

# Australian Agribusiness Association



**Mareterram**

29 April 2016

# Fish - Feeding the Future and Building a Diversified Agribusiness



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MANAGING DIRECTOR  
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**Mareterram**



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# Overview

Who is Mareterram?

What is our Strategy?

First 120 Days

Proportional takeover offer

Going forward



Mareterram





# Corporate Overview

## Key Metrics

Share price as at 26 April 2016 (ASX:MTM) (A\$)	\$0.32
Shares on issue (m)	134.84
Market capitalisation (A\$m) (undiluted)	\$43.15
Performance rights(m) <sup>1</sup>	9.37
Incentive options(m) <sup>2</sup>	5.00

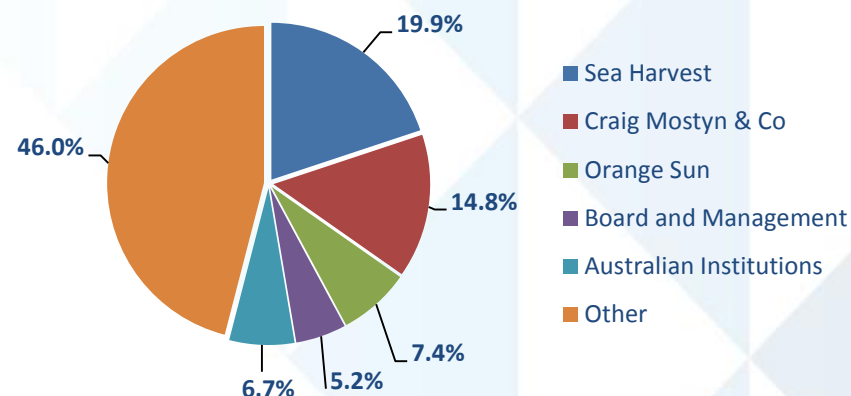
## Board and Key Management

Peter Hutchinson	Chairman
David Lock	MD and CEO
James Clement	COO and Executive Director
Felix Ratheb	Non-Executive Director
Mark Pitts	Non-Executive Director
Richard Duncan	CFO and Company Secretary
David Durack	General Manager (Mareterra Foods)
Brett Hogan	Marketing & Fisheries Exec. Develop. Manager

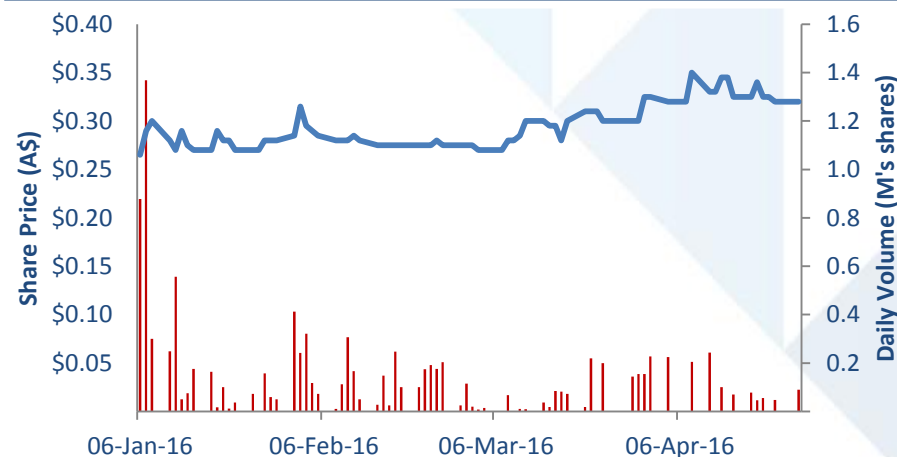
1. See Prospectus of 12 November 2015 for full terms of performance rights
2. Options exercisable at \$0.20

April 2016

## Shareholders



## Share Price since 6 January 2016 (Re-listing)





# Our Initial Assets

1. Nor West Seafoods
2. Food Service Division
3. Focus Fisheries

## WA's fishing company makes splash

Brad Thompson | January 7, 2016, 7:35 am

Share



WA's first fishing company, Mareterram, flies high

**The WA-based company that cast a wide net to capture Nor-West Seafoods and part of the Craig Mostyn Group continued its splash in early trade this morning.**

Shares in Mareterram, formerly known as Style, jumped another 8.5 cents to 35 cents this morning.

This morning's jump came after shares in the company, which listed after a successful reverse takeover driven by Forge group co-founder Peter Hutchinson, rose more than 30 per cent yesterday.

The return to trading followed an \$18 million capital raising to create WA's first vertically integrated and publicly listed fishing company.

Managing director David Lock said Mareterram was pleased with the response so far as demonstrated by strong demand for the placement and yesterday's share price gain.

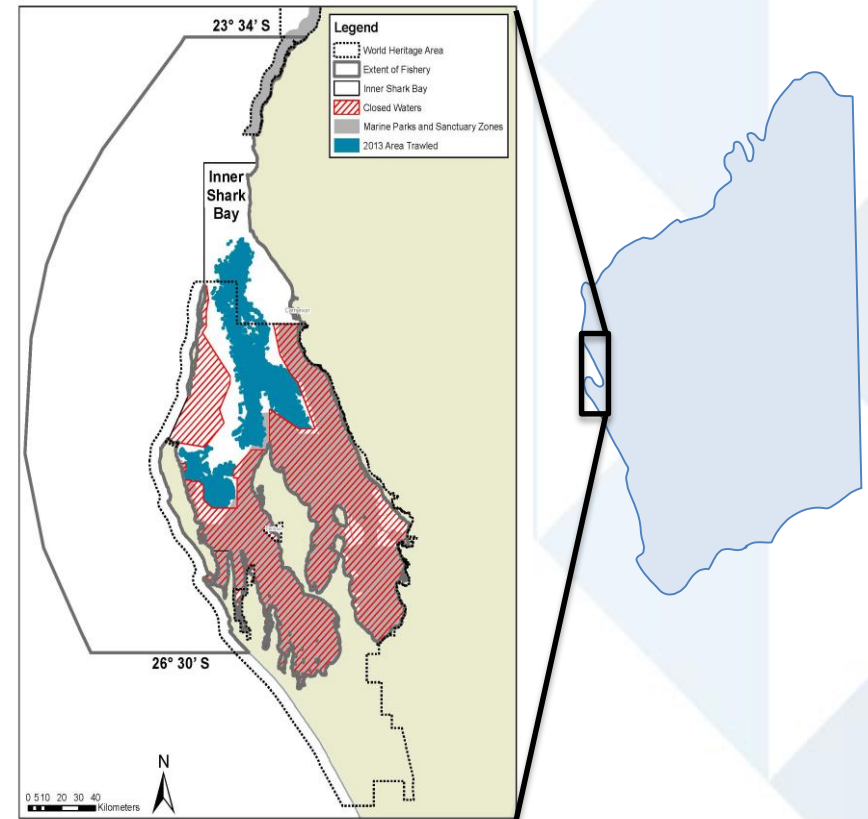
Mr Lock, lured away from his job as CMG chief executive to join Mareterram, was in Carnarvon inspecting the fleet of 10 prawn trawlers acquired in the deal for NWS.

"We are excited by the value proposition presented by the entry into the protein and agribusiness sector," he said.



# Nor West Seafoods

- 10 Prawn Managed Fishing Licences, 10 Scallop & 10 Crab MFLs
- 10 Kimberley MFLs
- 10 Trawlers and fishing licences
- Slipway
- Engineering
- Fuel Infrastructure
- 30 Employees
- 50 Skippers and Crew (JV)
- \$2m Shares \$18m Cash



Location of Shark Bay, WA



# Food Service

- 50 Year Trading History in CMG
- Sales force of 9
- National presence
- Key agencies including
  - Sea Harvest
  - Mydibel
  - Top Hat
  - Royal Greenland
- \$4m shares, \$3m cash







# Focus Fisheries

- Through-chain certification
- Two sales resources (incl export)
- Fishery expertise
- Range of domestic seafood for export





These three assets deliver us:

- A vertically integrated fishing business with domestic and export sales expertise
- Supply chain control



# Growth Strategy

## Building a diversified agri-business

Four key pillars to strategy:

1. Ensure we can fish every available night
2. Utilise vessels in 4 months of off-season
3. Add Agencies
4. Acquisition growth
  - Protein
  - \$20m - \$50m
  - Supply Chain Control
  - Australia / NZ
  - Sea or land based



Mareterra



# Our First 120 Days



**6 days to go until we are 120 days old!**



# Proportional Takeover Offer

- Proportional cash offer to existing shareholders for 50% of their shares at \$0.35 per share
- Indicative timing - Offer opens 7 June
- Conditional on achieving 50.1% shareholding
- Unanimously recommended by MTM Independent Directors (in the absence of a superior proposal and subject to the independent expert concluding the offer is fair and reasonable to shareholders).
- MTM Directors and 4 major shareholders intend to accept (in the absence of a superior proposal)
- Sea Harvest strongly supports and endorses MTM's current Directors, management and strategy
- Right to appoint additional Director







# Transactional Rationale and Benefits

- Price premium
- Continued participation in MTM for accepting shareholders
- Global supply chain through Sea Harvest relationship
- Sea Harvest endorsed growth strategy and vision of diversified agribusiness
- Opportunity to increase volume of Sea Harvest products and diversify distribution channels
- Potential funding support for future capital
- Expertise and operational synergies





# Sea Harvest

- Currently 19.9% shareholder
- Key supplier to MTM Foods
- 50 year trading history via CMG
- Exclusive supplier of Hake (22% of FY15 sale value)
- One of South Africa's largest fishing companies
- 2400 people, 40,000t fish, 12 trawlers
- 40% market share of SA frozen fish
- Controlled by Brimstone Investment Corp  
- JSE listed holding company





# Going Forward

- Offer period expected to be open until mid-July
- Blackout period on M&A until then
- Current operations remain unchanged
- Acquisition growth strategy on hold until offer closes



# Thank you



**David Lock**

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