



UK Market Summary & Category Data for Fish & Seafood - Salmon



Seafood Industry
Australia
The Voice of Australian Seafood



GREAT
AUSTRALIAN
SEAFOOD



About Seafood Industry Australia

Seafood Industry Australia (SIA) is the national peak-body representing the Australian seafood industry as a whole. With members from the wildcatch, aquaculture and post-harvest sectors of the Australian seafood industry, we are the voice of Australian seafood.

SIA provides consumers, Government and other stakeholders with confident and united representation. Our unity indicates that we love what we do, we stand by our products and that those products are the best in the world.

SIA provides services identified through a process involving member input to fill a critical gap that currently exists, to have more influence on Government decisions, to act as a national industry voice, to be a marketing and communications hub, and to remove obstacles to growth standing in the way of the Australian seafood industry.

Our vision is for the Australian seafood industry to be United, Effective and Respected.

Our mission is to Promote, Protect and Develop the Australian seafood industry on the national and international level.

Agricultural Trade and Market Access Cooperation (ATMAC) Program

The ATMAC program is an Australian Government initiative, expanding trade in Australian agricultural, forestry and fisheries sectors into emerging export markets and/or export markets with high-growth potential. This will be achieved through support for diversification efforts that align with industry priorities.

Seafood Industry Australia's 'marketing, market access and export development for the Australian seafood industry' was funded under the ATMAC Program.



Economic Indicators

- GDP (USD Billion): **2,829**
- GDP per capita (USD): **42,330.12**
- Currency: **GBP** (Pound Sterling)
- Exchange Rate: 1 GBP = **1.76 AUD** (21/1/2021)
- Mercer's 2019 Quality of Living Ranking (2020 report not released due to COVID-19): London - **41st**
- Human Development Index: **0.932** and ranked **13th**
- Logistics Performance Index: **3.99** and ranked **9th**
- Ease of Doing Business Rankings: **8th**

Source: Trading Economics, World Bank, Mercer, DFAT

- **Trade Agreements:**
 - The UK has more than 100 Bilateral Investment Treaties in force or signed with its partner countries.
 - The UK is also a party to the newly signed EU - United Kingdom Trade and Cooperation Agreement and the Central America - United Kingdom Association Agreement.

Source: <https://investmentpolicy.unctad.org/country-navigator>



Demographic Indicators

- Total Population (million): **68.08**
- Expatriate Population (million): **9.5**
- Population Growth: **0.53%**
- Median Age: **40.5**
- Urban Population: **83.2%**
- **Population Ethnicity:**
 - 86% White
 - 7.5% Asian
 - 3.3% Black
 - 3.2% Other (Mixed, Arabic)
- **Dominant Religious Groups:**
 - 59.1% Christian
 - 25.1% No religion
 - 4.8% Muslim
 - 11% Other (Hindu, Sikh, Jewish, Buddhist)

Source: Trading Economics, World Bank, Statistics Body for individual countries



Consumer Behaviour & Societal Trends

Key Trends:

- Despite a challenging year defined by low rates of economic output, consumer sentiment in the UK is set to slowly rebound back as British shoppers gain confidence in their personal finances.
- COVID-19 has seen a decline in discretionary spending as consumers adapt to tightening budgets. Around 65% of shoppers have reduced spending on non-essential products and 37% of consumers have been seeking cheaper alternatives in 2020 (McKinsey). Similarly, 40% of online shoppers considered clearance websites during the pandemic.
- Consumers in the UK are moving away from brand loyalty due to changing priorities. In 2020, 72% of consumers chose to switch brands in search for better value overall. Availability was also a driving factor for consumers to search for another brand or product.
- 86% of British consumers value convenience when online shopping and 69% prioritise convenience when making physical purchases.
- Responsible consumption is on the rise as consumers seek out brands and products that align with their values. Consumers are choosing to engage more with sustainable or eco-friendly products. A Kantar Smart Shopper study found that 62% of shoppers valued at least one aspect of sustainability (e.g. biodegradable packaging) when purchasing products. Consumers are also increasingly participating in circular economies with eBay recording a 30% growth in second sales during June 2020.
- Healthier eating habits are also influencing consumer preferences with UK shoppers spending an extra 1.4 million pounds on organic products per week in 2020. Meat-free and free-from products are growing in popularity, driven by more health-conscious younger generations.

- British shoppers are more likely to buy products if they believe the brand goes above and beyond to offer a personalised experience. 25% of consumers prefer brands that make them feel 'special' while 70% of UK and US shoppers expect a tailored product experience.
- As Brexit stokes nationalistic sentiments, a percentage of British shoppers are also shifting their product preferences to local brands. 60% of consumers surveyed stated that the origin of the product would be as important as the pricing. Shoppers are also inclined to support local businesses during the pandemic with Waitrose finding that 74% of shoppers would like to see more UK-based businesses.

Source: Nielsen, Mintel, McKinsey, USDA

Digital Adoption:

- The British spend on average per day 5 hours 28 minutes on the internet and nearly 2 hours on social media.
- In the UK, there are 65 million internet users on any device with a penetration rate of 96%.
- According to the 'Digital 2020' report, 45 million British people are active social media users with a penetration rate of 66%. This is a growth of 2.9% in social media users over the past year.
- Youtube is the most visited social media site at 78%, followed by Facebook at 73%, Whatsapp at 62%, and Facebook Messenger at 58%.

Source: Digital in 2021 Report



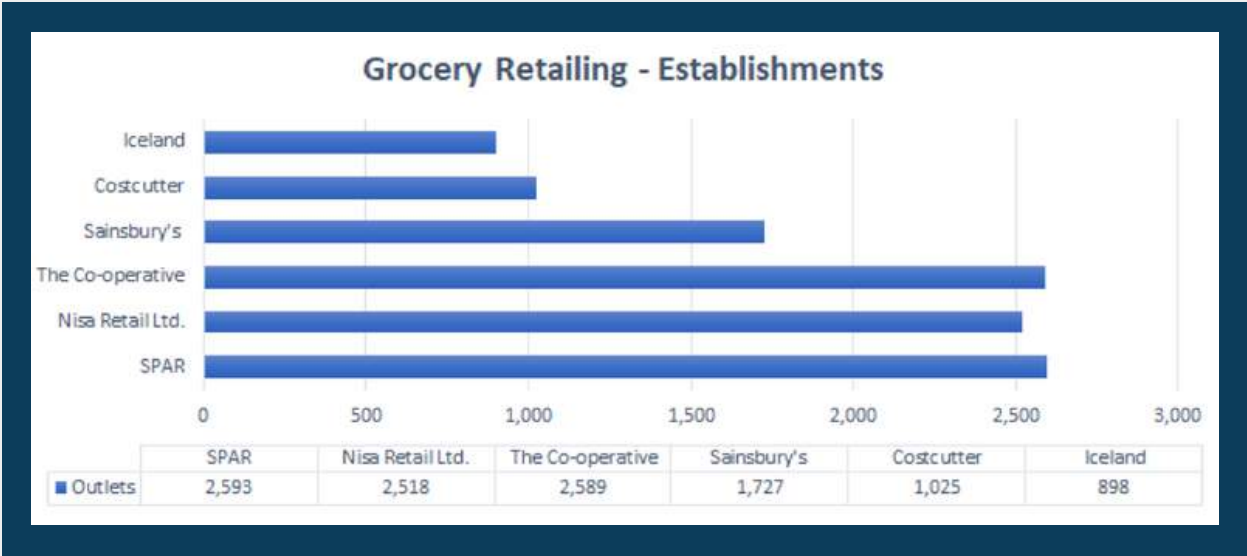


Grocery Retail Channel Developments

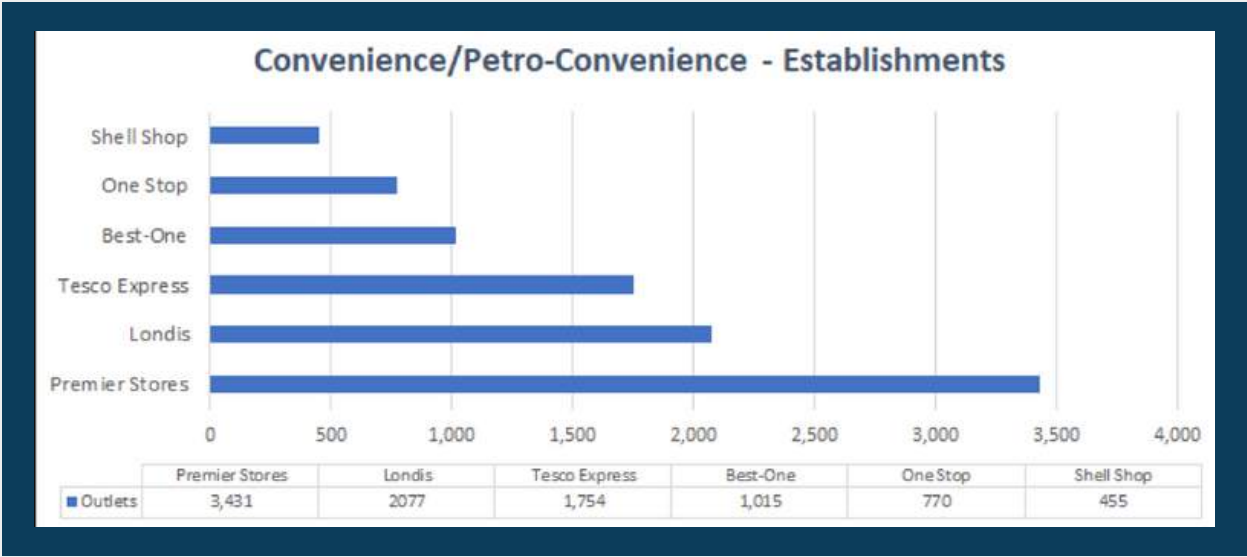
Key Trends:

- Total grocery sales grew throughout 2020 as UK consumers flocked to supermarkets. At its height, the sector saw a 20.6% increase in sales during March 2020.
- Convenience stores have experienced accelerated growth rates during COVID-19, accounting for 16.3% of all grocery sales during April 2020. Customers are seeking convenience during uncertain times, choosing to shop locally rather than risk their health and safety by travelling.
- Supermarkets are increasingly adopting an omnichannel approach to maximise customer engagement. 2020 has seen major outlets accelerating the growth of their online platforms to match consumer demand. Collaborations between existing e-commerce retailers and physical stores have also proven to be popular with Amazon Prime launching a partnership with Morrisons, allowing customers to pick up their Amazon Fresh purchases at their local grocery store.
- Government interventions will lead to an increase in supermarket formats that encourage healthier eating habits. Restrictions set to come into force in 2022 will prevent supermarkets from displaying unhealthy food or drinks at checkouts or at the entrances of stores. The People's Supermarket and Planet Organic, which house organic products, are some of the independent stores establishing their presence in the health food market.
- The biggest strategy for grocery retailers currently is to maximise store safety by adhering to hygiene recommendations. Outlets are also reducing prices to increase customer retention.
- Discount stores are on the rise as Aldi and Lidl increase the pressure on traditional supermarkets to offer more value to their customers.

Grocery Retailing Brand Outlets:



Convenience/Petro-Convenience Brand Outlets:



Source: Euromonitor



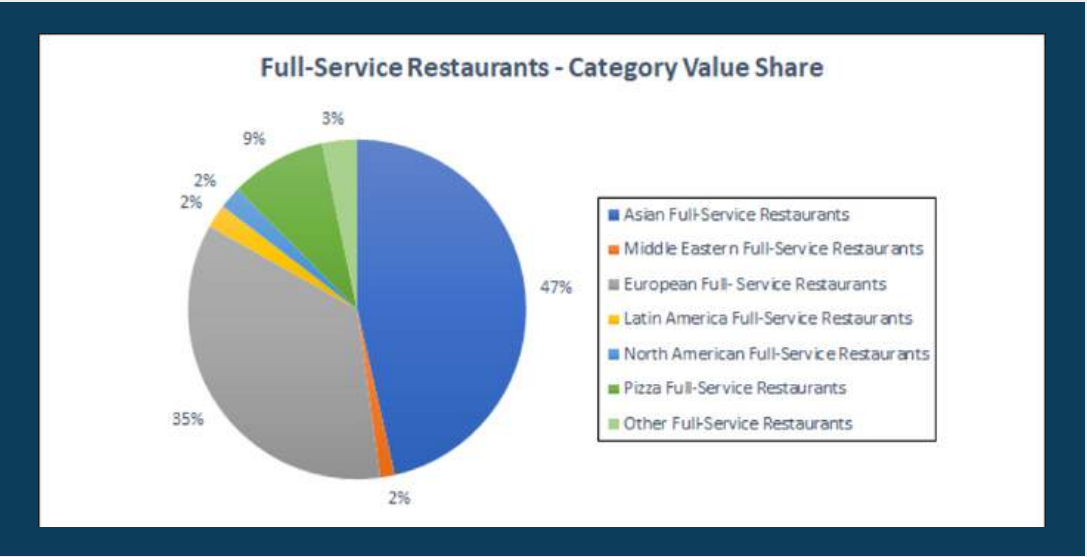
Foodservice Channel Developments

Key Trends:

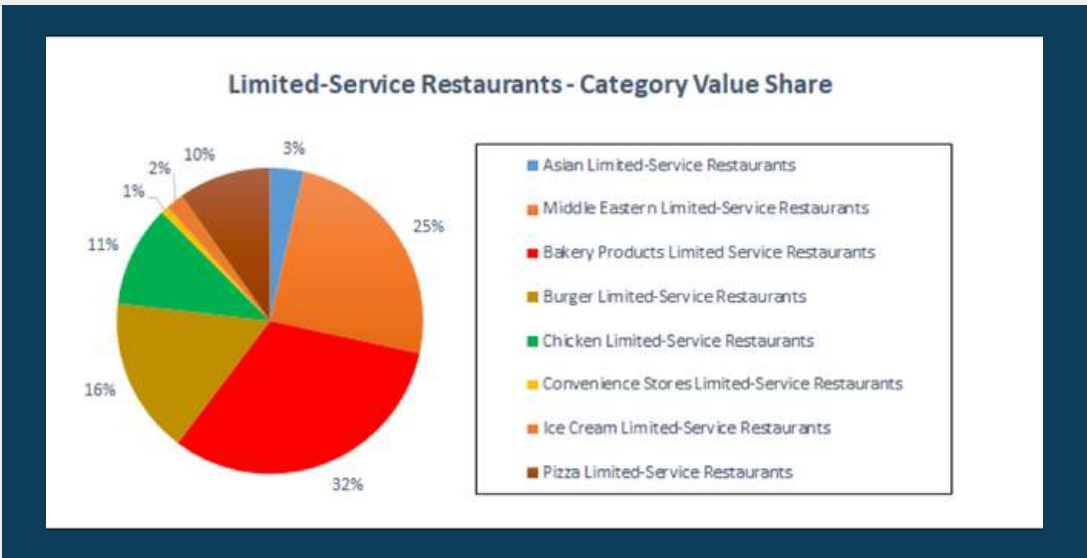
- 2020 has been a challenging year for both limited-service and full-service restaurants with the pandemic forcing closures and leaving outlets with uncertain futures. However, the UK government has continued to provide support to the hospitality industry with grants, loans and the implementation of a “Eat out to help out” scheme.
- Restaurants have responded to restrictions by reconfiguring their business models to encompass home delivery, either through in-house delivery or through third-party platforms like Uber Eats or Deliveroo. 2020 has seen a 21% growth in online delivery revenue as consumers increase their engagement with food delivery services.
- Evidence from consumer expenditure data shows that UK restaurant spending by households in April and May 2020 was 30% of its total in the same months of 2019 (Surico et al, 2020).
- Increasingly, restaurants are enhancing their digital systems by integrating QR code menus, mobile ordering, and other remote ordering options to meet consumer demand for convenience during COVID-19. This trend is also increasing amongst limited-service restaurant chains as consumers express discomfort at using touchscreen ordering systems during the pandemic.
- As a result of disruptions to physical services, full-service restaurants have also been offering innovative products to stay afloat. Dishoom targeted DIYers by selling cocktail kits while Mother Kelly rolled out Christmas hampers containing craft beers.
- Brexit is also likely to see restaurants shift towards using more home-grown produce as imported goods face new tariffs.
- As demand for food delivery grows, Dark/Cloud kitchens have increased in popularity. These portable kitchens can service multiple operators at a time and are designed especially for businesses to minimise costs when offering food delivery.

- When COVID-19 restrictions ease, alternate foodservice formats are likely to increase in number as consumers seek out enhanced dining experiences. Food halls, which house specialty restaurants under one roof, are set to continue to become fashionable as will pop-up restaurants like at 10 Heddon St, Mayfair.
- Healthier food options will populate limited-service and full-service restaurants menus more and more. Vegan, vegetarian and gluten-free menu items are increasingly requested by consumers, as are organic and natural ingredients.
- Asian full-service restaurants dominate the sector, followed by European full-service restaurants. The growth in popularity of international cuisine is unsurprising as a Sacla survey found that 70% of British adults rated an international food choice as their favourite cuisine.

Full-Service Restaurants - Category Value Share:



Limited-Service Restaurants - Category Value Share:



Source: Euromonitor

Food & Drink e-Commerce Channel Developments

Key Trends:

- Food & Drink e-commerce has experienced substantial growth across 2020. In June, online sales rose by 91% and a predicted 20% of all British shoppers were using e-commerce platforms for their groceries.
- Major supermarkets like Tesco, Asda and Iceland have turned towards optimising their existing online operations to match the surge in consumer demand. Companies have implemented strategies such as 1-hour delivery times, customer rewards and 1 pound delivery fees in a bid to attract more customers.
- However, supermarket chains have found it hard to keep up with the hike in demand. Waitrose opened a new warehouse, allowing the chain to double its online deliveries while other chains have increased staff hires and “dark store” locations.
- Sustainability still remains a priority for some online grocery retailers with Sainsbury’s introducing eco-friendly green slots to urge customers to share delivery slots with other people in their area.
- COVID-19 has seen food wholesalers shift towards direct-to-consumer strategies by setting up online ordering platforms. Brakes launched a ‘Food Shop’ service while The Sausage man, a German wholesaler, set up a 24-hour online shopping service without a minimum order requirement.
- Meal kits and recipe boxes have risen exponentially in popularity during 2020. Mindful Chef, a UK based recipe box company, saw a 452% increase in customer numbers and a 387% increase in frozen meal sales. Similarly, HelloFresh struggled to keep up with consumer demand as interest in food subscription boxes hit record highs.
- Online alcohol sales have also been steadily rising during lockdown with consumers stocking up on beer, spirits and wine. In March 2020, Master of Malt, an online beverage company, recorded nearly a 200% increase in online orders. In the same month, spirit sales grew by 23% in comparison to the same time a year ago.



Key E-tailers:

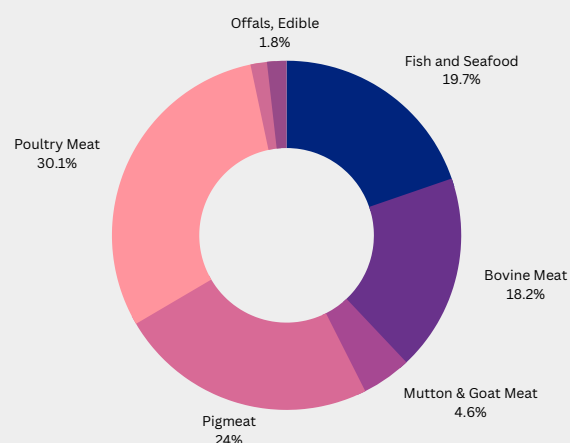
- Ocado is the UK's largest online-only supermarket. Recently, the platform has partnered with Marks & Spencers to offer customers access to a wide range of premium products.
- Amazon Fresh is also a popular choice for online grocery shoppers.
- Most major brick and mortar supermarket chains are all offering online grocery shopping services. The most popular e-commerce platforms include Tesco, Sainsbury's, Waitrose and Morrisons.

Source: Euromonitor

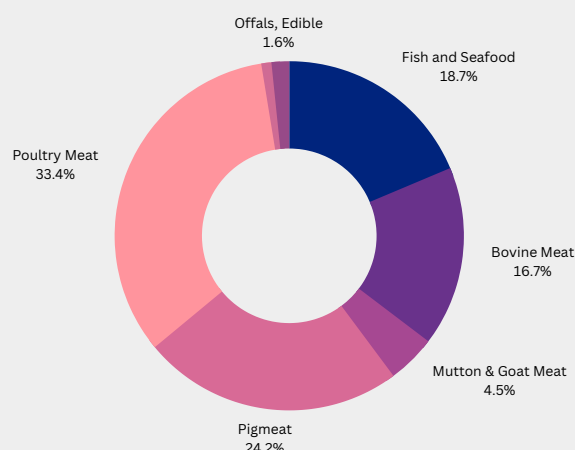
Seafood Consumption in the United Kingdom

- Fish and seafood supply per person in the UK is valued at 18.49 kg as of 2019 according to the United Nations Food and Agricultural Organization (FAO). This value has declined by 0.37% annually between 2014 - 2019, having been previously recorded as 18.84 kg in 2014.
 - Food supply is defined as food available for human consumption. At country level, it is calculated as the food remaining for human use after deduction of all non-food utilizations
- Other meat alternative consumption values per capita in 2019 were:
 - Bovine Meat: 16.52 kg
 - Poultry Meat: 33.14 kg
 - Mutton & Goat Meat: 4.45 kg
 - Meat, Other: 0.93 kg
 - Pigmeat: 23.95 kg
 - Offals, Edible: 1.62 kg

2014 Protein Consumption* - Food Supply (%)



2019 Protein Consumption* - Food Supply (%)



- * This graph does not take into account grain and cereal products, rice products, roots, potatoes, sugar, pulses, fruits and vegetables, and other alternatives.
- Note: Fish and Seafood consumption takes into account: Freshwater Fish, Demersal Fish, Pelagic Fish, Marine Fish (Other), Crustaceans, Cephalopods, Molluscs (Other), and Aquatic Animals (Others).

Source: FAOStat, 2022





Market Access Requirements

Key Regulators:

- Department for Environment, Food & Rural Affairs (Defra)
- Food Standards Agency (FSA)

Product Registration/Import Procedure:

- The UK is currently undergoing a transitional phase in a post-Brexit reality. Certain regulations are expected to be rolled out in phases throughout 2021. Pre Brexit regulations are as follows:
 - An EORI number is required for importers in the UK.
 - Animal products and live animal imports may require a UK health certificate while certain products like starter cultures will require an import license.
 - The products must also satisfy other specific regulations including labelling and packaging requirements before entry is allowed into the UK market.

Documentation Required:

- Commercial Invoice: Two copies are needed and the invoice must include a clear description of goods, terms of sale, gross and net weights, and the country of origin.
- Bill of Lading: Minimum two copies are required.
- Packing list.
- Certificate of insurance: Useful but not required.

General Labelling Requirements:

- In general, food labels must contain the legal name of the food and use metric units of measurement. Other requirements include:
 - Weight and dimension
 - Country of origin
 - Composition of ingredients
 - Allergen warnings
- However, each food category may have separate requirements that need to be followed (e.g. Fish need to be labelled with the commercial and scientific name, the production method and the catch area).

Packaging Requirements:

- There are no specific packaging requirements. However, if your company qualifies as a 'obligated packaging producer', there are regulations in place to ensure that packaging waste is minimised.

Non-Tariff Barriers:

- Animal products are only able to enter the UK through Designated Points of Entry.
- All imported food and beverage products may also be subject to three levels of consignment checks - documentary, identity and physical inspections. At the port of entry, documentation will be checked to ensure certificates are up to date and match with commercial documents. Labelling and packaging will be checked in the identity stage and a percentage of goods will undergo a physical inspection to ensure the products meet food safety standards.

Tariffs Levied:

- From January 2021, UK Global Tariff rates will apply. The average tariff will be around 5.7%. Exceptions will apply for countries with a UK trade deal, including Australia, or are a part of the UK Generalised Scheme of Preferences.

Source: USDA Food and Agricultural Import Regulations and Standards Country Reports [FAIRS], Austrade, DFAT, Export.gov





Australia and United Kingdom Free Trade Agreement (A-UK FTA)

- The Australia-United Kingdom Free Trade Agreement (A-UKFTA) was signed virtually on 17 December 2021 and will be tabled in both of Australia's Houses of Federal Parliament, with a National Interest Analysis, and considered by the Joint Standing Committee on Treaties (JSCOT).
- JSCOT will table a report on the A-UKFTA including a recommendation as to whether binding treaty action should be taken. Following JSCOT's report, any legislative changes required to implement the treaty domestically must pass both Houses of Parliament.
- Once the domestic procedures have been completed, Australia and the UK will provide each other with confirmation of their completion through an exchange of diplomatic notes, and the agreement will enter into force 30 days later, or on any other date that is mutually agreed.
- For the seafood industry, the A-UK FTA will mean significant market access outcomes including immediate reduction on most Australian seafood.
- On some products such as lobster, crabs, scallops, shrimps, coquilles and aquatic invertebrates, tariffs will be reduced over a staggered period with all categories free of tariffs on 1 January on year four. This is known as staging category 'B4' and items under this category along with the full list of tariffs and their corresponding schedule is available on the [DFAT website](#).
- More information about the A-UK FTA is available on the [DFAT website](#) or through the [Free Trade Agreement Portal](#).

Category Data

Fish and Seafood in the UK

Key Trends:

- Even as retail sales increase, this has not been enough to compensate the loss faced by the foodservice and institutional sectors.
- The pandemic and the subsequent impact on total volume sales has impacted the fish and seafood industry with strong declining demand in 2020. With lockdowns being imposed and the consequent closing of restaurants, cafés, pubs and institutions, sales within the foodservice and institutional sectors have nosedived.
- However, as more consumers have been forced to social distance and stay home, at-home cooking has increased, resulting in an increase in retail volume sales, especially during the initial period of panic-buying. This stockpiling led to the retail volume sales of fish and seafood increasing from minimal growth in 2019 to an 8% retail volume growth in 2020. Nevertheless, this increase in retail sales was not enough to compensate for the loss in the foodservice and institutional sectors.
- When the country was first placed under lockdown in March 2020, many consumers made the move to e-commerce so that they could avoid the risk of contracting the virus while shopping at their usual physical stores. This was especially true of older consumers and those who were more vulnerable in terms of health and immunity.
- With the decrease in foodservice and institutional sales and the simultaneous reduction in exports, the demand for fish and seafood was lower as compared to the supply. Multiple fish sellers adapted to the new normal and addressed customer needs by setting up online ordering platforms and home delivery services so that the surplus supply could be sold directly to consumers. This has resulted in a marked increase in the online sales of fish and seafood in 2020.



- It is predicted that due to the economic impact of the pandemic and the resulting instability, consumers will remain sensitive to prices, especially during the early forecast period. Even though fish and seafood are higher in nutritional value, consumers may switch to alternative, cheaper proteins such as eggs, in order to lower expenses. As a result, it is expected that fish and seafood will continue to see a decrease in retail volume sales throughout the forecast period. However, as more consumers return to on-trade establishments, foodservice and institutional volume sales will begin to rise. As a result, the fish and seafood industry is expected to return to pre-pandemic levels seen in 2019 at the end of the forecast period.
- 2020's lockdown periods have increasingly impacted international trade, while simultaneously bringing into focus Britain's reliance on exports for its supply of fish and seafood. As a means of reorienting the domestic market, more British consumers are trying local fish and seafood, which is available at a cheaper price. Taking into consideration the continued impact of Brexit on exports, this trend towards local fish supplies is expected to continue throughout the forecast period.
- In order to boost sales, the government is expected to launch several communication and marketing strategies aimed at highlighting the advantages of local fish and seafood. These are expected to be the sequel to the #SeaForYourself drive of the Department for Environment, Food, and Rural Affairs (Defra) and Seafish, that ran for three months in 2020. This effort focused on educating British consumers on the health benefits and better taste of local products, thereby hoping to increase sales of fish and seafood caught locally, while also providing consumers with cooking advice and how to prepare fish and seafood.

Country	Sector	Category	Year	Value M USD	5yr CAGR M USD (%)
United Kingdom	Fish & Seafood	Ambient Fish & Seafood	2021	1,006.01	3.84
			2026	1,319.59	5.58
		Chilled Raw Packaged Fish & Seafood - Processed	2021	762.02	4.28
			2026	1,001.58	5.62
		Chilled Raw Packaged Fish & Seafood - Whole Cuts	2021	969.28	3.84
			2026	1,210.00	4.54
		Dried Fish & Seafood	2021	43.50	3.35
			2026	53.14	4.09
		Fresh Fish & Seafood (Counter)	2021	1,394.89	4.34
			2026	1,866.00	5.99
		Frozen Fish & Seafood	2021	1,255.09	3.58
			2026	1,568.52	4.56

Source: GlobalData, 2022

ITC - Trade Data

Fresh or Chilled Atlantic Salmon in the United Kingdom

UK - Trade Data - HS Code 030214 Fresh or chilled Atlantic salmon (Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	736,929	97,418	53	12	14
1	Norway	423,354	60,144	4,106	152	160
2	Faroe Islands	149,735	14,711	11	-6	-8
3	Sweden	127,478	16,938	-56	-5	-4
4	Iceland	25,286	3,836	69	27	30
5	Denmark	8,244	957	-54	-30	-30
6	Ireland	2,673	817	142	-3	16
7	Netherlands	141	9	-73	-46	-55
8	Poland	18	6	-	-	-
9	France	-	-	-	-	-
10	USA	-	-	-	-	-

AUS - Trade Data - HS Code 030214 Fresh or chilled Atlantic salmon (Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	283,497	27,483	48	31	29
1	China	145,500	12,332	110	18	13
2	Indonesia	29,150	2,982	301	18	18
3	Japan	24,138	2,380	-6	43	32
4	Thailand	23,935	3,092	186	112	141
5	Viet Nam	18,716	2,146	-13	142	154
6	USA	12,092	1,310	-36	-	689
7	Singapore	9,471	1,101	-1	44	34
8	Taipei, Chinese	8,768	951	-63	14	19
9	Korea, Republic of	6,342	663	607	-	136
10	New Zealand	2,008	178	-41	404	33

Source: ITC Trade Map, 2022

ITC - Trade Data

Frozen Atlantic Salmon in the United Kingdom

UK - Trade Data - HS Code 030313 Frozen Atlantic Salmon

(Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	1,685	223	90	7	-7
1	Norway	1,006	118	510	34	44
2	Denmark	341	29	207	23	31
3	Portugal	145	35	-30	14	0
4	Iceland	109	29	1,457	-18	18
5	Faroe Islands	65	11	-	-	-
6	Ireland	17	1	-	-25	-64
7	France	2	0	-	-8	-
8	USA	-	-	-	-	-
9	Ukraine	-	-	-	-	-
10	Netherlands	-	-	-	-	-

AUS - Trade Data - HS Code 030313 Frozen Atlantic Salmon

(Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	4,103	667	681	46	-3
1	China	1,031	174	-	-	-
2	Thailand	930	160	1,807	-8	-36
3	Indonesia	815	117	-	-	-
4	Viet Nam	556	86	36,254	-	-
5	Philippines	227	35	-	-	-
6	Malaysia	154	26	1,875	-	-
7	Hong Kong, China	133	6	-33	-	19
8	Brunei Darussalam	119	20	-	-	-
9	Papua New Guinea	82	9	-68	47	59
10	Bangladesh	47	34	-	-	-

Source: ITC Trade Map, 2022

ITC - Trade Data

Frozen Salmonidae in the United Kingdom

UK - Trade Data - HS Code 030319 Frozen Salmonidae

(Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	36	7	-77	-58	-55
1	Ireland	27	4	-79	0	-29
2	Pakistan	6	2	-	-	-
3	Romania	3	1	-25	43	-
4	Thailand	-	-	-	-	-
5	Poland	-	-	-	-	-
6	United Arab Emirates	-	-	-	-	-
7	Philippines	-	-	-	-	-
8	Georgia	-	-	-	-	-
9	Bahrain	-	-	-	-	-
10	France	-	-	-	-	-

AUS - Trade Data - HS Code 030319 Frozen Salmonidae

(Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	1,014	72	55	7	-4
1	Malaysia	539	36	103	-	-
2	Papua New Guinea	303	27	126	61	91
3	Hong Kong, China	82	2	-51	-7	-23
4	Viet Nam	54	4	310	-32	-39
5	China	35	3	-	-62	-55
6	Korea, Republic of	-	-	-	-	-
7	Côte d'Ivoire	-	-	-	-	-
8	Saudi Arabia	-	-	-	-	-
9	Mali	-	-	-	-	-
10	Cameroon	-	-	-	-	-

Source: ITC Trade Map, 2022

ITC - Trade Data

Frozen Fillets of Pacific Salmon in the United Kingdom

UK - Trade Data - HS Code 030481 Frozen Fillets of Pacific Salmon

(Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	47,859	5,018	-17	-12	-13
1	China	13,929	2,068	-49	-12	-13
2	USA	13,350	790	-12	-11	-20
3	Norway	5,642	528	198	49	35
4	Faroe Islands	3,487	336	86	-14	-10
5	Chile	2,456	285	-3	-25	-19
6	Poland	2,183	195	17	-29	-27
7	Denmark	1,628	175	771	19	17
8	Belgium	1,506	214	-	251	-
9	Sweden	1,222	79	-35	-18	-20
10	Germany	1,063	164	-77	-32	-22

AUS - Trade Data - HS Code 030481 Frozen Fillets of Pacific Salmon

(Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	318	20	157	-8	-27
1	Indonesia	157	12	-	-	-
2	Hong Kong, China	69	3	-42	-	104
3	Papua New Guinea	38	3	-	66	-
4	Singapore	25	1	-	-	-
5	Viet Nam	20	1	933	-64	-67
6	Maldives	4	0	-	-	-
7	Philippines	3	0	-	-	-
8	Sri Lanka	2	0	-	-	-
9	Ireland	-	-	-	-	-
10	United Kingdom	-	-	-	-	-

Source: ITC Trade Map, 2022

ITC - Trade Data

Frozen Pacific Salmon in the United Kingdom

UK - Trade Data - HS Code 030312 Frozen Pacific Salmon

(Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	4,277	837	235	26	49
1	Russian Federation	2,688	586	3,303	-	-
2	Netherlands	1,511	244	1,214	338	295
3	Hungary	51	5	-	-	-
4	Canada	26	1	-53	-	-
5	Estonia	-	-	-	-	-
6	Latvia	-	-	-	-	-
7	Spain	-	-	-	-	-
8	Ireland	-	-	-	-	-
9	France	-	-	-	-	-
10	Denmark	-	-	-	-	-

AUS - Trade Data - HS Code 030312 Frozen Pacific Salmon

(Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	268	39	1,012	54	108
1	Viet Nam	128	14	4,056	-	-
2	Indonesia	73	12	-	-	-
3	Papua New Guinea	48	12	142	11	60
4	Hong Kong, China	16	1	-	-	-
5	Nauru	2	0	-	-	-
6	Maldives	1	0	-	-	-
7	New Zealand	-	-	-	-	-
8	Japan	-	-	-	-	-
9	China	-	-	-	-	-
10	Thailand	-	-	-	-	-

Source: ITC Trade Map, 2022

ITC - Trade Data

Smoked Pacific Salmon in the United Kingdom

UK - Trade Data - HS Code 030541 Smoked Pacific Salmon

(Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	42,821	2,946	-17	-6	-3
1	Poland	14,328	880	-1	7	24
2	Belgium	13,936	906	1,204	-	87
3	Sweden	5,367	747	-22	-14	-11
4	Canada	4,193	122	1	31	31
5	Netherlands	1,751	93	-4	184	130
6	Germany	1,103	71	-95	-48	-44
7	Lithuania	681	45	-57	49	37
8	France	531	28	800	-29	-30
9	Switzerland	420	3	53	-27	-38
10	Norway	213	16	109	61	28

AUS - Trade Data - HS Code 030541 Smoked Pacific Salmon

(Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	174	5	-84	-24	-32
1	Hong Kong, China	149	5	-71	-15	-19
2	New Zealand	21	0	-	-	-
3	Papua New Guinea	5	0	-25	-40	-
4	Germany	-	-	-	-	-
5	United Kingdom	-	-	-	-	-
6	Poland	-	-	-	-	-
7	Norway	-	-	-	-	-
8	Denmark	-	-	-	-	-
9	Italy	-	-	-	-	-
10	USA	-	-	-	-	-

Source: ITC Trade Map, 2022

ITC - Trade Data

Fresh or Chilled Salmonidae in the United Kingdom

UK - Trade Data - HS Code 030219 Fresh or Chilled Salmonidae

(Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	138	22	1,433	-34	-32
1	Norway	115	20	-	-7	3
2	Denmark	16	1	-	-	-
3	France	6	0	-	-40	-
4	Italy	-	-	-	-	-
5	Lithuania	-	-	-	-	-
6	Ireland	-	-	-	-	-
7	Hungary	-	-	-	-	-
8	Germany	-	-	-	-	-
9	Gibraltar	-	-	-	-	-
10	Morocco	-	-	-	-	-

AUS - Trade Data - HS Code 030219 Fresh or Chilled Salmonidae

(Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	167	6	29	14	-2
1	Hong Kong, China	108	6	58	19	15
2	Singapore	52	0	342	-	-
3	New Zealand	6	0	51	129	-
4	Fiji	2	0	-	-	-
5	Portugal	-	-	-	-	-
6	Italy	-	-	-	-	-
7	Spain	-	-	-	-	-
8	USA	-	-	-	-	-
9	Poland	-	-	-	-	-
10	France	-	-	-	-	-

Source: ITC Trade Map, 2022

ITC - Trade Data

Fresh or Chilled Fillets of Pacific Salmon in the United Kingdom

UK - Trade Data - HS Code 030441 Fresh or Chilled Fillets of Pacific Salmon

(Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-	World	44,738	3,232	15	-7	-11
1	Norway	28,916	1,970	33	293	246
2	Faroe Islands	8,594	642	105	-16	-19
3	Ireland	3,060	235	-18	-7	-7
4	Iceland	1,868	172	207	45	52
5	Netherlands	1,630	148	-	-55	-11
6	Poland	450	36	-59	-56	-47
7	Germany	217	30	-96	-53	-44
8	Italy	2	0	-	-45	-
9	France	-	-	-	-	-
10	Belgium	-	-	-	-	-

AUS - Trade Data - HS Code 030441 Fresh or Chilled Fillets of Pacific Salmon

(Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	71	14	47	-7	30
1	Sri Lanka	42	11	56	-	-
2	Hong Kong, China	16	1	-	-32	-16
3	Solomon Islands	5	2	-	-	-
4	Nauru	4	0	-	-	-
5	Maldives	4	0	-	-	-
6	Philippines	1	0	-	-	-
7	Norway	-	-	-	-	-
8	New Zealand	-	-	-	-	-
9	USA	-	-	-	-	-
10	Sweden	-	-	-	-	-

Source: ITC Trade Map, 2022

ITC - Trade Data

Fresh or Chilled Pacific Salmon in the United Kingdom

UK - Trade Data - HS Code 030213 Fresh or Chilled Pacific Salmon

(Import):

Rank	Country	Imported Value (USD Thousand)	Quantity Imported (Tons)	Annual Growth Imported Value % (Short Term '20 - '21)	Annual Growth Imported Value % (Long Term '17 - '21)	Annual Growth Imported Quantity % (Long Term '17 - '21)
-						
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

No Data Available

AUS - Trade Data - HS Code 030213 Fresh or Chilled Pacific Salmon

(Export):

Rank	Country	Exported Value (USD Thousand)	Quantity Exported (Tons)	Annual Growth Exported Value % (Short Term '20 - '21)	Annual Growth Exported Value % (Long Term '17 - '21)	Annual Growth Exported Quantity % (Long Term '17 - '21)
-	World	17	3	-92	-59	-46
1	Japan	17	3	1,024	-24	0
2	New Zealand	-	-	-	-	-
3	USA	-	-	-	-	-
4	Spain	-	-	-	-	-
5	Canada	-	-	-	-	-
6	Poland	-	-	-	-	-
7	Italy	-	-	-	-	-
8	Belgium	-	-	-	-	-
9	China	-	-	-	-	-
10	Brazil	-	-	-	-	-

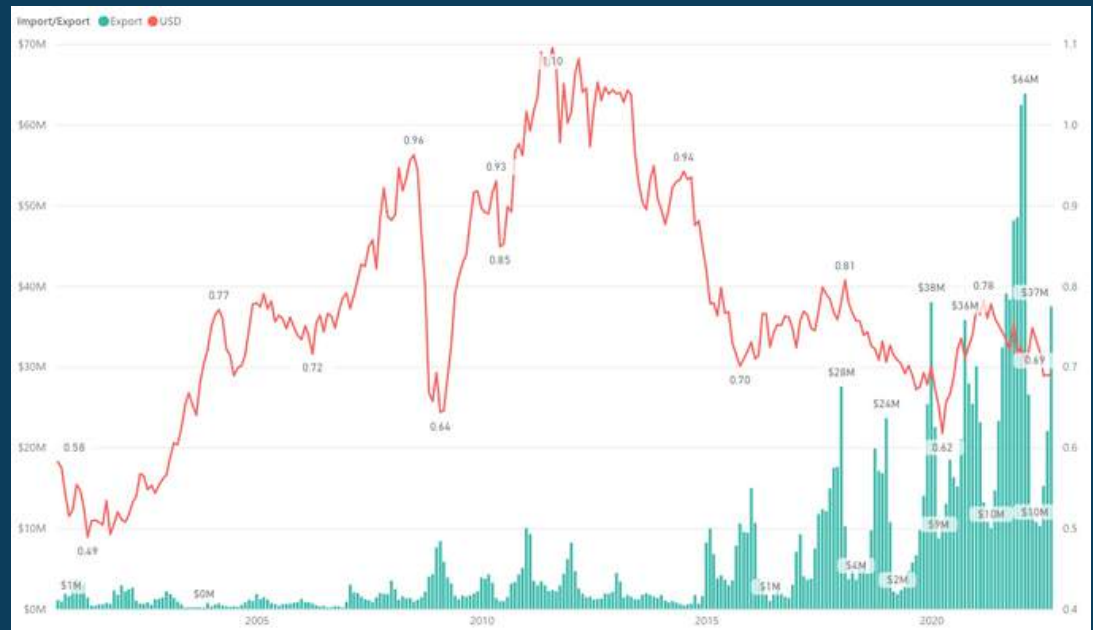
Source: ITC Trade Map, 2022

FRDC - Trade Data

Salmon Exports - Value

AUS - Trade Data - Species: Salmon

(Exports):



Value of Exports - Salmon

Commodity Description	Value
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 0302)	\$1,160,810,760
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	\$214,934,677
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	\$169,816,644
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	\$19,793,160
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	\$12,884,099
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 0302)	\$10,346,133
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets), whether or not cooked before or during the smoking process	\$6,694,078
Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. fillets and meat of HS 0304 & livers & roes)	\$7,142,450
Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510)	\$6,949,314
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tshawytscha, O. kisutch, O. masou & O. rhodurus) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 0302)	\$6,888,886
Fresh or chilled salmonidae (excl. trout, Pacific salmon, Atlantic salmon, Danube salmon, fillets and other meat of HS 0304 and livers and roes)	\$6,781,141
Frozen salmonidae (excl. sockeye salmon (red salmon), Pacific salmon, Atlantic salmon, Danube salmon, trout, fillets and other meat of HS 0304 and edible fish offal of HS 0302)	\$5,853,600
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$3,806,465
Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou and Oncorhynchus rhodurus), excluding livers and roes	\$2,724,718
Frozen salmonidae (excl. sockeye salmon (red salmon), Pacific salmon, Atlantic salmon, Danube salmon, trout, fillets and other meat of HS 0304 and livers and roes)	\$2,106,663
Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout, fillets and other meat of HS 0304 and livers and roes)	\$1,335,959
Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$1,229,277
Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon), fillets and other meat of HS 0304 and livers and roes)	\$1,096,389
Fresh or chilled salmonidae (excl. trout, Pacific salmon, Atlantic salmon, Danube salmon, fillets and other meat of HS 0304 and edible fish offal of HS 0302)	\$1,056,918
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tshawytscha, O. kisutch, O. masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red), fillets and other meat of HS 0304 and edible fish offal of HS 0302)	\$528,312
Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red), fillets and other meat of HS 0304 and livers & roes)	\$108,725
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 0302)	\$36,704
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	\$20,250
Frozen fillets of fat fish (Pleuronectidae, Bothidae, Cyprinodontidae, Soleidae, Scophthalmidae and Citharidae)	\$4,115

Value of Exports - Top Commodity Breakdown

Country	Value
China	\$725,793,661
Japan	\$247,333,662
Indonesia	\$157,732,401
Taiwan	\$109,966,086
Vietnam	\$91,817,917
Thailand	\$67,878,087
Singapore	\$60,262,692
United States of America	\$55,384,854
Hong Kong	\$35,079,013
New Zealand	\$32,985,513
Malaysia	\$19,255,560
Korea Republic of	\$13,451,579
United Arab Emirates	\$4,628,384

Leading Export Destinations - Value

State	Value
TAS	\$1,260,623,218
VIC	\$306,265,466
NSW	\$37,923,477
SA	\$16,886,690
Foreign (re-export)	\$16,293,744
WA	\$3,508,394
QLD	\$3,439,281
NT	\$17,716
ACT	\$5,443

Export Value by State

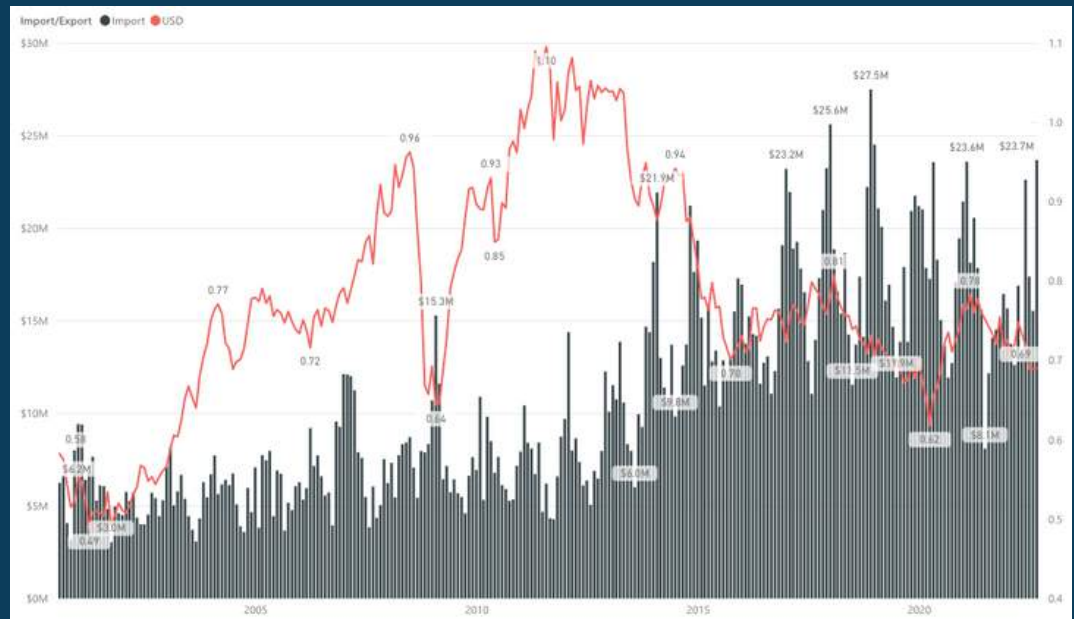
Source: FRDC, 2022

FRDC - Trade Data

Salmon Imports - Value

AUS - Trade Data - Species: Salmon

(Imports):



Commodity Description	Value
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	\$1,245,999,078
Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho); whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510)	\$654,368,380
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$478,436,905
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs <= 1kg	\$252,712,099
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	\$54,100,997
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tshawytscha, O. kisutch, O. masou and O. rhodurus)	\$43,763,054
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	\$15,653,728
Fresh or chilled fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$13,870,916
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and meat of HS 0304 and livers and roes)	\$25,474,396
Prepared or preserved salmon (incl. minced salmon) (excl. whole fish or fish in pieces and salmon of Chapter 03)	\$22,878,038
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs > 1kg	\$15,823,960
Frozen Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon) and other meat of HS 0304 and livers and roes)	\$5,688,256
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excluding fillets and o)	\$2,586,911
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	\$2,141,522
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excluding)	\$1,230,426
Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon; Atlantic salmon; Danube salmon; trout; fillets and other meat of HS 0304 and livers and roes)	\$967,400
Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout; fillets and other meat of HS 0304 and livers and roes)	\$832,182
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	\$308,757
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. nerka, O. tshawytscha, O. kisutch, O. masou and O. rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers and roes)	\$16,615,879
Frozen salmonidae (excluding Sockeye salmon (red salmon); Pacific salmon, Atlant	\$124,255,455
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	\$124,255,455
Fresh or chilled salmonidae (excl. trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and livers and roes)	\$124,255,455
Pacific salmon, frozen (excl. fish fillets and other fish meat of 0304, livers and roes)	\$124,255,455
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes)	\$124,255,455
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes)	\$124,255,455
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tshawytscha, O. kisutch	\$124,255,455
Fresh or chilled salmonidae (excluding trout; Pacific salmon; Atlantic salmon; Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 03029)	\$124,255,455

Value of Imports - Top Commodity Breakdown

Country	Value
Denmark	\$664,560,650
United States of America	\$662,120,441
Norway	\$632,185,321
Thailand	\$284,592,969
Canada	\$190,446,054
New Zealand	\$182,357,661
Poland	\$124,255,455
China	\$20,985,162
Chile	\$16,615,879
Germany	\$13,937,682
United Kingdom	\$13,620,653
Korea, Republic of	\$11,893,071
Sweden	\$10,753,089
Netherlands	\$3,292,339
France	\$2,102,068
Spain	\$2,044,678

Leading Import Sources - Value

State	Value
NSW	\$1,485,693,670
VIC	\$925,963,262
QLD	\$311,995,998
WA	\$91,011,481
SA	\$25,313,542
NT	\$369,832
TAS	\$85,618

Import Value by State

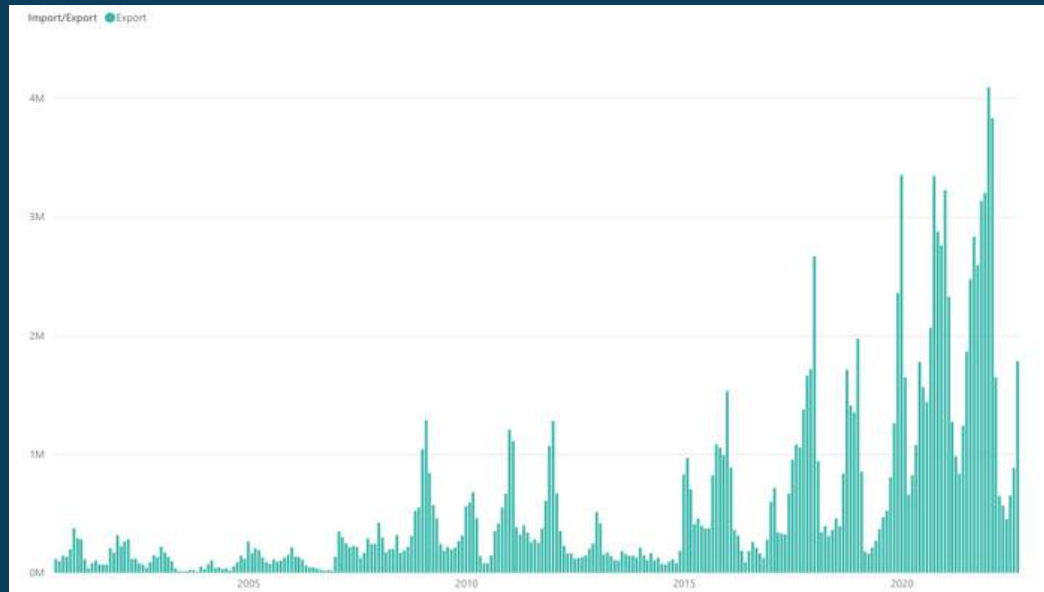
Source: FRDC, 2022

FRDC - Trade Data

Salmon Exports - Volume

AUS - Trade Data - Species: Salmon

(Exports):



Volume of Exports - Salmon

Commodity Description	Quantity
Fresh or chilled Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	90,375,208
Fresh or chilled Pacific salmon (<i>Oncorhynchus nerka</i> , <i>gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> and <i>rhodurus</i>), Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and livers and roes)	27,660,666
Fresh or chilled Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and livers and roes)	16,522,408
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 03)	3,466,532
Frozen Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	2,287,473
Frozen Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets and other meat of HS 0304 and livers and roes)	2,028,037
Fresh or chilled Pacific salmon (<i>Oncorhynchus nerka</i> , <i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus klusuth</i> , <i>Oncorhynchus masou</i> & <i>Oncorhynchus rhodurus</i>) (excl. fillets and meat of HS 0304 & livers & roes)	819,482
Fresh or chilled salmonidae (excl. trout, Pacific salmon, Atlantic salmon, Danube salmon; fillets and other meat of HS 0304 and livers and roes)	782,020
Fresh or chilled Pacific salmon (<i>Oncorhynchus nerka</i> , <i>O. gorbuscha</i> , <i>O. keta</i> , <i>O. tshawytscha</i> , <i>O. klusuth</i> , <i>O. masou</i> & <i>O. rhodurus</i>) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	468,216
Smoked Pacific salmon (<i>Oncorhynchus nerka</i> , <i>gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> & <i>rhodurus</i>), Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>) (excl. fillets), whether or not cooked before or during the smoking process	460,452
Frozen fillets of Pacific salmon (<i>Oncorhynchus nerka</i> , <i>gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> and <i>rhodurus</i>), Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>)	388,178
Pacific salmon (<i>Oncorhynchus nerka</i> , <i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus klusuth</i> , <i>Oncorhynchus masou</i> and <i>Oncorhynchus rhodurus</i>), excluding livers and roes	335,980
Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon, Atlantic salmon, Danube salmon; trout, fillets and other meat of HS 0304 and edible fish offal of HS 03029)	322,168
Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon, Atlantic salmon, Danube salmon; trout, fillets and other meat of HS 0304 and livers and roes)	304,579
Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout, fillets and other meat of HS 0304 and livers and roes)	298,843
Frozen Pacific salmon (<i>Oncorhynchus gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> and <i>rhodurus</i>) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes)	286,395
Smoked Pacific salmon, Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 03010)	265,103
Fresh or chilled fillets of Pacific salmon (<i>Oncorhynchus nerka</i> , <i>gorbuscha</i> , <i>keta</i> , <i>tshawytscha</i> , <i>klusuth</i> , <i>masou</i> and <i>rhodurus</i>), Atlantic salmon (<i>Salmo salar</i>) and Danube salmon (<i>Hucho hucho</i>)	82,173
Fresh or chilled salmonidae (excl. trout, Pacific salmon, Atlantic salmon, Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 03029)	69,242
Frozen Pacific salmon (<i>Oncorhynchus gorbuscha</i> , <i>O. keta</i> , <i>O. tshawytscha</i> , <i>O. klusuth</i> , <i>O. masou</i> & <i>Oncorhynchus rhodurus</i>) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and edible fish offal of HS 03029)	46,802
Frozen Pacific salmon (<i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus klusuth</i> , <i>Oncorhynchus masou</i> & <i>Oncorhynchus rhodurus</i>) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes)	8,188
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	3,361
Frozen sockeye salmon (red salmon) (<i>Oncorhynchus nerka</i>) (excl. fillets and other meat of HS 0304 and edible fish offal of HS 03029)	1,380
Frozen fillets of flat fish (<i>Pleuronectidae</i> , <i>Bothidae</i> , <i>Cynoglossidae</i> , <i>Soleidae</i> , <i>Scophthalmidae</i> and <i>Citharidae</i>)	300

Volume of Exports - Top Commodity Breakdown

Country	Quantity
China	58,011,506
Japan	22,927,076
Indonesia	13,340,794
Taiwan	10,717,352
Vietnam	9,200,968
Thailand	7,853,794
Singapore	6,466,305
United States of America	5,125,716
New Zealand	4,309,157
Hong Kong	3,698,867
Malaysia	1,923,861
Korea Republic of	1,020,788

Leading Export Destinations - Volume

State	Quantity
TAS	113,105,457
VIC	27,062,697
NSW	2,991,474
Foreign (re-export)	2,044,008
SA	1,284,151
QLD	575,211
WA	538,754
NT	2,353
ACT	101

Export Volume by State

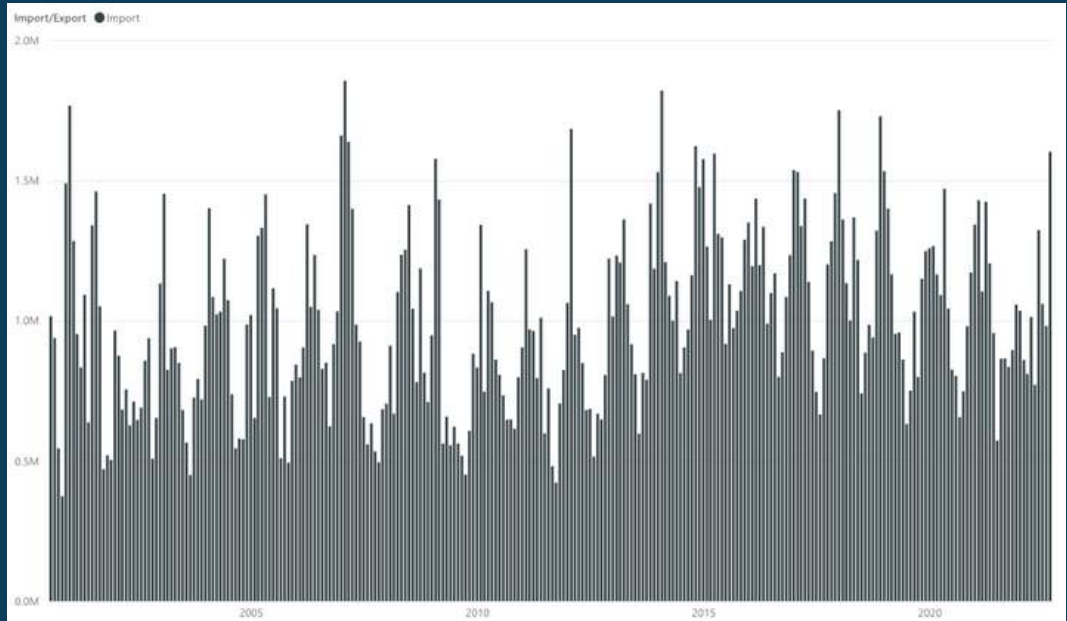
Source: FRDC, 2022

FRDC - Trade Data

Salmon Imports - Volume

AUS - Trade Data - Species: Salmon

(Imports):



Commodity Description	Quantity
Prepared or preserved salmon, whole or in pieces, but not minced (excl. salmon of Chapter 05)	170,153,913
Smoked Pacific salmon, Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho), whether or not cooked before or during the smoking process (incl. fillets) (excl. livers, roes, edible offal and HS 030510)	28,609,597
Frozen fillets of Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	28,479,375
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) & Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs <= 1kg	11,642,140
Fresh or chilled Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	6,771,264
Prepared or preserved salmon (incl. minced salmon) (excl. whole fish or fish in pieces and salmon of Chapter 05)	4,451,627
Fresh or chilled Pacific salmon (Oncorhynchus nerka, O. gorbuscha, O. keta, O. tshawytscha, O. kisutch, masou and rhodurus) (excl. fillets and other meat of HS 0304 and livers and roes)	2,957,251
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	2,909,957
Fresh or chilled Pacific salmon (Oncorhynchus nerka, Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. fillets and meat of HS 0304 and livers & roes)	2,456,852
Frozen Pacific salmon (Oncorhynchus gorbuscha, keta, tshawytscha, kisutch, masou and rhodurus) (excl. sockeye salmon (red salmon); fillets and other meat of HS 0304 and livers and roes)	1,997,557
Smoked Pacific salmon (Oncorhynchus nerka, gorbuscha, keta, tshawytscha, kisutch, masou & rhodurus), Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho)	1,237,156
Frozen salmonidae (excl. Pacific, Atlantic, Danube and sockeye salmon; trout, fillets and other meat of HS 0304 and livers and roes)	992,883
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (incl. fillets) whether or not cooked before or during smoking, in packs > 1kg	232,947
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excl. fillets and other meat of HS 0304 and livers and roes)	226,998
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excluding fillets and o)	159,673
Frozen salmonidae (excl. sockeye salmon (red salmon); Pacific salmon, Atlantic salmon, Danube salmon; trout, fillets and other meat of HS 0304 and livers and roes)	84,843
Frozen Pacific salmon (Oncorhynchus gorbuscha, Oncorhynchus keta, Oncorhynchus tshawytscha, Oncorhynchus kisutch, Oncorhynchus masou & Oncorhynchus rhodurus) (excl. sockeye salmon (red); fillets and other meat of HS 0304 and livers & roes)	84,415
Frozen Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (excluding)	78,763
Fresh or chilled salmonidae meat, whether or not minced (excl. fillets)	77,424
Fresh or chilled salmonidae (excl. trout, Pacific salmon, Atlantic salmon, Danube salmon; fillets and other meat of HS 0304 and livers and roes)	46,971
Frozen salmonidae (excluding Sockeye salmon (red salmon); Pacific salmon, Atlant	34,521
Pacific salmon, frozen (excl. fish fillets and other fish meat of 0304, livers and roes)	30,963
Fresh or chilled Atlantic salmon (Salmo salar) and Danube salmon (Hucho hucho) (24,068
Frozen sockeye salmon (red salmon) (Oncorhynchus nerka) (excl. fillets and other meat of HS 0304 and livers and roes)	11,748
Frozen Pacific salmon (Oncorhynchus gorbuscha, O. keta, O. tshawytscha, O. kis	9,622
Fresh or chilled salmonidae (including trout, Pacific salmon, Atlantic salmon, Danube salmon; fillets and other meat of HS 0304 and edible fish offal of HS 0302)	1,289

Volume of Imports - Top Commodity Breakdown

Country	Quantity
United States of America	98,385,178
Norway	36,802,137
Thailand	35,019,454
Denmark	31,650,185
Canada	26,523,883
New Zealand	15,344,161
Poland	8,504,566
China	3,763,063
Korea, Republic of	2,512,200
Chile	1,927,800
Germany	1,050,125
United Kingdom	800,787
Sweden	471,050
France	233,410
Netherlands	202,157
Russian Federation	171,140

Leading Import Sources - Volume

State	Quantity
NSW	121,850,900
VIC	102,908,709
QLD	27,134,888
WA	7,896,580
SA	3,998,051
NT	22,751
TAS	3,941

Import Volume by State

Source: FRDC, 2022

FRDC - Trade Data Sourced from FAO

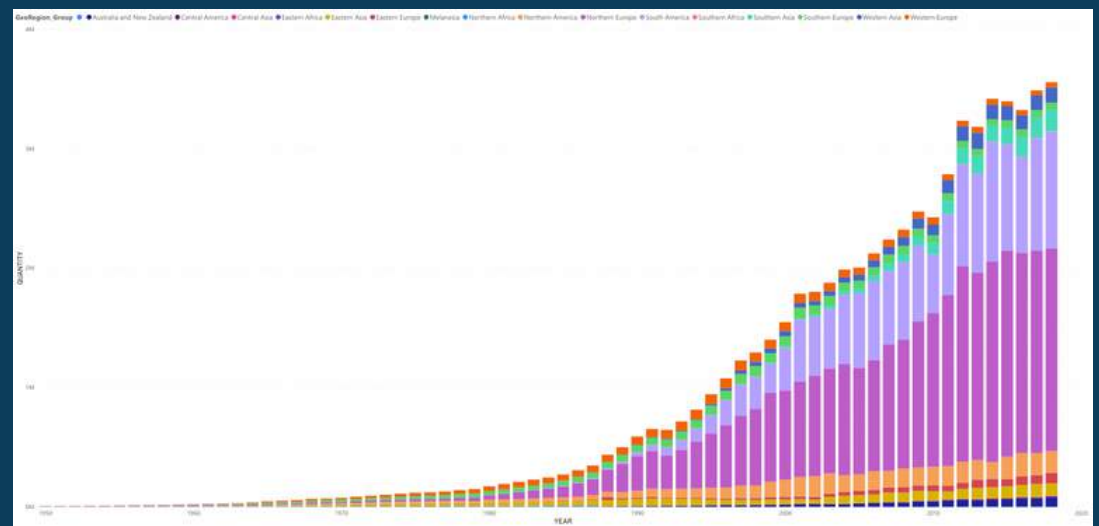
Food and Agriculture Organization (FAO) Production Volume, Value and Trade - Salmon, Trouts, Smelts

ASFIS Species: Salmon, Trouts, Smelts

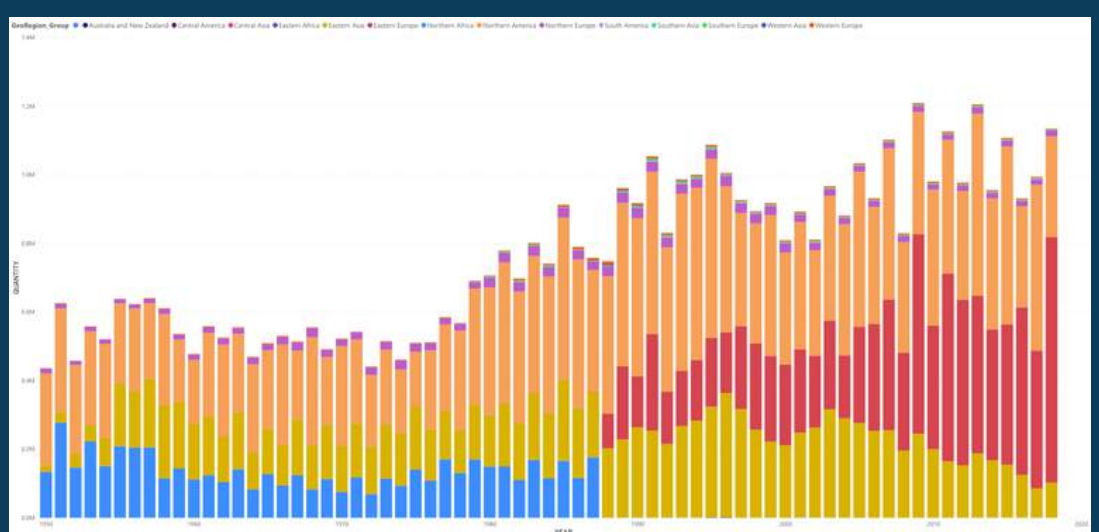
Reporting country Name En	Unit Name	2020	2015	2010
Australia	Tonnes – net product weight	36 775	25 071 N	16 055
United Kingdom	Tonnes – net product weight	198 927	198 573	153 604

Reporting country Name En	Unit Name	2020	2015	2010
Australia	Value (USD 1000)	332 336	217 573	129 947
United Kingdom	Value (USD 1000)	1 594 771	1 381 481	1 100 603

Global Fish Trade Volume & Value by ISSCAAP (International Standard Statistical Classification of Aquatic Animals and Plants) - FAO



Production Volume by GeoRegion - Aquaculture Production - FRDC



Production Volume by GeoRegion - Wild Catch Production - FRDC

Source: FAO, FRDC, 2022

Additional Resources

COUNTRY INSIGHTS

[Agriculture and Agri-Food Canada - UK Market Overview](#)

[Austrade - UK Market Profile](#)

[DFAT - UK Country Brief](#)

[DFAT - UK Market Insights](#)

[Enterprise Singapore - UK Market Profile](#)

[FoodExport - UK Country Profile](#)

[HKTDC Research - UK Market Profile](#)

[Santandar Trade Markets - UK Market Overview](#)

[USDA - UK Exporter Guide](#)

CONSUMER INSIGHTS

[Agriculture and Agri-Food Canada - UK Consumer Profile](#)

[GWI - UK Consumer Snapshot](#)

[Santandar Trade Markets - Reaching the British Consumer](#)

CATEGORY & CHANNEL INSIGHTS

[Agriculture and Agri-Food Canada - UK E-commerce Channel Overview](#)

[Agriculture and Agri-Food Canada - UK Fish and Seafood Sector Overview](#)

[Euromonitor International - UK Fish & Seafood Category Overview](#)

[Fisheries Research and Development Corporation \(FRDC\) - Australia-Specific Trade Data](#)

[International Trade Centre - Market-Specific Trade Data](#)

[USDA - UK Foodservice Overview](#)

[USDA - UK Retail Overview](#)

MARKET ACCESS INSIGHTS

[UNCTAD - UK Investment Policy Hub](#)

[USDA - UK Import Regulations & Standards](#)

[DFAT - A-UK FTA](#)

OTHER RESOURCES

EFIC

Export Connect Portal

Fitch Solutions

GlobalData

Google Trends

IbisWorld

L.E.K.

Marketline

McKinsey

Mintel

Nielsen

NZTE

Seafish UK

Statista

Trading Economics



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