

USDA Foreign Agricultural Service

# GAIN Report

Global Agricultural Information Network

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## Lithuania

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### **Fish and seafood market in Lithuania.**

**Report Categories:**

Fishery Products

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**Report Highlights:**

In 2014 the total fish catch in Lithuania was 150,000 MT, which included the long-distance, Baltic Sea, and inland fisheries. Almost the entire fish catch from long-distance ocean fisheries and 85 percent of the Baltic Sea catch was sold directly to foreign countries. Lithuania is a net exporter of fish and seafood products in terms of value and net importer in terms of volume. Lithuanian processors import 95 percent of their raw materials and export value added products.

## General Information:

### Production

#### Fishing sector

In 2014 the total fish catch was 150,034 MT, which included the Baltic Sea, long-distance ocean and inland fisheries. The fish catch in 2014 was 66 percent higher than in 2013 because of an increased catch in long-distance ocean fisheries. Most of the fish catch in ocean is carried out in Mauritanian waters (mostly pelagic species), followed by Senegalese waters, Moroccan waters and the Pacific Ocean region. The total amount of catch from the long-distance fisheries amounted to 136,056 MT, an 82 percent increase compared to 2013 because of higher harvest of Mauritania, and from a return to the Moroccan fishing grounds.

#### Fish catch by fishing ground (000 MT)

	2010	2011	2012	2013	2014
Baltic Sea	15,537	15,991	16,827	15,383	13,823
High Seas					
Curonian Lagoon	925	1,138	955	1,105	1,039
Greenland EZ	618	0	694	0	287
Guinea EZ	0	0	13,118	5,000	0
Marocan EZ	18,297	16,445	0	0	18,268
Mauritanian EZ	96,533	66,133	23,225	55,472	83,861
North East Atlantic	4,316	6,434	3,725	1,425	2,502
North West Atlantic	925	1,009	708	0	7
Pacific Ocean	10,296	0	9,947	9,947	0
Senegal EZ	0	0	12,598	0	0
Inland waters	382	337	659	360	155
Ponds farms	3,216	3,287	0	0	0
Total	153,065	141,847	72,509	90,448	150,034

Source: Department of Fishery, Ministry of Agriculture

Pelagic species (herring and sprats) are the mains of the Lithuanian harvests and accounted for almost 86 percent of the total fish catch in the Baltic Sea. In 2014 catch quotas allocated for herring, sprat and cod were utilized at 87, 92 and 25 percent, respectively. The annual Baltic Sea fishing quota is negotiated on an annual basis by the EU's agriculture and fisheries ministers. The International Council for the Exploration of the Sea (ICES) is a global organization that develops science and advice to support the sustainable use of the oceans. The ICES recommends to the Council size of quotas for the next year. In October 2015 the Council of Ministers agreed on a 20 percent reduction of the 2016 quotas for cod compared to 2015, resulting in a total allowable catch (TAC) of maximum 41,143 MT for the Eastern stock and 12,720 MT for the Western stock of the Baltic Sea. Member countries agreed on additional measures for the western stock because it is below sustainable biological limits. The 2016 quotas for sprat were lowered by 5 percent compared to 2015, to a TAC of maximum 202,320 MT.

In 2014 the total catch in the Baltic Sea amounted to 13,823 MT, a decrease of 10 percent compared to 2013. The main species caught were European sprat, Baltic herring and cod.

### Baltic Sea fish catch (MT)

	2010	2011	2012	2013	2014
<b>Baltic sprat</b>	10,223	9,730	11,245	10,353	9,679
<b>Baltic herring</b>	1,557	2,655	2,276	2,475	2,152
<b>Cod</b>	3,199	3,057	2,483	1,742	1,196
<b>Other fish</b>	558	549	823	813	796

Source: Department of Fishery, Ministry of Agriculture.

In 2014 the main part of the fish catch came from the Atlantic and Pacific oceans, which in 2014 amounted to 136,990 MT. The fish catch in the Baltic sea in 2014 was almost 10 times smaller than the catch from the oceans, amounting to 13,823 MT. According to the Fishery Department of the Ministry of Agriculture, all catches from the oceans, an estimated 85 percent of Baltic Sea catches, and 40 percent of aquaculture is exported. The domestic supply of fish in 2014 amounted to 5,000 MT – only 3 percent of the total catch. As a result, the fish processing industry almost entirely relies on imports of raw materials. In 2015 Lithuania completed the process of reducing its fishing capacity, decreasing fishing capacity by 40 percent since 2004. The costs of restructuring of the Lithuanian fleet were covered by EU funds.

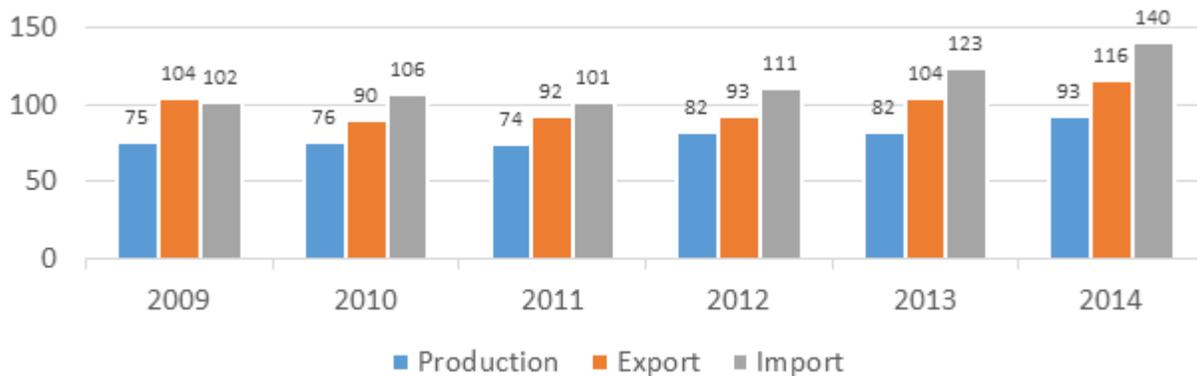
As of January 1, 2015 the Lithuanian fishing fleet consisted of 142 fishing vessels. Lithuania has 7 long distance fishing vessels which operate off Mauritania and 4 vessels operating in Morocco waters. The remaining vessels are used for coastal fishing and Baltic Sea offshore fishing. The majority (107) of fishing vessels used for costal fishing are of gross tonnage of less than 50 tons. The fishing fleet operating beyond coastal waters has been declining within the past few years because of the implementation of a boat scrapping program of the European Union. The program aims at reducing the capacity of fishing in response to reduced fish stocks.

### Processing

There are 46 fish processing plants in Lithuania. In 2014 total fish processing production amounted to 92,700 MT and value of production was almost Euro 320 million (U.S. \$339 million). Almost 30 percent of processed products are surimi, followed by smoked fish (21 percent), fish filets (15 percent), canned fish (11 percent) and other fish products (23 percent). The main processed fish are herring, sprat and salmon.

The Viciunai group, established in 1991, is the largest fish processor in Lithuania. The company is one of the largest producers of surimi products and fish in Europe. The group sells to 56 countries in the world under the brand “VICI”. They have 6 processing plants in Lithuania (Plunge and Kaunas), one plant in Kaliningrad (Russia) and one in Spain. Their annual production is 120,000 MT of different fish products. The company is present in most major foodservice companies in Europe. Viciunai currently imports from the U.S. Alaska Pollack, white fish, salmon and cold water shrimp. Atlantic herring is imported mainly from Norway and Iceland. The majority of salmon is imported from Norway.

## Output and volume of trade of the fish processing industry (000MT)

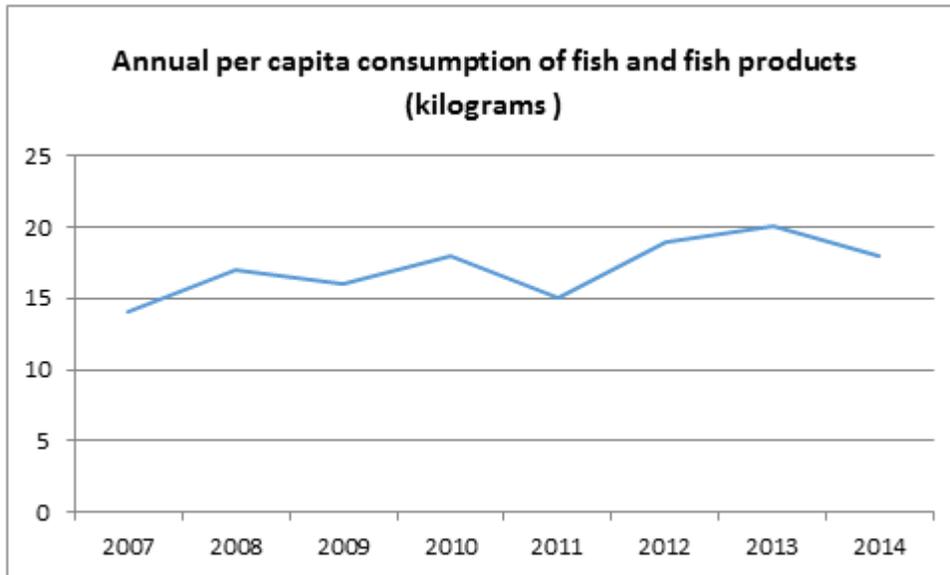


Source: Ministry of Agriculture, Department of Fishery, 2014

Chilled salmon from Norway is imported in trucks, so it reaches the processing plants in Lithuania within two days. The company already imports some Alaska salmon from the U.S. and would like to increase volumes in the future. However, prices for Alaska salmon are higher than salmon imported from Norway. The processing plant in Kaliningrad used to import big volumes of shrimp from the U.S. but after introduction of the Russian import ban they had to source raw material from other suppliers. However, they complain that the quality of shrimp imported from other destinations is lower than from the United States. The company also imports small volumes of warm water shrimp. Herring and sprats are imported from Latvia and Poland. In the Estonian processing plant they produce breaded fish fingers from Alaska Pollack imported from the United States. For production of surimi products in processing plants located in Lithuania, they import frozen blocks of white fish from the U.S. and India. They need that each batch of the product is of the same quality, so they do not prefer to buy white fish from China. In the future they might be also interested in imports of lobsters from the U.S. for the HORECA sector. Exports to the U.S. are mainly destined to go to the Russian origin diaspora in the area of SF, NYC and LA. The company is in the process of searching for a HORECA sector distributor in the United States, as their exports to the U.S. are doubling every year. They sell 50 percent under their own brand (VICI) and 50 percent under a private label.

## Consumption

There is a growing trend in fish consumption. Fish products are popular and present in most supermarkets. Lithuania is one of the largest producers of surimi in the world (it is called a Lithuanian Phenomenon). In 2014 the average annual per capita fish consumption in Lithuania was 18 kilograms. Although consumption of fish in 2014 decreased by 10 percent in comparison to 2013, there is a general upward long-term trend in overall consumption and a positive perception of fish and fish products among consumers.



Source: Statistical Office

In 2014 consumption of fish decreased in comparison to 2013 mainly due to lower consumption of fresh fish. Pollock, herring, and mackerel are the most popular saltwater species, while carp and trout are the most popular freshwater species. Pollock and salmon are gaining popularity in the market, indicating a structural change in consumption. There is a growing awareness among Lithuanian consumers regarding fish and seafood consumption. They are choosing fish products with more care and attention, are getting information about products, and are benefiting from campaigns promoting consumption and the health benefits of fish and seafood.

Consumers in all three Baltic countries are sensitive to promotions. Depending on the best promotions offered, 16 percent of Estonian shoppers, 16 percent of Lithuanian shoppers and 12 percent of Latvian shoppers will change stores. Conversely, 27, 28, and 39 percent of shoppers seldom change stores due to promotions, but actively seek out promotions when shopping. Meanwhile 12, 14 and 16 percent of shoppers from Estonia, Lithuania and Latvia, respectively, constantly change trademarks and choose ones with promotions.

## Distribution

Seafood is sold in stores ranging from specialized stores, supermarkets, hypermarkets, and small independent grocers. Many hypermarkets also feature extensive displays for fresh seafood products including live fish (in tanks) for purchase. Small independent grocers typically lack fresh options but instead offer processed, brand labeled options or frozen filets frequently with no brand association. The “RIMA” chain of supermarkets offers selection of fish products dominated by the Lithuanian brand VICI produced by Viciunai company. As Viciunai company is the largest processor of fish in Lithuania and has also branch offices in Latvia, it would be good partner for seafood promotional activities in Lithuania. The only U.S. seafood product available in the RIMI supermarket was frozen Alaska Pollack Fillets sold under the VICI brand (see picture below).



## Trade

Lithuania is a net exporter of fish and seafood products in terms of value and net importer in terms of volume. Lithuanian processors import 95 percent of raw materials and export value added fish and seafood products.

### Imports

Lithuania imports mainly raw fish which is used by the local industry for further processing. In 2014 Lithuania imported 139,000 MT of fish and seafood for a value of U.S. \$496 million. Sweden, Norway and Germany were the major suppliers of fish to Lithuania in 2014. Lithuania imported from these three countries over 50 percent of total imports of fish and seafood products. In the first nine months of 2015 the volume of imports decreased by almost 3 percent because of reduced imports from Germany and Estonia.

### Value of Imports of Fish and Seafood Products to Lithuania

Partner Country	Thousands United States Dollars			% Share			% Change 2014/2013
	2012	2013	2014	2012	2013	2014	
World	353 526	422 099	496 159	100.00	100.00	100.00	17.55
EU28	215 447	278 316	353 582	60.94	65.94	71.26	27.04
Sweden	100 221	136 521	196 312	28.35	32.34	39.57	43.80
Norway	38 261	40 369	51 590	10.82	9.56	10.40	27.80
Germany	37 694	42 716	47 483	10.66	10.12	9.57	11.16
Latvia	28 046	30 464	28 662	7.93	7.22	5.78	- 5.91
United States	12 970	17 720	23 326	3.67	4.20	4.70	31.64
Kazakhstan	20 187	21 967	18420	5.71	5.20	3.71	- 16.15
Estonia	5 679	11 474	17981	1.61	2.72	3.62	56.71
United Kingdom	5 774	9 946	13314	1.63	2.36	2.68	33.85
Denmark	11 306	9 528	12250	3.20	2.26	2.47	28.56
Poland	4 372	6 071	10948	1.24	1.44	2.21	80.34
Spain	7 929	11 746	10177	2.24	2.78	2.05	- 13.36
Russia	5 002	7 257	7756	1.42	1.72	1.56	6.88

China	16 321	8 235	7193	4.62	1.95	1.45	- 12.65
Netherlands	9 036	10 698	5692	2.56	2.53	1.15	- 46.79
Vietnam	9 104	3 332	5162	2.58	0.79	1.04	54.93
Chile	572	8 521	4800	0.16	2.02	0.97	- 43.67
Iceland	13 061	11 093	4745	3.69	2.63	0.96	- 57.22
Argentina	4 745	4 510	3439	1.34	1.07	0.69	- 23.76
Ireland	180	920	2526	0.05	0.22	0.51	174.66

Source: Global Trade Atlas

For the first nine months of 2015 imports of salmon (fresh or chilled) increased by 13 percent in comparison to the same period of 2014. Import of mackerel and herrings decreased in 2014 because of reduced export demand to Russia. In 2014 imports of Alaska Pollock were 8 percent up compared to 2013 due to higher demand in the domestic market and a positive perception by consumers versus Pollock imported from China. In 2014 a decreased domestic catch and growing demand for cod stimulated imports.

### Volume of Imports of Fish and Seafood Products to Lithuania

Commodity	Unit	Description	Quantity			% Change 2014/2013
			2012	2013	2014	
Fish & Seafood Products	T		110 343	122 709	139 405	13.61
030214	T	Atlantic Salmon And Danube Salmon Fresh Or Chilled	26 410	22 156	31 139	40.55
030499	T	Fish Meat, Frozen, Except Steaks And Fillets Nesoi	12 173	10 379	11 768	13.39
030363	T	Cod, Frozen	6 242	7 377	11 496	55.82
030354	T	Mackerel, Frozen	7 821	12 066	9 971	-17.36
030494	T	Alaska Pollock, Frozen, Except Fillets	3 459	5 940	6 435	8.34
030351	T	Herrings, Frozen, Except Fillets, Livers And Roes	10 510	9 324	6 179	-33.73
030313	T	Atlantic Salmon And Danube Salmon, Frozen	479	4 516	5 602	24.04
030389	T	Fish, Frozen, Nesoi	5 071	6 172	5 461	-11.53
160420	T	Fish, Prepared Or Preserved, Nesoi	2 876	5 247	5 119	-2.43
030366	T	Hake, Frozen	3 328	3 919	3 868	-1.3
030486	T	Herring Fillets, Frozen	2 521	2 530	3 610	42.67
030441	T	Pacific, Atlantic, Danube Salmon Fillet Fresh/Chll	41	3 024	3 461	14.43
030243	T	Sardines Sardinella Brislings/Sprats Fresh/Chilled	758	1 855	3 284	77.01
030489	T	Fish Fillets, Frozen, Nesoi	3 031	3 272	2 800	-14.44
030495	T	Fish Of Families Bregmacerotidae Etc, Frozen Nesoi	129	1 260	2 511	99.21
030474	T	Hake Fillets, Frozen	1 706	1 828	1 827	-0.08
160413	T	Sardines/Sardinella/Brisling Prep/Pres, Not Minced	1 255	1 406	1 552	10.36
030365	T	Coalfish, Frozen	38	409	1 526	273.45
030475	T	Alaska Pollock Fillets, Frozen	2 735	1 856	1 356	-26.93

030353	T	Sardines, Sardinella, Brisling Or Sprats, Frozen	3 227	1 507	1 190	-21.02
030561	T	Herrings, Salted, Or In Brine, Not Dry Or Smoked	997	1 415	1 175	-16.94
030471	T	Cod Fillets, Frozen	1 281	806	1 154	43.23
160419	T	Fish, Prepared Or Preserved, Whole Or Pieces Nesoi	575	1 209	1 090	-9.87
030211	T	Trout (Salmo Trutta, Etc) Fresh, Chilled, Nesoi	1 459	1 022	1 044	2.16
160414	T	Tunas/Skipjack/Bonito Prep/Pres Not Minced	864	1 140	1 028	-9.81
030369	T	Fish Bregmacerotidae Euclichthyidae Etc Frzn Nesoi	234	454	1 015	123.61
030462	T	Catfish Fillets, Frozen	1 002	1 031	967	-6.22
030452	T	Salmonidae Meat Fresh/Chilled Exc Fillets & Steaks	2	148	817	451.92
030259	T	Fish Of Fam Bregmacerotidae Etc Fresh/Chilld Nesoi	315	229	817	256.59
030251	T	Cod, Fresh Or Chilled	2 697	493	659	33.81

Source: Global Trade Atlas

In 2014 the value of imports of fish and seafood products from the United States amounted to U.S. \$23,326,000, 32 percent higher than in 2013. In the first nine months of 2015 imports from the U.S. increased by 1 percent because of higher imports of cod-like fish from the family of Bregmacerotidae.

### Imports of Fish and Seafood Products from the United States

Commodity	Description	Thousands United States Dollars			% Change 2014/2013
		2012	2013	2014	
Fish & Seafood Products		12 970	17 720	23 326	31.64
030494	Alaska Pollock, Frozen, Except Fillets	9 547	13 074	14 184	8.5
030495	Fish Of Families Bregmacerotidae Etc, Frozen Nesoi	2	2 327	5 888	153.07
160432	Caviar Substitutes Prepared From Fish Eggs	2 538	1 139	935	-17.92
030499	Fish Meat, Frozen, Except Steaks And Fillets Nesoi	0	113	553	387.6
030475	Alaska Pollock Fillets, Frozen	0	544	509	-6.47
030390	Fish Livers And Roes, Frozen	261	195	429	120.33
160521	Shrimp & Prawns Prep/Preserved Not Airtight Contr	0	119	415	249.14
030366	Hake, Frozen	561	44	226	416.86
030311	Sockeye Salmon, Excl Fillet, Livers & Roes, Frozen	0	117	124	5.54
030474	Hake Fillets, Frozen	0	0	37	n/a
030367	Alaska Pollock, Frozen	0	0	21	n/a
030539	Fish Fillets Dried Salt In Brine, Not Smoked Nesoi	0	0	4	n/a
030353	Sardines, Sardinella, Brisling Or Sprats, Frozen	3	0	1	n/a

030363	Cod, Frozen	58	0	0	n/a
030339	Flat Fish Nesoi Except Fillets, Livers, Roes, Frz	0	0	0	-100
030351	Herrings, Frozen, Except Fillets, Livers And Roes	0	48	0	-100

Source of Data: Eurostat

## Exports

In 2014 Lithuania exported fish and seafood products worth U.S. \$556 million, a 22 percent increase in comparison to the previous year. Major destinations of Lithuanian exports of fish were Germany, Belgium and Italy. In the first nine months of 2015 exports were down 2 percent mainly because of lower exports of sardines to Denmark. The EU countries are the main destination for exports of Lithuanian fish and seafood. In 2014 92 percent of Latvian fish products were exported to the EU.

## Value of Exports of Fish and Seafood Products from Lithuania

Partner Country	Thousands United States Dollars			% Share			% Change 2014/2013
	2012	2013	2014	2012	2013	2014	
World	384 905	455 403	556 106	100.00	100.00	100.00	22.11
EU28	357 551	417 621	509 386	92.89	91.70	91.60	21.97
Germany	140 777	154 196	202 089	36.57	33.86	36.34	31.06
Belgium	32 515	48 218	54 590	8.45	10.59	9.82	13.22
Italy	25 187	41 506	49 832	6.54	9.11	8.96	20.06
France	31 814	31 038	30 188	8.27	6.82	5.43	- 2.74
Latvia	27 670	30 109	29 567	7.19	6.61	5.32	- 1.80
United Kingdom	19 003	18 674	25 528	4.94	4.10	4.59	36.70
Estonia	16 901	24 230	25 018	4.39	5.32	4.50	3.25
Poland	20 730	20 020	23 979	5.39	4.40	4.31	19.78
Denmark	13 155	11 102	16 466	3.42	2.44	2.96	48.32
Sweden	1 701	7 355	12 376	0.44	1.61	2.23	68.28
Ukraine	6 380	9 865	12 101	1.66	2.17	2.18	22.67
Russia	7 702	9 187	11 875	2.00	2.02	2.14	29.26
Spain	12 101	10 144	11 092	3.14	2.23	1.99	9.35
Belarus	5 093	7 984	8 408	1.32	1.75	1.51	5.31
Netherlands	4 767	2 862	6 317	1.24	0.63	1.14	120.75
United States	575	868	1553	0.15	0.19	0.28	79.02

Source: Global Trade Atlas

## Volume of Exports of Fish and Seafood Products from Lithuania (MT)

Commodity	Unit	Description	Quantity			% Change 2014/2013
			2012	2013	2014	
Fish & Seafood Products	T		91 821	101 186	114 401	13.06
160420	T	Fish, Prepared Or Preserved, Nesoi	26 127	28 400	32 419	14.15

030541	T	Pacific, Atlantic And Danube Salmon, Smoked	10 770	11 469	14 408	25.63
030243	T	Sardines Sardinella Brislings/Sprats Fresh/Chilled	8 097	7 673	7 589	-1.09
030313	T	Atlantic Salmon And Danube Salmon, Frozen	4 171	6 028	7 261	20.47
030471	T	Cod Fillets, Frozen	4 241	4 541	6 974	53.58
160412	T	Herrings Prep Or Pres, Whole Or In Pieces	6 168	6 208	6 488	4.51
030354	T	Mackerel, Frozen	3 360	7 349	5 295	-27.94
030444	T	Fish Fillets Fam Bregmacerotidae Etc Fresh/Chilled	333	488	3 760	670.18
030499	T	Fish Meat, Frozen, Except Steaks And Fillets Nesoi	1 915	2 054	3 200	55.78
030489	T	Fish Fillets, Frozen, Nesoi	3 541	3 357	2 941	-12.39
030481	T	Pacific, Atlantic And Danube Salmon Fillets Frozen	1 444	1 235	2 800	126.63
030389	T	Fish, Frozen, Nesoi	2 063	1 865	1 789	-4.05
160419	T	Fish, Prepared Or Preserved, Whole Or Pieces Nesoi	1 080	1 393	1 383	-0.72
030241	T	Herrings, Fresh Or Chilled	1 537	1 767	1 378	-21.99
030473	T	Coalfish Fillets, Frozen	171	495	1 264	155.35
030351	T	Herrings, Frozen, Except Fillets, Livers And Roes	2 753	2 238	1 197	-46.51
160413	T	Sardines/Sardinella/Brisling Prep/Pres, Not Minced	1 045	927	974	5.07
030495	T	Fish Of Families Bregmacerotidae Etc, Frozen Nesoi	643	1 141	891	-21.94
030214	T	Atlantic Salmon And Danube Salmon Fresh Or Chilled	338	694	885	27.56
030452	T	Salmonidae Meat Fresh/Chilled Exc Fillets & Steaks	0	144	793	450.17
030549	T	Fish Including Fillets, Smoked, Nesoi	634	929	754	-18.85
030251	T	Cod, Fresh Or Chilled	484	590	643	9.07
030211	T	Trout (Salmo Trutta, Etc) Fresh, Chilled, Nesoi	695	490	635	29.53
030366	T	Hake, Frozen	661	760	630	-17.1
030494	T	Alaska Pollock, Frozen, Except Fillets	217	297	588	97.91
030475	T	Alaska Pollock Fillets, Frozen	1 610	906	484	-46.53

Source: Global Trade Atlas

In 2014 Latvian exports of fish and seafood products to the United States amounted to almost U.S. \$1.5 million, 80 percent higher in comparison to 2013 because of growing shipments of herrings. In the first nine months of 2015 exports to the U.S. increased by another 4 percent because of higher sales of canned sardines and herrings.

### Value of Exports of Fish and Seafood Products to the United States

Commodity	Description	Thousands United States Dollars			% Change 2014/2013
		2012	2013	2014	

Fish & Seafood Products	Group 9 (2012)	575	868	1553	79.02
160412	Herrings Prep Or Pres, Whole Or In Pieces	221	356	660	85.07
160420	Fish, Prepared Or Preserved, Nesoi	166	251	392	56.11
030549	Fish Including Fillets, Smoked, Nesoi	18	60	160	165.16
030561	Herrings, Salted, Or In Brine, Not Dry Or Smoked	40	80	101	25.4
030559	Fish, Dried, Whether Salted But Not Smoked Nesoi	70	19	72	271.03
030541	Pacific, Atlantic And Danube Salmon, Smoked	25	42	63	50.39
030569	Fish Nesoi, Salted Or In Brine, Not Dry Or Smoke	12	13	45	247.38
160413	Sardines/Sardinella/Brisling Prep/Pres, Not Minced	0	14	32	135.85
160415	Mackerel, Prepared Or Preserved, Not Minced	3	9	9	1.83
030890	Aquatic Invertebrates, Nesoi; Edible Flours Etc	1	6	7	14.58
030542	Herrings, Including Fillets, Smoked	0	3	6	120.73
160411	Salmon, Prepared Or Preserved, Whole Or Pieces	0	0	3	n/a
030539	Fish Fillets Dried Salt In Brine, Not Smoked Nesoi	13	11	2	-80.81
030551	Cod, Dried, Whether Or Not Salted But Not Smoked	0	0	0	n/a
030543	Trout, Smoked, Including Fillets	0	1	0	-100
030366	Hake, Frozen	1	0	0	n/a
030390	Fish Livers And Roes, Frozen	0	0	0	n/a
030579	Fish Fin Edible Offal Smoke Dried Salt Brine Nesoi	1	1	0	-100
160529	Shrimp/Prawns Prep/Preserved In Airtight Container	1	0	0	n/a
160540	Crustaceans, Nesoi, Prepared Or Preserved	1	0	0	n/a

Source of Data: Eurostat

## Current Tariff for Seafood Products

Tariffs for seafood products exported to the EU range from zero to 22 percent depending on species, level of processing, and the time of year. Detailed information on seafood tariffs can be found in the official [EU Journal](#) in pages 47-69 and 134-139.

<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2012:304:0001:0915:EN:PDF>

## Market Access

A health certificate issued by a government-approved veterinarian from the exporting country must accompany all fish shipments to Lithuania. Products packed for retail sale also must bear a label in the Lithuanian language with the date of production clearly stated. Exporters should also check with

Lithuanian importers regarding standards.

For guidelines regarding seafood exports to Lithuania and the EU in general, information is available from the National Oceanic and Atmospheric Association, [NOAA](#).

<http://www.seafood.nmfs.noaa.gov/Howtoexportseafood2013.pdf>

### **Market Entry Strategy**

Trade missions coordinated through industry/export organizations as well as participation in trade shows such as the annual European Seafood Exposition in Brussels are important in gaining knowledge about the market structure, consumer preferences and building contacts with importers. The Fishery Department of the Ministry of Agriculture may also be a partner in a generic promotion of fish products.

U.S. exporters of seafood products may also obtain a list of current importers by contacting the Office of Agricultural Affairs of the U.S. Embassy in Warsaw.

### **Trade Shows and Contact**

European Seafood Exposition, Brussels, Belgium  
April 26-28, 2016  
<http://www.polfishfair.pl>

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**End of Report.**