

HOTTLET FROZEN FOODS

Selling frozen seafood in the EU:
Challenges & opportunities - IFSI Webinar

9 July 2020



Introduction



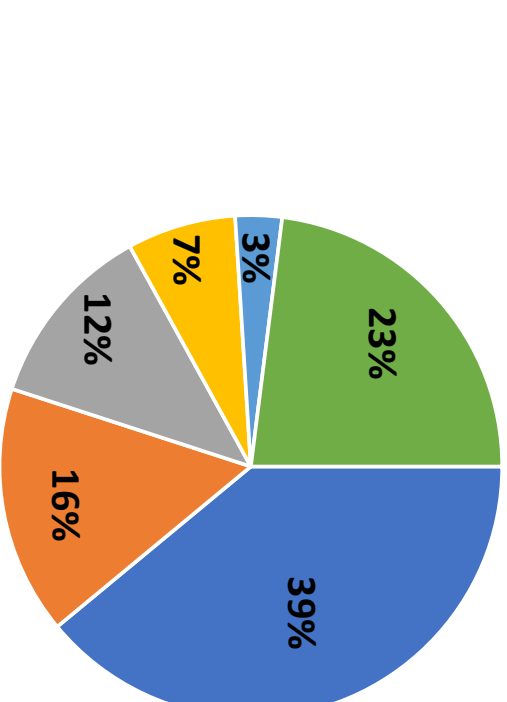
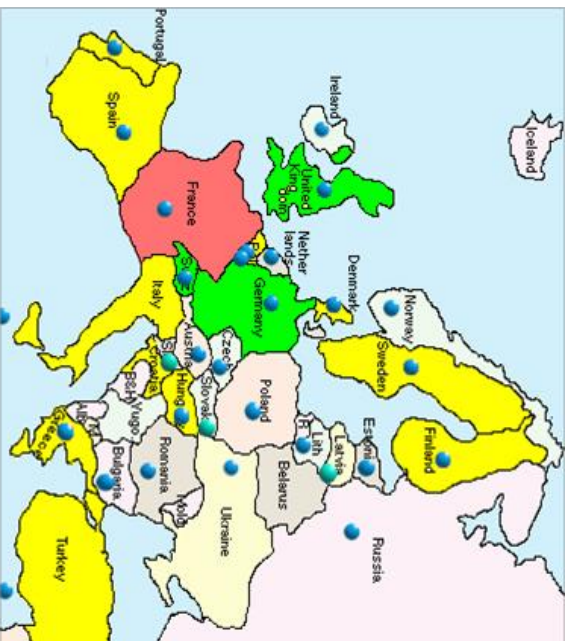
- Family company, founded in 1970 by PIERRE HOTTLET
- Directed now by two of his sons: Olivier and Benoît
- From trading company to importer and distributor of seafood all over Europe
- Mainly own brand products: EPIC and EPIC SELECT
- Own coldstore of ± 4500 pallet places: ca. 150 000 kg seafood in AND out every week



PIERRE HOTTLET

Market

Sales of about 50 mln €/year in more than 30 countries, almost all over Europe...



■ Belgium ■ France ■ Germany ■ The Netherlands ■ UK ■ Rest

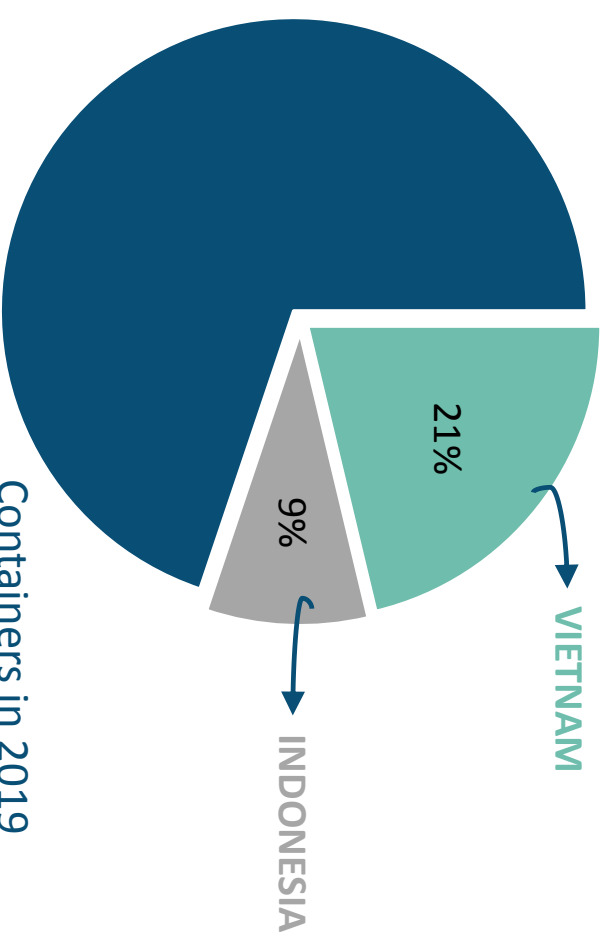
- Mainly wholesalers (restaurants, (mass) caterers)
- Processing industry
- Retail

And also some non EU countries (Seychelles, Guadeloupe...)

Imports from Indonesia vs Vietnam - Figures

In 2019

Indonesia	Vietnam
33 containers	74 containers
3 suppliers	15 suppliers
560 MT seafood	1 260 MT seafood
Turnover: 4.18 million USD	Turnover: 7.59 million USD



Containers in 2019

Imports from Vietnam - Products

Vannamei shrimp (20% ASC)

PD

PDTO

PCTO

Easy peel HLSO

Skewers

Sushi ebi

Nobashi

Fingerfood

Fish

Pangasius (5% ASC)

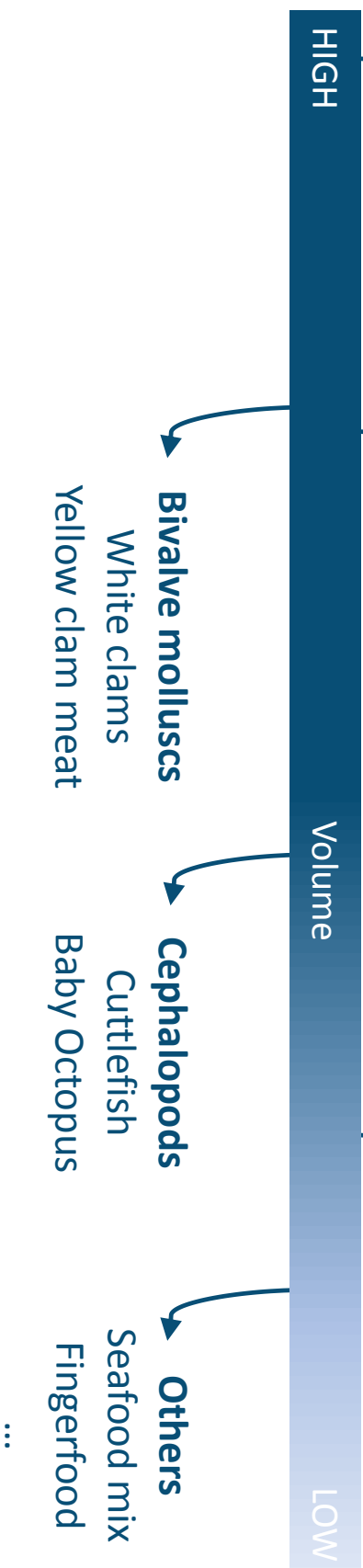
Yellowfin tuna

Mahi Mahi

Red mullet

Barramundi

Frog legs



Imports from Indonesia - Products

Vannamei shrimp (3% ASC)

PD

PDTO

PCTO

CPD

CPUD

Easy peel HLSO

Fingerfood

HIGH

Volume

LOW

Black pink shrimp

CPD

CPUD

Fish

Red snapper

Yellowfin tuna

Argentina red shrimp

(reprocessing)

PD

Easy peel HLSO

Frog legs

Not after end 2018

Imports from Indonesia - Key challenges

- Net weight and grading
- Added water/protein content
- REX system
- FTA EU / Vietnam: raw shrimps at 0 % duty
- Traceability (EU Regulation proposal)
- COVID-19



Contact

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