

2022

EXPORTS

- Exports are a key driver of growth and in 2022 our sector's overseas sales hit a new record high, rising 23% to nearly £25 billion.
- Exports to non-EU markets broke through the £10 billion barrier, driven by particularly strong growth to the USA, Singapore, the UAE and India.
- Rising prices inflated the value of UK exports, however strong volume growth in most of our top products shows the global appetite for UK food and drink remains strong.
- Chocolate remains our top food export, worth £824 million, however this could change in 2023 given the rapid growth of UK cheese exports.
- There remains significant potential for further export growth with the support of the [Food and Drink Export Council](#) and Defra's new in-market expert [Trade Attachés](#).

Data Sources: His Majesty's Customs & Excise

KEY INDICATORS

	2022	Change 2019-22	Change 2021-22
All food and drink	£24.8bn	6.6%	22.5%
EU	£13.7bn	-0.7%	21.5%
Non-EU	£11.1bn	17.3%	23.7%
EU share	55.3%	-3.7pp	-0.7pp
Non-EU share	44.7%	3.7pp	0.7pp

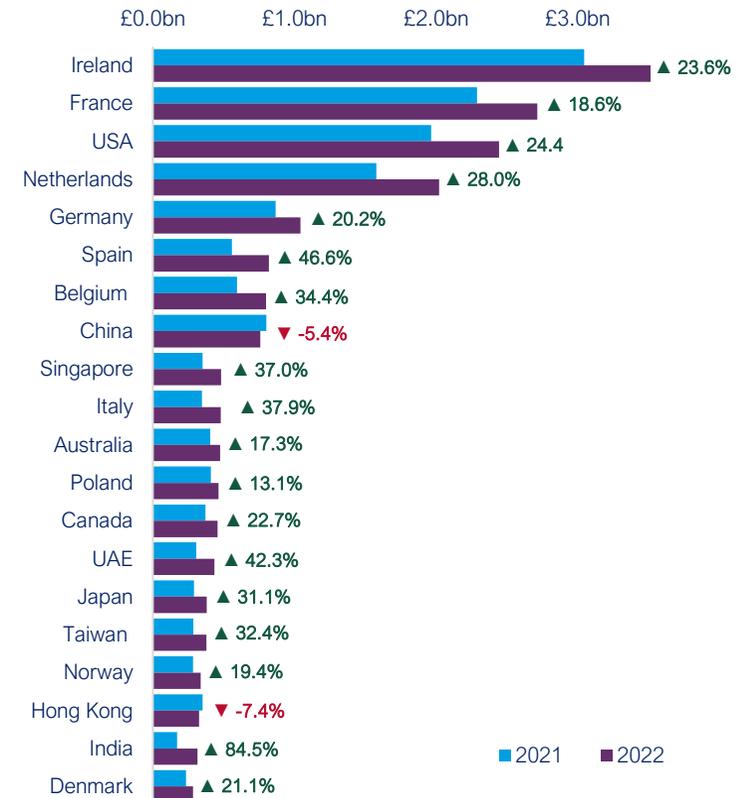
TOP 10 PRODUCTS

	Value			Volume
	2022	Change 2019-22	Change 2021-22	Change 2021-22
Whisky	£6.4bn	26.7%	37.2%	20.8%
Chocolate	£824.3m	7.4%	9.5%	0.9%
Cheese	£785.4m	12.3%	39.0%	14.6%
Gin	£731.0m	8.6%	35.0%	28.9%
Salmon	£705.0m	-14.3%	-4.1%	-21.2%
Beef	£648.9m	10.9%	44.9%	16.1%
Pork	£609.8m	6.2%	10.2%	6.6%
Wine	£553.1m	-14.5%	18.4%	-9.2%
Breakfast cereals	£538.2m	38.8%	9.9%	1.9%
Soft drinks	£503.4m	10.8%	6.2%	2.7%

MONTHLY EXPORTS



TOP 20 MARKETS



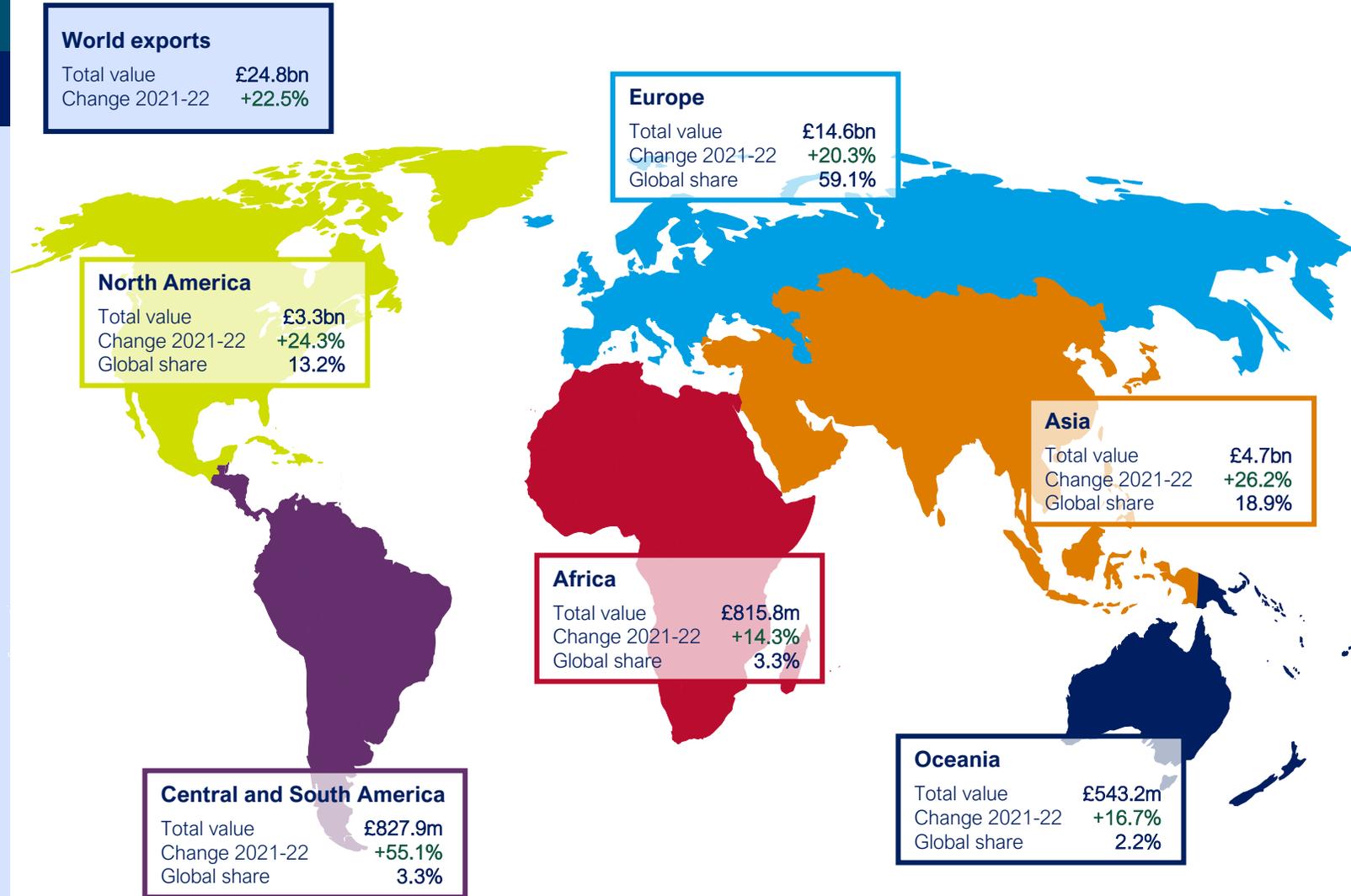
EXPORTS



2022

WORLD EXPORTS

- UK exports saw further strong recovery in response to recent challenges, with the total value reaching a record of nearly £25 billion.
- Europe is our biggest market due to proximity and shared consumer tastes, buying nearly 60% of our exports and offers significant growth opportunities for UK exporters.
- High growth continues in Central and South America, with sales up more than a half since 2021 and rapidly heading towards £1 billion.
- Strong existing growth to Oceania should receive a boost in 2023 with the entry into force of new trade deals with Australia and New Zealand.
- In 2022, we [published our strategy](#) to help the government deliver the best outcomes for food and drink through the UK's independent trade policy.



2022

IMPORTS

- There was strong growth in imports overall, however [changes to the recording](#) of official data on EU imports in 2022 make any comparison with previous years problematic.
- Rising prices and the weak sterling combined to drive up the cost of imports for manufacturers and contributed to high UK inflation.
- Imports are essential for UK manufacturing, adding value to UK produce and ensuring consistent availability and value for shoppers.
- Fruit and wine remain our top imports, but there was strong growth in chicken (+72%), savoury snacks (+43%) and soft drinks (+69%).
- We anticipate new opportunities for UK businesses to source key inputs in 2023, with the entry into force of new FTAs with Australia and New Zealand.

KEY INDICATORS

	2022	Change 2019-22	Change 2021-22
All food and drink	£57.4bn	24.7%	30.0%
EU	£39.7bn	24.9%	38.0%
Non-EU	£17.7bn	24.2%	15.1%
EU share	69.2%	0.2pp	4.2pp
Non-EU share	30.8%	-0.2pp	-4.2pp

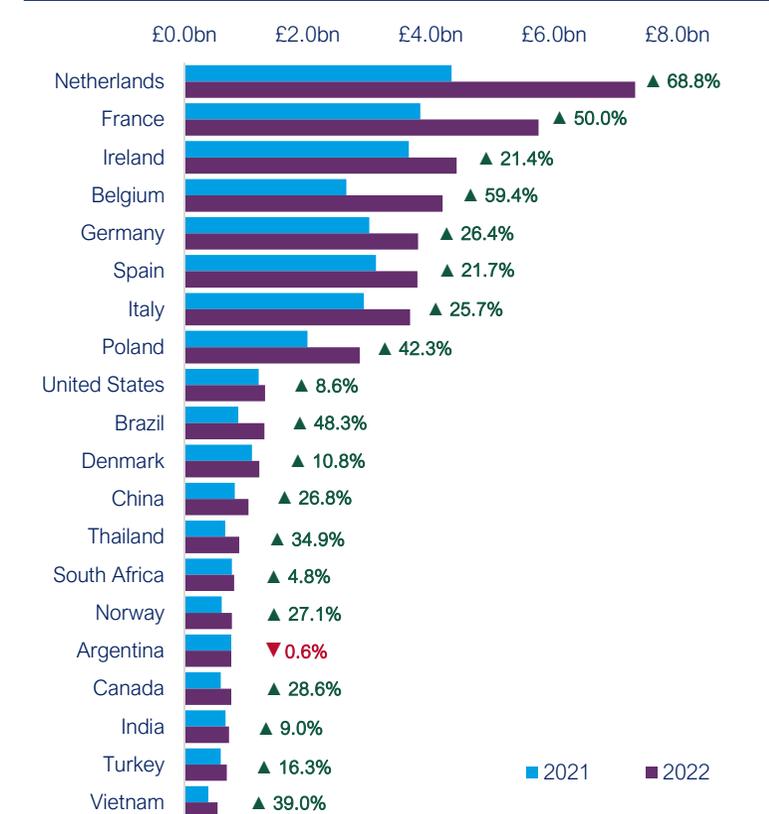
TOP 10 PRODUCTS

	Value			Volume
	2022	Change 2019-22	Change 2021-22	Change 2021-22
Fruit	£4.3bn	1.6%	6.7%	-0.4%
Wine	£4.1bn	23.8%	20.6%	-1.5%
Vegetables	£3.0bn	15.1%	22.7%	N/A
Chicken	£2.9bn	38.7%	72.1%	34.8%
Chocolate	£2.2bn	37.8%	28.1%	13.9%
Savoury snacks	£1.9bn	34.1%	42.5%	16.0%
Pork	£1.9bn	-2.7%	20.8%	6.8%
Cheese	£1.8bn	6.7%	25.5%	2.1%
Vegetable oils	£1.8bn	60.9%	31.6%	N/A
Soft drinks	£1.5bn	72.7%	68.7%	69.1%

IMPORTED PRODUCER FOOD PRICE INDEX (ONS)



TOP 20 MARKETS



IMPORTS



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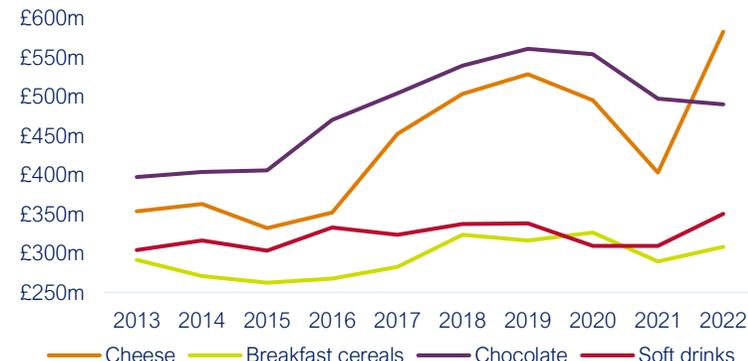
EUROPEAN UNION

- UK exports continue to recover, rising 22% to £13.7 billion and nearing pre-COVID levels, with double-digit growth in most of our top products.
- Price rises contributed to this value growth, however EU demand for UK food and drink remains high, with volume growth in most categories.
- Strong export growth to France, the Netherlands and Belgium reflects their position as entry points for goods destined for other EU Member States.
- With more than half of our exports going to the EU, improving the implementation of the UK-EU FTA is a key priority for manufacturers.
- The EU is our top supplier of imports, however [changes to the recording of official data in 2022](#) make comparison with previous years problematic.

UK-EU TRADE			
	2022	Change 2019-22	Change 2021-22
Exports	£13.7bn	-0.7%	21.5%
Imports	£39.7bn	24.9%	38.0%

TOP 10 EXPORTS				
	Value			Volume
	2022	Change 2019-22	Change 2021-22	Change 2021-22
Whisky	£1.7bn	9.5%	18.1%	16.9%
Cheese	£583.6m	10.3%	44.7%	20.1%
Beef	£561.1m	15.8%	61.3%	34.6%
Chocolate	£490.3m	-12.7%	-1.5%	-10.5%
Lamb and mutton	£474.2m	23.7%	11.9%	9.4%
Salmon	£434.4m	6.0%	-3.7%	-19.6%
Milk and cream	£369.8m	17.5%	40.5%	3.3%
Soft drinks	£350.4m	3.6%	13.1%	1.3%
Savoury snacks	£324.9m	17.5%	10.7%	3.8%
Breakfast cereals	£308.2m	-2.7%	6.3%	3.8%

PRODUCT VALUE



EXPORTS TO EU MEMBER STATES			
	2022	Change 2019-22	Change 2021-22
Ireland	£3.8bn	-2.9%	22.5%
France	£2.7bn	20.6%	18.6%
Netherlands	£2.0bn	20.9%	27.9%
Germany	£1.0bn	-26.6%	20.5%
Spain	£820.9m	-19.3%	46.8%
Belgium	£800.7m	17.7%	34.4%
Italy	£479.3m	-16.8%	37.9%
Poland	£463.4m	8.6%	13.4%
Denmark	£284.1m	-9.6%	20.1%
Sweden	£276.3m	-4.5%	3.5%
Portugal	£131.2m	-27.3%	17.4%
Latvia	£126.6m	-33.0%	-43.0%
Czech Republic	£113.2m	-15.6%	15.7%
Romania	£113.0m	41.7%	35.3%
Greece	£103.1m	-23.2%	14.9%
Finland	£74.3m	-10.6%	13.8%
Cyprus	£61.4m	-16.9%	15.4%
Austria	£60.7m	-18.9%	11.7%
Lithuania	£52.0m	15.5%	-23.1%
Malta	£51.7m	-26.4%	5.4%
Bulgaria	£38.0m	-37.3%	-12.4%
Hungary	£32.3m	-36.7%	-27.4%
Estonia	£22.9m	-20.9%	10.7%
Slovakia	£19.8m	7.2%	28.2%
Slovenia	£18.4m	-11.8%	9.4%
Croatia	£13.0m	-56.5%	-5.4%
Luxembourg	£7.6m	-19.9%	26.9%

2022



VIETNAM

- Trade with Vietnam is growing rapidly, with UK exports nearly doubling, driven by particularly strong growth in sales of fish and seafood.
- An improved FTA that delivers more ambitious tariff cuts for food and drink could help deliver further export growth for UK manufacturers.
- Imports were also up more than a third, helping push Vietnam into the UK's top 20 sources of food and drink imports for the first time.
- Vietnam is a key ingredient supplier for UK manufacturing and is the UK's largest source of prawns, providing more than a quarter of all imports.
- With a growing economy and a youthful consumer base with increasing spending power, significant opportunities exist for UK businesses to service growing consumer demand for imported food and drink.

TRADE			
	2022	Change 2019-22	Change 2021-22
Exports	£136.5m	129.5%	97.0%
Imports	£541.2m	24.8%	39.0%

TOP FIVE FOOD EXPORTS			
	Value		Volume
	2022	Change 2021-22	Change 2021-22
Fish	£6.1m	158.0%	64.7%
Crustaceans	£2.9m	204.0%	134.1%
Molluscs	£1.6m	489.9%	1,171.8%
Salmon	£1.5m	244.0%	185.3%
Cereals	£1.5m	17.8%	-30.4%

FASTEST GROWING IMPORTS (> £1M)

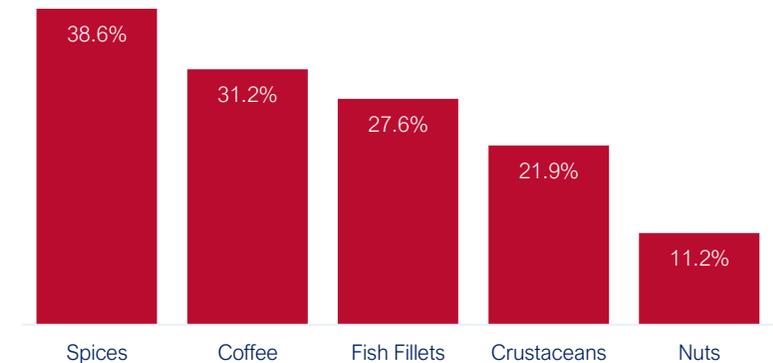


EXPORTS



TOP FIVE FOOD IMPORTS			
	Value		Volume
	2022	Change 2021-22	Change 2021-22
Crustaceans	£184.8m	21.6%	-0.2%
Coffee	£98.8m	120.8%	68.3%
Nuts	£81.2m	14.5%	2.9%
Fish fillets	£52.8m	35.0%	5.8%
Spices	£30.5m	34.4%	-3.0%

IMPORT UNIT PRICE INCREASE



IMPORTS



2022



MINT COUNTRIES

- Mexico, Indonesia, Nigeria and Turkey are the so-called 'MINT' group of fast-growing economies, with a combined population of more than 688 million.
- UK exports were up nearly a quarter and there was strong growth in imports of key ingredients, including fruit, fish and vegetable oils.
- Trade with Indonesia saw the highest rate of growth, with exports up two thirds and imports up a half, driven by vegetables, coffee and oils.
- The UK and Mexico are negotiating a new FTA that could deliver substantial growth opportunities with more ambitious tariff reductions.
- There could also be an opportunity to update our existing trade deal with Turkey to ensure it delivers the best outcomes for trade in food and drink.

EXPORTS			
	2022	Change 2019-22	Change 2021-22
Total	£505.9m	23.3%	23.3%
Turkey	£196.4m	47.0%	48.6%
Mexico	£168.5m	4.9%	18.7%
Nigeria	£98.2m	1.7%	-11.3%
Indonesia	£42.7m	119.7%	68.2%

TOP THREE FOOD EXPORTS			
Market	Product	Value	Change 2021-22
	Eggs	£13.7m	-18.2%
	Sauces	£13.1m	140.0%
	Chocolate	£4.1m	59.1%
	Coffee	£6.6m	7.1%
	Malt extracts	£2.5m	39.0%
	Ice cream	£1.8m	27.3%
	Crisps	£23.9m	-30.2%
	Soups	£8.4m	53.0%
	Fish	£7.9m	-0.8%
	Fish	£5.7m	142.6%
	Salmon	£5.1m	N/A
	Potatoes	£2.3m	47.0%

IMPORTS			
	2022	Change 2019-22	Change 2021-22
Total	£1.1bn	24.9%	20.0%
Turkey	£687.7m	40.5%	16.3%
Indonesia	£307.6m	64.9%	49.7%
Mexico	£133.0m	-42.5%	-8.3%
Nigeria	£14.1m	101.9%	36.0%

TURKEY: TOP IMPORTS		
Fruit	Fish	Confectionery
Value £184.0m	Value £135.5m	Value £50.6m
Change 12.0%	Change 25.4%	Change 23.7%

MEXICO: TOP IMPORTS		
Fruit	Coffee	Jam
Value £17.6m	Value £12.6m	Value £9.6m
Change -34.5%	Change 72.6%	Change 16.1%

NIGERIA: TOP IMPORTS		
Cocoa	Pasta	Crustaceans
Value £2.3m	Value £1.6m	Value £1.2m
Change 34.4%	Change 97.1%	Change 4,657.0%

INDONESIA: TOP IMPORTS		
Vegetables	Coffee	Oils
Value £77.7m	Value £43.4m	Value £31.2m
Change 32.4%	Change 108.7%	Change 670.8%