SEAFISH

the authority on seafood

2012 Economic Survey of the UK Fishing Fleet

Key Features

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Working with the fishermen's associations, the Maritime & Coastguard Agency, the RNLI and the Fishermen's Mission, Seafish is backing a Fishing Industry Safety Group (FISG) initiative to promote the wearing of PFDs by fishermen.

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Authors:
Steve Lawrence
John Anderson

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Seafish Economics
Seafish
18 Logie Mill
Logie Green Road
Edinburgh EH7 4HS

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Contents

Executive Summary

- The total fishing income generated by the UK fishing fleet in 2012 was £772 million, a decrease of 7% compared to 2011, which was mainly due to decreases in the first sales price of certain pelagic and demersal species. Provisional estimates suggest that for 2013 total fishing income fell again to around £742 million, a decrease of 4% compared to 2012 figures.

- Seafish estimates that total expenditure on marine fuel was £155 million in 2012 (Less than 1% difference to 2011 expenditure) and £146 million in 2013 (6% decrease from 2012). Fuel cost as a proportion of turnover was an estimated 19.3% in 2012 and 18.9% in 2013, compared to just 15.6% in 2009.

- Total UK fleet operating profit was £149 million in 2012, a decrease of 2% from 2011. Net profit in 2012 was an estimated £98 million, equivalent to 12% of turnover. Net profit does not necessarily imply the amount left over to pay dividends to shareholders. From net profits, many vessel owners need to make capital repayments on loans.

- UK fleet turnover decreased but more net profit was generated overall in 2012 compared to 2011. Profitability, in terms of operating and net profit margins, increased slightly from 18% to 19% and 11% to 12% respectively.

- A comprehensive survey of vessel owners and skippers revealed that the increasing price of fuel, tighter management restrictions, low first sale prices of certain species and challenging weather conditions were the main issues affecting financial performance in 2012 and 2013.

- When asked what the primary ambitions for their fishing business over the next few years were there was a mixed response from vessel owners. Some owners felt that the future was so uncertain they couldn't make long term plans. Others felt that they may sell their boat or retire in the coming years but there were also those who foresaw opportunity to expand their business.

- **NB: All estimates for 2013 are provisional and will be revised when sufficient sample data is available later in 2014**.

Introduction

The *2012 Economic Survey of the UK Fishing Fleet* provides a detailed insight into the financial and operational performance of the fleet during 2012 and 2013. This is the eighth edition of this annual report.

The information presented in this publication is a comprehensive and accurate reflection of the financial performance of the UK fishing fleet and is used by a wide range of people across industry, government and academia. We hope that availability of accurate economic data and analysis of fleet performance will be used to enhance fisheries management and benefit the UK fleet in the long-run.

Production of this report is only possible with the goodwill of vessel owners (and their accountants) who participated in the survey.

Data for 2012 are estimates based on same year costs and earnings samples collected by Seafish. Data for 2013 are estimates using official statistics on landings, capacity and effort, along with the latest fuel price and previous years' cost structures. Therefore, 2013 estimates should be considered preliminary 'best guesses'. Seafish will revise those estimates when sufficient 2013 costs and earnings sample data becomes available later in the year.

The dataset for this report is also used to produce individual vessel business benchmarks reports for vessel owners who wish to take advantage of the opportunity.

Seafish fleet profit forecasts and fleet economic impact assessments of management measures also rely on the data set which is the foundation of all the economic analysis produced by Seafish Economics.

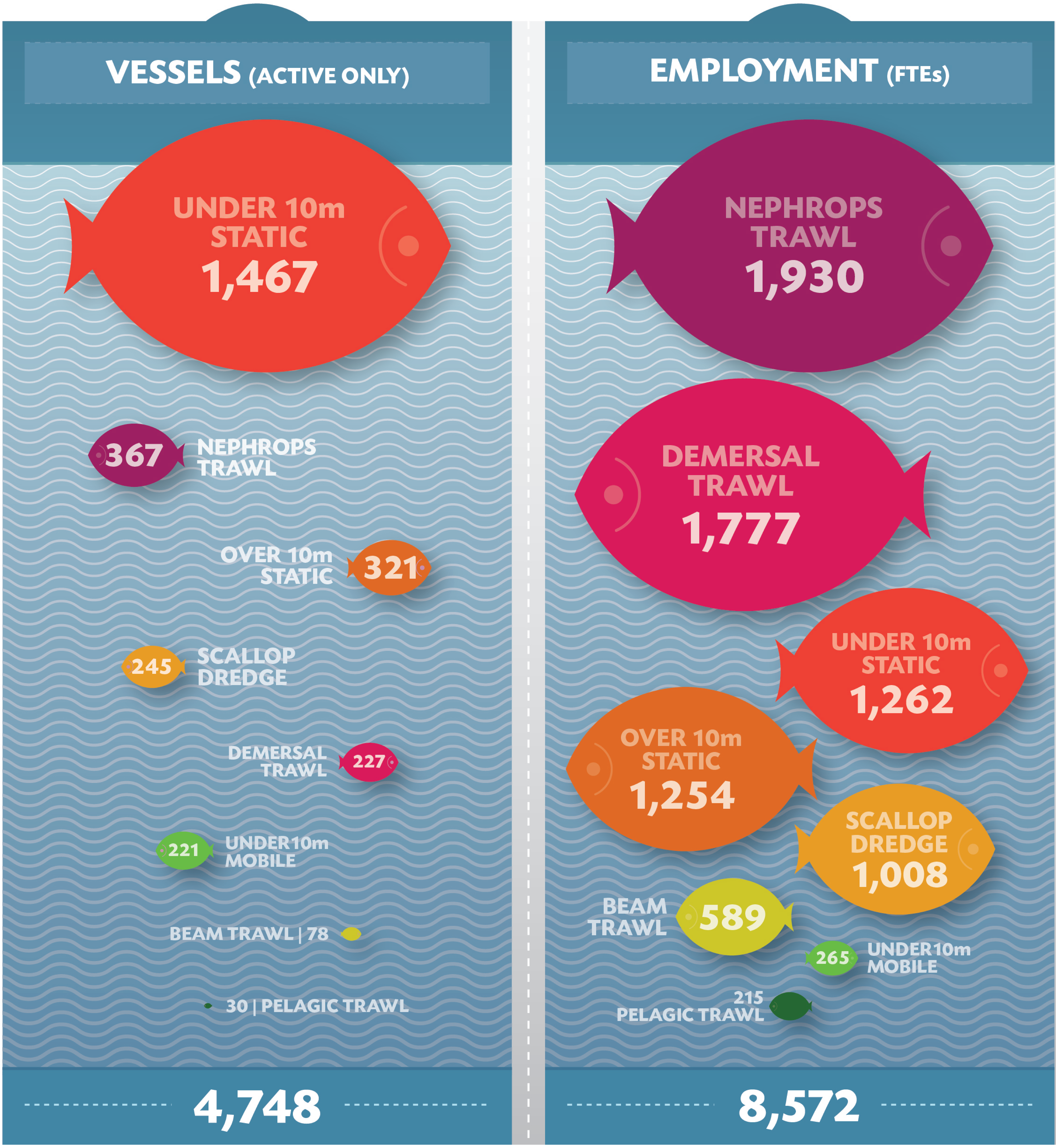
The dataset containing the estimates used in this report is publicly available to download in Excel workbook format from the Seafish website (www.seafish.org).

If you have any comments on this report, would like to suggest improvements to be made in future reports or would like more detailed information, please contact us at:

Seafish Economics
Seafish
18 Logie Mill
Logie Green Road
Edinburgh
EH7 4HS

Telephone: 0131 524 8663
E-mail: steven.lawrence@seafish.co.uk

KEY UK FLEET STRUCTURE AND ECONOMIC PERFORMANCE INDICATORS 2012



1. Under 10m Static **1,467**
Under 10m drift and/or fixed nets 256
Under 10m pots and traps 1,070
Under 10m using hooks 141

2. Nephrops Trawl (Over 10m) **367**
Area VIIA nephrops over 250kW 39
Area VIIA nephrops under 250kW 57
North Sea nephrops over 300kW 73
North Sea nephrops under 300kW 66
WOS nephrops over 250kW 33
WOS nephrops under 250kW 99

3. Over 10m Static **321**
Gill netters 41
Longliners 28
Pots and traps 10-12m 167
Pots and traps over 12m 85

4. Scallop Dredge **245**
UK scallop dredge over 15m 88
UK scallop dredge under 15m 157

5. Demersal Trawl (Over 10m) **227**
Area VIIA demersal trawl 5
Area VIIb-k trawlers 10-24m 61
Area VIIb-k trawlers 24-40m 15
NSWOS demersal over 24m 42
NSWOS demersal pair trawl seine 31
NSWOS demersal seiners 16
NSWOS demersal under 24m over 300kW 38
NSWOS demersal under 24m under 300kW 19

6. Under 10m Mobile **221**
Under 10m demersal trawl/seine 221

7. Beam Trawl (Over 10m) **78**
North Sea beam trawl over 300kW 8
North Sea beam trawl under 300kW 25
South West beamers over 250kW 19
South West beamers under 250kW 26

8. Pelagic Trawl **30**
Pelagic over 40m 30

1. Nephrops Trawl (Over 10m) **1,930**
Area VIIA nephrops over 250kW 226
Area VIIA nephrops under 250kW 221
North Sea nephrops over 300kW 575
North Sea nephrops under 300kW 234
WOS nephrops over 250kW 193
WOS nephrops under 250kW 482

2. Demersal Trawl (Over 10m) **1,777**
Area VIIA demersal trawl 5
Area VIIb-k trawlers 10-24m 256
Area VIIb-k trawlers 24-40m 233
NSWOS demersal over 24m 594
NSWOS demersal pair trawl seine 231
NSWOS demersal seiners 78
NSWOS demersal under 24m over 300kW 321
NSWOS demersal under 24m under 300kW 59

3. Under 10m Static **1,262**
Under 10m drift and/or fixed nets 180
Under 10m pots and traps 962
Under 10m using hooks 119

4. Over 10m Static **1,254**
Gill netters 282
Longliners 262
Pots and traps 10-12m 276
Pots and traps over 12m 434

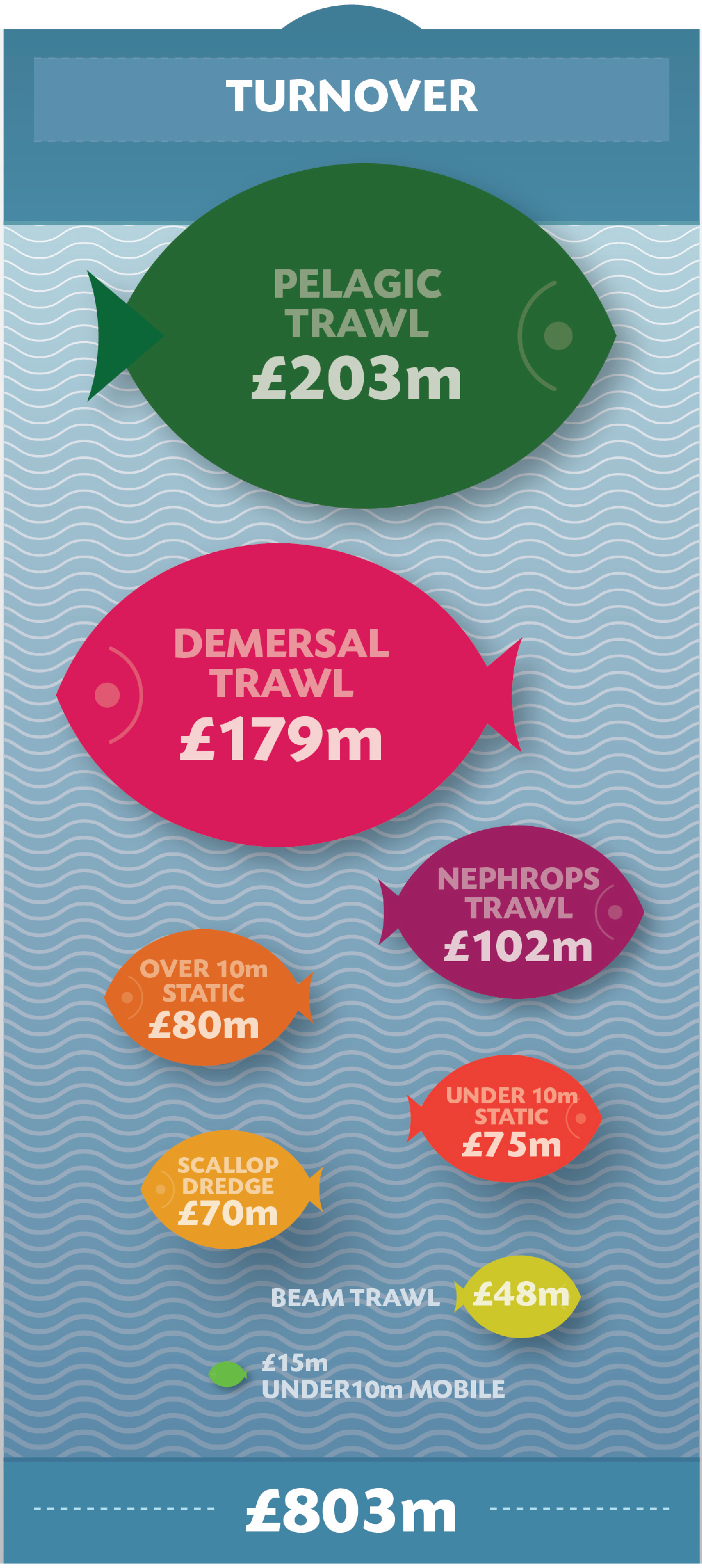
5. Scallop Dredge **1,008**
UK scallop dredge over 15m 689
UK scallop dredge under 15m 320

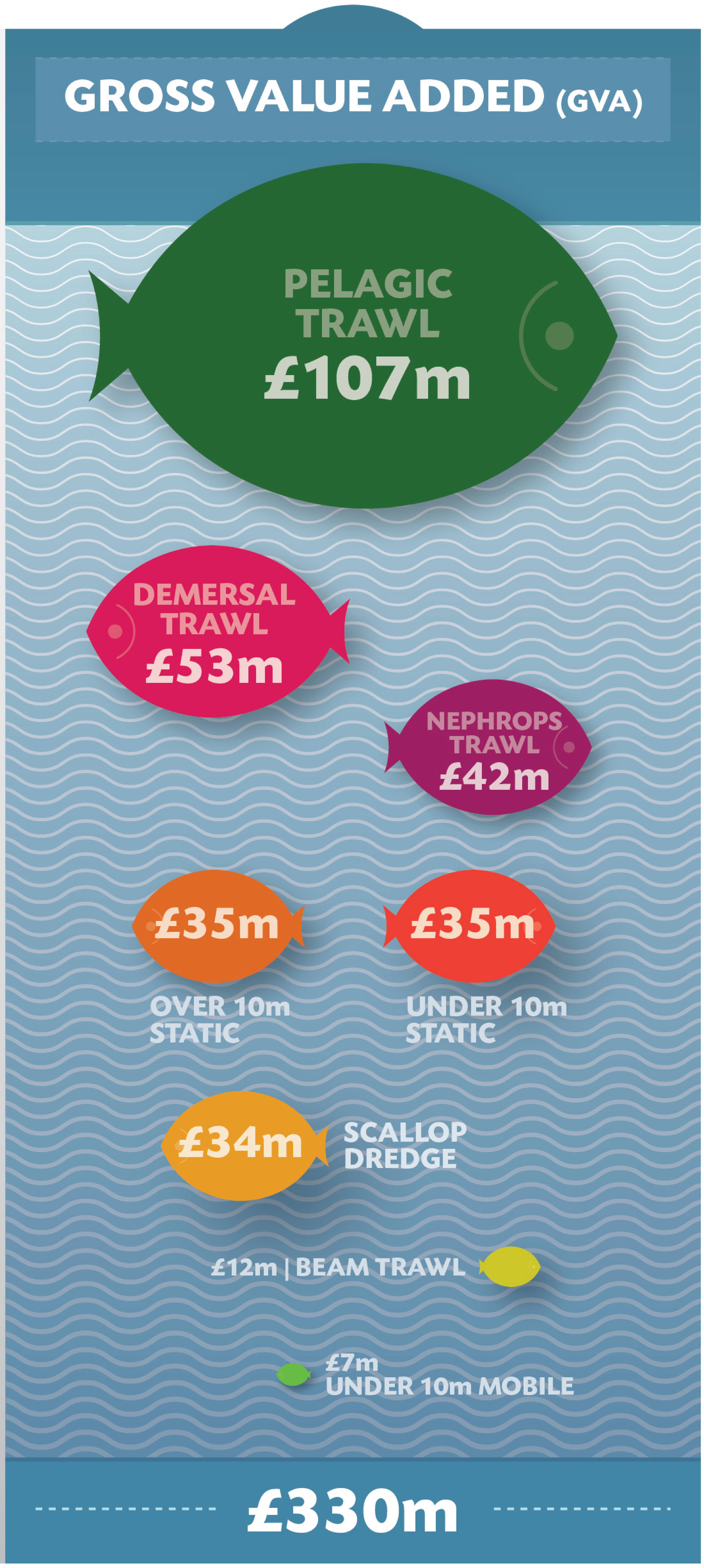
6. Beam Trawl (Over 10m) **589**
North Sea beam trawl over 300kW 156
North Sea beam trawl under 300kW 49
South West beamers over 250kW 172
South West beamers under 250kW 212

7. Under 10m Mobile **265**
Under 10m demersal trawl/seine 265

8. Pelagic Trawl **215**
Pelagic over 40m 215

Source: 2012 Economic Survey of the UK Fishing Fleet





1. Pelagic Trawl £203m
Pelagic over 40m 203m

2. Demersal Trawl (Over 10m) £179m
Area VIIA demersal trawl 0.5m
Area VIIb-k trawlers 10-24m 16m
Area VIIb-k trawlers 24-40m 23m
NSWOS demersal over 24m 63m
NSWOS demersal pair trawl seine 31m
NSWOS demersal seiners 15m
NSWOS demersal under 24m over 300kW.... 26m
NSWOS demersal under 24m under 300kW 4.5m

3. Nephrops Trawl (Over 10m) £102m
Area VIIA nephrops over 250kW 10m
Area VIIA nephrops under 250kW 8.5m
North Sea nephrops over 300kW 37m
North Sea nephrops under 300kW 14m
WOS nephrops over 250kW 12m
WOS nephrops under 250kW 20m

4. Over 10m Static £80m
Gill netters 19m
Longliners 18m
Pots and traps 10-12m 17m
Pots and traps over 12m 26m

5. Under 10m Static £75m
Under 10m drift and/or fixed nets 11m
Under 10m pots and traps 58m
Under 10m using hooks 5.5m

6. Scallop Dredge £70m
UK scallop dredge over 15m 47m
UK scallop dredge under 15m 23m

7. Beam Trawl (Over 10m) £48m
North Sea beam trawl over 300kW..... 15m
North Sea beam trawl under 300kW.... 3m
South West beamers over 250kW........ 14m
South West beamers under 250kW..... 16m

8. Under 10m Mobile £15m
Under 10m demersal trawl/seine 15m

1. Pelagic Trawl £107m
Pelagic over 40m 107m

2. Demersal Trawl (Over 10m) £53m
Area VIIA demersal trawl 0.1m
Area VIIb-k trawlers 10-24m 7m
Area VIIb-k trawlers 24-40m 4.5m
NSWOS demersal over 24m 16m
NSWOS demersal pair trawl seine 10m
NSWOS demersal seiners 5.5m
NSWOS demersal under 24m over 300kW....... 8m
NSWOS demersal under 24m under 300kW... 2m

3. Nephrops Trawl (Over 10m) £42m
Area VIIA nephrops over 250kW 5.5m
Area VIIA nephrops under 250kW 4.5m
North Sea nephrops over 300kW 12m
North Sea nephrops under 300kW 5.5m
WOS nephrops over 250kW 5.5m
WOS nephrops under 250kW 9m

4. Over 10m Static £35m
Gill netters 9.5m
Longliners 4m
Pots and traps 10-12m 9.5m
Pots and traps over 12m 12m

5. Under 10m Static £35m
Under 10m drift and/or fixed nets 6m
Under 10m pots and traps 26m
Under 10m using hooks 2.5m

6. Scallop Dredge £34m
UK scallop dredge over 15m 22m
UK scallop dredge under 15m 12m

7. Beam Trawl (Over 10m) £12m
North Sea beam trawl over 300kW.... 1.5m
North Sea beam trawl under 300kW 0.5m
South West beamers over 250kW.......... 4m
South West beamers under 250kW....... 6m

8. Under 10m Mobile £7m
Under 10m demersal trawl/seine 7m

Methods

The UK fleet is stratified into approximately 30 relatively homogeneous fleet segments using MMO data on capacity, effort and landings for each vessel. A self-selecting stratified sampling approach is then used to obtain an adequate sample size of vessel financial accounts for each fleet segment. Costs and earnings data from vessel accounts are allocated to particular fleet segments following the segmentation procedure, giving approximately 30 costs and earnings segment samples.

To estimate the cost structure of all vessels in each fleet segment, we:

a) add together the individual cost and earnings items from vessel accounts within each segment sample to create a 'combined segment sample cost structure'.
b) calculate the sum of each cost item in the 'combined segment sample cost structure' as a proportion of the sum of fishing income e.g. sum of gear cost is 10% of sum of fishing income, sum of commission is 3% of sum of fishing income etc.
c) calculate fuel costs and crew costs differently from the other costs. For crew share, we give a minimum £100 per day in instances where the actual observed amount within the 'combined segment sample cost structure' is lower. For fuel costs, the capacity (VCUs) and fishing effort (days at sea) of each vessel are used to estimate fuel consumption in litres, which is then combined with the average annual red diesel price (excluding duty) to calculate the fuel cost estimates for each vessel.

Following calculation of fuel cost and crew share, we apply the proportions from all the other costs within the 'combined segment sample cost structure' to the official declared fishing income for each vessel within each fleet segment. This enables us to calculate gross value added, operating profit and net profit for each vessel.

Fleet Segmentation

There is a wide range of vessel types, gear types and activity levels in the UK fishing fleet.

Seafish has developed a fleet segmentation which groups together vessels of comparable characteristics so that it is easier to make sense of the fleet overall. Each segment of vessels has criteria that define which vessels are included. The criteria are based on the physical characteristics of vessels, activity level, the gear used, species targeted and areas fished. By grouping vessels this way we can provide useful information on the operational and financial performance of groups of comparable vessels.

For 2012 and 2013 we defined 32 Seafish segments to categorise the UK fleet, as shown in Table 1. Some segments have many vessels, such as the under 10m pots and traps segment which had 1,070 in 2012, while others have very few, such as the Area VIIA demersal trawlers with just 5 in 2012. It is important to note that individual vessels may change from one segment to another depending on their activity and gear use in any given year. Segments contain at least five vessels so that reliable data can be collected, robust estimates of costs and profits can be produced, and confidentiality can be assured.

Section 1: UK Fleet Analysis

Fishing Income

In 2012, the total income of UK vessels from recorded fish landings at home and abroad was £772 million, a decrease of 7% compared to 2011 figures (Figure 1). Provisional data suggests that in 2013 total income from fish landings fell to £742 million, a decrease of 4% from 2012 figures (Figure 1).

Fishing income figures presented in this report are based on official landings data collected by the Marine Management Organisation (MMO), and refer to the fishing activity of every active vessel registered in the UK fleet in 2012 and 2013 respectively. Fishing income not included in these figures would include landings of small amounts of seafood for personal consumption by under 10m vessels.

Average fishing income per vessel in each Seafish segment is shown in Table 1. Average fishing income per vessel in 2012 varied significantly across different segments, ranging from £38,100 for vessels under 10m using hooks to £6.7 million for pelagic vessels 40m and over. Similarly, income per vessel in 2013 ranged from £32,900 for vessels under 10m using hooks to £6.6 million for pelagic vessels 40m and over.

While the total quantity (or volume) of fish landings by UK vessels increased by 7% in 2012 compared to 2011 figures, the total value of landings decreased by 7%. This indicates an overall decrease in average first sale prices in 2012.

In 2013, the total quantity of fish landings decreased by 2%, compared to 2012 figures, while the value of landings decreased by a further 4%. This indicates an overall decrease in average first sale prices in 2013 (see Figure 1) although at a slower rate than previous years.

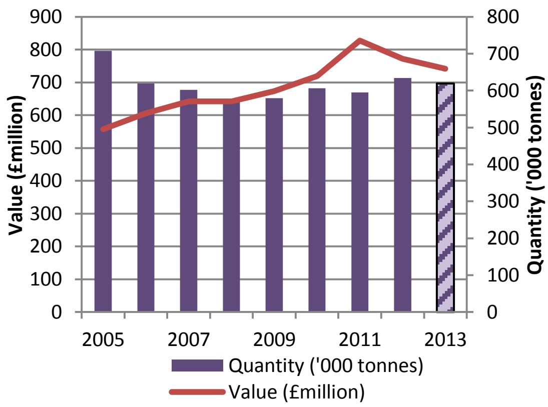


Figure1: Fish landings by UK vessels
(Source: MMO)

Figure 2 shows that both demersal and pelagic species decreased in value from 2011 to 2012. In particular, average first sale prices for pelagic species fell substantially, decreasing by 31% to £645 per tonne. Average prices for demersal species decreased by 8% to £1764 per tonne. In contrast average prices of shellfish were relatively stable at £1925 per tonne.

Segment	No. of Vessels		Average Fishing Income £		Average Days at Sea	
	2012	2013	2012	2013	2012	2013
Area VIIA demersal trawl >10m	5	5	124,115	111,647	103	113
Area VIIA nephrops >250kW	39	45	262,544	224,101	142	144
Area VIIA nephrops <250kW	57	52	150,450	118,512	130	124
Area VIIb-k trawlers 10-24m	61	61	244,909	238,797	161	165
Area VIIb-k trawlers 24-40m	15	13	1,547,565	1,231,776	254	240
UK Gill netters >10m	41	38	460,608	432,888	157	163
UK Longliners >10m	28	27	592,561	683,301	157	168
Low activity >10m	61	50	4,260	5,514	19	20
Low activity <10m	1717	1658	3,306	3,342	23	25
North Sea beam trawl >300kW	8	10	1,870,798	1,686,075	217	238
North Sea beam trawl <300kW	25	18	109,370	115,549	88	117
North Sea nephrops trawl >300kW	73	55	487,246	399,822	174	161
North Sea nephrops trawl <300kW	66	57	191,722	146,731	135	124
NSWoS demersal trawl >24m	42	40	1,407,816	1,497,186	199	200
NSWoS demersal pair trawls and seines	31	28	955,177	1,106,095	157	157
NSWoS demersal seiners	16	19	838,069	942,488	131	143
NSWoS demersal trawl <24m, >300kW	38	42	609,323	692,177	154	173
NSWoS demersal trawl <24m, <300kW	19	17	188,909	236,634	101	119
UK pelagic trawl >40m	30	30	6,669,561	6,575,656	61	65
UK pots and traps 10m-12m	167	169	103,634	102,927	154	151
UK pots and traps >12m	85	89	301,042	335,066	171	167
South West beam trawl <250kW	26	25	601,816	591,369	246	248
South West beam trawl >250kW	19	18	734,145	716,117	216	217
UK demersal trawls and seines <10m	221	200	66,589	60,916	100	98
UK drift and fixed nets <10m	256	247	39,491	39,513	85	84
UK pots and traps <10m	1070	976	50,895	53,192	109	111
UK hooks <10m	141	150	38,097	32,902	83	71
WoS nephrops trawl >250kW	33	35	355,872	319,093	183	186
WoS nephrops trawl <250kW	99	99	185,072	167,360	165	157
UK scallop dredge >15m	88	99	530,385	449,837	174	167
UK scallop dredge <15m	157	193	142,541	113,494	106	93

Table 1: Fishing income and days at sea by Seafish segment (Source: MMO and Seafish)

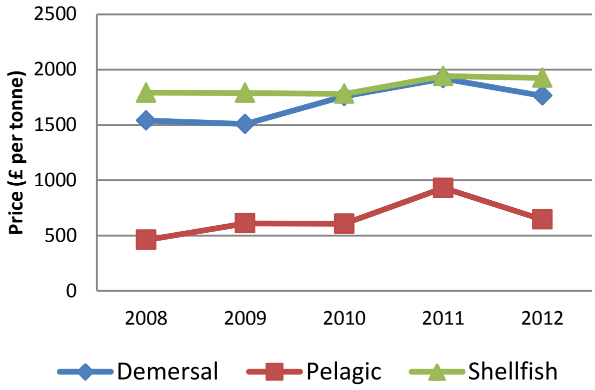


Figure 2: Average first sale price by species group *(Source: MMO)*

Fishing income is driven by the amount (volume) of fish that vessels catch per day, the price obtained for the fish landed and the number of days at sea a vessel is able to fish. Table 2 shows the tonnes landed per day at sea, the average price per tonne landed for all species combined and the average fishing income per day at sea for each fleet segment.

There is significant variation across segments in volume landed per day, price per tonne and fishing income per day. For example, the North Sea and West of Scotland (NSWoS) demersal trawl vessels over 24m landed 4.65 tonnes per day in 2012 and 5.19 tonnes per day in 2013 with average fishing income per day at sea of £7,085 and £7,473 respectively. Conversely, vessels under 10m using hooks landed 0.17 tonnes per day in 2012 and 0.16 tonnes per day in 2013, and had an average fishing income per day of £469 and £472 in 2012 and 2013 respectively.

However, despite a lower fishing income per day at sea and fewer landings per day at sea, the under 10m vessels generally obtained a much higher price per tonne in both years. For example, the aforementioned under 10m pots and traps segment received £2152 per tonne whilst the NSWOS demersal trawlers over 24m only received £1524 per tonne.

Operating Costs

Fishing vessels incur a range of operating costs which are often split into two groups: fishing costs and vessel costs.

Fishing costs include fuel and oil, boxes, ice, food and stores, sales commission, harbour dues, subscriptions and levies, shore labour, travel costs, quota leasing, days at sea purchase and crew share (wages). Fishing costs vary depending on the amount of vessel activity and the value and volume of landings.

Vessel costs comprise gear and vessel repairs, insurance, administration, and the purchase, hire and maintenance of electronic equipment. Many vessel costs are fixed, regardless of level of vessel activity during the year.

Average annual operating costs for each segment are shown in Table 3. Seafish estimates show that average operating costs ranged from 118% of income for Longliners to 63% of income for vessels under 10m using drift and fixed nets. Provisional estimates suggest these proportions will remain roughly the same in 2013.

Segment	Landings per day (tonnes)		Price per tonne (£)		Total Income per day at sea (£)	
	2012	2013	2012	2013	2012	2013
Area VIIA demersal trawl >10m	1.56	0.83	771	1,187	1,203	992
Area VIIA nephrops >250kW	0.89	0.86	2,088	1,809	1,860	1,560
Area VIIA nephrops <250kW	0.55	0.52	2,120	1,836	1,168	962
Area VIIb-k trawlers 10-24m	1.15	0.99	1,319	1,456	1,592	1,512
Area VIIb-k trawlers 24-40m	2.34	2.13	2,601	2,407	6,099	5,150
UK Gill netters >10m	1.39	1.50	2,106	1,772	2,929	2,658
UK Longliners >10m	1.60	1.42	2,365	2,866	4,011	4,114
North Sea beam trawl >300kW	5.39	4.67	1,601	1,514	8,652	7,093
North Sea beam trawl <300kW	0.74	0.52	1,679	1,887	1,293	1,032
North Sea nephrops trawl >300kW	1.08	1.18	2,599	2,107	2,937	2,598
North Sea nephrops trawl <300kW	0.54	0.51	2,645	2,339	1,616	1,351
NSWoS demersal trawl >24m	4.65	5.19	1,524	1,439	7,490	7,899
NSWoS demersal pair trawls and seines	4.52	5.26	1,349	1,337	6,325	7,292
NSWoS demersal seiners	5.02	5.18	1,273	1,276	7,087	7,321
NSWoS demersal trawl <24m, >300kW	2.10	2.45	1,881	1,633	4,519	4,568
NSWoS demersal trawl <24m, <300kW	1.19	1.38	1,574	1,438	2,371	2,503
UK pelagic trawl >40m	148.88	148.31	738	687	111,494	103,251
UK pots and traps 10m-12m	0.34	0.40	1,999	1,721	677	689
UK pots and traps >12m	1.24	1.28	1,415	1,561	1,817	2,072
South West beam trawl <250kW	0.94	0.95	2,593	2,508	2,553	2,487
South West beam trawl >250kW	1.41	1.36	2,411	2,430	3,512	3,411
UK demersal trawls and seines <10m	0.29	0.30	2,277	2,063	692	646
UK drift and fixed nets <10m	0.22	0.22	2,161	2,187	503	509
UK pots and traps <10m	0.22	0.24	2,152	2,012	497	510
UK hooks <10m	0.17	0.16	2,727	2,871	469	472
WoS nephrops trawl >250kW	0.94	0.79	2,056	2,162	2,048	1,808
WoS nephrops trawl <250kW	0.40	0.42	2,798	2,514	1,210	1,148
UK scallop dredge >15m	2.70	2.20	1,129	1,223	3,095	2,733
UK scallop dredge <15m	0.98	1.18	1,381	1,028	1,401	1,263

Table 2: Average vessel landings per day and average prices, by Seafish segment – average per vessel
(Source: MMO and Seafish)

Segment	Average Annual Operating Costs (£)		Operating Cost as % of income		Fuel Cost as % of income	
	2012	2013	2012	2013	2012	2013
Area VIIA demersal trawl >10m	113,021	102,900	91%	92%	26%	28%
Area VIIA nephrops >250kW	197,617	174,342	75%	78%	22%	27%
Area VIIA nephrops <250kW	126,461	101,599	83%	85%	16%	19%
Area VIIb-k trawlers 10-24m	207,144	202,794	81%	81%	16%	16%
Area VIIb-k trawlers 24-40m	1,551,483	1,247,440	100%	101%	23%	25%
UK Gill netters >10m	351,350	333,114	76%	77%	9%	10%
UK Longliners >10m	741,009	822,895	118%	119%	18%	16%
North Sea beam trawl >300kW	1,875,222	1,733,800	100%	103%	42%	51%
North Sea beam trawl <300kW	110,748	119,363	97%	99%	44%	56%
North Sea nephrops trawl >300kW	452,608	379,631	89%	91%	29%	33%
North Sea nephrops trawl <300kW	184,389	143,888	84%	86%	25%	29%
NSWoS demersal trawl >24m	1,402,293	1,459,776	94%	92%	31%	27%
NSWoS demersal pair trawls and seines	896,503	1,026,143	91%	90%	14%	12%
NSWoS demersal seiners	769,307	864,777	83%	83%	11%	11%
NSWoS demersal trawl <24m, >300kW	624,276	704,375	90%	89%	24%	22%
NSWoS demersal trawl <24m, <300kW	199,670	249,746	84%	84%	15%	15%
UK pots and traps 10m-12m	71,989	71,151	69%	69%	12%	11%
UK pots and traps >12m	262,941	288,357	85%	83%	19%	17%
South West beam trawl <250kW	538,788	530,633	86%	86%	25%	25%
South West beam trawl >250kW	726,514	708,126	96%	96%	42%	42%
UK demersal trawls and seines <10m	58,111	53,412	84%	84%	16%	17%
UK drift and fixed nets <10m	26,910	26,579	63%	62%	12%	11%
UK pots and traps <10m	44,453	46,332	82%	82%	16%	15%
UK hooks <10m	31,796	27,485	81%	81%	9%	9%
WoS nephrops trawl >250kW	296,285	270,763	79%	80%	21%	24%
WoS nephrops trawl <250kW	151,927	138,392	76%	77%	19%	19%
UK scallop dredge >15m	420,623	362,684	78%	79%	20%	22%
UK scallop dredge <15m	113,495	92,119	77%	78%	21%	24%

Table 3: Operating costs by Seafish segment – average per vessel *(Source: Seafish)*

Fuel

During 2012 and 2013, the price of marine diesel was relatively stable at around 55 pence per litre on average excluding duty (see Figure 3). It was substantially higher than in 2010 (41 pence per litre on average) and often surpassed levels experienced by the UK fleet in the summer of 2008. The latest data suggests that fuel prices in early 2014 remain high.

Seafish estimates that total expenditure by the UK fishing fleet on marine fuel was £155 million in 2012 (less than 1% increase on 2011) and £146 million in 2013 (6% decrease from 2012). Fuel cost as a proportion of turnover was an estimated 19.3% in 2012, compared to just 15.6% in 2009.

As shown in Table 3, the amount of fuel consumed varies significantly between segments. Total annual spend on fuel as a percentage of income in 2012 ranged from 9% for Under 10m vessels using hooks, to 44% for North Sea beam trawlers under 300kW. In 2013 total annual spend on fuel ranged from 9% of income for Under 10m vessels using hooks, to 56% of income for North Sea beam trawlers under 300kW.

For most segments the cost of fuel continued to represent a significant percentage of earnings and was in most cases the largest or second largest element of total costs.

Table 4 shows the average vessel fuel consumption per segment. Of the segments shown in the table, the average fuel consumption in 2012 ranged from 72 litres per day at sea for under 10m vessels using hooks to 22,000 litres per day at sea for pelagic vessels over 40m. Provisional estimates for 2013 suggest average fuel consumption ranged from 75 litres per day at sea for under 10m vessels using hooks to 22,000 litres per day at sea for pelagic vessels over 40m.

Estimated average spend per vessel on fuel decreased by 14% from 2012 to 2013 for the Area VIIb-k trawlers 24-40m whereas it increased 34% for North Sea beam trawlers under 300kW.

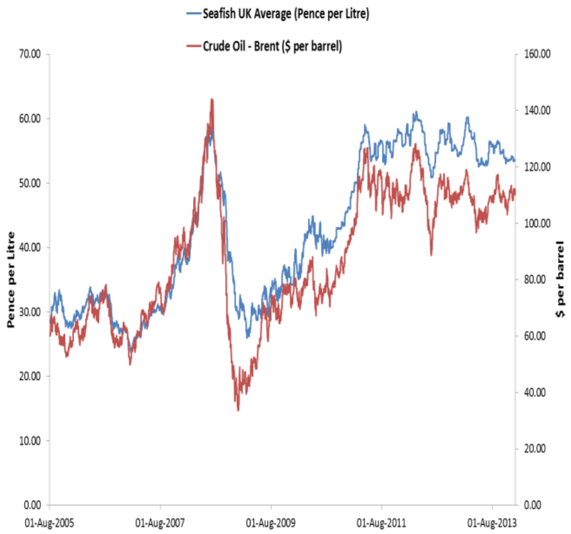


Figure 3: Oil price and marine fuel price
(Source: Seafish)

Segment	Fuel Cost (£)		Fuel Cost per day (£)		Litres per day	
	2012	2013	2012	2013	2012	2013
Area VIIA demersal trawl >10m	32,731	31,116	317	276	560	500
Area VIIA nephrops >250kW	59,183	60,387	418	419	740	760
Area VIIA nephrops <250kW	23,583	22,583	182	182	321	330
Area VIIb-k trawlers 10-24m	40,576	40,906	252	248	446	449
Area VIIb-k trawlers 24-40m	362,810	313,201	1,426	1,306	2,522	2,367
UK Gill netters >10m	42,133	43,931	268	270	474	489
UK Longliners >10m	114,780	113,637	733	676	1,296	1,225
North Sea beam trawl >300kW	796,896	854,914	3,674	3,586	6,500	6,500
North Sea beam trawl <300kW	49,961	67,108	565	574	1,000	1,041
North Sea nephrops trawl >300kW	149,374	138,077	859	856	1,520	1,552
North Sea nephrops trawl <300kW	55,491	48,100	410	389	726	704
NSWoS demersal trawl >24m	464,619	429,269	2,338	2,143	4,137	3,884
NSWoS demersal pair trawls and seines	135,719	133,084	867	847	1,534	1,534
NSWoS demersal seiners	99,975	111,732	763	783	1,349	1,419
NSWoS demersal trawl <24m, >300kW	164,264	176,627	1,067	1,021	1,887	1,850
NSWoS demersal trawl <24m, <300kW	36,935	45,424	367	380	649	689
UK pelagic trawl >40m	751,434	783,782	12,386	12,145	21,911	22,014
UK pots and traps 10m-12m	12,471	11,855	81	79	143	143
UK pots and traps >12m	59,190	57,379	346	343	611	622
South West beam trawl <250kW	155,094	154,615	631	623	1,116	1,130
South West beam trawl >250kW	317,437	308,529	1,469	1,421	2,598	2,576
UK demersal trawls and seines <10m	11,161	10,651	111	108	197	196
UK drift and fixed nets <10m	5,043	4,549	59	54	105	98
UK pots and traps <10m	8,520	8,672	78	78	139	142
UK hooks <10m	3,380	2,968	41	42	72	75
WoS nephrops trawl >250kW	79,385	79,341	433	426	766	772
WoS nephrops trawl <250kW	36,880	34,917	224	223	396	404
UK scallop dredge >15m	105,914	98,881	609	591	1,076	1,072
UK scallop dredge <15m	31,320	28,107	297	301	525	546

Table 4: Fuel consumption and cost, by Seafish segment – average per vessel (Source: Seafish)

Employment

Estimation of employment is based on the survey data collected from vessel owners during summer 2013 combined with MMO employment data. This provides details on the number of engaged crew both full-time and part-time. This sample information is then used to estimate total engaged crew based on the physical characteristics of the individual vessel and the vessels level of activity. Once total engaged crew has been estimated for all types of vessel in the UK fleet, FTE jobs are estimated based on the national and harmonised definitions.

Table 5 illustrates average crew share per vessel, total FTEs and crew share per FTE. The largest employer is the UK under 10m pots and traps segment generating almost 1000 FTE jobs spread across 1070 vessels. By contrast the Area VIIA demersal trawl segment generates 5 FTE jobs across 5 vessels.

In general, spend on crew share per vessel has decreased in line with a fall in the number of FTE jobs. The average crew share per FTE decreased by 1% for the entirety of the fleet indicating a decrease in the average annual wage. Due to the fact many fishermen are paid as a share of what is landed, crew share is strongly linked with the fishing income of individual segments.

GVA

Gross value added (GVA) is the sum of operating profit and crew share and is presented on Table 6. It is used as a measure of the contribution to the economy of an individual industry in the United Kingdom. It is also used for estimating Gross domestic product (GDP), a key indicator of the state of the whole economy.

Seafish estimate that the total GVA of the UK fleet in 2012 was £330 million, equivalent to 41% of total fleet earnings. Although this was a decrease of £9 million from 2011, GVA as a percentage of total income remained steady at around 40% in 2012.

GVA per FTE is a measure of productivity, an indicator of how efficiently factors of production, in this case labour, are used in the production process. In reported segments it ranged from £73,000 per FTE for NSWoS demersal seiners to £12,000 per FTE for North Sea beam trawlers under 300kW in 2012. Overall, GVA per FTE for the entire fleet (including unreported segments) was stable at around £39,000 per FTE for 2012 suggesting labour efficiency has remained at a similar level to 2011.

Segment	Crew Share (£)		FTE (Total)		Crew Share per FTE (£)	
	2011	2012	2011	2012	2011	2012
Area VIIA demersal trawl >10m	26,038	17,178	24	5	13,294	18,364
Area VIIA nephrops >250kW	72,448	70,812	188	226	13,839	12,219
Area VIIA nephrops <250kW	42,848	49,963	181	221	13,055	12,907
Area VIIb-k trawlers 10-24m	67,643	62,154	243	256	17,835	14,786
Area VIIb-k trawlers 24-40m	145,330	306,875	310	233	7,024	19,792
UK Gill netters >10m	154,340	121,282	281	282	21,960	17,613
UK Longliners >10m	228,268	254,503	289	262	19,721	27,202
North Sea beam trawl >300kW	209,861	199,377	173	156	10,945	10,198
North Sea beam trawl <300kW	9,034	19,384	17	49	6,392	9,935
North Sea nephrops trawl >300kW	142,870	113,131	660	575	17,973	14,365
North Sea nephrops trawl <300kW	62,768	51,648	219	234	18,318	14,587
NSWoS demersal trawl >24m	324,174	285,695	664	594	20,004	20,186
NSWoS demersal pair trawls and seines	210,377	241,694	269	231	27,347	32,468
NSWoS demersal seiners	183,321	197,134	97	78	30,166	40,210
NSWoS demersal trawl <24m, >300kW	167,462	145,141	294	321	21,048	17,168
NSWoS demersal trawl <24m, <300kW	85,824	59,358	88	59	27,297	19,218
UK pots and traps 10m-12m	27,120	25,372	422	276	11,323	15,375
UK pots and traps >12m	98,380	92,459	522	434	15,455	18,101
South West beam trawl <250kW	148,828	151,353	153	212	22,319	18,568
South West beam trawl >250kW	205,020	184,481	155	172	29,060	20,377
UK demersal trawls and seines <10m	19,308	19,977	337	265	12,040	16,686
UK drift and fixed nets <10m	11,773	8,381	249	180	13,541	11,911
UK pots and traps <10m	12,353	14,606	841	962	14,931	16,238
UK hooks <10m	9,337	11,302	116	119	10,963	13,345
WoS nephrops trawl >250kW	58,658	84,552	168	193	10,476	14,477
WoS nephrops trawl <250kW	40,048	43,398	399	482	9,424	8,920
UK scallop dredge >15m	165,402	130,903	667	689	20,347	16,726
UK scallop dredge <15m	35,087	43,967	239	320	22,495	21,601

Table 5: Employment – Crew Share (Average per vessel), Total Employment and FTE fleet make-up (Source: Seafish)

Segment	Gross Value Added (£)		GVA as % of Total Income		GVA per FTE (£ per FTE)	
	2012	2013	2012	2013	2011	2012
Area VIIA demersal trawl >10m	142,497	119,818	23%	21%	17,858	30,467
Area VIIA nephrops >250kW	5,323,212	4,798,701	52%	47%	23,168	23,552
Area VIIA nephrops <250kW	4,282,620	2,869,276	50%	46%	23,532	19,410
Area VIIb-k trawlers 10-24m	6,782,341	6,531,179	43%	43%	20,371	26,450
Area VIIb-k trawlers 24-40m	4,609,941	2,862,500	20%	18%	20,466	19,821
UK Gill netters >10m	9,452,128	8,068,631	50%	49%	26,957	33,480
UK Longliners >10m	3,973,613	4,552,936	23%	24%	9,437	15,168
North Sea beam trawl >300kW	1,603,738	851,379	11%	5%	16,619	65,705
North Sea beam trawl <300kW	571,578	176,940	20%	8%	-12,026	11,718
North Sea nephrops trawl >300kW	12,481,046	6,863,565	33%	30%	26,717	21,710
North Sea nephrops trawl <300kW	5,665,145	3,423,482	39%	36%	30,792	24,243
NSWoS demersal trawl >24m	15,605,534	18,399,664	25%	29%	26,948	26,253
NSWoS demersal pair trawls and seines	10,391,040	11,542,580	34%	36%	40,171	45,028
NSWoS demersal seiners	5,706,960	7,634,685	38%	38%	65,703	72,754
NSWoS demersal trawl <24m, >300kW	8,236,439	10,760,127	31%	32%	36,322	25,639
NSWoS demersal trawl <24m, <300kW	1,870,384	2,110,596	41%	42%	50,239	31,871
UK pots and traps 10m-12m	9,649,779	9,788,438	55%	56%	17,184	35,015
UK pots and traps >12m	11,956,166	14,690,304	45%	48%	19,665	27,537
South West beam trawl <250kW	6,248,539	5,848,589	38%	38%	25,598	29,484
South West beam trawl >250kW	4,124,370	3,831,374	29%	29%	41,710	23,977
UK demersal trawls and seines <10m	6,907,095	5,629,984	45%	44%	20,730	26,105
UK drift and fixed nets <10m	6,198,593	6,106,843	57%	58%	29,951	34,410
UK pots and traps <10m	25,768,198	24,792,211	45%	45%	30,369	26,774
UK hooks <10m	2,619,889	2,399,691	48%	47%	14,008	21,938
WoS nephrops trawl >250kW	5,409,897	4,859,179	44%	41%	21,659	28,069
WoS nephrops trawl <250kW	8,958,815	7,946,307	45%	45%	16,566	18,600
UK scallop dredge >15m	21,915,029	20,014,051	46%	44%	37,500	31,820
UK scallop dredge <15m	12,310,637	11,437,932	53%	50%	30,073	38,524

Table 6: Gross Value Added by Seafish segment – sum, percentage of total income and per FTE
(Source: Seafish)

Profit

Operating profit is calculated as total income less operating costs. Seafish estimated that the total operating profit of the UK fleet in 2012 was £149 million, equivalent to 19% of total fleet earnings. This includes estimates of operating profit for all segments, including those not shown in detail in the present report.

Just 1 out of 28 fleet segments made an operating loss in 2012 - one less than in 2011. In 2012 average operating profit margins ranged from 37% for Under 10m vessels using drift and fixed nets to -18% for Longliners. Provisional estimates for 2013 suggest these margins will remain stable ranging from 38% for Under 10m vessels using drift and fixed nets to -19% for Longliners.

Net profit is defined here as operating profit less other finance costs, depreciation and interest. Seafish estimates that the total net profit of the UK fleet in 2012 was £98 million, equivalent to 12% of income. In 2012 average net profit margins ranged from 26% for drift and fixed nets under 10m to -19% for Longliners. Net profit data for 2013 is currently unavailable.

From net profits, many vessel owners need to make capital repayments on loans, while net profits are also used to make necessary investments within the business to maintain operations. Therefore, net profit does not necessarily imply the amount left over to pay dividends to shareholders.

Seafish economics have analysed available data on debt levels from vessels balance sheets collected during the most recent survey, in particular we have looked at debt to asset ratio as a measure of financial risk. This ratio indicates the proportion of assets financed by debt, the higher this ratio the lower the degree of financial flexibility.

Although it is not possible to conduct a comprehensive analysis at this time, preliminary analysis suggests a high debt to asset ratio for the fleet, ranging from 15% to 65% depending on the sector. This would suggest many vessel owners have little leverage when negotiating liabilities such as accounts payable and long-term leases, a problem exacerbated by a generally tough financial climate.

Further work is planned to improve our knowledge in this area over the coming months to develop our analysis beyond the current preliminary stage.

Segment	Operating profit (£)		Operating profit margin		Net profit margin	
	2012	2013	2012	2013	2012	2013
Area VIIA demersal trawl >10m	11,321	8,951	9%	8%	9%	-
Area VIIA nephrops >250kW	65,680	50,402	25%	22%	23%	-
Area VIIA nephrops <250kW	25,170	17,845	17%	15%	11%	-
Area VIIb-k trawlers 10-24m	49,032	46,989	19%	19%	14%	-
Area VIIb-k trawlers 24-40m	454	-12,184	0%	-1%	0%	-
UK Gill netters >10m	109,258	99,774	24%	23%	24%	-
UK Longliners >10m	-112,588	-130,932	-18%	-19%	-19%	-
North Sea beam trawl >300kW	1,090	-42,756	0%	-3%	-9%	-
North Sea beam trawl <300kW	3,479	1,317	3%	1%	-8%	-
North Sea nephrops trawl >300kW	57,842	39,232	11%	9%	3%	-
North Sea nephrops trawl <300kW	34,188	23,395	16%	14%	10%	-
NSWoS demersal trawl >24m	85,865	122,851	6%	8%	-2%	-
NSWoS demersal pair trawls and seines	93,501	120,282	9%	10%	4%	-
NSWoS demersal seiners	159,551	179,813	17%	17%	6%	-
NSWoS demersal trawl <24m, >300kW	71,607	86,132	10%	11%	2%	-
NSWoS demersal trawl <24m, <300kW	39,083	49,325	16%	16%	9%	-
UK pots and traps 10m-12m	32,411	32,536	31%	31%	25%	-
UK pots and traps >12m	48,202	57,952	15%	17%	14%	-
South West beam trawl <250kW	88,975	86,233	14%	14%	11%	-
South West beam trawl >250kW	32,591	32,337	4%	4%	3%	-
UK demersal trawls and seines <10m	11,277	10,064	16%	16%	9%	-
UK drift and fixed nets <10m	15,832	16,188	37%	38%	26%	-
UK pots and traps <10m	9,477	10,032	18%	18%	11%	-
UK hooks <10m	7,278	6,260	19%	19%	11%	-
WoS nephrops trawl >250kW	79,385	66,081	21%	20%	14%	-
WoS nephrops trawl <250kW	47,095	41,583	24%	23%	18%	-
UK scallop dredge >15m	118,131	94,251	22%	21%	16%	-
UK scallop dredge <15m	34,445	25,674	23%	22%	18%	-

Table 7: Profit and profit margin by Seafish segment – average per vessel (Source: Seafish)

Summary

Although UK fleet turnover decreased, profits were stable overall in 2012. Profitability (in terms of operating and net profit margins) therefore increased slightly. Provisional estimates suggest that this trend is unlikely to continue into 2013.

Our comprehensive survey of vessel owners and skippers revealed that the high price of fuel was the main issue affecting their financial performance in 2012 and 2013 with over half of the participants noting its impact. Tighter management restrictions and the availability and cost of quota were also highlighted, along with bad weather, limiting days at sea. With many receiving lower first sale prices, the rising cost of bait was also of concern. Some issues were felt more strongly in certain geographic areas; crew retention has proven difficult for many vessel owners in areas with thriving oil industries, for example in the North East of Scotland.

Many survey participants found making predictions for the future a difficult task. Uncertainty over regulations, quota and, of course, the weather have left many feeling they have no way of knowing how their future may develop. With the continued uncertainty surrounding the implementation of the Landing Obligation this looks set to continue.

Only a minority of participants were optimistic about the future of the industry with the rest split evenly between those who saw the financial climate becoming more difficult and those who saw things continuing much as they are now.

A number of participants firmly believed that they would be leaving the industry in the coming year. This was split between those retiring and those opting to go to another profession.

Yet, despite the challenges faced by the industry as a whole, there was still a sizeable number of participants who showed ambition for expanding or upgrading their business. Their determination is indicative of an industry that remains passionate and determined to continue fighting even in a tough economic climate.

These issues will be explored in further detail in Seafish's forthcoming magazine report scheduled for late 2014.

UK Fleet Summary Tables

Table 8: 2012 Segment totals for income, costs and profit (£)

Segment	Active Vessels	Fishing Income	Non-fishing Income	Total Income	Fuel Cost	Crew Share Cost	Other Fishing Costs
Area VIIA demersal trawl >10m	5	620,573	1,137	621,710	163,654	85,890	130,283
Area VIIA nephrops >250kW	39	10,239,211	29,381	10,268,592	2,308,148	2,761,675	1,454,278
Area VIIA nephrops <250kW	57	8,575,625	67,367	8,642,992	1,344,255	2,847,904	1,593,306
Area VIIb-k trawlers 10-24m	61	14,939,453	687,317	15,626,770	2,475,166	3,791,381	2,725,598
Area VIIb-k trawlers 24-40m	15	23,213,474	65,586	23,279,059	5,442,143	4,603,123	8,306,857
UK Gill netters >10m	41	18,884,909	-	18,884,909	1,727,444	4,972,553	2,035,521
UK Longliners >10m	28	16,591,707	1,004,071	17,595,778	3,213,843	7,126,079	5,061,165
Low activity >10m	61	259,889	-	-	-	-	-
Low activity <10m	1,717	5,676,767	-	-	-	-	-
Miscellaneous	14	21,986,298	-	-	-	-	-
N.Sea beam trawl >300kW	8	14,966,385	44,111	15,010,496	6,375,171	1,595,018	4,621,786
N.Sea beam trawl <300kW	25	2,734,258	121,406	2,855,664	1,249,030	484,611	905,093
N.Sea nephrops trawl >300kW	73	35,568,933	1,693,910	37,262,843	10,904,317	8,258,596	7,059,395
N.Sea nephrops trawl <300kW	66	12,653,667	1,772,391	14,426,058	3,662,398	3,408,752	2,282,734
NSWoS demersal trawl >24m	42	59,128,277	3,374,355	62,502,632	19,513,986	11,999,191	16,254,975
NSWoS demersal pair trawls/seines	31	29,610,480	1,079,640	30,690,120	4,207,302	7,492,499	10,458,471
NSWoS demersal seiners	16	13,409,097	1,452,637	14,861,734	1,599,601	3,154,142	4,840,245
NSWoS demersal <24m >300kW	38	23,154,288	3,289,296	26,443,585	6,242,015	5,515,357	6,304,505
NSWoS demersal <24m <300kW	19	3,589,267	947,038	4,536,306	701,763	1,127,811	882,542
UK pelagic trawl >40m	30	200,086,841	-	-	-	-	-
UK pots and traps 10m-12m	167	17,306,925	127,857	17,434,782	2,082,692	4,237,085	3,049,741
UK pots and traps >12m	85	25,588,561	858,603	26,447,164	5,031,167	7,858,975	4,647,459
S.West beam trawl <250kW	26	15,647,207	674,638	16,321,845	4,032,454	3,935,182	3,034,134
S.West beam trawl >250kW	19	13,948,749	474,231	14,422,980	6,031,299	3,505,147	1,029,012
UK demersal trawls and seines <10m	221	14,716,257	618,406	15,334,662	2,466,528	4,414,886	1,931,862
UK drift and fixed nets <10m	256	10,109,579	832,389	10,941,969	1,290,970	2,145,582	1,730,874
UK pots and traps <10m	1,070	54,458,148	3,247,113	57,705,261	9,116,118	15,628,148	10,866,424
UK hooks <10m	141	5,371,724	137,731	5,509,455	476,593	1,593,633	1,490,819
WOS nephrops trawl >250kW	33	11,743,768	653,330	12,397,098	2,619,713	2,790,201	1,684,910
WOS nephrops trawl <250kW	99	18,322,085	1,381,080	19,703,165	3,651,114	4,296,397	2,680,939
UK scallop dredge >15m	88	46,673,866	736,490	47,410,355	9,320,440	11,519,504	3,844,972
UK scallop dredge <15m	157	22,378,942	847,579	23,226,521	4,917,290	6,902,811	2,031,511
Total Active UK fleet *	4748	772,155,211	30,346,186	802,501,397	154,988,947	181,386,840	135,992,015

* Figures for the total UK fleet include estimates for fleet segments not shown in this table.

Total Fishing Costs	Total Vessel Costs	Total Operating Costs	Operating Profit	Deprecia-tion	Interest	Net Profit	Segment
379,828	185,276	565,104	56,607	-	-	56,607	Area VIIA demersal trawl >10m
6,524,101	1,182,954	7,707,055	2,561,537	199,803	20,459	2,325,492	Area VIIA nephrops >250kW
5,785,465	1,422,811	7,208,276	1,434,716	382,455	67,571	976,855	Area VIIA nephrops <250kW
8,992,145	3,643,666	12,635,811	2,990,960	600,948	199,929	2,141,442	Area VIIb-k trawlers 10-24m
18,352,124	4,920,118	23,272,242	6,817	-	-	6,817	Area VIIb-k trawlers 24-40m
8,735,517	5,669,818	14,405,335	4,479,574	-	-	4,478,537	UK Gill netters >10m
15,401,087	5,347,159	20,748,246	-3,152,468	137,891	-	-3,316,062	UK Longliners >10m
-	-	-	-	-	-	-	Low activity >10m
-	-	-	-	-	-	-	Low activity <10m
-	-	-	-	-	-	-	Miscellaneous
12,591,974	2,409,803	15,001,777	8,719	803,245	614,929	-1,409,454	N.Sea beam trawl >300kW
2,638,734	129,962	2,768,697	86,967	244,589	59	-242,714	N.Sea beam trawl <300kW
26,222,309	6,818,085	33,040,393	4,222,449	2,207,964	690,729	1,288,509	N.Sea nephrops trawl >300kW
9,353,883	2,815,781	12,169,664	2,256,394	549,927	174,252	1,514,174	N.Sea nephrops trawl <300kW
47,768,152	11,128,140	58,896,292	3,606,340	3,696,249	1,099,979	-1,234,572	NSWoS demersal trawl >24m
22,158,271	5,633,309	27,791,579	2,898,541	1,230,516	422,874	1,187,997	NSWoS demersal pair trawls/seines
9,593,988	2,714,928	12,308,916	2,552,819	1,208,135	325,944	915,416	NSWoS demersal seiners
18,061,878	5,660,626	23,722,504	2,721,081	1,478,746	763,232	436,960	NSWoS demersal <24m >300kW
2,712,116	1,081,616	3,793,732	742,573	268,139	67,960	388,382	NSWoS demersal <24m <300kW
-	-	-	-	-	-	-	UK pelagic trawl >40m
9,369,519	2,652,570	12,022,088	5,412,694	919,676	126,386	4,301,661	UK pots and traps 10m-12m
17,537,601	4,812,373	22,349,974	4,097,191	285,664	194,777	3,591,752	UK pots and traps >12m
11,001,771	3,006,718	14,008,488	2,313,356	263,755	168,550	1,814,611	S.West beam trawl <250kW
10,565,458	3,238,300	13,803,758	619,222	120,653	51,252	431,761	S.West beam trawl >250kW
8,813,276	4,029,178	12,842,454	2,492,209	975,387	124,571	1,339,708	UK demersal trawls and seines <10m
5,167,426	1,721,532	6,888,958	4,053,011	648,744	63,170	2,869,656	UK drift and fixed nets <10m
35,610,690	11,954,521	47,565,211	10,140,050	2,737,914	657,450	6,363,477	UK pots and traps <10m
3,561,045	922,153	4,483,198	1,026,257	359,804	14,523	624,228	UK hooks <10m
7,094,824	2,682,577	9,777,402	2,619,696	559,374	286,414	1,766,745	WOS nephrops trawl >250kW
10,628,450	4,412,297	15,040,747	4,662,418	564,221	237,670	3,538,400	WOS nephrops trawl <250kW
24,684,916	12,329,913	37,014,830	10,395,526	2,131,945	430,876	7,722,912	UK scallop dredge >15m
13,851,612	3,967,084	17,818,696	5,407,826	969,202	120,358	4,260,659	UK scallop dredge <15m
472,367,802	181,152,800	653,520,602	148,980,794	37,340,610	10,813,508	98,407,593	Total Active UK fleet

Table 9: 2012 Segment averages per vessel for income, costs and profit (£)

Segment	Active Vessels	Fishing Income	Non-fishing Income	Total Income	Fuel Cost	Crew Share Cost	Other Fishing Costs
Area VIIA demersal trawl >10m	5	124,115	227	124,342	32,731	17,178	26,057
Area VIIA nephrops >250kW	39	262,544	753	263,297	59,183	70,812	37,289
Area VIIA nephrops <250kW	57	150,450	1,182	151,631	23,583	49,963	27,953
Area VIIb-k trawlers 10-24m	61	244,909	11,267	256,177	40,576	62,154	44,682
Area VIIb-k trawlers 24-40m	15	1,547,565	4,372	1,551,937	362,810	306,875	553,790
UK Gill netters >10m	41	460,608	-	460,608	42,133	121,282	49,647
UK Longliners >10m	28	592,561	35,860	628,421	114,780	254,503	180,756
Low activity >10m	61	4,260	-	-	-	-	-
Low activity <10m	1717	3,306	-	-	-	-	-
Miscellaneous	14	1,570,450	-	-	-	-	-
N.Sea beam trawl >300kW	8	1,870,798	5,514	1,876,312	796,896	199,377	577,723
N.Sea beam trawl <300kW	25	109,370	4,856	114,227	49,961	19,384	36,204
N.Sea nephrops trawl >300kW	73	487,246	23,204	510,450	149,374	113,131	96,704
N.Sea nephrops trawl <300kW	66	191,722	26,854	218,577	55,491	51,648	34,587
NSWoS demersal trawl >24m	42	1,407,816	80,342	1,488,158	464,619	285,695	387,023
NSWoS demersal pair trawls/seines	31	955,177	34,827	990,004	135,719	241,694	337,370
NSWoS demersal seiners	16	838,069	90,790	928,858	99,975	197,134	302,515
NSWoS demersal <24m >300kW	38	609,323	86,560	695,884	164,264	145,141	165,908
NSWoS demersal <24m <300kW	19	188,909	49,844	238,753	36,935	59,358	46,450
UK pelagic trawl >40m	30	6,669,561	-	-	-	-	-
UK pots and traps 10m-12m	167	103,634	766	104,400	12,471	25,372	18,262
UK pots and traps >12m	85	301,042	10,101	311,143	59,190	92,459	54,676
S.West beam trawl <250kW	26	601,816	25,948	627,763	155,094	151,353	116,697
S.West beam trawl >250kW	19	734,145	24,960	759,104	317,437	184,481	54,159
UK demersal trawls and seines <10m	221	66,589	2,798	69,388	11,161	19,977	8,741
UK drift and fixed nets <10m	256	39,491	3,252	42,742	5,043	8,381	6,761
UK pots and traps <10m	1070	50,895	3,035	53,930	8,520	14,606	10,156
UK hooks <10m	141	38,097	977	39,074	3,380	11,302	10,573
WOS nephrops trawl >250kW	33	355,872	19,798	375,670	79,385	84,552	51,058
WOS nephrops trawl <250kW	99	185,072	13,950	199,022	36,880	43,398	27,080
UK scallop dredge >15m	88	530,385	8,369	538,754	105,914	130,903	43,693
UK scallop dredge <15m	157	142,541	5,399	147,940	31,320	43,967	12,940

Total Fishing Costs	Total Vessel Costs	Total Operating Costs	Operating Profit	Deprecia-tion	Interest	Net Profit	Segment
75,966	37,055	113,021	11,321	-	-	11,321	Area VIIA demersal trawl >10m
167,285	30,332	197,617	65,680	5,123	525	59,628	Area VIIA nephrops >250kW
101,499	24,962	126,461	25,170	6,710	1,185	17,138	Area VIIA nephrops <250kW
147,412	59,732	207,144	49,032	9,852	3,278	35,106	Area VIIb-k trawlers 10-24m
1,223,475	328,008	1,551,483	454	-	-	454	Area VIIb-k trawlers 24-40m
213,061	138,288	351,350	109,258	-	-	109,233	UK Gill netters >10m
550,039	190,970	741,009	-112,588	4,925	-	-118,431	UK Longliners >10m
-	-	-	-	-	-	-	Low activity >10m
-	-	-	-	-	-	-	Low activity <10m
-	-	-	-	-	-	-	Miscellaneous
1,573,997	301,225	1,875,222	1,090	100,406	76,866	-176,182	N.Sea beam trawl >300kW
105,549	5,198	110,748	3,479	9,784	2	-9,709	N.Sea beam trawl <300kW
359,210	93,398	452,608	57,842	30,246	9,462	17,651	N.Sea nephrops trawl >300kW
141,726	42,663	184,389	34,188	8,332	2,640	22,942	N.Sea nephrops trawl <300kW
1,137,337	264,956	1,402,293	85,865	88,006	26,190	-29,395	NSWoS demersal trawl >24m
714,783	181,720	896,503	93,501	39,694	13,641	38,322	NSWoS demersal pair trawls/seines
599,624	169,683	769,307	159,551	75,508	20,371	57,213	NSWoS demersal seiners
475,313	148,964	624,276	71,607	38,914	20,085	11,499	NSWoS demersal <24m >300kW
142,743	56,927	199,670	39,083	14,113	3,577	20,441	NSWoS demersal <24m <300kW
-	-	-	-	-	-	-	UK pelagic trawl >40m
56,105	15,884	71,989	32,411	5,507	757	25,758	UK pots and traps 10m-12m
206,325	56,616	262,941	48,202	3,361	2,291	42,256	UK pots and traps >12m
423,145	115,643	538,788	88,975	10,144	6,483	69,793	S.West beam trawl <250kW
556,077	170,437	726,514	32,591	6,350	2,697	22,724	S.West beam trawl >250kW
39,879	18,232	58,111	11,277	4,414	564	6,062	UK demersal trawls and seines <10m
20,185	6,725	26,910	15,832	2,534	247	11,210	UK drift and fixed nets <10m
33,281	11,172	44,453	9,477	2,559	614	5,947	UK pots and traps <10m
25,256	6,540	31,796	7,278	2,552	103	4,427	UK hooks <10m
214,995	81,290	296,285	79,385	16,951	8,679	53,538	WOS nephrops trawl >250kW
107,358	44,569	151,927	47,095	5,699	2,401	35,741	WOS nephrops trawl <250kW
280,510	140,113	420,623	118,131	24,227	4,896	87,760	UK scallop dredge >15m
88,227	25,268	113,495	34,445	6,173	767	27,138	UK scallop dredge <15m

Table 10: 2013 Segment total for income, costs and profit (£)

Segment	Active Vessels	Fishing Income	Non-fishing Income	Total Income	Fuel Cost	Crew Share Cost	Other Fishing Costs
Area VIIA demersal trawl >10m	5	558,235	1,023	559,258	155,579	75,063	117,196
Area VIIA nephrops >250kW	45	10,084,563	28,937	10,113,500	2,717,398	2,530,596	1,432,314
Area VIIA nephrops <250kW	52	6,162,643	48,411	6,211,054	1,174,327	1,941,346	1,144,986
Area VIIb-k trawlers 10-24m	61	14,566,602	670,163	15,236,766	2,495,284	3,664,876	2,657,574
Area VIIb-k trawlers 24-40m	13	16,013,086	45,242	16,058,328	4,071,615	3,020,890	5,730,225
UK Gill netters >10m	38	16,449,745	-	16,449,745	1,669,362	4,277,206	1,773,045
UK Longliners >10m	27	18,449,128	233,874	18,683,002	3,068,197	8,088,098	5,126,044
Low activity >10m	50	275,694	-	-	-	-	-
Low activity <10m	1658	5,540,793	-	-	-	-	-
Miscellaneous	9	17,599,919	-	-	-	-	-
N.Sea beam trawl >300kW	10	16,860,749	49,695	16,910,443	8,549,143	1,278,938	4,936,189
N.Sea beam trawl <300kW	18	2,079,876	92,350	2,172,226	1,207,947	153,243	688,479
N.Sea nephrops trawl >300kW	55	21,990,228	1,047,247	23,037,476	7,594,261	4,705,792	4,364,419
N.Sea nephrops trawl <300kW	57	8,363,643	1,171,490	9,535,133	2,741,706	2,089,969	1,508,809
NSWoS demersal trawl >24m	40	59,887,422	3,417,678	63,305,100	17,170,752	13,485,616	16,463,673
NSWoS demersal pair trawls/seines	28	30,970,659	1,129,234	32,099,893	3,726,347	8,174,691	10,938,889
NSWoS demersal seiners	19	17,907,276	1,939,935	19,847,211	2,122,914	4,218,235	6,463,941
NSWoS demersal <24m >300kW	42	29,071,413	4,129,882	33,201,296	7,418,324	7,142,593	7,915,634
NSWoS demersal <24m <300kW	17	4,022,777	1,061,421	5,084,199	772,214	1,272,075	989,135
UK pelagic trawl >40m	30	197,269,673	-	-	-	-	-
UK pots and traps 10m-12m	169	17,394,725	128,505	17,523,231	2,003,554	4,289,801	3,065,212
UK pots and traps >12m	89	29,820,860	1,000,615	30,821,474	5,106,701	9,532,575	5,416,141
S.West beam trawl <250kW	25	14,784,215	637,429	15,421,644	3,865,376	3,692,772	2,866,792
S.West beam trawl >250kW	18	12,890,098	438,239	13,328,337	5,553,523	3,249,312	950,914
UK demersal trawls and seines <10m	200	12,183,148	511,960	12,695,108	2,130,158	3,617,215	1,599,331
UK drift and fixed nets <10m	247	9,759,825	803,592	10,563,417	1,123,609	2,108,496	1,670,992
UK pots and traps <10m	976	51,915,544	3,095,508	55,011,052	8,463,387	15,001,433	10,359,080
UK hooks <10m	150	4,935,248	126,540	5,061,787	445,189	1,460,716	1,369,683
WOS nephrops trawl >250kW	35	11,168,244	621,312	11,789,557	2,776,927	2,546,343	1,602,338
WOS nephrops trawl <250kW	99	16,568,614	1,248,907	17,817,522	3,456,820	3,829,634	2,424,366
UK scallop dredge >15m	99	44,533,842	702,721	45,236,563	9,789,254	10,683,246	3,668,677
UK scallop dredge <15m	193	21,904,427	829,607	22,734,034	5,424,701	6,482,808	1,988,435
Total active UK fleet *	4574	741,982,917	-	-	-	-	-

* Figures for the total UK fleet include estimates for fleet segments not shown in this table.

Total Fishing Costs	Total Vessel Costs	Total Operating Costs	Operating Profit	Deprecia-tion	Interest	Net Profit	Segment
347,838	166,664	514,502	44,755	-	-	-	Area VIIA demersal trawl >10m
6,680,309	1,165,087	7,845,396	2,268,105	-	-	-	Area VIIA nephrops >250kW
4,260,659	1,022,465	5,283,124	927,930	-	-	-	Area VIIA nephrops <250kW
8,817,734	3,552,729	12,370,463	2,866,303	-	-	-	Area VIIb-k trawlers 10-24m
12,822,730	3,393,989	16,216,718	-158,390	-	-	-	Area VIIb-k trawlers 24-40m
7,719,613	4,938,707	12,658,321	3,791,425	-	-	-	UK Gill netters >10m
16,282,338	5,935,825	22,218,163	-3,535,161	-	-	-	UK Longliners >10m
-	-	-	-	-	-	-	Low activity >10m
-	-	-	-	-	-	-	Low activity <10m
-	-	-	-	-	-	-	Miscellaneous
14,764,271	2,573,732	17,338,002	-427,559	-	-	-	N.Sea beam trawl >300kW
2,049,670	98,859	2,148,528	23,697	-	-	-	N.Sea beam trawl <300kW
16,664,472	4,215,231	20,879,703	2,157,773	-	-	-	N.Sea nephrops trawl >300kW
6,340,485	1,861,135	8,201,620	1,333,513	-	-	-	N.Sea nephrops trawl <300kW
47,120,041	11,271,011	58,391,052	4,914,049	-	-	-	NSWoS demersal trawl >24m
22,839,927	5,892,077	28,732,004	3,367,889	-	-	-	NSWoS demersal pair trawls/seines
12,805,089	3,625,671	16,430,761	3,416,450	-	-	-	NSWoS demersal seiners
22,476,552	7,107,210	29,583,762	3,617,534	-	-	-	NSWoS demersal <24m >300kW
3,033,425	1,212,253	4,245,678	838,520	-	-	-	NSWoS demersal <24m <300kW
-	-	-	-	-	-	-	UK pelagic trawl >40m
9,358,567	2,666,027	12,024,593	5,498,638	-	-	-	UK pots and traps 10m-12m
20,055,416	5,608,329	25,663,745	5,157,729	-	-	-	UK pots and traps >12m
10,424,940	2,840,887	13,265,828	2,155,817	-	-	-	S.West beam trawl <250kW
9,753,749	2,992,527	12,746,275	582,062	-	-	-	S.West beam trawl >250kW
7,346,704	3,335,635	10,682,339	2,012,769	-	-	-	UK demersal trawls and seines <10m
4,903,096	1,661,973	6,565,070	3,998,347	-	-	-	UK drift and fixed nets <10m
33,823,900	11,396,374	45,220,274	9,790,778	-	-	-	UK pots and traps <10m
3,275,588	847,224	4,122,812	938,975	-	-	-	UK hooks <10m
6,925,608	2,551,113	9,476,721	2,312,836	-	-	-	WOS nephrops trawl >250kW
9,710,820	3,990,028	13,700,848	4,116,674	-	-	-	WOS nephrops trawl <250kW
24,141,178	11,764,581	35,905,758	9,330,805	-	-	-	UK scallop dredge >15m
13,895,944	3,882,967	17,778,911	4,955,123	-	-	-	UK scallop dredge <15m
-	-	-	-	-	-	-	Total active UK fleet

Table 11: 2013 Segment averages per vessel for income, costs and profit (£)

Segment	Active Vessels	Fishing Income	Non-fishing Income	Total Income	Fuel Cost	Crew Share Cost	Other Fishing Costs
Area VIIA demersal trawl >10m	5	111,647	205	111,852	31,116	15,013	23,439
Area VIIA nephrops >250kW	45	224,101	643	224,744	60,387	56,235	31,829
Area VIIA nephrops <250kW	52	118,512	931	119,443	22,583	37,334	22,019
Area VIIb-k trawlers 10-24m	61	238,797	10,986	249,783	40,906	60,080	43,567
Area VIIb-k trawlers 24-40m	13	1,231,776	3,480	1,235,256	313,201	232,376	440,787
UK Gill netters >10m	38	432,888	-	432,888	43,931	112,558	46,659
UK Longliners >10m	27	683,301	8,662	691,963	113,637	299,559	189,853
Low activity >10m	50	5,514	-	-	-	-	-
Low activity <10m	1658	3,342	-	-	-	-	-
Miscellaneous	9	1,955,547	-	-	-	-	-
N.Sea beam trawl >300kW	10	1,686,075	4,969	1,691,044	854,914	127,894	493,619
N.Sea beam trawl <300kW	18	115,549	5,131	120,679	67,108	8,513	38,249
N.Sea nephrops trawl >300kW	55	399,822	19,041	418,863	138,077	85,560	79,353
N.Sea nephrops trawl <300kW	57	146,731	20,552	167,283	48,100	36,666	26,470
NSWoS demersal trawl >24m	40	1,497,186	85,442	1,582,628	429,269	337,140	411,592
NSWoS demersal pair trawls/seines	28	1,106,095	40,330	1,146,425	133,084	291,953	390,675
NSWoS demersal seiners	19	942,488	102,102	1,044,590	111,732	222,012	340,207
NSWoS demersal <24m >300kW	42	692,177	98,331	790,507	176,627	170,062	188,467
NSWoS demersal <24m <300kW	17	236,634	62,437	299,071	45,424	74,828	58,184
UK pelagic trawl >40m	30	6,575,656	-	-	-	-	-
UK pots and traps 10m-12m	169	102,927	760	103,688	11,855	25,383	18,137
UK pots and traps >12m	89	335,066	11,243	346,309	57,379	107,108	60,856
S.West beam trawl <250kW	25	591,369	25,497	616,866	154,615	147,711	114,672
S.West beam trawl >250kW	18	716,117	24,347	740,463	308,529	180,517	52,829
UK demersal trawls and seines <10m	200	60,916	2,560	63,476	10,651	18,086	7,997
UK drift and fixed nets <10m	247	39,513	3,253	42,767	4,549	8,536	6,765
UK pots and traps <10m	976	53,192	3,172	56,364	8,672	15,370	10,614
UK hooks <10m	150	32,902	844	33,745	2,968	9,738	9,131
WOS nephrops trawl >250kW	35	319,093	17,752	336,844	79,341	72,753	45,781
WOS nephrops trawl <250kW	99	167,360	12,615	179,975	34,917	38,683	24,489
UK scallop dredge >15m	99	449,837	7,098	456,935	98,881	107,912	37,057
UK scallop dredge <15m	193	113,494	4,298	117,793	28,107	33,590	10,303

Total Fishing Costs	Total Vessel Costs	Total Operating Costs	Operating Profit	Deprecia-tion	Interest	Net Profit	Segment
69,568	33,333	102,900	8,951	-	-	-	Area VIIA demersal trawl >10m
148,451	25,891	174,342	50,402	-	-	-	Area VIIA nephrops >250kW
81,936	19,663	101,599	17,845	-	-	-	Area VIIA nephrops <250kW
144,553	58,241	202,794	46,989	-	-	-	Area VIIb-k trawlers 10-24m
986,364	261,076	1,247,440	-12,184	-	-	-	Area VIIb-k trawlers 24-40m
203,148	129,966	333,114	99,774	-	-	-	UK Gill netters >10m
603,050	219,845	822,895	-130,932	-	-	-	UK Longliners >10m
-	-	-	-	-	-	-	Low activity >10m
-	-	-	-	-	-	-	Low activity <10m
-	-	-	-	-	-	-	Miscellaneous
1,476,427	257,373	1,733,800	-42,756	-	-	-	N.Sea beam trawl >300kW
113,871	5,492	119,363	1,317	-	-	-	N.Sea beam trawl <300kW
302,990	76,641	379,631	39,232	-	-	-	N.Sea nephrops trawl >300kW
111,237	32,651	143,888	23,395	-	-	-	N.Sea nephrops trawl <300kW
1,178,001	281,775	1,459,776	122,851	-	-	-	NSWoS demersal trawl >24m
815,712	210,431	1,026,143	120,282	-	-	-	NSWoS demersal pair trawls/seines
673,952	190,825	864,777	179,813	-	-	-	NSWoS demersal seiners
535,156	169,219	704,375	86,132	-	-	-	NSWoS demersal <24m >300kW
178,437	71,309	249,746	49,325	-	-	-	NSWoS demersal <24m <300kW
-	-	-	-	-	-	-	UK pelagic trawl >40m
55,376	15,775	71,151	32,536	-	-	-	UK pots and traps 10m-12m
225,342	63,015	288,357	57,952	-	-	-	UK pots and traps >12m
416,998	113,635	530,633	86,233	-	-	-	S.West beam trawl <250kW
541,875	166,251	708,126	32,337	-	-	-	S.West beam trawl >250kW
36,734	16,678	53,412	10,064	-	-	-	UK demersal trawls and seines <10m
19,851	6,729	26,579	16,188	-	-	-	UK drift and fixed nets <10m
34,656	11,677	46,332	10,032	-	-	-	UK pots and traps <10m
21,837	5,648	27,485	6,260	-	-	-	UK hooks <10m
197,875	72,889	270,763	66,081	-	-	-	WOS nephrops trawl >250kW
98,089	40,303	138,392	41,583	-	-	-	WOS nephrops trawl <250kW
243,850	118,834	362,684	94,251	-	-	-	UK scallop dredge >15m
72,000	20,119	92,119	25,674	-	-	-	UK scallop dredge <15m

Seafish
18 Logie Mill
Logie Green Road
Edinburgh
EH7 4HS
T: +44 (0)131 558 3331
www.seafish.org

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