

# **Q1 2022 PRESENTATION**



24 May 2022

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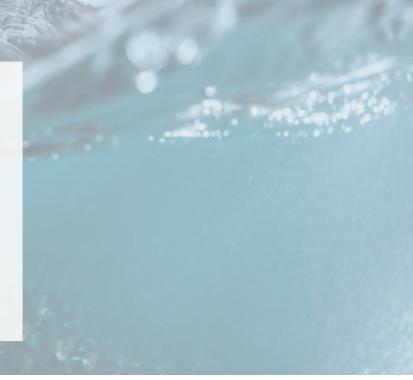
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#### • Highlights

- Extending the ocean potential™
- Operations
- Financials
- Summary and outlook
- Appendices





# Q1 2022 HIGHLIGHTS

#### Q1 2022

- First fish tanks and related technical installations at Indre Harøy completed and put into operation
- First smolt batch released at Indre Harøy late March as per original timeline next smolt release planned in Q2 2022
- Batch 1 performing in line with expectations stable farm conditions with strong initial feed numbers and low mortality – average weight of ~725 grams as of 21 May
- Phase 1 construction continuing according to plan phase 1 capex estimate unchanged
- Initiated phase 2 preparations at Indre Harøy signed Heads of Terms with Artec Aqua for phase 2 build-out
- Available liquidity of NOK 1,056 million per 31 March 2022 including committed undrawn credit facilities and adjusted for April 2022 private placement

#### Post quarter events

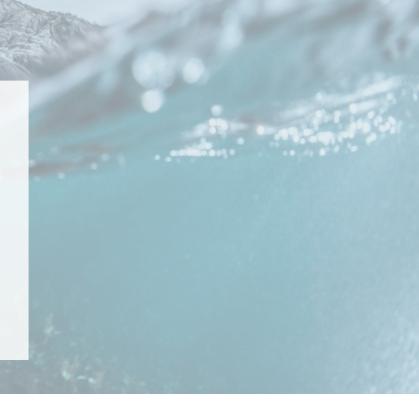
• Completed NOK 300 million private placement to partly fund planned Indre Harøy phase 2 build out and smolt facility expansion



Smolt release Indre Harøy, March 2022



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# SALMON EVOLUTION AT A GLANCE

Total grow-out capacity

#### Company overview

Established in 2017

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- Based in Hustadvika, strategically located on the west coast of Norway
- Listed on main list at Oslo Stock Exchange in 2021
- Successfully raised NOK ~2.5bn in equity and debt
- Highly competent management, all with >15 years of relevant experience
- 47 FTEs across Management & Administration, Operations, Projects, Technology and Sales & Marketing
- First mover with Hybrid flow-through system (HFS) setting Salmon Evolution apart from other land-based salmon farming players

#### Operational value chain



✔ Securing key inputs through strategic partnerships with world-leading suppliers

#### Salmon farming facilities



≈70

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# SALMON EVOLUTION IS AIMING TO BE THE GLOBAL LEADER IN LAND-BASED SALMON FARMING

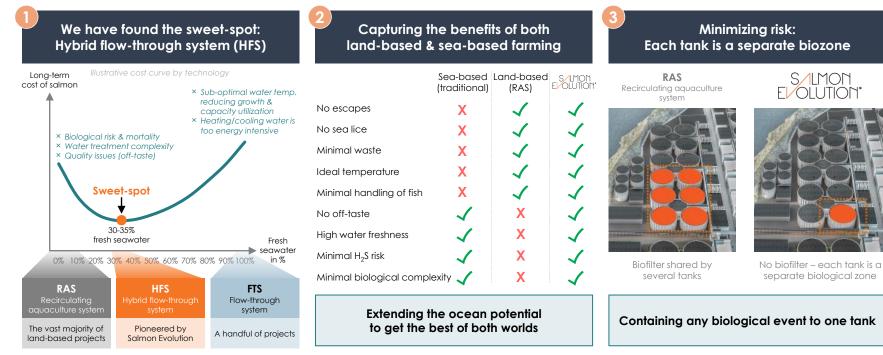
Salmon Evolution in a nutshell





# BIOLOGY IS OUR NUMBER ONE PRIORITY

Key drivers of technology choice

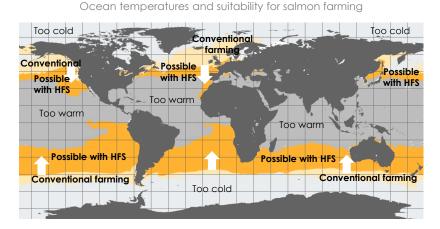




# INTERNATIONAL EXPANSION ENABLED BY OUR COMPETENCE AND TRACK RECORD

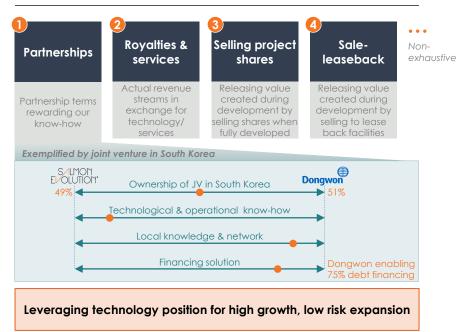
#### Global opportunities enabled by HFS technology

Scalable and capital light expansion models enabled by technological & operational know-how



Taking water from different depths mitigates geographical limitations

#### An ocean of opportunities to farm salmon closer to consumers





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# FIRST SMOLT RELEASED IN MARCH 2022 AS PLANNED – STRONG OPERATING PERFORMANCE

- First ~100,000 smolt with avg. weight of ~300 gram released in March
- Stable conditions and water quality with minimal mortality and gradual ramp up of feeding along with tuning of systems and equipment
- Average weight of ~725 grams as per 21 May, reflecting strong performance, confirming production plan assumptions and indicating upside potential
- First parts of the facility taken into operation including two tanks with connection technical room, water intake station, administrative building and joint technical installations
- Good progress on the remaining parts of the facility with buildings and structure facilities mostly completed and work going forward focused on installation of equipment
- Steady state release volumes expected from Q4 2022



Smolt release Indre Harøy March 2022

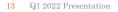




#### STRONG START TO INDRE HARØY FARMING OPERATIONS

| Group biomass development   |               |            |                     |             |            |                     |  |  |
|-----------------------------|---------------|------------|---------------------|-------------|------------|---------------------|--|--|
|                             | 31 March 2022 |            |                     | 21 May 2022 |            |                     |  |  |
| Batch                       | Units (#)     | Weight (g) | Biomass<br>(tonnes) | Units (#)   | Weight (g) | Biomass<br>(tonnes) | Comments   |  |
| Batch I                     | ~100,000      | ~300       | 30                  | ~100,000    | ~725       | 73                  | Stable conditions, gradual ramp-up of feeding during period                                      |  |
| Total Indre Harøy           | ~100,000      | ~300       | 30                  | ~100,000    | ~725       | 73                  |  |  |
|                             |               |            |                     |             |            |                     |  |  |
| Freshwater (Kraft<br>Laks)* | ~2,515,000    | ~44        | 111                 |             |            |                     | About 650,000 smolt planned<br>delivered to external customer in<br>Q2 2022 to complete contract |  |
| Total Group                 | ~2,615,000    |            | 141                 |             |            |                     |  |  |

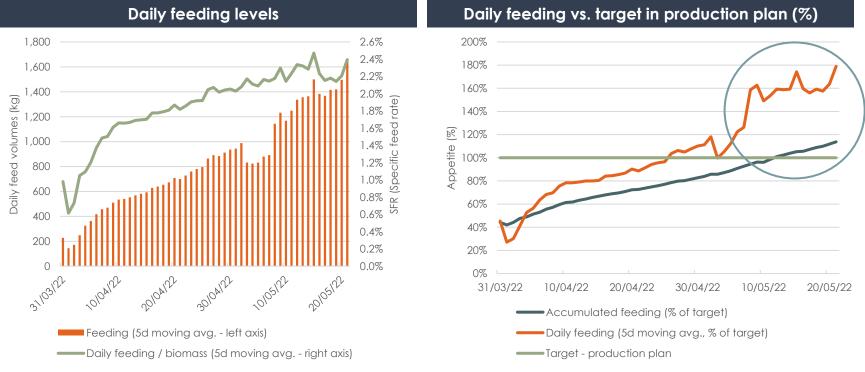
- After a customary short adaption period for the fish, initial feeding commenced with the fish responding well to feeding
- Reached 1 ton of daily feeding on 30 April, representing more than 2% of the standing biomass
- Continued strong performance in May with >2% daily feed rate on average
- Average weight of ~725 grams as per 21 May





\* Figures for Kraft Laks are only reported on a quarterly basis

# SOLID INITIAL FEEDING NUMBERS VERIFYING BUDGET ASSUMPTIONS AND INDICATING UPSIDE POTENTIAL





All twelve fish tanks assembled – buildings and structural facilities mostly completed – focus on piping and equipment installation going forward

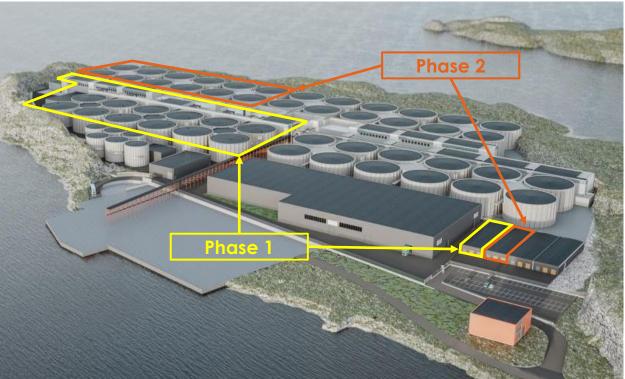
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Joint feed storage and distribution system in process of being finalized

Remaining parts of the facility will be put into operations consecutively throughout 2022

# SIGNED HEADS OF TERMS WITH ARTEC AQUA FOR INDRE HARØY PHASE 2 CONSTRUCTION

- Signed Heads of Terms with Artec Aqua for Indre Harøy phase 2
- Completed NOK 300 million private placement to partly fund Phase 2
- Phase 2 in principle identical to phase 1, bringing Indre Harøy production volume to 15,800 tons HOG
- Target construction start late 2022 on back of completion and successful ramp up of phase 1
- Capex currently estimated to NOK 1.3–1.4 bn – final capex target to be set in 2H 2022
- Final design and construction agreement to include financing reservations providing necessary flexibility to align phase 2 build out with overall financing plan





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#### K SMART FARMING – FOCUS ON ENGINEERING AND PERMITS

- K Smart JV with Dongwon Industries formalized end of March 2021 and first tranche of equity investment completed in May 2021
- Ownership split 49/51% for SE and Dongwon, respectively
- Dongwon to provide 75% debt financing
- Target construction start for phase 1 during 2022 and first grow out production in 2024
- Fully developed production capacity of 16,800 tons HOG, consisting of 2 equal phases of 8,400 tons HOG each
- Entered into design and engineering agreement with Billund Aquaculture
  - Billund Aquaculture chosen due to its international track record and experience in working alongside with civil contractors which will be the case in Korea
  - Cooperation model designed at capitalizing on the experiences and knowhow within the Salmon Evolution organization
- Continued work as to regulatory approvals constructive dialogue with Korean authorities
- Dedicated organization from both Salmon Evolution and Dongwon
  together with external local resources

#### Yangyang on-growing site



Jeongseon smolt site





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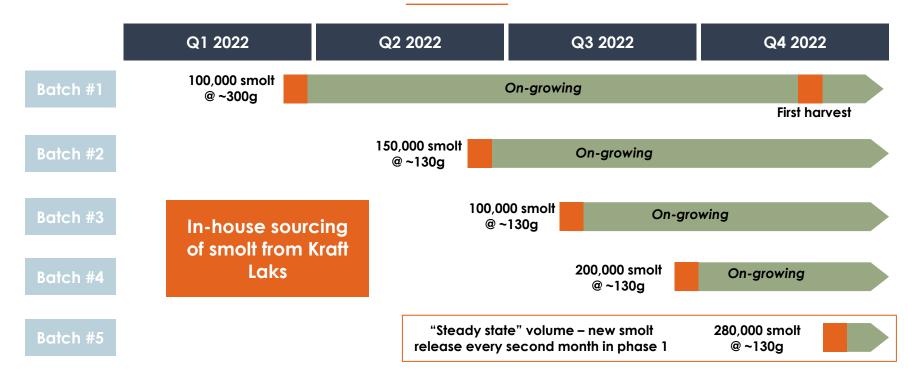
#### COMMENCED OPERATIONS – ALL MAIN INPUT FACTORS SECURED WITH TIER 1 SUPPLIERS VALIDATING BUDGET ASSUMPTIONS



Supporting production cost on par with conventional farming at steady state production



# CONTROLLED PRODUCTION RAMP UP DURING 2022 – STEADY STATE SMOLT RELEASE VOLUMES FROM Q4





# **GROUP PROFIT & LOSS**

#### Summary of result

| (figures in NOK 1000)                         | Note | Q1 2022 | Q1 2021 | 2021    |   |
|---|------|---------|---------|---------|---|
| Revenue from contracts with customers         |      | 6 826   | 0       | 12 047  |   |
| Other income                                  |      | -8      | 0       | 209     |   |
| Total operating income                        |      | 6 818   | 0       | 12 257  |   |
| Cost of goods sold                            | 12   | -2 109  | 0       | -908    |   |
| Personnel expenses                            | 10   | -7 002  | -2 725  | -21 067 |   |
| Other operating expenses                      |      | -7 698  | -3 546  | -25 894 |   |
| EBITDA  |      | -9 992  | -6 271  | -35 612 |   |
| Depreciations                                 | 2    | -1 043  | -363    | -2 229  |   |
| Operating profit (EBIT)                       |      | -11 035 | -6 634  | -37 841 |   |
| Financial income                              | 8    | 10 190  | 1 233   | 12 852  |   |
| Financial expense                             | 8    | -626    | -180    | -7 335  |   |
| Share of net income from associated companies | 8    | -99     | 0       | -634    |   |
| Financial expense - net                       |      | 9 465   | 1 053   | 4 884   |   |
| Profit/loss before tax                        | 4    | -1 570  | -5 218  | -30 729 |   |
| Income tax expense                            | 4    | 0       | 0       | 0       |   |
| Profit/loss for the period                    | 5    | -1 570  | -5 218  | -30 729 | I |

- NOK 6.8m in revenues in Q1 2022 relating to external smolt sales – last deliveries under existing contract expected during Q2 2022
- EBITDA of NOK -10.0m in Q1 2022
- Net financials for the quarter was positive with NOK 9.5m of which NOK 8.6m was unrealized profit from interest rate swaps used to hedge the Company's interest rate exposure
- Implemented FishTalk biomass tracking system and scaling up controlling functions within the organization



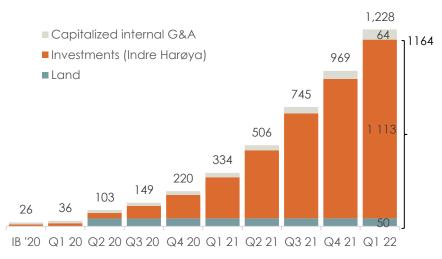
# CAPEX INDRE HARØY

#### • Q1 2022 Indre Harøy Phase 1 capex

- Capex of NOK 244 million
- NOK 13.5 million capitalized internal G&A
- High Q1 capex reflecting good progress and timing effects as to delivery of high value equipment
- Accumulated capex of NOK 1,164 million from project initiation in 2019 ex. capitalized internal G&A
- Full Phase 1 capex estimate of NOK 1,400 million remains unchanged

#### Accumulated Indre Harøy phase 1 CAPEX

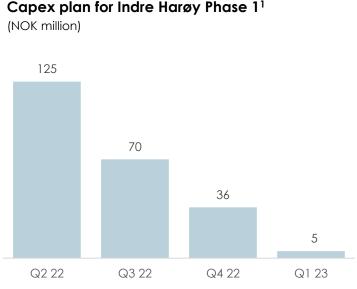
(NOK million)





### GRADUAL REDUCTION IN PHASE 1 CAPEX GOING FORWARD

- Total capex for completion of phase 1 in line with budget
- Buildings and structural facilities mostly completed focus going forward on piping and installation of equipment
- Ongoing inflation pressure for most raw materials, but limited raw material intensity in remaining construction work
- NOK 236m in estimated remaining capex



1) Net of grants directly tied to capital expenditure and exclusive of internal capitalized G&A costs



# FULLY FUNDED FOR COMMITTED PROJECTS



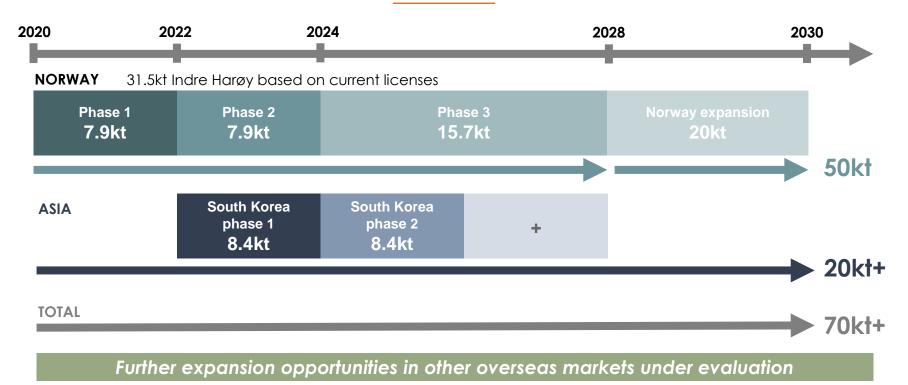
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# ROADMAP TO 70,000 TONNES HOG





# SUMMARY & OUTLOOK

- First smolt released in March 2022 as planned
- Strong initial farming operations at Indre Harøy with fish already ~725 grams per 21 May, confirming production plan assumptions
- Increased activity for Korean project
- First harvest in Q4 2022 well aligned with strong salmon market outlook the next couple of years
- Salmon Evolution's chosen HFS technology addressing industry growth and ESG challenges
- Steady state smolt release volumes expected from Q4 2022
- Preparations started for phase 2 construction
   on back of successful phase 1 ramp up
- Fully funded for all committed projects



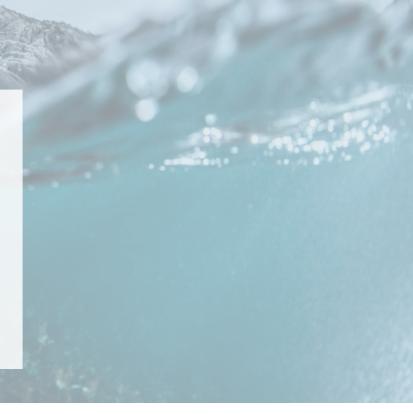
Smolt release Indre Harøy March 2022





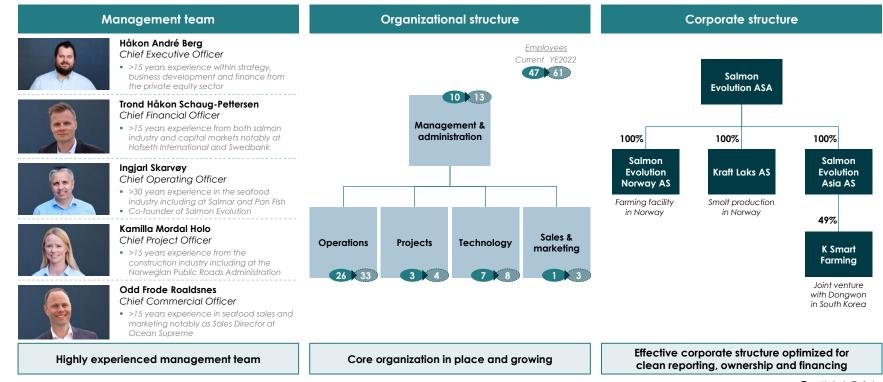


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# Strong management team with extensive experience leading a growing organization and corporation





#### Highly competent board of directors backed by strong owners



#### Kristofer Reiten Board member

Peder Stette

Glen Bradley

Board member

Board member

Tore A. Tønseth

Capital

finance

Chairman of the board

>15 years experience in

Investment Director at Ronia

 Chief Executive Officer of Vikomar

>20 years experience from

the seafood industry

technology development in

Vice President and Chairman

of Rostein, one of the largest

wellboat operators globally

 Extensive seafood processing and downstream experience



**Board of directors** 

#### Anne Breiby Board member

 Extensive experience from board positions in companies such as Ulstein Group, Rem Offshore and Akva Group

#### Yun Ki Yun Board member

 Former Chief Financial Officer of Dongwon Industries, one of the largest seafood groups globally

#### Ingvild Vartdal Board member

 Partner at Adviso law firm specialized in corporate and international tax

#### Janne-Grethe Strand Aasnæs Board member

 Chief Executive Officer and majority owner of Strand Havfiske

#### Competent board of directors with extensive industrial experience

#### Ownership as per 11 May 2022

| Shareholders                   | Ownership<br>share | Board<br>representative                     | Comments  |
|--------------------------------|--------------------|---|---|
| Ronja Capital II AS            | 7,9 %              | Tore Tønseth                                | Owned by founder of Sølvtrans, a leading<br>wellboat company          |
| The Bank of New York Mellon SA | VNV 6,1 %          |   |   |
| Farvatn Private Equity AS      | 5,1 %              |   |   |
| Dongwon Idustries              | 4,6 %              | Yun Ki Yun                                  | JV partner in South Korea   |
| Rofisk AS                      | 4,0 %              | Glen Bradley                                | Owner of Rostein, a leading wellboat company                          |
| Stette Invest AS               | 3,3 %              | Peder Stette                                | Former key executive and shareholder in<br>Optimar                    |
| Kjølås Stansekniver AS         | 3,2 %              | (Frode H. Kjølås,<br>Chair Nomination Com.) | Former key executive and shareholder in<br>Optimar                    |
| Verdipapirfondet DNB Norge     | 3,1 %              |   |   |
| J.P. Morgan SE                 | 2,8 %              |   |   |
| Mevold Invest AS               | 2,4 %              |   | Shareholder in Vikenco, leading processing<br>plant                   |
| Lyngheim Invest AS             | 2,3 %              |   | Shareholder in Vikenco, leading processing plant                      |
| Jakob Hatteland Holding AS     | 2,3 %              |   |   |
| Bortebakken AS                 | 2,2 %              | Kristofer Reiten                            | Shareholder in Vikenco, leading processing<br>plant                   |
| Ewos AS                        | 2,2 %              |   | Subsidiary of Cargill, strategic feed supplier to<br>Salmon Evolution |
| Others                         | 48,5 %             |   |   |
| Total                          | 100 %              |   |   |

#### Strong backing including highly strategic owners across the value chain



