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CANADA'S FISH AND SEAFOOD TRADE WITH THE EUROPEAN UNION, 2018



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CANADA'S FISH AND SEAFOOD TRADE WITH THE EUROPEAN UNION, 2018

Highlights

- Canada's fish and seafood exports to the EU (Canada's third largest export destination by value after the US and China) were valued at **\$451M**¹, accounting for 7 per cent of total Canadian fish and seafood exports by value.
- Canadian fish and seafood export value to the EU decreased 10 per cent (-\$49M) between 2017 and 2018.
- Quantity of exports was 49 thousand tonnes with a 5 per cent decline from the previous year. Fish and seafood export prices have also decreased 5 per cent during the same period.

CANADA'S TOP 3 FISH AND SEAFOOD EXPORTS TO THE EU, 2018

| SPECIES | VALUE of Exports (\$M) | CHANGE ² of Values (%) | CHANGE of Volumes (%) | CHANGE of Prices (%) | SHARE of Exports (%) | CAGR ³ of Value (%) |
|--------------|------------------------------|---|-----------------------------|----------------------------|----------------------------|--------------------------------------|
| Lobster | 173 | -3.6 | -5.1 | 1.6 | 7.8 | 11.7 |
| Shrimp/Prawn | 123 | -24.8 | -22.1 | -3.5 | 26.3 | -12.1 |
| Scallop | 36 | -26.2 | -16.8 | -11.3 | 22.3 | -8.8 |
| Other | 118 | 10.4 | 9.6 | 0.7 | 2.9 | 7.4 |
| Total | 451 | -9.8 | -5.0 | -5.0 | 6.5 | -0.5 |

- Top species exported to the EU were **lobster**⁴ (\$173M), **shrimp/prawn** (\$123M) and **scallop** (\$36M), accounting for 74 per cent of total Canadian fish and seafood export value to the EU.
- Main other species exported were salmon (\$20M), hake (\$20M) and cod (\$20M).
- Top exporting provinces were **Nova Scotia** (\$197M), **Newfoundland and Labrador** (\$105M) and **New Brunswick** (\$48M).
- Canada continued to be a net exporter of fish and seafood products to the EU, with imports from the EU to Canada worth \$185M. With 5 per cent of Canada's total fish and seafood imports by value, the EU ranked 7th amongst Canada's reported fish and seafood suppliers. The top imported species by value were salmon (\$40M), tuna (\$21M) and herring (\$14M).

¹ Trade statistics are sourced from Statistics Canada, and were accessed through: Fisheries and Oceans Canada (2019), EXIM [database], Ottawa. Accessed: March 07, 2019.

² The term "change" indicates yearly change from the previous year.

³ Compound annual growth rate from 2014 to 2018.

⁴ Lobster refers to the *Homarus* species.



ACRONYMS AND NOTES

| | |
|-------------|--|
| CAGR | Compound annual growth rate |
| CETA | Canada-European Union Comprehensive Economic and Trade Agreement |
| DFO | Department of Fisheries and Oceans Canada |
| EU | European Union |
| UK | United Kingdom |
| US | United States of America |

- 1) Unless otherwise indicated, trade statistics are sourced from Statistics Canada, and were accessed through: Fisheries and Oceans Canada (2019), EXIM [database], Ottawa. Accessed: March 07, 2019.
- 2) When sources other than Statistics Canada are indicated, note that export statistics reported by one territory are often not the same as the import statistics reported by its trade partner. Import statistics often include additional shipping costs, and territories may apply different rules in the accounting of international trade.
- 3) Values are nominal not accounting for inflation.
- 4) Throughout this report's tables, the term "change" indicates yearly change from the previous year, unless otherwise specified.
- 5) Compound annual growth rate (CAGR) is used to take into account variances in growth during interim years.
- 6) Unless otherwise specified, lobster refers to the *Homarus* species.
- 7) Canadian exports of crab refer to snow crab, Dungeness crab and unspecified crab species, unless otherwise specified. Based on exporting provinces and Canadian crab species landings data, total Canadian exports of crab consist principally of snow crab.

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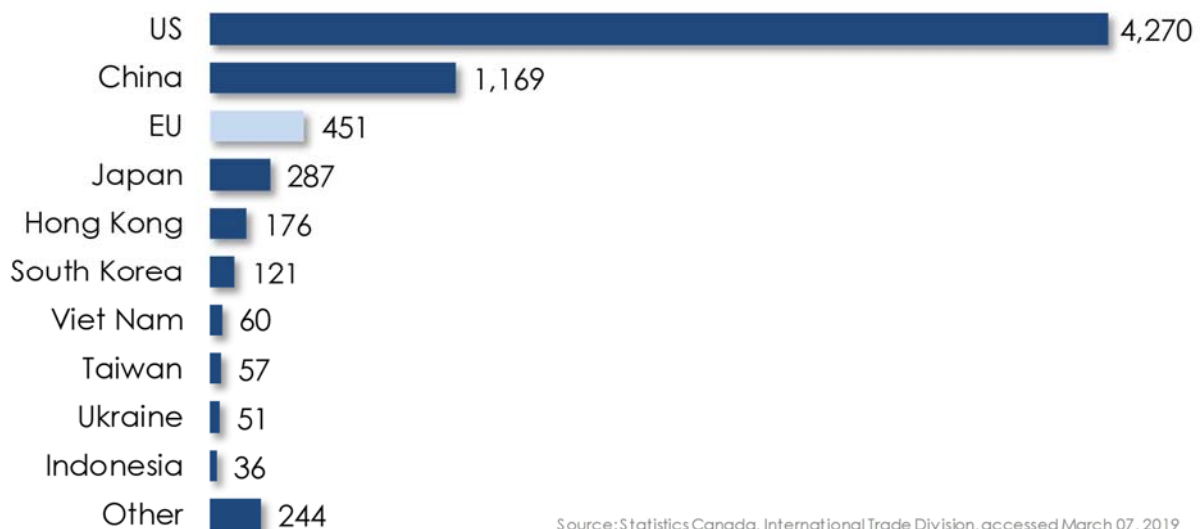
CANADA'S FISH AND SEAFOOD EXPORTS

In 2018, Canada's total fish and seafood exports were valued at \$6.92B with a 1 per cent increase from the previous year. The top five destinations for Canadian fish and seafood exports in rank order of value were:

| | |
|---------------------|---------|
| United States (US) | \$4.27B |
| China | \$1.17B |
| European Union (EU) | \$0.45B |
| Japan | \$0.29B |
| Hong Kong | \$0.18B |

Together, these destinations accounted for 92 per cent of Canada's fish and seafood total export value in 2018.

FIGURE 1 CANADA'S FISH AND SEAFOOD EXPORTS BY DESTINATION, 2018 (\$M)



Source: Statistics Canada, International Trade Division, accessed March 07, 2019

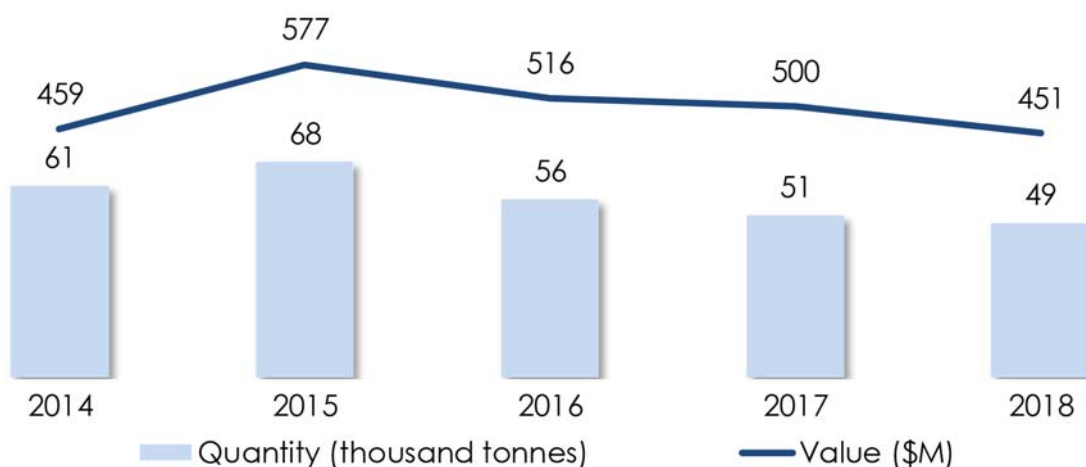
CANADA'S FISH AND SEAFOOD EXPORTS TO THE EU

In 2018, Canada's fish and seafood exports to the EU were valued at \$451M, representing 7 per cent of total Canadian fish and seafood exports by value.

Canadian fish and seafood export value to the EU decreased 10 per cent (-\$49M) between 2017 and 2018. In 2018, the quantity of fish and seafood exports to the EU was 49 thousand tonnes with a 5 per cent decline since 2017. Fish and seafood export prices to the EU have also decreased 5 per cent during the same period.

Despite the coming into force of the Canada-EU Comprehensive Economic and Trade Agreement (CETA) in 2017, the value of Canadian fish and seafood exports to the EU has decreased continuously since 2016. The value of Canada's fish and seafood exports to the EU has indeed declined by 11 per cent in 2016, 3 per cent in 2017 and again by 10 per cent in 2018. For the most part, this decline is attributable to a drop in the quantity of shrimp exported which coincides with a decline in Canadian harvest.

FIGURE 2 CANADA'S FISH AND SEAFOOD EXPORTS TO THE EU, 2014-2018



Source: Statistics Canada, International Trade Division, accessed March 07, 2019

From 2014 to 2018, Canadian fish and seafood exports to the EU have decreased at an annual rate of 0.5 per cent. This decline was mostly attributable to a decrease in quantity of fish and seafood exported (-5 per cent annually) as export prices of fish and seafood to the EU experienced an annual 5 per cent increase during the same period.

TABLE 1 CANADA'S FISH AND SEAFOOD EXPORTS TO THE EU, 2014-2018

| YEAR | VALUE of Exports (\$M) | CHANGE of Values (%) | CHANGE of Volumes (%) | CHANGE of Prices (%) | SHARE of Exports (%) |
|----------------|------------------------------|----------------------------|-----------------------------|----------------------------|----------------------------|
| 2014 | 459 | 24.2 | 18.3 | 5.0 | 9.3 |
| 2015 | 577 | 25.8 | 12.5 | 11.8 | 9.7 |
| 2016 | 516 | -10.7 | -17.2 | 7.9 | 7.9 |
| 2017 | 500 | -3.1 | -9.0 | 6.4 | 7.3 |
| 2018 | 451 | -9.8 | -5.0 | -5.0 | 6.5 |
| Average | 500 | CAGR -0.5 | CAGR -5.3 | CAGR 5.1 | 8.1 |

In 2018, the EU remained the 3rd top destination for Canada's fish and seafood exports by value, following behind the US, which is by far the largest fish and seafood export destination for Canada, and China. It was in 2012 that the value of Canada's fish and seafood exports to China overtook those of the EU.

The largest export destination for Canada's fish and seafood products within the EU continued to be the United Kingdom (UK) with exports valued at \$96M in 2018, representing 21 per cent of Canadian fish and seafood exports to the EU.

In 2018, the EU remained the world's largest fish and seafood importer (\$40.6B), followed by the US (\$30.1B), Japan (\$20.4B) and China (\$19.3B).⁵ Canada was the 15th largest supplier of fish and seafood to the EU, providing 2 per cent of the EU's fish and seafood imports by value. This represented a drop from the 10th place held in 2015. The top fish and seafood suppliers to the EU were Norway (26 per cent) followed by China (7 per cent) and Morocco (5 per cent)⁶, although most of the EU's total trade of fish and seafood occurs within its borders among member states. Historically, well-established trade ties amongst the EU member states and tariffs make it more difficult for foreign producers to gain and maintain a market share in the EU's fish and seafood sector.

However, with the recent implementation of CETA, Canada has an opportunity to take advantage of duty-free status on most fish and seafood products, and expand into the EU market. With the implementation of CETA in 2017, almost 96 per cent of EU tariff lines were immediately eliminated on fish and seafood imported from Canada, with 100 per cent of tariff lines to be eliminated after seven years. Prior to CETA, EU tariffs for fish and seafood imported from Canada averaged 11 per cent, and could be as high as 25 per cent. Nonetheless, in the shadow of factors like the decline in Canada's shrimp

⁵ Retrieved March 31, 2019 via the Global Trade Atlas.

⁶ The EU's import statistics were collected by Eurostat, retrieved March 31, 2019 via the Global Trade Atlas.

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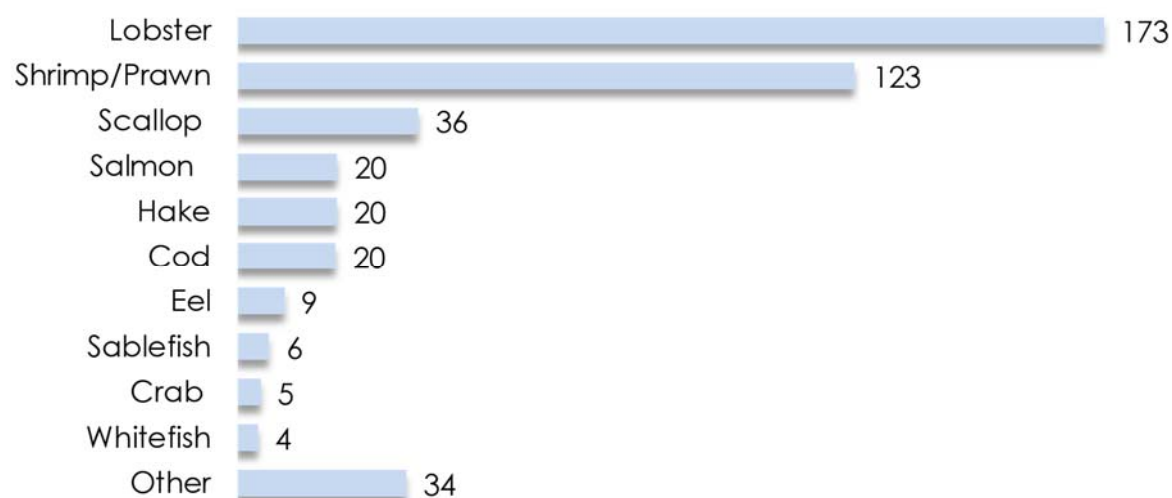
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production, the current economic uncertainty arising from Brexit, and instability of some major international trade relations, it is difficult to assess the effects of CETA on Canada's seafood exports to the EU.

CANADA'S FISH AND SEAFOOD EXPORTS TO THE EU BY SPECIES

In 2018, Canada's top fish and seafood exports to the EU by value were lobster (\$173M), shrimp/prawn (\$123M) and scallop (\$36M). Together, these three species accounted for 74 per cent of total Canadian fish and seafood exports by value to the EU.

FIGURE 3 CANADA'S TOP 10 FISH AND SEAFOOD EXPORTS TO THE EU, 2018 (\$M)

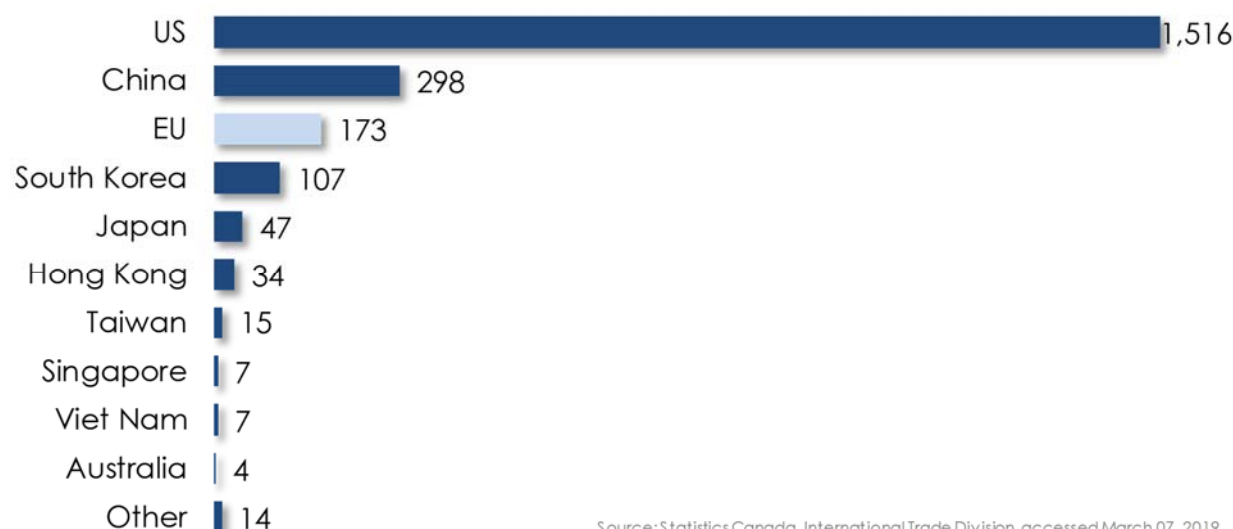


Source: Statistics Canada, International Trade Division, accessed March 07, 2019

Lobster (largest export)

In 2018, lobster exports to the EU were valued at \$173M, representing 8 per cent of Canada's total lobster exports by value. The EU ranked 3rd, behind the US (\$1.52B) and China (\$298M), in Canada's reported export value of lobster.

FIGURE 4 CANADA'S LOBSTER EXPORTS BY DESTINATION, 2018 (\$M)



Source: Statistics Canada, International Trade Division, accessed March 07, 2019

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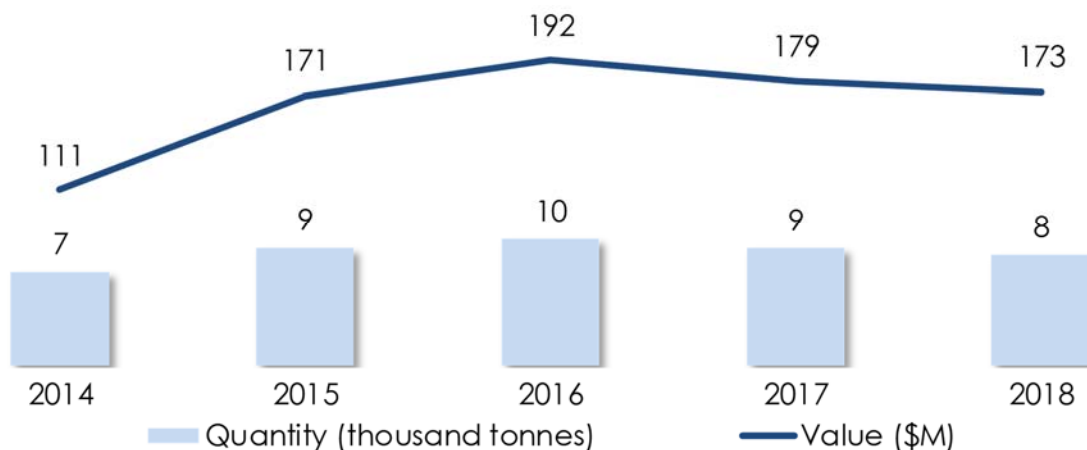
In 2018, Canada remained the top supplier of lobster by value to the EU (73 per cent) followed by the US (26 per cent). Notably, this proportion changed from 58 per cent for Canada and 42 per cent for the US in 2017.⁷

With lobster exports valued at \$108M in 2018, Nova Scotia was, by far, the main province exporting lobster to the EU, representing 62 per cent of Canada's total lobster exports to the EU. New Brunswick (\$39M) and Prince Edward Island (\$17M) followed, sharing respectively 22 per cent and 10 per cent of Canada's total lobster export value to the EU. Nova Scotia's exports of lobster to the EU consisted principally of live (74 per cent by value in 2018) and frozen (21 per cent) lobster, while New Brunswick and Prince Edward Island mostly exported frozen lobster (44 per cent) and frozen lobster in brine (34 per cent).

In 2018, Canada's value of lobster exports to the EU decreased 4 per cent (-\$7M) from the previous year. This decline was mostly attributable to a decrease in quantity exported (-5 per cent) as export prices of lobster to the EU experienced a 2 per cent increase during the same period.

After reaching a peak of \$192M in 2016, the value of Canada's exports of lobster to the EU has since been decreasing. Canada's lobster export value to the EU has nonetheless increased at an annual growth rate of 12 per cent since 2014. During the same period, quantity of lobster exported to the EU increased 4 per cent annually, while exports prices increased 7 per cent.

FIGURE 5 CANADA'S LOBSTER EXPORTS TO THE EU, 2014-2018



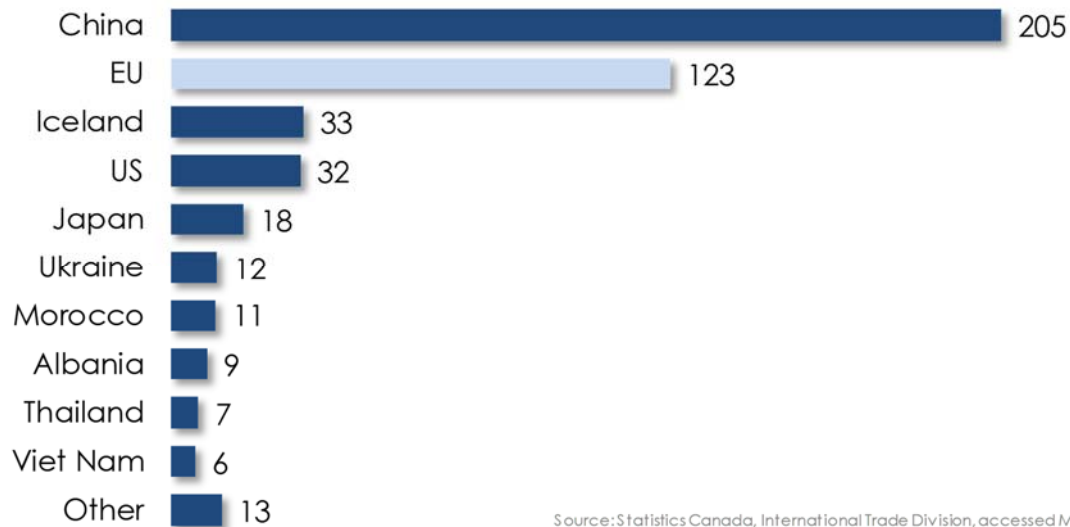
Source: Statistics Canada, International Trade Division, accessed March 07, 2019

⁷ The EU's import statistics collected by Eurostat, retrieved March 12, 2019 via the Global Trade Atlas.

Shrimp/Prawn (2nd largest export)

Canadian shrimp/prawn exports to the EU were valued at \$123M in 2018. In 2017, Canada's shrimp/prawn exports to China overtook those to the EU, the latter now remaining the 2nd destination in importance for Canadian shrimp/prawn exports by value. The EU however remained a key market for Canadian shrimp/prawn exports accounting for 26 per cent of Canada's total shrimp/prawn exports in value in 2018.

FIGURE 6 CANADA'S SHRIMP/PRAWN EXPORTS BY DESTINATION, 2018 (\$M)



Source: Statistics Canada, International Trade Division, accessed March 07, 2019

By value, Denmark (\$67M) and the UK (\$36M) were the main destinations among EU members for Canada's shrimp/prawn exports, accounting respectively for 54 per cent and 29 per cent of Canada's shrimp/prawn export value to the EU in 2018.

With 57 per cent of the value of shrimp/prawn exports in 2018, Newfoundland and Labrador (\$70M) remained the principal exporting province of shrimp/prawn products to the EU.

The majority of Canadian shrimp/prawn exports to the EU were identified as frozen cold-water shrimps and prawns (70 per cent by value in 2018). By value, Canada was the EU's 2nd largest supplier of cold-water shrimps and prawns in 2018, with 18 per cent of the import market share, following Greenland (76 per cent).⁸

In 2018, Canada's value of shrimp/prawn exports to the EU decreased 25 per cent (-\$41M) from the previous year. This decline was mostly attributable to a decrease in quantity exported (-22 per cent). Export prices of shrimp/prawn experienced a 3 per cent decrease during the same period.

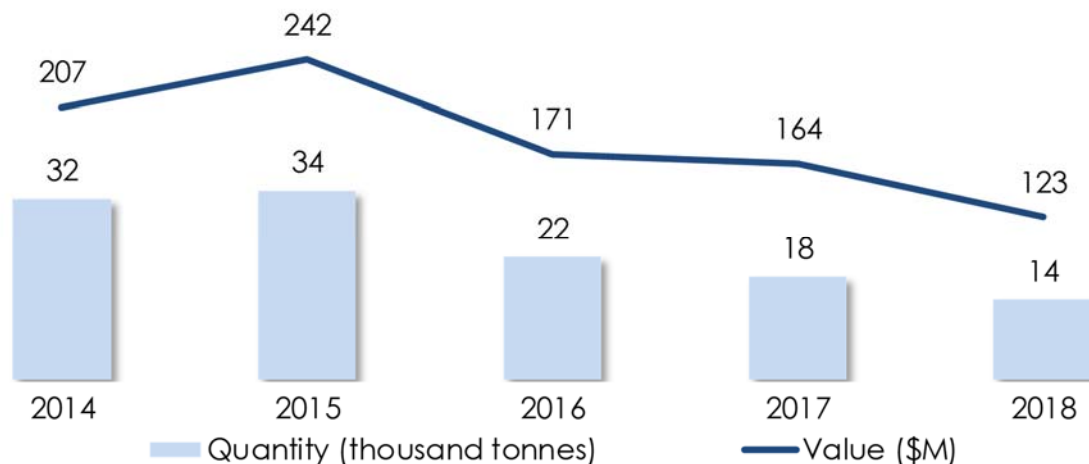
⁸ The EU's import statistics collected by Eurostat, retrieved March 12, 2019 via the Global Trade Atlas.

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Since 2014, the value of shrimp/prawn exports to the EU has annually declined by 12 per cent. This decline was attributable to an annual decrease of 19 per cent in quantity exported (which coincides with a decrease in landings) as shrimp/prawn export prices to the EU have experienced an annual growth rate of 8 per cent during this period.

FIGURE 7 CANADA'S SHRIMP/PRAWN EXPORTS TO THE EU, 2014-2018

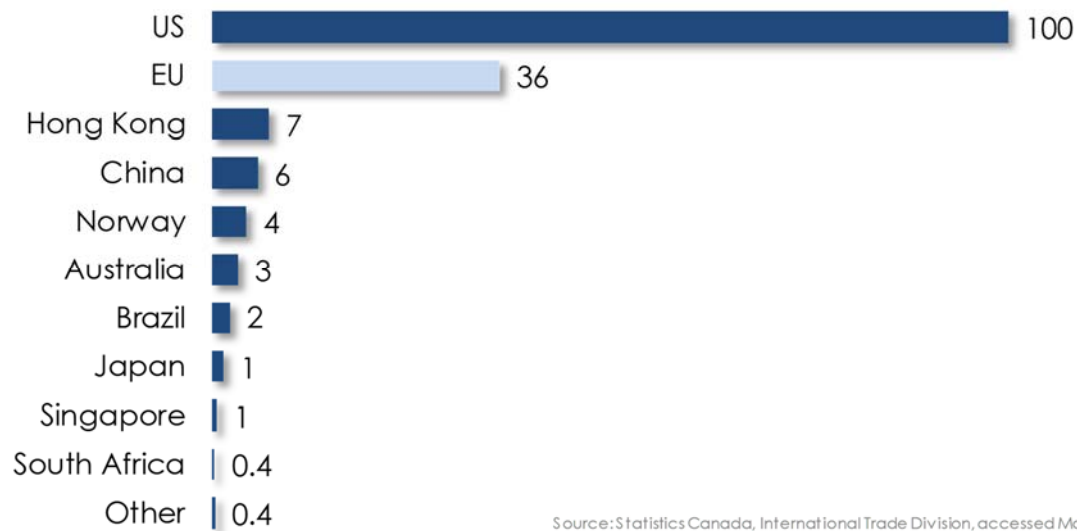


Source: Statistics Canada, International Trade Division, accessed March 07, 2019

Scallop (3rd largest export)

In 2018, Canadian scallop exports to the EU were valued at \$36M representing 22 per cent of Canada's total scallop export value. The EU ranked 2nd, behind the US (\$100M) in Canada's reported export value of scallop. Canada's scallop exports to the EU mostly consisted of frozen scallops (74 per cent by value in 2018), but also of scallops in brine or smoked (26 per cent).

FIGURE 8 CANADA'S SCALLOP EXPORTS BY DESTINATION, 2018 (\$M)



Source: Statistics Canada, International Trade Division, accessed March 07, 2019

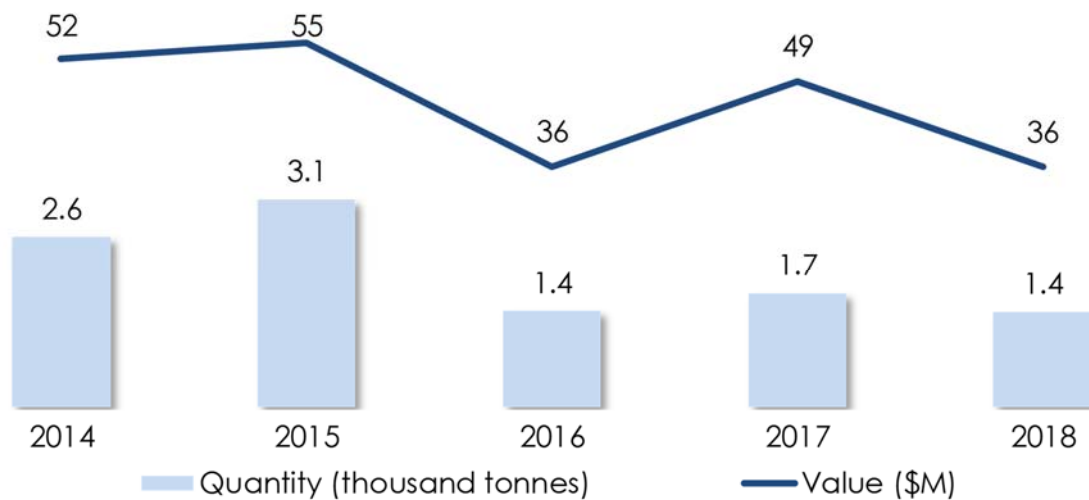
Canadian scallop exports to the EU were principally destined for France, accounting for 66 per cent of Canadian scallop export value to the EU in 2018.

With 71 per cent of the value of scallop exports in 2018, Nova Scotia (\$26M) was the main exporting province of scallop to the EU, followed by Newfoundland and Labrador (\$9M), New Brunswick (\$1M) and Quebec (\$0.3M).

From 2017 to 2018, Canada's value of scallop exports to the EU decreased 26 per cent (-\$13M). Quantity exported decreased 17 per cent and export prices of scallop to the EU decreased 11 per cent during the same period.

Since 2014, Canada's scallop exports to the EU have decreased at an annual rate of 9 per cent by value. Scallop export prices to the EU have for their part increased 6 per cent annually, while quantity exported has experienced an annual rate of decline of 14 per cent during the same period.

FIGURE 9 CANADA'S SCALLOP EXPORTS TO THE EU, 2014-2018



Source: Statistics Canada, International Trade Division, accessed March 07, 2019

Other Species

In 2018, Canadian exports of species other than lobster, shrimp/prawn and scallop to the EU were valued at \$118M, representing 26 per cent of Canada's total fish and seafood export value to the EU. The main other species exported to the EU in 2018 were salmon (\$20M), hake (\$20M) and cod (\$20M).

In 2018, Canadian exports of salmon to the EU represented 2 per cent of Canada's total salmon exports by value, while 17 per cent of the value of Canadian exports of hake and 28 per cent of the value Canadian exports of cod were destined for the EU.

The EU ranked 4th among Canada's export markets for salmon, after the US (\$1.0B), China (\$60M) and Japan (\$58M). In rank order of value, most Canadian salmon exported to the EU was frozen sockeye (\$4M) and chum (\$4M) salmon and smoked salmon (\$3M).

The EU ranked 3rd, after Ukraine (\$38M) and China (\$21M) in Canada's reported export value of hake. By value, the majority of Canadian hake exported to the EU was frozen (71 per cent in 2018).

In 2018, the EU remained the 2nd destination in importance, after the US (\$48M), for Canadian exports of cod. By value, 48 per cent (\$10M) of Canada's exports of cod to the EU was destined for the UK.

CANADA'S FISH AND SEAFOOD TRADE WITH THE EUROPEAN UNION, 2018

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TABLE 2 CANADA'S TOP 10 FISH AND SEAFOOD EXPORTS TO THE EU, 2018

| SPECIES | VALUE of Exports (\$M) | CHANGE of Values (%) | CHANGE of Volumes (%) | CHANGE of Prices (%) | SHARE of Exports (%) |
|--------------|------------------------------|----------------------------|-----------------------------|----------------------------|----------------------------|
| Lobster | 173 | -3.6 | -5.1 | 1.6 | 7.8 |
| Shrimp/Prawn | 123 | -24.8 | -22.1 | -3.5 | 26.3 |
| Scallop | 36 | -26.2 | -16.8 | -11.3 | 22.3 |
| Salmon | 20 | -10.4 | -27.4 | 23.4 | 1.7 |
| Hake | 20 | 9.1 | 6.6 | 2.4 | 17.1 |
| Cod | 20 | -9.2 | -16.9 | 9.3 | 28.0 |
| Eel | 9 | 79.7 | -42.7 | 213.5 | 10.5 |
| Sablefish | 6 | 80.7 | 119.0 | -17.5 | 28.9 |
| Crab | 5 | -0.8 | 5.0 | -5.5 | 0.4 |
| Whitefish | 4 | -16.2 | -22.4 | 8.0 | 18.9 |
| Other | 34 | 28.6 | 58.0 | -18.6 | 2.7 |
| Total | 451 | -9.8 | -5.0 | -5.0 | 6.5 |



CANADA'S FISH AND SEAFOOD EXPORTS TO THE EU BY PROVINCE AND TERRITORY

In 2018, Nova Scotia maintained its position as the top fish and seafood exporting province by value to the EU. The province exported a total of \$197M of fish and seafood to the EU, with lobster (\$108M), shrimp/prawn (\$39M) and scallop (\$26M) as the main exported species. Newfoundland and Labrador came second in 2018, exporting a total of \$105M, with shrimp/prawn (\$70M) as the main exported species.

TABLE 3 CANADA'S FISH AND SEAFOOD EXPORTS TO THE EU BY PROVINCE AND TERRITORY, 2018

| PROVINCE AND TERRITORY | VALUE (\$M) | QUANTITY (thousand tonnes) | MAIN SPECIES Share* % |
|------------------------------|----------------|-------------------------------|--------------------------|
| Nova Scotia | 197 | 15 | Lobster 54.7 |
| | | | Shrimp/Prawn 19.7 |
| | | | Scallop 13.0 |
| Newfoundland and Labrador | 105 | 15 | Shrimp/Prawn 66.2 |
| | | | Cod 15.8 |
| | | | Scallop 8.7 |
| New Brunswick | 48 | 3 | Lobster 81.4 |
| | | | Crab 4.5 |
| | | | Eel 4.3 |
| British Columbia | 45 | 11 | Salmon 42.4 |
| | | | Hake 30.5 |
| | | | Sablefish 14.2 |
| Quebec | 23 | 2 | Shrimp/Prawn 58.1 |
| | | | Lobster 22.9 |
| | | | Cod 7.4 |
| Prince Edward Island | 17 | 1 | Lobster 99.7 |
| | | | - |
| | | | - |
| Manitoba | 13 | 2 | Whitefish 30.5 |
| | | | Pike 17.4 |
| | | | Hake 0.4 |
| Other | 3 | 1 | Perch 21.4 |
| | | | Freshwater smelt 16.6 |
| | | | Whitefish 10.5 |

* of province's fish and seafood exports to the EU

CANADA'S FISH AND SEAFOOD IMPORTS FROM THE EU

In 2018, Canada continued to be a net exporter of fish and seafood products to the EU, with imports from the EU to Canada worth \$185M. With 5 per cent of Canada's total fish and seafood imports by value, the EU ranked 7th amongst Canada's reported fish and seafood suppliers in 2018.

In 2018, Canadian fish and seafood import value from the EU increased 8 per cent (+\$13M) relative to 2017. Quantity of imports was 30 thousand tonnes with a 3 per cent increase since 2017, while fish and seafood import prices from the EU increased 5 per cent during the same period.

TABLE 4 CANADA'S FISH AND SEAFOOD IMPORTS FROM THE EU, 2014-2018

| YEAR | VALUE of Imports (\$M) | CHANGE of Values (%) | CHANGE of Volumes (%) | CHANGE of Prices (%) |
|---------|------------------------------|----------------------------|-----------------------------|----------------------------|
| 2014 | 95 | 34.5 | 15.2 | 16.7 |
| 2015 | 105 | 10.7 | 17.1 | -5.5 |
| 2016 | 140 | 33.5 | 28.0 | 4.3 |
| 2017 | 172 | 22.7 | 5.5 | 16.3 |
| 2018 | 185 | 7.6 | 2.7 | 4.7 |
| Average | 140 | CAGR 18.2 | CAGR 12.9 | CAGR 4.7 |

In 2018, the top species imported from the EU were salmon (\$40M), tuna (\$21M) and herring (\$14M). Together, these three species accounted for 40 per cent of total Canadian fish and seafood imports by value from the EU.

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TABLE 5 CANADA'S TOP 10 FISH AND SEAFOOD IMPORTS FROM THE EU, 2018

| SPECIES | VALUE of Imports (\$M) | CHANGE of Values (%) | CHANGE of Volumes (%) | CHANGE of Prices (%) | SHARE of Imports (%) |
|--------------|------------------------------|----------------------------|-----------------------------|----------------------------|----------------------------|
| Salmon | 40 | 7.3 | -2.9 | 10.4 | 5.9 |
| Tuna | 21 | 26.1 | -14.3 | 47.1 | 7.3 |
| Herring | 14 | 65.7 | 37.9 | 20.2 | 54.2 |
| Trout | 9 | -19.9 | -25.6 | 7.6 | 11.6 |
| Sea Bass | 8 | 8.8 | 17.0 | -7.0 | 87.7 |
| Octopus | 7 | 50.0 | 34.2 | 11.7 | 25.7 |
| Mackerel | 5 | -2.8 | -20.7 | 22.6 | 34.2 |
| Anchovy | 3 | 5.0 | 6.9 | -1.8 | 63.1 |
| Cod | 3 | 36.4 | 96.3 | -30.5 | 2.5 |
| Pollock | 2 | 17.1 | 23.9 | -5.5 | 5.2 |
| Other | 73 | -1.9 | 0.9 | -2.8 | 2.7 |
| Total | 185 | 7.6 | 2.7 | 4.7 | 4.7 |

Note: In preparing this document, the authors have taken care to provide information that is timely and accurate at the time of publication. Since exports market conditions are dynamic, some information presented here may have changed since this document was published. Information contained in this document does not necessarily reflect official policies of Fisheries and Oceans Canada.

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