Q3–FY2017 Conference Call Presentation

January 12th, 2017

Nasdaq/TSX: NEPT

DISCLAIMER

CAUTION REGARDING NON-IFRS FINANCIAL MEASURES

The Company uses adjusted financial measures, including Adjusted EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) and non-IFRS operating loss (Operating loss before interest, taxes, depreciation and amortization), to assess its operating performance. These non-IFRS financial measures are directly derived from the Company's financial statements and are presented in a consistent manner. The Company uses these measures for the purposes of evaluating its historical and prospective financial performance, as well as its performance relative to competitors. These measures also help the Company to plan and forecast for future periods as well as to make operational and strategic decisions. The Company believes that providing this information to investors, in addition to IFRS measures, allows them to see the Company's results through the eyes of management, and to better understand its historical and future financial performance.

Securities regulations require that companies caution readers that earnings and other measures adjusted to a basis other than IFRS do not have standardized meanings and are unlikely to be comparable to similar measures used by other companies. Accordingly, they should not be considered in isolation. The Corporation uses Adjusted EBITDA and non-IFRS operating loss to measure its performance from one period to the next without the variation caused by certain adjustments that could potentially distort the analysis of trends in our operating performance, and because the Corporation believes it provides meaningful information on the Corporation financial condition and operating results. Neptune's method for calculating Adjusted EBITDA or non-IFRS operating loss may differ from that used by other corporations.

Neptune obtains its Consolidated Adjusted EBITDA and non-IFRS operating loss measurement by adding to net income (loss), finance costs, depreciation and amortization and income taxes and by subtracting finance income. Other items such as insurance recoveries from plant explosion, royalty and related legal costs and acquisition costs that do not impact core operating performance of the Corporation are excluded from the calculation as they may vary significantly from one period to another. Finance income/costs include foreign exchange gain (loss) and change in fair value of derivatives. Neptune also excludes the effects of certain non-monetary transactions recorded, such as stock-based compensation, acquisition costs and insurance recoveries, from its Adjusted EBITDA and non-IFRS operating loss calculation. The Company believes it is useful to exclude this item as it is a non-cash expense. Excluding this item does not imply it is necessarily non-recurring.

DISCLAIMER

CAUTIONARY NOTE AND FORWARD-LOOKING STATEMENT

This presentation contains certain forward-looking statements with respect to the Company. These forward-looking statements, by their nature, require the Company to make certain assumptions and necessarily involve known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied in these forward-looking statements. Forward-looking statements are not guarantees of performance. These forward-looking statements, including financial outlooks, may involve, but are not limited to, comments with respect to the Company's business or financial objectives, its strategies or future actions, its targets, expectations for financial condition or outlook for operations and future contingent payments. Words such as "may", "will", "would", "could", "expect", believe", "plan", "anticipate", "intend", "estimate", "continue", or the negative or comparable terminology, as well as terms usually used in the future and the conditional, are intended to identify forward-looking statements. Information contained in forward-looking statements is based upon certain material assumptions that were applied in drawing a conclusion or making a forecast or projection, including management's perceptions of historical trends, current conditions and expected future developments, as well as other considerations that are believed to be appropriate in the circumstances. The Company considers these assumptions to be reasonable based on information currently available to it, but cautions the reader that these assumptions regarding future events, many of which are beyond its control, may ultimately prove to be incorrect since they are subject to risks and uncertainties that affect the Company and its business.

For additional information with respect to these and other factors and assumptions underlying the forward-looking statements made in this presentation, see the Company's quarterly and annual Management Discussion and Analysis filed with the Canadian securities commissions. The forward-looking information set forth herein reflects the Company's expectations as at the date of this presentation and is subject to change after such date. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, other than as required by law.

HIGHLIGHTS NUTRACEUTICAL

- Achieved record third quarter revenues of $12.3 million, a 122% increase over last year – solid contribution from both Specialty Ingredients with first sales of NKA and Turnkey Solutions (Biodroga)
- Fourth consecutive quarter of positive Adjusted EBITDA[1], which totalled $1.3 million or 10.6%, an improvement of $1.9 million, compared to a Non-IFRS operating loss[1] of $0.6 million a year ago, and maintaining double-digit FY2017 Adjusted EBITDA[1] margin guidance
- Net income of $11.2 million compared to a loss of $1.3 million last year
  - One-time royalty revenue net of related legal fees of $11.6 million from Aker Biomarine IP litigation settlement
  - Continued improvement of gross margin related to higher volume and operating efficiencies
- Healthy cash balance of $6.8 million from $3.5 million as at Feb. 29, 2016 with $1.4 million cash flow generated during the quarter (excluding settlement proceeds)

[1]See "Caution Regarding Non-IFRS Financial Measures" and "Reconciliation of net income (loss) to Adjusted EBITDA or non-IFRS operating loss"

HIGHLIGHTS NUTRACEUTICAL (CONT'D)

- Strong performance of Speciality Ingredients business with 26% growth and best quarter in krill volume over last four years
- Growing opportunities via value-added unique product forms:
  - In September 2016, first sales of NKA, a high-protein sold for animal nutrition. Turned costly waste into a new profit opportunity
- Expanded worldwide distribution rights for MaxSimil

NEPTUNE TODAY … A GROWING NUTRITION PRODUCTS COMPANY

NEPTUNE

Business to Business		Business to Consumer
Turnkey Solutions	**Specialty Ingredients**	**Consumer Brands**
Biodroga	Neptune Krill Oil NKO original™, Neptune Krill Oil NKO omega+, MaxSimil® Patented Lipid Absorption Technology, NKA	OCEANO3™
~55% of revenue Targeting average annual growth of 20% over upcoming years	~45% of revenue Targeting double digit growth annually	Launched in 2H 2015

Q3-2017 FINANCIAL RESULTS – NUTRACEUTICAL SEGMENT

(In thousands of CAD $, except for income (loss) per share and %)	Q3-2017 (3 month period)		Q3-2016 (3 month period)		Q3-2017 vs Q3-2016	Q2-2017 (3 month period)		Q3-2017 vs Q2-2017
	CAD $	% of Sales	CAD $	% of Sales	% of variation	CAD $	% of Sales	% of variation
Revenues from sales	11,884		5,076		134%	11,313		5%
Gross margin on sales	3,082	26%	1,209	24%	155%	2,313	20%	33%
Royalties revenues	368		439		(16%)	274		34%
Total gross margin as per FS	3,450		1,648		109%	2,587		33%
R&D	340	3%	387	8%	(12%)	356	3%	(5%)
SG&A	3,010	25%	2,824	56%	7%	2,496	22%	21%
Adjusted EBITDA[1] (Non-IFRS operating loss)[1]	1,271	11%	(566)	(11%)	324%	769	7%	65%
Net income (loss)	11,236*	95%	(1,306)	(26%)	960%	(668)	(6%)	
Net income (loss) – CONSO	9,421*		(2,927)		422%	(2,419)		
Basic and diluted income (loss) per share – CONSO	0.14*		(0.02)			(0.02)		

*** Includes $11.6 million of one-time revenues net of related legal fees from Aker Biomarine IP litigation settlement**

[1]See “Caution Regarding Non-IFRS Financial Measures” and “Reconciliation of net income (loss) to Adjusted EBITDA or non-IFRS operating loss”

PRODUCTIVITY INITIATIVES – TURBO PROJECT

- Started in the second quarter of Fiscal 2016, a company-wide initiative to drive efficiencies and operating performance

- As of November 30, 2016, we achieved all of total expected cost savings of approximately $5.0 million, split between the manufacturing cost structure (~80%) and SG&A (~20%)

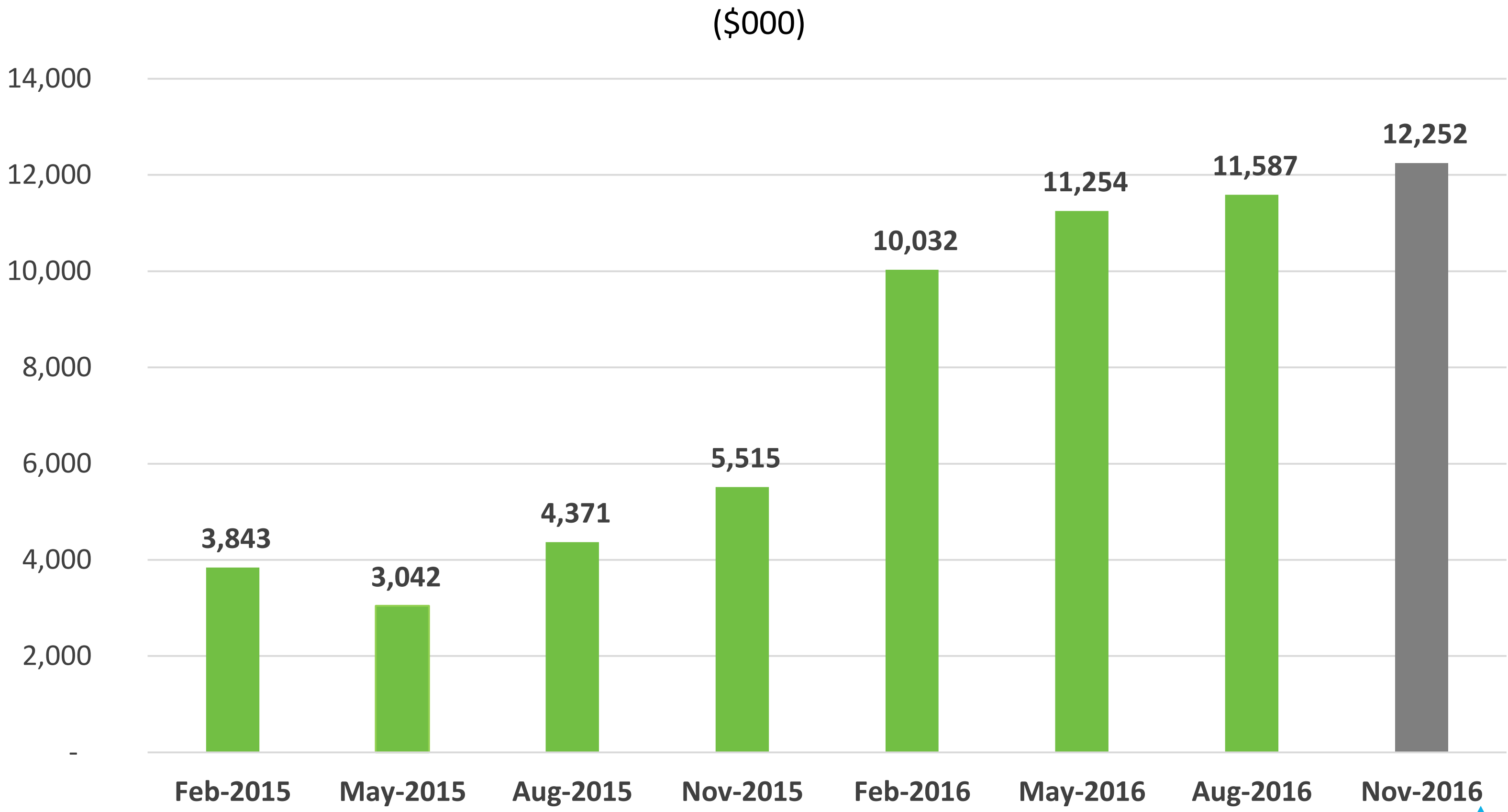
- Full impact expected during the fourth quarter of Fiscal 2017

- As part of our continuous improvement program, we have identified and will implement additional productivity initiatives to drive future margin improvements

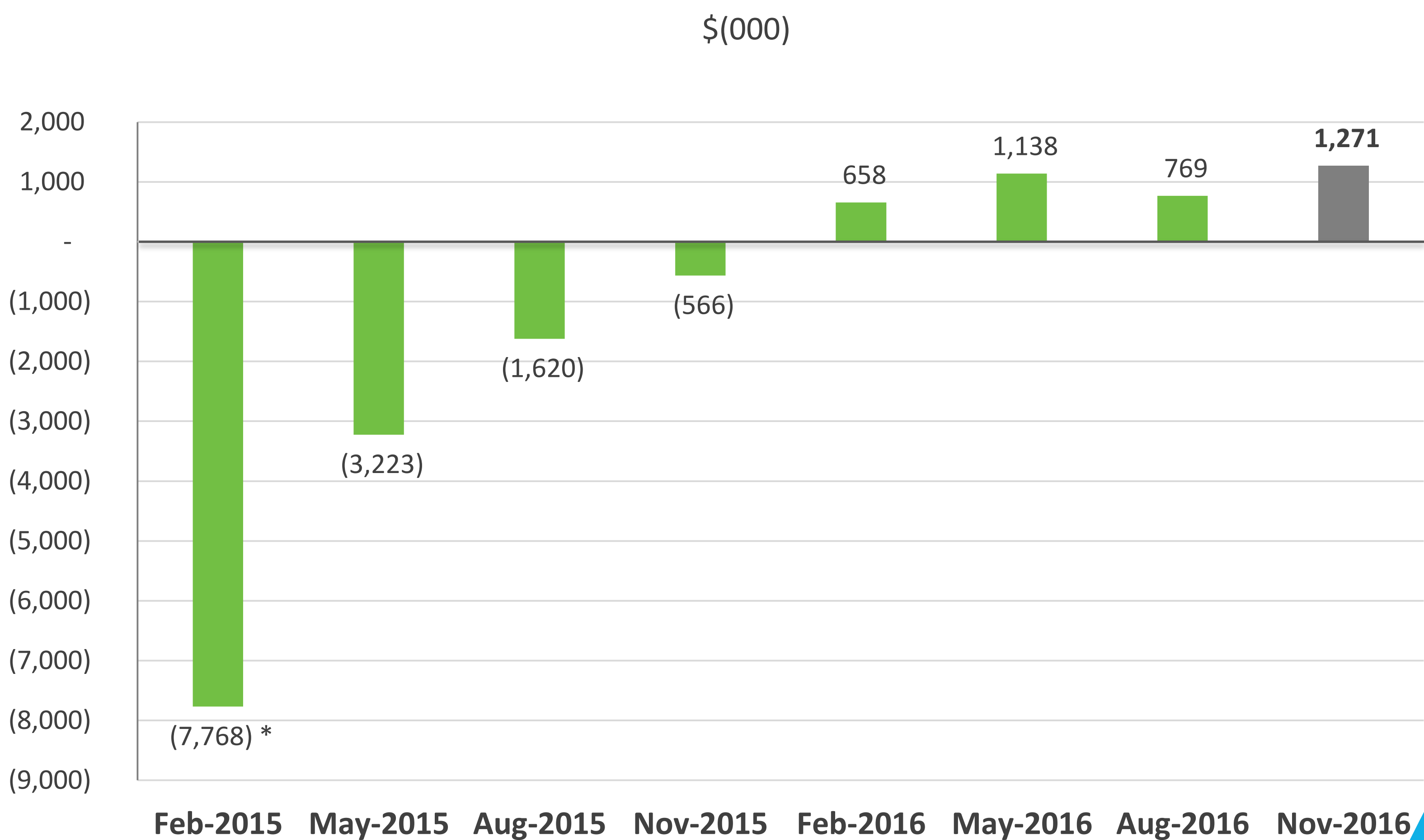
IP SETTLEMENT WITH AKER BIOMARINE

- The amount of US$10 million or CAD$13,1 million is considered as a sale of IP. Consequently, 100% of the amount was recorded as other income in Q3-2017
- Neptune's US$4 million investment in Aker's IP is considered as an intangible and will be amortized over a period of 12 years
- The net amount of US$6 million will be received in equal payments through to January 2018
- US$1.25 million non-recurring related legal fees were recorded as SG&A in Q3-2017

OUR RESULTS LAST 8 QUARTERS
QUARTERLY NUTRACEUTICAL REVENUES



OUR RESULTS LAST 8 QUARTERS
QUARTERLY NUTRACEUTICAL ADJUSTED EBITDA[1]



* $4 million of Inventory write-off

[1]See "Caution Regarding Non-IFRS Financial Measures" and "Reconciliation of net income (loss) to Adjusted EBITDA or non-IFRS operating loss"

LOOKING AHEAD

- Continue to drive benefits from integrated business model of Speciality Ingredients, Turnkey Solutions and Brands
- Continue to pursue acquisitions in related fields we have identified
- Continue to focus on organic growth including for Specialty Ingredients in China
- Improving cash position and balance sheet present opportunities to optimize our debt structure
- We are pleased that we concluded with Aker Biomarine on IP litigation settlement and continue our work in this area
- To reflect the change in our fiscal year-end, which will be comprised of 13 months, we now anticipated Fiscal 2017 revenues of approximately $48 million (from prior guidance of $45 million) and continue to anticipate double-digit Adjusted EBITDA margin. (This excludes any consideration for litigation settlement).

[1]See "Caution Regarding Non-IFRS Financial Measures" and "Reconciliation of net income (loss) to Adjusted EBITDA or non-IFRS operating loss"

RECONCILIATION OF NET INCOME (LOSS) TO ADJUSTED EBITDA[1] (NON-IFRS OPERATING LOSS)[1]- NUTRACEUTICAL

(In thousands of CAD $)	Q3-2017 (3 months)	Q3-2016 (3 months)	Q2-2017 (3 months)
Net income (loss)	**11,326**	(1,306)	(668)
Add (deduct) :			
Depreciation and amortization	**856**	600	767
Finance costs	**625**	333	683
Finance income	**(126)**	(97)	(320)
Change in fair value of derivative assets and liabilities	**198**	7	32
Stock-based compensation	**315**	397	253
Income tax recovery	**(217)**	-	8
Royalty Settlement net of related legal fee	**(11,616)**	-	-
Acquisitions costs	**-**	-	14
Insurance recoveries	**-**	(500)	-
Adjusted EBITDA (non-IFRS operating loss)[1]	**1,271**	**(566)**	**769**

[1]See "Caution Regarding Non-IFRS Financial Measures"

THANK YOU

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