



Måsøval AS

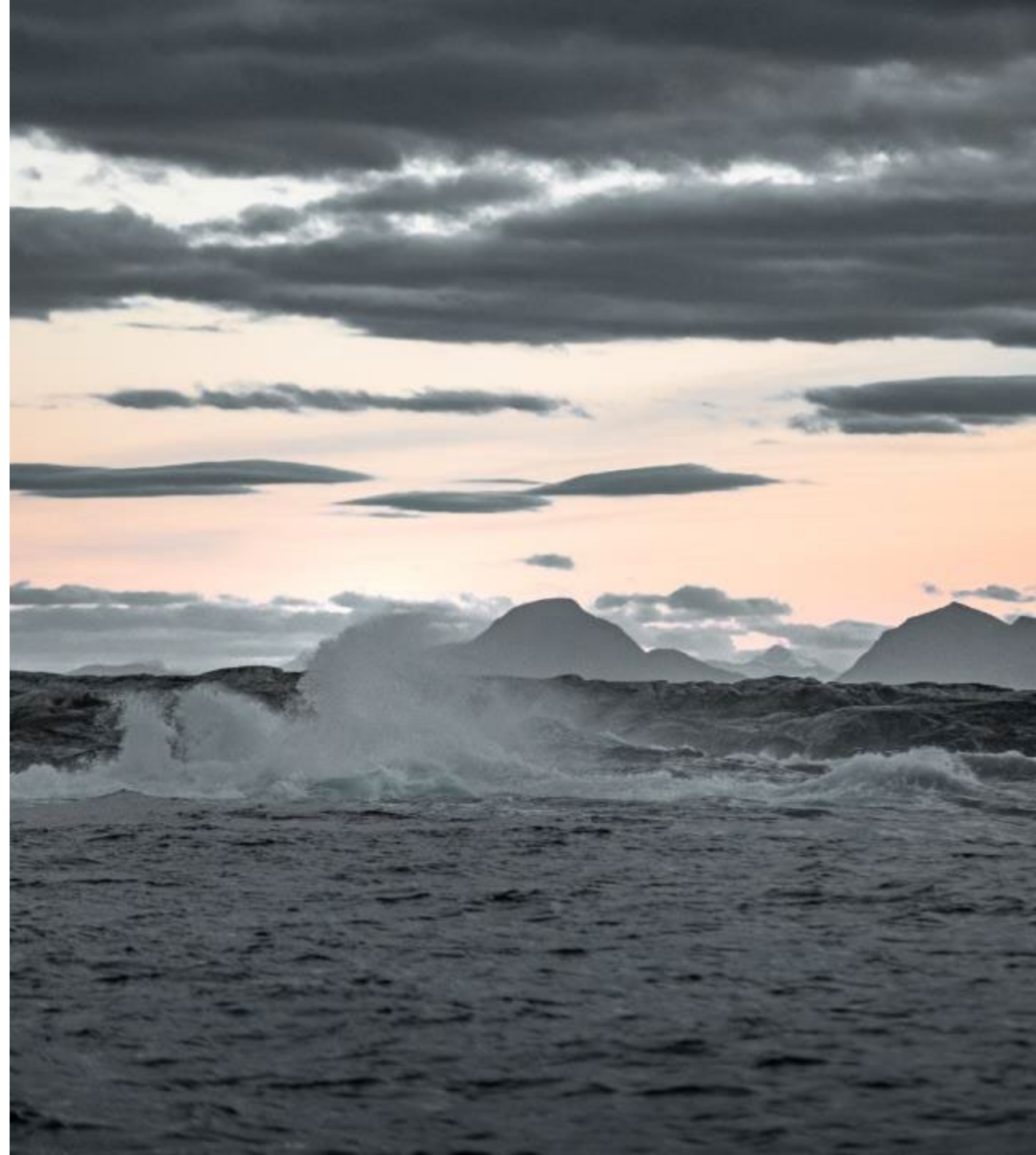
Q1 2022 presentation

Frøya, May 19th, 2022

Asle Rønning, CEO | Gunnar Aftret, CFO

Agenda

- 1 Highlights
- 2 Segment information
- 3 Group financials
- 4 Development projects
- 5 Outlook and Summary



Highlights Q1 - 2022

Financial

- Group turnover MNOK 280 (114)
- Total group operational EBIT MNOK 75 (18)

Segment farming

- Harvested volumes 3,284 tonnes (1,824)
- Operational EBIT per kg;
 - Region Mid NOK 35.0
 - Region West NOK 15.9

Sales and processing

- Operational EBIT/kg 0,0
- 1st quarter with 100% of salmon sales through Pure Norwegian Seafood
- Launch of new standard: Pure Princess

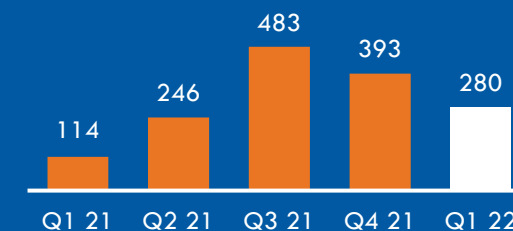
Vartdal Group – Integration

- Transaction Completed – Final adjustment according to SPA
- Integration well off Q1

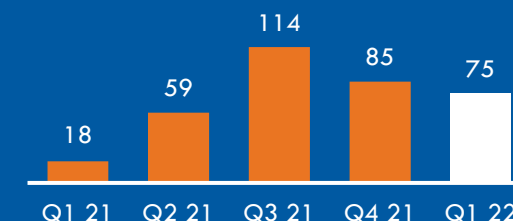


All numbers in brackets are Q1-2021 unless otherwise stated

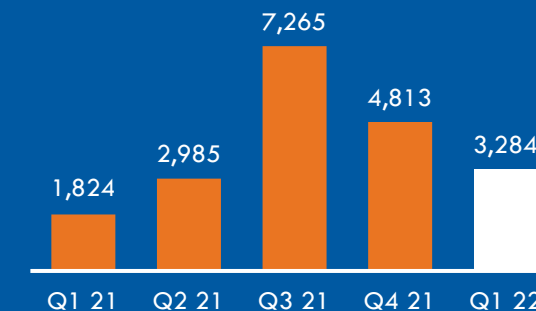
Total Group Revenues (MNOK)



Group Operational EBIT (MNOK)



Harvested Volume (gw)





Segment information

Farming Mid

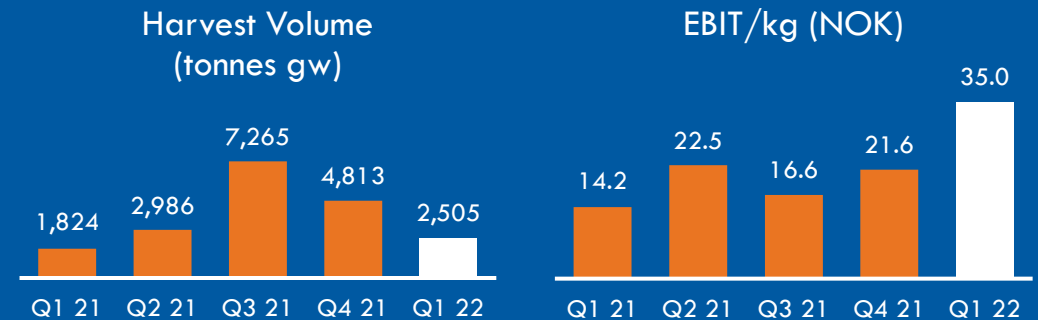
Strong markets and good biological performance

- Harvested volume of 2,505 tonnes gw (1,824)
 - Biomass buildup in quarter due to utilise acquired MAB in Vartdal Group
- Operational EBIT NOK 35.0 pr kg (14.2)
 - High structural costs per kg due to low volumes (service operations)
- Spring 2021 generation accounted for 100% of harvest in Q1
- Spring 2021 first generation planned to fully utilize MAB acquired in fall 2020

Key figures Farming Mid

Numbers in 1 000 NOK

	Q1 2022	Q1 2021	2021
Sales revenue salmon	193,980	102,295	979,203
Operational EBIT	87,740	25,985	318,089
Operational EBIT %	45.2 %	25.4 %	32.5 %
Harvested volume (tonnes HOG)	2,505	1,824	16,888
Operational EBIT per kg salmon	35.0	14.2	18.8



Farming West

Profitable start and great potential going forward

- Harvested volume of 779 tonnes gw
- Operational EBIT NOK 15.9 pr kg
- 2021 generation accounted for all harvest in Q1
 - Significant downgrading due to biological challenges on the standing biomass acquired in December 2021.
 - Biomass compensated in final transaction price.
- Vartdal Group integration on track
 - Operational improvements initiated

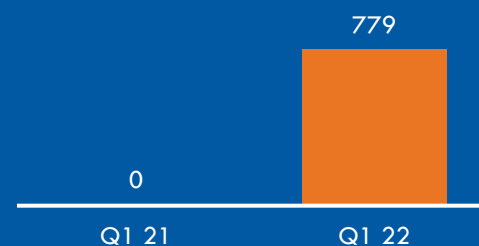
Key figures Farming West

Numbers in 1 000 NOK

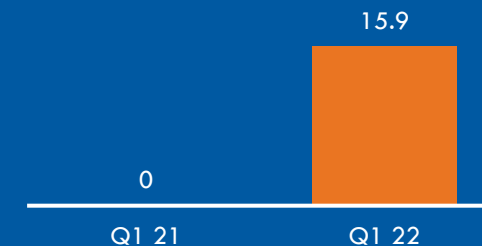
Q1 2022

Sales revenue salmon	50,108
Operational EBIT	11,882
Operational EBIT %	23.7 %
Harvested volume (tonnes HOG)	779
Operational EBIT per kg salmon	15.9

Harvest Volume (tonnes gw)



EBIT/kg (NOK)



* Vartdal Group operations 2021 only included from 1.1.2022

Sales & Processing

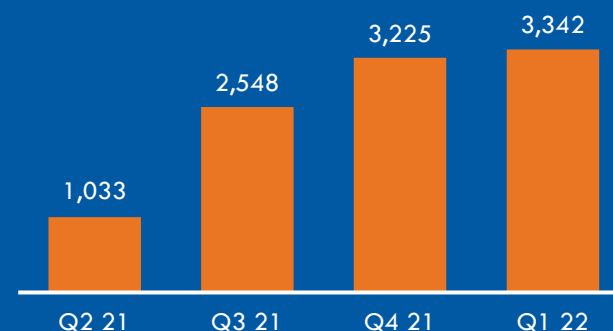
Development of fully integrated value-chain on track

- Segment includes harvesting operations in region West
- Volume 3,342 tonnes (raw material gw)
 - Low volume → High fixed cost per kg
 - 100% sold through Pure Norwegian Seafood
 - Increased volumes harvesting → 2023
- Operational EBIT MNOK -0.2 (0.0/kg)
- The Pure Princess brand launched at Barcelona Seafood Expo in April 2022
- Closed harvest pen in operation in Q3-2022
 - Better logistics, less biological risk, lower costs



Key figures Sales & Processing	Q1 2022	Q1 2021*	2021*
Consolidated numbers in 1 000 NOK			
Sales revenue salmon	255,798	74,960	521,772
Other operating revenues	20,047	5,161	43,323
Sum operating revenues	275,845	80,121	565,095
Operational EBIT	-158	611	12,858
Operational EBIT %	-0.1 %	0.8 %	2.3 %

Sales Volume (tonnes gw)



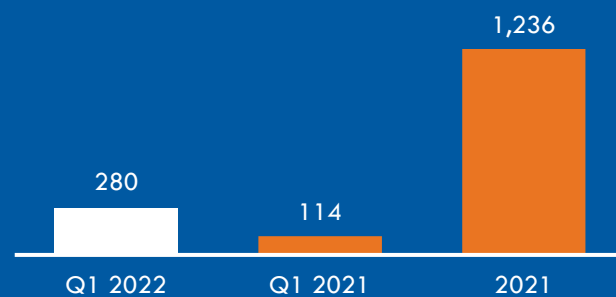
*Q1 2021 and 2021 refer to the result of segment Sales & Processing as if the Group owned a majority of Pure Norwegian Seafood AS in 2020 and Q1 2021.

An aerial, high-angle photograph of a large fishing net, likely a purse seine, deployed in the dark ocean at night. The net is illuminated from above, creating a bright, glowing arc that curves across the lower right portion of the frame. The water's surface is dark and textured with small waves. A solid blue rectangular box is overlaid on the left side of the image, containing the text 'Group financials' in white.

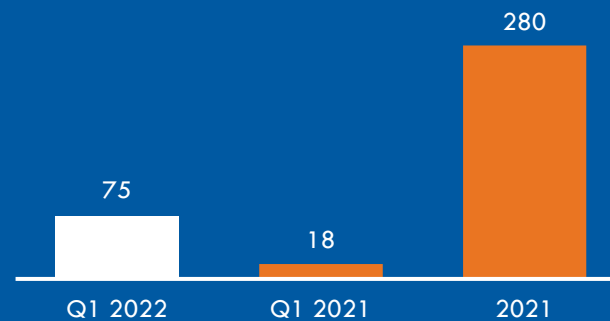
Group financials

Key income statement items

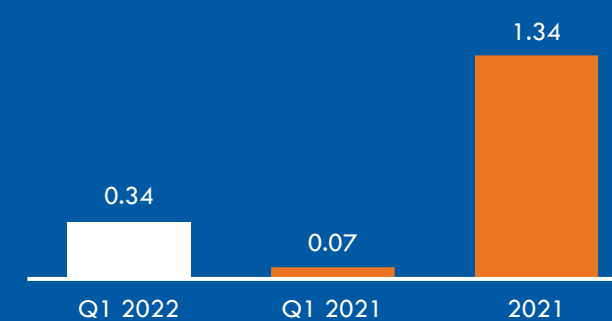
Group operational revenues
(MNOK)



Group operational EBIT
(MNOK)



EPS (earnings/share)
(NOK)



Income statement

- Revenue increased compared to same quarter last year due to higher volumes and significantly higher sales prices. Still revenue potential for normalized Q1 without build-up of biomass
- Group operational EBIT improved to MNOK 75 (18)
- Group operational EBIT per kg of NOK 22.9 (10.1) due to high fixed costs per kg in quarter
- Depreciation related to acquisitions of MNOK 15.3

Key figures Group	Q1 2022	Q1 2021	2021
Consolidated numbers in 1 000 NOK			
Sales revenue salmon	261,665	102,295	1,116,773
Other operating revenues	18,372	11,257	118,781
Sum operating venues	280,037	113,553	1,235,555
Harvested volume (tonnes HOG)	3,284	1,824	16,888
EBITDA	109,580	30,627	348,101
Operational EBIT	75,175	18,472	279,641
EBIT ⁽¹⁾	73,845	17,742	272,886
Profit before tax	52,775	10,027	210,049
Net profit or loss for the period	41,164	7,821	164,299
Operational EBIT - %	26.8 %	16.3 %	22.6 %
Earnings per share (NOK)	0.34	0.07	1.34

⁽¹⁾ Operational EBIT excludes production tax.

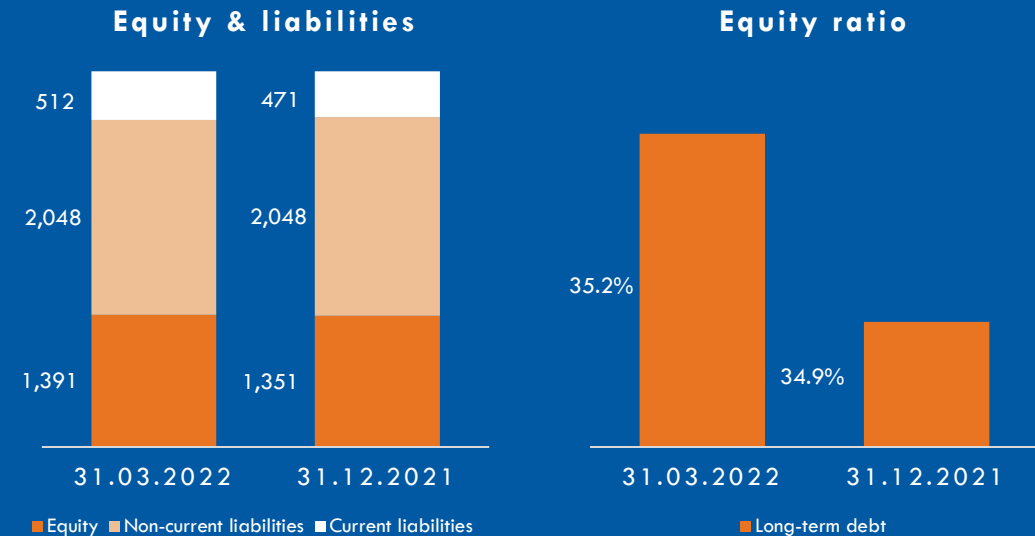
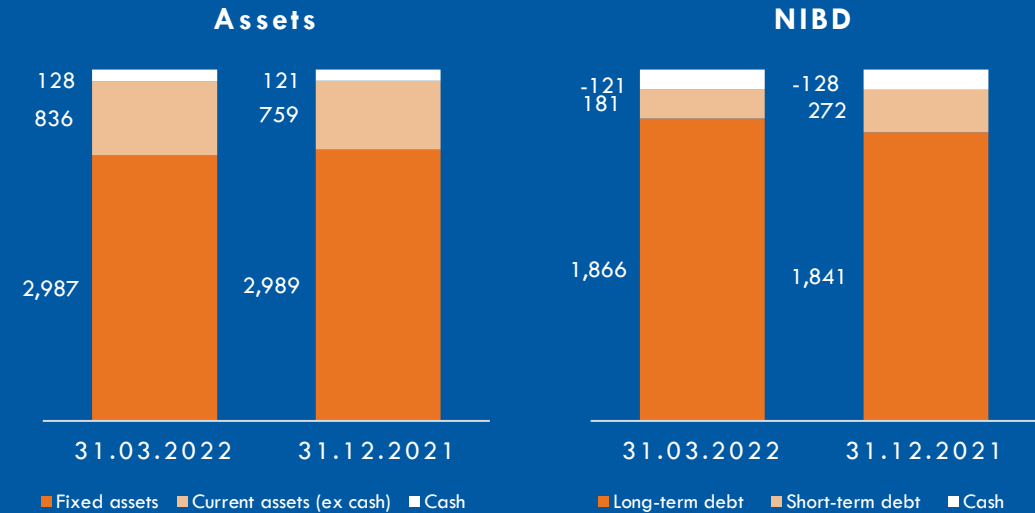
Group balance sheet items

Working capital up both YoY and QoQ

- Increase in biomass both YoY and QoQ
- Receivables and current liabilities decreased QoQ and increased YoY

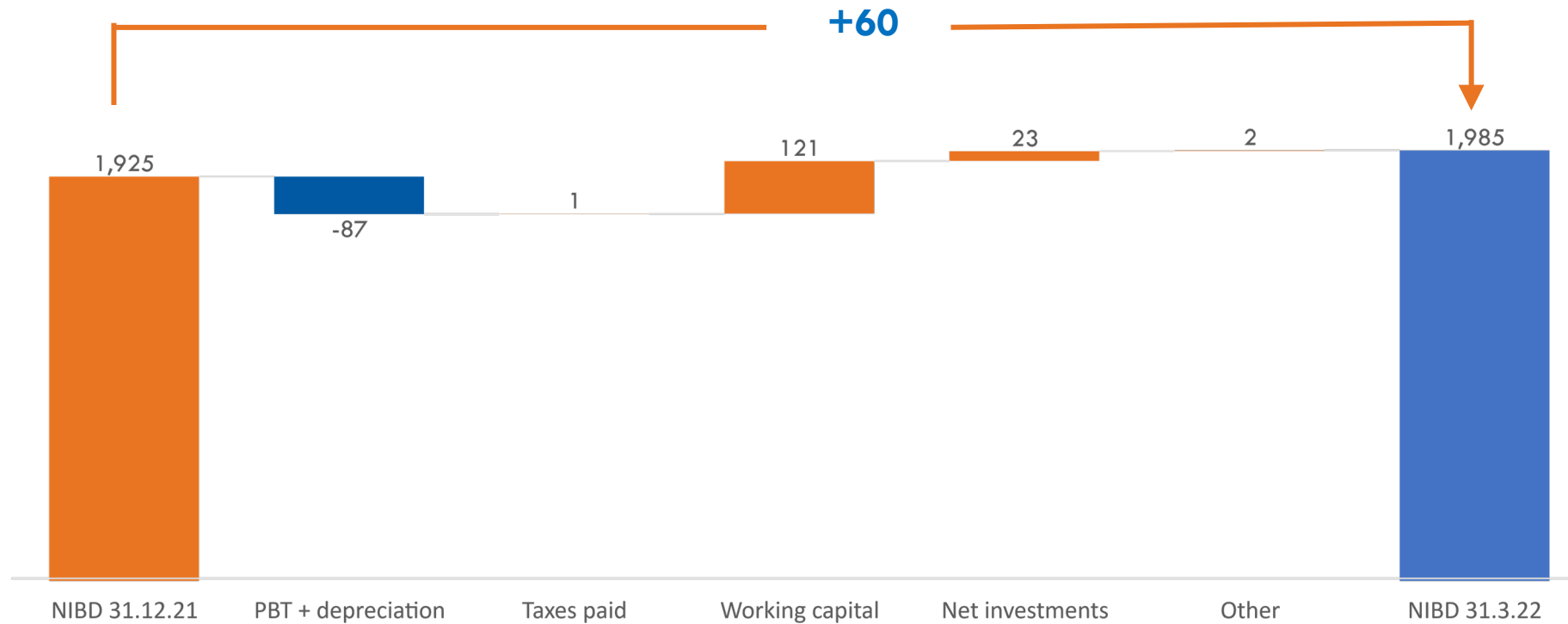
Financial position

- NIBD increased with MNOK 60 to MNOK 1,985
- Liquidity: MNOK 211
- Investments of MNOK 23
- Equity ratio increased from 34.9% to 35.2%



Changes in NIBD

- Increase in working capital mainly caused by biomass build-up
- Net investments of MNOK 23
 - Maintenance investments MNOK 21



Financial updates

Preparations for uplisting process initiated

- IFRS reporting from Q2 2022
- Ready to apply for uplisting to the main list on Oslo stock exchange during Q3 2022
- Uplisting process expected to take 8 – 12 weeks from decision to apply

Dividends

- High prices give strong cash flow
- Board will ask general assembly for authorisation to pay an extraordinary dividend of up to NOK 1.5 per share
- Valid until the ordinary general meeting in 2023





Development projects

Strategic Investment Vartdal Group (VG) – Background

Target

- Add 6,900 tons (gw) to Måsøval and establish a run-rate production in segment West of 9,800 tons

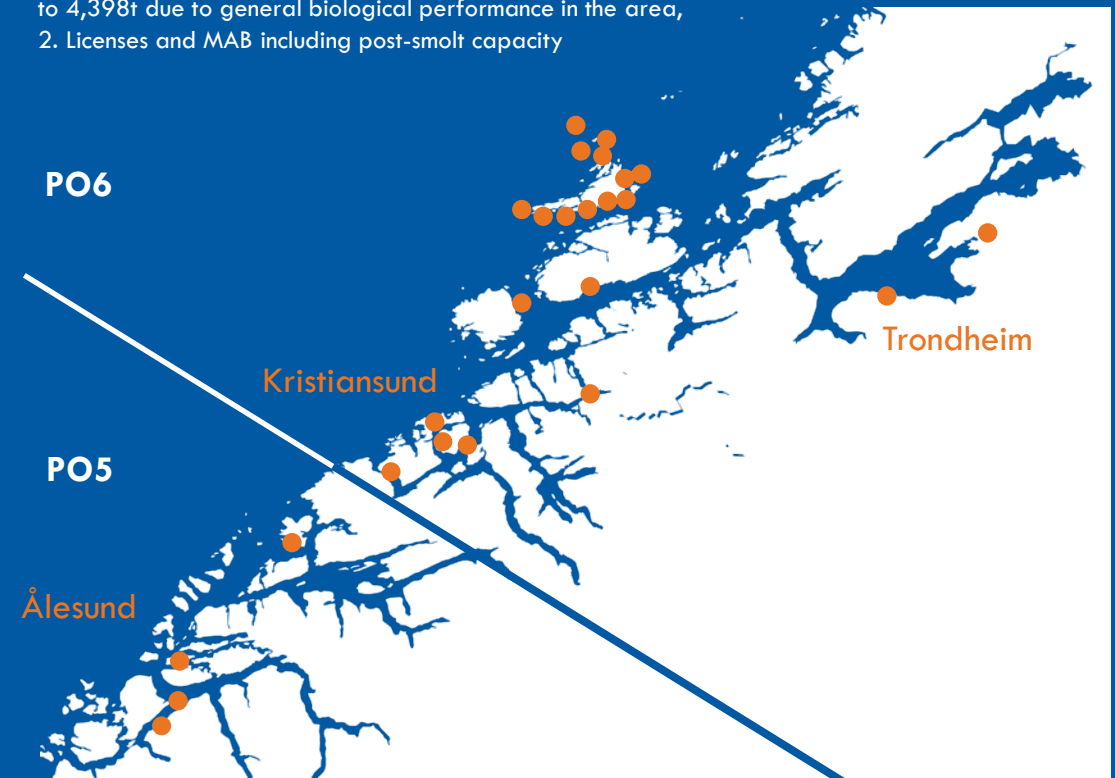
Key action to succeed with 9 800

- Utilization of VG Post-smolt capacities
- Implement VG operations in Måsøval AS to utilise smolt capacity, sites and MAB
- Support operations with Måsøval's resources both on land and at sea

Robust production unit area 6

	Licenses	MAB ²	Harvest cap.	Smolt & post-smolt facilities
Måsøval as is	2.0	1,560 t	2,900 t HOG	-
Sales revenue salmon	4.8 ¹	3,790 t	6,900 t HOG	2 units
Sum operating venues	6.8	5,350 t	9,800 t HOG	2 units

¹ 4,680t of sea-based MAB (3,120t from Vartdal Gruppen and 1,560t from Måsøval as-is), downwards adjusted by 6% to 4,398t due to general biological performance in the area,
². Licenses and MAB including post-smolt capacity



Vartdal Group Update Q1 22

Transaction completed with seller Q1

- Adjustment MNOK 23 based on SPA
- Enterprise Value MNOK 23 below expectations
 - Final EV: MNOK 1,498
 - EV estimate: MNOK 1,521

Action Plan to achieve 9,800 tonnes yearly harvest Farming West

- Structured approach to integrate and streamline VG operations
- Comprehensive action plan including more than 60 actions, where > 70% already completed within 120 days of closing
- Mainly focusing on fish health, feeding and onboarding organization to Måsøval standards and procedures for operations.

Operational achievements

- Sea operations → Biological performance starting to improve
- First 830 grams post-smolt successfully released Q1 – Site Orholmen



Postsmolt project – Skjelvika Frøya

Originally planned project

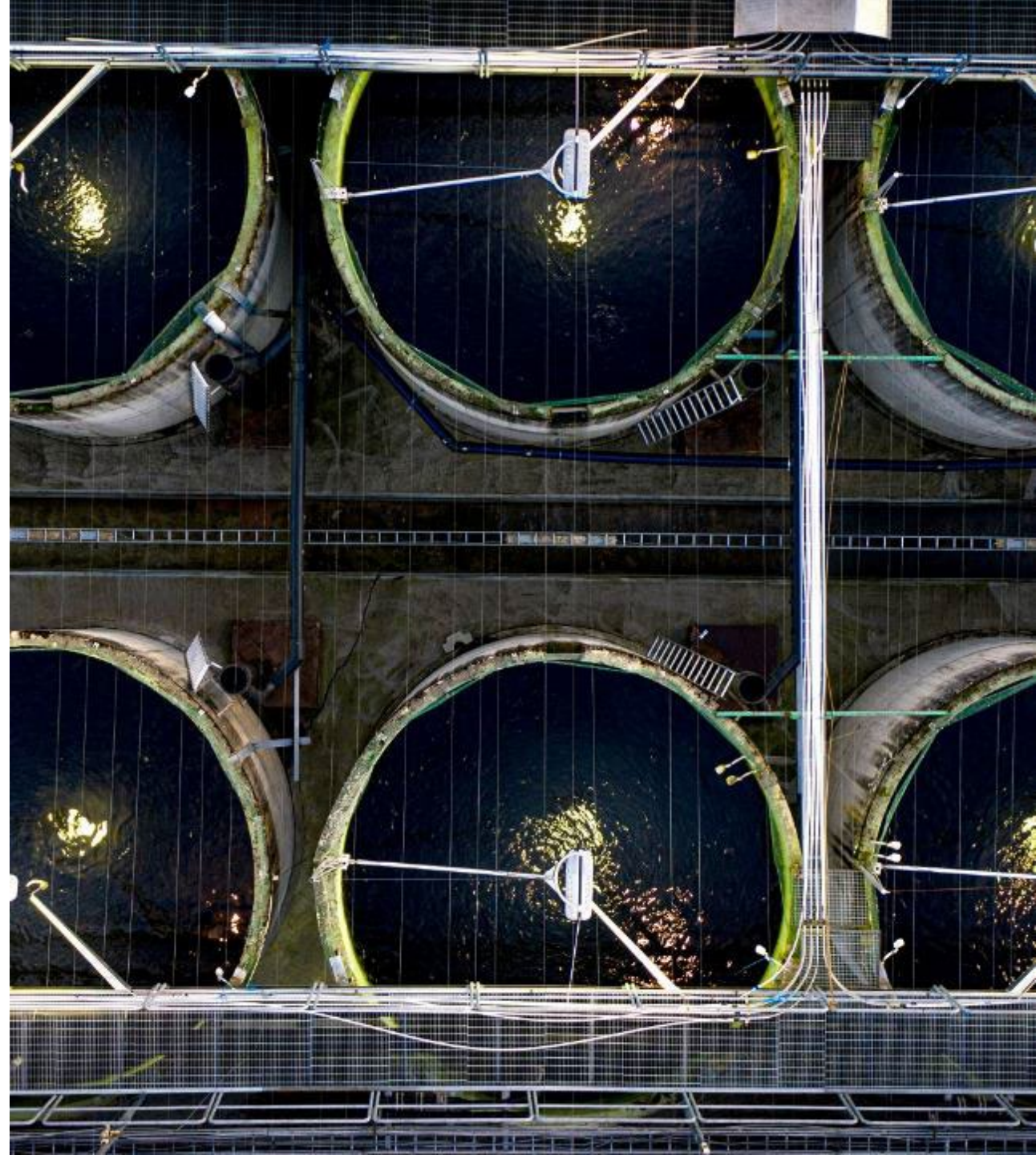
- Yearly production 2 mill. postsmolt with avg. weight 500 grams
- First release 2023
- Capex MNOK 70

Planning concluded

- Capex will be significantly higher than expected

Decision

- Project will not be started in 2022
- Postsmolt in Segemnt Mid will nevertheless be further investigated.
 - Investigate multiple geographic alternatives
 - Long term and broader perspective



Aqua Semi update

Engineering will be completed in Q2 2022

- MSA (Main Scantling Approval) expected to be completed in Q2 2022

Milestones

- Application for licences completed 2017
- 4 development licences (3,120 MAB) granted 2019
- 2019 – 2022: Design/project planning
- 2022 – 2023(4): Construction
- 2024: First possible release of smolt (generation 1)

Final investment decision will be based on profitability assessment after completion of engineering and updated capex figures



Financing of project to be concluded with final investment decision.

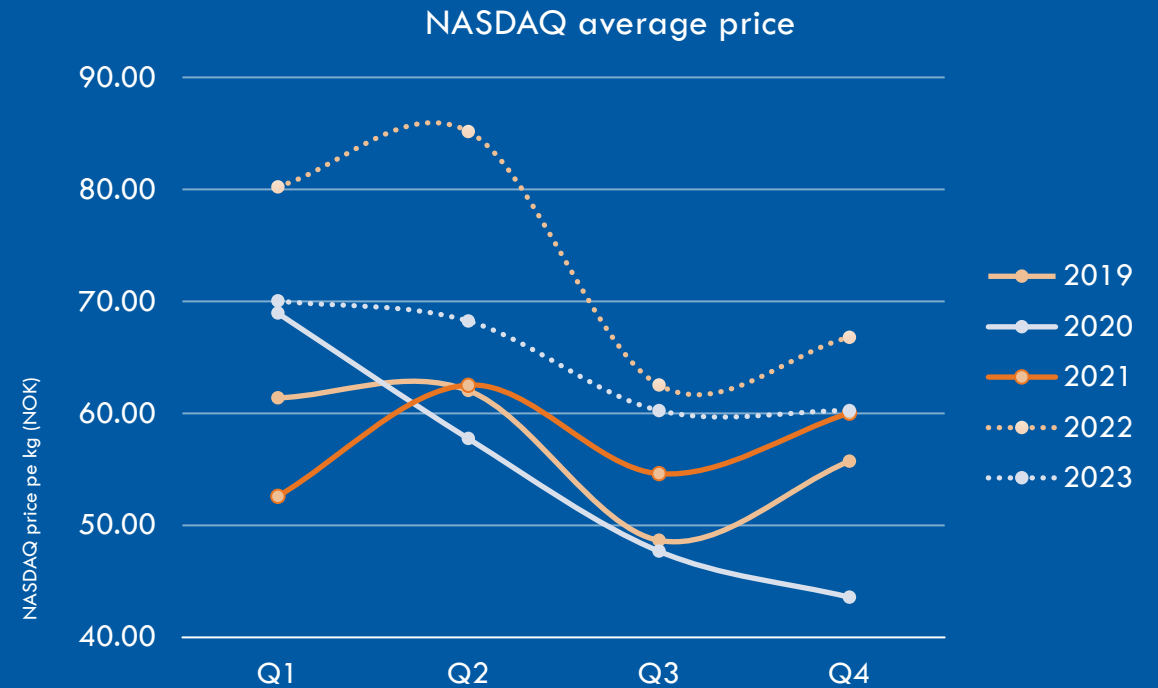




Outlook and summary

Market outlook

- Industry analysts forecast no or slightly negative growth in global supply in 2022
- Salmon prices are expected to remain strong in 2022 but lower in H2 compared to H1
- Very strong prices in Q1 and in Q2 2022



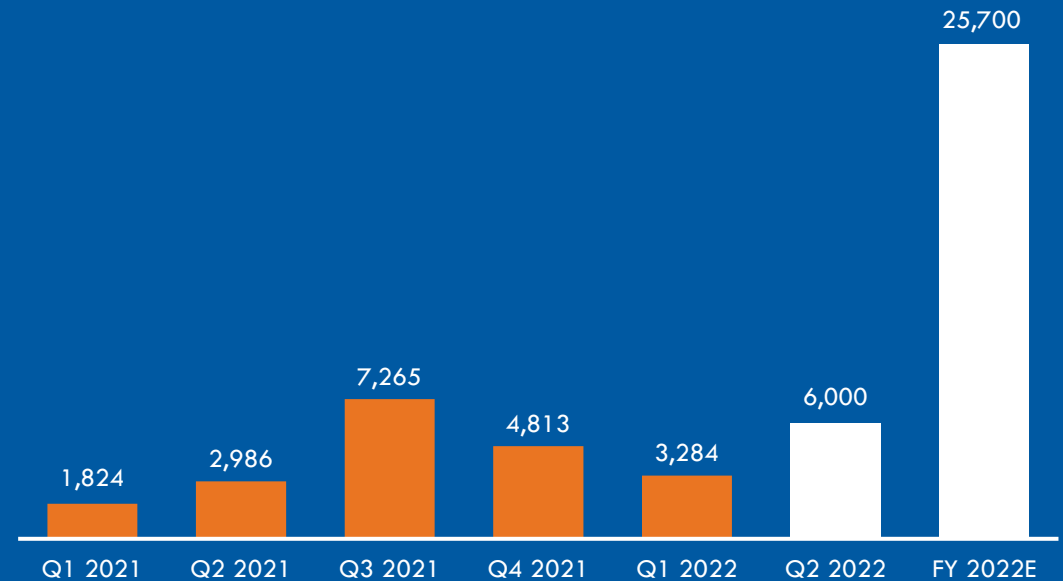
* Fishpool Forward Price 05.04.2022

Segment Farming – Outlook

- Q2 2022 6,000 tonnes
- 2022 25,700 tonnes
- Måsøval has less than 5% committed sales on fixed price contracts in Q2 and the remainder of 2022

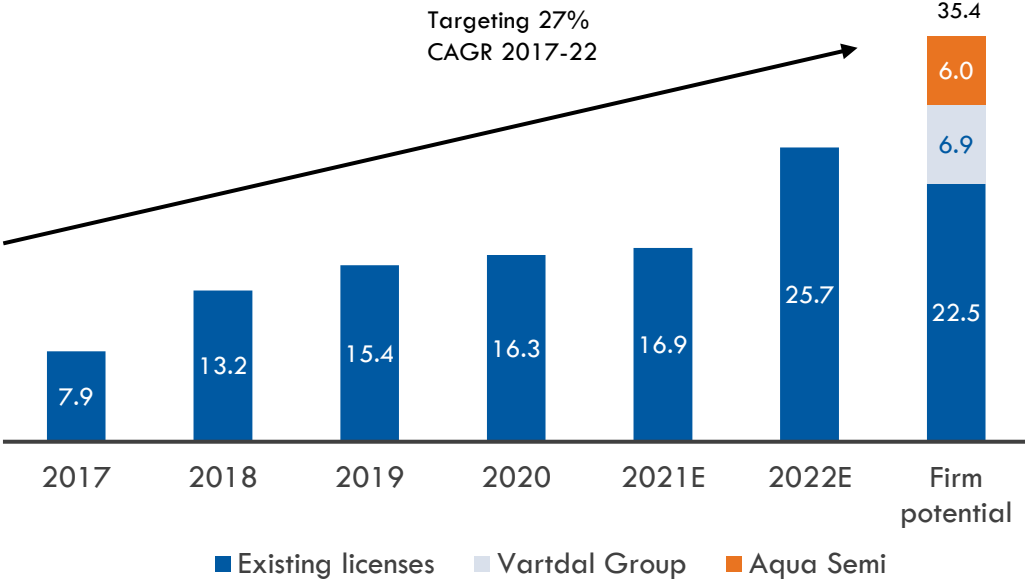


Harvest volume (tonnes gw)



Growth potential

Harvest volumes (in thousand tonnes gw)




Summary

- **Segment Farming**
 - Harvested Volumes 3 284
 - MID EBIT/kg 35,0 – Continued Strong performance
 - West EBIT/kg 15,9 – Profitable with potential
- **Sales & Processing**
 - 100% Sales internally and Launch of Pure Princess
 - EBIT/kg 0,- Q1 2022
- **Vartdal Group**
 - Integration process off to a good start
- **IFRS from Q2**
 - Ready for uplisting application in Q3 2022
- **Outlook**
 - Q2 6,000 tonnes
 - 2022 25,700 tonnes
 - < 5% spot price exposure Q2 and forward





Made by nature

Pioneered by  Måsøval