



Revenues 2018

	Total revenues Billion JPY	Total revenues Billion USD	Total revenues Milljarðar ISK
Maruha	920,00	8,35	1.032,33
Icelandic state (government)	752,43	6,83	844,30
Icelandic seafood industry	220,12	2,00	247,00
Azuma Foods	11,01	0,10	12,40
Vinnlustöðin	10,52	0,10	11,81
Okada Suisan	8,00	0,07	8,98

Comparison of total revenues

- Maruha is the biggest seafood company in the world
- Okada Suisan is a small Japanese company, big in capelin
- Azuma Food is 50% USA and 50% Asia
- VSV is a big Icelandic company, small worldwide



OKADA Suisan

Okada Suisan is the largest capelin (Male and Female) re-processor in Japan (= in the world)

- Head office : Yamaguchi, Japan
- Re-Processing plants in Japan: 4 in Yamaguchi, 1 in Hokkaido
- Re-Processing plant in China : 1 in Dalian, China
- They also have contract plants in China, Thailand and Indonesia, where they do the re-processing of various products (capelin, mackerel, herring roe, etc. etc.)
- The number of employers is somewhere between 600 – 700, 60% of it in Japan and the rest in China. (recently, they have been actively more focus on the reprocessing in Japan, domestically.)

- Turn Over : 8,000 Million Yen(8 Billion Yen = USD 72 Million)
- 50% of Turn over = Capelin related (50% other species such as Mackerel, Jack Mackerel, Sardine, Japanese local fish etc.)
- Main item : Salted and Dried fish. However, the demand for ready to eat meal is increasing, so shifting more into this direction (such as grilled and boiled products, etc.)
- Recently putting more focus on Mackerel business, where they use mainly product from Iceland (VSV!).