



BAZARUTO PESCAS LIMITADA

Produtor & Exportador de Produtos Marinhos
Producer & Exporter of Quality Sea Foods

Chinese Investment Fund Project

Kindly allow me to give a brief company profile of our company

Bazaruto Pescas Limitada is a Mozambican company created in 1999, with the aim of acquiring, processing and marketing various types of seafood for both export and to supply the local market

Having initially dedicated itself only to the collection, processing and sale of shrimp and crab, its acquisition was made from artisanal fishermen in Sofala province and surroundings of Beira.

For this purpose, Bazaruto Pescas had established collection camps along the coastline not only for the purchase of shrimp and crab from artisanal fishermen, but also for the exchange of products that were essential for the fishermen and its families.

The product acquired was then brought to its own European Union approved processing plant situated in Beira and processed to the clients specifications

As the demand for products and mainly for shrimp was increasing, the company decided to start acquiring the shrimp from artisanal and semi industrial ice fishing vessels that performed their fishing south of Beira

After several years, the method of acquiring shrimp from small vessels began to falter due mainly to the fact that most vessel owners were reluctant in changing the way they worked to keep up with the economic measures that were rapidly changing

Unfortunately, economic conditions had changed so drastically that the largest number of small vessel owners were unable to survive the change, which forced the company to look for other alternatives.

In 2014, the company's management decided to rent vessels from shipowners who for various reasons were no longer interested in the industry, and manage them

This lasted until the end of season of 2018 as the vessels rented were very old and in need of a major costly refurbishment

Currently in the market for more than 20 years, Bazaruto Pescas has diversified its way of acting in the market, expanding the supply capacity not only in the production and commercialization of shrimp and crab, but lately also in the first, second and third grade fish, which conditioned the company to good market stability and national and international recognition, having won a award and decorations at a International Fair (FACIM)

1) Project Overview

In view of what has been exposed, and due to our long experience in the chain from acquiring the product not only from artisanal fishermen but managing the fishing vessels, processing and marketing it, the management has therefore decided to source for financing to acquire its own vessels and to restart the collection program from the local fishermen

Therefore, the project covers the acquisition of certain equipment and repair of a existing vessel, namely:

The acquisition of a semi Industrial Ice Trawler

Which has as the main objective, the fishing of shrimp for export and second and third grade fish for the supply of the local market during the fishing season, which runs normally from April to November of each year.

This vessel will solve the needs of the shrimp buyers, whose main commercial objective is to import this product, due to the price and demand in the international market.

It will also be a great supplier of second and third fish that it's a staple diet for the local population and sold at our own fish selling outlet

It should also be noted that the trawler that is going to be acquired, has the capacity to be used for Line Fishing, and can be used in the period when the trawling season is closed thus having a dual purpose

Acquisition of Line Fishing Vessel

This vessel will be used to catch line fish that will be processed in our factory and, although some will be sold locally, mostly will be exported thus bringing much needed foreign currency into the country

Repair and Update of Fibre Vessel for Collection (Existing)

Comprises the investment in the repair of a vessel owned by the company that is currently in an inoperable state, due to the fact that it was dragged and partially damaged, when IDAI cyclone struck the city of Beira.

This vessel in addition to the collection of products from the artisanal fishermen, can also be used for line fishing if and when necessary

Acquisition of Fibre Vessel for collection

One of the Government's major objectives for the fishing industry is to promote artisanal fishing in small fishermen, thus creating collection partners, so that on the one hand they can increase their fishing capacity because they already know that after catching the fish they will sell it and on the other hand, the Government will answer the concerns of small fishermen about the lack of a market for subsequent sale of their fish and an increase in production and trade levels at national level.

For our part, Bazaruto Pescas, the collection program will allow an increase in stock and, consequently, an increase in the capacity to respond to the needs of our local population

2) Project's Objective

Brief description of the objectives of the project

In order for the project to be successful, Bazaruto Pescas has, first of all, to become self sufficient as far as equipment to pursue its main objective is concerned.

2.1 - Improving the living conditions of artisanal fishing communities

Bazaruto's intention is to make a business exchange in the areas where it intends to buy the product from artisanal fishermen, that is, to bring to these areas products the articles that the fishermen lack, such as cooking oil, soap, flour, salt, etc. .and in exchange to buy products from artisanal fishermen

2.2- Creation of new jobs:

With the acquisition of the new vessels, the company will have to obtain the services of captains, sailors, and increase the number of processors in the processing plant

2.3- Guarantee product for sale (Do not depend on third parties)

With the acquisition of vessels, together with the artisanal collection, the company will no longer be dependent on third parties in order to achieve its objectives

2.4 - Product for internal sale

The company will prioritize the trawl fishing for second and third grade fish, a product that serves as basic food for the population

The accompanying fauna will be the shrimp and this will be processed for export

2.5 - Product for export

The products for export, namely crab and shrimp, will bring much needed foreign currency into the country

3) Vision

It is the company's vision, in the short term, to facilitate and promote artisanal fishing, ensuring the collection of their products through our purchase, and at the same time, increase the company's stock levels thus reducing the food needs of families in Mozambique

In the medium term, it is Bazaruto Pescas's vision to be a national reference in the export market for fish products at international level.

In the long term, through commercial discipline and good fiscal policies, make the company financially strong and profitable