

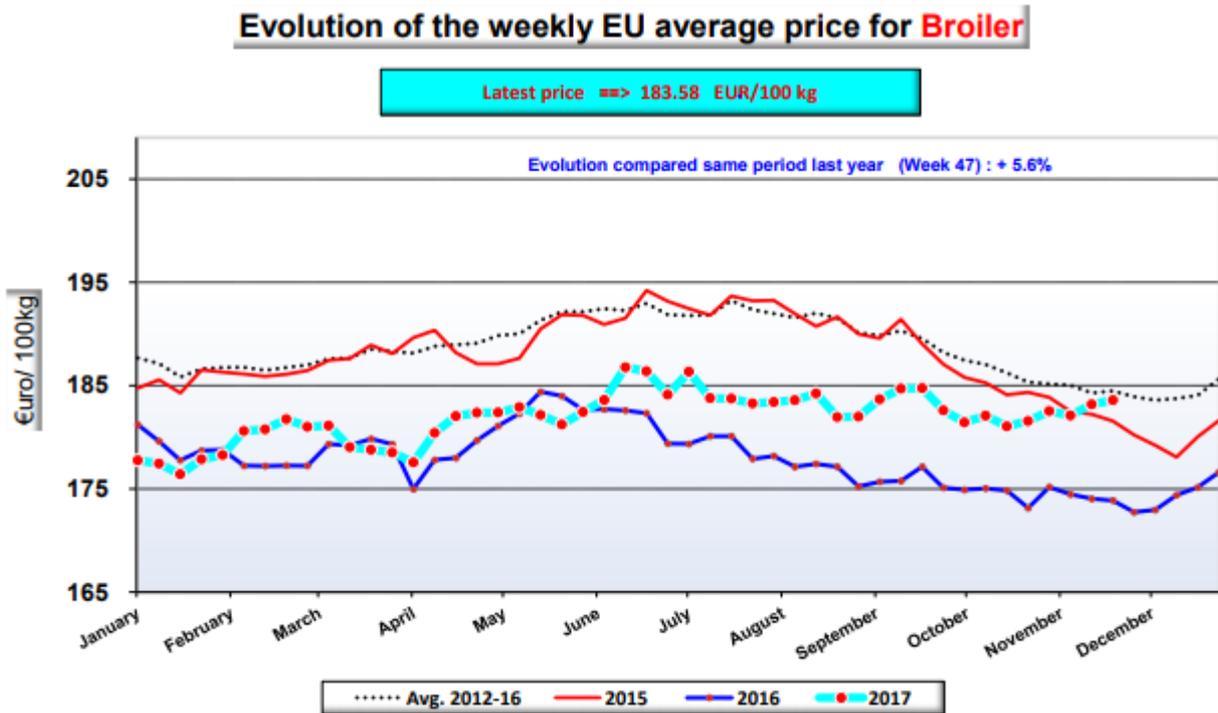
November 2017 Market Update

ITALIAN CHEESE

The Parmigiano Reggiano market is beginning to see inflation due to an increase in demand from Asian markets and shortage of raw material. As a result the Grana Padano price is also due to increase.

COOKED CHICKEN

The price of UK chicken remains fairly static in comparison with the rest of the EU, however prices are up significantly since last year:



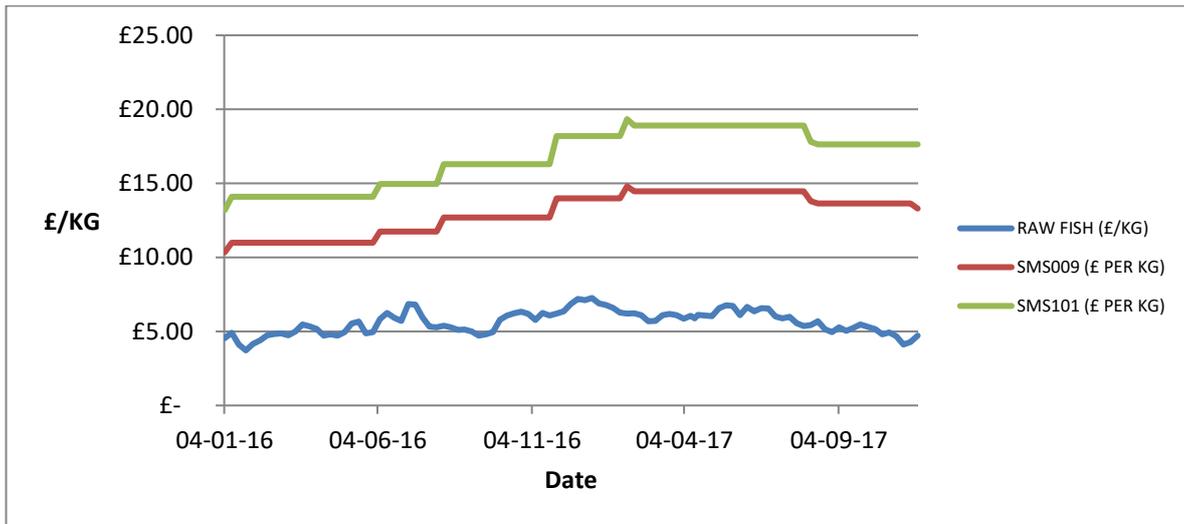
Source: MSs notifications (Commission Implementing Regulation (EC) 2017/1185)

SALMON

Scottish salmon prices have been low until now, but are beginning to rise again following the annual pattern for Christmas.

Norwegian salmon prices have fallen further over the month of November and the outlook is that they will continue to remain steady hopefully across the Christmas period.

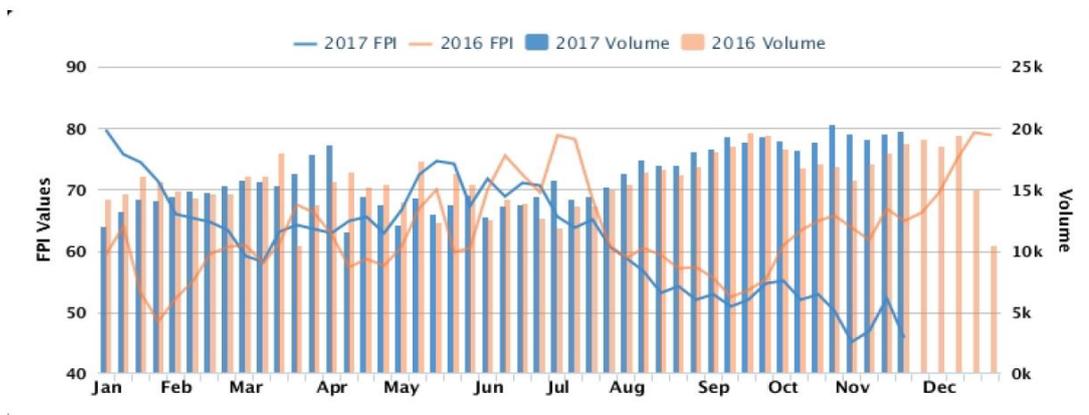
Please see graph below detailing price pattern from beginning of 2016 until w/c 20th November 2017:



Please see detail below on spot market pricing across the year:

FISH POOL PRICE STATUS 29.11.2017

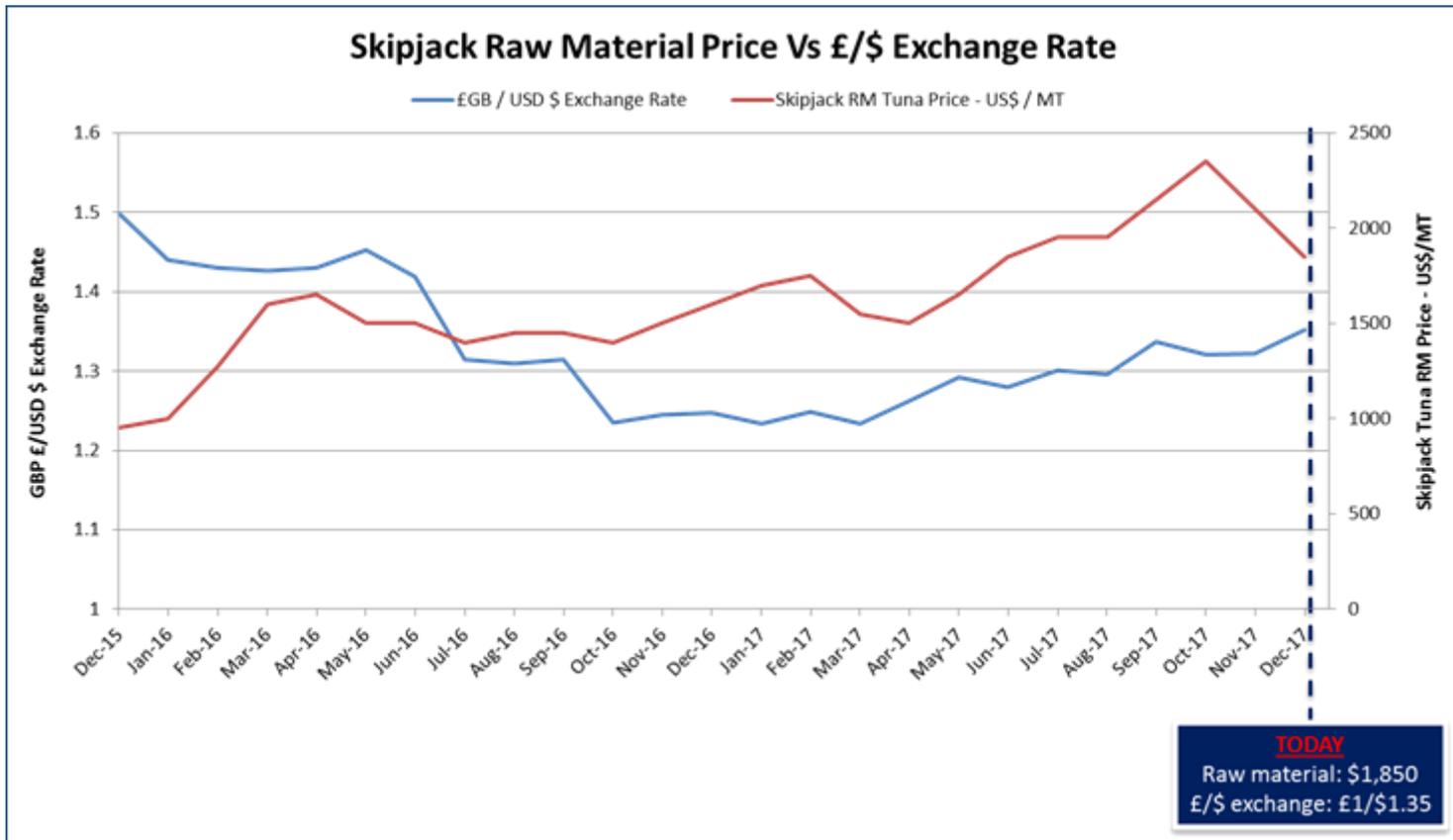
Fresh Salmon 3-6 kg FCA Oslo Fish Pool Index - Spot market prices and export volume



TUNA

Prices are beginning to ease from a five year high in October and early November, however the market has still moved significantly from when Leathams last committed to stock in April 2017.

Skipjack prices have softened to \$1,850 per ton, see graph below:



*Source: atuna.com / xe.com.

The decline in price has been driven by increased raw material supply arriving into Bangkok. While expectation is that supply from the Western and Central Pacific Ocean will remain strong, catch from the Eastern Pacific Ocean may be significantly reduced as a 2nd purse seine closure has now started. All eyes will be on demand from Manta canneries, and how this will impact the Bangkok market.

AVOCADO

The market continues to grow. Importers in Europe are looking for enough volumes to meet the rising demand. Growers and exporters are striving to reach those same volumes and are investing in expanding the production. Not only in Europe is the demand rising, but also in Asia, where consumers are discovering avocados.



Hass avocado prices in Europe
FOT - Grade 18



LIME JUICE

In Peru, there has been a [lime shortage due to drought and El Nino](#). There has been a delay to blooming (about 1 ½ months), with a small percentage of full (mature) fruit compared to other years. The growth of the fruit has been slow-there are limes on the trees but they are too small to harvest. Furthermore, below average temperatures during these months have meant that growth still remains slow. At the moment, the supplier isn't able to predict when the fruits will be harvested and processed. We are currently working with alternative suppliers in Mexico to get supply, but Sicoly also remains an option.

LEMON JUICE

Spain's lemon harvest estimate (forecast) for the 2017/18 season is for 1.115 million tonnes, says the lemon trade association AILIMPO. This is a decrease of 3.7% from the production figure for the 2016/17 season, which ended on August 31, with 1.157 mln tonnes. However, it is still more than 200,000 tonnes bigger than the average harvest for the last 10 years. Demand for lemon juice, however, remains high through the season keeping prices higher than previous seasons.

MANGO

The start of the mango season in Peru was slightly delayed by weather conditions and the harvest of the Kent variety kicked off only a few days ago, [according to IEG VU](#). The delay to the harvest is due to more mild temperatures this spring, compared to the last couple of years. This delay, however, is not expected to affect the volume for processed mango which is expected to be similar to last season. [More information here](#).

QUINOA SOUTH AMERICAN

Even though the last part of November and all of December register the lowest demand of the year, market has been very active.

On one hand market prices are mostly unstable, especially with coloured Quinoas. Demand for Red and Black Quinoa is still very strong and supply is not being able to fulfil what's being required.

White Quinoa seems to be more a speculative matter, most farmers are increasing their prices knowing that Bolivia increased their prices too. Farmers know there is still some room for higher prices and still catch a fair amount of demand.

There is usually a small crop in October that help prices keep "stable" until the main harvest which starts in April, unfortunately has been harsh and damaged most of this small crop.

