

# EU Fishmeal Conference

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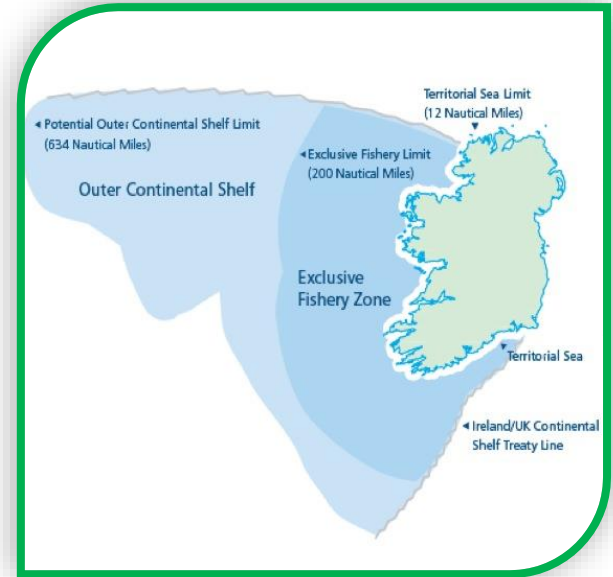
**Dublin**

**13<sup>th</sup> September 2017**



# Irish Seafood Industry

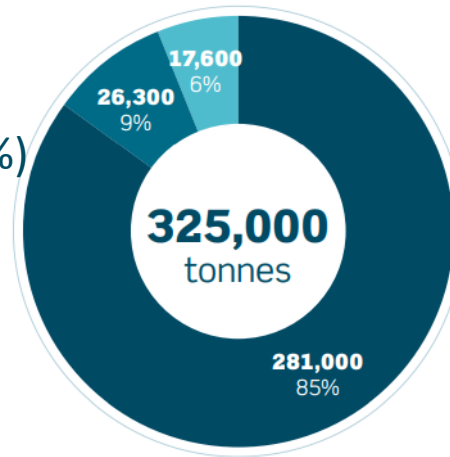
- 200 million acres of sea ( 20 m land)
- €1 billion in value.
- Employs 11,000 in fishing, farming, processing
- 2,039 fishing vessels
- 250 Aquaculture operations
- 156 processing companies
- Domestic consumption: 21 kgs/Capita



# Where Does Irish Seafood Come From?

## By Volume - 325,000 tonnes

- Capture Fisheries – 281,000 tonnes (85%)
- Farmed Shellfish – 26,300 tonnes (9%)
- Salmon/Finfish – 17,600 tonnes (6%)

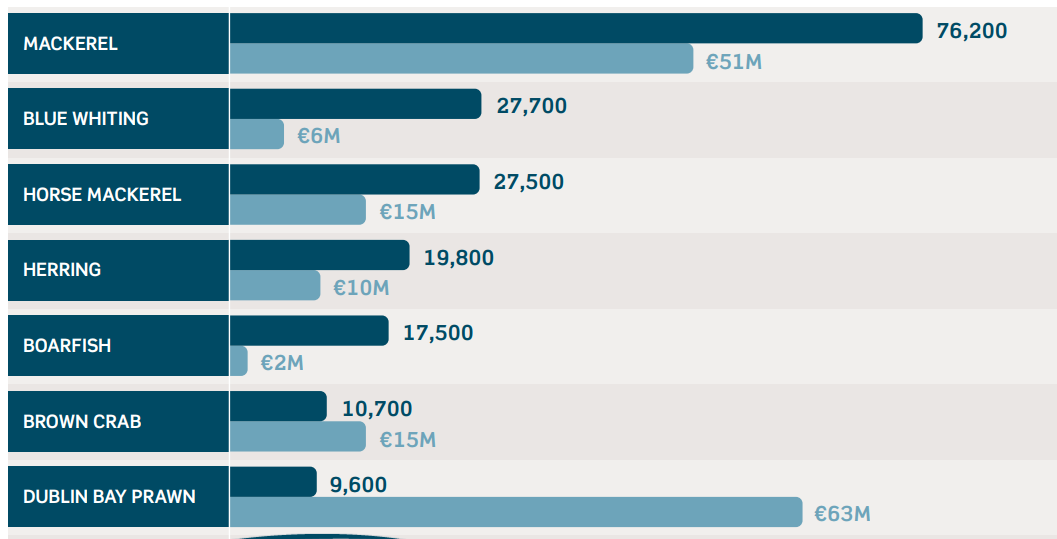


# Where Does Irish Seafood Come From?

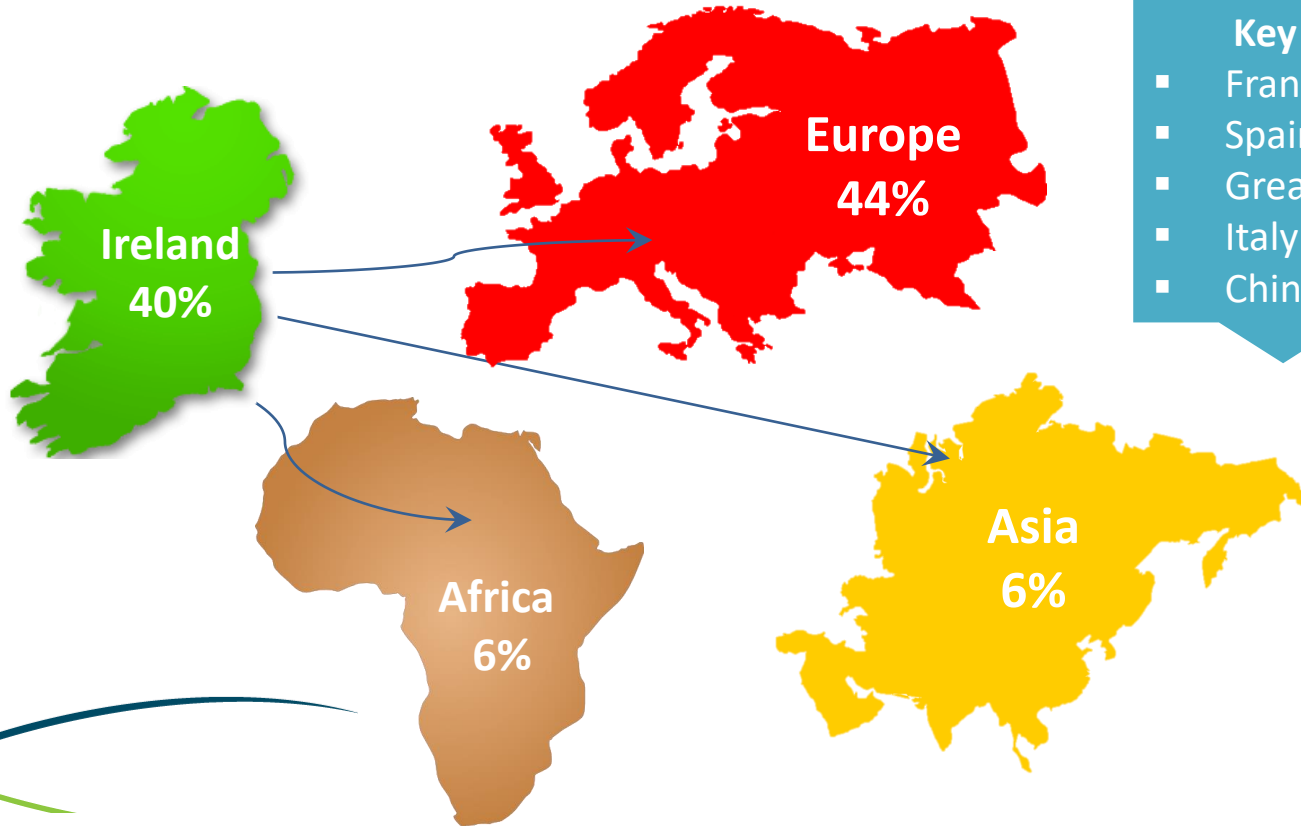
## Main species by value and volume

Landed weight (tonnes) >10 metre vessels (domestic landings)

● Volume (tonnes) ● Value (€)



# Markets - Irish Seafood Value 2016 - €939m



## Key Markets 2016

- France €142m
- Spain €78m
- Great Britain €77m
- Italy €46m
- China €30m



# Aquaculture - Pioneering Organic Salmon



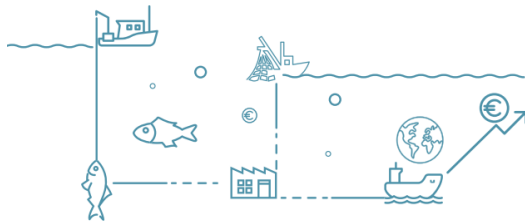
**Irish  
Organic  
Salmon  
2016 -  
€8.90**

**UK  
Salmon  
2016 -  
€6.96**

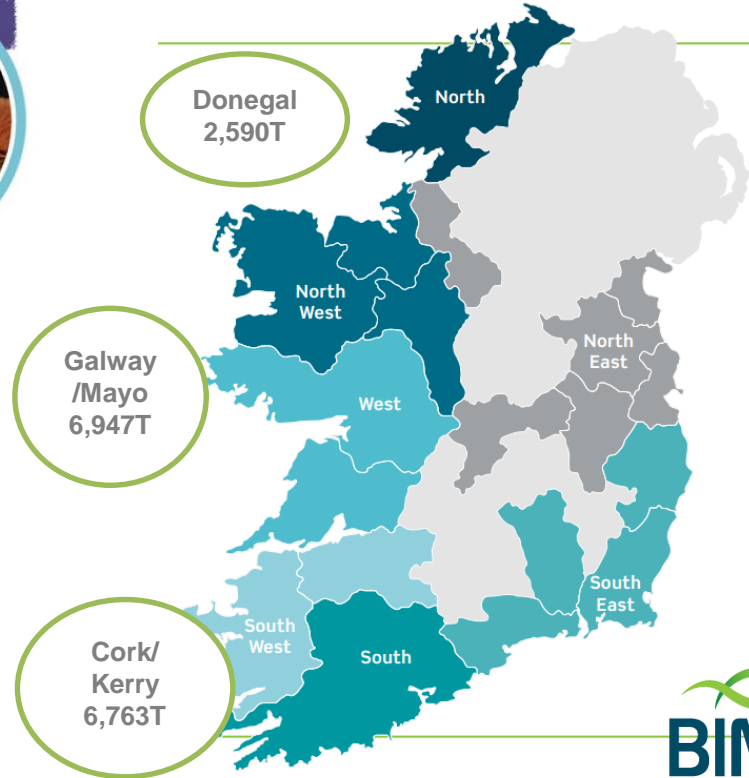
## SALMON

Sea production of salmon has increased by 24% to 16,300 tonnes worth €105 million in 2016 a significant increase on the 2015 data.

Primary salmon production provides mainly full-time employment and has the most diverse and lucrative economic knock on effects.



## Production Value



# Key Priorities



**Brexit**



**Accessing North  
Atlantic Seafood  
Resource**



**Origin  
Green**



**Innovation /  
R&D**



# Brexit

## Issues

- 36% of Irish fishing quotas caught in UK waters
- Ireland's exports 14% of seafood exports to UK valued ~ €78m
- Ireland imports from UK ~ €186m
- Land border

- **What we know (short-term)**

- Currency volatility
- Tougher UK market
- Tougher competition from UK processors in UK market and export markets

- **What's unclear but planning for : hard or soft BREXIT**

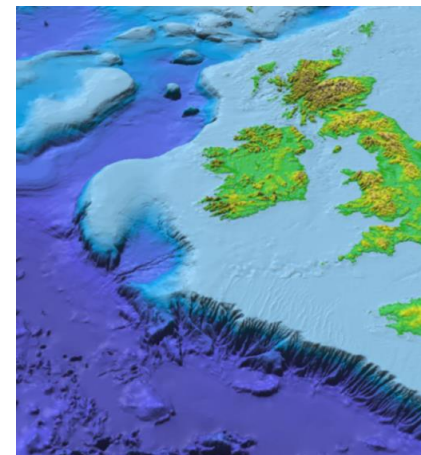
- Supply chain management
- Customs / VAT
- RTM
- People



# Accessing more of North Atlantic Seafood Fish Resource

- 1.2 mio tonnes fish caught off west coast of Ireland
- Ireland quota 20% share
- Proposition to non-Irish vessels to land in Ireland reducing fishing costs and increasing “time at sea”.
- Ireland building processing capacity and innovation in value added products and marine ingredients.

Close proximity to richest fishing grounds in the world



# Origin Green Differentiating Irish Seafood



Working  
with nature

## Sustainability across the Supply Chain

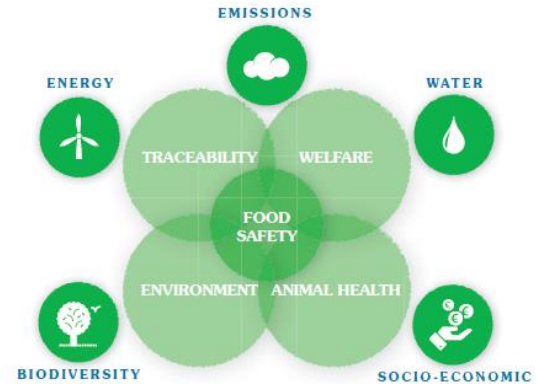
Ireland's National Sustainability Programme

Environmental targets are set and agreed

Accredited, Independent Verification

53 Verified Seafood Companies at present

Market Differentiation / USP



# Developing R&D Partnerships – Matching Science with Industry



Bio-Marine Ingredients



Crab Chitosan



Marine Ingredients R& D



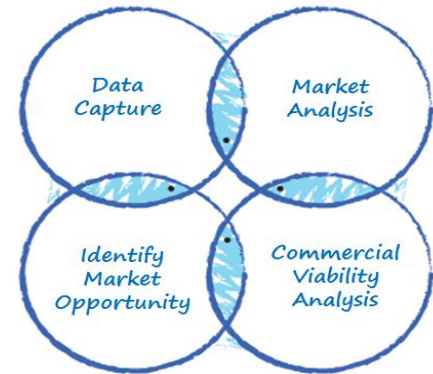
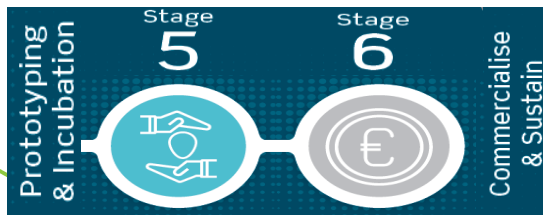
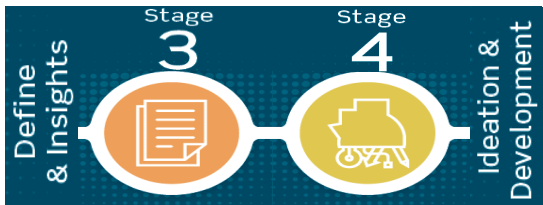
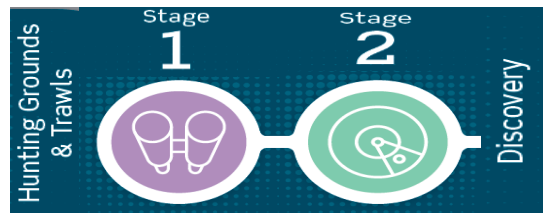
United Fish Industries

# Seafood Innovation Hub (SIH)

End to End  
Innovation Process

Technical Services &  
Scale up

Market-Led Client  
Services





*Thank you and go raibh an craic  
libh i mBaile Ath Cliath !*

