Outlook of capelin and capelin roe situation
2020/01/20
**Remarks**

1. All data are quoted from Ministry of Finance report in Japan
2. This qty is including qty of final products processed at oversea such as China, Thailand, Vietnam, Indonesia, and it is said that 50% of final products are processed at oversea and brought into Japanese market.
**Remarks**

1. Recovery of final products from raw material is calculated 75% against raw material after drying process.

Year 2015-2018 Average 23,000MT
Year 2019 15,000MT
Estimate Year 2020 5,000MT

◆ Carry over inventory of raw material will be consumed by Jun 2020 if there is no raw material coming in.
◆ At least **10,000MT** will be needed this season to keep capelin market in Japan

**Remarks**

1. Recovery of final products from raw material is calculated 75% against raw material after drying process.
NUMBER OF EMPLOYEE WORKING FOR PROCESSING FACTORY FOR FROZEN CAPELIN

Number of major producer of female capelin who mainly process dried capelin would be 20 including contracted factory at oversea. Each factory employee approx. 50-250 staff depending on the size of the company.

\[ \times 20 + \times 150 = 3,000 \text{ people} \]
So, total workers involves this item would be
20 company × 150 staff = 3,000 people.
Which is equivalent to 1% population of your country.

If there is no supply of frozen capelin this year, these people will suffer,
in worst case, they will loose their jobs.
Japanese Supermarket
Japanese Convenience Store
Japanese Convenience Store
**Remarks**
All data are quoted from Ministry of Finance report in Japan
Almost all qty of capelin roe exported to U.S.A & CANADA was gone to AZUMA FOOD INTERNATIONAL.INC.U.S.A and AZUMA FOOD CANADA.CO.LTD
MAIN PRODUCTS

**Japan**  Topping for Japanese Delicacy

*With herring and vegetable*

*With squid*
MAIN PRODUCTS

Russia  Imitation Caviar
MAIN PRODUCTS

All Over The World  Sushi Topping
If there is no capelin roe available this season, customer will be forced to change their raw material from capelin roe to **loose herring roe**, which was already shifted some volume last season.

Total qty of loose herring roe from north sea herring produced at Denmark, Germany, Norway, Shetland, Scotland on Aug-Sep.2019 was approx. **5,000MT**, which will be increased if there is no capelin roe available on 2020.

In additions, some of the producers in Norway plan to produce loose herring roe from NVG herring on Feb-Mar.2020.

◆ At least **5,000MT** will be needed this season to keep capelin roe market all over the world.
IMPORT STATISTICS OF ALL SEAFOOD FROM ICELAND

1. QTTY

2016
- Capeelin: 14,768 MT (56%)
- Capeelin Roe: 9,610 MT (36%)
- Others: 2,071 MT (8%)

Total: 26,449 MT

2017
- Capeelin: 16,725 MT (56%)
- Capeelin Roe: 11,868 MT (39%)
- Others: 1,446 MT (5%)

Total: 30,039 MT

2018
- Capeelin: 16,501 MT (54%)
- Capeelin Roe: 1,389 MT (5%)
- Others: 12,459 MT (41%)

Total: 30,349 MT

2. AMOUNT

2016
- Capeelin: 7,260 MYN (59%)
- Capeelin Roe: 3,159 MYN (26%)
- Others: 1,812 MYN (15%)

Total: 12,231 MYN

2017
- Capeelin: 8,791 MYN (63%)
- Capeelin Roe: 4,047 MYN (29%)
- Others: 1,160 MYN (8%)

Total: 13,998 MYN

2018
- Capeelin: 9,499 MYN (63%)
- Capeelin Roe: 4,535 MYN (30%)
- Others: 958 MYN (7%)

Total: 14,992 MYN
CONCLUSION

1. We wish min **100,000MT** of fishing quota for capelin will be given to Icelandic fisherman
   ++ **50,000MT** for frozen capelin production, which may give us **10,000MT** of graded female capelin in production basis.
   (Recovery 20% from raw material)
   ++ **50,000MT** for capelin roe production, which may give us **5,000MT** of capelin roe in production basis.
   (Recovery 10% from raw material)

2. Once final products is disappear from super market & convenience store & restaurant, It will take long time to regain its market even if good supply of capelin will resume near future, **TO KEEP ITS MARKET THIS YEAR IS QUITE IMPORTANT.**
Thank You