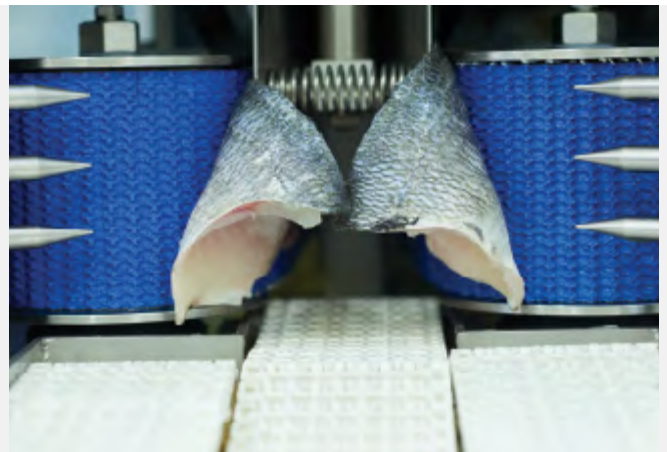


AQUACULTURE PROFILE

AMBIO S.A.





WE HELP YOU LEVERAGE THE
POWER OF KNOWLEDGE



HISTORY & CULTURE

AMBIO S.A. was founded in 2005, to provide consultancy services focusing on the Primary Sector & Food Industry, Environment, Energy and Tourism.

Through its accumulated experience and in-house generated know-how, the company became a leading consultancy firm in the fishery and aquaculture sectors. Its success lies on entrepreneurial spirit, fuelled by dynamic teamwork and collaboration, founded on trust and respect.

The Company's goal is to assist its clients in achieving their stated development objectives on time, within budget and with the agreed level of quality. AMBIO identifies and develops unique and innovative concepts, which are market driven, and based on cutting edge design and planning principles and techniques.

AMBIO's diverse operations allow the company to maintain a broad base of experienced professionals in many consulting disciplines and specializations. The Company is strongly committed to the continuous development of its people, celebrating individual and collective growth and achievements.

These qualities enable the company to provide integrated and comprehensive business development services and solutions.



VISION

Our vision is to become an internationally respected consulting firm in our fields of expertise. We pursue our vision trying to reshape the way our clients view "consultancy services", by introducing extraordinary experience, where knowledge, integrity and professionalism are at the forefront of who we are.

MISSION

AMBIO identifies business opportunities, develops highly profitable business models and designs projects with high added value. Our main mission is to improve the competitive position of our clients, ensuring their rational and sustainable growth, by assisting them in achieving their stated development goals on time, within budget and with the agreed level of quality.

AMBIO's employees work towards the Company's vision by providing advice, information and solutions that make a positive difference for our clients. As a result, AMBIO partners with its clients to solve their most important and complex problems, making their mission our mission, and delivering lasting results.





MEMBERSHIPS & CERTIFICATIONS

AMBIO is registered with several important organizations, such as the Athens Chamber of Commerce & Industry (ACCI) and the Technical Chamber of Greece (TCG).

Furthermore, most of its executives are registered in the Greek Consultancy Register (GEM/MEPPPW - Categories: Planning, Mechanical Engineering, Forest, Fisheries and Environment).

AMBIO operates under a certified Quality Assurance Management System according to ISO 9001, which ensures that its clients' needs are met to the highest standards of professionalism and integrity.

In 2016 AMBIO was registered as an Energy Service Company (ESCO) under the Registry of the Greek Ministry of Environment and Energy. In 2020 AMBIO expanded its certified services in the Energy Sector, by been acknowledged as a registered company, under the Registry of Energy Auditors of the Greek Ministry of Environment and Energy.

AMBIO is also an approved GLOBAL G.A.P Aquaculture consultant, one out of four Aquaculture Farm Assurers worldwide. Aquaculture Farm Assurers are independent, trained and approved consultants with first-hand knowledge of the GLOBAL G.A.P. System, providing expertise to help producers implement Good Agricultural Practices.

Finally, AMBIO is a privately-owned and fully independent company vis-à-vis its contractors, manufacturers, suppliers and public-sector entities.

CLIENT

TEAMWORK

RESPECT

TRUST

CUTTING EDGE

INTEGRITY

SUSTAINABILITY

GROWTH

HOW WE WORK

The consulting and advisory industry is at a serious turning point in its evolution. Customer needs and demands have changed drastically in recent years. For clients, it is becoming increasingly important that the consultants have a comprehensive understanding of their business. In order to be relevant and useful to their clients, consultants have to keep abreast of economic, technological and social trends, anticipate changes that may affect their clients' businesses and offer advice that helps clients to achieve and maintain high performance in an increasingly complex, competitive and difficult environment.

Industry-specific customer preferences and goals are the drivers of the new era of "vertical approach". For consulting companies, this means a new orientation in the way they offer their services. To adopt a vertical focus in its offerings, consulting companies need to invest significantly in talent and technology. Clients will want to see a high level of domain knowledge and expertise in the consulting team in order to gain confidence and enter into partnership.

At AMBIO, we combine the "vertical approach" of our services with a strict management procedure, which ensures timely and reliable deliverables. To achieve these goals, we follow a set of principles during our work-flow not only as a team, but as a company as well:



CONTINUED BUSINESS JUSTIFICATION

Business justification is documented by a business case created for each project. As projects are inextricably linked to their business justification, the latter drives the decision-making process to ensure that a project remains aligned with the business objectives and benefits being sought.

DEFINED ROLES & RESPONSIBILITIES

For each new project, specific roles and responsibilities are defined and agreed within the company's structure, thus engaging, in an efficient and effective manner, the consultant with the client and any other stakeholders involved.

FOCUS ON DELIVERABLES

Each and every project manager focuses on the production and delivery of agreed deliverables, giving special attention to their quality requirements. This project management approach provides the opportunity to AMBIO's management team to carry out multiple projects and eliminate the risk of any setback.

LEARN FROM EXPERIENCE

AMBIO's project teams learn from previous experience: lessons are sought, recorded and acted upon throughout the life of the project. It is the responsibility of everyone involved with the project to seek lessons learned rather than waiting for someone else to provide them.



MANAGE BY STAGES

Each project is planned, monitored and controlled on a stage by stage basis. Breaking the project into a number of stages, enables the extent of senior management control over projects to be varied according to the business priority, risk and complexity involved.

MANAGE BY EXCEPTION

Appropriate project governance is enabled by defining distinct responsibilities for directing, managing and delivering a project and clearly

defining accountability at each level.

Accountability is established by delegating authority from one management level to the next by setting targets against objectives for the respective level of the project plan (as time, cost, quality, scope, risk limits and benefits). Accountability is established by setting up controls so that if targets are to be exceeded, then an immediate reference up to the next management layer will offer a decision on how to proceed. In addition, by putting in place an assurance mechanism, each management layer can be confident that such controls are effective. This implementation of 'management by exception' provides for very efficient use of senior management time as it reduces senior managers' time burden without removing their decision-making responsibility at the right level within the company.



KNOWLEDGE

SHARE

RESPONSIBILITY

CONTROL

EXPERIENCE

FEASIBILITY

ACCOUNTABILITY



SERVICES & TOOLS

AMBIO provides a full range of consultancy and advisory services for both public and private sector bodies with interests in the fields of fisheries and aquaculture. Our goal is to assist our clients in achieving their stated development goals on time, within budget and to the agreed level of quality.

The company identifies and develops unique and innovative concepts which are both market-driven and based on cutting edge design and planning principles and techniques. The group specializes in providing comprehensive business

development and support services that incorporate:

- Strategy and Policy Making;
- Project Development and Management;
- Aquaculture Engineering Services;
- Environmental Management and Planning;
- Quality Assurance;
- Research and Development;
- Project and Business Financing;
- Turn-key Solutions.

STRATEGY & POLICY MAKING

In-depth understanding of aquaculture worldwide, as well as current technological and market trends, are combined with the extensive experience of AMBIO's executives to provide the necessary tools to establish the vision, mission and values, which ultimately lead to a successful establishment in this sector.



To achieve strategic objectives and set out policy guidelines, AMBIO provides a full range of consultancy and advisory services consistent with both a client's institutional framework and their vision and values. Our goal is to assist clients in achieving their stated development goals on time, within budget and to the agreed level of quality.

AMBIO uses a multitude of universally accepted scientific tools, depending on the needs of each project. More specifically, the company services regarding strategic planning and policy development include the following:

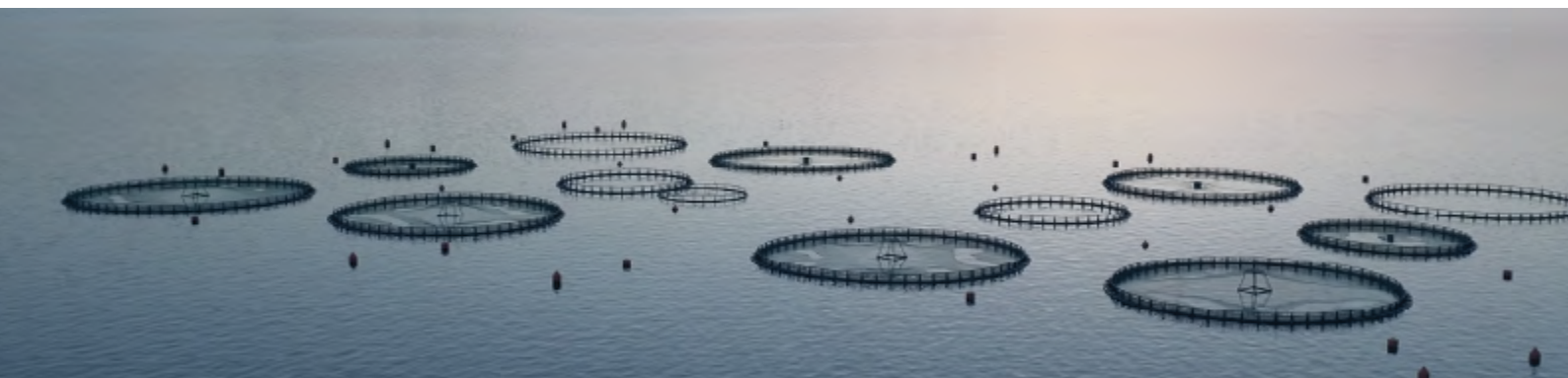
- National and regional spatial planning;
- Development of organizational policy framework;
- Development of investment strategies;
- Development of strategic partnerships.

PROJECT DEVELOPMENT & MANAGEMENT

AMBIO specializes in the development and management of commercial aquaculture projects. It specializes in marine fish farming project development and has the capacity and expertise to develop any type of commercial aquaculture project. A hands-on approach is followed, involving every aspect of aquaculture project development and management.

With the aim of securing our clients' competitive position and ensuring rational and sustainable growth in fisheries and aquaculture, a complete range of services is provided, including:

- Project development;
- Project management;
- Production planning;
- Production process analysis;





- Business restructuring;
- Business process re-engineering;
- Cost analysis;
- Market analysis;
- Expert witness.

In order to ensure rational and sustainable growth in aquaculture, services also include:

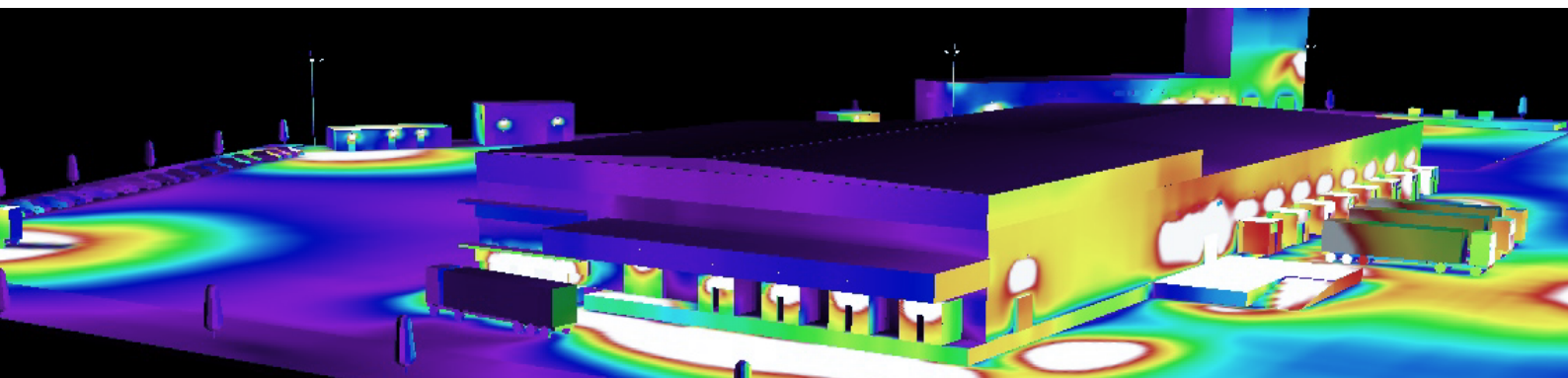
- Business plan development. This service is provided for both proposed and existing aquaculture enterprises. Business plans are key planning and decision-making tools. They can be used for setting up the business parameters and the strategic vision of an aquaculture operation;

- Evaluating aquaculture operations (due diligence). Based on its unique in-depth knowledge of the aquaculture industry, AMBIO can deliver accurate and timely opinions on production processes. When performing due diligence on an aquaculture business, a conservative approach is employed, actively pursuing full discovery of risks so as to significantly increase the amount and quality of information available to decision makers.

Additional services may also include drafting and submission of applications for capital investment financing, and the calls issued by national or international agencies, authorities and organizations.

AQUACULTURE ENGINEERING SERVICES

AMBIO employs highly skilled and experienced engineers in the aquaculture



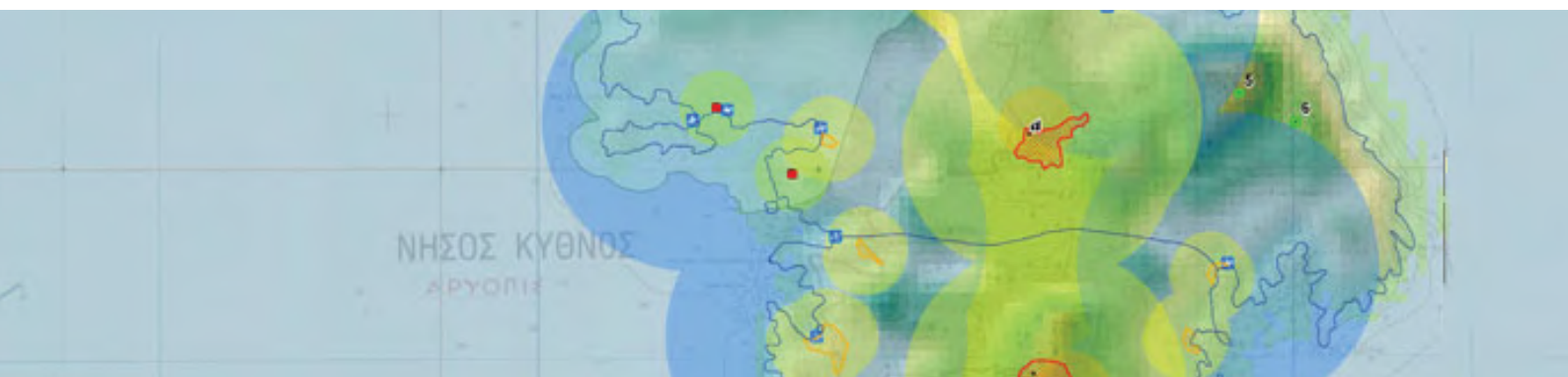
industry. AMBIO's Engineering Department can design and license large and small-scale manufacturing units, specializing in marine and land based aquaculture facilities (fish hatcheries, fish processing units, fish packaging, bivalve purification & dispatch centers & supporting infrastructures), fish feed plants, logistics centers, waste processing units and energy saving processes adapted to the needs of aquaculture. More specifically, the objectives of this department include:

- Site surveying and planning;
- Site selection;
- Infrastructure design;
- Cage and mooring layout designs;
- Waste management (recycling, waste to energy, waste processing);
- Energy saving plans;
- Failure investigations;
- Risk assessment;
- Building permits;
- Construction supervision.

ENVIRONMENTAL MANAGEMENT & PLANNING

AMBIO takes a holistic approach, integrating environmental, social and economic development needs and measures. Our portfolio extends over all aspects of integrated consultancy services for aquaculture related to the preparation of environmental assessments and management of resources and waste, thus ensuring sustainable development. More specifically, the company's environmental services include:

- Spatial planning. AMBIO's highly experienced GIS team specializes in geoinformatics applications in data processing and analysis, using and developing GIS techniques and mathematical models. Our customers benefit through our thorough knowledge of developing GIS models and scripts, and our ability to provide tailor-made applications and integrated, novel solutions in the fields of fisheries and aquaculture.

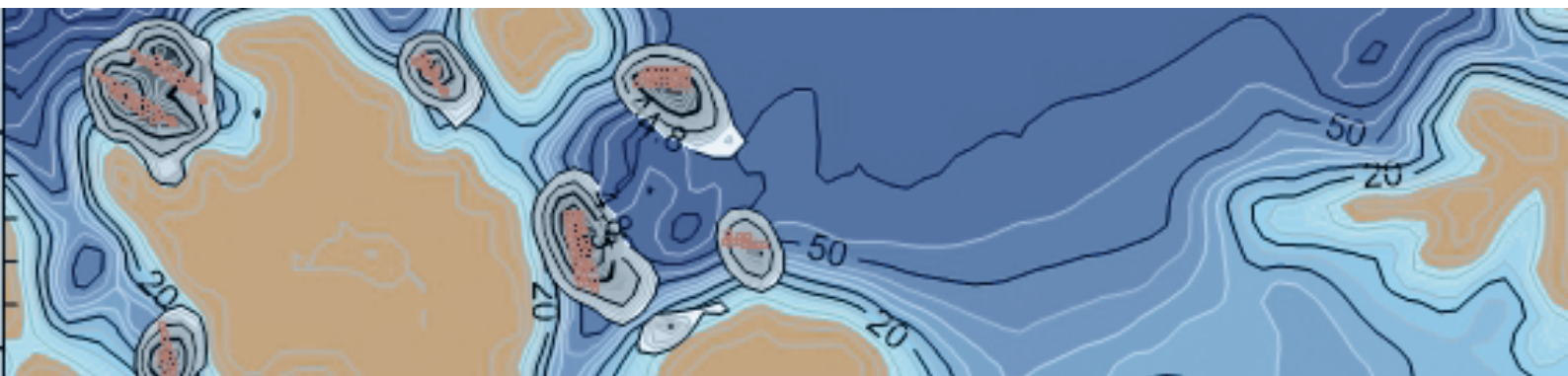




The combination of innovative techniques with in-house software development gives us the advantage in providing integrated solutions. Using globally accepted software applications, AMBIO can provide advanced GIS outputs and data management. WEB GIS, thematic mapping, spatial, network and predictive modelling, and GIS bespoke applications are amongst the tools used to provide advanced GIS solutions;

- Site selection is a key step to developing a successful aquaculture project. It is vital that a suitable site be identified during the very early stages of any farming project;

- Environmental impact assessments (EIAs). AMBIO offers complete environmental impact assessments (EIAs), special environmental impact assessments (SEIAs), strategic environmental assessments (SEAs), environmental impact studies (EIS) and environmental impact statements (EIS) for new aquaculture projects or operating aquaculture companies. The scope of an assessment, study, or statement is variable depending on the operational stage of the project or company, the projected size of the project or the actual footprint of an existing operation, as well as planned expansions and unique site features and sensitivities to potential negative impacts.
- Social impact assessment (SIAs). Host communities and end users are a necessary consideration of all fisheries and aquaculture consultancy services. AMBIO also provides the appropriate services to address the concerns of these significant stakeholder groups.



In terms of environmental management, AMBIO also develops integrated solutions related to planning, environmental management, permits and licensing. More specifically, the company carries out:

- Environmental surveys and monitoring;
- Environmental due diligence.

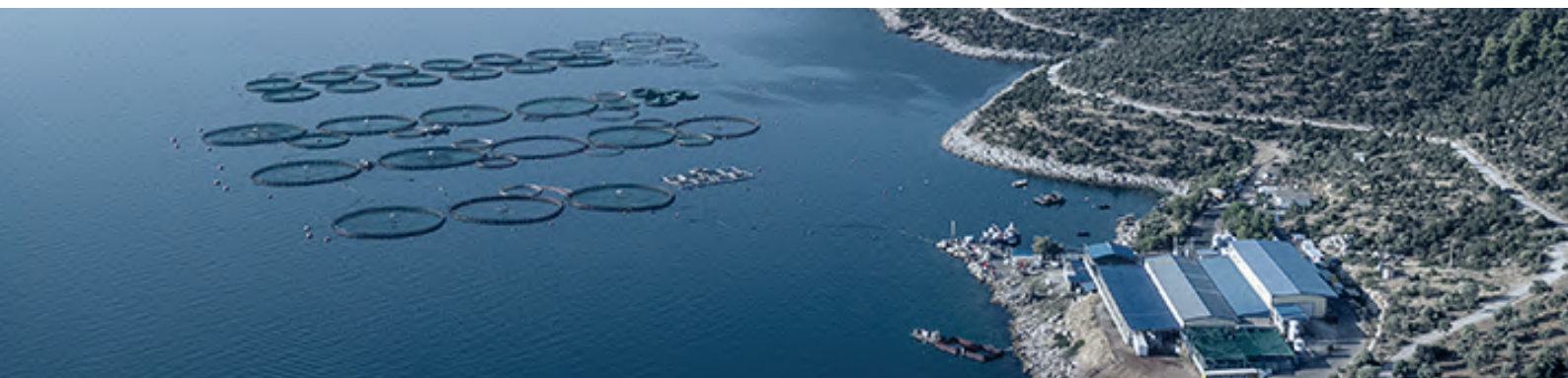
QUALITY ASSURANCE

AMBIO actively supports the implementation and management of Quality, Health and Safety systems adapted to the needs of the aquaculture sector.

Services provided include design, development and implementation of the following Quality Systems:

- Quality Management Systems (ISO 9001);
- Occupational Health and Safety Management Systems (ISO 45001);

- Environmental Management Systems (ISO 14001 & EMAS);
- Food Safety Management Systems (HACCP, ISO 22000, BRC, IFS & FSSC 22000);
- Corporate Social Responsibility Management Systems;
- Aquaculture Stewardship Council (ASC) Certification Scheme;
- Best Aquaculture Practices (BAP) Certification Scheme;
- Global Good Agriculture Practice (GLOBAL G.A.P.) Certification Scheme;
- Energy Management Systems (ISO 50001);
- Energy Audits according to EN 16247;
- Religious Certification Scheme (Kosher & Halal);
- Personnel Training.



RESEARCH & DEVELOPMENT

Within the context of its operations, AMBIO dynamically invests in the application of innovative technologies in collaboration with leading research institutions in Greece. Emphasis is given to issues related to fish production, natural resources and waste management.

To achieve these goals, the company closely collaborates with national and overseas research institutes, while it is also, in regular communication with peer departments of collaborating companies. AMBIO's Research and Development Department is involved in projects on:

- Fish disease prevention. Disease prevention, disease diagnosis, and disease management are corner-stones of best management practices in aquaculture. Our team can design and implement a secure system of health management and disease prevention for any commercial farming operation. Disease prevention and control uses an approach that integrates strict biosecurity, system design, genetic selection, use of specific pathogen free (SPF) animals, use of high quality feeds, superior water quality management methods, and overall best management practices for fish and shrimp culture;
- Farm-raised product development. Designing and developing farm-raised products to meet the demands of the seafood consumer is critical to long-term success in highly competitive seafood markets around the world. Creating and developing targeted value-added seafood products (organic fish, functional foods) are excellent ways to improve the profit margin of existing aquaculture operations, while



simultaneously exceeding the needs of seafood buyers and their customers;

- Fish feed formulation. Working in close collaboration with leading laboratories and aquatic feed mills, our nutrition experts are ready to develop new feeds and new feeding techniques that will reduce overall feed costs and dramatically improve operating margins;
- Seafood market research & development. Strategic aquaculture marketing plans for our clients are generated, focusing on product, price, and placement together with promotion strategies. In addition to proprietary seafood market research and development of strategic marketing plans, AMBIO can provide the following additional services to our clients:
 - Regional seafood marketing opportunity analysis;
 - Price and demand surveys of wholesalers, distributors, and consumers;

- Seafood demand and pricing analysis.

Furthermore, AMBIO is involved in R & D projects aimed at developing tools and methods on a broader spectrum. Such projects deal with the following:

- Development of software management & monitoring tools;
- Development of innovative waste management systems;
- Development of remote sensing systems;
- Development of innovative energy saving systems.





PROJECT & BUSINESS FINANCING

AMBIO recognizes the need for continuous improvement in a complex, diverse competitive environment. It therefore, provides services which offer the best choice among available funding schemes. AMBIO's services mainly focus on the comprehensive business development of fisheries and aquaculture, supporting both public and private sector initiatives.

The Funding Schemes Division aims to identify funding sources to assist clients in safeguarding and securing their competitive position and future development. Services offered by AMBIO provide access to funding and grants, available through national, European and international investment initiatives, and programmes including:

- National grants;
- European research technological programmes ;
- European initiatives INTERREG, ENPI CBC MED, SOUTH EAST EUROPE, INTELLIGENT ENERGY EUROPE;
- European Investment Bank (E.I.B.) funding schemes;
- European Bank for Reconstruction and Development (E.B.R.D.) funding schemes;
- World Bank (W.B.) funding schemes.



AMBIO's strategy is to utilize the structural funds and contributions provided by the above authorities for direct investment in the aquaculture sector. Additionally, funds can be directed to integrated investigations, public-private strategic projects and innovative actions.

To achieve such goals, AMBIO offers advanced services in identifying and evaluating opportunities and in planning and managing many activities financed by different funding tools. Services may focus on the following issues:

- Project planning and development;
- Project audit (internal-external);
- Drafting proposals;
- Co-ordination and management of approved projects.

TURN-KEY SOLUTIONS

AMBIO can support start-up and fully operational companies, using its specialized technical support team to organize a new business, design and implement production processes, train skilled and unskilled personnel and run an aquaculture unit, either for a short transition or for a longer pre-agreed period.

The aim is to provide technical assistance to business management, production (hatchery, on-growing facilities), fish packaging, processing, storage and logistics. More specifically, technical assistance services include:

- Farm management services. AMBIO can design new, and manage existing, aquaculture operations based on a





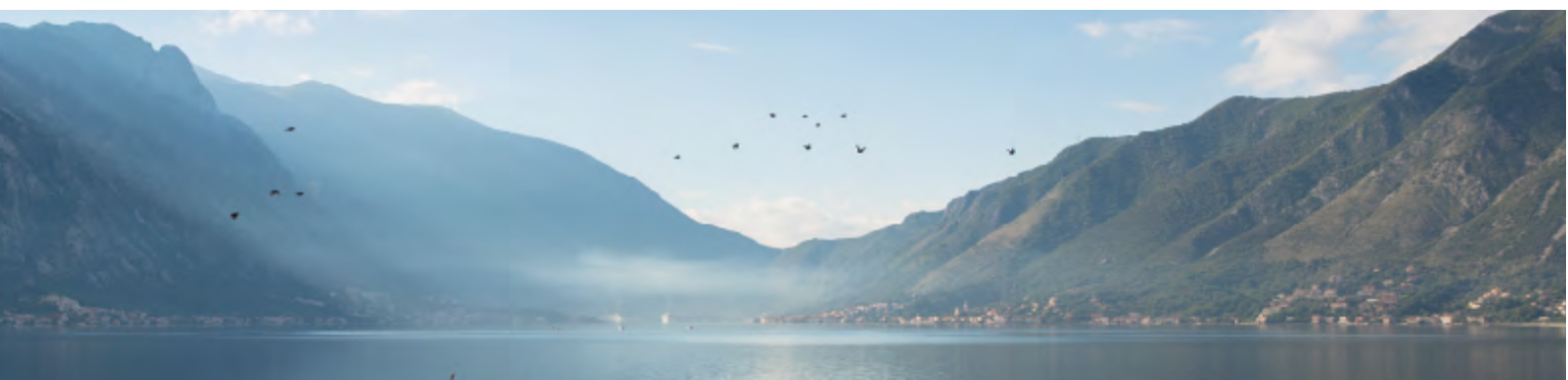
combination of fixed fees and performance-based incentives. Our team of fish farming experts can efficiently implement new projects or identify problems and deliver solutions that blend perfectly with existing operations and the overall strategic objectives of an aquaculture operation;

- Personnel training. AMBIO provides training services for the skilled and unskilled workforce of a vertically integrated fish farm, including the farm's management executives. Such training may take place on the farm site or on

selected farms in Greece, especially if training starts prior to the period when the farm is fully operational.

More specifically, services may also include:

- Design and installation of aquaculture production units;
- Production planning and management;
- Installation and operation of waste management units.



CASE STUDIES



STRATEGIC SPATIAL PLANNING TO ESTABLISH ORGANIZED AQUACULTURE PRODUCTION ZONES



AMBIO'S SERVICES



Islets of Echinades & Etoloakarnanias' west coasts, Region of Western Greece & Ionian Islands

FUNDING BODY

ANAPTYKSIKI ECHINADON

FUNDING SCHEME

EU Operational Programme
"Fisheries 2007-2013"

PROJECT DESCRIPTION

The project aims to establish of O.A.P.Z. in the marine areas of Echinades Islets and Etoloakarnania. The project was designed in two phases, as follows:

- Phase 1: Current state assessment and proposals formulation for the establishment of the O.A.P.Z..
- Phase 2: Data collection, processing and recording for the preparation and submission of the required studies accompanying the request for the establishment of the O.A.P.Z..

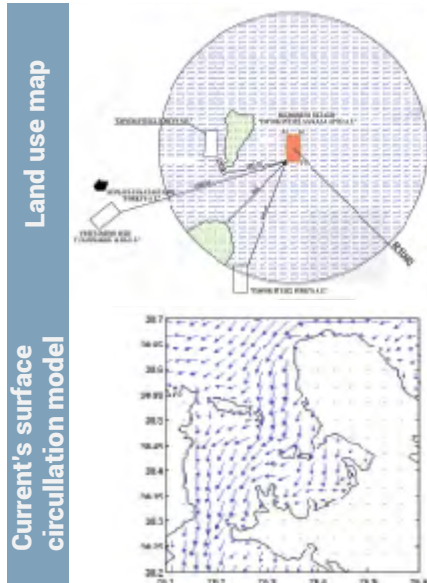
Aquaculture facilities



Hatchery facilities



FISH FARM RELOCATION



AMBIO'S SERVICES

- Topographic chart
- Production planning
- Environmental impact Assessments (MERAMED)
- Cage facilities planning
- Marine area leasing
- Water use permission
- Operation license
- Investment compiation folder and management



"Lakia", Municipality of Mastichochochia, Prefecture of Chios

FUNDING BODY

FORKYS FISH FARM S.A.

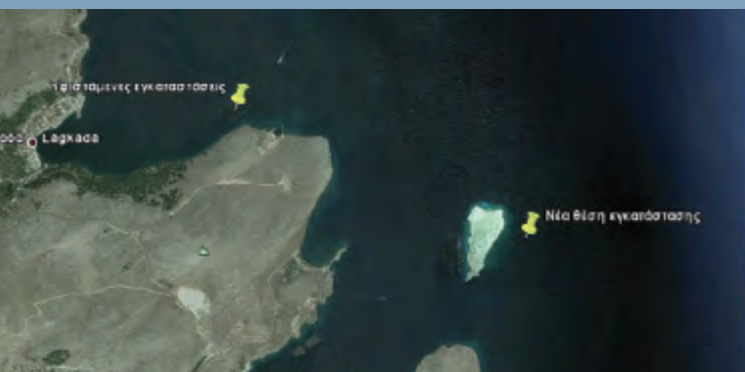
FUNDING SCHEME

OPF 2007-2013

PROJECT DESCRIPTION

Fish farm relocation from "Akrotiri" Karidas site, Ormou Kolokithias to Island of "Ag. Stefanos" site, Municipality of Omiroupoli, Prefecture of Chios, Greece, and capacity adjustment to environmental characteristics of the new site.

Satellite photo of current and new site



Current facilities

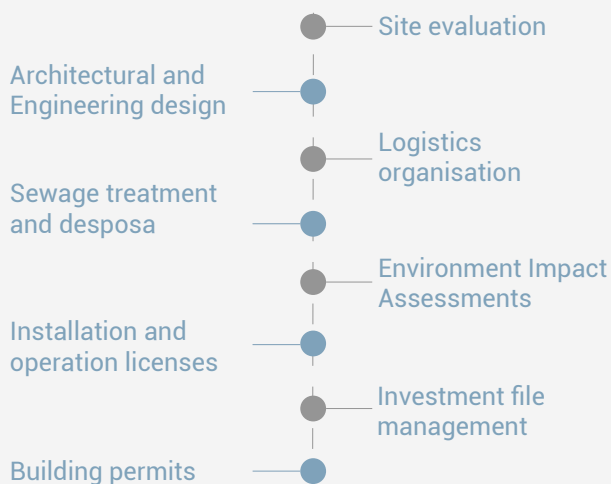




AQUACULTURE LOGISTICS CENTRE AND PACKAGING UNIT



AMBIO'S SERVICES



"Kalogria", Lesinioy,
Municipality of Oiniades,
Prefecture of Etoloakarnania

FUNDING BODY

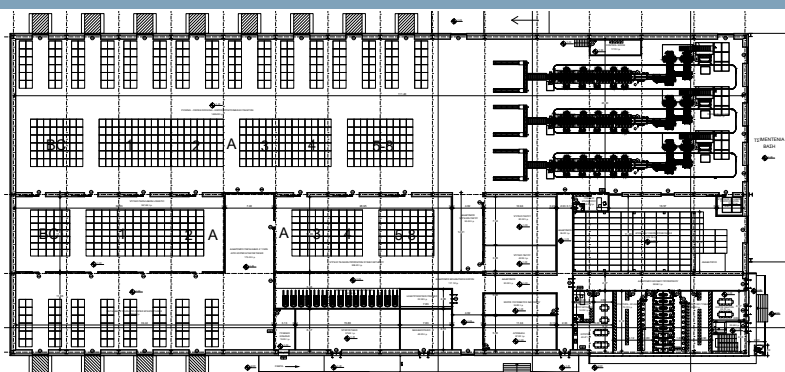
NIREUS AQUACULTURE S.A

PROJECT DESCRIPTION

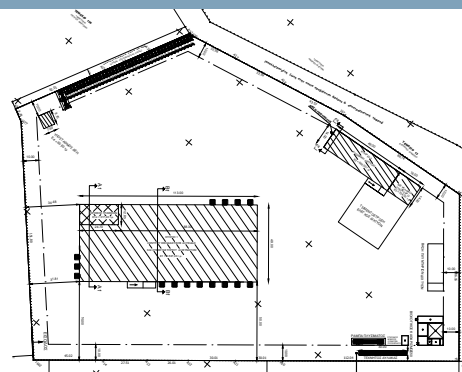
Development of a logistics and packaging unit for aquaculture products.

Infrastructure facilities consist of a 5.537 sq.m. ground floor and a 317 sq.m. first floor. A 1.603 sq.m.-area is covered by the packaging unit and a 2.422 sq.m.- area is covered by the logistics facilities. The logistics' annual capacity is estimated at 30.000 tonnes.

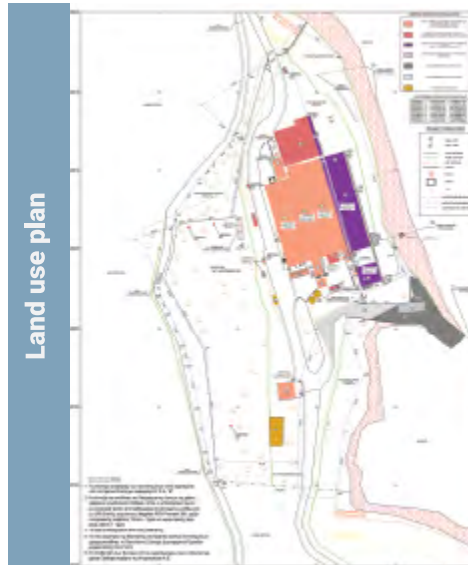
Facilitie's ground floor plan



Topografic site plan



RESTRUCTURING & MODERNIZATION OF PACKAGING UNIT, HATCHERY & LAND BASED FACILITIES OF AN AQUACULTURE UNIT



AMBIO'S SERVICES

- Environmental Impact Assessment
- Concession of right to use section of seashore and coastal zone
- Reforestation Study
- Application for legalization of island based facilities
- Issuing of building permit
- Redesign of existing packaging unit



"Koronies", Larymna, Opountion, Region of Central Greece, Greece

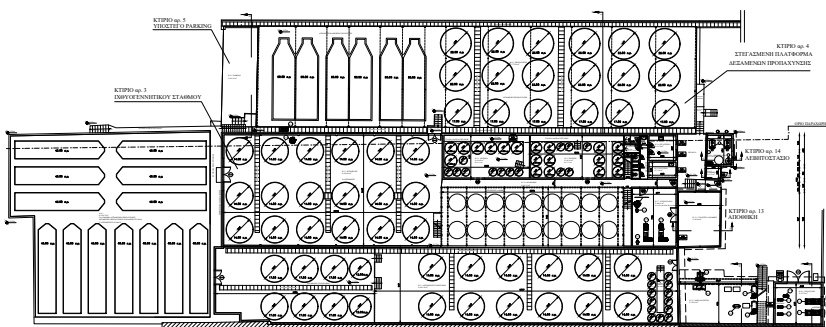
FUNDING BODY

BITSAKOS G. & P. AQUACULTURE S.A.

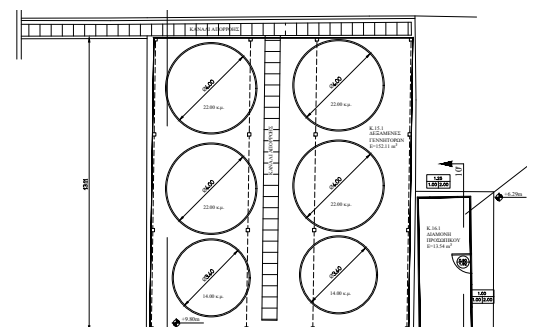
PROJECT DESCRIPTION

The project involves, the approval of the intervention in public forest area, the modernization of the packaging unit, hatchery & supporting land facilities of an aquaculture unit, in Koronies, Larymna, Opountion, Region of Central Greece, Greece.

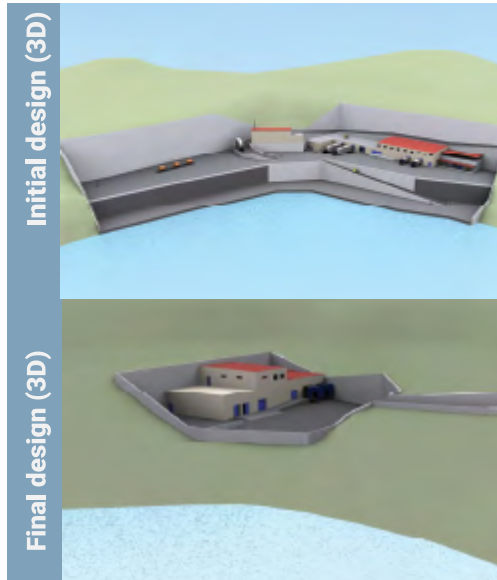
Hatchery floor plan



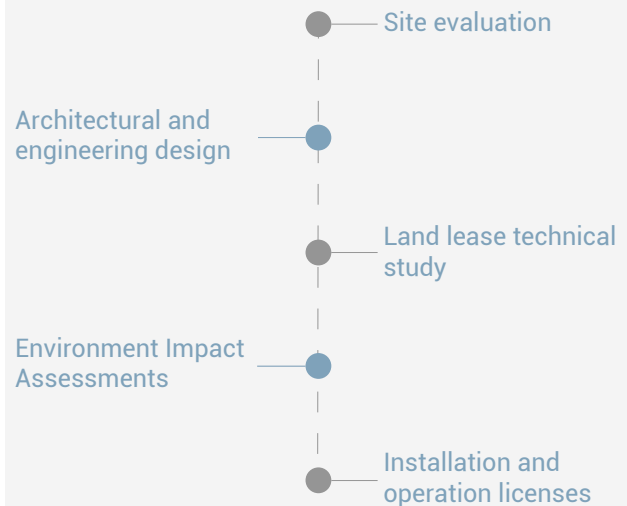
Hatchery floor plan detail



AQUACULTURE SUPPORTING INFRASTRUCTURES



AMBIO'S SERVICES



"Ormos Agiou Panteleimona",
Municipality of Astakos,
Prefecture of Etoloakarnania

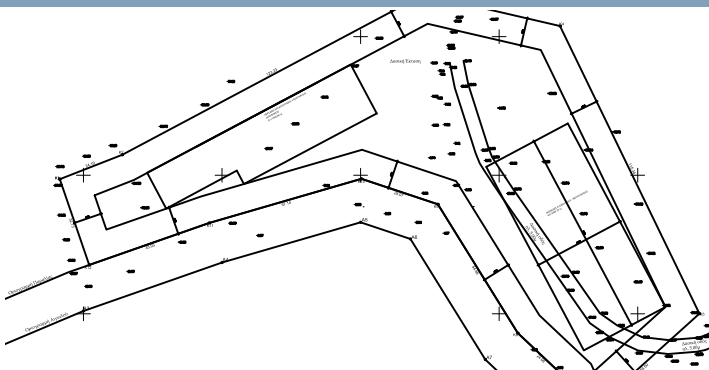
FUNDING BODY

SEAFARM IONIAN S.A.

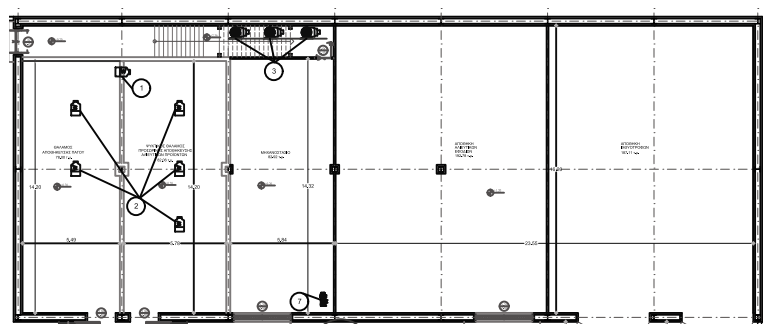
PROJECT DESCRIPTION

The project deals with the development of a two-floor storage building that consists of a 725 sq.m. total surface ground floor area and a 215 sq.m. first floor area: Ground floor includes ice storing freezer, fish products temporary storage facilities & fish feed & equipment storage unit. The building's first floor will be used for diving equipment storage, office rooms, WC & changing rooms.

Initial topographic site plan



Mechanical equipment plan



FISH PROCESSING UNIT



AMBIO'S SERVICES

- Architectural and engineering design
- Environmental Impact Assessment
- Building permit issuance
- Investment file completion within P.P. "FISHERIES" 2000-2006 framework
- Promotion activities
- Site evaluation
- Waste treatment and disposal study
- Installation and Operational licences
- Project Management
- Design and installation of quality management and food safety system (ISO 9001:2008 & HACCP)



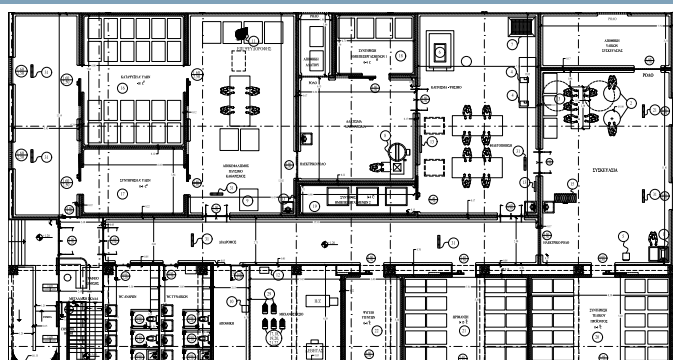
Municipality of Thiva,
Region of Central Greece

FUNDING BODY
AGIANKA S.A

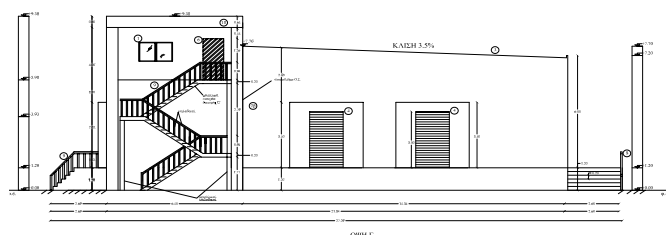
PROJECT DESCRIPTION

Unit's processing capacity is 1 tonne/day raw material out of which 586kg/day final product is produced. The project was funded by the Operational Programme "FISHERIES" 2000-2006, Measure 3.4, "Fisheries processing and marketing".

Ground floor plan



Side plan





COMPANY CLIENTELE

AMBIO has long cooperation with public bodies, private enterprises, startups, incubators and funding institutions. The Company's clientele includes some of the most noteworthy Greek and foreign Companies in the aquaculture sector





AMBIO.GR

39 Mavrommataion St., 10434, Athens, Greece

TEL: +30 210 9219 948 FAX: +30 210 8832 516

EMAIL: info@ambio.gr