

NEW ZEALAND COASTAL SEAFOODS

ASX:NZS



A New Zealand based, ASX listed, secondary producer of
nutraceutical, seafood products and premium marine ingredients

AGM Presentation

November 2020

Growth Milestones

Expanding distribution channels in new markets

- European Union Listing Approval received for the export of nutraceutical marine products to Europe.
- US Food and Drug Administration Listing Approval received to export products to the United States.

Improving profit margins by extending the range of products

- Acquisition of 100% of New Zealand based nutraceutical ingredient developer and supplier, Kiwi Dreams International Limited.
- Launch of branded product range, consisting of Cooked Ling Maw, Cooked Paua (Abalone) and powdered Mussel products.
- Assessment of a number of potential acquisitions aligned with the Company's strategy that will compliment & accelerate our product offering and revenue growth.

Expanding management capability and sales capacity

- Executive Management Team C-Suite appointments in Q2 FY20.
- KDI's Director / Business Consultant developing global strategic distribution agreements in the Nutraceutical Sector as planned.
- Subsequent to FY20, the Company recently appointed a new Head of Sales with established relationships within the domestic and wider Asian markets.

Increasing sales of existing products through expanded production capacity

- Risk Management Programme for NZCS's new production and processing facility, received approval from the New Zealand Ministry of Primary Industries.
- A total of over \$10 million raised, strongly positioning the Company to execute on its growth strategy going forward.

Products

Primary Seafood Product

Dried Ling Maw (B2B & B2C)



Ready to Eat Products

Dried Ling Maw, Cooked Ling Maw and Paua (Abalone)



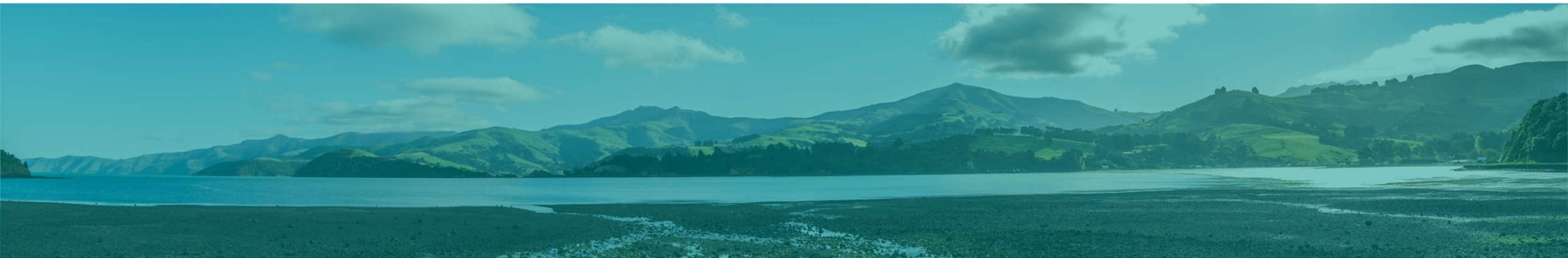
Nutraceutical Products

Green Lipped Mussel Powder



Under development:

- Seaweed Extracts (Fucoxanthin)
- Nootropic products
- Marine Collagen Powder



FY 2021 Targets

- **High Value Purchase Agreements** - Continue discussions with leading companies globally, with the aim of entering into additional high value purchase agreements.
 - **Product Development** – NZCS is currently developing additional nutraceutical products, with the potential to further expand revenue under existing and new high value purchase agreements
 - **Additional Acquisitions** – NZCS will continue to assess additional potential acquisitions, with the aim of completing an acquisition aligned with the Company's strategy that will compliment & accelerate our product offering and revenue growth.
 - **Plant and Equipment Upgrades** – Planning, design and feasibility assessment(s) for additional key equipment to meet current and future demand.
- Online Sales Platforms** – NZCS are looking to utilise online technology to broaden its sales platform, reach and overall market penetration

Team

EXPERIENCED MANAGEMENT



ANDREW PETI

Chief Executive Officer

Over 14 years' commercial experience in the seafood industry including 8 years as Operations Manager at Ngai Tahu Seafoods ("NTS").

Managed a number of large scale commercial projects, including several infrastructure and fleet upgrades across NTS's multi-site operation, with direct responsibility for identifying and implementing operational efficiencies.

Significant experience in seafood export into China



ALDO MICCIO

Co-Founder and Director

Former mayor of Nelson, New Zealand, and prior to that served as a Councilor of Nelson, beginning in 2007.

In 2010, Mr Miccio successfully sold Bissi Ltd, an apparel company he had started in 1998 and which, at its peak, grew to over A\$15 million in annual sales.

Mr Miccio currently serves as the Managing Director of KELA Charms and is a Vice President of the Italian Chamber of Commerce in New Zealand.

Holds a Bachelor of Commerce in Business Administration, Management and Operations.

QUALIFIED BOARD OF DIRECTORS



WINTON WILLESEE

Chairman

Experienced company director, with broad skills and experience in strategy, company development, corporate governance, company public listings, merger and acquisition transactions and corporate finance

Significant experience with ASX listed companies having held directorships, chairmanships and company secretarial positions with a number of ASX-listed companies over many years.

Master of Commerce, a Post-Graduate Diploma in Business (Economics and Finance), a Graduate Diploma in Applied Finance and Investment, Applied Corporate Governance, Education and a Bachelor of Business.



ERLYN DALE

Non-Executive Director

Ms. Dale is an experienced corporate professional with a broad range of corporate governance and capital markets experience, having been involved with several public company listings, merger and acquisition transactions and capital raisings for ASX-listed companies across a diverse range of industries.

Holds a Bachelor of Commerce (Accounting and Finance) and a Graduate Diploma in Applied Corporate Governance.

A member of the Governance Institute of Australia/Chartered Secretary and has previously held Non-Executive Director and company secretary positions at several ASX-listed companies.



JOURDAN THOMPSON

Non-Executive Director

Current Chief Financial Executive of Keytone Dairy Corporation Limited (ASX:KTD) and is an experienced FMCG executive, with over 15 years' industry experience in investment banking, finance and restructuring both in Australia and Europe.

Spent the last 10 Investment Bank based in London. years in investment banking, working most recently for Greenhill & Co. as a director, advising ASX listed companies, and prior to this for ING

Chartered Accountant in Australia and New Zealand and holds a Bachelor of Commerce degree, majoring in Accounting and Finance, from the University of New South Wales.

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