



Brasmar
GROUP





SEAFOOD COMPANY

INVESTING IN PRESENT TO PREPARE FUTURE

A BRASMAR SEAFOOD COMPANY

Brasmar Group SGPS is an invested company of the Vigent Group and MCH Private Equity. Founded in 2003, it currently assumes the position of Portuguese market leader in the seafood industry, with the highlight going to its operational, financial and organisational performance.

Brasmar emerged and grew due to an enormous passion for the sea, always maintaining, throughout the years, a decisive proximity with the culture, respect and tradition of the oceans. Today, we are prominent leaders in the seafood industry and one of the major Iberian players in codfish transformation and marketing, to which we also add the growing importance of our activity in the transformation and marketing of cephalopods.

We assume a determining contribution to the socioeconomic development of the countries where we operate. This is possible thanks to the capacity that we always knew we had of taking risks in areas that take us further: new products, new processes, and competent and dedicated teams.

The capacity to challenge and exceed ourselves is part of our DNA. These factors allow us to export to more than 40 countries and have a direct presence in countries like Portugal, Spain, Italy, Norway, Brazil and USA. For this reason, today's Brasmar belongs to the world – and that is how it will be, increasingly so. We believe in the innovation and modernisation of processes, in the sustainability of the future, and in the work and management models. With an assertive and clear vision of the future, in line with our specialised and multi-tasking teams, who share our passion for the sea, we will do everything we can to bring to each table, fresh and high-quality products. Beyond our structures, beyond the sea, beyond the horizon: we take our “Passion for Seafood” all over the world.

VISION

To be a recognised and chosen brand in the seafood industry anywhere on the globe.

MISSION

- To be the partner of reference for our clients;
- To be pioneer in offering new products and packaging formats;
- To be recognised for the quality, consistency and variety of our range of products;
- To achieve the recognition of the community as a solid, sustainable, environmental and socially responsible company;
- To ensure the trust and remuneration of our shareholders.

VALUES

- To understand and enjoy team work;
- To be proud and passionate about sea products;
- To be responsible and learn from our mistakes;
- To always want more and better.

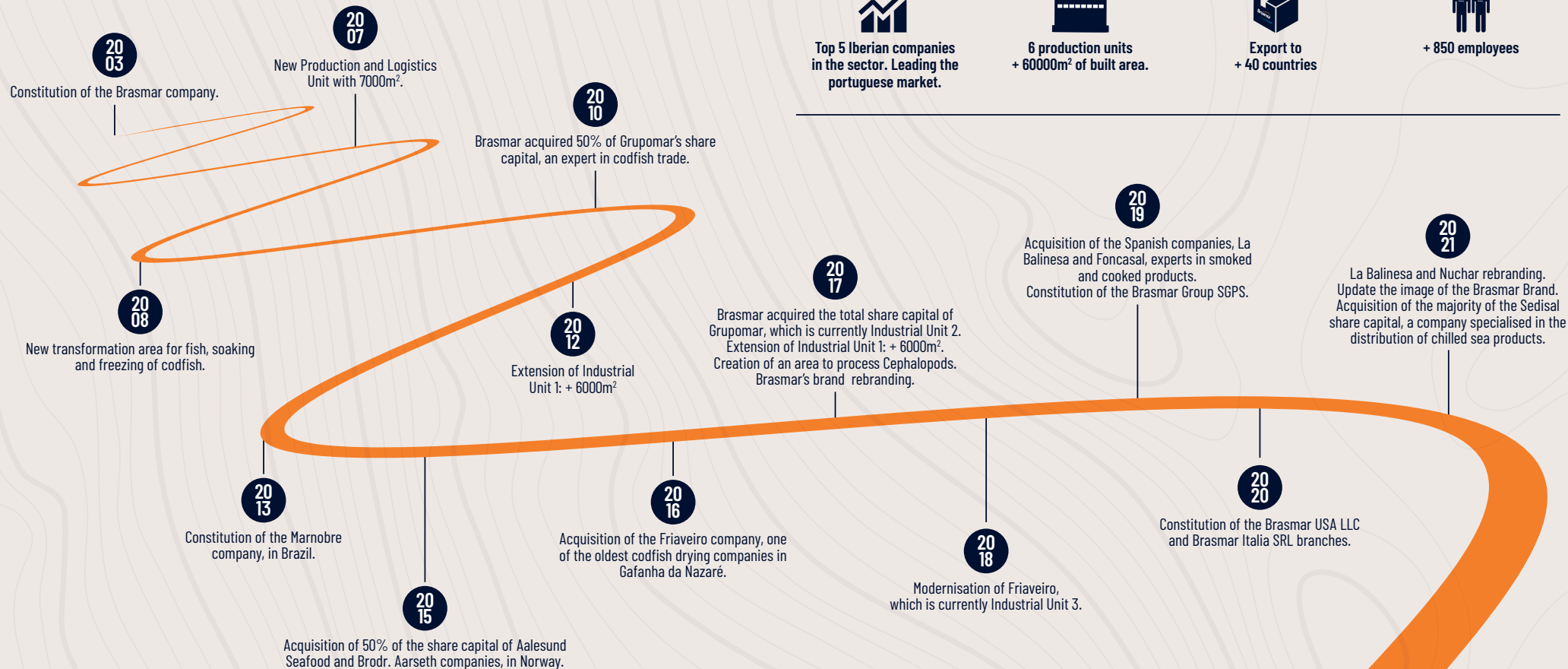
PURPOSE

We aim to contribute daily to improve the quality of life of our consumers, through the promotion of a balanced diet and an active and healthy lifestyle. We responsibly and sustainably manage the resources the sea offers us, always respecting our enormous passion for the sea.



“THE OCEAN IS OUR PASSION!”

PRINCIPAL INDICATORS




Top 5 Iberian companies in the sector. Leading the portuguese market.



Top 1000 largest Portuguese companies: 153rd place. (Year 2020)



6 production units + 60000m² of built area.



Export to + 40 countries



+ 850 employees



10 Commercial branches: São Paulo, Miami, Milan, Madrid, Vigo, Trofa, Logroño, Famalicão, France and Ålesund.

BRASMAR AROUND THE WORLD

PORTUGAL: INDUSTRIAL AND COMMERCIAL UNITS

The Brasmar Group has 3 industrial units and 2 commercial units in Portugal.

INDUSTRIAL UNITS:

TROFA - Frozen Products

GAFANHA DA NAZARÉ - Salted Codfish

VILA NOVA DE FAMALICÃO - Salted Codfish

COMMERCIAL UNITS:

TROFA (Headquarter)

VILA NOVA DE FAMALICÃO

USA: COMMERCIAL UNIT

Brasmar has a commercial team dedicated to the American market, based in Miami, Florida.

FRANCE: SEDISAL COMMERCIAL UNIT

The Brasmar Group has 1 commercial unit in France, in Saint-Jean-de-Luz .

BRAZIL: MARNOBRE COMMERCIAL UNIT

The Brasmar Group has 1 commercial unit in Brazil, in the state of São Paulo.

SPAIN: INDUSTRIAL AND COMMERCIAL UNITS

The Brasmar Group has 2 industrial units and 3 commercial units in Spain.

INDUSTRIAL UNITS:

LEÓN - Smoked Products

LOGROÑO - Cooked Products

COMMERCIAL UNITS:

LOGROÑO

MADRID

VIGO

NORWAY: INDUSTRIAL AND COMMERCIAL UNITS

The Brasmar Group has 1 industrial unit and 1 commercial unit in Norway.

INDUSTRIAL UNIT:

BRODR AARSETH in Ellingsøy - Salted Codfish

COMMERCIAL UNIT:

AALESUND SEAFOOD in Ålesund - Codfish and Derivatives

ITALY: BRASMAR ITALIA SRL COMMERCIAL UNIT

Brasmar has a commercial team based in the Italian market.



INDUSTRIAL UNITS

Brasmar has 6 industrial units ready to meet the most demanding specifications requested by our clients. The several industrial units that comprise the Brasmar Group combine the best manufacturing practices with a strong investment in state-of-the-art technology and machinery. With specialised production units by type of product, we are able to offer a wide selection of frozen, chilled and salted sea products.

The Group also has 10 commercial units, which include teams prepared to respond to the market needs in which they operate.



FROZEN PRODUCTS - TROFA, PORTUGAL

The production unit located in Trofa is dedicated to the processing of frozen products in the following categories: fish, soaked codfish, cephalopods, seafood, crustaceans and the preparation of fish and seafood mixes. This unit is also prepared to receive fresh octopus, from the catch of the day, being able to process the product from evisceration to packaging. It is also in this unit that the Brasmar octopus, distinguished, for the fourth time, with the award "Sabor do Ano" (Flavour of the Year), is prepared.



DRIED SALTED CODFISH - FAMILICÃO, PORTUGAL

The production unit located in Vilarinho das Cambas, municipality of Famalicão, is dedicated to the processing of salted and dried salted codfish. Now known as Grupomar, this unit has been, for almost 25 years, a reference in quality and service for the restaurants in the region.



CODFISH - GAFANHA DA NAZARÉ, PORTUGAL

The production unit located in Gafanha da Nazaré is dedicated to the processing and transformation of salted and dried salted codfish, as well light salted codfish. This unit is one of the oldest codfish drying companies in Gafanha da Nazaré, therefore, it is recognised for the work that it has been developing for more than 40 years. Since 2018, Brasmar has undergone several interventions for restructuring and modernising its activity, in order to be able to meet all the orders made by our clients.

INDUSTRIAL UNITS



SMOKED PRODUCTS - LEÓN, SPAIN

The production unit La Balinesa is located in León, Spain, and is dedicated to the processing of smoked products, especially salmon, codfish, trout, sardine and tuna. In addition to the smoked products, it also processes chilled soaked codfish and codfish carpaccio. In its portfolio of products, there is a special emphasis on the transformation of smoked salmon from several origins: Norway, Iceland, Chile and Scotland. In La Balinesa, the marketed products are mainly chilled, but they can also be frozen, according to the client's request.



CODFISH - ELLINGSØY, NORWAY

The production unit Brodr. Aarseth, located in Ålesund, Norway, is dedicated to the processing of salted and dried salted codfish.



COOKED PRODUCTS - LOGROÑO, SPAIN

The production unit Foncasal is located in Logroño, Spain, and is specialised in the transformation and processing of cooked products, especially cephalopods such as octopus, flying squid, cuttlefish and squid, and also seafood salads, seafood burgers and octopus carpaccio. In addition to the cooked products, it has a portfolio of chilled fourth range products, comprised of full fish meals, vegetables and other side dishes, fish burgers and seafood salads. These products are currently marketed by the Nuchar brand, in the *Listo y Delicioso* range. In addition to its full range of sea products, it has had, for several years, a bacon product, which is marketed in the international market.

PRODUCTS

The industrial Brasmar Group units of frozen, chilled and salted products are capable of providing all packaging formats available in the seafood industry. At Brasmar we aim to accompany the evolution of the market and to adapt our industrial units to the needs of our clients. For any product category, we have the most suitable packaging format, including boxes, dedicated bags, thermoformed packs, flow packs, skin packs, among others.

FROZEN PRODUCTS

Brasmar has the widest range of frozen sea products in the market. We have an impressive portfolio of products, with more than 200 species, divided into the Fish, Seafood, Cephalopods and Codfish categories. Today, we are a company specialised in the processing of Cleaned Octopus and Soaked Codfish.

Types of packaging:

Bag, Box, Cleaned, Flow Pack, Vacuum, Industrial, Skin Pack and Tray Container.





PRODUCTS

CHILLED PRODUCTS

The Brasmar Group has 2 production units for chilled sea products. As an expert in the processing of smoked products, particularly in smoked salmon, and cooked products, Brasmar is also recognised in the market for the quality of the octopus and ready meals.

Types of packaging:

Skin Pack and Tray Container.



PRODUCTS

SALTED PRODUCTS

We are a company specialised in the processing of salted and dried salted codfish, with 3 dedicated production units, two of them in Portugal, in Gafanha da Nazaré and Famalicão, and one in Norway, in Ålesund. Brasmar is recognised in the market for the quality of this product, particularly the Norwegian codfish, Faroe Islands codfish and yellow cured codfish, marketed in the Brasmar Premium range.

Types of packaging:

Bag and Box.





OUR BRANDS



Brasmar is the brand of frozen sea products with the greatest variety in Portugal. Presenting a portfolio with more than 200 species, it was recognised by the consumer and awarded the label "Sabor do Ano" (Flavour of the Year) in the categories of cleaned octopus, cooked octopus and soaked codfish loins and steaks for the last 5 consecutive years. The Brasmar brand offers products in the following categories: fish, seafood, cephalopods, and salted and soaked codfish.

brasmar.com



With more than 20 years of existence, Nuchar is a brand specialised in chilled sea products, namely cooked octopus and other cephalopods. Recently, the brand increased its portfolio of products with smoked salmon. Nuchar is recognised in the hotel industry and in international markets for the quality and safety of its products (IFS Higher Level certified), as well as for the premium service provided.

nuchar.es



The La Balinesa brand stands out for its premium smoked products, such as the salmon or the codfish, while also marketing other chilled products. Recognised for the high quality it offers, it is distinguished by its artisanal process, supported by the most modern technology and the strict quality control of the raw materials.

labalinesa.com

We have a varied portfolio of brands regarding frozen, chilled and salted sea products. At Brasmar, we seek to meet the needs of our clients in every market where we operate. By acknowledging the characteristics of each market, we adapt our offer to their specificities. We produce and market with focus on the quality and safety of our products.



Marnobre is a premium brand of sea products, which is exclusively marketed in the Brazilian market. It offers a wide and diverse selection of dried and deep-frozen soaked codfish. Its commercial structure commits to identify and develop new products on a daily basis, offering one of the most varied ranges of sea products in Brazil, through its logistics platform.



The Argus brand provides frozen sea products in its portfolio, especially cleaned octopus and soaked codfish. This brand is marketed in the national and international markets through retail channel.



Amarras is an entry level brand, with a wide portfolio of frozen sea products, in the categories of fish, seafood, cephalopods and codfish. Amarras responds to the demand of sea products with competitive prices, with a varied and complete range of references.

CERTIFICATIONS

SUSTAINABILITY

Invest in the present in order to contemplate the future. The future depends on a sustained development for the creation of value. This is Brasmar's strategy. At Brasmar, we believe that the creation of value increasingly requires the integration of several dimensions of Sustainable Development in strategic and operational management decisions.

Our sustainability strategy is based on the analysis of the results of the commitment of stakeholders, industry, management strategies and internal good practices, as well as listening to the sector of sea-related products through benchmarking.

SUSTAINABLE FISHING

When we acquire sea products, we must ensure that the fish that remain in the water is sufficient to maintain healthy ecosystems and guarantee the possibility of the continuity of fishing in the future. We pursue the most demanding quality parameters and respect the life cycle of our species, following the criteria for sustainable fishing. To this end, for some species we have the **MSC - Marine Stewardship Council** and the **ASC - Aquaculture Stewardship Council** certifications, which are independent, international and non-profit organisations that promote fishing sustainability. Brasmar has the MSC Chain of Custody certification in all its industrial units and is able to process and trade products with this label.



QUALITY

Every day, our mission is to deliver to our clients the best the sea and nature have to offer. Our team controls all the processes, the labelling and the characteristics of each fish. At Brasmar, all our production units follow the IFS Food certification standards, which define the food safety requirements for the organisations that aim to distinguish themselves by the excellent quality, food safety and satisfaction of their clients. We have created, for each unit, control systems and procedures that audit every stage of the production process, in order to ensure that the product leaving our facilities is in perfect conditions.

Halal certification: In a permanent search for the quality certification of all its products, Brasmar obtained the **Halal** certification. This certification allowed for the expansion of our target markets, ensuring the certified supply to a group of consumers with great potential in terms of national and international consumption - the Muslim population.



ENVIRONMENT AND SAFETY

At Brasmar, we are committed to a continuous improvement of the environmental performance and safety of our employees. Environmental sustainability is part of the Management Strategy of Brasmar, which assumes the commitment of improving the environmental practices throughout the entire life cycle of its products. We are committed to create healthy and safe workplaces for our employees, therefore obtaining the **ISO 14001:2015** and **ISO 45001:2018** certifications.



SOCIAL RESPONSIBILITY

Supporting the communities through our Social Responsibility are principles that are part of our DNA.

At Brasmar Group we aim to actively contribute to improve the quality of life of communities close to our units. Therefore, we sponsor several local and national associations and institutions.

SUPPORTING TRAINING

We support higher education and vocational training of young people and adults, based on partnerships and cooperation protocols with several public and private education institutions, in different levels of education. Through our internship programmes we contribute to a quicker and better integration in the labour market.

R+D+i

We constantly try to adapt to the reality of the markets in which we are present, which means we need to be agile and at the forefront of innovation. At Brasmar Group, we have three R+D+i teams, who develop, on a daily basis, new projects in terms of frozen, smoked and cooked products.

We strictly cooperate with renowned research organisations, which allow us to access first-hand the most recent technologies and advances in terms of nutrition and food safety.



BRASMARGROUP.COM

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