

Piscifactorías De Los Andes S.A.

Grupo **Abaco**



https://www.youtube.com/watch?v=qKD_QOKMEAE

WHERE WE ARE

- *Rainbow Trout (*Oncorhynchus mykiss*)*
- *Farming since 1,978*
- *Where are our Operations?*



WHERE WE ARE

**Lake Titikaka, located in Puno Region at 14,000 feet above sea level.*

**Population 1.2 M*

**Main Economical Activities: Mining, Tourism, Agriculture and Animal Farming (Very low Scale)*



WHERE WE ARE



- **Main Characteristics:**

- **Big Scale Operations**
- **2,019 Offer Capacity: “3,500 Ton Gross Weight Combo”**
- **Fresh and Frozen Processing (Now in 3 Sites)**
- **Daily Harvesting.**
- **Strict quality standards**



FARMING



- Farming Time: 10 – 12 months and 14 – 16 months.
- Harvest Target: 600 gr. and 1,600 gr. Gross
- Absence of Antibiotics.
- Daily Harvest
- BAP Certified Farm



- Harvest and Processing Every day.
- High Quality Standards
- Very delicate Trimming (By hand)

FARMING



PROCESSING



- Piscis main Criteria:



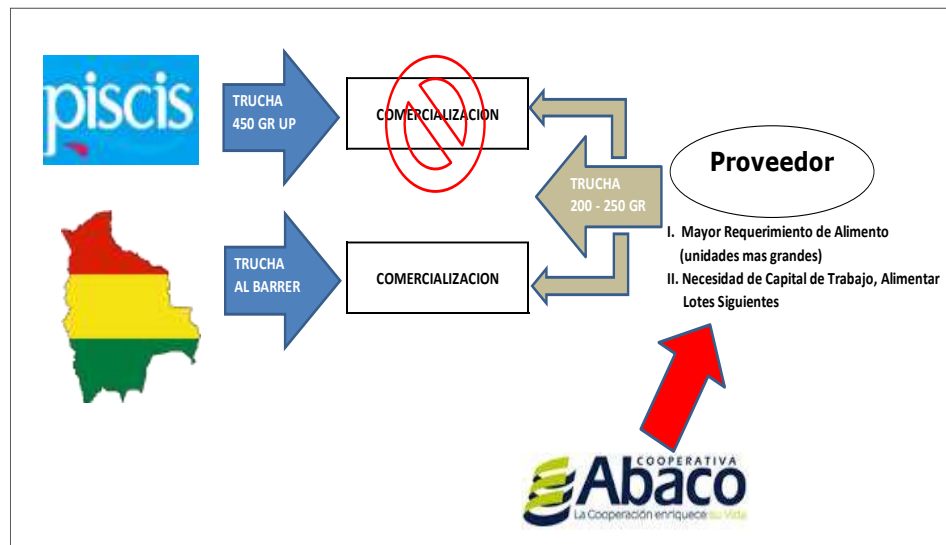
Development
of the
Peruvian
Trout Cluster

Social
Responsability

Environmental
Responsability

Development of the Cluster

Pre - 2,014 Main Situation



The Proposal



60 - 75 DIAS APROX.



Peso Prom: 200 gr

Unidades: 30,000

Biomasa: 6,000 Kg

P.V. x Kg: S/. 11.00

Venta: S/. 66,000

Peso Prom: 450 gr

Unidades: 27,000

Biomasa: 12,150 Kg

P.V. x Kg: S/. 10.50

Venta: S/. 127,575

Biomasa a crecer: 6,150 Kg
fc: 1.4
Alimento Requerido: 8,610 Kg
Precio Alimento x Kg: S/. 5.59
Desembolso Requerido: S/. 48,130

Ingreso Adicional S/. 61,575
Devolucion Prestamo S/. 48,130
Intereses Aprox S/. 2,076.84

Ingreso Neto Adicional S/. 11,368



SI.



SI.



SI.

alicorp

EWOS



Proveedor

The Results



- 300 Tons Gross Purchases by the end of 2,015
- 1,300 Tons Gross in Top Quality “Piscis Standards” Purchases by the end of 2,018 with a value of S/.12.5 M
- Destination: Local and Export
- Adeuqtion to Peruvian SUNAT (Peruvian IRS).



- 120 women working in Processing Plant in Puno, with exceeding labor mandatory legal requirements.
- 40 people of the Charcas Community in the Farm, with exceeding labor mandatory labor legal requirements.
- Health Local Community Center Support.
- Animal Protein Support for Social Small Dining Centers (Children and Elderly).

Main environmental Impact from Aquaculture???????

How to Measure it???

How to reduce it???



What else can we implement???? UMIGARDEN by UMITRON



- 1 Install UmiGarden to Cage
Make User account



- 2 Easy for remote feeding
Timer feeding for daily operation



- 3 Saving All Data by One account
Adjusting feeding cost by Data



UMIGARDEN SYSTEM IMPLEMENTATION IN PISCIS FARM:

- First Aquaculture pilot in America, and first pilot in trout in the world.
- IoT based Technology.
- Japanese tech. 42 months duration, Cost USD 1M (BID = USD 0.5 M / Piscis Abaco = USD 0.25 M / Umitron = USD 0.25 M).
- Sharing the results and the technology in other LAC countries..



What are we getting



1. BAP Certification (Best Aquaculture Practices)
2. GMP (Good Manufacture Practices Cert.)
3. Approved Biosecurity Plan implemented
4. Third party Audit HACCP.
5. GFSI - SQF Level II (Tacna Facility)
6. ASC Cert. (Coming this year...)



RETAIL CANADA



MAIN MARKETS



