

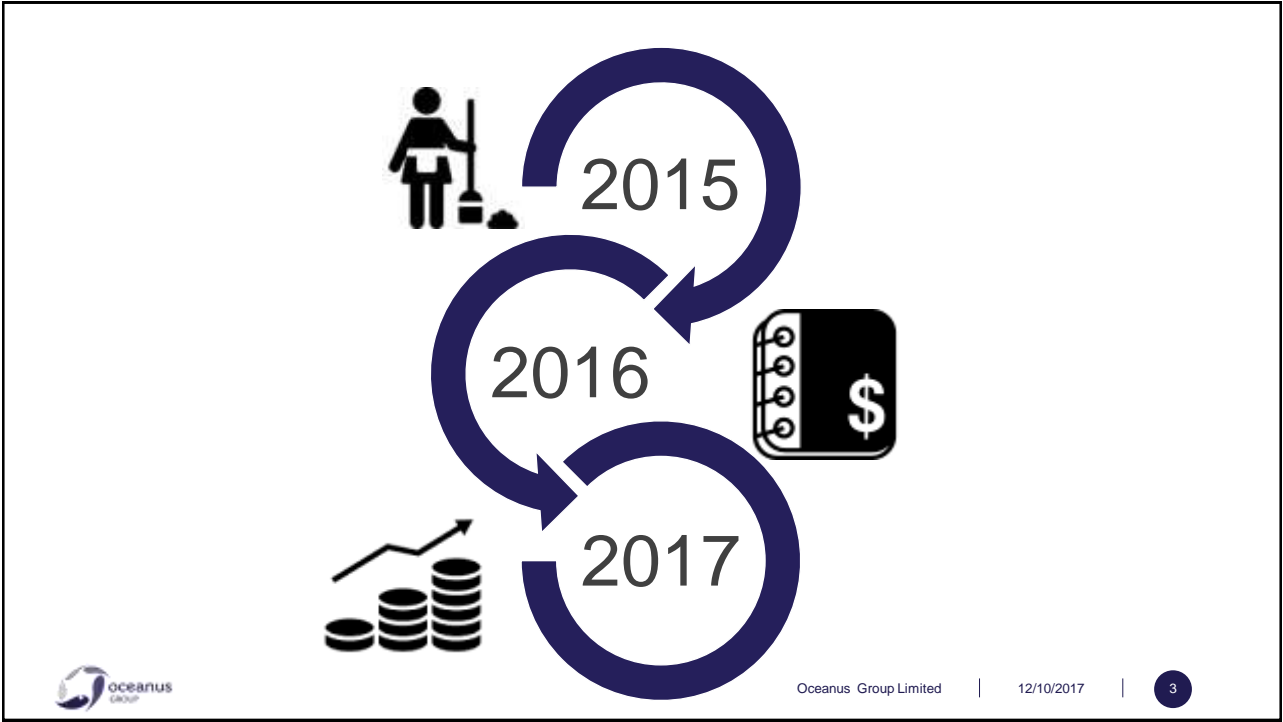


# OCEANUS GROUP LIMITED

Corporate Presentation  
*12 October 2017*



## STRATEGIC OVERVIEW



- 
- The diagram shows the year 2015 with an icon of a person cleaning. A curved arrow points from 2015 down to a list of three items:
- ✓ **Cost Cutting**
  - ✓ **Clean Up Operations**
  - ✓ **Consolidation**
- The Oceanus Group logo is in the bottom left, and the text 'Oceanus Group Limited | 12/10/2017 | 4' is in the bottom right.



- ✓ **Stronger Balance Sheet**
- ✓ **Healthy Debt/Equity Ratio**
- ✓ **Meaningful Funding**

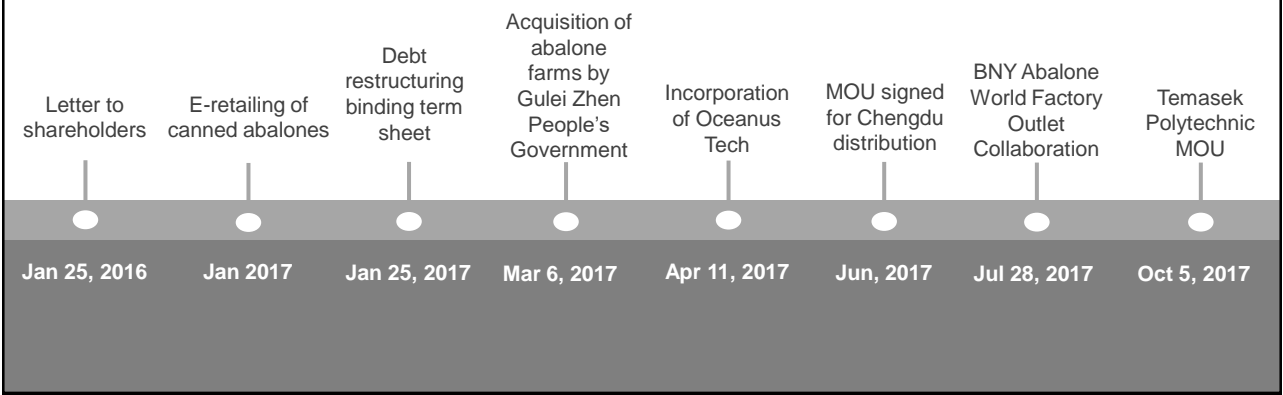


- 1) Business Centric**
- 2) Focus on Profitability**
- 3) Research & Development**





With a clean balance sheet and war chest  
for new business initiatives,  
**Oceanus is on track for turnaround**



### Operations

- “Hatchery” farming model – lower operational costs & risks (2016 spawning cost is reduced 2/3)
- Science & Evidence-based approach (risk management manuals)
- Lean structure – 60% reduction in overheads & expenses

### Business

- Extend both upstream and downstream
- Diversify product mix and revenue streams
- OEM contributing positively to financials
- Distribution of Oceanus branded canned abalones in Australia

### R&D

- Close relationship with leading institutions to R&D new aquaculture technology
- Continuously refine & improve operational protocols

Letter to shareholders

Jan 25, 2016

With a clean balance sheet and war chest for new business initiatives, **Oceanus is on track for turnaround**



E-retailing of canned abalones

Jan 2017

With a clean balance sheet and war chest for new business initiatives, **Oceanus is on track for turnaround**

Debt restructuring binding term sheet  
(All key creditors)

- To convert 76.4% of outstanding debt into new shares at S\$0.00395 per share
- Balance debt of S\$20 million – interest shall cease to accrue on and from July 1, 2016
  - To be paid with net proceeds from disposal of land farm (see next slide)
  - S\$12.8 million to be repaid in cash using the net proceeds from disposal of land farm; S\$7.2 million to be repaid with Oceanus Shares
- New investors to inject fresh funds of S\$6.0 million
- Debt restructuring subject to shareholders' approval at an EGM to be convened TBA

Jan 25, 2017

With a clean balance sheet and war chest for new business initiatives,  
**Oceanus is on track for turnaround**

Disposal of abalone land farms in the PRC  
(RMB 182.5 million gross proceeds)

- PRC Authority to purchase 13 Oceanus abalone land farms in the PRC for gross compensation of RMB 182.5 million (before administrative and selling expenses and foreign exchange differences)
- No material impact to Oceanus' operations
  - Existing operations will be relocated to farms in Fotan, the PRC
  - New abalone hatchery model requires less land

Mar 6, 2017

With a clean balance sheet and war chest for new business initiatives,  
**Oceanus is on track for turnaround**



Incorporation of Oceanus Tech

Temasek Polytechnic MOU

Apr 11, 2017

Oct 5, 2017

- Oceanus Tech: R&D + Consultancy
  - Collaboration with industry thought leaders and institutions to pursue cutting-edge sustainable & innovative farming practices
  - Enhance competitiveness, productivity and efficient risk management
- Maiden consultancy revenue in 2Q17 for a prominent SGX-listed agri-business group
- MOU with Temasek Polytechnic (TP): Joint R&D at “Oceanus Innovation Centre @ Temasek Polytechnic” located at both Oceanus’s farm and TP
  - Right Of First Refusal on latest tech arising from collaboration
  - R&D not only on abalone, but also on finfish and crustaceans. This will expands Oceanus’ product range

With a clean balance sheet and war chest for new business initiatives, **Oceanus is on track for turnaround**



MOU signed for Chengdu distribution

BNY Abalone World Factory Outlet Collaboration

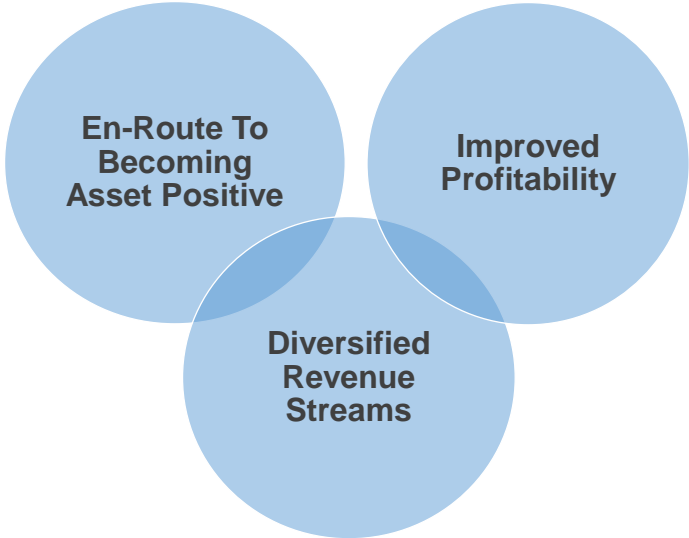
Jun 15, 2017

Jul 28, 2017


- 60%-owned Australian abalone processor and retailer
  - Profitable company that has registered healthy growth in the last few years
- Australia will develop new products and formulating new ingredients
- Singapore will look into international sales and finance
- Sales expansion into Australia, Asia-Pacific, and the PRC markets
  - Halal and Singapore-branded Oceanus canned abalones well positioned to tap on large Halal consumer market in the PRC

With a clean balance sheet and war chest for new business initiatives, **Oceanus is on track for turnaround**

# ACHIEVEMENTS THUS FAR:








**Diversified, vertically-integrated business model with an emphasis on cutting-edge R&D**

- Farming**
  - Expand Product Portfolio: Shrimp, Fish, Sea Cucumbers etc.
  - Diversify Geographical Risks
- Food Processing**
  - Canned Abalone Processing
- FMCG & Trading**
  - Canned Abalone Products
  - Aquaculture Products
- Science & Technology**
  - Partnerships with Institutions



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## OCEANUS' NEXT GROWTH PHASE:

- Zero Debt:** Asset positive/ positive cash flow
- Geographically-diversified operations**
- Science & Technology-based farming**
- Profitability**
- Diversified products range & revenue streams**
- To be a fully-integrated aquaculture company (upstream & downstream)**



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# IN SUMMARY...

<h2>1 FY 2015</h2> <p>Clean Up Operations Consolidation Cost Cutting</p>	<h2>2 FY 2016</h2> <p>Stronger Balance Sheet A healthy ratio of debt to equity Meaningful Funding</p>	<h2>3 FY 2017</h2> <p>New revenue streams Focus on Profitability Research &amp; Development</p>
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COME AND JOIN US AT OUR

# Xiamen Tour

20-23 November 2017

Oceanus Farm, Zhangzhou and Anxi (4D3N)

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**S\$950** double sharing | **S\$140** single supplement

For more information or to register, please contact Doris at 6295 0500 or email her at [doris@oceanus.com.sg](mailto:doris@oceanus.com.sg)



**:: THANK YOU ::**



**IR Contact**

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