



REPUBLIKAN'I MADAGASIKARA  
Fitiavana · Tanindrazana · Fandrosoana

# AQUACULTURE INVESTMENT GUIDE IN MADAGASCAR

A promising investment within reach



2024



In collaboration with the National  
Agency for Investment Promotion



Supported by



Food and Agriculture  
Organization of the  
United Nations





# WORD FROM THE MINISTER



Photo: © MPEB

## Aquaculture plays a key role in food security and job creation in Madagascar.

Faced with today's galloping demographic situation, our country must meet the challenge of feeding its population sustainably while preserving precious aquatic ecosystems. Being at the heart of the development of our blue economy, Aquaculture positions itself as a key sector, supported by flourishing exports of farmed shrimp, red algae, sea cucumbers and caviar. Currently, Malagasy aquaculture production is expected to reach around 30,000 tonnes by 2023. However, based on our exceptional natural assets, this sector has the potential to far exceed this figure in order

to meet the country's estimated needs, set at 307,000 tonnes per year, if today's overall production is 142,000 tonnes.

Considering the rich biodiversity of Madagascar, it has aquatic resources with a high market value, although this potential remains largely unexploited. It becomes a pressing need to intensify our national aquaculture production, particularly in view of annual fish consumption, currently estimated at 7 kg per capita, below the African average of 11 kg per capita. This increase is crucial if we are to meet the ever-growing demand for food.

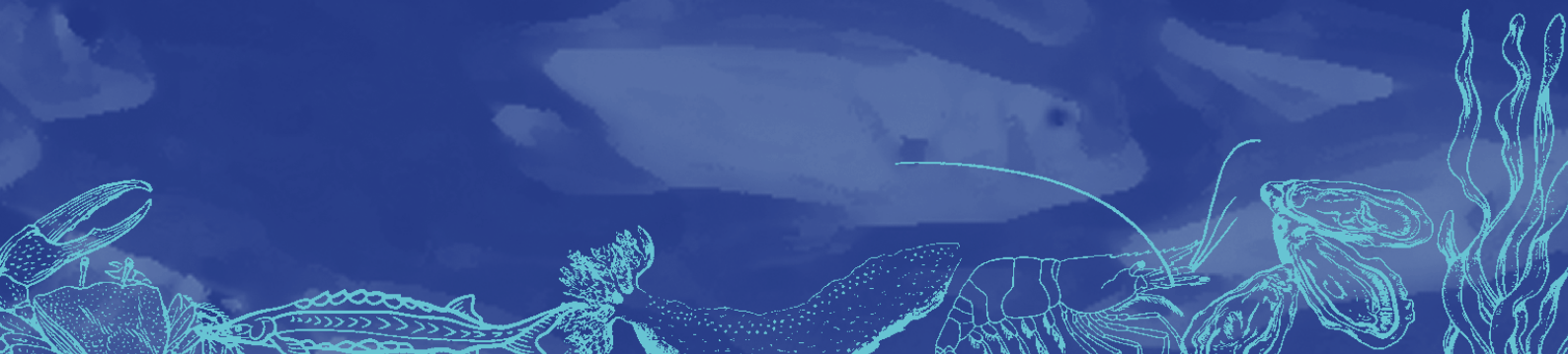
The development of Aquaculture is perfectly in line with the 2050 vision of the United Nations Convention on Biological Diversity, thus supporting halieutic production. This initiative aligns harmoniously with the General State Policy of His Excellency President Andry Rajoelina, which is based on three pillars: human capital, industrialization and economic transformation, and improved governance, in particular, the fight against corruption.

To this end, the National Aquaculture Development Strategy takes on its full meaning, aiming to fully exploit the opportunities offered by this buoyant sector, with a focus on priority sectors such as Algoculture, sea cucumber farming, Crab farming, and Inland Aquaculture (tilapia and carp). Aquaculture is the future of fisheries worldwide.

To conclude, the framework document entitled Aquaculture Investment Guide for Madagascar) is a sector guide for national and international players wishing to invest in the Aquaculture sector on the Island.

**My team and I look forward to welcoming you, valued investors, to take up the challenge with us.**

**Together, we go further!**





# TABLE OF CONTENTS



WORD FROM THE MINISTER 3



MADAGASCAR AT A GLANCE 5

1. WHY INVEST IN AQUACULTURE? 6

1.1 WELL-SUPPORTED SECTOR 6

1.2 REASSURING LEGAL SYSTEM 7

1.3 CONSIDERABLE GEOGRAPHICAL AND AQUACULTURE POTENTIAL 8

1.4 ACCESS TO MARKETS 9

- Preferred access to major international markets
- Other accessible markets for Madagascar

1.5 CURRENT AQUACULTURE PRODUCTION AREAS 10

2. INVESTMENT OPPORTUNITIES 11

2.1 TYPES OF EXISTING AQUACULTURE 11

- Inland aquaculture
- Marine aquaculture

2.2 AQUACULTURE GROWTH POTENTIAL 12

- Aquaculture sector in experimental phase
- Aquaculture sector with strong growth potential

2.3 SHRIMP FARMING 13

2.4 FISH FARMING 14

- Fish farming in ponds
- Rice-fish system
- Caged fish farming

2.5 SEA CUCUMBER FARMING 16

2.6 ALGOCULTURE 17

- Red Algae
- Spirulina

3. SUCCESS STORIES 18

• INDIAN OCEAN TREPANG

• TILAPIA DE L'EST (EASTERN TILAPIA)

• OCEAN FARMERS

• ACIPENSER

• TIA MIARY

4. HOW TO INVEST ? 20

MISSIONS AND REMIT OF AQUACULTURE-RELATED ENTITIES AT MPEB

INVESTMENT STAGES IN AQUACULTURE 21

EDBM 22

USEFUL LINKS 23





# MADAGASCAR AT A GLANCE

Source: MPEB - EDBM 2024



**The fourth**  
Biggest island in the world



Capital city:  
**Antananarivo**



**587 000 km<sup>2</sup>** of areas  
**36M ha** of arable land  
**7,6M ha** protected areast

**400 km**

To the east of  
Mozambique,  
in the Indian Ocean.

Madagascar



## Macro-economic indicators

Indicators	2021	2022
GDP per inhabitants (USD)	502.6	536.2
Nominal GDP (in MGA billion)	55 744.4	63 099.1
Real growth in GDP (the last 05 years)	5,7 %	4,2 %
Trade balance (as a percentage of GDP)	-6.7 %	-5.0 %
Domestic savings (as a percentage of GDP)	11.3 %	14.7 %
Inflation rate (average rate for the period)	5.8 %	8.2 %
Growth rate	5.7 %	4.2 %



## Sectors' contribution to GDP

Sectors	2021	2022
Construction	11.2 %	9.68 %
Industry	13.5 %	14.42 %
Agriculture	16.1 %	16.06 %
Mining sector	55,4 %	23,6 %
Tourism	1.3 %	0.79 %
Fisheries	5,1 %	4,1 %



# 1. Why invest in 'AQUACULTURE'?



Photo: © MPEB

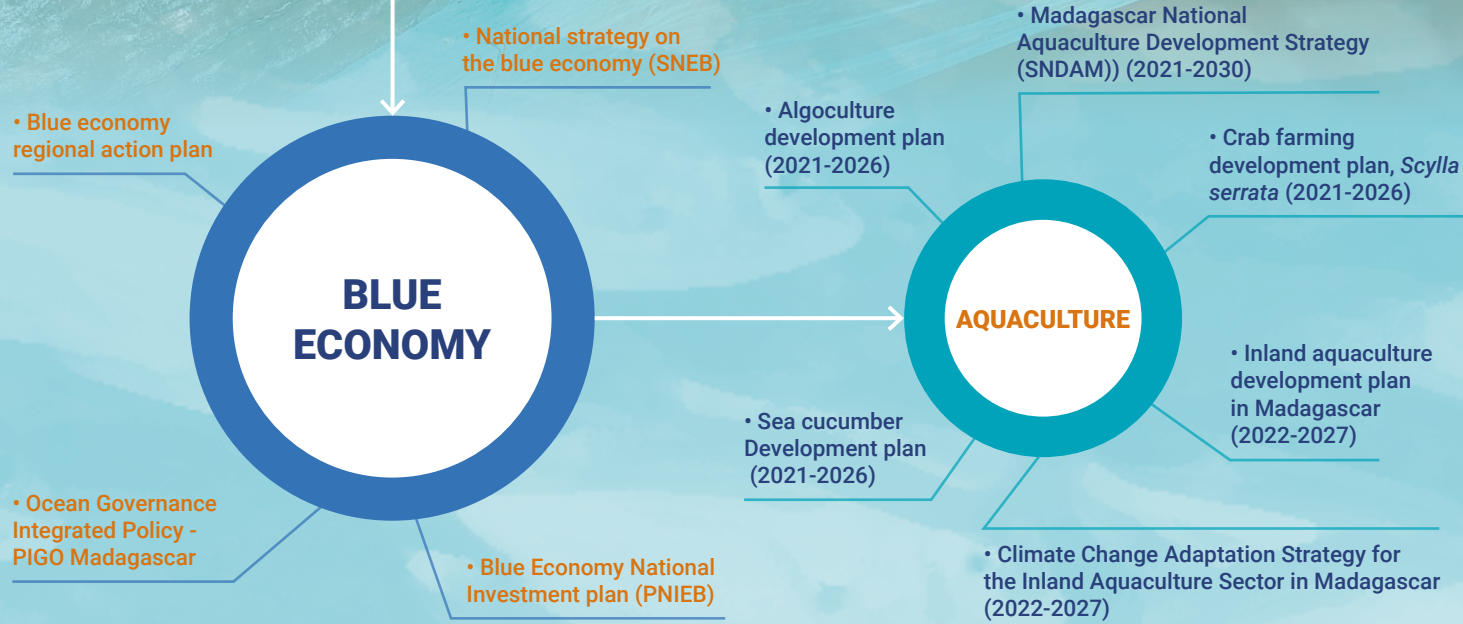
**INTERNATIONAL**  
 Shanghai declaration:  
 Aquaculture for food  
 and sustainable  
 development  
 (September 25, 2021)

**REGIONAL**  
 SADC's Aquaculture  
 Development Strategy

**NATIONAL**

## 1.1 WELL-SUPERVISED SECTOR

Source: MPEB, 2024



- The Ministry in charge Fisheries and Aquaculture is responsible for their implementation, in close collaboration with partners from the private sector and civil society.
- The MPEB has drawn up job descriptions to enhance the skills of fish farmers.



## 1.2 REASSURING LEGAL SYSTEM

Source : MPEB, 2024

### INVESTMENT IN MADAGASCAR

- Law No. 2023-002 of July 27, 2023 on investment in Madagascar
- Decree No. 99-954 of December 15, 1999 amended by the decree n° 2004-167 on February 03, 2004 on making investment compatible with the environment (MECIE)

### FISHERY AND AQUACULTURE

- Law No. 2015-053 of February 03, 2016 pertaining to fisheries and Aquaculture
- Law No. 2018-025 of December 26, 2018 relating to maritime zones of the maritime space under the jurisdiction of the Republic Madagascar
- Law No. 2018-026 of December 26, 2018, revising Law No. 2015-053

### HEALTH CONTROL

- Decree No. 2005-375 of June 25, 2005, creating the French Fisheries Health Authority (ASH)
- Decree No. 2018-479 of May 29, 2018 concerning the health police of aquatic species and their derived product as well as the prevention and control measures against their diseases maladies

### AQUACULTURE

- Decree No. 2016-1493 of January 12, 2017, pertaining to the regulation of Aquaculture activities

### MAINLAND FISH FARMING

- Order No. 9037/2020 of May 14, 2020 setting the terms and conditions for issuing the fish farmer's card for inland waters
- Order No. 32004/2023 of November 29, 2023 on production systems and types of inland fish farming
- Order No. 32005/2023 of November 29, 2023 relating to the conditions of practice for inland fish farming

### CAGED FISH FARMING

- Order 3925 / 2018 of February 20, 2018 on regulating of caged fish farming and its installations in the State's inland public domain

### SALES

- Order No. 8333/2001 of July 30, 2001, regulating hygiene conditions applicable establishments, preparing, processing, packaging, storing or distributing animal foodstuff or foodstuffs of animal origin intended for the local market



The laws, decrees and orders can be consulted on the MPEB website: <https://www.mpeb.mg/textes-et-lois/>



# 1. Why invest in l'AQUACULTURE ?

## 1.3 CONSIDERABLE GEOGRAPHICAL & AQUACULTURE POTENTIAL

Source: MPEB, 2024

Madagascar has considerable assets for Aquaculture, a sector with a promising future.

Photo: © Acipenser Madagascar

### Substantial resources

- **5.603 km** of coastline, a large part of which is suitable for marine aquaculture: seaweed, shrimp, sea cucumbers, oysters...
- **300.000 ha** mangroves, a real ecological niche, favourable to crab farming.
- **50.000 ha** of "tannes" or salt flats including 27 000 ha suitable for shrimp aquaculture (i.e 11 000 ha of basins).
- **150.000 ha** natural bodies of water (lakes, rivers, canals) suitable for fish farming in cages and enclosures.

### Malagasy Aquaculture sector list

- **30.000 t/year** of aquaculture production, including 23,000 t of marine production and 7,000 t of inland production.
- The world's **best giant tiger shrimp** (*Penaeus monodon*). Madagascar has already distinguished itself by being the first to obtain the prestigious **Label Rouge** and **Organic certification**.
- It is also **IKIZUKI Label** and **ASC Label** certified.
- Sole **caviar** producer in Africa.



**Favourable eco-climatic conditions for good zoo-technical performance of species Aquaculture and farm economics.**

Fish farming and spirulina farming offer strong growth potential in Madagascar, as the species reared (tilapia, carp, and spirulina) can adjust to a wide range of eco-climatic and environmental conditions, from the central highlands to coastal regions.



## 1.4 ACCESS TO THE MARKET

Source: MPEB, 2024  
EDBM, 2024

Preferred access to major international market

### Regional and bilateral agreement

**+1 billion**  
Potential consumers  
in 41 african countries

#### AFRICA

- SADC : Southern African Development Community
- COMESA : Common Market for Eastern and Southern Africa
- ZLECAF : African Continental Free Trade Area

#### UNITED STATES OF AMERICA

- AGOA : African Growth and Opportunity Act
- For the same item, AGOA beneficiaries cost 35 % less than non-AGOA beneficiaries

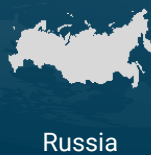
#### EUROPEAN UNION

- Sales preferences
- Anything but arms (EBA)
- GSP - Generalized system of preference
- Sales agreement
- Economic partnership agreement-EPA between EU and African countries
- Economic Partnership Agreement-EPA between the United Kingdom and African countries

#### INDIAN OCEAN

- Indian Ocean Rim Association IORA
- IOC- Indian Ocean Commission

### Other accessible markets for Madagascars



Madagascar is member of:



World Organisation  
for Animal Health  
Founded as OIE

# 1. Why invest in AQUACULTURE ?

## 1.5 CURRENT AQUACULTURE PRODUCTION AREA

Source: MPEB, 2024

A growing domestic market for fish

• **7 kg/capita/year** of consumption in 2023, target 11 kg/capita/year

High concentration of:

- Fish farming
- Shellfish farming
- Crab farming
- Shrimp farming
- Sea cucumber farming
- Seaweed farming
- Spirulina farming






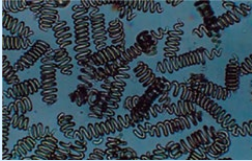
Scale: 1/10.000.000






# 2.1 TYPES OF EXISTING AQUACULTURE

Source: MPEB, 2024

### Mainland aquaculture

FISH FARMING				ALGOCULTURE
CAGED FISH FARMING	POND FISH FARMING	RICE-FISH FARMING	FISH FARMING IN ABOVE GROUND PONDS	SPIRULICULTURE
				
<b>SPECIES</b>				
<b>Sturgeon</b> ( <i>Acipenser sp.</i> )	<b>Tilapia</b> ( <i>Oreochromis niloticus</i> )	<b>Carp</b> ( <i>Cyprinus carpio</i> )	<b>Tilapia and Carp</b> ( <i>Cyprinus carpio</i> )	<b>Arthrospira platensis</b> (var. <i>Toliara</i> and <i>A. maxima</i> )
<b>OPERATING MODEL</b>				
Industrial companies	Family/Individuals Associations/Cooperatives		Family/Individuals	Industrial companies Private producers working to combat malnutrition

### Marine aquaculture

SHRIMP FARMING	SEA CUCUMBER FARMING	ALGOCULTURE
SHRIMP FARMING IN BASINS	ENCLOSURE FATTENING	STAKE-STRING AND LONG-LINE SYSTEM
		
<b>SPECIES</b>		
<b>Giant tiger shrimp</b> ( <i>Penaeus monodon</i> )	<b>Sea cucumber</b> ( <i>Holothuria scabra</i> )	<b>Algues rouges</b> ( <i>Eucheuma striatum</i> , <i>Kappaphycus alvarezii</i> , et <i>E. spinosum</i> )
<b>OPERATING MODEL</b>		
Industrial companies	Private production farm Villagers along the coastline	Industrial companies (Company Farm) system Villagers along the coastline

Existence of some hydroponic fish farming, particularly in the regions of Atsinanana and Analamanga

Photo 1: © Acipenser Madagascar  
Photo 2: © FAO/J.K. Saha  
Photo 3: © Tia Miary  
Photo 4: © SPIRUSUD Maninday  
Photo 5: © Dr. Randriatiana  
Photo 6: © Indian Ocean Trepanng (IOT)  
Photo 7: © Dr. Randriatiana

## 2. Investment opportunities

# 2.2 AQUACULTURE GROWTH POTENTIAL

Source: MPEB, 2024

### AQUACULTURE SECTOR IN EXPERIMENTAL PHASE

#### Marine aquaculture

SHELLFISH FARMING	
TYPE	OYSTER FARMING
SPECIES	• Pen shell ( <i>Atrina sp.</i> ) • ( <i>Anadara sp.</i> )
OPERATING MODEL	Private farm
CRAB FARMING	
TYPE	CRAB FATTENING
SPECIES	Mangrove crab ( <i>Scylla serrata</i> )
OPERATING MODEL	Private farm

### AQUACULTURE SECTOR WITH STRONG GROWTH POTENTIAL

#### Mainland aquaculture

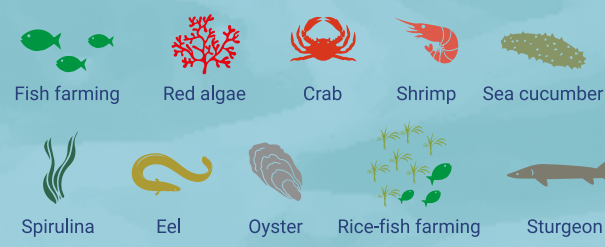
- Spirulina export
- Trout farming relaunch (Rainbow trout farming)
- Sturgeon basin farming

#### Marine aquaculture

- Marine caged fish farming
- Lobster farming
- Eel farming relaunch (Glass eel collection and eel fattening)



Scale: 1/10,000,000



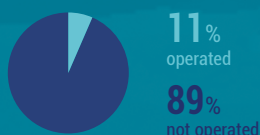


# 2.3 SHRIMP FARMING

Source: MPEB, 2024  
EDBM, 2024 - Trade Map

Reared species	<b>Giant tiger shrimp</b> ( <i>Penaeus monodon</i> )
Rearing system	Semi-intensive in basins
Estimated production	54 000 to 62 000 t

Operated site



Current yearly production	4 400 t
Input	<ul style="list-style-type: none"> <li>• Post-larvae produced by each company's hatchery - nursery</li> <li>• Juvenile produced by each company's nursery farm</li> <li>• Good-quality feed</li> <li>• Fertilizer</li> </ul>
Type of sold product	<ul style="list-style-type: none"> <li>• <b>Raw brochette</b></li> <li>• <b>Crushed</b></li> <li>• <b>Peeled raw</b></li> <li>• <b>Whole cooked</b></li> <li>• <b>Tails</b></li> </ul>
Madagascar shrimp destinations	<p><b>Exportation</b></p> <ul style="list-style-type: none"> <li>• France (89 %)</li> <li>• China (8 %)</li> <li>• South Africa, Belgium, Scotland, Spain, India, Japan, Malaysia, Mauritius, Mayotte, United kingdom, Portugal, Thailand, USA and Vietnam (3 %)</li> </ul>
Global import value	102 million USD (Morocco \$27 M, Belgium \$24 M, Germany \$14 M ...)

Price trend

FOB price (USD/Kg)



Existence of shrimp farming development plan



*The giant tiger shrimp (*Penaeus monodon*) from Madagascar, was the first to obtain the the prestigious Label Rouge/Label Bio, making it the BEST shrimp in the world.*

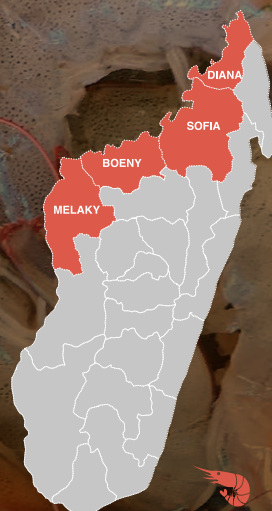


Photo: © Dwi Rustiyanto - Vecteezy



## 2. Investment opportunities

# 2.4 FISH FARMING

Source: MPEB, 2024  
EDBM, 2024 - Trade Map

### FISH FARMING IN PONDS

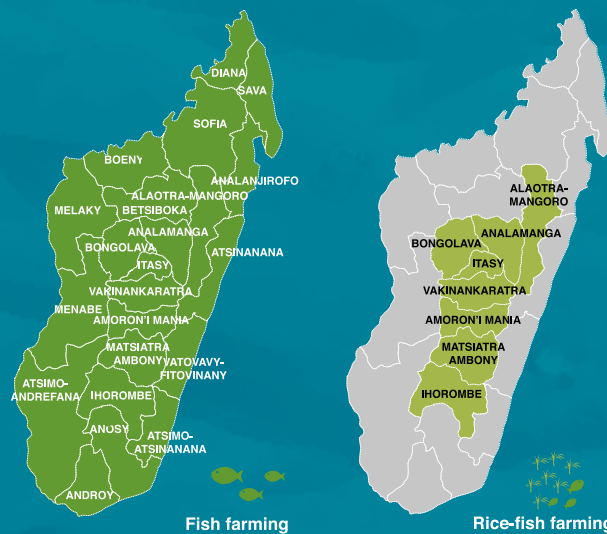


Photo: © DRANDRIARILALA

Reared species	<ul style="list-style-type: none"> <li>• <b>Outshined 95% par : Nile Tilapia (<i>Oreochromis niloticus</i>) - Carp (<i>Cyprinus carpio</i>).</b></li> <li>• <b>5% by goldfish, Black bass, Gourami...</b></li> </ul>
Suitable site	At least 150 000 ha
Estimated production potential	45 000 à 300 000 t



Current yearly production	<ul style="list-style-type: none"> <li>• 1 650 t of Tilapia and Carp</li> <li>• 50 t for other species</li> </ul>
Input	<ul style="list-style-type: none"> <li>• Quality juvenile fish</li> <li>• Granulated and extruded feeds</li> <li>• Fertilizer</li> </ul>
Current average yield	10 t/ha and per cycle
Type of sold product	<ul style="list-style-type: none"> <li>• Live fish</li> <li>• Fresh fish</li> </ul>
Destinations	Local sales (local, regional, national market)



### RICE-FISH FARMING



Photo: © MPEB

Reared species	<b>Outshined by carp (<i>Cyprinus carpio</i>)</b>
----------------	---



Current yearly production	30 000 to 75 000 t
Input	Fingerlings
Current average yield	250 to 300 kg/ha and per year
Type of sold product	<ul style="list-style-type: none"> <li>• Live fish</li> <li>• Fresh fish</li> </ul>
Destinations	Local sales (local, regional, national market)

🐟 **Fish farming has high growth potential... at the local market, the sales price are steadily rising, regardless the species.** 🐟



## CAGED FISH FARMING

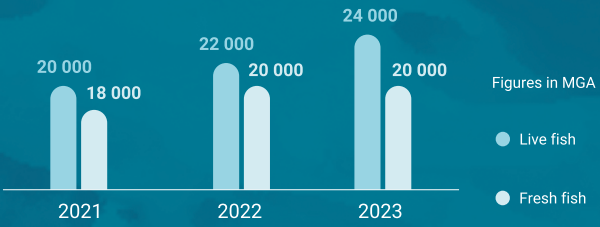
### Fattening of Tilapia



Photo: © Dr RANDRIARILALA

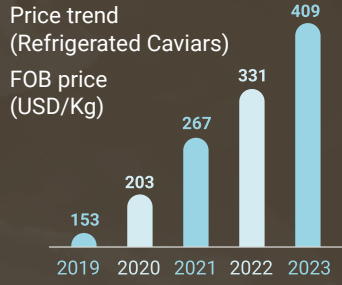
Reared species	<b>Nile Tilapia</b> ( <i>Oreochromis niloticus</i> )
Suitable sites	150 000 à 160 000 ha of natural water bodies (lakes, rivers, canals)
Operated sites	24 000 ha
Operated sites	<p>16% operated 84% not operated</p>
Current yearly production	300 t
Input	<ul style="list-style-type: none"> <li>Granulated and extruded feeds</li> <li>Fingerlings</li> </ul>
Current average yield	250 to 500 kg/cage (20 m <sup>3</sup> ) and per cycle
Types of sold product	<ul style="list-style-type: none"> <li>Live fish</li> <li>Fresh fish</li> </ul>
Destinations	Local sales (local, regional, national market)
Global import value	1 301 millions USD (USA \$330 M, Hong Kong \$81 M, Ivory Coast \$73 M ...)

**Trend in selling price MGA/kg**  
(Fish farming in ponds - Rice-fish farming)



## STURGEON

Reared species	<b>Six species of sturgeon</b> ( <i>Acipenser baerii</i> , <i>A. gueldenstaedtii</i> , <i>A. persicus</i> , <i>A. nudiiventris</i> , <i>A. stellatus</i> and <i>Huso huso</i> )
Current yearly production	6 t of caviar and 100 t and sturgeon flesh
Input	<ul style="list-style-type: none"> <li>Quality feed produced in-house</li> <li>Imported adult sturgeon and fertilized eggs</li> </ul>
Types of sold product	<ul style="list-style-type: none"> <li>Caviar</li> <li>Flesh of sturgeon</li> </ul>
Destinations	<p><b>Caviar</b></p> <p>10% DUBAI 40% FRANCE</p> <p>2% MAURITIUS, JAPAN, REUNION, SOUTH AFRICA 43% USA</p> <p><b>Sturgeon flesh:</b> Local sales in Antananarivo:  <ul style="list-style-type: none"> <li>Leader Price Tanjombato</li> <li>Le Gourmet Ankorondrano</li> <li>Le Marais Ankorondrano</li> </ul> </p>
<b>Caviar</b> global import value	188 millions of USD (USA 41M, France 19M, Japon 15M ...)
<b>Sturgeon flesh</b> global import value	32 000 millions USD (USA \$9 500 M, Japan \$3 700 M, Germany \$2 000 M ...)



*A pioneer in sturgeon egg production in Africa and the Indian Ocean, today the Island's caviar, the national pride, is served on the world's most prestigious tables, delighting lovers of luxury.*



## 2. Investment opportunities

# 2.5 SEA CUCUMBER FARMING

Source : MPEB, 2024  
EDBM, 2024 - Trade Map

Reared species	<b>Sea cucumber</b> ( <i>Holothuria scabra</i> )
Suitable site	Several coastal areas (in tidal zones)
Current yearly production	9 t of trepangs
Input	<ul style="list-style-type: none"> <li>• Juveniles</li> <li>• Feed (at fish hatchery)</li> <li>• Nets for enclosure</li> </ul>
Global import value	226 millions USD (China \$143 M, South Korea \$23 M, Saudi Arabia \$22 M ...)

### Destinations

24%  
SINGAPORE

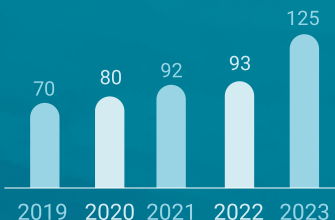


1%  
CHINA

75%  
HONG KONG



### Price trend FOB Price (USD/Kg)



*As a generator of foreign currency, sea cucumber farming is one of the country's leading sectors, along with exports of farmed shrimp, red algae and caviar. Madagascar is one of the countries with the greatest expertise in sea cucumber farming.*







Photo: © 14 LUNES Namakia -Ankilibe

## 2.6 ALGOCULTURE

Source: MPEB, 2024  
EDBM, 2024 - Trade Map

Red algae Spirulina  
**Algoculture**

### Red algae Eucheuma

Crop species	Red alga ( <i>Eucheuma striatum</i> or <i>Kappaphycus alvarezii</i> and <i>E. spinosum</i> )
Suitable sites	Several coastal areas (in tidal rocking zones)
Cultivated sites	2 200 to 2 500 ha
Current yearly production	0,8 à 1,2 t of dry algae/ha/an
Type of sold product	<b>Dry algae</b>
Destinations	<ul style="list-style-type: none"> <li>• Europe</li> <li>• USA</li> <li>• Philippines</li> </ul>
Global import value	1560 millions USD (China \$647 M, Japan \$190 M, USA \$125 M ...)



*Eucheuma* red algae contains a high proportion of carrageenan. A polysaccharide used in a wide range of industries, including food, pharmaceuticals and cosmetics....



### Spirulina

Crop species	<i>Arthrospira platensis</i> var. <i>Toliara</i> and <i>A. maxima</i> .
Estimated production potential	Not yet estimated
Current yearly production	25 t (dry) of spirulina meaning 125 t of fresh spirulina
Input	<ul style="list-style-type: none"> <li>• Some train quantities</li> <li>• Fertilization</li> <li>• Baking soda</li> </ul>
Types of sold product	<b>Dry spirulina</b> <ul style="list-style-type: none"> <li>• A well-known product Sought after by consumers</li> <li>• Opportunity for the sector to expand to the international marketsx</li> <li>• 135 000 MGA/kg</li> </ul>
Destinations	<ul style="list-style-type: none"> <li>• Local sales (local, regional, national markets) and distribution to orphanages and nutritional center</li> <li>• Export France, Switzerland</li> </ul>

NB : there are natural spirulina beds at Belanda and Ankoronga (region of Toliara).



# 3. SUCCESS STORIES

Source : MPEB, 2024



Photo: © Novo-comm

Photo fournie

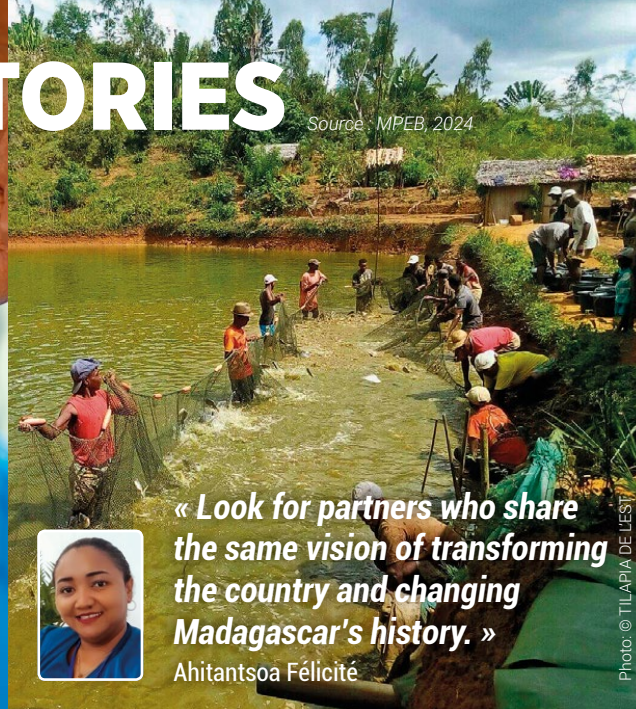


Photo: © TILAPIA DE L'EST

Photo: © OCEAN-FARMERS



« In addition to financial resources, it is essential to have technical expertise, in-depth knowledge of marine ecosystems and adaptability to emerging challenges. » Moustapha Dieng



« Look for partners who share the same vision of transforming the country and changing Madagascar's history. »

Ahitantsoa Félicité

These companies are convinced that economic performance must go hand in hand with a strong commitment to social responsibility and the environment, and have taken full advantage of countless opportunities offered by the aquaculture sector in Madagascar.

Each, in its own field, has thrived by opting for a responsible, sustainable and fair approaches.



## INDIAN OCEAN TREPANG SEA CUCUMBER

INDIAN OCEAN TREPANG (IOT), established in 2012 to meet the growing demand for sea cucumbers in Southeast Asia, stands out as an example of sustainable Aquaculture in Madagascar. Started with an 8-hectare hatchery-nursery and two village farms, IOT has prospered by generating employment opportunities, preserving local resources and limiting the overexploitation of sea cucumbers, vital for marine ecosystems. The company has experienced remarkable growth thanks to its expertise, a solid team of technicians and biologists, and a committed workforce, with 196 permanent employees, 73 seasonal/temporary workers and 576 farmers.

Currently, with extensive facilities covering 8 hectares for the hatchery-nursery, 220 ha for the Company Farms and 67 ha for the village farms, and a plant processing up to 3,500 cucumbers a day, IOT produces up to 9 t of trepang every year for the Asian market. With ambitious plans to double the size of the Company Farms and increase production capacity over the next five years, the company aims to further strengthen its market position.

Avenue de France,  
Toliara, Madagascar  
+261 (0) 34 35 601 49  
info@iotrepang.com

[iotrepang.com](http://www.iotrepang.com)



## TILAPIA DE L'EST TILAPIA

In 2015, TILAPIA DE L'EST, which brings together fish farmers from the Atsinanana Region, was created with an ambitious vision, to boost fish farming in Madagascar. Despite the modest beginnings on 10 ha, the company overcame major obstacles such as farmers' lack of motivation and difficult access to quality fingerlings and appropriate feed. The initial attempts, using fingerlings from Antananarivo and artisanal feed, were unsuccessful, but with perseverance, TILAPIA DE L'EST opted for Gift-strain fingerlings and extruded floating feed, adapted to the nutritional needs of the fish.

Today, with 100 ha of ponds and 500 partner producers, the company produces 900 t of tilapia a year. The company's success stems from its use of quality materials, breeding expertise, rigorous management and top-notch infrastructure. The vision for the next five years is to expand operations across Madagascar, increase production and establish a local feed factory to reinforce self-sufficiency.

Lot 5004 P<sup>lle</sup> 21/54 Mangarano II  
Toamasina 501, Madagascar  
+261 (0) 34 17 067 23  
tilapiadelest@gmail.com

[www.tilapiadelest.com](http://www.tilapiadelest.com)



« Passion and ambition are essential for investing in Madagascar. » Christophe Dabezies



Photo fourmie

« Cultivating the ocean sustainably is our future. »

Thomas Picart

Photo: © ACIPENSER MADAGASCAR

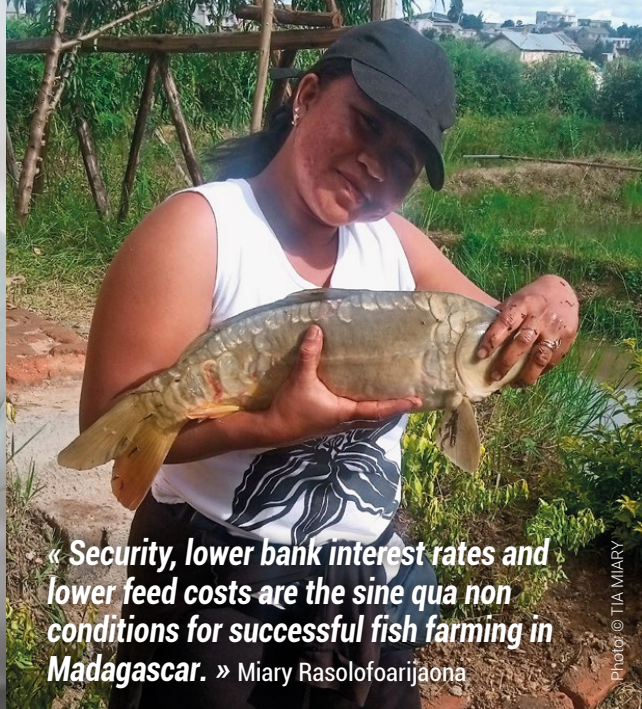


Photo: © TIA MIARY

« Security, lower bank interest rates and lower feed costs are the sine qua non conditions for successful fish farming in Madagascar. » Miary Rasolofoarijaona



## OCEAN FARMERS

DRY ALGAE

OCEAN FARMERS, much more than a commercial success, embodies a story of sustainable, community-based growth. Launched in 2011 in the coastal villages of Toliara's Bay, this innovative initiative is the result of a fruitful collaboration between residents and COPEFRITO's seaweed farming department.

At first, the project grew fast by involving 200 seaweed farmer households in nine villages. In 2017, OCEAN FARMERS evolved into a leading aquaculture company, exporting to markets such as France and Tunisia. The collaboration has expanded to around 30 villages, involving nearly 1,200 seaweed farmer households and exceeding 1000 t of yearly production.

Even in 2020, in spite of the health crisis, the company produced 1,500 t of algae, involving 42 villages. Currently, on 2,000 ha, Ocean Farmers employs 200 full-time staff, engages 40 day labourers and around 2,000 contract farmers, producing around 1,300 t of dry algae per year. The goal is to double its production over the next five years, OCEAN FARMERS is committed to growth that respects communities and ecosystem.

Avenue de France, BP 212, Mahavatsé II  
Toliara 601, Madagascar.  
+261 (0) 34 35 601 49  
info@ocean-farmers.com

[ocean-farmers.com](http://ocean-farmers.com)



## ACIPENSER

STURGEONS EGGS

A pioneer in sturgeon egg production in Africa and the Indian Ocean, ACIPENSER's caviar, a national pride, now graces the world's most prestigious tables, delighting lovers of luxury.

In 2009, ACIPENSER began its journey by breeding rare species on an initial area of 6 ha in the locality of Mantasoa. With a forward-looking vision, the company focused its efforts on the production of sturgeon caviar, achieving impressive growth.

Between 2019 and 2023, the production goes from 4 to 10 t. currently, with a significant expansion to 20 ha, 22 basins and 50 cages, ACIPENSER employs 293 people to maintain its position in the sector. The key to success lies in the commitment to product quality, with sturgeon caviar exported to various international markets. ACIPENSER projects the future to 2029 by aiming to reach cruising speed through offering a complete caviar experience from all six sturgeon species

Ampasipotso Manjakandriana  
Antananarivo 116, Madagascar  
+261 (0) 32 03 359 01  
contact@acipenser.mg

[acipenser-madagascar.com](http://acipenser-madagascar.com)



## TIA MIARY

CARP & TILAPIA

Created in 2017, TIA MIARY, a company specializing in carp and tilapia farming, is a living proof that with a good dose of determination, but also intense training, you can turn a modest rice field into a flourishing success in fish farming.

Starting with 30 ares, the company now farms one hectare. With 60 ares of grow-out ponds, it can achieve a yearly production of 2 t of fish. Thanks to 40 ares dedicated to fingerling rearing, it produces 100,000 fingerlings a year. In addition, two floating grow-out cages produce nearly 600 kg annually.

TIA MIARY has diversified its production methods. The hard work of its six members, trained in fish farming and management, has been the mainstay of its success. Its products, ranging from live fish to fingerlings, are sold exclusively locally. Demonstrating its adaptability to the varied needs of consumers, the company plans to expand its floating cages and improve its ponds.

Avarajozoro Ambatolampy, Tsimahafotsy  
Antananarivo, Madagascar  
+261 (0) 34 66 368 45  
tiamiarypisciculture@gmail.com

**Tia-Miary-pisciculture (Fb)**

## 4. How to invest?

# MISSIONS & REMIT OF AQUACULTURE RELATED ENTITIES AT MFBE

Source: EDBM, 2024



### AQUACULTURE DEPARTMENT (AD)

- Implementation of Aquaculture Development strategies, while taking into account production systems as well as village and industrial approaches
- Promotion of techniques and innovations based on the valorization of aquatic genetic resources



### MALAGASY AGENCY FOR FISHERIES AND AQUACULTURE (MAFA)

- Financing, monitoring and evaluation of activities implemented by projects or organizations contributing to the sustainable fisheries and aquaculture sector



### AQUACULTURE DEVELOPMENT CENTER (ADC)

- Determine the best systematic approaches and biotechnical standards for rearing species suitable for Aquaculture
- Demonstrate and transfer the selected methodologies to civil servants, artisanal fish farmers, artisanal companies and SMEs, and possibly industrial companies, through practical training
- Contribute to the sustainable development of Aquaculture, especially the development of Aquaculture potential, including medium and small-scale sites, and increased production by trained Aquaculturists
- Formulate and test feeds based on local ingredients
- Supply post-larvae to interested operators
- Sell the center's products

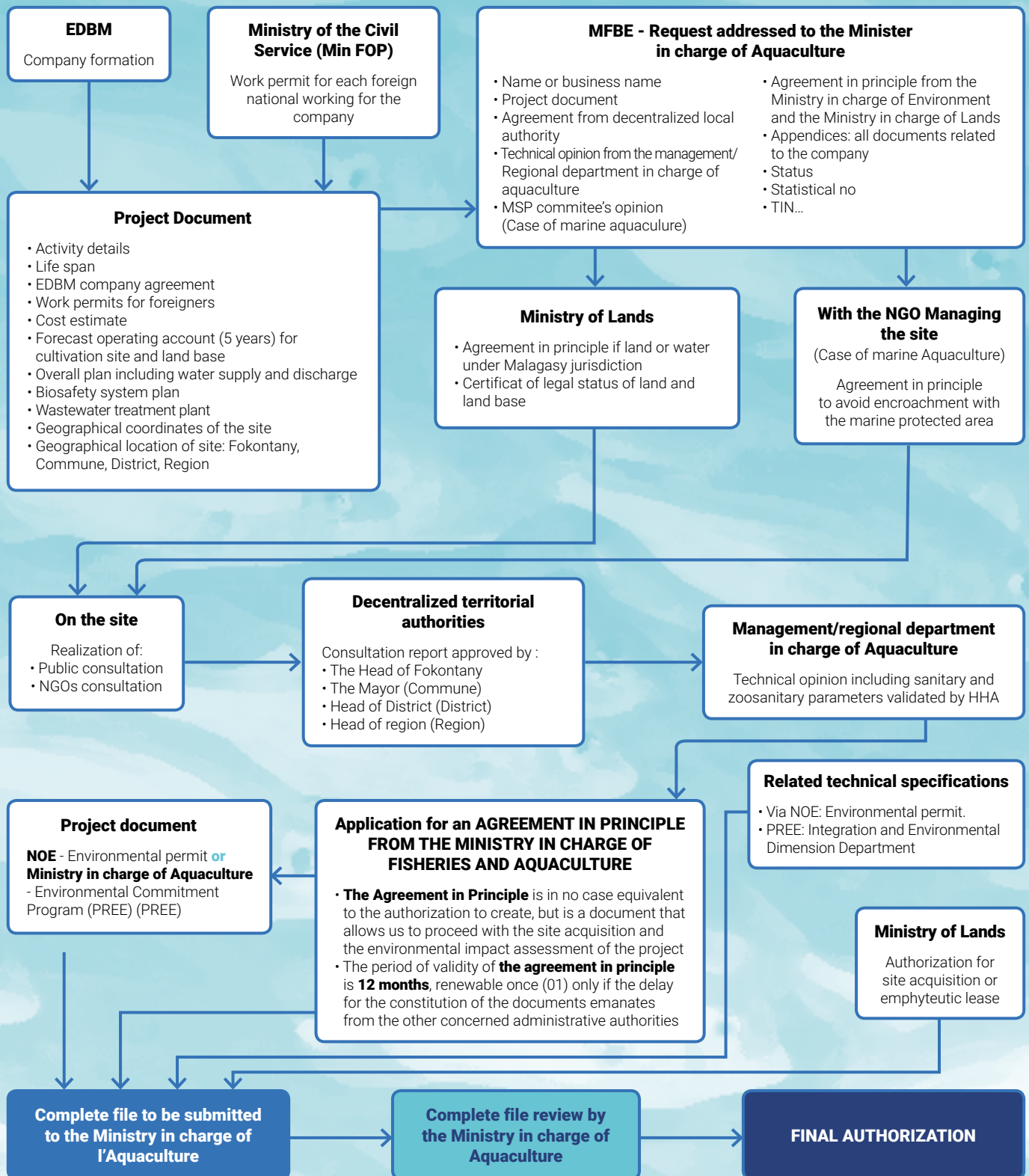


### HALIEUTIC HEALTH AUTHORITY (HHA)

- Management of sanitary approval for processing plants, freezer vessels and refrigerated warehouses
- Management of zoosanitary approval for aquaculture sites
- Aquatic Animal Health Surveillance
- Sanitary inspection of fishery and aquaculture products for export
- Issuance of export health certificates



## Investment stages in Aquaculture



# NATIONAL AGENCY FOR INVESTMENT PROMOTION

YOUR FIRST REPRESENTATIVE FOR YOUR INVESTMENT PROJECTS IN MADAGASCAR

## PRE-ESTABLISHMENT PHASE

- We provide you with the legal and regulatory framework for your investment project and sector
- We support you in getting key information on your investment sector and industry.

## ESTABLISHMENT PHASE

- Our online platform and one-stop business start-up service will make it easier for you to set up your company
- We support you throughout the entire process of setting up your company.
- Our one-stop shop will assist you in obtaining VISAs for investors, workers or family reunification
- Our one-stop shop will help you obtain work permits for your expatriate workers

## POST-ESTABLISHMENT PHASE (AFTER-CARINC) For established companies

- We help you solve specific problems.
- We help you realize your expansion plans

1

2

3

- SUPPORT FROM A DEDICATED INVESTMENT MANAGER
- LISTENING AND ADVICE
- CONTACTS WITH PUBLIC AND PRIVATE SECTOR PLAYERS

Orinasa  
[www.orinasa.edbm.mg](http://www.orinasa.edbm.mg)

Online business start-up platform

E-work  
[www.e-work.edbm.mg](http://www.e-work.edbm.mg)

Online employment authorization platform for foreign workers



[www.edbm.mg](http://www.edbm.mg)



[edbm@edbm.mg](mailto:edbm@edbm.mg)



Economic Development Board of Madagascar



EDB Madagascar



+261 020 22 670 40



# USEFUL LINKS

Source: MPEB 2024

PRESIDENCY OF THE REPUBLIC  
OF MADAGASCAR  
[www.presidence.gov.mg](http://www.presidence.gov.mg)

MINISTRY OF FISHERIES AND  
BLUE ECONOMY  
[www.mpeb.mg](http://www.mpeb.mg)

MINISTRY OF THE ENVIRONMENT  
AND SUSTAINABLE DEVELOPMENT  
[www.environnement.mg](http://www.environnement.mg)

ACSQDA LABORATORY -  
MINISTRY OF HEALTH  
[www.sante.gov.mg](http://www.sante.gov.mg)

FOOD AND ENVIRONMENTAL HYGIENE  
LABORATORY – PASTEUR INSTITUTE  
OF MADAGASCAR.  
[www.pasteur.mg](http://www.pasteur.mg)  
[lhae@pasteur.mg](mailto:lhae@pasteur.mg)

LNDV – LABORATOIRE NATIONAL DE  
DIAGNOSTIC VETERINAIRE(NATIONAL  
VETERINARY DIAGNOSTIC LABORATORY)  
– MINISTRY OF AGRICULTURE AND  
ANIMAL HUSBANDRY  
[www.minae.gov.mg](http://www.minae.gov.mg)

ECOLE SUPERIEURE  
DES SCIENCES AGRONOMIQUES  
UNIVERSITY OF ANTANANARIVO  
[www.essagro.mg](http://www.essagro.mg)  
[contact@essagro.mg](mailto:contact@essagro.mg)

NATIONAL OFFICE FOR  
THE ENVIRONMENT  
[www.pnae.mg](http://www.pnae.mg)

HALIEUTIC AND  
MARINE SCIENCES INSTITUTE  
[www.ihsm.mg](http://www.ihsm.mg)  
[contact@ihsm.mg](mailto:contact@ihsm.mg)

MINISTRY OF FOREIGN AFFAIRS  
[www.diplomatie.gov.mg](http://www.diplomatie.gov.mg)

CENTRAL BANK OF MADAGASCAR  
[www.banky-foibe.mg](http://www.banky-foibe.mg)

GENERAL DIRECTORATE OF CUSTOMS  
[www.douanes.gov.mg](http://www.douanes.gov.mg)



## **MPEB - Ministry of Fisheries and Blue Economy**

+261 34 98 824 15  
[www.mpeb.mg](http://www.mpeb.mg)  
[mpeb.contact@gmail.com](mailto:mpeb.contact@gmail.com)  
Ampandrianomby,  
101 Antananarivo - Madagascar



ECONOMIC  
DEVELOPMENT  
BOARD  
MADAGASCAR

## **EDBM - Economic Development Board of Madagascar**

+261 20 22 670 40  
[www.edbm.mg](http://www.edbm.mg)  
[dsi.agribusiness@edbm.mg](mailto:dsi.agribusiness@edbm.mg)  
EDBM Building, rue Général Gabriel Ramanantsoa, Antaninarenina,  
101 Antananarivo - Madagascar



Food and Agriculture  
Organization of the  
United Nations

## **FAO Madagascar**

+261 20 22 288 31  
[www.fao.org/madagascar](http://www.fao.org/madagascar)  
[fao-mg@fao.org](mailto:fao-mg@fao.org)  
159, Route Circulaire Ankorahotra,  
101 Antananarivo - Madagascar

**2024**