

Capillas Enterprise Inc.



EUROPE AWAITS NEW WATERS FOR BC GROWERS

BC Shellfish Growers Association Conference
2025

Marcos Illana-Mata
Canadian CEO



Trade Shows around the World.

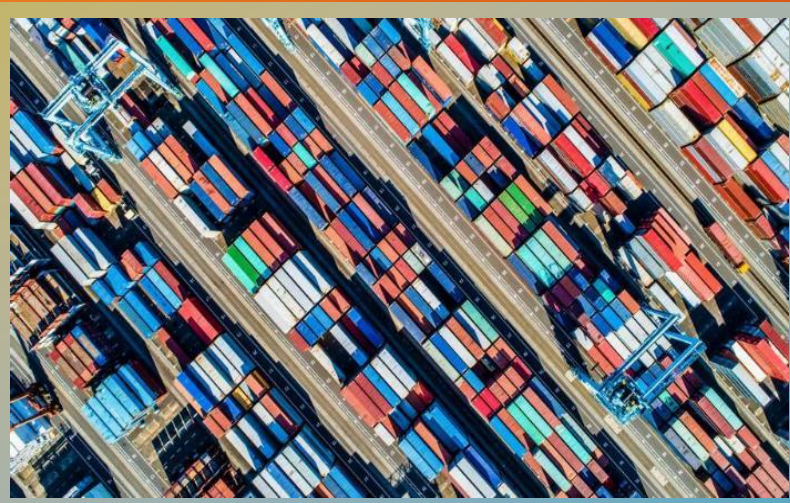


Unique and Dedicated
product displays.

Our team is qualified to represent your brand at international trade shows in Canada, the United States or Europe, preparing event-specific marketing collateral to elevate your brand presence in these markets with professional representation, sending a full report of the details within 72 hours of the event as well as complete coverage of photographs, videos and press clippings.



Capillas Enterprise Booth
Salon Gourmet 2024.



About Us.

Capillas Enterprise is a Canadian company based in Manitoba, specializing in the export of live clams and premium seafood to the European Union. Our operations combine high-quality sourcing, careful handling, and efficient logistics to ensure our products arrive fresh and in optimal condition.

In addition to our seafood export business, we offer **business consulting services** for companies seeking to explore new international markets. With a **commercial office in Spain** and strong partnerships with trusted freight forwarding companies, we manage our own logistics network—guaranteeing timely and reliable deliveries across Europe.

At Capillas Enterprise, we connect the best of Canada's waters with the growing demand of European markets, offering both **quality products** and **strategic business solutions**.




THE OPPORTUNITY

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Europe Calls!



Europe demands high-quality live mollusk creating huge opportunity for BC growers to allocate their products in a new market avoiding global market challenges.

Growing Demand:

Europe is a major seafood consumer, and the EU market appreciates high-quality Canadian seafood.

The CETA Advantage:

0% Tariffs thanks to this agreement.

Data Insight 2024

Spain market exports were valued at **\$6.96 million CAD.**

***Proof of growing and interesting Market**

Opportunity for BC producers.

Market Growth Data.

3.2 % from 2018-2023

6% total between by 2023-2024

12-15% total growth 2026-2027



CETA AGREEMENT.



Benefit:

It **eliminates most tariffs** (import taxes) on Canadian goods, including fish and seafood, making your clams more competitively priced in Europe.

Equivalence:

CETA includes a section where the EU recognizes Canada's food safety standards for live bivalve mollusks as **equivalent** to its own. This reduces some inspection hurdles.

For Canadian fishermen:

Their clams and other seafood enter the EU with zero tariffs (if they comply with the Rules of Origin)



The background image is a photograph of a shipping yard or port. On the left, a yellow forklift is lifting a white shipping container. In the center, a white semi-truck is parked. On the right, there are several tall stacks of white shipping containers. The sky is blue with some clouds. The entire image has a semi-transparent orange overlay.

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THE PROCESS

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The Legal Framework: Key Players



CFIA

The main body for certifying health and safety. You must be on the **CFIA/EU Approved Establishment List** for Live Bivalve Molluscs (LBMs).

Fisheries and Oceans Canada DFO

Manages harvest area closures due to bio toxins.
(e.g., Paralytic Shellfish Poisoning - PSP).

European Commission EC

Sets the strict import requirements for all food products, including LBMs

The Export Process: Your Checklist



For live clams to be eligible for export, they must pass rigorous checks before they even leave the water.

- 1) Harvest Area Approval: Clams must be harvested from an area Open and Approved by the DFO's Canadian Shellfish Sanitation Program (CSSP) and authorized by the EU.
- 2) Establishment Approval: The company handling and dispatching the clams (the Dispatch Centre) must be on the CFIA/EU Approved List.
- 3) Labelling & Traceability: All bags/containers must be permanently and legibly labelled with a Health Mark that includes:
 - Country of Dispatch (Canada)
 - Species (Common and Scientific Name)
 - Establishment ID Number
 - Date of Wrapping

The Export Process: Your Checklist



Health Certification: The shipment must be accompanied by an official EU Health Certificate issued by the CFIA.

TRACES NT System: The CFIA uses the EU's TRACES NT (Trade Control and Expert System New Technology) to pre-notify the Spanish border control about your shipment.

Certification is Key: Your harvest area and your processor must be on the CFIA/EU approved lists.

Document Everything: The CFIA Health Certificate and the CETA Origin Declaration are mandatory for a successful export.

Quality is Non-Negotiable: Europe demands the highest quality. Proper handling, cooling, and correct labelling are essential to maintain the "**Live**" status until delivery.

The image shows a complex form titled 'Part 1.1. Health Certificate'. It is divided into several sections with numbered fields. Key sections include:

- Section 1.1.1:** Contains fields for 'Country of origin' (Canada), 'Region of origin' (CA), 'Country of destination' (EU), and 'Region of destination' (EU).
- Section 1.1.2:** Contains fields for 'Name', 'Address', and 'Country' of the exporter and importer.
- Section 1.1.3:** Contains fields for 'Date of dispatch', 'Date of receipt', and 'Date of arrival'.
- Section 1.1.4:** Contains fields for 'Type of transport', 'Mode of transport', and 'Type of container'.
- Section 1.1.5:** Contains fields for 'Weight', 'Volume', and 'Value'.
- Section 1.1.6:** Contains fields for 'Type of product', 'Description of product', and 'Type of use'.
- Section 1.1.7:** Contains fields for 'Type of certificate', 'Type of control', and 'Type of inspection'.
- Section 1.1.8:** Contains fields for 'Type of certificate', 'Type of control', and 'Type of inspection'.

The form is filled out with various details, including 'Canada' as the country of origin and 'EU' as the country of destination. It also includes a QR code in the top right corner.

Required Export Documents.



DOCUMENT	ISSUER	PURPOSE
EU HEALTH CERTIFICATE ORIGINAL	CFIA	Attests that the product meets EU public health and animal health requirements (based on CFIA inspections).
Commercial Invoice	Exporter/Company	Details the sale price, quantity, and product description.
Bill of Lading / Airway Bill	Shipping Company	The contract for transport; details the route and destination
Origin Declaration (on commercial invoice)	Exporter/Company	Required under CETA to tariff elimination.

Required Export Documents.



1. **Establishment Approval:** Being on the EU Approved List (CFIA) (Canadian Food Inspection Agency) The processing establishment and/or dispatch centre must comply with EU hygiene and sanitary control standards (Regulation (EC) No 853/2004). The CFIA submits the application to the European Commission.
2. **Food Safety License** Safe Food for Canadians (SFC) CFIA license the company must have a valid SFC license with the activity of Exporting fishery products.
3. **Harvest Area Control:** Harvest Area Approved by the UEDFO (Fisheries and Oceans Canada) / CFIA. Shellfish must come from harvest areas that are part of the Canadian Shellfish Health Program (CSSP) and recognized by the EU as suitable (Class A or B). Marine biotoxins (e.g., PSP) and bacterial contamination are actively monitored.
4. **Shipping Certification:** EU Health Certificate (CFIA) (Official Veterinary Inspector). Mandatory for each shipment. This document guarantees that the specific batch (product, date, origin) meets all EU public and animal health requirements. It is issued through the TRACES NT electronic system.

Required Export Documents.



5. Tariff Access (Optional) CETA Declaration of Origin Canadian Exporter To benefit from the elimination of tariffs under the CETA Agreement (Comprehensive Economic and Trade Agreement), the exporter must include this declaration on the commercial invoice. Dual Approval: The company requires approval of its establishment and approval of the area from which the seafood was harvested.

IMPORTANT:

- TRACES NT: The health certificate is managed through this EU digital system so that the Spanish authorities are pre-notified of the arrival of the seafood.
- Emphasis on Health: The process is strict because live seafood (bivalve mollusks) filters water and must be harvested and handled under rigorous sanitary conditions to ensure they are safe for direct human consumption.

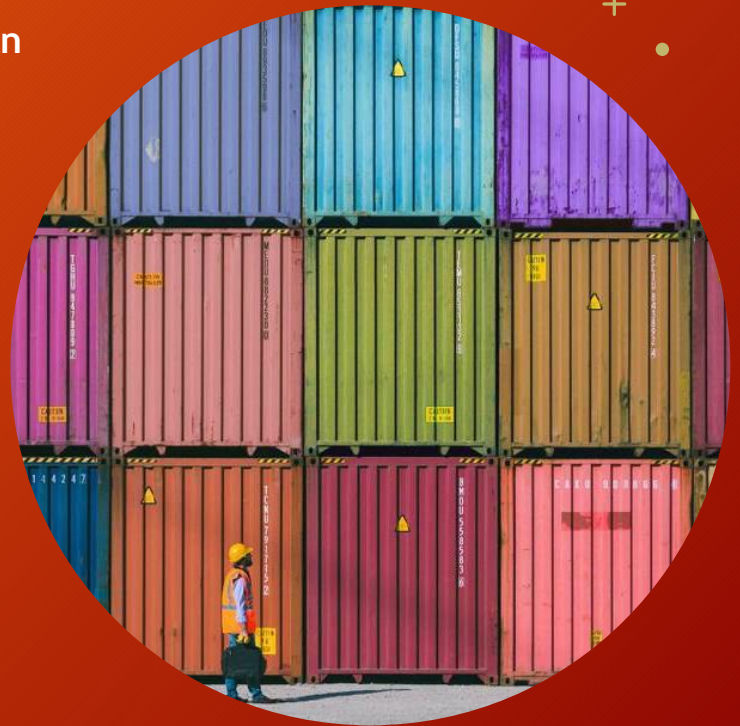
Summary

These data only confirm the significant opportunities that exist in the European market, which BC producers can access as an option to expand their markets or as a backup for their core markets. This makes the investment in obtaining documentation for the European Union worthwhile.

Capillas Enterprise provides a comprehensive suite of services designed to meet the full spectrum of our clients' needs in import, export, and market expansion. We manage every aspect of logistics, marketing, and sales, driving growth and enhancing market presence for our clients in new territories.

To ensure a seamless experience, we also offer legal and financial services, allowing our clients to focus on innovation and strategic development.

Our commitment is to build long-lasting relationships rooted in trust, underpinned by the results that speak to our effectiveness.



Our Partners

Strategic alliances are the basis of our success. Our contacts with multinationals, distributors on 4 continents and access to government bodies allow us to quickly access information and solutions for our clients. We rely on a vast network in several countries to offer the products we represent, working directly with the best partners and consultants around the world.



Contact us.

Please do not hesitate to contact our team with any question or inquires, we conveniently serve you in 4 different languages in both sides of the Atlantic.

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THANK YOU.



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