



ME&NHAS-INVEST, S.A.

# REPÚBLICA DA GUINÉ-BISSAU

PROJECT NAME: Bolama-Pescas

Promotor: ME&NHAS-INVEST, SA/ ME-NHAS INVEST ASIA CO., LTD

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# ME&NHAS-INVEST, S.A.

# ME&NHAS 投資有限公司

## CHAPTER I: PRESENTATION OF THE "Bolama-Pescas" PROJECT by ME & NHAS-Invest, SA

1. The "Bolama-Fisheries" Project intends to invest in the fishery sector, in production, conservation, transformation, distribution in the internal market and export, creating its own fleet and a base on land with the infrastructure and support personnel for the transformation and sales of seafood and training in the fishery sector.

## CHAPTER II: MICROENVIRONMENT

### 1- VISION:

The company ME & NHAS - INVEST, SA., has as vision, to be recognized by the quality, innovation of its products, at the global market level, in the sectors of activities where it will act, to be a company of reference in the national market, sub-regional (ECOWAS), in the newly created Common Market of the African Union and international market.

### 2- STRATEGY:

The strategy is the industrialization of the fisheries sector, focusing on production, storage, processing, transformation, export and distribution in the local market, create conditions to gradually replace the raw export of fish from Guinea-Bissau, create the infrastructure for processing, transformation and conservation, constituting a national fleet initially with 5 boats, which will gradually increase and create the necessary infrastructure to support the fisheries sector, and invest heavily in personnel and human resource, particularly the young layer.

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### 3- OBJECTIVE:

The Bolama-Pescas project to be implemented by the company ME&NHAS-INVEST, SA., aims to invest and create value chain in the fisheries sector, through its own fishing fleet, a fishing base with the necessary infrastructure for conservation, transformation, distribution in the local market and export, betting heavily on the industrialization of the sector, applying the new technologies available to obtain greater productivity.

### 4- INVESTMENT MOTIVATION - "Bolama- Pescas (Fisheries)" Project

Guinea-Bissau lacks national fishing fleets and infrastructure for processing, transformation, conservation and a good distribution network of fish in the local market, despite having a potentiality of more than 600,000 tons of fish per year and with more than 700 marketable species, and the current catch is an average of 125,000 tons per year, an average far below the potential that the country has.

Guinea-Bissau survives from fisheries through license sales, where the flag of the People's Republic of China has more 63 boats, constituting 62% of the boats fishing in the EEZ of Guinea-Bissau, with the 2019 annual catch of 50,066,827 KG building 35.6% of all 2019 catch, Guinea-Bissau's private companies in the fisheries sector charter vessels, in 2019 they chartered 12 vessels.

The Strategic Operational Plan "TERRA RANKA" and other documents that support the country's development strategy, all show that the sector targeted by our project "Bolama- Pescas (Fisheries)" is one of the four growth engines for sustainable development of Guinea-Bissau. All this and more, leads us to bet and invest in this sector.

The "Bolama- Pescas (Fisheries)" project aims with its production to supply the market and export to international markets.

### 5- IMPLEMENTATION OF THE "BOLAMA-BIJAGÓS" PROJECT

The implementation of the "Bolama-Bijagós" project will go through 3 stages:

- i. Acquisition of 5 first boats, 3 boats with hold storage capacity of 136 m<sup>3</sup>, 1 boat of 386 m<sup>3</sup> and one boat for assistance in the first 5 years, increasing the capacity of the boats after the sixth year to a total of 10 to 15 boats,
- ii. The acquisition and installation of infrastructure with storage and processing capacity, in the first phase, 600 tons, processing capacity per month of an additional 400 tons of seafood, a network of cold storage rooms for conservation, a transport network with cold storage for distribution throughout the country, and a network of national distribution points,
- iii. Installation of a training center for sailors, technicians, and specialists in the fishing arts for a capacity of 50 to 100 students in a first phase, gradually increasing the capacity of the center.

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