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Alaska Salmon Market Update

PREPARED FOR:

ASMI Salmon Committee

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McKinley Research Group

- Formerly McDowell Group
- Research and consulting since 1972
- McKinley Management family
 - McKinley Capital Management
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2021 Salmon Season; Complicated Story

Record runs

- 3rd most salmon harvested, since 1975 - 233 million fish

but smaller fish and mostly pinks . . .

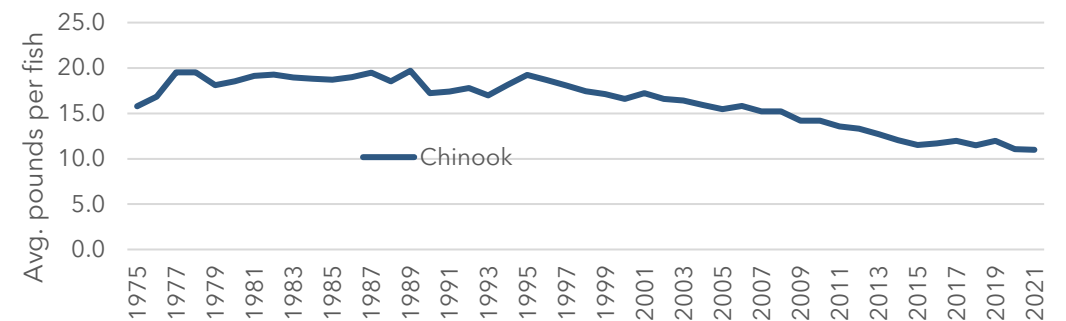
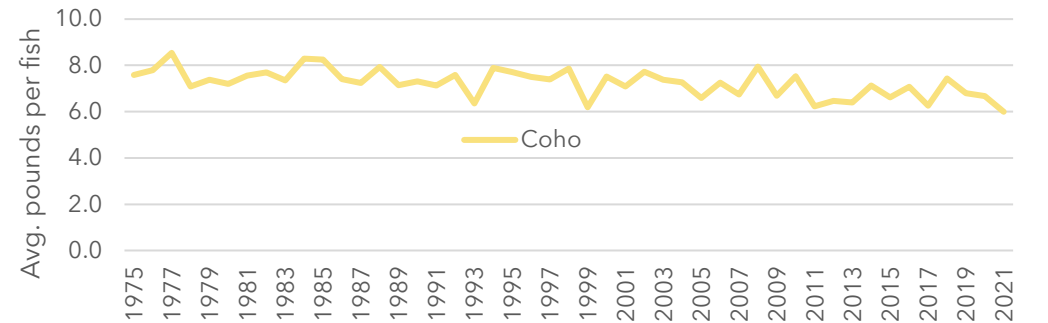
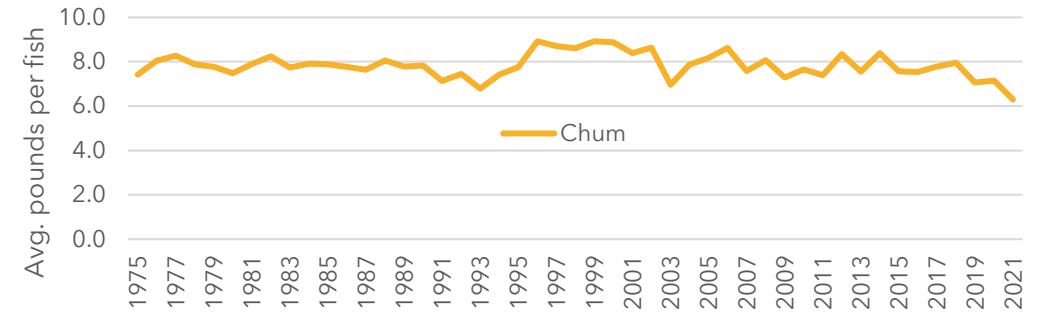
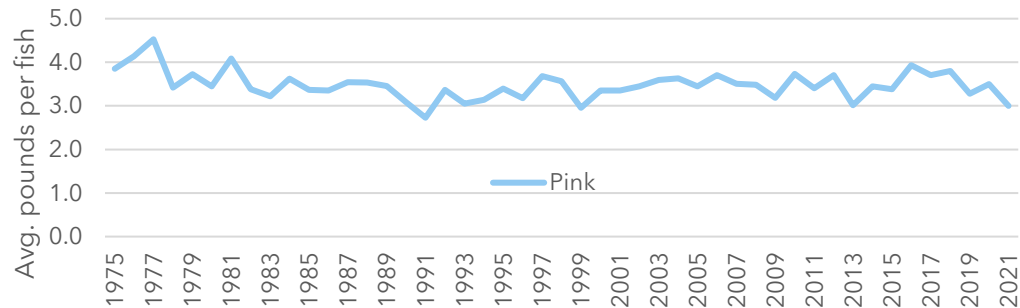
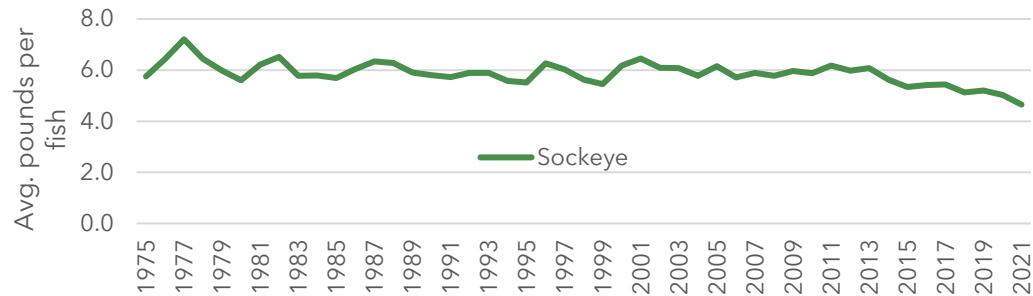
- 11th highest volume - 859 million pounds

strong prices . . .

- 7th highest ex-vessel value - \$644 million



Salmon, declining average size



Global Salmon Market

- Wild typically about a third of global salmon volume
 - 23% in 2020
 - Alaska typically about 16% of total but 9% in 2020
- Farmed salmon prices have recovered from pandemic lows
 - Record premiums for wild over farmed Atlantic salmon
- But ...
 - More coho farmed in Chile than sockeye harvested in AK
 - 13 million pounds of NZ King Salmon in 2020, almost 5x more than AK
 - Antibiotic-free

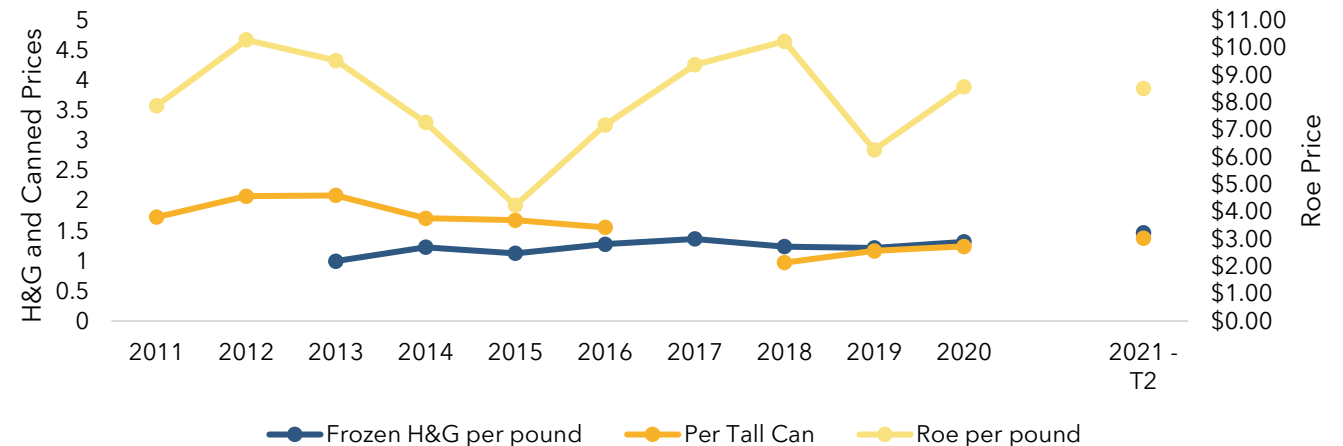
Pink Salmon

- Strong harvests in AK and Russia
- AK: 1/3 of global supply
- Historically small sizes
- H&G export prices up 17% over 2019

Harvest Summary & 2021 Forecast, Million Pounds

	2017	2018	2019	2020	2021P	2021F	17-21	10-yr Avg.	2021 vs Avg.
Southeast	128	31	73	28	134	99		168	-20%
PWS	181	86	161	79	210	191		204	3%
Kodiak	99	23	105	74	82	79		91	-10%
AK Peninsula	74	3	59	16	50	45		46	9%
Other	33	7	7	11	12	19		16	-24%
Alaska Total	515	149	404	208	488	433		525	-7%
Russia Total	451	1,127	728	388	928	711		585	59%
Global Total	990	1,305	1,050	730	1,416	1,144			

Sources: Alaska Department of Fish & Game; North Pacific Anadromous Fish Commission; trade publications; McKinley Research Group.



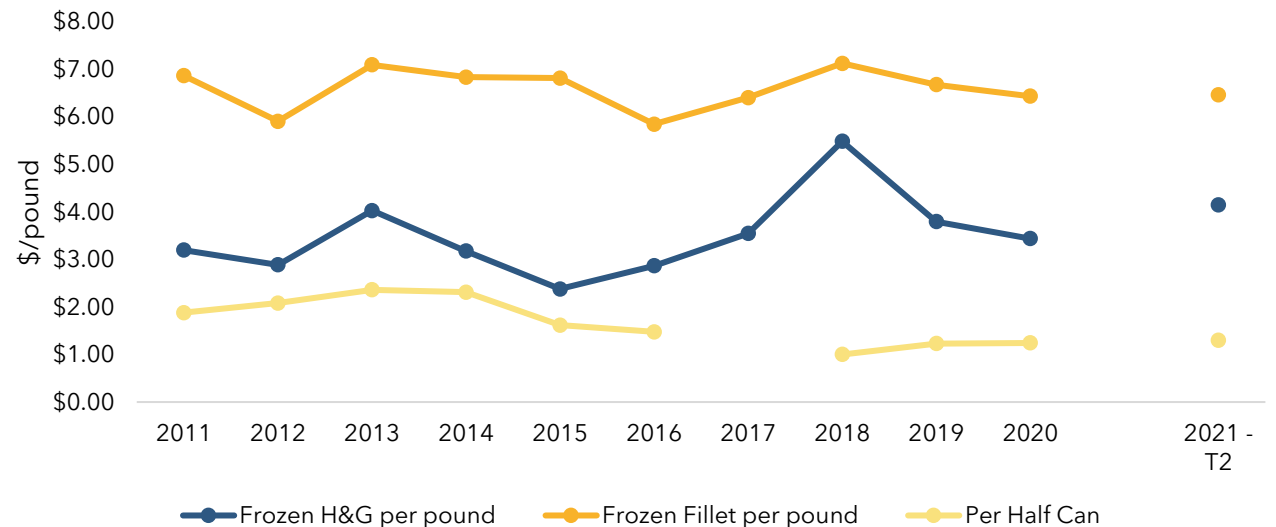
Sockeye Salmon

- Strong harvests in Bristol Bay and AK Peninsula
- AK: 4/5 of global supply
- Historically small sizes
- H&G export prices up 15% over 2019

Harvest Summary & 2021 Forecast, Million Pounds

	2017	2018	2019	2020	2021P	2021F	17-21	10-yr Avg.	2021 vs Avg.
AK Peninsula	40	19	21	14	34	24		23	47%
Bristol Bay	208	216	223	201	199	173		175	14%
Cook Inlet	12	6	11	11	8	11		15	-48%
Chignik	5	0	0	0	1	1		10	-90%
Kodiak	13	9	11	7	15	10		12	22%
PWS	8	6	14	4	7	10		14	-50%
Alaska Total	291	259	285	233	270	234		257	5%
Russia	93	95	103	67	69	71		94	-27%
Global Total	388	378	390	350	339	n/a		n/a	n/a

Sources: Alaska Department of Fish & Game; North Pacific Anadromous Fish Commission; trade publications; McKinley Research Group.



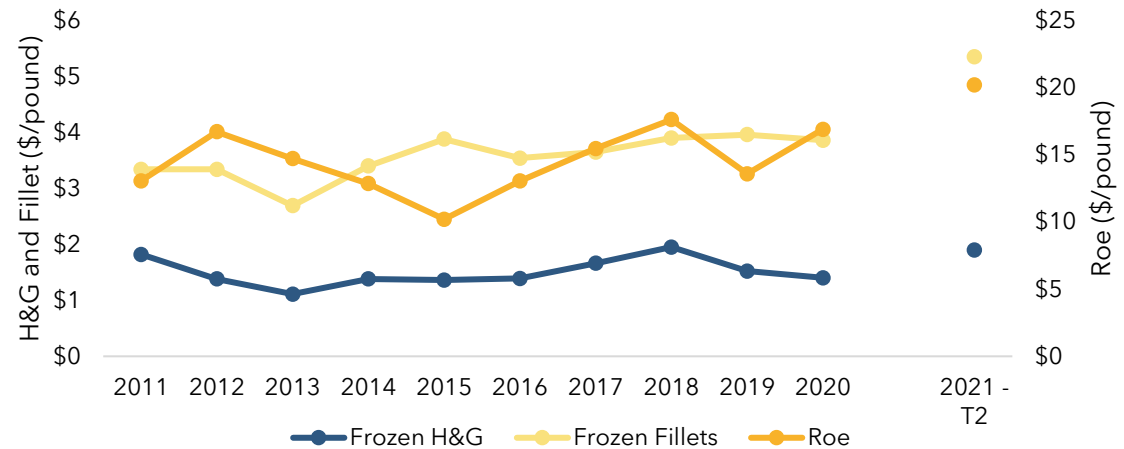
Keta Salmon

- Weak harvests in AK and Russia
- Record low sizes
- High prices
- Roe export prices up 60% over 2019

Harvest Summary & 2021 Forecast, Million Pounds

	2017	2018	2019	2020	2021	2021F	17-21	10-yr Avg.	2021 vs Avg.
Southeast	95	94	73	34	47	62		81	-42%
PWS	39	27	32	15	18	16		23	-21%
AYK	12	12	8	0	1	4		11	-91%
AK Pen	14	8	8	5	11	6		6	78%
Other	32	16	14	5	4	18		16	-74%
Alaska Total	192	157	135	59	81	106		137	-41%
Russia	215	244	248	174	113	206		241	-53%
Japan	151	185	123	n/a		n/a		n/a	n/a
Global Total	591	601	500	600		n/a		n/a	n/a

Sources: Alaska Department of Fish & Game; North Pacific Anadromous Fish Commission; trade publications; McKinley Research Group.



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**New Office in
Alaska Permanent
Fund Corp. Building**