# FIFAX

Better fish for the world.

FINANCIAL STATEMENTS RELEASE 1 January 2024 – 31 December 2024 **FIFAX Plc's financial statements release January - December 2024 (unaudited)** Company release on 5 March 2025 at 9.00am

# Sales have successfully restarted and are expected to scale up significantly during spring 2025

#### Significant events in January–December 2024

The figures in brackets refer to the equivalent period in 2023.

- The company was able to start sales again in October and a total of 82 tonnes of gutted fish was delivered to customers in the last quarter of 2024. Sales totalled EUR 0.5 million.
- The fish stock amounts to 832 tonnes (59 tonnes) of fish of different sizes.
- The operating loss was EUR -6.0 million (EUR -6.7 million).
- The loss for the financial period was EUR -6.9 million (EUR -7.2 million).
- The company obtained loan funding of EUR 2.5 million in 2024. EUR 1.0 million was raised as convertible loans, EUR 1.0 million as delivery financing and furthermore the company was granted EUR 2.5 million in new long-term loans out of which EUR 0.5 million was drawn down as at 31 December 2024.
- The company has in 2023 and 2024 gathered a significant proportion of the funds required for the restart. However, further financing is required to complete the restart of the entire production facility.



## Significant events after the period

- On 17 January 2025 and 12 February 2025, Fifax received a total of EUR 0.6 million in tax refunds for the difference in electricity tax for tax classes I and II for the years 2018-2021. The Tax Administration has decided to refund the amount in accordance with the decision of the Administrative Court of Helsinki of 23 October 2024. However, the Tax Administration has appealed the Administrative Court's decision, and it has therefore not yet become legally binding.
- On 5 February 2025, Fifax received a convertible loan of EUR 0.25 million.
- On 21.2.2025, Fifax received EUR 0.1 million partial payment of the investment grant of 0.3 million from the European Maritime, Fisheries and Aquaculture Fund (EMFAF) in relation to one of the ongoing investment projects.
- Fifax has received an extension to the liquidity waiver until 31.5.2025 on the long-term loans.



## Samppa Ruohtula, CEO

During 2024, our focus gradually shifted from restart and technical improvements to operations and sales.

We continued the planned development measures and ramped gradually up the farming capacity, so that all production units at the Eckerö facility are now in use. The hatchery and fingerling production ran at full speed throughout the year. A total of 11 batches of eggs have been introduced in the hatchery so far since the restart in March 2023, and the fish stock increased to 832 tonnes during the year.

At the same time, we prepared for the restart of deliveries together with our customers, and as a central element of this work we announced at the end of July a significant frame agreement with Kalavapriikki Oy. As perhaps the most important step, we resumed commercial deliveries on 7 October 2024, when we harvested fish for the first time after a break just over two years.

Since the sales start, deliveries have continued weekly, and the overall quality of the delivered fish was good. Both the HOG<sup>1</sup> - yield and the share of superior quality fish have maintained on a good level, and all fish harvested have been sold. In total, we have delivered fish for more than one million euro since October, and the fish stock has at the same time increased to approximately 870 tons.

To ensure the stability of the technical and biological processes, great care was taken with the start-up of each part of the facility. As new units could not be started at the same rate as the fish stock increased, the density was occasionally high in some tanks and extra caution was required to be exercised. As a result, the first batches show a slightly wider size spread and lower average growth than expected, therefore the full delivery run-rate has been a bit delayed vs the plans.

The long-term outlook for land-based aquaculture continues to be promising. Demand for fish overall is generally estimated to exceed supply in the foreseeable future, while global challenges – climate change, emissions and eutrophication, as well as environmental risks related to fisheries and conventional fish farming – limit opportunities to increase volumes in conventional ways. Geopolitical developments in recent years have also raised the issue of security of supply and the importance of local food production.

We therefore consider our continued work to be very meaningful. With the progress we have made so far, we are part of a small group of land-based pioneers globally who have come this far, and who actively produce fish. Fifax has accumulated unique know-how in the industry, and we believe this will be valuable in the future. In 2025, we will focus on optimizing the fish stock and its composition for stable state production, and on a controlled increase of the average harvest weight, and on continuous improvement of the biological performance. Above all, we look forward to delivering as stable volumes of high-quality rainbow trout as possible to our customers. We aim to provide an estimate on the production volumes for 2025 in connection with the half-year report in August. We can now also start to look ahead and gradually begin to plan investments in new production capacity.

Finally, I would like to thank once again all our employees, our customers, and our financiers for their dedicated and positive work and support throughout the demanding recovery period. Now we are "back in business" and can finally shift our focus from ramp-up to commercial operations and stabilisation of the production.



## **Key figures**

FINANCIAL KEY FIGURES	<b>7-12.2024</b> <sup>(1)</sup>	<b>7-12.2023</b> <sup>(1)</sup>	1-12.2024 <sup>(1)</sup>	1-12.2023
EUR thousand				
Revenue	464	0	464	0
Operating profit (loss)	-3,047	-3,348	-6,005	-6,669
Result for the financial period	-3,532	-3,633	-6,858	-7,225
Earnings per share, undiluted				
and diluted (EUR) <sup>(2)</sup>	-0.05	-0.06	-0.09	-0.15
Cash flow from operating activities	-2,504	-2,878	-5,472	-5,165
Investments	-74	-373	-560	-718
Cash and cash equivalents	523	4,055	523	4,055
Equity ratio %	56 %	79 %	57 %	79 %
Average full-time employees	27	16	23	17
Salaries and compensations, total	1,055	926	1,973	1,764
Balance sheet total at the end of the period	20,694	22,249	20,694	22,249
Number of outstanding shares				
at the end of the period <sup>(3)</sup>	75,019,554	75,019,554	75,019,554	75,019,554
Weighted average number of outstanding				
shares during the period <sup>(3)</sup>	75,019,554	56,393,771	75,019,554	47,734,743
OPERATIONAL KEY FIGURES	<b>7-12.2024</b> <sup>(1)</sup>	<b>7-12.2023</b> <sup>(1)</sup>	1-12.2024 <sup>(1)</sup>	1-12.2023 <sup>(1)</sup>
Fish stock at the beginning of the period, tonnes	337	2	59	0
Fish stock at the end of the period, tonnes	832	59	832	59
Fish produced, HOG tonnes	82	0	82	0

<sup>1</sup> Unaudited

<sup>2</sup> Potentially dilutive instruments consist of convertible loans that could be converted into shares under the terms and conditions loan. As the company has incurred a loss, these instruments do not have a dilutive effect on the calculation of earnings per share. Therefore, earnings per share undiluted and diluted are the same.

<sup>3</sup>The number of outstanding shares at the end of the period and the calculation of the weighted average number of outstanding shares during the period exclude the 150,000 shares that the company holds.

#### Calculation of key figures:

Earnings per share, undiluted (EUR) = Net result for the financial period/Weighted average number of outstanding shares during the period

Earnings per share, diluted (EUR) = Net result for the financial period/Weighted average number of outstanding shares during the period including (+) the number of any diluting shares

Investments = Investments in tangible and intangible assets as in the cash flow statement

Equity ratio % = (equity + equity-termed capital loans) / (total assets - prepayments received)



## Market outlook

Fifax farms and sells ecologically sustainable and healthy rainbow trout using an ultra-intensive implementation of RAS (Recirculating Aquaculture System) technology. Up to 99.7 % of the water used in the process is purified and recirculated. Phosphorus, nitrogen and other by-products of farming are recovered and therefore do not contribute to the eutrophication of the sea, thus also reducing the climate impact compared to fish farming at sea. There is strong demand for sustainably farmed and locally produced fish, and Fifax's customers have welcomed deliveries of all the fish we have produced. Fifax has also received positive feedback on the quality of fish.

Strong food megatrends support the growth of sustainable fish farming. Important factors influencing the food market include the following:

- Consumers' increasing awareness of the health effects of their diet.
- Greater climate and environmental awareness and pursuit of sustainable development and a circular economy, as well as consumers' corporate responsibility requirements. This trend is particularly pronounced in the markets around the Baltic Sea, which Fifax primarily targets.
- Increased demand for locally produced food.
- Demand for food free from antibiotics, chemicals and pesticides.

While the demand for fish is increasing, the supply of fish is limited. Currently, catches of wild fish exceed sustainable limits in large parts of the world's oceans, and the seas in Europe are particularly vulnerable<sup>2</sup>. New limitations are also placed on sea-based farming. For example, new taxation has been introduced in Norway for sea-based farming to compensate for the usage of natural resources. In Finland and Sweden, in turn, the possibilities to acquire new permits for sea-based farming are very limited. At the same time the areas suitable for conventional fish farming at sea are limited and increasingly exposed to the growing environmental risks resulting from climate change, which further increases the risk level and costs for sea-based farming.

Land-based aquaculture is an important solution to meet the growing demand for fish and for supplying fish with significantly smaller environmental and climate impacts than conventional sources. The protected and stable RAS farming environment makes it possible for Fifax to offer fresh fish continuously all year round, which the company's management considers a strong competitive advantage. Moreover, the aquaculture environment of an RAS facility is better protected against the contaminants and diseases found in sea water, providing a safer environment for fish and, ultimately, healthy food for consumers.

Fifax focuses primarily on the Finnish and Swedish markets. In Finland, the demand for fish has doubled since the 1980s. The supply side relies heavily on imported fish, which accounted for 65 % of the fish consumed in Finland in 2023<sup>3</sup> and for around 74 % of the fish consumed in Sweden in 2019<sup>4</sup>. In both countries, consumers are increasingly prioritising domestic and locally produced food<sup>5</sup>. The current global situation increases the focus on security of supply and locally produced food. The market supply of domestic fish traditionally consists of caught fish and fish farmed using conventional methods in sea pens, which are heavily influenced by seasonal and temperature changes. The capacity of our Eckerö facility corresponds to approximately 11 %<sup>6</sup> of the consumption of salmon and rainbow trout in Finland.

<sup>&</sup>lt;sup>6</sup> Natural Resources Institute Finland (Luke) – Luken meri- ja sisävesien ammattikalastusta, vesiviljelyn tuotantoa, kalan jalostusta ja ulkomaankauppaa koskevat tilastot.



<sup>&</sup>lt;sup>2</sup> Food and Agriculture Organization of the United Nations (FAO).

<sup>&</sup>lt;sup>3</sup> Natural Resources Institute Finland (Luke) – Luken meri- ja sisävesien ammattikalastusta, vesiviljelyn tuotantoa, kalan jalostusta ja ulkomaankauppaa koskevat tilastot.

<sup>&</sup>lt;sup>4</sup> Hornborg, S., Bergman, K., Ziegler, F. (2021). Svensk konsumtion av sjömat. Research Institutes of Sweden (RISE) 2021.

<sup>&</sup>lt;sup>5</sup> Kantar TNS Agri (2019). n=1014

#### **Growth strategy**

Fifax's vision is to be a forerunner in large-scale aquaculture with a minimal impact on the environment. Consumers are increasingly aware of the environmental impacts of food production, which is boosting demand for sustainably produced protein sources. This is emphasised especially in Fifax's key markets in the Baltic Sea region.

#### **RESTART AND IMPROVEMENT INVESTMENTS**

In connection with the resumption of aquaculture activities that began in 2022, the company has invested in the facility's biosecurity, production efficiency and energy efficiency. Some elements of the investment programme are still ongoing. The improvements include the development of processes and procedures, technological upgrades, and a compartmentalisation of the facility into a larger number of hygiene zones featuring separate water flows. These measures will improve fish growth, water quality and biosecurity, while reducing the environmental impact of operations.

We also aim to maximise the value of by-products from our production. The nutrient-rich side-streams from production, which mainly consist of sludge, fish trimmings and fish that died before slaughter, are currently used in feed and fertilisers.

#### **DEVELOPING AND ESTABLISHING A SUSTAINABLE BRAND**

The company aims to increase the value of its products by further processing fish into consumer products and by investing in sales and marketing. The aim is to establish the company's own brand in order to increase awareness of the company and its products among customers and consumers.

Fifax's facility in Eckerö has been ASC certified since 2022. It is audited annually, and in 2024 the audit was conducted by DNV. The ASC standards for sustainable aquaculture impose high demands on environmental and social responsibility.

#### COMMERCIALISING THE ACCUMULATED KNOW-HOW

Land-based aquaculture based on RAS technology is growing globally, with significant investments in production capacity in different parts of the world. Fifax is one of the pioneers in the sector and has built up valuable specialist competence in the establishment, operation and maintenance of RAS facilities. This offers Fifax an attractive opportunity to productise its process competence in a growing market and leverage its position as a forerunner in the field by setting up an advisory and licensing business.

#### **EXPANSION THROUGH REPLICATION IN THE LONG TERM**

When the current production facility reaches full capacity, the company plans to expand its operations by investing in additional capacity in other locations. Additional production facilities will offer operational scale advantages and diversify operational risks. With the expansion, Fifax also expects to achieve moderate cost advantages through the replication of structures and technology, as well as through a faster start-up of production.

To accelerate the implementation of various elements of its strategy, the company is also looking into potential acquisitions.



#### SUSTAINABILITY

Sustainability is a key element of our strategy, and we have specified targets for the climate and environmental impact of our fish during continuous, full-scale operations. According to the targets set, Fifax's land-based, ultra-intensively farmed fish have a considerably smaller climate and environmental impact than conventionally farmed fish, as the sludge is collected and therefore does not affect the sea through eutrophication or the build-up of methane gas. The company continues to optimise its energy use and production process to improve efficiency in the use of feed, oxygen and water purification chemicals. The nutrient-rich side streams resulting from production, which mainly consist of sludge, fish trimmings and fish that died before slaughter, are currently used in feed and fertilisers. Fifax continues to investigate options for refining side streams to generate higher added value.

#### **Objectives**

In 2025 we focus on the following areas:

- Continued optimisation of the composition of the fish stock for stable-state production
- Controlled increase of the average harvest weight
- Continuous improvement of the biological performance

The company aims to provide an estimate for the 2025 production volumes in connection to the halfyear report 20 August 2025.

Our long-term targets (before the end of 2030) are:

- Expansion of operations through additional plants
- Significant revenues from advisory and licensing business
- Revenue exceeding 125 million euro
- EBITDA exceeding 25 percent of sales

#### **Operational development**

The restart of operations after the virus outbreak in 2022 is approaching completion, and in autumn 2024 the company resumed sales of gutted fish. The fish stock has grown larger than ever before in the company's history and the company continues the stabilization of the production and the scale-up of the harvest volumes.

All units of the facility are in use. The hatchery and fingerling unit continue in full production, and by the end of 2024 a total of 11 batches of eggs had been introduced. All three grow-out units are in use. The fish stock amounted to 832 tonnes at year-end, which is within the planned variation range for capacity-based levels. At the time of publishing of the financial statements release the fish stock reached approximately 870 tonnes.

Farming progressed well and most of the improvements to strengthen biosecurity and aquaculture technology planned in connection with the restart could be made, although some measures in the third grow-out unit still remain. The improvements made have contributed to stronger aquaculture conditions and better water quality, resulting in overall stronger growth and lower mortality than before. The farming was, however, affected by the restart itself, as special care must be taken when starting up the biological processes used for water treatment in each part of the facility. Furthermore, the start-up of the third grow-out unit was somewhat delayed due to the financing situation. Temporary feeding breaks



and high density in individual tanks therefore challenged the growth of the batches, while it has not yet been possible to implement all improvement measures. This unfortunately contributed to somewhat greater variation than expected in the size spread and growth of the first batches, which affects the full scaling-up of sales.

At the end of July, the company entered into a long-term framework delivery agreement with Kalavapriikki Oy, comprising deliveries of 1,200 tonnes of gutted fish in 2025, which correspond to approximately 40 % of the nominal capacity of the plant. The company began the delivery of HOG-fish on 7 October, after an interruption of just over two years. In the last quarter of the year, a total of 82 tonnes HOG was delivered. All the fish that was harvested could be sold and the quality of the fish was at a high level, with a higher HOG yield and share of superior quality fish than before the production break. Since the restart of sales in October until the time of publishing of the financial statements release, the company has cumulatively delivered fish for more than EUR 1 million.

The fish sold so far has consisted of relatively small fish compared to previous deliveries. This choice was made to get sales underway earlier, and the harvest size will gradually be increased during 2025. The size increase is expected to improve the sales prices. However, the average price achieved was strong compared to market prices, especially given the average size of the harvested fish.

During the year, the focus was on completing the restart, so that developing the consulting and licensing activities that utilise Fifax RAS expertise is still at an early stage, but recruitment and preparations, as well as early discussions with potential customers, are ongoing.

#### **Revenue and results**

#### The figures in brackets refer to the equivalent period in 2023.

In autumn 2024, the company was able to resume sales after the virus outbreak in 2022. Revenue from 1 January to 31 December 2024 amounted to EUR 0.5 million and deliveries totalled 82 tonnes of gutted fish. During the comparison period, the company had no revenue.

During the year, the company built up the fish stock from 59 tonnes to 832 tonnes, a large proportion of which consists of fish that will reach harvest size in the spring of 2025. Purchases of materials and services mainly used for aquaculture during the year (such as fish eggs, feed, electricity, oxygen and chemicals) are therefore offset by the increase in inventory value resulting from the growth in the fish stock. Materials and services costs during the period amounted to EUR 0.3 million (EUR 0.2 million).

Personnel expenses were EUR 2.0 million (EUR 1.8 million). The number of employees increased in connection with the start of harvest in October 2024. The company had an average of 23 (17) employees, converted to full-time equivalents, in 2024.

Other operating expenses were EUR 2.5 million (EUR 3.2 million). Expenses in the same period of 2023 include a non-recurring item totalling EUR 0.7 million related to the rights offering, private placement and conversion issue undertaken during the period.

Depreciation according to plan amounted to EUR 1.7 million (EUR 1.6 million).

The operating loss amounted to EUR -6.0 million (EUR -6.7 million) and the result for the financial year was EUR -6.9 million (EUR -7.2 million).



## Balance sheet, financing and investments

The figures in brackets refer to the equivalent period in 2023.

Investments amounted to EUR 0.6 million (EUR 0.9 million). The investments in 2024 concerned improvements in biosecurity and water quality related particularly to the grow-out units restarted during the period. Some investments were postponed, due to the financing situation.

On 31 December 2024, non-current assets amounted to EUR 16.2 million (EUR 17.3 million).

Current assets amounting to EUR 3.2 million (EUR 0.4 million) on 31 December 2024 consisted mainly of the fish stock at EUR 3.0 million and 832 tonnes of fish, as well as feed and chemicals for the water treatment process.

Receivables totalled EUR 0.8 million (EUR 0.5 million) on 31 December 2024, of which EUR 0.5 million were short-term receivables (EUR 0.3 million).

Cash and cash equivalents totalled EUR 0.5 million (EUR 4.1 million) on 31 December 2024.

Total assets amounted to EUR 20.7 million (EUR 22.2 million) on 31 December 2024.

Equity totalled EUR 10.8 million (EUR 17.7 million) on 31 December 2024.

Liabilities amounted to EUR 9.9 million (EUR 4.6 million) on 31 December 2024, of which EUR 5.3 million consists of loans from financial institutions, including EUR 0.5 million in new loans taken out in 2024. In addition, current liabilities on 31 December 2024 comprised EUR 1.0 million in convertible loans drawn, EUR 1.0 million in short-term delivery financing and EUR 1.4 million in advances on sales planned to be delivered in 2025.

The balance sheet totalled EUR 20.7 million (EUR 22.2 million).

According to the payment plan in force on the balance sheet date for the previous loan of EUR 3.8 million, the following loan payment is due on 1 October 2025, and the loan must be fully repaid by 31 December 2026. According to the payment plan, part of the interest on the loan is not to be paid until 31 December 2026, and the amount of EUR 0.4 million on 31 December 2024 is therefore included in non-current accrued liabilities. The terms and conditions for the loan require a minimum equity ratio of 30 %, which on 31 December 2024 was 52 %<sup>7</sup>. The terms also require that the company's cash and cash equivalents exceed EUR 1.0 million, however an exemption ("waiver") up through 31 May 2025 has been obtained for this requirement. The loan terms also include an EBITDA-based covenant, for which an exemption ("waiver") was obtained in previous periods and will continue until the end of the loan period.

The company has also agreed on a loan of EUR 2.5 million from the Nordic Environment Finance Corporation (NEFCO), of which EUR 0.5 million was drawn down in November 2024 and included in noncurrent debt on 31 December 2024. The next tranche of the loan expected to be drawn down shortly. According to the terms and conditions for the loan, the following repayment of the loan falls due on 10 February 2026 and the loan must be fully repaid by 10 February 2033. The terms and conditions for the loan assume a minimum equity ratio of 30 %, on 31 December 2024 the equity ratio was 52 %<sup>8</sup>, and that the company's cash and cash equivalents exceeded EUR 1.0 million, for which an exemption ("waiver") was obtained up through 31 May 2025.

In addition to the short-term element of loans from credit institutions, current liabilities on 31 December 2024 include the convertible loans taken out during the period. According to the loan agreements, the principal amount and accrued capitalised annual interest at 15 % must be repaid on 25 June 2025 or 31



<sup>&</sup>lt;sup>7</sup> According to loan agreement terms: Equity / Total Assets

<sup>&</sup>lt;sup>8</sup> According to loan agreement terms: Equity / Total Assets

October 2025, respectively. The loan is unsecured. The principal and capitalised interest may be converted into shares under certain conditions, in connection with the company acquiring funds through a share issue and in the event of special exit events.

Current liabilities also include the loan of EUR 1.0 million received in the form of delivery financing from Arvo Sijoitusosuuskunta, the repayments are to be offset against 60 % of the payments on invoices for particular deliveries. The loan will fall due on 31 May 2025.

The company has also been granted investment support of EUR 0.3 million related to the restart's investments in biosecurity and water quality, and which can be drawn down once the investments have been completed. The company has also applied for investment grants related to certain risk management measures and to increase delivery capacity, which is also an element of the plans for the restart.

Fifax has paid electricity tax in accordance with electricity tax class II since the company was established. The company has applied for adjustment of this for the years 2018-2021. The Administrative Court of Helsinki issued a decision on 23 October 2024 that the lower electricity tax class should be applied to Fifax. The Tax Administration has in January 2025 decided to refund the amount in accordance with the decision of the Administrative Court of Helsinki of 23 October 2024. However, the Tax Administration has appealed the Administrative Court's decision, it has therefore not yet become legally binding and no claim for electricity tax has been recognised on the financial statements on 31 December 2024, pending a decision from the Supreme Administrative Court. In total, approximately EUR 0.6 million was returned at the beginning of 2025.

The financing received is not sufficient for the working capital needs, loan amortisations and to complete the last phase of the restart. However, the Board of Directors considers that there are good preconditions to obtain further financing in the form of equity or loan capital to safeguard the continued operations. The financial statements have therefore been prepared as a going concern.

However, a material uncertainty exists at the time of publishing of the financial statements release, as there are no guarantees for obtaining the required funding to complete the last phase of the restart. Further information is available in the section *Going concern and financing*.

#### **Going concern and financing**

Since the IHN virus outbreak at the facility in 2022 the company has completed a large share of the planned actions in relation to the operational restart and the sale of head on gutted fish recommenced in the autumn 2024. Sales were initially started with small fish and the harvest size is planned to be increased gradually during 2025. A larger size is expected to give a higher average price for the fish sold. The fish stock at the time of publishing of this financial statements release has reached some 870 tonnes. Growth and mortality have, as a whole, improved in comparison to the operations prior to the production break.

The company has in 2023 and 2024 gathered a significant proportion of the funds required for the restart. Nonetheless, liquidity has been limited and some of the planned improvement investments had to be postponed. The farming conditions during the re-start have further contributed to an adverse variation in fish stock growth and size spread, especially in the first batches. These factors have delayed the sales start and create some uncertainty in the upscaling of deliveries and revenue to full scale.

Additional funds are needed in the short term for the purchase of production inputs and to complete the improvement investments that support the development and growth of the fish stock to optimal harvest size, and in the longer term to ensure that can be scaled up to a sufficient extent, to also ensure that the loans can be repaid. With this background, the board has evaluated the assumption of going concern up to the date of publishing of the financial statements release.



The company's management has prepared a financial forecast for the following 18 months. Until the company can use its own revenue to finance its continued operation, it is dependent on additional financing to scale up the fish stock, deliveries and thereby revenue. The management and the Board of Directors are continuing their efforts to secure the financing and operational conditions required.

During the period up to the publication of this report, the following measures were implemented:

- The company has during 2024 obtained long term loans of EUR 0.5 million, short-term convertible loans of EUR 1.0 million, short-term delivery financing of 1.0 million as well as a prepayment on sales of EUR 1.4 million.
- After 31 December 2024, the company has received an additional EUR 0.25 million in convertible loans and EUR 0.1 million of the, in total EUR 0.3 million, investment grant from the European Maritime, Fisheries and Aquaculture Fund. The company also expects to receive the next tranche of EUR 1.0 million of the EUR 2.5 million long-term loan.
- The company has also applied for EUR 0.8 million in investment grants from the European Maritime, Fisheries and Aquaculture Fund in relation to further investments related to the restart.
- Management is currently exploring alternative solutions for further financing.

At the beginning of 2025 liquidity was also strengthened as the company received EUR 0.6 million in energy tax refund.

The obtained financing is not sufficient to complete the last phase of the restart, i.e. the scaling up of the harvest volumes, and to complete the improvement investments to support the development and growth of the fish stock to optimal harvest size until the company can finance operations from its own revenue and to safeguard the repayments of the loans.

As there are no guarantees for obtaining sufficient financing on the date of publishing of this financial statements release to satisfy the working capital needs, the loan amortisations and to finalize the last phase of the re-start, there is a material uncertainty factor that may cast significant doubt on the company's ability to continue as a going concern. However, the Board of Directors considers that there are good preconditions to obtain further financing in the form of equity or loan capital to safeguard the continued operations and has therefore decided to prepare the financial statements as a going concern.

#### **Risks and uncertainties**

The company operates in a relatively new industry for land-based aquaculture and is in the final stages of a complete restart of operations after the virus decontamination of the facility due to the discovery of IHN infection in the summer of 2022. The company needs funds in the short term to achieve full capacity and optimal harvest size of the farmed fish, and in the longer term to repay the loans. The company also has liquidity covenants in its loan agreements that require a certain liquidity level to be maintained. There are no guarantees that sufficient financing will be available on time, on favourable terms, or at all for the company's continued operations.

The management and the Board of Directors are working continuously to obtain the required financing, and despite the uncertainty in securing the financing, the company did succeed in negotiating sufficient capital in previous years.

Operational risks concern aquaculture operations. Significant risks include technological and biological factors that can negatively affect the growth and mortality of the fish stock and in the worst case may halt production. Biological risks may lead to extensive decontamination efforts. The production environment, water quality and fish stock are monitored continuously (24/7), and the facility's processes, procedures and technical structures (including hygiene areas, ozonation, UV) are designed to optimise the entire system, and also restrict, detect and address any disturbances, to ensure the well-being and safety of the fish stock. Factors such as feed conversion, growth and mortality rate have a significant



impact on profitability and are directly related to the well-being of the fish stock. Disruption in one part of the production chain can have ripple effects in other parts across the biological growth cycle of the fish, while uneven production and potential quality problems in delivered fish can erode confidence in the company's supply chain and lead to financial losses.

The biosecurity of the facility has been improved, after the IHN virus outbreak in 2022, for example by enhanced ways of working and adopting technical improvements, such as increased UV and ozone treatment of water and the aquaculture facility's division into a larger number of hygiene zones than before. The risk of a similar incident occurring in as closed a facility as Fifax's is considered minor, and the recent improvements in biosecurity further reduce the risk. However, risks can never be eliminated completely.

Market trends affect demand and the prices that can be obtained for our fish, which in turn affect the conditions for profitability. However, the demand for sustainably farmed, locally produced fish is expected to remain very strong.

Environmental risks relate to water treatment and the potential for uncontrolled discharges. Fifax has almost completely closed water circulation within the facility, with generally insignificant emissions. All waste generated at the facility is recycled and handled through established processes by third parties. The environmental impact is not currently at a level that requires an environmental permit.

The geopolitical uncertainties resulting from Russia's invasion of Ukraine, as well as the sanctions imposed in response to the invasion, do not directly affect Fifax, as the company's operations are based in Eckerö, its customers are in Finland and Sweden, and raw materials and other supplies are sourced from suppliers in Scandinavia and Western Europe. As the situation also affects the Baltic Sea, such as through cable breaks and marine pollution, situations might arise that affect Fifax's electricity and water supply.

However, management believes these uncertainties will have an indirect impact on Fifax through the development of market prices for energy, feed and other raw materials, as well as salmon. Sudden changes in market prices also carry the risk that price increases cannot always be fully transferred to sales prices in the short term. Uncertainties also affect the availability of financing and expansion plans.

#### **Annual general meeting**

The company's annual general meeting was held on 23 May 2024. At the meeting, the Board members and Chair of the Board were elected for a term of office that expires at the 2025 annual general meeting.

The annual general meeting resolved to re-elect Panu Routila, Ulf Toivonen, Eduard Paulig, Lars Eric Gustafsson and Robin Blomqvist as Board members and to elect Riikka Koskenohi as a new Board member. Panu Routila was re-elected as Chair of the Board. PricewaterhouseCoopers Oy was chosen as auditor, with Ylva Eriksson, authorised public accountant, as the principal auditor.

The annual general meeting also authorised the Board to decide on the issuance, or private placement, of shares and transfer of the company's own shares, as well as the issuance of special rights entitling to shares, in accordance with Chapter 10, Section 1 of the Limited Liability Companies Act. The authorisation covers a maximum of 15,033,910 shares, corresponding to approximately 20 % of all the shares in the company. The authorisation is valid until the end of the next annual general meeting, or 21 November 2025.



#### The company's shares

The company has a single share class, and each share entitles the holder to one vote at a general meeting of shareholders. The shares have been issued in accordance with Finnish law and are registered in the Finnish securities system that is maintained by Euroclear Finland Oy. All Fifax shares have equal rights to dividends and other distributions of company assets.

The total number of outstanding shares on 31 December 2024 was 75,169,554.

On 31 December 2024, the company held 150,000 of its own shares, or 0.2 % of the total number of shares.

On 31 December 2024, the CEO and Board members held, directly or via companies under their control, a combined total of 540,228 shares in Fifax Plc (0.7 % of all the shares and votes).

#### **Personnel and management**

Name	Position
Samppa Ruohtula	Chief Executive Officer
Linda Lindroos	Chief Financial Officer
Eevertti Vetriö	Fish Master
Niclas Jansson	Production Officer
Jarkko Alho	Commercial Director
Kimmo Jalo	Chief Technology Officer

The company had 23 (17) employees on average, expressed as full-time equivalents, in 2024.

#### The Board's proposal on the use of distributable funds

Distributable funds amount to EUR 10.738.273.14, of which losses for the financial period total EUR - 6,858,169.81. The Board proposes to the annual general meeting that the loss for the financial year be transferred to retained losses and that no funds be distributed from distributable shareholders' equity.

#### **Annual general meeting**

Fifax Plc's next annual general meeting is planned to be held on Thursday, 8 May 2025. The Board will send out invitations to the meeting at a later date.



## **Financial reporting**

The company publishes a half-year report for the first six months of the year and a financial statements release and the financial statements for the full financial year, which is the calendar year.

The Annual Report (including the Financial Statements, the Board of Directors' Report and the Auditor's Report) for 2024 will be published no later than in the week starting on 10 March 2025 (week 11).

The half-year report for January-June 2025 is planned to be published on 20 August 2025.

The Financial Statements and the Board of Directors' report for the 2024 financial year, and the half-year report for the first six months of 2025, will be published via a company announcement and on the company's website <u>https://fifax.ax/en/investors/reports-and-presentations</u>.

#### Webcast

A webcast will be made at 12.30pm on 5 March 2025.

The webcast will be made in English and can be followed live at: <u>https://events.inderes.com/fifax/2024-results</u>

The press conference materials will be published separately at <u>www.fifax.ax.</u>

A recording of the webcast will be made available on the company's website. Personal data collected in connection with the webcast will not be used for any other purpose.

#### **Additional information**

CEO Samppa Ruohtula, +358 40 559 8812, samppa.ruohtula@fifax.ax

#### **Certified advisor**

The certified adviser is Aktia Alexander Corporate Finance Oy, +358 50 520 4098.



## **Income Statement**

EUR thousand	7-12.2024	7-12.2023	1-12.2024	1-12.2023
REVENUE	464	0	464	0
Other operating income	4	0	4	123
Materials and services	-323	-85	-323	-220
Personnel expenses	-1,055	-926	-1,973	-1,764
Depreciation, amortisation and impairment	-844	-811	-1,670	-1,596
Other operating expenses	-1,293	-1,526	-2,507	-3,212
OPERATING PROFIT (LOSS)	-3,047	-3,348	-6,005	-6,669
Financial income and expenses	-485	-284	-853	-556
LOSS BEFORE APPROPRIATIONS AND TAXES	-3,532	-3,633	-6,858	-7,225
RESULT FOR THE FINANCIAL PERIOD	-3,532	-3,633	-6,858	-7,225



## **Balance Sheet**

TOTAL EQUITY AND LIABILITIES

EUR thousand	31.12.2024	31.12.2023
ASSETS		
NON-CURRENT ASSETS		
Tangible assets	16,176	17,287
Shares in group companies	10	10
TOTAL NON-CURRENT ASSETS	16,186	17,297
CURRENT ASSETS		
Inventories	3,205	357
Long-term receivables	273	273
Short-term receivables	506	267
Cash and cash equivalents	523	4,055
TOTAL CURRENT ASSETS	4,507	4,952
TOTAL ASSETS	20,694	22,249
EQUITY AND LIABILITIES		
EQUITY		
Share capital	80	80
Reserve for invested unrestricted equity	76,404	76,404
Retained earnings (loss)	-58,808	-51,582
Result for the financial period	-6,858	-7,225
TOTAL EQUITY	10,818	17,676
LIABILITIES		
Non-current liabilities		
Loans from financial institutions	3,686	3,826
Accrued payables	428	0
Total non-current liabilities	4,114	3,826
Current liabilities Loans from financial institutions	1 ( 11	0
	1,641	0
Convertible loans Prepayments received	1,000 1,362	0
Accounts payable	947	116
Other payables	39	47
Accrued payables	772	583
Total current liabilities	5,761	746
TOTAL LIABILITIES	9,875	4,572



22,249

20,694

## **Cash Flow Statement**

EUR thousand	7-12.2024	7-12.2023	1-12.2024	1-12.2023
Cash flow from operating activities				
Loss before appropriations and taxes (-)	-3,532	-3,633	-6,858	-7,225
Adjustments (+/-):				
Depreciation and amortisation according to plan	844	811	1,670	1,596
Financial income and expenses	485	284	853	556
Cash flow before change in working capital	-2,203	-2,538	-4,335	-5,073
Change in working capital:				
Change in trade and other receivables	-221	303	-239	972
Change in inventories	-1,915	-301	-2,848	-318
Change in trade and other payables	2,002	130	2,297	-203
Cash flow from operating activities				
before financial items and taxes	-2,337	-2,407	-5,126	-4,622
Interest paid and other financial expenses	-167	-470	-347	-542
Net cash flow from operating activities (A)	-2,504	-2,878	-5,472	-5,165
Cash flow from investments				
Investments in tangible and				
intangible assets (-)	-74	-579	-560	-874
Investment grants received	0	156	0	156
Net cash flow from investments (B)	-74	-373	-560	-718
Cash flow from financing activities				
Paid-in equity increase	0	3,801	0	8,952
Non-current loans from financial institutions	500	0	500	0
Current loans from financial institutions	1,000	0	1,000	0
Convertible loans	500	0	1,000	0
Net cash flow from financing activities (C)	2,000	3,801	2,500	8,952
Net change in cash and cash equivalents,				
increase (+) / decrease (-)	-578	551	-3,532	3,070
Cash and cash equivalents at				
the beginning of the financial period	1,101	3,505	4,055	985
Cash and cash equivalents at the end of the financial period	523	4,055	523	4,055



#### Accounting principles of the financial statements release

Information presented in this financial statements release is prepared in accordance with good accounting practice and in accordance with Finnish Accounting Standards (FAS). The scope of the financial statements release corresponds to the requirements set out in First North Growth Market Rulebook, Section 4.4.6. The figures presented in this financial statements release have not been audited. The figures are presented in thousands of euros and have been rounded to the nearest figure. Therefore, in some cases, totals of columns or rows may deviate from the presented total.

For information about the company's going concern, see the section *Going concern and financing*.

#### COMPARABILITY OF INFORMATION IN THE ANNUAL ACCOUNTS

On comparing information in the financial statements with the previous financial period, the following should be taken into account:

During 2023 and 2024, the fish stock was gradually rebuilt during the restart of operations after the evacuation of the facility due to the IHN virus outbreak and the subsequent virus decontamination. In 2023, the hatchery and fingerling unit was started up, and at the end of the period one of the three growout units was started up, while in 2024 the second and third grow-out units were started up, and harvesting recommenced in autumn 2024. Since production costs are directly related to the extent of the aquaculture activities and the size of the fish stock, and thereby increased from 2023 to 2024, the financial periods are not immediately comparable.

The March 2023 rights offering, the June 2023 conversion issue and the December 2023 private placement entailed non-recurring expenses of EUR 0.7 million, which are presented under other operating expenses in the income statement for the period January-December 2023.



# Statement of changes in equity

#### EUR thousand

		Reserve for invested		
		unrestricted	Retained	
7-12.2024	Share capital	equity	earnings (loss)	Total equity
Equity at the beginning of the period	80	76,404	-62,134	17,676
Result for the financial period	0	0	-3,532	-3 532
Equity at the end of the period	80	76,404	-65,666	10 818

7 40 0000		Reserve for invested unrestricted	Retained	
7-12.2023	Share capital	equity	earnings (loss)	Total equity
Equity at the beginning of the period	80	72,604	-55,175	17,508
Private placement 5 December 2023	0	3,801	0	3,801
Result for the financial period	0	0	-2,443	-2,443
Equity at the end of the period	80	76,404	-58,808	17,676

1-12.2024	Share capital	Reserve for invested unrestricted equity	Retained earnings (loss)	Total equity
Equity at the beginning of the period	80	76,404	-58,808	17,676
Result for the financial period	0	0	-6,858	-6,858
Equity at the end of the period	80	76,404	-65,666	10,818
		Reserve for invested unrestricted	Retained	
1-12.2023	Share capital	equity	earnings (loss)	Total equity
Equity at the beginning of the period	80	66,845	-51,582	15,342
Rights offering 30 March 2023	0	5,151	0	5,151
Conversion issue 14 June 2023	0	608	0	608
Private placement 5 December 2023	0	3,801	0	3,801
Result for the financial period	0	0	-7,225	-7,225
Equity at the end of the period	80	76,404	-58,808	17,676



## **Collaterals and commitments**

EUR thousand	31.12.2024	31.12.2023
Loans from financial institutions		
Loans from financial institutions	4,326	3,826
Total loans from financial institutions	4,326	3,826
Given guarantees		
-	13,350	10,100
Corporate mortgages Real estate mortgages	13,384	10,100
Total guarantees	<b>26,734</b>	<b>20,234</b>
Total Balances	20,734	20,234
Lease commitments		
Amounts paid according to lease agreements		
Within the next financial year	13	16
After the next financial year	18	32
Total	31	48
Rental commitments		
Amounts paid according to rental agreements		
Within the next financial year	974	955
After the next financial year	1,155	2,055
Total	2,128	3,009
Delivery commitments		
Prepayments received that are to be netted against fish deliveries		
Within the next financial year	1,362	0
Total	1,362	0
Repayment liability for the investment grants received		
Investment grants received; liability expires in 2025	2,403	2,403
Investment grants received; liability expires in 2029	156	156
Total	2,559	2,559



