



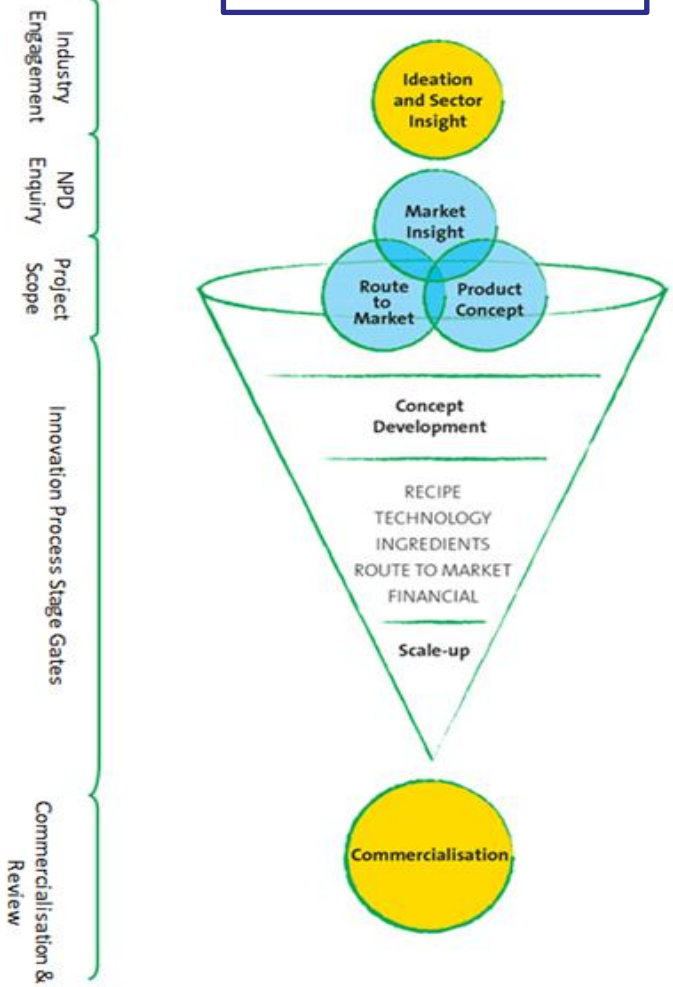
BDI Report to OPMC

18th May 2016

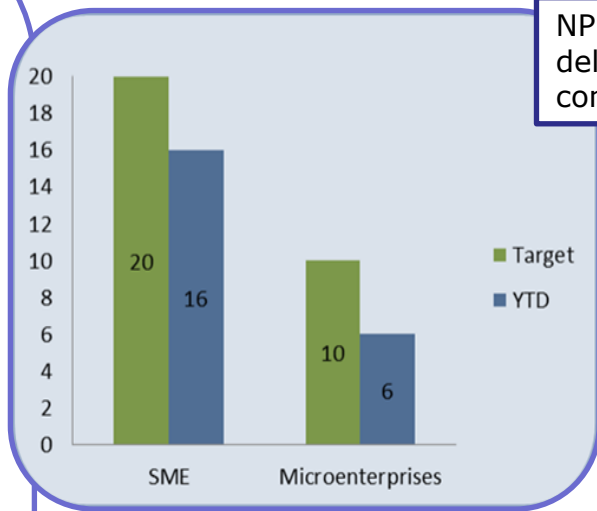
**Tom Scanlon
Investment Services Manager**

Product Innovation

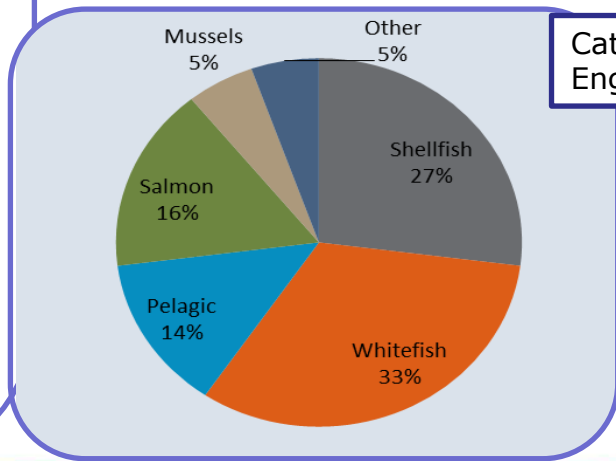
SDC Innovation Process



NPD Services delivered to client companies



Category Engagement YTD



Technology Innovation



Adding value to Boarfish and Blue whiting
Processing technologies; Surimi; Freezing; Pet foods



Whitefish by-product utilisation
Ready-meals and reformed products



Ready-meal technologies and equipment
Depositing, conveying, meat utilisation



Improved packaging technologies
Extending shelf-life with clean-label ingredients



Benchmarking new and innovative equipment and technologies
Industry technology visits and in-factory trials



Coordination of commercial R&D project
Harnessing R&D outputs from third-levels and integrating in-factory

Business & Financial Planning

- Aim – To upskill companies with core skills to build profitable businesses and develop professional management structures.
- Greater focus on smaller, one to one mentoring & on site support.
- Panel of businesses mentors, offered by company KAMS to support company health check & development
- Partnering with other agencies (EI, BB) to offer range of supports.
- Building links with Financial Institutions to promote greater understanding of the seafood sector and opportunities for growth.
- Complimented by the Seafood Innovation & Business Planning Scheme.

Seafood Innovation & Business Planning Scheme

To enable entrepreneurs and seafood companies to innovate and grow business; to build capability in the sector through improved leadership, and management & business planning practices.

- 9 projects provisionally approved across 6 counties.
- Eligible expenditure of €368,046 with grant aid of €184,023.

Seafood Scaling & New Market Development Scheme

To promote scale and collaboration in the sector; to fund projects which address key sector issues.

- 4 projects provisionally approved across 4 counties.
- Eligible expenditure of €335,300 with grant aid of €157,375.



China Seafood Council

Objectives

- Developing shared understanding of supply chain and market dynamics
- Building the provenance and positive perception of Irish Seafood in the market
- Enabling the delivery of added value product at a premium grade and on a consistent basis

Goals

- Council has the goal of premiumising Irish seafood in China through focusing on shellfish
- Co-opetition and a shared vision will enhance our ability to penetrate the market
- Aligned route to market strategy in our target market of tier one cities

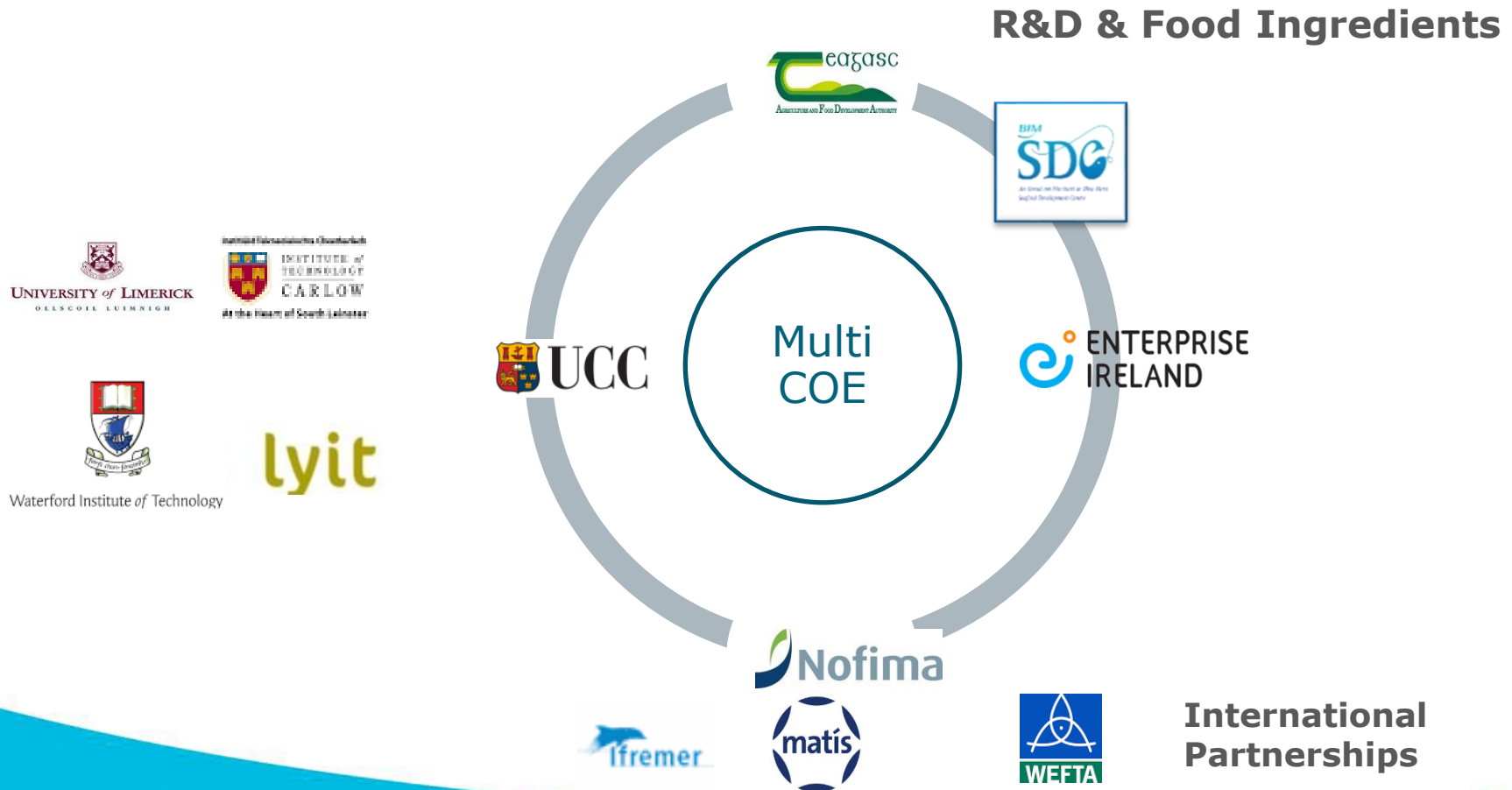


Seafood Processing Capital Investment Scheme

To support the development of a value added processing sector which is competitive and sustainable.

- The 29 companies provisionally approved under the Capital Investment Scheme are projected to create 316 jobs by 2019 and projected to have additional sales of €77m by 2019.
- Eligible expenditure of €19,445,923 with grant aid of €3,464,349.
- 29 projects across 12 counties
- 22 high value secondary processing projects and 7 processing efficiency and sustainability projects.
- A spread of projects across all seafood categories: Domestic Market (&), Pelagic (4), Salmonoids (4), Shellfish (10), Whitefish (3), Seaweed (1)

Building a virtual multi-campus seafood COE



e-Tender to Develop Value Added in the Sector

