

**2018
BRITISH COLUMBIA
AGRI-FOOD AND SEAFOOD
INTERNATIONAL EXPORT HIGHLIGHTS**



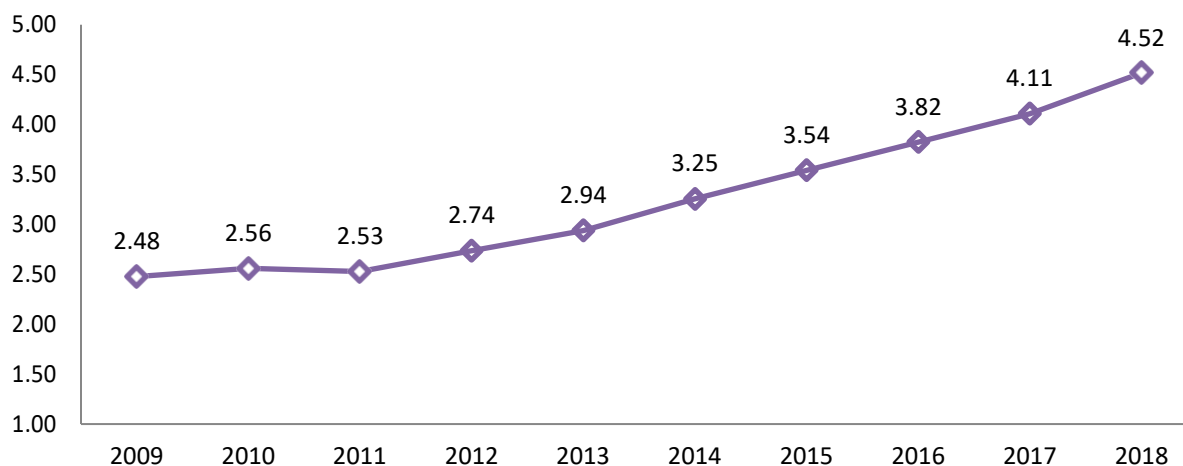
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AGRIFOOD AND SEAFOOD EXPORT HIGHLIGHTS - 2018

- ❖ In 2018, British Columbia (B.C.) exported \$4.5 billion worth of agrifood (\$3.1 billion) and seafood (\$1.4 billion) products to 149 international markets.
- ❖ The value of B.C. agrifood and seafood exports increased almost 10 per cent, from \$4.1 billion in 2017 to \$4.5 billion in 2018.
- ❖ The top exported products in 2018 were farmed Atlantic salmon (\$541 million), food preparations for manufacturing & natural health products (\$361 million) and blueberries (\$243 million).
- ❖ The United States (U.S.) continued to be B.C.'s largest agrifood and seafood export market in 2018, accounting for a 68 per cent share, with just over \$3 billion in export sales.
- ❖ International markets with significant growth from 2017 to 2018 included:
 - Ukraine more than doubling to nearly \$39 million.
 - Vietnam up 39 per cent to \$28 million.
- ❖ Products with the greatest growth from 2017 to 2018 included:
 - Animal fats up 563 per cent to \$83 million.
 - Wheat up 315 per cent to \$57 million.
 - Cranberries up almost 61 per cent to \$60 million.
 - Mixtures of nuts and seeds up 59 per cent to nearly \$60 million.

Total Value of B.C. Agrifood & Seafood International Exports (\$ Billions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

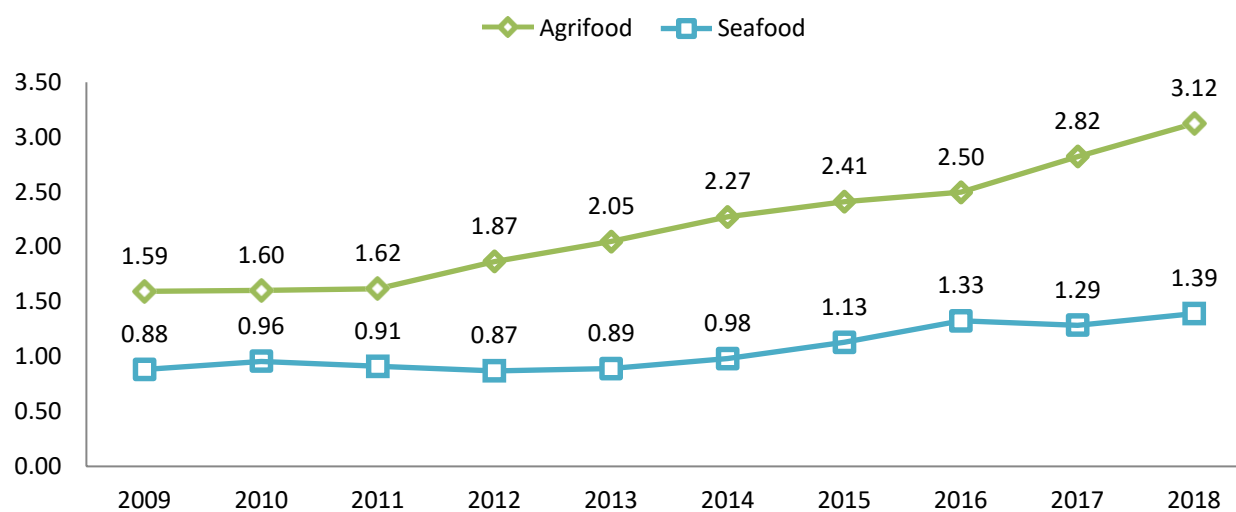
- ❖ The “other agrifood products” category accounted for the highest share (30 per cent) of B.C.’s agrifood and seafood exports and the highest share (43 per cent) of B.C.’s agrifood exports in 2018.
- ❖ Salmon and trout products accounted for the second highest share (16 per cent) of B.C.’s agrifood and seafood exports and the highest share (53 per cent) of B.C.’s total seafood exports in 2018.

Top B.C. Agrifood and Seafood International Exports by Value (\$ Millions)

PRODUCT	2016	2017	2018	2018 SHARE SEAFOOD EXPORTS	2018 SHARE AGRIFOOD EXPORTS	2018 SHARE AGRIFOOD & SEAFOOD EXPORTS	2017-18 GROWTH
Other agrifood products	\$1,152.3	\$1,227.9	\$1350.8	-	43.2%	29.9%	10.0%
Salmon & trout	\$719.62	\$672.61	\$739.1	53.1%	-	16.4%	9.9%
Fruit & nut products	\$504.6	\$563.0	\$668.4	-	21.4%	14.8%	18.7%
Vegetable products	\$359.1	\$403.1	\$452.2	-	17.0%	10.0%	12.2%
Animals & animal products	\$271.3	\$290.8	\$364.5	-	11.7%	8.1%	25.3%
Invertebrate & marine plants	\$294.9	\$290.8	\$333.3	23.9%	-	7.4%	14.6%
Groundfish	\$180.6	\$181.7	\$206.3	14.8%	-	4.6%	13.5%
Field crops	\$131.4	\$262.6	\$206.8	-	4.1%	4.6%	-21.2%
Other seafood species & products	\$130.7	\$141.4	\$113.5	8.2%	-	2.5%	-19.7%
Beverages	\$78.8	\$75.5	\$81.0	-	2.6%	1.8%	7.3%
Total agrifood exports	\$2,497.6	\$2,823.0	\$3123.6	-	100.0%	69.2%	10.6%
Total seafood exports	\$1,325.7	\$1,286.5	\$1392.2	100.0%	-	30.8%	8.2%
TOTAL AGRIFOOD & SEAFOOD EXPORTS	\$3,823.3	\$4,109.5	\$4515.8			100.0%	9.9%

Source: Statistics Canada, CATSNET Analytics (April 2019).

Total Value of B.C. Agrifood & Seafood International Exports (\$ Billions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

TOP AGRIFOOD AND SEAFOOD EXPORT PRODUCTS

- ❖ At \$541 million, farmed Atlantic salmon continued to be the #1 agrifood and seafood export product in B.C. with a 12 per cent share of total agrifood and seafood provincial export sales in 2018.
- ❖ Food preparations for manufacturing & natural health products was B.C.'s second highest valued export commodity in 2018 at \$361 million and reaching 87 international markets.

Top B.C. Agrifood and Seafood International Exports by Value (\$ Millions)

RANK	PRODUCT	2016	2017	2018	2018 SHARE	2017-18 GROWTH	TOTAL MARKETS	TOP EXPORT MARKETS IN 2018
1	Atlantic salmon	\$524.2	\$512.3	\$541.1	12.0%	5.6%	20	U.S. (87%), China (6%), Japan (5%)
2	Food preparations for manufacturing & natural health products	\$299.3	\$317.6	\$361.4	8.0%	13.8%	87	U.S. (50%), South Korea (16%), China (11%)
3	Blueberries	\$200.2	\$221.9	\$242.6	5.4%	9.3%	21	U.S. (90%)
4	Baked goods	\$196.1	\$225.9	\$229.5	5.1%	1.6%	17	U.S. (96%)
5	Mushrooms	\$156.4	\$153.3	\$188.8	4.2%	23.1%	14	U.S. (94%)
6	Crabs	\$141.5	\$130.9	\$159.1	3.5%	21.5%	13	China (92%)
7	Animal feed	\$112.4	\$112.7	\$134.7	3.0%	19.5%	26	U.S. (81%)
8	Floriculture	\$106.9	\$112.1	\$118.1	2.6%	5.3%	6	U.S. (99%)
9	Cherries	\$83.3	\$81.5	\$107.5	2.4%	31.9%	27	U.S. (39%), China (35%)
10	Pork	\$105.6	\$108.6	\$107.3	2.4%	-1.2%	25	Japan (41%), China (36%)
11	Hake	\$70.5	\$72.0	\$102.7	2.3%	42.6%	35	Ukraine (37%), China (21%), South Africa (11%)
12	Fruit syrups & concentrates	\$65.4	\$81.4	\$99.8	2.2%	22.6%	12	U.S. (98%)
13	Cocoa	\$118.7	\$94.4	\$93.8	2.1%	-0.6%	23	U.S. (99%)
14	Peppers	\$93.2	\$88.2	\$87.1	1.9%	-1.3%	4	U.S. (99%)
15	Animal fats	\$0.2	\$12.6	\$83.2	1.8%	562.5%	8	U.S. (99%)
16	Peas	\$2.6	\$60.8	\$75.4	1.7%	24.1%	36	China (62%), India (11%), U.S. (7%), Colombia (5%), Nepal (5%)
17	Lentils	\$0.0	\$89.7	\$71.7	1.6%	-20.1%	40	U.A.E. (18%), India (16%), Pakistan (13%), Turkey (11%), Nepal (8%), Colombia (8%), Syria (6%)
18	Peanut butter	\$22.0	\$62.3	\$62.6	1.4%	0.6%	5	U.S. (99%)
19	Cranberries	\$56.1	\$37.4	\$60.1	1.3%	60.7%	13	U.S. (98%)
20	Mixtures of nuts & seeds	\$17.3	\$37.6	\$59.8	1.3%	59.2%	7	U.S. (99%)
21	Wheat	\$57.4	\$62.6	\$57.0	1.3%	-8.9%	66	U.S. (74%)
22	Sockeye salmon	\$28.1	\$13.5	\$56.1	1.2%	315.4%	23	U.S. (53%), Japan (33%)
23	Clams - geoduck	\$38.1	\$57.1	\$54.8	1.2%	-4.0%	18	China (55%), Hong Kong (30%), Macao (14%)
24	Sugars	\$29.9	\$41.7	\$53.6	1.2%	28.6%	21	U.S. (81%)
25	Shrimps/prawns	\$46.5	\$36.9	\$53.1	1.2%	43.9%	13	China (51%), Japan (22%), U.S. (18%)
	<i>All Other Agrifood & Seafood</i>	\$1,551	\$1,284	\$1,255	27.78%	-2.3%	--	--
	TOTAL AGRIFOOD & SEAFOOD	\$3,823.3	\$4,109.5	\$4,515.8	100.00%	9.9%	149	U.S. (68%), China (12%), Japan (5%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

TOP AGRIFOOD AND SEAFOOD EXPORT MARKETS

- ❖ The top 10 export markets comprised 92 per cent of B.C.'s total international agrifood and seafood exports in 2018.
- ❖ The U.S. was B.C.'s largest agrifood and seafood export market in 2018 with a 68 per cent share worth \$3 billion.

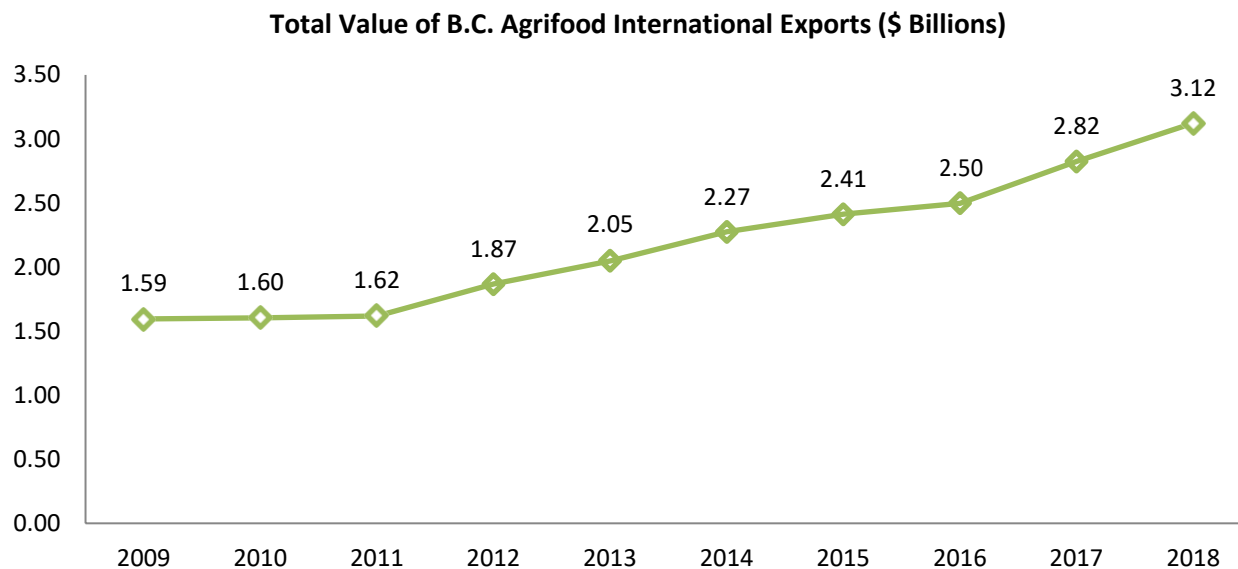
Top B.C. Agrifood and Seafood International Export Markets in 2018 by Value (\$ Millions)

RANK	MARKET	2016	2017	2018	2018 SHARE	2017-18 GROWTH	TOP PRODUCTS IN 2018
1	United States	\$2,728.86	\$2,826.52	\$3,087.62	68.4%	9.2%	Atlantic salmon, baked foods, blueberries, food preparations for manufacturing & natural health products, mushrooms
2	China	\$407.19	\$423.90	\$532.71	11.8%	25.7%	Crabs, peas, food preparations for manufacturing & natural health products, pork, cherries
3	Japan	\$207.05	\$204.02	\$224.36	5.0%	10.0%	Pork, Atlantic salmon, herring, sockeye salmon, blueberries
4	South Korea	\$63.57	\$71.35	\$73.29	1.6%	2.7%	Food preparations for manufacturing & natural health products, sugars, coffee, modified starches, animal feed
5	Hong Kong	\$54.89	\$67.29	\$72.73	1.6%	8.1%	Geoduck clams, cherries, food preparations for manufacturing & natural health products, animal feed, sea cucumbers
6	Taiwan	\$39.61	\$42.14	\$53.85	1.2%	27.8%	Food preparations for manufacturing & natural health products, pork, animal feed, poultry, Atlantic salmon
7	Ukraine	\$31.39	\$18.79	\$39.35	0.9%	109.4%	Hake, sole, Pollock, turbot, chum salmon
8	Australia	\$30.43	\$30.56	\$29.50	0.7%	-3.5%	Food preparations for manufacturing & natural health products, mixed fruits & nuts, dairy, coffee, blueberries
9	Vietnam	\$19.10	\$20.43	\$28.38	0.6%	38.9%	Apples, food preparations for manufacturing & natural health products, cherries, poultry, other animal products
10	Philippines	\$19.70	\$28.93	\$27.64	0.6%	-4.5%	Poultry, pork, other animal products, peas, food preparations for manufacturing & natural health products
	<i>Rest of World</i>	\$221.52	\$375.59	\$346.41	7.7%	-7.8%	--
	WORLD	\$3,823.33	\$4,109.51	\$4,515.83	100.0%	9.9%	Atlantic salmon, food preparations for manufacturing & natural health products, blueberries, baked goods, mushrooms

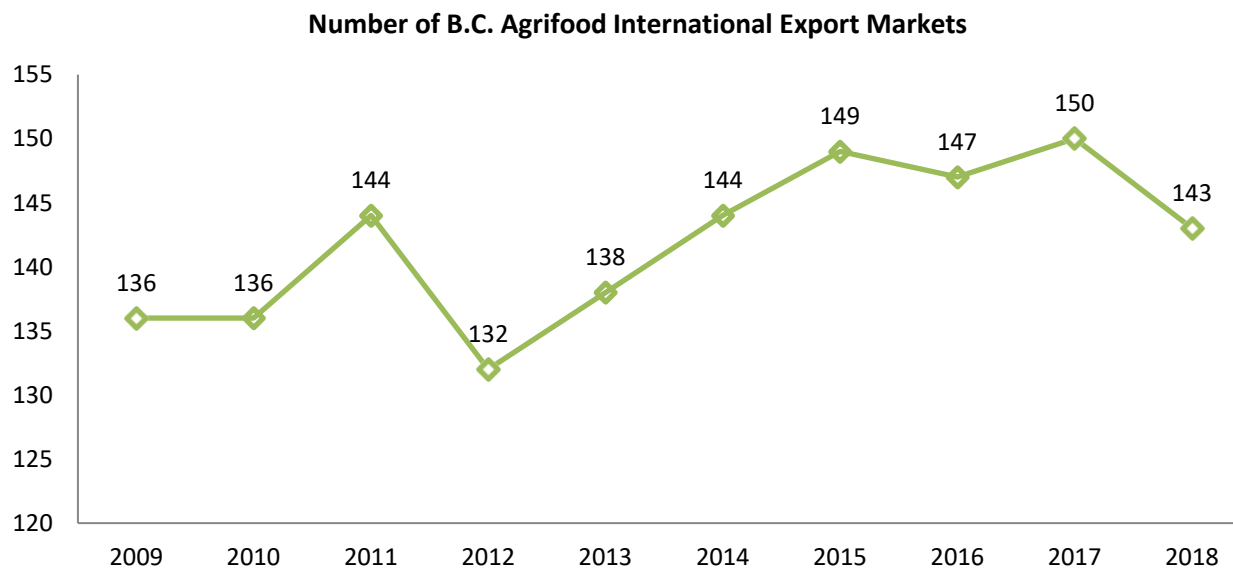
Source: Statistics Canada, CATSNET Analytics (April 2019).

AGRIFOOD EXPORT HIGHLIGHTS- 2018

- ❖ B.C.'s agrifood export value rose over 10 per cent in 2018 to \$3.1 billion.
- ❖ B.C. exported 515 agrifood commodities to 143 international markets 2018.



Source: Statistics Canada, CATSNET Analytics (April 2019).



Source: Statistics Canada, CATSNET Analytics (April 2019).

AGRIFOOD TOP EXPORT MARKETS

- ❖ The U.S. continued to be B.C.'s top agrifood export market with a 74 per cent share, topping \$2.3 billion in 2018.
- ❖ B.C.'s agrifood exports to Vietnam increased by almost 55 per cent in 2018 over 2017.

Top B.C. Agrifood International Export Markets in 2018 by Value (\$ Millions)

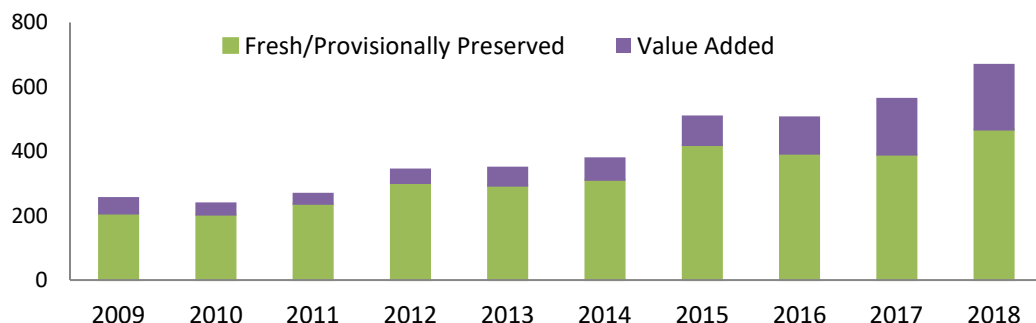
RANK	MARKET	2016	2017	2018	2018 SHARE	2017-18 GROWTH	TOP PRODUCTS IN 2018
1	United States	\$1,930.2	\$2,049.3	\$2,318.9	74.2%	13.2%	Baked goods, blueberries, food preparations for manufacturing & natural health products, mushrooms, floriculture
2	China	\$141.9	\$168.8	\$226.6	7.3%	34.2%	Peas, food preparations for manufacturing & natural health products, pork, cherries, rape/colza seed
3	Japan	\$100.8	\$93.2	\$102.2	3.3%	9.7%	Pork, blueberries, rape/colza seeds, soups & broths, mushrooms
4	South Korea	\$53.5	\$65.2	\$68.5	2.2%	5.1%	Food preparations for manufacturing & natural health products, sugars, coffee, modified starches, animal feed
5	Taiwan	\$29.7	\$34.2	\$43.3	1.4%	26.5%	Food preparations for manufacturing & natural health products, pork, animal feed, poultry, soups & broths
6	Hong Kong	\$31.2	\$34.0	\$37.4	1.2%	10.0%	Cherries, food preparations for manufacturing & natural health products, animal feed, pork, mushrooms
7	Australia	\$26.2	\$28.8	\$28.2	0.9%	-2.3%	Food preparations for manufacturing & natural health products, mixed fruits & nuts, dairy, coffee, blueberries
8	Philippines	\$19.2	\$28.2	\$26.8	0.9%	-5.0%	Poultry, pork, other animal products, peas, food preparations for manufacturing & natural health products
9	Vietnam	\$16.6	\$16.4	\$25.3	0.8%	54.7%	Apples, food preparations for manufacturing & natural health products, cherries, poultry, other animal products
10	United Arab Emirates	\$8.6	\$20.7	\$22.1	0.7%	6.9%	Lentils, food preparations for manufacturing & natural health products, peas, dairy, rape/colza seeds
	<i>All Other Export Markets</i>	\$139.8	\$284.1	\$224.3	7.2%	-21.1%	--
	WORLD	\$2,497.6	\$2,823.0	\$3,123.6	100.0%	10.6%	Food preparations for manufacturing & natural health products, blueberries, baked goods, mushrooms, animal feed

Source: Statistics Canada, CATSNET Analytics (April 2019).

FRUIT & NUT PRODUCTS

- ❖ Exports of B.C.'s fruit & nut products increased 19 per cent, reaching \$668 million in 2018.
- ❖ Blueberries remained B.C.'s largest fruit & nut export product in 2018 increasing by more than 9 per cent over 2017.
- ❖ B.C. fruit & nut products were shipped to 43 different markets with cherries being the most diverse fruit & nut export, reaching 27 markets in 2018.

B.C. International Exports of Fruit & Nut Products (\$Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

Note: Fresh/Provisionally Preserved refers to fresh, chilled, dried, frozen, shelled, and/or peeled. Value Added refers to processing beyond those noted previously.

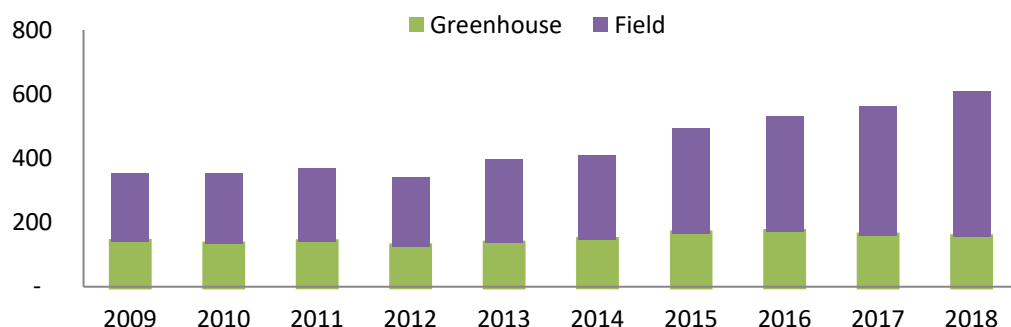
PRODUCT	2016	2017	2018	2018 SHARE	17-18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Blueberries	\$200,195,726	\$221,897,926	\$242,628,272	36.3%	9.3%	21	U.S. (90%), Japan (7%)
Cherries	\$83,288,832	\$81,457,953	\$107,480,954	16.1%	31.9%	27	U.S. (39%), China (35%), Hong Kong (8%)
Peanut butter	\$22,047,911	\$62,268,502	\$62,633,313	9.4%	0.6%	5	U.S. (99%)
Cranberries	\$56,125,414	\$37,398,926	\$60,101,385	9.0%	60.7%	13	U.S. (98%)
Mixtures of nuts & seeds	\$17,318,148	\$37,556,152	\$59,786,446	8.9%	59.2%	7	U.S. (99%)
Mixtures of fruit	\$38,924,576	\$36,944,387	\$40,350,093	6.0%	9.2%	4	U.S. (99%)
Apples	\$20,865,870	\$18,337,079	\$19,946,498	3.0%	8.8%	15	Vietnam (46%), U.S. (41%)
Raspberries	\$12,039,017	\$9,829,602	\$9,059,761	1.4%	-7.8%	3	U.S. (95%)
Fruit jellies, jams & purees	\$4,012,357	\$5,270,495	\$5,572,998	0.8%	5.7%	11	China (54%), U.S. (36%), South Korea (6%)
Ground nuts & ground nut oil	\$770,155	\$1,225,561	\$4,279,303	0.6%	249.2%	1	U.S. (100%)
Strawberries	\$1,182,214	\$635,936	\$2,245,368	0.3%	253.1%	4	U.S. (91%), Japan (8%)
Pears	\$520,389	\$228,226	\$244,055	0.0%	6.9%	2	Cuba (74%), U.S. (26%)
Currants & gooseberries	\$94,829	\$84,918	\$151,934	0.0%	78.9%	1	Japan (100%)
Blackberries	\$66,470	\$51,239	\$105,623	0.0%	106.1%	1	U.S. (100%)
Bananas	\$4,514	\$0	\$74,617	0.0%	--	1	Philippines (100%)
Pineapples	\$170,888	\$157,785	\$70,828	0.0%	-55.1%	1	U.S. (100%)
Peaches & nectarines	\$7,999	\$881	\$28,125	0.0%	3092.4%	1	Philippines (100%)
Walnuts	\$87,203	\$8,554	\$14,841	0.0%	73.5%	1	U.S. (100%)
<i>Other nut products</i>	\$289,632	\$163,409	\$27,166	0.0%	-83.4%	--	U.S. (49%), New Zealand (21%), Hong Kong (19%), Singapore (10%)
<i>Other fruit products</i>	\$31,271,706	\$32,405,022	\$31,682,977	4.7%	-2.2%	--	U.S. (92%)
<i>Other fruit & nut products</i>	\$15,339,304	\$17,163,263	\$21,898,588	3.3%	27.6%	--	U.S. (53%), Australia (21%), Japan (10%), New Zealand (6%)
TOTAL FRUIT & NUT PRODUCTS	\$504,623,154	\$563,085,816	\$668,383,145	100.0%	18.7%	43	U.S. (82%), China (7%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

VEGETABLE PRODUCTS

- ❖ Mushrooms were the top export vegetable for B.C. in 2018 valued at close to \$189 million, an increase of 23 per cent from 2017, and were shipped to 14 international markets.
- ❖ In 2018, 34 per cent (\$155 million) of B.C.'s exports of vegetables were designated as greenhouse vegetables.

B.C. International Exports of Vegetables & Vegetable Products (\$Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

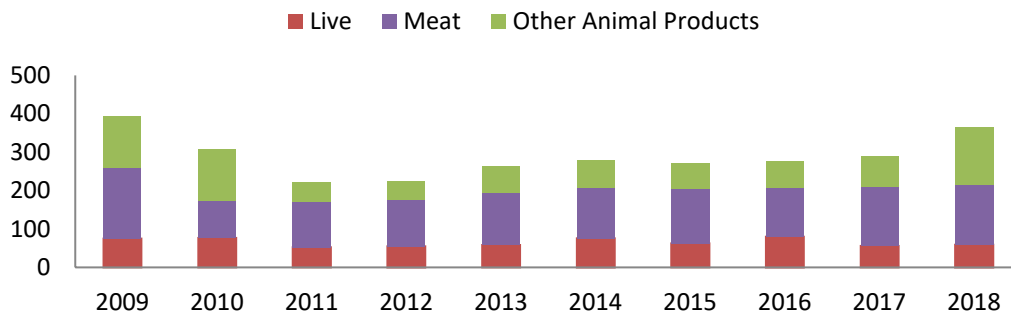
PRODUCT	2016	2017	2018	2018 SHARE	17-18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Mushrooms	\$156,389,615	\$153,307,456	\$188,794,878	41.8%	23.1%	14	U.S. (94%)
Peppers	\$93,204,299	\$88,242,155	\$87,097,168	19.3%	-1.3%	4	U.S. (99%)
Peas	\$2,575,199	\$60,794,277	\$75,429,529	16.7%	24.1%	36	China (62%), India (11%), U.S. (7%), Colombia (5%), Nepal (5%)
Tomatoes	\$61,481,429	\$58,750,616	\$51,514,268	11.4%	-12.3%	4	U.S. (94%), Japan (5%)
Cucumbers	\$16,339,692	\$13,948,553	\$17,917,280	4.0%	28.5%	14	U.S. (99%)
Potatoes	\$10,607,692	\$9,024,752	\$10,464,555	2.3%	16.0%	13	U.S. (91%), Japan (5%)
Beans	\$2,501,554	\$3,280,590	\$7,365,145	1.6%	124.5%	3	Egypt (41%), Angola (10%), U.S. (8%), Portugal (6%), Spain (6%)
Lettuce	\$2,407,528	\$3,144,244	\$2,683,883	0.6%	-14.6%	2	U.S. (96%)
Egg plant	\$1,410,743	\$1,209,676	\$916,153	0.2%	-24.3%	1	U.S. (99%)
Brussels sprouts	\$595,570	\$449,079	\$831,780	0.2%	85.2%	1	U.S. (100%)
Carrots	\$354,554	\$199,970	\$273,554	0.1%	36.8%	1	U.S. (100%)
Pumpkins, squash & gourds	\$1,064	\$42,227	\$77,984	0.0%	84.7%	1	U.S. (100%)
Onions	\$11,891	\$69,359	\$54,458	0.0%	-21.5%	1	U.S. (100%)
Garlic	\$0	\$0	\$54,435	0.0%	--	1	U.S. (100%)
Chicory	\$8,802	\$56,084	\$52,352	0.0%	-6.7%	3	U.S. (96%)
Vegetable seeds	\$21,511	\$30,188	\$49,409	0.0%	63.7%	4	U.S. (75%), Italy (24%)
Cabbage	\$10,235	\$21,830	\$35,975	0.0%	64.8%	1	U.S. (100%)
Other vegetable products	\$11,216,453	\$10,542,267	\$8,559,627	1.9%	-18.8%	--	U.S. (91%)
TOTAL VEGETABLE PRODUCTS	\$359,137,831	\$403,113,323	\$452,172,433	100.0%	12.2%	72	U.S. (68%), China (9%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

ANIMALS & ANIMAL PRODUCTS

- ❖ B.C. exports of pork products reached \$107 million in 2018, with shipments to 25 markets.
- ❖ B.C.'s exports of animal fats increased 563 per cent in 2018.

B.C. International Exports of Animal Products (\$ Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

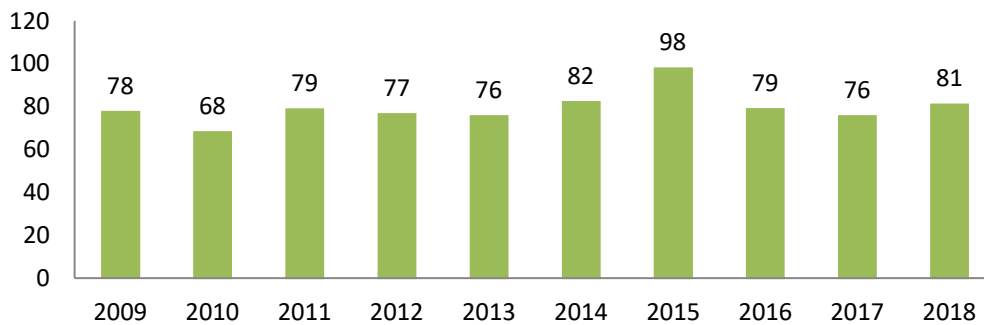
PRODUCT	2016	2017	2018	2018 SHARE	17-18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Pork	\$105,554,920	\$108,642,274	\$107,308,284	29.4%	-1.2%	25	Japan (42%), China (36%), Taiwan (6%)
Animal fats	\$215,321	\$12,560,737	\$83,216,971	22.8%	562.5%	5	U.S. (99%)
Live bovine	\$52,171,745	\$41,914,048	\$44,156,796	12.1%	5.4%	1	U.S. (100%)
Dairy	\$40,644,452	\$40,503,698	\$42,621,850	11.7%	5.2%	28	U.S. (61%), Brazil (13%), Australia (7%)
Poultry	\$28,611,782	\$35,352,228	\$38,791,021	10.6%	9.7%	26	U.S. (31%), Philippines (28%), Taiwan (13%), Vietnam (6%)
Horses	\$8,724,127	\$11,543,085	\$13,079,648	3.6%	13.3%	1	U.S. (100%)
Eggs	\$3,757,238	\$3,755,395	\$5,551,636	1.5%	47.8%	3	U.S. (70%), Hong Kong (30%)
Beef	\$3,122,056	\$5,702,378	\$3,416,122	0.9%	-40.1%	16	U.S. (42%), China (29%), Colombia (7%), Philippines (5%)
Fur skins	\$11,747,684	\$8,365,533	\$3,347,010	0.9%	-60.0%	25	U.S. (95%)
Honey	\$1,489,636	\$1,160,014	\$1,738,947	0.5%	49.9%	7	China (59%), Japan (16%), South Korea (12%), U.S. (9%)
Hides & skins	\$1,866,961	\$2,176,048	\$1,395,129	0.4%	-35.9%	3	U.S. (94%)
Live birds	\$696,764	\$1,065,371	\$1,015,078	0.3%	-4.7%	6	U.S. (52%), United Arab Emirates (36%), Spain (10%)
Feathers	\$954,049	\$912,466	\$911,270	0.3%	-0.1%	5	U.S. (40%), Taiwan (27%), China (26%), Vietnam (7%)
Hogs	\$48,071	\$0	\$85,680	0.0%	--	1	Japan (100%)
Other animals & animal products	\$11,681,800	\$17,168,293	\$17,831,397	4.9%	3.9%	20	U.S. (45%), Philippines (23%), Vietnam (7%), Japan (7%)
TOTAL ANIMALS & ANIMAL PRODUCTS	\$271,286,606	\$290,821,568	\$364,466,839	100.0%	25.3%	73	U.S. (55%), Japan (13%), China (12%), Philippines (5%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

BEVERAGES

- ❖ At \$38 million, water was B.C.'s highest value beverage export and was shipped to 24 international markets in 2018.
- ❖ In 2018, B.C. exported \$22 million worth of fruit and vegetable juice to 15 international markets, with cranberry juice accounting for nearly \$9 million (40 per cent) of the province's fruit and vegetable juice exports.

B.C. International Exports of Beverage Products (\$ Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

PRODUCT	2016	2017	2018	2018 SHARE	17-18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Water	\$35,065,607	\$37,076,124	\$37,520,597	46.3%	1.2%	24	U.S. (76%), China (16%), Taiwan (6%)
Fruit & vegetable juice	\$22,435,645	\$19,038,815	\$21,917,077	27.1%	15.1%	15	U.S. (89%)
Wine	\$9,708,427	\$8,968,960	\$9,159,905	11.3%	2.1%	16	China (74%), U.S. (9%), Taiwan (5%)
Beer	\$6,031,196	\$5,428,002	\$5,509,287	6.8%	1.5%	1	U.S. (100%)
Spirits	\$1,552,555	\$1,120,583	\$2,602,782	3.2%	132.3%	12	U.S. (78%), China (10%), United Kingdom (9%)
<i>Other beverages</i>	\$4,055,161	\$3,876,270	\$4,299,626	5.3%	10.9%	12	U.S. (72%), China (22%)
TOTAL BEVERAGES	\$78,848,591	\$75,508,754	\$81,009,274	100.0%	7.3%	43	U.S. (73%), China (18%)

Source: Statistics Canada, CATSNET Analytics (April 2019).



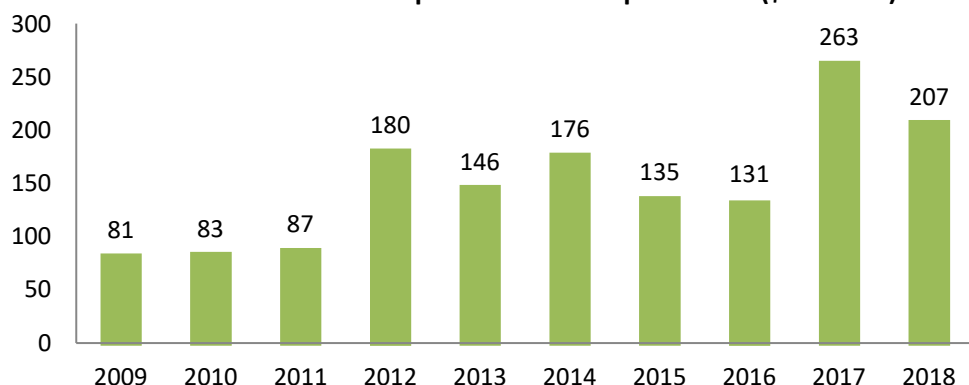
B.C. Exports Fruit & Vegetable Juice 2018	
Cranberry juice	\$8,889,393
Grape juice	\$798,785
Orange juice	\$503,003
Apple juice	\$326,345
<i>Rest of fruit & vegetable juice</i>	\$11,399,551
TOTAL FRUIT & VEGETABLE JUICE	\$21,917,077

Source: Statistics Canada, CATSNET Analytics (April 2019).

FIELD CROP PRODUCTS

- ❖ Lentils were the highest value field crop export in 2018, valued at almost \$72 million, with shipments to 40 international markets.

B.C. International Exports of Field Crop Products (\$ Millions)



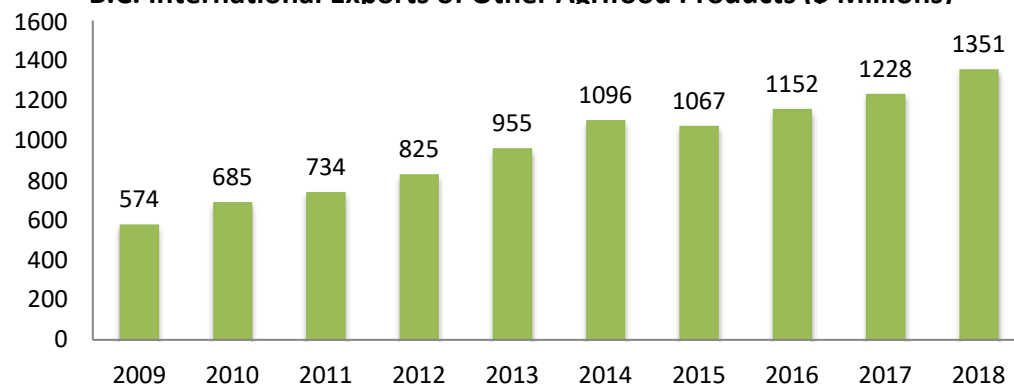
Source: Statistics Canada, CATSNET Analytics (April 2019).

PRODUCT	2016	2017	2018	2018 SHARE	17-18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Lentils	\$0	\$89,742,805	\$71,748,165	34.7%	-20.1%	40	U.A.E. (18%), India (16%), Pakistan (13%), Turkey (11%), Nepal (8%), Colombia (8%), Syria (6%)
Wheat	\$57,386,912	\$62,582,359	\$57,017,675	27.6%	-8.9%	66	U.S. (74%)
Rape/colza	\$19,211,232	\$19,538,820	\$25,918,633	12.5%	32.7%	27	China (47%), Japan (22%), Mexico (12%), U.S. (6%), Pakistan (5%)
Oats	\$10,330,754	\$9,285,443	\$9,600,122	4.6%	3.4%	25	U.S. (79%), Mexico (7%), Japan (5%)
Chickpeas	\$4,307,783	\$32,261,396	\$7,857,049	3.8%	-75.6%	32	Pakistan (45%), U.S. (18%), U.A.E. (8%), Turkey (6%), Sri Lanka (6%), India (5%)
Malt	\$11,318,394	\$12,247,799	\$7,230,195	3.5%	-41.0%	2	U.S. (99%)
Hemp	\$6,210,296	\$12,176,481	\$7,116,172	3.4%	-41.6%	4	U.S. (99%)
Barley	\$2,882,605	\$5,847,356	\$6,214,710	3.0%	6.3%	13	China (69%), Japan (14%), U.S. (10%), Kuwait (5%)
Other cereals	\$4,318,715	\$4,115,821	\$3,201,200	1.5%	-22.2%	22	U.S. (42%), Colombia (13%), Taiwan (8%), Philippines (7%)
Ginseng	\$2,858,725	\$3,997,204	\$1,789,952	0.9%	-55.2%	3	Hong Kong (70%), China (30%)
Legumes	\$981,390	\$1,115,724	\$1,367,947	0.7%	22.6%	2	U.S. (99%)
Rice	\$1,139,707	\$878,783	\$850,659	0.4%	-3.2%	8	U.S. (76%), China (17%)
Hay	\$208,909	\$597,252	\$757,881	0.4%	26.9%	4	South Korea (54%), China (37%), U.S. (5%)
Fescue	\$279,623	\$1,016,511	\$652,677	0.3%	-35.8%	1	U.S. (100%)
Maize	\$620,193	\$467,293	\$604,880	0.3%	29.4%	3	U.S. (95%), China (5%)
<i>Other field crops</i>	\$9,295,513	\$6,695,636	\$4,847,277	40.8%	-34.4%	25	U.S. (68%), Japan (10%), South Korea (7%), China (6%)
TOTAL FIELD CROPS	\$131,350,751	\$262,566,683	\$206,775,194	100.0%	-9.5%	83	U.S. (58%), China (16%), Japan (7%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

OTHER AGRIFOOD PRODUCTS

B.C. International Exports of Other Agrifood Products (\$ Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

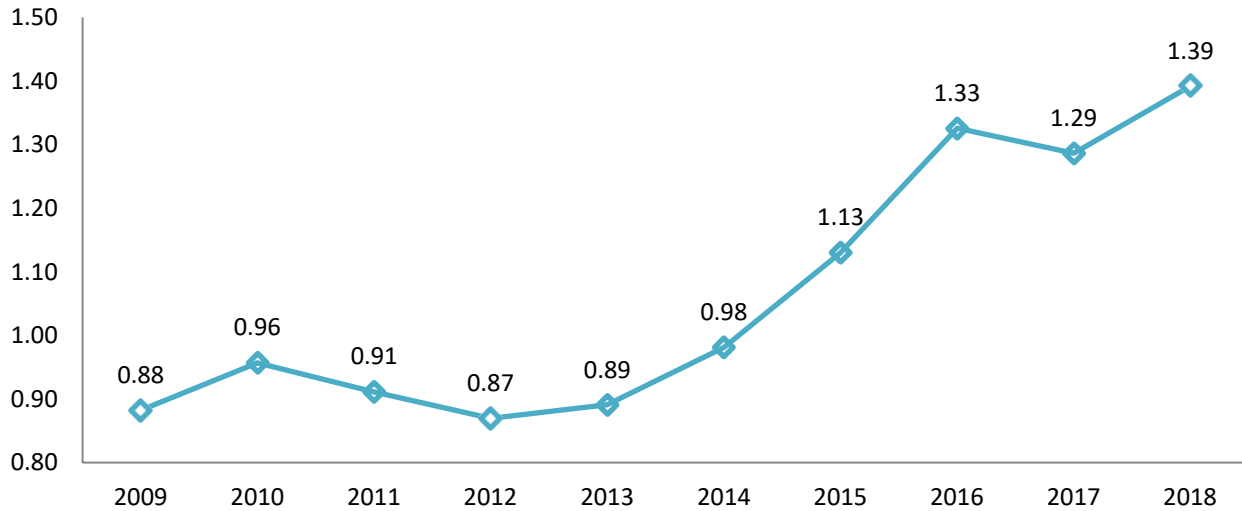
PRODUCT	2016	2017	2018	2018 SHARE	17-18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Food preparations for manufacturing & natural health products	\$299,299,377	\$317,608,148	\$361,410,300	26.8%	13.8%	87	U.S. (50%), South Korea (16%), China (11%)
Baked goods	\$196,078,361	\$225,916,294	\$229,510,029	17.0%	1.6%	17	U.S. (98%)
Animal feed	\$112,430,852	\$112,686,799	\$134,670,240	10.0%	19.5%	26	U.S. (81%), China (5%)
Floriculture	\$106,906,778	\$112,085,584	\$118,080,827	8.7%	5.3%	6	U.S. (99%)
Fruit syrups & concentrates	\$65,394,418	\$81,426,506	\$99,800,435	7.4%	22.6%	12	U.S. (98%)
Cocoa	\$118,749,458	\$94,355,997	\$93,798,255	6.9%	-0.6%	23	U.S. (99%)
Sugars	\$29,902,387	\$41,656,759	\$53,585,128	4.0%	28.6%	21	U.S. (81%)
Coffee	\$42,392,867	\$43,716,122	\$51,707,516	3.8%	18.3%	22	U.S. (75%), Australia (6%), Japan (5%)
Malt extracts	\$53,756,253	\$48,853,668	\$51,136,531	3.8%	4.7%	3	U.S. (98%)
Miscellaneous edible preparations	\$41,536,885	\$43,275,041	\$48,195,820	3.6%	11.4%	38	U.S. (80%)
Tea	\$31,538,083	\$36,843,992	\$35,148,920	2.6%	-4.6%	17	U.S. (99%)
Pasta	\$13,617,503	\$19,910,265	\$20,222,430	1.5%	1.6%	7	U.S. (99%)
Modified starches	\$5,493,336	\$9,965,611	\$17,712,484	1.3%	77.7%	21	U.S. (74%), China (15%), South Korea (7%)
Fats & oils	\$13,675,615	\$15,226,340	\$11,128,366	0.8%	-26.9%	33	U.S. (37%), El Salvador (10%), China (10%), U.K. (9%), South Korea (8%), Denmark (6%)
Soups & broths	\$4,951,580	\$6,114,012	\$9,057,707	0.7%	48.1%	11	Japan (51%), Taiwan (32%), U.S. (10%)
Food residue & waste	\$8,550,654	\$7,872,270	\$5,652,129	0.4%	-28.2%	1	U.S. (100%)
Condiments	\$3,118,908	\$3,718,238	\$4,616,047	0.3%	24.1%	13	U.S. (88%), Japan (8%)
Essential oils	\$1,490,931	\$2,783,191	\$2,254,833	0.2%	-19.0%	19	U.S. (64%), Japan (12%), Taiwan (9%)
Gums, resins & vegetable saps & extracts	\$1,462,380	\$1,623,723	\$2,049,053	0.2%	26.2%	18	U.S. (43%), France (16%), South Korea (15%), China (11%)
Fibres	\$1,040,303	\$1,887,407	\$579,880	0.0%	-69.3%	3	Australia (98%)
<i>Other agrifood products</i>	\$951,804	\$422,780	\$492,157	0.0%	16.4%	11	Kuwait (28%), Hong Kong (22%), Bahrain (22%), Sri Lanka (8%), U.S. (8%)
TOTAL OTHER AGRIFOOD PRODUCTS	\$1,152,338,733	\$1,227,948,747	\$1,350,809,087	100.0%	10.0%	105	U.S. (80%), South Korea (5%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

SEAFOOD EXPORT HIGHLIGHTS – 2018

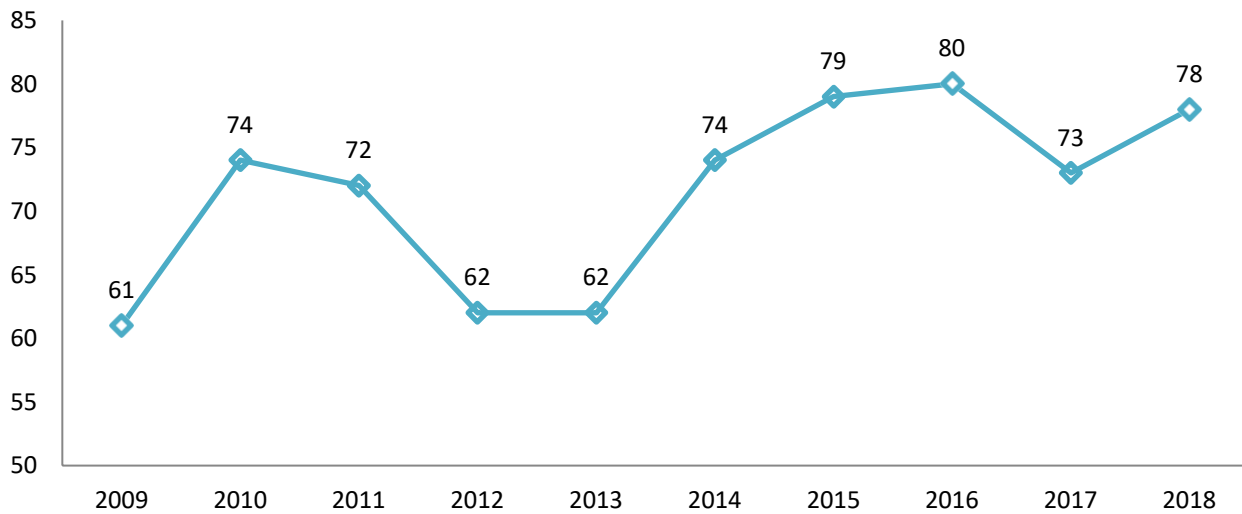
- ❖ B.C.'s seafood export value rose over 8 per cent in 2018 to \$1.4 billion.
- ❖ B.C. exported 180 different seafood products to 78 international markets in 2018.

Total Value of B.C. Seafood International Exports (\$ Billions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

Number of B.C. Seafood International Export Markets



Source: Statistics Canada, CATSNET Analytics (April 2019).

SEAFOOD TOP EXPORT MARKETS

- ❖ The U.S. remained B.C.'s primary seafood trading partner, accounting for \$769 million (55 per cent) of B.C.'s total seafood exports in 2018.
- ❖ Ninety-one per cent of B.C.'s total seafood export value was generated by its top five international markets: U.S., China, Japan, Ukraine and Hong Kong.
- ❖ Of the top 10 seafood export markets, South Africa was B.C.'s fastest growing market more than quadrupling in value from \$2.4 million in 2017 to almost \$11 million in 2018.

Top B.C. Seafood International Export Markets in 2018, by Value (\$ Millions)

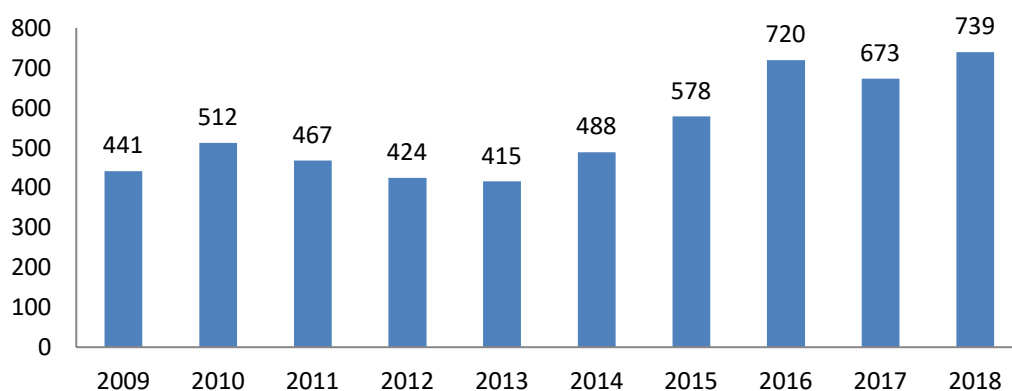
RANK	MARKET	2016	2017	2018	2018 SHARE	17-18 GROWTH	TOP PRODUCTS IN 2018
1	United States	798.7	777.2	768.7	55.2%	-1.1%	Atlantic salmon, chinook salmon, halibut, sockeye salmon, tuna
2	China	265.3	255.1	306.1	22.0%	20.0%	Crab, Atlantic salmon, geoduck clams, shrimp & prawns, hake
3	Japan	106.3	110.8	122.1	8.8%	10.2%	Atlantic salmon, herring, sockeye salmon, shrimps & prawns, sea urchin
4	Ukraine	31.3	18.8	39.3	2.8%	109.4%	Hake, sole, pollock, turbot, chum salmon
5	Hong Kong	23.7	33.3	35.3	2.5%	6.1%	Geoduck clams, sea cucumber, sea urchin, shrimps & prawns, oysters
6	South Africa	2.4	2.4	10.9	0.8%	363.8%	Hake, herring, sea urchin
7	Taiwan	10.0	7.9	10.5	0.8%	33.3%	Atlantic salmon, sea urchin, liver, roes & milt, crab, chum
8	United Kingdom	9.1	8.6	10.5	0.8%	22.1%	Sablefish, cod, sockeye salmon, shrimps & prawns, sea urchin
9	Macao	3.8	6.9	8.3	0.6%	20.0%	Geoduck clams, lobster, sea urchin, sea cucumber, crab
10	Lithuania	4.2	5.4	7.4	0.5%	38.5%	Hake
	<i>All Other Export Markets</i>	70.9	60.2	72.8	5.2%	21.0%	--
	WORLD	1325.7	1286.5	1392.2	100.0%	8.2%	Atlantic salmon, crab, hake, sockeye salmon, geoduck clams

Source: Statistics Canada, CATSNET Analytics (April 2019).

SALMON & TROUT PRODUCTS

- ❖ In 2018, exports of farmed salmon (Atlantic, Chinook and Coho) and trout were valued at \$564 million, with shipments to 21 international markets.
- ❖ Exports of B.C.'s wild sockeye salmon more than tripled in 2018, valued at over \$56.1 million, up from \$13.5 million in 2017. Combined, the United States (53 per cent) and Japan (33 per cent) accounted for 86 per cent of the province's wild sockeye exports in 2018.
- ❖ The sum of all of B.C.'s wild salmon exports (sockeye, chinook, chum, coho and pink) topped \$175 million in 2018, with 85 per cent of shipments going to the U.S. (62 per cent), Japan (16 per cent) and China (5 per cent), and the remaining shipments exported to 34 different International markets.

B.C. International Exports of Salmon & Trout Products (\$ Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

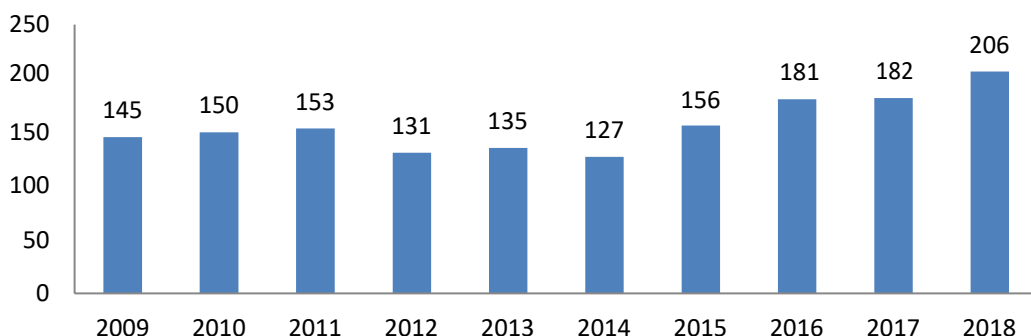
PRODUCT	2016	2017	2018	2018 SHARE	17-18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Farmed Atlantic salmon	\$524,219,955	\$512,331,635	\$541,142,141	73.2%	5.6%	20	U.S. (87%), China (6%), Japan (5%)
Wild sockeye salmon	\$28,080,258	\$13,513,480	\$56,135,151	7.6%	315.4%	23	U.S. (53%), Japan (33%)
Wild chinook salmon	\$27,432,702	\$28,261,514	\$23,968,033	3.2%	-15.2%	15	U.S. (66%), Japan (28%)
Farmed chinook salmon	\$20,022,373	\$21,226,590	\$22,014,924	3.0%	3.7%	5	U.S. (95%)
Wild chum salmon	\$44,880,314	\$33,396,942	\$16,632,064	2.3%	-50.2%	22	U.S. (27%), China (18%), France (12%), Portugal (10%), Italy (7%), Taiwan (6%)
Wild coho salmon	\$7,540,782	\$5,661,371	\$6,965,139	0.9%	23.0%	12	U.S. (83%), Belgium (5%)
Wild pink salmon	\$12,136,090	\$5,364,633	\$6,082,146	0.8%	13.4%	12	China (81%), U.S. (14%),
Farmed trout	\$462,145	\$537,229	\$631,825	0.1%	17.6%	1	U.S. (100%)
Farmed coho salmon	\$241,022	\$85,578	\$143,071	0.0%	67.2%	3	U.S. (99%)
<i>Other salmon & trout products</i>	\$54,603,881	\$52,228,169	\$65,369,674	8.8%	25.2%	24	U.S. (79%), Japan (8%), U.K. (5%)
<i>Subtotal - Farmed</i>	\$544,945,495	\$534,181,032	\$563,931,961	76.3%	5.6%	21	U.S. (87%), China (6%), Japan (5%)
<i>Subtotal - Wild</i>	\$174,674,027	\$138,426,109	\$175,152,207	23.7%	26.5%	37	U.S. (62%), Japan (18%), China (5%)
TOTAL SALMON & TROUT PRODUCTS	\$719,619,522	\$672,607,141	\$739,084,168	100.0%	9.9%	42	U.S. (81%), Japan (8%), China (6%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

GROUNDFISH PRODUCTS

- ❖ B.C. exported groundfish to 52 international markets in 2018.
- ❖ Exports of groundfish products increased by 13.5 per cent to \$206.3 million in 2018; the value of B.C.'s exports of groundfish has increased every year since 2014.
- ❖ Hake export value increased almost 43 per cent to \$103 million and accounted for close to 50 per cent of total B.C.'s groundfish exports in 2018.

B.C. International Exports of Groundfish Products (\$Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

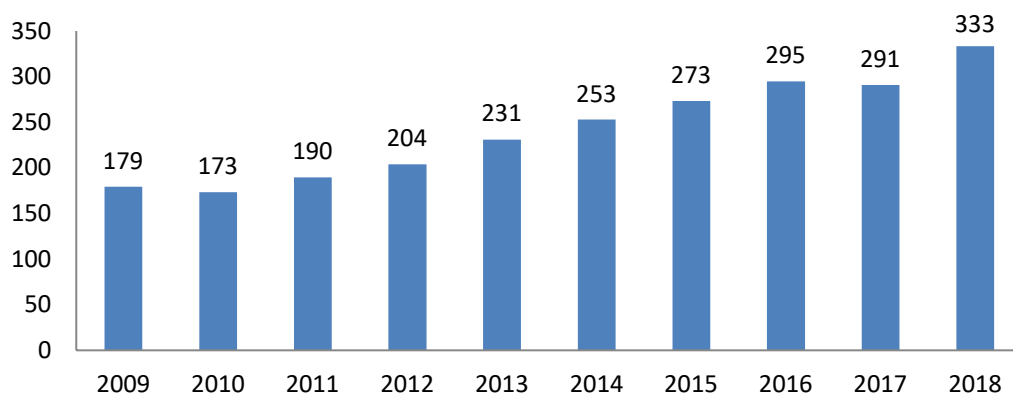
PRODUCT	2016	2017	2018	2018 SHARE	17 -18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Hake	\$70,524,294	\$72,020,055	\$102,698,035	49.8%	42.6%	35	Ukraine (37%), China (21%), South Africa (11%), Lithuania (7%), Montenegro (5%)
Halibut	\$43,578,821	\$38,994,353	\$33,356,688	16.2%	-14.5%	7	U.S. (99%)
Sablefish	\$14,806,978	\$18,408,294	\$22,264,891	10.8%	21.0%	12	Japan (44%), U.K. (20%), U.S. (12%), Hong Kong (7%), China (6%), Netherland (5%)
Sole	\$2,318,103	\$7,211,752	\$9,441,091	4.6%	30.9%	6	China (87%), U.S. (10%)
Cod	\$3,034,190	\$4,015,291	\$4,695,909	2.3%	17.0%	17	U.S. (25%), China (20%), U.K. (18%), Japan (12%), UAE (11%), South Korea (5%)
Flounder	\$17,150,600	\$5,123,780	\$2,519,497	1.2%	-50.8%	3	China (83%), U.S. (17%)
Pollock	\$2,286,591	\$1,944,371	\$2,502,152	1.2%	28.7%	7	China (36%), South Korea (27%), U.S. (19%), Chile (11%)
Skate	\$857,660	\$477,887	\$634,708	0.3%	32.8%	2	South Korea (99%)
Lingcod	\$2,044,208	\$1,136,488	\$608,941	0.3%	-46.4%	2	U.S. (99%)
Pacific Ocean perch	\$1,645,621	\$682,624	\$517,915	0.3%	-24.1%	3	Japan (49%), China (44%), U.S. (7%)
Dogfish	\$299,819	\$269,602	\$148,083	0.1%	-45.1%	1	U.S. (100%)
Turbot	\$80,732	\$0	\$47,469	0.0%	--	3	Ukraine (95%)
<i>Other groundfish products</i>	\$21,981,192	\$31,460,471	\$26,873,586	13.0%	-14.6%	21	U.S. (57%), China (28%), Japan (6%)
TOTAL GROUND FISH PRODUCTS	\$180,608,809	\$181,744,968	\$206,308,965	100.0%	13.5%	52	U.S. (27%), China (21%), Ukraine (19%), Japan (6%), South Africa (5%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

INVERTEBRATE & MARINE PLANT PRODUCTS

- ❖ Crab exports accounted for nearly half of B.C.'s invertebrate and marine plant product exports in 2018, valued at close to \$159.1 million (up 21.5 per cent over 2017), with sales to 13 international markets.
- ❖ 2018 saw notable growth in B.C.'s shrimp and prawn, as well as scallop exports.
- ❖ Exports of B.C. shrimp and prawns increased by 44 per cent to over \$53 million in 2018, with shipments to 13 markets.
- ❖ Exports of B.C. scallops more than doubled in 2018, from nearly \$0.2 million to over \$0.5 million, with the majority (93 per cent) of shipments going to China.

B.C. International Exports of Invertebrate & Marine Plant Products (\$ Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

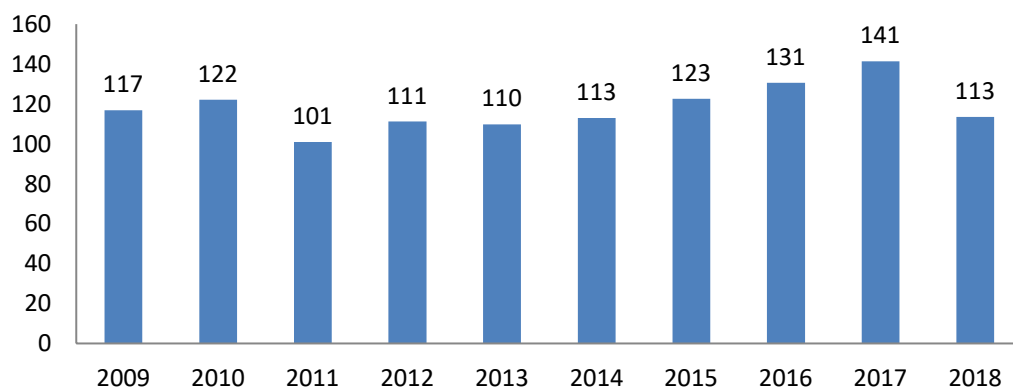
PRODUCT	2016	2017	2018	2018 SHARE	17 -18 GROWTH	TOP MARKETS	TOP MARKETS IN 2018
Crabs	\$141,526,014	\$130,947,801	\$159,077,857	47.7%	21.5%	13	China (92%), U.S. (6%)
Geoduck clams	\$38,055,686	\$57,117,042	\$54,828,446	16.4%	-4.0%	18	China (55%), Hong Kong (30%), Macao 14%)
Shrimps & prawns	\$46,545,449	\$36,924,118	\$53,131,102	15.9%	43.9%	13	China (51%), Japan (22%), U.S. (18%), Hong Kong (7%)
Sea urchins	\$20,596,820	\$17,631,410	\$20,963,945	6.3%	18.9%	14	Japan (51%), Hong Kong (20%), Taiwan (8%), China (7%), U.S. (6%)
Oysters	\$18,195,031	\$18,612,154	\$16,592,040	5.0%	-10.9%	13	U.S. (69%), Hong Kong (11%), Singapore (9%), China (5%)
Sea cucumbers	\$12,359,998	\$11,555,318	\$12,548,669	3.8%	8.6%	6	Hong Kong (43%), China (40%), U.S. (15%)
Clams	\$9,377,997	\$8,489,944	\$7,576,052	2.3%	-10.8%	10	U.S. (92%)
Mussels	\$2,375,855	\$1,881,810	\$2,367,984	0.7%	25.8%	5	U.S. (84%), Japan (14%)
Marine plants	\$746,114	\$926,775	\$674,036	0.2%	-27.3%	4	Italy (73%), U.S. (12%), France (9%), Spain (5%)
Scallops	\$473,879	\$186,703	\$519,770	0.2%	178.4%	4	China (93%)
<i>Other invertebrate & marine plant products</i>	\$4,604,049	\$6,518,863	\$5,050,206	1.5%	-22.5%	14	U.S. (37%), Japan (21%), China (18%), South Korea (7%), Switzerland (5%)
TOTAL INVERTEBRATE & MARINE PLANT PRODUCTS	\$294,856,892	\$290,791,938	\$333,330,107	100.0%	14.6%	27	China (63%), U.S. (13%), Hong Kong (10%), Japan (7%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

OTHER SEAFOOD SPECIES & PRODUCTS

- ❖ International exports in the “other seafood products and species” category, declined from \$141 million in 2017 to \$113 million in 2018.
- ❖ B.C.'s exports of herring declined from \$55 million in 2017 to \$36 million in 2018 with shipments to 14 international markets.
- ❖ B.C.'s international exports of caviar, roe & liver (not identified by species) increased 27 per cent to over \$7 million in 2018.

B.C. International Exports of Other Seafood Products (\$ Millions)



Source: Statistics Canada, CATSNET Analytics (April 2019).

PRODUCT DESCRIPTION	2016	2017	2018	2018 SHARE	17 -18 GROWTH	TOTAL MARKETS	TOP MARKETS IN 2018
Herring	\$45,173,382	\$55,273,005	\$36,241,355	31.9%	-34.4%	14	Japan (63%), China (23%), U.S. (9%)
Tuna	\$28,273,295	\$25,426,796	\$22,153,431	19.5%	-12.9%	10	U.S. (90%), China (9%)
Caviar, roe & liver	\$4,014,902	\$5,547,278	\$7,053,963	6.2%	27.2%	14	Japan (59%), Taiwan (16%), China (7%), U.S. (6%)
Fats, oils & extracts	\$4,192,866	\$3,957,217	\$3,495,160	3.1%	-11.7%	10	U.S. (45%), South Korea (23%), Chile (9%), Philippines (9%), Taiwan (8%)
Flour, pellets & meal for non-human consumption	\$3,445,803	\$2,184,118	\$2,464,134	2.2%	12.8%	2	U.S. (94%), Cyprus (6%)
<i>Other seafood products</i>	\$45,558,833	\$48,984,270	\$42,087,607	37.1%	-14.1%	21	U.S. (95%)
TOTAL OTHER SEAFOOD SPECIES & PRODUCTS	\$130,659,081	\$141,372,684	\$113,495,650	100.0%	-19.7%	38	U.S. (59%), Japan (24%), China (10%)

Source: Statistics Canada, CATSNET Analytics (April 2019).

NOTES AND DEFINITIONS

- ❖ “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. In this document, “exports” refer to international exports and does not include interprovincial exports.
- ❖ “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

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