

# South African Pelagic Industry- Fishmeal and Fish Oil 南非远洋渔业（鱼粉 / 鱼油）报告

- Pioneer Fishing (West Coast) (Pty) Ltd
  - Andre du Preez



**SEA PRIDE**



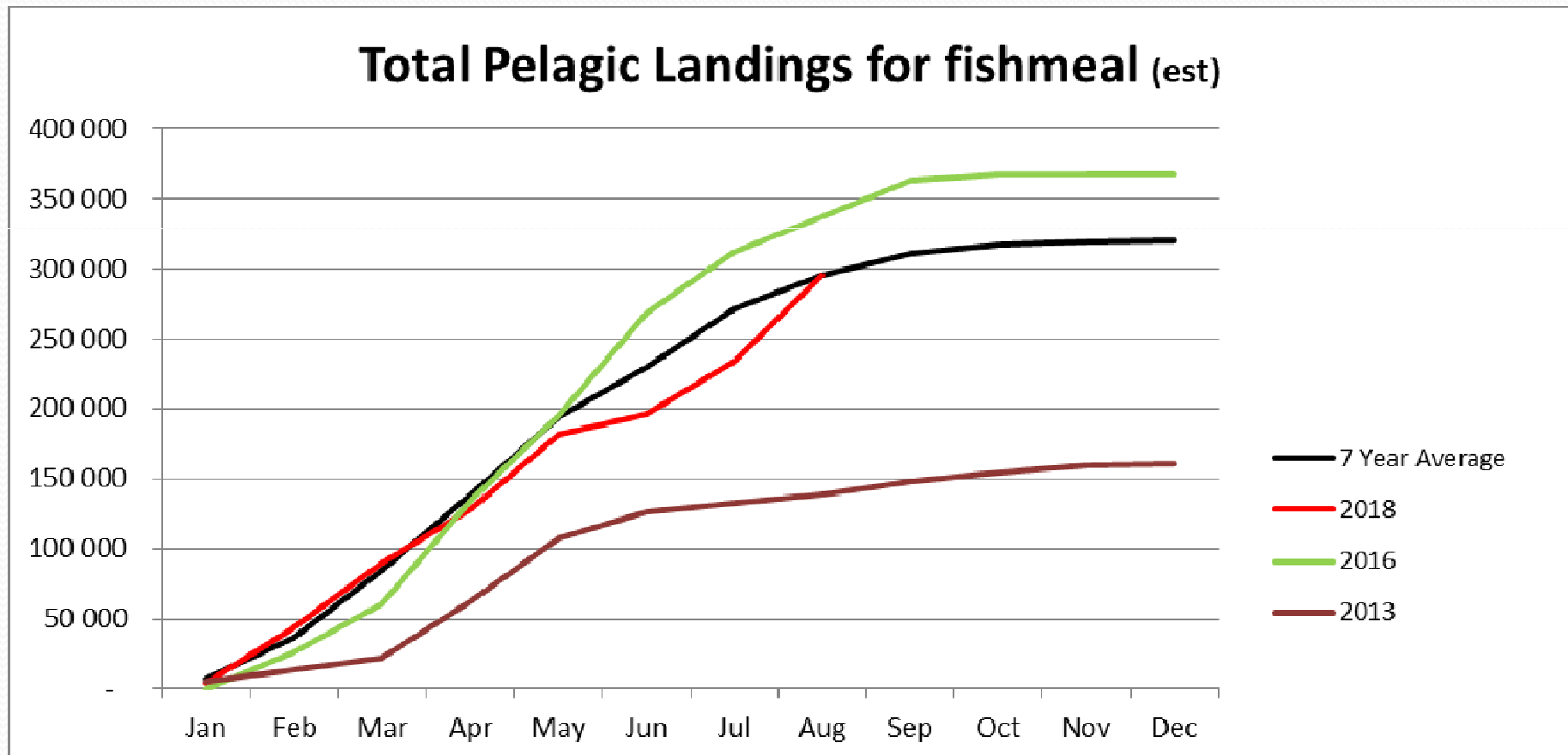
# 2018

- South African Pelagic Fishing Resource  
 南非远洋渔业资源



Industry Performance Summary			
Species	Tons	Caught to Date	% of Quota Caught
Anchovy	295 911	236 165	80%
Juvenile Sardine bycatch	25 129		
<b>Total</b>	<b>321 040</b>		
Directed Sardine	59 214	20 168	34%
Juvenile Sardine bycatch	4 145		
<b>Total</b>	<b>63 359</b>		
<b>Other</b>	158 947	48 767	31%
Red Eye	100 000		
Lantern	50 000		
Other	8 947		

# Total Monthly Catch Performance 2018 每月捕撈



# Pioneer Fishing Improvements

## 先锋渔业升级



Goal is for improving the freshness of raw material and produce a consistent quality fishmeal & fish oil  
 目标是提高原料的新鲜度

- 2 New Driers, new separators, new decanters. 2台新型干燥机, 新型分离器, 新型卧螺离心机
- Ice Plant 冷冻工厂
- New Production Software for better control of process flow and equipment 新的生产软件

	2015	2016	2017
TVN below 120	1%	3%	10%
TVN above 120, below 150	16%	39%	60%
TVN above 150, below 200	40%	37%	15%
TVN above 200	12%	12%	5%
Protein below 66	32%	9%	10%



Result of offloading system, ice inclusion and temperature control



Impact from Separators and decanters

# Marketing市场

## USD impact美元影响

Pioneer Fishing (West Coast) trading in CNY: 55% of sales to China are in CNY  
先锋渔业在中国55%的销售使用人民币交易



## Niche Products:利基市场

Fish Oil for Human Consumption certification in 2019 2019年人类食用鱼油认证

## New Species:新品种

Deployed Midwater Trawler 部署中水拖网渔船

50,000 ton quota 5万吨配额

Catching 8,000 tons Lanternfish to produce 捕捞8,000吨灯笼鱼生产:

800tons Fish oil with EPA+DHA 17 EPA + DHA 17鱼油800吨

1,200 tons Fishmeal with P62 62蛋白鱼粉1,200吨



# Pioneer Fishing Export Expectation

## 先锋渔业出口展望



**Pioneer Fishing (West Coast) Expected Production of 18,400 tons fishmeal for 2018**  
**Expect to export 9,400 tons to China**

**2018年预期生产18,400吨鱼粉，**  
**当中9400吨出口至中国**

