



HIGH QUALITY FEED
FOR AQUACULTURE

LET'S GROW
TOGETHER





WE SUCCEED TOGETHER

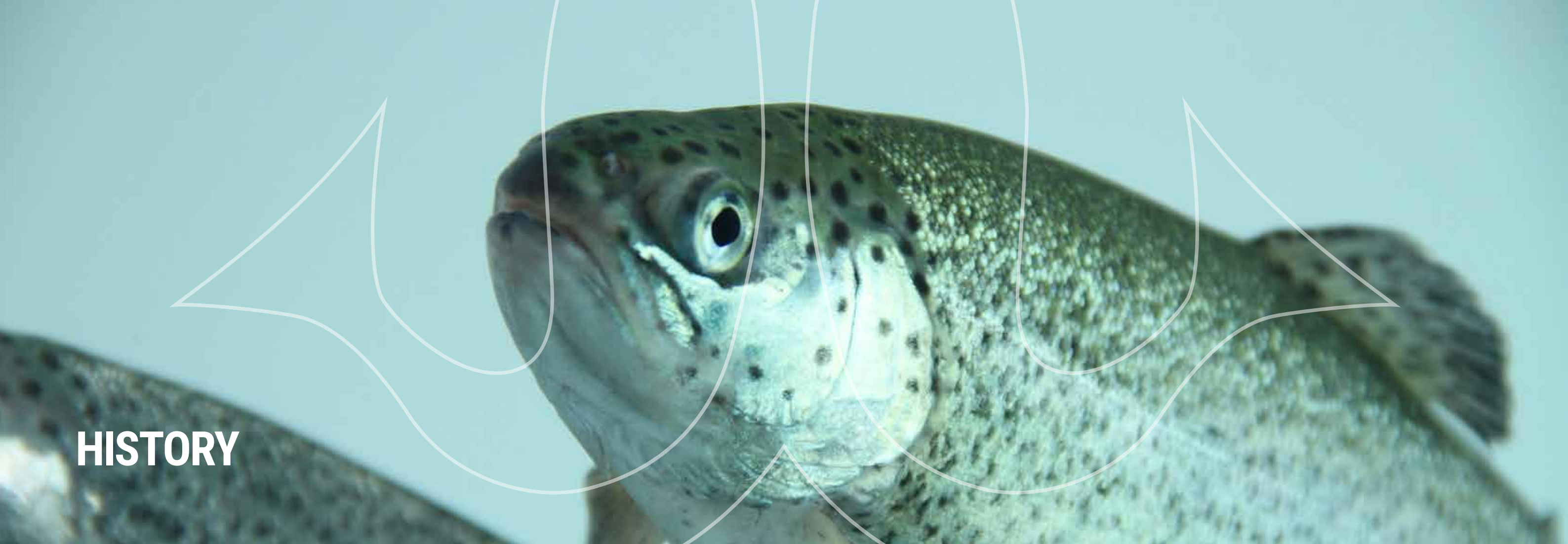
At Aller Aqua we experience that a large part of our customers stick with us as their supplier for many years - some even for generations. This is a great honour for us, as it proves that we are succeeding with our core business objective: always being there for our customers.

Through generations Aller Aqua has been a family-owned company strongly rooted in the feed business. In a family you stick together and help each other. These are values we bring with us, and it is paramount for us that our customers experience that we are there for them. That we are always locally present and thus nearby, and that together we find the solutions which make things work - also when an alternative approach is required.

This is how we work at Aller Aqua. We help our customers, and our customers help us get better. We thrive when we find flexible solutions which make a difference - both when developing new feed types, ensuring logistical solutions around the globe, or when we change production in four hours because spring came sooner than expected.

LET'S GROW TOGETHER





HISTORY

Aller Aqua is based at Aller Mill, which was built more than a thousand years ago. A lot of water has passed through Aller Å (stream) these last thousand years. Today the company is a family-owned company, directed by Hans Erik Bylling – grandson of master journeyman Frederik Bylling, who came to the mill in 1910 and, in cooperation with his wife, took over the mill in 1912. Ever since, it has been a member of the Bylling-family leading the company. Through wartimes and peace, through crisis and wealth, the mill has survived both good and bad times.

Our long history is our guarantee to our customers that we know what we are talking about, that we keep our promises and that we are right here – now, and for many years to come.

- 1963:

Start of fish feed production.
- 1983:

Start of fish feed export.
- 1987:

Investment in the first extruder.
We change from pelleted to extruded feed.
- 2001:

Factory is built in Poland.
- 2006:

Emsland-Aller Aqua is established.
- 2008:

Factory for fish feed is built in Golssen, Germany.
The world's biggest pea protein factory is built in Golssen, Germany, in corporation with Emsland Stärke GmbH.
- 2011:

Acquisition of the factory in Egypt.
- 2013:

Aller Aqua celebrates its 50th Anniversary.
Aller Aqua Research is established in Büsum, Germany.
- 2014:

Our new factory is built in Egypt. Production capacity is tripled.
- 2015:

Aller Aqua opens subsidiary in Nigeria, Aller Aqua Nigeria.
Aller Aqua Kenya established.
- 2016:

Aller Aqua Polska celebrates its 25th anniversary.
- 2017:

Aller Aqua Ghana is officially inaugurated.
Aller Aqua Egypt inaugurates 3rd production line.
Aller Aqua Qingdao begins production.
Aller Aqua Zambia begins production.
- 2018:

Aller Aqua AM is inaugurated.
Aller Aqua Ukraine celebrates its 15th anniversary.

A HEALTHY BUSINESS

As a fish farmer you are a part of the solution to the World's future challenges of increased population and changing climate. Fish are one of the best sources of protein available in terms of farming efficiency. Additionally, it is healthier than most types of meat, and thus the demand will rise concurrently with the challenges. We see this already. However, the rising demand increases raw materials prices, and creates a lack of ingredients for the feed. We see a development where prices of known raw materials can increase significantly based on demand.

STABLE PRICES

This is why research and development within fish feed is crucial in the coming years. It is a matter of ensuring high quality at competitive prices, as well as sustaining the important nutrients. But for us it is mostly a matter of ensuring fish farmers a healthy business, now and in the future.

Our R&D-department is working intensively with testing new feed types and ingredients, which can replace the known sources of protein and omega-3 fatty acids, and thus help ensure stable prices.

STAYING AHEAD

Among the possible new ingredients are protein-producing bacteria, as well as algae and insects. At Aller Aqua we follow the promising development in this area. Once reliable and streamlined processes are in place, large amounts of protein can be obtained this way, and algae will also be one of the future sources of omega-3 fatty acids.

We follow the development within raw materials closely, so we can stay ahead of the big challenges our industry is facing. And not least so you as a fish farmer can rest assured that we take care of your interests.





THOROUGHLY TESTED PRODUCTS

You can create the perfect feed in a laboratory, but it is a completely different matter to ensure that the finished feed performs on the fish farm. Besides the R&D-department at our headquarters in Christiansfeld, Aller Aqua has its own research facility in Büsum, Germany; Aller Aqua Research. We work closely with a number of fish farmers who test new types of feed for us. It is not just a matter of the correct composition of raw materials, but also to a large extent about the physical qualities of the feed.



DECIDING FACTORS

At Aller Aqua we go to large extents to ensure that our feeds can handle transportation, and our customers do not end up with feed which is full of dust. At the same time, the feed cannot be greasy, despite the large contents of oil. And we need to ensure that the feed is not dissolved until it is inside the fish.

These factors determine whether we release a new type of feed.

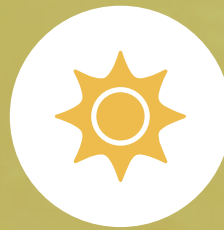
FROM EGG TO DINNER TABLE

Our new large saltwater-system at Aller Aqua Research enables us to carry out larger trials, with bigger fish. The system has been developed specifically for trials with Rainbow trout, Sea bass and Sea bream, and makes it possible for us to utilize a longer time-frame than previously.

This provides us with in-depth knowledge of the factors which contribute to the growth of your fish through the entire life-cycle, from the eggs hatch to the finished fish.



SPRING EDITION



SUMMER EDITION



AUTUMN EDITION



WINTER EDITION



HATCHERY PACK™



ORGANIC FEEDS



GROWER FEEDS



FUNCTIONAL FEEDS



BROODSTOCK FEEDS



TEMPERATURE ADAPTED FEEDS™

OPTIMUM GROWTH

Optimum growth is at the core of every type of feed we develop at Aller Aqua. Optimum growth is also at the core of us offering a wide selection of feeds which is not only adjusted to the specific species, but also to environment and temperature.

In our range of products, you can find the exact feed which will achieve optimum growth for your farm. Aller Aqua's product range is one of the World's most versatile.

We do not consider growth the defining parameter for optimum growth. Optimum growth is about finding the right balance between growth and price, in order to ensure that you, as our customer, have the best possible business.

Optimum growth means growing your business - we can achieve that together.



WE DELIVER EVERY TIME

At Aller Aqua we know, that fish farmers worldwide depend on the fact that we deliver. Every day and each and every time. We go to great lengths to ensure that no fish farmer will experience lack of feed due to delivery problems. And no fish farmer should experience opening a bag of feed which has been beaten to dust during transportation. It takes a solid and well-oiled logistics machine to handle the complex process from receiving the raw materials, and until the finished feed is delivered to our customers. At Aller Aqua we do not produce feed for storage, but directly for our customers, which means that we are extremely busy when we enter the height of the season.

HIGH DEMANDS

With production in both Denmark, Germany, Poland, Egypt, China and Zambia, we flexibly cover a large number of big aquaculture countries. Despite this fact, large amounts of our feeds travel long distances before reaching their destination.

This requires in-depth knowledge of the transport-business in the individual countries and very clear requirements towards the haulier. At Aller Aqua we place a large emphasis on security of supply, and we have high demands when it comes to the treatment of the feed on the journey.

AN INDIVIDUAL SOLUTION

As our customer you will experience that your consultant as well as our sales support will work together to create an individual logistical solution to address your wishes and needs.

We deal with everything from getting the required permits from the authorities and choosing the haulier, to ensuring that the feed is delivered in the packaging which fits your farm.

BUILT ON RELATIONS

Aller Aqua's history is rooted in Aller Mill, which was built more than 1.000 years ago. For more than 100 years the Bylling family has headed Aller Mølle, and in 1996 the third generation of the family decided to separate the fish feed in a specialised company, Aller Aqua, led by Hans Erik Bylling. Today Aller Aqua is the third largest producer of fish feed in Europe. Our history is with us every day, and the philosophy is still the same as with the old miller: "If the farmer has a good harvest, the miller has a good business"

This means that our biggest interest is the welfare of our customers. Professionally as well as personally.



FUNDAMENTAL INSIGHT

At the old mill there was always time for a chat, you could rely on peoples word, and a handshake could close the deal. Despite the fact that Aller Aqua is now a large, modern business with employees situated over large parts of the World, that way of working is still fundamental for us. It is important to us that you, as our customer, is continuously connected to the same employees, so they can get to know you. This is the only way we can gain insight into the challenges and needs we are here to solve and fulfil.

FREE AND INDEPENDENT

Although Aller Aqua is a large company today, we maintain that we do not want to seem too big. As a family-owned company we set the pace, also when it comes to growth. It is crucial for us that we can be flexible, decisive and ready to react to the changing needs of our customers. And we are free to make long-term choices, which may not pay off immediately, but will help ensure the well-being of our customers in the future.

Currently, the fourth generation of the Bylling family is preparing to take over Aller Aqua when the time is right. Born and raised in a family where Aller Aqua is not a job, but a way of life, it will be Anders Bylling's task to carry on both the solid business and the Aller Aqua spirit, as well as our proud history. A history which stands as a guarantee that Aller Aqua will be here – for many years to come.

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-  **FLEXIBILITY**
 -  **CUSTOMER FOCUS**
 -  **INNOVATION**
 -  **LOCAL PRESENCE**
 -  **KNOWLEDGE SHARING**



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