

# **DBT INWARD MISSION TO UK**

## **FROM VIETNAM, SOUTH KOREA, THAILAND AND AUSTRALIA**

The below details the various seafood importer companies from Vietnam, South Korea, Thailand and Australia that will be undertaking a visit to the UK in March 2026.

The group will visit a number of locations to learn about the UK's wider seafood industry, and more importantly, to have the opportunity to meet with UK exporters to discuss possible business and trading links.

### **VIETNAM**

#### **Calisa**

- Species/products of interest: shellfish.
- Company specialising in live imports – thus appropriate UK exporters would be companies who can export live
- <https://calisa.vn/>

#### **Royal Seafood**

- Species/products of interest: shellfish.
- Regarded as the largest seafood company in Vietnam. With a focus on importing live product.
- <https://haisanhoanggia.com/>

#### **Mega Mart**

- Species/products of interest: various.
- Major mid-range supermarket, selling fresh/frozen/live – thus opportunities for all products for UK export, albeit with more relevance for companies able to export larger, regular shipments to Vietnam.
- <https://mmvietnam.com/en/>

### Central Retail

- Species/products of interest: various.
- Similar type of business to Mega Mart.
- <https://centralretail.com.vn/our-business/food/>

### Vietnam Association of Seafood Exporters and Processors (VASEP)

- Species/products of interest: various.
- This is the Vietnam Association of Seafood Exporters and Processors. The opportunity exists for the UK to showcase to VASEP how UK seafood production is world class and detailing the various USPs which sets out the UK from our competitors.
- <https://seafood.vasep.com.vn/>

### Ocean Gift

- Species/products of interest: mackerel and various other species.
- A leading Vietnamese seafood processing company that is already engaging with a number of UK companies, especially mackerel exporters. They conduct a variety of processing operations, from filleting to breaching to flavouring and cooking.
- <https://oceangift.com.vn/>

### Sakana Seafood

- Species/products of interest: Atlantic salmon – and other mixed species.
- A Vietnamese company that has previously imported from the UK (and has repeatedly stated a desire to import more). They are a core buyer for salmon, including heads/by-products, but have also reached out separately to the British Embassy in Hanoi, Vietnam to enquire about opportunities to buy other UK fish species.
- <https://sakanaseafood.com/vi/>

### VN Foods Co

- Species/products of interest: Atlantic salmon and possible other species.
- A company that has previously imported salmon from the UK. Has a strong focus on fresh/frozen imports.
- <https://vnfoodsco.com/en/>

## **SOUTH KOREA**

### Dongwon Industries

- Species/products of interest: Atlantic salmon, mackerel.
- Dongwon is Korea's largest seafood importer, engaged in both seafood processing and distribution. They are Korea's biggest salmon importer (currently supplying from Norway/Chile) and have shown strong interest in UK seafood, particularly mackerel. They recently contacted the British Embassy in Seoul, South Korea seeking assistance to connect with UK suppliers. More suited to UK companies who can export high volumes regularly.
- <https://www.dongwon.com/en/business/dongwon-industries>

### Sajo Seafood Co.

- Species/products of interest: Atlantic salmon, crabs (not live), langoustines.
- Another of the major seafood importers in Korea, importing both for distribution and processing. Recommended to the British Embassy in Seoul by the Korean Fisheries Association as having particular interest in UK imports, particularly Atlantic salmon, crustaceans (crabs) and langoustines.
- <https://www.sajo.co.kr/en/>

### Viking

- Species/products of interest: Atlantic salmon, frozen cooked lobster.
- Premium seafood distributor importing products for use in their own high-end restaurants as well as supplying to most major hotels in Seoul eg. The Four Seasons. Currently importing lobster/crab from Canada and Atlantic salmon from Norway.

### Woojin Trading Co.

- Species/products of interest: molluscs, including oysters and whelks.
- A SME who previously imported whelks from the UK and recommended to the British Embassy in Seoul by the Korean Fisheries Association as being interested in further cooperation with the UK. Main product of interest is oysters for processing.

### Lotte International

- Species/products of interest: Atlantic salmon, frozen cooked lobster, molluscs, fish fillets.
- Major conglomerate, department store/supermarket chain and one of Korea's biggest seafood importers. Main product of interest is salmon (currently importing from Norway/Australia – suitable for exporters who can offer high volume/regular export), lobster and molluscs, eg. whelk/oyster, as well as premium ready-to-eat fish fillets/meal kits.
- <https://www.lotte.co.kr/global/en/main.do#none>

### Emart

- Species/products of interest: Atlantic salmon, langoustines, ready-to-eat products.
- Korea's biggest hypermarket chain and the mid-range subsidiary of Shinsegae, Korea's biggest department store. An opportunity for UK suppliers of premium salmon (currently importing from Norway/Australia), lobster, langoustines and crabs, as well as premium ready-to-eat fish fillets/meal kits.
- <https://company.emart.com/en/main.do>

## Keumho F&B

- Species/products of interest: Atlantic mackerel, various whitefish species, crustaceans, ready-to-eat products.
- Mid-size importer interested in mackerel (specifically from Shetland), as well as crab, some limited Atlantic salmon and also ready-to-eat meal kits/fillets.
- <https://www.keumhofnb.com>

## THAILAND

### Food Gallery Co. Ltd

- Species/products of interest: Chilled Atlantic salmon, prawn, lobster, whitefish (currently import fresh salmon from Scotland - weekly). They would like to connect with UK exporters, particularly those able to provide frequent and direct air shipments to Thailand to optimise freshness. The company is actively building the presence of UK seafood – especially Scottish salmon – in the Thai market and aims to source additional seafood products from the UK to expand its premium seafood offering.
- Food Gallery Co. Ltd., established in 2005 and headquartered in Bangkok, is one of Thailand's leading importers and distributors of premium fine foods, operating under the ISO 9001:2005 quality management system. The company sources and distributes high quality products across seven key categories – fresh produce, dairy, beverages, grocery, bakery, meat, and seafood – serving more than 500 customers nationwide, including modern trade retailers, foodservice operators, and catering businesses. Seafood is a strategically important category within Food Gallery's portfolio, comprising both fresh and frozen seafood sourced from international suppliers. Their seafood offering includes premium items such as fresh seafood selections and frozen products like scallops and other high value species, which are positioned to meet the needs of Thailand's hospitality, fine dining, and modern retail sectors. This category is supported by Food Gallery's cold chain infrastructure and 24-hour logistics operations, ensuring consistent temperature-controlled storage and nationwide
- [www.foodgallery.co.th](http://www.foodgallery.co.th) (website is not up to date)

## SeaFresh Industry Public Co. Ltd

- Species/products of interest: The company currently imports seafood and shellfish including lobsters and brown crabs from the UK. They are interested in expanding their import ranges to include more Atlantic species and whitefish species to supply to hotel and restaurant sectors in Thailand. They are seeking to connect with UK suppliers, particularly those with a strong focus on sustainability and fully controlled, transparent supply chains. The company is also scoping new seafood products to meet customer demand in Thailand and exploring opportunities to enhance investment footprint in the UK.
- Seafresh Industry Public Company Limited (CFRESH), founded in 1982, is listed on the Stock Exchange of Thailand. It is a major Thai seafood processor specialising in frozen raw shrimp, cooked shrimp, processed shrimp, sushi shrimp, and other seafood products, including squid, scallops, salmon, as well as fruits and vegetables. The company operates across farming, processing, and international distribution, supplying both the Thai market and global markets in North America, Europe, Asia, and Oceania.

In Thailand, its seafood portfolio is generated from operations and export revenues. In Thailand, Seafresh also imports and distributes seafood and other food products, complementing its domestic product offering and enabling it to serve a wider customer base through multiple distribution channels, including e commerce. The company maintains a strategic investment in the UK through the Seafresh Group, a global seafood business headquartered and registered in Redditch, Worcestershire. The UK-based Seafresh Group operates integrated farming and processing sites across Asia, Central America, and Europe, specialising in premium king prawns and other seafood, supported by a sustainability focused, fully controlled supply chain. The UK footprint strengthens Seafresh's market access, enhances product consistency and reinforces its position as a vertically integrated player in the global seafood industry.

- <https://seafresh.com>

## **AUSTRALIA**

### Austral Fisheries

- Species/products of interest: shellfish and whitefish.
- One of Australia's largest commercial fishing and seafood companies. Austral Fisheries are an Australian-based fully integrated seafood business, 50/50 owned by Australian company Kailis Families and Japanese Umios (used to be called Maruha Nichiro). The company has

their own fishing fleets – catching Patagonian toothfish in the sub-Antarctic, prawns from the Gulf of Carpentaria and finfish from the Northern Territory of Australia.

- In addition to the company's fishing business, Austral also import seafood from around the world into Australia. The company's customer base is diversified, ranging from mainstream retailers to wholesalers to high-end Michelin-starred restaurants. To date, the company has a particular interest in identifying UK suppliers of razor clam, crab meat and MSC whitefish fillet (portions).
- <https://austral.com.au/>

#### Fushin Frozen Foods (Australia Fushin Frozen Foods Pty. Ltd.)

- Species/products of interest: shellfish, fish fillets and any new products, particularly those that appeal to the growing Asian Australian market.
- Fushin Frozen Foods is a fresh and frozen seafood wholesaler/distributor company based in Melbourne, Victoria and operating nationwide across Australia. The company source premium frozen seafood products from suppliers around the world – and specialise in supplying both retail and foodservice sectors. They currently serve more than 800 business customers in all Australian states and territories – with customers including supermarkets, grocery stores, wet fish shops, catering companies, central kitchens, cafes, restaurants, hotels and foodservice providers.
- <http://www.fushin.com.au>