# Argentine hoki Fishery Improvement Project SPECIFIC AGREEMENT N°1

This Specific Agreement is entered into by San Arawa S.A., with domicile in Av. Perito Moreno 2552, Ushuaia, Tierra del Fuego, Argentina, hereinafter referred to as San Arawa, represented by Gustavo Rodríguez Vázquez; Weidao Weihai Foods, with domicile in Room 201 Bldg #5, 100 Zixiu Road, Minhang District, Shanghai, 201103, P.R.C, hereinafter referred to as Weidao Weihai, represented by Haibin Dou; McDonald's China, with domicile in 18/F Innovation Tower, Block A, 1801 Hongmei Road, Shanghai, 200233, P.R.C., hereinafter referred to as McDonald's, represented by Andy Li; and the Centro Desarrollo y Pesca Sustentable, with domicile in Edificio Jardines de Vista Hermosa, PB-F, Panama City, Panama, hereinafter referred to as CeDePesca, represented by Ernesto Godelman, within the context and guidelines provided by the FIP's Framework Agreement.

The FIP partners agree to the following:

First: The FIP's Action Plan, included in Annex A to this Specific Agreement, is hereby adopted by FIP partners.

**Second:** FIP Partners agree to review the FIP Action Plan in June 2021, June 2022 and June 2023 in light of advances made up to those dates and to amend the Action Plan, including the budget, as considered necessary. Any changes to the Action Plan and the budget will be adopted by signing new Specific Agreements.

CeDePesca hereby confirms that the budgets approved by all FIP Partners have covered all basic costs that may generate from the FIP program and all activities as listed in the Timeframe and this Agreement. For the second and the third year an agreed adjustment might be necessary based on the previous consensus of all partners regarding the stock assessment workshops. CeDePesca will be responsible for any possible payments to any other third parties related to FIP.

**Third:** San Arawa, Weidao Weihai and McDonald's commit to providing a financial contribution to assist with the costs of improvement activities as agreed in the FIP Framework Agreement and as specified in the budget hereby approved by all FIP Partners and included in Annex A to this Specific Agreement.

**Fourth:** Each of the annual budgets will be divided equally among San Arawa, Weidao Weihai and McDonald's, and the funds will be provided to CeDePesca in five bimonthly installments throughout the FIP's implementation period. The starting date of the FIP will coincide with the date in which the first wiring of funds is received by CeDePesca.

The four Parties agree that, if the Argentine Hoki will be provided to any other McDonald's markets other than McDonald's China, the allocation of the costs covered in the Framework Agreement and any of its Specific Agreements shall be re-negotiated by all Parties.

**Fifth:** San Arawa, Weidao Weihai and McDonald's will make the necessary arrangements amongst themselves to organize the wiring of the contributions to Cedepesca, according to the approved budget approved. Cedepesca will provide official receipt of the funds to all parties in due time.

**Sixth:** This Specific Agreement is controlled by the general clauses set in the Framework Agreement mentioned herein above.

This Specific Agreement is signed in originals of equivalent legal value.

Agreed by:

On behalf of San Arawa

Gustavo R. Vazquez

By: Gustavo Rodríguez Vázquez

Title: General Manager

On behalf of McDonald's

Andy li

By: Andy Li

Title: Senior Strategic Sourcing Director

On behalf of Weidao Weihai Foods

Dou Haibin 窦海滨

By: Haibin Dou

Title: Chief Executive Officer

On behalf of CeDePesca

By: Ernesto Godelman

Title: Executive Director

#### **ANNEX A**

# Argentine blue grenadier (hoki) FIP

### Midwater and bottom trawling

Hoki is a pelagic-demersal species widely distributed in both the Southwestern Atlantic Ocean, where it inhabits the cold temperate waters of the Malvinas Current, and the Southeastern Pacific Ocean. Its general distribution comprises two geographical areas, namely the Chilean platforms and slopes in the Southeastern Pacific from Cape Horn to 33° S (Arana, 1970) and the Argentinean platforms and slopes in the Southwestern Atlantic between 36° S and 56° S (Angelescu et al., 1958), including the Strait of Magellan and Tierra del Fuego channels (Fenucci et al., 1974; Lloris and Rucabado, 1991). It is the most abundant fish resource over the Argentinean continental shelf and slope south of 45° S.

Hoki is considered a pelagic demersal species (Angelescu and Prenski, 1987; Wöhler, 1987) as it moves between different layers of water during day and night following a feeding behavior ("nictimeral migration"). Its depth distribution is very broad ranging from 20 to 600 m (Inada, 1983; Wöhler, 1987; Chesheva, 1995), with the highest concentration between 50-200 m.

In the Southwestern Atlantic, hoki distribution is closely related to the cold waters of the Malvinas Current, which flows north and deepens when reaching the Brazilian Current near 40° S. This distribution also spans over the broad Argentinean continental platform including the San Jorge Gulf and the San Matías Gulf (Roa et al., 1976; Inada, 1983; González and Caille, 1995). This species is most abundant in the Patagonian shelf and slope, inhabiting three types of water bodies with different salinities: Malvinas Current, coastal waters and shelf waters (Fedúlov et al., 1990). Although in more limited concentration, this species also appears on the platform of the Buenos Aires province (Bezzi, 1984; Brunetti, 1996).

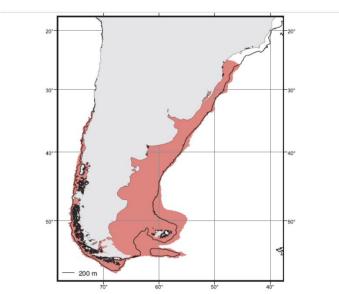


Figure 1: Geographical distribution of Patagonian hoki according to the FAO Catalogue on Hakes in South
America (Lloris et al., 2003).

The migration patterns, including the location of spawning and feeding areas, and possible mixture of Atlantic and Pacific populations are still under discussion by scientists from different countries.

In order to keep providing Argentine hoki to important global customers, some important issues need to be addressed in relation to the status of the stock and its migratory characteristics, even if all parties agree that there is certainty that the stock is not at risk of collapse.

To create the conditions to settle the discussion, a Fishery Improvement Project has been proposed with the following objectives:

- 1) To ensure that fishery-independent data is available to give more robustness to the stock assessments
- 2) To provide supplementary information that help to understand the migratory patterns of South American hoki
- 3) To conduct a new stock assessment after new information is gathered
- 4) To adjust the management decisions, if necessary, to the findings of the previous objective.

### **FIP Action Plan**

The FIP Action Plan has been developed in order to accomplish the objectives enunciated above:

<u>Objective 1</u>: To ensure that fishery-independent data is available to give more robustness to the stock assessments

Through an active set of meetings with INIDEP (the official Research Institute), the Fisheries Federal Council and the Undersecretariat of Fisheries, the proper political and budgetary conditions will be set in order to ensure the following surveys with INIDEP's vessels:

- A campaign to compare the fishing power of the old research vessel Enrique Holmberg with
  the new research vessel Victor Angelescu. This will allow for the continuity of the fisheryindependent series, by making the indexes obtained in the past comparable with those to be
  collected in the future. This campaign is already included into the work program of INIDEP
  for this year and the FIP will reinforce the need of it and create conditions to avoid any
  potential postponement.
- Reestablishment of the annual global survey for Southern demersal species as of next summery (February 2021), which includes hoki as main species, together with Southern blue whiting, Patagonian toothfish, squid and Southern hake. This campaign will start to be done with the RV Victor Angelescu.

<u>Objective 2</u>: To provide supplementary information that helps to understand the migratory patterns and stock/s structure of South American hoki

Argentinean and Chilean scientists are already working together to collect otoliths samplings from both sides of South America in order to conduct a microchemistry analysis, but a budgetary constraint to contract the University of California could be solved totally or partially by the FIP, in order to have the results as soon as possible.

The microchemistry analysis of otoliths allows to understand if there are connections and how strong are these connections between both sides, the Pacific and the Atlantic, of South American hoki.

Objective 3: To conduct a new stock assessment after new information is gathered.

After several annual global surveys for Southern demersal species are completed in Argentina, and with the new information collected, that information should be incorporated into the stock assessment with participation of international experts.

If the migratory patterns between oceans prove to be significant, besides considering that fact into the local stock assessment, a joint bi-national stock assessment could be encouraged and facilitated to develop an assessment model accordingly. This latter option will be defined at the due time by FIP partners.

<u>Objective 4</u>: To adjust the management decisions, if necessary, to the findings of the previous objective.

Coherently with new scientific findings about the situation of the stock, some adjustments for the management system might be necessary and would be proposed at the due time.

### Timeframe

		2020				2021								2022										2023	3			
Argentine hoki FIP (Argentina hoki - midwater and bottom trawling) Workplan prepared by San Arawa and CeDePesca	Month				Month							ļ.,	Month								Month				MSC	Responsible parties		
																											Indicators	/ Completed tasks
	1 2	3	4 5	6	7 8	9	10 1	1   12	13 14	15	16	17   18	19	20 2	21   22	23	24	25   2	6 27	28	29   30	31	. 32	33 3	4 35	36		,
Action 1. Promoting the comparison of fishing power between old	Action 1. Promoting the comparison of fishing power between old and new research vessels																											
Task 1.1. Encourage INIDEP and Federal Fishery Council to do a campaign for comparing the fishing power of the old RV Enrique Humbodt and the new one RV Victor Angelescu in order to provide continuity to the fishery independent abundance index of several species.																											1.2.3, 1.2.4	All FIP Partners
Action 2. Promoting the execution of INIDEP campaigns that can provide abundance indexes for hoki																												
Task 2.1. Encourage the execution of the anual campaign for Southern species (hoki, blue whiting, Patagonian toothfish and squid) since the summer of 2021, covering the Argentine waters South of 48°S																											1.2.3, 1.2.4	All FIP Partners
Action 3. Promoting the otholits microchemistry analysis for hoki fr	Action 3. Promoting the otholits microchemistry analysis for hoki from the Pacific and the Atlantic to define migratory processes																											
Task 3.1. Help INIDEP and IFOP researchers to contract the otholits microchemistry analysis for hoki with samplings from the Pacific and the Atlantic to define migratory processes																											1.2.4	All FIP Partners
Action 4. Promoting the improvement of the stock assessment	Action 4. Promoting the improvement of the stock assessment																											
Task 4.1. With the new information, the FIP will encourage and help to organize a new stock assessment with participation of international experts																												
Task 4.2. In case the microchemistry analysis shows significant migratory process between the Atlantic and the Pacific, the FIP will decide if and when encourage a workshop to conduct a binational stock assessment considering this outcome																											1.1.1, 1.2.4, 3.1.1	All FIP Partners
Action 5. In case is necessary, promoting the improvement of the m	Action 5. In case is necessary, promoting the improvement of the management system to include the migratory characteristics of Macruronus magellanicus																											
Task S.1. If the migratory processes between both oceans prove to be meaningful, the FIP will decide if encourage the corresponding adjustements in the management system in both countries																											1.2.1, 1.2.2, 1.2.3, 1.2.4, 3.1.1, 3.2.1	All FIP Partners
COMPLEMENTARY ACTIONS																												
A. Disseminating the FIP's progress among partners and other interested parties																												
Task A.1. To keep FIP Partners informed about FIP activities and to promote their participation in all activities that are required.																												
Task A.3. To elaborate and to present biannual and annual reports to FIP Partners.																											NA	CeDePesca
Task A.4. To elaborate and to present the final report to FIP Partners.																												

Argentine hoki FIP – Specific Agreement N°1

## CİTRIX **Right**Signature SIGNATURE CERTIFICATE

### TRANSACTION DETAILS

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	Signature Reference ID 3D93FAC1						
Name Gustavo Rodriguez Vazquez	Status signed	Viewed At 07/14/2020 19:50 EDT					
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	<b>Device</b> Firefox via Windows						
	Typed Signature						
	Lustavo R. Vazquez						
	Signature Reference ID 76DF659E						
Name	Status	Viewed At					
Andy Li	signed	07/13/2020 05:56 EDT					
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andy.li@cn.mcd.com Components

IP Address 116.233.76.242

Internet Explorer via Windows

**Typed Signature** 

andy li

Signature Reference ID

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Signed At

07/13/2020 05:57 EDT

SIGNER	E-SIGNATURE	EVENTS						
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