

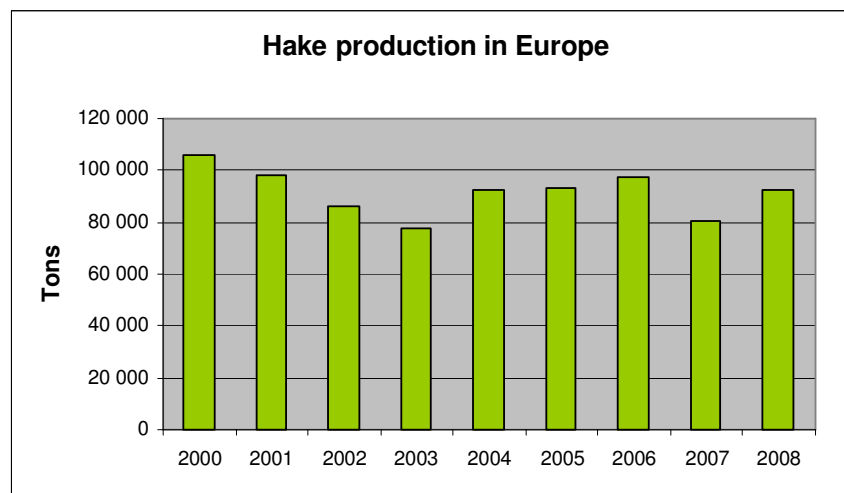
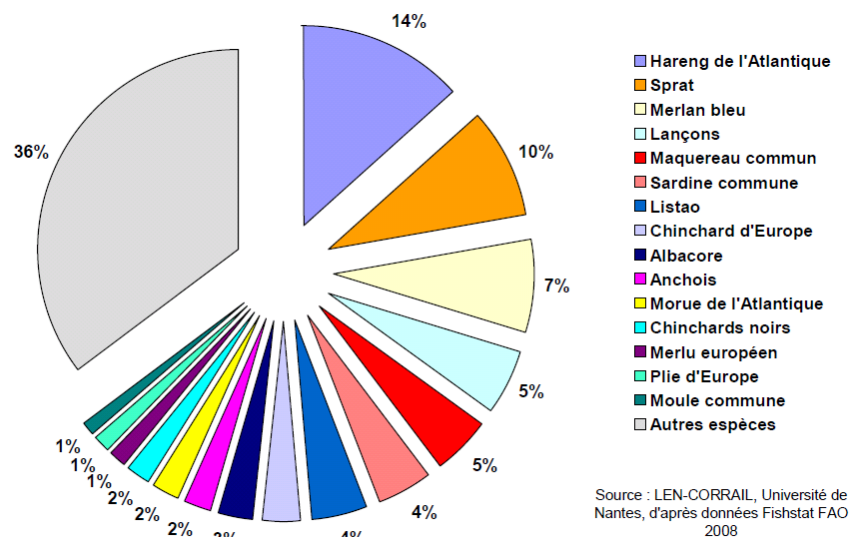


Extraits d'études de marchés

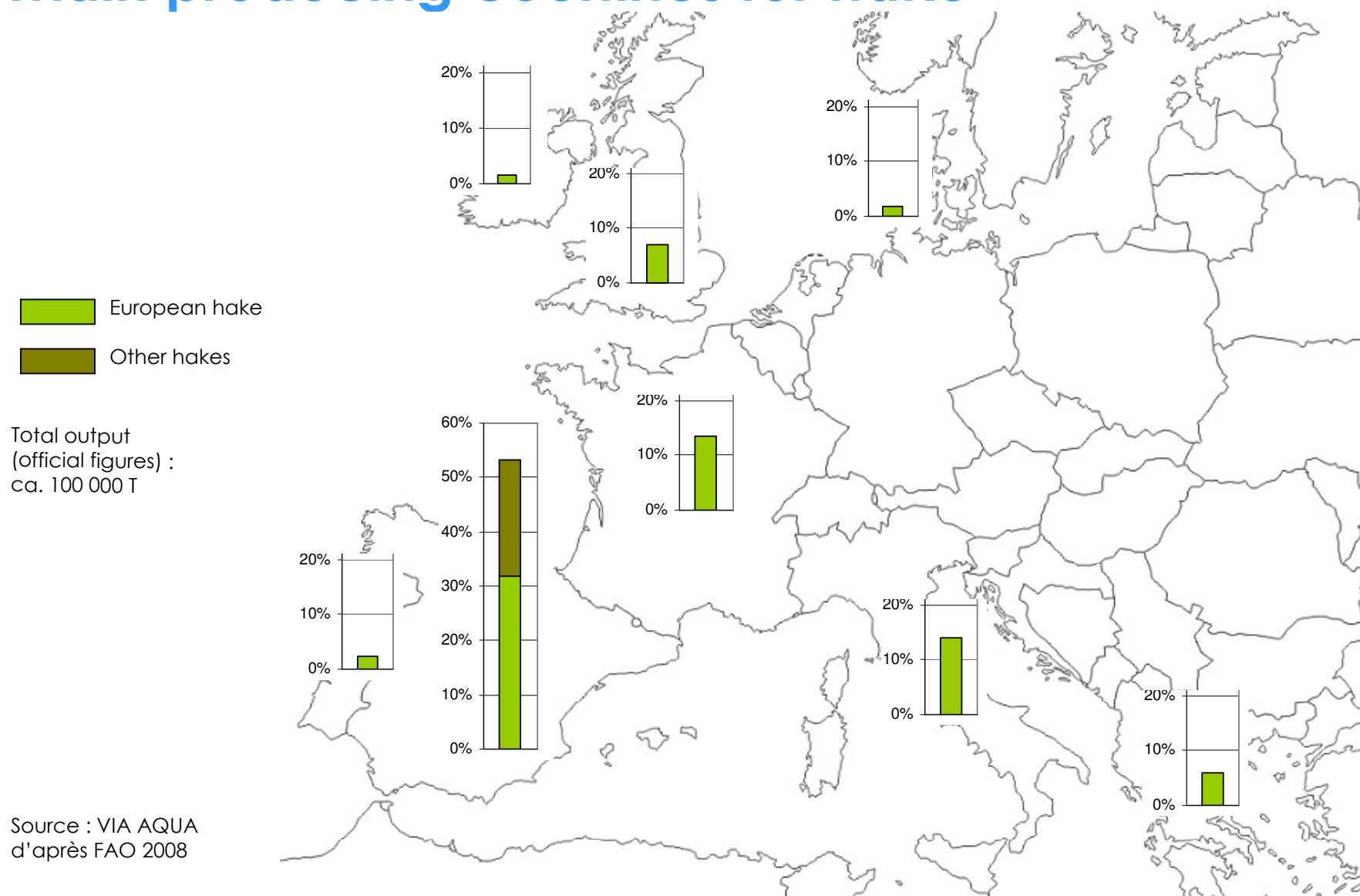
MERLU UE / HAKE EU - 2010

Hake production – EU 27

- Hake accounts for 1,5% of European catch
- Official landings : about 100 000 T
- Volumes are stable

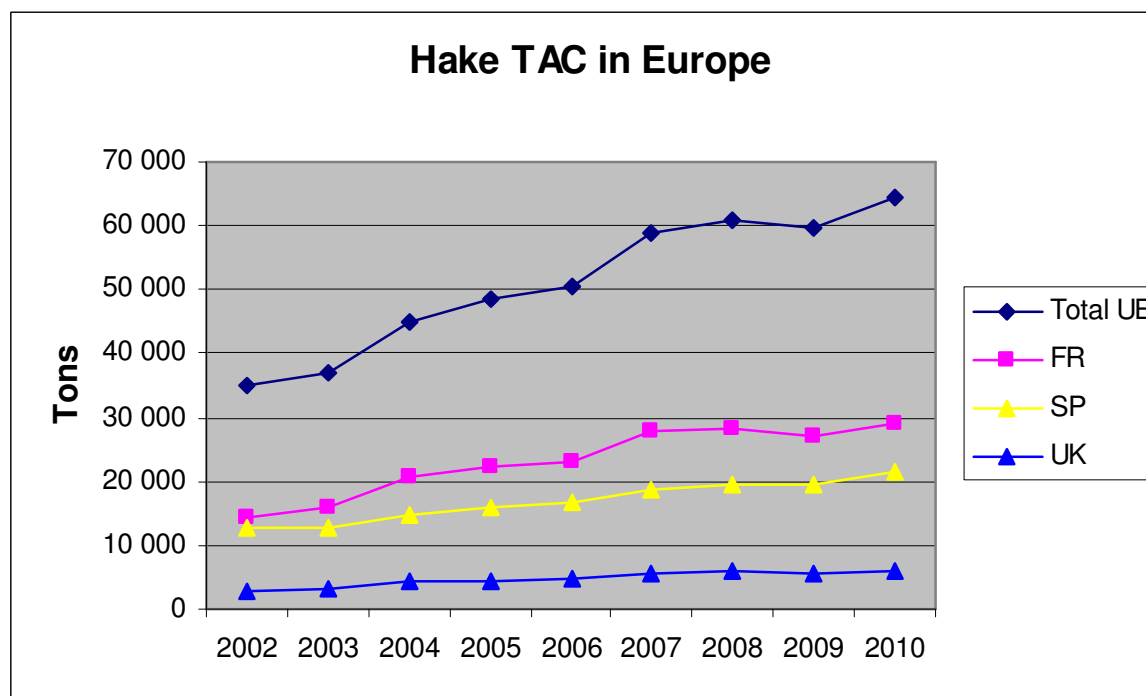


Main producing countries for hake



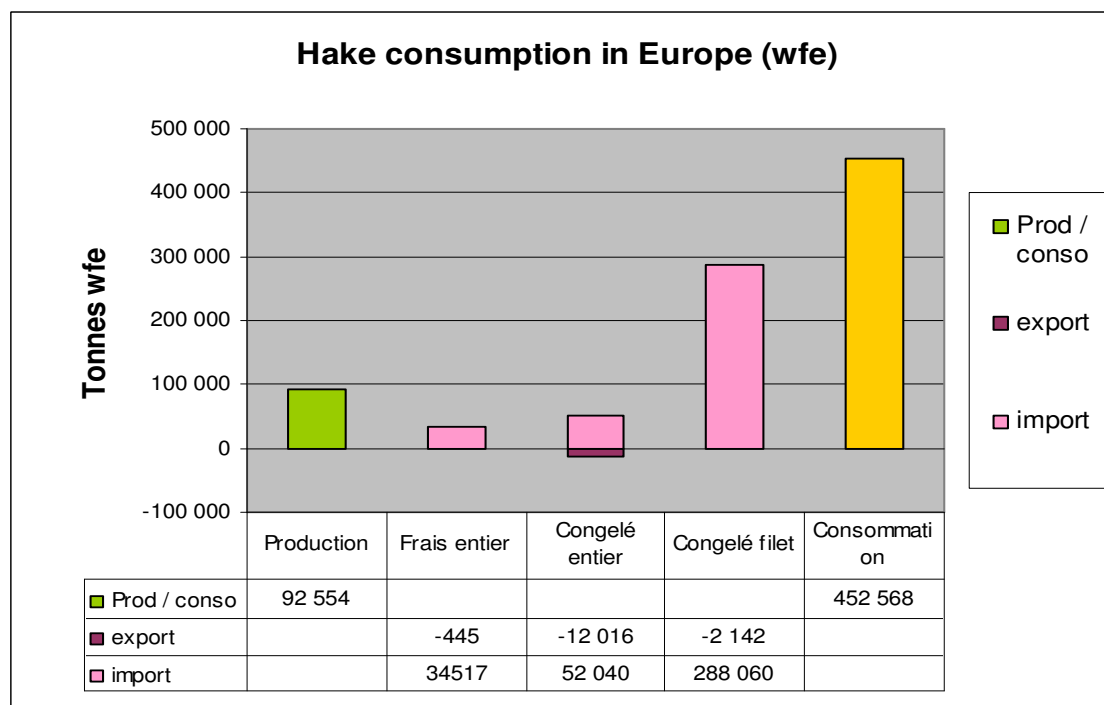
TAC and quotas for hake

- TAC is regularly climbing => 66 000 T en 2011
- Spain catches exceed its quotas
- France catches are not fully using French quotas
- EU catch of regulated fishery (*Merluccius merluccius* / Atlantic) is officially ~ 60 000 T
- Estimated actual catch is far higher



Hake consumption – EU 27

- Annually, Europe is consuming 450 000 T of hake (wfe)
 - EU Domestic production is just covering 20% of it
 - Imports fresh : 8%
 - Imports frozen : 9% (whole) and 63% (fillet)
- => At least $\frac{3}{4}$ of consumed goods are supplied frozen

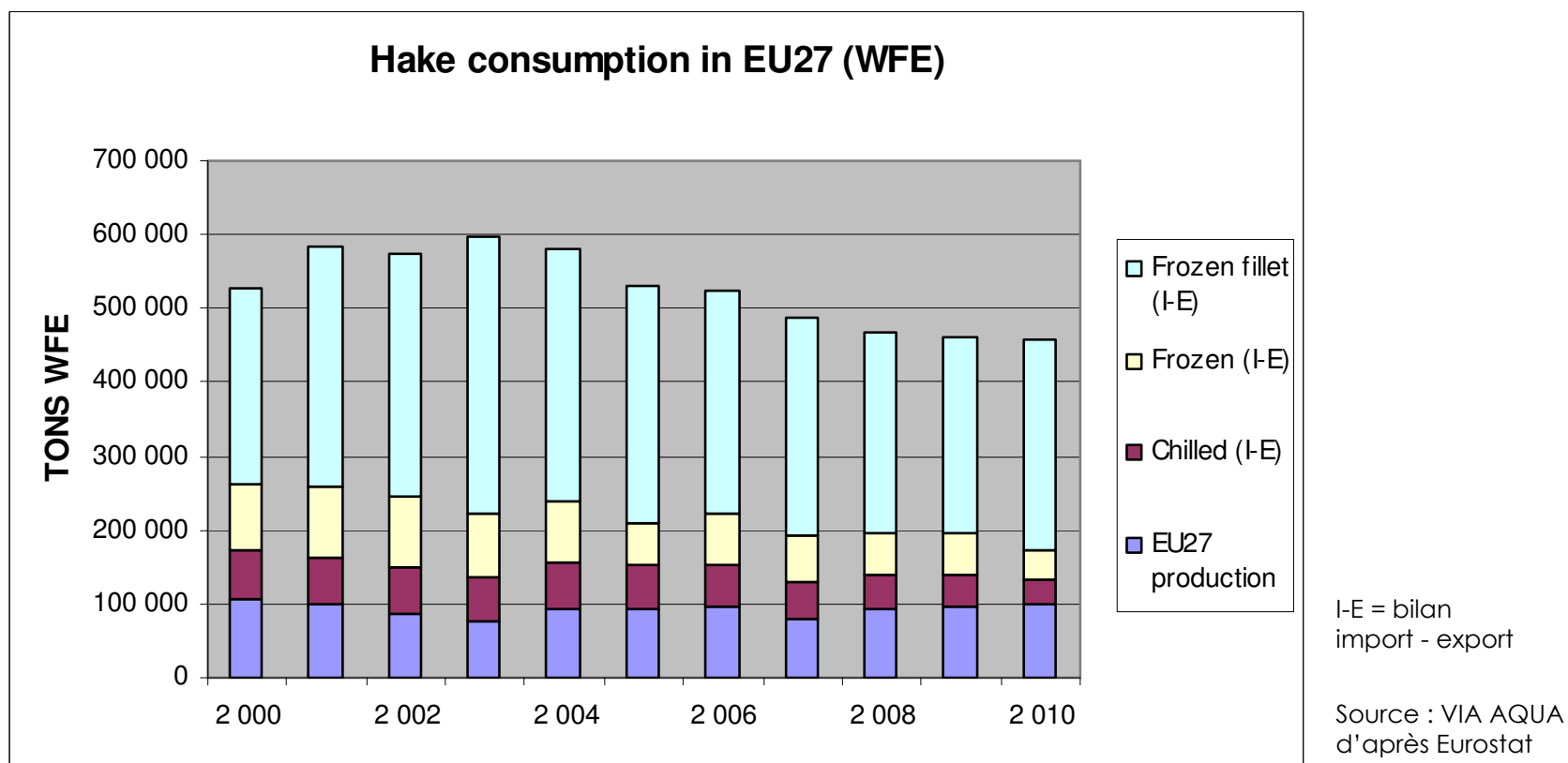


Source : VIA AQUA
d'après FAO 2008
pour production et
Eurostat 2010 pour
commerce

Hake consumption – EU 27

- In the last ten years : decrease, then stabilisation

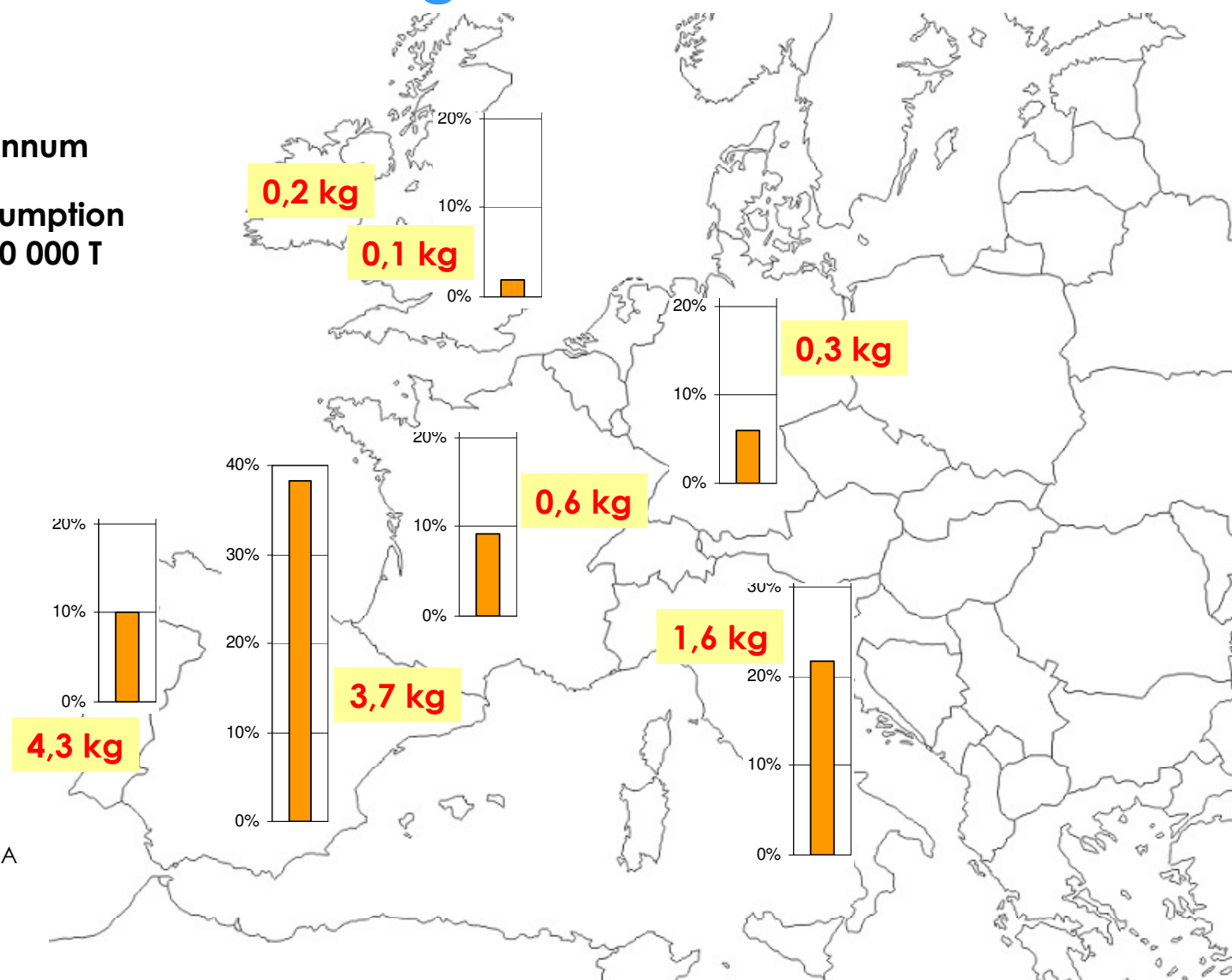
NB : estimates for European production evolution : +3% in 2009 and +3% in 2010



Main hake consuming countries

kg/capita/annum

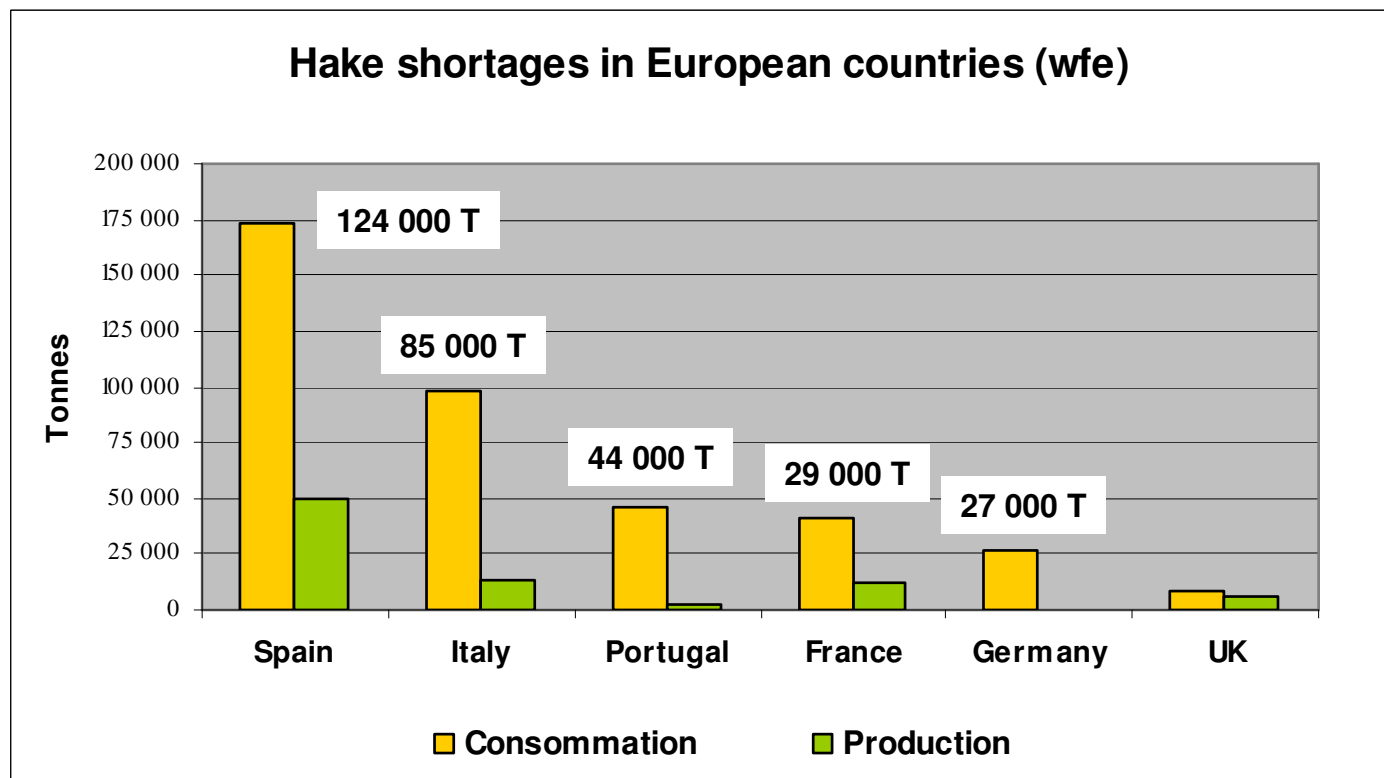
% total consumption
(WFE) ca. 450 000 T



Source : VIA AQUA
d'après Eurostat
2010

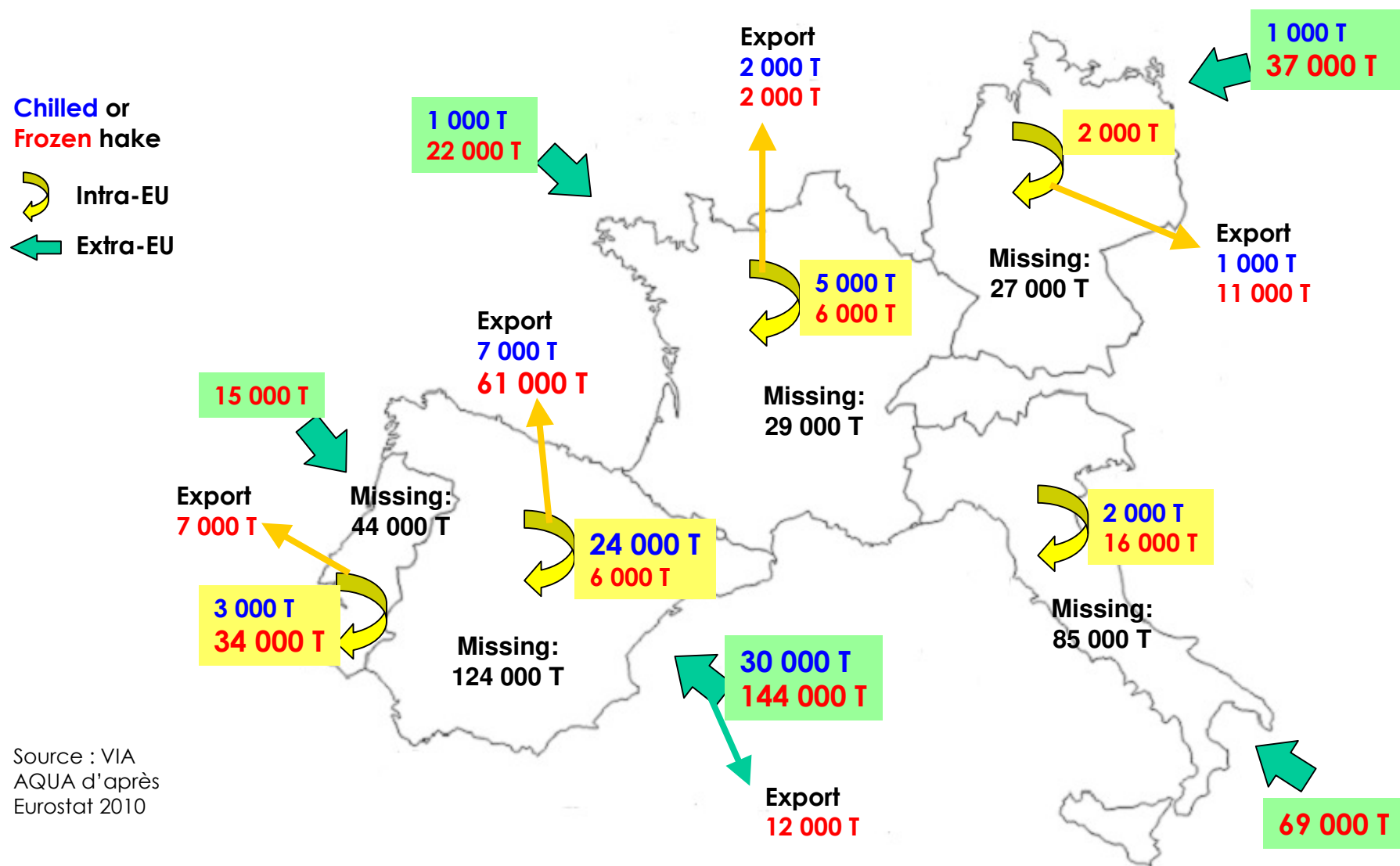
Production/consumption imbalance : supply shortages in European countries

- Total shortage for hake in Europe 360 000 T (wfe)
- 90% of it within the 5 main consuming countries



Source :
VIA AQUA
d'après
Eurostat 2010

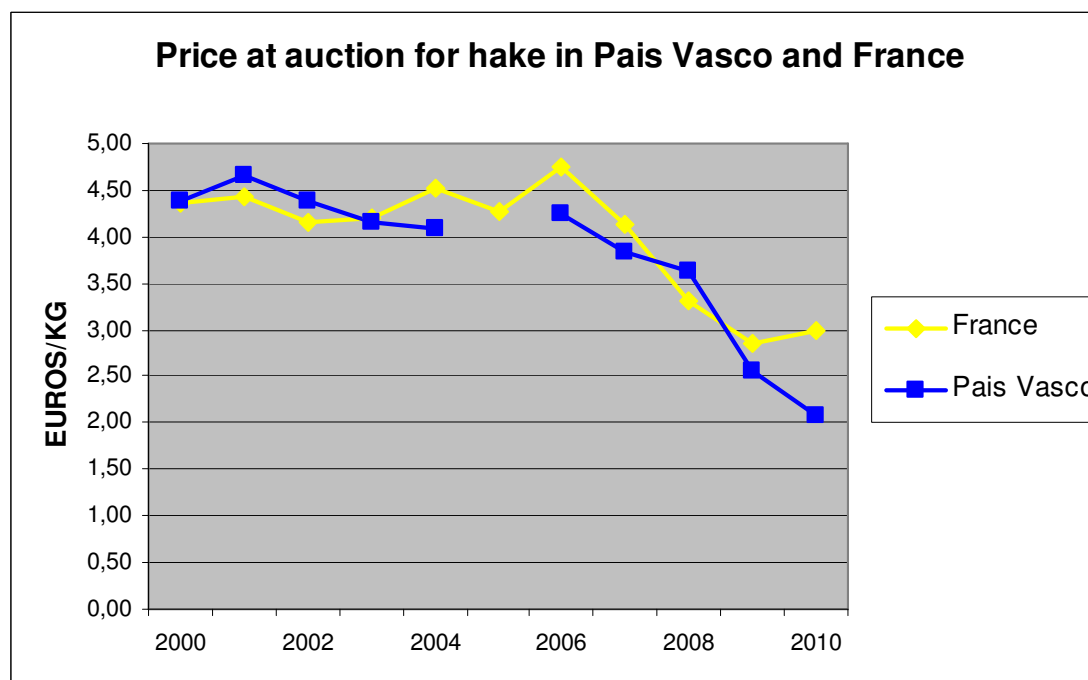
The flow of hake throughout Europe



Source : VIA
AQUA d'après
Eurostat 2010

Trends in hake prices

- Hake price has been dramatically going down. Main reasons appear to be:
 - Steady production (or even growing), thanks to healthy and accessible stocks
 - Acute weakening of demand in Spain (about 40% of European market), due to economic crisis, changes in consumption habits and competition of alternative species (pangas)
- NB : setback is going on in 2011



Source : VIA AQUA
d'après Basque
Government,
agriculture & fisheries;
FranceAgriMer

Trends in hake imports

- Price trends are moving towards stabilisation
- Price for EU domestic fresh is now below that of imports
- Import volumes are decreasing (all product types)

Source : VIA AQUA
d'après Eurostat,
FranceAgriMer,
RIC

