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Similarities & differences between fisheries in Iceland and Russia

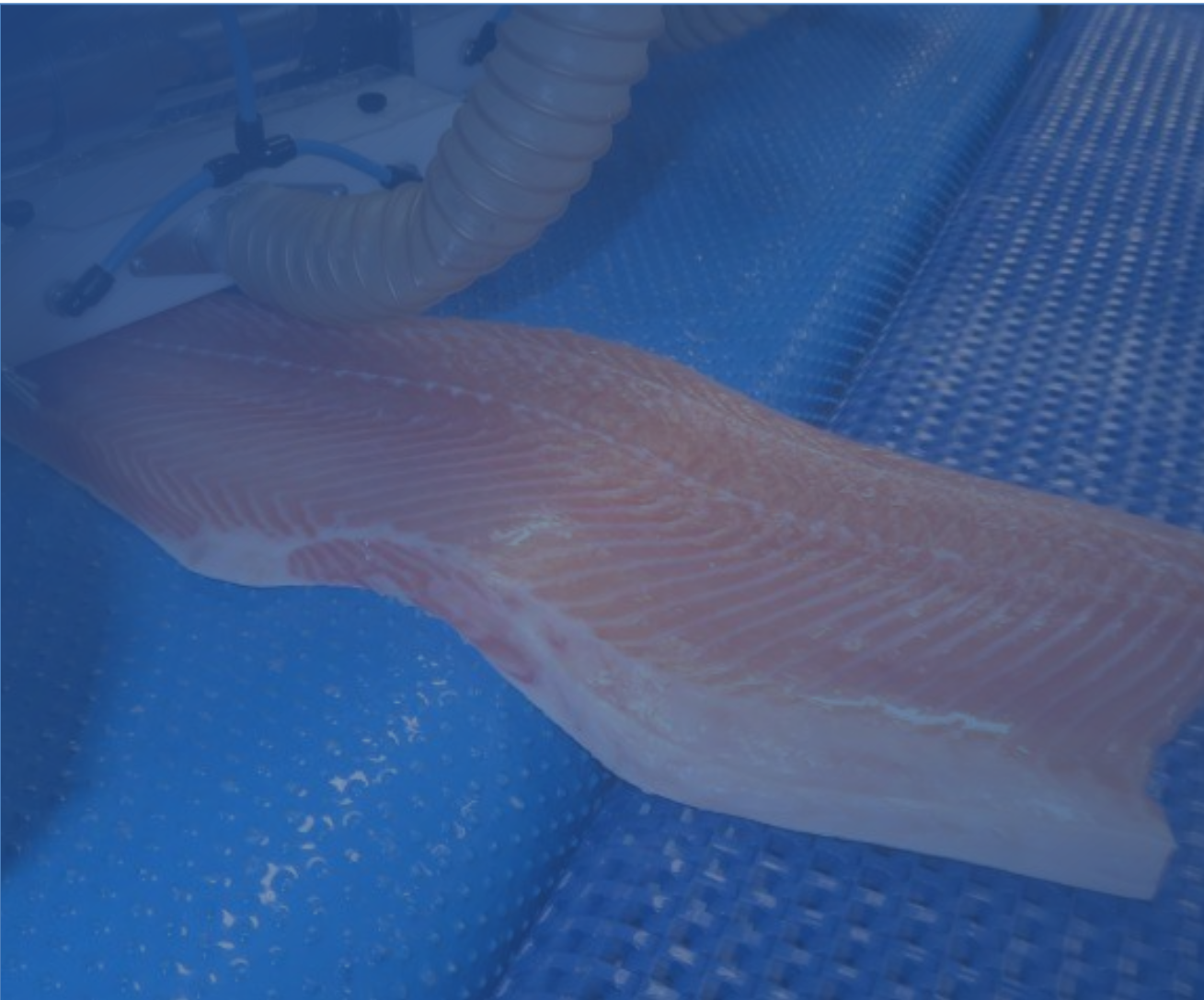
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Fishery Scientist B.sc



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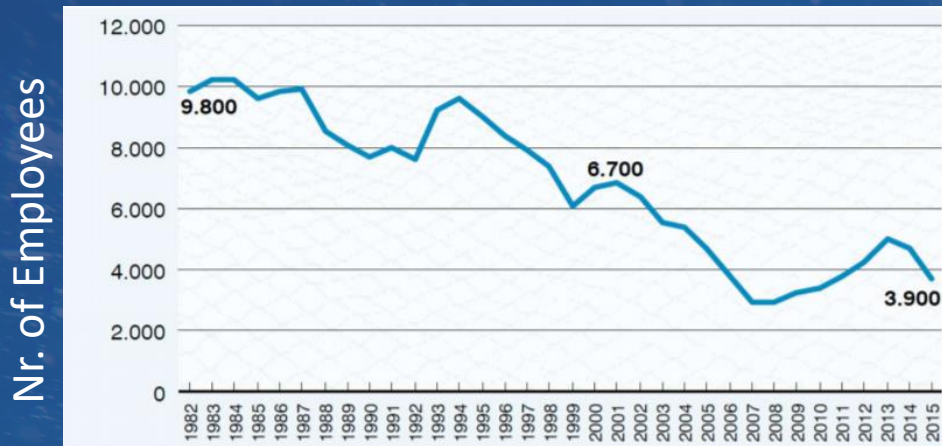


Iceland's evolution in fisheries

- View of the history
- From raw to prime producers
- Value creation
- Process technology

Evolution of Fishing industry Workforce in Iceland

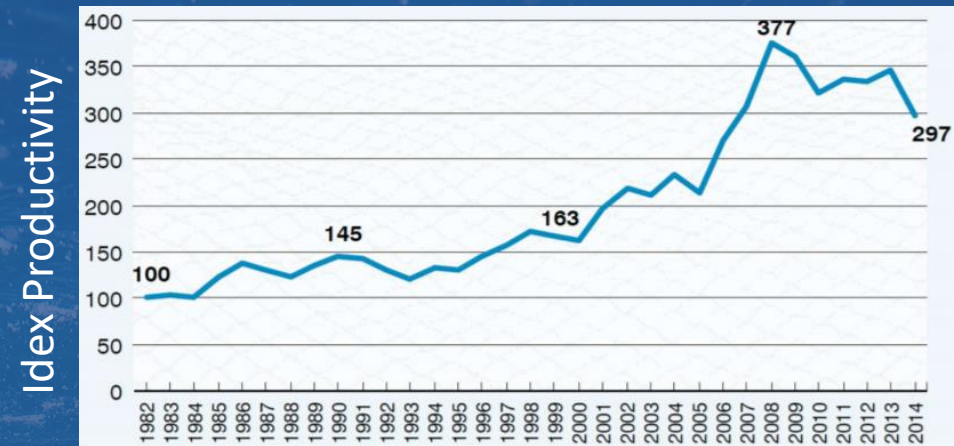
Workforce



Workforce over the Years 1982-2015
in the Fishing Industry

40% of 1982

Index of productivity

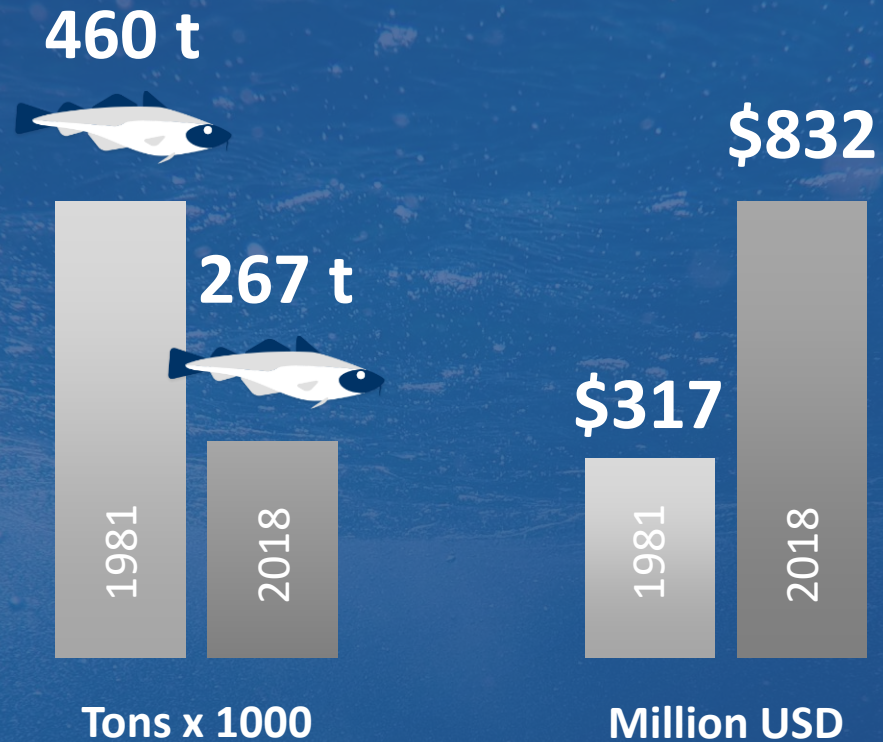


Index of productivity within
Workforce over the Years 1982-2015
in the Fishing Industry

3 X
Productivity

Evolution of Value creation

COD in Iceland



5 X the value of each KG caught

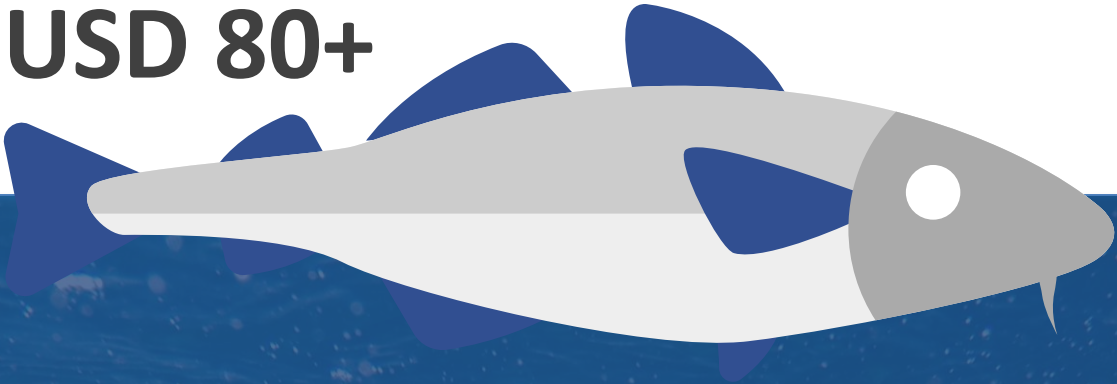
Full utilisation of the Kilo that is caught in Iceland

Fillets 44 % of Value

Traditional Byproducts 20%

Additional Byproducts 36%

USD 80+



Fish skin transformed to leather and medical device



Canned products made from cod liver
Smoked liver & liver paté



Hand & foot creams with omage 3



Liver oil & intestine fish oil



Cosmetics made from enzymes from inner organs



Caviar from roe



Natural fish stock for food processing

Workflow Strategy

abandons cart

1 hr. delay



left cart

1 day delay



No purchase



add
Promo

1 day delay



How did Iceland's do this?

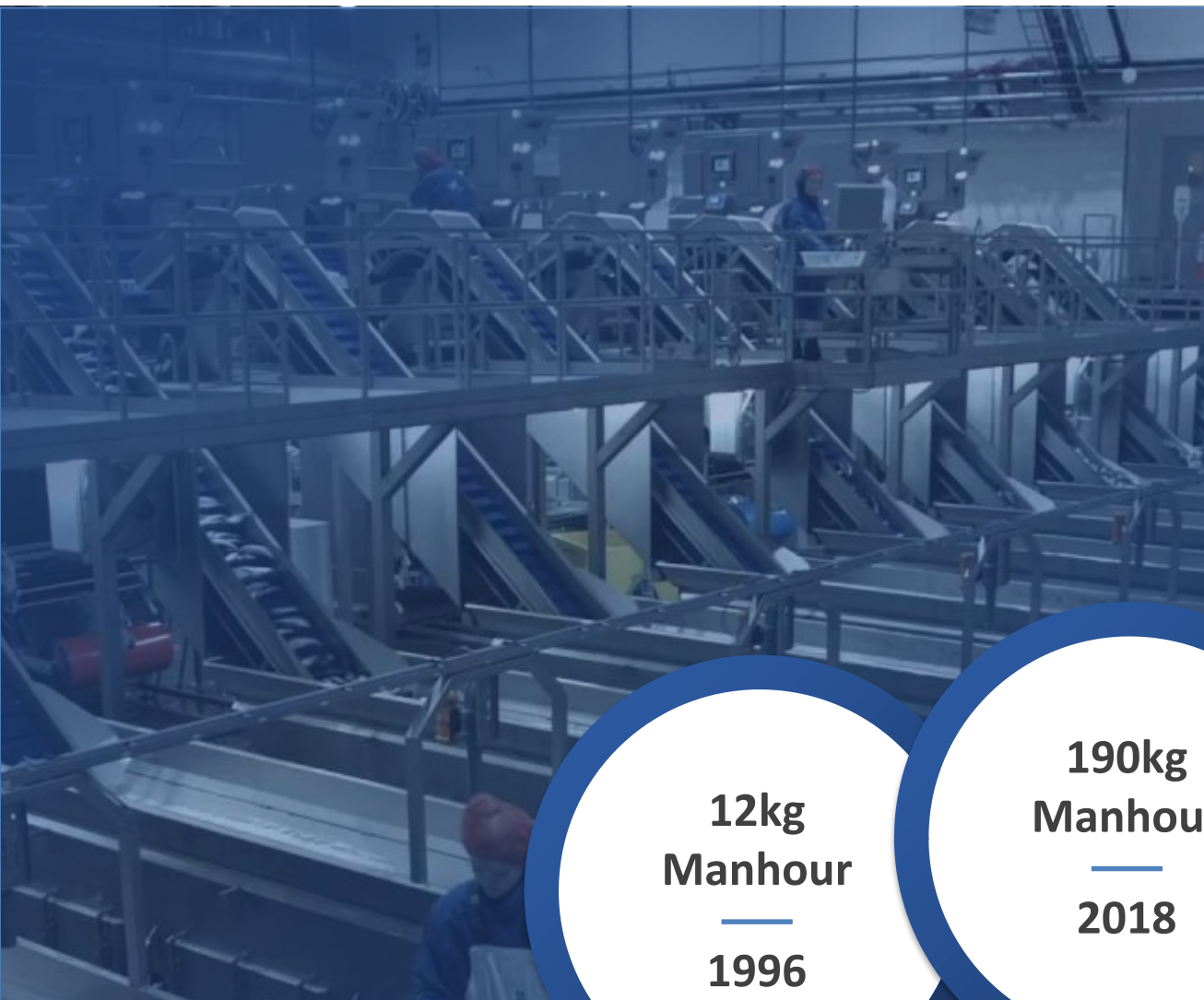
- Necessity
- Co-operation
- Thinking outside the box
- Value creation
- Process technology



VALUE CREATION IN THE ICELANDIC FISHING INDUSTRY



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**12kg
Manhour
—
1996**

**190kg
Manhour
—
2018**



Process technology

- Awareness of quality
- Gentle handling
- Advanced process technology
- Renewal of Onshore plants
 - Throughput
- Renewal of vessels
 - 21st vessel's



PREMIUM

**THE 20TH
VS.
THE 21ST**

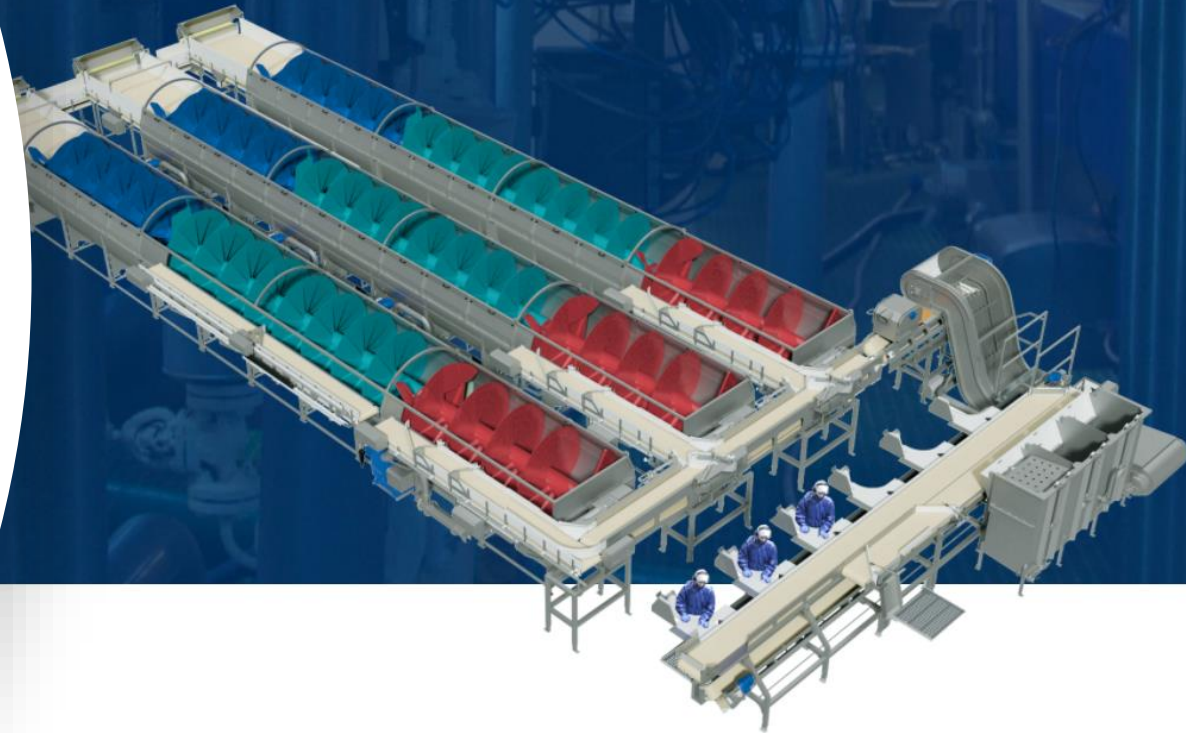
PRIMARY

Un paralleled INNOVATION



The world's first trawler
with unmanned fish hold
and a revolutionary processing system
including SUB-CHILLING™ Onboard

Paralleled INNOVATION



Paralleled processing system
including SUB-CHILLING™ Onboard

Turnkey Onshore

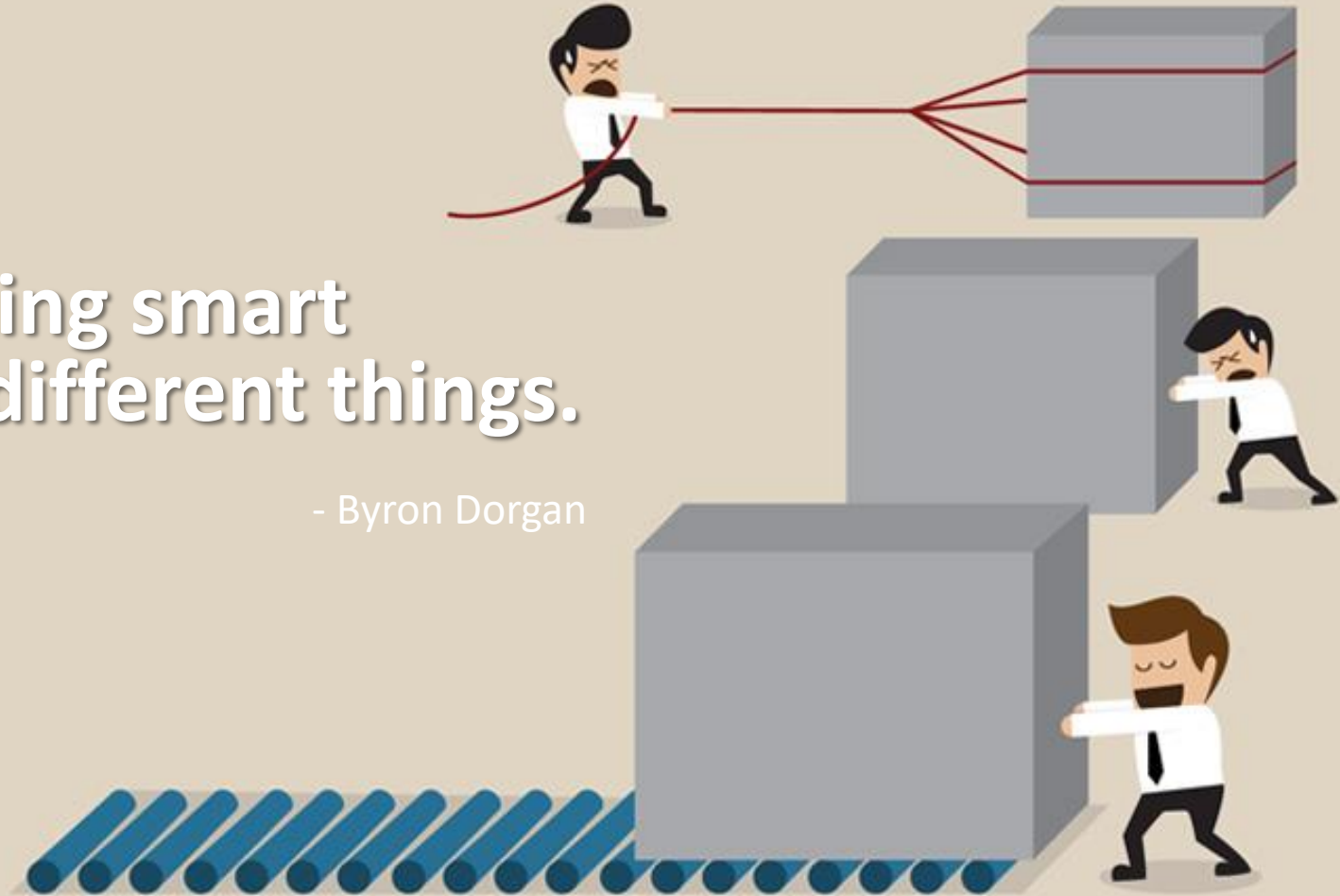
Pelagic, White & Shellfish, Aquaculture:

- Transport of raw material
- Cooling
- Grading
- Processing
- Packing
- Freezing
- Palletizing



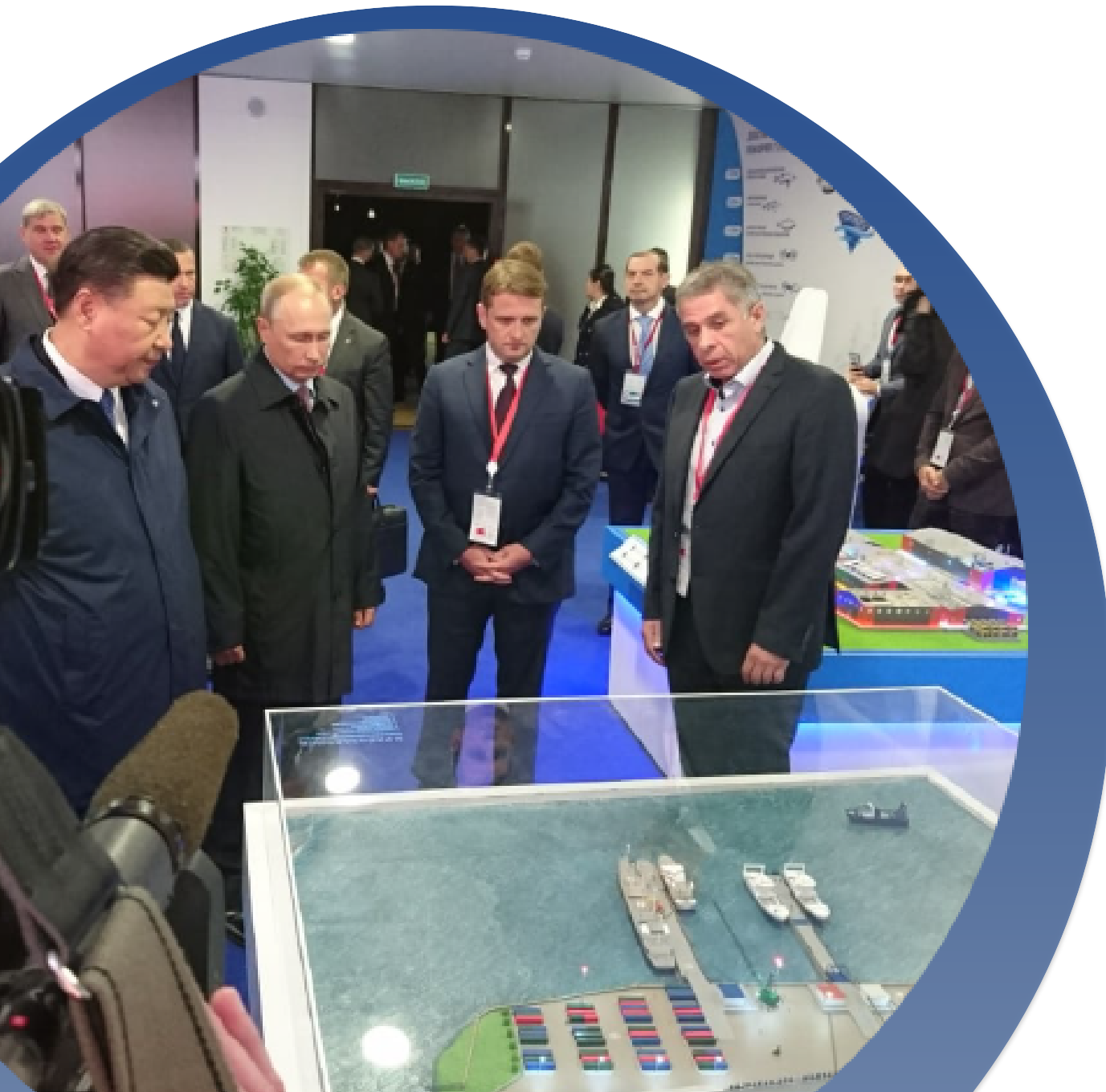
“Working hard and working smart
sometimes can be two different things.

- Byron Dorgan





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In Russia



THE POWER OF A VISION

Two of the most powerful men in the world admiring one of our projects in Russia in Shikotan, behind is Mr. Tarasov, R. K. Lenina with a more complex land-based project being installed and with the largest Supertrawler in Russia the past 30 years – were we have the Turnkey solution

See our vision on the future

www.skaginn3x.ru

Founding member of Knarr