Production, current situation, trade and trends, impact of COVID 19 in relation with Southeast Asia (Overview)

Apimeleki Cokanasiga
Trade Promotion Officer – INFOFISH
Email: api@infofish.org
• Intergovernmental organization established in 1981 to provide marketing information and technical advisory services to the fisheries industries in the Asia-Pacific region and beyond.

• Development of fisheries and aquaculture sector through the publication of marketing and industry-related information

INFOFISH International magazine, INFOFISH Trade News, INFOFISH website, Social Media (LinkedIn, Facebook, Twitter), YouTube (Subscribe: INFOFISH ORG)

Training programs, workshops and seminars, organization of conferences, business-to-business meetings and by executing a variety of projects in the fields of trading and marketing, processing, aquaculture and fisheries.
“Total fishery production has doubled during the last 20 years in Asia (excluding China)”

**Source:** FAO SOFIA 2020

South East Asia is projected to produce a quarter of the world’s seafood by 2030.

**Source:** Fish to 2050 in the ASEAN region
GLOBAL SEAFOOD TRADE (COVID-19)

• Global seafood industry is suffering

• Disruption of China seafood trade (Jan–Mar)
  • Closing down of restaurants and food service sector.
  • Cancellation of International flights to and from China
  • Exporters to China were concerned (mud crabs, salmon, lobster, shrimp, and fish from Russia, Canada, Ecuador, Chile, Australia, New Zealand, India & Vietnam)

• China started to recovered slowly however the rest of the countries were affected
  • Devastating loss in the seafood industry
  • Increase in unemployment
  • Production has been affected (social distancing & stay home)
  • Relaxation of trade regulation
Impact of COVID-19 pandemic in the global seafood trade

- Seafood value chain disruptions
- Lower overall seafood production
- Trade disruptions
- Seafood demand and supply imbalance
- Seafood price declines
- Shift in consumer preference
- Lower restaurant traffic, increase retail sales (supermarkets and e-commerce deliveries)
- Low demand for luxurious seafood products
- Strong demand for frozen and shelf-stable seafood
- Increased sales of canned seafood products
- Supply diversification
- Strong domestic markets
- Relaxation on the regulations
### INTERNATIONAL TRADE – SOUTHEAST ASIA

#### Exports of Fish and Fishery Products during Q1 2020 (COVID-19) against Q1 2019 (PRE-COVID)

<table>
<thead>
<tr>
<th>Country</th>
<th>Δ% Q1 2020/Q1 2019</th>
<th>Volume</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indonesia</td>
<td>+20.5%</td>
<td>+12.4%</td>
<td></td>
</tr>
<tr>
<td>Thailand</td>
<td>+1.37%</td>
<td>-8.95%</td>
<td></td>
</tr>
<tr>
<td>Singapore</td>
<td>-9.57%*</td>
<td>-25.52</td>
<td></td>
</tr>
<tr>
<td>Malaysia</td>
<td>+9.82%*</td>
<td>+2.91%</td>
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<tr>
<td>Philippines</td>
<td>+6.92%</td>
<td>-2.69%</td>
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</tr>
<tr>
<td>Myanmar</td>
<td>+18.9%</td>
<td>+10.35</td>
<td></td>
</tr>
<tr>
<td>Brunei</td>
<td>-46.65%</td>
<td>-39.17%</td>
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</tr>
<tr>
<td>Vietnam**</td>
<td>-9.9%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*: excluding ornamental fish  
**: VASEP news

**Source:** TDM

#### Top 5 markets:
1. Thailand  
2. China  
3. USA  
4. Japan  
5. Malaysia

**SEAFOOD PRICE DECLINE**
### Imports of Fish and Fishery Products during Q1 2020 (COVID-19) against Q1 2019 (PRE-COVID)

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<th>Volume</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Indonesia</td>
<td>-24.32%</td>
<td>-2.45%</td>
<td></td>
</tr>
<tr>
<td>Thailand</td>
<td>-7.74%</td>
<td>-14.31%</td>
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</tr>
<tr>
<td>Singapore</td>
<td>+2%*</td>
<td>-14.95%</td>
<td></td>
</tr>
<tr>
<td>Malaysia</td>
<td>+1.39%*</td>
<td>+0.26%</td>
<td></td>
</tr>
<tr>
<td>Philippines</td>
<td>-10.8%</td>
<td>-12.57%</td>
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</tr>
<tr>
<td>Brunei</td>
<td>-41.13%</td>
<td>-45.54%</td>
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</tr>
<tr>
<td>Myanmar</td>
<td>+120.99%</td>
<td>+107.72%</td>
<td></td>
</tr>
</tbody>
</table>

*: excluding ornamental fish

Source: TDM

**Top 5 suppliers:**
1. Myanmar
2. China
3. Vietnam
4. Indonesia
5. South Korea
Cambodia suspended all fish exports to stabilize domestic supply and strengthen food security, lifting the ban on the exports since 20th May to help partially offset the economic slowdown in the services sector. The Indonesian government temporarily restricted trade with China. Pushed for new markets - divert shipments to the US and EU markets, the largest markets for shrimp and tuna products. Exports of processed, ready-to-serve and canned seafood products to these markets was observed and highly demanded in the retail level during this pandemic. Funds set aside to support local fishermen, aquaculture farmers, and seafood processors.
- Technology to tackle pandemic-related disruption in Malaysia’s food supply chain
- Door-to-door sale of fish is becoming a new trend in Asia.
- Increase in door to door sale of fresh and frozen fish to reduce congestion in the markets
- Orders through the National Fishermen Association website (https://nekmatbiz.com.my/) or Shopee application and have their fish delivered right to their doorsteps.
- Demand at the catering sector dwindled
- Sales of canned seafood products and frozen products are running out in supermarkets due to panic buying. (Enough fish supplies in stock)
- Some aqua farms and fishing boats are operating with less workers due to movement restrictions
• major airlines cancelling international flights to and from their main airports while slowly opening domestic flights
• People went into lockdown, quarantine work from home, people still wanted to eat and they still want to eat good food
• Vietnamese seafood exporters seen their orders reduced due to cancellation or postponement of orders
• Vietnam gained export growth to some key markets - Japan has moved to first place in the five largest export markets, in the first quarter of 2020, followed by the US because of higher demand for essential food, including shrimp, during the COVID-19 pandemic
SUMMARY

• Seafood supply chain is disturbed
  • Transport restrictions affects supply chain
  • Shortage of labor could disrupt production
  • Increase in wholesalers/processors are selling directly to consumers (traditional customers are drying up)

• Rise in E-Commerce sales
  • Due to movement control measures, there has been an increase in usage of online platforms for seafood buying (fresh and frozen products)
  • Consumer spending has dropped due to closure of seafood restaurants and restrictions of public gathering
OUTLOOK

• Trend is likely to continue for the rest of the year.
• Overall consumption declined due to almost shut down restaurant and catering trade worldwide
• Raw material shortages in the producing countries, social distancing rules and other control measures continue to hamper processing and shipments of the existing import orders
• Significant increases in retail grocery sales and takeout delivery
• It is forecast that a global recession, imminent, rising unemployment and fall in consumer disposable income, demand for certain commodities in 2020 will likely weaken significantly both in developed and developing markets.
• Demand for retail/consumer packs for frozen products will increase as dining out is unlikely to be the norm in the near future
• Rise in purchases in meat consumed countries.
• Domestic markets should be targeted
• However, in view of the falling GDP worldwide, consumer demand for essential commodities like shrimp will be more price sensitive compared with the previous years, even at lower supplies
• Spike in prices especially for luxurious seafood
• Increase organic seafood sales, sustainability
• Growth in online seafood retail trade
THANK YOU