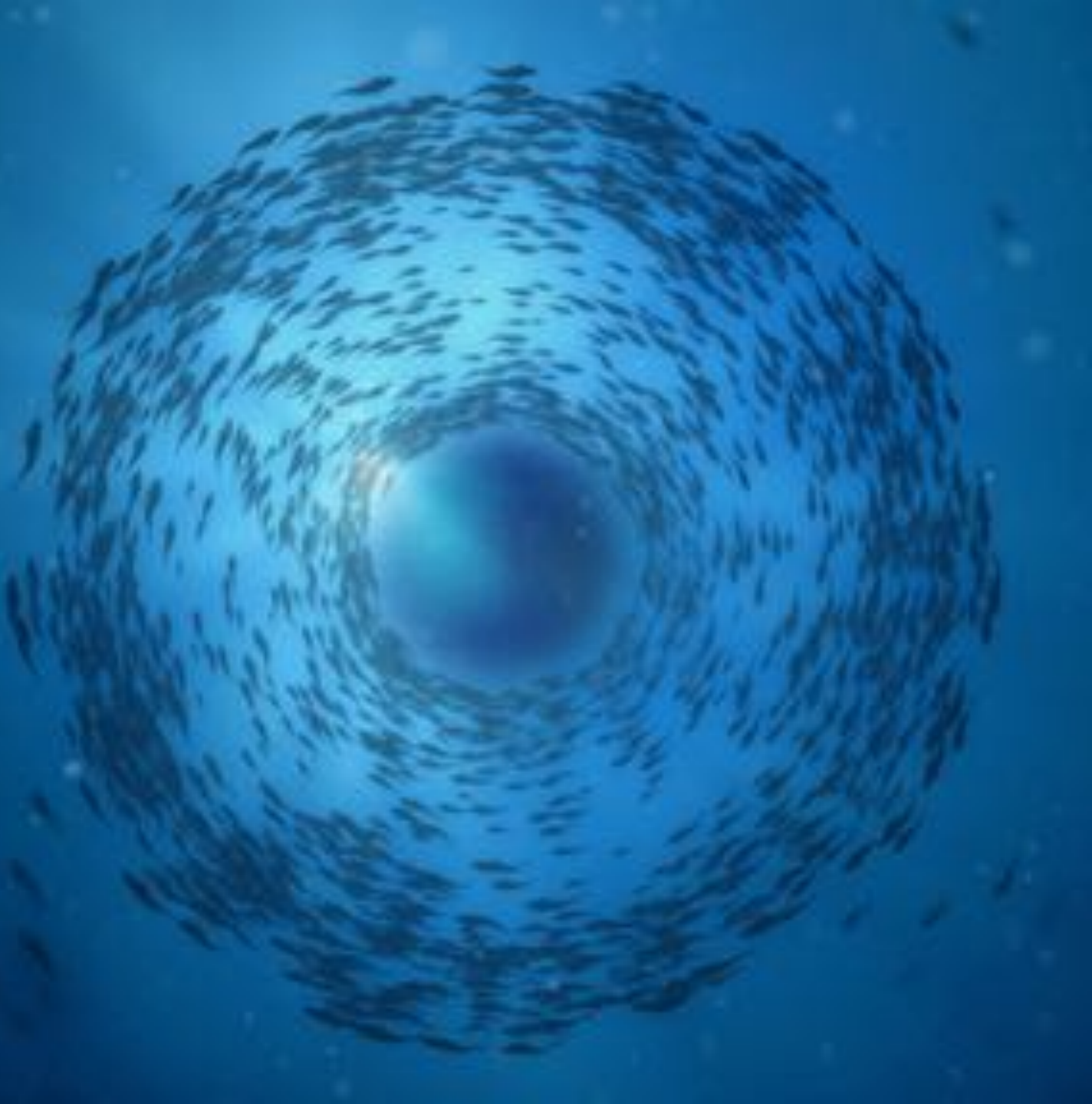
Today's Offshore Fishery: An Opportunity For Sustainable Communities



Offshore Fishery Association

NEWFOUNDLAND LABRADOR

INTRODUCTIONS

Ocean Choice Company Overview

OUR WORK IMPACTS
300+ NL COMMUNITIES

EMPLOYS
1700+
people in NL

BUYS SEAFOOD FROM
1900+
INDEPENDENT
fish harvesters

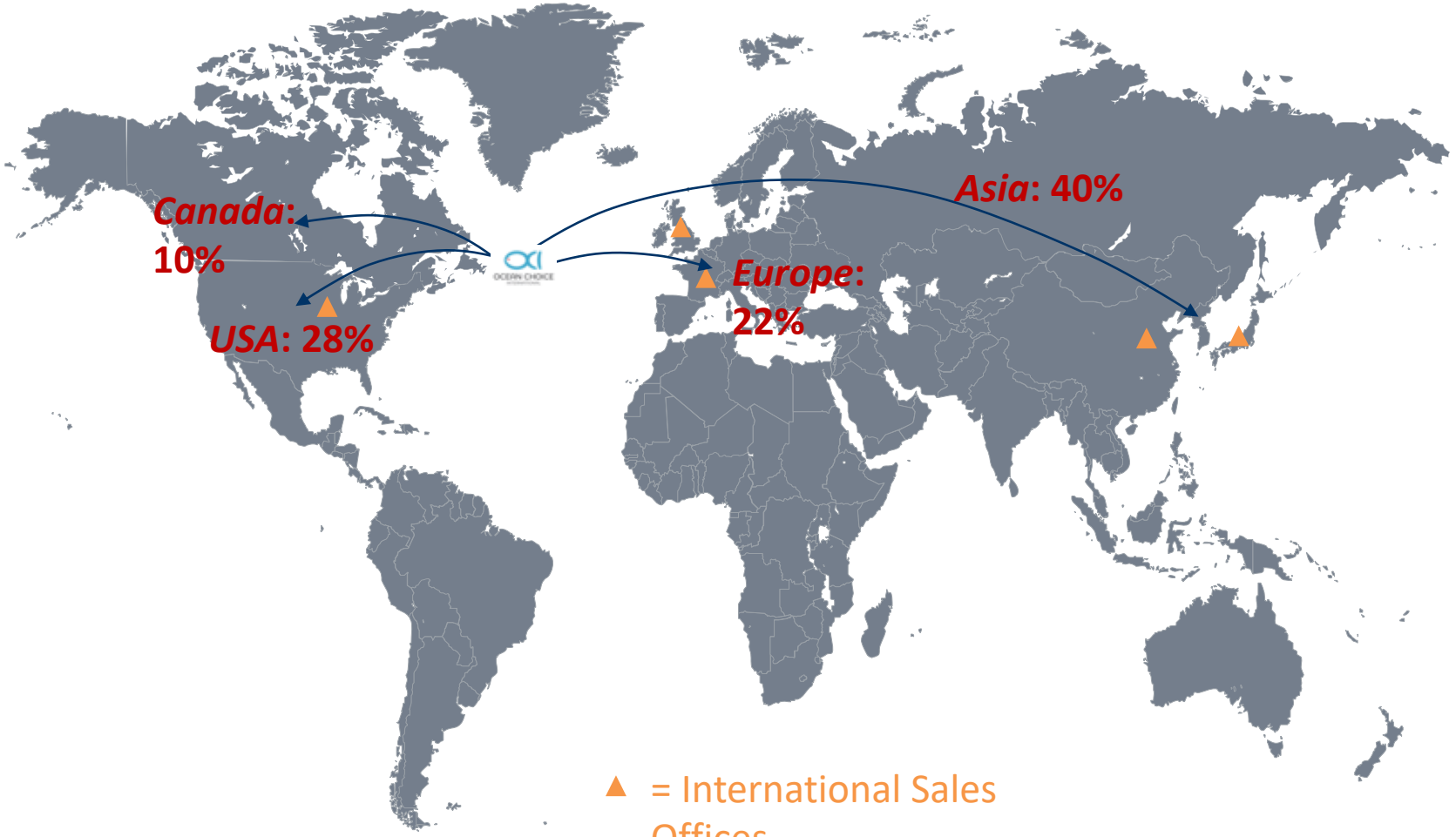
5 processing plants **+6** processing vessels

sells
70+ MILLION LBS
of seafood to
30 COUNTRIES

OCEAN CHOICE INTERNATIONAL

Fishing means the world to us.™

Our Global Reach



- Over 400 customers in nearly 30 countries.
- Only one customer accounts for more than 6% of sales.
- Highly diversified customer base.

OCEAN CHOICE INTERNATIONAL | Fishing means the world to us.™

The Arnold's Cove Success Story:

The only world-class cod processing plant in North America

- 7th generation of family in cod business in Placentia Bay, 8th just joined the business
- 215 employees (avg. 35 weeks, good pay and benefits, avg. 15 yrs. service)
- Sources cod from 2,000-3,000 inshore harvesters
- In year 2 of a 3-year $10M investment in technology and innovation – employment numbers have increased over the same time frame
- Balanced fishery enables 10 months of operations, opportunity for more
- Better prices for harvesters created by year-round operations and focus on premium markets
- Strengthened community

TODAY'S OFFSHORE FISHERY

Who is the Offshore Fishery Association?

OCEAN CHOICE INTERNATIONAL

ICEWATER SEAFOODS INC.

Harbour Grace Shrimp Co. Ltd.

M.V. OSPREY LTD.

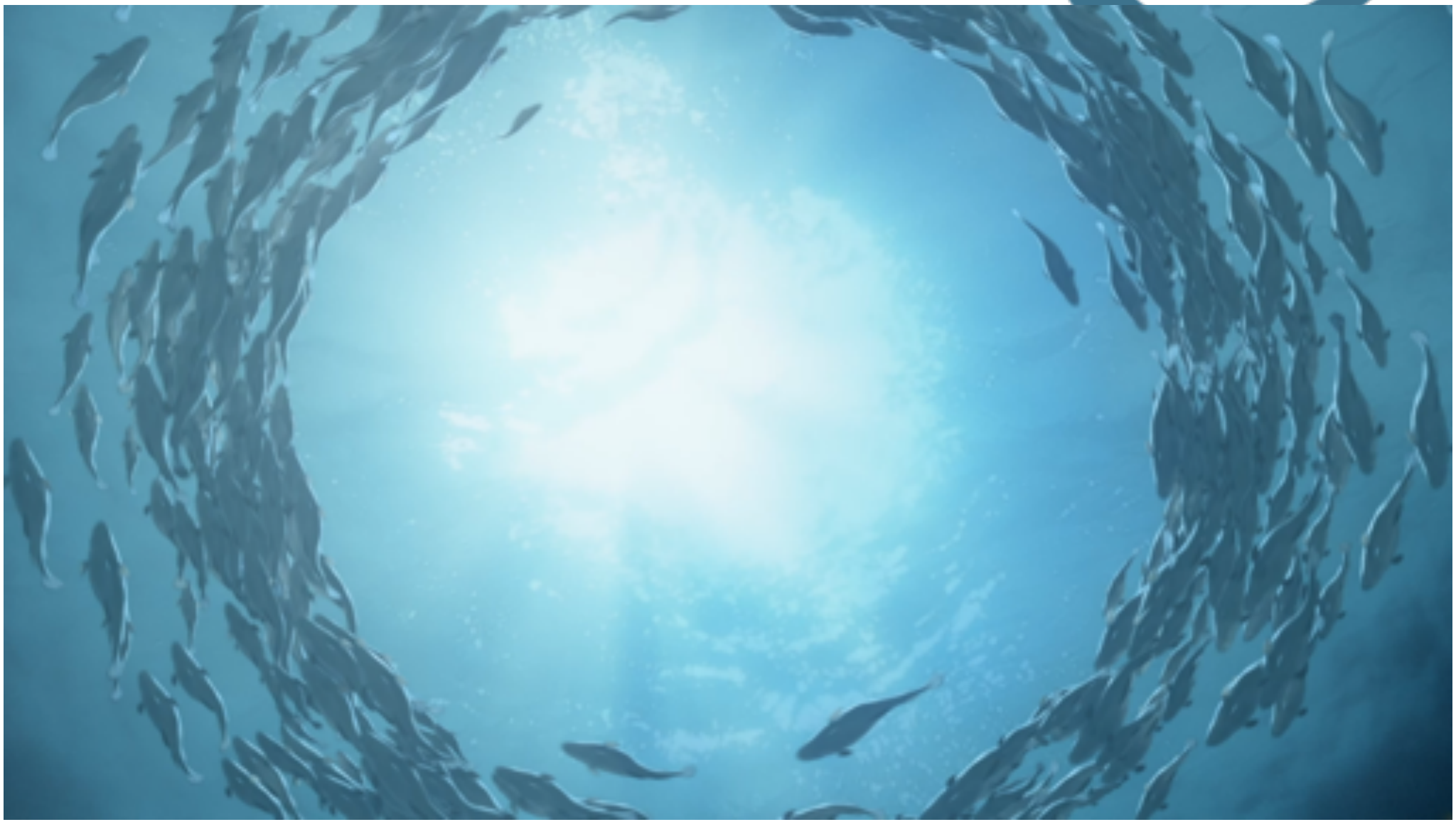
Mersey SEAFOODS

Caramer Pecherie Chevarie >100' Ltd Acadian Fish Processors Ltd

Les Peches Hauturieres de Lameque Ltee Nordic Ltd

ICEWATER
SEAFOOD INC.

Supporting Rural Communities



Supporting Rural Communities

WE EMPLOY OVER

2,000

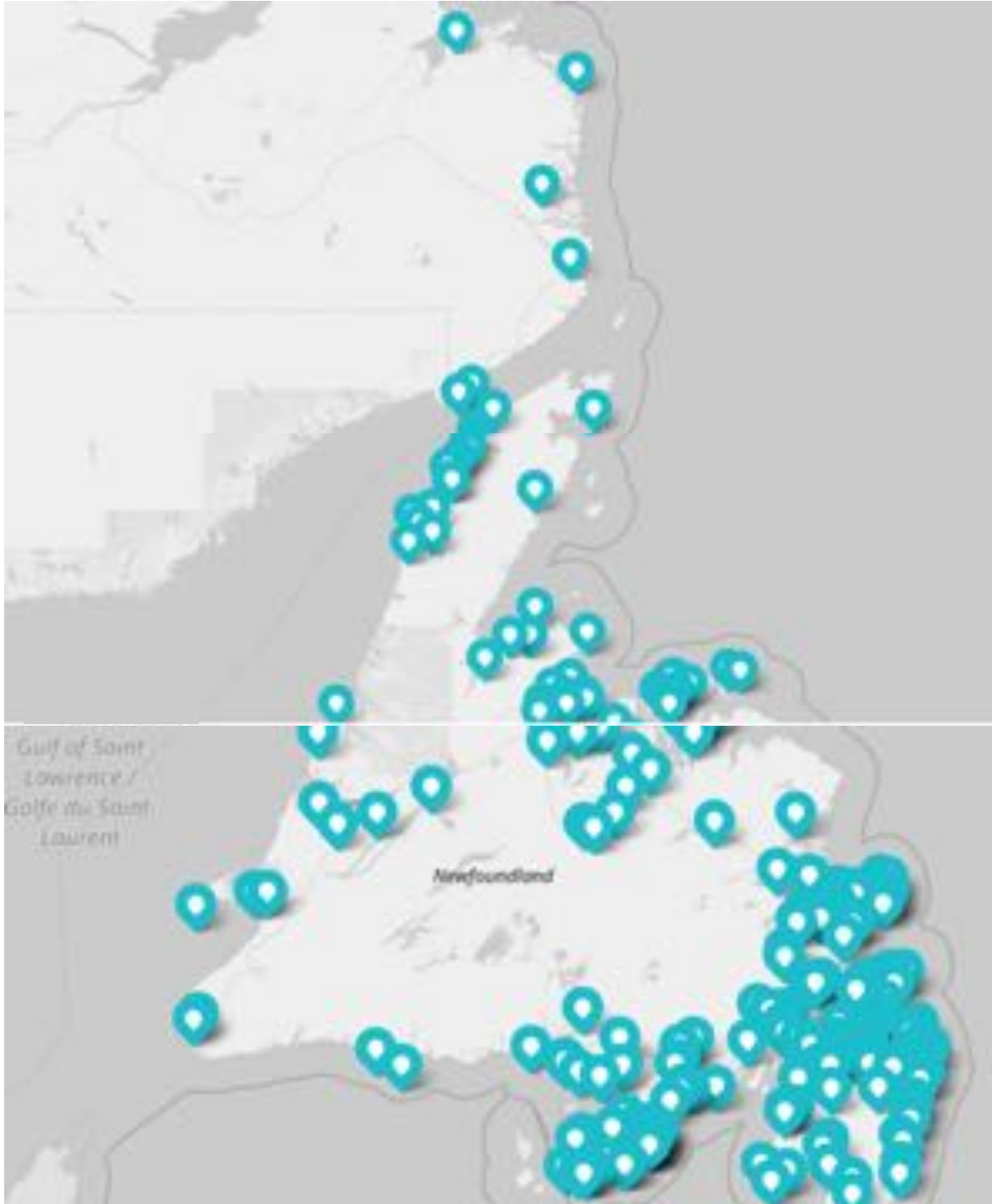
people from

OVER 300

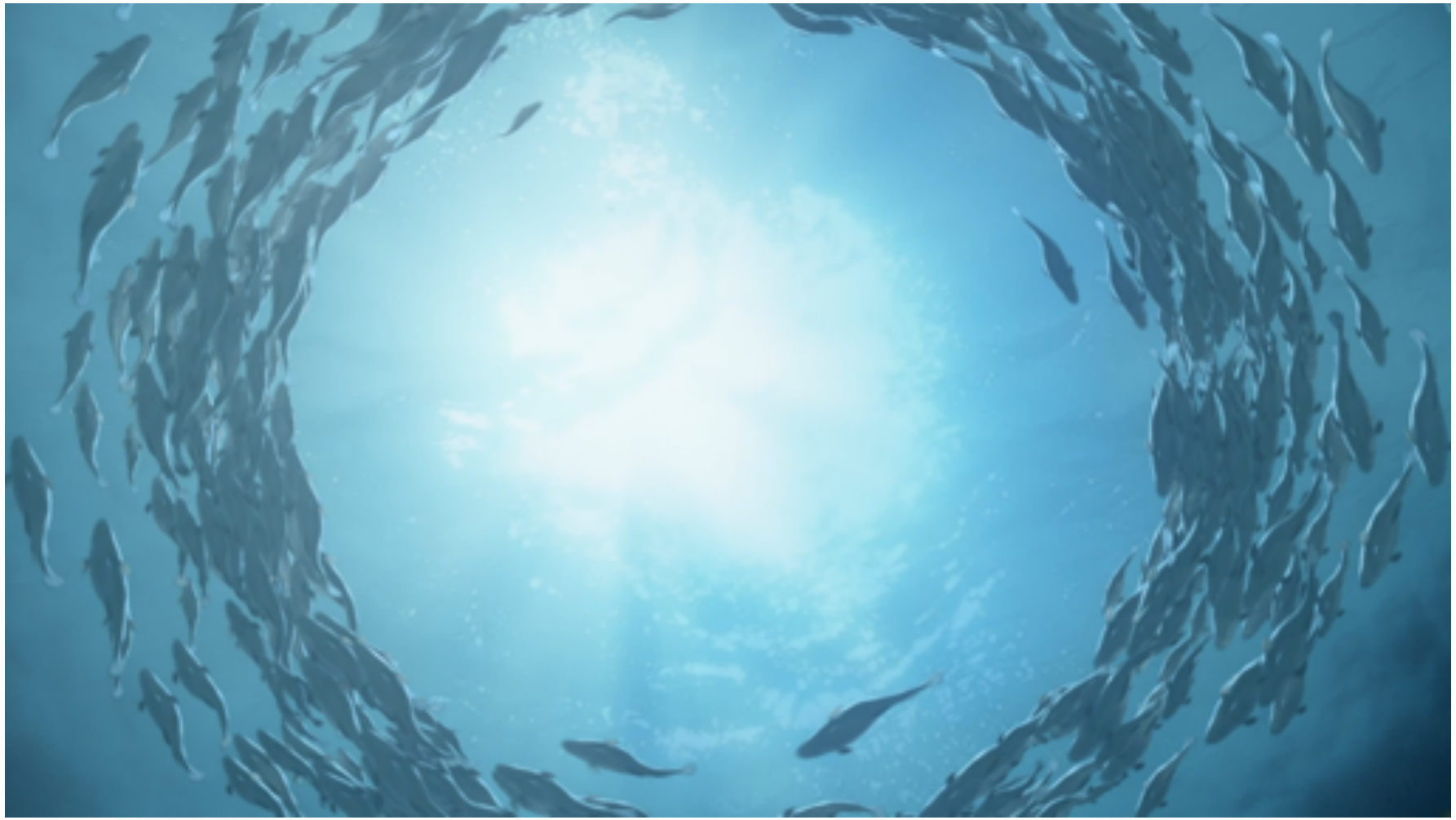
NL COMMUNITIES

$90 MILLION

IN ANNUAL SALARIES



NL Employment & Economic Spin-Off



$52 MILLION

invested annually in

LOCAL SUPPLIES AND SERVICES

Innovation on a global scale

- Pioneering quality in the NL cod industry
- Environmental stewards; reducing carbon footprint, reducing contact with ocean floor; new vessel under construction will have Green Ship Designation
- 3D bottom mapping
- Working on x-ray technology and robotics
- Developing new markets for underutilized species
- NL seafood sold to 30 countries
- Ocean Supercluster founding member
- More than 90% of the association member's seafood products are either MSC certified or in an active Fishery Improvement Project.

We Value Supporting & Collaborating with Communities

Last year, we gave over

$275,000 IN-KIND TO

community organizations in NL

WE GIVE OVER $25,000

annually in

NL post-secondary scholarships

$100,000

annually to

Marine Institute

$10,000

annually in

NL high school scholarships

A BALANCE FISHERY = SUSTAINABILE COMMUNITIES

Need for a Balanced Fishery

- A balanced fishery protects the viability of all fleet sectors, maximizes the advantages of each to ensure the long-term sustainability of the fishery
- Year-round supply needed for employment and markets
- Stability for investment and innovation

A Balanced Fishery can attract young people

- Better income opportunity
- Year-round employment and careers
- More opportunity for technical expertise
- Increased job stability
- More technology and innovation, less manual labour
- Attracting young people is key to sustainable communities

Conclusion

- Future of the fishery in NL is bright; there are opportunities for young people & communities.
- Today's fishery is modern, innovative, sustainable- a must to compete in global markets around the world.
- Family-owned businesses are committed to the industry, its people and their communities for the long-term and believe in the future of the industry. Multi-generational succession planning is ongoing and companies are making significant investments for the future.
- A balanced fishery, one that protects the viability of the inshore and offshore, is critical.

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