

The secrets of King Crab and Snow Crab in Asia.

Reke- og Skalldyrskonferanse, Bergen april
2017.



Erlend Johnsen, Sales Executive, Cape Fish Sales AS

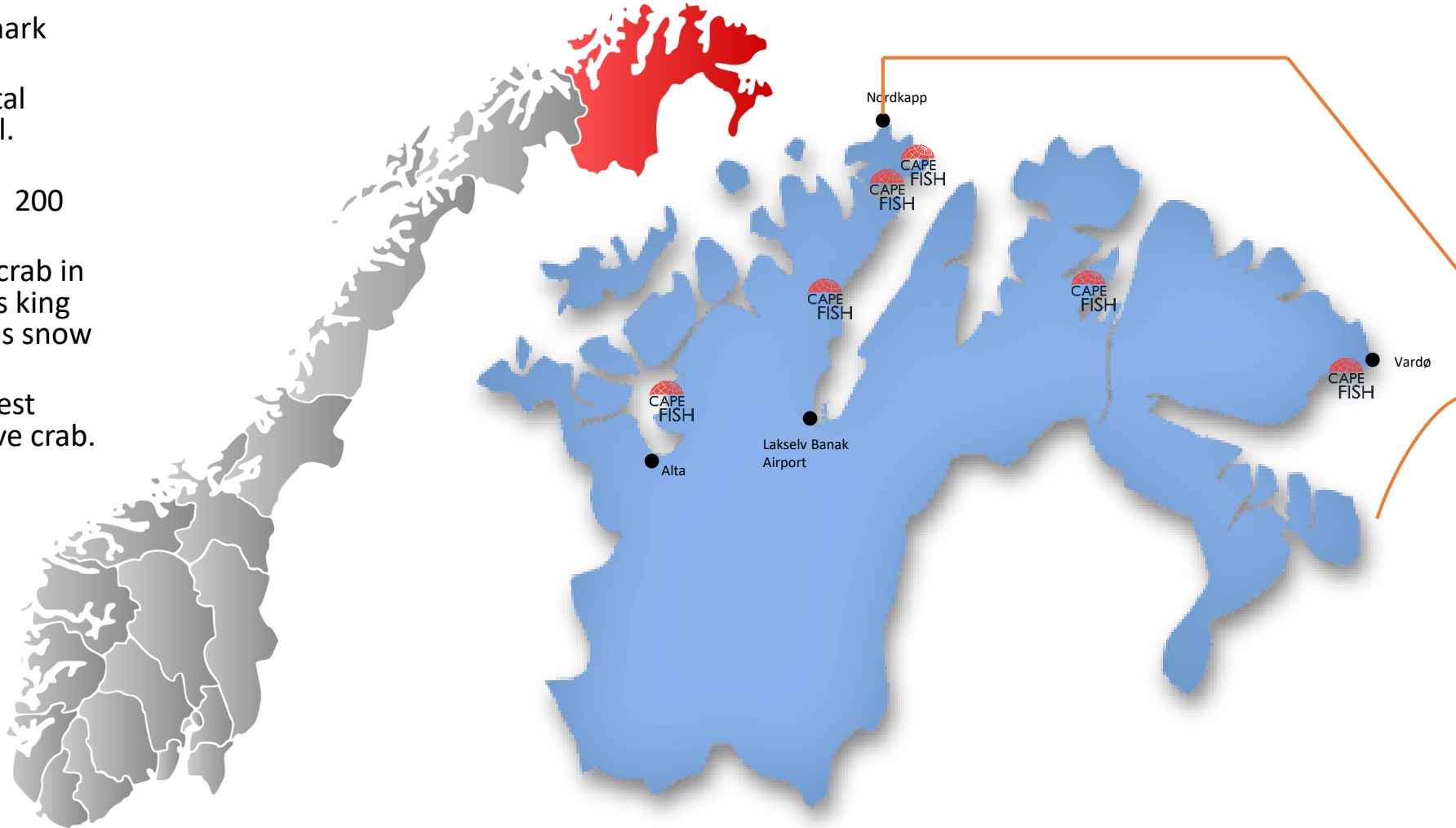


seafood from finnmark

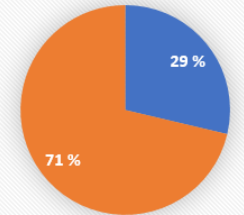
Cape Fish Group AS



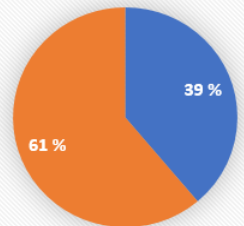
- 5 plants in Finnmark
- Main office in Honningsvåg. Total turnover 280 mill. NOK(2016).
- Export live 2015: 200 tonnes king crab
- Total export live crab in 2016: 454 tonnes king crab and 8 tonnes snow crab.
- Korea is the biggest market for our live crab. Japan for frozen.



2016 Frozen Crab Export Share



2016 Live Crab Export Share



Cape Fish Group AS

Market Access

- In 2014 Korea and Russia signs agreement to stop IUU crab from Russian vessels to Korea.
- In 2015 Japan and Russia signs same type of agreement.
- Russia and China in 2017?
- Russians vessels lands directly in Korea. Most of this is re-exported.



Live Crab

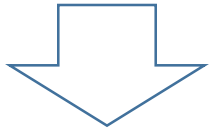
2015



Cape Fish Int. In Korea

Feb 2016

Direct flight



Lakselv Norway



Seoul Korea

Our Experience

Snow Crab : 24-30 hour

King Crab : 40 hour+



Logistic

2017 40t Tank in *Oslo*



Challenges

- High catches from Russia in 2017. Red Crab sept-dec. Blue crab all year.
- Snow crab catches down in Canada?

DFO Stock Survey Says Newfoundland's Snow Crab Biomass Plummeted 40% Between 2015 and 2016

SEAFOODNEWS.COM [CBC News] by Anna Delaney - February 28, 2017

Monday saw some bad news for the snow crab industry in Newfoundland and Labrador.

According to a Department of Fisheries and Oceans (DFO) snow crab stock assessment, released Monday, what was once the world's largest snow crab fishery, is now seeing substantial decline.

"It's not a good news story ... the scale of this fishery is a big fishery," Darrell Mallowney, DFO's snow crab assessment ...

[Full Story »](#)

- Quality becomes a big challenge when catching all year.



Products



Competitive advantages and possibilities in Korea and Asia.

- No import tax on live king crab or snow crab in Korea. Russian crabs have 20 %.
- We have Snow Crab with yellow/gold colour inside
- Koreans like to eat out (Tripadvisor)

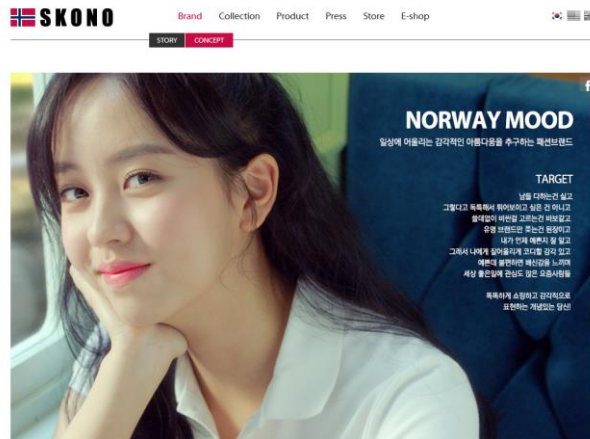
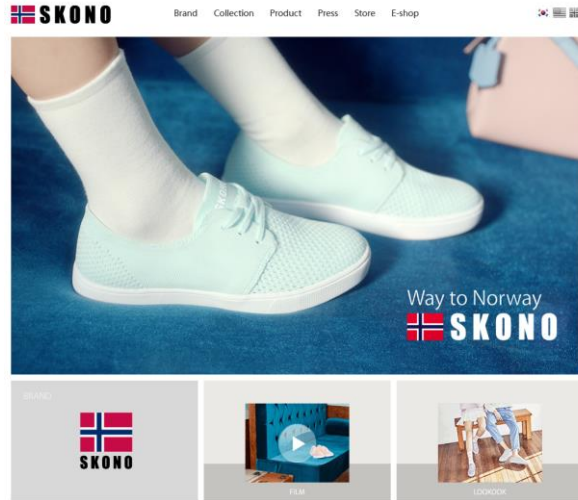
New York (8,4 mill) : 9042 Restaurants

Tokyo (13,6 mill) : 83 523 Restaurants

Seoul (10,5 mill): 119 700 Restaurants



Competitive advantages and possibilities in Korea and Asia





NORWEGIAN RED KING CRAB

Wild flavour from North Cape



*Thank you, for your
attention!*

Erlend Johnsen

E-mail: erlend@capefish.com

Phone: (+47) 41 64 62 23

www.capefish.com