Fisheries and Aquaculture Sector in India:

Business Opportunities in Fisheries and Aquaculture Industry



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INTRODUCTION



What makes fisheries and aquaculture business in India such an attractive investment opportunity? In the last few years, rapid growth has been seen in this sector which includes fisheries, aquaculture, processing, cold storage and allied services.



Developments across all these segments have enabled India to grow into one of the world's largest seafood producers and suppliers. Fisheries contribute to nearly 12% of the total agricultural GDP in India. Indian fisheries sector provides employment to more than 14 million people, out of which 7 million are dependent on fishing as their main source of livelihood.



According to the Food and Agriculture Organization (FAO), about two billion people worldwide rely on fisheries and aquaculture as their primary source of animal protein, and the sector generates about 50 million jobs worldwide.

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In India, the fisheries and aquaculture sector provides direct employment to 1.6 million people while generating more than one million tonnes of fish annually, according to the United Nations Conference on Trade and Development (UNCTAD). Even though only about 35% of fish consumed in India is produced domestically, the country's fisheries and aquaculture sector offers tremendous growth potential, especially in coastal areas that depend on this industry.



BUSINESS OPPORTUNITIES

Business opportunities abound in the fisheries and aquaculture sector of India.



[1]

The country possesses enormous marine and inland water resources, which are being utilized by the various stakeholders of the fisheries sector in different ways to cater to the requirements of domestic as well as export markets.

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The industry has already contributed significantly to employment generation and exports, with focus on research and development activities towards improvement of existing practices and development of new technology to ensure sustainable supply of high quality products to meet growing demand from both national and international markets, both in terms of volumes and value addition.



FISHERIES & AQUACULTURE SECTOR

In 2050, the world's population is predicted to reach 9.8 billion people, putting even more strain on existing food resources. The aquaculture business has the potential to play a critical role in meeting the world's growing protein need.



India is the world's second-largest producer of fish, with the aquaculture sector accounting for roughly 68 percent of the country's total fish production. In terms of employment, the sector employs around 28 million people in India, primarily from marginalised and vulnerable groups. The fisheries sector earned \$6 billion in exports in 2020-21.

The Department of Fisheries, Ministry of Fisheries, Animal Husbandry and Dairy, is implementing a flagship scheme called "Pradhan Mantri Matsya Sampada Yojana (PMMSY) - A scheme to bring about Blue Revolution through sustainable and responsible development of the fisheries sector in India" with the highest ever investment of INR 20,050 crore for a five-year period, beginning in fiscal year 2020-21 and ending in fiscal year 2024-25 in all States/Union Territo (UTs).



China, the United States, Southeast Asia, the European Union, and Japan are India's leading export destinations for fish and fish products.

• Since 2014-15, the fisheries sector has shown excellent double-digit yearly growth of 10.87 percent, with record fish output of 145 lakh tonnes in FY 2020-21. (Provisional)



- In FY2020, inland fisheries contributed 74% of fish production, while marine fisheries contributed 26%.
- In the fisheries and aquaculture sector, 28 million fishers and fish farmers are employed at a primary level. 100 percent FDI is allowed in the pisciculture and aquaculture sector in India under the automatic route.



TECHNOLOGICAL INNOVATIONS

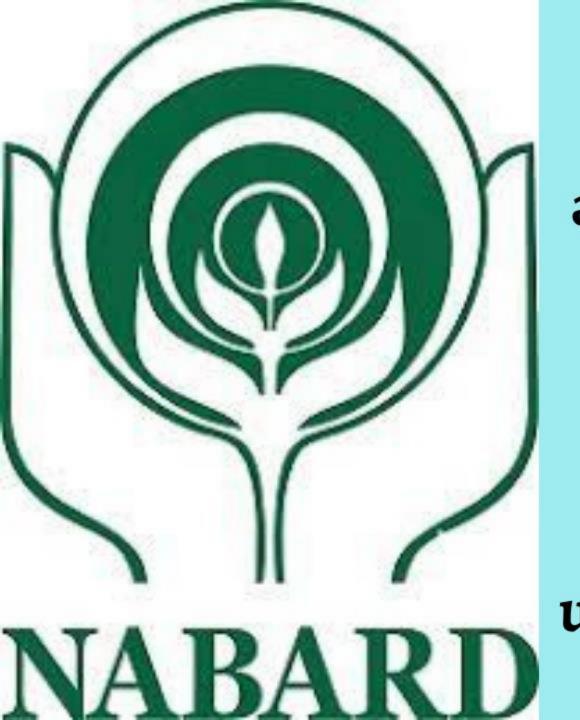
Due to technical advancements, the sector has been increasing at a 6.25 percent annual rate. For example, a technique known as "Seawater Vertical Integrated Multi-Trophic Aquaculture" (SVIMTA) has increased the profitability of prawn farming.



It works by combining fish, mussels, shrimp, and prawns into a single system, allowing for increased output without sacrificing quality. Cold-water fish such as salmon and trout are also in high demand. A number of businesses have invested in the development of these technologies.



Furthermore, Indian firms have the opportunity to collaborate with foreign firms that have already established operations in the country. This will allow them to not just tap into India's potential, but also to develop new goods using locally sourced ingredients. This would lower their costs and enhance their profits even more. Private investors have accounted for the majority of fisheries investment thus far.





However, government agencies like as NABARD and state governments have begun to offer financial support to farmers who want to upgrade their equipment.



According to NABARD estimates, approximately 60% of loans received by fishermen are from private lenders with outrageous interest rates ranging from 30% to 40%. Furthermore, banks prefer to lend to larger groups as opposed to individuals or small groups.

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Poultry Farming, Animal, Cattle & Poultry Feed, Fodder, Fisheries and

Aquaculture, Fish, Meat, Pork Processing



INDUSTRY SCENARIO

Frozen Shrimp and Frozen Fish are India's top marine exports, but as the population grows, so does the strain on available resources to meet the growing need for a nutritious diet. The fisheries and aquaculture industries are critical to addressing the increased need for protein.



- 10.43 million metric tonnes of inland fisheries production in FY 2020
- 3.72 million metric tonnes of marine fisheries production in FY 2020
- 1548 total fish landing centres
- 654 cold storages with a capacity of 402,949.38 MT
- 42 chilled storages with a capacity of 23,267.80 MT
- 90 dry fish storages with a capacity of 30,151.92
 MT



• \$1.56 million in ornamental fisheries exports in FY 2020 Thailand, UAE, Singapore, Hong Kong, China, Jordan, and Taiwan are the top exporting destinations for Ornamental Fisheries. States with large breeding units for Ornamental Fisheries include Tamil Nadu, Maharashtra, Kerala, Rajasthan, Madhya Pradesh, Himachal Pradesh, and West Bengal.



GROWTH PROSPECTS

The Indian seafood business is expanding at a rate of approximately 15% per year. Seafood demand is steadily rising around the world. This has resulted in a rise in aquaculture practises around the world. Because fish may be farmed in both fresh and sea water, India's aquaculture business has a lot of room for growth.



Fish fed prawn feed generate ten times as much as those fed natural food sources. As a result, there is a lot of room for improvement in terms of cultivation methods. Consumption habits are also shifting as a result of increased disposable incomes and changing lifestyles. As a result, there is a fantastic potential for entrepreneurs who wish to create their own fisheries or aquaculture firm.



DRIVERS OF GROWTH

Demand-side drivers

Fish is a low-cost, high-protein, high-mineral, and high-vitamin source. Changing one's lifestyle and eating habits to include a more animal-based diet. As the world's population grows, so does the demand for protein.



Drivers on the supply side

Diversified fisheries resources are implied by a diverse set of water resources. In terms of fish and shellfish species, India accounts for 10% of global biodiversity. The EEZ of 2.02 million square kilometres and the underdeveloped interior waterways provide enormous possibilities.



Policy support

INR 7522.48 crore Fisheries and Aquaculture Infrastructure Development Fund (FIDF) policy support Pradhan PMMSY (Mantri Matsya Sampada Yojana) – INR 20,500 Cr. INR 10900 Cr. Production-Linked Incentive Scheme for the Food Processing Industry FDI Policy: In pisciculture and aquaculture, 100 percent FDI is allowed via the automatic route.



TRENDS IN THE INDUSTRY

- India wants to increase fish production to 22 million tonnes by FY 2024.
- Consumption of fish per capita
- By FY 2024, India wants to increase fish intake per capita from 5 kg to 12 kg.
- Productivity in Aquaculture

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- By FY 2024, India wants to increase aquaculture productivity from 3 tonnes per hectare to 5 tonnes per hectare.
- By 2021, the export of marine products is expected to surpass INR 1 lakh crore.

> Related Feasibility Study Reports: Fisheries and Aquaculture, Fish and Marine Products, Fish farming, Processing and value added Products and Projects



SOME USEFUL LINKS

Government Ministry/ Department

- Department of Fisheries, Ministry of Fisheries, Animal Husbandry & Dairying, Government of India
- Ministry of Food Processing Industries (MOFPI), Government of India
- Marine Products Export Development Authority (MPEDA)
- National Fisheries Development Board (NFDB)
- National Institute of Fisheries Post Harvest Technology and Training (NIFPHATT)
- Coastal Aquaculture Authority (CAA)
- Rajeev Gandhi Centre for Aquaculture (RGCA)
- The Indian Council of Agricultural Research (ICAR



SOME USEFUL LINKS

Industry Association

- Society of Aquaculture Professional (SAP)
- Seafood Exporters Association of India (SEAI)
- All India Shrimp Hatcheries Association (AISHA)

TAGS



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Major Queries/Questions Answered in Our Report?

- 1. How has the industry performed so far and how will it perform in the coming years?
- 2. What is the Project Feasibility of the Plant?
- 3. What are the requirements of Working Capital for setting up the plant?
- 4. What is the structure of the industry and who are the key/major players?



- 5. What is the total project cost for setting up the plant?
- 6. What are the operating costs for setting up the plant?
- 7. What are the machinery and equipment requirements for setting up the plant?
- 8. Who are the Suppliers and Manufacturers of Plant & Machinery for setting up the plant?
- 9. What are the requirements of raw material for setting up the plant?



- 10. Who are the Suppliers and Manufacturers of Raw materials for setting up the plant?
- 11. What is the Manufacturing Process of the plant?
- 12. What is the total size of land required for setting up the plant?
- 13. What will be the income and expenditures for the plant?
- 14. What are the Projected Balance Sheets of the plant?



- 15. What are the requirement of utilities and overheads for setting up the plant?
- 16. What is the Built up Area Requirement and cost for setting up the plant?
- 17. What are the Personnel (Manpower) Requirements for setting up the plant?
- 18. What are Statistics of Import & Export for the Industry?
- 19. What is the time required to break-even?



- 20. What is the Break-Even Analysis of the plant?
- 21. What are the Project financials of the plant?
- 22. What are the Profitability Ratios of the plant?
- 23. What is the Sensitivity Analysis-Price/Volume of the plant?
- 24. What are the Projected Pay-Back Period and IRR of the plant?
- 25. What is the Process Flow Sheet Diagram of the plant?
- 26. What are the Market Opportunities for setting up the plant?
- 27. What is the Market Study and Assessment for setting up the plant?
- 28. What is the Plant Layout for setting up the plant?



Project Financials

Project at a Glance

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	Packing Material
	Lab & ETP Chemical Cost
	Consumable Store

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- ✓ The report helps you to identify a profitable project for
 investing or diversifying into by throwing light to crucial areas
 like industry size, market potential of the product and reasons
 for investing in the product
- ✓ This report provides vital information on the product like it's characteristics and segmentation
- ✓ This report helps you market and place the product correctly
 by identifying the target customer group of the product



- ✓ This report helps you understand the viability of the project by disclosing details like machinery required, project costs and snapshot of other project financials
- ✓ The report provides a glimpse of government regulations applicable on the industry
- ✓ The report provides forecasts of key parameters which helps anticipate the industry performance and make sound business decisions







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Our Approach

Requirement collection

Thorough analysis of the project

Economic feasibility study of the Project

Market potential survey/research

Report Compilation



Who do we Serve?

- Public-sector Companies
- Corporates
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- o Bicycle Tyres & Tubes, Bicycle Parts, Bicycle Assembling



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- Building Materials And Construction Projects
- Biodegradable & Bioplastic Based Projects
- Chemicals (Organic And Inorganic)
- Confectionery, Bakery/Baking And Other Food
- Cereal Processing
- Coconut And Coconut Based Products
- Cold Storage For Fruits & Vegetables
- Coal & Coal Byproduct



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- Essential Oils, Oils & Fats And Allied
- Engineering Goods
- Fibre Glass & Float Glass
- Fast Moving Consumer Goods
- o Food, Bakery, Agro Processing



- Fruits & Vegetables Processing
- Ferro Alloys Based Projects
- Fertilizers & Biofertilizers
- Ginger & Ginger Based Projects
- Herbs And Medicinal Cultivation And Jatropha (Biofuel)
- Hotel & Hospitability Projects
- Hospital Based Projects
- Herbal Based Projects
- Inks, Stationery And Export Industries



- Infrastructure Projects
- Jute & Jute Based Products
- Leather And Leather Based Projects
- Leisure & Entertainment Based Projects
- Livestock Farming Of Birds & Animals
- Minerals And Minerals
- Maize Processing(Wet Milling) & Maize Based Projects
- Medical Plastics, Disposables Plastic Syringe, Blood Bags
- o Organic Farming, Neem Products Etc.



- Paints, Pigments, Varnish & Lacquer
- Paper And Paper Board, Paper Recycling Projects
- Printing Inks
- Packaging Based Projects
- o Perfumes, Cosmetics And Flavours
- Power Generation Based Projects & Renewable Energy Based Projects
- Pharmaceuticals And Drugs
- Plantations, Farming And Cultivations
- o Plastic Film, Plastic Waste And Plastic Compounds
- o Plastic, PVC, PET, HDPE, LDPE Etc.



- Potato And Potato Based Projects
- Printing And Packaging
- o Real Estate, Leisure And Hospitality
- Rubber And Rubber Products
- Soaps And Detergents
- Stationary Products
- Spices And Snacks Food
- Steel & Steel Products
- Textile Auxiliary And Chemicals



- Township & Residential Complex
- Textiles And Readymade Garments
- Waste Management & Recycling
- Wood & Wood Products
- Water Industry(Packaged Drinking Water & Mineral Water)
- Wire & Cable



Objective

- To get a detailed scenario of the industry along with its structure and classification
- To provide a comprehensive analysis of the industry by covering aspects like:
 - Growth drivers of the industry
 - Latest market trends
 - Insights on regulatory framework
 - SWOT Analysis
 - Demand-Supply Situation
 - Foreign Trade
 - Porters 5 Forces Analysis



Objective

- To provide forecasts of key parameters which helps to anticipate the industry performance
- To help chart growth trajectory of a business by detailing the factors that affect the industry growth
- To help an entrepreneur/manager in keeping abreast with the changes in the industry
- To evaluate the competitive landscape of the industry by detailing:
 - Key players with their market shares
 - Financial comparison of present players



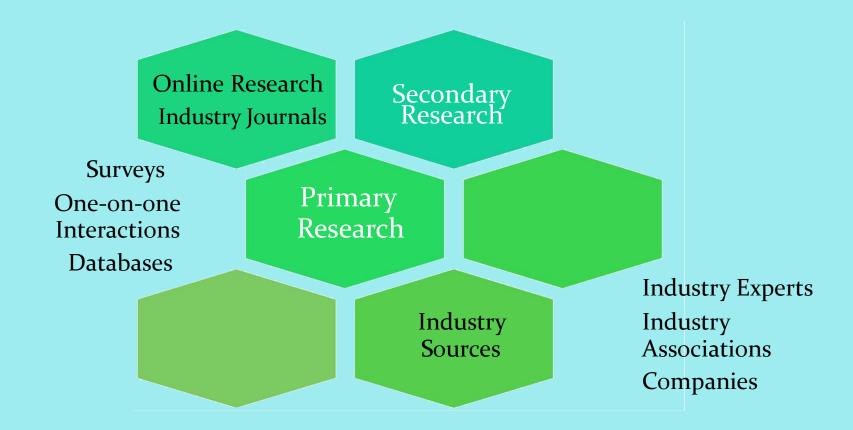
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- Banks
- Corporates

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Scope & Coverage







Our Team

©Our research team comprises of experts from various financial fields:

∞MBA's

™Industry Researchers

&Financial Planners

research veterans with decades of experience



Structure of the Report

- 1. Overview
- 2. Market Analysis
 - 2.1Growth Drivers
 - 2.2Emerging Trends in the Industry
 - 2.3Regulatory Framework
 - 2.4SWOT Analysis
 - 2.5Herfindahl-Hirschman Index (HHI)
- 3. Market Forecasts
- 4. Key Players



Structure of the Report

Cont

- 5. Key Financials and Analysis
- 5.1 Contact Information
- 5.2 Key Financials
- 5.3 Financial comparison
- 6. Industry Size & Outlook





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