

### Salmon Evolution Company update

18 June 2024

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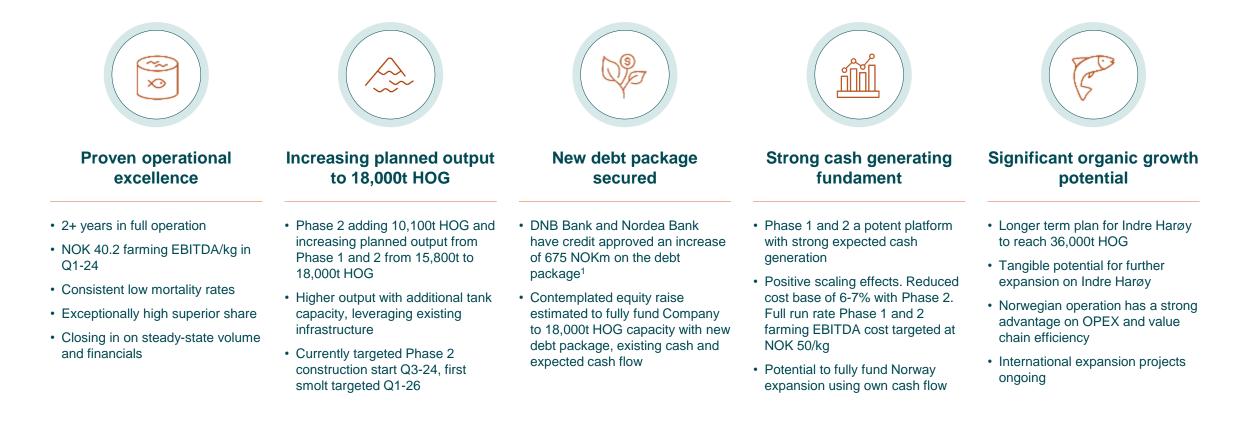


### Investment highlights

- Company introduction
- Q1 and operational update
- Appendices

### UNIQUE GROWTH PLATFORM

# Creating a foundation for substantial profitable growth



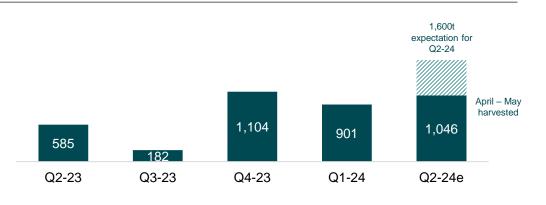
### **INDRE HARØY PHASE 1**

# Consistent and continued strong operational performance

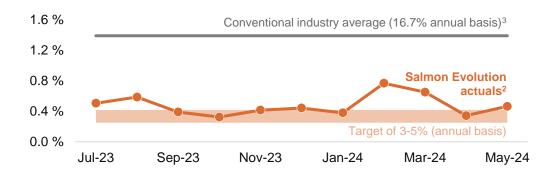


Net biomass growth<sup>1</sup> (LW)

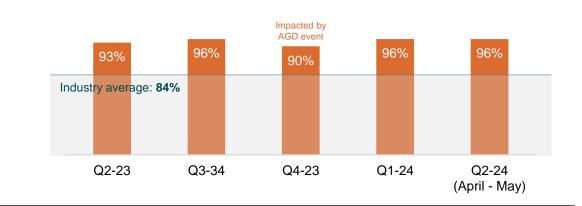
### Harvest volume (tonnes HOG)



### Mortalities versus industry (monthly, %)



#### Superior grade share



### **INDRE HARØY PHASE 1 - 3**

### Indre Harøy proven – ready for scaling



- Harvested out 6 full batches with strong results
- Run-rate biomass growth supporting 7,900 tonnes HOG in annual harvest targeted during 2H 2024
- Stable operations and consistent low mortality levels
- Industry leading superior share of ~96%
- NOK 40.2/kg farming EBITDA in Q1-24

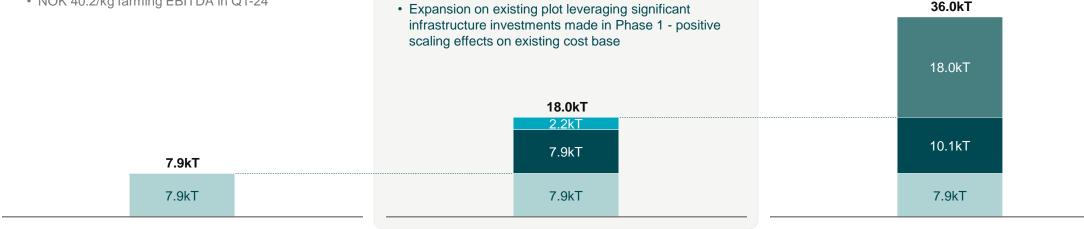
### Scaling up Indre Harøy further

- Expansion of additional 7,900 tonnes on existing plot
- Optimisations identified to release additional ~2,200 tonnes of production on top of original plan
- Phase 1 and 2 planned to generate volumes of 18,000 tonnes HOG per year, to yield substantial cash flow and a strong foundation for further expansion



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- capacity up to 36,000 tonnes HOG
- Further operational leverage unlocked
- Tangible potential for further expansion on the site





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### **INDRE HARØY PHASE 1 - 3**

### Indre Harøy site to deliver 36,000 tonnes HOG



### **INDRE HARØY PHASE 1 AND 2**

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# Optimising production at Indre Harøy



# New pre grow-out tanks ~18,000 8 smolt inserts tonnes annual production per year

#### **Key benefits**



Phase 2 buildout increased to add 10.1kT (7.9kT) through an increase of tank capacity optimising output



#### Upside potential

**Optimising production** 

More conservative production plan with lower average harvest weights and peak densities - further upside potential



#### Even higher regularity of harvest

Improved regularity of harvest unlocks more partnership opportunities



#### **Optimising capital efficiency**

Capital efficient optimisation of Phase 2 through leveraging of existing infrastructure



#### **Reduced operational risk**

Increased robustness and added operational flexibility

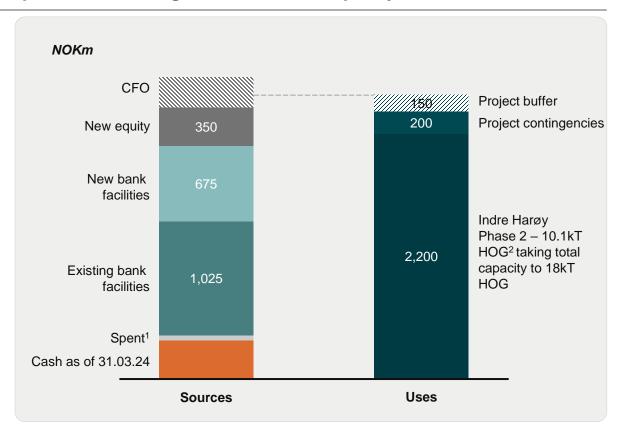


#### Smolt site utilisation gains Better utilisation of existing smolt facility at Dale site

# Improved Phase 2 project fully funded

#### Sources and uses – Indre Harøy Phase 2 expansion including additional tank capacity

- DNB Bank and Nordea Bank have credit approved an increase of bank facilities of 675 NOKm in connection with the transaction, subject to completion of new equity raise of minimum 300 NOKm and other customary conditions including final documentation.
- CAPEX for Indre Harøy Phase 2<sup>3</sup> expansion with added tank capacity to be funded through a combination of debt, equity, excess liquidity and cash flow from operations (CFO).
- Established a firm CAPEX estimate with contractors based on a competitive bidding process, for the updated Phase 2 project.
  - 2,200 NOKm as capex estimate, with a project contingency of 200 NOKm on top.
  - 150 NOKm as the expected buffer outside of the project contingency.
- Compared to original funding plan presented in April 2023, four main effects have had an impact: i) adding more tank capacity to optimize production and increase volume for capex of 350 NOKm; ii) higher allowance for contingencies and buffers to increase robustness of financing plan; iii) inflation in construction costs in the period; and iv) somewhat higher cash outflow related to completion of Phase 1 of ~100 NOKm and working capital investments as well as general corporate purposes of ~75 NOKm.





### POTENTIAL TO FULLY FUND NORWAY EXPANSION ON RETAINED EARNINGS – FOR ILLUSTRATIVE PURPOSES Creating cash flow foundation for substantial organic growth

Est. harvest volume Ph.2	~18,000 tonnes, HOG				
Illustrative realized salmon price scenario (NOK, HOG) <sup>1</sup>	NOK 80/kg	NOK 90/kg	NOK 100/kg		
EBITDA/kg	NOK 30/kg	NOK 40/kg	NOK 50/kg		
EBITDA	540 NOKm	720 NOKm	900 NOKm		
Interest cost	180 NOKm	180 NOKm	180 NOKm		
FCF	360 NOKm	540 NOKm	720 NOKm		
Loan-to-capex	65%	65%	65%		
Annual investment capacity (NOKm) <sup>2</sup>	~1,000 NOKm	~1,500 NOKm	~2,000 NOKm		
Annual investment capacity tonnes, HOG <sup>3</sup>	~4,000	~6,000	~8,000		

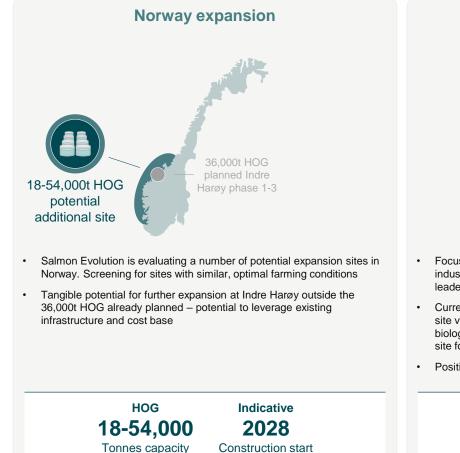
- When Phase 2 is fully operational, Salmon Evolution has a strong cash generating operational platform as a foundation for substantial organic growth
- High return potential in scenario where future growth is primarily funded with own cash flow – potential to fully fund Norway expansion on retained earnings
- At 18,000t HOG run-rate production and a scenario with targeted EBITDA cost and salmon price of 90 NOK/kg HOG, Salmon Evolution can invest in an annual harvest capacity of 6,000t organically through own cash flow and debt
- Investment capacity set to increase further with added capacity

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Note: Table illustrates theoretical investment capacity in different scenarios. Farming EBITDA cost/kg, see page 24. Assumes refinancing without debt amortization until annual production of 36kT HOG is reached. | <sup>(1)</sup> Salmon prices between NOK 80–100/kg as illustrative example based on Company interpretation of current market views and 95 % superior share. | <sup>(2)</sup> Working capital assumed financed through existing overdraft facility. | <sup>(3)</sup> Illustrative example based on CAPEX of NOK 240/kg and 6.75% interest rate (current relevant 5- & 10-year forward curve)

# Indre Harøy is only the beginning



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North America

- Focus centered around areas with an established salmon farming industry and value chain, mirroring the unique benefits, scale and cost leadership position of Indre Harøy
- Currently in advanced negotiations on a high-potential site. The initial site verification processes, including fatal flaws analyses of both water, biological, technical, and regulatory aspects, points to this being an ideal site for a hybrid flow-through system
- Positive dialogues with both public and private stakeholders





HOG

16.800

Tonnes capacity

TBD

Construction start



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### The global frontrunner in land-based salmon farming

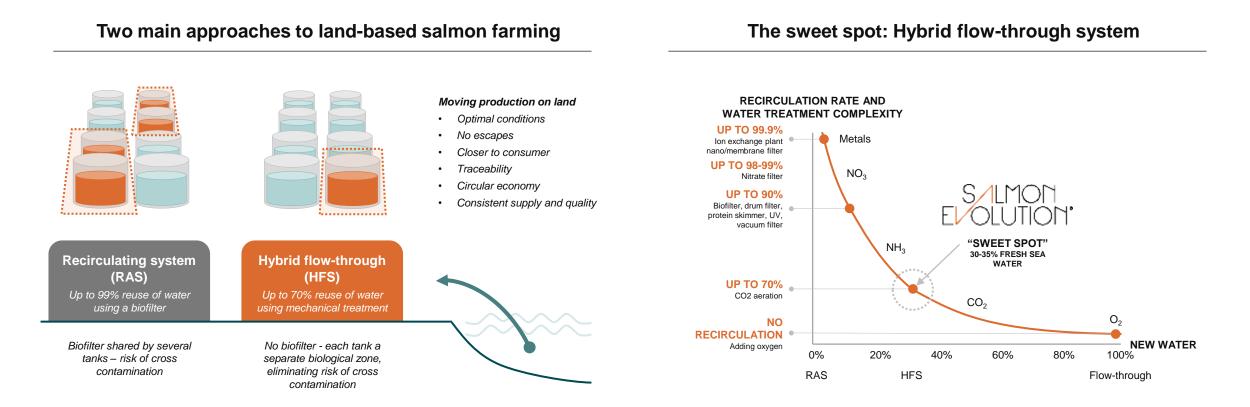


Supported by a strong industrial shareholder base, solid banking relations and a first-class organization



### **2+ YEARS IN FULL OPERATION**

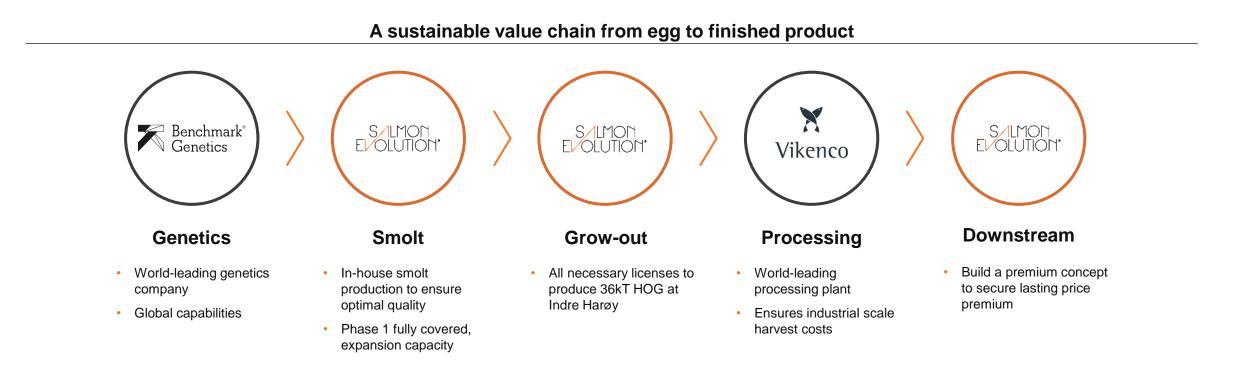
# Robustness of hybrid flow-through system fully demonstrated



Fresh seawater is our primary form of water treatment, complemented by standard CO<sub>2</sub> stripping and oxygenation – no need for complex systems that significantly increase biological risk



## We focus our efforts where we can create most value



Streamlined production cycle – cost advantage through vertical integration



### SENIOR MANAGEMENT AND BOARD WITH PROVEN COMPETENCE FROM THE AQUACULTURE INDUSTRY Experienced senior management backed by a strong board

Tore A. Tønseth. Chairman of the Board

Chief Executive Officer of Dongwon Industries.

one of the largest seafood groups globally

>20 vears experience from technology

development in the seafood industry

Partner at Adviso law firm specialized in

>20 years experience from the aquaculture

Investment Director at Ronia Capital

>15 years experience in finance

Eunhong Min. Board member

Peder Stette, Board member

Ingvild Vartdal, Board member

corporate and international tax

Vibecke Bondø, Board member

#### Highly experienced management team



#### Trond Håkon Schaug-Pettersen, CEO

 >15 years experience from both salmon industry and capital markets notably at Hofseth International and Swedbank



Trond Vadset Veibust, CFO Former SVP Operations, IT and strategic projects at Ekornes. State authorized public accountant.



#### Ingjarl Skarvøy, COO

- >30 years experience in the seafood industry including at Salmar and Pan Fish
- Co-founder of Salmon Evolution

#### Kamilla Mordal Holo, CPO

>15 years experience from the construction industry including at the Norwegian Public Roads Administration



#### Odd Frode Roaldsnes, CCO

>15 years experience in seafood sales and marketing notably as Sales Director at Ocean Supreme

#### Henriette Nordstrand, Technical Director

- Joined SE in 2022
- Head of smolt operations at Hofseth Agua the last 5 vears



#### Tore-Jakob Reite, Director Strategic Projects

- Joined SE in 2023
- >25 years experience from aquaculture industry, most recently as CEO of Entec Brimer











#### Anne Breiby, Board member

industrv

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

Former CEO of SalmoNor and Chair for NTS ASA

#### Jan-Emil Johannessen, Board member

 >30 vears of experience from the aquaculture industry, most recently as head of Benchmark Genetics

#### Industrial shareholder base

Shareholders 31 March 2024	Ownership share	Board representative	
Ronja Capital II AS	7.3%	Tore Tønseth	
The Bank of New York Mellon SA / NV	6.3%		
Farvatn Private Equity AS	4.6%		
Dongwon Industries Co. Ltd	3.9%	Eunhong Min	
Rofisk AS	3.5%		
Kjølås Stansekniver AS	3.0%	Frode H. Kjølås <sup>1</sup>	
Stette Invest AS	2.8%	Peder Stette	
Verdipapirfondet Dnb Norge	2.7%		
J.P. Morgan SE	2.3%		
Ewos AS	2.3%		
Jakob Hatteland Holding AS	2.1%		
Verdipapirfondet DNB SMB	2.1%		
Lyngheim Invest AS	2.0%		
Mevold Invest AS	2.0%		
Bortebakken AS	1.9%		
Other	51.3%		
Total	100.0%		

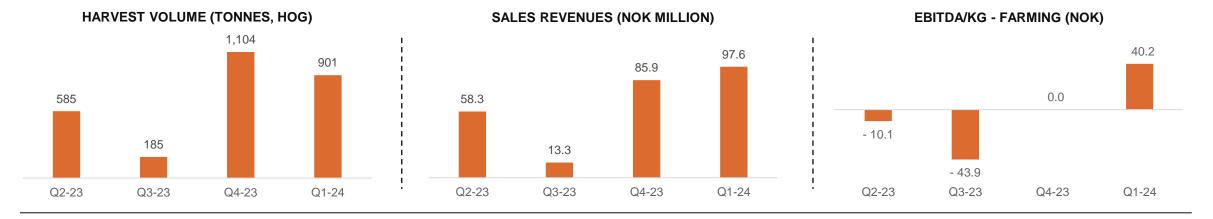




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# Highlights Q1-24

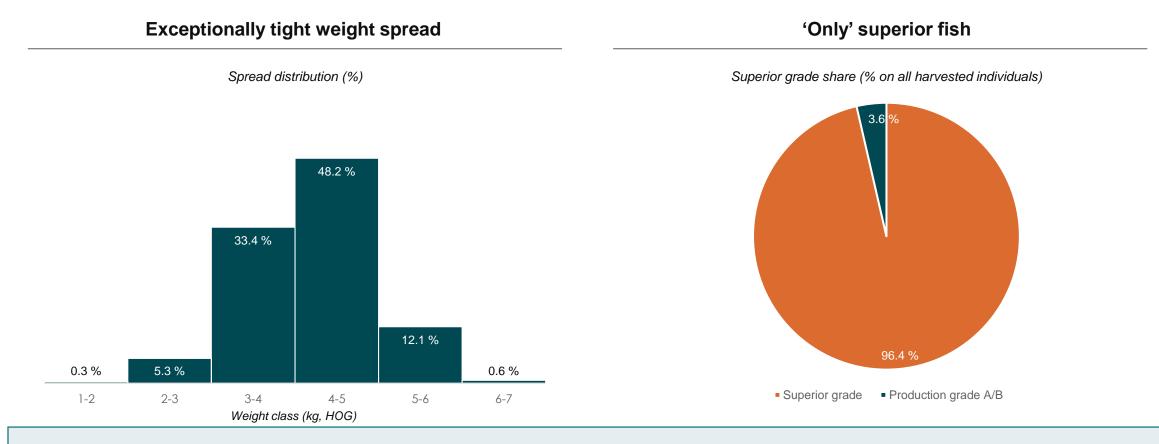
Highly profitable at modest volumes	<ul> <li>Farming EBITDA NOK 36.2 million - above NOK 40/kg. Group EBITDA NOK 24.1 million</li> <li>Farming EBITDA cost NOK 67/kg, down 12 % from last quarter. Effect of decreasing production costs on batches in a fuller facility</li> </ul>
Strong operational results	<ul> <li>Harvest volumes of 901 tonnes HOG with average weight of 4.6 kg LW, superior share of 96 % and strong price realization of NOK 108/kg</li> <li>Record high standing biomass of almost 2,700 tonnes LW end of quarter, up 21 % from Q4</li> </ul>
Very attractive market backdrop	<ul> <li>Q2 harvest volume expected at ~1,600 tonnes HOG, a significant increase from Q1</li> <li>Minimal downgrades should enable strong all-in price realization in Q2 and onwards. Strong price outlook for 2024 and beyond</li> </ul>





# The right size, and perfect quality

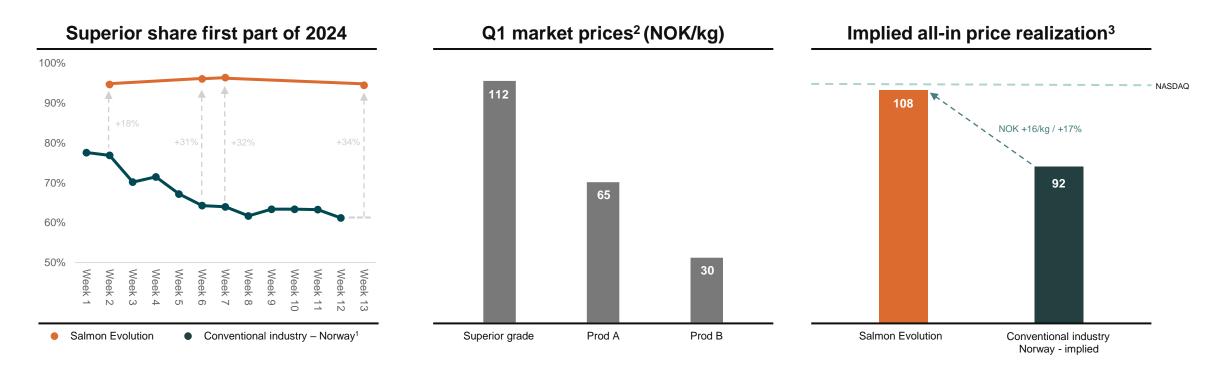
Harvest in week 7 used as an illustration



Exceptional harvest results with core weight category being 4-5 kg and superior grade share of 96%+



# The value of excellent superior grade share



- According to the Norwegian Food Safety Authority the share of downgraded fish has never been higher than recorded at the start of 2024<sup>1</sup>. In the first 12 weeks of 2024, the share of downgrades varied between 22 % and 38 % on a weekly basis
- The high share of downgraded fish has a significant impact on all-in price realization for the conventional industry

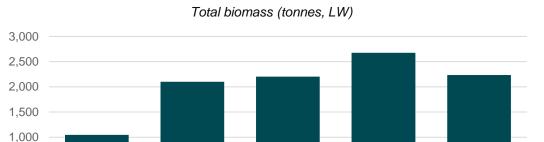


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# Stable operations and low mortality

### Setting the stage for an active second half of 2024

- Standing biomass of ~2,250 tonnes LW end of May following high harvest activity in April and May
  - Biomass volume negatively affected by culling of batch 11 in May due to poor smolt quality (stocked in March)
- Secured overcapacity on smolt through external sourcing. Planning to stock ~1.3m smolt in May-August, providing solid foundation for strong growth during 2H 2024
  - Parts of stocked smolt volume is planned used to produce post smolt for external sale by utilizing excess tank capacity
- Batch 12 stocked mid-May with fish showing good appetite
  - Accumulated mortality of 0.47% per 16 June, although at increased daily levels in week 24
- Low overall mortality groups being harvested in Q2 have an accumulated mortality between 2.9% - 4.6%<sup>2</sup>
  - Slightly higher mortality in February and March attributed to batch 10 - situation normalized with group performing well
- Strong development on feed conversion ratio batch 6 which was harvested out in April had an FCRb of 1.03 vs. target of 1.03 – 1.05

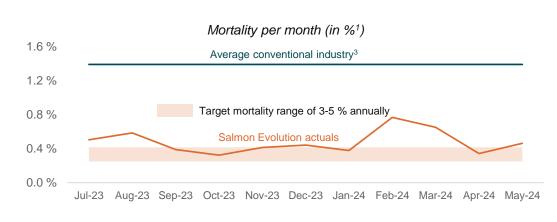


Q4-23

Q1-24

31 May 24

### **Biomass development and monthly mortality**





(1) Excluding batch 11 which was culled in May | (2) End of May 2024 figures. Batch 6 with accumulated mortality of 4.6 % was harvested in April 2024

Q3-23

500

0

Q2-23

### INDRE HARØY

# Cost leadership is our objective

Company illustration - full run rate	Phase 1	Improved Phase 1+2	Improved Phase 1-3
Harvest volume (kt, HOG)	8	18	36
Farming EBITDA cost/kg (HOG) <sup>1</sup>	53.0	50.0	47.0
Depreciation – adjusted <sup>2</sup>	4.0	5.0	5.0
EBIT adjusted cost/kg (HOG) – Farming	57.0	55.0	52.0
Expansion cost/kg (HOG) <sup>3</sup>	6.0	4.0	2.0
Full EBIT adjusted cost/kg – Group	63.0	59.0	54.0

- In phase 1 we have established much of the operational platform needed in Phase 2 and 3, reflected in a gradually decreasing Farming EBITDA cost/kg
- Illustration is based on current input factors and currency rates, except for feed where we apply a slight reduction and use a long term delivered feed cost of NOK 20/kg
- · Updated to reflect scaling effects of optimising production at Indre Harøy with additional tank capacity





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KTENDING THE OCEAN POTENTIAL24

# Making a home for the Salmon to thrive

Biology is our number one priority, leveraging abundant seawater resources, prioritizing impeccable water quality and temperature.

