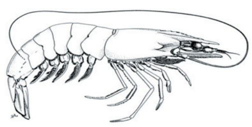
30/4/2010

Issue 2/2010

GLOBEFISH HIGHLIGHTS

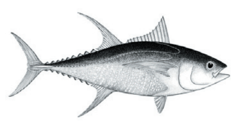
A quarterly update based on the GLOBEFISH databank

Shrimp trade is improving



The lessening of the economic crisis resulted in strong demand for shrimp in all main markets during the opening months of the year. Trade is expected to be brisk in coming months, as restaurant trade in the USA and Japan is recovering, thus prices are likely to go. p. 1

Tuna prices were lower in 2009

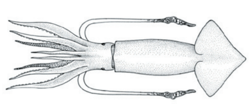


Tuna prices were on average USD 550/tonnes lower in the course of 2009, compared with 2008. Canned tuna packers were thus able to lower their prices, which led to good demand in the market, during a challenging year with regard to consumer preferences. Prices started to move up somewhat in April 2010, as catches were limited, and higher prices are likely in future months. p. 6

Good groundfish supply

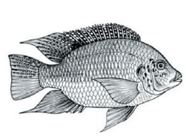
Groundfish prices went down in 2009 and early 2010, as a result of good supply and strong competition from whitefish species such as pangasius on the market. The market is expected to turn around soon, as quotas were decreased in Russian waters. p.11

Higher prices for squid?



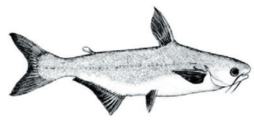
The new squid season in Argentine will be even worse than the 2009 season. The specimens taken are very small. Prices, however, are still disappointing for fishers, and in view of the increasing fuel prices, some squid jiggers are already laying up their vessels. Octopus supply was ample in 2009, but is expected to be lower this year. p. 14

Tilapia production expands



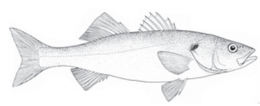
After the price hikes experienced in 2008, resulting from low Chinese production, prices moved downward in 2009, a very welcome development at this time of economic crisis. The present year might show further expansion of production, and a consolidation of prevailing price levels. p. 17

Pangasius influences world whitefish



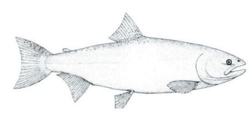
Pangasius exports were lower in 2009 than in 2008, as a result of to problems with the Russian market. Pangasius prices were very low in 2009, and no improvements are foreseen for this year. p. 20

Higher prices in seabass/seabream sector



Record prices for bream have brought new optimism to the sector. Supply is tight at present with prices rising week by week. Until the new generation fish comes to market in June/July the market will remain tight with bream in short supply. Bass is less impacted with prices somewhat lower than for bream at the moment. p. 22

Salmon supplies extremely low



The market for farmed Atlantic salmon is becoming extremely tight with prices reaching record levels in all markets. The situation is expected to remain like this at least until the new Norwegian production comes to market in summer. Prices are up and are likely to continue this way. p. 25

Record high fishmeal prices

Fishmeal production was down in all main producing countries in 2009, and 2010 will show even further declines. Demand in China strong at the moment attracting all available supplies. Fishmeal prices reached highest ever levels in early 2010, and further increases are likely. p. 29

Fish oil market sluggish

Fish oil production was down in 2009. Fish oil prices increased somewhat during the first quarter of 2010, but not as much as fishmeal prices. The main reason for a relatively sluggish market was the abundant availability of competing vegetable oils, at discounted prices. p. 31

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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2010

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(2/2010): p. 31

A quarterly update
based on
the GLOBEFISH databank

SHRIMP

Shrimp trade is improving and higher prices are likely

The lessening of the economic crisis resulted in strong demand for shrimp in all main markets during the opening months of the year. As supply available on the market was limited, prices started to move upwards. Many packers are not able to commit to advance contracts because of raw material shortages and rising pieces. Trade is expected to be brisk in coming months, as restaurant trade in the USA and Japan is showing some signs of recovery and inventories are very low. Prices are likely to go up in coming weeks with some stabilization from mid-May onwards.

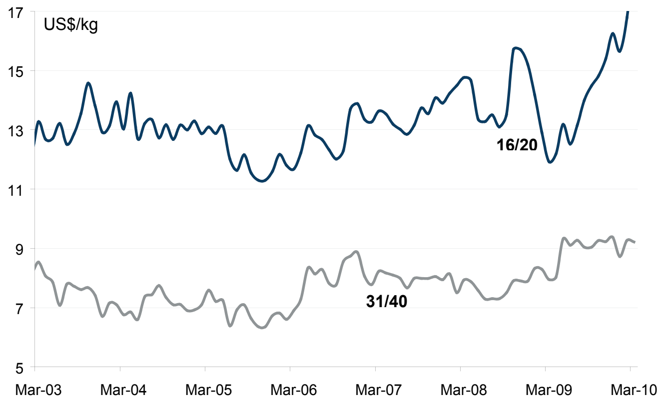
Shrimp culture production stabilized in 2009

China and Thailand reported higher production in 2009, while other Asian countries such as Viet Nam and Indonesia had lower shrimp outputs last year. Overall, world shrimp aquaculture declined in 2009, for the first time in history. Some 2.8 million tonnes were produced, 70 000 tonnes less than in 2008. Harvests of farmed shrimp were low in the opening months of 2010, as usual at this time of the year. Production will come into full swing after May.

Last year's export from Viet Nam of vannamei shrimp totalled 50 000 tonnes and this year the volume is likely to increase further. This high quantity is surprising, as Viet Nam began vannamei culture only a few years ago. Despite difficulties faced by the aquaculture sector in 2009, Viet Nam managed to increase its shrimp exports by 7.4% in quantity and 0.7% in value against 2008, amounting to 190 000 tonnes worth USD 1.5 billion. Viet Nam exported shrimp to 82 destinations with the main markets being Japan, USA, the Republic of Korea, China (Mainland and Taiwan Province of China), Germany, Australia, Canada, UK and Belgium. Black tiger shrimp contributed 75% of the total export value last year. Germany was the largest market in the EU taking around 30% of the Viet Nam's total shrimp exports to the EU.

Some consignments of Bangladeshi shrimp were sent back to the country from the EU after the detection of nitrofuran in some shrimp consignments in June 2009. In response, the government suspended shrimp exports to the EU for six months, as a precautionary measure to avoid sanctions by the EU authorities. In January 2010, Bangladesh notified the EU that shrimp exports would resume as measures had been taken to ensure that shrimp was nitrofuran-free. The impact of this interruption of shrimp exports to the EU was not reflectied in the amount imported, as Bangladeshi shrimp exports to the main markets, UK and Germany, almost doubled in 2009 compared with 2008.

Wholesale prices
Shrimp*: Japan



** Black tiger, headless, shell-on, origin: Indonesia*

Source: INFOFISH Trade News; GLOBEFISH AN 10226

Strong yen helps Japanese shrimp traders

The yen remained strong throughout 2009, encouraging higher imports into Japan. Shrimp consumption in Japan also increased last year with a steady rise from January to August and during the end-of-year festivities. Thus imports in 2009 increased, although only marginally, compared with 2008. The positive trend is continuing this year with active trade in the domestic and import markets. Good demand in the retail market reversed the negative trend that trade experienced during 2007 and 2008. As for value added products, imports of cooked frozen shrimp (shell-on and peeled) and sushi shrimp with rice increased but for the other categories products such as tempura shrimp (prepared/preserved), imports declined. The falling restaurant trade also affected imports of such products.

During 2009, Thailand was the leading supplier of shrimp to the Japanese market followed by Viet Nam and Indonesia. All in all, the market imported 67 000 tonnes of shrimp from Thailand, of which 52% was prepared and processed products (HS code 1605). The shares of processed shrimp from Viet Nam and Indonesia were 25% and 16% respectively.

Imports
Shrimp (frozen raw): Japan

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Viet Nam	55.5	54.6	51.1	40.0	42.2	39.9
Indonesia	48.6	45.6	43.7	37.1	37.4	34.8
Thailand	17.2	18.4	20.1	26.4	24.9	32.1
India	31.6	26.3	28.5	27.0	24.0	24.3
China	22.6	24.1	22.8	24.0	16.8	14.9
Canada	8.5	8.1	8.7	7.6	7.7	7.2
Russia	8.9	10.4	9.5	8.9	7.8	7.1
Myanmar	*	*	*	8.0	6.8	6.7
Greenland	7.7	7.5	6.8	5.4	5.6	6.5
Malaysia	3.2	3.1	3.1	4.2	4.5	5.1
Philippines	6.3	6.2	5.3	4.3	3.5	4.0
Bangladesh	na	na	na	2.6	3.1	2.4
Argentina	2.4	0.6	3.4	1.9	2.6	3.6
Australia	3.6	3.6	3.2	1.9	2.3	2.0
Others	25.3	23.9	23.8	18.6	7.4	7.0
Total	**241.4**	**232.4**	**230**	**207.3**	**196.6**	**197.6**

Source: GLOBEFISH AN 10127, *) included under others

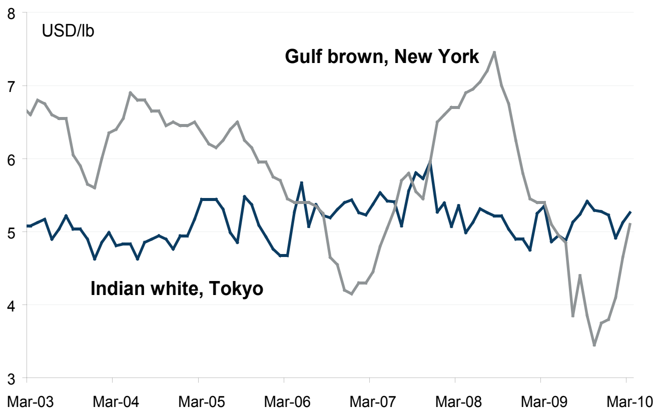
Imports
Shrimp: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Thailand	132.1	160.9	193.7	188.3	182.4	192.8
Indonesia	47.0	52.6	58.7	59.1	84.0	69.3
Ecuador	37.5	49.6	59.4	59.1	56.3	61.6
Viet Nam	37.1	42.9	37.1	39.3	47.9	44.1
China	66.0	45.2	68.2	48.4	47.8	42.2
Mexico	29.0	28.1	35.4	40.6	34.5	41.1
India	41.0	35.7	27.3	20.8	15.2	19.9
Malaysia	12.7	17.2	20.3	22.8	30.1	18.4
Bangladesh	17.4	15.8	19.4	14.9	13.7	9.9
Guyana	8.4	8.6	7.8	8.9	9.1	8.9
Honduras	11.0	10.5	9.3	7.3	5.7	8.7
Peru	2.9	4.5	5.3	7.2	7.5	8.5
Nicaragua	4.5	4.9	4.8	4.2	2.4	4.8
Venezuela	16.3	11.4	9.9	10.8	7.1	3.8
Panama	5.8	5.9	4.7	4.5	3.6	3.6
Canada	8.2	7.7	7.1	6.0	5.0	3.0
Others	40.6	27.3	21.9	14.8	11.8	11.6
Total	**517.6**	**528.8**	**590.3**	**556.9**	**564.2**	**552.2**

Source: NMFS; GLOBEFISH AN 10129

The yen further gained strength by mid-February against the US dollar, generating brisk imports and local wholesale trade in preparation for the Spring festivals. Farmed black tiger and white vannamei stocks in Japan are reduced at importers and wholesalers level as intermediary users continue to source from stocks which were bought earlier at lower prices. Vannamei remains the preferred variety for many retail traders. In order to avoid price increases, supermarkes favour smaller sized shrimp.

Wholesale prices
Shrimp*: USA, Japan



** Frozen, headless, shell-on, 16-20 count*

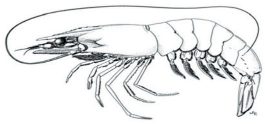
Source: INFOFISH Trade News; GLOBEFISH AN 10205, 10206

US retail market strong

The economic recession and record high unemployment continue to upset the restaurant trade in the USA. In contrast, the revival of home cooking supports retail trade more strongly than the food service sector in terms of volumes and values. In these circumstances, US shrimp imports could be expected to drop, but in actual terms, it was relatively stable at 540 000 tonnes in 2009, only 2.1% below the volume of the previous year. Expectations for this year are that imports will stay at that level. However, there was a decline in terms of value (USD 3.8 billion last year, which means a 7.4% fall compared with 2008). These figures underline the overall weakening of shrimp prices during the year, but also the change in consumption patterns. Lower restaurant trade resulted in reduced demand for large-sized shrimp, while more small-sized shrimp was on offer by supermarkets. Currently, the market is steady, mostly as a result of a balance in supply and demand.

Shrimp prices in the US market increased quite strongly in the opening months of 2010, indicating the overall strength in the market and shortage in supplies. Further increases are expected, at least until the new season's production comes in around May-June. The

SHRIMP



Imports
Shrimp: USA

Product	2008		2009	
	1 000 tonnes	million USD	1 000 tonnes	million USD
Breaded frozen	37.9	192.1	37.4	198.4
Other froz. prep.	90.5	696.6	96.8	722.3
Other preparations	1.3	6.4	1.2	5.2
Peeled frozen	183.7	1364.5	184.6	1303.8
Frozen shell-on	244.5	1780.2	221.9	1469.9
< 15	22.8	285.1	18.3	204.2
15/20	21.5	220.3	16.7	147.3
21/25	30.2	260.9	30.7	241.0
26/30	34.4	245.5	35.6	239.0
31/40	42.5	264.4	45.2	266.5
41/50	31.5	181.1	29.1	152.0
51/60	31.7	173.5	24.2	118.0
61/70	18.0	93.1	13.2	63.8
> 70	11.9	56.2	9.1	38.1
Other	6.4	53.0	107.1	800.8
Total general	**564.2**	**4092.7**	**552.2**	**3778.1**

Source: NMFS

Japanese market is also quite strong, with demand expanding for large-sized shrimp, both for black tiger and white shrimp, a category where very small stocks are kept. In this market environment, further price increases are likely.

US shrimp exporters are concerned about the 20% duty they have to pay on exports to the EU, while Canada has to pay only 6%, enabling Canadian companies to undercut US producers. The impact of this disparity in tariffs was paricularly felt last year, when the economic crisis led to very low prices, and tough competition. Last year as prices plunged, Canada subsidized shrimp catches, ruining the market for US coldwater shrimp. In Astoria, Oregon, where once eight shrimp-peeling plants were operating, only two are left. US catch licenses for coldwater shrimp are thus unused even though the resource is quite strong.

Spain well supplied by Argentina

The Spanish market continues to be the largest shrimp market in the EU. Despite the economic crisis, Spanish imports in 2009 were almost on a par with the 2008 imports, at 160 000 tonnes. In the last quarter of the year, imports were stable at 55 000 tonnes. Argentina was the main exporter of shrimp to the Spanish market in 2009, with 36 000 tonnes or almost one quarter of the supply. Argentine exports increased strongly in 2009 (+27%) helped by record catches. However, the unit value of Argentine shrimp was very low in 2009, only EUR 4.68/kg, compared with EUR 6.21/kg in 2008. Argentinian exporters generally do not like protracted price negotiations, and prefer cash deals. In years of bumper production, export prices of Argentine seafood are very low. This situation helped the Spanish shrimp market to retain market share in the very difficult economic circumstances prevalent last year.

The other two major shrimp exporters to the Spanish market reported sharply reduced exports: China exported 25 400 tonnes to Spain, 6% less than in 2008. The unit value of Chinese shrimp increased somewhat to EUR 2.89/kg, but is still the cheapest product on the

Imports
Shrimp: Spain

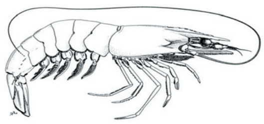
	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Argentina	20.7	5.3	24.9	34.0	28.5	36.2
China	2.7	26.5	28.8	28.0	27.1	25.4
Ecuador	10.0	15.6	19.5	21.5	27.9	20.4
Thailand	0.1	0.5	1.2	1.7	5.7	7.7
Colombia	7.0	9.6	8.8	7.9	7.9	7.2
Nicaragua	2.0	3.2	4.0	6.6	5.8	6.5
Morocco	5.9	6.5	5.3	6.7	6.4	5.2
Belgium	3.0	2.8	4.4	3.6	4.6	4.5
Honduras	4.9	5.3	6.9	7.5	4.1	4.5
Venezuela	4.1	4.6	5.8	3.9	4.0	4.5
Netherlands	4.8	5.4	5.0	5.0	4.0	4.1
Mozambique	3.7	4.8	4.6	5.7	4.0	3.4
Others	76.1	65.8	60.3	46.7	36.8	33.5
Total	**145.0**	**155.9**	**179.5**	**178.8**	**166.8**	**163.1**

Source: GLOBEFISH AN 010150

Imports
Shrimp: Germany

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Thailand	2.2	3.5	4.0	8.9	9.3	11.5
Viet Nam	1.5	3.3	4.0	5.7	8.1	9.8
Bangladesh	2.1	2.7	3.0	3.1	3.5	6.5
India	3.7	4.2	5.3	6.4	5.7	5.5
Netherlands	3.0	3.6	4.1	5.7	3.9	4.2
Belgium	2.5	2.5	2.8	2.6	2.0	3.5
Denmark	1.8	2.1	1.5	2.6	2.7	2.3
UK	2.4	3.0	3.1	2.5	1.6	2.1
Greenland	na	na	na	2.6	2.3	2.0
Others	10.8	10.2	12.1	8.7	9.3	9.4
Total	**30.0**	**35.1**	**39.9**	**48.8**	**48.4**	**56.8**

Source: GLOBEFISH AN 010146



Imports
Shrimp: UK

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Shell-on Coldwater						
Denmark	2.0	2.6	2.8	2.4	2.2	2.2
Others	2.4	1.3	1.8	2.4	1.9	1.9
Total	4.4	3.9	4.6	4.8	4.1	4.1
Shell-on Warmwater						
India	10.8	10.8	11.3	10.5	7.6	7.6
Bangladesh	8.2	9.0	6.2	5.7	4.6	6.1
Thailand	0.4	0.6	1.2	4.1	4.8	5.4
Indonesia	4.8	6.1	5.2	6.3	5.9	4.2
Viet Nam	*	*	*	1.0	2.4	3.4
Others	13.9	12.9	14.1	11.1	10.2	9.8
Total	38.1	39.4	38.0	38.7	35.5	36.5
Cooked & Peeled						
Iceland	20.8	17.7	16.9	15.3	13.4	12.3
Thailand	2.1	2.6	3.9	5.2	4.9	7.7
Denmark	4.9	5.4	6.6	6.9	6.3	6.7
Canada	4.7	4.9	4.5	3.9	2.6	3.5
Indonesia	1.3	2.4	3.1	2.6	2.8	3.3
Others	17.5	13.6	11.6	10.1	10.6	10.8
Total	51.3	46.6	46.6	44.0	40.6	44.3
Grand Tot.	**93.8**	**89.9**	**89.2**	**87.5**	**80.2**	**84.9**

Source: GLOBEFISH AN 010141

market. Ecuador reported a 27% decline in exports to the Spanish market.

UK shrimp imports grew by 5% in 2009, with the cooked and peeled sector (C&P) mainly responsible for the increase. In this sector it is noteworthy that tropical suppliers increased their presence, while the traditional coldwater shrimp suppliers lost ground. In the C&P segment, Thailand exported 7 700 tonnes or 54% more than in 2008, and is now the number two supplier of C&P shrimp to the UK market. Viet Nam and Indonesia, too, expanded their exports to this market. Traditional coldwater shrimp exporters reported 25 000 tonnes of C&P exports in 2009, a 3% decline from 2008. With regard to price developments during 2009, it is significant that the value of C&P products went up, after years of continuous decline. It is also important to note that Thailand's unit value of C&P shrimp is GBP 5.20/kg, or GBP 0.70-1.00/kg higher than coldwater shrimp prices. This shows that there is a margin for higher prices also for the Pandalus borealis product. However, the exchange rate of the British currency in 2009 was, on average, lower than in 2008.

The other European markets reported stable imports, with the exception of Germany, where imports

Imports
Shrimp: France

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Shell-on coldwater						
Netherlands	2.7	2.8	2.6	2.6	2.6	2.4
Denmark	2.1	2.2	2.3	1.9	1.5	1.7
Others	2.8	1.5	1.3	1.1	1.3	2.5
Total	7.6	6.5	6.2	5.6	5.4	6.6
Shell-on warmwater						
Ecuador	7.1	9.1	12.3	15.8	19.5	17.6
India	4.0	4.8	7.6	7.9	8.8	11.5
Madagascar	11.7	10.3	9.6	9.4	9.3	8.6
Brazil	24.1	22.5	17.6	13.4	7.7	5.7
Colombia	2.8	2.2	2.4	3.7	4.6	5.7
Venezuela	1.6	0.6	1.7	3.6	3.7	3.9
Indonesia	4.9	6.7	5.7	4.3	4.2	3.6
Vietnam	2.1	3.5	3.7	2.8	3.5	3.5
Bangladesh	0.9	1.0	1.1	1.4	3.1	3.0
Others	22.4	20.4	23.5	25.9	22.9	25.5
Total	81.6	81.1	85.2	88.2	87.3	88.6
Cooked & peeled						
Thailand	1.4	1.4	1.5	2.3	2.0	3.5
Netherlands	2.1	2.6	2.7	2.5	2.6	2.6
India	0.3	0.4	0.8	1.3	1.3	1.6
Others	8.5	9.1	8.6	7.6	6.7	5.8
Total	12.3	13.5	13.6	13.7	12.6	13.5
Grand Tot	**101.5**	**101.1**	**105.0**	**107.5**	**105.3**	**108.7**

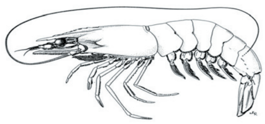
Source: GLOBEFISH

grew by a strong 17%. This market is very price conscious. In fact the average unit value of shrimp on the German market is EUR 5.83/kg, while some six years ago it was EUR 6.60/kg and has declined continuously since then. Importers took advantage of the lower prices in 2009 to build up inventories. It should be noted, however, that the German market has one of the highest unit values of shrimp in the EU.

Imports
Shrimp: Italy

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Ecuador	10.7	14.5	18.1	19.0	20.4	21.8
Argentina	6.1	1.2	6.8	10.2	8.1	8.2
Spain	5.5	4.0	5.3	6.7	3.8	5.9
India	4.5	4.3	4.3	5.2	5.8	5.9
Denmark	6.1	6.9	7.3	7.4	6.5	4.7
Netherlands	3.0	3.6	3.5	3.2	3.0	3.8
Others	20.6	28.4	27.6	23.8	21.1	19.7
Total	**56.5**	**62.9**	**72.9**	**75.5**	**68.7**	**70.0**

Source: GLOBEFISH AN 010148



Imports

Shrimp: Denmark

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Greenland	74.6	81.4	84.0	78.1	77.1	71.5
Canada	29.6	31.7	37.4	43.2	26.8	17.3
Faroe Islands	3.1	2.5	2.3	0.7	2.1	2.4
Viet Nam	0.1	0.4	0.8	0.9	1.7	2.1
UK	0.8	1.5	2.2	2.1	1.7	1.8
Germany	2.5	2.4	1.2	1.6	1.1	1.6
Bangladesh	0.5	0.9	1.2	1.7	1.3	1.5
Others	14.5	15.1	13.3	14.6	14.1	8.6
Total	**125.8**	**136.0**	**142.2**	**143.0**	**125.8**	**106.8**

Source: GLOBEFISH

Exports

Shrimp: Denmark

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Russia	27.4	28.7	27.3	38.0	30.3	19.8
Sweden	15.0	15.0	18.5	19.3	18.6	19.0
China	10.6	14.4	18.3	9.5	10.9	14.2
UK	11.8	12.6	14.8	14.4	12.8	13.2
Norway	8.5	9.4	7.2	9.0	8.5	8.2
Germany	6.6	6.7	7.4	8.7	8.6	7.5
Italy	6.9	8.4	9.6	9.0	8.7	5.8
Netherlands	6.5	9.0	7.5	7.8	6.6	5.0
Others	28.2	33.8	33.8	30.3	30.9	27.4
Total	**121.6**	**137.9**	**144.3**	**146.0**	**135.8**	**120.1**

Source: GLOBEFISH

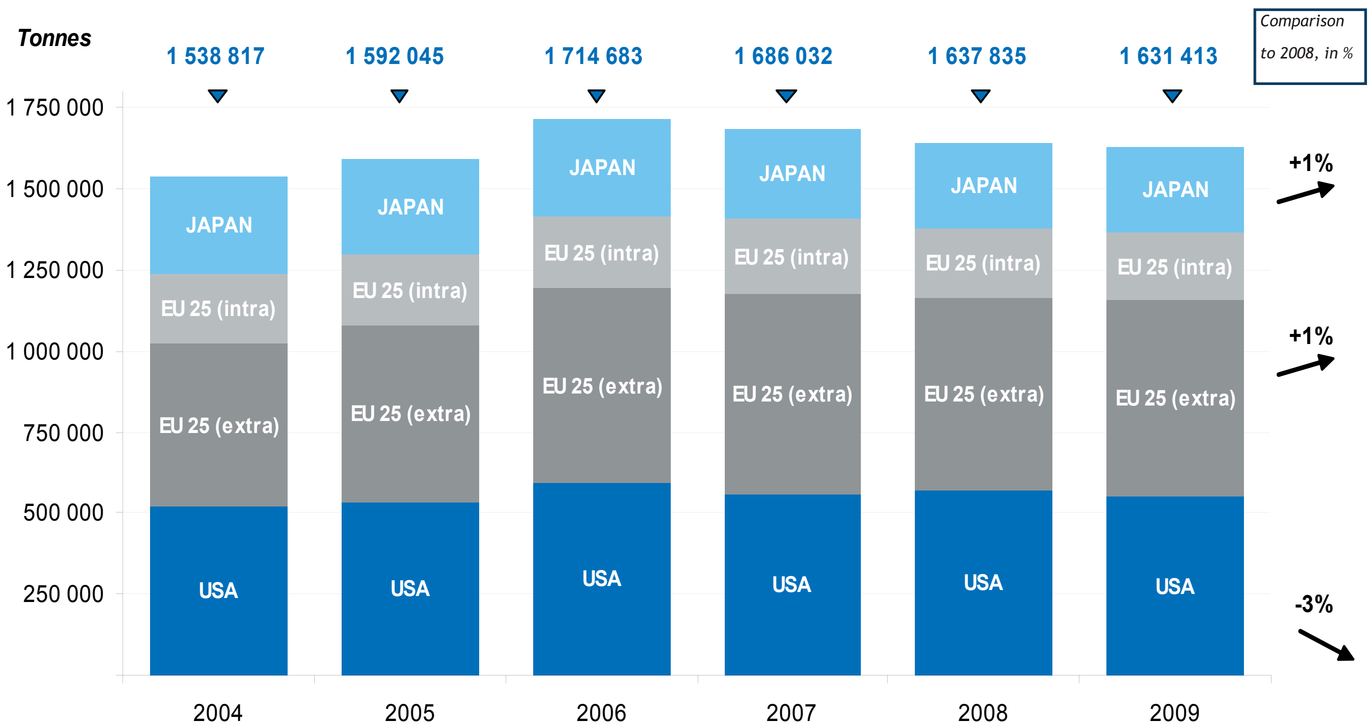
Demand strong for shrimp in coming months

Building on a good first quarter of 2010, markets are expecting improved supplies and lower prices from April onwards when the new harvest season begins. At the same time, consumer demand patterns should to be monitored during the April-May high consumption season to determine market trends for the remainder of the year.

The US market is expected to be strong, with consumers returning to restaurants following economic recovery, which seems to have reached all major sectors. In view of depleted inventories, prices are likely to go up in coming months, in expectation of domestic production coming into the market in June.

The European market was quite good in 2009, and is expected to strengthen in the near future. Further imports into the major markets are likely, though the Spanish market might lag behind expectations.

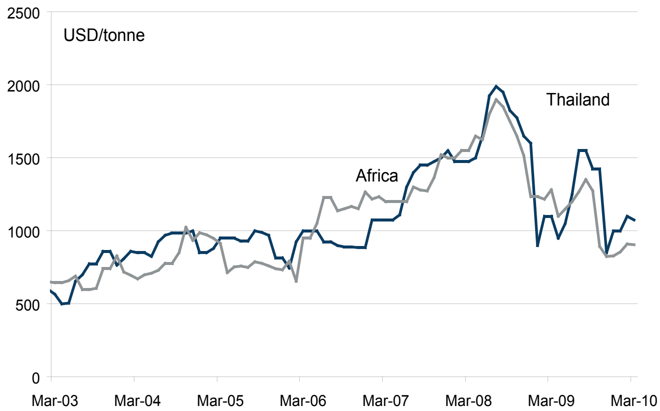
Shrimp Volume Imported by EU-27, USA and Japan - January-September (in tonnes)



Tuna prices were lower in 2009

Tuna prices were on average USD 550/tonnes lower in the course of 2009, compared with 2008. This was because of lower fuel prices, which in turn led to higher catches. As a result of reduced raw material prices, canning became more profitable again, after a difficult 2008. Traders were able to lower prices, which led to good demand in the market, during a challenging year with regard to consumer preferences. Consumption of canned tuna in all markets increased during the year. The performance of the sashimi sector, on the contrary, was characterized by lower restaurant trade, resulting in a very depressed market for top quality sashimi tuna. In the USA, fresh sashimi consumption declined sharply. In Japan, the purchase of sashimi tuna moved from restaurants to supermarkets, where lower-end products were sold. As a result, farmed bluefin tuna from Australia, Mexico and from the Mediterranean found a good market in Japan.

C&F Prices
Frozen Skipjack: Thailand and Africa



4.5-7 lbs:
Source: GLOBEFISH AN 11112

Atlantic bluefin tuna will not be listed on CITES appendices

The decision of CITES member countries not to list Atlantic bluefin tuna on any Appendices will have an important impact on the tuna market, especially on the sashimi market in Japan. The listing would have led to considerable disruption of the market, while the present situation will allow bluefin to enter the market as before. Currently about 40 000 tonnes of Atlantic bluefin tuna are caught every year, well above the recommended quota that scientists say can be fished to avoid population collapse.

Lower prices in first quarter

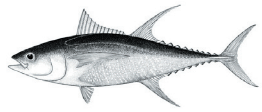
Good January and first half February catches in the Indian Ocean and in the Western and Central Pacific combined with full cold storages in Thailand pushed the price of skipjack in Bangkok down from USD 1 100/tonne to USD 900/tonne. This downward trend is influencing the European market as well, even though demand from canneries in Europe should increase in coming months.

On the other side of the Pacific the price softened to about USD 1 150/tonne, down from USD 1 200/tonne for main size skipjack. This premium of about USD 250/

Landings
Tuna*: Japan

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Bluefin						
fresh	4.9	4.1	2.9	3.4	2.7	2.2
frozen	1.8	1.4	1.6	0.9	1.0	0.7
Bigeye						
fresh	11.7	9.4	14.8	11.9	9.3	7.9
frozen	23.1	22.3	20.8	20.0	20.4	17.9
Yellowfin						
fresh	7.6	8.7	8.6	6.4	10.2	7.6
frozen	29.6	30.6	32.2	9.8	9.0	8.1
Albacore						
fresh	32.9	20.2	26.8	48.7	31.3	40.0
frozen	21.5	15.6	9.6	14.9	9.5	16.7
Skipjack						
fresh	58.9	95.5	79.0	72.9	76.0	43.3
frozen	133.3	246.5	220.2	224.2	208.0	200.9
Total	**325.2**	**454.2**	**416.5**	**413.2**	**377.4**	**345.2**

Source: MAFF, Japan; * including distant water catches



tonne diverted European orders for tuna products from Ecuador to Thailand and the Philippines.

Strong sashimi tuna market in opening months of the year

Japanese tuna catches in 2009 declined further, in line with the trend observed for several years now. Some 345 000 tonnes were landed last year, 9% less than in 2008. Skipjack is still the main species caught by Japanese vessels with 245 000 tonnes, but catches in 2009 declined sharply, especially for fresh skipjack. Yellowfin was the only species reported to have higher landings.

Imports of frozen tuna into Japan increased in 2009 by 9% compared with 2008. Bigeye was the main species imported. Skipjack imports were strong and increased by 20 000 tonnes, substituting for minor domestic production. Prices in the Japanese market were relatively low during the course of the year, reflecting reduced demand from the top range restaurants. This trend was completely reversed in the opening months of 2010.

Demand for sashimi tuna was strong in Japan during the first quarter of 2010, and prices moved up. There were several reasons for the good demand: the relative strength of the YEN, the recovery of the economy, the hope for good spring weather providing many occasions for sashimi consumption, and finally, the elimination of the worry that a CITES listing could disrupt supplies to the market. In expectation of the worst case scenario, traders had built up stocks, but it is likely that prices will start to go down now as the threat of a CITES listing has been removed.

Reportedly farmed bluefin tuna in Japan, including full lifecycle breeding, has shown steady growth. The annual production in 2009 was 7 000 tonnes against 5 000 tonnes in 2008. The local tuna farming industry is taking serious measures to increase production as supplies from imported sources will be much lower in future. Even though these figures are still low, when considering the total Japanese demand for bluefin tuna, they are still very encouraging and the presence of Japanese cultured tuna on the market will gain in importance in the near future.

Imports
Fresh/chilled tuna: Japan

	2004	2005	2006	2007	2008	2009
		(1000 tonnes)				
Yellowfin	24.1	21.4	19.0	16.9	15.5	15.5
Bigeye	18.9	16.8	15.8	14.5	15.0	15.2
Bluefin	10.0	9.9	7.4	5.1	4.4	5.8
S. Bluefin	3.1	2.5	1.8	1.2	1.2	3.4
Albacore	0.4	0.2	0.3	0.3	0.3	0.3
Skipjack	0.1	0.0	0.0	0.1	0.0	0.0
Total	**56.5**	**50.9**	**44.3**	**38.1**	**36.3**	**40.2**

Source: National Statistics

Imports
Frozen tuna: Japan

	2004	2005	2006	2007	2008	2009
		(1000 tonnes)				
Yellowfin	109.2	123.5	90.3	58.7	47.4	44.1
Bigeye	116.3	101.9	86.3	86.8	77.8	77.1
Skipjack	81.2	52	50.5	31.3	33.5	53.3
S. Bluefin	8.2	7.2	7.9	8.4	7.4	6.9
Albacore	6.5	6.1	6.2	6.0	8.3	8.5
N. Bluefin	6.6	4.2	5.1	6.3	4.2	4.0
Total	**328**	**295**	**246.3**	**197.5**	**178.3**	**193.9**

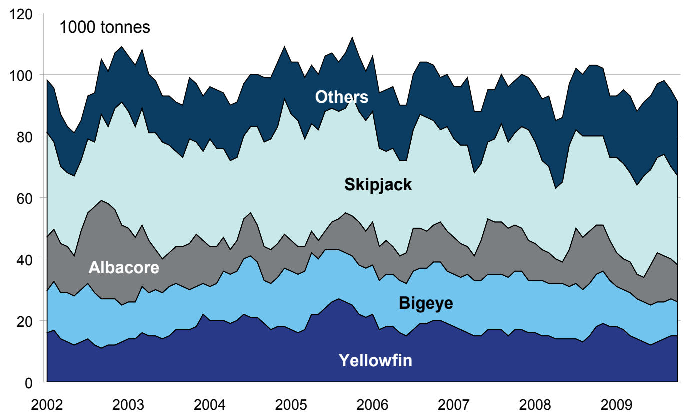
Source: INFOFISH

Dull tuna market in the USA

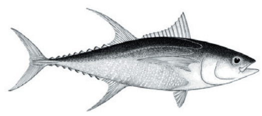
The US market for tuna was relatively dull in 2009. The high range sashimi and sushi bar market came to a complete standstill as a result of the economic crisis, though canned tuna remained popular for the preparation of economical dishes for home consumption. This is changing now, as the restaurant segment reports improved sales figures, and the spring weather leads to more eating out, including in expensive restaurants. Imports of all tuna types were stable in 2009, with the exception of fresh tuna. These figures reflect the overall climate of the market.

Though exports of canned tuna to the US market grew significantly, Thailand's overall canned tuna export in 2009 was lower compared with 2008. Thai canned tuna

Coldstorage holdings
Tuna: Japan



Source: INFOFISH Trade News, GLOBEFISH AN 015000



Imports
Tuna pouches: USA

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Thailand	19.2	19.7	18.6	16.5	19.3	16.5
Ecuador	10.9	13.6	15.6	10.8	13.5	11
Others	2.2	2.7	3.8	3.8	5.9	3.6
Total	**32.3**	**36.0**	**38.0**	**31.1**	**38.7**	**31.1**

Source: NFMS: GLOBEFISH AN 11038

Imports
Canned tuna (excl. pouches): USA

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Thailand	71.8	77.4	74.3	66.1	64.7	78.8
Philippines	43.3	43.8	35.2	26.6	25.9	25.1
Indonesia	17.0	18.0	16.4	14.1	13.5	13.1
Ecuador	24.7	15.5	4.4	1.9	0.7	1.6
Others	12.0	14.3	22.2	25.3	27.8	23.4
Total	**168.8**	**169.0**	**152.5**	**134.0**	**132.6**	**142.0**

Source: NFMS: GLOBEFISH AN 11032

Imports
Fresh tuna : USA

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Albacore	1.0	0.7	0.9	0.9	0.7	0.7
Yellowfin	15.6	17.1	17.8	18.0	15.9	14.2
Bigeye	6.8	5.0	4.9	5.6	5.5	5.5
Bluefin	1.6	1.7	1.1	1.1	0.4	0.4
Skipjack	0.0	0.0	0.1	0.0	0.0	0.0
Others	1.4	1.0	0.4	0.1	0.2	0.0
Total	**26.4**	**25.5**	**25.2**	**25.7**	**22.7**	**20.8**

Source: ITN

Imports
Tuna loins: USA

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Thailand	8.2	8.7	12.5	7.8	14.9	10.1
Fiji	14.9	14.5	12.4	11.0	10.7	12.7
Trin & Tob	13.2	13.4	12.3	10.5	9.7	9.4
Ecuador	6.9	6.5	4.0	1.2	0.9	0.1
Others	0.8	3.6	9.9	13.3	9.0	16.4
Total	**44.0**	**46.7**	**51.1**	**43.8**	**45.2**	**48.7**

Source: NFMS: GLOBEFISH AN 11056

exports totalled 485 400 tonnes worth USD 1.53 billion in 2009, down 4.1% in quantity and 19.3% in value against the previous year.

Thai exports hit by crisis

Sharp drops in exports to Australia (-17% in quantity), the UAE (-38%), Saudi Arabia (-14%) and Germany (-47%) contributed to the overall decline in 2009. Meanwhile, exports to the USA, the largest market, increased significantly last year by 19% in quantity, but 2% lower in value amounting to 112 700 tonnes worth USD 360 million. The UK, France, Egypt and Canada also imported more canned tuna from Thailand last year compared with 2008. Overall, the Thai canned tuna industry performance was mixed, and was heavily influenced by increasing raw material prices in the middle of the year. As prices are much lower now, the competitiveness of the Thai tuna canning industry will improve this year.

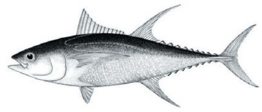
EU market mixed

Spain is increasing not only the import of tuna loins for its canning industry, but also of canned tuna. The canning industry of Galicia has huge problems to make ends meet, and is trying to diversify its raw material sourcing. Italy, which used to be independent with regard of canned tuna production, has to import ever increasing quantities of canned tuna. This is mainly sourced in neighbouring countries such as Spain and France, but more recently also in Colombia and the Seychelles. Saupiquet, a major French trade mark, announced the closure of one of its

Exports
Canned tuna: Thailand

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
USA	98.5	111.8	103.2	87.7	94.9	112.7
Egypt	19.3	25.0	34.1	25.1	34.6	39.8
Australia	29.9	33.0	32.6	33.3	39.7	32.4
Libya	18.3	25.2	27.6	28.8	33.8	33.7
Canada	25.4	28.8	29.7	26.4	28.1	30.8
Japan	28.9	28.6	26.3	25.7	28.3	24.3
Saudi Arabia	14.3	15.1	20.1	21.2	19.6	17.0
UK	13.2	16.6	19.7	13.4	15.8	17.0
Germany	6.1	17.1	18.6	11.7	6.4	3.6
Italy	1.8	6.3	3.6	5.4	11.2	NA
South Africa	5.3	6.2	9.3	9.8	8.4	9.8
Others	116.5	141.2	234.6	179.1	185.3	164.3
Total	**377.5**	**454.9**	**559.4**	**467.6**	**506.1**	**485.4**

Source: GLOBEFISH AN 10080



Imports

Canned tuna: France

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
C. d'Ivoire	33.7	21.6	23.1	27.0	22.0	19.8
Spain	18.6	21.8	22.0	19.9	14.2	18.2
Seychelles	14.7	11.3	14.7	13.6	11.7	12.8
Madagascar	12.9	14.7	15.4	10.9	5.6	8.2
Senegal	4.9	4.3	1.1	1.7	1.3	1.8
Italy	7.3	8.0	8.9	3.5	2.3	0.3
Others	15.0	28.9	35.2	29.7	43.8	40.4
Total	**107.1**	**110.6**	**120.4**	**106.3**	**100.9**	**101.5**

Source: GLOBEFISH AN 11030

tuna plants in France. Again the survival of the European tuna canning industry is jeopardized by high labour costs in these countries.

The EU market for Thai canned tuna was mixed, while the German market contracted, the UK and France expanded quite strongly. Price considerations are always the driving force for German purchases. As prices are dropping in 2010, more buying interest from this market is likely. The tariff is still high for Thai canned tuna in

Imports

Canned tuna: Germany

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Philippines	19.1	20.3	23.4	24.1	18.5	19.9
Ecuador	13.7	14.6	15.8	21.2	28.6	14.5
Indonesia	3.5	7.0	6.0	8.1	6.8	8.2
Papua NG	10.7	9.6	4.4	5.7	6.1	6.8
Thailand	5.6	11.5	18.1	11.9	8.2	4.3
Seychelles	5.4	6.6	6.7	2.1	4.4	1.2
France	7.3	5.7	2.2	1.1	0.9	0.8
Others	15.9	8.5	10.2	10.9	7.0	11.9
Total	**81.2**	**83.8**	**86.8**	**85.1**	**80.6**	**67.5**

Source: GLOBEFISH

the European market at 20.5%, which does not encourage trade.

The EU's new Illegal, Unregulated and Unreported (IUU) fishing regulation came into effect for fish caught from 1 January 2010. Industry has been waiting for news of enforcement action and possible impacts on the market from this new regulation, but up to now there have been no incidents of fish being rejected by the EU resulting from catch documentation irregularities. The EU IUU regulation is likely to impact small scale tuna fisheries, which are very difficult to certify and control, and steps may need to be taken to address this issue.

In this regard, there is an interesting initiative that certifies small scale tuna from the Philippines. The EU imported the first-ever Philippino consignment of handline-caught tuna with catch certificates in the first week of February 2010. The shipment contained fresh and chilled loined tuna caught in Mindoro and included catch certificates ensuring the fish's traceability along with verification that they came from registered boats running in legalized areas using highly selective fishing equipment. Approved by the EU in January 2010, the

Imports

Canned tuna: UK

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Mauritius	29.5	24.9	25.9	27.8	27.2	22.9
Seychelles	29.5	28.8	32.0	23.9	16.7	19.7
Ghana	22.1	20.2	17.0	18.4	22.7	19.3
Thailand	13.1	15.9	16.9	14.9	14.6	16.8
Philippines	6.2	9.7	10.0	13.0	19.2	16.4
Ecuador	9.7	6.7	6.8	7.8	18.9	7.4
France	1.3	1.3	1.7	3.0	4.0	2.7
Spain	3.3	2.6	1.7	1.4	3.3	2.2
Maldives	4.1	4.6	1.9	2.2	1.0	1.0
Indonesia	3.1	2.8	0.9	1.7	1.4	0.7
Others	10.3	15.1	13.8	16.4	15.1	7.0
Total	**132.2**	**132.6**	**128.6**	**130.5**	**144.0**	**116.1**

Source: GLOBEFISH AN 11050

Imports

Canned tuna: Italy

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Spain	36.1	37	36.7	39.7	39.6	37.9
Côte d'Ivoire	14.0	8.9	9.1	10.0	9.1	10.7
Colombia	6.4	7.0	5.0	6.6	10.5	8.9
Seychelles	4.6	7.0	6.9	3.9	5.5	6.4
France	6.1	4.6	3.4	5.3	5.0	4.9
Portugal	2.6	2.8	2.6	2.4	2.1	1.8
Others	4.3	4.2	5.8	9.0	12.0	12.8
Total	**74.1**	**71.5**	**69.5**	**76.9**	**83.8**	**83.4**

Source: GLOBEFISH

traceability system was developed by the Bureau of Fisheries and Aquatic Resources (BFAR). The traceable tuna from Mindoro came about through a partnership between the WWF, local government and the private sector. The alliance was formed in response to certification required by the EU to address the IUU fishing problem, as well as to satisfy growing demand for seafood products from sustainably managed sources.

Prices expected to increase

The downward trend in prices is expected to be reversed soon, and packers wanting to replenish raw material stocks are facing potentially higher tuna prices as recent changes in fishing conditions in the Western and Central Pacific have resulted in reduced catches. These lower landings have been attributed to the closure of two major high seas pockets, according to some reports.

Imports
Tuna loins: Italy

	2004	2005	2006	2007	2008	2009
	(1000 tonnes)					
Ecuador	12.7	12.0	14.6	11.9	11.7	13.2
Thailand	1.1	1.3	3.2	4.4	2.3	8.7
Colombia	12.8	14.3	9.7	7.0	5.4	2.0
Kenya	7.0	8.1	6.7	7.9	4.8	1.5
Spain	0.0	0.0	0.3	0.1	0.1	0.1
Others	2.4	4.9	8.5	8.0	12.5	11.7
Total	**36.0**	**40.6**	**43.0**	**39.2**	**36.8**	**37.2**

Source: GLOBEFISH AN 11050

In the Japanese market, where traders had filled their cold storages in expectation of Atlantic bluefin trade restrictions, prices are likely to move down, in contrast to canning raw material prices. However, demand in Japan is expected to stay strong during the spring holidays, which will help traders to clear some of their inventories.

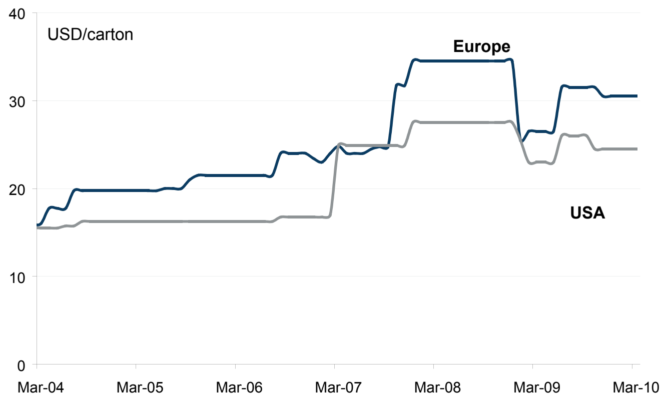
In the USA, the expected economic up-turn will result in a return to high end restaurants, including sashimi and sushi outlets. Demand and, therefore, imports of fresh tuna, which suffered in 2009, are likely to increase. The EU market for canned tuna was well supplied in the opening months of the year, where advantage of lower prices on the market was taken, in expectation of lower availability later on.

TUNA NEWS

AUSTRALIA: ALDI TO INTRODUCE CERTIFIED CANNED TUNA

Aldi has become the first grocery retailer in Australia to introduce a certified canned tuna product with the Marine Stewardship Council (MSC) ecolabel. The Ocean Rise White Tuna brand joins Aldi's existing range of MSC certified canned and frozen seafood products. It will retail for AUD 5.99 (USD 5.45) per can. The Ocean Rise White Tuna is Pacific albacore tuna caught using pole-and-line and troll fishing methods. Pole and troll techniques do not make any contact with the sea bed, and have no known impact on the wider marine habitat. *Source: INTRAFISH*

C&F prices
Canned tuna*: USA, EUROPE



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

C&F prices
Loins: Italy

Source: GLOBEFISH AN 11114

C&F prices
Frozen Yellowfin, Italy

Source: EPR

Good groundfish supply on the market

Groundfish prices went down in 2009 and early 2010, as a result of good supply and strong competition from whitefish species such as pangasius on the market. The disruption of air traffic is creating problems for fresh fish sales in Europe. Price increases in this markets are likely, even though demand is slow.

Imports
Cod-like frozen groundfish: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Fillets						
China	73.4	89.8	91.3	74.5	71.0	74.8
Iceland	20.4	16.5	16	11.1	6.6	6.5
Canada	10.3	6.7	9.7	5.5	2.3	2.4
Norway	2.4	1.2	2.1	0.2	0.8	0.8
Others	9.5	8.9	9.0	6.4	5.9	4.7
Total	**116**	**123.1**	**128.1**	**97.7**	**86.6**	**89.2**
Blocks/Slabs						
China	33.2	32.2	25.4	41.7	35.2	38.9
Argentina	3.9	2.9	2.9	2.0	2.3	1.4
Iceland	3.2	1.9	0.6	0.8	0.9	1.0
Norway	1.2	1.4	0.5	0.1	0.2	0.6
Russian Fed.	1.6	1.1	0.5	0.8	1.3	2.9
Canada	8.2	0.6	0.5	2.1	0.7	0.5
Others	10.1	2.6	2.0	1.7	1.4	1.4
Total	**61.4**	**42.7**	**32.4**	**49.2**	**42.0**	**46.7**
Gr. Total	**177.4**	**165.8**	**160.5**	**146.9**	**128.6**	**135.9**

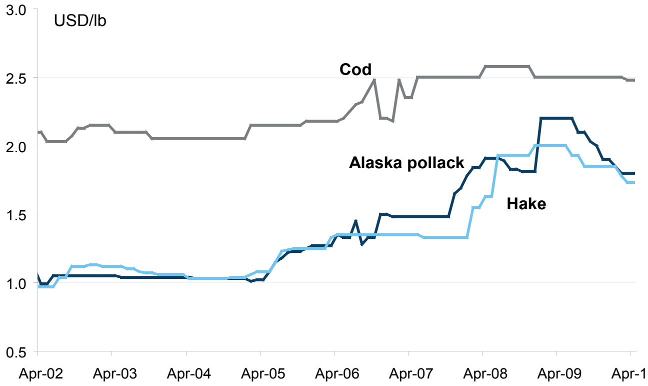
Source: NMFS

Recovery in Namibian and Peruvian hake

The Namibian hake industry has been given an increase of about 8% to its 2010-11 Total Allowable Catch (TAC) from 135 000 tonnes in the 2009-10 season to some 145 000 tonnes. The global crisis and the strengthening of the Namibian currency have affected companies' revenues, but the improvement in the TAC should help to alleviate the economic difficulties of the sector. The Namibian hake industry is worth USD 127.9 million, one fourth of all fisheries in the country.

The Ministry of Production of Peru has set the TAC for hake (*Merluccius gayi*) for 2010 at 40 000 tonnes. The hake resource is in a state of recovery, which is why it is necessary to reduce the fishing effort until the stock increases to safe levels. 34 500 tonnes of hake were landed in 2009, 25.6% more than in 2008. 11 167 tonnes of hake worth USD 22.2 million were exported in 2009, an increase of 6.4% in volume and 11.8% in value from 2008.

C&F prices
Groundfish blocks: USA

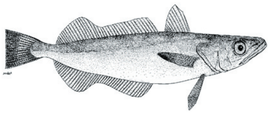


Source: GLOBEFISH AN 010805, 010806, 010834

US groundfish imports up, prices plunge

Over the past five years the Alaska pollock catch quota for the Alaskan fishery has been slashed by as much as 45%. During that period, the proportion of surimi was reduced by more than 60% while that of H&G products increased dramatically by 270% mainly because of active demand from China. For 2010, the share of surimi products derived from the US Alaska pollock catch will remain stable at 30% of total landings. This change in the normal pattern is mainly because Japanese surimi buyers are willing to pay relatively low prices for these products, compared with the prices that Chinese re-processors can offer.

Groundfish imports into the US market showed an increase in 2009 (almost 6% from 128 600 tonnes to 135 900 tonnes) compared with 2008 but have not yet recovered to the high levels of previous years. Pollock constituted nearly 60% of the imports, 22% up from the same period of 2008. The 2009 rise reflects not only increased imports by the USA of frozen fillets but in particular an increase in the import of blocks. In fact, in 2009, the quantity of frozen groundfish fillets imported by the US was 89 200



Imports
Frozen Alaska pollock fillets: France

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
China	16.1	14.3	18.6	18.6	21.7	22.2
USA	12.8	12.5	10.8	10.3	7.9	6.0
Russian Fed.	4.6	2.1	4.3	4.0	7.1	5.8
Germany	6.0	5.8	6.3	4.4	4.2	2.7
Others	1.9	1.4	0.8	0.7	0.6	1.0
Total	**41.4**	**36.1**	**40.8**	**38.0**	**41.5**	**37.7**

Source: National Trade Statistics

tonnes, only 3% more compared with the 2008 whereas the import of blocks went up by 11%, reaching 46 700 tonnes in 2009. China was the main supplier of both fillets and blocks to the USA with about 84% of total imports of these product forms in 2009. This country has increased its shipments to the USA by 5% (fillets) and 10% (blocks) during this period. China is an important re-processor of Alaska pollock caught by the US and Russian fleets. Thus a good part of US imports from China are US origin Alaska pollock that are re-processed in China.

The US cod market, where prices had been in free fall since December 2008, seems to have stabilized at a low level. Prices were quoted at USD 2.45/lb in April 2010. However, there are indications from the landing sites that this trend is changing and that ex vessel prices in Alaska are rising. Hake fillet prices, which followed the same trend as cod until October 2009 (USD 2.20/lb), suddenly dropped further in November to USD 1.90/lb and to USD 1.80/lb in April 2010. Increased supply from Chile and Argentina contributed to this drop.

The price of Alaska pollock, which declined in June 2009 from USD 2.00/lb to USD 1.93/lb, continued this downward trend for the rest of 2009, reaching USD 1.85/lb in December 2009 and through to 2010 to USD 1.73/lb in April 2010. This decline came as a surprise in view of the lower Alaska pollock quota in US waters. However, reports of abundant stocks in Russian waters, together with higher imports, put pressure on prices.

Imports
Frozen cod: UK

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Iceland	16.9	14.8	16.1	18.0	14.2	19.3
China	15.0	16.5	23.2	21.9	21.4	13.8
Norway	8.8	9.0	14.0	11.4	12.0	9.3
Denmark	17.6	16.7	16.9	12.4	9.0	7.3
Russian Fed.	28.8	36.9	13.0	4.1	3.9	6.5
Faroe Is.	7.0	4.9	6.5	4.4	4.9	4.6
Poland	1.6	1.3	6.5	3.6	3.8	3.9
Germany	3.0	1.3	1.9	4.5	3.7	1.1
Others	4.5	7.1	8.2	6.0	6.0	3.4
Total	**103.2**	**108.5**	**106.3**	**86.3**	**79.0**	**69.3**

Source: Seafish/national trade statistics

Imports
Frozen hake: Italy

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Argentina	12.7	10.5	14.8	10.8	10.2	11.9
S. Africa	6.1	6.4	4.8	4.4	5.5	5.5
Spain	5.1	6	6.3	5.3	4.6	4.6
Uruguay	3.8	4.7	5.8	4.6	4.0	3.4
Namibia	3.2	2.7	2.4	1.7	2.8	3.0
Peru	0.0	0.0	0.0	0.0	0.4	0.0
Chile	0.6	0.4	0.2	0.2	0.4	1.4
Others	2.8	2.0	2.3	2.8	2.7	2.4
Total	**34.3**	**33.1**	**36.6**	**29.8**	**30.6**	**32.2**

Source: National Trade Statistics

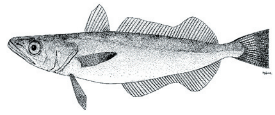
In 2009, Japanese surimi imports decreased by 60 000 tonnes from the 2008 level and slumped to 200 000 tonnes mainly because of the pollock quota cutback in the USA, as well as decreased supply from Asian countries resulting from unsettled surimi prices. In 2010, Japanese surimi imports are likely to stay at these low levels.

Lower imports into EU

The main issue in the early weeks of 2010 was how Russia would deal with EU regulations with regard to IUU fishing. For 6 weeks the country was not able to notify the EU which authority would carry out the certification in the Far Eastern region, thus supply of Alaska pollock was difficult, as Russia is presently the main provider of this species to the world market, and European countries are the main importers of Russian pollock. Since 19 February 2010, the Russia authorities have notified the EU which authorities will control the catch certifications, so everything should return to normal in coming months, although landings made prior to 19 February by Russia are still not allowed to be imported into the EU.

Moving on to the European groundfish market, German imports of Alaska pollock fillets, which increased by 7.5% between 2007 and 2008, showed a drop in 2009 of 16% to 148 200 tonnes. As in the US market, China was the main exporter (almost 60% of total) of Alaska pollock fillets to Germany, supplying 4% less compared with 2008 and 9% less than in 2007. The USA, the second main supplier of frozen Alaska pollock fillets to Germany, decreased its exports significantly (-44%) in 2009 compared with 2008.

The producers of value added groundfish products in Germany and the UK are facing some uncertainty with the supply of Alaska pollock. The new IUU regulations and the fact that Russia delayed its notification to the EU of



Imports
Frozen Alaska pollock fillets: Germany

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
China	59.2	58.1	88.0	78.5	89.7	85.9
USA	51.2	47.0	39.4	55.2	53.4	30.0
Russian.F.	22.0	15.5	27.6	25.4	28.9	25.9
Others	4.2	3.0	6.1	5.3	4.9	6.4
Total	**136.6**	**123.6**	**161.1**	**164.4**	**176.8**	**148.2**

Source: Statistisches Bundesamt

Imports
Frozen cod fillets: Germany

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
China	4.7	8.3	8.1	12.2	12.1	4.6
Poland	4.4	2.1	1.4	3.8	2.2	2.3
Denmark	1.0	1.4	1.2	1.5	1.8	1.3
Iceland	0.8	1.0	0.5	0.3	0.2	1.0
Russia	1.5	1.1	2.4	1.1	1.1	0.5
Norway	1.4	1.9	0.6	0.6	0.2	0.3
Others	3.0	1.4	1.8	2.7	2.1	1.5
Total	**16.8**	**17.2**	**16.0**	**22.2**	**19.7**	**11.4**

Source: Statistisches Bundesamt

the authority that will prepare the IUU catch certificates has increased worries about supply. China, as the main re-processor of Alaska pollock, is expected to produce catch certificates for all the fish they process, including those coming from imports.

Alaska pollock fillets imported by France dropped to 37 700 tonnes (-9 %) in 2009 compared with 2008. China is again the main supplier, shipping more or less the same amount of this product to France in 2009 whereas other suppliers, such as the USA (-24%), and the Russian Federation (-18%) decreased their exports to the French market compared with 2008.

Imports
Frozen hake fillets: Germany

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
USA	2.5	3.6	4.4	6.1	6.3	7.2
Argentina	4.8	5.8	6.9	6.1	3.5	5.1
Peru	2.1	4.1	4.1	4.1	3.7	4.2
Namibia	*	*	*	*	*	2.7
South Africa	*	*	*	*	*	1.5
Chile.	3.6	2.0	2.2	1.0	1.5	0.8
Russian Fed.	*	6.2	0.2	0.0	0.0	0.0
Others	9.0	7.1	6.6	4.5	5.6	2.2
Total	**22.0**	**28.8**	**24.4**	**21.8**	**20.6**	**23.7**

Source: Statistisches Bundesamt

Imports of frozen cod fillets into Germany dropped further, by 42% in 2009 to 11 400 tonnes, because of a sharp decline in Chinese exports (-62% to 4 600 tonnes) as well as reduced shipments from Denmark. The decline in cod imports is surprising, as prices were very competitive in 2009. After the drop recorded in June 2009 (from USD 4.60/kg to USD 4.35/kg), prices recovered somewhat in December 2009.

During 2009, the UK imported 69 300 tonnes of frozen cod, 12% below the corresponding 2008 figure and 20% below that of 2007. This decline can be attributed to the drop in imports from various suppliers such as China (-35.5%) and Norway (-22%). The very strong growth (+36%) in both Icelandic and Russian shipments was not sufficient to move the overall trend in UK frozen cod imports in 2009 into positive territory. The exceptional increase in Icelandic exports of cod to the UK in 2009 can be explained by the fact that the Icelandic government took steps to boost foreign currency income by increasing the cod quota to very high levels, in an attempt to stave off bankruptcy.

The decline in UK cod imports was mainly the result of limited demand. Cod is disappearing from the traditional fish-and-chips shops with sales down almost 10% in 2009. The white fish now being fried in batter is increasingly likely to be Alaska pollock or pangasius from Viet Nam. The name “river cobbler” has been given to pangasius to make it appear more attractive to British consumers. This increase in the use of Alaska pollock and pangasius is a result of the economic downturn as hard-pressed fish shop owners look for cheaper alternatives to cod and haddock.

In 2009, the German market expanded positively with regard to frozen hake fillet imports, which increased by 15% or 23 700 tonnes compared with 2008. USA and Argentina have increased their exports of this product to Germany (by 14% and by 46% respectively).

Italian frozen hake imports were 32 200 tonnes in 2009, an increase of 5% compared with 2008 and 8% over 2007. Argentina, the main supplier was primarily responsible for the increased hake imports into Italy. In fact, Argentina increased its shipments by 17% (to 11 900 tonnes) whereas South Africa supplied the Italian market with the same quantity of frozen hake as in 2008.

Slow demand in Europe

The earthquake in Chile and the strength of the US dollar are affecting seafood purchases in Europe. Less hake from Chile is likely to be available, while other Latin American countries are diverting supplies to the US market. This will probably result in higher prices in Europe in coming months. However, demand seems to be very slow and consumption in Europe has been declining since the beginning of the year.

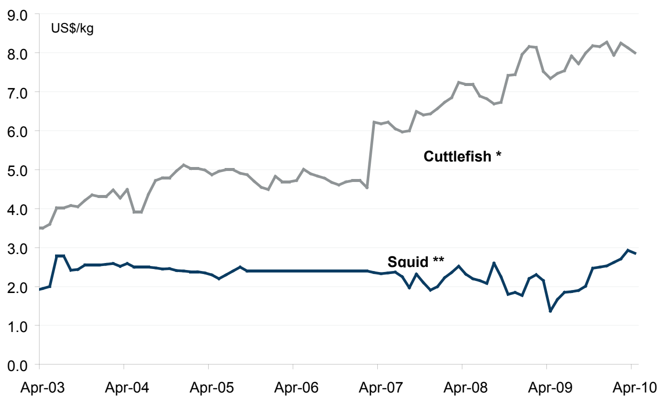
Less squid will lead to higher prices?

The new squid season in Argentine waters has just begun. The first indications from there are that the 2010 season will be even worse than the 2009 season. The specimens taken are very small, but are already egg-bearing. This indicates that the squid will not grow much this year, which will lead to very low landings. In addition it is likely that the fishing will stop earlier than usual as the squid will die once the eggs have been deposited. Prices are still disappointing for fishers, and in view of the increasing fuel prices, some squid jiggers are already laying up their vessels.

In the Argentinian market, the shortage of squid has been felt quite strongly. During Holy week, the week before Easter and usually the main period during the entire year for fish consumption, squid prices equalled those of hake fillets, while the price of hake is normally double the price of squid.

Peruvian giant squid experienced a difficult 2009. During the year some 405 700 tonnes of this species were taken in Peruvian waters, 24% less than in 2008. Main importing countries of frozen giant squid from Peru are China, Spain, Japan and the Republic of Korea. Exports declined in 2009 in line with the decline in production.

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

Price increase of squid lower than expected

2009 was thus characterized by limited production, but price increases were also limited, as the economic problems, especially in the Spanish market, put a brake on any higher price demands by exporters from South America.

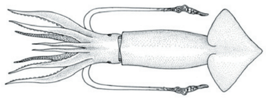
Imports of squid into Japan declined in view of limited production, but also because of good domestic production. In 2009, some 59 100 tonnes were imported, 13% less than in 2008. China continues to be the main supplier to the Japanese market, in part re-exporting finished products originally imported from Peru and the USA. However, Chinese squid exports to the Japanese market declined by 10% in 2009. Direct exports from Peru to the Japanese market were 10 400 tonnes, 24% less than in 2008, in line with the overall decline in Peruvian production and exports. All other traditional suppliers also reported lower shipments.

Imports of squid into Spain declined sharply in 2009; only 113 700 tonnes were imported, compared with 150 400 tonnes in 2008. The last year's figures were the lowest in recent history. This negative outcome was the combination of two occurences - the economic crisis in Spain and the disastrous squid season in the South West Atlantic during 2009. In total, this area reported 62 000 tonnes of exports last year, down from 100 000 tonnes in 2008. All other suppliers to the Spanish market reported higher exports, with China more than doubling its squid exports to Spain in 2009.

Imports
Squid: Japan

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
China	25.1	28.9	28.9	30.2	26.1	23.7
Peru	2.5	3.3	4.8	7.8	12.8	10.4
Thailand	9.9	9.2	7.6	8.1	7.1	6.8
Argentina	0.1	2.0	5.6	10.4	6.3	3.0
Viet Nam	*	5.9	7.0	6.8	5.5	5.5
USA	5.4	7.7	4.6	5.4	3.9	4.0
India	*	1.8	1.9	1.0	1.2	1.3
New Zealand	1.3	3.3	1.4	3.3	0.9	1.4
Korea Rep.	3.3	0.3	0.4	0.9	0.8	0.4
Morocco	0.0	0.2	0.8	0.2	0.2	0.4
Taiwan PC	3.1	0.6	0.3	0.4	0.2	0.0
Others	10.1	1.1	2.6	2.6	2.8	2.2
Total	**60.8**	**64.3**	**65.9**	**77.1**	**67.8**	**59.1**

Source: GLOBEFISH AN 10437, *) included under others



Imports
Squid: Spain

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Falkland/Malv.	28.4	48.0	42.4	40.3	45.6	34.2
Argentina	30.2	46.6	83.6	61.3	54.4	28.1
India	16.4	20.1	18.2	12.8	15.5	15.1
China	12.5	7.0	8.1	6.4	6.7	14.1
Morocco	2.6	3.7	4.5	1.4	3.3	4.0
South Africa	6.8	5.0	4.0	3.5	4.5	3.7
Peru	9.8	3.7	1.8	4.5	1.2	3.0
USA	5.8	3.6	3.9	1.7	2.2	1.5
Korea Rep.	2.8	4.8	2.5	2.0	2.9	1.0
New Zealand	15.0	0.1	0.0	0.1	0.1	0.1
Others	15.5	13.1	12.2	11.8	14.0	8.9
Total	**145.8**	**155.7**	**181.2**	**145.8**	**150.4**	**113.7**

Source: GLOBEFISH AN 10450

Imports
Squid: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
China	21.3	25.6	32.9	28.8	27.7	26.1
Taiwan PC	6.1	4.7	5.6	5.9	5.4	6.9
Rep. Korea	2.4	3.0	2.8	3.1	5.4	5.9
Thailand	6.8	7.1	7.4	7.2	8.2	4.7
India	6.5	6.1	8.2	4.5	6.9	3.8
Peru	1.6	1.7	1.7	0.1	2.0	3.2
New Zealand	2.5	3.8	2.2	2.5	1.0	1.0
Others	5.9	6.0	8.4	10.3	8.5	4.5
Total	**53.1**	**58.0**	**69.2**	**62.4**	**65.1**	**56.1**

Source: GLOBEFISH AN 10459

Imports
Squid: Italy

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Spain	26.4	28.8	30.3	25.2	22.1	27.4
Thailand	19.5	20.5	21.2	22.8	23.4	22.3
S. Africa	6.3	5.4	5.0	3.7	3.7	4.8
Argentina	5.6	7.6	8.9	10.7	10.0	4.7
India	3.5	3.3	3.8	2.9	3.5	4.2
Peru	6	6.4	3.4	3.4	0.9	2.5
New Zealand	2.4	1.6	2.3	0.1	0.1	0.0
Others	17.6	21.5	22.8	32.8	23.2	20.4
Total	**87.3**	**95.1**	**97.7**	**101.6**	**86.9**	**86.3**

Source: GLOBEFISH AN 10455

Italy was the only market among the main consumers of squid that did not report any substantial change in imports. In 2009, the country imported 86 300 tonnes, on a par with the 2008 figure. Spain increased exports to the Italian market, probably because demand and prices offered in Italy were better than in the domestic market. Argentina, as with all other markets, suffered a 50% decline in its exports to Italy. As already indicated, the present year is unlikely to bring Argentina back into the international squid arena.

Imports
Octopus: Japan

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Mauritania	14.5	19.5	16.6	14.0	12.6	26.5
Morocco	5.2	8.7	8.7	10.3	10.9	13.8
China	13.1	9.9	8.2	7.2	6.7	5.5
Viet Nam	5.9	5.6	5.5	4.8	5.5	3.7
Spain	5.9	6.2	4.0	1.8	2.7	3.0
Thailand	1.8	3.0	1.9	1.8	1.2	1.4
Others	6.9	2.6	3.5	6.9	5.1	2.3
Total	**53.3**	**55.5**	**48.4**	**46.8**	**44.7**	**56.2**

Source: GLOBEFISH AN 10438

Abundant octopus supply snapped up by high demand in 2009

The octopus season off West Africa is still underway and likely to continue through April, but catches are lower than expected, and the sizes caught are not easy to sell. The late start of the biological rest period will mean fewer octopus products will reach the market during summer months, which probably will result in better prices towards the middle of the year.

In order to counterbalance the difficult economic situation last year, Mauritanian authorities allowed extremely high octopus catches. This production flooded the market, and prices of octopus declined sharply. As a result imports into the main markets were high, owing to Mauritanian octopus. This country doubled its exports to Japan (26 500 tonnes) and to Spain (9 200 tonnes), while Italy reported octopus imports four times higher than previously from Mauritania (6 000 tonnes). Prices of Mauritanian octopus reached a high of USD 14.50/kg in December 2009 in the Japanese market, but since then have declined, to the present level of USD 12.70/kg.

Japanese octopus imports increased significantly in 2009, especially during the last quarter of the year, which saw a 100% growth over the same period of 2008.

Japanese traders took advantage of good supply, but because of the excellent demand, coldstorage holdings moved quickly. In the whole of 2009, 56 200 tonnes of octopus were imported into Japan, 25% more than in 2008. As already mentioned, Mauritania doubled exports and made up for more than 40% of total octopus imports. Morocco is the number two exporter of octopus to the Japanese market. Good octopus catches in 2009 resulted in a 30% increase in shipments to Japan.

Imports
Octopus: Italy

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Morocco	5.0	9.1	11.7	12.3	14.5	16.2
Spain	6.0	8.4	8.5	6.9	8.2	7.6
Mauritania	3.5	5.4	3.4	2.5	1.4	6.6
Senegal	5.9	4.7	3.7	4.2	3.4	4.9
Viet Nam	3.8	3.8	5.6	3.3	4.5	4.3
Mexico	*	3.3	2.8	4.6	2.2	3.1
Indonesia	*	1.7	*	2.5	4.0	2.8
Thailand	5.3	3.3	3.4	2.4	2.8	2.8
Tunisia	2.1	2.7	1.9	2.0	0.8	1.0
Others	12.4	6.3	10.2	7.4	9.1	5.5
Total	**44.0**	**48.7**	**51.2**	**48.1**	**50.9**	**54.8**

Source: GLOBEFISH AN 10457

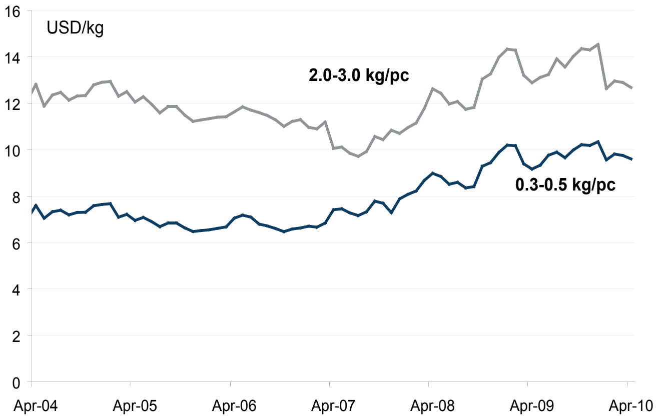
Imports
Octopus: Spain

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Morocco	14.3	18.2	20.2	19.6	23.2	20.0
Mauritania	2.8	2.8	4.9	4.9	4.5	9.2
China	1.9	1.3	2.8	1.6	1.8	3.7
Viet Nam	1.8	0.7	1.9	2.2	1.6	1.7
Portugal	1.2	1.9	1.4	1.7	2.2	1.1
Senegal	1.4	2.0	0.5	0.5	0.6	0.9
Others	10.0	9.9	8.6	8.8	8.7	6.7
Total	**33.4**	**36.8**	**40.3**	**39.3**	**42.6**	**43.3**

Source: GLOBEFISH AN 10452

Italy is the world's second major importer of octopus with 55 000 tonnes. This represents an 8% increase compared with the previous year. Morocco, the main supplier to this market, increased its shipments by 10%. Spanish octopus imports increased slightly to 43 300 tonnes, despite the difficult economic situation in the country. This was mainly the result of increased supply from Mauritania. Morocco, traditionally the main trading partner for octopus with Spain, diverted some quantities to more attractive markets such as Japan and Italy, who were willing to pay higher prices.

Wholesale prices
Octopus: Japan



Source: INFOFISH Trade News, GLOBEFISH AN 10507

Higher squid prices likely

The biological situation of the squid population in the South West Atlantic has a direct impact on squid availability on the world market. Thus these initial signs indicate that squid supply will be low this year, which in turn should lead to higher prices. 2009 was in some ways an exception, as the limited supply did not result in the expected price hikes. This was mainly caused by the difficult economic situation in Spain, which led to reduced demand in one of the world's major markets. This year, the economic situation seems to be improving and hopefully increased demand for squid and other cephalopod products in the Spanish market should lead to higher prices, also in view of the depleted coldstorage holdings. However, the squid caught at present seem to be small, which generally fetch a lower price than larger specimens.

Prices in Japan have already started to move up somewhat. Coldstorage holdings of squid in Japan are low, and are likely to stay so, until the domestic flying squid season starts in July. Further price increases are likely.

Octopus prices are likely to decline for a further two months, but during the biological fishing ban, prices should go up somewhat. Future developments during the course of the year will depend on the fishing quota set by Moroccan authorities and by the interest of the Mauritanian government in enforcing measures to protect the resource.

TILAPIA

Tilapia production is growing worldwide

China continued to be the main producer of tilapia during 2009. Production is expanding worldwide, both in Asia and Latin America. Africa, even though tilapia is indigenous to the continent, is lagging behind. After the price hikes experienced in 2008, resulting from low Chinese production, prices moved downward in 2009. The present year might show further expansion of production, and a consolidation of prevailing price levels.

More tilapia produced in China

Chinese tilapia production in 2009 is estimated at 1 150 000 tonnes, up from 1 110 000 tonnes in 2008 and 1 134 000 tonnes in 2007. The slow growth in production reflected the weak demand from major tilapia importing markets resulting from the global economic downturn starting in 2008. Chinese tilapia production is expected to continue growing in the near future in response to recovering demand for tilapia products by foreign markets, in particular the USA, together with increasing domestic consumption. China is the main tilapia exporter to the US market, accounting for almost 70% of total tilapia supply to this market.

Exports
Tilapia: China

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
USA	62.9	80.9	104.7	122.0	118.6	134.4
Mexico	15.9	16.3	32.9	39.3	36.5	36.2
Russia	0.0	0.0	5.5	19.3	17.1	21.9
Israel	0.7	1.3	3.7	4.1	4.2	6.6
Germany	0.0	0.7	1.7	1.2	1.7	2.0
Hongkong China	1.0	0.8	1.7	1.5	0.3	1.1
Belgium	0.0	1.1	1.4	1.4	2.3	1.6
Puerto Rico	0.5	0.9	1.3	1.3	1.7	1.2
Dominica Rep.	0.1	0.5	1.0	1.4	0.5	1.0
Canada	1.1	1.1	1.0	0.7	0.6	2.4
Others	8.2	9.3	26.9	23.0	40.9	50.6
Total	**90.4**	**112.9**	**181.8**	**215.2**	**224.4**	**259.0**

Source: GLOBEFISH//INFOYU

Chinese tilapia exports grew in 2009, despite the economic crisis. Some 259 000 tonnes were exported during this year, 15% more than in 2008. Even so, the economic crisis had an important impact on prices at

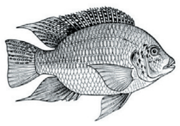
Exports
Tilapia: China

	2005	2006	2007	2008	2009
quantity			(1000 tonnes)		
frozen whole	40.5	46.9	14.0	12.7	33.1
other tilapia	71.2	133.9	201.2	211.7	226.0
Total	**111.7**	**180.8**	**215.2**	**224.4**	**259.1**
value			(million USD)		
frozen whole	41.9	50.0	16.3	20.0	48.2
other tilapia	198.8	353.5	474.6	713.6	662.0
Total	**240.7**	**403.5**	**490.8**	**733.6**	**710.2**
Unit value			USD/kg		
frozen whole	1.03	1.07	1.16	1.57	1.46
other tilapia	2.79	2.64	2.36	3.37	2.93
Total	**2.15**	**2.23**	**2.28**	**3.27**	**2.74**

Source: GLOBEFISH/INFOYU

which China was able to sell. The unit value declined in 2009 by a notable 16% to USD 2.75/kg. However, 2008 was a year of very limited supply to the market and the decline in tilapia prices during 2009 can be seen as a readjustment of the market to “normal” price levels. As a result of lower prices of tilapia in the world market, total export earnings for Chinese tilapia went down slightly in 2009 to just above USD 710 million, in spite of record volume exports.

The USA is the main market for Chinese tilapia, accounting for about half of Chinese exports. Mexico continues to be the second major importer of Chinese tilapia, but exports to this market were more or less stable at 36 000 tonnes. Russia, the third major importer, reported sharp increases, as this country made up for lower quantities of pangasius from Viet Nam with higher imports of Chinese tilapia. Thus China exported some 21



Imports
Fresh tilapia fillets: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Ecuador	10.2	10.6	10.9	11.9	8.5	9.1
Honduras	4.0	6.6	7.3	7.9	8.3	6.5
Costa Rica	4.1	3.7	2.7	4.8	5.6	5.7
Taiwan PC	0.1	0.0	0.0	0.0	0.6	0.2
Brazil	0.3	1.0	1.0	0.2	0.5	0.3
El Salvador	0.3	0.3	0.2	0.3	0.5	0.5
Panama	0.1	0.1	0.1	0.0	0.0	0.0
Others	0.4	0.5	0.9	1.1	2.1	2.1
Total	**19.5**	**22.7**	**23.1**	**26.2**	**26.1**	**24.4**

Source: GLOBEFISH

Imports
Whole frozen tilapia: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
China	31.8	30.9	40.5	32.5	29.0	29.7
Taiwan PC	24.9	24.1	18.3	13.5	15.9	13.2
Ecuador	0.1	0.1	0.1	0.2	0.2	0.0
Hong Kong	0.1	0.0	0.2	0.1	0.2	0.0
Thailand	0.1	0.2	0.6	0.2	3.3	0.9
Panama	0.1	0.5	0.4	0.1	0.3	0.1
Indonesia	*	0.2	0.3	0.0	0.2	0.0
Others	0.2	0.5	0.4	0.3	0.5	0.3
Total	**57.3**	**56.5**	**60.8**	**46.9**	**49.6**	**44.2**

Source: GLOBEFISH, *) included under others

Imports
Frozen tilapia fillets: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
China	28.1	44.1	63.3	87.5	87.2	100.7
Indonesia	4.3	6.4	7.1	8.6	9.6	8.8
Taiwan PC	2.7	3.1	3.1	2.6	2.1	2.3
Thailand	0.7	0.9	0.2	0.0	0.4	0.7
Ecuador	0.2	0.3	0.2	0.4	0.5	1.1
Viet Nam	0.0	0.4	0.0	0.1	0.0	0.2
Panama	0.1	0.2	0.2	0.2	0.4	0.3
Brazil	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.1	0.2	0.3	1.2	0.4	0.8
Total	**36.2**	**55.6**	**74.4**	**100.6**	**100.6**	**114.8**

Source: GLOBEFISH

900 tonnes to the Russian market in 2009, 28% more than the previous year.

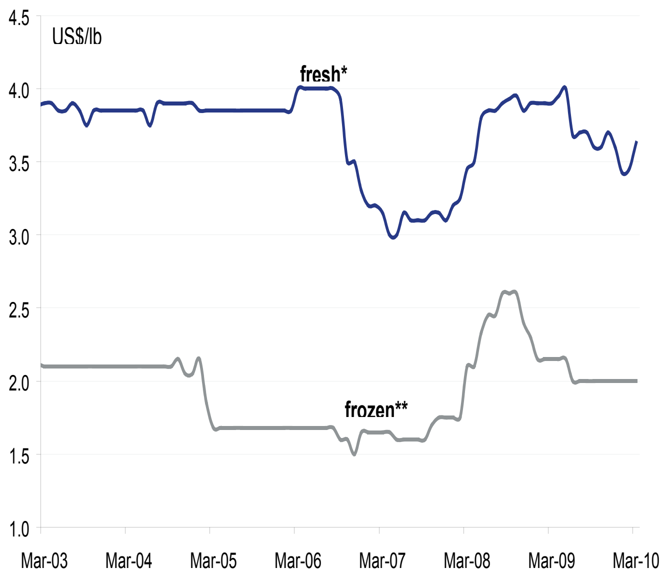
Imports
Tilapia (by product form): USA

	2005	2006	2007	2008	2009
			(1000 tonnes)		
Whole frozen	56.5	60.8	46.9	49.6	44.2
Frozen fillets	55.6	74.4	100.6	100.6	114.8
Fresh fillets	22.7	23.1	26.2	29.2	24.4
Total	**134.9**	**158.3**	**173.7**	**179.4**	**183.4**

Source: GLOBEFISH

China changed their classification of tilapia in 2009, resulting in a more accurate picture of the market. Some 135 000 tonnes of frozen tilapia fillets were exported, 90 000 tonnes comprised preserved and prepared tilapia (breaded), while frozen whole tilapia amounted to 30 000 tonnes.

Wholesale price
Tilapia fillets: USA



**) origin South America; **) origin China*

Source: Oil World, GLOBEFISH AN 11702, 11706

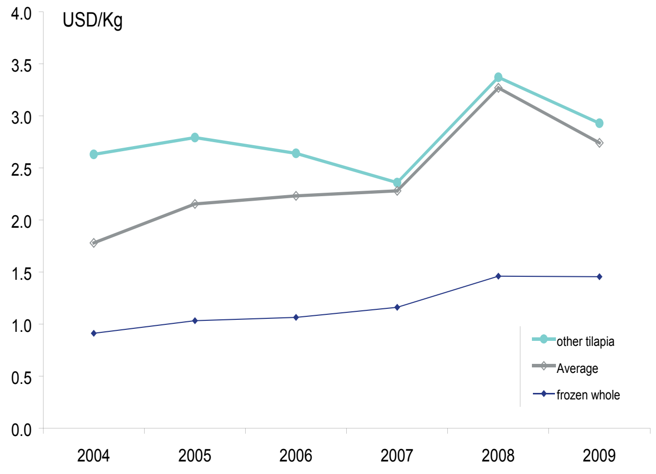
EU market expanding - but very slowly

The EU market is developing slowly, but steadily. In 2009 Chinese tilapia exports to the EU totaled 14 000 tonnes, compared with 5 500 tonnes in 2006. Main importing countries are France, UK, Germany and Belgium. The most impressive growth reported was for France: in 2009 Chinese tilapia exports to this country were 2 900 tonnes, compared with no imports in 2006.

USA is the main market for tilapia

The USA is the world's main importer of tilapia. In 2009 imports of this species reached a new record of 183 400 tonnes. However, the strong upward trend, which had characterized previous years seems to have come to an end and no further growth is anticipated for 2010 and future years. The value of 2009 shipments totalled USD 696.1 million, down 5.2% from USD 734.5 million in 2008. This decline in value is in line with the reduction of tilapia prices experienced in the course of the year. Exporters adjusted their price expectations to the economic environment in the US market, which meant lowering prices as much as possible to tempt consumers in this period of economic crisis.

Unit value
Tilapia exports: China



Source: elaborated from National Trade Statistics

It is interesting to note that the composition of products in the tilapia basket is evolving in one direction: more and more frozen fillets replacing whole frozen fish or fresh fillets. At present this product form represents about 60% of US tilapia imports, while in 2005, this share was only 40%. Both frozen whole fish and fresh fillets were reported to have declined in exports to the US market during 2009.

Frozen tilapia fillets originate mainly in China, with 87% of US imports consisting of this product. The dominant position of China can be explained by considerable US investment in the Chinese tilapia industry and by affordable prices. No other exporters are able to compete with the price/quality relation of the Chinese product. Indonesia, which used to account for 11% of US imports of frozen tilapia fillets, is now down to 7%, and this country is trying to open other markets for its production.

Fresh fillet market in US declined

Fresh fillet imports into the US market declined from 26 200 tonnes in 2008 to 24 400 tonnes in 2009. This was mainly as a result of lower exports from Honduras. This country is now planning to export more tilapia to the EU market, as from November 2009 fish exports to the EU are again authorized. Ecuador is the main supplier of fresh tilapia fillets to the US market, expanding its exports by 7% in 2009 to reach 9 100 tonnes.

More tilapia on the market in 2010

Tilapia prices are very competitive at the moment. In the first quarter of the year, prices, both for fresh and frozen tilapia products in the US market, were about 10% below the last year's price level, making it an extremely attractive product, compared with other fishery products. It is likely that the predominant position of China in the US tilapia market will continue during this year, which would mean a further decline in unit value for tilapia imports.

TILAPIA NEWS

WWF FINALIZES ITS FIRST AQUACULTURE STANDARD FOR TILAPIA

The WWF has announced the publication of its first completed aquaculture standard for tilapia. The standards are the final product of the Tilapia Aquaculture Dialogue, a network of more than 200 people. The standards will allow the tilapia industry to grow while minimizing its potential impacts, such as non-native tilapia being introduced and chemicals being released into the water. *Source: SEAFOOD.COM*

USA: WWF AQUACULTURE STANDARDS FOR TILAPIA ENDORSED BY MONTEREY BAY AQUARIUM SEAFOOD WATCH

Tilapia standards recently issued by the WWF aquaculture dialogues would qualify producers for a 'good alternative' ranking on the Monterey Bay Aquarium's Seafood Watch program, aquarium officials said on 29 January 2010. They would enable Asian producers to get the same rating Seafood Watch already gives to Latin American tilapia producers. In the USA, farmed tilapia has emerged rapidly as a top-five seafood item in recent years. *Source: SEAFOOD.COM*

PANGASIUS

2010 again difficult year for Vietnamese pangasius producers

Viet Nam experienced problems with its pangasius exports to Russia in 2009, because of sanitary restrictions. In mid 2009, exports returned to normal, but overall exports to the Russian market were severely curtailed. The EU was the main market for pangasius with 215 000 tonnes or one third of total Vietnamese exports. The USA expanded their imports, but 2010 might see a turn around in the US control system for Vietnamese pangasius imports, which could lead to a serious disruption of this important market. Pangasius prices were very low in 2009, and no improvements are foreseen for this year.

US becoming important market for pangasius

The USA imported 62% more pangasius from Viet Nam in 2009 than it did the year before, thus marking a record year. In 2009, the USA imported more than 38 700 tonnes of fresh and frozen pangasius, worth more than USD 121 million. The corresponding figures for 2008, were 24 200 tonnes, worth just over USD 77 million. Pangasius is mainly imported into the US market in the form of frozen fillets. US traders have been buying large quantities in the expectation of a change in classification of pangasius in the US regulatory system.

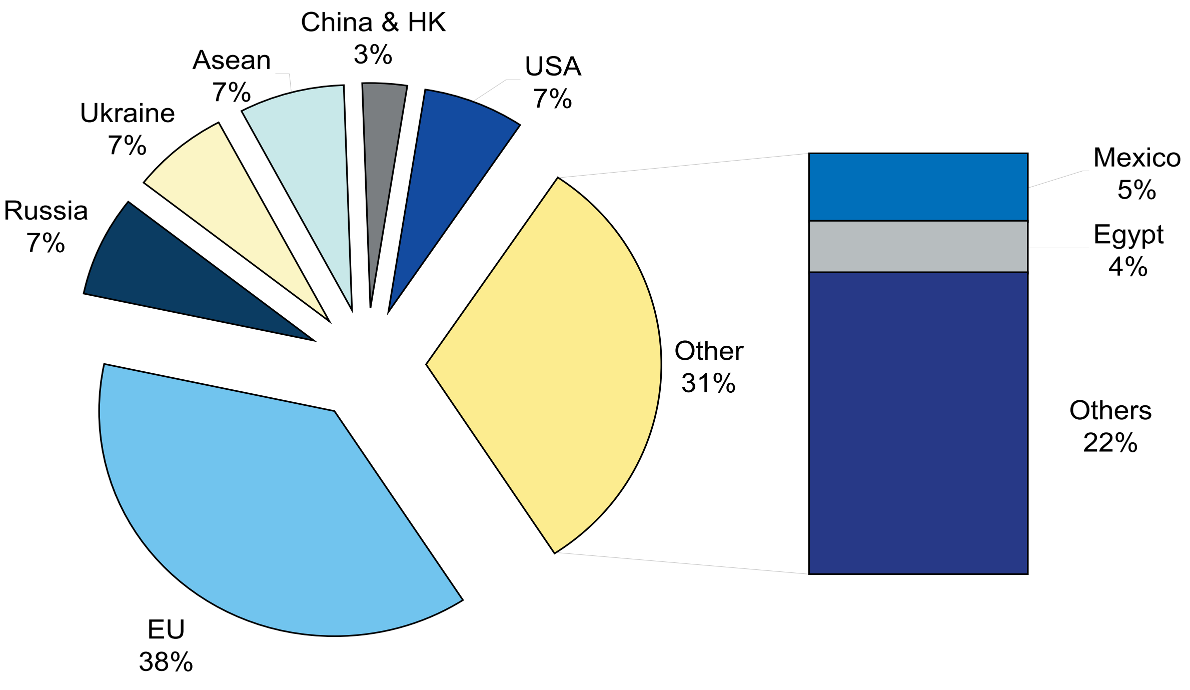
... but there are clouds in the sky

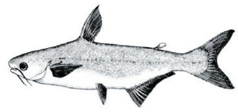
The USA has proposed moving inspections of imported catfish from the Food and Drug Administration to the Department of Agriculture (USDA) beginning in 18 months. Because international agreements on food inspections typically take two to five years to negotiate, the switch may mean that Vietnamese catfish/pangasius imports are banned while negotiations proceed. This proposal is a reversal of their previous position, as back in 2003 US authorities declared that Vietnamese pangasius was not to be sold as catfish, and thus the identification as 'pangasius' was used instead.

In early 2010, pangasius fish producers and exporters from the Mekong city of Can Tho lodged a petition with the US Department of Agriculture (USDA) rejecting its intention to list pangasius products as catfish.

The Global GAP (Good Aquaculture Practices) standard is already perceived in Viet Nam as being a necessary requirement in making customers feel more secure in purchasing pangasius, particularly those in

Pangasius exports from Viet Nam - in quantity





Exports

Pangasius: Viet Nam

	2007	2008	2009
	(1000 tonnes)		
EU	172.8	224.3	224.1
Russia	48.7	118.2	39.5
Ukraine	23.0	74.4	37.7
Asean	33.8	34.0	43.5
China & HK	18.2	18.5	19.4
USA	21.2	24.2	41.6
Mexico	14.3	23.2	31.1
Egypt	6.3	26.6	26.1
Others	48.7	97.6	144.7
Total	**387.0**	**640.8**	**607.7**

Source: VASEP

the EU. In the past year there have been several claims made that pangasius is grown in contaminated waters compared with other whitefish species. Viet Nam is taking steps to meet this challenge by holding workshops to inform producers of the quality controls required. In a related development. WWF is preparing standards for pangasius, to be finalized in the second quarter of 2010. Once complete, the standards will be given to a new organization, the Aquaculture Stewardship Council, which in turn will work with third parties, to certify farm production.

Imports

Freshwater fish from Viet Nam: EU

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Spain	6.1	10.0	22.0	33.6	44.7	52.2
Germany	4.5	7.3	12.1	16.3	24.8	35.3
Poland	0.6	3.8	23.5	39.8	44.1	27.5
Netherlands	3.3	6.0	21.6	29.6	32.9	25.5
Romania	0.0	0.0	0.0	0.2	3.9	12.0
Italy	1.2	2.7	7.6	11.3	15.9	11.7
Belgium	3.8	6.7	9.8	9.3	12.9	11.4
UK	0.1	0.2	0.9	2.0	4.2	7.2
France	0.0	0.1	0.9	2.7	4.3	4.8
Czech Rep	0.0	0.0	0.5	1.4	3.1	4.6
Lithuania	0.0	0.0	0.4	1.0	2.6	3.5
Others	0.8	2.2	4.8	8.1	13.6	20.2
Total	**20.3**	**38.9**	**104.0**	**155.3**	**207.0**	**215.8**

Source: EUROSTAT

In 2009 Viet Nam was affected to some extent by the worldwide economic crisis, in particular by the blockade by the Russian market for Vietnamese pangasius products in the first half of 2009. It was only because of the strong performance of the US market that Vietnamese pangasius exports in 2009 were not too far off the 2008 record level. In 2010, it is expected that the Russian market will return to normal, and that this country will again be the top importer of Vietnamese pangasius. Spain is also expected to grow further, as pangasius is a very important product in the lower end of the Spanish restaurant sector (fixed menu sector).

Imports

Catfish: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Viet Nam	3.0	8.6	18.0	16.6	24.2	38.7
China	0.8	1.7	7.6	9.9	12.5	10.4
Thailand	0.0	1.5	3.4	5.6	5.6	6.2
Malaysia	0.0	0.5	2.9	0.4	0.1	0.5
Others	0.4	1.3	2.5	2.4	1.9	2.9
Total	**4.2**	**13.7**	**34.4**	**34.8**	**44.2**	**58.7**

Source: GLOBEFISH

Pangasius is not yet identified as such in EU trade statistics, but practically all freshwater fish imported from Viet Nam is in fact pangasius. Pangasius imports increased dramatically in the past few years: from a mere 20 000 tonnes back in 2004 to 215 800 tonnes in 2009. Spain is by far the largest importer of pangasius amongst EU countries, taking 52 200 tonnes in 2009, which compares with 44 700 tonnes in 2008. Germany also increased pangasius imports during 2009 by 42% to reach 35 300 tonnes. Poland, on the contrary, reported lower imports compared with 2008, when per capita supply was a remarkable 2 kg. The Baltic States also import substantial amounts of pangasius. Further increases in pangasius imports into the EU are likely during the years to come.

Chinese catfish exports still small

Chinese catfish production is likely to reach 250 000 tonnes in 2009, up from 224 000 tonnes in 2008. Catfish culture is thus less significant than tilapia, but the growth in production is important. Most of the production is for domestic consumption with exports steady but small. Some 17 000 tonnes were exported by China in 2009, with 90% directed to the US market. About half of the exports are fillets, while the remainder is whole fish. China will also be subject to the USDA quality controls, when they are enforced.

Pangasius will continue strong

Production of pangasius is expected to grow further this year, as the Vietnamese government is planning to make large investments in pangasius culture. Prices are expected to decline, as demand is likely to pick up, although not as much as the possible supply increase. Pangasius is set to become a major commodity in the world fish market, and will have an influence on whitefish prices worldwide.

Higher prices to producers cause renewed optimism in seabass/ seabream sector now emerging from crisis of 2009

Record prices for bream have brought new optimism to the sector. Supply is tight at present with prices rising week by week. Until the new generation fish comes to market in June/July the market will remain tight with bream in short supply. Bass is less impacted with prices somewhat lower than for bream at the moment.

Although demand is weak in many of the industry's main markets, the prevalent mood in the sector is one of cautious optimism. The main reason is the industry's own reaction to the falling margins and weak consumer demand in late 2008 and 2009 in combination with drastically lower liquidity available to producers. This has resulted in lower stocking volumes and earlier harvests, both contributing to lower supplies available to the market in 2010. The supply response is a shared response in all the major producing countries with reduced production volumes for 2010 forecast in Greece, Turkey, Italy and Spain. This has caused bream prices in particular to rise to levels not seen for years.

Unfortunately, although the rise in prices is positive as it returns profitability to the sector, it is also evidence of the cyclical nature of the seabass and seabream sector. Of course, similar cycles can be observed in other aquaculture sectors as well as in agriculture and commodity production in general. The lag in supply response time causes margins to shrink in periods of overproduction or of economic decline, resulting in falling supplies and rising prices only when the markets start to improve. In general, production volumes are then increased drastically, available supplies jump to new record levels the following season and prices start falling again. It must also be noted that this behaviour from the individual seabass and seabream producer's point of view is quite rational. For the industry as a whole though, reduced variability would lead to better profitability. In order for this to be achieved, statistics and data regarding biomass and trade would have to be vastly improved from the current situation, enabling producers to make more informed decisions about both stocking levels and harvesting times.

Relief after the 2009 crisis

As the major producer, the situation in Greece strongly affects the markets for bass and bream. On the one hand, rising prices of bream are bringing relief to a domestic sector in crisis during most of 2009. On the other hand, the ongoing economic problems in the Greek economy have made access to finance more difficult. As a result, the industry cut back on production in both 2009 and 2010, with new growth expected only in 2011 at the earliest. The industry, however, is expected to emerge stronger from the crisis with a more rational structure. Some of the weaker players have lately been absorbed by their competitors rather than refinanced by domestic banks.

Production
Seabass (*Dicentrarchus labrax*): World

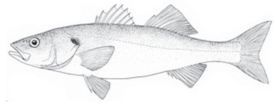
	2005	2006	2007	2008	2009*	2010*
			(1000 tonnes)			
Greece	36.0	40.0	43.0	48.0	42.0	40.0
Turkey	21.1	30.0	33.0	35.0	32.0	30.0
Italy	8.6	9.1	10.0	9.0	9.0	8.0
France	4.3	5.6	5.0	4.0	4.0	4.0
Spain	5.5	8.9	11.0	11.0	10.0	8.0
Egypt	5.3	2.1	3.0	2.0	2.0	2.0
Croatia	1.9	1.6	2.0	2.0	2.0	3.0
Portugal	1.5	1.4	2.0	2.0	2.0	2.0
Tunisia	0.6	0.5	1.0	1.0	1.0	1.0
Others	0.7	0.6	1.0	1.0	1.0	1.0
Total	**85.5**	**99.8**	**111.0**	**115.0**	**105.0**	**99.0**

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

Production
Seabream (*Sparus aurata*): World

	2005	2006	2007	2008	2009*	2010*
			(1000 tonnes)			
Greece	44.0	60.0	72.0	90.0	88.0	83.0
Turkey	17.5	22.5	28.0	32.0	31.0	28.0
Spain	15.6	20.2	23.0	25.0	25.0	21.0
Italy	8.5	8.9	9.0	9.0	9.0	8.0
Egypt	5.7	3.0	3.0	3.0	3.0	3.0
Israel	3.4	2.8	3.0	3.0	3.0	3.0
Portugal	2.5	1.6	2.0	2.0	2.0	2.0
Croatia	1.1	1.0	1.0	1.0	1.0	1.0
France	1.9	2.2	2.0	2.0	2.0	2.0
Others	2.6	2.8	3.0	3.0	3.0	3.0
Total	**102.8**	**125.0**	**146.0**	**170.0**	**167.0**	**154.0**

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



Turkish production of bass and bream has increased tremendously over the last decade, helped both by vibrant domestic industrial groups as well as foreign investment, not the least from Greece. It is noteworthy that Turkish producers continue to benefit from official subsidies. One of the reasons cited for the provision of subsidies in Turkey is to give incentives to companies to enter fully the official economy. However, production or export subsidies will by definition cause increased production levels and exports, leading to trade distortion and subsequent calls for subsidies to producers in other countries. Therefore, most industry observers (and all mainstream economists), would advocate a phasing out of these subsides over time. Like other producers, Turkey is reducing production volumes in 2009 and 2010. Turkey has also been helped by strong domestic demand for bream, leading many producers to direct supply to the internal market in 2009 and 2010, instead of exporting at the very low prices seen during last year.

Spanish production has always been targeted at domestic markets and with the weak current demand, this has hurt producers badly. Falling margins have led to large losses with producers cutting back on stocking levels as well as trying to increase exports, especially to France.

Record Italian imports

Italy continues to dominate European seabass and seabream demand. The product has penetrated widely all available channels, ranging from the catering sector and restaurants to the multi-store retail chains. Wild product is preferred over the farmed variety and domestic origin over imported fish. Segmentation has become the norm with distinct price levels for wild, farmed domestic and farmed imported. Among domestic products, the lagoon variety is preferred in some regions. Product development is limited with more than 90% sold fresh whole. Frozen demand is scarce and mostly at lower price levels.

Present prices in supermarkets are between EUR 9 and EUR 11/kg for imported farmed product in the 300-450 gram size category and between EUR 15 and EUR 20/kg for the local branded product in the 600-800 gram category. Wild domestic product, normally of larger sizes, usually retail at around EUR 30/kg.

Despite falling consumer purchasing power in 2009, Italy's import volumes bounced back from a weak 2008, setting new record levels at above 40 000 tonnes, most of which is imported from Greece with Turkey as a distant number two supplier. There is, however, great concern about the reliability of trade statistics for bass and bream since vast additional quantities are imported in the non-specified category. Actual import figures and the real size of Italy's bass and bream consumption are therefore much higher than official import statistics show.

The outlook for 2010 is fairly positive. The economy has stabilized and although growth prospects look dim, consumption has proved quite resilient with Italian consumers continuing to give high priority to their food purchases. Higher prices in 2010 will certainly not boost demand, but competing products such as farmed salmon are also facing drastically higher prices this year.

Imports
Fresh seabream and seabass: Italy

	2007	2008	2009	2007	2008	2009
	(1000 tonnes)			(million Euro)		
Seabream						
(dentex/pagellus)						
Greece	1.4	1.4	1.2	6.4	7.6	5.5
Total	2.0	2.0	2.1	12.4	12.2	14.7
Seabream						
(gilthead)						
Greece	13.1	14.1	14.5	52.9	44.7	54.5
Turkey	1.5	1.9	2.0	5.2	5.7	6.4
Total	16.8	18.3	19.1	71.0	61.2	75.3
Seabass						
Greece	12.6	9.8	18.4	57.5	44.3	51.6
Turkey	4.4	3.6	4.4	17.8	26.6	15.3
Total	**20.3**	**16.4**	**19.1**	**98.5**	**88.4**	**86.1**
Gr.Total	**39.1**	**36.7**	**40.3**	**181.9**	**161.9**	**176.1**

Source: ISTAT

Imports
Seabream and seabass: Spain

	2007	2008	2009	2007	2008	2009
	(1000 tonnes)			(million Euro)		
Seabream						
(all species)						
France	0.1	1.1	0.4	2.2	1.0	3.2
Greece	5.1	5.6	8.5	23.2	25.5	30.8
Morocco	0.7	0.5	0.4	2.0	3.4	1.6
Total	**6.4**	**8.6**	**9.5**	**34.4**	**33.0**	**39.7**
Seabass						
France	0.5	0.5	0.4	5.7	6.1	4.6
Greece	3.7	4.0	3.6	17.6	22.8	15.4
Morocco	0.2	0.1	0.0	1.3	2.0	0.6
Turkey	3.5	3.6	2.5	15.0	7.7	9.5
Total	**8.2**	**8.7**	**6.9**	**42.5**	**43.3**	**36.4**
Gr. Total	**14.6**	**17.3**	**16.4**	**76.9**	**76.3**	**76.1**

Source: Spanish national statistics

Imports

Seabream and seabass: France

	2007	2008	2009	2007	2008	2009
	(1000 tonnes)			(million Euro)		
Seabream						
(dentex/pagellus)						
Greece	0.7	0.7	0.5	2.9	2.5	2.1
Total	**1.4**	**1.3**	**1.4**	**5.6**	**4.8**	**5.2**
Seabream						
(gilthead)						
Greece	3.1	4.6	5.2	13.6	15.8	18.8
Spain	1.3	1.5	1.9	5.9	5.4	7.2
Total	**4.5**	**6.4**	**7.4**	**20.2**	**22.4**	**27.5**
Seabass						
Greece	2.6	2.9	3.1	12.6	14.4	14.1
UK	0.3	0.2	0.2	1.3	0.8	1.8
Total	**4.0**	**4.4**	**4.8**	**19.7**	**22.9**	**23.5**
Gr. Total	**9.9**	**12.1**	**13.6**	**45.5**	**50.1**	**56.2**

Source: French national statistics

The difficult state of the Spanish economy is influencing all consumer spending and subsequently also demand for bass and bream. Local producers are hurt the most as they rely heavily on the internal market. 2009 import volumes were down to 17 000 tonnes and the total import value dropped from EUR 76 million to EUR 71 million. The outlook in the short term is not rosy although the higher prices for bream should bring relief to producers.

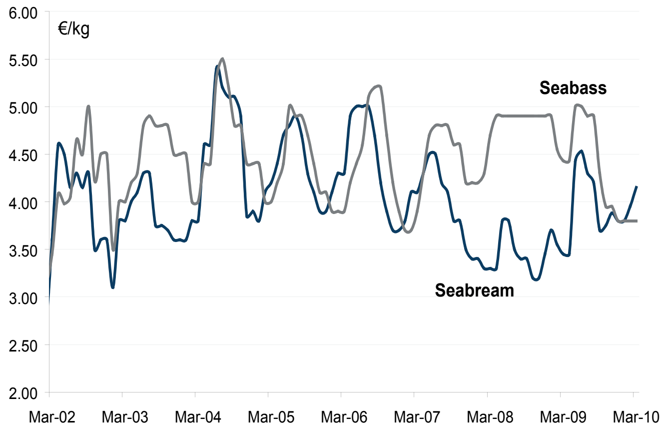
France is one of the more resilient of the European economies, and thus French imports of bass and bream in 2009 were up from 2008. More surprisingly, volumes imported were 35 % higher than in 2007, reaching almost 14 000 tonnes. Greece is the major supplier, with bream imported also from Spain.

A traditional market for local bass, the UK has proven a welcome market for farmed bass and bream from the Mediterranean. Despite the weak state of the local economy, imports reached 7 200 tonnes in 2009. Prospects for 2010 are not good with consumers still uncertain about jobs and the health of the local economy.

The European seabass and seabream sector continues to depend predominantly on demand in traditional Mediterranean markets such as Italy, Spain, France and Portugal. Increased production and supply over the last decade has for the most part been absorbed through higher penetration and growing average consumption per capita in these markets. In addition, rising demand in producing countries such as Greece and Turkey, especially for bream, has also expanded markets. At the same time, the industry has tried to expand new markets as well, with Germany, Austria, Switzerland, the UK, and also Russia and the USA, becoming important export destinations. Overall the new markets have improved significantly the diversity and range of demand.

Prices

Seabass and Seabream: Italy



fresh whole 300-450 gr/pc, origin Greece
Source: EPR; GLOBEFISH AN 10512, 10514

UK seabream imports

(1000 tonnes)	2008	2009
Greece	1.4	0.9
Netherlands	0.4	0.5
France	0.3	0.4
Italy	0.3	0.2
Morocco	0.2	0.0
Others	0.0	0.2
Total	**2.5**	**2.2**

UK seabass imports

(1000 tonnes)	2008	2009
Greece	2.5	1.9
Netherlands	1.1	1.4
Italy	1.1	0.5
France	0.9	0.5
Ireland	0.0	0.0
Others	0.0	0.7
Total	**5.6**	**5.0**

SEABASS AND SEABREAM NEWS

GERMANY: NEW BASS, BREAM FARM 200 MILES FROM THE SEA

A German aquaculture company will launch a unique inland marine farm on a commercial scale -- more than 200 miles from the coast. International Fish Farm Technology GmbH (IFFT) will start operating its first commercial operation in 2010, farming saltwater species including gilthead bream, European seabass and Russian sturgeon in the south German state of Saarland. The plant, believed to be one of the only such inland systems in Europe, will have an initial production capacity of 500 tonnes a year from a recirculation (RAS) described as a "paradigm shift in aquaculture." Fish will sell into domestic German markets initially, with high-end clients in mind, using a recently appointed trading partner that will deal with marketing and distribution. The first fish should be marketable "within 12-13 months" after the site launches in July 2010. *Source: INTRAFISH*

Supplies extremely low due to harsh winter in Norway and diseases in Chile

The market for farmed Atlantic salmon is becoming extremely tight with prices reaching record levels in all markets. Supply from Chile is at an historic low whereas Norway's 2010 production is negatively impacted by a harsh winter and slow growth. The high prices are creating problems for processors in particular but retailers are also looking for alternatives, including Coho salmon and trout. The situation is expected to remain tight at least until the new Norwegian production comes to market during the summer months, but for any significant increase in supply, buyers will have to wait until Chile has overcome its production problems, which is unlikely to be before 2011 or 2012.

Norway: a harsh winter causes late harvests

Norway, the largest producer and exporter of salmon, has been the main benefiter of Chile's production problems, although the many Norwegian producers operating in Chile have also been hurt by the same problems. And with production problems now in Norway as well, Norway's total output for 2010 looks set to be below 2009 levels. The reason behind Norway's surprising fall in output is twofold, one is the impact of sea lice, which has hurt a number of producers, and the other is an exceedingly harsh Norwegian winter causing water temperatures to remain much lower than normal, effectively impeding salmon growth rates. As a result, the 2010 Norwegian harvest is late resulting in markets being undersupplied. The situation will improve from June onwards as the new generation reaches market size.

Norway's 2009 production and exports set new records with export volumes up 15% but values jumping a massive 33% from 2008. The fillet market in particular was especially good as Norwegian producers rushed to fill the gap in the US market created by the shortfall in Chile's supply.

71% of Norway's export volumes and 70% of values are to the EU with France, Poland, Denmark and the UK as the largest destinations. Non-EU markets such as Russia, the USA and Japan all showed growth in imports from Norway, mainly thanks to the shortfall in Chilean supply. Export growth to the US in particular was impressive with 300% increases from 2008.

Chile: a crucial year for the industry

In the history of Chile's salmon production, 2010 will be the year the industry hits the bottom. Production will fall from around 220 000 tonnes in 2009 to only a fraction of that, maybe as low as 80 000 tonnes. Producers are still hesitant to invest in new biomass as the available vaccines are still at a trial stage and tight liquidity has prevented many companies from making investments. The Chilean sector has also been damaged by the recent earthquake. While the industry was spared from direct hits, significant damage was caused to the infrastructure needed for exports.

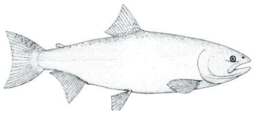
On the positive side, the recent passage of the revised fisheries and aquaculture law will facilitate the provision of long term financing to the sector. In addition a booming market in Brazil has become a welcome outlet for Chilean salmon, offering good prices for round fish and with many importers offering cash payments. As a result, Chile's production of Atlantic salmon in 2010 will be sold in the US and Brazilian markets with only limited quantities, if any, available for European buyers.

Production
Farmed salmon: World

	2006	2007	2008	2009*	2010*
		(1000 tonnes)			
ATLANTIC SALMON					
Norway	600	725	790	880	860
Chile	370	355	360	180	90
UK	125	140	145	150	155
Canada	115	110	110	120	125
Faeroe Is.	13	20	25	30	35
Australia	16	20	20	20	22
Ireland	15	15	15	15	18
USA	10	12	12	15	18
Others	3	3	3	5	5
Total	**1267**	**1400**	**1480**	**1415**	**1328**
PACIFIC SALMON					
Japan	10	10	10	10	10
Chile	115	120	113	120	125
Canada	10	8	7	7	8
New Zealand	10	10	10	10	11
Total	**145**	**148**	**140**	**147**	**154**
Gr. Total	**1412**	**1548**	**1620**	**1559**	**1482**

Source: GLOBEFISH AN 12201

* estimates



Exports
Salmon and Trout: Chile

	2007	2008	2009	2007	2008	2009
	1000 tonnes			million USD		
Japan	146	163	153	648	708	825
USA	114	108	69	862	795	554
EU (25)	41	43	25	279	284	160
Lat.America	36	53	57	202	268	290
Others	60	79	65	258	335	273
Total	**397**	**446**	**369**	**2249**	**2391**	**2101**

Source: Boletín de Exportaciones del IFOP

Exports (quantity)
Salmon and Trout: Chile

	2004	2005	2006	2007	2008	2009
	(in 1000 tonnes)					
Salmon	**273.1**	**309.0**	**291.5**	**284.7**	**320.8**	**270.2**
Frozen	163.6	201.7	201.7	183.4	212.4	195.8
Fresh	100.5	98.5	85.0	94.4	100.8	65.3
Canned	4.7	5.0	3.5	3.2	3.4	2.7
Salted	1.9	0.6	1.3	0.8	0.9	3.7
Smoked	2.4	2.5	2.6	2.9	3.3	2.7
Trout	**81.7**	**74.7**	**93.3**	**111.1**	**124.8**	**99.1**
Frozen	74.9	67.9	86.1	103.2	115.8	88.3
Fresh	1.3	0.7	1.0	3.1	5.5	5.9
Canned	2.8	3.6	0.2	0.2	0.2	0.1
Salted	2.5	2.0	1.8	0.9	0.1	1.5
Smoked	0.2	0.5	4.2	3.7	3.3	3.3
Total	**354.7**	**383.7**	**384.8**	**395.8**	**445.6**	**369.2**

Source: Boletín de Exportaciones del IFOP

Exports (unit value)
Salmon and Trout: Chile

	2004	2005	2006	2007	2008	2009
	(in USD/kg)					
Salmon	**4.10**	**4.40**	**5.80**	**6.02**	**5.60**	**5.58**
Frozen	3.90	4.20	5.40	5.54	5.11	5.09
Fresh	4.10	4.60	6.80	6.73	6.38	6.68
Canned	5.80	6.00	5.75	6.72	6.18	6.68
Salted	4.50	4.40	6.06	7.00	6.67	5.53
Smoked	9.10	9.80	11.60	12.66	12.73	13.00
Trout	**4.00**	**4.70**	**5.20**	**4.71**	**4.76**	**6.00**
Frozen	3.90	4.50	5.20	4.48	4.55	5.71
Fresh	4.30	5.00	6.20	6.13	5.82	7.13
Canned	8.00	9.00	6.10	5.50	5.00	7.34
Salted	4.40	4.70	4.84	4.89	10.00	5.67
Smoked	5.10	5.20	9.20	9.76	10.30	11.98
Average	**4.10**	**4.49**	**5.66**	**5.77**	**5.37**	**5.69**

Source: Boletín de Exportaciones del IFOP

Exports (value)
Salmon and Trout: Chile

	2004	2005	2006	2007	2008	2009
	(in million USD)					
Salmon	**1110**	**1369**	**1695**	**1715**	**1797**	**1507**
Frozen	639	854	1088	1015	1085	997
Fresh	413	455	578	636	643	436
Canned	27	30	20	22	21	18
Salted	9	3	8	52	6	21
Smoked	22	24	31	37	42	35
Trout	**330**	**352**	**484**	**523**	**594**	**594**
Frozen	290	305	428	463	527	504
Fresh	6	3	8	19	32	42
Canned	22	33	1	1	1	1
Salted	11	10	9	4	1	8
Smoked	1	1	39	36	34	39
Total	**1439**	**1721**	**2179**	**2238**	**2391**	**2101**

Source: Boletín de Exportaciones del IFOP

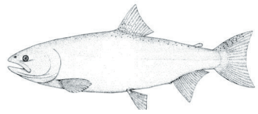
Chile’s 2009 exports fell from the previous year with Atlantic salmon production suffering extensively from the ISA virus. However, the statistics do not reveal the severity of the problem as much of what had been planned for harvest in 2010 was actually brought forward and has already been harvested at lower weights in 2009.

This, in addition to the drastically reduced stocking levels, explains why there will be a sharp contraction in production and exports in 2010. More surprisingly perhaps, export volumes of trout were also down, although higher trout prices compensated for lower trout volumes. Trout producers were hurt by a weaker Japanese market as well as the overall problems impacting the salmon sector.

The British salmon sector has always had a ready domestic market for most of its production with only modest quantities going to export markets. This situation is now changing as UK producers begin targeting overseas markets as well, including the US market. In total, 2009 exports reached almost 72 000 tonnes, up 23% from 2008.

USA: no growth in 2009 but a shift in supply from Chile towards Europe

Total US salmon import volumes in 2009 were unchanged from 2008, although fillet imports were down. Fillet imports had already fallen in 2008, and in the two year period 2008-2009 US fillet imports have fallen a significant 18.5% with Chilean supplies taking the strongest cut, falling by almost half in two years. Norwegian exporters on the other hand have increased their fillet exports to US market by several hundred percent.



Imports
Salmon: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Fresh fillets						
Chile	79.9	83.5	71.8	80.1	76.4	41.5
Canada	11.2	11.2	6.3	4.2	5.4	5.0
Norway	1.8	1.3	2.6	2.3	2.3	18.8
Other	2.6	2.1	2.6	4.4	2.3	8.3
Total	**95.5**	**98.1**	**83.3**	**90.1**	**86.3**	**73.5**
All salmon	**218.7**	**232.8**	**242.7**	**250.2**	**241.8**	**241.9**

Source: GLOBEFISH AN 11630

Overall salmon demand is flat. Like other seafood sales, demand is impacted by the weak domestic demand. The long term prospects for salmon demand in the USA are positive, as for other seafood products.

Japan: seafood demand in contraction

Japan's seafood consumption and imports are in a long term decline caused by an ageing population and a shift from fish to meat by many consumers. In fact, meat consumption in Japan has for the first time overtaken that of fish. The protracted economic crisis has also impeded discretionary spending and put margins under pressure. 2009 imports were 21 300 tonnes, with fresh imports slightly up from 2008 but frozen imports declining to 128 200 tonnes. Contrary to the other markets for salmon and trout, Japan imports large quantities of Atlantic salmon, Pacific salmon and trout. In this respect it must be noted that it is the farmed product that has expanded demand for salmon and trout as only the farmed product can be guaranteed free of parasites, which is essential for raw fish consumption.

Imports
Salmon: Japan

	Fresh			Frozen		
	2007	2008	2009	2007	2008	2009
			(1000 tonnes)			
Atlantic	**21.6**	**20.0**	**20.7**	**2.4**	**4.4**	**5.0**
Norway	18.4	15.6	18.6	1.0	1.0	0.7
UK	1.4	0.5	0.4	0.0	0.0	0.0
Chile		0.0	0.0	0.7	3.0	3.9
Australia	1.2	1.1	1.1	0.7	0.0	0.0
Denmark	-	-	-	0.6	0.3	0.3
Pacific	**0.9**	**0.6**	**20.7**	**123.6**	**126.9**	**123.2**
Canada	0.1	0.1	0.1	1.0	0.7	0.7
USA	0.0	0.0	0.0	20.2	18.1	21.3
N. Zealand	0.8	0.6	0.5	0.5	0.7	2.0
Chile	-	-	-	73.1	80.9	77.6
Russia	-	-	-	28.9	26.4	21.8
Total	**22.5**	**20.6**	**21.3**	**126.0**	**131.3**	**128.2**

Source: Japanese national import statistics

France: appetite for salmon without limits?

The French economy has proven resilient during the economic downturn and so has its consumption of salmon. In fact, French salmon imports in 2009 bounced a massive 18% surpassing 150 000 tonnes for the first time. Strongest growth was registered in the segments for fresh whole salmon and fresh fillets. Smoked salmon imports are also growing, partly as a result of the wholesale move of the European smoking industry to Poland, including much of France's own smoking capacity. Salmon is firmly entrenched in French seafood consumption with penetration in all market segments. At present price

Imports
Salmon: France

	2005	2006	2007	2008	2009
			(1000 tonnes)		
Fresh salmon whole	88.9	86.2	88.5	90.7	107.4
Norway	60.2	59.1	63.3	64.6	74.0
UK	17.9	18.8	17.8	17.6	19.3
Denmark	3.3	3.0	1.9	1.6	2.1
Ireland	3.0	2.5	2.3	2.2	3.8
Spain	0.3	0.3	0.5	0.3	0.4
Faroe Isl.	1.6	0.1	0.3	1.8	1.6
Froz. Pacific salmon whole	5.7	5.9	5.3	4.1	3.7
USA	5.1	5.6	5.3	2.8	3.1
Canada	0.2	0.2	0.1	0.2	0.3
Froz. Atlantic salmon whole	4.2	4.9	4.5	3.1	3.3
Denmark	2.6	3.6	0.5	0.4	0.1
UK	0.5	0.3	0.6	0.7	1.4
Norway	0.4	0.3	0.7	1.0	0.9
Smoked salmon	3.8	5.0	4.1	4.8	5.7
UK	2.8	2.1	1.0	0.9	1.0
Poland	NA	0.2	2.4	2.8	3.4
Fresh fillets salmon	5.0	5.2	5.0	6.1	9.7
Norway	3.9	4.3	3.6	5.2	8.2
Denmark	0.1	0.5	0.3	0.4	0.3
Belgium	0.2	0.2	0.3	0.0	0.1
UK	0.3	0.1	0.2	0.3	0.5
Frozen fillets salmon	16.1	18.3	18.9	19.6	21.3
Chile	8.3	9.2	9.1	8.8	9.0
China	2.5	3.6	3.5	4.5	5.8
USA	1.5	1.3	1.7	1.3	1.2
Denmark	1.4	1.1	0.5	0.3	0.6
Norway	0.8	1.0	1.7	2.1	2.5
Faroe Isl	0.8	0.8	0.8	0.7	0.4
Grand Total	**123.6**	**125.4**	**126.3**	**128.4**	**151.1**

Source: National Statistics

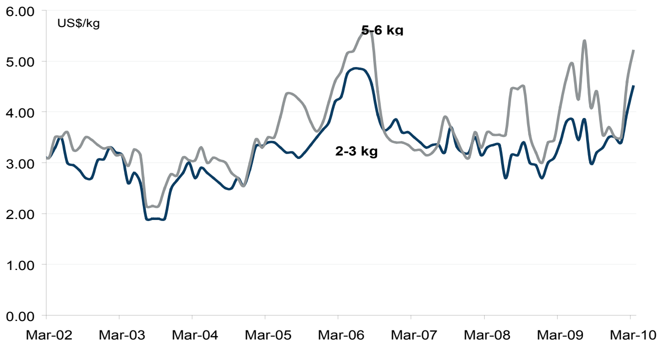
levels though, many of the more price conscious segments are showing resistance with buyers looking for cheaper alternatives. This includes retail chains that have started looking at Coho and some mass market restaurants are substituting salmon with less costly seafood species.

Germany: strong import growth in 2009

2009 was an excellent year for salmon in Germany with imports setting new records at almost 125 000 tonnes. Smoked salmon imports in particular were strong with annual growth in volumes close to 50%. The main reason for this is the outsourcing of most of Germany's smoked salmon industry to Poland, including the takeover of local smokehouse Lascinger by Polish Morpol. Germany remains however a very price conscious market and at present price levels, consumption of salmon will remain flat in the coming year.

The ongoing eruption of the Icelandic volcano is also making its impact felt in world salmon markets. The cancellation of flights to the USA, have made more volumes available to European consumers with a downward pressure on prices. As a consequence, prices in the US should be trading higher until the situation returns to normal.

Prices
Salmon: Europe, origin: Norway



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

Exports (quantity and value)
Salmon and Trout: Norway

	2007	2008	2009	2007	2008	2009
		(1 000 tonnes)			(bill. NOK)	
Salmon	585.4	597.5	685.9	17.5	17.2	23.0
Fresh whole	493.4	514.8	568.0	13.1	13.8	17.5
Frozen whole	42.9	32.7	32.1	1.2	0.9	1.0
Fresh fill.	33.3	35.2	57.1	1.6	1.6	2.7
Froz. fill.	15.8	14.8	28.7	1.0	0.9	1.8
Trout	58.8	73.7	61.3	1.3	1.8	1.9

Source: Norwegian Seafood Export Council

Exports
Salmon: UK (by product and country)

	2004	2005	2006	2007	2008	2009
			(1 000 tonnes)			
FRESH						
France	27.0	24.7	17.9	17.7	18.2	18.8
USA	9.5	5.3	8.1	13.8	13.9	22.8
Ireland	2.3	3.4	2.6	5.1	4.2	4.7
Germany	3.1	1.7	2.6	3.0	2.4	2.1
Others	9.3	6.3	7.6	6.1	6.6	7.8
Total	**51.2**	**41.3**	**38.7**	**45.8**	**45.4**	**56.3**
FROZEN						
France	0.0	0.1	3.0	5.0	3.6	1.4
Russian Fed.		1.1	1.5	3.0	0.1	1.2
Total	**2.4**	**2.4**	**5.6**	**10.0**	**7.3**	**8.9**
CANNED						
Ireland	0.6	0.6	0.5	0.7	0.8	1.0
Others	0.4	0.2	0.6	0.5	0.6	0.5
Total	**1.0**	**0.8**	**1.0**	**1.2**	**1.4**	**1.5**
OTHERS	**4.9**	**4.7**	**4.9**	**4.1**	**4.2**	**4.9**
Gr. Total	**59.5**	**49.2**	**50.2**	**61.2**	**58.4**	**71.6**

Source: EUROSTAT/National Statistics

Imports
Salmon: Germany (by origin)

	2004	2005	2006	2007	2008	2009
			(1 000 tonnes)			
Norway	42.7	54.4	48.9	48.9	40.7	51.7
Poland	1.1	12.3	13.7	15.5	19.4	28.0
Chile	7.4	14.6	15.7	14.5	13.3	7.9
China	3.6	4.8	8.6	10.9	12.3	13.7
Denmark	20.7	9.6	8.5	8.5	8.3	8.6
Others	15.0	14.8	16.1	12.0	10.2	13.9
Total	**90.5**	**110.5**	**111.5**	**110.3**	**104.3**	**123.8**

Source: Statistisches Bundesamt

Imports
Salmon: Germany (by product)

	2005	2006	2007	2008	2009
			(1 000 tonnes)		
Fresh salmon	56.1	47.9	47.0	38.0	48.0
Frozen salmon	5.3	7.2	4.7	3.5	4.8
Smoked salmon	15.7	16.4	18.0	22.0	31.7
Fresh fillets salmon	6.8	6.5	6.2	6.2	7.8
Frozen fillets salmon	26.6	33.5	34.5	33.7	31.5
Salted salmon	0.0	0.0	0.0	0.0	0.0
Total	**110.5**	**111.5**	**110.4**	**103.4**	**123.8**

Source: Statistisches Bundesamt

FISHMEAL

Reduced amount of fishmeal in world market leads to record high fishmeal prices

Fishmeal production was down in all main producing countries in 2009, and 2010 will show even further declines. The fishing quota for Peru is likely to be substantially lower than that of 2009. The earthquake that hit Chile towards the end of February 2010 caused considerable disruption to the Chilean fishmeal industry. As it will take some time for the industry to rebuild, some of the resources will be used for human consumption instead. Scandinavian countries are likely to have lower fishmeal outputs this year. In contrast, demand especially in China is strong, leading to higher prices. In just one month prices soared by USD 150/tonne, and more increases are likely.

Lower quotas in Peru

Total Peruvian landings were 7 million tonnes in 2009, a 6% decline from 2008. Capture production for reduction was 5.8 million tonnes, which compares with 6.2 million tonnes in 2008. Lower landings resulted in reduced fishmeal output: some 1.34 million tonnes of fishmeal were produced in Peru during 2009, which was 5% less than in the previous year. Exports were more or less stable at 1.54 million tonnes, as some stocks from 2008 were exported only in early 2009, when demand in China was strong.

Peru's fishmeal production for 2010 has been estimated at 1.40 million tonnes, about the same as 2009, while exports are expected to decline slightly to 1.3 million tonnes. There is a great deal of uncertainty in Peru as to the level of the fishing quota for the next season, which will begin in late April or early May. Speculation suggests a reduced quota of about 500 000 tonnes of fish less than the 2009 quota, which will result in 125 000 tonnes less fishmeal in the market. The impact of the El Niño on the anchovy resource is the cause of the likely reduction in quota, particularly as the El Niño is stronger than expected.

Production

Fishmeal: World

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Peru/Chile	2918	2941	2232	2120	2063	2039
Denmark/Norway	471	376	389	317	302	274
Iceland	204	179	162	135	251	198
Total	**3593**	**3496**	**2783**	**2717**	**2608**	**2511**

Source: IFFO

The quota is thus likely to be 2.0 million tonnes or perhaps 2.5 million tonnes. If the quota is reduced to the smaller amount, half of the expected fishmeal production will have been presold to major buyers. Even if the quota is set at 2.5 million tonnes, a very large percentage will still have been presold. At the moment some traders are offering USD 2 000/tonne for prime quality fishmeal, but no supply is available even at this high price.

Exports

Fishmeal: Peru

	2004	2005	2006	2007	2008	2009
			(1 000 tonnes)			
China	813.0	1049.4	535.2	555.2	831.9	753.9
Germany	153.1	235.9	208.9	166.0	191.9	269.1
Japan	197.0	170.2	174.0	149.7	148.1	117.1
Taiwan PC	83.0	84.0	57.1	39.3	46.8	61.4
Viet Nam	na	na	na	na	63.1	62.5
UK	na	na	na	na	22.7	54.4
Others	508.9	461.9	338.4	349.1	259.5	335.7
Total	**1755.0**	**2001.4**	**1313.6**	**1259.3**	**1564.0**	**1537.2**

Source: GLOBEFISH AN 11634

Exports

Fishmeal: Chile

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
China	123	264	169	189	245	328
Japan	50	100	83	65	51	61
Germany	22	23	33	32	37	30
Spain	33	28	28	33	32	30
Rep. Korea	28	33	30	28	25	30
Italy	32	30	26	27	22	26
Taiwan PC	76	72	50	30	18	21
Others	124	154	72	84	58	79
Total	**481**	**709**	**519**	**488**	**487**	**605**

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

China continues to be the main market for Peruvian fishmeal, taking about half of Peruvian fishmeal exports. China imported slightly less in 2009 than in 2008, but that year was an exceptionally strong year. German imports of Peruvian fishmeal increased by 50%, probably in expectation of even higher prices in 2010. It is interesting to note the strong presence of Viet Nam among fishmeal importers from Peru. The Vietnamese shrimp feed industry is now demanding huge quantities of fishmeal as raw material.

Imports
Fishmeal*: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Mexico	7.7	11.1	27.6	20.0	22.7	17.9
Canada	10.8	8.7	7.4	6.5	2.0	6.7
Chile	2.3	6.5	5.9	6.7	5.5	5.9
India	NA	NA	NA	NA	1.1	2.1
Peru	28.4	14.3	11.2	1.1	0.6	0.5
Panama	0.2	0.8	1.6	0.6	0.3	0.0
Iceland	15.3	13.9	0.6	0.5	0.0	0.0
Others	6.2	5.2	4.4	4.2	5.9	1.8
Total	**70.9**	**60.5**	**58.7**	**39.6**	**38.1**	**34.8**

Source: GLOBEFISH AN 11630 * excluding solubles

Chilean fishmeal industry destroyed by earthquake

The damage to the fishmeal industry in Chile caused by the recent earthquake is reported to be substantial, as most of the industry is based around Concepción, the epi-centre of the earthquake. For some plants it will take 6 to 12 months to rebuild. First estimates predict a shortage of 200 000 tonnes of production and exports. In addition, an important part of the horse mackerel production will be diverted to human consumption, in a time of otherwise limited food supply. As a result of the delay in fishmeal production, some aquaculture industries supplying high-end species, such as eel growers in Japan, are desperate to find top quality fishmeal for their juveniles and fingerlings. This will increase demand from Peru, resulting in even higher prices generally.

Imports
Fishmeal: UK

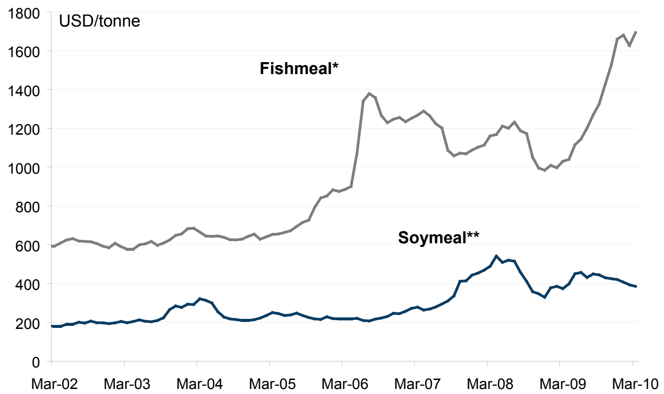
	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Peru	19.4	23.2	37.6	19.3	25.0	54.3
Ireland	15.1	11.6	6.0	11.4	9.1	22.1
Denmark	24.7	16.1	25.3	12.9	22.0	19.1
Chile	6.5	12.6	10.9	5.0	0.0	4.8
Germany	8.2	15.7	30.8	13.5	8.3	2.5
Norway	9.5	3.7	7.9	9.8	3.8	2.4
Iceland	42.5	33.3	13.6	3.8	10.3	1.7
Faroe Is.	11.5	10.9	2.3	3.4	7.9	0.0
Others	5.1	9.8	5.0	8.3	4.5	7.5
Total	**142.5**	**136.9**	**139.4**	**87.4**	**90.9**	**114.4**

Source: GLOBEFISH AN 11632

Sky high fishmeal prices and still rising

Fishmeal prices in China have been climbing up in the opening months of 2010, reaching a record high of USD 1 900/tonne in March 2010 and USD 2 050/tonne in early April 2010. In March 2010, fishmeal stocks in Chinese ports were 94 000 tonnes, which is one of the lowest levels ever reported. In early April some 125 000 tonnes were in stock, showing some buying interest by main traders. With this in mind, fishmeal prices in the Chinese market are bound to increase even further in the near future.

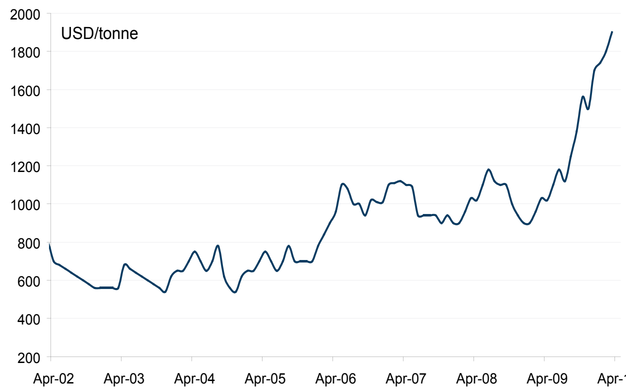
Prices
Fishmeal and Soymeal



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

Source: Oil World, GLOBEFISH AN 11702, 11706

Prices
Fishmeal in Chinese ports



FISH OIL

Reduced amount of fish oil in world market

In Chile, the fishing activity and oil production remain low after the February earthquake. The little fish oil produced is all shipped to the south for use in feed for the aquaculture industry. In Peru catches were higher in the first quarter of 2010 than in the corresponding period of 2009, but oil yield was very low, thus fish oil production is not very good. Fish oil prices increased somewhat during the first quarter of 2010, but not as much as fishmeal prices. The main reason for a relatively sluggish market was the abundant availability of competing vegetable oils, at discounted prices.

In 2009, total fish oil production by the five main exporting countries (Peru, Chile, Iceland, Norway and Denmark) was 530 000 tonnes, a 100 000 tonne decline from the 2008 output. Peru and Chile reported a 10% reduction in production, while Scandinavian countries reported a 30% decline.

Fish oil prices reached USD 950/tonne in March 2010, which is 50% ahead of last year's price level. Fish oil prices now exceed soybean oil prices by USD 50/tonne, while last year they were USD 120/tonne below that of the competing product.

Fish oil prices expected to soar

Fish oil prices are likely to go up further, as some sectors of the fish culture business rely heavily on fish oil in their operations, especially for outgrowing. The supply will be limited this year, especially in view of disappointing yield, a result of the high water temperature in South American waters.

FISH OIL NEWS

NORWAY: FRIEND OF SEA APPROVES CALAMARINE

The omega-3 ingredient Calamarine, made solely from the by-products of calamari food processing, achieved Friend of the Sea certification, the group said on 10 February 2010. Calamarine, a high-DHA omega-3 ingredient from Norway-based Pharma Marine, comprises a range of concentrates and natural oil made from calamari trimmings from food processing factories all over the world. By using only the by-products from existing fisheries, Pharma Marine is adding value to these important global fishery resources, Friend of the Sea said, adding increasing the use of fishery by-products is very important to creating more sustainable global fisheries *Source: INTRAFISH*

Production
Fish oil: World

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Peru/Chile	494	413	405	577	459	410
Denmark/Norway	99	87	104	74	93	79
Iceland	49	55	42	46	81	44
Total	**647**	**589**	**594**	**697**	**633**	**532**

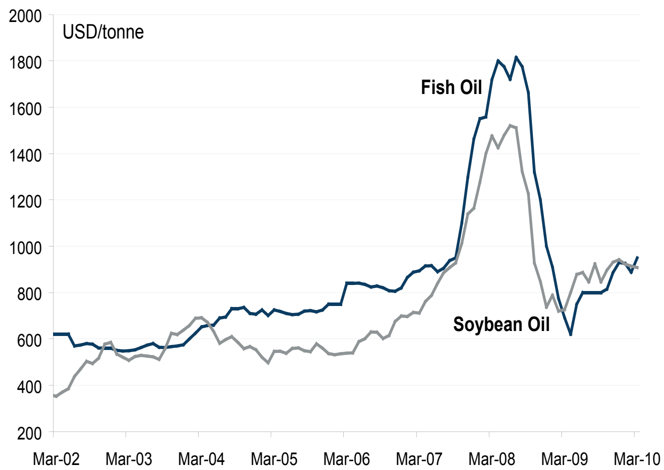
Source: IFFO

Exports
Fish oil: USA

	2004	2005	2006	2007	2008	2009
			(1000 tonnes)			
Menhaden	37.9	39.5	38.2	45.4	43.2	31.5
Other	10.9	13.6	24.7	8.4	13.3	17.4
Total	**48.8**	**53.1**	**62.9**	**53.8**	**56.5**	**48.9**

Source: GLOBEFISH AN 11789

Prices
Fish Oil and Soybean Oil



Source: GLOBEFISH AN 12002, 2003

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