



# Marine Harvest

## Q1 2016 Presentation

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## Forward looking statements

This presentation may be deemed to include forward-looking statements, such as statements that relate to Marine Harvest's contracted volumes, goals and strategies, including strategic focus areas, salmon prices, ability to increase or vary harvest volume, production capacity, expectations of the capacity of our fish feed plant, trends in the seafood industry, including industry supply outlook, exchange rate and interest rate hedging policies and fluctuations, dividend policy and guidance, asset base investments, capital expenditures and net working capital guidance, NIBD target, cash flow guidance and financing update, guidance on financial commitments and cost of debt and various other matters concerning Marine Harvest's business and results. These statements speak of Marine Harvest's plans, goals, targets, strategies, beliefs, and expectations, and refer to estimates or use similar terms. Actual results could differ materially from those indicated by these statements because the realization of those results is subject to many risks and uncertainties.

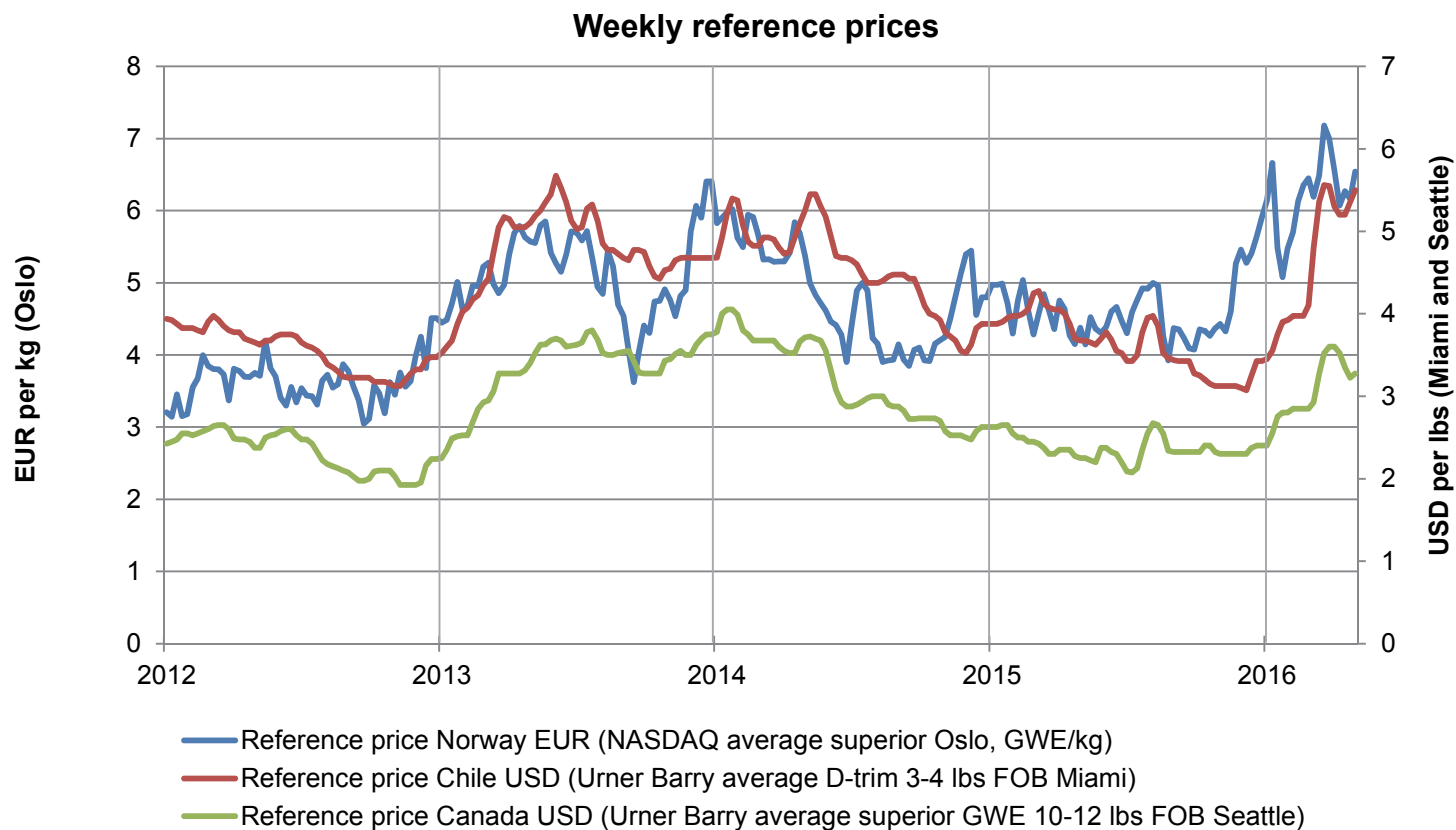
Our registration statement on Form 20-F filed with the US Securities and Exchange Commission in 2015 contain information about specific factors that could cause actual results to differ, and you are urged to read them. Marine Harvest disclaims any continuing accuracy of the information provided in this presentation after today.

## Highlights

- Strong operational EBIT of EUR 112 million
- Strong demand and low supply growth in the quarter
- Record-high prices in Europe and Asia, and improving prices in Americas
- High contract share of 55% in Norway
- Chile impacted by algal bloom in Region X
  - Restructuring of MH Chile initiated
- Consumer Products negatively impacted by high raw material prices and Rosyth
- Quarterly dividend of NOK 1.70 per share

# Key financials

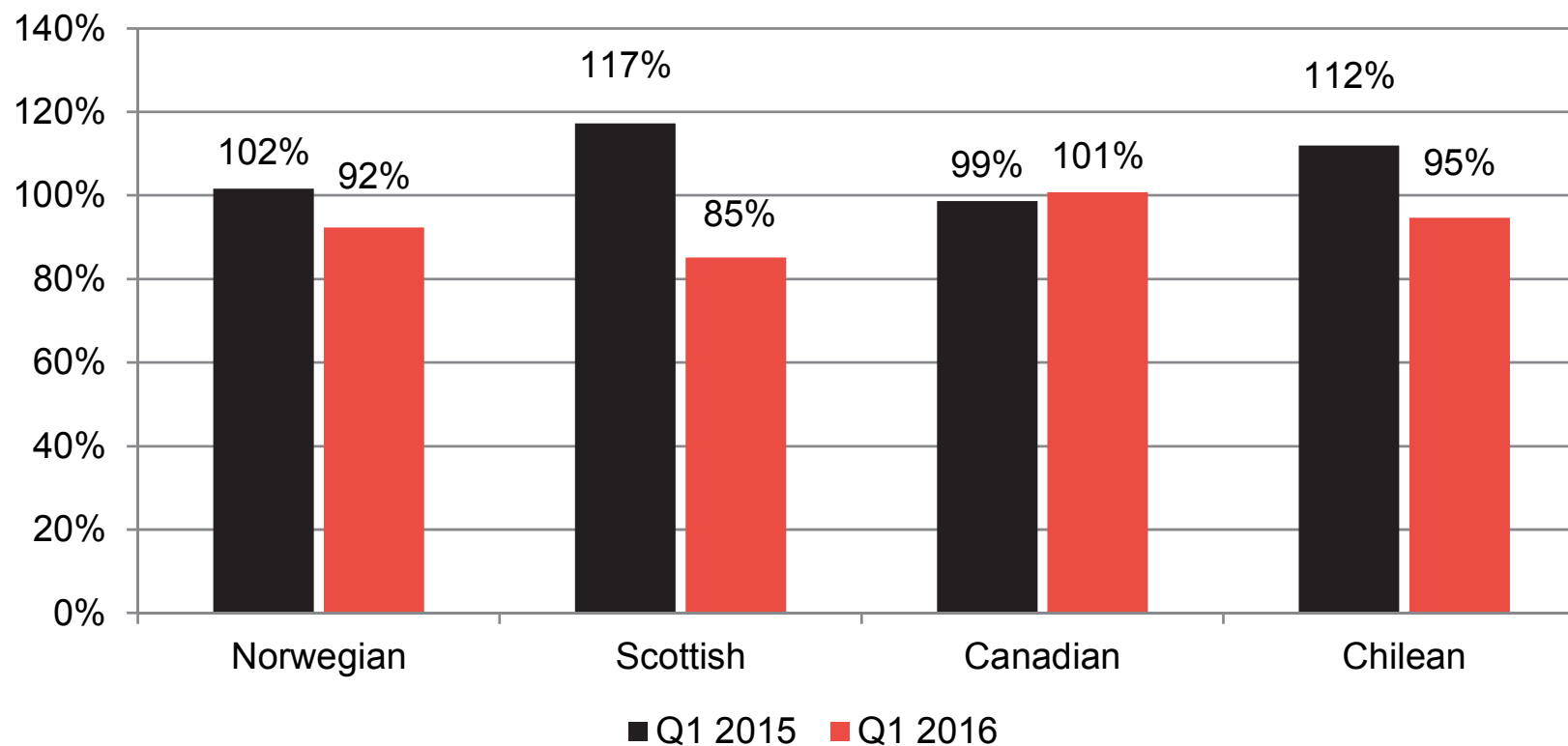
| <b>Marine Harvest Group - main figures</b>          | <b>Q1 2016</b>    | <b>Q1 2015</b> | <b>2015</b>    |
|-----------------------------------------------------|-------------------|----------------|----------------|
| Unaudited EUR million                               |                   |                |                |
| Operational revenue and other income                | <b>809.5</b> 10%  | <b>735.3</b>   | <b>3121.1</b>  |
| Operational EBIT <sup>1)</sup>                      | <b>111.9</b> 17%  | <b>95.3</b>    | <b>346.8</b>   |
| Cash flow from operations                           | <b>150.1</b>      | <b>61.6</b>    | <b>233.3</b>   |
| Net interest-bearing debt (NIBD)                    | <b>960.1</b>      | <b>866.5</b>   | <b>999.7</b>   |
| Underlying EPS (EUR) <sup>2)</sup>                  | <b>0.18</b>       | <b>0.14</b>    | <b>0.52</b>    |
| Net cash flow per share (EUR) <sup>3)</sup>         | <b>0.21</b>       | <b>-0.04</b>   | <b>0.01</b>    |
| Dividend declared and paid per share (EUR)          | <b>0.15</b>       | <b>0.14</b>    | <b>0.58</b>    |
| ROCE <sup>4)</sup>                                  | <b>18.1%</b>      | <b>14.2%</b>   | <b>13.1%</b>   |
| Harvest volume (gutted weight tons, salmon)         | <b>96 613</b> -3% | <b>99 476</b>  | <b>420 148</b> |
| Operational EBIT - EUR per kg <sup>5)</sup> - Total | <b>1.16</b>       | <b>0.96</b>    | <b>0.83</b>    |
| Norway                                              | <b>1.87</b>       | <b>1.52</b>    | <b>1.37</b>    |
| Scotland                                            | <b>0.68</b>       | <b>0.32</b>    | <b>0.35</b>    |
| Canada                                              | <b>1.97</b>       | <b>0.58</b>    | <b>0.34</b>    |
| Chile                                               | <b>-1.55</b>      | <b>-0.73</b>   | <b>-0.82</b>   |



- Prices in Europe and Asia at record high levels
- Improving prices in Americas, in particular in March following the Chilean algal bloom



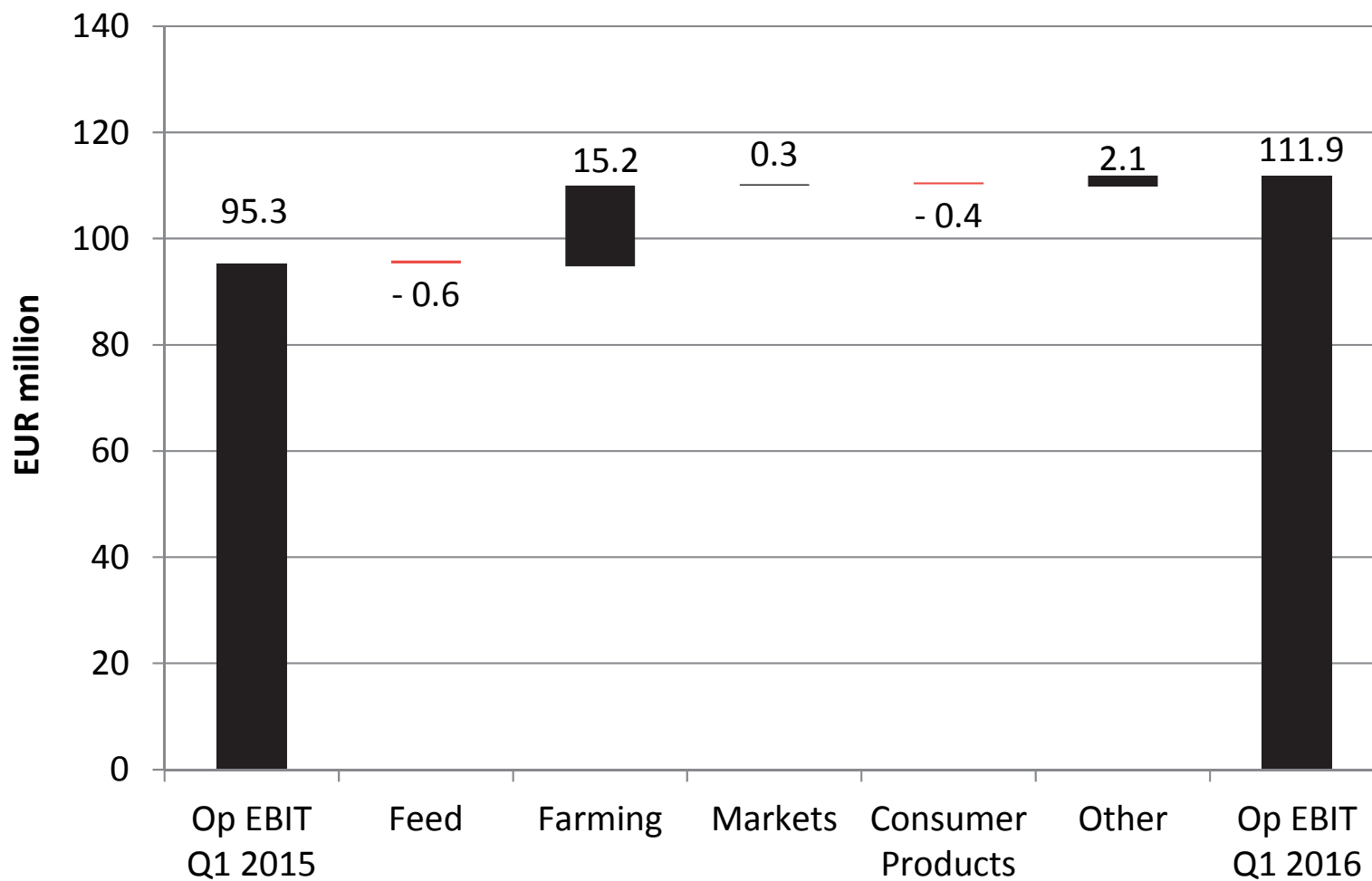
## Price achievement, contract & superior share



|                |     |     |     |     |
|----------------|-----|-----|-----|-----|
| Contract share | 55% | 59% | 0%  | 9%  |
| Superior share | 93% | 92% | 88% | 87% |

Note: Q1 2016 average price achievement is measured versus reference prices in all markets (Norway/Faroes (NASDAQ), Scotland (NASDAQ + GBP 0.11), Canada (UB Seattle), Chile (UB Miami))

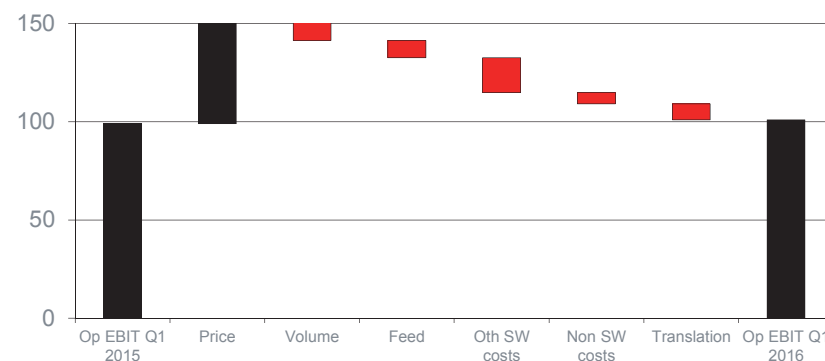
# Operational EBIT comparison



## SALMON OF NORWEGIAN ORIGIN

| EUR million                              | Q1 2016      | Q1 2015 restated |
|------------------------------------------|--------------|------------------|
| <b>Operational EBIT</b>                  | <b>100.9</b> | <b>99.1</b>      |
| Harvest volume (GWT)                     | 53 984       | 65 203           |
| <b>Operational EBIT per kg (EUR)</b>     | <b>1.87</b>  | <b>1.52</b>      |
| - of which MH Feed                       | 0.03         | 0.03             |
| - of which MH Markets                    | 0.16         | 0.15             |
| - of which MH Consumer Products          | 0.11         | 0.00             |
| Exceptional items incl in op. EBIT       | -18.1        | -13.0            |
| Exceptional items per kg (EUR)           | -0.34        | -0.20            |
| <i>Price achievement/reference price</i> | <i>92%</i>   | <i>102%</i>      |
| <i>Contract share</i>                    | <i>55%</i>   | <i>33%</i>       |
| <i>Superior share</i>                    | <i>93%</i>   | <i>92%</i>       |

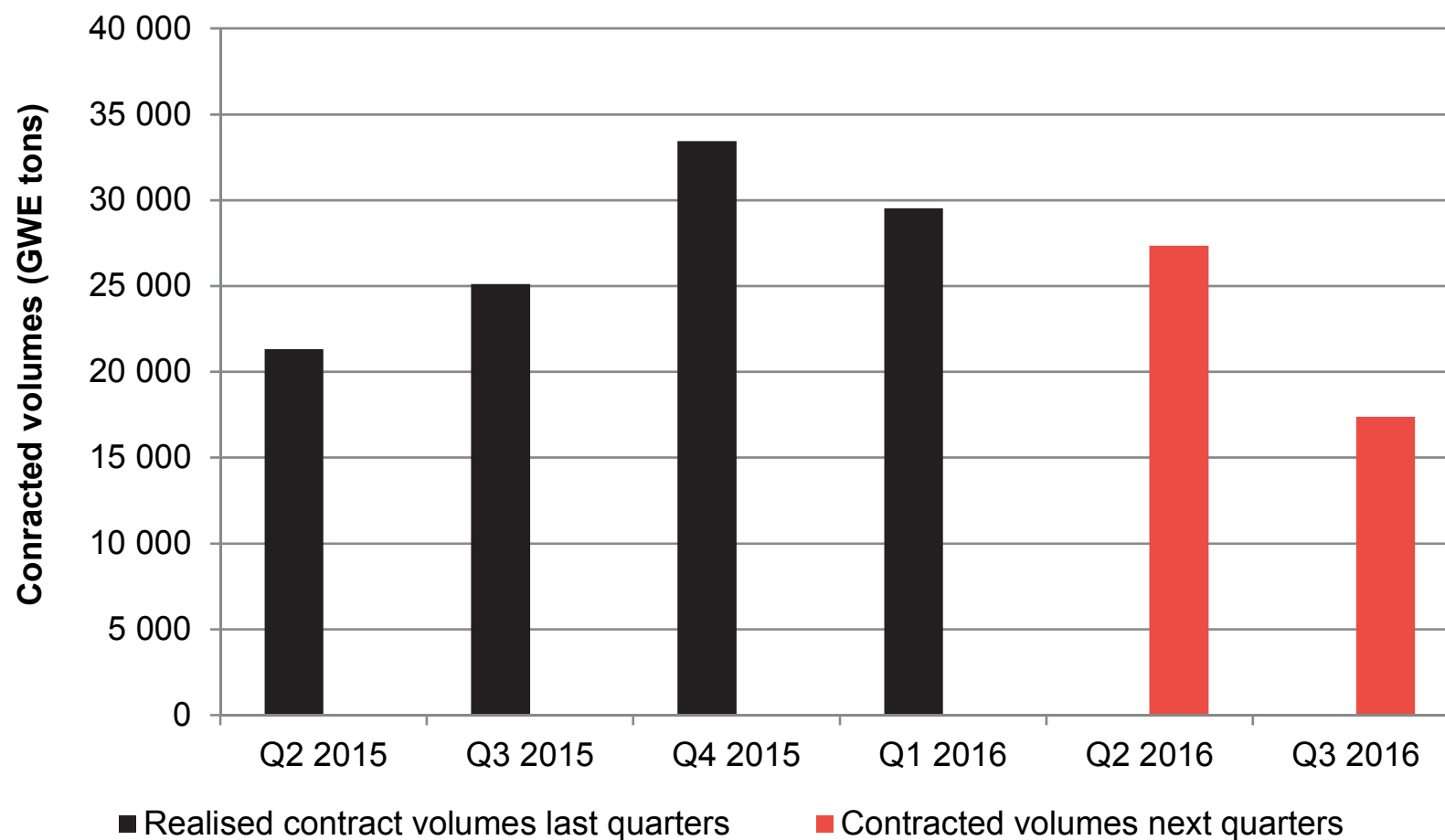
Operational EBIT Salmon of Norwegian Origin  
Q1 2015 vs Q1 2016



- Good results in the quarter driven by improved prices
  - Contract share of 55% impacted price achievement negatively
- High costs
  - Feed costs higher on higher FCR and increased price of feed
  - Expect high costs also in the second quarter

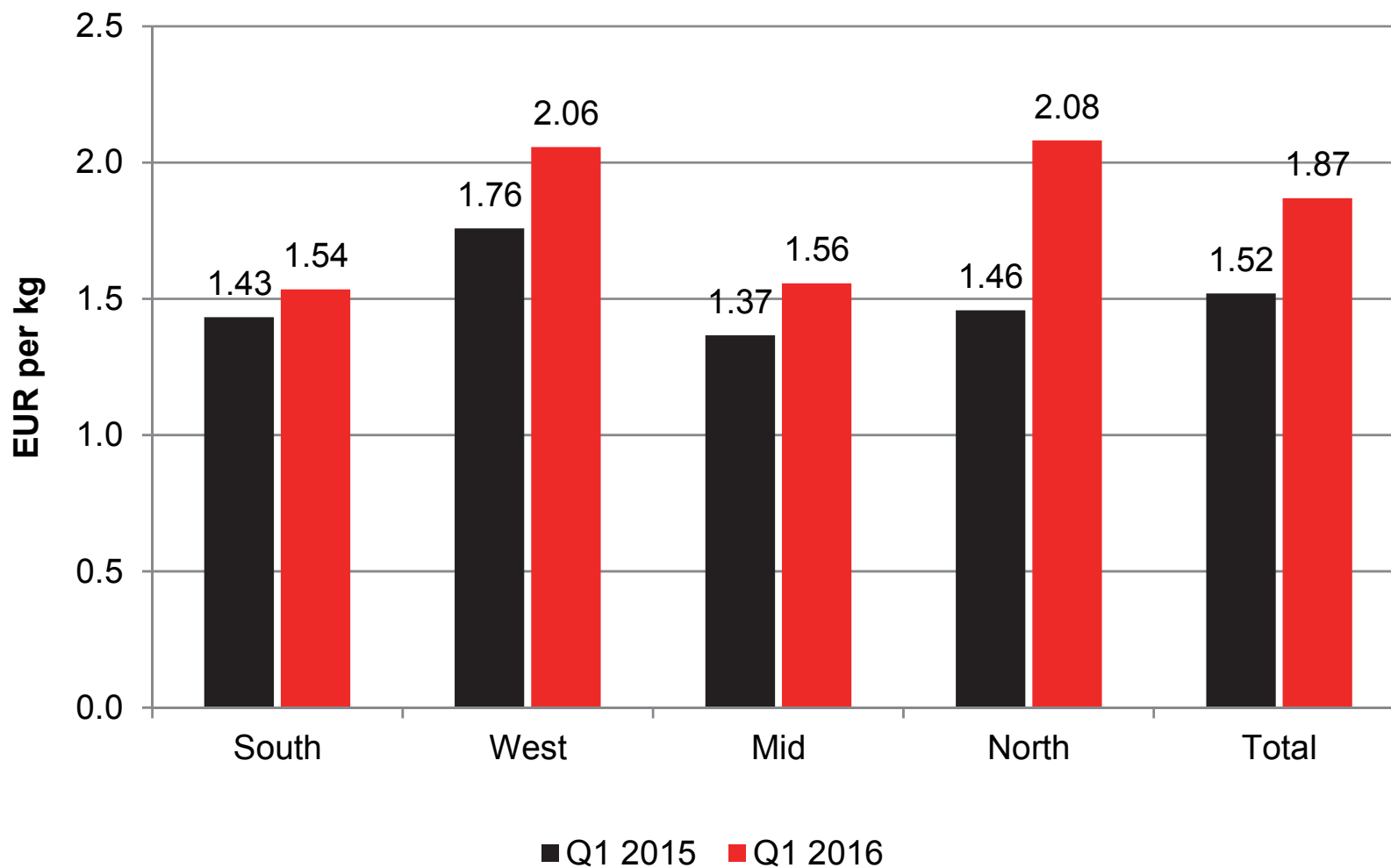


## Norway: Sales contract portfolio

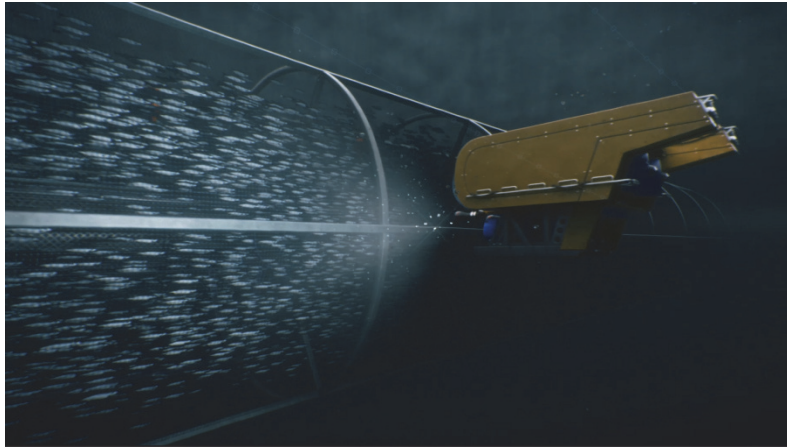


Note: Marine Harvest Norway's fixed price/fixed volume contracts with third party customers and MH's processing entities. MH's processing entities cover a large proportion of their sales exposure through third party end product contracts.

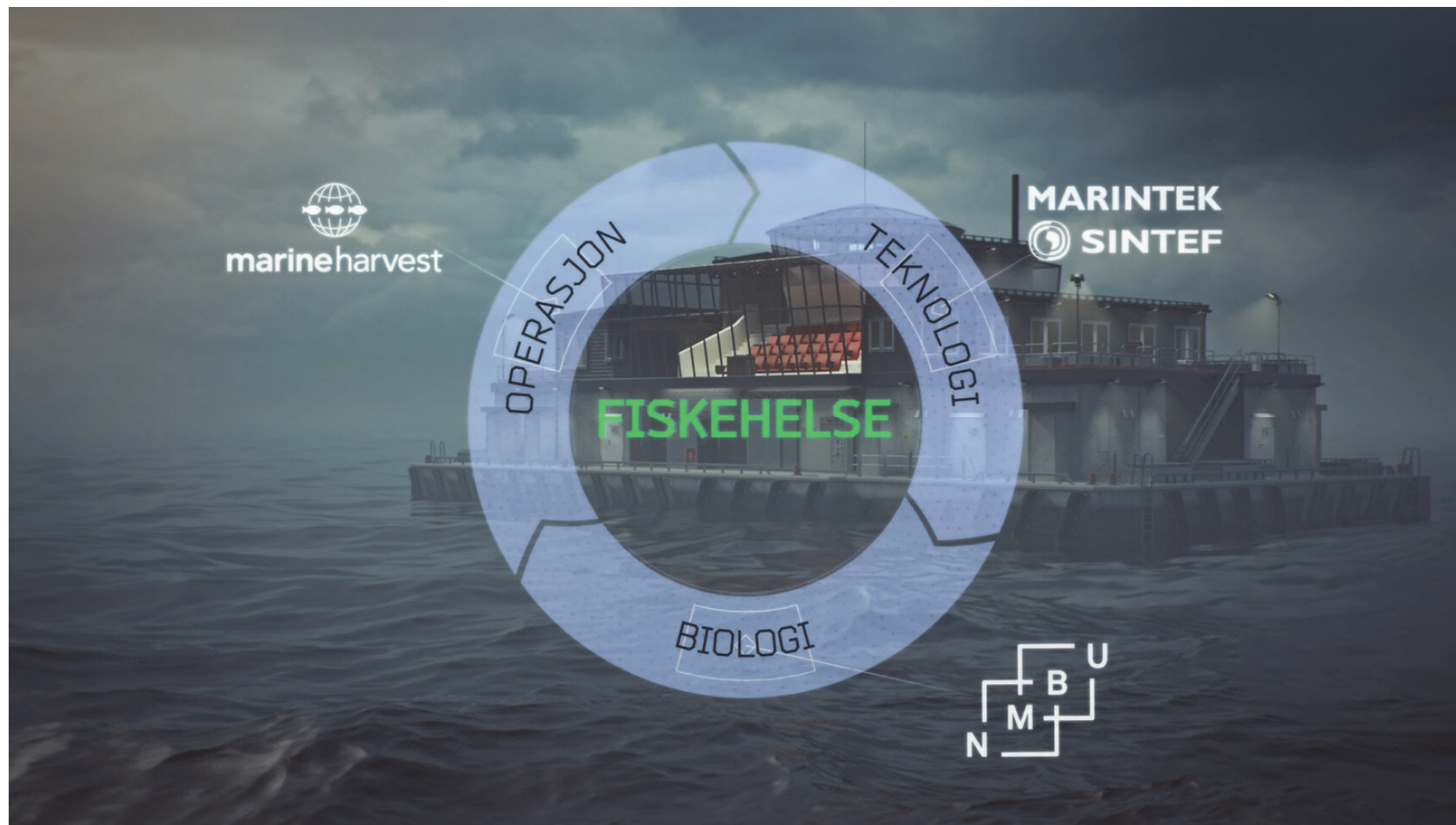
## Norway: Operational EBIT/kg per region



## “Beck Cage” – offshore submersible concept

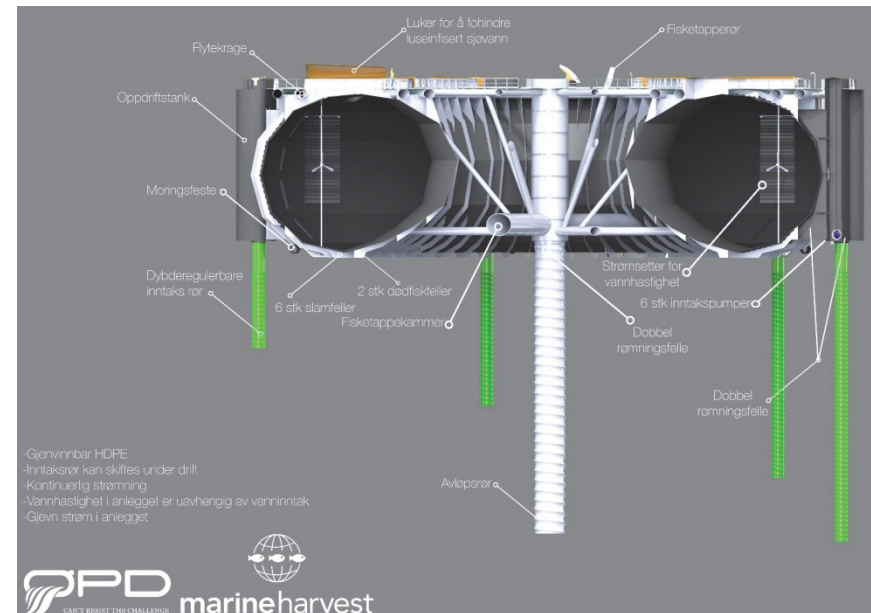
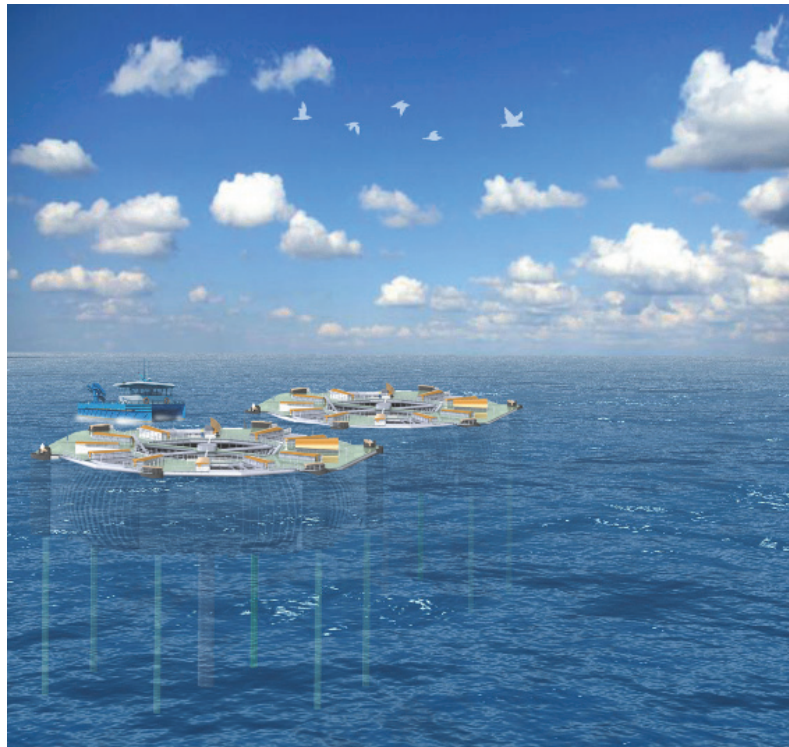


- Application for 6 development licenses
- Flexible submersible offshore farming cage
- Taking the unit below the roughest weather and below the top layer sea-lice belt
- Stronger than other known concepts due to the axial structure



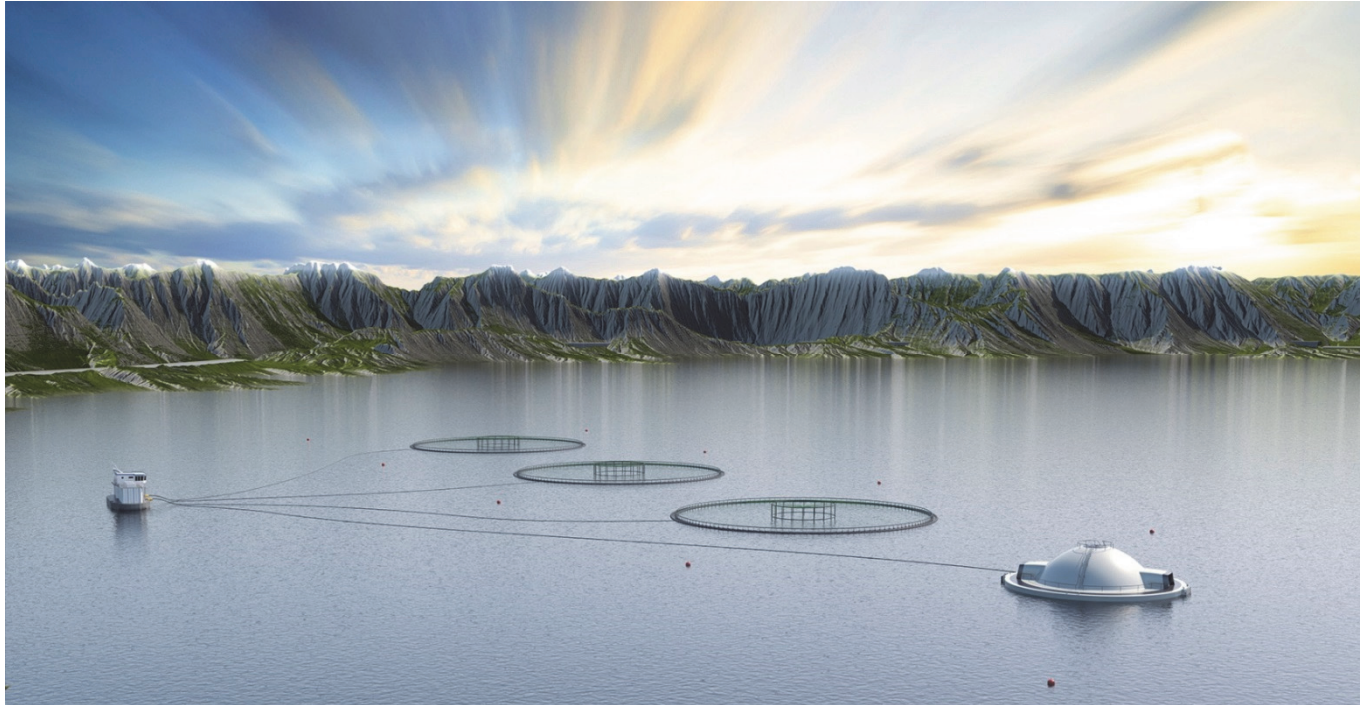


# “Marine Donut” – closed-end farming concept



- Application for 8 development licenses
- Robust closed concept protecting fish from sea lice and other pathogens, certified for up to 3 meters wave height
- Flow concept exercising fish resulting in top fish quality
- Produced of HDPE a 100% reusable material

## Norway: “The Egg” – a new enclosed technology

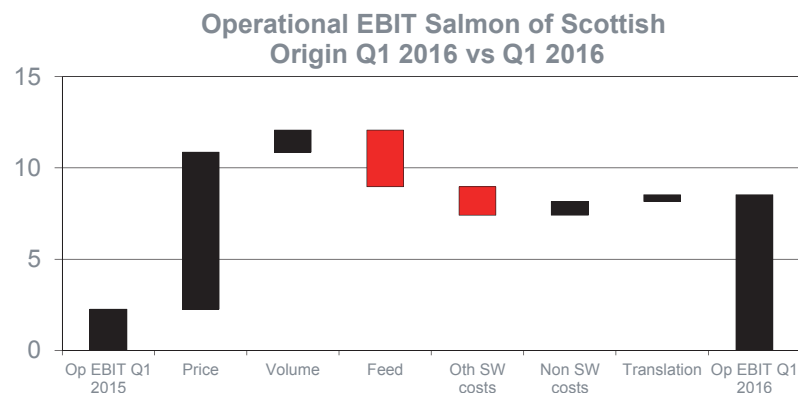


- Application for 14 development licenses
- New enclosed technology (2016-2018 testing and verification)
- Many advantages to conventional farmed salmon production
- In total applications for 28 development licenses (Beck Cage, Marine Donut and Egg)



## SALMON OF SCOTTISH ORIGIN

| EUR million                              | Q1 2016     | Q1 2015 restated |
|------------------------------------------|-------------|------------------|
| <b>Operational EBIT</b>                  | <b>8.5</b>  | <b>2.3</b>       |
| Harvest volume (GWT)                     | 12 620      | 7 112            |
| <b>Operational EBIT per kg (EUR)</b>     | <b>0.68</b> | <b>0.32</b>      |
| - of which MH Markets                    | 0.29        | 0.21             |
| - of which MH Consumer Products          | -0.53       | 0.00             |
| Exceptional items incl in op. EBIT       | 0.2         | -0.4             |
| Exceptional items per kg (EUR)           | 0.01        | -0.05            |
| <i>Price achievement/reference price</i> | <i>85%</i>  | <i>117%</i>      |
| <i>Contract share</i>                    | <i>59%</i>  | <i>68%</i>       |
| <i>Superior share</i>                    | <i>92%</i>  | <i>90%</i>       |

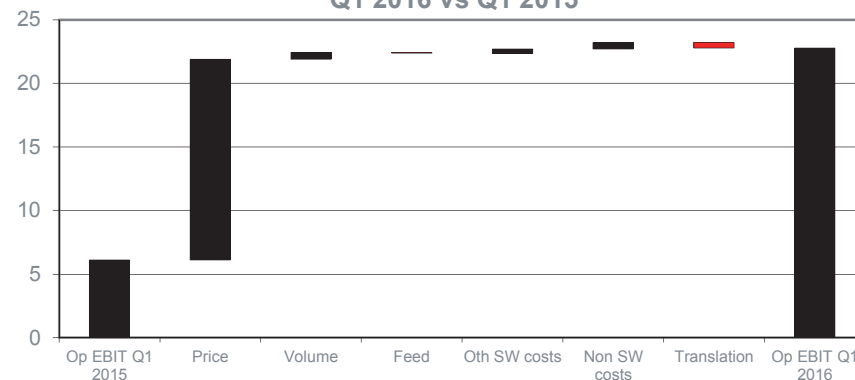


- Results impacted by losses at the Rosyth plant (EUR -6.8 million)
- Harvest volumes back to normal
- Good prices despite high contract share
- Costs higher due to increased FCR and higher feed prices
- Costs expected to increase further in the second quarter

## SALMON OF CANADIAN ORIGIN

| EUR million                              | Q1 2016     | Q1 2015<br>restated |
|------------------------------------------|-------------|---------------------|
| <b>Operational EBIT</b>                  | <b>22.8</b> | <b>6.1</b>          |
| Harvest volume (GWT)                     | 11 551      | 10 478              |
| <b>Operational EBIT per kg (EUR)</b>     | <b>1.97</b> | <b>0.58</b>         |
| - of which MH Markets                    | 0.27        | 0.07                |
| - of which MH Consumer Products          | 0.00        | 0.00                |
| Exceptional items incl in op. EBIT       | 0.0         | 0.0                 |
| Exceptional items per kg (EUR)           | 0.00        | 0.00                |
| <i>Price achievement/reference price</i> | <i>101%</i> | <i>99%</i>          |
| <i>Contract share</i>                    | <i>0%</i>   | <i>0%</i>           |
| <i>Superior share</i>                    | <i>88%</i>  | <i>86%</i>          |

Operational EBIT Salmon of Canadian Origin  
Q1 2016 vs Q1 2015

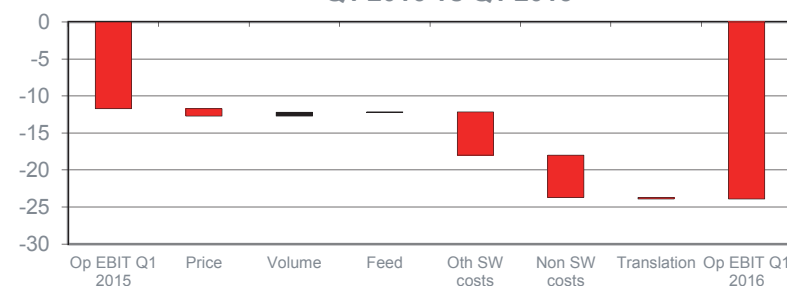


- Overall good performance and favorable price development
- Good biological situation
- Higher costs expected going forward

## SALMON OF CHILEAN ORIGIN

| EUR million                              | Q1 2016      | Q1 2015 restated |
|------------------------------------------|--------------|------------------|
| <b>Operational EBIT</b>                  | <b>-23.9</b> | <b>-11.7</b>     |
| Harvest volume (GWT)                     | 15 384       | 16 067           |
| <b>Operational EBIT per kg (EUR)</b>     | <b>-1.55</b> | <b>-0.73</b>     |
| - of which MH Markets                    | 0.21         | 0.37             |
| - of which MH Consumer Products          | 0.00         | 0.00             |
| Exceptional items incl in op. EBIT       | -9.5         | -5.8             |
| Exceptional items per kg (EUR)           | -0.62        | -0.36            |
| <i>Price achievement/reference price</i> | <i>95%</i>   | <i>112%</i>      |
| <i>Contract share</i>                    | <i>9%</i>    | <i>12%</i>       |
| <i>Superior share</i>                    | <i>87%</i>   | <i>87%</i>       |

Operational EBIT Salmon of Chilean Origin  
Q1 2016 vs Q1 2015



- Algal bloom in Chile significantly impacted our operations (negative EUR 8.4 million)
- Initiated restructuring of Marine Harvest Chile
  - Write-down of fixed assets of approx USD 16 million in second quarter
  - Restructuring provision of approx USD 3 million in second quarter
  - Cost savings of approx USD 8-10 million p.a.
  - Lower volumes will negatively impact production cost per kg for the remainder of the year
- Challenging biology
  - Full cost in box USD 5.35 per kg (GWE) in the quarter
  - Corresponding to an achieved price of USD 3.64 per kg (GWE) in the quarter
- Increased prices during the quarter and improved supply fundamentals going forward

# Ireland and Faroes

## SALMON OF IRISH ORIGIN

| EUR million                              | Q1 2016      | Q1 2015<br>restated |
|------------------------------------------|--------------|---------------------|
| <b>Operational EBIT</b>                  | <b>-2.6</b>  | <b>0.0</b>          |
| Harvest volume (GWT)                     | 1 410        | 616                 |
| <b>Operational EBIT per kg (EUR)</b>     | <b>-1.84</b> | <b>-0.06</b>        |
| - of which MH Markets                    | 0.03         | 0.01                |
| - of which MH Consumer Products          | 0.00         | 0.03                |
| Exceptional items incl in op. EBIT       | -1.8         | 0.0                 |
| Exceptional items per kg (EUR)           | -1.25        | 0.00                |
| <i>Price achievement/reference price</i> | <i>na</i>    | <i>na</i>           |
| <i>Contract share</i>                    | <i>84%</i>   | <i>95%</i>          |
| <i>Superior share</i>                    | <i>87%</i>   | <i>92%</i>          |

## SALMON OF FAROESE ORIGIN

| EUR million                              | Q1 2016     | Q1 2015<br>restated |
|------------------------------------------|-------------|---------------------|
| <b>Operational EBIT</b>                  | <b>3.9</b>  | <b>-0.1</b>         |
| Harvest volume (GWT)                     | 1 664       | 0                   |
| <b>Operational EBIT per kg (EUR)</b>     | <b>2.34</b> | <b>0.00</b>         |
| - of which MH Markets                    | 0.05        | 0.00                |
| - of which MH Consumer Products          | 0.00        | 0.00                |
| Exceptional items incl in op. EBIT       | -0.2        | 0.0                 |
| Exceptional items per kg (EUR)           | -0.15       | 0.00                |
| <i>Price achievement/reference price</i> | <i>105%</i> | <i>0%</i>           |
| <i>Contract share</i>                    | <i>0%</i>   | <i>0%</i>           |
| <i>Superior share</i>                    | <i>86%</i>  | <i>0%</i>           |

- Challenging weather conditions and biological issues in Ireland
- Good contribution from Marine Harvest Faroes in the quarter
  - Sales to Russia at favorable prices
  - Revenue based fee of 4.5% reduced profit

## MH Consumer Products

| EUR million                       | Q1 2016     | Q1 2015     |
|-----------------------------------|-------------|-------------|
| Operating revenues                | 327.3       | 270.9       |
| <b>Operational EBIT</b>           | <b>-0.6</b> | <b>-0.2</b> |
| Operational EBIT %                | -0.2%       | -0.1%       |
| Volume sold (tons product weight) | 30 099      | 25 814      |
| Exceptional items                 | 0           | 0           |
| <i>Volume share salmon</i>        | <i>75%</i>  | <i>69%</i>  |
| <i>Revenue share salmon</i>       | <i>79%</i>  | <i>74%</i>  |



- Continued start up costs in the Rosyth plant of EUR 7.7 million in the quarter
  - Execution of recovery plan in process
  - Management changes implemented
  - Estimated losses of EUR 4 million in the second quarter
  - Aim of break-even results during third quarter
- Good Easter demand and good growth in Germany, Southern Europe and UK
- Underlying performance improvements in many Chilled and Fresh entities



## MH FEED

| EUR million             | Q1 2016    | Q1 2015    |
|-------------------------|------------|------------|
| Operating revenues      | 64.5       | 45.0       |
| <b>Operational EBIT</b> | <b>1.6</b> | <b>2.1</b> |
| Operational EBIT %      | 2.5%       | 4.8%       |
| Feed sold volume        | 53 807     | 38 037     |
| Feed produced volume    | 50 407     | 36 422     |
| Exceptional items       | 0          | 0          |



- Seasonal low volumes in the quarter
  - Volumes higher year-over-year as third party supply contract discontinued
- Volumes sold in the quarter accounted for 86% of internal feed requirement in Norway
- Location determined for new plant in Scotland at Kyleakin

# **First Quarter 2016**

## **Financials, Harvest Volumes and Markets**

# Profit and Loss

| Marine Harvest Group                                                       | Q1 2016          | Q1 2015      | 2015          |
|----------------------------------------------------------------------------|------------------|--------------|---------------|
| EUR million                                                                |                  |              |               |
| <b>Operational revenue and other income</b>                                | <b>809.5</b> 10% | <b>735.3</b> | <b>3121.1</b> |
| <b>Operational EBIT <sup>1)</sup></b>                                      | <b>111.9</b> 17% | <b>95.3</b>  | <b>346.8</b>  |
| Change in unrealized internal margin                                       | 3.0              | 1.2          | -2.2          |
| Unrealized salmon derivatives                                              | -3.8             | -5.5         | -12.5         |
| Net fair value adjustment of biomass, onerous contracts                    | 73.9             | -63.6        | 9.3           |
| Restucturing costs                                                         | -2.5             | 0.1          | -15.2         |
| Other non-operational items                                                | 0.0              | 0.0          | 2.4           |
| Income from associated companies                                           | 10.3             | 1.4          | 23.4          |
| Impairment losses - fixed assets                                           | -0.1             | 0.1          | -6.8          |
| <b>EBIT</b>                                                                | <b>192.7</b>     | <b>29.0</b>  | <b>345.3</b>  |
| Net financial items                                                        | -28.4            | 23.8         | -95.2         |
| <b>Earnings before tax</b>                                                 | <b>164.4</b>     | <b>52.8</b>  | <b>250.1</b>  |
| <b>Profit or loss for the period</b>                                       | <b>128.0</b>     | <b>39.7</b>  | <b>158.3</b>  |
| EPS (EUR)                                                                  | 0.28             | 0.06         | 0.36          |
| Underlying EPS (EUR)                                                       | 0.18             | 0.14         | 0.52          |
| Net cash flow per share (EUR)                                              | 0.21             | -0.04        | 0.01          |
| Dividend declared and paid per share (EUR)                                 | 0.15             | 0.14         | 0.58          |
| Operational EBIT margin                                                    | 13.8%            | 13.0%        | 11.1%         |
| Harvest volume, HOG tons (salmonids)                                       | 96 613 -3%       | 99 476       | 420 148       |
| Operational EBIT per kg incl margin from Sales and Marketing <sup>2)</sup> | 1.16             | 0.96         | 0.83          |
| ROCE <sup>3)</sup>                                                         | 18.1 %           | 14.2 %       | 13.1 %        |

# Financial Position

| Marine Harvest Group                | 31.03.2016     | 31.03.2015     | 31.12.2015     |
|-------------------------------------|----------------|----------------|----------------|
| EUR million                         |                |                |                |
| Non-current assets                  | 2 122.7        | 2 218.7        | 2 134.9        |
| Current assets                      | 2 129.0        | 1 917.0        | 2 059.4        |
| Assets held for sale                | 1.8            | 0.9            | 1.8            |
| <b>Total assets</b>                 | <b>4 253.5</b> | <b>4 136.6</b> | <b>4 196.1</b> |
| Equity                              | 1 952.7        | 2 114.5        | 1 895.6        |
| Non-current liabilities             | 1 709.1        | 1 448.1        | 1 684.6        |
| Current liabilities                 | 591.8          | 574.0          | 615.9          |
| <b>Total equity and liabilities</b> | <b>4 253.5</b> | <b>4 136.6</b> | <b>4 196.1</b> |
| Net interest-bearing debt           | 960.1          | 866.5          | 999.7          |
| Equity ratio                        | 45.9%          | 51.1%          | 45.2%          |

# Cash Flow and Net Interest Bearing Debt

| Marine Harvest Group<br>EUR million                        | Q1 2016       | Q1 2015         | 2015            |
|------------------------------------------------------------|---------------|-----------------|-----------------|
| <b>NIBD beginning of period</b>                            | <b>-999.7</b> | <b>-1 032.6</b> | <b>-1 032.6</b> |
| Operational EBITDA                                         | 147.7         | 129.7           | 486.6           |
| Change in working capital                                  | 34.5          | -45.6           | -146.2          |
| Taxes paid                                                 | -26.0         | -15.2           | -68.3           |
| Other adjustments                                          | -6.2          | -7.3            | -38.8           |
| <b>Cash flow from operations</b>                           | <b>150.1</b>  | <b>61.6</b>     | <b>233.3</b>    |
| Net Capex                                                  | -41.0         | -58.5           | -210.3          |
| Other investments                                          | -0.8          | 1.0             | 22.0            |
| <b>Cash flow from investments</b>                          | <b>-41.8</b>  | <b>-57.5</b>    | <b>-188.3</b>   |
| Net interest and financial items paid                      | -4.7          | -14.0           | -39.5           |
| Other items                                                | -12.4         | -10.3           | -13.7           |
| Bonds converted to equity and issuance of convertible bond | 0.0           | 275.7           | 318.2           |
| Dividend distributed                                       | -67.0         | -56.5           | -255.9          |
| Translation effect on interest-bearing debt                | 15.4          | -32.8           | -21.1           |
| <b>NIBD end of period</b>                                  | <b>-960.1</b> | <b>-866.5</b>   | <b>-999.7</b>   |
| Debt distribution <sup>1)</sup> :                          |               |                 |                 |
| EUR                                                        | 73%           | 69%             | 72%             |
| USD                                                        | 12%           | 13%             | 13%             |
| GBP                                                        | 5%            | 4%              | 4%              |
| Other currencies                                           | 11%           | 14%             | 11%             |

<sup>1)</sup> Debt distribution including effect of cross currency swaps.



## 2016 Cash Flow Guidance

- 2016 cash flow estimates
  - Working capital buildup EUR ~30m
    - Support further organic growth
  - Capital expenditures EUR ~190m
    - Freshwater expansion projects EUR ~50m
  - Interest expenses EUR ~30m
  - Tax payables EUR ~75m
  
- Long term NIBD target of EUR 1,050m
  
- Quarterly dividend in Q2 2016 of NOK 1.70 per share (repayment of paid in capital)
  
- EUR as reporting and functional currency beginning in the first quarter of 2016

- EUR 805m Facility Agreement
  - Maturity – Q4 2019
  - Covenants:
    - 35% equity ratio
  - Accordion option EUR 45m
  - Lenders: DNB, Nordea, Rabobank and ABN Amro
- EUR 340m issued in November 2015
  - Tenor 5 years, annual coupon 0.125%<sup>(1)</sup>, conversion price EUR 15.9083
- EUR 375m issued in May 2014
  - Tenor 5 years, annual coupon 0.875%<sup>(1)</sup>, conversion price EUR 10.0530
- NOK 1,250m bond issued in March 2013
  - Tenor 5 years, NIBOR + 3.5%

## Supply development

| Suppliers             | Estimated volumes |                | Compared to Q1 2015 |                | Est. volumes   |
|-----------------------|-------------------|----------------|---------------------|----------------|----------------|
|                       | Q1 2016           | Q1 2015        | Volume              | %              | Q4 2015        |
| Norway                | 243 700           | 259 600        | -15 900             | ↓ -6.1%        | 309 900        |
| Scotland              | 31 000            | 28 400         | 2 600               | ↑ 9.2%         | 40 800         |
| Faroe Islands         | 15 900            | 12 600         | 3 300               | ↑ 26.2%        | 22 500         |
| Ireland               | 2 300             | 1 700          | 600                 | ↑ 35.3%        | 4 100          |
| <b>Total Europe</b>   | <b>292 900</b>    | <b>302 300</b> | <b>-9 400</b>       | <b>↓ -3.1%</b> | <b>377 300</b> |
| Chile                 | 140 300           | 133 500        | 6 800               | ↑ 5.1%         | 151 700        |
| North America         | 32 900            | 29 400         | 3 500               | ↑ 11.9%        | 36 800         |
| <b>Total Americas</b> | <b>173 200</b>    | <b>162 900</b> | <b>10 300</b>       | <b>↑ 6.3%</b>  | <b>188 500</b> |
| Australia             | 10 800            | 10 700         | 100                 | ↑ 0.9%         | 11 000         |
| Other                 | 4 100             | 4 200          | -100                | ↓ -2.4%        | 4 100          |
| <b>Total</b>          | <b>481 000</b>    | <b>480 100</b> | <b>900</b>          | <b>↑ 0.2%</b>  | <b>580 900</b> |

Source: Kontali

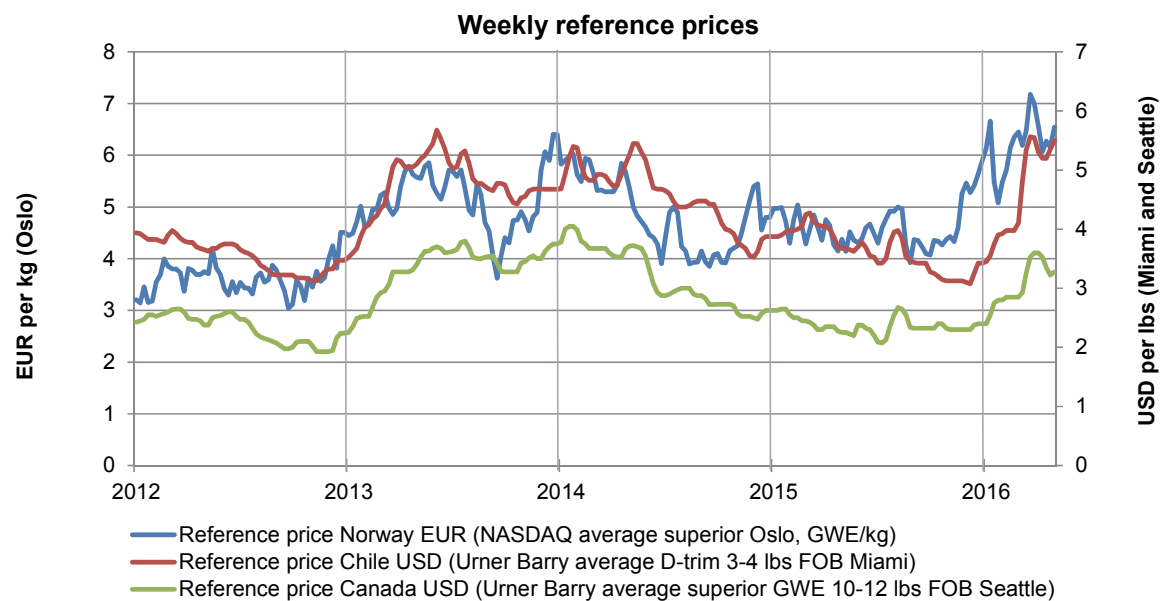
- Global supply growth slightly higher than expected
  - Norway: Favourable prices and some biological pressure
  - Chile: Challenging biology and forced harvesting. Algal bloom postponed some harvesting
- Recovery of volumes from Scotland and Faroe Island as expected
- Growth from Canada as expected

# Development in reference prices

| Reference prices       | Q1 2016<br>Market | Change vs<br>Q1 2015 | Q1 2016<br>NOK | Change vs<br>Q1 2015 |
|------------------------|-------------------|----------------------|----------------|----------------------|
| Norway (1)             | EUR 6.15          | 31.9%                | NOK 58.58      | 43.9%                |
| Chile (2)              | USD 4.30          | 6.7%                 | NOK 37.04      | 18.5%                |
| Chile, GWE (3)         | USD 4.36          | 9.8%                 | NOK 37.58      | 22.0%                |
| North America (4)      | USD 2.92          | 17.3%                | NOK 25.21      | 30.4%                |
| North America, GWE (3) | USD 5.82          | 19.5%                | NOK 50.17      | 32.8%                |

## Notes:

- (1) NASDAQ average superior GWE/kg (gutted weight equivalent)
- (2) Urner Barry average D trim 3-4 lbs FOB Miami
- (3) Reference price converted back-to-plant equivalent in GWE/kg
- (4) Urner Barry average GWE 10-12 lbs FOB Seattle



# Global volume by market

| Markets                  | Estimated volumes |                | Compared to Q1 2015 |                | Est. volumes   | 12 month comparison |                  |             |
|--------------------------|-------------------|----------------|---------------------|----------------|----------------|---------------------|------------------|-------------|
|                          | Q1 2016           | Q1 2015        | Volume              | %              | Q4 2015        | LTM                 | PTM              | %           |
| EU                       | 221 300           | 221 700        | -400                | ↓ -0.2%        | 273 300        | 978 100             | 942 800          | 3.7%        |
| Russia                   | 20 500            | 18 400         | 2 100               | ↑ 11.4%        | 25 400         | 100 900             | 121 600          | -17.0%      |
| Other Europe             | 17 300            | 20 200         | -2 900              | ↓ -14.4%       | 23 300         | 80 900              | 86 200           | -6.1%       |
| <b>Total Europe</b>      | <b>259 100</b>    | <b>260 300</b> | <b>-1 200</b>       | <b>↓ -0.5%</b> | <b>322 000</b> | <b>1 159 900</b>    | <b>1 150 600</b> | <b>0.8%</b> |
| USA                      | 101 300           | 89 900         | 11 400              | ↑ 12.7%        | 96 500         | 385 300             | 339 700          | 13.4%       |
| Brazil                   | 27 600            | 27 600         | 0                   | → 0.0%         | 25 100         | 99 500              | 95 400           | 4.3%        |
| Other Americas           | 25 700            | 23 900         | 1 800               | ↑ 7.5%         | 31 100         | 111 000             | 107 600          | 3.2%        |
| <b>Total Americas</b>    | <b>154 600</b>    | <b>141 400</b> | <b>13 200</b>       | <b>↑ 9.3%</b>  | <b>152 700</b> | <b>595 800</b>      | <b>542 700</b>   | <b>9.8%</b> |
| China / Hong Kong        | 17 600            | 18 300         | -700                | ↓ -3.8%        | 19 700         | 76 300              | 79 700           | -4.3%       |
| Japan                    | 14 400            | 11 200         | 3 200               | ↑ 28.6%        | 17 900         | 57 700              | 56 300           | 2.5%        |
| South Korea / Taiwan     | 10 800            | 12 300         | -1 500              | ↓ -12.2%       | 11 300         | 44 600              | 42 800           | 4.2%        |
| Other Asia               | 19 600            | 17 800         | 1 800               | ↑ 10.1%        | 20 500         | 68 000              | 66 500           | 2.3%        |
| <b>Total Asia</b>        | <b>62 400</b>     | <b>59 600</b>  | <b>2 800</b>        | <b>↑ 4.7%</b>  | <b>69 400</b>  | <b>246 600</b>      | <b>245 300</b>   | <b>0.5%</b> |
| All other markets        | 24 100            | 20 300         | 3 800               | ↑ 18.7%        | 23 500         | 90 100              | 87 100           | 3.4%        |
| <b>Total</b>             | <b>500 200</b>    | <b>481 600</b> | <b>18 600</b>       | <b>↑ 3.9%</b>  | <b>567 600</b> | <b>2 092 400</b>    | <b>2 025 700</b> | <b>3.3%</b> |
| Inflow to US from Europe | 18 400            | 16 800         | 1 600               | ↑ 9.5%         | 20 600         | 77 900              | 72 300           | 7.7%        |
| Inflow to EU from Chile  | 17 000            | 11 300         | 5 700               | ↑ 50.4%        | 9 700          | 46 100              | 44 900           | 2.7%        |

- Strong demand in EU and Asia
- Challenging but recovering US market
- Brazil impacted by lack of volumes and stronger relative US price development
- China/Hong Kong still affected by lack of large-sized salmon and trading barriers

Source: Kontali

Note: Atlantic Salmon (HOG tons), LTM Last twelve months, PTM Previous twelve months



# Industry supply outlook:

## Guidance of declining growth of -9% to -5% for 2016

|                        | 2013         | 2014         | 2015         | 2016         | Estimates 2016 |             |              |             |
|------------------------|--------------|--------------|--------------|--------------|----------------|-------------|--------------|-------------|
| GWE tonnes (thousands) |              |              |              |              | Low            | Y/Y growth  | High         | Y/Y growth  |
| Norway                 | 1 029        | 1 079        | 1 111        | 1066         | 1 055          | -5%         | 1 077        | -3%         |
| UK                     | 142          | 153          | 150          | 155          | 151            | 1%          | 159          | 6%          |
| Faroe Islands          | 65           | 74           | 69           | 74           | 72             | 4%          | 76           | 10%         |
| <b>Total Europe</b>    | <b>1 237</b> | <b>1 307</b> | <b>1 330</b> | <b>1 295</b> | <b>1 278</b>   | <b>-4%</b>  | <b>1 312</b> | <b>-1%</b>  |
| Chile                  | 421          | 525          | 532          | 420          | 409            | -23%        | 431          | -19%        |
| North America          | 122          | 107          | 140          | 140          | 136            | -3%         | 144          | 3%          |
| <b>Total Americas</b>  | <b>543</b>   | <b>632</b>   | <b>672</b>   | <b>560</b>   | <b>545</b>     | <b>-19%</b> | <b>575</b>   | <b>-14%</b> |
| Other                  | 58           | 63           | 73           | 74           | 73             | 0%          | 75           | 2%          |
| <b>Total</b>           | <b>1 837</b> | <b>2 002</b> | <b>2 075</b> | <b>1 929</b> | <b>1 897</b>   | <b>-9%</b>  | <b>1 962</b> | <b>-5%</b>  |

|                        | Q2 2013    | Q2 2014    | Q2 2015    | Q2 2016    | ESTIMATES Q2 2016 |             |            |            |
|------------------------|------------|------------|------------|------------|-------------------|-------------|------------|------------|
| GWE tonnes (thousands) |            |            |            |            | Low               | Q/Q growth  | High       | Q/Q growth |
| Norway                 | 230        | 265        | 267        | 249        | 243               | -9%         | 254        | -5%        |
| UK                     | 34         | 41         | 37         | 37         | 35                | -4%         | 38         | 4%         |
| Faroe Islands          | 16         | 18         | 17         | 19         | 18                | 4%          | 19         | 10%        |
| <b>Total Europe</b>    | <b>280</b> | <b>325</b> | <b>322</b> | <b>304</b> | <b>297</b>        | <b>-8%</b>  | <b>312</b> | <b>-3%</b> |
| Chile                  | 96         | 122        | 119        | 103        | 100               | -16%        | 107        | -10%       |
| North America          | 32         | 26         | 39         | 37         | 35                | -9%         | 38         | -1%        |
| <b>Total Americas</b>  | <b>127</b> | <b>148</b> | <b>157</b> | <b>140</b> | <b>135</b>        | <b>-14%</b> | <b>145</b> | <b>-8%</b> |
| Other                  | 13         | 16         | 18         | 18         | 18                | -5%         | 18         | -1%        |
| <b>Total</b>           | <b>420</b> | <b>489</b> | <b>498</b> | <b>462</b> | <b>449</b>        | <b>-10%</b> | <b>475</b> | <b>-5%</b> |

|                        | H2 2013    | H2 2014      | H2 2015      | H2 2016    | ESTIMATES H2 2016 |             |              |             |
|------------------------|------------|--------------|--------------|------------|-------------------|-------------|--------------|-------------|
| GWE tonnes (thousands) |            |              |              |            | Low               | Q/Q growth  | High         | Q/Q growth  |
| Norway                 | 567        | 578          | 584          | 574        | 568               | -3%         | 580          | -1%         |
| UK                     | 80         | 79           | 84           | 87         | 85                | 0%          | 89           | 6%          |
| Faroe Islands          | 33         | 40           | 39           | 39         | 38                | -3%         | 41           | 5%          |
| <b>Total Europe</b>    | <b>680</b> | <b>697</b>   | <b>707</b>   | <b>700</b> | <b>691</b>        | <b>-2%</b>  | <b>710</b>   | <b>0%</b>   |
| Chile                  | 216        | 267          | 280          | 177        | 170               | -39%        | 184          | -34%        |
| North America          | 58         | 59           | 72           | 70         | 68                | -6%         | 73           | 1%          |
| <b>Total Americas</b>  | <b>274</b> | <b>326</b>   | <b>352</b>   | <b>247</b> | <b>237</b>        | <b>-33%</b> | <b>257</b>   | <b>-27%</b> |
| Other                  | 29         | 34           | 38           | 39         | 38                | 1%          | 39           | 3%          |
| <b>Total</b>           | <b>983</b> | <b>1 057</b> | <b>1 097</b> | <b>986</b> | <b>966</b>        | <b>-12%</b> | <b>1 006</b> | <b>-8%</b>  |

## MHG 2016 volume guidance

| Salmon species<br>GWE tons (1000) | 2014<br>Actual | Q1 2015<br>Actual | Q2 2015<br>Actual | Q3 2015<br>Actual | Q4 2015<br>Actual | 2015<br>Actual | Q1 2016<br>Actual | Q2 2016<br>Guidance | 2016<br>Guidance |
|-----------------------------------|----------------|-------------------|-------------------|-------------------|-------------------|----------------|-------------------|---------------------|------------------|
| Norway                            | 258            | 65                | 64                | 59                | 67                | 255            | 54                | 56                  | 262              |
| Chile                             | 68             | 16                | 13                | 18                | 15                | 62             | 15                | 7                   | 36               |
| Canada                            | 27             | 10                | 12                | 9                 | 9                 | 40             | 12                | 12                  | 44               |
| Scotland                          | 49             | 7                 | 12                | 17                | 14                | 50             | 13                | 12                  | 54               |
| Other Units                       | 18             | 1                 | 3                 | 3                 | 6                 | 13             | 3                 | 3                   | 18               |
| <b>Total</b>                      | <b>419</b>     | <b>99</b>         | <b>104</b>        | <b>106</b>        | <b>111</b>        | <b>420</b>     | <b>97</b>         | <b>90</b>           | <b>414</b>       |

- 2016 reduced guidance from 436,000 tons GWE to 414,000 tons GWE
  - Chile decreased by 16,000 tons due algal bloom
  - Norway reduced by 3,000 tons
  - Some additional minor changes

- Market balance expected to be tight in 2016
  - Future prices (NASDAQ) for 2016 have increased to EUR 5.9 per kg (NOK 56 per kg)
- Strong consumer demand in Europe and Asia
- Algal bloom in Chile to impact American supply fundamentals going forward
  - Restructuring of Marine Harvest Chile initiated
- Applications for 28 development licenses in Norway submitted
- Quarterly dividend of NOK 1.70 per share
- Capital Markets Day 1-2 June in Bjugn, Norway

# Appendix

- The quarterly dividend level shall reflect the present and expected future cash flow generation of the Company
  - To this end, a target level for net interest bearing debt is determined, reviewed and updated on a regular basis
  - When the target is met, at least 75% of the annual free cash flow after operational and financial commitments will be distributed as dividends
- 
- Long term NIBD target of EUR 1,050m
    - EUR 1.8 per kg harvest volume (equivalent to ca NOK 15 per kg)
    - Residual attributed to non-farming businesses

# Contract coverage and sales contract policy

- Q2 2016 contract shares (% of guided volume):
  - Norway 49%
  - Scotland 63%
  - Canada 0%
  - Chile 22%

## SALES CONTRACT POLICY

|                         | Min hedging rate (1) | Max hedging rate (1) |
|-------------------------|----------------------|----------------------|
| Norway (2) (3)          | 22.5 %               | 50.0 %               |
| Chile (3)               | 22.5 %               | 50.0 %               |
| Canada                  | 0.0 %                | 30.0 %               |
| Scotland                | 40.0 %               | 75.0 %               |
| Ireland                 | 40.0 %               | 100.0 %              |
| Faroes                  | 0.0 %                | 30.0 %               |
| <b>Weighted average</b> | <b>22.7 %</b>        | <b>52.1 %</b>        |

### Notes:

- (1) Hedging rates for the next quarter, limits dropping over time
- (2) External and internal contract (including financial futures)
- (3) Contract rate can be increased to 65% under special circumstances

- Contracts typically have a duration of 3-12 months
  - Contracts are entered into on a regular basis
  - Policy opens for contracts of up to 48 month duration



# Quarterly segment overview

| EUR million                                               | SOURCES OF ORIGIN |            |             |              |             |            |                     | MH Group     |
|-----------------------------------------------------------|-------------------|------------|-------------|--------------|-------------|------------|---------------------|--------------|
|                                                           | Norway            | Scotland   | Canada      | Chile        | Ireland     | Faroes     | Other <sup>1)</sup> |              |
| <b>OPERATIONAL EBIT</b>                                   |                   |            |             |              |             |            |                     |              |
| MH FARMING                                                | 85.1              | 11.5       | 19.6        | -27.1        | -2.6        | 3.8        |                     | 90.4         |
| MH SALES AND MARKETING                                    |                   |            |             |              |             |            |                     |              |
| MH Markets                                                | 8.5               | 3.7        | 3.1         | 3.2          | 0.0         | 0.1        | 0.0                 | 18.6         |
| MH Consumer Products                                      | 5.7               | -6.7       | 0.0         | 0.0          | 0.0         | 0.0        | 0.3                 | -0.6         |
| <b>SUBTOTAL</b>                                           | <b>99.3</b>       | <b>8.5</b> | <b>22.8</b> | <b>-23.9</b> | <b>-2.6</b> | <b>3.9</b> | <b>0.3</b>          | <b>108.3</b> |
| Feed                                                      | 1.6               |            |             |              |             |            |                     | 1.6          |
| Other entities <sup>2)</sup>                              |                   |            |             |              |             |            | 1.9                 | 1.9          |
| <b>TOTAL</b>                                              | <b>100.9</b>      | <b>8.5</b> | <b>22.8</b> | <b>-23.9</b> | <b>-2.6</b> | <b>3.9</b> | <b>2.3</b>          | <b>111.9</b> |
| Harvest volume (GWT salmon)                               | 53 984            | 12 620     | 11 551      | 15 384       | 1 410       | 1 664      |                     | 96 613       |
| Operational EBIT per kg (EUR) <sup>3)</sup> - total Group | 1.87              | 0.68       | 1.97        | -1.55        | -1.84       | 2.34       |                     | 1.16         |
| - of which Feed                                           | 0.03              | 0.00       | 0.00        | 0.00         | 0.00        | 0.00       |                     | 0.02         |
| - of which MH Markets                                     | 0.16              | 0.29       | 0.27        | 0.21         | 0.03        | 0.05       |                     | 0.19         |
| - of which MH Consumer Products                           | 0.11              | -0.53      | 0.00        | 0.00         | 0.00        | 0.00       |                     | -0.01        |
| <b>ANALYTICAL DATA</b>                                    |                   |            |             |              |             |            |                     |              |
| Price achievement/reference price (%) <sup>4)</sup>       | 92%               | 85%        | 101%        | 95%          | na          | 105%       |                     | 93%          |
| Contract share (%)                                        | 55%               | 59%        | 0%          | 9%           | 84%         | 0%         |                     | 41%          |
| Quality - superior share (%)                              | 93%               | 92%        | 88%         | 87%          | 87%         | 86%        |                     | 91%          |
| Exceptional items included in Operational EBIT            | -18.1             | 0.2        | 0.0         | -9.5         | -1.8        | -0.2       |                     | -29.5        |
| Exceptional items per kg (EUR)                            | -0.34             | 0.01       | 0.00        | -0.62        | -1.25       | -0.15      |                     | -0.31        |
| <b>GUIDANCE</b>                                           |                   |            |             |              |             |            |                     |              |
| Q2 2016 harvest volume (GWT)                              | 56 000            | 12 000     | 12 000      | 7 000        | 1 000       | 2 000      |                     | 90 000       |
| 2016 harvest volume (GWT)                                 | 262 000           | 54 000     | 44 000      | 36 000       | 8 000       | 10 000     |                     | 414 000      |
| Q2 2016 contract share (%)                                | 49%               | 63%        | 0%          | 22%          | 0%          | 0%         |                     | 39%          |

<sup>1)</sup> Operational EBIT arising from non salmon species and 3rd party salmon not allocated to source of origin

<sup>2)</sup> Sterling White Halibut, Headquarter and Holding companies

<sup>3)</sup> Including Sterling White Halibut, Headquarter and Holding companies

<sup>4)</sup> MH Sales and Marketing price achievement

# Quarterly segment overview

| MH Operating Units                                           | FARMING |          |        |        |         |        | MH Sales and Marketing |                   |         |       |        | Group* |
|--------------------------------------------------------------|---------|----------|--------|--------|---------|--------|------------------------|-------------------|---------|-------|--------|--------|
|                                                              | Norway  | Scotland | Canada | Chile  | Ireland | Faroes | Markets                | Consumer Products | MH Feed | Other | Elim   |        |
| Revenues and other income                                    | 280.0   | 68.6     | 61.6   | 77.9   | 11.3    | 10.3   | 610.0                  | 327.3             | 64.5    | 7.2   | -709.2 | 809.5  |
| Operating EBITDA                                             | 97.3    | 15.7     | 22.2   | -21.3  | -1.8    | 4.3    | 19.6                   | 4.9               | 3.8     | 3.0   | 0.0    | 147.7  |
| Operating EBIT                                               | 85.1    | 11.5     | 19.6   | -27.1  | -2.6    | 3.8    | 18.6                   | -0.6              | 1.6     | 1.9   | 0.0    | 111.9  |
| Fair Value adj on biomass, contracts/ unrealised derivatives | 3.2     | 5.8      | 26.0   | 32.6   | 1.2     | 4.1    | 0.0                    | 3.5               | -0.3    | -5.8  | 0.0    | 70.1   |
| Unrealized margin adjustment                                 | 0.0     | 0.0      | 0.0    | 0.0    | 0.0     | 0.0    | 0.0                    | 0.0               | 0.0     | 0.0   | 3.0    | 3.0    |
| Restructuring cost                                           | 0.0     | -2.5     | 0.0    | 0.0    | 0.0     | 0.0    | 0.0                    | 0.0               | 0.0     | 0.0   | 0.0    | -2.5   |
| Other non-operational items                                  | 0.0     | 0.0      | 0.0    | 0.0    | 0.0     | 0.0    | 0.0                    | 0.0               | 0.0     | 0.0   | 0.0    | 0.0    |
| Income/loss from associated companies                        | 10.3    | 0.0      | 0.0    | 0.0    | 0.0     | 0.0    | 0.0                    | 0.0               | 0.0     | 0.0   | 0.0    | 10.3   |
| Write-down of fixed assets/intangibles                       | 0.0     | 0.0      | 0.0    | 0.0    | 0.0     | 0.0    | 0.0                    | -0.1              | 0.0     | 0.0   | 0.0    | -0.1   |
| EBIT                                                         | 98.5    | 14.9     | 45.6   | 5.6    | -1.5    | 7.9    | 18.6                   | 2.8               | 1.3     | -3.9  | 3.0    | 192.7  |
| Contribution to operational EBIT from S&M                    | 14.3    | -3.0     | 3.1    | 3.2    | 0.0     | 0.1    | -18.6                  | 0.6               |         | 0.3   |        | 0.0    |
| Contribution to operational EBIT from Feed                   | 1.6     |          |        |        |         |        |                        |                   | -1.6    |       |        | 0.0    |
| Operational EBIT incl contribution from S&M and Feed         | 100.9   | 8.5      | 22.8   | -23.9  | -2.6    | 3.9    | 0.0                    | 0.0               | 0.0     | 2.3   | 0.0    | 111.9  |
| Harvest / sales volume                                       | 53 984  | 12 620   | 11 551 | 15 384 | 1 410   | 1 664  | 0                      | 30 099            | 53 807  |       |        |        |
| Operational EBIT/kg incl contribution from S&M (EUR)         | 1.87    | 0.68     | 1.97   | - 1.55 | - 1.84  | 2.34   |                        |                   |         |       |        |        |
| -of which S&M                                                | 0.26    | - 0.24   | 0.27   | 0.21   | 0.03    | 0.05   |                        |                   |         |       |        |        |
| -of which Feed                                               | 0.03    |          |        |        |         |        |                        |                   |         |       |        |        |

\*Volume = harvested volume salmon in tonnes gutted weight

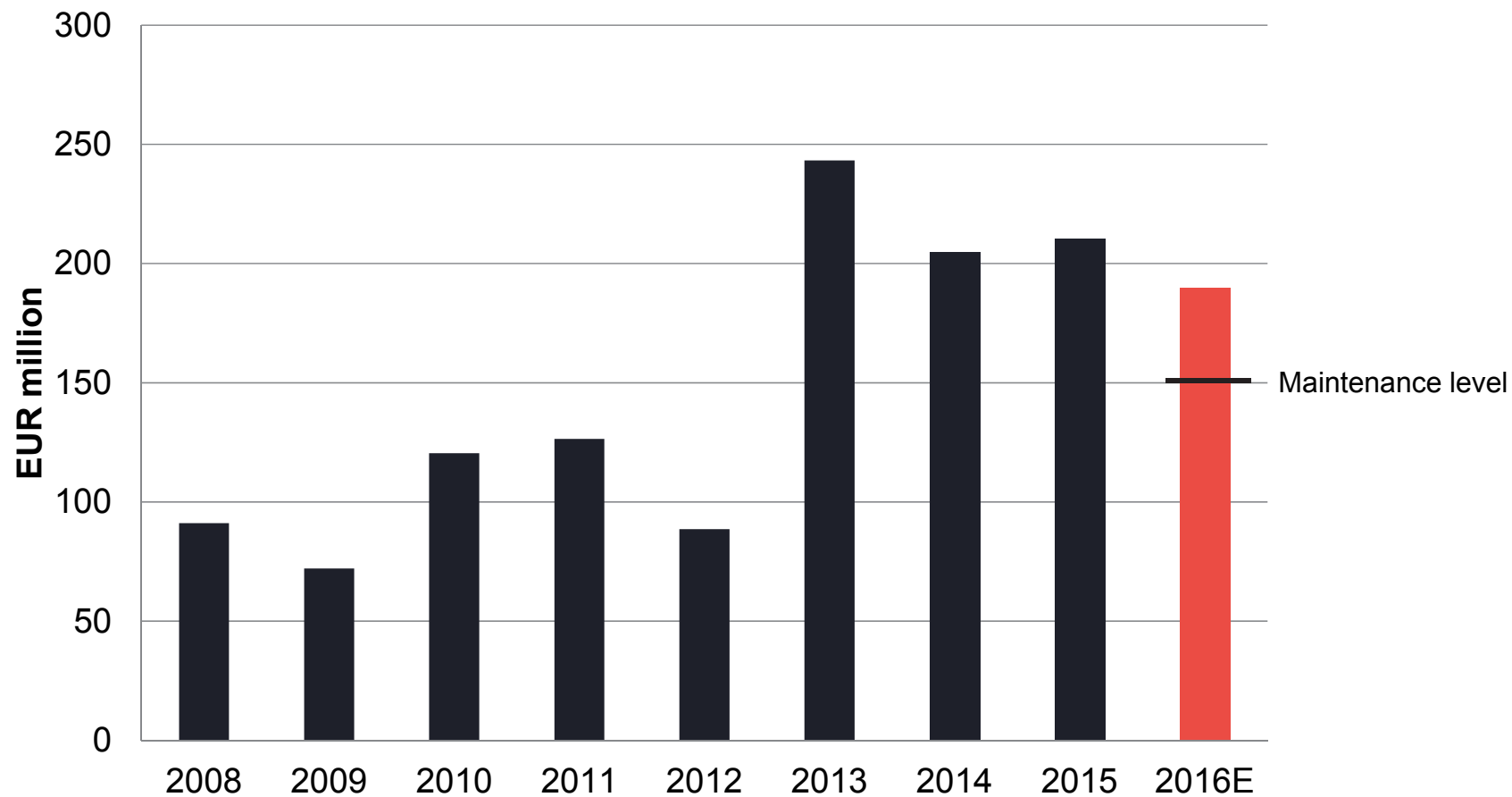
# Development in harvest volumes

|           | 2010  | 2011  | 2012  | 2013  | 2014 |       |       |       |       | 2015 |       |       |       |       | 2016E |      |        |       |
|-----------|-------|-------|-------|-------|------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|------|--------|-------|
|           | Total | Total | Total | Total | Q1   | Q2    | Q3    | Q4    | Total | Q1   | Q2    | Q3    | Q4    | Total | Q1    | Q2E  | H2-16E | Total |
| Norway    | 202.5 | 217.5 | 255.3 | 222.5 | 55.1 | 68.7  | 64.3  | 69.9  | 258.0 | 65.2 | 64.0  | 58.9  | 66.6  | 254.8 | 54.0  | 56.0 | 152.0  | 262.0 |
| Chile     | 10.6  | 26.0  | 40.2  | 28.3  | 17.7 | 16.4  | 16.7  | 16.6  | 67.5  | 16.1 | 13.2  | 18.4  | 14.8  | 62.5  | 15.4  | 7.0  | 13.6   | 36.0  |
| Canada    | 33.5  | 33.9  | 40.2  | 33.1  | 6.4  | 6.5   | 7.1   | 6.8   | 26.7  | 10.5 | 11.6  | 8.7   | 9.4   | 40.1  | 11.6  | 12.0 | 20.4   | 44.0  |
| Scotland  | 33.1  | 50.2  | 40.3  | 48.4  | 10.5 | 18.3  | 13.7  | 6.4   | 48.9  | 7.1  | 12.4  | 16.6  | 14.1  | 50.1  | 12.6  | 12.0 | 29.4   | 54.0  |
| Other (1) | 16.0  | 15.3  | 16.3  | 11.5  | 2.6  | 4.3   | 5.5   | 5.4   | 17.8  | 0.6  | 2.9   | 3.4   | 5.7   | 12.7  | 3.1   | 3.2  | 11.7   | 18.0  |
| Total     | 295.7 | 342.8 | 392.3 | 343.8 | 92.2 | 114.2 | 107.3 | 105.1 | 418.9 | 99.5 | 104.2 | 106.0 | 110.6 | 420.1 | 96.6  | 90.2 | 227.2  | 414.0 |

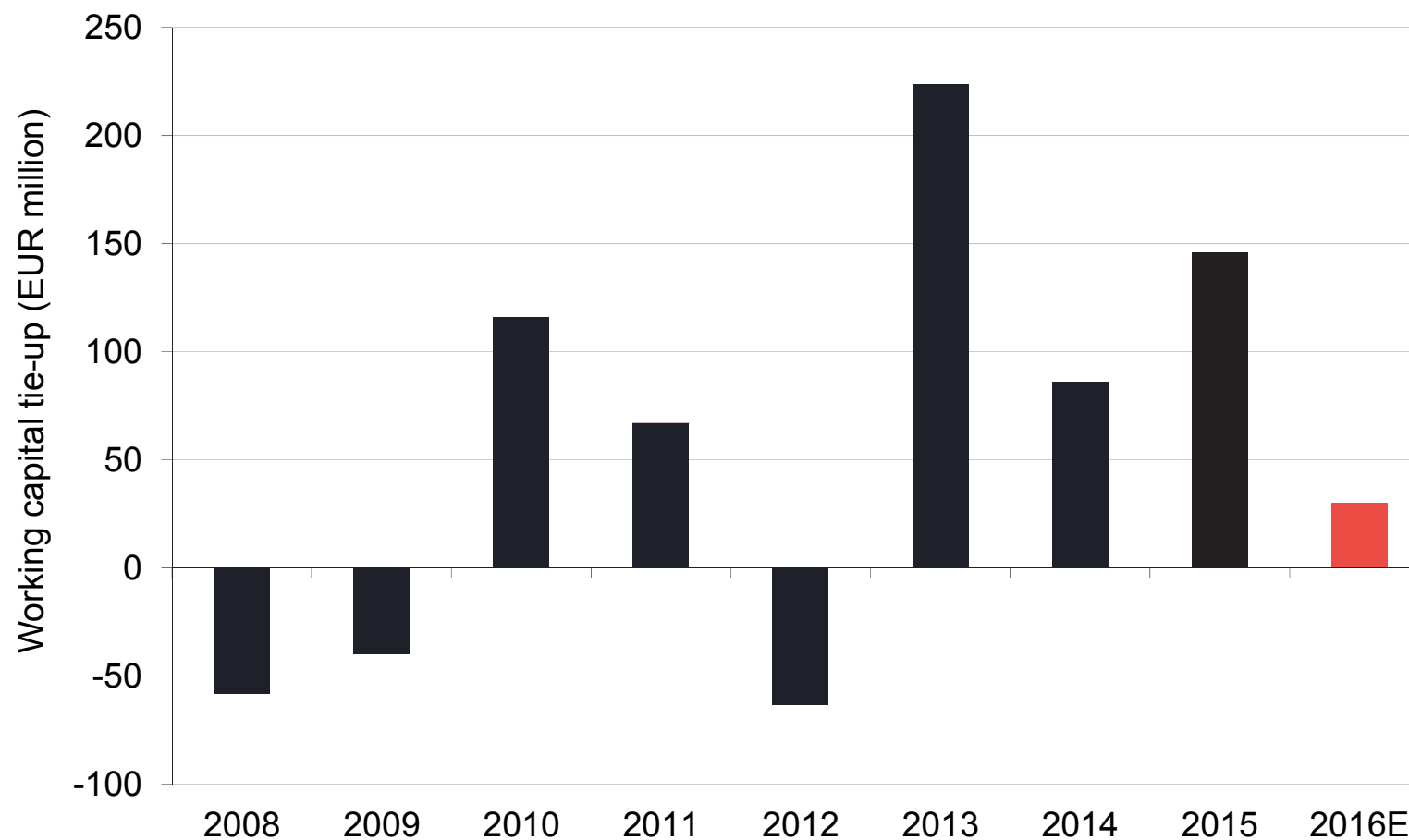
## GROWTH RELATIVE TO SAME PERIOD IN PREVIOUS YEAR

|           | 2010  | 2011  | 2012  | 2013  | 2014 |      |      |      |       | 2015 |      |      |      |       | 2016E |      |        |       |
|-----------|-------|-------|-------|-------|------|------|------|------|-------|------|------|------|------|-------|-------|------|--------|-------|
|           | Total | Total | Total | Total | Q1   | Q2   | Q3   | Q4   | Total | Q1   | Q2   | Q3   | Q4   | Total | Q1    | Q2E  | H2-16E | Total |
| Norway    | 0%    | 7%    | 17%   | -13%  | 17%  | 28%  | 21%  | 2%   | 16%   | 18%  | -7%  | -8%  | -5%  | -1%   | -17%  | -13% | 21%    | 3%    |
| Chile     | -71%  | 146%  | 55%   | -30%  | 115% | n.a. | 184% | 17%  | 139%  | -9%  | -19% | 10%  | -11% | -7%   | -4%   | -47% | -59%   | -42%  |
| Canada    | -8%   | 1%    | 19%   | -18%  | -48% | -28% | 14%  | 19%  | -19%  | 65%  | 79%  | 23%  | 38%  | 50%   | 10%   | 4%   | 13%    | 10%   |
| Scotland  | -12%  | 51%   | -20%  | 20%   | 9%   | 37%  | 0%   | -46% | 1%    | -32% | -32% | 21%  | 121% | 3%    | 77%   | -3%  | -4%    | 8%    |
| Other (1) | 7%    | -4%   | 7%    | -29%  | -4%  | 20%  | 172% | 67%  | 54%   | -76% | -32% | -38% | 6%   | -29%  | 399%  | 9%   | 29%    | 42%   |
| Total     | -10%  | 16%   | 14%   | -12%  | 15%  | 44%  | 33%  | 2%   | 22%   | 8%   | -9%  | -1%  | 5%   | 0%    | -3%   | -13% | 5%     | -1%   |

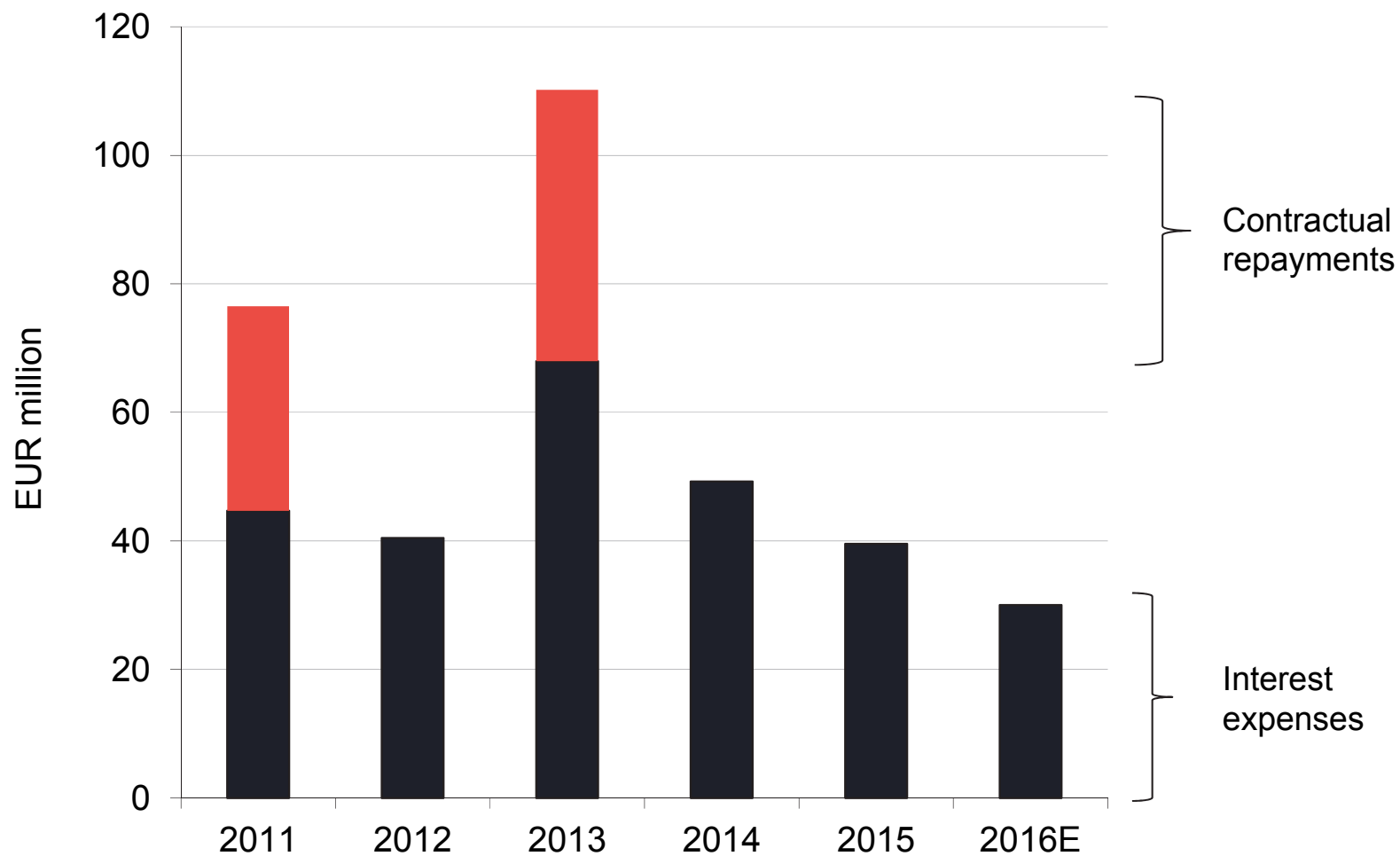
## Net capital expenditure guidance



## Net working capital guidance



## Guidance on financial commitments and cost of debt





|          | Ownership % | Harvest volume (GWE) |        |         |         | EBIT per kg EUR |      |         |         | NIBD EURm |
|----------|-------------|----------------------|--------|---------|---------|-----------------|------|---------|---------|-----------|
|          |             | 2014                 | 2015   | Q1 2015 | Q1 2016 | 2014            | 2015 | Q1 2015 | Q1 2016 | Q1 2016   |
| Nova Sea | 48%         | 38 739               | 37 422 | 6 938   | 7 220   | 1.47            | 1.57 | 1.70    | 2.14    | 20.2      |

- Leading integrated salmon producer in Northern Norway
  - 33.33 wholly owned licenses
  - 4 partly owned licenses
- Marine Harvest has an ownership in Nova Sea of ~48% through direct and indirect shareholdings
- Proportion of income after tax reported as income from associated companies in Marine Harvest Norway
  - EUR 9.83m in Q1 2016
    - IFRS adjustment of biomass EUR 1.92m



# Debt distribution and interest rate hedging

DEBT VOLUME HEDGED AND FIXED RATES OF INTEREST RATE HEDGES (MARCH-MARCH) <sup>(1)</sup>

| CURRENCY      | DEBT                      | 2016          |                           | 2017          |                           | 2018          |                           | 2019          |                           | 2020          |                           | 2021          |                           | 2022          |                           |
|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|
|               | 31/03/2016 <sup>(2)</sup> | Nominal value | Fixed rate <sup>(3)</sup> | Nominal value | Fixed rate <sup>(3)</sup> | Nominal value | Fixed rate <sup>(3)</sup> | Nominal value | Fixed rate <sup>(3)</sup> | Nominal value | Fixed rate <sup>(3)</sup> | Nominal value | Fixed rate <sup>(3)</sup> | Nominal value | Fixed rate <sup>(3)</sup> |
| EUR m         | 741.2                     | 797.4         | 0.94%                     | 938.0         | 1.21%                     | 1 226.1       | 1.80%                     | 1 296.5       | 2.50%                     | 716.6         | 1.24%                     | 380.0         | 2.20%                     | -             | 0.00%                     |
| USD m         | 155.0                     | 151.0         | 2.91%                     | 138.5         | 3.12%                     | 138.5         | 3.21%                     | 167.5         | 2.93%                     | 78.3          | 2.31%                     | 78.3          | 2.31%                     | 60.0          | 4.13%                     |
| GBP m         | 41.7                      | 34.0          | 3.04%                     | 34.0          | 3.13%                     | 34.0          | 3.13%                     | 34.0          | 3.13%                     | 23.5          | 2.83%                     | 23.5          | 2.83%                     | -             | 0.00%                     |
| Other (EUR m) | 125.3                     |               |                           |               |                           |               |                           |               |                           |               |                           |               |                           |               |                           |

Market value of IRS contracts in MEUR (31/03/16):

-93.0

Mark to market valuation effect in Q1<sup>(4)</sup>:

-16.2

Difference in fixed vs floating rate settled in cash in Q1

-0.7

## Notes:

(1) MHG chooses March as the starting month for all new interest hedging contracts

(2) Debt at book value after taking cross currency swaps into account

(3) Financing margin not included

(4) Quarterly change in market value booked against P/L

## POLICY:

- External interest bearing debt is distributed as follows: EUR 73%, USD 12%, GBP 5%, other currencies 11%.
- Marine Harvest ASA shall hedge 70%-100% of the Group's long-term interest-bearing debt by currency with fixed interest or interest rate derivatives for the first 4 years and 0%-60% for the 5 following years. Interest-bearing debt includes external interest-bearing debt and leasing in the parent company or subsidiaries. The interest rate hedges shall be based on the targeted currency composition. Interest rate exposure in other currencies than EUR, USD and GBP shall not be hedged

## POLICY

- EUR/NOK
  - Marine Harvest shall hedge between 0% and 30% of its assumed annual expenses in NOK against the EUR with a horizon of two years. The annual hedging shall be evenly distributed across the months of the year.
- USD/CAD
  - Marine Harvest shall hedge between 0% and 30% of its assumed annual expenses in CAD against the USD with a horizon of two years. The annual hedging shall be evenly distributed across the months of the year.
- USD/CLP
  - Marine Harvest shall not hedge the USD/CLP exposure
- Internal transaction hedging relating to bilateral sales contracts
  - As of 1 April 2011, all bilateral sales contracts are subject to internal currency hedging of the exposure between the invoicing currency and NOK
  - The operating entities hedge this exposure towards the parent company. In accordance with the general hedging policy, this exposure is not hedged towards external counterparties
  - The purpose of the internal hedging is to allow for a more accurate comparison between the MH Farming entities (including contribution from Sales) and peers with respect to price achievement and operational EBIT

# Strategic currency hedging

| STRATEGIC CURRENCY HEDGING                    | EUR/NOK      |        | USD/CAD |      |
|-----------------------------------------------|--------------|--------|---------|------|
|                                               | MEUR         | Rate   | MUSD    | Rate |
| 2016                                          | 167          | 9.19   | 22      | 1.32 |
| 2017                                          | 232          | 9.41   | 20      | 1.33 |
| 2018                                          | 56           | 9.68   | 2       | 1.39 |
| <b>P/L effect of contracts maturing in Q1</b> | <b>-0.9</b>  | (MEUR) |         |      |
|                                               | MEUR         |        |         |      |
| <b>Market value 31/12/2015</b>                | <b>-18.4</b> |        |         |      |
| Change (1)                                    | 10.0         |        |         |      |
| <b>Market value 31/03/2016</b>                | <b>-8.4</b>  |        |         |      |

## DESIGNATED MARKET CURRENCIES

|                    |     |
|--------------------|-----|
| Norway             | EUR |
| Chile              | USD |
| Canada             | USD |
| Scotland           | GBP |
| Feed               | EUR |
| VAP                | EUR |
| Morpol             | EUR |
| Faroese            | EUR |
| Cold Water Species | NOK |
| Asia               | USD |

## Fair value adjustment of biomass

- Under IFRS (IAS 41) the company is required to value biological assets at a fair market value.
- During the second half of 2011, the largest salmon farming companies in Norway, with support from audit firms, formed an industry working group where the objective was to reach a converged and improved common approach for estimating the fair value of the biomass in accordance with IAS 41.
- Following the working group's conclusions, Marine Harvest has with effect from the fourth quarter 2011, refined its calculation model. The model enhancements have been made to capture the fair value development during the lifetime of the fish in an improved manner. The revised model split the biomass into 3 groups based on size:
  - Fish below 1 kg live weight ("smolt") is valued at accumulated cost
  - Fish between 1 kg and 4 kg live weight (immature fish) incorporates a proportionate share of the expected net profit at harvest
  - Fish above 4 kg (mature fish) is valued at the expected net value
- The main drivers in the valuation are:
  - Volume of biomass (and average weight per site) at every reporting date
  - Expected cost at harvest
  - Expected value at harvest (based on externally quoted forward prices where applicable and/or the most relevant price information available for the period in which the fish is expected to be harvested)
- Operationally, the value of biomass is reported at cost. In the Group accounts, "fair value adjustments" are added to costs of each operating unit and combined, the two elements constitute the fair value of biomass. The change in "fair value adjustment" is income or expense classified on a separate line in the Profit and Loss statement in each period. This item is not included in Operational EBIT.

## Tax losses carried forward (YE 2015)

| Marine Harvest Group 31.12.2015 |             |              |              |
|---------------------------------|-------------|--------------|--------------|
| EUR million                     | Recognised  | Unrecognised | Total        |
| USA                             | 7.6         | 0.0          | 7.6          |
| Poland                          | 16.3        | 1.2          | 17.5         |
| France                          | 5.5         | 44.3         | 49.8         |
| Germany                         | 1.0         | 0.0          | 1.0          |
| Chile                           | 3.2         | 72.0         | 75.2         |
| Italy                           | 0.0         | 0.4          | 0.4          |
| Taiwan                          | 0.0         | 2.0          | 2.0          |
| China                           | 0.4         | 0.0          | 0.4          |
| Other                           | 0.1         | 0.0          | 0.1          |
| <b>Total</b>                    | <b>34.1</b> | <b>119.9</b> | <b>154.0</b> |

Reference is made to note 15 Taxes in the annual report 2015.

- Most of the deferred tax assets have not been recognised on the statement of financial position
- The NOL's will be used to offset taxable profit in the countries going forward
- The utilisation of the deferred tax asset on NOL's gives rise to a tax expense in the accounts which do not normally have any cash effect



## The Board's current authorisations

- The Board was given the following proxies at the AGM
  - General share capital increase (up to 10% of share capital)
    - Proxy to set aside shareholders pre-emption right to subscribe
  - Purchase of own shares (up to 10% of share capital)
    - Maximum price: NOK 140 per share
    - Minimum price: NOK 7.5 per share
  - Issuance of new convertible bond (executed in November 2015)
    - Maximum amount: NOK 3,200m
    - Maximum number of shares to be issued as settlement: 64m
  - Authorisation to issue quarterly dividends

## ESTIMATED SENSITIVITIES ON ANNUAL RESULTS EUR million

### OP. EBIT EFFECT

### CASH FLOW EFFECT

### DRIVER

|                                                          |    |    |                       |
|----------------------------------------------------------|----|----|-----------------------|
| Change in global average salmon price of EUR 0.1 (1) (2) | 41 | 38 | Annual harvest volume |
| Change in total harvest volume of 10,000 tonnes (2) (3)  | 10 | 9  | Marginal volume       |
| Change in global feed price of EUR 0.1 per kg (4) (5)    | 30 | 50 | Feed consumption      |

### Notes:

(1) Assuming all sales at spot prices. Please see contract policy and estimated contract rates in the latest quarterly presentation

(2) Normally 30 days credit on sale of salmon, effect assumes stable volume between years and across months

(3) Assuming EBIT per kg of EUR 1

(4) Annual harvest volume converted to live weight (0.83) multiplied with feed conversion ratio (1.2)

Assuming stable production and feed consumption between years and across months

(5) 60 days credit time on feed