



AQUNA
Sustainable Murray Cod

ASX Code: MCA

Murray Cod Australia Ltd

LIFE TASTES BETTER OUR WAY



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All figures included in this presentation are in AUD\$ unless otherwise stated.

EXECUTIVE SUMMARY

Transaction overview

- Murray Cod Australia Ltd (“**MCA**” or the “**Company**”) is seeking to raise up to A\$15 million via an institutional placement (“**Offer**”), utilising the Company’s existing placement capacity under ASX Listing Rules 7.1 and 7.1A.

Use of funds

- Acquisition or construction of additional fish hatchery to increase fingerling stock available for grow-out;
- Continued development and partly fund construction of the ‘super site’ to grow-out ponds to accommodate increased fingerling stock;
- Marketing and branding initiatives to drive sales of planned increase in stock production and to maintain price margin of “Aquna” branded Murray Cod relative to competitors and other fish species; and
- Pay transaction costs of Offer and provide for general working capital.

Strategic rationale

- To achieve MCA’s target production of 10,000t in the next decade a new hatchery will be required by 2021. The new hatchery will be the largest Murray Cod hatchery, outside of MCA’s current site.
- MCA produces Aquna Cod which is one of the world’s rarest fine dining fish. It is not a commodity. Continued brand building in USA, Japan and Europe coinciding with the launch of the hot smoked product.

Financial Impacts

- Brand building to build and maintain margin is a key driver for the business. Well marketed Aquna can sell for approximately \$22.0/kg. At increased tonnages, this has the potential to substantially increase profit margins.
- New hatchery estimated to add approximately \$0.4 million p.a. of EBITDA in short term, whilst providing capacity for long term growth.



TRADING UPDATE

Key financial metrics	FYTD 30 Nov 2019	FYTD 30 Nov 2018
\$'000'	Actuals	Actuals
Sales		
Processed Fish sales	1,117	746
Fingerlings & Larvae sales	222	693
Cages to Contract Growers	21	185
Total Sales & Other Income¹	1,739	1,733
Operating expenses	2,251	1,939
EBITDA¹	(512)	(206)

Commentary

- MCA has successfully launched the Aquana hot smoked product, with the product on track to be released in selected stores this week.
- Total Sales for the 5 months to 30 November 2019 are inline with pcp:
 - Processed Fish sales are up 50.0% to pcp, despite the fact that MCA's strategic decision to hold fish back for increased growth in size to the 2.5kg - 3.0kg, the size favoured by USA and Japanese markets;
 - The Company's strategic decision to stop the addition of further Contract Growers is reflected in the Contract Grower sales difference to pcp. This will allow the company to grow more fish inhouse facilitating higher margin and increased quality control.



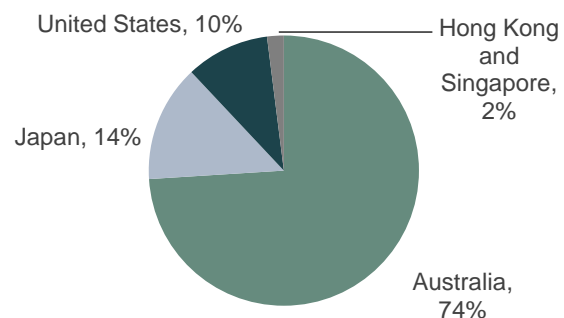
Note:

1. Excludes increase in stock Value of \$3.9 million YOY

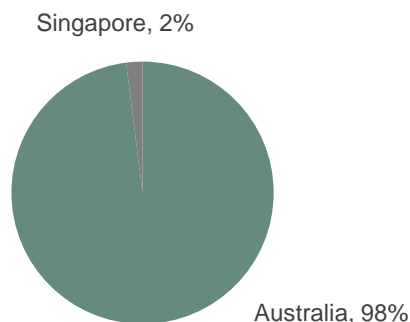
TRADING UPDATE

Key metrics	FYTD 30 Nov 2019 <i>Actuals</i>	FYTD 30 Nov 2018 <i>Actuals</i>
Volume sold (kg)	58,177	37,114
Volume sold (#)	34,629	22,092
Average price (\$ per kg)	19.2	20.1

FYTD 30 November 2019



FYTD 30 November 2018



Note:

1. Excludes increase in stock Value of \$3.9 million YOY

Commentary

- Export Sales have grown from 2.0% of sales to 26.0% of sales over the past 12 months, the Company is on track to achieve its long term target of 95.0%.
- As at 30 November 2019 the Company has total stock on hand of approximately 0.85 million fish in line with previous announcements, including:
 - 0.65 million company fish and 0.2 million of contract grower fish.
- Stock value (excluding contract grower fish) is \$8.3 million up 88.6% from 30 November 2018 of \$4.4 million.
- Current forecasts projected an additional 1.2 million fish to be stocked out over the coming two months.



EQUITY RAISING OVERVIEW

Offer Structure and Size

- Institutional placement (“**Equity Raising**” or “**Placement**”) to professional and sophisticated investors to raise up to \$15.0 million (the “**Offer**”).
- The Placement of up to 103.4 million ordinary shares (“**New Shares**”) will be issued using Murray Cod Australia Ltd’s 15% placement capacity pursuant to ASX Listing Rule 7.1 and an additional 10% placement capacity pursuant to ASX Listing Rule 7.1A.

Offer Price

- New shares will be issued at a fixed price of \$0.145 (“**Issue Price**”), representing a discount of:
 - 12.1% to Murray Cod Australia’s last closing price on 10 December 2019 of \$0.165; and
 - 7.4% to the 10-day volume weighted average price (“**VWAP**”) of \$0.157.

Ranking

- New shares issued under the Offer will rank equally with existing Murray Cod Australia’s shares on issue.

Use of Proceeds

- Proceeds from the Offer will be used to fund strategic acquisition and capacity expansion of the business.

Lead Manager and Bookrunner

- Ord Minnett Limited is acting as Sole Lead Manager and Bookrunner.



SOURCES AND USES OF FUNDS

Sources and Uses of Funds	(\$ millions)
Sources of Funds	
Capital raising	15.0
Total Sources	15.0
Uses of Funds	
Hatchery Expansion	7.0
Marketing and branding initiatives	2.4
Capital expenditure in relation to the “Super Site”	5.0
Transaction Costs	0.6
Total Uses	15.0



Sources

- Capital raise of \$15.0 million via an institutional placement.

Uses

Hatchery Expansion:

- MCA is currently considering two options for the Hatchery expansion, being:
 - purchase and development of existing facilities; or
 - Greenfield development of new facilities.
- The proposed hatchery expansion will initially add approximately \$0.4 million of EBITDA per annum from sales to government restockers. Further, the expansion will provide MCA with a key source of additional fingerlings to increase future production.
- The new site will facilitate MCA’s transition from selling fingerling to Contract Growers to growing fish inhouse driving higher margin and increased quality control.

Capital expenditure in relation to the “Super Site”:

- The new “Super Site” will provide an additional 420 pens (rolled out over 2 years) to the existing 192 pens currently stocked by MCA, resulting in 2,200 tonnes of additional production.

Marketing and branding initiatives:

- MCA will invest in marketing and branding initiatives to:
 - Drive an increase in sales in light of the recent increase in stock production; and
 - Maintain and grow the price margin of the “Aquana” branded Murray Cod.

EQUITY RAISING TIMETABLE

Event	Date ¹
Trading Halt	Thursday, 12 December 2019
Announcement of Completion of Equity Raising	Pre Market Open, Friday, 13 December 2019
Trading Halt Lifted, Trading Recommences	Pre Market Open, Friday, 13 December 2019
Settlement of New Shares Issued Under the Placement	Tuesday, 17 December 2019
Allotment and Ordinary Trading of New Shares Issued Under the Placement	Wednesday, 18 December 2019



Note:

1. All dates and times are indicative and subject to change without notice; Australian Eastern Standard Time.

VIEW OF OUR OPERATIONS



Fish being Processed for market.



Overhead view of our Bilbul Site.

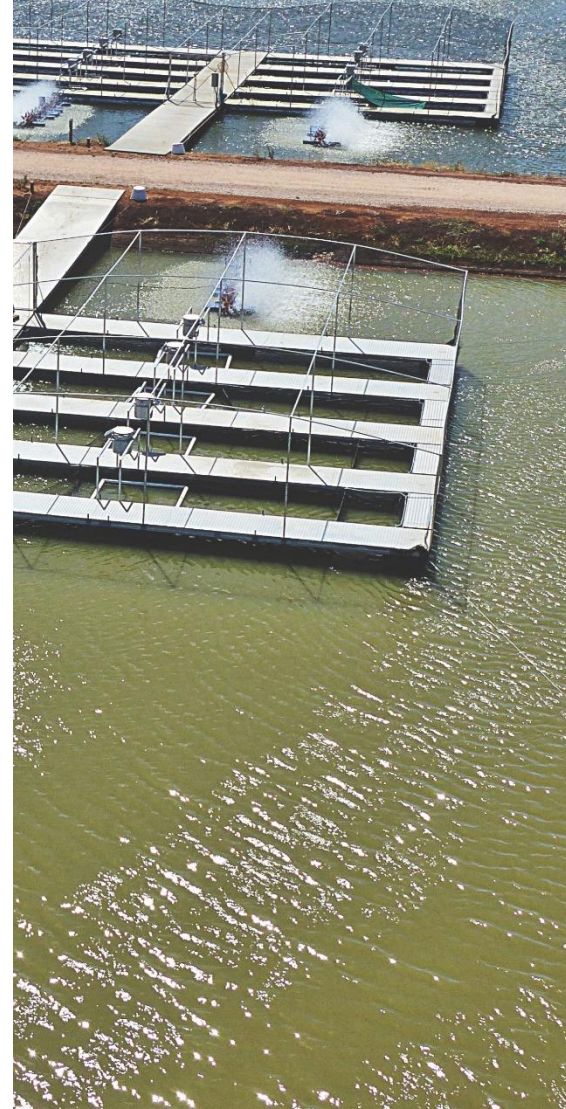


Staff undertaking daily check on fish health and water quality.

MORE OF A VIEW



Mathew Ryan our Managing Director on the ponds.



View of the cage systems we manufacture.



Inside our nursery.

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- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
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Key Risks

Reduction in demand for Murray Cod

There is a risk that a change in economic conditions could cause consumers to reduce their consumption of Murray Cod as they "trade down" to cheaper sources of seafood and proteins. Changes in consumer dietary preferences or sentiment towards seafood and Murray Cod could also result in lower demand for Murray Cod. Such lower demand could reduce the price at which the Company is able to sell its Murray Cod, resulting in an adverse effect on the Company's financial performance.

Customer credit risk

The Company will conduct its business with its customers on normal commercial terms. These terms include varying periods from payment upfront to standard settlement of up to 30 days after dispatch of goods. There is a risk that debtors default or make payment late, which could have a material adverse impact on the Company's financial performance, including cash flow and working capital.

Food safety and sanitation

As with all food producers, the Company is exposed to the risk of product contamination and product recalls. There is also a risk that the product could cause a serious food poisoning incident as a result of an operational lapse in food safety or sanitation procedures or malicious tampering. The occurrence of a serious food poisoning incident could have significant consequences for the Company and may involve:

- a loss of consumer trust in the Company that may result in reduced revenues;
- an increase in expenditure on advertising to attempt to restore consumer trust in the brand;
- the processing facilities of the Company being partially or wholly closed while the relevant food safety authorities satisfy themselves that the underlying issue has been resolved satisfactorily; and
- payment to affected consumers of some form of compensation and to the relevant food authorities of some form of penalty or fine.

There is also the risk that actions of the Company's wholesale customers could compromise the hygiene and safety of the Company products after they have left the Company's processing facility. Contamination caused by a wholesale customer may result in the closure of the Company facilities or require a fine/compensation to be paid by the Company; however, the potential for brand damage to the Company remains in any case.

Additional requirements for capital

The funds raised under the Placement are considered sufficient to meet the immediate objectives of the Company. Additional funding may be required in the event costs exceed the Company's estimates and to effectively implement its business and operations plans in the future to take advantage of opportunities for acquisitions, joint ventures or other business opportunities, and to meet any unanticipated liabilities or expenses which the Company may incur. The Company may seek to raise further funds through equity or debt financing, joint ventures, licensing arrangements, production sharing arrangements or other means. Failure to obtain sufficient financing for the Company's activities and future projects may result in delay and indefinite postponement of their activities. There can be no assurance that additional finance will be available when needed or, if available, the terms of the financing might not be favourable to the Company and might involve substantial dilution to Shareholders.

Environmental regulations and obtaining and maintaining licenses

National and local environmental laws and regulations (including the granting of water licences) affect nearly all of the Company's operations. Whilst the Company endeavours to ensure that its operations and activities comply with applicable environmental laws, there is a risk that failure to comply with such laws could occur, which may result in penalties, damages and/or loss of permits or licences required by the Company to operate its hatchery, nursery, fish farm and processing facility.

In addition, the Company must renew the appropriate permits and licences required to operate its business. The Company will be subject to regular inspections, examinations and audits by governmental authorities to renew the various licences and permits. The Company will also be subject to periodic and spot inspections conducted by government authorities in order to maintain its operating licences. If serious or repeated findings of non-compliance did occur, there is a risk this would have a negative impact on the Company's ability to renew its licences and have a materially adverse impact on its business operations and financial performance.





FOR MORE INFORMATION

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