

## BUSINESS AREA 4



### Aquaculture

Aquaculture, following its solid development in the Region of Murcia in the 80's, has established itself as an industry with significant business opportunities after exponential growth over the years.

Although a number of species are cultivated in the region, in terms of revenue the main ones are seabream, seabass and bluefin tuna. The first two are produced in a closed cycle, whereas tuna production is based on capturing fish out in the Mediterranean Sea so that they can be bred and fattened. Mollusk and maigre production is also somewhat important.

Aquaculture has become so relevant in the Region of Murcia, that the construction of a new specialized industrial park is being considered. The new premises would be the fourth of this kind after the ones in San Pedro del Pinatar, Portmán and Águilas. It is important to mention that the region has a sectoral management plan and strategic plan, providing investors with certainty and stability.

In Spain, aquaculture turnover amounts to € 530 million, of which over 20% are

contributed by Murcia. If that comparison is made with a high added value species such as bluefin tuna, Murcia is simply way ahead of any other region, accounting for almost 80% of the Spanish production.

These figures are spectacular considering the small size of the region in relation to the rest of the country. A number of reasons behind Murcia's large aquaculture production are its significant business network development, investment efforts and water quality. These aspects, together with swell cycles favoring different temperatures and nutrients, make Murcia an ideal place for producing multiple species. Furthermore, there are many well-equipped fishing ports as well as a modern transport network by road, sea and air that facilitates rapid distribution of perishable products such as fish.

A complete network of infrastructures has developed in parallel to this industry, as well as auxiliary sectors that market cages, nets, water treatment equipment, antifouling products and feed. The growth potential of the Murcian Aquaculture industry is remarkable, especially considering the increase in world population foreseen by FAO: 10 billion people worldwide in the 2030-2040 decade. Aquaculture, in addition to being an important source of proteins to feed people, generates wealth and employment and makes a smart use of water.



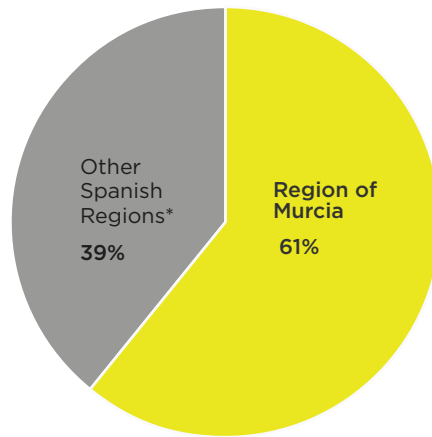
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Murcian sales of bluefin tuna amount to €64 million, that is nearly 80% of Spain's total for this fish (€83 million)

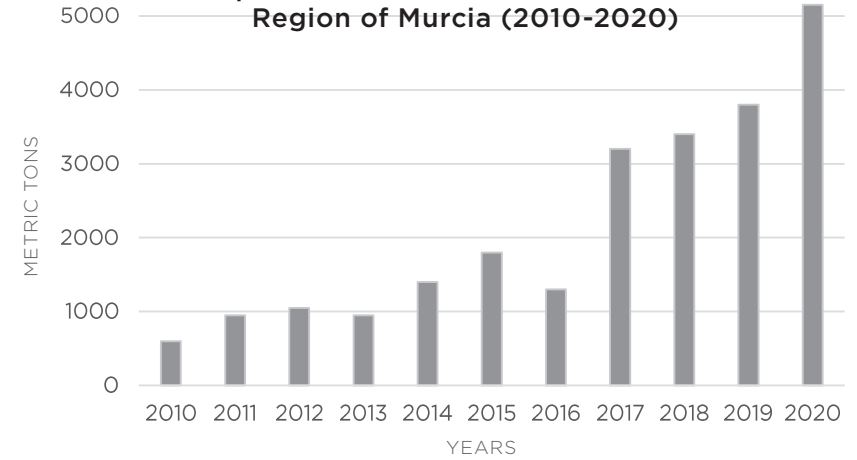
**Aquaculture Bluefin Tuna Production in Spain (2010-2020)**



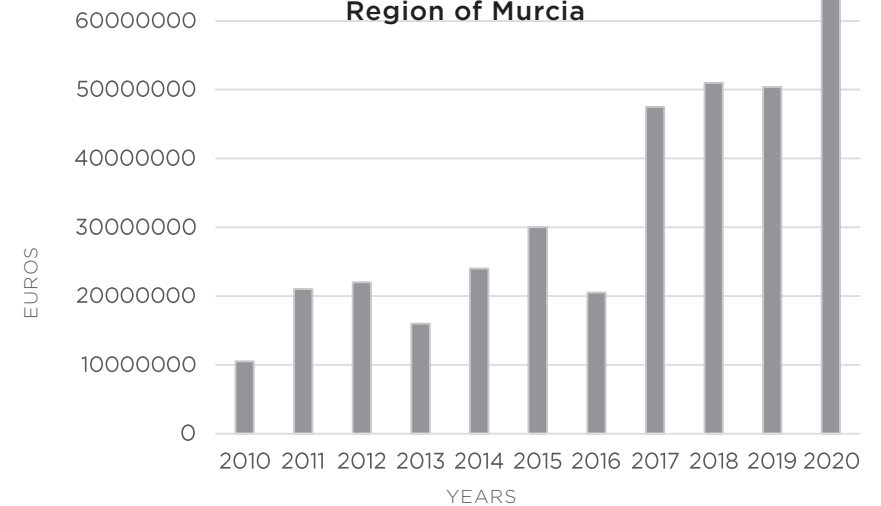
\*Mainly Andalusia and Catalonia

Source: Spain's Department of Agriculture, Fisheries and Foodstuff

**Aquaculture Bluefin Tuna Production Region of Murcia (2010-2020)**



**Aquaculture Bluefin Tuna Turnover Region of Murcia**



### INDUSTRY HIGHLIGHTS

**Culmarex**, owned by **Cooke Aquaculture** (Canada), has a €124 million turnover, nearly a third of the country's total. Culmarex is a market leader in the production of seabream and seabass, followed by the company **Doramenor**. These two firms account for nearly 60% of Spain's market share.

With regards to bluefin tuna, **Ricardo Fuentes** (€24 million) and **Bersolaz Spain** are important companies not only in the Region, but also in Spain, Europe and worldwide (mainly Japan). The same with maigre production in Spain, led by Murcia with 56% of the country's total.

The Murcian Aquaculture industry produces over 11,000 metric tons and creates 500 direct jobs and thousands of indirect jobs.