



**St Helena
Government**

INVESTOR TO UNDERTAKE FISH PROCESSING CO-OPERATIVE ON ST HELENA ANNOUNCED

Questions & Answers

When will the operation start?

SHG will need to issue a licence for fishing and fish processing, and PQTSH need to import freezer vessels, bring on board members and recruit staff. Another announcement will be made when the date is confirmed, but it is likely to be in around 3-4 months.

Will the processing factory stay open?

Yes. Limited offshore handling and full inshore processing will proceed as Co-Op operations start.

Will there still be fish sales by truck?

Whilst the fish processing plant itself will not operate a fish sales truck, other businesses may wish to buy processed fish from the processing plant and sell that on via truck.

Will there be any changes of species on the market?

Possibly, as the model plans to base its catch directives (to members) with respect to volume and specie mix, on consumer preferences. Appropriate measures will be applied to comply as far as is practically possible to satisfy the consumer's tastes.

What will happen to existing staff at the processing plant?

As with any other commercial business operation, the factory and supporting staff complement will be structured and tailored to satisfy the business model in a cost effective way. The majority of staff will be local Saints. Where, and whenever possible, other local Saints will be phased in to replace expat staff.

How can I get in contact to discuss becoming a member of the Co-Op?

The application and criteria for Co-Op membership will be included in the Co-Op Constitution and will be made available to all interested commercial fishermen before the Co-Op operations start.

Who is PQ Trading (STH)?

PQ Trading (STH) is a St Helenian registered business.

The directors are Johan-Marais Bezuidenhout and his father Johann Bezuidenhout.

Johan-Marais Bezuidenhout started working in the fisheries in 1999, first in Plettenburg Bay for a Spanish Fish Exporter, followed by a position in South Africa's

biggest fish producing company, thereafter owning and operating a fish exporting company. He has also worked as an offshore commercial diver and air & mix gas dive technician. Johan currently lives in Cape Town.

Johann Bezuidenhout is an experienced Financial Accountant and Financial Director, a commercial fisherman, with General Manager Experience, notably of a fish packing facilities in Plettenburg Bay (South Africa), Isle of Skye (Scotland), Hout Bay Harbour (South Africa). He worked for the same Spanish Fish Exporter as Johan, as well as a number of other companies as a financial specialist and CEO. Johann currently lives in in Saldanah Bay.

What can they offer over what the previous factory had?

The existing fish factory will be upgraded/refurbished to the required standards to enable blast freezing capacity of -45°C. The PQTSH will add to the offshore fleet by bringing in two medium sized freezer vessels and one ice vessel, which will alleviate the pressure off the factory facility to freeze and process. The freezer vessels are both equipped to freeze its catches to -30°C. Upon delivery at Rupert's Bay, catches will be transferred into the reefer containers located on the factory premises. PQTSH will also provide training to staff, particularly continued upskilling with regards to quality management.

Will they do canned tuna, or secondary products?

There is still an opportunity for an investor to develop these products as these products are not currently within the initial business plan for the Co-Operative.

Are there enough fish in the sea to make the operation viable?

The tuna resources of both sea mounts (Cardno and Bonapart) are undefined and unknown and cannot be regarded as guaranteed to deliver the required volume to a potential investor or vessel owner. Due to this, PQTSH will conduct a due diligence exercise in order to verify, not only the tuna resources but also the bait resources, at both seamounts for a two-year period.

SHG is also awaiting a report from Cefas considering initial results from the Tuna Tagging work undertaken by the SHG Marine Team and that will help to inform the conditions of the fishing licence.

Are they long term investors?

Yes, they are investing to build a profitable and sustainable fishing industry on St Helena.

Is there going to be a new factory?

There will be consideration of this after two years of operation. Before any new factory is designed, there needs to be an understanding of supply and demand in order to build a fit for purpose space which is not too large, and not too small.

Will there be opportunity for me with some commercial fishing experience to be part of crewing offshore fishing vessels even if I am not currently a crew member?

Yes.

SHG, 28 February 2020