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Finland

Exporter Guide for Sweden and Finland

Annual

2001

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Report Highlights:
Recent mergers and restructuring of the Nordic food retail sector offers new interesting opportunities in terms of large volumes and diversity of products being demanded. There is a great demand for organic and convenience food and food and beverages which appeal to the health conscious. Additionally, the market is expanding for international and ethnic cuisine, including foods that are uniquely associated with the various regions of America. Major current impediments to U.S. sales include consumer resistance to products which contain genetically modified (GMO) ingredients and the strong dollar.

Includes PSD changes: No
Includes Trade Matrix: No
Semi-Annual Report
Stockholm [SW1], FI

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SECTION I. MARKET OVERVIEW

SWEDEN AND FINLAND

Strong economic growth in both Sweden and Finland has strengthened domestic demand for high-value, consumer-ready products. However, the recent slow down in the economy makes it hard to predict future spending habits. Even though volumes have remained high, the outlook for private consumption has become more negative and there are signs that the consumer is becoming more cautious.

The food retail sectors in both Sweden and Finland are largely integrated and concentrated. In both Sweden and Finland, the three largest import/wholesale groups in each country cover over 70% of their markets. Significant changes are affecting the retail food market in Sweden and Finland. A Nordic concentration and integration can clearly be seen as new mergers between the Nordic retailers are being implemented. At the same time a comprehensive process of consolidation and cross-border acquisitions is taking place among the European retailers. The Nordic countries are increasingly becoming part of the European retail market. Foreign companies and chains are expressing an increased interest in the Nordic market as globalization is accelerating. Estimates show that five large chains will command a 40% share of the European market by the year 2005.

The trend throughout Europe is towards fewer but larger players. In 2000, 78% of Swedish retail food sales went through large supermarkets and hypermarkets. In Finland, the 360 largest stores accounted for half of total retail food sales of USD 8.8 billion in 2000. There were 6,300 food retail outlets in Sweden in 2000 compared to 13,000 in 1970. In Finland, there were 4,283 outlets as of January 1st 2001, which was 228 fewer than the previous year.

Swedish and Finnish consumers are moving away from their culinary traditions, embracing value-added products and convenience foods and paying more attention to health and nutrition. In-store eating and take-away are growing. Time is increasingly becoming a commodity that is in short supply, and this affects food retailing to a high degree. Changes in lifestyle are also having a significant effect on the catering sector of the market. Both in Sweden and Finland about 20 percent of meals are currently eaten outside of the home. Fast food establishments are benefitting most from these trends, and are now becoming part of the traditional restaurant sector.

The growing demand for "natural" (organic) and "healthy" food and drink products is noteworthy. The environmental or "green" philosophy that is a considerable factor in these markets, plays itself out in the food and beverage market. Consumers are willing and able to pay higher prices for food and drink products that are perceived to meet their environmental and health concerns. Also, functional foods continue to be popular in these markets. These are products that are marketed as being beneficial to good health. There are many functional food products either on the shelves or under development. Functional food development is especially strong in Finland, which some say has the potential to become the "silicon valley" of the functional foods industry.

Even though internet sales of retail food products have thusfar been limited, big changes are foreseen in the near future, given the documented widespread acceptance of internet grocery buying. Remarkably, many consumers are attracted by the thought of doing their food purchases from a computer and, according to market research in Sweden, 30% see themselves as future internet customers within a five year period of time. The Nordic countries hold a leading position in terms of computers per capita.

Advantages	Challenges
Sophisticated market. High acceptance of new products and concepts. U.S. products are considered high quality and trendy.	U.S. products at a price disadvantage compared to competitors based in the European Union.
Growing consumer demands for value-added products, convenience foods and functional foods. Proliferation of "healthy" and "greener" foods.	High distribution and shipping costs.
Location gives access to a Nordic/Baltic market comprising 25 million consumers spending about SEK 450 billion annually on food, beverages and meals out.	Strong hesitations with respect to genetically modified products and no access for hormone treated beef from the U.S.
High standard of living, well educated workforce, growing incomes. English is widely spoken.	Strong dollar is currently negatively affecting U.S. sales.

SECTION II. EXPORTER BUSINESS TIPS

Local Business Practices and Custom

Swedish and Finnish firms do not change suppliers readily, and many commercial relationships have been built up and maintained over decades. While this is beneficial to exporters who have a partner, newcomers must be willing to invest effort in developing an entry and securing the confidence of buyers. A Swedish or Finnish buyer will expect total commitment to prompt deliveries, precision in filling of orders and high quality for all kinds of products. Being punctual is not only regarded as a sign of respect, but also efficiency. Swedish or Finnish businessmen will have little understanding for cultural variation in punctuality.

General Consumer Tastes and Preferences

Demand for convenience and prepared products continues unabated, as lifestyles become more hectic and leisure time becomes more precious. Consumption of fresh ready-to-eat foodstuffs, especially microwavable meals, salads and bakery products continues to grow rapidly in these markets. Also, consumption of frozen food, including frozen ready-to-eat meals, pizzas, etc., continues to increase. Given the large and probably still growing proportion of two-income families and the high proportion of working mothers, this trend is expected to prevail. Convenience meals are demonstrating their highest consistent percentage growth in decades. The new generation consumers is highly unlikely to return to food that requires much preparation, particularly as cookery skills are becoming less prevalent.

Hand-in-hand with the demand for convenience goes the heightened consumer concern for food safety and healthy eating habits. Consumers are placing more and more emphasis on quality. Quality is now associated with assurances of production conditions, which range from the use of fertilizers and pesticides to animal welfare concerns. Assurance of production conditions, from animal welfare through the use of fertilizers and pesticides in plants, will continue to extend. The three most important quality factors are freshness, nutritional value, and raw material content. Full disclosure in labeling is also of significant importance to Swedish and Finnish consumers.

Consumer interest in organics has expanded rapidly and the Swedish government has set the goal of having 20% of the Swedish farmland should be under organic production by 2005. These changes in consumer lifestyles, in the shape of growing demand for healthier, "greener" and more convenient products, is one of the major driving forces behind the evolution of the food industry.

Food Standards and Regulations

Sweden and Finland have been members of the European Union since 1995 and have adopted EU practices related to imports of agricultural products. Agricultural products are subject to the standard EU import licensing system, quotas, import duties and other provisions. It is important to note that these markets are fully open to competitors within the EU, while U.S. exporters face EU import restrictions.

Food safety standards in these markets are very strict and imported foodstuffs must meet particular requirements. In negotiations with the EU, Sweden and Finland maintained the right to continue the application of some of their own food safety standards (which are in most respects tougher than those of the EU) for a transitional period after membership. For example, in the meat and livestock areas, Sweden and Finland maintain what is essentially a zero tolerance for salmonella. Moreover, these countries obtained transitional authority to maintain their own border inspection controls for salmonella for an unspecified length of time. However, generally the Swedish and Finnish government conform to EU regulations.

For more information, please refer to EU FAIRS Report (E20145) on the Foreign Agricultural Service homepage at http://www.fas.usda.gov.

Import and Inspection Procedures

Detailed regulations apply to the importation of agricultural products into these markets. It is therefore most important that the U.S. exporter work closely with the importer to make sure that the products destined for these markets are in full conformity with the country's food safety, quality and labeling rules and regulations.

Sweden and Finland have exacting labeling requirements for foods and strict sanitary and phytosanitary requirements. Laboratories have sophisticated capabilities to monitor product quality. A retail-size food package must show the name of the manufacturer, packer or importer, the commercial name of the product, net metric weights or volume, ingredients in descending order of weight, last recommended date for consumption, and storage instructions if perishable or intended for infants. The mandatory information described above must be labelled in Swedish and Finnish. Importers are helpful in arranging for proper labeling information.

The documents required from the exporter include a commercial invoice, a bill of lading, and such special certifications as may be necessary. Sanitary or phytosanitary certificates, which must show the country of origin, are required for certain animals and plant products. The sanitary certification of origin must be legalized by an official authority in the country of production or export. Sweden applies maximum residue levels established by the EU. For chemicals not registered by the EU, Sweden sets its own levels. The Swedish National Food Administration (NFA) organizes the control of pesticide residues in fruit, vegetables and cereals. Samples are collected at ports of entry or wholesale markets. The NFA also organizes the control of veterinary drug residues in foods of animal origin, mainly meat. Samples of imported meat are collected at ports of entry.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

Food Wholesale and Retail Sector

The wholesale and retail sectors in Sweden and Finland are largely integrated and are highly concentrated. There are only a few major wholesale players in the food industry in Sweden and Finland. In both countries, the general discount stores, hypermarkets and large supermarkets are increasing in sales volume, while small and medium-sized stores lag behind. Elements of the restructuring of the sector include the ongoing move toward vertical integration, the increasingly common use of exclusive contracts, consolidation of purchasing and deliveries and the growth of private labels. Supermarkets are responding to demands for an ever-widening list of products and product formats and are following European trends to sell under quality, yet lower-priced, in-house labels.

SWEDEN - Swedish food retail sales rose 2.9 % to SEK 129 billion (about USD 12.8 billion) in 2000 compared to 1999. The increase in consumption reflected a 2.9% rise in value, and a 2.9% gain in volume. The wholesale and retail food market in Sweden is dominated by three groups, ICA, KF and Axfood AB accounting for over 70 percent of the everyday commodity retail market.

ICA is the Nordic region's largest grocery retail group with 4,600 stores in Sweden, Norway and the Baltic countries. Each store is privately owned but they buy over half of their products from the regional ICA wholesale companies. In December 1999, the Netherlands'retail food giant Ahold announced its plans to acquire a 50-percent stake in ICA. A merger between ICA and the Norwegian Hakon Group had been implemented earlier in 1999. ICA stores account for 35% of Sweden's retail food sales. ICA is present in all three Baltic states with about 30 supermarkets and intends to grow through more and varied supermarket formats.

COOP is the result of the recent merger of three Scandinavian cooperatives; Swedish Kooperativa Forbundet (KF), Danish Faellesforeningen for Danmarks Brugsforeninger (FDB) and Coop Norway. Coop Norden is estimated to have a turnover of 80 billion SEK (roughly U.S. $8 billion), a 29% market share and 26,000 employees. Coop Norden's headquarters will be located in Gothenburg, Sweden and the company launch is scheduled for January 1, 2002. What prompted the merger was the recent increase in competition from large international chains and the pace of changes in the industry. Through the merger, the three cooperatives believe they can face these challenges by benefitting from larger buying volumes, efficiencies in distribution, a common business development strategy and lowering of costs for information technology (IT). Long term, the company is aiming to develop a common Nordic concept for the marketing of consumer goods. Together, FDB, KF and Coop Norge presently have 15-20 different concepts, a number which will be reduced drastically. Due to national and regional differences, the same products will not appear on the shelves in each country.

Axfood AB was formed in November 1999 through the merger of Hemkop, D&D Dagligvaror, Spar Sverige, SparInn Snabbgross and Spar Finland. The new organization became one of the largest food retail operations in the Nordic countries. It has 1,000 stores in Sweden and 330 stores in Finland and a market share of about 20 and 10 percent respectively. Axfood's associated company, Inventor Trading, has 54 stores in Estonia, Latvia and Lithuania. Axfood intends to participate in the food industry's growth and to expand its present food wholesale and retail operations

FINLAND

A few central wholesale organizations, (K-Group, S-Group, Tradeka/Elanto, Spar Group, Wihuri and Stockmann/Sesto) together dominate the food industry with an aggregate market share of nearly 95% of the market. They also handle non-food products and specialities trading. Almost one third of the total wholesale trade in Finland goes through these wholesale organizations.

These chains have closely knit wholesale and retail arrangements comprising a compact and efficient goods delivery system and a nationwide network of retail shops as well as department stores and supermarkets. They also have hotel and restaurant chains and catering services. The centralized system makes distribution economical and purchases from abroad can be made in feasible quantities considering the relatively small size of the market.

KESKO is the leading wholesale/retail company in Finland. It consists of the parent company Kesko Ltd. and its subsidiaries. Its members are private retail merchants who buy most of their products from the Kesko wholesale organization. The total sales of the Kesko-affiliated retailers accounted for 37.6% of retail food sales in Finland in 2000. The K-Group operates about 1,251 outlets (Citymarkets, K-markets, Rimi chains). Kesko has been operating in the Estonian market since 1994 and has recently entered the Latvian grocery market. Kesko is aiming at a 25% market share in the Baltic countries.

S-GROUP
The S-Group and Tradeka/Elanto Group represents the cooperative movement in Finland. The S-Group consists of the cooperative societies and SOK with their subsidiaries. The Group operates Citysokos department stores, S-Market supermarkets, Prisma hypermarkets, Sale and Alepa grocery stores, hotels and restaurants, service stations, hardware and agricultural stores as well as several specialty stores. The S-Group's grocery store chains, Prisma, S-market and Sale/Alepa have been extremely successful. Its market share increased from 15.9% in 1990 to 28.9% in 2000. Through its subsidiaries and associated companies, the S-Group also conducts food trade in the Baltic countries.

The other groups are considerably smaller. Tradeka/Elanto ranks third with a market share of 12.4%. Spar Group has a 9.1% share.

Direct marketing is one of the most regularly used forms of communication in the Swedish and Finnish retail sector, and almost all the retail groups use this method as a means of conveying information to consumers. These are sent, on a weekly basis, to all the households in their immediate marketing area. The retailers also invest in advertising, primarily through the press, while the producers and manufacturers spend most of their budgets on television advertising.

Morning papers are expected to start losing advertising volume, while radio, televison and the internet will grow. Direct marketing is also expected to grow rapidly. There are signs that the Swedish and Finnish marketing mix is becoming more like the general European situation: television has grabbed market share away from morning papers.

HRI Food Service

In 1999, total sales for the HRI industry in Sweden amounted to approximately USD 5.7 billion (excluding VAT), of which restaurant sales accounted for USD 3.1 billion, hotel food sales for some USD 1.9 billion and institutional food sales account for about USD 720 million. This is an increase of USD 1.3 billion since the mid-1990's. In Finland, the hotel and restaurant sector brought in roughly 4.2 billion USD in total sales in 2000, an increase of 4.0% compared to 1999.

Outside the home, restaurants continue to attract a significant proportion of consumers. The popularity of the more informal, less expensive "fast food" outlets continue to increase. In this sector, one can find a growing number of pizza and hamburger-oriented enterprises like McDonalds, Burger King, and Pizza Hut. Also, other chains such as Blimpies, Subway and TGI Friday's can be found in Sweden. Similarly in Finland, the above-mentioned restaurants have expanded in the Finnish market with success as American trends remain popular popular in both markets. In addition to the traditional hamburger (McDonald's) and pizza (Pizza Hut) chains, there are market opportunities for U.S. fast food restaurants such as salad bars, Tex-Mex food, baked potatoes and coffee bars in these markets.

Changes in lifestyle and the subsequent shift of emphasis in food consumption, such as convenience, are also having a significant effect on the catering sector of the market. Both in Sweden and Finland, about 20 percent of meals are currently eaten out of home. Fast food is the area benefiting most from these trends, and it is now starting to become part of the traditional restaurant sector. In 1999, a total of 1,438 million meals were served outside of the home, which is an increase by 28 million compared to the previous year. The number of fast food meals increased from 311 million to 326 million in 1999, and accounts for 23% of all the meals eaten outside of the home. Grocery stores are beginning to capitalize on the trend towards convenience foods and are starting to provide home meal replacements at in-store delicatessens. Convenience foods spell good opportunities for manufacturers with the capacity to supply these products.

Food Processing Sector

SWEDEN - Sweden's food processing industry is large-scale and dominated by several private and cooperatively owned companies. Farm cooperatives are powerful in Sweden's food industry, have a virtual monopoly on dairy products, and are market leaders in the meat, milling, and bakery industries. The majority of the food industry companies are privately owned. Examples of these include brewing, fish, frozen foods, sugar, and tobacco sectors. Market leaders include Arla (dairy and fruit juices), Swedish Meat (meat and sausage) Marabou/Cloetta (chocolate), Karlshamns (edible oils), Pripps (beer), Findus (frozen berries and vegetables, processed consumer ready foods) and Abba (canned fish products). Foreign firms have a large market share with product emphasis on candy, frozen and canned fish, fruit and vegetable products including several of the firms mentioned above. Government-owned Systembolaget retains a monopoly on retail sales of all wines, spirits, and strong beers. As a result of accession to the EU, Vin & Sprit, lost its monopoly control of import and wholesale distribution channels, and is now working as a licensed importer along with 150 other independent licensed importers of wine and liquor. Also, restaurants may buy from importers or import directly provided that they have a license. Recently, Systembolaget introduced more liberal opening hours for its retail outlets and has added self-service shops and Saturday opening hours in response to public demand.

FINLAND - Finland's food processing industry has relied heavily on domestically available raw materials and on government subsidies on certain raw materials used in food products for export. However, with EU membership, Finland's import licensing system was eliminated. As mentioned previously, this has opened Finland's food industry to more competition, which in turn, is forcing changes to meet this competition. Major companies dominate certain sectors like Fazer (chocolate), Cultor (sugar and grain), Raisio (margarine, starch, and bakery products), Hartwall (soft drinks, beer), Marli (liquors, fruit juices), Valio (dairy) etc. to give several examples.

Alko, which has dominated the spirits, wine, beer, vinegar, and food starch industries, has lost many of its monopoly privileges to the EU agreement. According to the current Finnish legislation, grocery shops are allowed to sell brewed beverages with a maximum alcohol content of 4.7 percent. There has been a long debate in Finland over putting ordinary-strength wines into food shops. Imports and production of alcoholic beverages are now open to licensed independent companies, whereas the sale of alcoholic beverages remains government controlled by Alko shops. Restaurants import alcoholic beverages through their own channels. Finland has been justifying the retention of its alcohol monopoly based on health and social concerns.

The small population bases of Sweden and Finland provide somewhat limited foundations for a highly diversified food processing industry with sufficient economies of scale. Consequently, there have been consolidations of several companies and an increasing emphasis on exports of processed food items - especially of cheeses, candies, snack foods and various jams and preserves made from the very plentiful wild berries of Northern Europe. Since their EU membership, there has been a move toward mutual investment and consolidation among Finnish and Swedish food industries and joint Nordic cooperation in general. Several Finnish companies own and operate food manufacturing firms abroad. Finnish interests in the food processing sectors have also continued to grow in the Baltics (particularly Estonia).

Many major Swedish food industry companies have foreign investors and, partly as a consequence of the weak Swedish currency related to its European neighbors, have attracted investment and buyouts, particularly by Norwegian and Danish companies. In April 2000, MD Foods of Denmark and Arla of Sweden, Scandinavia's leading dairy groups, merged into Arla Foods. The merger created northern Europe's largest dairy company. Arlafoods is a cooperative, which is owned by 16,100 dairy farmers in Sweden and Denmark. They deliver 6.2 billion kilograms of milk yearly, which accounts for almost 80% of the total milk production in the two countries. Consolidations through joint ventures and buyouts by leaders in major food processing sectors will probably accelerate as competitive pressures continue to grow in the next few years. In the Nordic region, this takes the form of proprietary involvement.

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

- Candies
- Dried Fruit
- Fresh Fruit
- Frozen Vegetables
- Nuts
- Pet food
- Processed Fruits & Vegetables
- Rice
- Seafood
- Snack Foods (excluding nuts)
- Wines
- Pancake/Cake mixes
- Ethnic Foods
- Sauces
- Convenience Foods/Meals

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

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SWEDEN

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National Food Administration
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National Board of Fisheries
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S-401 26 GOTEBORG
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www.fiskeriverket.se

National Board of Forestry
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FINLAND

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A. KEY TRADE & DEMOGRAPHIC INFORMATION

SWEDEN

	2000
Agricultural Imports From All Countries ($Mil)/U.S. Market Share (%)	5,155/ 3%
Consumer Food Imports From All Countries ($Mil)/U.S. Market Share (%)	2,969/ 3%
Edible Fishery Imports From All Countries ($Mil)/U.S. Market Share (%)	704/ 0.64%
Total Population (Millions)/Annual Growth Rate (%)	8.9/ 0.02%
Urban Population (Millions)/Annual Growth Rate (%) (1995)	7.4/ N/A
Number of Major Metropolitan Areas	4
Size of the Middle Class (Millions)/Growth Rate (%)	N/A
Per Capita Gross Domestic Product (U.S. Dollars)	23,291
Unemployment Rate (%)	4,2%
Per Capita Food Expenditures (U.S. Dollars)	1,993
Percent of Female Population Employed	74%*
Average Exchange Rate US$1 (Sept 00- Sept 01)	10.08

* Between ages 20 and 65

Note: Above data on U.S. trade do not include substantial imports of U.S. products which are transhipped to Sweden via other EU countries.

A. KEY TRADE & DEMOGRAPHIC INFORMATION

FINLAND

	2000
Agricultural Imports From All Countries ($Mil) /U.S. Market Share (%)*/	2,107/ 5%
Consumer Food Imports From All Countries ($Mil)/U.S. Market Share (%)*/	1,390/ 3%
Edible Fishery Imports From All Countries ($Mil)/U.S. Market Share (%)*/	107/ 1%
Total Population (Millions)/Annual Growth Rate (%)	5.2/ 0.2%
Urban Population (Millions)/Annual Growth Rate (%)	3.1/ 0.3%
Number of Major Metropolitan Areas	5
Size of the Middle Class (Millions)/Growth Rate (%)	N/A
Per Capita Gross Domestic Product (U.S. Dollars)	22,608
Unemployment Rate (%)	9.8%
Per Capita Food Expenditures (U.S. Dollars)	1,225
Percent of Female Population Employed	62.5
Average Exchange Rate US$1 (September 2000 - September 2001)	6.69

*/ 1999 data (latest UN trade data available)

Note: Above data on U.S. trade do not include substantial imports of U.S. products which are transhipped to Finland via other EU countries.

B. CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS

SWEDEN

Sweden Imports (In Millions of Dollars)	Imports from the World 1998	1999	2000	Imports from the U.S. 1998	1999	2000	U.S. Market Share 1998	1999	2000
CONSUMER-ORIENTED AGRICULTURAL TOTAL	3173	3273	2969	106	102	86	3	3	3
Snack Foods (Excl. Nuts)	262	267	249	1	1	1	0	0	1
Breakfast Cereals & Pancake Mix	64	64	55	1	1	1	1	1	0
Red Meats Fresh/Chilled/Frozen	234	253	258	1	1	1	0	0	0
Red Meats Prepared/Preserved	93	94	85	1	1	1	0	0	0
Poultry Meat	12	29	47	0	0	0	0	0	0
Dairy Products (Excl. Cheese)	46	59	51	1	1	1	0	0	0
Cheese	150	152	135	1	1	0	0	0	0
Eggs & Products	12	10	12	1	1	1	1	1	1
Fresh	453	425	387	11	10	6	2	2	2
Fresh	244	259	238	1	1	1	0	0	0
Processed Fruit & Vegetables	323	341	288	31	31	26	10	9	9
Fruit	89	104	94	2	2	2	2	2	2
Tree	32	28	21	16	12	9	49	43	41
Wine & Beer	327	339	291	14	17	13	4	5	5
Nursery Products & Cut Flowers	166	164	145	1	1	1	0	0	0
Pet Foods (Dog & Cat Food)	67	72	59	10	8	5	15	11	9
Other Consumer-Oriented Products	599	615	552	20	20	22	3	3	4
FISH & SEAFOOD PRODUCTS	635	708	704	13	9	5	2	1	1
Salmon	160	197	227	3	3	2	2	1	1
Surimi	3	3	3	0	1	0	0	0	0
Crustaceans	140	150	134	5	3	1	3	2	0
Groundfish &	153	163	150	3	1	1	2	1	0
Molluscs	2	2	3	1	1	1	5	7	6
Other Fishery Products	177	192	187	2	3	1	1	1	1
AGRICULTURAL PRODUCTS TOTAL	4256	4223	3809	155	149	133	4	4	4
AGRICULTURAL FISH & FORESTRY TOTAL	5889	5984	5155	196	183	166	3	3	3

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

Note: Above data on U.S. trade do not include substantial imports of U.S. products which are transhipped to Sweden via other EU countries.

B. CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS

FINLAND

Finland Imports	Imports from the World			Imports from the U.S.			U.S. Market Share		
(In Millions of Dollars)	1997	1998	1999	1997	1998	2000	1997	1998	1999
CONSUMER-ORIENTED AGRICULTURAL TOTAL	1402	1410	1390	45	43	44	3	3	3
Snack Foods (Excl. Nuts)	122	115	114	1	1	1	0	0	1
Breakfast Cereals & Pancake Mix	32	34	33	1	1	1	2	1	0
Red Meats Fresh/Chilled/Frozen	66	74	73	1	1	1	0	0	0
Red Meats Prepared/Preserved	18	18	20	0	1	0	0	0	0
Poultry Meat	9	7	9	1	0	0	0	0	0
Dairy Products (Excl. Cheese)	50	46	42	1	1	1	0	0	0
Cheese	77	78	79	1	1	1	0	0	0
Eggs & Products	1	1	2	1	1	1	18	19	37
Fresh	209	200	193	5	4	4	3	2	2
Fresh	93	89	87	1	1	1	0	0	0
Processed Fruit & Vegetables	127	133	131	13	12	11	10	9	8
Fruit	45	46	52	2	2	2	4	4	4
Tree	12	8	5	5	4	3	45	53	61
Wine & Beer	74	87	92	4	4	4	5	4	4
Nursery Products & Cut Flowers	60	57	53	1	1	1	0	0	0
Pet Foods (Dog & Cat Food)	47	45	37	7	7	6	14	15	16
Other Consumer-Oriented Products	362	372	369	7	9	12	2	2	3
FISH & SEAFOOD PRODUCTS	102	114	107	1	2	1	1	1	1
Salmon	19	21	27	1	1	1	2	3	0
Surimi	1	1	1	0	1	1	0	3	0
Crustaceans	16	17	17	1	1	1	1	0	0
Groundfish & Flatfish	18	19	20	1	1	1	0	1	1
Molluscs	1	1	0	0	1	0	0	0	
Other Fishery Products	48	55	43	1	1	1	2	1	2
AGRICULTURAL PRODUCTS TOTAL	2253	2245	2107	112	89	107	5	4	5
AGRICULTURAL FISH & FORESTRY TOTAL	2842	2973	2831	126	100	116	4	3	4

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

Note: Above data on U.S. trade do not include substantial imports of U.S. products which are transhipped to Finland via other EU countries.

C. TOP 15 SUPPLIERS OF CONSUMER FOODS & EDIBLE FISHERY PRODUCTS

SWEDEN

Sweden Imports

CONSUMER-ORIENTED AG TOTAL ($1,000)

	1998	1999	2000
Netherlands	603665	642090	551241
Denmark	553005	563227	524700
Germany	307825	336923	321934
France	187421	194756	177246
Italy	185922	181485	172784
Spain	211747	217326	171585
United Kingdom	127711	122459	116260
Ireland	99935	111329	110312
Belgium	0	102318	99370
Finland	109505	111844	96625
United States	106163	101648	86455
Norway	78677	65279	60668
Costa Rica	59836	59970	43871
Panama	31824	51301	43373
Austria	32811	38438	32690
Other	476609	372712	359657
World	3E+06	3E+06	3E+06

Source: United Nations Statistics Division

FISH & SEAFOOD FRODUCTS ($1,000)

	1998	1999	2000
Norway	397001	455184	485496
Denmark	100491	108429	100577
Netherlands	17942	20230	16805
China	8708	15207	13568
Canada	10747	18232	12993
Iceland	13760	12621	8979
Thailand	14369	8659	8215
Germany	7714	7505	5015
France	4752	4746	4884
Latvia	3793	4215	4861
Estonia	6159	5550	4558
United States	12506	9369	4523
Russian Federa	5099	2217	3405
Indonesia	2215	3243	3403
Ireland	2794	3283	2632
Other	27053	29539	23847
World	635093	708248	703758

Source: United Nations Statistics Division

C. TOP 15 SUPPLIERS OF CONSUMER FOODS & EDIBLE FISHERY PRODUCTS

FINLAND

FINLAND IMPORTS

CONSUMER-ORIENTED AG TOTAL ($1,000)

	1997	1998	1999
Sweden	225312	228476	233410
Netherlands	159371	154802	150141
France	142960	130375	132221
Denmark	137519	146901	130783
Germany	102696	114956	118123
Spain	112652	117490	109324
United Kingdom	57949	51349	55926
Italy	49935	52254	54018
Belgium	0	0	48840
United States	44593	43443	44250
Brazil	24098	28484	35307
Costa Rica	28629	30356	30064
Panama	19985	14162	18505
Israel	15971	15197	17824
Ireland	24614	26112	17474
Other	255523	255807	193901
World	1401856	1410215	1390153

Source: United Nations Statistics Division

FISH & SEAFOOD PRODUCTS ($1,000)

	1997	1998	1999
Norway	43664	49331	51432
Sweden	19079	17920	15243
Denmark	6889	7712	7998
Thailand	8996	12912	6730
Germany	4107	4760	5095
Iceland	3060	3790	3666
Estonia	1376	1745	3017
Canada	1652	2526	2282
Philippines	2726	3494	1871
Madagasca	1	416	1818
Netherlands	1064	1448	1781
United State	1380	1518	1195
Faroe Islanc	2193	2498	1020
Spain	488	1027	908
France	970	888	693
Other	4379	2033	2709
World	102033	114030	107467

Source: United Nations Statistics Division