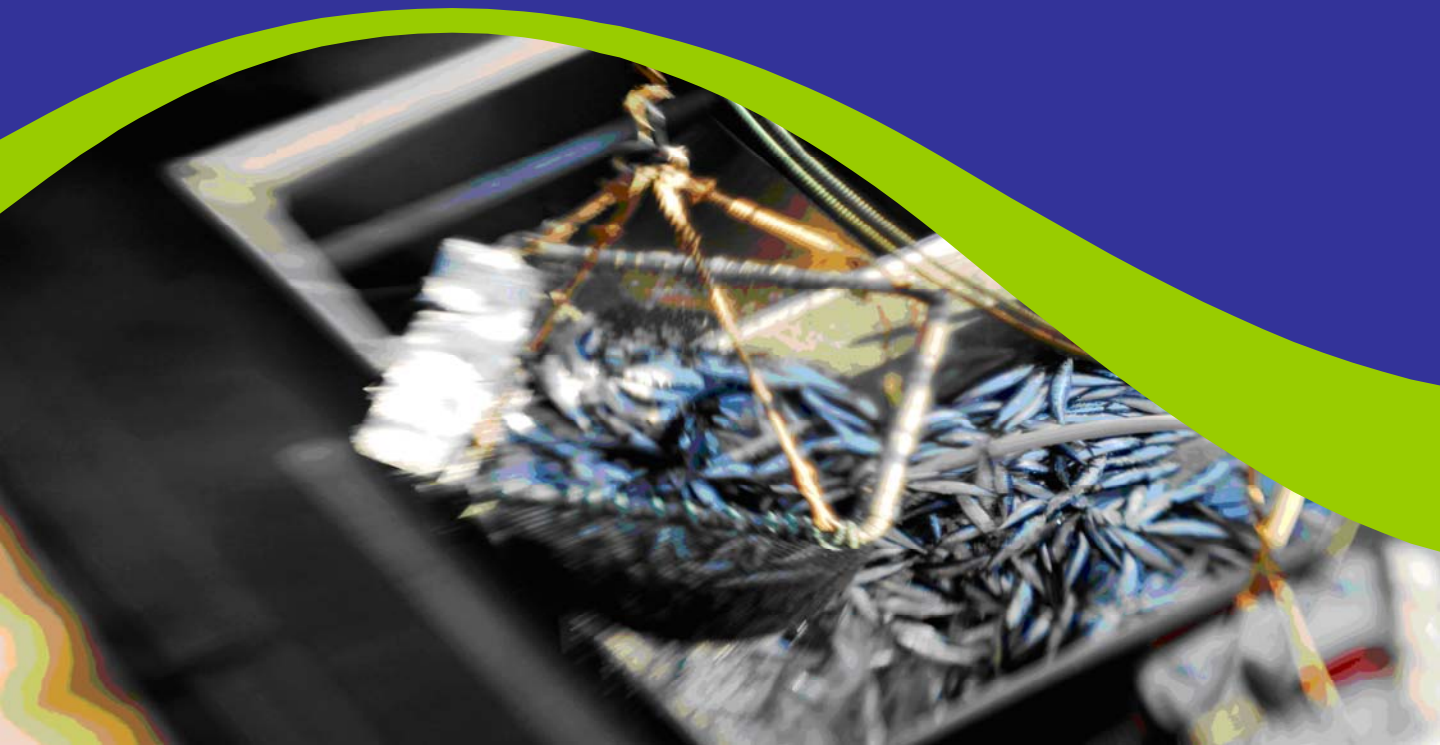


2008 Economic Survey of the UK Fishing Fleet





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2008 Economic Survey of the UK Fishing Fleet

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Seafish Economics

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Using figures in this report

When reading the figures in the fleet segment chapters of this report, it may be useful to understand more about where they originated and how they are calculated.

The following information is true for all segment chapters.

Income figures are available to us based on the declared landings of every vessel in the UK fleet. In a segment report, the total income for the segment presented in Table 1 is the sum of the declared income of every vessel in that segment for calendar year 2008. The average income per vessel is simply the sum of income divided by the number of vessels in the segment. You can check this using the figures in Table 1.

Days at sea figures and vessel characteristics figures are also based on official government data supplied to us for every vessel in the UK fleet.

In Tables 2 and 3, we show some average ratio figures, such as average income per day at sea or average fuel use per day at sea. These figures are the average of all vessels' ratios. So, we find the income per

day at sea for each vessel in the segment, then total those figures and divide by the number of vessels to find the average of income per day at sea. This figure is not the same as the segment total income divided by the segment total days at sea. If you try to multiply figures from Tables 2 or 3 to match with segment total or average figures in Table 1, you will find that they do not match.

If you want to estimate segment total ratios, you can calculate them from the figures in Table 1.

Crew numbers are based on our interviews with skippers and vessel owners.

In Table 4, the income figures are also based on the declared landings figures of every vessel in the segment. The costs profile is based on the sample of vessel accounts that vessel owners contributed during our survey and what we know about the other vessels in the segment for which we did not receive vessel accounts. Fuel cost is estimated for every vessel in the segment based on the vessel's days at sea per year, engine size and the average price of fuel for the calendar year 2008.

Introduction

The *2008 Economic Survey of the UK Fishing Fleet* provides a detailed insight into the financial and operational performance of the UK fishing fleet during 2008. This is the fourth edition of this annual report and it reflects our efforts at Seafish to build up a valuable time series of fleet financial data.

The information presented in this report 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, governments and academia. We hope that availability of accurate economic data and expert analysis of fleet performance will be used to enhance fisheries management and will be of benefit to the UK fleet in the long-run. Production of this report is only possible with the goodwill of all the vessel owners and their accountants who contributed to the survey.

We continually try to improve the quality and usefulness of the economic data on the UK fleet. Following feedback from industry on the usefulness of data on some of the under 10m segments used in previous reports, the 2008 report includes new segments to separate less active vessels from commercial vessels. We believe that this new segmentation provides a more useful analysis of vessel activity particularly among the under 10m fleet.

We recommend that readers refer to the Method section of this report as it is important in interpreting some of the information presented in the segment chapters.

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:

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Section 1: UK fleet analysis

Fleet Segmentation

The UK fishing fleet is made up of a very wide range of vessel types, gear types and activity levels. These range from high-activity whitefish vessels, some of which are at sea for over 300 days per year with earnings well over £1million, to low-activity under 10m boats, with annual earnings of less than £10,000.

Since 2002, Seafish has developed a fleet segmentation based on the physical characteristics of vessels, activity level, the gear used, species targeted and areas fished. The aim is to provide useful information on the financial performance of groups of comparable or similar vessels.

For the 2008 analysis we defined 33 Seafish segments to categorise the UK fleet and these are shown in Table 1. Some segments have many vessels, such as the under 10m pots and traps segment which has 1,032 vessels, while others have very few, such as the Area VIIdefg 15-40m trawlers, with just 14 vessels. Segments contain at least ten vessels so that reliable data can be collected, robust estimates of costs and profits can be produced, and confidentiality can be assured.

For the 2008 fleet report two new 'low activity' segments were created for under 10m and 10m and over vessels. Vessels in these two segments earned less than £10,000 per year and / or spent less than 20% of the average days at sea for the related segment. The removal of these vessels from other segments prevents the turnover averages being skewed by vessels which are not fully commercially active.

A new Miscellaneous vessels segment includes the activity of vessels which could not be included in any other segment.

Fishing Income

In 2008, the total volume of recorded fish landings by UK vessels at home and abroad was 588,000 tonnes, with a value of £646million, a 4% fall from 2007 in volume and 3% fall in value (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 2008.

Average fishing income per vessel in each Seafish segment is shown in Table 1. The average level of fishing income for 2008 varies significantly across different segments, ranging from £47,580 for vessels in the Under 10m passive other segment to £4.4million for vessels in the Pelagic over 40m segment.

Segment	No. of Vessels	Average Fishing Income £	Average Days at Sea
Area VIIa demersal trawl	14	187,470	149
Area VIIa nephrops single rig	64	137,087	145
Area VIIa nephrops twin rig	27	259,900	169
Area VII scallopers	41	537,303	187
Area VIIdefg trawlers 10-15m	55	122,588	156
Area VIIdefg trawlers 15-40m	14	655,513	247
Gill netters	33	330,030	169
Long liners	16	397,900	236
North Sea beam trawl over 300kw	15	1,302,173	205
North Sea beam trawl under 300kw	18	97,000	93
North Sea nephrops single rig	49	131,337	124
North Sea nephrops twin rig	114	467,741	199
NSWOS demersal single-rig trawl over 24m	41	1,140,906	214
NSWOS demersal pair seine / trawl	41	633,671	172
NSWOS demersal seine netters	22	553,467	150
NSWOS demersal twin rig trawl	20	892,396	198
NSWOS demersal under 24m over 300kw	28	682,554	204
NSWOS demersal under 24m under 300kw	32	167,954	135
NSWOS scallopers	65	298,979	158
Pelagic over 40m	31	4,398,089	74
Pots and traps 10-12m	167	94,665	167
Pots and traps over 12m	86	243,653	175
South West beam trawl 221kw and under	21	346,023	220
South West beam trawl over 221kw	27	524,982	207
Under 10m demersal trawl/seine	195	63,294	108
Under 10m mobile other	65	47,955	94
Under 10m passive other	344	47,580	100
Under 10m pots and traps	1,032	50,169	119
WOS nephrops single rig	146	144,538	158
WOS nephrops twin rig	43	236,916	185
Miscellaneous	53	500,033	119
Low activity 10m and over	114	19,222	24
Low activity under 10m	1,856	3,620	29

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

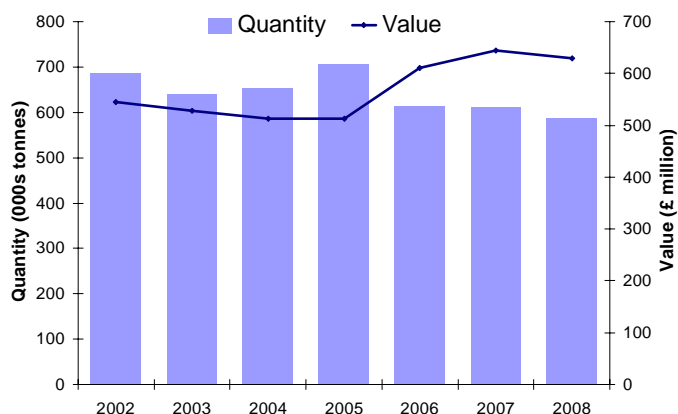


Figure 1: Fish landings by UK vessels (Source: MMO)

Total quantity and value of fish landings by UK vessels fell in 2008 compared to 2007, see Figure 1.

Figure 2 shows that the 2008 average price per tonne of demersal fish increased compared to 2007 by 8% to £1,250, while the average price per tonne of shellfish fell by 8% to £1,774 in 2008. Prices for pelagic species rose by 2% to £500 per tonne from 2007 to 2008.

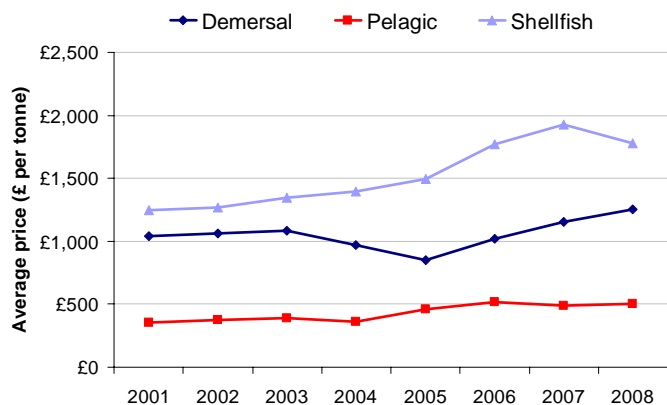


Figure 2: Average value of species groups (Source: MMO)

Fishing income is driven by the amount (volume) of fish that vessels catch per day and the price obtained for the fish landed. Table 2 shows the tonnes landed per day, the average price per tonne landed for all species combined and the average fishing income per day 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 Pelagic over 40m segment landed 170 tonnes per day and had an average fishing income per day at sea of £87,610, while vessels in the Under 10m pots and traps segment landed 0.19 tonnes per day and had an average fishing income per day of £489.

Segment	Average per vessel		
	Landings per day (tonnes)	Price per tonne (£)	Income per day (£)
Area VII scallopers	1.76	1,806	2,592
Area VIIa demersal trawl	0.60	1,795	1,103
Area VIIa nephrops single rig	0.52	1,796	914
Area VIIa nephrops twin rig	0.83	1,851	1,536
Area VIIdefg trawlers 15-40m	1.12	2,278	2,518
Area VIIdefg trawlers 10-15m	0.38	2,184	778
Gill netters	0.78	2,944	1,714
Long liners	1.17	1,610	1,876
North Sea beam trawl over 300kw	3.05	1,921	6,115
North Sea beam trawl under 300kw	0.39	3,122	1,181
North Sea nephrops single rig trawl	0.46	2,126	942
North Sea nephrops twin rig trawl	1.07	2,153	2,285
NSWOS demersal single-rig trawl over 24m	3.45	1,600	5,058
NSWOS demersal pair seine / trawl	2.74	1,295	3,500
NSWOS demersal seine netters	2.61	1,358	3,410
NSWOS demersal twin rig trawl	2.34	1,827	3,962
NSWOS demersal under 24m over 300kw	1.76	1,883	3,203
NSWOS demersal under 24m under 300kw	0.68	2,095	1,154
NSWOS scallopers	1.24	1,931	1,837
Pelagic over 40m	170.09	477	87,610
Pots and traps 10-12m	0.30	3,557	590
Pots and traps over 12m	0.94	1,830	1,311
South West beam trawl 221kw and under	0.61	2,777	1,573
South West beam trawl over 221kw	0.95	2,643	2,416
Under 10m demersal trawl/seine	0.24	2,557	560
Under 10m mobile other	0.28	2,822	567
Under 10m passive other	0.24	2,930	482
Under 10m pots and traps	0.19	4,773	489
WOS nephrops single rig	0.37	2,680	884
WOS nephrops twin rig	0.57	2,454	1,279

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

Operating Costs

Fishing vessels incur a range of operating costs which can be split into 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. 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 vessel operating costs for each segment are shown in Table 3. Seafish estimates show that operating costs ranged from 58% of income for the Under 10m pots and traps segment to 123% of income for the North Sea beam trawl under 300kw segment.

Segment	Average per vessel		
	Annual operating costs (£)	Operating costs as % of income	Fuel cost as % of income
Area VIIa demersal trawl	181,716	96%	42%
Area VIIa nephrops single rig	102,170	75%	20%
Area VIIa nephrops twin rig	195,938	75%	22%
Area VII scallopers	404,882	75%	15%
Area VIIdefg trawlers 10-15m	90,606	73%	24%
Area VIIdefg trawlers 15-40m	518,970	75%	19%
Gill netters	282,839	86%	9%
Long liners	315,017	75%	19%
North Sea beam trawl over 300kw	1,030,930	75%	19%
North Sea beam trawl under 300kw	119,034	123%	23%
North Sea nephrops single rig trawl	125,517	90%	24%
North Sea nephrops twin rig trawl	428,265	87%	24%
NSWOS demersal single-rig trawl over 24m	1,139,117	94%	32%
NSWOS demersal pair seine / trawl	607,439	94%	18%
NSWOS demersal seine netters	489,950	86%	14%
NSWOS demersal twin rig trawl	885,708	92%	33%
NSWOS demersal under 24m over 300kw	651,387	87%	23%
NSWOS demersal under 24m under 300kw	144,267	84%	15%
NSWOS scallopers	247,855	80%	20%
Pots and traps 10-12m	66,680	69%	11%
Pots and traps over 12m	237,097	89%	27%
South West beam trawl 221kw and under	321,722	93%	32%
South West beam trawl over 221kw	454,769	85%	26%
Under 10m demersal trawl/seine	58,214	87%	15%
Under 10m mobile other	43,493	86%	18%
Under 10m passive other	32,108	66%	13%
Under 10m pots and traps	31,884	58%	11%
WOS nephrops single rig	126,317	84%	22%
WOS nephrops twin rig	205,790	81%	21%

Table 3: Average vessel costs by Seafish segment (Source: MMO and Seafish)

Fuel

In 2008, the spike in oil prices had a major impact on the UK fishing fleet, raising costs and lowering profit. Some segments using very fuel-intensive fishing methods, such as the demersal trawl, nephrops trawl and beam trawl segments, were more affected by the high prices of oil compared to segments using less fuel-intensive methods, such as seine netting and passive gears.

During the summer, when prices peaked, some vessels were tied up or operated only part time because they could not make an acceptable operating profit with fuel at those prices.

As shown in Table 3, the amount of fuel consumed varies significantly between segments, with total annual spend on fuel ranged from 9% of income for the Gill netters segment to 42% of income for Area VIIa demersal trawlers. Table 3 shows that for most segments the cost of fuel represents a significant percentage of earnings.

Table 4 shows the average vessel fuel consumption for each segment. The average fuel consumption in litres per day ranged from 106 litres for the Under 10m passive other segment to 3,400 litres per day for the NSWOS demersal twin rig segment.

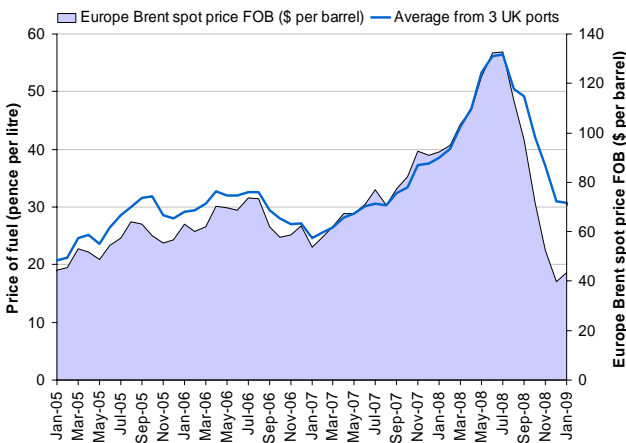


Figure 3: Oil price and marine fuel price (Source: Seafish)

Segment	Average per vessel		
	Annual fuel Cost (£)	Fuel cost per day (£)	Litres per day
Area VIIa demersal trawl	78,883	474	1,046
Area VIIa nephrops single rig	27,427	183	403
Area VIIa nephrops twin rig	55,962	324	717
Area VII scallopers	79,069	384	849
Area VIIIdefg trawlers 10-15m	30,414	189	418
Area VIIIdefg trawlers 15-40m	131,758	506	1,118
Gill netters	29,508	175	386
Long liners	79,978	340	749
North Sea beam trawl over 300kw	261,737	1,229	2,715
North Sea beam trawl under 300kw	22,079	226	500
North Sea nephrops single rig trawl	32,927	244	538
North Sea nephrops twin rig	119,681	595	1,314
NSWOS demersal single-rig trawl over 24m	383,562	1,796	3,968
NSWOS demersal pair seine / trawl	116,105	670	1,479
NSWOS demersal seine netters	79,216	476	1,052
NSWOS demersal twin rig trawl	320,076	1,539	3,400
NSWOS demersal under 24m over 300kw	174,104	847	1,871
NSWOS demersal under 24m under 300kw	26,333	196	432
NSWOS scallopers	61,022	366	808
Pots and traps 10-12m	10,614	63	138
Pots and traps over 12m	70,981	393	867
South West beam trawl 221kw and under	112,071	521	1,150
South West beam trawl over 221kw	140,865	679	1,500
Under 10m demersal trawl/seine	9,714	89	198
Under 10m mobile other	9,212	98	215
Under 10m passive other	6,465	62	137
Under 10m pots and traps	5,894	48	106
WOS nephrops single rig	33,556	200	442
WOS nephrops twin rig	52,490	283	624

Table 4: Fuel consumption and cost by Seafish segment (Source: MMO and Seafish)

Profit

Operating profit is calculated as total income less operating costs. Seafish estimated that the total operating profit of the UK fleet in 2008 was £156million, equivalent to 24% of total fleet earnings. This estimate includes estimates of operating profit for all segments, including those not shown in detail in this report.

All but two of the 31 Seafish fleet segments made an operating profit in 2008. Average operating profit/loss as a percentage of earnings ranged from 42% for the Under 10m pots and traps segment to -23% for the North Sea beam trawl under 300kw segment.

Net profit is operating profit less depreciation and interest. Seafish estimated that total net profit of the UK fleet in 2008, was £78million, equivalent to 12% of income. Net profit/loss as a percentage of earnings ranged from 26% for the Under 10m pots and traps segment to -34% for the North Sea beam trawl under 300kw segment.

Segment	Average per vessel		
	Operating profit (£)	Operating profit margin	Net profit margin
Area VIIa demersal trawl	7,905	4%	- 6%
Area VIIa nephrops single rig	34,916	25%	24%
Area VIIa nephrops twin rig	63,979	25%	16%
Area VII scallopers	132,690	25%	15%
Area VIIdefg trawlers 10-15m	33,591	27%	19%
Area VIIdefg trawlers 15-40m	177,120	25%	12%
Gill netters	47,191	14%	11%
Long liners	107,513	25%	12%
North Sea beam trawl over 300kw	351,847	25%	12%
North Sea beam trawl under 300kw	- 22,034	- 23%	- 34%
North Sea nephrops single rig trawl	13,848	10%	7%
North Sea nephrops twin rig trawl	64,337	13%	2%
NSWOS demersal single-rig trawl over 24m	77,262	6%	- 2%
NSWOS demersal pair seine / trawl	36,094	6%	- 4%
NSWOS demersal seine netters	79,952	14%	8%
NSWOS demersal twin rig trawl	80,854	8%	- 1%
NSWOS demersal under 24m over 300kw	96,877	13%	4%
NSWOS demersal under 24m under 300kw	27,585	16%	7%
NSWOS scallopers	63,334	20%	12%
Pots and traps 10-12m	30,482	31%	21%
Pots and traps over 12m	30,538	11%	2%
South West beam trawl 221kw and under	24,521	7%	0%
South West beam trawl over 221kw	82,813	15%	9%
Under 10m demersal trawl/seine	8,335	13%	- 9%
Under 10m mobile other	7,331	14%	1%
Under 10m passive other	16,350	34%	12%
Under 10m pots and traps	23,342	42%	26%
WOS nephrops single rig	24,666	16%	10%
WOS nephrops twin rig	48,697	19%	13%

Table 5: Average profit and profit margin by Seafish segment (Source: MMO and Seafish)

Section 2: Segment reports

Segment 2.1

Area VIIa demersal trawlers over 10m

- The segment comprised 14 vessels with an average length of 21m
- In total the segment landed 1,384 tonnes worth £2.6million in 2008
- On average these vessels landed 99 tonnes worth £187,470
- Cod, hake, nephrops and haddock are the key species for this segment
- On average vessels made an operating profit of £7,905 in 2008

2008	Segment Total	Average per vessel
Active Vessels	14	-
Length (m)	-	21
Power (kW)	4,983	356
Registered Tonnage (GT)	1,535	110
VCU	4,068	291
Landings (Tonnes)	1,384	99
Fishing Income (£)	2,624,583	187,470
Days at Sea	2,080	149
Vessel Age	-	34
Crew	63	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Area VIIa demersal trawl over 10m vessels are based mainly in north west England and in Northern Ireland, fishing mainly out of the ports of Kilkeel, Portavogie, Maryport and Fleetwood.

Vessels in this segment spent on average 149 days at sea in 2008 targeting a wide range of species including cod, hake, nephrops and haddock.

Income

The segment landed 1,384 tonnes of seafood worth £2.6million in 2008. Therefore on average, vessels landed 99 tonnes, worth £187,470.

Cod was the most important species to this segment in terms of both value and volume. The segment's average prices for cod and hake were well above the UK fleet average prices for these species, see Figure 3.

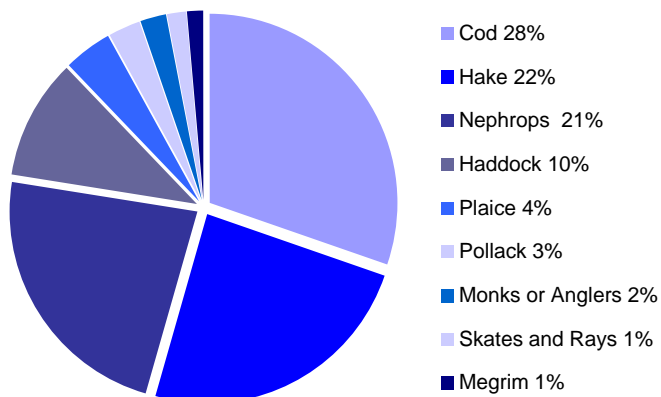


Figure 1. Value catch composition (Source: MMO, Seafish)

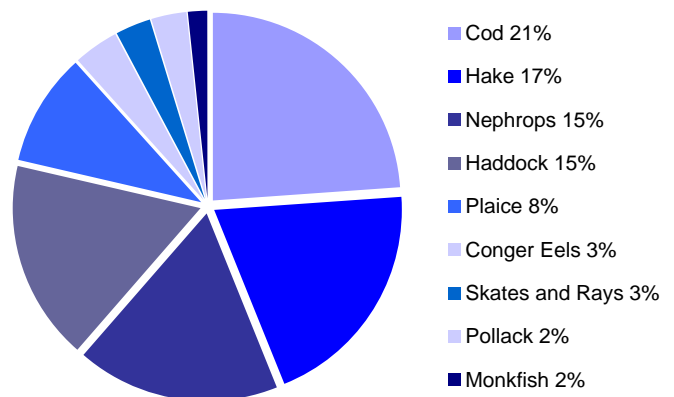


Figure 2. Volume catch composition (Source: MMO, Seafish)

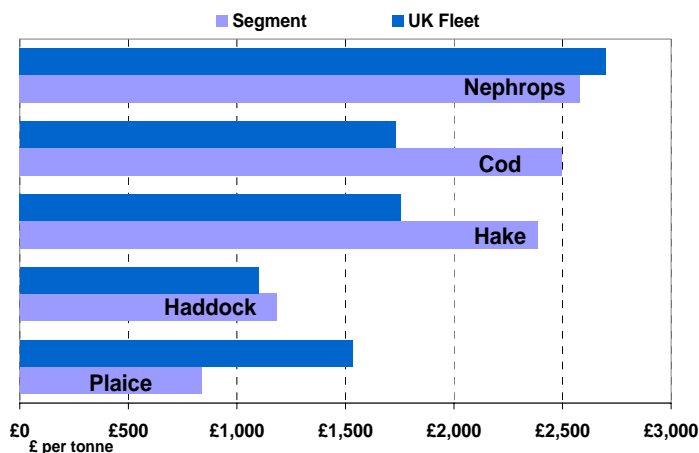


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 0.6 tonnes per day, obtained £1,795 per tonne and therefore earned £1,103 per day at sea (see Table 2). The vessels in the most profitable quartile achieved higher average prices per tonne for their catch and caught more per day at sea. Therefore income per day was much higher for vessels in the most profitable quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	322,691	187,470	80,085
Tonnes per day	0.87	0.60	0.37
£ per tonne	2,094	1,795	1,589
£ per day	1,792	1,103	535
Days at Sea	181	149	117

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £181,176 or 96% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 82% of income compared to 132% in the least profitable quartile. Fuel and crew share were the largest fishing costs, on average accounting for 44% and 22% of operating costs respectively.

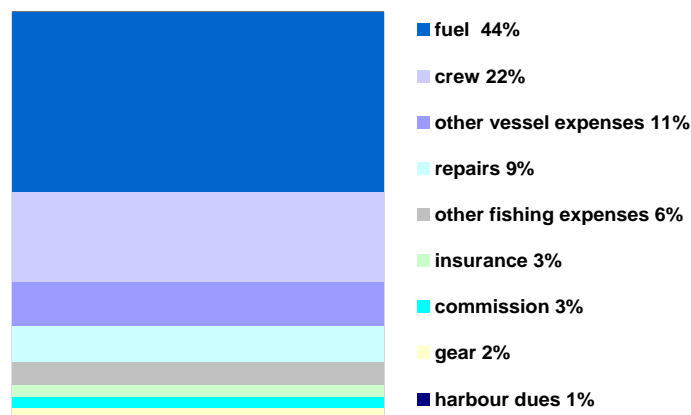


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 2.4 million litres in 2008 costing £1.1million. On average vessels consumed 1,046 litres per day at sea costing £474 per day. Fuel consumption per day ranged from an average of 950 litres for vessels in the bottom quartile to an average of 1,100 litres for vessel in the top quartile.

On average vessels consumed 1,907 litres of fuel per tonne of seafood landed. This varied substantially between the most and least profitable quartiles at 1,268 litres and 2,761 litres respectively.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	90,042	78,883	62,948
Annual Litres	198,900	174,250	139,050
Cost per day at sea	498	474	430
Litres per day at sea	1,100	1,046	950
Litres per tonne landed	1,268	1,907	2,761

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £7,905 and after deducting depreciation and interest, on average vessels made a net loss of £10,678. There was a broad range of profit levels and margins within the segment. Average operating profit in the top quartile of vessels was £59,346 (18% of total income) compared to the bottom quartile average operating loss of £25,873 (-32% of total income). Table 4 shows a break down of costs. Figure 5 shows total income, operating costs, and operating profit for the top and bottom quartiles and the segment average.

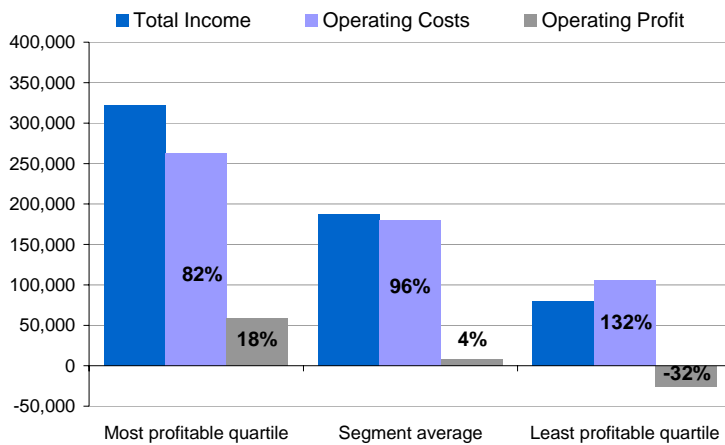


Figure 5. Total income, operating costs and operating profit; operating costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	187,470	99%
Non-fishing Income	2,151	1%
Total Income	189,621	100%
Fuel costs	78,883	42%
Crew share	39,823	21%
Other Fishing Costs	18,557	10%
Total Fishing Costs	137,263	72%
Total Vessel Costs	44,453	23%
Total Operating Costs	181,716	96%
Operating Profit	7,905	4%
Depreciation	16,026	8%
Interest	2,558	1%
Net Profit	-10,678	-6%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.2

Area VIIa nephrops single-rig trawl over 10m

- The segment comprised 64 vessels with an average length of 17m and an average crew of four
- In total the segment landed 5,051 tonnes worth £8.77million in 2008
- On average these vessels landed 79 tonnes worth £137,087
- Nephrops was the key species for this segment, although prices obtained were below the UK average price
- On average vessels made an operating profit of £34,916 in 2008

2008	Segment Total	Average per vessel
Active Vessels	64	-
Length (m)	-	17
Power (kW)	13,948	218
Registered Tonnage (GT)	3,782	59
VCU	12,418	194
Landings (Tonnes)	5,051	79
Fishing Income (£)	8,773,540	137,087
Days at Sea	9,252	145
Vessel Age	-	34
Crew	280	4

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Area VIIa nephrops single-rig trawl over 10m vessels are based mainly in Northern Ireland, fishing out of Kilkeel, Portavogie and Ardglass. There are also some vessels based in north west England.

Vessels in this segment spent on average 145 days at sea in 2008 targeting mostly nephrops. On average vessels had four crew members and the segment employed 280 fishermen in total.

Income

The segment landed 5,051 tonnes of seafood worth £8.77million in 2008. Therefore on average, active vessels landed 79 tonnes, worth £137,087.

Nephrops was the most important species to this segment in terms of both value and volume. The segment's average price for nephrops was well below the UK fleet average price for nephrops, see Figure 3.

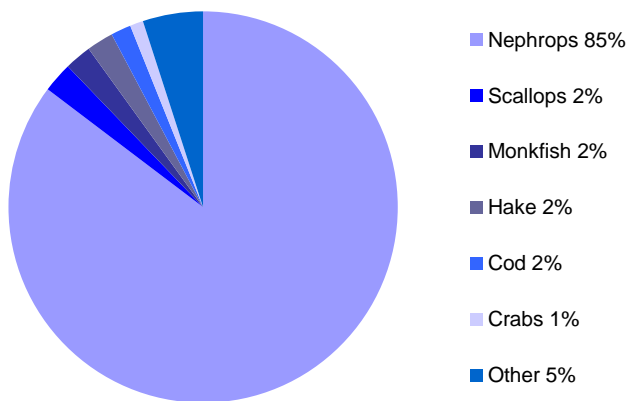


Figure 1. Value catch composition (Source: MMO, Seafish)

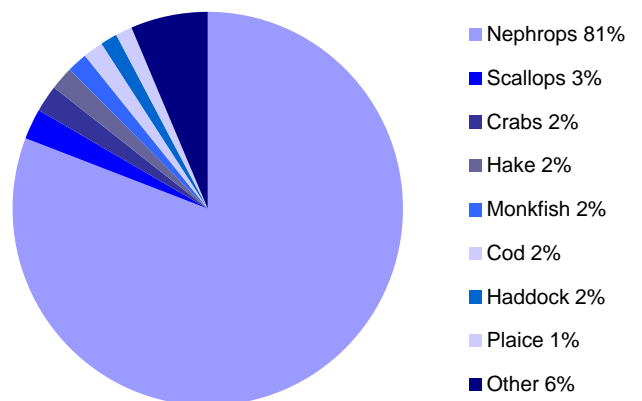


Figure 2. Volume catch composition (Source: MMO, Seafish)

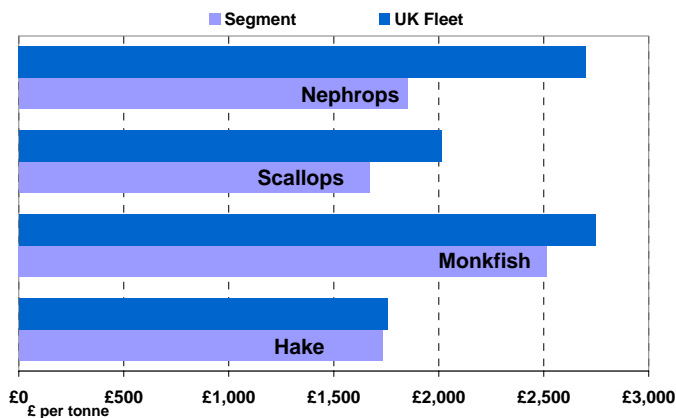


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. Table 2 shows that on average vessels in this segment landed 0.52 tonnes per day, obtained £1,796 per tonne and therefore earned £914 per day at sea. There was little variation between prices per tonne achieved between quartiles but vessels in the top quartile landed more tonnes per day at 0.56 compared to a segment average of 0.52 and 0.42 in the bottom quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	142,134	137,087	114,868
Tonnes per day	0.56	0.52	0.42
£ per tonne	1,784	1,796	1,751
£ per day	1,011	914	733
Days at Sea	140	145	144

Figure 4. Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £102,170 or 75% of total income. There was a significant variation between quartiles, with total costs for the most profitable quartile equating to 67% of income compared to 85% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 42% and 27% of total operating costs respectively.

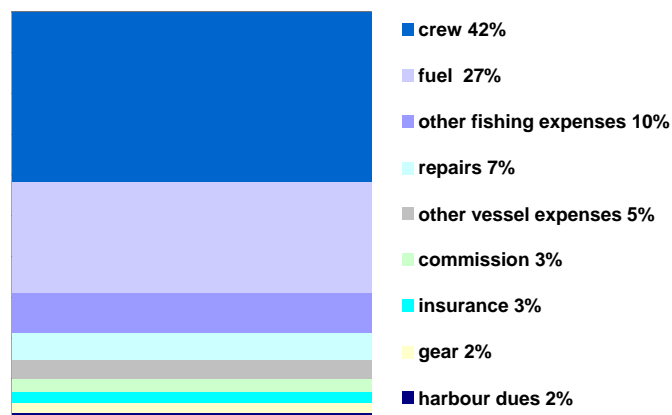


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 3.9million litres in 2008 costing £1.75million. On average vessels consumed 403 litres per day at sea costing £183 per day. Fuel consumption per day ranged from an average of 502 litres for vessels in the bottom quartile to an average of 270 litres for vessel in the top quartile.

On average vessels consumed 841 litres of fuel per tonne of seafood landed. This varied substantially between the most and least profitable quartiles at 492 litres and 1,229 litres respectively.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	17,384	27,427	35,373
Annual Litres	38,401	60,586	78,137
Cost per day at sea	122	183	227
Litres per day at sea	270	403	502
Litres per tonne landed	492	841	1,229

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £34,916. There was a broad range of profit levels and margins within the segment. Average operating profit in the top quartile of vessels was £47,255 (33% of total income) compared to the bottom quartile average of £16,870 (15% of total income). Table 4 shows a break down of costs. Figure 5 shows total income, operating costs, and operating profit for the top and bottom quartiles and the segment average.

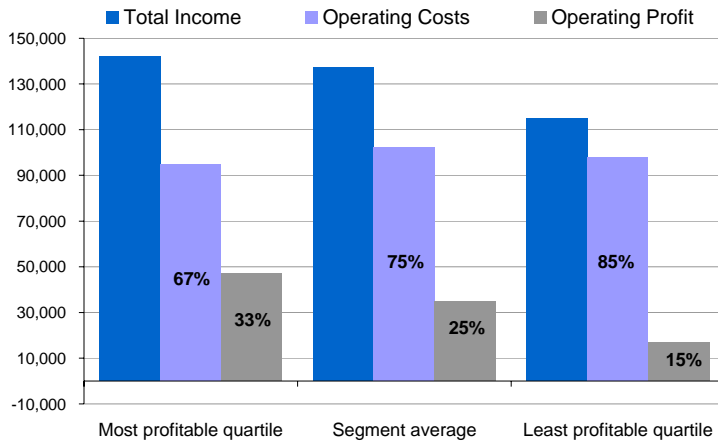


Figure 5. Total income, operating costs and operating profit; operating costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	137,087	100%
Non-fishing Income	-	-
Total Income	137,087	100%
Fuel costs	27,427	20%
Crew share	41,799	30%
Other Fishing Costs	16,252	12%
Total Fishing Costs	85,479	62%
Total Vessel Costs	16,691	12%
Total Operating Costs	102,170	75%
Operating Profit	34,916	25%
Depreciation	1,646	1%
Interest	914	1%
Net Profit	32,356	24%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.3

Area VIIa nephrops twin-rig trawl over 10m

- The segment comprised 27 vessels with an average length of 19m and an average crew of five
- In total, the segment landed 3,780 tonnes worth £7million in 2008
- On average these vessels landed 140 tonnes worth £259,900
- Nephrops was the key species for this segment, although prices obtained were below the UK average
- On average vessels made an operating profit of £63,979 in 2008

2008	Segment Total	Average per vessel
Active Vessels	27	-
Length (m)	-	19
Power (kW)	8,500	315
Registered Tonnage (GT)	2,409	89
VCU	6,918	256
Landings (Tonnes)	3,780	140
Fishing Income (£)	7,017,312	259,900
Days at Sea	4,573	169
Vessel Age	-	29
Crew	127	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

The Area VIIa nephrops twin-rig trawl over 10m segment is based predominately in Northern Ireland, fishing out of Kilkeel, Portavogie and Ardglass.

Vessels in this segment spent on average 169 days at sea in 2008 targeting mostly nephrops. On average vessels had four crew members and in total the segment employed 127 fishermen.

Income

The segment landed 3,780 tonnes worth £7million in 2008. Therefore on average vessels landed 140 tonnes worth £259,900.

Nephrops was the most important species to this segment in terms of both value and volume. The segment's average price for nephrops was well below the UK fleet average for nephrops, see Figure 3.

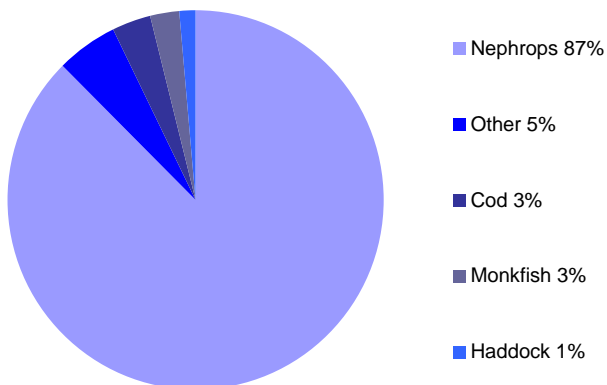


Figure 1. Value catch composition (Source: MMO, Seafish)

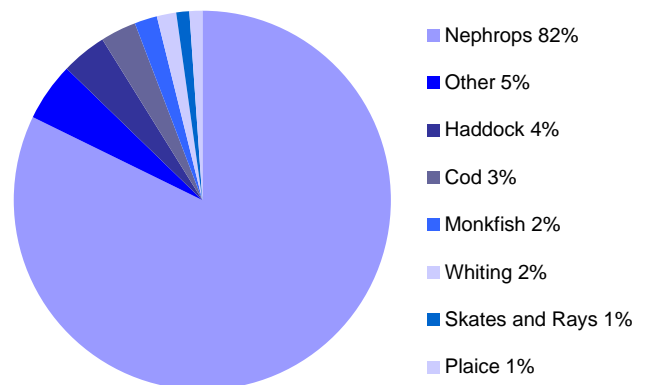


Figure 2. Volume catch composition (Source: MMO, Seafish)

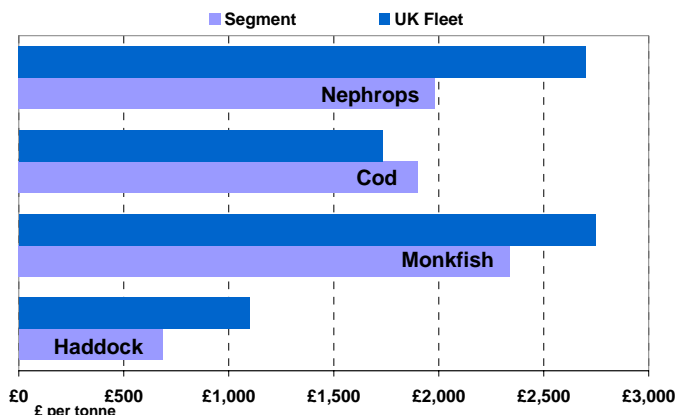


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. Table 2 shows that on average vessels in this segment landed 0.83 tonnes per day, obtained £1,851 per tonne and therefore earned £1,536 per day at sea. The most profitable quartile of vessels were not, on average, the most productive in terms of tonnes landed per day and did not achieve the highest prices per tonne landed. However they did incur significantly lower costs than the other vessels in the segment and on average achieved an operating profit margin of 38.5%.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	195,355	259,900	232,734
Tonnes per day	0.70	0.83	0.77
£ per tonne	1,753	1,851	1,729
£ per day	1,227	1,536	1,326
Days at Sea	161	169	176

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £195,938 or 75% of total income. There was a significant variation between quartiles, with total costs for the most profitable quartile equating to 61% of income compared to 87% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 31% and 29% of total costs respectively.

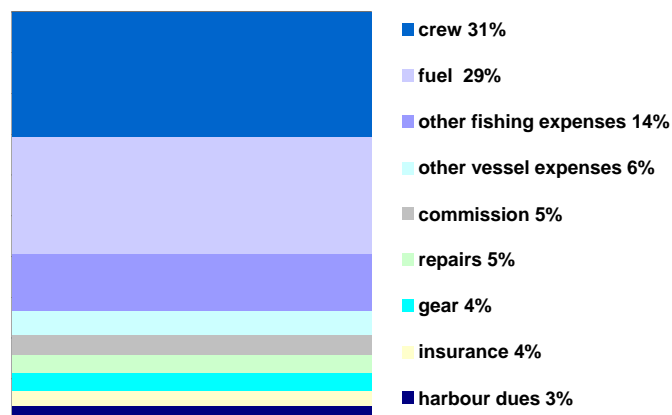


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 3.3million litres in 2008 costing £1.5million. On average vessel in the segment consumed 123,619 litres of fuel in 2008 costing £55,962. On average vessels consumed 717 litres per day at sea costing £324 per day. Fuel consumption per day ranged from an average of 957 litres for vessels in the bottom quartile to an average of 200 litres for vessel in the top quartile.

On average vessels consumed 847 litres of fuel per tonne of seafood landed. This varied substantially between the most and least profitable quartiles at 296 litres and 1,261 litres respectively.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	14,577	55,962	76,151
Annual Litres	32,200	123,619	168,214
Cost per day at sea	91	324	433
Litres per day at sea	200	717	957
Litres per tonne landed	296	847	1,261

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £63,979 and after depreciation and interest, vessels made on average a net profit of £42,317. There was a broad range of profit levels and margins within the segment. Average operating profit in the top quartile of vessels was £75,580 (39% of total income) compared to the bottom quartile average of £31,250 (13% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

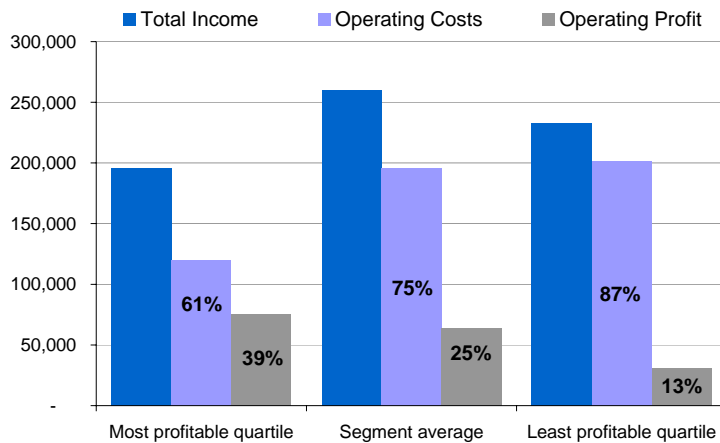


Figure 5. Total income, operating costs and operating profit; operating costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	259,900	100%
Non-fishing Income	-	-
Total Income	259,900	100%
Fuel costs	55,962	22%
Crew share	59,306	23%
Other Fishing Costs	44,362	17%
Total Fishing Costs	159,630	61%
Total Vessel Costs	36,308	14%
Total Operating Costs	195,938	75%
Operating Profit	63,979	25%
Depreciation	11,348	4%
Interest	10,315	4%
Net Profit	42,317	16%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.4

Area VII scallop dredgers over 10m

- The segment comprised 41 vessels with an average length of 20m
- The segment landed 13,932 tonnes of seafood worth £22million in 2008
- On average, these vessels landed 346 tonnes, worth £537,303
- Scallops and queen scallops are the key species for this segment
- On average vessels made an operating profit of £132,690 in 2008

2008	Segment Total	Average per vessel
Active Vessels	41	-
Length (m)	-	20
Power (kW)	14,315	358
Registered Tonnage (GT)	4,153	104
VCU	11,694	292
Landings (Tonnes)	13,932	346
Fishing Income (£)	22,029,414	537,303
Days at Sea	7,661	187
Vessel Age	-	26
Crew	176	4

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Area VII scallop dredge over 10m vessels are based at a number of ports along the west and south coasts of the UK including Brixham, Kirkcudbright and Exmouth.

Vessels in this segment spent on average 187 days at sea in 2008 targeting mostly scallops and queen scallops. On average vessels had four crew members and employed 176 fishermen in total.

Income

The segment landed 13,932 tonnes of seafood worth £22million in 2008. Therefore on average, active vessels landed 346 tonnes, worth £537,303.

Scallops were the most important species to this segment in terms of both value and volume. Queen scallops accounted for 33% of the volume of landings but just 9% of value. The segment's average prices for scallops and queen scallops were close to the UK fleet average for these species because these vessels land the bulk of UK landings of scallops, see Figure 3.

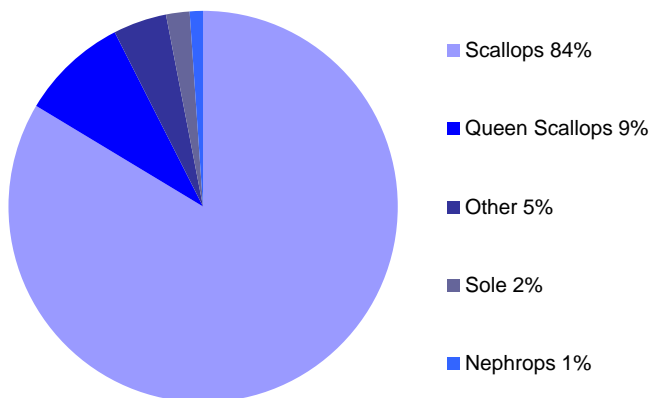


Figure 1. Value catch composition (Source: MMO, Seafish)

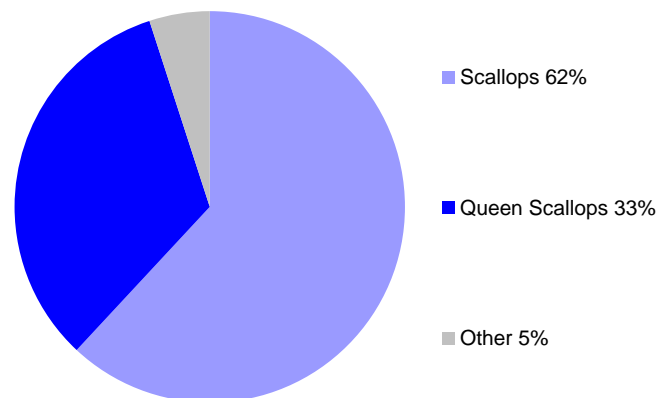


Figure 2. Volume catch composition (Source: MMO, Seafish)

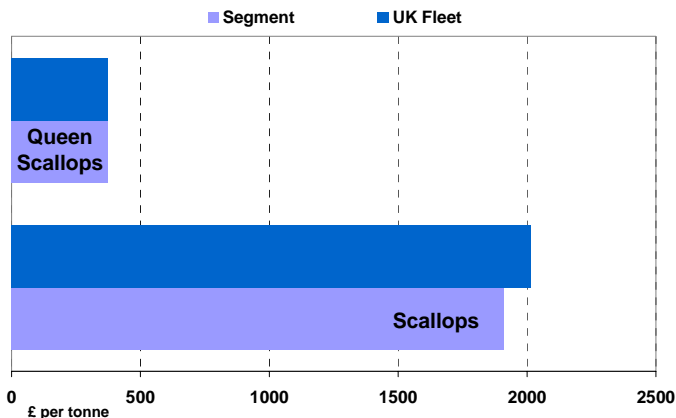


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. The vessels in the top quartile achieved higher prices for their catch and caught more per day at sea. The vessels in the top quartile on average landed 2.65 tonnes per day, obtained £2,643 per tonne and therefore earned £5,117 per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	1,046,824	537,303	289,848
Tonnes per day	2.65	1.76	0.77
£ per tonne	2,643	1,806	1,559
£ per day	5,117	2,592	1,185
Days at Sea	188	187	189

Figure 4. Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £404,882 or 75% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 68% of income compared to 91% in the least profitable quartile. Fuel and crew share were the largest fishing costs accounting for 38% and 20% on average of total operating costs respectively.

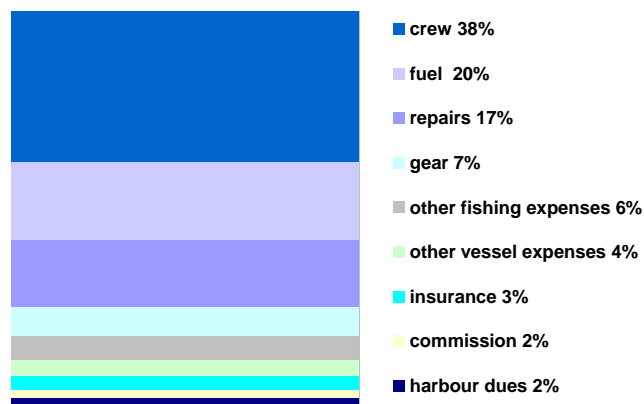


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Total fuel consumption for this segment was 7.1million litres in 2008 costing £3.2million. On average vessels consumed 849 litres per day at sea costing £384 per day. Annual fuel consumption and cost for vessels in the segment was 174,661 litres costing £79,069.

On average vessels consumed 849 litres of fuel per tonne of seafood landed. This varies significantly between most and least profitable quartiles at 477 litres and 1,510 litres respectively.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	73,912	79,069	86,840
Annual Litres	163,270	174,661	191,827
Cost per day at sea	371	384	383
Litres per day at sea	820	849	845
Litres per tonne landed	477	849	1,510

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for active vessels in the segment was £132,690 and after depreciation and interest, vessels made on average a net profit of £79,000. There was a broad range of profit levels and margins within the segment. Average operating profit in the top quartile of vessels was £338,657(32% of total income) compared to the bottom quartile average of £27,393 (9% of total income). Table 4 shows a break down of costs and costs as a percent of fishing income. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

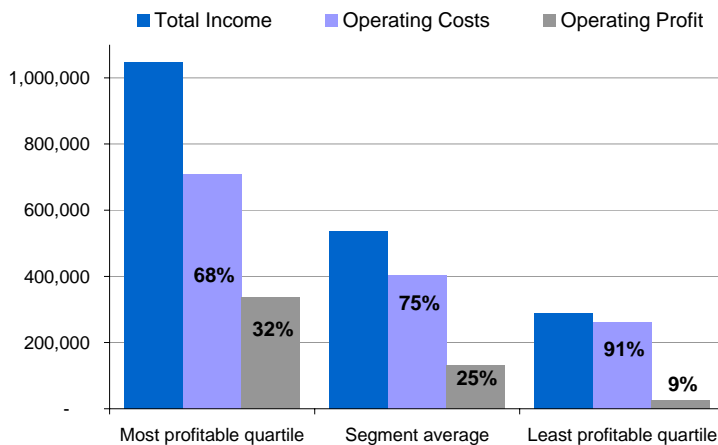


Figure 5. Total income, operating costs and operating profit; operating costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	537,303	100%
Non-fishing Income	269	0.5%
Total Income	537,572	100%
Fuel costs	79,069	15%
Crew share	154,383	29%
Other Fishing Costs	42,311	8%
Total Fishing Costs	275,763	51%
Total Vessel Costs	129,118	24%
Total Operating Costs	404,882	75%
Operating Profit	132,690	25%
Depreciation	35,133	7%
Interest	18,556	3%
Net Profit	79,000	15%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.5

Area VIIdefg trawlers 10-15m

- The segment comprised 55 vessels with an average length of 13m and average crew size of five
- In total the segment landed 3,521 tonnes worth £6.7million in 2008
- On average these vessels landed 64 tonnes worth £122,588
- Vessels targeted a wide range of species including cuttlefish, squid, lemon sole, bass and monkfish
- The average operating profit for active vessels in the segment was £33,591

2008	Segment Total	Average per vessel
Active Vessels	55	-
Length (m)	-	13
Power (kW)	9,453	175
Registered Tonnage (GT)	1,572	29
VCU	7,655	142
Landings (Tonnes)	3,521	64
Fishing Income (£)	6,742,327	122,588
Days at Sea	8,586	156
Vessel Age	-	21
Crew	285	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Area VIIdefg trawlers 10-15m vessels are based mainly along the south coast of England, fishing from ports such as Brixham, Southampton, Looe and Plymouth.

Vessels in this segment spent on average 156 days at sea in 2008 targeting a wide range of species including cuttlefish, squid, lemon sole, bass and monkfish.

Income

The segment landed 3,521 tonnes worth £6.7million in 2008. Therefore on average, vessels landed 64 tonnes worth £122,588.

The segment obtained higher average prices for lemon sole and squid than the UK fleet average prices for these species and slightly lower prices for cuttlefish, monkfish and bass, see Figure 3.

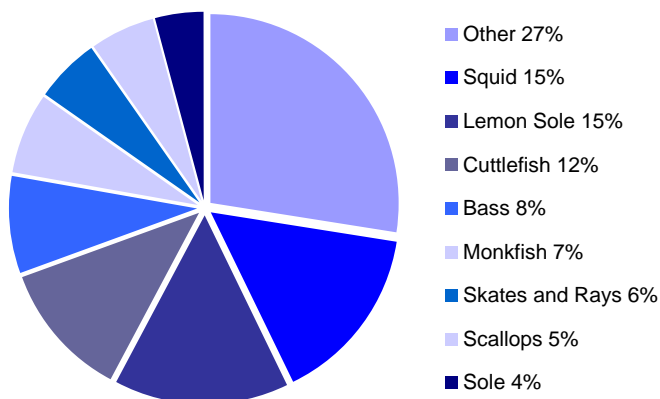


Figure 1. Value catch composition (Source: MMO, Seafish)

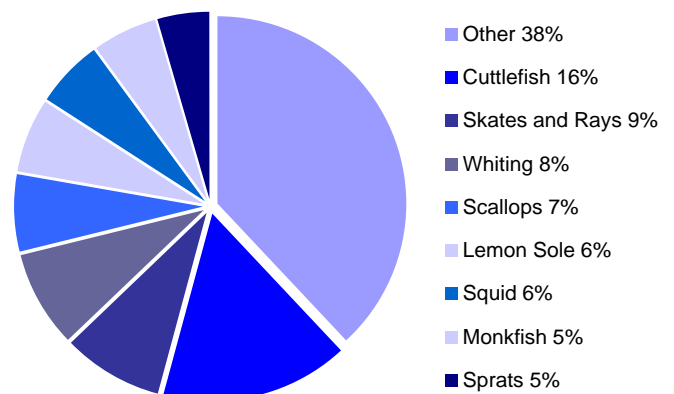


Figure 2. Volume catch composition (Source: MMO, Seafish)

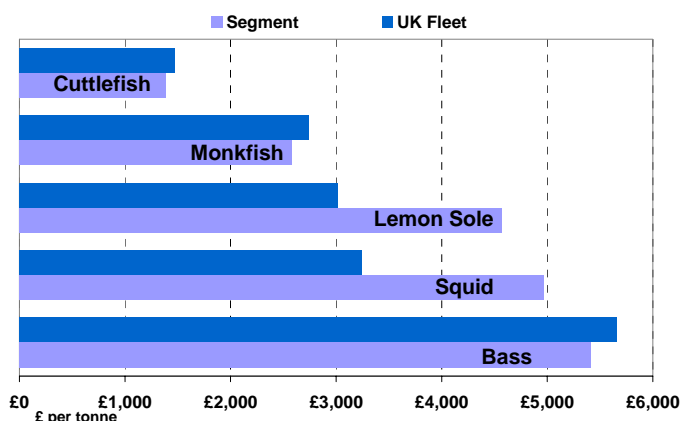


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels landed 0.38 tonnes per day, obtained £2,184 per tonne and therefore earned £778 per day at sea. The most profitable vessels in the top quartile achieved lower prices on average compared to the segment average but landed significantly more per day at sea, 0.66 tonnes per day compared to 0.38 for the segment average.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	200,445	122,588	51,656
Tonnes per day	0.66	0.38	0.17
£ per tonne	2,104	2,184	2,176
£ per day	1,349	778	369
Days at Sea	157	156	139

Figure 4. Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £90,606 or 73% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 65% of income compared to 96% in the least profitable quartile. Fuel and crew share were the largest fishing costs accounting for 34% and 23% on average of total operating costs respectively.

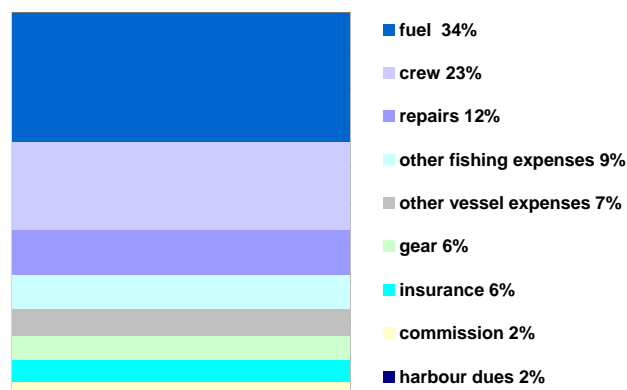


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Total fuel consumption for this segment was 3.7million litres in 2008 costing £1.7million. On average vessels consumed 418 litres per day at sea costing £189 per day. Fuel consumption per day ranged from an average of 386 litres for vessels in the bottom quartile to an average of 469 litres for vessel in the top quartile.

On average vessels consumed 1,421 litres of fuel per tonne of seafood landed. This varied substantially between most and least profitable quartiles at 733 litres and 2,307 litres respectively.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	34,242	30,414	24,679
Annual Litres	75,638	67,184	54,514
Cost per day at sea	212	189	175
Litres per day at sea	469	418	386
Litres per tonne landed	733	1,421	2,307

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for active vessels in the segment was £33,591 and after depreciation and interest, vessels made on average a net profit of £23,388. There was a broad range of profit levels and margins within the segment. Average operating profit in the most profitable quartile of vessels was £70,400 (35% of total income) compared to the least profitable quartile average of £2,290 (4% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

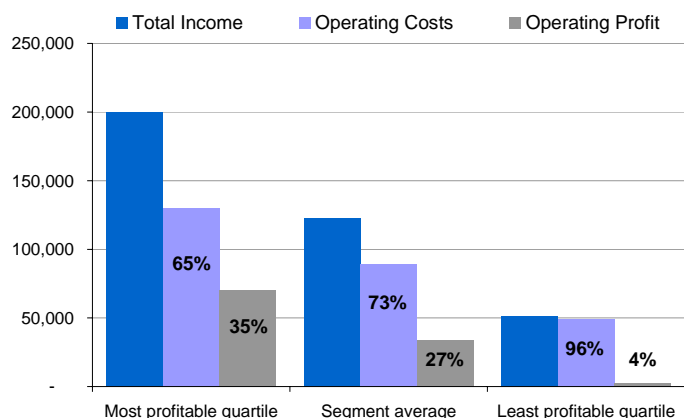


Figure 5. Total income, operating costs and operating profit; operating costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	122,588	99%
Non-fishing Income	1,609	1%
Total Income	124,197	100%
Fuel costs	30,414	24%
Crew share	20,909	17%
Other Fishing Costs	11,479	9%
Total Fishing Costs	62,803	51%
Total Vessel Costs	27,804	22%
Total Operating Costs	90,606	73%
Operating Profit	33,591	27%
Depreciation	2,934	2%
Interest	7,268	6%
Net Profit	23,388	19%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Section 2.6

Area VIIdefg trawlers 15-40m

- The segment comprised 14 vessels with an average length of 31m
- In total the segment landed 4,090 tonnes worth £9.2million in 2008
- On average vessels landed 292 tonnes worth £655,513
- A wide range of species were targeted including monkfish and megrim
- On average vessels made an operating profit of £177,120 in 2008

2008	Segment Total	Average per vessel
Active Vessels	14	-
Length (m)	-	31
Power (kW)	7,180	598
Registered Tonnage (GT)	3,112	259
VCU	6,162	513
Landings (Tonnes)	4,090	292
Fishing Income (£)	9,177,187	655,513
Days at Sea	3,452	247
Vessel Age	-	18
Crew	92	8

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Area VIIdefg 15-40m trawlers vessels are predominantly based along the west coast of Scotland, Newlyn and Exmouth.

Vessels in this segment spent on average 247 days at sea in 2008 targeting a wide range of species including monkfish, megrim and hake. On average vessels had eight crew members and the segment employed a total of 92 fishermen,

Income

The segment landed 4,090 tonnes worth about £9.2million in 2008. Therefore on average vessels landed 292 tonnes worth £655,513.

Monkfish and megrim were the most important species to this segment in terms of both value and volume. The segment's average prices for monkfish, megrim and hake were slightly below the UK fleet average prices for these species, see Figure 3.

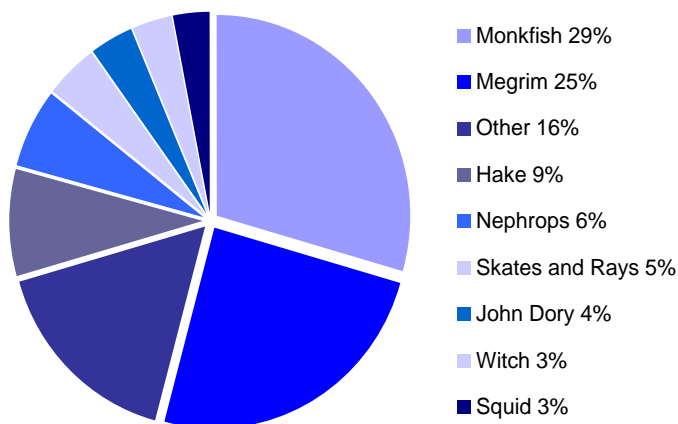


Figure 1. Value catch composition (Source: MMO, Seafish)

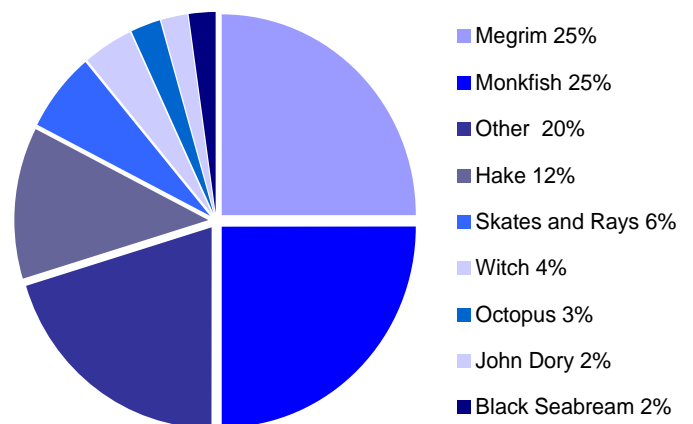


Figure 2. Volume catch composition (Source: MMO, Seafish)

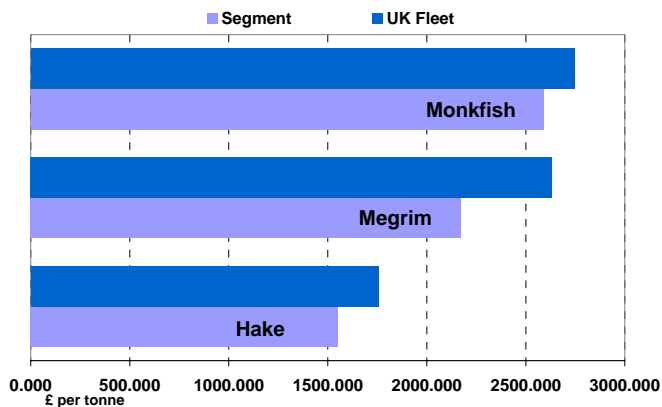


Figure 3. Average prices of key species (Source: MMO, Seafish)

In most fleet segment reports, we have ranked vessels by estimated operating profit margin and split them into quartiles. However, there were too few sample vessels for this segment to produce reliable estimates of performance for quartiles so only the segment average has been used in the following analysis. Vessels in the segment on average landed 1.12 tonnes per day, obtained £2,278 per tonne and therefore earned £2,518 per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	-	655,513	-
Tonnes per day	-	1.12	-
£ per tonne	-	2,278	-
£ per day	-	2,518	-
Days at Sea	-	247	-

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average operating costs for vessels in the segment were £518,970 or 75% of total income. Fuel and crew share were the largest fishing costs accounting for 44% and 22% on average of total operating costs respectively.

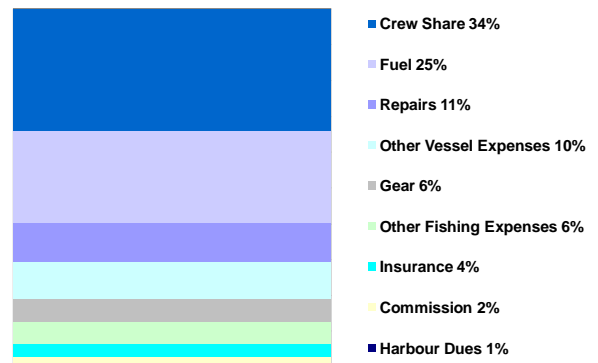


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 2.4million litres in 2008 costing £1.1million. On average vessels consumed 1,118 litres per day at sea costing £506 per day. On average vessels consumed 1,011 litres of fuel per tonne of seafood landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	-	131,758	-
Annual Litres	-	291,050	-
Cost per day at sea	-	506	-
Litres per day at sea	-	1,118	-
Litres per tonne landed	-	1,011	-

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £177,120 and after deducting depreciation and interest, vessels made on average a net profit of £80,497. Table 4 shows a break down of costs. Figure 5 shows total income, operating costs, and operating profit for the segment average.

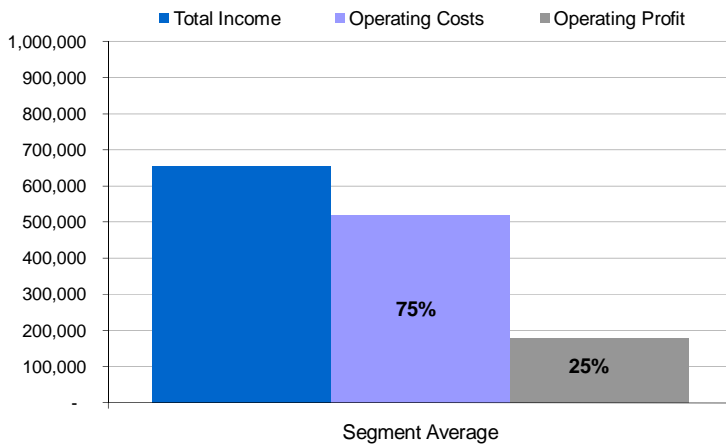


Figure 5. Total income, operating costs and operating profit; operating costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	655,513	94%
Non-fishing Income	40,576	6%
Total Income	696,090	100%
Fuel costs	131,758	19%
Crew share	177,251	25%
Other Fishing Costs	46,345	7%
Total Fishing Costs	355,354	51%
Total Vessel Costs	163,616	24%
Total Operating Costs	518,970	75%
Operating Profit	177,120	25%
Depreciation	64,240	9%
Interest	32,448	5%
Net Profit	80,497	12%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.7

Gill net vessels over 10m

- The segment comprised 32 vessels with an average length of 19m
- In total the segment landed 4,462 tonnes worth £10.9million in 2008
- On average vessels landed 135 tonnes worth £330,030
- Monkfish and pollack are the key species for this segment
- On average vessels made an operating profit of £47,190 in 2008

2008	Segment Total	Average per vessel
Active Vessels	33	
Length (m)	-	19
Power (kW)	8,641	270
Registered Tonnage (GT)	3,238	101
VCU	7,575	237
Landings (Tonnes)	4,462	135
Fishing Income (£)	10,890,983	330,030
Days at Sea	5,572	169
Vessel Age	-	28
Crew	132	4

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Gill net vessels over 10m are based in ports throughout the UK, ranging from Whalsay in the Shetland Islands to Newlyn in the south west of England.

Vessels in this segment spent on average 169 days at sea in 2008 targeting a wide range of species including monkfish, pollack, cod and hake.

Income

The segment landed 4,462 tonnes worth £10.9million in 2008. Therefore on average, active vessels landed 135 tonnes, worth £330,030.

Monkfish was the most important species to this segment in terms of both value and volume. The segment's average prices for monkfish and pollack were below the UK fleet average prices for these species but segment prices were well above average for hake and cod, see Figure 3.

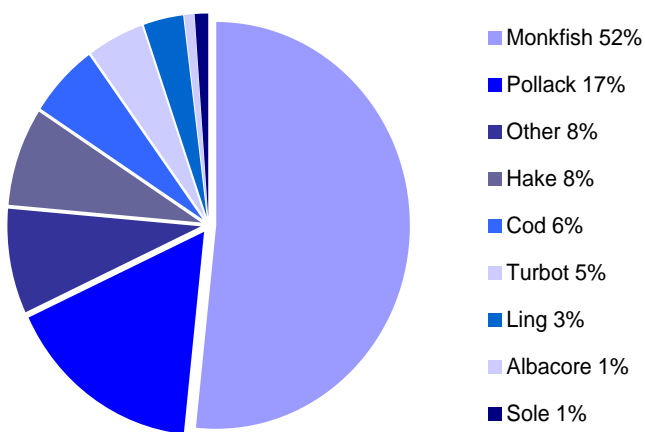


Figure 1. Value catch composition (Source: MMO, Seafish)

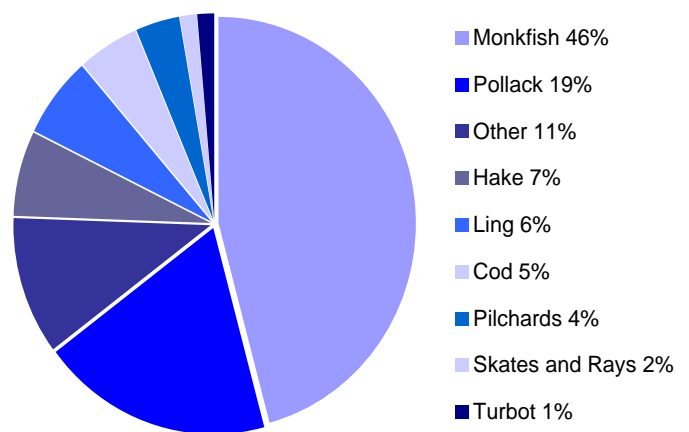


Figure 2. Volume catch composition (Source: MMO, Seafish)

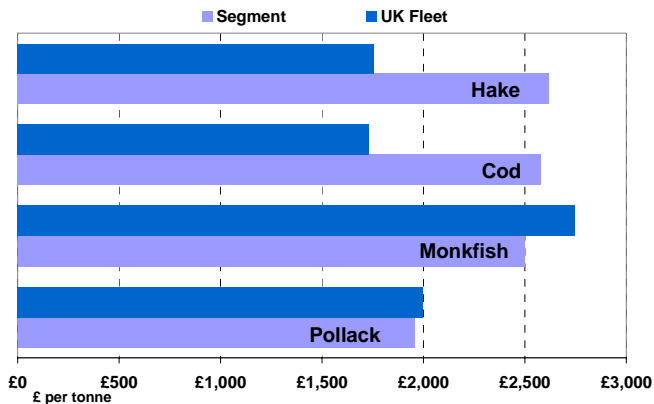


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 0.78 tonnes per day, obtained £2,944 per tonne and therefore earned £1,714 per day at sea (see Table 2). The vessels in the most profitable quartile actually achieved lower prices per tonne than the segment average but had much higher landings per day at 1.24 tonnes per day and earned £3,208 per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	722,352	330,030	81,128
Tonnes per day	1.24	0.78	0.26
£ per tonne	2,678	2,944	4,267
£ per day	3,208	1,714	717
Days at Sea	219	169	111

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £282,839 or 86% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 82% of income compared to 101% in the least profitable quartile. Crew share and gear were the largest fishing costs, on average accounting for 36% and 18% of total operating costs respectively.

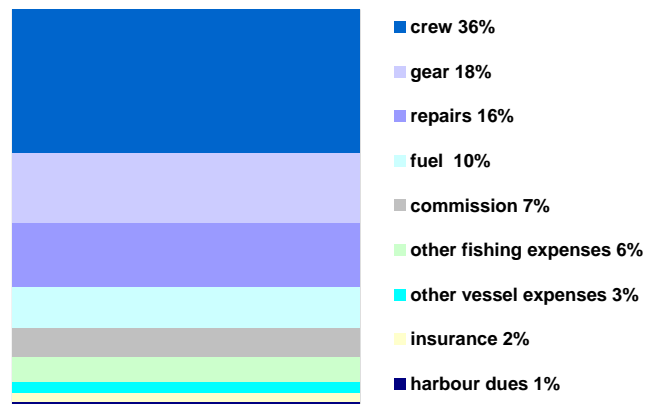


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 2.1million litres in 2008 costing £0.9million. On average vessels consumed 386 litres per day at sea costing £175 per day. Detailed data on fuel consumption by quartile was not available for this segment. On average vessels consumed 1,738 litres of fuel per tonne of seafood landed. For this fleet segment, there was insufficient data available about fuel consumption rates to provide reliable estimates for quartiles.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	-	29,508	-
Annual Litres	-	65,182	-
Cost per day at sea	-	175	-
Litres per day at sea	-	386	-
Litres per tonne landed	-	1,738	-

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £47,190 and after deducting depreciation and interest, vessels made on average a net profit of £37,248. There was a broad range of profit levels and margins within the segment. Average operating profit in the top quartile of vessels was £129,686 (18% of total income) compared to the bottom quartile average operating loss of £468 (-1% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

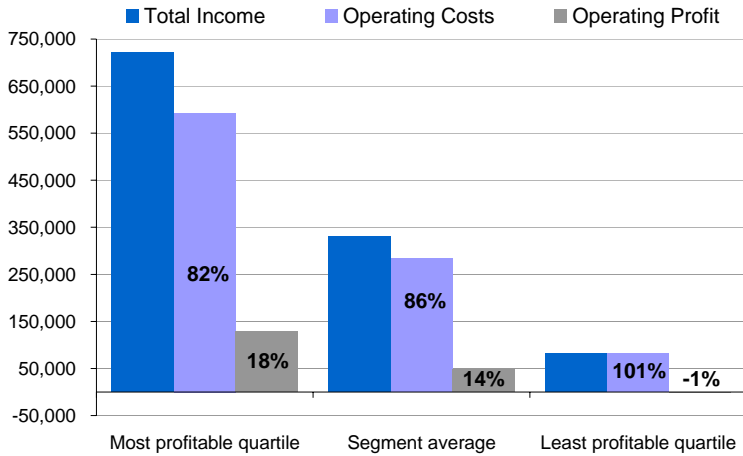


Figure 5. Total income, operating costs and operating profit by quartile; operating costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	330,030	100%
Non-fishing Income	-	0%
Total Income	330,030	100%
Fuel costs	29,508	9%
Crew share	102,918	31%
Other Fishing Costs	40,743	12%
Total Fishing Costs	173,169	52%
Total Vessel Costs	109,670	33%
Total Operating Costs	282,839	86%
Operating Profit	47,190	14%
Depreciation	7,662	2%
Interest	2,281	1%
Net Profit	37,248	11%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.8

Long line vessels over 10m

- The segment comprised 16 vessels with an average length of 28m
- In total the segment landed 4,100 tonnes worth £6.4million in 2008
- On average vessels landed 256 tonnes worth £397,900
- Hake, ling and swordfish are the key species for this segment
- On average vessels made an operating profit of £107,513 in 2008

2008	Segment Total	Average per vessel
Active Vessels	16	-
Length (m)	-	28
Power (kW)	7,627	477
Registered Tonnage (GT)	3,275	205
VCU	5,531	395
Landings (Tonnes)	4,100	256
Fishing Income (£)	6,366,396	397,900
Days at Sea	3,776	236
Vessel Age	-	35
Crew	77	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

The long line vessels over 10m fish from ports along the south and west coast of England. Some of the vessels also fish from Spanish ports.

Vessels in this segment spent on average 256 days at sea in 2008 targeting a wide range of species including hake, ling and swordfish.

Income

The segment landed 4,100 tonnes of seafood worth £6.4million in 2008. Therefore on average, active vessels landed 256 tonnes, worth £397,900.

Hake was the most important species to this segment in terms of both value and volume. The segment's average prices for hake, ling and swordfish were all above the UK fleet average prices for these species, see Figure 3.

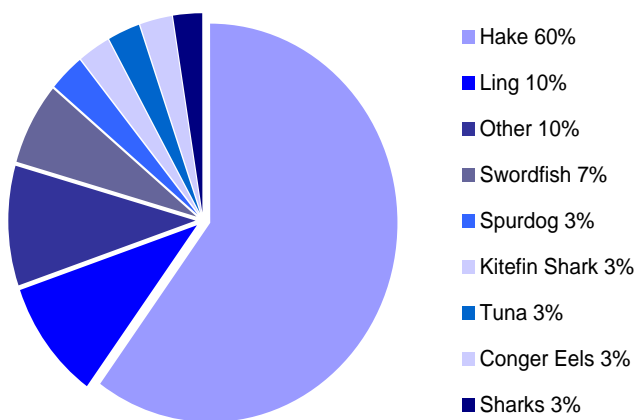


Figure 1. Value catch composition (Source: MMO, Seafish)

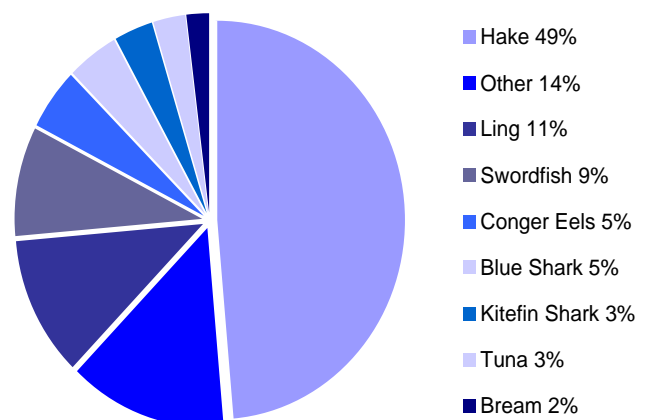


Figure 2. Volume catch composition (Source: MMO, Seafish)

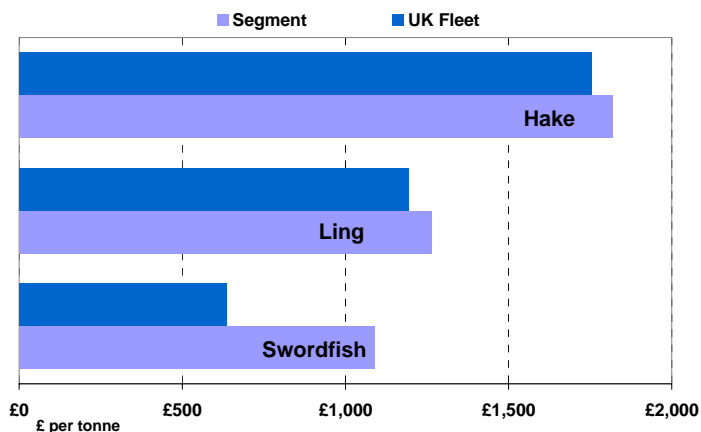


Figure 3. Average prices of key species (Source: MMO, Seafish)

In most fleet segment reports, we have ranked vessels by estimated operating profit margin and split them into quartiles. However, there were too few sample vessels for this segment to produce reliable estimates of performance for quartiles so only the segment average has been used in the following analysis. On average vessels in the segment landed 1.17 tonnes per day, obtained £1,610 per tonne and therefore earned £1,876 per day at sea (see Table 2).

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	-	397,900	-
Tonnes per day	-	1.17	-
£ per tonne	-	1610	-
£ per day	-	1876	-
Days at Sea	-	236	-

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £315,017 or 75% of total fishing income. Crew share and fuel were the largest fishing costs, on average accounting for 34% and 26% of total costs respectively.

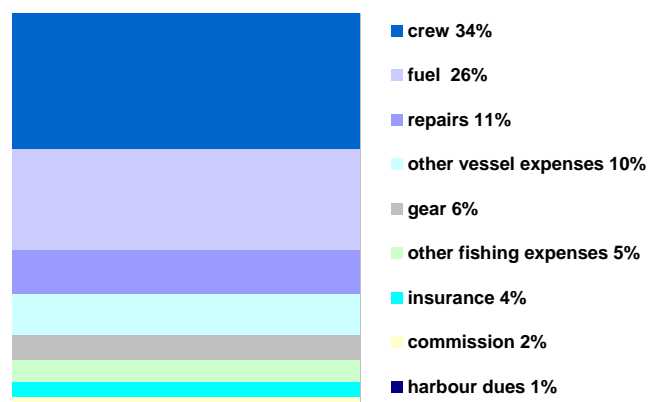


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 2.8 million litres in 2008 costing £1.3million. On average vessels consumed 749 litres per day at sea costing £340 per day. On average vessels consumed 642 litres of fuel per tonne of seafood landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	-	79,978	-
Annual Litres	-	176,669	-
Cost per day at sea	-	340	-
Litres per day at sea	-	749	-
Litres per tonne landed	-	642	-

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £107,513 and after deducting depreciation and interest, vessels made on average a net profit of £48,862. Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the segment average.

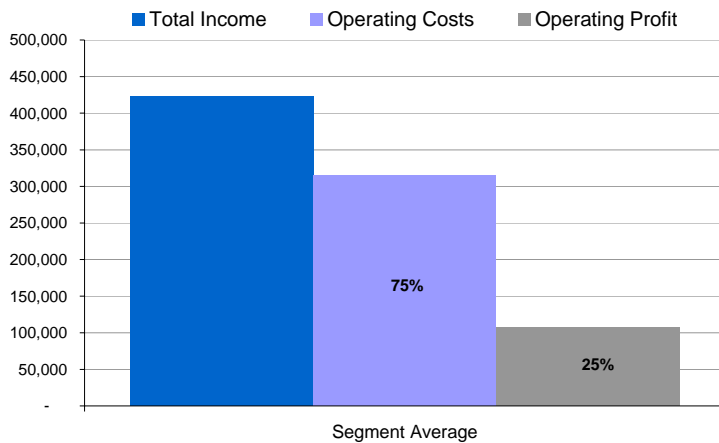


Figure 5. Total income, operating costs and operating profit; costs and operating profit as percent of total income (Source: Seafish, MMO)

£	Segment Average	
	£	% of total income
Fishing Income	397,900	94%
Non-fishing Income	24,630	6%
Total Income	422,530	100%
Fuel costs	79,978	19%
Crew share	107,592	25%
Other Fishing Costs	28,132	7%
Total Fishing Costs	215,701	51%
Total Vessel Costs	99,316	24%
Total Operating Costs	315,017	75%
Operating Profit	107,513	25%
Depreciation	38,994	9%
Interest	19,696	5%
Net Profit	48,862	12%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.9

North Seam beam trawl over 300kw

- The segment comprised 15 vessels with an average length of 40m
- In total the segment landed 9,439 tonnes worth £19.5million in 2008
- On average vessels landed 629 tonnes worth £1.3million
- Plaice, sole, turbot and dabs are the key species for this segment
- On average vessels made an operating profit of £351,847 in 2008

2008	Segment Total	Average per vessel
Active Vessels	15	-
Length (m)	-	40
Power (kW)	21,446	1,430
Registered Tonnage (GT)	6,453	430
VCU	14,910	994
Landings (Tonnes)	9,439	629
Fishing Income (£)	19,532,596	1,302,173
Days at Sea	3,076	205
Vessel Age	-	20
Crew	114	8

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

The North Sea beam trawl over 300kW segment fishes mainly from ports along the east coast of England and the Netherlands.

Vessels in this segment spent on average 205 days at sea in 2008 targeting a wide range of species including plaice, sole, turbot and dabs.

Income

The segment landed 9,439 tonnes of seafood worth £19.5million in 2008. Therefore on average, active vessels landed 629 tonnes, worth £1.3million.

Plaice was the most important species to this segment in terms of both value and volume. The segment's average prices for its key species were very close to the UK fleet average prices for these species, see Figure 3.

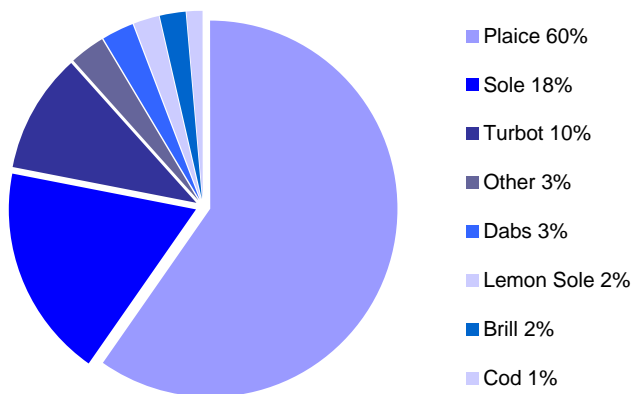


Figure 1. Value catch composition (Source: MMO, Seafish)

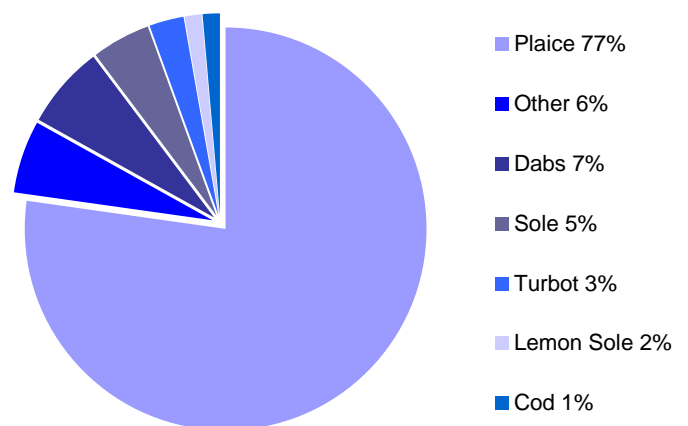


Figure 2. Volume catch composition (Source: MMO, Seafish)

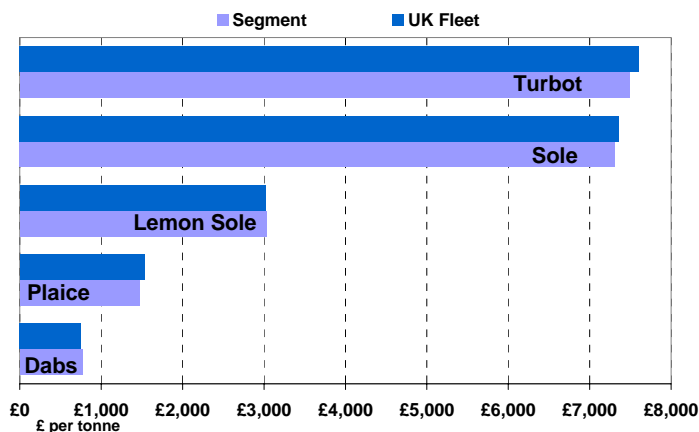


Figure 3. Average prices of key species (Source: MMO, Seafish)

In most fleet segment reports, we have ranked vessels by estimated operating profit margin and split them into quartiles. However, there were too few sample vessels for this segment to produce reliable estimates of performance for quartiles so only the segment average has been used in the following analysis. On average vessels in the segment landed 3.05 tonnes per day, obtained £1,921 per tonne and therefore earned £6,115 per day at sea (see Table 2).

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	-	1,302,173	-
Tonnes per day	-	3.05	-
£ per tonne	-	1,921	-
£ per day	-	6,115	-
Days at Sea	-	205	-

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £1,030,930 or 75% of total fishing income. Crew share and fuel were the largest fishing costs, on average accounting for 34% and 26% of total costs respectively.

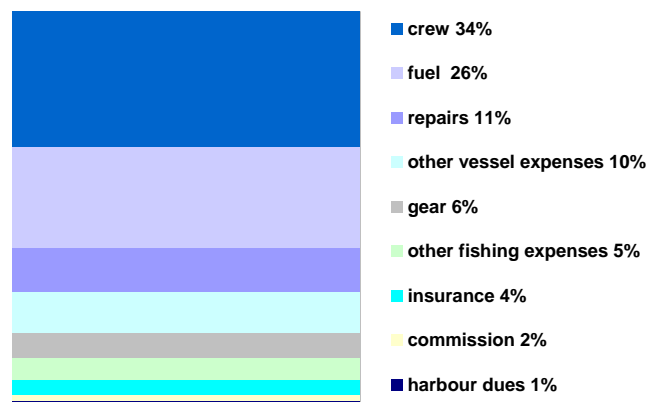


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 8.7million litres in 2008 costing £3.9million. On average vessels consumed 2,715 litres per day at sea costing £1,229 per day. On average vessels consumed 853 litres of fuel per tonne of seafood landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	-	261,737	-
Annual Litres	-	578,168	-
Cost per day at sea	-	1,229	-
Litres per day at sea	-	2,715	-
Litres per tonne landed	-	853	-

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £351,847 and after deducting depreciation and interest, vessels made on average a net profit of £159,907. Table 4 shows a break down of costs. Figure 5 shows total income, operating costs, and operating profit for the segment average.

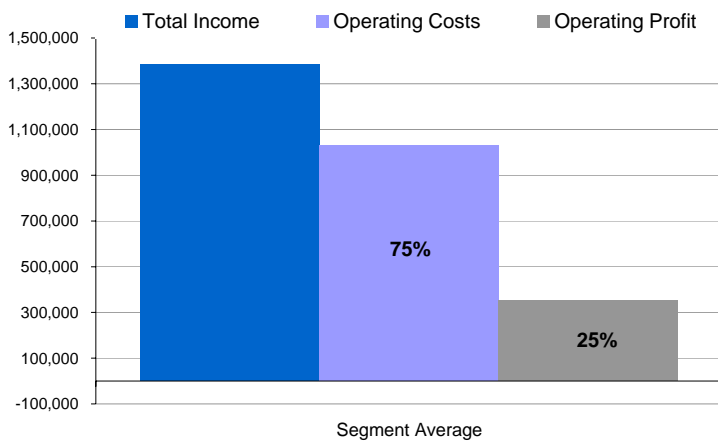


Figure 5. Total income, operating costs and operating profit; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	1,302,173	94%
Non-fishing Income	80,605	6%
Total Income	1,382,778	100%
Fuel costs	261,737	19%
Crew share	352,108	25%
Other Fishing Costs	92,064	7%
Total Fishing Costs	705,908	51%
Total Vessel Costs	325,022	24%
Total Operating Costs	1,030,930	75%
Operating Profit	351,847	25%
Depreciation	127,613	9%
Interest	64,458	5%
Net Profit	159,907	12%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.10

North Sea Beam Trawl under 300kw

- The segment comprised 18 vessels with an average length of 15m and average crew size of three
- In total the segment landed 571 tonnes worth £1.7million in 2008
- On average vessels landed 32 tonnes worth £97,000
- Brown shrimp is the key species for this segment
- On average vessels in the segment made an operating loss of £22,034

2008	Segment Total	Average per vessel
Active Vessels	18	-
Length (m)	-	15
Power (kW)	3,101	172
Registered Tonnage (GT)	507	28
VCU	2,733	152
Landings (Tonnes)	571	32
Fishing Income (£)	1,746,002	97,000
Days at Sea	1,667	93
Vessel Age	-	27
Crew	56	3

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

The North Sea beam trawl under 300kW segment fishes mainly from ports along the east coast of England with most vessels registered in Kings Lynn.

Vessels in this segment spent on average 93 days at sea in 2008 targeting mostly brown shrimp. The average crew size for the segment was three and the segment employed 56 crew in total.

Income

The segment landed 571 tonnes of seafood worth £1.7million in 2008. Therefore on average, active vessels landed 32 tonnes, worth £97,000.

Brown shrimp was the most important species to this segment in terms of both value and volume. The segment's average price for brown shrimp was below the UK fleet average prices for these species at £2,759 per tonne compared to £3,108 per tonne, see Figure 3.

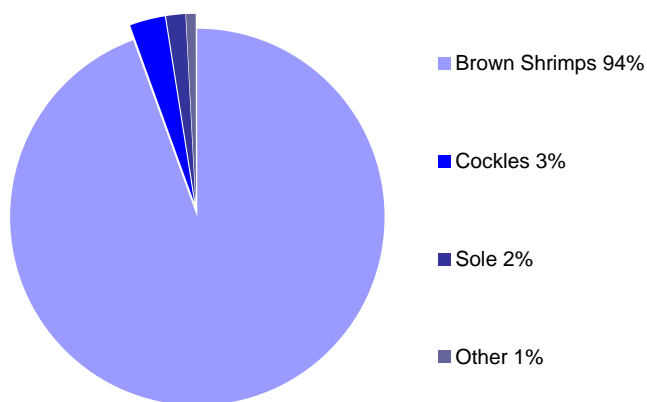


Figure 1. Value catch composition (Source: MMO, Seafish)

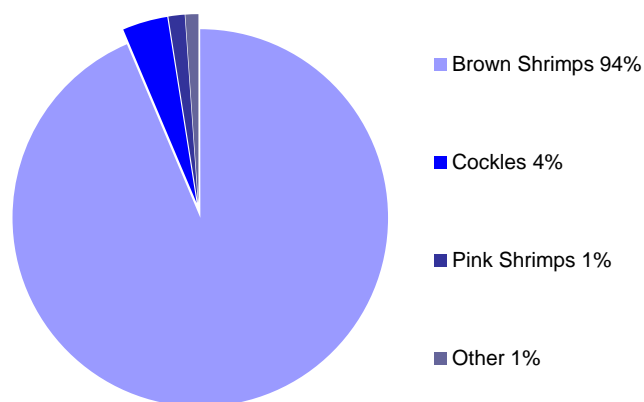


Figure 2. Volume catch composition (Source: MMO, Seafish)

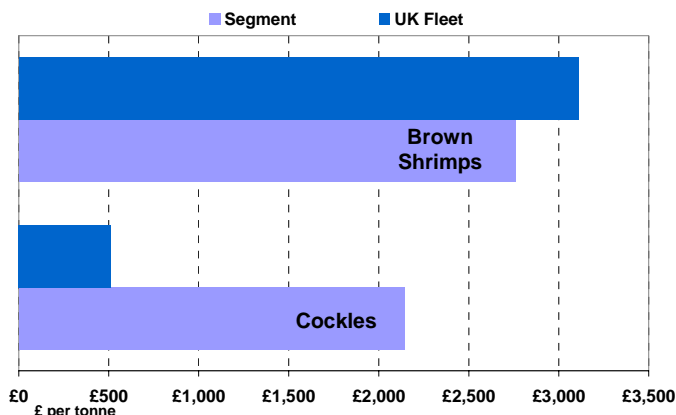


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 0.39 tonnes per day, obtained £3,122 per tonne and therefore earned £1,181 per day at sea (see Table 2). The vessels in the most profitable quartile achieved similar prices to the average for the segment but caught more per day at sea, 0.68 tonnes per day compared to 0.39 tonnes per day for the segment average.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	124,729	97,000	77,059
Tonnes per day	0.68	0.39	0.25
£ per tonne	3,120	3,122	2,678
£ per day	1,916	1,181	668
Days at Sea	71	93	117

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £119,034 or 123% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 109% of income compared to 145% in the least profitable quartile. Crew share and repairs were the largest fishing costs, on average accounting for 41% and 31% of total costs respectively.

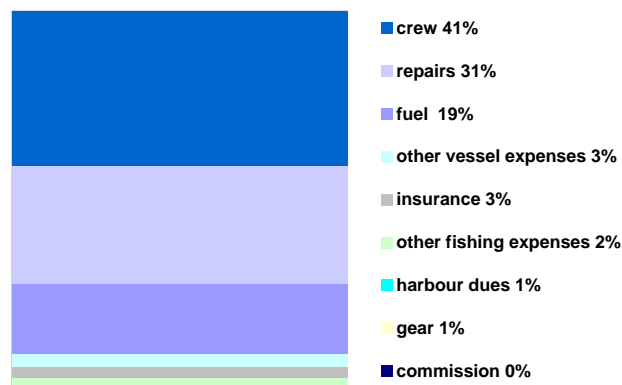


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 877,875 litres in 2008 costing £394,414. On average vessels consumed 500 litres per day at sea costing £226 per day. Fuel consumption per day ranged from an average of 615 litres for vessels in the bottom quartile to an average of 356 litres for vessel in the top quartile.

On average vessels consumed 1,609 litres of fuel per tonne of seafood landed. This varies significantly between most and least profitable quartiles at 698 litres and 2,494 litres respectively.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	11,425	22,079	34,781
Annual Litres	25,237	48,771	76,830
Cost per day at sea	161	226	278
Litres per day at sea	356	500	615
Litres per tonne landed	698	1,609	2,494

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

On average vessels in the segment made an operating loss of £22,034 and after deducting depreciation and interest, vessels made on average a net loss of £32,856. There was a broad range of profit levels and margins within the segment. Average net loss in the most profitable quartile of vessels was £11,368 (-9% of total income) compared to the least profitable quartile average of £34,745 (-45% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

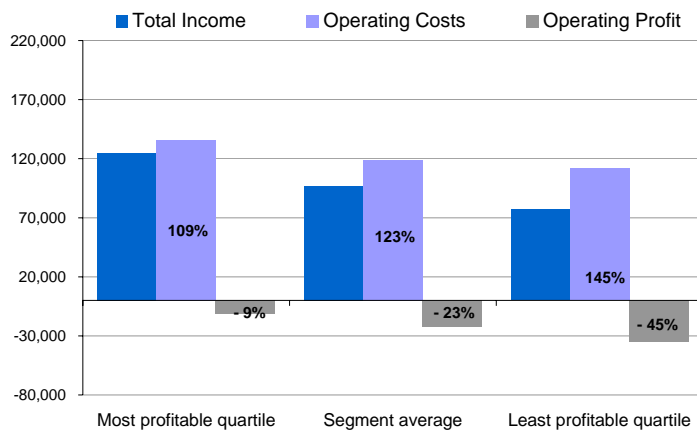


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	97,000	100%
Non-fishing Income	-	-
Total Income	97,000	100%
Fuel costs	22,079	23%
Crew share	48,510	50%
Other Fishing Costs	3,573	4%
Total Fishing Costs	74,162	76%
Total Vessel Costs	44,873	46%
Total Operating Costs	119,034	123%
Operating Profit	-22,034	-23%
Depreciation	10,822	11%
Interest	-	-
Net Profit	- 32,856	-34%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.11

North Sea nephrops single-rig trawl over 10m

- The segment comprised 49 vessels with an average length of 14m
- In total the segment landed 3,069 tonnes worth £6.4million in 2008
- On average vessels landed 63 tonnes worth £131,337
- Average prices for nephrops landed by the segment was slightly lower than the average prices for the UK fleet as a whole.
- On average vessels made an operating profit of £13,848 or 10% of total income

2008	Segment Total	Average per vessel
Active Vessels	49	-
Length (m)	-	14
Power (kW)	8,707	178
Registered Tonnage (GT)	2,002	41
VCU	7,457	152
Landings (Tonnes)	3,069	63
Fishing Income (£)	6,435,505	131,337
Days at Sea	6,077	124
Vessel Age	-	29
Crew	213	4

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the North Sea nephrops single-rig trawl over 10m segment fish from a number of ports in north east England and Scotland including North Shields, Pittenweem and Fraserburgh.

Vessels in this segment spent on average 124 days at sea in 2008 targeting mostly nephrops. The average size of crew on board these vessels was four and 213 crew were employed in this segment in total.

Income

The segment landed 3,069 tonnes of seafood worth £6.4million in 2008. Therefore on average, active vessels landed 63 tonnes, worth £131,337.

Nephrops was the most important species to this segment in terms of both value and volume. The segment's average prices for nephrops was below the UK fleet average prices for these species, see Figure 3.

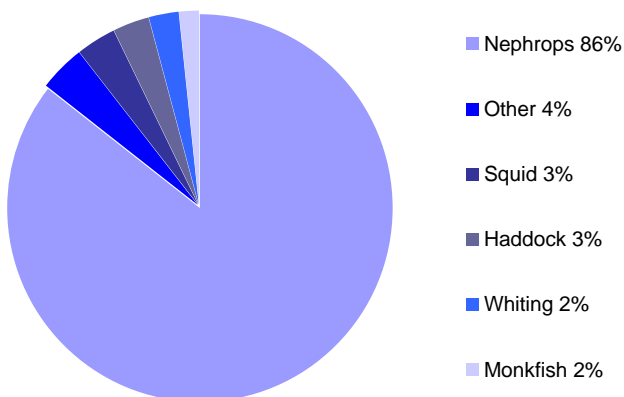


Figure 1. Value catch composition (Source: MMO, Seafish)

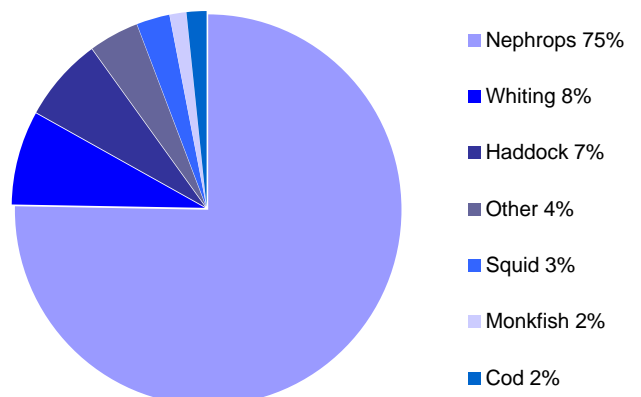


Figure 2. Volume catch composition (Source: MMO, Seafish)

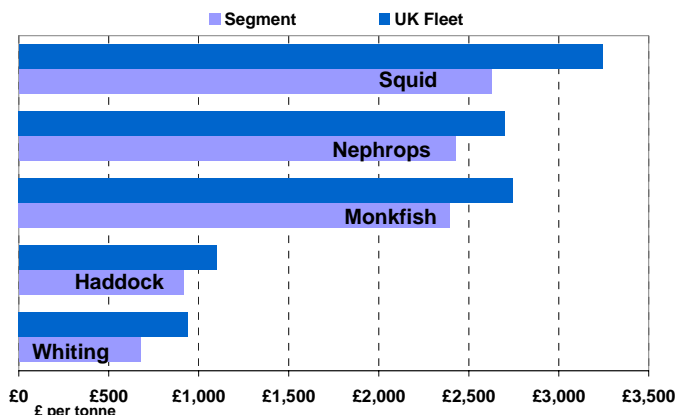


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 0.46 tonnes per day, obtained £2,126 per tonne and therefore earned £942 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	186,751	131,337	135,438
Tonnes per day	0.58	0.46	0.47
£ per tonne	2,049	2,126	2,033
£ per day	1,200	942	951
Days at Sea	134	124	131

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £125,517 or 90% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 79% of income compared to 107% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 30% and 26% of total costs respectively (see Figure 4).

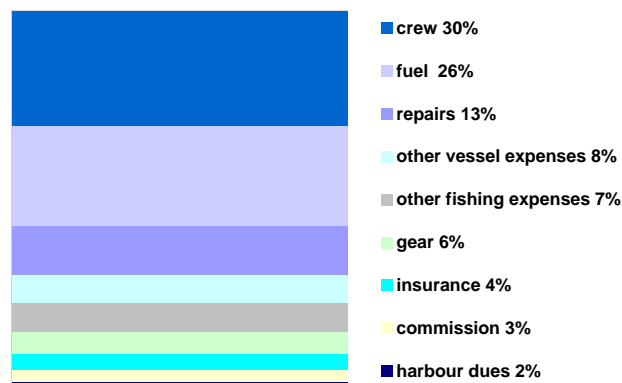


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 3.6million litres in 2008 costing £1.6million. On average vessels consumed 538 litres per day at sea costing £244 per day. Fuel consumption per day ranged from an average of 962 litres for vessels in the least profitable quartile to an average of 346 litres for vessel in the most profitable quartile.

On average vessels consumed 1,241 litres of fuel per tonne of seafood landed. This varies significantly between vessels in the segment with those in the most profitable quartile consuming 574 litres per tonne landed compared to 2,145 litres on average for vessels in the least profitable quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	25,165	32,927	58,663
Annual Litres	55,588	72,735	129,585
Cost per day at sea	157	244	435
Litres per day at sea	346	538	962
Litres per tonne landed	574	1,241	2,145

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £13,848 and after deducting depreciation and interest, vessels made on average a net profit of £9,723. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £41,345 (21% of total income) compared to the least profitable quartile average of -£10,428 (-7% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

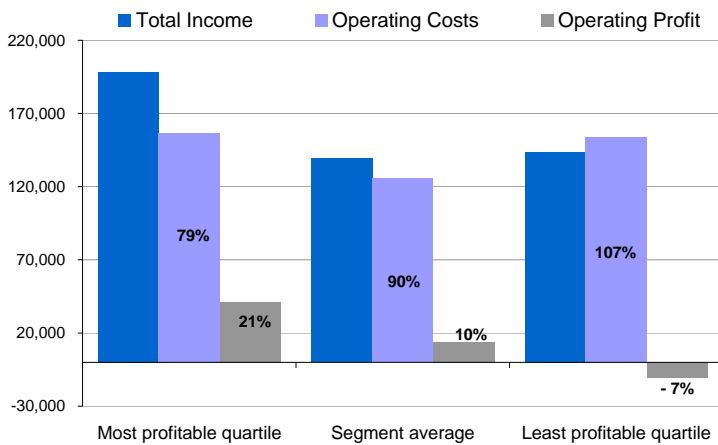


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	131,337	94%
Non-fishing Income	8,027	6%
Total Income	139,364	100%
Fuel costs	32,927	24%
Crew share	37,491	27%
Other Fishing Costs	17,283	12%
Total Fishing Costs	87,701	63%
Total Vessel Costs	37,816	27%
Total Costs	125,517	90%
Operating Profit	13,848	10%
Depreciation	2,492	2%
Interest	1,633	1%
Net Profit	9,723	7%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.12

North Sea nephrops twin-rig trawl over 10m

- The segment comprised 114 vessels with an average length of 20m
- In total the segment landed 24,606 tonnes worth £53.3million in 2008
- On average vessels landed 216 tonnes worth £467,741
- Average prices for nephrops landed by the segment was higher than the average prices for the UK fleet as a whole
- On average vessels made an operating profit of £64,337 or 13% of total income

2008	Segment Total	Average per vessel
Active Vessels	114	-
Length (m)	-	20
Power (kW)	44,353	389
Registered Tonnage (GT)	15,856	139
VCU	35,233	309
Landings (Tonnes)	24,606	216
Fishing Income (£)	53,322,527	467,741
Days at Sea	22,643	199
Vessel Age	-	19
Crew	593	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the North Sea nephrops twin-rig trawl over 10m segment fish from a number of ports in north east England and the east coast of Scotland including Whitby, North Shields, Eyemouth and Fraserburgh.

Vessels in this segment spent on average 199 days at sea in 2008 targeting mostly nephrops. The average size of crew on board these vessels was five and 593 crew were employed in this segment in total.

Income

The segment landed 24,606 tonnes of seafood worth £53.3million in 2008. Therefore on average, active vessels landed 216 tonnes, worth £467,741.

Nephrops was the most important species to this segment in terms of both value and volume. The segment's average prices for nephrops was above the UK fleet average prices for these species, see Figure 3.

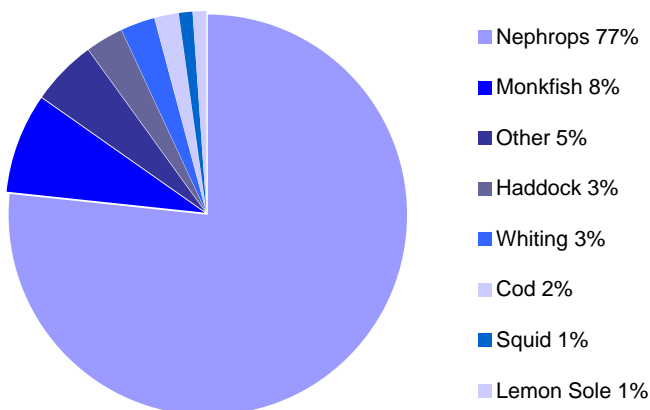


Figure 1. Value catch composition (Source: MMO, Seafish)

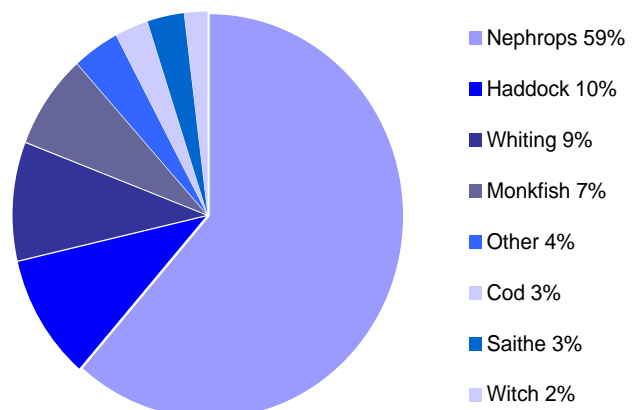


Figure 2. Volume catch composition (Source: MMO, Seafish)

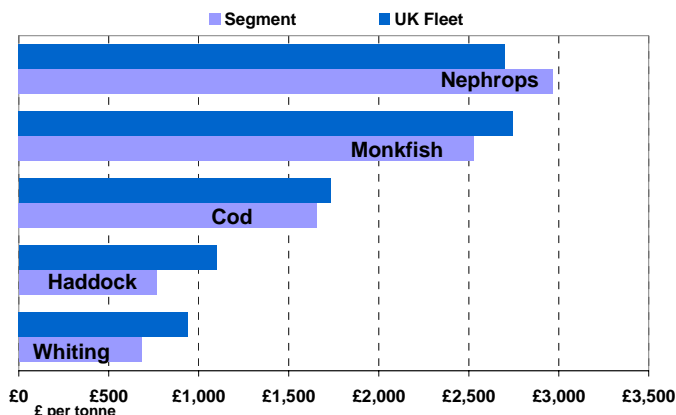


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 1.07 tonnes per day, obtained £2,153 per tonne and therefore earned £2,285 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved higher prices than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income	£636,488	£467,741	£323,043
Tonnes per day	1.29	1.07	0.81
£ per tonne	£2,325	£2,153	£2,150
£ per day	£2,930	£2,285	£1,717
Days at Sea	212	199	184

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £428,265 or 87% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 81% of income compared to 98% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 29% and 28% of total costs respectively (see Figure 4).

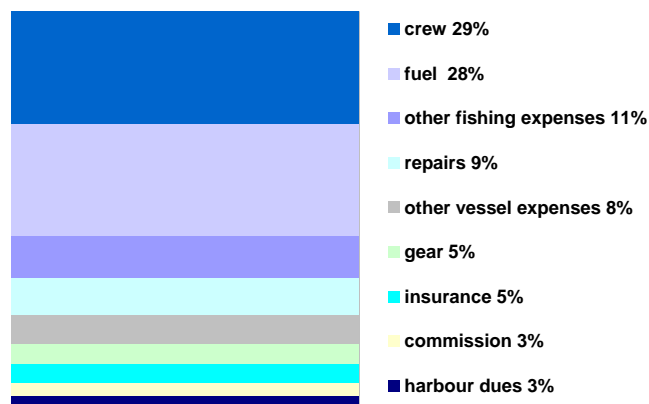


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 30million litres in 2008 costing £13.6million. On average vessels consumed 1,314 litres per day at sea costing £595 per day. Fuel consumption per day ranged from an average of 1,405 litres for vessels in the least profitable quartile to an average of 1,270 litres for vessel in the most profitable quartile.

On average vessels consumed 1,300 litres of fuel per tonne of seafood landed. This varies substantially between vessels in the segment with those in the most profitable quartile consuming 1,013 litres per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	£124,699	£119,681	£118,858
Annual Litres	275,457	264,372	262,553
Cost per day at sea	£575	£595	£636
Litres per day at sea	1,270	1,314	1,405
Litres per tonne landed	1,013	1,300	1,790

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £64,337 (13% of total income) and after deducting depreciation and interest, vessels made on average a net profit of £8,856. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £125,706 (19% of total income) compared to the least profitable quartile average of £8,233 (2% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

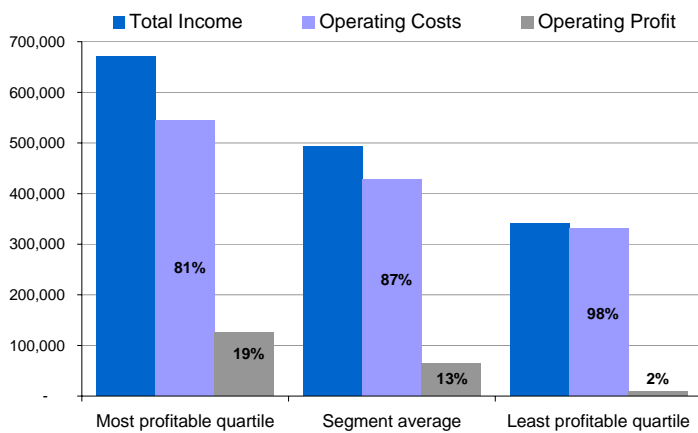


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	467,741	95%
Non-fishing Income	24,860	5%
Total Income	492,602	100%
Fuel costs	119,681	24%
Crew share	121,035	25%
Other Fishing Costs	74,178	15%
Total Fishing Costs	314,894	64%
Total Vessel Costs	113,371	23%
Total Operating Costs	428,265	87%
Operating Profit	64,337	13%
Depreciation	33,856	7%
Interest	21,625	4%
Net Profit	8,856	2%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.13

North Sea and West of Scotland demersal single-rig trawl over 24m

- The segment comprised 41 vessels with an average length of 31m
- In total the segment landed 35,502 tonnes worth £46.8million in 2008
- On average vessels landed 793 tonnes worth £1.1million in 2008
- Haddock, monkfish, cod, saithe and plaice are the key species for this segment
- On average vessels made an operating profit of £77,262 in 2008

2008	Segment Total	Average per vessel
Active Vessels	41	-
Length (m)	-	31
Power (kW)	35,049	899
Registered Tonnage (GT)	14,436	370
VCU	26,038	668
Landings (Tonnes)	32,502	793
Fishing Income (£)	46,777,163	1,140,906
Days at Sea	8,773	214
Vessel Age	-	17
Crew	333	9

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

The North Sea and West of Scotland demersal trawl over 24m fleet is based predominantly in the North East of Scotland, fishing out of Peterhead, Fraserburgh, Macduff, Buckie, Kirkwall and Lerwick.

Vessels in this segment spent on average 214 days at sea in 2008 targeting a wide range of species including cod, saithe, monkfish and haddock.

Income

The segment landed 32,502 tonnes of seafood worth £46.8million in 2008. Therefore on average, active vessels landed 793 tonnes, worth £1.1million.

Haddock was the most important species to this segment in terms of both value and volume. The segment's average prices for haddock and cod were above the UK fleet average prices for these species, see Figure 3. Prices for monkfish and plaice were slightly below the UK fleet average prices for these species.

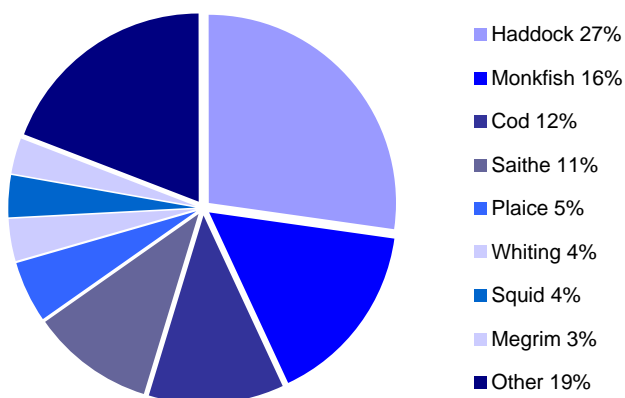


Figure 1. Value catch composition (Source: MMO, Seafish)

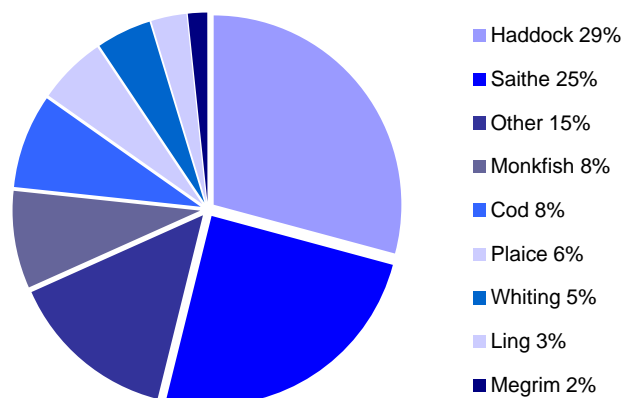


Figure 2. Volume catch composition (Source: MMO, Seafish)

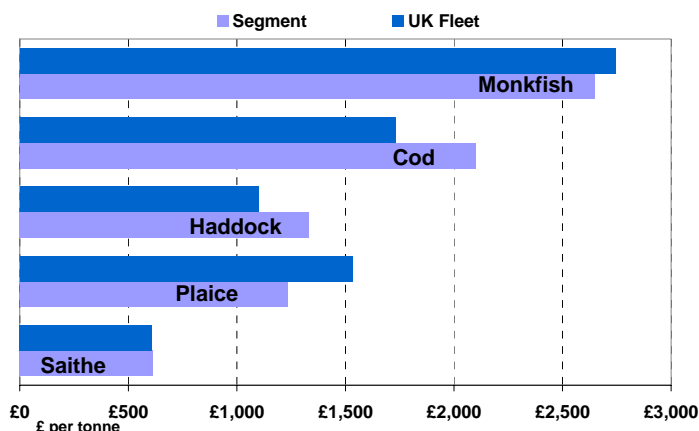


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 3.45 tonnes per day, obtained £1,600 per tonne and therefore earned £5,058 per day at sea (see Table 2). The vessels in the most profitable quartile landed more, 5.06 tonnes per day, than the segment average and therefore had higher fishing income per day at sea despite a slightly lower price per tonne.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	1,664,947	1,140,906	523,184
Tonnes per day	5.06	3.45	1.51
£ per tonne	1,503	1,600	1,857
£ per day	6,885	5,058	2,679
Days at Sea	240	214	177

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £1,139,117 or 94% of total income. There was a significant variation between the most and least profitable quartile, with total operating costs for the top quartile equating to 83% of income compared to 125% in the bottom quartile. Fuel and crew share were the largest fishing costs, on average accounting for 35% and 25% of total costs respectively.

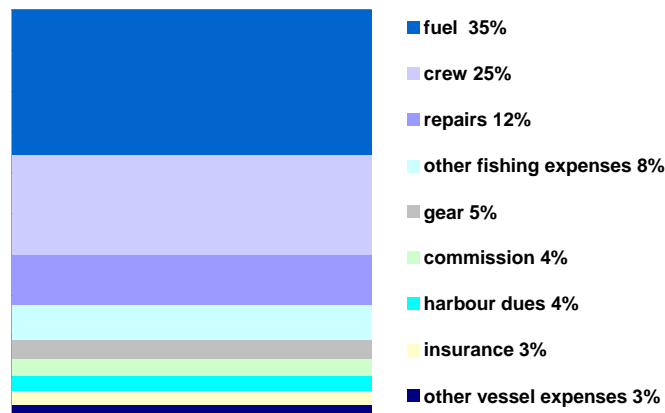


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 34.7million litres in 2008 costing £15.7million. On average vessels consumed 3,968 litres per day at sea costing £1,796 per day. Fuel consumption per day ranged from an average of 4,282 litres for vessels in the least profitable quartile to an average of 3,480 litres for vessels in the most profitable quartile.

On average vessels consumed 1,663 litres of fuel per tonne of seafood landed. This varied substantially between vessels in the segment with those in the most profitable quartile consuming 780 litres per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	377,547	383,562	350,987
Annual Litres	833,990	847,276	775,318
Cost per day at sea	1,575	1,796	1,938
Litres per day at sea	3,480	3,968	4,282
Litres per tonne landed	780	1,663	3,441

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £77,262 and after deducting depreciation and interest, vessels made on average a net loss of £25,692. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £294,941 (17% of total income) compared to the least profitable quartile average of -£139,667 (-25% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

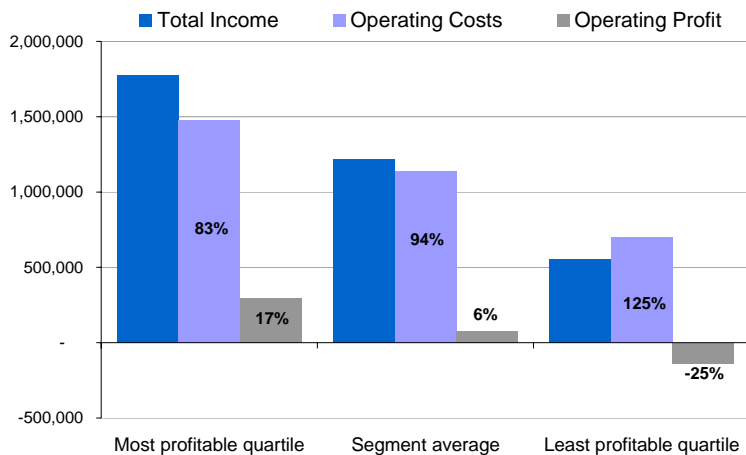


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	1,140,906	94%
Non-fishing Income	75,472	6%
Total Income	1,216,379	100%
Fuel costs	383,562	32%
Crew share	267,237	22%
Other Fishing Costs	234,638	19%
Total Fishing Costs	885,437	73%
Total Vessel Costs	253,681	21%
Total Operating Costs	1,139,117	94%
Operating Profit	77,262	6%
Depreciation	69,151	6%
Interest	33,802	3%
Net Profit	-25,692	-2%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.14

North Sea and West of Scotland demersal pair seine/trawl

- The segment comprised 41 vessels with an average length of 24m
- In total the segment landed 20,146 tonnes worth £26million in 2008
- On average vessels landed 491 tonnes worth £633,671
- Haddock, cod and whiting are the key species for this segment
- On average vessels made an operating profit of £36,094 in 2008

2008	Segment Total	Average per vessel
Active Vessels	41	-
Length (m)	-	24
Power (kW)	19,566	477
Registered Tonnage (GT)	7,859	192
VCU	15,823	386
Landings (Tonnes)	20,146	491
Fishing Income (£)	25,980,514	633,671
Days at Sea	7,067	172
Vessel Age	-	22
Crew	233	6

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the North Sea and West of Scotland demersal pair seine/trawl segment fish mostly from ports on the east coast including Peterhead, Fraserburgh, Eyemouth, Scarborough and Whitby.

Vessels in this segment spent on average 172 days at sea in 2008 targeting a wide range of species including haddock, cod, whiting and saithe.

Income

The segment landed 20,146 tonnes of seafood worth £26million in 2008. Therefore on average, active vessels landed 491 tonnes, worth £633,671.

Haddock was the most important species to this segment in terms of both value and volume. The segment's average prices for cod, haddock and whiting were above the UK fleet average prices for these species, see Figure 3.

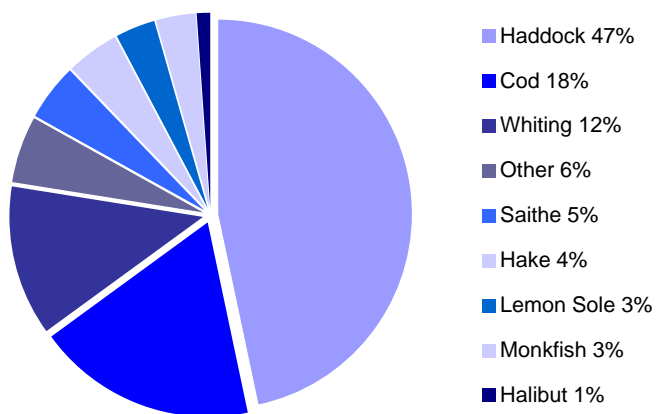


Figure 1. Value catch composition (Source: MMO, Seafish)

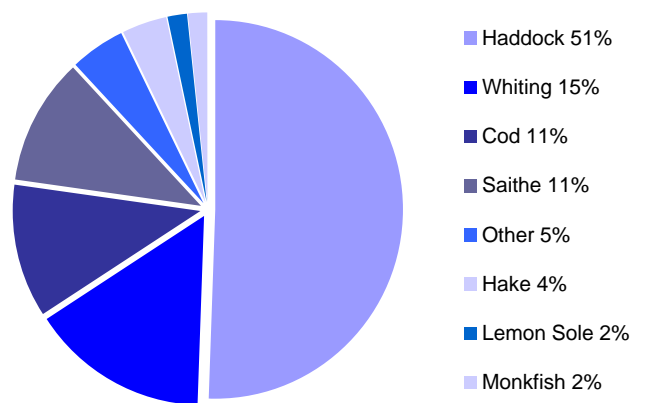


Figure 2. Volume catch composition (Source: MMO, Seafish)

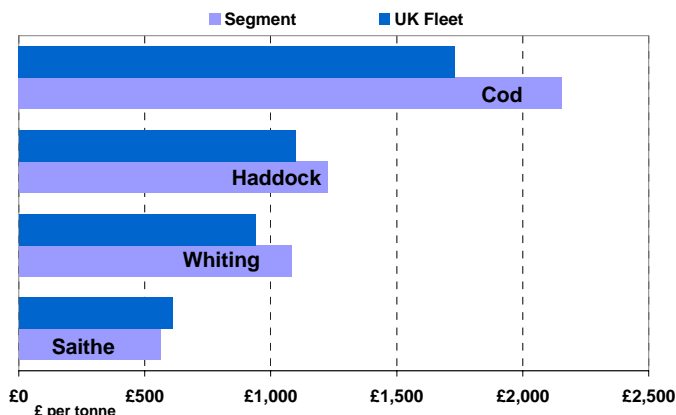


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/fishing income) and split into quartiles. On average vessels in the segment landed 2.74 tonnes per day, obtained £1,295 per tonne and therefore earned £3,500 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved a higher price per tonne than the segment average and therefore had fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	958,009	633,671	325,500
Tonnes per day	3.32	2.74	1.93
£ per tonne	1,346	1,295	1,285
£ per day	4,464	3,500	2,344
Days at Sea	215	172	133

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £607,439 or 94% of total fishing income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 89% of income compared to 104% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 32% and 20% of total costs respectively.

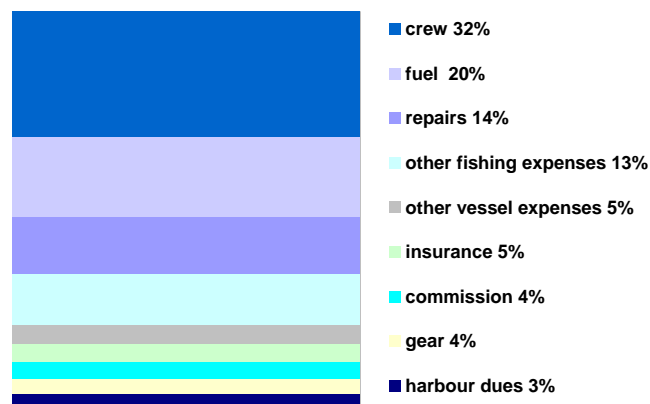


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 10.5million litres in 2008 costing £4.8million. On average vessels consumed 1,479 litres per day at sea costing £670 per day. Fuel consumption per day ranged from an average of 1,495 litres for vessels in the least profitable quartile to an average of 1,310 litres for vessel in the most profitable quartile.

On average vessels consumed 644 litres of fuel per tonne of seafood landed. This varied substantially between vessels in the segment with those in the most profitable quartile consuming 398 litres per tonne landed compared to 1,051 in the least profitable quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	127,657	116,105	92,699
Annual Litres	281,990	256,473	204,768
Cost per day at sea	593	670	677
Litres per day at sea	1,310	1,479	1,495
Litres per tonne landed	398	644	1,051

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £36,094 and after deducting depreciation and interest, vessels made on average a net loss of £28,400. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £102,444 (11% of total income) compared to the least profitable quartile average of -£14,518 (-4% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

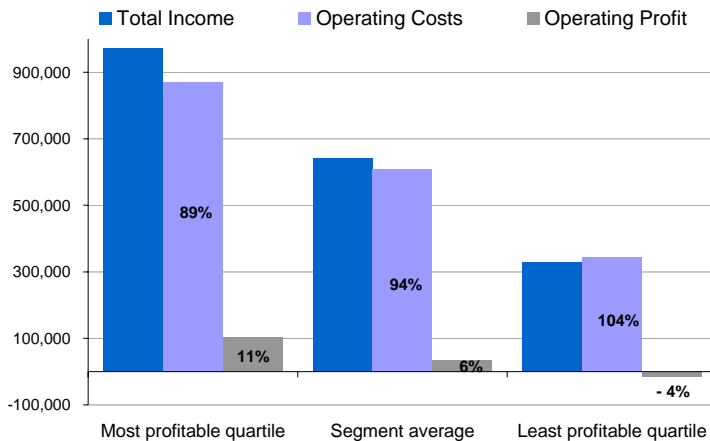


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	633,671	98%
Non-fishing Income	9,862	2%
Total Income	643,533	100%
Fuel costs	116,105	18%
Crew share	182,040	28%
Other Fishing Costs	152,334	24%
Total Fishing Costs	450,479	70%
Total Vessel Costs	156,960	24%
Total Operating Costs	607,439	94%
Operating Profit	36,094	6%
Depreciation	34,533	5%
Interest	29,960	5%
Net Profit	-28,400	-4%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.15

North Sea and West of Scotland demersal seine netters

- The segment comprised 22 vessels with an average length of 23m
- In total the segment landed 9,342 tonnes worth £12.2million in 2008
- On average vessels landed 425 tonnes worth £553,467
- Haddock, whiting and cod are the key species for this segment
- On average vessels made an operating profit of £79,952 in 2008

2008	Segment Total	Average per vessel
Active Vessels	22	-
Length (m)	-	23
Power (kW)	8,858	403
Registered Tonnage (GT)	3,470	158
VCU	7,498	341
Landings (Tonnes)	9,342	425
Fishing Income (£)	12,176,285	553,467
Days at Sea	3,291	150
Vessel Age	-	27
Crew	111	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

The North Sea and West of Scotland demersal seine net over 10m vessels are predominately based in the Scottish north east ports of Fraserburgh and Peterhead.

Vessels in this segment spent on average 150 days at sea in 2008 targeting a wide range of species including haddock, whiting and cod.

Income

The segment landed 9,342 tonnes of seafood worth £12.2million in 2008. Therefore on average, active vessels landed 425 tonnes, worth £553,467.

Haddock was the most important species to this segment in terms of both value and volume. The segment's average price for haddock was very similar to the UK fleet average price for these haddock, see Figure 3.

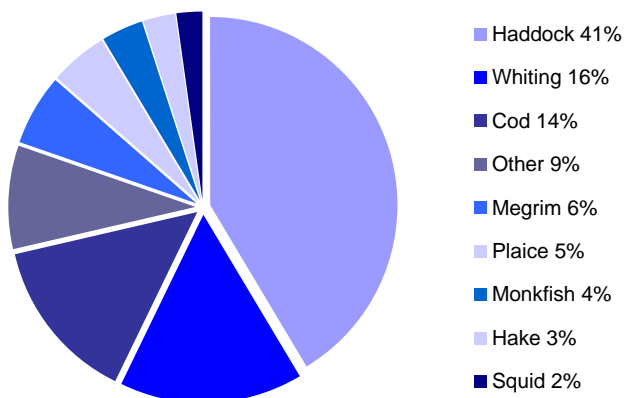


Figure 1. Value catch composition (Source: MMO, Seafish)

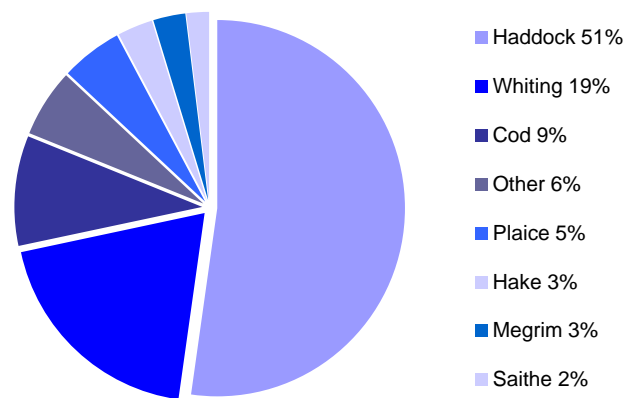


Figure 2. Volume catch composition (Source: MMO, Seafish)

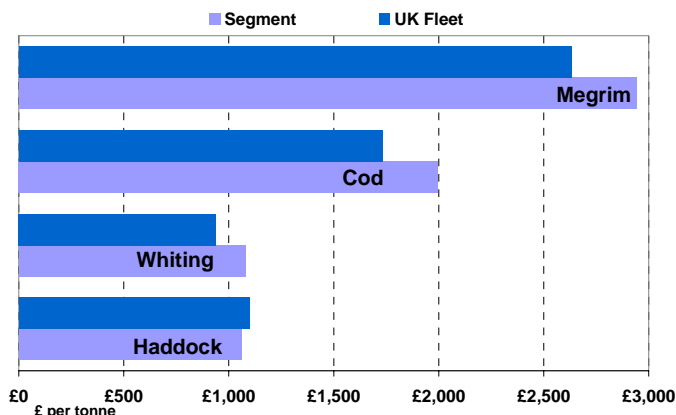


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 2.61 tonnes per day, obtained £1,358 per tonne and therefore earned £3,410 per day at sea (see Table 2). The high profit margins of vessels in the most profitable quartile was driven by lower costs rather than higher productivity as they landed less tonnes per day than the segment average.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	317,770	553,467	462,863
Tonnes per day	2.15	2.61	2.52
£ per tonne	1,517	1,358	1,123
£ per day	3,009	3,410	2,830
Days at Sea	92	150	160

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £489,950 or 86% of total income. There was variation between quartiles, with total operating costs in the most profitable quartile equating to 82% of income compared to 90% in the least profitable quartile. Crew share and fuel were the largest operating costs, on average accounting for 34% and 17% of operating costs respectively.

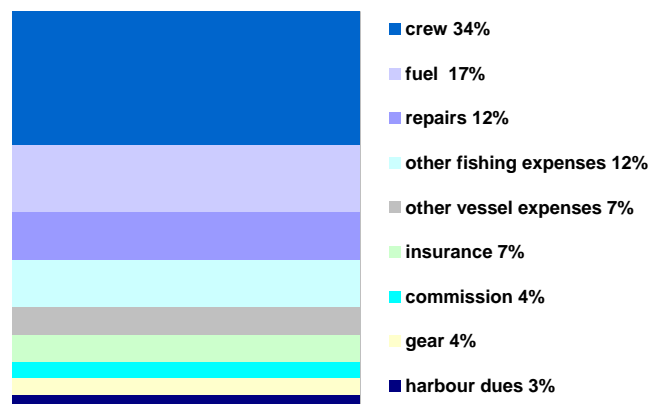


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 3.8million litres in 2008 costing £1.7million. On average vessels consumed 1,052 litres per day at sea costing £476 per day. Fuel consumption per day ranged from an average of 670 litres for vessels in the most profitable quartile to an average of 1,125 litres for vessel in the least profitable quartile.

On average vessels consumed 412 litres of fuel per tonne of seafood landed. This varied substantially between vessels in the segment with those in the most profitable quartile consuming 337 litres per tonne landed and those in the least profitable quartile consuming 443 litres per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	33,174	79,216	83,863
Annual Litres	73,280	174,986	185,250
Cost per day at sea	303	476	509
Litres per day at sea	670	1,052	1,125
Litres per tonne landed	337	412	443

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £79,952 and after deducting depreciation and interest, vessels made on average a net profit of £44,579. There was a broad range of profit levels within the segment. Average operating profit in the top quartile of vessels was £58,212 (18% of total income) compared to the bottom quartile average of £49,249 (10% of total income). Table 4 shows a break down of costs. Figure 5 shows total income, operating costs, and operating profit for the most and least profitable quartiles and the segment average.

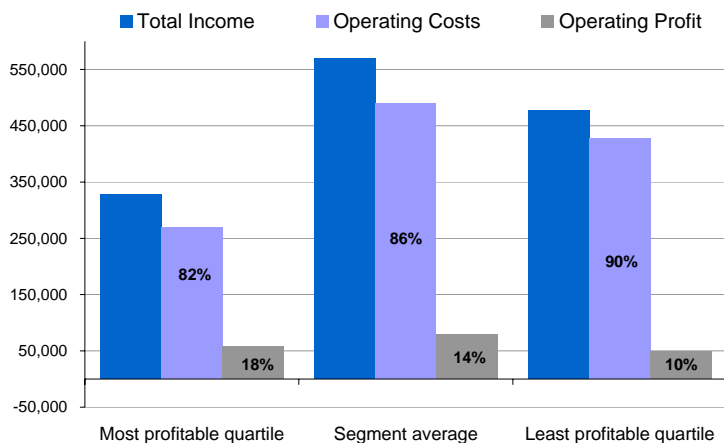


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	553,467	97%
Non-fishing Income	16,434	3%
Total Income	569,902	100%
Fuel costs	79,216	14%
Crew share	158,811	28%
Other Fishing Costs	110,614	19%
Total Fishing Costs	348,641	61%
Total Vessel Costs	141,309	25%
Total Operating Costs	489,950	86%
Operating Profit	79,952	14%
Depreciation	29,558	5%
Interest	5,815	1%
Net Profit	44,579	8%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.16

North Sea and West of Scotland demersal twin-rig

- The segment comprised 20 vessels with an average length of 22m
- In total the segment landed 10,489 tonnes worth £17.9million in 2008
- On average vessels landed 524 tonnes worth £892,396
- Monkfish, haddock and cod are the key species for this segment
- On average vessels made an operating profit of £80,854 in 2008

2008	Segment Total	Average per vessel
Active Vessels	20	-
Length (m)	-	22
Power (kW)	11,026	551
Registered Tonnage (GT)	4,236	212
VCU	8,245	412
Landings (Tonnes)	10,489	524
Fishing Income (£)	17,847,927	892,396
Days at Sea	3,962	198
Vessel Age	-	13
Crew	125	6

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the North Sea and West of Scotland demersal twin-rig segment are based mainly in the North East of Scotland at larger ports including Peterhead and Fraserburgh.

Vessels in this segment spent on average 198 days at sea in 2008 targeting a wide range of species including monkfish, haddock and cod.

Income

The segment landed 10,489 tonnes of seafood worth £17.9million in 2008. Therefore on average, active vessels landed 524 tonnes, worth £892,396.

Monkfish was the most important species to this segment in terms of both value and volume. The segment's average price for monkfish was about the same as the UK fleet average prices for these species at £2,715 compared to £2,745 (Figure 3).

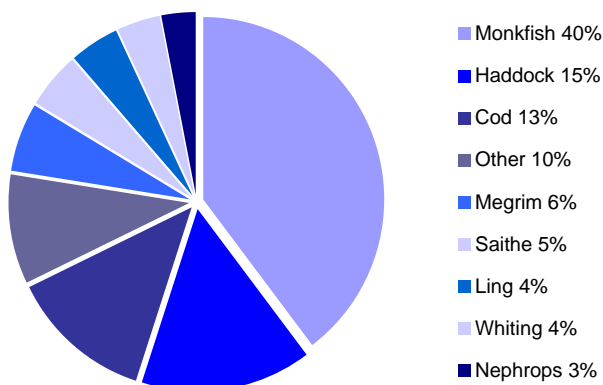


Figure 1. Value catch composition (Source: MMO, Seafish)

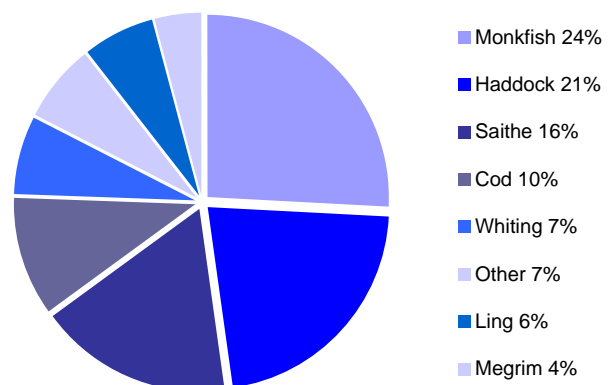


Figure 2. Volume catch composition (Source: MMO, Seafish)

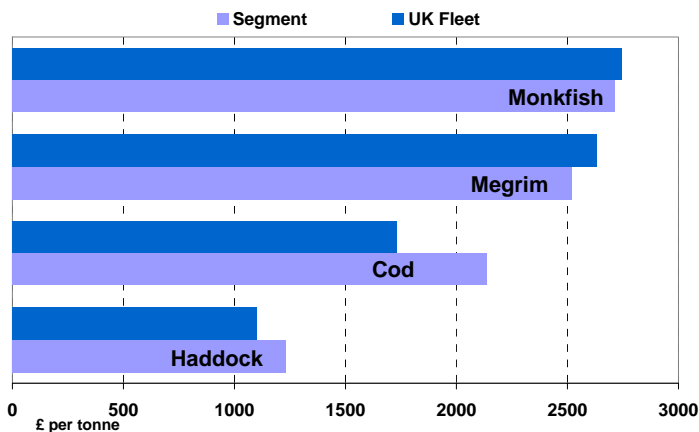


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 2.34 tonnes per day, obtained £1,827 per tonne and therefore earned £3,962 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved higher prices on average than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	1,476,928	892,396	136,929
Tonnes per day	3.54	2.34	0.69
£ per tonne	1,847	1,827	2,090
£ per day	6,331	3,962	992
Days at Sea	235	198	114

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £885,708 or 92% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 83% of income compared to 146% in the least profitable quartile. Fuel and crew share were the largest operating costs, on average accounting for 37% and 25% of operating costs respectively.

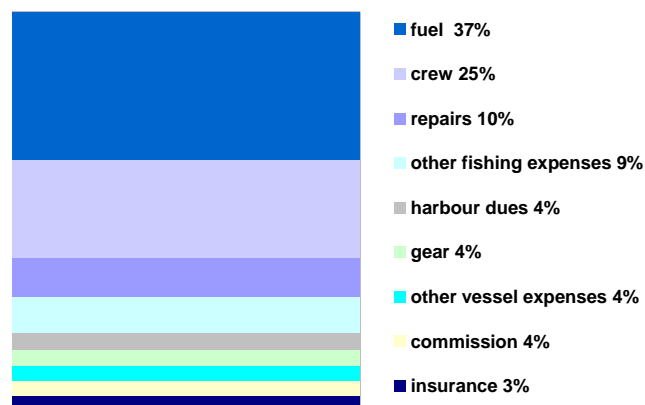


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 14million litres in 2008 costing £6.4million. On average vessels consumed 3,400 litres per day at sea costing £1,539 per day. Fuel consumption per day ranged from an average of 2,500 litres for vessels in the least profitable quartile to an average of 3,700 litres for vessels in the most profitable quartile.

On average vessels consumed 4,146 litres of fuel per tonne of seafood landed. This varied substantially between vessels in the segment with those in the most profitable quartile consuming 1,100 litres per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	385,859	320,076	129,020
Annual Litres	852,350	707,037	285,000
Cost per day at sea	1,675	1,539	1,132
Litres per day at sea	3,700	3,400	2,500
Litres per tonne landed	1,100	4,146	12,506

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £80,854 and after deducting depreciation and interest, vessels made on average a net loss of £12,142. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £277,686 (17% of total income) compared to the least profitable quartile average of -£67,500 (-46% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

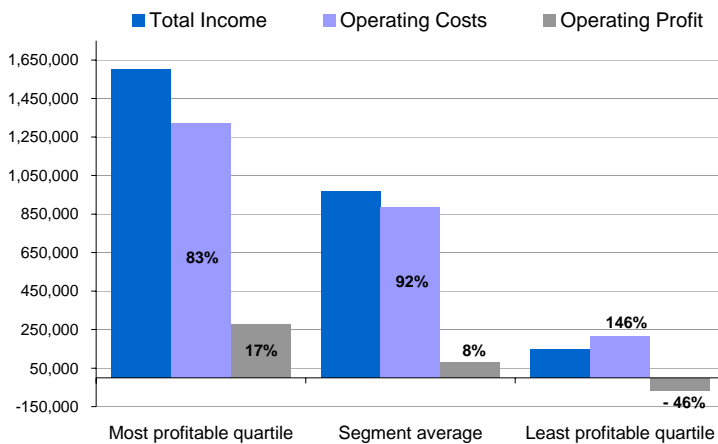


Figure 5. Total income, operating costs and operating profit by quartile; operating costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	892,396	92%
Non-fishing Income	74,166	8%
Total Income	966,562	100%
Fuel costs	320,076	33%
Crew share	212,831	22%
Other Fishing Costs	177,655	18%
Total Fishing Costs	710,561	74%
Total Vessel Costs	175,147	18%
Total Operating Costs	885,708	92%
Operating Profit	80,854	8%
Depreciation	46,345	5%
Interest	46,652	5%
Net Profit	-12,142	-1%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.17

North Sea and West of Scotland demersal under 24m over 300kw

- The segment comprised 28 vessels with an average length of 21m
- In total the segment landed 10,303 tonnes worth £19.1million in 2008
- On average vessels landed 368 tonnes worth £682,554
- Monkfish, nephrops and megrim are the key species for this segment
- On average vessels made an operating profit of £96,877 in 2008

2008	Segment Total	Average per vessel
Active Vessels	28	-
Length (m)	-	21
Power (kW)	12,200	436
Registered Tonnage (GT)	4,533	162
VCU	9,572	342
Landings (Tonnes)	10,303	368
Fishing Income (£)	19,111,523	682,554
Days at Sea	5,713	204
Vessel Age	-	17
Crew	152	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the North Sea West of Scotland demersal single-rig trawl under 24m, over 300kw segment are based in the main North Sea ports in England and Scotland including Grimsby, Scarborough, Peterhead, Fraserburgh and Lerwick.

Vessels in this segment spent on average 204 days at sea in 2008 targeting a wide range of species including cod, hake, nephrops and haddock.

Income

The segment landed 10,303 tonnes of seafood worth £19.1million in 2008. Therefore on average, active vessels landed 368 tonnes, worth £682,554.

Monkfish was the most important species to this segment in terms of both value and volume. The segment's average price for monkfish was very close to the UK fleet average prices for this species and higher for nephrops, megrim and cod, see Figure 3.

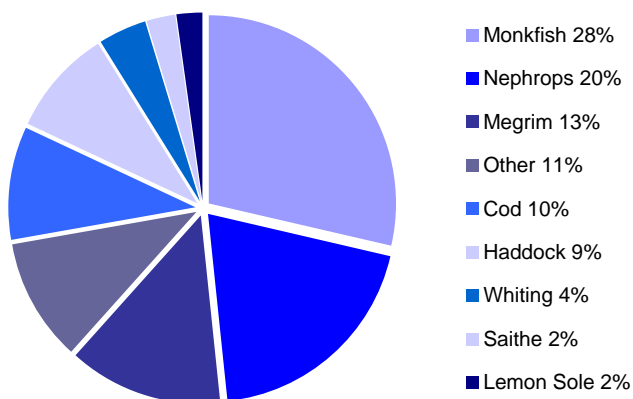


Figure 1. Value catch composition (Source: MMO, Seafish)

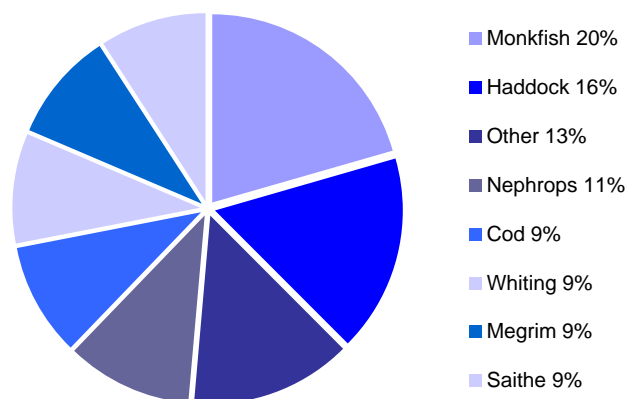


Figure 2. Volume catch composition (Source: MMO, Seafish)

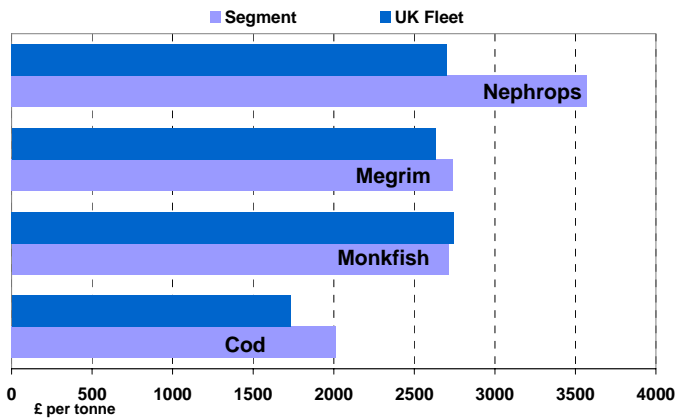


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 1.76 tonnes per day, obtained £1,883 per tonne and therefore earned £3,203 per day at sea (see Table 2). Vessels in the most profitable quartile landed more tonnes per day and achieved higher average prices per tonne than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	1,070,123	682,554	379,439
Tonnes per day	2.20	1.76	1.44
£ per tonne	2,158	1,883	1,616
£ per day	4,253	3,203	2,352
Days at Sea	245	204	163

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £651,387 or 87% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 80% of income compared to 102% in the least profitable quartile. Crew share and fuel were the largest operating costs, on average accounting for 29% and 28% of operating costs respectively.

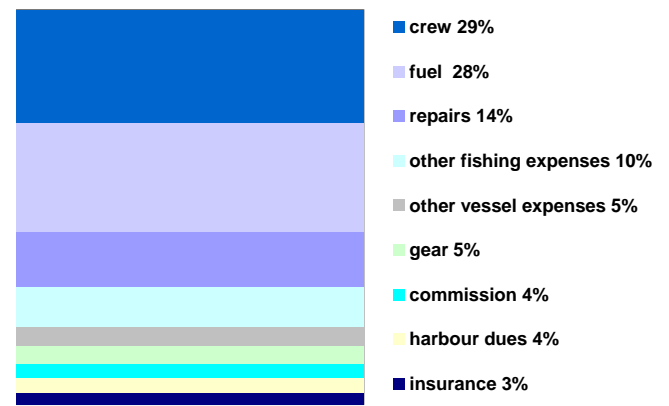


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 10.8million litres in 2008 costing £4.9million. On average vessels consumed 1,871 litres per day at sea costing £847 per day. Fuel consumption per day ranged from an average of 2,100 litres for vessels in the least profitable quartile to an average of 1,671 litres for vessel in the most profitable quartile.

On average vessels consumed 1,164 litres of fuel per tonne of seafood landed. This varied substantially between vessels in the segment with those in the most profitable quartile consuming 816 litres per tonne landed and 1,556 litres per tonne landed on average for vessels in the least profitable segment.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	191,712	174,104	157,346
Annual Litres	423,486	384,589	347,571
Cost per day at sea	757	847	951
Litres per day at sea	1,671	1,871	2,100
Litres per tonne landed	816	1,164	1,556

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £96,877 and after deducting depreciation and interest, vessels made on average a net profit of £30,910. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £233,137 (20% of total income) compared to the least profitable quartile average of -£6,705 (-2% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

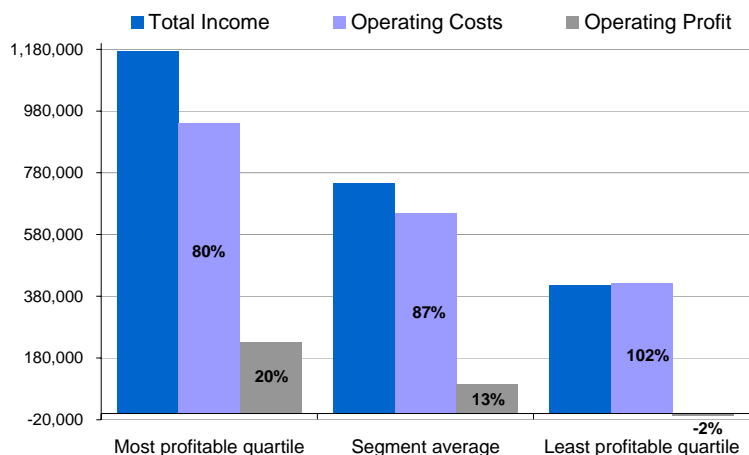


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	682,554	91%
Non-fishing Income	65,710	9%
Total Income	748,264	100%
Fuel costs	174,104	23%
Crew share	179,343	24%
Other Fishing Costs	133,994	18%
Total Fishing Costs	487,441	65%
Total Vessel Costs	163,946	22%
Total Operating Costs	651,387	87%
Operating Profit	96,877	13%
Depreciation	43,723	6%
Interest	22,244	3%
Net Profit	30,910	4%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.18

North Sea and West of Scotland demersal under 24m, under 300kw

- The segment comprised 32 vessels with an average length of 15m
- In total the segment landed 3,241 tonnes worth £5.4million in 2008
- On average vessels landed 101 tonnes worth £167,954
- Nephrops, monkfish, cod and haddock are the key species for this segment
- On average vessels made an operating profit of £27,585 in 2008

2008	Segment Total	Average per vessel
Active Vessels	32	-
Length (m)	-	15
Power (kW)	6,453	202
Registered Tonnage (GT)	1,589	50
VCU	5,561	174
Landings (Tonnes)	3,241	101
Fishing Income (£)	5,374,539	167,954
Days at Sea	4,308	135
Vessel Age	-	27
Crew	139	4

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the North Sea West of Scotland demersal single-rig trawl under 24m, under 300kw segment are based in the main North Sea ports in England and Scotland.

Vessels in this segment spent on average 135 days at sea in 2008 targeting a wide range of species including nephrops, monkfish, cod and haddock.

Income

The segment landed 3,241 tonnes of seafood worth £5.4million in 2008. Therefore on average, active vessels landed 101 tonnes, worth £167,954.

Nephrops and monkfish were the most important species to this segment in terms of value. The segment's average price for nephrops was very close to the UK fleet average price for nephrops but was lower for monkfish, see Figure 3.

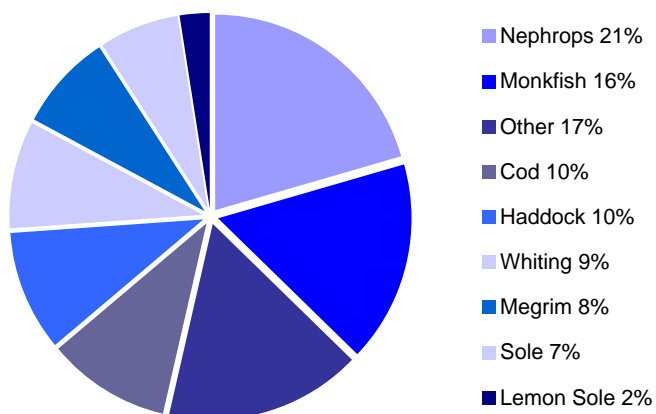


Figure 1. Value catch composition (Source: MMO, Seafish)

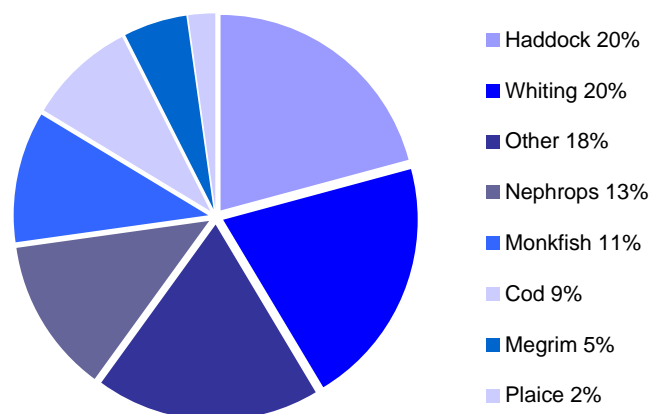


Figure 2. Volume catch composition (Source: MMO, Seafish)

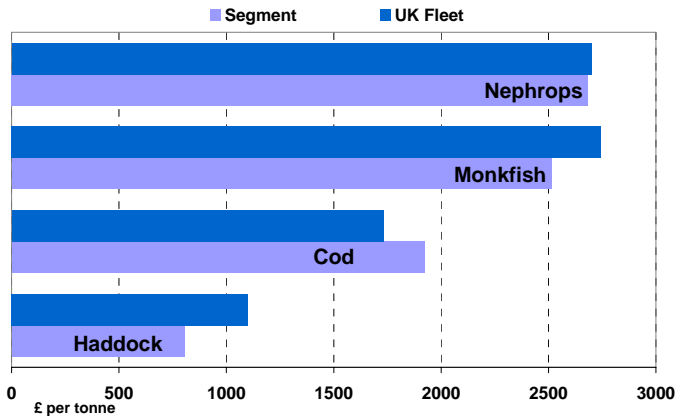


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / income) and split into quartiles. On average vessels in the segment landed 0.68 tonnes per day, obtained £2,095 per tonne and therefore earned £1,154 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day than the segment average and had higher fishing income per day at sea despite achieving a lower average price per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	337,919	167,954	46,196
Tonnes per day	1.27	0.68	0.20
£ per tonne	1,874	2,095	2,481
£ per day	2,272	1,154	361
Days at Sea	147	135	120

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £144,267 or 77% of total income. There was significant variation between quartiles, with total operating costs for the most profitable quartile equating to 84% of income compared to 118% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 29% and 18% of operating costs respectively.

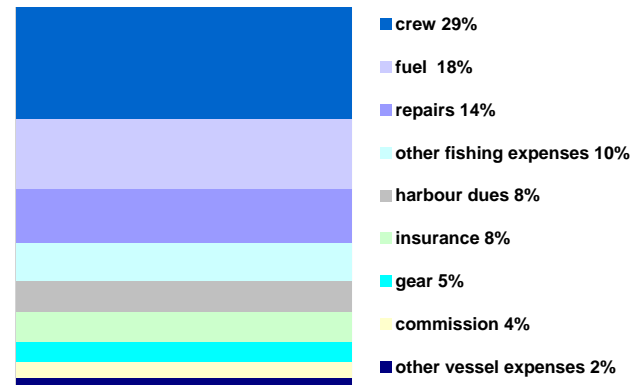


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 1.9million litres in 2008 costing £0.8million. On average vessels consumed 432 litres per day at sea costing £196 per day. On average vessels consumed 1,435 litres of fuel per tonne of seafood landed. There was insufficient sample data on fuel consumption to estimate detailed fuel consumption data for the least and most profitable quartiles.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	-	26,333	-
Annual Litres	-	58,169	-
Cost per day at sea	-	196	-
Litres per day at sea	-	432	-
Litres per tonne landed	-	1,435	-

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £27,585 and after deducting depreciation and interest, vessels made on average a net profit of £11,864. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £79,800 (23% of total income) compared to the least profitable quartile average of -£8,690 (-18% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

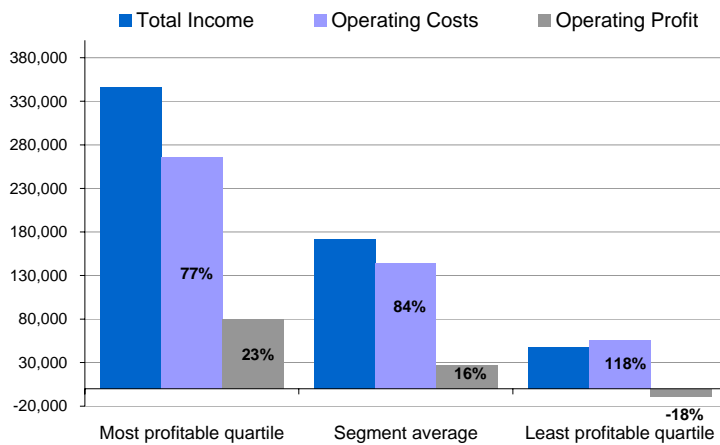


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	167,954	98%
Non-fishing Income	3,898	2%
Total Income	171,852	100%
Fuel costs	26,333	15%
Crew share	42,386	25%
Other Fishing Costs	32,398	19%
Total Fishing Costs	101,117	59%
Total Vessel Costs	43,150	25%
Total Operating Costs	144,267	84%
Operating Profit	27,585	16%
Depreciation	7,224	4%
Interest	8,498	5%
Net Profit	11,864	7%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.19

North Sea and West of Scotland scallop dredge

- The segment comprised 65 vessels with an average length of 17m
- In total the segment landed 12,014 tonnes worth £19.4million in 2008
- On average vessels landed 185 tonnes worth £298,979
- Scallops prices were slightly below the UK average price for this species
- On average vessels made an operating profit of £63,334 in 2008

2008	Segment Total	Average per vessel
Active Vessels	65	-
Length (m)	-	17
Power (kW)	16,756	254
Registered Tonnage (GT)	3,876	59
VCU	13,740	208
Landings (Tonnes)	12,014	185
Fishing Income (£)	19,433,639	298,979
Days at Sea	10,271	158
Vessel Age	-	27
Crew	223	3

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the North Sea and West of Scotland scallop dredge segment are based at ports throughout the UK. The average crew size was three and the segment employed a total of 223 crew.

Vessels in this segment spent on average 158 days at sea in 2008 targeting mainly scallops.

Income

The segment landed 12,014 tonnes of seafood worth £19.4million in 2008. Therefore on average, active vessels landed 185 tonnes, worth £298,979.

Scallops and nephrops were the most important species to this segment in terms of value. The segment's average prices for scallops and nephrops were below the UK fleet average prices for these species, see Figure 3.

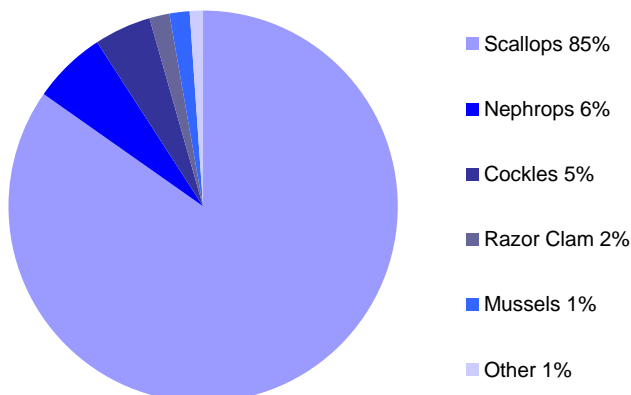


Figure 1. Value catch composition (Source: MMO, Seafish)

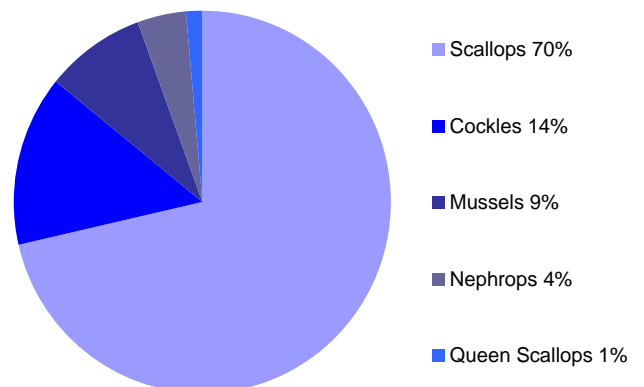


Figure 2. Volume catch composition (Source: MMO, Seafish)

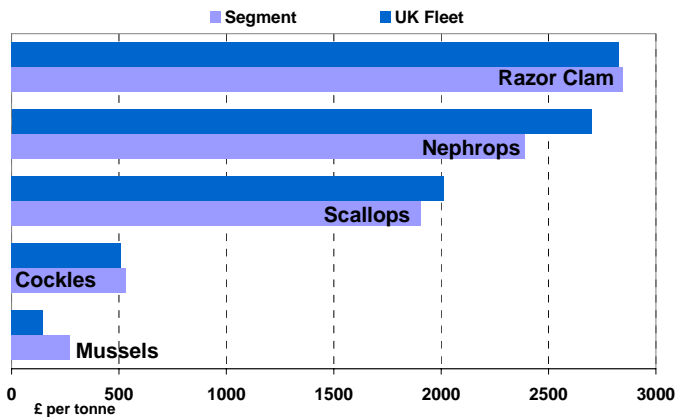


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 1.24 tonnes per day, obtained £1,931 per tonne and therefore earned £1,837 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved a higher price per tonne than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	437,894	298,979	140,414
Tonnes per day	2.35	1.24	0.74
£ per tonne	2,351	1,931	1,617
£ per day	2,992	1,837	884
Days at Sea	142	158	153

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £247,855 or 80% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 72% of income compared to 96% in the least profitable quartile. Fuel and crew share were the largest fishing costs, on average accounting for 25% and 24% of total operating costs respectively.

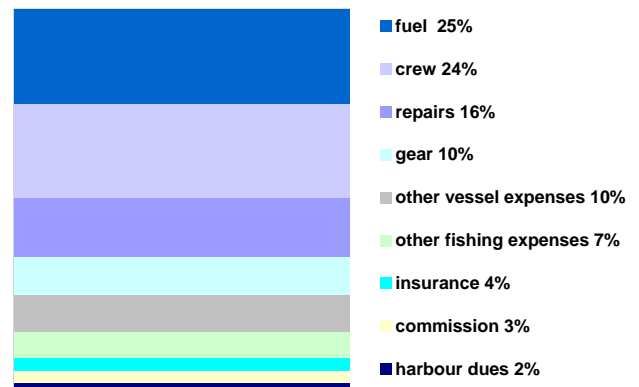


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 8.8million litres in 2008 costing £4million. On average vessels consumed 808 litres per day at sea costing £366 per day. Fuel consumption per day was quite similar for vessels in the most and least profitable quartiles.

On average vessels consumed 1,000 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 675 litres per tonne landed compared to 1,417 for vessels in the least profitable quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	56,162	61,022	52,909
Annual Litres	124,059	134,797	116,875
Cost per day at sea	358	366	337
Litres per day at sea	791	808	744
Litres per tonne landed	675	1,000	1,417

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £63,334 and after deducting depreciation and interest, vessels made on average a net profit of £37,299. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £125,975 (28% of total income) compared to the least profitable quartile average of £5,494 (4% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

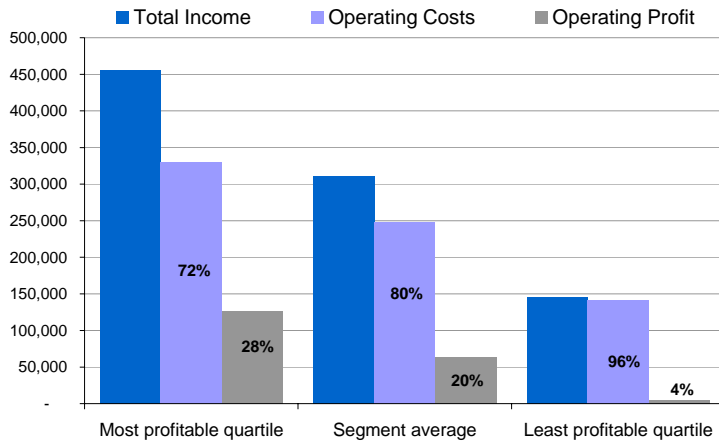


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	298,979	96%
Non-fishing Income	12,210	4%
Total Income	311,189	100%
Fuel costs	61,022	20%
Crew share	59,857	19%
Other Fishing Costs	31,640	10%
Total Fishing Costs	152,519	49%
Total Vessel Costs	95,336	31%
Total Operating Costs	247,855	80%
Operating Profit	63,334	20%
Depreciation	16,951	5%
Interest	9,084	3%
Net Profit	37,299	12%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.20

Pots and traps 10-12m

- The segment comprised 167 vessels with an average length of 11m
- In total the segment landed 7,980 tonnes worth £15.8million in 2008
- On average vessels landed 48 tonnes worth £94,665
- Crabs, lobsters and nephrops are the key species for this segment
- On average vessels made an operating profit of £30,482 in 2008

2008	Segment Total	Average per vessel
Active Vessels	167	-
Length (m)	-	11
Power (kW)	21,442	128
Registered Tonnage (GT)	2,077	12
VCU	17,249	103
Landings (Tonnes)	7,980	48
Fishing Income (£)	15,809,035	94,665
Days at Sea	27,907	167
Vessel Age	-	24
Crew	417	2

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the pots and traps 10-12m segment are based at ports throughout the UK. The average crew size for these vessels was two and the segment employed 417 crew in total.

Vessels in this segment spent on average 167 days at sea in 2008 targeting a wide range of species including crabs, lobsters and nephrops. Due to their low levels of activity, 9 vessels from this segment were moved into the low activity over 10m segment.

Income

The segment landed 7,980 tonnes of seafood worth £15.8million in 2008. Therefore on average, active vessels landed 48 tonnes, worth £94,665.

Crabs were the most important species to this segment in terms of both value and volume. The segment's average prices for crabs, nephrops and velvet crabs were above the UK fleet average prices for these species, see Figure 3. Average price for lobsters was below the UK fleet average.

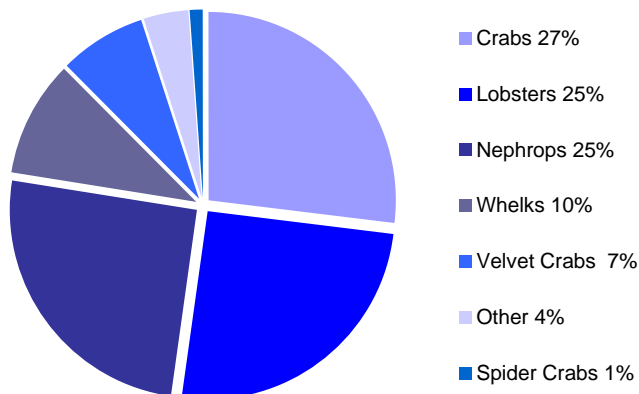


Figure 1. Value catch composition (Source: MMO, Seafish)

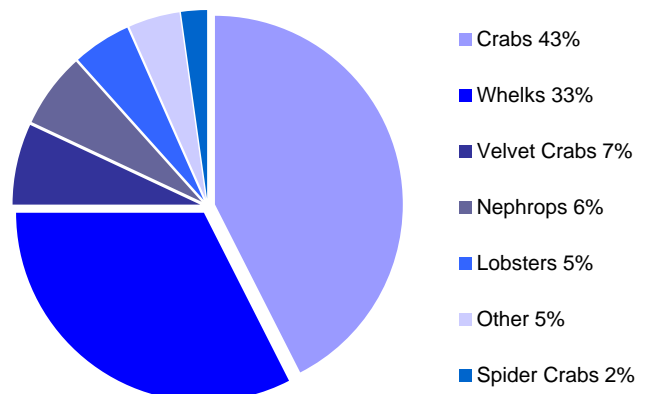


Figure 2. Volume catch composition (Source: MMO, Seafish)

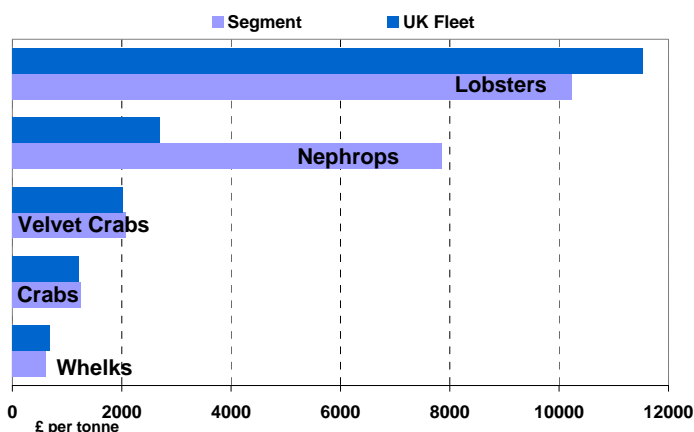


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / total income) and split into quartiles. On average vessels in the segment landed 0.30 tonnes per day, obtained £3,557 per tonne and therefore earned £590 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved a higher average price than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	134,151	94,665	57,584
Tonnes per day	0.47	0.30	0.16
£ per tonne	3,735	3,557	3,151
£ per day	923	590	304
Days at Sea	149	167	188

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £66,680 or 69% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 63% of income compared to 81% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 37% and 16% of operating costs respectively.

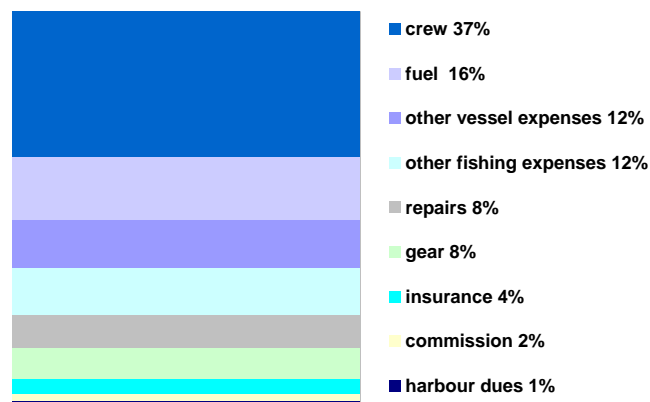


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 3.9million litres in 2008 costing £1.8million. On average vessels consumed 138 litres per day at sea costing £63 per day. Fuel consumption per day ranged from an average of 160 litres for vessels in the least profitable quartile to an average of 116 litres for vessel in the most profitable quartile.

On average vessels consumed 1,105 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 506 litres per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	7,741	10,614	13,958
Annual Litres	17,099	23,445	30,834
Cost per day at sea	52	63	72
Litres per day at sea	116	138	160
Litres per tonne landed	506	1,105	2,082

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £30,482 and after deducting depreciation and interest, vessels made on average a net profit of £20,242. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £50,500 (37% of total income) compared to the least profitable quartile average of £11,040 (19% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

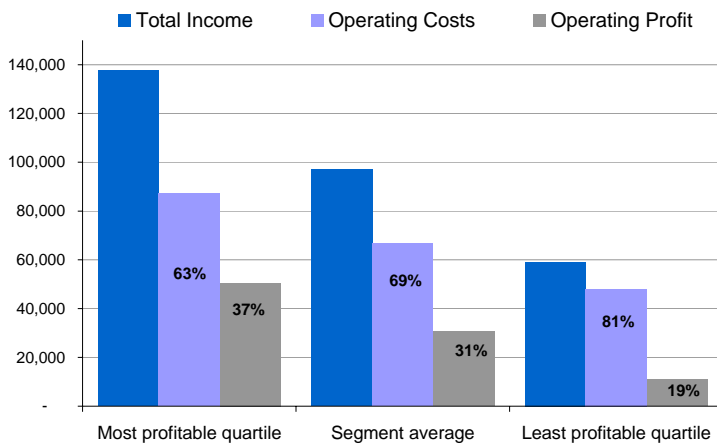


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	94,665	97%
Non-fishing Income	2,497	3%
Total Income	97,162	100%
Fuel costs	10,614	11%
Crew share	24,487	25%
Other Fishing Costs	10,095	10%
Total Fishing Costs	45,196	47%
Total Vessel Costs	21,484	22%
Total Operating Costs	66,680	69%
Operating Profit	30,482	31%
Depreciation	7,175	7%
Interest	3,065	3%
Net Profit	20,242	21%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.21

Pots and traps over 12m

- The segment comprised 86 vessels with an average length of 16m
- In total the segment landed 15,390 tonnes worth £20.95million in 2008
- On average vessels landed 179 tonnes worth £243,653
- Crabs, lobsters and nephrops are the key species for this segment
- On average vessels made an operating profit of £30,538 in 2008

2008	Segment Total	Average per vessel
Active Vessels	86	-
Length (m)	-	16
Power (kW)	17,000	205
Registered Tonnage (GT)	4,699	57
VCU	14,766	178
Landings (Tonnes)	15,390	179
Fishing Income (£)	20,954,164	243,653
Days at Sea	15,036	175
Vessel Age	-	27
Crew	344	4

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the pots and traps over 12m segment are based at ports throughout the UK. The average crew size for these vessels is four and the segment employed 344 crew in total.

Vessels in this segment spent on average 175 days at sea in 2008 targeting a wide range of species including crabs, lobsters and nephrops.

Income

The segment landed 15,390 tonnes of seafood worth £20.95million in 2008. Therefore on average, active vessels landed 179 tonnes, worth £243,653.

Crabs were the most important species to this segment in terms of both value and volume. The segment's average price for crabs in 2008 was slightly above the UK fleet average price for crabs, see Figure 3. Average price for lobsters was below the UK fleet average.

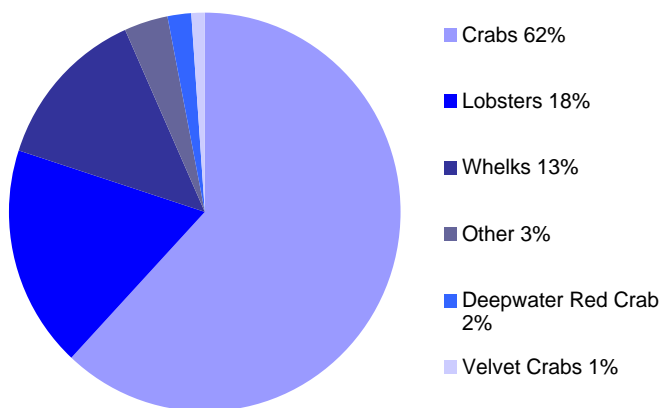


Figure 1. Value catch composition (Source: MMO, Seafish)

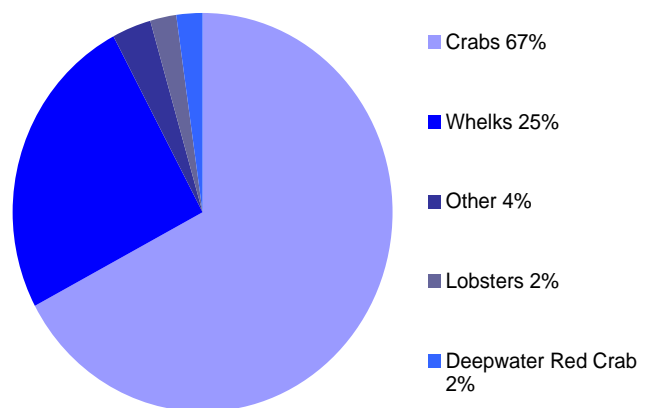


Figure 2. Volume catch composition (Source: MMO, Seafish)

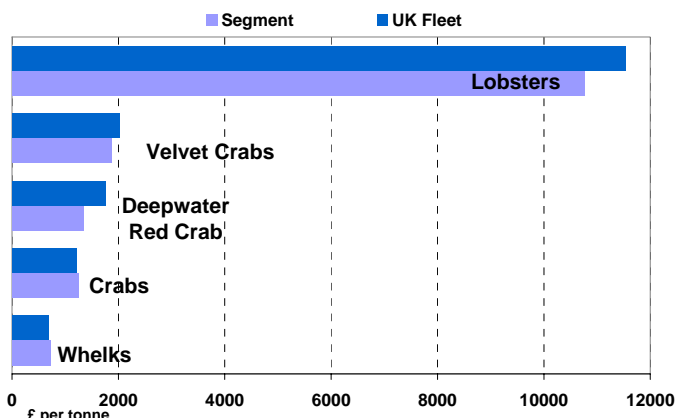


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 0.94 tonnes per day, obtained £1,830 per tonne and therefore earned £1,311 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved a slightly higher average price than the segment average and therefore had higher earnings per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	476,348	243,653	78,968
Tonnes per day	1.64	0.94	0.48
£ per tonne	1,843	1,830	1,767
£ per day	2,394	1,311	587
Days at Sea	195	175	141

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £237,097 or 89% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 79% of income compared to 123% in the least profitable quartile. Fuel and crew share were the largest fishing costs, on average accounting for 30% and 28% of total operating costs respectively.

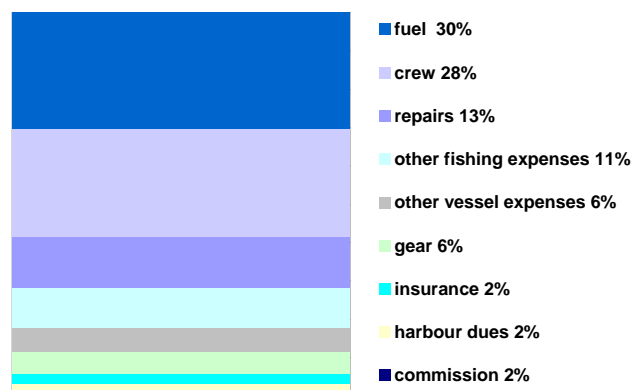


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 13.5million litres in 2008 costing £6.1million. On average vessels consumed 867 litres per day at sea costing £393 per day. Fuel consumption per day ranged from an average of 843 litres for vessels in the least profitable quartile to an average of 924 litres for vessel in the most profitable quartile.

On average vessels consumed 1,750 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 784 litres per tonne landed and those in the least profitable quartile 3,318.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	86,603	70,981	53,085
Annual Litres	191,304	156,794	117,264
Cost per day at sea	418	393	382
Litres per day at sea	924	867	843
Litres per tonne landed	784	1,750	3,318

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £30,538 and after deducting depreciation and interest, vessels made on average a net profit of £5,541. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £111,868 (21% of total income) compared to the least profitable quartile average of -£20,180 (-23% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

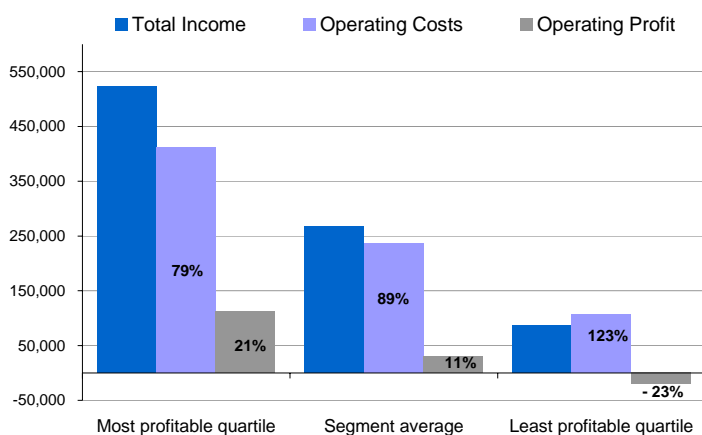


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	243,653	91%
Non-fishing Income	23,982	9%
Total Income	267,635	100%
Fuel costs	70,981	27%
Crew share	65,720	25%
Other Fishing Costs	35,660	13%
Total Fishing Costs	172,361	64%
Total Vessel Costs	64,736	24%
Total Operating Costs	237,097	89%
Operating Profit	30,538	11%
Depreciation	16,728	6%
Interest	8,269	3%
Net Profit	5,541	2%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.22

South West and English Channel beam trawl 221kw and under

- The segment comprised 21 vessels with an average length of 20m
- In total the segment landed 2,709 tonnes worth £7.3million in 2008
- On average vessels landed 129 tonnes worth £346,023
- Sole is the key species for this segment and average prices for the segment were above average prices for the entire UK fleet in 2008
- On average vessels made an operating profit of £24,521 in 2008

2008	Segment Total	Average per vessel
Active Vessels	21	-
Length (m)	-	20
Power (kW)	4,652	222
Registered Tonnage (GT)	1,805	86
VCU	4,288	214
Landings (Tonnes)	2,709	129
Fishing Income (£)	7,266,487	346,023
Days at Sea	4,620	220
Vessel Age	-	20
Crew	88	4

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the south west and English Channel beam trawl under 221kW fleet are based at a number of ports on the south coast of England including Brixham and Plymouth.

Vessels in this segment spent on average 220 days at sea in 2008 targeting a wide range of species including sole, cuttlefish and scallops.

Income

The segment landed 2,709 tonnes of seafood worth £7.3million in 2008. Therefore on average, active vessels landed 129 tonnes, worth £346,023.

Sole was the most important species to this segment in terms of both value and volume. The segment's average price for sole was well above the UK fleet average price for sole, see Figure 3.

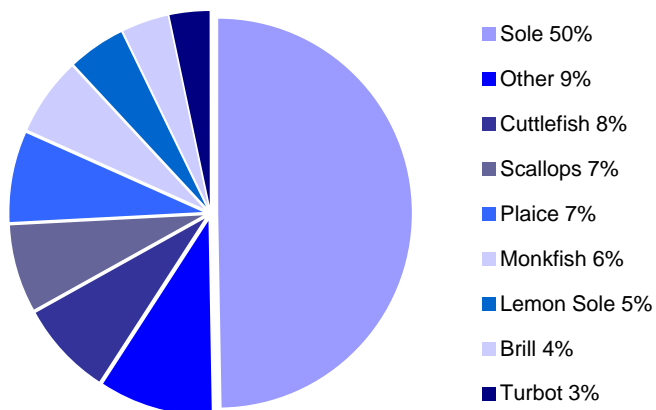


Figure 1. Value catch composition (Source: MMO, Seafish)

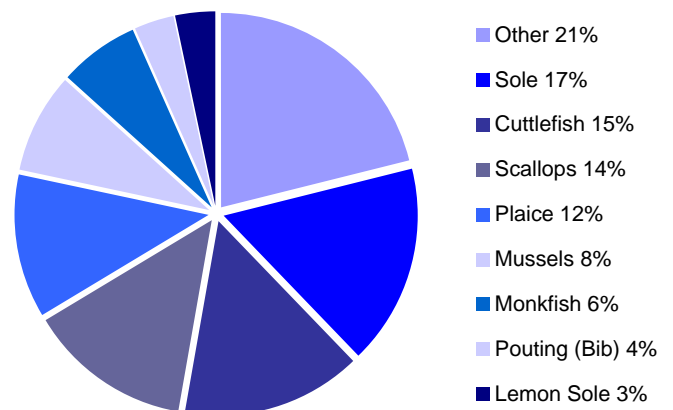


Figure 2. Volume catch composition (Source: MMO, Seafish)

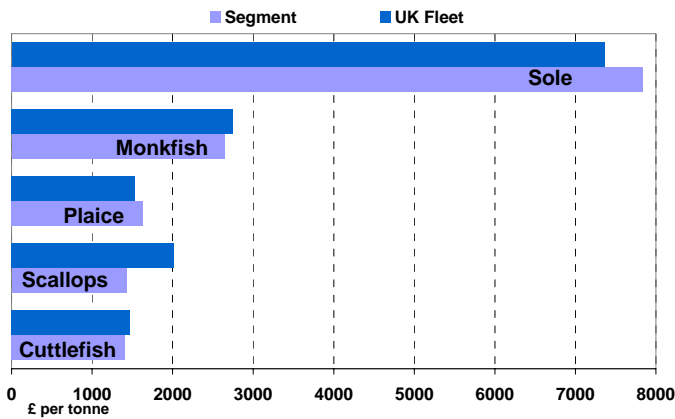


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 0.61 tonnes per day, obtained £2,777 per tonne and therefore earned £1,573 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved higher average prices than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	486,672	346,023	233,080
Tonnes per day	0.66	0.61	0.53
£ per tonne	2,783	2,777	2,534
£ per day	1,816	1,573	1,128
Days at Sea	265	220	189

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £321,722 or 93% of total income. There was a significant variation between the most profitable quartile and the least profitable quartile, with total operating costs for the most profitable quartile equating to 87% of income compared to 102% in the least profitable quartile. Fuel and crew share were the largest fishing costs, on average accounting for 35% and 27% of total operating costs respectively.

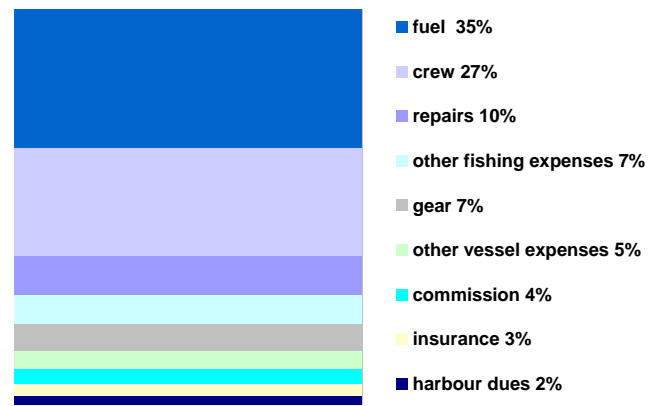


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 5.2million litres in 2008 costing £2.4million. On average vessels consumed 1,150 litres per day at sea costing £520 per day. Fuel consumption per day was very similar between vessels in the most and least profitable quartiles.

On average vessels consumed 2,171 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 1,647 litres per tonne landed and those in the least profitable quartile consuming 2,735 litres per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	130,465	112,071	96,233
Annual Litres	288,194	247,560	212,575
Cost per day at sea	480	520	494
Litres per day at sea	1,060	1,150	1,092
Litres per tonne landed	1,647	2,171	2,735

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £24,521 and after deducting depreciation and interest, vessels made on average a net loss of £1,142. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £61,646 (13% of total income) compared to the least profitable quartile average of -£4,225 (-2% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

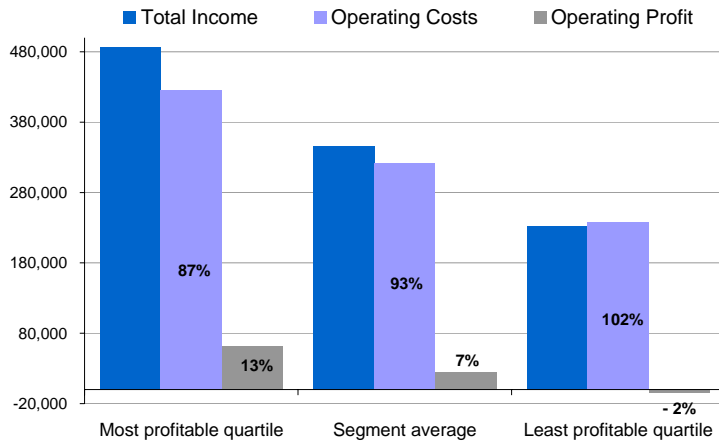


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	346,023	100%
Non-fishing Income	219	0%
Total Income	346,243	100%
Fuel costs	112,071	32%
Crew share	86,975	25%
Other Fishing Costs	43,934	13%
Total Fishing Costs	242,980	70%
Total Vessel Costs	78,742	23%
Total Operating Costs	321,722	93%
Operating Profit	24,521	7%
Depreciation	6,182	2%
Interest	19,481	6%
Net Profit	-1,142	0%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.23

South West and English Channel beam trawl over 221kw

- The segment comprised 27 vessels with an average length of 28m
- In total the segment landed 5,744 tonnes worth £14.2million in 2008
- On average vessels landed 213 tonnes worth £524,982
- Monkfish, sole and cuttlefish were the key species for this segment
- On average vessels made an operating profit of £82,813 in 2008

2008	Segment Total	Average per vessel
Active Vessels	27	-
Length (m)	-	28
Power (kW)	15,349	568
Registered Tonnage (GT)	4,160	154
VCU	12,000	444
Landings (Tonnes)	5,744	213
Fishing Income (£)	14,174,502	524,982
Days at Sea	5,601	207
Vessel Age	-	36
Crew	113	4

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the south west and English channel beam trawl over 221kW fleet are based at a number of ports on the south coast of England including Brixham and Plymouth.

Vessels in this segment spent on average 207 days at sea in 2008 targeting a wide range of species including monkfish, sole, cuttlefish and megrim.

Income

The segment landed 5,744 tonnes of seafood worth £14.2million in 2008. Therefore on average, active vessels landed 213 tonnes, worth £524,982.

Monkfish was the most important species to this segment in terms of value, followed by sole. The segment's average prices for sole, lemon sole and megrim were above the UK fleet average prices for these species, see Figure 3. Average prices for monkfish were slightly below the UK fleet average prices for this species.

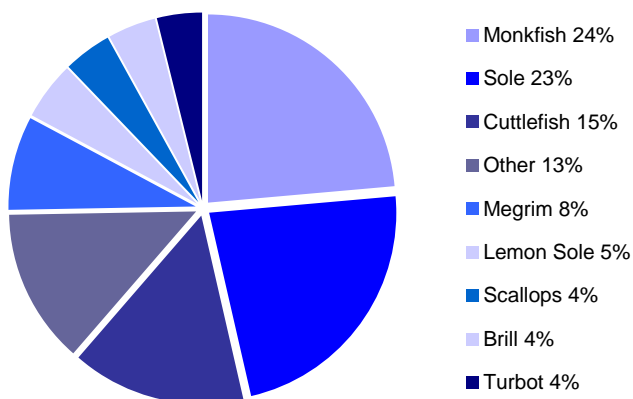


Figure 1. Value catch composition (Source: MMO, Seafish)

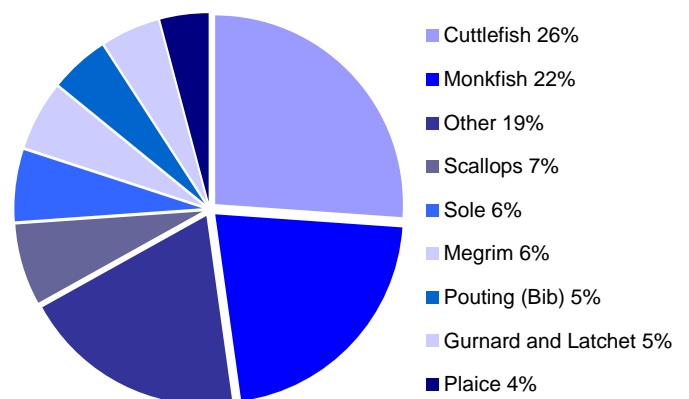


Figure 2. Volume catch composition (Source: MMO, Seafish)

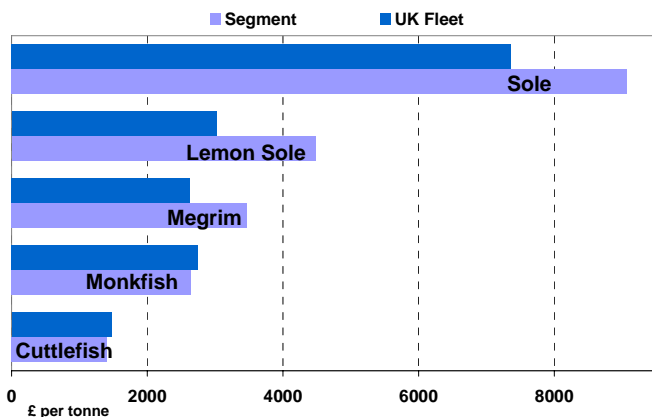


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 0.95 tonnes per day, obtained £2,643 per tonne and therefore earned £2,416 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day than the segment average and therefore had higher fishing income per day at sea despite obtaining lower prices per tonne on average.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	797,742	524,982	231,980
Tonnes per day	1.30	0.95	0.61
£ per tonne	2,447	2,643	2,953
£ per day	3,112	2,416	1,798
Days at Sea	255	207	129

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £454,769 or 85% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 80% of income compared to 95% in the least profitable quartile. Fuel and crew share were the largest fishing costs, on average accounting for 31% and 31% of total operating costs respectively.

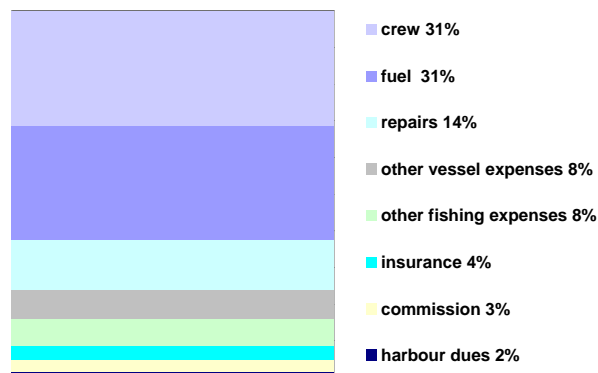


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 8.4million litres in 2008 costing £3.8million. On average vessels consumed 1,500 litres per day at sea costing £679 per day. There was insufficient sample data for this segment to provide detailed fuel consumption data by quartile. On average vessels consumed 1,776 litres of fuel per tonne of seafood landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	-	140,865	-
Annual Litres	-	311,167	-
Cost per day at sea	-	679	-
Litres per day at sea	-	1,500	-
Litres per tonne landed	-	1,776	-

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £82,813 and after deducting depreciation and interest, vessels made on average a net profit of £46,159. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £166,849 (20% of total income) compared to the least profitable quartile average of £11,242 (5% of total income). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

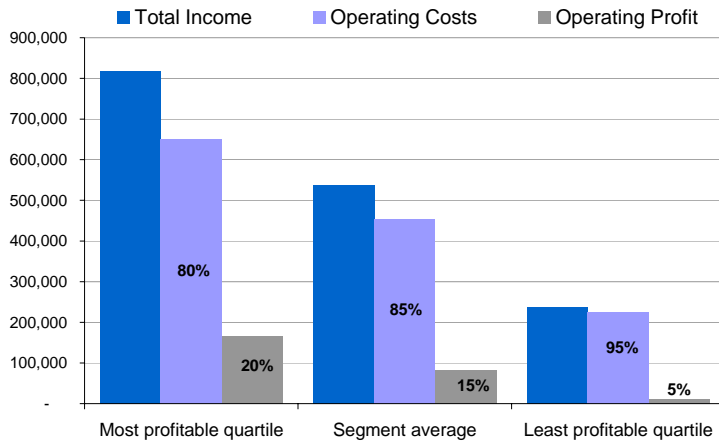


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	524,982	98%
Non-fishing Income	12,601	2%
Total Income	537,582	100%
Fuel costs	140,865	26%
Crew share	141,734	26%
Other Fishing Costs	58,273	11%
Total Fishing Costs	340,872	63%
Total Vessel Costs	113,896	21%
Total Operating Costs	454,769	85%
Operating Profit	82,813	15%
Depreciation	9,140	2%
Interest	27,515	5%
Net Profit	46,159	9%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.24

Under 10m demersal trawl/seine

- The segment comprised 195 vessels with an average length of 9.8m
- In total the segment landed 5,147 tonnes worth £12.3million in 2008
- On average vessels landed 26 tonnes worth £63,294
- Nephrops, sole, scallops and squid are the key species for this segment
- On average vessels made an operating profit of £8,335 in 2008

2008	Segment Total	Average per vessel
Active Vessels	195	-
Length (m)	-	9.8
Power (kW)	22,819	117
Registered Tonnage (GT)	2,185	11
VCU	18,001	93
Landings (Tonnes)	5,147	26
Fishing Income (£)	12,342,291	63,294
Days at Sea	21,014	108
Vessel Age	-	17
Crew	948	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the under 10m demersal trawl and seine segment are based at ports throughout the UK. Due to the low-level of activity, 47 vessels from this segment were moved into the under 10m low activity segment.

Vessels in this segment spent on average 108 days at sea in 2008 targeting a wide range of species including cod, hake, nephrops and haddock.

Income

The segment landed 5,147 tonnes of seafood worth £12.3million in 2008. Therefore on average, active vessels landed 26 tonnes, worth £63,294.

Nephrops was the most important species to this segment in terms of both value and volume. The segment's average price for nephrops was about the same as the UK fleet average prices for nephrops, see Figure 3.

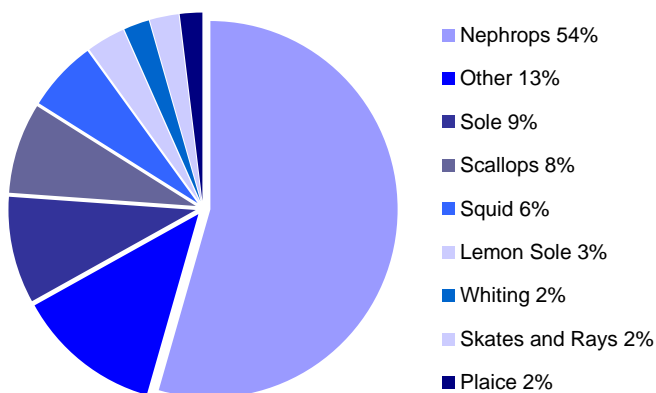


Figure 1. Value catch composition (Source: MMO, Seafish)

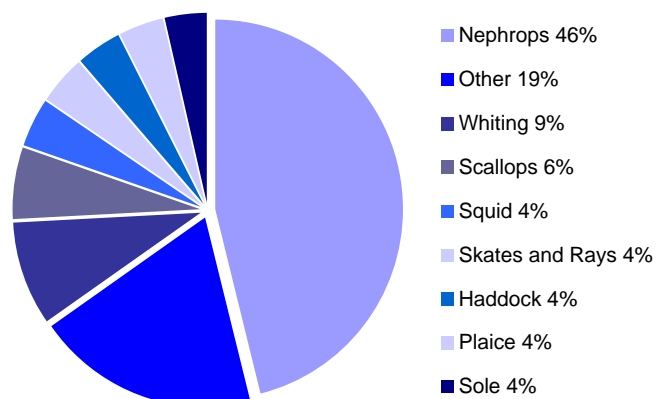


Figure 2. Volume catch composition (Source: MMO, Seafish)

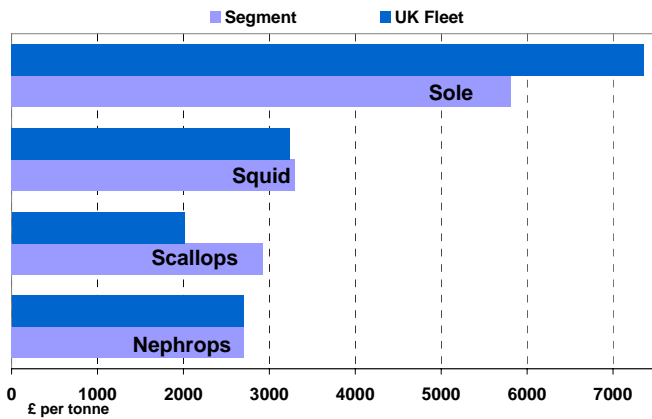


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 0.24 tonnes per day, obtained £2,557 per tonne and therefore earned £560 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved a higher average price per tonne landed than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	123,712	63,294	25,924
Tonnes per day	0.37	0.24	0.13
£ per tonne	3,043	2,557	2,316
£ per day	1,022	560	259
Days at Sea	115	108	100

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £58,214 or 87% of total income. There was a significant variation between the most profitable quartile and the least profitable quartile, with total operating costs for the most profitable quartile equating to 81% of income compared to 105% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 30% and 17% of operating costs respectively.

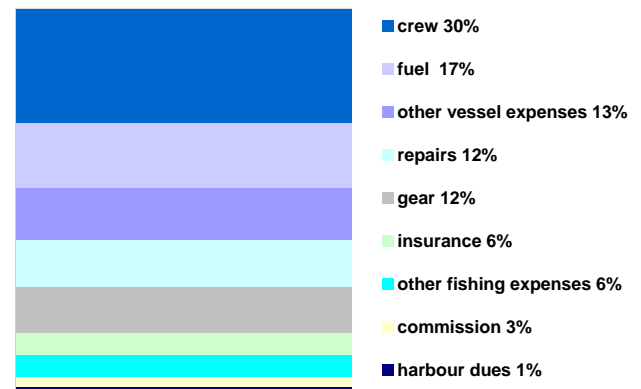


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 4.2million litres in 2008 costing £1.9million. On average vessels consumed 198 litres per day at sea costing £89 per day. Fuel consumption per day ranged from an average of 191 litres for vessels in the least profitable quartile to an average of 204 litres for vessel in the most profitable quartile.

On average vessels consumed 1,106 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 639 litres per tonne landed and 1,777 for vessels in the least profitable quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	10,780	9,714	8,666
Annual Litres	23,812	21,458	19,142
Cost per day at sea	92	89	87
Litres per day at sea	204	198	191
Litres per tonne landed	639	1,106	1,777

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £8,335 and after deducting depreciation and interest, vessels made on average a net loss of £5,726. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £24,500 (19% of earnings) compared to the least profitable quartile average of -£1,270 (-5% of earnings). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

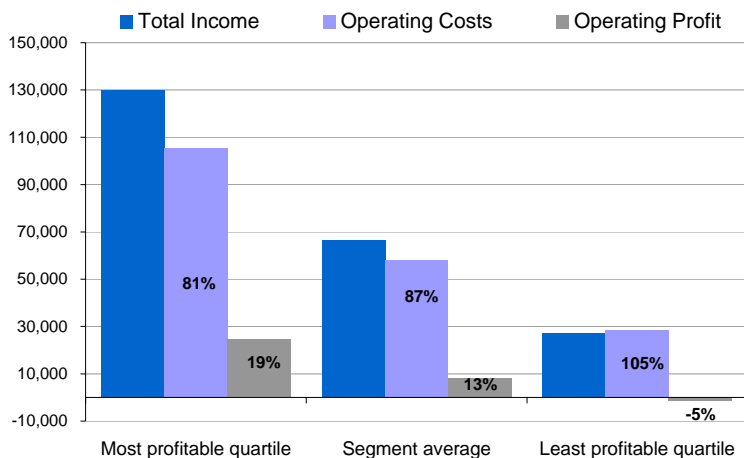


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	63,294	95%
Non-fishing Income	3,255	5%
Total Income	66,549	100%
Fuel costs	9,714	15%
Crew share	16,982	26%
Other Fishing Costs	6,557	10%
Total Fishing Costs	33,253	50%
Total Vessel Costs	24,961	38%
Total Operating Costs	58,214	87%
Operating Profit	8,335	13%
Depreciation	8,056	12%
Interest	6,006	9%
Net Profit	-5,726	-9%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.25

Under 10m mobile other

- The segment comprised 65 vessels with an average length of 8.1m
- In total the segment landed 1,738 tonnes worth £3.1million in 2008
- On average vessels landed 27 tonnes worth £47,955
- Scallops, nephrops and sole are the key species for this segment
- On average vessels made an operating profit of £7,331 in 2008

2008	Segment Total	Average per vessel
Active Vessels	65	-
Length (m)	-	8.1
Power (kW)	5,148	79
Registered Tonnage (GT)	372	6
VCU	4,087	63
Landings (Tonnes)	1,738	27
Fishing Income (£)	3,117,049	47,955
Days at Sea	6,135	94
Vessel Age	-	18
Crew	195	3

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the under 10 metre mobile other fleet are based at ports throughout the UK. On average vessels had three crew on board and the segment employed a total of 195 people. Due to their low-activity, 84 vessels from this segment were moved into the low-activity under 10m segment.

Vessels in this segment spent on average 94 days at sea in 2008 targeting a very wide range of species including scallops, nephrops, sole and mussels.

Income

The segment landed 1,738 tonnes of seafood worth £3.1million in 2008. Therefore on average, active vessels landed 27 tonnes, worth £47,955.

Scallops were the most important species to this segment in terms of both value and volume. The segment's average prices for scallops were slightly below the UK fleet average prices for these species, see Figure 3.

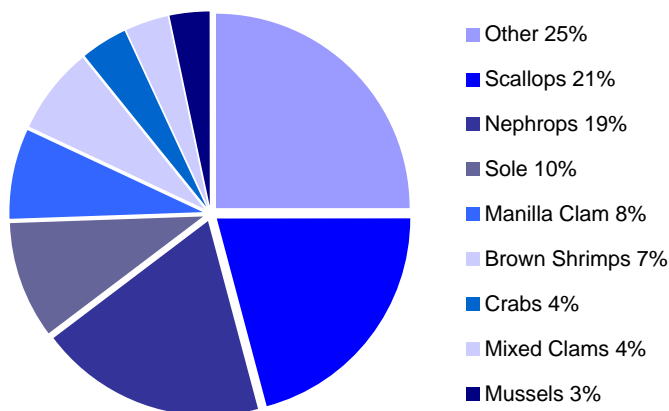


Figure 1. Value catch composition (Source: MMO, Seafish)

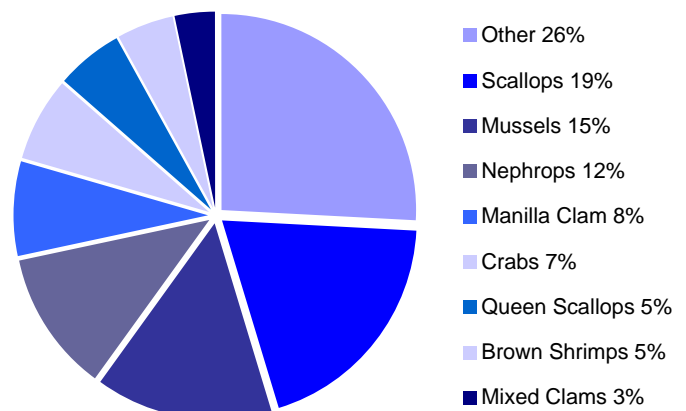


Figure 2. Volume catch composition (Source: MMO, Seafish)

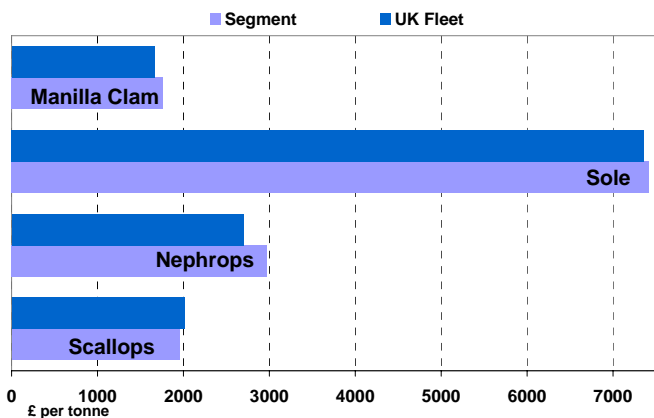


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 0.28 tonnes per day, obtained £2,822 per tonne and therefore earned £567 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	77,628	47,955	21,687
Tonnes per day	0.36	0.28	0.13
£ per tonne	4,210	2,822	3,272
£ per day	1,141	567	241
Days at Sea	70	94	94

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £43,493 or 86% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 76% of income compared to 106% in the least profitable quartile. Crew share, repairs and fuel were the largest fishing costs, on average accounting for 38%, 21% and 21% of total operating costs respectively.

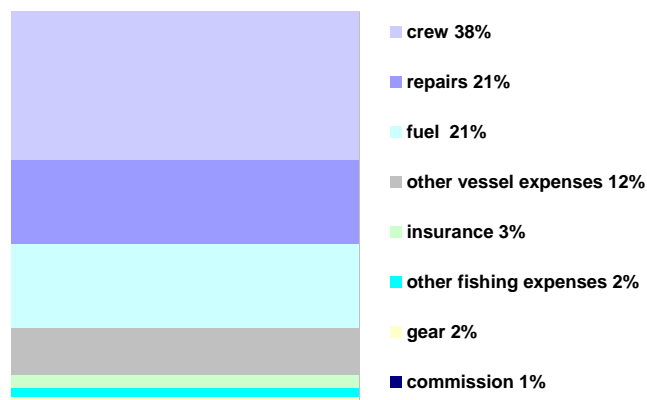


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 1.3million litres in 2008 costing £0.6million. On average vessels consumed 215 litres per day at sea costing £98 per day. Fuel consumption per day ranged from an average of 209 litres for vessels in the least profitable quartile to an average of 225 litres for vessel in the most profitable quartile.

On average vessels consumed 1,535 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 942 litres per tonne landed compared to 3,273 litres for the least profitable quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	7,331	9,212	8,749
Annual Litres	16,194	20,350	19,326
Cost per day at sea	102	98	95
Litres per day at sea	225	215	209
Litres per tonne landed	942	1,535	3,273

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £7,331 and after deducting depreciation and interest, vessels made on average a net profit of £733. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £19,500 (24% of earnings) compared to the least profitable quartile average of -£1,270 (-6% of earnings). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

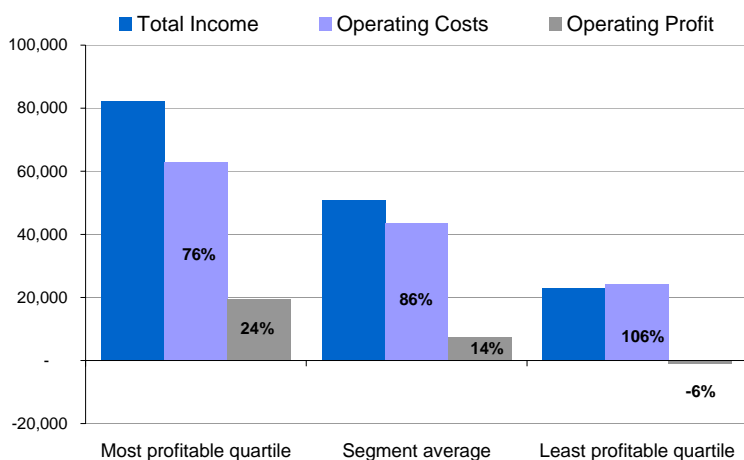


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	47,955	94%
Non-fishing Income	2,869	6%
Total Income	50,824	100%
Fuel costs	9,212	18%
Crew share	16,334	32%
Other Fishing Costs	1,429	3%
Total Fishing Costs	26,975	53%
Total Vessel Costs	16,517	32%
Total Operating Costs	43,493	86%
Operating Profit	7,331	14%
Depreciation	4,566	9%
Interest	2,032	4%
Net Profit	733	1%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.26

Under 10m passive other

- The segment comprised 344 vessels with an average length of 8.1m
- In total the segment landed 8,638 tonnes worth £16.4million in 2008
- On average vessels landed 25 tonnes worth £47,580
- Sole, scallops and bass are the key species for this segment
- On average vessels made an operating profit of £16,350 in 2008

2008	Segment Total	Average per vessel
Active Vessels	344	-
Length (m)	-	8.1
Power (kW)	28,607	84
Registered Tonnage (GT)	1,842	5
VCU	22,153	65
Landings (Tonnes)	8,638	25
Fishing Income (£)	16,367,646	47,580
Days at Sea	34,489	100
Vessel Age	-	18
Crew	746	2

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Under 10m passive other vessels are based at ports throughout the UK. These vessels use other passive gear such as drift nets and gill nets. On average vessels had two crew members and in total the segment employed 746 people.

Vessels in this segment spent on average 100 days at sea in 2008 targeting a very wide range of species including scallops, whelks, sole, bass and pollack. Due to their low-activity, 354 vessels from this segment were moved into the low-activity under 10m segment.

Income

The segment landed 8,638 tonnes of seafood worth £16.4million in 2008. Therefore on average, active vessels landed 25 tonnes, worth £47,580.

Sole was the most important species to this segment in terms of value. The segment's average prices for sole and bass were well below the UK fleet average prices for these species, see Figure 3.

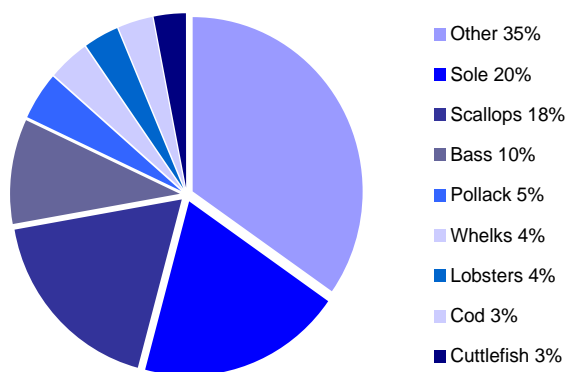


Figure 1. Value catch composition (Source: MMO, Seafish)

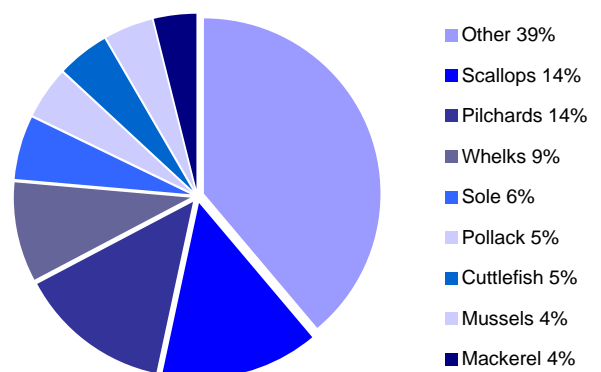


Figure 2. Volume catch composition (Source: MMO, Seafish)

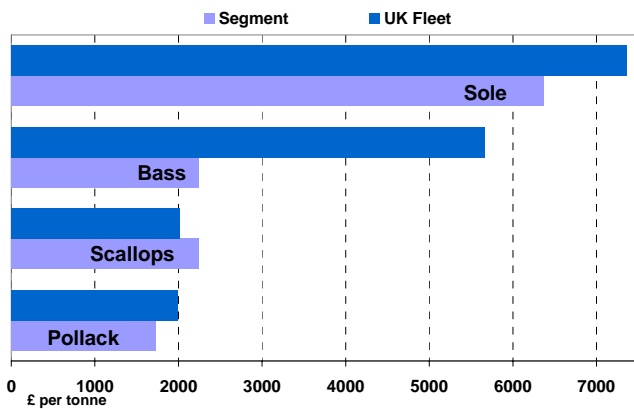


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit / total income) and split into quartiles. On average vessels in the segment landed 0.24 tonnes per day, obtained £2,930 per tonne and therefore earned £482 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved a higher average price per tonne than the segment average and therefore had higher earnings per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	53,360	47,580	40,915
Tonnes per day	0.34	0.24	0.18
£ per tonne	3,574	2,930	2,858
£ per day	622	482	383
Days at Sea	77	100	106

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £32,108 or 66% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 57% of income compared to 81% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 36% and 20% of operating costs respectively.

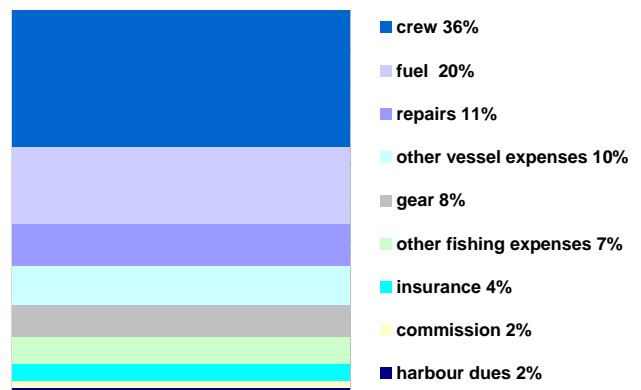


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 4.9million litres in 2008 costing £2.2million. On average vessels consumed 137 litres per day at sea costing £62 per day. Fuel consumption per day ranged from an average of 244 litres for vessels in the least profitable quartile to an average of 55 litres for vessel in the most profitable quartile.

On average vessels consumed 926 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 336 litres per tonne landed compared to 1,946 litres in the least profitable quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	2,222	6,465	11,620
Annual Litres	4,908	14,281	25,669
Cost per day at sea	25	62	111
Litres per day at sea	55	137	244
Litres per tonne landed	336	926	1,946

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £16,350 and after deducting depreciation and interest, vessels made on average a net profit of £5,870. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £23,365 (43% of earnings) compared to the least profitable quartile average of £8,000 (19% of earnings). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

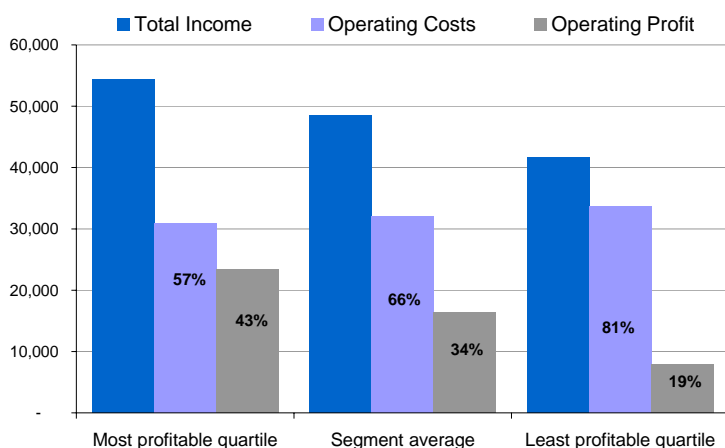


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	47,580	98%
Non-fishing Income	878	2%
Total Income	48,458	100%
Fuel costs	6,465	13%
Crew share	11,401	24%
Other Fishing Costs	3,400	7%
Total Fishing Costs	21,266	44%
Total Vessel Costs	10,842	22%
Total Operating Costs	32,108	66%
Operating Profit	16,350	34%
Depreciation	6,873	14%
Interest	3,607	7%
Net Profit	5,870	12%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.27

Under 10m Pots and Traps

- The segment comprised 1,032 vessels with an average length of 8.0m
- In total the segment landed 20,949 tonnes worth £51.8million in 2008
- On average vessels landed 20 tonnes worth £50,169
- Lobsters, crabs and nephrops are the key species for this segment
- On average vessels made an operating profit of £23,342 in 2008

2008	Segment Total	Average per vessel
Active Vessels	1,032	-
Length (m)	-	8.0
Power (kW)	78,104	76
Registered Tonnage (GT)	4,651	5
VCU	61,264	59
Landings (Tonnes)	20,949	20
Fishing Income (£)	51,774,408	50,169
Days at Sea	18,689	119
Vessel Age	-	18
Crew	1,760	2

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the under 10m pots and traps segment are based at ports around the UK. The average crew size is two and the segment employed 1,755 crew in total.

Vessels in this segment spent on average 119 days at sea in 2008 targeting a wide range of species including cod, hake, nephrops and haddock. Due to their low-activity, 668 vessels from this segment were moved into the low-activity under 10m segment.

Income

The segment landed 20,949 tonnes of seafood worth £51.8million in 2008. Therefore on average, active vessels landed 20 tonnes, worth £50,169.

Lobsters and crabs were the most important species to this segment in terms of value. The segment's average prices for lobsters and nephrops were well above the UK fleet average prices for these species, see Figure 3.

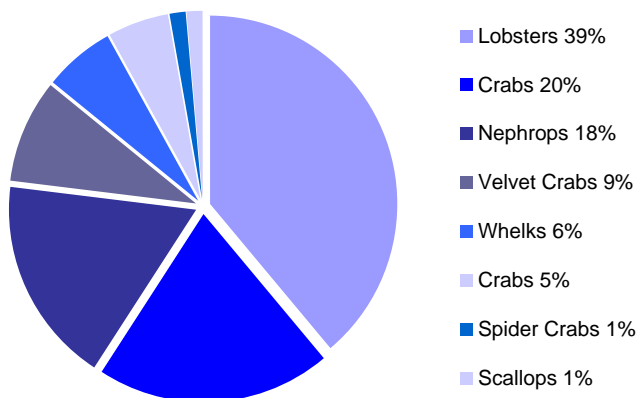


Figure 1. Value catch composition (Source: MMO, Seafish)

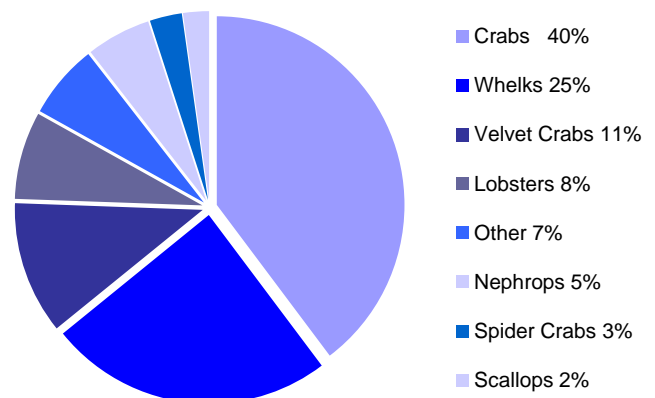


Figure 2. Volume catch composition (Source: MMO, Seafish)

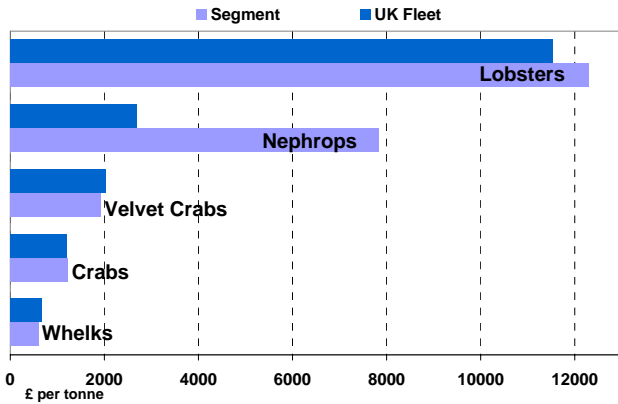


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 0.19 tonnes per day, obtained £4,773 per tonne and therefore earned £489 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved a higher average price per tonne than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	63,008	50,169	33,335
Tonnes per day	0.32	0.19	0.11
£ per tonne	5,833	4,773	3,930
£ per day	872	489	240
Days at Sea	83	119	141

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £31,884 or 58% of total income. There was a significant variation between the quartiles, with total operating costs for the most profitable quartile equating to 51% of income compared to 71% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 45% and 18% of total operating costs respectively.

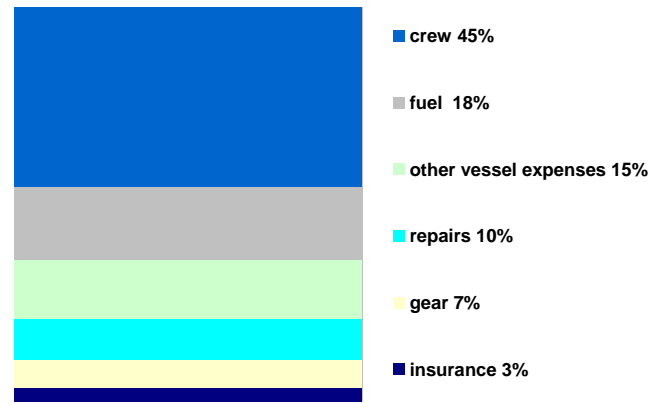


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 13.4million litres in 2008 costing £6.1million. On average vessels consumed 106 litres per day at sea costing £48 per day. Fuel consumption per day ranged from an average of 138 litres for vessels in the least profitable quartile to an average of 72 litres for vessel in the most profitable quartile.

On average vessels consumed 1,355 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 622 litres per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	2,700	5,894	8,744
Annual Litres	5,965	13,019	19,314
Cost per day at sea	33	48	62
Litres per day at sea	72	106	138
Litres per tonne landed	622	1,355	2,403

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £23,342 and after deducting depreciation and interest, vessels made on average a net profit of £14,553. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £33,974 (49% of earnings) compared to the least profitable quartile average of £10,659 (29% of earnings). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

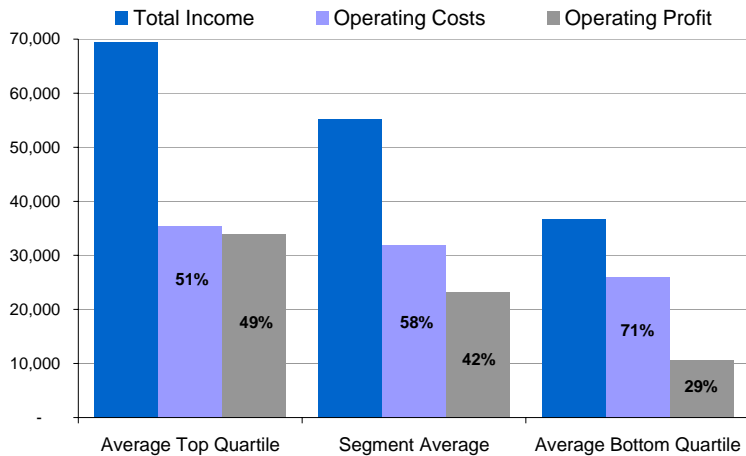


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	50,169	91%
Non-fishing Income	5,057	9%
Total Income	55,226	100%
Operating Costs		
Fuel costs	5,894	11%
Crew share	14,460	26%
Other Fishing Costs	106	0%
Total Fishing Costs	20,459	37%
Total Vessel Costs	11,424	21%
Total Operating Costs	31,884	58%
Operating Profit		
Operating Profit	23,342	42%
Depreciation	6,328	11%
Interest	2,462	4%
Net Profit	14,553	26%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.28

West of Scotland nephrops single-rig trawlers

- The segment comprised 146 vessels with an average length of 15m
- In total the segment landed 9,026 tonnes worth £21.1million in 2008
- On average vessels landed 62 tonnes worth £144,538
- Nephrops is the key species for this segment and prices were below the UK fleet average for this species in 2008
- On average vessels made an operating profit of £24,666 in 2008

2008	Segment Total	Average per vessel
Active Vessels	146	-
Length (m)	-	15
Power (kW)	24,134	165
Registered Tonnage (GT)	5,679	39
VCU	21,962	150
Landings (Tonnes)	9,026	62
Fishing Income (£)	21,102,589	144,538
Days at Sea	23,106	158
Vessel Age	-	33
Crew	740	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the West of Scotland nephrops single-rig trawler segment are based at ports along the west coast of Scotland including Oban, Ullapool, Gairloch and Kinlochbervie.

Vessels in this segment spent on average 158 days at sea in 2008 targeting mainly nephrops. The average crew size was five and the segment employed 740 crew in total.

Income

The segment landed 9,026 tonnes of seafood worth £21.1million in 2008. Therefore on average, active vessels landed 62 tonnes, worth £144,538.

Nephrops was the most important species to this segment in terms of both value and volume. The segment's average prices for squid, nephrops and scallops were below the UK fleet average prices for these species, see Figure 3.

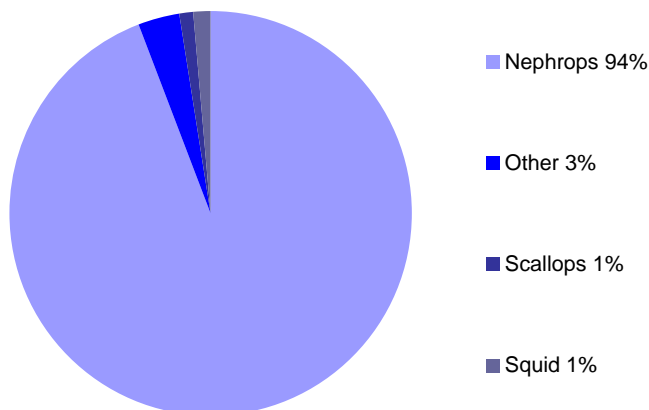


Figure 1. Value catch composition (Source: MMO, Seafish)

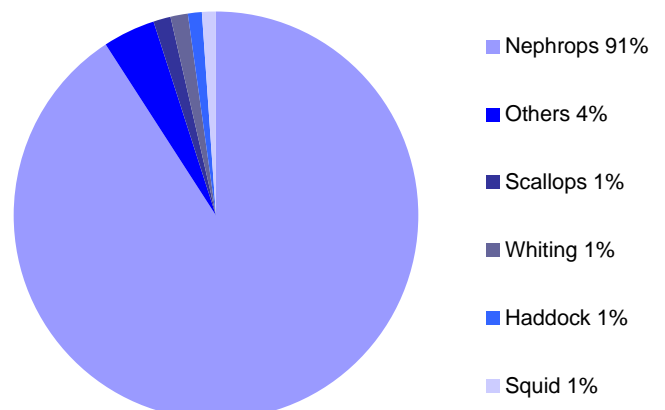


Figure 2. Volume catch composition (Source: MMO, Seafish)

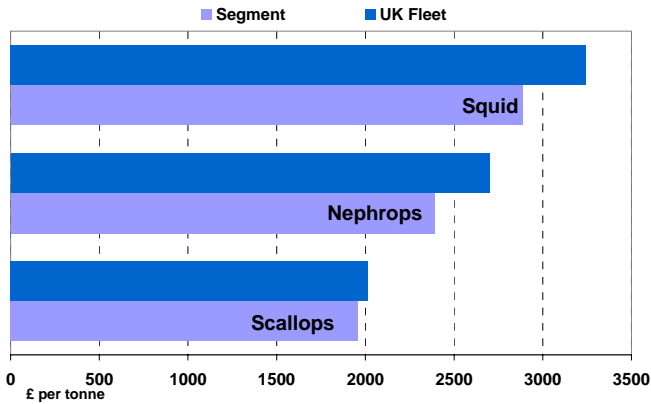


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 0.37 tonnes per day, obtained £2,680 per tonne and therefore earned £884 per day at sea (see Table 2). The vessels in the most profitable quartile landed less tonnes per day than the segment average but achieved significantly higher earnings per tonne and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	140,858	144,538	147,657
Tonnes per day	0.33	0.37	0.41
£ per tonne	3,154	2,680	2,468
£ per day	946	884	874
Days at Sea	154	158	162

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £126,317 or 84% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 72% of income compared to 99.5% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 30% and 27% of total operating costs respectively.

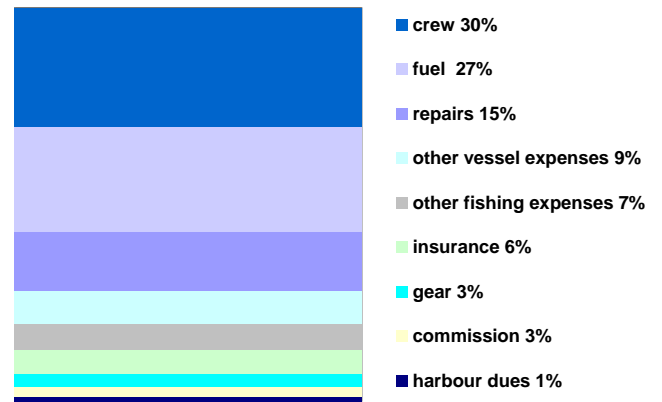


Figure 4. Operating costs breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 10.8million litres in 2008 costing £4.9million. On average vessels consumed 442 litres per day at sea costing £200 per day. Fuel consumption per day ranged from an average of 780 litres for vessels in the least profitable quartile to an average of 217 litres for vessel in the most profitable quartile.

On average vessels consumed 1,286 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 710 litres per tonne landed.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	15,580	33,556	58,753
Annual Litres	34,415	74,124	129,783
Cost per day at sea	98	200	353
Litres per day at sea	217	442	780
Litres per tonne landed	710	1,286	2,245

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £24,666 and after deducting depreciation and interest, vessels made on average a net profit of £15,365. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £41,159 (28% of earnings) compared to the least profitable quartile average of £725 (0.5% of earnings). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

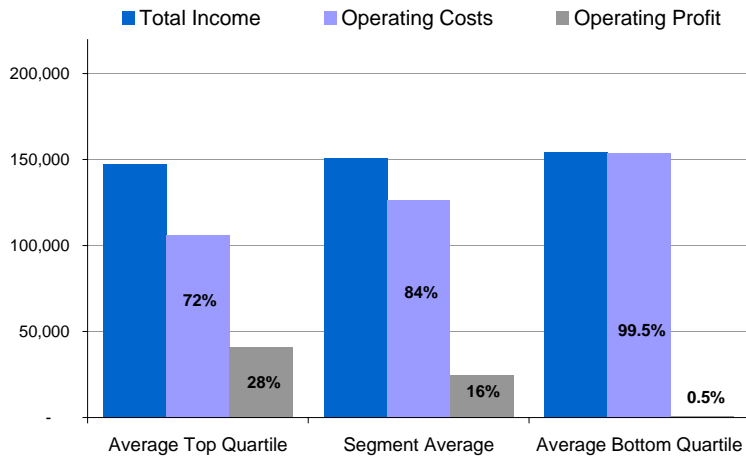


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	144,538	96%
Non-fishing Income	6,444	4%
Total Income	150,983	100%
Fuel costs	33,556	22%
Crew share	37,676	25%
Other Fishing Costs	14,234	9%
Total Fishing Costs	85,466	57%
Total Vessel Costs	40,851	27%
Total Operating Costs	126,317	84%
Operating Profit	24,666	16%
Depreciation	3,850	3%
Interest	5,451	4%
Net Profit	15,365	10%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.29

West of Scotland nephrops twin-rig trawlers

- The segment comprised 43 vessels with an average length of 17m
- In total the segment landed 4,545 tonnes worth £10.2million in 2008
- On average vessels landed 106 tonnes worth £236,916
- Nephrops is the key species for this segment and prices were below the UK fleet average for this species in 2008
- On average vessels made an operating profit of £48,697 in 2008

2008	Segment Total	Average per vessel
Active Vessels	43	-
Length (m)	-	17
Power (kW)	10,587	246
Registered Tonnage (GT)	2,567	60
VCU	8,779	204
Landings (Tonnes)	4,545	106
Fishing Income (£)	10,187,396	236,916
Days at Sea	7,967	185
Vessel Age	-	29
Crew	209	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the West of Scotland nephrops twin-rig trawler segment are based at ports along the west coast of Scotland including Oban, Ullapool, Gairloch and Kinlochbervie.

Vessels in this segment spent on average 185 days at sea in 2008 targeting mainly nephrops. On average vessels had five crew and the segment employed 209 crew in total.

Income

The segment landed 4,545 tonnes of seafood worth £10.2million in 2008. Therefore on average, active vessels landed 106 tonnes, worth £236,916.

Nephrops was the most important species to this segment in terms of both value and volume. The segment's average price for nephrops was below the UK fleet average prices for nephrops, see Figure 3.

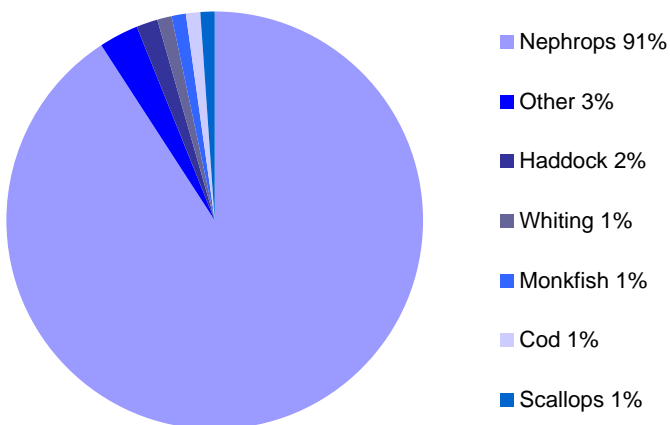


Figure 1. Value catch composition (Source: MMO, Seafish)

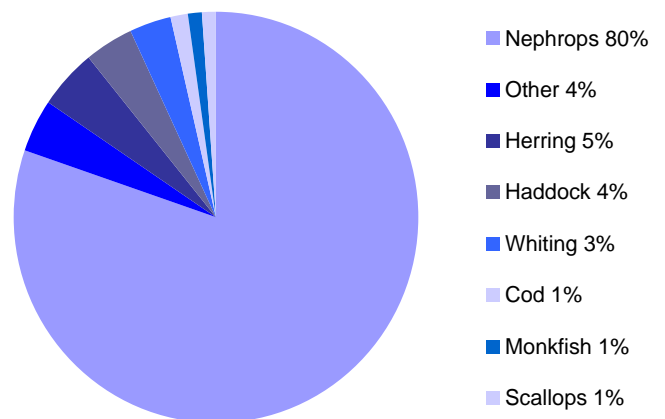


Figure 2. Volume catch composition (Source: MMO, Seafish)

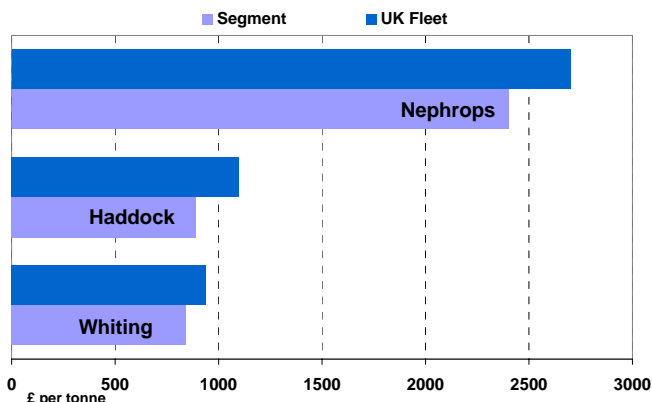


Figure 3. Average prices of key species (Source: MMO, Seafish)

Vessels in the segment were ranked in order of operating profit margin (operating profit/total income) and split into quartiles. On average vessels in the segment landed 0.57 tonnes per day, obtained £2,241 per tonne and therefore earned £1,279 per day at sea (see Table 2). The vessels in the most profitable quartile landed more tonnes per day and achieved significantly higher earnings per tonne than the segment average and therefore had higher fishing income per day at sea.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	296,586	236,916	160,012
Tonnes per day	0.65	0.57	0.40
£ per tonne	3,171	2,241	2,280
£ per day	1,624	1,279	866
Days at Sea	182	185	183

Table 2. Landings per day at sea (Source: Seafish, MMO)

Costs

Average total operating costs for vessels in the segment were £205,790 or 81% of total income. There was a significant variation between quartiles, with total operating costs for the most profitable quartile equating to 76% of income compared to 90% in the least profitable quartile. Crew share and fuel were the largest fishing costs, on average accounting for 27% and 26% of total operating costs respectively.

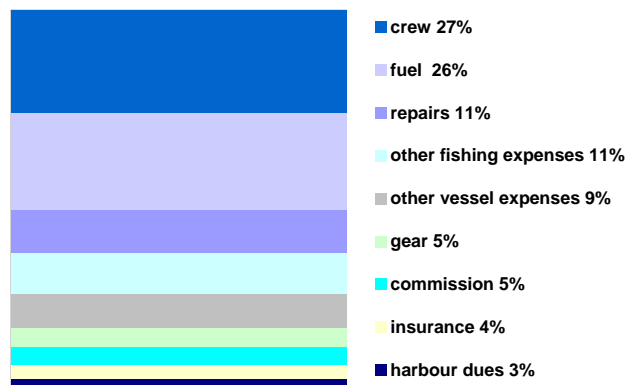


Figure 4. Operating cost breakdown (Source: Seafish)

Fuel

Seafish estimates that total fuel consumption for this segment was 5million litres in 2008 costing £2.3million. On average vessels consumed 624 litres per day at sea costing £283 per day. Fuel consumption per day at sea for vessels in the least profitable quartile was 605 litres per day on average and 610 litres for vessel in the most profitable quartile.

On average vessels consumed 1,253 litres of fuel per tonne of seafood landed. This varied significantly between vessels in the segment with those in the most profitable quartile consuming 1,172 litres per tonne landed compared to 1,683 in the least profitable quartile.

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Annual Cost	50,442	52,490	50,307
Annual Litres	111,425	115,949	111,127
Cost per day at sea	276	283	274
Litres per day at sea	610	624	605
Litres per tonne landed	1,172	1,253	1,683

Table 3. Fuel cost and consumption (Source: Seafish)

Profit

The average operating profit for vessels in the segment was £48,697 and after deducting depreciation and interest, vessels made on average a net profit of £33,954. There was a broad range of profit levels within the segment. Average operating profit in the most profitable quartile of vessels was £76,230 (24% of earnings) compared to the least profitable quartile average of £18,030 (10% of earnings). Table 4 shows a break down of costs. Figure 5 shows income, costs, and operating profit for the most and least profitable quartiles and the segment average.

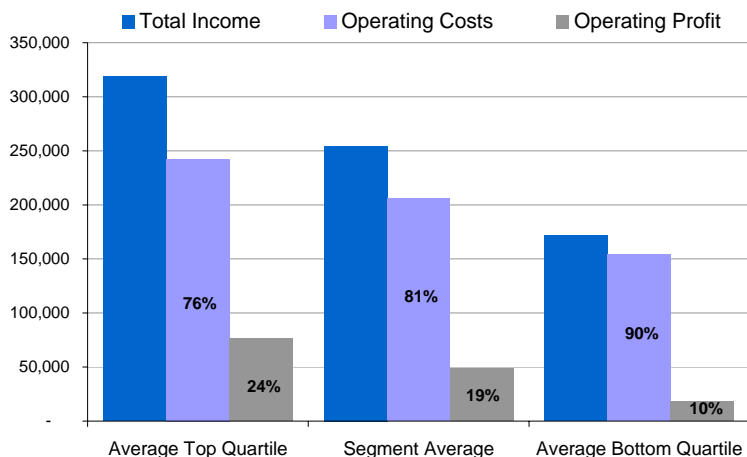


Figure 5. Total income, operating costs and operating profit by quartile; costs and operating profit as percent of total income (Source: Seafish, MMO)

	Segment Average	
	£	% of total income
Fishing Income	236,916	93%
Non-fishing Income	17,571	7%
Total Income	254,488	100%
Fuel costs	52,490	21%
Crew share	55,367	22%
Other Fishing Costs	38,887	15%
Total Fishing Costs	146,744	58%
Total Vessel Costs	59,047	23%
Total Operating Costs	205,790	81%
Operating Profit	48,697	19%
Depreciation	10,503	4%
Interest	4,240	2%
Net Profit	33,954	13%

Table 4. Income, costs, profit (Source: Seafish, MMO)

Segment 2.30

Pelagic Over 40m

- The segment comprised 31 vessels with an average length of 65m
- In total the segment landed 297,387 tonnes worth £136million in 2008
- On average vessels landed 9,593 tonnes worth £4.4million
- Mackerel and herring are the key species for this segment

2008	Segment Total	Average per vessel
Active Vessels	31	-
Length (m)	-	65
Power (kW)	125,047	4,312
Registered Tonnage (GT)	54,490	1,879
VCU	81,454	2,809
Landings (Tonnes)	297,387	9,593
Fishing Income (£)	136,340,753	4,398,089
Days at Sea	2,280	74
Vessel Age	-	9
Crew	280	10

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Vessels in the pelagic over 40m segment are based in the north east of Scotland and the Shetland Islands, fishing out of Peterhead, Fraserburgh and Lerwick.

Vessels in this segment spent on average 74 days at sea in 2008 targeting mainly mackerel and herring. On average over 40m pelagic vessels had ten crew and the segment employed 280 people in total.

Income

The segment landed 297,387 tonnes of seafood worth £136million in 2008. Therefore on average, active vessels landed 9,593 tonnes, worth £4.4million.

Mackerel was the most important species to this segment in terms of both value and volume. The segment's average price for mackerel was slightly below the UK fleet average prices for mackerel, see Figure 3.

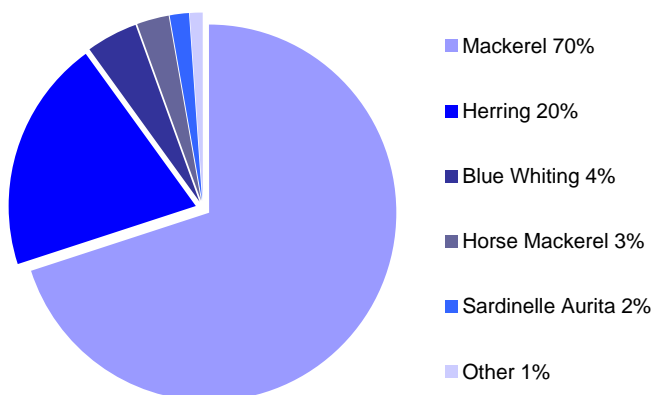


Figure 1. Value catch composition (Source: MMO, Seafish)

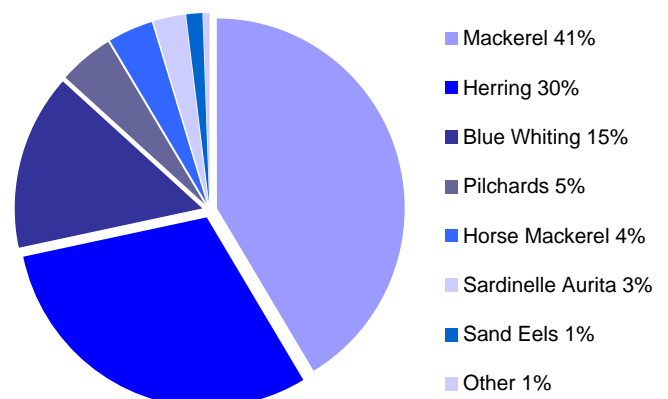


Figure 2. Volume catch composition (Source: MMO, Seafish)

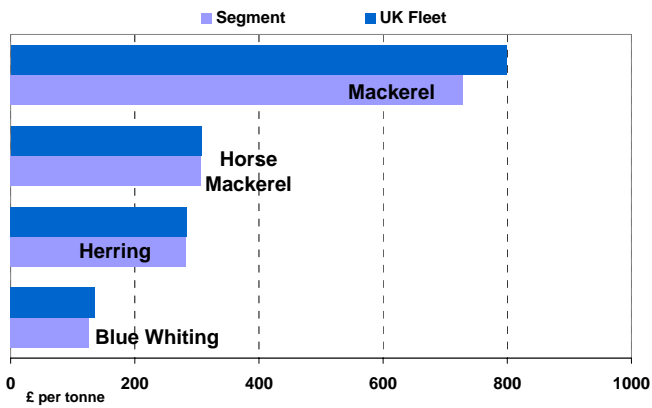


Figure 3. Average prices of key species (Source: MMO, Seafish)

On average vessels in the segment landed 170 tonnes per day, obtained £477 per tonne and therefore earned £87,610 per day at sea (see Table 2).

	Average per vessel		
	Most profitable quartile	Segment average	Least profitable quartile
Fishing Income (£)	-	4,398,089	-
Tonnes per day	-	170	-
£ per tonne	-	477	-
£ per day	-	87,610	-
Days at Sea	-	74	-

Table 2. Landings per day at sea (Source: Seafish, MMO)

Segment 2.31

Miscellaneous

- The segment comprised 53 vessels with an average length of 20m
- In total the segment landed 32,974 tonnes worth £26.5million in 2008
- On average vessels landed 662 tonnes worth £500,033

2008	Segment Total	Average per vessel
Active Vessels	53	-
Length (m)	-	20
Power (kW)	19,330	420
Registered Tonnage (GT)	10,000	217
VCU	15,504	337
Landings (Tonnes)	32,974	622
Fishing Income (£)	26,501,735	500,033
Days at Sea	6,307	119
Vessel Age	-	21
Crew	246	5

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

The Miscellaneous segment consists of vessels that could not be assigned to another segment based on the segment criteria or because there were fewer than ten vessels in a segment.

The vessels in this segment are based throughout the UK. Total landings of the segment in 2008 were 32,974 tonnes worth £26.5million in 2008. On average vessels spent 119 days at sea and landed 662 tonnes worth £500,033.

Segment 2.32

Low activity over 10m

- The segment comprised 114 vessels with an average length of 14m
- In total the segment landed 5,967 tonnes worth £2.2million in 2008
- On average vessels landed 52 tonnes worth £19,222

2008	Segment Total	Average per vessel
Active Vessels	114	-
Length (m)	-	14
Power (kW)	21,369	193
Registered Tonnage (GT)	4,568	41
VCU	13,627	151
Landings (Tonnes)	5,967	52
Fishing Income (£)	2,191,343	19,222
Days at Sea	2,769	24
Vessel Age	-	28
Crew	286	3

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Low activity vessels over 10m consists of vessels earning less than £10,000 in fishing income per year or fishing less than 20% of the average days of sea for the segment that they would otherwise be included in. Table 2 shows the segments that the low activity vessels would have otherwise been assigned to based on their limited activity. These vessels have been excluded from the analysis of the main over 10m segments to prevent the averages for the other segments being skewed by these low activity vessels.

The vessels in this segment are based throughout the UK. Total landings of the segment in 2008 were 5,967 tonnes worth £2.2million in 2008. On average vessels spent 24 days at sea and landed 52 tonnes worth £19,222. Vessels in this segment included vessels that were undergoing major repairs, new vessels entering the fleet and vessels owned by skippers who worked on a part-time basis.

2008	Segment Total
Other	37
Pots and traps 10-12m	9
North Sea single rig nephrops	7
Area VII Scallopers	6
Gill netters	6
Area VIIdefg trawlers 10-15m	5
North Sea Beam Trawl over 300kw	3
North Sea Beam Trawl under 300kw	3
Area VIIa nephrop trawlers	2
Long line vessels	2
Pots and traps over 12m	2
South West beam trawlers over 221kw	2
Miscellaneous	2
NSWOS demersal seiners	1
NSWOS demersal twin rig	1
NSWOS demersal under 24 under 300kw	1
NSWOS scallopers	1

Table 2. Low activity vessels (Source: MMO, Seafish)

Segment 2.33

Low activity under 10m

- The segment comprised 1,856 vessels with an average length of 6.6m
- In total the segment landed 3,023 tonnes worth £6.7million in 2008
- On average vessels landed 2 tonnes worth £3,620

2008	Segment Total	Average per vessel
Active Vessels	1,856	-
Length (m)	-	6.6
Power (kW)	73,519	40
Registered Tonnage (GT)	4,990	3
VCU	64,380	35
Landings (Tonnes)	3,023	2
Fishing Income (£)	6,717,904	3,620
Days at Sea	53,394	29
Vessel Age	-	21
Crew	2,605	1

Table 1. Segment characteristics (Source: MMO, Seafish)

Introduction

Low activity vessels under 10m consists of vessels earning less than £10,000 in fishing income per year or fishing less than 20% of the average days of sea for the segment that they would otherwise be included in. Table 2 shows the segments that the low activity vessels would have otherwise been assigned to based on their gear type. These vessels have been excluded from the analysis of the main under 10m segments to prevent the averages for the other segments being skewed by these low activity vessels.

The vessels in this segment are based throughout the UK. Vessels in this segment are small; average length 6.6m and average power 40kW. Total landings of the segment in 2008 were 3,023 tonnes worth £6.7 million in 2008. On average vessels spent 29 days at sea and landed 2 tonnes worth £3,620. Vessels in this segment included vessels that were undergoing major repairs, new vessels entering the fleet and vessels owned by skippers who worked on a part-time basis.

2008	Segment Total
Under 10m pots and traps	668
Under 10m demersal trawl/seine	47
Under 10m passive other	354
Under 10m mobile other	84
Other	666

Table 2. Low activity vessels (Source: MMO, Seafish)

Appendix 1 - Method

An overview of the processes and techniques used to produce earnings, costs and profit data for the UK fleet is outlined in the figure below. In brief, the research method involves collecting primary data on vessel costs from vessel owners' financial accounts, combining this with landings, effort and vessel characteristics data from the Marine Management Organisation (MMO) to produce estimates of costs and profit for the key UK fleet segments.

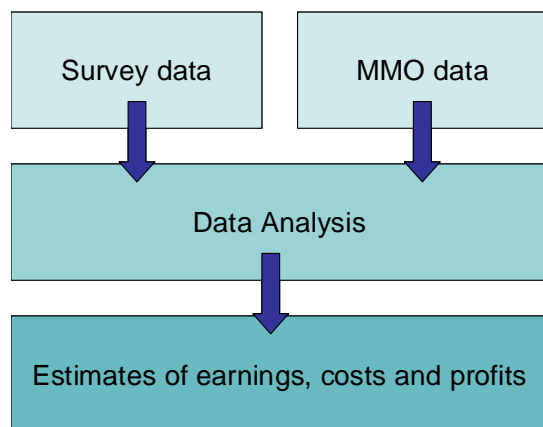


Figure A1.1 Earnings, costs and profit estimation method

Survey Data

In order to collect data on vessel costs, Seafish staff conducted face-to-face interviews with vessel owners across the UK and asked them to supply a copy of their financial accounts. There is no legal requirement in the UK for owners of fishing vessels to submit financial accounts to the government or to Seafish. In order to generate and disseminate economic information and analysis relating to the UK fishing fleet, we must persuade vessel owners to contribute their financial information voluntarily.

In order to collect such sensitive financial data, Seafish guarantees confidentiality of individual returns and Seafish staff must establish good relations and a high degree of trust with vessel owners and industry representatives at all levels.

Seafish has undertaken this task on behalf of the industry since the 1970s and vessel owners have given wide support to the production of analyses and forecasts based on their data. This report and any other Seafish report relating to fleet economics could

not be produced without the faith and confidence placed in us by the vessel owners who contribute their vessel accounts voluntarily.

Seafish used a variety of techniques in undertaking the survey, including the following:

- Systematic surveying of regions across the UK to ensure comprehensive coverage of the UK fleet;
- Owners of more than one vessel were approached separately to maximise the likelihood that their vessels would be included in the survey;
- Seafish employed temporary research assistants to contribute to interviewing fishermen, using help from local contacts wherever possible;
- Seafish staff liaised with vessel accountants and agents to obtain information – some provided anonymous data for groups of vessels (financial information plus fleet segment);
- Seafish staff attended fishermen's workshops, exhibitions and meetings on numerous occasions to build support for the project and interview fishermen.

At the end of the primary data collection phase, our dataset contained a mixture of quantitative and qualitative information taken from the completed survey forms and financial accounts. We obtained financial accounts on 410 vessels, representing an 8% sample rate of the active UK fleet and representing 20% of the value of landings by the UK fleet. The sample rate for the large active fleet segments was much higher than the average for the active UK fleet which contains a high number of under 10m vessels generating low levels of income.

MMO Data

The MMO provides Seafish with data on the value and volume of landings for each active vessel in the UK and this information is a key input to our analysis. In addition, the MMO provides information on the characteristics of each vessel and on other variables such as gear type and days at sea.

Data Analysis

After completing the data collection phase, the various strands of data were quality checked for accuracy, before proceeding to the next stage of producing reliable estimates of costs and profit.

Given the wide variation in type and activity of fishing vessel in the UK fleet, accurate and appropriate segmentation of the fleet is vital. Since 2002, Seafish has developed a fleet segmentation based on the physical characteristics of vessels, their activity levels, the gear used, species targeted and areas fished. The aim is to provide insightful information on the financial performance of similar or comparable groups of vessels.

For the 2008 fleet report two new 'low activity' segments were created for vessels under 10m and vessels 10m and over. Vessels allocated to these two segments are those which earned less than £10,000 fishing income per year and/or spent less than 20% of the average days at sea of the segment to which they would be allocated if not for their low levels of activity. The removal of these vessels from other segments prevents the segment averages being skewed by lower activity vessels.

Segmentation for some key gear types is checked with industry experts to ensure that vessels are correctly allocated to a segment, for example, twin-rig or single-rig nephrops trawl segments.

Earnings, costs and profit estimates

Once the survey data relating to 2008 was quality checked it was then used to estimate costs and profit for each vessel in the UK fleet. The methods used to derive final estimates from sample data for the key variables are outlined below.

Fishing income data was supplied to Seafish for every active vessel in the UK fleet by the MMO.

Non-fishing income is estimated based on survey sample data. The average of non-fishing income as a percentage of fishing income for the sample is assumed to be average for the segment.

The estimated costs for the entire UK fleet based were based on the sample data collected from vessels financial accounts. Fuel cost and crew cost are the two key operating costs. Therefore, our estimation method for these costs was more detailed compared to that for other costs.

Fuel cost – A new method was adopted for estimating fuel cost based on estimated fuel consumption for each vessel.

Estimated Fuel cost = (2008 average fuel price per litre) * (days at sea) * (assumed daily fuel use in litres)

Vessels in each segment were split into three size categories (small, medium and large) determined by their VCUs. For each of these size categories, an average daily consumption of fuel in litres was applied, based on information collected in surveys. Daily fuel use for each vessel was then multiplied by each vessel's annual days at sea to give annual fuel use in litres. Annual fuel use (litres) is then multiplied by the average fuel price in 2008 (excluding duty).

Crew share – estimated crew share was calculated based on each segment's average crew share costs as a percentage of fishing income. Crew share is a well defined expense in most vessel accounts and therefore this is an accurate method for estimation of this key cost.

Other Fishing Costs - Given that sample sizes vary for remaining fishing costs (shore labour, ice, boxes etc) for each sample vessel within a segment, we adopted a top down approach to calculating Other fishing costs. We constrained the total value of Other fishing costs to reflect the average figure for Other fishing costs as a percentage of fishing income for the vessels in the sample.

Vessel costs – Vessel costs (insurance, repairs, gear cost, hire and maintenance, other vessel costs, total vessel owner costs) were estimated based on sample data using the average Vessel costs as a proportion of fishing income for the sample vessels in each segment.

Operating profit is calculated as total income less total operating costs (fuel, crew share, other fishing costs and vessel costs).

Depreciation is estimated based on sample data using the average costs structure as a proportion of fishing income for the sample vessels in each segment.

Interest is estimated based on sample data using the average costs structure as a proportion of earnings for the sample vessels in each segment.

Net Profit is calculated as operating profit less depreciation and interest.

Crew employment - Estimates of employment are based on survey data collected from vessel owners. This provides estimates of the number of engaged full-time and part-time crew. This sample information is then used to estimate total engaged crew based on the physical characteristics of the individual vessel and the vessel's level of activity.

Time period

The aim of the study is to produce financial information relating to the calendar year 2008. The earnings data and activity data comes from the MMO and is based on the calendar year. Costs information is based on annual financial accounts collected during our survey. The timeframe for accounts varies by individual vessel and does not always cover the calendar year. We use accounts which have a majority of months falling into 2008 to provide cost structures. Even for vessels whose accounts have been supplied, we estimate their costs for the 2008 calendar year, rather than using actual costs for a 12 month period which is not entirely within 2008.

Further details relating to survey and data analysis methods can be obtained from the authors and anyone intending to use these results for modeling is encouraged to contact Seafish Economics.

Appendix 2 – Survey Questionnaire



Name of interviewer

Fishing Vessel Accounts Permission Form

Industry organisations, RACs and fisheries departments need to have accurate information on fleet economics to contribute to better fisheries management.

To provide this essential information, Seafish conducts surveys to report on the financial performance of all major segments of the UK fishing fleet.

So that we get enough accurate information, it would help if you supply your year-end accounts. In return, we can offer a personal benchmark report for your vessel.

Your information will only be used anonymously, for Seafish reports and in contribution to fisheries economics working groups in Europe and the UK.

No individual vessel will be identified in any report.

I hereby give permission for Seafish to obtain from my accountant my complete financial accounts for 2007/2008 and the next three financial years (until 2010/2011).

(Signature) _____

I hereby give permission for Seafish to obtain from my accountant my complete financial accounts for 2007/2008.

(Signature) _____

Vessel Name: _____ Vessel PLN: _____ Vessel Length: _____

Vessel owner name (print): _____ Date: _____

Phone no. of vessel owner: _____

Main Gear type and area(s) fished: _____
(e.g. North Sea twin rig trawl)

Accountancy firm: _____ Contact name: _____

Accountant Address:

Accountant Phone: _____

Please tick this box if you would like a personal benchmark report for your vessel

If you would like to receive a copy of Seafish reports relevant to your fleet segment please write your contact address here:

All information obtained will be treated in strict confidence in line with Seafish policy

Thank you!

1) Did your vessel switch fishing method during 2008? Yes / No
 If yes, please give gear types: _____

2) How many trips did your vessel make in 2008? _____

3) How many **litres** of fuel did your vessel typically use per **trip** in 2008? _____

4) Please indicate the **number and age** of ALL your crewmembers (entire crew, including rotation)

	Number and age of crew members					
	16-20	21-30	30-39	40-49	50-59	60+
Full Time (over 37 hours per week)						
Part time (under 37 hours per week)						
Temporary						

5) How many foreign (not of UK origin) crew do you employ? _____

6) Do you rotate the crew? Yes / No If yes, how many crew are on board per trip? _____

7) How many hours per day does each crew member work on average? _____

8) Please estimate the total cost of purchasing quota units in 2008 (£) _____

9) Number of Days at Sea purchased in 2008 _____ Total Cost (£) _____

10) Please give details of the share ownership of your vessel: You ____% Family ____% Other ____%

11) Please give details of the current level of borrowings in relation to the vessel (£) _____

12) For each of the following please specify the replacement and insurance values (if different):

	Insurance	Replacement
Hull	£	£
Engine	£	£
Electronics	£	£
Other Equipment	£	£
ALL	£	£

13) Please specify the following:

a) Estimated value of Licence (inc. entitlements) £ _____

b) Estimated value of quota units £ _____

14) What were the major factors affecting your financial performance in 2008?

15) How has the change in management regime (kW days at sea) affected your performance so far in 2009?

16) Looking forward, what do you think will be the three main issues facing your sector of the industry over the next five years?

17) What do you think can be done to address these issues?

Appendix 3 – Seafish Segmentation Criteria

Qualifying criteria per segment						
Segment Name	Vessel Length LOA m	Max days at sea by gear type	kW of main engine	catch composition	highest proportion landings by weight from Sea Area	
2.1 Area VIIa demersal trawl over 10m	10+	otter trawl	none	50%+ by value whitefish	Area VIIa	
2.2 Area VIIa nephrops single-rig trawl over 10m	10+	neph single trawl	none	50%+ by value nephrops	Area VIIa	
2.3 Area VIIa nephrops twin-rig trawl over 10m	10+	neph twin trawl	none	50%+ by value nephrops	Area VIIa	
2.4 Area VII scallop dredge over 10m	10+	scallop dredge	none	50%+ scallops	Area VII	
2.5 Area VIIdfg trawlers 10-15m	10-14.99	otter trawl	none	none	Area VIIdfg	
2.6 Area VIIdfg trawlers 15-40m	15-39.99	otter trawl	none	none	Area VIIdfg	
2.7 Gill net vessels over 10m	10+	gill nets	none	none	none	
2.8 Long line vessels over 10m	10+	long line	none	none	none	
2.9 North Sea beam trawl over 300kW	10+	beam trawl	300+	none	Area IV	
2.10 North Sea beam trawl under 300kW	10+	beam trawl	<300	none	Area IV	
2.11 North Sea nephrops single-rig trawl over 10m	10+	single rig otter trawl	none	50%+ by value nephrops	Area IV	
2.12 North Sea nephrops twin-rig trawl over 10m	10+	twin rig otter trawl	none	50%+ by value nephrops	Area IV	
2.13 NSWOS demersal single-rig trawl over 24m	24+	single rig otter trawl	none	50%+ by value whitefish	Area IV and VI	
2.14 NSWOS demersal pair seine/trawl over 10m	10+	pair seine or trawl	none	50%+ by value whitefish	Area IV and VI	
2.15 NSWOS demersal seine netters over 10m	10+	seine	none	50%+ by value whitefish	Area IV and VI	
2.16 NSWOS demersal twin-rig trawl over 10m	10+	twin rig otter trawl	none	50%+ by value whitefish	Area IV and VI	
2.17 NSWOS demersal single-rig trawl under 24m, over 300kW	<24	single rig otter trawl	300+	50%+ by value whitefish	Area IV and VI	
2.18 NSWOS demersal single-rig trawl under 24m, under 300kW	<24	single rig otter trawl	<300	50%+ by value whitefish	Area IV and VI	
2.19 NSWOS scallop dredge over 10m	10+	scallop dredge	none	none	Area IV and VI	
2.20 Pots and traps 10-12m	10-11.99	pots & traps	none	none	none	
2.21 Pots and traps over 12m	12+	pots & traps	none	none	none	
2.22 SW and English Channel beam trawl 221kW and under	10+	beam trawl	<221	none	Area VIIdfg	
2.23 SW and English Channel beam trawl over 221kW	10+	beam trawl	221+	none	Area VIIdfg	
2.24 Under 10m demersal trawl/seine	<10	otter trawl/ seine	none	none	none	
2.25 Under 10m mobile other	<10	beam trawl/long line	none	none	none	
2.26 Under 10 passive other	<10	passive nets	none	none	none	
2.27 Under 10m pots and traps	<10	pots & traps	none	none	none	
2.28 West of Scotland nephrops single-rig trawl over 10m	10+	single rig otter trawl	none	50%+ by value nephrops	Area VIa	
2.29 West of Scotland nephrops twin-rig trawl over 10m	10+	twin rig otter trawl	none	50%+ by value nephrops	Area VIa	
2.30 Pelagic over 40m	40+	pelagic trawl	none	50%+ by value pelagic	none	
2.31 Miscellaneous	none	none	none	none	none	
2.32 Low activity over 10m	10+	none	none	none	none	
2.33 Low activity under 10m	<10	none	none	none	none	

Appendix 4 - Summary Tables

Table A4.1: 2008 segment total 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	14	2,624,583	30,115	2,654,697	1,104,362	557,518	259,797
Area VIIa nephrops single rig	64	8,773,540	0	8,773,540	1,755,353	2,675,161	1,040,149
Area VIIa nephrops twin rig	27	7,017,312	440	7,017,752	1,510,977	1,601,251	1,197,781
Area VII scallopers	41	22,029,414	11,020	22,040,432	3,241,830	6,329,713	1,734,751
Area VIIdefg trawlers 10-15m	55	6,742,327	88,504	6,830,831	1,672,772	1,150,021	631,355
Area VIIdefg trawlers 15-40m	14	9,177,188	568,068	9,745,256	1,844,615	2,481,511	648,827
Gill netters	33	10,890,982	0	10,890,982	973,757	3,396,302	1,344,517
Long liners	16	6,366,396	394,080	6,760,476	1,279,645	1,721,473	450,104
North Sea beam trawl over 300kw	15	19,532,596	1,209,068	20,741,664	3,926,052	5,281,614	1,380,955
North Sea beam trawl under 300kw	18	1,746,002	0	1,746,002	397,414	873,181	64,312
North Sea nephrops single rig	49	6,435,504	393,346	6,828,851	1,613,423	1,837,059	846,867
North Sea nephrops twin rig	114	53,322,528	2,834,075	56,156,603	13,643,653	13,797,936	8,456,275
NSWOS demersal single-rig trawl over 24m	41	46,777,165	3,094,365	49,871,530	15,726,029	10,956,712	9,620,157
NSWOS demersal pair seine / trawl	41	25,980,516	404,331	26,384,846	4,760,321	7,463,627	6,245,709
NSWOS demersal seine netters	22	12,176,285	361,557	12,537,842	1,742,759	3,493,837	2,433,505
NSWOS demersal twin rig trawl	20	17,847,929	1,483,322	19,331,249	6,401,517	4,256,610	3,553,099
NSWOS demersal under 24m over 300kw	28	19,111,524	1,839,870	20,951,394	4,874,900	5,021,613	3,751,838
NSWOS demersal under 24m under 300kw	32	5,374,539	124,727	5,499,267	842,665	1,356,351	1,036,732
NSWOS scallopers	65	19,433,639	793,650	20,227,285	3,966,430	3,890,705	2,056,600
Pots and traps 10-12m	167	15,809,035	417,057	16,226,091	1,772,486	4,089,291	1,685,900
Pots and traps over 12m	86	20,954,165	2,062,430	23,016,594	6,104,355	5,651,939	3,066,783
South West beam trawl 221kw and under	21	7,266,487	4,608	7,271,095	2,353,483	1,826,474	922,613
South West beam trawl over 221kw	27	14,174,501	340,215	14,514,717	3,803,359	3,826,816	1,573,374
Under 10m demersal trawl/seine	195	12,342,291	634,802	12,977,094	1,894,224	3,311,507	1,278,533
Under 10m mobile other	65	3,117,049	186,483	3,303,532	598,809	1,061,715	92,877
Under 10m passive other	344	16,367,646	302,027	16,669,673	2,223,966	3,922,007	1,169,701
Under 10m pots and traps	1,032	51,774,408	5,218,824	56,993,232	6,082,608	14,922,720	109,392
WOS nephrops single rig	146	21,102,590	940,864	22,043,453	4,899,146	5,500,722	2,078,157
WOS nephrops twin rig	43	10,187,396	755,567	10,942,963	2,257,072	2,380,782	1,672,131
Pelagic over 40m	31	136,340,753	-	-	-	-	-
Miscellaneous	53	26,501,736	-	-	-	-	-
Low activity 10m and over	114	2,191,343	-	-	-	-	-
Low activity under 10m	1,856	6,717,903	-	-	-	-	-
Total UK Fleet*	4,889	646,256,612	27,152,288	673,359,553	134,702,974	164,997,257	77,714,181

* Figures for the total UK fleet include estimates (not shown) for the four fleet segments at the bottom of this table.

Total Fishing Costs	Total Vessel Costs	Total Operating Costs	Operating Profit	Depreciation	Interest	Net Profit	Segment
1,921,677	622,346	2,544,023	110,674	224,358	35,806	-149,490	Area VIIa demersal trawl
5,470,663	1,068,249	6,538,912	2,234,628	105,328	58,522	2,070,779	Area VIIa nephrops single rig
4,310,009	980,315	5,290,324	1,727,428	306,383	278,496	1,142,549	Area VIIa nephrops twin rig
11,306,294	5,293,854	16,600,147	5,440,287	1,440,471	760,794	3,239,021	Area VII scallopers
3,454,147	1,529,193	4,983,341	1,847,491	161,395	399,761	1,286,335	Area VIIdefg trawlers 10-15m
4,974,953	2,290,626	7,265,579	2,479,676	899,364	454,271	1,126,959	Area VIIdefg trawlers 15-40m
5,714,576	3,619,104	9,333,680	1,557,303	252,835	75,281	1,229,187	Gill netters
3,451,223	1,589,052	5,040,276	1,720,200	623,907	315,137	781,793	Long liners
10,588,621	4,875,336	15,463,957	5,277,708	1,914,194	966,863	2,398,603	North Sea beam trawl over 300kw
1,334,907	807,705	2,142,613	-396,610	194,798	n/a	-591,408	North Sea beam trawl under 300kw
4,297,349	1,852,974	6,150,323	678,528	122,121	79,999	476,407	North Sea nephrops single rig
35,897,864	12,924,336	48,822,200	7,334,403	3,859,640	2,465,225	1,009,538	North Sea nephrops twin rig
36,302,898	10,400,903	46,703,801	3,167,728	2,835,195	1,385,886	-1,053,353	NSWOS demersal single-rig trawl over 24m
18,469,658	6,435,342	24,905,000	1,479,845	1,415,864	1,228,376	-1,164,395	NSWOS demersal pair seine / trawl
7,670,101	3,108,799	10,778,900	1,758,942	650,274	127,925	980,743	NSWOS demersal seine netters
14,211,227	3,502,931	17,714,158	1,617,091	926,903	933,036	-242,848	NSWOS demersal twin rig trawl
13,648,351	4,590,477	18,238,828	2,712,566	1,224,256	622,834	865,476	NSWOS demersal under 24m over 300kw
3,235,747	1,380,797	4,616,544	882,722	231,158	271,920	379,644	NSWOS demersal under 24m under 300kw
9,913,735	6,196,840	16,110,575	4,116,710	1,101,815	590,460	2,424,435	NSWOS scallopers
7,547,676	3,587,871	11,135,548	5,090,544	1,198,251	511,829	3,380,463	Pots and traps 10-12m
14,823,077	5,567,284	20,390,361	2,626,233	1,438,566	711,156	476,511	Pots and traps over 12m
5,102,570	1,653,592	6,756,162	514,933	129,822	409,100	-23,989	South West beam trawl 221kw and under
9,203,548	3,075,205	12,278,753	2,235,964	246,782	742,901	1,246,281	South West beam trawl over 221kw
6,484,263	4,867,414	11,351,677	1,625,417	1,570,869	1,171,115	-1,116,568	Under 10m demersal trawl/seine
1,753,401	1,073,616	2,827,017	476,515	296,764	132,089	47,662	Under 10m mobile other
7,315,674	3,729,605	11,045,279	5,624,394	2,364,189	1,240,968	2,019,238	Under 10m passive other
21,113,688	11,789,568	32,904,288	24,088,944	6,530,496	2,540,784	15,018,696	Under 10m pots and traps
12,478,026	5,964,250	18,442,276	3,601,177	562,082	795,839	2,243,257	WOS nephrops single rig
6,309,985	2,539,000	8,848,985	2,093,977	451,637	182,330	1,460,010	WOS nephrops twin rig
-	-	-	-	-	-	-	Pelagic over 40m
-	-	-	-	-	-	-	Miscellaneous
-	-	-	-	-	-	-	Low activity 10m and over
-	-	-	-	-	-	-	Low activity under 10m
377,413,379	139,708,318	517,122,731	156,236,830	51,065,280	26,829,194	78,349,763	Total UK Fleet*

* Figures for the total UK fleet include estimates (not shown) for the four fleet segments at the bottom of this table.

Table A4.2: 2008 segment average per vessel 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	14	187,470	2,151	189,621	78,883	39,823	18,557
Area VIIa nephrops single rig	64	137,087	0	137,087	27,427	41,799	16,252
Area VIIa nephrops twin rig	27	259,900	16	259,917	55,962	59,306	44,362
Area VII scallopers	41	537,303	269	537,572	79,069	154,383	42,311
Area VIIdefg trawlers 10-15m	55	122,588	1,609	124,197	30,414	20,909	11,479
Area VIIdefg trawlers 15-40m	14	655,513	40,576	696,090	131,758	177,251	46,345
Gill netters	33	330,030	0	330,030	29,508	102,918	40,743
Long liners	16	397,900	24,630	422,530	79,978	107,592	28,132
North Sea beam trawl over 300kw	15	1,302,173	80,605	1,382,778	261,737	352,108	92,064
North Sea beam trawl under 300kw	18	97,000	0	97,000	22,079	48,510	3,573
North Sea nephrops single rig	49	131,337	8,027	139,364	32,927	37,491	17,283
North Sea nephrops twin rig	114	467,741	24,860	492,602	119,681	121,035	74,178
NSWOS demersal single-rig trawl over 24m	41	1,140,906	75,472	1,216,379	383,562	267,237	234,638
NSWOS demersal pair seine / trawl	41	633,671	9,862	643,533	116,105	182,040	152,334
NSWOS demersal seine netters	22	553,467	16,434	569,902	79,216	158,811	110,614
NSWOS demersal twin rig trawl	20	892,396	74,166	966,562	320,076	212,831	177,655
NSWOS demersal under 24m over 300kw	28	682,554	65,710	748,264	174,104	179,343	133,994
NSWOS demersal under 24m under 300kw	32	167,954	3,898	171,852	26,333	42,386	32,398
NSWOS scallopers	65	298,979	12,210	311,189	61,022	59,857	31,640
Pots and traps 10-12m	167	94,665	2,497	97,162	10,614	24,487	10,095
Pots and traps over 12m	86	243,653	23,982	267,635	70,981	65,720	35,660
South West beam trawl 221kw and under	21	346,023	219	346,243	112,071	86,975	43,934
South West beam trawl over 221kw	27	524,982	12,601	537,582	140,865	141,734	58,273
Under 10m demersal trawl/seine	195	63,294	3,255	66,549	9,714	16,982	6,557
Under 10m mobile other	65	47,955	2,869	50,824	9,212	16,334	1,429
Under 10m passive other	344	47,580	878	48,458	6,465	11,401	3,400
Under 10m pots and traps	1,032	50,169	5,057	55,226	5,894	14,460	106
WOS nephrops single rig	146	144,538	6,444	150,983	33,556	37,676	14,234
WOS nephrops twin rig	43	236,916	17,571	254,488	52,490	55,367	38,887
Pelagic over 40m	31	4,398,089	-	-	-	-	-
Miscellaneous	53	500,033	-	-	-	-	-
Low activity 10m and over	114	19,222	-	-	-	-	-
Low activity under 10m	1,856	3,620	-	-	-	-	-

Total Fishing Costs	Total Vessel Costs	Total Operating Costs	Operating Profit	Depreciation	Interest	Net Profit	Segment
137,263	44,453	181,716	7,905	16,026	2,558	-10,678	Area VIIa demersal trawl
85,478	16,691	102,171	34,916	1,646	914	32,356	Area VIIa nephrops single rig
159,630	36,308	195,938	63,979	11,348	10,315	42,317	Area VIIa nephrops twin rig
275,763	129,118	404,882	132,690	35,133	18,556	79,001	Area VII scallopers
62,802	27,804	90,606	33,591	2,934	7,268	23,388	Area VIIdefg trawlers 10-15m
355,354	163,616	518,970	177,120	64,240	32,448	80,497	Area VIIdefg trawlers 15-40m
173,169	109,670	282,839	47,191	7,662	2,281	37,248	Gill netters
215,701	99,316	315,017	107,513	38,994	19,969	48,862	Long liners
705,909	325,022	1,030,930	351,847	127,613	64,458	159,907	North Sea beam trawl over 300kw
74,162	44,873	119,034	-22,034	10,822	n/a	-32,856	North Sea beam trawl under 300kw
87,701	37,816	125,517	13,848	2,492	1,633	9,723	North Sea nephrops single rig
314,894	113,371	428,265	64,337	33,856	21,625	8,856	North Sea nephrops twin rig
885,437	253,681	1,139,117	77,262	69,151	33,802	-25,692	NSWOS demersal single-rig trawl over 24m
450,479	156,960	607,439	36,094	34,533	29,960	-28,400	NSWOS demersal pair seine / trawl
348,641	141,309	489,950	79,952	29,558	5,815	44,579	NSWOS demersal seine netters
710,562	175,147	885,708	80,855	46,345	46,652	-12,142	NSWOS demersal twin rig trawl
487,441	163,946	651,387	96,877	43,723	22,244	30,910	NSWOS demersal under 24m over 300kw
101,117	43,150	144,267	27,585	7,224	8,498	11,864	NSWOS demersal under 24m under 300kw
152,519	95,336	247,855	63,334	16,951	9,084	37,299	NSWOS scallopers
45,196	21,484	66,680	30,482	7,175	3,065	20,242	Pots and traps 10-12m
172,361	64,736	237,097	30,538	16,728	8,269	5,541	Pots and traps over 12m
242,980	78,742	321,722	24,521	6,182	19,481	-1,142	South West beam trawl 221kw and under
340,872	113,897	454,769	82,813	9,140	27,515	46,159	South West beam trawl over 221kw
33,253	24,961	58,214	8,335	8,056	6,006	-5,726	Under 10m demersal trawl/seine
26,975	16,517	43,493	7,331	4,566	2,032	733	Under 10m mobile other
21,266	10,842	32,108	16,350	6,873	3,607	5,870	Under 10m passive other
20,459	11,424	31,884	23,342	6,328	2,462	14,553	Under 10m pots and traps
85,466	40,851	126,317	24,666	3,850	5,451	15,365	WOS nephrops single rig
146,744	59,047	205,790	48,697	10,503	4,240	33,954	WOS nephrops twin rig
-	-	-	-	-	-	-	Pelagic over 40m
-	-	-	-	-	-	-	Miscellaneous
-	-	-	-	-	-	-	Low activity 10m and over
-	-	-	-	-	-	-	Low activity under 10m

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