



Angel Seafood Holdings Ltd

ASX: AS1

Q2 FY21 Quarterly update

27 July 2021



Australia's largest producer of Pacific Oysters

- Southern Hemisphere's largest producer of certified organic and sustainable pacific oysters, based in South Australia
- World leading farming practices optimising utilisation of available assets while maintaining premium product quality
- Benefiting from economies of scale following the initial phase of growth; annual capacity of 12 million oysters
- Selling oysters both domestically and into premium export markets
- 3-pillar growth strategy to increase annual production capacity to 20 million oysters and improve profitability

Angel delivers a record quarter

Well positioned to
continue on growth
trajectory

3.2m

Oysters sold
50% increase

54%

Increase in
revenue

42%

Growth in
biomass

Good progress with productivity initiatives

Delivering on our next phase of growth

Pilot launch of direct-to-consumer sales channel, Hálo Club

FlipFarms expanded to Cowell; further progress at Coffin Bay with early productivity gains being achieved

Summer oysters continue to perform well with grading showing strong survival rates and remain on track to be available for sale in early January 2022

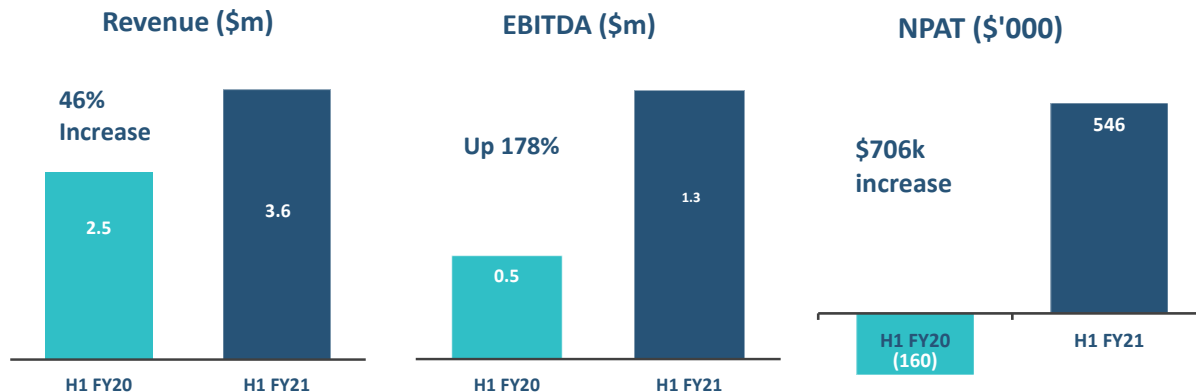
New \$1 million working capital requirements facility from NAB

Expansion funding program for the Middle East and South-East Asia export markets



Strong half year performance

Growth across key
metrics¹



Liquidity

↑ to \$4.1m

Operating cash flow

↓ to \$(0.6)m
Reflecting continued investment in biomass

Results reflect increased scale of operations and growing demand for Angel's oysters

1. H1 FY21 financial information is unaudited

Operational update

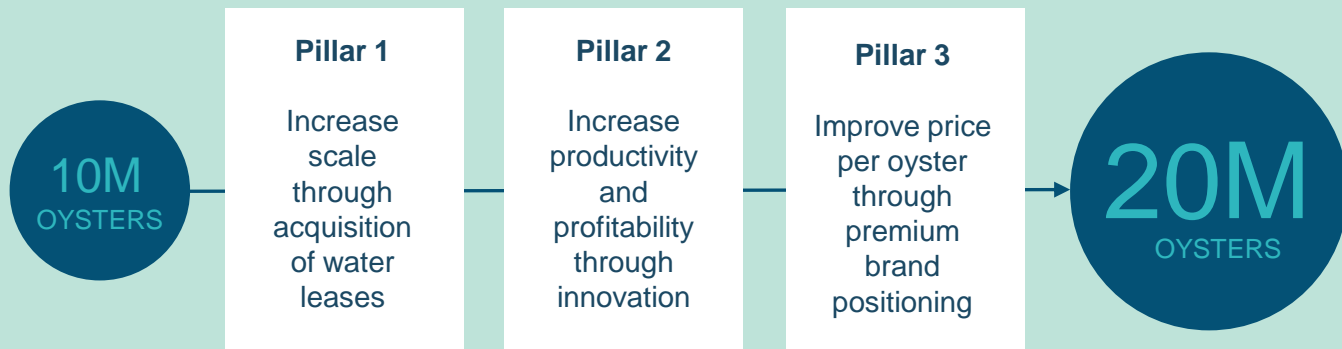
Initiatives underway towards
doubling capacity &
improving profitability
progressing



3-pillar strategy to double production capacity and improve profitability

Low-capital plan to support next phase of growth

- Capacity to produce 20M oysters at higher margins
- Decreasing unit costs as production increases



FlipFarm trial progressing well

Trial expanded to Cowell operations

Flip-farming trials progressing well with 5Ha now operational

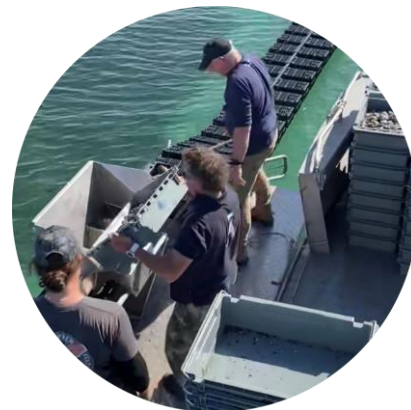
- › 3Ha in Coffin Bay
- › Trials expanded to Cowell, 2Ha in operation

Labour efficiencies apparent from early results

Further work required to fully optimise operations

Upon completion there will be 6Ha of FlipFarms

- › Project tracking on budget and schedule



Angel team members working on the new flip-farm in Coffin Bay

Summer oysters

Summer oysters growing well and showing good survival rates

Remain on track to be available for sale for the next summer season in January 2022

‘Summer oysters’ trial progressing well

Successful trial will extend Angel’s sales period to the entire calendar year, up from the current 10 months, increasing annual sales by 10-15% with no further investment in assets



Building the Angel brand to improve pricing

Launch of *Hálo Club*

Hálo Club launched in June 2021 as the first direct-to-consumer offering

Membership and subscription-based model

- › Hálo Club members have direct access to Angel's fresh organic oysters with condiments/gifts on a monthly basis
- › 'Fine-dining at home' and meal-kits a growing consumer trend
- › Complements existing sales channels, with opportunity for a premium on pricing

Initial trial covering metropolitan Melbourne, Sydney and Adelaide

- › Progressive roll-out to most major urban areas to follow

Premium export remains a significant opportunity in the medium term as global supply chains recover

- › Angel selected to participate in the South Australian government-funded ***Global Expansion Program***, to grow export capability and capacity

HĀLO[®]
CLUB

Perfectly
plump
and salty-
sweet

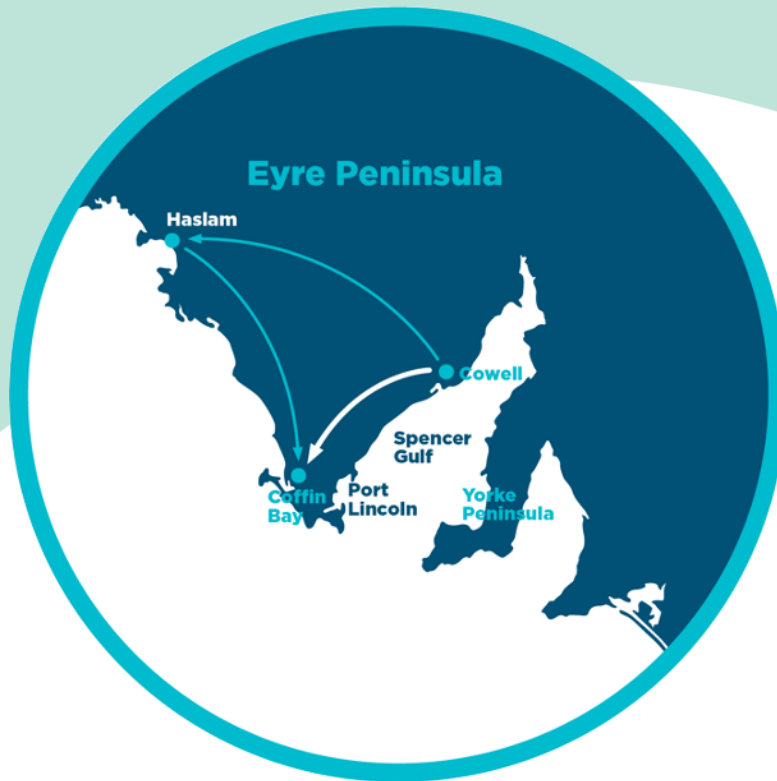


Angel in a strong position

To continue executing on 3-pillar growth strategy

- **Generating strong financial results (both Q2 and HY)**
- **Strong stock position to underpin growth**
- **Well-funded with liquidity of \$4.1 million**
- **Growth initiatives underway and showing strong early signs**
 - › Adding scale, productivity improvements, and increasing pricing
- **Longer term export opportunity**

Q&A





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