



*In Cabo Vírgenes we catch, process y commercialise seafood.*



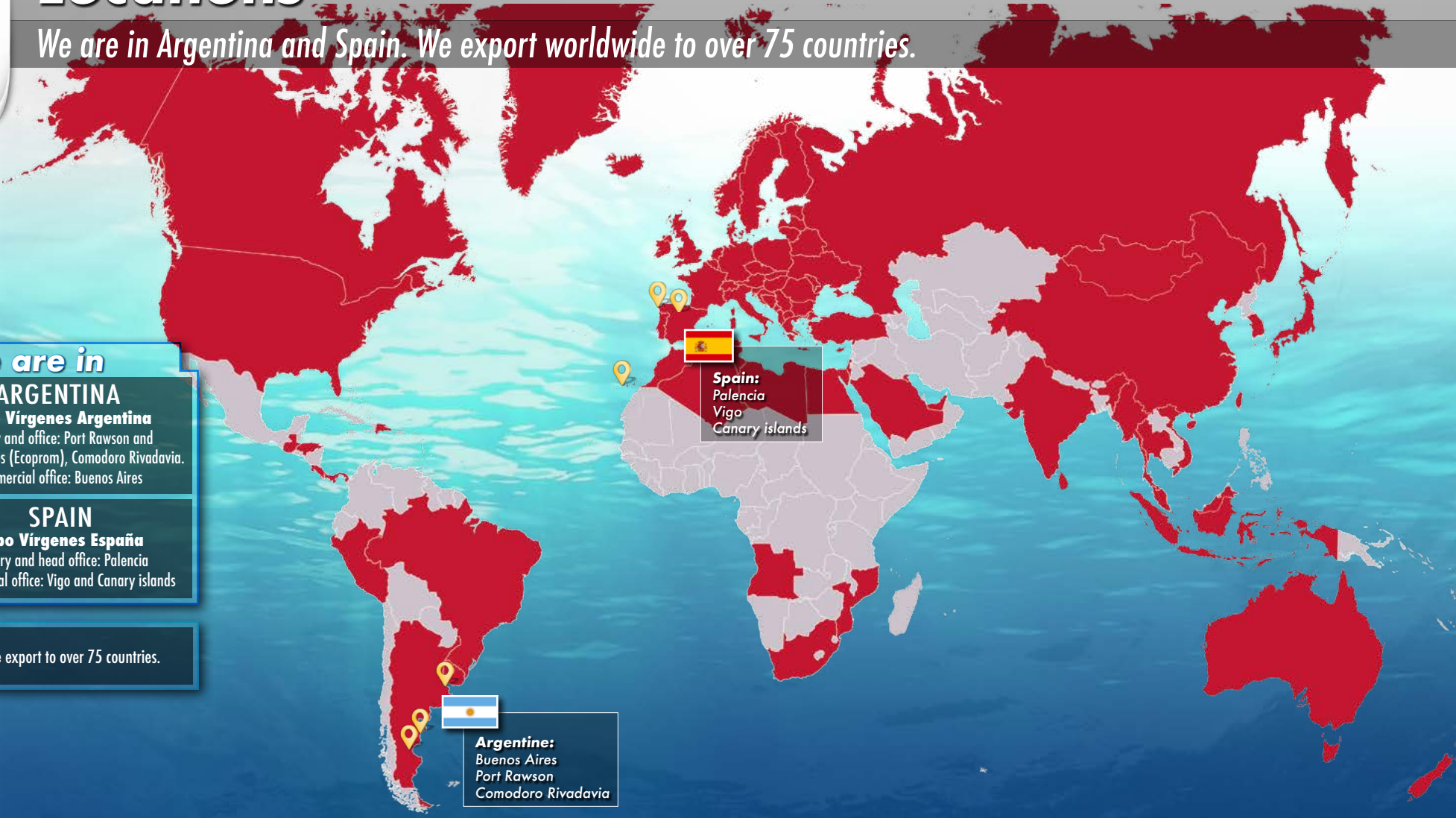
Our plant in Palencia is under BRCGS and IFS certification following its food safety regulations.





# Locations

We are in Argentina and Spain. We export worldwide to over 75 countries.



## We are in

### ARGENTINA



#### Cabo Virgenes Argentina

Factory and office: Port Rawson and Cabo Virgenes (Ecoprom), Comodoro Rivadavia.  
Commercial office: Buenos Aires

### SPAIN



#### Cabo Virgenes España

Factory and head office: Palencia  
Commercial office: Vigo and Canary islands



We export to over 75 countries.

**Spain:**  
Palencia  
Vigo  
Canary islands



**Argentine:**  
Buenos Aires  
Port Rawson  
Comodoro Rivadavia



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# Our History

*Our evolution.*

In 2008, we acquired two fresh fishing vessels: the Cabo Vírgenes and the Nueva Esperanza, and also the Rawson plant from the Pescanova Group.

On 18 January 2012, Cabo Vírgenes España was established in Palencia, a company that became the international operations and logistics centre.

In 2016, two factory beam trawlers boats were acquired: Mar de Oro and Anita Álvarez, each has a fishing capacity of 1,400 tons.

In 2017, the reprocessing plant was built in Palencia, with automatic peeling and cooling lines with the latest CO2 technology, totally innocuous, contributing to the reduction of the carbon footprint.

In 2019 brings the launching of the Luca Santino, the first fresh ship in the Argentinian fleet with liquid ice, once again betting on quality. Our first jigger boat, Orión 2, as well as other vessels of El Malo I, Sofa B, and Natale, also started operating in 2019.

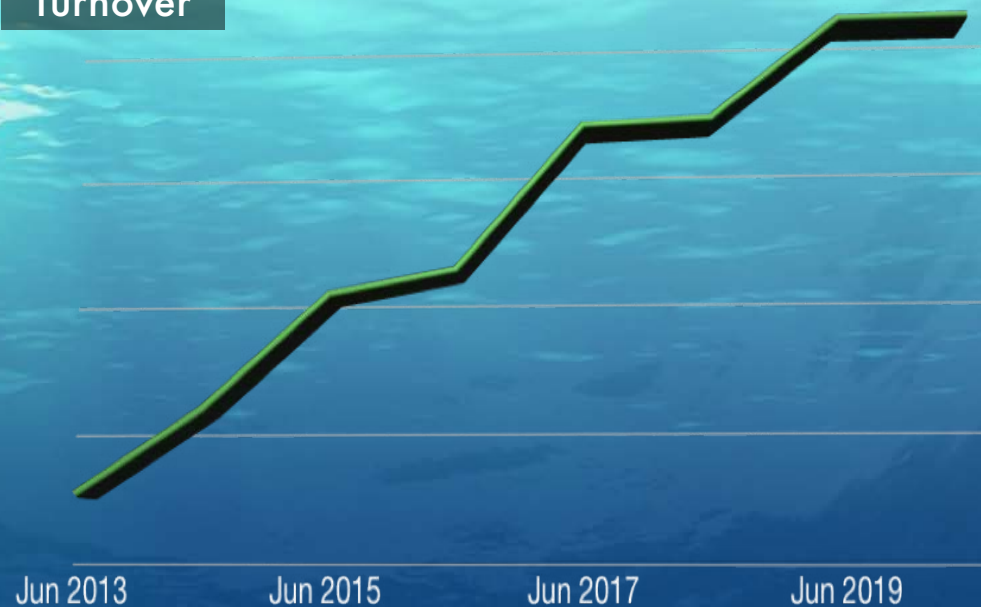
In 2020, the Ecoprom plant was acquired in the city of Comodoro Rivadavia, next to Perla Negra, expanding the range of products to include Argentine hake. Espartano also joint to the fleet.

In 2021 in Rawson, Argentina, our own dock is built in the port of Rawson to speed up unloading even more.

In recent years, **the fleet has been strengthened** through partnerships and acquisitions to supply the company's own plants. **Production has also been reinforced**, with a current production of over 120 tonnes/day, with annual growth of over 150%.

In 2022, the expansion of the plant and the refrigerated warehouse in Palencia is scheduled for completion, increasing storage capacity in Spain to more than 5,500 tonnes.

## Turnover



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# Factors that make us different

What makes us unique.

## INNOVATION

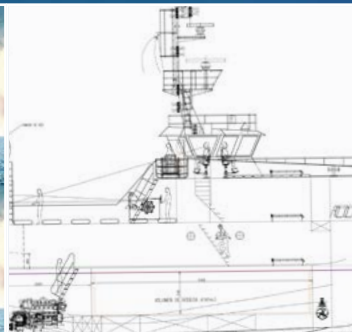
- First to use **protective glazing**.
- First to **put windows** in the cases.
- First to **shrink-wrap** the case and master.
- First to **peel in Spain** and first to use **peeling machines in Argentina**.

## TECHNOLOGY

- First to have **double deck vessels** in Rawson's fleet.
- First to implement **liquid ice technology** on board in Argentina.  
Luca Santino (2019)  
Aton (2022)
- First to launch a ship with **Inverted Bow**.  
Espartano (2020)

## VERSATILITY

- Fleet of **multi-purpose vessels** With the capacity to fish all year round, in the national and provincial campaigns.
- Large storage and production capacity:
  - **100.000 m<sup>3</sup> of refrigerated chambers.**
  - **10.000 Tn/year of processed product.**
- **Own dock**, there are only 2 private docks in Argentina.

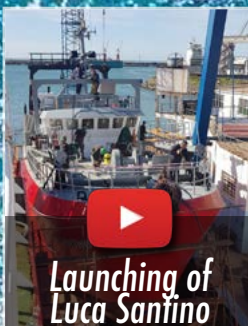




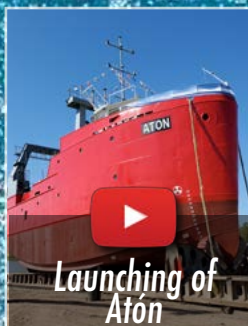
# Argentine fleet



Launching of Espartano



Launching of Luca Santino



Launching of Aton



Inside Espartano

## FROM PATAGONIA TO THE WORLD



Sofia B

## Our fleet

### JIGGER VESSEL



ORION 2

### FACTORY BEAM TRAWLERS



SAN JUAN B  
MAR ESMERALDA

### COASTAL FISHING SHIPS



SOFIA B  
NATALE  
EL MALO I  
PERLA NEGRA  
ESPARTANO

### HIGH SEAS FISHING SHIPS



LUCA SANTINO  
ESPARTANO  
ANITA ALVAREZ  
MAR DE ORO  
ATON



El Malo I



Natale



Perla Negra



Sofia B



Espartano



Luca Santino



Aton



San Juan B



Mar Esmeralda



Mar de Oro y Anita Álvarez



Orion 2



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# Our facilities

We are expanding and improving our facilities in Argentina and Spain.



## ARGENTINA Cabo Vírgenes Argentina

Construction of a new own unloading dock in the Port of Rawson.

It is one of only two privately owned fishing piers in Argentina.



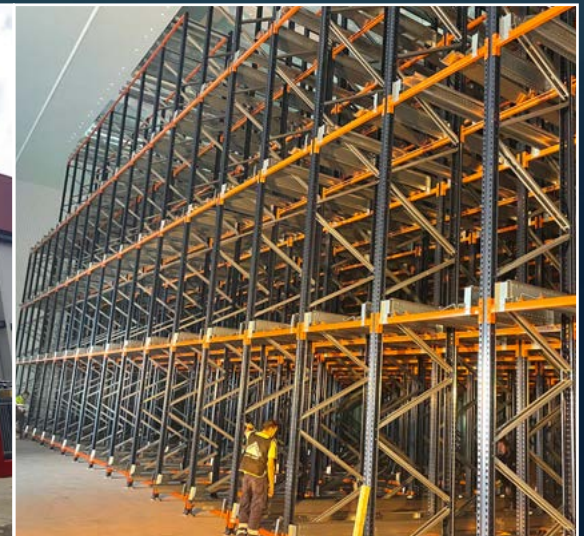
## SPAIN Cabo Vírgenes España

Expansion of the plant for new lines and value-added products.

Increase in semi-automatic storage capacity to more than 5,500 tonnes in Palencia.



## New plant and refrigerator



UNIÓN EUROPEA



UNIÓN EUROPEA

Fondo Europeo Marítimo y de Pesca (FEMP)



GOBIERNO DE ESPAÑA



MINISTERIO DE CIENCIA E INNOVACIÓN



CDTI INNOVACIÓN



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# Our products

Red shrimp | Hake from Argentina | Illex squid | Peruvian scallop | Other products



## Red shrimp (*Pleoticus muelleri*)

Origin: Argentina. Zona FAO: 41.  
Fishing method: Extractive fishing.  
Fishing gear: Otter twin trawls.

### Whole and tail (HOSO / HLSO)

Standard formats in master box: 2x7kg 6x2kg 12x1kg 10x800gr 20x400gr



**L1** (10-20 Pcs/kg)    **L2** (20-30 Pcs/kg)    **L3** (30-40 Pcs/kg)    **C1** (30-55 Pcs/kg)    **C2** (55-100 Pcs/kg)    **CR** Broken (30-100 Pcs/kg)

### Added value formats

In master box: Doy-pack: 800g. 1Lb. 2Lb.



**HLSO IQF** Tail    **EZP** Easy peel    **PD** Peeled and deveined    **PUD** Peeled    **PDTO** Peeled and deveined "Tail on"    **Brochettes** Red shrimp    **Red shrimp Carpaccio**

### Packaging



Cases (shrink-wrapped)

Master carton (shrink-wrapped)



Skin pack

Doy pack type

Bulk

### Formats

Cases (shrink-wrapped)		Doy pack type	Skin pack
Sea frozen:	Land frozen:	900 g.	200 g.
2 kg.	7 kg.	800 g.	250 g.
	2 kg.	400 g.	
	1 kg.		
	800 g.		
	400 g.		



# Our products

Red shrimp | Hake from Argentina | Illex squid | Peruvian scallop | Other products



## Red shrimp carpaccio

Species: *Pleoticus muelleri* | Origin: Argentina. Zona FAO: 41 | Manufactured in Spain.



Carpaccio slides ready to plate without thawing.  
Wait 5 minutes before dressing.  
100% red shrimp meat.

**Format:**

Box: 25 x 2 units packed in bulk.

Box: 20 x 2 units per envelope.



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# Our products

Red shrimp | **Hake from Argentina** | Illex squid | Peruvian scallop | Other products



## Hake from Argentina (Merluccius hubbsi)

### Skinless fillets

Land frozen skinless hake fillets.  
May contain some fishbones.

<b>60-200 g.</b>	IQF BULK 10 kg. / INTERLEAVED 7 kg. / IQF in BAG 1 kg.
<b>60-120 g.</b>	IQF BULK 10 kg. / INTERLEAVED 7 kg. / IQF in BAG 1 kg.
<b>120-200 g.</b>	IQF BULK 10 kg. / INTERLEAVED 7 kg. / IQF in BAG 1 kg.
<b>200-UP g.</b>	IQF BULK 10 kg. / INTERLEAVED 7 kg. / IQF in BAG 1 kg.
<b>2-4 oz.</b>	IQF BULK 10 kg. / INTERLEAVED 10 lb. / IQF in BAG 2 lb.
<b>4-6 oz.</b>	IQF BULK 10 kg. / INTERLEAVED 10 lb. / IQF in BAG 2 lb.
<b>6-8 oz.</b>	IQF BULK 10 kg. / INTERLEAVED 10 lb. / IQF in BAG 2 lb.
<b>8-UP oz.</b>	IQF BULK 10 kg. / INTERLEAVED 10 lb. / IQF in BAG 2 lb.

### Skin on fillets

Land frozen skin on hake fillets.  
May contain some fishbones.

<b>60-200 g.</b>	IQF BULK 10 kg. / INTERLEAVED 7 kg. / IQF in BAG 1 kg.
<b>60-120 g.</b>	IQF BULK 10 kg. / INTERLEAVED 7 kg. / IQF in BAG 1 kg.
<b>120-200 g.</b>	IQF BULK 10 kg. / INTERLEAVED 7 kg. / IQF in BAG 1 kg.
<b>200-UP g.</b>	IQF BULK 10 kg. / INTERLEAVED 7 kg. / IQF in BAG 1 kg.
<b>2-4 oz.</b>	IQF BULK 10 kg. / INTERLEAVED 10 lb. / IQF in BAG 2 lb.
<b>4-6 oz.</b>	IQF BULK 10 kg. / INTERLEAVED 10 lb. / IQF in BAG 2 lb.
<b>6-8 oz.</b>	IQF BULK 10 kg. / INTERLEAVED 10 lb. / IQF in BAG 2 lb.
<b>8-UP oz.</b>	IQF BULK 10 kg. / INTERLEAVED 10 lb. / IQF in BAG 2 lb.

### HGT

Land frozen hake.  
HGT. Headless, gutted, tailless, body.

<b>80-200 g.</b>	IQF BULK 15 kg. / INTERLEAVED 2x10 kg.
<b>200-400 g.</b>	IQF BULK 15 kg. / INTERLEAVED 2x10 kg.
<b>400-600 g.</b>	IQF BULK 15 kg. / INTERLEAVED 2x10 kg.
<b>600-UP g.</b>	IQF BULK 15 kg. / INTERLEAVED 2x10 kg.



### Availability

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Available

Seasonality



# Our products

Red shrimp | Hake from Argentina | **Illex squid** | Peruvian scallop | Other products

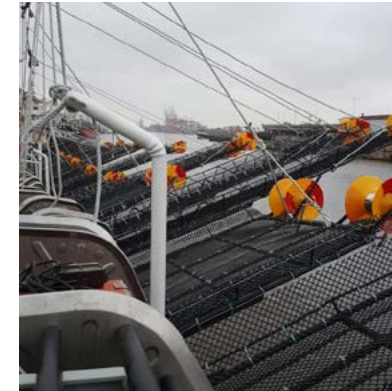


**Illex squid (Illex argentinus)**

Origin: Argentina. FAO zone: 41.  
 Capture method: Extractive fishing.  
 Fishing gear: Hooks and lines.

		Sizes	
		cm.	Format
Whole body	SS 100/200 g.	< 18 cm.	
	S 200/300 g.	18 - 24 cm.	1 x 12 kg.
	M 300/400 g.	24 - 28 cm.	or
	L 400/600 g.	28 - 32 cm.	2 x 6 kg.
	LL 600-UP g.	> 32 cm.	

Availability											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec



The squid fishing in Argentina



# Our products

Red shrimp | Hake from Argentina | **Illex squid** | Peruvian scallop | Other products



## Illex squid processing

### Processed products

	Net weight	Format
Squid Rings	600 gr.	
Squid Strips	750 gr.	6 x 1Kg
Squid Portions	800 gr.	





# Our products

Red shrimp | Hake from Argentina | Illex squid | **Peruvian scallop** | Other products



## Peruvian scallop (*Argopecten Purpuratus*)

Origin: Peru.  
Fishing method: Aquaculture.

Sizes						
Half shell (Pcs/Kg)	10-20	20-30	30-40	40-60		
Roe on (Pcs/Lb)	10-20	20-30	30-40	40-60	60-80	
Roe off (Pcs/Lb)	10-20	20-30	30-40	40-60	60-80	80-100

Packaging		
Skin pack	250 g.	
Bag with rider	500 g.	1 kg.
Bag doy pack style		
Box		





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CABO VÍRGENES

GENES ESPAÑA  
PRODUCTOS DE MAR



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FONDO EUROPEO MARÍTIMO  
Y DE PESCA (FEMP)



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