

## Investment Profile

1. Diverse global footprint with large market presence in the growing aquaculture sector
2. Well-known brand with strong earnings visibility and client confidence in products
3. Strong product development pipeline, potential for acquisitive and organic growth

## Share Information

<b>Ticker</b>	LSE: OTAQ
<b>Share Price (GBX)</b>	35.4
<b>Shares in issue (m)</b>	31
<b>Market Cap (£m)</b>	11
<b>12m Hi/Low (GBX)</b>	62/24p

(Source: The London Stock Exchange, May 2021)

## 12-Month Share Price



(Source: The London Stock Exchange, May 2021)

## Major Shareholders (as of May 2021)

Name	%
Euroblue Investments	13.13
Harald Rotsch	6.87
David Evans	5.14
Elie Dangoor	5.02
David and Vivien Poutney	4.97

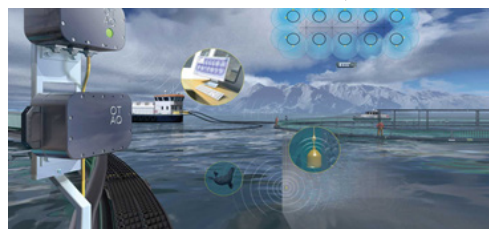
(Source: company website)

## Company Overview

OTAQ is an innovative marine technology company focused on the marine aquaculture, offshore energy, renewables and oceanographic research sectors. It has employees in four worldwide locations: Lancaster, Aberdeen and Ulverston in the UK, and Puerto Montt in Chile. OTAQ's marine technology portfolio includes a market-leading intelligent acoustic deterrent system, designed to protect marine-based aquaculture sites from predation, with systems deployed in Scotland, Chile, Finland and Russia.

### Growing Aquaculture Solutions

OTAQ's main products include the Sealfence™, Oceansense and Dragonfish systems. Its key product, Sealfence™, the ultrasonic predator deterrent, is designed to deter seals and sea lions from marine fish farming sites. Proven to be effective worldwide with over 1,100 systems installed since 2014, the product continues to receive significant demand. The Oceansense leak detection systems have a global reputation as the industry standard solution and have been successfully deployed on hundreds of jobs. Dragonfish laser measurement systems are also becoming recognised for their accuracy in underwater laser measurement. OTAQ is also continuously working to innovate and expand its offering and is currently developing biomass measurement and bloom and plankton detection systems.



OTAQ's Sealfence™ Ultrasonic Deterrence system

### World Class Technology For The Most Challenging Environments

OTAQ's other products include a range of sub-sea cameras, laser measuring devices, leak detection systems and high integrity electrical connectors for use in the offshore oil & gas market.

## What's New?

OTAQ has continued to pursue its growth strategy in the global fish farming and marine technology industries, most recently reaching an agreement with Canadian AI firm, Blue Lion Labs Ltd, which is developing solutions around water quality, accelerating the development of OTAQ's plankton/algal bloom detection systems.

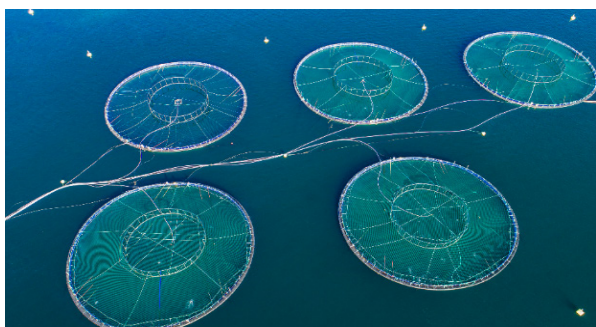
The Company recently updated the market via a Trading Update. Results for the 12 months ended 31 March 2021 (the Period) are expected to be in line with market forecasts, OTAQ having made considerable progress evolving its product roster to address challenges faced by the aquaculture industry around stock losses and welfare considerations. OTAQ continued to operate with only minor disruption during lockdown, receiving special dispensation to continue the supply of critical products and services.

This robust performance during the Period was driven by in-house development, the strategic acquisition of ROS Technology, the electronics and mechanical design firm specialising in industries including aquaculture and offshore, an increased investment in US shrimp specialist Minnowtech LLC, in addition to the Blue Lion agreement. These activities will broaden OTAQ's aquaculture offering whilst also adding revenue from existing contracts.

## The Market

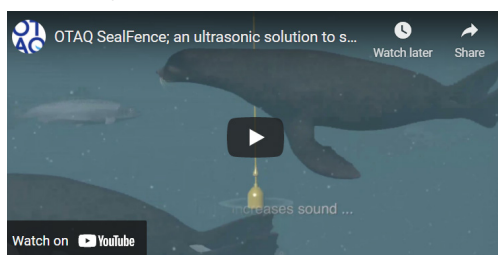
OTAQ is bringing industry-leading innovation to the aquaculture market, the world's fastest growing food production sector, reducing the burden on wild catch as global fish consumption rises, underpinned by health considerations, urbanisation and rising incomes. The Food and Agriculture Organization of the United Nations (FAO) identifies aquaculture and fisheries as the key to ensuring food security for all in the future. OTAQ enables fisheries to respond to increasing demand by enabling easier maintenance and expansion of their businesses whilst protecting the natural environment as investors and consumers alike pay ever more heed to sustainability of food production.

The International Salmon Farmers Association Report in 2018 stated that global salmon farming was worth almost \$15.4 billion per annum, with farm-raised seafood as a proportion of seafood consumption set to rise to 62% (2030) from 49% (2012). Long-term market drivers are rooted in global consumer demand for salmon as a food and the need for increased farming efficiencies to maximise farming yields.



## Watch OTAQ plc

Watch how OTAQ's flagship product, SealFence, works by clicking [here](#) or the below image:



You can also view the latest Company presentation and register to receive future presentations by signing up with **Investor Meet Company** here:

<https://www.investormeetcompany.com/otaq-plc/register-investor>

## Key Newsflow

**Jun: Trading Update & Notice of Results**

**May: Investment in Blue Lion Labs**

**Mar: Further Investment in Minnowtech**

**Mar: SIP Purchase, Exercise of Share Options & TVR**

**Feb: Non-Executive Director Appointment**

**Feb: £2 Million Funding Facility**

**Nov: Interim Results**

## Management Team

### Philip Newby: Chief Executive Officer



Phil joined OTAQ in June 2014 as Commercial Director and was appointed Chief Executive in 2016. From 1996 to 2011 Phil was Chief Executive of Trelleborg Offshore Barrow-In-Furness Limited, an Oil & Gas flowline and cable protection business. Phil also joined Unique Systems Russia LLC which was developing umbilical systems for commercial diving operations.

### Matt Enright: Chief Financial Officer



Matt qualified as a chartered accountant in 2003 with Baker Tilly (now RSM). He has worked with internationally focussed growth businesses across a range of industries since 2006. This included playing a key role in the sale of TRM Packaging, a specialist cardboard box manufacturer, to DS Smith plc.

## Investment Case

- Market leading product portfolio
- Focus on acquisitive growth to diversify product offering
- Strong product development pipeline enabling organic growth through cross-selling of innovative products into existing client base

## Forecasts - Under Review

	DEC'20 (Actual)	DEC'21 (Est.)
Sales (£m)		
EBITDA (£m)		
PBT (£m)		
EPS (p)		