

RESEARCH AGREEMENT

Project Title: Pilot study on feasibility and scaling of Peruvian Anchoveta (*Engraulis ringens*) for direct human consumption in the province of Callao, to support national food security.

This Agreement is entered into between the Korea Maritime Institution (hereinafter referred to as "Party A" and "KMI") and Mg. Walter Alvites Ruesta, Dean of Faculty of Fisheries and Food Engineering of National University of Callao (hereinafter referred to as "Party B" and "FIPA-UNAC") and will be responsible for the research on "Pilot study on feasibility and scaling of Peruvian Anchoveta (*Engraulis ringens*) for direct human consumption in the province of Callao, to support national food security." and provide a research paper in accordance with the task instructions. Party B accepts Party A's proposal and agrees to prepare a research paper on the mentioned subject. Therefore, in consideration of the mutual covenants set forth herein, both Parties agree as follows:

1. Party B agrees to a research paper on the subject of "Pilot study on feasibility and scaling of Peruvian Anchoveta (*Engraulis ringens*) for direct human consumption in the province of Callao, to support national food security" this year.
1. Party B's paper shall contain below topics as details in Annex 2. The Annex 2 shall be integrated in this Agreement.
2. This Agreement shall be effective upon its execution by the parties hereto and shall continue in force for about six months from the execution date of the Agreement.
3. Party B shall provide Party A with partial report by August 31th, 2019, and the final report by December 15th, 2019. Party B shall submit final reports at the expiration date of the Agreement.
4. Party A agrees to pay Party B USD \$ 4,500 as a provisional payment for the investigation fee, which includes taxes, expenses or other charges incurred in connection with this Agreement and pays USD \$ 4,500 in the middle of the investigation, and pay USD \$6,000 upon the completion and submission of the research paper. (refer to Annex 4).
5. Dr. Jung Hee Cho at KMI is the coordinator of this Agreement, who is approved by the president of KML.



6. Party B shall respect General Provisions attached as Annex 1, based on the Korean Government's law.

The parties (Party A de B) agree to abide by the terms and condition set forth in this Agreement.

PARTY A

Signature



Dr. Jung Hee Cho
Director General

Korea Maritime Institute

PARTY B

Signature



Facultad de Ing. Pesquera y de Alimentos

Mg. Walter Alvites Ruesta
DECANO

Mg. Walter Alvites Ruesta,
DNI 060002721

Dean
Fac. of Fisheries and Food
Engineering National University of
Callao

Date: May, 2019

ANNEX 1. GENERAL PROVISIONS

1. Manner of Performance

The contractor should perform a set of all services set out in this Agreement with the appropriate degree of professional skills, care, and diligence.

2. Interpretation of Technical Terms

In the event that any controversy or difference may arise between both Parties in relation to interpret Technical Terms in this Agreement, Party A's interpretation shall have priority.

3. Change of Research Scope

The details of research scope may be amended by the parties mutual agreement at needs during the performance of the research.

4. Payment

The research fee will be paid 30% of the total rate to Party B one month before the date of execution of the Agreement. The 30% will be paid within a month submitting the partial report. The final research fee of the 40% will be paid in full within one month of the presentation of the final report. All payment of the research fee will be made by Part A to Part B with USD.

5. Use of the Rights

Party B shall take all responsibilities for using the third party's rights including patent, copyright, etc in relation to performing the research.

6. Report

- A. Party B shall provide Party A with partial report by August 31st, 2019 and the final reports by December 15th, 2019. Submitted to a coordinator of this Agreement by e-mail (jcho5901@kmi.re.kr).
- B. Party B shall submit final reports at the expiration date of the Agreement. Party B shall revise and complement final reports upon Party A's request within the research scope stipulated in this Agreement until a month after the expiration of the Agreement.



- C. All reports above the statements are written in English and based on the latest data.
- D. At the point of finishing the report, all data and related references are submitted by written paper at the expiration date of the Agreement.

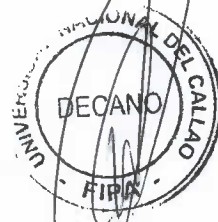
7. Breach of Agreement

If any of the following matters occurs with any specific reason by Party B, it shall be deemed a breach of the Agreement, and Party A shall take appropriate measures including termination of the Agreement.

- A. In case Party B may not complete all obligations and liabilities within the term of the Agreement.
- B. In case the performance of research may be delayed by Party B's intentional negligence and delinquency.
- C. In case Party B may have a subcontract for the agreed research in a way of injustice.

8. Entire Agreement

This Agreement constitutes the entire agreement between the parties, and may not be modified except written consent by both parties.



ANNEX 2. SCOPE OF RESEARCH

- Title: Pilot study on feasibility and scaling of Peruvian Anchoveta (*Engraulis ringens*) for direct human consumption in the province of Callao, to support national food security.
- Project contents

1. Phase 1 – Socioeconomic Diagnosis:

This phase builds the baseline of the research project. It will consist of:

- A. Determination of the study area
- B. Identification and characterization of artisanal fishermen linked to the resource for direct human consumption (CHD)
- C. Identify shipowners with decisive influence on the processes related to the anchovy resource for CHD

2. Phase 2 – Prototyping:

During this phase, the project will require to do:

- A. Mapping of the non-industrialized channels of the anchoveta for CHD
- B. Estimation of acceptance possibilities for anchovy for CHD in promotion campaigns
- C. Estimation of possibilities for the incorporation of anchovy for CHD in schools, soup kitchens, universities, among others
- D. Estimation of commercial possibilities to carry out an analysis in the incorporation of the anchoveta through its various presentations in the retails and other commercial channels (Terminals, Markets, among others), from the purchase perspective.

3. Phase 3 – Testing and results

The implementation of this phase will be carefully documented in a final research report according to Directive No. 013-2018-R, Universidad Nacional del Callao.



ANNEX 3. PROJECT PLAN

Phase	Months - 2019					
	1	2	3	4	5	6
Phase 1: Diagnosis		■	■	■		
Phase 2: Prototyping		■	■	■		
Phase 3: Testing		■	■	■	■	
Results Presentation				■	■	■



ANNEX 4. Payment

Total Payment (USD, \$)	1 ST Payment	2 nd Payment	Final Payment
USD \$ 15,000	USD \$ 4,500	USD \$ 4,500	USD \$ 6,000

- ❖ 1ST Payment: A month before the execution date of the Agreement.
- ❖ 2nd Payment: Within a month after the partial report.
- ❖ Final Payment: Within a month after submitting the final report
- ❖ Payment shall be made at the won-dollar rate of a payday.

