



Fisheries & Aquaculture

Saudi Agriculture and Livestock Company, 2023





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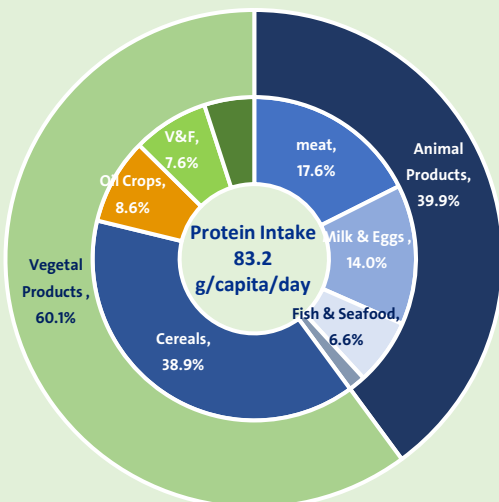
PROTEIN INTAKE



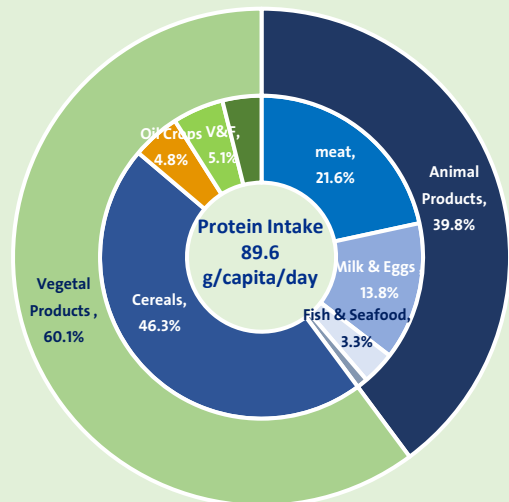
According to Food and Agriculture Organization, the global per capita protein intake is ~ **83.2 g/day** constituting both animal and vegetal products.

Looking at country level, Saudi Arabia population enjoys higher protein intake per capita ~ **89.6 g/day**. Yet, share from animal protein intake is quite as global share ~ **40%**. The contribution of fish and seafood to animal protein intake is **3.3%** for Saudi population. This is way below the global average ~ **6.6%**. It is worth saying that global consumption is fueled by perceived health benefits of eating fish and other aquatic animals.

Protein Intake - Global



Protein Intake – Saudi Arabia



MARKET OVERVIEW

INDUSTRY HISTORY:



Aquaculture in Saudi Arabia dates to the early **1980s** when Nile tilapia was reared in inland water bodies, The sector started to move toward shrimp aquaculture - giant tiger prawn first and Indian white shrimp after.



During **1970** the Ministry of Agriculture (and Water) in cooperation with FAO and the White Fish Authority (WFA) of the United Kingdom made specific studies on the potential of aquaculture development providing a list of potential species suitable in fresh and marine waters in the Kingdom.



The first aquaculture farm in Saudi Arabia was established in **1983**. During this time, freshwater aquaculture was the main activity producing largely Tilapia.

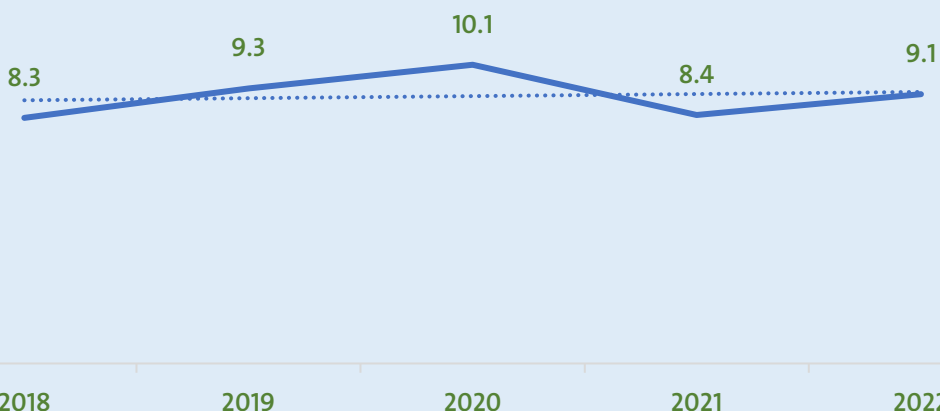


There were less than 20 fish farms in Saudi Arabia during the **80s** until the early **90s**. The number of fish farms increased significantly to 109 in **2002** and more than doubled in just 2 years to 227 in **2008**.

INDUSTRY DYNAMICS

KSA exhibits high potential in aquaculture growth to suffice the consumption demands driven by population growth. The increasing per capita fish consumption is one of the drivers supporting various initiatives taken by the kingdom to enhance the local production.

Fisheries and Seafood Per Capita Consumption - (Kg/Capita/Annum)

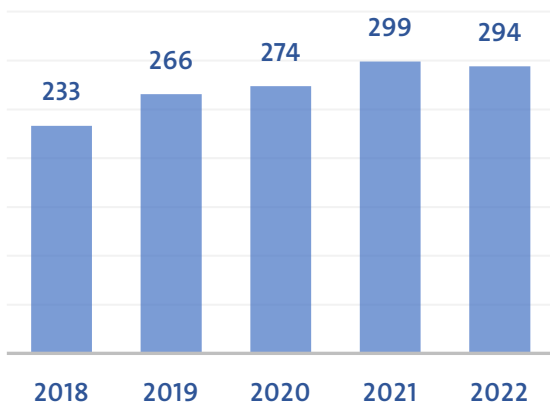


KSA MARKET DEMAND

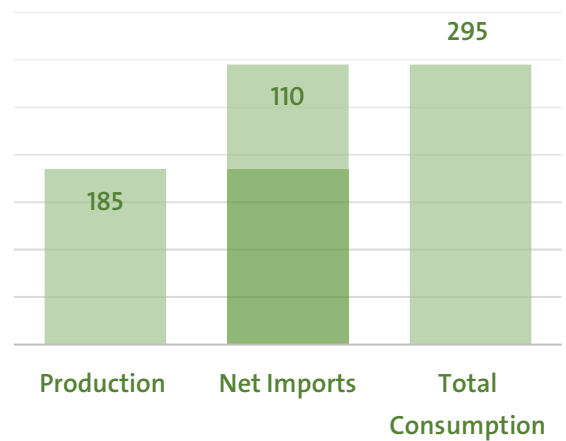
The production and consumption of fish and seafood is witnessing surge in KSA. Aquaculture boosts total sector productivity whereas consumption CAGR (2018-2022) ~ **4.8%**.

NET MARKET VOLUME – KT

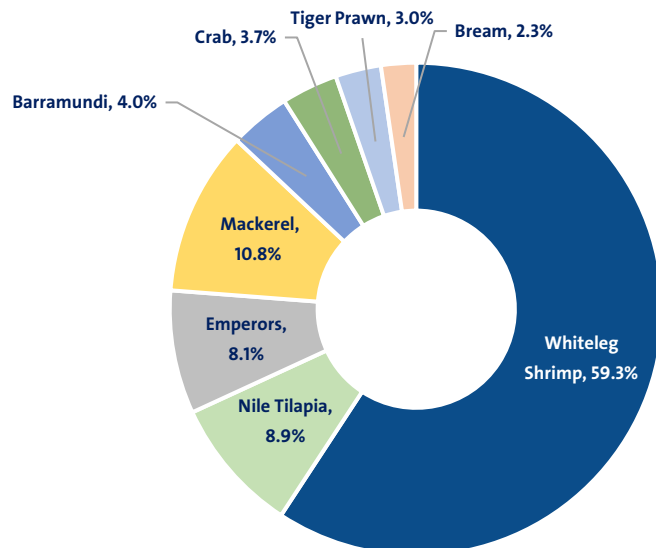
Fisheries and Seafood Market Demand - KT



MARKET SIZE- 2022



Market Demand By Species



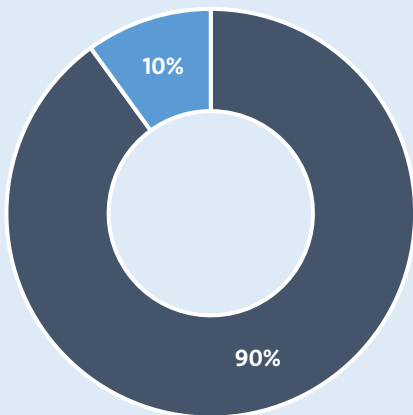
CONSUMPTION BY TYPE

BUSINESS MODEL

PRODUCTION

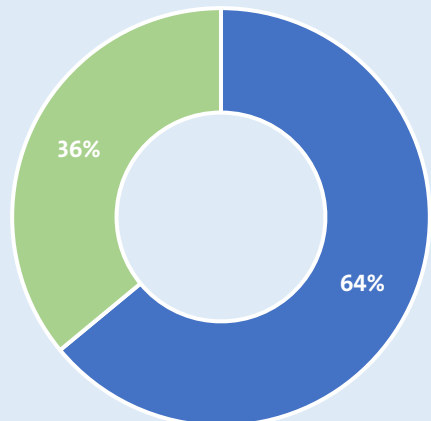
The production of fish and seafood in KSA has witnessed a CAGR of **~9.9%** from 2017 to **2021**. The consumption however, witnessed a downfall from 2020 to 2021 based on the dip observed in the overall imports. A qualified team of aquaculture specialists under General Directorate of Captured Fish Ministry of Environment, Water & Agriculture (GDF-MEWA) is assigned to support the fish production industry on Biosecurity procedural support and execute the National surveillance program. Considering shrimp market landscape, shrimp dominates the aquaculture industry accounting for **~90%** versus **~10%** through wild capture.

Crustaceans Production Analysis



■ Aquaculture ■ Wild Capture

Fish Production Analysis



■ Aquaculture ■ Wild Capture

TRADING

According to the Saudi Arabia food balance sheet for fish and seafood, **95%** of total imports come from fish while crustaceans' imports count only for **5%**. Looking at country level, Myanmar and Yemen are the top importers for both fish and seafood with **23%** and **17%** volume share.

FISH

Myanmar counts for majority of fish imports contributing to **~21%** volume share followed by Yemen and Oman with **18%** and **16%** respectively.

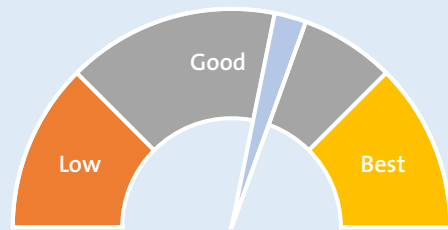
CRUSTACEANS

India is the largest trade partner with volume share **~65%** followed by Thailand with **19%** volume share.

CONSUMPTION

The kingdom enjoys high self-sufficiency **~63%** with ambitious plan to exceed **100%** by **2030** and becoming an exporter to the neighboring countries.

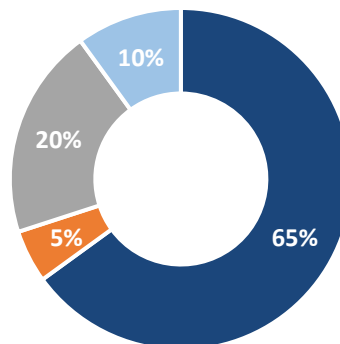
Self-Sufficiency



Self-sufficiency stems from aquaculture rather than wild capture

Shrimp; being the most consumed seafood species; has different types including head-on, shell-on, headless, shell-on, peeled and deveined, and others.

Shrimp consumption analysis



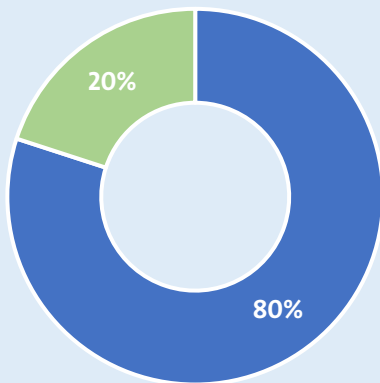
■ Head-on, Shell-on ■ Others ■ Headless, Shell-on (Easy Peel) ■ P&D

MARKET SEGMENTATION

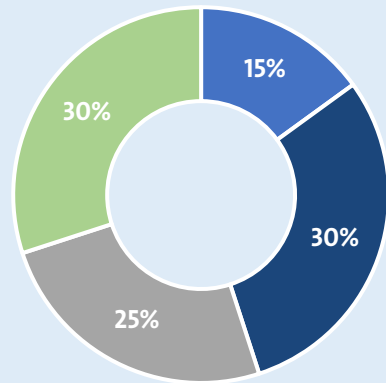
BY PRODUCT TYPE

Processed fish and seafood dominates in KSA accounting for ~80% of the overall market volume. Fresh fish and seafood is the most consumed form holding ~31% of the overall consumption in 2021. However, frozen segment is seen as a potential sector which exhibited a growth with CAGR of ~25% during 2017-2021.

Fish Consumption Analysis



■ Processed ■ Unprocessed

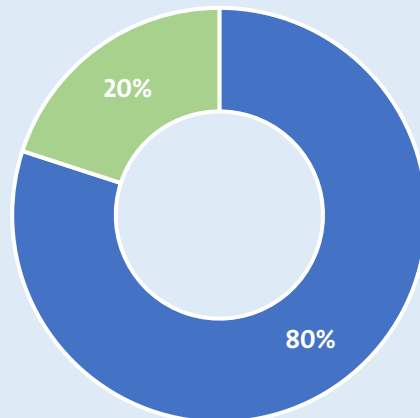


■ Preserved ■ Frozen ■ Chilled ■ Fresh

The KSA shrimp market is dominated by head-on, shell-on shrimp followed by headless shell-on.

By CHANNEL

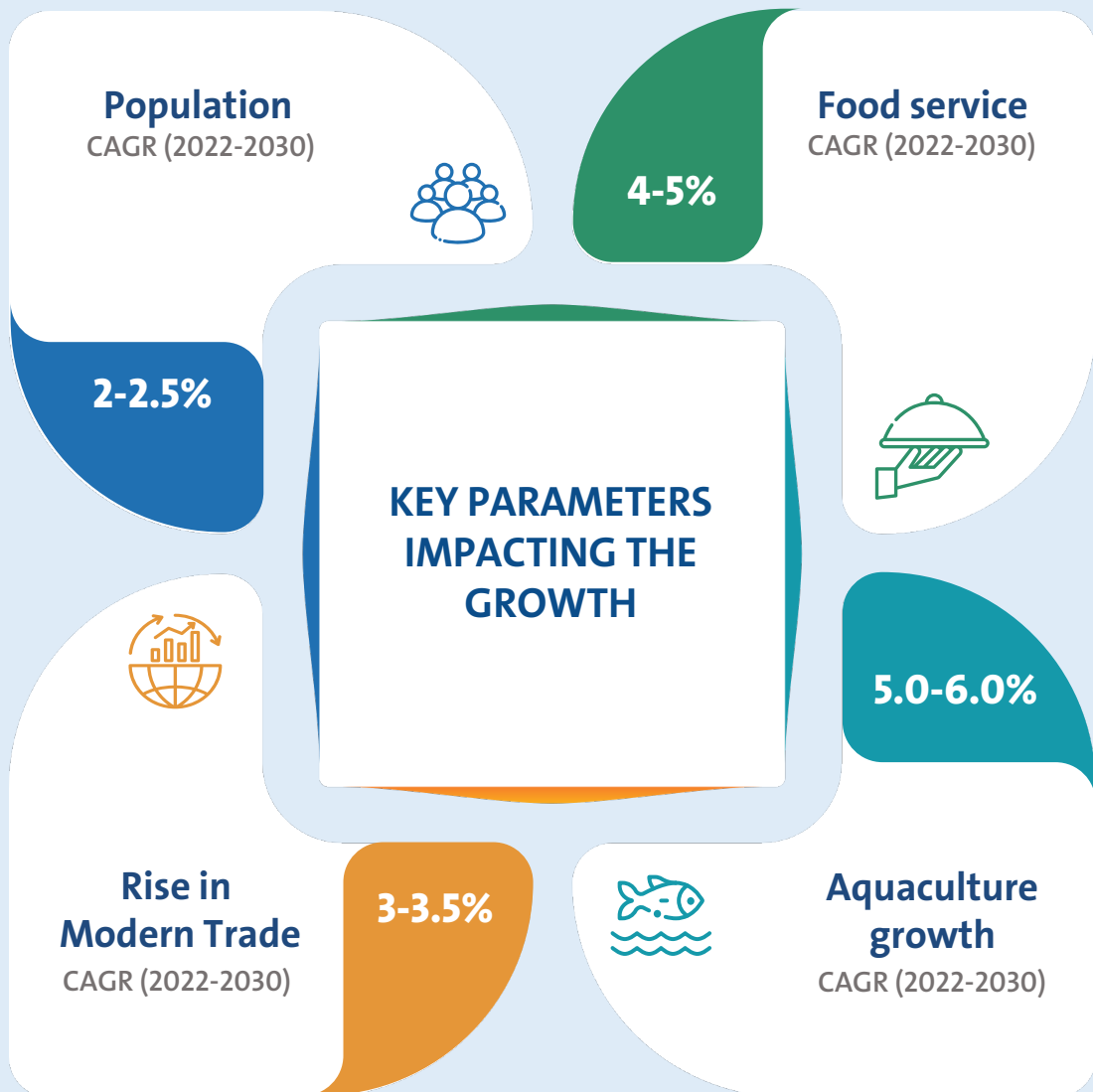
KSA's retail channel grew with a CAGR of 1.8% during 2017-2021 and flourished during the COVID-19 pandemic when HORECA channel contributed minimally towards the sales.



■ Retail ■ HORECA

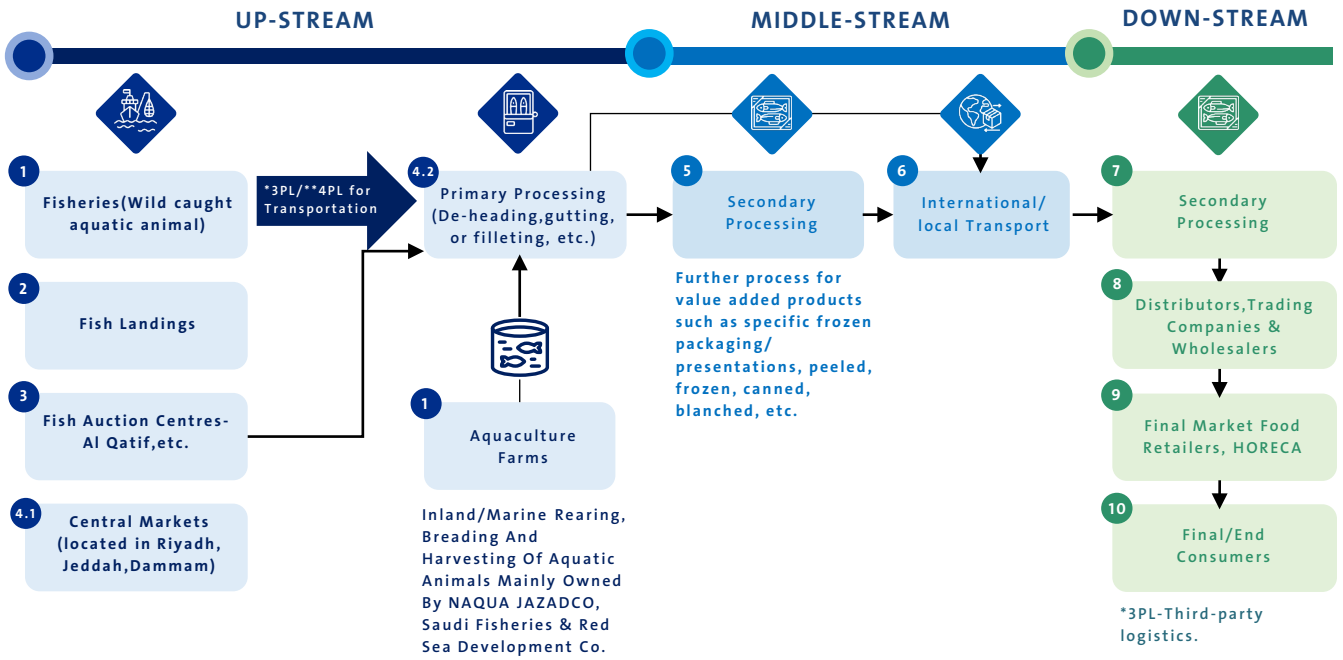
INDUSTRY OUTLOOK

The consumption demand in KSA is majorly driven by growth in the Local aquaculture production along with increasing demand from HORECA and Modern Trade within KSA. While the per capita consumption remains almost stable, population growth will boost the total market demand.

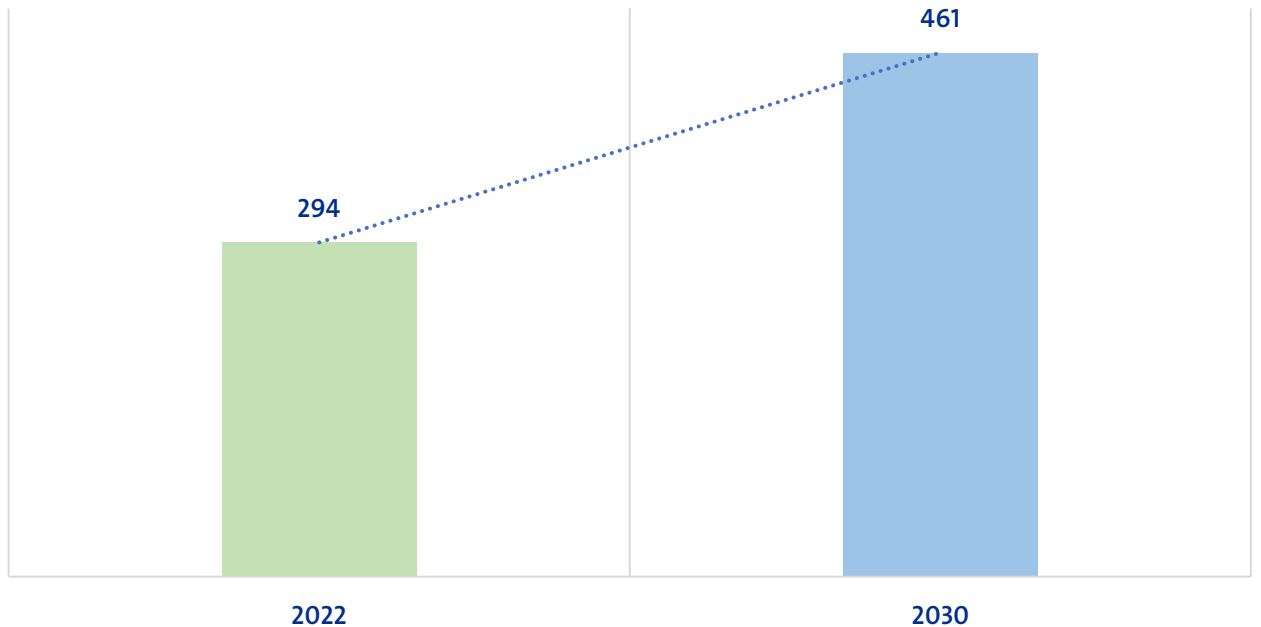


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SUPPLY CHAIN OVERVIEW



Local demand in KT (2022 – 2030)





Thank you!

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