

## 2023

### EXPORTS

- Exports stood at £24.3 billion, a 2.0% decline from last year, with non-EU markets struggling to keep the same pace as in previous years.
- In volume terms, most categories experienced decline, only two (pork and cheese) experienced value and volume growth.
- EU markets fared best, with notable increases in Ireland and Spain. The governments proposal to extend 'not for EU' labelling on a GB-wide basis is likely to reverse this growth.
- The potential removal of export tariffs in an agreement with the GCC would present significant opportunities for growth in processed food and drink.
- With exports to Canada falling, we encourage government to resume negotiations to extend origin provisions. This will allow continuity and certainty for exporters in advance of a new and ambitious agreement.

Data Sources: His Majesty's Customs & Excise

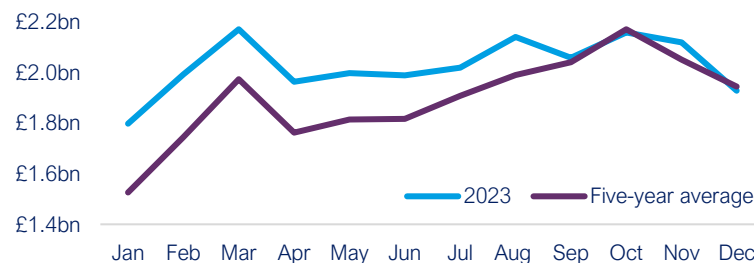
#### KEY INDICATORS

	2022	2023	Change 2022-23
All food and drink	£24.8bn	£24.3bn	-2.0%
EU	£13.7bn	£13.9bn	1.3%
Non-EU	£11.1bn	£10.4bn	-6.0%
EU share	55.4%	57.2%	1.8pp
Non-EU share	44.6%	42.8%	-1.8pp

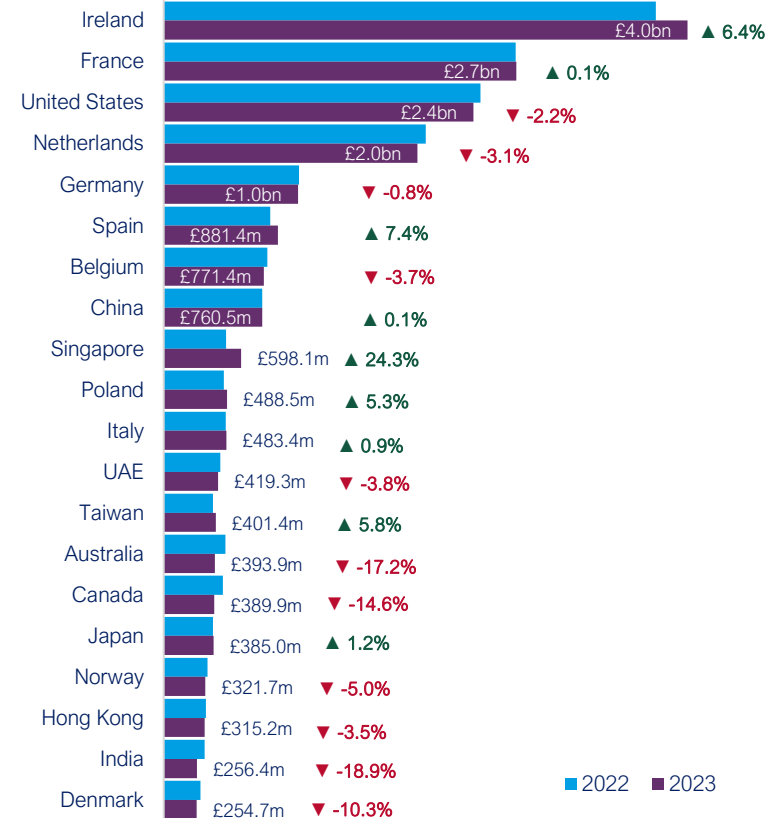
#### TOP 10 EXPORTS

	2023	Value change 2022-23	Volume change 2022-23
Whisky	£5.8bn	-9.5%	-19.2%
Milk and cream	£987.2m	-2.9%	5.2%
Chocolate	£859.0m	4.2%	-14.0%
Cheese	£817.8m	4.1%	1.8%
Salmon	£693.3m	1.0%	-7.8%
Breakfast cereals	£670.6m	-4.9%	-15.0%
Soft drinks	£622.3m	12.2%	N/A
Gin	£584.5m	-9.9%	-16.1%
Beef	£578.3m	-20.9%	-20.5%
Pork	£564.0m	5.1%	6.9%

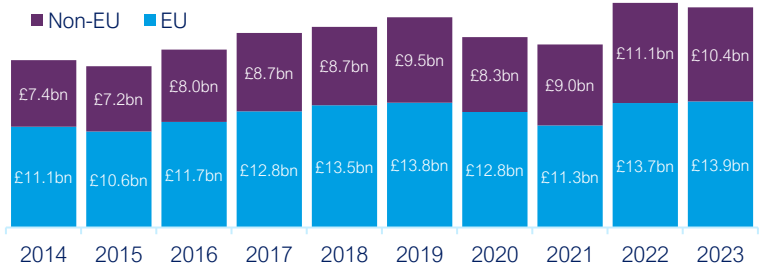
#### MONTHLY EXPORTS



#### TOP 20 MARKETS



#### EXPORTS



2023

**IMPORTS**

- Imports of food and drink increased 5.1%, driven mostly by EU markets. (+8.6%). As with exports, most categories have experienced a fall in volume terms.
- The phased introduction of the BTOM in 2024 will allow non-EU partners to benefit from the new risk model, removing certification and checks on many products.
- Fruit remains our largest import, with Spain, South Africa and Peru making up over 35% of all imports. An ongoing review into the risk categorisation of fruit and vegetables could impact supply chains in 2024.
- An updated agreement with Turkey and tariff reviews with Egypt, Morocco, and South Africa present opportunities to diversify supply chains and remove EU legacy tariffs.
- We encourage the government to adopt a more permissive regime for the import of product samples, crucial for research and innovation in our sector.

Data Sources: His Majesty's Customs & Excise

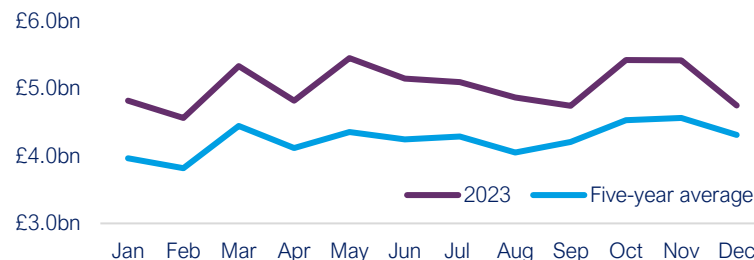
**KEY INDICATORS**

	2022	2023	Change 2022-23
All food and drink	£57.5bn	£60.4bn	5.1%
EU	£39.8bn	£43.2bn	8.6%
Non-EU	£17.7bn	£17.2bn	-2.7%
EU share	69.2%	71.5%	2.3pp
Non-EU share	30.8%	28.5%	-2.3pp

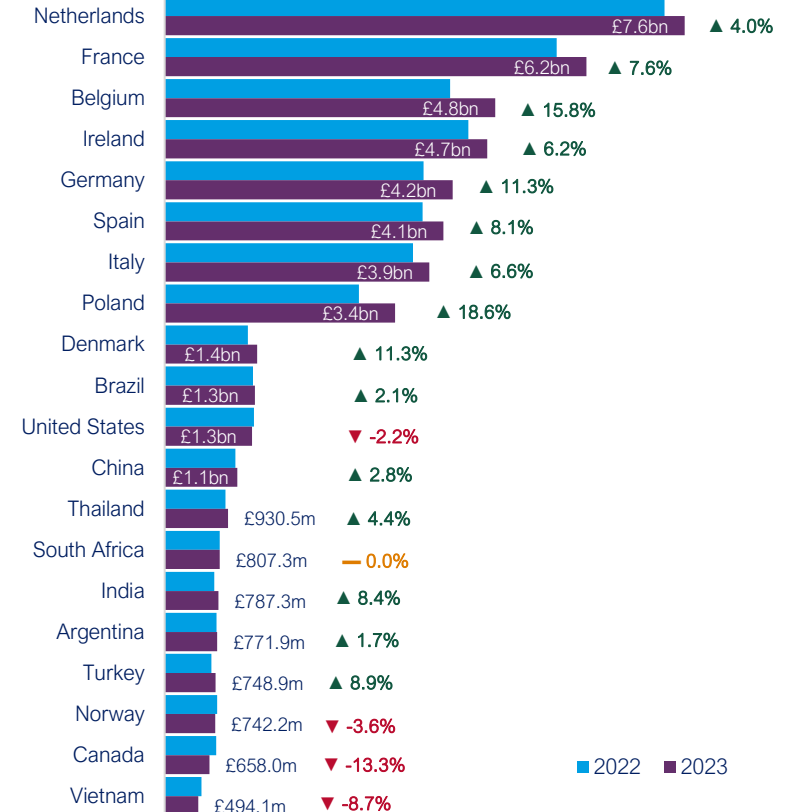
**TOP 10 IMPORTS**

	2023	Value change 2022-23	Volume change 2022-23
Fruit	£4.6bn	1.7%	-4.2%
Wine	£4.1bn	-0.3%	-4.9%
Vegetables	£3.4bn	12.5%	N/A
Poultry	£3.2bn	2.9%	3.6%
Chocolate	£2.6bn	16.2%	-4.3%
Savoury snacks	£2.2bn	16.4%	-0.7%
Pork	£2.2bn	17.6%	-2.7%
Cheese	£2.0bn	9.7%	5.4%
Fish	£2.0bn	-1.9%	-3.3%
Soft drinks	£1.8bn	7.6%	N/A

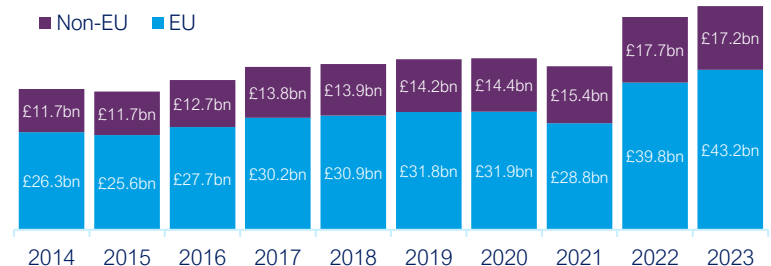
**MONTHLY IMPORTS**



**TOP 20 MARKETS**



**IMPORTS**



2023

WORLD TRADE

- We await the outcome of the second round of duty suspensions, which could see the removal of tariffs on a range of ingredients. The government should commit to a regular timetable for this process.
- Asia was our second highest destination for UK food and drink. With negotiations in progress with India and South Korea, and new opportunities through CPTPP, we expect to see export growth soon.
- The government recently announced an [expansion](#) of the agri-attaché network, providing further support in tackling barriers.
- This includes a new attaché in the Oceania region. Coupled with enhanced trade promotion and utilisation activities, we expect to see more uptake of the new FTAs.
- Imports from the world's least developed countries are down slightly despite the introduction of the UK's Developing Country Trading Scheme in June 2023. Implementation of the BTOM may lead to further opportunities in 2024.

World	Export	Import
Total value	£24.3bn	£60.4bn
Change 2022-23	-2.0%	+5.1%

Europe	Export	Import
Total value	£14.9bn	£45.9bn
Change 2022-23	+1.5%	+7.5%
Global share	61.3%	61.3%

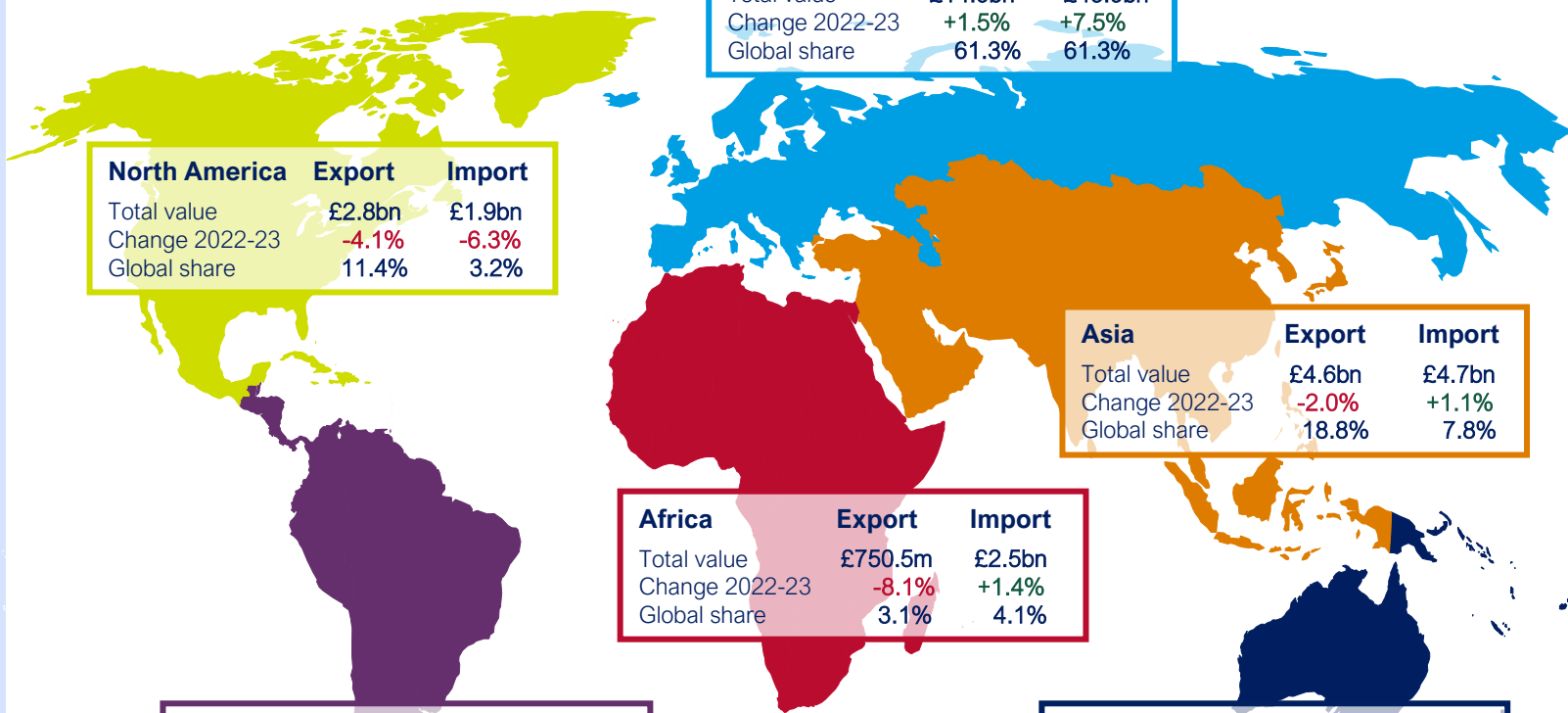
North America	Export	Import
Total value	£2.8bn	£1.9bn
Change 2022-23	-4.1%	-6.3%
Global share	11.4%	3.2%

Asia	Export	Import
Total value	£4.6bn	£4.7bn
Change 2022-23	-2.0%	+1.1%
Global share	18.8%	7.8%

Africa	Export	Import
Total value	£750.5m	£2.5bn
Change 2022-23	-8.1%	+1.4%
Global share	3.1%	4.1%

Central and South America	Export	Import
Total value	£841.5m	£4.3bn
Change 2022-23	-29.3%	-1.3%
Global share	3.5%	7.1%

Oceania	Export	Import
Total value	£458.4m	£1.1bn
Change 2022-23	-15.5%	-11.8%
Global share	1.9%	1.8%



2023

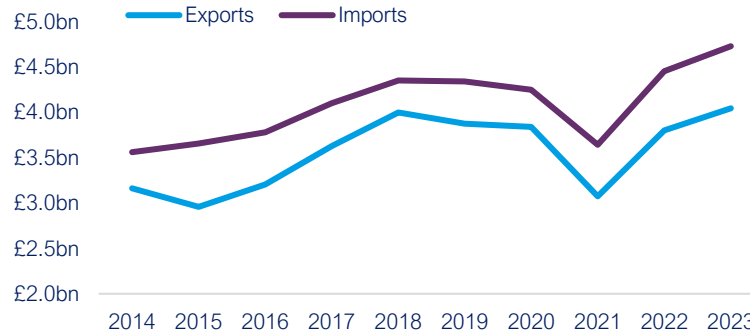
**IRELAND**

- Ireland is our largest export market, increasing 6.4% to become the first market ever to exceed £4 billion. This was driven by a large increase in the exports of soft drinks, chocolate, and savoury snacks.
- There has been particularly strong growth in malt extracts and whey, more than doubling since 2022.
- Imports from the republic also fared well, increasing by £200 million, thanks to a large increase in cheese, savoury snacks, and chocolate imports.
- The introduction of mandatory GB wide 'not for EU' labelling threatens well established GB and island of Ireland supply chains. This policy threatens trade flows with our largest export market.
- Irish imports of meat and dairy are rising, supplying over 20% of the UK's imports. We await clarification on the introduction of checks at West coast ports under the BTOM.

TRADE			
	2022	2023	Change
Exports	£3.8bn	£4.0bn	6.4%
Imports	£4.5bn	£4.7bn	6.2%
Trade Balance	-£654.1m	-£685.3m	-4.8%

TOP TEN EXPORTS				
	Value			Volume
	2022	2023	Change	Change
Milk and cream	£423.4m	£356.8m	-15.7%	-1.8%
Soft drinks	£259.3m	£305.9m	18.0%	N/A
Chocolate	£185.3m	£223.1m	20.4%	-2.8%
Savoury snacks	£178.8m	£208.2m	16.5%	-4.5%
Beef	£163.9m	£162.4m	-0.9%	-8.0%
Cheese	£163.0m	£155.4m	-4.7%	-3.4%
Pork	£137.9m	£142.1m	3.0%	-9.7%
Sweet biscuits	£109.6m	£134.1m	22.3%	2.2%
Cereals	£113.4m	£133.6m	17.8%	28.6%
Poultry	£113.3m	£121.6m	7.3%	-6.7%

**TRADE OVER THE LAST DECADE**



**Fastest growing exports**

- Extracts **£64.0m** ▲ 130.8%
- Whey **£8.0m** ▲ 114.1%
- Sugar **£15.6m** ▲ 65.8%



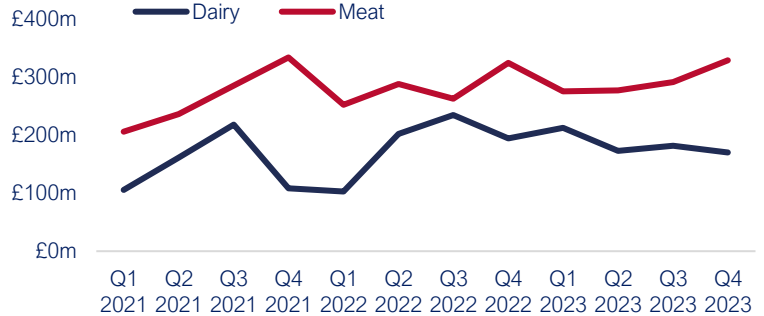
**Fastest growing imports**

- Molasses **£4.0m** ▲ 96.5%
- Spices **£3.7m** ▲ 82.6%
- Molluscs **£3.1m** ▲ 79.7%

**TOP TEN IMPORTS**

	Value			Volume
	2022	2023	Change	Change
Beef	£1.0bn	£1.0bn	2.4%	-2.5%
Cheese	£227.8m	£306.4m	34.5%	48.7%
Pork	£301.3m	£301.4m	0.0%	1.8%
Savoury snacks	£246.7m	£290.6m	17.8%	2.2%
Milk and cream	£310.8m	£240.6m	-22.6%	-19.9%
Chocolate	£196.9m	£236.2m	20.0%	-6.8%
Poultry	£167.2m	£200.1m	19.7%	6.9%
Butter	£175.7m	£159.3m	-9.4%	18.8%
Soft drinks	£115.3m	£124.9m	8.3%	N/A
Beer	£100.4m	£115.7m	15.2%	6.2%

**MEAT AND DAIRY IMPORTS**



2023



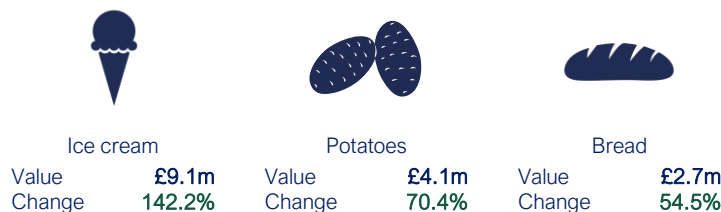
**AUSTRALIA**

- Overall, we have yet to see the full benefits of the UK-Australia FTA, which entered into force in May 2023.
- The removal of tariffs on manufactured food and drink has, however, benefited some categories, with significant growth in ice cream exports.
- To improve utilisation rates in the FTA, we urge the government to set up dedicated trade information portal to improve access to information.
- For businesses to take advantage of trade deals and new provisions, the government must also involve industry earlier in the implementation process, giving more notice on entry into force dates.
- The six-hour time limit for perishable goods to be released at customs is a provision that we would like to see replicated in future FTAs, allowing short shelf life goods more time in retail.

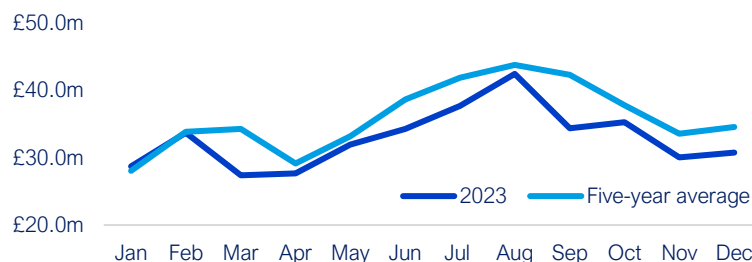
TRADE			
	H1 2023	H2 2023	H2 2023 Share
Exports	£183.6m	£97.1m	53.4%
Imports	£163.4m	£229.6m	58.4%

TOP FIVE FOOD AND NON-ALCOHOLIC DRINK EXPORTS				
	Value			Volume
	5-year average	2023	Change	Change
Savoury snacks	£27.1m	£26.6m	-1.9%	-14.6%
Sweet biscuits	£17.5m	£20.6m	17.8%	-11.6%
Cereals	£16.9m	£18.0m	6.4%	11.0%
Soft drinks	£15.5m	£17.8m	14.4%	N/A
Chocolate	£18.3m	£15.7m	-14.3%	-35.3%

**FASTEST GROWING EXPORTS 2022-2023 (over £1m)**



**MONTHLY EXPORTS**



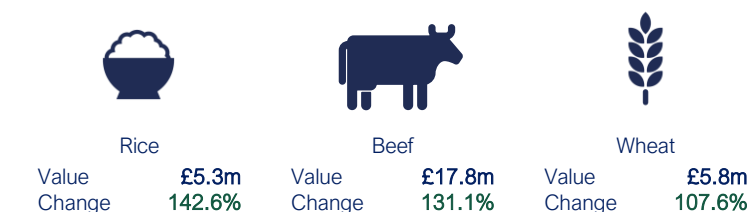
Australia is the sixth largest non-EU export market

**£393.9m** of exports      **£393.0m** of imports  
 ▼ **17.2%** decrease 2022-23      ▼ **16.3%** decrease 2022-23

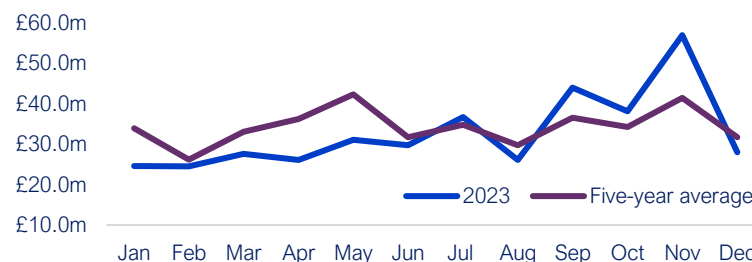
**TOP FIVE FOOD AND NON-ALCOHOLIC DRINK IMPORTS**

	Value			Volume
	5-year average	2023	Change	Change
Lamb and mutton	£49.5m	£55.3m	11.6%	25.0%
Sugar	£8.4m	£42.2m	399.8%	400.0%
Beef	£10.0m	£17.8m	77.6%	58.4%
Pulses	£9.4m	£9.5m	0.9%	2.4%
Wheat	£3.1m	£5.8m	89.5%	68.4%

**FASTEST GROWING IMPORTS 2022-2023 (over £1m)**



**MONTHLY IMPORTS**



2023



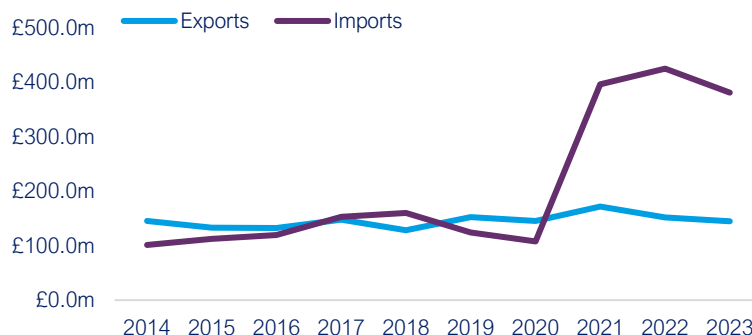
**SWITZERLAND**

- Exports and imports of food and drink dropped by 5% and 10% in value terms.
- Most export categories have experienced more significant volume decline. However, there has been strong growth in cereals and cheese.
- Key UK export strengths such as sweet biscuits and ice cream have not reached their full potential in the Swiss market. The removal of high Swiss tariffs in an updated FTA would help aid export growth.
- The UK should look to remove high tariffs on Swiss food manufacturing equipment to improve innovation and product development in our sector.
- With our sector undergoing labour shortage challenges, ensuring easier access to the global skilled labour market, such as Switzerland, would be beneficial for UK businesses.

TRADE			
	2022	2023	Change
Exports	£152.3m	£145.1m	-4.7%
Imports	£425.2m	£381.2m	-10.3%
Trade Balance	£-272.9m	£-236.1m	13.5%

TOP TEN EXPORTS				
	Value			Volume
	2022	2023	Change	Change
Whisky	£30.2m	£26.4m	-12.7%	-14.2%
Wine	£7.0m	£11.0m	56.4%	-43.9%
Wheat	£0.0m	£7.8m	N/A	N/A
Cheese	£6.3m	£7.1m	11.6%	6.9%
Cereals	£6.7m	£6.9m	3.2%	0.8%
Vegetable oils	£4.6m	£5.6m	21.9%	-35.5%
Gin	£8.2m	£4.7m	-43.3%	-13.2%
Soft drinks	£2.8m	£4.5m	57.8%	N/A
Lamb and mutton	£5.1m	£4.3m	-16.1%	-9.2%
Salmon	£4.1m	£4.0m	-1.7%	-24.3%

**EXPORTS AND IMPORTS**



**Fastest growing food and non-alcoholic drink exports (>£0.5m)**



Wheat	£7.8m	N/A	Beef	£1.0m	▲ 69.1%
Animal & veg oils	£1.4m	▲ 4084%	Soft drinks	£4.5m	▲ 57.8%
Sugar	£0.8m	▲ 285.0%	Protein concentrates	£0.5m	▲ 46.4%

**TOP TEN IMPORTS**

	Value			Volume
	2022	2023	Change	Change
Coffee	£152.0m	£140.7m	-7.4%	-47.4%
Chocolate	£49.7m	£64.3m	29.3%	29.7%
Wine	£27.9m	£24.2m	-13.1%	-54.6%
Soft drinks	£23.0m	£22.3m	-3.3%	N/A
Cheese	£15.0m	£18.7m	24.8%	29.6%
Tea	£14.1m	£14.0m	-1.1%	0.7%
Savoury snacks	£9.6m	£13.0m	34.4%	17.8%
Cereals	£8.3m	£7.2m	-13.6%	-32.0%
Vegetable oils	£47.4m	£4.4m	-90.8%	N/A
Protein concentrates	£100.4m	£115.7m	15.2%	6.2%

**SWISS HIGH TARIFFS**

PRODUCTS	COMMODITY CODE	SWISS TARIFF	EXPORT VALUE
Muesli	1904.10.10	14.15 CHF/100kg/net	£0.6m
Sweet biscuits	2905.31.11	123 CHF/100kg/net	£0.4m
Ice cream	2105.00	97.65 CHF/100kg / net	£0.4m
Crisps	2005.20.20	70 CHF/100kg/net	£1.1m
Protein concentrates	2106.10	53.90 CHF/100kg/net	£0.5m
Jelly confectionery	1704.90.60	29.35 CHF/100kg/net	£0.2m