

Leiðandi
vettvangur í tíu ár



Áskoranir framtíðarinnar á traustum grunni

Bjarni Ármannsson, Iceland Seafood International



SJÁVARÚTVEGS
RÁÐSTEFNAN

ISI ICELAND
SEAFOOD



HAMPIÐJAN

Hvífa Óhásid

**We are
Iceland Seafood**



Global value added seafood producer and distributor



1932

Our beginning

Long lasting
relationship

620+

Employees

Market and client
expertise

12

Businesses in 8
country locations

Global distribution

7

Value added factories

Innovation
and client focus

+€440m

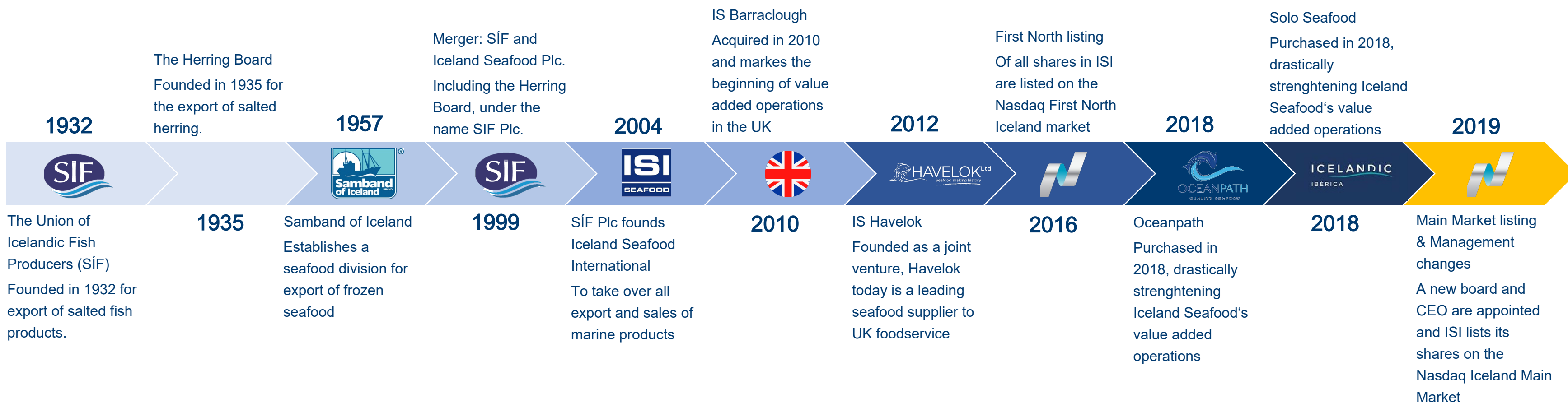
Annual revenues

Listed on Nasdaq
Main market

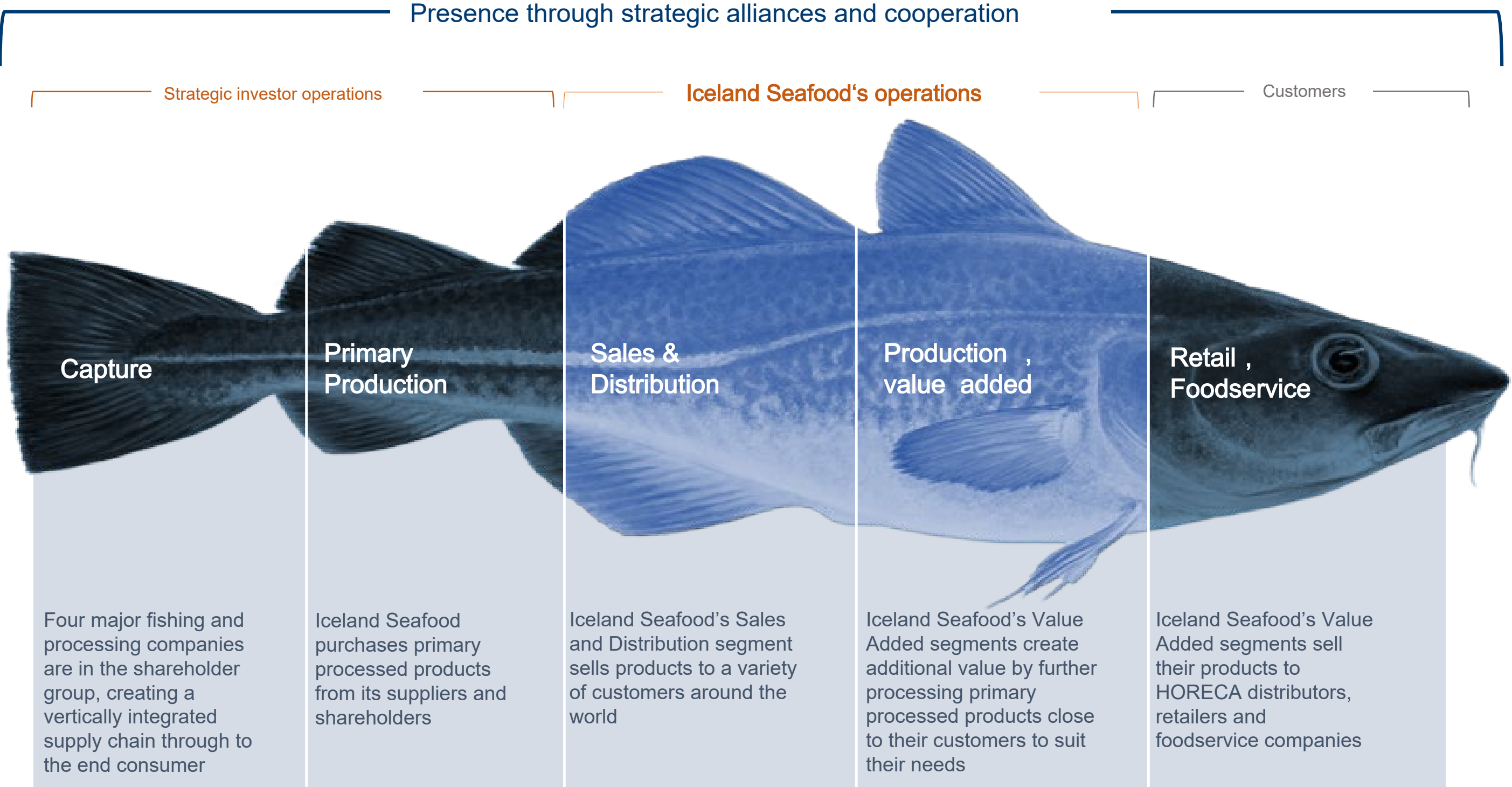
Serving over
3000 customers
across
45 countries

Strong Roots

Iceland Seafood International is proud of its strong heritage and history which the Company has built upon to become a respected industry leader



An integrated value chain



Iceland seafood is in a unique position to benefit from close cooperation with strategic partners and proximity to the markets and efficient value added operations

Diversified product range



Ready Meals

Solutions for HORECA,
Catering and retail



Fresh

Cod, Haddock, Wolffish,
Halibut, loins, portions,
backfillets, whole and
more



Coated products

Skin- & boneless battered
fish, breaded, main course
and children products



Shellfish

Shrimp, Langoustines,
Norway Lobster, Mussels
and more



Smoked Fish

Salmon, Arctic Charr, Cod,
Haddock and Herring



Landfrozen

Cod, Haddock, Wolffish,
Halibut, loins, portions,
backfillets, whole and
more



Light salted

Cod, Ling, Tusk, Saithe,
loins, fillets and portions



Wet salted

Cod, Ling, Tusk, Saithe,
loins, fillets and portions



Frozen at sea

Cod fillets, Haddock fillets,
Saithe fillets and Red fish



Pelagic fish

Mackerel, Atlantic Herring,
Capelin and Blue Whiting



Dried products

Haddock, Cod, Skate and
Blue Whiting



Cephalopods

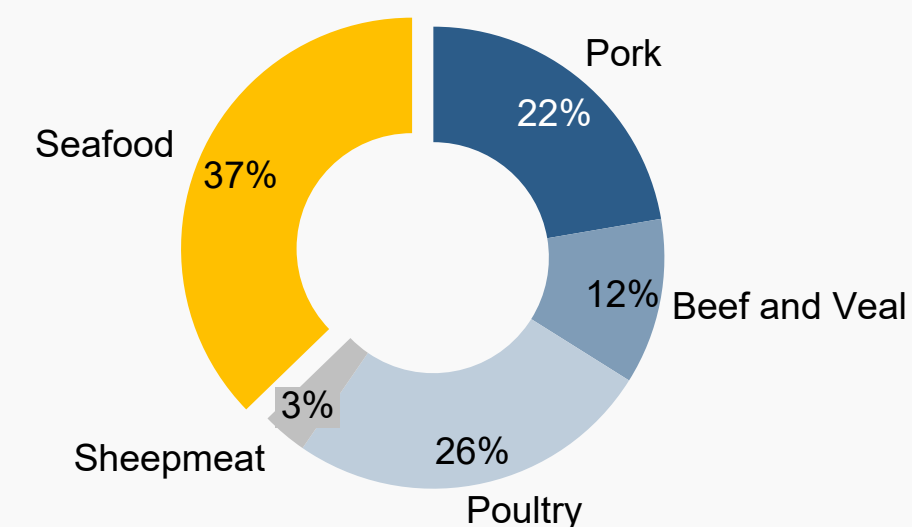
Cuttlefish, Octopus and
Squid

Seafood is the #1 consumed animal protein worldwide

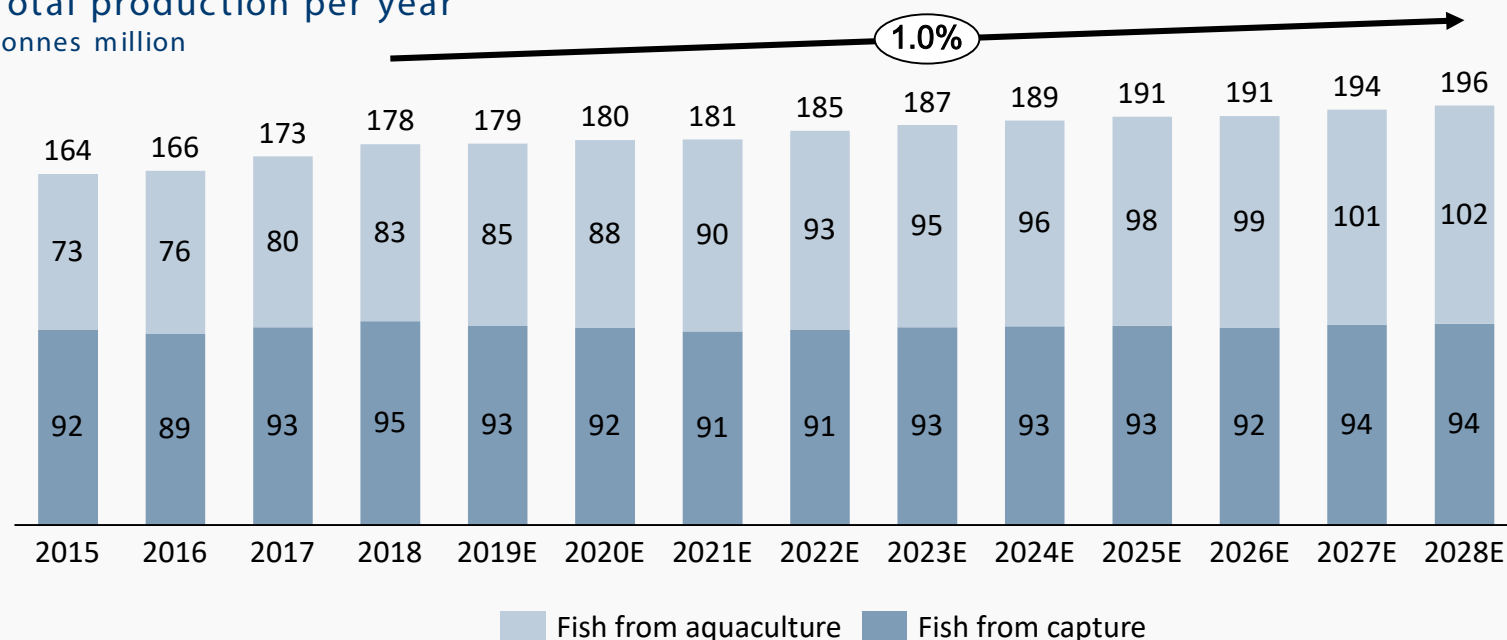
Seafood leads the way in global human consumption per capita with developing countries driving total consumption growth with a CAGR of 1.1% between 2018 and 2028 (developed 0.35%)

Global consumption split per capita
(Kg, 2018, %)

Seafood accounts for about 37% of global consumption per capita

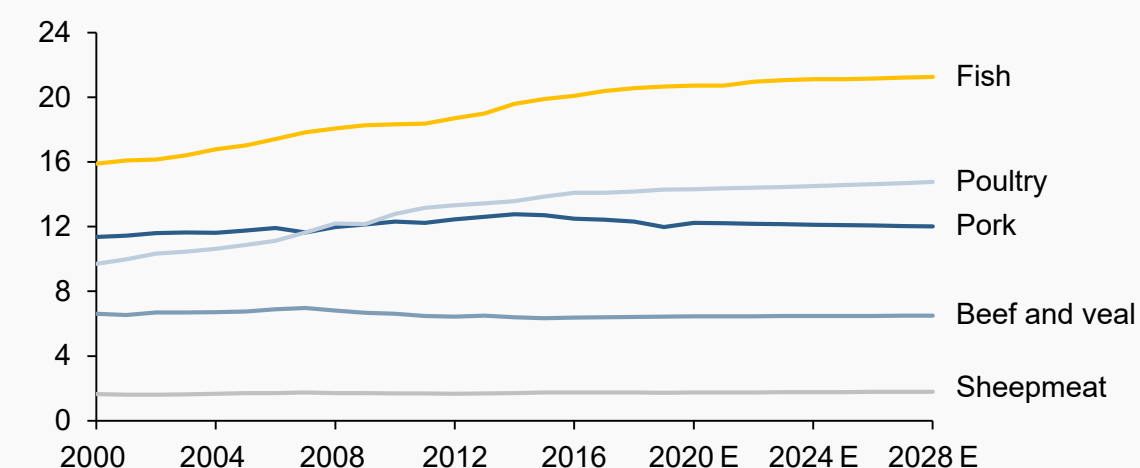


Total production per year
Tonnes million

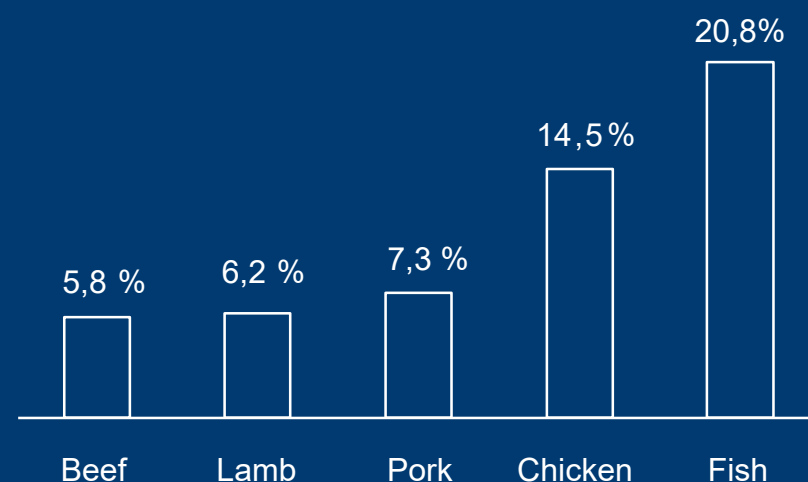


Global human consumption per capita
(kg/ yr)

Developing countries drive total consumption growth with a CAGR of 1.1% between 2018 and 2028 (developed 0.35%)



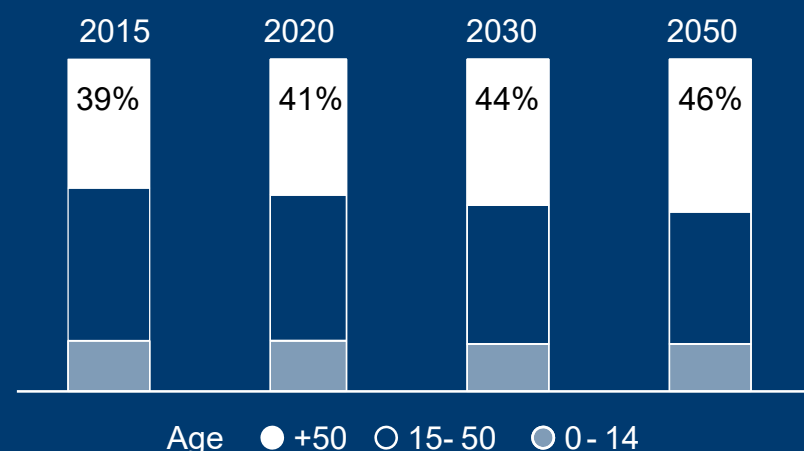
Growing with global trends



Drive towards healthy living

Increasing Seafood consumption

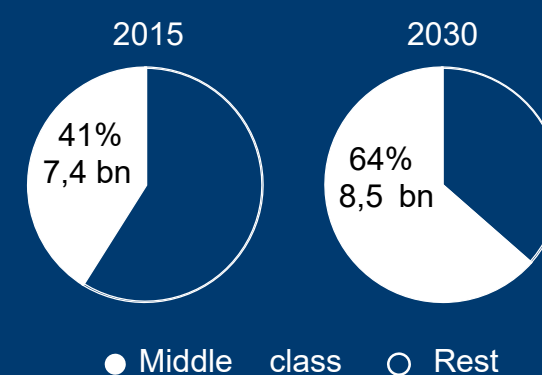
Source: Seafish.org



Older western population

Increasing Seafood consumption

Source: Erustat



Growing Middle class

Increasing Seafood consumption

Source: Brookings.edu



Need for food solutions

Increasing Seafood consumption

What are the major influencers going forward?



How do the risk factors represent itself?



Overfishing



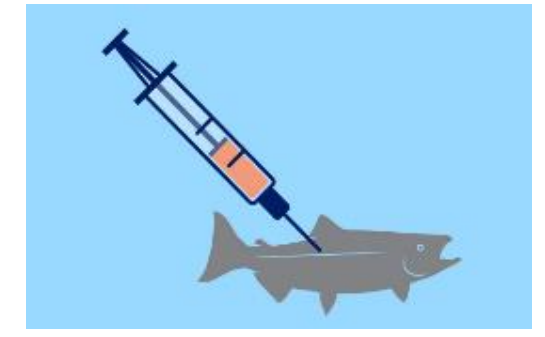
Trawl netting



Traceability



Clean labelling



Antibiotics



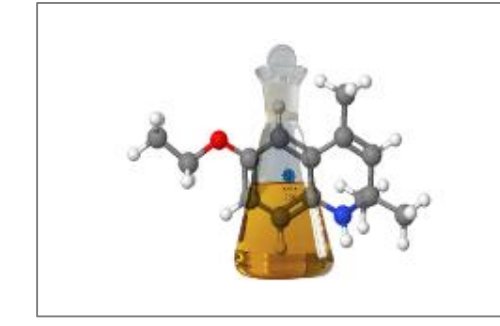
Activism



Trade war



Animal welfare



Ethoxyquin



Biodiversity



Clean ocean



Microplastic



Packaging



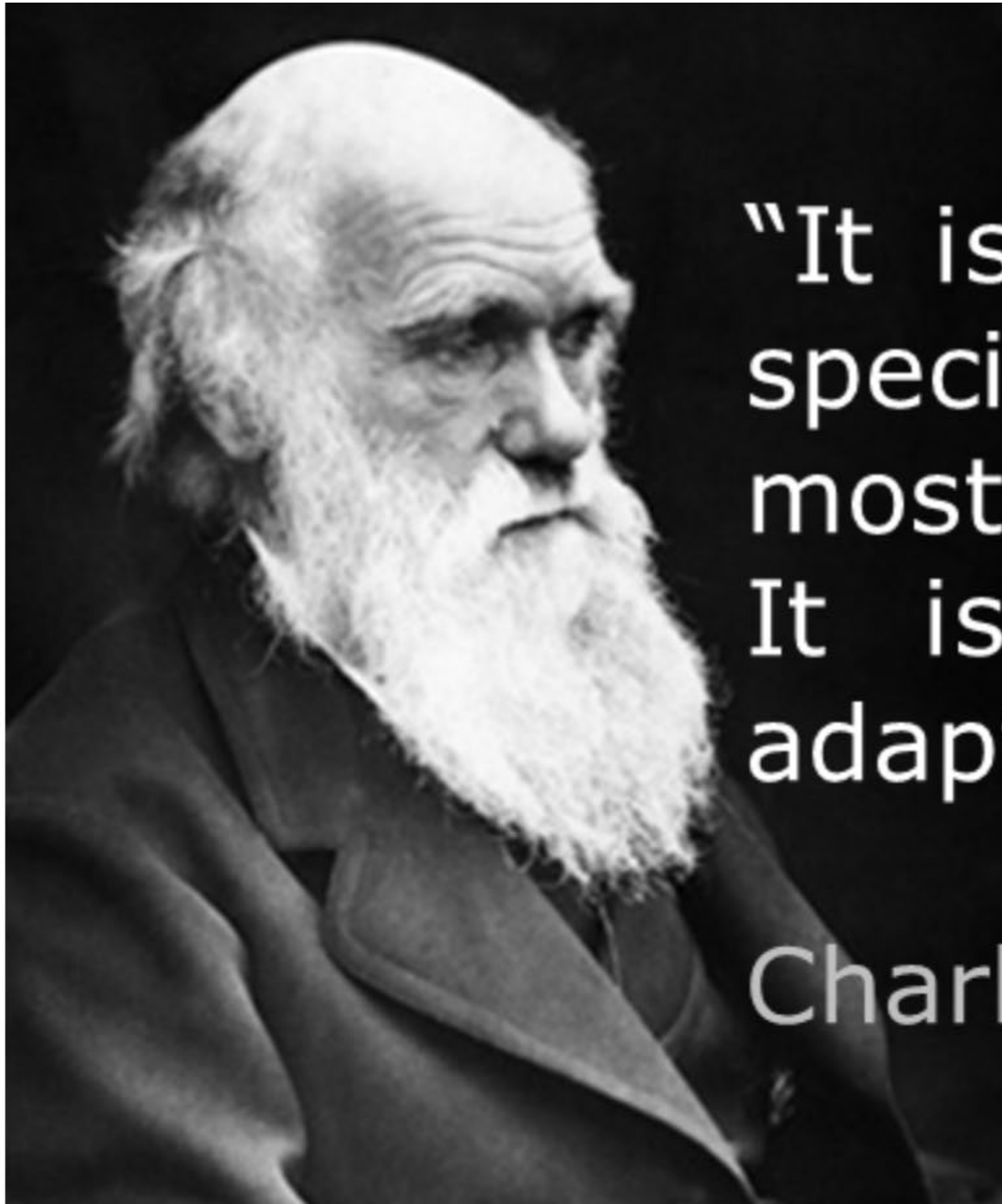
Melting polar
ice caps



Climate change

How is our environment changing?

- Further concentration – big is getting bigger
- New routes to market – online platforms
- Cross segmentation
- Further vertical integration
- More regulation – political and self imposed



“It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is most adaptable to change.”

Charles Darwin (1809 – 1882)

How is Iceland Seafood “adapting”?

1. Strengthening our sourcing side with closer collaboration with suppliers
2. Go deeper into markets with wider product offering and closer collaboration with customers
3. Invest in and automate our factories to increase quality, efficiency and be more competitive
4. Promote strong human capital – our employees are and will be our driving force for development
5. Working to improve ourselves every day to be on top in an extremely dynamic and competitive environment

**We are
Iceland Seafood**

