



ABOUT NOREBO

FOUNDED IN 1997,
NOWADAYS NOREBO IS
ONE OF THE LARGEST
HARVESTING COMPANIES
IN THE WORLD AND THE
LEADER IN SEA
FROZEN FILLETS
PRODUCTION IN RUSSIA

NOREBO 成立于 1997 年,如今是世界上最 大捕捞公司之一,也 是俄罗斯海域冷冻鱼 片生产领导者 Norebo consists of: Norebo由以下公司组成:

Harvesting companies: (捕捞公司)

In the north-west (Murmansk) and in the Far East of Russia (Petropavlosk-Kamchatsky, Vladivostok, Sakhalin).

俄罗斯西北 (摩尔曼斯克)及远东 (堪察加彼得巴甫洛夫斯克、海参崴、萨哈林)

Production and infrastructure: (生产设施)

Fish processing factory in Murmansk, packing and distribution factory in Klin (Moscow region), canned fish factory in Kaliningrad region, sea container terminal in Petropavlosk-Kamchatsky and Murmansk, Shippard, Shipping and Reefer transportation company.

摩尔曼斯克鱼类加工厂、克林(莫斯科地区)包装和配送工厂、加里宁格勒地区鱼罐头厂、堪察加彼得巴甫洛斯克和摩尔曼斯克海运集装箱码头、造船厂、航运和冷藏运输公司。

Sales companies: (销售公司)

Norebo RU.

Norebo does business with partner companies: (伙伴公司业务)

Partner companies in Europe, Hong-Kong and Africa. 欧洲、香港及非洲伙伴公司

Own fleet: (自有船队)

Consists of more than 50 medium tonnage and heavy capacity fishing vessels超过超过50艘中等吨位和重型渔船

Distant fishing ground: (远洋捕捞及地区)

Norebo is the only Russian company catching in distant fishing ground, under Russian government granted quota: Norebo是俄罗斯政府授权配额、唯一进行远洋捕捞的俄罗斯公司

- Morocco 摩洛哥
- South Pacific (Chile) 南太平洋(智利)
- South Atlantic (Antarctida) 南大西洋(南极洲)

ABOUT NOREBO

Norebo is №1 company for cod and haddock harvesting in theworld.

We catch between 80-130K of Atlantic cod,

20-30K of Haddock and 170-200K of Alaska pollock annually.

The leader in the production of sea frozen fillets in Russia.

Pelagic species such as: Mackerel, Herring, Horse Mackerel, Sardine annual catch 320-350K

Norebo 是世界第一大鳕鱼和黑线鳕捕捞公司,每年捕捞 8-13万吨大西洋鳕鱼,2-3万吨黑线鳕和 17-20万吨阿拉斯加狭鳕,俄罗斯海域冷冻鱼片生产领导者。

中上层鱼类,例如:鲭鱼、鲱鱼、竹荚鱼、沙丁鱼,年捕捞量 32-35万吨。

NOREBO invests into shipbuilding to replace old vessels with modern ones: these vessels boast superior design, innovative engineering solutions and high-tech equipment, all of which Norebo deems vital for ensuring high quality fish processing, the highest levels of safety, and comfortable conditions for the crew.

NOREBO 投资造船业,用现代化船舶取代旧船:这些船舶拥有卓越的设计、创新的工程解决方案和高科技设备,Norebo 认为所有这些对于确保高品质鱼类加工、最高水平的安全性和船员舒适的生活条件至关重要。





NOREBO GLOBAL OPERATIONS Norebo 全球捕捞作业



△ FISHING GROUNDS 渔场 The North-East Atlantic 东北大西洋 The North-West Atlantic 西北大西洋

> The Central-East Atlantic 中东大西洋

The North-West Pacific 西北太平洋

The South-East Pacific 东南太平洋

HARVESTERS 捕捞地区

1. Murmansk 摩尔曼斯克

2. Petropavlovsk-Kamchatsky

堪察加彼得巴甫洛夫斯克

SHORE BASED OPERATIONS

■ 岸基作业 Borealis factory

in Minkino

明基诺北欧工厂

Borealis factory in Klin Canned fish production complex

克林北欧工厂鱼罐头生 产基地

Shipyard Otradnoe in Saint-Petersburg

圣彼得堡 Otradnoe 造船厂

LOGISTICS 物流

Arctic shipping reefer transportation company in Saint-Petersburg

圣彼得堡北极航运冷藏运输公

Seroglazka container terminal in Kamchatka

堪察加半岛 Seroglazka 集装 箱码头

> Udarnik container terminal in Murmansk

摩尔曼斯克 Udarnik 集装箱码

■ SALES OFFICES 销售办公地

- 1. Saint-Petersburg 圣彼得堡 1. Maidenhead 梅登黑德
- 2. Moscow 莫斯科
- 3. Murmansk 摩尔曼斯克
- 4. Vladivostok 海参崴

PARTNER COMPANIES 伙伴公司

- 2. Velsen 费尔森
- 3. Berlin 柏林
- 4. Las Palmas de Gran Canaria 拉斯帕尔马斯
- 5. Hong-Kong 香港

俄罗斯鱼粉鱼油生产 · Geography of operation 捕捞作业地理位置



RUSSIA PRODUCTION OF FISHMEAL AND OIL 俄罗斯鱼粉鱼油生产

SPECIES FOR REDUCTION (NORTH ATLANTIC/ MOROCCO-MAURITANIA/S.PACIFIC) 用于生产鱼类品种 (北大西洋/摩洛哥-毛里塔尼亚/南太平洋)



South

Pacific

南太平洋

用于生产鱼类品种

加工方式

加工类型/原料类型

Species for reduction

Blue Whiting 蓝鳕鱼

Mack/Herr 鲭鱼/鲱鱼

Cod/Haddock 鳕鱼/黑线鳕

West Africa small 西非小型中上层鱼类 pelagic South Pacific Chile HM, Mack 南太平洋智利

竹荚鱼、鲭鱼

Processing

production on board

production on

board

production on

board

production on

board

production on

board

工船加工

type of processing/ Type of raw material

Whole Round target species

全程整鱼

trimming, whole round

broken fish

全程破损鱼

trimmings after processing

HG and fillets 去内脏和切片 后边角料

by-product, whole round

broken fish

whole round broken fish, by-

catch, small fish 全程破损鱼, 捕捞副产品,

俄罗斯鱼粉鱼油生产

North Pacific

北太平洋

• RUSSIAN FAR EAST 俄罗斯远东

OKHOTSK SEA 鄂霍次克海 BERING SEA 白令海 KURIL ISLANDS 千岛群岛 JAPANESE EEZ (PACIFIC SIDE)

日本专属经济区(太平洋一侧)

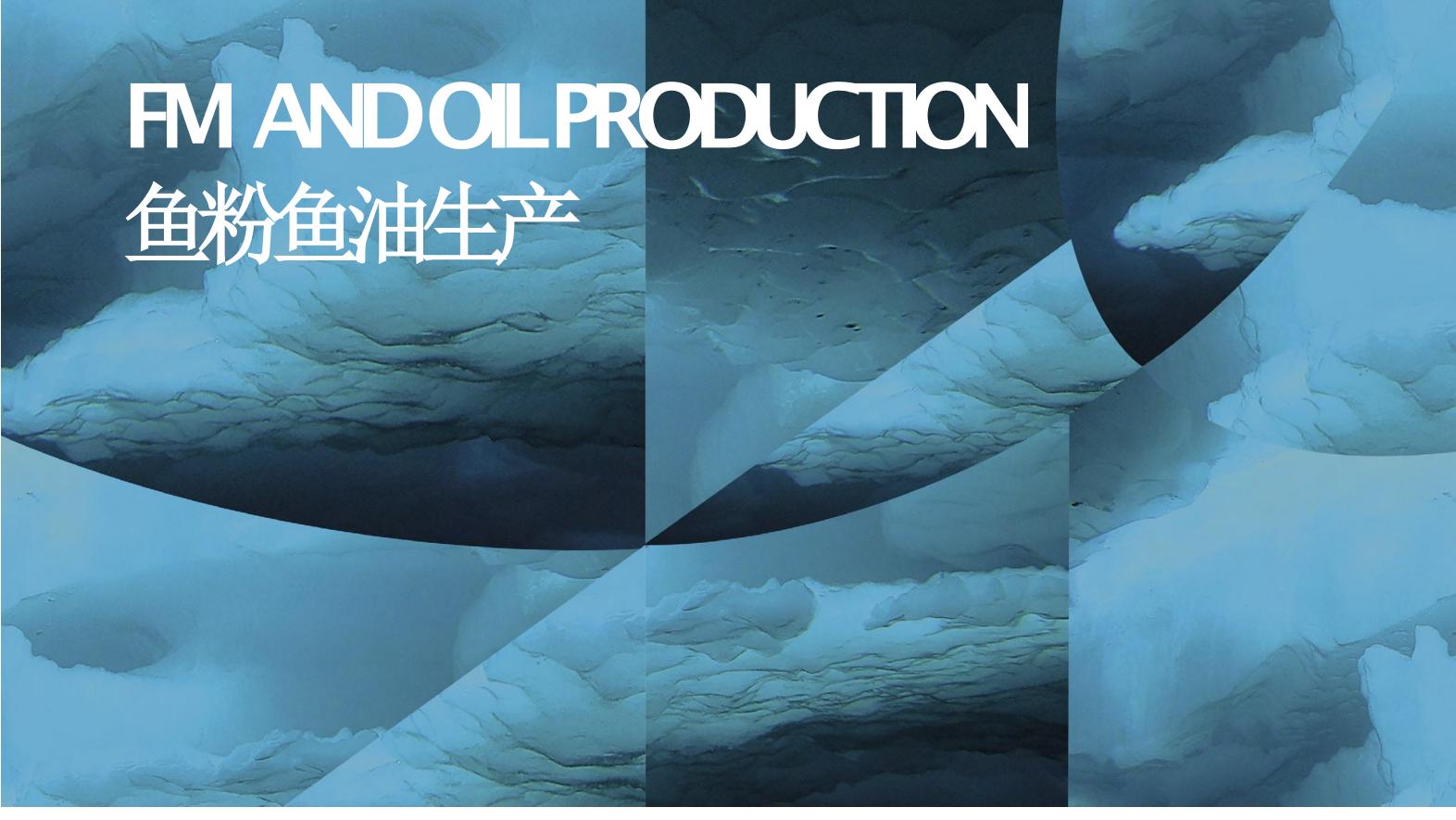
俄罗斯鱼粉鱼油生产

North Pacific

北太平洋

- SPECIES FOR REDUCTION (FAR EAST LAND FACTORIES)
- 用于生产鱼类品种 (远东陆地工厂)

用于生产鱼类品种	加工方式	加工类型/原料类型
Species for	Processing	Processing/ Type of raw
reduction		material
Alaska Pollock	land factories	trimmings after processing
阿拉斯加狭鳕鱼	陆地工厂	HG and fillets 去内脏和切片后边角料
Pacific sardine	land factories	Whole Round target
太平洋沙丁鱼	陆地工厂	species 全程整鱼
Pacific salmon	land factories	trimmings after processing
太平洋鲑鱼	陆地工厂	HG and fillets 去内脏和切片



按鱼类品种划分西部鱼粉产量

West production FM by species

		2019	2020	2021	2022	2023*
鳕鱼/黑线鳕	A.Cod/Haddock	7,379	7,131	6,753	8,015	7,000
蓝鳕鱼	Blue Whiting	2,885	3,489	4,842	4,795	4,600
其他	Other	23	4	737	1,235	1,300
		10 287	10 624	12 332	14 045	12 900



Russia West production FM 俄罗斯西部鱼粉产量 10,000 5,000 2019 2020 2021 2022 2023* 鳕鱼/黑线鳕 ■ A.Cod/Haddock ■ Blue Whiting 蓝鳕鱼

生产商排名 百分比

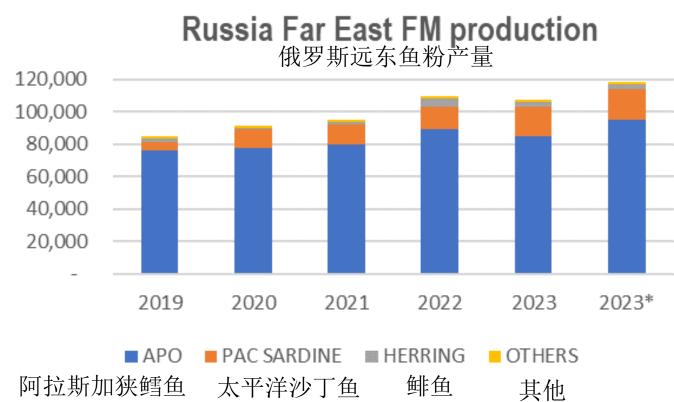
TOP PRODUCERS	% of total
NOREBO	60%
Balance is spread	
b/ween many companies	40%

其他公司间分配

• FAR EAST ONBOARD BY SPECIES 远东工船加工品种

	SPECIES 品种	2019	2020	2021	2022	2023	2023*
阿拉斯加狭鳕鱼	APO	76,421	77,857	79,575	89,576	84,764	95,000
太平洋沙丁鱼	PAC SARDINE	5,102	11,161	12,338	13,707	18,490	19,000
鲱鱼	HERRING	2,155	1,067	1,841	4,609	2,658	2,700
其他	OTHERS	1,270	1,494	1,664	1,674	1,502	1,550
总计	Total	84,949	91,579	95,418	109,566	107,414	118,250







• FAR EAST ONBOARD FM 远东工船生产鱼粉

鱼粉生产商前7排名

TOP 7	producers	of FM
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RFC	20%	7 companies
PILENGA/GIDROSTROY	19%	represent 90% of
NOREBO	19%	total FM production
OKEANRYBFLOT	13%	in FAR EAST
SIGMA	12%	远东地区7家公司
DOBROFLOT	4%	鱼粉产量占比90%
NBAMR	3%	

产量占比

PERCENTAGE OF TOTAL

90%

• FAR EAST LAND FACTORIES 远东陆地工厂



远东陆地工厂鱼粉产量	2019	2020	2021	2022	2023
Land Far East	N/A	5,000	5,000	12,000	20,000

MAIN PLAYERS 主要生产商

位置位置	公司	鱼类品种
LOCATION	Company	SPECIES
	PILENGA/	APO/

南千岛群岛	YUZHNO-KURIL	APO/	阿拉斯加狭鳕鱼/沙丁鱼
	KOMBINAT	SARDINE	

阿拉斯加狭鳕鱼/沙丁鱼

Petro-Kamchatskiv	KZ LENINA	APO	阿拉斯加狭鳕鱼

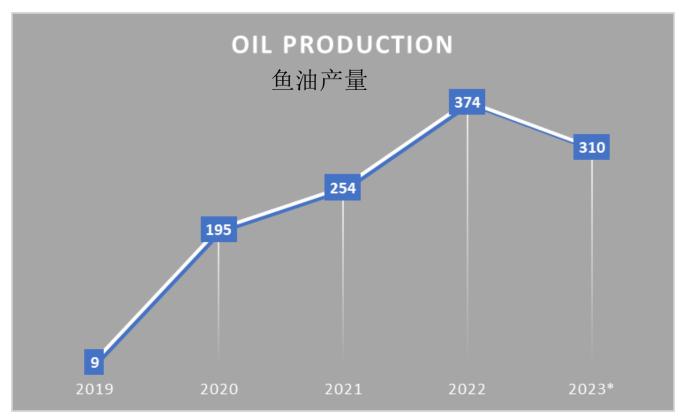
堪察加彼得巴甫洛夫斯克

RUSSIA PRODUCTION OF FISH OIL 俄罗斯鱼油生产

• NORTH ATLANTIC/ MOROCCO-MAURITANIA OIL PRODUCTION 北大西洋/摩洛哥-毛里塔尼亚鱼油产量







头部生产商品种

Top Producer	Species	
GROUP FOR	55% Mackerel trimming	55%鲭鱼边角料
NOREBO	45% Cod/Haddock	45%鳕鱼/黑线鳕

North Pacific

北太平洋

RUSSIA PRODUCTION OF FIS OIL 俄罗斯鱼油生产

• FAR EAST ONBOARD OIL PRODUCTION BY SEPCIES 远东工船按品种生产鱼油

2022 2019 2020 2021 2023 681 557 186 896 1,051 阿拉斯加狭鳕鱼 **APO SARDINE** 1,079 1,368 2,406 6,069 沙丁鱼 3,302 7,120 总计 681 1,636 1,555 TTL

With the progress of renewing fleet, the production of Alaska Pollock Oil will continue.

随着船队更新,阿拉斯加鳕鱼油生产将持续下去。

毎油产量
FISH OIL PRODUCTION

8,000
4,000
2,000
2,000

Mi 新加速館角

APO SARDINE 沙丁鱼

Production of Sardine Oil will also continue with installation of Oil separation lines on board of existing fleet

沙丁鱼鱼油生产也将持续下去,在现有船队上安装鱼油分离生产线

RUSSIA PRODUCTION OF FISH OIL 俄罗斯鱼油生产



· FAR EAST LAND FACTORIES OIL PRODUCTION 远东陆地鱼油生产

We estimate that production of oil by <u>PILENGA/GIDROSTROY</u> and Y<u>KRK</u> in 2023 is about 7,000 mt, processing Alaska Pollock and Pacific Sardine

我们估计2023年 PILENGA/GIDROSTROY 和 YKRK 鱼油产量约为 7,000吨,加工阿拉斯加狭鳕和太平洋沙丁鱼。

We expect further increase of production in South Kuril by these two companies as well as several new participants, which invest in land processing in South Kurils.

我们预计这两家公司以及在南千岛群岛投资陆地加工的几家新公司将进一步增加当地的产量。



俄罗斯鱼粉鱼油生产

NORTH ATLANTIC MOROCCO-MAURITANIA SOUTH PACIFIC 北大西洋/摩洛哥-毛里塔尼亚/南太平洋



100% of production of **FM** and **OIL** in the West part is supplied to Russia domestic market

西部鱼粉鱼油产量百分之百供应俄罗斯国内市场



Reasons:

Proximity to aquafeed and agree feed markets in West part of Russia and good demand in Russian West

原因:

靠近俄罗斯西部水产饲料和其他饲料市场,西部需求旺盛

俄罗斯鱼粉鱼油生产

• RUSSIAN FAR EAST 俄罗斯远东

90% of production of **FM** from FAR EAST is exported:

远东90%鱼粉产量出口至:

- China is the main market 中国主要市场
- Japan takes 2,000-3,000 mt annually 日本每年2-3千吨
- Korea takes around 500 mt annually 韩国每年5百吨

<u>Oil</u> is a developing item, and export market in 2022 was less attractive, than Russian domestic, that's why less export and more sales to Russia.

鱼油是一个开发中的项目,2022的出口市场吸引力不如俄罗斯国内市场,这就是为什么出口少俄罗斯国内销售高。

2023 shows different market conditions, so export was dependent on MOA license availability, if MOA is in place then Oil is exported to China.

2023年市场状况改变,出口取决于农业部许可证,如果有许可证,则可以出口至中国。

Other markets are still under trial, like export to Chile or South Asian Countries. 其他市场仍在试验中,例如出口到智利或南亚国家。





RUSSIAN FAR EAST QUALITY PARAMETERS: FM APO 远东质量参数: 阿拉斯加狭鳕鱼鱼粉



- Trimmings after HG processing 去内脏边角料
- Trimmings after Fillets processing 去鱼片后边角料



去内脏边角料

去鱼片后边角料

		HG type	Fillets type
粗蛋白质	Crude Protein	60-62%	64-66%
湿度	Moisture	6-8%	6-8%
脂肪	Fat	6-8%	6-8%
灰分	Ash	20-25%	20-25%
挥发性盐基氮	TVN	50-70	50-70

RUSSIAN FAR EAST QUALITY PARAMETERS: FM SARDINE 俄罗斯远东质量参数:



Fresh catch reduction as Whole Round 全程新鲜捕捞生产

	整鱼	Round fish
粗蛋白质	Crude Protein	65-67%
湿度	Moisture	6-8%
脂肪	Fat	10-13%
灰分	Ash	12-15%
挥发性盐基氮	TVN	50-70

North Pacific

北太平洋

粗脂肪(

RUSSIA PRODUCTION OF FISH OIL 俄罗斯鱼油生产

RUSSIAN FAR EAST QUALITY PARAMETERS: OIL SARDINE

俄罗斯远东质量参数:长头小沙丁鱼

Fresh catch reduction as Whole Round 全程新鲜捕捞生产

	分析项目 .	单位	测试结果	分析方法
	Item of analysis	Unit	Test result	Method of analysis
	湿度 Moisture(135C',2hr)	%	0.18	AOAC 930.15
旨肪 (乙醚提耳	又物) Crude Fat(Ether extract)	%	98.43	AOAC 2003.05
	镁 Mg, Magnesium	ppm	127.58	AOAC 990.08
	磷 P. Phosphorous	ppm	24.00	AOAC 990.08
酸价()	脂肪) Acid Value(on fat)	mgKOH/g	1.22	AOCS Cd 3d-63
欧米伽3脂	肪酸 Omega-3 fattyacids	%	28.54	AOCS Ce 1b-89
过氧	〔化值 Peroxide Value	meq/Kg	14.40	AOCS Cd 8-53
游离脂肪酸	Free fatty acids(as oleic, on fat)	%	0.61	AOCS Cd 3d-63
不溶解	杂质 Insoluble Impurity	%	0.03	AOCS Ca 3a-46
色	Degree of color(Lovibond)		11.70	AOCS Td 1A-64
	碘值 Iodine Value		179.17	AOAC 993.20
不皂	化物 Unsaponifiables	%	0.66	AOCS Ca 6b-53
饱和脂	肪酸 Saturated fattyacids	%	25.11	AOCS Ce1b-89
不饱和脂肪	方酸 Unsaturated fattyacids	%	69.13	AOCS Ce1b-89

EPA /DHA 18/11

RUSSIA PRODUCTION OF FISH OIL

分析项目

俄罗斯鱼油生产

RUSSIAN FAR EAST QUALITY PARAMETERS: OIL APO 俄罗斯远东质量参数:阿拉斯加鳕鱼鱼油

TRIMMINGS AFTER HG AND FILLETS (MAINLY LIVER) 去内脏和切片后的边角料(主要是肝脏)

分析方法

测试结果

	Item of analysis	Unit	Test result	Method of analysis
	湿度 Moisture(135C',2hr)	%	0.09	AOAC 930.15
粗脂肪(乙	醚提取物 ℃rude Fat(Ether extract)	%	99.99	AOAC 2003.05
	镁 Mg, Magnesium	ppm	118.46	AOAC 990.08
	磷 P, Phosphorous	ppm	8.38	AOAC 990.08
North Docific 酸位	价(脂肪) Acid Value(on fat)	mgKOH/g	0.54	AOCS Cd 3d-63
North Pacific 北太平洋	加3脂肪酸 Omega-3 fattyacids	%	19.60	AOCS Ce 1b-89
VIG/X 1 11	过氧化值 Peroxide Value	meq/Kg	19.91	AOCS Cd 8-53
游离脂肪酸 Free fatty acids(as oleic, on fat)		%	0.27	AOCS Cd 3d-63
不消	容解杂质 Insoluble Impurity	%	0.05	AOCS Ca 3a-46
	色度 Degree of color(Lovibond)		5.90	AOCS Td 1A-64
碘值 Iodine Value			147.23	AOAC 993.20
	%	0.70	AOCS Ca 6b-53	
饱和脂肪酸 Saturated fattyacids		%	16.72	AOCS Ce1b-89
不饱和	和脂肪酸 Unsaturated fattyacids	%	78.50	AOCS Ce1b-89

単位

EPA / DHA 13/6



俄罗斯鱼粉鱼油生产

• NORTH ATLANTIC/ MOROCCO-MAURITANIA/ S.PACIFIC 北大西洋/摩洛哥-马 里塔尼亚/南太平洋



A.COD AND HADDOCK IS MSC CERTIFIED

鳕鱼和黑线鳕MSC认证

BLUE WHITING IS NOT CERTIFIED AND NOT IN THE PIF PROGRAMM. NOREBO IS PLANNING CERTIFICATION OF ITS OWN OPERATION FOR **FRIEND OF THE SEA** (FOS)

蓝鳕鱼未认证,不在PIF计划中。Norebo计划对自身捕捞作业进行FOS认证MOROCCO-MAURITANIA OPERATION IS NOT UNDER CERTIFICATION PROGRAMM

摩洛哥-马里塔尼亚捕捞作业不在认证计划下

SOUTH PACIFIC OPERATION: NOREBO IS THE SOLE QUOTA HOLDER GRANTED BY SPRFMO TO RUSSIAN GOVERNMENT. NOREBO OPERATION IS CERTIFIED BY FRIEND OF THE SEA (FOS)

南太平洋捕捞作业: Norebo是专属配额拥有者,由南太平洋地区渔业管理组织授权于俄罗斯政府;其捕捞作业有FOS认证



俄罗斯鱼粉鱼油生产



RUSSIAN FAR EAST 俄罗斯远东

ALASKA POLLOCK FISHERIES: CERTIFIED BY MSC

阿拉斯加狭鳕鱼渔业: MSC认证

PACIFIC HERRING: NOREBO IS CERTIFED BY **FRIEND OF THE SEA** (FOS)

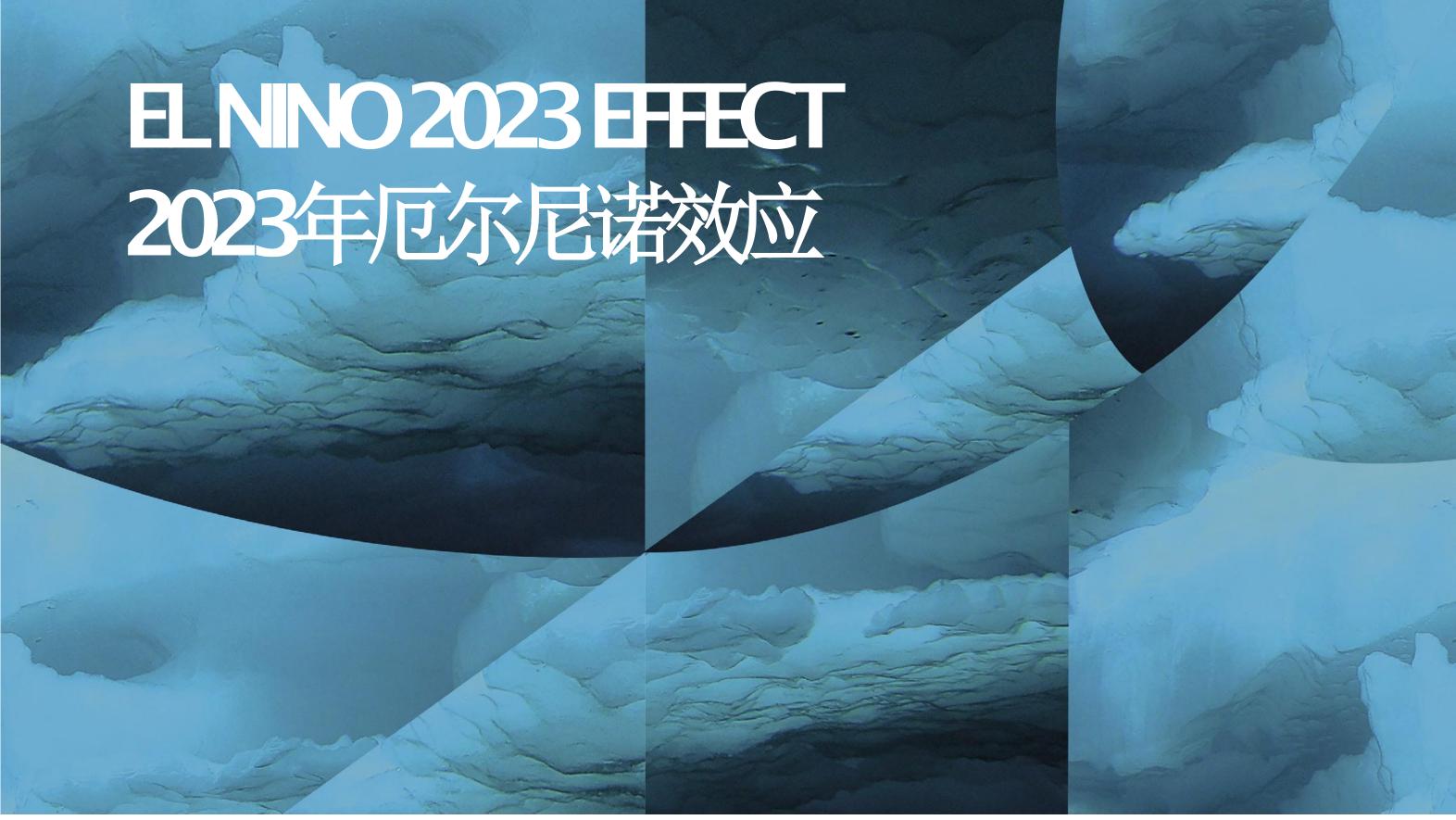
太平洋鲱鱼: FOS认证

PACIFIC SARDINE: NOREBO IS CERTIFED BY **FRIEND OF THE SEA** (FOS)

太平洋沙丁鱼: FOS认证

PACIFIC MACKEREL: NOREBO IS CERTIFED BY **FRIEND OF THE SEA** (FOS)

太平洋鲭鱼: FOS认证



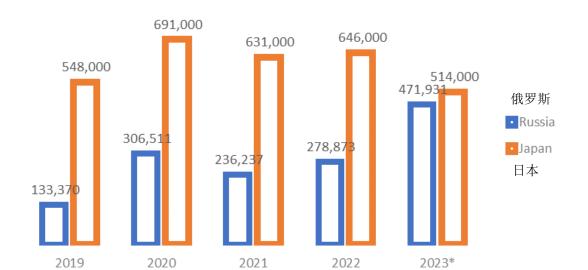
俄罗斯鱼粉鱼油生产

RUSSIAN FAR EAST 俄罗斯远东



太平洋沙丁鱼捕捞量

Catch Pacific Sardine



Short supply of FM&Oil from Peru triggered Chinese fishmeal plant in Liaoning and Shandong to start buying frozen Pacific Sardine from Russian Fleet, to process into fishmeal and oil.

秘鲁鱼粉鱼油供应短缺,辽宁和山东鱼粉厂从俄罗斯采购冻沙丁鱼生产鱼粉鱼油。

Good demand for frozen sardine induced Russian vessels to relocate the fleet for Sardine fishing. Hydrologic conditions in North-West Pacific during summer-autumn have been favorable for high level stock of sardine.

冻沙丁鱼良好需求促使俄罗斯方面重新部署沙丁鱼捕捞船队。 夏秋季西北太平洋 水文条件有利于沙丁鱼大量繁殖。

Russian Fleet has caught record high quantity of sardine in 2023, comparable to annual catch of Japan. By Nov 2023 Russia 471K vs Japan 514K.

2023年,俄罗斯船队捕捞沙丁鱼数量创历史新高,与日本捕捞量相当。截至2023年11月,俄罗斯捕捞47.1万吨,日本捕捞51.4万吨。

俄罗斯鱼粉鱼油生产



RUSSIAN FAR EAST 俄罗斯远东

We estimate that around 200,000 mt frozen sardine will be landed to Dalian/Qingdao to be processed into FM and OIL till end Dec 2023.

估计到2023年12月底有20万吨冻沙丁鱼达到大连和青岛用于生产 鱼粉鱼油

Estimated production FM&OIL by fishmeal plants processing Russian frozen Sardine 俄罗斯冻沙丁鱼鱼粉鱼油估计产量:

- FM apprx 44,000 mt 鱼粉产量约4.4万吨
- OIL apprx 30,000 mt 鱼油产量3万吨



NOREBO KRILL 4

NOREBO IS LAUNCHING A NEW PROJECT: ANTARCTIC KRILL

THE OPERATION STARTS IN JANUARY 2024

❖ VESSEL: TRAWLER-FREEZER "KOMANDOR"

❖ LENGTH OVERALL: 121.4M

❖ BREADTH: 18.5M

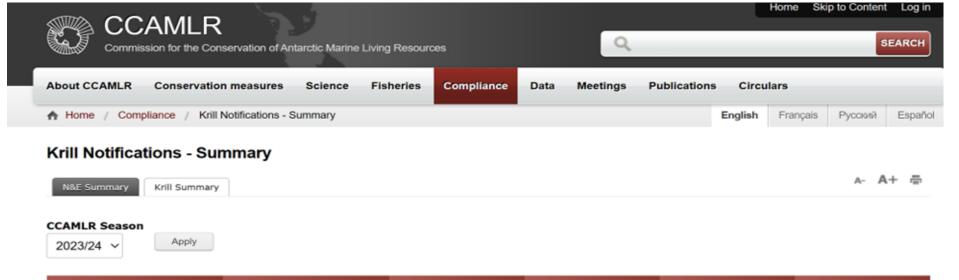
❖ GROSS TONNAGE: 8913

❖ DEADWEIGHT: 4065TN

EQUIPPED WITH ADVANCED MACHINERIES FOR PRODUCTION IN LARGE SCALES:

- FROZEN KRILL
- KRILL MEAL
- KRILL OIL





"KOMANDOR" IS IN THE
LIST OF APPROVED VESSELS
FOR CATCHING ANTARCTIC
KRILL (CCAMLR source)

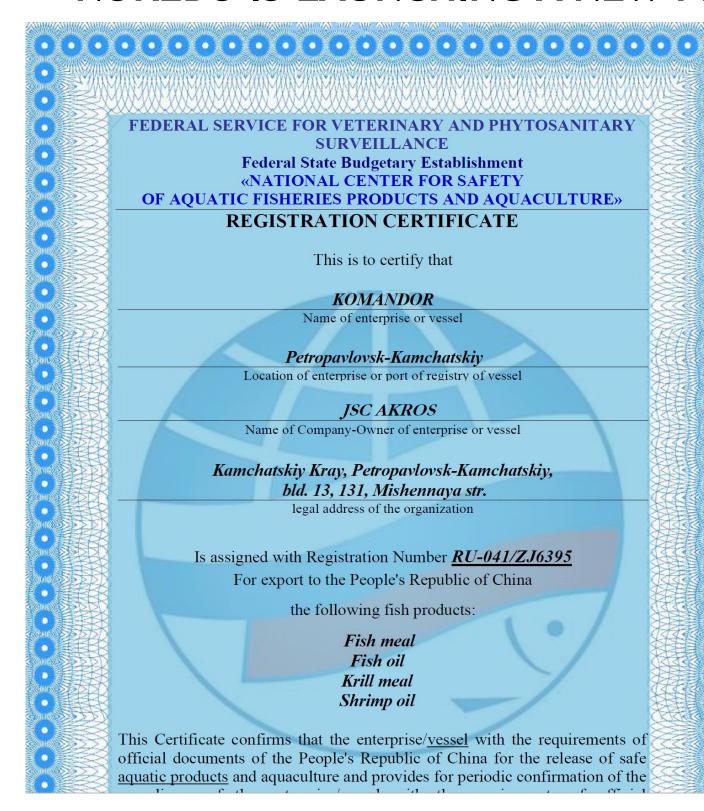
Vessel Name	Member	Subarea 48.1	Subarea 48.2	Subarea 48.3	Subarea 48.4
Antarctic Endeavour	Chile	N	N	N	
Fu Xing Hai	China	N	N	N	N
Long Fa	China	N	N	N	N
Hua Xiang 9	China	N	N	N	N
Shen Lan	China	N	N	N	N
Sejong	Korea, Republic of	N	N	N	
Sae In Champion	Korea, Republic of	N	N	N	
Sae In Leader	Korea, Republic of	N	N		
Antarctic Endurance	Norway	N	N	N	N
Jan Mayen	Norway	N	N	N	N
Antarctic Sea	Norway	N	N	N	N
Saga Sea	Norway	N	N	N	N
Komandor	Russian Federation	N	N	N	N
More Sodruzhestva	Ukraine	N	N	N	
Total Members Total Vessels		6 14	6 14	6 13	3 9
Total Withdrawn					-

FISHING QUOTA GRANTED BY RUSSIAN GOVERNMENT:

120,000NMT FOR YEAR 2024

^{*} Legend:

N - Notifia



VESSEL REGISTRATION FOR EXPORT TO CHINA (RU-041/ZJ6395)

- ☐ FISHMEAL
- ☐ FISH OIL
- ☐ KRILL MEAL
- ☐ SHRIMP OIL

KRILL MEAL IS PLANNED TO BE PRODUCED AS:

- ❖ FEED GRADE
- **❖** FOOD GRADE

NOREBO IS IN THE PROCESS OF APPLICATION TO OBTAIN MOA LICENSE FOR KRILL MEAL, EXPECT JAN 2024

OPERATION IS BEING APPROVED BY FRIEND
OF THE SEA (FOS)

Certificate No. LAFOS0017-2023-A
CERTIFICATE





PLS CONTACT ME FOR FURTHER ENQUIRIES

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