





# A message from the CHAIRMAN AND CHIEF EXECUTIVE



### "SEADRAGON HAS A BRIGHT FUTURE"

SeaDragon offers its customers and the global market a unique proposition: agile, state-of-the-art fish oil refining capabilities; global supply relationships and the assurance of a reputation for producing high-quality marine-sourced bioactive compounds.

Our new state-of-the-art fish oil refinery in Nelson, at the heart of the New Zealand fishing industry, is at the core of our business. It is a highly-flexible facility that complements global refiners' high-volume plants in other parts of the world. It can offer continuous-process large-volume processing and tolling services through to single-batch processing of oil from different fish species.

Over the medium term we intend to extend our suite of products with the development of new boutique oil refining processes at our legacy facility in Nelson. We expect this plant to deliver short-run, customised bioactive products that leverage New Zealand's abundant, pure and sustainably-managed marine resources and the country's reputation for producing high-quality primary products.

Our close proximity to a key source of supply assists us to deliver a fresh product with Omega-3 characteristics that meet our customers' exacting specifications.

These capabilities position SeaDragon well to deliver on our vision.

Our target customers are varied. Ranging from large multinational Omega-3 oil refiners, through to fortified food and beverage manufacturers as well as branded Omega-3 supplement suppliers.

We are well supported by our shareholders, who recently advanced the company \$11.0 million through a rights issue. This has allowed us to significantly reduce debt and build working capital, enabling us to guickly respond to customer demand.

We will also be using this capital to develop the new boutique facility and to further invest in our product development and sales and marketing capabilities to ensure our product suite evolves with the market.

As we indicated late last year, we have elected to postpone the planned addition of a \$5 million fractionation plant to our new Omega-3 facility. We believe, in the medium term, we can meet demand for fractionated oils with our new boutique refining facilities. Meanwhile, the larger plant will focus on the high-volume demand for unfractionated oils from large refiners and food manufacturers. As volumes increase we may revisit these plans.

SeaDragon has a bright future. We have arrived at this point by building on a more than twenty-year history of refining Omega-2 fish oils for the nutraceutical industry. Our transition to growing Omega-3 markets over the last three years has put us in a position to take full advantage of the significant opportunities we see.

We are looking ahead with great confidence.

Kamo.

Colin Grove Chairman

Dr Nevin Amos

Chief Executive

# It all starts with the oil: **LIFE-SUSTAINING BIOACTIVE COMPOUNDS FROM THE SEA**

Omega-3s - EPA and DHA - are essential fatty acids abundant in fish and some shellfish. Their consumption, according to GOED, the global Omega-3 trade organisation, supports cardiovascular, eye and brain health. The health benefits of Omega-3s are supported by a vast body of scientific literature that includes more than 24,000 scientific papers and 2,700 randomised, controlled trials in humans.

#### **GOED OMEGA-3 EPA + DHA DAILY INTAKE RECOMMENDATIONS**

SeaDragon believes the research into Omega-3s is compelling. It supports our drive into the market, especially because we believe, over the long-term, our Omega-3 products can achieve a premium by leveraging New Zealand's association with clean, pure, fresh and cool, deep blue oceans and its reputation for producing food of the highest quality and purity.

#### MPORTANT REMINDERS REGARDING INTAKE

Some governments recommend higher intakes than those listed<sup>6</sup>.

Intakes can be increased significantly without concern for adverse health effects, according to reports from Spherix<sup>7</sup>, EFSA<sup>8</sup>, and Norway's VKM<sup>9</sup>.

EPA and DHA Omega-3s are only part of the composition of Omega-3 rich oils (e.g. fish, krill, algal, etc).







For pregnancy / lactation: 200 additional mg/da of DHA over recommendation for healthy adults For secondary prevention of CHD: 1000mg/day EPA + DHA<sup>3</sup>



### >1000 mg

Higher intakes are supported for a range of additional health conditions (e.g. blood pressure<sup>4</sup>, triglycerides<sup>5</sup>)

- 1 International Society for the Study of Fatty acids and Lipids (ISSFAL). Report of the subcommittee on recommendations for intake of polyunsaturated fatty acids in healthy adults [internet]; Washington, DC: ; 2004. Available from http://www.issfal.org/newslinks/resources/publications/PUFAIntakeReccomdFinalReport.pdf
- Koletzko B Cetin I Brenna JT for the Perinatal Lipid Intake Working Group (2007). Dietary fat intakes for pregnant and lactating women. Br J Nutr. 98:873-877.
- 3 Kris-Etherton PM Harris WS and Appel LJ for the American Heart Association Nutrition Committee (2002). Fish consumption, fish oil, omega-3 fatty acids, and cardiovascular disease [published correction appears in Circulation 2003;107:512]. Circulation 106:2747-2757
- 4 Miller PE Van Elswyk M and Alexander DD (2014). Long-chain omega-3 fatty acids eicosapentaenoic acid and docosahexaenoic acid and blood pressure: a meta-analysis of randomised controlled trials. Am J Hypertens. 27:885-896. http://www.ncbi.nlm.nih ov/pmc/articles/PMC4054797/pdf/hpu024.pdf
- 5 Eslick GD Howe PR Smith C Preist R and Bensoussan A (2009). Benefits of fish oil supplementation in hyperlipidemia: a systematic review and meta-analysis. Int J Cardiol. 136:4-16
- 6 Global Organisation for EPA and DHA Omega-3s. Global recommendations for EPA and DHA intake [Internat], Salt Lake City: : 2014, Available from http://geodomega3.com/ files/download/363
- Spherix Consulting, Inc. Hazard characterisation of the long-chain polyunsaturated n-3 fatty acids, DHA [Internet]. Available from http://geodomega3.com/files/download/247 Prepared for the Global Organisation for EPA and DHA Omega-3s.
- 8 EFSA Panel on Dietetic Products. Nutrition and Allergies (NDA). Scientific opinion on the tolerable upper intake level of eicosapentaenoic acid (EPA), docosahexaenoic acid (DHA) and docosapentaenoic acid (DPA). EFSA Journal [Internet]. 10(7):2815. Available from http://efsa.europa.eu/sites/default/files/scientific output/files/main documents/2815.pdf
- 9 Norwegian Scientific Committee for Food Safety (VKM). Evaluation of negative and positive health effects of n-3 fatty acids as constituents of food supplements and fortified foods [Internet]. Available from: http://www.vkm.no/dav/c7a41adb79.pdf

SeaDragon has more than 20 years' experience processing fish oils into marine bioactive compounds and is committed to, and recognised for, the quality and purity of its products.





# Our MISSION

SeaDragon is capturing value from processing fish into purified marine bioactives, for use in the functional foods, nutraceutical and pharmaceutical industries. In everything we do, we strive to maintain natural purity and uphold the principles of sustainability.

# Our VISION

To be recognised by global customers as a valued supplier of unique and sustainably-harvested marine bioactives for use in supporting healthy lifestyles.



### Our VALUES

### UNITY

Free to express our ideas. Speak with one voice. Support one another. Respect others and appreciate others' differences. We achieve unity if we believe in the company and its objectives and when our behaviours align with being accountable. Truly being unified means creating personal connections using our workplace as a catalyst. We provide opportunities for team members to fulfil their needs to connect and relate.

#### We are:

- A team.
- Honourable.
- Passionate.
- Accountable.
- Good communicators.

### Positive.

• Focussed; we have our eye on the ball.

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ASK

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### LEAD

Lead the market and ourselves. Act with professionalism. Ask why and innovate. Do more than is needed, go the extra mile.

#### We:

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- Motivate and inspire ourselves and others.
- Drive for results in ourselves and others.
- Maintain a strategic perspective.
- Are trustworthy and collaborative.
- Develop and support ourselves and others.

### HONESTY

Act with Integrity. Take Ownership. **We:** 

- Treat others as we would like to be treated.
- Act with integrity.
- Maintain confidentiality.
- Take ownership.

### Our MARKETS

The global market for Omega-3 products is huge, growing and offers numerous market categories across a broad range of territories. Each year consumers spend US\$31.4 billion<sup>10</sup> on Omega-3 products including functional foods, infant formula, supplements, and pharmaceuticals, according to GOED, the global Omega-3 trade organisation.

The major economies of the US, China, Europe, and Japan dominate demand. Infant formula represents the largest category, generating 42% of the total revenue, followed by food and beverages (26%), supplements (12.5%), with pharmaceuticals, clinical nutrition and pet food making up the remainder.

Global growth for the period from 2015 to 2017 is expected to be 5.0%. The food and beverage category is achieving a compound annual growth rate of 7.9% a year, leading growth in demand for Omega-3s. Infant formula and dietary supplements and other applications such as pharmaceuticals are also growing strongly.



#### **OMEGA-3 FINISHED PRODUCT CATEGORIES**



#### FORECAST GROWTH OF OMEGA-3 CATEGORIES 2015-2017





# Omega-3 MARKET EVOLUTION

Omega-3 markets are constantly evolving from commodity fish oils to highly differentiated supplements including: concentrated, sustainablysourced fish oils; Omega-3 concentrates, pharmaceutical-grade Omega-3 ethyl and methyl esters as well as Omega-3 fish oils structured to specific applications.

- This evolution reflects several important trends including:
- A growing body of research that supports supplementing diets with Omega-3 fish oils;
- Customer demand for Omega-3 supplements derived from sustainably-sourced and traceable fish stocks as well as Omega-3 products that offer higher potency and smaller, moreconvenient pill sizes;
- Manufacturers determination to move into higher value niches in Omega-3 markets;
- The development and growing demand for fishderived bioactives for specific applications; and
- Clinicians determination to prescribe 'clinically' relevant' dosages of EPA and DHA, the key active ingredients of Omega-3 fish oils.



SeaDragon is determined to evolve with the market to ensure it is always extracting the highest-value from New Zealand's precious marine resources. This approach is in line with our vision to be recognised by global customers as a valued supplier of unique and sustainably harvested marine bioactives.



### Our CUSTOMERS

With the completion of our new Omega-3 refinery, which has the capacity to produce up to 5,000 tonnes of refined Omega-3 fish oils each year, we occupy a strong position to meet demand for the first generation of Omega-3 fish oil products. The planned re-development of our legacy Omega-2 facilities into a boutique Omega-3 production facility will allow us to meet the growing demand for differentiated fish-oil derived bioactive compounds.

We are focusing on three core sets of customers: refiners; fortified food manufacturers and ingredient suppliers and brand sponsors. We expect all will turn to SeaDragon because we provide the assurance of an internationally-recognised food safety and quality regime, independently-audited chain of custody certification, a reputation for excellence in refining marine bioactive compounds and a strong and growing network of crude oil supply relationships.





#### SEADRAGON'S CUSTOMER SEGMENTS

These core relationships are aligned with our determination to drive capacity utilisation in our new fish oil refinery and build demand for higher-value customised products. The approach also reflects our determination to maintain a diversity of customers and markets to ensure we are protected against external supply fluctuations and changes in customer demands and other market trends.

to exploit lucrative niches in branded Omega-3 and bioactive markets.



### Our SUPPLY

We are targeting three species for crude oil supply: Tuna; Hoki and marine-farmed Salmon. Each of our key target markets has specific requirements for traceability through the supply chain from fishing vessels forward. We continue to identify suitable and reliable sources of unrefined Omega-3 oil for many of these key target markets.

### TUNA

HOKI

### SALMON



We are developing sources from the Indian Ocean and the South and East Pacific Ocean New Zealand

New Zealand

### Our FACILITIES

### OMEGA-3 REFINERY

SeaDragon's new Omega-3 fish oil refinery was fully commissioned in 2016. The state-of-the-art facility, built with Desmet Ballestra's refining technology, has the capacity to produce 5,000 tonnes of Omega-3 fish oil each year. It is a highly flexible plant offering customers continuous process refining and quick-turnaround batch processing runs. These capabilities complement large-scale refiners' processing capabilities and meet the demands of bioactive ingredients brokers and fortified food manufacturers.

The plant has the certifications necessary to export products to key target markets including Australia, many Asian markets including China and Japan, the European Union, the US and Canada as well as independently-audited chain of custody quarantine certifications. A plan to add a fractionation (winterisation) capability to the plant has been shelved for the short term as we see significant opportunities in markets such as toll processing and the supply of ingredients for fortified foods and infant formula, where fractionation is unnecessary.

### BOUTIQUE REFINERY

SeaDragon is looking to re-purpose its legacy Nayland Road Omega-2 facility to become a boutique refinery to produce smaller volumes, specialised and premium Omega-3 products tailored to the demands of our customers. These products are expected to include single-species sustainably-sourced New Zealand Omega-3 fish oils, Omega-3 concentrates and re-esterified and fractionated Omega-3 supplements. We are currently scoping technical requirements with an eye to implementing these capabilities at the boutique refinery in the 2018 financial year.



Inside SeaDragon's new Omega-3 refinery





Capacity: 5,000 tonnes per annum



Inside SeaDragon's Nayland Road facilities



#### **REFINERY ACCREDITATIONS**



Ministry Of Primary Industries - Approved Risk Management Programme (RMP)



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Ministry Of Primary Industries - Approved Transitional Facility



Marine Stewardship Council (MSC) Chain of Custody Certification

### Our **STORY**

SeaDragon is New Zealand's largest refiner and blender of high-quality, internationally certified concentrated fish oils and fractions, including Omega-3 oils.



Our oils are sourced from fish caught in the clean and pure waters of New Zealand, the South Pacific and other trusted sources around the world.



We have more than 20 years' experience processing fish oils and we are recognised for the quality and purity of our products.

We supply nutraceutical and functional food manufacturers around the world to meet the growing demand for pure, high quality, marine-sourced bioactive compounds, which are scientifically proven to deliver significant human health benefits such as lowering the risk of heart disease, improving brain function and joint health.



Most of our product is exported.





### BOARD



### INDEPENDENT CHAIRMAN: COLIN GROVES

Colin is a professional director and investor. He has spent most of the last 25 years as Director of Mergers and Acquisitions at Tetra Laval. He has also held roles at Informix Software, and US healthcare multinational Johnson & Johnson. A chartered accountant and former English Colts rugby international, Mr Groves is currently Chairman of New Zealand's largest mobile app development companies MEA Mobile, the Agri Group of Companies, which includes dairy consumables business Deosan. He is also Chairman of Waikato Rugby and Oriens Capital. He is an Independent Director of VetSouth, and is on the boards of the Cornish Pirates Rugby and the Agri-Tech developer, Sprout. Colin joined the SeaDragon board as Chairman in June 2015.

### DIRECTORS:

### RICHARD ALDERTON (INDEPENDENT)

Richard's career spans the pharmaceutical and food manufacturing and processing industries. He was formerly SeaDragon's interim Chief Executive. He joined the board in July 2015.

### PATRICK GEALS (INDEPENDENT)

Patrick has held leadership positions in the pharmaceutical and food industries. He joined the board in July 2014.

### BRETT HEWLETT

Brett is a professional director and consultant. He is a former Chief Executive of SeaDragon's cornerstone shareholder, the global health products company Comvita. He joined the board in November 2015.

### STUART MACINTOSH

Stuart is a Director and controlling shareholder in SDMO Trustee, a major shareholder in the company. He joined the board in June 2015.

### MATTHEW McNAMARA

Matt is the Chief Investment Officer of SeaDragon's cornerstone shareholder Bioscience Managers. He joined the board in October 2012.

### ALTERNATE DIRECTORS:

### JEREMY CURNOCK COOK

Jeremy is Managing Director of Bioscience Managers, he is an alternate director for Matt McNamara. He joined the board in October 2012.

### MARK SADD

Mark Sadd is Chief Financial Officer of Comvita. He is an alternate director for Brett Hewlett. He joined the board in November 2015.



# MANAGEMENT



### CHIEF EXECUTIVE: DR NEVIN AMOS

Nevin has a wealth of experience in adding value to New Zealand's primary products in the forestry, food, nutraceutical, health and beauty, natural products, apiary, and fruit industries. He is a former Chief Executive of a forest products processor. Prior to that, he spent nearly a decade at global natural health company and SeaDragon's cornerstone shareholder Comvita, where he held a number of senior roles including General Manager Asia and Chief Supply Chain Officer. He has also held senior roles at Kiwifruit exporter Zespri and sat on numerous boards, including the board of Natural Products New Zealand, the national industry organisation representing the natural products, functional foods, complementary medicines, and nutraceuticals industries. Nevin joined SeaDragon in August 2016.

### EXECUTIVE TEAM: DIRECTOR OF SALES: CAMPBELL BERRY-KILGOUR

COMMERCIAL MANAGER: TRACEY CASTLETON



#### SEADRAGON REGISTERED OFFICE

12 Nayland Road Stoke, Nelson 7011 Ph: (03) 547 0336 Fax: (03) 547 0337

**Postal Address:** 12 Nayland Road, Stoke, Nelson 7011

Company Number 310577

Incorporated 31 July 1986

#### Securities Issued

4,513,618,718 Ordinary Shares 375,000,000 Options - expire 31 Oct 2018 1,240,874,851 Options - expire 28 Sep 2018 1,500,000 Convertible loan notes

#### SHARE REGISTRAR:

Link Market Services PO Box 91976, Auckland 1142 Phone: 09 375 5998

#### SOLICITORS:

Minter Ellison Rudd Watts 88 Shortland St, Auckland 1140

#### AUDITOR:

**PricewaterhouseCoopers** 113-119 The Terrace , Wellington 6140

#### BANKERS:

Bank of New Zealand PO Box 1075, Wellington 6140





www.seadragon.co.nz