



ROOTED IN NATURE
GRIEG SEAFOOD ASA
Q3 2019

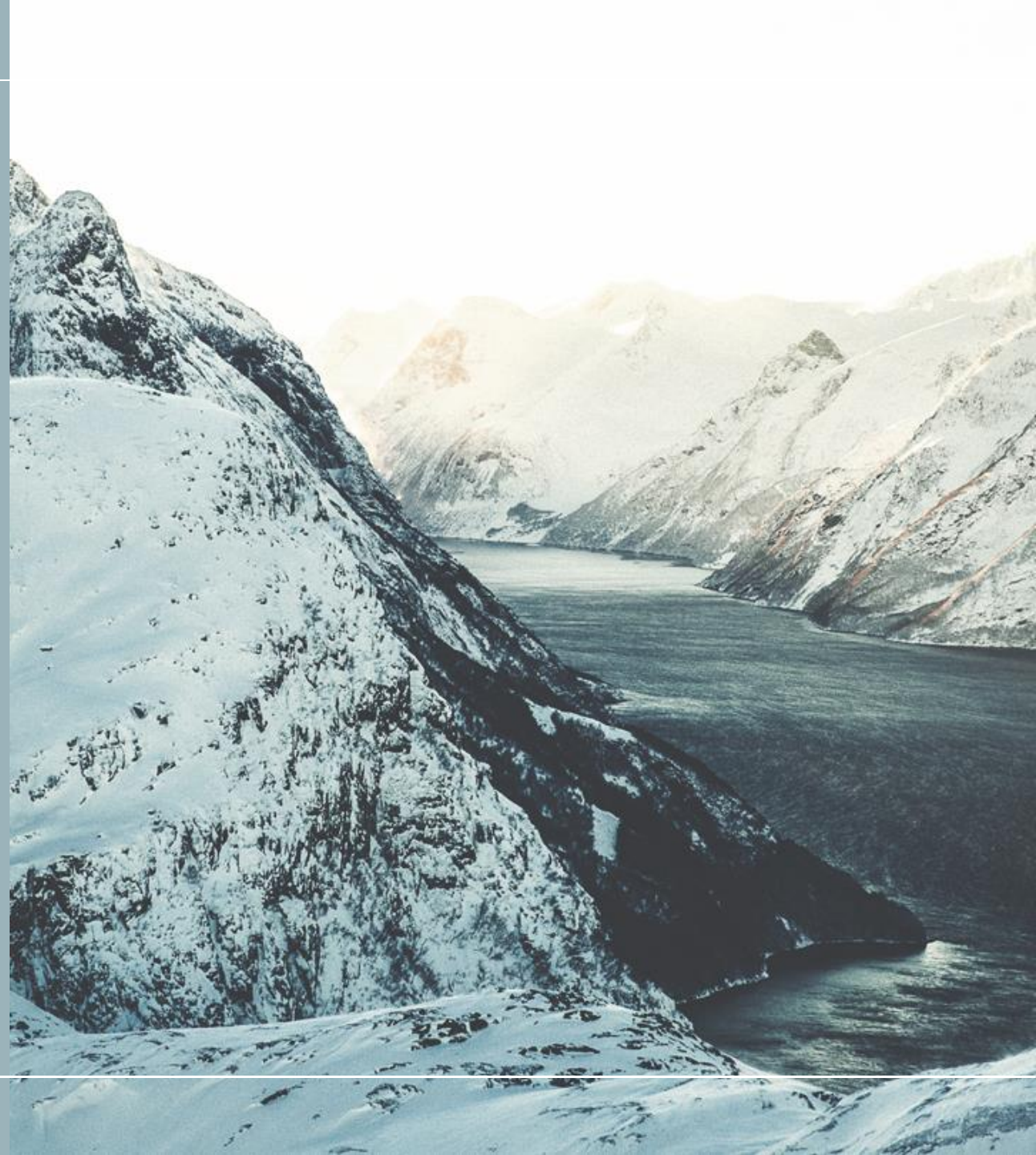
Agenda

- HIGHLIGHTS
- OPERATIONAL REVIEW
- FINANCIAL REVIEW
- STRATEGY UPDATE
- OUTLOOK & SUMMARY



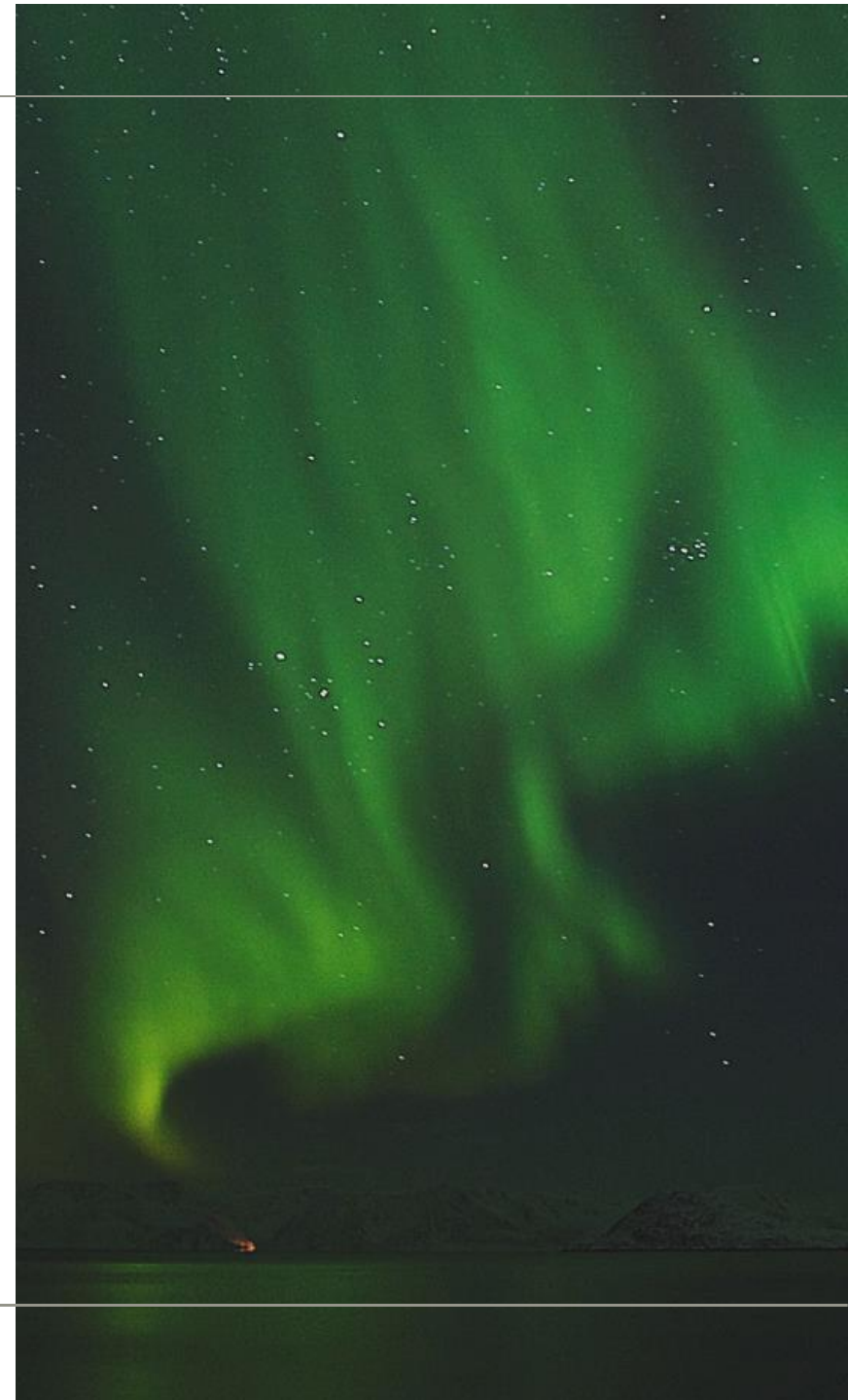
HIGHLIGHTS

Q3 2019

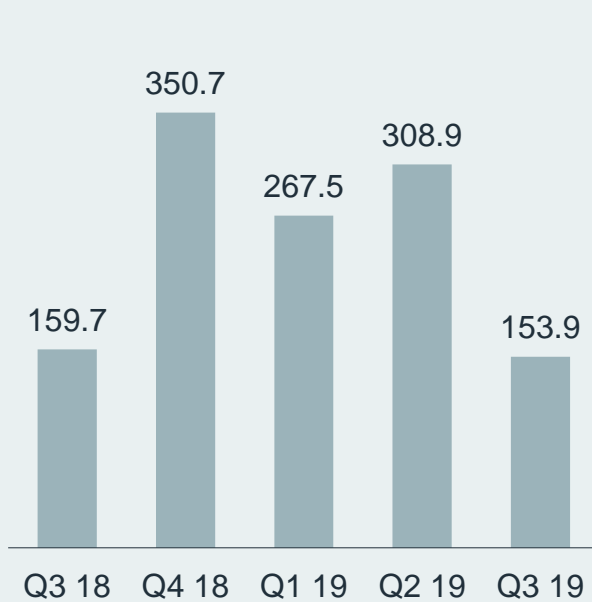
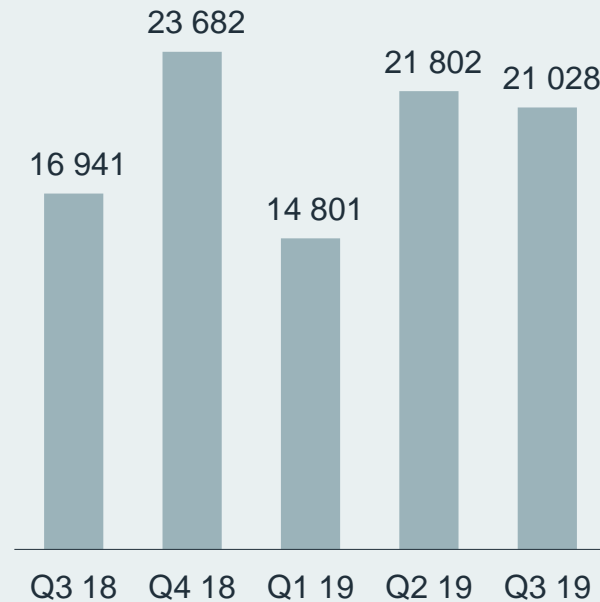


Highlights

- Strong harvest growth of 24% compared to Q3 2018
- Earnings impacted by lower spot market prices
- Strong biological performance in Norway and biological improvements in British Columbia
- Improved biological situation in Shetland resulted in lower cost
- Expected harvest volume of 82 000 tonnes in 2019, 10% growth from 2018
- 2020 harvest guiding of 100 000 tonnes remains
- Launch of GSF 2025 strategy, targeting cost leadership and harvest volume above 150 000 tonnes
- Dividend of NOK 2.00 per share



Financial highlights Q3 2019

EBIT* (NOK MILLION)**HARVEST VOLUME (TONNES GWT)****EBIT/KG* (NOK)**

*EBIT before fair value adjustment of biological assets

OPERATIONAL REVIEW

Q3 2019

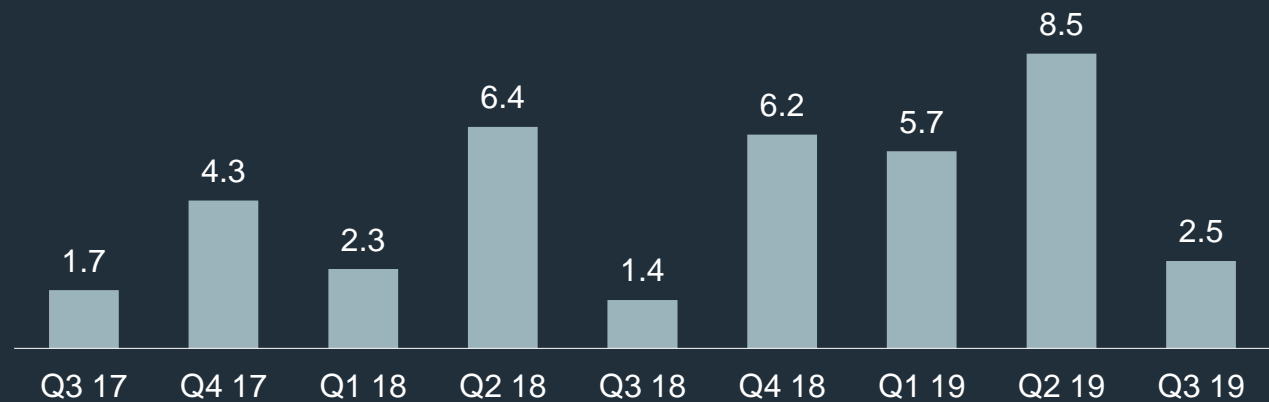


GSF Rogaland

EBIT/kg (NOK)



Harvest volume (1 000 tonnes GWT)



GSF Rogaland

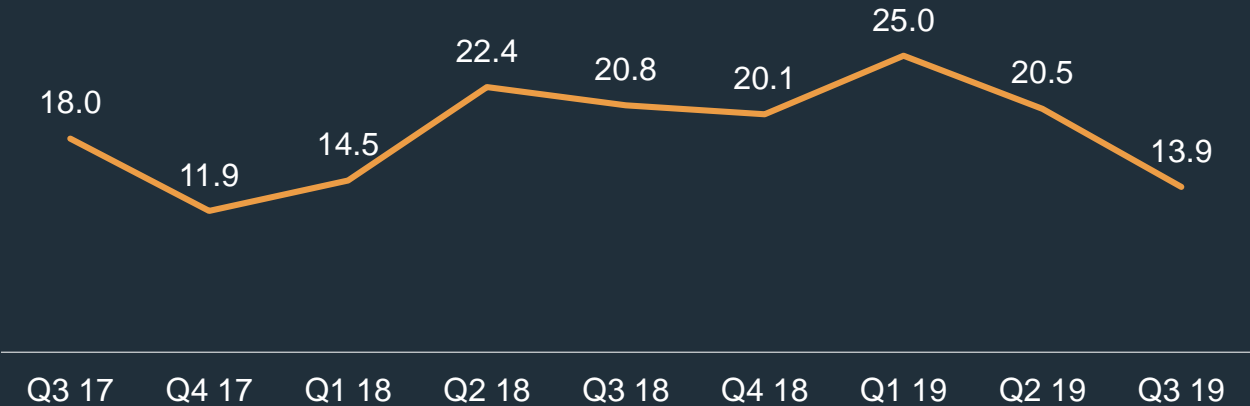
- Harvest volume increased by 81% compared to Q3 2018, when harvest volumes were impacted by PD
- Good production with strong biological performance
- Q3 results affected by strategic harvesting of lower performing sites towards the end of the quarter with low market prices
- Survival rate of 93% last twelve months
- Expected harvest of 7 300 tonnes in Q4 2019 with lower cost/kg due to increased harvest volume
- Guiding of 24 000 tonnes for 2019 and 25 000 tonnes in 2020

NOK million	Q3 2019	Q3 2018	YTD 2019	YTD 2018
Revenues	124.0	75.7	1 046.4	603.9
EBITDA*	23.4	12.8	441.8	136.8
EBIT*	-0.8	0.6	376.3	101.9
Harvest volume (tonnes GWT)	2 534	1 403	16 791	10 107
EBIT/ kg* (NOK)	-0.30	0.42	22.41	10.08

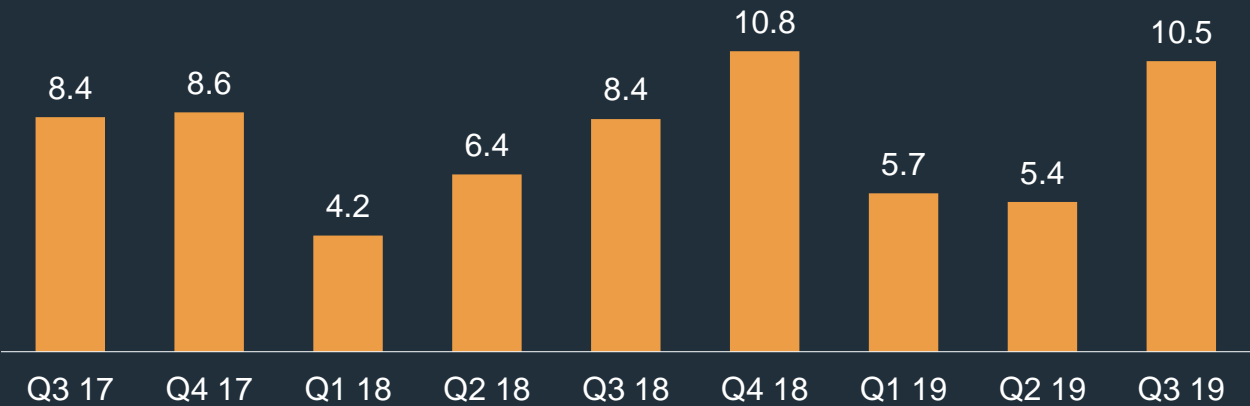
*EBIT and EBITDA before fair value adjustment of biological assets.
Q3 and YTD 2019 include IFRS 16 effects.

GSF Finnmark

EBIT/kg (NOK)



Harvest volume (1 000 tonnes GWT)



GSF Finnmark

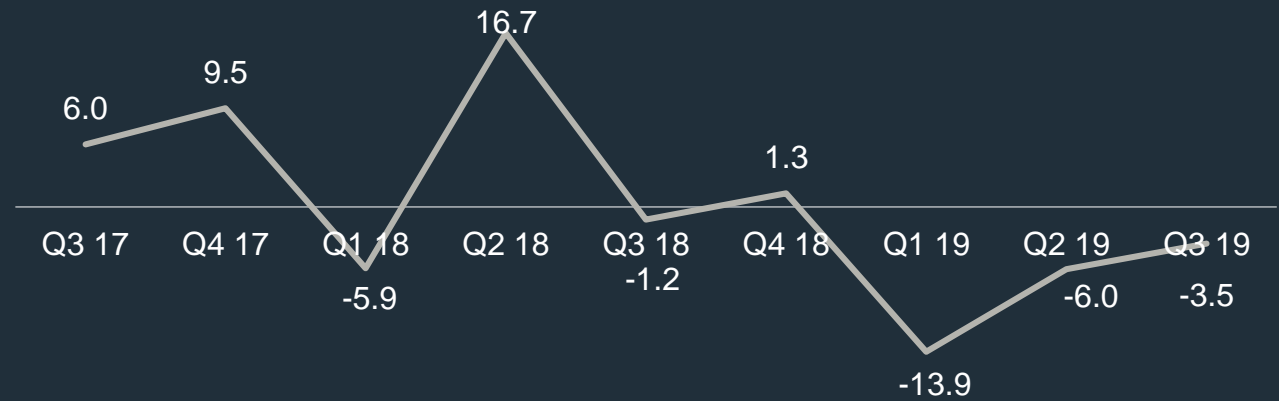
- Harvest volume increased by 25% compared to Q3 2018, in line with the production plan
- Strong overall biological performance
- Two sites ASC certified, bringing the total to 10 sites
- New location granted on 2 October 2019
- Survival rate of 95% last twelve months
- Expected harvest of 10 400 tonnes in Q4 2019 with fairly stable cost/kg
- Guiding of 32 000 tonnes harvest in 2019 and 38 000 tonnes in 2020

NOK million	Q3 2019	Q3 2018	YTD 2019	YTD 2018
Revenues	567.4	469.0	1 233.4	1 077.0
EBITDA*	183.6	197.2	499.0	445.6
EBIT*	146.0	174.5	399.7	377.7
Harvest volume (tonnes GWT)	10 470	8 384	21 581	18 950
EBIT/ kg* (NOK)	13.94	20.82	18.52	19.93

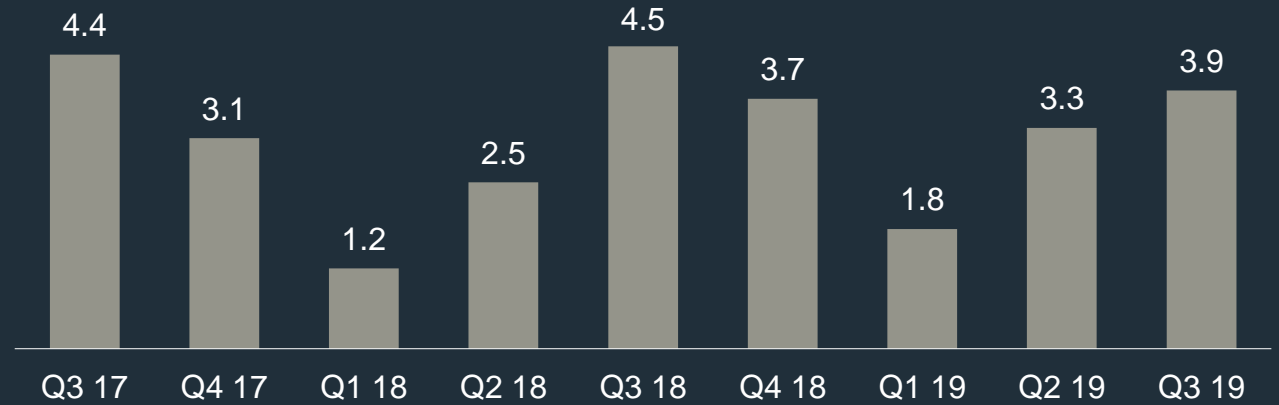
*EBIT and EBITDA before fair value adjustment of biological assets.
Q3 and YTD 2019 include IFRS 16 effects.

GSF Shetland

EBIT/kg (NOK)



Harvest volume (1 000 tonnes GWT)



GSF Shetland

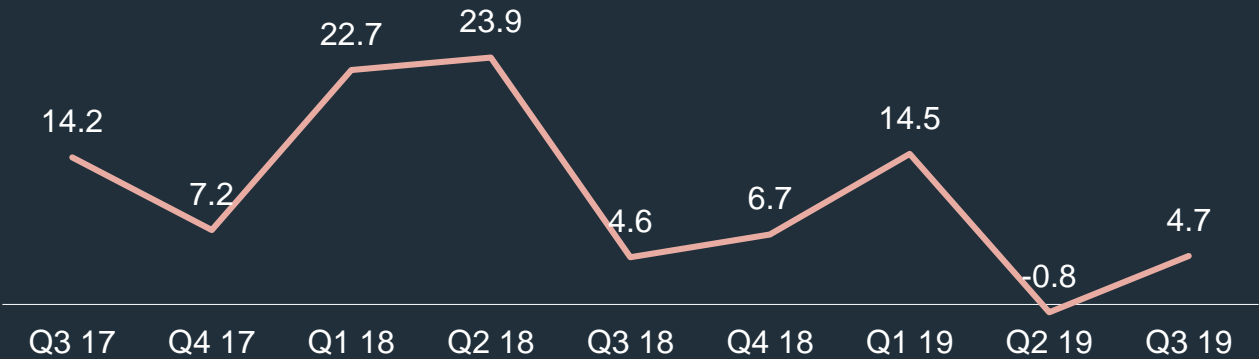
- Harvest volume decreased by 15% compared to Q3 2018
- Revenues decreased by 15% with lower spot prices, somewhat offset by favorable contracts
- Lower cost due to increased survival, despite continued biological challenges from gill-related diseases
- Improved smolt quality, superior share of 93% and high harvest weight
- Strategic evaluation of Skye
- Expected harvest volume of 3 000 tonnes in Q4 2019. Cost is expected to decrease going forward
- Guiding of 12 000 tonnes harvest in 2019 and 17 000 tonnes in 2020

NOK million	Q3 2019	Q3 2018	YTD 2019	YTD 2018
Revenues	232.6	274.9	580.3	554.8
EBITDA*	9.5	5.5	14.0	63.5
EBIT*	-13.6	-5.5	-58.3	28.9
Harvest volume (tonnes GWT)	3 856	4 511	8 942	8 194
EBIT/ kg* (NOK)	-3.53	-1.21	-6.52	3.53

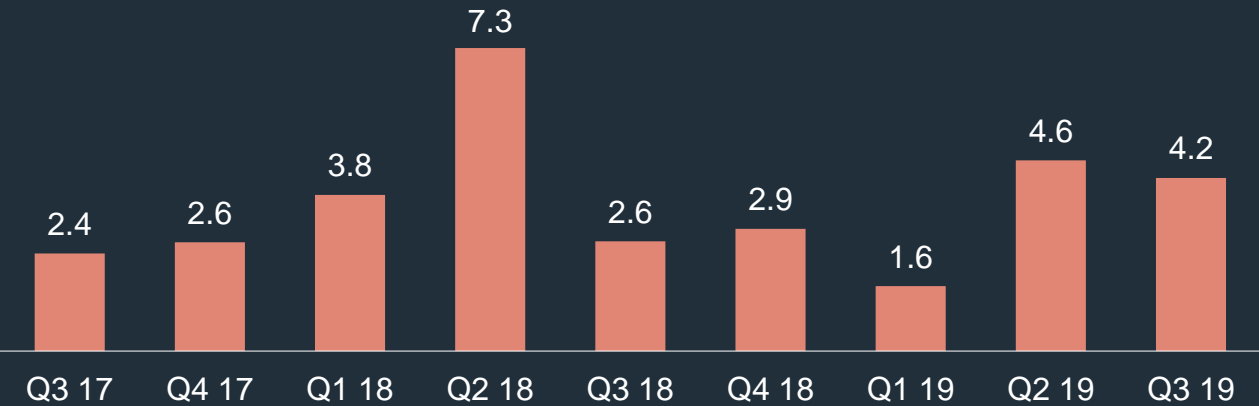
*EBIT and EBITDA before fair value adjustment of biological assets.
Q3 and YTD 2019 include IFRS 16 effects.

GSF British Columbia

EBIT/kg (NOK)



Harvest volume (1 000 tonnes GWT)



GSF British Columbia

- Harvest volume up 58% compared to Q3 2018 due to cyclicalities
- Revenues increased by 51%, impacted by lower spot prices
- Biological improvements driven by positive effect of operational and technical measures, despite challenges with high sea lice pressure, plankton and low oxygen level
- Expansion of Gold River smolt facility on track
- Continued focus on algae mitigation and digital monitoring
- Expected harvest of 3 600 tonnes in Q4 2019. Cost expected to decrease in Q4 2019 and to continue to gradually decrease going forward
- Guiding of 14 000 tonnes harvest in 2019 and 20 000 tonnes in 2020

NOK million	Q3 2019	Q3 2018	YTD 2019	YTD 2018
Revenues	245.0	162.1	624.6	887.9
EBITDA*	37.7	23.9	90.9	303.2
EBIT*	19.5	12.0	38.7	271.0
Harvest volume (tonnes GWT)	4 168	2 642	10 317	13 691
EBIT/ kg* (NOK)	4.68	4.55	3.75	19.80

*EBIT and EBITDA before fair value adjustment of biological assets.
Q3 and YTD 2019 include IFRS 16 effects.

FINANCIAL REVIEW

Q3 2019



Profit & loss

- Total revenues increased by 27% in Q3 2019 compared to Q3 2018 mainly driven by higher volume
- Farming cost remained stable y-o-y
- Higher depreciations in Q3 2019 compared to Q3 2018
 - NOK 30 million increase from adopting IFRS 16 1 January 2019
 - NOK 15 million increase from investments following the growth strategy
- Negative fair value adjustment mainly due to lower forward spot prices, especially in Q4 2019

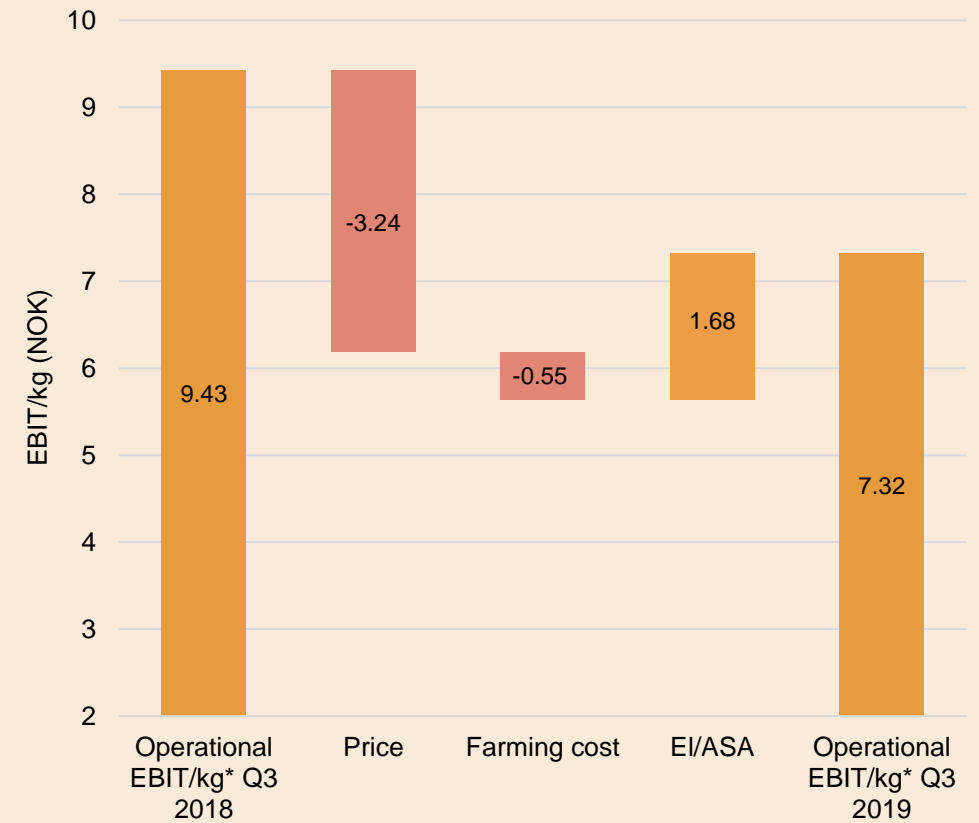
Profit & loss (NOK 1 000)	Q3 2019**	Q3 2018	YTD 2019**	YTD 2018
Total revenues	2 013 486	1 588 562	5 902 810	5 424 216
EBITDA*	259 465	218 952	1 026 700	921 861
Depreciation and amortization	-105 544	-59 204	-296 440	-173 731
EBIT*	153 921	159 748	730 260	748 131
Fair value adjustments	-464 991	154 236	-500 142	142 963
EBIT after fair value	-311 070	313 984	230 118	891 093
Net financial items	-10 621	-6 196	-32 431	-53 449
Profit before tax	-321 691	307 788	197 688	837 645
Estimated taxation	64 966	-83 242	-51 568	-219 646
Net profit for the period	-256 725	224 546	146 119	617 999

*EBIT and EBITDA before fair value adjustment of biological assets.

**Q3 and YTD 2019 include IFRS 16 effects.

EBIT and cost development

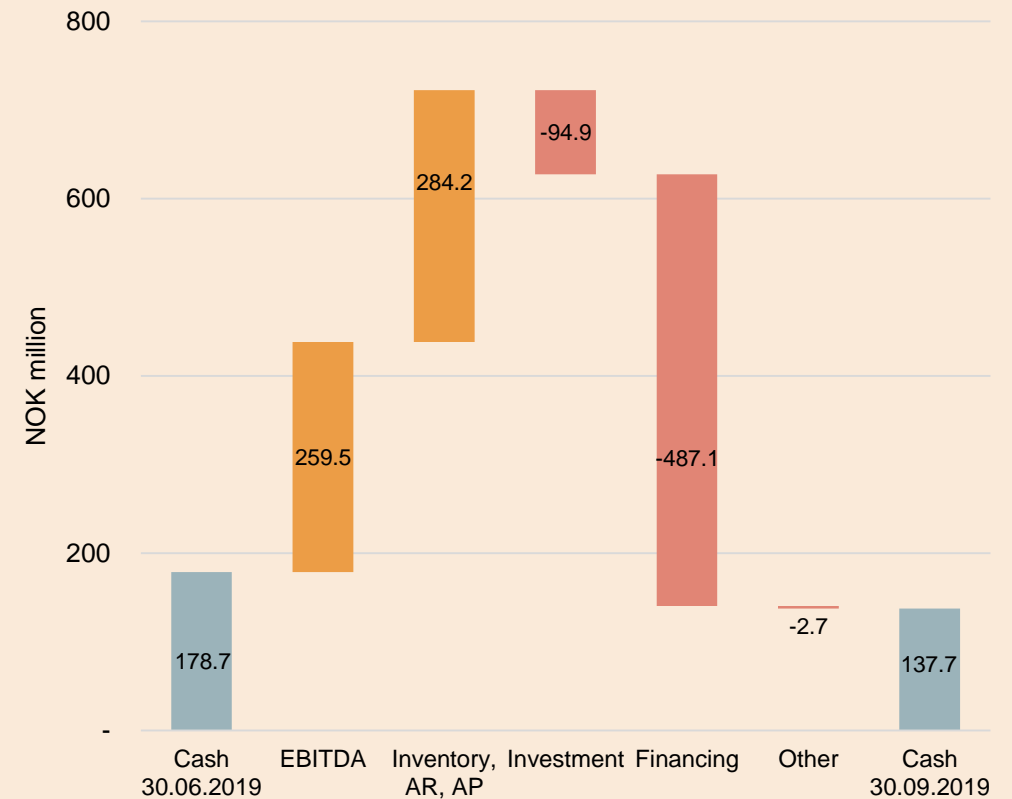
- Average realized price down compared to Q3 2018, mainly driven by lower spot prices
- Farming cost remained stable y-o-y
- Cost/kg expected to decrease in Q4 2019 compared to Q3 2019 due to higher harvest volume and biological improvements expected to continue in Shetland and BC



**EBIT is before fair value adjustment of biological assets*

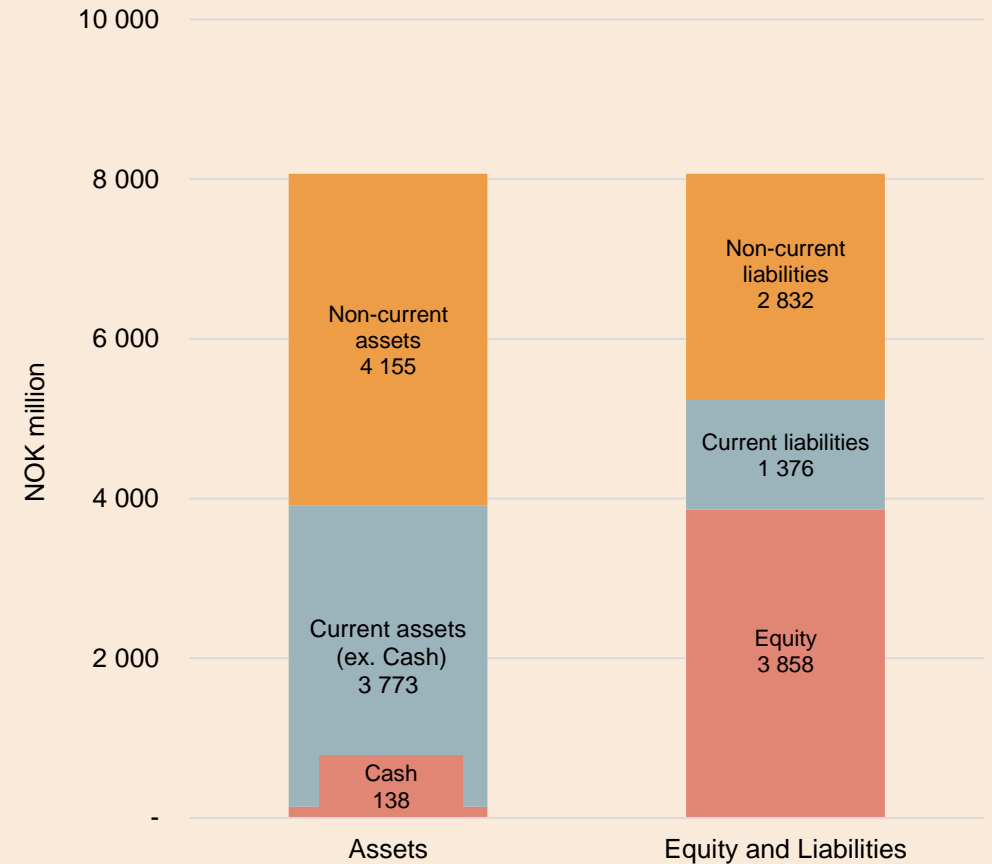
Cash flow

- Gross investments amounted to NOK 95 million
- Positive effect from working capital following reduction in trade receivables
- Net cash flow from financing activities includes negative NOK 437 million effect from a new factoring agreement with Ocean Quality AS



Financial position Q3 2019

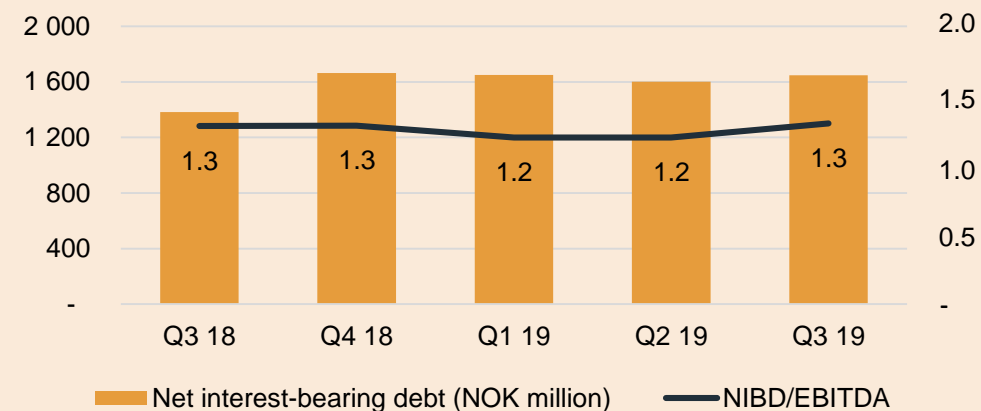
- Total balance of NOK 8 066 million
- Equity was NOK 3 858 million, corresponding to an equity ratio of 48%
- Return on capital employed (ROCE) was 11%, down from 13% in Q3 2018



Funding

- NIBD excl. factoring decreased to NOK 1 647 million in Q3 2019
- Revolving credit and overdraft facility of NOK 1 400 million
 - Revolving credit facility increase of NOK 300 million negotiated in Q3 2019
 - NOK 1 121 million available cash and credit facilities at the end of Q3 2019

NIBD (NOK 1 000)	Q3 2019*	Q3 2018
Term loan	1 043 764	1 119 324
Revolving credit	370 216	70 000
Leasing	366 335	359 405
Other interest-bearing liabilities	3 997	38 942
Cash- closing balance	-137 658	-204 185
NIBD excl. factoring*	1 646 653	1 383 485



*IFRS 16 was adopted 1 January 2019. Effects of IFRS 16 is not included in Q3 2019 figures (NOK 388 million)

Investments

- Q3 2019 NOK 95 million
 - Post-smolt strategy: NOK 5.9 million
 - Digitalization: NOK 10.6 million
 - Biosecurity and fish welfare: NOK 18.0 million
 - Expansion: NOK 8.5 million
 - Maintenance: NOK 52.3 million
- FY 2019 NOK 635 million

Total investments of NOK 635 million in 2019			
Post-smolt Strategy	Digitalization in salmon farming	Biosecurity and fish welfare	Expansion opportunities
NOK 50 million	NOK 65 million	NOK 70 million	NOK 200 million
<ul style="list-style-type: none"> • Expansion of smolt plant in BC 	<ul style="list-style-type: none"> • Central feeding operations • Sensors and cameras • Big data analytics • IT infrastructure 	<ul style="list-style-type: none"> • Aeration systems • Algal monitoring • Lice skirts • Improvement of harvest plant in Finnmark 	<ul style="list-style-type: none"> • New locations
Maintenance investments of NOK 250 million			

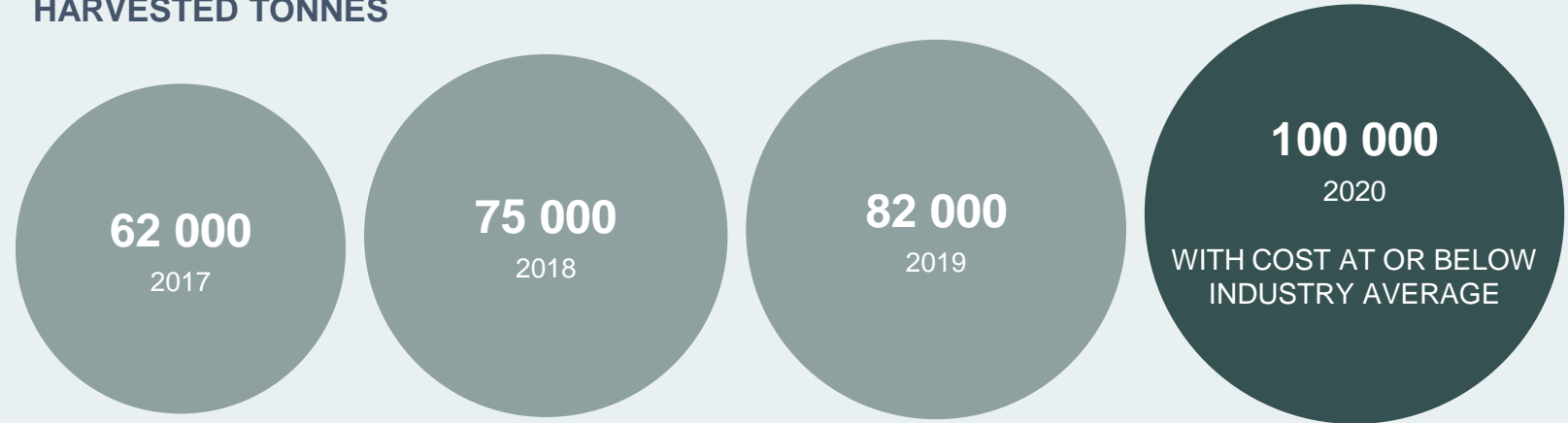
STRATEGY UPDATE

GSF 2020



Building a platform for sustainable growth beyond 2020

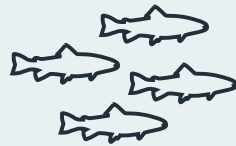
HARVESTED TONNES



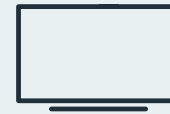
Our strategic focus areas



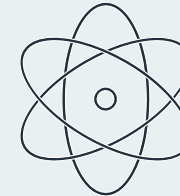
Sustainability



Post-smolt strategy



Digitalization in
salmon farming



Biosecurity and fish
welfare

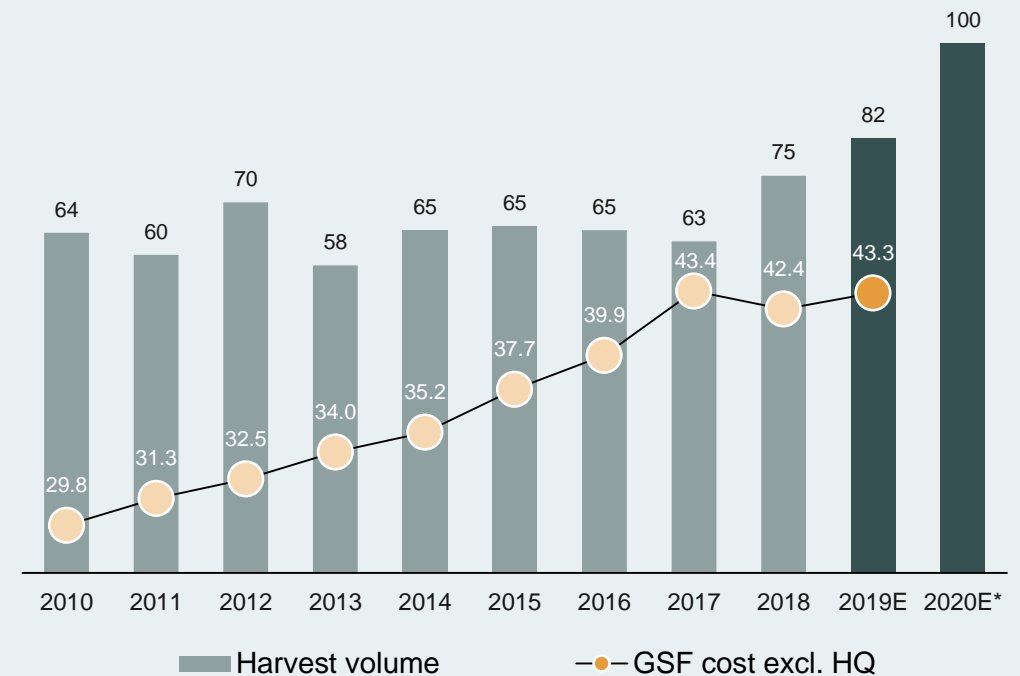


Expansion
opportunities

Volume target within reach. Regional differences in cost performance

- **Finnmark**
 - Stable, low cost driven by strong biological performance
- **Rogaland**
 - Competitive cost levels driven by successful post-smolt strategy and stable, good biology
- **British Columbia**
 - Environmental challenges but promising results from operational measures
- **Shetland**
 - Cost not at target level due to biological and environmental challenges, which have not yet been fully resolved

Volumes (1 000 tonnes GWT) and cost/kg (NOK)



*Cost target 2020 (from CMU 2018): NOK 37.9/kg

GSF 2025



Objectives and ambitions

Global growth

Reach harvest volume above
150 000 tonnes by 2025

Cost leadership

Drive competitiveness
in each region

Value chain repositioning

Evolve from supplier to
innovation partner



Sustainability

Our approach to sustainable business

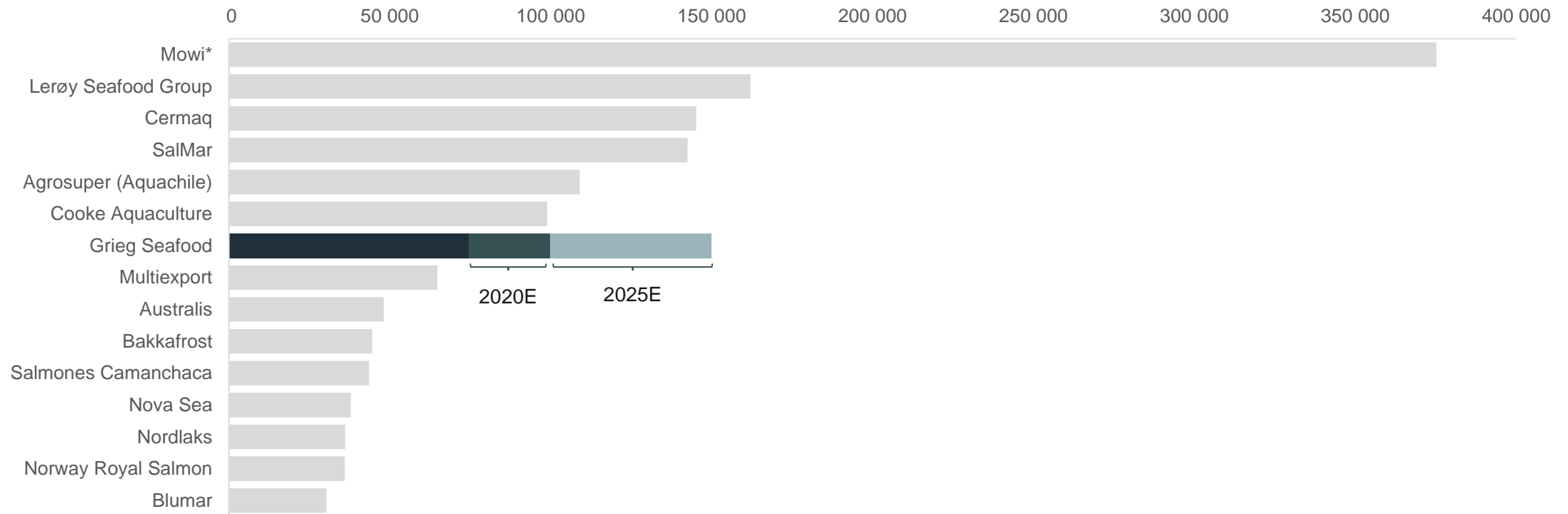
With our five pillars, we are committed to sustainable and long-term value creation for all our stakeholders.

FARMING THE OCEAN FOR A BETTER FUTURE				
Profit & innovation	Healthy oceans	Sustainable food	People	Local communities
<ul style="list-style-type: none"> • Seafood demand • Economic productivity • Profitable growth • Precision farming • Research and innovation 	<ul style="list-style-type: none"> • Fish health and welfare • Sea lice control • Escape control • Limiting local emissions • Interaction with wild life 	<ul style="list-style-type: none"> • Safe and healthy food • Sustainable feed • Reducing carbon emissions • Waste management 	<ul style="list-style-type: none"> • Creating attractive jobs • Keeping our employees safe • Transparency, integrity and anti-corruption • Data security and privacy 	<ul style="list-style-type: none"> • Local value creation and ripple-effects • Local procurement • Sponsorships • Transparency and dialogue

Grow global scale

The world's largest Atlantic salmon producers

Tonnes harvested 2018 (GWT)



*Mowi has 48% ownership in Nova Sea

Source: Kontali analyse, Quarterly presentations, Mowi Salmon farming industry handbook 2019

Targeting above 150 000 tonnes by 2025

Organic growth

- Continued site utilization improvements
- New licenses/MAB expansion
- Post-smolt investments
- New technologies
 - R&D investments
 - Development licenses

Mergers & Acquisitions

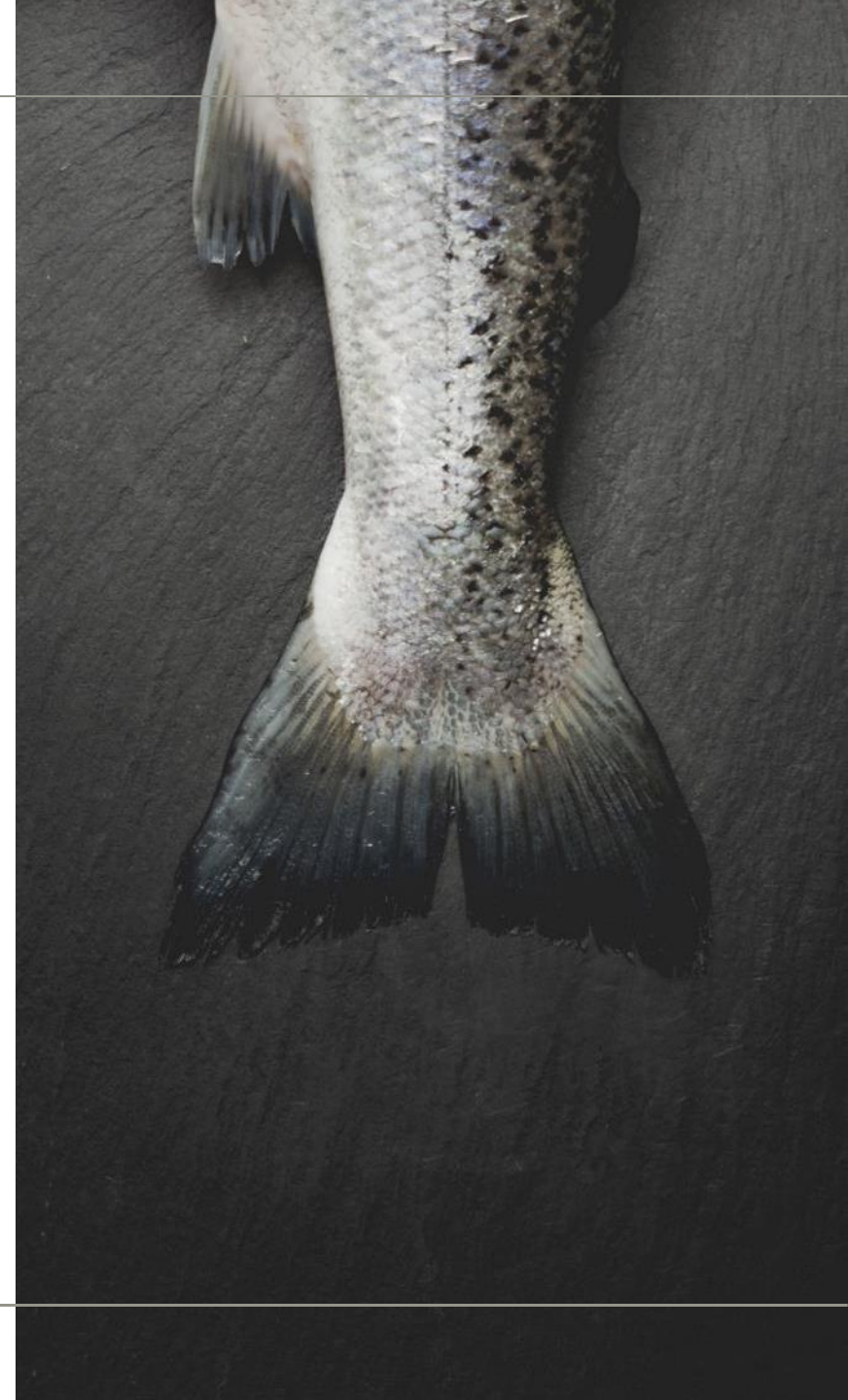
- Pursue opportunities
- Realize synergies with players in current regions in Norway
- Look to new regions for growth opportunities with attractive risk diversification

Cost leadership

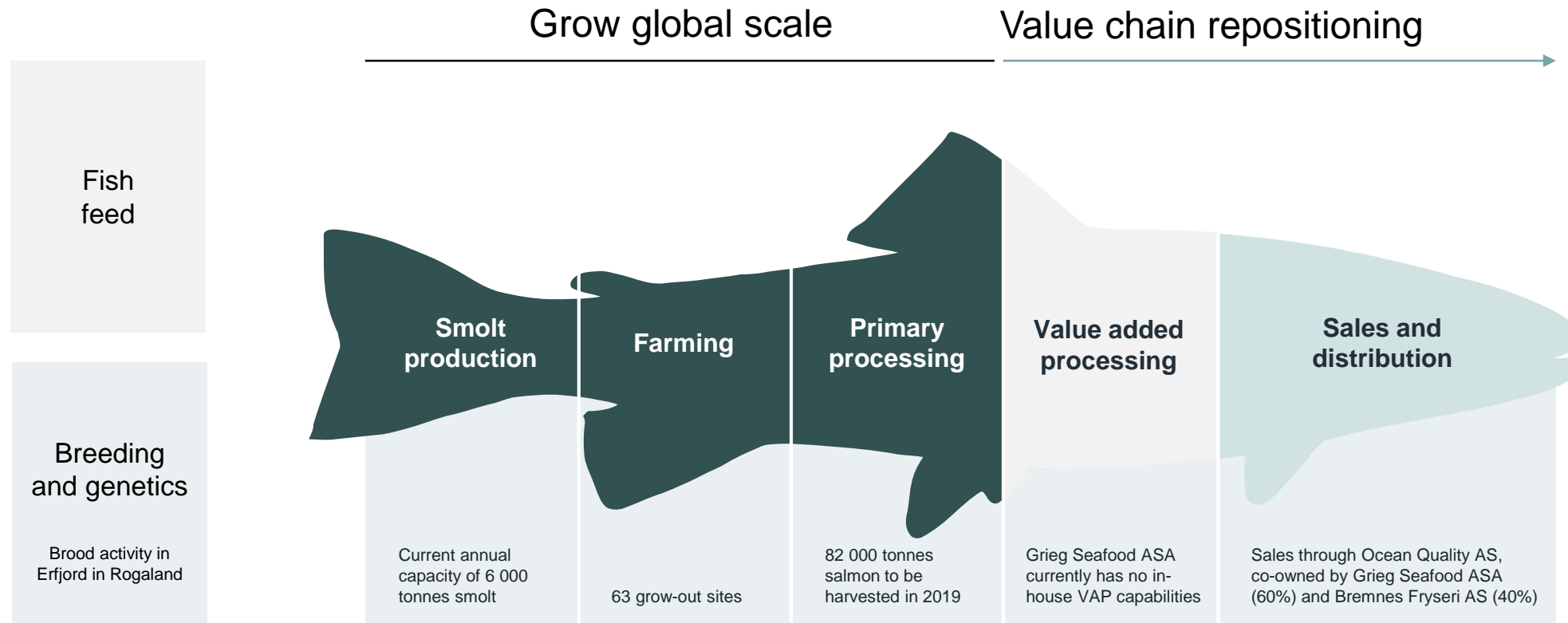
- 2020 cost reduction program provides springboard for industry leadership
- Continued cost improvements expected through
 - Improved fish health and welfare
 - Enhanced operational performance
 - GSF precision farming
 - Procurement capacity
 - Smolt infrastructure development
 - Research and Development



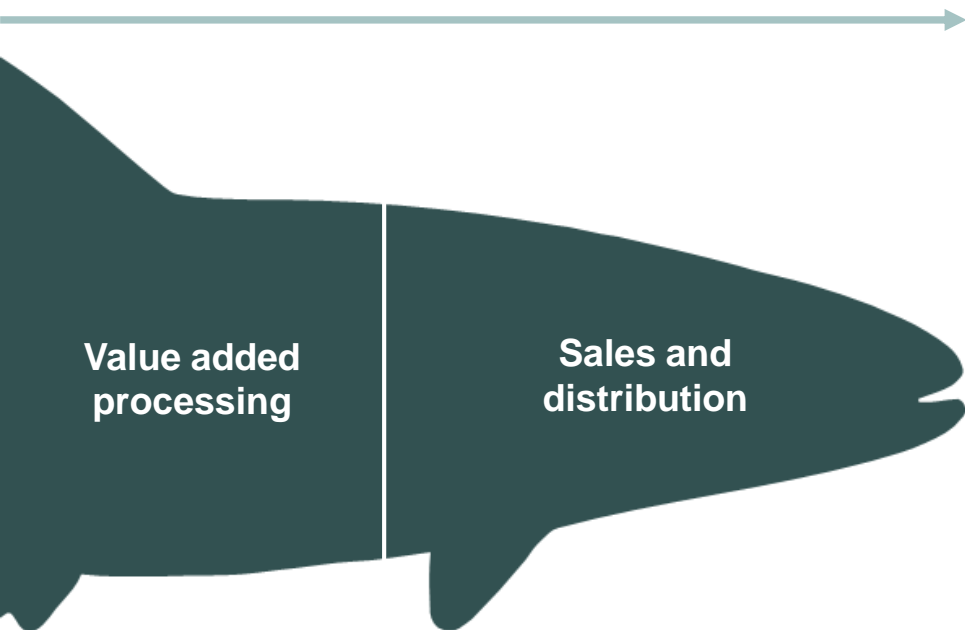
Estimated additional NOK 150 – 250 million cost reduction potential by 2022



From supplier to innovation partner



Value chain repositioning



- Increase share of value added
- Downstream partnerships
 - Build local key account manager resources & consumer insight
 - Coordinate VAP set-up
 - Direct retail/foodservice approach
- Category development
 - Develop immature salmon categories in partnership with retailers
- Brand cultivation and development

Scaling globally through growth and value chain innovation

Global growth

Reach harvest volume above 150 000 tonnes by 2025

- Organic
- New technology
- M&A

Cost leadership

Drive competitiveness in each region

- Improved fish health and welfare
- Enhanced operational performance
- Smolt infrastructure development
- Innovation and development

Value chain repositioning

Evolve from supplier to innovation partner

- Increase share of value added
- Downstream partnerships
- Category development
- Brand cultivation and development



Sustainability

OUTLOOK & SUMMARY

Q3 2019



Harvest estimates

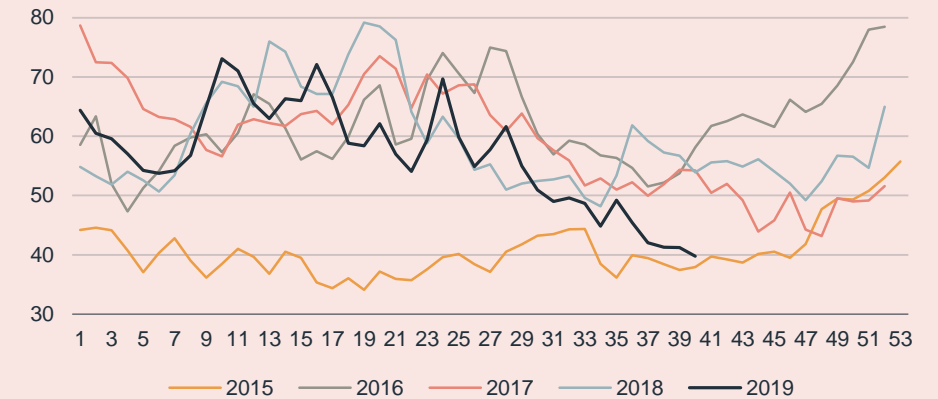
- Expected harvest of 24 400 tonnes in Q4 2019
- Expected harvest volume of 82 000 tonnes in 2019, 10% growth y-o-y

Guiding (1 000 tonnes GWT)	Rogaland	Finnmark	BC	Shetland	GSF group
Q1 2019	5.7	5.7	1.6	1.8	14.8
Q2 2019	8.5	5.4	4.6	3.3	21.8
Q3 2019	2.5	10.5	4.2	3.9	21.0
Q4 2019	7.3	10.4	3.6	3.0	24.4
Total 2019	24.0	32.0	14.0	12.0	82.0
<i>Growth %</i>	35%	14%	-16%	1%	10%
Total 2020	25.0	38.0	17.0	20.0	100.0
<i>Growth %</i>	14%	12%	21%	67%	22%

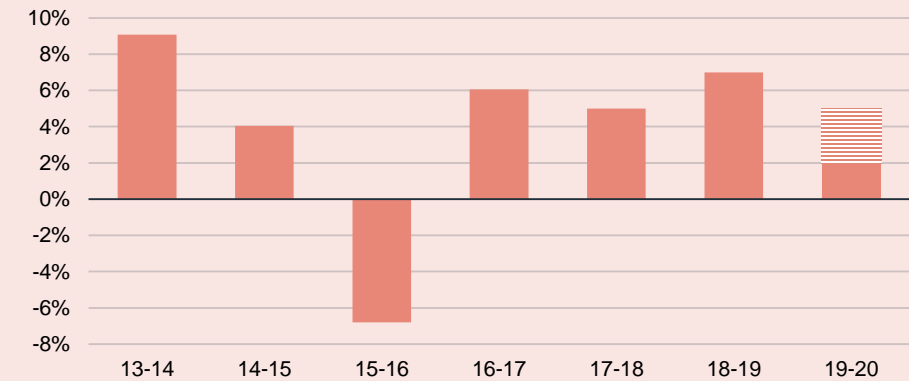
Supply outlook

- Expected global growth of 7% in 2019 and 2-5% in 2020
- Norway
 - 2019: +6%
 - 2020: +4% (1 244 000 tonnes HOG)
- Chile
 - 2019: +5%
 - 2020: +2% (633 000 tonnes HOG)
- North America
 - 2019: -1%
 - 2020: 0% (148 000 tonnes HOG)
- UK
 - 2019: +20%
 - 2020: +2% (169 000 tonnes HOG)

PRICE DEVELOPMENT FOR FRESH NORWEGIAN SALMON
NASDAQ SALMON INDEX 2015 – 2019



GLOBAL SUPPLY GROWTH FARMED SALMON (YOY)



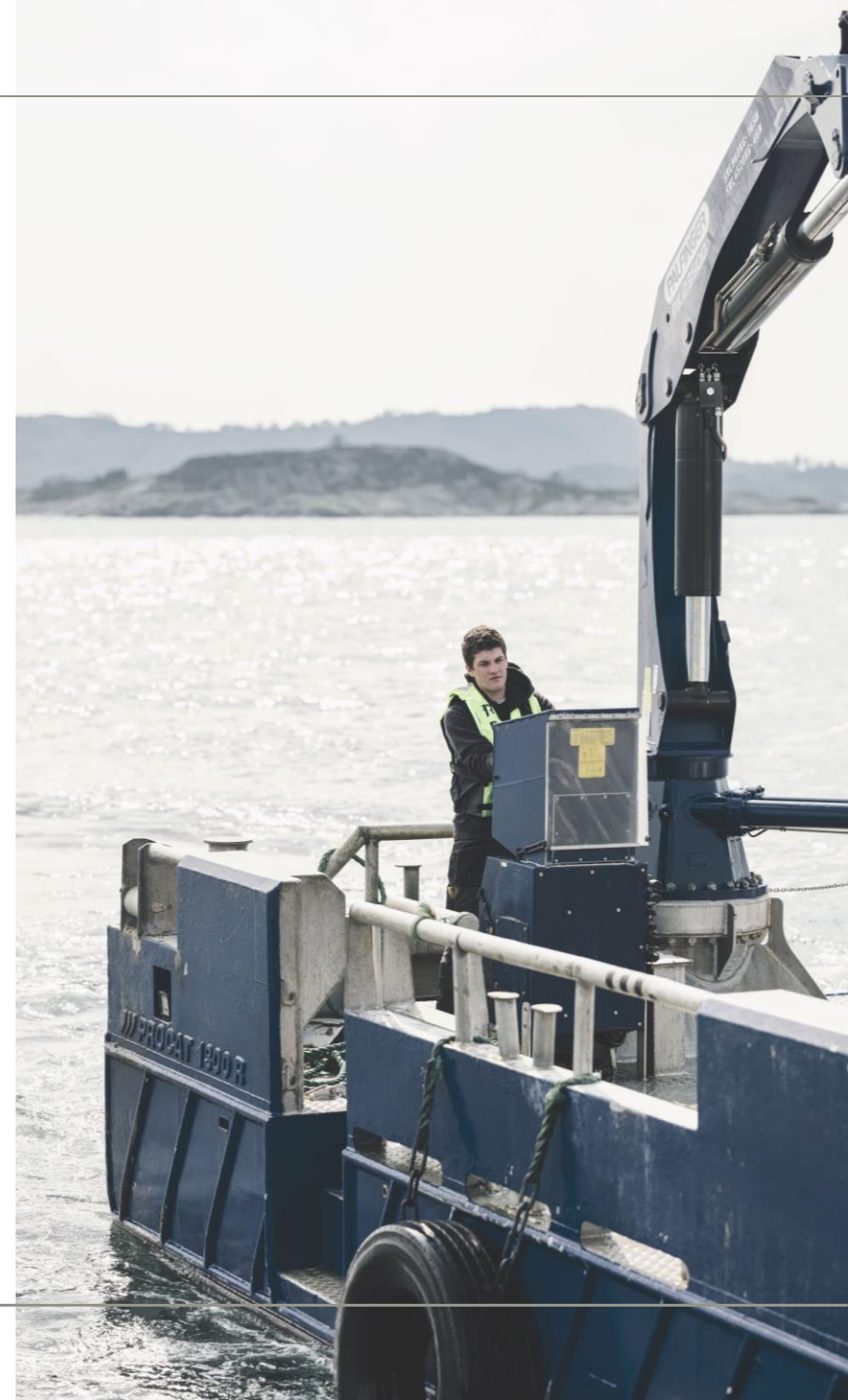
Development Atlantic salmon consumption by market

Markets (Figures in tonnes HOG)	Q3 2019	Q3 2018	Volume change	% change
EU	275 300	246 600	28 700	12%
USA	117 500	103 900	13 600	13%
Brazil	23 600	21 600	2 000	9%
Russia	23 700	22 800	900	4%
Japan	12 800	12 800	0	0%
China/ Hong Kong/ Vietnam	32 500	28 900	3 600	12%
Other Asia	29 000	23 700	5 300	22%
Other markets	97 200	81 500	15 700	19%
Total all markets	611 600	541 600	70 000	13%

Markets (Figures in tonnes HOG)	YTD 2019	YTD 2018	Volume change	% change
EU	732 800	678 000	54 800	8%
USA	348 200	324 100	24 100	7%
Brazil	56 800	64 500	-7 700	-12%
Russia	70 800	65 300	5 500	8%
Japan	56 800	64 500	-7 700	-12%
China/ Hong Kong/ Vietnam	38 500	37 600	900	2%
Other Asia	81 500	74 700	6 800	9%
Other markets	259 500	226 300	33 200	15%
Total all markets	1 685 700	1 563 100	122 600	8%

Summary

- Continued strong operational performance in Norway
- Increased survival in Shetland and biological improvements in British Columbia
- Estimated contract share of 20% in Norway and 24% in the UK in Q4 2019, 22% and 24% for the full year 2019, respectively
- Planned release of 26 million smolt and harvest volume of 82 000 tonnes in 2019
- 2020 harvest guiding of 100 000 tonnes well within reach
- Targeting above 150 000 tonnes by 2025, focusing on global growth, cost leadership and value chain repositioning founded in sustainability





UPCOMING FINANCIAL RESULTS
Q4 2019, 13 FEBRUARY 2020

UPCOMING EVENTS
CAPITAL MARKETS DAY,
FINNMARK, JUNE 2020

APPENDIX

Q3 2019



Share information

Number of shares

- 111.662 millions incl. treasury shares

Last issues

- Q2 2009, NOK million 139 new shares issued

Subordinated convertible bond issued in Q1 2009

- 100 million converted at NOK 4.00 per share within 31.12.2010
- 85% converted in Q2 2009, 15% in Q3 2009

Share savings program for the employees

- Transferred 21 576 treasury shares to employees in Q4 2018
- To strengthen culture and encourage loyalty by offering employees to become shareholders in Grieg Seafood

EPS

- -2.40 NOK/share Q3 2019
- 2.00 NOK/share Q3 2018
- 8.81 NOK/ share FY 2018

Share price

- NOK 111.20 at 30.09.2019
- NOK 107.50 at 30.09.2018
- NOK 102.30 at 31.12.2018

Shareholder structure

- Largest 20 holds 77.29% of total number of shares

The 20 largest shareholders in Grieg Seafood ASA at 30.09.2019	No. of shares	Shareholding
Grieg Aqua AS	56 018 799	50.17%
OM Holding AS	6 169 379	5.53%
Folketrygdfondet	4 502 130	4.03%
Ystholmen Felles AS	2 928 197	2.62%
Verdipapirfondet Pareto Investment	2 044 000	1.83%
State Street Bank and Trust Comp	1 728 227	1.55%
Verdipapirfondet Alfred Berg Gamba	1 600 796	1.43%
Clearstream Banking S.A.	1 450 683	1.30%
Pictet & Cie (Europe) S.A.	1 366 774	1.22%
Grieg Seafood ASA	1 228 424	1.10%
Handelsbanken Nordiska Smabolag	1 057 190	0.95%
JPMorgan Chase Bank, N.A., London	902 290	0.81%
State Street Bank and Trust Comp	895 613	0.80%
UBS Switzerland AG	803 257	0.72%
JPMorgan Chase Bank, N.A., London	714 092	0.64%
State Street Bank and Trust Comp	654 493	0.59%
Arctic Funds PLC	606 724	0.54%
State Street Bank and Trust Comp	603 406	0.54%
KLP Aksjenorge Indeks	517 788	0.46%
Verdipapirfondet Nordea Avkastning	508 216	0.46%
Total 20 largest shareholders	86 300 478	77.29%
Total others	25 361 522	22.71%
Total number of shares	111 662 000	100.00%

Profit & loss

Profit & loss (NOK 1 000)	Q3 2019*	Q3 2018	YTD 2019*	YTD 2018
Sales revenues	2 010 702	1 584 480	5 883 324	5 369 359
Other income	2 783	4 082	19 485	54 857
Share of profit from associates	2 776	-858	891	-1 528
Change in inventories	200 686	322 726	413 617	305 969
Raw materials and consumables used	-1 272 545	-1 071 156	-3 420 174	-3 020 739
Salaries and personnel expenses	-148 277	-137 259	-429 245	-390 499
Other operating expenses	-536 661	-483 062	-1 441 200	-1 395 557
EBITDA before fair value adjustment of biological assets	259 465	218 952	1 026 700	921 861
Depreciation property, plant and equipment	-104 133	-57 854	-292 238	-169 707
Amortization of intangible assets	-1 411	-1 350	-4 201	-4 024
EBIT before fair value adjustment of biological assets	153 921	159 748	730 260	748 131
Fair value adjustment of biological assets	-464 991	154 236	-500 142	142 963
EBIT after fair value adjustment of biological assets	-311 070	313 984	230 118	891 093
Net financial items	-10 621	-6 196	-32 431	-53 449
Profit before tax	-321 691	307 788	197 688	837 645
Estimated taxation	64 966	-83 242	-51 568	-219 646
Net profit for the period	-256 725	224 546	146 119	617 999
Allocated to				
Controlling interests	-265 453	220 407	126 133	606 119
Non-controlling interests	8 727	4 139	19 986	11 880

*Q3 and YTD 2019 include IFRS 16 effects

Comprehensive income

Comprehensive income (NOK 1 000)	Q3 2019*	Q3 2018	YTD 2019*	YTD 2018
Profit for the period	-256 725	224 546	146 119	617 999
<i>Net other comprehensive income to be reclassified to profit/loss in subsequent periods</i>				
Currency effect on investment in subsidiaries	43 843	15 820	56 560	-20 917
Currency effect on loans to subsidiaries	24 594	1 513	17 252	-24 040
Tax effect loans to subsidiaries	-5 411	-348	-3 795	5 529
Cash flow hedges	-2 100	3 623	-568	20 296
Tax effect cash flow hedges	462	-833	125	-4 668
Change in fair value of equity instruments	-	28	-	28
<i>Other comprehensive income for the period, net of tax</i>	61 389	19 803	69 574	-23 772
Total comprehensive income for the period	-195 337	244 349	215 693	594 227
Allocated to				
Controlling interests	-203 341	238 145	195 560	573 694
Non-controlling interests	8 004	6 204	20 132	20 533

*Q3 and YTD 2019 include IFRS 16 effects

Financial position - assets

Assets (NOK 1 000)	30.09.2019*	30.09.2018	31.12.2018
Goodwill	109 202	108 605	109 013
Licenses	1 129 714	1 113 934	1 121 662
Other intangible assets	21 563	20 252	25 175
Deferred tax assets	1 718	3 623	1 718
Property, plant and equipment	2 424 396	2 204 260	2 292 912
Right-of-use assets	383 896	-	-
Investments in associates	39 263	27 922	37 122
Other non-current receivables	45 408	1 345	1 327
Total non-current assets	4 155 161	3 479 941	3 588 929
Inventories	131 771	88 901	126 092
Biological assets	2 495 428	2 121 878	2 223 833
Fair value of biological assets	438 501	863 428	971 309
Trade receivables	466 244	614 137	925 232
Other current receivables	197 685	197 475	166 432
Derivatives and other financial instruments	43 868	2 911	2 743
Cash and cash equivalents	137 658	204 185	137 920
Total current assets	3 911 155	4 092 916	4 553 561
Total assets	8 066 316	7 572 857	8 142 490

*30.09.2019 includes IFRS 16 effects

Financial position - equity and liabilities

Equity and liabilities (NOK 1 000)	30.09.2019*	30.09.2018	31.12.2018
Share capital	446 648	446 648	446 648
Treasury shares	-4 914	-5 000	-4 914
Retained earnings and other equity	3 367 012	3 215 066	3 392 319
Total controlling interests	3 808 746	3 656 714	3 834 053
Non-controlling interests	49 327	39 253	49 458
Total equity	3 858 073	3 695 967	3 883 511
Deferred tax liabilities	931 856	939 786	877 639
Cash-settled share options	5 346	8 275	8 493
Subordinated loans	13 096	13 798	14 047
Borrowings and leasing	1 609 797	1 370 714	1 591 072
Non-current lease liabilities (IFRS 16)	272 264	-	-
Total non-current liabilities	2 832 359	2 332 573	2 491 251
Current portion of long-term borrowings and leasing	208 096	222 856	221 788
Current portion lease liabilities (IFRS 16)	116 077	-	-
Factoring liabilities	47 497	408 876	573 377
Trade payables	685 530	591 413	649 352
Tax payable	119 120	126 279	130 287
Derivatives and other financial instruments	4 311	4 129	5 905
Other current liabilities	195 253	190 765	187 019
Total current liabilities	1 375 883	1 544 318	1 767 729
Total liabilities	4 208 242	3 876 891	4 258 979
Total equity and liabilities	8 066 316	7 572 857	8 142 490

*30.09.2019 includes IFRS 16 effects

Cash flow

Cash flow (NOK 1 000)	Q3 2019	Q3 2018	YTD 2019	YTD 2018
EBIT after fair value adjustment of biological assets	-311 070	313 984	230 118	891 093
Depreciation and amortization	75 467	59 204	211 332	173 731
(Gain)/loss on sale of property, plant and equipment	1 332	-	1 834	-209
Share of profit from companies applying equity method of accounting	-2 776	858	-891	1 528
Fair value adjustment of biological assets	464 991	-154 236	500 142	-142 963
Change in inventory excl. fair value, trade payables and trade receivables	284 192	306 016	186 640	52 101
Other adjustments	29 111	1 006	35 753	-68 550
Taxes paid	-234	-392	-25 227	-29 191
Net cash flow from operating activities	541 012	526 441	1 139 700	877 542
Proceeds from sale of fixed assets	447	-	610	328
Capital expenditure (fixed assets)	-95 314	-154 781	-313 478	-587 871
Property, plant and equipment financed by leasing	-	22 775	60 330	150 877
Investment in associate companies	-	-10 000	-14 946	-20 000
Change in other non-current receivables	-	-28	-	-28
Net cash flow from investing activities	-94 867	-142 034	-267 484	-456 694
Net changes in interest-bearing liabilities incl. factoring	-464 937	-366 369	-582 981	-188 592
Paid dividends	-	-	-220 867	-220 824
Paid dividends to non-controlling interests	-	-	-20 263	-24 821
Net interest and other financial items	-22 156	-12 199	-50 614	-52 542
Net cash flow from financing activities	-487 093	-378 569	-874 726	-486 779
Net change in cash and cash equivalents	-40 948	5 838	-2 510	-65 932
Cash and cash equivalents - opening balance	178 709	198 536	137 920	271 715
Currency translation of cash and cash equivalents	-103	-189	2 248	-1 599
Cash and cash equivalents - closing balance	137 658	204 185	137 658	204 185

Effects of IFRS 16 Leases

Standard adopted from 1 January 2019. Comparatives (2018 figures) are not restated.

Statement of financial position (NOK 1 000)	Closing balance 31.12.2018	IFRS 16 effects on opening balance	Adjusted opening balance 01.01.2019	IFRS 16 effects YTD 2019
Non-current assets	3 588 929	319 054	3 907 983	64 842
Current assets	4 553 561	-	4 553 561	-
Total assets	8 142 490	319 054	8 461 544	64 842
Equity (before tax effect)	3 883 511	-	3 883 511	-4 444
Non-current liabilities	2 491 251	236 580	2 727 831	35 684
Current liabilities	1 767 729	82 474	1 850 203	33 602
Total liabilities	4 258 979	319 054	4 578 033	69 286
Total equity and liabilities	8 142 490	319 054	8 461 544	64 842

Income statement (NOK 1 000)	Q3 2019 before IFRS 16 effect*	IFRS 16 effects	Q3 2019	YTD 2019 before IFRS 16 effect*	IFRS 16 effects	YTD 2019
Total revenues	2 013 486	-	2 013 486	5 902 810	-	5 902 810
Share of profit from associates	2 776	-	2 776	891	-	891
Raw materials and consumables used incl. change in inventories	-1 071 859	-	-1 071 859	-3 006 556	-	-3 006 556
Salaries and personnel expenses	-148 277	-	-148 277	-429 245	-	-429 245
Other operating expenses	-568 036	31 375	-536 661	-1 530 420	89 220	-1 441 200
EBITDA before fair value adjustment of biological assets	228 090	31 375	259 465	937 480	89 220	1 026 700
Depreciation and amortization	-75 467	-30 077	-105 544	-211 332	-85 107	-296 440
EBIT before fair value adjustment of biological assets	152 623	1 298	153 921	726 147	4 113	730 260
Fair value adjustment of biological assets	-464 991	-	-464 991	-500 142	-	-500 142
EBIT after fair value adjustment of biological assets	-312 368	1 298	-311 070	226 006	4 113	230 118
Net financial items	-7 802	-2 819	-10 621	-23 921	-8 509	-32 431
Profit before tax	-320 170	-1 521	-321 691	202 084	-4 397	197 688

*Figures are presented as if IAS 17 still applies

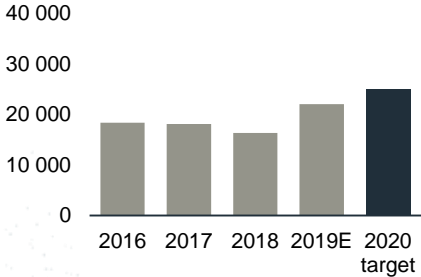
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BRITISH COLUMBIA


DALLAS, TEXAS

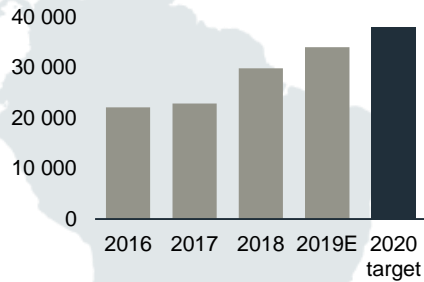
Rogaland

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Finnmark

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SHETLAND

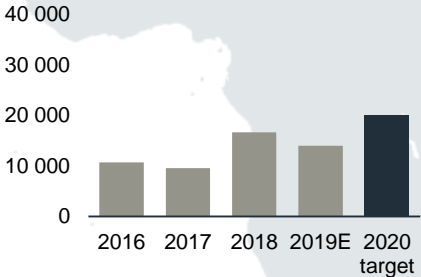

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ROGALAND
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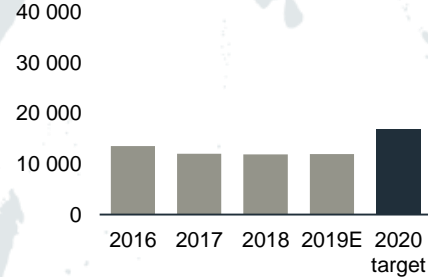
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Shetland

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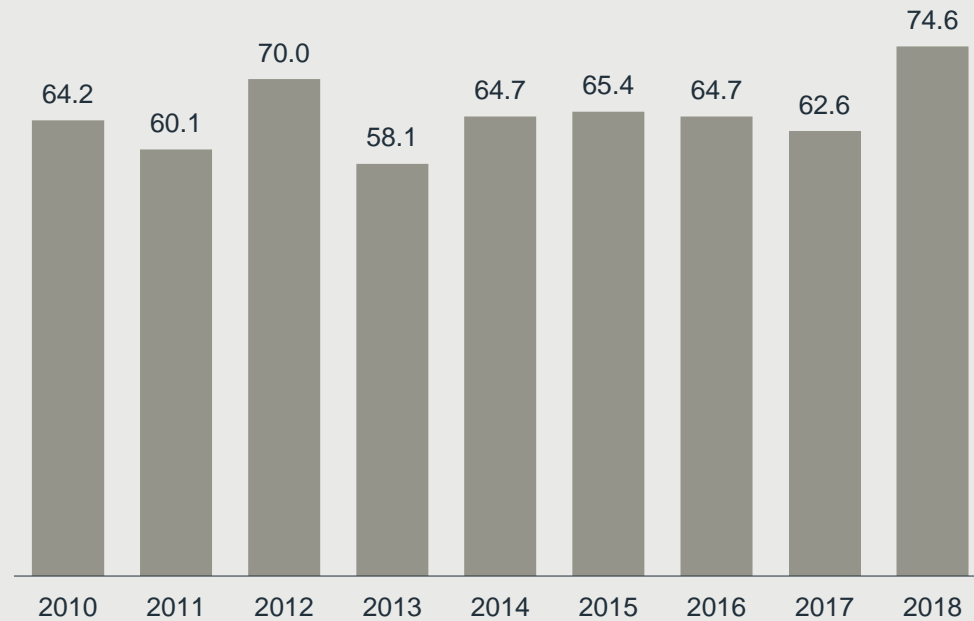

BEIJING


SHANGHAI

Strong long-term operational and financial development

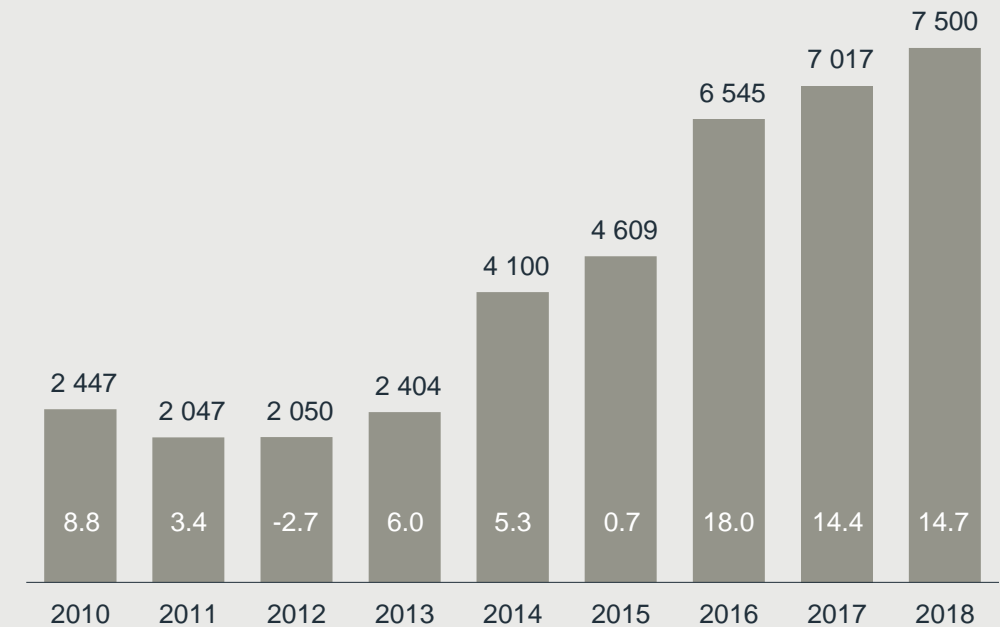
HARVEST VOLUME

(1 000 tonnes GWT)



SALES REVENUES AND EBIT/KG

(NOK million and NOK/kg)



STRONG FOCUS ON IMPROVED BIOLOGICAL PERFORMANCE

People and routines	Post-smolt	GSF precision farming	Sea lice treatment	Algae prevention	Area management agreements
<ul style="list-style-type: none"> • Strong competence • Advanced training programs • Strict routines and procedures • Frequent evaluation and reporting 	<ul style="list-style-type: none"> • More robust when placed in sea, improving survival rates • Shorter time in the sea reduces exposure to biological risks • Increased smolt release flexibility • Allows for longer fallow periods 	<ul style="list-style-type: none"> • Operational and strategic decision support through integrated operations centers • Improved feeding operations through IBM collaboration • Aqua Cloud project for more efficient handling of sea lice 	<ul style="list-style-type: none"> • Preventive measures: <ul style="list-style-type: none"> - Sea lice skirts, where on-site conditions permit - Cleaner fish • Aqua Cloud project for predicting sea lice levels • Invested in additional non-medical treatment capacity 	<ul style="list-style-type: none"> • Aeration systems <ul style="list-style-type: none"> - Reduces risk of algal issues - Increases survival during harmful algal bloom (HAB) events • Daily water samples analyzed using sensor technology and advanced image analysis <ul style="list-style-type: none"> - Early identification of species, prevalence and depth distribution of algae 	<ul style="list-style-type: none"> • Management Agreements are important to: <ul style="list-style-type: none"> - Collaborate with farmers with active sites in the same areas as GSF - Reduce risk of contamination due to interconnectivity in the respective areas

FINANCIAL TARGETS			
		2017	2018
Harvest volume	100 000 tonnes in 2020	62 598 tonnes	74 623 tonnes
Cost	At or below industry average NOK 37.9/kg in 2020	NOK 43.4/kg	NOK 43.1/kg
Financial	NIBD* /EBITDA < 4.5 Equity ratio > 35%	1.2 47%	1.3 47%
Profitability	Return on Capital Employed of 12%	24%	22%
Capital structure	NIBD** /harvest volume: NOK 20/kg	NOK 20.2/kg	NOK 22.3/kg
Dividend	25%-35% of the Group's net profit after tax adjusted for fair value appraisals	DPS NOK 4.00 Pay-out ratio***: 56%	DPS NOK 4.00 Pay-out ratio***: 65%

* NIBD according to bank covenants

** NIBD excluded factoring debt

*** Pay-out ratio calculated on previous year's accounts