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# COMPANY PRESENTATION

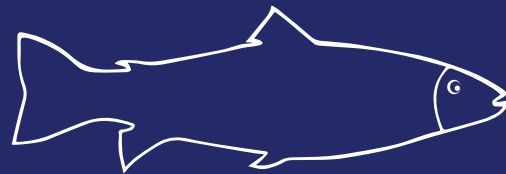
# ICECO Fish – one of the fastest-growing fish processing companies in Baltic countries

Main business areas:

HERRING PRODUCTION



SALMON PRODUCTION



PARTIAL PROCESSING AND  
PACKING OF SEAFOOD AND  
WHITE FISH



# Company timeline

ICECO Fish UAB has been gaining experience in the fish processing area since 1995 and is one of the leading companies in Lithuania now.

1995

KRAITENĖ UAB was established. It was one of the biggest food producers in Lithuania

2011

KRAITENĖ UAB was purchased by Lithuanian capital company ICECO UAB

2015

ICECO UAB was reorganised to separate production of fish products. ICECO Fish UAB was established.

2018

ICECO Fish UAB modernized most of its production facilities

2022

Solar panels and new salmon filleting equipment installed



# 2024 – 2026 investments in production equipment and infrastructure



## **Fish farm modernization**

Upgrades are being carried out with the most advanced fish farming technologies  
Projected production  $\approx$  500 t fish/year



## **Construction of logistic center**

Planned construction completion Q3 2025  
Area 4088 m<sup>2</sup>. Pallet spaces 7320  
Planned investments  $\approx$  7 million Eur



## **Production expansion Construction of a fish processing plant**

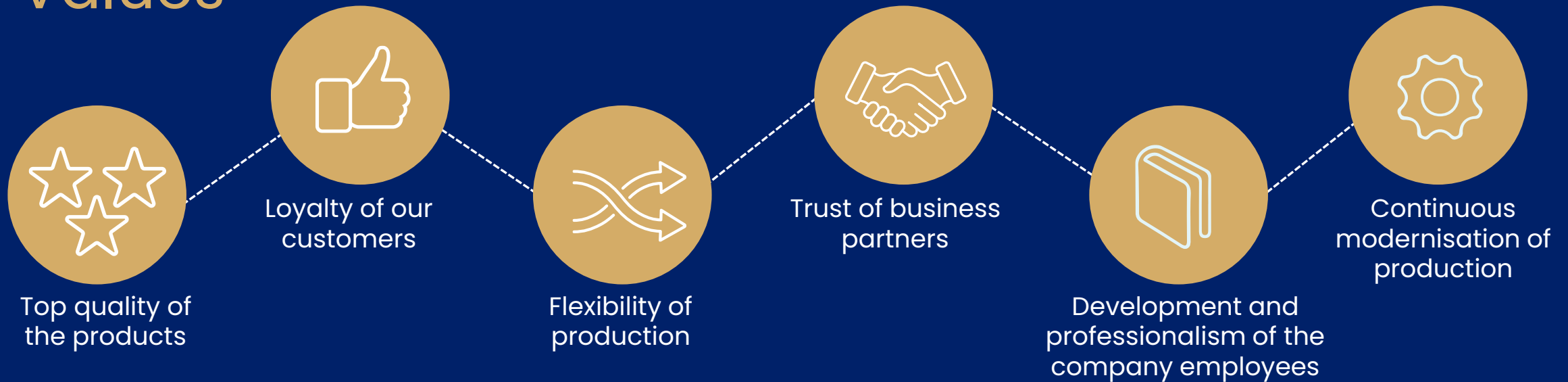
Planned construction completion Q3 2026  
Area 4861 m<sup>2</sup>  
Planned investments  $\approx$  10 million Eur



# 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

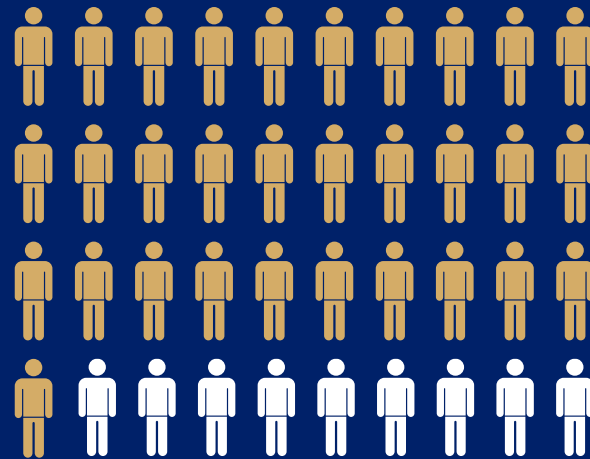
## Values



# 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.

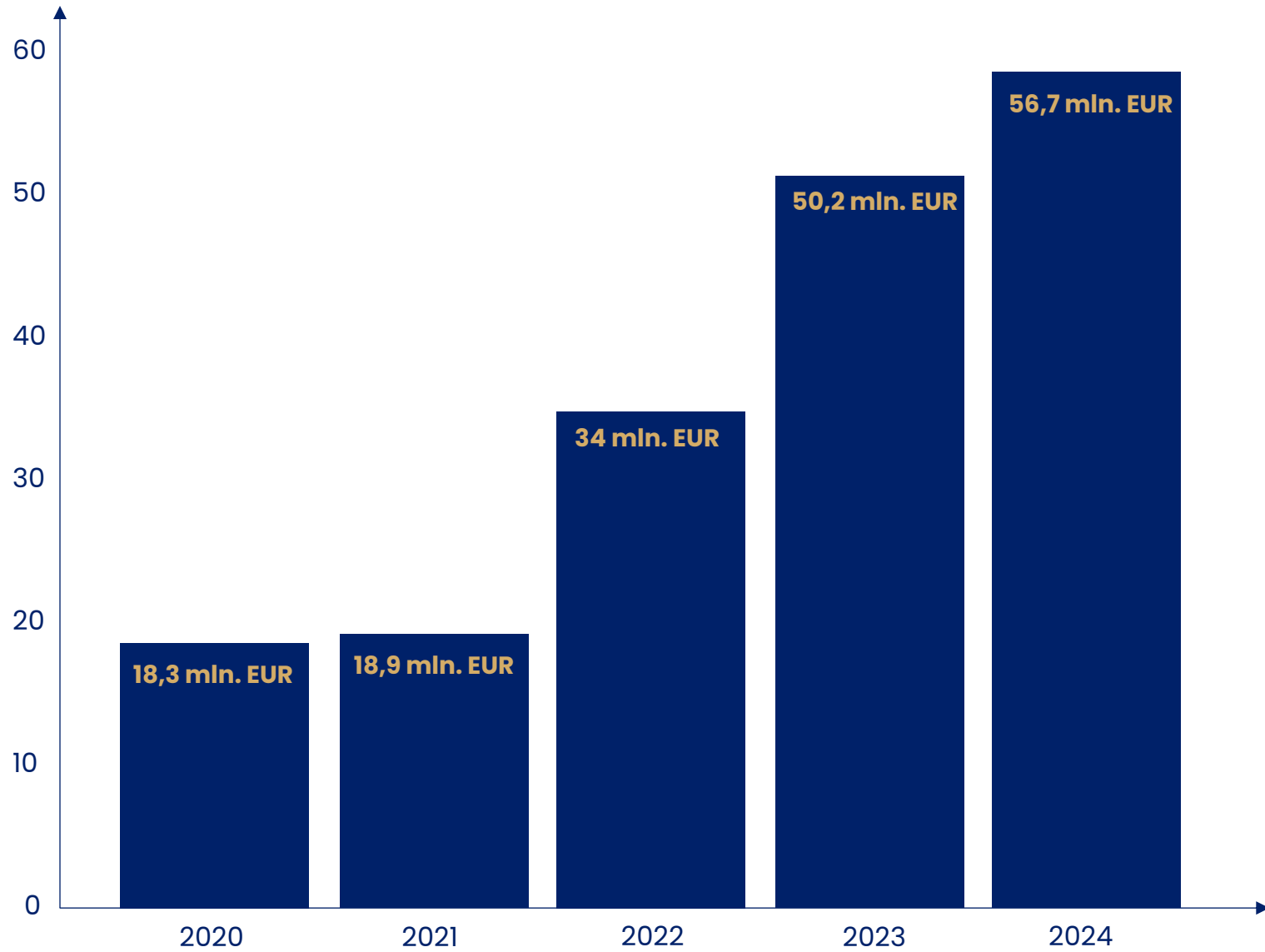


IFS system is implemented in **ICECO Fish** and production processes from raw materials to finished products are constantly reviewed by an internal audit team and external audit companies. ICECO FISH is certified ecological products manufacturer, GLOBAL G.A.P., ASC and MSC certified producer.



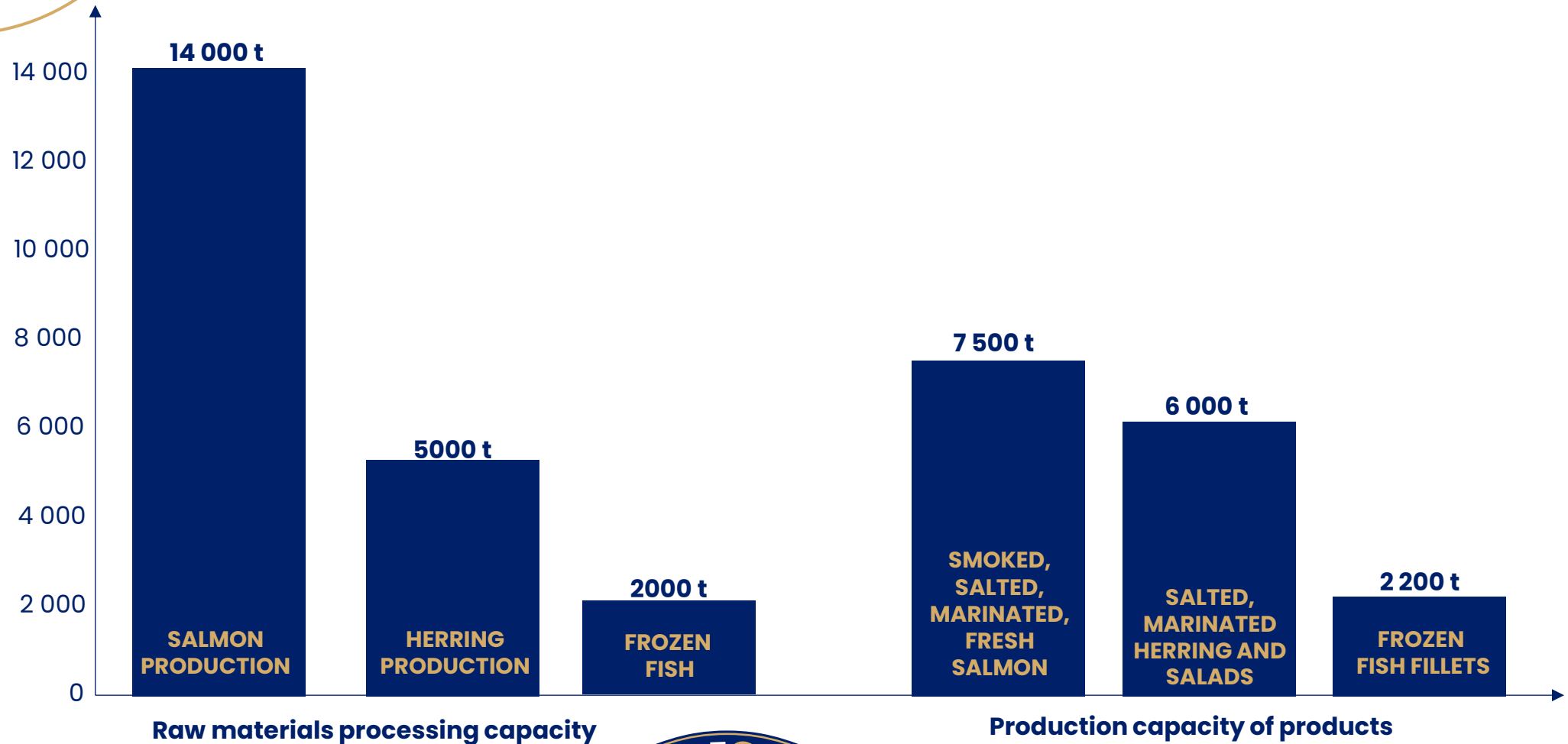


We are  
financially  
**stable** and  
constantly  
**growing**  
company





# Annual production capacity



# We are experts in salmon production

SALMON is No.1 fish in our production range (approx. 74 % 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**



# Range and variations of salmon

Cold smoked / hot  
smoked / marinated /  
salted / dried

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

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

# 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



# Share of sales by fish category

74,3%

Salmon

20 %

Herring

5,7 %

Seafood and  
White fish



# Long lasting traditions of herring production

Herring ranks as second according to the production share (approx. 20 % of the total revenue).

Our highly experienced production technologists develop herring products of exceptional taste, a feature loved by our clients.

Some of our oldest herring recipes date back to 1970's.



Annual  
capacity  
5 000 tons

# Range and variations of herring

Marinated / salted / cold smoked / hot smoked

Fillets / fillet pieces / rollmops / salad / cutlets / with head / head off

Chilled / frozen

Natural / with spices / with sauce / with other various ingredients

MAP / vacuum bag / plastic bucket / plastic box / plastic jar / metal can

# Processing and packing of **seafood** and **white fish**

While smaller in scale, the volume of white sea fish processed in our factory is growing continuously

We also process increasing volumes of seafood

Our production flexibility allows the usage of wide range of retail packaging types

## **Basic services:**

- ✓ Filleting / Glazing / Chilling
- ✓ Packaging in retail packages





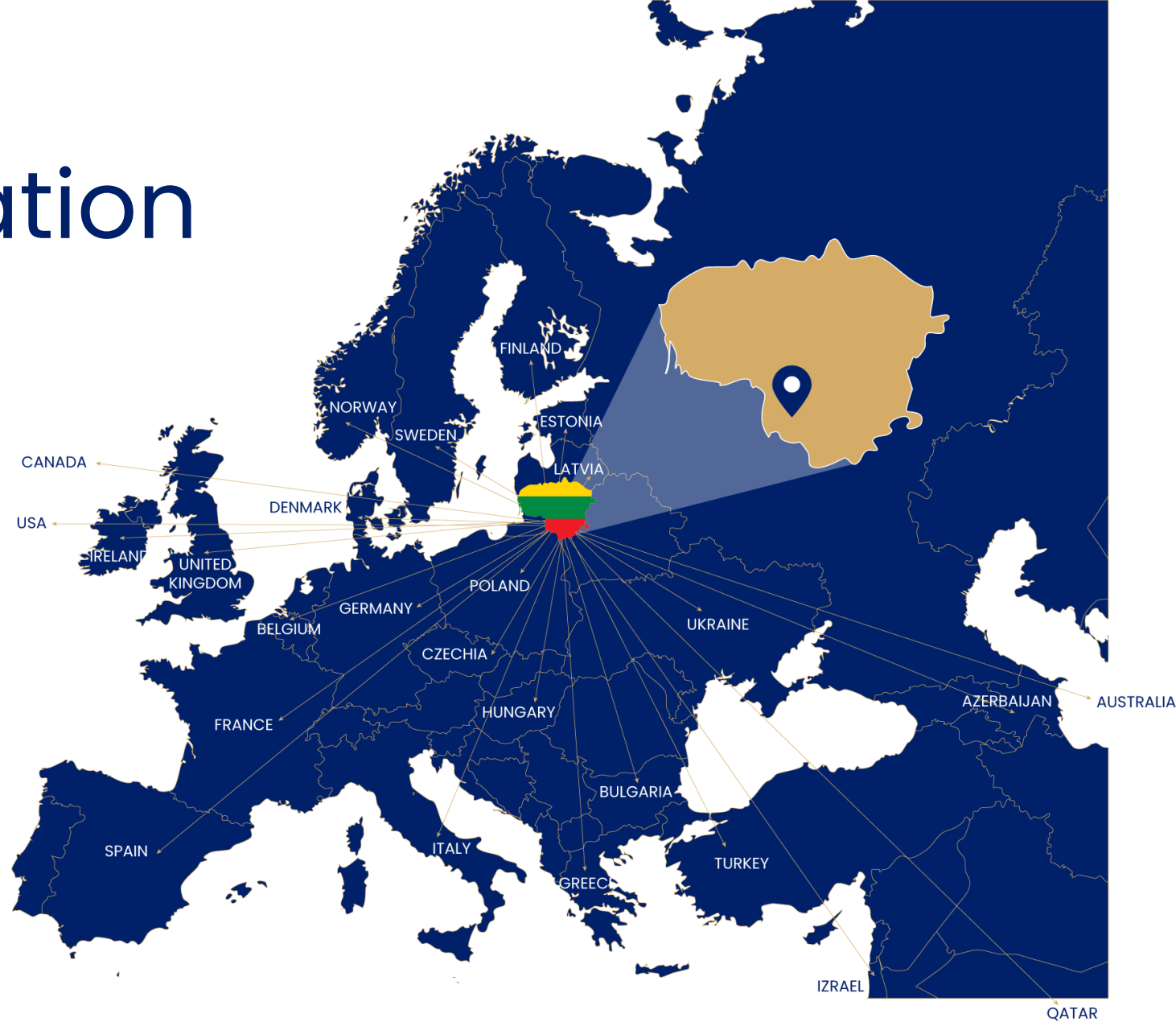
# Private label production

- ✓ 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



# 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

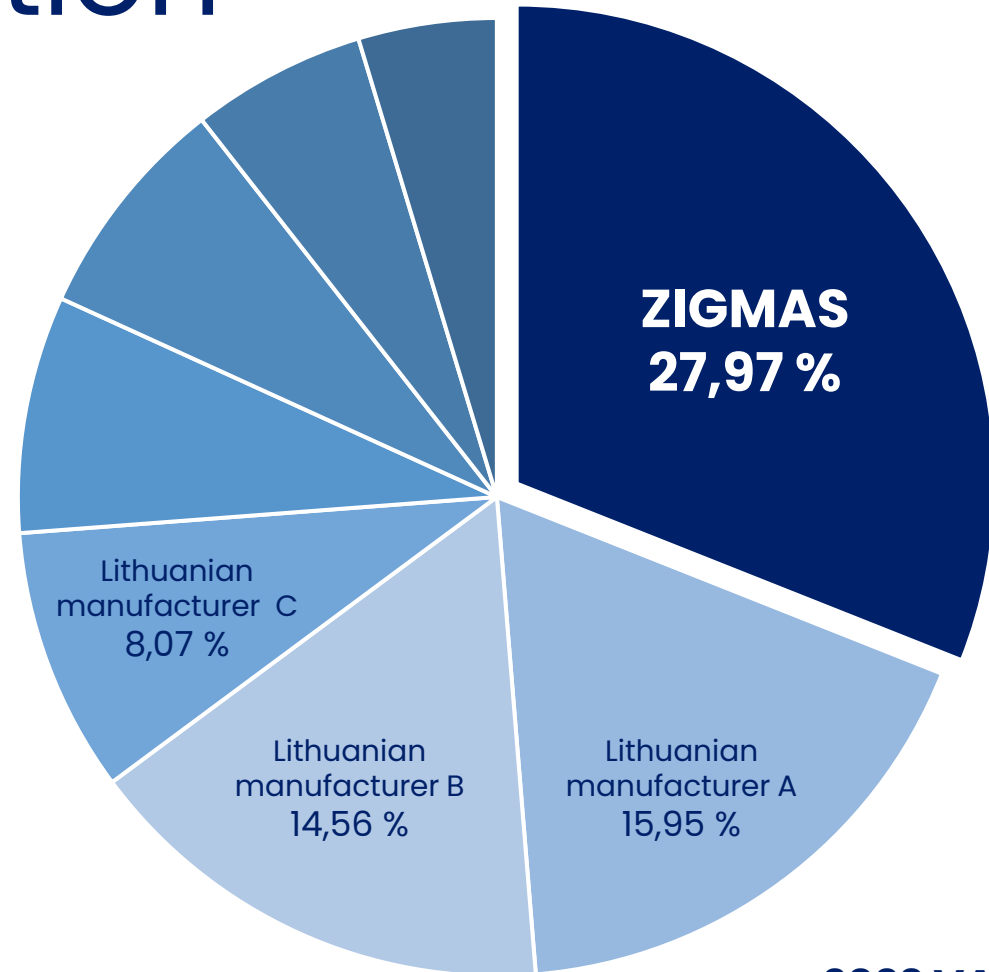
Quality goes first in our products

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

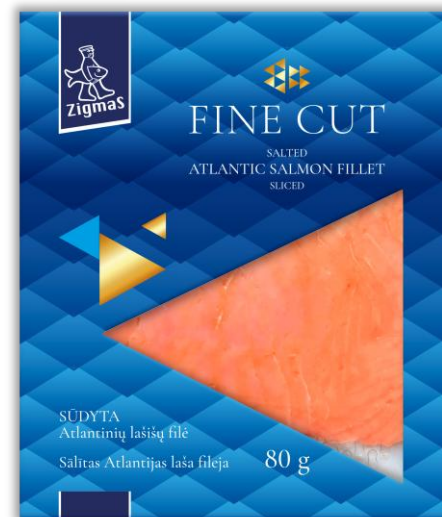
ZIGMAS brand is advertised in most effective and creative ways



**2023 VALUE SHARE %**

\* Branded products only  
(private label excluded)

# TOP QUALITY ZIGMAS SALMON PRODUCTS



# ZIGMAS herring products are modern, tasty and attractive



# Wide and modern ZIGMAS products assortment



# 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

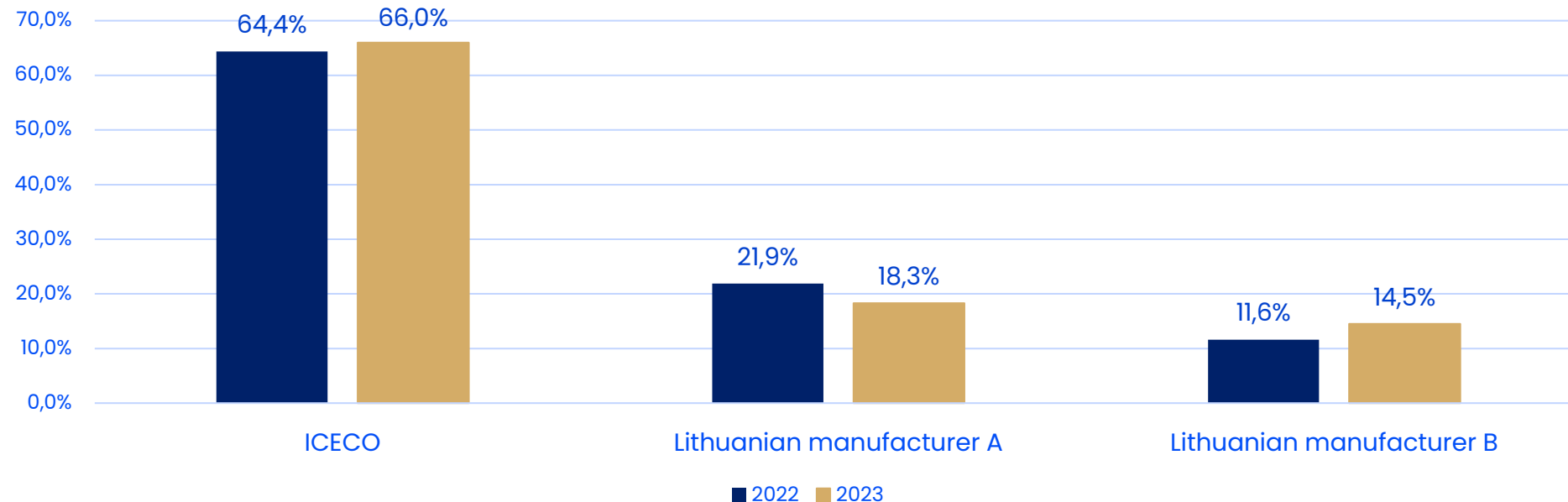
Belgium





# Our salmon products have unique taste and best quality

Our own brand ZIGMAS has the largest market share within all salmon producers.



# Our latest packing technology with protective films

- ✓ The only Lithuanian manufacturer offering tray-sealed herring packages
- ✓ No leaks of oil and marinade – the most hermetic package on the market
- ✓ The packages can be placed on their side and stacked in display boxes
- ✓ Hermetic film ensures maximum hygiene for consumers
- ✓ IML printed packages pop-ups on the shelves – looks attractive
- ✓ Easy-open packages – just grip and tear off the film
- ✓ Transparent film makes the product perfectly visible



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

Head of sales Lina Ruigienė  
[lina.ruigiene@icecofish.com](mailto:lina.ruigiene@icecofish.com)  
+370 610 33096

JSC "ICECO Žuvis"  
+370 343 92745  
[info@icecofish.com](mailto:info@icecofish.com)  
[www.icecofish.com](http://www.icecofish.com)



**Our contacts**