



Q1 2024 RESULTS

# Presentation to Investors and Analysts

# Seafood Expo Barcelona 2024



# Demand was stable, although sales were still lower than in a normal year.

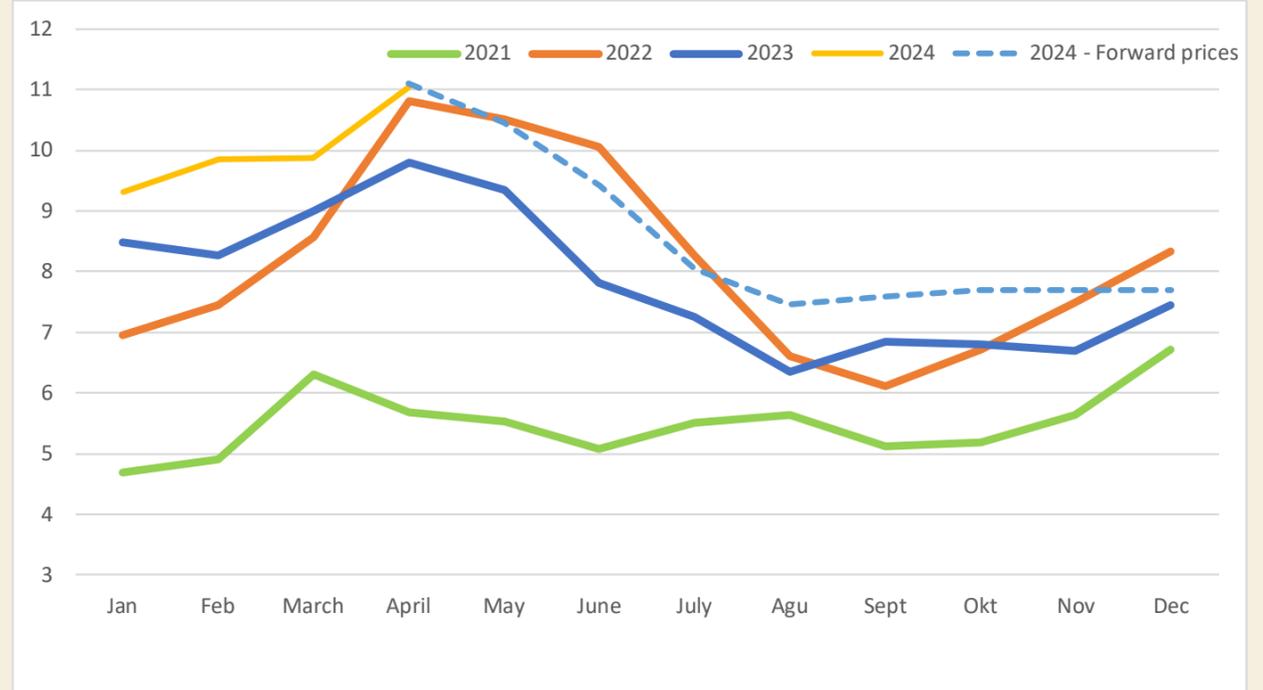
Q1 2024

Presentation to Investors and Analysts

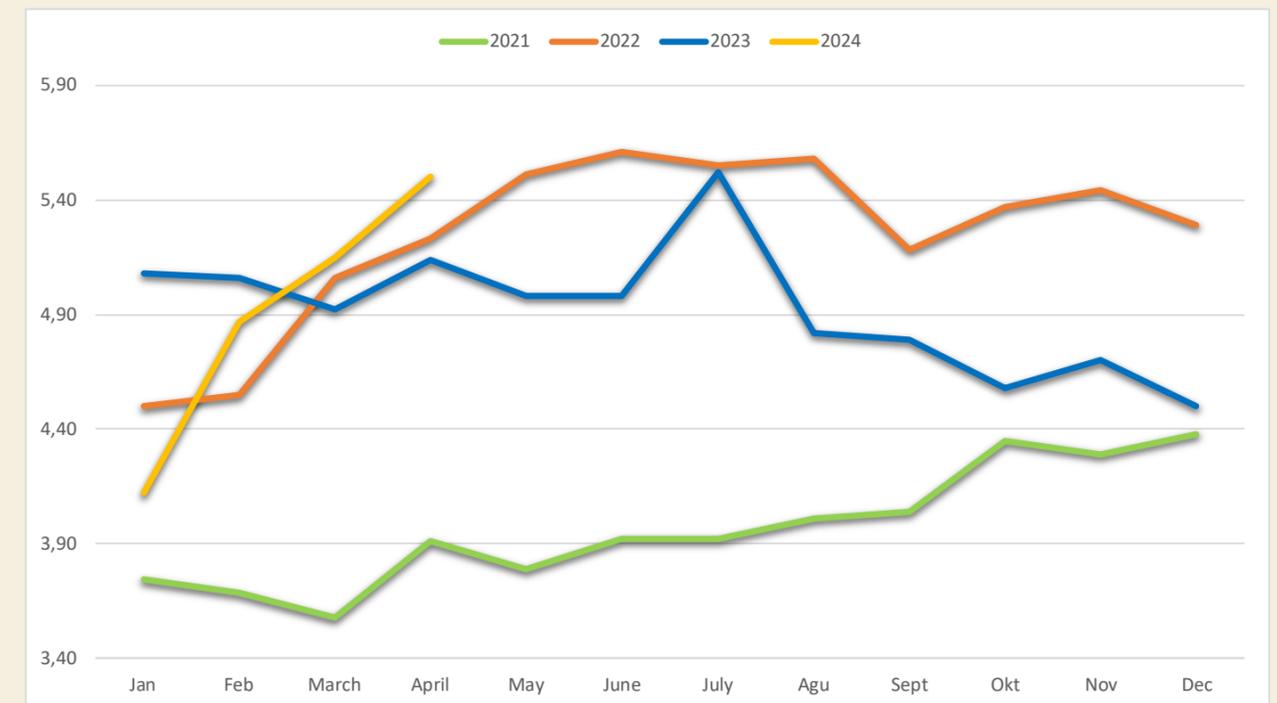
- Seafood prices remain high and have increased more than other animal proteins. This has decreased demand, reflected in lower volumes.
- The persistent challenging economic conditions have continued to exert a significant adverse effect on demand.
- Expected that interest rates will remain high, but current view is that they might start to come down late this year. This will have a positive impact on 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. However, due to increased production, prices are anticipated to decline in June and remain stable throughout 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.

Year taken off with high salmon prices

Source:www.fishpool.eu

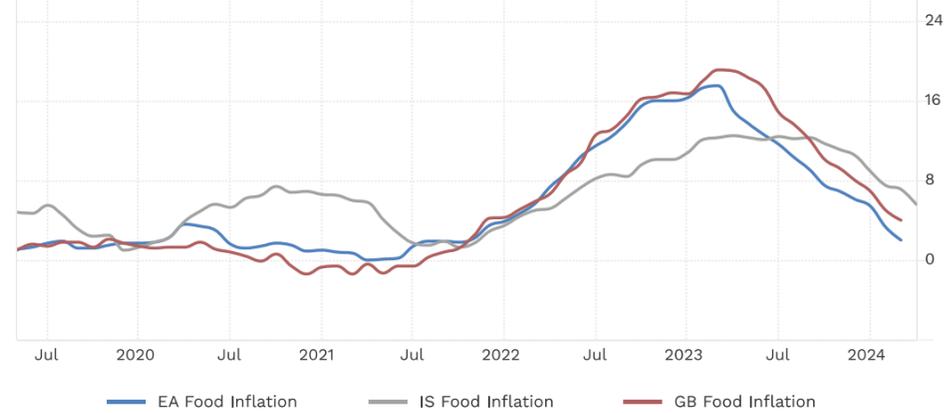


HG frozen cod prices are on the rise again due to USA ban on Russia  
Norges Sjømatråd



# European and USA Food inflation and Central bank interest rates.

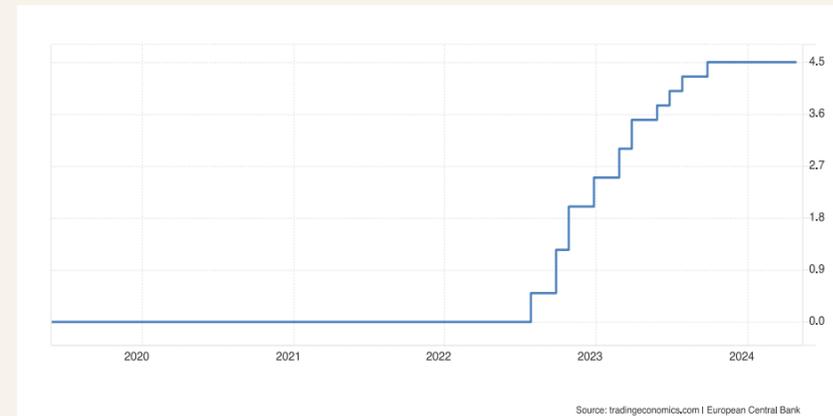
Food Inflation



Source: Trading Economics

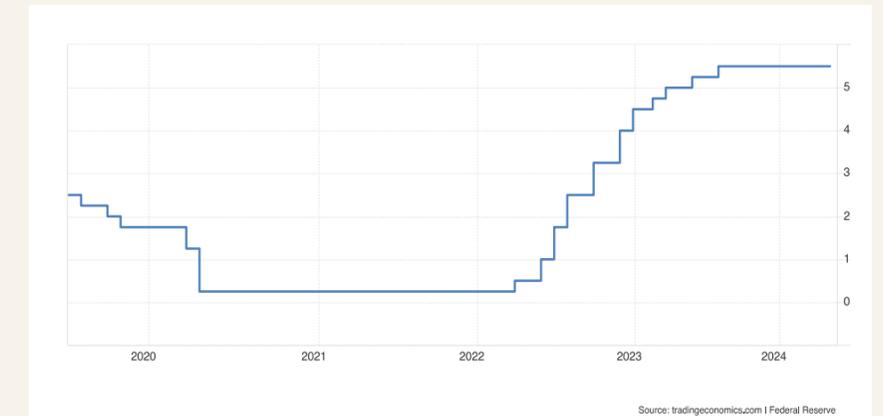
- Food inflation is easing off but is still high due to cost increases being passed on to consumers
- Interest rates are still high in all markets but have been stable for some period of time in all markets

Eurozone currently 4.50%



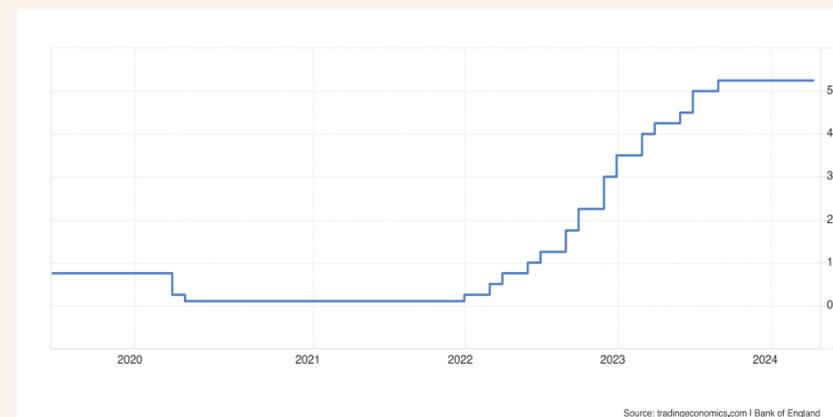
Source: tradingeconomics.com | European Central Bank

Federal Reserve 5.50%



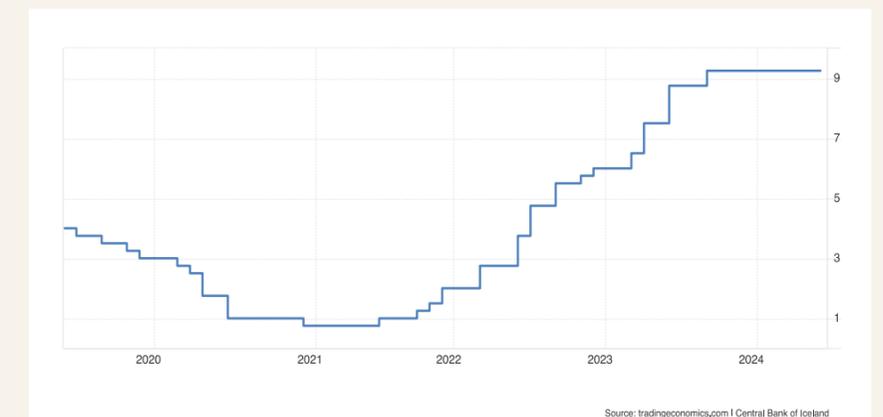
Source: tradingeconomics.com | Federal Reserve

UK 5.25%



Source: tradingeconomics.com | Bank of England

Iceland 9.25%



Source: tradingeconomics.com | Central Bank of Iceland

Despite steep salmon prices and low purchasing power in Europe, the Group's overall performance this quarter is acceptable.

### VA S-Europe

- Overall acceptable results of the S-Europe division in Q1.
- Easter came in earlier this year, affecting sales in March compared to a record sale in March 2023.
- Production volume of Argentinean shrimp was lower than Q1 2023 due to strikes in Argentina during the quarter.
- Ahumados Dominquez showed a 10% growth rate in sales compared to Q1 2023. The growth is due to higher prices while volume was in line or a little bit higher than Q1 2023.

### VA N-Europe

- The Division is on par with Q1 2023.
- Salmon prices were way higher than expected coming into the year. Prices are expected to ease off in Q2 and remain stable throughout the year.

### Sales & Distribution

- Continuing good performance of the division driven by strong sales out of Iceland
- The S&D division had a good start to the year and aligned with Q1 2023.
- With sales and profitability on par with the previous year.

## Main agenda in the coming weeks:

- 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)

# ESG matters: New website launched

**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 ↓

Start reading



Q1 2024 RESULTS  
PRESENTATION TO INVESTORS  
AND ANALYSTS

Financial  
performance



# PBT and net margin are up compared to Q1 2023 despite of lower sales

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

€ m's	Q1 24	Q1 23
Sales	55.8	66.0
Net margin	6.6	6.4
Normalised EBITDA	2.4	1.8
Normalised PBT*	2.1	1.0

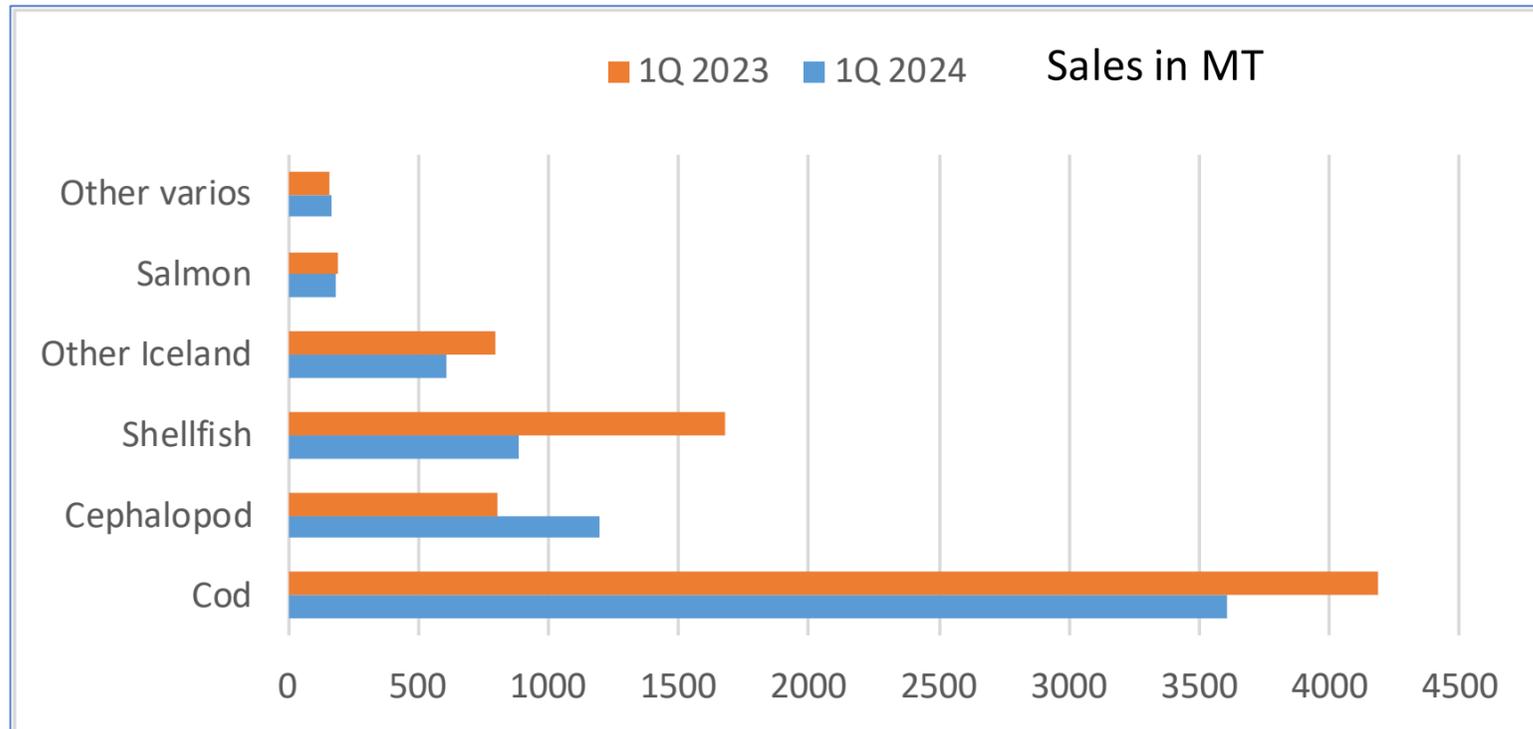
\* Normalised PBT represents Profits before tax before allowing for significant items.

Q1 sales dropped compared to Q1 23.

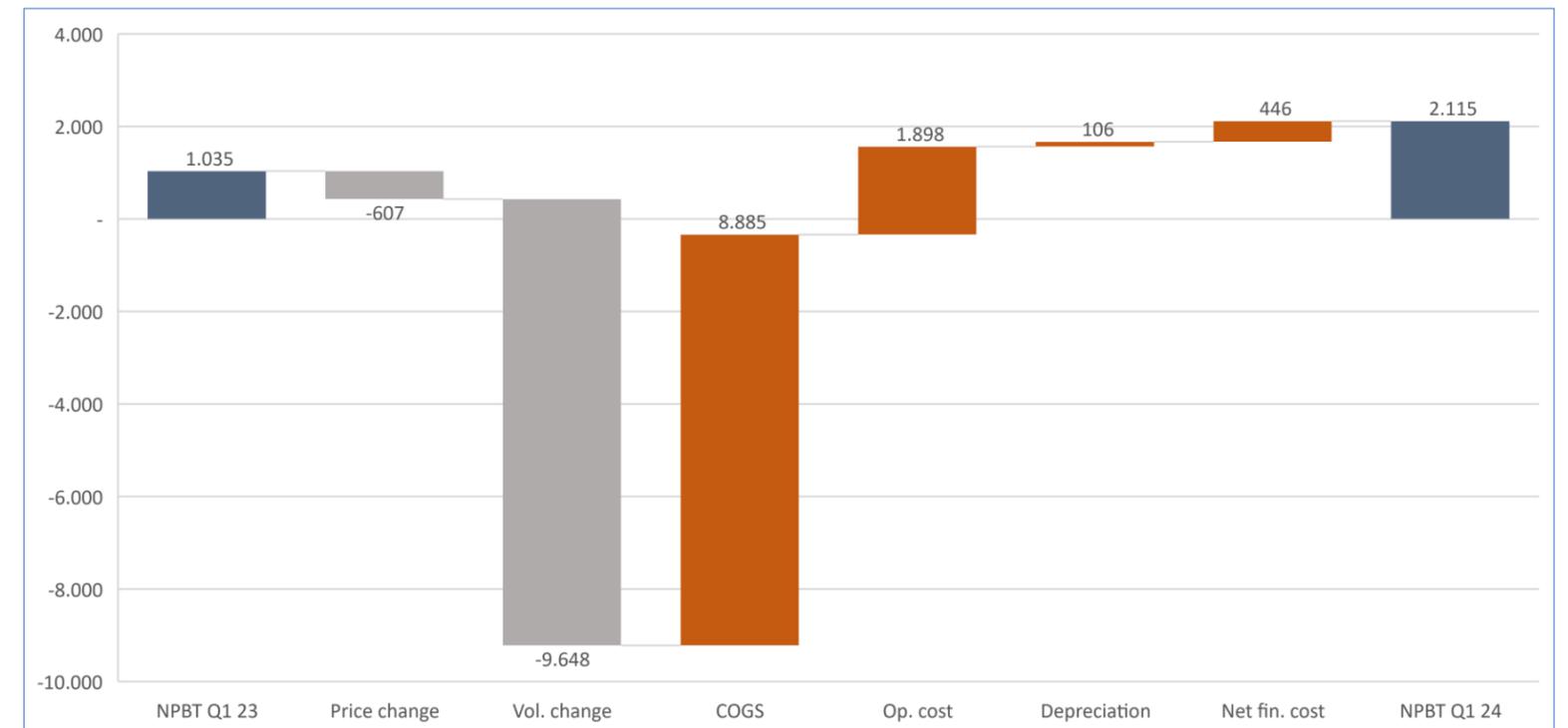
- Ibérica group sales were 22% lower than Q1 23 in value and 15% in volume.. Q1 23 was a record month in sales.
- Sales of Ahumados were 10% higher than Q1 23 in value and on par in volume.

Normalized PBT of €2.1m, €1.1m above Q1 2023

- IS Ibérica Spain PBT of €1.1m.
- Achernar PBT amounted to €1.7m, with €0.9m attributed to positive FX and interest.
- Ahumados Dominguez PBT negative by (€0.7m).



Normalised PBT Bridge Q1 2023 – Q1 2024 K' EUR



# Results in line with Q1 2023 despite high salmon prices in the quarter

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

€ m's	Q1 24	Q1 23
Sales	13.0	13.1
Net margin	1.6	1.2
Normalised EBITDA	0.3	0.1
Normalised PBT*	(0.1)	(0.2)

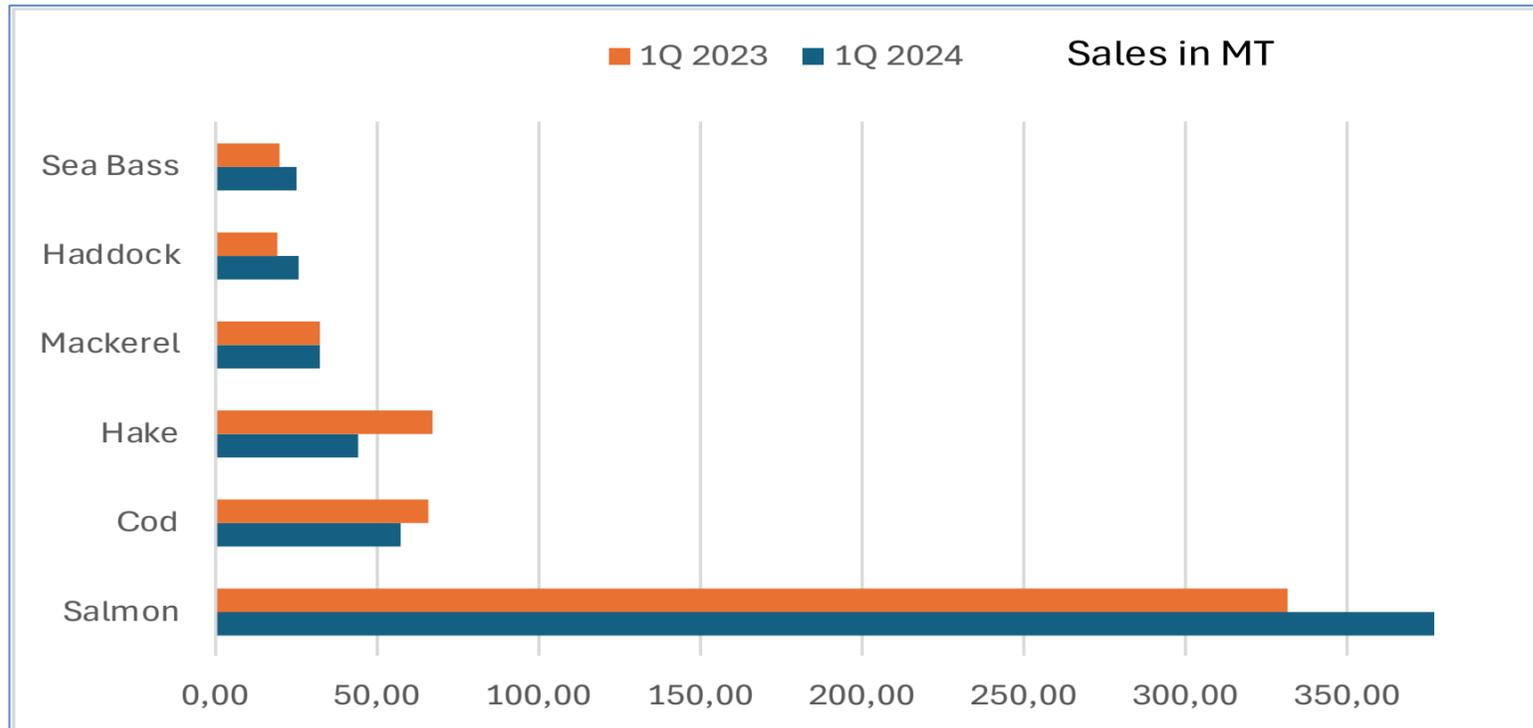
Sales are on par with last year

- Sales in Ireland were in line with the prior year in Euro terms and 4% higher in volume.

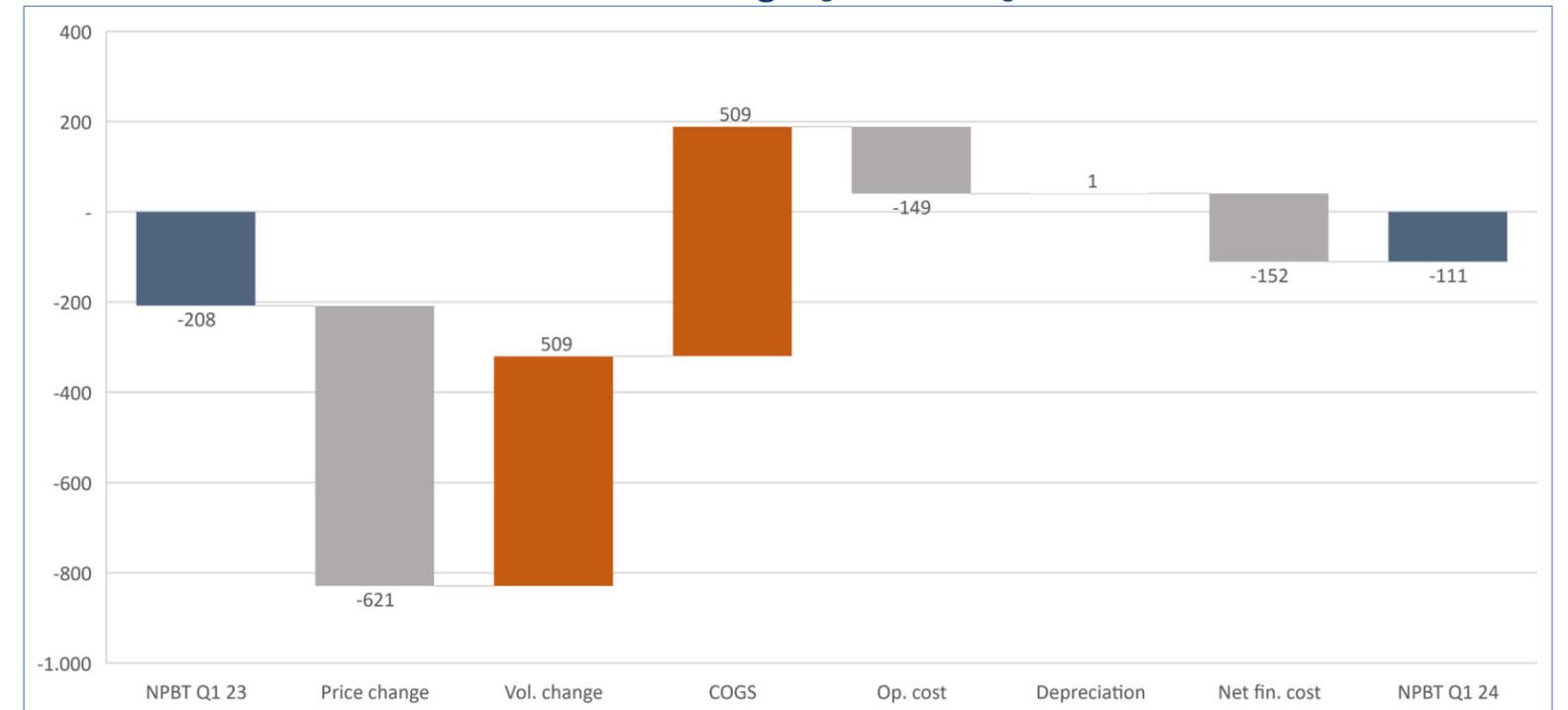
Results in Q1 were on par with the same period last year

- Overall, high salmon and whitefish prices affected the bottom line of the division operations.

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



Normalised PBT Bridge Q1 2023 – Q1 2024 K' EUR



# January was an all-time record month for seafood exports from Iceland and Iceland Seafood.

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

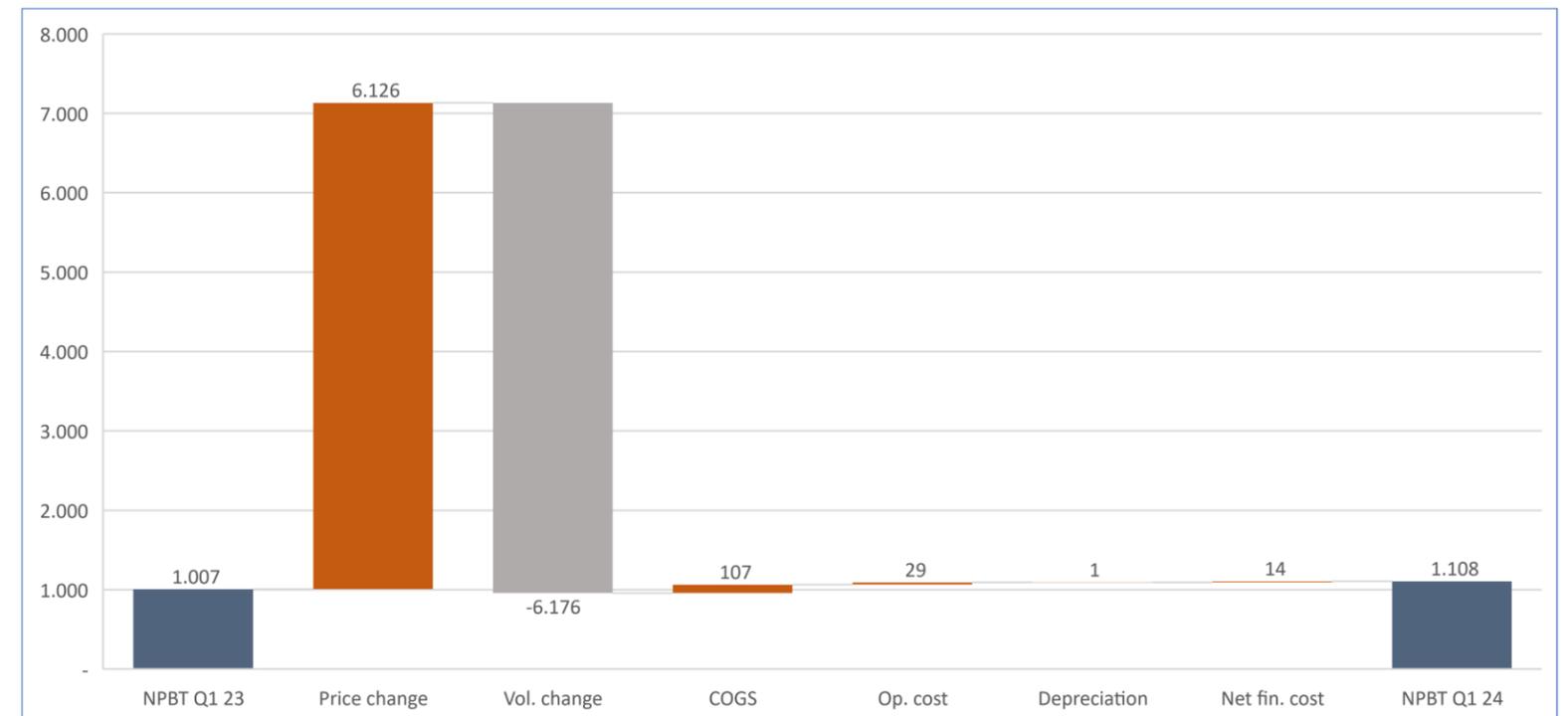
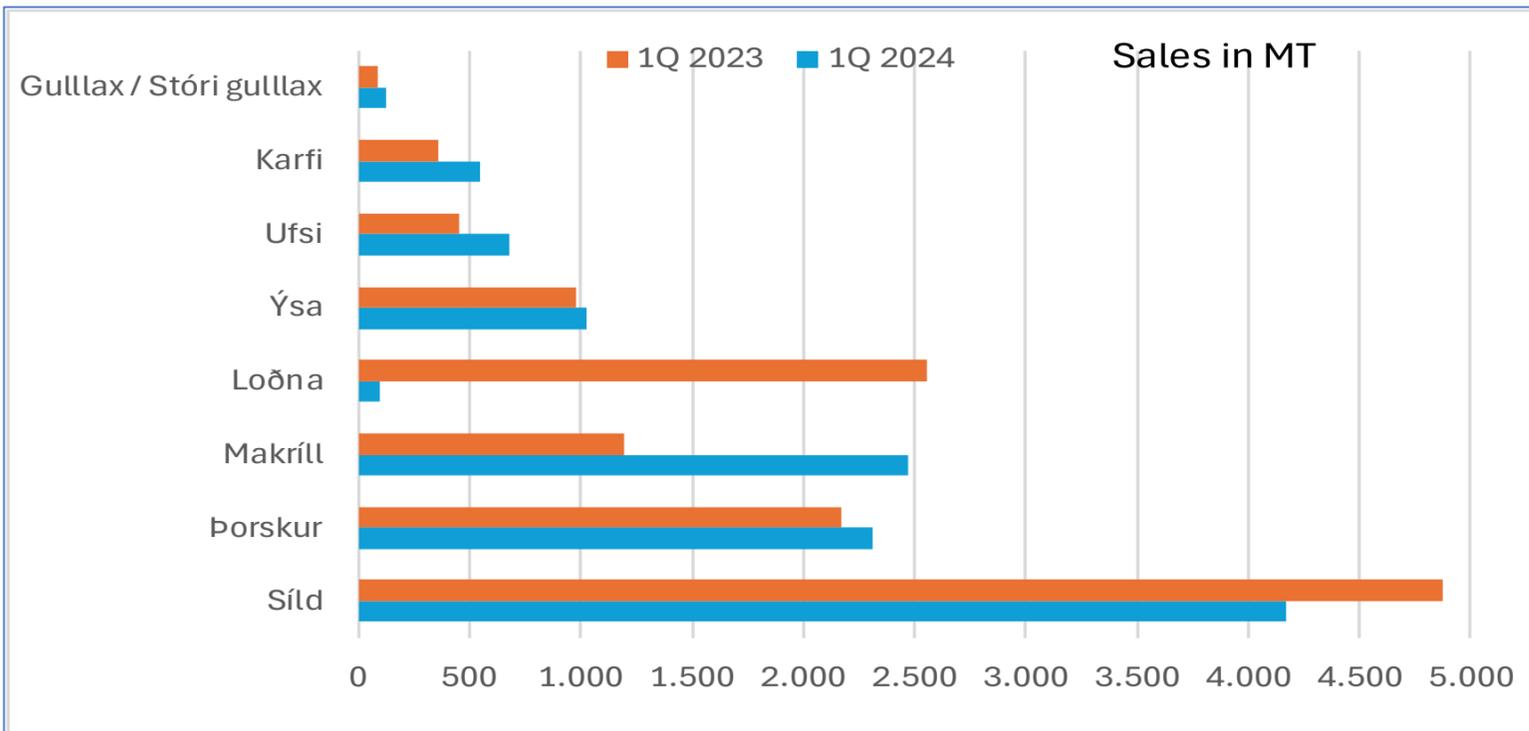
€ m's	Q1 24	Q1 23
Sales	48.8	48.8
Net margin	2.3	2.2
Normalised EBITDA	1.1	1.0
Normalised PBT*	1.1	1.0

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

Sales are on par with last year NPBT of €1.1m, up €0.1m from 2023

- Strong sales of IS Iceland at the beginning of the year, driven by good sales of various products.
- Price increases have impacted demand in main markets,
- Overall percentage margins have increased slightly from the same time last year, and Euro net margin is up €0.1m in total
- Operations and finance costs are in line with the prior year, resulting in a Normalised PBT of €1.1m, which was €0.1m up on last year.

Normalised PBT Bridge Q1 2023 – Q1 2024 – K' EUR

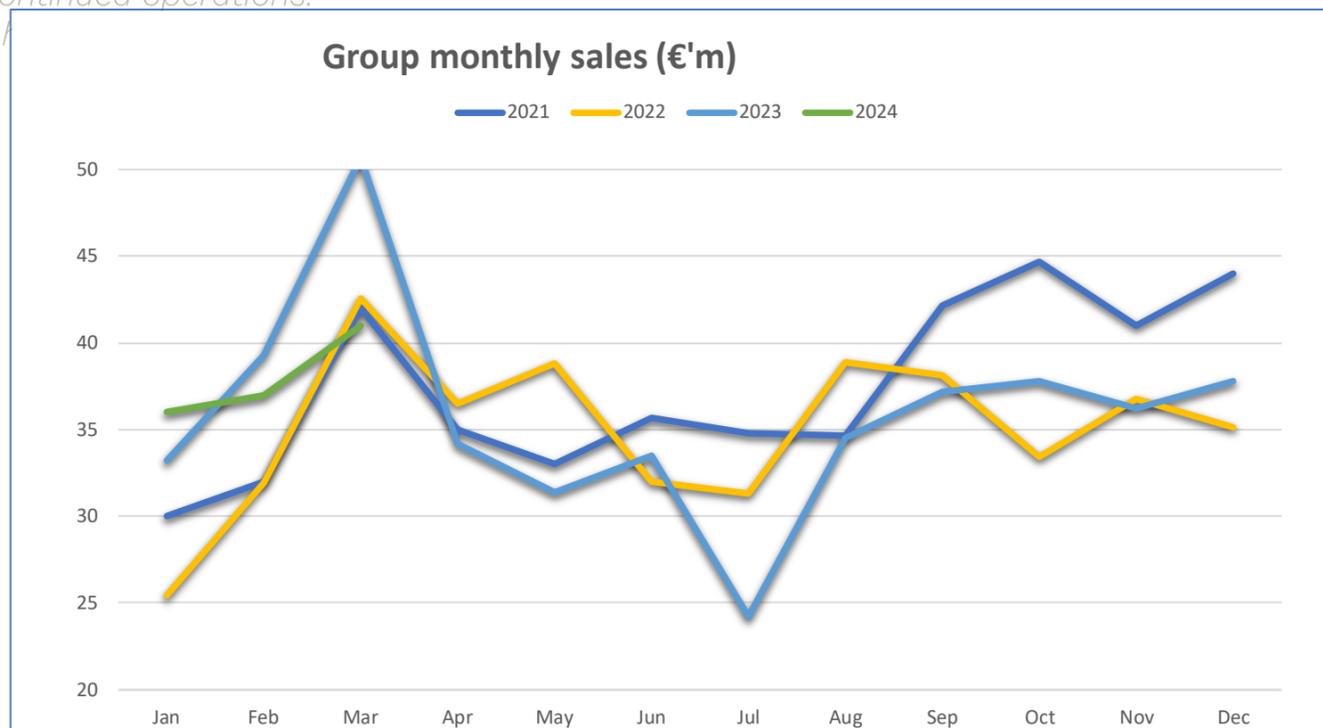


# Despite a slight decline, our outlook remains positive as Q1 2024 compares to a strong Q1 2023.

€ m's	Q1 24	Q1 23
Sales	113.8	123.1
Net margin	10.5	9.8
Normalised EBITDA	3.6	2.9
Normalised PBT*	1.9	1.0
Net Profit (loss)	0.1	(2.2)

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

\*\* Af



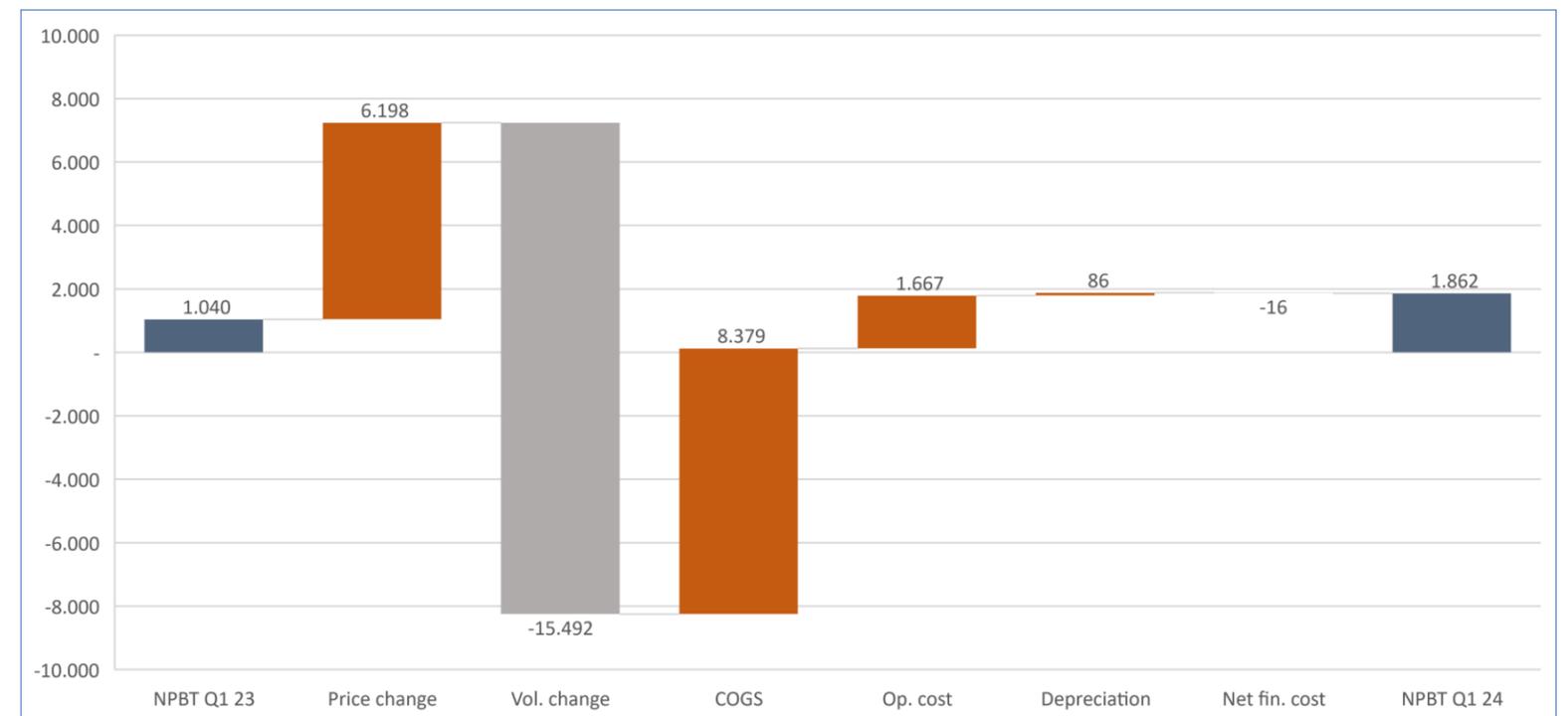
Group sales in Q1 2024 of €113.8m, down 8% on Q1 23

- Sales were mainly affected by early easter for our market companies while benefitting our operation in Iceland.
- Lesser production in Argentina due to strikes and high salmon prices affected the group in Q1.

Normalised PBT of €1.9m was up €0.9m from Q1 2023

- Despite a sales slowdown, our overall net margin has increased.
- Interest costs rose by €1.0m compared to Q1 23. However, due to positive FX movement, the overall finance cost increased by only €0.4m

Normalised PBT Bridge Q1 2023 – Q1 2024 K' EUR



# Condensed Consolidated Statement of Financial Position

at 31 March 2024

€ m's	31.3.2024	31.12.2023	Variance
Fixed assets / Inv. property	32.3	31.8	0.5
Leased assets	1.5	1.6	(0.1)
Intangible assets	56.5	56.4	0.1
Fin. Lease rec./Def. tax/other	3.8	4.0	(0.2)
<b>Non-Current Assets</b>	<b>94.1</b>	<b>93.8</b>	<b>0.3</b>
Inventory	81.9	77.0	4.9
Trade and other receivables	71.0	59.4	11.6
Other assets	8.1	8.1	0.0
Bank deposits	17.3	16.5	0.8
<b>Current Assets</b>	<b>178.3</b>	<b>161.0</b>	<b>17.3</b>
<b>Total Assets</b>	<b>272.4</b>	<b>254.8</b>	<b>17.6</b>

- Total assets reached €272.4m, up €17.6m from the start of the year, driven by increased receivables and inventories.
- Inventories rose by €4.9m, with the VA S-Europe division up €5.4m.
- Account receivables increased by €11.6m, and 79% 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	31.3.2024	31.12.2023	Variance
<b>Total Equity</b>	<b>72.9</b>	<b>72.7</b>	<b>0.2</b>
Thereof minority interest	1.6	1.7	(0.1)
Long term borrowings	38.3	39.7	(1.4)
Lease liabilities	1.1	1.2	(0.1)
Obligations/Deferred tax	4.7	4.1	0.6
<b>Non-Current Liabilities</b>	<b>44.1</b>	<b>45.0</b>	<b>(0.9)</b>
Short term borrowings	93.9	74.2	19.7
Trade and other payables	52.6	54.0	(1.4)
Other current liabilities	8.9	8.8	0.1
<b>Current liabilities</b>	<b>155.4</b>	<b>137.0</b>	<b>18.4</b>
<b>Total Equity and Liabilities</b>	<b>272.4</b>	<b>254.8</b>	<b>17.6</b>

- At the end of March, ISK 2.540m (EUR 16.9m) in 3-month bills were outstanding, with EUR hedging.
- A ISK 3.400m bond issued in 2021 was outstanding at the end of March, the bond is due in June 2025.
- By the end of March, net interest-bearing debt rose to €114.8m, with Iberica's short-term borrowing up €16.3m.
- Funding headroom reached €35.9m, including cash.
- Total equity was €72.9m with a 26.8% equity ratio at the end of March, down from 28.5% at the end of 2023.



Q1 2024 RESULTS  
PRESENTATION TO INVESTORS  
AND ANALYSTS

Outlook



Hofn seaport

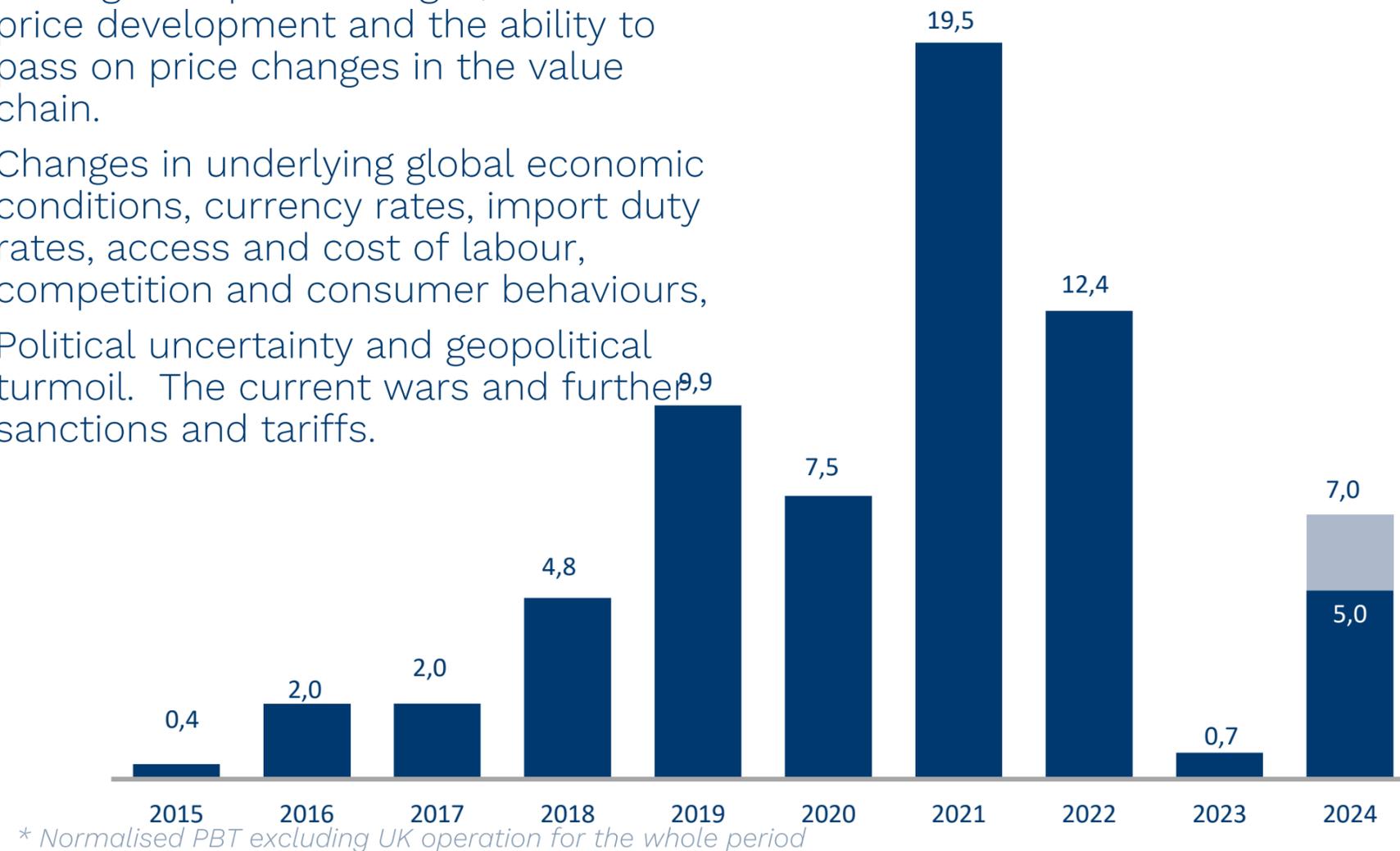
# Outlook range for Normalised PBT €5.0-7.0m for the year

- 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, while salmon prices will come down late Q2 and remain stable throughout the year.
- Inflation and Food inflation have been coming down in all major markets. A positive sign.
- Interest rates are still high but have been stable for some time now, indicating they should start coming down late this year.
- We expect all divisions to perform according to budget and do not foresee huge changes in the Seafood sector in the coming months.
- There are signs indicating a more balanced external environment.
- 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, as well as 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

 **€430 m**  
Revenues in 2023

 **10**  
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



# Good market share in exports from Iceland

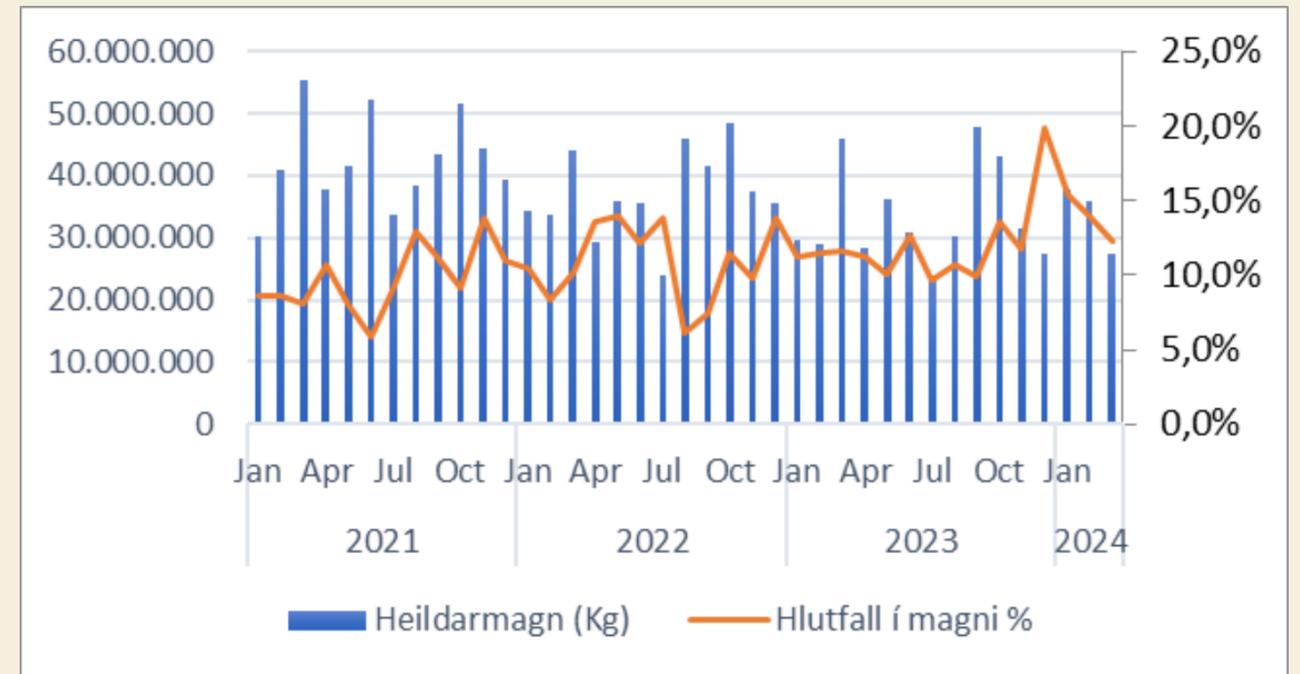
Q1 2024

Presentation to Investors and Analysts

## Iceland Seafood, a leading company in exporting from Iceland

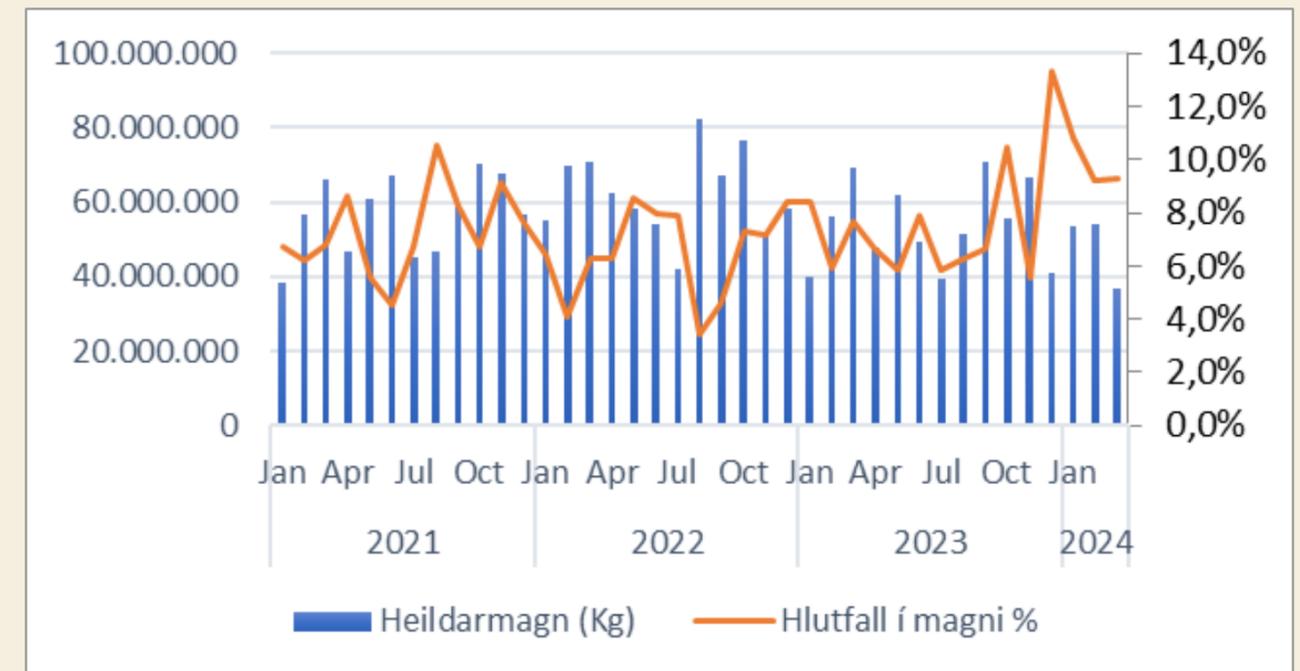
- The company's share in exports on the same tariff codes from Iceland from 2021 up to date has been:
- 8,5% in January 2021
- 12,3% in March 2024, with the highest point at:
- 19,9% in December 2023
- The company's share in total exports from Iceland from 2021 up to date has been:
- 6,7% in January 2021
- 9,3% in March 2024, with the highest point at:
- 13.3% in December 2023

Total export same tariff codes from Iceland / ISH Share %



Hagstofan

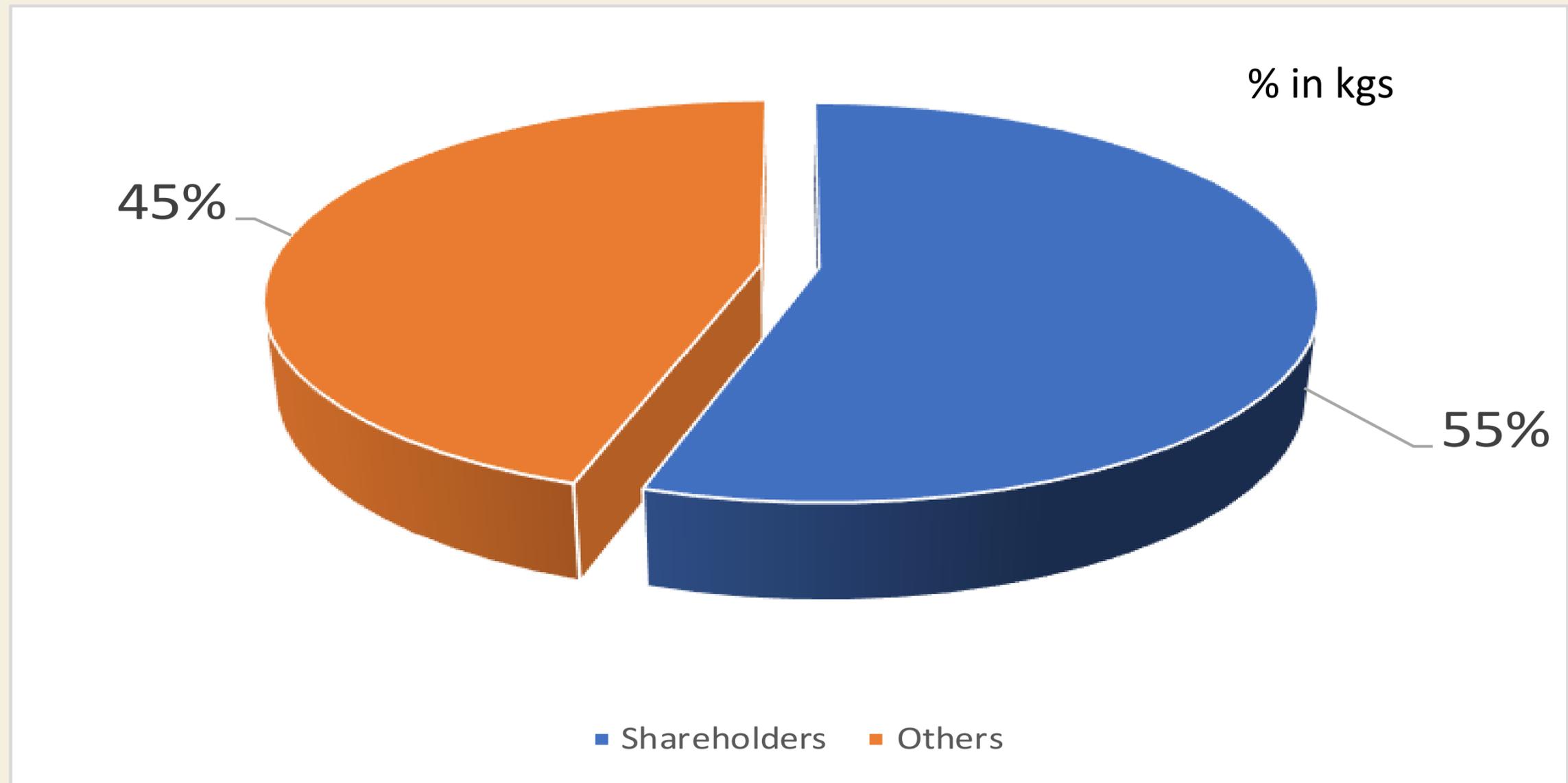
Total Export from Iceland / ISI Share %



Hagstofan

# Sourcing Iceland Seafood 2023

- In 2023, 55% of total purchases came from ISI shareholders (7)
- The remaining 45% comes from around 60 different producers in Iceland and various providers all around the globe.



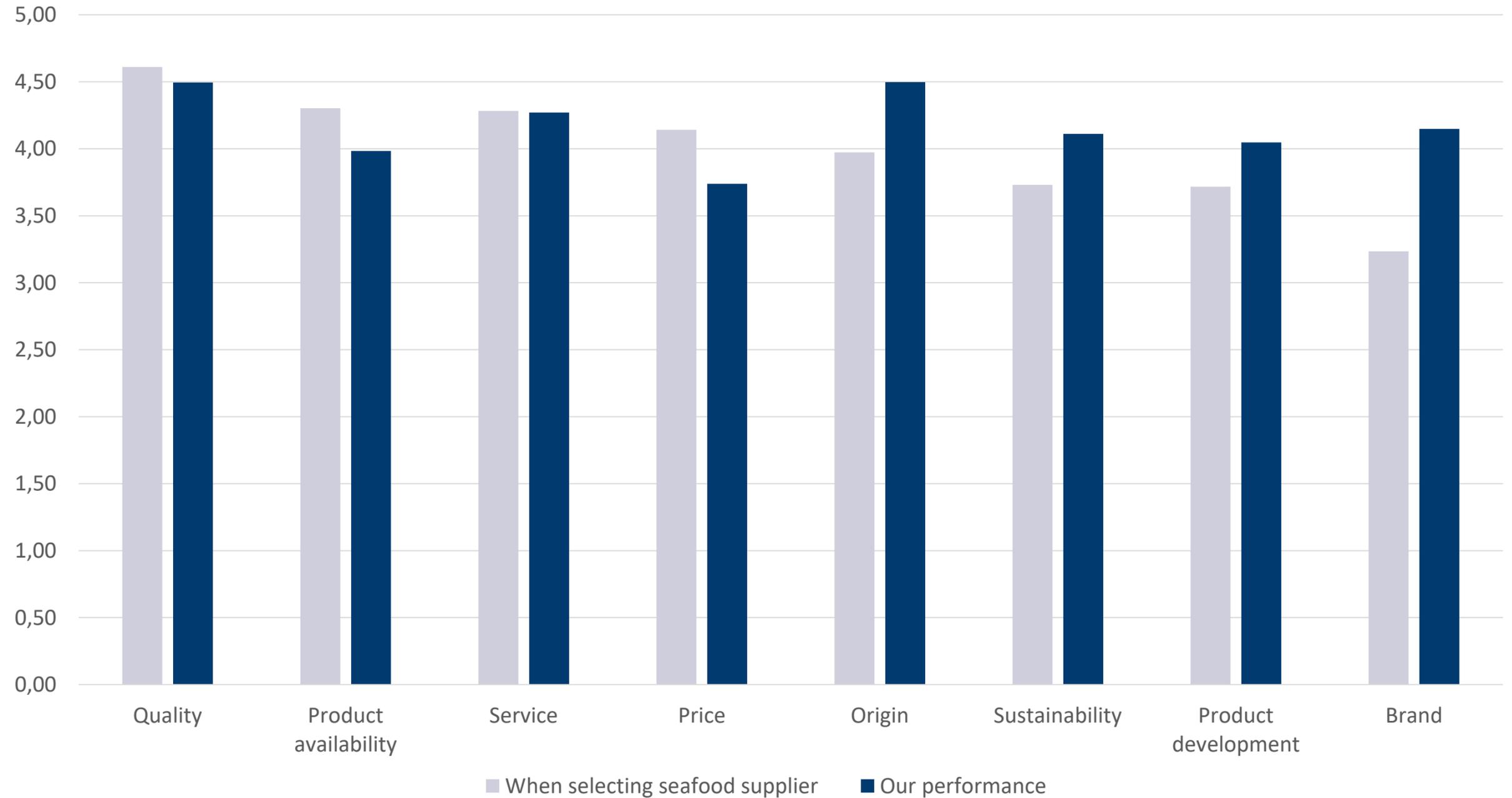
# Strategy planning has advanced

## Executed by employees and Board of Directors

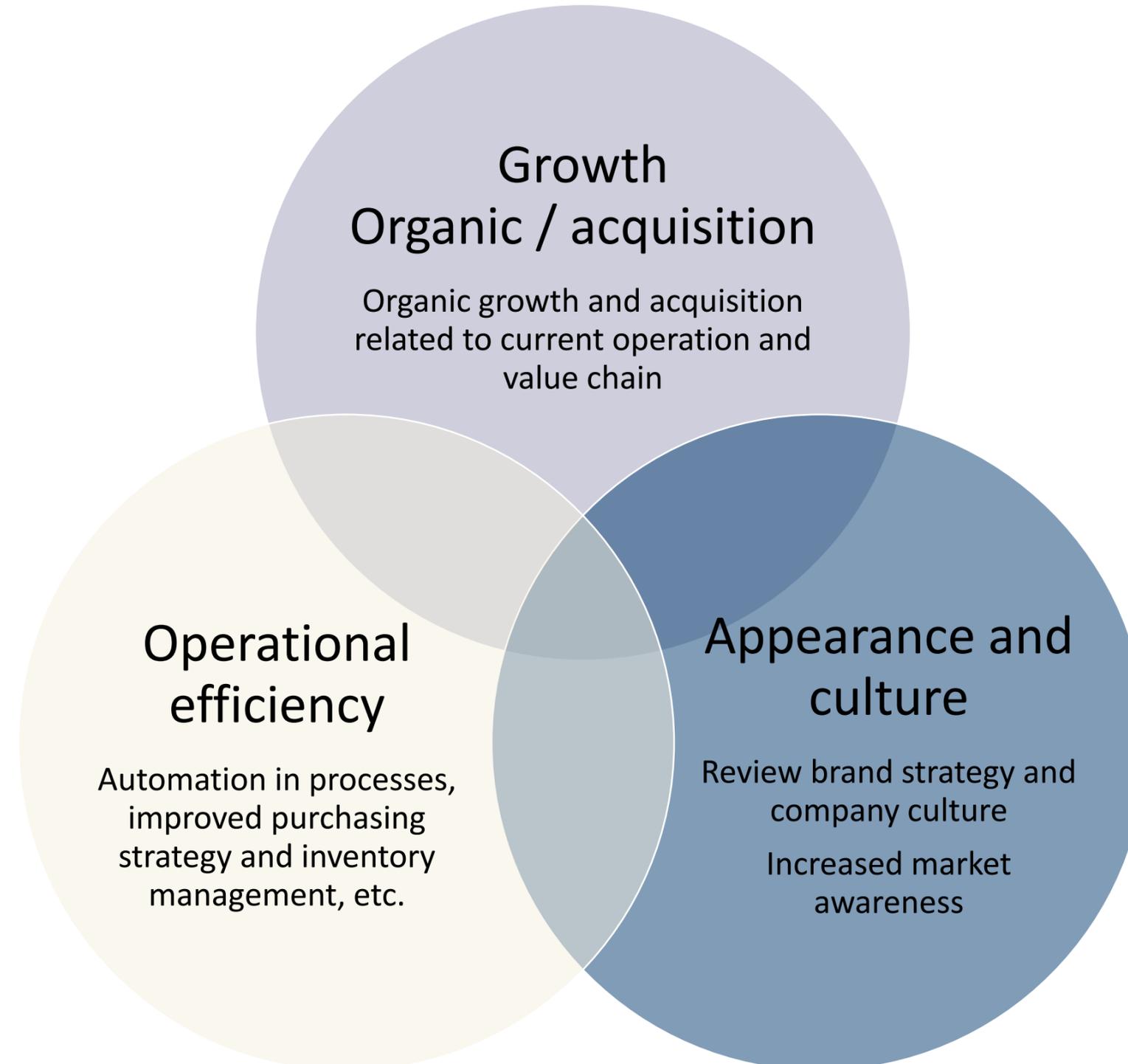
Planning	Analysis	Prioritisation	Implementation
Employees along with Board of Directors have in the last year worked on strategy planning, this time without external advisors	Results built on e.g.; <ul style="list-style-type: none"><li>• SWOT analysis done by managers</li><li>• Surveys amongst customers, producers and employees</li><li>• Financial analysis</li></ul>	Board will priorities projects according to strategy focus	Progress of strategy work will regularly be monitored

# Overall result – Customers of all subsidiaries: Importance of each criteria vs. our performance

- Customers of all Iceland Seafood subsidiaries select, quality, service and product availability as the 3 main criteria when selecting their seafood supplier.
- Quality is top priority, with two exceptions.
- IS performance regarding quality and service is meeting customer expectation
- Result regarding product availability something to consider.
- IS is more focused on origin and brand than our customers in general



# Strategy focus – Work in progress





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.