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
  • McKinley Research Group
  • McKinley Alaska Private Investment
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
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

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</thead>
<tbody>
<tr>
<td>AK Peninsula</td>
<td>40</td>
<td>19</td>
<td>21</td>
<td>14</td>
<td>34</td>
<td>24</td>
<td>23</td>
<td>47%</td>
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<tr>
<td>Bristol Bay</td>
<td>208</td>
<td>216</td>
<td>223</td>
<td>201</td>
<td>199</td>
<td>173</td>
<td>175</td>
<td>14%</td>
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<tr>
<td>Cook Inlet</td>
<td>12</td>
<td>6</td>
<td>11</td>
<td>11</td>
<td>8</td>
<td>11</td>
<td>15</td>
<td>48%</td>
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<tr>
<td>Chignik</td>
<td>5</td>
<td>0</td>
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<td>0</td>
<td>1</td>
<td>1</td>
<td>10</td>
<td>90%</td>
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<tr>
<td>Kodiak</td>
<td>13</td>
<td>9</td>
<td>11</td>
<td>7</td>
<td>15</td>
<td>10</td>
<td>12</td>
<td>22%</td>
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<tr>
<td>PWS</td>
<td>8</td>
<td>6</td>
<td>14</td>
<td>4</td>
<td>7</td>
<td>10</td>
<td>14</td>
<td>30%</td>
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<tr>
<td><strong>Alaska Total</strong></td>
<td><strong>291</strong></td>
<td><strong>259</strong></td>
<td><strong>285</strong></td>
<td><strong>233</strong></td>
<td><strong>270</strong></td>
<td><strong>234</strong></td>
<td><strong>257</strong></td>
<td><strong>5%</strong></td>
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<tr>
<td>Russia</td>
<td>93</td>
<td>95</td>
<td>103</td>
<td>67</td>
<td>69</td>
<td>71</td>
<td>94</td>
<td>27%</td>
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<td><strong>Global Total</strong></td>
<td><strong>388</strong></td>
<td><strong>378</strong></td>
<td><strong>390</strong></td>
<td><strong>350</strong></td>
<td><strong>339</strong></td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
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Sources: Alaska Department of Fish & Game; North Pacific Anadromous Fish Commission; trade publications; McKinley Research Group.

Source: ASPR.
Keta Salmon

- Weak harvests in AK and Russia
- Record low sizes
- High prices
- Roe export prices up 60% over 2019
New Office in Alaska Permanent Fund Corp. Building