

# **ANGEL SEAFOOD HOLDINGS LTD**

## **ASX:AS1**

Investor Information  
April 2019





# Who is Angel Seafood?

- Angel Seafood is Australia's and the Southern Hemisphere's largest sustainable and organic certified pacific oyster producer, based in South Australia
- World leading farming practices optimising utilisation of available assets while maintaining premium product quality
- Selling oysters domestically and with great potential for premium exports
- Listed on the ASX in February 2018
- Completed initial phase of growth with available funds and poised to benefit from economies of scale and achieve positive operating cash flow for FY2019



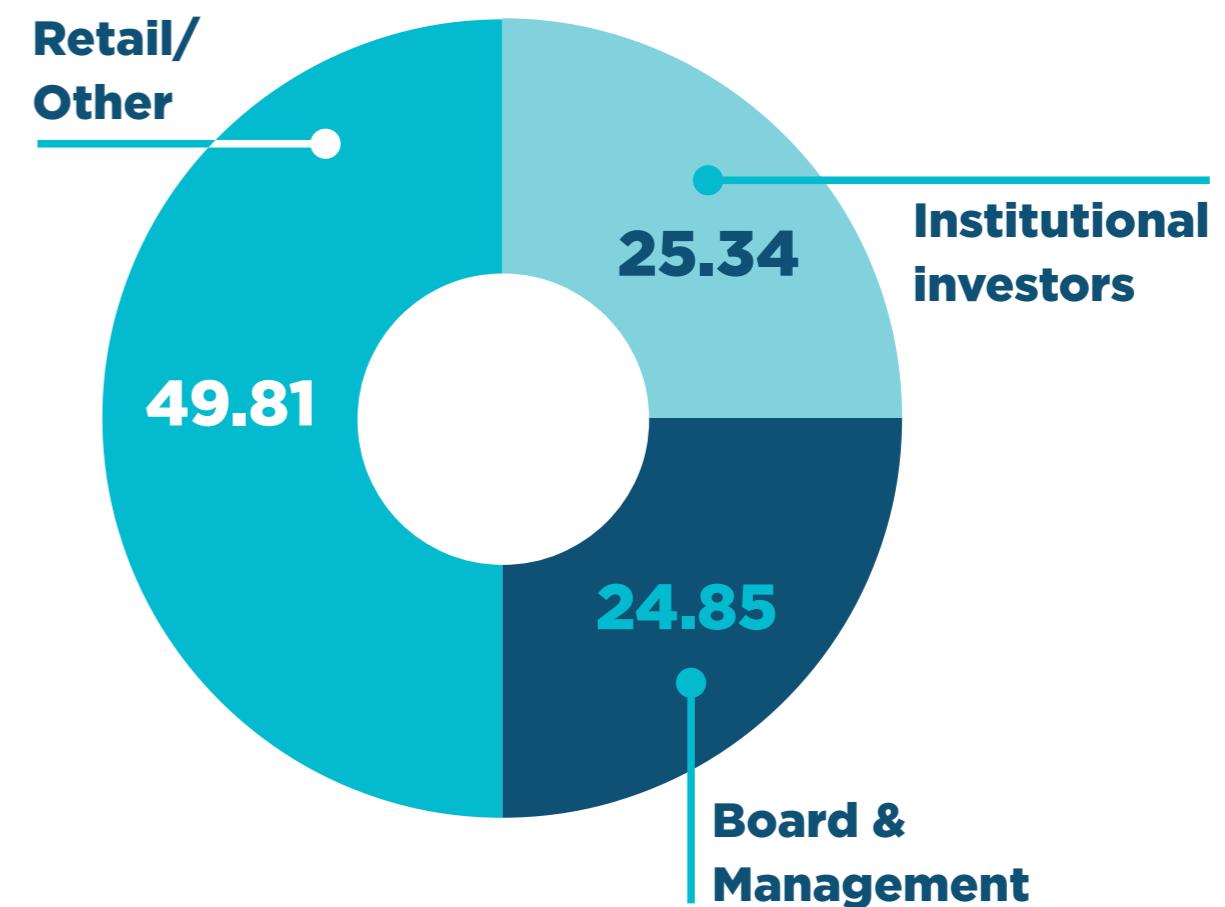
# Corporate Overview

## Key information



**Fully funded  
for current  
growth  
plans**

## Shareholding breakdown (%)



\*As at 11 April 2019

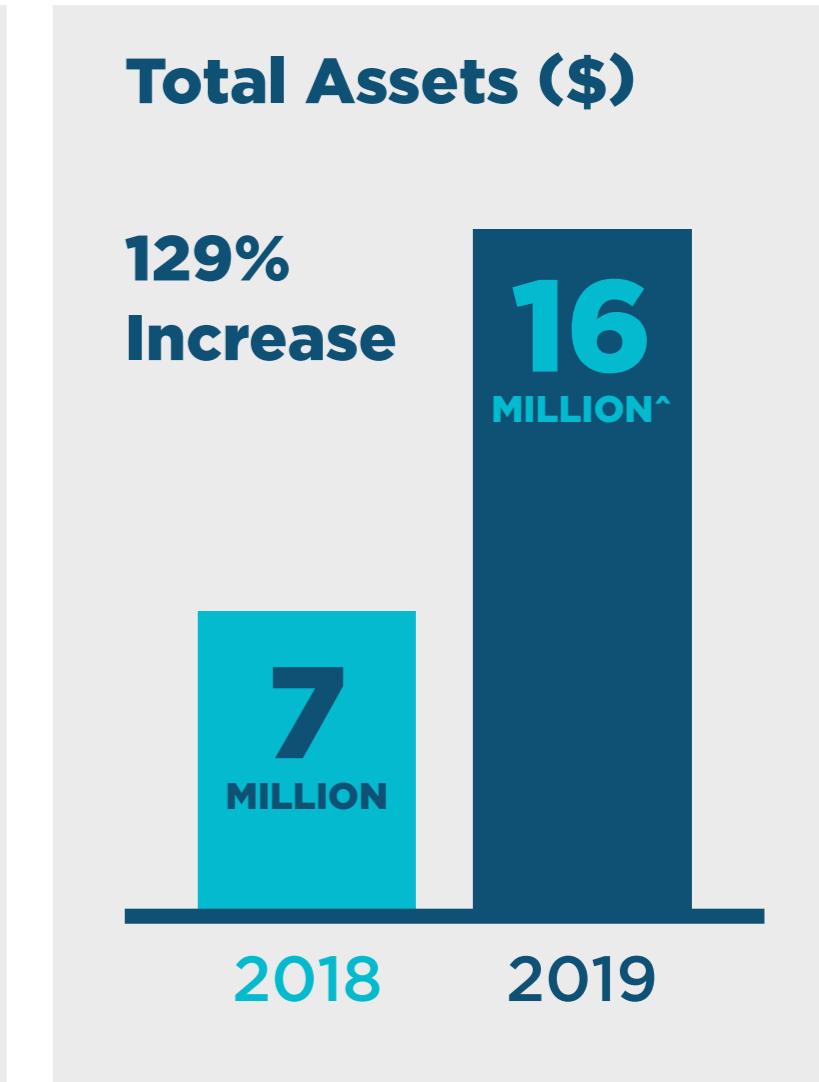
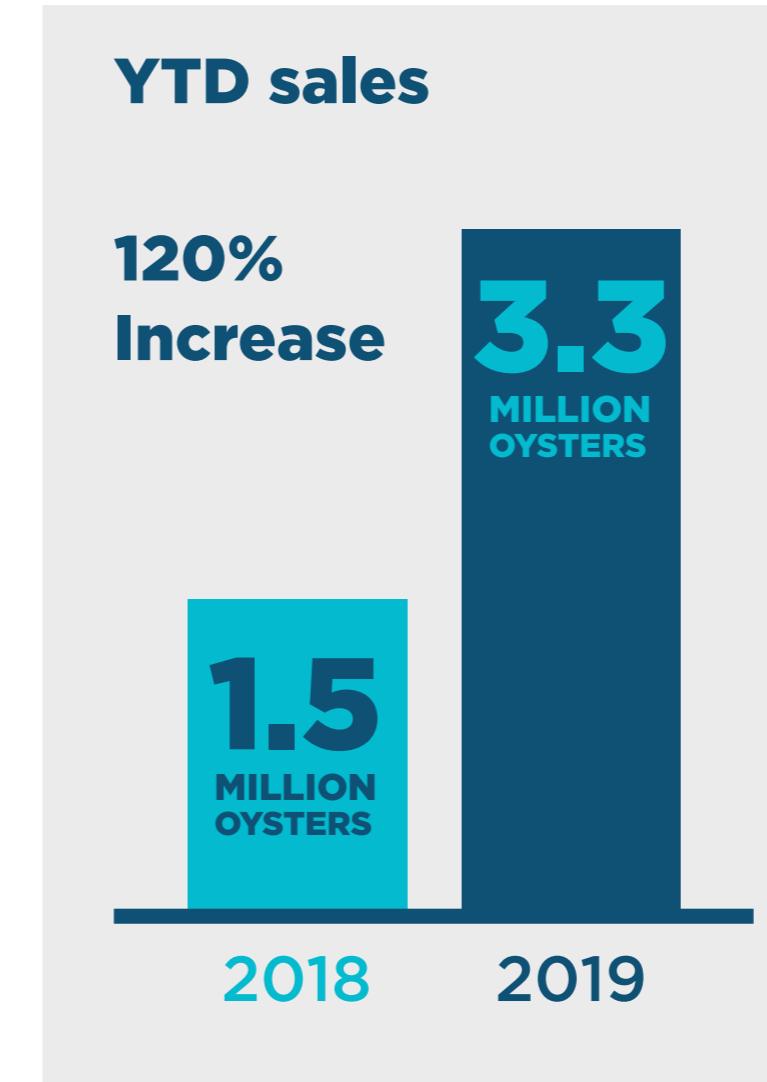
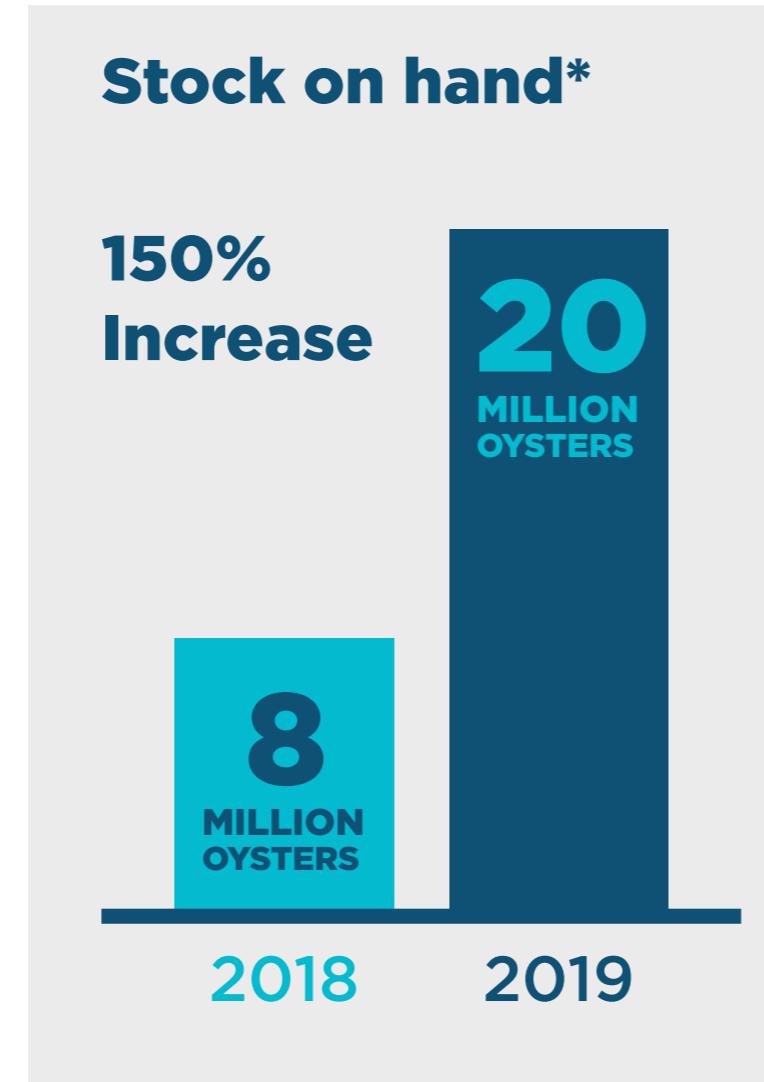
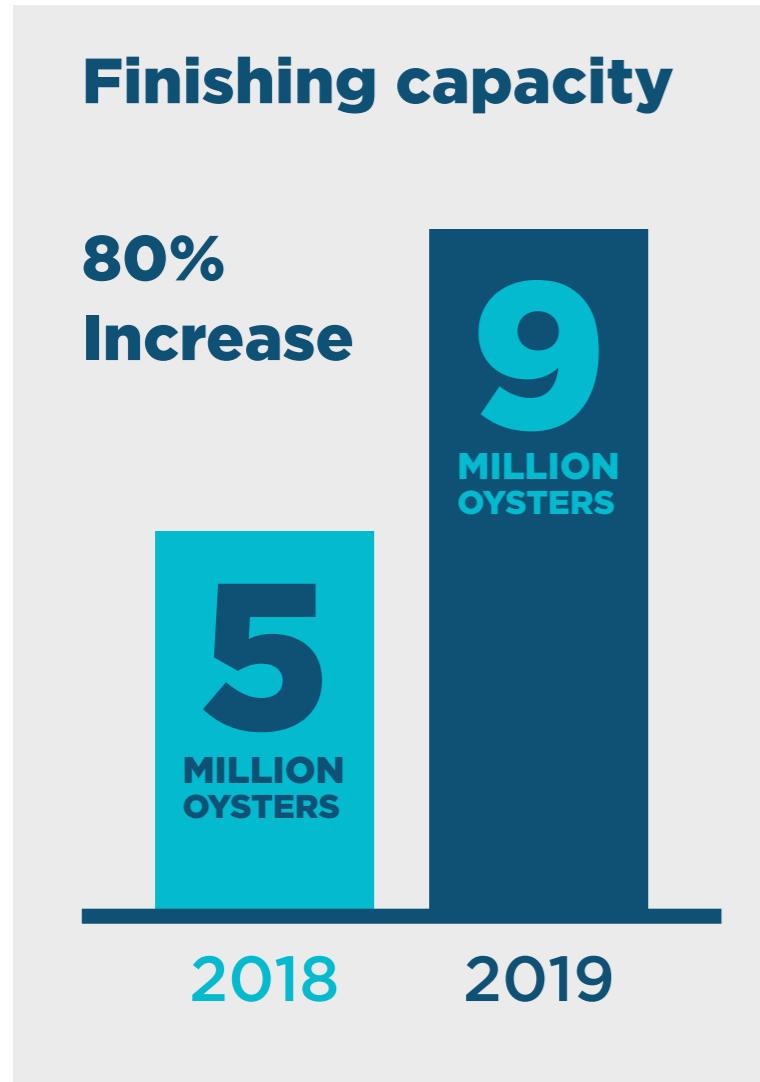
<sup>^</sup>Sales are seasonal – generally no sales in January and February which weight more sales to H1 and H2

# Significant Progress since IPO

Corporate objectives	Status	Comments
Implement development and expansion of production assets in South Australia	✓	<ul style="list-style-type: none"> <li>The company has increased its holding of premium water licences in Coffin Bay and Cowell, increasing capacity to hold more than 20 million oysters, and to finish 9-10million premium oysters per year</li> <li>Invested in plant and equipment to increase efficiencies that will lower costs as production increases</li> <li>Fully funded for immediate growth plans</li> </ul>
Focus on increasing domestic sales and supplying existing demand	✓	<ul style="list-style-type: none"> <li>Achieved 120% growth in sales to Q3 YTD, and with sufficient stock for additional growth for the full year</li> <li>Domestic demand remains strong and pricing competitive</li> </ul>
Ongoing development of corporate structure inline with business growth	✓	<ul style="list-style-type: none"> <li>Strong board with relevant experience</li> <li>Chief Financial Officer and Head of Operations appointed, further strengthening the management team</li> </ul>
Exports to international markets, particularly Asia	✓	<ul style="list-style-type: none"> <li>Invested in state of the art export facility in Port Lincoln</li> <li>Finalising export strategy</li> <li>EcoOyster™ brand development</li> <li>Engagement with potential agents into export markets</li> <li>Trial shipments to markets complete H1 FY19</li> </ul>
Pursue growth through value adding acquisitions	✓	<ul style="list-style-type: none"> <li>Continued focus on identifying opportunities for further growth outside South Australia and for vertical integration</li> </ul>

Delivering on all of our growth targets, to reach our ambitions in a way that is sustainable

# Substantial growth achieved - March 2018 vs March 2019



\*Includes ungraded spat

<sup>^</sup>Numbers have not been audited

# Multi-Bay Strategy

**Location:** Cowell

Nursery ground for  
spat growing oysters

**Area:** 15 Ha

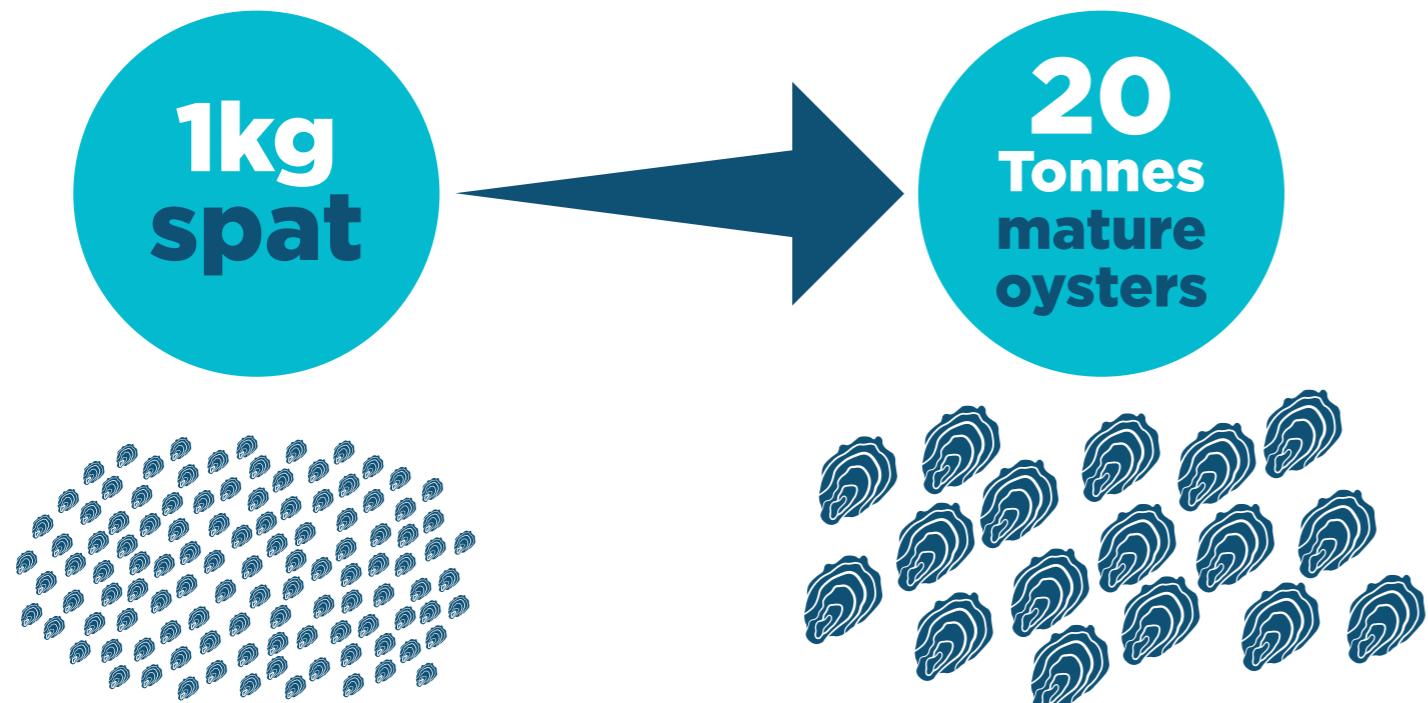
**Holding Volume:**  
20 million spat and  
growing oysters  
  
12-18 month cycle

**Location:** Coffin Bay

Maturing ground  
for finishing oysters

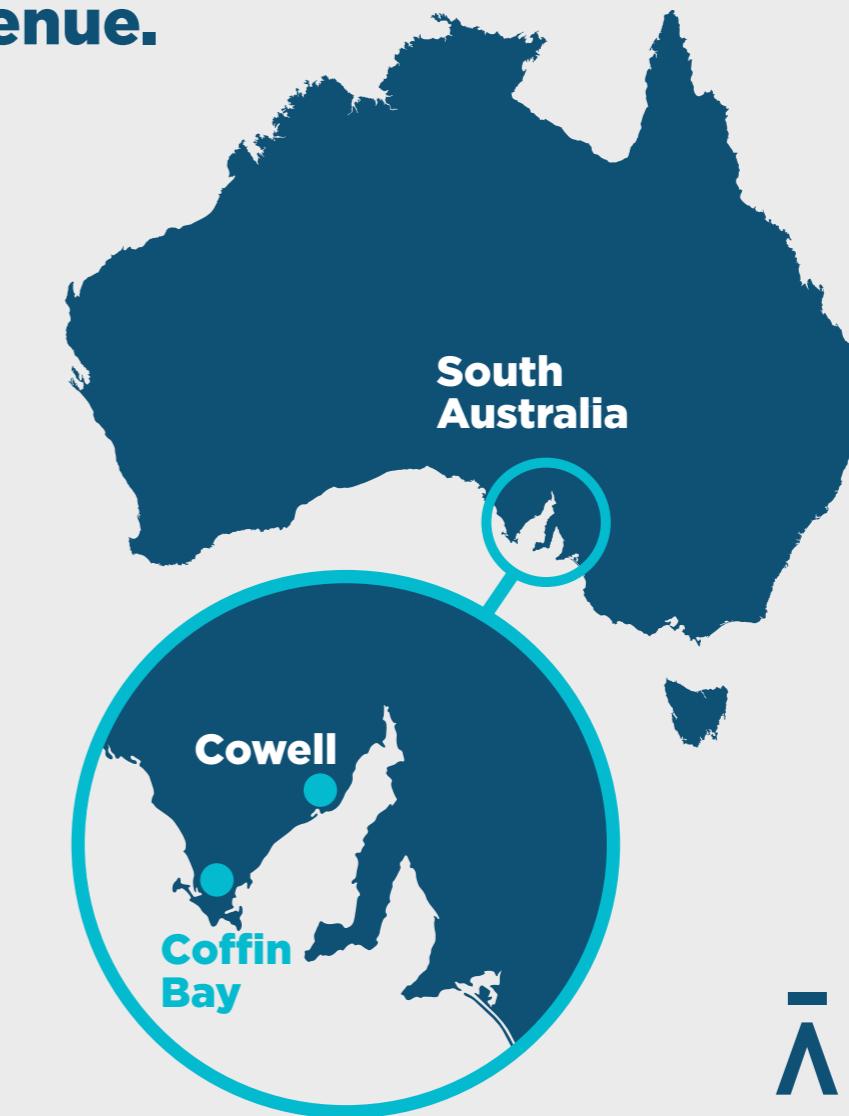
**Area:** 11 Ha

**Holding Volume:**  
2.5 million mature  
oysters  
  
10-12 week cycle



## Strategically acquiring water holdings

**Angel Seafood's multi-bay solution provides significant competitive advantages in optimising growth and conditioning, fast-tracking production to maximise utilisation and revenue.**



# Strong Market Potential

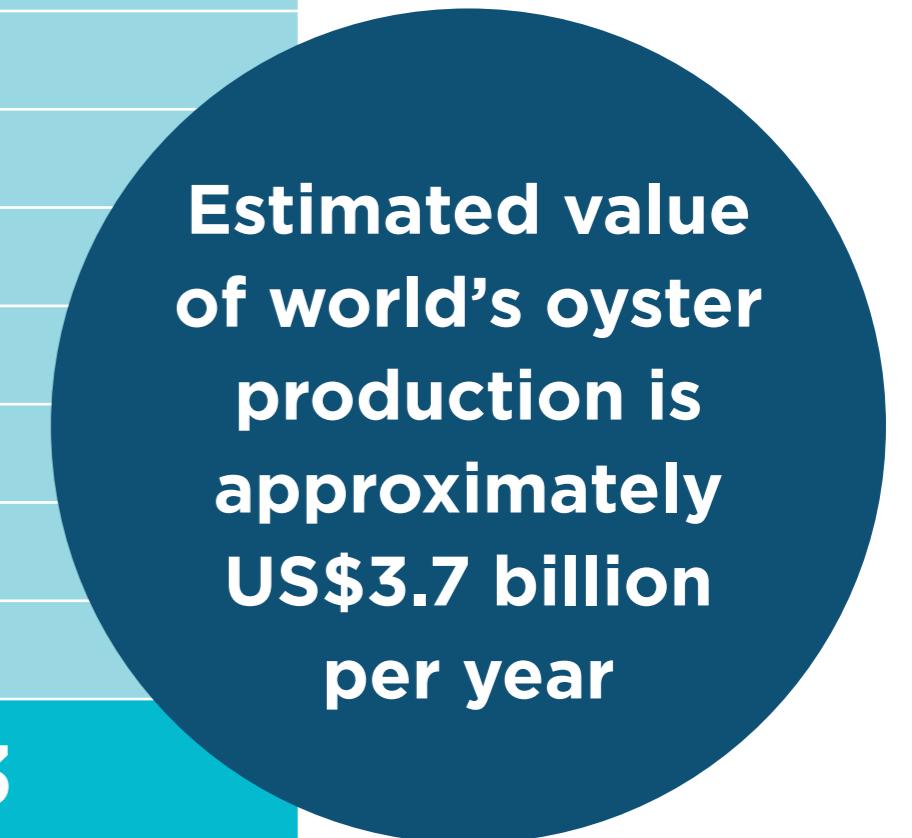
## Key factors

- Domestic market for oysters are at record prices
- Traditional domestic markets are transitioning towards clean green demand
- Key customers experiencing strong growth and are soaking up additional supply
- Broader market demand for oysters means supply is the only constraint
- Alliances with export channels are still in their infancy, with upside only limited by production expansion

### There are significant drivers for growth in Australia's production:

- Increased demand for organic and sustainable produce
- Strong Asian demand for Australian products
- Peak global demand coincides with peak condition of SA oysters
- Global oyster production is showing year on year growth since 2008<sup>^</sup>

Country	% of market
China	78.3
Korea	6.2
Japan	4.3
USA	3.4
France	2.1
Indonesia	1.3
Mexico	1.1
Taiwan	0.8
Thailand	0.6
Philippines	0.5
Australia	0.3
Ireland	0.2
Other	0.9



**Estimated value  
of world's oyster  
production is  
approximately  
US\$3.7 billion  
per year**

<sup>^</sup>Source: Global data from the Food and Agriculture Organization of the United Nations  
<http://www.fao.org/fishery/statistics/global-aquaculture-production/en>

# Outlook

Significant capacity in the business; Key focus on optimising oyster production to maximise sales with a relatively fixed cost base

## Key priorities

- Continue optimising oyster production to maximise sales and leverage scale benefits
  - Including development of an export market
  - Sustainable sales growth underpinned by investment in infrastructure and stock levels.
  - Realisation of benefits of economies of scale in a growing business – increased sales capacity (9-10 million oysters per annum) with relatively fixed cost base.
- Continuous improvement in strategies to lower spat mortality
  - Every survivor is a future seller
- Brand strategy - an opportunity exists for Angel to create a new brand that leverages on its status as largest Australian producer and its sustainable and organic certifications.
- Export strategy – premium sustainable and organic Aussie oysters
- Continue to assess opportunities that will provide future growth
- Company anticipates acquiring more finishing capacity with the aim of finishing 12m oysters per year over the medium term

# Investment Highlights

Company Delivering on growth ambitions,  
substantial embedded growth in the business

- Strong board and management team that is delivering on expectations
- Differentiated product – Certified Sustainable and Organic premium EcoOysters™
- Capex program largely complete – significant growth now embedded in the business with economies of increased scale starting to flow through
- On track to be operationally cash flow positive for FY19^
- Fully funded for immediate capital and operational requirements
- Potential for premium exports into international markets
- Plans in place to realise growth potential
- Strong backing from reputable committed long term investors

<sup>^</sup>Subject to certain normalisation adjustments

# The Board & Management



**Zac Halman**  
**Founder & CEO**

Zac founded Angel Oysters in 2010 and has been a driving force of innovation in the oyster industry in South Australia. Zac is also a Board Member of the South Australian Oyster Growers Association (SAOGA) and plays a key role assisting in the growth of the industry.



**Tim Goldsmith**  
**Non-Executive Chairman**

Tim was a Partner at global professional services firm PricewaterhouseCoopers (PwC) for over 20 years and comes with decades of leadership experience in many corporate sectors. Tim has been a Non-Executive Chairman at ASX listed company Hazer Group Limited since 24 July 2017 and a Non-Executive Director at Costa Group Holdings Limited since 1 September 2018.



**Michael Porter**  
**Non-Executive Director**

Michael has extensive experience in the Agriculture Sector having been CEO of a farmer owned unlisted public company that specialised in the marketing of grain and the importation of fertiliser and seed for cropping farms. Michael is also a Non-Executive Director of ASX listed Murray River Organics.



**Ashley Roff**  
**Non-Executive Director**

Ashley has had extensive experience in the listed space including coordinating the public listing (IPO) of Aboriginal Holdings Ltd and serving as its company secretary. He was also responsible as General Counsel for the public compliance listing of ABB Grain Ltd and served as their company secretary from 2005 to 2009.



**Christine Manuel**  
**Company Secretary**

Christine is an experienced Company Secretary and corporate governance professional. A Chartered Secretary, with Fellow status, with practical experience of the public listed company environment and requirements (in an ASX20 company), financial services and mutual organisations.



**Simba Matute**  
**Chief Financial Officer**

Simba is an experienced Finance Executive with broad financial and commercial experience across a number of industries. With a Big 4 firm background (PwC), Simba has previously held a number of senior finance roles where he has developed teams and corporate structures.

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**SEAFOOD**

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