



# FIFAX

Financial Report H2 2022



# Today's presenters



**Samppa Ruohutula**  
CEO



**Linda Lindroos**  
CFO

# Agenda

1. Fifax in brief
2. Full year 2022 operations and key figures
3. Market update
4. New financial and operational targets
5. Proposals for the AGM
6. Summary



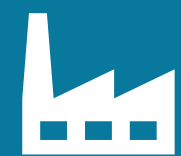
# Fifax in brief



Established in 2012, construction started 2014. Produces sustainably farmed rainbow trout.



Ultra-intensive implementation of recirculating aquaculture system (RAS) – providing solutions to environmental issues in traditional fish farming.



Production facility #1 located in Eckerö, Åland. Full capacity 3,200 tons p.a.



1<sup>st</sup> ASC –certified fish farm in the region (Finland-Sweden-Baltic States) producing sustainable and fresh rainbow trout to nearby markets.



Listed on Nasdaq Helsinki First North in October 2021.



IHN Infection in June 2022 stopped production. Sanitation process completed and dry period ongoing.





# Spring 2022: H1/2022 verified Fifax's concept

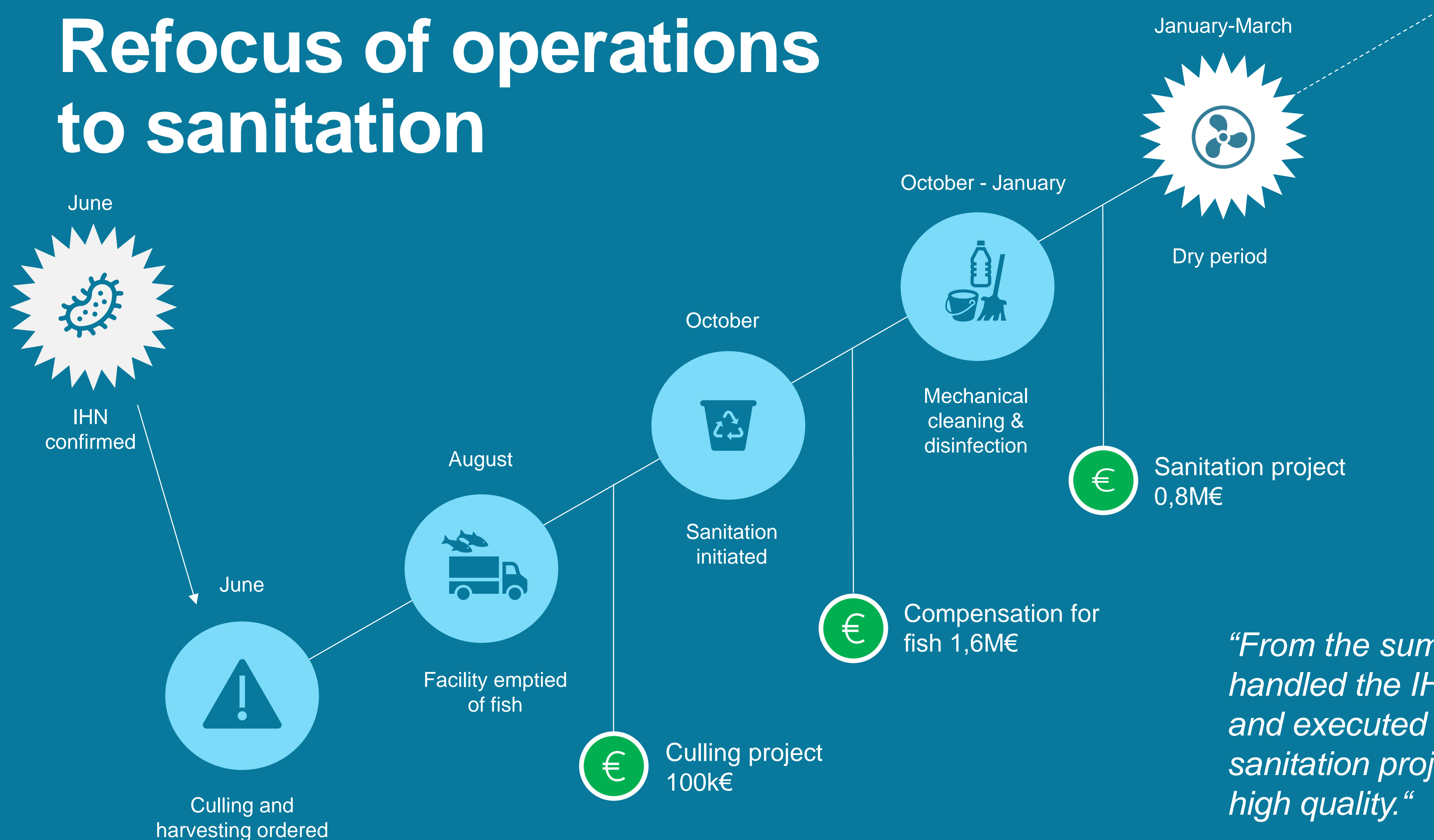
- ✓ Biomass was on track to reach full level without the IHN outbreak
- ✓ Amount of harvested fish was stable at 10 000 kilos per week since 9/2021 and on track to expand to 50 000 kilos per week



*"During the first half of 2022 we succeeded in ramping up our fish farming **close to full capacity** and generated almost as much revenue as during the whole previous year. We expanded our customer base, faced rising demand and received good feedback for delivered fish."*



# Autumn 2022: Refocus of operations to sanitation



## LEARNINGS

- ✓ The sanitation process allowed for an in-depth review of facility's processes and technology
- ✓ Further deepened knowledge of RAS method
- ✓ Valuable for improving process and business

*“From the summer of 2022 onwards, we handled the IHN-misfortune professionally and executed the required actions of the sanitation project on schedule and with high quality.”*

# Strengthening biosecurity

Post-incident an epidemiologic study was conducted driven by the Finnish Food Authority.

## The source has not been positively identified

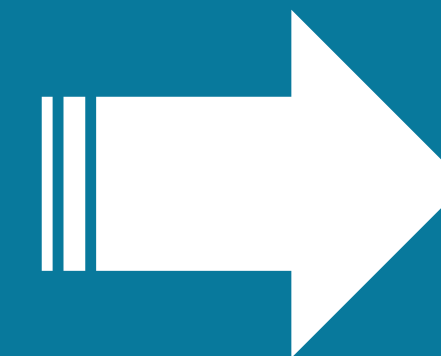
Genetic sequencing shows that the virus was identical with an active variant in Denmark, also found in 2021 in Åland/Föglö.

Investigated potential contamination vectors:



## FACT

- The hatchery and the fingerling unit **did not get infected**



## CONCLUSION

- ✓ Verification that biosecurity setup and routines do work!

## Planned biosecurity improvements:

### Pre-facility:

- Water treatment improvements
- Improved sanitation practices

✓ **Decreased risk of incidents**

### At facility:

- Compartmentalization
- Technical process upgrades
- Improved sanitation practices
- New ways of working

✓ **Scope of impact limited**

### Post-facility:

- Water treatment improvements

✓ **No significant OPEX impact**

# Key figures from 2022

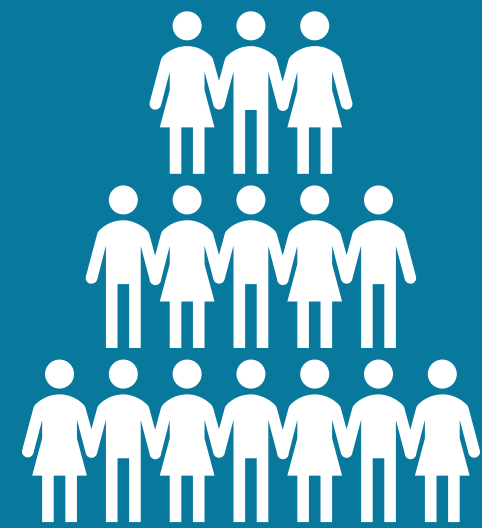
- **Revenue** 1.2 MEUR 1–12/2022 (1.0 MEUR\*) attributable to the period 1–8/2022 before the plant was emptied of fish.
- **Delivery volume** 229 tonnes gutted rainbow trout 1–12/2022 (288 tonnes\*) attributable to the period 1–8/2022 before the plant was emptied of fish.
- **Other operating income** of 2.4 MEUR, includes culling and decontamination work and compensation for the fish stock that was culled during the period. The decontamination has been completed in January 2023, the full amount received amount to EUR 2.5 million in total.
- **The operating loss** 1–12/2022 -7.3 MEUR (-9,8 MEUR\*), impacted by non-recurring costs related to the IHN virus outbreak of 0.1 MEUR.
- **Net result** -8.0 MEUR 1–12/2022 (-13.7 MEUR\*).
- **Total assets** at 31 Dec 2022 20.7MEUR (31.2 MEUR\*)
- **Total equity** at 31 Dec 2022 15.3 MEUR (23.3 MEUR\*)
- **Total cash and cash equivalents** at 31 Dec 2022 1.0 MEUR (9.4 MEUR\*)

\*corresponding figure in FY2021

FINANCIAL KEY FIGURES	2022	2021
EUR thousand		
Revenue	1 155	1 004
Operating results	-7 350	-9 822
Result for the financial period	-7 985	-13 687
Earnings per share, undiluted (EUR)	-0,31	-0,94
Earnings per share, diluted (EUR)		
Cash flow from operations	-5 869	-9 627
Investments	-514	-963
Equity ratio %	74 %	75 %
Average full-time employee no	31	28
Salaries and compensations total	-2 109	-1 875
Total assets	20 711	31 223
Number of outstanding shares at the end of the period	25 756 168	25 756 168
Average number of outstanding shares during the period	25 756 168	14 594 344
OPERATIONAL KEY FIGURES		
Biomass at the beginning of the period, tonnes	315	413
Biomass at the end of the period, tonnes	0	315
Produced fish, HOG tonnes	229	288



# Clear megatrends continue to drive demand for fish



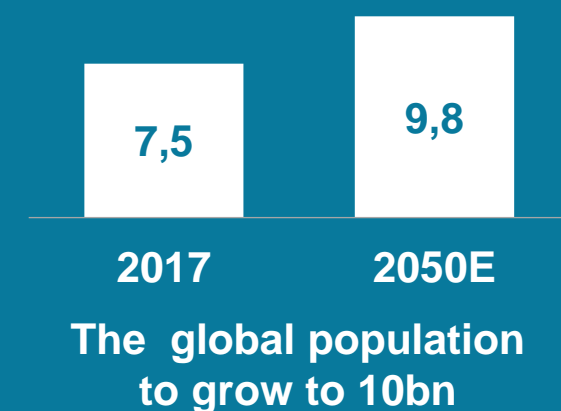
**Globally growing population**  
drives increase in protein demand



**The urgency of climate change**  
drives environmental awareness



**The ageing of the population**  
drives healthy choices



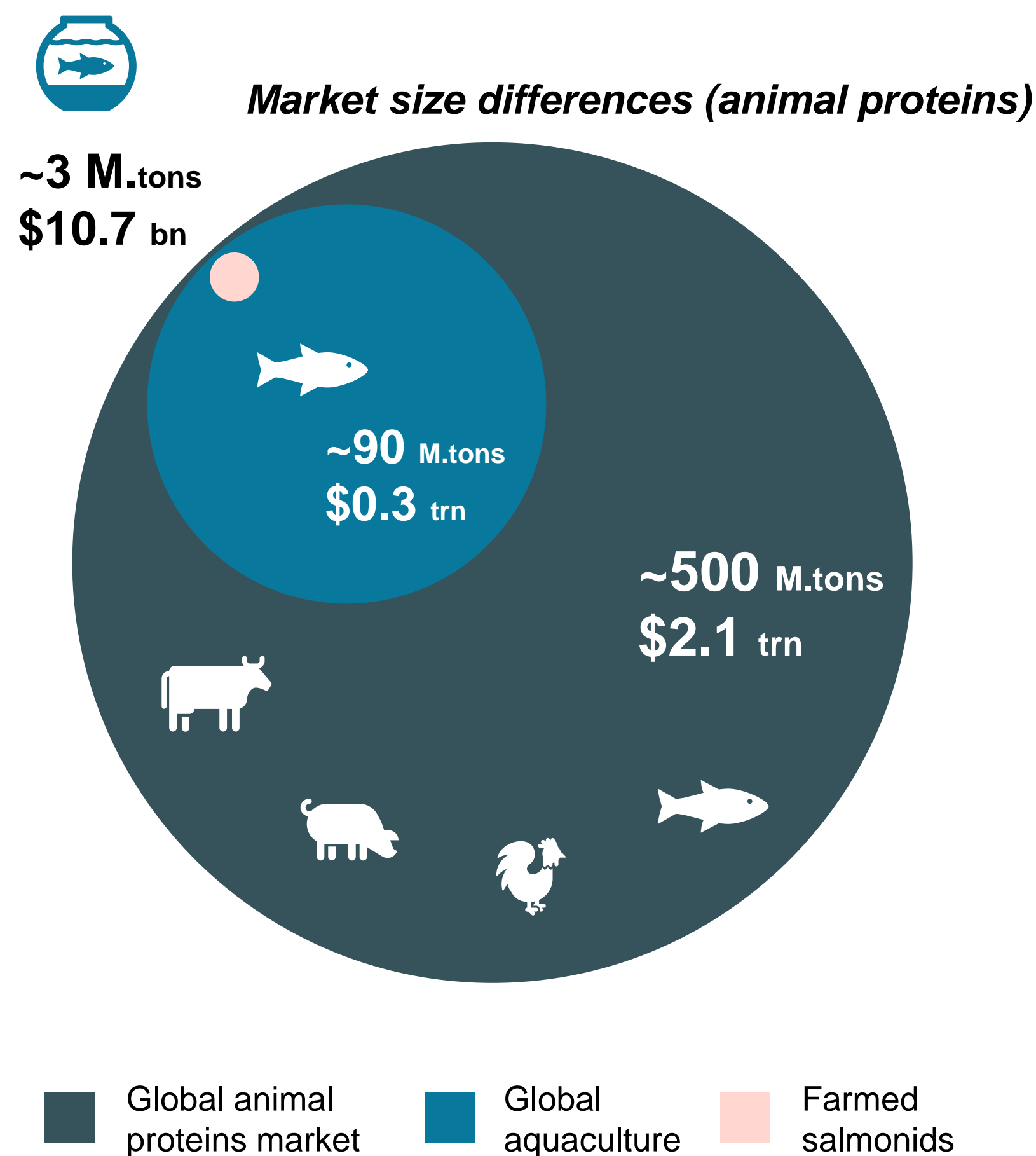
Fish is a climate friendly source of animal proteins and is a culturally established part of our diets.

Salmonids are rich in heart **healthy Omega-3s**, essential **D and B-12 vitamins** and qualitative proteins

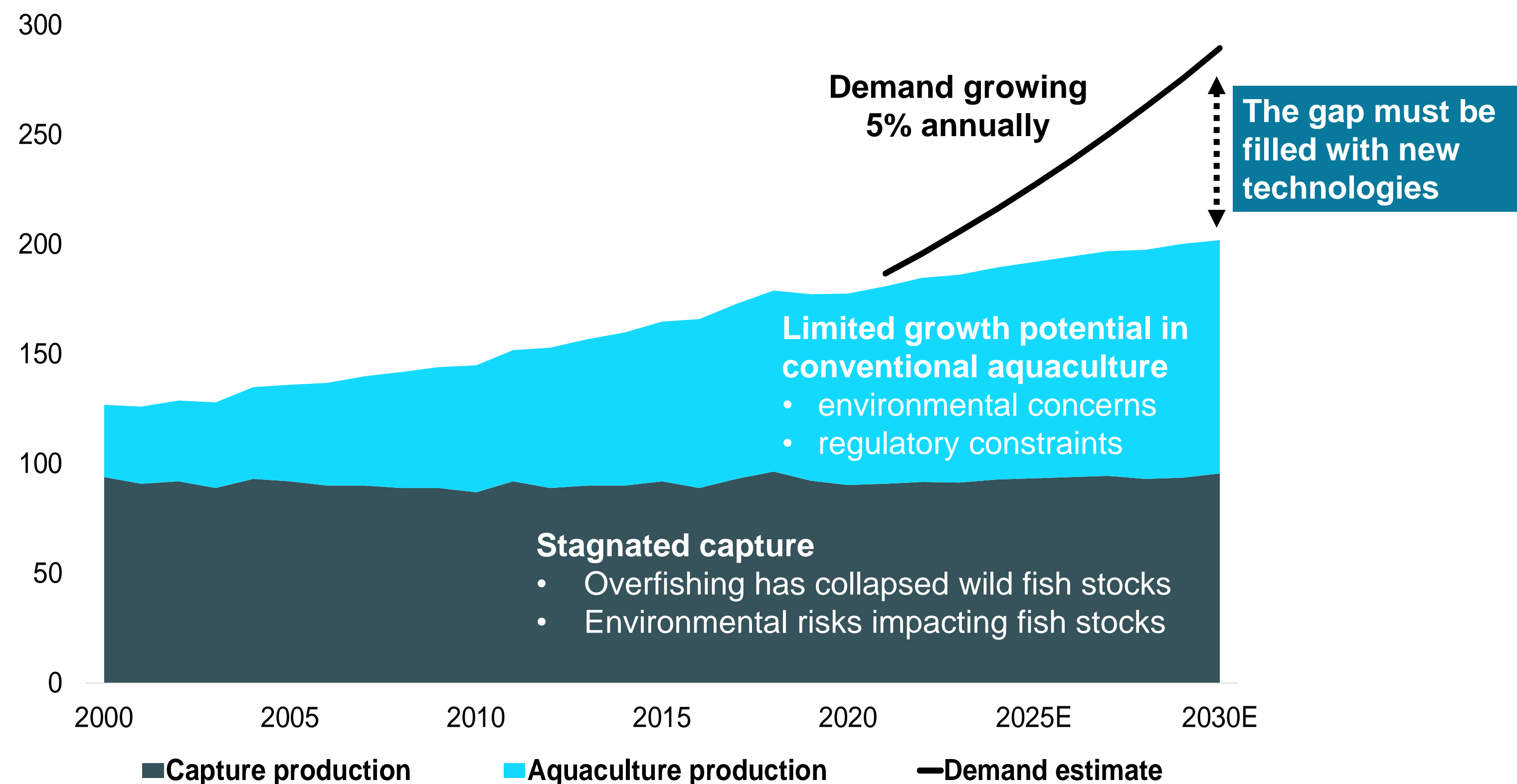
Increasing focus on wellbeing, sustainability and the overall growth of the population drives demand



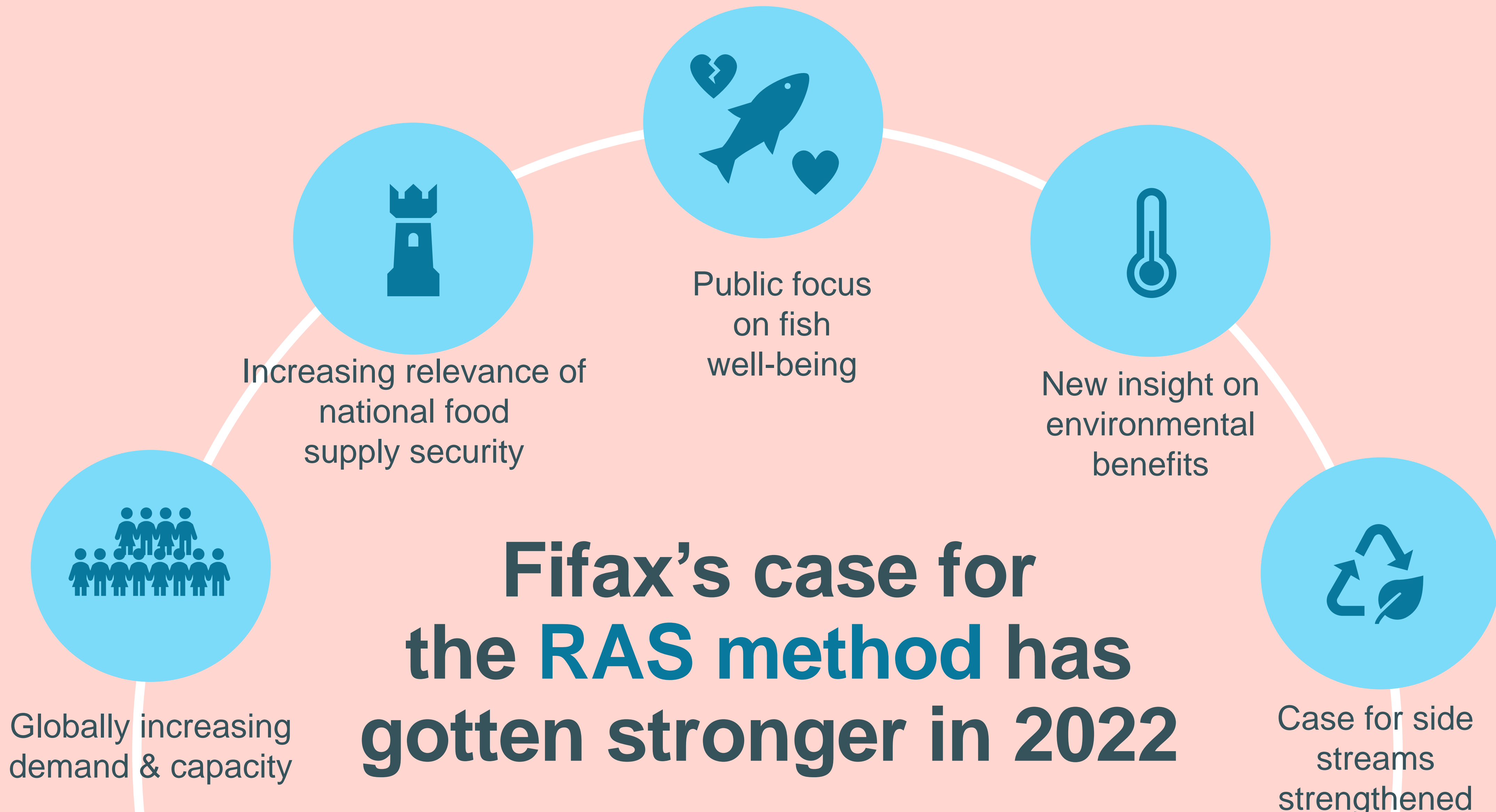
# Substantial potential target market and clear production gap



**Global fish production and demand (million tonnes)**







**Fifax's case for  
the RAS method has  
gotten stronger in 2022**



# Updated financial and operational targets

## Short-term (2023)

- Hatchery and fingerling unit in full production and first grow-out unit started, with investments in increased biosecurity and performance completed in the units
- Advisory and licensing business that commercially utilizes Fifax RAS know-how is established



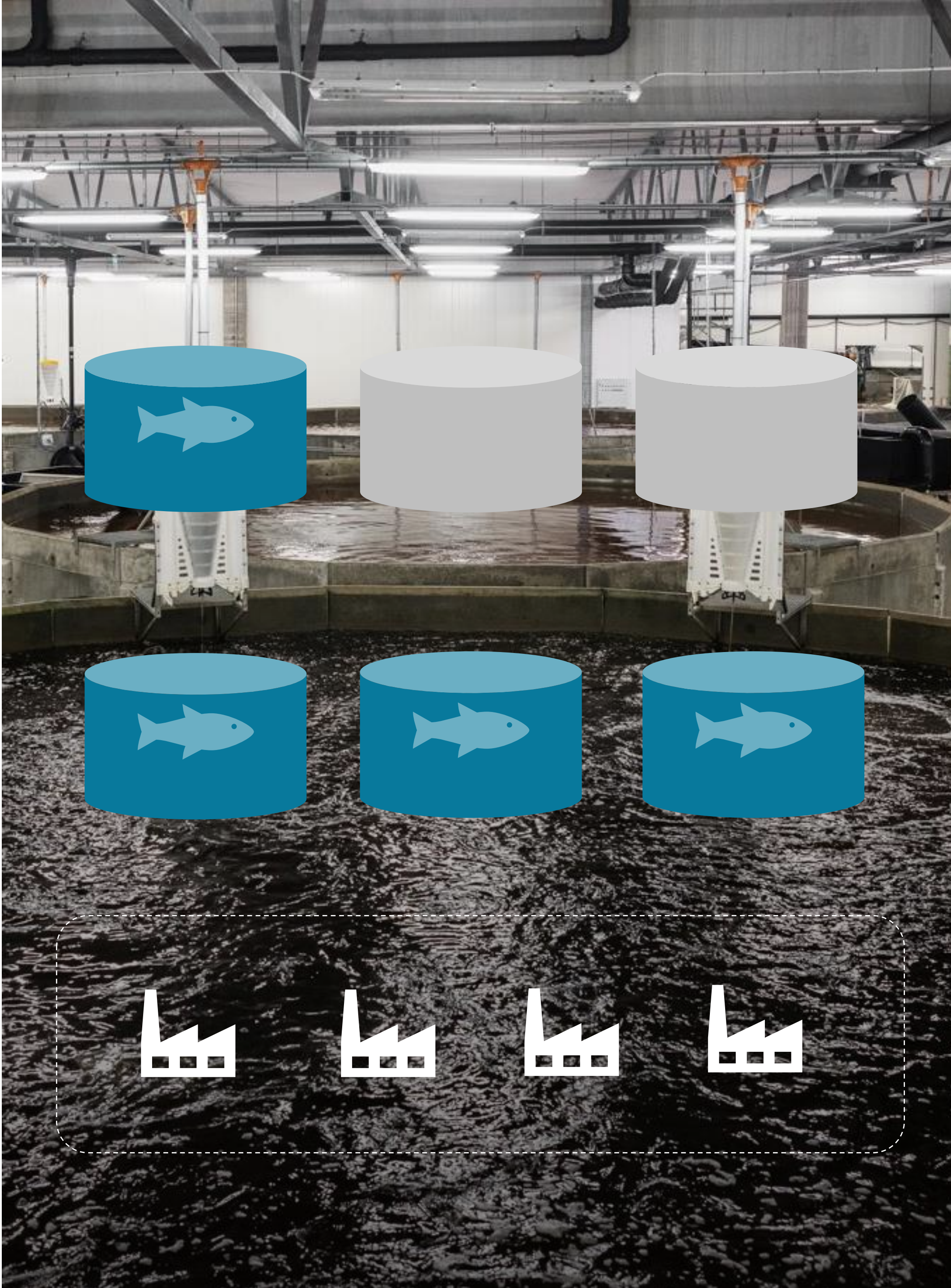
## Mid-term (2024)

- Investments in improved biosecurity and performance in remaining units of the facility completed
- Full fish stock and full production level corresponding to an annual output volume of approx. 3 200 tons live weight reached
- Continued development of advisory and licensing business



## Long-term (2030)

- Expansion of operations through additional production facilities
- Significant revenues from advisory and licensing business.
- Revenue exceeding 125 million euro
- EBITDA exceeding 25 percent of sales





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## Financing

- Rights offering (5M)

- Estimated additional financing required to reach the new mid-term targets is approximately EUR 10 million

- Planning on-going



# Financing operational restart, the proposals for the AGM (27 Feb)

## Proposed rights issue and issuing conversion shares

- EUR 5 m rights issue for operational ramp up during spring and summer 2023
- Converting debt up to EUR 650 k to shares

## Proposals for the AGM

- Proposal of a rights issue supported by large shareholders, representing 62 % of votes



# Aiming for safer and more efficient operations



**Biosecurity and  
Resilience**



**Productivity and  
Performance**



**Energy  
Efficiency and  
Sources**



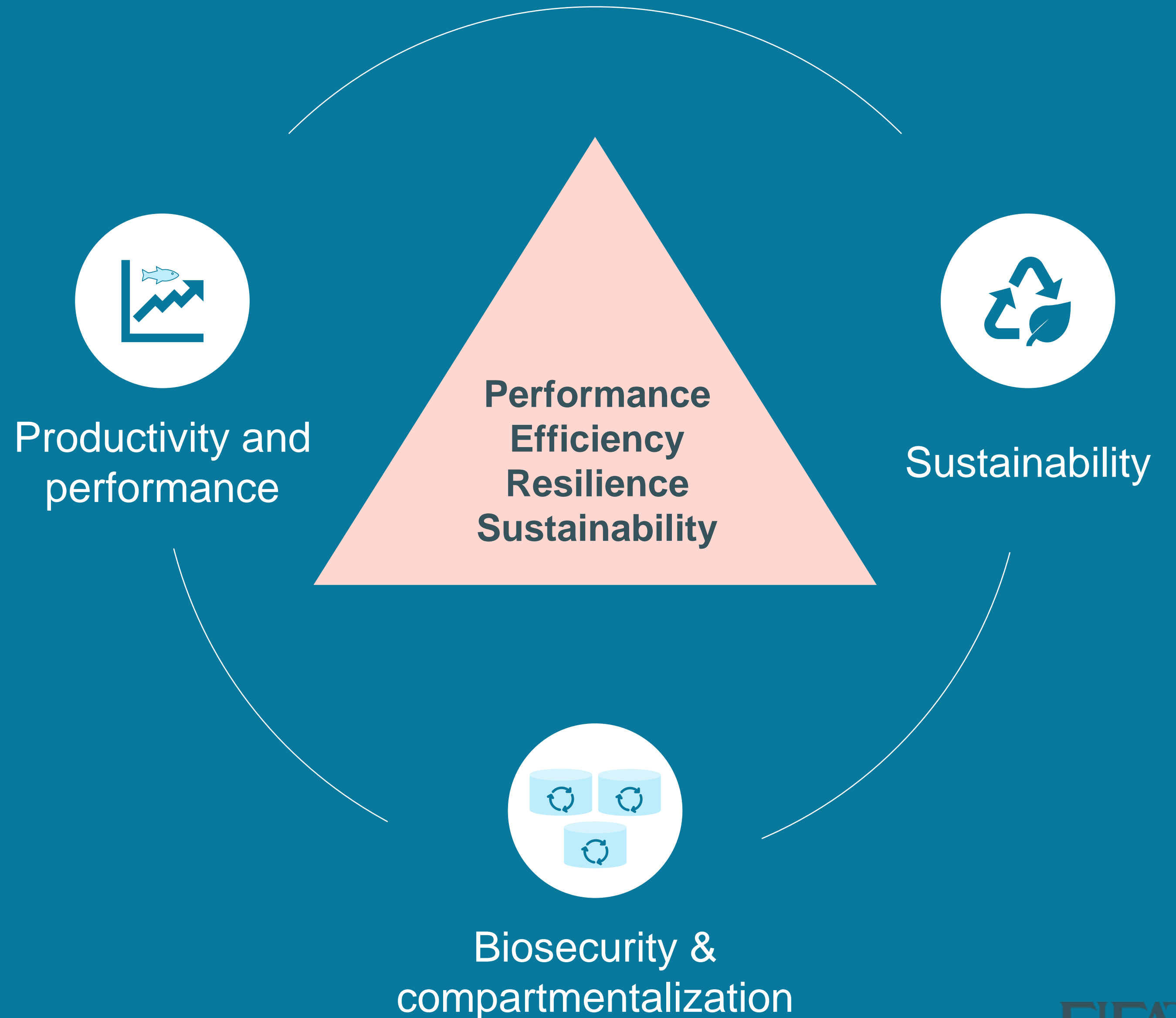
**Sludge and  
Sidestream  
utilization**

*Short and mid term focus*

*Mid term focus*



Improvements in  
one area create a  
**virtuous cycle**  
impacting the  
whole system





# Q&A





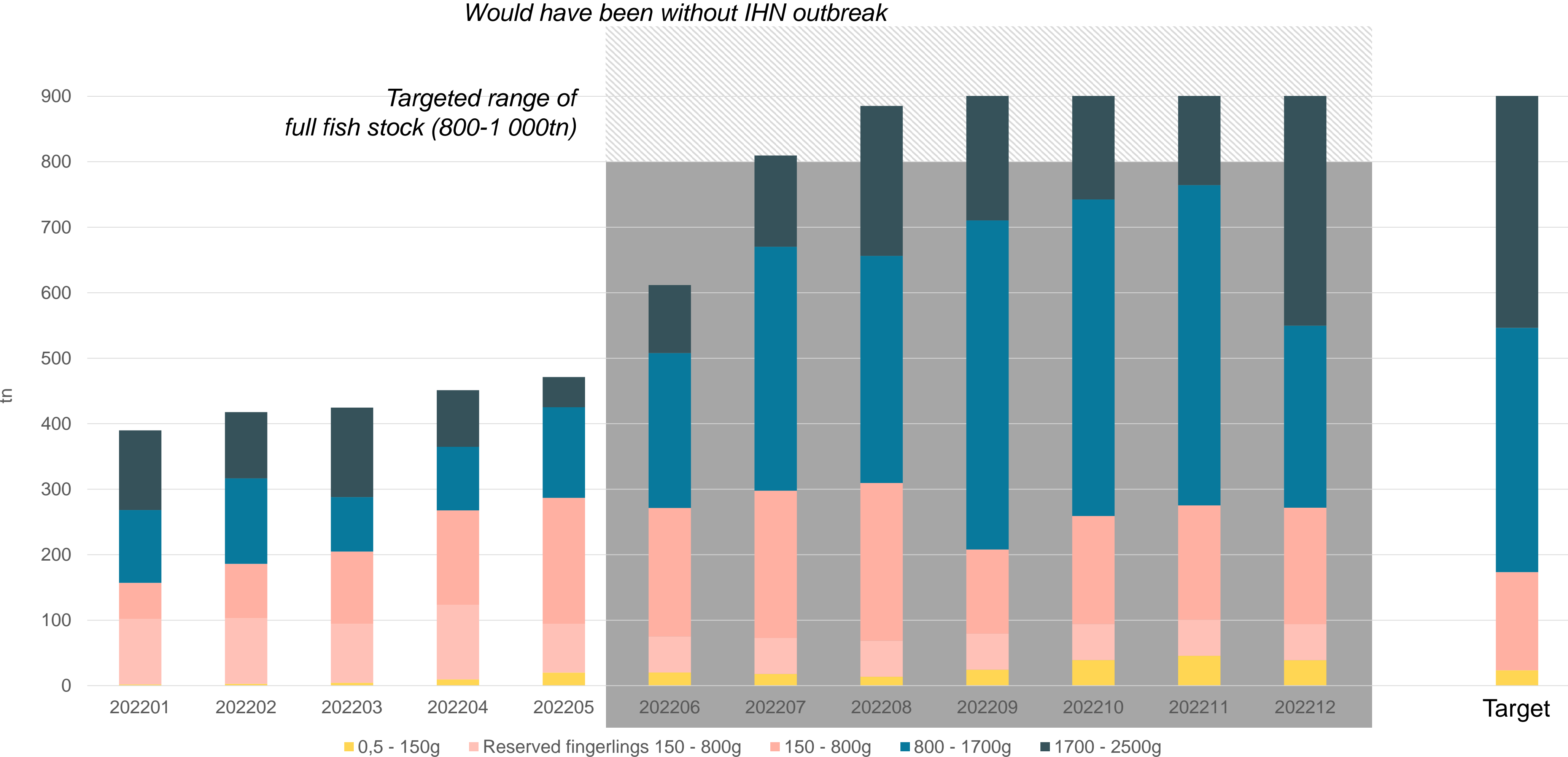
A person wearing a yellow and black plaid shirt and a dark apron is holding a green mesh fishing net over a concrete channel of water. The net is partially submerged, and water is splashing around it. The background shows a concrete structure, possibly part of a fish farm or processing facility.

# FIFAX

Better fish for the world.



# Our production plan before July 2022





# Balance sheet

Thousand euros	31 Dec 2022	31 Dec 2021
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Tangible assets	18,165	19,612
Shares in group companies	10	10
<b>TOTAL NON-CURRENT ASSETS</b>	<b>18,175</b>	<b>19,622</b>
<b>CURRENT ASSETS</b>		
Inventories	38	1,062
Long-term receivables	272	270
Short-term receivables	1,240	852
Cash and cash equivalents	985	9,418
<b>TOTAL CURRENT ASSETS</b>	<b>2,535</b>	<b>11,601</b>
<b>ASSETS TOTAL</b>	<b>20,711</b>	<b>31,223</b>
<b>EQUITY &amp; LIABILITIES</b>		
<b>EQUITY</b>		
Share capital	80	80
Reserve for invested unrestricted equity	66,845	66,845
Retained earnings (-loss)	-43,598	-29,911
Result for the financial period	-7,985	-13,687
<b>TOTAL EQUITY</b>	<b>15,342</b>	<b>23,327</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Loans from financial institutions	3,826	0
Loans from shareholders	100	0
<b>Total non-current liabilities</b>	<b>3,926</b>	<b>0</b>
<b>Current liabilities</b>		
Loans from financial institutions	0	7,509
Accounts payables	243	985
Other liabilities	111	447
Accruals and deferred income	1,088	1,038
<b>Total current liabilities</b>	<b>1,442</b>	<b>7,896</b>
<b>TOTAL LIABILITIES</b>	<b>5,369</b>	<b>7,896</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>20,711</b>	<b>31,223</b>