



The Norwegian fishermen's sales organization

The fishermen's perspective

Estoril 07.02.2019
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Seafood is one of Norway's **major exports**.

The seafood industry has a proud **history** and a **fantastic future**.

Norwegian **fishermen** and **Norges Råfisklag** are an important part of this **success story**.

Norwegian cod fisheries 2018

- 374 000 tons of cod landed, of which 323 000 in our area.
–38 % of total landings, 60 % of total value
- Not so good availability for the offshore fleet in the autumn, but they managed to catch all cod and saithe.
- One group of the Coastal fleet overfished their quota, will be cut from 2019-quota



Key figures, Råfisklaget area 2018

	000 tons			Mill. NOK		
	2018	2017	+/-	2018	2017	+/-
Cod	323	361	-11 %	6 015	5 938	1 %
Haddock	71	87	-18 %	1 080	1 084	0 %
Saithe	118	94	26 %	736	622	18 %
Total, Norwegian vessels	998	940	6 %	10 562	9 527	11 %
Total, foreign vessels	165	163	1 %	2 195	1 856	18 %
Total landings in Råfisklaget	1 163	1 103	5 %	12 747	11 383	12 %

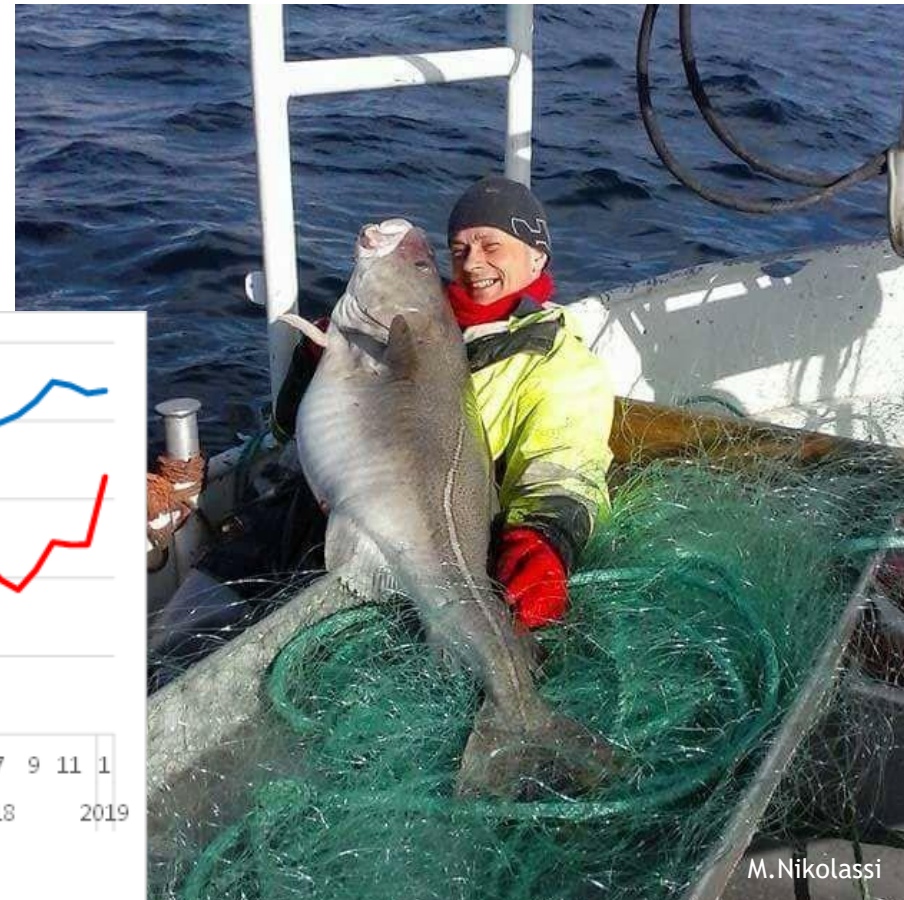
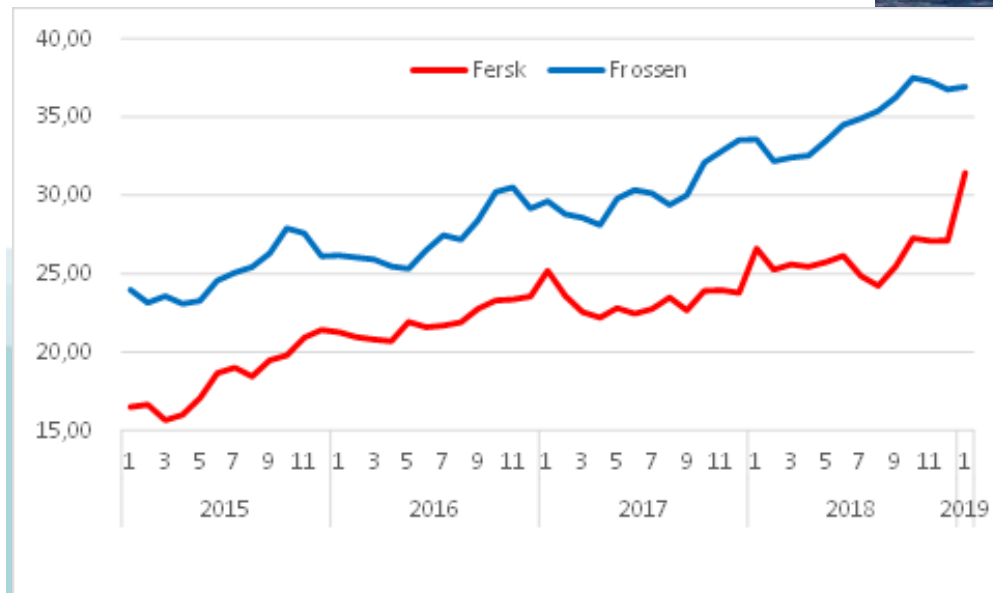
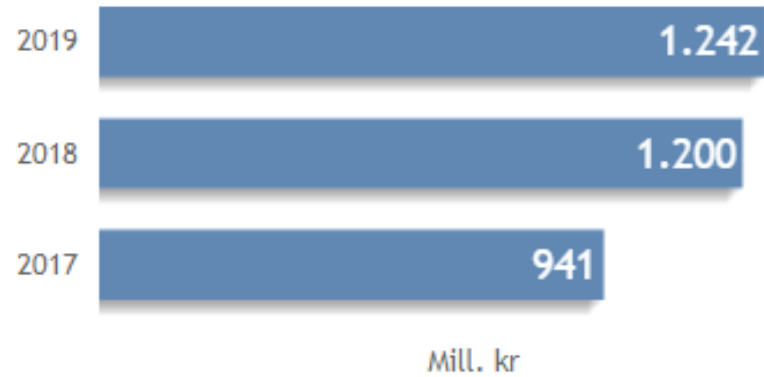
Quotas 2019

- Cod TAC:
 - 746 000 tons, down 50 000 or 6 %
 - Norwegian share 329 000 tons, down 27 000 or 7%
- Saithe 134 000 tons - down 23 000 tons or 15%

First 5 weeks 2019

	000 tons			Mill. NOK		
	2019	2018	+/-	2019	2018	+/-
Cod	33	38	-13 %	735	715	3 %
Haddock	7	10	-30 %	127	154	-18 %
Saithe	13	11	18 %	106	88	20 %
Total, Norwegian	98	110	-11 %	1 106	1 095	1 %
Total, foreign vessels	14	11	27 %	189	127	49 %
Total, Norges Råfisklag area	112	122	-8 %	1 295	1 222	6 %

2019 - so far



Expectations for this year's cod fisheries

- Increased focus on quality:
 - more cod into fresh fish markets and fillet demand new approach from fishermen
- Easter comes mid April, plenty of time to fish
- Dynamic minimum price system mirrors the raw material price battle
- Increased competition on raw material benefit fishermen
 - Investors from salmonfarming industry seek to expand into wildfish by buying factories
 - No change in ownership rules for fishing vessels

