
International ColdWater Prawn Forum – Industry meeting 2015

Cold Water Prawn in Europe Market trends and development



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Tivoli Hotel, Copenhagen Paris
November 13, 2015



GEMBA Seafood Consulting A/S Denmark

GEMBA Seafood Consulting is a private owned company founded in 2006. Dedicated to helping clients innovate and find strategic solutions. GEMBA works with marine and maritime projects.

GEMBA works with:

- **International market intelligence studies**
- **Development projects in the seafood sector**
- **Development of ports and maritime infrastructures**
- **Strategic processes, workshops and conferences**
- **Secretariat for ICWPF**

Our clients:

Seafood- and food companies, ports, public institutions and R&D institutions.

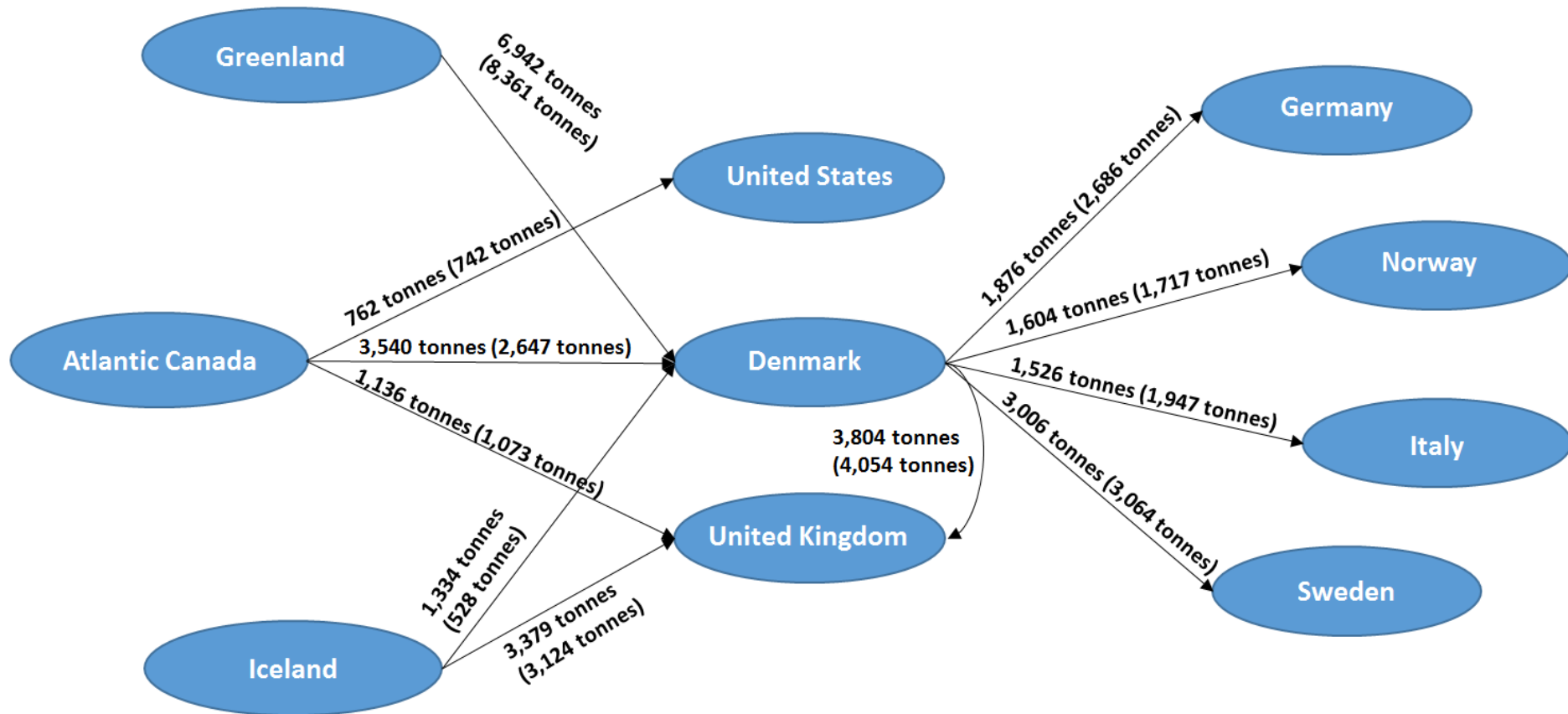


Agenda

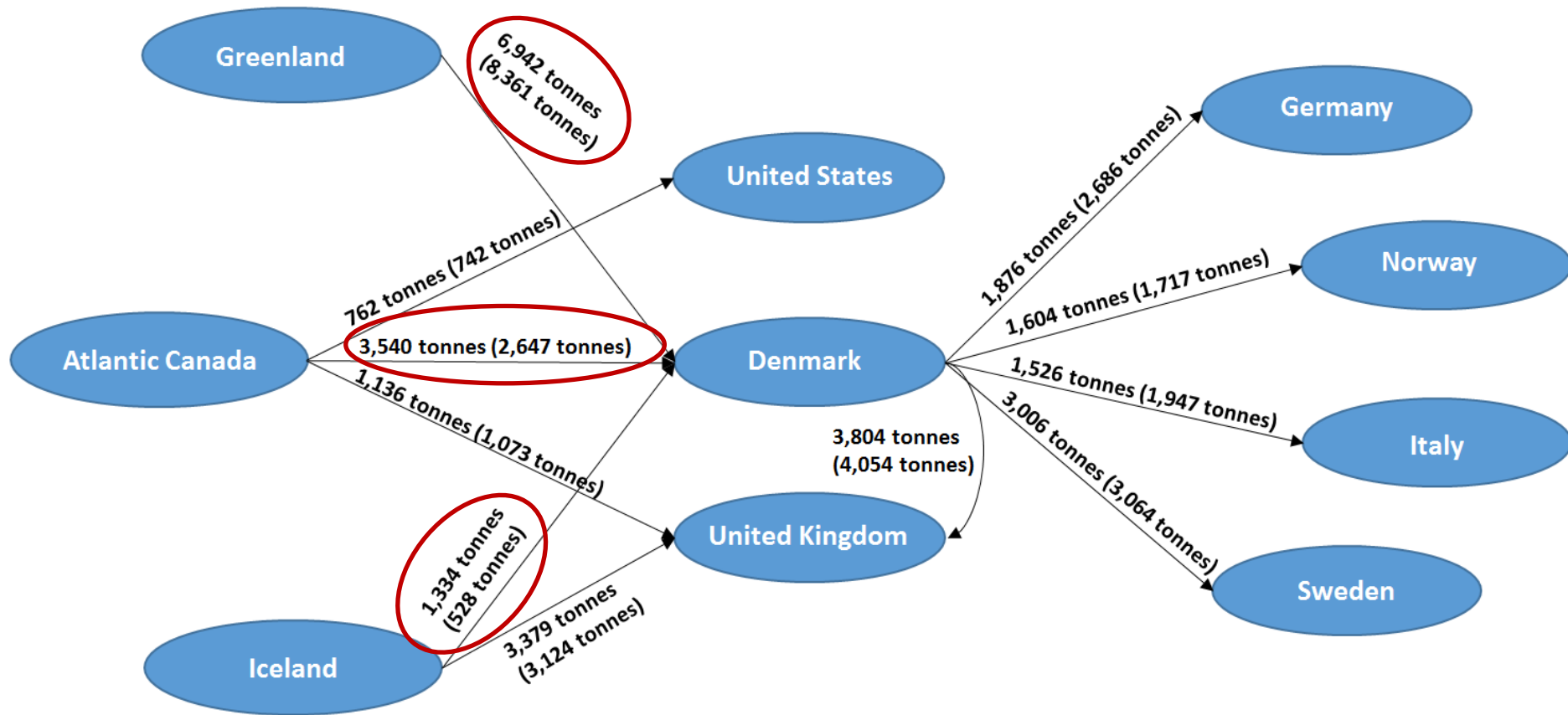
- Introduction
- Main CWP trade flows
- Tariff



Changes in trade flow processed prawn: Jan-June 2015 and (Jan-June 2014)



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Greenland

6,942 ton
(8,367 ton)

SHORT RUN CHANGES:

Increase in export from Canada to Denmark (893 tonnes)

Increase in export from Iceland to Denmark (806 tonnes)

Small changes in export from Canada to UK and US

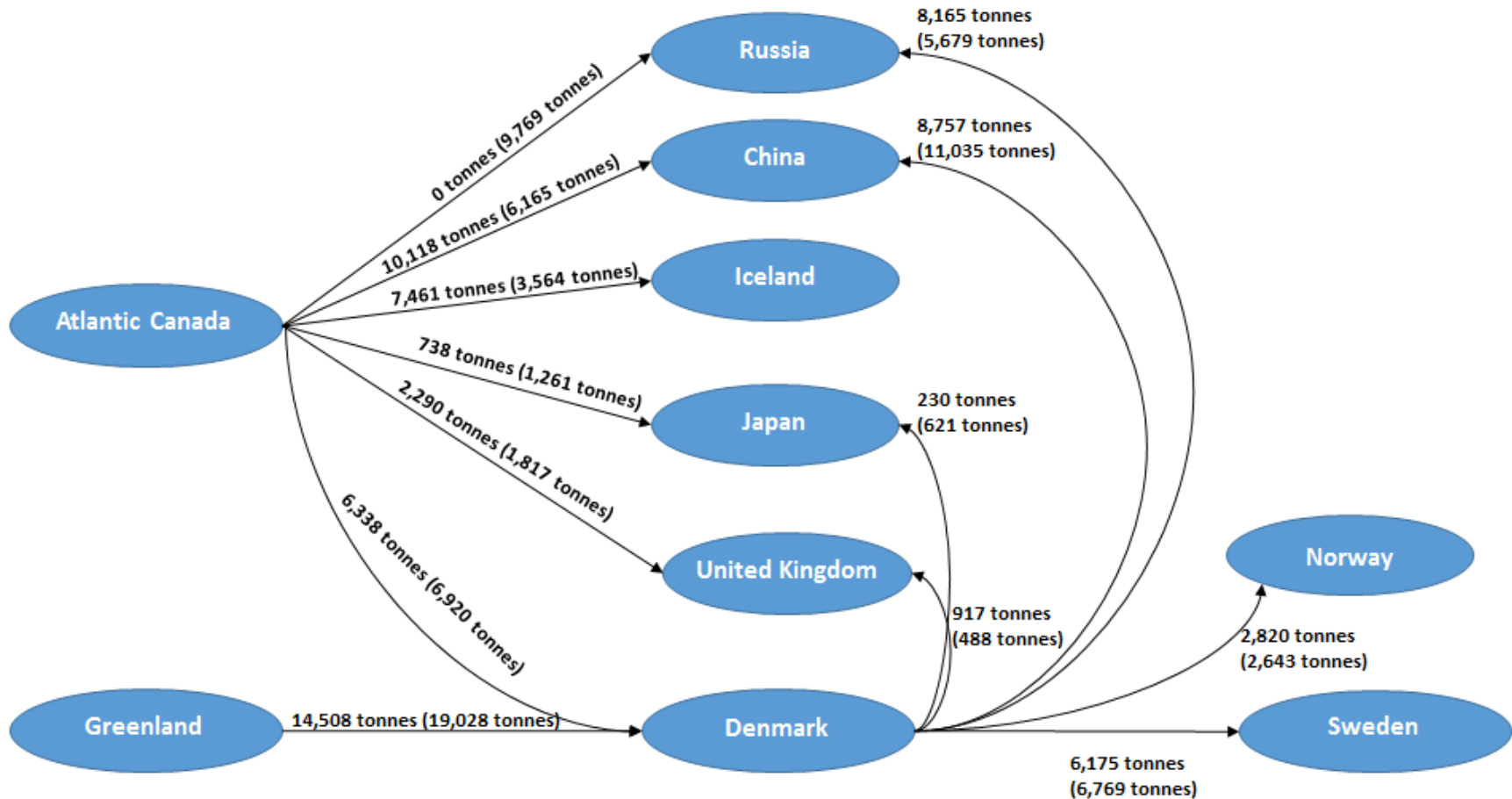
Decrease in export from Denmark to Germany (810 tonnes)

Iceland

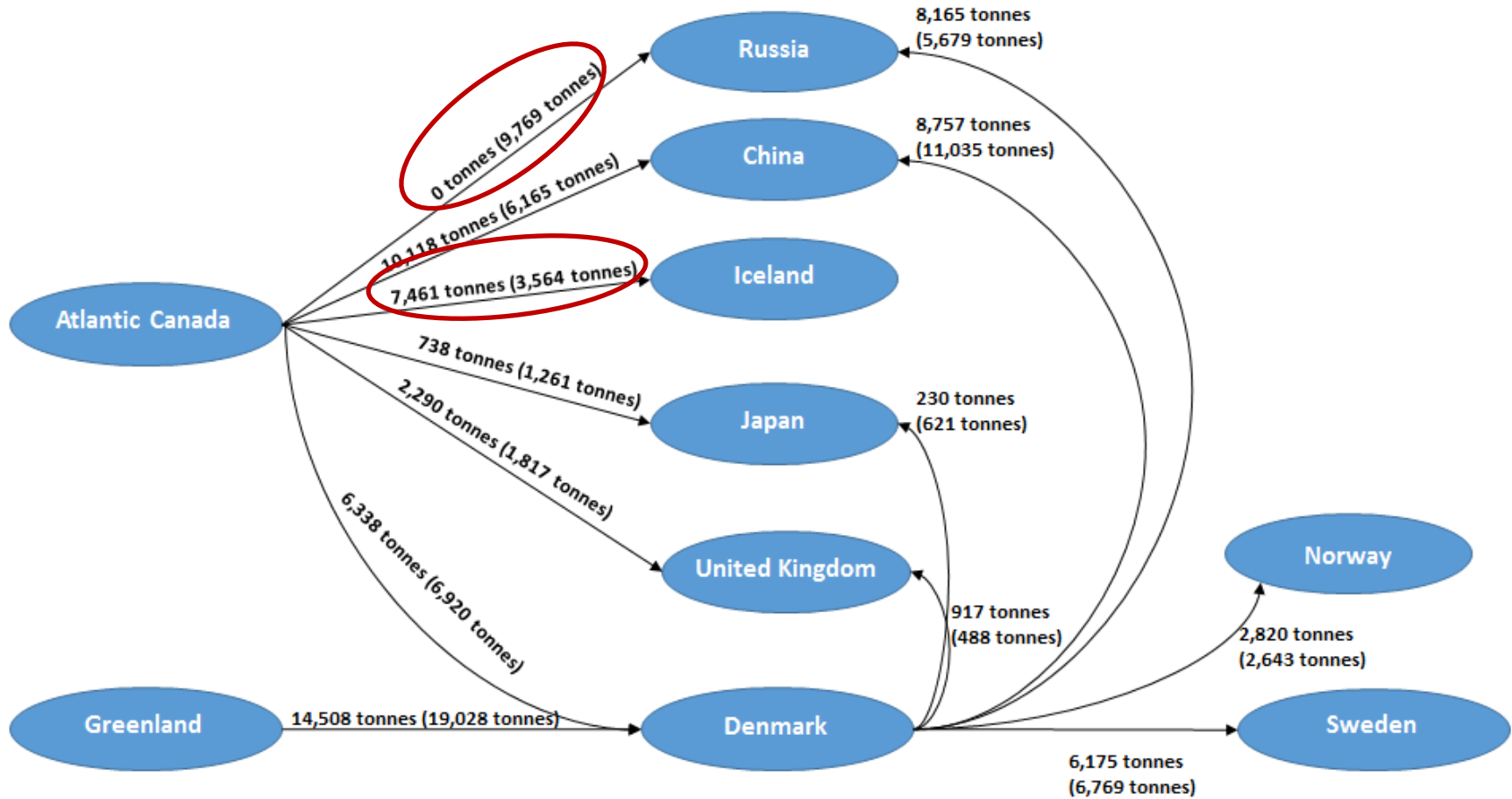
3,311 ton
(3,124 ton)



Main trade flow of unprocessed prawn (HS0306) - Jan-June 2015 and (Jan-June 2014)



Main trade flow of unprocessed prawn (HS0306) - Jan-June 2015 and (Jan-June 2014)



Main trade flow of unprocessed prawn (HS0306) - Jan-June 2015 and (Jan-June 2014)

Short run changes:

Canadian export to Russia has ended

Canadian export to Iceland more than doubled
(increase with 3,897)

Greenlandic export to Denmark went down with 4,520
tonnes

Tariff - system (current situation)

- The *Pandalus jordani* is in high demand and it is being debated to increase the end-use quota
- Enough peeled and boiled – almost like free trade
- Shell-on in higher demand than previous

Tonnes	EU tariff free quota	Remaining, November 17 2014	Remaining, November 11 2015
Pandalus borealis peeled and boiled	30,000	7,486	11,312
Pandalus borealis in shell	9,000	3,970	1,153
Pandalus jordani peeled and boiled	2,000	0	0

- Impact of CETA?



Thank you
for your
attention!



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