

Hard Talk with Business Leaders



AQUAFEEDS
A New Equilibrium

SESSION 8: HARD TALK WITH BUSINESS LEADERS

While some consumers have accepted the inclusion of novel feed ingredients in certain fish and shrimp products, the road to adoption is still far off. There are cost challenges to producers. Who in the value chain should bear the costs during the early introduction stages of novel ingredients?

How do we create the pull and push for industry adoption? The panel comprising a feedmiller, farmer, integrator and buyer will deliberate on “How to create the pull and push for industry’s adoption of novel ingredients”.

MODERATOR: **Ronnie Tan**

PANELISTS:



Henrik Aarestrup
Vice President LATAM, Shrimp &
Hatchery
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With 15 years of experience in the aquaculture industry and deep involvement in markets across Europe, Asia, and Latin America, [Henrik Aarestrup](#) is one of the key experts in the global aquaculture business. He has played a significant role in taking BioMar from a mostly regional player to a leading global aquafeeds supplier. Currently he is heading BioMar’s business units in the LATAM Division while at the same time driving BioMar’s fast global expansion within the hatchery and shrimp segments.

From 2016 to 2019, Henrik headed BioMar’s Emerging Market Division during which period he earned a strong insight into the Chinese aquaculture business and establishing BioMar’s JV factories in China, while at the same time heading among other activities, the acquisition and integration of the Ecuadorian shrimp feed producer Alimentosa into the BioMar Group.

Prior to taking on the role as Vice President, he worked as Global Marketing Director for BioMar. He was deeply involved in product development, most notably BioMar’s ground-breaking introduction of probiotics in fish feed in Europe, and the introduction of the first specialised diets for farming in recirculation systems.

Henrik is passionate about preserving our global natural resources and cultural diversity and bringing this into a business context securing a long term responsible and sustainable development of the aquaculture industry through industry and value chain collaboration.

Danish by nationality, living in Brazil and speaking seven languages, Henrik has a truly global management profile. He holds a master’s degree in International Business Administration and prior to entering the aquaculture business in 2007, he held various international management positions in the renown Danish companies, LEGO and Velux.



Tony Dang Quoc Tuan

Owner

Tony Tuan Farm

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Tony Dang Quoc Tuan is the owner of Tony Tuan Farm, a 50 ha farm in Bac Lieu, South Vietnam. He has more than 10 years of experience in operating and managing leading shrimp hatchery groups in Vietnam, including the Nam Mien Trung Group where he was Vice Chairman cum Executive Vice President and Viet Uc Group where he was Chairman cum Chief Operations Officer. He led the executive team to achieve the business strategy approved by the Board of Directors. The business at Tony Tuan Farm focuses on shrimp, fish and mud crab. Tony has a Bachelor's degree in Economics from the University of Economics, HCMC and a Bachelor's in Computer Science from The University of Technology, Hanoi. He is a Certified Accountant (United Kingdom Association of Chartered Certified Accountants, Ministry of Finance, Singapore and Ministry of Finance, Vietnam).



Josh Goldman

Founder/CEO

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Josh Goldman, Founder/CEO Australis Aquaculture, is an internationally recognized leader in sustainable seafood who spent the last 30 years developing some of the biggest ideas in aquaculture. Beginning in a solar greenhouse attached to his college dorm, Josh developed some of the foundational technologies used in closed-containment RAS globally. He co-founded one of the world's first commercial aquaponic farms which helped introduce tilapia to the American consumer. In 2000, he began a three-year quest to identify the fish species best suited to climate smart ocean farming. In 2017, Goldman founded Greener Grazing to enable cultivation of a novel red seaweed with global-scale potential to reduce the methane emission from ruminant animal production. Goldman holds multiple patents on water re-use, low carbon shipping and seaweed cultivation technologies and was named a "Seafood Champion" for sustainability by the Seafood Choices Alliance. Goldman has been featured in more than 250 media articles on aquaculture and food security, including a 2011 cover story of TIME Magazine and has been featured in books by Paul Greenberg, Amanda Little, Richard Munson, Matt Reynolds and others.



Christopher Tan

Director

Mida Trade Ventures Pte Ltd

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Christopher Tan has been involved in seafood trading for more than 8 years. He is currently director and head of trading operations at Mida Trade Ventures, a seafood brokerage and trading company founded by Chingling Tanco in the Philippines with offices in Singapore and Indonesia.

Mida Trade was set up by Chingling more than 30 years ago back in a time when buyers needed reassurance of a familiar third party in unfamiliar origins to ensure that the product quality was up to scratch. Naturally the company specialized in shrimp, servicing many of the largest importers in the USA selling to key retailers in Walmart, Costco, Kroger, Albertsons amongst many others. Over time, Mida evolved to be one of the major shrimp buyers in Indonesia and the Philippines with more than 800 containers of shrimp passing through their hands annually.

As head of trading operations at Mida Trade, Christopher works with a team of 40 people in 4 offices overseeing the purchase of more than USD100 million worth of seafood annually, with the bulk of it being shrimp. He is involved in every process from the negotiating of prices to the quality control and after sales service. Over the years, he has developed clients in every major market including Europe, North America and Asia.

Christopher is a relative newcomer to shrimp, having started his career trading octopus and squid. However by chance he became involved in several shrimp projects in Indonesia and was inspired by the people who were working to mold shrimp production into a more modern and sustainable industry.