3 |
| France | 0.5 | 0.4 | 0.3 | 0.4 | 0.3 | 0.4 |
| Peru | 0.4 | 0.5 | 0.5 | 0.4 | 0.3 | 0.3 |
| Spain | 0.7 | 0.4 | 0.2 | 0.3 | 0.1 | 0.2 |
| Viet Nam | 0.5 | 0.1 | 0.0 | 0.1 | 0.0 | 0.0 |
| Others | 0.6 | 0.5 | 0.5 | 0.4 | 0.4 | 0.4 |
| Total | 4.1 | 3.3 | 3.0 | 2.7 | 2.3 | 2.6 |

Source: National statistics

18 scallop companies and a majority of US scallop production, announced in November a plan to enforce labeling and packing standards to combat short weight scallop packs. All members of the Association agreed to third party inspections to check for proper weights and labels. They are also working with the National Marine Fisheries Service's inspection service to address issues concerning fraud.

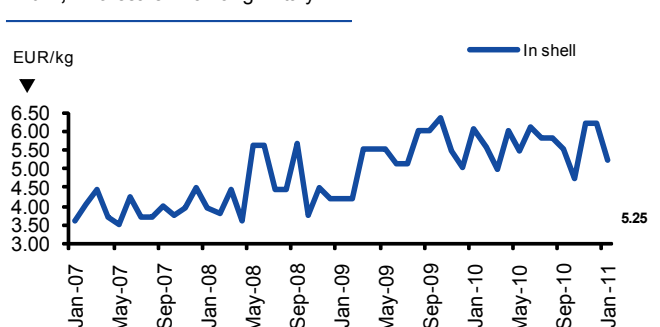
Shellfish is ignored as healthy food in UK

The British Food Standards Agency (FSA) does not include shellfish in its recommendations for seafood

consumption. The Shellfish Association of Great Britain (SAGB) has been investigating the nutritional and health benefits of eating shellfish and says that the FSA should include shellfish in its recommendations as they are as nutritious as finfish and also beneficial to human health. Domestic consumption of shellfish is low and the association wants to highlight the importance of shellfish to policymakers. Bivalves are also low in cholesterol and valuable sources omega-3 fatty acids, and should be considered as an option for one of the two-a-week seafood meals recommended by the FSA.

In the UK, the figures published in the media in March 2010 stated that sales of mussels had increased 35.8% in one year and sales of scallops had increased by 12.6%. It was suggested that this was because shellfish was often used in cookery programmes on TV.

Clam, wholesale Milan origin: Italy



Source: EPR

BIVALVES NEWS

THAILAND: PANAPESCA SUBSIDIARY GAINS ECO-CERTIFICATION FOR CLAMS

Whole shell clam's (*Meretrix meretrix*) from Thai Spring Fish Co. Ltd have passed a Friend of the Sea (FOS) sustainability audit. Thai Spring Fish Co. is a subsidiary of the Panapesca Group. The company, based in Thailand, is both HACCP and GMP certified. Meretrix clams have a rapid growth cycle and can be collected year round. They are collected from the sea by hand by local fishermen. The process has a very low environmental impact. All of Thai Spring's clams are wild caught, cleaned, steam cooked in a vacuum bag and then deep frozen. There are no preservatives or food additives added. Panapesca sells the clams globally to the USA, Italy and Spain. "We are proud to be the first Thai company to be producing Friend of the Sea sustainable clams, said Thai Spring. Source: INTRAFISH

Fish and fishery products statistics¹

| | Capture fisheries production | | Aquaculture fisheries production | | Exports | | | Imports | | |
|---|--|-------------|-------------------------------------|-------------|--------------|-----------------------|-----------------------|--------------|-----------------------|-----------------------|
| | 2007 | 2008 | 2007 | 2008 | 2008 | 2009 <i>estim.</i> | 2010 <i>f'cast</i> | 2008 | 2009 <i>estim.</i> | 2010 <i>f'cast</i> |
| | <i>Million tonnes (live weight equivalent)</i> | | | | | <i>USD billion</i> | | | | |
| ASIA | 46.3 | 46.9 | 44.2 | 46.7 | 35.0 | 34.1 | 37.7 | 32.9 | 30.5 | 33.7 |
| China ² | 16.0 | 16.0 | 31.7 | 33.1 | 12.1 | 12.2 | 14.3 | 8.3 | 8.3 | 9.6 |
| of which China, Hong Kong SAR & Taiwan Province of China | 0.2 | 0.2 | 0.0 | 0.0 | 0.5 | 0.8 | 0.8 | 2.4 | 2.5 | 2.9 |
| India | 3.9 | 4.1 | 3.1 | 3.5 | 1.6 | 1.6 | 1.6 | 0.1 | 0.1 | 0.1 |
| Indonesia | 5.1 | 5.0 | 1.4 | 1.7 | 2.5 | 2.3 | 2.4 | 0.2 | 0.2 | 0.3 |
| Japan | 4.3 | 4.2 | 0.8 | 0.7 | 1.7 | 1.6 | 1.9 | 14.9 | 13.2 | 14.0 |
| Korea, Rep. of | 1.9 | 1.9 | 0.6 | 0.5 | 1.3 | 1.3 | 1.5 | 2.9 | 2.7 | 3.2 |
| Philippines | 2.5 | 2.6 | 0.7 | 0.7 | 0.6 | 0.6 | 0.6 | 0.1 | 0.2 | 0.2 |
| Thailand | 2.3 | 2.5 | 1.4 | 1.4 | 6.5 | 6.2 | 7.1 | 2.4 | 2.0 | 2.1 |
| Viet Nam | 2.0 | 2.1 | 2.1 | 2.5 | 4.6 | 4.7 | 5.0 | 0.5 | 0.5 | 0.5 |
| AFRICA | 7.2 | 7.2 | 0.8 | 0.9 | 4.8 | 4.6 | 4.8 | 3.0 | 3.1 | 3.4 |
| Ghana | 0.3 | 0.4 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 |
| Morocco | 0.9 | 1.0 | 0.0 | 0.0 | 1.7 | 1.5 | 1.6 | 0.1 | 0.1 | 0.1 |
| Namibia | 0.4 | 0.4 | 0.0 | 0.0 | 0.6 | 0.6 | 0.6 | 0.0 | 0.0 | 0.0 |
| Nigeria | 0.5 | 0.5 | 0.1 | 0.1 | 0.1 | 0.3 | 0.4 | 0.6 | 0.8 | 0.9 |
| Senegal | 0.4 | 0.4 | 0.0 | 0.0 | 0.2 | 0.2 | 0.3 | 0.0 | 0.0 | 0.0 |
| South Africa | 0.7 | 0.6 | 0.0 | 0.0 | 0.5 | 0.4 | 0.5 | 0.2 | 0.3 | 0.3 |
| CENTRAL AMERICA | 2.0 | 2.1 | 0.3 | 0.3 | 2.2 | 1.8 | 1.9 | 1.2 | 1.0 | 1.1 |
| Mexico | 1.5 | 1.6 | 0.1 | 0.2 | 0.8 | 0.8 | 0.8 | 0.6 | 0.4 | 0.4 |
| Panama | 0.2 | 0.2 | 0.0 | 0.0 | 0.4 | 0.3 | 0.3 | 0.0 | 0.0 | 0.0 |
| SOUTH AMERICA | 13.9 | 13.8 | 1.4 | 1.4 | 10.4 | 9.4 | 9.9 | 1.9 | 1.9 | 2.0 |
| Argentina | 1.0 | 1.0 | 0.0 | 0.0 | 1.3 | 1.1 | 1.2 | 0.1 | 0.1 | 0.1 |
| Brazil | 0.8 | 0.8 | 0.3 | 0.3 | 0.3 | 0.2 | 0.2 | 0.7 | 0.7 | 0.8 |
| Chile | 3.8 | 3.6 | 0.8 | 0.8 | 3.9 | 3.6 | 3.8 | 0.3 | 0.1 | 0.1 |
| Ecuador | 0.4 | 0.4 | 0.2 | 0.2 | 1.8 | 1.6 | 1.7 | 0.2 | 0.2 | 0.2 |
| Peru | 7.2 | 7.4 | 0.0 | 0.0 | 2.4 | 2.2 | 2.3 | 0.1 | 0.1 | 0.1 |
| NORTH AMERICA | 6.0 | 5.5 | 0.7 | 0.6 | 8.5 | 7.8 | 8.5 | 16.2 | 15.1 | 16.4 |
| Canada | 1.0 | 0.9 | 0.2 | 0.1 | 3.7 | 3.3 | 3.8 | 2.0 | 2.0 | 2.3 |
| United States of America | 4.8 | 4.4 | 0.5 | 0.5 | 4.5 | 4.1 | 4.5 | 14.1 | 13.1 | 14.2 |
| EUROPE | 13.2 | 13.0 | 2.4 | 2.3 | 38.9 | 35.5 | 36.9 | 50.5 | 46.6 | 48.2 |
| European Union ² | 5.2 | 5.1 | 1.3 | 1.3 | 26.2 | 23.6 | 24.7 | 44.7 | 41.4 | 42.5 |
| of which Extra-EU | " | " | " | " | 4.4 | 3.8 | 4.1 | 23.9 | 22.0 | 22.2 |
| Iceland | 1.4 | 1.3 | 0.0 | 0.0 | 2.1 | 1.7 | 1.8 | 0.1 | 0.1 | 0.1 |
| Norway | 2.4 | 2.4 | 0.8 | 0.8 | 6.9 | 6.9 | 7.0 | 1.2 | 1.1 | 1.2 |
| Russian Federation | 3.5 | 3.4 | 0.1 | 0.1 | 2.6 | 2.3 | 2.4 | 2.4 | 2.0 | 2.3 |
| OCEANIA | 1.3 | 1.1 | 0.2 | 0.2 | 2.3 | 2.2 | 2.2 | 1.3 | 1.3 | 1.4 |
| Australia | 0.2 | 0.2 | 0.1 | 0.1 | 0.9 | 0.8 | 0.9 | 1.1 | 1.1 | 1.1 |
| New Zealand | 0.5 | 0.5 | 0.1 | 0.1 | 0.9 | 0.9 | 0.9 | 0.1 | 0.1 | 0.1 |
| WORLD ³ | 89.9 | 89.7 | 49.9 | 52.5 | 102.0 | 95.4 | 101.9 | 107.4 | 99.5 | 106.1 |
| Developing countries | 65.6 | 66.3 | 45.9 | 48.7 | 51.1 | 48.8 | 52.8 | 24.2 | 23.4 | 26.2 |
| Developed countries | 24.2 | 23.4 | 4.0 | 3.9 | 50.9 | 46.6 | 49.0 | 83.2 | 75.8 | 79.7 |
| LIFDCs | 35.4 | 35.9 | 38.8 | 41.0 | 19.8 | 19.5 | 21.7 | 8.2 | 8.4 | 9.4 |
| LDCs | 7.9 | 8.1 | 1.8 | 1.9 | 2.6 | 2.6 | 2.1 | 0.5 | 0.5 | 0.5 |
| NFIDCs | 18.2 | 18.7 | 2.7 | 2.9 | 8.8 | 8.1 | 7.9 | 2.8 | 2.7 | 2.9 |

¹ Production and trade data exclude whales, seals, other aquatic mammals and aquatic plants. Trade data include fish meal and fish oil.

² Including intra-trade. Cyprus is included in Asia as well as in the European Union. ³ For capture fisheries production, the aggregate includes also 63 346 tonnes in 2007 and 59 408 tonnes in 2008 of not identified countries, data not included in any other aggregates.

Totals may not match due to rounding.



GLOBEFISH

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