



*Paua Industry Council
Friday 10 June 2005*



Introducing Aotearoa Fisheries Ltd

Tom McClurg

General Manager, Strategy & Planning

www.afl.maori.nz



Our Assets and Operations

- **100% owned**
 - **Moana Pacific Fisheries**
 - **Chathams Processing Ltd**
 - **Pacific Marine Farms**
 - **Prepared Foods Processing Ltd**
- **Joint ventures**
 - **Sealord Group : equally owned with Nippon Suisan**
 - **Prepared Foods Limited : in partnership with Ocean Ranch**



AFL Divisions



**Inshore
Division**

**Abalone (Paua)
Division**

**Aquaculture
Division**



MOANA
PACIFIC
FISHERIES
LIMITED





Our People

AOTEAROA
fisheries limited

Board of Directors

**Executive Management
Team**



AFL Directors



**Robert McLeod
(Chairman)**



Craig Ellison



**Matanuku
Mahuika**



Craig Norgate

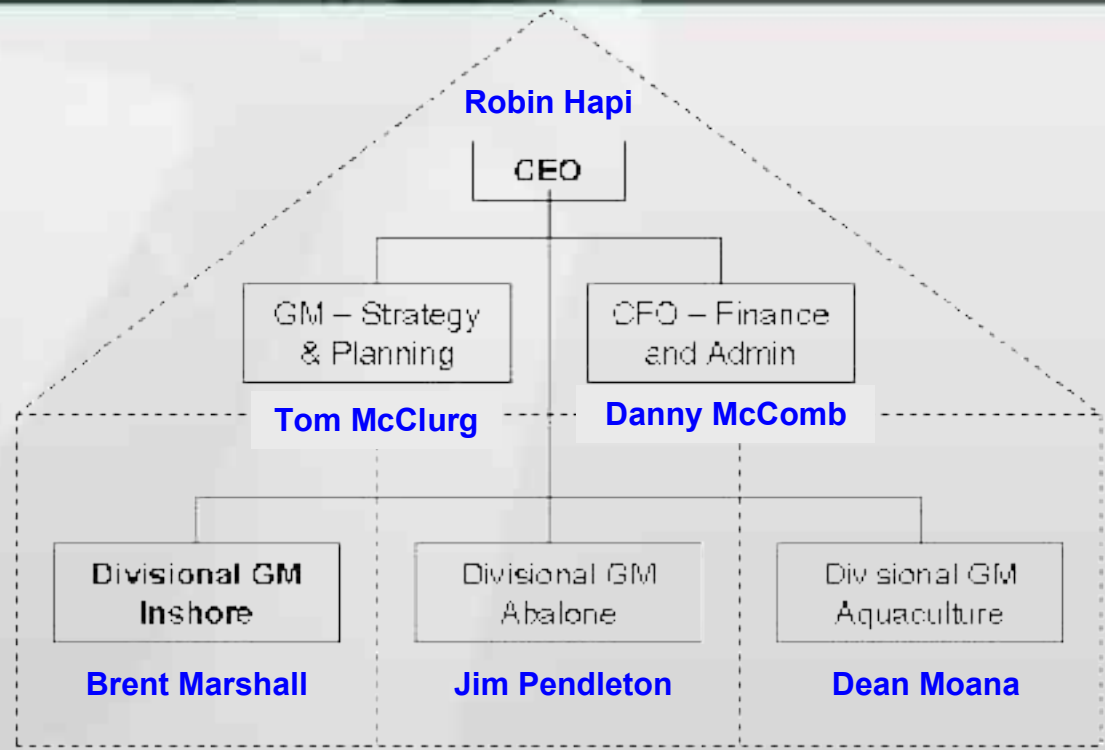


Keith Sutton



AFL Management Structure

AFL
Exec
Team



AFL
Senior
Mgmt
Team

Inshore Exec
Divisional GM plus
AFL Exec Team

Abalone Exec
Divisional GM plus
AFL Exec Team

Aquaculture Exec
Divisional GM plus
AFL Exec Team



Our Shareholders

- **Beneficial owners are Iwi**
- **Two types of shares –**
 - **Control shares that are owned by Te Ohu Kaimoana Trustee Ltd**
 - **Income shares that are owned 80% by Iwi with the remaining 20% of income shares being held by Te Ohu Kaimoana**



Issues faced by Aotearoa Fisheries

- **Ongoing commercial success and profitability are the key requirements**
- **Re-empower Maori in the management of customary and commercial fisheries**
- **Common interest to protect property rights**
- **AFL's support for Iwi organisations**



Fisheries Management by the Owners

Purpose of the Act –

“provide for the utilisation of fisheries resources while ensuring sustainability”.

Utilisation means –

“conserving, using, enhancing and developing fisheries to enable people to provide for their social, economic and cultural well-being”.



Paua Management by the Owners

Paua Management Plans

Plans are the framework (not a project)

Small scale management the approach

Catch spreading, enhancement etc. the actions

Efficient Delivery of Management Services

Cost effective representation structure

Performance not politics

Direct purchasing of services



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