



Halibut Greenland ApS

Naleqassuseq
ataatsimoorfigaarput

Creating value together

Halibut Greenland ApS

ataatsimut isigalugu

2008-mi aalisakkanik tulaassivimmik allamik periarfissaqarnissaq siunertaralugu tunisassiorfik Halibut Greenland pilersinnejqarpoq. Najukkami aalisartut sulinermanni atukkatigut allannguuteqartoqarnissaanik kissaatillit tassaapput suliffeqarfimmik uuminnga pingaarnertut pilersitsisut. Ilulissani tunisassiorfimmi qalerlalinnik tunisassiorneq 2010-mi aallartippoq. Ullumikkut tunisassiorfik najukkami aalisartut pisaannik qalerlalinnik saarullinnillu tunisassiortuuvoq.

Halibut Greenland-ip aalisartut naleqquttumik akissarsisinnejqartarnissaat pingaartippaa. Tunisassiassanik pilersuisuvut pisisartugullu ataqqinnittumik sullinneqarnissaat aammattaaq

nalinginnaasumik sullissillaqqissuunissarput aamma pimooruppagut. Tunisassiatta pitsaassusaat aamma sumiiffinni sulianik aallussaqarfitsinni inuiaqtigut tungaatigut akisussaaffeqarnerput tullusimaarutigaagut.

Halibut Greenland-imi piginneqataassusillit amerlanerpaartaat aalisartuupput kalaallit. Niuerfinnut nunani tamalaaniittunut aalisakkanik qalerualinnillu tunisassiorneq suliffeqarfitta pingaarnertut aallussaraa, tassani qalerallit Kalaallit Nunaanneersut kiisalu saarulliit Atlantikup Imartaanneersut pingaarnertut tunisassiaralutigit. Tunisassiortutsinniit pisisartutsinnut tunisassiatta suminngaanneerneranik paasiaqarsinnaanissaat qulakteertarpalput.

Halibut Greenland ApS

at a glance

In 2008, Halibut Greenland was founded with the purpose of establishing fish processing facilities as an alternative place of procurement. Local fishermen who desired change in their working conditions were the company's main founders. Halibut production at the Ilulissat fish facility began in 2010. Today, the facility processes cod and Greenland halibut caught by local fishermen.

Halibut Greenland wants to pay the fishermen fairly. Additionally, we strive to treat suppliers and customers with respect and generally take a service-oriented

approach. We are proud of the caliber of our products and the social responsibility we exercise in the areas where we do business.

The majority of the shareholders in the Halibut Greenland Company are native Greenlandic fishermen. Production of seafood goods for the global market is the company's primary endeavor, with Greenland halibut and Atlantic cod as our primary offerings. From manufacturer to consumer, we ensure complete product traceability.



Kisitsisit kisitsisitigullu paasissutissat

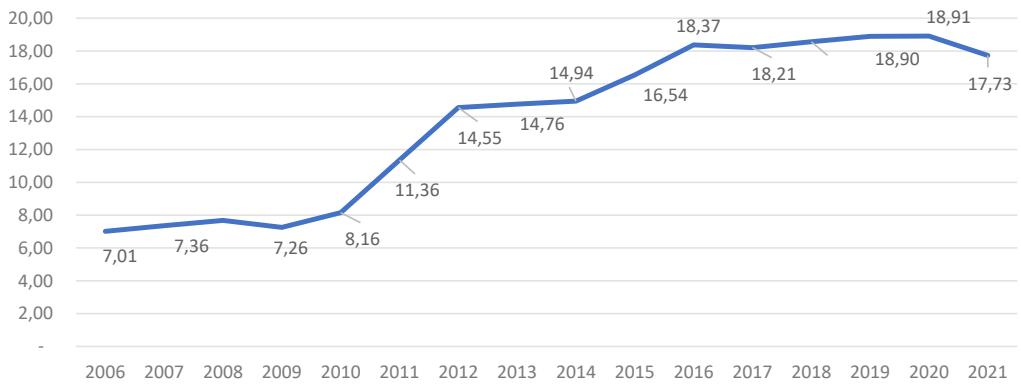
Halibut Greenland ApS pilersinneqarneraniilli tulaassuinermi akit qaffakkiartorneri takusinnaavarput. Siuariartorneq tamanna takussutissami uani quppernermiittumi takuneqarsinnaavoq.



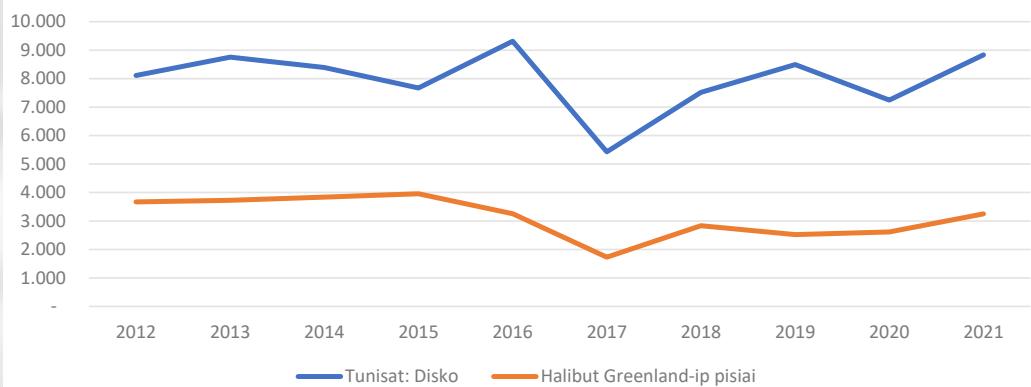
Numbers and statistics

We have seen a rapid increase in procurement prices since the establishment of Halibut Greenland ApS. The progression is visible in the graphs on this page.

Qalerallip kilomut tulaanneqarnermini agquaqasigiisillugu akia.
Average procurement price for halibut.



Qeqertarsuup tunuani qalerallit pisat.
Quantities of purchased of halibut in the Disco Bay.





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QALUT
VÓNIN

Aalisartut naleqquatumik akissarsisarnissaat, pingaarnertullu sullilluarneqarnissaat qulakkeerparput

2012-imiilli Erik Sivertsen Halibut Greenland ApS-imiilerpoq. Siullertut Aningaasaqarnermi Pisortaašinnaarluni maanna Suliffeqarfíup Pisortaraa. Taanna Ilulissani inunngorlunilu perioriartorpoq, najukkamilu ineriartorneq nammineerluni najorliivigisimallugu. "Halibut Greenland ApS-ip pilersinneqarneranut siunertat pingaarnersat ilagisimavaat aalisartut nioqquitissiassaataannut qaffasinnerusumik akissarsitinneqartarnissaasa qulakkeernissaa. Tamanna iluatsilluartutut oqaatigineqarsinnaavoq! Takusinnaavarput aalisartut anginernik pitsaanernillu angallatitaarniarlutik aningaasaliisimasut, taamaasillutilu inuussutissiornerat ajornanginnerulerluni," Erik Siverthsen oqarpoq.

Tulaassuinermi aalisartunut pitsaanermik akissarsitsinermik qulakkeerinninnerup nassataraa najukkami aningaasanik amerlanerusunik kaaviliaartitaqalersitsineq, tassa akileraarutit

ilanngullugit. Tamanna najukkami inuiaqatigiinnut tunngasutigut ineriartortsinermut annertuumik sunneeqataavoq; pisortat suliffeqarfíini namminersortunitaaq. Kalaallit Nunaani qalerallit akiinik naliginnaasuusimasunik Halibut Greenland ApS qaffaaqataanermut pisooqataalluinnarpooq, tamannalu aamma najugaqarfinnut minnerusunut iluaqutaasimavoq.

Aalisartut naleqquatumik akissarsisinneqartarnerisa saniatigut Halibut Greenland ApS aamma tutsuiginartumik sullissisuuvooq. Halibut Greenland ApS aalisartunut allaffissornikkut akeqannngitsumik sullissarnermik neqerooruteqarpoq. Aalisartoq suliffiutini annertusarniarlugu kissaateqarpat Halibut Greenland ApS aningaaserivinnut, oqartussaqarfinnut il.il. tunngasunik isumaginninnissamut ikuussinnaavoq.

We guarantee the fishermen a fair price and, most importantly, excellent service

Since 2012, Erik Sivertsen has been a part of Halibut Greenland ApS. First as Chief Financial Officer, then as Chief Executive Officer. He was born and raised in Ilulissat and has witnessed the community's growth firsthand. "One of the primary reasons for establishing Halibut Greenland ApS was to secure a higher raw material price for the fishermen. It must be said that it was a success! We can see how local fishermen have invested in larger and better vessels, making the profession much easier for many of them," Erik Sivertsen says.

Securing a better procurement price for the fishermen means a larger turnover in the local community, which means a higher amount to tax. This has a

significant impact on the development for the local society; both the public and private sector. In fact, Halibut Greenland ApS has helped to raise the price of halibut in Greenland in general, which is good for many small local communities.

In addition to securing a fair price for the fishermen, Halibut Greenland ApS also provides a reliable service. Halibut Greenland ApS offers free administrative services to fishermen. If the fisherman wishes to expand their business, Halibut Greenland ApS can assist them in dealing with banks, public authorities, and so on, according to Erik Sivertsen.

“

*“Halibut Greenland ApS-ip pilersinneqarneranut
siunertat pingaarnersat ilagisimavaat aalisartut
nioqqutissiassaataannut qaffasinnerusumik
akissarsitinneqartarnissaasa qulakteernissaa. Tamanna
iluatsilluartutut oqaatigineqarsinnaavoq!”*

Erik Sivertsen, CEO Halibut Greenland ApS

”

*One of the primary reasons for establishing Halibut
Greenland was to secure a higher raw material price for
the fishermen. It must be said that it was a success!,,*

Erik Sivertsen, CEO Halibut Greenland ApS



Erik Sivertsen, CEO Halibut Greenland ApS



“Communication, dialogue and advice are fundamental elements in our approach to developing fishing. Our job is to stand by the fishermen and advocate for them,”

Kaaleeraq Mathæussen is the Chairman of Halibut

Aalisartut peqatigalugit suliassaqarfimmik ineriartortitsineq

Kaaleeraq Mathæussen Halibut Greenland ApS-imi Siulersuisuni Siulittaasuuvoq, najukkami aalisartunut atungassaritat pitsangorsarneqarnissaat Kaaleeqqap suliassaraa. "Attaveqatigiinnerit, oqaloqatigiinnerit siunnersuisarnerillu tassaapput aalisarnermik ineriartortitsinitsinnut toqqammavigut. Aalisartut illersussallugit sinniisuufigissallugillu akisussaaffigaarput" Kaaleeraq nassuiaavoq.

Halibut Greenland-ip immikkuullarequataa taassuma erseqqissarpaa: "Aalisarnerup iluani siuariartorneq malugisimaqaarput, akit tungaannaatiguunngitsoq, aammattaaru politikkikku sunneeqataanikkut aalisartut tusaaniarneqarnerulernerisigut.

Halibut Greenland ApS-imi aalisartut ataasiakkaat najukkaminni qajannaatsumik

inissisimaffeqarnissaannut aammattaaq suliatigut pitsaasumik ingerlaarfegarnissaannut periarfissiisarpugut." Oqaluttuarisaanermi aalisartumut suliatigut atugassaritinneqarsimasut pitsaasuu simanngillat, ilungersuanertillu akissarsissutigineq ajorsimavaat. Halibut Greenland ApS-illi tunisassiorfik ammarmaguli qalerallit akii qaffassimapput, tamannalu aalisartut inuuniarneratigut pingaarutilittut allannguiteqartitsisimavoq. "Maannalu ilungersuaneq imminut akilersinnaanngornerusimavoq! Aalisartunuinnarli tamanna iluaqutaanngilaq, inuaqatigiinnut tamarmiusunut aammattaaq iluaqutaavoq, pisuunnguallatsitsisimavormi." Kaaleeraq taama naggasiivoq.

Developing the industry alongside the fishermen

Kaaleeraq Mathæussen is the Chairman of Halibut Greenland ApS, where he works to improve conditions for local fishermen. "Communication, dialogue and advice are fundamental elements in our approach to developing fishing. Our job is to stand by the fishermen and advocate for them" explains Kaaleeraq.

He emphasizes the significance of Halibut Greenland: "We have really experienced progress in the fishing industry, not only in terms of price, but also in terms of the political influence that the fishermen now have. In Halibut Greenland ApS, we give the individual

fisherman the opportunity to stand in a strong community, while also developing his own operation in a positive direction."

Historically, the fishermen have had poor working conditions, and their efforts have not been rewarded. However, since Halibut Greenland ApS opened the procurement factory, the price of halibut has risen, having a significant impact on the fishermen's living conditions. "Now the reward is more reasonable for the effort! And it is not only positive for the individual fisherman, but for our entire society, which becomes more well-off," Kaaleeraq concludes.

Otto Mathiesen aajuna, Halibut Greenland ApS-imik pilersitseqataasut ilaat

Otto Mathiesen lluliarmiuuvoq 1962-imiilli aalisartuusoq. Ukiuni 60-ini kingullerni immap pissarititaanik inuuniuteqartuuvooq, kinguppanniartarpooq, arfanniartarpooq, saarullinniarlunilu qaleralinniartarluni.

Umiatsiaaqqamiik aallartissimavoq, ineriertortserusaarnermigut ullumikkut marlunnik angallataateqalersimalluni. Kingulleq 2021-imi pisaarisimavaa.

“Imaq kajungernariuarsimavara, imaq qaninnagu inuusinnaangnilanga. Aalisartuuneq inuuniutigaara, ukiorpaalunnilu aalisartuuninni assoroorfeqartarpunga aammalu illua tungaani

iluatsitsiffeqarnerusinnaasarlunga. Ingerlateqqikkusutaralu tassaavoq pimoorussilluta suligutta ineriertornerlu malinnaavigalugu, taava uatsinnut kinguaariinnullu tulliuttunut pissamaatit qulakkiissavagut.”

Otto Halibut Greenland ApS-imik pilersitseqataasuuvoq ullormiillu siullermiit suliffeqarfimmi peqataasimavoq. “Taamani kajumissuserput tulaassineremi akinik qaffaarusunnermik tunngaveqarpooq,” taanna oqarpoq. “Aningaasat nukissallu tungaatigut naak akisusimagaluartoq aamma oqitsuinnaasimanngikkaluqaqisoq inuunitsinnut annertuumik allanngueqataasuuvoq. Tamanna pissutigalugu ullumikkut aalisariuteqarpunga, aamma nalunngilara aalisartorpassuit ilaquaannut kommunimullu iluaqtaasoq.”

Ottop erseqqissarpaa kinguaariit tullii ineriertortsinermut peqataasariaqartut, imaanut tunngasunuinnaangitsoq, tunisassiornerulli iluani aamma allaffissornikkut sulisunit.



Meet Otto Mathiesen, one of the founding fisherman of Halibut Greenland ApS

Otto Mathiesen grew up in Ilulissat and has been fishing since 1962. He has lived off the sea's bounty for the past 60 years, catching prawns, whales, cod and halibut.

It began with a small dinghy, then a log cutter, and he now operates two fishing vessels, the most recent of which he purchased in 2021.

"I've always been drawn to the sea, and I can't live without being near it. My profession is fishing, and over the years I have seen peaks and valleys, but time has taught me that if we work hard and follow the development, we can secure enough resources for ourselves and future generations."

Otto is a co-founder of Halibut Greenland ApS and has been with the company since day one. "Our motivation back then was to change the procurement prices," he says. "Although it was costly in terms of both money and energy, and it was certainly not easy, it has made all the difference in our lives. This is why I have my vessels today, and I know it did benefit many fishing families as well as the municipality as a whole."

He emphasizes that the next generation must drive positive development not only at sea, but also in operations and administrative work.



Ilulissani tunisassiorfimmi qaleralinnik tunisassiorneq 2010-mi aallartippoq. Ullumikkut tunisassiorfik najukkami aalisartut pisaannik qaleralinnik saarullinnillu tunisassioruuvoq.

Halibut production at the Ilulissat fish facility began in 2010. Today, the facility processes cod and Greenland halibut caught by local fishermen.



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Kivitseqatigiinneq nukinnik atorluuaneruvoq.

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arbejde i



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og monterer dem til
garnfiskeri, efter dine
specifikationer



Vi har et
stort sortiment
af krogeliner

Inuusuit

Halibut Greenland ApS-imik piginneqataassusillit inuusuttut tulluusimaartut

Angutit inuusuttut marluk, Kevin aamma David, 15-inik 21-nillu ukioqarlutik aalisartunngorput. Ilinnialinnginnerminni ukioq ataaseq sunngiffeqarallarlutik utaqqiisaasumik aalisartuuniaruttorlutik aalisarneq inuuniutigilersimavaat. "Imaani ullut marluk assiginneq ajorput, aalisartutullu inuuneq nuannerlunilu pissangarpooq. Pisatta amerlassusaannut kajumissuserput kisiat apeqqutaasarpooq, tamanna uatsinnut annertuumik piumassuseqalersitsisarpooq," angutit taakku inuusutut marluk taama oqarput.

Marluullutik 2021-mi Halibut Greenland ApS-imik piginneqataassuseqalerput. "Halibut Greenland ApS aalisarnermik inuuniuteqarnermut

ineriartortitseqataavoq," taama Kevin aamma David oqarput. "Iluarsaassagassaateqaraangatta sukkasuumik sullivimmi ikiorneqarsinnaasarpugut, tulaassuinermi akissarsitinneqarluartarpugut, pitsaalluinnartumik sullinneqartarpugut aamma tulaassuinitssini sulisut tikilluaqqusiuartuupput." Naak ulluinnarni eqqarsaatigivallaartanngikkaluarlugu aalisarnerup ilwuani ineriartortitseqataasunut peqataasinnaagamik tullussimaarnartutut isigaat. "Halibut Greenland ApS-eqanngikkallarmat aalisarnerup iluani atungassaritaasimasut ilisimavagut, taakkualu tunuliaqtaralugit piginneqataanngikkallaramilli Halibut Greenland ApS-imut tulaassuisuusimapput," taama ilassuteqarput.

The new generation

Young and proud shareholders of Halibut Greenland ApS

The two young men, Kevin and David, started fishing at age 15 and 21, respectively. What was supposed to be a temporary job during their sabbatical turned into a permanent position. "At sea, no two days are the same, and it's a life full of anticipation and excitement. Our catch is only limited by our own motivation, which is a great driving force for us," say the two young men.

Both have become shareholders in Halibut Greenland ApS in 2021. "With Halibut Greenland ApS at our back, we have a strong foundation for developing our business," Kevin and David say. "We can quickly get

help from a workshop if there is a need for repairs, we get good procurement prices, and we always experience a high level of service and welcoming employees when we procure our fish."

Even though it doesn't take up much of their time on a daily basis, they both experience a sense of pride in contributing to the growth of fishing in the Disko Bay. "We are aware of the history of fishing conditions prior to Halibut Greenland ApS, and with that in mind, we are incredibly proud to be a part of turning the tide," they conclude.







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- med udgangspunkt i Ilulissat, Grønland.**

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Halibut Greenland ApS

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