Food and Drink Federation
Making a real difference

UK Food & Drink Export Performance
Full Year 2010

March 2011

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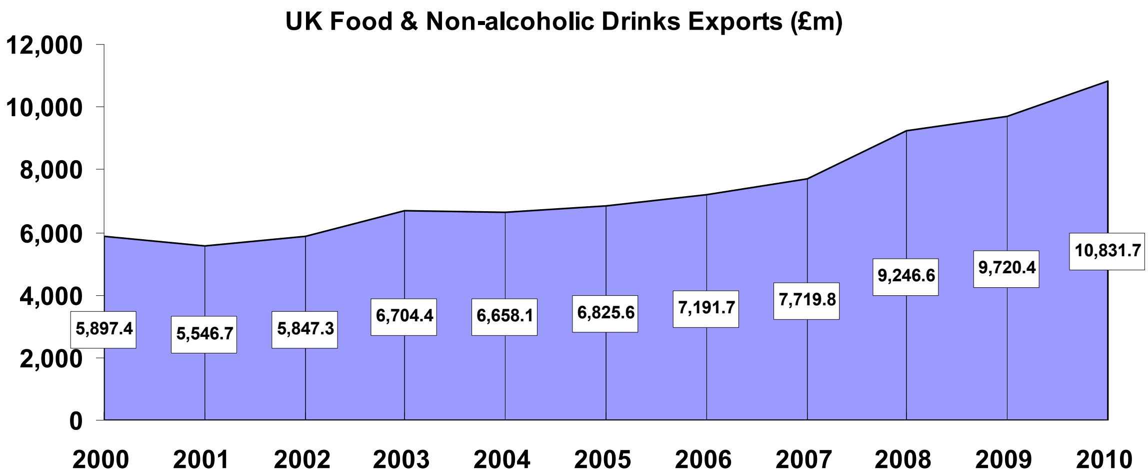
UK Food & Drink Export Performance
Full Year 2010

Top Line Performance

- UK food and non-alcoholic drink exports grew a healthy 11.4% in 2010 to £10.83bn breaking the £10bn barrier for the first time. The results mark the sixth consecutive year of record food and non-alcoholic drink export performance.
- Compared to the meagre 5.1% growth rate in 2009, the 2010 performance was much improved largely due to reasonable export growth in the EU and exceptionally strong growth in both mature and developing non-EU markets. The global economic climate improved in 2010, particularly in the last 6 months as key western economies recovered and developing economies continued to strengthen.
- The pound remained weak over the course of 2010 and will no doubt have continued to make UK food and drink products attractive overseas (£1 was worth €1.17 in 2010 versus €1.12 in 2009 and US$1.55 in 2010 versus US$1.57 in 2009). The pound was marginally stronger than the euro in 2010 but weakened slightly against the dollar. There was however very little correlation between currency fluctuations over the year and export growth.
- Price was no doubt the biggest factor affecting the growth in value of exports in 2010. UK CPI food price inflation in June was at 1.9%, by December it reached 6.1% stemming from increases in food commodity prices. As a result second half export performance was responsible for 74% of total growth between 2009 and 2010.
- Including alcoholic drinks, total food and drink exports were worth £16.1bn in 2010, 12.2% up on 2009. The key whisky sector grew by 9.7% resulting in export sales of £3.5bn. Whisky now makes up 62% of all beverage exports and 22% of all food and drink exports ((by value).
- The best performing sector in 2010 was dairy (cheese, milk and butter) with growth of 24.6% to £977.1m. Dairy sales were driven by strong gains in major EU countries and developed non-EU markets with pockets of much larger growth in Asia, Eastern Europe and parts of Africa. Overall this led to gains in the EU of 19.1% and impressive non-EU growth of 54.7%.
- British beef (+24.7% to £321.3m) continues to see good progress in Europe. Pork exports (+30.7% to £151.2m) faired much better in 2010 with significant growth in key EU and non-EU markets. The meat category as a whole saw healthy double digit growth of 11.7% for the year, taking the value of meat exports to £1,458.9m.
- Other prepared foods (+10.3% to £2,591.8m inc. sauces, condiments, ice-cream, soups), Fish and Seafood (+13.8% to £1,326.9), Fruit and Vegetables (+15.4% to £821.8m) and Tea, Coffee, Cocoa and Spices (+11.1% to £795.9m) all posted double-digit growth in 2010 also.
- The cereals & bakery category (+8.1% to £2,079.2) showed reasonable growth largely due to the increase in demand for cereal commodities owing to global supply shortages. Non-alcoholic drinks, the smallest sector, (soft drinks and waters) grew 9.4% to £351m owing to growth in soft drink exports.
- The only underperforming sector was sugar & sugar confectionery (-2.7% to £429.1m) due to global shortages of cane or beet sugar affecting commodity and lightly processed export sales. However, sugar confection on its own grew by 2.9% despite challenging business conditions.
- The EU share of UK food and non-alcoholic drink exports was down by a considerable 2.5% to 76.9% in 2010 against 2009. Significant non-EU growth (+24.5% vs +8% for the EU) has been driven by exports to the USA (+28.9%, fish and seafood, tea and food preparations up), UAE (+22.7%, stemming from growth in chocolate, ice-cream, frozen veg and preserved fruit

& nut sales), Hong Kong (+36.3%, due to increases in all meats, fish/seafood, bread, cakes and biscuits) and South Africa (+60.7%, poultry, breakfast cereals, cakes & biscuits all up). Smaller non-EU markets also made a significant contribution and generally exhibited higher levels of growth than well established non-EU markets.

- Export progress has continued for the majority of the EU. Greece saw the biggest fall of 19.3% due to the economic problems suffered since the announcement of the EU bail-out for the country. However, double digit growth was recorded for all non-EU markets in the top 20 list in 2010.
- UK food and non-alcoholic drink exports to the 16 members of the Eurozone grew by 7.8% in 2010, marginally lower than the 8.0% growth rate for the EU as a whole. There were six EU markets which shrunk in 2010, the five largest contracting markets were in the Eurozone however, as the pound has remained competitive against the euro throughout the year, exchange rate variations do not explain the underperformance of the Eurozone against the EU as a whole.



Source: HMRC Trade Info

UK Exports of Food & Non-alcoholic Drinks by EU / Non EU, 2009-2010 (£ million)

	2009	2010	% change 09-10
Total Food & Non-alcoholic drinks exports	**9,720.4**	**10,831.7**	**11.4**
Total EU	7,715.2	8,334.5	**8.0**
Total Non-EU	2,005.2	2,497.2	**24.5**
EU % share	79.4	76.9	
Non-EU % share	20.6	23.1	

Source: HMRC Trade Info

Notes for comparison:

- Including alcoholic drinks, total food and drink exports were £16.1bn, 12.2% up on 2009.
- All UK commodities exports at £270.3bn in 2010 were up 18.7% on 2009 (UK food and non-alcoholic drinks share of total UK exports for 2010 is 4.0%).
- Imports of food and non-alcoholic drinks were £31.1bn, up just 3.1% on the same period in 2009 as food and non-alcoholic drinks exports continue to grow ahead of imports.
- **The food and non-alcoholic drinks trade gap has fallen for the first time in over 20 years shrinking by £170.2m (0.02% fall) to a deficit of £20.2bn.**

Top Sectors

UK Exports of Food & Non-alcoholic Drinks by Sector, 2009-2010 (£ million)

Sector	2009	2010	% Change 09-10
Other Prepared Foods*	2,348.9	2,591.8	10.3
Cereals & bakery	1,924.0	2,079.2	8.1
Meat/animal products	1,306.3	1,458.9	11.7
Fish & Seafood	1,166.3	1,326.9	13.8
Dairy	784.5	977.1	24.6
Fruit & Vegetables	711.9	821.8	15.4
Tea, Coffee, Cocoa, Spices	716.6	795.9	11.1
Sugar & Sugar Confectionery	441.1	429.1	-2.7
Non-alcoholic Drinks	320.9	351.0	9.4
Total	**9,720.5**	**10,831.7**	11.4

Source: HMRC Trade Info

**inc. fats & oils, preserved fruit/veg, fruit juice, soups, sauces & condiments, ice cream, vinegar, animal feeds and other miscellaneous products*

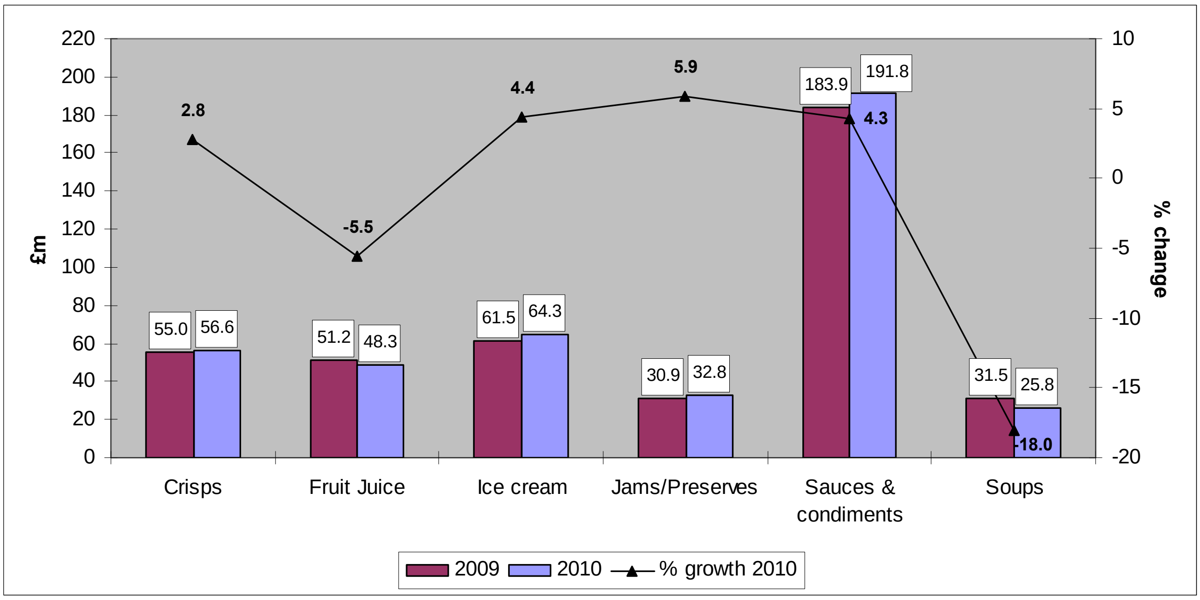
UK Exports of Food & Non-alcoholic Drinks: 20 Key top products, 2010

	2010 (£m)	% change 09-10
Fresh fish	382.3	22.8
Chocolate	375.8	2.4
Breakfast cereals	366.5	-11.3
Cheese	339.0	19.7
Soft drinks	323.3	10.1
Lamb	320.8	1.4
Beef	321.3	24.7
Poultry	257.2	11.3
Crustaceans	253.1	5.6
Milk & cream (not cnrt/swt)	246.1	-26.1
Sweet biscuits	234.0	5.9
Frozen fish	223.4	7.2
Tea	211.9	17.8
Sauces & condiments	191.8	4.3
Prepared meat	191.2	-0.4
Cakes	176.7	4.4
Fish fillets	154.0	26.9
Pork	151.2	30.7
Sugar confectionery	145.5	3.0
Molluscs	130.5	15.6

Source: HMRC Trade Info

- **Prepared foods** exports (including £474.1m fats & oils which were 10.2% up, preserved fruit/veg, fruit juice, soups, sauces & condiments, ice cream, vinegar, animal feeds and other misc. products) grew 10.3% to £2,591.8m, including:
    - **Sauces and condiments** +4.3% to £191.8m (no.3 market France +4.9%, no.5 market Australia +12.7%)
    - **Ice cream** +4.4% to £64.3m (no.1 market Ireland +6.4%, no.2 market Germany +52.1%)
    - **Crisps** +2.8% to £56.6m (no.1 market Ireland +2.8%, no.2 market Netherlands +14.7%, no.4 market Germany +31.0%, no. 7 market Denmark +31.4%)

UK Exports of Selected Prepared Foods, 2009-2010

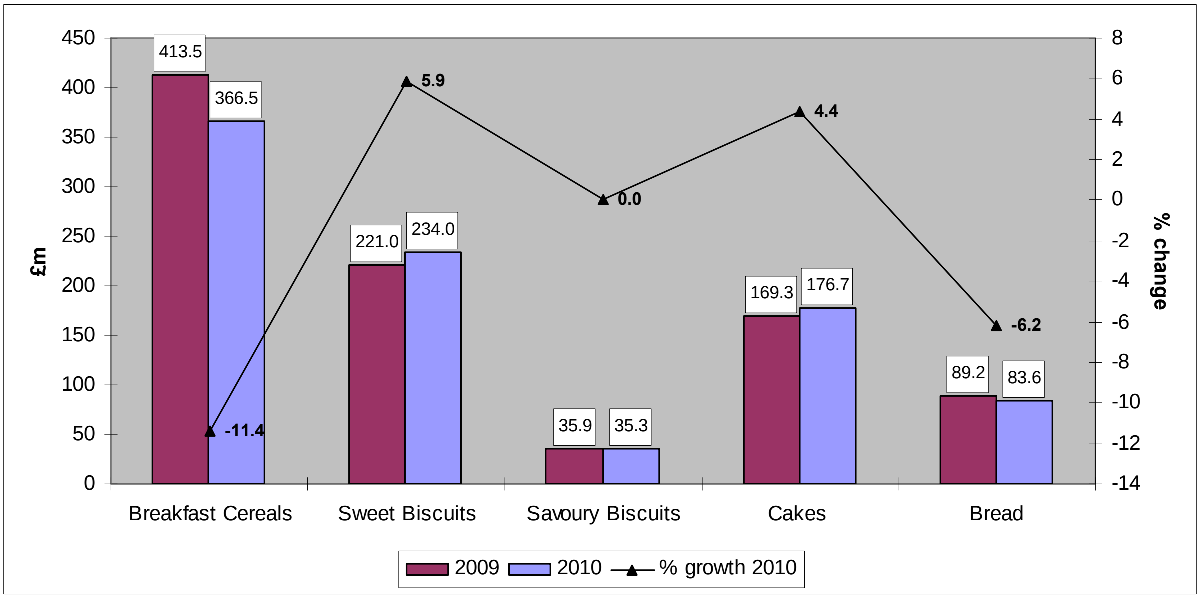


Source: HMRC Trade Info

- **Cereal & bakery products** exports were up a healthy 8.1% breaking the £2bn barrier for the first time to reach £2,079.2, growth was driven by exports of commodity cereals rebounding in 2010 to increase by 37% to £631m due to high demand for UK cereals after a number of supply shocks. Other areas of growth include:
    - **Sweet biscuits** +5.9% to £234.0m (no.1 market Ireland +4.0%, no.2 France +2.2%)
    - **Cakes** +4.4% to £176.7m (Ireland maintaining a 59% share seeing 4.4% growth)
    - **Waffles & wafers** +3.9% to £58.9m (no.1 market Ireland +13.9%, no.3 Netherlands +10.1%)
    - **Crispbread** +22.3% to £15.4m (no.1 market Ireland +74%, no.2 Australia +38.4%)

  Breakfast cereals – the key value added category for the sector – fell overall by 11.4% to £366.5m with contraction seen in many of the mature EU markets. However, non-EU markets grew by 4.3% including the US (+9.1%), Canada (+6.2%), South Korea (+58.6%), Nigeria (+45.7%) and South Africa (+44.4%).

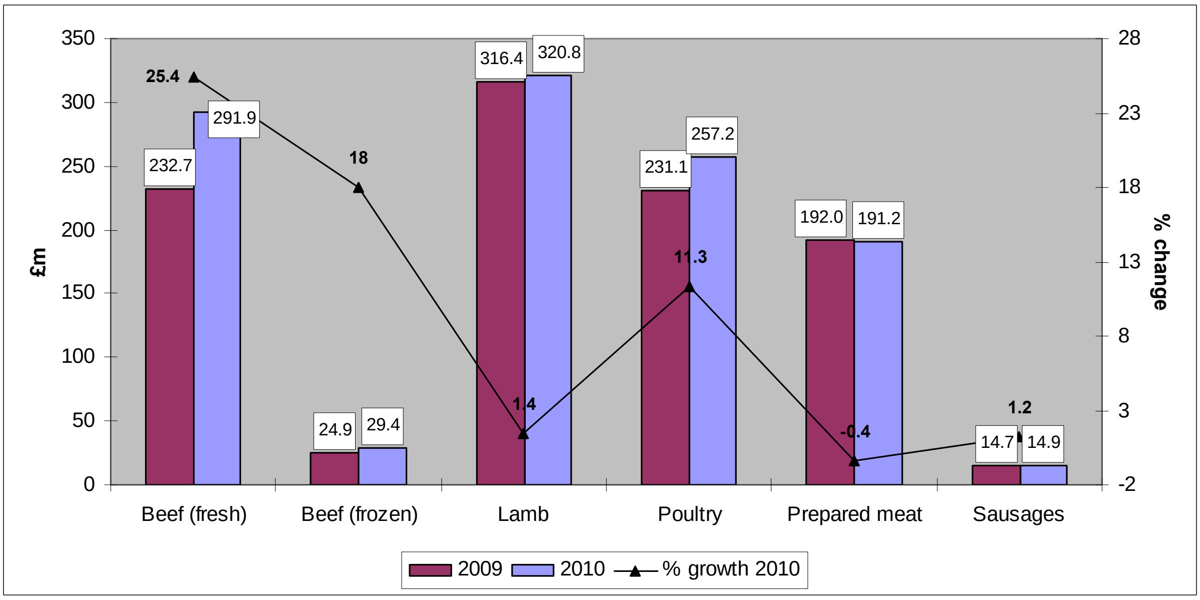
UK Exports of Selected Bakery Products, 2009-2010 (£ million)



Source: HMRC Trade Info

- **Meat** (and related animal products) exports were up 11.7% to £1458.9m in 2010. All meat sectors have performed particularly strongly in 2010 with double digit and even triple digit growth in both EU and non-EU countries in beef, poultry and pork. Key segments which grew were:
    - **Lamb** +1.4% to £320.8m (no.1 market France +0.4%, no.2 Belgium +4.9%, no.3 Germany +11.4%, no.5 Ireland +38.3%).
    - **Beef** +24.7% to £321.3m with strong gains in both the fresh beef (+25.4% to £291.9m) and frozen (+18.0% to £29.4m) categories marking the continued recovery of British beef exports.
    - **Poultry** +11.3% to £257.2m (no.1 market Ireland +6.5%, no.3 France +12.5%, no.5 Hong Kong +93.2%). Non-EU exports rose a massive 77.2% versus only a 1.3% increase for the EU against 2009 results.
    - **Pork** +30.7% to £151.2m (no.1 market Ireland +78.2%, no.3 Netherlands +42.3%, no. 8 market Italy 27.7%).

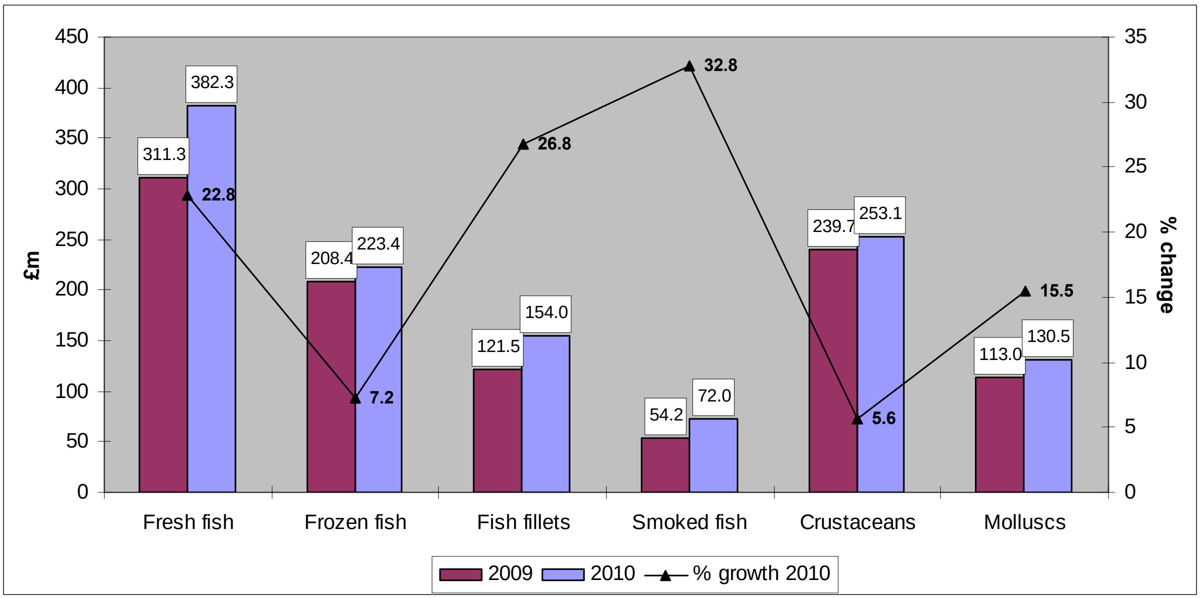
UK Exports of Selected Meat Products, 2009-2010 (£ million)



Source: HMRC Trade Info

- **Fish & Seafood** exports grew 13.8% to £1,326.9m, including:
    - **Fresh fish** +22.8% to £382.3m with the key **fresh salmon** sector up 38.4% which now makes up 70.8% of fresh fish exports (no.1 fresh salmon market USA +40.0%, no.2 France +44.9% with Poland now moving into no.3 position from no.5 in 2009 +178.8%)
    - **Crustaceans** +5.6% to £253.1m recovering from a fall of 1.4% in 2009, with strong gains made in key export markets (no.2 France +13.7%, no.4 Germany +18.5%, no.6 China +26.4%).
    - **Frozen fish (excluding fillets)** +7.2% to £223.4m including a rise in the key **frozen mackerel** sector (no.3 market France +71.2% climbing 5 places since 2009, no.4 Germany +51.4%, no.5 Poland +28.2%). Unlike fresh salmon, exports of **frozen salmon** fell by 20.5%, however the category only represents 5% of total frozen fish exports.
    - **Fish fillets** +26.8% to £154.0m including a 101.6% rise to no.2 market the USA and an extraordinary 773% increase to Poland which has moved from 13th in 2009 to 5th in 2010. Non-EU markets (+74.2%) again outperform the EU in this category (+18.5%).
    - **Molluscs** +15.5% to £130.5m (no.2 market Italy +38.5%, no.3 market Spain +59%)
    - **Smoked Fish** +32.8% to £72.0m, with **smoked salmon** up 27.8% with a 74% share of smoked fish exports (no.1 smoked salmon market Italy +16.2%, no.2 France +7.8%, no. 3 Germany +27.9%).

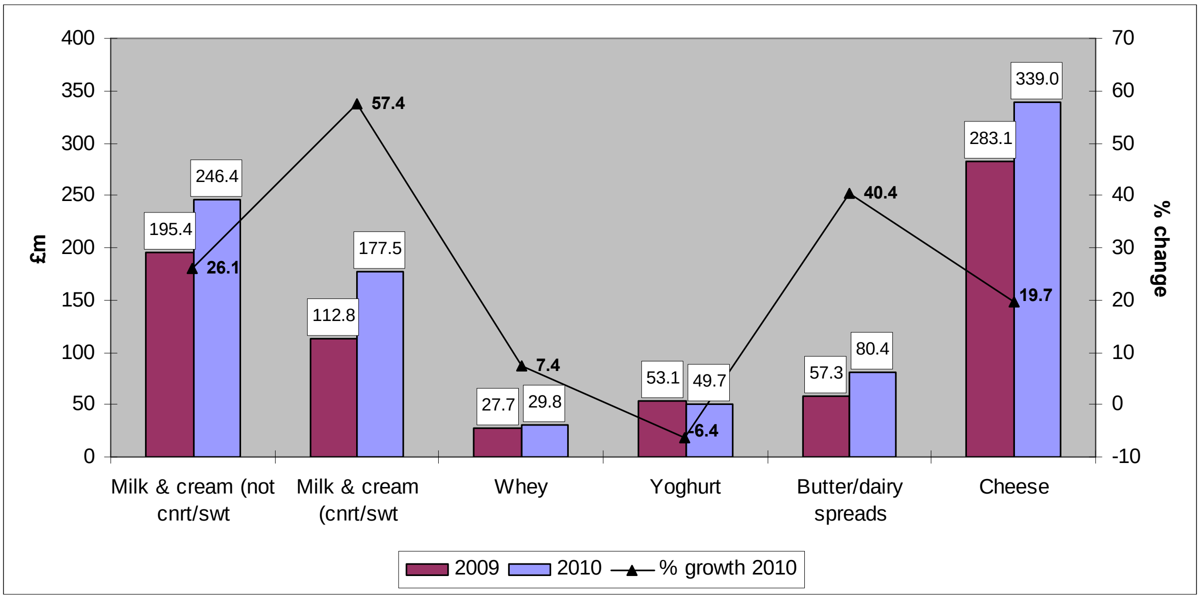
UK Exports of selected Fish & Seafood Products, 2009-2010 (£ million)



Source: HMRC Trade Info

- **Dairy** exports are up +24.6% in 2010 rebounding from a 6% fall in 2009. Growth was driven by strong gains in all the major categories including:
    - **Cheese** up 19.7% to £339.0m, with double digit growth seen in key markets (no.2 France +26.2%, no.6 Denmark +60.0%, no.13 Canada +91.6%)
    - **Milk and cream (not concentrated or sweetened**) up 26.1% to £246.4m, with strong growth in the EU including (no.1 market Ireland +14.5%, no.5 market Netherlands +166.2%). **Milk and cream (concentrated or sweetened)** grew 57.4% to £177.5m, with non-EU growth +91.5% versus EU +24.3%. No.1 market Algeria +357%, No.10 Singapore +1122% and China sourcing significantly more from the UK in 2010 +5650%.
    - **Butter** up 40.4% to £80.4m (no.1 market Belgium +147.1%, no.3 Germany +161.9%)

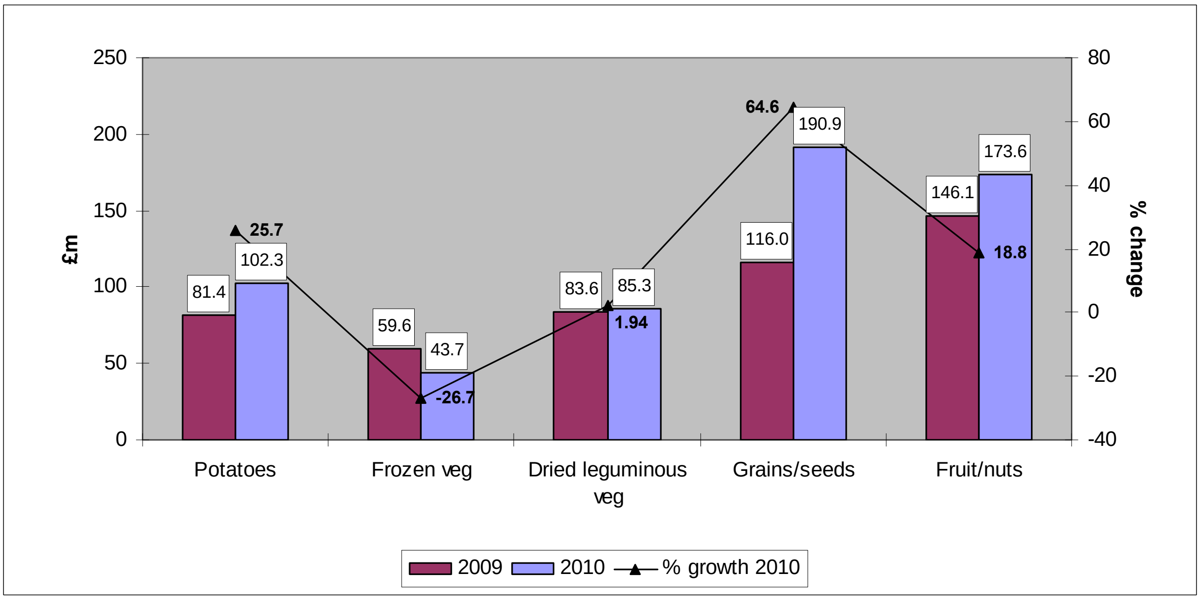
UK Exports of Selected Dairy Products, 2009-2010 (£ million)



Source: HMRC Trade Info

- **Fruit & vegetable product** exports were up 15.4% to £821.8m with increases in the three major categories:
    - **Vegetables** +4.9% to £313.4m, including **potatoes** +25.7% to £102.3m with strong gains in the EU and **leguminous vegetables** +1.9% to £85.3m.
    - **Grains and seeds** +64.6% to £190.9m (no.1 market France +153.7%, no.2 Netherlands +62.0%)
    - **Fruit/nuts** +18.8% to £173.6m (no.1 market Ireland 5.0%, no.2 Netherlands +53.6%)

UK Exports of Selected Fruit & Vegetables, 2009-2010 (£ million)



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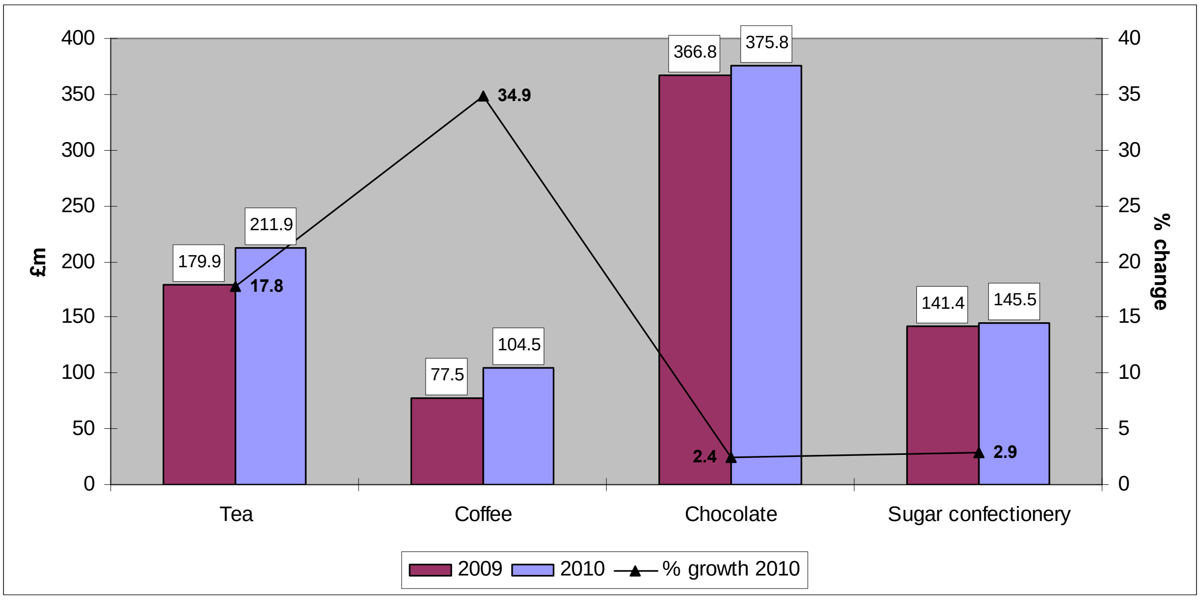
- **Tea, coffee, cocoa & spices** exports were £795.9m up £11.1% including:
    - **Chocolate** +2.4% to £375.8m (no.1 market Ireland +3.5%, no.3 Netherlands +9.5% and surprisingly Switzerland a big chocolate producer +425.5% entering the top 20)
    - **Tea** +17.8% to £211.9m (no.1 market Canada +2.7%, no.3 France +28.4%, no.6 Russia climbs 10 places in 2010 up 191.8% on 2009).
    - **Coffee** +34.9% to £104.5m (no.2 market Germany +66.7%, no.4 USA +142%, no. 6 Mexico +457%).

- **Sugar & sugar confectionery** exports were down 2.7% to £429.1m.
    - **Sugar confectionery** +2.9% to £145.5m (no.1 Ireland -4.8%, no.3 USA +34.6%, no.7 Canada +17.0%).

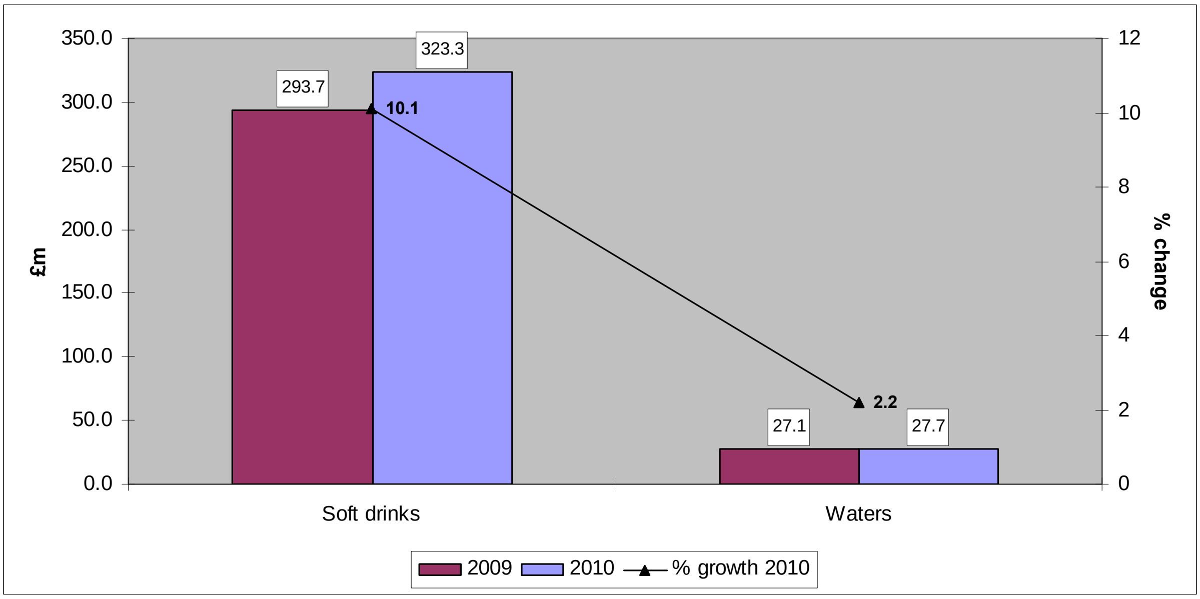
UK Exports of Coffee/Tea, Chocolate/Sugar Confectionery, 2009-2010 (£ million)



Source: HMRC Trade Info

- **Non-alcoholic drinks** (not including fruit juices which are part of the prepared foods category) grew by 9.4% to £351.0m:
    - **Soft drinks** +10.1% to £323.3m (no.1 market Ireland +4.2%, no.2 market Netherlands +85.8%, no.4 Germany +45.4%, no.6 market Cyprus +184.4%)
    - **Waters** +2.2% to £27.7m (no.1 market Ireland -2.6%, no.3 market UAE +51.3%, no.5 Germany +34.6%)

UK Exports of Non-alcoholic Drinks, 2009-2010 (£ million)



Source: HMRC Trade Info

Top Markets

- In 2010, the top 10 countries for UK exporters remained unchanged on 2009. The top 10 accounted for 74.1% of all UK food and non-alcoholic drink exports down 1.8% on the 2009 figure due to much stronger growth in smaller non-EU markets in 2010.
- The two top 10 markets to suffer a fall in exports in 2010 were Italy (down 4.3% mainly due to a 31.7% decline in sugar and a 275% decline in breakfast cereals), and Portugal (down 1.4% largely due to a fall in cereal commodities and lamb).
- Double digit growth was recorded in all 8 non-EU export markets in the top 20 list and 5 of the remaining 12 EU markets. The top 5 in terms of growth were:
    - **Finland** (+62.2%, with a 225% increase in **cane/beet sugar** which overshadows strong growth in tea, coffee, ice cream and sauces/condiments).
    - **Hong Kong** (+36.3%, with a 50.9% increase in **meat** due to gains in the export of chicken cuts and both fresh and frozen beef as well as **sugars** +95.7% and **dairy** +100.9% driven by growth in the export of cheese and all milk categories).
    - **Germany** (+35.7%, with a 13.5% increase in the largest prepared foods category, **tea** +17%, **ice cream** +52% and **sauces/condiments** +28%)
    - **United States** (+28.9%, with a continued rise in **fish and seafood** which now makes up 37% of all food and non-alcoholic drinks exports to the US).
    - **United Arab Emirates** (+22.7%, driven by a 2546% increase in **frozen fish**, a 392% increase in **milled products** such as cereal grains and flour as well as strong gains in **preserved food** +49.8% and **chocolate** +27.4%).
- Growth markets just outside of the top 20 are **Nigeria** at no.24 (+11.8% with frozen fish a fast growing sector), **China** at no.25 (+28.5%, including +1633% in Dairy and large increases in food commodities such as cereals and flour), **Israel** at no.28 (+38.9% with a 23.3% increase in sugar confection) and **South Africa** at no.30 (+60.7% including a 71.7% increase in sweet biscuits and 170.6% increase in unsweetened cakes and baked goods).
- Outside the top 20 the only significant export markets that recorded negative performances in 2010 were Japan and Greece. Exports to Japan fell by 3.9% mainly due to a decline in milling products, fats and oils and other commodities masking the growth in chocolate +47.3%, coffee +26%, fish and seafood +17.6%. The economic woes in Greece following the EU bailout resulted in UK exports falling 19.3% as nearly all of the top sectors contracted, however gains were made in ice cream +40.2% and tea preparations +29.5%.

UK Exports of Food & Non-alcoholic Drinks: Top 20 Countries, 2009-2010 (£ million)

		2009	2010	% change 09-10
1(-)	Ireland	2,606.7	2,686.5	**3.1**
2(-)	France	1,230.2	1,341.2	**9.0**
3(-)	Netherlands	859.3	906.5	**5.5**
4(-)	Germany	664.6	901.7	**35.7**
5(-)	Spain	586.2	607.2	**3.6**
6(-)	Italy	452.4	433.1	**-4.3**
7(-)	Belgium	374.7	433.0	**15.6**
8(-)	United States	303.0	390.7	**28.9**
9(-)	Denmark	162.0	178.5	**10.2**
10(-)	Portugal	154.0	151.8	**-1.4**
11(+1)	Norway	127.6	149.3	**17.1**
12(-1)	Sweden	130.4	142.4	**9.2**
13(-)	Canada	124.3	139.0	**11.8**
14(-)	Poland	113.3	130.7	**15.3**
15(-)	Russia	96.8	115.4	**19.2**
16(-)	United Arab Emirates	89.2	109.4	**22.7**
17(-)	Australia	80.7	93.2	**15.5**
18(+4)	Hong Kong	66.9	91.2	**36.3**
19(+6)	Finland	49.9	80.9	**62.2**
20(+3)	Switzerland	63.7	77.6	**21.7**

Source: HMRC Trade Info
Changes in ranking position are versus 2009

Regional Analysis

EU

- The performance of UK food and non-alcoholic drink exports across the EU in 2010 varied from a high of +62.2% to Finland (sourcing a large amount of its commodity supply from the UK in 2010 including sugars and meats but with also strong gains in prepared foods and non-alcoholic beverages) to a low of -19.3% to Greece (with declines in nearly all major categories due to the economic problems reducing demand for overseas goods).
- The larger EU markets have grown moderately apart from Germany, covered previously, growing by over a third since 2009 (+35.7%):
    - Ireland (+3.1%, including 14.9% growth in cheese and 78% increase in pork)
    - France (+9.0%, including 18.5% growth in fish and seafood, +27.4% in Dairy and +6.2% in meat)
    - The Netherlands (+5.5%, with 34.1% growth in fresh beef, +9.5% in chocolate and +11.7% in breakfast cereals)
- The progress of Central European countries has improved vastly compared to the last few years. Only exports to Lithuania were down in 2010 (-8.4%) with strong growth seen in Latvia +32.3%, Czech Republic +24.5% and Slovakia +22.1%. Poland has rebounded with growth of 15.3% in 2010 due to much stronger gains in fish and seafood (+123.4%) and the meat sector (+16.0%) which contracted in 2009.
- Growth in exports to Eurozone countries was 7.75%, slightly under the EU total as a whole due to the impressive gains made in central European countries.

UK Exports of Food & Non-alcoholic Drinks to the EU, 2009-2010 (£ million)

		2009	2010	% change 09-10
	TOTAL EU	**7,715.2**	**8,334.5**	8.0
1(-)	**Ireland**	2,606.7	2,686.5	3.1
2(-)	**France**	1,230.2	1,341.2	9.0
3(-)	**Netherlands**	859.3	906.5	5.5
4(-)	**Germany**	664.6	901.7	35.7
5(-)	**Spain**	586.2	607.2	3.6
6(-)	**Italy**	452.4	433.1	-4.3
7(-)	**Belgium**	374.7	433.0	15.6
8(-)	Denmark	162.0	178.5	10.2
9(-)	**Portugal**	154.0	151.8	-1.4
10(-)	Sweden	130.4	142.4	9.2
11(-)	Poland	113.3	130.7	15.3
12(+1)	**Finland**	49.9	80.9	62.2
13(-1)	**Greece**	79.0	63.8	-19.3
14(-)	**Cyprus**	46.2	50.3	9.0
15(-)	Czech Republic	40.0	49.7	24.5
16(-)	**Austria**	37.7	37.5	-0.5
17(-)	**Malta**	36.2	36.0	-0.5
18(-)	Hungary	28.7	30.3	5.5
19(-)	Romania	15.1	17.3	14.6
20(-)	**Slovakia**	10.6	13.0	22.1
21(-)	Lithuania	10.4	9.5	-8.4
22(-)	Bulgaria	7.2	8.0	11.9
23(+1)	Latvia	5.6	7.4	32.3
24(-1)	Estonia	6.4	6.6	3.8
25(+1)	**Luxembourg**	4.2	6.4	51.1
26(-1)	**Slovenia**	4.3	5.1	17.9

HMRC Trade Info
Note: Eurozone members in **bold**
Changes in ranking position are versus 2009

Non-EU

- Non-EU exports as a whole outperformed the EU significantly and as a result the non-EU share of all food and non-alcoholic drink exports jumped from 20.6% in 2009 to 23.1% in 2010.
- The non-EU region showing the highest rate of growth for UK food and drink exports in 2010 was Africa helped by gains in several markets which have grown exponentially over the last 5 years including Ghana and Algeria. Soft drinks were up 38.9% in the region as was breakfast cereals +38.9%, however increases in dairy, cereal commodities and fish/seafood were responsible for over 60% of export growth.
- Asia, up an impressive 34.6% Singapore +80.9% and Thailand +60.2%. Growth was driven by the baking +36.0%, meat +39.9% and prepared foods sectors with strong gains in many value added products.
- North America continued to make gains in 2010 with growth of 23.9% associated mainly with the USA +28.9% and Canada +11.8%. Fish and Seafood +42.6%, Sauces and Condiments +36.1% and other food preparations +103.6% were the key growth sectors.
- The Eastern Europe region grew by 19.1% mainly due to dairy exports of less than £250k in 2009 expanding to £5.5m in 2010. There were also strong gains in the prepared foods category including sauces and condiments +76.7% and lightly processed coffee, tea and spices +22.8%.

UK Exports of Food & Non-alcoholic Drinks to the Non-EU

2009-2010

	2009	2010	% change 09-10
Other Western Europe	**269.8**	**314.1**	**16.4**
Norway	127.6	149.3	17.0
Switzerland	63.7	77.6	21.8
Gibraltar	34.2	34.5	0.9
Turkey	26.2	33.5	27.9
Eastern Europe	**125.3**	**149.2**	**19.1**
Russia	96.8	115.4	19.2
Ukraine	16.5	19.8	20.0
North America	**428.3**	**530.7**	**23.9**
United States	303.0	390.7	28.9
Canada	124.3	139.0	11.8
Asia	**376.1**	**506.3**	**34.6**
Hong Kong	66.9	91.2	36.3
Japan	79.7	76.6	-3.9
China	49.7	63.9	28.5
Singapore	21.3	38.5	80.9
Thailand	23.9	38.3	60.2
Malaysia	22.6	29.0	28.0
Vietnam	20.3	28.4	40.0
Korea South	23.2	28.0	20.6
Afghanistan	12.2	22.5	84.6
Philippines	5.3	21.0	293.9
India	12.8	19.1	48.8
Middle East	**310.1**	**354.7**	**14.4**
United Arab Emirates	89.2	109.4	22.7
Saudi Arabia	75.9	75.9	0.0
Israel	35.9	49.8	38.9
Kuwait	26.5	26.9	1.7
Africa	**290.6**	**403.3**	**38.8**
Egypt	74.1	75.4	1.7
Nigeria	63.6	71.2	11.8
South Africa	27.9	44.8	60.7
Algeria	23.8	40.4	69.5
Ghana	13.1	21.0	59.6
Latin America & the Caribbean	**107.7**	**127.1**	**18.0**
Brazil	19.6	21.1	7.6
Mexico	7.7	12.8	65.2
Chile	4.9	9.0	83.2
Oceania	**94.7**	**109.2**	**15.3**
Australia	80.7	93.2	15.5
New Zealand	13.0	15.2	16.9

Source: HMRC Trade Info