

PARTNER FACT SHEET



Projected Impact



Install a certified fish processing facility to increase daily processing capacity from 0.5 tons to 2.5 tons in 2022.



Strengthen the fish supply chain through better organization of 160 fishermen and fish sellers.



Increase sales from \$140,000 in 2020 to \$698,000 by 2023 to provide food security and nutrition for the populace, as well as generate employment for women and youth.



Fresk D'Gustinh was founded by two female entrepreneurs from a family fishing background, and serves households, leading hotels, restaurants and other private consumers in Sal, Santiago, and São Vicente. Photo credit: Fresk D'Gustinh/Facebook

About Fresk D'Gustinh LDA

[Fresk D'Gustinh LDA](#) is a family-owned company, founded in Cabo Verde in 2017 by two young female entrepreneurs from a family with a long tradition in the fishing sector. The company's products include fresh, frozen, and processed fish, which is sold to a broad portfolio of clients, including restaurants, private consumers, and leading hotel brands such as the Hilton.

Co-Investment Partnership

The West Africa Trade & Investment Hub awarded Fresk D'Gustinh LDA a co-investment grant of \$360,437 for the expansion of its fish processing operations. The activity aims to optimize Fresk's production, processes, and people by installing a certified fish processing facility that will increase the daily processing capacity from 0.5 to 2.5 tons in 2022. This will increase sales from \$140,000 in 2020 to \$698,000 by 2023, along with empowering women, youth, and local partners through job creation and market linkages during the current COVID-19 crisis. Additionally, by leveraging \$841,472 in co-investments, the company will strengthen its supply chain through better organization of 160 fishermen and fish sellers and reduce the economic and environmental impact of fish waste through the installation of an animal food and fertilizer production unit with an annual output of 72 tons.

Partnership Opportunities

The community of Tarrafal and the Island of S. Nicolau, Cabo Verde, are deeply reliant on the fish value chain, which is at its most challenging position due to the COVID-19 pandemic. In 2019, Fresk D'Gustinh improved its processing capabilities and productivity, which resulted in increasing its sales to the hospitality, restaurant, and household sectors by more than two-fold. However, in the following year, because of the pandemic and the closure of the tourism industry, sales suffered a drastic reduction. Finding access to finance to expand and improve production for female entrepreneurs can be a challenge in Cabo Verde, but with the Trade Hub's support and other potential partners, Fresk D'Gustinh will be able to secure the resources needed to respond to the growing market demand for processed fish products and be in a good position to launch the company into exports.



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