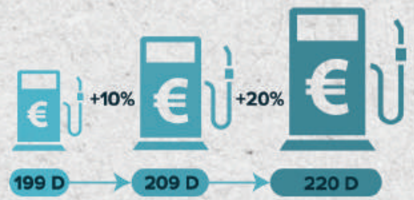
> Calculation of the average threshold of sea days' limit

o **Activity thresholds below which the balance of the flotilla can be disturbed**

• Financial situation of armaments in the short term

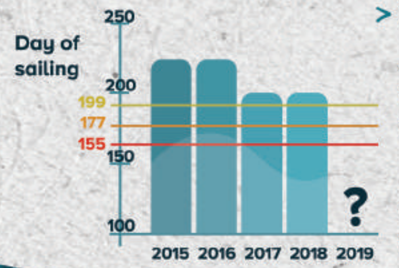
o **The impact of fuel price increasing**

• If the fuel price increases again, the break event points are undervalued. To remain profitable, flotilla would need to work more in terms of the number of the day.



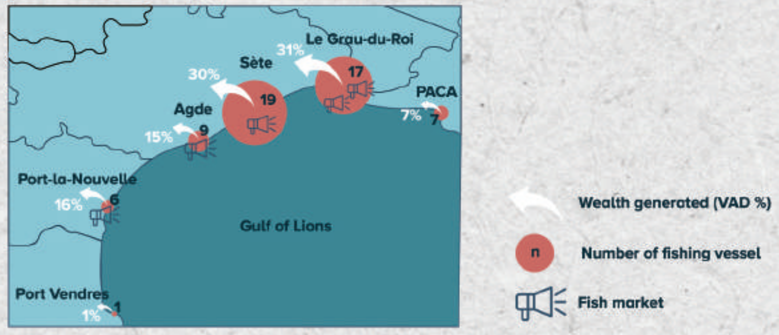
> Conclusions

• During the period of 2013-2015, a Mediterranean trawler generated an average **turnover of 548k€**
• **The loss of turnover for the fisheries companies is proportional to the reduction in the number of sea days;** but the Gross operating surplus decreases more
• The trawlers flotilla generates **€ 39 million** and represents about **640 employment** at sea and onshore
• A loss linked to a decreasing of sea days of 9% represents **€ 3.3 million**
• An increasing of more than 20% in the fuel's price would put the armaments in a very risky financial situation
• Depending on the season, a sea day may be more or less profitable



> Recommendations

• Limit the reduction of fishing effort year after year
• Consider the following items in the choice of management measures :
 - The operating profitability of armaments
 - Buying power of seamen
• Considering other ways for reducing fishing pressure (biological recovery, temporary cessation of activity, seasonal closures)



Distribution of trawlers, the fish market and marketing cooperatives, and the wealth created by the activity of the French Mediterranean trawlers (VAD in %)

• This infographic was produced as part of the GEPAC-MED project supported by AMOP.

• The data used to conduct this study are the fishing vessel production data collected from the DPMA and the economic data from the DCF, for the years 2013 to 2015.

For more information about GEPAC MED project related to this overview on the trawlers flotilla:

www.amop.fr
projet Gepac Med

The thanks:
This project could not have been carried out without the financial support of "France Filière Pêche" and the expertise of the 'Cellule Mer" in terms of the economic analysis of the fishing sector.

MER CAPACITÉS
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PROJECT RESULTS
GEPAC-MED

Management and sustainability of Mediterranean trawlers' activity

BOTTOM TRAWLING IN THE FRENCH MEDITERRANEAN IS

The cornerstone of a fishing sector on the Mediterranean facade

o 60 fishing vessels based in the 7 main ports from the Italian borders to the Spanish border

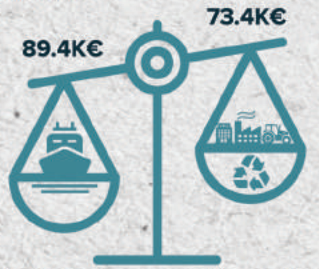
Characteristic-type
Average length: 22.72 m
Average age: 27 ans
The number of man on board: 4.3 ETP

o The reasoned practices

- The annual ceiling on fishing effort (number of limited days at sea)
- Tides less than 24 hours
- Fishing gear immersed less than 15 hours
- The ban on fishing during the weekend and national holidays

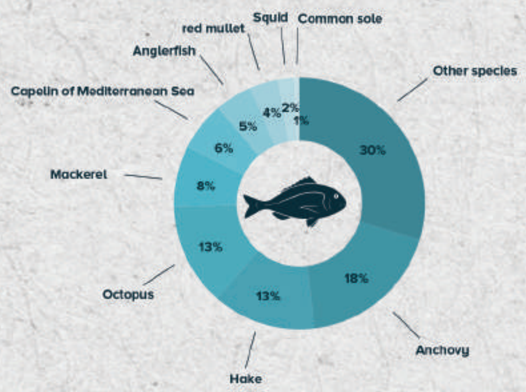
o Significant economic weight

- A turnover of € 96 million
- A GDP per head of € 89,5K, higher than the GDP average of all line of business in France



The fisheries sector | All activities sectors

o About sixty species caught largely on the continental shelf of the Gulf of Lions



o A structured and structuring activity for the territory, cornerstone of a whole sector

- Significant contributions to supply the market
- Auctions
- The wealth generated € 37.3 million split into three sections

Armament	Distribution	Products and services
49 %	25 %	26 %

o • The employment of sailors and ashore

250 seamen's jobs → 200 jobs in the port sector → 300 jobs in the rest of economy

- ETP= full time equivalent
- GDP= Gross domestic product
- EBE= Gross operating surplus
- CA= Turnover

But a fishery that faces difficulties

o About fifty different species fished every day but only two of them are the subjects of stock assessments by scientists

o Energy intensive's flotilla

- The fuel represents 40% of the armaments 'average expenditures

o A job that doesn't pull young people

- Wage vs the difficulties of the trade (work scheduling)

o Invariable costs regardless of the number of day activity

o Increasingly expanded regulations year by year

o Efforts that did not bear fruit.

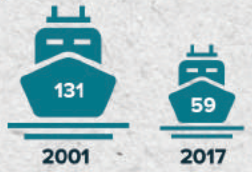
o Questions remain

o The current financial situation is not very favorable

- A low Gross operating surplus: About 73000, that is 1.5% of the average loan annuity for the flotilla
- On average 50% of storing in 2013-2015 to face hazard and anticipate future investments.
- Balanced economic situation in the short term but not sustainable.

o Disappearance of a large part of the flotilla.

- Change in number of the fishing vessels

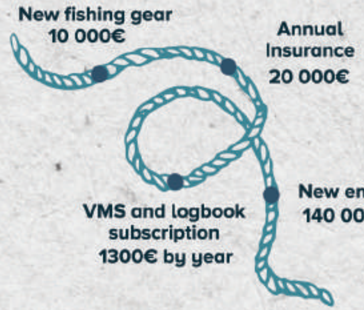


o • An aging flotilla

- High maintenance costs which represents 8% of the average expenditures

o The cost arising from armaments management

- An estimate of average prices



Management measures VS Sustainability of the activity

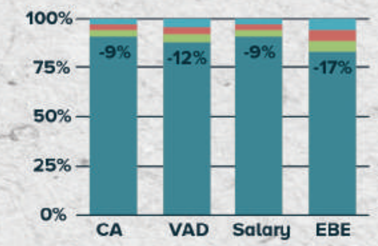
> Impact assessment of different scenarios for reducing fishing effort quotas.

o Reducing fishing effort quotas have direct economic consequences on armaments sector and through domino effect on the whole fishing sector.

o Armaments' impacts

- The loss of turnover for fishing companies are proportional to the reduction of sea days
- Gross value added and Gross operating surplus decreased more, respectively of -4% and -12% for the first indicator and -6% and 17% for the second
- The average wages decreased as well

Impact of the 3 scenarios of reduction of the number of sea days on the armaments (Percentage data, in average during 2013-2015)



o Impact on the fisheries sector

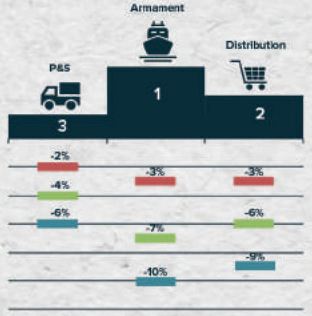
- The loss of the richness is proportionately for the armaments sector (3% to 10%) and lower for the goods and services suppliers branch (2% to 6%)

o 3 scenarios for reducing the number of sea days per fishing vessel tested

-3% | -6% | -9%

- Average 2013-2015
- -3% or 193 days at sea
- -6% or 187 days at sea
- -9% or 181 days at sea

Impact of the 3 scenarios of reduction of the number of sea days on the 3 sectors (as a% of the VAD compared to the 2013-2015 average)



- The potential loss of richness following the decreasing in the number of sea days would, depending on the case study, be between 1.4 and 4 million euros for the whole sector