



FIFAX

Half-Year Financial Report 2022

Today's presenters



Samppa Ruohtula
CEO

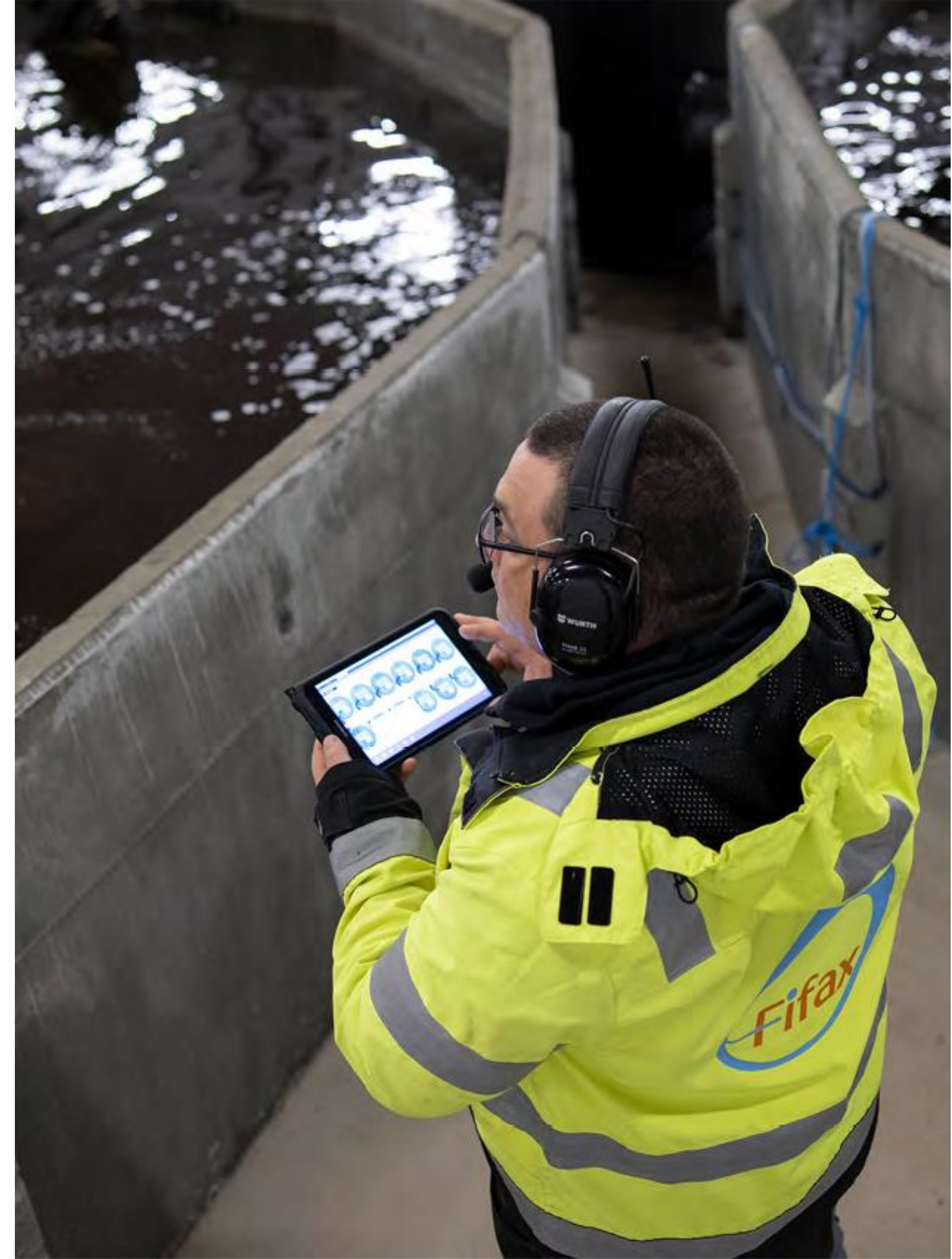


Linda Lindroos
CFO



Fifax prepares to restart operations after the IHN outbreak in June

- Fifax was on track to reach full fish stock (900 tn)
- Stable weekly harvest of approx. 10 tons from Sept 2021
- IHN-virus outbreak detected at the facility in June reset the situation
- Authority decision and subsequent project to cull and harvest all fish by Mid-August.
- Sanitation initiated in August, final plan and schedule to be confirmed by authorities
- Fifax faces an operative restart - planning currently on-going for re-start, ramp-up and financing. Short-term targets to be updated
- Long-term outlook for land-based fish farming remains strong
- Several factors supporting a succesful re-start



Fifax in brief



Established in 2012, produces sustainably farmed rainbow trout



Sustainable and advanced recirculating aquaculture system (RAS) water recirculation technology – providing solutions to environmental issues in traditional fish farming



Production facility located in Eckerö, Åland. Maximum production output at full capacity of 3,200 tonnes of fish p.a.



1st ASC-certified fish farm in region (Finland, Sweden, Baltics). Sustainably produced rainbow trout to Finnish and Swedish markets year round



First half year verified Fifax's concept



Biomass was on track to reach full level without the IHN outbreak



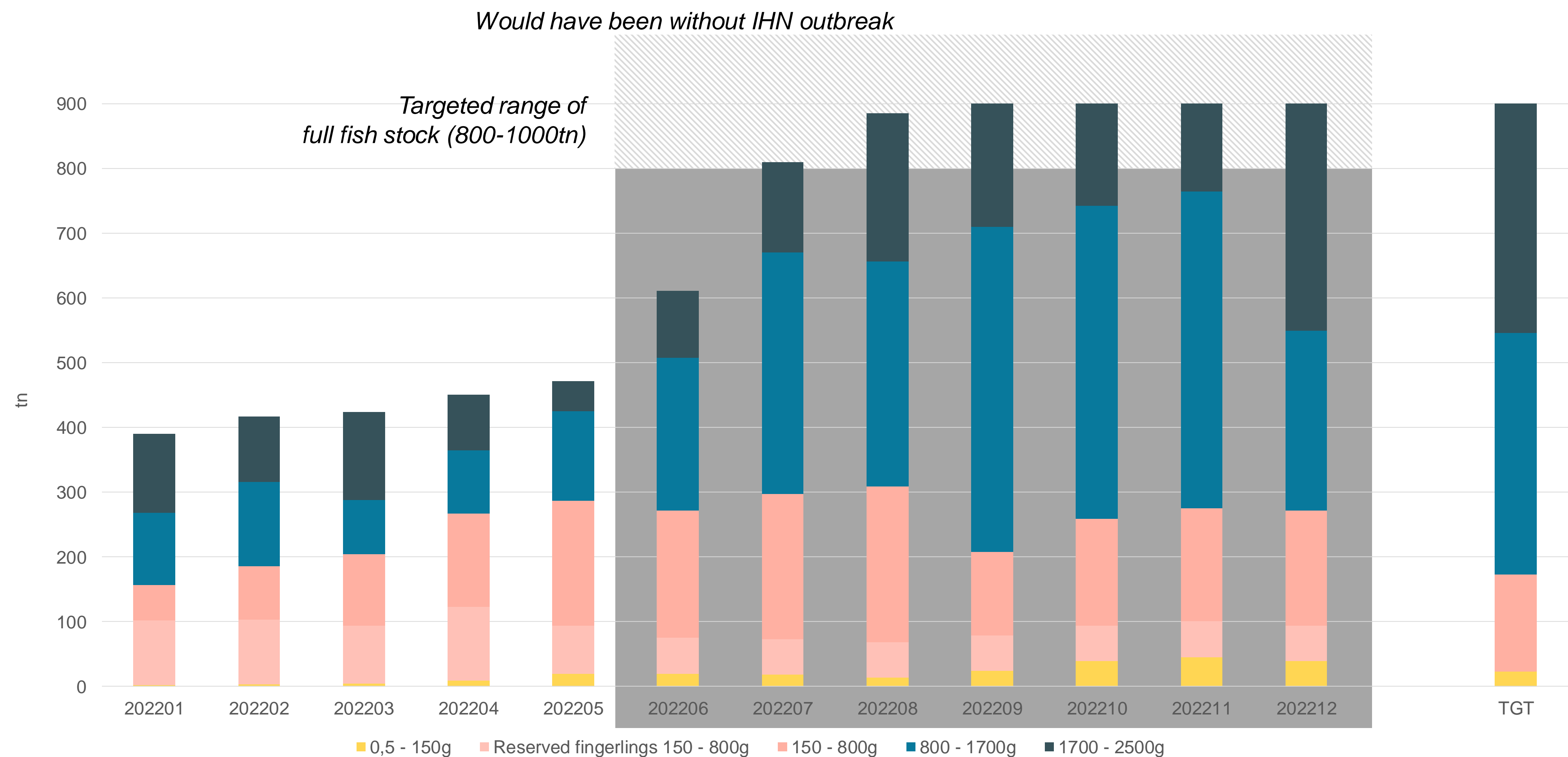
Amount of harvested fish was stable at 10 tons per week since previous September



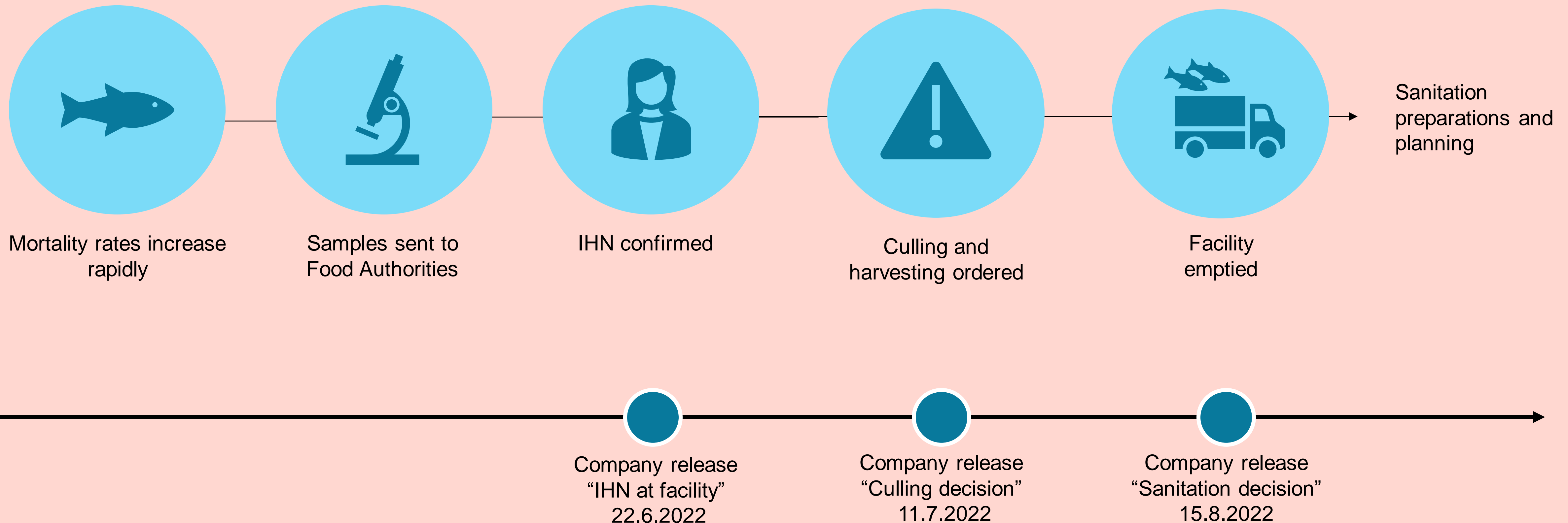
Expanding customer base, rising demand, increasing prices, good feedback for delivered fish



Biomass on track to reach full level supported by new batches approaching harvest size



Facility emptied due to the IHN outbreak in June



Company expects to be compensated for the incident

ORDERS

All fish at the production facility ordered to be either harvested or culled.

- Fish without symptoms and of sellable size harvested and sold at market price.
- The remaining fish culled and destroyed.

Sanitation

- The Finnish Food Authority ordered the facility to be sanitized following a sanitation plan that will be confirmed later.
- Material that cannot be disinfected must be destroyed.

COMPEN-SATION

- The Finnish Government will assume the culling costs.
- The company is entitled to apply for **compensation for the fish** that has been ordered to be culled.
- The compensation is determined based on the **market value** of the fish.

- The Finnish government will assume the **costs incurred by implementing the sanitation plan.**
- The company may seek **compensation for material or equipment destroyed** as part of the sanitation

Sources of IHN infection excluded so far

Egg
supplier
farms

Fingerling
supplier
farms

Local water
bodies
surrounding
the facility

Facility's
water intake

?

Sanitation process has been initiated



Notice: Tentative assumed steps, plan to be confirmed by authorities

Income statement

EUR thousand	1-6/2022	1-6/2021	1-12/2021
REVENUE	873	635	1 004
Other operational income	0	460	497
Materials and services	-2 582	-3 215	-5 110
Personnel expenses	-1 138	-882	-1 875
Depreciations, amortisation and impairments	-802	-760	-1 552
Other operating expenses	-1 540	-1 423	-2 785
OPERATING PROFIT (LOSS)	-5 189	-5 185	-9 822
Financial income and expenses	-352	-1 785	-3 865
PROFIT/LOSS BEFORE - APPROPRIATIONS AND TAXES	-5 541	-6 970	-13 687
RESULT FOR THE FINANCIAL PERIOD	-5 541	-6 970	-13 687

Balance Sheet

EUR thousand	30.6.2022	31.12.2021
ASSETS		
NON-CURRENT ASSETS		
Tangible assets	19 286	19 612
Shares of group companies	10	10
TOTAL NON-CURRENT ASSETS	19 296	19 622
CURRENT ASSETS		
Inventories	1 682	1 062
Long-term receivables	270	270
Short-term receivables	458	852
Cash at bank and in hand	3 270	9 418
TOTAL CURRENT ASSETS	5 680	11 602
TOTAL ASSETS	24 976	31 223

EUR thousand	30.6.2022	31.12.2021
EQUITY AND LIABILITIES		
EQUITY		
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	-5 541	-13 687
TOTAL EQUITY	17 786	23 327
PROVISIONS	82	0
LIABILITIES		
Current liabilities		
Loans from financial institutions	4 839	5 851
Accounts payable	725	783
Other liabilities	153	177
Accruals and deferred income	1 391	1 085
Total current liabilities	7 108	7 896
TOTAL LIABILITIES	7 108	7 896
TOTAL EQUITY AND LIABILITIES	24 976	31 223

Fifax is preparing for restarting production



**Operational
preparations**



**Development
activities**

Biosecurity

Technical



**Financing
solutions**



**Commercial
approach**

Actions to further strengthen the resilience of Fifax's RAS model

STRONG
FOUNDATION

Ultra intensive RAS model mitigates risks

NEW
ACTIONS



RESULT

Decreased risk of incidents

Scope of potential impact limited

No significant OPEX impact

Further improved conditions for fish lead to improved performance

Summary

Fifax's concept verified in 2021-2022

- Operational capability to reach full production realized in 2021-2022
- Commercial and Go-To-Market progress: branding, product portfolio, channel expansion
- Expansion of customer base

Incident management

- Harvest and culling phase completed, compensation application for lost fish submitted
- Sanitation planning on-going, final schedule to be confirmed
- Planning several actions to reduce risk and mitigate effects of future incidents

Return to growth plan

- Planning underway for restarting operations: increased resilience and performance
- Expansion planning continued
- Short-term targets to be updated
- Financing paths evaluated

Mid- and long-term targets retained

Short-term (2022)

POST-PONED

- Fish stock at full capacity (900t) and full production output level equivalent to an annual production of approximately 3,200 tonnes in the first half of 2022
- Construction of the expansion of the Eckerö production facility expected to begin in 2022

Mid-term (2026)

- Expansion of the Eckerö production facility in full operation
- Revenue EUR 50 million
- EBITDA 25 percent of revenue
- Establishing business operations that commercially capitalize on accumulated know-how concerning RAS technology and projects

Long-term (2030)

- Continue the expansion of the Company's operations through constructing new facilities
- Significant revenues from business operations that commercially capitalize on accumulated know-how
- Revenue exceeds EUR 100 million
- EBITDA exceeds 25 percent of revenue





**Factors
supporting
successful restart**

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.