

Seaman International
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Hake & Hoki from South America



Hake hubbsi in Argentina

- **Catches for 2010**
 - TAC for 2010 was set at 290,000 mt.
 - Real catches were 279,905 mt
 - Addition of permanent banned areas.
- **Catches for 2011**
 - TAC on the level of 273,000 mt.
 - Real catches also very close to TAC. (up to mid of September abt 183,000 mt)

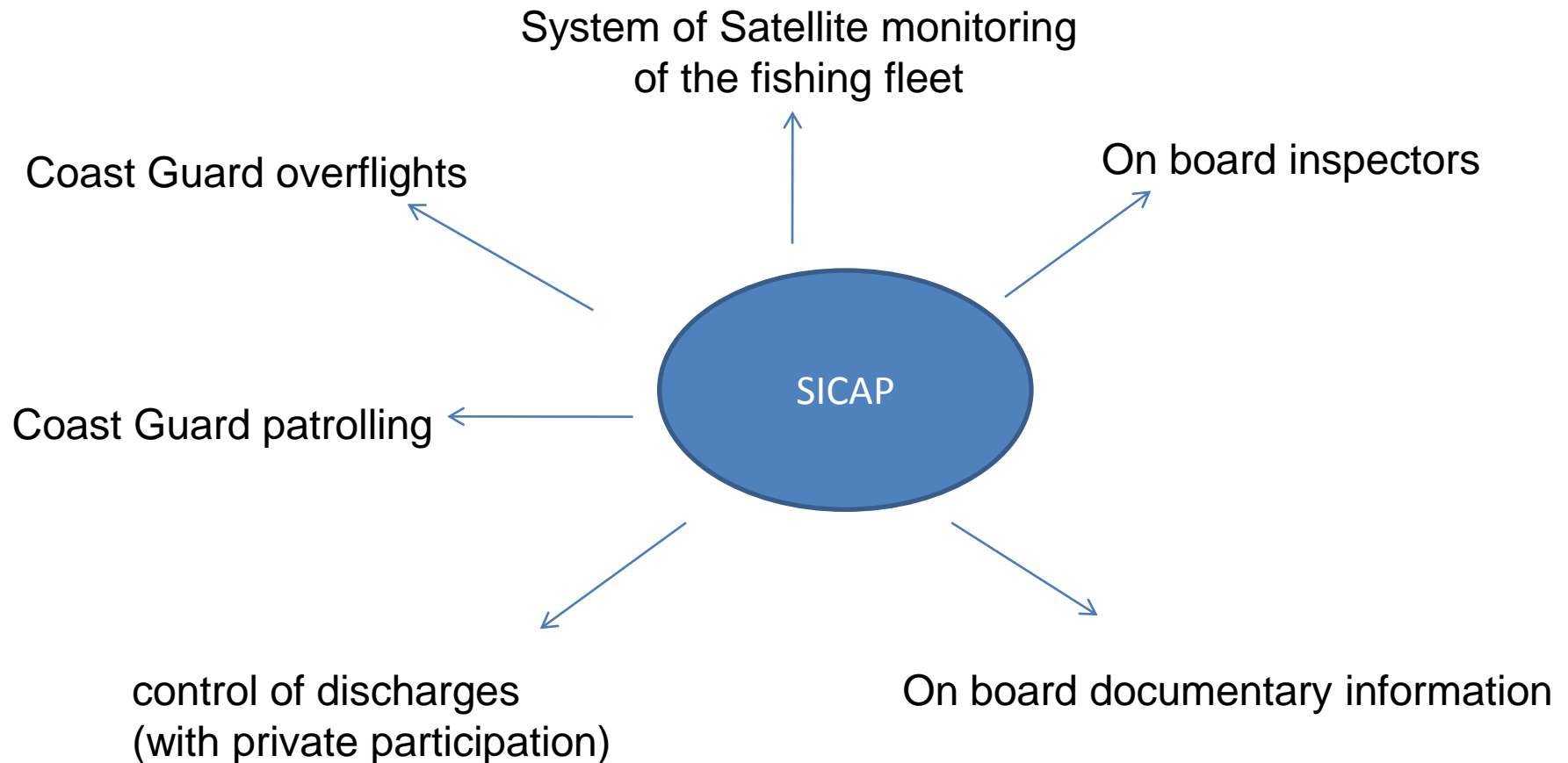


Hake hubbsi in Argentina

- **Sustainability:**
 - Permanently banned hake fishing areas maintained and even increased.
 - Starting 2011 on board 24 hrs cameras became mandatory. They allow the competent authority to control fishing devices, fishing species, incidence of by-catch and size of the fish.
 - 2 selectivity net devices implemented. There is still debate over 2 more devices which are opposed by skippers.



Hake hubbsi in Argentina



SICAP: integrated System for control of fishing activities



Hake hubbsi in Argentina

- **Markets:**

- PBI shatterpacked fillets with very good demand from Brazil but facing strong competition from Alaskan Pollock at very low prices.
- Block production almost non existent. Impossible to compete with APO and *Productus* hake blocks.
- High prices for HG mostly for Eastern European countries and Russia.
- Value added products continue to improve presence in different countries.
- Domestic market growing every year.



Hake hubbsi in Argentina

- **MSC certification:**
 - Fishing Secretariat has issued a statement that they support the implementation of an eco-label for the species, but did not officially say they prefer MSC or any other.
 - MSC certification will eventually advance after Argentine hoki is certified. Still a political issue.



Hoki in Argentina

- **Catches for 2010**

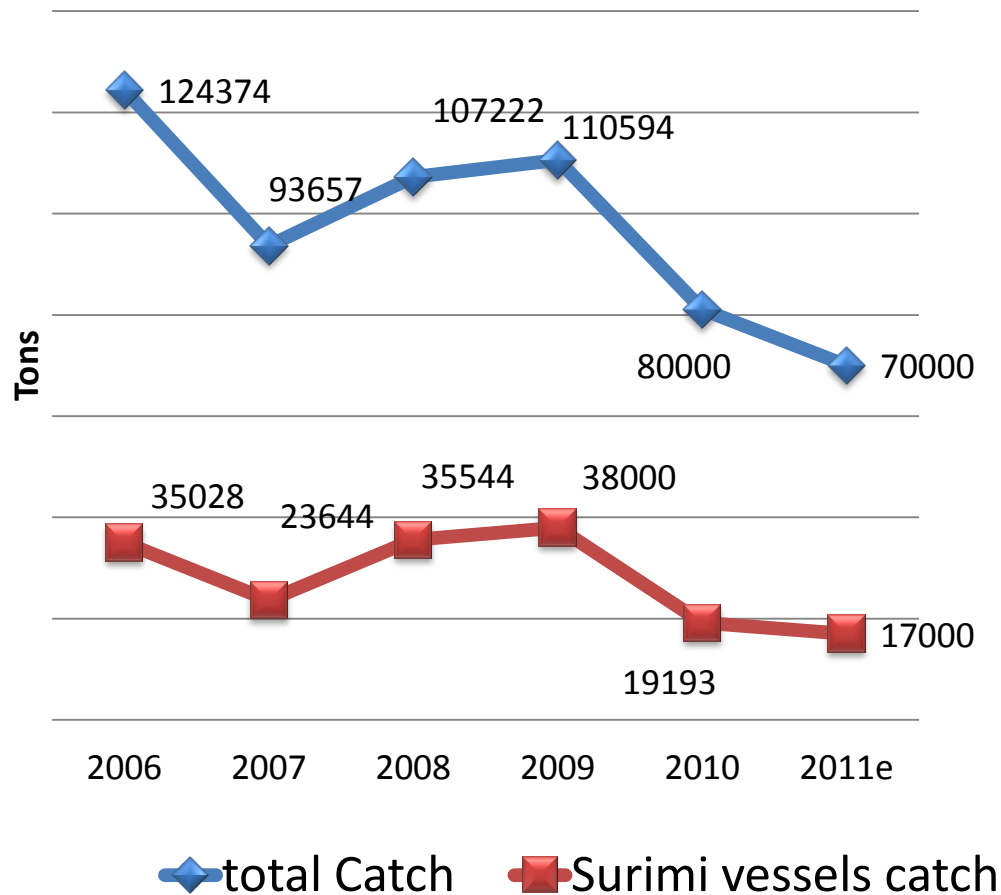
- Real catches were 81,078 mt

- **Catches for 2011**

- TAC on the level of 150,000 mt.
- Real catches expected to be close to 73,000 mt (up to end of August abt 52,000 mt).
- Cause: 2 major Factory vessels that only catch Hoki (Tai An and Centurion del Atlántico) were sent to dry dock and 2 others were catching both species (Hake hubbsi and Hoki)
- Not a problem with overfishing.
- Surimi production is taking about 17.000 tons from total Hoki catches.



Hoki in Argentina



The main quota holders are:

PESANTAR: 15%

ESTREMAR: 8.59%

SAN ARAWA: 7.72 %

SOLIMENO: 6.37%

IBERCONSA DE ARG.: 6.16 %

YUKEN SA: 5.64 %



Hoki in Argentina

EXPECTED APPROVAL FOR MSC DECEMBER 2011.

- OIA (NGO designated for the analysis of the Hoki fishery) presented to the MSC preliminary evaluation report already posted on MSC website.
- If by October there are no complaints, they will proceed with the final report and determination.
- Public certification and Certificate Award expected for December 2011.



Peruvian Gayi Hake

- **Catches for 2010**

- TAC for 2010 was set at 40.000 mt.
- 100% fully caught

- **Catches for 2011**

- TAC on the level of 40,000 mt.
- Up to September 1st , 63% of TAC has been caught.
- It is expected an increase of 5,000 mt for 2012. Already possible for 2011, but due to presence of La Niña and very dynamic recruitment during 2010, it was not confirmed.



Peruvian Gayi Hake

- Setting of the TAC is based solely on the report from IMARPE (Institute of Seas of Peru) prepared on scientific data and year round studies.
- Age pyramid well distributed, age year-class 2010 and 2011 very dynamic which is the base to a possible TAC increase subject to IMARPE approval.
- For further data collection 2 important research trips are made per annum – summer and winter. They research the biomass and help establish the TAC based on the age groups detected.



Peruvian Gayi Hake

- **Industry Developments:**

- Hake ITQ's proved to be successful after 6 years experience.
- Higher processing of H&G blocks and IQF fillets .This trend will increase in 2012 with further demand on H&G from Eastern Europe and Russia.

- **MSC:**

- Main producers have contracted Cedepesca in order to start the evaluation process.The pre-evaluation was finished in 2010 and Cedepesca will now gather the data from different entities to start the evaluation .



Chile 2011: new style in fishing business

– 2010 earthquake recovery

- Human consumption factories back to work
- Fishmeal industry – still relevant damages
 - Some reconstruction waiting new fishing law due 2012
- No relevant help from Government

– Quotas Management

- Realism when setting TACs
 - Drastic reduction on Jack Mackerel TAC
 - Other fisheries with no relevant changes



2011: Important Industry consolidation

- **Orizon - SPK & San Jose** merged pelagic businesses
 - Fishmeal & fishoil
 - Jack Mackerel: Frozen & canning
 - Mussels farming
- **Camanchaca & BioBio** merged Fishmeal and canning businesses
 - BioBio retained hake & hoki
 - Farming activities not merged
- **Blumar – El Golfo & Itata** merged all businesses
 - Fishmeal & Fishoil; Pelagic fish freezing & canning
 - Farming – salmon, trout & mussels; Hake & Hoki
 - Local retail business



Chilean Gayi hake: resource ok

- **Catch around 50.000 tons** - In line with quotas
 - Industrial quota fully caught
 - Artisanal (small boats) catch only 55-60% of quota
- **MSC process on hold**
 - New Biomass measurement method being agreed with authorities
 - Moody Marine (certifier) waiting for independent opinion
 - Certification expected for 2012
- **Markets solid and in good health**
 - Fillets to USA
 - H&G to eastern Europe
 - Mince blocks in high demand



Other Chilean Hakes

- **Australis Hake continues very stable**
 - Quotas and catches around 25.000 tons
 - 50/50% split between Industrial and Artisanal
 - Main market Europe with daily fresh deliveries
- **Southern Blue Whiting catch close to 25.000 tons**
 - Main quota holder is Nissui
 - 85% of catch goes to surimi
 - Japan main market, Europe next



Chilean Hoki

- **Resource stable**

- Catch in 70-80.000 tons range, mostly trawlers
 - Balanced between Central South and Southern Area
- Good fish condition with large fish in the catch
- Main production is fillets and blocks. Some surimi and H&G also produced



Chile 2012: not a peaceful year

- ▶ **Salmon Industry recovery to gain energy**
 - Sanitary conditions under control
 - Some companies opened to stock market
 - Recent price drop is main challenge
 - Additional consolidation possible
- ▶ **10 years ITQ fishing law expires in December 2012**
 - Renewal process promises to be intense
 - Big discussion to be quota assignment to companies
 - History vs Auctions
 - Industrial fleet vs small boats
 - Long term assignment consensus

