



AQUNA  
Sustainable Murray Cod

# CORPORATE PROFILE

*Life tastes better our way*



For sales enquiries, contact: [orders@aquna.com](mailto:orders@aquna.com)  
For general questions, contact: [info@aquna.com](mailto:info@aquna.com)

 [aquna.com](http://aquna.com)

 [@aqunasustainablemurraycod](https://www.facebook.com/aqunasustainablemurraycod)

 [@aqunasustainablemurraycod](https://www.instagram.com/aqunasustainablemurraycod)



# About us

At Aquana Sustainable Murray Cod, our mission is to produce great-tasting Murray cod, fully traceable from pond to plate, in a way that's respectful to the environment and our community.

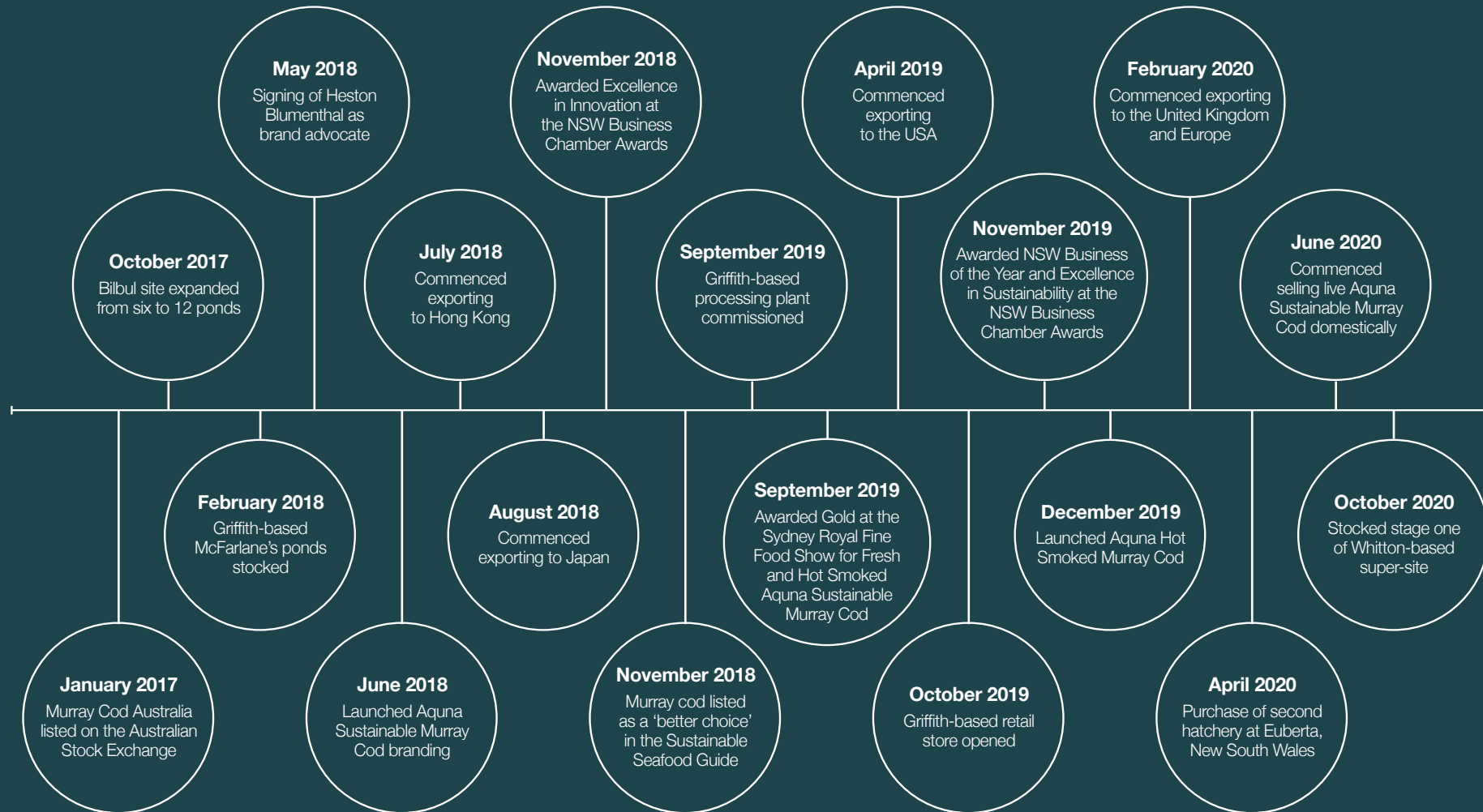
More than five years ago, a collective of pioneering irrigators in the Riverina region established an aquaculture industry — from scratch — approximately 550 kilometres from the nearest ocean.

Now, our premium, sustainably-farmed Murray cod — with a firm texture and natural, creamy flavour — is coveted as a fine-dining fish at top restaurants in Australia and in export markets around the world.

Aquana trades as Murray Cod Australia Limited on the Australian Securities Exchange (ASX code: MCA).



# Our history



# Meet the team



**Mathew Ryan**, Managing Director

Mat Ryan has been instrumental in the growth of Murray Cod Australia (MCA). He brings over 21 years' experience in the aquaculture and agriculture industries, including previous experience as managing director of Bidgee Fresh and Riverina Aquaculture. Mathew holds a Bachelor of Rural Science degree.



**Ross Anderson**, Executive Chair

Ross Anderson brings extensive commercial experience in dealing with agribusiness and capital markets to the business. He's a chartered tax advisor with the Tax Institute, with 30 years' experience as a chartered accountant. Ross is a registered company auditor and principal of the licensed securities dealer, Andersons Investment Services.

**Lynsey Reilly**

Group Manager  
Corporate Affairs /  
Marketing

**Ian Charles**

Group Manager  
Business  
Development

**Paul Van der Werf**

Planning  
and Strategic  
Development

**Wendy Dillon**

Accounting,  
Taxation and  
Finance

### MISSION

Our mission is to produce great-tasting Murray cod, fully traceable from pond to plate, in a way that's respectful to the environment, our growers, and community.

### VISION

Our vision is to make sustainably-farmed Murray cod the fine-dining fish of choice in Australasia and around the globe.

## We stand for

At Aquna Sustainable Murray Cod, we believe the best product comes from the best approach. We want to make an impact on people's plates and their wider lives by inspiring a better way to deliver the future of food production.

### QUALITY

Our premium taste credentials are built on real substance

### INNOVATION

Innovation at our core  
**'find a better way'**

### INTEGRITY

People value a product with an authentic story

### SUSTAINABILITY

Our story is built around our impact on planet Earth

# LIFE TASTES BETTER OUR WAY.

# Awards



Winner of Smoked Product  
& Fresh Fish Classes



2019 Winner of  
Excellence in Sustainability

BUSINESS AWARDS  
2018 STATE WINNER  
Excellence in Innovation



2019 Winner of  
Business of the Year

## What we do

We produce premium, sustainably-farmed Murray cod with a firm texture and natural clean, creamy flavour.

# We're producers of premium, pond-grown Murray cod

Aquna Sustainable Murray Cod is for customers who love great-tasting, white-fleshed fish with a firm texture and natural clean, creamy flavour.

Our sustainably-farmed Murray cod is more than a product.

It represents what's possible when science-based innovation and practices respectful to the environment are applied to food production.

By harnessing nature, we've created a premium product.

That's why we say: 'Life tastes better our way'.



# A luxury fish product

## **Natural, clean flavour**

Aquna produces fish with an natural, clean and creamy flavour because of the way the cod is farmed in open ponds.

## **Versatile cooking qualities**

Its versatile qualities — when raw and cooked — makes Aquna perfect when pan-seared, baked, battered, steamed and grilled.

Our Murray cod is sought-after because it's grown sustainably in ideal conditions, in its native river water from the Murray-Darling Basin system.



# A healthy fish product


One of the most documented and researched benefits of enjoying Murray cod is the fabulous Omega 3 & 6 fatty acid content it possesses.



## Murray cod nutritional analysis

Nutrient composition of Murray cod		Per 100g
Energy (kj)		640kj
Protein		17.7g
Total Fat		9.2g
Saturated Fat		2.8g
Monounsaturated		3.7g
Polyunsaturated		1.8g
Omega 3		0.9g
Omega 6		1.0g
Carbohydrates		<1g
Sugars		<1g
Sodium		49mg





## A new way to enjoy an iconic fish

Like the kangaroo and koala, the Murray cod is an iconic Australian native species, dating back approximately 20 million years to the Miocene age.

According to aboriginal mythology, a large Murray cod was responsible for creating the Murray-Darling river system as it moved its way down the country.

An important and nutritious food source for indigenous Australians as far back as 40,000 years, Murray cod remains culturally important to this day.

Early Europeans used Murray cod as an important food source and a commercial fishery was started in the 1860s, closing in 2001 due to overfishing.

With a commercial fishing ban on wild Murray cod, and an increasing appetite for the white-fleshed fish, Aquna developed its land-based aquaculture model, so we can all enjoy this magnificent iconic Australian fish.

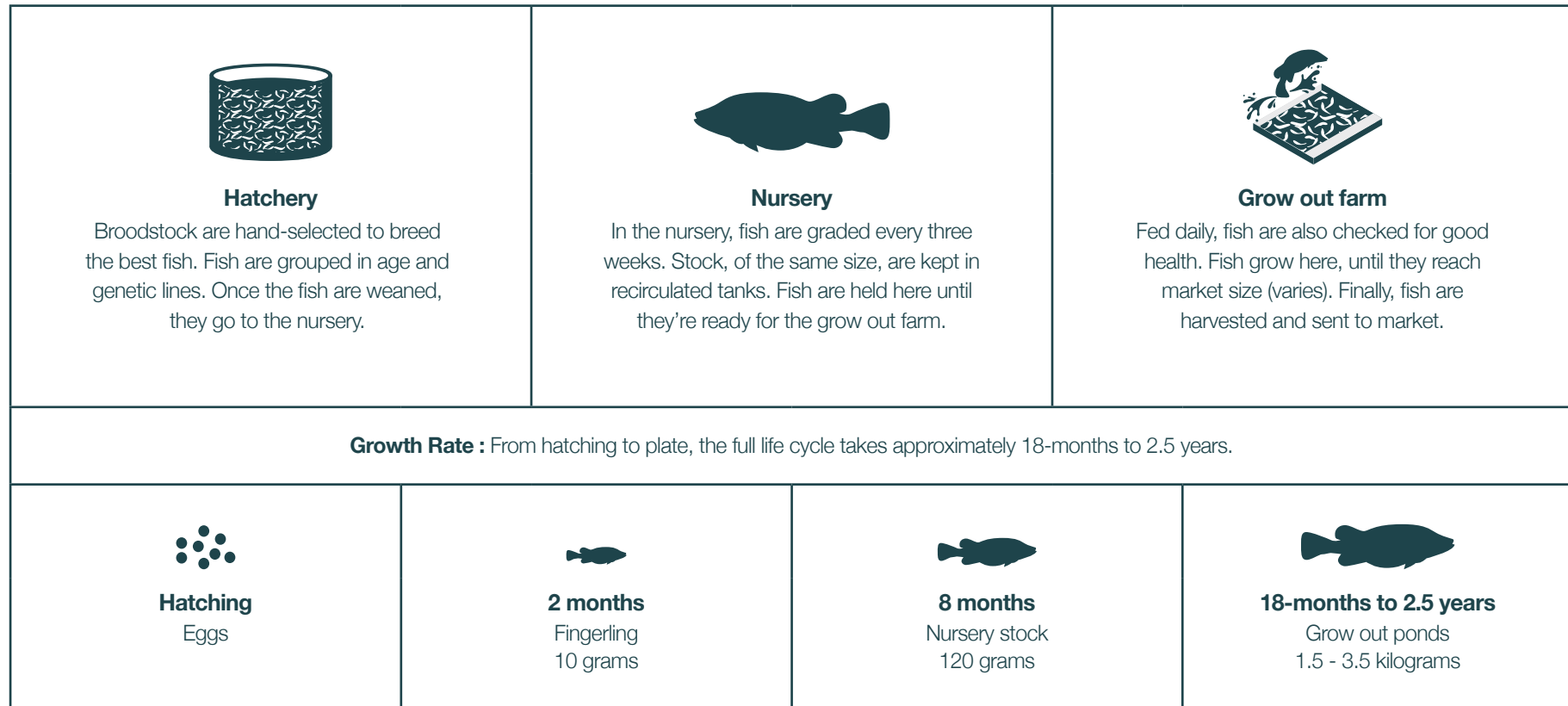
## How we do it

We apply science-based innovation and sustainable farming practices to food production.

Australia's premium native fish

## Vertical-integration, full traceability

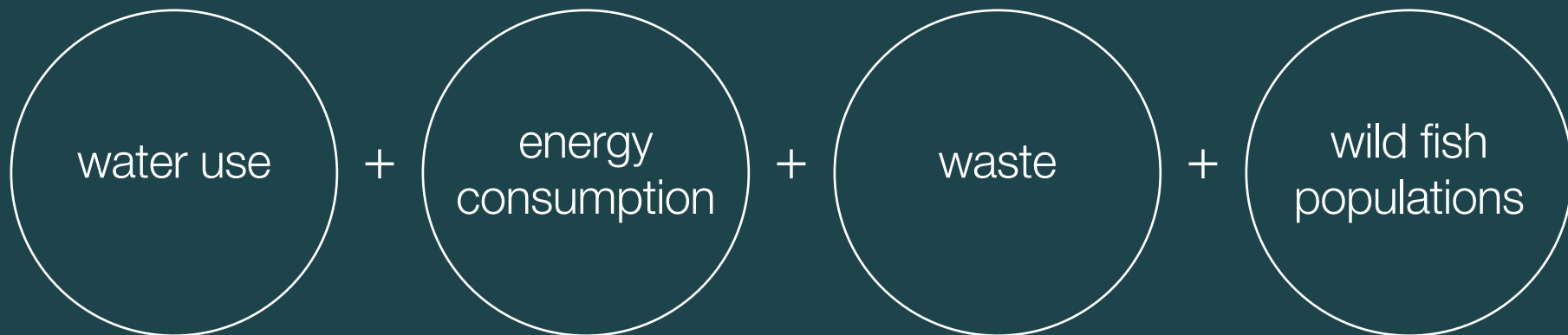
With full traceability, Aquana Sustainable Murray Cod has a vertically-integrated approach for breeding, growing and supplying what is Australia's premium, great-tasting freshwater fish.



## Setting sustainability targets

At Aquana Sustainable Murray Cod, our goal is to set the environmental sustainability benchmark globally for the aquaculture industry.

We've set tangible targets to reduce our environmental impacts by addressing the following:



# Sustainability and social report

At Aquna Sustainable Murray Cod, our goal is to have a positive impact on people's plates and the planet. Our vision is to set the sustainability benchmark globally for the aquaculture industry.

Over the last year, Aquna Sustainable Murray Cod's sustainability performance has focused on the eight key areas:



## Award

Winner of the 2019 NSW Business Chamber Excellence in Sustainability award, which led to being crowned NSW Business of the Year.

## Zero Organic Waste

Our Griffith-based processing plant diverts tonnes of organic waste from landfill through partnerships with recyclers and local pig farmers.



## Energy Management

Through the installation of solar panels at our Bilbul nursery, 50% of our total nursery energy is now provided by solar power.

## By-product Trials

In an effort to continue to innovate and value add, R&D trials have begun on developing several by-product lines.



## 100% Water Recycling System

Our land-based production model uses the same water twice — once through fish ponds, then for crop irrigation or pasture on farms.



## Restocking

We participate in a state government restocking program. To date, across our two hatcheries, more than 20 million fingerlings have been released into the river system.

## Community

Through COVID-19, we have been participating in a Foodbank for Sydney-based out-of-work hospitality workers.



## 50% Reduction in Water Usage

Through closer monitoring, we have reduced our water usage by 50% in our ponds.

## New ideas and collaborations

We handpick people keen to collaborate creatively with us as we develop new ideas and grow our customer base around the world.

“

The innovative way Aquna has created a luxury fish product by combining natural processes, evolved over millions of years, with cutting-edge technology connects with the way I approach food and cooking, resulting in fantastic quality.

**Michelin-starred, Heston Blumenthal**

*(pictured) prefers Aquna Sustainable Murray Cod*



## Who do we serve

We serve our customers and local community.



# We serve our customers

## Enterprising head chefs

Chefs who head up fine-dining restaurants in Australia and internationally, with a keen interest in high-quality, fresh, sustainable produce which they can prepare in creative ways to elevate the dining experience.

## Enthusiastic home cooks

Home cooks who prefer to buy high-quality, sustainable seafood — and are willing to pay a premium price. As conscious consumers who prioritise ethical eating, they know they can send a clear message up the supply chain.



## We serve our local community

Currently, we're participating in a state government restocking program.

We breed and raise the Murray cod fingerlings in our hatchery, which are released into the Murray-Darling Basin. More than 20 million of our fingerlings have been released into the river system to revive the numbers of this vulnerable species.



## We're different

Aquna Sustainable Murray Cod is a consistent supplier of premium, pond-grown Murray cod, underpinned by an environmentally-conscious ethos that embraces research and development to drive new innovation and efficiencies.



## Watch what we're all about




Go to: <https://www.youtube.com/watch?v=ZEGTBMdlXik> 





Our premium, sustainably-farmed Murray cod — with a firm texture and natural, creamy flavour — is coveted as a fine-dining fish at top restaurants in Australia and in export markets around the world.

For sales enquiries, contact: [orders@aquna.com](mailto:orders@aquna.com)  
For general questions, contact: [info@aquna.com](mailto:info@aquna.com)  
For media enquiries, contact: [lynsey@aquna.com](mailto:lynsey@aquna.com)

 [aquna.com](http://aquna.com)  
 [@aqunasustainablemurraycod](https://www.facebook.com/aqunasustainablemurraycod)  
 [@aqunasustainablemurraycod](https://www.instagram.com/aqunasustainablemurraycod)

