



CEO Roy Hoiias (right) and CFA Managing Director Howard Tang (left).Photo: Lighthouse Finance

Vietnam land-based salmon farm just one of a broad portfolio for Norwegian aquaculture investment firm

The global advisory firm's CEO said they would not be restricting themselves in terms of region.

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by [Nina Unlay](#)

Lighthouse Finance has a string of aquaculture projects making use of recirculating aquaculture systems (RAS) in the works, including a 10,000 metric ton RAS salmon farm in Vietnam in partnership with Dong Nam Investment, SEA Aquaculture, Singapore-based AquAgro Projects and

Israeli RAS tech specialist AquaMaof. But the investment firm's focus goes beyond land-based, CEO Roy Hoiias told **IntraFish**.

"I would say [land-based] has become a typical part of our client portfolio in the global market over the past three to four years," said Hoiias, whose role in the Vietnamese project will be in putting together the capital expenditure for the farm, aiming to finance it upfront with \$100 million (€90.6 million).

In terms of volume, Hoiias said 10,000 metric tons was a pretty standard size for those it is involved with, with the biggest of its RAS financing projects so far aiming at 20,000 metric tons.

A wide focus

Although salmon is a large part of Lighthouse's portfolio, it is also venturing towards other species and has been looking at barramundi, yellowtail, shrimp and tilapia aquaculture projects.

"We are utilizing our knowledge and expertise in these three growth areas," Hoiias said, adding that the company was focused on nearshore, offshore and land-based farms. Apart from that, the top exec said it was a matter of finding "the right places and the right people."

The company currently has projects across many regions, including China, Africa, and Australia.

"We are definitely not restricting ourselves in terms of region. We are close with AquaMaof and other RAS suppliers, and that's how we cover the whole industry."

Historically tackling a broader range of industries in its portfolio, Lighthouse made the "strategic choice" to focus solely on aquaculture in 2010.

According to Hoiias, being a Norwegian company with exposure to the salmon farming industry has given Lighthouse Finance an edge.

"I think in general [aquaculture] is an industry that needs to develop to be more sustainable and environmentally-aware," he said. "It's definitely something we want to bring to the table, starting with farming tech solutions. We see a global market that's developing very, very fast, and it's going to grow many years going forward."