

Salmon Farming

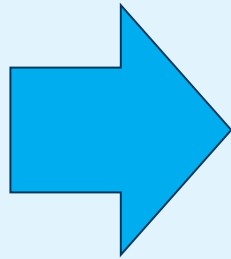
an industry for the future

Mark Preece (MSc) – Seafarms manager, NZKS



INTRODUCTION

FROM FISHER TO FARMER



THE SALMON VALUE PROPOSITION

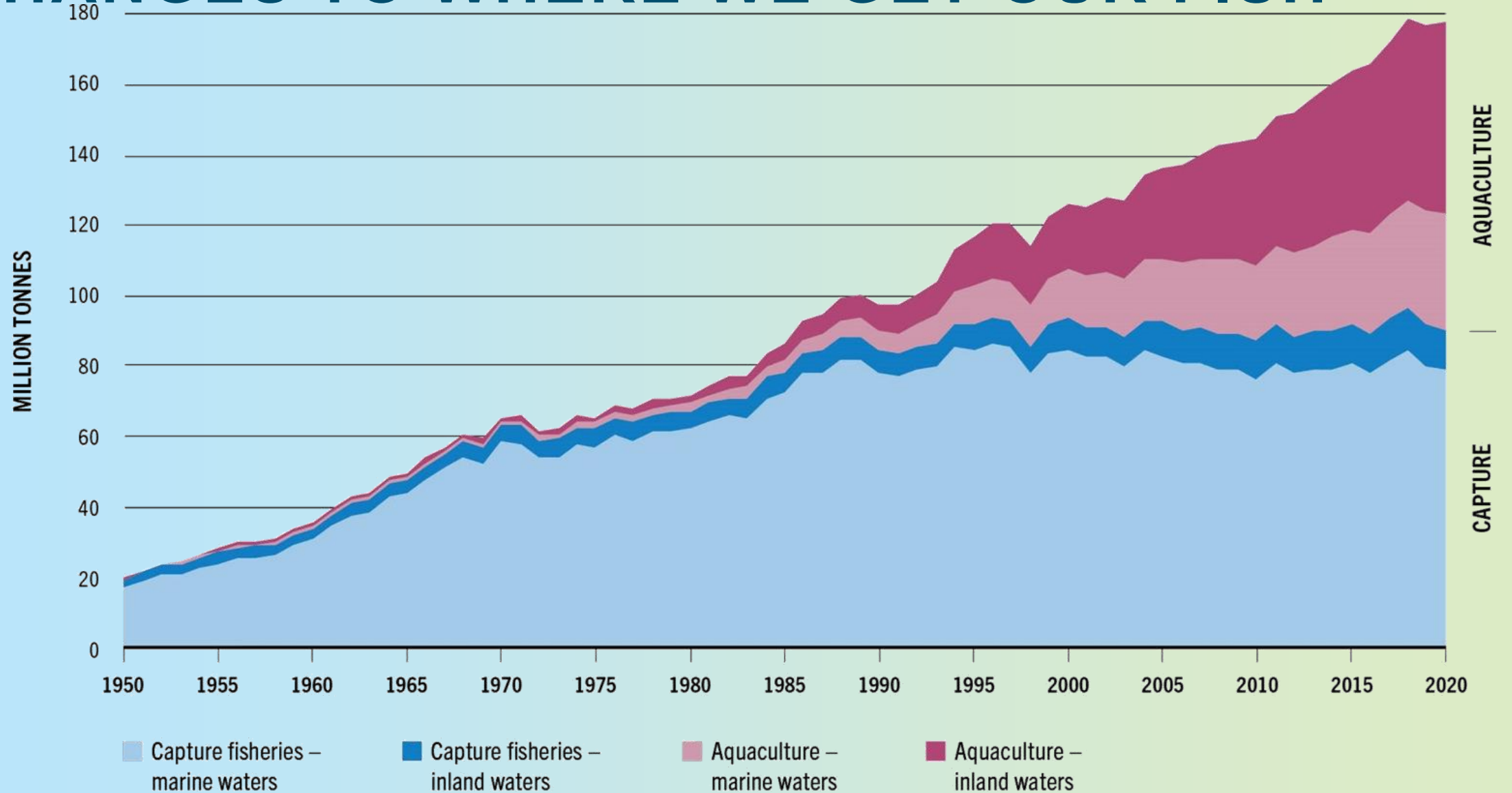


Only 0.01% of our marine estate is farmed.



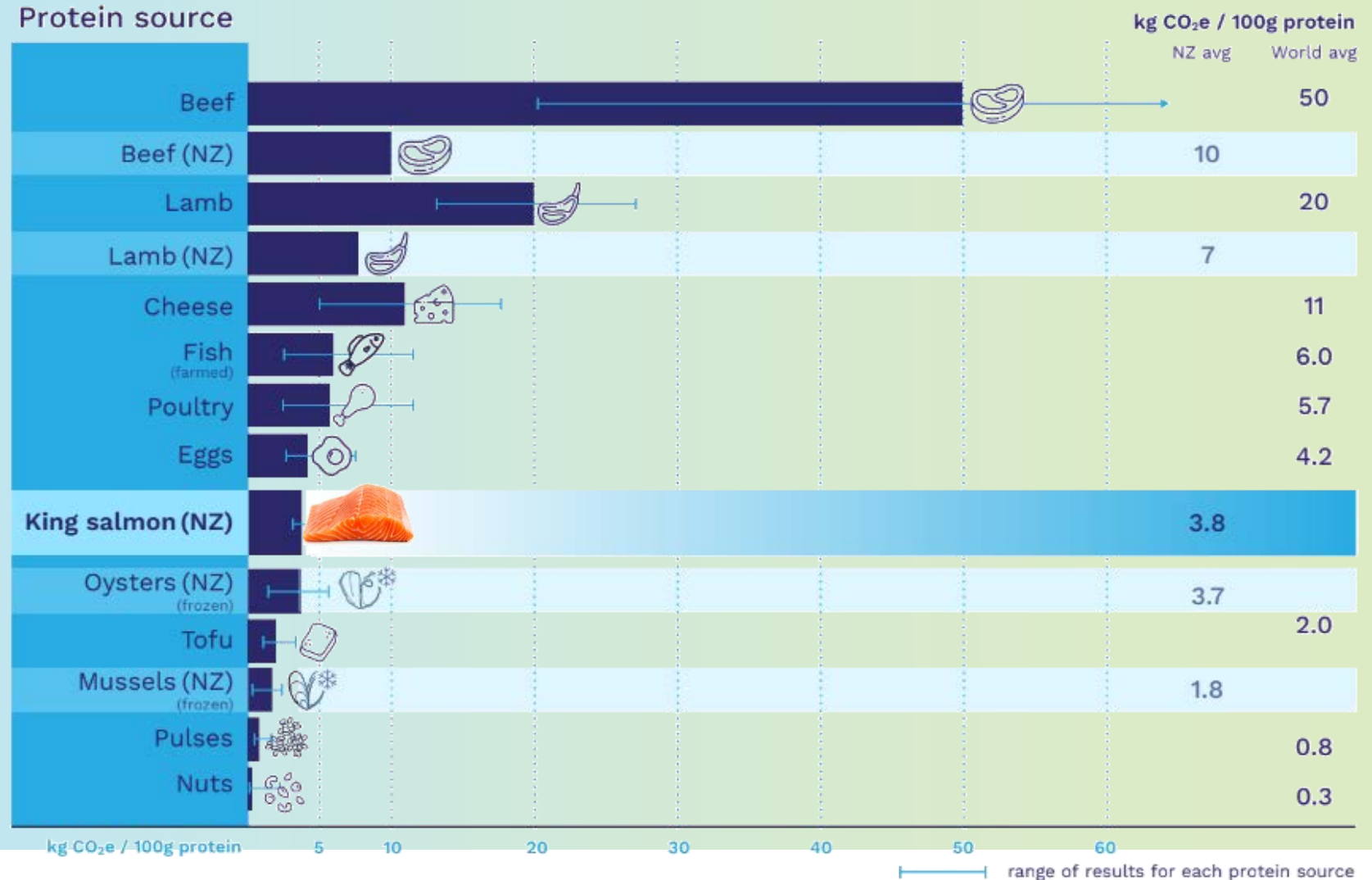
Our Blue Economy opportunity.....

CHANGES TO WHERE WE GET OUR FISH



A PROTEIN SOURCE WITH A LIGHT TOUCH

Carbon footprint of different dietary proteins on the global market
- production to retail only

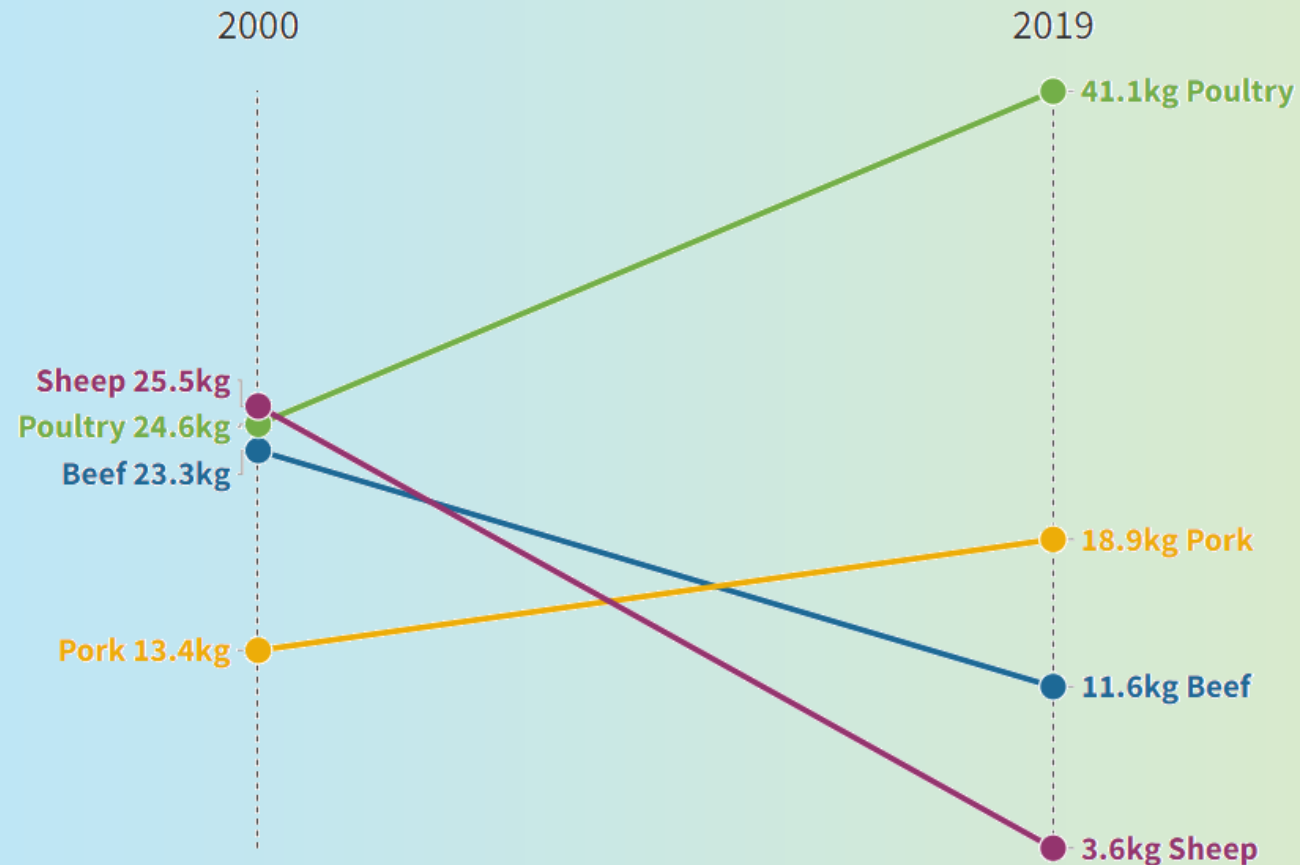


CHANGES IN NZ'S MEAT CONSUMPTION

New Zealand's annual consumption of meat in 2000 and 2019

On average, each NZer ate 75.2kg of meat in 2019, down from 86.2kg per capita in 2000.

Intake is per capita



A GROWTH INDUSTRY

Total industry value = \$840m revenue



~81,000t = ~ **\$420m**



~16,000t = ~ **\$350m**



~ 1,900t = ~ **\$19m**

- Govt - doubling the value of exports in 10 years.
- Aquaculture growth is expected to significantly contribute to that goal
- Plan → \$3 billion in annual revenue by 2035

New Zealand
Aquaculture
Development
Plan
2025-2030



THE SALMON OPPORTUNITY

COMPARISON OF THE APPROXIMATE ANNUAL VALUE PER 10 FARMED HECTARES FOR DIFFERENT PRIMARY PRODUCTS



Sheep & Beef - \$8,500



Dairy- \$77,000



Kiwifruit - \$800,000



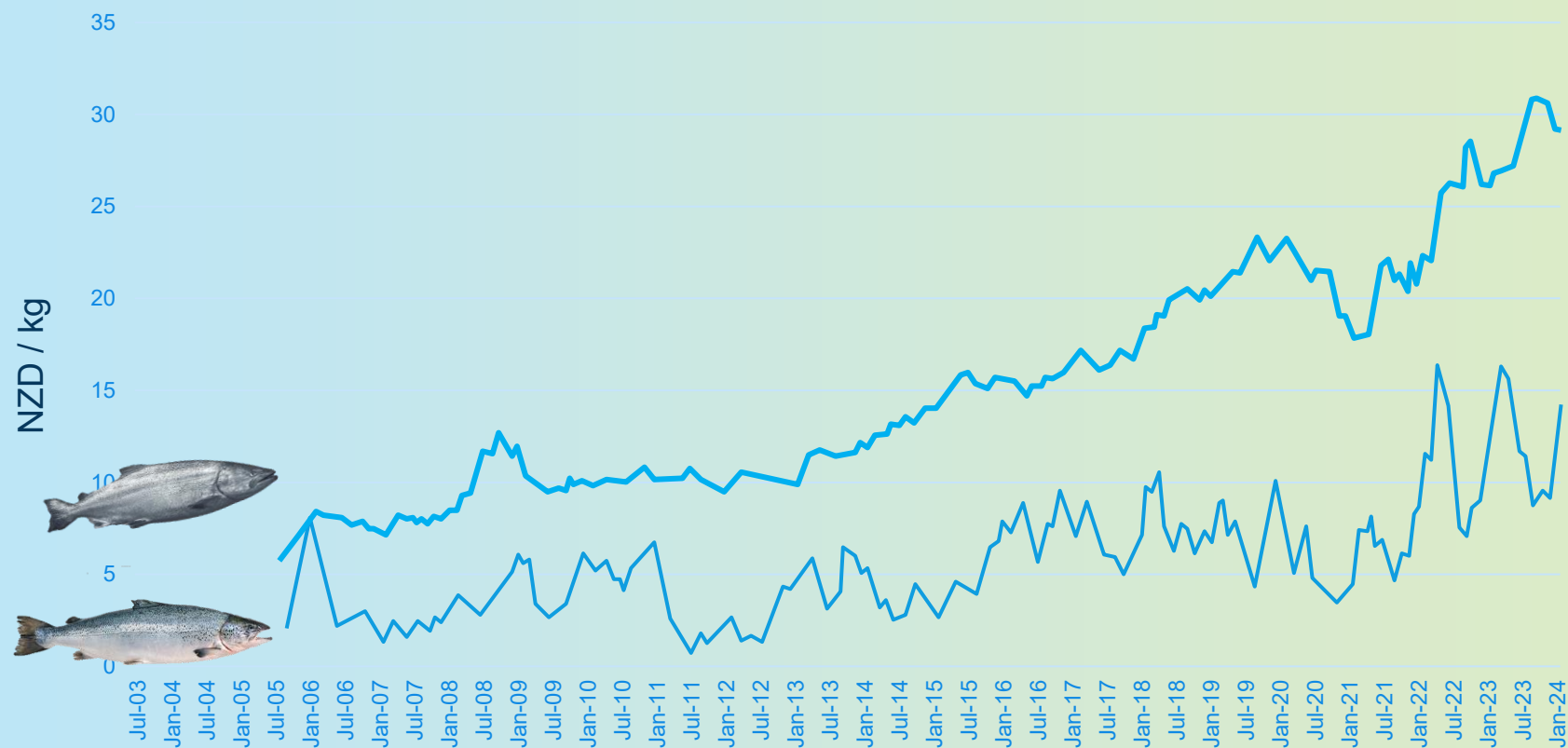
Mussels & Oysters -
\$825,000



Salmon - \$140,000,000

HIGH VALUE GOODS KEY TO NZ'S SUCCESS

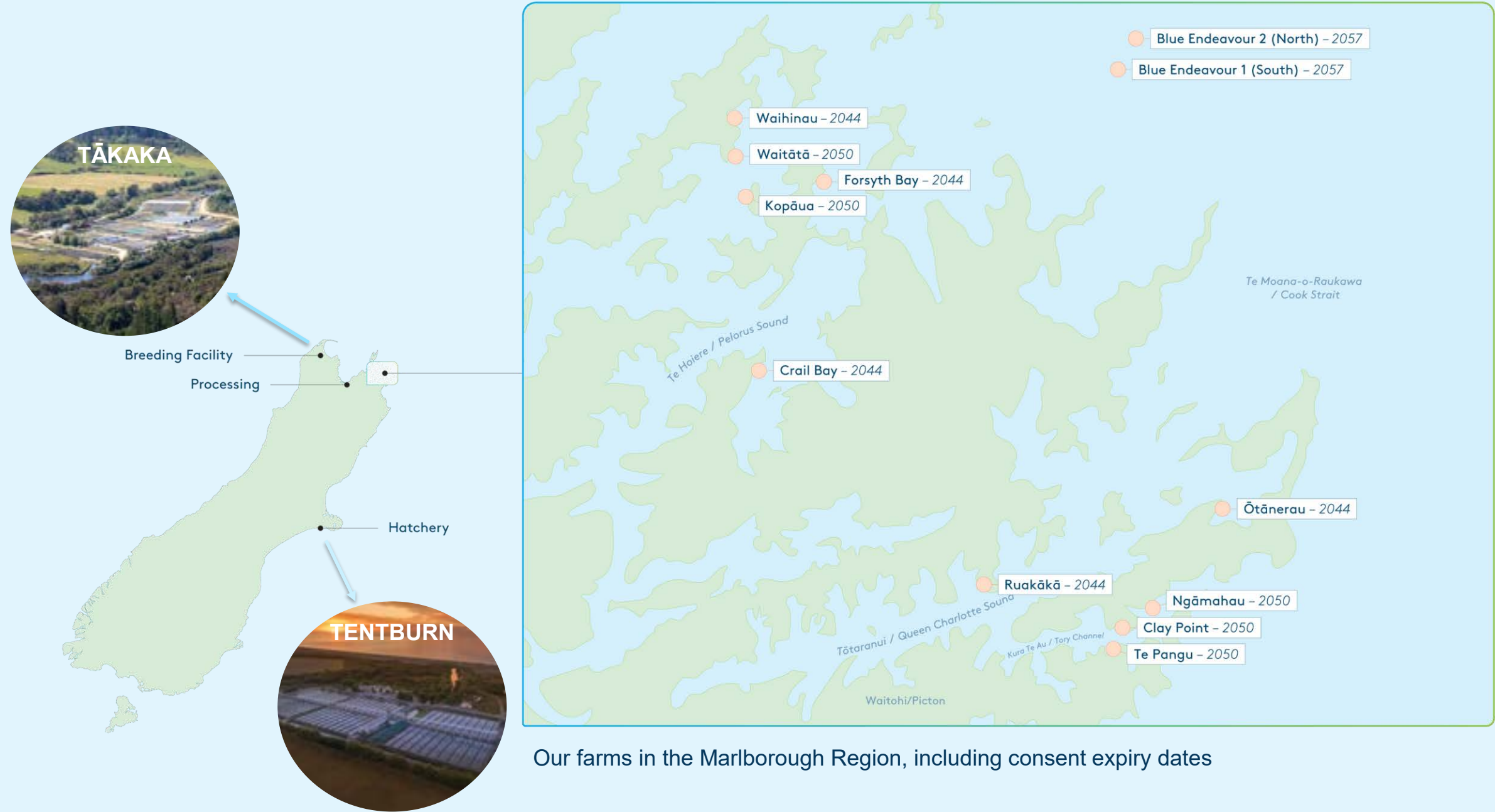
'NZ King salmon makes up less than 1%
global farmed salmon supply



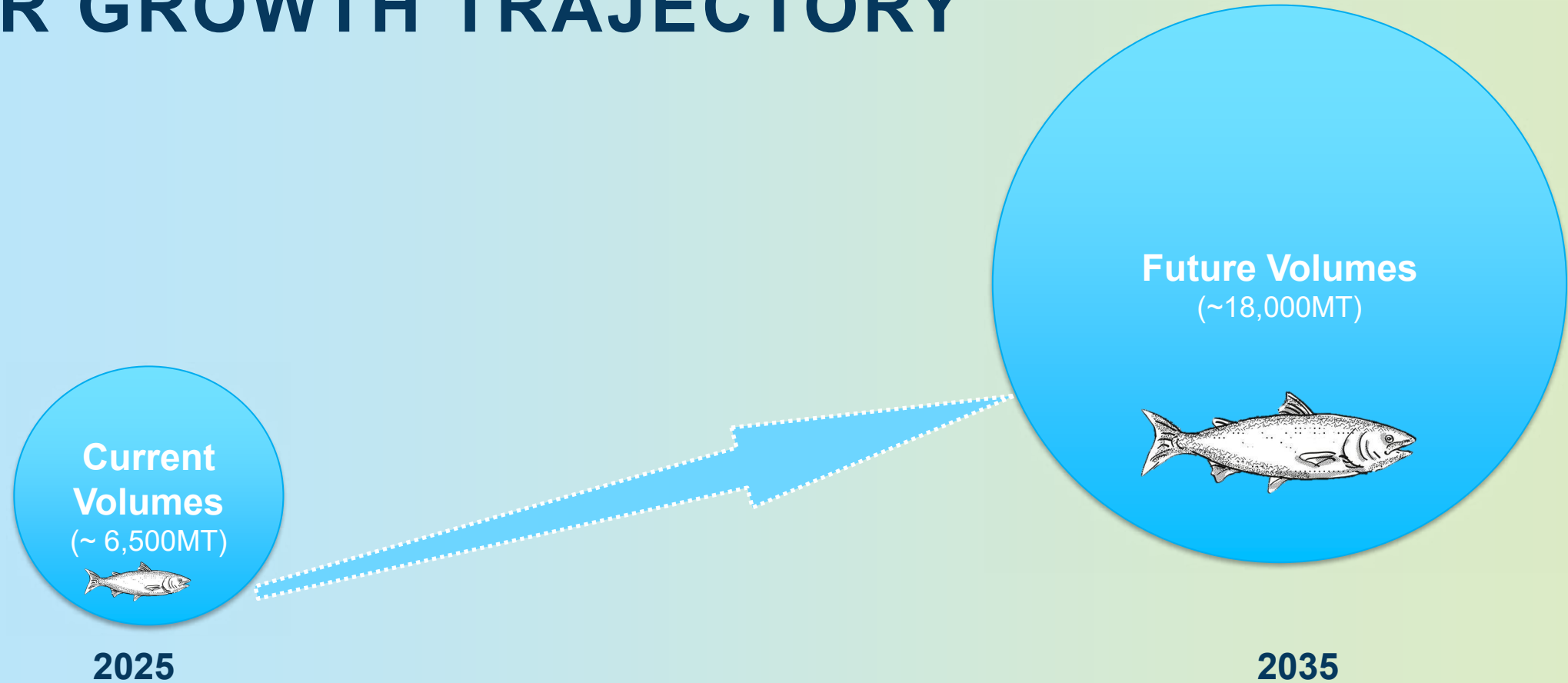
Price history of New Zealand King Salmon Co. Ltd vs Atlantic

NZKS ROLE IN NEW ZEALAND'S SALMON FUTURE

NZKS FOOTPRINT



OUR GROWTH TRAJECTORY



NZKS volumes are anticipated to grow significantly (~300%) over the next ten years as we pilot, then scale to commercial operations, our new Blue Endeavour open ocean salmon farm

Blue Endeavour

Quick facts (per pen)



~500MT



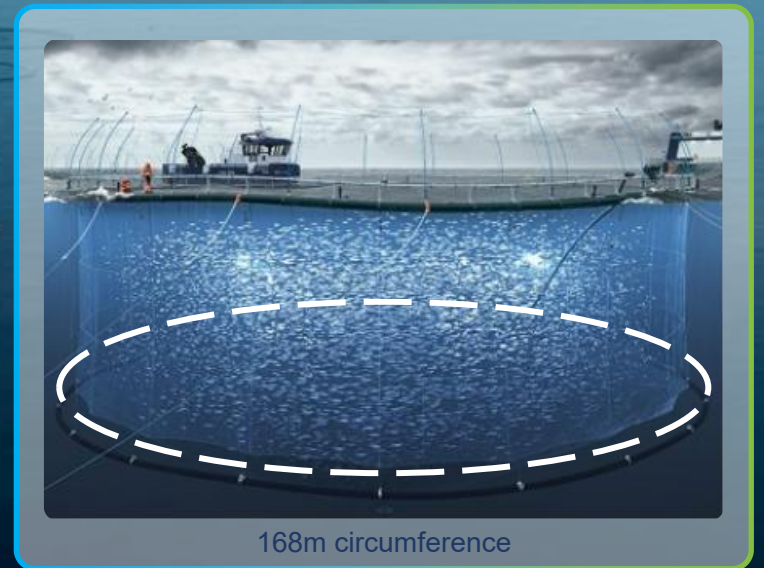
10kg/m³



100,000 Fish



1% fish, 99% water

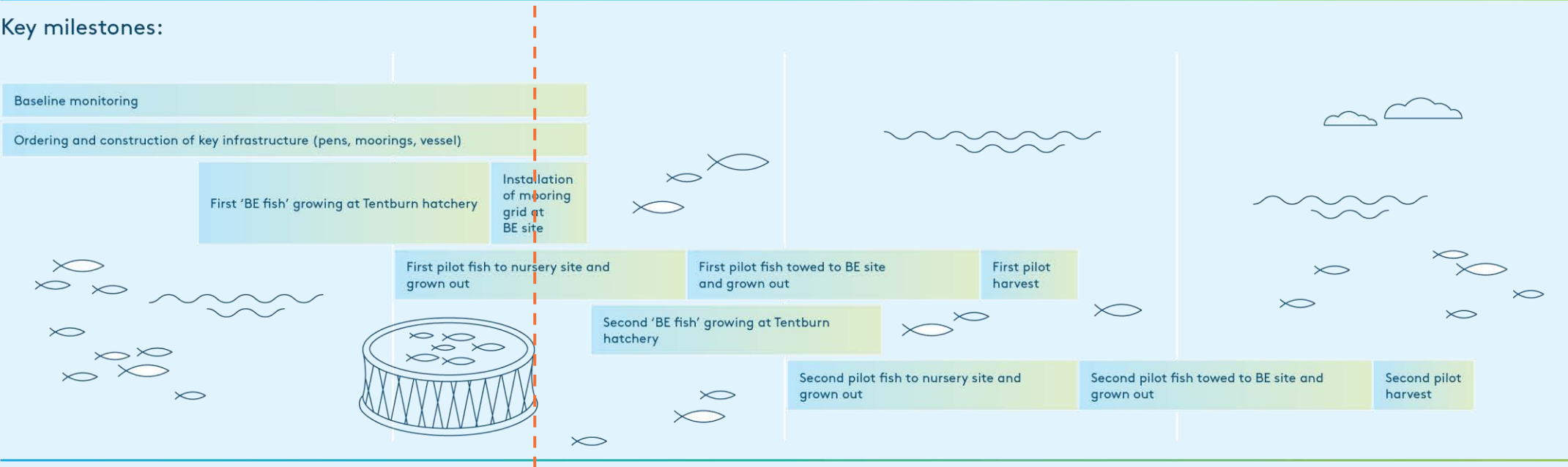


168m circumference

Background image: design of Blue Endeavour 1 at commercial scale

BLUE ENDEAVOUR KEY MILESTONES

Key milestones:



Blue Endeavour Pens assembled



Two pens were constructed at the Port of Marlborough and launched in April

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Blue Endeavour Pen tow



Two pens towed successfully to Waihinau in late April

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Blue Endeavour Pens at Waihinau



Two pens at Waihinau (Pelorus Sounds). Blue Endeavour smolt growing out in inshore pens

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A 44-point mooring grid is being installed at the Blue Endeavour site (starting in September)

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Blue Endeavour Service Vessel



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Purchase of commercial site - 17 Cloudy Bay, Riverlands in Blenheim for future factory capacity needs

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New Zealand King Salmon

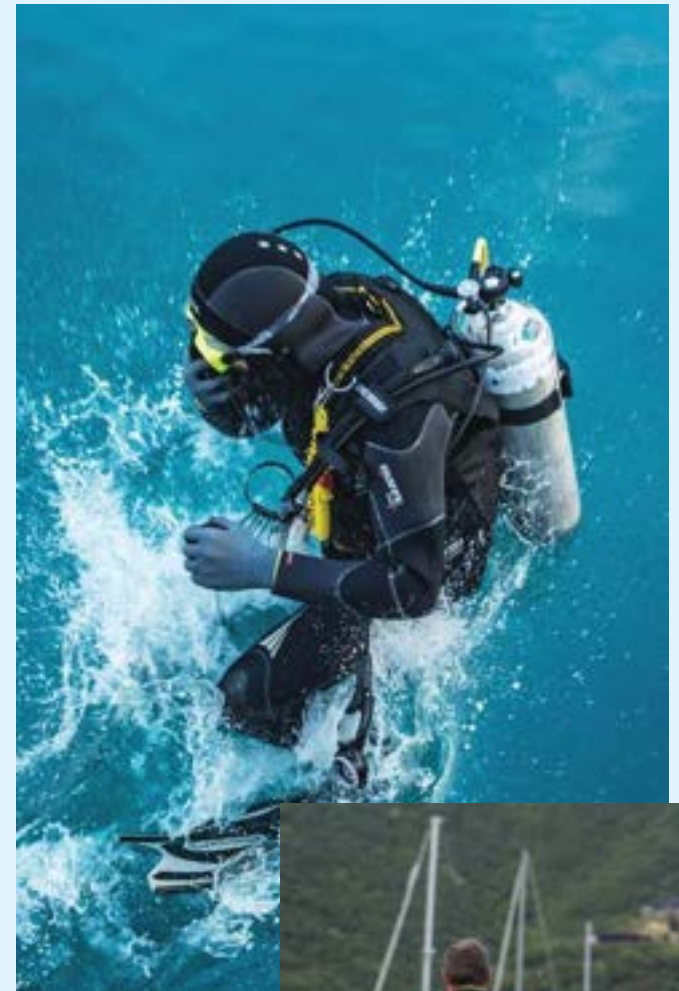
Blue Endeavour



ROLES IN SALMON FARMING



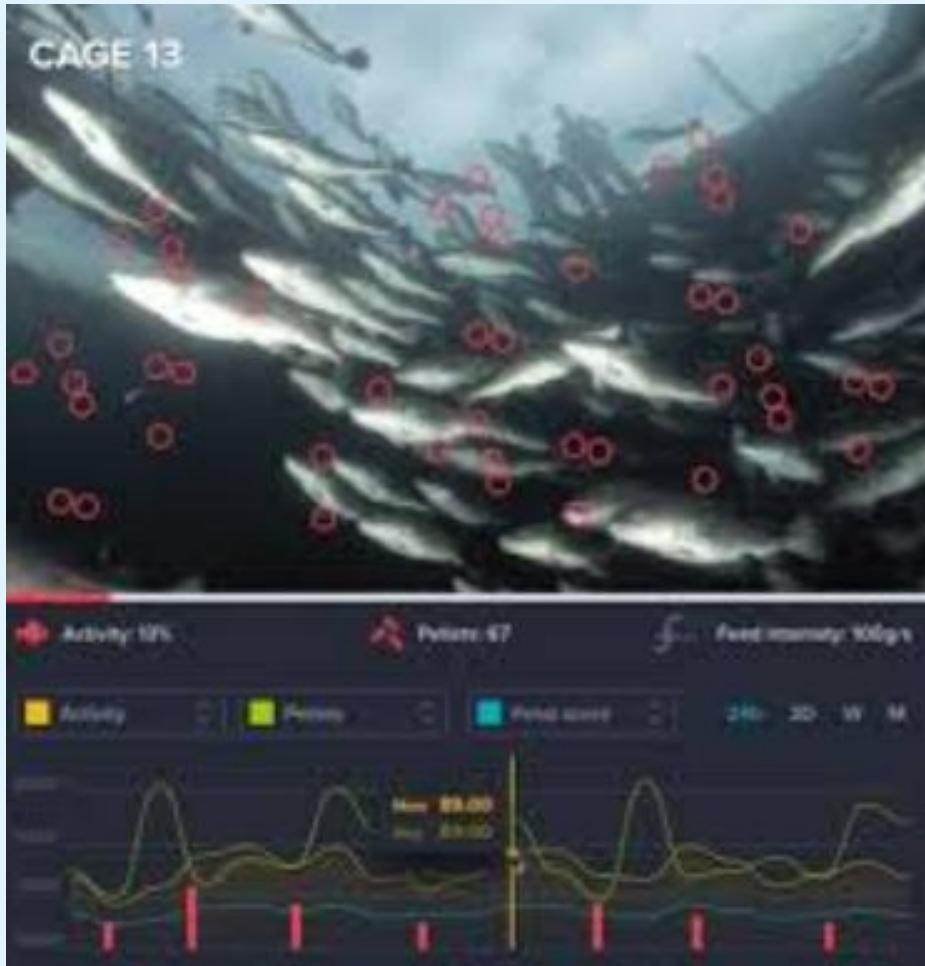
ON THE FARM ROLES

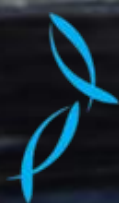


LAB AND TECH ROLES



SUPPORT INDUSTRY





New Zealand King Salmon