



2014 EXPORT HIGHLIGHTS BRITISH COLUMBIA AGRIFOOD & SEAFOOD



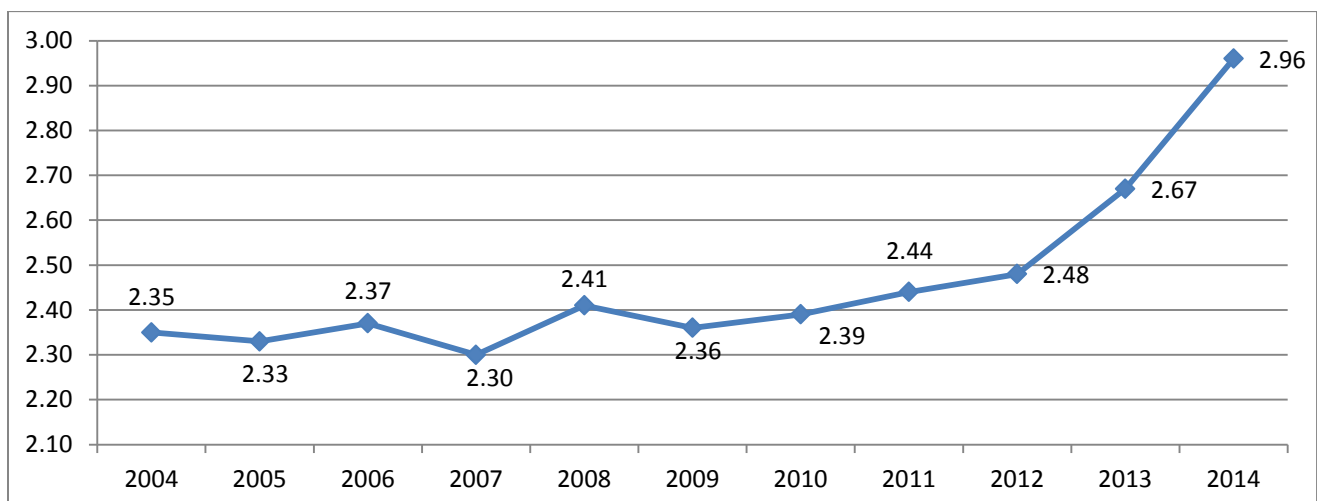
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BRITISH COLUMBIA AGRIFOOD & SEAFOOD EXPORT HIGHLIGHTS – 2014

- ❖ The value of exports of British Columbia (B.C.) agrifood¹ and seafood² increased eleven per cent in 2014. Of this, agrifood exports rose 11 per cent while seafood exports rose ten per cent.
- ❖ In 2014, B.C. exported \$3.0 billion worth of agrifood and seafood products to 150 markets.
- ❖ Agrifood product shipments contributed 67 per cent and seafood shipments contributed 33 per cent to the total value of provincial agrifood and seafood exports in 2014.
- ❖ The top export commodities in 2014 were cultured Atlantic salmon valued at \$255 million and food preparations for manufacturing³ valued at \$235 million.
- ❖ In 2014, B.C. cherry exports increased over 32 per cent, rising from \$41 million to \$54 million.
- ❖ The United States (U.S.) continued to be B.C.'s largest export market with a 69 per cent share in 2014, worth over \$2.0 billion.
- ❖ Commodities with the greatest growth from 2013 to 2014 included:
 - Wild sockeye salmon up 438 per cent to over \$90 million
 - Fruit and vegetable juice up 121 per cent to over \$22 million
 - Wild chinook salmon up 66 per cent to over \$21 million
- ❖ Markets showing significant growth from 2013 to 2014 included:
 - Vietnam up 113 per cent to over \$25 million
 - United Kingdom up 23 per cent to over \$20 million
 - Australia up 22 per cent to over \$24 million

TOTAL VALUE OF B.C. AGRIFOOD & SEAFOOD EXPORTS (\$ BILLIONS)



TOP B.C. AGRIFOOD & SEAFOOD EXPORTS

TOP B.C. AGRIFOOD AND SEAFOOD EXPORTS IN 2014 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
1	Cultured Atlantic Salmon	\$291.1	\$267.1	\$255.0	-8.2%	-4.5%	U.S., Japan, Taiwan, China
2	Food Preparations for Manufacturing	\$154.6	\$189.6	\$234.6	22.6%	23.7%	U.S., South Korea, China, Sweden, Taiwan, Australia
3	Blueberries	\$168.3	\$154.4	\$168.6	-8.3%	9.2%	U.S., Japan, China, Australia
4	Baked Goods	\$104.7	\$101.8	\$121.7	-2.8%	19.5%	U.S., Japan, Hong Kong, China
5	Crab	\$72.3	\$86.8	\$102.0	20.1%	17.5%	China, U.S., Vietnam, Singapore
6	Chocolate & Cocoa Preparations	\$66.8	\$80.0	\$91.4	19.8%	14.3%	U.S., China, Australia, Hong Kong
7	Wild Sockeye Salmon	\$24.0	\$16.8	\$90.2	-30%	436.9%	U.S., Japan, U.K., Thailand, Germany
8	Mushrooms	\$69.0	\$79.4	\$88.1	15.1%	11.0%	U.S.
9	Alfalfa, Fodder & Animal Feeds	\$63.9	\$74.5	\$84.3	16.6%	13.2%	U.S., Australia, South Korea
10	Pork Products	\$74.4	\$88.4	\$84.1	18.8%	-4.9%	Japan, China, Taiwan, Hong Kong, Chile
11	Plants, Bulbs & Flowers	\$56.8	\$65.5	\$81.8	15.3%	24.9%	U.S., Netherlands
12	Peppers	\$56.3	\$57.7	\$71.5	2.5%	23.9%	U.S.
13	Tomatoes	\$59.3	\$64.3	\$63.4	8.4%	-1.4%	U.S., Taiwan
14	Live Cattle & Bison	\$47.2	\$48.3	\$63.5	2.3%	31.5%	U.S.
15	Cherries	\$42.4	\$40.5	\$53.8	-4.5%	32.8%	U.S., China, Hong Kong, Taiwan U.K.
16	Shrimp & Prawns	\$37.6	\$45.4	\$48.6	20.7%	7.0%	Japan, China, U.S. Vietnam, Hong Kong, Taiwan
17	Geoduck Clams	\$43.1	\$47.6	\$47.0	10.4%	-1.3%	China, Hong Kong, Vietnam, Macao
18	Coffee & Tea	\$38.1	\$42.7	\$46.7	12.1%	9.4%	U.S., Australia
19	Hake	\$53.3	\$61.4	\$40.7	15.2%	-33.7%	China, Russia, Ukraine, Lithuania
20	Fruit Syrups & Beverage Concentrates	\$37.0	\$35.1	\$39.5	-5.1%	12.5%	U.S., Romania, Australia
21	Malt & Malt Extracts	\$29.9	\$48.4	\$39.1	61.9%	-19.2%	U.S., Japan
22	Poultry Products	\$38.8	\$39.3	\$38.9	1.3%	-1.0%	Taiwan, Philippines, U.S., Benin, Hong Kong
23	Wheat Flour	\$17.4	\$23.6	\$38.4	35.6%	62.7%	U.S., Malaysia, Taiwan, Indonesia
24	Herring	\$33.9	\$33.8	\$38.2	-0.3%	13.0%	Japan, China, U.S., Fiji
25	Dairy Products	\$28.5	\$34.4	\$35.5	20.7%	3.2%	U.S., Brazil, Australia, China
<i>All Other Agrifood and Seafood</i>		\$746.0	\$825.3	\$849.1	10.6%	2.9%	--
TOTAL AGRIFOOD & SEAFOOD		\$2,477.4	\$2,665.7	\$2,956.8	7.6%	10.9%	U.S., China, Japan, Hong Kong, Taiwan

Source: Statistics Canada, CATSNET Analytics (April 2015)

TOP B.C. AGRIFOOD & SEAFOOD EXPORT MARKETS

TOP B.C. AGRIFOOD AND SEAFOOD EXPORT MARKETS IN 2014 BY VALUE (\$ MILLIONS)

RANK	MARKET	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP PRODUCTS IN 2014
1	United States	\$1,722.5	\$1,821.4	\$2,041.4	5.7%	12.1%	Atlantic Salmon, Blueberries, Food Preparations for Manufacturing, Baked Goods, Chocolate & Cocoa Preparations, Plants, Bulbs & Flowers, Mushrooms, Preparations for Animal Feeds, Peppers, Live Cattle & Bison, Tomatoes
2	China	\$170.0	\$228.2	\$263.7	34.2%	15.6%	Crab, Geoduck Clams, Hake, Food Preparations for Manufacturing, Pork Products, Rapeseeds, Cherries, Shrimp & Prawns, Herring, Flounder, Wine, Pink Salmon, Sea Cucumbers, Potatoes, Blueberries, Tuna
3	Japan	\$154.7	\$170.2	\$199.3	10.0%	17.1%	Pork Products, Herring, Shrimp & Prawns, Sockeye Salmon, Potatoes, Sea Urchins, Sablefish, Blueberries, Chinook Salmon, Rapeseeds, Malt, Atlantic Salmon, Mushrooms, Tuna, Baked Goods
4	Hong Kong	\$75.7	\$70.3	\$62.8	-7.1%	-10.7%	Geoduck Clams, Cherries, Pork Products, Sea Cucumbers, Ginseng Products, Food Preparations for Manufacturing, Shrimp & Prawns, Poultry Products, Sea Urchins, Eggs, Crab, Atlantic Salmon, Clams, Blueberries
5	Taiwan	\$41.5	\$42.3	\$42.9	1.9%	1.4%	Poultry Products, Pork Products, Food Preparations for Manufacturing, Cherries, Shrimp & Prawns, Water, Sea Urchins, Wheat/Meslin Flour, Atlantic Salmon
6	South Korea	\$30.7	\$28.7	\$33.4	-6.5%	16.4%	Food Preparations for Manufacturing, Pork Products, Preparations for Animal Feeds, Fish Fats & Oils, Pollock, Coffee, Natural Milk Products, Peptones/Hide Powder/Protein Derivatives, Wheat & Meslin, Skate
7	Vietnam	\$7.5	\$12.1	\$25.8	61.3%	113.2%	Shrimp & Prawns, Geoduck Clams, Crabs, Food Preparations for Manufacturing, Clams, Cherries, Apples
8	Australia	\$22.6	\$19.8	\$24.2	-12.4%	22.2%	Food Preparations for Manufacturing, Pink Salmon, Coffee, Sockeye Salmon, Dairy Products, Blueberries, Alfalfa, Fodder & Animal Feeds, Pork Products, Herring
9	United Kingdom	\$26.3	\$16.9	\$20.7	-35.7%	22.5%	Sockeye Salmon, Cherries, Pacific/Atlantic/Danube Salmon Fillets, Pink Salmon, Margarine, Coffee, Sablefish
10	Philippines	\$15.2	\$21.5	\$20.0	41.4%	-7.0%	Poultry Products, Potatoes, Pork Products, Food Preparations for Manufacturing, Soups & Broths, Cereal Preparations
<i>All Other Export Markets</i>		\$210.7	\$234.3	\$222.6	11.2%	-5.0%	--
WORLD		\$2,477.4	\$2,665.7	\$2,956.8	7.6%	10.9%	Atlantic Salmon, Food Preparations for Manufacturing, Blueberries, Baked Goods, Crab, Chocolate & Cocoa Preparations, Wild Sockeye Salmon, Mushrooms, Alfalfa, Fodder & Animal Feeds, Pork Products, Plants, Bulbs & Flowers

Source: Statistics Canada, CATSNET Analytics (April 2015)

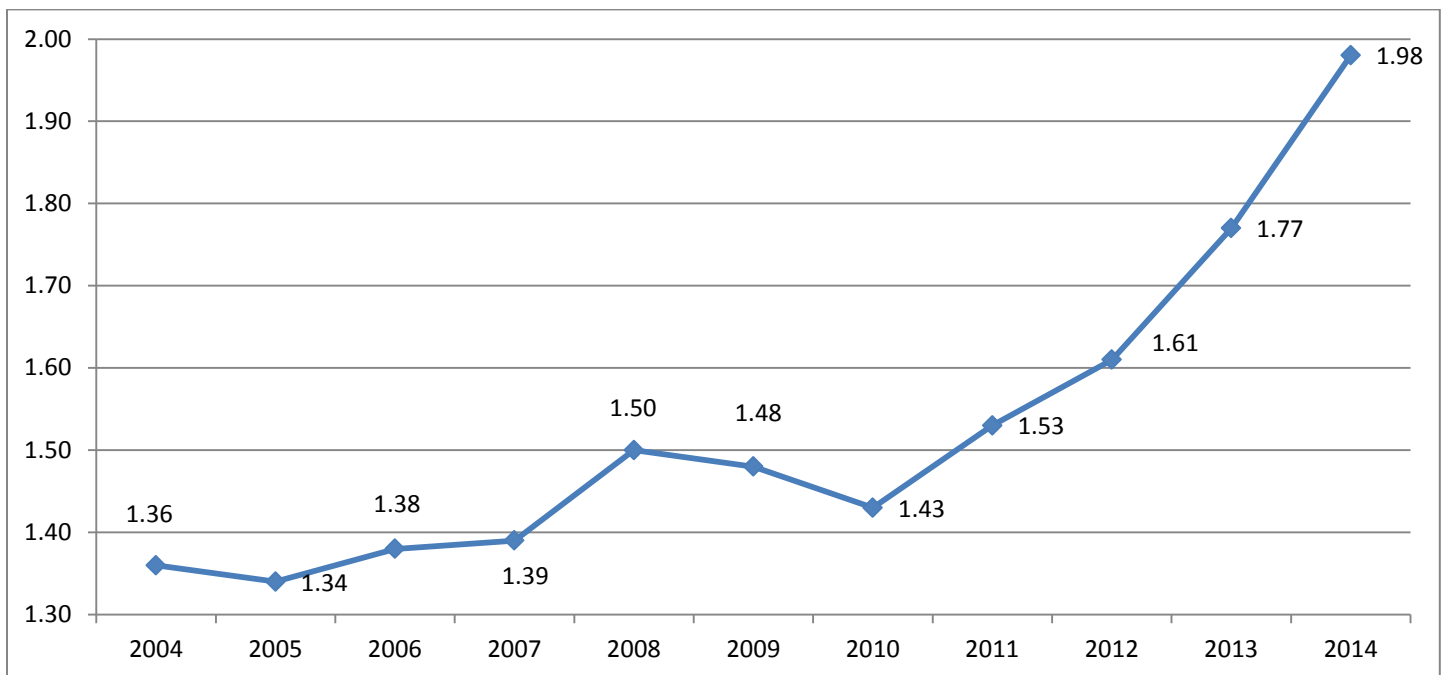
**2014
BRITISH COLUMBIA
AGRIFOOD
EXPORT HIGHLIGHTS**



B.C. AGRIFOOD EXPORT HIGHLIGHTS – 2014

- ❖ B.C. exported \$2.0 billion worth of agrifood products to 144 different markets in 2014, an increase of 11 per cent over 2013.
- ❖ Eighty-eight per cent of the export value was generated by the top five markets: U.S., China, Japan, Taiwan and Hong Kong.
- ❖ Exports of fruit and nut products increased by eight per cent in 2014, rising from \$349 million to \$377 million.
- ❖ Exports of vegetable products increased by eight per cent in 2014, rising from \$271 million to \$292 million.
- ❖ Exports of animals and animal products increased by six per cent in 2014, rising from \$261 million to \$277 million.
- ❖ Exports of beverages increased by eight per cent in 2014, rising from \$75 million to \$81 million.
- ❖ Exports of other agrifood products grew by 16 per cent in 2014, rising from \$826 million to \$956 million.

TOTAL VALUE OF B.C. AGRIFOOD EXPORTS (\$ BILLIONS)



TOP B.C. AGRIFOOD EXPORTS

TOP B.C. AGRIFOOD EXPORTS IN 2014 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
1	Food Preparations for Manufacturing	\$154.6	\$189.6	\$234.6	22.6%	23.7%	U.S., South Korea, China, Sweden, Taiwan, Australia
2	Blueberries	\$168.3	\$154.4	\$168.6	-8.3%	9.2%	U.S., Japan, China, Australia
3	Baked Goods	\$104.7	\$101.8	\$121.7	-2.8%	19.5%	U.S., Japan, Hong Kong, China
4	Chocolate & Cocoa Preparations	\$66.8	\$80.0	\$91.4	19.8%	14.3%	U.S., China, Australia, Hong Kong
5	Mushrooms	\$69.0	\$79.4	\$88.1	15.1%	11.0%	U.S.
6	Alfalfa, Fodder & Animal Feeds	\$63.9	\$74.5	\$84.3	16.6%	13.2%	U.S., Australia, South Korea
7	Pork Products	\$74.4	\$88.4	\$84.1	18.8%	-4.9%	Japan, China, Taiwan, Hong Kong, Chile
8	Plants, Bulbs & Flowers	\$56.8	\$65.5	\$81.8	15.3%	24.9%	U.S., Netherlands
9	Peppers	\$56.3	\$57.7	\$71.5	2.5%	23.9%	U.S.
10	Tomatoes	\$59.3	\$64.3	\$63.4	8.4%	-1.4%	U.S., Taiwan
11	Live Cattle & Bison	\$47.2	\$48.3	\$63.5	2.3%	31.5%	U.S.
12	Cherries	\$42.4	\$40.5	\$53.8	-4.5%	32.8%	U.S., China, Hong Kong, Taiwan U.K.
13	Coffee & Tea	\$38.1	\$42.7	\$46.7	12.1%	9.4%	U.S.
14	Fruit Syrups & Beverage Concentrates	\$37.0	\$35.1	\$39.5	-5.1%	12.5%	U.S., Romania, Australia
15	Malt & Malt Extracts	\$29.9	\$48.4	\$39.1	61.9%	-19.2%	U.S., Japan
16	Poultry Products	\$38.8	\$39.3	\$38.9	1.3%	-1.0%	Taiwan, Philippines, U.S., Benin, Hong Kong
17	Wheat Flour	\$17.4	\$23.6	\$38.4	35.6%	62.7%	U.S., Malaysia, Taiwan, Indonesia
18	Dairy Products	\$28.5	\$34.4	\$35.5	20.7%	3.2%	U.S., Brazil, Australia, China
19	Water	\$42.9	\$41.4	\$35.4	-3.5%	-14.5%	U.S., China, Japan, Taiwan
20	Cranberries	\$40.1	\$41.4	\$29.1	3.2%	-29.7%	U.S.
21	Potatoes	\$7.7	\$13.6	\$26.2	76.6%	92.9%	Japan, U.S., Philippines, China, Indonesia
22	Canola Seed	\$11.9	\$20.9	\$25.5	75.6%	22.0%	China, Japan, Mexico, U.S.
23	Wheat	\$26.7	\$22.1	\$24.0	-17.2%	8.6%	U.S., Japan
24	Sugar & Sugar Confectionary	\$20.5	\$22.3	\$22.6	8.8%	1.3%	U.S.
25	Fruit & Vegetable Juice	\$10.3	\$10.1	\$22.4	-1.9%	121.8%	U.S.
<i>All Other Agrifood Products</i>		\$294.1	\$335.1	\$345.7	13.9%	3.2%	--
TOTAL AGRIFOOD PRODUCTS		\$1,607.6	\$1,774.8	\$1,975.8	10.4%	11.3%	U.S., Japan, China, Taiwan, Hong Kong

Source: Statistics Canada, CATSNET Analytics (April 2015)

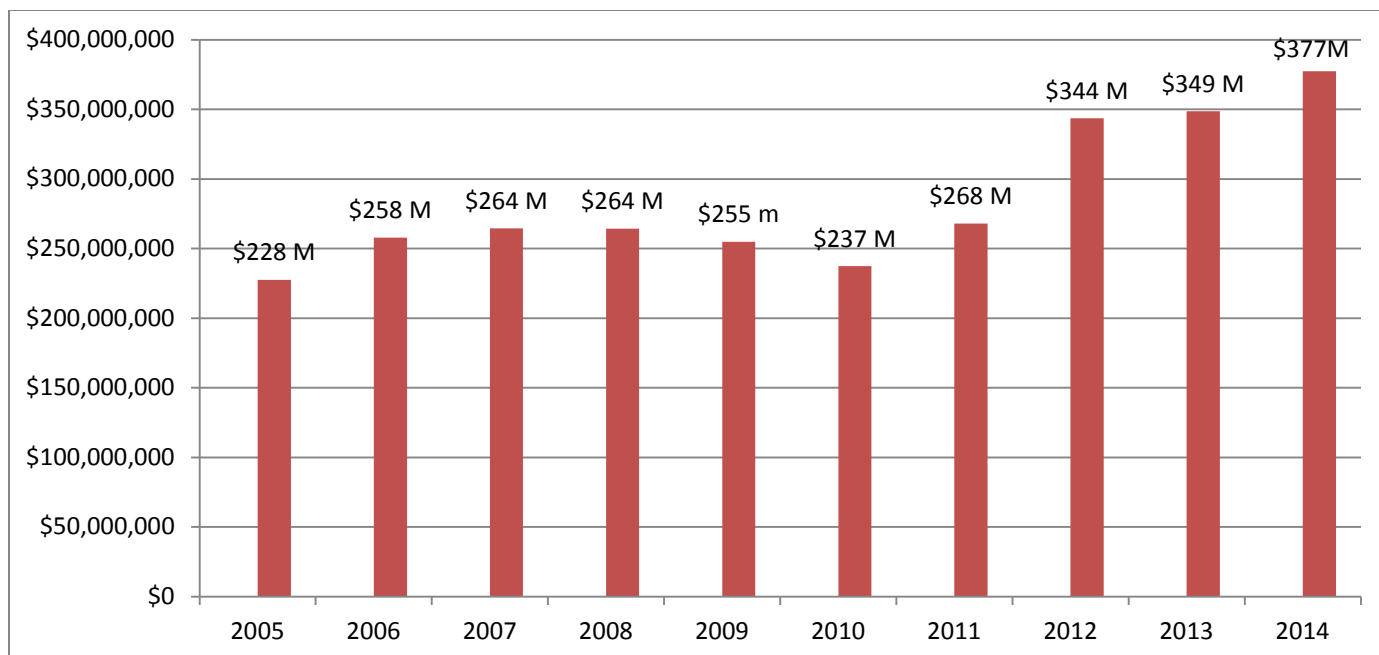
TOP B.C. AGRIFOOD EXPORT MARKETS

TOP B.C. AGRIFOOD EXPORT MARKETS IN 2014 BY VALUE (\$ MILLIONS)

RANK	MARKET	2012	2014	2014	12-13 GROWTH	13-14 GROWTH	TOP PRODUCTS IN 2014
1	United States	\$1,242.5	\$1,350.6	\$1,500.0	8.7%	11.1%	Blueberries, Food Preparations for Manufacturing, Baked Goods, Chocolate & Cocoa Preparations, Plants, Bulbs & Flowers, Alfalfa, Fodder & Animal Feeds, Mushrooms, Peppers, Live Cattle & Bison, Tomatoes
2	Japan	\$58.5	\$69.1	\$91.1	18.1%	31.8%	Pork Products, Potatoes, Blueberries, Rapeseeds, Malt, Mushrooms, Baked Goods, Wheat & Meslin, Water, Live Horses, Coffee, Honey, Barley
3	China	\$49.1	\$70.6	\$84.7	43.8%	20.0%	Food Preparations for Manufacturing, Pork Products, Rapeseeds, Cherries, Wine, Potatoes, Blueberries, Barley, Water
4	Taiwan	\$34.6	\$32.9	\$35.6	-4.9%	8.2%	Poultry Products, Pork Products, Food Preparations for Manufacturing, Cherries, Water, Wheat & Meslin, Apples
5	Hong Kong	\$31.4	\$28.1	\$31.4	-10.5%	11.7%	Cherries, Pork Products, Ginseng Products, Food Preparations for Manufacturing, Poultry Products, Egg Products
6	South Korea	\$23.2	\$23.0	\$29.3	-0.9%	27.4%	Food Preparations for Manufacturing, Pork Products, Alfalfa, Fodder & Animal Feeds, Coffee, Natural Milk Products, Peptones/Hide Powder/Protein Derivatives, Wheat & Meslin, Fruit Jellies, Industrial By-Products & Residues, Whey
7	Philippines	\$15.2	\$21.4	\$19.9	40.8%	-7.0%	Poultry Products, Potatoes, Pork Products, Food Preparations for Manufacturing, Soups & Broths, Cereal Preparations
8	Australia	\$16.1	\$14.9	\$17.7	-7.5%	18.8%	Food Preparations for Manufacturing, Coffee, Dairy Products, Blueberries, Alfalfa, Fodder & Animal Feeds, Pork Products
9	Malaysia	\$3.8	\$5.3	\$9.6	39.5%	81.1%	Wheat or Meslin Flour, Food Preparations for Manufacturing, Vegetable Oils and Fats, Cherries
10	Brazil	\$6.3	\$ 8.1	\$8.6	28.6%	6.2%	Natural Milk Products, Wheat & Meslin, Cranberries, Canary Seed, Coffee, Dried Fruits, Food Preparations for Manufacturing
<i>All Other Export Markets</i>		\$127.0	\$150.9	\$147.8	18.1%	-2.1%	--
WORLD		\$1,607.6	\$1,774.8	\$1,975.8	10.4%	11.3%	Food Preparations for Manufacturing, Blueberries, Baked Goods, Chocolate & Cocoa Preparations, Mushrooms, Alfalfa, Fodder & Animal Feeds, Pork Products, Plants, Bulbs & Flowers

Source: Statistics Canada, CATSNET Analytics (April 2015)

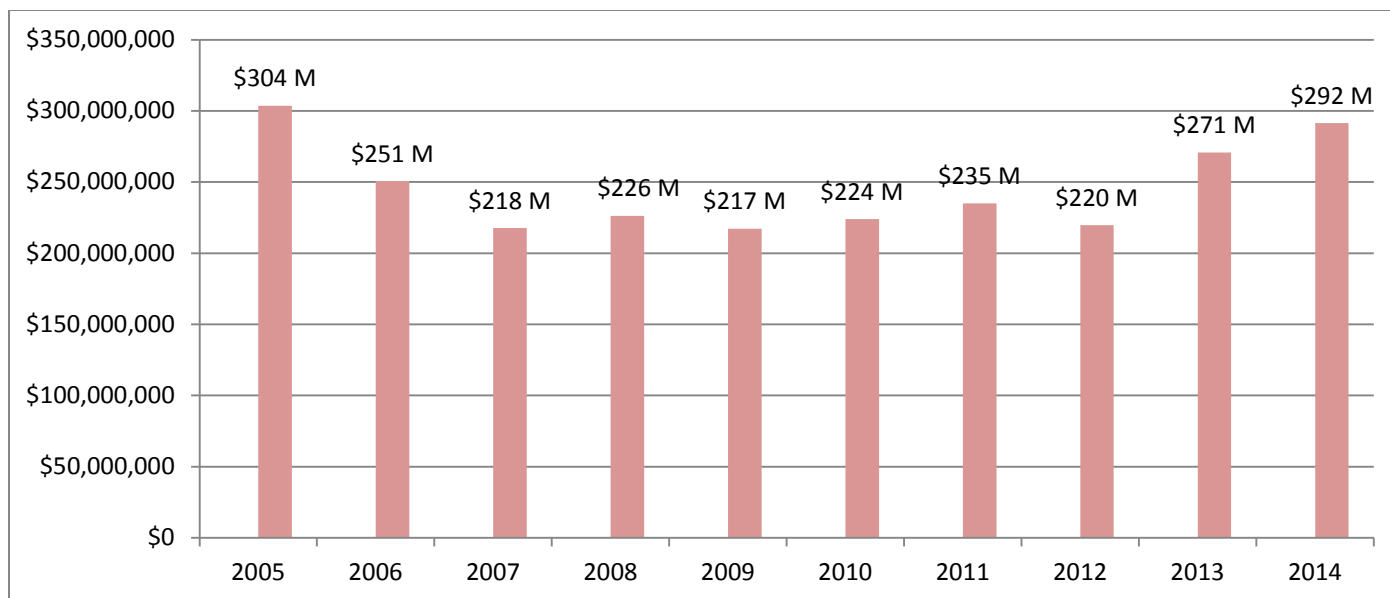
TOP B.C. EXPORTS – FRUIT & NUT PRODUCTS



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
Blueberries	\$168,344,841	\$154,447,667	\$168,613,322	-8.3%	9.2%	U.S., Japan, China, Australia
Cherries	\$42,439,842	\$40,549,733	\$53,815,468	-4.5%	32.7%	U.S., China, Hong Kong, Taiwan, U.K.
Cranberries	\$40,124,493	\$41,442,468	\$29,148,301	3.3%	-29.7%	U.S.
Apples	\$16,777,957	\$19,045,736	\$19,340,483	13.5%	1.5%	U.S., Vietnam, Mexico
Raspberries	\$9,217,410	\$12,601,559	\$14,526,069	36.7%	15.3%	U.S., Japan
Strawberries	\$169,487	\$1,031,176	\$3,054,118	508.4%	196.2%	U.S.
Hazelnuts	\$381,091	\$652,896	\$411,552	71.3%	-37.0%	U.S.
Guavas & Mangoes	\$7,718	--	\$189,336	--	100%	U.S.
Peaches/Nectarines	--	\$100,347	\$49,253	100.0%	-50.9%	U.S.
Pineapples	\$155,287	\$85,880	\$33,426	-44.7%	-61.1%	U.S.
Apricots	\$1,493,031	\$5,239	\$16,718	-99.6%	219.1%	Taiwan, Hong Kong
Almonds	\$23,886	\$22,257	\$12,460	-6.8%	-44.0%	Brunei Darussalam, China, Japan
Pears	\$40,446	\$6,185	\$9,801	-84.7%	58.5%	U.S.
Grapes	\$595,816	\$22,897	\$7,714	-96.2%	-66.3%	China, Japan
Cashews	\$68,298	\$22,331	\$6,655	-67.3%	-70.2%	U.S.
<i>Other Fruit & Nut Products</i>	\$63,743,424	\$78,564,095	\$88,191,705	23.3%	12.3%	--
TOTAL FRUIT & NUT PRODUCTS	\$343,583,027	\$348,600,466	\$377,426,381	1.5%	8.3%	U.S., China, Japan, Hong Kong, Taiwan

Source: Statistics Canada, CATSNET Analytics (April 2015)

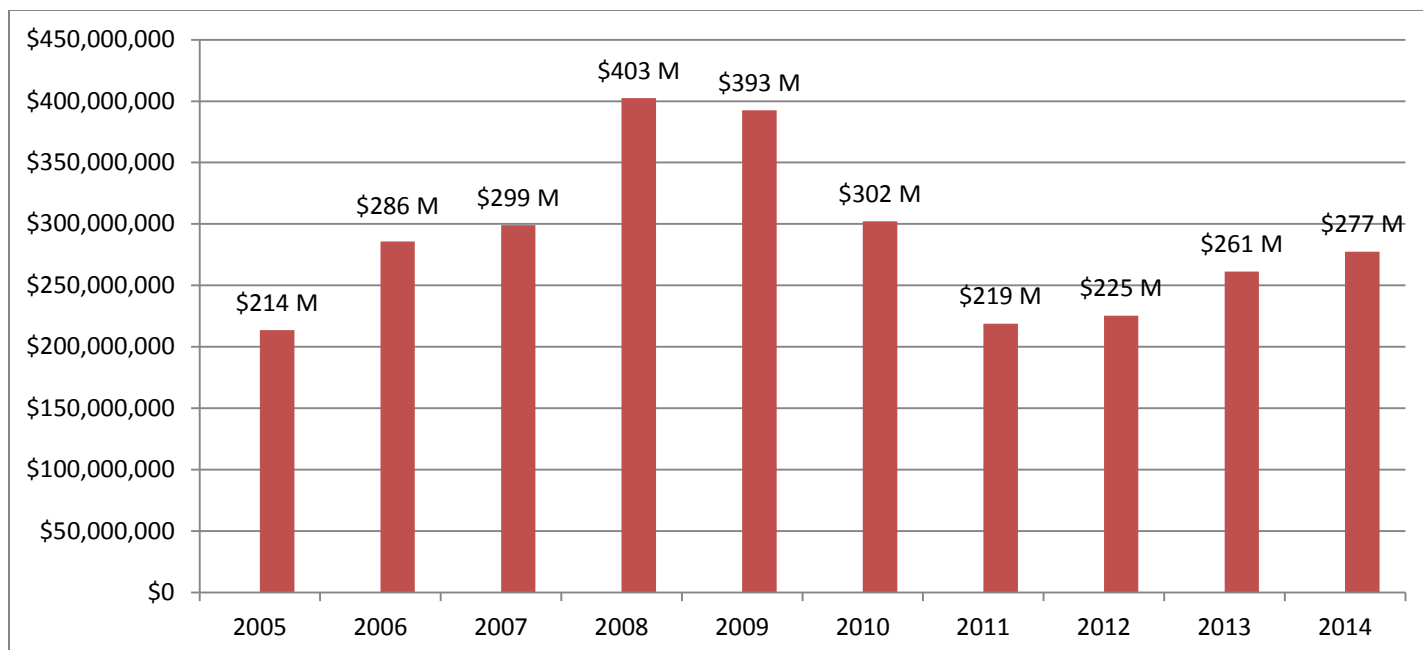
TOP B.C. EXPORTS – VEGETABLE PRODUCTS



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
Mushrooms	\$68,976,156	\$79,391,208	\$88,075,409	15.1%	10.9%	U.S., Japan, France, Germany
Peppers	\$56,259,011	\$57,679,543	\$71,492,237	2.5%	23.9%	U.S.
Tomatoes	\$59,347,610	\$64,323,553	\$63,408,536	8.4%	-1.4%	U.S.
Potatoes	\$7,727,111	\$13,582,732	\$26,208,287	75.8%	92.9%	Japan, U.S., Philippines, China, Indonesia
Cucumbers	\$12,025,768	\$13,701,829	\$11,988,486	13.9%	-12.5%	U.S.
Beans	\$3,436,689	\$4,326,768	\$5,044,421	25.9%	16.6%	U.S.
Peas	\$287,616	\$26,090,642	\$4,411,461	8971.3%	-83.1%	Colombia, China
Lettuce	\$1,091,334	\$1,850,942	\$1,970,454	69.6%	6.5%	U.S.
Eggplant	\$596,583	\$697,158	\$920,985	16.9%	32.1%	U.S.
Beetroot/Radishes	\$430,864	\$445,296	\$762,974	3.3%	71.3%	U.S.
Chickpeas	\$1,719,845	\$354,467	\$266,870	-79.4%	-24.7%	India, Pakistan, U.S., New Zealand
Brussels Sprouts	\$156,845	\$294,256	\$188,274	87.6%	-36.0%	U.S.
Carrots	\$25,006	\$534,199	\$184,351	2036.3%	-65.5%	U.S.
Spinach	--	--	\$81,341	--	100%	China
Sweet Corn	\$6,105	\$25,631	\$61,859	319.8%	141.3%	Argentina, Australia
Onions	\$53,725	\$18,421	\$22,808	-65.7%	23.8%	U.S.
Celery	\$33,236	\$21,445	\$12,478	-35.5%	-41.8%	U.S.
<i>Other Vegetable Products</i>	\$7,480,815	\$7,441,513	\$16,429,362	-0.5%	120.8%	--
TOTAL VEGETABLE PRODUCTS	\$219,654,319	\$270,779,603	\$291,530,593	23.3%	7.7%	U.S., Japan, China, Philippines, Indonesia

Source: Statistics Canada, CATSNET Analytics (April 2015)

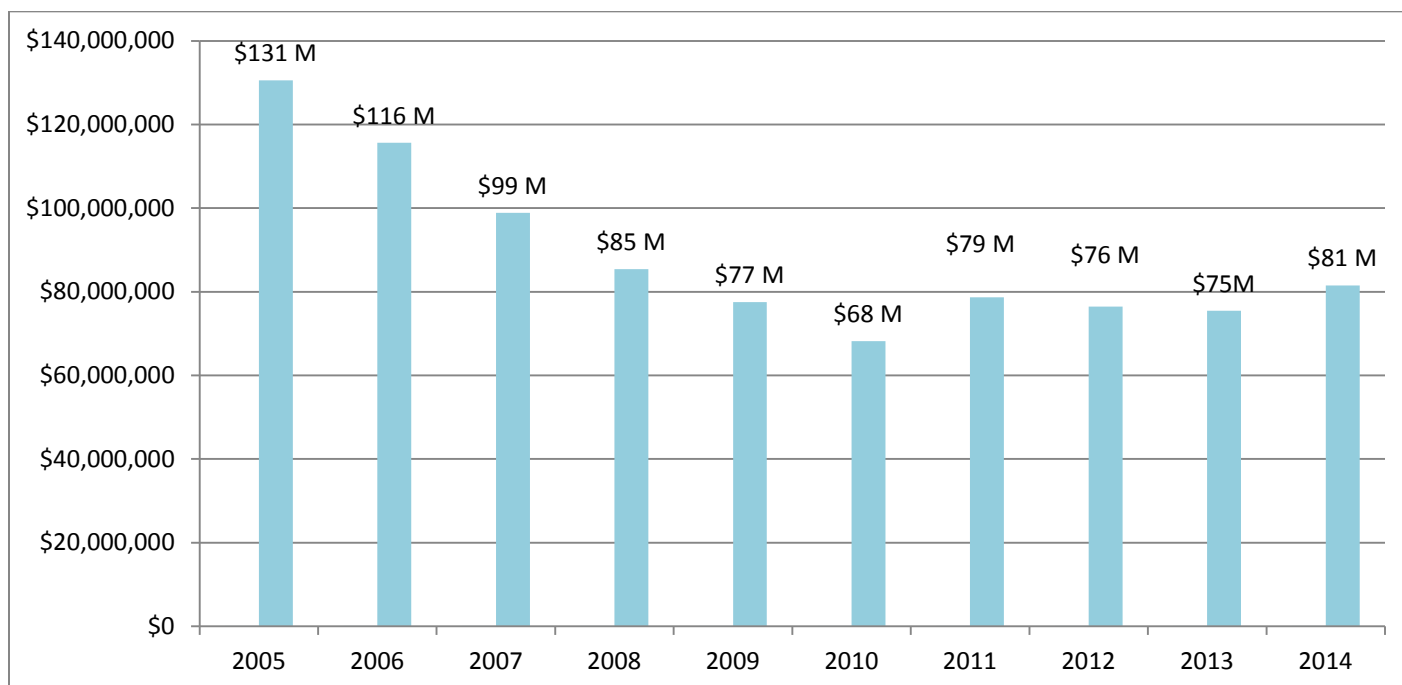
TOP B.C. EXPORTS – ANIMALS & ANIMAL PRODUCTS



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
Pork Products	\$74,404,480	\$88,443,915	\$84,087,643	18.9%	-4.9%	Japan, China, Taiwan, Hong Kong, Chile
Live Cattle & Bison	\$47,210,383	\$48,275,705	\$63,517,985	2.3%	31.6%	U.S.
Poultry Products	\$38,777,069	\$39,325,064	\$38,924,205	1.4%	-1.0%	Taiwan, Philippines, U.S., Benin, Hong Kong
Dairy Products	\$28,495,531	\$34,415,640	\$35,481,496	20.8%	3.1%	U.S., Brazil, Australia, China
Furskins	\$9,220,027	\$18,050,885	\$21,264,165	95.8%	17.8%	U.S., Denmark
Live Horses	\$5,790,911	\$8,339,637	\$9,772,065	44.0%	17.2%	U.S., Japan
Eggs	\$2,724,223	\$3,867,425	\$3,663,660	42.0%	-5.3%	U.S., Hong Kong
Sausages & Similar Products	\$3,902,931	\$3,503,643	\$4,037,656	-10.2%	15.2%	U.S., Hong Kong, Netherlands, New Zealand
Honey	\$385,833	\$733,048	\$1,759,237	90.0%	140.0%	Japan, China
Live Chickens	\$812,587	\$788,373	\$1,429,799	-3.0%	81.4%	U.S.
Pig & Poultry Fats	\$1,568,545	\$1,042,501	\$895,486	-33.5%	-14.1%	Japan, Mexico, China
Raw Hides & Skins	\$590,069	\$228,371	\$319,516	-61.3%	39.9%	U.S., China
<i>Other Livestock & Animal Products</i>	\$11,613,596	\$14,185,160	\$12,231,709	22.1%	-13.8%	--
TOTAL ANIMALS & ANIMAL PRODUCTS	\$225,496,185	\$261,199,367	\$277,384,532	15.8%	6.2%	U.S., Japan, China, Taiwan, Philippines, Hong Kong

Source: Statistics Canada, CATSNET Analytics (April 2015)

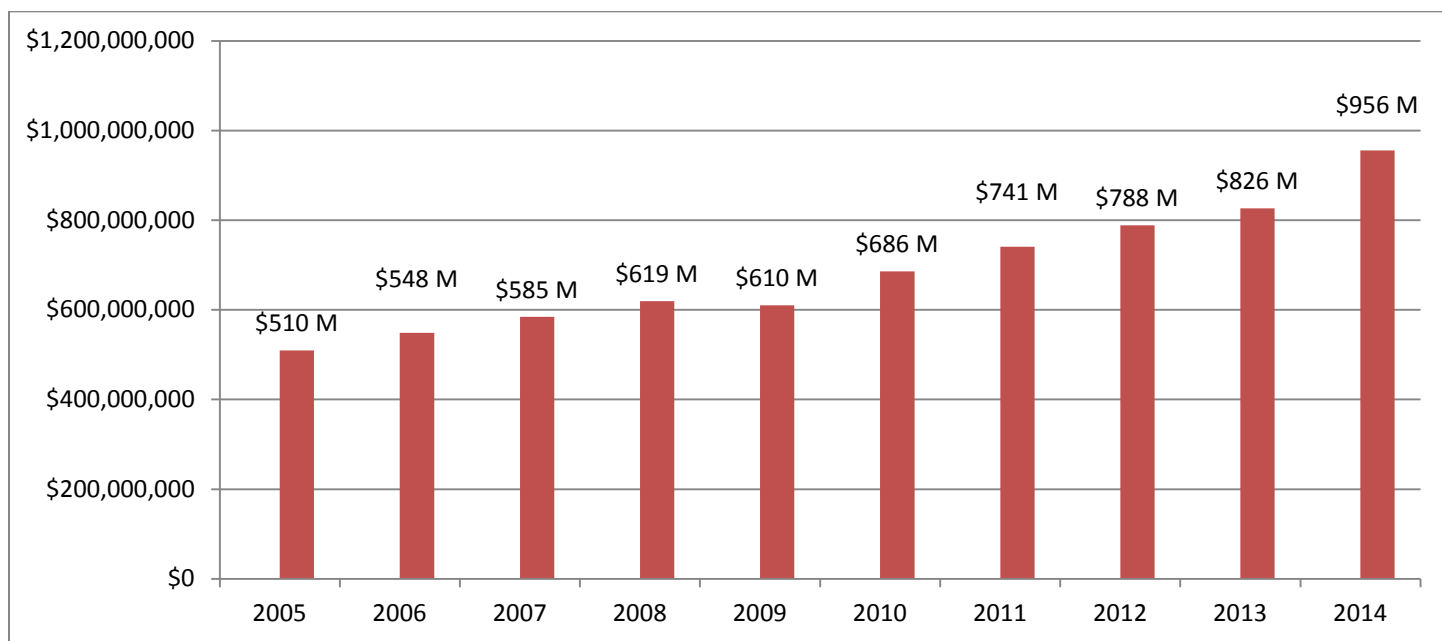
TOP B.C. EXPORTS – BEVERAGES



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
Water	\$42,925,432	\$41,377,459	\$35,381,571	-17.1%	-14.5%	U.S.
Fruit & Vegetable Juice	\$10,286,787	\$10,149,181	\$22,446,836	-1.3%	121.2%	U.S.
Beer & Cider	\$13,204,787	\$13,854,500	\$14,494,610	4.9%	4.6%	U.S.
Wine	\$7,717,935	\$7,602,687	\$8,281,898	-1.5%	8.9%	China
Other Non-Alcoholic Beverages	\$1,279,758	\$966,048	\$447,040	-24.5%	-53.7%	Hong Kong, U.S.
Distilled Spirits	\$1,038,459	\$1,525,894	\$411,099	46.9%	-73.1%	U.S.
TOTAL BEVERAGES	\$76,453,158	\$75,475,769	\$81,463,054	-1.3%	7.9%	U.S.

Source: Statistics Canada, CATSNET Analytics (April 2015)

TOP B.C. EXPORTS – OTHER AGRIFOOD PRODUCTS



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
Food Preparations for Manufacturing	\$154,605,581	\$189,590,838	\$234,647,856	22.6%	23.8%	U.S., South Korea, China, Sweden, Taiwan, Australia
Baked Goods & Other Cereal Preparations	\$174,000,336	\$171,785,210	\$185,155,088	-1.3%	7.8%	U.S., Japan
Chocolate & Cocoa Preparations	\$66,793,062	\$80,026,518	\$91,366,251	19.8%	14.2%	U.S.
Alfalfa, Fodder & Animal Feeds	\$63,879,861	\$74,515,396	\$84,259,171	16.6%	13.1%	U.S., Australia, South Korea
Plants, Bulbs & Flowers	\$56,802,797	\$65,489,021	\$81,770,229	15.3%	24.9%	U.S., Netherlands, Hong Kong
Milled Cereals & Milling Products	\$30,064,959	\$47,898,568	\$56,825,250	59.3%	18.6%	U.S.
Coffee & Tea	\$38,108,231	\$42,743,744	\$46,677,935	12.2%	9.2%	U.S.
Grains & Cereals	\$45,482,665	\$35,611,490	\$44,000,418	-21.7%	23.6%	Columbia, Spain, Italy, U.S.
Fruit Syrups & Beverage Concentrates	\$37,005,832	\$35,095,207	\$39,452,501	-5.2%	12.4%	U.S.
Sugar & Sugar Confectionary	\$20,534,916	\$22,326,333	\$22,649,756	8.7%	1.4%	U.S.
Oilseeds	\$53,623,155	\$24,282,588	\$27,246,861	-54.7%	12.2%	China, Japan, Mexico, U.S.
Industrial By-Products & Residues ⁴	\$23,120,549	\$14,068,706	\$11,673,331	-39.2%	-17.0%	U.S.
Vegetable Oil & Oilcakes	\$8,957,224	\$11,789,168	\$9,866,224	31.6%	-16.3%	U.S.
Condiments, Sauces, Seasonings & Soups	\$5,237,278	\$3,846,865	\$3,861,784	-26.5%	0.4%	U.S.
Ice Cream & Edible Ice Products	\$464,505	\$191,246	\$214,577	-58.8%	12.2%	China, U.S.
Spices	\$105,920	\$24,283	\$78,901	-77.1%	224.9%	U.S., Taiwan, Japan
<i>Other Agrifood Products</i>	\$9,434,621	\$6,727,269	\$15,754,144	-28.7%	134.2%	--
TOTAL OTHER AGRIFOOD PRODUCTS	\$788,221,492	\$826,012,450	\$955,500,277	4.8%	15.7%	U.S., China, Japan

Source: Statistics Canada, CATSNET Analytics (April 2015)

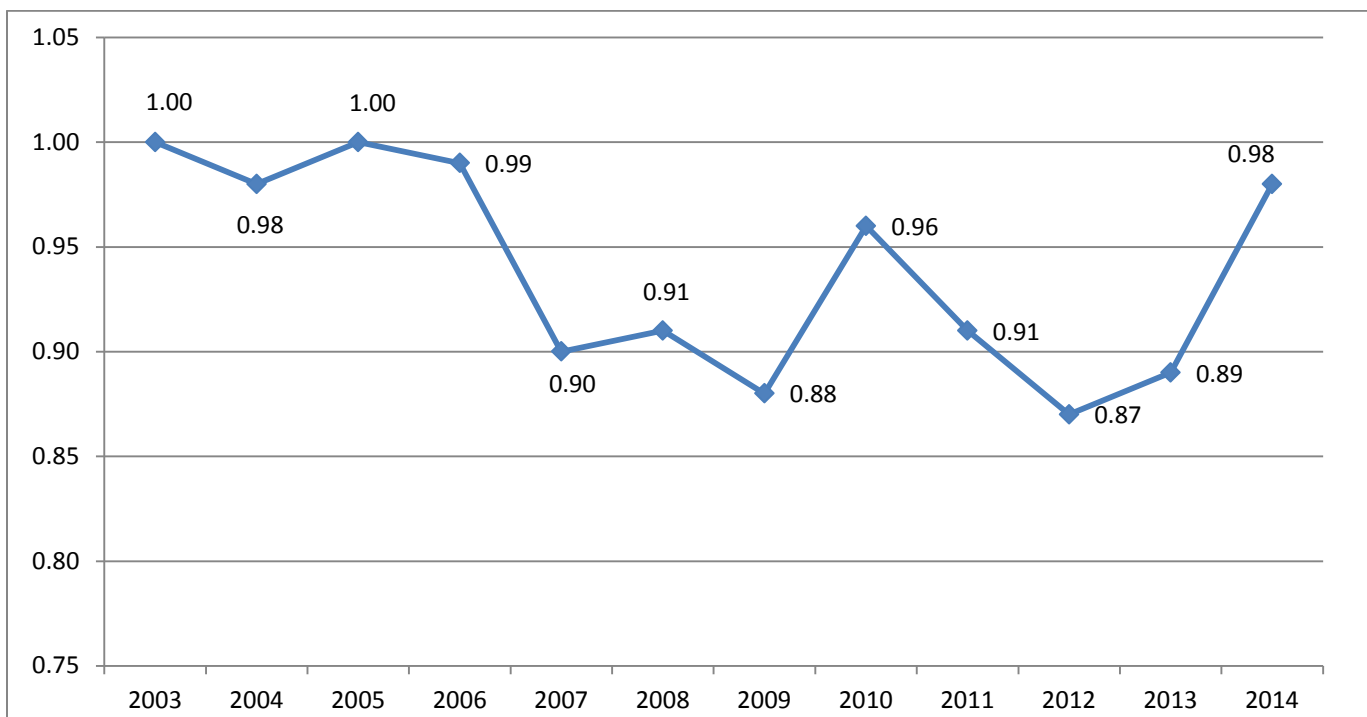
2014 BRITISH COLUMBIA SEAFOOD EXPORT HIGHLIGHTS



B.C. SEAFOOD EXPORT HIGHLIGHTS – 2014

- ❖ B.C. exported \$981 million worth of seafood products to 74 different markets in 2014, an increase of 10 per cent from 2013.
- ❖ Ninety per cent of B.C.'s total seafood export value was generated by the top five markets: U.S., China, Japan, Hong Kong and Vietnam.
- ❖ Exports of salmon and trout products increased by 18 per cent in 2014 to \$488 million – rising from \$415 million in 2013.
- ❖ Exports of groundfish products decreased by six per cent in 2014, down from \$135 to \$126 million.
- ❖ Invertebrate and marine plant exports rose to \$253 million in 2014, a 10 per cent increase over the \$231 million in 2013.
- ❖ Exports in the “other seafood products and species” category increased by three per cent, rising from \$110 million to \$114 million.

TOTAL VALUE OF B.C. SEAFOOD EXPORTS (\$ BILLIONS)



TOP B.C. SEAFOOD EXPORTS

TOP B.C. SEAFOOD EXPORTS IN 2014 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
1	Cultured Atlantic Salmon	\$291.1	\$267.1	\$255.0	-8.2%	-4.5%	U.S., Japan, Taiwan, China
2	Crab	\$72.3	\$86.8	\$102.0	20.1%	17.5%	China, U.S., Vietnam, Singapore
3	Wild Sockeye Salmon	\$24.0	\$16.8	\$90.2	-30.1%	437.9%	U.S., Japan, U.K., Thailand, Germany
4	Shrimp & Prawns	\$37.6	\$45.4	\$48.6	20.7%	7.1%	Japan, China, U.S. Vietnam, Hong Kong, Taiwan
5	Geoduck Clams	\$43.1	\$47.6	\$47.0	10.3%	-1.3%	China, Hong Kong, Vietnam, Macao
6	Hake	\$53.3	\$61.4	\$40.7	15.3%	-33.7%	China, Russia, Ukraine, Lithuania
7	Herring	\$33.9	\$33.8	\$38.2	-0.2%	13.0%	Japan, China, U.S., Fiji
8	Halibut	\$26.9	\$26.1	\$32.0	-2.9%	22.8%	U.S.
9	Wild Pink Salmon	\$16.5	\$30.0	\$28.0	82.1%	-6.5%	China, Belgium, Australia, U.K., U.S., New Zealand
10	Tuna	\$14.8	\$25.6	\$25.3	72.3%	-0.9%	U.S., Japan, China
11	Wild Chinook Salmon	\$15.0	\$12.6	\$21.0	-15.6%	66.2%	U.S., Japan, Italy, Georgia
12	Cultured Chinook Salmon	\$11.3	\$17.5	\$18.7	55.2%	6.8%	U.S., Japan, France
13	Sea Urchins	\$13.2	\$16.4	\$15.5	24.5%	-5.4%	Japan, Hong Kong, Taiwan
14	Oysters	\$11.1	\$12.6	\$15.4	14.0%	22.0%	U.S., Singapore
15	Wild Chum Salmon	\$18.4	\$15.2	\$14.7	-17.0%	-3.7%	U.S., France, Italy
16	Sablefish	\$17.5	\$12.0	\$12.2	-31.5%	1.7%	Japan, U.S., U.K.
17	Clams	\$8.1	\$9.7	\$10.8	18.6%	11.8%	U.S., Vietnam, China, Hong Kong
18	Flounder	\$4.1	\$7.0	\$10.3	71.6%	46.5%	China, Japan, Russia U.S., Ukraine
19	Sea Cucumbers	\$12.1	\$9.8	\$10.0	-19.5%	2.3%	Hong Kong, China
20	Pollock	\$3.5	\$3.0	\$5.8	-14.7%	95.1%	China, Ukraine, South Korea
21	Wild Coho Salmon	\$4.9	\$5.8	\$4.8	19.0%	-18.1%	U.S., Germany, Belgium, Italy
22	Cod	\$2.5	\$2.8	\$2.3	9.1%	-15.6%	U.S., Japan, China, Vietnam, Indonesia
23	Sole	\$2.3	\$2.2	\$2.0	-6.6%	-5.1%	China, U.S.
24	Pacific Ocean Perch	\$1.0	\$1.6	\$1.7	67.7%	3.1%	U.S., China
25	Cultured Coho Salmon	\$1.1	\$2.2	\$1.3	99.5%	-39.9%	U.S., Japan
<i>All Other Seafood Products</i>		\$130.4	\$120.0	\$127.3	-8.0%	6.1%	--
TOTAL SEAFOOD PRODUCTS		\$869.8	\$891.0	\$981.0	2.4%	10.1%	U.S., China, Japan, Hong Kong, Vietnam

Source: Statistics Canada, CATSNET Analytics (April 2015)

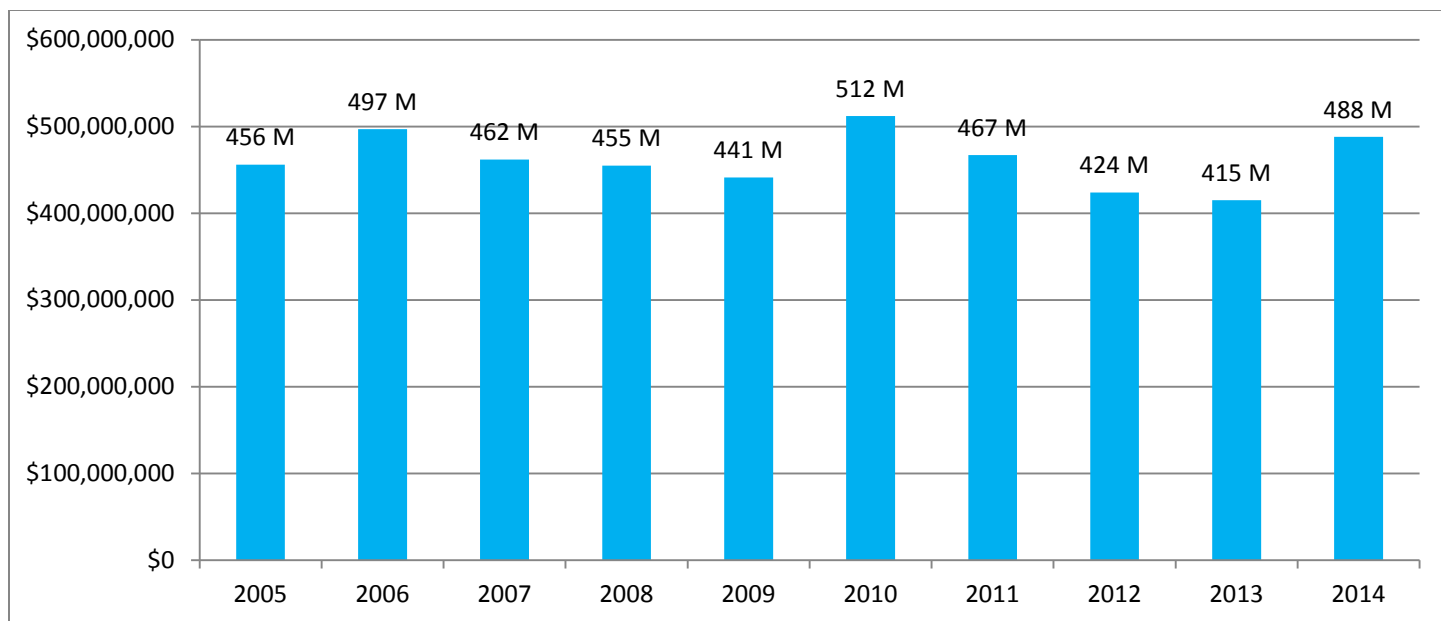
TOP B.C. SEAFOOD EXPORT MARKETS

TOP B.C. SEAFOOD EXPORT MARKETS IN 2014 BY VALUE (\$ MILLIONS)

RANK	MARKET	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP PRODUCTS IN 2014
1	United States	\$480.0	\$470.7	\$541.4	-1.9%	15.0%	Atlantic Salmon, Sockeye, Halibut, Tuna, Cultured Chinook Salmon, Oysters, Wild Chinook Salmon, , Crab, Shrimp & Prawns, Clams
2	China	\$120.9	\$157.6	\$179.0	30.4%	13.6%	Crab, Geoduck Clams, Hake, Shrimp & Prawns, Herring, Flounder, Pink Salmon, Sea Cucumbers, Tuna, Pollock, Sockeye Salmon
3	Japan	\$96.2	\$101.1	\$108.2	5.1%	7.0%	Herring, Shrimp & Prawns, Sockeye Salmon, Sea Urchins, Sablefish, Atlantic Salmon, Tuna, Flounder
4	Hong Kong	\$44.3	\$42.3	\$31.4	-4.5%	-25.8%	Geoduck Clams, Sea Cucumber, Shrimp & Prawns, Sea Urchins, Crab, Atlantic Salmon Clams, Sablefish
5	Vietnam	\$2.9	\$5.1	\$18.5	75.9%	262.7%	Shrimp & Prawns, Geoduck Clams, Crab, Clams, Herring, Atlantic Salmon, Cod
6	United Kingdom	\$17.4	\$11.6	\$12.8	-33.3%	10.3%	Sockeye Salmon, Pink Salmon, Sablefish, Crab
7	Ukraine	\$28.8	\$25.9	\$10.3	-10.1%	-60.2%	Hake, Pollock, Flounder, Pink Salmon
8	Russia	\$19.6	\$24.7	\$10.0	26.0%	-59.5%	Hake, Flounder, Pink Salmon, Wild Chinook Salmon
9	Germany	\$4.5	\$6.0	\$8.5	33.3%	41.7%	Sockeye Salmon, Pink Salmon, Chum Salmon, Coho Salmon, Halibut, Sea Urchins, Wild Chinook Salmon
10	Taiwan	\$6.9	\$9.4	\$7.2	36.2%	-23.4%	Shrimp & Prawns, Sea Urchins, Atlantic Salmon, Crab, Chum Salmon, Herring
<i>All Other Export Markets</i>		\$55.2	\$45.9	\$61.0	-16.8%	32.9%	--
WORLD		\$869.8	\$891.0	\$981.0	2.4%	10.1%	Atlantic Salmon, Crab, Wild Sockeye Salmon, Shrimp & Prawns, Geoduck Clams

Source: Statistics Canada, CATSNET Analytics (April 2015)

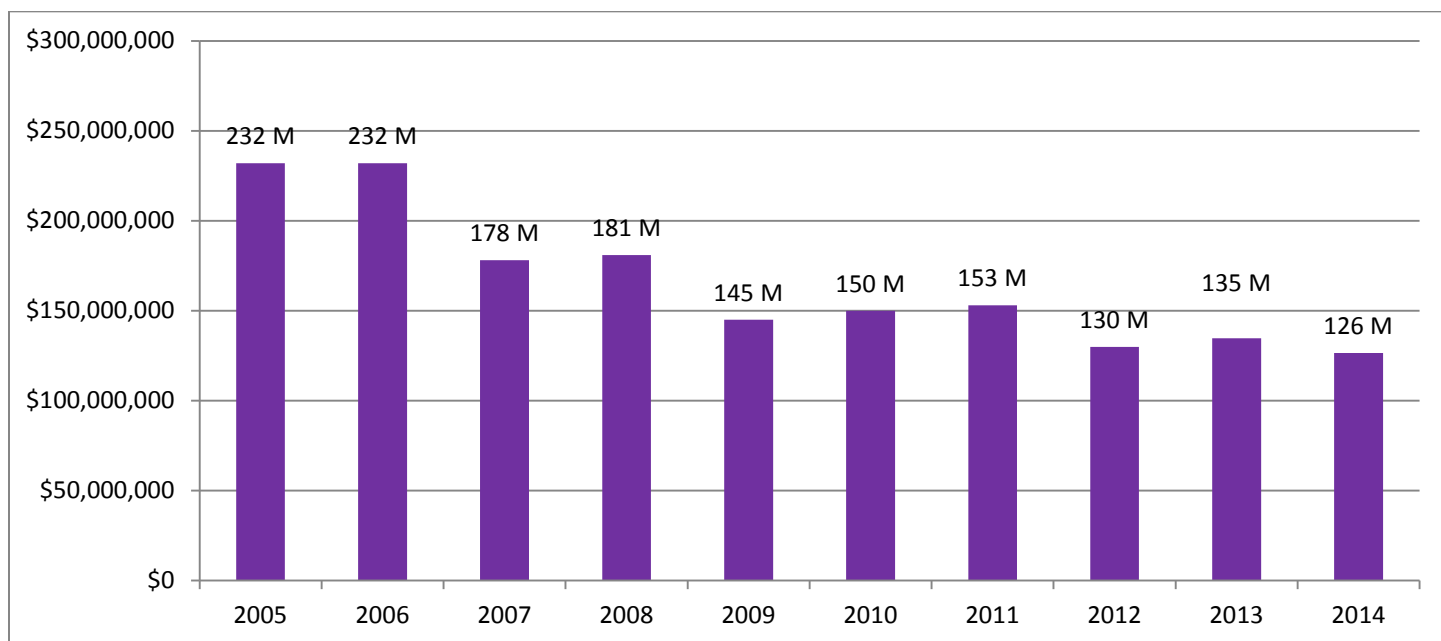
TOP B.C. EXPORTS – SALMON & TROUT PRODUCTS



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
Cultured Atlantic	\$291,076,361	\$267,105,802	\$254,988,871	-8.2%	-4.5%	U.S., Japan, Taiwan, China
Wild Sockeye	\$24,001,285	\$16,775,690	\$90,236,520	-30.1%	437.9%	U.S., Japan, U.K., Thailand, Germany, Australia, China
Wild Pink	\$16,461,609	\$29,975,515	\$28,038,367	82.1%	-6.5%	China, Belgium, Australia, U.K., U.S., New Zealand
Wild Chinook	\$14,978,815	\$12,649,031	\$21,027,999	-15.6%	66.2%	U.S., Japan
Cultured Chinook	\$11,267,127	\$17,483,174	\$18,672,272	55.2%	6.8%	U.S., Japan
Wild Chum	\$18,362,782	\$15,238,598	\$14,676,833	-17.0%	-3.7%	U.S., France, Italy
Wild Coho	\$4,886,244	\$5,814,506	\$4,760,720	19.0%	-18.1%	U.S.
Cultured Coho	\$1,125,344	\$2,245,603	\$1,349,525	99.5%	-39.9%	U.S.
Cultured Trout	\$580,923	\$400,038	\$114,796	-31.1%	-71.3%	U.S.
Other Salmon & Trout Products	\$41,175,487	\$47,365,837	\$54,105,575	15.0%	14.2%	--
Subtotal - Cultured	\$304,322,983	\$287,837,946	\$275,460,786	-5.4%	-4.3%	--
Subtotal - Wild	\$119,592,994	\$127,215,848	\$212,510,792	6.4%	67.0%	--
TOTAL SALMON & TROUT PRODUCTS	\$423,915,977	\$415,053,794	\$487,971,578	-2.1%	17.6%	U.S., Japan, U.K., China, Germany

Source: Statistics Canada, CATSNET Analytics (April 2015)

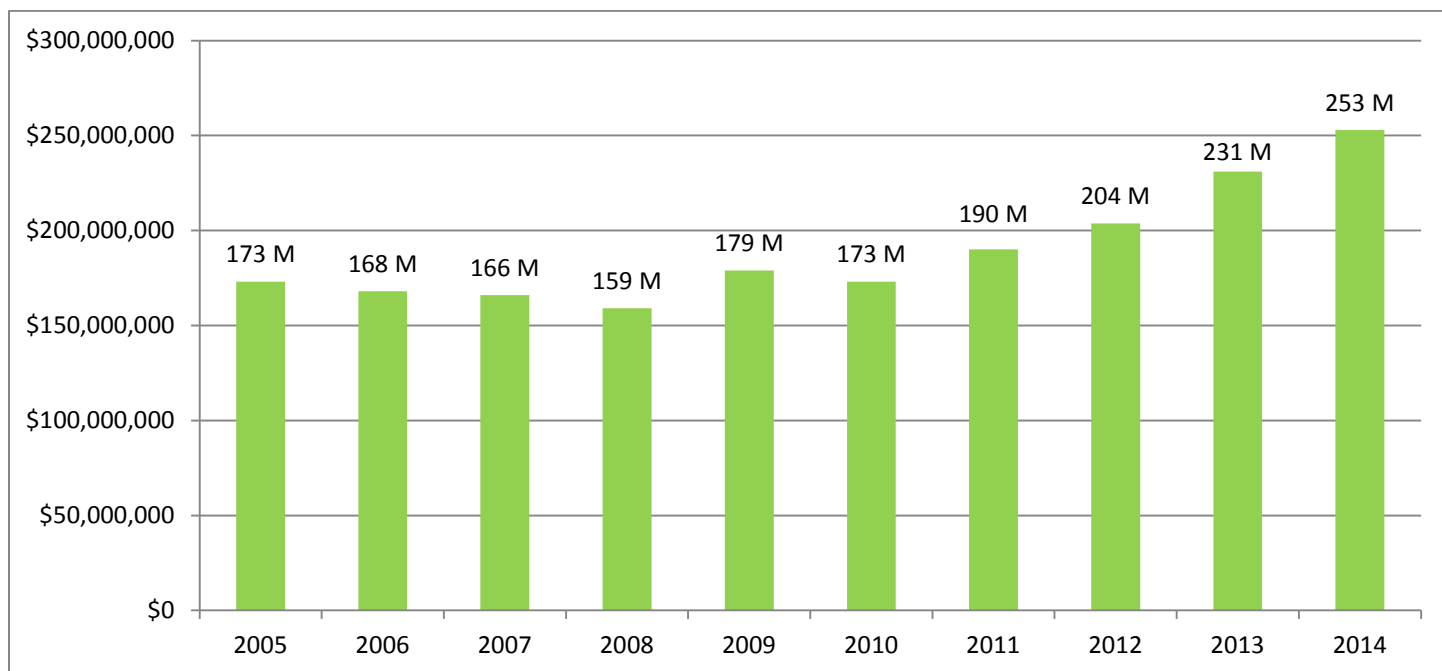
TOP B.C. EXPORTS – GROUND FISH PRODUCTS



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
Hake	\$53,265,320	\$61,411,251	\$40,698,371	15.3%	-33.7%	China, Russia, Ukraine, Lithuania
Halibut	\$26,851,521	\$26,083,632	\$32,038,116	-2.9%	22.8%	U.S.
Sablefish	\$17,473,940	\$11,974,838	\$12,180,939	-31.5%	1.7%	Japan, U.S., U.K.
Flounder	\$4,091,302	\$7,021,398	\$10,287,082	71.6%	46.5%	China, Japan, Russia, U.S., Ukraine
Pollock	\$3,471,719	\$2,960,333	\$5,776,841	-14.7%	95.1%	China, Ukraine, South Korea
Cod	\$2,549,914	\$2,780,774	\$2,346,115	9.1%	-15.6%	U.S., Japan, China, Vietnam, Indonesia
Sole	\$2,306,982	\$2,153,821	\$2,042,987	-6.6%	-5.1%	China, U.S.
Pacific Ocean Perch	\$967,981	\$1,623,130	\$1,673,588	67.7%	3.1%	U.S., China, South Korea, Taiwan
Lingcod	\$939,023	\$1,009,740	\$1,102,481	7.5%	9.2%	U.S.
Skate	\$1,048,464	\$893,480	\$686,955	-14.8%	-23.1%	South Korea
Dogfish	\$1,485,122	\$556,699	\$408,584	-62.5%	-26.6%	China, U.S.
Turbot	\$89,203	\$274,296	\$14,363	207.5%	-94.8%	Philippines
Other Groundfish Products	\$15,410,271	\$15,977,688	\$17,207,925	3.7%	7.7%	--
TOTAL GROUND FISH PRODUCTS	\$129,950,762	\$134,721,080	\$126,464,347	3.7%	-6.1%	U.S., China, Japan, Ukraine, Russia

Source: Statistics Canada, CATSNET Analytics (April 2015)

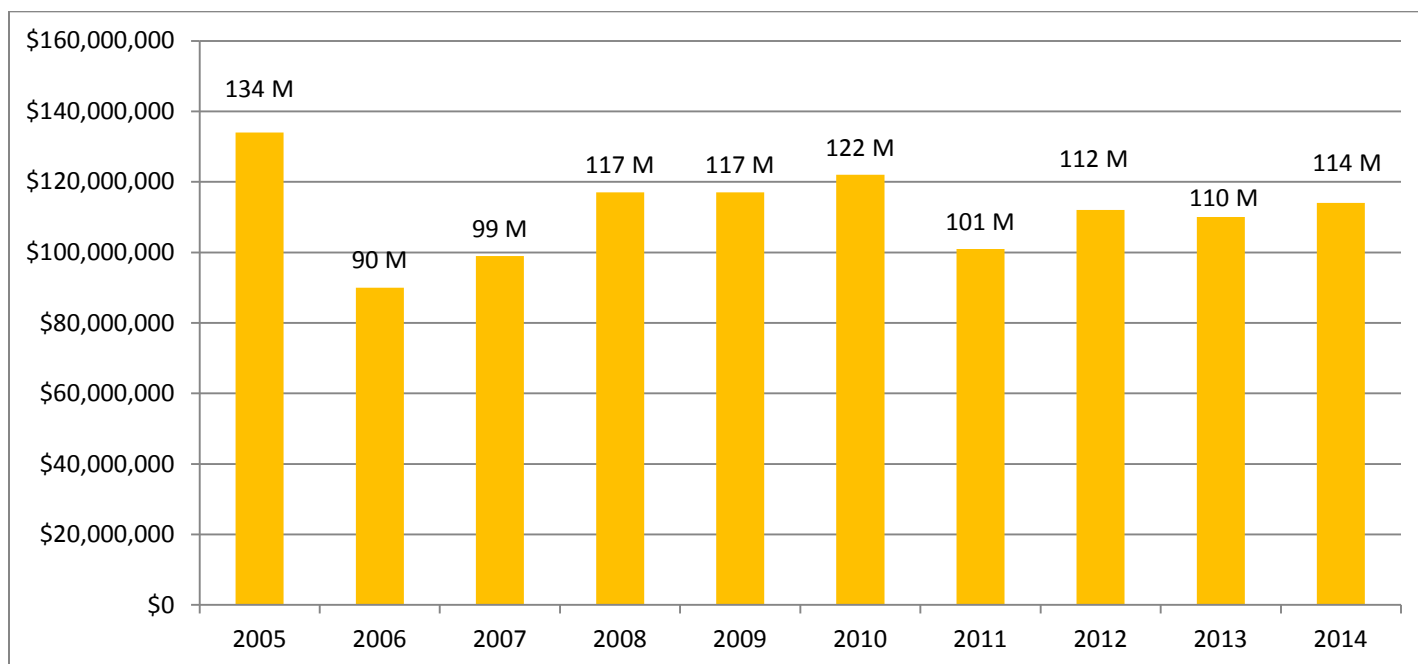
TOP B.C. EXPORTS – INVERTEBRATE & MARINE PLANT PRODUCTS



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKETS IN 2014
Crab	\$72,297,780	\$86,835,454	\$102,015,992	20.1%	17.5%	China, U.S., Vietnam
Shrimp & Prawns	\$37,631,724	\$45,438,669	\$48,649,238	20.7%	7.1%	Japan, China, U.S., Vietnam, Hong Kong, Taiwan
Geoduck Clams	\$43,148,023	\$47,606,563	\$47,009,052	10.3%	-1.3%	China, Hong Kong, Vietnam, Macao
Sea Urchins	\$13,183,583	\$16,412,972	\$15,521,200	24.5%	-5.4%	Japan, Hong Kong, Taiwan, China
Oysters	\$11,056,412	\$12,600,029	\$15,376,056	14.0%	22.0%	U.S., Singapore
Clams	\$8,139,073	\$9,656,065	\$10,791,282	18.6%	11.8%	U.S., Vietnam, China, Hong Kong
Sea Cucumbers	\$12,119,449	\$9,754,915	\$9,982,877	-19.5%	2.3%	Hong Kong, China
Marine Plants	\$19,404	\$427,140	\$551,055	2101.3%	29.0%	France
Scallops	\$270,785	\$215,272	\$425,232	-20.5%	97.5%	Indonesia
Mussels	\$16,231	\$94,729	\$264,600	483.6%	179.3%	U.S.
Octopus	\$62,961	\$8,924	\$24,366	-85.8%	173.0%	U.K., Japan, Portugal
Other Invertebrate & Marine Plant Products	\$5,774,221	\$1,891,391	\$2,318,663	-67.2%	22.6%	--
TOTAL INVERTEBRATE & MARINE PLANT PRODUCTS	\$203,719,646	\$230,942,123	\$252,929,613	13.4%	9.5%	China, U.S., Japan, Hong Kong, Vietnam, Taiwan, Singapore

Source: Statistics Canada, CATSNET Analytics (April 2015)

TOP B.C. EXPORTS – OTHER SEAFOOD SPECIES & PRODUCTS



PRODUCT DESCRIPTION	2012	2013	2014	12-13 GROWTH	13-14 GROWTH	TOP MARKESTS IN 2014
Herring	\$33,856,614	\$33,776,664	\$38,161,765	-0.2%	13.0%	Japan, China, U.S., Fiji
Tuna	\$14,834,953	\$25,558,289	\$25,339,363	72.3%	-0.9%	U.S., Japan, China
Other Fish Fillets	\$17,960,631	\$18,882,326	\$17,345,495	5.1%	-8.1%	U.S., Italy, Germany
Other Fats, Oils & Extracts	\$6,432,762	\$7,199,176	\$5,010,778	11.9%	-30.4%	U.S., South Korea, Japan, Peru
Flour, Meal & Pellets for Non-Human Consumption	\$3,035,309	\$3,237,067	\$2,860,824	6.6%	-11.6%	U.S.
Sardines	\$12,114,162	\$728,268	\$202,270	-94.0%	-72.2%	Mauritius, Fiji
Other Seafood Species & Products	\$23,939,420	\$20,871,163	\$24,695,986	-12.8%	18.3%	--
TOTAL OTHER SEAFOOD SPECIES & PRODUCTS	\$112,173,851	\$110,252,953	\$113,616,481	-1.7%	3.1%	U.S., Japan, China, South Korea

Source: Statistics Canada, CATSNET Analytics (April 2015)

NOTES AND DEFINITIONS

1. “Agrifood ” includes agrifood products produced by farmers, growers and ranchers in British Columbia, as well as food and beverage products manufactured by B.C.’s food and beverage processors (regardless of where ingredients were sourced from). Agrifood does not include any fish, shellfish or marine plant products.
2. “Seafood” includes fish, shellfish and marine plants and their products harvested or cultured in marine and freshwater as well as seafood products manufactured by B.C.’s seafood processors.
3. “Food Preparations for Manufacturing” includes pastes, powders and flavourings used by food manufacturers.
4. “Industrial By-Products & Residues” includes bran, waxes, animal or vegetables fats and other by-products and residues from food and beverage manufacturing.

Export data provided in this analysis refers to B.C. Domestic Exports, not B.C. Origin Exports. Domestic exports consist of the exports of all goods grown, produced, extracted or manufactured in the province (British Columbia) leaving the province (through customs) for a foreign destination. Exports of imported merchandise that has been substantially enhanced in value are also included.

Export data provided in the “Agrifood” analysis has been revised from raw data released by Statistics Canada to account for apparent discrepancies regarding exports of soya beans, beef tallow, rapeseed/canola oil, oilcakes, tobacco, raw hides/skins and beef products that are believed to come from other Canadian provinces. Therefore, the total export values for B.C. “Agrifood” provided in this analysis have been reduced by \$258.6 million in 2012, \$279.8 million in 2013 and \$318.2 million in 2014. The Ministry of Agriculture is working with Statistics Canada to investigate these discrepancies.



CONTACT INFORMATION

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April 2015