



SALMON PRODUCTION CAPABILITIES

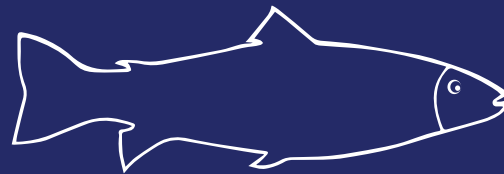
ICECO FISH – ONE OF THE FASTEST-GROWING FISH PROCESSING COMPANIES IN BALTIC COUNTRIES

Main business areas:

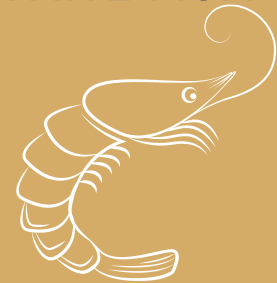
HERRING PRODUCTION



SALMON PRODUCTION



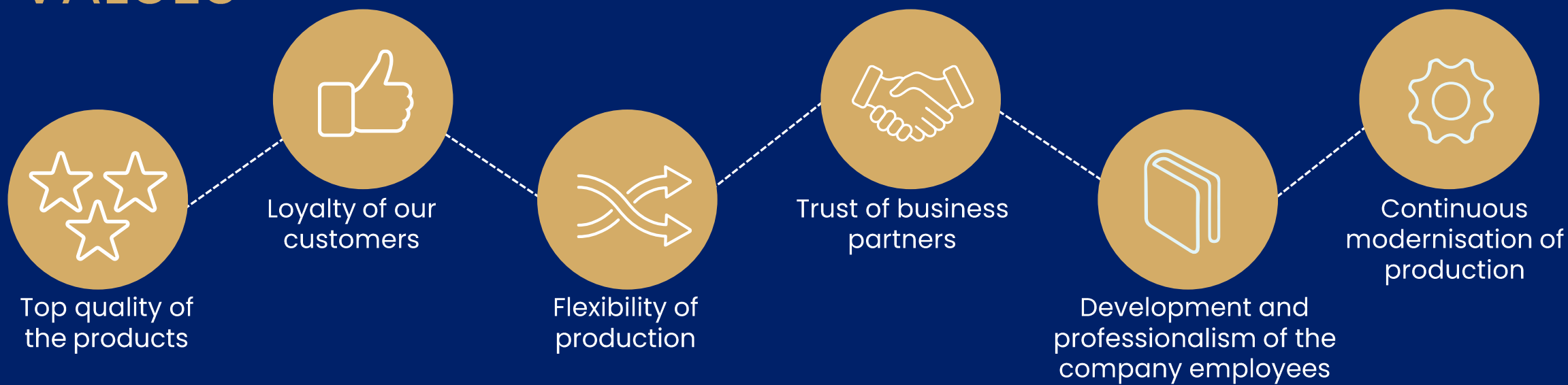
PARTIAL PROCESSING AND
PACKING OF SEAFOOD AND
WHITE FISH



OUR MISSION

To produce only top quality fish products and seafood, and to ensure that the existing and potential consumers use more fish in their diet

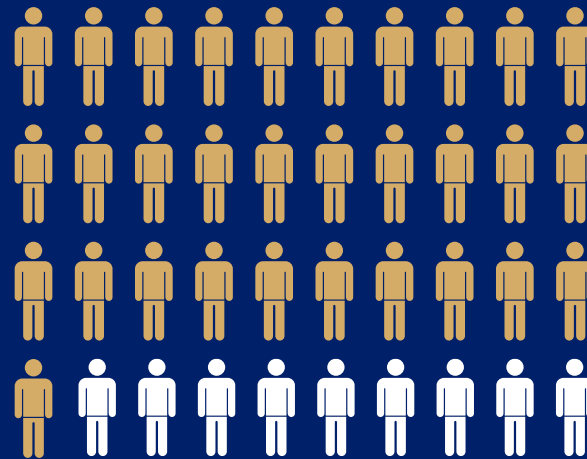
VALUES



Our strength is our people

250 + employees

- ✓ Production specialists with extensive experience
- ✓ A professional team of managers



THE MOST CERTIFIED FISH PROCESSING COMPANY IN THE BALTICS



ASC-C-00498

We are ASC certified.
Look for the aqua green ASC logo.



MSC-C-52086

We are MSC certified.
Look for the blue MSC label.

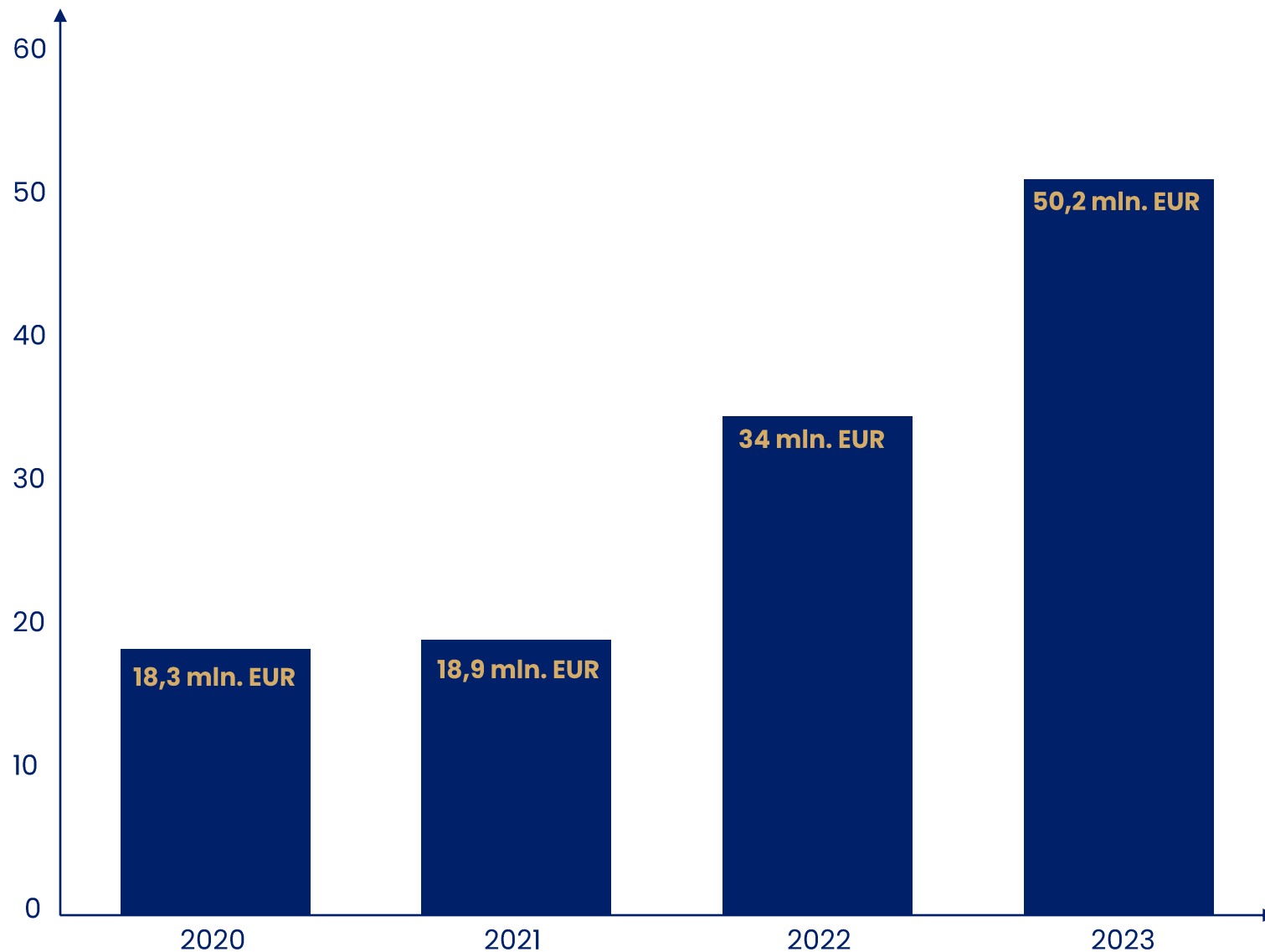


IFS system is implemented in **ICECO Fish** and production processes from raw materials to finished products are constantly reviewed by an internal audit team and external audit companies. ICECO FISH is certified ecological products manufacturer, GLOBAL G.A.P., ASC and MSC certified producer.

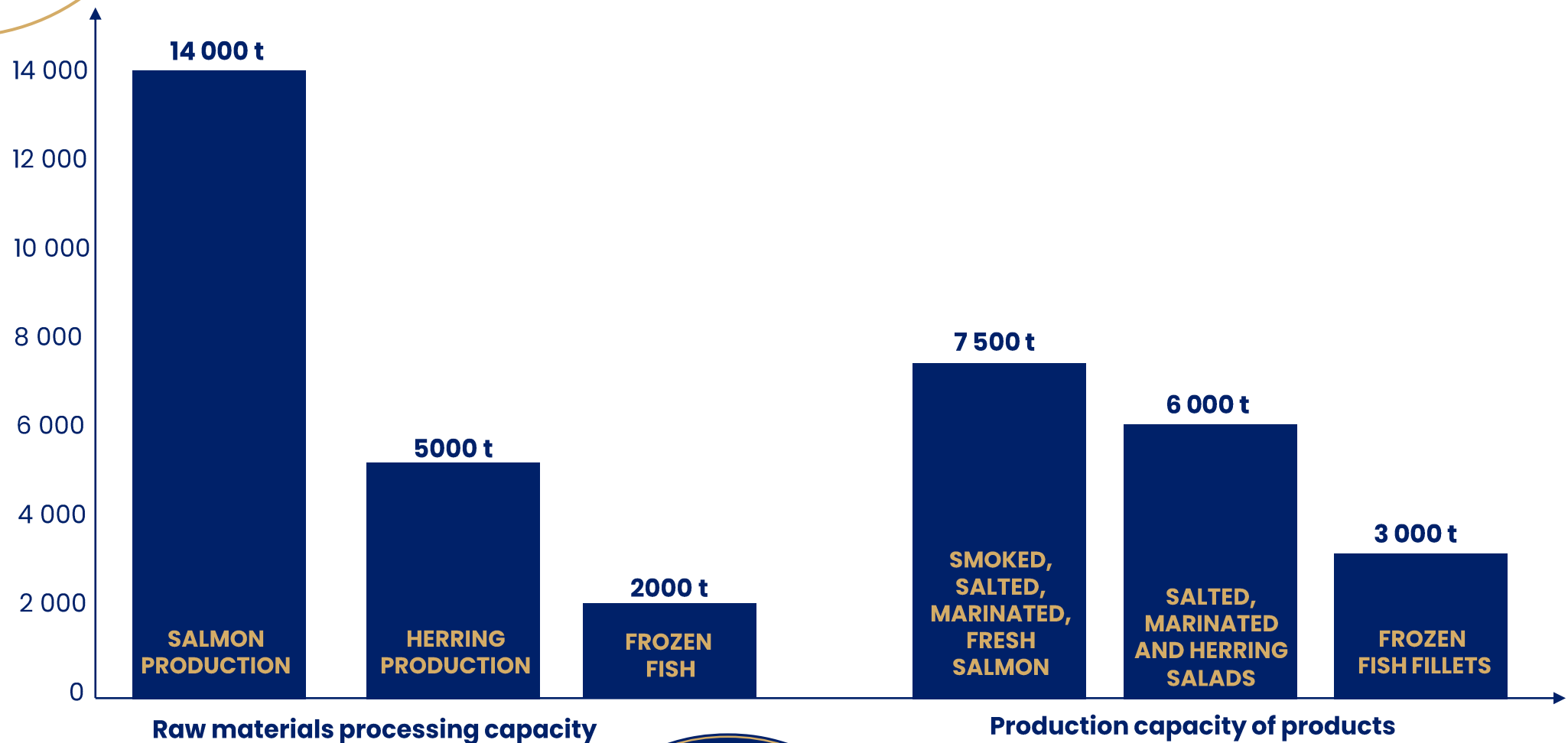




We are
financially
stable and
constantly
growing
company



Annual production capacity



Share of sales by fish category

74,3%

Salmon

20 %

Herring

5,7 %

Seafood and
White fish



We are experts in salmon production

SALMON is No.1 fish in our production range (approx. 70 % of the total revenue)

We have been improving our salmon production technologies for 16 years and are now able to offer top quality salmon products made from fish farmed in Norway.



Annual
capacity
14 000 tons

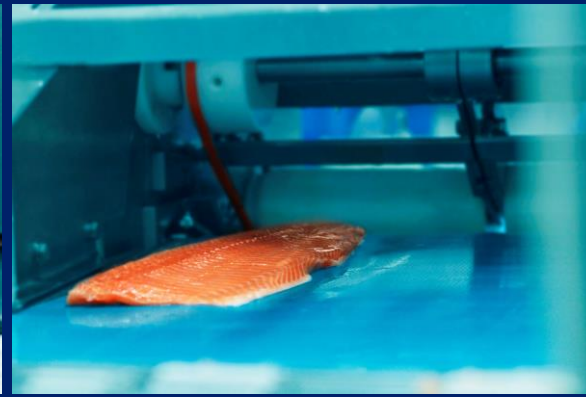
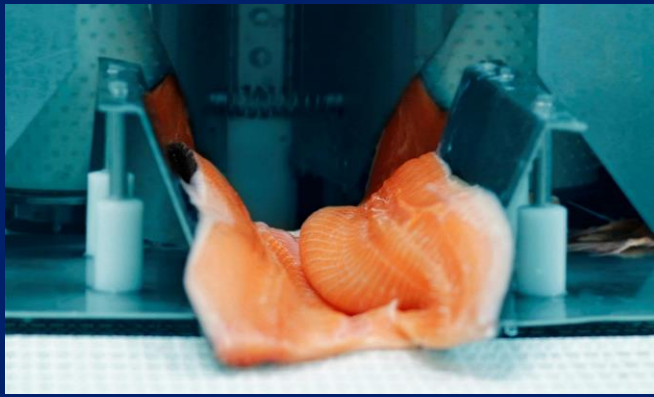


SALMON IS **NO.1** FISH IN OUR PRODUCTION RANGE (approx. 74 % of the total output)



SALMON PRODUCTION TECHNOLOGIES

We have been improving our salmon production technologies for 16 years and are now able to offer top quality salmon products made from fish farmed in Norway.



RANGE AND VARIATIONS OF SALMON

Salmon fillets / fillets
sliced / fillet portions /
cutlets / minced/ pieces

Cold smoked / hot
smoked / marinated /
salted / dried

Natural / with spices /
with sauce

Chilled / frozen

Various fillet trims available: TRIM A to TRIM E

Different cut depths: with brown meat to no brown meat

RANGE AND VARIATIONS OF SALMON



RANGE AND VARIATIONS OF SALMON



PACKAGING OPTIONS

- ✓ Vacuum or MAP (Modified atmosphere) packaging
- ✓ Possibility to pack in sleeve, box, shelf (display) boxes 50 g – 1000 g
- ✓ Print on sticker, laminate, sleeve and/or box
- ✓ Final product can be supplied chilled or frozen
- ✓ Variety of standard films: colors (transparent, black, white), thickness and texture
- ✓ Variety of standard trays: gold, silver, gold/silver, black, sucker available
- ✓ Can come with or without Euro hole
- ✓ Raw material types: standard (Norwegian Atlantic salmon, *SALMO SALAR*), ASC, GLOBALG.A.P., ORGANIC. Other salmon and trout breeds, country of origin available for substantial contracted orders, option to use client's supplied/ordered/contracted raw materials
- ✓ Custom films/trays/packaging available based on client needs for substantial orders

PACKAGING OPTIONS



PRIVATE LABEL PRODUCTION

- ✓ We manufacture private label products for the largest retail chains in the Western and Eastern Europe: ALDI, REWE, EDEKA, LIDL, METRO, COLRUYT, DELHAIZE
- ✓ The largest retail chains in the Baltic States trust the quality of our products: MAXIMA, RIMI, IKI and NORFA
- ✓ We are able to offer a wide range of salmon, herring and other fish products' processing and packaging services to our clients
- ✓ Due to our flexible production process, we are able to adapt it according to the clients' requirements and needs
- ✓ We produce both RETAIL and HORECA products

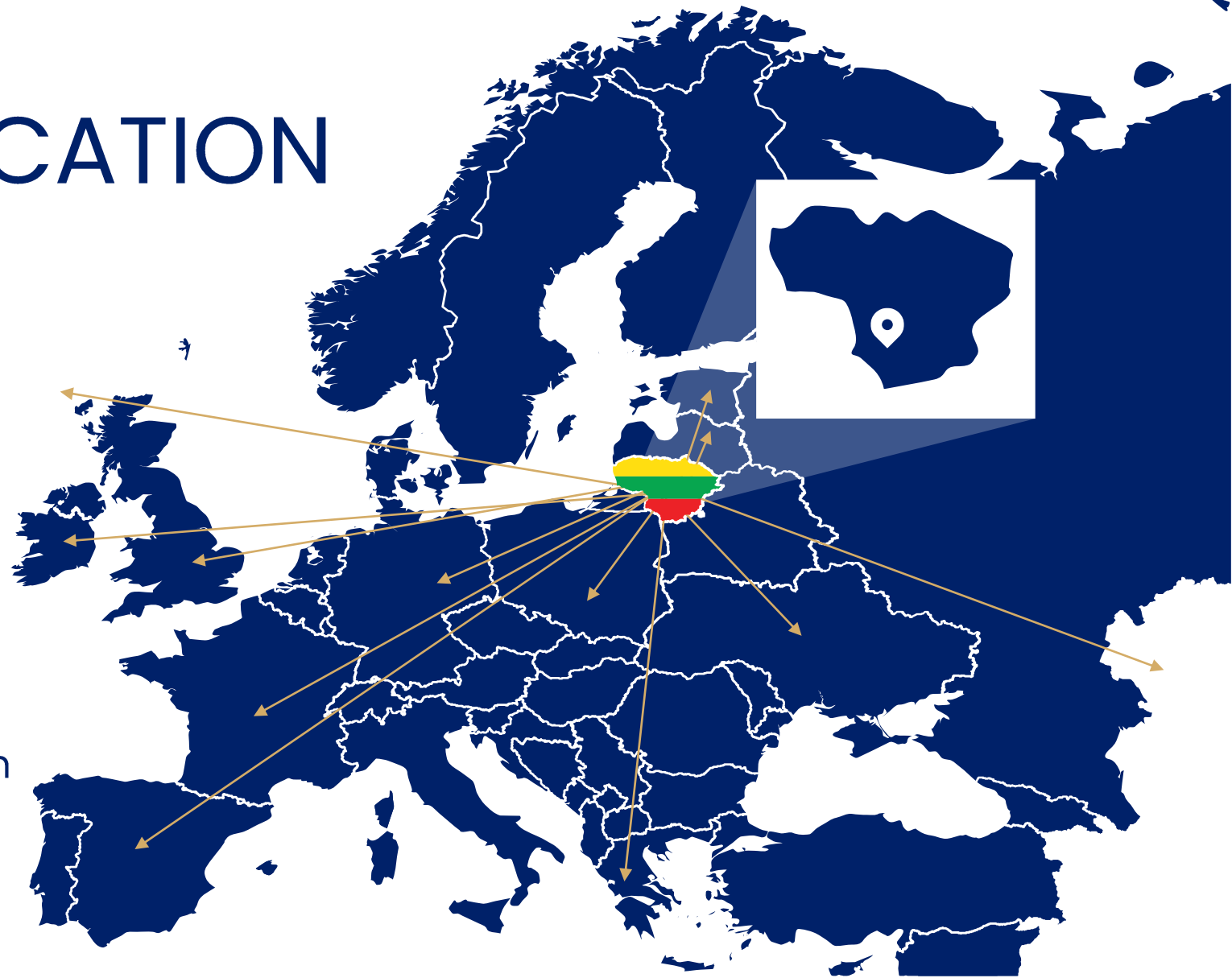


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ICECO FISH LOCATION

- ✓ Located in the South West of Lithuania with **easy access to all the Europe** by road or sea
- ✓ ICECO Fish company is based near Marijampole town, in the south-west of Lithuania and 30 km from the Polish border
- ✓ The international highway VIA BALTICA, which connects the countries of the Western Europe and the Baltic States, lies less than 5 km away from the factory
- ✓ The distance from the factory to the largest Baltic seaport in Klaipėda is 250 kilometers. Cargoes from Klaipėda Seaport are transported worldwide



OUR EXPORT SHARE IS **68 %**

WE ARE PROUD OF OUR BRAND **ZIGMAS**

We have been manufacturing products under ZIGMAS trademark for as long as 20 years. It is best-known and highly valued fish brand in Lithuania

ZIGMAS brand is associated with high quality, excellent taste and attractive packaging – **it is No. 1 customer choice**

More fish on every table!



OUR VALUE PROPOSITION

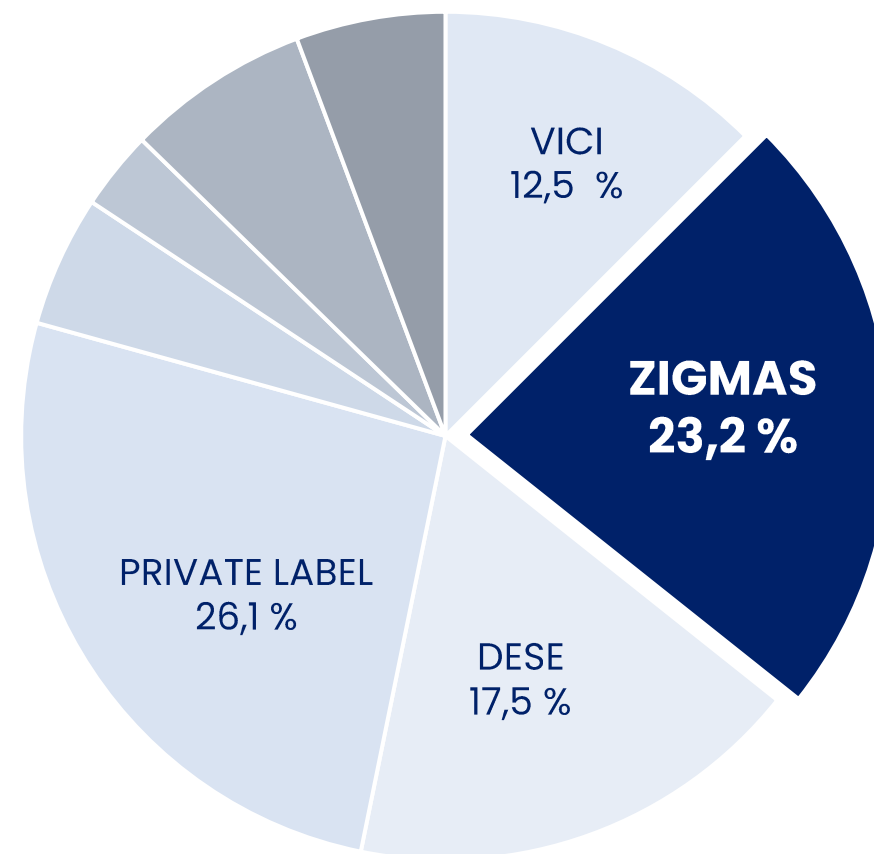
QUALITY goes first in our products

We follow the latest trends in food industry and offer INNOVATIVE TASTES

ZIGMAS products stand out for their ATTRACTIVE DESIGN and ERGONOMIC PACKAGING options

We own UNIQUE RECIPES with finely selected ingredients and DEEP KNOW-HOW

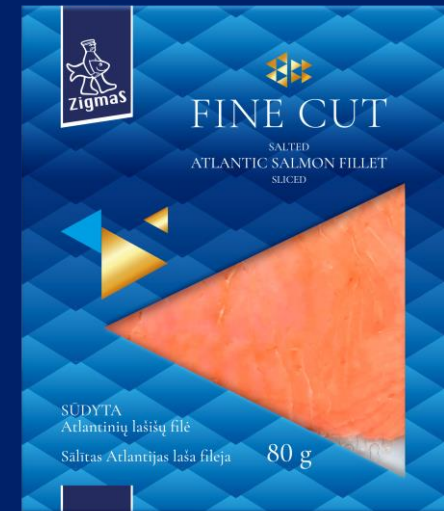
ZIGMAS brand is advertised in MOST EFFECTIVE and CREATIVE ways



2022 VALUE SHARE %



BEST QUALITY ZIGMAS SALMON PRODUCTS



ZIGMAS PRODUCTS HAVE BEEN AWARDED WORLDWIDE



ZIGMAS dried salmon
snacks

SIAL 2014
Innovation of the year
prize

France



ZIGMAS FINE CUT hot
smoked EUROPEAN EEL in
soy-ginger sauce

SEAFOOD 2023
Excellence global finalist

Spain



ZIGMAS cold smoked
salmon fillet

Lithuanian Product of the
Year 2015 Golden medal

Lithuania



ZIGMAS BISMARCK marinated
herring fillet pieces in
marinade with cranberries

SEAFOOD 2017
Excellence global finalist

Belgium



THANK YOU!
**We hope for a successful
business cooperation!**

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