

# HUON AQUACULTURE GROUP LIMITED

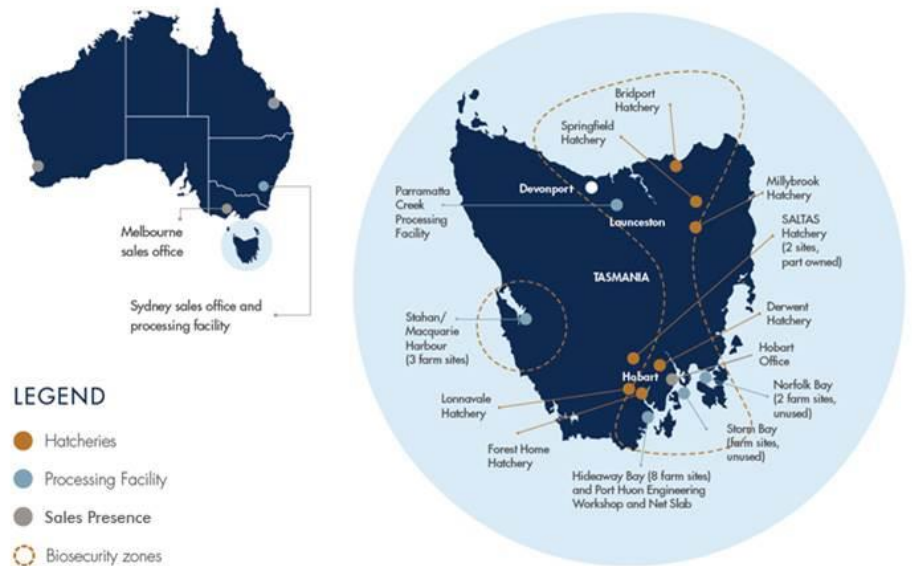
**AQUACULTURE WESTERN AUSTRALIA | STATE FORUM**

MAY 2016



# HUON AT A GLANCE

- Vertically integrated producer of Atlantic salmon and Ocean trout
- Annual production of 19,500 tonnes
- Growing regions in the South East and West Coast of Tasmania
- Employing approximately 550 people across Australia
- Majority of sales are HOG salmon to the wholesale market
- Primary Producer of the year at the 2015 National Seafood Industry Awards



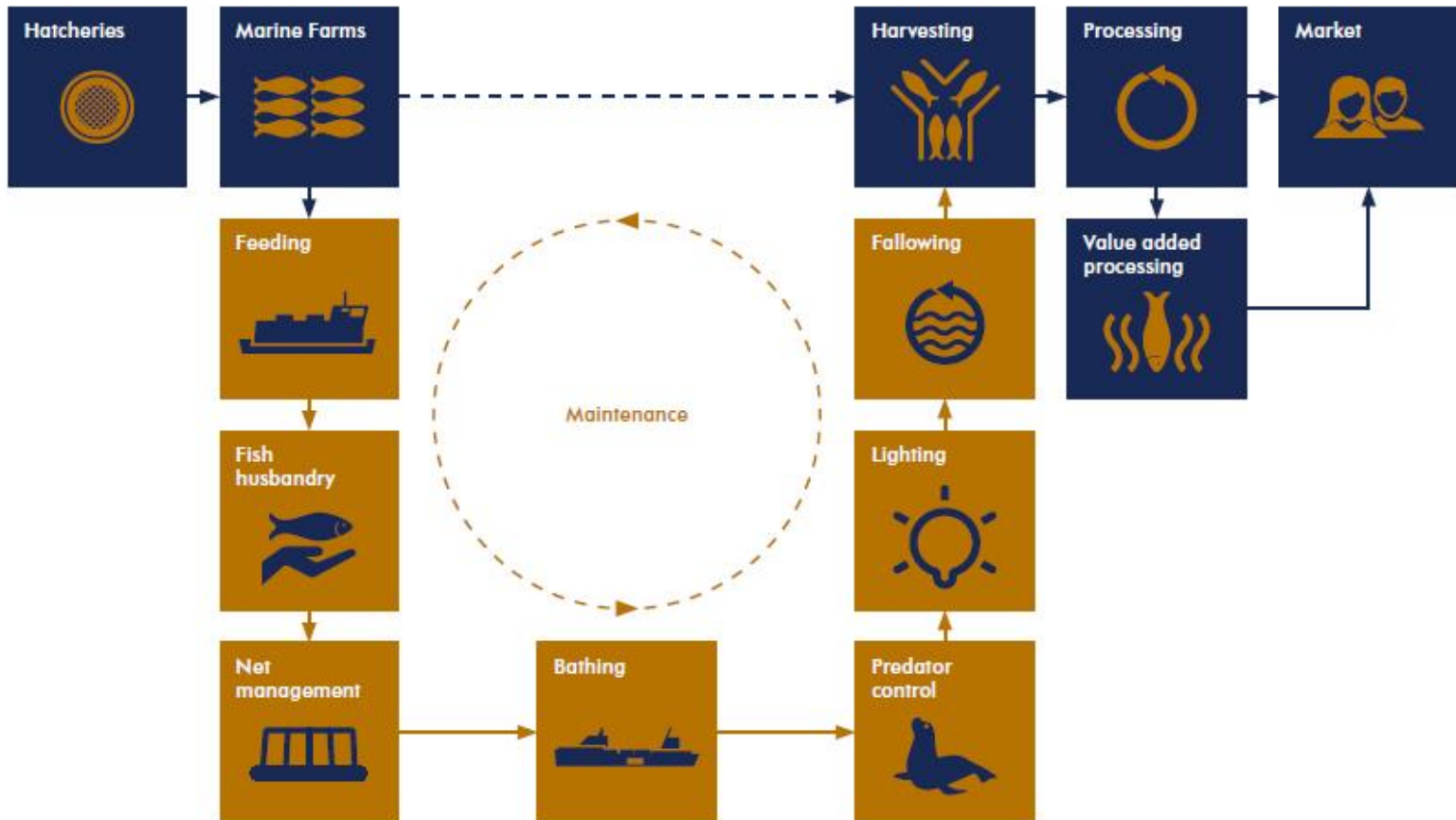


## OUR HISTORY

- Founded in 1986 by Peter and Frances Bender
- Still majority owners with hands-on roles in the business
- Only “original” pioneer still farming today
- Started as contract growers, launching the Huon brand in 2004
- Farmers not Fishers - Strong focus on animal husbandry, innovation and market led growth



# OUR OPERATIONS





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## HATCHERIES

- 3 "Springfield" Hatcheries
- 2 Saltas Hatcheries (part owned)
- Lonnavale Recirculation Hatchery
- Derwent Hatchery
- Forest Home Hatchery (new)

## MARINE FARMS

- Macquarie Harbour
- Southern Farms
  - Huon River and Channel
  - Storm Bay
  - Norfolk Bay

## PROCESSING FACILITIES

- Parramatta Creek
- New South Wales

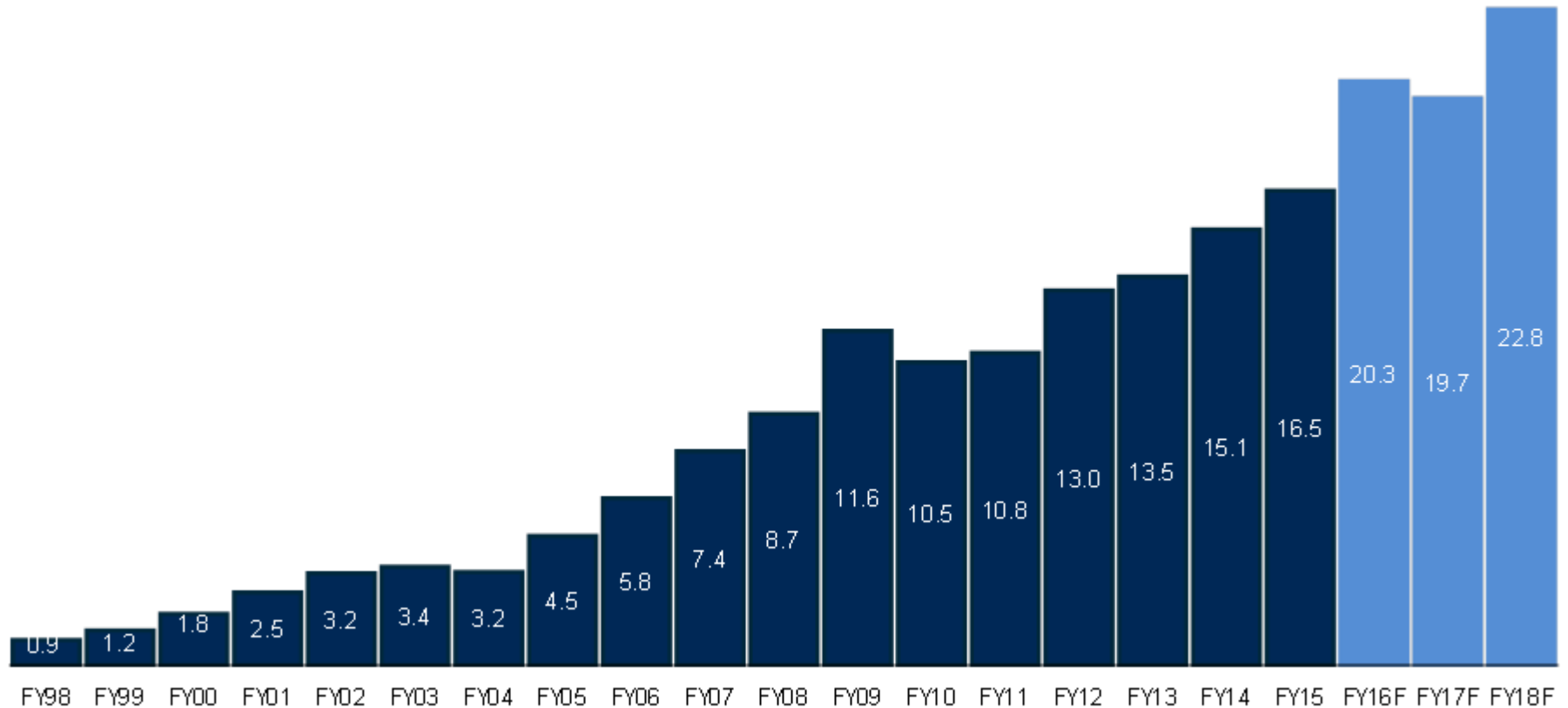
## OFFICES

- Hobart Head Office
- Melbourne Sales Office
- Sydney Sales Office



# PRODUCTION

## HUON HARVEST VOLUMES SINCE 1997





## WEST AUSTRALIA VS TASMANIA

- WEST AUSTRALIA
  - 20,781 km of coastline
  - SW Temperature Min 19 – Max 31°C
  - Species selected
    - Pearl Oysters
    - Yellowtail Kingfish
    - Barramundi
    - Prawns
    - Abalone
    - Mussels
    - Marron
    - Silver perch
    - Bream
    - Rainbow trout
    - Yabbies
    - Redclaw Crayfish
    - Murray Cod
    - Ornamentals
- TASMANIA
  - 4,882 km of coastline
  - SW Temperature Min 12 – Max 18°C
  - Species selected
    - Atlantic salmon
    - ~~Striped Trumpeter~~
    - ~~Southern Rock Lobster~~
    - Mussels
    - Pacific Oyster
    - Abalone





## WHY DID SALMON WORK FOR TASMANIA?

- Proven aquaculture species
  - High value – unique seafood product
  - Benefitted from around 10 years of culture elsewhere
    - Transfer of technology
    - Transfer of expertise
- Commitment from government to minimise risk to entrants, lower hurdle height and maintain control over initial industry development
  - Broodstock
  - Hatchery – juvenile production
  - On-growing demonstration/research farm
  - Ongoing research levy to fund pre-competitive research on “local” issues
  - Creation of the Fish Health Unit
- 14 Companies and individuals responded to call for Expressions of Interest





# WHAT CAN WEST AUSTRALIA DO?

- Pick a winner
  - Which species offers the least risk/best chance?
- Get community buy-in
- Focus all technical resources into reducing risk for commercial pioneers
  - Biosecurity
  - Health
  - Fingerling supply
  - Demonstration farm(s)
- Streamline environmental compliance requirements
  - Adaptive management
    - E.g. Pen farming limit initial monitoring to local benthic impact (footprint)
  - Broadscale work can wait until industry scale triggers this requirement
- Security of operation
  - Provide business continuity where companies are compliant
  - Develop new zones ahead of market requirements
  - Prevent speculative acquisition of leases by “investors”



THANK YOU

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