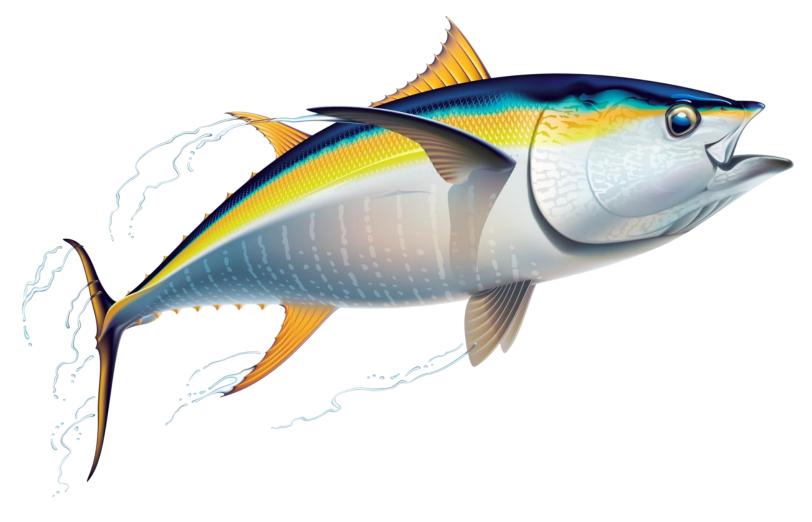
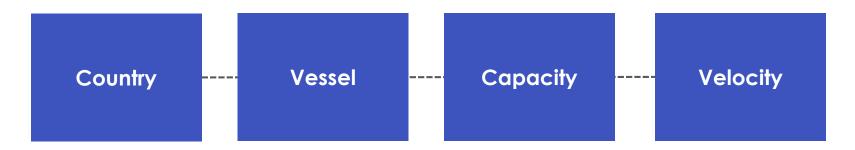
# State Of Seiner Fleets – Capacity, Growth, Effort Creep





# **1. Velocity is more important than the number of boats...**



Velocity: Rate at which money is exchanged in an Economy. (#of times)

Assumptions: 365 days, 72 days of closing period, 10 days of renew supplies

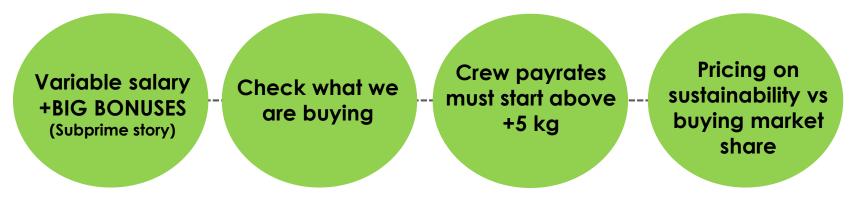
60 days for fishing trips DA = 253 fishing days 45 days for fishing trips FADs = 243 fishing days

10 vessels X 900 tons X (253/60 = 4.2) = 37,80010 vessels X 900 tons X (243/45 = 5.4) = 48,60029% difference



### 2. Wrong incentives call for short term profit, Profitcracy

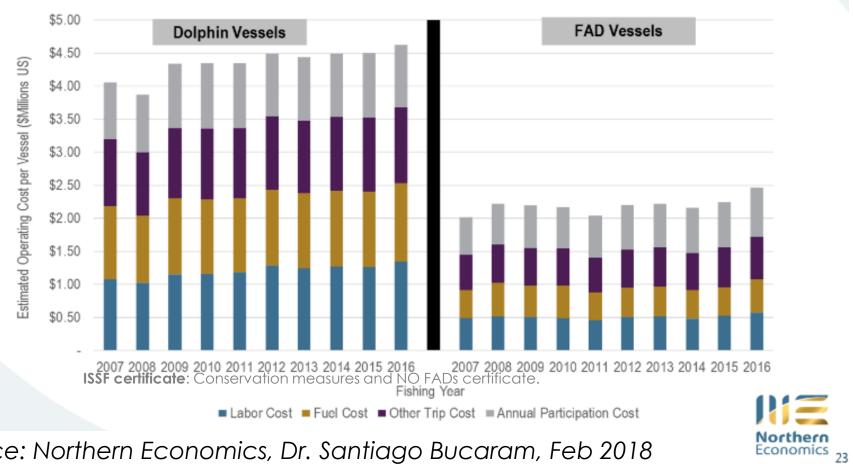








# Operating Cost per Vessel by **Vessel Type**

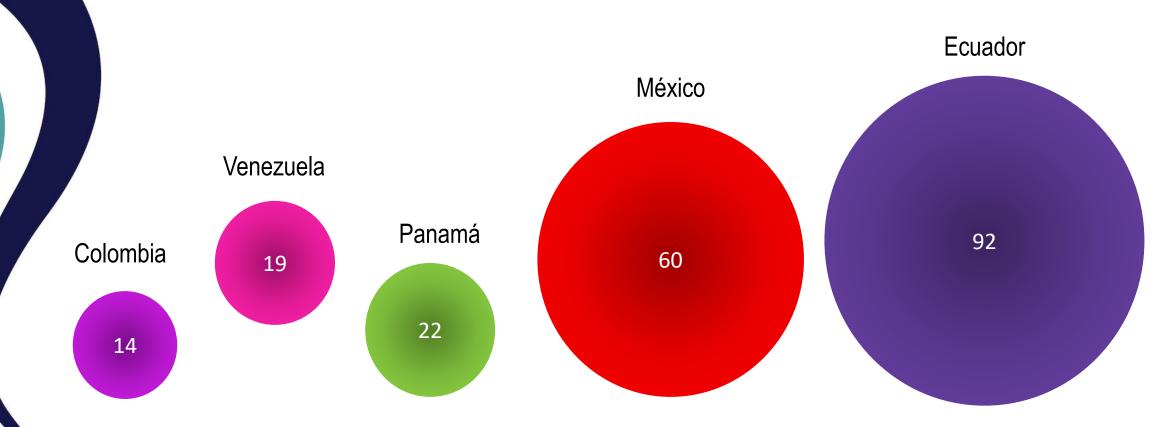


Source: Northern Economics, Dr. Santiago Bucaram, Feb 2018



# 4. We shouldn't care who has more, we must care who is more sustainable...

# **Carrying capacity (m3)**

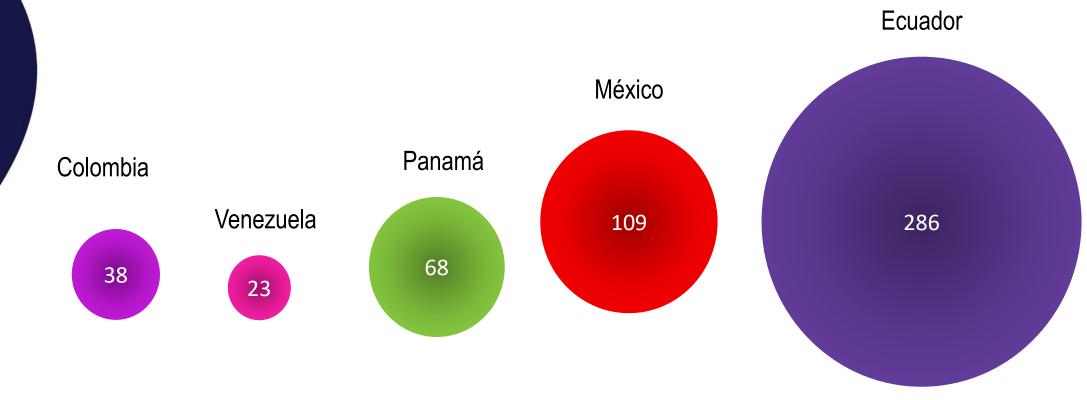


# Ecuador / Colombia 6.5 times

Ecuador / México **1.5 times** 



# **Catches (tons)**

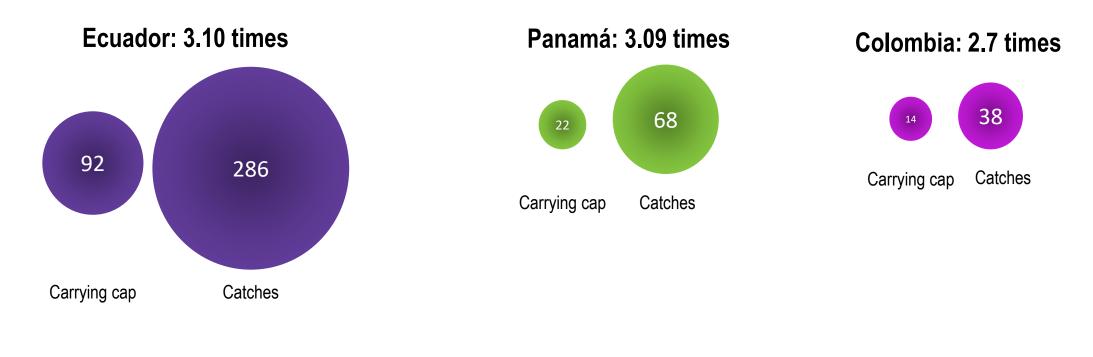


# Ecuador / Venezuela 12 times

Ecuador / México 2.6 times

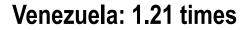


# **Carrying capacity vs Catches**



México: 1.8 times









# **5. Sustainability peacemakers vs Tuna Wars**



#### **INTERNATIONAL GUIDELINES**

Follow the most rigorous sciencebased sustainability standards of IATTC & international experts.



#### **STATE OF ART EQUIPMENT**

Use state-of-the-art environmentally sensitive technology and gear.



#### Train captains and crew to manage operations with international best practice.





#### 100% INDEPENDENT MONTIORING

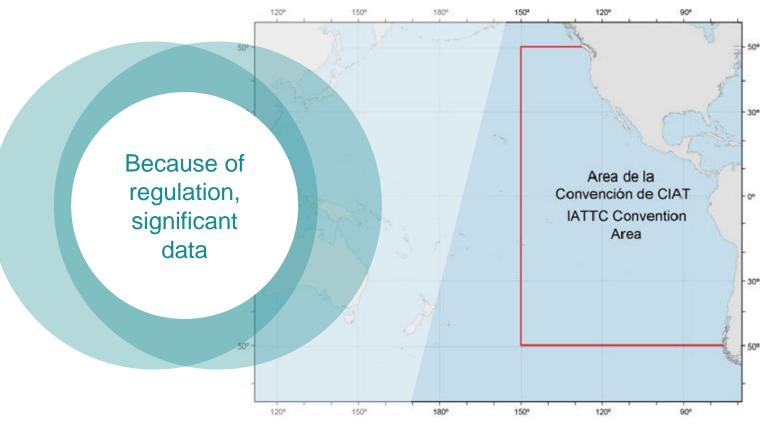
Ensure all trips & all vessels have an independent observer on board verifying practice.



Commitment to highest scientific standard and to continuous improvement.



# 6. It is time to get a new Antigua, not by consent. Agile decision making is paramount...



#### IATTC

 Established in 1949, the IATTC is the international body responsible for the long-term conservation and sustainable management of tuna and other marine resources in the Eastern Pacific Ocean (EPO). The IATTC is comprised of 21 member nations and four cooperating non-members. In 2010, the IATTC members signed a stronger, modernized agreement – the Antigua Convention – that further strengthened the organization's focus on ecosystem based management, which is focused on the overall sustainability of the ocean and moves away from a one species management scheme like has been prevalent in many fisheries.



# 7. Consumers will always have the last word.



Source: GlobalWebIndex Q2 2018 Base: 111,899 Internet Users aged 16-64

% of Eco-Conscious Consumers who say the following make the biggest impact on their eco-friendly purchase decisions





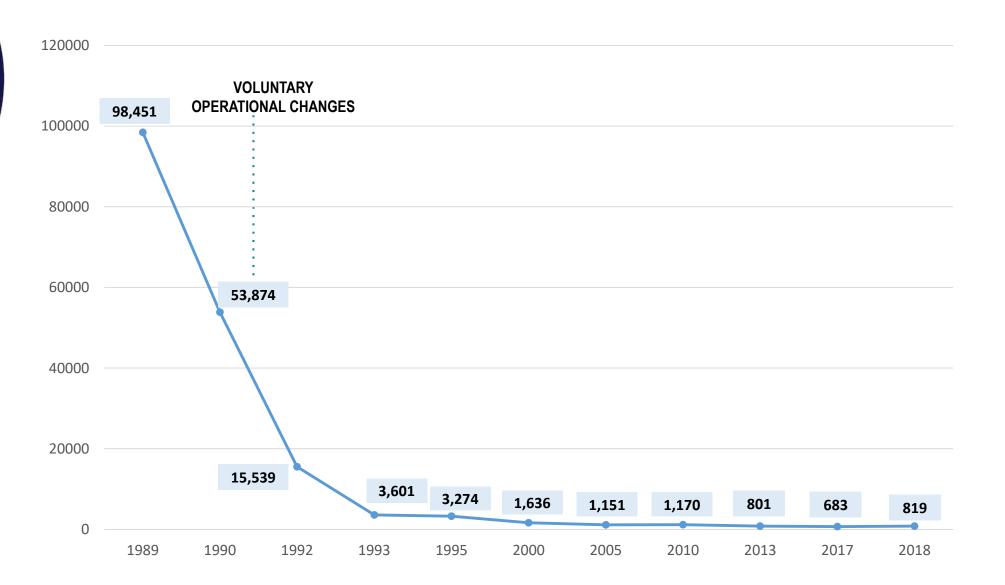


# 7. Consumers will always have the last word... cont. We can't fake sustainability !!





### **DOLPHIN MORTALITY IN THE OCEAN ONCE HIGH**





# What we actually see in the ocean...



# **OUR COMMITMENTS AND ACHIEVEMENTS**

Pilar	Objetivo	KPI 2019	Resultado 2019	Avance 2019	KPI 2020
Sostenibilidad Medioambiental					
Mejorar el uso eficiente de los recursos en nuestras operaciones	% Reducción de residuos sólidos peligrosos	RP 10%	RP 8%	RP 80%	Mantener 10%
	Reducción en Lt consumo de diésel (proyecto Start – Stop)	134,440 L	153,073 L	114%	381,000 L
	Reducción emisiones CO2 (proyecto Start – Stop)	378.56 †CO2	431.03 †CO2	114%	1,072.82 †CO2
	% Reducción del consumo de energía vs A A	3%	10%	326%	5%



# **Questions**<sup>2</sup>





