Canada Seafood Market Report

Íslandsbanki Research
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Cover page: Peggy's Point Lighthouse, Nova Scotia

The first lighthouse at Peggy's Cove was built in 1868.
Foreword

Dear reader,

We are pleased to present the latest in our series of Seafood Market Reports. Íslandsbanki has a long history of servicing the seafood industry, financing the first Icelandic motorized trawler in 1904. The Bank launched its international operations in the late 1990s by providing financing to the seafood industry in Atlantic Canada. Through these reports, we strive to provide insights into the key trends and issues shaping the industry.

In 2013, we published a Seafood Market Report on the North Atlantic region, which forms the foundation for the Bank's overseas strategy. In subsequent reports, we provided an overview of the North American Seafood Market and regional differences in the U.S. seafood industry. This year, we shift our focus to Canada where fisheries play an important role in the country’s economy as one of the largest export food sectors.

For additional information about Íslandsbanki’s seafood industry services and to access prior reports, please visit our website at www.islandsbanki.is/seafood.

Íslandsbanki Seafood Industry Team

Key Highlights

- In 1992, Canada’s Fisheries and Oceans Minister imposed a moratorium on the northern cod fishery, which reshaped the country’s seafood industry. This moratorium, combined with a decline in pelagic landings, have contributed to the growing importance of Canada’s shellfish sector.

- Canada’s annual production of seafood has been relatively stable, averaging just over 1.0 million MT during the five year period from 2010 to 2014.

- During this period, total value increased by 27% to CAD 3.6 billion, owing to higher prices for shellfish (aided by the weakening of the CAD relative to the USD since 2012).

- In addition to its marine fisheries, Canada has a large and growing aquaculture sector. In 2014, Canada was the fifth largest producer of farmed Atlantic salmon.

- Fish and seafood are among the largest export food sectors in Canada. The total value of seafood exports has been increasing, reaching CAD 6.0 billion in 2015.

- The U.S. is Canada’s largest trading partner. Canada’s largest export species are lobster, crab, salmon and shrimp.
About Íslandsbanki

Driven by a vision to be #1 for service, Íslandsbanki is a universal bank in Iceland providing comprehensive financial services to households, corporations and institutional investors. Building on over 140 years of servicing key industries in Iceland, Íslandsbanki has developed specific expertise in the seafood, energy and offshore industries, domestically and in the North Atlantic region. Íslandsbanki prides itself on being ranked first among banks in the Icelandic Customer Satisfaction Index and being voted Best Bank in Iceland by Euromoney for three consecutive years from 2013 to 2015. Íslandsbanki is a leader in financial services in Iceland with strong market shares across all domestic business areas, including Retail Banking, Corporate Banking, Markets and Wealth Management.

The Bank had total assets of approximately USD 8.1 billion as of December 31, 2015. Seafood accounted for approximately 22% of the Bank’s commercial loan portfolio, underscoring the importance of the sector to the Bank.

Source: Íslandsbanki
Seafood Industry Team

Íslandsbanki has established a specialized team within its Corporate Banking Division focusing on the seafood industry. This team of seasoned professionals utilizes its deep industry knowledge and contacts to provide a full range of financial services to domestic and foreign seafood companies. Íslandsbanki’s Seafood Team members have participated in many of the industry’s leading transactions. The team also publishes industry research on domestic and international seafood markets.

For more information about Íslandsbanki’s Seafood Industry Team and to access prior reports, please visit our website at www.islandsbanki.is/seafood.

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The Global Seafood Industry

Garðskagaviti, Reykjanes Peninsula, Iceland
Built in 1944, Garðskagaviti was occupied by a lighthouse keeper until 1979.
Global Seafood Industry

Fish and other seafood products are an important source of protein. According to the Food and Agricultural Organization of the United Nations (FAO), seafood accounted for 16.7% of the world population's intake of animal protein in 2010 and 6.5% of all protein consumed. Global seafood production (excluding aquatic plants and algae) grew at an average annual rate of 2.3% per year during the period from 1990 to 2014, outpacing the average growth rate in the world population of 1.3% p.a. Increasing demand for seafood has been driven by population growth and higher per capita consumption, reflecting rising income levels in developing countries and a shift to healthier eating choices. China accounted for a majority of the growth in seafood supply.

Compared to other sources of animal protein, the seafood industry is extremely diverse. There are almost 1,600 species in FAO’s capture production database with many different types of species and products being produced to meet consumer demands which vary based on regional preferences, income levels, supply, distribution infrastructure and other factors. Despite this diversity, the ten largest species by volume accounted for about a quarter of total marine landings in 2014. The ten largest producing countries accounted for just under 70% of global seafood production (wild capture and aquaculture).

According to FAO, 71.2% of assessed marine fish stocks were considered to be fished within biologically sustainable levels in 2011. Rebuilding overfished stocks could increase global production by 16.5 million metric tons (MT) or approximately 20% of total marine capture production.

The total number of fishing vessels was estimated at 4.72 million in 2012 with large variations in the size and types of vessels being operated. There were approximately 64,000 large (24 meters in length and larger) industrialized vessels operating in marine waters.

Source: FAO
Global Seafood Production

According to FAO, total global production of seafood (excluding aquatic plants and algae) increased by 71% from 97.7 million MT in 1990 to 167.2 million MT in 2014. The growth in total supply was driven by increased aquaculture production. Aquaculture grew at an average annual rate of 7.5% from 13.1 million MT in 1990 to 73.8 million MT in 2014. In contrast, total capture production has stabilized at approximately 90 million MT.

China accounted for more than 70% of the increase in total supply since 1990. China’s seafood production grew from 13.1 million MT in 1990 to 62.6 million MT in 2014, driven by growth in its aquaculture sector. Approximately 73% (45 million MT) of China’s production was sourced from aquaculture in 2014. China’s share of total global production rose from approximately 13% in 1990 to 37% in 2014.

Indonesia and India also experienced significant growth during this period. These two countries each produced approximately 10 million MT of seafood in 2014, and together with China, accounted for half of total global supply.

Source: FAO
Total production of seafood increased in 2014 compared to 2013, driven by continued growth in aquaculture, which offset a decline in the anchoveta catch. Total production increased by 2.6% from 162.9 million MT in 2013 to 167.2 million MT in 2014. According to the OECD-FAO Outlook, global production is expected to continue to rise, reaching 191 million MT by 2024.

**Wild Caught Production**

Total wild caught volume averaged 90 million MT during the period from 1990 to 2014 with annual fluctuations based on the anchoveta catch. During this period, the anchoveta catch averaged 7.2 million MT, but ranged from a low of 1.7 million MT in 1998 to a high of 12.5 million MT in 1994. Excluding anchoveta, total wild caught production reached a record high of 90.3 million MT in 2014. Although the long-term trend has been stable, total wild caught production excluding anchoveta increased by 9% from 82.8 million MT in 2008 to 90.3 million MT in 2014 due in part to increases in tuna, cod and Alaska pollock catches.

Source: FAO, OECD-FAO Outlook
Aquaculture

Aquaculture is one of the fastest growing food producing sectors. Aquaculture accounted for approximately 45% of total seafood production in 2014 compared to around 15% in the early 1990s. Globally, aquaculture supplies more than half of all seafood produced for human consumption and this share is expected to continue to rise.

Asia is by far the largest aquaculture producer accounting for 89% of total production in 2014. America and Europe accounted for 4.5% and 4.0% of total aquaculture production, respectively. Asia is the only region that produces more fish from aquaculture (55% in 2014) than capture fisheries. In 2014, there with eight countries with total aquaculture production greater than 1.0 million MT. Together, these countries accounted for 86% of all farmed fish food production.

The majority of aquaculture production is concentrated in several dozen species. In addition to production for human consumption, there was approximately 23.8 million MT of aquatic plants and algae (mostly seaweeds) produced in 2012. Seaweeds and other algae are harvested for use as food, in cosmetics and fertilizers and processed to extract thickening agents or used as an additive to animal feed.

Source: NOAA Fisheries, FAO
The majority of wild caught seafood is harvested in marine fisheries. The volume of fish caught in inland waters has been increasing, reaching a record 11.9 million MT in 2014, but represents less than 15% of total capture production. In contrast, inland waters account for more than 60% of total aquaculture production.

There has been an increasing trend in the proportion of seafood production used for direct human consumption. In 2012, approximately 85% of total production was for direct human consumption with the remaining 15% used for non-food purposes, including the production of fishmeal and fish oil.

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Wild Caught</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inland Waters</td>
<td>5.1</td>
<td>6.4</td>
<td>8.6</td>
<td>11.3</td>
<td>11.1</td>
<td>11.6</td>
<td>11.7</td>
<td>11.9</td>
</tr>
<tr>
<td>Marine Waters</td>
<td>62.1</td>
<td>78.2</td>
<td>84.9</td>
<td>77.9</td>
<td>82.6</td>
<td>79.7</td>
<td>81.0</td>
<td>81.5</td>
</tr>
<tr>
<td>Total Wild Caught</td>
<td>67.2</td>
<td>84.7</td>
<td>93.5</td>
<td>89.1</td>
<td>93.7</td>
<td>91.3</td>
<td>92.7</td>
<td>93.4</td>
</tr>
<tr>
<td>% of Total</td>
<td>94%</td>
<td>87%</td>
<td>74%</td>
<td>60%</td>
<td>60%</td>
<td>58%</td>
<td>57%</td>
<td>56%</td>
</tr>
<tr>
<td>Aquaculture</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inland Waters</td>
<td>2.2</td>
<td>7.7</td>
<td>18.8</td>
<td>36.9</td>
<td>38.6</td>
<td>42.0</td>
<td>44.8</td>
<td>47.1</td>
</tr>
<tr>
<td>Marine Waters</td>
<td>2.4</td>
<td>5.4</td>
<td>13.6</td>
<td>22.1</td>
<td>23.2</td>
<td>24.4</td>
<td>25.5</td>
<td>26.7</td>
</tr>
<tr>
<td>Total Aquaculture</td>
<td>4.5</td>
<td>13.1</td>
<td>32.4</td>
<td>59.0</td>
<td>61.8</td>
<td>66.5</td>
<td>70.3</td>
<td>73.8</td>
</tr>
<tr>
<td>% of Total</td>
<td>6%</td>
<td>13%</td>
<td>26%</td>
<td>40%</td>
<td>40%</td>
<td>42%</td>
<td>43%</td>
<td>44%</td>
</tr>
<tr>
<td>Total Production</td>
<td>71.8</td>
<td>97.7</td>
<td>125.9</td>
<td>148.1</td>
<td>155.5</td>
<td>157.8</td>
<td>162.9</td>
<td>167.2</td>
</tr>
</tbody>
</table>

Source: FAO
China is the world’s largest seafood producer with total production of 62.6 million MT in 2014. China accounted for 62% of global aquaculture production and 18% of total capture production. Following double digit growth rates in the early and mid-1990s, the rate of growth in China’s seafood industry has been slowly increasing in recent years. In the last five years, China’s production grew by 12.9 million MT, which is more than the total amount of seafood produced by the second largest country (Indonesia).

Twenty-five countries had total production in excess of 1.0 million MT in 2014. Together, these countries accounted for 86% of global production. Canada’s production fell just below 1.0 million MT in 2014 (996,000 MT) and is the world’s 26th largest producer.

More than half of the total marine catch was harvested in the Pacific Ocean.
### Largest Producing Countries (Thousand MT)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>2013</th>
<th>2014</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>China</td>
<td>59,825</td>
<td>62,576</td>
<td>5%</td>
</tr>
<tr>
<td>2</td>
<td>Indonesia</td>
<td>10,012</td>
<td>10,691</td>
<td>7%</td>
</tr>
<tr>
<td>3</td>
<td>India</td>
<td>9,196</td>
<td>9,600</td>
<td>4%</td>
</tr>
<tr>
<td>4</td>
<td>Vietnam</td>
<td>6,010</td>
<td>6,316</td>
<td>5%</td>
</tr>
<tr>
<td>5</td>
<td>United States of America</td>
<td>5,563</td>
<td>5,402</td>
<td>-3%</td>
</tr>
<tr>
<td>6</td>
<td>Myanmar</td>
<td>4,716</td>
<td>5,045</td>
<td>7%</td>
</tr>
<tr>
<td>7</td>
<td>Russian Federation</td>
<td>4,503</td>
<td>4,387</td>
<td>-3%</td>
</tr>
<tr>
<td>8</td>
<td>Japan</td>
<td>4,264</td>
<td>4,318</td>
<td>1%</td>
</tr>
<tr>
<td>9</td>
<td>Peru</td>
<td>5,980</td>
<td>3,689</td>
<td>-38%</td>
</tr>
<tr>
<td>10</td>
<td>Norway</td>
<td>3,327</td>
<td>3,634</td>
<td>9%</td>
</tr>
<tr>
<td>11</td>
<td>Bangladesh</td>
<td>3,410</td>
<td>3,548</td>
<td>4%</td>
</tr>
<tr>
<td>12</td>
<td>Chile</td>
<td>2,804</td>
<td>3,390</td>
<td>21%</td>
</tr>
<tr>
<td>13</td>
<td>Philippines</td>
<td>3,147</td>
<td>3,139</td>
<td>0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>2013</th>
<th>2014</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>Thailand</td>
<td>2,822</td>
<td>2,704</td>
<td>-4%</td>
</tr>
<tr>
<td>15</td>
<td>Republic of Korea</td>
<td>1,995</td>
<td>2,208</td>
<td>11%</td>
</tr>
<tr>
<td>16</td>
<td>Malaysia</td>
<td>1,750</td>
<td>1,740</td>
<td>-1%</td>
</tr>
<tr>
<td>17</td>
<td>Mexico</td>
<td>1,788</td>
<td>1,714</td>
<td>-4%</td>
</tr>
<tr>
<td>18</td>
<td>Egypt</td>
<td>1,454</td>
<td>1,482</td>
<td>2%</td>
</tr>
<tr>
<td>19</td>
<td>Taiwan (Province of China)</td>
<td>1,270</td>
<td>1,408</td>
<td>11%</td>
</tr>
<tr>
<td>20</td>
<td>Spain</td>
<td>1,211</td>
<td>1,392</td>
<td>15%</td>
</tr>
<tr>
<td>21</td>
<td>Morocco</td>
<td>1,254</td>
<td>1,366</td>
<td>9%</td>
</tr>
<tr>
<td>22</td>
<td>Brazil</td>
<td>1,242</td>
<td>1,329</td>
<td>7%</td>
</tr>
<tr>
<td>23</td>
<td>Iceland</td>
<td>1,374</td>
<td>1,085</td>
<td>-21%</td>
</tr>
<tr>
<td>24</td>
<td>Nigeria</td>
<td>1,000</td>
<td>1,073</td>
<td>7%</td>
</tr>
<tr>
<td>25</td>
<td>Ecuador</td>
<td>847</td>
<td>1,032</td>
<td>22%</td>
</tr>
</tbody>
</table>

**Total largest producing countries**: 140,766 144,267 2%

**World Total**: 162,930 167,229 3%

**% of world total**: 86% 86%

*Source: FAO*
Largest Producing Countries by Volume, 2014

**Atlantic Ocean**
- Total landings: 21.1m MT
- 26% of total marine landings

**Pacific Ocean**
- Total landings: 47.3m MT
- 58% of total marine landings

**Indian Ocean**
- Total landings: 12.7m MT
- 16% of total marine landings

Source: FAO
Major Commercial Fisheries

Global Seafood Production
167 million MT

Wild Caught
56%

Aquaculture
44%

Marine
49%

Inland
7%

Marine
16%

Inland
28%

Finfish

Shellfish

Groundfish
- Pollock
- Cod
- Flatfish
- Haddock

Pelagics
- Anchoveta
- Sardines
- Herring
- Mackerel
- Capelin
- Menhaden

Tuna
- Skipjack
- Yellowfin
- Bigeye
- Albacore
- Bluefin

Crustaceans
- Shrimp
- Crap
- Lobster

Molluscs
- Squid
- Scallops
- Clams
- Oysters

Source: FAO
Marine Capture Production

Boston Light, Little Brewster Island, Massachusetts
The Boston Light is the second oldest working lighthouse in the U.S.
Marine Capture Production

Although the long term trend has been stable, the volume of fish harvested in marine waters varies annually with the anchoveta catch. The anchoveta fishery is volatile with catch rates impacted by water temperature and changes in the fishery management regime during the past ten years.

Total marine capture production averaged 81.5 million MT during the period from 1990 to 2014. Excluding anchoveta, total marine production averaged 74.3 million MT during this period. After remaining flat during the early to mid-2000s, marine capture production excluding anchovetta increased by 8.1% from 72.5 million MT in 2008 to 78.4 million MT in 2014.

There are 12 species* that had average catch volumes greater than 1.0 million MT in 2013 and 2014. During this period, the largest species by volume were anchovy, mackerel and tuna, each with average annual catches in excess of 5.0 million MT. Together, these 12 major species accounted for half of total marine capture production.

* Individual species may be grouped with related species in the same family (e.g. Anchovy includes anchoveta (Peruvian Anchovy), Japanese anchovy, European anchovy and other related species).
<table>
<thead>
<tr>
<th>Rank</th>
<th>Species</th>
<th>2013</th>
<th>2014</th>
<th>Average</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Anchovy</td>
<td>8,460</td>
<td>5,821</td>
<td>7,141</td>
<td>-31%</td>
</tr>
<tr>
<td>2</td>
<td>Mackerel</td>
<td>5,820</td>
<td>6,473</td>
<td>6,146</td>
<td>11%</td>
</tr>
<tr>
<td>3</td>
<td>Tuna</td>
<td>5,386</td>
<td>5,662</td>
<td>5,524</td>
<td>5%</td>
</tr>
<tr>
<td>4</td>
<td>Squid</td>
<td>3,008</td>
<td>3,767</td>
<td>3,387</td>
<td>25%</td>
</tr>
<tr>
<td>5</td>
<td>Alaska pollock</td>
<td>3,239</td>
<td>3,214</td>
<td>3,227</td>
<td>-1%</td>
</tr>
<tr>
<td>6</td>
<td>Herring</td>
<td>3,112</td>
<td>3,220</td>
<td>3,166</td>
<td>3%</td>
</tr>
<tr>
<td>7</td>
<td>Sardine</td>
<td>2,656</td>
<td>2,901</td>
<td>2,779</td>
<td>9%</td>
</tr>
<tr>
<td>8</td>
<td>Shrimp &amp; prawns</td>
<td>2,222</td>
<td>2,227</td>
<td>2,225</td>
<td>0%</td>
</tr>
<tr>
<td>9</td>
<td>Scad</td>
<td>2,164</td>
<td>2,200</td>
<td>2,182</td>
<td>2%</td>
</tr>
<tr>
<td>10</td>
<td>Cod</td>
<td>1,824</td>
<td>1,848</td>
<td>1,836</td>
<td>1%</td>
</tr>
<tr>
<td>11</td>
<td>Crab</td>
<td>1,580</td>
<td>1,720</td>
<td>1,650</td>
<td>9%</td>
</tr>
<tr>
<td>12</td>
<td>Largehead hairtail</td>
<td>1,258</td>
<td>1,261</td>
<td>1,260</td>
<td>0%</td>
</tr>
<tr>
<td></td>
<td>Total major species</td>
<td>40,730</td>
<td>40,315</td>
<td>40,523</td>
<td>-1%</td>
</tr>
<tr>
<td></td>
<td>World Total</td>
<td>80,963</td>
<td>81,549</td>
<td>81,256</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>% of world total</td>
<td>50.3%</td>
<td>49.4%</td>
<td>49.9%</td>
<td></td>
</tr>
</tbody>
</table>

*Individual species may be grouped with related species in the same family.

Source: FAO
Global Seafood Trade
Global Seafood Trade

Fish and seafood products are among the most traded food commodities worldwide, with trade volumes and values steadily increasing. Seafood trade is closely tied to overall economic conditions.

The total value of seafood exports increased at a CAGR of 6.1% from $34.9 billion in 1990 to $137.4 billion in 2013. During this period, the average price of exported seafood products increased roughly in line with the U.S. inflation rate. After remaining flat in 2012, export values grew by 6.7% in 2013 due to higher prices. Trade volumes and values are expected to continue to rise with developing countries accounting for the bulk of world exports.

Source: FAO
The seafood supply chain is complex, as fish products often cross national borders several times before final consumption, due to the outsourcing of processing to comparatively low wage countries such as China, India, Indonesia, Thailand and Vietnam.

In addition to being an important source of protein, the fishery and aquaculture sector provides livelihoods and income, both directly and indirectly, for a significant share of the world’s population.

**Largest Exporting Countries**

**Largest Importing Countries**

Source: FAO
Global Seafood Consumption

Per capita consumption of seafood has increased steadily since the 1960s, reaching an estimated 19.9 kg. in 2014. However, consumption varies widely among regions and countries, reflecting differences in the availability of fish and other foods, traditions, income levels and other factors. Asia accounts for approximately two-thirds of total consumption with 89.0 million MT in 2011. China accounted for half of this number with total consumption of 45.9 million MT or approximately 32.8 kg. per capita. China has been responsible for most of the increase in per capita fish consumption, owing to a substantial increase in production, in particular from aquaculture.

According to the OECD-FAO Outlook, total consumption is expected to increase to 165 million MT in 2023. However, the rate of growth is expected to decline, due to slowing population growth and higher fish prices relative to red meats. The highest growth rates are expected in Asia while many developed countries are expected to show little to no growth.

Source: OECD-FAO Outlook
Despite a rapid rise in the consumption of poultry, average per capita consumption of seafood exceeds that of other animal proteins on a global basis. Annual per capita consumption of poultry increased by 55% from 8.5 kg. in 1995 to 13.2 kg. in 2014. Per capita consumption of seafood increased by 33% during this period to 19.9 kg. Per capita consumption of seafood is projected to grow by 7.9% during the period from 2014 to 2024.
The Cape Spear Lighthouse is located on the Avalon Peninsula at the easternmost point in Canada.
Fisheries Management

Canada is considered a world leader in the sustainable management of its fisheries and aquaculture. The Fisheries Act is the principal federal law governing Canadian fisheries resources, including management and control of the fisheries, conservation and protection of fish and protection of fish habitat. Canada’s model for the sustainable management of its fisheries covers the following key areas:

- Planning
- Science as a cornerstone of decision making
- Managing environmental impacts
- Enforcing rules and regulations
- Monitoring results

Fisheries and Oceans Canada (DFO) is the department within the Government that is responsible for managing Canada’s fisheries. DFO uses Integrated Fisheries Management Plans (IFMP) to guide the conservation and sustainable use of marine resources. An IFMP is developed to manage the fishery of a particular species in a given region, combining the best available science with industry data on capacity and methods for harvesting that species. Harvesting is governed by federal harvesting licenses and associated quotas are administered by DFO.

In general, the Federal Government has jurisdiction over the resource, from its natural habitat to the landing dock, and is responsible for the following:

- Management and regulation of fishing licenses and leases
- Setting of quotas; approving transfers of quotas
- Monitoring fishing gear and vessels
- Establishing fishing areas and seasons
- Handling (landing, loading and transporting catches)
- Boating safety and surveillance in fishing areas
- Fish inspection and marketing standards

The Provincial Governments are responsible for land-based activities such as fish processing and issuing water lot leases for aquaculture operations. All fish processing plants in Canada require a combination of federal and provincial licenses to operate.

Source: DFO
State of the Resource

Lobster

Lobster is Canada’s most valuable seafood export and an iconic Canadian species exported around the world. Canadian lobster landings remain at one of the highest levels recorded in 100 years, with an upward trend over recent decades. In 2014, lobster landings increased by 24% to 92,779 MT, the highest on record since 1990.

DFO manages 45 lobster fisheries (including one for the offshore fishery and one closed for conservation), in which 10,000 licensed harvesters across Atlantic Canada and Quebec participate. Overall, lobster populations in Canada are healthy and sustainably managed. The lobster resource is managed through various measures tailored to meet the needs of each fishery. Common measures include limitations on the number of licenses, trap limits, length of fishing seasons, number of fishing days, total allowable catch quotas (in the offshore lobster fishing area) and size restrictions.

Source: DFO
Crab

Snow crab (also referred to as Queen crab) are found in the North Atlantic and North Pacific Oceans. In the North Atlantic, they are found from Greenland in the northeast Atlantic and from southern Labrador to the Gulf of Maine in the northwest Atlantic. Canada is the world’s largest producer of snow crab, accounting for about two-thirds of the global supply.

The size of snow crab stocks is naturally variable and cyclical. Between 1990 and 2002, landings quadrupled from approximately 26,000 MT to a peak of almost 107,000 MT. Since then, landings have fluctuated but remain high. There appears to be a general upward trend in the biomass in some areas, although other areas have seen recent declines.

There are approximately 60 Snow Crab Management Areas in Canada spanning four DFO regions. In 2010, 4,326 snow crab fishery licenses were issued. The management of the snow crab fishery is based on annual total allowable catch limits, quotas, effort controls, size limits, minimum mesh size of traps, fishing seasons and areas and soft-shelled protocols.

Source: DFO
**Shrimp**

Canada exports more cold water shrimp than any other country in the world. The northern shrimp is by far the most abundant of the 30 shrimp species found in the Canadian Atlantic, representing approximately 97% of the overall commercial fishery in the region.

Over the last 15 years, total shrimp landings peaked at 188,216 MT in 2007 and have generally declined since then. In 2014, total landings were 131,801 MT, 30% below the 2007 level. Abundance and biomass indices increased greatly in the late 1990s, reaching record high levels in 2006. Although stocks are down in the more southerly extent of the range, they remain in good condition.

There are 15 Shrimp Fishery Areas in Eastern Canada, of which ten have received MSC eco-certification. The inshore fishery operates from the spring to fall, while offshore vessels harvest throughout the year. The shrimp resource is managed through various measures including TAC (with individual quotas for the inshore and offshore sectors), limits on the number of licenses, minimum trawl net mesh size, mandatory use of a sorting grate to minimize bycatch and at-sea and dockside monitoring.

![Shrimp Landings](chart.png)

*Source: DFO*
Scallop

The Eastern Canada sea scallop is one of Canada’s most important commercial shellfish species.

From 2000 to 2009, annual landings averaged around 7,000 MT (meat weight) in the offshore scallop fishery. In 2012, the total landed quantity (inshore and offshore) was 6,368 MT meat weight. Current biomass levels and commercial catch rates are above the long-term average and annual fishing quotas are in line with scientific advice to maintain the future health of the population. In March 2010, the Eastern Canada sea scallop fishery became the first scallop fishery in North America to receive MSC eco-certification.

The fishery is managed in six geographical zones called Scallop Fishing Areas, which range from the St. Pierre Bank off the south coast of Newfoundland to Georges Bank off the southern coast of Nova Scotia. Management measures include limited entry (no new licenses), annual quotas for each fishing area, meat counts, electronic vessel monitoring, dockside monitoring of all landings and industry-managed closures designed to protect juvenile scallops and increase yields.

Scallop Landings*

*Live weight

Source: DFO
Herring

Atlantic herring are one of the most abundant fish species on earth, living in the open ocean and gathering in large schools. Herring migrate for feeding, spawning and over-wintering purposes and are found on both sides of the Atlantic. Herring are fished for both food and bait.

Canada’s Atlantic herring fishery is commercially important in the areas where the main fisheries are located: off southwest Nova Scotia and the Bay of Fundy, the southern Gulf of St. Lawrence and the east and west coasts of Newfoundland. Total herring landings in Canada (including a relatively small herring fishery in British Columbia) have been declining. In 2014, total landings were 137,787 MT, a decline of 28% in the past decade.

The herring fishery is managed through IFMPs, which identify quota allocations, fishing seasons and areas, as well as the tools used to control and monitor fishing activities, licensing and regulation. Specific management measures are also in place in certain herring fishing areas to protect different stock components.
Overview of the Canadian Seafood Industry

**Total production of seafood**
- **Volume:** 993,000 MT
- **Total value:** CAD 3.6bn

<table>
<thead>
<tr>
<th>Country</th>
<th>Production</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>5.4m MT</td>
</tr>
<tr>
<td>Norway</td>
<td>3.6m MT</td>
</tr>
<tr>
<td>Iceland</td>
<td>1.1m MT</td>
</tr>
<tr>
<td>Canada</td>
<td>1.0m MT</td>
</tr>
</tbody>
</table>

**Seafood exports**
- 2015: **CAD 6.0bn**, up 21% vs. 2014
- % of total landings: 85%
- **Main markets:** U.S., China, Europe
- **Largest species:** Lobster, crab, shrimp, salmon

**Shellfish**
- **Volume:** 447,000 MT
- **Total value:** CAD 2.2bn
- **Largest species:** Lobster, crab, shrimp, scallops
- **Main Provinces:** Nova Scotia, NFL, B.C.

**Finfish**
- **Volume:** 413,000 MT
- **Total value:** CAD 589m
- **Largest species:** Herring, hake, salmon
- **Main Provinces:** B.C., NFL, Nova Scotia

**Aquaculture**
- **Volume:** 134,000 MT
- **Total value:** CAD 733m
- **Largest species:** Atlantic salmon, oysters, mussels
- **Main Provinces:** B.C., PEI, New Brunswick

Source: FAO, DFO
In 1992, Canada’s Fisheries and Oceans Minister, John Crosbie, imposed a moratorium on the northern cod fishery, which reshaped Canada’s seafood industry. Total seafood production (excluding marine plants, lumpfish roe and other miscellaneous products) decreased by 44% from approximately 1.7 million MT in 1990 to 933,000 MT in 1995, as the volume of cod harvested off the Atlantic coast fell from 395,000 MT to 12,500 MT. Post moratorium, Canadian seafood production peaked at approximately 1.3 million MT in 2004, driven by increased shellfish production. However, total volume steadily declined from 2004 to 2012, primarily due to a decline in pelagic landings, before stabilizing in recent years. According to the OECD-FAO Outlook, total production was estimated to rise by 1.7% to 1.0 million MT in 2015.
Despite the decline in total volume in the early 1990s, the total value of Canada’s seafood industry has generally been increasing, due to increased production of higher value shellfish species and growth in Canada’s aquaculture industry. The total value of Canada’s seafood industry increased at a CAGR of 3.2% from CAD 1.7 billion in 1990 to CAD 3.6 billion in 2014.

Canada’s seafood industry is concentrated in marine fisheries along its Atlantic and Pacific coasts. Marine fisheries accounted for 84% of total production in 2014 compared to 13% from aquaculture and 3% from inland waters. Marine landings have generally been decreasing since 2004. During the last decade, total marine landings averaged 912,000 MT.
Aquaculture has played an increasingly important role in Canada's seafood industry. Total aquaculture production has grown from approximately 50,000 MT per year (less than 5% of total seafood production) in the early 1990s to approximately 165,000 MT (roughly 15% of total volume). The largest farmed species is Atlantic salmon, which is a relatively high value species. As a result, aquaculture's share of total value has grown from approximately 15% in the early 1990s to approximately 30% in the last ten years.

The volume of fish harvested in Canada's freshwater fisheries averaged just under 30,000 MT from 2005 to 2014.

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<td>Atlantic</td>
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<td>% of Total</td>
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<tr>
<td><strong>Total Production</strong></td>
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<td>1,247</td>
<td>1,175</td>
<td>1,103</td>
<td>1,100</td>
<td>1,096</td>
<td>1,032</td>
<td>1,000</td>
<td>1,019</td>
<td>993</td>
</tr>
</tbody>
</table>

Source: DFO
Marine Fisheries

The Atlantic Ocean is Canada's largest marine fishery, accounting for approximately 80% of total landings. On its Atlantic coast, Canada has commercial fisheries in the Maritime Provinces of Nova Scotia, New Brunswick and Prince Edward Island, along with Newfoundland and Labrador and Quebec. Canada’s Pacific coast seafood industry is concentrated in British Columbia.

The total value of fish harvested in the Atlantic has generally been increasing, primarily due to increased production and higher prices of shellfish species. In the early 1990s, the Atlantic region accounted for approximately 70% of the total value of Canada's marine fisheries. During the past five years, the Atlantic coast’s share of total value increased to approximately 87%.

Source: DFO
The 1992 moratorium on the northern cod fishery combined with a decline in pelagic landings have contributed to the growing importance of Atlantic Canada’s shellfish sector. Shellfish accounted for approximately 15% of total volume and 37% of the total value of Canada’s seawater landings in 1990. In 2014, 54% of total volume and 81% of total value was derived from shellfish. Since peaking at 492,000 MT in 2004, shellfish production has been relatively stable at approximately 440,000 MT per year.

However, the value of Canada’s shellfish harvest has spiked since 2009, rising by nearly 75% from CAD 1.3 billion in 2009 to CAD 2.2 billion in 2014. The increase in value during this period was attributable to an increase in lobster landings and higher prices for lobster, crab and shrimp. The weakening of the CAD relative to the USD since 2012 also contributed to the increase in value measured in CAD.

Source: DFO
Canada's largest species by volume are herring, shrimp, crab and lobster, which together accounted for more than half of total marine landings in 2014. During the last ten years, herring and shrimp landings have generally been decreasing. Lobster landings increased during this period, while crab volumes were relatively stable.

The largest species by value are lobster, crab and shrimp, which together represented 70% of the total value of Canada’s marine fisheries.

The value of the lobster fishery rose by 38% to CAD 942 million in 2014 due to higher landings and prices (aided by a weaker CAD relative to the USD). The value of the crab harvest increased by 24% to CAD 587 million in 2014 on higher prices.
Aquaculture

The aquaculture industry began in Canada more than 30 years ago with the production of trout and oysters. Aquaculture was first used to enhance natural stocks, but has grown to a large scale commercial industry. Farmed salmon, trout, mussels and oysters are well established industries, while the farming of several other species is at various stages of development.

Canadian aquaculture production has increased significantly since it was introduced. Canada was the fifth largest producer of Atlantic salmon in the world in 2014 and a large exporter of farmed mussels. Nationally, aquaculture production is evenly split between the Atlantic and Pacific coasts. According to a 2009 study, the aquaculture industry employed approximately 14,000 people, primarily located in smaller coastal and rural communities.
Aquaculture production reached a peak of 172,000 MT in 2002 following a period of rapid growth. During the period from 1990 to 2002, the industry grew at a CAGR of 13.8%, primarily due to growth in farmed salmon. In the ensuing decade, aquaculture production was more uneven. During the period from 2002 to 2012, the industry grew at an average annual rate of less than 1% with production ranging from 142,000 MT in 2004 to 184,000 MT in 2012. Aquaculture production fell to a fourteen year low of 134,000 MT in 2014.

The total value of Canada’s aquaculture production has generally increased in line with production. Total value increased at a CAGR of 10.1% from CAD 196 million in 1990 to CAD 913 million in 2006. The value fluctuated during the period from 2006 to 2013, ranging from a low of CAD 762 million in 2007 to a high of CAD 964 million in 2013. Total value fell by 24% in 2014, mirroring the decrease in total production.
Finfish account for approximately 75% of Canada’s total aquaculture production. The largest farmed species is salmon. Production of farmed salmon fell by 21% to approximately 79,000 MT in 2014, compared to an average of 106,000 MT during the five year period from 2009 to 2013. The next largest species by volume are mussels and oysters, with average annual production of 26,000 MT and 11,000 MT, respectively.

Finfish represent a higher proportion of the total value of Canada’s aquaculture industry at roughly 90% of total value. Despite a reduction in 2014 attributable to lower volume, the total value of Canada’s farmed salmon averaged just under CAD 625 million during the past five years.
Atlantic Coast

Louisbourg Lighthouse, Nova Scotia
Louisbourg is the site of the first lighthouse in Canada.
Atlantic Coast

Since bottoming out at 612,000 MT in 1995, the total volume of fish harvested off of Canada’s Atlantic coast has averaged approximately 760,000 MT. Total landings in the Atlantic increased during the period from 1995 to 2004, due to higher shellfish production, followed by a declining trend due to lower pelagic harvests. During the last three years, total landings have been relatively stable at approximately 670,000 MT.

The total value of fish harvested in the Atlantic increased at a CAGR of 3.9% from less than CAD 1.0 billion in 1990 to CAD 2.4 billion in 2014, primarily due to increased production and higher prices (particularly in the last five years) of shellfish species. After remaining relatively stable during much of the late 1990s and early 2000s, the average value per MT derived from shellfish harvested off Canada’s Atlantic coast increased sharply beginning in 2011. This trend accelerated in 2014 partially due to the weakening of the CAD relative to the USD.

Marine Species by Volume

Marine Species by Value

Source: DFO
Nova Scotia edged out Newfoundland and Labrador (NFL) as the largest Province by volume in 2014. However, for the decade from 2004 to 2013, NFL led the region in total landings. Total volume in NFL decreased by 29% from 354,000 MT in 2004 to 253,000 MT in 2014, primarily due to declines in shellfish and pelagics. Together, these two Provinces account for more than 75% of total landings in the region.

Nova Scotia is the leading Province in terms of value, followed by NFL. These two Provinces combined for 73% of total value in the region in 2014, in line with their share of volume.

Source: DFO
New Brunswick

A decrease in pelagic landings has led to an overall decline in the volume of fish harvested in New Brunswick. Marine landings fell by 42% from 108,000 MT in 2005 to 63,000 MT in 2012 due to a decrease herring landings. Total landings recovered somewhat in 2013 and remained stable at 76,000 MT in 2014. An increase in shellfish landings over the last three years partially offset the decline in the herring catch.

Overall, pelagics have decreased from more than 60% of total volume in the late 2000s to an average of 45% from 2012 to 2014. Shellfish now account for more than half of New Brunswick’s total volume. Substantially all of the value of seafood harvested in New Brunswick is derived from shellfish. Total value rose from CAD 146 million in 2010 to CAD 298 million in 2014, primarily due to an increase in lobster landings and, more recently, higher prices.

Aquaculture accounted for about a quarter of total seafood production in New Brunswick from 2009 to 2012, but fell below 20% in 2014. During this period, aquaculture’s share of total value declined from approximately 15% to less than 10%.

Source: DFO
Herring is New Brunswick’s largest species by volume. Herring landings fell by 36% from 49,000 MT in 2010 to 32,000 MT in 2014, continuing a longer term trend. During this period, herring’s share of total volume decreased from approximately 55% to just over 40%. In contrast, lobster landings increased by 72% from 12,000 MT in 2010 to 20,000 MT in 2014 and represented more than 25% of total volume in 2014.

The two most important species by value are lobster and crab, which combined for 86% of total value in 2014. The value of New Brunswick’s lobster catch doubled from CAD 93 million in 2010 to CAD 190 million in 2014. The value of the crab harvest increased threefold during this period to CAD 65 million.

<table>
<thead>
<tr>
<th>Largest Species by Volume</th>
<th>Largest Species by Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Herring</td>
<td>Lobster</td>
</tr>
<tr>
<td>Crab</td>
<td>Crab</td>
</tr>
<tr>
<td>Shrimp</td>
<td>Herring</td>
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<td>Other</td>
<td>Other</td>
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<td>2010</td>
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<td>Source: DFO</td>
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</tbody>
</table>
Nova Scotia

Nova Scotia is Canada’s largest Province by volume (overtaking NFL in 2014) and value. Total landings have been relatively stable at approximately 253,000 MT per year during the decade from 2005 to 2014. During this period, shellfish have grown in importance from just over half of total landings in the Province in the mid-2000s to 64% in 2014. An increase in shellfish landings offset declines in both groundfish and pelagics.

Despite stable volumes, the total value of fish landed in Nova Scotia increased by 43% from CAD 730 million in 2005 to CAD 1.0 billion in 2014. Increases in volumes and prices of lobster and scallops drove a sharp increase in value during the last five years.

Aquaculture is a relatively small industry in Nova Scotia comprising around 5% of total volume and value in the Province.
Nova Scotia’s largest species by volume are scallops, lobster and herring, which together account for 63% of total landings. In general, there has been an upward trend in the volume of shellfish species during the last five years. Following a dip in 2012, scallop volume increased 31% to 63,800 MT in 2014 (live weight). Lobster landings rose 30% to 51,500 MT in 2014 compared to 2013. In contrast, herring volumes decreased during this period.

Lobster is the Province’s most important species by value, accounting for roughly half of total value. The value of Nova Scotia’s lobster fishery spiked by 38% in 2014 to CAD 570 million on higher volume and prices.
The volume of fish harvested in Prince Edward Island (PEI) has been decreasing since the early 2000s. Total landings fell by 36% from 41,000 MT in 2005 to 26,000 MT in 2014 due to a decline in the herring and mackerel catches. Shellfish volume was relatively stable during this period. As a result, shellfish increased as a percent of the total marine harvest from around 50% in the mid-2000s to more than 70% in 2014.

The total value of fish harvested in PEI increased throughout the 1990s and has fluctuated since then. Total value fell by 33% from CAD 143 million in 2007 to CAD 96 million in 2009, primarily due to a decrease in lobster prices. During the period from 2009 to 2014, total value has fluctuated with lobster prices.

Aquaculture plays an important part in PEI’s seafood industry, accounting for almost half of total volume and about a quarter of total value. The largest farmed species are mussels and oysters.

Source: DFO
As a result of the decrease in the herring catch, lobster has become PEI’s largest species by volume. Lobster landings increased by 28% from 10,600 MT in 2010 to 13,500 MT in 2014 and accounted for just over half of marine landings in the Province. Herring remains the second largest species by volume with total landings of 6,100 MT in 2014.

Lobster is PEI’s highest value species, accounting for approximately 80% of total value. Although lobster prices have fluctuated during the past five years, the total value of the lobster catch has increased by 46% from CAD 77 million in 2010 to CAD 113 million in 2014.
Newfoundland and Labrador

During the decade from 2005 to 2014, NFL experienced decreases in total landings across all major species groups. Total landings fell by 29% during this period from 354,000 in 2005 to 253,000 MT in 2014. A sharp reduction in mackerel landings (particularly in the last four years) accounted for almost 40% of the overall decrease. In 2014, shellfish accounted for 64% of total landings compared to 23% for pelagics and 13% for groundfish.

The decline in total landings has been buffered by higher prices for shrimp and crab. As a result, the total value of fish landed in NFL increased by 39% from CAD 493 million in 2005 to CAD 687 million in 2014. In recent years, shellfish have accounted for approximately 85% of total value in NFL.

Aquaculture contributes an additional 24,000 MT of seafood products (approximately 8% of total volume) in NFL. However, the value of NFL’s farmed seafood fell to 7% of total value in 2014 after averaging more than 15% from 2010 to 2012.
NFL’s largest species by volume are shrimp and crab, which make up more than half of total volume. The next largest species are capelin and herring. Shrimp landings have been decreasing in recent years, falling 28% from 112,000 MT in 2010 to 81,000 MT in 2014. The crab harvest was stable from 2012 to 2014 at approximately 50,000 MT. Historically, mackerel has been an important species in NFL. Mackerel landings averaged just under 45,000 MT per year from 2005 to 2007. However, mackerel landings decreased significantly in 2011 and averaged less than 5,000 MT per year from 2012 to 2014.

Shrimp and crab are also NFL’s highest value species, each accounting for roughly 37% of total value. Both shellfish species have experienced a general upward trend in value, due to higher prices.
The total volume of fish harvested in Quebec has been stable since the early 2000s. During the ten year period from 2005 to 2014, total marine landings averaged 58,000 MT. Shellfish accounted for almost 80% of total volume during this period.

The total value of fish landed in Quebec has fluctuated with changes in crab landings and prices. Total value decreased by 21% from CAD 152 million in 2005 to CAD 121 million in 2010, primarily due to lower crab landings. Total value rebounded in the subsequent period, rising by 70% to CAD 204 million in 2014 on higher volume and prices.

Aquaculture represents a relatively small portion of Quebec’s seafood industry.
Quebec's two largest species by volume are shrimp and crab. Shrimp landings decreased by 17% from 22,200 MT in 2010 to 18,300 MT in 2014. Crab landings increased by 33% during this period from 12,900 MT to 17,200 MT. Together, these two shellfish species accounted for more than 60% of total marine landings in the Province in 2014.

Crab is Quebec's most valuable species. The total value of the crab harvest more than doubled from CAD 38 million in 2010 to CAD 93 million in 2014 on higher volume and prices. The total value of Quebec's lobster catch was relatively stable from 2010 to 2013, but rose by 30% to CAD 51 million in 2014, primarily due to an increase in landings.
The Fisgard Lighthouse was the first lighthouse on the west coast of Canada.
British Columbia

On Canada’s Pacific Coast, British Columbia (B.C.) accounts for approximately 20% of total marine landings in Canada. Total landings decreased for much of the 1990s, primarily due to declines in groundfish and pelagics. Volume increased in the early 2000s but has been decreasing since then. Total landings fell by 34% from 248,000 MT in 2005 to 163,000 MT in 2014 due to a decrease in hake landings.

The total value of B.C.’s marine fisheries decreased in line with total volume from 2005 to 2012, but rose in 2013 and 2014, primarily due to higher volume and prices of salmon and shrimp. Total value increased by 83% to CAD 391 million in 2014 compared to CAD 213 million in 2012.

In addition to its marine fisheries, B.C. has a growing aquaculture industry, which partially offset the declining trend in wild capture fisheries. B.C.’s aquaculture production has grown at a CAGR of 5.7% from 18,000 MT in 1990 to 66,000 MT in 2014. Although the long term trend has been positive, total aquaculture production decreased by 28% during the period from 2011 to 2014 due to lower production of farmed salmon. The total value of B.C.’s farmed species has grown at an average annual rate of 6.8% due to higher production and prices. Total value increased from CAD 85 million in 1990 to more than CAD 400 million in 2014. Aquaculture accounts for roughly a third of B.C.’s total seafood production and more than 60% of total value. In addition to salmon, B.C. produces farmed trout, oysters and clams.
B.C.’s largest species by volume are hake and salmon. Hake landings have generally been decreasing while the salmon run fluctuates from year to year. Hake landings fell by 22% from 48,000 MT in 2010 to 37,000 MT in 2014. The salmon catch averaged 21,000 MT during this period, but varied from a low of 9,000 MT in 2012 to a high of 35,000 MT in 2014.

Salmon was B.C.’s most valuable species in 2014 driven by higher volume and prices. The next largest species by value are halibut, crab and clams, each accounting for more than 10% of total volume. Shrimp also rose in value in 2014 on higher landings and prices.
Canada Seafood Trade

Arisaig Lighthouse, Nova Scotia
The original Arisaig Point Lighthouse was constructed in 1898.
Canada Seafood Trade

According to FAO, Canada was the ninth largest exporting country and the sixteenth largest importer of seafood in 2013 (based on volume). Historically, Canada's seafood exports have exceeded its imports, resulting in annual trade surpluses. Canada exports approximately 85% of its total landings.

The value of Canada's exports has risen in recent years, primarily due to higher volume and prices of exported lobster, along with the weakening of the CAD relative to the USD. The total value of seafood exports grew by 43% from CAD 4.2 billion in 2012 to CAD 6.0 billion in 2015. The value of Canada’s seafood imports has steadily increased during the past ten years, reaching CAD 3.5 billion in 2015. After remaining stable around CAD 1.5 billion from 2010 to 2014, Canada’s trade surplus rose by more than 50% in 2015 to CAD 2.5 billion.

The United States is Canada's largest trading partner, accounting for 65% of total exports and 37% of total imports. The total value of seafood trade with the U.S. is more than CAD 5.0 billion.

Canada Seafood Trade Balance

![Graph showing Canada Seafood Trade Balance from 2005 to 2015](image)

Source: DFO
Canada Seafood Exports

The U.S. is Canada’s largest export market, accounting for 65% of total export value in 2015. Canada also has a large and growing trade relationship with China. Exports to China have increased by 46% in the last two years from CAD 443 million in 2013 to CAD 646 million in 2015.

Lobster is Canada’s most valuable export species, accounting for more than one third total export value in 2015. The next largest species by value are crab, salmon and shrimp. Together, the four largest export species represented 74% of total export value in 2015. While the four largest export species have all been increasing in value, the value of exported lobster has risen by 77% in the last two years to CAD 2.0 billion.

The majority of Canadian lobster exports and snow crab exports are destined for the United States. The major markets for Canadian shrimp are Europe (Russia, Denmark and the U.K.), Asia and the United States.
Canada Seafood Imports

The U.S. is Canada’s largest import market. The total value of seafood imported from the U.S. increased by 33% from CAD 9.6 billion in 2011 to CAD 12.9 billion in 2015, due in part to the weakening of the CAD relative to the USD (in USD terms, imports decreased in 2015 compared to 2014). The U.S. accounted for 37% of total imports in 2015. China surpassed Thailand as Canada’s second largest import market in 2013 and accounts for roughly 13% of total import value. Canada also has a growing trade relationship with Vietnam. The largest imported species are shrimp, salmon and lobster, which together accounted for 45% of total imports. Salmon consists of both farmed Atlantic salmon and wild salmon species, such as sockeye, pink, coho, chum and Chinook.
Company Overview

Sheringham Point Lighthouse, Vancouver Island, British Columbia
The Sheringham Point Lighthouse was built in 1912.
Company Overview

The majority of Canadian seafood companies are either privately-held or subsidiaries of large domestic or international companies. There are two companies listed on the Toronto Stock Exchange, Clearwater Seafoods and High Liner Foods. These two companies had a combined market capitalization of approximately CAD 1.3 billion as of April 2016. The following is a brief overview of several of the larger seafood companies operating in Canada.

<table>
<thead>
<tr>
<th>Company</th>
<th>Headquarters</th>
<th>Estimated Revenue</th>
<th>Overview</th>
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<tbody>
<tr>
<td>Barry Group</td>
<td>Corner Brook, Newfoundland and Labrador</td>
<td>NA</td>
<td>The Barry family has been involved in fish harvesting and processing since the 1830s. Barry Group Inc. is a diversified seafood company involved in the harvesting and processing of various shellfish, pelagic and groundfish species in Atlantic Canada. The family-owned business was established in 1854 as a producer of salt cod and herring located near Corner Brook on the west coast of Newfoundland.</td>
</tr>
<tr>
<td>Canadian Fishing Company (Canfisco)</td>
<td>Vancouver, British Columbia</td>
<td>NA</td>
<td>Canfisco is a vertically-integrated harvester, processor and marketer of premium, wild seafood, including salmon, herring, blackcod, hake and halibut. The company’s products are sold to customers throughout North America, Europe, Japan and Oceana. Canfisco is the largest packer of canned salmon in Canada, supplying retail grocery stores with Gold Seal and Ocean’s, its premium national brands for canned salmon. In 1984, Canfisco became part of the Jim Pattison Group, one of the largest privately-held companies in Canada.</td>
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<td>Cermaq Canada</td>
<td>Campbell River,</td>
<td>NA</td>
<td>Cermaq Canada is a salmon farming company in British Columbia and is part of Cermaq, an international salmon farming company with operations in Canada, Chile and Norway. Cermaq is a wholly-owned subsidiary of Mitsubishi Corporation. Cermaq Canada farms Atlantic salmon in 28 sea sites on Vancouver Island and operates four land-based hatcheries and two processing plants.</td>
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<tr>
<td></td>
<td>British Columbia</td>
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<tr>
<td>Clearwater Seafoods</td>
<td>Bedford, Nova Scotia</td>
<td>CAD 505m</td>
<td>Clearwater is North America’s largest vertically integrated harvester, processor and distributor of premium shellfish. The business was founded in 1976 and has grown to become the largest holder of offshore fishing licenses/quota in Canada. In October 2015, Clearwater completed the acquisition of 100% of the shares of MacDuff Shellfish Group, the U.K.’s leading vertically integrated shellfish company.</td>
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<tr>
<td>Cooke Aquaculture</td>
<td>Saint John, New Brunswick</td>
<td>CAD 1.0 bn</td>
<td>Cooke Aquaculture was established in 1985 as Kelly Cove Salmon by Gifford Cooke and his two sons, Michael and Glenn. The company began its operations with a single marine cage site containing 5,000 salmon. Through its wholly-owned subsidiaries, Cooke processes and sells approximately 115,000 MT (whole fish equivalent) of Atlantic salmon and 20,000 MT of sea bass and sea bream, with operations in Canada, the United States, Chile, Spain and Scotland.</td>
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<td>High Liner Foods</td>
<td>Lunenburg, Nova Scotia</td>
<td>USD 1.1 bn</td>
<td>High Liner Foods is a leading North American processor and marketer of value-added frozen seafood. Its retail branded products are sold throughout the United States, Canada and Mexico. The company also sells branded products to restaurants and institutions and is a major supplier of private label, value-added frozen seafood products to North American food retailers and foodservice distributors.</td>
</tr>
<tr>
<td>Marine Harvest Canada</td>
<td>Campbell River, British Columbia</td>
<td>NA</td>
<td>Marine Harvest Canada’s parent company, Marine Harvest ASA is one of the largest seafood companies in the world and the world’s largest producer of Atlantic salmon. Marine Harvest ASA is listed on the Oslo Stock Exchange and the NYSE. Marine Harvest Canada is the largest aquaculture company in British Columbia producing 40,000 MT of farm-raised Atlantic salmon each year.</td>
</tr>
<tr>
<td>Ocean Choice International</td>
<td>St. John’s, Newfoundland and Labrador</td>
<td>NA</td>
<td>Ocean Choice International (OCI) is a vertically integrated seafood harvesting and processing company based in Newfoundland and Labrador. The company is one of the largest quota holders in Canada, harvesting and processing over 150 million pounds of raw material per year. OCI sells a wide range of shellfish and groundfish species to customers in more than 30 countries.</td>
</tr>
</tbody>
</table>

Source: Company information
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