

DECEMBER 2018

SQUID SUPPLY, DEMAND, AND MARKET OF JAPAN

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EXECUTIVE SUMMARY

Japan was the world's largest producer of squid and cuttlefish until 2001, but its share of world landings has decreased sharply from 87 percent in 1950 to 4 percent in 2016. Japanese landings in 2016 of 108,000 metric tons (mt) were 14 percent of the record landings, and were the lowest in 67 years.

Japan is a major market for squid and cuttlefish, utilizing an average of 694,000 mt per year during 1982-2016. Supply for this market comes from both domestic catches and imports. The share of the Japanese market for squid supplied by imports increased from 13 percent in 1982 to 38 percent in 2016. In 2017, imports of frozen products dominated. Imports of squid into Japan from the United States have been almost exclusively confined to Loligo opalescens. In 2017, Japan's imports of squid from the United States were 6,348 mt, an increase by more than two-fold over 2016.

Prices of squid are primarily determined by supply and demand, but quality, origin, and species are also important. During 1997-2017, the highest annual average wholesale prices at Tokyo Central Wholesale Market for fresh Todarodes pacificus occurred in 2017, for frozen T. pacificus in 2017, for fresh Ommastrephes bartrami in 2016, and for Illex argentinus in 2015, which corresponded to periods of low supply of these products.

Squid and cuttlefish products imported into Japan are subject to import quotas (IQ) and tariffs. To meet strong demand for squid, the Japanese government increased the IQ for fresh and frozen squid from 7,000 mt for 1971 to 112,950 mt for 2017. Processed squid which have been flavored, such as smoked, prepared, or preserved products, are exempted from IQ. Common cuttlefish (Sepia officinalis), which is not caught in Japanese waters, has been exempted from IQ since 1978.

As the United States and Japan are signatories to the World Trade Organization (WTO), WTO tariffs apply to imports of squid products from the U.S.: 3.5 percent for fresh or frozen cuttlefish, 5 percent for fresh or frozen squid, and 6.7 percent for smoked products. Tariff rates are calculated as a percentage of total cost, including insurance and freight.

INTRODUCTION

World squid and cuttlefish catches have increased considerably recently, nearly doubling since 30 years ago (Table 1). Japan has historically been the most important player in squid fisheries and consumption. In 2016, however, China finally took the lead in world catch of squid and cuttlefish, although Japan is still the largest consumer. To fill the domestic demand, Japan has greatly increased imports of squid and cuttlefish.

Although squid and cuttlefish are taxonomically different groups of cephalopods, they are normally lumped together in Japanese fishery statistics because of their general similarity in appearance as well as in how they are used as food. Squid and cuttlefish are used in various ways, depending on species and state of preservation, and prices for them vary accordingly.

Japanese squid catches are dominated by species in family Ommastrephidae, which can be characterized as oceanic species, but those in family Loliginidae are also important in local fisheries. Likewise cuttlefish species comprise only a small percentage of the total catch of both groups.

U.S. fisheries for squid target *Loligo peali* on the east coast and *L. opalescens* off California. The latter has found a niche in the Japanese market which can be developed.

This report provides a detailed examination of the Japanese fishery, as well as import, export, supply, demand, consumption, and wholesale prices of squid and cuttlefish.

FISHERY

The Japanese commercial fishery for squid and cuttlefish can be traced back as far as 1458, and throughout history Japan has been the leading nation in terms of total catch as well as consumption. In the last half century, however, Japan's dominance has decreased steadily, its share of world landings falling from 87 percent in 1950 to 4 percent in 2016, when China finally took over the top position (Table 1). Since 1950, Japanese squid and cuttlefish landings have ranged between 108,000 and 773,000 mt, averaging 486,000 mt.

Japanese, and indeed world catches of squid are dominated by species in family Ommastrephidae, which are generally found in offshore oceanic waters. Loliginid species, on the other hand, are generally caught in nearshore waters, and their catches are relatively minor. Thus detailed statistics are lacking on Japanese fisheries for the latter species, as well as cuttlefish. Five species of Ommastrephidae comprise the major targets of the Japanese squid fishery. These are *Todarodes pacificus*, *Ommastrephes bartrami*, *Nototodarus sloani*, *Illex argentinus*, and *Dosidicus gigas*. In 2016, landings of these five species accounted for 68 percent of Japan's total squid and cuttlefish landings (Table 2).

Todarodes pacificus is the species most familiar to Japanese consumers and, as such, sets standards for appearance and taste for the entire market. The availability of this species essentially dictates the extent of use of other squid species. When the landings of this species are low, *T. pacificus* goes to the high-value direct consumption market. Conversely, when the landings are high, more of it is used in processed form, at the expense of other species (Suisan Keizai Shinbun Sha 1992).

Japanese landings of *T. pacificus* steadily declined from 1968 to 1986 (Table 3). In 1968, landings of this species totaled 668,000 mt, an historical high, representing 86 percent of Japan's total squid and cuttlefish landings and 63 percent of the world's landings for that year. Landings of *T. pacificus* was 80 percent of total Japanese squid landings in 1970, but this dropped to 67 percent in 1975 and 13 percent in 1986. By 2016, Japanese catch of *T. pacificus* represented only about 4 percent of the world squid landings.

Following the sharp decline in its catch of *T. pacificus*, Japan developed fisheries for *O. bartrami* in the North Pacific,

using jigging in 1974 and later adding drift gillnet in 1978 (Kohrin Sha 1989). Landings of this species grew rapidly from 17,000 mt in 1974 to a peak of 163,000 mt in 1982 (Table 4). Between 1977 and 1990, landings of this species fluctuated between 100,000 and 163,000 mt. However, landings have decreased sharply since 1990. Lower landings have continued due mainly to a ban, starting in 1993, in the use of driftnets to catch O. bartrami on the high seas in the North Pacific. This action complied with United Nations General Assembly Resolution 46-215 which mandated a global moratorium on all large-scale driftnet fisheries by December 31, 1992.

Since the implementation of the United Nations' moratorium on squid driftnet fishing in the North Pacific, greater effort has been made to find additional sources of squid in other areas. At auctions held by the Peruvian government in April and June of 1993, Japan gained an allocation of 80,000 mt of D. gigas and 36 licenses to fish in the Peruvian Exclusive Economic Zone (EEZ) for a ten month period starting May 3, 1993 (Suisan Tsushin Sha 1993). In April 1993, the Fisheries Agency of Japan announced its approval of the operation of about 20 vessels in an experimental jig fishery in the area where driftnet operations had been prohibited after January 1, 1993 (Nikkan Shokuryo Shinbun Sha 1993). Japanese catches of giant squid D. gigas in waters off Peru, Mexico, Ecuador, and Costa Rica increased from 23,500 mt in 1991 to 56,000 mt in 1994 (Table 5). Landings of D. gigas have since fluctuated, with poor years associated with low catches in the Peruvian EEZ. (Hokkai Keizai Shinbun Sha 2004). In March 2004, Japan received an allocation of 70,000 mt of D. gigas to fish in the Peruvian EEZ for a three month period starting in April 2004 (Suisan Tsushin Sha 2004).

Japanese fishermen began to increase harvest of N. sloani off New Zealand in 1970 and I. argentinus off Argentina in 1978 (Korin Sha 1989). June through November constitutes the squid fishing season for most jig boat in Japanese waters (Zen Gyoren 2004). To extend the season, Japanese vessels fish squid from December through May off New Zealand and from February through May off Argentina.

Annual landings of N. sloani and I. argentinus fluctuated considerably between 1980 and 2003 and reached records of 78,000 mt in 1989 for N. sloani and 240,000 mt in 1987 for I. argentinus (Table 6). Since 1990, however, landings of these species have declined sharply, due mainly to reduced numbers of vessels operating in waters off New Zealand and Argentina.

Table 1. World landings of squid and cuttlefish by major countries, 1950-2016 (1,000 metric tons).

| Year | World total | Japan | China | Korea Rep. of | Argentina | Taiwan | Thailand | U.S.A. | Share (%) Japan/world |
|------|-------------|-------|-------|---------------|-----------|--------|----------|--------|-----------------------|
| 1950 | 542 | 469 | 14 | 20 | 0* | 2 | ..** | 4 | 87 |
| 1951 | 604 | 517 | 20 | 24 | 0 | 3 | .. | 8 | 86 |
| 1952 | 754 | 656 | 25 | 24 | 0 | 3 | .. | 3 | 87 |
| 1953 | 568 | 468 | 25 | 18 | 0 | 3 | .. | 7 | 82 |
| 1954 | 540 | 443 | 31 | 9 | 0 | 2 | .. | 5 | 82 |
| 1955 | 550 | 434 | 34 | 18 | 0 | 4 | .. | 8 | 79 |
| 1956 | 473 | 346 | 39 | 22 | 0 | 5 | .. | 10 | 73 |
| 1957 | 557 | 419 | 38 | 40 | 0 | 5 | .. | 8 | 75 |
| 1958 | 555 | 412 | 38 | 34 | 0 | 5 | .. | 5 | 74 |
| 1959 | 707 | 538 | 40 | 47 | 0 | 8 | .. | 11 | 76 |
| 1960 | 707 | 542 | 40 | 42 | 1 | 7 | .. | 3 | 77 |
| 1961 | 669 | 457 | 40 | 83 | 0 | 8 | .. | 6 | 68 |
| 1962 | 809 | 613 | 42 | 57 | 1 | 14 | .. | 6 | 76 |
| 1963 | 926 | 667 | 42 | 117 | 0 | 16 | .. | 7 | 72 |
| 1964 | 574 | 329 | 42 | 87 | 1 | 14 | .. | 8 | 57 |
| 1965 | 761 | 500 | 44 | 71 | 1 | 14 | .. | 10 | 66 |
| 1966 | 736 | 485 | 44 | 76 | 2 | 19 | .. | 10 | 66 |
| 1967 | 831 | 597 | 44 | 42 | 3 | 14 | .. | 11 | 72 |
| 1968 | 1056 | 773 | 46 | 89 | 3 | 14 | .. | 13 | 73 |
| 1969 | 849 | 590 | 46 | 65 | 1 | 15 | .. | 11 | 69 |
| 1970 | 832 | 517 | 57 | 77 | 2 | 16 | 34 | 12 | 62 |
| 1971 | 819 | 482 | 73 | 46 | 2 | 14 | 37 | 16 | 59 |
| 1972 | 987 | 608 | 48 | 61 | 2 | 21 | 69 | 10 | 62 |
| 1973 | 868 | 482 | -*** | 63 | 4 | 36 | 60 | 7 | 56 |
| 1974 | 858 | 474 | - | 58 | 5 | 21 | 63 | 16 | 55 |
| 1975 | 935 | 534 | - | 70 | 4 | 30 | 63 | 13 | 57 |
| 1976 | 969 | 497 | 36 | 89 | 8 | 36 | 60 | 13 | 51 |
| 1977 | 1,024 | 490 | 40 | 53 | 2 | 32 | 87 | 11 | 48 |
| 1978 | 1,137 | 519 | 62 | 73 | 59 | 33 | 87 | 19 | 46 |
| 1979 | 1,346 | 529 | 90 | 104 | 87 | 46 | 73 | 22 | 39 |
| 1980 | 1,344 | 687 | 80 | 109 | 9 | 45 | 67 | 16 | 51 |
| 1981 | 1,143 | 517 | 28 | 121 | 11 | 58 | 75 | 25 | 45 |
| 1982 | 1,395 | 551 | 50 | 128 | 39 | 86 | 110 | 27 | 39 |
| 1983 | 1,402 | 539 | 53 | 149 | 29 | 77 | 124 | 28 | 38 |
| 1984 | 1,421 | 526 | 54 | 164 | 29 | 103 | 123 | 22 | 37 |
| 1985 | 1,541 | 528 | 53 | 183 | 22 | 166 | 107 | 26 | 34 |
| 1986 | 1,481 | 463 | 50 | 197 | 13 | 160 | 123 | 38 | 31 |
| 1987 | 2,004 | 755 | 62 | 266 | 51 | 220 | 121 | 41 | 38 |
| 1988 | 1,913 | 661 | 76 | 270 | 21 | 227 | 112 | 58 | 35 |
| 1989 | 2,253 | 734 | 59 | 356 | 23 | 233 | 127 | 58 | 33 |
| 1990 | 2,019 | 567 | 69 | 322 | 28 | 215 | 117 | 43 | 28 |
| 1991 | 2,157 | 545 | 70 | 401 | 46 | 280 | 134 | 63 | 25 |
| 1992 | 2,363 | 724 | 71 | 464 | 78 | 207 | 130 | 51 | 31 |
| 1993 | 2,284 | 588 | 122 | 424 | 195 | 219 | 133 | 74 | 26 |
| 1994 | 2,343 | 596 | 194 | 373 | 198 | 190 | 129 | 98 | 25 |
| 1995 | 2,424 | 548 | 222 | 399 | 200 | 187 | 140 | 104 | 23 |
| 1996 | 2,658 | 678 | 173 | 428 | 293 | 171 | 150 | 109 | 26 |
| 1997 | 2,957 | 643 | 243 | 459 | 414 | 250 | 151 | 102 | 22 |
| 1998 | 2,325 | 386 | 375 | 283 | 292 | 236 | 156 | 45 | 17 |
| 1999 | 3,035 | 501 | 410 | 568 | 343 | 297 | 149 | 117 | 17 |
| 2000 | 3,064 | 621 | 478 | 407 | 279 | 259 | 153 | 144 | 20 |
| 2001 | 2,796 | 521 | 499 | 393 | 231 | 165 | 151 | 105 | 19 |
| 2002 | 2,698 | 434 | 520 | 371 | 177 | 128 | 151 | 93 | 16 |
| 2003 | 2,829 | 386 | 688 | 359 | 141 | 219 | 149 | 58 | 14 |
| 2004 | 3,037 | 353 | 860 | 286 | 77 | 93 | 142 | 79 | 12 |
| 2005 | 3,085 | 339 | 777 | 275 | 147 | 62 | 139 | 86 | 11 |
| 2006 | 3,473 | 296 | 776 | 372 | 292 | 149 | 131 | 81 | 9 |
| 2007 | 3,564 | 340 | 875 | 405 | 233 | 301 | 118 | 72 | 10 |

Table 1 (continued). World landings of squid and cuttlefish by major countries, 1950-2016 (1,000 metric tons).

| Year | World total | Japan | China | Korea Rep. of | Argentina | Taiwan | Thailand | U.S.A. | Share (%) Japan/world |
|------|-------------|-------|-------|---------------|-----------|--------|----------|--------|-----------------------|
| 2008 | 3,523 | 305 | 857 | 380 | 256 | 241 | 102 | 66 | 9 |
| 2009 | 2,712 | 324 | 646 | 286 | 73 | 69 | 101 | 121 | 12 |
| 2010 | 2,849 | 285 | 725 | 236 | 86 | 60 | 119 | 153 | 10 |
| 2011 | 2,992 | 310 | 768 | 250 | 77 | 111 | 121 | 150 | 10 |
| 2012 | 3,181 | 219 | 903 | 273 | 95 | 106 | 110 | 122 | 7 |
| 2013 | 3,203 | 229 | 917 | 265 | 192 | 130 | 107 | 120 | 7 |
| 2014 | 3,920 | 211 | 1,217 | 338 | 169 | 212 | 92 | 125 | 5 |
| 2015 | 3,954 | 168 | 1,356 | 316 | 127 | 271 | 86 | 53 | 4 |
| 2016 | 2,785 | 108 | 876 | 150 | 60 | 30 | 104 | 64 | 4 |

0* more than zero but less than 500 mt

..** data not available

-*** magnitude known to be zero

Source: FAO 2003, 2004, 2018
Hokkai Keizai Shinbun Sha 2004

Table 2. Japan's landings of Ommastrephid squid, 2014-2016 (1,000 metric tons).

| <i>Species</i> | <i>2014</i> | <i>2015</i> | <i>2016</i> |
|---|-------------|-------------|-------------|
| <i>Todarodes pacificus</i> | 172 | 129 | 68 |
| <i>Dosidicus gigas</i> | 0 | 0 | 0 |
| <i>Illex argentinus</i> | 0 | 0 | 0 |
| <i>Ommastrephes bartrami</i> | 3 | 3 | 4 |
| <i>Nototodarus sloani</i> | 0.9 | 0.7 | 0.9 |
| <i>Sub-total</i> | 175.9 | 132.7 | 72.9 |
| Japan's total squid and cuttlefish landings | 211 | 168 | 108 |
| Ommastrephid squid as percent of total | 83 | 79 | 68 |

Sources: Suisan Tsushin Sha 2003
Suisan Keizai Shinbun Sha 2004
Hokkai Keizai Shinbun Sha 2004
Zen Gyoren 2004
FAO 2018

Table 3. Landings of *Todarodes pacificus* and total squid and cuttlefish landings, by world and by Japan, 1950-2016 (1,000 metric tons).

| Year | <i>Todarodes pacificus</i> | | Total | | Share (%) | |
|------|----------------------------|----------|----------------------|----------|-----------|-----|
| | World(A) | Japan(B) | Squid and Cuttlefish | | B/D | B/C |
| | | | World(C) | Japan(D) | | |
| 1950 | 429 | 409 | 542 | 469 | 87 | 75 |
| 1951 | 480 | 456 | 604 | 517 | 88 | 75 |
| 1952 | 601 | 577 | 754 | 656 | 88 | 76 |
| 1953 | 422 | 403 | 568 | 468 | 86 | 71 |
| 1954 | 392 | 383 | 540 | 443 | 86 | 71 |
| 1955 | 386 | 368 | 550 | 434 | 85 | 67 |
| 1956 | 305 | 279 | 473 | 346 | 81 | 59 |
| 1957 | 390 | 350 | 557 | 419 | 84 | 63 |
| 1958 | 381 | 346 | 555 | 412 | 84 | 62 |
| 1959 | 507 | 457 | 707 | 538 | 85 | 65 |
| 1960 | 505 | 460 | 707 | 542 | 85 | 65 |
| 1961 | 472 | 385 | 669 | 457 | 84 | 57 |
| 1962 | 584 | 518 | 809 | 613 | 85 | 64 |
| 1963 | 701 | 574 | 926 | 667 | 86 | 62 |
| 1964 | 334 | 238 | 574 | 329 | 72 | 41 |
| 1965 | 477 | 397 | 761 | 500 | 79 | 52 |
| 1966 | 470 | 383 | 736 | 485 | 79 | 52 |
| 1967 | 526 | 477 | 831 | 597 | 80 | 57 |
| 1968 | 759 | 668 | 1,056 | 773 | 86 | 63 |
| 1969 | 545 | 478 | 849 | 590 | 81 | 56 |
| 1970 | 492 | 412 | 832 | 517 | 80 | 50 |
| 1971 | 407 | 364 | 819 | 482 | 76 | 44 |
| 1972 | 528 | 465 | 987 | 608 | 77 | 47 |
| 1973 | 401 | 334 | 868 | 482 | 69 | 39 |
| 1974 | 355 | 310 | 858 | 474 | 66 | 36 |
| 1975 | 418 | 358 | 935 | 534 | 67 | 38 |
| 1976 | 349 | 281 | 969 | 497 | 56 | 29 |
| 1977 | 243 | 208 | 1,024 | 490 | 42 | 20 |
| 1978 | 250 | 216 | 1,137 | 519 | 42 | 19 |
| 1979 | 269 | 213 | 1,346 | 529 | 40 | 16 |
| 1980 | 405 | 330 | 1,344 | 687 | 48 | 25 |
| 1981 | 290 | 197 | 1,143 | 517 | 38 | 17 |
| 1982 | 274 | 145 | 1,395 | 551 | 26 | 10 |
| 1983 | 246 | 143 | 1,402 | 539 | 27 | 10 |
| 1984 | 287 | 131 | 1,421 | 526 | 25 | 9 |
| 1985 | 214 | 108 | 1,541 | 528 | 20 | 7 |
| 1986 | 141 | 61 | 1,481 | 463 | 13 | 4 |
| 1987 | 262 | 139 | 2,004 | 755 | 18 | 7 |
| 1988 | 228 | 119 | 1,913 | 661 | 18 | 6 |
| 1989 | 320 | 164 | 2,253 | 734 | 22 | 7 |
| 1990 | 321 | 166 | 2,019 | 567 | 29 | 8 |
| 1991 | 403 | 196 | 2,157 | 545 | 36 | 9 |
| 1992 | 545 | 326 | 2,363 | 724 | 45 | 14 |
| 1993 | 548 | 235 | 2,284 | 588 | 40 | 10 |
| 1994 | 504 | 234 | 2,343 | 596 | 39 | 10 |
| 1995 | 513 | 256 | 2,424 | 548 | 47 | 11 |
| 1996 | 716 | 388 | 2,658 | 678 | 57 | 15 |
| 1997 | 603 | 310 | 2,957 | 643 | 48 | 10 |
| 1998 | 379 | 144 | 2,325 | 386 | 37 | 6 |
| 1999 | 498 | 203 | 3,035 | 501 | 41 | 7 |
| 2000 | 570 | 291 | 3,058 | 621 | 47 | 10 |
| 2001 | 529 | 254 | 2,776 | 521 | 49 | 9 |
| 2002 | 504 | 274 | 2,698 | 434 | 54 | 16 |

Table 3 (continued). Landings of *Todarodes pacificus* and total squid and cuttlefish landings, by world and by Japan, 1950-2016 (1,000 metric tons).

| Year | <i>Todarodes pacificus</i> | | Total | | Share (%) | |
|------|----------------------------|----------|----------------------------------|----------|-----------|-----|
| | World(A) | Japan(B) | Squid and Cuttlefish World(C) | Japan(D) | B/D | B/C |
| 2003 | 488 | 254 | 2,829 | 386 | 52 | 14 |
| 2004 | 448 | 235 | 3,037 | 353 | 52 | 12 |
| 2005 | 412 | 222 | 3,085 | 339 | 54 | 11 |
| 2006 | 388 | 190 | 3,473 | 296 | 49 | 9 |
| 2007 | 429 | 253 | 3,564 | 340 | 59 | 10 |
| 2008 | 403 | 217 | 3,523 | 305 | 54 | 9 |
| 2009 | 408 | 219 | 2,712 | 324 | 54 | 12 |
| 2010 | 359 | 200 | 2,849 | 285 | 56 | 10 |
| 2011 | 414 | 242 | 2,992 | 310 | 59 | 10 |
| 2012 | 350 | 168 | 3,181 | 219 | 48 | 7 |
| 2013 | 338 | 180 | 3,203 | 229 | 53 | 7 |
| 2014 | 340 | 173 | 3,920 | 211 | 51 | 5 |
| 2015 | 296 | 129 | 3,954 | 168 | 44 | 4 |
| 2016 | 195 | 68 | 2,785 | 108 | 35 | 4 |

Sources: FAO 2004, 2018
 Zen Gyoren 1990-2004
 Suisan Tsushin Sha 2003, 2004

Table 4. Japan's landings of *Ommastrephes bartrami*, 1974-2016 (metric tons).

| Year | Driftnet | Jig | Others | Total |
|------|----------|--------|--------|---------|
| 1974 | 0 | - | - | 17,000 |
| 1975 | 0 | - | - | 41,164 |
| 1976 | 0 | - | - | 84,184 |
| 1977 | 0 | - | - | 121,768 |
| 1978 | - | - | - | 151,307 |
| 1979 | - | - | - | 124,692 |
| 1980 | - | - | - | 144,000 |
| 1981 | - | - | - | 120,000 |
| 1982 | 108,000 | 38,000 | 17,000 | 163,000 |
| 1983 | 112,000 | 25,000 | 11,000 | 148,000 |
| 1984 | 73,000 | 15,400 | 11,600 | 100,000 |
| 1985 | 99,000 | 10,000 | 26,000 | 135,000 |
| 1986 | 85,000 | 8,000 | 15,000 | 108,000 |
| 1987 | 111,000 | 0 | 21,000 | 132,000 |
| 1988 | 86,000 | 2,000 | 13,000 | 101,000 |
| 1989 | 98,500 | 6,900 | 14,600 | 120,000 |
| 1990 | 103,000 | 16,000 | 17,000 | 136,000 |
| 1991 | 70,200 | 5,500 | 6,000 | 81,700 |
| 1992 | 67,600 | 2,100 | 300 | 70,000 |
| 1993 | 1,830 | 7,300 | 200 | 9,330 |
| 1994 | 0 | 35,300 | 3,600 | 38,900 |
| 1995 | 0 | 34,900 | 16,430 | 51,330 |
| 1996 | 0 | 38,630 | 2,140 | 40,770 |
| 1997 | 0 | 40,000 | 1,700 | 41,700 |
| 1998 | 0 | 53,960 | 4,290 | 58,250 |
| 1999 | 0 | 34,430 | 160 | 34,590 |
| 2000 | 0 | 16,250 | 1,250 | 17,500 |
| 2001 | 0 | 15,300 | 110 | 15,410 |
| 2002 | 0 | 8,940 | 0 | 8,940 |
| 2003 | 0 | 12,670 | 530 | 13,200 |
| 1999 | 0 | 34,430 | 160 | 34,590 |
| 2000 | 0 | 16,250 | 1,250 | 17,500 |
| 2001 | 0 | 15,300 | 110 | 15,410 |
| 2002 | 0 | 8,940 | 0 | 8,940 |
| 2003 | 0 | 12,670 | 530 | 13,200 |
| 2004 | - | - | - | 10,198 |
| 2005 | - | - | - | 6,278 |
| 2006 | - | - | - | 9,592 |
| 2004 | - | - | - | 10,198 |
| 2005 | - | - | - | 6,278 |
| 2006 | - | - | - | 9,592 |
| 2007 | - | - | - | 21,933 |
| 2008 | - | - | - | 24,393 |

Table 4 (continued). Japan's landings of Ommastrephes bartrami, 1974-2016 (metric tons).

| Year | Driftnet | Jig | Others | Total |
|------|----------|-----|--------|--------|
| 2009 | - | - | - | 35,993 |
| 2010 | - | - | - | 22,326 |
| 2011 | - | - | - | 14,489 |
| 2012 | - | - | - | 5,454 |
| 2013 | - | - | - | 3,607 |
| 2014 | - | - | - | 3,274 |
| 2015 | - | - | - | 2,923 |
| 2016 | - | - | - | 3,500 |
| 2004 | - | - | - | 10,198 |
| 2005 | - | - | - | 6,278 |
| 2006 | - | - | - | 9,592 |
| 2007 | - | - | - | 21,933 |
| 2008 | - | - | - | 24,393 |
| 2009 | - | - | - | 35,993 |
| 2010 | - | - | - | 22,326 |
| 2011 | - | - | - | 14,489 |
| 2012 | - | - | - | 5,454 |
| 2013 | - | - | - | 3,607 |
| 2014 | - | - | - | 3,274 |
| 2015 | - | - | - | 2,923 |
| 2016 | - | - | - | 3,500 |

-...breakdown is not available

Sources: Zen Gyoren 1988, 1993, 2004
 Kohrin Sha 1989
 Suisan Tsushin Sha 2004
 FAO 2018

Table 5. Japan's landings of *Dosidicus gigas*, 1991-2016 (metric tons).

| Year | Waters off | | Total |
|------|------------|---------|--------|
| | Peru | Others* | |
| 1991 | 18,500 | 5,000 | 23,500 |
| 1992 | 27,000 | 4,700 | 31,700 |
| 1993 | 46,100 | 0 | 46,100 |
| 1994 | 56,000 | 0 | 56,000 |
| 1995 | 25,000 | 0 | 25,000 |
| 1996 | 5,440 | 3,470 | 8,910 |
| 1997 | 2,500 | 22,000 | 24,500 |
| 1998 | 220 | 5,300 | 5,520 |
| 1999 | 0 | 410 | 410 |
| 2000 | 52,900 | 19,400 | 72,300 |
| 2001 | 51,600 | 160 | 51,760 |
| 2002 | 55,500 | 0 | 55,500 |
| 2003 | 25,970 | 0 | 25,970 |
| 2003 | 25,970 | 0 | 25,970 |
| 2004 | - | - | 46,187 |
| 2005 | - | - | 33,652 |
| 2006 | - | - | 37,428 |
| 2007 | - | - | 14,059 |
| 2008 | - | - | 14,143 |
| 2009 | - | - | 27,271 |
| 2010 | - | - | 17,113 |
| 2011 | - | - | 9,977 |
| 2012 | - | - | 1,448 |
| 2013 | - | - | 0 |
| 2014 | - | - | 0 |
| 2015 | - | - | 0 |
| 2016 | - | - | 0 |

Others* include Mexico, Ecuador, and Costa Rica
 -...breakdown is not available

Sources: Zen Gyoren 1988, 1993, 2004
 Suisan Tsushin Sha 2004
 FAO 2018

Table 6. Japan's landings of *Nototodarus sloani*, and *Illex argentinus*, 1980-2016.

| Year | <i>Nototodarus sloani</i> | | <i>Illex argentinus</i> | |
|------|---------------------------|----------------------|---------------------------|----------------------|
| | Landings (metric tons) | Number of vessels | Landings (metric tons) | Number of vessels |
| 1980 | 63,000 | - | 38,000 | - |
| 1981 | 40,000 | - | 18,000 | - |
| 1982 | 50,000 | - | 35,000 | - |
| 1983 | 49,000 | 112 | 25,000 | - |
| 1984 | 65,000 | 125 | 60,000 | - |
| 1985 | 50,000 | 116 | 77,000 | - |
| 1986 | 40,000 | 101 | 95,000 | 107 |
| 1987 | 52,000 | 129 | 240,000 | 134 |
| 1988 | 53,000 | 83 | 203,000 | 119 |
| 1989 | 78,000 | 151 | 174,000 | 108 |
| 1990 | 8,680 | 54 | 83,900 | 99 |
| 1991 | 8,950 | 30 | 91,200 | 82 |
| 1992 | 10,500 | 10 | 71,600 | 64 |
| 1993 | 8,000 | 14 | 96,800 | - |
| 1994 | 9,710 | 9 | 79,270 | - |
| 1995 | 20,400 | 22 | 65,950 | 51 |
| 1996 | 10,530 | 25 | 58,730 | 49 |
| 1997 | 5,210 | 25 | 87,650 | 50 |
| 1998 | 3,710 | 15 | 69,580 | 44 |
| 1999 | 1,840 | 15 | 122,860 | 48 |
| 2000 | 1,850 | 8 | 97,930 | 48 |
| 2001 | 1,390 | 4 | 53,880 | 42 |
| 2002 | 1,700 | 3 | 20,450 | 34 |
| 2003 | 3,090 | 4 | 17,500 | 25 |
| 1980 | 63,000 | - | 38,000 | - |
| 1981 | 40,000 | - | 18,000 | - |
| 1982 | 50,000 | - | 35,000 | - |
| 1983 | 49,000 | 112 | 25,000 | - |
| 1984 | 65,000 | 125 | 60,000 | - |
| 1985 | 50,000 | 116 | 77,000 | - |
| 1986 | 40,000 | 101 | 95,000 | 107 |
| 1987 | 52,000 | 129 | 240,000 | 134 |
| 1988 | 53,000 | 83 | 203,000 | 119 |
| 1989 | 78,000 | 151 | 174,000 | 108 |
| 1990 | 8,680 | 54 | 83,900 | 99 |
| 1991 | 8,950 | 30 | 91,200 | 82 |
| 1992 | 10,500 | 10 | 71,600 | 64 |
| 1993 | 8,000 | 14 | 96,800 | - |
| 1994 | 9,710 | 9 | 79,270 | - |

Table 6 (continued). Japan's landings of Nototodarus sloani, and Illex argentinus, 1980-2016.

| Year | <u>Nototodarus sloani</u> | | <u>Illex argentinus</u> | |
|------|---------------------------|----------------------|---------------------------|----------------------|
| | Landings (metric tons) | Number of vessels | Landings (metric tons) | Number of vessels |
| 1995 | 20,400 | 22 | 65,950 | 51 |
| 1996 | 10,530 | 25 | 58,730 | 49 |
| 1997 | 5,210 | 25 | 87,650 | 50 |
| 1998 | 3,710 | 15 | 69,580 | 44 |
| 1999 | 1,840 | 15 | 122,860 | 48 |
| 2000 | 1,850 | 8 | 97,930 | 48 |
| 2001 | 1,390 | 4 | 53,880 | 42 |
| 2002 | 1,700 | 3 | 20,450 | 34 |
| 2003 | 3,090 | 4 | 17,500 | 25 |
| 2004 | 3,906 | - | 10,198 | - |
| 2005 | 4,757 | - | 6,278 | - |
| 2006 | 3,951 | - | 9,592 | - |
| 2007 | 3,081 | - | 0 | - |
| 2008 | 1,359 | - | 0 | - |
| 2009 | 761 | - | 0 | - |
| 2010 | 856 | - | 0 | - |
| 2011 | 1,336 | - | 0 | - |
| 2012 | 1,789 | - | 0 | - |
| 2013 | 1,711 | - | 0 | - |
| 2014 | 920 | - | 0 | - |
| 2015 | 689 | - | 0 | - |
| 2016 | 934 | - | 0 | - |

-...not available

Sources: Zen Gyoren 1990-2004
 Suisan Tsushin Sha 2003, 2004
 FAO 2018

IMPORTS

Japan has traditionally included both squid and cuttlefish under the common name squid (ika). This tradition continues in its trade regulation, as both squid and cuttlefish are combined in a single IQ.

Squid and cuttlefish imports were previously not allowed because domestic demand was satisfied by Japanese catches. When landings of Japanese flying squid (*T. pacificus*) dropped sharply in 1969, however, Japan had to begin importing squid and cuttlefish in 1971 under a carefully administered quota system. From 1971 to 1979, imports of fresh and frozen squid and cuttlefish to Japan increased steadily from 21,000 mt to 156,000 mt, more than seven times in volume (Table 7). From 1982 to 2017, imports have fluctuated between 78,000 and 116,000 mt.

Japan liberalized the import of fresh and frozen common cuttlefish (*Sepia officinalis*) on April 1, 1978, making it free from import quota restrictions. This is the only squid or cuttlefish species exempt from IQ.

Imports of frozen squid fluctuated between 33,000 and 100,000 mt from 1988 to 2017 (Table 7). The products came mostly from China, with lesser quantities imported from Republic of Korea, Taiwan, Argentina, and the United States (Table 8 and 9).

Japan's imports of frozen cuttlefish have declined since 1995 (Table 7). Thailand remained the largest supplier of frozen cuttlefish with an annual average of 3,800 mt from 2013 to 2017, followed by Viet Nam, Morocco, Somalia, and Malaysia (Table 10).

Imports of squid into Japan from the United States have been almost exclusively confined to *Loligo opalescens* (U.S. Department of Commerce 2018). In 2017, Japan's imports of squid from the United States were 6,348 mt, an increase by more than two-fold over 2016 imports (Table 8 and 9).

Imports of fresh cuttlefish were only 1 mt in 2014 (Table 11). The United Arab Emirates was the single supplier of fresh cuttlefish products to Japan in 2014.

Imports of dried or salted squid and cuttlefish decreased from 349 mt in 2013 to 152 mt in 2017. China has been the major supplier of dried squid and cuttlefish to Japan since 1999.

Peru supplied 5 mt of dried or salted products to Japan in 2016. (Table 12).

Trade barriers

Japan regulates imports of squid and cuttlefish with IQ and tariffs. IQs are set once a per year, with new quotas announced each year. To meet strong demand, the Japanese government has gradually increased the IQ for fresh and frozen squid and cuttlefish from 53,000 mt for 1993 to 112,950 mt for 2017 (Table 13).

Product forms which are exempted from IQ regulations include processed squid and cuttlefish which have been flavored, such as prepared or preserved products (i.e. canned, boiled, seasoned, or fermented products). Common cuttlefish (*Sepia officinalis*) has been exempted from IQ since 1978, when the quota was removed from this highly prized species which is not caught in Japanese waters.

While the Ministry of International Trade and Industry is the lead agency in administering the quota system, it coordinates its actions closely with the Fisheries Agency (FAJ) of the Ministry of Agriculture, Forestry, and Fisheries. In addition to setting quotas for imports, the government also controls allocations among the following recipient groups:

- A. Traders: Trading companies with past import history;
- B. Users: Processors' associations which usually hire traders to perform import functions on their behalf;
- C. Fishermen: Fishermen or fishery organizations fishing in overseas waters and designated by FAJ Director General, or those who received import orders from such fishermen or fishery organizations;
- D. Joint venture: Japanese joint venture participants in which the Japanese equity exceeds 40 percent;
- E. First-Come-First-Served: Companies which have import contracts for squid and cuttlefish signed after the date of the IQ announcement.

There is a great deal of variation in the amount of quota held by recipient groups (Table 14) and individual importers. Trading companies have held the largest share of quota

allocations, and since 2000 this has been about 40 percent. The share of the processors' associations has been about 35 percent

since 2001. The fishermen's quota increased to 24 percent in 2017.

Imports of squid and cuttlefish are subject to tariffs. As the United States and Japan are signatories to the World Trade Organization (WTO), WTO tariffs apply to U.S. exports of squid products: 3.5 percent for fresh or frozen cuttlefish (excluding *Rossia macrosoma* and *Sepiola* spp.), 5 percent for fresh or frozen squid and cuttlefish (*Rossia macrosoma* and *Sepiola* spp.), 6.7 percent for smoked products. Tariff rates are calculated as a percentage of total cost, including insurance and freight.

Table 7. Japan's annual imports of fresh and frozen squid and cuttlefish products by volume, 1971-2017 (metric tons).

| Year | Cuttlefish | | Squid | | total |
|------|------------|--------|-------|--------|---------|
| | Fresh | Frozen | Fresh | Frozen | |
| 1971 | - | - | - | - | 21,330 |
| 1972 | - | - | - | - | 27,844 |
| 1972 | - | - | - | - | 27,844 |
| 1973 | - | - | - | - | 28,980 |
| 1974 | - | - | - | - | 44,762 |
| 1975 | - | - | - | - | 58,580 |
| 1976 | - | - | - | - | 68,533 |
| 1977 | - | - | - | - | 74,732 |
| 1978 | - | - | - | - | 118,142 |
| 1979 | - | - | - | - | 155,868 |
| 1980 | - | - | - | - | 94,375 |
| 1981 | - | - | - | - | 68,776 |
| 1982 | - | - | - | - | 96,399 |
| 1983 | - | - | - | - | 101,661 |
| 1984 | - | - | - | - | 102,581 |
| 1985 | - | - | - | - | 112,883 |
| 1986 | - | 81,759 | - | 43,455 | 125,214 |
| 1987 | - | 62,751 | - | 39,170 | 101,921 |
| 1988 | 239 | 53,703 | 4 | 47,891 | 101,837 |
| 1989 | 80 | 67,312 | 9 | 48,176 | 115,577 |
| 1990 | 80 | 61,166 | 0 | 53,030 | 114,276 |
| 1991 | 98 | 51,683 | 0 | 46,236 | 98,019 |
| 1992 | 66 | 48,300 | 40 | 52,890 | 101,296 |
| 1993 | 55 | 54,001 | 19 | 43,998 | 98,073 |
| 1994 | 86 | 60,769 | 81 | 54,882 | 115,818 |
| 1995 | 43 | 53,144 | 0 | 33,057 | 86,244 |
| 1996 | 46 | 49,345 | 0 | 58,124 | 107,515 |
| 1997 | 32 | 46,982 | 3 | 48,661 | 95,678 |
| 1998 | 9 | 44,761 | 5 | 48,602 | 93,377 |
| 1999 | 5 | 43,373 | 18 | 62,513 | 105,909 |
| 2000 | 13 | 41,426 | 1 | 56,077 | 97,517 |
| 2001 | 28 | 38,955 | 0 | 43,136 | 82,119 |
| 2002 | 2 | 36,092 | 2 | 60,362 | 96,458 |
| 2003 | 14 | 32,607 | 4 | 51,272 | 83,897 |
| 2004 | 2 | 32,316 | 0 | 60,734 | 93,052 |
| 2005 | 2 | 32,036 | 0 | 64,268 | 96,306 |
| 2006 | 2 | 28,083 | 0 | 65,898 | 93,983 |
| 2007 | 4 | 26,025 | 0 | 75,100 | 101,129 |
| 2008 | 4 | 19,702 | 0 | 67,745 | 87,451 |
| 2009 | 2 | 19,013 | 0 | 59,013 | 78,028 |
| 2010 | 0 | 18,922 | 0 | 59,422 | 78,344 |
| 2011 | 0 | 16,030 | 0 | 73,919 | 89,949 |
| 2012 | 0 | 16,178 | 0 | 75,071 | 91,249 |
| 2013 | 0 | 13,244 | 0 | 93,166 | 106,410 |
| 2014 | 1 | 11,859 | 0 | 85,634 | 97,494 |
| 2015 | 0 | 12,343 | 0 | 78,279 | 90,622 |
| 2016 | 0 | 11,861 | 0 | 93,308 | 105,169 |
| 2017 | 0 | 11,506 | 0 | 99,547 | 111,053 |

-..not available
 0.....no imports

Sources: Japan Fish Traders Association 1972-2004
 Ministry of Finance 2018

Table 8. Japan's imports of frozen squid* by country of origin and volume, 2013-2017 (metric tons).

| Country of origin | 2013 | 2014 | 2015 | 2016 | 2017 |
|-------------------|---------------|---------------|---------------|---------------|---------------|
| Korea, Rep. of | 328 | 148 | 61 | 10 | 49 |
| China | 8,380 | 7,311 | 622 | 68 | 156 |
| Hong Kong | 6 | 0 | 1 | 0 | 2 |
| Viet Nam | 4,360 | 3,551 | 2,900 | 2,376 | 3,708 |
| Thailand | 6,200 | 5,557 | 5,219 | 4,061 | 3,734 |
| Malaysia | 100 | 142 | 60 | 67 | 105 |
| Philippines | 816 | 700 | 602 | 620 | 1,332 |
| Indonesia | 753 | 656 | 511 | 599 | 304 |
| Myanmar | 432 | 638 | 331 | 297 | 198 |
| India | 1,699 | 1,283 | 1,029 | 1,564 | 1,761 |
| Sri Lank | 166 | 147 | 67 | 126 | 22 |
| USA | 7,066 | 3,627 | 2,966 | 2,813 | 6,247 |
| Mexico | 313 | 0 | 0 | 15 | 2,664 |
| Peru | 119 | 0 | 9 | 0 | 76 |
| Falk Land | 12 | 2,966 | 0 | 0 | 114 |
| Argentina | 0 | 0 | 0 | 2 | 2 |
| Morocco | 575 | 0 | 191 | 327 | 523 |
| Somalia | 0 | 0 | 0 | 5 | 0 |
| South Africa | 100 | 9 | 107 | 137 | 0 |
| New Zealand | 190 | 0 | 112 | 339 | 523 |
| Total | 31,617 | 26,735 | 14,789 | 13,426 | 21,520 |

* Ommastrephes spp., Loligo spp., Nototodarus spp.,
 Sepioteuthis spp

Source: Ministry of Finance 2018

**Table 9. Japan's imports of frozen squid* by
Country of origin and volume, 2013-2017
(metric tons).**

| Country of origin | 2013 | 2014 | 2015 | 2016 | 2017 |
|-------------------|---------------|---------------|---------------|---------------|---------------|
| Korea, Rep. of | 1,003 | 1,048 | 551 | 7,337 | 7,386 |
| China | 31,206 | 29,093 | 35,504 | 38,099 | 50,375 |
| Taiwan | 486 | 133 | 629 | 982 | 7,034 |
| Viet Nam | 31 | 18 | 12 | 60 | 91 |
| Thailand | 273 | 116 | 133 | 22 | 85 |
| Malaysia | 91 | 127 | 54 | 77 | -118 |
| Indonesia | 38 | 1 | 1 | 4 | - |
| Myanmar | 6 | 74 | - | - | 2 |
| Pakistan | 7 | - | - | - | - |
| USA | 281 | 189 | 153 | 23 | 101 |
| Mexico | 388 | 995 | 53 | - | - |
| Peru | 14,276 | 10,902 | 9,401 | 15,688 | 1,593 |
| Chili | 7,410 | 8,142 | 9,204 | 4,041 | 4,744 |
| Argentina | 5,666 | 7491 | 5,149 | 999 | 6,729 |
| New Zealand | 3 | 0 | - | 43 | 0 |
| Spain | 0 | 74 | 26 | 49 | - |
| Ecuador | 0 | - | 1,851 | 1,568 | 0 |
| Total | 61,549 | 58,899 | 63,490 | 79,882 | 78,027 |

* excluding *Ommastrephes* spp., *Loligo* spp.,
Nototodarus spp., *Sepioteuthis* spp

Source: Ministry of Finance 2018

Table 10. Japan's imports of frozen cuttlefish by country of origin and volume, 2013-2017 (metric tons).

| Country of origin | 2013 | 2014 | 2015 | 2016 | 2017 |
|----------------------|---------------|---------------|---------------|---------------|---------------|
| Korea, Rep. of | 437 | 186 | 526 | 139 | 0 |
| China | 39 | 15 | 27 | 13 | 81 |
| China | - | - | - | - | 81 |
| Hong Kong | 27 | 4 | 6 | 6 | - |
| Viet Nam | 2,483 | 2,205 | 2,285 | 2,878 | 3,170 |
| Thailand | 4,454 | 4,569 | 4,402 | 3,029 | 2,576 |
| Malaysia | 1,275 | 1,251 | 1,248 | 1,125 | 785 |
| Philippines | 116 | 56 | 75 | 127 | 146 |
| Indonesia | 302 | 173 | 99 | 423 | 863 |
| Myanmar | 16 | - | - | - | - |
| India | 151 | 143 | 118 | 154 | 64 |
| Pakistan | 90 | - | - | - | - |
| Sri Lanka | 146 | 77 | 25 | 1 | 49 |
| Iran | 346 | 458 | 591 | 378 | 311 |
| Bahrain | - | - | - | - | 93 |
| Saudi Arabia | - | - | - | - | - |
| Oman | 86 | 118 | 90 | 109 | 347 |
| United Arab Emirates | - | 15 | 84 | 37 | - |
| Yemen | 24 | 38 | 75 | 123 | 14 |
| France | 1 | - | - | - | - |
| Morocco | 3,004 | 2,321 | 2,209 | 2,571 | 1,893 |
| Somalia | - | - | 81 | 585 | 949 |
| Maritan | 145 | 47 | 271 | 37 | 93 |
| Senegal | 103 | 183 | 112 | 122 | 45 |
| United Kingdom | - | - | - | - | 25 |
| Total | 13,244 | 11,859 | 12,323 | 11,857 | 11,506 |

Source: Ministry of Finance 2018

Table 11. Japan's imports of fresh cuttlefish by country of origin and volume, 2013-2017 (metric tons).

| Country of origin | 2013 | 2014 | 2015 | 2016 | 2017 |
|----------------------|------|------|------|------|------|
| United Arab Emirates | 0 | 1 | 0 | 0 | 0 |
| Total | 0 | 1 | 0 | 0 | 0 |

Source: Ministry of Finance 2018

Table 12. Japan's imports of dried or salted squid and cuttlefish by country of origin and volume, 2013-2017 (metric tons).

| Country of origin | 2013 | 2014 | 2015 | 2016 | 2017 |
|-------------------|------|------|------|------|------|
| China | 349 | 161 | 143 | 200 | 152 |
| Peru | 0 | 0 | 0 | 5 | 0 |
| Total | 349 | 161 | 143 | 205 | 152 |

Source: Ministry of Finance 2018

Table 13. Japan's import quotas for fresh or frozen squid and cuttlefish*, 1971-2018 (metric tons).

| <u>Year</u> | <u>quota</u> | <u>Year</u> | <u>quota</u> |
|-------------|--------------|-------------|--------------|
| 1971 | 7,000 | 1995 | 55,100 |
| 1972 | 10,000 | 1996 | 55,100 |
| 1973 | 12,000 | 1997 | 55,100 |
| 1974 | 14,900 | 1998 | 55,600 |
| 1975 | 15,900 | 1999 | 55,600 |
| 1976 | 18,200 | 2000 | 56,450 |
| 1977 | 40,000 | 2001 | 58,450 |
| 1978 | 60,000 | 2002 | 64,750 |
| 1979 | 76,500 | 2003 | 59,450 |
| 1980 | 18,000 | 2004 | 59,950 |
| 1981 | 25,000 | 2005 | 59,950 |
| 1982 | 41,000 | 2006 | 69,950 |
| 1983 | 38,000 | 2007 | 74,950 |
| 1984 | 41,000 | 2008 | 74,950 |
| 1985 | 46,000 | 2009 | 74,950 |
| 1986 | 53,000 | 2010 | 74,950 |
| 1987 | 53,000 | 2011 | 74,950 |
| 1988 | 53,000 | 2012 | 74,950 |
| 1989 | 53,000 | 2013 | 74,950 |
| 1990 | 53,000 | 2014 | 89,950 |
| 1991 | 53,000 | 2015 | 82,450 |
| 1992 | 53,000 | 2016 | 93,950 |
| 1993 | 53,000 | 2017 | 112,950 |
| 1994 | 55,100 | 2018 | 86,950 |

*...excludes *Sepia officinalis*

Sources: Zen Gyoren 1993, 2004
 Minato Shinbun Sha 2004
 Ministry of Economy, Trade and Industry
 2015-2018

Table 14. Allocation of Japan's import quotas for fresh or frozen squid and cuttlefish* by recipient groups for 1984-1992, 2000-2003 and 2016-2018 (metric tons).

| Year | Total | Traders | Users | Joint venture | Fishermen | First-come First-served |
|------|---------|---------|--------|---------------|-----------|-------------------------|
| 1984 | 41,000 | 20,244 | 15,956 | 4,800 | 0 | 0 |
| 1985 | 46,000 | 21,799 | 18,601 | 5,600 | 0 | 0 |
| 1986 | 53,000 | 23,598 | 21,496 | 4,906 | 3,000 | 0 |
| 1987 | 53,000 | 23,598 | 21,496 | 4,906 | 3,000 | 0 |
| 1988 | 53,000 | 23,598 | 21,496 | 4,906 | 3,000 | 0 |
| 1989 | 53,000 | 23,598 | 21,496 | 4,906 | 3,000 | 0 |
| 1990 | 53,000 | 23,598 | 21,496 | 4,906 | 3,000 | 0 |
| 1991 | 53,000 | 23,598 | 21,496 | 4,906 | 3,000 | 0 |
| 1992 | 53,000 | 23,598 | 21,496 | 4,906 | 3,000 | 0 |
| 2000 | 56,450 | 23,629 | 20,766 | 1,620 | 9,100 | 1,335 |
| 2001 | 58,450 | 23,789 | 20,766 | 1,620 | 10,010 | 2,265 |
| 2002 | 58,950 | 23,829 | 20,766 | 1,620 | 10,238 | 2,497 |
| 2003 | 59,450 | 23,869 | 20,994 | 0 | 11,858 | 2,729 |
| 2016 | 93,950 | 33,840 | 33,072 | 0 | 20,258 | 6,780 |
| 2017 | 112,950 | 40,920 | 45,792 | 0 | 19,458 | 6,780 |
| 2018 | 86,950 | 32,050 | 28,002 | 0 | 21,298 | 5,600 |

*...excludes *Sepia officinalis*

Sources: Zen Gyoren 1985-2004
Ministry of Economy, Trade and Industry 2015-2018

COLD STORAGE HOLDING

Japan's cold storage holdings of squid and cuttlefish fluctuate from year to year. Table 15 shows year-end inventories of frozen squid and cuttlefish between 1981 and 2017. Large increases in inventory are seen starting in 1987, attributed to increased inventories of Ommastrephid squid, (*T. pacificus*, *N. sloani*, and *I. argentinus*). For some unknown reason *O. bartrami*, another Ommastrephid squid, is separated from the other three.

The sharp increases in inventory of the three Ommastrephid squid in 1987, 1988, and 1989 were due to increased landings of *I. argentinus* in the Southwest Atlantic, and of *T. pacificus* in the Northwest Pacific.

Table 15. Japan's year-end cold storage holdings of frozen squid and cuttlefish, 1981-2017 (metric tons).

| Year end | Ommastrephid squid* | Cuttlefish | Other squid | Total |
|----------|---------------------|------------|-------------|---------|
| 1981 | 52,303 | 11,771 | 32,684 | 96,758 |
| 1982 | 52,331 | 13,755 | 53,294 | 119,380 |
| 1983 | 48,982 | 14,137 | 55,302 | 118,421 |
| 1984 | 54,158 | 14,592 | 43,681 | 112,431 |
| 1985 | 59,117 | 20,203 | 65,477 | 144,797 |
| 1986 | 43,371 | 29,873 | 67,582 | 140,826 |
| 1987 | 115,868 | 27,455 | 75,021 | 218,344 |
| 1988 | 127,246 | 18,421 | 71,530 | 217,197 |
| 1989 | 181,537 | 23,590 | 80,770 | 285,897 |
| 1990 | 137,744 | 23,862 | 77,604 | 239,210 |
| 1991 | 100,148 | 20,099 | 81,979 | 202,226 |
| 1992 | 124,493 | 14,238 | 75,889 | 214,620 |
| 1993 | 86,112 | 14,099 | 56,614 | 156,825 |
| 1994 | 81,636 | 17,869 | 66,231 | 165,736 |
| 1995 | 75,712 | 18,509 | 60,952 | 155,173 |
| 1996 | 113,199 | 16,784 | 51,411 | 181,394 |
| 1997 | 115,665 | 13,915 | 55,447 | 185,027 |
| 1998 | 64,015 | 12,599 | 42,335 | 118,949 |
| 1999 | 78,489 | 11,961 | 38,634 | 129,084 |
| 2000 | 106,528 | 12,145 | 58,745 | 177,418 |
| 2001 | 84,940 | 10,541 | 49,313 | 144,794 |
| 2002 | 72,755 | 9,420 | 44,516 | 126,691 |
| 2003 | 64,447 | 9,394 | 39,459 | 113,300 |
| 2004 | 53,170 | 10,024 | 39,305 | 102,499 |
| 2005 | 56,515 | 10,161 | 36,044 | 102,720 |
| 2006 | 50,523 | 8,273 | 34,718 | 93,514 |
| 2007 | 68,236 | 10,304 | 33,220 | 111,760 |
| 2008 | 63,652 | 8,061 | 29,052 | 100,765 |
| 2009 | 57,579 | 5,006 | 32,358 | 94,943 |
| 2010 | 41,653 | 6,880 | 24,709 | 73,242 |
| 2011 | 49,185 | 4,993 | 30,330 | 84,508 |
| 2012 | 38,302 | 4,674 | 27,832 | 70,808 |
| 2013 | 37,592 | 5,083 | 29,012 | 71,687 |
| 2014 | 42,713 | 4,377 | 26,532 | 73,622 |
| 2015 | 31,665 | 4,665 | 23,896 | 60,227 |
| 2016 | 16,251 | 4,607 | 19,566 | 40,424 |
| 2017 | 19,527 | 5,555 | 22,404 | 47,486 |

Sources: Ministry of Agriculture, Forestry, and Fisheries, 1983-2018
Hokkai Keizai Shinbun Sha 2004

SUPPLY

The annual supply of squid and cuttlefish for the Japanese market and for export is comprised of the cold storage inventory of January 1, plus that year's domestic catches and imports. The annual supply reached a record high in 1989 due mainly to sharply increased domestic catches (Table 16).

Between 1982 and 2016, annual supply of squid ranged between 273,000 and 1,081,000 mt, averaging 694,000 mt. During this period catches averaged 448,000 mt (about 63 percent of the total supply). The January inventory averaged 137,000 mt (20 percent), and imports 109,000 mt (17 percent) but the latter was higher (27 percent) in 2015 and (38 percent) in 2016, when the catch was lower.

Table 16. Japan's annual supply of squid and cuttlefish, 1982-2016 (1,000 metric tons).

| Year | Inventory January 1) | Catch | Imports | Supply | Percent of Supply | | |
|------------------------|-------------------------|-------|---------|--------|-------------------|-------|--------|
| | | | | | Inventory | Catch | Import |
| 1982 | 97 | 551 | 101 | 749 | 13 | 74 | 13 |
| 1983 | 119 | 539 | 106 | 764 | 16 | 71 | 14 |
| 1984 | 118 | 526 | 111 | 755 | 16 | 70 | 15 |
| 1985 | 112 | 528 | 125 | 765 | 15 | 69 | 16 |
| 1986 | 145 | 463 | 142 | 750 | 19 | 62 | 19 |
| 1987 | 141 | 755 | 118 | 1,014 | 14 | 74 | 12 |
| 1988 | 218 | 661 | 122 | 1,001 | 22 | 66 | 12 |
| 1989 | 217 | 734 | 130 | 1,081 | 20 | 68 | 12 |
| 1990 | 286 | 567 | 129 | 982 | 29 | 58 | 13 |
| 1991 | 239 | 545 | 112 | 896 | 27 | 61 | 13 |
| 1992 | 202 | 724 | 116 | 1,042 | 19 | 69 | 11 |
| 1993 | 215 | 588 | 109 | 912 | 24 | 64 | 12 |
| 1994 | 157 | 296 | 127 | 580 | 27 | 51 | 22 |
| 1995 | 166 | 548 | 101 | 815 | 20 | 67 | 12 |
| 1996 | 155 | 678 | 123 | 956 | 16 | 71 | 13 |
| 1997 | 181 | 643 | 110 | 934 | 19 | 69 | 12 |
| 1998 | 185 | 386 | 106 | 677 | 27 | 57 | 16 |
| 1999 | 119 | 501 | 123 | 743 | 16 | 67 | 17 |
| 2000 | 129 | 621 | 126 | 876 | 15 | 71 | 14 |
| 2001 | 177 | 521 | 113 | 811 | 22 | 64 | 14 |
| 2002 | 145 | 434 | 136 | 715 | 20 | 61 | 19 |
| 2003 | 127 | 382 | 123 | 632 | 20 | 60 | 19 |
| 2004 | 113 | 353 | 93 | 559 | 20 | 63 | 17 |
| 2005 | 102 | 339 | 96 | 538 | 19 | 63 | 18 |
| 2006 | 103 | 296 | 94 | 493 | 21 | 60 | 19 |
| 2007 | 94 | 340 | 101 | 535 | 17 | 64 | 19 |
| 2008 | 112 | 305 | 87 | 504 | 22 | 60 | 17 |
| 2009 | 101 | 324 | 78 | 503 | 20 | 64 | 16 |
| 2010 | 95 | 285 | 78 | 458 | 21 | 62 | 17 |
| 2011 | 73 | 310 | 90 | 473 | 15 | 66 | 19 |
| 2012 | 85 | 219 | 91 | 395 | 21 | 55 | 23 |
| 2013 | 71 | 229 | 106 | 406 | 17 | 56 | 26 |
| 2014 | 72 | 211 | 97 | 380 | 19 | 55 | 26 |
| 2015 | 74 | 168 | 91 | 332 | 22 | 51 | 27 |
| 2016 | 60 | 108 | 105 | 273 | 22 | 40 | 38 |
| Average (1982-2016) | 137 | 448 | 109 | 694 | 20 | 63 | 17 |

Sources: Ministry of Agriculture, Forestry, and Fisheries, 1983-2018
Hokkai Keizai Shinbun Sha 2004
Japan Fish Traders Association 1983-2004
FAO 2018

EXPORTS

Japanese exports of squid and cuttlefish products from 2015 through 2017 are summarized in Table 17. In 2017, Japan exported 3,432 mt, amounting to 2,472 million yen worth of squid and cuttlefish products, a decrease of 64 percent in volume and 23 percent in value from the 2015 level.

Frozen squid and cuttlefish were the most important export products, worth 2,445 million yen, followed by dried or salted product (17 million yen), and fresh (10 million yen).

Japanese exports of frozen squid and cuttlefish in 2017 decreased 64 percent in volume and 23 percent in value from the 2015 level (Table 18). Viet Nam has been the major market, taking 54 percent in volume of Japanese exports of frozen squid and cuttlefish in 2017. Other important buyers in 2017 were Thailand (18 percent), the USA (9 percent) and Hong Kong (5 percent). Exports to the United States were low but values were high (16 percent).

Exports of fresh squid and cuttlefish in 2017 also showed a decrease from 2015 (Table 19). Much of the decrease was due to lower exports to Viet Nam which is by far the largest market for this product. The United States purchased 2 mt of fresh squid and cuttlefish in 2017.

Japanese exports of dried, salted, or in brine squid and cuttlefish increased 17 percent in volume and 44 percent in value from the 2015 level (Table 20). The main markets for this product in 2017 were the United States (5,801 kilograms), Taiwan (964 kilograms) and Macao (936 kilograms).

Table 17. Japan's exports of squid and cuttlefish by volume and value, 2015-2017.

| Product form | Volume (metric tons) | | | Value (Million yen) | | |
|---------------|----------------------|--------------|--------------|---------------------|--------------|--------------|
| | 2015 | 2016 | 2017 | 2015 | 2016 | 2017 |
| Fresh | 45 | 35 | 4 | 22 | 16 | 10 |
| Frozen | 9,507 | 7,149 | 3,420 | 3,181 | 3,564 | 2,445 |
| Dried/ salted | 4 | 8 | 8 | 7 | 14 | 17 |
| Total | 9,556 | 7,192 | 3,432 | 3,210 | 3,595 | 2,472 |

Source: Ministry of Finance 2018

Table 18. Japan's exports of frozen squid and cuttlefish by country, 2015-2017.

| | Volume (metric tons) | | | Value (million yen) | | |
|----------------|----------------------|--------------|--------------|---------------------|--------------|--------------|
| | 2015 | 2016 | 2017 | 2015 | 2016 | 2017 |
| Korea, Rep. of | 4 | 39 | 66 | 7 | 16 | 35 |
| China | 3,715 | 1,645 | 50 | 825 | 376 | 15 |
| Taiwan | 82 | 50 | 37 | 26 | 21 | 19 |
| Hong Kong | 191 | 213 | 159 | 108 | 152 | 164 |
| Viet Nam | 1,650 | 2,774 | 1,847 | 814 | 1,832 | 1,205 |
| Thailand | 2,036 | 1,435 | 627 | 627 | 499 | 349 |
| Singapore | 201 | 99 | 74 | 65 | 61 | 65 |
| Malaysia | 127 | 82 | 43 | 48 | 49 | 43 |
| Brunei | - | - | - | - | 1 | 0 |
| Philippines | | | 5 | | 15 | 1 |
| Indonesia | 58 | - | 47 | 13 | 6 | 23 |
| Myanmar | 3 | - | 2 | 4 | 1 | 2 |
| Macao | 5 | 5 | 47 | 6 | 87 | 7 |
| Saudi Arabia | 0 | - | - | 1 | 400 | 0 |
| Kuwait | 0 | - | - | 0 | 15 | 1 |
| Lebanon | 0 | - | - | 1 | 5 | 1 |
| United Arab E. | 0 | - | - | 0 | 6 | 1 |
| Canada | 179 | 138 | 95 | 93 | 6 | 95 |
| USA | 538 | 522 | 333 | 353 | 3 | 389 |
| Peru | 42 | 36 | 7 | 12 | 10 | 6 |
| Australia | 3 | 8 | 10 | 2 | 0 | 11 |
| New Zealand | 662 | 5 | 4 | 158 | 0 | 4 |
| Guam | 9 | 3 | 6 | 17 | 0 | 9 |
| Mariana | - | - | 1 | - | - | 1 |
| Total | 9,507 | 7,149 | 3,420 | 3,181 | 3,564 | 2,445 |

-*....no exports

0**...more than zero but less than 0.5 metric ton

Total may not add due to rounding

Source: Ministry of Finance 2018

Table 19. Japan's exports of fresh squid and cuttlefish by country, 2015-2017.

| Country of | Volume (metric tons) | | | Value (Million yen) | | |
|----------------|----------------------|-----------|----------|---------------------|-----------|-----------|
| | 2015 | 2016 | 2017 | 2015 | 2016 | 2017 |
| Korea, Rep. of | 10 | 12 | -* | 4 | 5 | - |
| Taiwan | - | 0** | - | - | 0 | - |
| China | 9 | - | 0 | 2 | - | 1 |
| Hong Kong | - | - | - | - | - | - |
| Viet Nam | 24 | 21 | - | 14 | 10 | - |
| Singapore | 0 | - | 2 | 0 | - | 1 |
| USA | - | - | 2 | 1 | - | 8 |
| Canadas | 1 | 1 | - | 1 | 1 | - |
| Total | 45 | 35 | 4 | 22 | 16 | 10 |

-*... no exports

0**...more than zero but less than 0.5 metric ton

Total may not add due to rounding

Source: Ministry of Finance 2018

Table 20. Japan's exports of dried, salted, or in brine squid and cuttlefish by country, 2015-2017

| | Volume (kilograms) | | | Value (1,000 yen) | | |
|--------------|--------------------|--------------|--------------|-------------------|---------------|---------------|
| | 2015 | 2016 | 2017 | 2015 | 2016 | 2017 |
| Taiwan | 300 | - | 960 | 237 | - | 3,330 |
| Hong Kong | - | - | 25 | - | - | 300 |
| Thailand | - | - | 240 | - | - | 353 |
| Singapore | 146 | 256 | 14 | 351 | 306 | 591 |
| Macao | - | - | 936 | - | - | 1,344 |
| USA | 3,132 | 7,604 | 5,801 | 5,938 | 14,146 | 11,038 |
| Myanmar | 95 | - | - | 436 | - | - |
| Total | 3,673 | 7,860 | 7,976 | 6,962 | 14,452 | 16,956 |

-*...no exports

Source: Ministry of Finance 2018

DEMAND

Annual demand for squid and cuttlefish for both the Japanese market and for export (annual supply minus the cold storage inventory on December 31) was 233,000 mt in 2016, a decrease of 14 percent compared with 2015 (Table 21). Between 1982 and 2016, annual demand for squid and cuttlefish ranged between 224,000 and 827,000 mt, averaging 559,000 mt per year.

Table 21. Japan's demand for squid and cuttlefish and apparent consumption, 1982-2016 (1,000 metric tons).

| Year | Supply | Cold storage holdings | Demand | Exports | Apparent consumption |
|------|--------|-----------------------|--------|---------|----------------------|
| 1982 | 749 | 119 | 630 | 6 | 624 |
| 1983 | 764 | 118 | 646 | 10 | 636 |
| 1984 | 755 | 112 | 643 | 6 | 637 |
| 1985 | 765 | 145 | 620 | 4 | 616 |
| 1986 | 750 | 141 | 609 | 4 | 605 |
| 1987 | 1,014 | 218 | 796 | 5 | 791 |
| 1988 | 1,001 | 217 | 784 | 1 | 783 |
| 1989 | 1,081 | 286 | 795 | 4 | 791 |
| 1990 | 982 | 239 | 743 | 2 | 741 |
| 1991 | 896 | 202 | 694 | 7 | 687 |
| 1992 | 1,042 | 215 | 827 | 9 | 818 |
| 1993 | 912 | 157 | 755 | 11 | 744 |
| 1994 | 580 | 166 | 414 | 10 | 404 |
| 1995 | 815 | 155 | 660 | 14 | 646 |
| 1996 | 956 | 181 | 775 | 50 | 725 |
| 1997 | 934 | 185 | 749 | 27 | 722 |
| 1998 | 677 | 119 | 558 | 12 | 546 |
| 1999 | 743 | 129 | 614 | 3 | 611 |
| 2000 | 876 | 177 | 699 | 9 | 690 |
| 2001 | 811 | 145 | 666 | 43 | 623 |
| 2002 | 715 | 127 | 588 | 24 | 564 |
| 2003 | 632 | 113 | 519 | 16 | 503 |
| 2004 | 559 | 102 | 457 | 21 | 436 |
| 2005 | 538 | 103 | 435 | 14 | 421 |
| 2006 | 493 | 94 | 399 | 71 | 328 |
| 2007 | 535 | 112 | 423 | 14 | 409 |
| 2008 | 504 | 101 | 403 | 32 | 371 |
| 2009 | 503 | 95 | 408 | 28 | 380 |
| 2010 | 458 | 73 | 385 | 31 | 354 |
| 2011 | 473 | 85 | 388 | 66 | 322 |

| | | | | | |
|------|-----|----|-----|----|-----|
| 2012 | 395 | 71 | 324 | 29 | 295 |
| 2013 | 406 | 72 | 334 | 14 | 320 |
| 2014 | 380 | 74 | 306 | 9 | 297 |
| 2015 | 332 | 60 | 272 | 10 | 262 |
| 2016 | 273 | 40 | 233 | 7 | 226 |

Sources: Ministry of Agriculture, Forestry, and Fisheries,
1983-2018
Hokkai Keizai Shinbun Sha 2004
Japan Fish Traders Association 1983-2004
Ministry of Finance 1983-2018
FAO 2018

WHOLESALE PRICES

Squid and cuttlefish are usually sold through auction at consumer wholesale markets located in consumption areas, and at production wholesale markets located at Japanese ports of landing. Squid and cuttlefish are also sold directly to processors and representatives of supermarket chains. The largest consumer wholesale fish market is the Tokyo Central Wholesale Market. In 2017, this market handled about 408,000 mt of seafood products valued at about 453,153 million yen (Tokyo Metropolitan Government 2018). It therefore plays an important role in providing indicators about supply and demand of fishery products in Japan. Wholesale prices at the Tokyo Central Wholesale Market generally serve as price indices for fishery products throughout the world.

Wholesale prices for squid and cuttlefish vary widely, depending on species, quality, origin, and supply and demand, as well as other factors.

Table 22 shows annual average wholesale prices of major species of squid and cuttlefish at the Tokyo Central Wholesale Market between 1997 and 2017. All species showed fluctuations in wholesale prices, which were influenced mainly by volume of supply (Figure 1-3); usually, the greater the supply, the lower the price, and vice versa. Fresh *O. bartrami* and *S. officinalis* clearly brought higher prices.

Table 22. Annual average wholesale prices of squid and cuttlefish at Tokyo Central Wholesale Market, 1997-2017 (yen/kg).

| Year | <u>T. pacificus</u> | | <u>O. bartrami</u> | | <u>I. argentinus</u> | | <u>S. officinalis</u> | |
|------|---------------------|--------|--------------------|--------|----------------------|--------|-----------------------|--------|
| | Fresh | Frozen | Fresh | Frozen | Fresh | Frozen | Fresh | Frozen |
| 1997 | 413 | 316 | 1,402 | | 233 | | 968 | 563 |
| 1998 | 566 | 263 | 854 | | 279 | | 828 | 580 |
| 1999 | 453 | 297 | 1,037 | | 287 | | 859 | 493 |
| 2000 | 400 | 230 | 980 | | 285 | | 830 | 415 |
| 2001 | 347 | 261 | 825 | | 232 | | 709 | 455 |
| 2002 | 387 | 264 | 847 | | 261 | | 736 | 446 |
| 2003 | 410 | 278 | 919 | | 358 | | 826 | 479 |
| 2004 | 442 | 320 | 1,346 | | 431 | | 786 | 475 |
| 2005 | 472 | 364 | 1,393 | | 443 | | 760 | 468 |
| 2006 | 465 | 357 | 1,309 | | 398 | | 712 | 524 |
| 2007 | 430 | 329 | 1,354 | | 388 | | 915 | 656 |
| 2008 | 415 | 317 | 1,354 | | 299 | | 861 | 623 |
| 2009 | 398 | 328 | 1,466 | | 700 | | 776 | 567 |
| 2010 | 426 | 338 | 1,292 | | 831 | | 764 | 601 |
| 2011 | 426 | 396 | 1,510 | | 927 | | 588 | 687 |
| 2012 | 429 | 363 | 760 | | 807 | | 516 | 744 |
| 2013 | 464 | 420 | 1,028 | | 372 | | 627 | 747 |
| 2014 | 483 | 452 | 1,505 | | 382 | | 884 | 717 |
| 2015 | 536 | 458 | 1,469 | | 1,084 | | 1193 | 776 |
| 2016 | 716 | 602 | 1,771 | | 641 | | 1086 | 796 |
| 2017 | 750 | 911 | 1,606 | | n/a | | 1126 | 889 |

Source: Tokyo Metropolitan Government 1998-2018

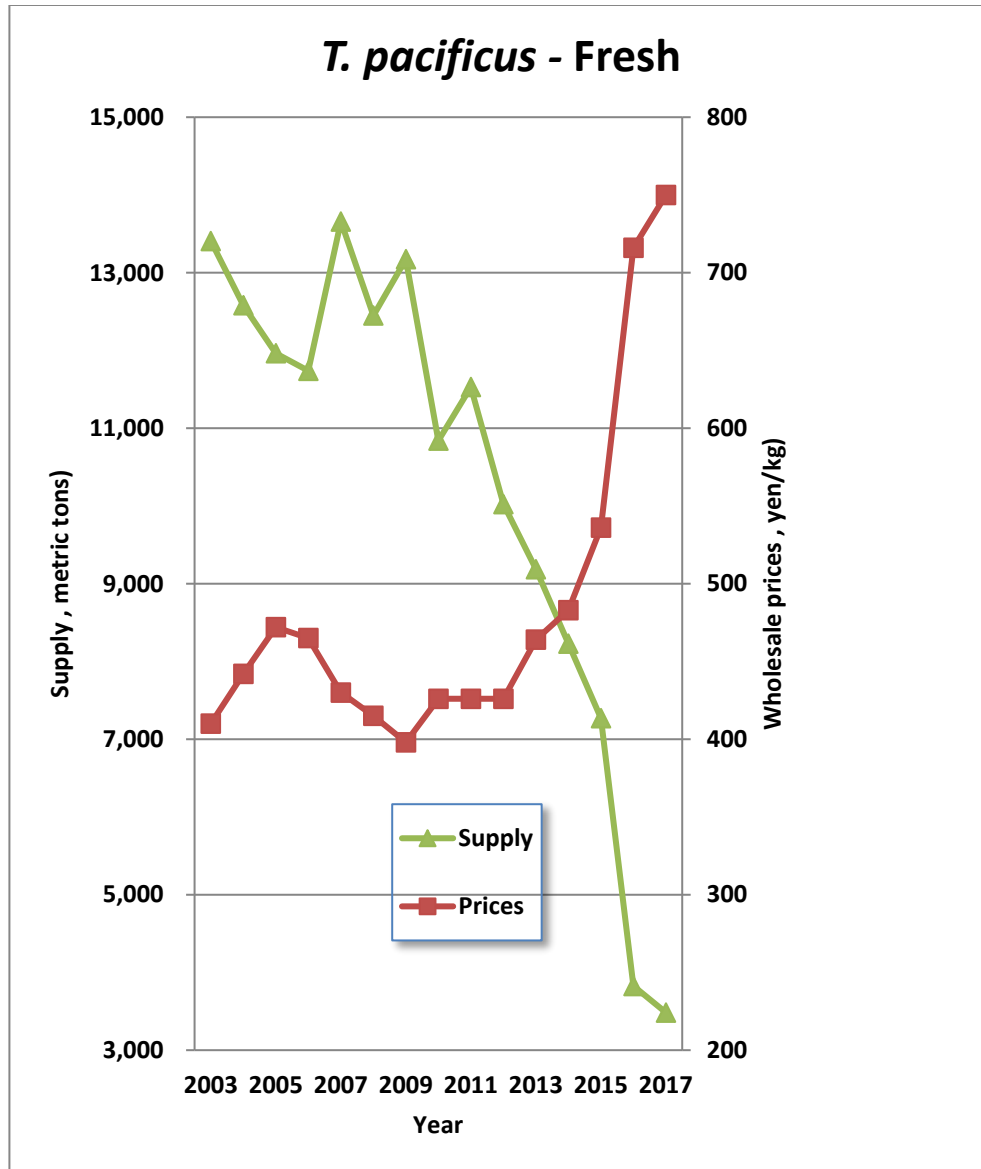


Figure 1. Annual average wholesale prices and supply of Fresh *T. pacificus* at Tokyo Central Wholesale Market, 2004-2017.

Source: Tokyo Metropolitan Government 2004-2018

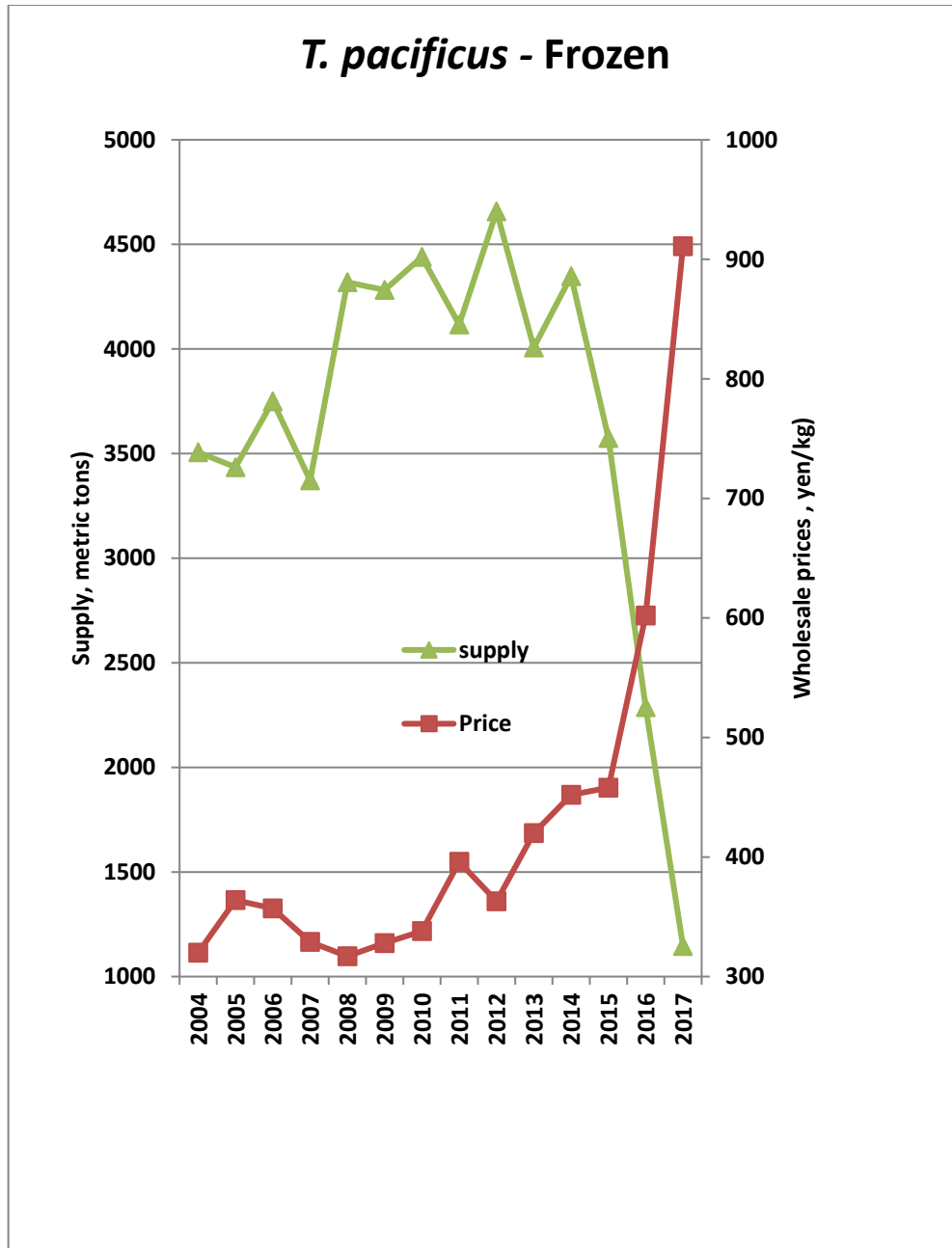


Figure 2. Annual average wholesale prices and supply of Frozen *T. pacificus* at Tokyo Central Wholesale Market, 2004-2017.

Source: Tokyo Metropolitan Government 2004-2018

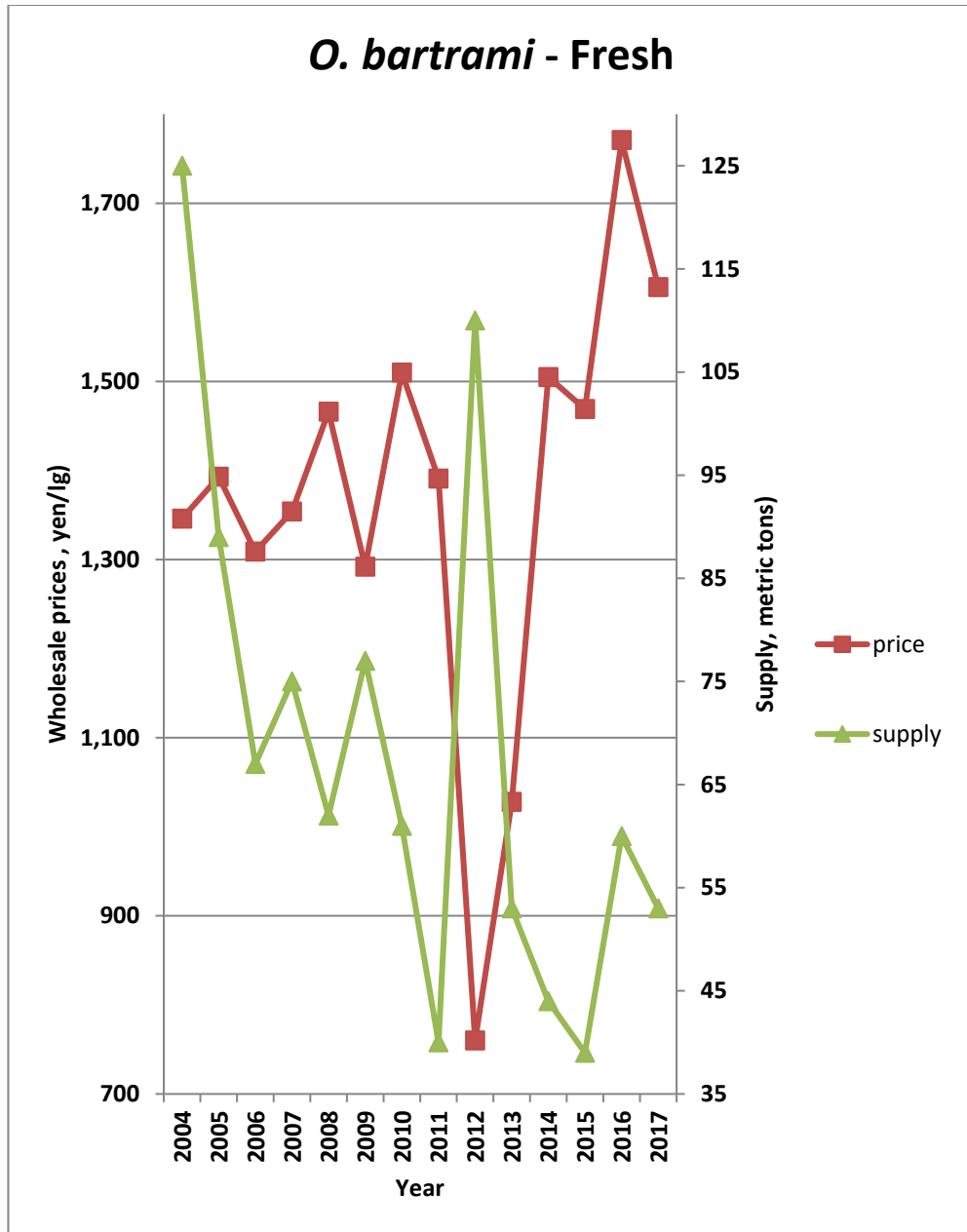


Figure 3. Annual average wholesale prices and supply of Fresh *O. bartrami* at Tokyo Central Wholesale Market, 2004-2017.

Source: Tokyo Metropolitan Government 2004-2018

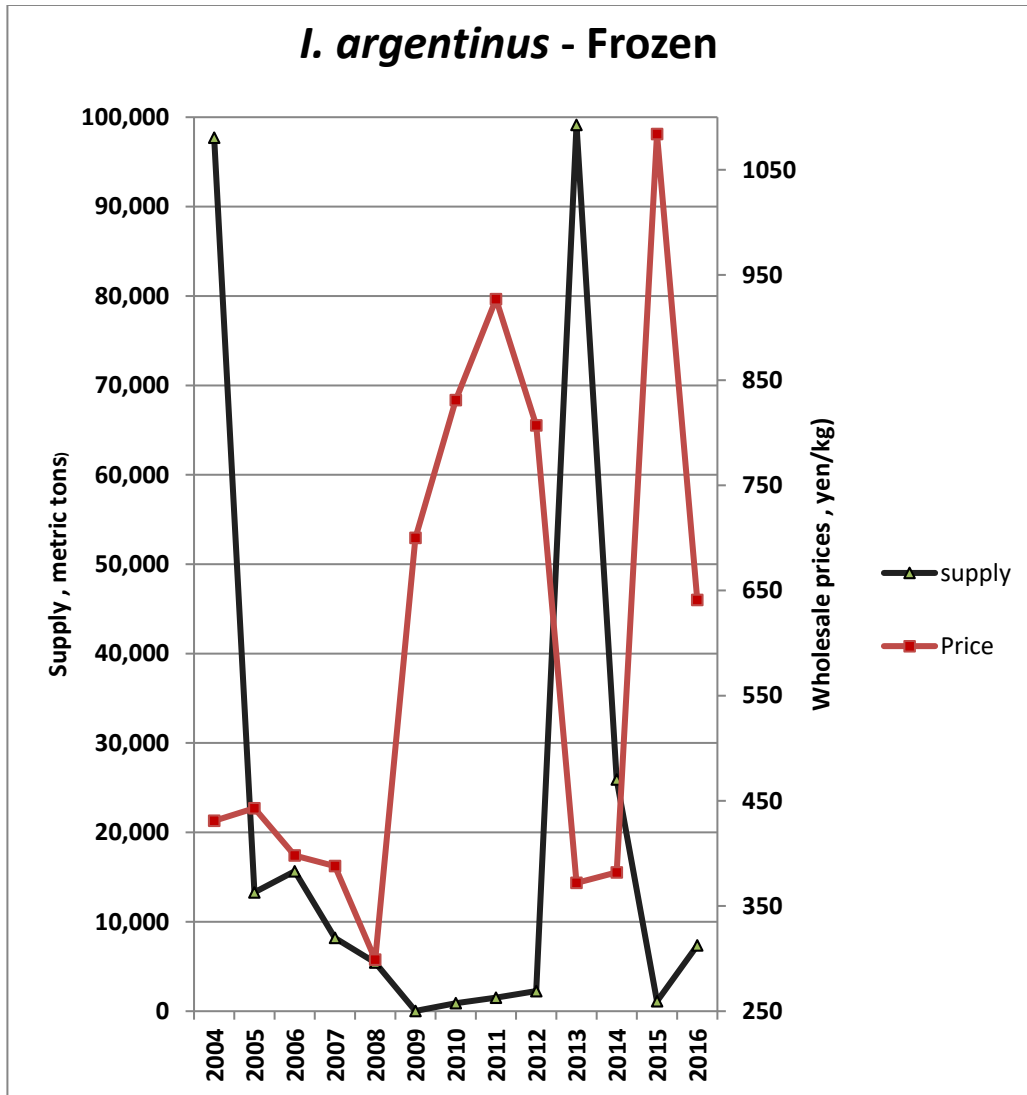


Figure 4. Annual average wholesale prices and supply of frozen *I. argentinus* at Tokyo Central Wholesale Market, 2004-2017.

Source: Tokyo Metropolitan Government 2004-2018

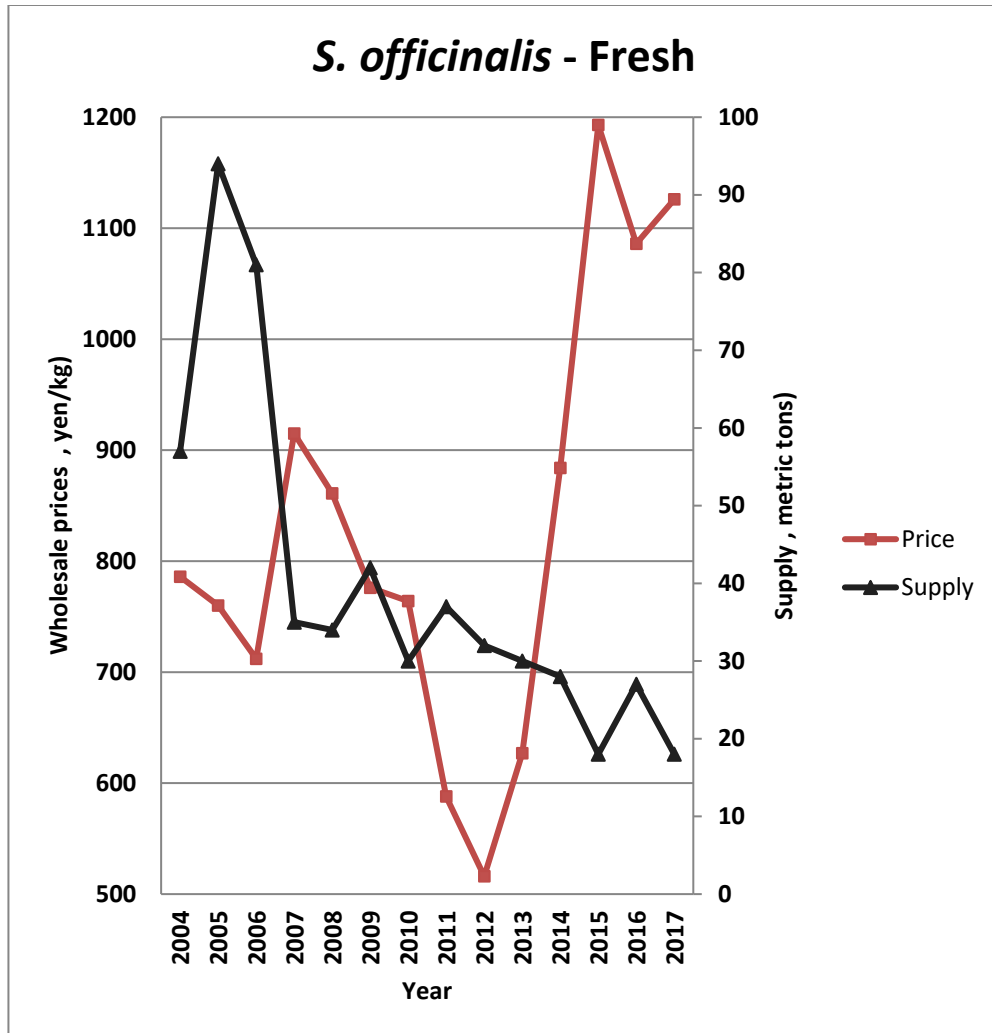


Figure 5. Annual average wholesale prices and supply of Fresh *S.officinalis* at Tokyo Central Wholesale Market, 2004-2017.

Source: Tokyo Metropolitan Government 2004-2018

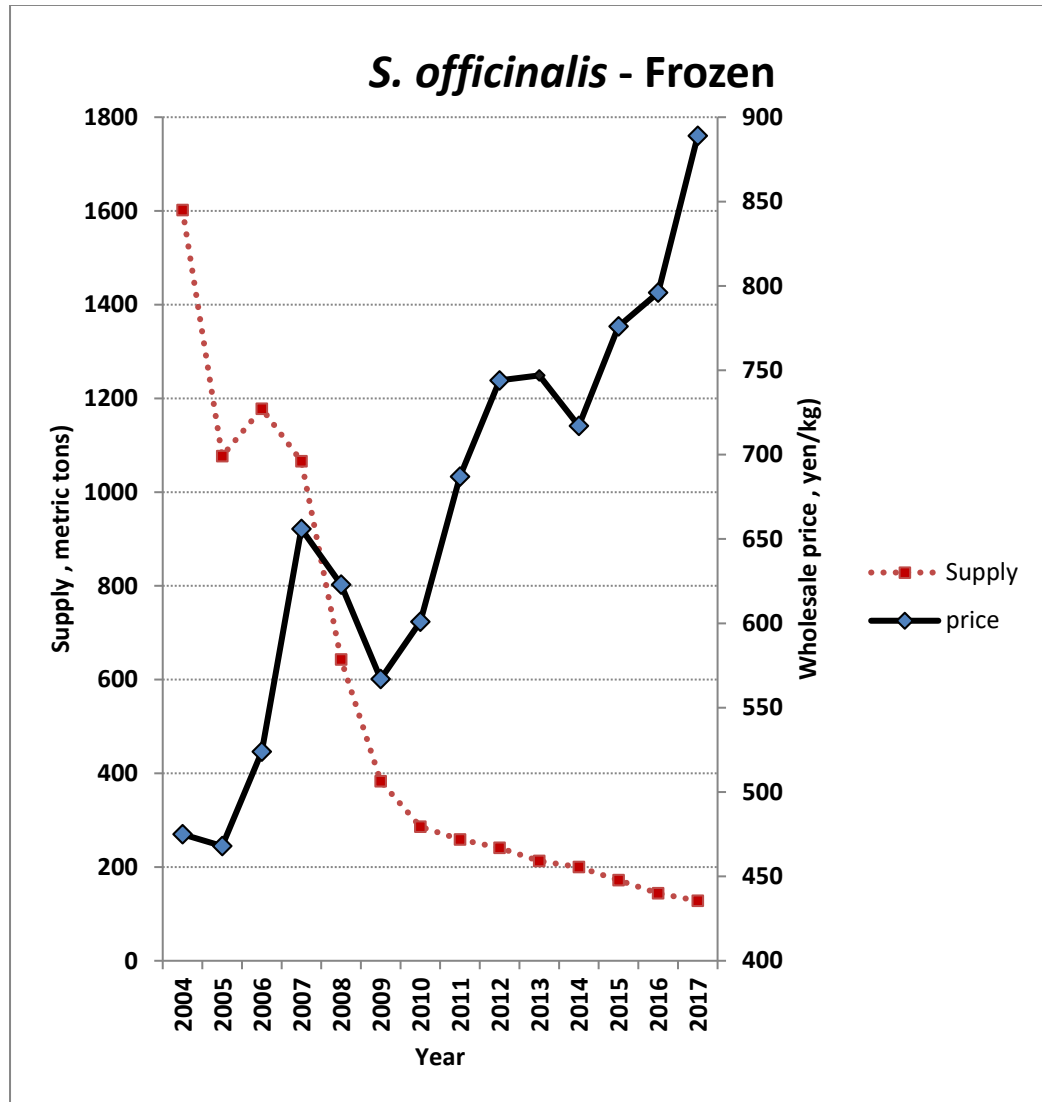


Figure 6. Annual average wholesale prices and supply of frozen *S.officinalis* at Tokyo Central Wholesale Market, 2004-2017.

Source: Tokyo Metropolitan Government 2004-2018

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