

Q3 2022

EXPORTS

- Strong growth continues, with exports 23.2% higher than in Q3 2021 reaching the highest levels recorded, and above pre-pandemic levels.
- Both EU and non-EU exports increased substantially, with sales to the EU up nearly 18% approaching pre-pandemic levels.
- Sales to non-EU markets continue to grow rapidly, up 30% in the past year. With Defra's new agrifood and drink attachés being placed overseas, we anticipate further strong growth.
- The majority of our top products have seen strong growth compared to 2021, with exports of beef and cheese up 58% and 40% respectively.
- Exports to the UAE grew 41%, highlighting valuable opportunities and strong growth potential from a new preferential trade agreement with the [Gulf Cooperation Council \(GCC\)](#).

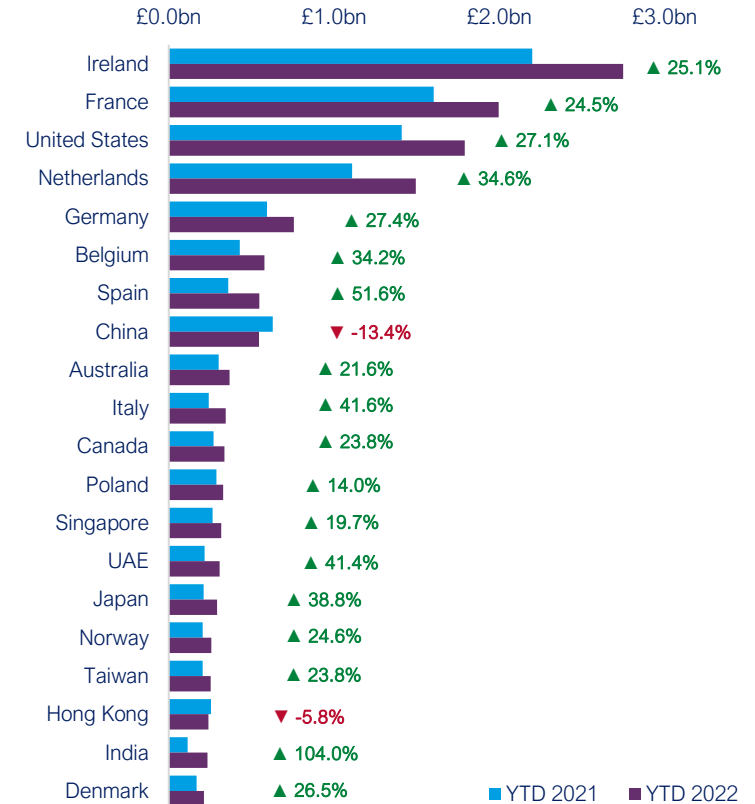
KEY INDICATORS

	Q3 2022	Change 2019-22	Change 2021-22
All food and drink	£6.5bn	6.9%	23.2%
EU	£3.5bn	-1.6%	17.8%
Non-EU	£3.0bn	19.0%	30.4%
EU share	54.2%	-4.7pp	2.5pp
Non-EU share	45.8%	4.7pp	-2.5pp

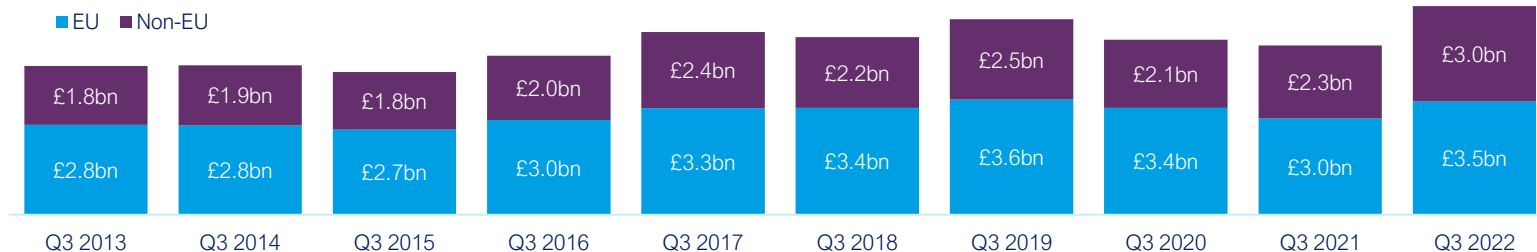
TOP 10 PRODUCTS

	Value			Volume
	YTD 2022	Change 2019-22	Change 2021-22	Change 2021-22
Whisky	£4.5bn	22.8%	38.0%	22.6%
Chocolate	£598.4m	5.4%	13.3%	6.1%
Cheese	£562.6m	7.8%	40.3%	19.6%
Gin	£545.0m	6.1%	41.1%	35.2%
Salmon	£537.3m	-11.5%	-5.4%	-24.5%
Beef	£488.4m	14.6%	57.6%	23.1%
Pork	£441.3m	10.7%	3.4%	8.4%
Wine	£405.2m	-17.6%	21.0%	-4.6%
Breakfast cereals	£395.3m	6.8%	11.1%	5.5%
Soft drinks	£379.6m	11.3%	4.8%	3.3%

TOP 20 MARKETS



Q3 EXPORTS



Q3 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.
- Non-EU imports have seen strong growth, up 14% compared to 2021, driven by businesses diversifying their sourcing of key inputs and the rising cost of imported ingredients.
- Sterling depreciation is a key driver of the increased value of imports. While the value of wine imports is up 25%, volumes are up only 4%.
- Our top ten products have all increased since 2021, with soft drinks and chicken experiencing volume rises of 83% and 36% respectively.
- The Netherlands, France and Belgium have seen particularly strong growth, but this reflects their position as key points of departure for goods entering the UK originating from other markets.

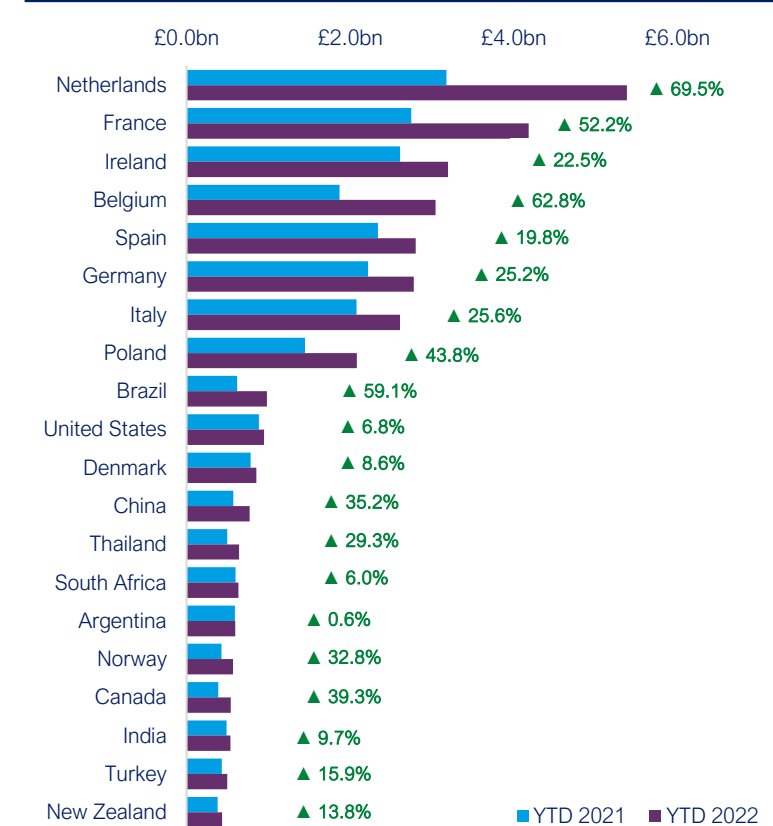
KEY INDICATORS

	Q3 2022	Change 2019-22	Change 2021-22
All food and drink	£14.1bn	25.2%	26.7%
EU	£9.8bn	26.0%	33.0%
Non-EU	£4.3bn	23.4%	14.2%
EU share	69.6%	0.5pp	3.4pp
Non-EU share	30.4%	-0.5pp	-3.4pp

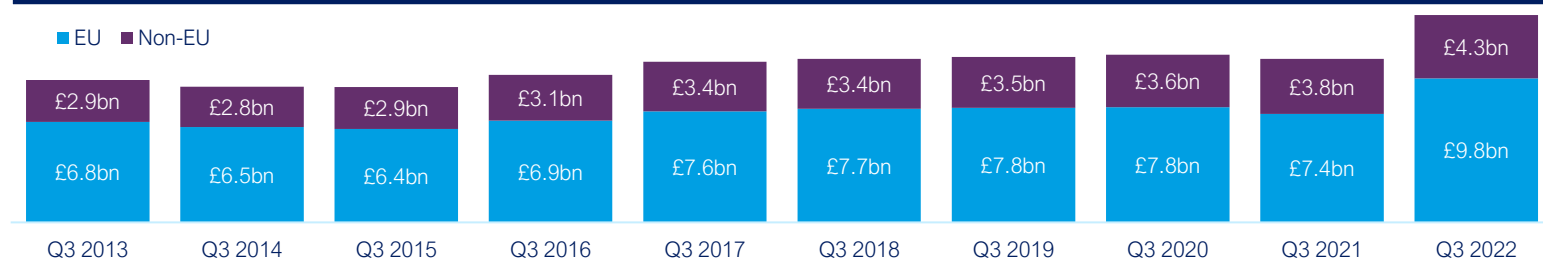
TOP 10 PRODUCTS

	Value			Volume
	YTD 2022	Change 2019-22	Change 2021-22	Change 2021-22
Fruits	£3.3bn	2.0%	7.7%	1.3%
Wine	£2.9bn	24.7%	25.3%	3.9%
Vegetables	£2.3bn	13.0%	19.2%	N/A
Chicken	£2.1bn	33.9%	71.4%	35.5%
Chocolate	£1.6bn	34.9%	24.7%	16.7%
Pork	£1.4bn	-2.2%	20.9%	10.7%
Savoury snacks	£1.4bn	32.1%	38.8%	17.1%
Vegetable oils	£1.4bn	60.4%	41.7%	N/A
Cheese	£1.3bn	3.5%	24.6%	2.5%
Soft drinks	£1.2bn	68.5%	72.1%	83.3%

TOP 20 MARKETS



Q3 IMPORTS



Q3 2022



SOUTH KOREA

- Exports to South Korea have seen strong growth, up 35% from 2021 reaching £191m and the UK enjoys a large trade surplus in food and drink.
- Sales are 21% higher than pre-pandemic levels, with strong growth in exports of cheese, soft drinks and malt extracts.
- Whisky dominates UK exports, however we have also seen notable growth in sales of coffee, butter, fish and cheese.
- Trade takes place under the UK-South Korea FTA, a continuity trade deal that includes a commitment to renegotiate terms to better suit UK-South Korean trade.
- An updated FTA can boost UK exports, with our priorities including simpler and more generous rules of origin and cutting the cost and burdens of trade documentation.

TRADE WITH SOUTH KOREA

	YTD 2022	Change 2019-22	Change 2021-22
Exports	£190.8m	21.1%	34.5%
Imports	£69.9m	102.1%	32.6%
Trade balance	£121.0m	-1.7%	35.6%

TOP 10 EXPORTS

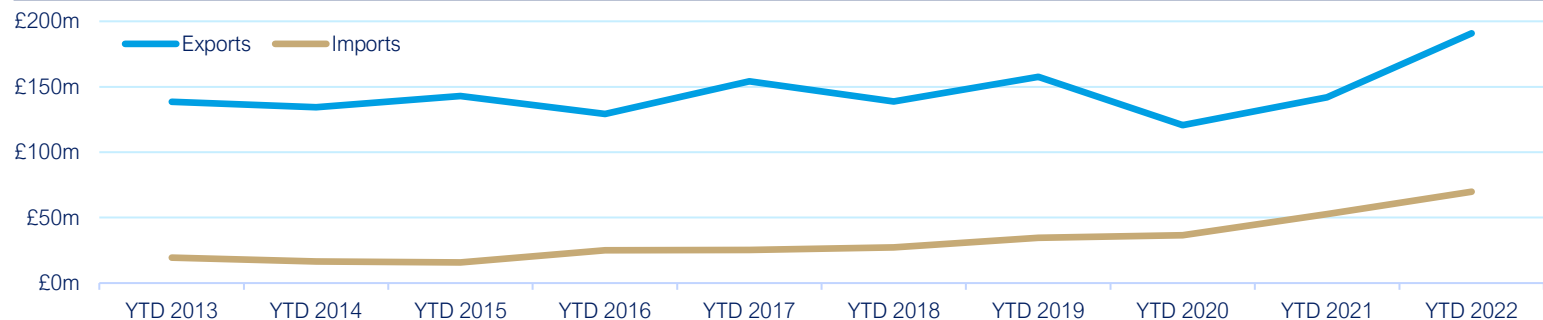
	YTD 2022	Change 2019-22	Change 2021-22
Whisky	£95.2m	60.6%	93.4%
Molluscs	£22.1m	-26.3%	-4.8%
Beer	£10.3m	17.8%	-0.8%
Coffee	£8.7m	99.7%	18.8%
Spirits	£6.6m	-55.0%	62.0%
Extracts	£3.2m	118.6%	0.8%
Pork	£2.9m	47.3%	-54.9%
Butter	£2.6m	59.4%	113.0%
Fish	£2.2m	22.5%	564.0%
Cheese	£2.0m	382.0%	34.1%

FAST GROWING EXPORTS*

Product	YTD 2022	Change 2019-22
Cheese	£2.0m	382%
Soft drinks	£0.9m	376%
Malt extracts	£2.6m	240%
Tea	£1.3m	148%
Cereals	£1.3m	190%

* of products exceeding £750,000 in export value

TRADE WITH SOUTH KOREA



Q3 2022



SINGAPORE

- We have seen particularly strong growth in our sector's exports to Singapore, up nearly 20% on the previous year to more than £318m.
- Most of our top products have increased, with plant-based meats up 192%, gin up 56% and chocolate up 25% in the past year.
- Businesses exporting to Singapore will now benefit from provisions in the new [UK-Singapore Digital Economy Agreement \(DEA\)](#).
- The DEA enables the digitisation of key trade documents which can help to streamline movements of goods at the border and cut the costs of trade.
- Reducing cost, complexity and delays at the border is particularly important for trade in perishable food and drink due to limited shelf lives of products.

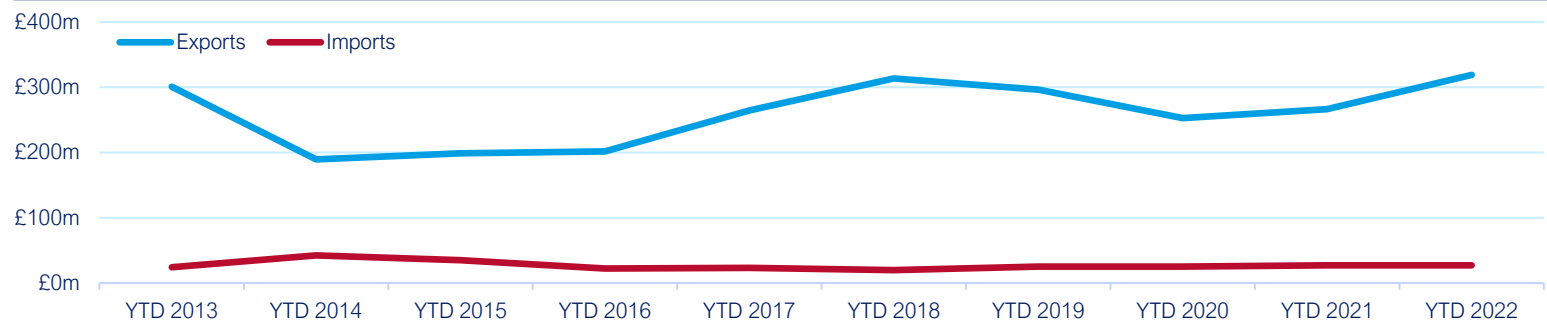
TRADE WITH SINGAPORE			
	YTD 2022	Change 2019-22	Change 2021-22
Exports	£318.6m	7.2%	19.7%
Imports	£58.0m	39.9%	0.9%
Trade balance	£260.7m	1.9%	24.9%

TOP 10 EXPORTS			
	YTD 2022	Change 2019-22	Change 2021-22
Whisky	£205.5m	-5.2%	25.2%
Wine	£41.4m	108.9%	23.8%
Chocolate	£5.5m	38.6%	25.3%
Sweet biscuits	£4.7m	6.0%	14.0%
Spirits	£4.5m	40.6%	43.7%
Plant-based meats	£4.3m	19.2%	192.3%
Gin	£3.4m	-28.9%	55.8%
Salmon	£2.9m	77.2%	-31.9%
Savoury snacks	£2.9m	76.4%	-23.1%
Cheese	£2.5m	5.4%	8.8%

FAST GROWING EXPORTS*		
Product	YTD 2022	Change 2021-22
Mineral water	£0.3m	597%
Lamb and mutton	£0.3m	235%
Plant-based meats	£4.3m	192%
Confectionery	£0.9m	70.9%
Ice cream	£0.7m	68.6%

* of products exceeding £250,000 in export value

TRADE WITH SINGAPORE



Q3 2022



MALAYSIA

- Exports to Malaysia have more than doubled compared to pre-pandemic levels, reaching their highest level since 2017.
- Malaysia is an important supplier of ingredients used by UK food and drink manufacturers, with imports worth £139m, up nearly 46% since 2019.
- Demand for quality UK food and drink in Malaysia is growing, with sales of chocolate up 83% and coffee exports doubling since 2021.
- In September 2022, Malaysia ratified the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP).
- The UK's planned accession to CPTPP would cut tariffs and boost UK food and drink export competitiveness in Malaysia.

TRADE WITH MALAYSIA			
	YTD 2022	Change 2019-22	Change 2021-22
Exports	£65.3m	110.3%	38.0%
Imports	£138.7m	46.0%	36.6%
Trade balance	£-73.3m	-14.7%	-35.5%

TOP 10 EXPORTS			
	YTD 2022	Change 2019-22	Change 2021-22
Whisky	£20.6m	2.3%	78.4%
Sweet biscuits	£2.2m	7.7%	-2.4%
Chocolate	£2.0m	74.9%	83.1%
Coffee	£1.9m	155.2%	108.6%
Extracts	£1.8m	46.3%	78.0%
Cheese	£1.7m	-42.3%	27.7%
Crustaceans	£1.7m	1,392.5%	16,387.6%
Breakfast cereals	£1.6m	72.4%	-10.6%
Wine	£1.6m	-2.1%	-6.7%
Sauces & condiments	£1.2m	31.3%	-18.7%

MALAYSIA'S CPTPP TARIFFS					
	Now	CPTPP		Now	CPTPP
Chocolate	15%	0%	Crisps	8%	0%
Confectionery	15%	0%	Sweet biscuits	6%	0%
Soft drinks	20%	0%	Ice cream	5%	0%

TOP 10 IMPORTS			
	YTD 2022	Change 2019-22	Change 2021-22
Animal & vegetable oils	£89.5m	36.5%	26.2%
Processed chicken	£8.5m	N/A	4,680.1%
Sauces & condiments	£6.6m	10.7%	-10.9%
Molluscs	£5.3m	76.3%	57.4%
Nuts	£5.0m	60.0%	27.1%
Bakery ingredients	£4.6m	151.3%	150.5%
Fish	£2.9m	30.9%	124.2%
Pasta	£2.8m	120.2%	87.2%
Chocolate	£2.6m	N/A	30.6%
Lamb & mutton	£1.1m	N/A	N/A

