

FALLING EXPORTS, LOST MARKET SHARE - U.S. SEAFOOD'S BATTLE IN CHINA

CHINA'S PUNITIVE TARIFFS CONTINUE TO DAMAGE U.S., ALASKA SEAFOOD AND BENEFIT MAJOR COMPETITORS

U.S. seafood to China faces dramatically higher tariffs than competitors

Alaska = 2/3 of the U.S. seafood harvest and bears the heaviest burden of the Section 301 tariffs.



For example:

Alaska pollock faces a **500% higher tariff rate** than Russian Alaska pollock, a direct competitor in China.

35%

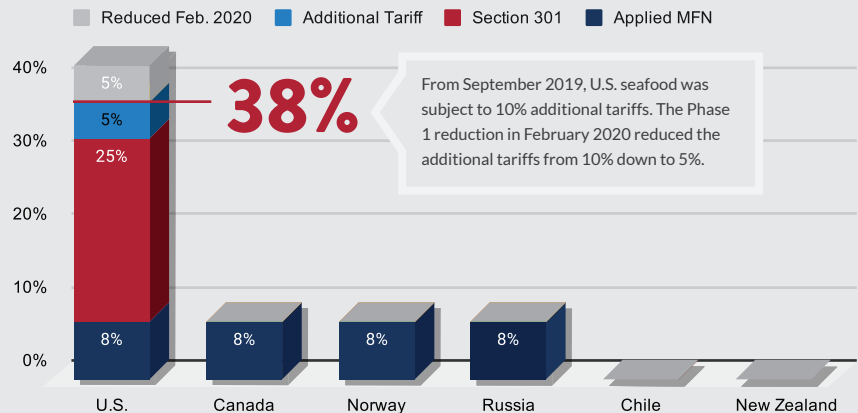


500% HIGHER TARIFF

7%

CHINA TARIFFS ON SEAFOOD IMPORTS

AVERAGE CHINA TARIFFS ON SEAFOOD IMPORTS COMPARED TO COMPETITOR COUNTRIES

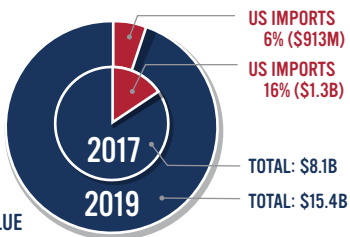


LOST MARKET SHARE

Following the tariff increase in 2018, U.S. seafood imports to China decreased and the U.S. lost market share, while China's total seafood imports nearly doubled.

-63%
IN U.S. MARKET SHARE

+91%
CHINA SEAFOOD IMPORTS BY VALUE

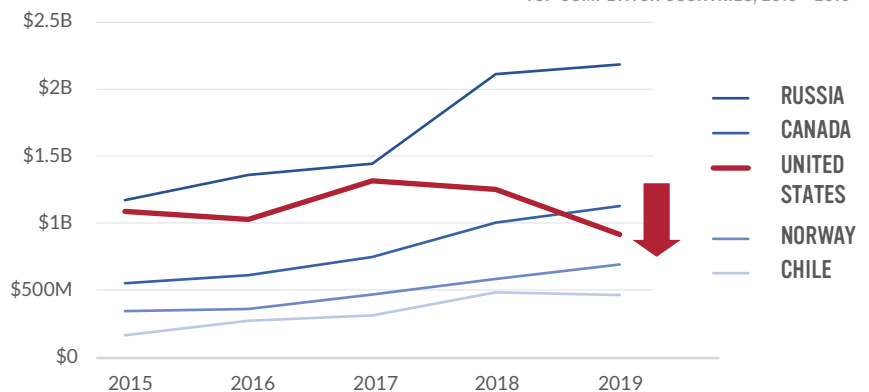


Factoring in a **31% decrease in U.S. seafood imports to China** and the dramatic rise of total seafood imports in China, the United States total loss in market share from 2017 to 2019 of over 63%.

OF THE TOP 15 SEAFOOD IMPORTERS TO CHINA, ONLY THE U.S. SAW A DECLINE IN IMPORTS FROM 2015-2019

CHINA SEAFOOD IMPORTS BY VALUE

TOP COMPETITOR COUNTRIES, 2015 - 2019



IMPACT: DECREASING VALUE OF AK SEAFOOD EXPORTS TO CHINA

2017: \$988M

ALASKA SEAFOOD EXPORTS TO CHINA BY VALUE, 2017 -2019

-29%

ALASKA SEAFOOD EXPORTS TO CHINA FELL 29%

2019: \$702M



The value of Alaska seafood exports to China **dropped by \$204 million** from 2017 to 2018 (\$988M vs \$784M), the **largest year on year drop on record**

Alaska seafood exports to China reached their **highest level ever** in 2017 (\$988M). By 2019, **Alaska seafood exports to China were at their lowest level since 2010** (\$702M)