



# **EXHIBITOR INFORMATION**

The largest
Fisheries, Aqua
Processing & Seafood
fishing exhibition
in the north

Featuring: 5th Fish Waste 2024
FOR PROFIT
The 100% Fish Conference

From Sea to Plate – The 100% Fish Event Incorporating Fisheries, Aquaculture, Processing, Seafood & Byproduct utilisation.



Freight Logistics Provider:

Icelandic and International Supporting Media:

Organiser:

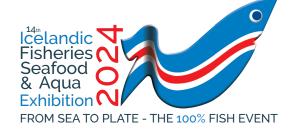
TVG-ZIMSEN











### What is Icefish?

Iceland's focus on fishing and processing is not without reasons, 40% of its exports to a value of ISK 257.6 billion comes from fish or fish related products with only tourism having overtaken this prominent sector in recent years.

Sea and landbased aquaculture continue to be on the increase, the production value rose a staggering 10 fold from ISK 5billion ISK to 49billion in the past 10 years. Analysis by Boston Consulting Group predicts a further potential growth to 430billion by 2032.

The 2022 boosted Icelandic catch saw a year on year increase of 20% or ISK 33billion reaching record first-sales value of ISK 195billion for the country.

All of the above making Icefish 2024 the perfect platform for business and investment discussions.

The Icelandic Fisheries Exhibition or IceFish, is the longest running international fishing exhibition in Iceland. Celebrating 40 years, Icefish has developed into a showcase of every aspect of the commercial fishing, processing, seafood and by-product sectors.

From locating, catching, farming, processing and packaging, right through to the marketing and distribution of the end product, IceFish is a must for all commercial fisheries aquaculture and seafood organisations.

Icefish' 40 years has ensured it is the longest running exhibition in Iceland and attracts the local Icelandic and international audience alike. Icefish 2022 was the first exhibition in Iceland coming out of covid in 2022 and attracted a business focussed attendance of 10,000 from 40 countries.

# Why exhibit?

Processing and value added continues to be a big focus for the Icelandic fishing, seafood and aquaculture sector. The latest 2022 Icelandic catch statistics boasts an impressive increase of 23% to 1.4 billion tonnes over the past 12 months creating an air of optimism in the industry. Icefish 2024 couldn't be at a better time.

### Added Focus in 2024

Icefish 2024 continues to attract companies across the commercial fishing sector, a new and specific area has been developed for the growing value added, processing, aquaculture and by product sectors.

# Free publicity - Icefish365

Icefish marketing and PR team (press@icefish.is) work 365 days a year on behalf of clients writing free bilingual content for Icefish.is, e-Newsletters, PR and social media channels. Together Mercator Media's leading brands Icefish, World Fishing and Aquaculture, Fishwaste for Profit and the IceFish Awards provides access to 14,090 individuals in the Commercial Fishing, Processing, Seafood, Aquaculture and By-product sectors. It is a powerful combination.

# Geographical reach

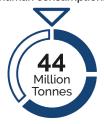
Iceland	Europe	ROW
83%	15%	2%

Aquaculture production will account for:



Of total fish production by 2032

Export of fish for human consumption:



Projected by 2032

Iceland's aquaculture production:



Annual growth rate since 2017



We had good quality visitors over the 3 days and through our pro-active strategy have made a record number of leads at *Icefish 2022.* – Rúni Nielsen the National Sales Manager, Food Diagnostics A/S and CEO of Centrego Marine A/S







#### **Visitor tickets**

Exhibiting companies will have access to unlimited tickets to invite their customers to the 2024 show. By emailing or printing tickets from the exhibitor portal.

#### Stand costs

2024 Icefish continues the 2 tier pricing system to address the varying objectives between global and local exhibitors.

Hall 2 – exhibitors at the higher rate will continue to receive all benefits from previous shows including the product category listings and editorial entry in the online directory, aiding preevent profiling for intending visitors.

**Hall 1** is being introduced as the cost-effective alternative for companies focussing on the actual show days. All exhibitors in this hall will receive a basic company name and address listing in the online directory, whilst still having access to all visitors during the exhibition.

### Even more benefits for exhibitors

Matchmaking meetings – Following the success at the previous IceFish, which saw over 90 business meetings between company representatives from 24 countries, exhibitors at 2024 IceFish will again benefit from access to matchmaking meetings with their specified target group visitors. This facility will be promoted through all 2024 IceFish marketing channels with meeting and co-ordination again handled by Rannis Enterprise Europe network Iceland.

For more information, please contact: Brynja Jónsdóttir Enterprise Europe Network Iceland, Rannís

\*354 515 5859 brynja.jonsdottir@rannis.is www.rannis.is - www.een.is **Small Business Zone –** This offering will be a showcase opportunity for up-and-coming companies and small businesses spanning the commercial fishing and seafood industry. These ready-made stands are a cost effective way for first time exhibitors and smaller companies to attend IceFish and experience the excellent networking opportunities the exhibition has to offer.

**The 9th Icelandic Fisheries Awards –** recognise and award excellence in the Icelandic and international fishing industries. The stature of this event and its recipients has only grown over the years.

The awards are hotly contested and seen as true accolade with winners using their success to promote their company and products. Taking place immediately after the closure of the first day of the exhibition, the ceremony is in the format of a cocktail reception, offering great networking opportunities.

#### The 5th Fishwaste for Profit - The 100% Fish conference,

running alongside IceFish, this event knowledge shares Iceland's pioneering ability to find commercially viable utilisation of fish by-products. 130 top management delegates gain invaluable insight from presentations and case studies over this one-and-a-half day conference held in Reykjavik.

### Location

The Icelandic Fisheries Exhibition is held in Kópavogur, a town just a ten-minute drive from Iceland's capital Reykjavik, which is easily accessible by air from most major European and North American cities. IceFish offers ample parking facilities and an exhibitor shuttle from the major hotels in Reykjavik.

# **IceFish** is Underpinned & Supported by the following important organizations:



MINISTRY OF FOOD, AGRICULTURE AND FISHERIES



THE FEDERATION OF ICELANDIC



ICELAND OCEAN CLUSTER



NATIONAL ASSOCIATION



ICELAND RESPONSIBLE FISHERIES



THE ICELANDIC UNION OF MARINE ENGINEERS AND METAL TECHNICIANS



ICELANDIC SEAMEN'S FEDERATION



ICELANDIC FEDERATION OF TRADE



FEDERATION OF TRADE & SERVICES



BUSINESS ICELAND

Fiskifréttir



Félag slipstjórnarmanna
ASSOCIATION OF SHIPMASTERS

FISKIFRÉTTIR FISHERIES ICELAND

www.icefish.is Tel: +44 1329 825335



lcelandic Fisheries Seafood & Aqua Exhibition FROM SEA TO PLATE - THE 100% FISH EVENT

66

Having been exhibiting at Icefish since 1984, for Hampidjan, Icefish is the number one exhibition. It is always well organised with new and current customers attending. We are looking forward to the next exhibition and to meeting all our customers old and new, see you all there! - Hampidjan Iceland

Sæplast has exhibited at IceFish since the first show in 1984, which coincides with our company establishment year, it ranks as one of the most important exhibitions we attend. The show is a fantastic platform for maintaining our existing customer relationships as well as establishing new ones. – Sæplast Europe

### PRICES FOR PARTICIPATION

Registration fee (non-refundable)	£395*	ISK 54,995*
Space only Hall 1	£171 m²*	ISK 24,000*
Space only Hall 2	£264 m²*	ISK 38,390*
Space plus Shell - Hall 1	£218*	ISK 31,750*
Space plus Shell - Hall 2	£311*	ISK 46,140*
Outside space	£89 m²*	ISK 12,760*
Small Business Zone Package Stand	£1,759*	ISK 257,785*

\*Non Icelandic companies will be charged in Sterling unless they specify otherwise. Icelandic VAT at the prevailing rate is only charged to Icelandic companies. Foreign exhibitors will be exempted from Icelandic VAT provided they supply the organisers with a certification of VAT status by their national VAT office or equivalent.



### **Further Information**

Companies requiring information on Mercator Media's fishing or marine events or magazine portfolio, or wishing to discuss any aspect of the IceFish Exhibition, Awards or Conference should contact our appointed agents or The IceFish Events Team, Mercator Media, Spinnaker House, Waterside Gardens, Fareham, Hampshire, PO16 8SD, ENGLAND

Tel: +44 1329 825335 Fax: +44 1329 550192 Email: info@icefish.is www.icefish.is

