



# AGENDA

SEMINAR

## FISHING COMPANIES WITH INVESTMENTS AND OPERATIONS IN THIRD NON-EU COUNTRIES: AFRICA CASE STUDIES



Thursday 23rd May 2024  
09:00-16:00h



Venue: Brot für die Welt  
(Bread for the World) HQ  
Caroline-Michaelis-Str.1, **Berlin**



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# AGENDA

**09:00h** Welcome by the Chair of the LDAC  
Mr. Iván López van der Veen, Chair of the LDAC.

**09:15h** **INTRODUCTION · Legal framework and perspective from the EU and Africa**  
*Chairing:* Mrs. Béatrice Gorez

What do African countries expect from joint ventures in the fisheries sector?  
Dr. Huyam Salih, AU IBAR (African Union).

General legal framework for fisheries joint ventures in Africa presentation  
Mrs. Diénaba Beye, UN/SRFC.

Exchange of views with DG MARE  
Mrs. Isabelle Garzon, DG MARE.

**10:00h** **SESSION I · Identifying good economic, environmental and social practices**  
*Chairing:* Mr. Iván López van der Veen

## **1.1 - EU Fishing companies with investments in third countries:**

• The case of Spain:

• Evolution of the regulation of fishing companies in third countries in Spain and the EU and the current situation of their registry.

**Mr. Francisco Fernández**, Secretariat General for Fisheries of Spain.

• Presentation of the study on: “Estimating the Economic and Social Impact of Joint Ventures”

**Mr. Francisco Xavier Martínez Cobas**, Ardán Chair, Vigo Free Trade Zone Consortium/ University of Vigo.

## **1.2 - Case studies from Africa: Experiences of EU fishing companies with investment in Namibia, Mozambique, Senegal, Nigeria and Indian Ocean.**

• The case of Seychelles:

**Ms. Sheriffa Morel**, Ministry of Fisheries and the Blue Economy, Seychelles.

• Case study on Indian Ocean: “The role of ALBACORA and Tuna in fostering growth in Small Island Developing States and small-scale economies”

**Mr. Alfonso Menoyo**, Albacora Group.

## **Q&A**

**11:00h** • Case study on Namibia: “NOVANAM as the backbone of the economy and the development of Luderitz from independence to this day”

**Mr. David Troncoso**, Nueva Pescanova Group.

• Case study on Mozambique: “PESCAMAR’s contribution to the economic and social development of Beira since 1980”

**Mr. David Troncoso**, Nueva Pescanova Group.

## **Q&A**

**11:30h** **COFFEE BREAK**



**11:45h** • Case study on Senegal: “Working together for a better world”  
Mr. Roque Serrano, Armadora Pereira.

• Case study on Nigeria: “Investing in Nigerian Shrimp Trawling”  
Mr. Stewart Harper, Cornelis Vrolijk Holding BV.

## Q&A

**12:15h** **SESSION II · Joint ventures and food security: The case of the small pelagics value chains in West Africa**

*Chairing:* Mrs. Vanya Vulperhost

### **2.1 - African fishers’ point of view on joint ventures and synergies with Sustainable Fisheries Partnership Agreements (SFPAs).**

• General overview by Mr. Gaoussou Gueye, AFRIFISH-Net.

• Impact on African women processors: Mrs. Adama Djalo, CAOPA, Guinea-Bissau.

**12:40h** **2.2 - The case of EU investments in small pelagics value chain in Mauritania.**  
Mr. Ahmed Babou, Cornelis Vrolijk’s Cap Blanc Company.

### **2.3 - Exchange with participants**

**13:15h** **LUNCH BREAK**

**14:15h** **SESSION III · Working towards a framework for sustainable joint ventures in African fisheries**

*Chairing:* Mr. Julien Daudu

### **3.1 - Identification of key aspects of governance and good practices in order to establish a solid framework for sustainable investments in African fisheries.**

Mr. Mohamed Sadiki, COMHAFAT.

### **3.2 - The issue of Level Playing Field in relation to social aspects and working conditions: Recent FAO/ILO/IMO developments concerning IUU-fishing and guidelines for medical examination of fishers.**

Mr. Ment van der Zwan, Europêche (retired).

### **3.3 - Lessons, regarding joint ventures, learned from FAO’s work on access arrangements.**

Professor, Liam Campling, FAO consultant.

### **3.4 - What EU Fishing Companies in Third Countries are asking for, and the reasons behind it.**

Mr. José Ramón Fontán, ANEPAT.

**15:30h** **CONCLUSIONS**

*Co-Chairing:* Mrs. Béatrice Gorez and Mr. Daniel Voces

Presentation of conclusions/recommendations/action points by the reporting team

Mr. Lala Ranaivomanana, Professor Univ. Toliara/Director BCPA.

Mr. Michael Earle, EP fisheries advisor (retired).

## CLOSING OF THE MEETING

# SPEAKERS



## Adama Antonia DJALO

**Vice-president of CAOPA.**

Antonia Adama Djalo is a fish processor from Guinea Bissau. She is President of the National network of women in artisanal fisheries in Guinea Bissau (RENAMUP-GB) and also of the Federation of women associations in the economic sector (AMAE). She is also vice-president of the African Confederation of Artisanal Fisheries Organisations (CAOPA).



## Ahmed BABOU

**Advisor of the Board CBP.**

Ahmed was born and raised in the Netherlands with parents from Mauritania and Morocco. After his education he gained a lot of knowledge in all three countries, which allowed him to guide and advise many foreign companies in Mauritania over the past 25 years. Especially in law and regulations, but also culturally. On the other side he guided Mauritanian businesses in Europe. Over the years CBP has completed various projects in Mauritania regarding agriculture, fishery and infrastructure, giving them a broad knowledge of the country.



## Alfonso MENOYO

**Fleet coordinator at Albacora Group.**

With just over 15 years in the food sector, and 10 in Albacora. Throughout this last phase, Alfonso has been able to collaborate and develop projects in departments such as purchasing, quality and currently, in operations, within his actual position as Fleet Coordinator.

He has also participated in the launch of the group's R&D unit. Alfonso has collaborated on process improvement projects, closely linked to resource optimization. This has allowed us to generate solutions in areas such as Blockchain or data management and rationalization. Both are very closely linked to the digitalization of processes.



## Béatrice GOREZ

**CFFA Coordinator.**

Béatrice Gorez has been spokesperson and coordinator of the Coalition for Fair Fisheries Arrangements (CFFA) activities since 1994. This included extensive collaborations with African artisanal fishing organisations and advocacy towards EU institutions on EU-African fisheries policies that affects African fishery dependent coastal communities.

Prior to becoming CFFA spokesperson and coordinator, Béatrice Gorez was employed by the International Collective in Support of Fishworkers (ICSF) in its Brussels secretariat. She has also been employed, or volunteered, in various initiatives, such as the Fair Trade Max Havelaar Foundation, or the Belgian Green Party.





## Daniel VOCES DE ONÁINDI

### **Managing Director of Europêche.**

Daniel Voces has a master's degree in law from the University of Santiago de Compostela. He later obtained a master in European Studies and a postgraduate degree in international maritime transport.

Since 2012, Mr Voces works for Europêche, the most relevant European association representing the fishing sector. In 2016, he was appointed its managing director. He has previous experience working as an intern in the European Parliament Fisheries Committee and the Galicia Europa Foundation on EU regional policies. Mr Voces has been appointed alternate member and advisor in the European Economic and Social Committee (EESC) for the period 2020-2025. He is a member of several EU Fisheries Advisory Councils and the European Social Dialogue Committee for Sea Fisheries.



## David TRONCOSO GARCÍA-CAMBÓN

### **Upstream Strategy Director in Nueva Pescanova Group.**

Born in Vigo 59 years ago. He has been with the Nueva Pescanova Group for 34 years, 30 of which he has been linked to Africa; he lived 11 years in Mozambique where he was Executive Director of the subsidiary Pescamar, Lda., where he chaired and participated in the constitution of the shipowners' association AMAPIC. At the same time, he was Honorary Consul of Spain in the city of Beira, General Manager for Africa and later General Manager of the Fishing area, being a director in several subsidiaries of the Group in 4 continents, chairing the Boards of Directors of the subsidiaries Novanam in Namibia and Pescamar and Efripel in Mozambique.



## Dienaba BEYE

### **International legal consultant.**

Diénaba Bèye is a Senior Lawyer specialized in fisheries and environmental laws. She was the Technical Secretary in charge of the implementation of the law of the sea within the Intergovernmental Oceanographic Commission/UNESCO. And also the Head of the Monitoring, Control and Surveillance Department as well as the Head of the Policy and Legislation Department of the Sub Regional Fisheries Commission/SRFC. She was a Litigator before ITLOS for the fight against IUU fishing in the 7 Member States of the SRFC.

Since 2019, Dienaba has been coopted as the FAO Expert who coordinated the legal assessment of fisheries legal and policy instruments of beneficiary States for the CFI-West Africa Project.



## Francisco FERNÁNDEZ MARTÍNEZ

### **Deputy assistant director for economic sustainability and social affairs.**

Degree in Veterinary Medicine from the Complutense University of Madrid. He joined the General State Administration in 1992, and from 1993 to 1998 he worked as Senior Fishing Technician in the Subdirectorates of Aquaculture and Coastal Resources Planning and in the Subdirectorate General of National Fishing Grounds, Aquaculture and Coastal Resources.

From 1998 to 2020 he occupied different destinations in the Ministry of Agriculture, Fisheries and Food and in Autonomous Community of Cantabria, mainly as Head of Animal Health Service. In 2020 he rejoined the General Secretariat of Fisheries of the Ministry of Agriculture, Fisheries and Food, being in charge of the different registers of the Spanish fishing fleet, including that of Spanish fishing companies in third countries, and in the evaluation of the balance of the Spanish fleet fishery segments.



## Francisco Xavier MARTÍNEZ COBAS

**Titular Professor, Financial Economics & Accounting, University of Vigo.**

Francisco Xavier Martínez Cobas (Vigo, 1968) has been professor of financial economics and accounting at the University of Vigo since 1993. He has a master's degree in accounting and auditing and a doctorate in economic and business sciences. He is trustee of the Isla Couto Foundation and the Penzol Foundation, both of public interest.

In the academic field, his main lines of research are foreign direct investment, entrepreneurship, cross-border cooperation and intellectual capital. In these fields, he was a visiting professor or researcher at universities of Argentina, Brazil, Canada, Italy and Mozambique, as well as a teacher in the master's degree in foreign trade and international business from the Carlos III University of Madrid, Deusto and Las Palmas.



## Gaoussou GUEYE

**President of the Continental Platform of Non-State Actors in Sustainable Fisheries and Aquaculture (AFRIFISH-Net) and President of the African Confederation of Artisanal Fisheries Professional Organisations (CAOPA).**

Mr Gueye has been working in the fishing industry for 30 years. For some time now, he has dedicated himself to the functioning of professional organisations in the African artisanal fishing sector, while at the same time engaging in capacity-building for stakeholders and advocacy for sustainable small-scale fishing. The aim is to ensure food and nutritional security for the people of Africa.

Mr Gueye is President of the continental platform of non-state actors in fisheries and aquaculture (AFRIFISH-Net), President of the Confédération africaine des organisations professionnelles de la pêche artisanale (CAOPA), and President of the Association pour promotion et responsabilisation des acteurs maritimes artisanaux (APRAPAM) in Senegal.



## Huyam SALIH

**Director of AU-IBAR.**

Veterinary epidemiologist with 20 years of extensive and diversified experience in managing, planning, and leading for livestock development using animal health interventions, disease risk assessment and prevention in Livestock value chains at national and global levels. Worked in different positions that aims to maintain the One Health status, ensure compliance with international sanitary and phyto-sanitary (SPS) measures, and expand livestock value chains linking small holder producers.



## Isabelle GARZON

**Advisor for International Affairs, DG Maritime Affairs and Fisheries, European Commission.**

Extensive experience of EU policies in several areas and international negotiations : agriculture, fisheries and maritime affairs, international trade and international development. Worked in a wide range of functions within and outside the Commission (policy design, political advice, legislation, financial management, think tank, teaching).

Has been working in fisheries and maritime affairs in the Commission for 10 years, dealing with structural funding, outermost regions, scientific data collection, sustainable blue economy, and currently focusing on international environmental protection and agreements, development of EU external fisheries, and bilateral cooperation with strategic partners.





## Iván LÓPEZ VAN DER VEEN

### **LDAC Chair.**

With a degree in International Relations from Vesalius College of the Vrije University Brussels, Iván López is President of the National Association of Cod Fishing Vessels (AGARBA) and General Manager of Pesquera Ancora, as well as a member of the Governing Council of the Fishing Shipowners' Cooperative of the Port of Vigo (ARVI). He is also the Chair of the EU Bottom Fisheries Alliance (EBFA) and member of Spanish Fisheries Confederation (CEPESCA) and EUROPÊCHE.

As manager he has worked in the processing industry and in fisheries operations in Spain, Argentina and Namibia.



## José Ramón FONTÁN DOMÍNGUEZ

### **President of ANEPAT.**

José Ramón Fontán holds a degree in economics from the University of Bilbao. Since 1976, he has carried out his professional activity in Las Palmas de Gran Canaria, Vigo, Madrid and Brussels, as a shipowner, manager, director and president of associations that he set up and founded. In parallel, he has maintained continuous executive relations with the fishing administrations of the EU, Spain and the autonomous communities of the Canary Islands and Galicia. He is currently founding president of Pesca Europa, President of ANEPAT, member of the LDAC and member of the board of directors of the Cooperativa de Armadores de Pesca del Puerto de Vigo (ARVI).



## Julien DAUDU

### **Chair of LDAC Working Group 5 on Horizontal Issues. Environmental Justice Foundation (EJF).**

Julien Daudu is Environmental Justice Foundation (EJF)'s Chief Representative in Brussels where he engages with critical EU staff across the organisation's range of activities. Julien also participates in EJF's ocean-related investigations building his experience working on fisheries-related issues – and more particularly the fight against illegal, unreported and unregulated (IUU) fishing and fisheries crimes – for more than a decade and across a wide range of geographies with a particular focus on Africa. Julien has been chairing the Working Group 5 of the Long Distance Advisory Council (LDAC) since 2020. Working Group 5 covers horizontal matters such as international ocean governance, IUU fishing and labour issues.



## Lala RANAIVOMANANA

### **University Professor, Institut Halieutique et des Sciences Marine Toliara - Madagascar.**

Director - BCPA Sarl (2020 - present).

Research Lecturer - IHSM Toliara (2008 - present).

Secretary General - Ministry of the Environment and Sustainable Development Madagascar (2019).

Secretary General - Fédération des Pêcheurs Artisans de l'Océan Indien La Réunion (2016 - 2017).

Director of Marine Conservation - WCS Antananarivo (2015 - 2016).

Director of Administration and Planning, Technical Coordinator of PE2 ONE Antananarivo (1998 - 2011).

Studies:

Habilitation to supervise research (ED Marine Sciences/ U-Toliara).

PhD in Halieutics, (ENSAR Rennes).

MSc in Maritime Resource Management, (UQAR Québec).

Fisheries Engineering, (IHSM Toliara).



# SPEAKERS



## Liam CAMPLING

**Associate Dean for Research and Professor of International Business and Development School of Business and Management, Queen Mary University of London.**

Liam Campling is Professor of International Business and Development at Queen Mary University of London. He has worked on international fisheries trade policy and its political economy for 20 years. He also researches global value chains in fish products, among other goods. He has undertaken applied research and analysis for Commonwealth Secretariat, East African Community, FAO, Pacific Islands Forum Fisheries Agency, UNCTAD, and the governments of Mauritius and Seychelles. He has published numerous reports, academic articles and books, including *Capitalism and the Sea* (Verso 2021). Since 2018 he has been working as a Fisheries Expert in a team supporting the Pacific Islands Forum Geneva office and the six Pacific Island WTO members, focussing on negotiations for an agreement on fisheries subsidies.



## Ment VAN DER ZWAN

**Europêche (retired).**

Ment van der Zwan, born in 1957, is a scion of a fishers and net-menders family from Scheveningen, Netherlands. He has been working as crewing manager for one of the larger Dutch fishing companies and has 45 years of experience. On the employers side, he negotiates collective bargaining agreements, for example, the CBA for non-EU offshore fishers. During his employment, he specialized in national and international maritime labour law and contributed as one of the chief negotiators to the making of the Work in Fishing Convention, 2007 of the ILO. He was spokesman for both the workers and employers when the sectors were consulted by the Dutch Administration on implementation of the Maritime Labour Convention, 2006, the Work in Fishing Convention, 2007, and the International Convention on Standards of Training, Certification and Watchkeeping for Fishing Vessel Personnel, 1995. He has taken and takes part in various national, European and international social dialogue committees and forums on safety at sea in fishing in general, often as spokesman for the fishing vessel owners.



## Michael EARLE

**EP Fisheries advisor (retired).**

From 1996 to his retirement in 2018, Michael was the fisheries adviser for the Greens in the European Parliament.



## Mohamed SADIKI

**Head of Programmes and Projects, Executive Secretariat, COMHAFAT.**

Mr Sadiki joined the Ministry of Fisheries in 1990 as a scientific observer. He then joined the various departments of the Directorate of Maritime Fisheries and Aquaculture. This experience was reinforced by multi-faceted training in public administration management, regional development, business management and the management of international organisations. In 2014, Mr Sadiki joined the COMHAFAT Executive Secretariat as Head of the Programmes and Projects Department. He has been appointed Focal Point of the Inter-African Bureau for Animal Resources of the African Union, at COMHAFAT, and is an active member of the African Mechanism for the Development of Animal Resources.

He is an active member of the African Fisheries Reform Mechanism, where he chairs the Fisheries Governance and Policy Group, and a member of the Advisory Council to the Secretariat of African Fisheries Ministers.

# SPEAKERS



## Roque SERRANO CAÑADA

### Fleet technical manager.

Naval Architect with PhD studies (UPM). MBA. Involved in the fishing business since 2006 working in many different countries (Namibia, South Africa, Australia, Uruguay amongst others). Expatriate Working in Peru/Chile during 2010-2012 period. Head of some Spanish sectorial fishing associations (Arpesco, OPP13).

Joined Armadora Pereira (Pereira Group) in 2016 where I develop my position as Corporate Fleet Technical Manager (new buildings, retrofittings, certifications) and Head of Operations in Senegal and Falkland Islands area.



## Stewart HARPER

### Cornelis Vrolijk Holding BV.

Managing Director of North Atlantic Fishing Co Ltd in UK. (1993-2018).  
Chairman, Atlantic Shrimpers Limited, Lagos, Nigeria. (2010-2018).  
Director, National Federation of Fishermen's Organisation UK (2000-2018).  
Chairman, Sussex Inshore Fisheries and Conservation Authority UK (2016-2018).  
Chairman, Humberside FPO UK (2020-present).  
MBA, University of Northampton UK.



## Sheriffa MOREL

### Director General (Fisheries). Ministry of Fisheries and the Blue Economy, Seychelles.

Ms. Morel is an experienced Economist who has worked in the fisheries sector. She is the current Director General of the Fisheries Division in the Ministry of Fisheries and the Blue Economy in Seychelles. Prior to her current role, she was the Director of the Policy, Planning and Fisheries Economic Intelligence Unit, Senior Economist and Economist at the same Ministry. Ms. Morel has a Master of Business Administration with Distinction and a Bachelor of Commerce in Business Management and Economics. She is currently pursuing a Master of Science in Applied Economics.



## Vanya VULPERHORST

### LDAC Vice-Chair.

### Campaign Director Illegal Fishing and Transparency, Oceana in Europe.

Vanya has been with Oceana since 2011 and has worked on Oceana's fisheries subsidies campaign and is currently leading on Oceana in Europe's campaign to stop illegal fishing and transparency, by increasing public information on vessels' end owners, EU seafood import controls as well as making the global long distance fleet more transparent, accountable and sustainable. She has an MA in International Relations and Economics from Johns Hopkins School of International Studies in Bologna, Italy, and Washington DC, and an MSc in Marine Resource Management and Protection from Heriot Watt University in Edinburgh, UK. Before joining Oceana, she did a traineeship at the European Commission Directorate - General for Maritime Affairs and Fisheries.





### **Information note about Coalition for Fair Fisheries Arrangement (CFFA-CAPE)**

The Coalition for Fair Fisheries Arrangements is a platform of European and African-based organizations that raises awareness about the impacts of the EU-Africa fisheries relations on African artisanal fishing communities.

Based in Brussels, its secretariat monitors EU policies related to fisheries to promote the views and demands of African artisanal fishing communities and facilitates dialogue between European institutions and decision-makers and African small-scale fishing stakeholders.

[www.cffacape.org](http://www.cffacape.org)



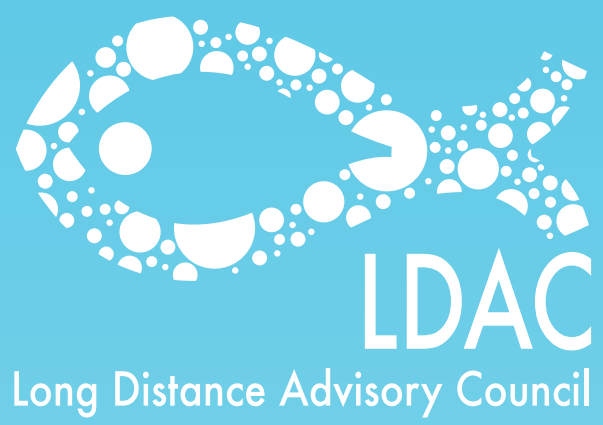
### **Information note about the LDAC**

The Long Distance Advisory Council (LDAC) is an EU fisheries stakeholder body which provides evidence based advice to the European Commission and EU Member States on matters related to Fisheries Agreements with Third Countries, relations with Regional Fisheries Management Organizations (RFMOs) in which the EU is a contracting party, or with international organizations in whose waters the EC Fleet operates, as well as other policy aspects such as fight against IUU fishing, social dimension or labour rights.

The LDAC is currently made up of 54 member organisations representing the fishing sector (including catching, processing and marketing sectors, and trade unions), and other groups of interest (environmental NGOs and civil society) from 12 EU coastal Member States.

[www.ldac.eu](http://www.ldac.eu)





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