



**Athens Greece | 30 August 2013**

**6 Months 2013 Results Presentation**  
**NIREUS AQUACULTURE S.A.**



# Main events 6M 2013

- Total Group sales stable at € 97.2 mi.
- Fish sales volume up +5.1%
- Exports up +1% to € 76.6mi - 79% of total sales.
- Strong cash generation continues: CFO € 8.6 mi. and FCF € 5.3 mi.
- Net results € (12.5) mi. from € 1.5 mi. in 6M 2012 impacted by
  - a decrease of € (11.6) in biomass valuation versus € (7.1) in 6M 2012 resulting from
    - ✓ a sharp rise in the cost of the raw materials for fish feed
    - ✓ lower weighted average pricing from a variation in the product mix and a decline in the small size fish price
  - one-off provisions of € (7.8) mi., from which € (6.3) for affiliates
  - € (2.7) mi. in additional deferred taxes from a tax rate change effective 01.01.2013



# Bass & bream – Price development

Seabass (*Dicentrarchus labrax*)



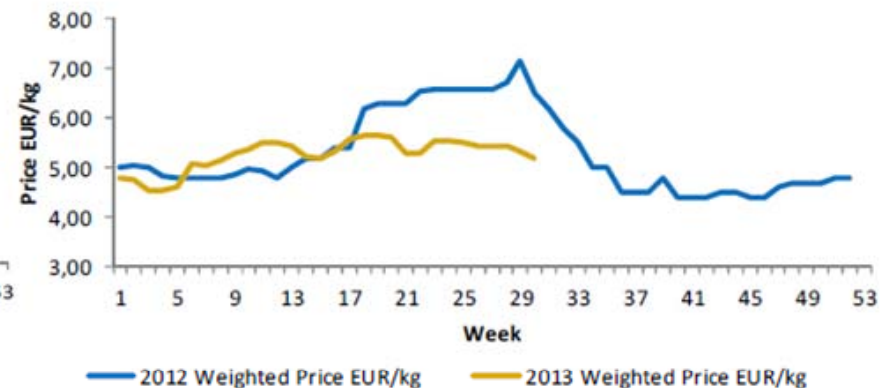
Mercamadrid market  
Fresh cultured seabass



Seabream (*Sparus aurata*)



Mercamadrid market  
Fresh cultured seabream



Source: Kontali analyse "Seabass & Seabream March 2013 monthly report"

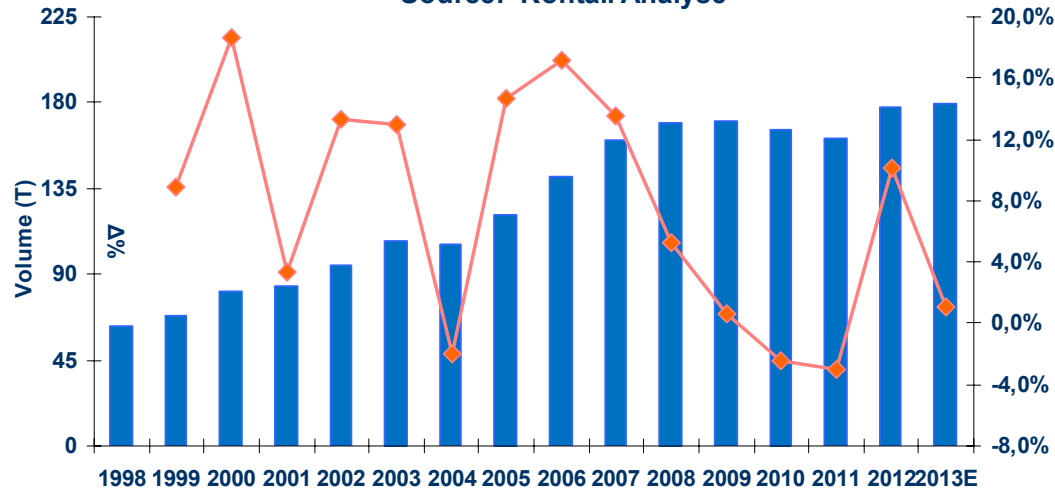
Mercamadrid prices are wholesale and indicative of the price trend – actual fish prices vary by size and market



# Industry supply development

**Seabream supply (tons, Δ%)**

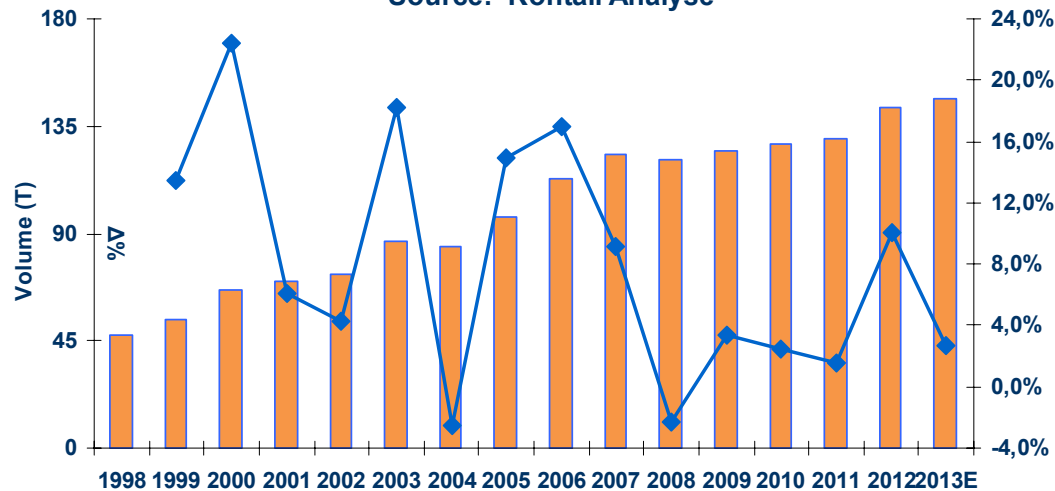
Source: Kontali Analyse



**The production growth of the seabass and seabream is expected to be stable in 2013 as compared to 2012**

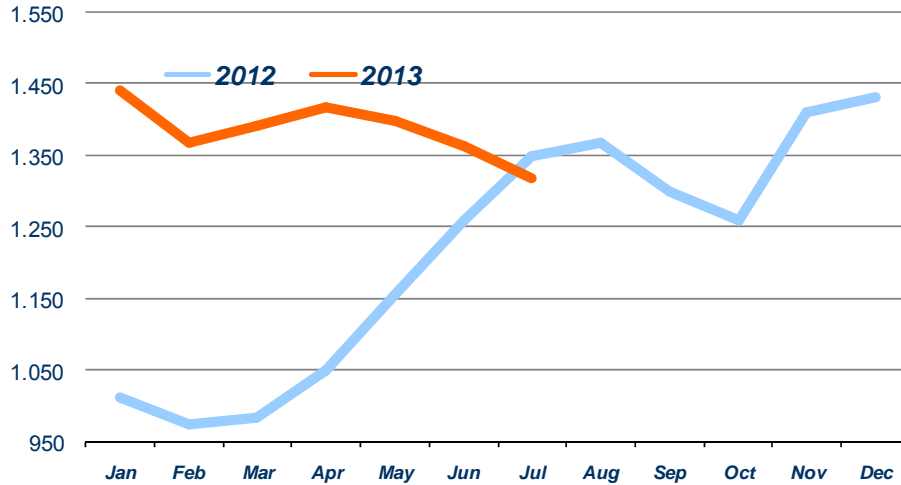
**Seabass supply (tons, Δ%)**

Source: Kontali Analyse

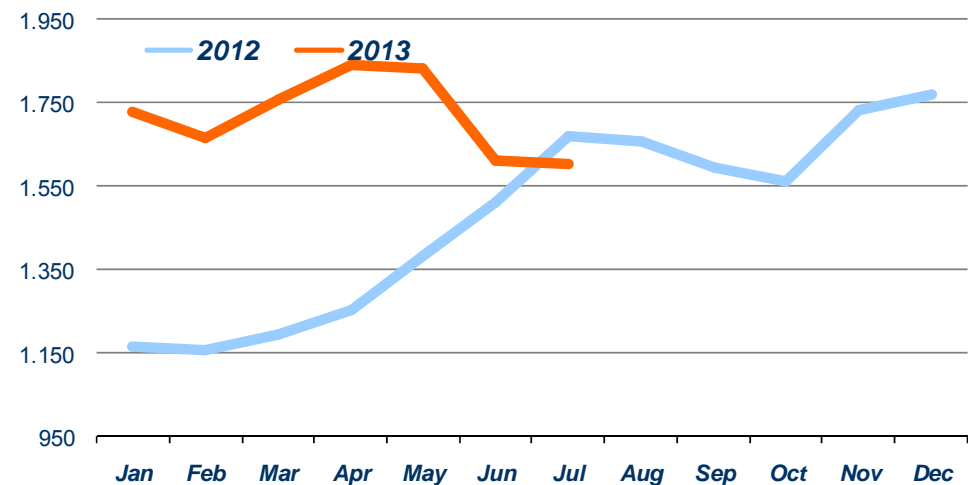


# Higher cost for feed raw materials

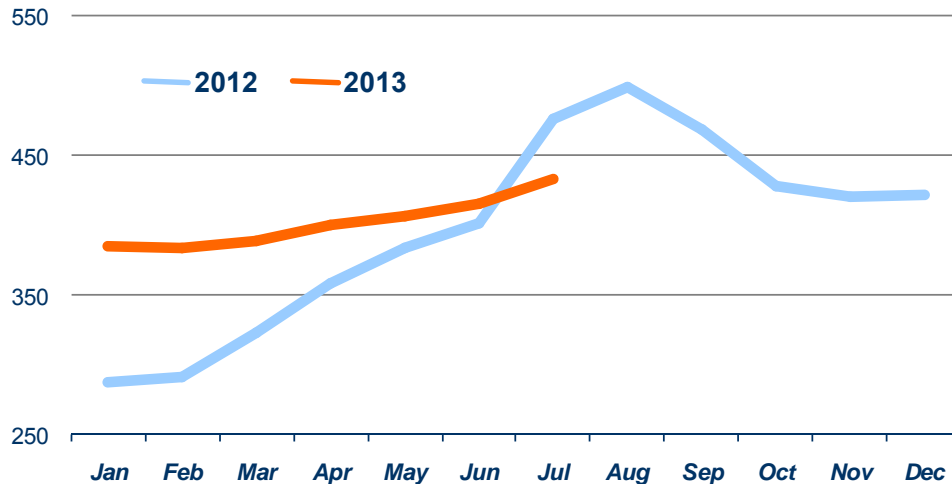
Monthly FISH MEAL (64/65% Bremen fca - euro/Ton)  
source: FAO/ Oil World



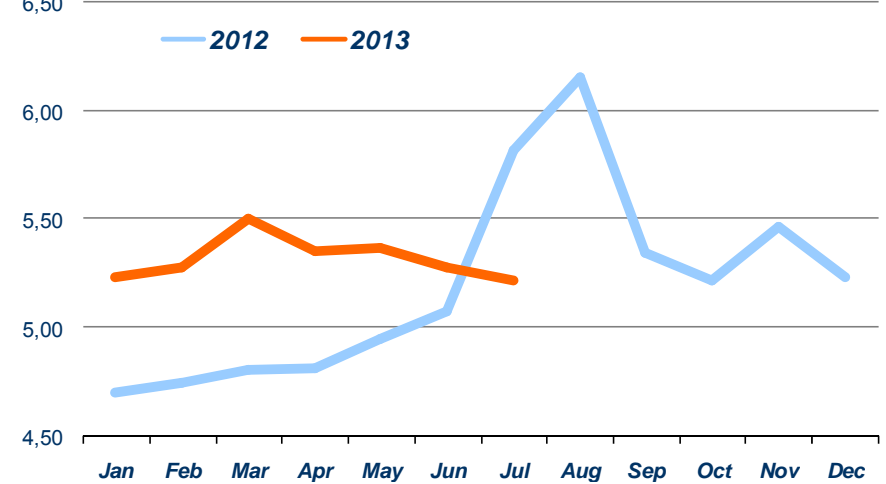
Monthly FISH OIL (cif North West Europe - euro/Ton)  
source: FAO/Oil World



Monthly SOYBEAN MEAL (pellets, 44/45%, cif Rotterdam - euro/Ton -- source: FAO/ Oil world



Monthly CORN (source: CME - euro/bushel)



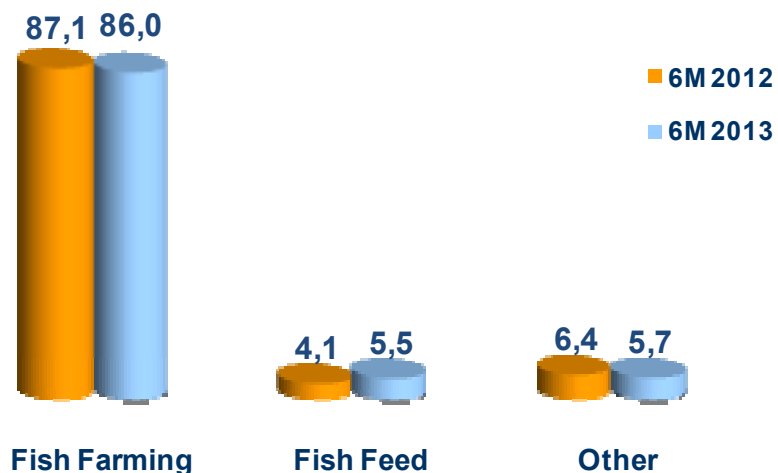
Data Sources: FAO / Oil World for soybean, fish meal and fish oil - CME for corn - Federal Reserve Bank for euro/USD conversion





# Sales by Business Sector

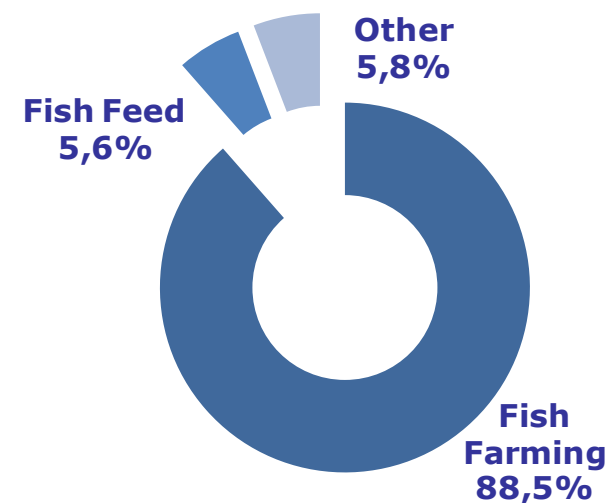
Sales by Sector for 6M 2012 & 6M 2013 (mi. €)



Fish farming = fish + juveniles sales (own + 3<sup>rd</sup> party)

Other = aviculture and animal culture products sold through the 100% subsidiary KEGOagri

Sales by sector for 6M 2013 (% distribution)



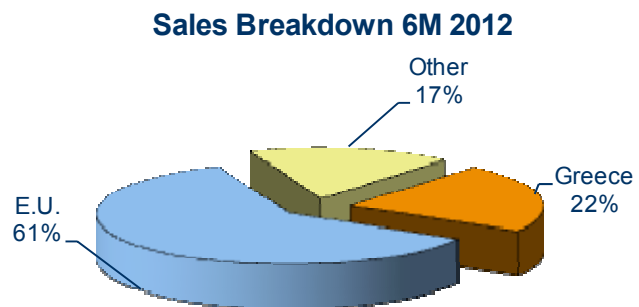
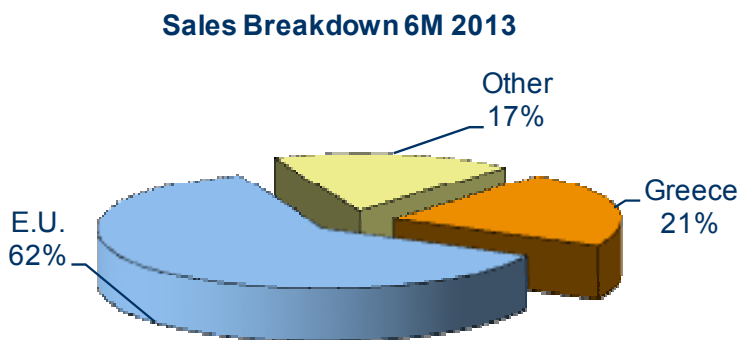
Sales of **fish farming down € (1.1) mi.** from reduced juveniles sales

**Feed sales up + € 1.4 mi.**

Sales of **aviculture, animal culture products & equipment up down € (0.7) mi**



# Exports Evolution



## Exports & domestic sales distribution (%)

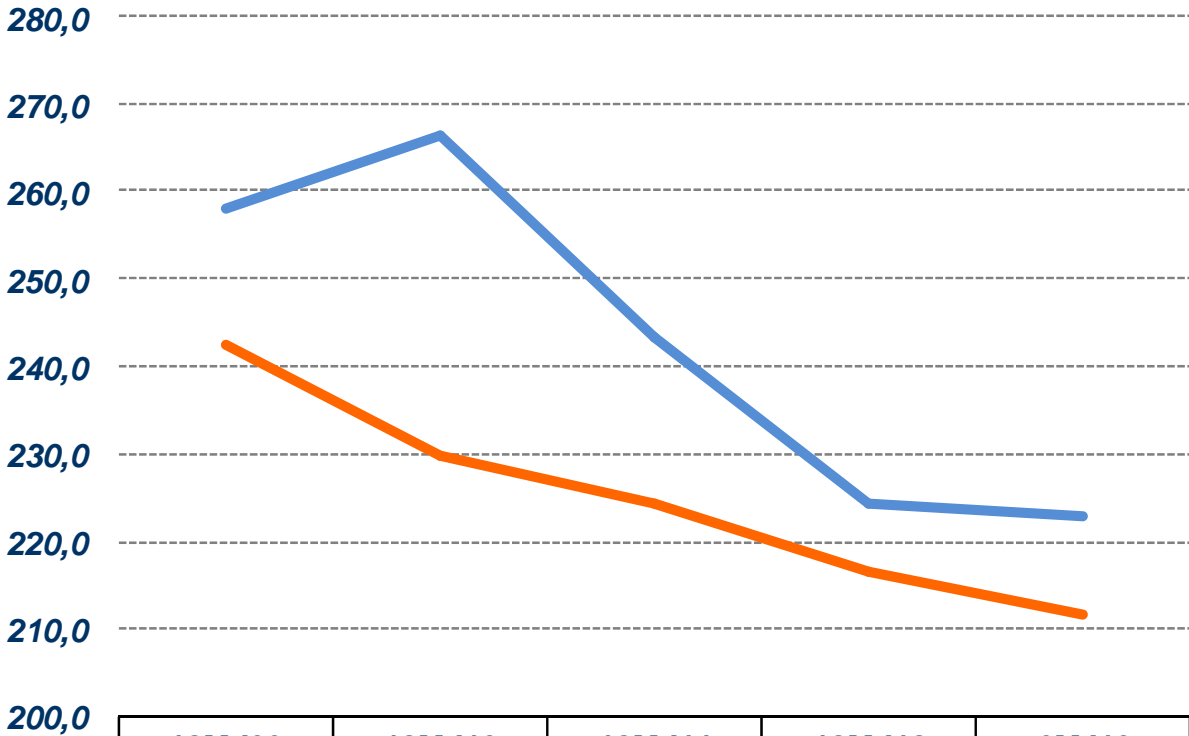


in mi. €	6M 2012	6M 2013
<b>Greece</b>	<b>21.59</b>	<b>20.59</b>
<b>EU</b>	<b>59.29</b>	<b>59.86</b>
<b>Other</b>	<b>16.72</b>	<b>16.74</b>



# Bank debt evolution

Bank debt (mi. €)



	12M '09	12M '10	12M '11	12M '12	6M '13
Bank debt	258,2	266,3	243,2	224,3	222,9
Net bank debt	242,4	229,8	224,4	216,5	211,6





# Balance Sheet

## Assets

in mi. €	6M 2013	6M 2012	12M 2012
Property Plant and Equipment	88,07	89,25	88,89
Goodwill	30,77	30,77	30,77
Biological non-current	95,06	110,83	53,87
Other non-current	15,89	15,97	15,97
<b>Total non-current</b>	<b>229,79</b>	<b>246,82</b>	<b>189,50</b>
Biological current	134,10	133,42	186,21
Inventories	13,15	12,68	9,83
Trade Receivables	56,52	62,83	54,69
Other current	15,82	17,71	22,31
Cash & equivalents	11,35	21,56	7,86
<b>Total current</b>	<b>230,93</b>	<b>248,19</b>	<b>280,91</b>
<b>Total assets</b>	<b>460,72</b>	<b>495,01</b>	<b>470,40</b>

## Equity and liabilities

in mi. €	6M 2013	6M 2012	12M 2012
Shareholders' equity	129,76	160,05	142,87
Non-controlling interests	(7,01)	(5,54)	(5,20)
<b>Total shareholders' equity and non-controlling interests</b>	<b>122,75</b>	<b>154,51</b>	<b>137,67</b>
L/T bank borrowings	91,27	90,91	85,39
Deferred income tax liabilities	20,89	19,11	16,04
Other non-current liabilities	12,77	12,74	11,54
<b>Total non-current liabilities</b>	<b>124,94</b>	<b>122,76</b>	<b>112,97</b>
Trade & other payables	58,85	51,67	62,54
Current bank borrowings	131,66	149,22	138,92
Other current liabilities	22,53	16,86	18,30
<b>Total current liabilities</b>	<b>213,04</b>	<b>217,75</b>	<b>219,76</b>
<b>Total liabilities</b>	<b>337,97</b>	<b>340,50</b>	<b>332,74</b>
<b>Total equity and liabilities</b>	<b>460,72</b>	<b>495,01</b>	<b>470,40</b>



# Income Statement

in mi. €	6M 2013	6M 2012	12M 2012
Biological Sales	76,17	80,06	158,92
Non-Biological Sales	21,02	17,55	43,24
<b>Total Sales</b>	<b>97,19</b>	<b>97,61</b>	<b>202,16</b>
<b>Gain / loss from change in the fair value of biological assets(*)</b>	<b>64,56</b>	<b>72,93</b>	<b>147,41</b>
Raw material consumption	(41,22)	(39,36)	(104,19)
Salaries & personnel expenses	(15,50)	(15,72)	(31,52)
3rd party fees and benefits	(9,82)	(11,23)	(24,40)
Other operating expenses	(13,32)	(12,23)	(26,93)
Other income	1,00	1,73	3,73
<b>EBITDA</b>	<b>6,73</b>	<b>13,67</b>	<b>7,33</b>
<b>Earnings / (loss) before interest and taxes (EBIT)</b>	<b>2,98</b>	<b>9,25</b>	<b>(1,63)</b>
<b>Earnings / (loss) before taxes (EBT)</b>	<b>(9,31)</b>	<b>2,03</b>	<b>(15,26)</b>
Tax	(3,16)	(0,48)	2,09
<b>Earnings / (loss) after taxes (EAT)</b>	<b>(12,46)</b>	<b>1,55</b>	<b>(13,17)</b>
Equity holders of the parent	(10,95)	1,70	(13,33)
Non-controlling interests	(1,51)	(0,15)	0,16
Earnings per share (€)	(0,1721)	0,0267	(0,2093)

(\*) equal to biological sales - (beginning inv. - ending inv. + purchases) of biological assets / used to compute reported EBITDA in lieu of biological sales

## Net results affected by

• One-off provisions of € (7.8) mi. , from which € (6.3) for affiliates

• € (2.7) mi. additional deferred taxes from tax rate change

• Decrease of € (11.6) mi. in biomass valuation versus € (7.1) in 6M 2012



# Cash Flow Statement

in mi. €	6M 2013	6M 2012	12M 2012
Profit before tax	(9,31)	2,03	(15,26)
Depreciation	4,02	4,78	9,73
Miscellaneous other charges	13,56	7,21	13,47
Fair value adjustment	(3,26)	0,21	14,25
Reduction /(increase) of inventories	10,86	5,63	(1,40)
Reduction /(increase) of receivables	(1,50)	(3,41)	(3,16)
(Reduction)/increase of trade & other payables	0,33	(1,09)	11,04
Interest expenses paid	(6,12)	(6,89)	(13,74)
Taxes paid	0,01	(0,38)	(0,77)
<b>Cash flow from operating activities</b>	<b>8,59</b>	<b>8,10</b>	<b>14,16</b>
Net (Investments) / Divestments	(3,31)	(2,12)	(5,56)
<b>FCF Free cash flow after operations and investments</b>	<b>5,28</b>	<b>5,99</b>	<b>8,60</b>
Received interest	0,08	0,13	0,34
<b>Cash flow from investing activities</b>	<b>(3,23)</b>	<b>(1,99)</b>	<b>(5,22)</b>
<b>Cash flow from financing activities</b>	<b>(5,24)</b>	<b>(8,22)</b>	<b>(14,08)</b>
<b>Total cash flow reporting period</b>	<b>0,13</b>	<b>(2,10)</b>	<b>(5,15)</b>
Cash and cash equivalents at the beginning of the period	3,01	8,11	8,11
Foreign exchange adjustments	(0,43)	0,37	0,04
<b>Cash and cash equivalents at the end of the period</b>	<b>2,70</b>	<b>6,37</b>	<b>3,01</b>

**Strong cash flow generation continues**

•CFO € 8.6 mi.

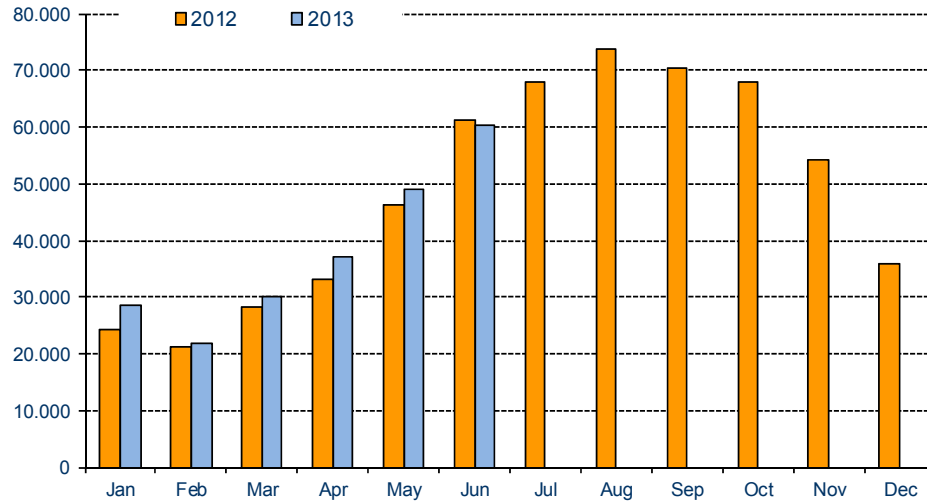
•Net investments €3.3 mi. for cost reduction

•FCF € 5.3 mi

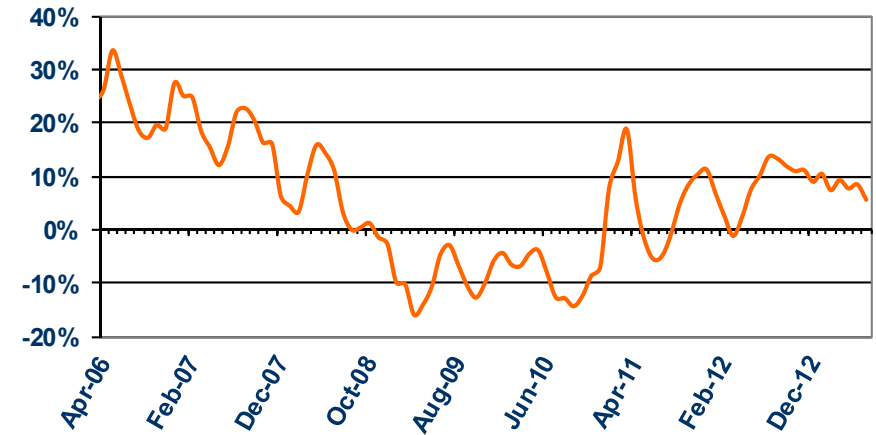


# Feed Consumption and Juveniles Input

Fish feed consumption (tons)

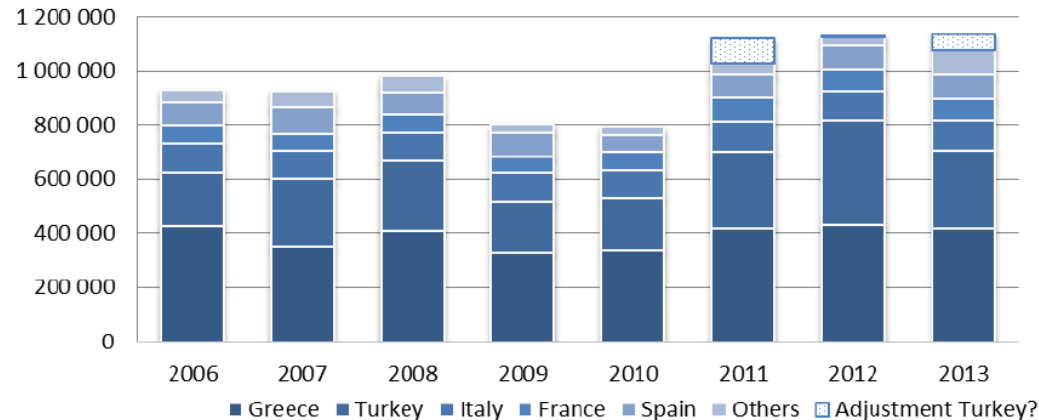


Growth of fish feed consumption for seabass/seabream - 3M average June 2013



Fish feed data: Kontali Analyse

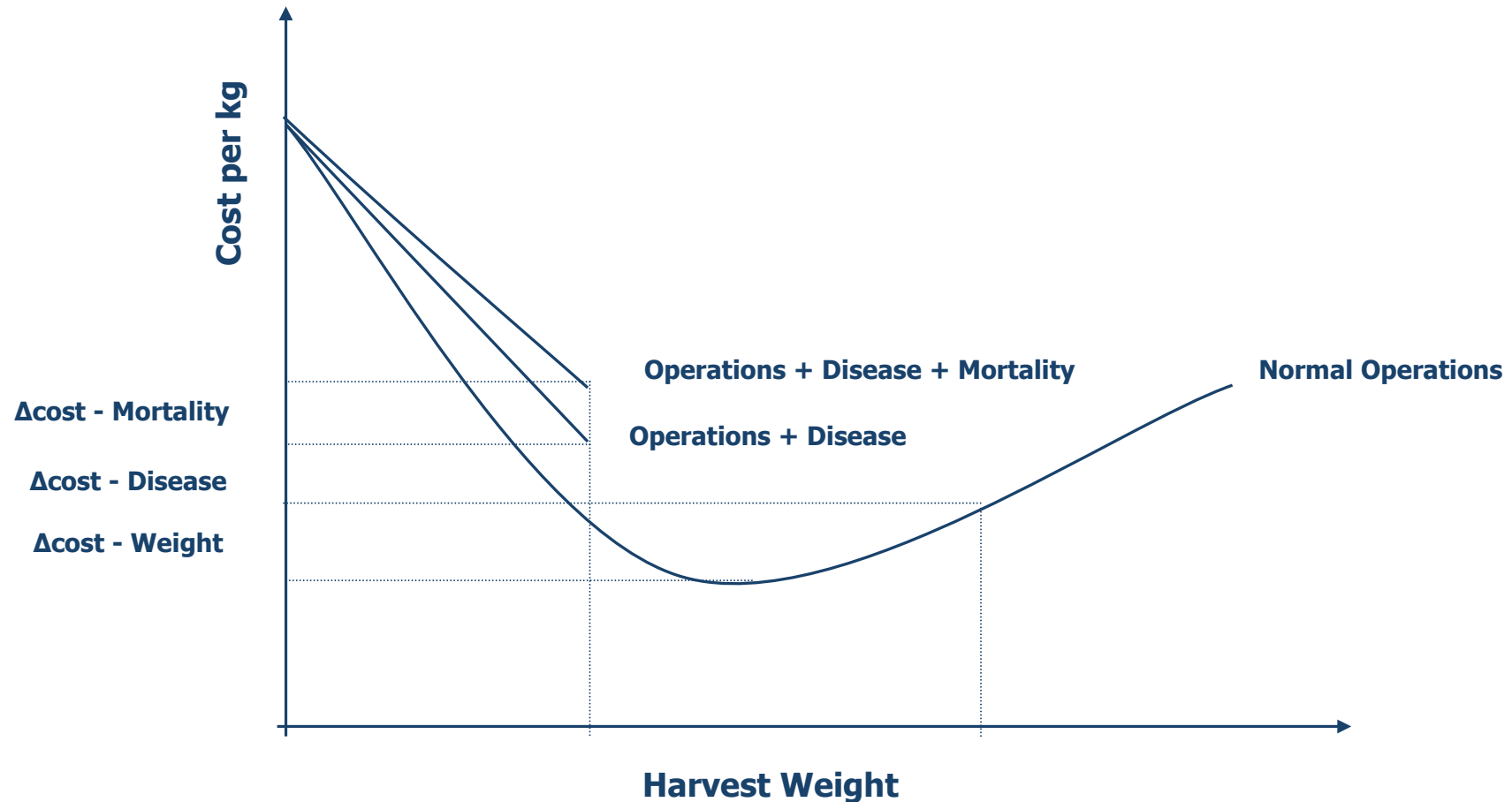
Estimated juvenile production



Source: Kontali Analyse



# Appendix: Cost dynamics in fish farming



Vertical structure ensures less risk from **disease**

The 10-gr juvenile pre-fattening units target reduction in **mortality**



# Appendix: IAS 41 for biological assets

Fish farming companies are required to calculate and report the fair value of their biomass and the inter-period adjustment to the net fair value (IAS 41).

The fair value of the biomass is calculated as volume (kg) x market price at the end of the period and is adjusted for the part that is not ready to harvest.

The key drivers are the volume and weight of the biomass and the market price at the time of the calculation.

The ready to harvest part of the end-of-period biomass is reported in the B.S. as a current asset and the not ready to harvest as a non-current asset.

Sales in the I.S. are separated into biological and non-biological. Biological sales represent sales of juveniles and fish (raw and processed) produced by the company. Non-biological sales represent the sales of the fish/juveniles produced by others, the sales of fish feed, equipment, and other products.

The gain or loss arising from changes in the fair value of the biomass is used to derive reported EBITDA, in lieu of biological sales, and is computed as follows:

$$\begin{array}{l}
 \text{biomass at end of period} \\
 (+) \text{ biological sales} \\
 (-) \text{ biomass at beginning of period} \\
 (-) \text{ purchases of biological assets for production} \\
 \hline
 = \text{gain/loss from biomass}
 \end{array}$$

<b>Fair value of biomass (B.S.)</b>	<b>Volume x Price</b>
<b>Key Drivers</b>	<b>Δ Volume Δ Price</b>
<b>Biological Sales (I.S.)</b>	<b>The sales of fish &amp; juveniles produced by the company – to include processed fish</b>
<b>Non-biological sales (I.S.)</b>	<b>The sales of fish &amp; juveniles produced by others, fish feed, nets, other products</b>
<b>Total Sales (I.S.)</b>	<b>Biological sales + Non-biological sales</b>
<b>Gain loss from biomass</b>	<b>The inter-period difference in the fair biomass value</b>





# Communication – Financial Calendar

## Financial Calendar 2013

12M 2012 Results  
Friday, 29 March 2013

3M 2013 Results:  
Thursday, 30 May 2013

Ordinary AGM:  
Friday, 28 June 2013

**6M 2013 Results:  
Friday, 30 August 2013**

9M 2013 Results:  
Friday, 29 November 2013

## Investor Relations

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