# ICELANDIC GROUP





Highlights

Sales Overview

**Operational Review** 

Financial Highlights



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# **H1 Highlights**

**Sales:** €729.2 million in H1 and €344.0 in Q2

**EBITDA:** € 18.5 million in H1 and 4.3 in Q2

**EBIT:** € 9.0 million in H1 and operating loss € 0.5 million in Q2

Net profit: €2.2 million in H1 and net loss in Q2 amounting to €0.1

million





# H1 Highlights contd.:

**Cash generated from operations:** €29.7 million.

**Return on Equity: 2.5 %** 

**Total Assets:** €892.7 million

**Equity Ration:** 19.8 %





### **Events in Q2**

Icelandic Group acquired Tilapia farming and processing in China

Icelandic Group sold all it's shares in VGI in April. Profit accounted for in Q2

FPI shares from CAD 7.59 at year end to CAD 14.45 in end June and are currently CAD 14.8

The Icelandic USA plant in Cambridge Maryland closed earlier than previously planned

Coldwater Seafood UK received The Grocer award for the most outstanding product in the frozen fish category – Tesco Finest Steam Fish Smoked Haddock Florentine





# **Events after the half year**

Pickenpack Gelmer SAS's Managing Director, Gudmundur Stefansson, resigns his position

Torsten Krüger, former CFO of Pickenpack Hussmann & Hahn, takes over the position as Managing Director







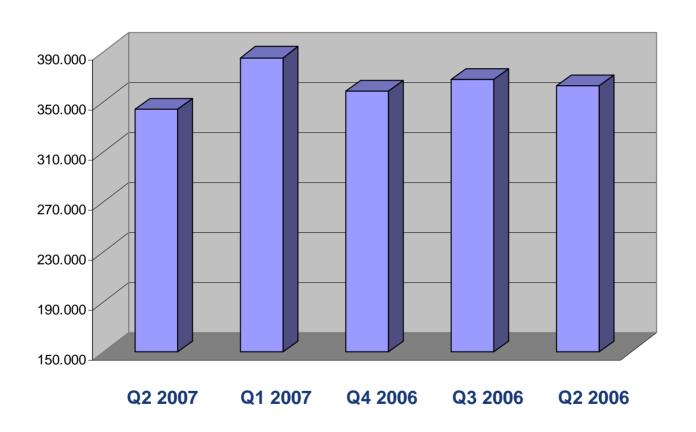
Highlights

Sales Overview

**Operational Review** 

Financial Highlights

## Sales - € '000





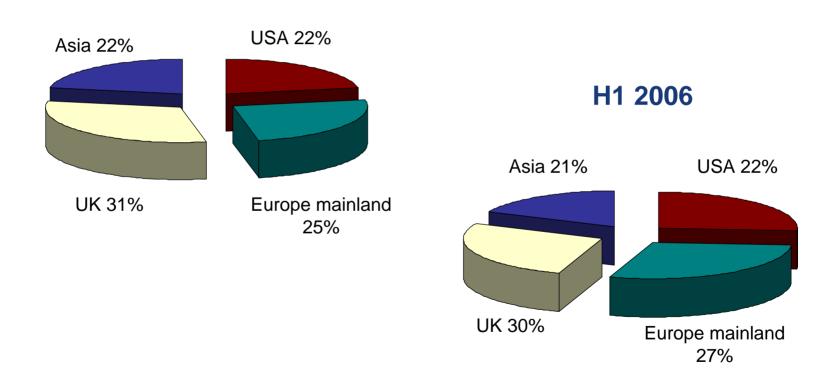
# Sales by geographical segments – € ′000

	H1 2007	H1 2006
USA	195.217	189.667
Europe without UK	218.173	228.779
UK	277.392	264.477
Asia	198.913	180.886
Total	889.695	863.809
Inter-company sales	(160.533)	(118.701)
Net sales	729.162	745.108



# Sales by geographical segments

H1 2007





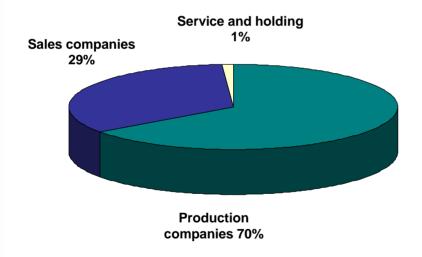
# Sales by business segments

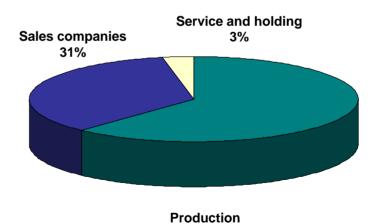
H1 2007

Total sales: €729 m

H1 2006

Total sales: €745 m





companies 66%





Highlights

Sales Overview

**Operational Review** 

Financial Highlights

### **United Kingdom:**

Sales: €205.2 million

The restructuring of Coldwater Seafood UK is on track. Many new products for the main retailers in the UK

The transfer of production of frozen seafood products to Pickenpack Gelmer





#### **USA**:

**Sales:** € 185.4 million – decrease of 1% (increase of 6% in local currency). Results in line with budget

The early closure of the plant in Cambridge Maryland improves operations in the future

The merger of the two plants has been according to plan and improved operation result





#### Asia:

Sjóvík Sales: €81.4 million – a decrease of 4% (4% increase in local currency). Results on budget

**Icelandic Japan sales:** €54.7 million – a decrease of 17 % (7% in local currency). Result above budget





### Pickenpack:

**Pickenpack H&H Sales:** €106.5 million, an increase of 11%. Results below budget due to lower sales. Very aggressive price war with other producers

**Pickenpack Gelmer Sales:** € 36.6 million. Results below budget due to transfer of production from Coldwater, which has been more difficult than foreseen





### Spain:

Sales: €51.5 million

Increase of 17 %, of which 8% were organic

Results according to budget





#### France:

Sales: EUR 17.5 million

Decrease of 51 %

Results from regular operations below budget

A lot of effort put into decreasing stock, which were reduced by 49 % in H1 and by 70% since August 2006.

Closure of office in Evry in March and plans to close office in Marseille in 2007 will improve results in the future







Highlights

Sales Overview

**Operational Review** 

Financial Highlights

# **Income Statement – Key Figures**

Income statement - key fig	gures					
Amounts in € ′000	Q2 2007	Q2 2006	Change%	1H 2007	1H 2006	Change%
Soloo	344.001	362.901	E 20/	729.162	745 100	2 10/
Sales Cost of goods sold	(312.604)	(324.085)	-5,2% -3,5%	(655.531)	745.108 (664.618)	-2,1% -1,4%
Gross margin	31.397	38.816	-19,1%	73.631	80.490	-8,5%
Other operating income	1.230	3.610	-65,9%	2.886	5.021	-42,5%
Other operating expenses	(33.136)	(36.363)	-8,9%	(67.470)	(73.446)	-8,1%
Share of (loss) profit of equity						
accounted investees	(11)	136		(54)	136	
EBIT	(520)	6.199	-108,4%	8.993	12.201	-26,3%
Net financial expenses	(1.214)	(5.562)	-78,2%	(7.086)	(9.435)	-24,9%
Pre-tax (loss) profit	(1.734)	637	-372,2%	1.907	2.766	-31,1%
Income tax	1.650	648	154,6%	296	(467)	-163,4%
Net (loss) earnings	(84)	1.285	-106,5%	2.203	2.299	-4,2%
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EBITDA	4.295	10.939	-60,7%	18.465	21.388	-13,7%
EBITDA ratio	1,2%	3,0%		2,5%	2,9%	
Earnings per share	(0,0001)	0,0004		0,0008	0,0008	



# **Balance Sheet – Key Figures**

Balance sheet - key figures			
Amounts in € ′000	30.6.2007	31.12.2006	Change%
Non-current assets	415.380	407.282	2,0%
Current assets	477.353	499.468	-4,4%
Total assets	892.733	906.750	-1,5%
Equity	177.143	176.241	0,5%
Non-current liabilities	214.500	228.182	-6,0%
Current liabilities	501.090	502.327	-0,2%
Total equity and liabilities	892.733	906.750	-1,5%



### **Statement of Cash Flow**

Statement of Cash flows Amounts in € ′000	1H 2007	1H 2006	Change %
Cash generated from operations	29.660	169	17450%
Net cash from (used in) operating activities	13.738	(12.304)	212%
Net cash from (used in) investing activities	5.664	(9.494)	160%
Net cash (used in) from financing activities	(8.262)	14.025	159%
Increase (decrease) in cash and cash equivalents	11.140	(7.773)	243%



# **Income Statement – quarterly summary**

Income statement - quarterly summa	ry				
Amounts in € ′000	2Q 2007	1Q 2007	4Q 2006	3Q 2006	2Q 2006
Sales	344.001	385.161	358.312	367.896	362.901
Cost of goods sold	(312.604)	(342.927)	(326.274)	(323.954)	(324.085)
Gross margin	31.397	42.234	32.038	43.942	38.816
Other operating income	1.230	1.656	2.370	3.196	3.610
Other operating expenses	(33.136)	(34.334)	(48.699)	(40.148)	(36.363)
Share of (loss) profit of equity accounted					
investees	(11)	(43)	(184)	748	136
EBIT	(520)	9.513	(14.475)	7.738	6.199
Financial expenses	(1.214)	(5.872)	(7.147)	(7.423)	(5.562)
Pre-tax (loss) profit	(1.734)	3.641	(21.622)	315	637
Income tax	1.650	(1.354)	6.947	638	648
Net (loss) earnings for the period	(84)	2.287	(14.675)	953	1.285
EBITDA	4.295	14.170	1.986	13.572	10.939
EBITDA ratio	1,2%	3,7%	0,6%	3,7%	3,0%





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Sales Overview

**Operational Review** 

Financial Highlights

# Looking ahead

EBITDA for second half of 2007 is projected at €35 million

Increased focus on food and Icelandic is today well equipped to meet the market demands

Increased focus on healthy foods, in which fish plays a important role and Icelandic is well positioned to fulfill the market needs





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