FRAIS EMBAL

- Some words about european and french market

- Presentation of my company

EUROPEAN TRENDS

- LESS RESSOURCES: -20% in last 8 years
- Strict European policy of quota

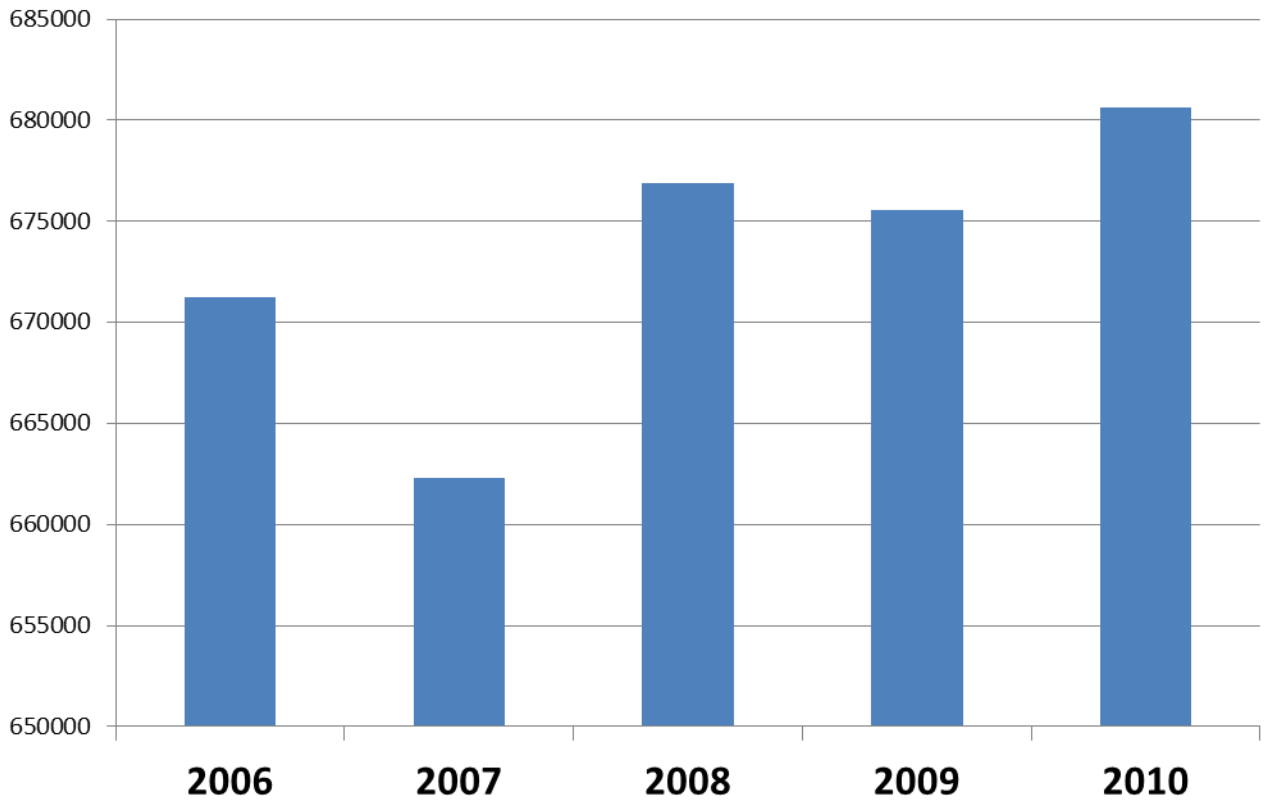
- DEMAND INCREASING : 23,5kg/hab (Francia:35kg/hab)
- on two different markets:

- Lower prices and opposite high level of quality

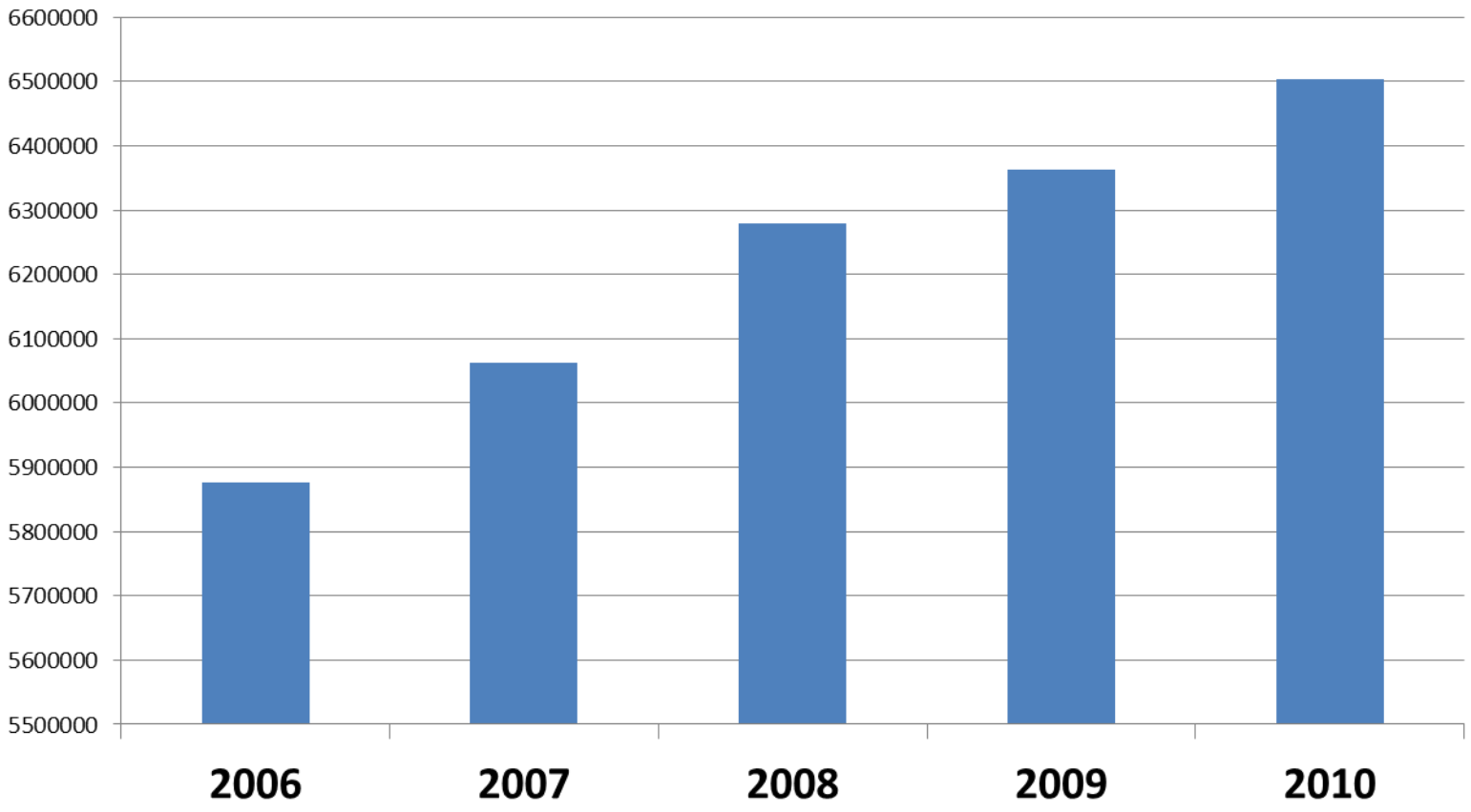
EUROPEAN MAIN FISH HARBOURS

- BOULOGNE SUR MER FRANCIA
- BREMERHAVEN GERMANY
- GRIMSBY UK
- URK NETHERLAND
- VIGO SPAIN

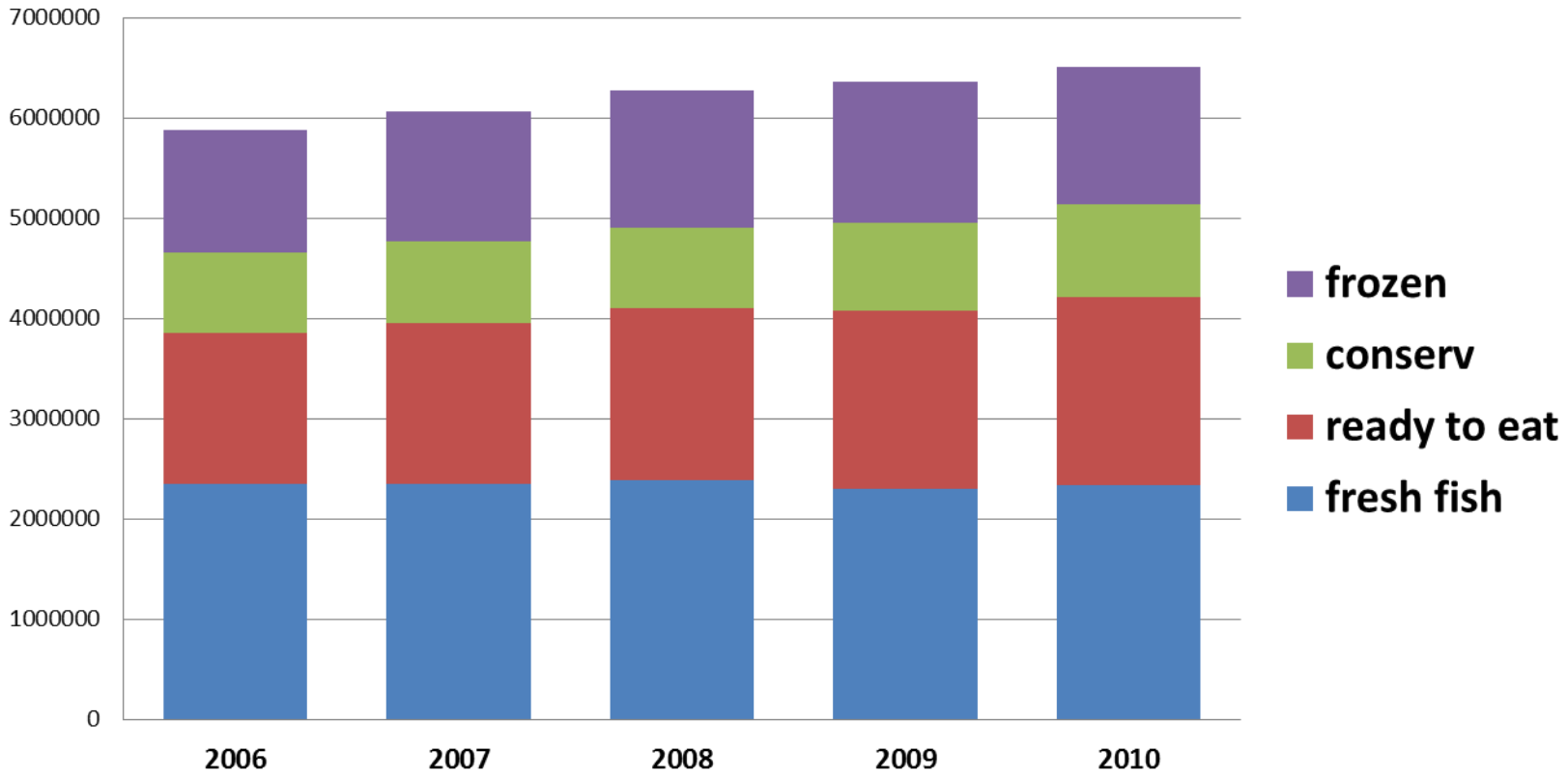
FRENCH MARKET OF SEA PRODUCTS (Tons)



FRENCH MARKET OF SEA PRODUCTS (K euros)



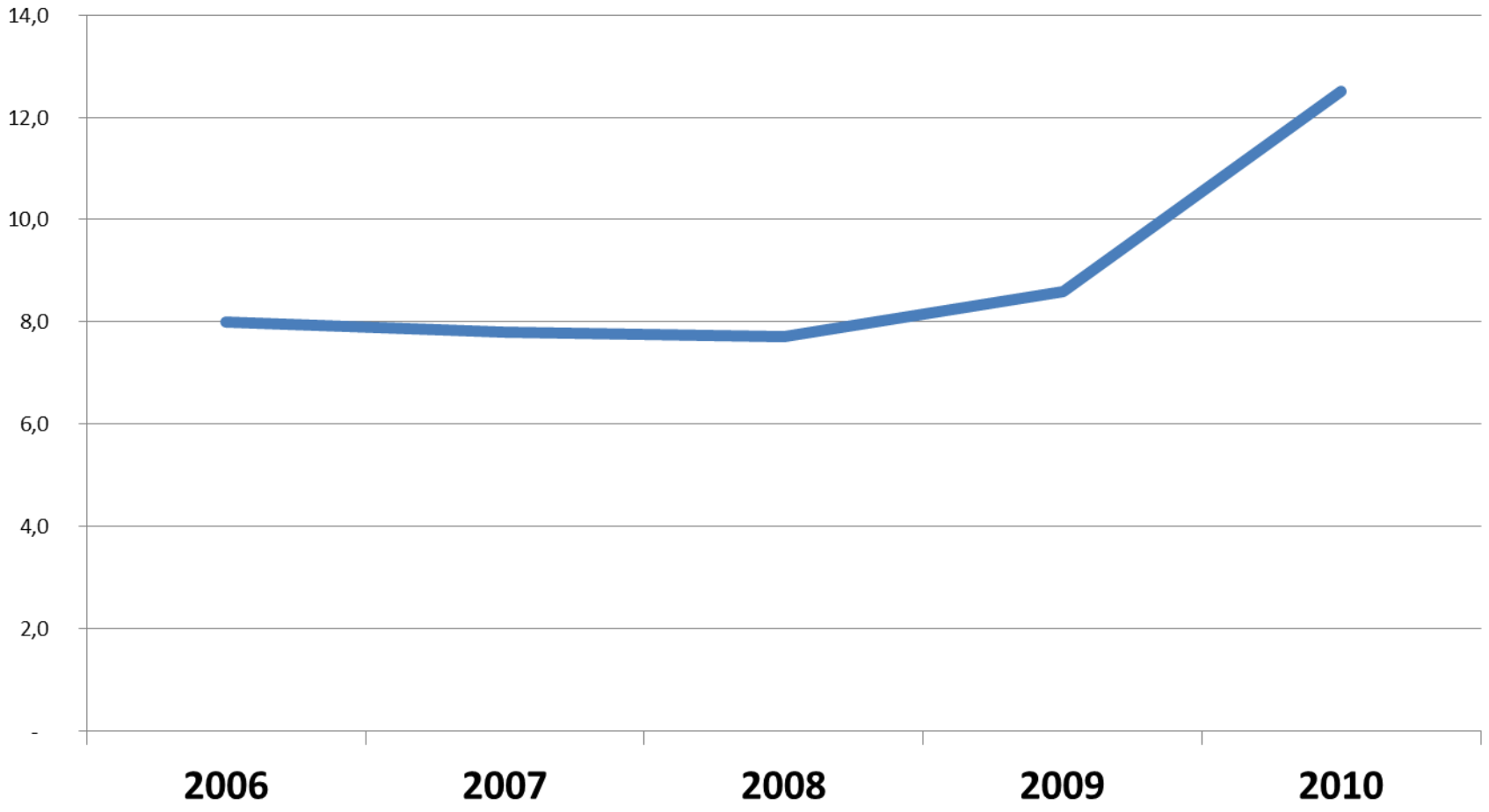
FRESH MARKET IS MOST IMPORTANT



BALANCE (K eu)

	2010	2011	
EXPORT	1.2	1.233	+2.8%
IMPORT	4.511	4.737	+5%

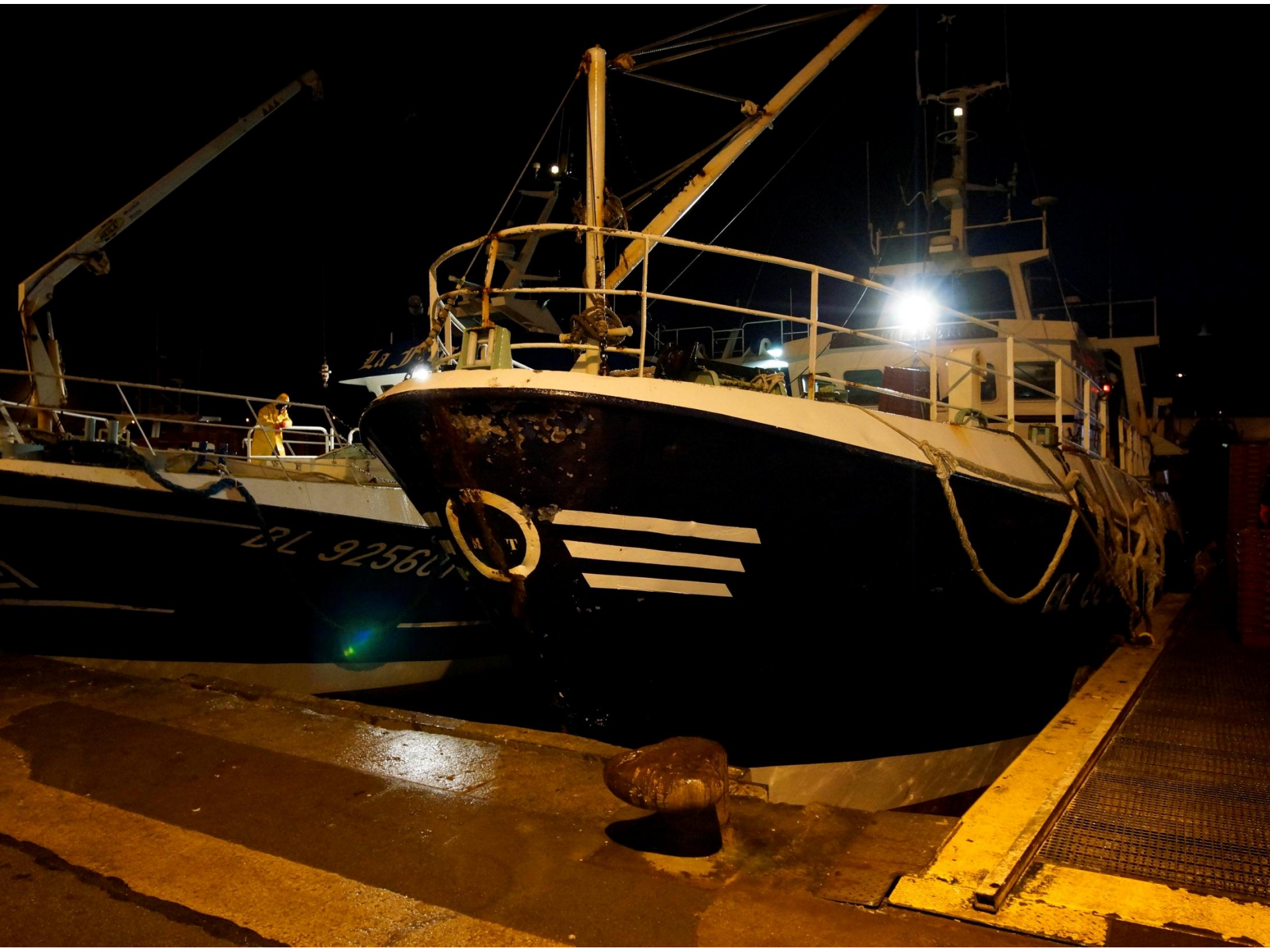
FOCUS ON SCALLOPS
nb of buyers



BOULOGNE SUR MER

- TRADING 350 000 T /YEAR
- 80 VESSELS
- 150 COMPANIES
- 5 000 people
- Trading, processing, hub, smocking, industry..

KERBULIC



HALTEN.BANK

COOP ETAPLOISE
COOP ETAPLOISE
COOP ETAPLOISE
COOP ETAPLOISE
COOP ETAPLOISE
COOP ETAPLOISE

Groupe

Le poisson frais tout simplement

Our BUSINESS

Notre savoir faire reconnu nous permet d'intervenir sur un large éventail de circuits agro-alimentaires.

supermarkets	fish packed under gaz, or ice Solutions for meals, scallops….
Restaurants	Specific kinds of fish and preparations
Hospitals, schools	Gros conditionnement sous atmosphère protectrice, Frozen products.
Industry	Slicing,cutting,packaging, Freezing IQF…

FraisEMBAL

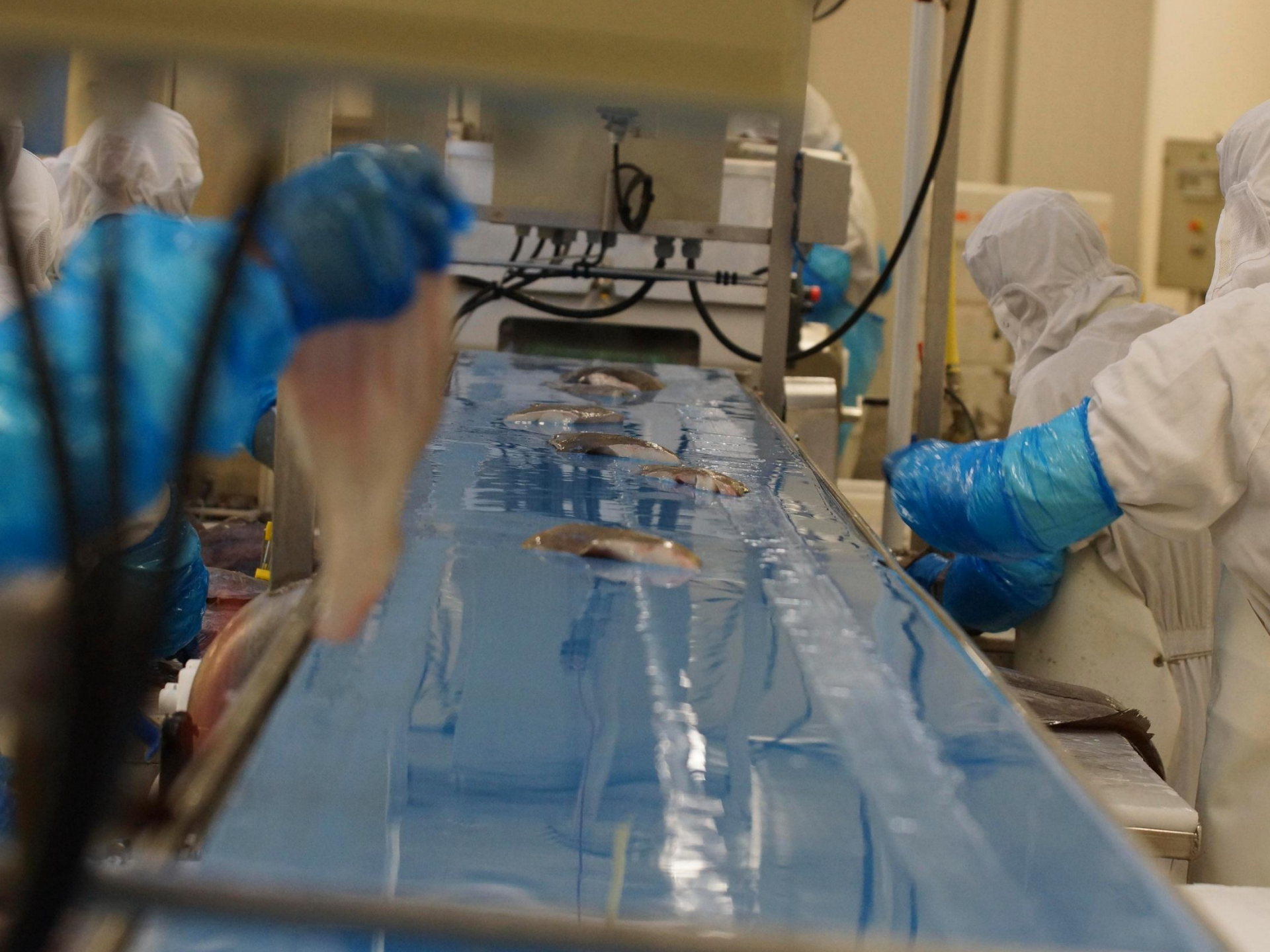
FRAIS EMBAL
IN SOME WORDS

- TURNOVER : 85 millions Euros
- TWO FACTORIES
- WORKERS : 250
- PRODUCTION :9 000 T

MAIN RESSOURCES

- Salmon from Norway Irland Scotland
- Fillets of wild fish(cod, whiting …)
- Scallops, shrimps, ….

Digital Thermometer
On/Off



METTLER TOLEDO
1525
EMERGENCY

LIGNE 4
BLANC

EPAL
EUR

Frégaline
LOT : 010
POIDS NET
0.200kg
CREVETTES CUITES
REFRIGEREES
CONDITIONNE SOUS ATMOSPHERE PROTECTRICE
A CONSOMMER
ENTRE 0° ET +3°C
A CONSOMMER
JUSQU'AU
15/01/04

SOME SAMPLES OF PRODUCTION

Label rouge
Organic

PREPARED MEALS

GRACIAS