

Industry Dialogue



AQUAFEEDS
A New Equilibrium

SESSION 6:

INDUSTRY DIALOGUE ON RISK MITIGATION AND INVESTMENTS

How can aquafeed millers “de-risk” themselves? What are the lessons from salmon and/or other animal feed production sectors? What specific areas attract investments? What are the perceptions of investing in Asia? Is integration the way to go?

MODERATOR:

Ronnie Tan



Carlos Díaz

Chief Executive Officer

BioMar Group

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Carlos Díaz is the CEO of BioMar Group, a Danish global feed company that produces aquaculture feeds for 45 different fish and shrimp species for more than 90 countries. Carlos is an educated Veterinarian who started his career in fish farming before venturing into feed. He has worked for BioMar for over 20 years in various fields from technical, nutrition, operations, research, to sales and marketing. Carlos led the transformational change of BioMar to be the leader in sustainable aquaculture feeds through breakthrough innovation including the adoption of circular and restorative raw ingredients. BioMar continues this innovation journey and is again set to revolutionise the sector with the next generation of high-performance sustainable aquafeeds.



Aaron McNevin

Global Network Lead, Aquaculture

World Wildlife Fund

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Aaron McNevin is WWF's Global Network Lead for Aquaculture. Aaron started his career farming perchids, esocids and salmonids. In 2005, he began at WWF developing environmental and social standards for responsible aquaculture through a series of multi-stakeholder roundtables (Aquaculture Dialogues). These standards allowed for the formation of the Aquaculture Stewardship Council (ASC). Aaron took a hiatus from WWF to manage an undergraduate program in fisheries science and aquaculture, teaching courses from limnology to static and flowing water fish culture to quantitative techniques in fish population assessments. Aaron spends much of his time in the tropics where he focuses on accountability in the global aquaculture sector. He also has played a dual role in a unique partnership between WWF and American Red Cross (ARC) following the 2004 Indian Ocean tsunami where he provided oversight and support to all ARC livelihood projects in Indonesia associated with the disaster response and recovery effort. Aaron has helped launch an alternative ingredients consortium to allow pooling of resources to make leaps instead of steps in impact reduction. He is the environmental lead for the Seafood Task Force which has been the major change agent in the seafood sector following allegations of human rights abuse in Thailand. Through his work with WWF, Aaron's team is developing traceability freeware such that actors in upstream reaches of supply chains can be included and is developing forensic chemistry techniques such as elemental profiling to determine country of origin. Aaron has lived and worked in Thailand, Madagascar and Indonesia. He received his MS and PhD from Auburn University, Alabama, USA in Water and Aquatic Soil Chemistry.



Benedict Tan
Programme Manager
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Benedict Tan joined Hatch Blue in July 2019 and has been planning and organizing accelerators and innovation studios globally for entrepreneurs in aquaculture together with the Programme Director. As the Programme Manager, he has worked with more than 90 start-ups in these programs to help validate their ideas and technology, understand key market insights, and pitch for investment. Based in Singapore, Benedict works closely with local stakeholders to develop the country as a tropical aquatech hub. He has also supported the Hatch Innovation Services consultancy on regional projects that focus on aquaculture market studies and investor due diligence.



Piers Lakin
Senior Associate of Investments
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Piers Lakin heads up all shrimp investments at Ocean 14 Capital. He has over 8 years of experience in sustainable finance and private equity. Having been based in Hong Kong for 6 years he has executed a number of investments across the Asia Pacific Region, most recently Ocean 14 Capital's investment into SyAqua. He has a Masters in Civil and Environmental Engineering from Imperial College.



Michael Sweeney
Partner
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Michael Sweeney has almost 20 years' experience in the financial industry with 12 years focused on the agribusiness sector in emerging markets. Michael founded Bluegrass Partners, where he serves as a Partner, to bring our unique approach to the emerging market agribusiness linking industry players, financial capital and operational expertise within the UN Sustainability framework. He believes that agribusiness requires a multi-pronged management approach encompassing operational excellence, continuous restructuring and strategy refinement and a flexible capital structure. Prior to Bluegrass, Michael managed a global agribusiness portfolio on behalf of pension funds, strategic investors and high net-worth individuals in Singapore. His responsibilities included deal origination, transaction management, and due diligence as well as active company management.

Michael has served on the Board of Directors or and as an Advisory member in multiple jurisdictions including India, Vietnam, Australia, New Zealand, Philippines, and Indonesia, and has significant experience in corporate governance and stakeholder management. Previously, he worked as an investment banker in the real estate and natural resource sectors at Citigroup and Dresdner Kleinwort Wasserstein in London and New York, respectively. While working in banking, Michael advised on deals in excess of USD \$3.0bn.

Michael graduated from Columbia University with a B.A. in history and economics, specializing in the 20th century. He is currently earning his Masters in Theology & Ministry to bridge the gap between sustainability and communities of faith.