



2016 EXPORT HIGHLIGHTS BRITISH COLUMBIA AGRIFOOD & SEAFOOD



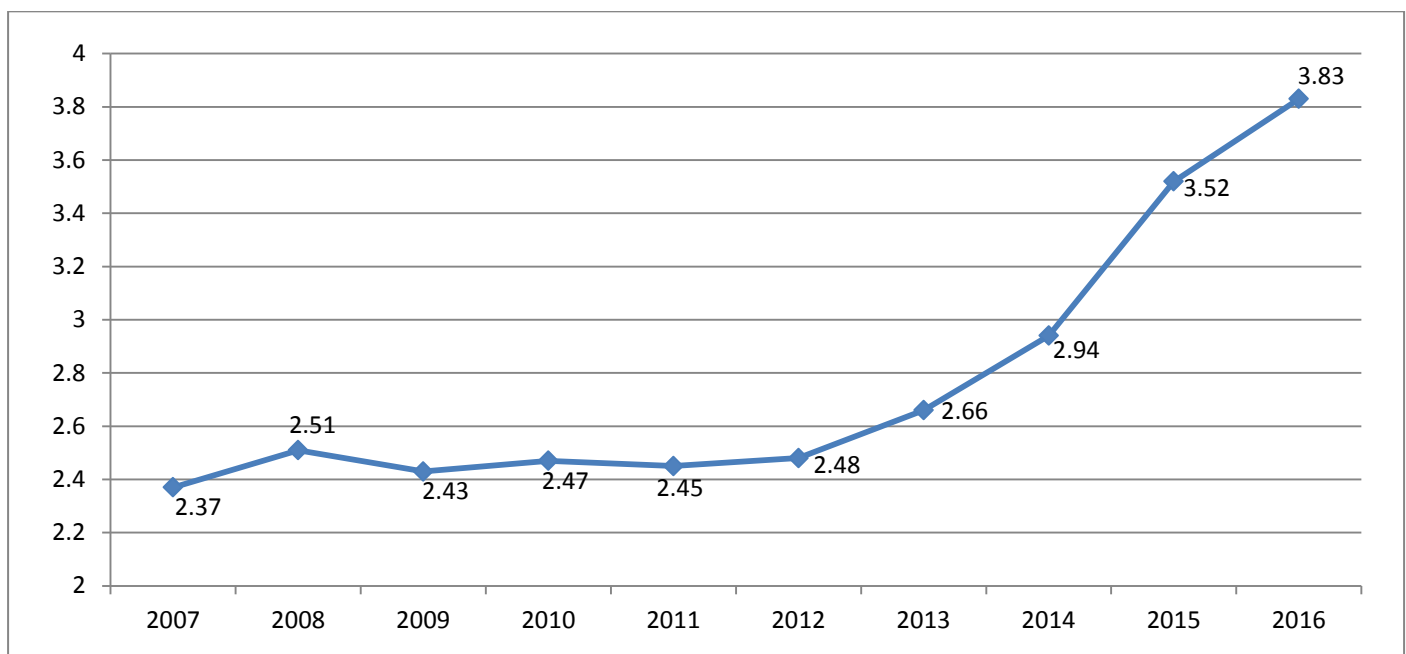
Table of Contents

BRITISH COLUMBIA AGRIFOOD & SEAFOOD EXPORT HIGHLIGHTS – 2016	3
TOTAL VALUE OF B.C. AGRIFOOD & SEAFOOD EXPORTS (\$ BILLIONS).....	3
TOP B.C. AGRIFOOD AND SEAFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS).....	4
TOP B.C. AGRIFOOD AND SEAFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS).....	5
B.C. AGRIFOOD EXPORT HIGHLIGHTS – 2016	7
TOTAL VALUE OF B.C. AGRIFOOD EXPORTS (\$ BILLIONS).....	7
TOP B.C. AGRIFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)	8
TOP B.C. AGRIFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS).....	9
TOP B.C. EXPORTS – FRUIT & NUT PRODUCTS.....	10
TOTAL VALUE OF FRUIT AND NUT PRODUCT EXPORTS (\$ MILLIONS).....	10
TOP B.C. EXPORTS – VEGETABLE PRODUCTS.....	11
TOTAL VALUE OF VEGETABLE PRODUCT EXPORTS (\$ MILLIONS).....	11
TOP B.C. EXPORTS – ANIMALS & ANIMAL PRODUCTS.....	12
TOTAL VALUE OF ANIMAL PRODUCT EXPORTS (\$ MILLIONS)	12
TOP B.C. EXPORTS – BEVERAGES	13
TOTAL VALUE OF BEVERAGE EXPORTS (\$ MILLIONS)	13
TOP B.C. EXPORTS – OTHER AGRIFOOD PRODUCTS.....	14
TOTAL VALUE OF OTHER AGRIFOOD PRODUCT EXPORTS (\$ MILLIONS).....	14
B.C. SEAFOOD EXPORT HIGHLIGHTS – 2016	16
TOTAL VALUE OF B.C. SEAFOOD EXPORTS (\$ BILLIONS).....	16
TOP B.C. SEAFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)	17
TOP B.C. SEAFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS).....	18
TOP B.C. EXPORTS – SALMON & TROUT PRODUCTS	19
TOTAL VALUE OF SALMON & TROUT PRODUCT EXPORTS (\$ MILLIONS)	19
TOP B.C. EXPORTS – GROUND FISH PRODUCTS.....	20
TOTAL VALUE OF GROUND FISH PRODUCT EXPORTS (\$ MILLIONS).....	20
TOP B.C. EXPORTS – INVERTEBRATE & MARINE PLANT PRODUCTS.....	21
TOTAL VALUE OF INVERTEBRATE & MARINE PRODUCT EXPORTS (\$ MILLIONS)	21
TOP B.C. EXPORTS – OTHER SEAFOOD SPECIES & PRODUCTS.....	22
TOTAL VALUE OF OTHER SEAFOOD PRODUCT EXPORTS (\$ MILLIONS).....	22
NOTES AND DEFINITIONS	23

BRITISH COLUMBIA AGRIFOOD & SEAFOOD EXPORT HIGHLIGHTS – 2016

- ❖ The value of British Columbia agrifood and seafood exports increased nine per cent in 2016. Of this, agrifood exports rose five per cent and seafood exports rose 17 per cent.
- ❖ In 2016, B.C. exported \$3.8 billion worth of agrifood and seafood products to 160 markets.
- ❖ Agrifood product shipments contributed 65 per cent and seafood shipments contributed 35 per cent to the total value of provincial agrifood and seafood exports in 2016.
- ❖ The top export commodities in 2016 were farmed Atlantic salmon valued at \$524 million and food preparations for manufacturing and natural health products valued at \$307 million.
- ❖ The United States (U.S.) was B.C.’s largest export market with a 71 per cent share in 2016 worth \$2.7 billion.
- ❖ Commodities with the greatest growth included:
 - Wild Chum up 169 per cent to \$45 million
 - Hake up 60 per cent to \$71 million
 - Herring up 29 per cent to \$45 million
- ❖ Markets showing significant growth included:
 - Ukraine up 95 per cent to \$31 million
 - Philippines up 40 per cent to \$20 million
 - Hong Kong up 31 per cent to \$55 million

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



TOP B.C. AGRIFOOD & SEAFOOD EXPORTS

TOP B.C. AGRIFOOD AND SEAFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Farmed Atlantic Salmon	\$255.0	\$411.3	\$524.2	13.7%	27.4%	U.S., Japan, China, Taiwan
2	Food Preparations for Manufacturing & Natural Health Products	\$234.8	\$293.6	\$306.8	8.0%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong, U.A.E.
3	Baked Goods and Cereal Products	\$185.8	\$230.4	\$293.3	7.6%	27.3%	U.S., Japan, China, Hong Kong
4	Blueberries	\$168.7	\$218.0	\$200.2	5.2%	-8.2%	U.S., Japan, Australia, China, Hong Kong
5	Mushrooms	\$88.1	\$131.2	\$156.4	4.1%	19.2%	U.S., Japan, Switzerland, France, Netherlands
6	Crab	\$102.0	\$116.0	\$141.5	3.7%	22.0%	China, U.S., Singapore
7	Chocolate and Cocoa Preparations	\$93.0	\$124.4	\$118.7	3.1%	-4.5%	U.S., China, Japan
8	Alfalfa, Fodder & Animal Feeds	\$84.3	\$107.7	\$116.9	3.0%	8.5%	U.S., China, South Korea
9	Plants, Bulbs & Flowers	\$81.7	\$96.7	\$106.9	2.8%	10.6%	U.S.
10	Pork Products	\$83.8	\$91.9	\$104.2	2.7%	13.4%	China, Japan, Hong Kong, Taiwan, Philippines, Chile, Singapore, U.S.
11	Peppers	\$71.5	\$89.6	\$93.2	2.4%	4.0%	U.S.
12	Cherries	\$53.8	\$91.7	\$83.3	2.2%	-9.1%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
13	Coffee & Tea	\$47.0	\$67.0	\$77.9	2.0%	16.3%	U.S., Australia, Japan, South Korea, U.K.
14	Hake	\$40.7	\$44.1	\$70.6	1.8%	60.0%	Ukraine, China, Lithuania
15	Fruit Syrups & Concentrates	\$39.6	\$55.0	\$65.4	1.7%	19.0%	U.S., Romania
16	Tomatoes	\$63.4	\$65.4	\$61.5	1.6%	-6.0%	U.S., Japan
17	Cranberries	\$29.1	\$55.5	\$56.1	1.5%	1.1%	U.S.
18	Live Bovine Animals	\$63.5	\$69.9	\$52.2	1.4%	-25.3%	U.S.
19	Shrimp & Prawns	\$48.6	\$49.9	\$46.5	1.2%	-6.8%	China, U.S., Japan
20	Herring	\$38.2	\$35.0	\$45.2	1.2%	29.0%	Japan, China, U.S., South Korea
21	Wild Chum Salmon	\$14.7	\$16.7	\$44.9	1.2%	169.3%	U.S., China, France, Spain, Portugal, Japan
22	Halibut	\$32.0	\$38.1	\$43.6	1.1%	14.5%	U.S.
23	Dairy Products	\$35.5	\$35.0	\$40.6	1.1%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Hong Kong, Singapore
24	Wheat Flour	\$38.4	\$37.1	\$38.3	1.0%	3.2%	U.S.
25	Geoduck Clams	\$47.0	\$43.5	\$38.1	1.0%	-12.6%	China, Hong Kong, Macao
<i>All Other Agrifood and Seafood</i>		\$903.4	\$909.6	\$907.1	23.7%	-0.3%	--
TOTAL AGRIFOOD & SEAFOOD		\$2,943.6	\$3,524.3	\$3,833.6	100.0%	8.8%	U.S., China, Japan, Hong Kong, South Korea

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. AGRIFOOD & SEAFOOD EXPORT MARKETS

- ❖ B.C.'s top 10 markets comprised 94 per cent of B.C.'s total agrifood and seafood exports in 2016.
- ❖ The U.S. alone was responsible for 71 per cent of B.C.'s agrifood and seafood exports in 2016.
- ❖ Food preparations for manufacturing and natural health products, B.C.'s second top export in 2016 at \$307 million, reached almost 80 different markets in 2016.

TOP B.C. AGRIFOOD AND SEAFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$2,050.3	\$2,539.6	\$2,738.9	71.4%	7.8%	Farmed Atlantic Salmon, Baked Goods & Cereal Products, Food Preparations for Manufacturing & Natural Health Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Plants, Bulbs & Flowers, Alfalfa, Fodder & Animal Feeds
2	China	\$259.5	\$343.6	\$407.2	10.6%	18.5%	Crab, Pork Products, Food Preparations for Manufacturing & Natural Health Products, Geoduck Clams, Hake, Cherries, Shrimp & Prawns, Flounder, Farmed Atlantic Salmon, Herring
3	Japan	\$187.8	\$190.4	\$207.1	5.4%	8.7%	Pork Products, Herring, Mushrooms, Blueberries, Farmed Atlantic Salmon, Shrimp & Prawns, Sea Urchin, Sablefish, Wild Chinook Salmon, Oilseeds, Baked Goods & Cereal Products
4	South Korea	\$33.5	\$54.3	\$63.6	1.7%	17.2%	Food Preparations for Manufacturing & Natural Health Products, Alfalfa, Fodder & Animal Feeds, Oilseeds, Shrimp & Prawns, Oil & Oilcakes, Herring, Sea Urchin
5	Hong Kong	\$62.8	\$41.9	\$54.9	1.4%	30.9%	Sea Cucumber, Pork Products, Cherries, Food Preparations for Manufacturing & Natural Health Products, Geoduck Clams, Sea Urchin, Eggs, Dairy Products, Baked Goods & Cereal Products
6	Taiwan	\$42.4	\$40.3	\$39.6	1.0%	-1.8%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Farmed Atlantic Salmon, Pork Products, Water, Sea Urchin, Poultry Products
7	Ukraine	\$10.3	\$16.1	\$31.4	0.8%	94.9%	Hake, Pollock, Sablefish
8	Australia	\$23.8	\$24.9	\$30.5	0.8%	22.6%	Food Preparations for Manufacturing & Natural Health Products, Blueberries, Coffee, Dairy Products, Wild Sockeye Salmon, Wild Pink Salmon
9	United Kingdom	\$20.7	\$26.2	\$21.2	0.6%	-19.0%	Food Preparations for Manufacturing & Natural Health Products, Wild Sockeye Salmon, Cherries, Oil & Oilcakes, Coffee & Tea, Sablefish
10	Philippines	\$15.3	\$14.1	\$19.7	0.5%	39.8%	Poultry Products, Pork Products, Food Preparations for Manufacturing & Natural Health Products
<i>All Other Export Markets</i>		\$237.2	\$232.9	\$219.5	5.8%	-5.7%	--
WORLD		\$2,943.6	\$3,524.3	\$3,833.6	100.0%	8.8%	Farmed Atlantic Salmon, Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Crab, Chocolate & Cocoa Preparations, Alfalfa, Fodder & Animal Feeds, Plants, Bulbs & Flowers, Pork Products, Peppers

Source: Statistics Canada, CATSNET Analytics (February 2017)

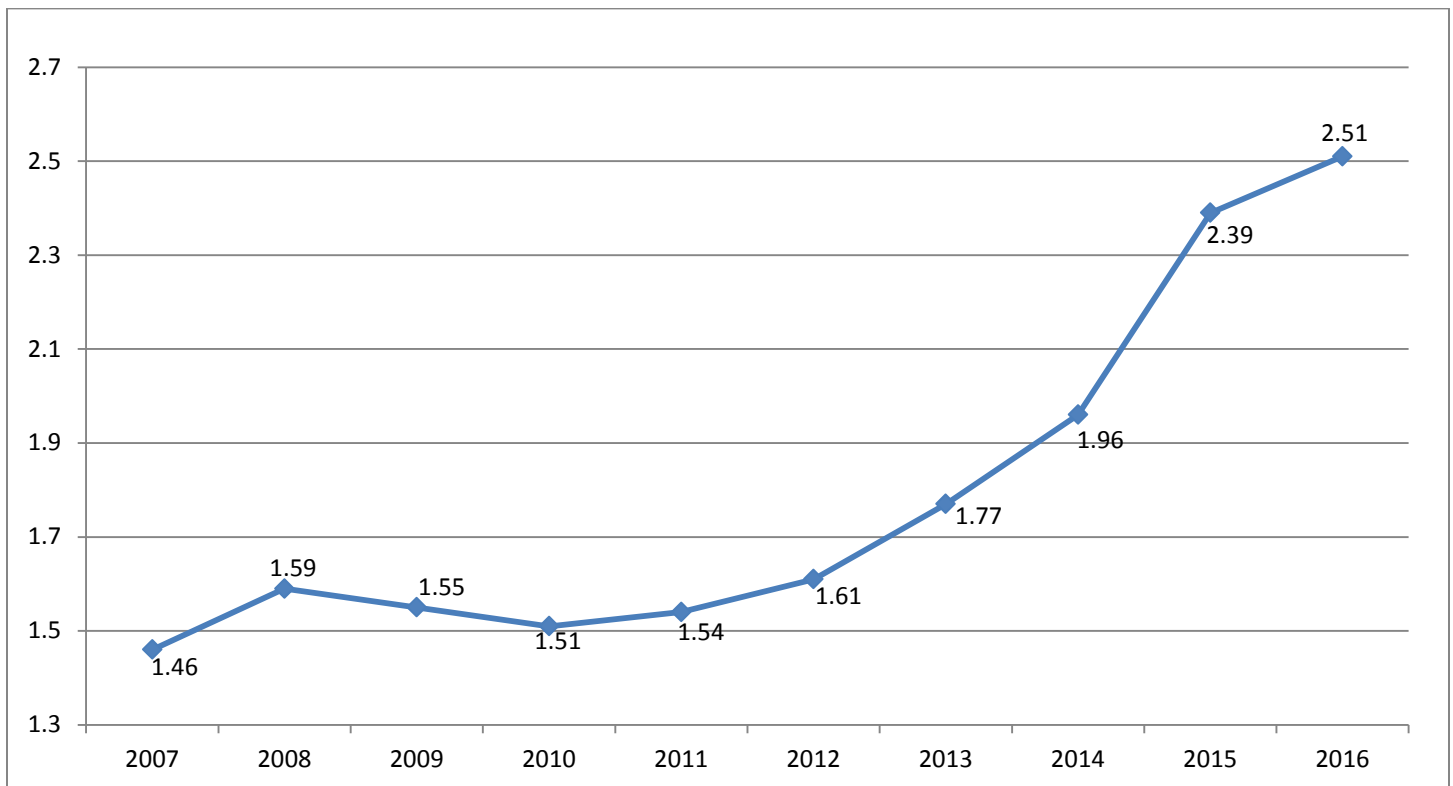
**2016
BRITISH COLUMBIA
AGRIFOOD
EXPORT HIGHLIGHTS**



B.C. AGRIFOOD EXPORT HIGHLIGHTS – 2016

- ❖ B.C. exported \$2.5 billion worth of agrifood products to 147 different markets in 2016, an increase of five per cent over 2015.
- ❖ Ninety per cent of the export value was generated by B.C.'s top five markets: U.S., China, Japan, South Korea and Hong Kong.
- ❖ Exports of fruit and nut products decreased by one per cent in 2016, falling from \$508 million to \$505 million.
- ❖ Exports of vegetable products increased by nine per cent in 2016, rising from \$331 million to \$362 million.
- ❖ Exports of animals and animal products decreased by two per cent in 2016, falling from \$276 million to \$271 million.
- ❖ Exports of beverages fell by 19 per cent in 2016, decreasing from \$98 million to \$79 million.
- ❖ Exports of other agrifood products grew by nine per cent in 2016, rising from \$1.2 billion to \$1.3 billion.

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



TOP B.C. AGRIFOOD EXPORTS

TOP B.C. AGRIFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Food Preparations for Manufacturing & Natural Health Products	\$234.8	\$293.6	\$306.8	12.2%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong, U.A.E.
2	Baked Goods & Cereal Products	\$185.8	\$230.4	\$293.3	11.7%	27.3%	U.S., Japan, China, Hong Kong
3	Blueberries	\$168.7	\$218.0	\$200.2	8.0%	-8.2%	U.S., Japan, Australia, China, Hong Kong
4	Mushrooms	\$88.1	\$131.2	\$156.4	6.2%	19.2%	U.S., Japan, Switzerland, France, Netherlands
5	Chocolate & Cocoa Preparations	\$93.0	\$124.4	\$118.7	4.7%	-4.5%	U.S., China, Japan
6	Alfalfa, Fodder & Animal Feeds	\$84.3	\$107.7	\$116.9	4.7%	8.5%	U.S., China, South Korea
7	Plants, Bulbs & Flowers	\$81.7	\$96.7	\$106.9	4.3%	10.6%	U.S.
8	Pork Products	\$83.8	\$91.9	\$104.2	4.2%	13.4%	China, Japan, Hong Kong, Taiwan, Philippines, Chile, Singapore, U.S.
9	Peppers	\$71.5	\$89.6	\$93.2	3.7%	4.0%	U.S.
10	Cherries	\$53.8	\$91.7	\$83.3	3.3%	-9.2%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
11	Coffee & Tea	\$47.0	\$67.0	\$77.9	3.1%	16.3%	U.S., Australia, Japan, South Korea, U.K.
12	Fruit Syrups & Concentrates	\$39.6	\$55.0	\$65.4	2.6%	19.0%	U.S., Romania
13	Tomatoes	\$63.4	\$65.4	\$61.5	2.5%	-6.0%	U.S., Japan
14	Cranberries	\$29.1	\$55.5	\$56.1	2.2%	1.1%	U.S.
15	Live Bovine Animals	\$63.5	\$69.9	\$52.2	2.1%	-25.3%	U.S.
16	Dairy Products	\$35.5	\$35.0	\$40.6	1.6%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Hong Kong, Singapore
17	Wheat Flour	\$38.4	\$37.1	\$38.3	1.5%	3.2%	U.S.
18	Water	\$36.0	\$49.9	\$35.1	1.4%	-29.8%	U.S., China, Japan, Taiwan
19	Sugar & Sugar Confectionary	\$22.7	\$26.7	\$29.9	1.2%	12.1%	U.S., Costa Rica
20	Poultry Products	\$38.9	\$25.1	\$28.6	1.1%	14.1%	Philippines, U.S., Taiwan
21	Oilseeds	\$26.5	\$21.9	\$24.2	1.0%	10.2%	China, Japan, U.S., Mexico, South Korea, Pakistan, U.A.E.
22	Oil & Oilcakes	\$9.3	\$16.7	\$23.2	0.9%	38.8%	U.S., U.K., South Korea, China
23	Ground Nuts	\$1.8	\$5.3	\$22.8	0.9%	330.8%	U.S.
24	Fruit & Vegetable Juice	\$22.5	\$24.9	\$22.4	0.9%	-9.8%	U.S.
25	Apples	\$19.3	\$20.5	\$20.9	0.8%	1.7%	U.S., Vietnam
<i>All Other Agrifood Products</i>		\$323.4	\$343.0	\$328.9	-4.1%	13.1%	--
TOTAL AGRIFOOD PRODUCTS		\$1,962.4	\$2,394.1	\$2,507.9	100.0%	4.8%	U.S., China, Japan, South Korea, Hong Kong, Taiwan, Australia

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. AGRIFOOD EXPORT MARKETS

- ❖ At \$1.9 billion, exports to the U.S. comprised 77 per cent of B.C.'s total agrifood exports in 2016.
- ❖ Australia was B.C.'s fastest growing top market for agrifood products in 2016, rising by 39 per cent from \$19 million in 2015 to \$26 million in 2016.
- ❖ The United Kingdom became a top 10 market for B.C. agrifood with an increase in exports of food preparations for manufacturing and natural health products, from \$1 million in 2015 to \$6 million in 2016.

TOP B.C. AGRIFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

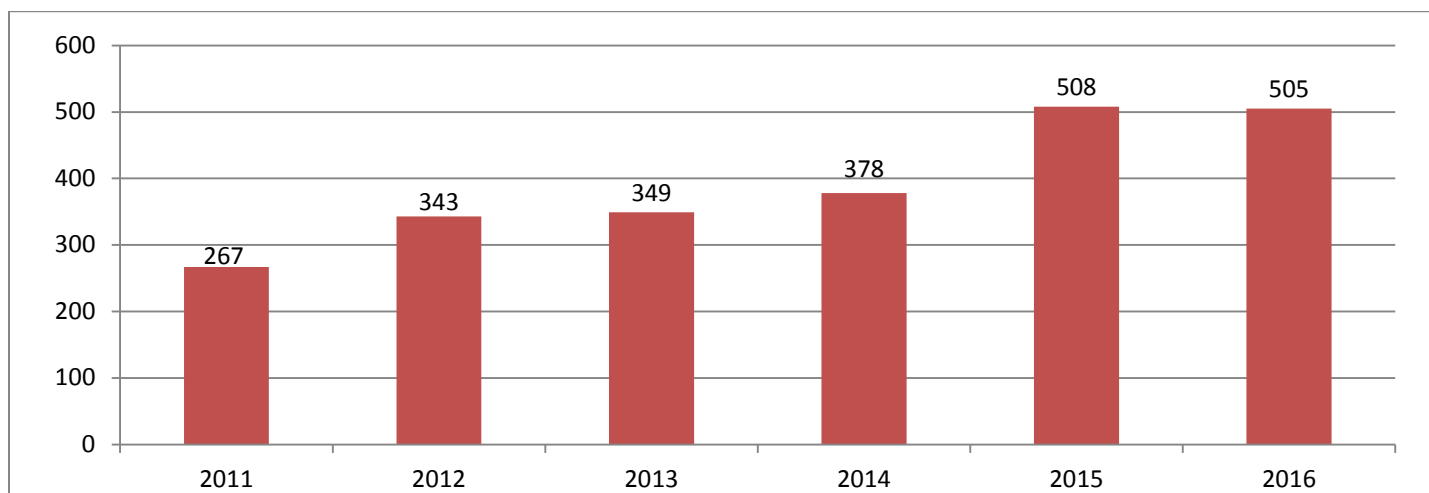
RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$1,508.3	\$1,844.7	\$1,940.3	77.4%	5.2%	Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Plants, Bulbs & Flowers, Alfalfa, Fodder & Animal Feeds, Peppers, Fruit Syrups & Concentrates, Tomatoes, Cranberries, Malt
2	China	\$80.9	\$140.8	\$141.9	5.7%	0.8%	Pork Products, Food Preparations for Manufacturing & Natural Health Products, Cherries, Oilseeds, Water, Wine, Alfalfa, Fodder & Animal Feeds, Blueberries, Chocolate & Cocoa Preparations
3	Japan	\$79.6	\$103.3	\$100.8	4.0%	-2.5%	Pork Products, Mushrooms, Blueberries, Oilseeds, Baked Goods & Cereal Products, Condiments, Sauces, Seasonings & Soups, Coffee, Water, Wheat, Malt
4	South Korea	\$29.3	\$48.0	\$53.6	2.1%	11.6%	Food Preparations for Manufacturing & Natural Health Products, Coffee, Alfalfa, Fodder & Animal Feeds, Oilseeds, Hemp Seeds, Peptones/Hide Powder/Protein Derivatives, Pork Products
5	Hong Kong	\$31.4	\$24.6	\$31.2	1.2%	26.5%	Pork Products, Cherries, Food Preparations for Manufacturing & Natural Health Products, Eggs, Dairy Products, Blueberries
6	Taiwan	\$35.2	\$30.3	\$29.6	1.2%	-2.1%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Pork Products, Wine, Water, Poultry Products
7	Australia	\$17.3	\$18.9	\$26.3	1.0%	39.1%	Food Preparations for Manufacturing & Natural Health Products, Blueberries, Coffee, Dairy Products
8	Philippines	\$15.2	\$13.9	\$19.2	0.8%	37.8%	Poultry Products, Pork Products, Food Preparations for Manufacturing & Natural Health Products, Condiments, Sauces, Seasonings & Soups
9	Vietnam	\$8.8	\$12.5	\$16.6	0.7%	32.9%	Apples, Cherries, Food Preparations for Manufacturing & Natural Health Products, Distilled Spirits, Poultry Products
10	United Kingdom	\$7.9	\$9.4	\$12.1	0.5%	28.1%	Food Preparations for Manufacturing & Natural Health Products, Cherries, Oil & Oilcakes, Coffee
<i>All Other Export Markets</i>		\$148.5	\$147.7	\$136.3	5.4%	-7.6%	--
WORLD		\$1,962.4	\$2,394.1	\$2,507.9	100.0%	4.8%	Food Preparations for Manufacturing & Natural Health Products, Baked Goods & Cereal Products, Blueberries, Mushrooms, Chocolate & Cocoa Preparations, Alfalfa, Fodder & Animal Feeds, Plants, Bulbs & Flowers, Pork Products, Peppers

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – FRUIT & NUT PRODUCTS

- ❖ Despite decreasing in value from \$218 million in 2015 to \$200 million in 2016, blueberries remained B.C.'s top fruit and nut export in 2016, and B.C.'s fourth largest agrifood and seafood export overall.
- ❖ In 2016, exports of cranberries went almost exclusively to the U.S., with \$55 million being exported there.
- ❖ Cherries were one of B.C.'s most diverse fruit and nut exports, reaching 22 markets in 2016.

TOTAL VALUE OF FRUIT AND NUT PRODUCT EXPORTS (\$ MILLIONS)



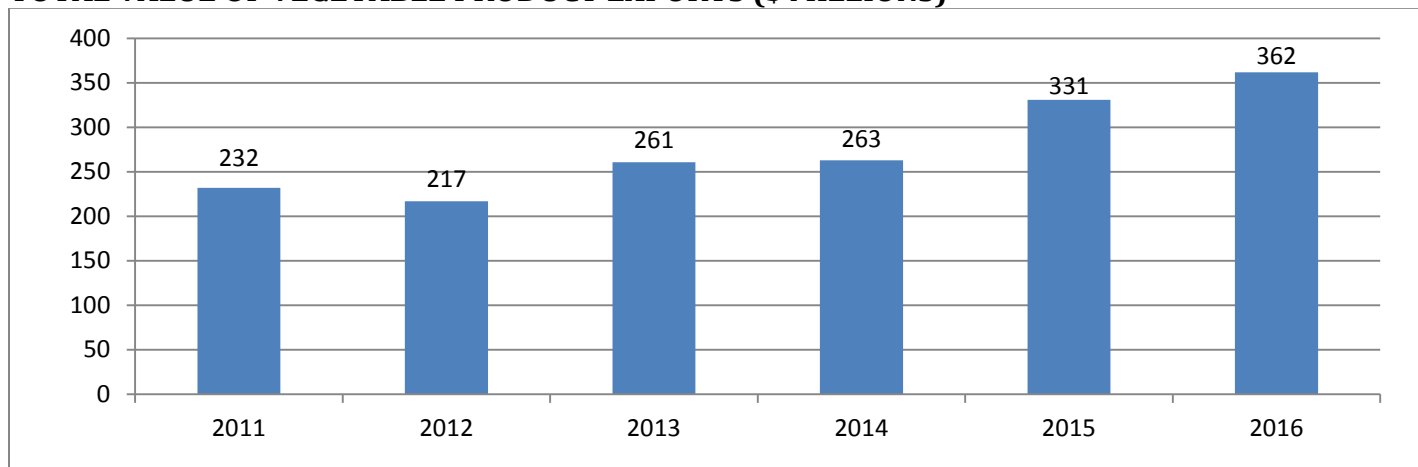
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Blueberries	\$168,678,947	\$218,049,842	\$200,195,726	39.7%	-8.2%	U.S., Japan, Australia, China, Hong Kong
Cherries	\$53,815,468	\$91,673,304	\$83,288,832	16.5%	-9.1%	U.S., China, Taiwan, Hong Kong, Vietnam, Thailand, U.K., Singapore
Cranberries	\$29,148,301	\$55,541,715	\$56,125,414	11.1%	1.1%	U.S.
Ground Nuts	\$1,766,318	\$5,297,000	\$22,818,066	4.5%	330.8%	U.S.
Apples	\$19,340,483	\$20,508,980	\$20,865,870	4.1%	1.7%	U.S., Vietnam
Raspberries	\$14,526,069	\$13,464,302	\$12,039,017	2.4%	-10.6%	U.S.
Fruit Jellies, Jams & Purees	\$10,007,454	\$8,528,201	\$4,012,357	0.8%	-53.0%	U.S., China
Strawberries	\$3,054,118	\$2,083,036	\$1,182,214	0.2%	-43.2%	U.S.
Pears & Quinces	\$12,277	\$87,466	\$520,389	0.1%	495.0%	U.S.
Almonds	\$12,460	\$1,255,110	\$148,353	-0.0%	-88.2	Philippines
Pineapples	\$33,426	\$72,319	\$84,100	0.0%	16.3%	U.S.
Hazelnuts	\$411,552	\$298,010	\$40,723	0.0%	-86.3%	U.S.
Peaches & Nectarines	\$49,253	\$565	\$7,999	0.0%	1,315.8%	Hong Kong, Australia
Melons	\$0	\$0	\$7,726	0.0%	100.0%	U.S.
Grapes	\$7,714	\$4,744	\$1,552	0.0%	-51.0%	Hong Kong
<i>Other Fruit & Nut Products</i>	\$76,664,687	\$91,558,182	\$103,345,556	20.5%	12.9%	--
TOTAL FRUIT & NUT PRODUCTS	\$377,528,527	\$508,422,776	\$504,683,894	100.0%	-0.7%	U.S., China, Japan, Hong Kong, Taiwan

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – VEGETABLE PRODUCTS

- ❖ Mushrooms were not only B.C.'s top vegetable export in 2016 with a \$156 million value, they were also one of its fastest growing, rising by 19 per cent from \$131 million in 2015.
- ❖ B.C. exported over 70 different types of vegetable products in 2016.
- ❖ The U.S. was the top market for almost every vegetable product in 2016.

TOTAL VALUE OF VEGETABLE PRODUCT EXPORTS (\$ MILLIONS)



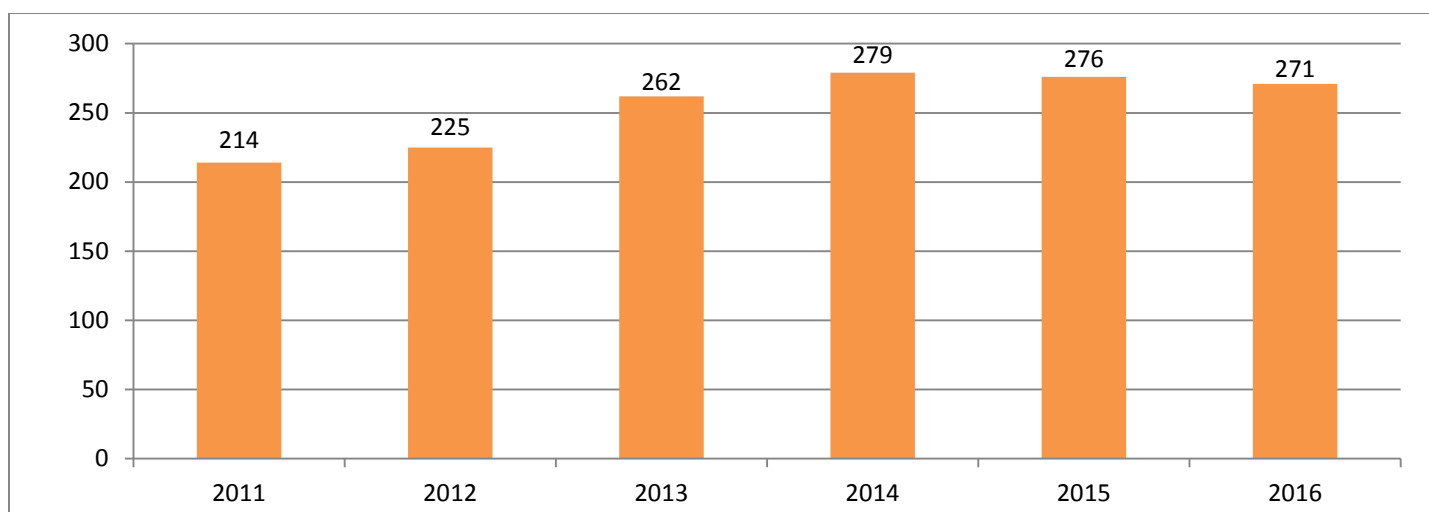
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Mushrooms	\$88,131,659	\$131,200,629	\$156,408,149	43.2%	19.2%	U.S., Japan, Switzerland, France, Netherlands
Peppers	\$71,495,397	\$89,637,411	\$93,204,299	25.8%	4.0%	U.S.
Tomatoes	\$63,439,675	\$65,376,890	\$61,481,429	17.0%	-6.0%	U.S., Japan
Cucumbers & Gherkins	\$11,991,004	\$12,313,471	\$16,339,692	4.5%	32.7%	U.S.
Potatoes	\$8,040,458	\$10,642,444	\$10,607,692	2.9%	-0.3%	U.S.
Chickpeas	\$266,870	\$3,545,480	\$3,914,864	1.1%	10.4%	Pakistan, India
Beans	\$5,044,421	\$1,763,724	\$2,569,160	0.7%	45.7%	U.S., Egypt
Lettuce	\$1,970,454	\$2,762,028	\$2,407,528	0.7%	-12.8%	U.S.
Peas	\$3,340,838	\$3,826,843	\$2,287,127	0.6%	-40.2%	U.S., China
Eggplant	\$920,985	\$1,245,832	\$1,410,743	0.4%	13.2%	U.S.
Beetroot/Radishes	\$762,974	\$667,759	\$775,607	0.2%	16.2%	China, India, Taiwan
Vegetable Seeds for Sowing	\$1,070,707	\$802,507	\$712,220	0.2%	-11.3%	India, U.S.
Brussels Sprouts	\$188,274	\$655,995	\$595,570	0.2%	-9.2%	U.S.
Carrots	\$184,351	\$475,986	\$354,554	0.1%	-25.5%	U.S.
Corn	\$380,304	\$244,262	\$242,827	0.1%	-0.6%	U.S.
Asparagus	\$0	\$9,181	\$68,618	0.0%	647.4%	U.S.
Turnips	\$9,212	\$47,097	\$47,597	0.0%	1.1%	U.S.
Spinach	\$81,341	\$49,171	\$30,336	0.0%	-38.3%	U.S.
Onions & Shallots	\$22,808	\$73,299	\$11,891	0.0%	-83.8%	U.S.
Pumpkins, Squashes, & Gourds	\$188	\$20,578	\$1,064	0.0%	-94.8%	Singapore
<i>Other Vegetable Products</i>	\$6,123,784	\$5,462,253	\$8,452,433	2.3%	54.7%	--
TOTAL VEGETABLE PRODUCTS	\$263,465,704	\$330,822,840	\$361,923,400	100.0%	9.4%	U.S., Japan, China, France, Switzerland

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – ANIMALS & ANIMAL PRODUCTS

- ❖ Exports of beef products were B.C.'s fastest growing animal product export in 2016, increasing by 60 per cent from \$3 million in 2015 to \$5 million in 2016.
- ❖ Pork products were B.C.'s top animal product export and have grown in value every year since 2014.
- ❖ Exports of live bovine animals, including cattle, buffalo and bison, went exclusively to the U.S. in 2016.
- ❖ B.C. exported dairy products to 29 different markets in 2016, also increasing its total value by 16 per cent from \$35 million in 2015 to \$41 million in 2016.

TOTAL VALUE OF ANIMAL PRODUCT EXPORTS (\$ MILLIONS)



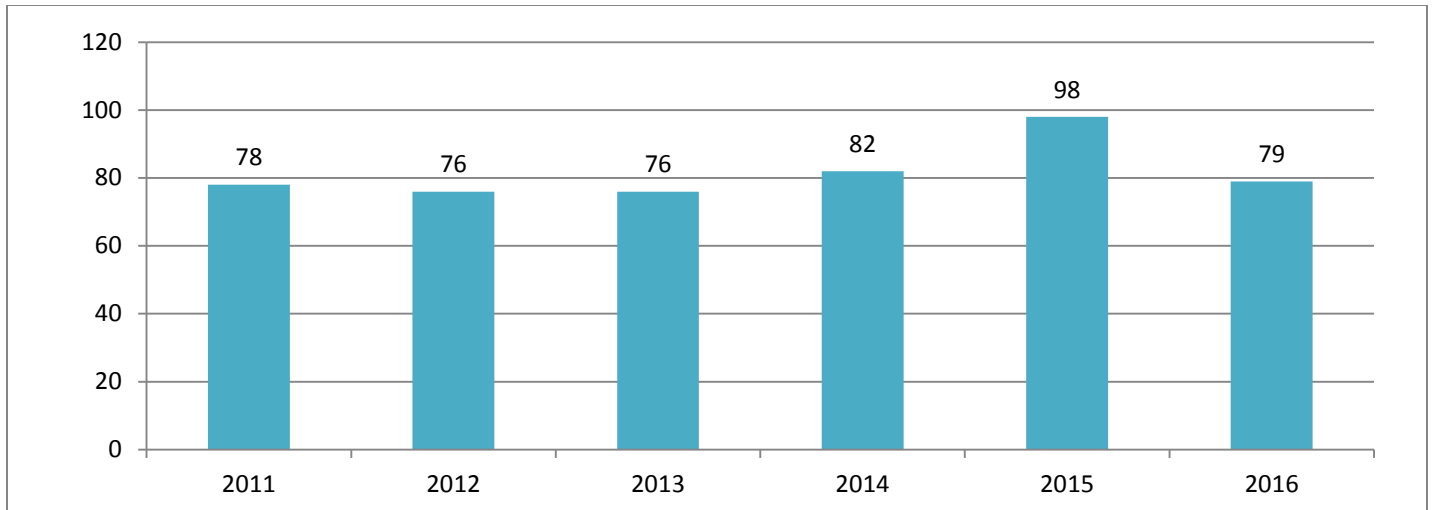
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Pork Products	\$83,798,271	\$91,928,182	\$104,213,899	38.4%	13.4%	Japan, China, Taiwan
Live Bovine Animals	\$63,517,895	\$69,894,907	\$52,214,733	19.2%	-25.3%	U.S.
Dairy Products	\$35,481,496	\$34,972,081	\$40,644,452	15.0%	16.2%	U.S., Brazil, Australia, China, U.A.E., Egypt, Singapore, Hong Kong
Poultry Products	\$38,924,205	\$25,072,608	\$28,611,782	10.5%	14.1%	Philippines, U.S., Taiwan
Furskins	\$21,264,165	\$19,604,789	\$11,747,684	4.3%	-40.1%	U.S.
Live Horses	\$9,772,065	\$8,350,577	\$8,869,911	3.3%	6.2%	U.S.
Sausages & Similar Products	\$4,206,846	\$3,897,134	\$4,375,669	1.6%	12.3%	U.S.
Beef Products	\$2,651,598	\$3,385,272	\$5,409,889	2.0%	59.8%	U.S., Philippines, Malaysia, Japan, Colombia
Eggs	\$3,663,660	\$3,704,003	\$3,757,238	1.4%	1.4%	U.S., Hong Kong
Raw Hides & Skins	\$3,297,626	\$2,090,771	\$1,882,693	0.7%	-10.0%	U.S.
Animal Fats	\$3,070,445	\$2,992,392	\$1,556,340	0.6%	-48.0%	Japan, Taiwan, U.S.
Honey	\$1,759,237	\$1,747,935	\$1,489,636	0.5%	-14.8%	China
Live Poultry	\$1,429,799	\$652,269	\$66,764	0.0%	-89.8%	U.S.
Live Swine	\$0	\$58,024	\$48,071	0.0%	-17.2%	U.S.
<i>Other Livestock & Animal Products</i>	\$6,493,133	\$7,588,969	\$6,607,591	2.4%	-12.9%	--
TOTAL ANIMALS & ANIMAL PRODUCTS	\$279,330,441	\$275,939,913	\$271,496,352	100.0%	-1.6%	U.S., China, Japan, Taiwan, Philippines, Hong Kong

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – BEVERAGES

- ❖ B.C.'s exports of beverages fell by 9 per cent in 2016, with decreases in exports of water (down 30 per cent), fruit and vegetable juice (down 10 per cent), and beer and cider (down 44 per cent).
- ❖ Exports of wine, other non-alcoholic beverages, and distilled spirits all increased in 2016, with the increase in exports of distilled spirits being the most dramatic, rising by 645 per cent from \$208 thousand in 2015 to \$1.5 million in 2016.
- ❖ Of fruit and vegetable juice exports, cranberry juice had the highest value at \$9 million in 2016.

TOTAL VALUE OF BEVERAGE EXPORTS (\$ MILLIONS)



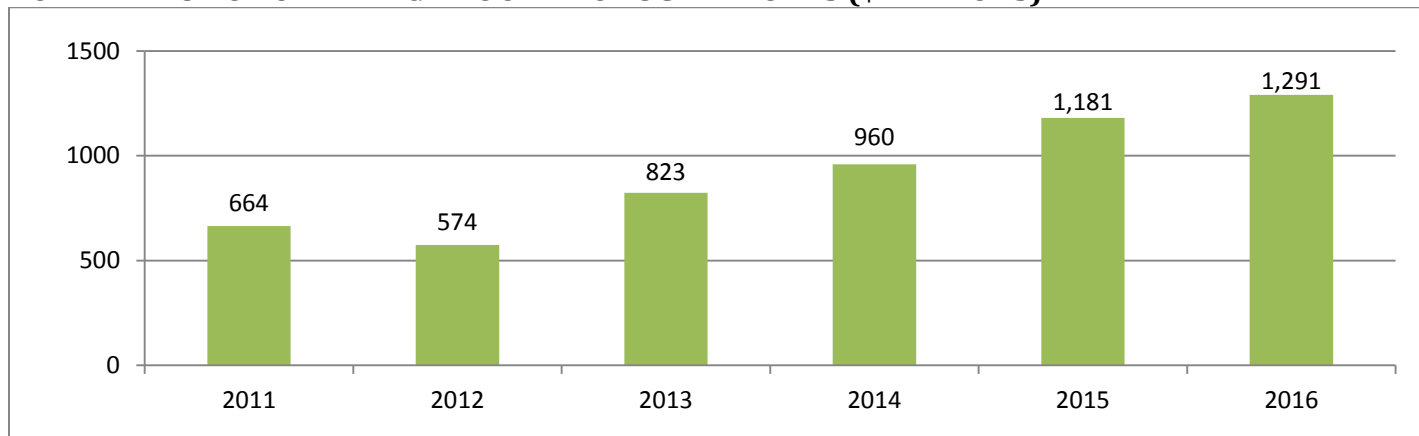
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Water	\$35,954,583	\$49,918,609	\$35,065,607	44.5%	-29.8%	U.S., China, Japan, Taiwan
Fruit & Vegetable Juice	\$22,451,227	\$24,870,751	\$22,435,645	28.5%	-9.8%	U.S.
Wine	\$8,302,653	\$9,297,357	\$9,708,427	12.3%	4.4%	China, Taiwan, U.S.
Beer & Cider	\$14,501,124	\$11,718,931	\$6,610,758	8.4%	-43.6%	U.S.
Other Non-Alcoholic Beverages	\$447,040	\$1,868,846	\$3,475,599	4.4%	86.0%	U.S.
Distilled Spirits	\$424,009	\$208,344	\$1,552,555	2.0%	645.2%	Vietnam, Mexico
TOTAL BEVERAGES	\$82,080,636	\$97,882,838	\$78,848,591	100.0%	-19.4%	U.S., China

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – OTHER AGRIFOOD PRODUCTS

- ❖ Food preparations for manufacturing and natural health products were B.C.’s largest agrifood export in 2016 at \$307 million—a five per cent increase over the \$294 million recorded in 2015.
- ❖ Many of the top export products in the “Other Agrifood” category, including chocolate and cocoa preparations, and coffee and tea, are significant contributors to B.C.’s food and beverage processing sector.

TOTAL VALUE OF OTHER AGRIFOOD PRODUCT EXPORTS (\$ MILLIONS)



PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Food Preparations for Manufacturing & Natural Health Products	\$234,829,732	\$293,600,506	\$306,821,767	23.8%	4.5%	U.S., South Korea, China, Taiwan, Australia, U.K., Hong Kong
Baked Goods & Cereal Products	\$185,831,633	\$230,372,127	\$293,270,834	22.7%	27.3%	U.S., Japan, China, Hong Kong
Chocolate & Cocoa Preparations	\$92,982,203	\$124,375,820	\$118,730,173	9.2%	-4.5%	U.S., China, Japan
Alfalfa, Fodder & Animal Feeds	\$84,259,171	\$107,696,685	\$116,895,209	9.1%	8.5%	U.S., China, South Korea
Plants, Bulbs & Flowers	\$81,713,979	\$96,721,267	\$106,945,686	8.3%	10.6%	U.S.
Coffee & Tea	\$46,966,067	\$66,964,096	\$77,850,658	6.0%	16.3%	U.S., Australia, Japan, South Korea, U.K.
Fruit Syrups & Beverage Concentrates	\$39,564,174	\$54,962,252	\$65,394,418	5.1%	19.0%	U.S., Romania
Milled Cereals & Milling Products	\$57,351,439	\$56,919,775	\$56,273,588	4.4%	-1.1%	U.S., Japan
Grains & Cereals	\$43,990,527	\$40,646,167	\$32,003,514	2.5%	-21.3%	U.S., China, Japan, Colombia, Indonesia
Sugar & Sugar Confectionary	\$22,655,420	\$26,684,498	\$29,904,041	2.3%	12.1%	U.S., Costa Rica
Oilseeds	\$26,518,683	\$21,938,219	\$24,170,182	1.9%	10.2%	China, Japan, U.S., Mexico, South Korea, Pakistan
Oil & Oilcakes	\$9,256,396	\$16,742,010	\$23,242,066	1.8%	38.8%	U.S., U.K., South Korea
Industrial By-Products & Residues	\$11,544,536	\$12,789,777	\$11,617,876	0.9%	-9.2%	U.S., Singapore
Condiments, Sauces, Seasonings & Soups	\$3,861,784	\$4,261,836	\$8,244,711	0.6%	93.5%	Japan, U.S.
Seeds for Sowing	\$1,721,746	\$1,967,640	\$1,644,754	0.1%	-16.4%	U.S.
Essential Oils	\$878,946	\$1,586,764	\$1,442,777	0.1%	0.1%	U.S.
Tobacco	\$2,590,646	\$4,348,888	\$802,306	0.1%	-81.6%	Singapore
Ice Cream & Edible Ice Products	\$214,577	\$141,182	\$140,134	0.0%	-0.7%	U.S., China
<i>Other Agrifood Products</i>	\$13,231,461	\$18,315,582	\$15,545,448	1.2%	-15.1%	--
TOTAL OTHER AGRIFOOD PRODUCTS	\$959,963,120	\$1,181,035,091	\$1,290,940,142	100.0%	9.3%	U.S., China, Japan, South Korea

Source: Statistics Canada, CATSNET Analytics (February 2017)

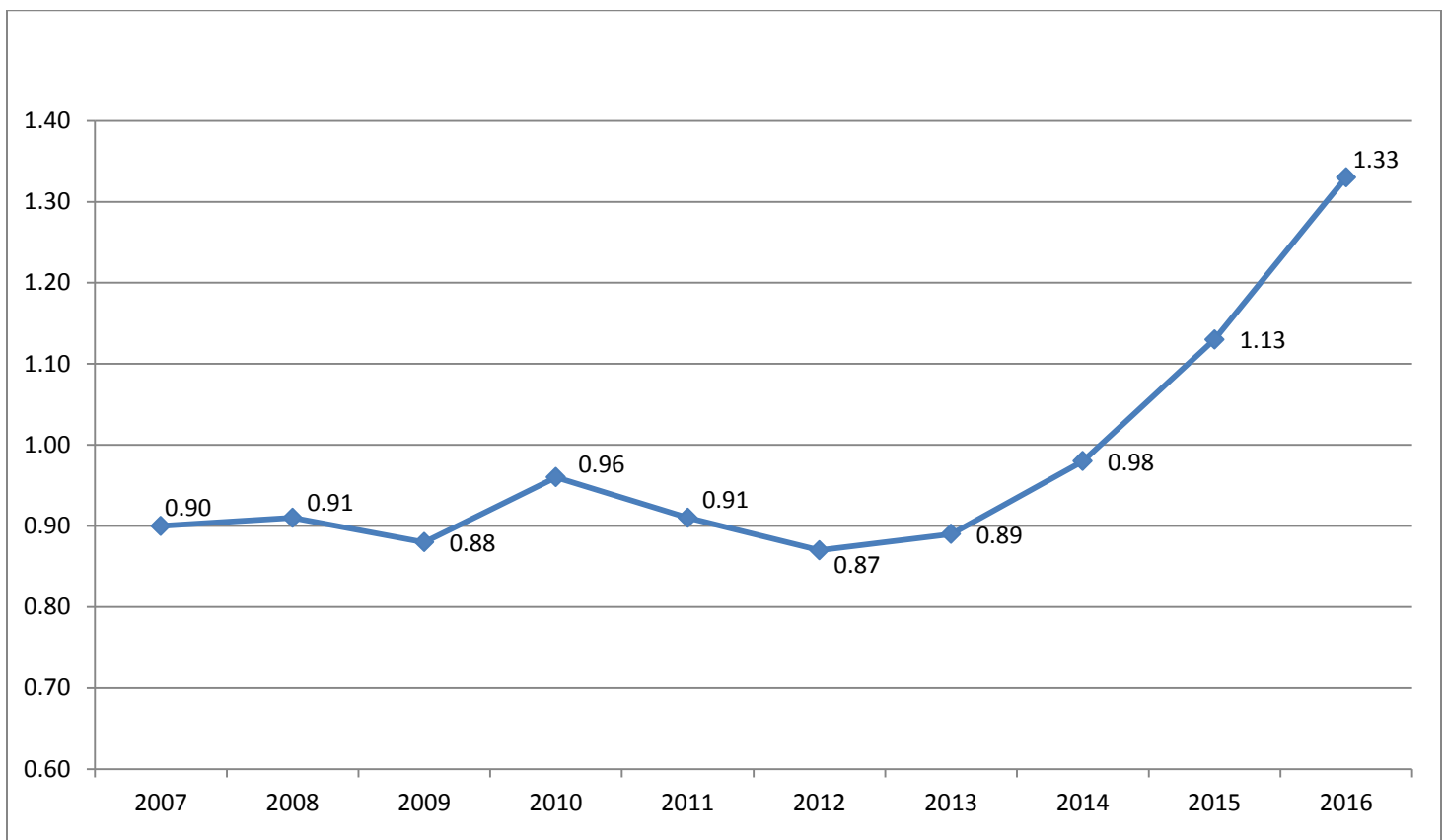
2016 BRITISH COLUMBIA SEAFOOD EXPORT HIGHLIGHTS



B.C. SEAFOOD EXPORT HIGHLIGHTS – 2016

- ❖ B.C. exported \$1.3 billion worth of seafood products to 80 different markets in 2016, an increase of 17 per cent from 2015.
- ❖ Ninety-two per cent of B.C.’s total seafood export value was generated by its top five markets: U.S., China, Japan, Ukraine and Hong Kong.
- ❖ Exports to the U.S. increased by 15 per cent in 2016, from \$695 million in 2015 to \$799 million in 2016.
- ❖ Exports of salmon and trout products reached \$720 million in 2016, an increase of 25 per cent from \$578 million in 2015.
- ❖ Exports of groundfish products increased by 17 per cent, rising from \$155 million in 2015 to \$180 million in 2016.
- ❖ Invertebrate and marine plant exports rose to \$295 million in 2016, an eight per cent increase over the \$273 million export value in 2015.
- ❖ Exports in the “other seafood products and species” category increased by six per cent, rising from \$124 million in 2015 to \$131 million in 2016.

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



TOP B.C. SEAFOOD EXPORTS

TOP B.C. SEAFOOD EXPORTS IN 2016 BY VALUE (\$ MILLIONS)

RANK	PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
1	Farmed Atlantic Salmon	\$255.0	\$411.3	\$524.2	39.5%	27.4%	U.S., Japan, China, Taiwan
2	Crab	\$102.0	\$116.0	\$141.5	10.7%	22.0%	China, U.S., Singapore
3	Hake	\$40.7	\$44.1	\$70.6	5.3%	60.0%	Ukraine, China, Lithuania
4	Shrimp & Prawns	\$48.6	\$49.9	\$46.5	3.5%	-6.8%	China, U.S., Japan
5	Herring	\$38.2	\$35.0	\$45.2	3.4%	29.0%	Japan, China, U.S., South Korea
6	Wild Chum Salmon	\$14.7	\$16.7	\$44.9	3.4%	169.3%	U.S., China, France, Spain, Portugal, Japan
7	Halibut	\$32.0	\$38.1	\$43.6	3.3%	14.5%	U.S.
8	Geoduck Clams	\$47.0	\$43.5	\$38.1	2.9%	-12.6%	China, Hong Kong, Macao
9	Tuna	\$25.2	\$31.0	\$28.2	2.1%	-9.0%	U.S., China
10	Wild Sockeye Salmon	\$90.0	\$38.2	\$28.1	2.1%	-26.4%	U.S., U.K., Japan, Australia
11	Wild Chinook Salmon	\$21.0	\$24.7	\$27.4	2.1%	11.3%	U.S., Japan
12	Sea Urchins	\$15.5	\$19.9	\$20.6	1.6%	3.6%	Japan, Hong Kong, Taiwan, South Korea, China, U.S.
13	Farmed Chinook Salmon	\$18.7	\$17.3	\$20.0	1.5%	15.6%	U.S., Japan
14	Oysters	\$15.4	\$16.7	\$18.2	1.4%	8.8%	U.S., Singapore
15	Flounder	\$10.3	\$14.4	\$17.2	1.3%	18.5%	China, Japan, U.S.
16	Sablefish	\$12.2	\$20.3	\$14.8	1.1%	-26.9%	Japan, U.S., U.K., Hong Kong
17	Sea Cucumber	\$10.0	\$8.4	\$12.4	0.9%	47.4%	Hong Kong, China, U.S.
18	Wild Pink Salmon	\$28.0	\$14.0	\$12.1	0.9%	-13.2%	China, Thailand, Belgium, Australia, U.S.
19	Clams	\$10.8	\$10.6	\$9.4	0.7%	-11.6%	U.S., China
20	Wild Coho Salmon	\$4.8	\$6.0	\$7.5	0.6%	24.0%	U.S., Belgium
21	Flour, Meal & Pellets	\$2.9	\$4.2	\$3.4	0.3%	-18.3%	U.S.
22	Cod	\$2.4	\$3.9	\$3.1	0.2%	-18.9%	U.S., Japan, China
23	Mussels	\$0.2	\$1.5	\$2.4	0.2%	59.1%	U.S., Japan
24	Sole	\$2.0	\$2.2	\$2.3	0.2%	5.9%	China, U.S.
25	Pollock	\$5.8	\$3.8	\$2.3	0.2%	-39.5%	China, South Korea, Ukraine, U.S.
<i>All Other Seafood Products</i>		\$127.8	\$138.5	\$141.7	10.7%	2.3%	--
TOTAL SEAFOOD PRODUCTS		\$981.2	\$1,130.2	\$1,325.7	100.0%	17.3%	U.S., China, Japan, Ukraine

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. SEAFOOD EXPORT MARKETS

- ❖ Ukraine was B.C.'s fastest growing market in the top 10, almost exclusively due to exports of hake increasing by 89 per cent to \$30 million in 2016, up from \$16 million in 2015.
- ❖ The increase in exports to the U.S. was largely due to exports of farmed Atlantic salmon, which rose to \$487 million in 2016, a 25 per cent increase from the \$390 million value in 2015.
- ❖ Significant export growth to China occurred in crab, which rose 37 per cent from \$98 million in 2015 to \$134 million in 2016, and hake, which increased 61 per cent from \$15 million in 2015 to \$24 million in 2016.
- ❖ Exports of herring to Japan rose 48 per cent in 2016, from \$19 million in 2015 to \$28 million in 2016. Farmed Atlantic salmon to Japan also rose to \$16 million in 2016, a 135 per cent increase from \$7 million in 2015.

TOP B.C. SEAFOOD EXPORT MARKETS IN 2016 BY VALUE (\$ MILLIONS)

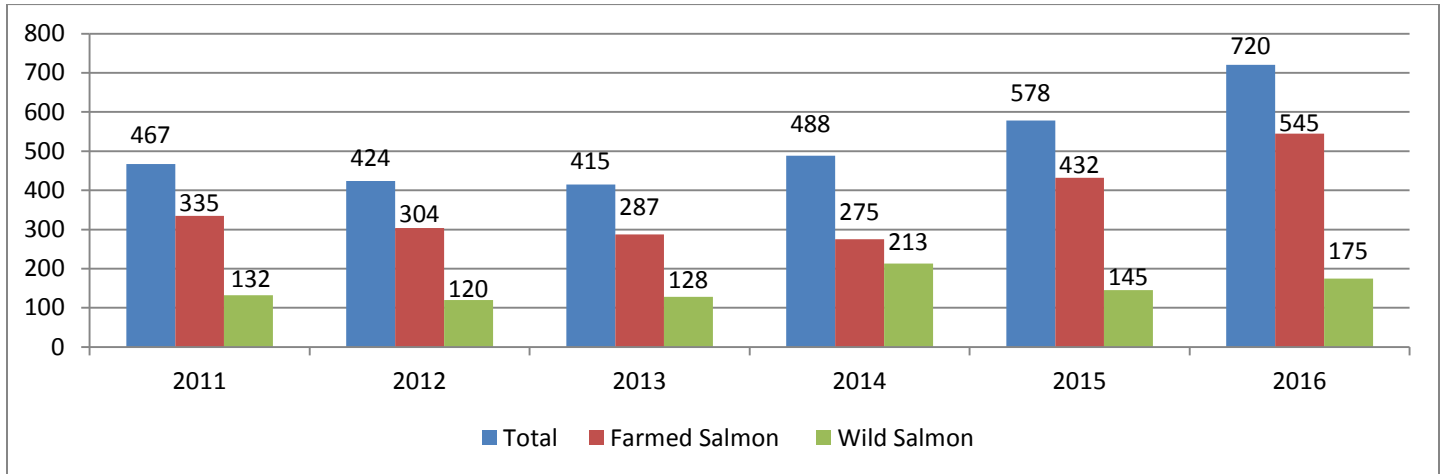
RANK	MARKET	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP PRODUCTS IN 2016
1	United States	\$542.0	\$694.9	\$798.6	60.2%	14.9%	Farmed Atlantic Salmon, Halibut, Tuna, Wild Chinook Salmon, Farmed Chinook Salmon, Oysters, Wild Sockeye Salmon, Shrimp & Prawns, Wild Chum Salmon, Clams, Wild Coho Salmon, Crabs, Mussels, Wild Pink Salmon
2	China	\$178.6	\$202.8	\$265.3	20.0%	30.8%	Crabs, Geoduck Clams, Hake, Shrimp & Prawns, Flounder, Atlantic Salmon, Herring, Wild Chum Salmon, Wild Pink Salmon, Sea Cucumber, Sole
3	Japan	\$108.2	\$87.1	\$106.3	8.0%	22.0%	Herring, Farmed Atlantic Salmon, Shrimp & Prawns, Sea Urchin, Sablefish, Wild Chinook Salmon, Wild Sockeye Salmon, Wild Chum Salmon, Cod, Flounder, Farmed Chinook Salmon
4	Ukraine	\$10.3	\$16.1	\$31.4	2.4%	94.6%	Hake, Pollock, Sablefish, Wild Chum Salmon
5	Hong Kong	\$31.4	\$17.3	\$23.7	1.8%	37.2%	Sea Cucumber, Geoduck Clams, Sea Urchin, Sablefish, Shrimp & Prawns, Oysters, Crabs, Scallops, Wild Sockeye Salmon
6	South Korea	\$4.1	\$6.3	\$10.1	0.8%	60.5%	Shrimp & Prawns, Herring, Sea Urchin, Skate, Wild Chinook Salmon, Farmed Atlantic Salmon, Pollock
7	Taiwan	\$7.2	\$10.0	\$10.0	0.8%	-0.9%	Farmed Atlantic Salmon, Sea Urchin, Shrimp & Prawns, Crabs
8	United Kingdom	\$12.8	\$16.7	\$9.1	0.7%	-45.6%	Wild Sockeye Salmon, Sablefish, Wild Pink Salmon, Wild Chum Salmon, Shrimp & Prawns, Sea Urchin
9	Germany	\$8.5	\$4.4	\$6.6	0.5%	50.7%	Wild Chum Salmon, Hake, Wild Sockeye Salmon, Sea Urchin, Wild Coho Salmon
10	France	\$4.9	\$5.0	\$6.1	0.5%	22.5%	Wild Chum Salmon, Marine Plants, Wild Sockeye Salmon
<i>All Other Export Markets</i>		\$73.2	\$69.6	\$58.5	4.4%	-15.6%	--
WORLD		\$981.2	\$1,130.2	\$1,325.7	100.0%	17.3%	Farmed Atlantic Salmon, Crab, Hake, Shrimp & Prawns, Herring, Wild Chum Salmon, Halibut

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – SALMON & TROUT PRODUCTS

- ❖ Farmed salmon was exported to six new markets in 2016 – Singapore, Thailand, Netherlands, the Philippines, Jamaica, and Bermuda
- ❖ Wild salmon exports to China and Japan increased by 87 per cent in 2016, from \$19 million in 2015 to \$35 million in 2016.

TOTAL VALUE OF SALMON & TROUT PRODUCT EXPORTS (\$ MILLIONS)



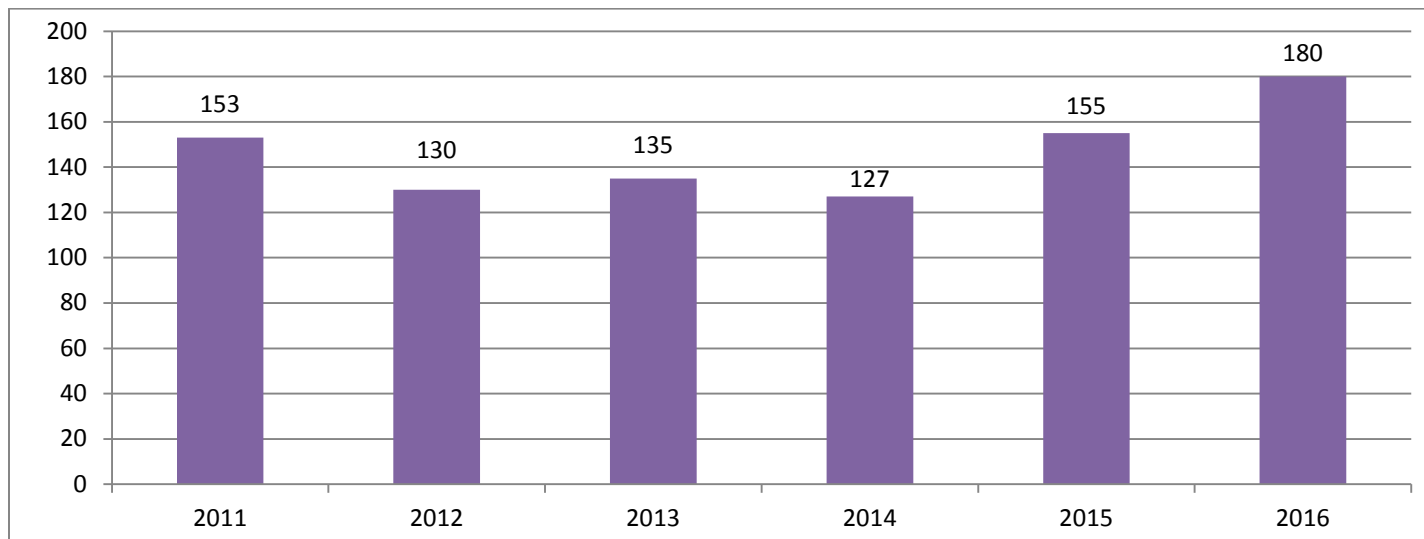
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Farmed Atlantic Salmon	\$254,988,971	\$411,329,669	\$524,211,479	72.8%	27.4%	U.S., Japan, China, Taiwan
Wild Chum Salmon	\$14,676,833	\$16,667,799	\$44,880,314	6.2%	169.3%	U.S., China, France, Spain, Portugal, Japan, Germany, Italy, Georgia
Wild Sockeye Salmon	\$90,022,775	\$38,159,879	\$28,080,258	3.9%	-26.4%	U.S., U.K., Japan, Australia
Wild Chinook Salmon	\$21,027,999	\$24,656,531	\$27,432,702	3.8%	11.3%	U.S., Japan
Farmed Chinook Salmon	\$18,675,607	\$17,313,002	\$20,022,373	2.8%	15.6%	U.S., Japan
Wild Pink Salmon	\$28,038,367	\$13,982,242	\$12,137,067	1.7%	-13.2%	China, Thailand, Belgium, Australia, United States
Wild Coho Salmon	\$4,760,720	\$6,083,111	\$7,540,782	1.0%	24.0%	United States, Belgium
Farmed Trout	\$114,796	\$587,150	\$462,145	0.1%	-21.3%	U.S.
Farmed Coho Salmon	\$1,349,525	\$3,232,863	\$241,022	0.0%	-92.5%	U.S.
<i>Other Salmon & Trout Products</i>	\$54,692,528	\$45,850,938	\$54,580,736	7.6%	19.0%	--
Subtotal - Farmed	\$275,128,899	\$432,462,684	\$544,937,019	75.7%	26.0%	U.S., Japan, Taiwan
Subtotal - Wild	\$213,219,222	\$145,400,500	\$174,651,859	24.3%	20.1%	U.S., Japan, U.K., China, Germany, Thailand, Belgium, Australia, France, Italy, Netherlands, New Zealand
TOTAL SALMON & TROUT PRODUCTS	\$488,348,121	\$577,863,184	\$719,588,878	100.0%	24.5%	U.S., Japan, U.K., China

Source: Statistics Canada, CATSNET Analytics (February 2017)

TOP B.C. EXPORTS – GROUND FISH PRODUCTS

- ❖ In 2016, hake, at \$71 million, comprised 39 per cent of all groundfish exports.
- ❖ Sablefish was one of B.C.'s most diverse seafood exports in 2016, reaching 14 different markets.
- ❖ Exports of halibut have increased every year since 2014.

TOTAL VALUE OF GROUND FISH PRODUCT EXPORTS (\$ MILLIONS)



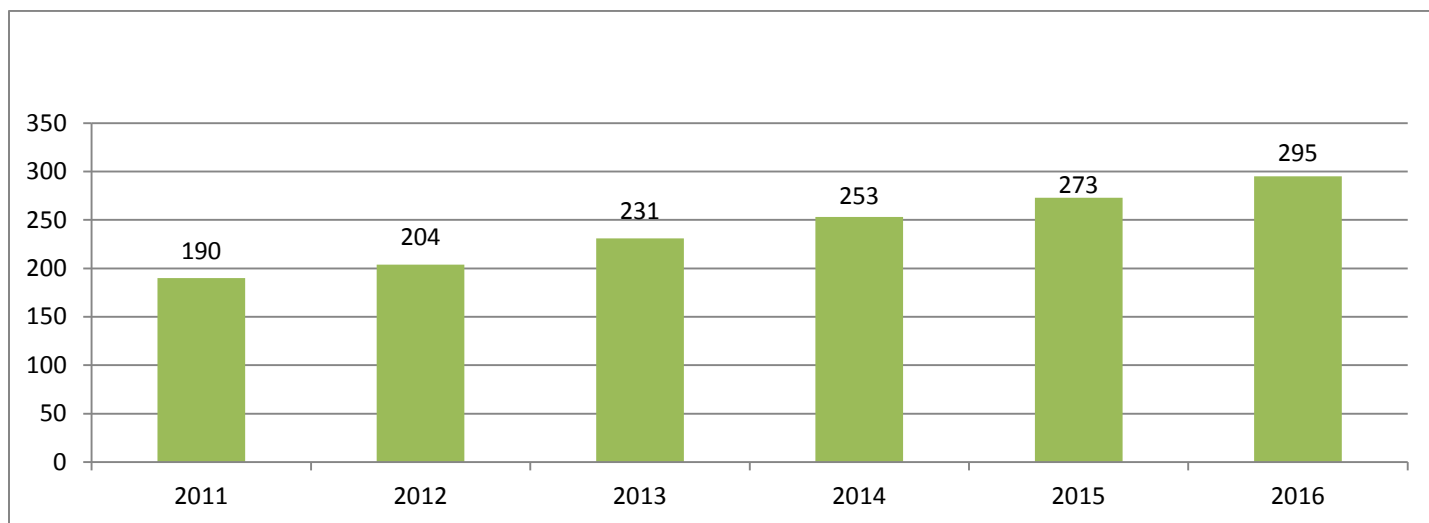
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Hake	\$40,698,371	\$44,117,416	\$70,608,627	39.1%	60.0%	Ukraine, China, Lithuania
Halibut	\$32,038,116	\$38,055,409	\$43,587,191	24.2%	14.5%	U.S.
Flounder	\$10,287,082	\$14,478,055	\$17,150,600	9.5%	18.5%	China, Japan, U.S.
Sablefish	\$12,180,939	\$20,267,169	\$14,806,978	8.2%	-26.9%	Japan, U.S., U.K., Hong Kong
Cod	\$2,381,099	\$3,863,660	\$3,133,473	1.7%	-18.9%	U.S., Japan, China
Sole	\$2,042,987	\$2,188,959	\$2,318,103	1.3%	5.9%	China, U.S.
Pollock	\$5,776,841	\$3,780,812	\$2,286,591	1.3%	-39.5%	China, South Korea, Ukraine
Lingcod	\$1,102,481	\$1,416,069	\$2,044,208	1.1%	44.4%	U.S.
Pacific Ocean Perch	\$1,673,588	\$1,626,017	\$1,646,290	0.9%	1.2%	U.S.
Skate	\$686,955	\$1,407,676	\$857,660	0.5%	-39.1%	South Korea
Dogfish	\$408,584	\$885,882	\$299,819	0.2%	-66.2%	U.K., Hong Kong
Turbot	\$14,363	\$63,090	\$80,732	0.0%	28.0%	Vietnam, China
Other Groundfish Products	\$17,219,902	\$22,742,358	\$21,630,140	12.0%	-4.9%	--
TOTAL GROUND FISH PRODUCTS	\$126,511,308	\$154,892,572	\$180,450,412	100.0%	16.5%	U.S., China, Ukraine, Japan

Source: Statistics Canada, CATSNET Analytics (February 2017)

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

- ❖ At \$142 million, crab was B.C.'s sixth largest agrifood and seafood export in 2016, increasing 22 per cent.
- ❖ Shrimp and prawn exports fell slightly in 2016, but remain one of B.C.'s top seafood exports at \$47 million.
- ❖ Sea cucumber exports were one of B.C.'s fastest growing products in 2016, increasing 47 per cent from \$8 million in 2015 to \$12 million in 2016.

TOTAL VALUE OF INVERTEBRATE & MARINE PLANT PRODUCT EXPORTS (\$ MILLIONS)



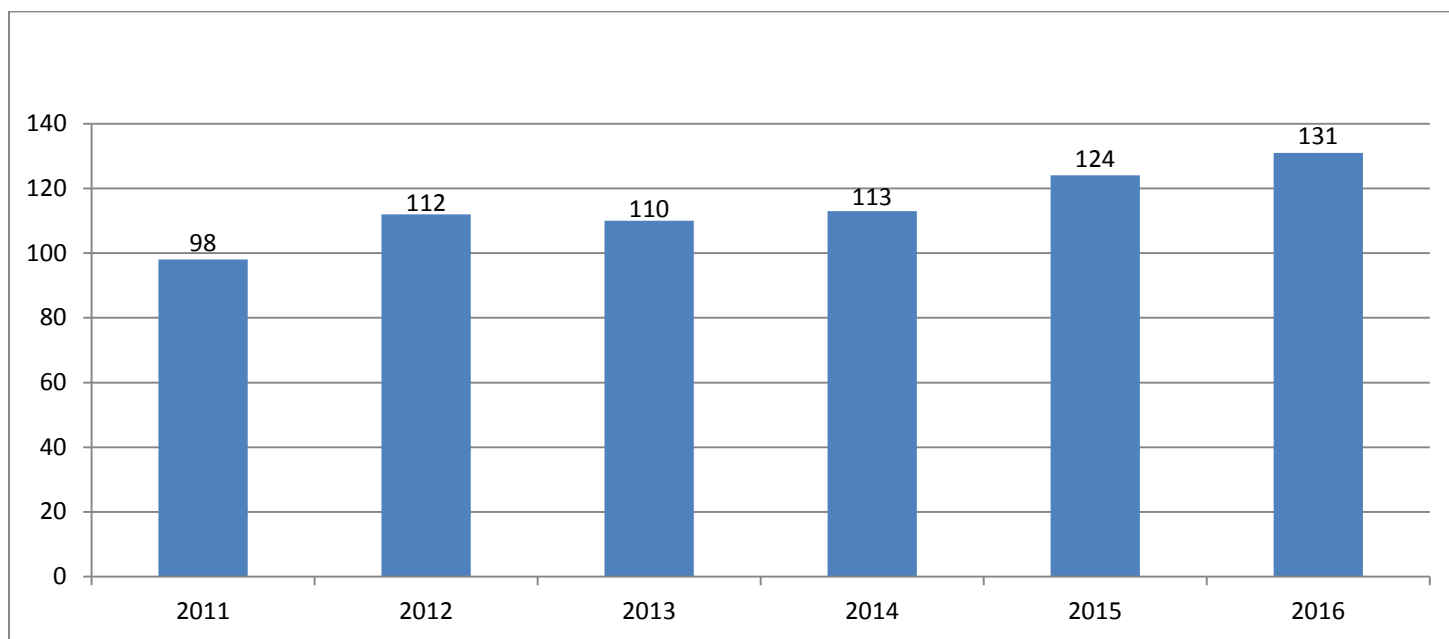
PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Crab	\$102,015,992	\$115,974,497	\$141,526,015	48.0%	22.0%	China, U.S., Singapore
Shrimp & Prawns	\$48,649,238	\$49,942,532	\$46,545,449	15.8%	-6.8%	China, U.S., Japan, South Korea
Geoduck Clams	\$47,009,052	\$43,519,159	\$38,055,686	12.9%	-12.6%	China, Hong Kong, Macao
Sea Urchins	\$15,480,016	\$19,873,596	\$20,596,820	7.0%	3.6%	Japan, Hong Kong, Taiwan, South Korea, China, U.S.
Oysters	\$15,376,056	\$16,721,778	\$18,195,031	6.2%	8.8%	U.S., Singapore
Sea Cucumber	\$9,982,877	\$8,387,787	\$12,359,998	4.2%	47.4%	Hong Kong, China
Clams	\$10,791,282	\$10,613,507	\$9,377,998	3.2%	-11.6%	U.S., China
Mussels	\$264,600	\$1,493,130	\$2,375,855	0.8%	59.1%	U.S., Japan
Marine Plants	\$551,055	\$373,838	\$746,114	0.3%	99.6%	France, Italy
Scallops	\$425,232	\$1,292,748	\$473,879	0.2%	-63.3%	Hong Kong
Other Invertebrate & Marine Plant Products	\$2,343,029	\$5,272,632	\$4,604,049	1.4%	-12.7%	--
TOTAL INVERTEBRATE & MARINE PLANT PRODUCTS	\$252,888,429	\$273,465,204	\$294,856,894	100.0%	7.8%	China, U.S., Japan, Hong Kong

Source: Statistics Canada, CATSNET Analytics (February 2017)

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

- ❖ Herring was B.C.'s top seafood export to Japan in 2016, reaching \$28 million in value.
- ❖ Exports of tuna fell in 2016, mostly due to lower sales in the U.S. However, it was still a top 10 product for B.C. seafood exports in 2016.
- ❖ B.C.'s other fish fillets category includes exports of tilapia, smelt, whitefish, and perch, among others.

TOTAL VALUE OF OTHER SEAFOOD PRODUCT EXPORTS (\$ MILLIONS)



PRODUCT DESCRIPTION	2014	2015	2016	2016 SHARE	15-16 GROWTH	TOP MARKETS IN 2016
Herring	\$38,161,765	\$35,016,914	\$45,173,382	34.5%	29.0%	Japan, China, U.S., South Korea
Tuna	\$25,223,893	\$30,974,094	\$28,201,687	21.6%	-9.0%	U.S., China
Other Fish Fillets	\$17,345,495	\$21,327,701	\$22,999,160	17.6%	7.8%	U.S.
Fats, Oils & Extracts	\$5,010,911	\$4,253,760	\$4,081,591	3.1%	-4.0%	South Korea, U.S.
Flour, Meal & Pellets for Non-Human Consumption	\$2,860,824	\$4,216,976	\$3,445,751	2.6%	-18.3%	U.S.
Caviar	\$2,512,144	\$1,223,351	\$1,597,679	1.2%	30.6%	Germany, U.S., U.A.E.
Eels	\$877,471	\$175,985	\$439,560	0.3%	149.8%	Hong Kong, South Korea
<i>Other Wild & Farmed Seafood Species & Products</i>	\$21,485,852	\$26,791,972	\$24,912,905	19.1%	-7.0%	--
TOTAL OTHER SEAFOOD SPECIES & PRODUCTS	\$113,478,355	\$123,980,753	\$130,851,715	100.0%	5.5%	U.S., Japan, China

Source: Statistics Canada, CATSNET Analytics (February 2017)

NOTES AND DEFINITIONS

- “Domestic exports” includes all goods grown, produced, extracted or manufactured in British Columbia and leaving the province (through customs) for a foreign destination. Exports of imported merchandise that have been substantially enhanced in value are also included.
- “Agrifood” includes agrifood products produced by farmers, growers and ranchers in British Columbia, as well as products manufactured by B.C.’s food, beverage and tobacco processors. Agrifood does not include any seafood, fish, shellfish or marine plant products.
- “Seafood” includes fish, shellfish and marine plants and their products harvested or cultured in British Columbia marine and freshwater as well as seafood products manufactured by B.C.’s food processors.
- “Food Preparations for Manufacturing and Natural Health Products” includes pastes, powders and flavourings used by food manufacturers, as well as natural health products.

CONTACT INFORMATION

For more information on B.C. agrifood and seafood please contact:

AgriService BC

Telephone: 1-888-221-7141

Email: AgriServiceBC@gov.bc.ca

May 2017