

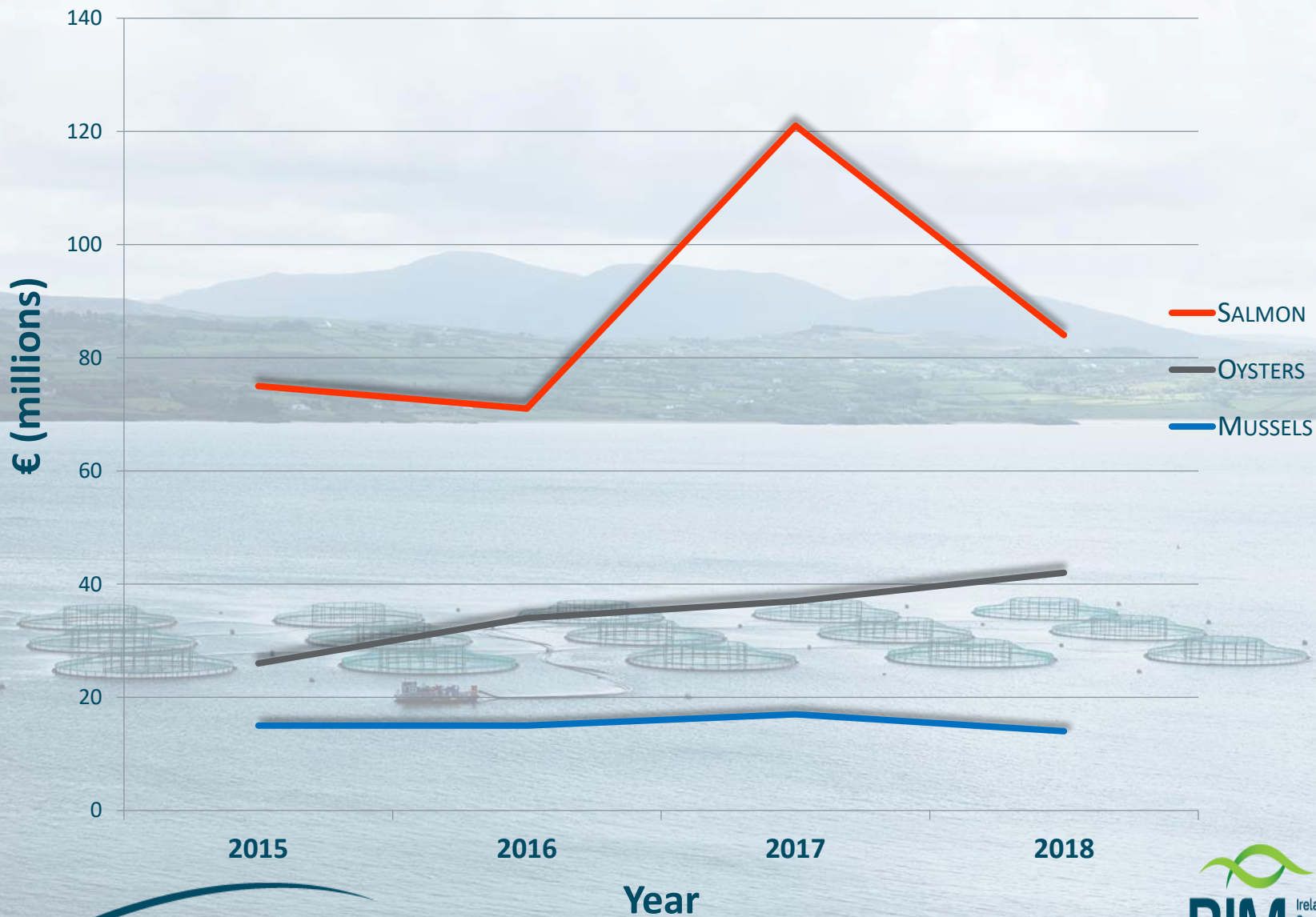
Market Activity and Trends

Richard Donnelly

26th September 2019



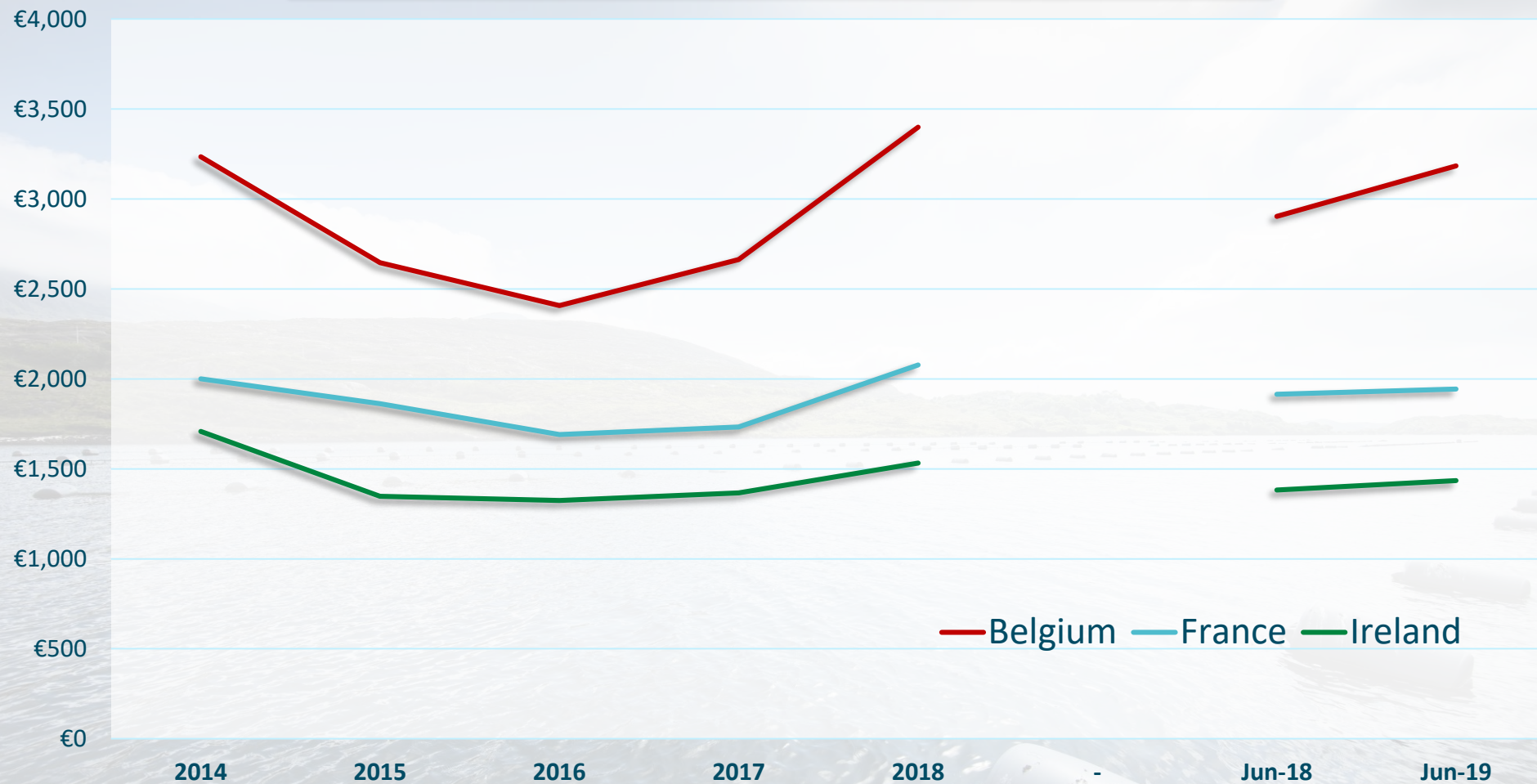
IRISH AQUACULTURE EXPORTS



Mussels

- ▶ High end market is stable due to relatively good demand from Belgium market
- ▶ Strong demand for lower cost price competitive products
- ▶ Increased production from Italy (c.9%) may put pressure on prices later in the year
- ▶ Drop in volume of imports from Chile (c.10%) due to better production from Spain
- ▶ Retailer pressure for price promotions

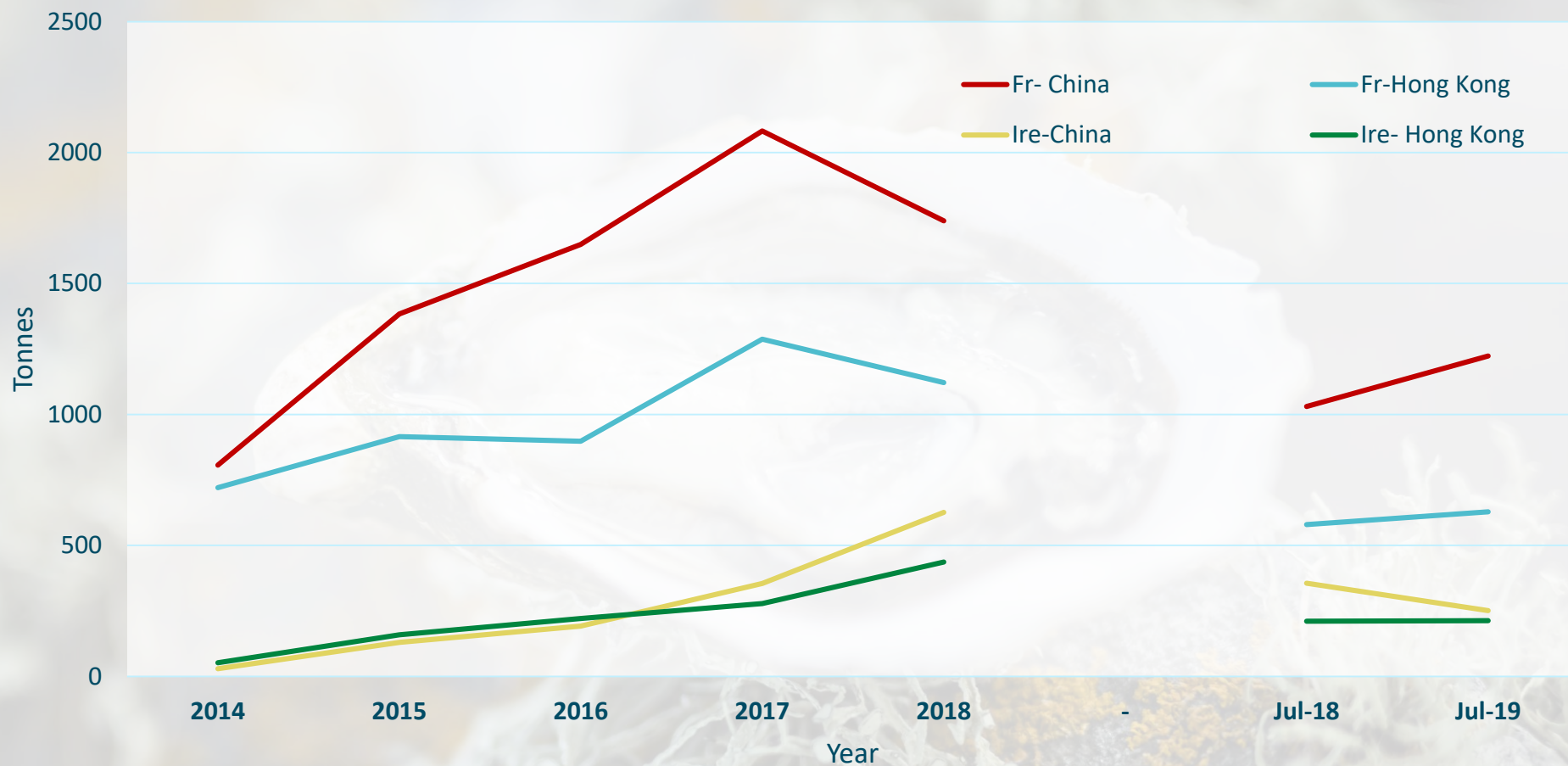
Export Price of Mussels from The Netherlands and Ireland



Oysters

- ▶ Exports to China and HK remained good for first half of the year but may be impacted by recent events in HK
- ▶ Competition from French exports remain strong in these Asian markets
- ▶ Mortalities in France c.20% lower than 2018
- ▶ Sales to new markets in NL developing well with increases in 2018 and 2019 (June)
- ▶ Demand is for *gigas* rather than native
- ▶ Native market may stabilise this season as market adjusts to larger volumes

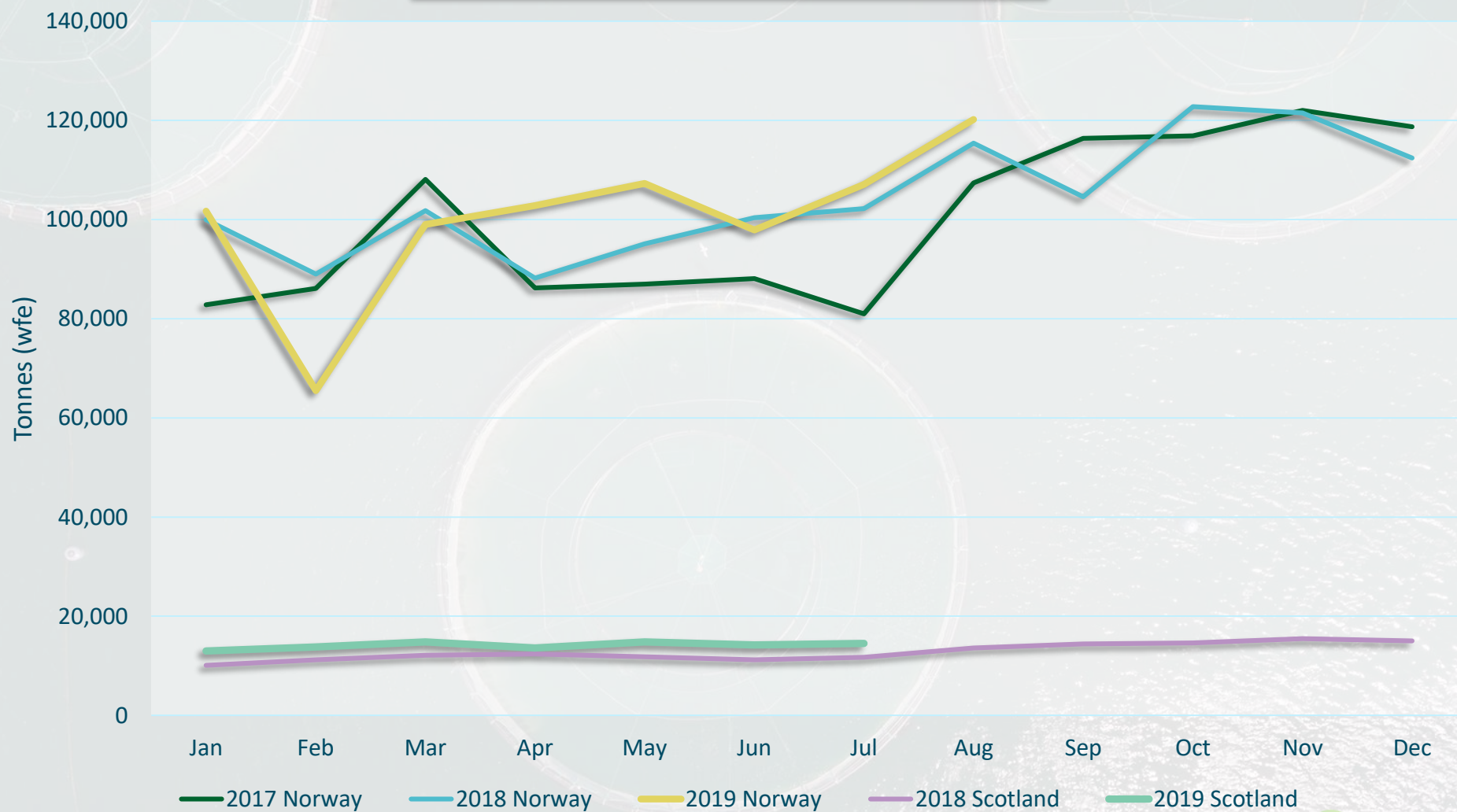
Export Volumes of Oysters from France & Ireland to Asia



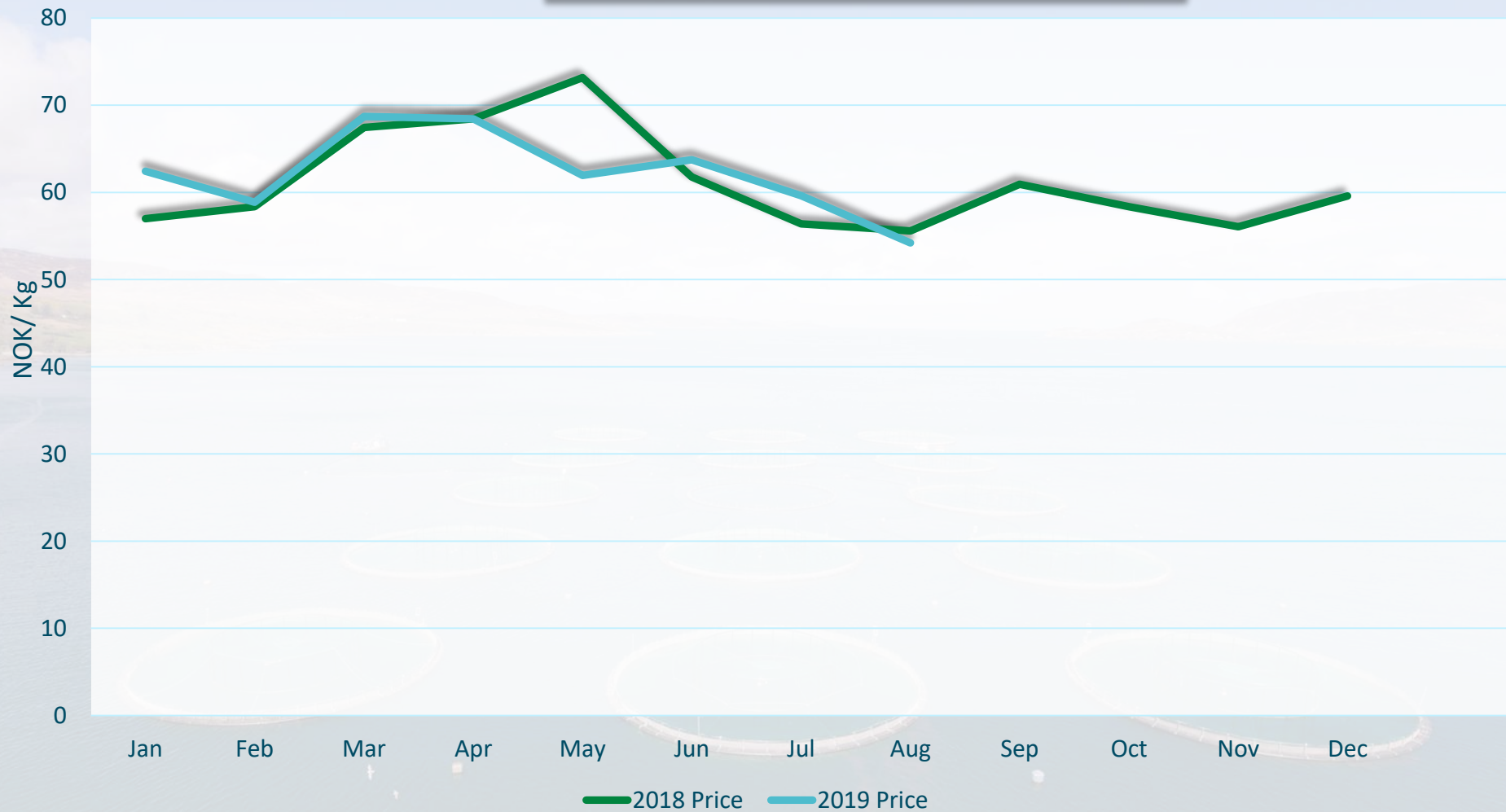
Salmon

- ▶ Price pressure in the market due to strong growth in Norway
- ▶ Lot of processors bought stock at lower prices in July & August thus lowering spot market prices
- ▶ Lot of price promotion activity by the retailers in France
- ▶ Production from Norway should stabilise with overall production up c.1% by year end

Norwegian & Scottish Harvest



Norwegian Fresh Salmon Export Price



MOWI:NO Oslo
Mowi ASA [COMPANY INFO](#)

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● MARKET OPEN

AS OF 04:30 AM EDT 09/19/2019 EDT

202.70 NOK

-4.70 -2.27% ▼

1D 1M 6M YTD **1Y** 5Y

MINIMIZE CHART

Q Add a comparison



BloombergMarkets

Source: Bloomberg

Export Volumes and Price of Salmon from Ireland



Thank You