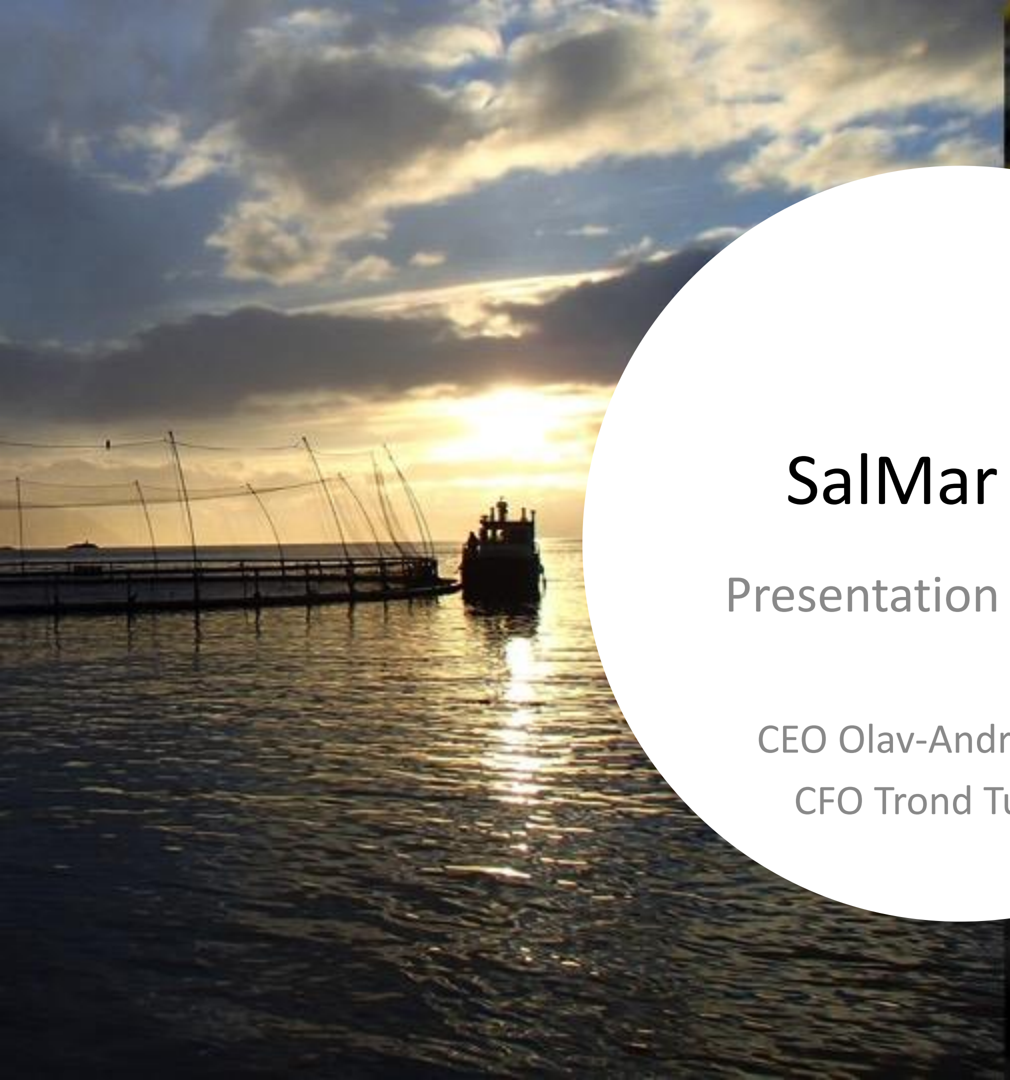


SalMar ASA

Presentation Q4 2018

CEO Olav-Andreas Ervik

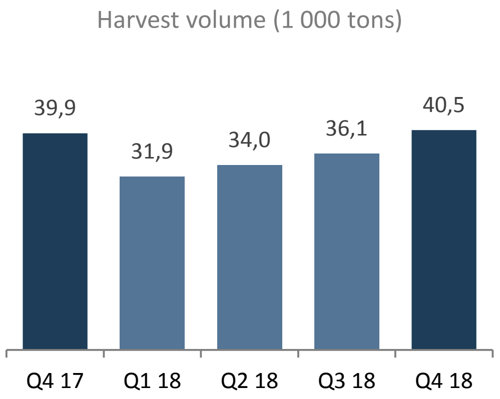
CFO Trond Tuvstein

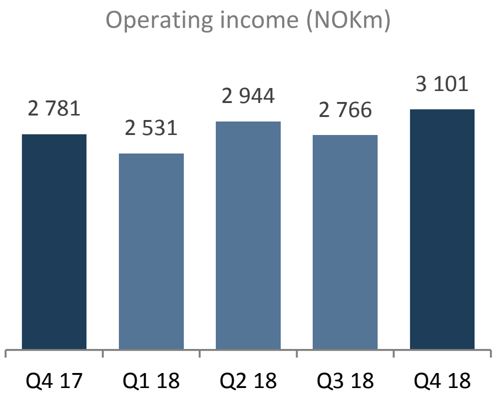
Agenda

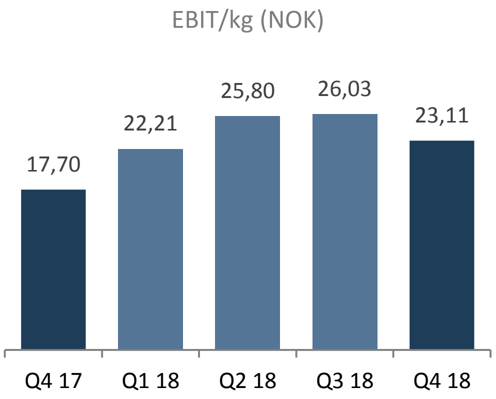
- Highlights
- Operational update
- Financial update
- Outlook

Highlights

- Record high harvest volume
- Total operational EBIT 935 MNOK
- Guiding of 145 000 tons for 2019 maintained
- Propose dividend for 2018 of NOK 23,00 per share







SalMar - a fully integrated salmon farmer

TRACEABLE SUPPLY CHAIN

Genetics

- Rauma strain

Smolt

- Essential for the performance in the entire value chain

Farming

- Central Norway: 53 611 MAB-tons
- Northern Norway: 34 199 MAB-tons

Harvesting & VAP

- InnovaMar on Frøya
- InnovaNor on Senja (H2 2020)
- Vikenco at Aukra

Sales

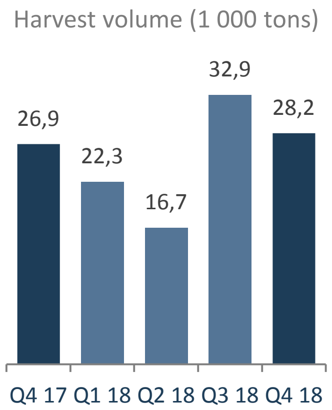
- SalMar AS
- Japan, Vietnam and Korea
- Global span

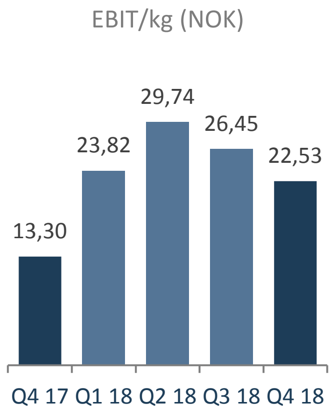
OPERATIONAL UPDATE

Farming Central Norway

	Q4 2018	Q4 2017	FY 2018	FY 2017
Operating income (NOKm)	1 577	1 362	5 962	5 198
Operational EBIT (NOKm)	636	358	2 533	1 891
Operational EBIT %	40,3 %	26,3 %	42,5 %	36,4 %
Harvested volume (tgw)	28,2	26,9	100,1	87,5
EBIT/kg	22,53	13,30	25,31	21,63

- Operations in line with expectations and guiding from Q3 2018
- Autumn 17 generation main contributor to harvest volume
- Slight increase in cost QoQ, but cost improvements YoY
- Harvest of small sized fish at the end of the period – low price achievement and higher cost
- Costs expected to be at the same level in Q1 2019
- Expect harvest volume of 95 000 tons in 2019



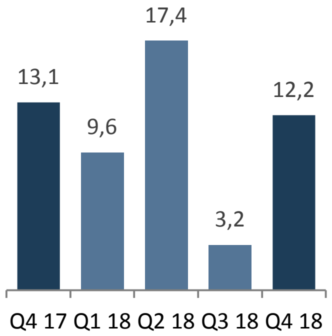


Farming Northern Norway

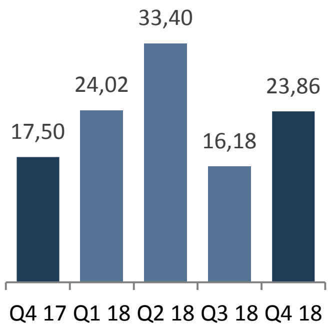
	Q4 2018	Q4 2017	FY 2018	FY 2017
Operating income (NOKm)	701	629	2 645	2 865
Operational EBIT (NOKm)	291	228	1 154	1 376
Operational EBIT %	41,6 %	36,3 %	43,6 %	48,0 %
Harvested volume (tgw)	12,2	13,1	42,4	47,7
EBIT/kg	23,86	17,50	27,24	28,84

- Operational performance in line with expectations with lower costs and higher volume
- Good biological performance in the quarter after lower than expected growth in previous quarters.
- Volume from Spring 2017 generation harvested in the quarter with high average weight and good price achievement
- Costs expected to be at the same level in Q1 2019
- Expect harvest volume of 50 000 tons in 2019

Harvest volume (1 000 tons)



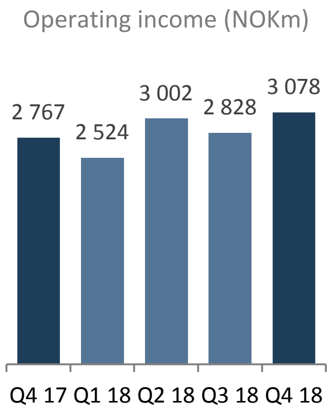
EBIT/kg (NOK)

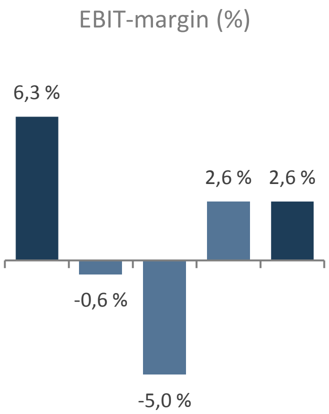


Sales & Processing

	Q4 2018	Q4 2017	FY 2018	FY 2017
Operating income (NOKm)	3 078	2 767	11 432	10 925
Operational EBIT (NOKm)	79	176	-13	48
Operational EBIT %	2,6 %	6,3 %	-0,1 %	0,4 %

- Positive contribution from all business areas
- Large harvest volume in the quarter with high capacity-utilization
- Contract share of 35% with positive contribution
- Expect lower volume in Q1 2019 due to seasonality
- Contract share currently at 30% for Q1 2019 and 20% for FY 2019 with prices slightly up from the level in 2018

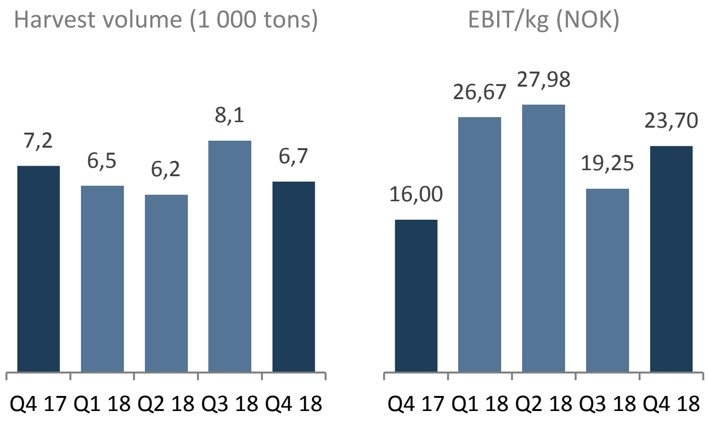




Norskott Havbruk

	Q4 2018	Q4 2017	FY 2018	FY 2017
Operating income (NOKm)	512	485	2 057	2 088
Operational EBIT (NOKm)	158	115	661	669
Operational EBIT %	30,8 %	23,8 %	32,1 %	32,1 %
Value adjustments biomass	50	-26	-10	9
Profit before tax	202	87	640	670
SalMar's share after tax	83	38	265	273
Harvested volume (tgw)	6,7	7,2	27,5	31,0
EBIT/kg	23,70	16,00	24,06	21,59

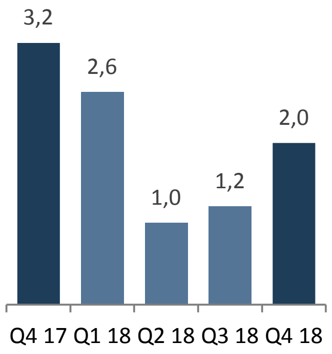
- Good operational performance in the quarter with cost improvements QoQ and YoY
- Results positively impacted by good price achievement due to high average weight on volume harvested
- New RAS facility on track, eggs received in November with first release of smolt in Autumn 2019
- Expect harvest volume of 30 000 tons in 2019



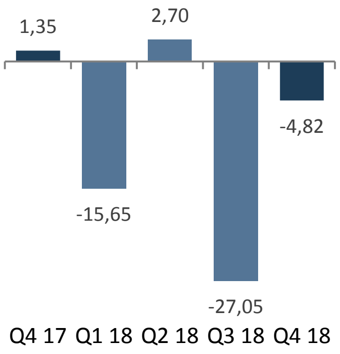
Arnarlax HF

	Q4 2018	Q4 2017	FY 2018	FY 2017
Operating income (NOKm)	114	172	400	625
Operational EBIT (NOKm)	-10	4	-79	60
Operational EBIT %	-8,4 %	2,5 %	-19,7 %	9,6 %
Value adjustments biomass	23	-53	83	-186
Profit before tax	0	-58	-40	-165
SalMar's share after tax	-1	-16	-12	-56
Harvested volume (tgw)	2,0	3,2	6,7	9,7
EBIT/kg	-4,82	1,35	-11,82	6,23

Harvest volume (1 000 tons)



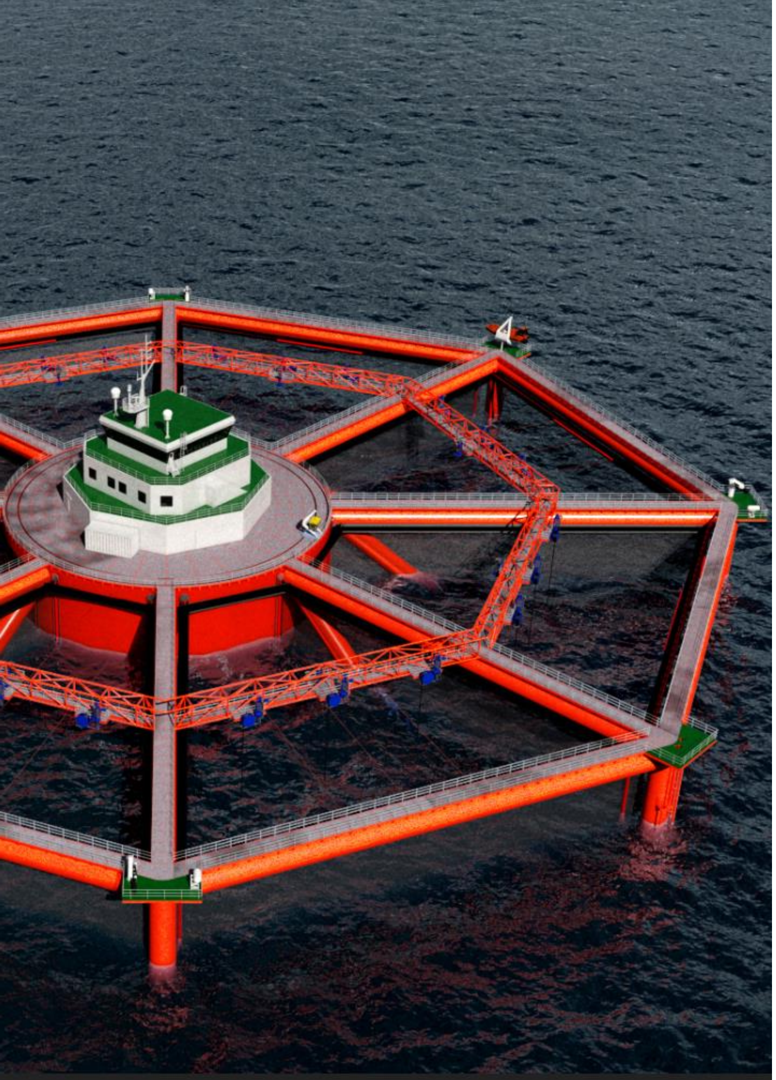
EBIT/kg (NOK)



- Ongoing structuring continue to affect costs, company still in early phase
- Result negatively impacted by high fixed costs
- Started harvesting of 2017 generation - better biological performance than previous generations
- Bjørn Hembre appointed as new CEO from January 2019
- Expect harvest volume of 10 000 tons in 2019

Ocean Farm 1 – pilot phase completed

- Pilot phase completed in January 2019
  - Strong growth and good quality
  - Low lice levels and no delousing treatments
- Operational experiences & learnings implemented
- Plan to release 2nd generation of smolt – S0 in August 2019
- The performance and results strengthen our confidence in our Ocean Strategy



Next step – production in open ocean

- Development of Smart Fish Farm next step to utilize open oceans
- Production on the salmons terms, not the limitations of the equipment
- Specifically designed for fish farming in the open ocean
- Capacity to produce 3 million salmon divided in 8 chambers
- Central column make it possible to handle fish in closed-containment systems

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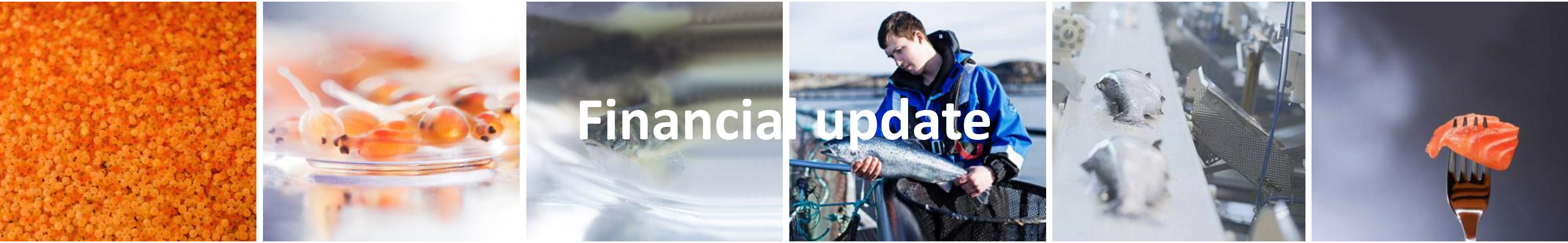
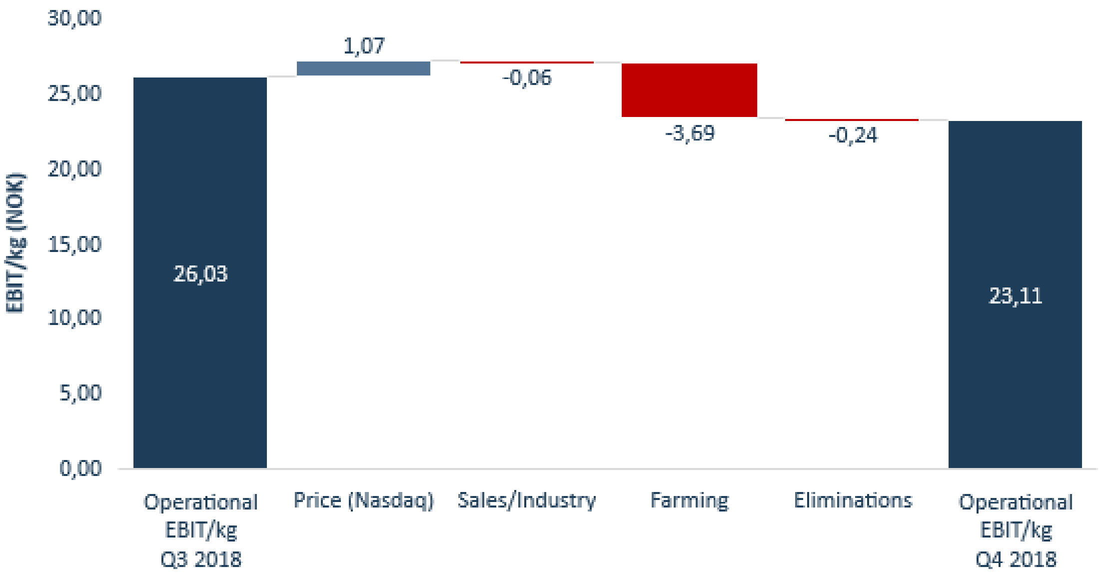
Financial update



Operational EBIT deviation analysis (qoq)



- Average spot prices up NOK 1.07 per kg during the quarter
- Sales & processing at the same level as in previous quarter with continued
  - Good price achievement
  - High capacity-utilization
- Farming negatively impacted by low harvest weight at the end of the period
  - Weaker price achievement
  - Increased cost

Group profit and loss

NOK million	Q4 2018	Q4 2017	FY 2018	FY 2017
Operating income	**3 101,1**	**2 780,6**	**11 342,6**	**10 817,2**
Cost of goods sold	1 257,0	1 263,0	4 585,5	4 722,5
Payroll expenses	279,1	241,6	1 040,4	929,1
Other operating expenses	507,8	447,7	1 768,0	1 584,8
EBITDA	1 057,2	828,2	3 948,6	3 580,8
Depreciations and write-downs	122,3	121,0	487,8	418,6
Operational EBIT	**934,9**	**707,2**	**3 460,8**	**3 162,2**
Fair value adjustment	413,7	-370,6	845,8	-370,0
Operational profit	**1 348,6**	**336,6**	**4 306,6**	**2 792,2**
Income from investments in associates	82,3	19,0	252,9	208,9
Net interest costs	-27,7	-26,6	-105,1	-95,9
Other financial items	-36,8	-34,2	-1,9	-49,1
Profit before tax	**1 366,3**	**294,7**	**4 452,6**	**2 856,2**
Tax	207,7	-6,5	873,3	558,4
Net profit for the period	**1 158,7**	**301,3**	**3 579,2**	**2 297,8**
Items to be reclassified to profit and loss in subsequent periods:				
Change in translation diff. associates	41,6	33,7	-5,6	41,7
Change in translation diff. subsidaries	8,5	6,4	4,9	3,5
Cash flow hedge, net tax	0,0	0,0	0,0	-11,5
Total comprehensive income	**1 208,8**	**341,4**	**3 578,5**	**2 331,6**
Allocation of the periods net profit:				
Non-controlling interests	-8,8	2,2	10,8	23,8
Shareholders in SalMar ASA	1 167,5	299,1	3 568,4	2 274,0
Earnings per share (NOK)	10,36	2,66	31,70	20,24
Earnings per share - diluted	10,34	2,66	31,60	20,18

- Revenue driven by higher prices
- Cost improvements in farming YoY
- Positive contribution from Sales & Processing
- EBIT/kg at NOK 23.11 vs 17.70 in Q4 17
- FY 2018 – improvements in operational EBIT
  - Higher volume
  - Lower cost

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Group balance sheet

NOK million	31.12.2018	30.09.2018	31.12.2017
ASSETS			
Intangible fixed assets	3 404,0	3 388,9	2 925,0
Tangible fixed assets	3 591,5	3 590,7	3 604,8
Financial fixed assets	1 215,5	1 085,9	1 080,9
Total fixed assets	**8 210,9**	**8 065,5**	**7 610,6**
Inventory	5 765,5	5 027,3	4 394,6
Accounts receivables	630,1	528,5	501,1
Other short-term receivables	289,4	203,7	242,9
Cash and cash equivalents	239,6	489,4	177,1
Total current assets	**6 924,6**	**6 249,0**	**5 315,6**
TOTAL ASSETS	**15 135,6**	**14 314,4**	**12 926,2**
EQUITY AND LIABILITIES			
Paid-in equity	597,4	589,1	557,6
Reserves	8 450,7	7 230,1	7 022,4
Minority interests	91,7	100,5	88,1
Total equity	**9 139,8**	**7 919,7**	**7 668,1**
Provisions for liabilities	1 533,3	1 460,1	1 362,2
Int. bearing long-term liabilities	1 019,1	1 081,6	1 156,0
Total long-term liabilities	**2 552,4**	**2 541,7**	**2 518,2**
Int. bearing short-term liabilities	748,2	734,9	243,6
Other short-term liabilities	2 695,1	3 118,1	2 496,3
Total short-term liabilities	**3 443,3**	**3 853,0**	**2 739,9**
TOTAL EQUITY AND LIABILITIES	**15 135,6**	**14 314,4**	**12 926,2**
Net interest bearing debt	**1 527,7**	**1 327,1**	**1 222,5**
Equity share	**60,4 %**	**55,3 %**	**59,3 %**

- Investments in line with ongoing investment programs
- Fair value of biomass increased by NOK 478.2 million
- Interest-bearing debt reduced by NOK 49.2 million during the quarter
  - NIBD at NOK 1 527.7 million at the end of the quarter
- Financial position remains strong, equity ratio increased to 60.4%

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Group cash flow

NOK million	Q4 2018	Q4 2017	FY 2018	FY 2017
Profit before tax	1 366,3	294,7	4 452,6	2 856,2
Tax paid in period	-658,7	-403,4	-672,8	-423,2
Depreciation	122,3	121,0	487,8	418,6
Share of profit/loss from associates	-82,3	-19,0	-252,9	-208,9
Realized and unrealized gains on financial assets	0,0	0,0	0,0	0,0
Gains exit subsidiaries	0,0	0,7	0,0	-10,2
Change in fair value adjustments	-413,7	370,6	-845,8	370,0
Change in working capital	-403,6	132,0	-500,5	196,6
Other changes	32,5	29,5	113,4	175,4
Net cash flow from operating activities	**-37,1**	**526,2**	**2 781,6**	**3 374,4**
Net cash flow from investing activities	**-144,2**	**-112,9**	**-833,8**	**-758,0**
Change in interest-bearing debt	-49,2	-409,7	367,1	-1 250,9
Dividend paid out	0,0	0,0	-2 147,2	-1 366,0
Interest paid	-27,7	-26,6	-105,1	-95,9
Other changes	0,0	0,2	-5,0	-3,8
Net cash flow from financing activities	**-76,9**	**-436,2**	**-1 890,2**	**-2 716,6**
Net change in cash for the period	**-258,3**	**-22,9**	**57,7**	**-100,2**
Foreign exchange effects	8,5	6,4	4,8	3,5
Cash in the beginning of the period	489,4	193,6	177,1	273,7
Cash at the end of the period	**239,6**	**177,1**	**239,6**	**177,1**

- Cash flow from operations impacted by taxes paid and increase of working capital
- Net cash flow from investments at NOK -144.2 million
  - Operating assets NOK 119 million
  - MariCulture NOK 20 million
  - Other NOK 5,2 million
- Cash holding reduced with NOK 249.8 million during the quarter

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OUTLOOK

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Outlook

- Costs expected to be at the same level in Q1 2019
- Contract share for Q1 2019 currently around 30% with prices slightly up from level in 2018
- Ocean Strategy continues according to plan
- Guiding of 145 000 tons maintained for 2019
- Total CAPEX in 2019 currently estimated to NOK 896 million
  - Maintenance CAPEX - NOK 272 million
  - Investments for further growth within Smolt and Hatchery NOK 90 million, Farming NOK 167 million, Sales & Processing NOK 327 million and MariCulture NOK 40 million
- Expect continued good demand in core markets and moderate increase in global supply

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FOR YOUR ATTENTION
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