

FLANTRADE INVESTMENTS CC

Detailed herein is a summary of the background and activities of Flantrade Investments (Flantrade) and the services the company provides.

FLANTRADE



The company was established in 1998 by Brian Flanagan. The focus of its business activities is to provide a comprehensive management service to individual fishing right holders, fishing associations and vessel owners.

Further to the above-mentioned activities, Flantrade provides comprehensive advice to persons/companies wanting to invest or are active in the fishing industry.

FLANTRADE – SERVICES

PARTICULAR EXPERTISE & SERVICES PROVIDED BY FLANTRADE INCLUDE:

- Overall vessel management (implementation of company policies and Board directives)
 - Preparation of operating budgets and monthly reporting thereafter;
 - Capex programs
 - Strict management of cash flows
 - Daily liaison with the vessel at sea and when in port
 - Managements & Supervision of :
 - docking & sailing
 - catch (production on board, discharging, tally, cold storage, loading containers and freight
 - repairs & maintenance
 - annual surveys & dry dockings
 - purchases
 - recruitment of officers & crew
 - medical examinations & medical problems
 - product quality control
 - marketing & selling
 - Liaison with Branch Fisheries, Department of Environmental, Forestry & Fisheries
 - Liaison with the National Regulator for Compulsory Specifications (NRCS)
 - Liaison with South African Maritime Safety Authority (SAMSA)
 - Management and administration of local authority requirements.
 - Liaison with other relevant South African Government departments.
 - Management of fishing rights
 - Instituting and defending legal proceedings
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FLANTRADE – CURRENT OPERATIONS

Flantrade is active in the following fishing operations:



Ruwekus Fishing (Pty) Ltd, comprising 5 shareholders, is a right holder of South Coast Rock Lobster. The company is the owner of a deep-water longline lobster vessel, the MFV “Rigel 4” that is active in the catching and processing of South Coast Rock Lobster.

Flantrade is responsible for providing management services to the company including the marketing & selling of the lobster in the US markets.



ORAFKO LTD, the owner of the deepwater trawler, the MFV “Nikko Maru No. 1”. This vessel is active in the Southern Indian Ocean Orange Roughy and Alfonsino fishery. Flantrade, jointly with representative from Taiyo Fishing Japan manages the vessel operations.



A Patagonian Toothfish J/V entered into between; Arniston Fish Processors (Pty) Ltd, Bato Star Fishing (Pty) Ltd, Suidor Fishing (Pty) Ltd & Braxton Security Services CC t/a Braxton Shipping, the first 3 companies are holders of South African Patagonian

Toothfish fishing rights. Braxton Shipping is the owner of the longline Toothfish vessel, the MFV “El Shaddai”. This vessel is active in the toothfish fishery in the Prince Edward Islands. Flantrade is the appointed representative for the 3 fishing right holders serving on the J/V Management Board.



Oceana Paragon, a J/V with 4 members (Arniston Fish Processors (Pty) Ltd, Oceana Brands Ltd, H.S. Williams Fishing CC & Stamatis Fishing CC).

The J/V is the owners of the vessel, the MFV "Oceana Paragon".

This vessel is active in the catching of pilchards and anchovy. The fish are either canned or processed into fishmeal. Brian Flanagan, a shareholder in Arniston Fish Processors (Pty) Ltd, is a member of the Joint Venture Operating Board.



Cape Fish (Pty) Ltd, comprises of 3 shareholders of which Flantrade is one. Cape Fish focuses on the supply of seafood into the food services sector, specializing in the handling of fresh yellowfin tuna and swordfish. The business owns a H.A.C.C.P certified

processing facility located in Cape Town, Paarden Eiland with onsite blast freezing, holding freezer, chiller and processing rooms. In 2018, the retail store was opened with a vision of changing the way seafood is presented and sold to the end user. For people who love cooking and eating fish and seafood, Cape Fish Retail Store provides a consistent and trustworthy source, which will surpass expectations on stock, cleanliness, and style.

South Coast Rock Lobster Industry Association - Flantrade provides secretariat services to the association.

South African Patagonian Toothfish Industry Association - Flantrade provides secretariat services to the association.

FLANTRADE OPERATIONAL PORTS, SERVICE SUPPLIERS & MARKETS

Flantrade has / can provide services in the following ports:

- Cape Town, Mossel Bay, Port Elizabeth & Durban
- Walvis Bay & Luderitz
- Port Louis - Mauritius
- Hobart - Tasmania
- Bluff - New Zealand

Flantrade has excellent working relationships with the numerous suppliers, some of the main suppliers include:

- Ships Agents (Trade Ocean, Sea Shore Maritime, IBL Mauritius / P. Louis)
- Cold Storage (Commercial Cold Storage, Cross Berth Cold Store, Premier Fishing & Froid De Mascareignes / P. Louis)
- Electronic (Pertec, Cape Maritime, Radio Holland, SMD & MRAD).
- Factory deck (Bennetts, Goldmann Engineering & DG Engineering).
- Fishing Gear (African Maritime, Motueka Nets & many others).
- Engineering (Atlas, CWP, Cape Maritime Electronics, DORMAC, Globe Engineering, Hesper Engineering, IMS Engineering, Barloworld, WJ Electrical Services, Elgin Brown & Hammer, Petec Services, Unilog & Taylor Smith).
- Ships Chandler (Anchor Chandling, Ken Lee, IOC, Natship & Chandling International)
- National Port Authority
- Department of Environmental, Forestry & Fisheries - Branch Fisheries
- NRCS & SAMSA.
- Chamber of Commerce, South African Revenue Services, South African Commercial Banks, South African Law Practices, South African Charter Accounts & Insurance Companies, Assessor and Surveyors.

FLANTRADE IS ACTIVE IN THE FOLLOWING MARKETS:

- US Market (South Coast Rock Lobster, Octopus, P.Toothfish & Orange Roughy).
- Asia & Japan (West Coast Rock Lobster, P.Toothfish, Orange Roughy, Alfonsino, Cardinal and other bycatch).
- Europe (fresh Longline Hake, West Coast Rock Lobster and South Coast Rock lobster).

FLANTRADE LOCATION

Unit 15, 1st Floor
Marine Drive Industrial Park
8 Marine Drive
Paarden Eiland
Cape Town
South Africa
7405

Postal address:
PO BOX 50132
Cape Town Waterfront
8000

FLANTRADE INVESTMENTS MEMBERS & MANAGEMENT

Kevin Flanagan

Brian Flanagan

Craig Myburgh

www.flantrade.co.za