



FOURTH QUARTER 2021 PRESENTATION

Aker BioMarine ASA
17 February 2022



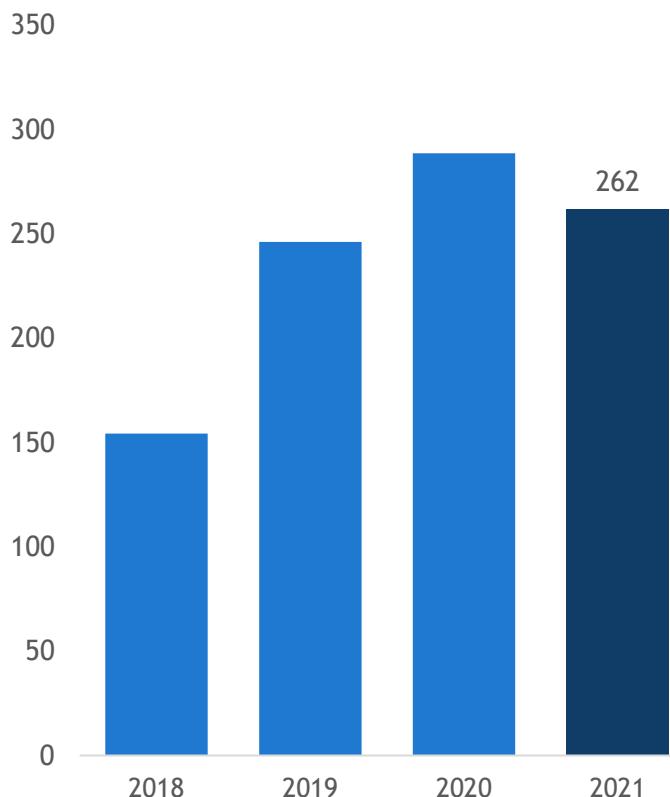
AKER BIOMARINE

2021 - reduced revenue and earnings

Growth- and improvement plans initiated

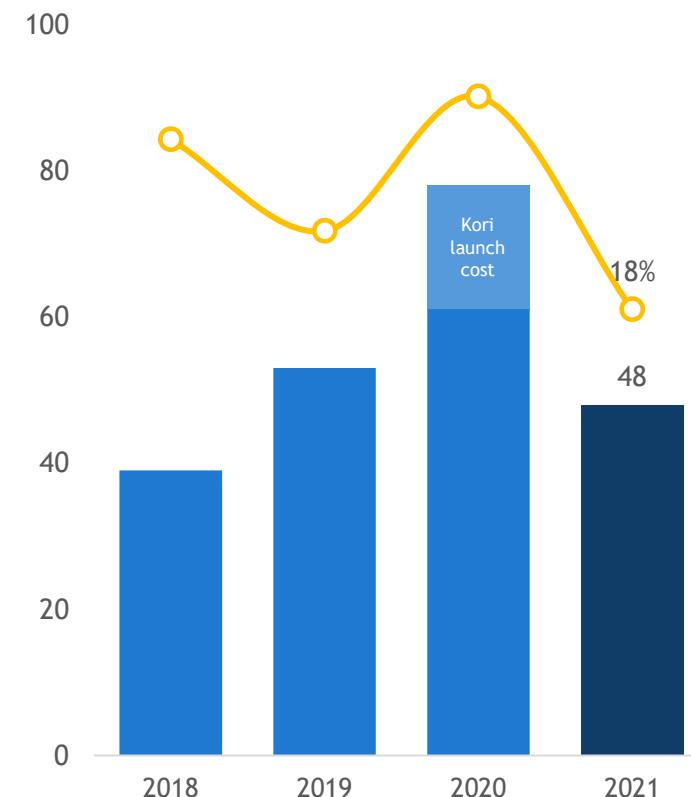
Revenue

USD mill.



Adjusted EBITDA¹ and margin

USD mill.

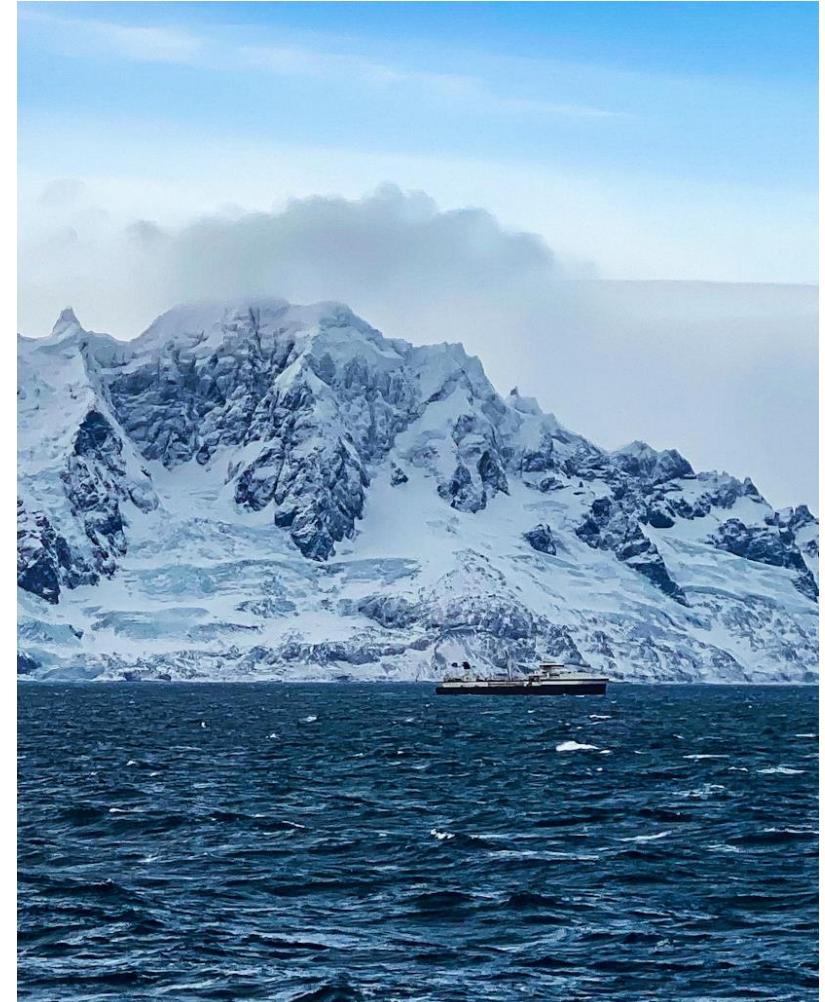


- The revenue and Adjusted EBITDA for 2021 is in line with revised company guiding from early September
- Main factors for reduced adj. earnings
 - 2020 Kori launch cost of USD 17 mill. excluded from adjusted EBITDA
 - Drop in Superba sales to South Korea
 - Low krill harvesting impacted margins
- The company presented new long-term growth- and improvement plans in December
- For 2022, the company targets revenue growth of 20%-25% with targeted adj. EBITDA margin of 20%-25%

¹) Aker BioMarine evaluates the performance based on Adjusted EBITDA. This metric is defined as operating profit before depreciation, amortization, write-downs and impairments, and special operating items. Special operating items include gains or losses on sale of assets, if material, restructuring expenses and other material transactions of either non-recurring nature or special in nature compared to ordinary operational income or expenses.

Q4 2021 highlights

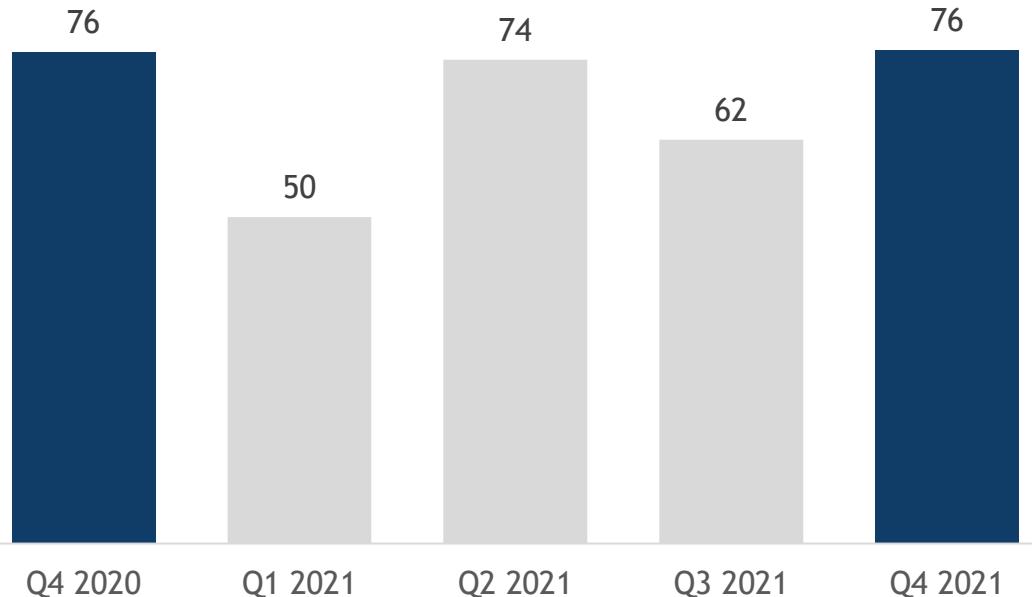
- Revenue and Adj. EBITDA in line with guiding
- Krill oil sales increased by almost 80% from third quarter
 - US customers the main driver
- Strong sales growth in Brands
 - Obtained full distribution for Kori brand at two major US retailers, Sam's Club and Costco
- Harvesting in the quarter as expected
 - Total 2021 volume of 43,800 MT
- Krill oil facility in Houston with a new record high quarter
 - Full-year production volumes 27% above last year
 - Further reduced cost per unit
- Important new study showing that krill oil significantly reduces major cardiovascular risk factors



Revenue and Adjusted EBITDA

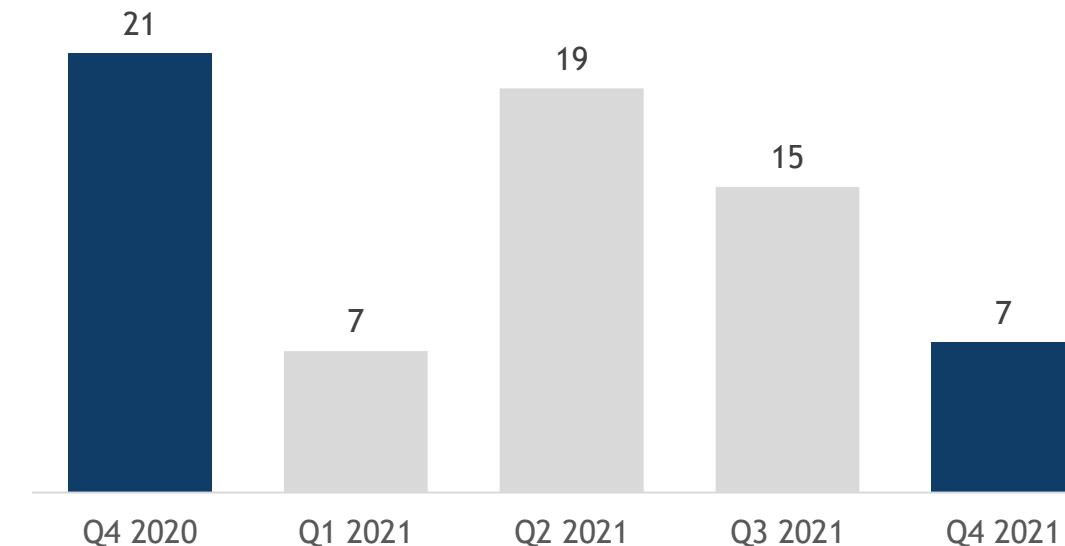
Revenue

USD mill.



Adjusted EBITDA¹

USD mill.



- **Ingredients:** 4% lower year/year, with marginal changes for both Qrill and Superba. However, Superba revenue increased by almost 80% from third quarter
- **Brands:** Sales up 22% in the quarter compared to same period last year. The growth in both Lang and Epion was mainly driven by increased Kori sales

- Total adjustments in Q4 2020 of USD 10.1 mill. compared to USD 1.2 mill. in Q4 2021. Main adjustments last year were Kori marketing cost (6.7 mill.) and additional logistical Covid-19 cost (3.0 mill.)
- Inventory value adjustment for Qrill Aqua in Q4 2021 down to the expected sales price (Net Realizable Value)
- Lower Superba margin due to product mix and higher cost for krill oil raw materials

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Sustainable Fisheries™
PARTNERSHIP

Offshore operations

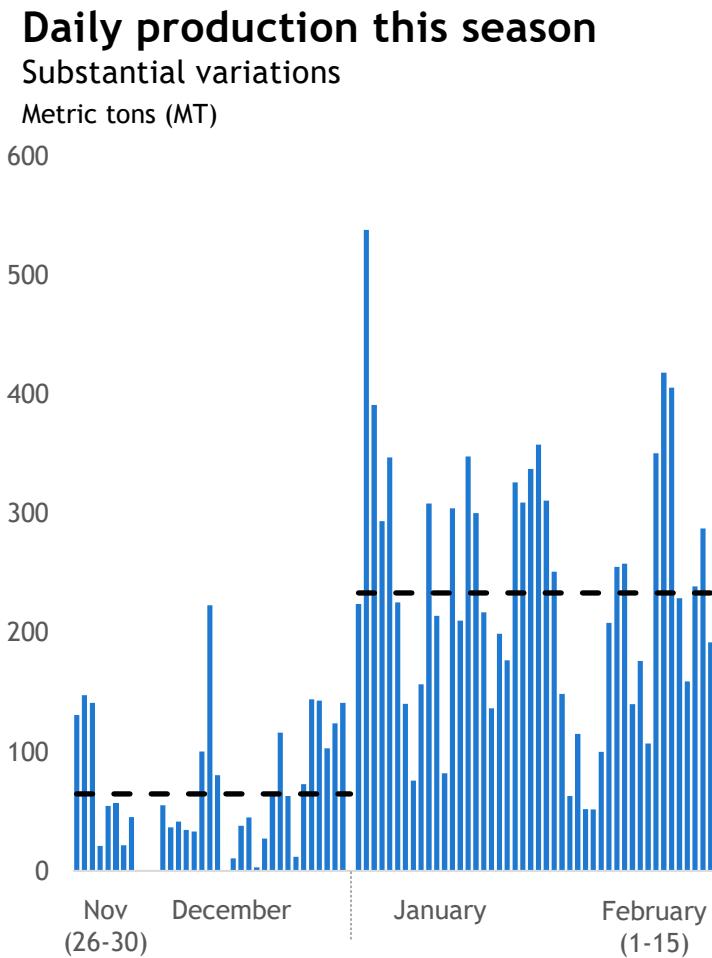
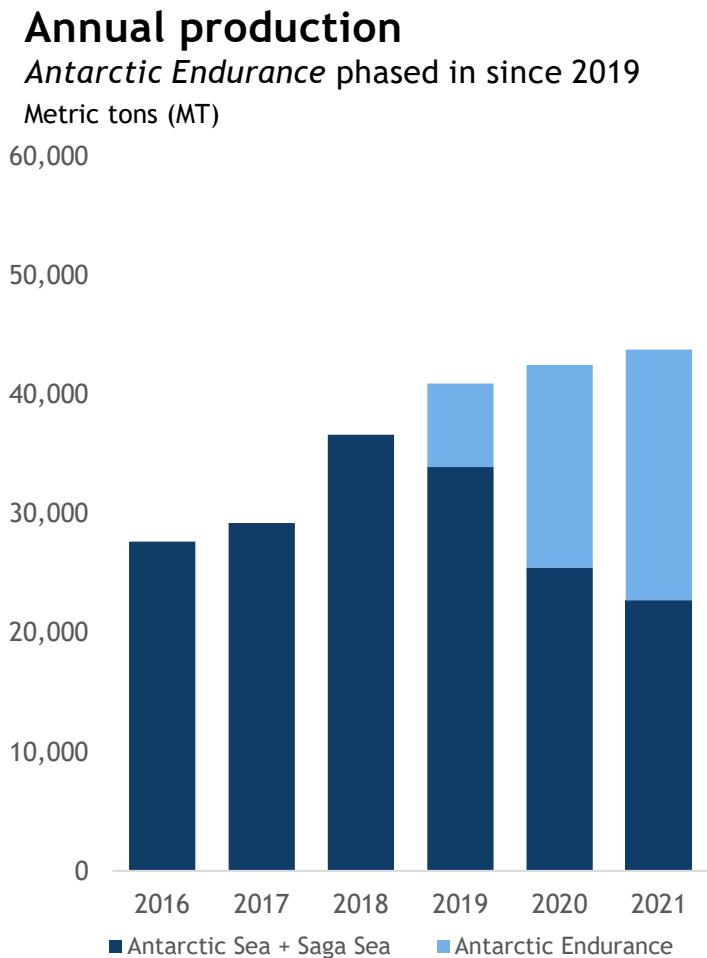
Our Antarctic krill fishery has been awarded an A-rating for the 7th consecutive year*



Offshore operations

Annual harvesting variations - expecting average annual volumes of 55,000-60,000 MT

- 43,800 MT produced in 2021
 - Experienced limited krill availability compared to previous seasons
 - Q4 offshore production was 3,100 MT, 23% above same period last year
- Important 2022 improvements
 - Antarctic Provider fully operational. Improved operations and significant fuel savings
 - Drone boat for krill searching from May
 - Upgrades on Antarctic Sea, incl. expanded krill holding tank and yield improvement equipment
 - Antarctic Provider equipped for obligatory research activities instead of using fishing vessel
- Good start to 2022 season
 - Total production YTD per 15 February at 10,750 MT

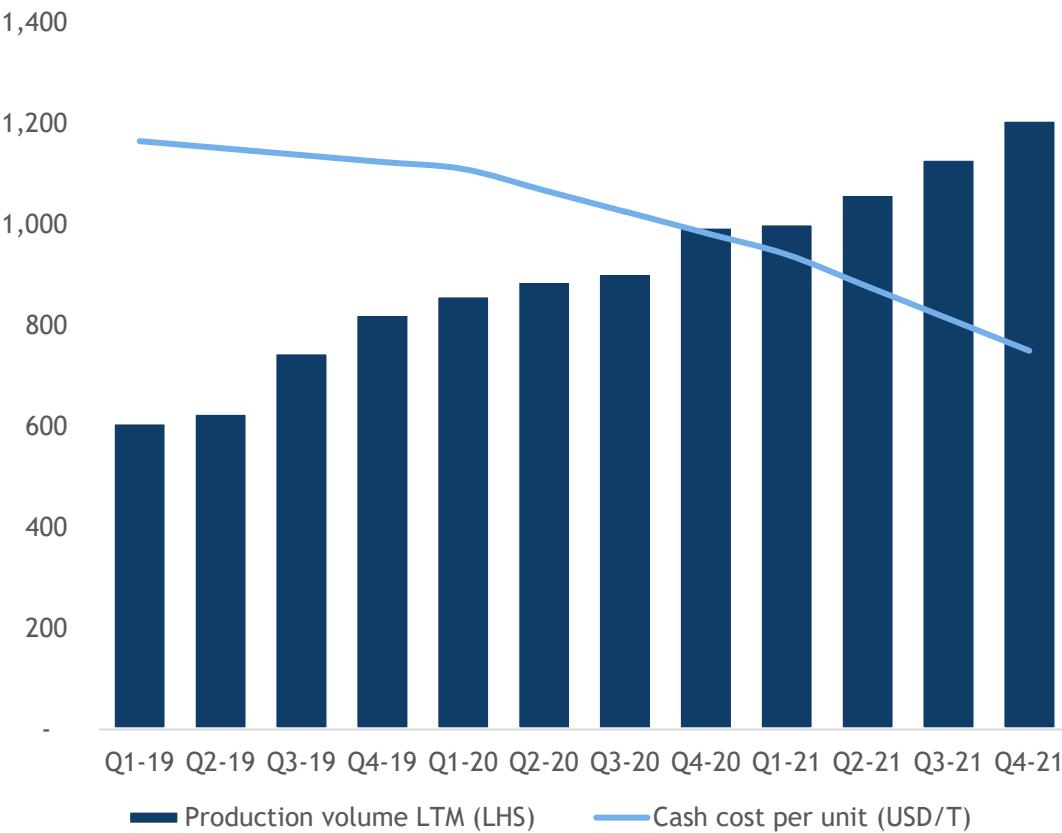


Onshore operations

Strong performance at krill oil plant in Houston with all-time-high production in 2021

Krill oil production and unit cost Houston facility

Tons LTM



- Q4 production reached a new all-time-high of 27% above the same quarter last year
- Production cash cost per unit in 2021 around 25% lower than the year before
- Planning a 4-6-months plant shutdown in the second half of 2022
 - Sufficient safety stock of krill oil
 - Carry out upgrades, both related to flexibility in the production process and implementation of efficiency and quality enhancements

Ingredients segment - Sales

Krill meal (Qrill)



Krill oil (Superba)



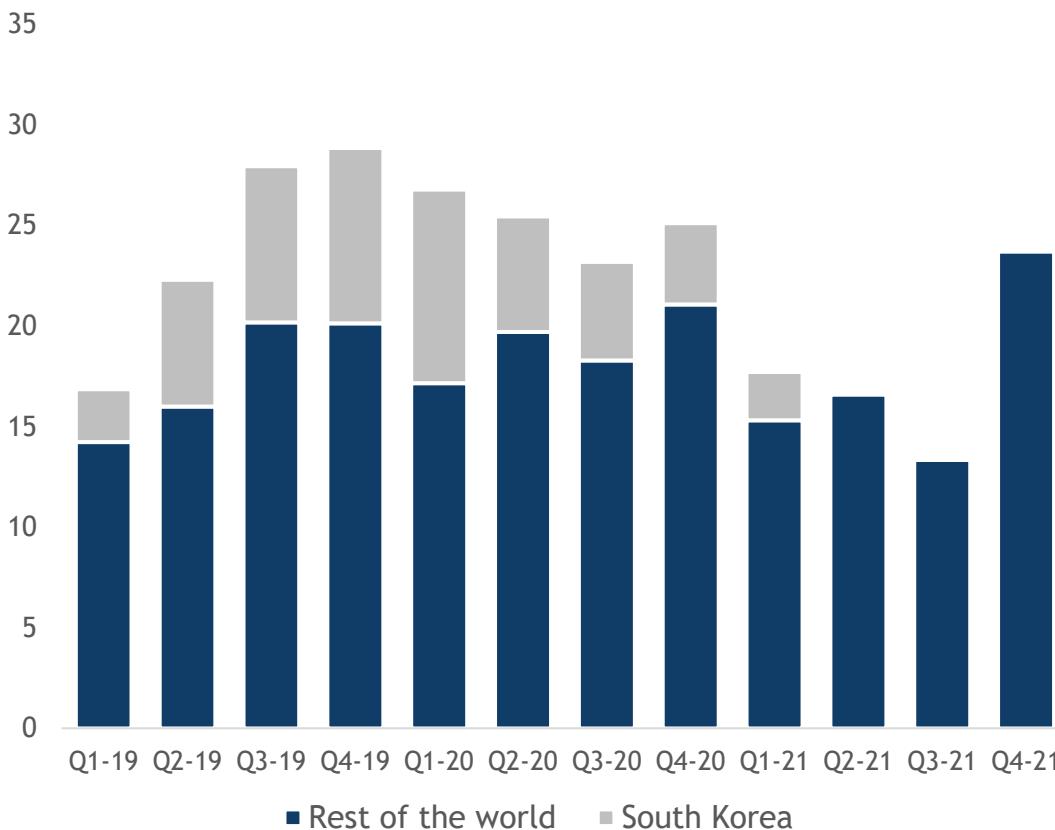
- Sales in the Qrill category were USD 30 million in the quarter, in line with the same period last year, and 13% above last quarter
- Sales volume was impacted by low product availability as a result of low krill harvesting in 2021
- Europe, Asia and Australia remain key markets and the demand is viewed to be good

- The growth plan for Superba has already yielded results and the revenue increased by almost 80% from third quarter and on par with same period last year
- The sales increase was mainly driven by growth in the US, including the higher volumes for Kori

Sales comeback for Superba krill oil

Total revenue Superba krill oil

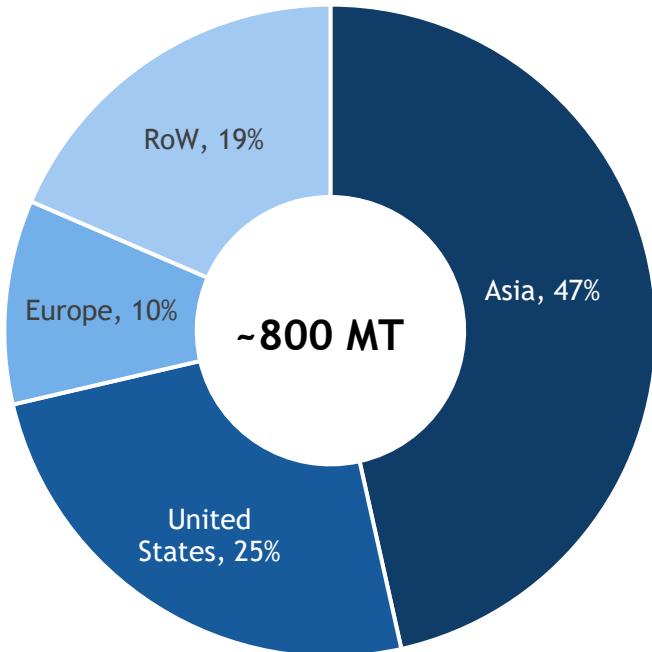
USD million



- High sales volume in Q4 2021
 - Almost 80% increase from Q3, mainly driven by growth in the US
- 2022: targeting 15% volume growth
 - Sales not expected to be evenly distributed between quarters
 - Q1-22 expected volumes relatively low due to high sales in Q4 and accelerated sales plan throughout the year
 - Low volumes in South Korea expected in 2022
- High Superba growth ambitions
 - Sales growth program initiated and identified >80 prospects in the short term

Superba growth plan & progress

Identified and maturing >80 prospects with a total short-term potential of ~800 MT



Recent actions and milestones

- Key organizational changes
 - Simon Seward appointed EVP and head of HH&N¹
 - Thong Luu appointed SVP HH&N Asia
 - Charlie Ross appointed SVP HH&N US
 - Investing in China and Japan (offices and resources)
 - Significantly adding sales force capacity
- >10 new customers added in recent months
- 2nd *Health Functional Food* filing in South Korea in February
- New and important results from krill research

Important new study: Krill oil significantly reduces major cardiovascular risk factors

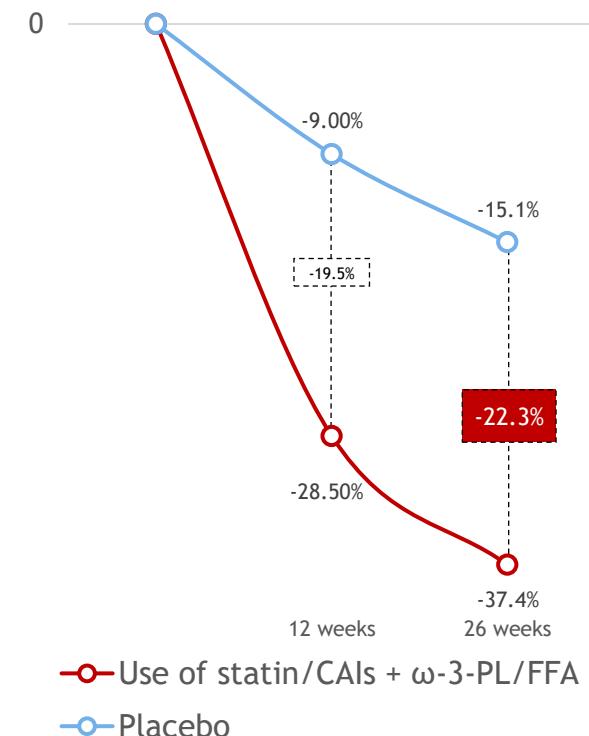
The study* is among the most substantial evidence to date for krill oil's health benefits

- Cardiovascular diseases (CVD) are the leading cause of deaths globally
 - An estimated 18 million people die from CVD every year and in the US alone, around one-third of the population have elevated triglyceride levels in their blood
- An important publication from January presents the effects of krill oil supplementation on 520 patients with severely high triglyceride levels in their blood (hypertriglyceridemia)
 - It pools the data from two large clinical trials conducted by American and Canadian scientists
- Multiple studies tell us that krill oil is an effective supplement for reducing cardiovascular risk and improving overall heart health, with consistent evidence of increased Omega-3 Index levels in patients

1 Patients consuming the krill oil experienced a 33.5% reduction in blood triglyceride levels from baseline, giving a significant treatment effect of -12.7% vs placebo



2 The effect of krill oil was possibly even stronger in patients already taking medication for their hypertriglyceridemia, with a treatment effect of -22.3% vs placebo



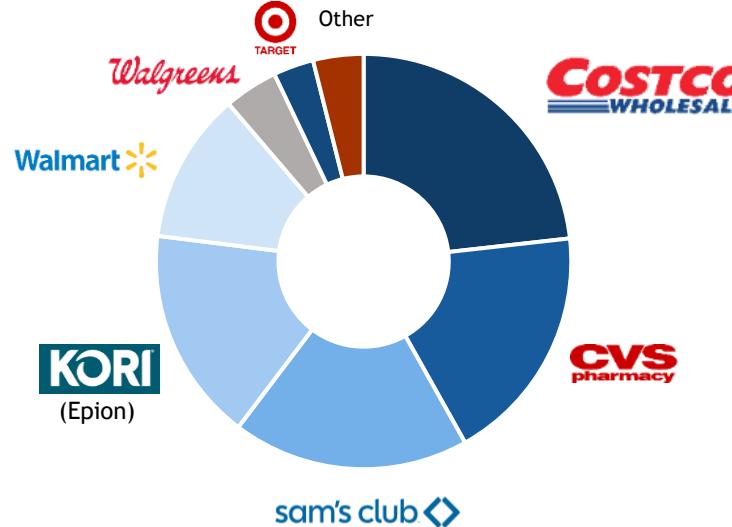
* Link to publication: www.jamanetwork.com/journals/jamanetworkopen/fullarticle/2787655. “ω-3-PL/FFA”: Omega-3-phospholipid/free fatty acid



Brands segment

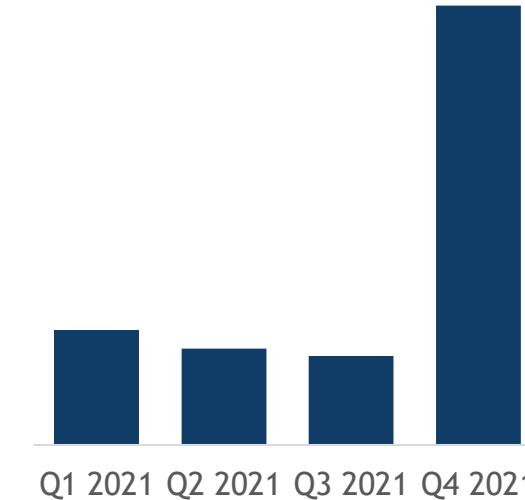
Lang Pharma Nutrition (Private label)

Revenue breakdown by customer, Q4 2021



Epion (Kori consumer brand)

Surging Kori sales for stacking up available products
USD million

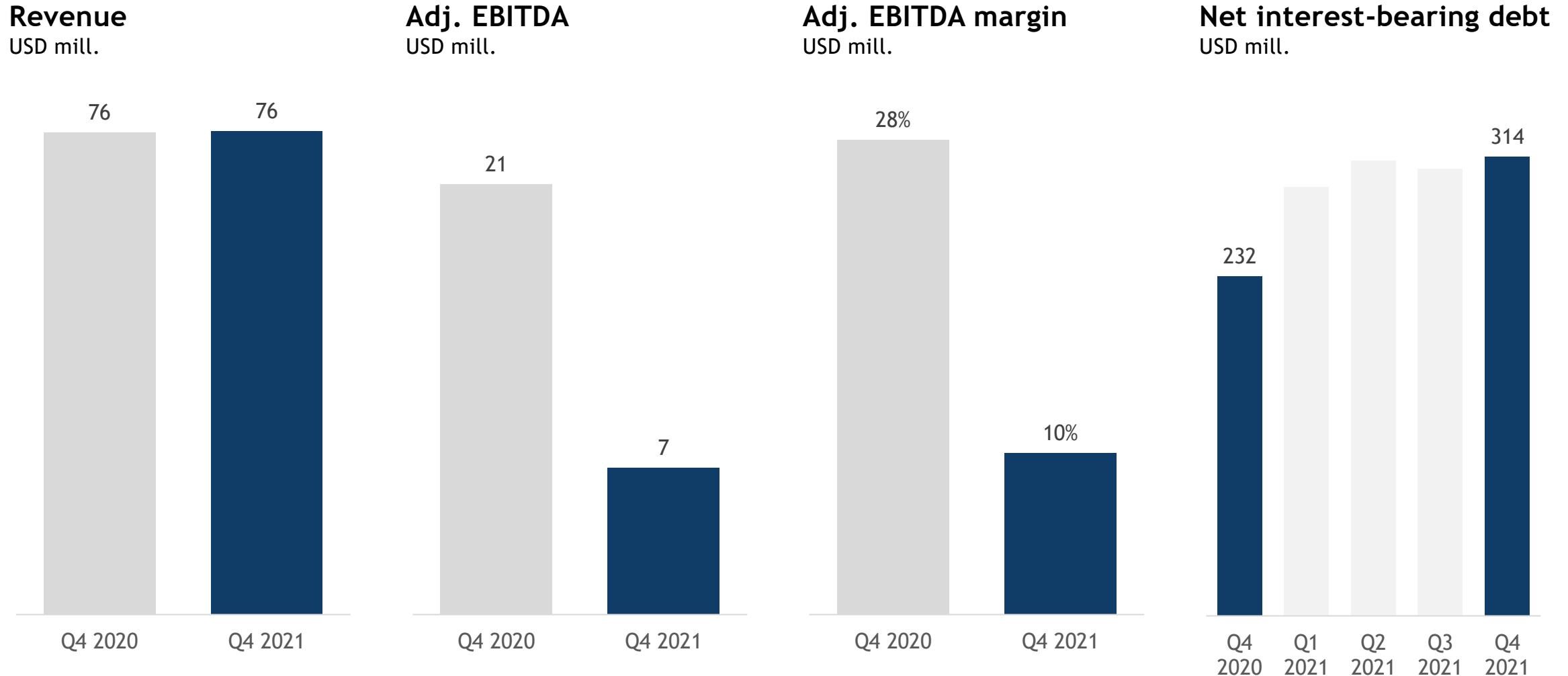


- Increased sales in the quarter as a result of the increased krill oil sales to Epion
- Higher other private label sales, especially to Costco and CVS

- The full national physical store distribution to both Sam's Club and Costco is a key milestone for the growth of Kori brand
- Once on the shelves, the Kori brand will be found in all of the 550 Costco warehouses and 588 Sam's Club warehouses in the US

FINANCIALS

Financial developments



EBITDA adjustments

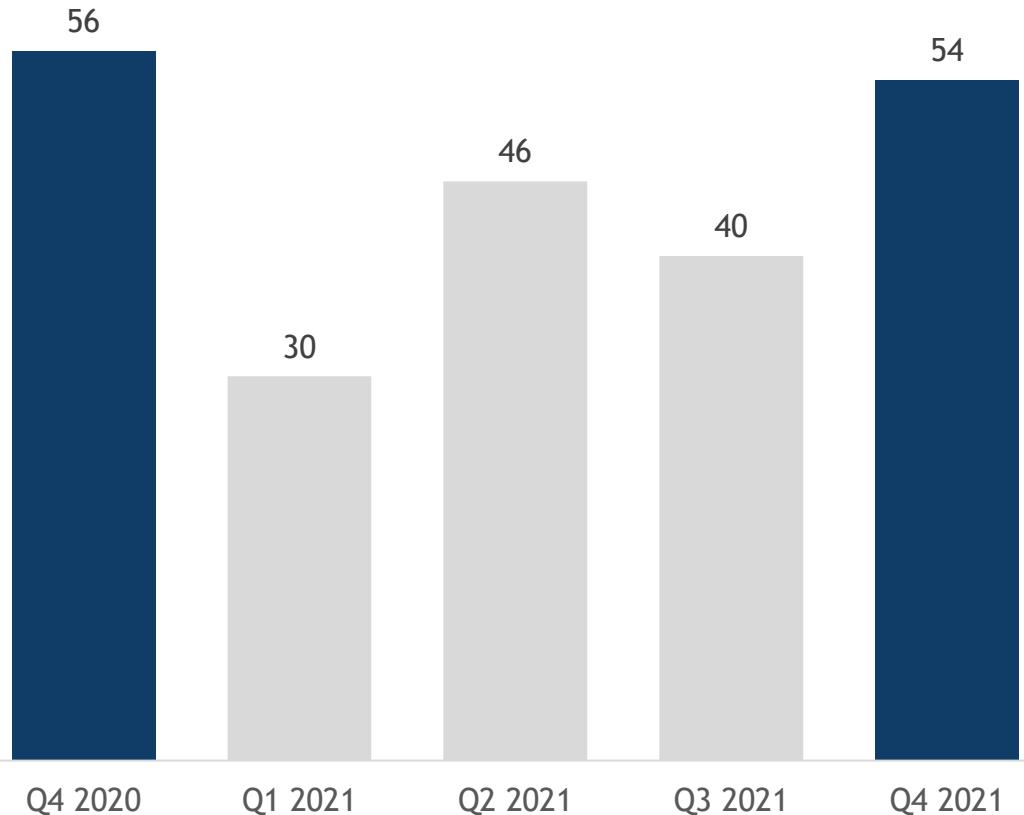
Limited adjustments in 2021. Kori launch cost prominent in 2020

Restructuring and legal

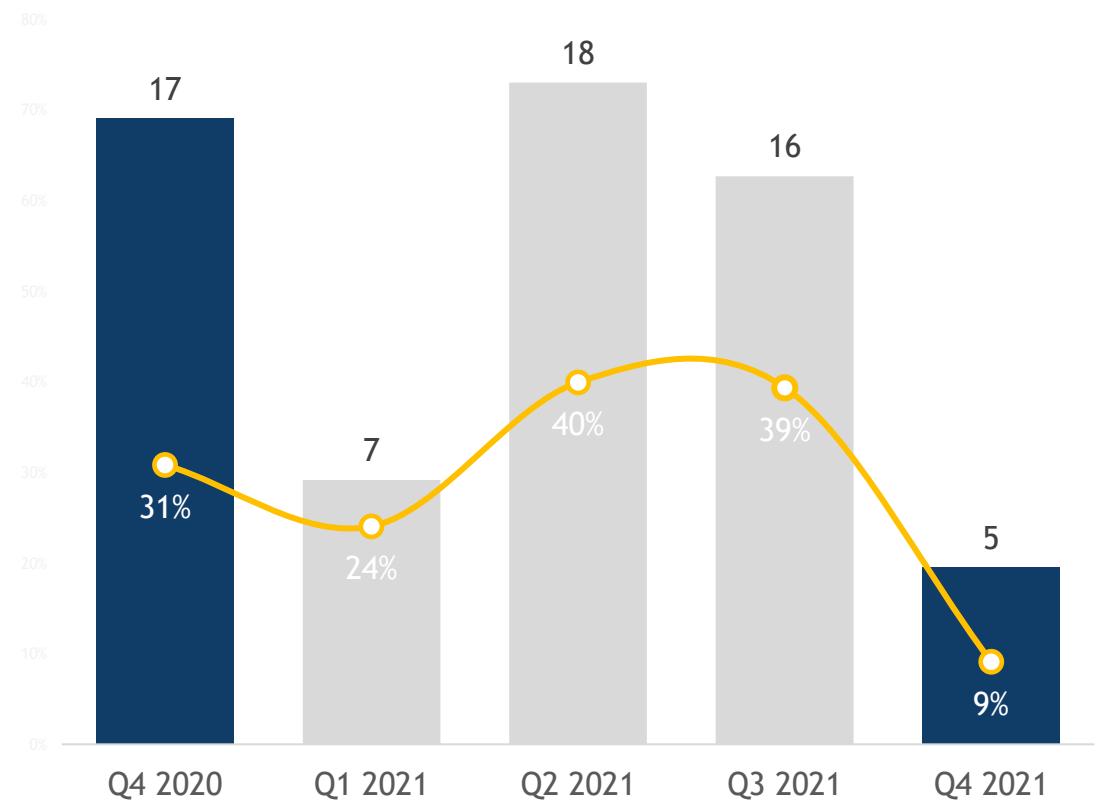
USD million	4 th Quarter		Full year	
	2021	2020	2021	2020
EBITDA	6.0	11.0	43.3	56.6
Kori launch cost	-	6.7	-	17.0
Ex.ord. Covid-19 cost	-	3.0	-	3.0
Transaction, restructuring and other cost	1.1	0.4	4.7	1.5
Sum adjustments	1.2	10.1	4.7	21.5
Adjusted EBITDA	7.2	21.1	48.0	78.1

Ingredients segment

Revenue
USD million

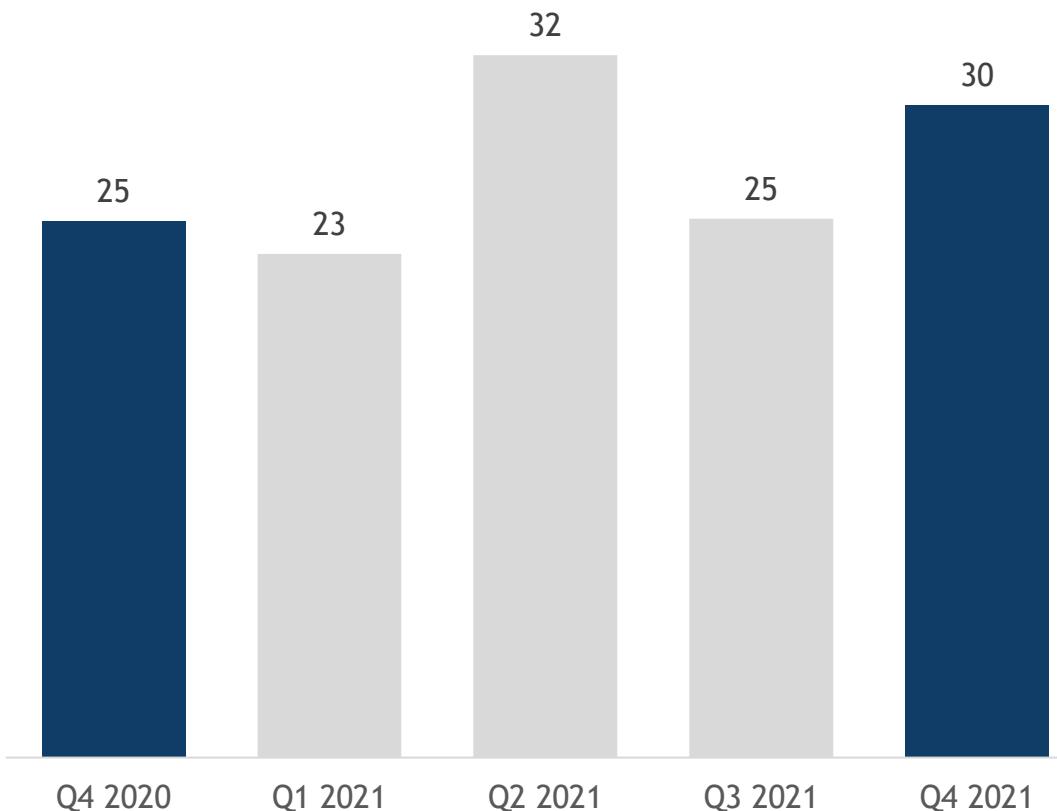


Adj. EBITDA and margin
USD million

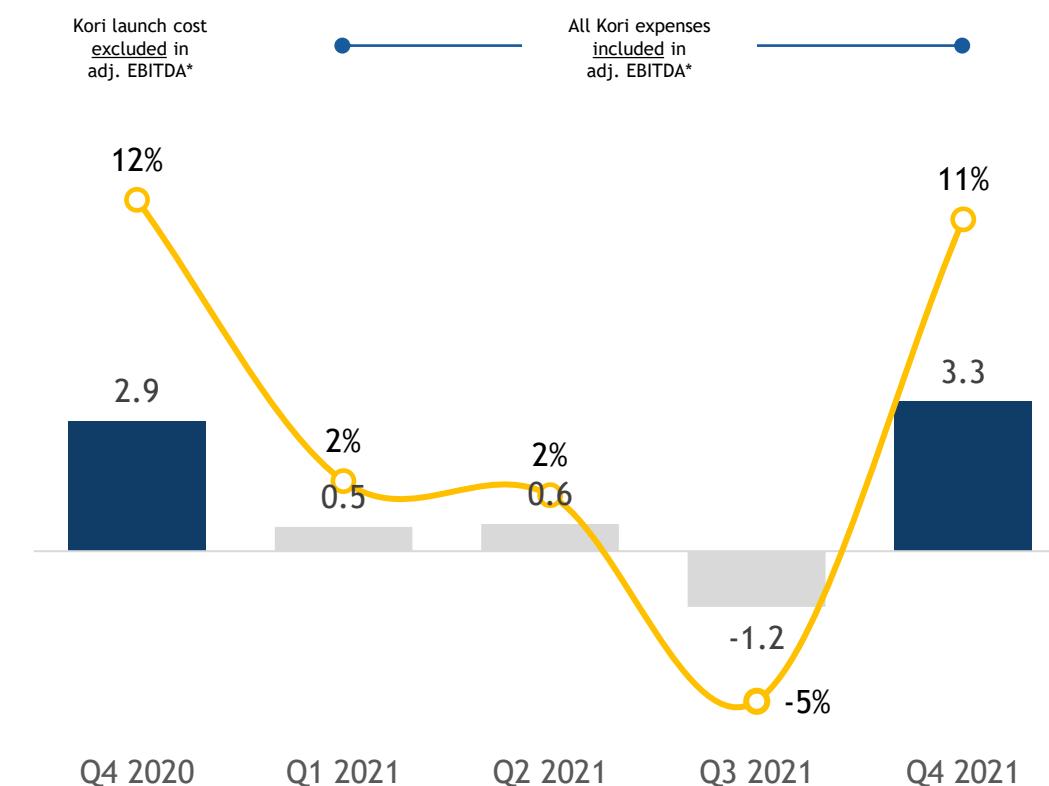


Brands segment

Revenue
USD million



Adj. EBITDA and margin
USD million



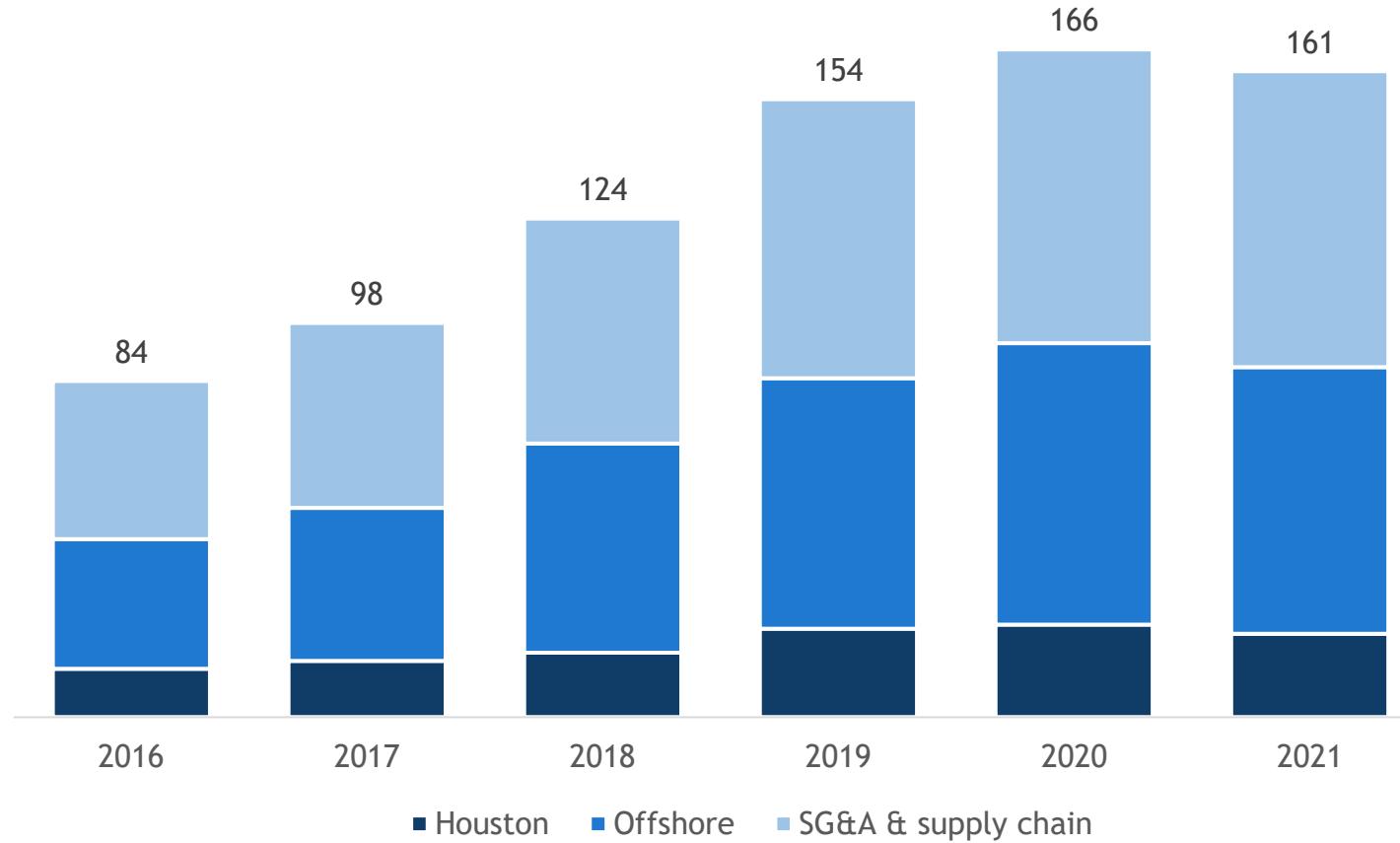
* In the 2020 figures, the cost related to the launch of Kori were adjusted out according to Group APM policy to better reflect the underlying performance, and hence not included in the Adjusted EBITDA margin. For 2021 this is no longer an option as this is now running business, and hence, all marketing cost is included in Epion's EBITDA figures. In the reported figures for Q4 2020, the sales revenue between Ingredients and Brands was eliminated in the Brands segment. In the above illustrations, this is eliminated on group level.

Cost reductions in 2021

Lowering total cost in Ingredients segment with 3%

Ingredients cost base per main area*

USD million



- USD 10 million in reduced cost base for 2021 from above 50 implemented initiatives
- Led to a reduction in total cost base compared to 2020 despite several cost items with unfavorable development including FX, freight rates and customs

* Underlying cost; excluding IPO related cost, etc.

Profit and loss in Q4 2021 and full year 2021

USD million	Q4 2021	Q4 2020	2021	2020
	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)
Net sales	75.7	75.5	262.1	288.6
Cost of goods sold	(56.0)	(48.5)	(173.9)	(179.0)
Gross profit	19.8	27.0	88.2	109.6
SG&A	(22.7)	(26.0)	(85.7)	(86.8)
Depreciation, amortization and imp.	(2.3)	(4.6)	(19.2)	(17.1)
Other operating income/(cost), net	0.1	0.4	3.2	1.4
Operating profit	(5.1)	(3.2)	(13.6)	7.0
Net financial items	(3.8)	11.9	5.7	(6.3)
Tax expense	(0.2)	(5.8)	(0.8)	(6.2)
Net profit (loss)	(9.1)	2.9	(8.7)	(5.5)
EBITDA reconciliation				
Net profit (loss)	(9.1)	2.9	(8.7)	(5.5)
Tax expense	0.2	5.8	0.8	6.2
Net financial items	3.8	(11.9)	(5.7)	6.3
Depreciation, amortization and imp.	2.3	4.6	19.2	17.1
D&A and imp. from production assets incl. in COGS	8.8	9.5	37.7	32.5
EBITDA (unadjusted)	6.0	11.0	43.3	56.6
Adjustments	1.2	10.1	4.7	21.5
EBITDA (adjusted)	7.2	21.1	48.0	78.1

Net sales

- Revenue in the quarter was USD 75.7m, on par with same period last year. Sales in the Ingredients segment was 4% lower at USD 53.7m, while sales in the Brands segment was 22% higher at USD 30.0m
- Higher sales in the Brands segment is driven by higher Kori revenue in Q4-21. Lower revenue in the Ingredients segment is driven by lower krill oil volume

Cost of goods sold

- In Q4-21 the unit price of Qrill Aqua was adjusted down to its sales value (NRV). The adjustment is recognized as cost of goods sold in accordance with IFRS

SG&A

- Continuous cost focus throughout the year resulted in a lower SG&A cost with a 15% reduction from Q4 last year. The freight market is still tight, but the company has significantly reduced air freight

Depreciation, amortization and impairment

- Intangible assets amortized according to plan. Depreciation on production related assets included in cost of goods sold

Net financial items

- Net financial items in the quarter was USD 3.7m, down from USD 11.9m same period last year. In Q4-20, the Group unwound the new market tax credit facility in the US with 7.8m carried towards other finance income. Earn out reduction in Q4-21 was 1.2m, compared with USD 8.0m the same period last year

Balance sheet at end of Q4 2021

USD million

ASSETS

Property, plant and equipment

Right to use assets

Intangible assets and goodwill

Contract cost

Other non-interest-bearing non-current receivables

Investments in equity-accounted investees

Total non current assets

Inventories

Trade receivable and prepaid expenses

Derivative assets

Cash and cash equivalents

Total current assets

TOTAL ASSETS

LIABILITIES AND OWNERS' EQUITY

Interest bearing debt

Other non-interest-bearing non-current liabilities

Total non current liabilities

Interest-bearing current debt

Accounts payable and other payables

Total current liabilities

TOTAL LIABILITIES

Total equity

TOTAL EQUITY AND LIABILITIES

	2021 (Unaudited)	2020 (Unaudited)
Property, plant and equipment	327.9	266.6
Right to use assets	11.3	13.1
Intangible assets and goodwill	171.5	180.6
Contract cost	7.2	9.2
Other non-interest-bearing non-current receivables	0.0	7.8
Investments in equity-accounted investees	0.1	0.1
Total non current assets	517.9	477.3
 Inventories		
Trade receivable and prepaid expenses	138.1	114.6
Derivative assets	75.2	97.9
Cash and cash equivalents	12.5	-
Total current assets	111.1	10.7
TOTAL ASSETS	754.8	700.4
 LIABILITIES AND OWNERS' EQUITY		
Interest bearing debt	294.1	210.6
Other non-interest-bearing non-current liabilities	15.9	45.7
Total non current liabilities	310.0	256.3
Interest-bearing current debt	30.7	32.2
Accounts payable and other payables	44.4	38.7
Total current liabilities	75.1	70.9
TOTAL LIABILITIES	385.1	327.2
 Total equity	 369.7	 373.2
TOTAL EQUITY AND LIABILITIES	754.8	700.4

Property, plant and equipment

- In February 2021, the Group took delivery of Antarctic Provider, replacing La Manche which was sold in October 2021. Total project purchase price for Antarctic Provider was USD 75m and the sales price for La Manche was USD 1.7m
- All vessels was in annual shipyard in Q4-21. Shipyard costs amounted to USD 6.1m

Intangible assets and goodwill

- Customer contracts amortized according to plan.

Inventories

- Significant build-up of inventory in the Ingredients segment from USD 79.3m to USD 104.3m. Krill oil inventory up USD 15m. Inventory in Brands on par with last year with some build-up due to planned Kori sales

Cash and cash equivalents (including derivatives)

- Cash and cash equivalents (including derivatives) was USD 23.6m. Net interest bearing debt USD 313.7m, up from 232.1m one year earlier

Other non-interest bearing non-current liabilities

- Include the fair value of the earn-out payable to the previous owners of Lang amounting to USD 10.7m

Off balance sheet commitments

- As of 31 December 2021, the Company had USD 10m in off-balance sheet commitments relating to the planned krill protein plant in Norway

Cash flow in Q4 2021 and full year 2021

USD million

	Q4 2021 (Unaudited)	Q4 2020 (Unaudited)	2021 (Audited)	2020 (Unaudited)
Net profit (loss) after tax	(9.1)	2.9	(8.7)	(5.5)
Tax expenses	0.2	5.8	0.8	6.2
Net interest and guarantee expenses	3.6	2.5	13.7	17.9
Interest paid	(4.6)	(3.3)	(12.8)	(30.7)
Interest received	0.0	0.4	0.0	0.9
Taxes paid	(0.1)	(3.0)	3.2	(2.3)
Other P&L items with no cash flow effect	(1.5)	(6.5)	(21.1)	(6.5)
Impairment charges	1.9	1.2	5.8	0.0
Depreciation and amortization	7.7	12.8	53.0	48.2
Foreign exchange loss (gain)	0.1	1.6	(0.2)	0.3
Change in accounts receivable, other current receivables, inventories, accounts payable and other	9.3	(26.5)	(31.1)	(79.4)
Cash flow from operations	7.6	(12.2)	2.6	(51.0)
Payments for property, plant and equipment	(14.1)	(11.9)	(78.7)	(21.7)
Payments for intangibles	(1.0)	10.0	(2.4)	(2.1)
Proceeds from sales of PPE	-	0.2	-	22.0
Investments in subsidiary and associated companies	-	(0.4)	0.0	(0.4)
Cash flow from investing activities	(15.1)	(2.0)	(81.1)	(2.1)
Proceeds from issue of debt and change in overdraft facility	2.8	5.7	4.2	(16.5)
Net change in external interest-bearing debt	(3.8)	6.2	74.7	(83.8)
Loan from owners	-	0.0	-	23.0
Repayments to owners	-	-	-	(96.8)
Net funds from issue of shares	-	-	0.0	224.2
Cash flow from financing activities	(1.0)	11.9	78.9	50.2
Net change in cash and cash equivalents	(8.5)	(2.4)	0.5	(2.9)

Cash flow from operations

- During Q4-21 there has been release of inventory combined with NRV adjustment amounting to USD 12.2m
- Continued build-up of ethanol tax refund in Houston amounting to USD 10.0m at year-end
- Interest paid include external interest of USD 4.6m
- Other P&L items with no cash flow effect include the fair value adjustment on the Lang earn-out

Cash flow from investing activities

- In Q4-21 there has been payments on several ongoing projects such as Protein launch plant, Lysoveta development, the Houston facility and shipyard, in total USD 14.1m

Cash flow from financing activities

- As part of the restructuring of the loan facilitates, the Group did a repayment of all existing loans with a subsequent drawdown on the new facility with a net effect of USD 3.8m in lower outstanding debt

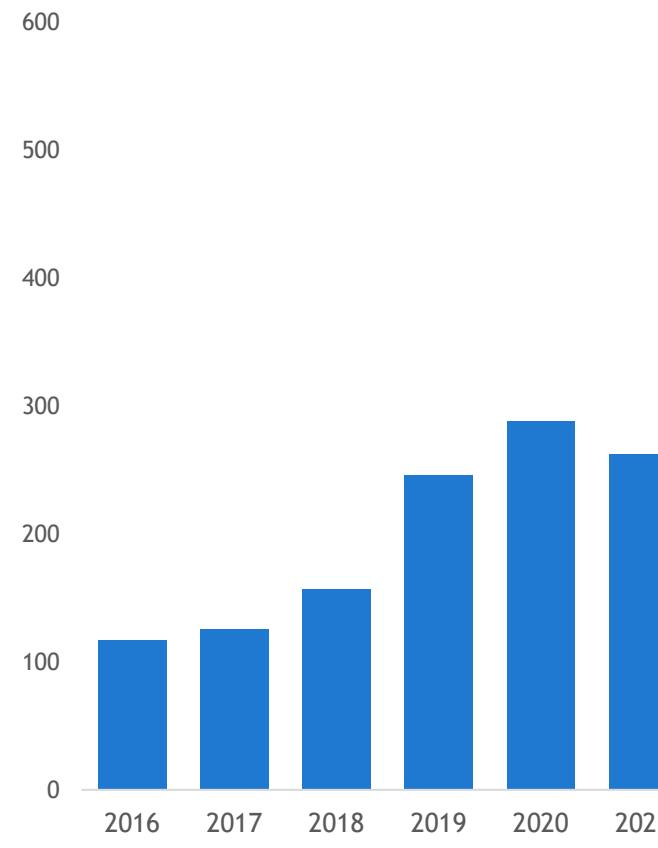
TARGETS & OUTLOOK

Aker BioMarine - Roadmap for growth and value creation

Operational leverage, margin uplift and unlocking the long-term growth potential

Ambition to nearly double revenues the next four years

Revenue, USD million¹



Target CAGR 14-18%
Adj. EBITDA
+/-30%

Main value creation pillars

Increase krill value

- Grow Qrill product value and prices
- Significantly lift global Superba sales
- Drive growth in high-margin consumer brands
- Building and maturing high-margin innovation pipeline

Reduce cost

- Operational leverage through increased scale in krill harvesting and optimize onshore krill oil capacity
- Cost discipline
- Digitalization and process optimization

High-performance culture

- Maintain high engagement culture
- Strengthen commercial capabilities
- Maintain world-leading krill competence

Our agenda: Profitable growth and exploit the large market potential

Krill harvesting

Increase # of fishing days, improve operations and yield



Krill meal

Lift price and grow business volume in aqua and pet feed on the back of higher harvesting



Krill oil

Short- and long-term sales increase and aggressively hunt new markets of scale

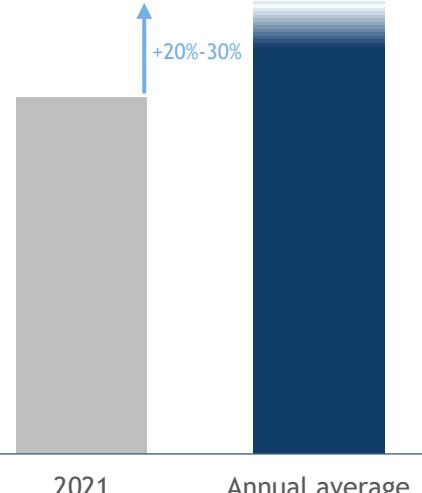


Private label and consumer brands in US

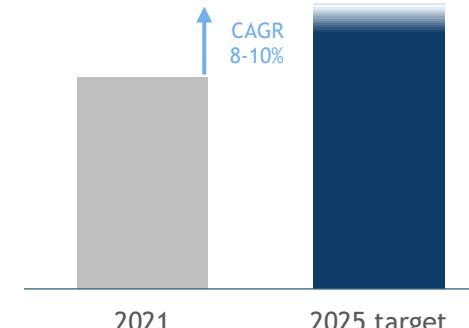
Capitalize on relationships to top retailers



Metric tons (MT)



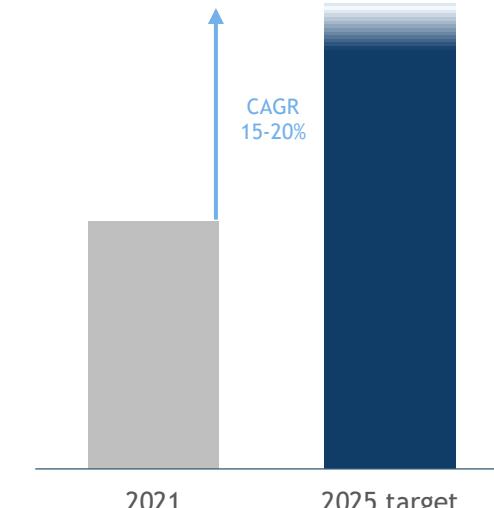
Revenue, USDm



Revenue, USDm



Revenue, USDm



Outlook 2022

20%-25%

targeted 2022 revenue growth

20%-25%

targeted 2022 adj. EBITDA margin

Innovations

- **Aion**: ongoing process to spin off the company expected to be concluded in first half 2022
- **Lysoveta**: aiming for first commercial supplement product ready by end of year. Ongoing discussions for pharmaceutical sector commercialization
- **INVI**: pilot production continues. Protein launch plant construction scheduled to start in the second quarter

APPENDIX

Important information

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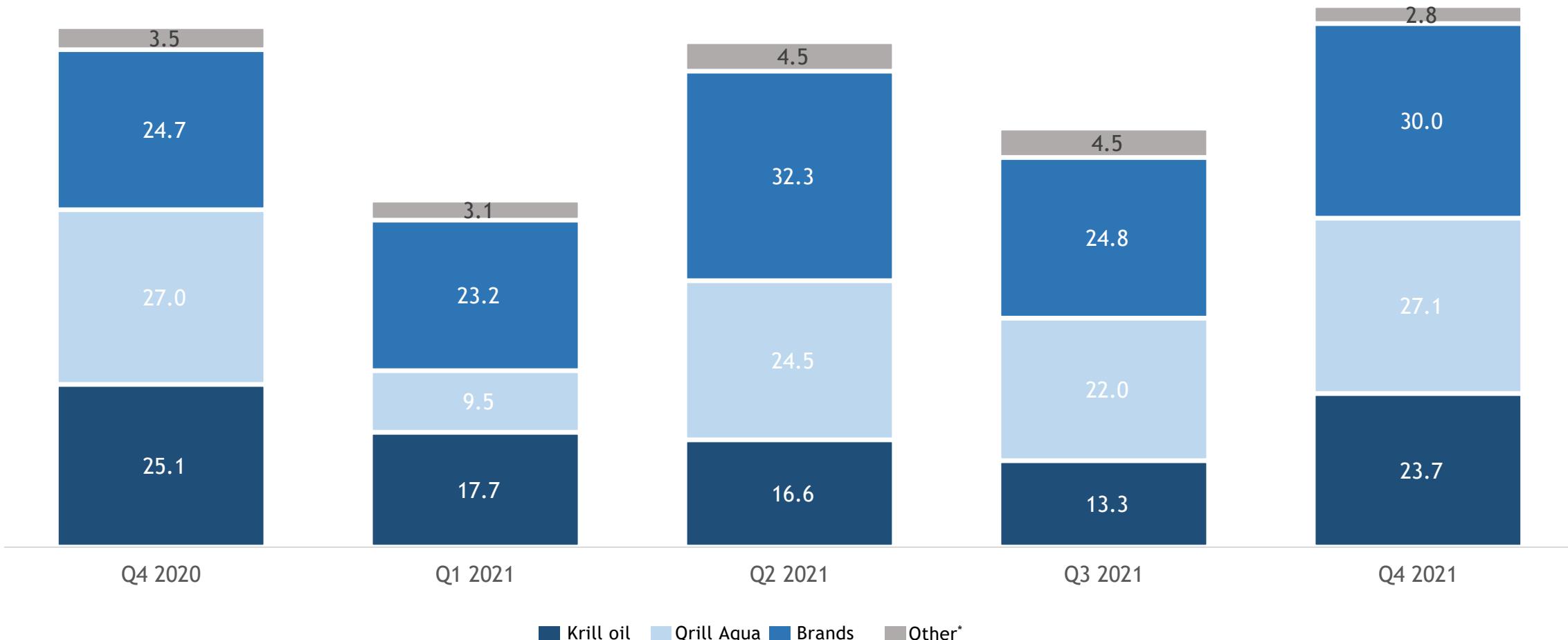
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Revenue per product

Excluding eliminations between Ingredients and Brands



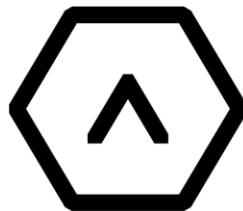
* Other includes Asta, Pet and QHP

In the reported figures for Q4 2020, the sales revenue between Ingredients and Brands was eliminated in the Brands segment. In the above illustration, this is eliminated on group level.

Overview of news flow and key events

DATE	NEW PUBLICATIONS AND SCIENCE
17 Jan	New study: Krill Oil significantly reduces major cardiovascular risk factors. This US study shows that krill oil significantly reduces the triglyceride levels in the blood, an important measure of heart health.
21 Jan	New study: Supplementing with krill oil can support intense power training. The study shows that krill oil is an effective nutritional strategy for athletes to increase omega-3 and choline concentration of support intense power training
10 Feb	New study: Krill meal improves health and performance of salmonids. Researchers conclude that Antarctic krill products have a positive impact on the feed intake, growth performance, fillet quality and organ health in salmonids.

DATE	OTHER EVENTS
18 Oct	Aker BioMarine appoints Mr. Thong Luu as SVP and General Manager to lead Asia operations
25 Oct	Aker BioMarine's key patent for krill oil in Europe is validated. The European Patent Office has rejected an opposition against Aker BioMarine's patent 2144618, covering most krill oils available on the European market.
28 Oct	Partnership with one of the world's highest ranked e-sports teams. Aker BioMarine enters into partnership with Heroic to promote krill oil to sharpen the brain
8 Nov	Aker BioMarine enters the pet food market in China. The company is increasing its focus in China with six new agreements and strategic partnerships, including with China's leading producer of pet food, Gambol Pet Food Group
14 Nov	Qrill Pet wins the Triple I Award for Best Pet Food Ingredient. Aker BioMarine won the award at the 2 nd China International Companion Animal Food Ingredients Conference in Shanghai for its premium ingredients with technology that contributes to the ecosystem of the pet food industry
1 Dec	Aker BioMarine hosted the 2021 Capital Markets Update
17 Jan	Appointed Mr. Simon Seward as new EVP for Human Health & Nutrition
26 Jan	Aker BioMarine's Antarctic krill fishery was awarded an A-rating from the Sustainable Fisheries Partnership for the seventh consecutive year



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