

DATASALMON MONTHLY REPORT

MAY 2018



CONTENTS:

US market

Brazilian market

Japanese market

Chilean exports

Norwegian exports

Harvest forecast

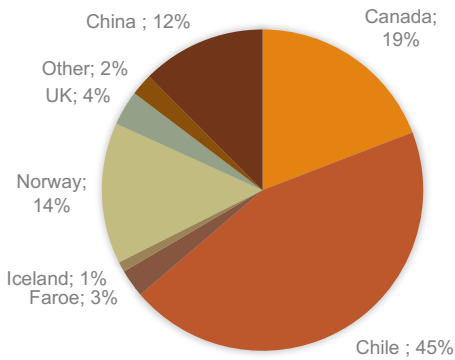
Elaborated by DataSalmon team
www.datasalmon.com
Contact us at app@datasalmon.com

US MARKET

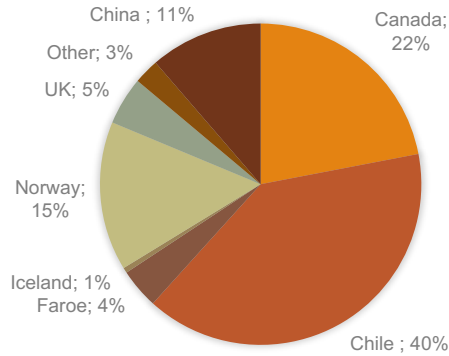
US Salmon Atlantic imports at March 2018

	Fresh					Fresh			Fresh + Frozen			mkt share YTD 18 (%)	mkt share YTD 17 (%)
	Mar-18 (lb)	Feb-18 (lb)	%Chg (%)	Mar-17	%Chg YoY (%)	YTD 2018 (lb)	YTD 2017 (lb)	% 18/17 (%)	YTD 2018 (lb)	YTD 2017 (lb)	% 18/17 (%)		
Canada	14,858,115	12,545,687	18.4%	15,120,341	-2%	38,997,183	39,357,527	-0.9%	40,062,983	40,291,975	-0.6%	19%	22%
Chile	25,931,814	22,272,443	16.4%	18,138,615	43%	70,275,717	54,327,987	29.4%	93,280,180	72,789,526	28.2%	45%	40%
Faroe	1,984,056	1,871,489	6.0%	3,075,430	-35%	5,490,356	7,218,740	-23.9%	5,863,998	7,388,426	-20.6%	3%	4%
Iceland	465,475	947,281	-50.9%	368,719	26%	2,146,815	959,845	123.7%	2,146,815	972,658	120.7%	1%	1%
Norway	7,769,766	7,364,155	5.5%	9,105,026	-15%	22,710,048	22,765,752	-0.2%	29,735,504	27,528,579	8.0%	14%	15%
UK	2,774,802	2,289,524	21.2%	3,583,844	-23%	7,298,926	8,865,100	-17.7%	7,358,009	8,865,100	-17.0%	4%	5%
Other	1,302,740	1,208,969	7.8%	1,227,709	6%	3,729,998	3,344,059	11.5%	4,603,299	4,657,095	-1.2%	2%	3%
China	183,652	187,151	-1.9%	103,577	77%	667,548	902,411	-26.0%	26,123,751	20,788,401	25.7%	12%	11%
TOTAL	55,270,420	48,686,699	13.5%	50,723,261	9%	151,316,591	137,741,421	9.9%	209,174,539	183,281,760	14.1%		
Others w/o Chile	29,338,606	26,414,256	11.1%	32,584,646	-10%	81,040,874	83,413,434	-2.8%	115,894,359	110,492,234	4.9%		

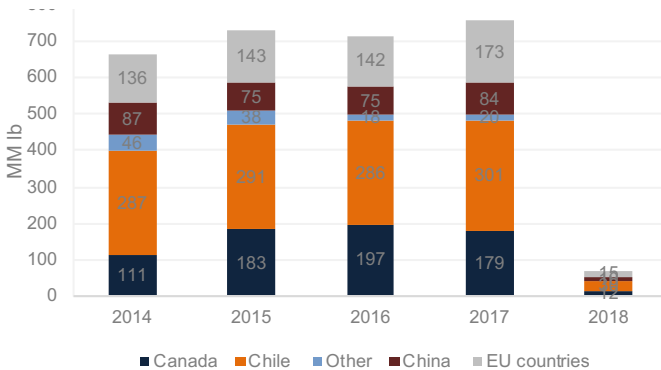
US Salmon Imports YTD 2018



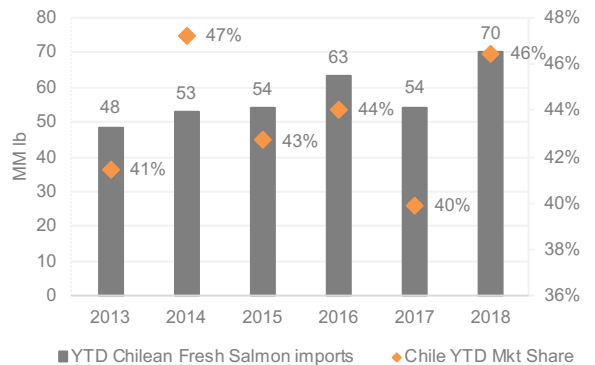
US Salmon Imports YTD 2017



Fresh & Frozen Imports per year



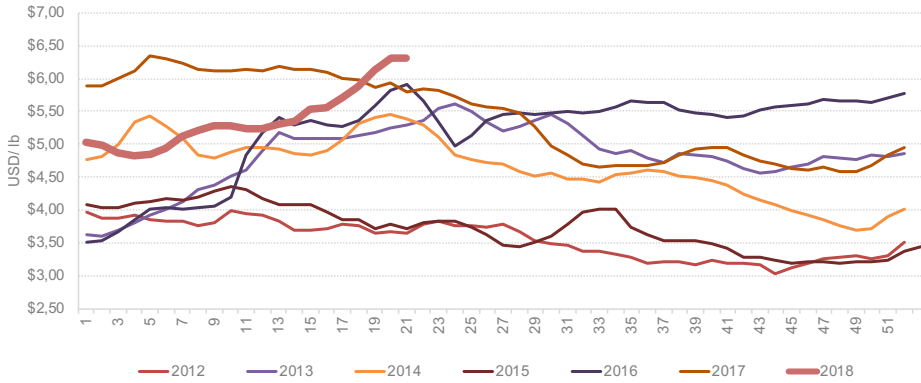
YTD Chilean Fresh imports and Market share



* From January to March

US MARKET

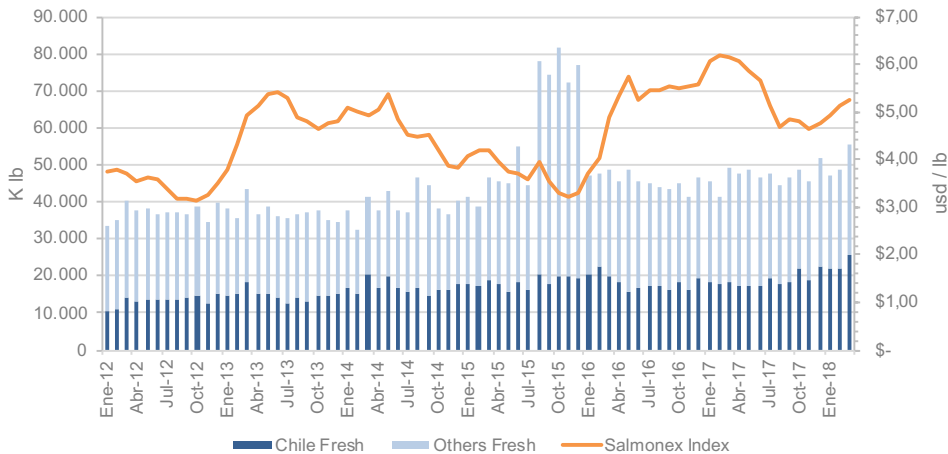
US Index by week



US Index by month & year

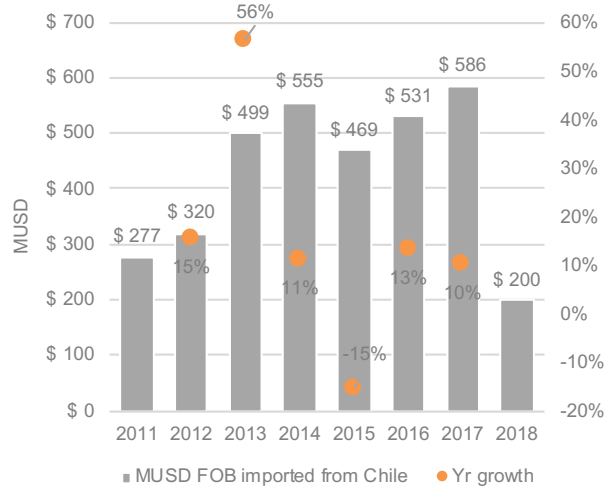
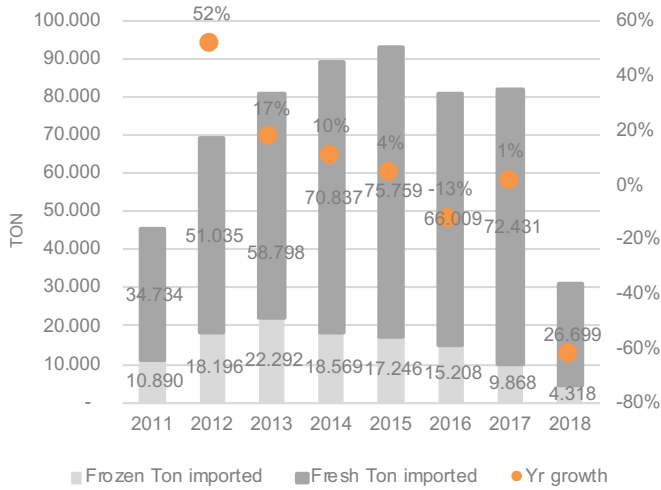
Salmonex Index Fresh Fillet								18/17
2012	2013	2014	2015	2016	2017	2018		
	(USD/lb)	(USD/lb)	(USD/lb)	(USD/lb)	(USD/lb)	(USD/lb)	(USD/lb)	
Jan	3,90	3,73	5,07	4,08	3,71	6,05	4,91	-19%
Feb	3,80	4,20	5,00	4,20	4,03	6,19	5,14	-17%
Mar	3,87	4,85	4,91	4,20	4,90	6,13	5,26	-14%
Apr	3,73	5,10	5,04	3,93	5,32	6,08	5,60	-8%
May	3,69	5,27	5,38	3,76	5,74	5,85	6,26	7%
Jun	3,78	5,44	4,83	3,69	5,25	5,65		
Jul	3,54	5,35	4,53	3,58	5,47	5,14		
Aug	3,34	4,95	4,49	3,93	5,47	4,67		
Sep	3,20	4,81	4,53	3,54	5,55	4,82		
Oct	3,14	4,63	4,21	3,31	5,50	4,81		
Nov	3,20	4,73	3,88	3,20	5,54	4,62		
Dec	3,35	4,82	3,83	3,29	5,59	4,76		
Year Avg.	3,55	4,82	4,64	3,73	5,17	5,40	5,43	
% YoY		36,1%	-3,8%	-19,7%	38,8%	4,4%	0,6%	
YTD	3,80	4,63	5,08	4,03	4,74	6,06	5,43	
		21,9%	9,7%	-20,6%	17,5%	27,9%	-10,3%	

US Index vs salmon fresh imports

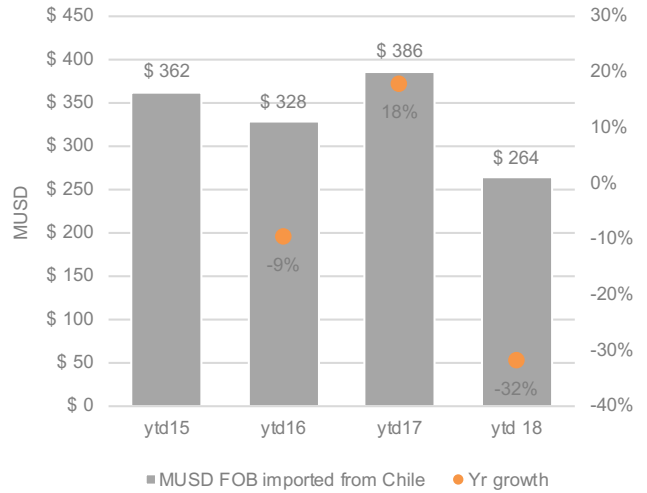
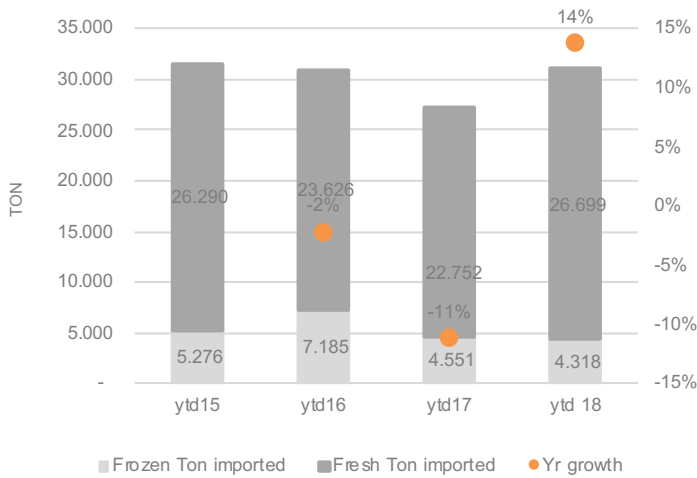


BRAZILIAN MARKET

Annually Chilean Imports



YTD* Salmon Chilean Imports



Salmon Chilean Imports by Quarter

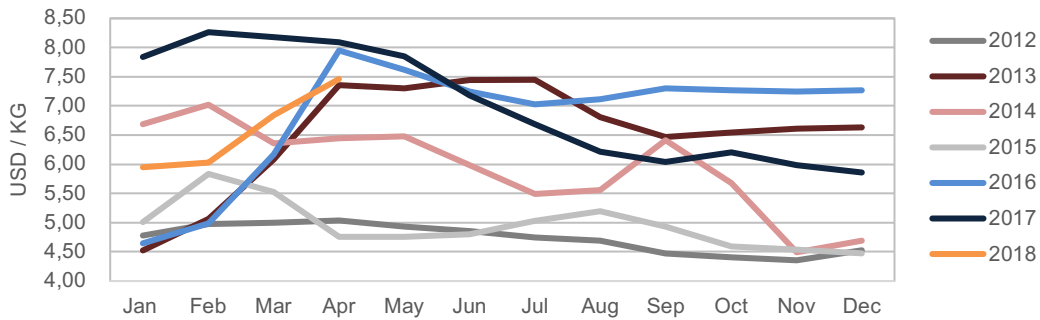
	Q1	Q2	Q3	Q4	TOTAL	YTD
2018	23.963	7.054			31.017	31.017
2017	21.145	18.307	19.605	23.242	82.299	27.303
2016	24.629	17.370	18.041	21.177	81.217	30.811
2015	24.275	21.155	22.779	24.796	93.005	31.566

* From January to April

BRAZILIAN MARKET

Brazil Index per month and year

	2012 (USD/kg)	2013 (USD/kg)	2014 (USD/kg)	2015 (USD/kg)	2016 (USD/kg)	2017 (USD/kg)	2018 (USD/kg)	18/17
Jan	4,78	4,52	6,68	5,01	4,65	7,84	5,95	-24%
Feb	4,98	5,07	7,02	5,84	4,98	8,26	6,03	-27%
Mar	5,00	6,08	6,36	5,53	6,17	8,17	6,84	-16%
Apr	5,04	7,35	6,44	4,76	7,95	8,09	7,46	-8%
May	4,94	7,30	6,48	4,76	7,62	7,85		
Jun	4,86	7,45	5,98	4,80	7,25	7,18		
Jul	4,75	7,45	5,50	5,04	7,03	6,69		
Aug	4,70	6,81	5,56	5,20	7,11	6,21		
Sep	4,48	6,47	6,42	4,93	7,30	6,04		
Oct	4,41	6,55	5,68	4,60	7,26	6,20		
Nov	4,36	6,61	4,49	4,54	7,25	5,99		
Dec	4,53	6,63	4,69	4,47	7,27	5,86		
Prom Yr	4,73	6,52	5,94	4,95	6,82	7,03	6,57	
		38%	-9%	-17%	38%	3%	-7%	



Brazil Index USD vs Brazil Currency (Real)

