



BY APPOINTMENT TO THE ROYAL DANISH COURT

Royal Greenland®



Harvesting and Fisheries

ICC General Assembly

Utqiagvik July 2018

Jens K. Lyberth, DCR & HR

State of the Arctic Economy

Advantages of a changing economy in the arctic
(among many factors)

Value of the products

- wild caught
- sustainable fisheries

Sustainable fisheries

+ Exchange of knowledge

+ High seas fisheries in the central arctic
ocean

+ Royal Greenland



Fisheries and Aquaculture



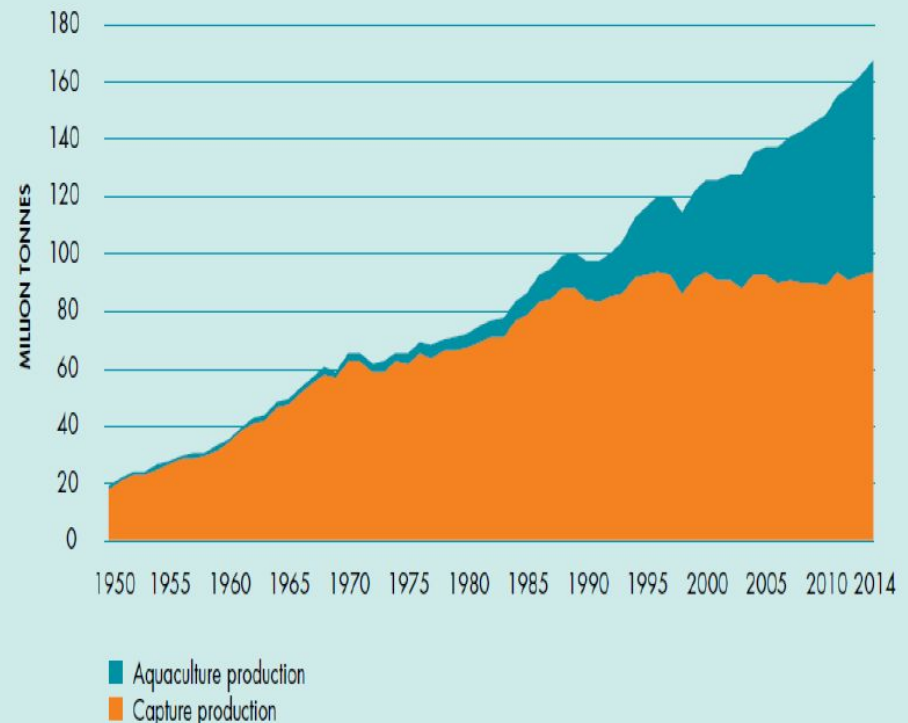
Aquaculture growing

Wild capture stagnated

Wild will become more special

**Sustainability key credential
behind wild captured fisheries**

WORLD CAPTURE FISHERIES AND AQUACULTURE PRODUCTION



Overfishing is global challenge



- From 1950 to 2014, the global catches increased from 8m tones to 93,4m tones
- Overfishing a challenge





In Greenland the fisheries sector has chosen certification by Marine Stewardship Council (MSC)



A) Fishery standards, >>> Global standard



- **Based on 3 Principles:**

- 1) status of target stock;
- 2) environmental impacts;
- 3) effectiveness of management



- 28 Performance indicators (2.0)
- 31 Performance indicators (cr 1.3)



MSC



Cold water prawn fishery in West Greenland (2013)

Cod, haddock and saithe fishery in Barents Sea (2015)

Lumpfish coastal fishery in West Greenland (2015)



Greenland Halibut off shore fishery in West Greenland (2017)

Economic development

Many big costumers buy only products which are sourced from sustainable fisheries

We can be forced into markets with lower prices

Who defines sustainability?

- fishermen
- scientists

CHILKASAMMUTIN
PAGLASUNNGIUMI JULIÚ 31. AT 2016 21

Biologisk ráðgjvning byggir á kolde fakta
Avisen AG har bði Grønlands Ráttarmáttut um at kommentere Stimmata politikkir endirar, Karl Kristian Krusey indlag i dagens avis

Biologit siunnersuisamerat paasisanit tunngaveqarpoq

Ataqarpoq ilittit Fingortaleriffiminnik kaammattinera naaportoruga partu Sunng málakorsuulikkut oqarpoqartuata, Karl Kristian Krusey, ulimikkut avinimi saqqummutuvani illoqqaqqaani ákúsineqarpoqut

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Science

Biological advice is based on cold facts

The advice is based on information from both the fishery and the biological studies

The data of the Institute and the fisheries point in the same direction

Bridge between the
knowledges
among fishermen and scientists?

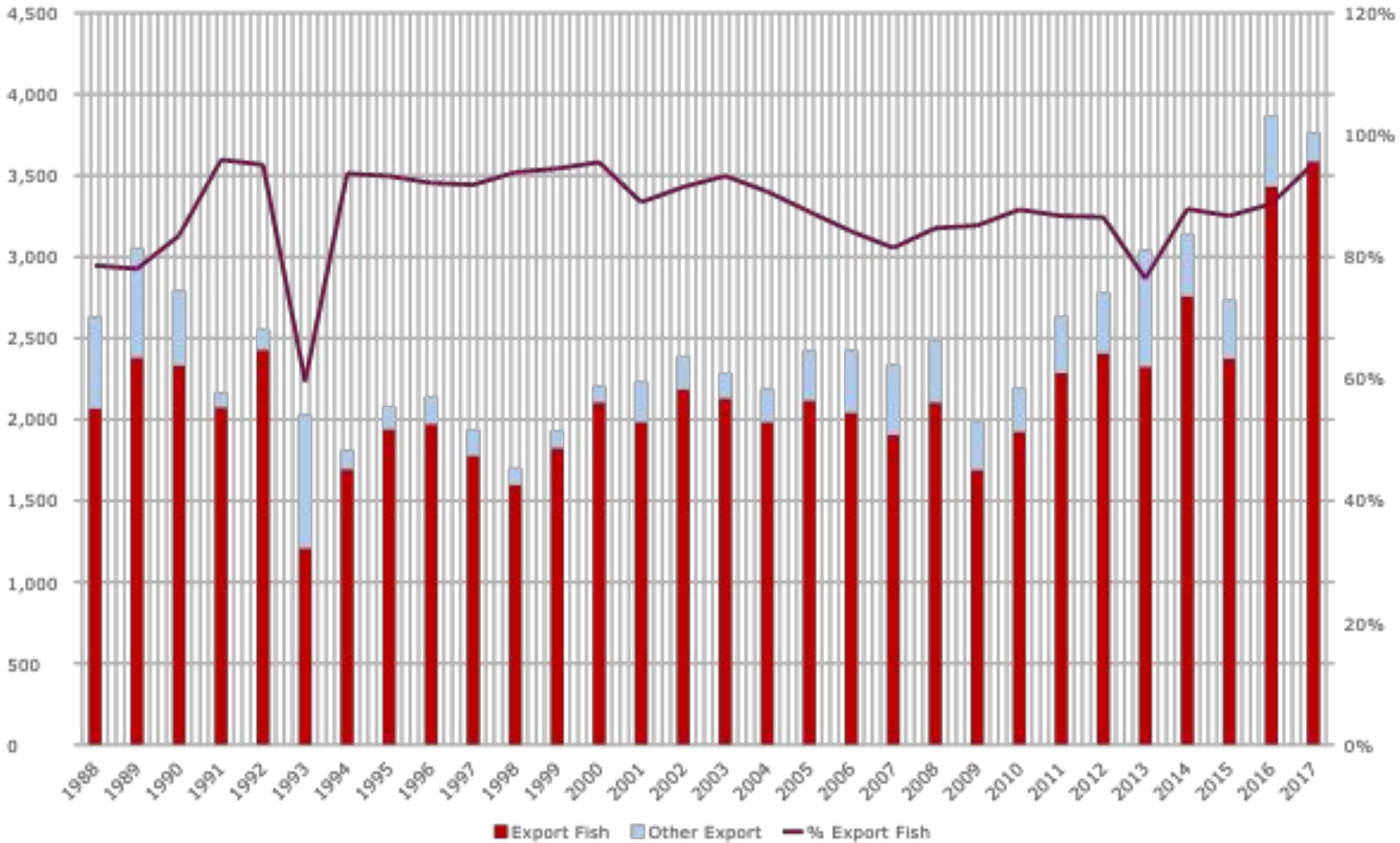
Remember:
We had all the good and reliable
arguments concerning the seals but we
did not win the battle

Sustainable Fisheries Greenland

- Members (inshore and offshore)
- bridge between industry, scientists, fisheries management and other stakeholders
- fisheries improvement projects



Export of fish from Greenland

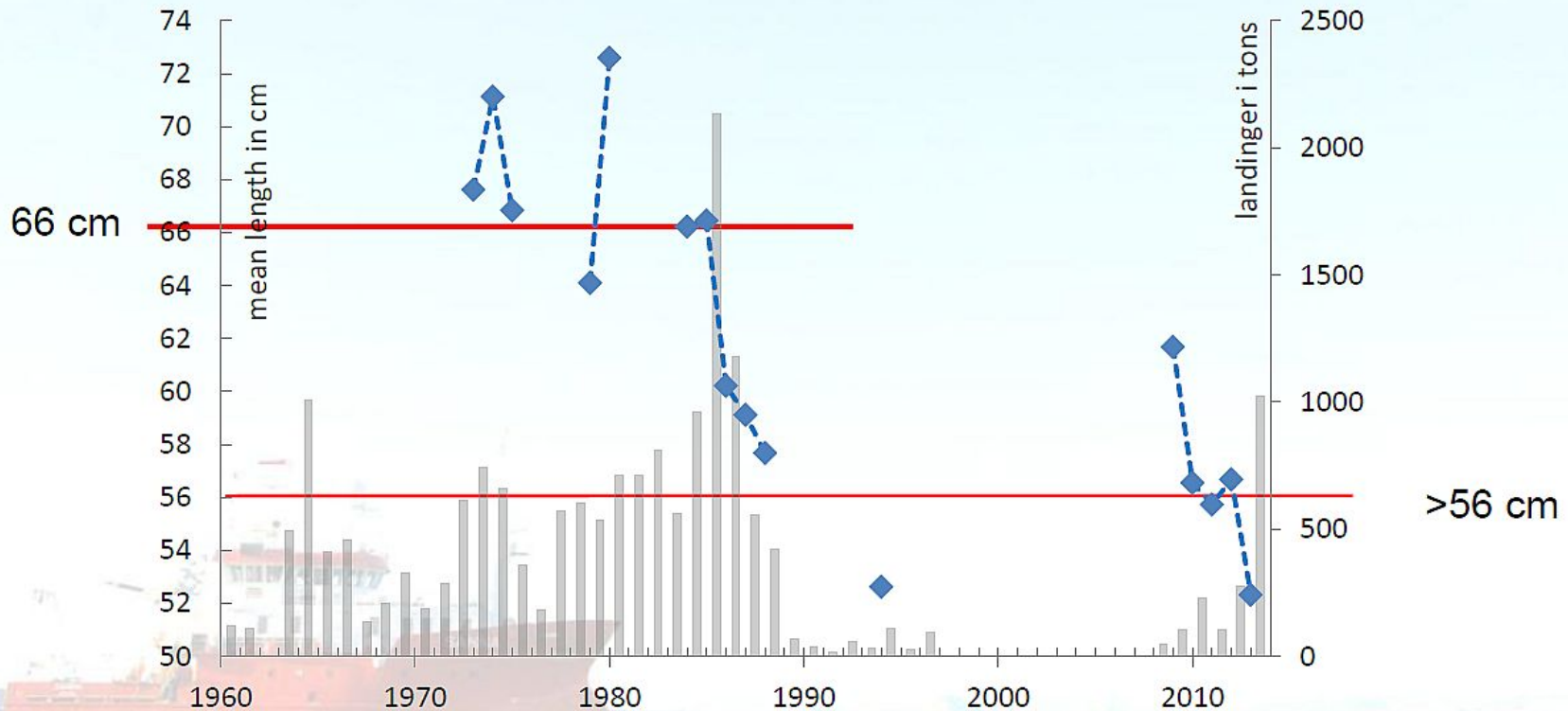




Nuuk Greenland Halibut

1960 - 2013

Fangster Længde (cm)



MEETING ON HIGH SEAS FISHERIES IN THE CENTRAL ARCTIC OCEAN

Washington, D.C.

28-30 November 2017

CHAIRMAN'S STATEMENT

The Agreement will establish and operate a Joint Program of Scientific Research and Monitoring with the aim of improving the understanding of the ecosystem(s) of this area and, in particular, of determining whether fish stocks might exist in this area that could be harvested on a sustainable basis. The Agreement envisions the possibility that one or more additional regional fisheries management organizations or arrangements may be established for this area in the future.

Before the Agreement will be open for signature, the delegations must first undertake a legal and technical review of its provisions, which will occur in the near future, and prepare the texts in the other languages in which it will be signed. During that time, delegations will also seek final approval within their respective governments to sign the Agreement.

Delegations expressed their sincere gratitude to the Government and people of the United States for their excellent work in hosting and organizing the meeting and for their warm hospitality.



Royal Greenland



History

100% owned by the Government of Greenland

Established in 1774 as part of the Greenland Trade Department (The Danish State)

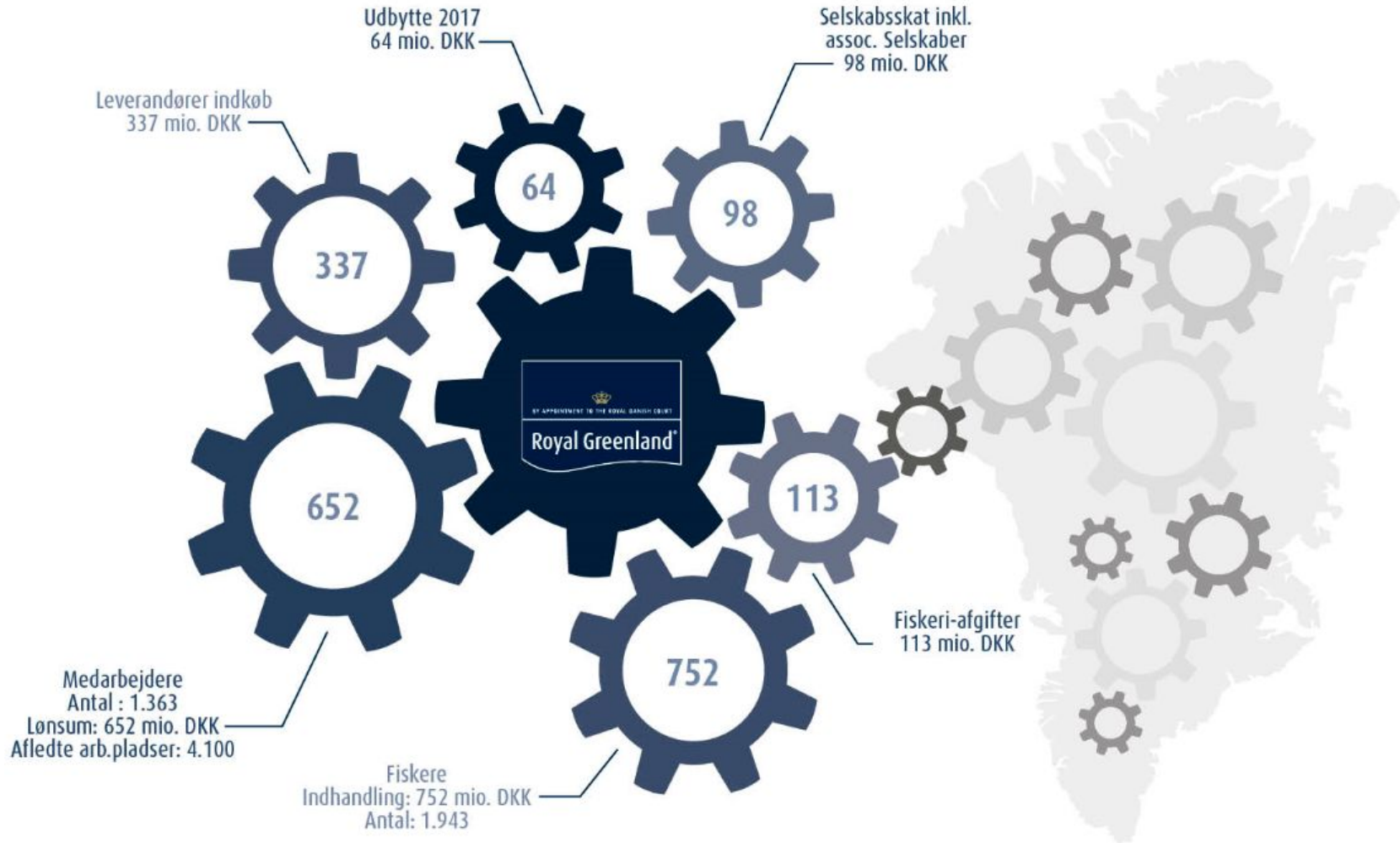
1985: Greenland Home Rule ownership

Largest company in Greenland

World's largest processor of cold-water prawns and Greenland halibut.

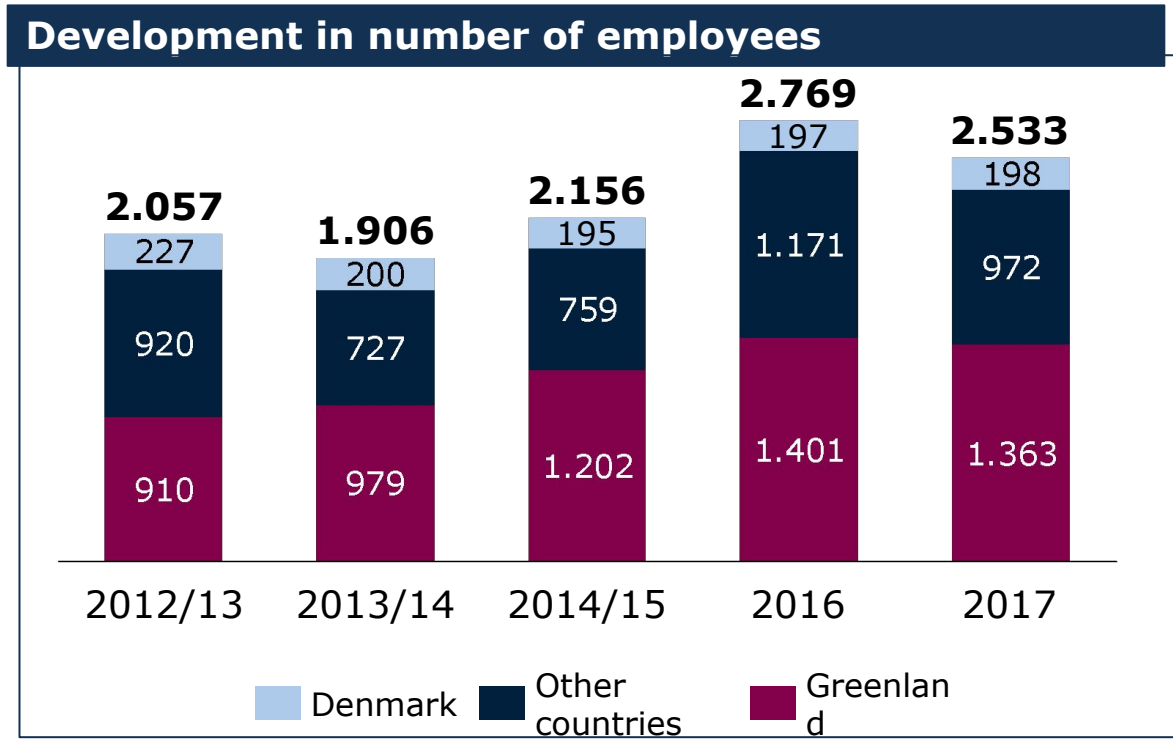


Royal Greenland contribute financially to Greenland

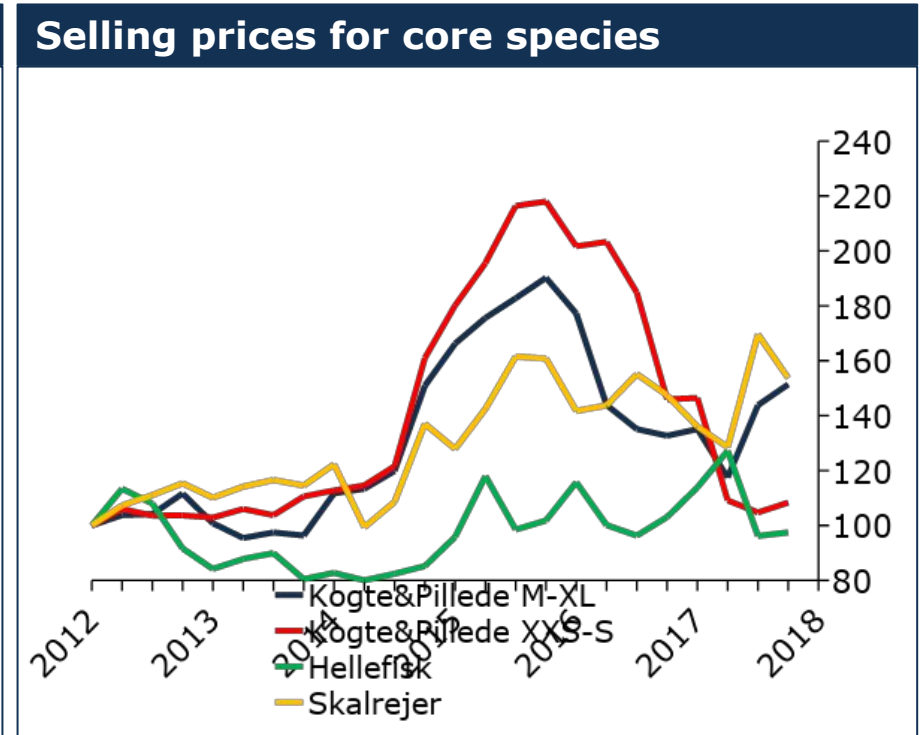
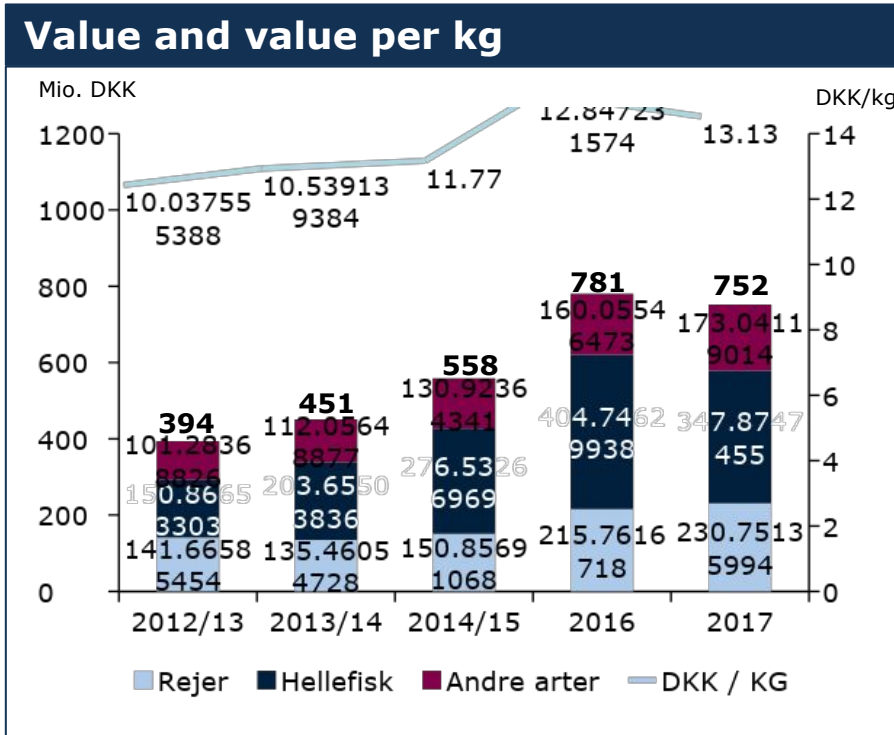


Total economic contribution 2 billion DKK

Employees



Income of our suppliers and selling prices





Profit and loss account

Mio. DKK	2012/13	2013/14	2014/15	2016	2017
Net revenue	5.312	4.913	4.721	5.589	5.613
Net profit before tax	168	199	204	234	253
Net profit for the year	100	136	113	109	129



2017 (exchange rates July 13, 2018)

5.613 mio. DKK = 1.158 mio. CAD = 879 mio USD

253 mio. DKK = 52 mio. CAD = 40 mio. USD

129 mio. DKK = 27 mio. CAD = 20 mio. USD

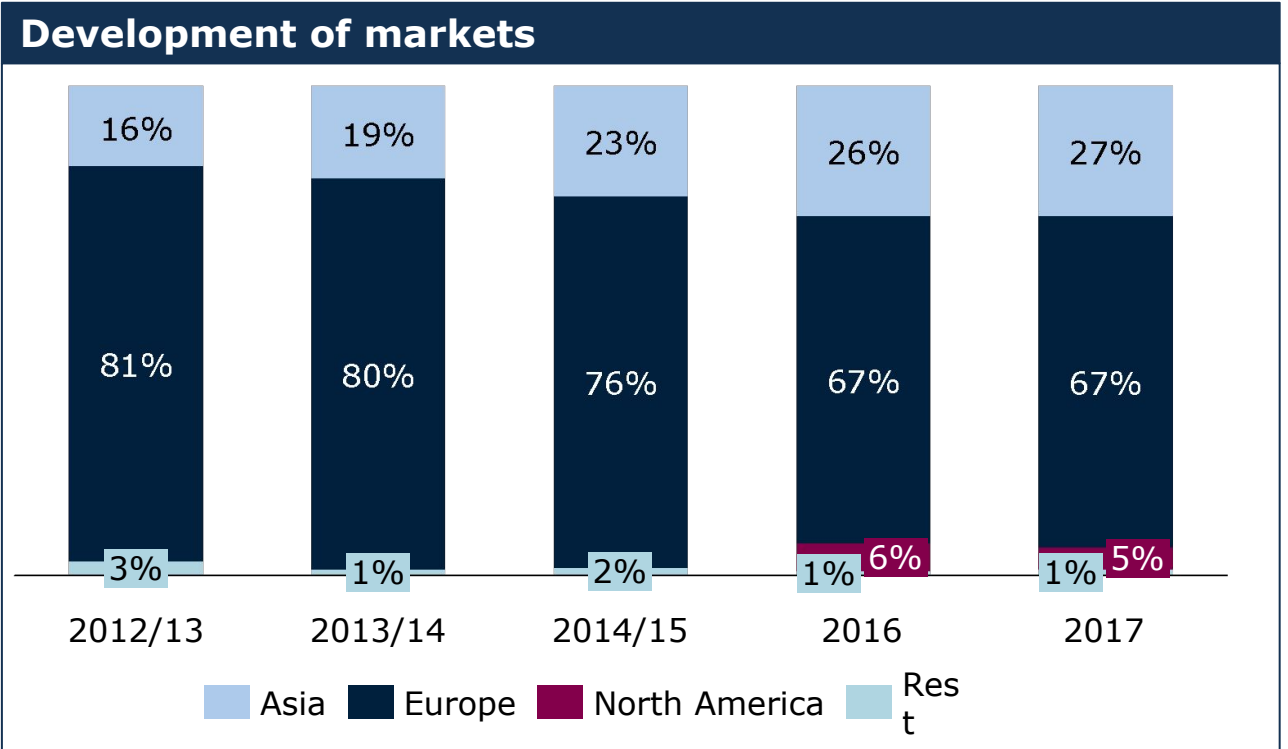
New trawlers

INVESTING IN THE FISHERIES OF TOMORROW



Royal Greenland will soon be launching two new trawlers. With a price of DKK 700 mil. this is Royal Greenland's biggest investment for many years and it emphasizes that Royal Greenland is "**The North Atlantic Champion**" with the ambition to retain and consolidate this position in the future.

Main markets



www.royalgreenland.com