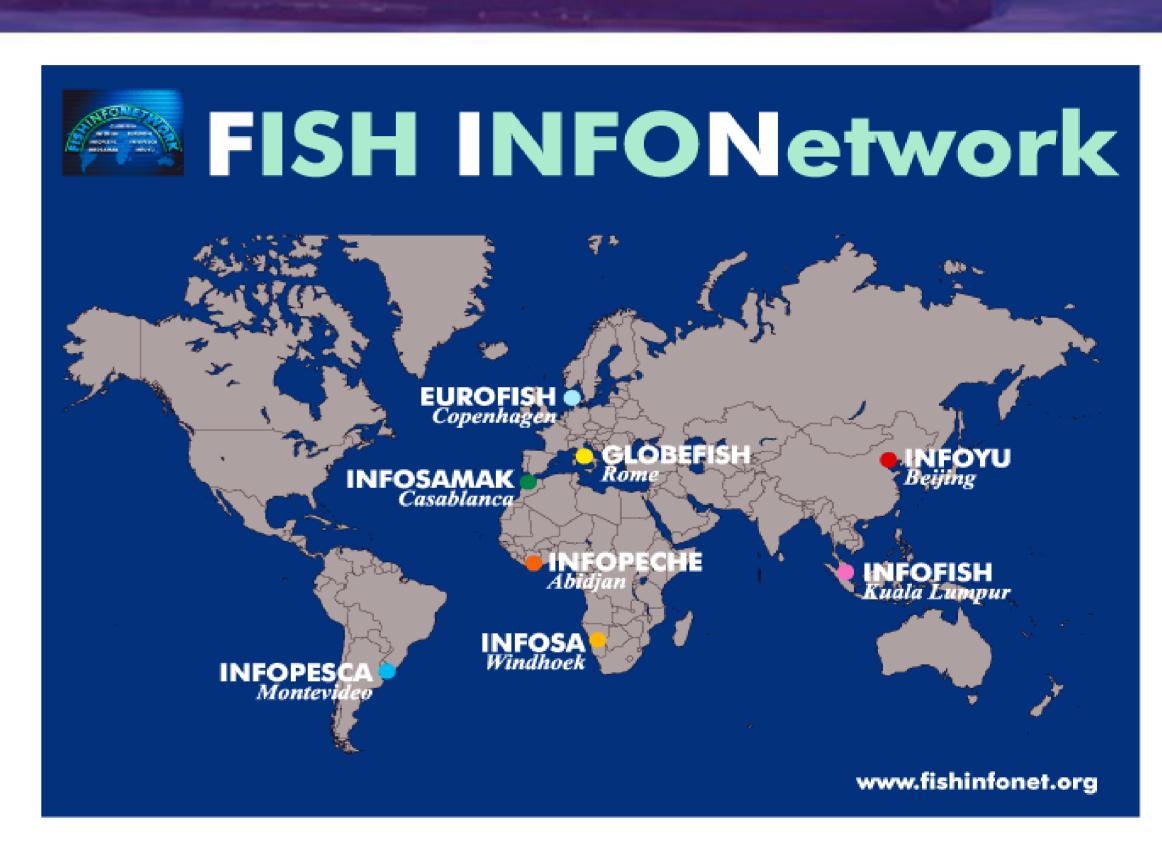


Advancing marketing information and technical advisory services to the fishery industry of the Asia-Pacific region: the current and future work programme of INFOFISH

ASIA PACIFIC DAY FOR THE OCEAN
8 NOVEMBER 2019
BANGKOK, THAILAND

## FISH INFOnetwork of fish marketing and information services

- Network was created in late 1970's by FAO and includes:
- Created to assist the fishery sector particularly in developing countries and countries in transition, the network provides services to private industry and to governments.
- The execution of multilateral and bilateral projects is one of the main activities of the network.
- It is also widely known for its range of publications and periodicals as well as for the organization of international conferences, workshops and training seminars.



- More than three decades long participation in fisheries developmental activities in the region.
- Fish handling, processing quality assurance, product/ market diversification, aquaculture etc.
- Mandate includes maximizing the use of fishery resources and increasing export earnings while promoting responsible and sustainable fisheries
- Prominent role in actively disseminating technical and trade information through national, regional and international training programmes and global trade and commodity conferences.
- In collaboration with FAO and other International Agencies such as CFC, IFAD, USDA, ESCAP has trained over 2,000 persons on a wide range of disciplines such as fish handling, processing, quality control, HACCP etc.
- More than 20 global commodity conferences on Tuna, Shrimp, Aquaculture organized by INFOFISH over the last 30 year period has attracted over 5000 key industry participants which provided vast opportunities for global interaction for trade promotion and also transfer of technology.
- INFOFISH also provides consultancy service to governments and private sector by undertaking feasibility studies and other studies on various aspects.

### **CORE ACTIVITIES**

- Projects (CFC,ESCAP,ADB,FAO,TCP)
- Consultancies (Member countries, Industry)
- Conferences (TUNA, SHRIMP, FINFISH)
- Workshops (HACCP, V A, Auditing, OA)
- Industry Seminars
- Training Programs (VA, Lab Techniques)



## INFOFISH Developmental Projects and Activities focuses on Upstream, Midstream and Downstream of the Value Chain

Consumers

Retailers

Processors/ Traders/Consumers/ Wholesalers

**Fishermen** 

- Handling Onboard and Off board
- Processing Onboard and in Processing establishments Quality and Safety
- Product Development
- Marketing Assistance Analysis of the Global, Regional and Domestic Markets
- Capacity Building Handling, Processing, Product Development and Marketing
- Access to the EU Markets

### KEY PROJECTS

- UN-ESCAP Seafood Marketing in Cambodia
- UN-ESCAP Organization of policy seminars and HACCP workshops in Vietnam/Cambodia
- CFC/IFAD/INFOFISH/FAO Project on Export Promotion of Value-added Fishery Products and their Sustainable Development
- UN-ESCAP/GTZ Project on Marketing Advisory Assistance to Seafood Industry in Vietnam
- CFC/FAO Freshwater Fishery Project
- CFC Organic Aquaculture Project
- Value Capture Fisheries (Valcapfish), Indonesia
- FAO-Fish Marketing Information Project for Aceh, Indonesia
- CFC/FAO Promotion of Processing and Marketing of Value-Added Tuna Products from Island Countries in the Asia-Pacific
- CFC/FAO/IFAD Project for Export Promotion of Value-Added Fishery Products and their Sustainable Development - from Bangladesh

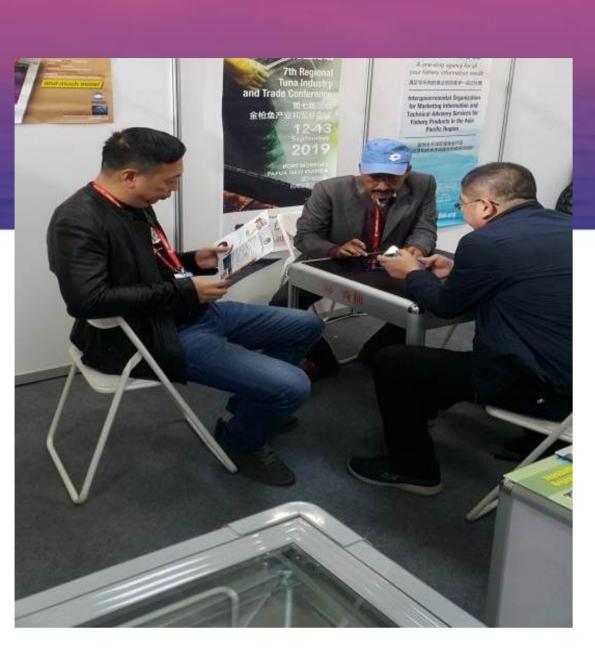
## CFC/ FAO/ INFOFISH Project on "Promotion of Processing and Marketing of Freshwater Fish Products: Bangladesh, India, Indonesia, Pakistan and Sri Lanka" (CFC/FSCFT/29)

- Training workshop on valued added freshwater fishery products and HACCP in Bangladesh and Training of Trainers Workshop in 3 cities in India
- Marketing component was carried out in during the China Fisheries and Seafood Expo in Qingdao from 7-9 November, 2018.





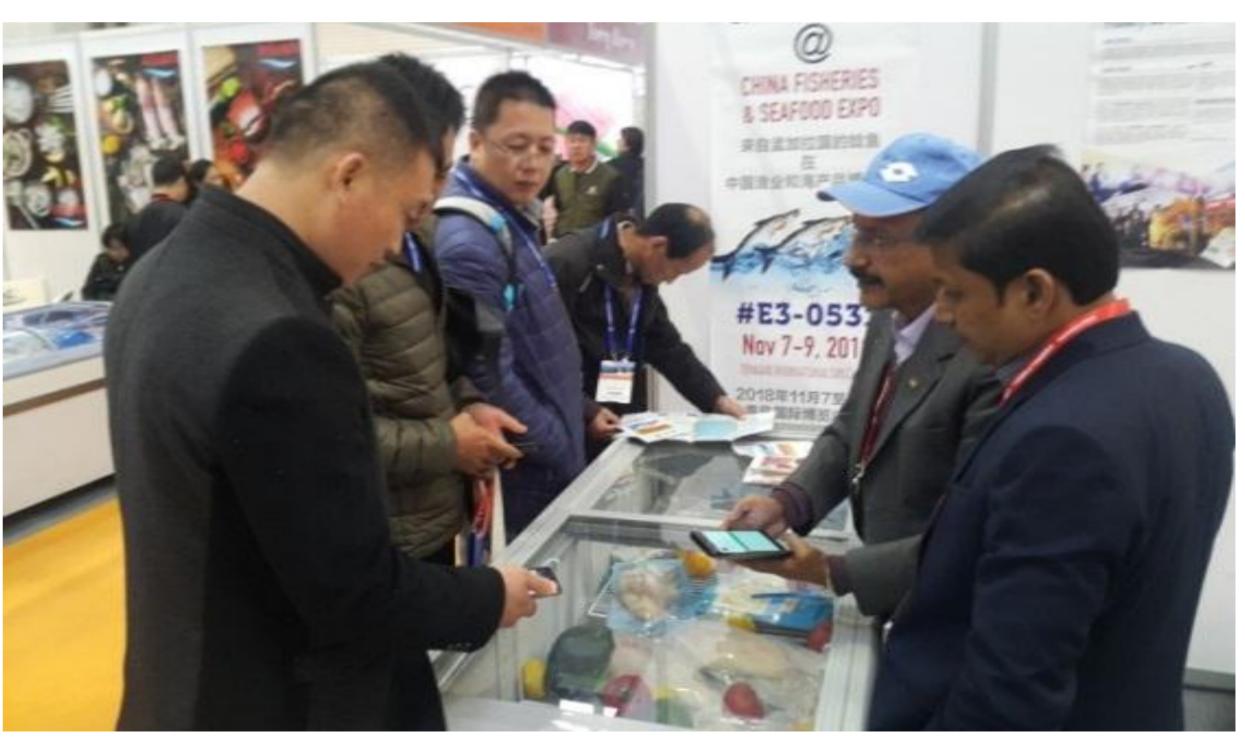












## CFC/FAO Promotion of Processing and Marketing of Value-Added Tuna Products from Island Countries in the Asia-Pacific

- Artisanal and small/medium scale sectors of production
- Marketing and export-processing
- Promoting investment in these sectors
- Enhancing domestic fleet capabilities
- Significant impact on employment and income generation potential of the population, especially fishermen, fish handlers, processors, marketers, etc.

## Value Capture Fisheries (VALCAPFISH) Project, Indonesia

- This project objective was improve the value of capture fisheries in Indonesia mainly through capacity building activities along the value chain.
- Funded by the Dutch government and the Ministry of Marine Affairs and Fisheries Indonesia, the project period was from November 2009 up to mid-2011







## FAO-Fish Marketing Information System (FMIS), Aceh Project, 2008-2010

The FMIS project, funded by the Spanish government to establish a transparent fish marketing information system is in place and used by fishers, fish farmers and fish traders. The main activities carried out were:

- Trade facilitation to improve export opportunities from Aceh to the ASEAN markets, particularly to Malaysia and Singapore
- Capacity building for small fish traders and processors in Aceh











## Project for Export Promotion of Value-Added Fishery Products and their Sustainable Development - from Bangladesh funded by

Common Fund for Commodities (CFC)

The International Fund for Agricultural Development (IFAD)

- Techno-economic feasibility studies on investment in the shrimp sector
- Training and dissemination activities related to HACCP implementation, laboratory analytical techniques, training of trainers in quality assurance etc.

- Transfer of knowledge on product safety and packaging and product presentation among 329 entrepreneurs
- Facilitated private sector investment on processing, value addition and product promotion- 38 companies
- 5 processing plants were upgraded to meet
   EU requirements the EU ban in 1997 on
   Bangladeshi seafood
- Fisheries exports' volume increased by 38% compared to the previous year and shrimp exports contributed for 89% to the total value of the exports

## CFC Organic Aquaculture Project

- Introduction of organic aquaculture practices for the first time in Malaysia and Myanmar
- Promotion of sustainable aquaculture concept in the beneficiary countries;
- Identification of sales opportunities
- Development of domestic and international trade for organic, organically—grown, and eco-friendly aquaculture products from the beneficiary countries;
- Promotion of products in collaboration of trade partners identified in target markets.







### Myanmar National Export Strategy - Fisheries sector

## Upstream Activities

Onboard/onshore handling of catch, implementation of traceability, quality assessment, improved catch utilization















## Mid stream Activities



**Extensive shrimp farms in Myanmar** 



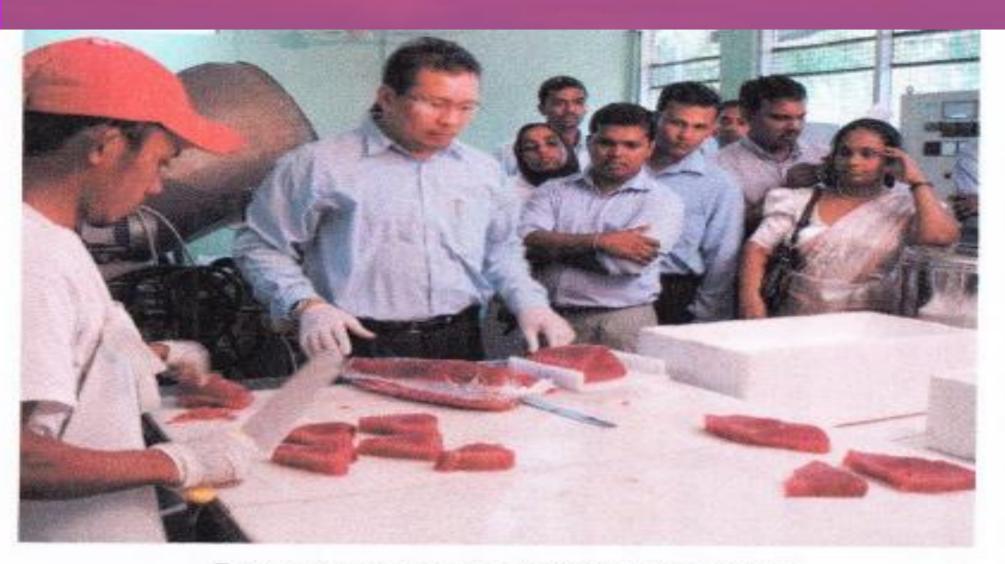




Shrimp Farms in Bangladesh – beneficiary of the freshwater fish project

With only trial production of shrimp and finfish from GAP/ HACCP farms, they have secured deals with the largest supermarkets in the city

INFOFISITE

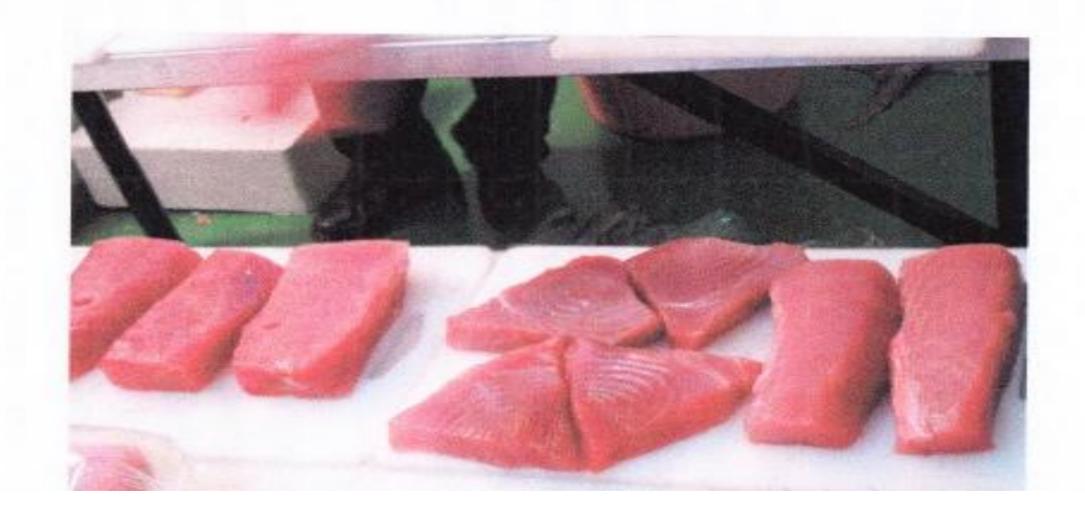


Demonstration workshop, Sri Lanka





Trainess in a special "hygienic" zone





## Development of value-added tuna product samples suitable for export to major markets from PNG and Maldives



Demonstration of tuna loining at Neptune Fishery Company, Lae, Papua New Guinea

PLATE 3







A range of mincedtuna products; from left: tuna sausages, tuna salami, tuna loaf and pet food



Frozen tuna steaks in a catering pack



Demonstration workshop in Karachi, Pakistan in progress



Demonstration workshop, Maldives, in progress at the processing plant of Maldives Industrial Fisheries Company (MIFCO)



## Some products developed







## Capacity Building Activities

## TRAINING OF TRAINERS ON GOOD AQUACULTURE PRACTICES AND HACCP, CAMBODIA



























- Demonstration/Training/Industry Seminars workshops on Value-added Shrimp/ Tuna/Fin-fish products
- Training on on-board handling of tuna
- Exposure Visits on Marketing and Technical Aspects Member Countries and the Industry

Orientation for the NLOs and the members of the industry on INFOFISH activities, visits to dry and wet fish markets, aquaculture farms, cage farming sites, landing centers and fish processing units in Malaysia



#### **Training in Seaweed Tissue Culture Technology**

South Asian Regional Centre for Tropical Biology (SEAMEO-Biotrop) in Bogor, Indonesia conducts this training and preparations are on-going.

#### Training on Shrimp Culture, Biosecurity, Fish Health

Align with the current requirements training programmes on aquaculture practices, biosecurity and fish health will be organized to equip member countries with the necessary knowledge and capacity building.

In collaboration with regional organizations like NACA based on specific requests.

#### Seminar on Aquatic Animal Health Management Phnom Penh, Cambodia, 5-6 June 2019

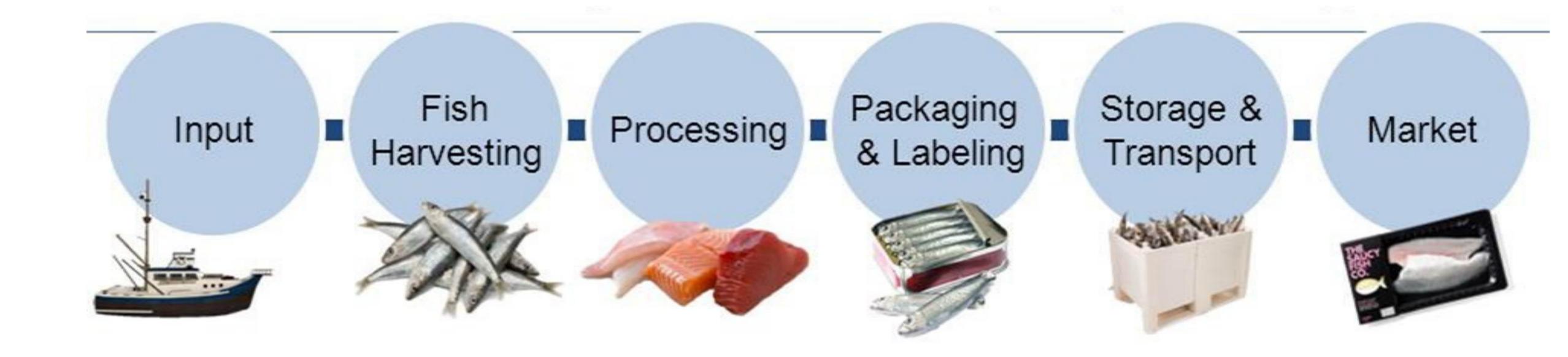


In collaboration with Fisheries Administration Cambodia (FiA), INFOFISH organised a "Seminar on Aquatic Animal Health Management and Compliance to International Trade Obligations" on 5-6 June, 2019, in Phnom Penh, Cambodia. The seminar was held as a part of INFOFISH services to its Member Countries and is a follow-up activity by the

well as on the safe and responsible trade of aquatic products in local and international markets.

Participants were presented with a series of lectures on various topics, including fish health management and food safety issues. a global overview of aquatic animal health.

### Training in Value Chain Analysis of Production and Marketing



## Training on Fish Trade and Market Analysis / Fish Trade Analysis, Value Chain Analysis and Fish Supply Demand

- Positive feedback on the trainings planned for Fiji, Cambodia, Maldives and Malaysia
- Successful in providing exposure on accessing trade data, analysing trade data and market information, market intelligence and performing a market analysis
- A regional training for trainers programme is being planned
- Also an advanced training planned which will focus on Fish Trade Analysis, Value Chain Analysis and Fish Supply Demand - Thailand and the Philippines

 Video tutorials of how to access trade data which may be used offline or where there is limited internet connectivity





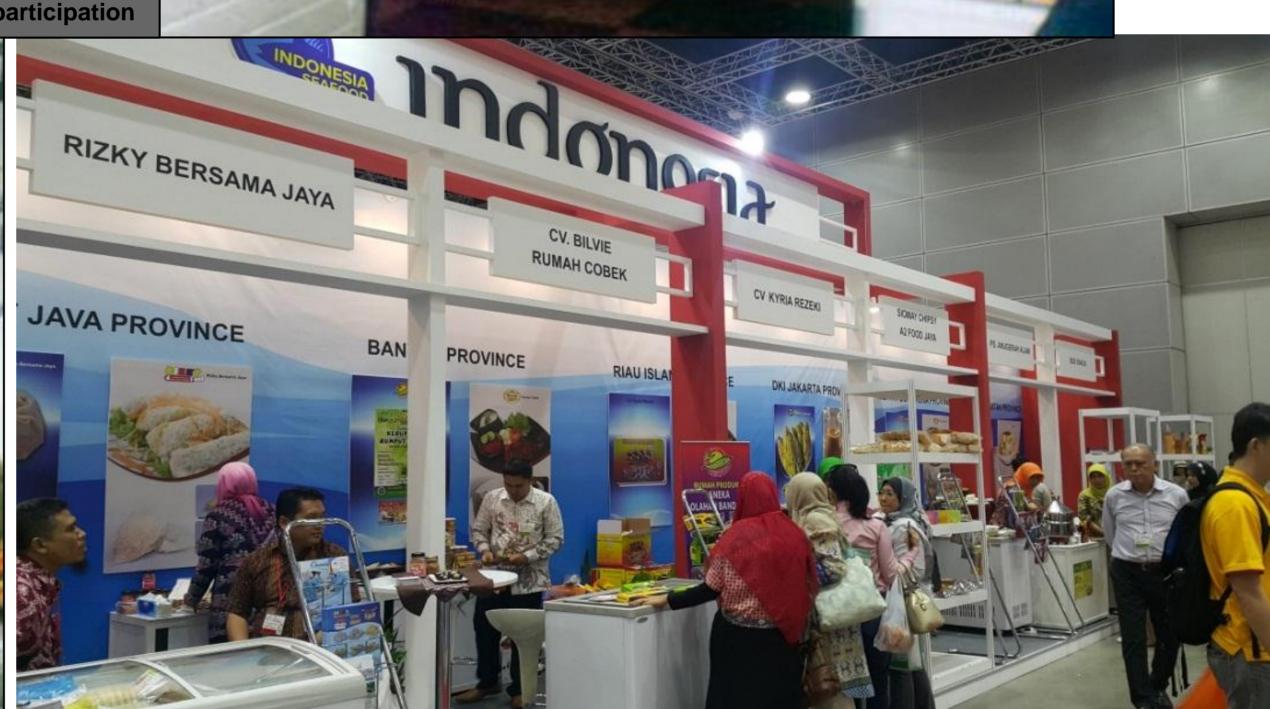


## Downstream Activities









## Trade Facilitation Activities

 Business visit to Malaysia and Singapore (15-21 August 2009)

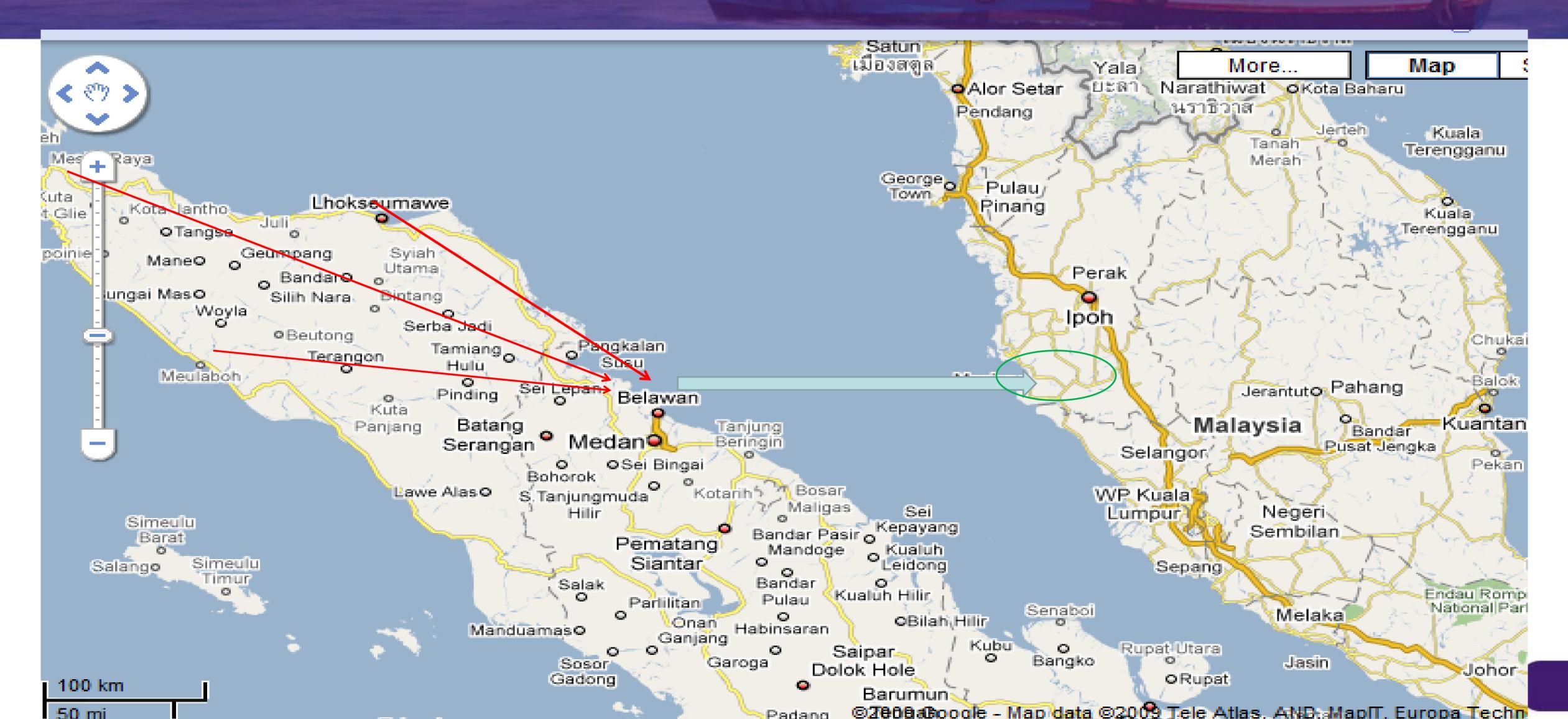
Participation of 6 Aceh fish processors at the Malaysian International Seafood Exposition (MISE)2009, 3 – 6 November, 2009

 Established direct trade between Aceh fish traders and Fishermen Association of Perak (Penggerak)



#### Results of Trade Facilitation:

- 7 small fish traders from different districts in Aceh are directly exporting their fish to Fishermen Association of Perak (Penggerak) on a regular basis





## GLOBAL COMMODITY CONFERENCES



### TUNA 2020, the 15th INFOFISH World **Tuna Trade Conference and Exhibition**

Shangri-La Hotel, Bangkok, Thailand on 27 - 29 May 2020













## SHRIMP 2019

- 12-14 November 2019 at the JW Marriott Hotel, Bangkok, Thailand
- jointly organized by INFOFISH; the Department of Fisheries, Thailand; The Thai Shrimp Association and the Network of Aquaculture Centres in Asia-Pacific (NACA); supported by the China Aquatic **Products Processing and Marketing** Alliance (CAPPMA) and in collaboration with INFOPESCA.
- Themed "Modelling for Sustainability", SHRIMP 2019 will consider at length the present and the future of the industry, focusing on moving towards sustainability at every level





The conference opening will include a special Korollavesau, Minister for Fisheries, Fij followed by the Keynote Address "Modelling Shrimp Industry Towards Sustainability which will be delivered by Mr. Robins McIntosh, Executive Vice President, Charoen Pokphand Foods, Thalland

His Excellency Hon. Semi Korcilavesau Milar to Riteria; R









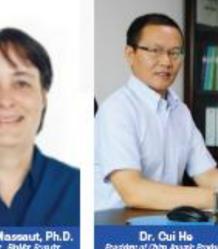














3rd INTERNATIONAL ORNAMENTAL FISH TRADE AND TECHNICAL CONFERENCE, COLOMBO, SRI LANKA 2021













## PROMOTING GLOBAL AGENDA

### INFOFISH INTERNATIONAL

#### 32 Industry Profile//



#### An interview with John Connelly

of the Marine Stewardship Council's Board of Trustees: Board member for the International Seafood Sustainability Foundation (ISSF); and advisor to the US Secretary of Commerce on the Marine Fish Advisory Council. Prior to joining the NFI in 2003, he was Chairman of the International Coalition of Fisheries

Mr Connelly, with your extensive domestic and international experience and affiliations, it's hard to know which questions move on to the US seafood industry.

Sustainability is clearly a core value for you, as reflected

in your work with the MSC and the ISSF, and one aspect of 🖎 It seems that every couple of years some new anti-IUU

Lastly, it is essential that fisheries managers do a much bette

job of communicating how their fisheries are managed. If

done well, they should proudly and boldly state that in order

to prevent any misinterpretation of how well most fisheries or

#### 20 Industry Profile//



In 2013, FAO launched the Blue Growth Initiative, building upon the Code of Conduct for Responsible Fisheries (CCRF). Later, in March 2014 at the Mongolia, member countries endorsed the regional initiative on sustainable Still in the planning phase, could intensification of aquaculture for blue growth. The overarching objective of the regional initiative is to strike the right balance between nourishing people and nurturing the planet. An updated version of this initiative, now called the Regional Initiative on Blue Growth (RI-BG) has been endorsed and is expanding its reach to assist member countries.

are good and active relations with sheries departments across Asia and the Pacific, Indeed, FAO acts as the ecretoriat of the Asia-Pacific Fishery onvened every other year, and they for analysing the status and trend of the region's capture fisheries aquaculture and aquatic ecosystems and biodiversity conservation and management. These instruments, and the work that's carried out, underpin the FAO regional RT-BG and its outputs.

you give readers an overview of the strategies (overall as well as countryspecific, where necessary) that were ormulated in order to drive the collaborative efforts between FAO

#### 32 Industry Profile//



Pacific Islands Forum Fisheries Agency (FFA), Solomon Islands. Effective January 2019, Pamela will take up her new position as Secretary for the Ministry of Marine Resources, Cook Islands.

have the ability to shape our fisheries in a way that suits our long term needs ding and providing for our Pacific Islands. We need to invest in our people, and gement of these resources – to give back, as we take out – if we really want to e ahead. We need to speak up more, and stop shying away from things that matte

Pamela Maru: quote from the '70 Inspiring Pacific Women campaign')

© Let's begin with the FFA proposal which was adopted last for Access by Fishing Vessels to EEZs, the Niue Treaty on understand that the consultation processes between South as port inspection regimes. Pacific countries often reflect certain cultural and traditional

a Firstly, this really was an FFA member driven process. FFA manage their tuna resources and ports in a manner that does

year by the Western and Central Pacific Fisheries Commission Cooperation in Fisheries Surveillance and Law Enforcement, (WCPFC) for a new Port State management measure to combat the Regional Fisheries Surveillance Centre, and regional illegal fishing by boosting Pacific Island capacity to conduct standards for fisheries data collection and monitoring. What port inspections. It must have been a moment to remember. this has resulted in is a comprehensive framework and solid particularly for you as the team leader of the project. Could foundation for fisheries management and monitoring, control you give readers an insight as to the preceding dialogue and surveillance (MCS), in supplementing national capacity, with Island nations to gather support for the initiative? We on which to incorporate and further enhance measures such

Of utmost importance is the protection of sovereignty, As coastal States and port States, ensuring their ability to members are made up of 17 nations from across the Pacific not undermine their authority, but that also enables these

#### //Industry Profile 35

transcend international boundaries.

knowledge of the impacts of climate change ofor several years, you were CEO of the and sea level rise in certain parts of the world Parties to the Nauru Agreement (PNA). We understand that you're still very much involved with legal matters related to the interests since then. Tell us about the Pacific Catalyst for a start, which is described as a research consortium which will support policy innovation and capacity building of well managed. We now have at our disposal Pacific Islanders. What are the main issues that the consortium will be tackling, and to

> a) was the pioneer CEO of the PNA when we were tasked to open an Office with no support from our members except for the Marshall PNG which provided in-kind support and paid for the salary of the Commercial Manager for the first two years; and Solomon Islands which provided 1 million Solomon Islands Dollars in the second year of operation. I have just recently stopped being involved directly with the PNA Office which I established literally from scratch, but I will continue to support the PNA member countries and also work closely

The INFOFISH International provides topical information on a wide range of subjects pertaining to the fisheries industry worldwide.

The main subject categories:

(i) Markets and Marketing; (ii) Aquaculture; (iii) Handling /Processing;

(iv) Fishing; and (v) Features.

Through the magazine, INFOFISH strives to present a balance of articles needs of all those involved in the trade of fish and fishery " olicymakers, culturists, the R & D sector, NGOs and organisations.

#### 28 Industry Profile//

chibition which will be held this mont

NFOFISH World Tuna Trade Conference

k Exhibition which will be held later this

nonth, in which thematic areas would you

spect to see the biggest discussions taking

lace? Do you have any particular messages

hat you'd like to convey to the participants

it the Conference, and also to the companies



#### An Interview with

#### Marie Christine Monfort

formerly international seafood market analyst and since 2017, co-Founder and President of the International Organisation for Women in Seafood Industry (WSI).

You are co-Founder of the International Organisation for Women in Seafood Industry (WSI), launched in January 2017. Tell us about the issues that WSI wants to address.

Our understanding of the factors that influence sustainability of the tuna resources under

particularly where I come from the Pacific, have

increased. We have cutting edge science that

now provides us with information that allows

fisheries managers to make well informed

their tuna. In spite of what you might read in the media, our tuna resources are generally

the technological wherewithal to manage our

tuna resources that at the press of a button

how much fish has been caught, by weight,

species, composition and with this information

you know how much the value of the catch is for

methods and the gears as well as the materials

that are being used to make fishing nets and

Fishing Aggregating Devices (FADs) have

gotten better because of the investments that

are being made by industry and interest groups

such as the International Seafood Sustainability

Foundation (ISSF). In the past two years, we

have improved our understanding of the

dynamics of FADs through trials that the PNA

you can know where the vessels are fishin

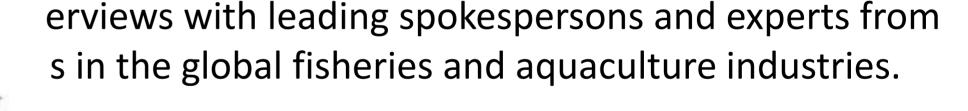
After an entire career working in this industry, seeing how it functions leaving women aside in many respects, I got together with colleagues to set up WSI, the International Association for Women in the Seafood Industry. WSI's main goals are to highlight the great contribution of women an to raise awareness of the pervasive gender inequalities the characterise this 'male-dominated' industry.

Today, two years later, can you say with confidence that t of gender equality?

Awareness of the lack of recognition of women to this ind and acknowledgment of gender inequalities has

far from the level of public and private commitments needed to achieve real gender equality.

From a W5I perspective, after two years of intense activity we have a keener appreciation of the barriers that exist on the path to gender equity and we can better gauge the extent to which we have to work to level up the consciousness of seafood professionals and the public sector on this issue.



International



#### **WORKING TOWARDS SOCIAL** RESPONSIBILITY IN FISHERIES

By Firoza Buranudeen



Women in Haiti waiting for the morning catch to arrive

#### Introduction

The Food and Agriculture Organization (FAO) estimates that globally there are more than 58 million people directly employed in fisheries and aquaculture; in addition, indirect employment opportunities occur along the value chain from harvesting, processing to distribution, supporting the livelihoods of 10-12% of the global population.

Consensus amongst global stakeholders from every component of the fishing and aquaculture sectors is essential if we are to reach the goal of decent employment as a win-win situation for all. Some of the important issues that are being addressed include abuses of human rights, bondage, poor occupational safety and health, child labour, IUU fishing, ensuring social responsibility, capacity development, institution building, strengthening of fish workers organisations, and ratification of the relevant legal instruments.

inequalities), SDG14 (life below water), and SDG16 (peace and justice). Taken as a whole, the 2013 Agenda provides an appropriate framework to holistically address the living and work conditions of fish workers, the communities they belong to, their knowledge and skills, lack of access to markets and facilities, declining harvests due to over-exploitation, climate change, weak political representation, etc.

Meanwhile, social responsibility, and decent work quickly

#### An interview with Uwe Barg, Mariaeleonora D'Andrea and Felix Marttin, Fisheries and Aquaculture Department, Food and Agriculture Organisation (FAO), Rome, Italy Consultant, Decent Work and Social Fishery Resources Officer Protection Since 2014, the annual FAO-convened Vigo Dialogue has aimed to reach consensus amongst stakeholders on promoting decent employment in fisheries and aquaculture as a win-win situation for all. Some of the important issues to be addressed include abuses of human rights, bondage, poor occupational safety and health, child labour, IUU fishing, ensuring social responsibility, capacity development, institution building, strengthening of fish workers organisations, and ratification of the relevant legal instruments.

The past Vigo dialogues have called for a range of binding and non-binding international instruments such as the FAO's Code of Conduct for Responsible Fisheries (CCRF), the FAO Voluntary Guidelines for Securing Small-Scale Fisheries, and ILO's Work in Fishing Convention No. 188 and the

Protocol (P029) of 2014 to the Forced Labour Convention

However, there remains a lot of work to be done by many international organisations, governments, industry, civil society and other stakeholders as human rights violations and labour abuses are still widespread in the fisheries sector and its fish value chains.

#### **ACTIONS TO COMBAT ILLEGAL. UNREPORTED AND UNREGULATED FISHING** IN THE ASIA AND PACIFIC REGION

By Simon Nicol, Susana Siar, Cassandra De Young, Rachele Oriente, Jessica Sanders and Hugh Walton

Illegal, unreported and unregulated (IUU) fishing activities threaten the sustainability of Asia and Pacific fisheries by disrupting value chains, resulting in lost income to honest fishers and national economies; undermining fisheries management arrangements designed to ensure population biomasses are not depleted to levels that can no longer support fisheries; and devaluing product brands. This article summarises the actions that countries from Asia and Pacific are implementing to combat IUU fishing. Collectively these actions have improved the region's capacity to



Illegal, Unreported and Unregulated (IUU) fishing activities

- Disrupting value chains and removing income opportunities for honest fishers, local communities and national economies (Schmidt 2005);
- Undermining fisheries management arrangement designed to ensure stock biomasses are not depleted to levels that can no longer support fisheries (Pitche

"IUU fishing" is defined as fishing activities that operate outside of the law (FAO 2019), for example, fishing without license or authorisation, not accurately reporting the fish caught, fishing in prohibited areas and catching or selling rohibited species (FAO 2019). IUU fishing occurs when fishers and their vessels do not meet the requirements established by the regional, national and international laws governing the ishing industry (FAO 2019). Globally, as much as one fish in ive is estimated to be caught illegally (MRAG & University of British Columbia, 2008)

IUU fishers include those that are ignorant of the current rules and regulations concerning fishing in particular areas and those that undertake deliberate and premediated IUU fishing

//Event **59** 

72 Aquaculture//





#### Regional workshop on

'Improving Capacity to Effectively Engage with the Green Climate Fund in the areas of Readiness and Project Development in the Pacific Fisheries Sector'

17-18 October, 2018, Nadi, Fiji

The Food and Agriculture Organization of the United Nations (FAO-UN) recently organised a Regional Workshop on 'Improving capacity to effectively engage with the

was something that the region needed. He opined that the fisheries sector has sat in the periphery of dialogues and discussions for a long time when it should be at the heart,



#### E APPROACH TOWARDS NNABLE FOOD SECURITY

Integrated Agri-Aquaculture (IAA) is actually a centuries-old practice in countries like China and India (e.g. fish in rice fields), but only in recent years has it received the recognition it deserves as a means to help address food insecurity in a sustainable manner. Cognisant of this fact, the FAO and other organisations are actively working with governments and communities, promoting IAA farming as an effective approach to accelerate progress towards meeting the Sustainable Development Goals (SDGs) listed in the '2030 Agenda for Sustainable Development' Plan.

Global population will reach 9 billion by 2050 as estimated by the Food and Agricultural Organization (FAO) of the UN. The world's highest population growth rate is predicted to occur in the areas that are greatly dependent on the agricultural sector (crops, livestock, forestry and fisheries) and which have a high incidence of food insecurity. The impact of climate change is also real, with the irresponsible use of chemicals, mono-cropping and commercial farming being one of its leading causes, and there is a tremendous need to shift to farming systems that can adapt and mitigate climate change. The promotion of an agroecological approach is therefore significant in mitigating the effects of climate change and to meet the relevant Sustainable Development Goals (SDGs).

Agroecology is, in simple terms, an ecological approach to agriculture. It uses ecological and social concepts to design, manage and evaluate agricultural systems that are not only productive but also conserve natural resources. The field of agroecology is not associated with any one particular method of farming whether it be organic, integrated or conventional, intensive or extensive. However, it has much more in common with organic and integrated farming. Agroecology seeks to strengthen farmers' resilience to climate change, reduces agricultural contribution to Green House Gas (GHG) emissions and enhances carbon storage on farmlands.

## Pacific Regional Workshop on Exploring SDG 14.b and its Indicator 14.b.1, 9-11 April 2019, Nadi, Fiji













Regional workshop on 'Improving capacity to effectively engage with the Green Climate Fund in the areas of Readiness and project development in the Pacific fisheries sector'

17-18 October, 2018, Nadi, Fiji



# Pagianal Warkshan /Training on Sustainable Davelenment Goals (SDGs)

#### Regional Workshop/Training on Sustainable Development Goals (SDGs)

A regional workshop on the global agenda on SDGs is being planned for the coming year. The aim of the workshop is to assist member countries in streamlining the SDG 14 targets in their national policies with the guidance of FAO. INFOFISH has also approached FAO to request for possible funding to undertake this activity.

#### **Training Programme on IUU fishing**

This training programme is being planned for the coming year based on the request by member countries Cambodia and Philippines to equip member countries with the necessary knowledge to tackle the issues related to IUU fishing with reference to fish trade and traceability. This training could be carried out in collaboration with regional organizations like SEAFDEC that is already working on a regional consultations and guidelines in combatting IUU Fishing.





### FISH MARKET VISITS - BANGKOK, THAILAND

03 - 07 FEB 2017

22 Marketing

#### FISH AND SEAFOOD RETAILING IN THAILAND

by Shirlene Maria Anthonysamy and Joelyn Sentina

Although the world's fifth largest exporter of fish and seafood, Thailand has substantial production entering the domestic market from its aquaculture sector. Nearly 50% of the aquacultured products comprises freshwater fish species, with the remaining being marine and brackishwater species. Imports also support the strong demand for seafood in the country. The article gives a snapshot of the trading activities and a cross section of how seafood retailing defines Thailand, dubbed the "Kitchen of the World".





Seafood buyers in Thalland can buy any domestic or imported seafood species - live or fresh chilled, frazen or processed, dried or solited - in any of the impressively large wholesale and retail mankets throughout the nation

#### Introduction

Dubbed by many as 'Kitchen of the World', Thailand is the world's fifth largest exporter of fish and seafood in volume and the third biggest in value. In 2016, total seafood exports from the country reached U\$5.6 billion, an increase of 4.1% from 2015. Approximately 30% of its exports comprises canned tuna, making it the world's largest producer and exporter of canned tuna. Shrimp takes the second largest share of its export basket, followed by cuttlefish and squid.

Besides being an important supplier of fish and seafood to the international market, a significant quantity of its fish production is sold domestically.

Fish is distributed through the Ying Charoen (Saphan Mai) market, the wholesale Talad Talay Thai market in Samut Sakhon Province, the Mahachai seafood market in Samut Sakhon Province, the Talaad Thai wholesale market in Pathum Thani Province, and the Khlong SI freshwater fish wholesale market at Pathum Thani Province.

Freshwater fish is very popular in Thailand, both for locals and foreigners (migrant workers). A wide range of species is available including Nile/red tilapia, rohu, carp, barb, catfish, snakehead and pangasius. These are sold either whole, in cuts, fillets, or steaks; fresh/chilled, live, dried, smoked, salted or as meat portions.

Processed fish and fishery products which come in ready to eat/prepared forms are widely available at the wet markets, market fairs and supermarkets, with the most popular being the steamed short-bodied mackerel \*\*Rastrelliger brachysoma\* (locally called pla thu). Higher income customers prefer molluscs and crustaceans as well as high valued species like salmon, grouper, seabass and snapper, either as fillets or steaks.

The food retail channels through which seafood is sold can be categorised into traditional and modern channels comprising wet markets, dry markets, and hypermarkets; and ranging from traditional to modern and high-end formats.

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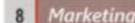






#### FISH MARKET VISITS – SINGAPORE

18-20 FEB 2017



#### SINGAPORE: A THRIVING HIGH-END SEAFOOD MARKET

by Shirlene Maria Anthonysamy and Joelyn Sentina

One of the wealthiest markets in Southeast Asia and amongst the top open economies in the world, Singapore is highly dependent on international trade. Alongside a vibrant export flow, some 90% of its food requirements, including that for fish and fishery products, is imported. Of note over the past decade is the fact that increasingly, these fishery imports are catering to the expanding high-end market sector in Singapore. This article highlights the evolving consumption trends, and popular products and species which are sold at premium prices in the country.



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#### Introduction

One of the most successful economies in the world, Singapore imports about 90% of its food requirements to cater to the needs of its population of nearly six million, as well as to sustain a substantial tourist trade.

With a per capita fish consumption of 16kg in the Republic, high value seafood comprising fresh fish, shrimp and crabs constitute a major part of these food imports, mostly sourced from Malaysia and Thailand. At the same time, supplies of imported fish and seafood in Singapore are supplemented by local catches and aquaculture. In fact, Singapore is popularly known as a seafood paradise, although it is a net importer of seafood.



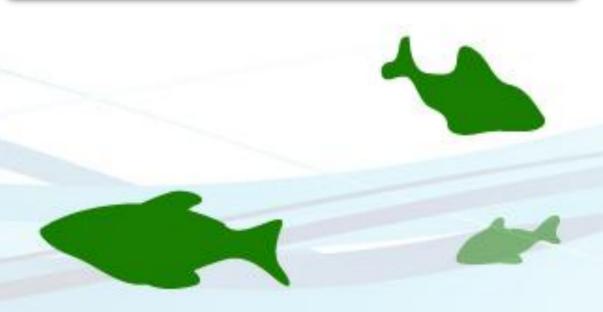
SINGAPORE:
A THRIVING HIGH-END
SEAFOOD MARKET















Thank you