



Fishing and Aquaculture in Ecuador

FACT PACK

Swedish Trade Council in Argentina

November 2007



THE SWEDISH TRADE COUNCIL MAKES IT EASIER FOR SWEDISH COMPANIES TO GROW INTERNATIONALLY

Sweden:

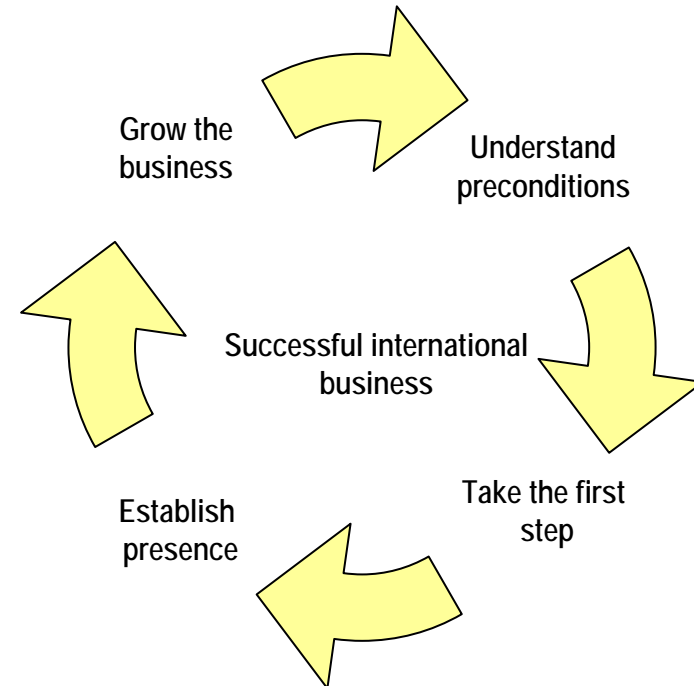
- Headquarters in Stockholm, 80 employees
- 22 regional export advisers
- All Trade Commissioners regularly visit different parts of Sweden

Abroad:

- 60 places, 400 employees in 52 countries
- Through partners and networks we cover more than 100 countries

Argentina:

- Office in Buenos Aires
- 5 employees



Vision of the office:
STC in Buenos Aires is the primary consulting partner for Swedish companies doing business in Ecuador

ECUADOR IN BRIEF

Area: 283.560 km²

Inhabitants: 13.8 million

Constitution: Democratic republic

Head of State: President Rafael Correa

Languages: Spanish, Amerindian languages

Inhabitants per km²: 49/km²

Currency: US Dollar

GDP 2006: 41.4 BUSD

GDP per capita 2006: 3057 USD

Inflation(2006): 3.3 %

Main exports: Oil and Agricultural Goods

Main imports: Capital goods for the industry

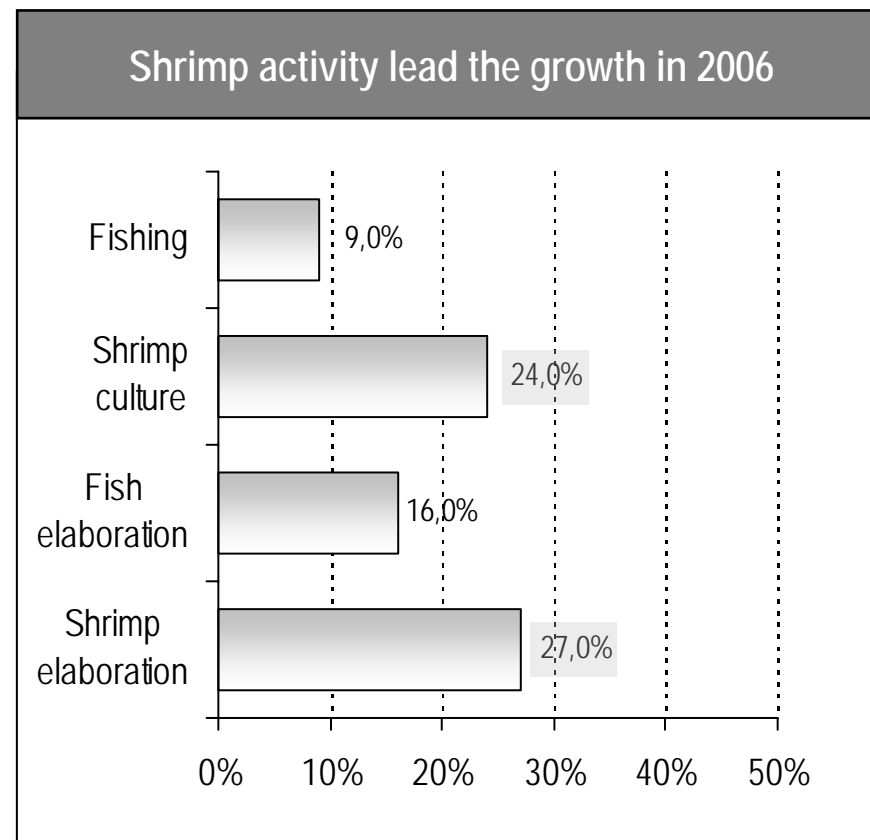
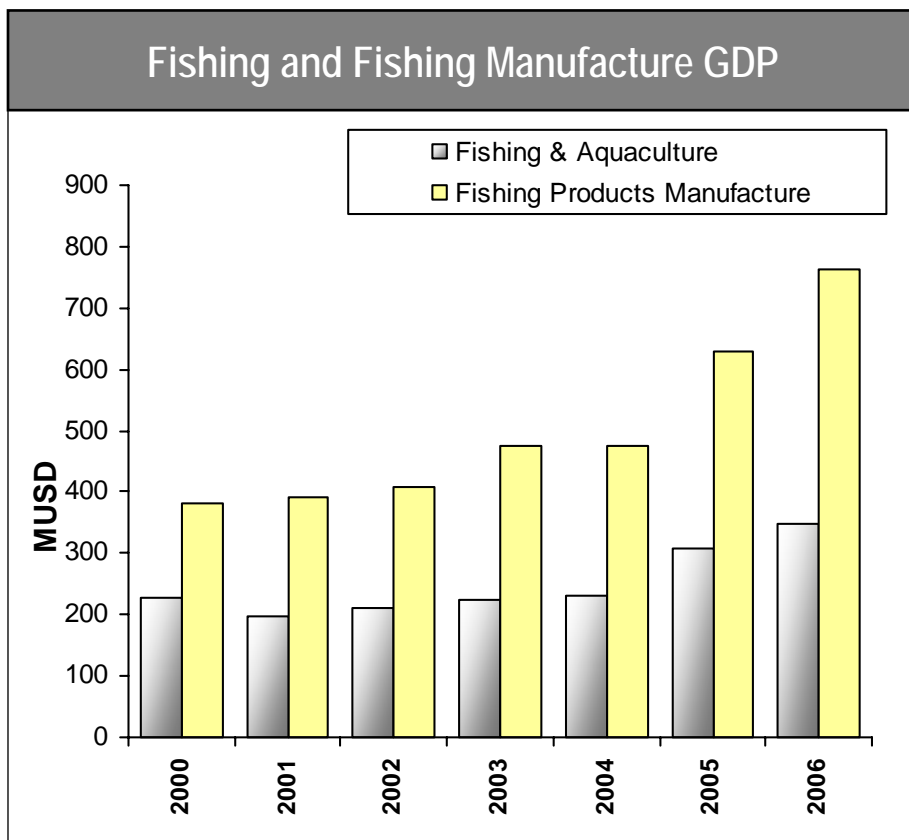
Swedish Exports to Ecuador 2006: 206 MSEK

Swedish imports from Ecuador 2006: 98 MSEK



FISHING AND AQUACULTURE GREW 12% IN 2006

- Tuna and Shrimp are major products

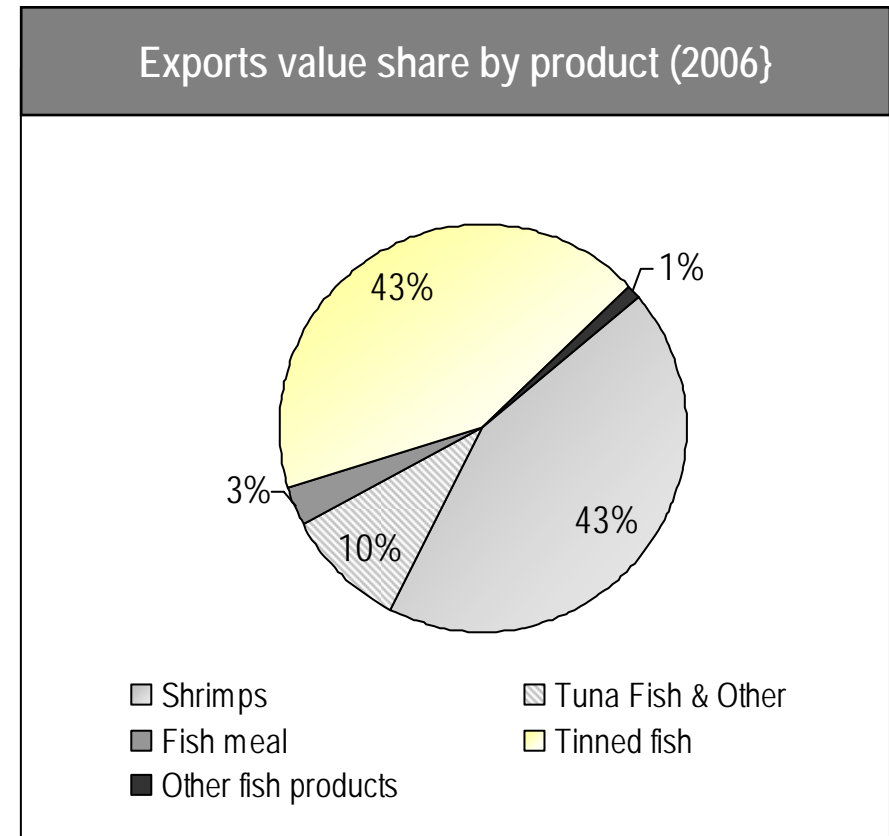
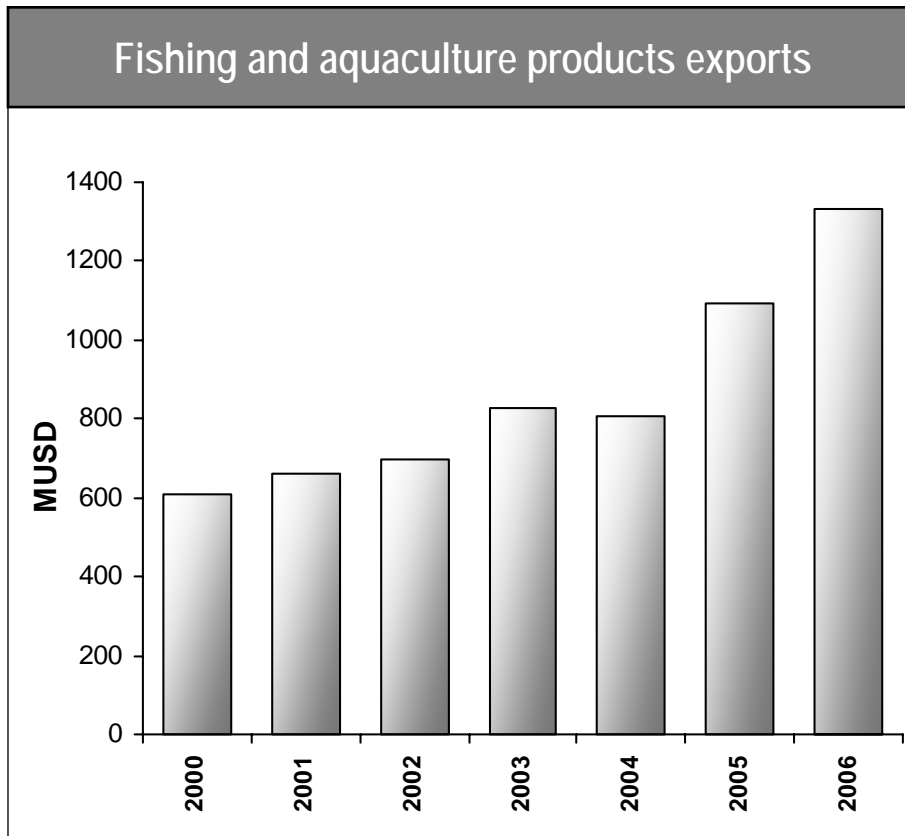


Shrimp production reached record levels in 2006



FISHING AND AQUACULTURE ARE EXPORT ORIENTED ACTIVITIES

- Ecuadorian shrimps are a trade mark in foreign markets

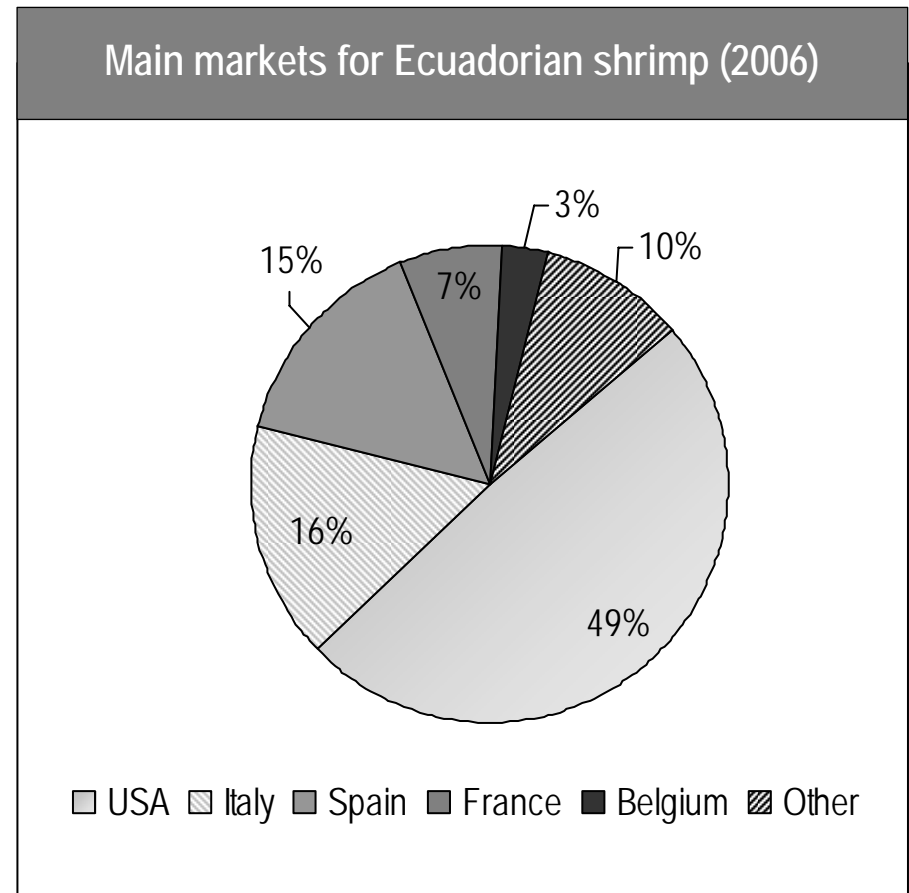
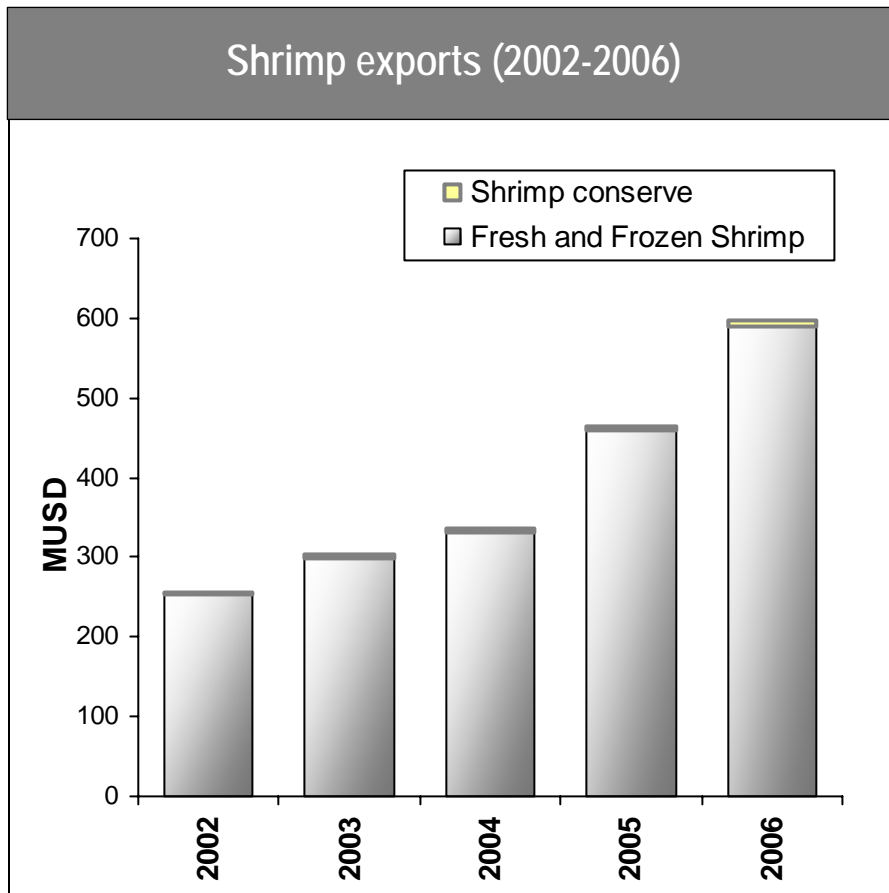


Ecuador exports both fresh and elaborated sea products



ECUADOR IS THE FIFTH SHRIMP EXPORTER IN THE WORLD

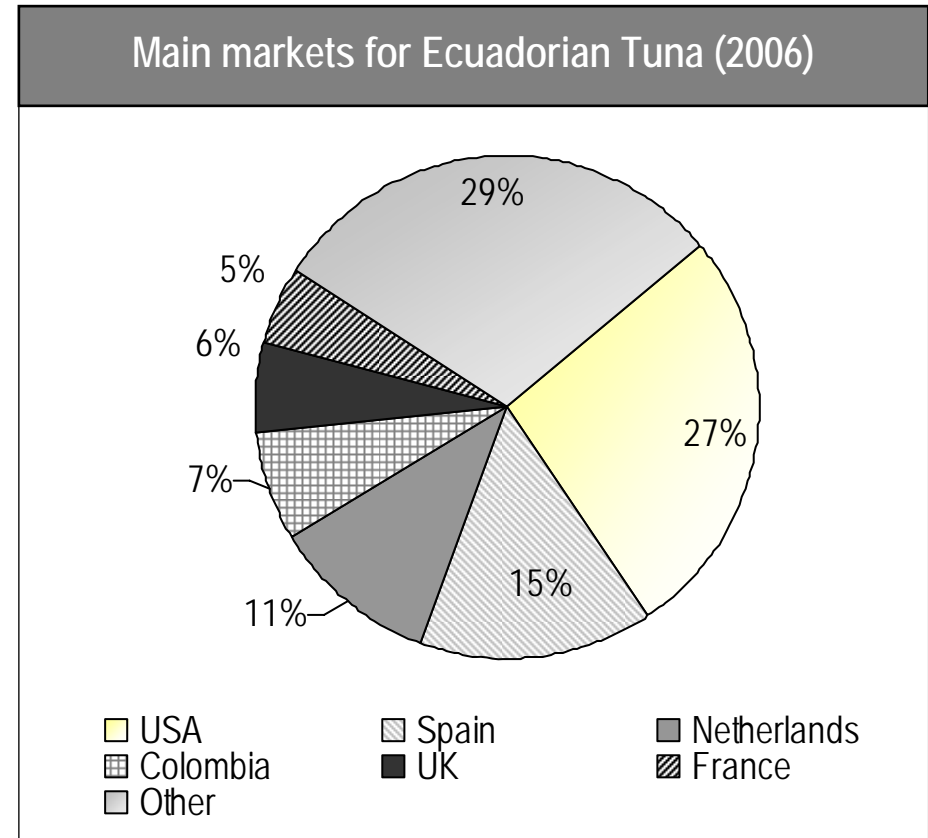
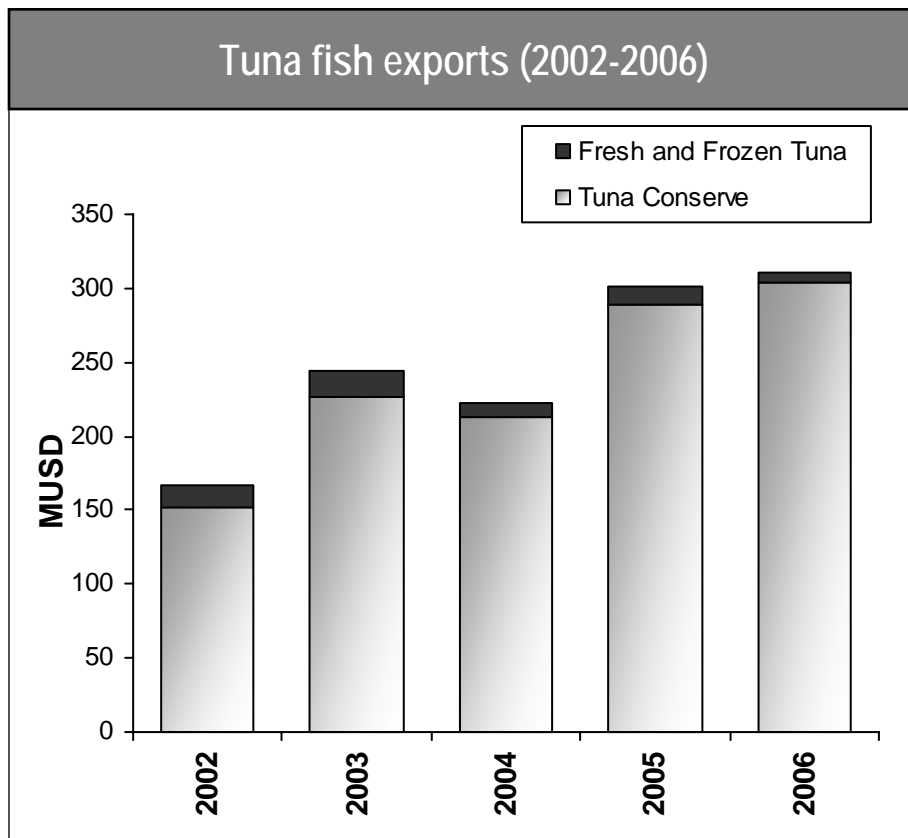
- About 90% of total shrimp production comes from culture



Ecuador is growing faster than its competitors in the shrimp exports market

TUNA FISH HAS A MORE DIVERSIFIED MARKET

- Tuna conserves lead the exports



Activity under quality and sanitary standards and a "dolphin safe" fleet



OPPORTUNITIES IN THE FISHING AND AQUACULTURE MARKET

- There might be potential for imports of technology and services

FISHING	ACQUACULTURE
<ul style="list-style-type: none"> • Fishing machinery and equipment • Fish processing equipment and machinery • Port equipment and port works (related to investments for companies that have recently signed concession in Ports as: Guayaquil, Esmeraldas) • Machinery and equipment for fish processing and conserve 	<ul style="list-style-type: none"> • Machinery and equipment for shrimp aquaculture specifically, and aquaculture in general • Consultancy services for shrimp culture process • Machinery and equipment for shrimp processing and conserve

New port concessions are tied to further investment in port equipment



ECUADOR PROVIDES BUSINESS OPPORTUNITIES

- Ecuador shows positive rates for GDP change over the last years
- Inflation remains low
- FDI is growing
- Manufacture industries are growing and demand increasing volumes of imports
- Trade conducted in US dollar: no currency risk

... which has contributed to...

...the fact that more than **10** Swedish companies are registered in Ecuador and some other are there as sub suppliers or via distributors.

STC Argentina is the natural partner for all Swedish companies who wants to establish or develop their business in Ecuador



USEFUL CONTACTS

- National Fishing Institute www.inp.gov.ec
- National Chamber of Aquaculture www.cna-ecuador.com
- Ecuador Invest www.ecuadorinvest.org
- Corporation for Promotion of Exports and Investments www.corpei.org
- Ministry for Agriculture, Cattle and Fishing www.mag.gov.ec

Swedish Trade Council in Argentina

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