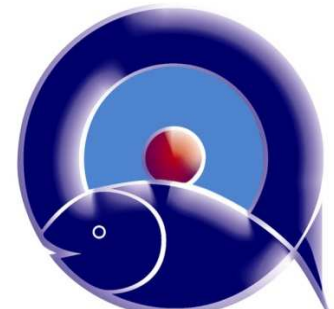




Athens Greece | 31 March 2018

Annual 2017 Results Presentation

NIREUS AQUACULTURE S.A.



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# Our Vision

*“To include high nutritional Mediterranean fish in consumers’ diet around the globe”*



# Profile

## Serving our customers is a top priority

- Leading food retailers, distributors, processors and fish farmers are capturing the growing market demand for healthy and sustainable seafood with NIREUS' products.
- We enable our customers to grow their business by offering the largest selection of high quality products and integrated solutions adapted to their needs.

**30 +**

Countries



**350 +**

Customers



**1,5 million fish**

delivered every week



**In 2017 Nireus group delivered more than 108 million meals**

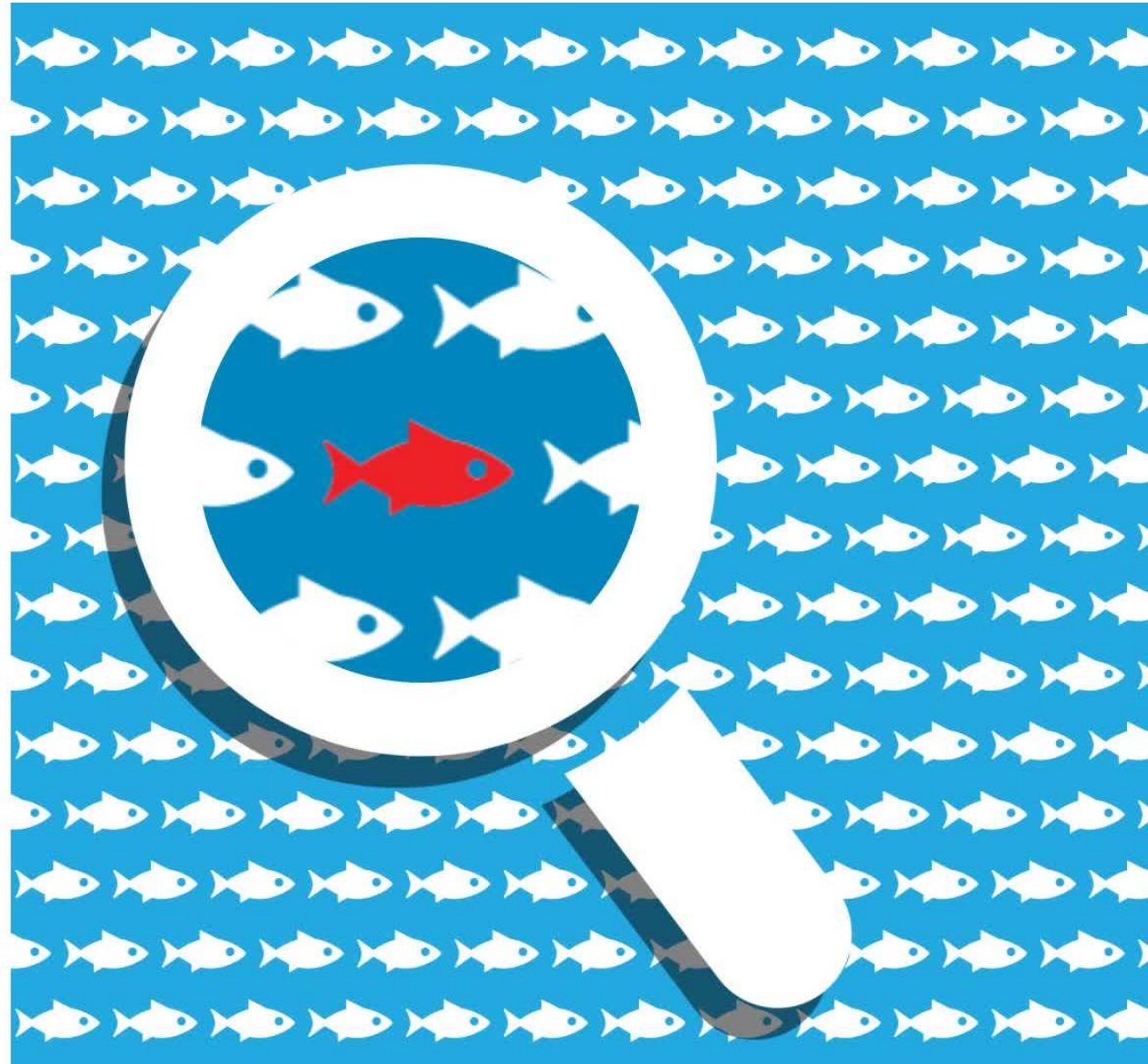
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*Note : Assuming one meal = 140 gr of fish fillet*



- Only 0,04% quality claims



# Profile

We create value for our customers by offering them tools to grow their business

- The Largest Selection & Product Range of Mediterranean Fish
- Year-round Supply
- Vertically Integrated Operations
- Infrastructure, Product & Market Know-How
- Complete Sales Support
- Innovative & Sustainable Aquaculture Practices
- High Standards in Food Safety & Environmental Management

Highly rated by our customers in 2017 Customer Satisfaction Survey



# Profile - Product portfolio

A prized portfolio for retailers, distributors, processors and aquaculture producers

## FISH PRODUCTS

Our fish grow in a unique environment. They are raised in a natural and wholesome manner in the clear blue waters of Greece and Spain, in sea farms well-tended by our skilled and caring staff who are present 24 hours a day, 7 days per week.

Their premium quality is ensured by low stocking density levels, being 2% fish to 98% water. Their appearance, taste, texture and color derive from our own carefully selected broodstock, our fish feed made to best suit their particular life stage needs and from NIREUS' extensive know-how in aquaculture since 1988.

They are available in all product forms :

- **Whole, fresh or frozen**
- **Processed, fresh or frozen** : Scaled, Gilled, Gutted, Head on  
Gutted, Headed & Gutted
- **Fillets, fresh or frozen** : Skin on, Pin bone-out (V-cut), Pin bone-in



**Gilthead sea bream**



**European sea bass**



**Pargus (Common Sea Bream)**



**Mearge**





# Profile - Product portfolio

Awarded with the Superior Taste Award 2017



In a blind taste test conducted at the globally recognized International Taste & Quality Institute (iTQi) in Brussels by a jury consisted of 135 chefs and connoisseurs



# Profile - Product portfolio

## INDUSTRIAL PRODUCTS



Genetically selected health-certified juveniles for all Mediterranean fish species



Superior quality fish feed for all sizes of Mediterranean fish and trout

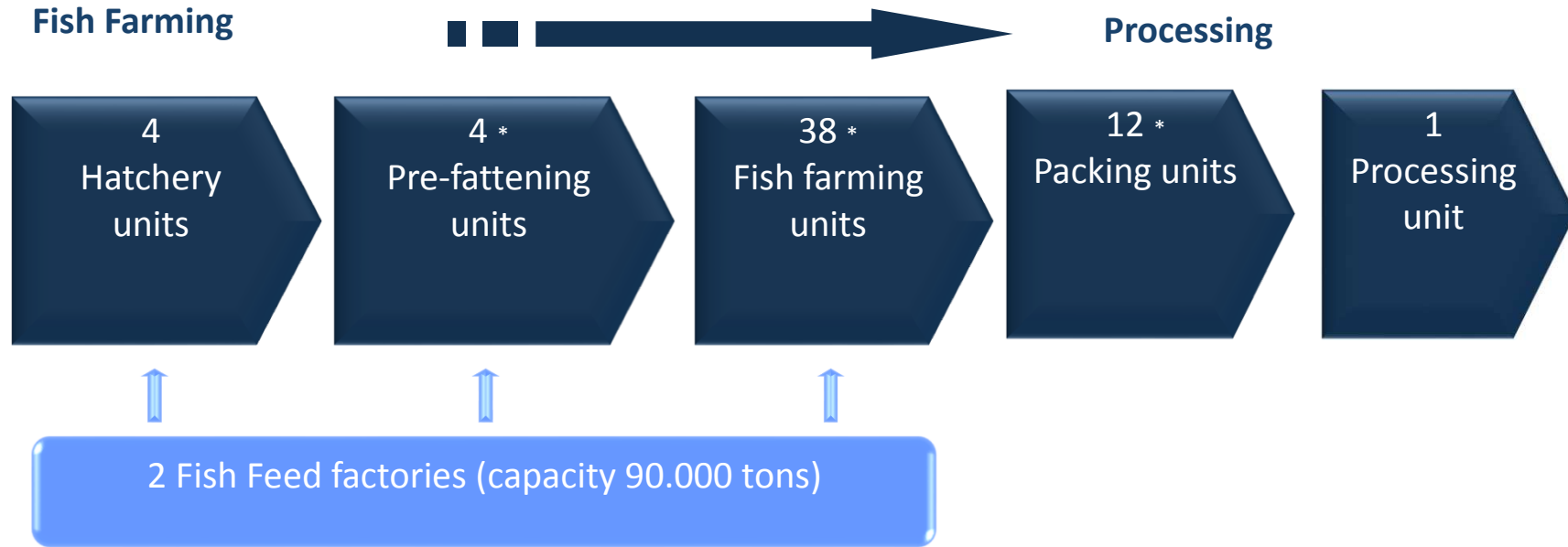


The largest producer of tailor-made nets in the Mediterranean



# Profile – Production Facilities

## Production facilities in Greece and Spain

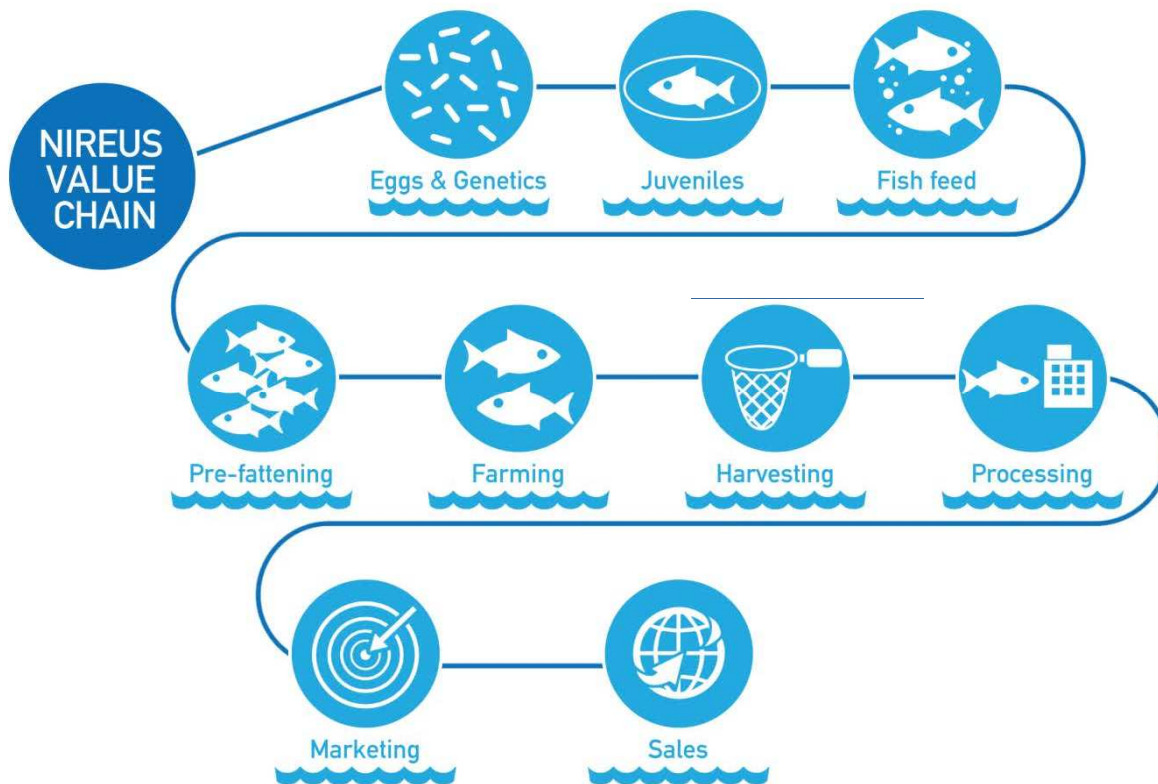


\* Including subcontracting production facilities

|        | Fish Feed Plants | Hatchery Units | Pre-Fattening Units | Fish farming Packing units | Processing unit |
|--------|------------------|----------------|---------------------|----------------------------|-----------------|
| Greece | ✓                | ✓              | ✓                   | ✓                          | ✓               |
| Spain  |                  |                | ✓                   | ✓                          |                 |



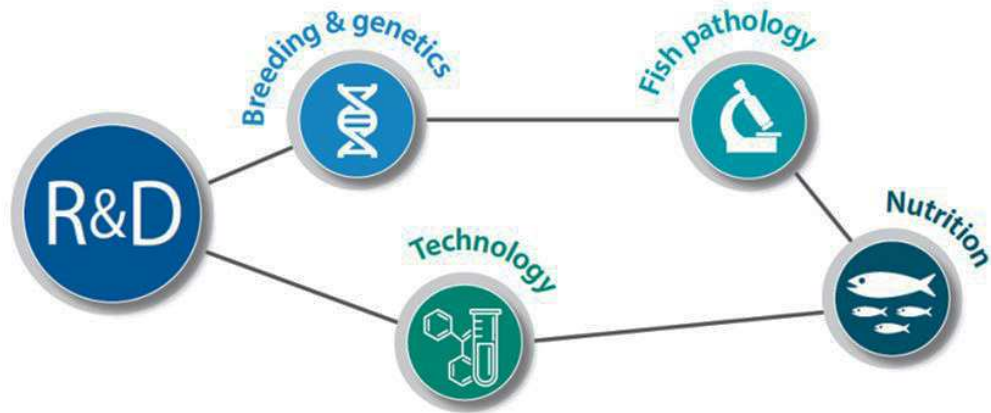
# Profile - Vertically Integrated Operations



NIREUS, being a vertical producer, controls the entire value chain of all its products, ensuring that every stage of production adheres to best industry practices.



# Profile - Pioneering Technology



The most advanced breeding selection program for Mediterranean fish

Cutting-edge technology in



Long-standing cooperation with Universities and leading research institutes



National and Kapodistrian  
UNIVERSITY OF ATHENS



National Technical  
University of Athens



UNIVERSITY  
OF THESSALY



UNIVERSITY  
OF CRETE



AKVAFORSK  
Institut for akvakulturforskning AS



# Profile - Certifications



Commitment to quality & sustainable practices



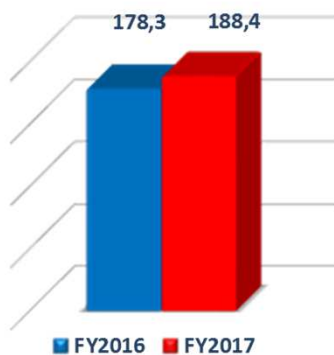
# Profile – Main Customers in Europe



# Sales by Business Sector

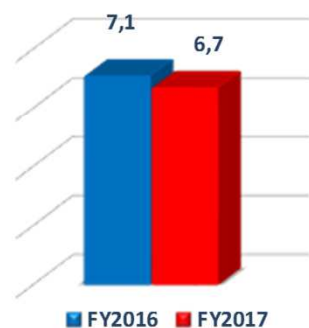
Sales by Business Sector FY2016 & FY2017  
(€ mil.)

## Fish Farming

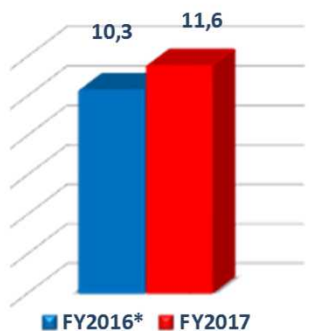


Fish farming = fish + juvenile sales  
(own production + merchandise)

## Fish Feed

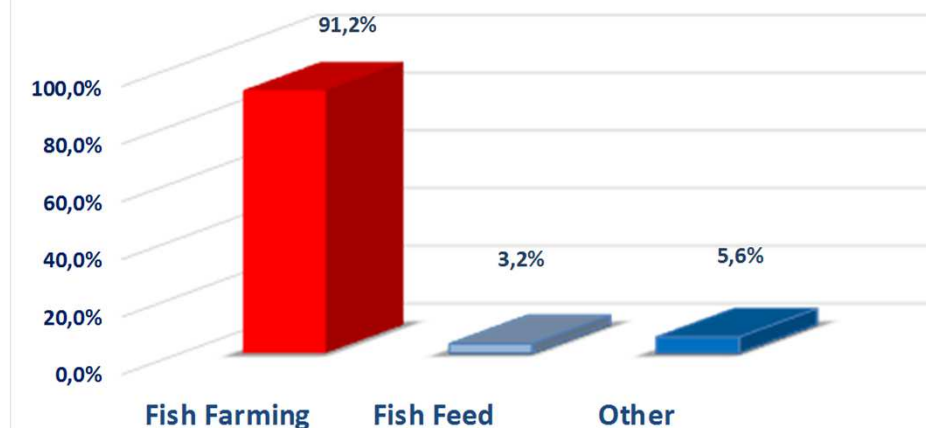


## Other



Other = fish farming equipment and  
aviculture product sales

Sales by Business Sector FY2017 (%)



- Fish farming sales increased by € 10,1 mil
- Fish feed sales decreased by € (0,4) mil
- Other sales increased by € 1,3 mil

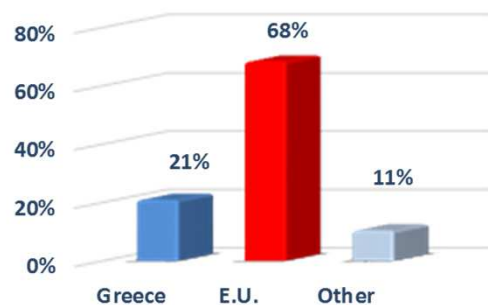
\* Revenue of 2016 was restated due to a change in the presentation of a subsidiary company's sales figure from a gross to a net basis with an off-set of an equivalent amount of raw material consumption and third party expenses





# Sales Evolution

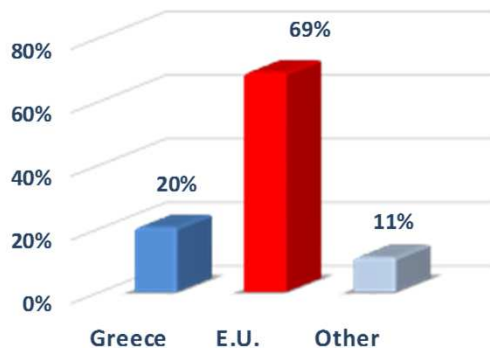
## Sales by Region FY2017



| FY 2017      |               |
|--------------|---------------|
| Greece       | 43,48         |
| EU           | 141,43        |
| Other        | 21,78         |
| <b>Total</b> | <b>206,68</b> |

|                |               |
|----------------|---------------|
| <b>Exports</b> | <b>163,21</b> |
|----------------|---------------|

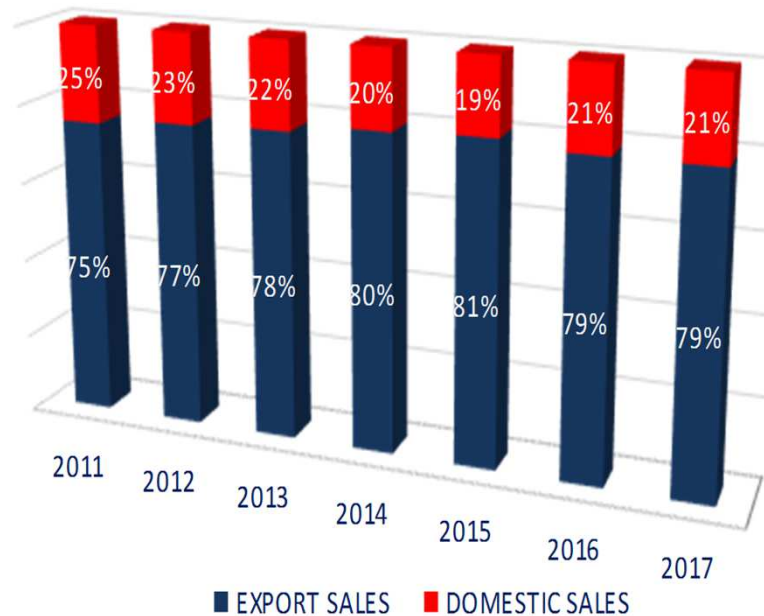
## Sales by Region FY2016



| FY 2016        |               |
|----------------|---------------|
| Greece *       | 39,68         |
| EU             | 134,93        |
| Other          | 21,17         |
| <b>Total *</b> | <b>195,79</b> |

|                |               |
|----------------|---------------|
| <b>Exports</b> | <b>156,10</b> |
|----------------|---------------|

## Sales Distribution (%) FY2011-FY2017



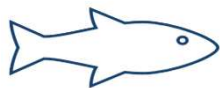
\* Revenue of 2016 was restated due to a change in the presentation of a subsidiary company's sales figure from a gross to a net basis with an off-set of an equivalent amount of raw material consumption and third party expenses



# Financial Performance



- **Group Sales** in 2017 amounted to € 206,7 mil. versus € 195,8 mil. in 2016\* marking an increase of 5,6%. Sales growth was generated from the aquaculture sector as a result of targeted actions taken in the countries in which the Group operates.



- **Operational EBITDA** (prior to the effect of the valuation of biological assets at fair value) amounted to € 30,1 mil. versus € 27,3 mil. in 2016, presenting an increase of 10,3%, marking the highest level of historic Group results. The increase in operational EBITDA is attributed to increased sales volumes and to the reduction in fish production costs which overcovered the negative effect from lower average selling prices.



- **Total pre-tax results** of 2017 amounted to profits of € 23,3 mil. or 196,6% marking a significant improvement versus profits of € 7,9 mil. in 2016.



- **Total after tax** profits of the year amounted to € 23,4 mil. an increase of 113,9% as compared to profits of € 10,9 mil. in 2016.

\* Revenue of 2016 was restated due to a change in the presentation of a subsidiary company's sales figure from a gross to a net basis with an off-set of an equivalent amount of raw material consumption and third party expenses



# Financial Performance



- **Operating cash flows** in 2017 increased significantly and amounted to € 20,1 mil. as compared to € 4,8 mil. in 2016.



- **Investments in fixed assets** amounted to € 10,3 mil. as compared to € 6,6 mil. in 2016.



- **Loan borrowings**, prior to the effect of the valuation of the Group's loans at fair value, amounted to € 181,3 mil. versus € 184,6 mil. as at 31/12/2016.
  - ✓ **Net Debt, before the effect of the valuation of the Group's loans at fair value**, amounted to € 161,3 mil. compared to € 171,6 mil. at 31/12/2016, presenting a significant decrease of €10 ,3 mil.
  - ✓ **Net Debt, after the impact of the fair value measurement of new loans**, amounted to € 146,2 mil. compared to € 154,7 mil. in 2016.



- **The Company's share capital** amounted to € 88.205.043,60 divided into 294.016.812 shares with a nominal value € 0,30 each.



- **The Group's equity** amounted to € 156,1 mil. as at 31/12/2017.



# Financial Performance - Balance Sheet

## Balance Sheet

### Assets

| (€ mil.)                        | FY2017        | FY2016        |
|---------------------------------|---------------|---------------|
| Property Plant and Equipment    | 80,13         | 76,79         |
| Goodwill                        | 30,30         | 30,30         |
| Biological non-current assets   | 77,92         | 65,87         |
| Other non-current assets        | 16,53         | 16,16         |
| <b>Total non-current assets</b> | <b>204,88</b> | <b>189,12</b> |
| Biological current assets       | 119,16        | 114,75        |
| Inventories                     | 10,89         | 10,46         |
| Trade Receivables               | 38,73         | 37,17         |
| Other current assets            | 8,89          | 9,89          |
| Restricted Cash                 | 8,98          | 4,24          |
| Cash & equivalents              | 11,03         | 8,75          |
| <b>Total current assets</b>     | <b>197,68</b> | <b>185,26</b> |
| Assets available for sale       |               | -             |
| <b>Total assets</b>             | <b>402,56</b> | <b>374,37</b> |

### Equity and liabilities

| (€ mil.)  | FY2017        | FY2016        |
|---|---------------|---------------|
| Shareholders' equity  | 156,13        | 132,12        |
| Non-controlling interests                                       | -             | -             |
| <b>Total shareholders' equity and non-controlling interests</b> | <b>156,13</b> | <b>132,12</b> |
| L/T bank borrowings   | 131,69        | 149,50        |
| Deferred income tax liabilities                                 | 8,31          | 8,64          |
| Other non-current liabilities *                                 | 14,42         | 11,86         |
| <b>Total non-current liabilities</b>                            | <b>154,41</b> | <b>170,00</b> |
| Trade & other payables *  | 49,93         | 45,39         |
| Current bank borrowings   | 34,55         | 18,20         |
| Other current liabilities                                       | 7,54          | 8,66          |
| <b>Total current liabilities</b>                                | <b>92,02</b>  | <b>72,25</b>  |
| Liabilities of assets available for sale                        |               | -             |
| <b>Total liabilities</b>  | <b>246,44</b> | <b>242,25</b> |
| <b>Total shareholders' equity and liabilities</b>               | <b>402,56</b> | <b>374,37</b> |

\* In 2016 accounts there was a reclassification from Trade & other payables to Other non-current liabilities



# Financial Performance - Income Statement

| <b>Income Statement</b>  |               |                 |
|--|---------------|-----------------|
|  | <b>FY2017</b> | <b>FY2016 *</b> |
| Biological Sales   | 179,98        | 168,40          |
| Non-Biological Sales   | 26,71         | 27,39           |
| <b>Total Sales</b>   | <b>206,68</b> | <b>195,79</b>   |
| <b>Effect of measurement of biological assets at fair value (**)</b> | <b>14,36</b>  | <b>(0,11)</b>   |
| Raw material consumption   | (100,80)      | (97,77)         |
| Salaries & personnel expenses  | (29,44)       | (28,95)         |
| 3rd party fees and benefits  | (21,41)       | (21,68)         |
| Other operating expenses   | (28,40)       | (26,49)         |
| Other income   | 1,21          | 1,65            |
| <b>EBITDA</b>  | <b>42,20</b>  | <b>22,44</b>    |
| Biological adjustment  | 12,09         | (4,87)          |
| <b>Operational EBITDA</b>  | <b>30,11</b>  | <b>27,31</b>    |
| <b>Earnings / (loss) before interest and taxes (EBIT)</b>            | <b>36,26</b>  | <b>16,95</b>    |
| <b>Earnings / (loss) before taxes (EBT)</b>                          | <b>23,31</b>  | <b>7,86</b>     |
| Tax  | 0,05          | 3,06            |
| <b>Earnings / (loss) after taxes (EAT)</b>                           | <b>23,36</b>  | <b>10,92</b>    |
| Equity holders of the parent   | 23,36         | 10,92           |
| Non-controlling interests  | -             | -               |
| Earnings per share (€)   | 0,08          | 0,0385          |

- Group sales in 2017 amounted to € 206,7 mil., as compared to € 195,8 mil., during the prior year 2016 marking an increase of 5,6%.
- Operational EBITDA (prior to the effect of the valuation of biological assets at fair value) amounted to € 30,1 mil. versus € 27,3 mil. in 2016, presenting an increase of 10,3%, marking the highest level of historic Group results.

\* Revenue of 2016 was restated due to a change in the presentation of a subsidiary company's sales figure from a gross to a net basis with an off-set of an equivalent amount of raw material consumption and third party expenses

\*\* equal to (beginning inv. + purchases - ending inv.) of biological assets and is added to / (subtracted from) sales according to IFRS



# Financial Performance - Cash Flow Statement

| <b>Cash Flow</b>  |               |               |
|---|---------------|---------------|
|   | <b>FY2017</b> | <b>FY2016</b> |
| Profit before tax   | 23,31         | 7,86          |
| Depreciation  | 6,68          | 6,29          |
| Miscellaneous other charges                               | 11,74         | 6,35          |
| Fair value adjustment                                     | -12,09        | 4,87          |
| Reduction /(increase) of inventories                      | -4,80         | -6,86         |
| Reduction /(increase) of receivables                      | -0,72         | -4,53         |
| (Reduction)/increase of trade & other payables            | 3,40          | -1,47         |
| Interest expenses paid                                    | -7,17         | -7,39         |
| Taxes paid  | -0,28         | -0,33         |
| <b>Cash flow from operating activities</b>                | <b>20,07</b>  | <b>4,77</b>   |
| (Investments)   | -10,31        | -6,59         |
| Divestments   | 0,00          | 0,21          |
| Subsidies & received interest                             | 0,11          | 1,57          |
| <b>Cash flow from investing activities</b>                | <b>-10,20</b> | <b>-4,80</b>  |
| <b>Cash flow from financing activities</b>                | <b>-7,59</b>  | <b>0,01</b>   |
| <b>Total cash flow reporting period</b>                   | <b>2,28</b>   | <b>-0,02</b>  |
| Cash and cash equivalents at the beginning of the period  | 8,75          | 8,78          |
| Foreign exchange adjustments                              | 0             | 0,00          |
| Cash of items for sale                                    | 0             | 0,00          |
| <b>Cash and cash equivalents at the end of the period</b> | <b>11,03</b>  | <b>8,75</b>   |

- Positive operating cash flows continued in 2017 which amounted to € 20,1 mil. as compared to € 4,8 mil. in 2016.
- Investments in fixed assets amounted to € 10,3 mil. as compared to € 6,9 million in 2016.





“We are excited for the fact that 2017 was a particularly productive year since we surpassed the already high targets set in the Group's budget, thus marking the highest level of production and sale of fish quantities and fish production volumes while, at the same time, our profitability and EBITDA reached a historic high of Euro 30 million.

We are confident that NIREUS' dynamic business path combined with the possible arrival of a new investor, along with the anticipated development of a large corporate structure, will mark a new era of growth for the Greek fish farming sector, the largest food industry in the country.»

*Antonis Chachlakis, CEO*



# Communication

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