



Dear Chairperson,

I am writing this letter to you ahead of the Independent review of Aquacultural Licensing Process, as I would like to express my concerns about the lack of licenses within this sector, and my inability to source Irish Salmon and I would like to put forth my request for this to be changed going forward.

My name is Colman Keohane, and I am Managing Director for Keohane Seafoods, based in Cork. We currently have two facilities, one in Bantry and one near Cork City. We employ a total of 100 employees across the 2 facilities, and our company's annual turnover is €25 million.

Since we began producing back in 2010- our company has grown from strength to strength and has increased our customer base, both nationally and on the Export market. This can be hugely attributed to the fact that we have been able to offer our customers a wide variety of top quality seafood products. Meeting their needs, and their market demands, has been integral to this growth.

This ability for us to satisfy their demands is being put in jeopardy now, as the majority of our customers are looking to buy Irish Salmon products, and due to poor supply, we are not in a position to meet this need. There is an increased demand for products abroad that show provenance and consumers are really buying into this, therefore having Irish Salmon in our product range, is vital to our potential export growth- especially as an Irish company!!

We have reached the stage that, almost weekly, we are getting requests for Irish Salmon and we feel that, as an Irish company, we should be in a position to supply this without having to offer alternative Salmon that we source from outside of Ireland.

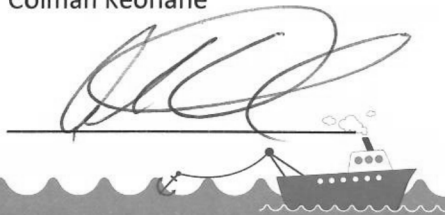
The potential growth for our company alone by having Irish Salmon in our product range is huge- not to mind the potential to highlight Ireland as a country for sourcing good quality seafood, as well as meat products. There is clearly a great demand for this product and as the market is willing to pay a premium price for it, it seems that it should be of paramount importance for companies such as us to be able to source Irish Salmon products, and for these licensing issues to be resolved.

I am requesting that the issues around obtaining licenses in Ireland are addressed immediately, in order to maximise the potential for us and other Irish companies to capitalise on the opportunity to increase Irish exports abroad and all of the associated economic benefits that come with that.

Thank you for taking the time to read this and I hope that this issue is resolved sooner rather than later. I look forward to hearing the outcome of the review.

Sincerely Yours,

Colman Keohane



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