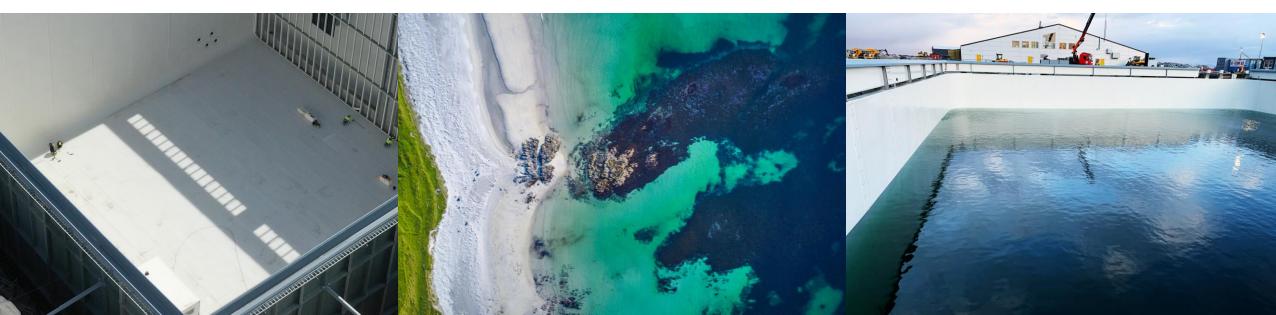


Q3 2021

Status and progress

3 December 2021





# Q3 Presentation 2021



Martin Rasmussen CEO



Bjarne Martinsen CFO

# Agenda

- Quarterly highlights and subsequent events
- Operational update
- Other relevant topics
- Key financial figures
- Summary and outlook



### ANDFJORD SALMON AT A GLANCE

#### FOUNDED: 2014 - LOCATION: ANDØYA, NORWAY - EURONEXT GROWTH: ANDF



#### 

Uses a closed flow-through system, which combines the benefits of both traditional and land based aquaculture while solving a number of traditional farming issues.



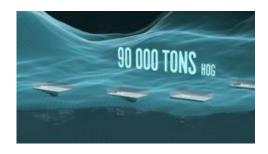
#### **₹** FIRST LOCATION

Andfjord Salmon™ has been granted a licence for 10 000 tonnes MAB with potential production volume of 19 000 tonnes HOG at Kvalnes, Andøya.



#### **♥** GULF STREAM

Strategically located at Andøya – with unique access to oxygen-rich seawater at stable temperatures. The unit is situated at a depth of 30 to 160 metres, depending on the season.



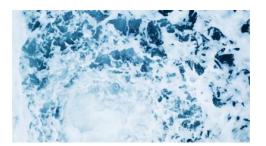
#### ✓ ~90,000 TONNES IN TOTAL

Andfjord Salmon has acquired three locations, with a clear roadmap towards achieving a total capacity of ~90,000 tonnes (HOG).



#### **LOW ENERGY FACILITIES**

No need to lift the water above sea surface. No need to heat or cool the sea water or other costly operations.



#### **₹** FISH FRIENDLY & SUSTAINABLE

Andfjord Salmon™ aims to build the world's most fish-friendly and environmentally friendly facility for salmon, with the lowest possible energy consumption and cost.



### EXPANSION POTENTIAL TO A TOTAL CAPACITY OF ~90.000t (HOG)

Indicative\*)



- O Andfjord Salmon has secured, by purchase or purchase options, land on Andøya enabling an expansion of a total annual production volumes to ~90.000t (HOG)
- O The Company has secured the licence for Kvalnes I and has already started the licensing process for the expansion
- O The Company has support from local authorities for its planned project and expansion plans



<sup>\*)</sup> Management base case assuming WFE/MAB=2.25 and HOG/WFE=0.84. 19 kt = 19 000t HOG based on existing licence of MAB 10 000t on the regulated production area of Kvalnes I.

### **AGENDA**



QUARTERLY HIGHLIGHTS AND SUBSEQUENT EVENTS



OPERATIONAL UPDATE



OTHER RELEVANT TOPICS



KEY FINANCIALS



SUMMARY AND OUTLOOK

### HIGHLIGHTS Q3 AND SUBSEQUENT EVENTS

## **EXCAVATION KVALNES PHASE 2**

Prepared area for further excavation: trial blasting, core sampling, etc.



#### PROJECT DIRECTOR

Andfjord Salmon appoints Jostein Nilssen as its Project Director.

## INLET PIPELINE COMPLETE

Outer section of water inlet pipeline successfully installed

#### **FINANCING SECURED**

NOK 50 mill. unsecured shareholder loan granted, at 3% p.a. interest rate and 2 years unsecured term. No covenants.

# POOL COMPLETION WORK

Successful installation of automation and electrical work for water measurement systems, power switches and final section of water intake filter



## POOL TESTING AS PLANNED

Successful testing of pool functions with seawater, equipment and components such as power adapters, sensors and filtration system for discharge water

### UPDATE ZONING PLAN FOR FISKENES / BREIVIK



25,000
HOG IN TOTAL POTENTIAL PRODUCTION VOLUME



# **FISKENES**

69 DEGREES NORTH, ANDØYA, VESTERÅLEN 25,000

HOG IN TOTAL POTENTIAL PRODUCTION VOLUME

- Process managed by Andøy municipal council
- o Zoning plan approved by the municipal executive commitee ("Formannskapet") in March 2021
- Public hearing for zoning plan proposal conducted in Q2 2021
- Awaiting final decision from Andøy municipal council

### AGENDA



QUARTERLY HIGHLIGHTS AND SUBSEQUENT EVENTS



OPERATIONAL UPDATE



OTHER RELEVANT TOPICS

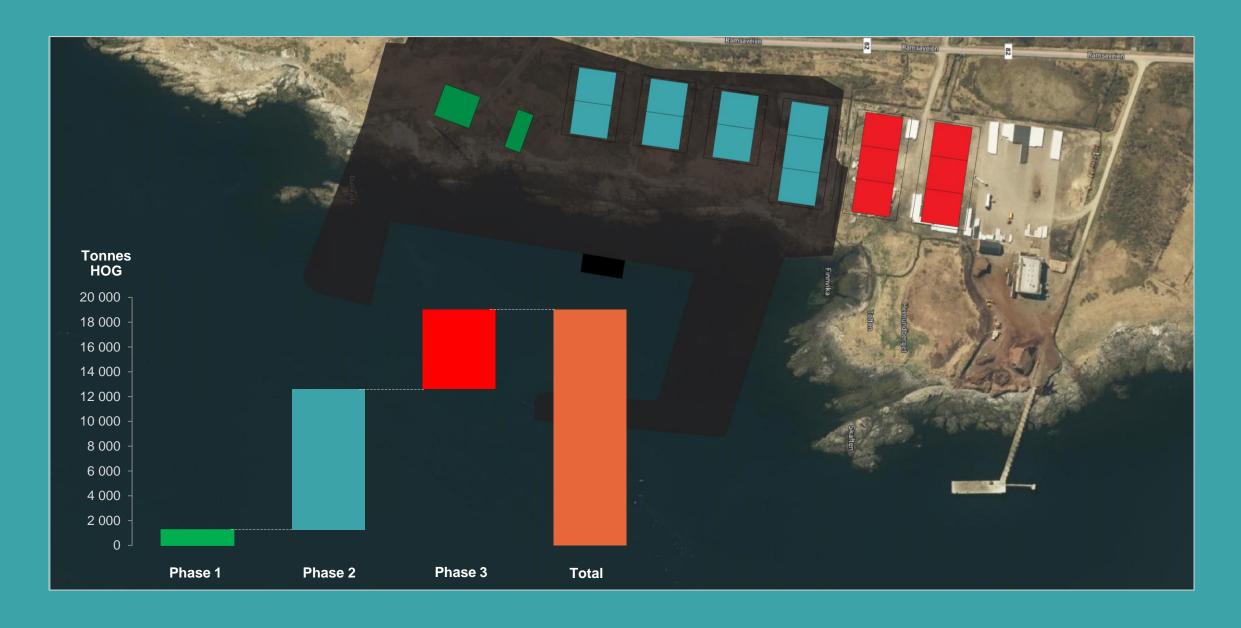


KEY FINANCIALS



SUMMARY AND OUTLOOK

### MAXIMISING LONG-TERM EARNINGS POTENTIAL AT KVALNES



### SOLID PROGRESS - KVALNES AREA DEVELOPMENT (PHASE 2)



#### **STATUS KVALNES PHASE 2:**

- Excavation and blasting work progressing according to plan
- Prepared area for further excavation during Q3, including trial blasting, core sampling, etc.

#### **BENEFITS OF FAST-TRACKING KVALNES PHASE 2:**

- Reduces expansion risk
- Saves expenses on de-mobilization and mobilization of machinery
- Reduces biological risk for fish in Kvalnes Phase 1
- Eliminates risk that fish suffer stress from noise and vibration from nearby construction work

# STATUS FIRST KVALNES POOL (PHASE 1) – PROGRESSING AS PLANNED: POOL FUNCTIONALITY TESTS COMPLETED



#### **COMPLETED / ONGOING ACTIVITIES:**

- Pool completion activities: water measurement systems, installation of power switches and final section of water intake filter
- Step-by-step: Water filled to maximum level
- Testing of pool functions
- Testing of power adapters, sensors and filtration system for discharge water

#### **NEXT STEPS:**

- Test of pool operations and water flow
- Verification of laminar water flow

### POOL TESTING AND RUNNING PROCEDURES





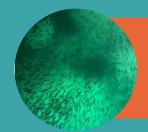
Q4. Testing of pool function, various equipment and components and water flow



Q1. Operational pool training / preparations



Q4 – Q1. Verification of laminar flow



Q2. First smolt to be released in pool

### **AGENDA**



QUARTERLY HIGHLIGHTS AND SUBSEQUENT EVENTS



OPERATIONAL UPDATE



OTHER RELEVANT TOPICS



KEY FINANCIALS

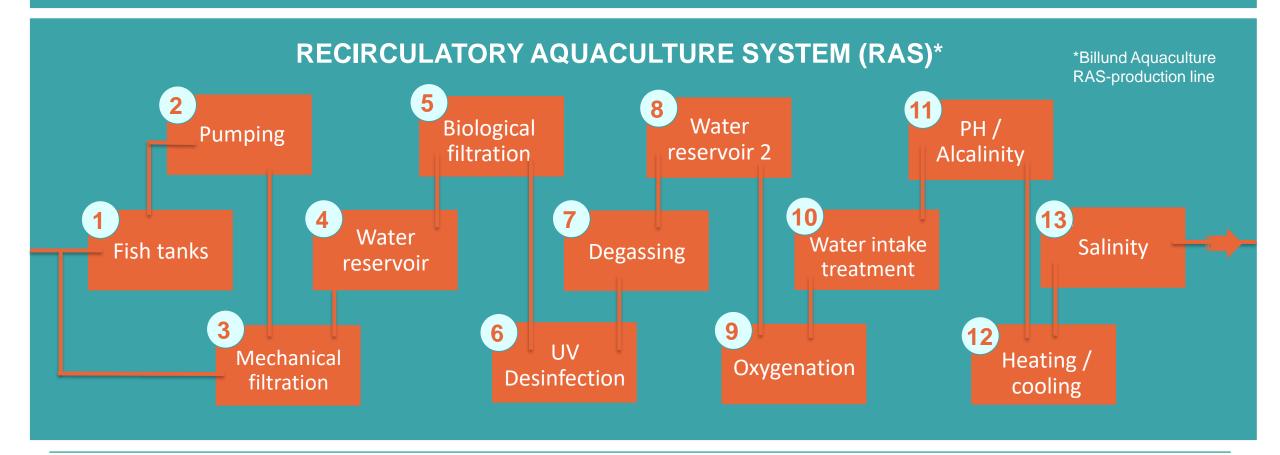


SUMMARY AND OUTLOOK

#### FLOW-THROUGH TECHNOLOGY

Non complex technology







#### **TECHNOLOGY SUMMARY – THE BEST OF TWO WORLDS**

The benefits of Andfjord Salmon's solutions and technology are filling in the gaps in alternative salmon farming methods.

| SUBJECT                             | RAS | OCEAN | ANDFJORD | THE ANDFJORD SALMON™ TECHNOLOGY  |
|-------------------------------------|-----|-------|----------|--|
| Low energy usage                    |     |       | Q.       | No need to lift the water above sea surface  |
| Sensory quality                     |     |       | 9        | Geosmin occur in biofilters. Most common in RAS-technology. Low risk of geosmin or bad taste in a flow-through facility.     |
| No problems with sea lice and algae |     |       | Q.       | The water is collected below the sea level where lice and algae live.  |
| Crystal clear water                 |     |       | Q.       | The Andfjord Salmon method provides the salmon with crystal clear oxygen-rich natural Arctic sea water.                      |
| No risk of escape                   |     |       | Q.       | Salmon cannot escape and interfere with wild salmon.   |
| Laminar current                     |     |       | Q.       | A unique technology provides the facility with great benefits, creating a natural ocean flow.                                |
| Collecting bio waste                |     |       | Q.       | Biowaste is collected and recycled as fertilizer products, which has commercial value.                                       |
| Naturally tempered water            |     |       | Q        | High quality, oxygen-rich water. Perfectly tempered for salmon, with 7° C (in winter) and not higher than 12° C (in summer). |
| Low risk of contagious diseases     |     |       | Q.       | Natural defence against contagious diseases, due to deep water intake.   |

# HIGH ELECTRICITY PRICES IMPROVE ANDFJORD SALMON'S COMPETITIVE POSITION VS OTHER LAND-BASED FACILITIES



Andfjord Salmon flow-through system with laminar water flow

- Minimal energy consumption from lifting water:
   Pools are below ocean surface
- Minimal energy consumption on filtering water:
   Utilising nature's own seawater
- Zero energy consumption from heating the water: The world's largest hot water tank in the adjacent Andfjord

 $\mathscr{A}$ andfjord $^{ iny}$ 

### **AGENDA**



QUARTERLY HIGHLIGHTS AND SUBSEQUENT EVENTS



OPERATIONAL UPDATE



OTHER RELEVANT TOPICS



KEY FINANCIALS



SUMMARY AND OUTLOOK

#### INCOME STATEMENT

#### Andfjord Salmon AS

All amounts in NOK

|   | Q3 2021<br>1.7 – 30.9<br>Unaudited | Q3 2020<br>1.7 – 30.9<br>Unaudited | YTD 2021<br>1.1 – 30.9<br>Unaudited | YTD 2020<br>1.1 – 30.9<br>Unaudited | 2020<br>1.1 – 31.12 |
|---|------------------------------------|------------------------------------|-------------------------------------|-------------------------------------|---------------------|
| Operating income and expenses                           |                                    |                                    |                                     |                                     |                     |
| Other income  | 0                                  | 0                                  | 0                                   | 0                                   | 180 863             |
| Total operating income                                  | 0                                  | 0                                  | 0                                   | 0                                   | 180 863             |
| Salary and personnel expenses  Depreciation of tangible | 3 859 588                          | 2 138 767                          | 11 553 543                          | 6 593 751                           | 10 342 618          |
| and intangible fixed assets                             | 373 163                            | 83 554                             | 618 485                             | 241 889                             | 370 704             |
| Other operating expenses                                | 7 167 926                          | 1 982 523                          | 13 342 388                          | 5 698 959                           | 9 085 586           |
| Total operating expenses                                | 11 400 677                         | 4 204 844                          | 25 514 416                          | 12 534 599                          | 19 798 909          |
| Operating profit/loss                                   | -11 400 677                        | -4 204 844                         | -25 514 416                         | -12 534 599                         | -19 618 046         |
| Financial income and expenses                           |                                    |                                    |                                     |                                     |                     |
| Other financial income                                  | 17 259                             | 169 461                            | 202 065                             | 631 009                             | 838 273             |
| Other financial expenses                                | 271 230                            | 1 353                              | 559 355                             | 409 167                             | 409 703             |
| Net financial income/expenses                           | -253 971                           | 168 108                            | -357 291                            | 221 842                             | 428 570             |
| Profit/loss before tax                                  | -11 654 648                        | -4 036 736                         | -25 871 707                         | -12 312 757                         | -19 189 476         |
| Net profit/loss for the period                          | -11 654 648                        | -4 036 736                         | -25 871 707                         | -12 312 757                         | -19 189 476         |



#### BALANCE SHEET

#### **Andfjord Salmon AS**

| AΠ | amounts | in | NOK |
|----|---------|----|-----|
|    |         |    |     |

| Assets                            | 30.09.2021<br>Unaudited | 31.12.2020  | 30.09.2020<br>Unaudited |
|-----------------------------------|-------------------------|-------------|-------------------------|
| Total intangible assets           | 1 601 061               | 1 219 832   | 1 114 832               |
| Total property, plant & equipment | 371 916 469             | 223 841 555 | 158 386 409             |
| Total long-term fixed assets      | 132 825                 | 159 390     | 168 245                 |
| Total fixed assets                | 373 650 355             | 225 220 777 | 159 669 486             |
| Total receivables                 | 15 211 244              | 17 609 321  | 12 234 178              |
| Cash and deposits                 | 36 425 608              | 148 846 067 | 126 786 786             |
| Total current assets              | 51 636 852              | 166 455 388 | 139 020 964             |
| Total assets                      | 425 287 207             | 391 676 165 | 298 690 450             |

Figures do not include a NOK 20 million undrawn credit facility with Sparebank 1 Nord Norge and a NOK 25 million undrawn shareholder loan. In addition NOK 11 million in grants, not included, from Innovation Norway (NOK 10 million) and Samskap (NOK 1 million).



#### BALANCE SHEET

#### Andfjord Salmon AS

| II amounts | in | NOK |
|------------|----|-----|
|------------|----|-----|

| All amounts in NOK                    |                         |             |                         |
|---------------------------------------|-------------------------|-------------|-------------------------|
| Equity and liabilities                | 30.09.2021<br>Unaudited | 31.12.2020  | 30.09.2020<br>Unaudited |
| Total equity                          | 331 059 671             | 354 137 205 | 278 868 822             |
| Liabilities                           |                         |             |                         |
| Non-current liabilities               |                         |             |                         |
| Liabilities to financial institutions | 35 124 521              | 0           | 0                       |
| Other non-current liabilities         | 29 126 405              | 4 078 176   | 0                       |
| Total non-current liabilities         | 64 250 926              | 4 078 176   | 0                       |
| Current liabilities                   |                         |             |                         |
| Trade payables                        | 28 360 328              | 29 788 856  | 18 949 962              |
| Current tax liabilities               | 500 649                 | 723 106     | 352 146                 |
| Other current liabilities             | 1 115 633               | 2 948 823   | 519 520                 |
| Total current liabilities             | 29 976 610              | 33 460 785  | 19 821 628              |
| Total liabilities                     | 94 227 536              | 37 538 961  | 19 821 628              |



#### CASH FLOW STATEMENT

#### Andfjord Salmon AS

All amounts in NOK

|  | Q3 2021     | Q3 2020     | YTD 2021     | YTD 2020     | 2020         |
|--|-------------|-------------|--------------|--------------|--------------|
|  | 1.7 - 30.9  | 1.7 - 30.9  | 1.1 – 30.9   | 1.1 – 30.9   | 1.1 – 31.12  |
|  | Unaudited   | Unaudited   | Unaudited    | Unaudited    |              |
|  |             |             |              |              |              |
| Net cash flow from operating activities  | -13 508 210 | -14 462 506 | -26 645 754  | -4 544 650   | -6 174 684   |
| Net cash flow from investing activities  | -42 052 413 | -34 089 172 | -148 693 400 | -103 770 296 | -165 276 082 |
| not out non non monard utilities         | 12 002 110  | 0.0002      | 110 000 100  | 100 110 200  | 100 21 0 002 |
| Net cash flow from financing acitivities | 30 124 521  | 0           | 62 918 694   | 141 321 395  | 226 516 497  |
| Net change in cash and cash equivalents  | -25 436 101 | -48 551 678 | -112 420 460 | 33 006 449   | 55 065 731   |



### **AGENDA**



QUARTERLY HIGHLIGHTS AND SUBSEQUENT EVENTS



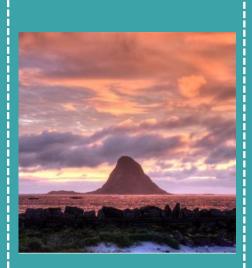
OPERATIONAL UPDATE



OTHER RELEVANT TOPICS



KEY FINANCIALS



SUMMARY AND OUTLOOK

### SUMMARY

#### FIRST POOL:



Successful testing of pool functions

#### LAMINAR FLOW:



Verification of laminar flow.

#### FIRST SMOLT:



First smolt to be released in Q2 2022.

### VALUE CREATION:



 Underlines continuous efforts to maximise long term value creation for shareholders.

# CONCLUSION: TEST RESULTS HAVE BEEN SUCCESSFUL, ANDFJORD SALMON IS ON TRACK WITH ITS FIRST FLOW-THROUGH POOL.



Q & A







#### **Contact us:**

Andfjord Salmon / Kvalnes, Andøya, Norway www.andfjordsalmon.com, post@andfjord.no