



**Mareterra**



**Annual General Meeting  
Fremantle, 23 November 2017  
Managing Director's Presentation**

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# Overview



# Mareterram Overview

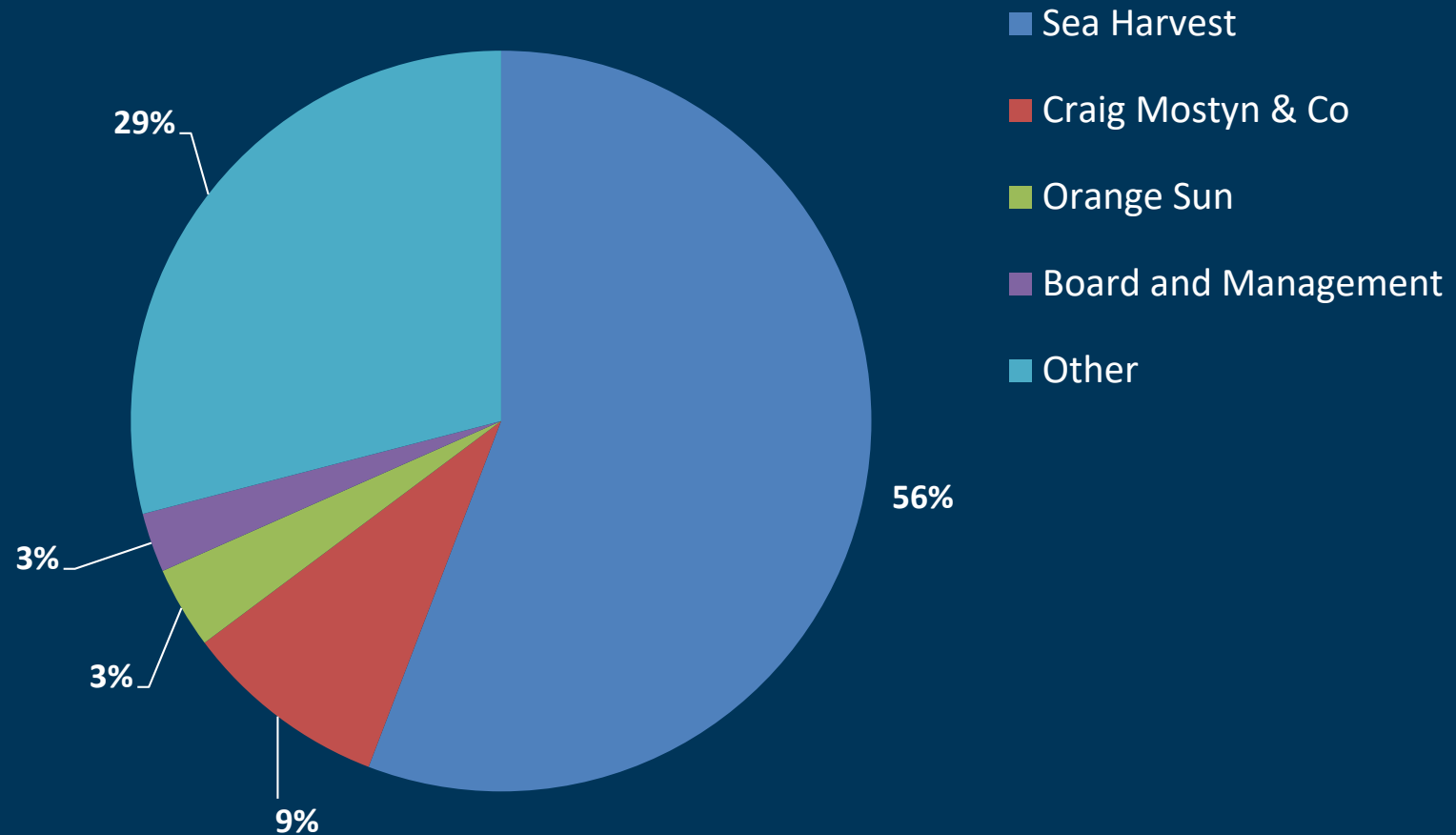
- 11 vessel fishing fleet with 56% of licences in MSC certified Shark Bay Prawn Managed Fishery
- Catching prawns, crabs, scallops and by-catch in season from March to October
- National offices selling own and agency products to domestic food service and retail and export markets
- Met financial expectations for 1<sup>st</sup> full year of operations
- Significant increase in value of licences
- MSC certification
- Strong platform for growth
- Majority shareholder aligned with growth strategy

# Capital, Board and Management

CAPITAL STRUCTURE	
Share price at 20 November 2017 (ASX:MTM) (A\$)	\$0.27
Shares on issue (m)	139.54
Market capitalisation (A\$m) (undiluted)	\$37.67
Performance rights (m)	4.69
Incentive options (m)	5.00

BOARD AND KEY MANAGEMENT	
Peter Hutchinson	Chairman
David Lock	Managing Director and CEO
James Clement	Executive Director and COO
Felix Ratheb	Non-Executive Director
Mark Pitts	Non-Executive Director
Fred Robertson	Non-Executive Director
Muhammad Brey	Non-Executive Director
Richard Duncan	CFO and Company Secretary

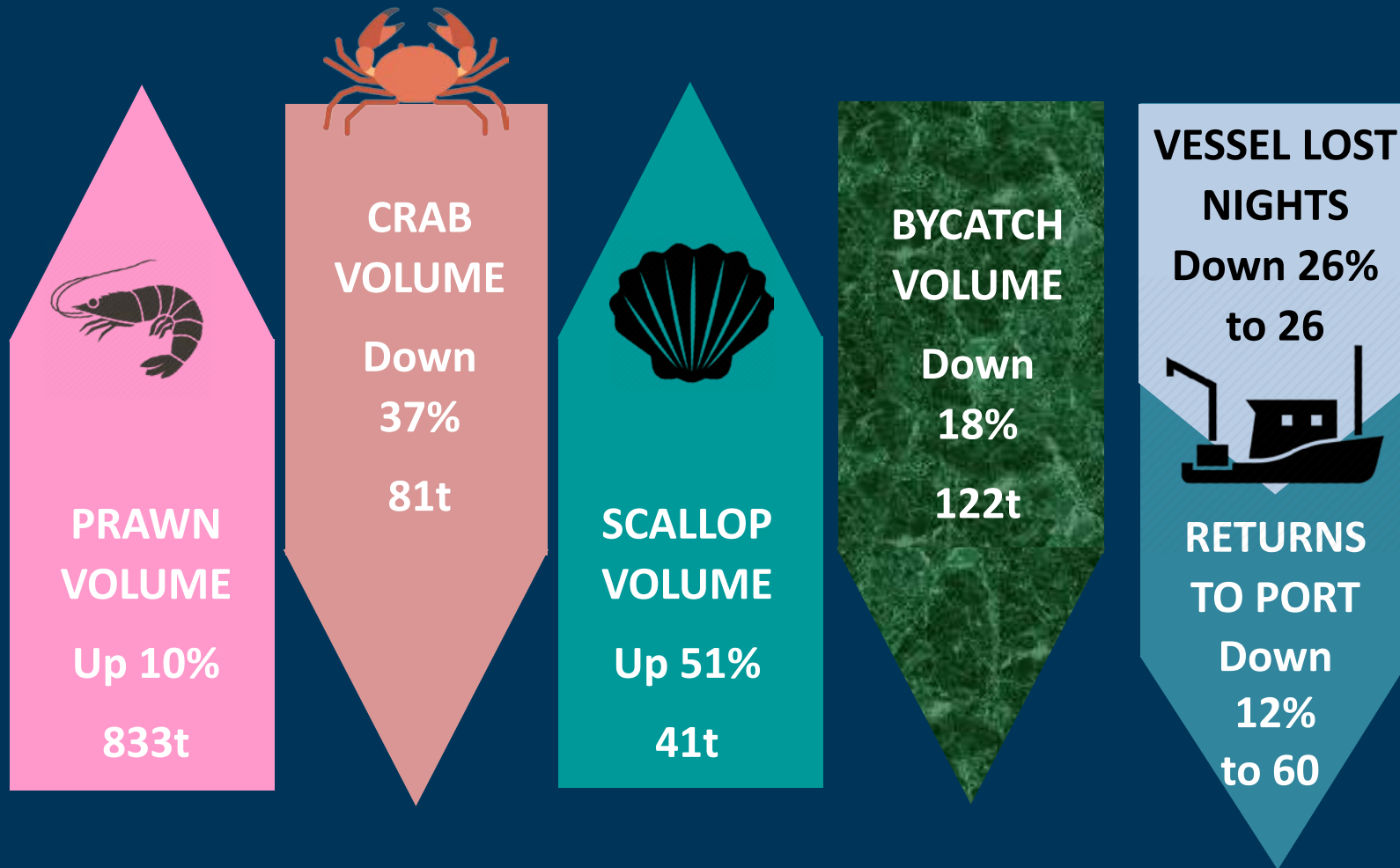
# Shareholders



## 2017 Key Highlights

- 2017 fishing season complete (see next slide for operations update)
- Migrated Sea Harvest retail business
- Presented with the industry's highest award for safety by WA Seafood Industry Awards
- 11<sup>th</sup> vessel acquired in Nov 2016 and currently being refitted
- ERP system successfully implemented
- NAV underpinned
- Announced acquisition of 2 Mackerel quota packages
- Change of financial year end from June to December

# Comparison between the 2017 and 2016 Fishing Seasons



Forecast to 31 December



# Comparison between the 2017 and 2016 Fishing Seasons



**PRAWN  
PRICE**

**Down 3%**



**CRAB  
PRICE**

**Up 4%**

**SCALLOP  
PRICE**

**Down 5%**



**BYCATCH  
PRICE**

**Down  
15%**



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## FY 2017 Performance



# Consolidated Profit & Loss

## Financials - Earnings Summary 2017 vs 2016

	Actual	
	\$m	\$m
	2017	2016
Sales Revenue	49.0	16.3
Gross Profit	11.1	2.5
EBITDA*	6.0	(4.8)
Net Profit after Tax	4.6	(5.1)

*\*EBITDA – Earnings before interest tax depreciation and amortisation*

# Consolidated Balance Sheet

as at 30 June	2017	2016
	\$m	\$m
<b>Assets</b>		
Net Working Capital	16.4	10.9
Property, plant and equipment	10.3	9.4
Intangibles - Fishing licences	25.2	25.2
Intangibles - other	<u>2.7</u>	<u>2.3</u>
<b>Total Assets</b>	<u>54.6</u>	<u>47.8</u>
<b>Liabilities</b>		
Loans and borrowings	19.0	14.3
Fishing Licences (VFAS)	8.2	10.3
Net deferred tax liabilities	<u>2.9</u>	<u>2.9</u>
<b>Total Liabilities</b>	<u>30.1</u>	<u>27.5</u>
<b>Net Assets/Equity</b>	<u>24.5</u>	<u>20.3</u>



# Growth Strategy

## Building a diversified agribusiness

### Four pillars growth strategy

#### Maximise catch volume and value

Fish every night  
Vessel reliability  
R&D  
Crew  
Maximise economic yield

#### Maximise utilization of assets

Additional quota  
Land based infrastructure

#### Grow our Foods Business

Maximise value  
Build brand  
Export agencies

#### Build value, scale and diversity through strategic acquisitions

Small bolt-ons  
Larger to diversify species and/or geography  
EPS positive

## Next Steps

- Integration of Mackerel business
- Change of Managing Director and Chair
- Continual focus on fleet improvement
- Lobbying for delayed season start
- Implement Growth Strategy



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Thank you