



marineharvest



Marine Harvest

Q2 2018 Presentation
22 August 2018

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 plants, 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.

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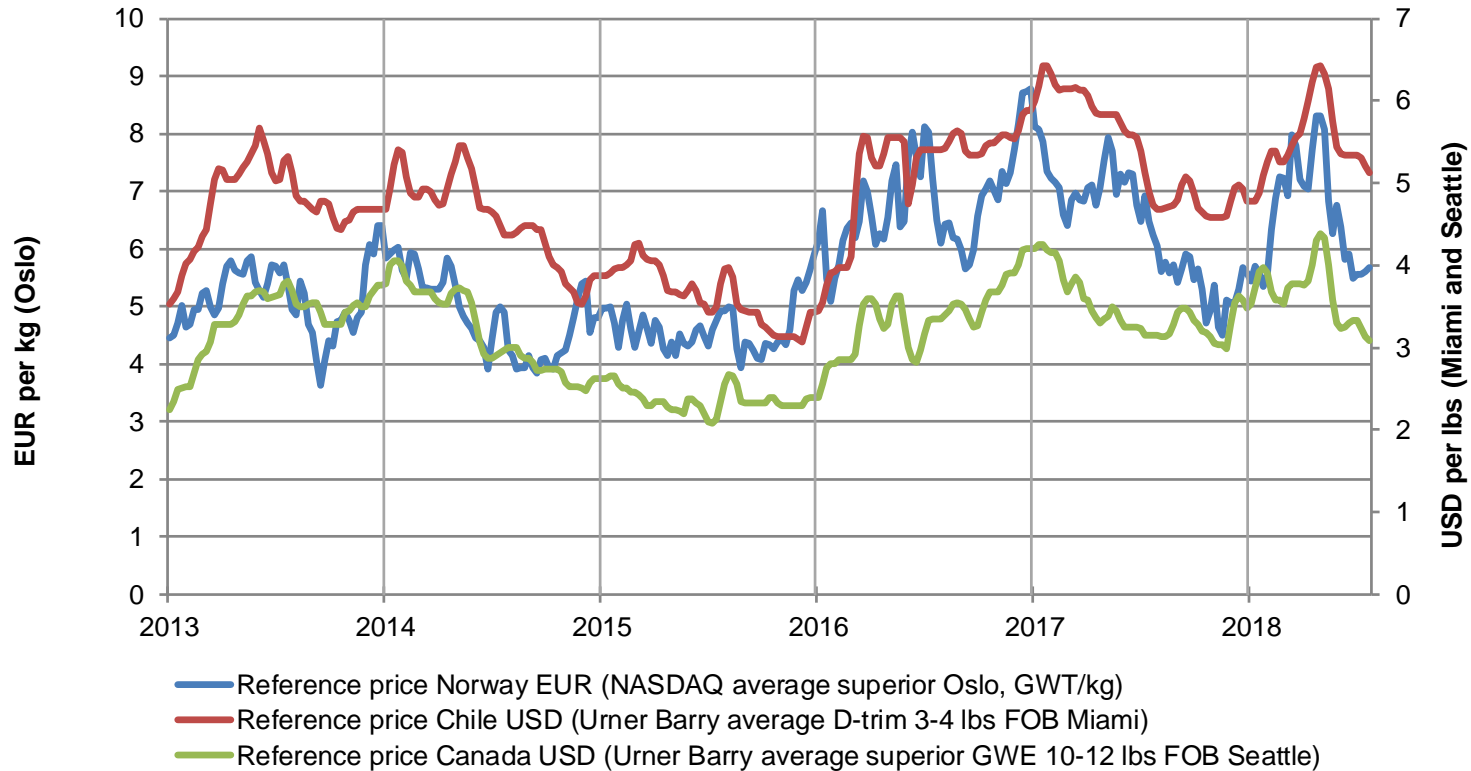
Highlights

- *Operational EBIT of EUR 175 million in the quarter*
- *High prices in all markets on strong demand*
- *Record high Q2 results in Norway and Chile on improved costs and volumes year-over-year*
- *Issuance of EUR 200 million senior unsecured bond (5-year at EURIBOR + 2.15%)*
- *Reduced volume guidance of 28,000 GWT (excluding Northern Harvest) on biological issues, and low growth in Canada and southern part of Norway*
- *Quarterly dividend of NOK 2.60 per share to be paid in Q3-2018*

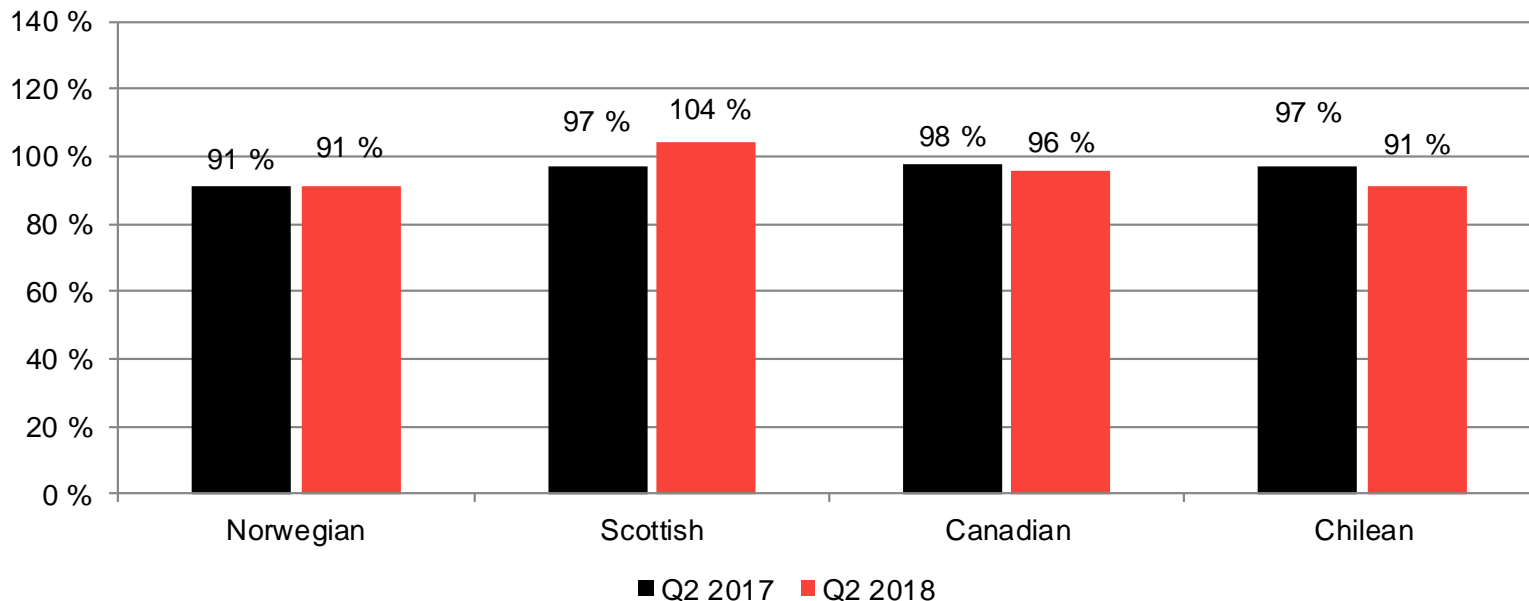
Key financials

| Marine Harvest Group - main figures | | | | | |
|-----------------------------------------------------|---------|---------|-------------|-------------|---------|
| Unaudited EUR million | Q2 2018 | Q2 2017 | YTD Q2 2018 | YTD Q2 2017 | 2017 |
| Operational revenue and other income | 888.4 | 884.1 | 1,750.5 | 1,776.1 | 3,653.8 |
| Operational EBIT ¹⁾ | 175.2 | 197.9 | 332.7 | 417.1 | 792.1 |
| EBIT | 255.0 | 176.1 | 524.6 | 263.8 | 484.9 |
| Cash flow from operations | 112.8 | 162.3 | 304.3 | 410.1 | 632.4 |
| Net interest-bearing debt (NIBD) | 950.7 | 550.9 | 950.7 | 550.9 | 831.9 |
| Basic EPS (EUR) | 0.35 | 0.14 | 0.72 | 0.62 | 0.97 |
| Underlying EPS (EUR) ¹⁾ | 0.26 | 0.31 | 0.49 | 0.67 | 1.23 |
| Net cash flow per share (EUR) ¹⁾ | 0.12 | 0.24 | 0.33 | 0.62 | 0.74 |
| ROCE ¹⁾ | 25.7% | 31.2 % | 25.2 % | 32.4 % | 26.7 % |
| Adjusted equity ratio ¹⁾ | 49.7% | 58.1 % | 49.7 % | 58.1 % | 51.7 % |
| Harvest volume (GWT) | 78 346 | 78 612 | 159 558 | 162 380 | 370 346 |
| Operational EBIT - EUR per kg ¹⁾ - Total | 2.24 | 2.52 | 2.09 | 2.57 | 2.15 |
| Norway | 2.56 | 2.50 | 2.41 | 2.48 | 2.20 |
| Scotland | 2.38 | 3.10 | 2.12 | 3.11 | 2.55 |
| Canada | 0.98 | 2.34 | 1.03 | 2.87 | 2.06 |
| Chile | 1.86 | 1.46 | 1.58 | 1.64 | 1.30 |
| Ireland | 2.21 | 3.35 | 3.38 | 3.07 | 3.07 |
| Faroes | 2.92 | na | 1.93 | 4.14 | 3.17 |

Salmon prices – weekly reference prices

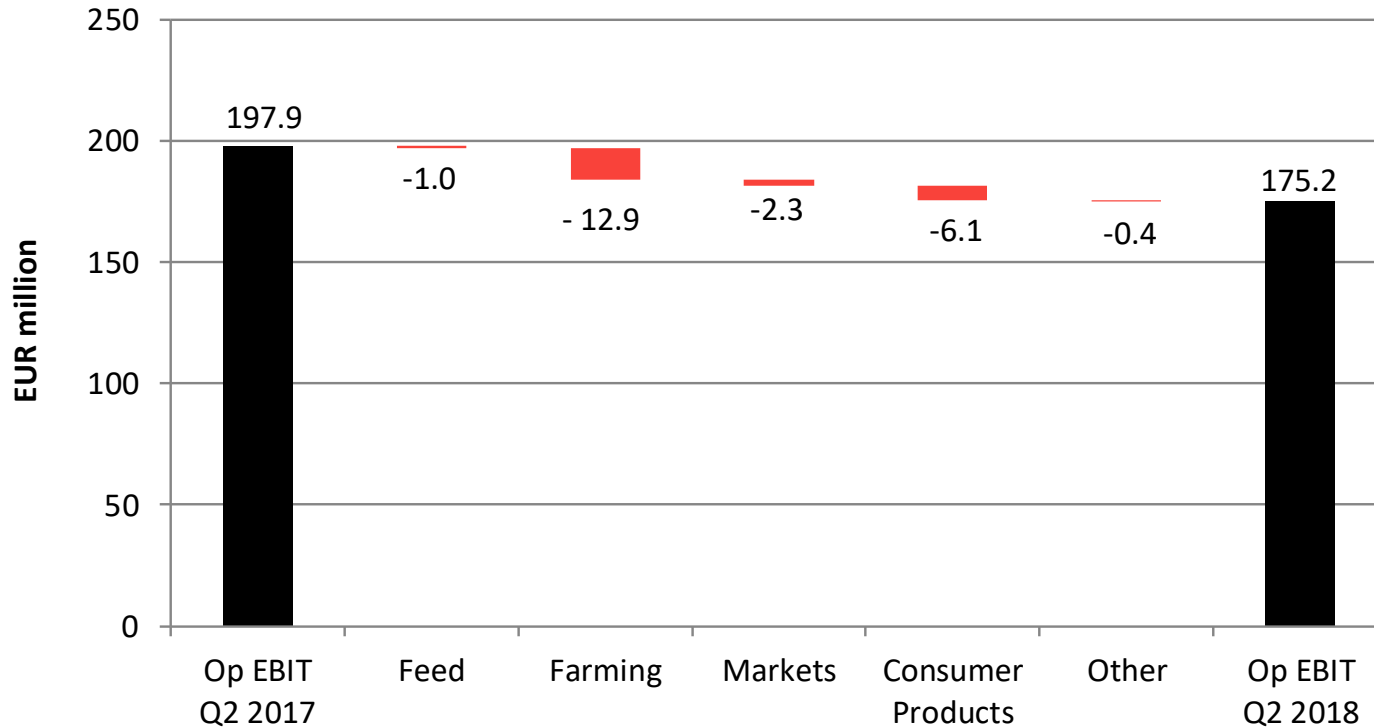


Price achievement ⁽¹⁾, contract & superior share



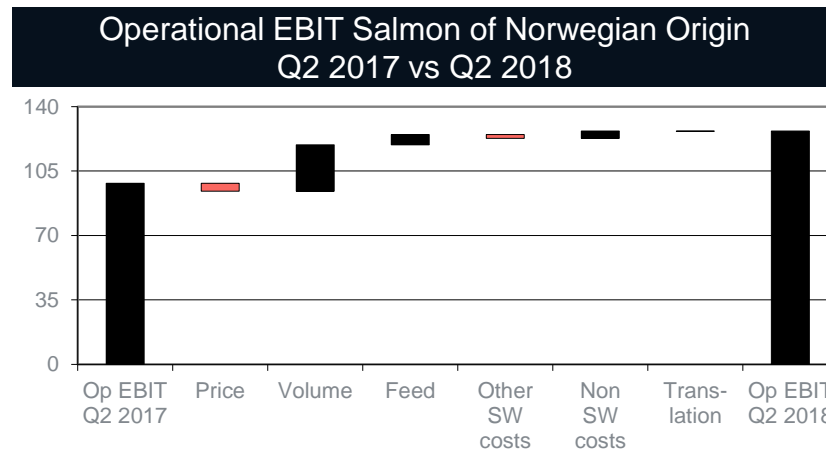
| | | | | |
|----------------|------|------|------|------|
| Contract share | 48 % | 69 % | 0 % | 29 % |
| Superior share | 89 % | 95 % | 87 % | 86 % |

Operational EBIT comparison



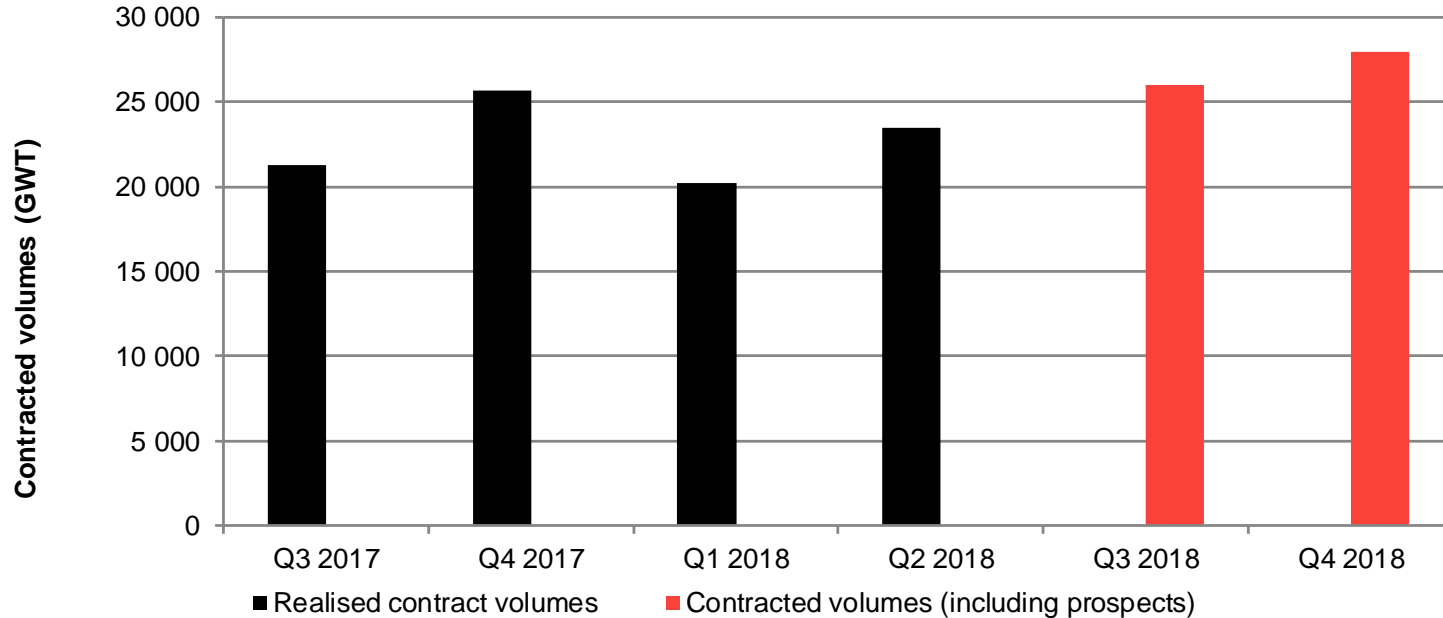
Norway

| SALMON OF NORWEGIAN ORIGIN | | |
|------------------------------------------|--------------|-------------|
| EUR million | Q2 2018 | Q2 2017 |
| Operational EBIT | 126.7 | 98.4 |
| EBIT | 200.9 | 84.3 |
| Harvest volume (GWT) | 49 491 | 39 372 |
| Operational EBIT per kg (EUR) | 2.56 | 2.50 |
| - of which Feed | 0.05 | 0.05 |
| - of which Markets | 0.09 | 0.12 |
| - of which Consumer Products | 0.09 | 0.34 |
| <i>Price achievement/reference price</i> | 91% | 91% |
| <i>Contract share</i> | 48% | 64% |
| <i>Superior share</i> | 89% | 91% |

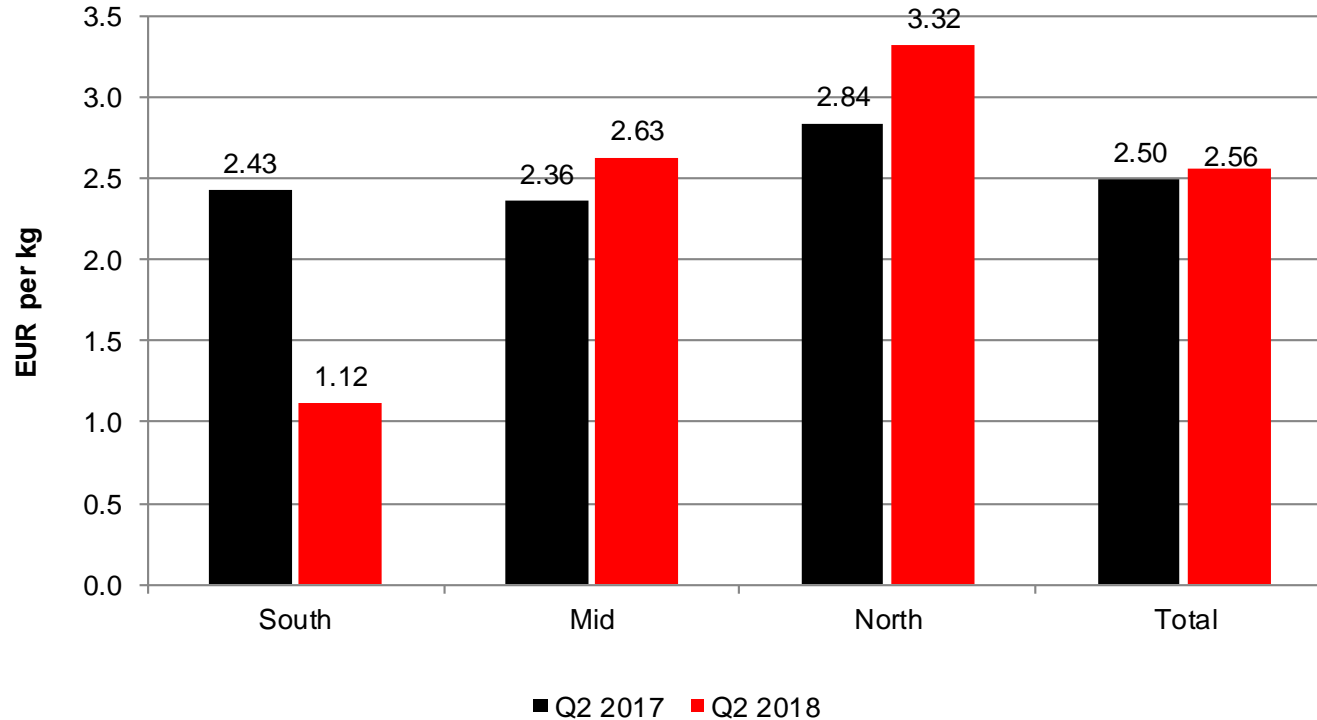


- *Record high Q2 results on increased volume and decreased costs*
- *Strong spot prices. Contract prices reduced price achievement*
- *Sea lice and connected biological issues*
 - Reduced harvest guidance by 14,500 GWT (~80% in Region South) for second half of 2018
- *Costs expected to decrease in the third quarter (compared to Q2)*

Norway: Sales contract portfolio

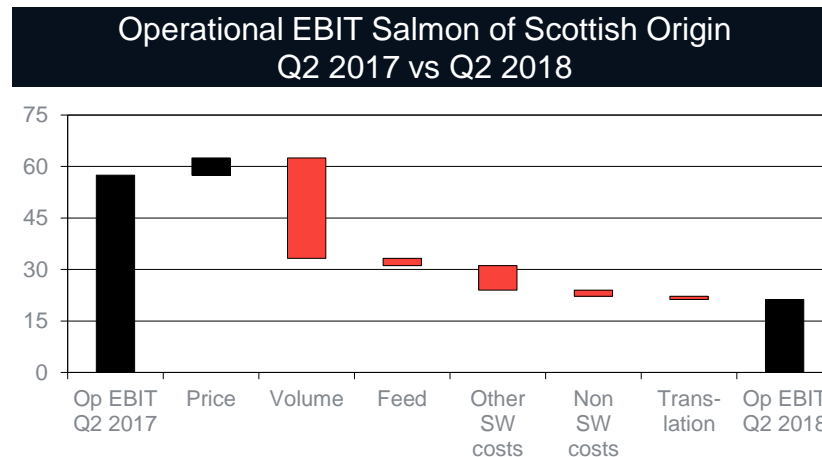


Norway: Operational EBIT/kg per region



Scotland

| SALMON OF SCOTTISH ORIGIN | | |
|------------------------------------------|-------------|-------------|
| EUR million | Q2 2018 | Q2 2017 |
| Operational EBIT | 21.3 | 57.5 |
| EBIT | 30.8 | 51.8 |
| Harvest volume (GWT) | 8 958 | 18 515 |
| Operational EBIT per kg (EUR) | 2.38 | 3.10 |
| - of which MH Markets | 0.21 | 0.25 |
| - of which MH Consumer Products | 0.53 | 0.17 |
| <i>Price achievement/reference price</i> | <i>104%</i> | <i>97%</i> |
| <i>Contract share</i> | <i>69%</i> | <i>39%</i> |
| <i>Superior share</i> | <i>95%</i> | <i>97%</i> |

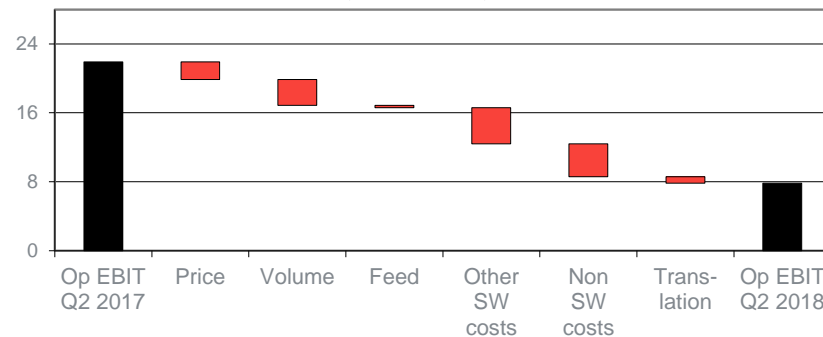


- *Good financial result driven by high prices. Positive contributions from contracts*
- *Operations impacted by a challenging biology*
 - Increased costs in the second quarter
 - Reduced harvest volume by 5,000 GWT for second half of 2018

Canada

| SALMON OF CANADIAN ORIGIN | | |
|------------------------------------------|-------------|-------------|
| EUR million | Q2 2018 | Q2 2017 |
| Operational EBIT | 7.8 | 21.9 |
| EBIT | -4.8 | 17.1 |
| Harvest volume (GWT) | 8 031 | 9 350 |
| Operational EBIT per kg (EUR) | 0.98 | 2.34 |
| - of which MH Markets | 0.08 | 0.18 |
| - of which MH Consumer Products | 0.00 | 0.00 |
| <i>Price achievement/reference price</i> | <i>96%</i> | <i>99%</i> |
| <i>Contract share</i> | <i>0%</i> | <i>0%</i> |
| <i>Superior share</i> | <i>87%</i> | <i>90%</i> |

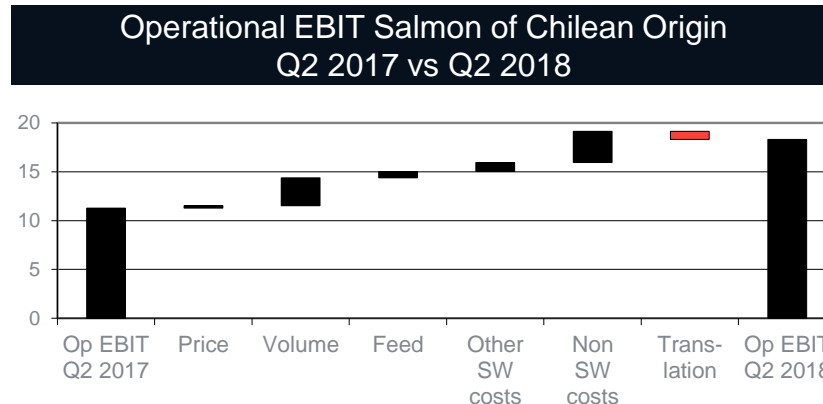
Operational EBIT Salmon of Canadian Origin
Q2 2017 vs Q2 2018



- *Good prices in a challenging quarter with biological headwinds*
 - Many small fish harvested which impacted price achievement adversely
 - High mortality and reduced growth impacted costs negatively
 - Reduced harvest volumes by 6,500 GWT for the second half of 2018 (excl Northern Harvest)
- *Acquisition of Northern Harvest (East Canada) completed in July*
 - Estimated harvest volumes of 8,000 GWT in the second half of 2018

Chile

| SALMON OF CHILEAN ORIGIN | | |
|------------------------------------------|-------------|-------------|
| EUR million | Q2 2018 | Q2 2017 |
| Operational EBIT | 18.3 | 11.3 |
| EBIT | 24.7 | 15.6 |
| Harvest volume (GWT) | 9 849 | 7 741 |
| Operational EBIT per kg (EUR) | 1.86 | 1.46 |
| - of which MH Markets | 0.09 | -0.05 |
| - of which MH Consumer Products | 0.32 | 0.22 |
| <i>Price achievement/reference price</i> | <i>91%</i> | <i>97%</i> |
| <i>Contract share</i> | <i>29%</i> | <i>28%</i> |
| <i>Superior share</i> | <i>86%</i> | <i>86%</i> |



- *Improved results on higher realised prices and reduced biological costs*
 - Positive scale effects
- *Costs expected to increase in the third quarter (compared to Q2)*
- *Unfortunate escape incident in July*
 - Negative operational EBIT impact excluding margin of USD 3.5 million in the second half
- *Recent consolidation announcements supportive for the long-term development*

Ireland and Faroes

| SALMON OF IRISH ORIGIN | | |
|------------------------------------------|-------------|-------------|
| EUR million | Q2 2018 | Q2 2017 |
| Operational EBIT | 2.7 | 12.2 |
| EBIT | 0.7 | 8.0 |
| Harvest volume (GWT) | 1 239 | 3 634 |
| Operational EBIT per kg (EUR) | 2.21 | 3.35 |
| - of which MH Markets | 0.00 | 0.00 |
| - of which MH Consumer Products | -0.08 | 0.12 |
| <i>Price achievement/reference price</i> | <i>na</i> | <i>na</i> |
| <i>Contract share</i> | <i>86%</i> | <i>79%</i> |
| <i>Superior share</i> | <i>92%</i> | <i>91%</i> |

| SALMON OF FAROESE ORIGIN | | |
|------------------------------------------|-------------|-------------|
| EUR million | Q2 2018 | Q2 2017 |
| Operational EBIT | 2.3 | -0.4 |
| EBIT | 4.0 | 2.7 |
| Harvest volume (GWT) | 778 | 0 |
| Operational EBIT per kg (EUR) | 2.92 | 0.00 |
| - of which MH Markets | 0.34 | 0.00 |
| - of which MH Consumer Products | 0.00 | 0.00 |
| <i>Price achievement/reference price</i> | <i>113%</i> | <i>na</i> |
| <i>Contract share</i> | <i>0%</i> | <i>0%</i> |
| <i>Superior share</i> | <i>94%</i> | <i>na</i> |

- *Results in Marine Harvest Ireland impacted by reduced volumes*
 - Strong market conditions for organic salmon

- *Positive results from Marine Harvest Faroes on low harvesting*
 - Increased harvesting ahead

Consumer Products (1)

| CONSUMER PRODUCTS | | |
|-----------------------------------|-------------|-------------|
| EUR million | Q2 2018 | Q2 2017 |
| Operating revenues | 510.7 | 488.3 |
| Operational EBIT | 13.1 | 19.2 |
| Operational EBIT % | 2.6% | 3.9% |
| EBIT | 13.1 | 19.0 |
| Volume sold (tonnes prod. weight) | 39 372 | 36 644 |

- *Good volume and revenue growth*
 - Strong growth in Chilled segment
- *Earnings negatively impacted by volatile raw material prices and phasing of Easter season*
- *Strong consumption growth of salmon globally*
 - Value of salmon consumed increased in all main markets
- *Major fire at the Kritsen plant in July*
 - Fully insured, expect limited cash effect



Sweet & Smokey Atlantic Salmon, MH USA



Irish organic salmon pre-packed

Feed

| FEED | | |
|-------------------------|------------|-------------|
| EUR million | Q2 2018 | Q2 2017 |
| Operating revenues | 88.0 | 65.0 |
| Operational EBIT | 0.8 | 1.8 |
| Operational EBIT % | 0.9% | 2.8% |
| EBIT | 0.7 | -3.8 |
| Feed sold volume | 70 232 | 56 394 |
| Feed produced volume | 87 032 | 79 440 |

- *Seasonally record high production*
 - Prepared for high season
- *Higher feed prices year-over-year, however, offset by higher raw material prices*
- *Pressure on margins in the market*
- *Construction of the new feed plant in Scotland progressing*
 - Trial production to commence in December

Norway



Scotland: Construction site of new plant





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Second Quarter 2018 Financials, Markets and Harvest Volumes

Profit and Loss

| Marine Harvest Group EUR million | Q2 2018 | Q2 2017 | YTD Q2 2018 | YTD Q2 2017 | 2017 |
|----------------------------------------------------------------------------|--------------|--------------|----------------|----------------|----------------|
| Operational revenue and other income | 888.4 | 884.1 | 1,750.5 | 1,776.1 | 3,653.8 |
| Operational EBIT ¹⁾ | 175.2 | 197.9 | 332.7 | 417.1 | 792.1 |
| Change in unrealized internal margin | -1.2 | 0.4 | 3.2 | -1.4 | 5.7 |
| Gain/loss from derivatives | 0.0 | 1.5 | 6.3 | -4.7 | -20.2 |
| Net fair value adjustment of biomass, onerous contracts | 71.1 | -30.4 | 160.5 | -152.9 | -220.5 |
| Restructuring costs | 0.4 | 0.2 | -0.4 | 0.0 | -2.5 |
| Other non-operational items | 0.0 | 0.3 | 0.1 | 0.3 | 0.3 |
| Income from associated companies | 9.5 | 7.5 | 22.1 | 7.4 | 33.7 |
| Impairment losses - fixed assets | 0.1 | -1.3 | 0.2 | -1.9 | -103.8 |
| EBIT | 255.0 | 176.1 | 524.6 | 263.8 | 484.9 |
| Net financial items | -23.8 | -84.1 | -61.5 | 58.0 | 37.7 |
| Earnings before tax | 231.3 | 92.0 | 463.1 | 321.8 | 522.6 |
| Profit or loss for the period | 172.8 | 66.5 | 351.8 | 283.9 | 462.7 |
| Basic EPS (EUR) | 0.35 | 0.14 | 0.72 | 0.62 | 0.97 |
| Underlying EPS (EUR) | 0.26 | 0.31 | 0.49 | 0.67 | 1.23 |
| Net cash flow per share (EUR) | 0.12 | 0.24 | 0.33 | 0.62 | 0.74 |
| Dividend declared and paid per share (NOK) | 2.60 | 3.00 | 5.20 | 5.80 | 12.40 |
| Operational EBIT margin | 19.7% | 22.4% | 19.0% | 23.5% | 21.7% |
| Harvest volume, GWT (salmon) | 78 346 | 78 612 | 159 558 | 162 380 | 370 346 |
| Operational EBIT per kg incl margin from Sales and Marketing ¹⁾ | 2.24 | 2.52 | 2.09 | 2.57 | 2.15 |
| ROCE ¹⁾ | 25.7 % | 31.2 % | 25.2 % | 32.4 % | 26.7 % |

- Net fair value adjustment of biomass of EUR 71 million due to higher prices and more biomass in sea

- Net financial items impacted by EUR 11 million negative fair value effect of the convertible bond

Financial position

| Marine Harvest Group | 30.06.2018 | 30.06.2017 | 31.12.2017 |
|-------------------------------------|----------------|----------------|----------------|
| EUR million | | | |
| Non-current assets | 2 277.4 | 2 199.2 | 2 166.7 |
| Current assets | 2 310.1 | 2 044.5 | 2 163.5 |
| Total assets | 4 587.5 | 4 243.7 | 4 330.3 |
| Equity | 2 408.3 | 2 532.5 | 2 315.4 |
| Non-current liabilities | 1 540.3 | 969.6 | 1 215.2 |
| Current liabilities | 638.9 | 741.7 | 799.7 |
| Total equity and liabilities | 4 587.5 | 4 243.7 | 4 330.3 |
| Net interest-bearing debt | 950.7 | 550.9 | 831.9 |
| Adjusted equity ratio | 49.7% | 58.1% | 51.7% |

Cash Flow and Net Interest Bearing Debt

| Marine Harvest Group EUR million | Q2 2018 | Q2 2017 | YTD Q2 2018 | YTD Q2 2017 | 2017 |
|------------------------------------------|----------------|----------------|----------------|----------------|----------------|
| NIBD beginning of period | - 856.6 | - 842.0 | -831.9 | -890.0 | -890.0 |
| Operational EBITDA | 212.8 | 235.5 | 407.6 | 491.7 | 942.5 |
| Change in working capital | -43.2 | -3.0 | -4.7 | 57.2 | -114.6 |
| Taxes paid | -53.3 | -71.5 | -103.8 | -131.3 | -177.4 |
| Other adjustments | -3.5 | 1.3 | 5.2 | -7.5 | -18.1 |
| Cash flow from operations | 112.8 | 162.3 | 304.3 | 410.1 | 632.4 |
| Net Capex | -68.1 | -64.2 | -144.7 | -121.2 | -248.7 |
| Other investments and dividends received | 22.9 | 24.5 | 14.2 | 14.6 | 13.9 |
| Cash flow from investments | -45.2 | -39.7 | -130.5 | -106.5 | -234.7 |
| Net interest and financial items paid | -9.3 | -7.5 | -16.2 | -12.2 | -27.5 |
| Other items | -10.6 | -8.8 | -2.2 | -18.8 | -44.0 |
| Net convertible bonds converted | 0.0 | 328.0 | 0.0 | 349.1 | 349.1 |
| Dividend / return of paid in capital | -134.0 | -154.8 | -266.5 | -297.5 | -640.3 |
| Currency effect on interest-bearing debt | -7.7 | 11.5 | -7.8 | 15.1 | 23.2 |
| NIBD end of period | - 950.7 | - 550.9 | - 950.7 | - 550.9 | - 831.9 |
| NIBD distribution ¹⁾: | | | | | |
| EUR | 86% | 65% | 86% | 65% | 74% |
| USD | 11% | 12% | 11% | 12% | 13% |
| GBP | 3% | 4% | 3% | 4% | 4% |
| Other currencies | 1% | 20% | 1% | 20% | 10% |

¹⁾ Distribution including effect of cross currency sw aps. NIBD distribution for Q2-2018 and 2017. Gross debt distribution for Q2-2017

2018 Cash Flow Guidance

- *Working capital buildup EUR ~120m*
 - Support further organic growth
- *Capital expenditures EUR ~270m*
 - Freshwater expansion projects EUR ~35m
 - Sandøra (Region North Norway), Norheim (Region Mid Norway), Inchmore (Scotland)
 - Sea water expansion projects EUR ~30m (Scotland, Canada, Chile)
 - New feed plant in Scotland EUR ~60m
 - Consumer Products expansion initiatives EUR ~20m (Miami, Ducktrap)
- *Northern Harvest: EUR 215m*
- *Norwegian farming capacity growth EUR 70m (5.7 new standard licenses)*
- *Interest paid EUR ~40m*
- *Taxes paid EUR ~140m*
- *Quarterly dividend payment in Q3-2018 of NOK 2.60 per share as ordinary dividend*

Overview financing

- *Refinanced bank facility: EUR 1,206m Facility Agreement*
 - Maturity: 5 years (May 2022)
 - Covenant: 35% equity ratio
 - Accordion option: EUR 200m
 - Lenders: DNB, Nordea, ABN Amro, Rabobank, Danske Bank and SEB
- *EUR 340m convertible bond issued in November 2015*
 - Tenor 5 years, annual coupon of 0.125%¹⁾, conversion price EUR 13.4282
- *EUR 200m bond issued in June 2018*
 - Tenor 5 years, EURIBOR + 2.15%
- *Long term NIBD target increased to EUR 1,400m from EUR 1,200m*
 - Acquisition of Northern Harvest

Supply development

| Suppliers | Estimated volumes | | Compared to Q2 2017 | | | Est. volumes |
|-----------------------|-------------------|----------------|---------------------|----------|--------------|----------------|
| | Q2 2018 | Q2 2017 | Volume | | % | Q1 2018 |
| Norway | 253 900 | 235 200 | 18 700 | ↑ | 8.0% | 261 900 |
| Scotland | 32 100 | 40 800 | -8 700 | ↓ | -21.3% | 31 000 |
| Faroe Islands | 16 100 | 22 300 | -6 200 | ↓ | -27.8% | 16 500 |
| Ireland | 2 000 | 5 100 | -3 100 | ↓ | -60.8% | 3 000 |
| Total Europe | 304 100 | 303 400 | 700 | ↑ | 0.2% | 312 400 |
| Chile | 140 000 | 117 600 | 22 400 | ↑ | 19.0% | 158 600 |
| North America | 38 600 | 36 400 | 2 200 | ↑ | 6.0% | 30 800 |
| Total Americas | 178 600 | 154 000 | 24 600 | ↑ | 16.0% | 189 400 |
| Australia | 12 200 | 12 200 | 0 | → | 0.0% | 12 700 |
| Other | 6 300 | 6 600 | -300 | ↓ | -4.5% | 7 100 |
| Total | 501 200 | 476 200 | 25 000 | ↑ | 5.2% | 521 600 |

Source: Kontali

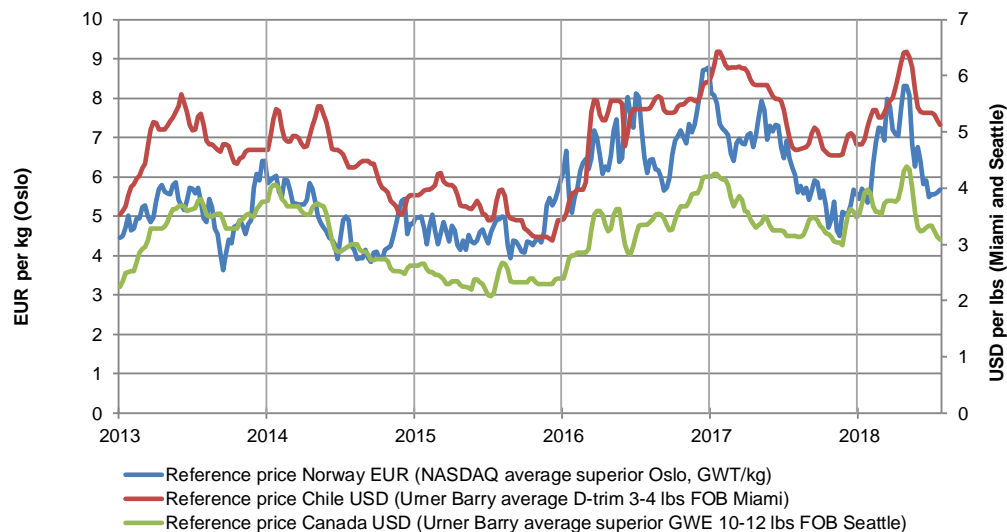
- Supply growth slightly more than guided, mainly caused by more volumes from Chile
- Norway: Harvesting as expected
- Chile: Harvested more than expected, driven by a larger number of fish harvested and higher average weights

Development in reference prices

| | Q2 2018 Market | Change vs Q2 2017 | Q2 2018 NOK | Change vs Q2 2017 |
|------------------------|-------------------|----------------------|----------------|----------------------|
| Norway (1) | EUR 7.16 | -0.8% | NOK 68.46 | 1.1% |
| Chile (2) | USD 5.87 | 0.9% | NOK 47.12 | -4.9% |
| Chile, GWT (3) | USD 7.10 | 2.5% | NOK 56.98 | -3.4% |
| North America (4) | USD 3.81 | 12.3% | NOK 30.55 | 5.9% |
| North America, GWT (3) | USD 7.99 | 14.1% | NOK 64.12 | 7.6% |

Notes:

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



Global volume by market

| Markets | Estimated volumes | | Compared to Q2 2017 | | Est. volumes Q1 2018 | 12 month comparison | | |
|--------------------------|-------------------|----------------|---------------------|---------------|-------------------------|---------------------|------------------|--------------|
| | Q2 2018 | Q2 2017 | Volume | % | | LTM | PTM | % |
| EU | 218 300 | 204 200 | 14 100 | ↑ 6.9% | 214 900 | 944 500 | 905 100 | 4.4% |
| Russia | 20 200 | 13 400 | 6 800 | ↑ 50.7% | 22 100 | 83 000 | 65 500 | 26.7% |
| Other Europe | 18 000 | 17 400 | 600 | ↑ 3.4% | 20 600 | 82 600 | 74 100 | 11.5% |
| Total Europe | 256 500 | 235 000 | 21 500 | ↑ 9.1% | 257 600 | 1 110 100 | 1 044 700 | 6.3% |
| USA | 111 800 | 97 800 | 14 000 | ↑ 14.3% | 108 600 | 418 900 | 375 500 | 11.6% |
| Brazil | 19 300 | 18 100 | 1 200 | ↑ 6.6% | 24 500 | 85 100 | 77 000 | 10.5% |
| Other Americas | 24 500 | 26 100 | -1 600 | ↓ -6.1% | 28 400 | 111 300 | 105 700 | 5.3% |
| Total Americas | 155 600 | 142 000 | 13 600 | ↑ 9.6% | 161 500 | 615 300 | 558 200 | 10.2% |
| China / Hong Kong | 27 500 | 18 500 | 9 000 | ↑ 48.6% | 24 900 | 102 700 | 74 900 | 37.1% |
| Japan | 12 200 | 14 500 | -2 300 | ↓ -15.9% | 12 800 | 54 300 | 59 800 | -9.2% |
| South Korea / Taiwan | 13 200 | 11 800 | 1 400 | ↑ 11.9% | 14 800 | 51 400 | 40 300 | 27.5% |
| Other Asia | 15 000 | 21 000 | -6 000 | ↓ -28.6% | 21 200 | 78 300 | 72 200 | 8.4% |
| Total Asia | 67 900 | 65 800 | 2 100 | ↑ 3.2% | 73 700 | 286 700 | 247 200 | 16.0% |
| All other markets | 23 600 | 22 900 | 700 | ↑ 3.1% | 28 100 | 109 800 | 103 800 | 5.8% |
| Total | 503 600 | 465 700 | 37 900 | ↑ 8.1% | 520 900 | 2 121 900 | 1 953 900 | 8.6% |
| Inflow to US from Europe | 23 200 | 23 500 | -300 | ↓ -1.3% | 23 200 | 92 100 | 88 900 | 3.6% |
| Inflow to EU from Chile | 9 900 | 6 200 | 3 700 | ↑ 59.7% | 10 900 | 42 700 | 35 100 | 21.7% |

- *Strong demand - value of salmon increased in all main markets*
- *EU: strong demand across several key markets*
- *US: Growth continues, driven by the pre-packed segment*
- *Asia: Strong growth of 20% year-over-year in China/Hong Kong/Vietnam*

Industry supply growth 2018E

| GWT (1,000) | 2015 | 2016 | 2017 | 2018 | Estimates 2018 | | | |
|-----------------------|--------------|--------------|--------------|--------------|----------------|------------|--------------|-------------|
| | | | | | Low | Y/Y growth | High | Y/Y growth |
| Norway | 1 111 | 1 054 | 1 087 | 1 168 | 1 155 | 6 % | 1 180 | 9 % |
| UK | 150 | 142 | 157 | 142 | 139 | -11 % | 145 | -8 % |
| Faroe Islands | 68 | 70 | 72 | 62 | 60 | -17 % | 64 | -11 % |
| Total Europe | 1 328 | 1 265 | 1 316 | 1 372 | 1 354 | 3 % | 1 389 | 6 % |
| Chile | 538 | 454 | 508 | 571 | 563 | 11 % | 578 | 14 % |
| North America | 140 | 152 | 146 | 150 | 148 | 2 % | 152 | 4 % |
| Total Americas | 678 | 606 | 653 | 721 | 711 | 9 % | 730 | 12 % |
| Other | 79 | 79 | 92 | 92 | 90 | -2 % | 94 | 2 % |
| Total | 2 085 | 1 949 | 2 062 | 2 184 | 2 155 | 5 % | 2 213 | 7 % |

| GWT (1,000) | Q3 2015 | Q3 2016 | Q3 2017 | Q3 2018E | Q3 2018E | | | |
|-----------------------|------------|------------|------------|------------|------------|-------------|------------|------------|
| | | | | | Low | Q/Q growth | High | Q/Q growth |
| Norway | 274 | 272 | 281 | 307 | 301 | 7 % | 313 | 12 % |
| UK | 44 | 36 | 40 | 37 | 35 | -12 % | 38 | -5 % |
| Faroe Islands | 17 | 15 | 16 | 16 | 15 | -5 % | 17 | 7 % |
| Total Europe | 334 | 323 | 337 | 360 | 351 | 4 % | 368 | 9 % |
| Chile | 131 | 101 | 127 | 125 | 122 | -4 % | 128 | 1 % |
| North America | 35 | 40 | 39 | 39 | 38 | -3 % | 40 | 2 % |
| Total Americas | 167 | 141 | 166 | 164 | 160 | -4 % | 168 | 1 % |
| Other | 21 | 20 | 22 | 22 | 21 | -6 % | 23 | 3 % |
| Total | 521 | 483 | 525 | 546 | 532 | 1 % | 559 | 6 % |

| GWT (1,000) | Q4 2015 | Q4 2016 | Q4 2017 | Q4 2018E | Q4 2018E | | | |
|-----------------------|------------|------------|------------|------------|------------|-------------|------------|------------|
| | | | | | Low | Q/Q growth | High | Q/Q growth |
| Norway | 310 | 290 | 322 | 345 | 337 | 5 % | 352 | 9 % |
| UK | 41 | 37 | 40 | 42 | 41 | 1 % | 44 | 9 % |
| Faroe Islands | 22 | 20 | 19 | 13 | 12 | -33 % | 14 | -22 % |
| Total Europe | 372 | 346 | 381 | 401 | 392 | 3 % | 410 | 8 % |
| Chile | 152 | 116 | 145 | 147 | 142 | -2 % | 151 | 4 % |
| North America | 37 | 38 | 40 | 42 | 41 | 2 % | 43 | 7 % |
| Total Americas | 189 | 154 | 185 | 188 | 183 | -1 % | 194 | 5 % |
| Other | 22 | 20 | 25 | 27 | 26 | 2 % | 28 | 10 % |
| Total | 583 | 520 | 591 | 616 | 600 | 2 % | 631 | 7 % |

- 2018 guidance revised up to 5-7% (1-6% previous quarter)

- Higher expected volumes in Norway and Chile

- Kontali has revised down its 2019 global supply growth estimate

- Global: 4%

- Europe: 5%

- Americas: 2%

MHG volume guidance

| Salmon species GWT (1,000) | 2016 Actual | Q1 2017 Actual | Q2 2017 Actual | Q3 2017 Actual | Q4 2017 Actual | 2017 Actual | Q1 2018 Actual | Q2 2018 Actual | Q3 2018 Guidance | Q4 2018 Guidance | 2018 Guidance |
|-------------------------------|----------------|-------------------|-------------------|-------------------|-------------------|----------------|-------------------|-------------------|---------------------|---------------------|------------------|
| Norway | 236.0 | 49.0 | 39.4 | 55.4 | 66.4 | 210.2 | 51.1 | 49.5 | 67.0 | 60.0 | 227.5 |
| Scotland | 45.0 | 17.8 | 18.5 | 10.9 | 13.0 | 60.2 | 8.7 | 9.0 | 9.5 | 14.9 | 42.0 |
| Canada | 43.3 | 8.9 | 9.4 | 11.2 | 10.0 | 39.4 | 6.6 | 8.0 | 12.5 | 17.4 | 44.5 |
| Chile | 36.9 | 6.3 | 7.7 | 13.7 | 17.1 | 44.9 | 12.4 | 9.8 | 14.5 | 13.3 | 50.0 |
| Ireland | 8.4 | 0.6 | 3.6 | 3.1 | 2.4 | 9.7 | 1.5 | 1.2 | 2.5 | 1.3 | 6.5 |
| Faroes | 10.9 | 1.1 | 0.0 | 1.1 | 3.8 | 6.0 | 1.0 | 0.8 | 2.0 | 5.7 | 9.5 |
| Total | 380.6 | 83.8 | 78.6 | 95.3 | 112.6 | 370.3 | 81.2 | 78.3 | 108.0 | 112.4 | 380.0 |

- *2018 volume guidance reduced from 400,000 GWT to 380,000 GWT (including Northern Harvest) primarily due to biological issues:*
 - Norway: Reduced by 14,500 GWT (~80% in Region South)
 - Scotland: Reduced by 5,000 GWT
 - Canada: Reduced by 6,500 GWT (including Northern Harvest volumes up by 1,500 GWT)
 - Chile: Reduced by 2,500 GWT, escape incident
 - Ireland reduced by 1,000 GWT and Faroes increased by 1,500 GWT

Outlook

- *Strong demand response in several markets*
 - Fish Pool forward price (12 months) at EUR 6.4/kg (unchanged since May)
 - Growth in China supported by removal of export restrictions from Norway
- *Supply outlook for 2019 is favourable*
- *Acquisition of Northern Harvest adds a new dimension to our East Canadian business expansion*
- *Quarterly dividend payment in Q3-2018 of NOK 2.60 per share as ordinary dividend*
- *Capital Markets Day 13 November in Edinburgh, Scotland*



marineharvest



Appendix

Dividend policy

- *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 increased to EUR 1,400m from EUR 1,200m*
 - Acquisition of Northern Harvest

Contract coverage and sales contract policy

| SALES CONTRACT POLICY | Min hedging rate | Max hedging rate ⁽¹⁾ |
|-----------------------|------------------|---------------------------------|
| Norway ⁽²⁾ | 0.0 % | 50.0 % |
| Scotland | 0.0 % | 75.0 % |
| Canada | 0.0 % | 30.0 % |
| Chile ⁽²⁾ | 0.0 % | 50.0 % |
| Ireland | 0.0 % | 100.0 % |
| Faroes | 0.0 % | 30.0 % |

Notes:

(1) Hedging rates for the next quarter, limits dropping over time

(2) Contract rate can be increased to 65% under special circumstances

- Q3 2018 contract shares (% of guided volume):
 - Norway 39%
 - Scotland 73%
 - Canada 0%
 - Chile 30%
- *Contracts typically have a duration of 3-12 months*
 - Contracts are entered into on a regular basis

Quarterly segment overview

| EUR million | SOURCES OF ORIGIN QTD | | | | | | | Group |
|-----------------------------------------------------------|-----------------------|-------------|------------|-------------|------------|------------|---------------------|--------------|
| | Norway | Scotland | Canada | Chile | Ireland | Faroes | Other ¹⁾ | |
| OPERATIONAL EBIT | | | | | | | | |
| FARMING | 115.5 | 14.7 | 7.3 | 14.4 | 2.8 | 2.0 | | 156.7 |
| SALES AND MARKETING | | | | | | | | |
| Markets | 4.4 | 1.8 | 0.6 | 0.9 | 0.0 | 0.3 | 0.2 | 8.3 |
| Consumer Products | 4.4 | 4.8 | 0.0 | 3.1 | -0.1 | 0.0 | 0.8 | 13.0 |
| SUBTOTAL | 124.4 | 21.3 | 7.8 | 18.3 | 2.7 | 2.3 | 1.0 | 178.0 |
| Feed | 2.3 | | | | | | -1.5 | 0.8 |
| Other entities ¹⁾ | | | | | | | -3.6 | -3.6 |
| TOTAL | 126.7 | 21.3 | 7.8 | 18.3 | 2.7 | 2.3 | -4.0 | 175.2 |
| Harvest volume (GWT) | 49 491 | 8 958 | 8 031 | 9 849 | 1 239 | 778 | | 78 346 |
| Operational EBIT per kg (EUR) ¹⁾ - total Group | 2.56 | 2.38 | 0.98 | 1.86 | 2.21 | 2.92 | | 2.24 |
| - of which Feed | 0.05 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 0.01 |
| - of which Markets | 0.09 | 0.20 | 0.07 | 0.09 | 0.00 | 0.34 | | 0.11 |
| - of which Consumer Products | 0.09 | 0.54 | 0.00 | 0.31 | -0.08 | 0.00 | | 0.17 |
| ANALYTICAL DATA | | | | | | | | |
| Price achievement/reference price (%) ¹⁾ | 91% | 104% | 96% | 91% | na | 113% | | 91% |
| Contract share (%) | 48% | 69% | 0% | 29% | 86% | 0% | | 43% |
| Quality - superior share (%) | 89% | 95% | 87% | 86% | 92% | 94% | | 89% |
| Exceptional items included in Operational EBIT | -2.1 | 0.0 | -1.9 | 0.0 | -1.4 | 0.0 | | -5.4 |
| Exceptional items per kg (EUR) | -0.04 | 0.00 | -0.24 | 0.00 | -1.16 | 0.00 | | -0.07 |
| GUIDANCE | | | | | | | | |
| Q3 2018 harvest volume (GWT) | 67 000 | 9 500 | 12 500 | 14 500 | 2 500 | 2 000 | | 108 000 |
| 2018 harvest volume (GWT) | 227 500 | 42 000 | 44 500 | 50 000 | 6 500 | 9 500 | | 380 000 |
| Q3 2018 contract share (%) | 39% | 73% | 0% | 30% | 88% | 0% | | 37% |

YTD segment overview

| EUR million | SOURCES OF ORIGIN YTD | | | | | | | Group |
|-----------------------------------------------------------|-----------------------|-------------|-------------|-------------|------------|------------|---------------------|--------------|
| | Norway | Scotland | Canada | Chile | Ireland | Faroes | Other ¹⁾ | |
| OPERATIONAL EBIT | | | | | | | | |
| FARMING | 217.3 | 25.8 | 13.4 | 25.4 | 8.8 | 2.5 | | 293.1 |
| SALES AND MARKETING | | | | | | | | |
| Markets | 8.9 | 3.8 | 1.7 | 2.9 | 0.0 | 1.0 | 0.0 | 18.4 |
| Consumer Products | 17.1 | 7.8 | 0.0 | 6.8 | 0.3 | 0.0 | 2.0 | 34.0 |
| SUBTOTAL | 243.2 | 37.4 | 15.1 | 35.1 | 9.1 | 3.5 | 2.0 | 345.5 |
| Feed | -0.9 | | | | | | -2.5 | -3.5 |
| Other entities ¹⁾ | | | | | | | -9.3 | -9.3 |
| TOTAL | 242.3 | 37.4 | 15.1 | 35.1 | 9.1 | 3.5 | -9.8 | 332.7 |
| Harvest volume (GWT) | 100 542 | 17 649 | 14 623 | 22 241 | 2 696 | 1 808 | | 159 558 |
| Operational EBIT per kg (EUR) ¹⁾ - total Group | 2.41 | 2.12 | 1.03 | 1.58 | 3.38 | 1.93 | | 2.09 |
| - of which Feed | -0.01 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | -0.02 |
| - of which Markets | 0.09 | 0.22 | 0.12 | 0.13 | 0.00 | 0.55 | | 0.12 |
| - of which Consumer Products | 0.17 | 0.44 | 0.00 | 0.31 | 0.12 | 0.00 | | 0.21 |
| ANALYTICAL DATA | | | | | | | | |
| Price achievement/reference price (%) ¹⁾ | 94% | 108% | 98% | 99% | na | 113% | | 97% |
| Contract share (%) | 44% | 68% | 0% | 24% | 85% | - | | 40% |
| Quality - superior share (%) | 90% | 95% | 86% | 87% | 93% | 91% | | 90% |
| Exceptional items included in Operational EBIT | -4.8 | -1.0 | -3.0 | -0.1 | -1.8 | 0.0 | | -10.7 |
| Exceptional items per kg (EUR) | -0.05 | -0.05 | -0.20 | 0.00 | -0.68 | 0.00 | | -0.07 |
| GUIDANCE | | | | | | | | |
| Q3 2018 harvest volume (GWT) | 67 000 | 9 500 | 12 500 | 14 500 | 2 500 | 2 000 | | 108 000 |
| 2018 harvest volume (GWT) | 227 500 | 42 000 | 44 500 | 50 000 | 6 500 | 9 500 | | 380 000 |
| Q3 2018 contract share (%) | 39% | 73% | 0% | 30% | 88% | 0% | | 37% |

Quarterly segment overview

| MH Operating Units | FARMING | | | | | MH Sales and Marketing | | | | | | |
|--------------------------------------------------------------|--------------|-------------|-------------|-------------|------------|------------------------|------------|-------------------|------------|-------------|-------------|--------------|
| EUR million | Norway | Scotland | Canada | Chile | Ireland | Faroes | Markets | Consumer Products | MH Feed | Other | Elim | Group* |
| Revenues and other income | 326.7 | 62.4 | 53.8 | 54.8 | 13.0 | 5.1 | 543.3 | 503.1 | 88.0 | 5.1 | -766.9 | 888.4 |
| Operating EBITDA | 130.5 | 19.1 | 10.8 | 18.2 | 3.8 | 2.7 | 7.4 | 20.2 | 2.7 | -2.7 | 0.0 | 212.8 |
| Operating EBIT | 115.5 | 14.7 | 7.3 | 14.4 | 2.8 | 2.0 | 8.2 | 13.1 | 0.8 | -3.6 | 0.0 | 175.2 |
| Fair Value adj on biomass, contracts/ unrealised derivatives | 64.7 | 9.5 | -12.6 | 6.2 | -2.0 | 1.7 | -0.1 | 1.7 | -0.1 | 2.1 | 0.0 | 71.0 |
| Unrealized margin adjustment | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | -1.2 | -1.2 |
| Restructuring cost | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.4 | 0.0 | 0.0 | 0.0 | 0.0 | 0.4 |
| 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 | 9.5 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | -0.1 | 0.0 | 9.5 |
| Write-down of fixed assets/intangibles | -0.1 | 0.0 | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | 0.1 |
| EBIT | 189.6 | 24.1 | -5.4 | 20.7 | 0.8 | 3.7 | 8.6 | 14.8 | 0.7 | -1.5 | -1.2 | 255.0 |
| Contribution to operational EBIT from Markets | 4.4 | 1.8 | 0.6 | 0.9 | 0.0 | 0.3 | | | | 0.2 | | |
| Contribution to operational EBIT from Consumer products | 4.4 | 4.8 | 0.0 | 3.1 | -0.1 | 0.0 | -8.2 | -13.1 | | 0.8 | | -7.6 |
| Contribution to operational EBIT from Feed | 2.3 | | | | | | | | -0.8 | -1.5 | | 0.0 |
| Operational EBIT incl contribution from S&M | 126.7 | 21.3 | 7.8 | 18.3 | 2.7 | 2.3 | 0.0 | 0.0 | 0.0 | -4.0 | 0.0 | 175.2 |
| Harvest / sales volume | 49 491 | 8 958 | 8 031 | 9 849 | 1 239 | 778 | | 33 426 | 70 232 | | | |
| Operational EBIT/kg incl contribution from S&M (EUR) | 2.56 | 2.38 | 0.98 | 1.86 | 2.21 | 2.92 | | | | | | 2.24 |
| -of which Markets | 0.09 | 0.20 | 0.07 | 0.09 | 0.00 | 0.34 | | | | | | 0.11 |
| -of which Consumer Products | 0.09 | 0.54 | 0.00 | 0.31 | - 0.08 | 0.00 | | | | | | 0.17 |
| -of which Feed | 0.05 | | | | | | | | | | | 0.01 |

*Volume = harvested volume salmon in tonnes gutted weight (GWT)

Development in harvest volumes

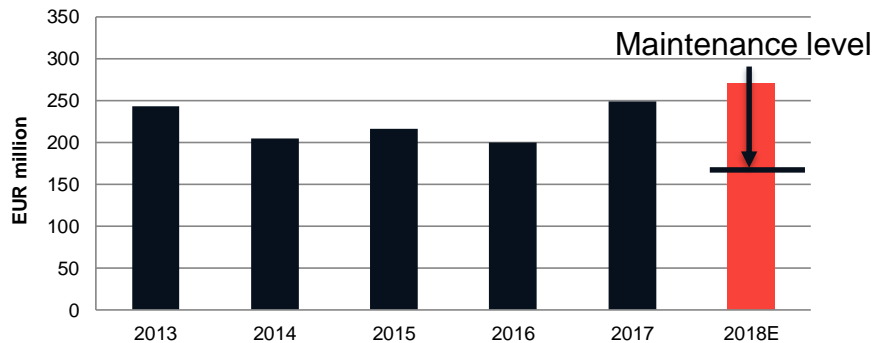
| GWT (1,000) | 2013 | 2014 | 2015 | 2016 | | | | | 2017 | | | | | 2018E | | | | |
|----------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|--------------|--------------|-------------|-------------|--------------|--------------|--------------|
| | Total | Total | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3E | Q4E | Total |
| Norway | 222.5 | 258.0 | 254.8 | 54.0 | 53.7 | 64.6 | 63.6 | 236.0 | 49.0 | 39.4 | 55.4 | 66.4 | 210.2 | 51.1 | 49.5 | 67.0 | 60.0 | 227.5 |
| Scotland | 48.4 | 48.9 | 50.1 | 12.6 | 10.8 | 9.8 | 11.8 | 45.0 | 17.8 | 18.5 | 10.9 | 13.0 | 60.2 | 8.7 | 9.0 | 9.5 | 14.9 | 42.0 |
| Canada | 33.1 | 26.7 | 40.1 | 11.6 | 11.7 | 10.3 | 9.8 | 43.3 | 8.9 | 9.4 | 11.2 | 10.0 | 39.4 | 6.6 | 8.0 | 12.5 | 17.4 | 44.5 |
| Chile | 28.3 | 67.5 | 62.5 | 15.4 | 7.1 | 6.9 | 7.6 | 36.9 | 6.3 | 7.7 | 13.7 | 17.1 | 44.9 | 12.4 | 9.8 | 14.5 | 13.3 | 50.0 |
| Ireland | 5.9 | 6.3 | 9.7 | 1.4 | 1.5 | 2.9 | 2.7 | 8.4 | 0.6 | 3.6 | 3.1 | 2.4 | 9.7 | 1.5 | 1.2 | 2.5 | 1.3 | 6.5 |
| Faroes | 5.7 | 11.5 | 2.9 | 1.7 | 2.3 | 2.7 | 4.2 | 10.9 | 1.1 | - | 1.1 | 3.8 | 6.0 | 1.0 | 0.8 | 2.0 | 5.7 | 9.5 |
| Total | 343.8 | 418.9 | 420.1 | 96.6 | 87.2 | 97.2 | 99.6 | 380.6 | 83.8 | 78.6 | 95.3 | 112.6 | 370.3 | 81.2 | 78.3 | 108.0 | 112.4 | 380.0 |

Growth relative to same period in previous year

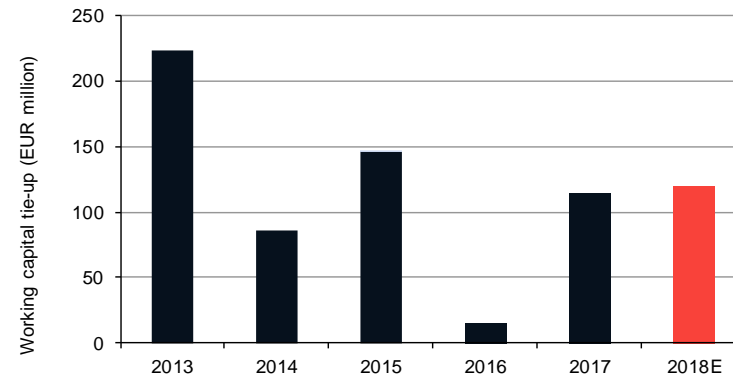
| | 2013 | 2014 | 2015 | 2016 | | | | | 2017 | | | | | 2018E | | | | |
|--------------|--------------|-------------|------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|-------------|-------------|-------------|-------------|------------|-------------|------------|------------|
| | Total | Total | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3E | Q4E | Total |
| Norway | -13 % | 16 % | -1 % | -17 % | -16 % | 10 % | -5 % | -7 % | -9 % | -27 % | -14 % | 4 % | -11 % | 4 % | 26 % | 21 % | -10 % | 8 % |
| Scotland | 20 % | 1 % | 3 % | 77 % | -12 % | -41 % | -16 % | -10 % | 41 % | 71 % | 11 % | 10 % | 34 % | -51 % | -52 % | -13 % | 14 % | -30 % |
| Canada | -18 % | -19 % | 50 % | 10 % | 1 % | 19 % | 4 % | 8 % | -23 % | -20 % | 8 % | 3 % | -9 % | -26 % | -14 % | 12 % | 73 % | 13 % |
| Chile | -30 % | 139 % | -7 % | -4 % | -47 % | -63 % | -49 % | -41 % | -59 % | 9 % | 99 % | 126 % | 22 % | 96 % | 27 % | 6 % | -22 % | 11 % |
| Ireland | -37 % | 6 % | 56 % | 129 % | -51 % | -15 % | -3 % | -13 % | -55 % | 150 % | 8 % | -12 % | 15 % | 130 % | -66 % | -20 % | -45 % | -33 % |
| Faroes | -18 % | 104 % | -75 % | n/m | n/m | n/m | 44 % | 273 % | -31 % | -100 % | -60 % | -11 % | -45 % | -10 % | n/m | 88 % | 51 % | 59 % |
| Total | -12 % | 22 % | 0 % | -3 % | -16 % | -8 % | -10 % | -9 % | -13 % | -10 % | -2 % | 13 % | -3 % | -3 % | 0 % | 13 % | 0 % | 3 % |

Cash flow guidance and historic developments

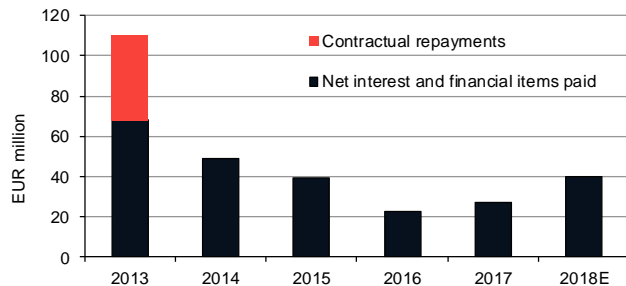
Net capital expenditure



Net working capital



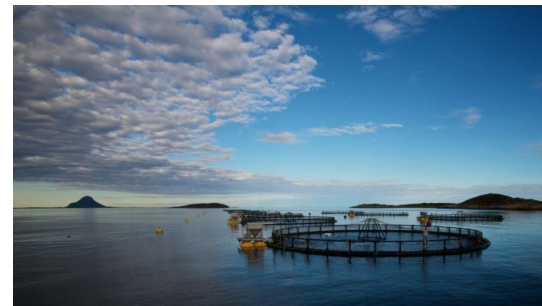
Financial commitments and cost of debt



Nova Sea

| | Ownership % | Harvest volume (GWT) | | | | EBIT (1) per kg | | | | NIBD EURm |
|-----------------|-------------|----------------------|--------|---------|---------|-----------------|------|---------|---------|-----------|
| | | 2016 | 2017 | Q2 2017 | Q2 2018 | 2016 | 2017 | Q2 2017 | Q2 2018 | Q2 2018 |
| Nova Sea | 48% | 37 064 | 40 700 | 6 997 | 10 825 | 2.97 | 2.72 | 3.07 | 3.42 | 8.4 |

- *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*
- *2017 dividends of NOK 500m (paid in Q2-18)*
 - Marine Harvest's direct share NOK ~213m
- *Proportion of income after tax reported as income from associated companies in Marine Harvest Norway*
 - EUR 9.2m in Q2 2018



Debt distribution and interest rate hedging

DEBT VOLUME HEDGED AND FIXED RATES OF INTEREST RATE HEDGES (MARCH-MARCH) ⁽¹⁾

| CURRENCY | DEBT 29/06/2018 ⁽²⁾ | 2018 | | 2019 | | 2020 | | 2021 | | 2022 | |
|---------------|-----------------------------------|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|---------------|---------------------------|
| | | Nominal value | Fixed rate ⁽³⁾ | Nominal value | Fixed rate ⁽³⁾ | Nominal value | Fixed rate ⁽³⁾ | Nominal value | Fixed rate ⁽³⁾ | Nominal value | Fixed rate ⁽³⁾ |
| EUR m | 768.6 | 860.3 | 2.16 % | 1 296.5 | 2.50 % | 716.6 | 1.24 % | 380.0 | 2.20 % | - | 0.00 % |
| USD m | 128.0 | 138.5 | 3.21 % | 167.5 | 2.93 % | 78.3 | 2.31 % | 78.3 | 2.31 % | 60.0 | 4.13 % |
| GBP m | 29.1 | 34.0 | 3.13 % | 34.0 | 3.13 % | 23.5 | 2.83 % | 23.5 | 2.83 % | - | 0.00 % |
| Other (EUR m) | 105.3 | | | | | | | | | | |

Market value of IRS contracts in MEUR (29/06/18):

-65.6

Mark to market valuation effect in Q2⁽⁴⁾:

3.0

Difference in fixed vs floating rate settled in cash in Q2

-5.4

Notes:

- (1) March is the starting month for all 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

- *External interest bearing debt is distributed as follows: EUR 86%, USD 11%, GBP 3%, other currencies 1%*
- *Policy: Marine Harvest ASA shall over time hedge 0%-35% of the Group's long-term interest-bearing debt by currency with fixed interest or interest rate derivatives for the first 5 years, and 0% fixed rates thereafter. 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, GBP and NOK shall not be hedged*

Hedging and long term currency exposure

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**
 - All bilateral sales contracts are subject to internal currency hedging of the exposure between the invoicing currency and EUR
 - 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

