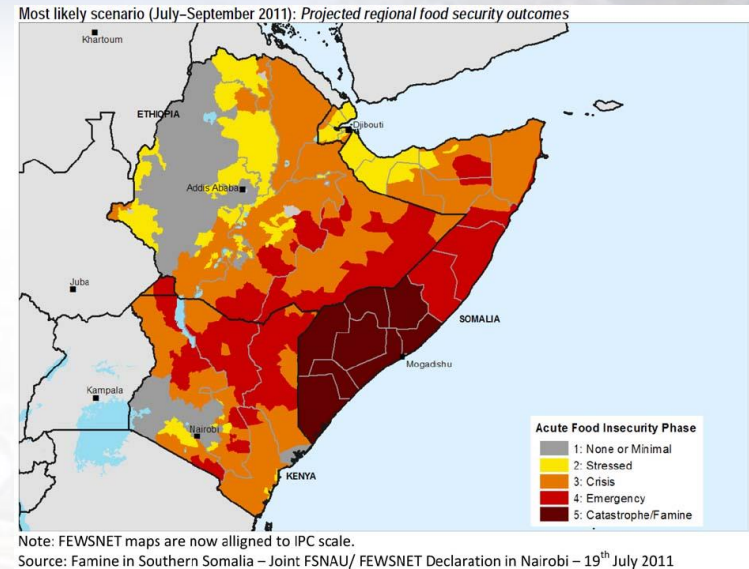
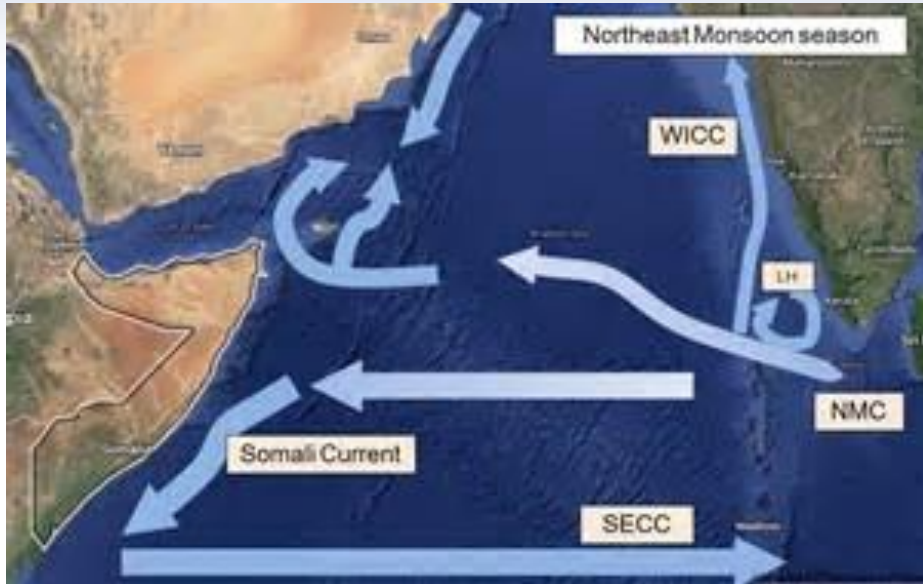




Fishing & Fishermen - a link to safe passage



HOA Region – One of the worlds last underdeveloped Natural Marine Resources



- African Coast vast marine pelagic area
 - upwelling nutrient rich currents sustain marine life

Maritime Safety and Security – Safe Passage

R = 900NM



Governance/Coastguard
Build Trust & Competency

- Collaboration
- Transparency

Budget

- US Coast Guard Budget '18 USD 10.67BN
- UK Coast Guard Budget '17 UKP 262M
- HOA EU NAVFOR 8M euro's
- HOA CG's/Maritime patrols limited donations/funds

Collapse of Somali Government

- Piracy beginnings

- 1991 Somali Civil War
- Loss of Government
 - Navy/Maritime patrols
- Spawned opportune foreign IUU fishing
- Alleged EU Illegal dumping of toxic waste material
 - Damage to maritime habitat
- 2003 Estimate
 - Somali fishermen imposed “fines” of USD100M on IUU foreign boats
 - Foreign Fishing fleets “net” USD 300M

Illegal, Unregulated and Unreported (IUU) fishing

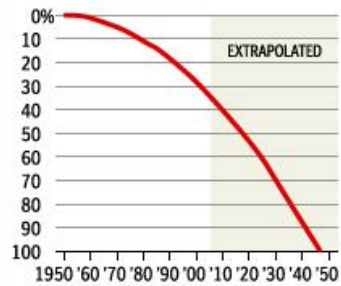
- Foreign vessels (trawlers)
 - Multiple nations
- Industrial freezing on board
- No job creation on land
- Licensing
 - No oversight on catch sizes, nets
- Leads to depleted stocks
- Trawling - Damage to environment unchecked
- Leads to Counter Action by local fishermen

Trawling - Damage

Fisheries' Downfall

If current fishing trends continue, all of the commercial fisheries will have collapsed by 2050, according to a peer-reviewed study.

Percentage of fisheries collapsed



SOURCE: Science | The Washington Post

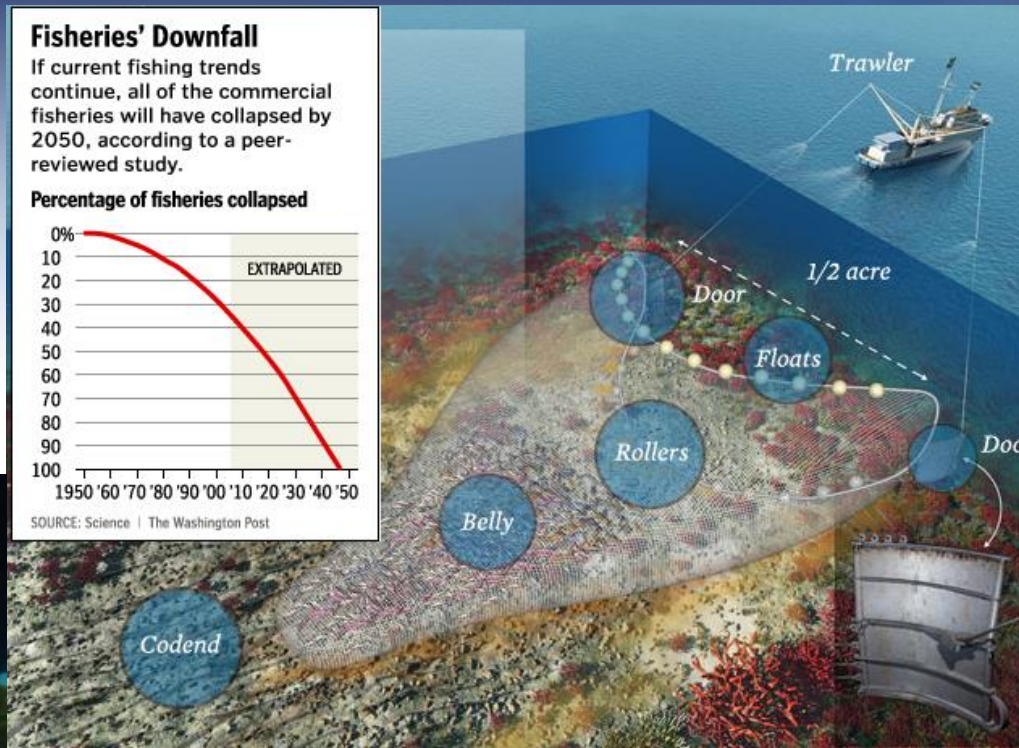
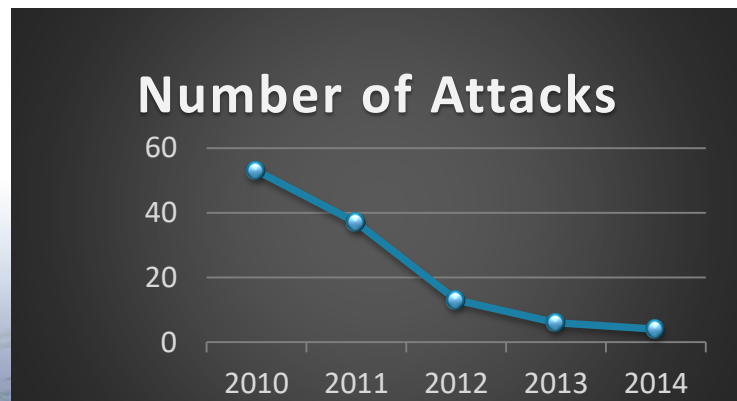
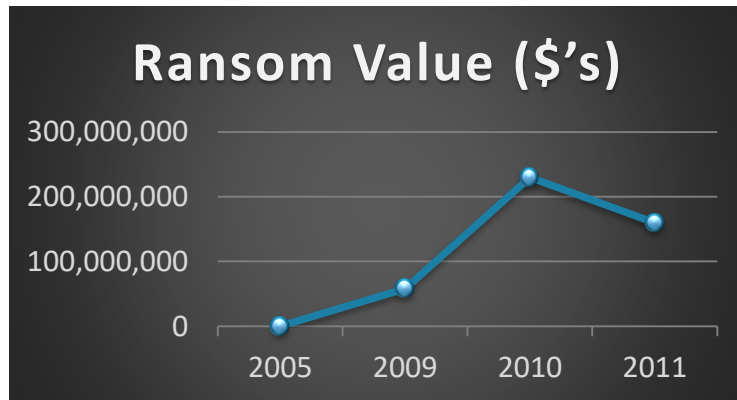


Image Courtesy:
Prof. J Murray Roberts
Herriot-Watt University



Piracy – A profitable business



- Pirate Elements
 - Criminal
 - Economic gain
 - Fishermen
 - Maritime technical knowledge
 - Supporting roles
 - Thugs, militia, GPS experts, Islamist fundamentalists
- Average ransom paid in 2010 was USD 5.2M
- 2011 report indirect cost was USD 6.6 – 6.9B
 - Insurance co's beneficiaries
 - Security co's beneficiaries
 - Fuel Co's!
 - Shipping lines net neutral
 - Customers – net losers!
- 2010 Loss of Suez Canal revenue estimated at 635M!

Safe Passage Circle - Symbiosis



**Coast
Guard**

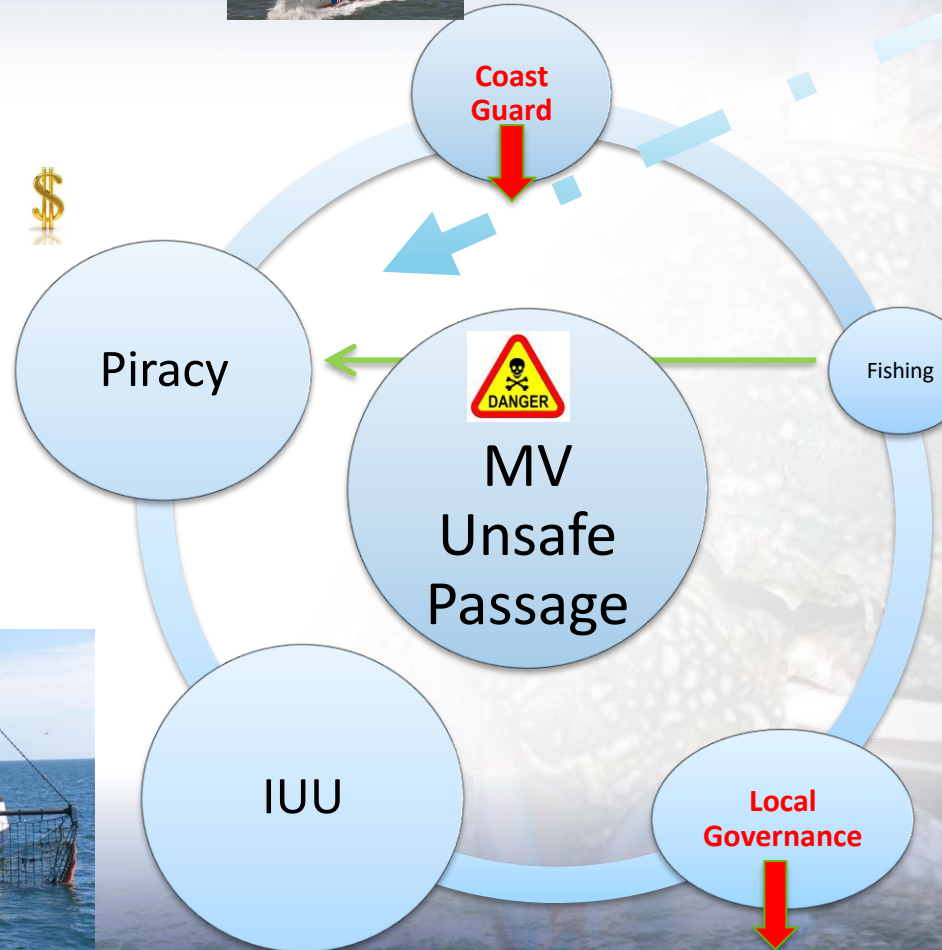
**MV
Safe
Passage**

**National &
Local
Governance**

Fishing

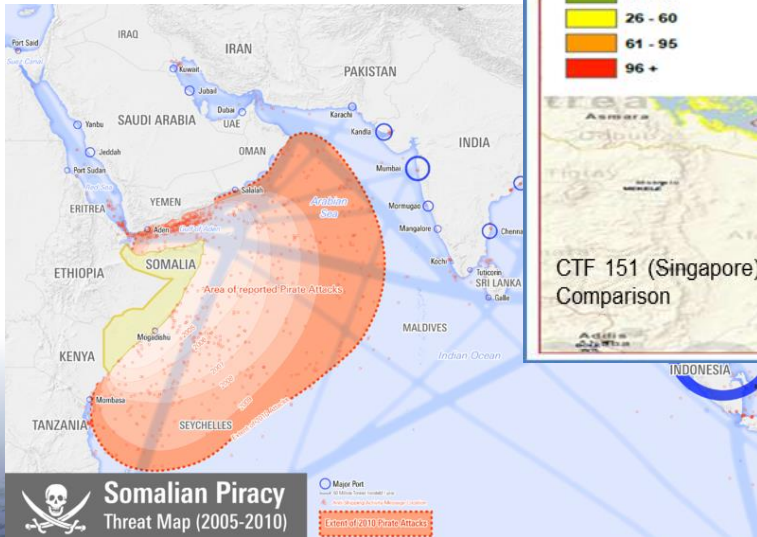
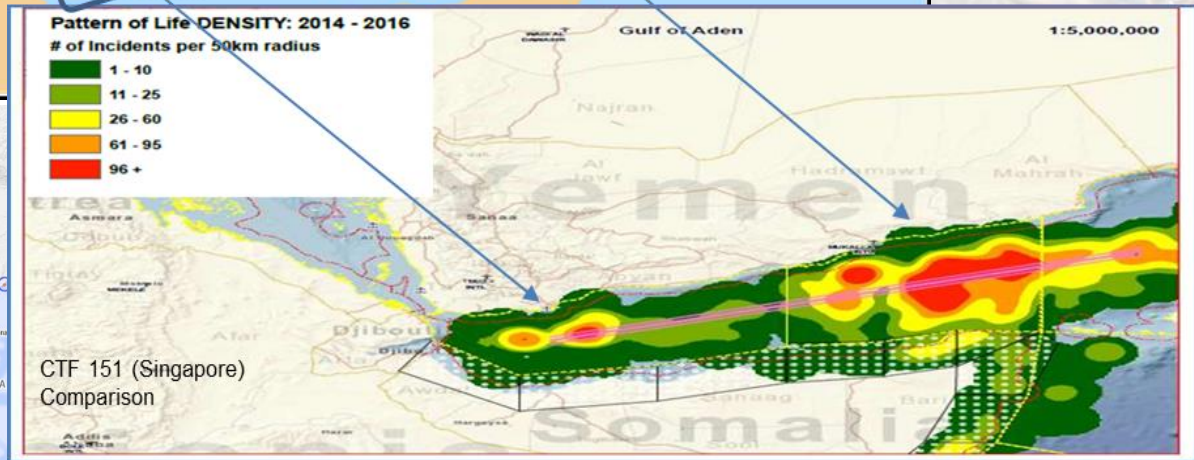
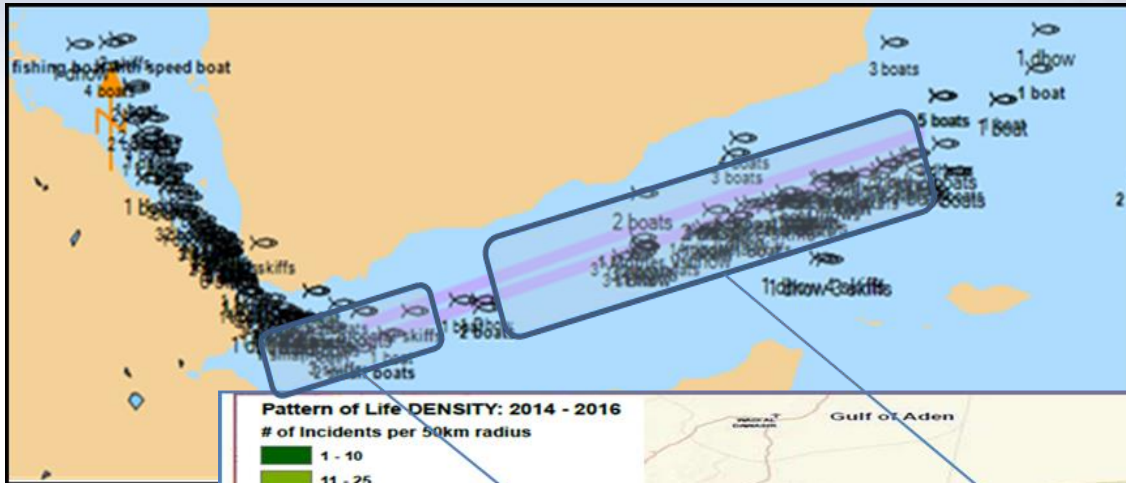


Failed State/Weak governance



Djibah SARL Seafood Processing Facility

Disposition of Reported Incidents Versus Sightings of Fishing Skiffs 2016



Fishing – HOA Regional Commercial Dynamics

- Acquisition Cost – low (Boats, distance, labour)
- Production Costs – high (energy, communications)
- Regional Logistics/Transportation Costs – high
 - Exception Djibouti
- Mentality
 - Lack of International acumen
- International Customer requirements
 - Minimum HACCP Certification
 - Quality Management System/audit
 - Consistency
 - Quality
 - Raw material

Abundant Product Availability

- Crab Species
 - Grading, maturity
 - Sustainability
 - Environmental



Fishing Methods

- Artisanal pot/creel
- Long Line



Success measured in more ways than profit

Employment

10 tonnes crab per day

- 250 fishermen
 - All men
- 80 processors
 - Mostly ladies
- Up to 300 derivative jobs



Investment in Technology Required to access highest value markets

- E.g. Cryogenic Freezing



Safe Passage from DJIBAH Seafood Djibouti!



Djibah SARL

Seafood Processing Facility

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