

ΠΡΕΣΒΕΙΑ ΤΗΣ ΕΛΛΑΔΟΣ

ΓΡΑΦΕΙΟ ΟΕΥ Ν.ΔΕΛΧΙ

Προϊστάμενος: Βαϊανός Ωραιόπουλος-Κελένης, Γρμ.ΟΕΥ Α΄

Ιούνιος 2010

ΚΛΑΔΙΚΗ ΜΕΛΕΤΗ ΣΥΣΚΕΥΑΣΜΕΝΩΝ ΤΡΟΦΙΜΩΝ

FMCG/FAST MOVING CONSUMER GOODS

[ΣΥΝΑΛΛΑΓΜΑΤΙΚΗ ΙΣΟΤΙΜΙΑ: 1 ΕΥΡΩ = 58 ΡΟΥΠΙΕΣ]

ΙΧΘΥΗΡΑ

ΓΕΝΙΚΕΣ ΕΠΙΣΗΜΑΝΣΕΙΣ

Τα νωπά προϊόντα (μαλάκια, τσιπούρα, φαγκρί, kingfish), κατέχουν το μεγαλύτερο ποσοστό στην αγορά του κλάδου. Λόγω των πολλών ανομοιομορφιών στο θεσμικό πλαίσιο στην αγορά, οι προοπτικές ανάπτυξης του κλάδου των ιχθυοκαλλιεργειών διαφέρουν αισθητά από Πολιτεία σε Πολιτεία, ανάλογα του επιπέδου υποδομών, του ύψους της καταναλωτικής ζήτησης και του βαθμού εμπορευματοποίησης. Η παραγωγή του κλάδου ξεπερνά τους 2 εκ. τόννους ετησίως. Ο κλάδος διέπεται από την παρουσία μικρών επιχειρήσεων ιχθυοκαλλιεργειών. Σε γενικές γραμμές, τα κύρια προϊόντα της ινδικής αγοράς είναι: Battered and breaded seafood products, Frozen products (κατεψυγμένα, ιδιαίτερα οι γαρίδες), Dried fishery products (αποξηραμένα), Canned fish (κονσερβοποιημένα), Freeze dried products, Fish curry, Fish soup powder, Dry fish pickle, Chitin/chitosan (από κελύφη γαριδών, για βιομηχανική/ιατρική χρήση).

ΕΡΕΥΝΑ ΑΓΟΡΑΣ (ΜΕ ΤΗ ΜΕΘΟΔΟ ΤΗΣ ΤΙΜΟΛΗΨΙΑΣ ΑΠΟ ΟΡΓΑΝΩΜΕΝΕΣ ΥΠΕΡΑΓΟΡΕΣ)

ΣΥΣΚΕΥΑΣΙΑ ΠΡΟΪΟΝΤΟΣ	ΕΤΑΙΡΕΙΑ	ΧΩΡΑ ΠΡΟΕΛΕΥΣΗΣ	ΟΝΟΜΑΣΙΑ ΠΡΟΪΟΝΤΟΣ	ΒΑΡΟΣ	ΤΙΜΗ (ΡΟΥΠΙΕΣ)	ΤΙΜΗ (ΕΥΡΩ)
Κονσέρβα	AYAM BRAND	SINGAPORE	Tuna Mayonnaise Light	185g	130	2,24
Κονσέρβα	JOHN WEST	UK	Wild Pink Salmon	213g	175	3,01
Κονσέρβα	JOHN WEST	UK	Tuna Steak	185g	175	3,01
Κονσέρβα	PEARL	THAILAND	Light Meat Tuna	185g	90	1,55
Κονσέρβα	UNION MANUFACTURING CO. LTD. (SEALLECT)	THAILAND	Tuna Steak in Veg Oil	135g	110	1,89

Κονσέρβα	JOHN WEST	UK	Sardines in Sunflower Oil	120g (drained 90g)	105	1,81
Κονσέρβα	BRUNSWICK	CANADA	Sardines (with hot peppers)	106g (drained 74g)	100	1,72
Πλαστική Συσκευασία (κατεψυγμένο)	LEROY	UK	Salmon fillets	2 x 130g	245	4,22
Πλαστική Συσκευασία (κατεψυγμένο)	FOSSEN FJORD	NORWAY	Smiked Salmon (presliced)	250g	650	11,2
Νωπά	Καλκούτας	INDIA	Jumbo Prawns	1000g (χύμα)	650	11,2

ΔΑΣΜΟΛΟΓΙΚΗ ΚΛΑΣΗ:

Διψήφιος Στατιστικός Κωδικός Συνδυασμένης Ονοματολογίας	Περιγραφή	Δασμός
"03"	Ψάρια και Μαλακόστρακα, Μαλάκια και άλλα Ασπόνδυλα Υδρόβια Fish and crustaceans, mollusks & other aquatic invertebrates	0%
"16"	Παρασκευάσματα Κρεάτων, Ψαριών, Μαλακόστρακων ή άλλων Μαλάκιων Preparations of meat, fish, crustaceans, molluscs or other aquatic invertebrates	0%

ΣΗΜΑΝΣΗ ΠΡΟΪΟΝΤΟΣ:

- Χώρα Παραγωγής (Made in),
- Επωνυμία Επιχείρησης Παραγωγής,
- Επωνυμία Πρώτου Εισαγωγέα (στην περίπτωση που το προϊόν εισάγεται πρώτα από άλλη χώρα),
- Αναγραφή των συστατικών (σε διάφορες γλώσσες, οπωσδήποτε της χώρας παραγωγής, στην αγγλική - πολλά προϊόντα έχουν αναγραμμένα και την ελληνική),
- Ειδικά για τον τόνο, οι κονσέρβες αναγράφουν ότι η αλιευτικές μέθοδοι είναι «φιλικές» προς τα δελφίνια.

ΕΤΙΚΕΤΤΑ ΕΙΣΑΓΩΓΕΑ:

- Συνήθης Τύπος/Μέγεθος: Αυτοκόλλητη Παραλληλόγραμμη μικρή Ετικέττα,
- Κατηγορία προϊόντος,
- Επωνυμία και Στοιχεία Επιχείρησης,
- Μέγιστη Λιανική Τιμή Πώλησης (MRP),

- Καθαρό Βάρος,
- Μήνας Εισαγωγής,
- Περίοδος Κατανάλωσης: 12 μήνες (Best Before).

ΚΥΡΙΟΙ ΕΙΣΑΓΩΓΕΙΣ:

- ❖ THREE RINGS EXPORTS & IMPORTS, 9 Kuppusamy Str, T.Nagar, Chennai, Tel: +91 44 2234 0322,
- ❖ EPICURE FROZEN FOODS & BEVERAGES (P) Ltd, 70/B-1, Industrial Area Main Rama Rd, N.DELHI, Tel:+91 11 4576 2222, Email: sales@epicure.in,
- ❖ L-COMPS & IMPEX Pvt. Ltd., 182/63 Ind.Area, Phase I, Chandigarh-2, Tel:+91 172 2850026, Email: lcomps.impex@gmail.com,
- ❖ MASS IMPEX, D-137 Mahendru Enclave, opp.Model Town, N.Delhi, II-9, Tel:+91 11 2712 6295, Email: feedback@massimpex.com,
- ❖ AMIGO ENTERPRISES, Augrah Flat, 2nd Cross, Bangalore, Tel:+91 22 3342 5993, Email: guylianindia@gmail.com,
- ❖ OPTIMUM MARKETING METRICS, Road Ind.Area, Delhi-33, Tel: +91 11 4704 3288, Email: info@ommindia.biz,
- ❖ CELECTIAL INTNL, H-35/1, Connaught Place, New Delhi,
- ❖ RESOURCES INTERNATIONAL PVT.LTD, "FRESH 'FROZEN", 75 Link Road, Lajpat Nagar-III, N.Delhi 110 024, Tel: +91 11 4155 0394, Fax: +91 11 2984 8826, Email: rakeshbanga@marketsindia.com, Website: www.freshnfrozen.com.
- ❖ BMS "THE CONNOISSEURS", A-94, Sector-65, Noida (UP), Tel: +91 120 4541 587, Email: bms39@hotmail.com. Branch Off: 33-A DDA Flats, Gazipur, N.Delhi 110 096,
- ❖ PARK EXIM Pvt.Ltd, AAshirwad Plaza, 58 A/2, Kalu Sarai, Sarvpriya Vihar, N.Delhi 110 016, Tel: +91 11 4601 4564, 2651 0384, Fax: +91 11 2656 6194, Email: parkincdelhi@yahoo.com,
- ❖ NARANGS HOSPITALITY SERVICES Pvt. Ltd, B/869 Sarkar heritage, JP Khoya Complex, Kane Rd, Bandstand, Bandra (W), Mumbai, Tel:+91 22 3063 4515, Email: lindt@naranggroup.cpm.

ΠΡΟΟΠΤΙΚΕΣ ΕΛΛΗΝΙΚΩΝ ΠΡΟΪΟΝΤΩΝ ΙΧΘΥΟΚΑΛΛΙΕΡΓΕΙΩΝ:

Μόνον τα συσκευασμένα προϊόντα έχουν τη δυνατότητα επιτυχούς εισόδου στην αγορά:

- ✓ Πέστροφα καπνιστή,
- ✓ Τσιπούρα,
- ✓ Λαυράκι,
- ✓ Χταπόδι.

ΜΕΘΟΔΟΛΟΓΙΑ ΔΙΑΠΡΑΓΜΑΤΕΥΣΗΣ:

1. Οι ινδοί εισαγωγείς δεν συνηθίζουν να ολοκληρώνουν τις συναλλαγές τους (όταν αυτές αφορούν μακροχρόνια συνεργασία) με επικοινωνία από απόσταση (τηλέφωνο, φαξ, email),
2. Απαιτούνται επισκέψεις στην Ινδία, ως χώρα εισαγωγής, σε τουλάχιστον 4 κύρια αστικά κέντρα:
 - Νέο Δελχί {πρωτεύουσα της χώρας},
 - Βομβάη {οικονομική πρωτεύουσα της χώρας και πρωτεύουσα της Πολιτείας Μαχαράστρα},

- Τσεννάϊ {πρωτεύουσα της Πολιτείας Τάμιλ Νάντου},
 - Μπάνγκαλορ {πρωτεύουσα της Πολιτείας Καρνατάκα}.
3. Οι ινδοί εισαγωγείς αρέσκονται αλλά και έχουν εθιστεί από επιχειρηματίες δυτικών χωρών αλλά και οργανισμούς εξαγωγών, σε προσκλήσεις διερεύνησης των, ανά κλάδο, παραγωγικών δυνατοτήτων των χωρών που επιθυμούν τα προϊόντα τους να εισέλθουν στην ιδιόμορφη αγορά της νότιας Ασίας.

ΚΑΤΑΝΑΛΩΤΙΚΕΣ ΣΥΝΗΘΕΙΕΣ ΙΝΔΩΝ ΚΑΤΑΝΑΛΩΤΩΝ / ΜΕΓΕΘΟΣ ΖΗΤΗΣΗΣ:

- ❖ Η φοροδοτική ικανότητα των ινδών πολιτών είναι ικανή να στηρίξει τους σχεδόν διψήφιους ετήσιους ρυθμούς ανάπτυξης (+8,5%), στη διάρκεια της τελευταίας πενταετίας,
- ❖ Η φορολογική βάση της χώρας όμως, δεν ξεπερνά τους 40εκ. φορολογούμενους,
- ❖ Οι, δυτικού τύπου, ινδοί καταναλωτές δεν ξεπερνούν τα 50εκ. άτομα,
- ❖ Η αγορά του οργανωμένου λιανεμπορίου γνώρισε σχετική ανάπτυξη (κατασκευή πολυτελών εμπορικών κέντρων), μόνον εντός του 21^{ου} αιώνα,
- ❖ Οι υπεραγορές είναι ολιγάριθμες και μικρού μεγέθους (300-500 μ2) ευρισκόμενες είτε εντός καταστημάτων σε ισόγειες αγορές είτε εντός εμπορικών κέντρων,
- ❖ Το μεγάλο κύμα, χαμηλού εισοδήματος, εσωτερικής μετανάστευσης προς τα αστικά κέντρα, για αναζήτηση βασικής εργασίας, δεν αφήνει περιθώρια συντήρησης της περιβαλλοντικής υγιεινής, της ευπρέπειας και της ευχαρίστησης στην διασκέδαση, ώστε να παρέχονται αυτά ως κοινωνικά αγαθά και ο καταναλωτής να αισθάνεται την έφεση να καταναλώσει ποιοτικά αγαθά,
- ❖ Οι κάτοικοι των αστικών κέντρων καταναλώνουν, κατά μέσον όρο, το 37% του εισοδήματός τους για τρόφιμα, σύμφωνα με στοιχεία της έρευνας "Household Consumer Expenditure" του Υπ.Στατιστικής και Προγραμματισμού, ως ακολούθως:
 - 10% σε γαλακτοκομικά προϊόντα,
 - 8% σε σπορέλαια,
 - 4% σε λαχανικά,
 - 2% σε νωπά φρούτα.
- ❖ Οι υπόλοιπες καταναλωτικές δαπάνες επιμερίζονται ως εξής:
 - 9% για καύσιμα,
 - 6% για ένδυση/υπόδηση,
 - 6% για μίσθωμα κατοικίας,
 - 3% για ιατρική περίθαλψη,
 - 1% για προϊόντα καπνού.
- ❖ Όσον αφορά την εισοδηματική κατάσταση των ερωτηθέντων νοικοκυριών, η έρευνα συμπέρανε:
 - το 45% ήταν υπάλληλοι μισθωτοί αορίστου χρόνου,
 - το 5% ήταν εργάτες,
 - το 62% κατείχαν ιδιόκτητη κατοικία (από αυτούς, το 70% διέμενε σε ανεξάρτητη κατοικία),
 - το 93% των κατοικιών είχαν τη μορφή "pucca type", δηλαδή στιβαρή από τσιμέντο.

ΣΤΑΤΙΣΤΙΚΑ ΣΤΟΙΧΕΙΑ ΕΙΣΑΓΩΓΩΝ (ΑΝΑ ΣΤΑΤΙΣΤΙΚΟ ΚΩΔΙΚΟ ΣΥΝΔΥΑΣΜΕΝΗΣ ΟΝΟΜΑΤΟΛΟΓΙΑΣ):

Commodity: 03 FISH AND CRUSTACEANS, MOLLUSCS AND OTHER AQUATIC INVERTEBRATES in mill.USD						
HSCode	Commodity	2007-2008	%Share	2008-2009	%Share	%Growth
3021200	PACFC SLMN (ONCRHNCHS NRKA,GRBSCHA ETC) ATLNTC SLMN (SLMO SLR) & DNUB SLMN(HCO HCO	0.01	0	0	0	-95.31
3023200	YELLOWFIN TUNAS(THUNNUS ALBACARES) EXCLUDING LIVERS & ROES FRESH/CHILLED	0.31	0.0001			
3026910	HILSA EXCLD LIVRS & ROES FRSH/CHLLD	7.41	0.0029	23.75	0.0078	220.72
3026990	OTHER(EXCLD HILSA,DARA POMFRET) FISH & FRSH/CHLD EXCL LIVRS & ROES.	14.18	0.0056	10.19	0.0034	-28.14
3032200	ATLANTIC SALMON(SALMO SALAR)& DANUBA SALMN(HUCHO HUCHO) EXCL LIVRS & ROES FROZEN	0.3	0.0001	0.16	0.0001	-46.42
3032900	OTHER SALMONIDAE EXCL LIVRS & ROES FROZEN	0.01	0	0.2	0.0001	1,928.00
3034900	OTHER TUNAS EXCL LIVRS & ROES FRZN	0	0	0.25	0.0001	
3035000	HERRINGS EXCL LIVRS & ROES FROZEN	0	0			
3037910	HILSA FRZN EXCLD LIVRS & ROES	0.29	0.0001	1.69	0.0006	494.6
3037930	RIBBON FISH FRZN EXCLD LIVRS & ROES			0	0	
3037950	POMFRET(WHITE/SILVER/BLACK) FRZN EXCLD LIVERS & ROES	0.14	0.0001			
3037999	OTHERS	0.09	0	0.05	0	-42.02
3038090	OTHR EXCLDNG EGG/EGG YOLK OF FISH FRZN	0.08	0			
3041900				0.2	0.0001	
3042040	TUNA(SKIPJACK,BIGEYE, ETC)	0.09	0			
3042050	OTHER FROZEN FISH FILLETS N.E.S	0	0			
3042090	OTHER FROZEN FISH FILLETS N.E.S	0.11	0			
3049000	OTHER FILLETS(EXCL FRZN) & OTHER FISH MEAT	0.44	0.0002			
3051000	FISH MEAL FIT FOR HUMAN CONSUMPTION	0	0			
3053000	FISH FILTS DRIED SLTD/IN BRIN NT SMOKED	0	0	0	0	-26.92
3054100	PACFC SLMN (ONCRHNCHS NRKA, GRBSCHA ETC) ATLNTC SLMN (SLMO SLR) DNUB SLMN (HCO HCO)	0.66	0.0003	0.57	0.0002	-14.31
3054900	OTHER SMOKED FISH INCLUDING FILLETS			0	0	
3055100	COD DRIED NT SMOKED W/N SALTED			0	0	
3055910	DRIED BOMBAY DUCK NT SMKD			0	0	
3055930	SPRATS	0.01	0			
3055990	OTHER DRIED N.E.S.NT SMKD	0.76	0.0003	0.87	0.0003	14.22
3056300	ANCHVS SLTD OR IN BRINE BUT NT DRD/SMKD	0	0			
3056990	OTHERS	0.04	0	0.03	0	-31.71
3061290	OTHER FROZEN LOBSTER	0.2	0.0001	0.16	0.0001	-18.3
3061311	AFD SHRIMP FROZEN	2.46	0.001	3.88	0.0013	57.64
3061319	OTHR (EXCLDNG AFD SHRIMP) SHRIMP FROZEN	1.77	0.0007	2.78	0.0009	56.81
3061320	PRAWNS FROZEN	0.92	0.0004	0.84	0.0003	-9.58
3061400	CRABS FROZEN	1.28	0.0005	0.05	0	-95.97
3061900	OTHER FROZEN CRUSTACEANS			0.22	0.0001	
3062390	SHRIMPS & PRAWNS OTHR THN PWDRD NT FROZEN	0	0	0	0	-33.33
3062900	OTHER CRUSTACEANS NOT FROZEN	0.07	0			
3071000	OYSTERS LIVE FRSH-FROZEN ETC SLTD/BRINE	0	0	0	0	1,000.00
3072100	SCALOPS CHLAMYS LIVE FRSH/CHLD	0	0	0.04	0	21,450.00
3072900	SCALOPS CHLAMYS OTHR THAN LIVE FRSH/CHLLD	0.02	0	0.01	0	-62.56
3073100	MUSSELS (MUILLUS SPP ETC)LIVE FRSH/CHLD			0	0	
3073910	CALMS-CALM MEAT(BIVLVS-VICTORIA SPP ETC)	0	0	0.02	0	18,500.00
3073990	OTHER MUSSELS EXCL. FRSH/CHLD	0	0	0	0	-91.67
3074110	CUTTLE FISH LIVE FRSH OR CHLLD	1.69	0.0007	3.04	0.001	80.13
3074910	SQUID TUBES FROZEN			0.06	0	
3074920	WHOLE SQUIDS FROZEN	0.32	0.0001	0.13	0	-57.76
3074990	OTHER SQUIDS	0.27	0.0001	0.19	0.0001	-29.72
3075900	OCTOPUS OTHER THAN LIVE FRSH/CHLLD			0.09	0	
3079920	JELLY FISH(RHOPELINA SPP)DRID SLTD FROZEN	0.02	0			
3079990	OTHERS	0.08	0	0.02	0	-81.23
3	FISH AND CRUSTACEANS, MOLLUSCS AND OTHER AQUATIC INVERTEBRATES.	34.1	0.0135	50.85	0.0167	49.12
	India's Total Import	2,51,654.01		3,03,696.31		20.68

Commodity: 03 FISH AND CRUSTACEANS, MOLLUSCS AND OTHER AQUATIC INVERTEBRATES			
Country	Values in US\$ Million		%Growth
	2007-2008	2008-2009	
AUSTRALIA	0.09	0.09	2.58
BAHARAIN IS	0.34	0.11	-68.33
BANGLADESH PR	21.76	36.72	68.76
BELGIUM	0.14	0.3	117.37
CANADA	0.14		
CHILE		0.05	
CHINA P RP	0.59	0.07	-87.75
DENMARK	0.01		
FRANCE		0.02	
GERMANY	0.27	0	-99.74
INDONESIA	0.33	0.85	153.77
ITALY		0.09	
JAPAN	1.37	0.41	-70.37
KOREA RP	0.42	0.06	-86.49
MYANMAR	0.27	0.01	-95.11
NETHERLAND	0.2	0.07	-68.08
NEW ZEALAND	0.14	0.03	-77.75
NORWAY	0.83	0.96	14.64
OMAN	0	0.26	10,030.77
PAKISTAN IR	0.89	0.74	-17.14
SINGAPORE	0.58	0.35	-38.53
SOUTH AFRICA		0.02	
SPAIN	0.18	0.05	-71.91
SRI LANKA DSR	0.14	0.22	50.41
SWITZERLAND	0.05	0	-97.93
THAILAND	0.51	0.66	30.77
TURKEY	0		
U ARAB EMTS	0.08	0.4	405.5
U K	0.27	0.24	-9.87
U S A	0.87	0.25	-71.73
VIETNAM SOC REP	0.1	0.13	25.88
YEMEN REPubLC	0.02	1.04	6,174.70
UNSPECIFIED	3.49	6.58	88.75
Total	34.09	50.84	49.13

Commodity: 16 PREPARATIONS OF MEAT, OF FISH OR OF CRUSTACEANS, MOLLUSCS OR OTHER AQUATIC INVERTEBRATES in mill.USD						
HSCode	Commodity	2007-2008	%Share	2008-2009	%Share	%Growth
16041100	SALMN FISH WHL/PIECS BT NT MINCD PRPD/PRSD	0.06	0	0.02	0	-56.31
16041210	PICKLED HERRING FISH			0	0	
16041290	OTHER HERRING FISH PRPD/PRSD	0	0	0.01	0	97.56
16041310	SARDINES SARDINELLA & BRISLING WHOLE OR IN PIECES BUT NOT MINCED PRPD OR PRSD	0.03	0	0.02	0	-49.4
16041410	TUNAS WHOLE OR IN PIECES BUT NOT MINCED	0.02	0	0.07	0	181.89
16041490	SKIPJACK&ATLANTIC BONITO WHL/PCS,NT MINCED	0.02	0	0.01	0	-41.18
16041500	MACKERAL WHL/PCS NOT MINCD PRPD/PRSD	0	0	0	0	322.22
16041600	ANCHOVES WHL/PCS NOT MINCD PRPD/PRSD			0	0	
16041900	OTHR FISH,WHL/PCS,NT MINCED,PRPD/PRSD	0.01	0	0	0	-96.3
16042000	OTHR PREPARED OR PRESERVED FISH	0.05	0	0	0	-91.29
16043000	CAVIR & CAVIR SUBSTUTS PRPD FROM FISH EGGS	0.01	0	0.01	0	-2.6
16051000	CRAB PREPARED OR PRESERVED	0.09	0	0.17	0.0001	92.82
16052000	SHRIMPS & PRAWNS PRPD OR PRSD	0.64	0.0003	0	0	-99.91
16053000	LOBSTER PREPARED OR PRESERVED	0	0	0.01	0	465
16054000	OTHER CRUSTACEANS PREPARED OR PRESERVED	0	0			
16059010	CLAMS PRPD/PRSD	0	0	0.06	0	2,645.45
16059030	OYSTERS PRPD/PRSD	0	0	0	0	52.63

16059090	OTHERS PRPD/PRSD	0.28	0.0001	0.34	0.0001	20.32
16	PREPARATIONS OF MEAT, OF FISH OR OF CRUSTACEANS, MOLLUSCS OR OTHER AQUATIC INVERTEBRATES	3.03	0.0012	3.63	0.0012	19.77
	India's Total Import	251,654.01		303,696.31		20.68

Commodity: 1604 PREPARED/PRESERVED FISH CAVIAR & CAVIAR SUBSTITUTES PRPD FROM FISH EGGS			
Country	Values in US\$ Million		%Growth
	2007-2008	2008-2009	
CANADA	0.01	0.01	0
CHINA P RP	0.01	0	-88.99
GERMANY	0.01	0	-47.95
HONG KONG	0.03		
JAPAN	0	0	76.47
KOREA RP	0	0	-53.13
MALAYSIA	0	0	-83.33
NETHERLAND	0	0	-94.74
NORWAY	0.06	0.01	-80.14
SINGAPORE	0.02	0.06	274.25
THAILAND	0.03	0.03	4.56
U K	0	0.01	2,775.00
U S A	0.01	0.01	-11.82
UNSPECIFIED	0.01		
Total	0.2	0.15	-26.3

Commodity: 1605 CRUSTACEANS MOLLUSCS & OTHER AQUATIC INVERIBRATES PREPARED OR PRESERVED			
Country	Values in US\$ Million		%Growth
	2007-2008	2008-2009	
CANADA	0		
CHINA P RP	0.25	0.32	28.08
GERMANY	0.01	0	-92
HONG KONG	0.01		
INDONESIA	0.07		
KOREA RP	0.06	0.18	184.63
MYANMAR	0.12		
PAKISTAN IR	0.03		
SINGAPORE	0.31		
SWITZERLAND	0		
TAIWAN		0.05	
U ARAB EMTS	0.08		
U K	0	0	100
U S A		0.02	
UNSPECIFIED	0.07		
Total	1.02	0.58	-42.96

ΕΤΑΙΡΕΙΕΣ ΙΧΘΥΟΚΑΛΛΙΕΡΓΕΙΩΝ ΣΤΗΝ ΙΝΔΙΑ:

Aishu Fish	Tel: +91 452 252 9243
Madurai, Tamil Nadu, India	Fax: +91 452 252 9243
Website: http://www.aishufish.com	Email: aishufish@dataone.in / aishufish@gmail.com
Contact Name: S. Devendran	Skype: aishufish1
We are supplying wide range of frozen seafoods Black Tiger shrimps, Scampi, White, Brown, Poovallen, Karikadi etc - HOSO , HL, Eazy Peel, PDTO, PD and PUD. (Raw & Blanched) Fish varieties like Ribbonfish, Pomfrets, Kingfish, Tuna, Katti, Indian Mackerel , Reef cod, Red Snapper, Emperor etc. Cephalopods - Cuttle fish, Squid, Octopus - Whole, Fillet, Rings and whole cleaned.	

Starfish Exports	Tel: +91 484 232 7109
Cochin, Kerala, India	Fax: +91 484 232 8357
Website: www.starfishexports.com	Email: starfish@md2.vsnl.net.in
Contact Name: V. George Joseph	Skype: starfishcochin
We are processors , packers and exporters of seafoods from Southwest part of India. We export all types of shrimps: H/L white, PUD, PD, PTO etc. Cephalopods (squid, cuttlefish, baby octopus) Whole and cleaned fishes: ribbonfish, croaker, seer fish, pomfrets, reef cod, rohu, katla etc. We also supply fresh chilled items like king fish, reef cod, black tiger, scampi, white prawns, fish fillets and loins etc., by air to available destinations. Brand Name: Blue Water	

Amigo Seafoods	Tel: +91 484 221 0643
Kochi, Kerala, India	Fax: +91 484 222 6415
Website: http://www.amigoseafoods.com	Email: amigofoods@sify.com
Contact Name: Hairs Nasir	Skype: amigofoods1
We are Exporters and Traders of quality sea foods having offices in India,UAE, Yemen and Vietnam, We have associate factories processing quality frozen sea foods products in following countries - India, UAE and Yemen, We deal in almost all kinds of sea foods our main products are Rock Lobster, Black Tiger, PUD Shrimps, Cooked shrimps, PINK and Brown HLSO, Cuttlefish, Octopus, Squid, fishes like Tuna, Bassa, Snappers, Groupers, Sardine, Ribbonfish etc	

A J Seafood Enterprises	Tel: +91 22 2527 3032
Mumbai, Maharashtra, India	Fax: +91 22 2529 2205
	Email: jamesadoor@yahoo.com
Contact Name: James George	Skype: jamesgeorge1
We are traders and sourcing Agent for Seafood Products, Indian Origin, Pakistan Origin goods. Indian Mackerel, Corbina Fillet(white meat fillet), Black Tiger Shell-on shrimps, White headon shrimps, Cuttlefish Whole.	

A S International	Tel: +91 22 6516 8642
Mumbai, Maharashtra, India	Fax: +91 22 2754 0251
	Email: asinter3@gmail.com
Contact Name: Arun Sahu	Skype: arunsahu33
Squid, cuttlefish, octopus whole and whole cleaned and in all form like Ring tube tentacle, Shrimps whole Raw/Cooked ,headless, pud and pd form. Ribbonfish, croaker, Ghol, Reefcod, Seabream, Seerfish, Trevally, Indian Mackerel, Horse Mackerel, katti fish, Eel fish, fresh water fish.	

A S Marine Industries (Pvt) Ltd	Tel: +91 484 223 7278
Cochin, Kerala, India	Fax: +91 484 223 7854
	Email: asmarine@vsnl.net
Contact Name: Faisal Sulaiman	Skype: fas572
Contact Name: Shajahan	Skype: shajahan79
we are dealing with Cuttlefish, Squid, Octopus, Crab and variety of fish like King fish, Snapper, Emperor, Reefcod, Ribbon fish, Yellow fin Tuna and Skipjack tuna, Indian Mackerel, Sardine etc	

ABR Exports	Tel: +91 94 3352 1061
Kolkata, India	Fax: -
	Email: abr_exports@hotmail.com
Contact Name: Bidyut Majumder	Skype: sea crab
We Are Interesting To Sell And Export SEA CRAB (PORTUNUS PELAGICUS), Mud Crabs (Scylla serrata) Which This Quality Are The Best In The World ,	

Acacia Marine Trades, India	Tel: +91 484 651 7646
Cochin, Kerala, India	Fax: +91 484 223 1212
	Email: acaciacrzn@asianetindia.com
Contact Name: Antony Lonan	Skype: jessmon-joseph
Acacia, is frozen seafood trading company based at Cochin India, offer Fresh Chilled seafood and Fresh frozen products.	

Ace Marketing	Tel: +91 222 771 6191
Mumbai, Maharashtra, India	Fax: +91 222 771 6179
	Email: rkfisheries@gmail.com
Contact Name: Krishnan Umasankar	Skype: umasankark

We deal in frozen seafood products, such as Shrimps - Peeled, Tail on , Head -on, Head less in IQF or block forms, Squids :- whole cleaned, whole uncleaned, tubes, tentacles, rings all in Block as well as IQF form, Cuttle fish :- whole, whole cleaned, fillets and fish vareities

Aditya Exports	Tel: +91 820 258 6104
Mangalore, Karnataka, India	Fax: +91 820 258 6281
	Email: johnybabu@gmail.com
Contact Name: Johny Babu	Skype: JOHNYBABU1
we are one of the leading seafood exporters from india. we have 4 different seafood xport companies in all along the west coast and we are dealing with all most all the varieties which are commercially available from the indian coast line	

Akshay International	Tel: +91 484 222 0930
Kochi, Kerala, India	Fax: +91 484 222 0930
	Email: bijumailin@gmail.com
	Email: tnsreeni@hotmail.com
Contact Name: Biju A.M.	Skype: biju.a.m
Contact Name: T N Sreenivasan	Skype: tnsvas
We are actively engaged in sourcing and marketing of all varieties of Fresh & Frozen Seafood to the International markets from reliable Indian EU approved, HACCP compliant plants.	

Allied Exim Foods	Tel: +91 984 605 5567
Chennai, Tamilnadu, India	Fax: +91 44 276 9581
	Email: aquatrade@vsnl.net
Contact Name: Abdul Ziyad	Skype: TUNATRADER
An Eu approved plant , Processors and Exporters of Precooked Tuna Loins, Sashimi Grade Tuna and Other Varieties of Fresh Frozen Seafoods. We process Sardine , Yellowfin, Skipjack, Bigeye, Long Tail Tuna, Bonito, Frigate Tuna, Little Tunny, King Fish, Indian Mackerel etc.	

Alpha Commercial Enterprise	Tel: +91 22 2674 3272
Mumbai, Maharashtra, India	Fax: +91 22 2674 3275
	Email: amarkarnad@gmail.com
Contact Name: Amar D Karnad	Skype: amar_dk
Alpha Commercial Enterprise represents several leading overseas seafood Buyers and Importers and has 4 sub offices (Veraval/ Cochin / Vishakpatnam / Calcutta) and are professionally run with commercial and technical personnel of sizable experience in the Seafood Export Industry for over 20 years.	

Amal International	Tel: +91 484 329 0771
Cochin, Kerala, India	Fax: +91 484 222 2919
	Email: amalinternational@vsnl.net
Contact Name: Mohamed Shukoor Hussain	Skype: amalmail
We offer worldwide importers as follows. Shrimps , Squid , Cuttlefish , Crab , Scampi , Ribbonfish , Tuna , Croaker , Sardine , Indian Mackerel , Lizardfish , Japanese Threadfin Bream , Yellow fin Tuna , Skipjack Tuna , Snappers and many more. Contact us for regular business relationship.	

Angel Foods & Exports	Tel: +91 484 223 8321
Cochin, Kerala, India	Fax: +91 484 223 8932
	Email: angels9496@rediffmail.com
Contact Name: Jannet	Skype: Indian Exporter
We can offer you following frozen seafood products from Cochin, India: Frozen Ribbonfish whole, HGT, Frozen Cuttlefish whole cleaned, Frozen Squid, squid whole cleaned, Frozen Octopus whole cleaned, Frozen Indian Oil Sardine whole, HGT, Frozen Indian Mackerel whole, frozen all other fishes	

Angelplus Syndicate	Tel: +91 484 230 4491
Cochin, Kerala, India	Fax: +91 484 230 5570
	Email: jessmon.joseph@gmail.com
Contact Name: Jessmon Joseph	Skype: jessmon-joseph
Fresh and Frozen Seafood Import-Export trade since 1995. Sourcing Indian/ Burma/ Bangladesh origin Shrimps, Squid (Calamar), Cuttlefish, Octopus, Lobster, Crab, Surimi, Fishes like Grouper, Ribbonfish, Kingfish, Snapper, Emperor, Barracuda, Katti, Hilsa, Rohu, Tuna etc	

Aqua Trade International	Tel: +91 484 222 0346
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Cochin, Kerala, India	Fax: +91 484 222 3497
	Email: aquawa@vsnl.com
Contact Name: Ziyad	Skype: TUNATRADER
Canned Tuna, Sardine, Precooked Tuna Loins, Sashimi Grade Tuna and Other Varieties of Fresh Frozen Seafoods.	

Aquasea Frozen Seafood Trading & Exporting	Tel: +91 484 221 2568
Cochin, Kerala, India	Fax: +91 484 222 1972
	Email: aquasea@vsnl.net
Contact Name: Shaffik	Skype: aquaseas
International trading and exporting of frozen seafood products from India.	

Armec Group	Tel: +91 202 693 0218
Pune, Maharashtra, India	Fax: +91 202 693 0537
	Email: bhagwan_harani@vsnl.net
Contact Name: Bhagwan Harani	Skype: Aarmecgpune
Refrigeration Plants, Packaged Ice Makers ,Crushed Ice Facilities	

Asian Seafood Corporation	Tel: +91 9895 449 344
Cochin, Kerala, India	Fax: +91 484 401 4140
	Email: abcorpexports@gmail.com
Contact Name: Mohamed Saud	Skype: mohdsaud
We Asian Seafood Corporation is a Trader and Exporter of Live/Frozen/Fresh/Chilled Shrimps, Cuttlefish, Squid, Octopus, Crab, Yellowfin and Skipjack Tuna, Reef Cod/Grouper, Indian Oil Sardine, Indian Mackerel, RIBBONFISH, Snapper, Mahi Mahi etc with great Quality in E U standards, Having reputed buyers all over the world.	

Ask For Seafoods	Tel: +91 484 270 6059
Cochin, Kerala, India	Fax: +91 484 230 3873
	Email: askforseafoods@vsnl.net
Contact Name: K.A. Abdul Aameer	Skype: aameerin
We can supply top quality fresh and frozen seafood of all varieties - Raw, cooked, fillets, lobster, PUD, PD, HOSO, HLSO shrimps. Also can supply all kinds of fishes like Yellowfin/Skip Jack Tuna, Grouper, Ribbonfish, Kingfish, Snapper, Emperor, Barracuda, Katti, Hilsa, Rohu, Pomfrets etc., Squid (Calamar) Cuttlefish, Octopus, Crab, Surimi and prawns.	

Atlanta Trading Company	Tel: +91 484 652 5531
Cochin, Kerala, India	Fax: +91 484 237 3915
	Email: bobby@atlantatrading.com
Contact Name: Bobby Tharian	Skype: atlanta.trading
One of the leading seafood trading company from India. Our main products includes Shrimps, Squid, Cuttlefish, Octopus, Crabs, Skipjack/Yellowfin Tuna, Emperor, Snapper, Mackerel, Ribbonfish, Sardine, Grouper.	

Atlantic Seafood	Tel: +91 98 3025 0199
Kolkata, West Bengal, India	Fax: +91 98 4006 8551
	Email: atlanticseafoods@yahoo.com
Contact Name: Sanjay	Skype: SANJAY2
We are one of the major seafood processor, exporter and importer of live, chilled and frozen marine products. Our main items are black tiger, scampi, flower, white, brown, black pomfrets, silver pomfrets, Chinese pomfrets, live red mud crab, sea crab, Indian salmon, yellowfin tuna, bluefin tuna, skipjack tuna, kingfish, red grouper etc.	

Bay Fresh Trading	Tel: +91 917 801 5376
Alleppey, Kerala, India	Fax: -
	Email: bay_fresh5@yahoo.in
Contact Name: Dibakar Senapati	Skype: bay_fresh
Our mission Not only helping Indian packers to find out better market to sell all kind of seafood but also providing reliable & superior seafood packers to world wide Buyers. We got exposure in Quality ,Production and Export department in different seafood in different countries in Africa, Middle East and India . We are now Export Representatives of several reputed HACCP and EU Approved seafood Processors and packers.	

Bay Prince Exports	Tel: +91 484 223 8248
Ernakulam, Kerala, India	Fax: +91 484 223 8248

	Email: byprinceexports@yahoo.co.in
Contact Name: Shaji Philip	Skype: Prince
we are the exporters of Frozen marine products like Yellowfin Tuna, Skipjack tuna, Ribbonfish, Sardine HGT /Hon to various countries including EU countries.	

Beacon Marine Surveyors	Tel: +91 261 324 7878
Surat, Gujarat, India	Fax: +91 261 306 8643
	Email: surat@beaconmarine.co.in
Contact Name: D S Jhala	Skype: jhala.ds
an India based company experienced in International Marine and Cargo Surveys and Consultants, Cargo Superintends, Pre and Post Shipment Inspections, Bulk oil Inspectors, Port Captaincy and Consultancy. We are dedicated to providing a complete and comprehensive service in all forms of marine and Cargo surveying.	

Bilal Fish Suppliers	Tel: +91 2876 645 359
Vereval, Gujarat, India	Fax: +91 2876 232 693
	Email: fashel3@hotmail.com
Contact Name: Fashel A.G. Keshodwala	Skype: fashe4
We are packer and exporters from India. Our main products are frozen ribbon fish, S & Y croaker, cuttlefish, squid, Indian mackerel, horse mackerel, seer fish, tuna, eel fish, TT croaker, bull eye fish, BMC, Kati, sole fish or any of these items or any other seafood please contact us	

Bisspro	Tel: +91 981 997 7397
Mumbai, Maharashtra, India	Fax: +91 22 2649 2652
	Email: bisspro@gmail.com
Contact Name: Pallavi Jayakar	Skype: pallavi.jayakar
We are marketing agents for a leading brand of frozen seafood .The frozen seafood range includes include Shrimps, Lobsters, Cuttlefish, Squid and various Sea Water fishes in Frozen form. Products are USFDA listed, EU approved with HACCP compliant production facility	

Bluepark Seafoods Pvt Ltd	Tel: +91 8816 229 460
Bhimavaram, Andhra Pradesh, India	Fax: +91 8816 225 750
	Email: dharmaraj@blueparkseafoods.com
Contact Name: Dharma Raj	Skype: dharmaraj1966
we are one of the leading sea food processors, exporters from Andhra Pradesh, India. We are processing shrimps under the HACCP system and GMP, Quality management system, accepted by the worldwide shrimp importers, all the procedure checked by quality experts to ensure high quality products. You can confide in a very freshness highly safety, tastes of our products, strict adherence to HACCP guidelines to ensure a uniform product in appearance, flavor, texture, size and weight. Our plant is approved with HACCP,BRC AND ISO:22000	

BPR Industries	Tel: +91 8813 281 283
Tallapudi, Andhra Pradesh, India	Fax: +91 8813 281 283
	Email: bajjanki@rediffmail.com
Contact Name: B Prasada Rao	Skype: B. Prasad
Tuna Fish. Brand Name: Tasty Tuna - Tuna fish.	

Bright and Associates	Tel: +91 474 276 4820
Kollam, Kerala, India	Fax: +91 474 276 5216
	Email: ratish@brightnassociates.com
Contact Name: Ratish Raj	Skype: ratish.raj
We are prominent commodity brokers with the head office situated at Quilonin South India with seventeen years of experience. We have our branch atMumbai also. We offer our services for procuring export orders for Seafood.Tuna, Groupers, Shrimps (White (P indicus), Black Tiger (P monodon), PinkBrown, Red) - Head-on, Headless, PUD, PTO, PD, easy peel, deep cut, pulledvein, etc., Scampi (Macrobrachium rosenbergii) (Freshwater Shrimp)- Head-on,Headless, PUD, PTO, PD, easy peel, deep cut, pulled vein, etc., Squid -Whole, Tube & Tentacles, whole cleaned, rings, tentacles, wings,Cuttlefish - Whole, whole cleaned, fillet, wings, tentacles, Octopus - Wholecleaned, body strips, tentacles pieces, Fishes like Kingfish, Reef cod, RedSnapper, Mackrel, Pomfrets, etc. Lobster (whole, Lobster tails), Crab -whole, cut crab, meat. (Most of these products are exported in IQF as wellas Block).	

Cfoods Exports	Tel: +91 936 753 6777
Nagercoil, Tamil Nadu, India	Fax: +91 4652 278 248

	Email: info@seafoodsindia.com
Contact Name: Jacinth Andrew	Skype: -CFOODS
We supply barracuda, jew fish fillet (kooth), sardines and other seafood.	

Choice Group	Tel: +91 601 542 52
Cochi, Kerala, India	Fax: -
	Email: darek@choicegroup.in
Contact Name: Dariusz Dzikowski	Skype: dzikupolska
We are a producer of quality shrimp ready meals. Organic meals with restaurant taste and easy to prepare formula. The company has been operating in the seafood market for over 50 years. We have all needed production and export certificates.	

Coastal Catch Ex-Im	Tel: +91 484 650 6867
Kochi, Kerala, India	Fax: +91 484 270 7007
	Email: cmd@coastalcatch.com
Contact Name: Zeresh	Skype: coastalcatchseafood
We are one of the leading sea food Exporters from India. And we have factories in Gujarat, Mangalore and Cochin. Frozen Yellow fin tuna (Whole / Gilled & Gutted), Frozen Indian Mackerel, Frozen Horse Mackerel, Frozen Sardines (Whole / Head Less & Tail Less), Frozen Squid (Whole / Cleaned / Rings), Frozen Lizard fish (whole / Dry), Frozen Corvena Fillet, Frozen Shrimps, Frozen Cuttlefish	

Concepts India	Tel: +91 495 238 4987
Calicut & Cochin, Kerala, India	Fax: +91 495 238 4988
	Email: condia2002@hotmail.com
Contact Name: Sajan George	Skype: SAJAN GEORGE
We are major seafood suppliers of frozen Indian seafood. Contact us for all your seafood requirements from India. With experience of over 25 years. Supplying to all the major countries.	

Coral Exports	Tel: +91 944 711 9027
Kochi, Kerala, India	Fax: -
	Email: alisha_paul@satyam.net.in
Contact Name: Lissy	Skype: Coral
We are involved in exports of chilled fish from India	

Coral-Reef International	Tel: +91 484 305 2334
Kochi, Kerala, India	Fax: +91 484 305 2369
	Email: coralreef@asianetindia.com
Contact Name: Ebrahim Zacharia Sait	Skype: coral_reef1
Trading Company for Frozen Seafood Products.	

Crystal Overseas Inc.	Tel: +91 22 2529 2205
Mumbai, Maharashtra, India	Fax: +91 22 2527 3032
	Email: crystaloverseasinc@gmail.com
Contact Name: James George	Skype: jamesgeorge1
We are a leading traders and exporters of frozen seafood such as Ribbonfish, Croaker all varieties, Katifish, Cuttlefish, Squid, Reefcod/Grouper, Spanish Mackerel, Yellow tail scad, Leatherjacket fish, Silver Pomfret, Black Pomfret, Kingfish, Skipjack Tuna, Yellowfin Tuna, Shrimps H/O shellon, Headless & PUD Shrimps, Sardine. Indian Mackerel (Rastrelliger Kanagurta) regular shipment from various ports.	

Das Intl	Tel: +91 994 685 5982
Cochin, Kerala, India	Fax: -
	Email: sumeshdas2007@rediffmail.com
Contact Name: Sumeshdas	Skype: sumesh
seafoods and other	

Dawn Polymers	Tel: +91 44 2377 1403
Chennai, Tamil Nadu, India	Fax: +91 44 4354 4403
	Email: dawnpolymers@gmail.com
Contact Name: Ramani	Skype: DAWN

Daysman	Tel: +91 44 4358 6973
Chennai, Tamil Nadu, India	Fax: -
	Email: daysmanmathew@yahoo.co.in
Contact Name: Thomas Mathew	Skype: NEW
We are a seafood and other food trading company.	

Delta	Tel: +91 989 503 4747
Cochin, Kerala, India	Fax: +91 484 266 4386
	Email: deltaexim@airtelmail.in
Contact Name: Tariq Abdulla	Skype: tariqabdullasumtaragenciesind
Exporter / Importers / Trading of Frozen Seafood's. Origin - India , Yemen , Oman , Dubai ,China , Vietnam	

Dhruv Sea Foods	Tel: +91 987 932 5375
Veraval, Gujarat, India	Fax: +91 2876 224 271
	Email: dhruvsf@gmail.com
Contact Name: DS Patil	Skype: ds.patil
we are from India and deal into frozen sea foods marketing. we offer frozen Ribbon fish, croakers, big mouth croaker, solefish, kati fish, TT croaker, seer fish, Indian mackerel, horse mackerel, Skip J Tuna, Y/F tuna, White pomfrets, Red snappers, Trevally etc.. Frozen squids whole, Cuttlefish whole products. we are looking for reliable sea foods Importers.	

Digha Seafood Exports	Tel: +91 33 2290 1101
Kolkata, West Bengal, India	Fax: +91 33 2283 5032
	Email: digha@vsnl.com
Contact Name: Prabhat Kumar	Skype: prabhat3
Exporters of frozen seafood.	

Dimitri Enterprises	Tel: +91 33 2221 7303
Kolkata, West Bengal, India	Fax: +91 33 2221 7302
	Email: dimitri_1@rediffmail.com
Contact Name: Dibyendu Das	Skype: dimitri
We are exporter frozen seafoods from reliable packers. Products include sea water white, flower, sea tiger, pink/brown shrimps and cultured black tiger shrimps, red ring shrimps. We also supply lobsters, ribbonfish, silver croaker, yellow croaker, white/silver pomfrets etc.	

Dorothy Foods	Tel: +91 484 329 1049
Cochin, Kerala, India	Fax: +91 484 222 9586
	Email: dorothyfoods@asianetindia.com
Contact Name: Azhar Rafiq Sait	Skype: dorothyfoods
We are a trading house based in Cochin, India specialized in frozen seafood. Our main products are Cuttlefish, Squid, Octopus, Shrimps, Yellowfin tuna, Skipjack tuna, Grouper/Reefcod, White & Black Pomfret, Indian Mackerel, Solefish, Snappers, Ribbonfish, Kattifish, Baracudda, Croaker and Fillets.	