

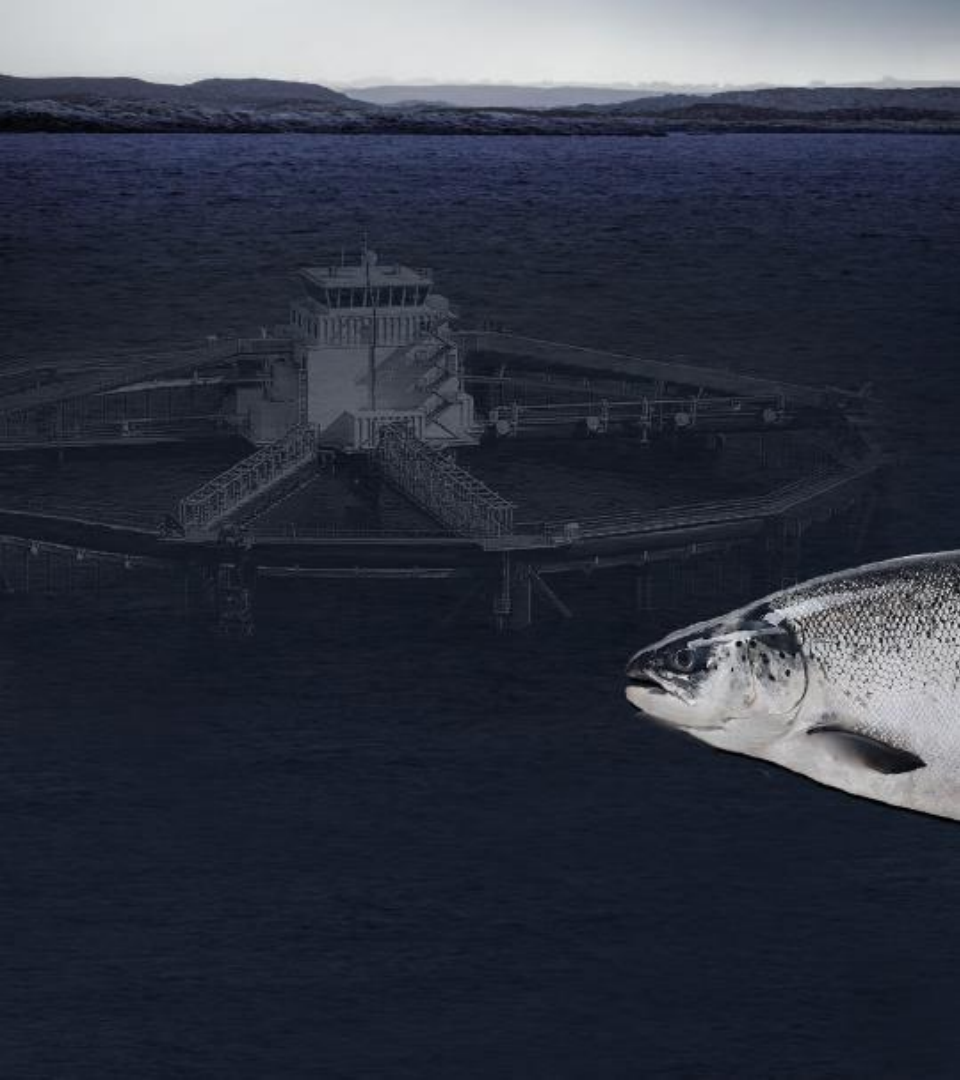


Offshore: Possibilities and challenges

NASF 2016

March 3rd, 2016

CEO| Leif Inge Nordhammer



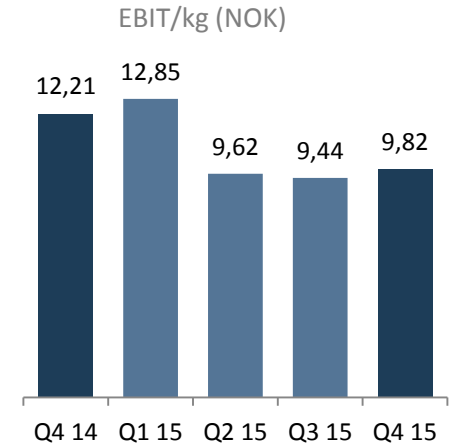
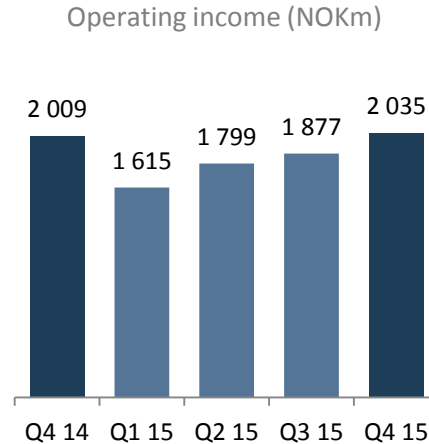
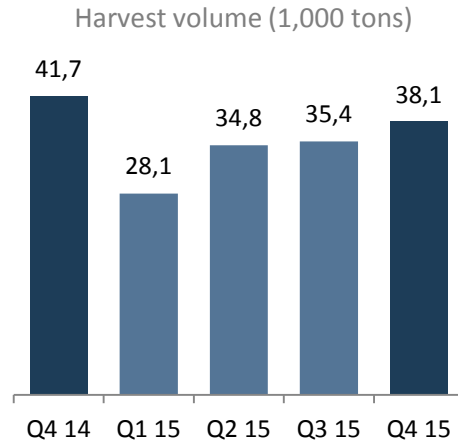
Agenda

North Atlantic Seafood 2016

- About SalMar – Q4 2015 / FY 2015
- Offshore: Possibilities and challenges

2015 highlights

- Salmon prices driven by limited supply growth and weak NOK
- Biological situation remains a challenge, focus on corrective actions
- Harvest volume of 136 400 tons (Norway) in 2015
- Annual operational EBIT of NOK 1 404m, 10,29 NOK per kilo
- The Board of Directors propose a dividend of NOK 10.00 per share



SalMar is now a fully integrated salmon farmer...

TRACEABLE SUPPLY CHAIN



• Brood stock

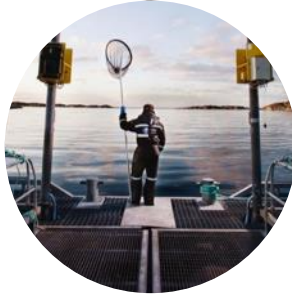
• Roe

• Rauma strain



• Smolt

• Essential for the performance in the entire value chain



• Farming

• 100 wholly owned licenses in Norway

• 113 including R&D and partnerships

• Third largest salmon producer in Norway



• Harvesting and VAP

• InnovaMar facility

• Vikenco at Aukra (51 %)



• Sales

• SalMar Sales

• SalMar Japan / Korea

• The world's largest producer of organic salmon

• Export to +40 countries

...with a key role in salmon farming since 1991



Secondary processing
from the «get go»

1991



Certified to farm, process
and sell organic salmon

2009



120 meter floating
cage collar

1996



160 meter floating
cage collar

2002



Ro fjell – Worlds largest
wellboat for Salmon

2010



InnovaMar

2013

2007

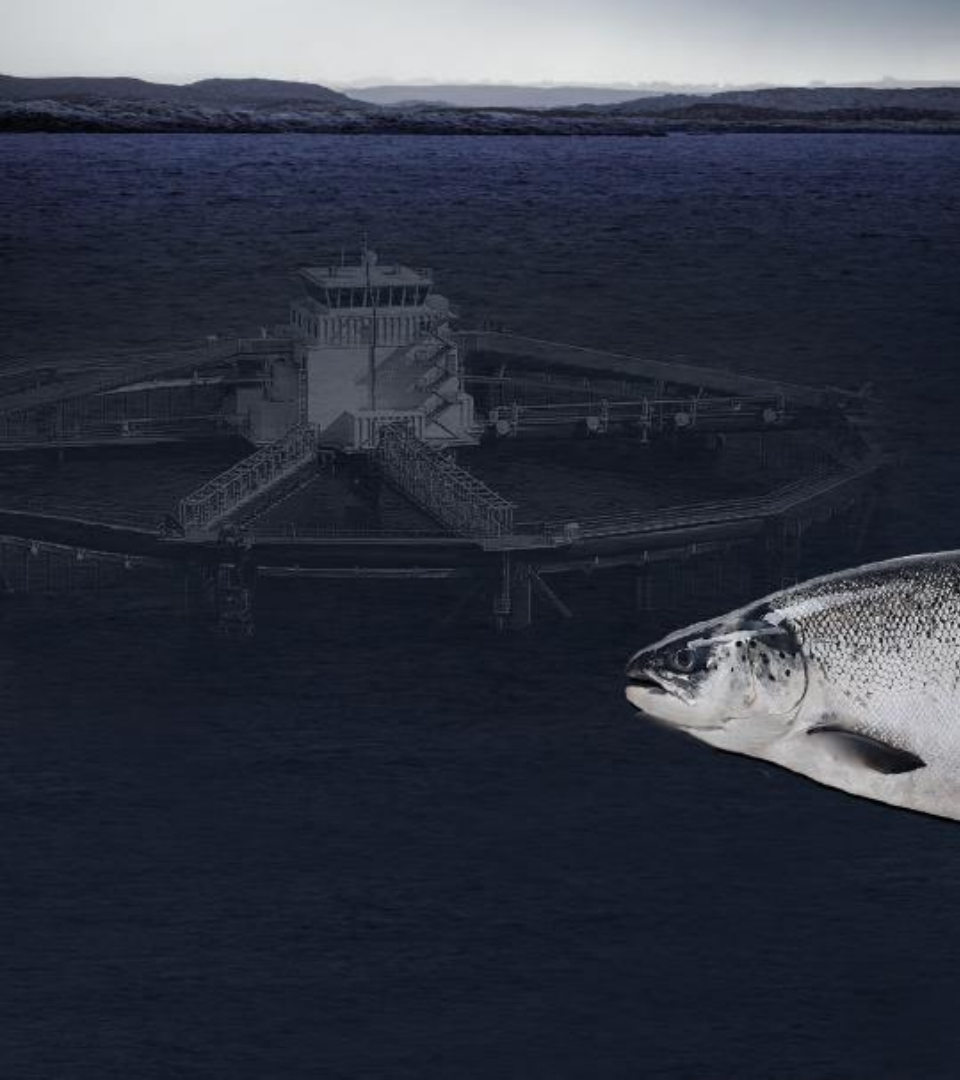


Listed Oslo
Stock Exchange

2018?



Ocean Farming



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Why Offshore?



Opens new areas for farming

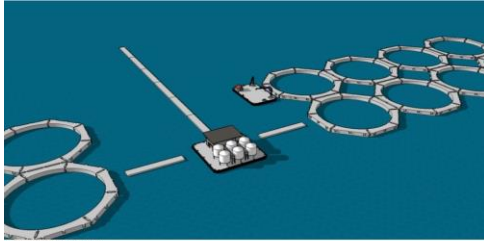
Solution for further sustainable growth

Reduce biological risk

Pinpoint the areas optimized for farming

Enables sustainable growth while combating production costs

The Industry works with new solutions



Illustrasjon: AkvaDesign

Vil investere et tresifret millionbeløp utviklingskonsesjoner

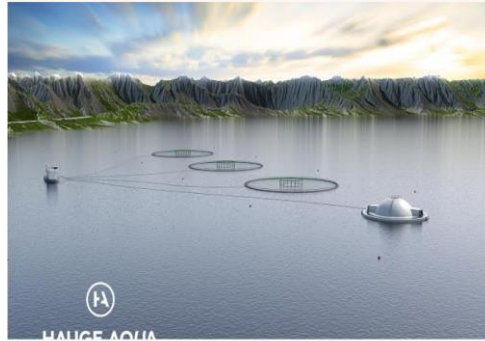
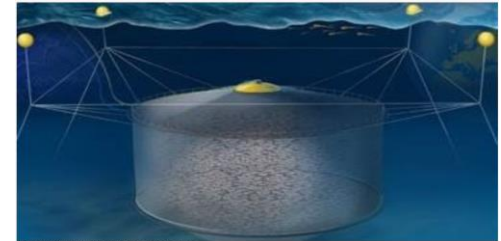
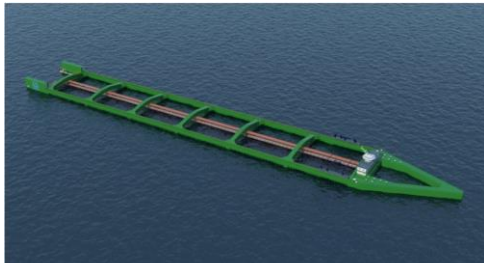


Foto: Hauge Aqua/Kreativ Side



Preparasjon av anlegget Foto: AKVA group

Søker seks utviklingskonsesjoner for nedsenkbare merder



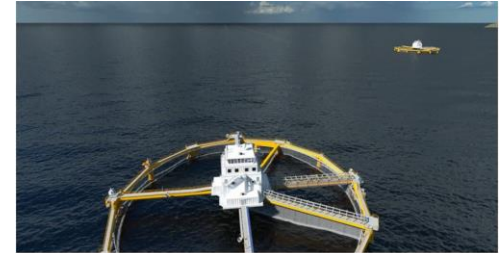
Nordiska er blant den som ønsker utviklingstillatelser, til sin Hafslund. Illustrasjon: NSK Ship Design

Fiskeridirektoratet har åpnet for søknader om utviklingstillatelser



Skruen i Helixir-tanken: Den største produsert så langt. Med i front teknisk sjef John T. Antonen, Måsøval, i prat med teknisk personale fra Stranda Prolog. Foto: Måsøval

Måsøval bruker resultatløft til avlusningslekter



Illustrasjon: SalMar

Ocean Farming over første hinder

Fiskeridirektoratet er positiv til SalMars søknad om åtte utviklingskonsesjoner.

Passion will drive us further

Ocean Farming TECHNICAL INFORMATION

A robust design that enables installation and operation of fish farming in ocean-exposed (offshore) areas with excellent aqua biological conditions.

- Overall height 67 m
- Diameter 110 m
- Volume 245,000 m³
- Weight 5,600 tonnes
- High HSE standards for fish and personnel
- Automated operations
- Central column equipped with control room, living quarter, utilities, feed silos



- 9 All growth must be sustainable: environmentally, socially and financially.
- We believe that the salmon thrives in the sea (not on land)

There are still some questions that needs answering



- Expertise – the right people and the right “know how” – build operating team
- Learning curve (fish/technology/offshore farmers)
- Installation and operations
- Will demand large investments
- Legislation. New ballpark, new rules?

Where are we now?

- Granted eight licenses from the The Directorate of Fisheries 28th of February 2016
- We will push the button in the near future
- Continue to work with yard and subcontractors
- Smolt input summer 2017 - first fish out 2018
- Total investment MNOK 690
- Building team to operate the rig

Ocean Farming Rig



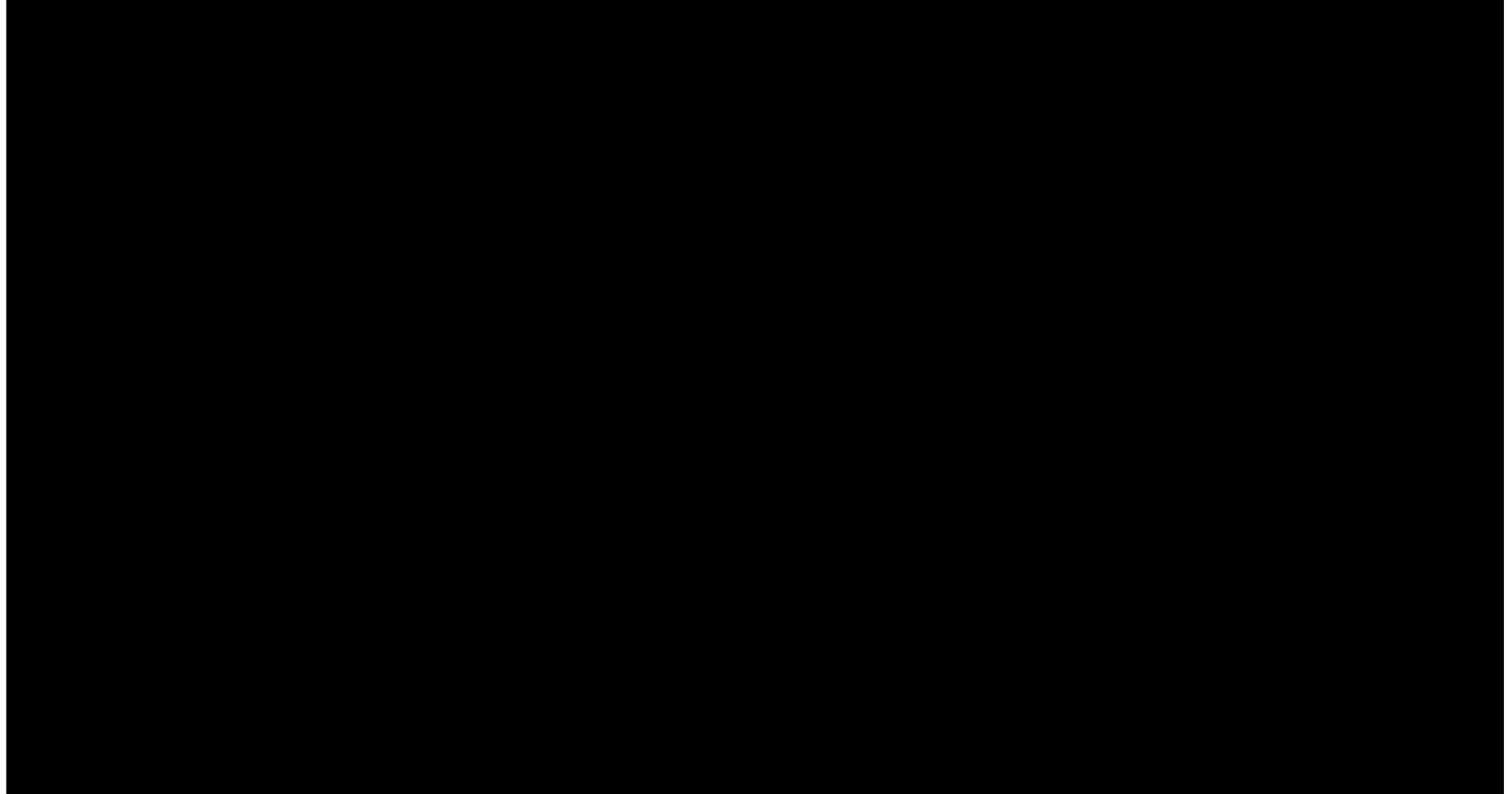
To be placed in *Frohavet*.
7000 tons ready for harvest in 2018?

Frohavet and InnovaMar



Great conditions for farming.
Good logistic conditions in respect of InnovaMar

Video - Offshore farming



Thank you for your attention!

