

Clearwater announces details of public offering to finance expansion

Bedford, Nova Scotia, May 26

Looking to establish Clearwater as a leader in the international seafood sector, company president John Risley today announced details of a \$200-million public offering to finance expansion plans.

Risley said that the IPO – an income trust that will contain Clearwater fishing and primary processing operations – would be used to acquire value added processing operations in both the U.S. and Europe.

“We truly believe that there is an opportunity for us to create a major Canadian player on the international seafood scene,” observed Risley. “This offering will allow us to make the deals we need to make to take full advantage of this opportunity.”

A public offering is also, according to Risley, the best way to continue to provide people at Clearwater with the kind of challenges and opportunities they have come to expect over the company’s 25-year history.

“Without going after bigger deals, we would lose a lot of our people,” explained Risley. “Over time, they would be frustrated. This is a company that has done a lot of growing and the expectation is there for continued growth. There is an appetite for risk.”

Risley added that Clearwater would move quickly to seize the opportunity to lead the sector through the kind of consolidation that has occurred in other fields of the food industry.

The ultimate goal, he said, is to create a vertically integrated seafood producer that will have control over every aspect of processing from the fishing fleet through to the final product, with annual revenues between \$1 billion and \$2 billion.

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Based in Nova Scotia, Canada, Clearwater is one of Canada’s largest vertically integrated seafood companies, specializing in lobster, scallops, coldwater shrimp, surf clams and crab. Founded in 1976 by John Risley and Colin MacDonald, the company owns eight processing plants in Atlantic Canada, and Canada’s largest fishing fleet.