

H1 2022

EXPORTS

- Exports to EU and non-EU markets grew significantly in the first half of 2022, with total sales exceeding pre-COVID levels for the first time.
- Growth compared to H1 2021 is particularly high due to the effects of stockpiling in 2020 which meant many businesses didn't export in Q1 2021 while adapting to new trade rules with the EU.
- Most of our top 10 product categories experienced strong growth in both value and volume.
- For the first time, India entered our top 20 markets following growth of 81% over the past year. This was driven by strong sales of whisky, gin and breakfast cereals.
- The UK aims to conclude negotiations on a trade agreement with India in October. A carefully targeted FTA could boost export growth for our sector. Our priorities for trade with India can be found [here](#).

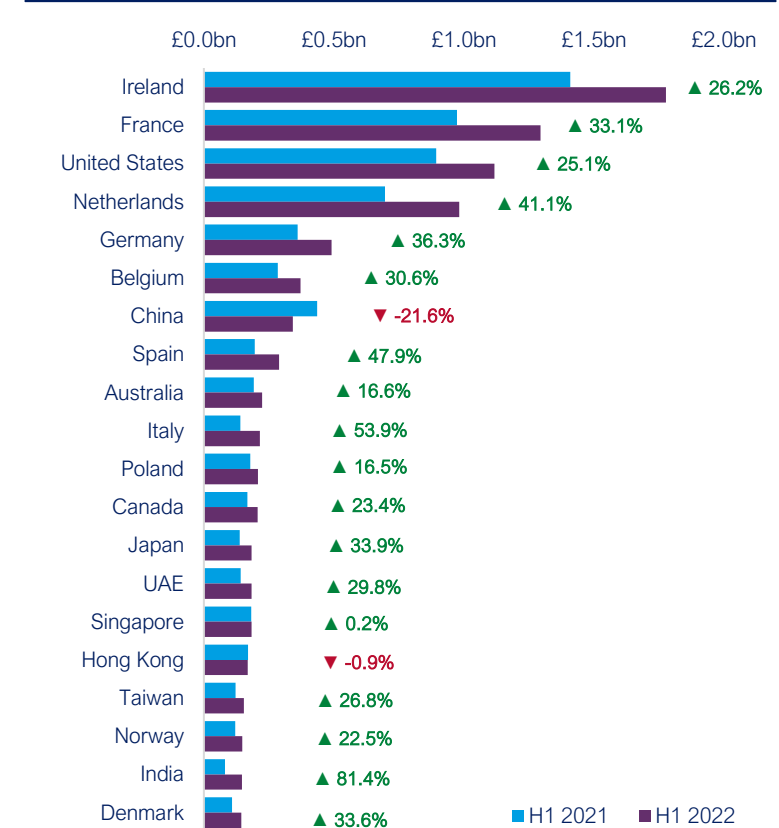
KEY INDICATORS

	H1 2022	Change 2019-22	Change 2021-22
All food and drink	£11.4bn	3.1%	24.5%
EU	£6.4bn	-5.1%	30.5%
Non-EU	£5.0bn	15.9%	17.7%
EU share	56.0%	-4.8pp	2.6pp
Non-EU share	44.0%	4.8pp	-2.6pp

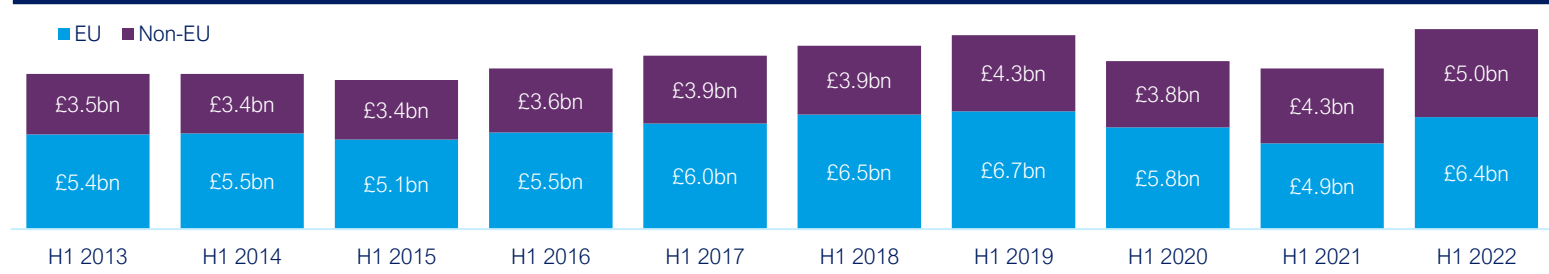
TOP 10 EXPORTS

	Value			Volume
	H1 2022	Change 2019-22	Change 2021-22	Change 2021-22
Whisky	£2.7bn	22.8%	35.3%	22.9%
Chocolate	£368.3m	6.1%	11.8%	6.1%
Cheese	£359.1m	4.3%	41.8%	25.3%
Salmon	£343.1m	-13.0%	-3.6%	-27.6%
Gin	£337.9m	1.6%	57.1%	48.7%
Beef	£326.7m	19.1%	75.2%	36.8%
Pork	£285.5m	13.1%	-4.7%	8.4%
Wine	£280.6m	-18.7%	22.8%	-3.3%
Breakfast cereals	£260.3m	6.5%	17.1%	13.8%
Lamb and mutton	£245.1m	29.6%	32.8%	23.3%

TOP 20 MARKETS



H1 EXPORTS



H1 2022

IMPORTS

- The sharp rise in imports from the EU is largely due to changes in the recording of official UK import data from 1 January 2022.
- The EU dominates our imports of food and drink and will remain a key trade partner due to its close geographical proximity, which is essential for short shelf-life ingredients and just-in-time supply chains.
- Our top ten imported products have all grown since 2021 and now exceed pre-pandemic levels.
- Sterling depreciation is driving up the cost of imports. A 29% increase in the value of wine imports equates to only an 8% rise in imported volumes.
- While the Netherlands remains our single latest source of imports, a substantial share of this is products arriving via the Port of Rotterdam that originate from elsewhere.

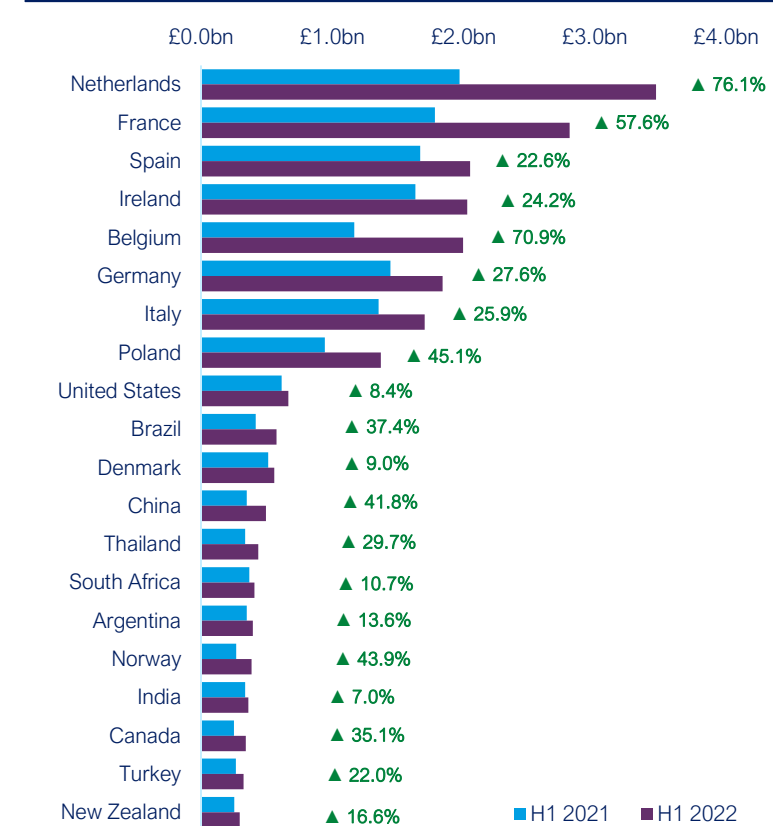
KEY INDICATORS

	H1 2022	Change 2019-22	Change 2021-22
All food and drink	£28.2bn	22.1%	33.4%
EU	£19.2bn	21.8%	41.5%
Non-EU	£9.0bn	22.7%	19.0%
EU share	68.1%	-0.2pp	3.8pp
Non-EU share	31.9%	0.2pp	-3.8pp

TOP 10 IMPORTS

	Value			Volume
	H1 2022	Change 2019-22	Change 2021-22	Change 2021-22
Fruits	£2.3bn	3.5%	7.7%	2.0%
Wine	£1.9bn	23.2%	29.0%	7.9%
Vegetables	£1.7bn	12.8%	17.5%	N/A
Chicken	£1.4bn	31.3%	70.8%	39.6%
Chocolate	£1.0bn	39.8%	29.8%	25.4%
Pork	£941.1m	2.1%	26.9%	23.9%
Vegetable oils	£883.9m	59.0%	52.1%	N/A
Savoury snacks	£875.0m	29.6%	39.8%	19.9%
Cheese	£838.6m	1.8%	27.5%	8.0%
Soft drinks	£752.6m	67.2%	75.0%	95.9%

TOP 20 MARKETS



H1 IMPORTS



H1 2022

AUSTRALIA AND NEW ZEALAND








- Exports to Australia and New Zealand are up 16.6% and 18.4% respectively since 2021, with both now above pre-COVID levels.
- Growth was seen in all major product categories to Australia, with savoury snacks up 45% and chocolate up 40% since 2021.
- Similarly, all of our top exports to New Zealand increased, with whisky up 35% and malt extract up 56% since 2021.
- Exports of cheese to Australia were up 90% since 2021 while breakfast cereal exports to New Zealand grew 59%.
- The UK has signed new trade deals with Australia and New Zealand that should enter into force in 2023. These will remove tariffs and deliver faster border processes. We anticipate this will help drive further export growth.

EXPORTS			
	H1 2022	Change 2019-22	Change 2021-22
Australia	£224.1m	10.4%	16.6%
New Zealand	£33.9m	26.0%	18.4%
Total	£258.0m	12.2%	16.8%

TOP 5 EXPORTS TO AUSTRALIA			
	H1 2022	Change 2019-22	Change 2021-22
Whisky	£68.9m	28.5%	36.5%
Savoury snacks	£15.5m	29.4%	44.7%
Spirits	£11.4m	28.3%	15.8%
Gin	£11.2m	16.2%	33.9%
Chocolate	£11.1m	49.3%	39.8%

TOP 5 EXPORTS TO NEW ZEALAND			
	H1 2022	Change 2019-22	Change 2021-22
Whisky	£5.8m	73.6%	34.6%
Soft drinks	£2.2m	75.6%	3.7%
Spirits	£2.0m	361.3%	37.1%
Malt extract	£1.7m	122.4%	55.6%
Gin	£1.7m	45.8%	34.9%

FASTEST GROWING EXPORTS TO AUSTRALIA*		
Product	H1 2022	Change 2021-22
 Tinned vegetables	£1.6m	139.5%
 Cheese	£7.1m	89.6%
 Vegetable flours	£1.4m	79.1%

FASTEST GROWING EXPORTS TO NEW ZEALAND*		
Product	H1 2022	Change 2021-22
 Eggs	£1.3m	93.8%
 Breakfast cereals	£1.7m	59.1%
 Malt extracts	£1.7m	55.6%

* of products exceeding £1m in export value

H1 2022



CHOCOLATE

- Chocolate was the UK's largest exported food product in H1 2022 worth £368m. Exports are up 12% since 2021.
- Ireland remains the top destination, but sales to many non-EU markets are growing quickly. In the past year, exports to Saudi Arabia and Canada were up 46% and 77% respectively.
- Trade negotiations are ongoing with the [Gulf Cooperation Council \(GCC\)](#), [Canada](#) and other key growth markets for chocolate. If these deals are concluded and deliver the right outcomes in terms of tariffs and rules of origin, we expect sales of chocolate to grow further.
- The largest source of UK imports of cocoa was Côte d'Ivoire worth £135.4m in H1 2022. Purchases from Côte d'Ivoire now make up 46% of all UK cocoa imports.

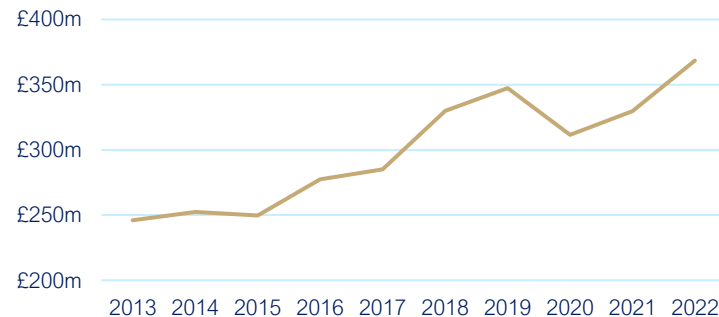
EXPORTS			
	H1 2022	Change 2019-22	Change 2021-22
Total exports	£368.3m	6.1%	11.8%
EU share	60.5%	-16.5pp	-5.8pp
Non EU share	39.5%	16.5pp	5.8pp

TOP 3 MARKETS			
	H1 2022	Change 2019-22	Change 2021-22
Ireland	£79.6m	-25.2%	-1.4%
Netherlands	£61.9m	25.7%	13.4%
Saudi Arabia	£32.0m	293.7%	45.6%

FASTEST GROWING MARKETS*			
	H1 2022	Change 2019-22	Change 2021-22
Libya	£4.3m	57.5%	114.2%
South Africa	£3.7m	-13.8%	86.9%
Canada	£12.2m	113.5%	76.6%

* of markets exceeding £2.5 million in export value

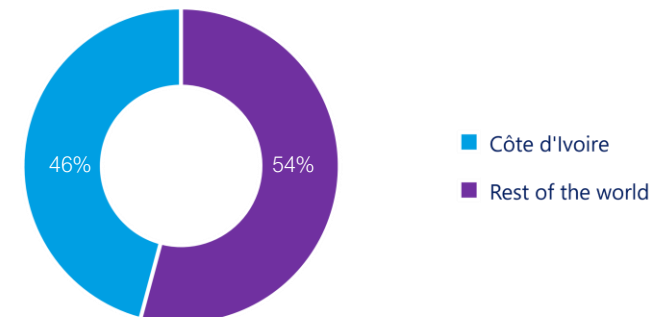
EXPORTS OVER 10 YEARS



COCOA IMPORTS			
	H1 2022	Change 2019-22	Change 2021-22
Value	£295.9m	5.0%	3.6%
Volume	114.5m kg	7.0%	7.8%

TOP 3 COCOA SUPPLIERS			
	H1 2022	Change 2019-22	Change 2021-22
 Côte d'Ivoire	£135.4m	26.7%	-12.2%
 Netherlands	£82.6m	29.6%	143.2%
 Ghana	£13.9m	-36.5%	-27.4%

COCOA IMPORTS



H1 2022

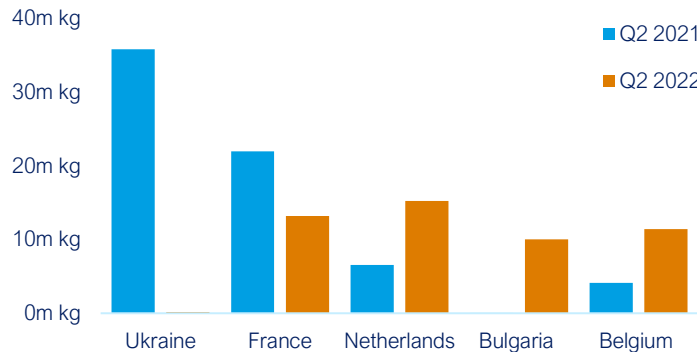


VEGETABLE OILS

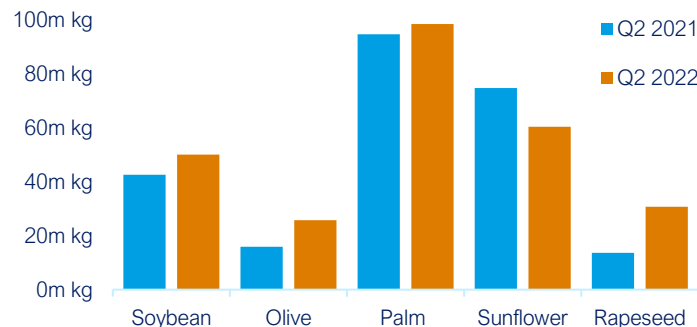
- The UK imported £420m of vegetable oils, up 96% from 2021. This was driven by rising prices and low sterling value. Since January, the price of sunflower oil is up 26%.
- Ukraine is the world's largest producer and exporter of sunflower oil. Following Russia's invasion, imports almost stopped in Q2 as shipping routes were blocked.
- However, some supplies from Ukraine continue to arrive overland which is reflected in increasing imports from the Netherlands, Belgium and Bulgaria.
- To compensate for a 19% reduction in the volume of sunflower oil imports, we have seen strong growth in alternative products, with rapeseed oil imports up 125%.
- The FDF facilitated an enforcement derogation for the substitution of sunflower oil with certain other oils without the need to re-label. A return to compliance has been set for 31 October 2022.

Q2 IMPORTS				
	Value		Volume	
	Q2 2022	Change 2021-22	Q2 2022	Change 2021-22
Soybean oil	£63.7m	85.9%	50.1m kg	17.5%
Olive oil	£91.7m	117.9%	25.8m kg	62.2%
Palm oil	£122.8m	61.0%	98.6m kg	4.1%
Sunflower oil	£91.8m	18.9%	60.5m kg	-19.2%
Rapeseed oil	£49.6m	333.1%	30.8m kg	125.2%

SUNFLOWER OIL IMPORTS



Q2 VOLUME 2021 vs 2022



Q2 TOP SUPPLIERS				
	Top source	Value		Volume
		Q2 2022	Change 2021-2022	Change 2021-2022
Soybean oil	Netherlands	£47.5m	59.3%	-3.3%
Olive oil	Italy	£40.0m	142.9%	111.1%
Palm oil	Papua New Guinea	£43.0m	43.2%	-4.8%
Sunflower oil	Netherlands	£25.7m	246.6%	133.4%
Rapeseed oil	Netherlands	£22.2m	2,491.8%	1,797.3%

SUNFLOWER OIL PRICE (£/kg)

