



1H 2024 RESULTS

Presentation  
to Investors  
and Analysts



# Salmon prices eased considerably while cod prices remain high due to supply and the USA ban on Russia

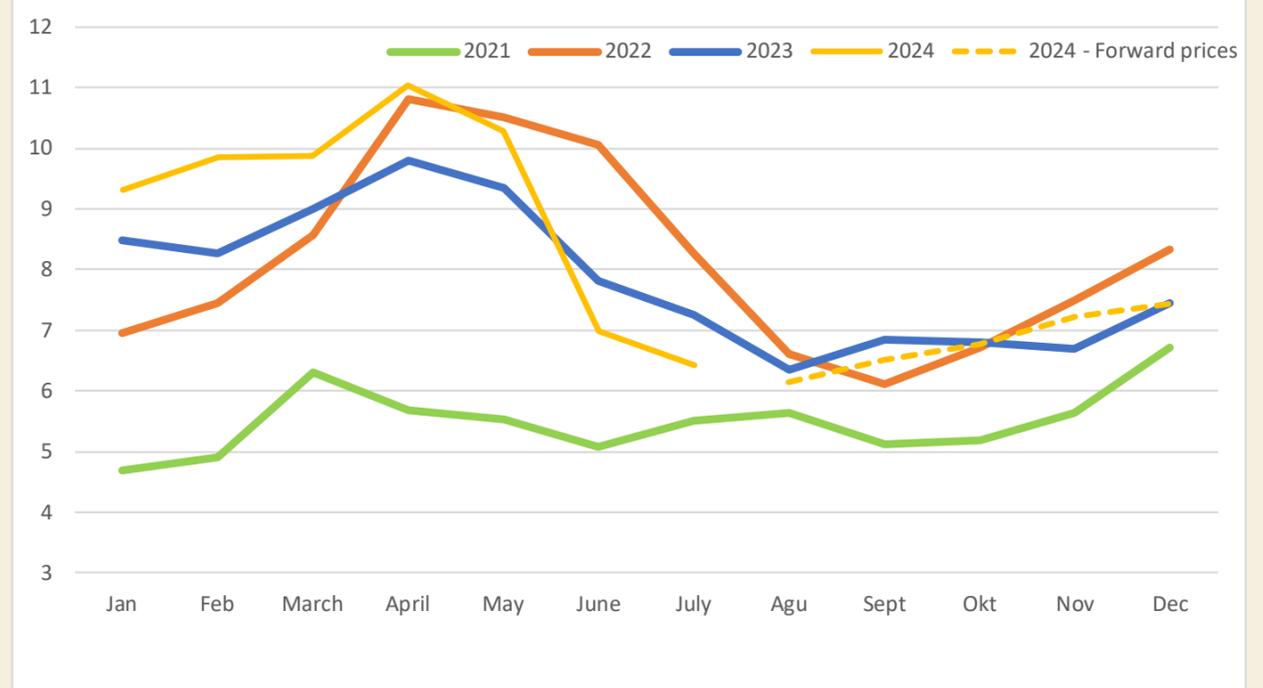
1H 2024

Presentation to Investors and Analysts

- Seafood prices remain high and have increased more than other animal proteins. This has decreased demand, reflected in lower volumes.
- The persistent challenging economic conditions have continued to exert a significant adverse effect on demand.
- Expected that interest rates will remain high, but the current view is that they might start to come down, which is the fact in Europe and the US. This will have a positive impact on the company's financial costs and the consumer and should drive demand,
- With higher finance costs and storage costs, credit and stock controls are increasingly important and need constant focus,
- Salmon prices remained elevated at the start of the year and throughout Q1, reaching their peak in April. They started declining again in May and levelled off in July. They are expected to remain stable throughout the year, with some increases in the latter part of the year.
- The USA ban on Russian fish is affecting cod prices, which are on an upward trend. Quota reductions in the Barents Sea also have an impact.

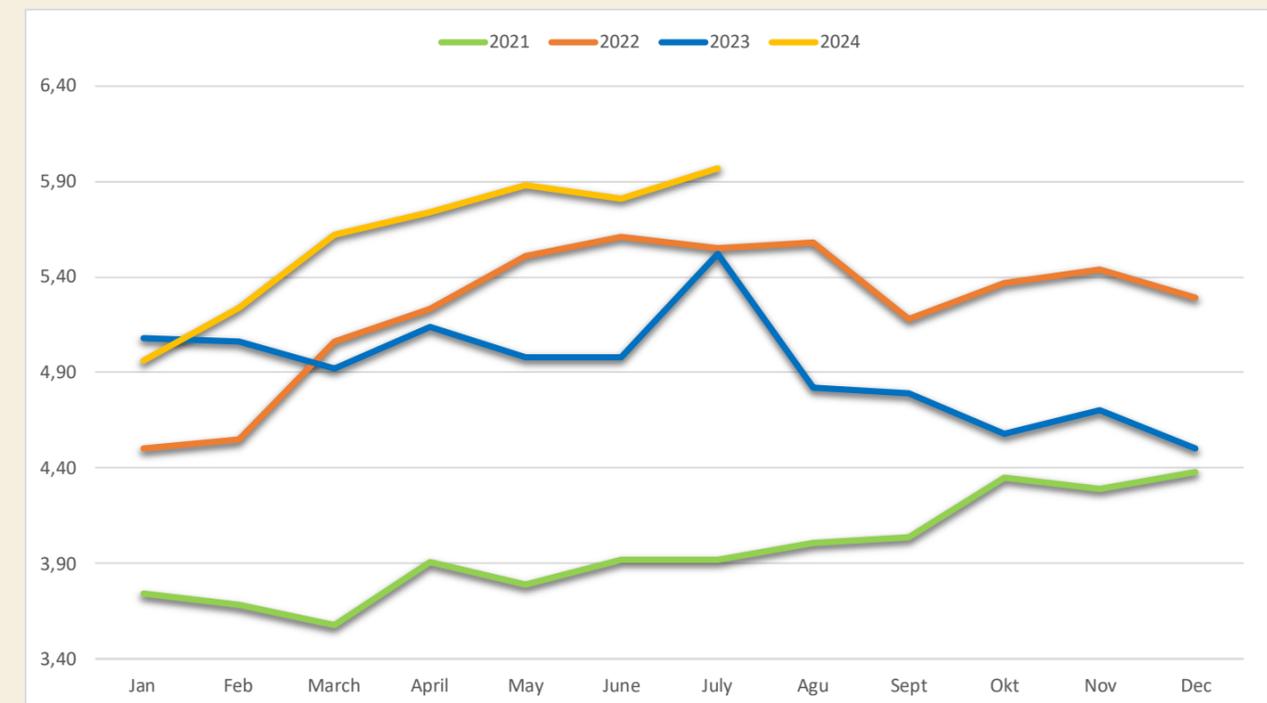
Salmon prices levelling up and stable

Source: www.fishpool.eu

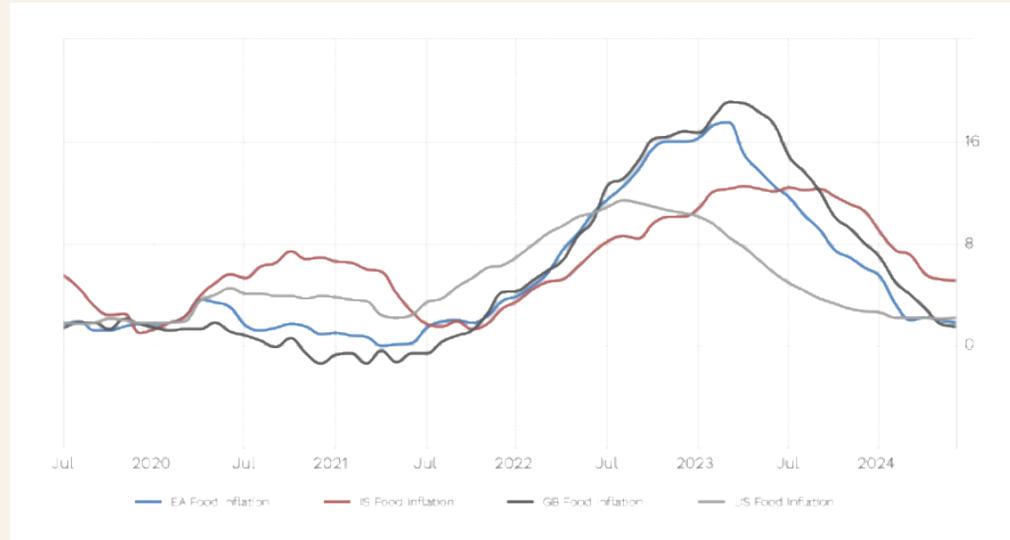


HG frozen cod prices are on the rise again due to USA ban on Russia

Norges Sjømatråd

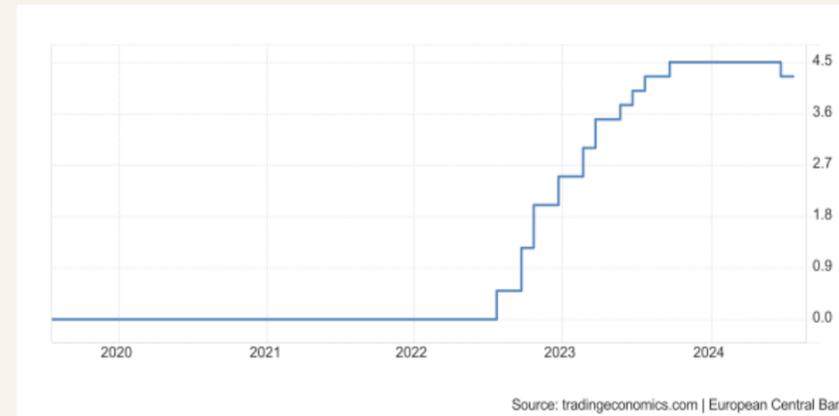


# European and USA Food inflation And Central Bank interest rates

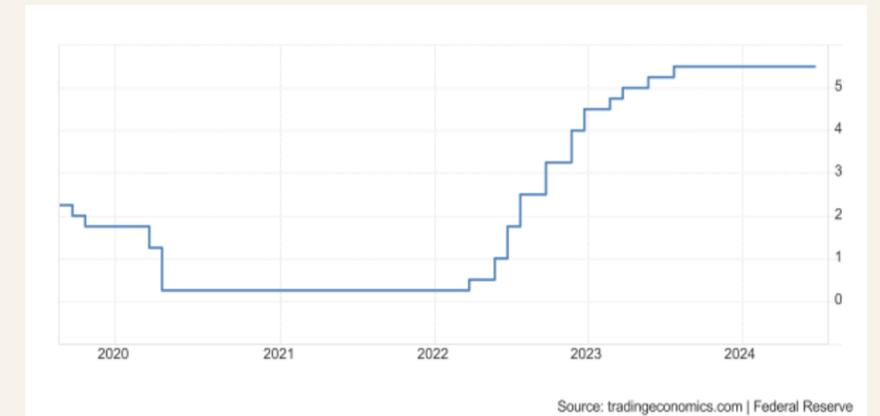


- Food inflation has been decreasing in the last year but is still high due to cost increases being passed on to consumers.
- Interest rates are still high in all markets but have been stable for some period of time in all markets and beginning to ease off.

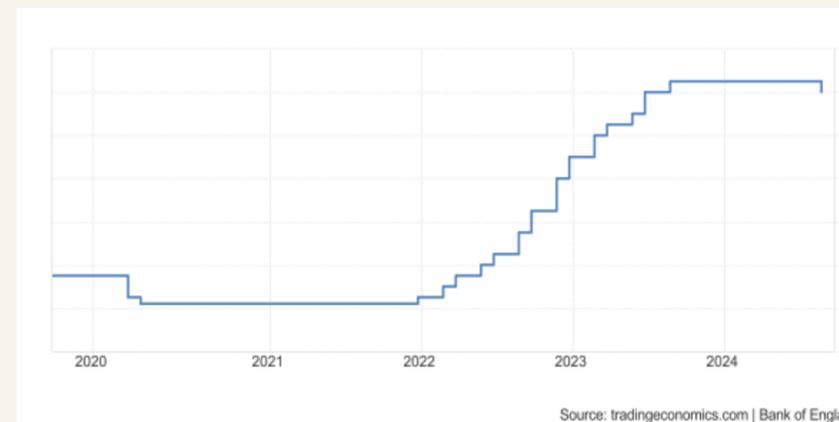
Eurozone currently 4.25%



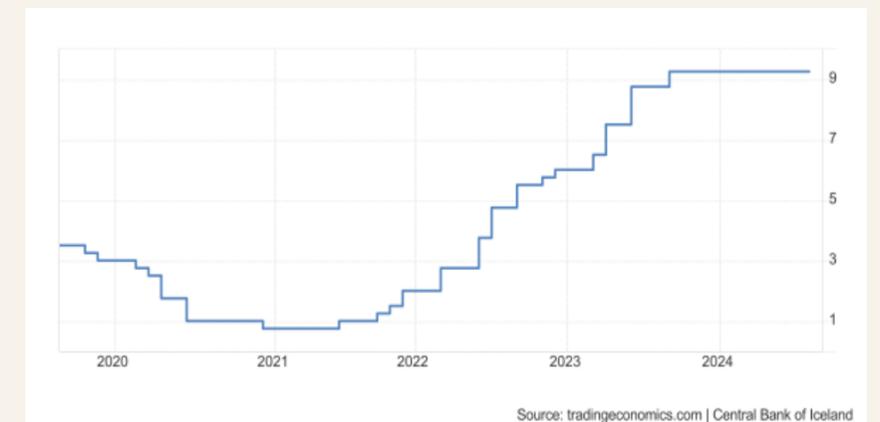
Federal Reserve 5.50%



UK 5.00%



Iceland 9.25%



# Despite high salmon prices and increased financing costs, the Group's first-half performance remains on budget

## VA S-Europe

- The S-Europe division delivered strong performance in Q2, following a slower-than-expected Q1
- Sales and margins in 1H are slightly under budget mainly derived from the results from Q1.
- Lower sales in IS Iberica, primarily due to reduced sales of Argentinian shrimp, were partly offset by strong sales of Argentinian squid.
- Ahumados Dominguez achieved an 8% sales increase compared to the first half of 2023, driven by higher prices. While sales volume was steady or slightly up, both sales and margins fell short of budget due to high salmon prices early this year.

## VA N-Europe

- The division reported similar results to the first half of 2023, leading to an operational loss
- Salmon prices were significantly higher than anticipated earlier in the year, though they eased towards the end of Q2 and are expected to stabilise for the remainder of 2024.
- The division is anticipated to partially recover these losses in the year's second half.

## Sales & Distribution

- The S&D division had a solid start to the year, driven by robust sales from Iceland, and maintained solid performance through Q2
- While first-half sales were 8% lower than in 2023, profitability remained on par.

## Main upcoming agenda this year:

- Automation of processes relating to gathering data
- Detailed reviewing of Double Materiality results
- Data-gap analysis to comply to new reporting standards
- Improvements on internal processes for EU Taxonomy & Corporate Sustainability Reporting Directive (CSRD)
- [Iceland Seafood Sustainability \(weareicelandseafood.com\)](https://weareicelandseafood.com)

# ESG matters: Ongoing Commitment to Advancing ESG Initiatives

**ISI** ICELAND SEAFOOD | Sustainability

MISSION  
MATERIALITY  
KEY OBJECTIVES  
SUPPLY CHAIN  
POLICIES & CERTIFICATIONS  
REPORTS & DATA  
NEWS

It's about our heritage,  
the present  
and a commitment  
to the future.

Download the ESG Performance 2023 ↓

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1H 2024 RESULTS  
PRESENTATION TO INVESTORS  
AND ANALYSTS

# Financial performance



# PBT and net margin increased compared to 1H 2023, despite lower sales and higher interest rates

- > VA S-Europe
- > VA N-Europe
- > Sales & Distribution

€ m's	Q2 24	Q2 23	1H 24	1H 23
Sales	51.2	47.4	106.9	113.5
Net margin	5.5	3.8	12.1	10.2
Normalised EBITDA	1.2	(0.1)	3.6	1.7
Normalised PBT*	0.1	(1.2)	2.2	(0.1)

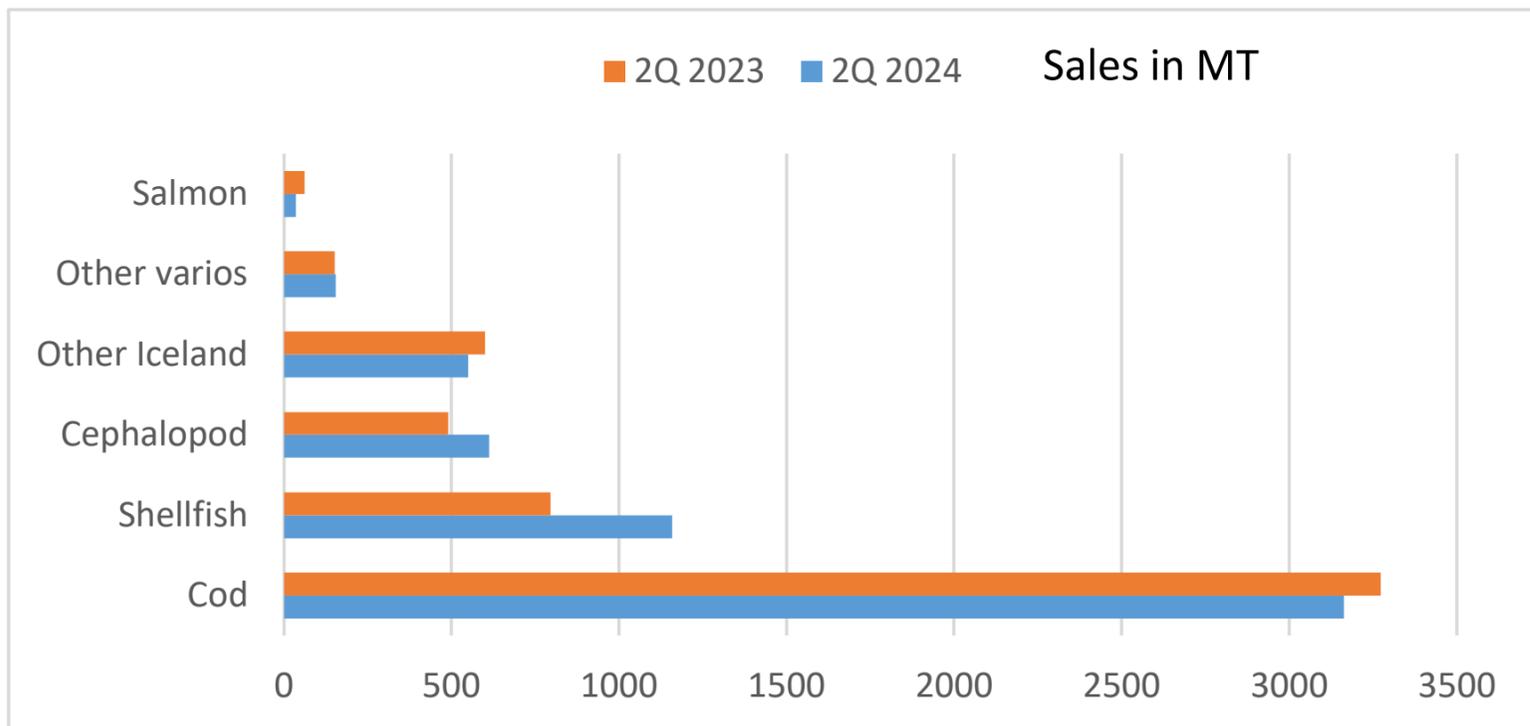
\* Normalised PBT represents Profits before tax before allowing for significant items.

1H sales dropped compared to 1H 23

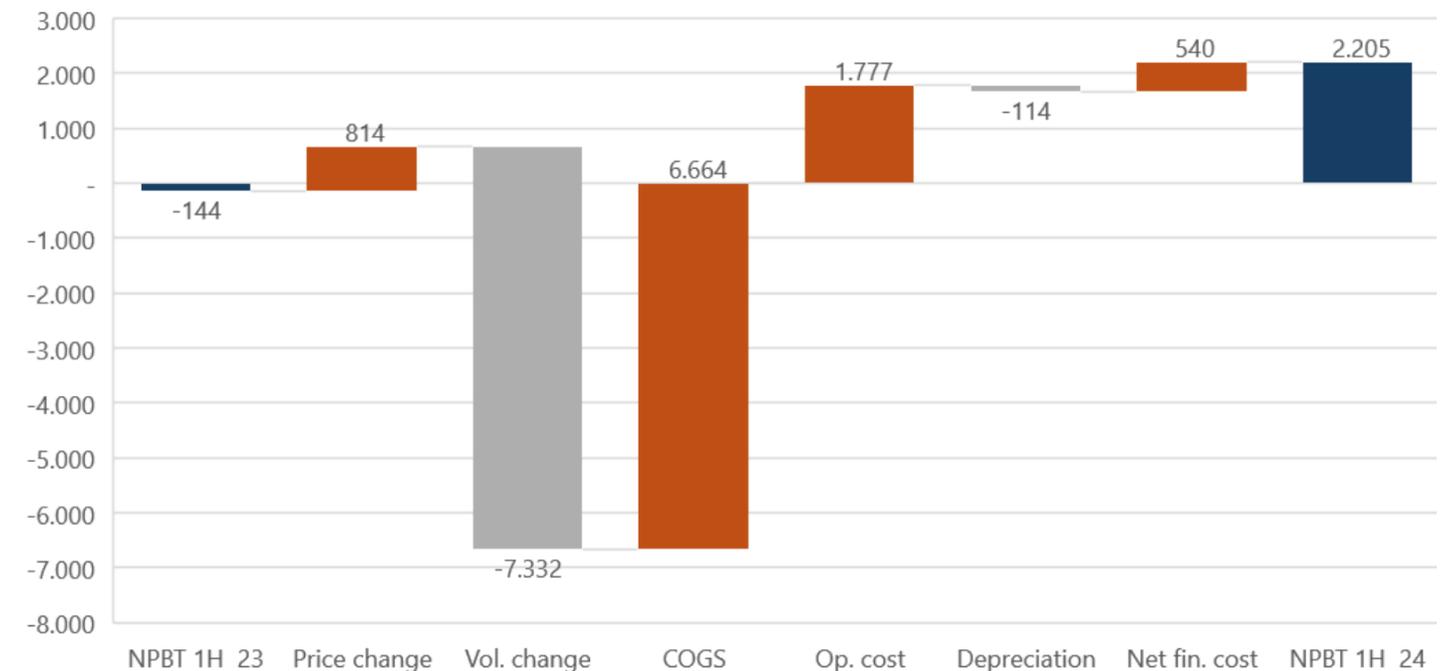
- Ibérica Group's sales dropped 12% in value and 7% in volume compared to 1H 2023. However, Q2 sales met budget, recovering from a slow Q2 23.
- Sales of Ahumados were 8% higher than 1H 23 in value and on par in volume.

Normalized PBT of €2.1m, €2.3m above 2023

- IS Ibérica Spain PBT of €1.7m.
- Achernar PBT amounted to €1.1m, attributed to positive FX and interest.
- Ahumados Dominguez had a negative PBT in 1H 2024 of (€0.7m), which represents a significant improvement from last year.



Normalised PBT Bridge 1H 2023 – 1H 2024 K' EUR



# Results mirror 1H 2023 due to high salmon price spikes in the first months of the year for the second consecutive year

> VA S-Europe  
 > VA N-Europe  
 > Sales & Distribution

€ m's	Q2 24	Q2 23	1H 24	1H 23
Sales	13.8	13.3	26.7	26.4
Net margin	1.5	1.6	3.1	2.9
Normalised EBITDA	0.3	0.5	0.6	0.6
Normalised PBT*	(0.1)	0.2	(0.3)	0.0

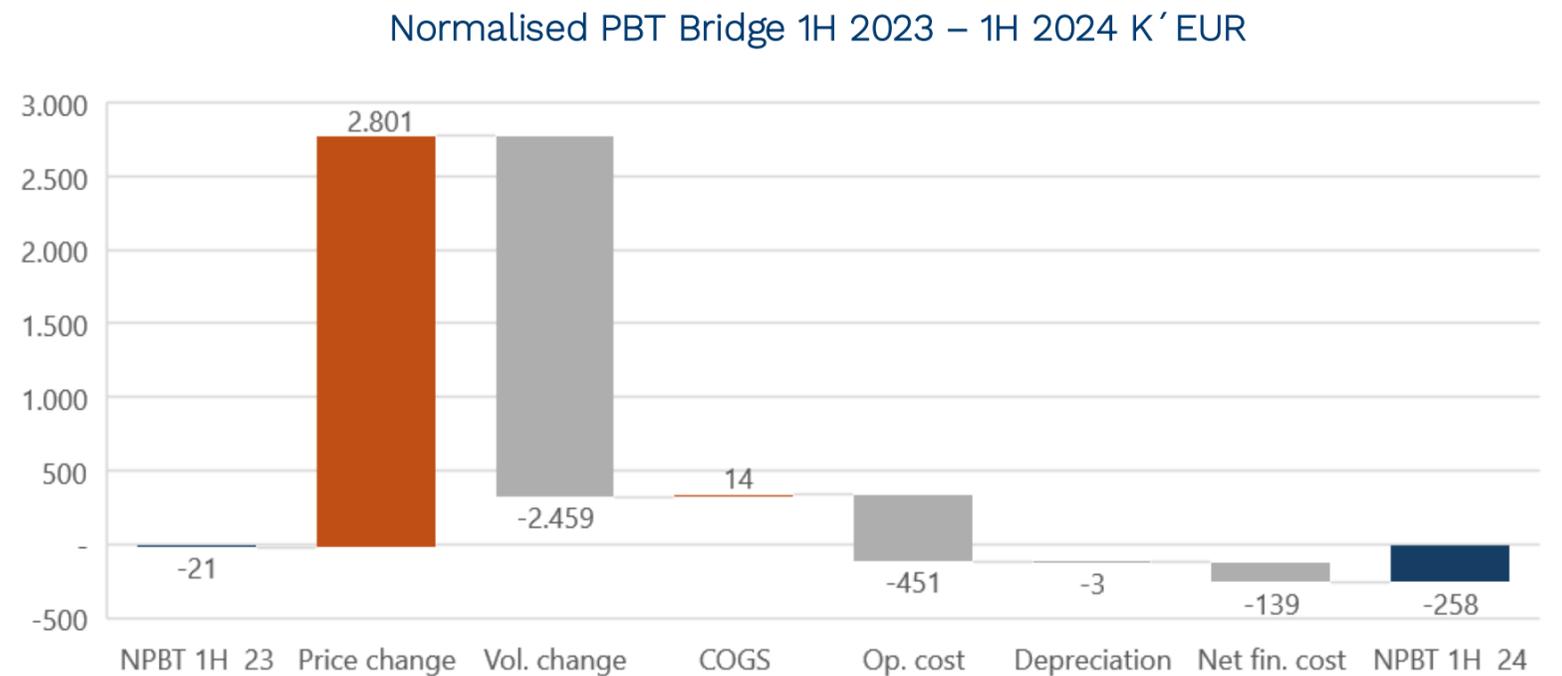
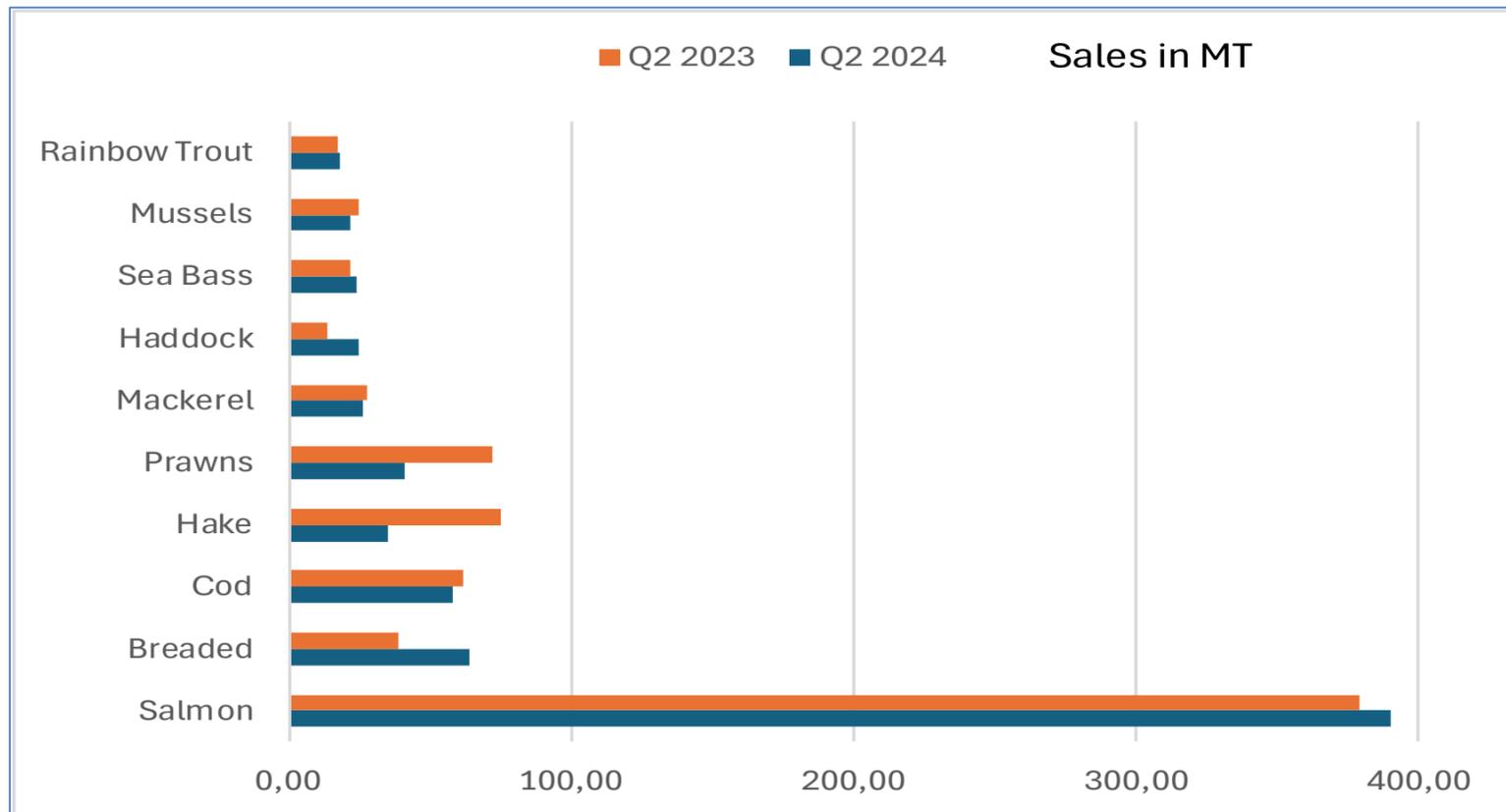
Sales are on par with last year

- Salmon prices spiked earlier and remained elevated longer than expected, leading to an operational loss for the period.
- Sales in Ireland were in line with the prior year in Euro terms and 8% lower in volume.

Results in 1H were similar with the same period last year

- High salmon prices, along with rising whitefish prices, impacted the division's bottom line.

\* Normalised PBT represents Profits before tax before allowing for significant items.



# The S&D division delivered a solid performance despite the absence of capelin this year

- > VA S-Europe
- > VA N-Europe
- > Sales & Distribution

€ m's	Q2 24	Q2 23	1H 24	1H 23
Sales	35.6	43.2	84.4	92.0
Net margin	1.6	1.7	3.9	3.9
Normalised EBITDA	0.4	0.5	1.6	1.5
Normalised PBT*	0.4	0.4	1.6	1.4

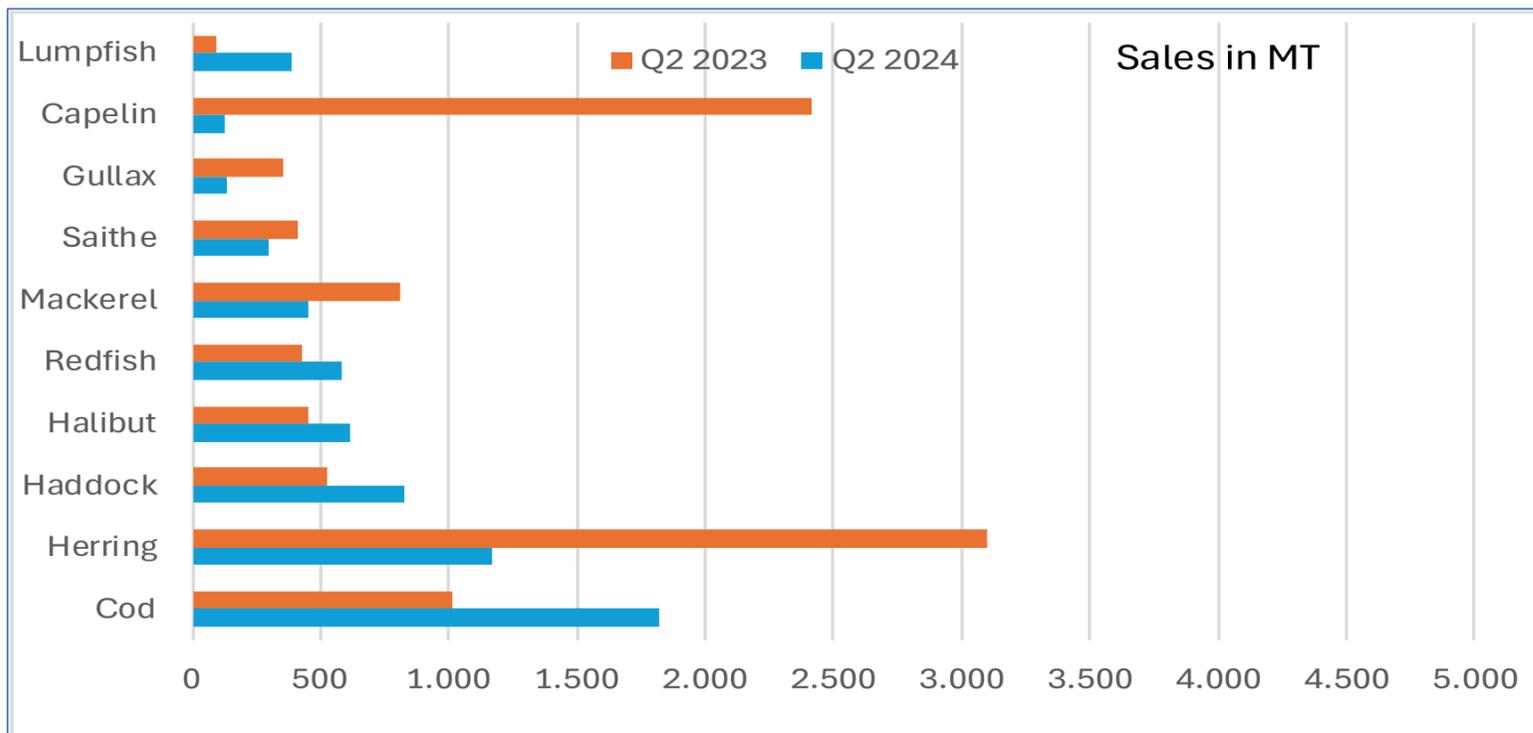
\* Normalised PBT represents Profits before tax before allowing for significant items.

Sales are down 8% but remain above budget

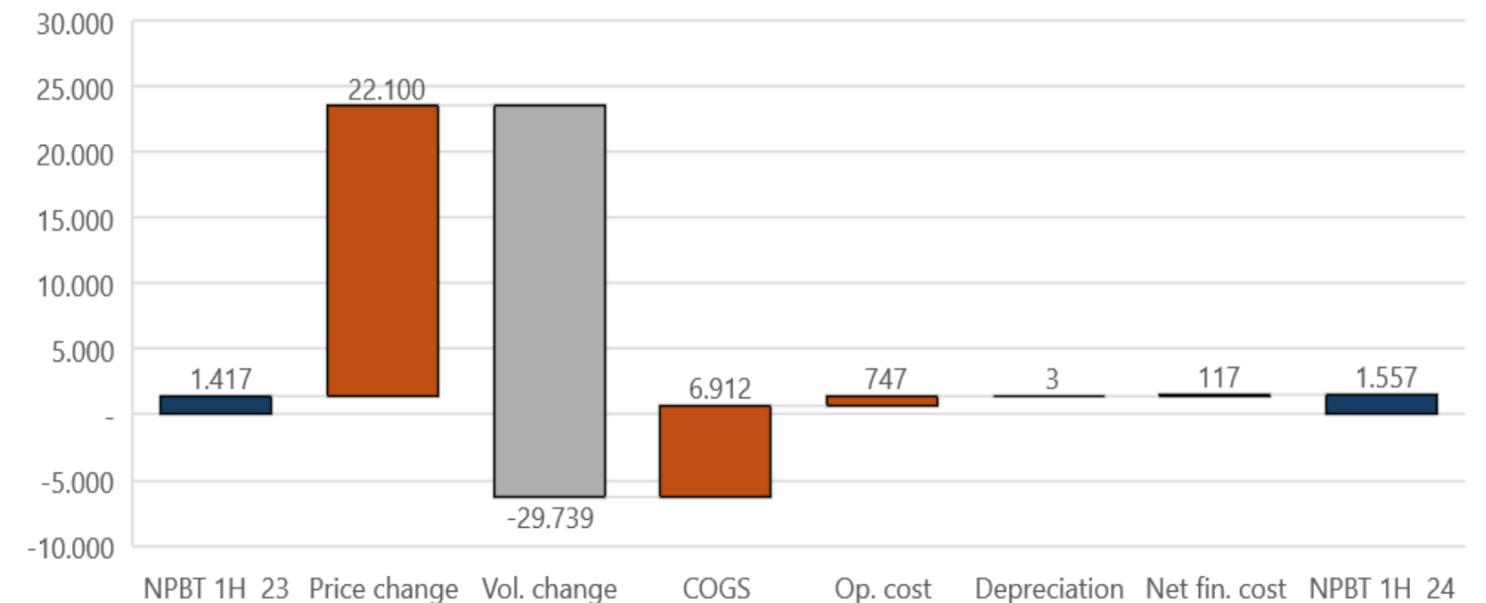
- The Sales & Distribution (S&D) division saw an 8% drop in sales compared to last year, mainly because no capelin quota was issued in 2024, unlike the significantly high quota in 2023.

NPBT of €1.6m, up €0.2m from 2023

- The Sales & Distribution (S&D) division continued to perform solidly, with NPBT slightly higher than in Q2 2023.
- Operations and finance costs are lower than the prior year, resulting in a Normalised PBT of €1.6m, which was €0.2m up on last year.



Normalised PBT Bridge 1H 2023 – 1H 2024 – K' EUR

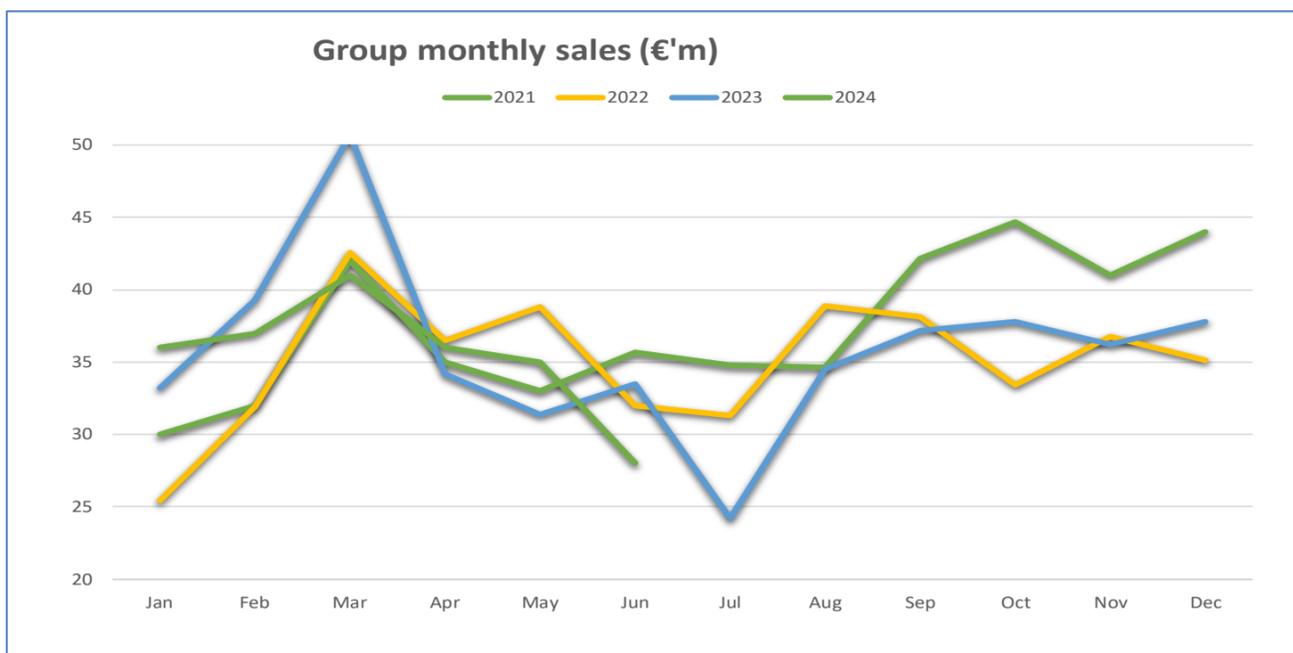


# Despite a slight decline in sales, our outlook remains positive, and we anticipate a strong second half of the year

€ m's	Q2 24	Q2 23	1H 24	1H 23
Sales	98.2	99.2	212.0	222.3
Net margin	8.6	7.0	19.1	16.9
Normalised EBITDA	1.8	0.6	5.4	3.4
Normalised PBT*	(0.7)	(1.8)	1.1	(0.8)
Net profit (loss)	(0.8)	(13.0)	(0.7)	(15.3)

\* Normalised PBT represents Profits before tax before allowing for significant items and discontinued operations.

\*\* Ahumados Dominguez in the figures from Q4 21



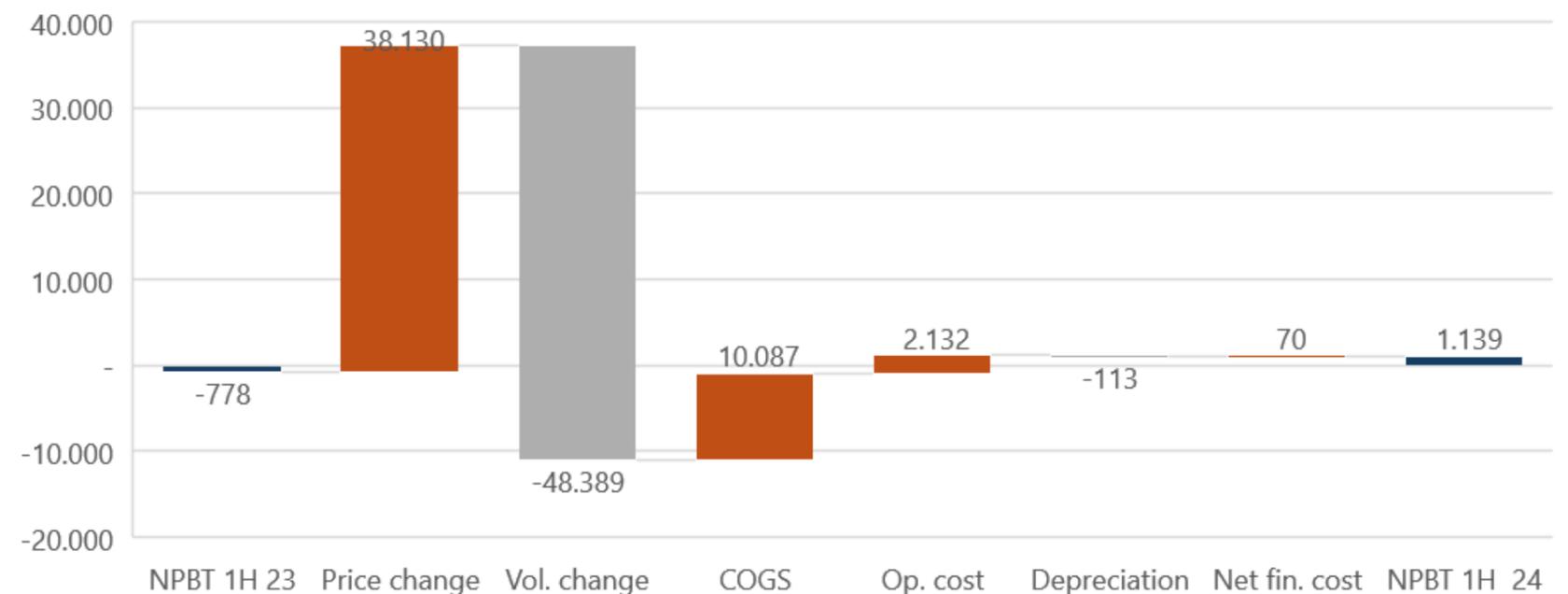
Group sales in 1H 2024 of €212m, down 5% on 1H 23

- Sales were affected by high salmon and cod prices, causing less demand and consumption and lesser production in Argentina due to strikes and the absence of the capelin season.
- Despite decreased sales, overall margins have improved, and lower operational expenses have increased EBITDA.

Normalised PBT of €1.1m was up €1.9m from 1H 2023

- Despite a sales slowdown and high salmon prices, our overall net margin has increased.
- Normalized interest costs rose by €1.4 million compared to the first half of 2023, with total interest costs increasing by €2.2 million. However, a positive foreign exchange movement of €1.5 million offset these increases, leading to a positive change of €70 thousand in normalized net financial costs from 1H 2023 to 1H 2024.

Normalised PBT Bridge 1H 2023 – 1H 2024 K' EUR



# Condensed Consolidated Statement of Financial Position

at 30 June 2024

€ m's	30.6.2024	31.12.2023	Variance
Fixed assets / Inv. property	33.6	31.8	1.8
Leased assets	1.3	1.6	(0.3)
Intangible assets	56.5	56.4	0.1
Fin. Lease rec./Def. tax/other	3.9	4.0	(0.1)
<b>Non-Current Assets</b>	<b>95.3</b>	<b>93.8</b>	<b>1.5</b>
Inventory	77.8	77.0	0.8
Trade and other receivables	56.2	59.4	(3.2)
Other assets	8.0	8.1	(0.1)
Bank deposits	16.0	16.5	(0.5)
<b>Current Assets</b>	<b>158.0</b>	<b>161.0</b>	<b>(3.0)</b>
<b>Total Assets</b>	<b>253.3</b>	<b>254.8</b>	<b>(1.5)</b>

- Total assets reached €253.3m, down €1.5m from the start of the year, driven by decreased receivables.
- Account receivables decreased by €3.2m, and 78% of Group receivables are insured.
- Collections remained strong despite the more challenging environment; collections have remained good, and receivable write-offs are insignificant.

€ m's	30.6.2024	31.12.2023	Variance
<b>Total Equity</b>	<b>72.5</b>	<b>72.7</b>	<b>(0.2)</b>
Thereof minority interest	2.0	1.7	0.3
Long term borrowings	13.7	39.7	(26.0)
Lease liabilities	1.0	1.2	(0.2)
Obligations/Deferred tax	3.8	4.1	(0.3)
<b>Non-Current Liabilities</b>	<b>18.5</b>	<b>45.0</b>	<b>(26.5)</b>
Short term borrowings	107.5	74.2	33.3
Trade and other payables	46.1	54.0	(7.9)
Other current liabilities	8.7	8.8	(0.1)
<b>Current liabilities</b>	<b>162.3</b>	<b>137.0</b>	<b>25.3</b>
<b>Total Equity and Liabilities</b>	<b>253.3</b>	<b>254.8</b>	<b>(1.5)</b>

- At the end of June, ISK 2.460m (EUR 15.9m) in 3-month bills were outstanding, with EUR hedging.
- An ISK 3.400m bond issued in 2021 and fixed through a currency swap at €23.1m was outstanding at the end of June, the bond is due in June 2025 and showed as short term borrowing.
- By the end of June, net interest-bearing debt was €105,2 m. Funding headroom reached €37.7m, including cash.
- Approximately half of the interest bearing debt is related to inventory financing, while 5% is associated with financing facilities.
- Total equity was €72.5m with a 28,6% equity ratio at the end of June, compared to 28.5% at the end of 2023.



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Outlook



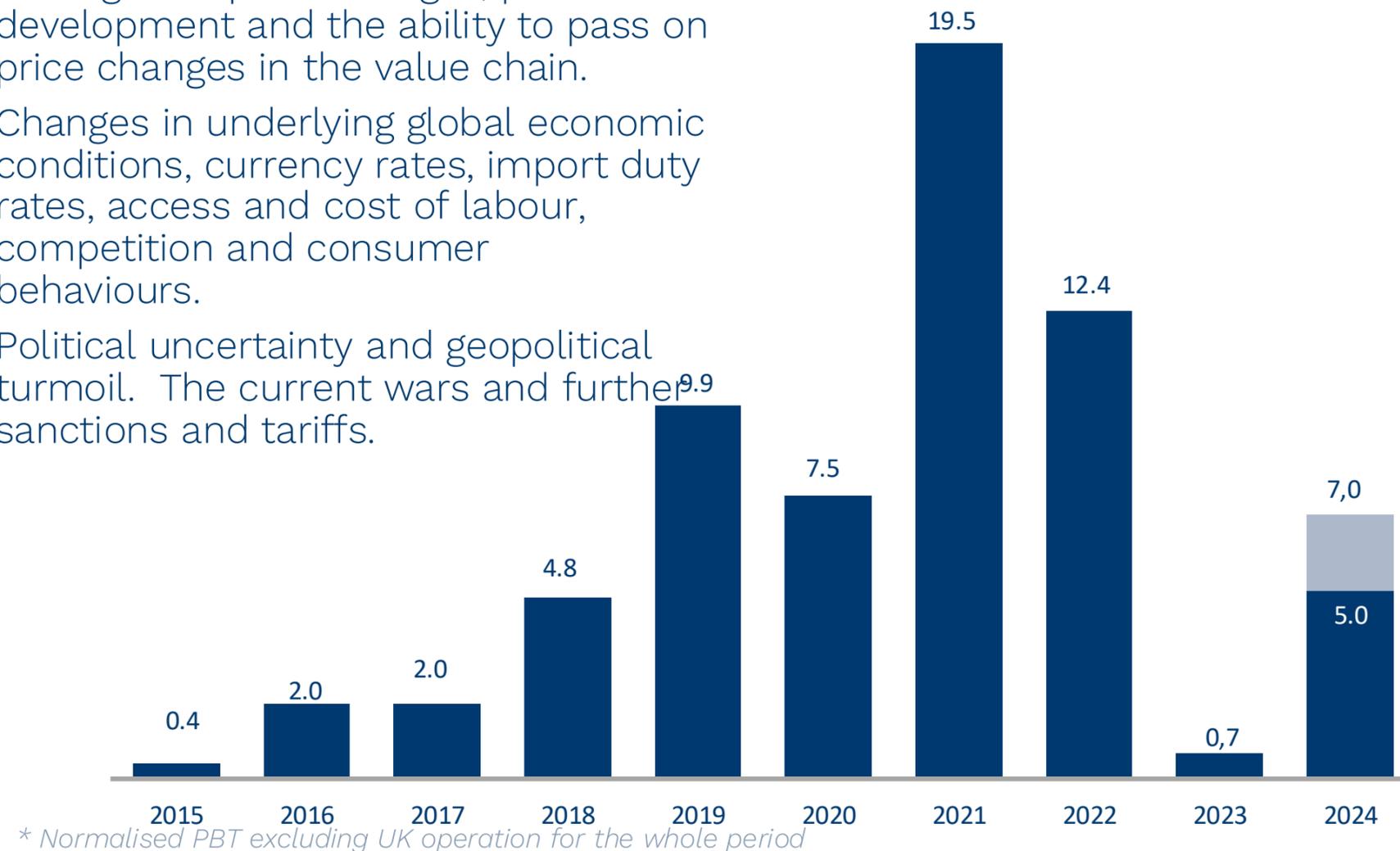
# Outlook range for Normalised PBT €5.0-7.0m for the year

- The outlook for cod is that prices will remain high until fall due to quota reduction and the USA ban on Russian fish affecting HG prices out of Norway.
- Salmon prices came down in June and are expected to remain stable throughout the year with a slight increase in the latter part of the year.
- Inflation and food inflation continues to come down in all major markets.
- Interest rates have started to come down in Europe but remain relatively high.
- We expect all divisions to perform according to budget and do not foresee huge changes in the Seafood sector in the coming months.
- Outlook range for Normalised PBT of €5.0-7.0m for 2024. The higher end of the range assumes that economic conditions will improve in the year's second half.

Group results are influenced by various external factors such as:

- Fishing and quota changes, price development and the ability to pass on price changes in the value chain.
- Changes in underlying global economic conditions, currency rates, import duty rates, access and cost of labour, competition and consumer behaviours.
- Political uncertainty and geopolitical turmoil. The current wars and further sanctions and tariffs.

Full year Normalised PBT\* (m's)



# We Are Iceland Seafood

1H 2024

Presentation to Investors and Analysts



**€430 m**

Revenues in 2023



**9**

Businesses



**45**

Countries we trade in



**6**

Value-added factories



**78.000 MT**

Of products sold



**1.0+ m**

Meals sold every day



**780+**

Employees at 31.12.2023



**5000+**

Customers





WE ARE ICELAND SEAFOOD  
[www.icelandseafood.com](http://www.icelandseafood.com)



# Forward Looking Statements

## Disclaimer

This presentation is furnished and intended for European market participants and should be viewed in that manner.

Any potential forward looking statements contained in this presentation are reflective of management's current views on future events and performance.

whilst the views are based on positions that management believes are reasonable there is no assurances that these events and views will be achieved. Forward looking views naturally involve uncertainties and risk and consequently, actual results may differ to the statements or views expressed.