



# X CONGRESO INTERNACIONAL

3  
octubre  
2022



Transformación y comercialización de productos del mar. Retos presentes y futuros.  
*Seafood processing and trading. Current and future challenges.*



Food and Agriculture Organization  
of the United Nations

## Current situation and future of Cephalopods in Japan

*Tetsuya Horie*  
Maruha Nichiro Corporation



# Octopus

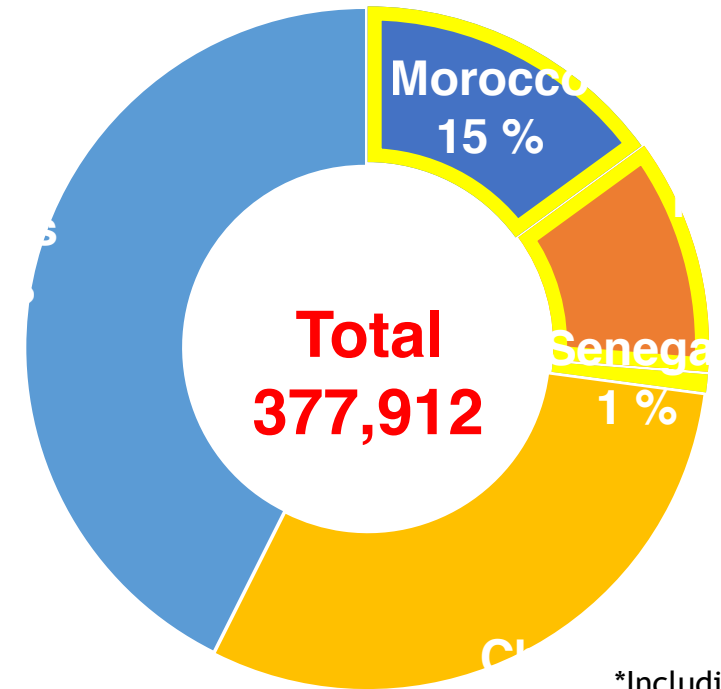
# Catching of Octopus from Western

**MOROCCO**  
**51,906<sub>MT</sub>**

**MAURITANIA**  
**39,015<sub>MT</sub>**

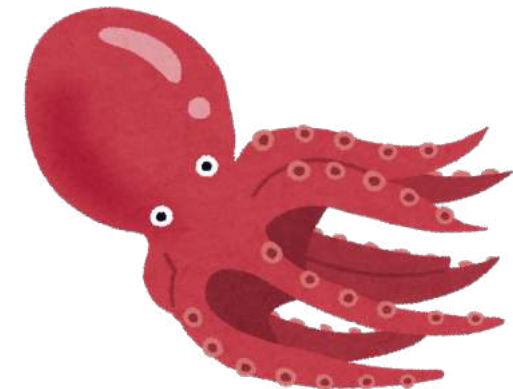
**SENEGAL**  
**2,945<sub>MT</sub>**

Total Catch 2020 (MT)



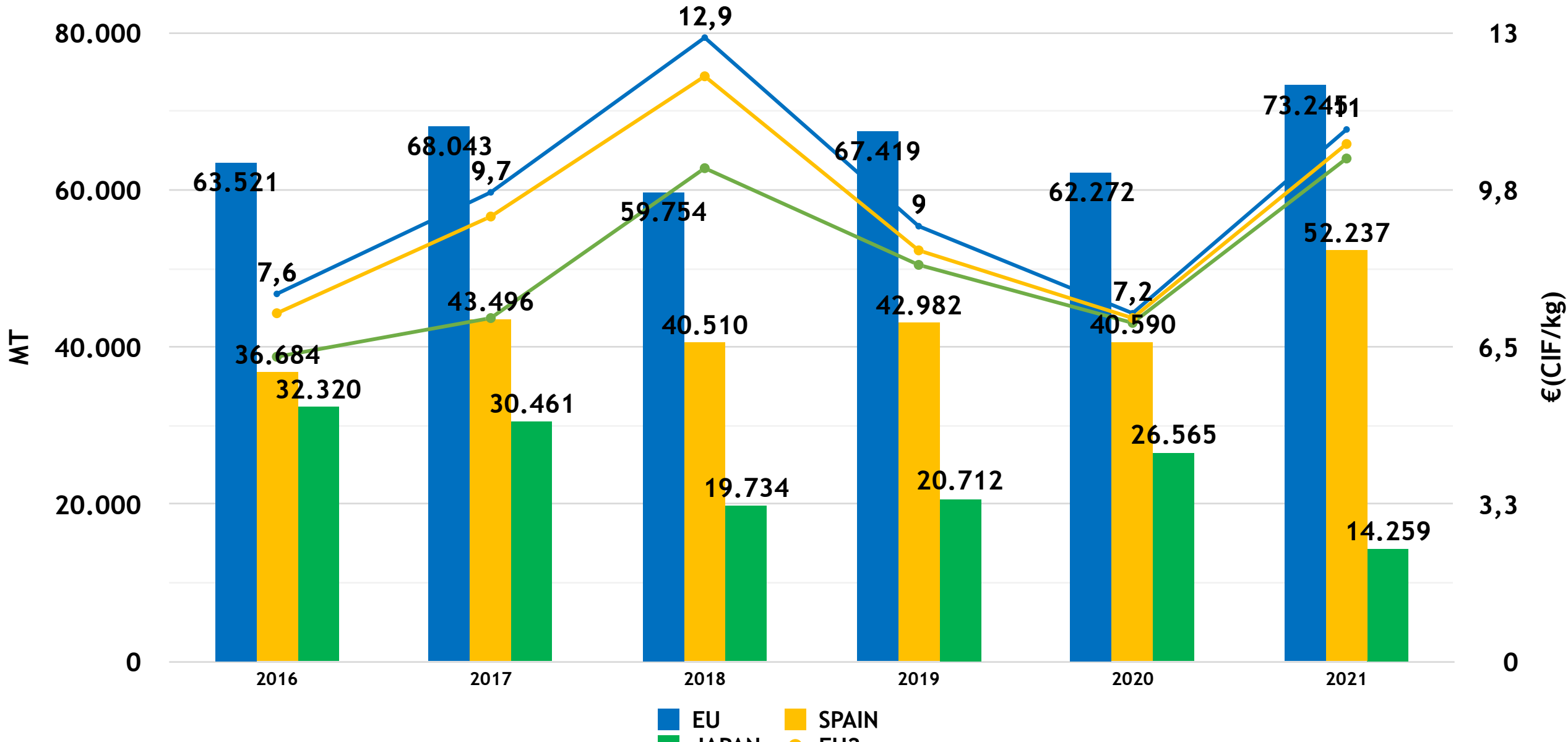
\*Including all the species

**27%** of the whole octopus catching are from Morocco, Mauritania and Senegal

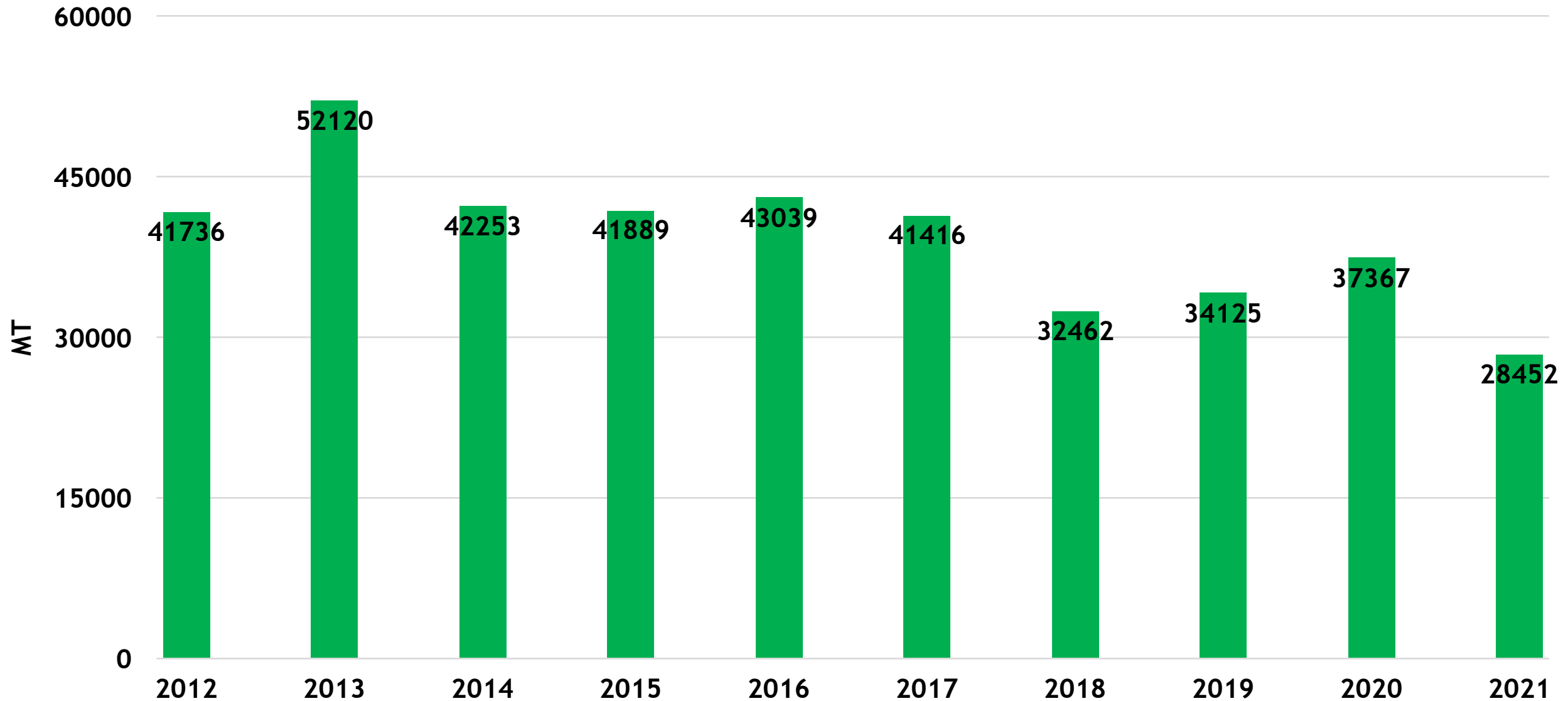


# Importation EU/JAPAN

Importation Quantity and Price Level of Frozen Octopus from Morocco, Mauritania and Senegal



## Consumption Quantity of Imported Octopus in Japan







## 2 ways of Consuming



### ◆ Supermarket (65%)



Boiled at factories



- Cut and packed in stores
- Expire in 3 days

### ◆ HOtel REstaurant CAfé



Octopus Balls (Takoyaki)



Fried Octopus (Karaage)

### Problems

- ▲ Decreasing number of boiling factories (Currently approx. 40 factories)
- ▲ Their annual production quantity have decreased to 50% in the last 7 years. (36,000MT in 2015-18,000MT in 2022)
- ▲ Due to the extremely high price of Octopus, some factories are concentrating in squid processing.

# Squid/ Cuttlefish

# Giant Squid/Pota Supply

**CHINA**

**315 000**

**CHILE**

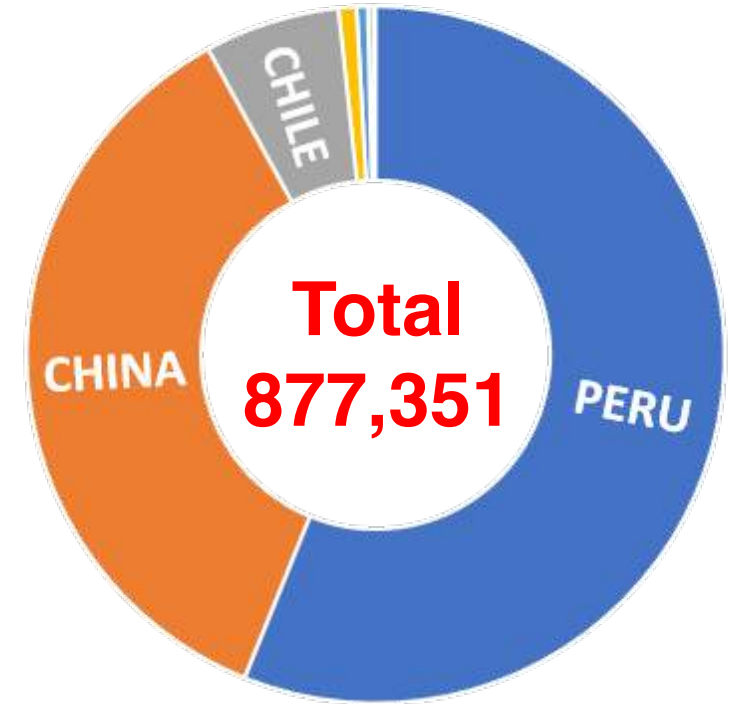
**55 006**

**PERU**

**492 362**



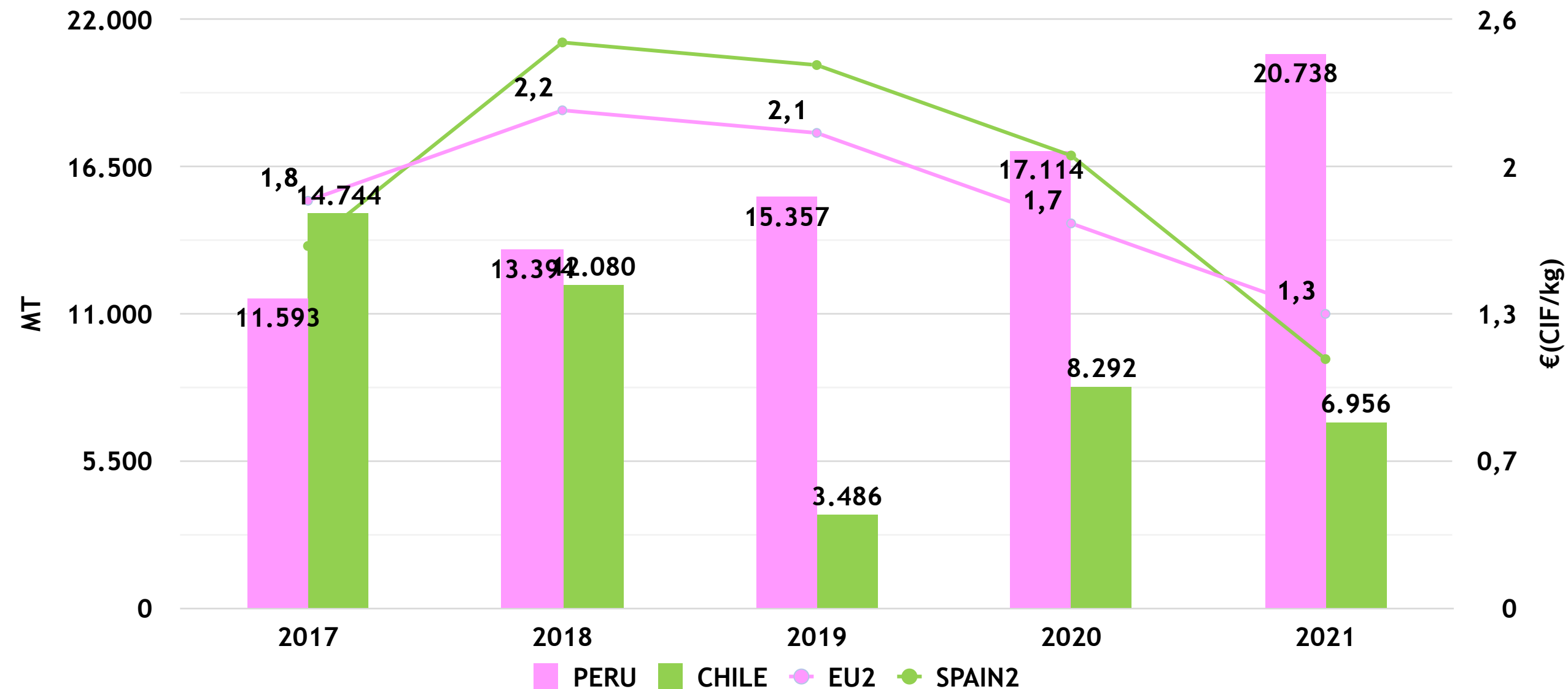
**2020 Catching**





# Importation to Japan

## Importation Quantity and Price Level of Giant Squid from Peru and Chile



# Import from Peru, Chile

According to our research.

	2020		2021		2022 *Jan to Jul	
	PERU	CHILE	PERU	CHILE	PERU	CHILE
WINGS	7,135	3,020	10,873	3,453	4,496	2,945
FILLET	6,846	4,080	5,260	3,000	1,472	3,067
CARTILAGE	58	19	76	0	35	0
TENTACLES	111	72	121	0	0	0
OTHERS	29	0	33	0	89	0
<b>TOTAL</b>	<b>14,179</b>	<b>7,191</b>	<b>16,363</b>	<b>6,453</b>	<b>6,056</b>	<b>6,012</b>



## Lifestyle and working style has changed

→ EATING habits have changed

From "homemade" To "Ready To Eat"

\*Japanese Yen

Year/Market	内食	中食	外食
	Home Cooking	Home-made replacement	Eating out
2010	32.5trillion	8trillion	23.7trillion
2019	36.4trillion	10.3trillion	26.4trillion
2010-19	115.30%	127.10%	110.10%



# Main Product



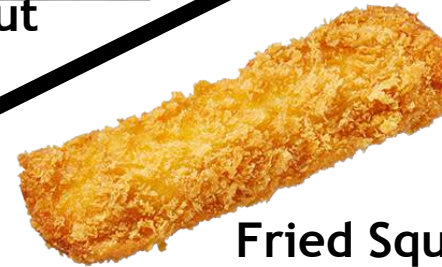
Tentacles Cut



Rings



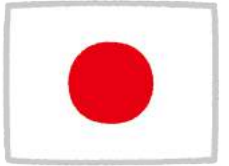
Squid Cut



Fried Squid



Boiled Squid Wings



Seafood Mix



Squid Cut



Grilled Squid



1. Maintaining our current business style  
→ Selling our materials to factories



2. Develop new products

- Adapting to new lifestyle → Ready to eat or easy to elaborate

Ex. Slice for sushi, karaage, Takoyaki, ajillo etc



3. Processing in Overseas

- Broadening possibilities in various countries
- Ex. European style (Octopus) with vacuum package and long life which is totally new for Japanese market



Focusing more on final products, closer to consumers





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## Grazas - Gracias - Thank you

