

Europe Shrimp Market Report

During the period January-September 2007, combined shrimp imports for the EU, the USA and Japan decreased slightly compared to the same period in 2006.

Within this group, the EU was not only the major market with 439 000 tonnes imported, but was also the only market in expansion. All European markets (excluding the UK) continued to grow and to consolidate. The European shrimp market was largely influenced by the US shrimp market situation. Indeed, key exporting countries to the USA such as Thailand, Indonesia, Ecuador, encountered more difficulties in exporting to this country due to the devaluation of the dollar, the slower US economy and anti-dumping tariffs. Therefore, they looked for new opportunities in other markets and turned mainly to Europe where the situation is more appealing.

El mercado del camarón en Europa

Se vislumbran nuevas oportunidades en Europa para los países productores de camarón. Ofrecer productos de calidad superior, con valor agregado y disminuir los volúmenes de producción pueden ser las claves para terminar con los precios bajos del crustáceo.

New opportunities opened in European markets for producing countries. Offering higher quality and value added products, and to reduce quantities may be the key to put an end to the present price weakness.



Thailand is the most striking example of this situation. Thailand became the top supplier to Germany, multiplying three fold its exports to this market in one year and it also doubled its exports to the UK. Ecuador, one of the booming exporters on the EU market consolidated its number one position in Italy, registered a 40% increase in the French market and developed on the Spanish market with a 9% increase of its exports.

Indonesia also expanded its exports to the EU market and more particularly found a niche in the UK market. China continued to gain market share in Spain. Argentina, thanks to very good landings of *Pleoticus muelleri* during the first three quarters of 2007, expanded notably on the Spanish market where it retrieved its position as number one supplier. It also doubled its volumes exported to the Italian market. India had more difficulties on the UK market, where it remained first supplier but with a 10% decrease. Black tiger (number one species in India) is losing in popularity in some world markets and has difficulties in competing with the cheaper *Litopenaeus vannamei*. However, despite this gloomy situation, India increased by 15% its exports to France.

Brazil continued to show signs of weakness and registered a 20% decrease on the French market during the January-September 2007 period compared to 2006. French annual statistics for 2007 show that Brazil has been overtaken by Ecuador as top supplier. On the Spanish market Brazil represented only 4% of total imports.

Argentina Recovered its Traditional Position of First Supplier to Spain

During the third quarter of 2007, shrimp volumes imported by Spain continued to expand and reached a record high level with 122 000 tonnes. However, in terms of value, shrimp imports showed the opposite trend and declined by 10%. Indeed, shrimp products entered the Spanish market at an average unit value as low as €4.86/kg, corresponding to a drop of 0.80 cents on the average unit value of the past five years.

Record-Low Unit Value on the French Market

During the third quarter of 2007, French shrimp imports continued to increase in terms of volume - at a 4% growth rate compared to the same period in 2006 - but started to decrease in terms of value with a 3% drop compared to 2006.

During the period of January to September 2007, the set of imports of shrimp from the EU, the USA and Japan decreased slightly in comparison with the same period of 2006.

Within this group, the EU is not only the principal market with 439,000 tonnes imported, but was also the only market in expansion. All European markets (excluding the UK) continued to grow and to consolidate. The European shrimp market was largely influenced by the US shrimp market situation. Indeed, key exporting countries to the USA such as Thailand, Indonesia, Ecuador, encountered more difficulties in exporting to this country due to the devaluation of the dollar, the slower US economy and anti-dumping tariffs. Therefore, they looked for new opportunities in other markets and turned mainly to Europe where the situation is more appealing.

Thailand is the most striking example of this situation. Thailand became the top supplier to Germany, multiplying three fold its exports to this market in one year and it also doubled its exports to the UK. Ecuador, one of the booming exporters on the EU market consolidated its number one position in Italy, registered a 40% increase in the French market and developed on the Spanish market with a 9% increase of its exports.

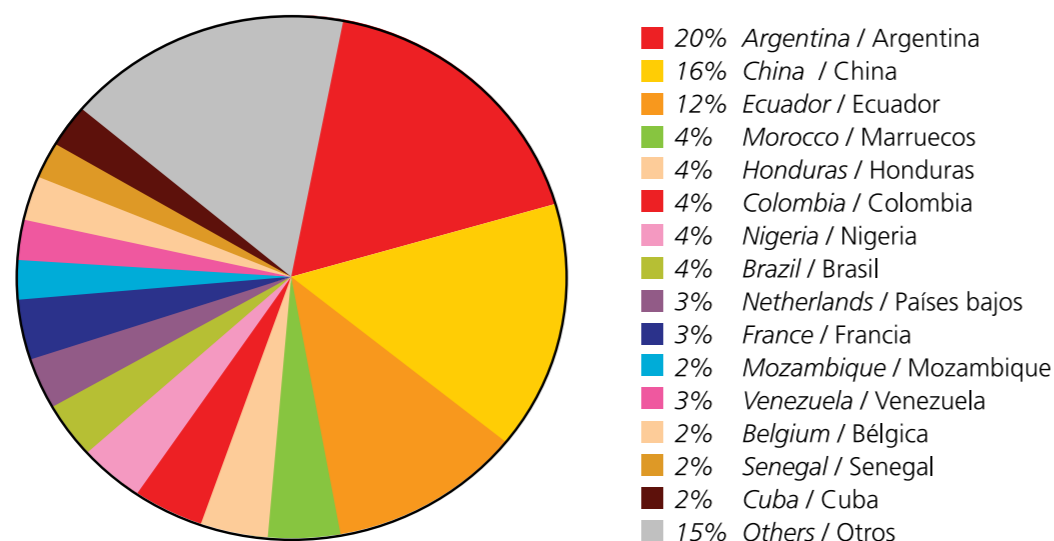
Indonesia also expanded its exports to the EU market and more particularly found a niche in the UK market. China continued to gain market share in Spain. Argentina, thanks to very good landings of *Pleoticus muelleri* during the first three quarters of 2007, expanded notably on the Spanish market where it retrieved its position as number one supplier. It also doubled its volumes exported to the Italian market. India had more difficulties on the UK market, where it remained first supplier but with a 10% decrease. Black tiger (number one species in India) is losing in popularity in some world markets and has difficulties in competing with the cheaper *Litopenaeus vannamei*. However, despite this gloomy situation, India increased by 15% its exports to France.

Brazil continued to show signs of weakness and registered a 20% decrease on the French market during the January-September 2007 period compared to 2006. French annual statistics for 2007 show that Brazil has been overtaken by Ecuador as top supplier. On the Spanish market Brazil represented only 4% of total imports.

Argentina recupera su tradicional posición de primer proveedor de España

During the third quarter of 2007, the imports of shrimp in Spain continued to expand, and reached a record level with 122,000 tonnes. However, in terms of value, shrimp imports showed the opposite trend and declined by 10%. Indeed, shrimp products entered the Spanish market at an average unit value as low as €4.86/kg, corresponding to a drop of 0.80 cents on the average unit value of the past five years.

Top Shrimp Exporters to Spain in Volume, January-September 2007
Principales exportadores de camarón a España (en volumen), Septiembre-Enero de 2007



Brazil experienced a 20% decrease on 2006 figures, whereas Ecuador registered a 40% increase of its exports to France.

Total shrimp imports for all categories combined amounted to 74 790 tonnes. The average unit value on the French market was equal to €4.99/kg which was the lowest level for the past 6 years. The decrease is not the fact of a single country but is due to the world depression of shrimp prices.

Brazil and Ecuador continued to share the lead on the French market, with 15% and 14% market share respectively. However, these two countries showed contrasting trends during the period under survey. Brazil experienced a 20% decrease on 2006 figures, whereas Ecuador registered a 40% increase of its exports to France.

Boom of Imports from Thailand on the German Market

German shrimp imports continued to expand at a soaring growth rate (+ 31% compared to 2006).

El panorama del mercado de la UE está siendo ligeramente modificado con la consolidación de los exportadores que tradicionalmente fueron proveedores de EE.UU. únicamente.

embargo, en términos de valor, las importaciones de camarón mostraron la tendencia opuesta y se redujeron en un 10%. De hecho, los productos de camarones entraron en el mercado español, a un valor unitario medio de tan sólo 4.86 € / kg, lo que equivale a un descenso de 0.80 centavos en el valor unitario medio de los últimos cinco años.

Registro de bajo valor unitario en el mercado francés

Durante el tercer trimestre de 2007, las importaciones de camarón en Francia siguieron aumentando en términos de volumen - en una tasa de crecimiento del 4% en comparación con el mismo período de 2006, pero comenzaron a disminuir en términos de valor con un descenso del 3% en comparación con el 2006.

El total de las importaciones de camarón para todas las categorías sumaron 74,790 toneladas. El valor medio en el mercado francés es igual a 4,99 € / kg que


The EU market picture is slightly modified with the strengthening position of exporters which are traditionally suppliers to the USA.

Contrary to other European importing countries, imports in terms of value followed the same trend and the average unit value remained stable on the German market. Unit value for frozen products were generally slightly down but were balanced by processed product unit value for which the trend was slightly up.

With an 18% market share (6 340 tonnes), Thailand took the first position among top suppliers to Germany during the third quarter of 2007, leaving India in second position. Thailand multiplied three fold the volume of its shrimp exports to Germany in only one year, and products offered on this market (€5.99/kg in 2007 against €6.53/kg in 2006) did not really reflect the price slump faced by Thailand. Despite the predominance of Thailand, India did not loose ground on the German market and increased by 26% its shrimp exports to this country.

Outlook

The EU market picture is slightly modified with the strengthening position of exporters which are traditionally suppliers to the USA. This trend is expected to continue and to be enhanced in future.

A general trend may also emerge for world producers to offer higher quality products and to reduce quantities, in order to put an end to the present price weakness. For example, in this context of over production, the aim of Thai shrimp farmers would be to reduce shrimp production by 20% in 2008. Thailand, Ecuador and China have recently made efforts to develop the production of organic shrimp and environmentally friendly techniques. Producers are also encouraged to export more value added products. 

Article based on the report prepared by Karine Boisset for FAO Globefish

fue el nivel más bajo de los últimos 6 años. Esta disminución de precios se observa no sólo en uno u otro país en particular, sino que se observa una depresión mundial de los precios de este crustáceo.

Brasil y Ecuador siguieron compartiendo el liderazgo en el mercado francés, con un 15% y un 14% de cuota de mercado, respectivamente. Sin embargo estos dos países mostraron tendencias opuestas durante el periodo de estudio. Brasil experimentó una disminución del 20% en cifras del 2006, mientras que Ecuador registró un incremento del 40% de sus exportaciones a Francia.

Auge de las importaciones procedentes de Tailandia en el mercado alemán

Las importaciones de camarón en Alemania continúan en expansión con una tasa de crecimiento altísima (+ 31% en comparación con 2006). Contrario a los demás países importadores europeos, el volumen y el valor en Alemania siguieron la misma tendencia y el valor unitario promedio se mantuvo estable en el mercado alemán.


Con un 18% de participación en el mercado (6,340 toneladas), Tailandia ocupa la primera posición entre los principales proveedores de Alemania durante el tercer trimestre de 2007, dejando a la India en segunda posición.

Tailandia ha triplicado el volumen de sus exportaciones de camarón a Alemania en un sólo año, y de los productos ofrecidos en este mercado (5,99 € / kg en 2007 contra 6,53 € / kg en 2006) no reflejan realmente la caída de los precios que enfrenta Tailandia.

A pesar del predominio de Tailandia, la India no pierde terreno en el mercado alemán y aumentó un 26% sus exportaciones de camarón a ese país.

Perspectivas

El panorama del mercado de la UE está siendo ligeramente modificado con la consolidación de los exportadores que tradicionalmente fueron proveedores de EE.UU. únicamente. Se espera que esta tendencia continúe y crezca en el futuro.

Es posible que surga una tendencia mundial en que productores añadan más calidad y reduzcan volúmenes de producción, con el fin de poner fin a la actual debilidad de precios. Por ejemplo, en este contexto de sobreproducción, el objetivo de los camaronicultores de Tailandia será la reducción de la producción de camarón en un 20% en el 2008. Tailandia, Ecuador y China se esfuerzan para cultivar camarón orgánico y sustentable. También, hay varios productores animados en la producción de camarón con valor añadido. 

Artículo basado en el reporte de Karine Boisset para FAO Globefish.

FOCUSED ON YOUR BUSINESS NEEDS



NEW DATES:

February 24-26, 2008

For three days, the International Boston Seafood Show and Seafood Processing America allow you to focus solely on doing business. With access to 800+ exhibitors from over 40 different countries, you will discover the latest developments in the seafood industry, develop or maintain industry connections, and learn about the current issues that impact your business today. No office interruptions or side projects, just everything you need to improve your bottom line.



The International Boston Seafood Show/Seafood Processing America has been named one of Trade Show Week's top 50 fastest-growing trade shows in the U.S.

Register Today and Save 50%!
www.bostonseafood.com

Co-located:



INTERNATIONAL
BOSTON
SEAFOOD SHOW



**SEAFOOD
PROCESSING
AMERICA**

Boston Convention & Exhibition Center
Boston, Massachusetts

Sponsored by: **SeaFood**  

Produced by: **diversified** 