



**VERTICAL INTEGRATION AND  
INTENSIVE COOPERATION AS  
NEW INSTRUMENTS OF SUCCESS  
ACHIVEMENT**

**Dalian Bangchuidao Seafood Co., Ltd**

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# 携手合作 共赢未来

The main industrial sector of the Dalian Bangchuidao Marine Products Co., Ltd is the production of sea cucumber. The company has the status of a key leading enterprise in the field of agricultural industrialization and is one of the ten best aquatic enterprises in China. Our company carries out a full production cycle, starting from the protection of the natural sea cucumber population, bottom cultivation, breeding juveniles to deep processing, scientific development and marketing.



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## Plantations of state level for sea cucumber cultivation

We are engaged in the construction and development of state-level plantations for growing sea cucumber. The Bangchuidao company made a great contribution to the sustainable development of the sea cucumber production in China and implementation of the social responsible business practices.

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## “Enterprise + Farmers + Market” Model

The company created a unique production model “**Enterprise + Farmers + Market**”, which includes the production, processing and sale of finished products. Farmers are provided not only with young sea cucumber, but also with technology to grow it before reaching marketable weight, and then farmers can buy it back at market prices. **Result:** achievement of good economic indicators, increase in business activity and social stability.



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“Bangchuidao” is an exemplary enterprise of China for sea cucumber cultivation

- The first to register a trademark for sea cucumber products, recognized as the “popular trademark of China”
- The first to switch from a manual sea cucumber processing to large-scale industrial production
- The first to receive certification for products that received the status of pure organic products
- The first created the “Committee of experts in field of sea cucumber reproduction”, which positively affected the development strategy of the enterprise
- The first took part in the development of state and industry standards for sea cucumber products

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Over the years “Bangchuidao” has been recognized by government and society



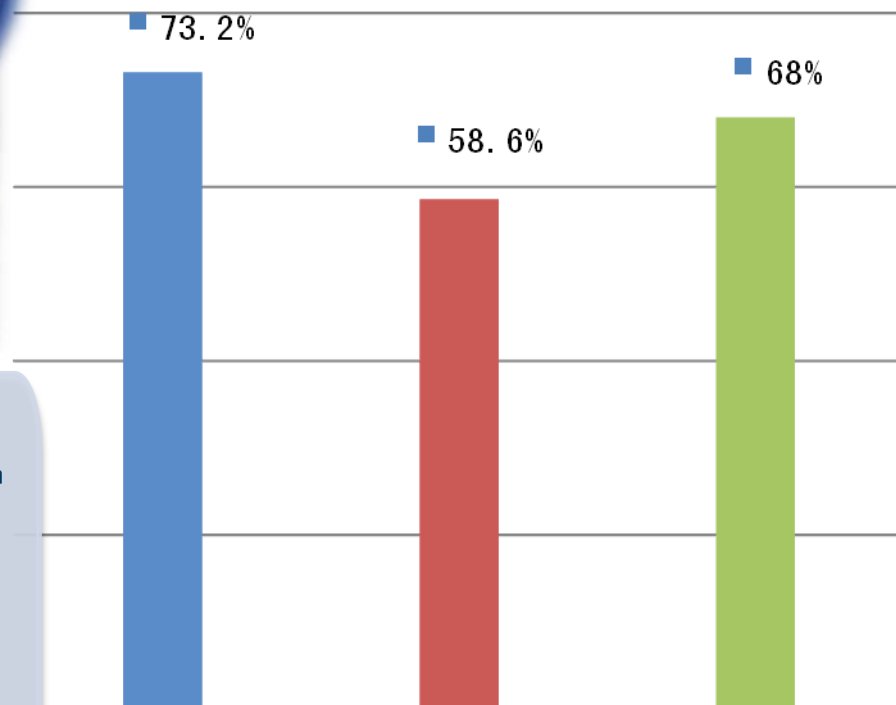
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An increase in the area of sea cucumber production in China and a decrease in the number of wild sea cucumber resulted in a drop in the quality of the hatched juveniles. As a result of Bangchuidao's cooperation with research organizations in the field of fisheries, as well as the use of various methods for marking the juveniles of sea cucumber, the most optimal indicators of sea cucumber health were revealed.

## Sea cucumber indicators research



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## Product development

Our own production of ready-made products from sea cucumber includes traditional assortment: dried, salted and frozen products as well as the use of sea cucumber for home consumption and HORECA. In addition, our company produces dietary supplement in combination with an extract of antlers, grape seeds and taurine, which have been certified by the government of China and recommended as healthful food additive.



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Increasing the  
production volume

The rapid success of “Bangchuidao” is the embodiment of the dynamic development of the sea cucumber cultivation industry in China. According to statistical data, in 2016 the number of sea cucumbers grown in China has reached 201,359 tons, the cultivation area is 218,038 hectares, the total production in terms of price is about 100 billion yuan. China occupies a leading position in the world in the field of technologies, the scale of sea cucumber cultivation and market capacity.

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## 国务院关于促进海洋渔业持续健康发展的若干意见

国发〔2013〕11号

各省、自治区、直辖市人民政府，国务院各部委、各直属机构：

我国是海洋大国，海洋渔业是现代农业和海洋经济的重要组成部分。改革开放以来，海洋渔业快速发展，结构不断优化，海水产品产量大幅增长，渔民收入显著增加，有力地促进了经济社会发展。但是，我国海洋渔业发展方式仍然粗放，设施装备条件较差，近海捕捞过度 and 环境污染加剧。为促进海洋渔业持续健康发展，现提出以下意见：

### 一、总体要求

(一) 指导思想。以邓小平理论、“三个代表”重要思想、科学发展观为指导，深入贯彻落实党的十八大精神，坚定不移地建设海洋强国，以加快转变海洋渔业发展方式为主线，坚持生态优先、养捕结合和控制近海、拓展外海、发展远洋的生产方针，着力加强海洋渔业资源和生态环境保护，不断提升海洋渔业可持续发展能力；着力调整海洋渔业生产结构和布局，加快建设现代渔业产业体系；着力提高海洋渔业设施装备水平、组织化程度和管理水平，不断提高海洋渔业综合生产能力、抗风险能力和国际竞争力；

## Governmental support

The Government of the People's Republic of China took special measures aimed at the healthy development of the marine economy and ocean fisheries, and therefore a favorable political environment for the development of marine fisheries has been created. For example, aquaculture enterprises are exempt from value added tax, the income tax is reduced by half, the enterprises of primary processing of aquatic products are exempted from the part of income tax.

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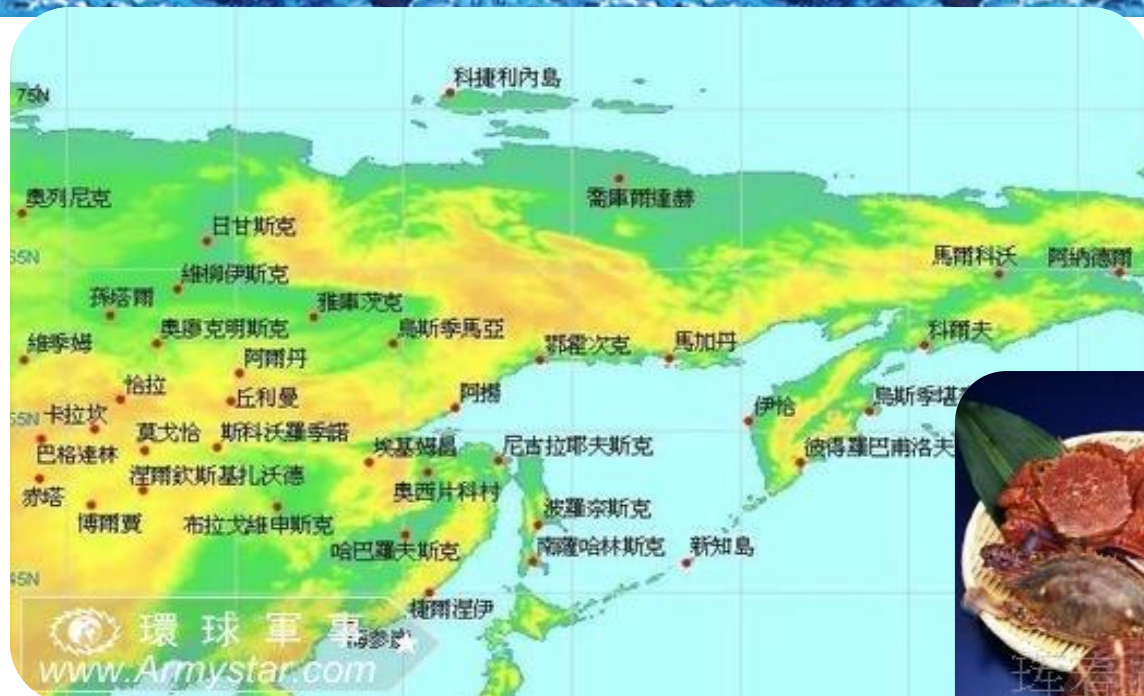
Huge growth in  
consumer demand



Since the implementation of the policy of reform and opening up in China, the income level of the population has increased, the population's interest in health issues has increased and therefore there is a strong demand for sea cucumber consumption.

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Rich fishery resources

Russia has a huge potential for the development of mariculture, especially in the Primorsky Region of the Far East with its extensive coastline and favorable conditions for the development of water biological resources.



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## Advantages of the geographical location of the city of Vladivostok

“Vladivostok” sounds in Chinese as “sea cucumber bay” – the place of natural habitat of marine sea ginseng. Therefore it is necessary to make full use of the resources of the Far Eastern coastal regions, and intensively develop the marine fisheries economy in order to turn it into the main branch of the national economy in the Russian Far East.



# 携手合作 共赢未来

Development of  
partnership relations

The Dalian Bangchuidao Marine Products Co., Ltd and the Far Eastern State Technical Fisheries University have been cooperating since 2007.

*Technical and  
material base  
construction*



*Students  
practice  
abroad*



*Joint development  
of cultivation  
technologies*



*Scientific  
exchange*

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Thank You for  
Your Attention!