Grieg Seafood ASA

Q3 2015

Andreas Kvame | CEO

Atle Harald Sandtorv | CFO

6 November 2015

Agenda

- Highlights
- Business Units (Regions)
- Financials
- Outlook

HIGHLIGHTS Q3 2015

Highlights Q3 2015

- Operational EBIT MNOK 28 in Q3 2015.
- Last coho generation in BC harvested - MNOK 19 loss.
- Shetland VAP ended - write-down of MNOK 50.
- EBIT after restructuring MNOK -44.
- Positive EBIT/kg in Norway.
- Normalized production in Norway and BC.
- Algae and sea lice impacting Shetland production.
- Weak price realisation in UK and US markets.
- High cost in Shetland due to strong GBP.
- Harvested volume in Q3 was 19 480 tons.
- 2 900 tons moved from 2015 to 2016, guiding 2015 of 67 100 tons.

Financial highlights Q3 2015

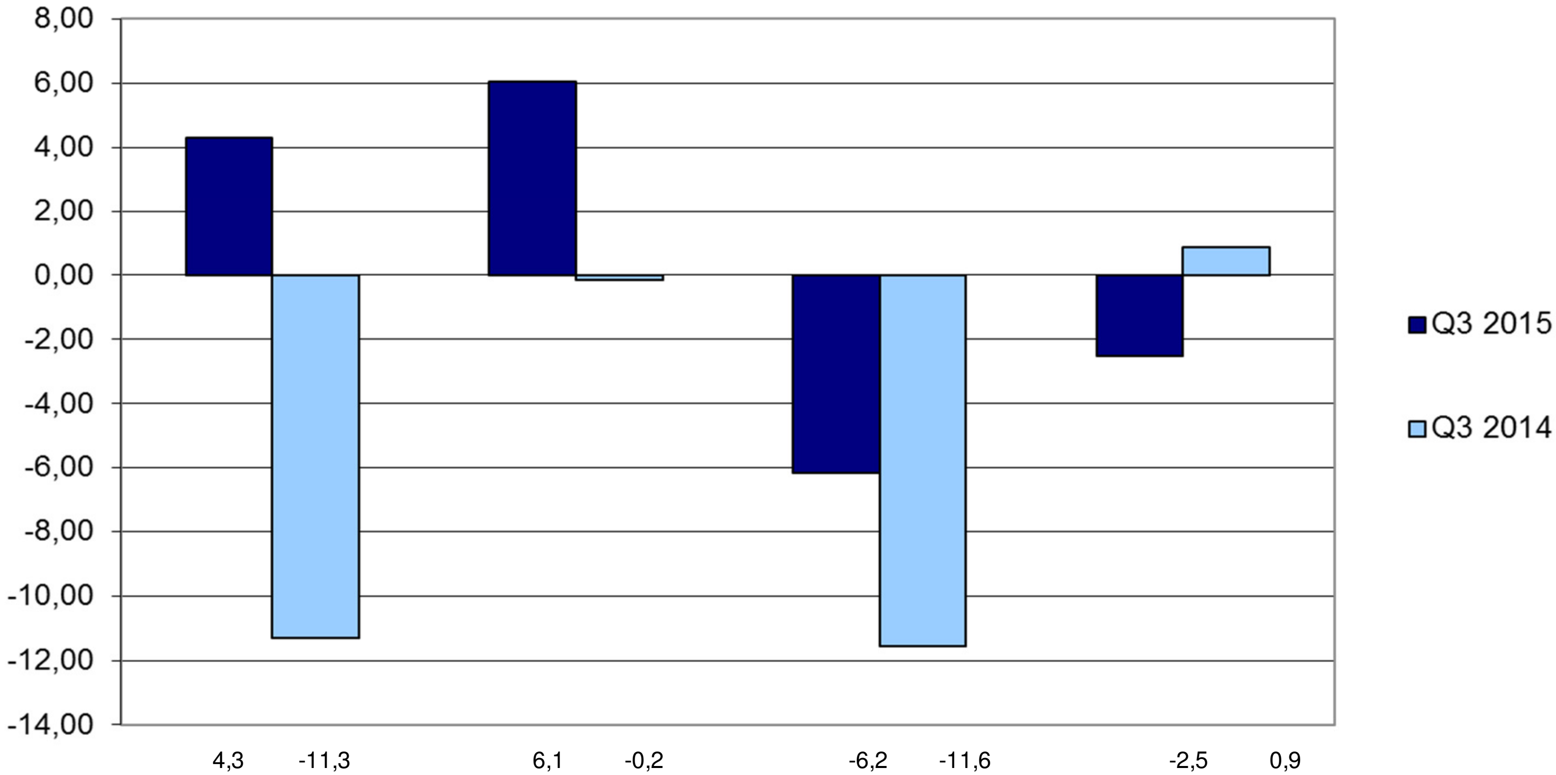
	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Total operating income (TNOK)	1 244 577	956 618	3 449 057	3 113 730
EBITDA (TNOK)	47 391	-18 852	174 404	312 979
EBIT before fair value adj. (TNOK)	-44 346	-52 679	4 624	213 642
EBIT / kg (NOK)	-2,28	-3,15	0,09	4,38
Harvest volume (tons gwe)	19 480	16 750	50 119	48 795

- Operational EBIT/kg: NOK 1.5.
- 16% volume increase.

BUSINESS UNITS
(REGIONS)

Business units performance – Q3 2015

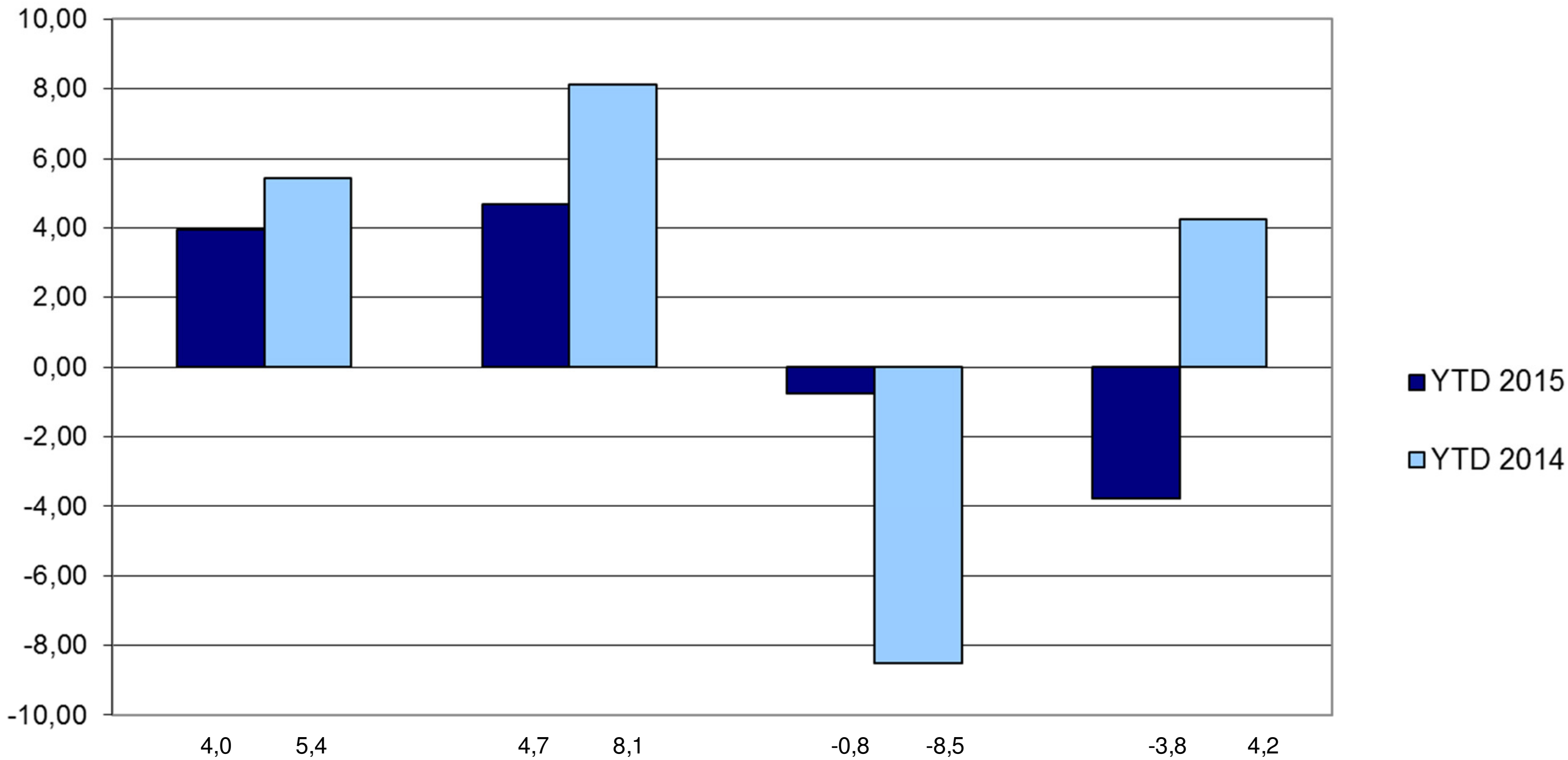
EBIT before biomass adjustment/KG gwt



	Rogaland Q3 15	Rogaland Q3 14		Finnmark Q3 15	Finnmark Q3 14		BC Q3 15	BC Q3 14		Shetland Q3 15	Shetland Q3 14
Harvest (gwt)	1 806	2 068		7 802	6 933		4 470	2 899		5 401	4 850
Sales MNOK	79	85		320	212		177	109		243	192

Business units performance – YTD 2015

EBIT before biomass adjustment/KG gwt



	Rogaland			Finnmark			BC			Shetland	
	YTD15	YTD14		YTD15	YTD14		YTD15	YTD14		YTD15	YTD14
Harvest (gwt)	11 523	9 603		14 134	20 666		12 066	5 637		12 396	12 889
Sales MNOK	482	426		559	766		461	234		581	550

GSF Rogaland

- Harvest volume in Rogaland was low in Q3. This has resulted in some increase in costs per kilo, in particular harvesting costs.
- The biological situation is stable, and the level of mortality remains low.

	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Harvest (gwt)	1 806	2 068	11 523	9 603
Sales revenues	79 085	84 765	482 170	425 582
EBIT	7 748	-23 345	45 661	52 237
EBIT/kg	4,3	-11,3	4,0	5,4

GSF Finnmark

- Higher harvest volume in Q3 reduces costs per kilo.
- Stable sea production in Q3.
- Decided to bring forward some harvesting due to fallowing Øksfjorden, an area where lice have presented increasing challenges.

	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Harvest (gwt)	7 802	6 933	14 134	20 666
Sales revenues	319 862	211 593	559 303	765 595
EBIT	47 223	-1 117	66 283	167 759
EBIT/kg	6,1	-0,2	4,7	8,1

GSF BC (Canada)

- Weak US market in Q3, especially for coho.
- Last coho generation in BC harvested - MNOK 19 loss.
- After low DO in Q2, the biological situation is normalised in Q3.

	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Harvest (gwt)	4 470	2 899	12 066	5 637
Sales revenues	176 821	108 710	461 150	233 679
EBIT	-27 547	-33 555	-9 116	-47 907
EBIT/kg	-6,2	-11,6	-0,8	-8,5

GSF Shetland

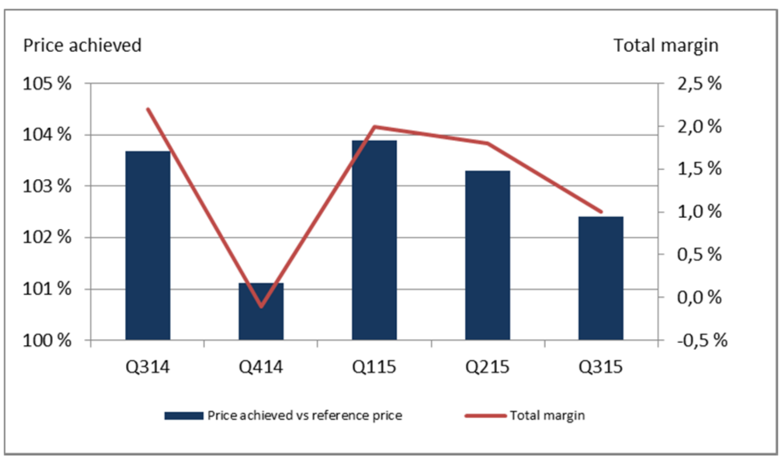
- Decided to sell the VAP equipment. The accounts include a loss of MNOK 50 in this connection.
- Strengthening of GBP against NOK has made production in the UK less competitive compared with Norway.
- Cost moving down in Q3, but still too high.
- Algae and lice have presented increasing challenges, especially on the west coast of Shetland. This has resulted in weaker production than expected.
- This resulting high production cost in Q4 2015.

	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Harvest (gwt)	5 401	4 850	12 396	12 889
Sales revenues	243 324	192 384	581 056	549 551
EBIT	-13 600	4 165	-46 642	54 753
EBIT/kg	-2,5	0,9	-3,8	4,2

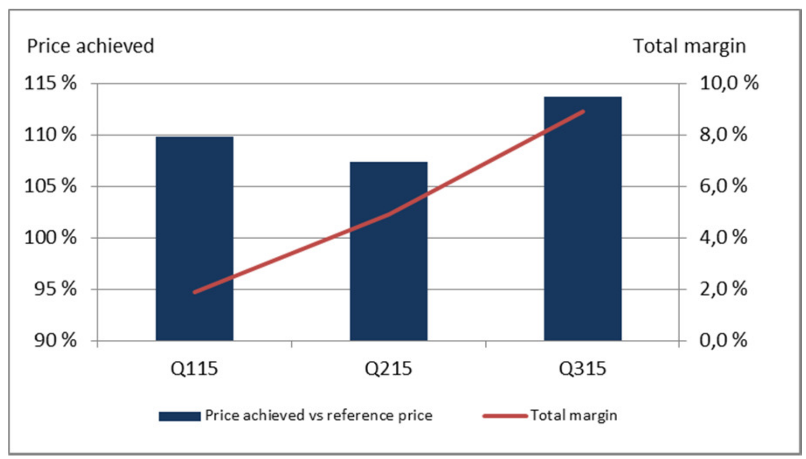
Ocean Quality (GSF 60%, Bremnes 40%)

- Positive margin in Norway.
- Prices UK vs Norway +1.33 NOK
- High margin in North America.

Norway:



North America:



Financials

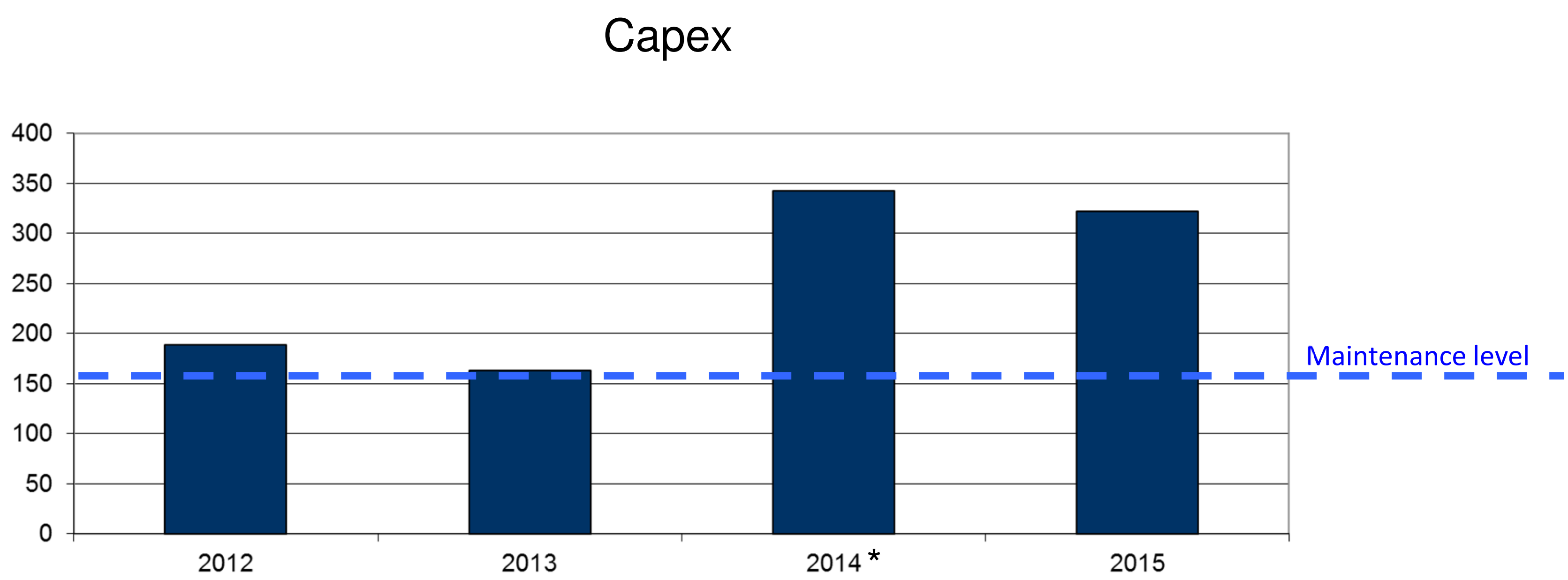
Profit and Loss

All figures in NOK 1,000	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Total operating income	1 244 577	956 618	3 449 057	3 113 730
EBITDA	**47 391**	**-18 852**	**174 404**	**312 979**
Depreciation and amortisation	-91 738	-33 827	-169 780	-99 337
EBIT before biomass adj	**-44 346**	**-52 679**	**4 624**	**213 642**
Fair value adj biological assets	93 082	-3 577	-128 043	-247 187
EBIT after biomass adj.	**48 736**	**-56 256**	**-123 419**	**-33 545**
Share of profit from ass. companies	184	188	2 145	2 943
Net financial	-29 843	-19 797	-54 716	-53 215
Profit before tax	**19 077**	**-75 866**	**-175 990**	**-83 816**
Estimated taxation	-12 695	17 223	29 631	21 027
Net profit in the period	**6 381**	**-58 642**	**-146 359**	**-62 789**

Net financial

All figures in NOK 1,000	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Changes in fair value from hedging instruments	-8 267	2 266	1 527	3 377
Net financial interest	-34 039	-21 754	-81 895	-65 797
Net currency gain (losses)	14 252	500	28 028	11 487
Dividends	0	0	0	0
Net other financial expenses/-income	-1 788	-809	-2 377	-2 282
Net financial item	**-29 843**	**-19 798**	**-54 716**	**-53 215**

Investments



* Green licenses Finnmark included in 2014 figures – MNOK 40.

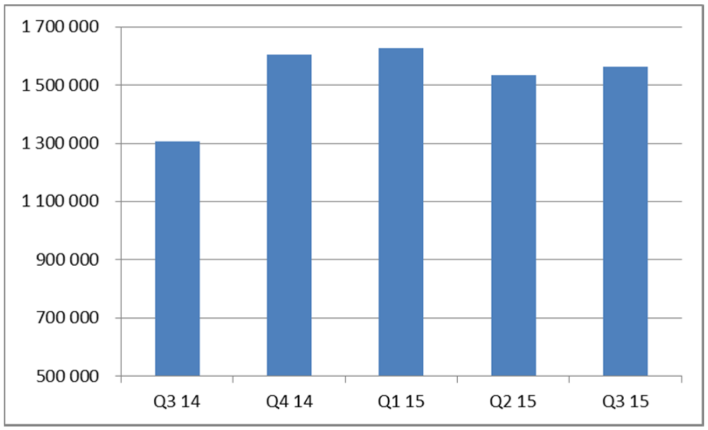
Cash Flow

	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Cash - opening balance	**240 494**	**240 391**	**181 498**	**182 257**
EBITDA	47 391	-18 852	174 404	312 979
Inventory, trade payables and trade receivables	126 724	197 726	224 111	36 057
Other adjustments	1 261	5 128	-18 413	-6 002
Cash flow from operations	175 376	184 002	380 102	343 034
Capital expenditure (fixed assets)	-75 840	-74 801	-240 603	-144 197
Investments in associated companies/shares	0	0	8 003	4 480
Change in other non-current receiveables	-2 446	4 720	-2 481	597
Cash flow from investments	-78 286	-70 081	-235 081	-139 120
Changes in interest-bearing debt	-2 591	-137 941	104 313	-137 296
Paid dividends	0	0	-55 206	0
Net interest and financial items	-27 566	-20 338	-70 662	-49 627
Cash flow from financing	-30 157	-158 279	-21 555	-186 923
Currency effect on cash - opening balance	1 912	42	4 375	-3 173
Changes in cash (incl currency effect on cash)	**68 845**	**-44 316**	**127 841**	**13 818**
Cash - closing balance	**309 339**	**196 075**	**309 339**	**196 075**

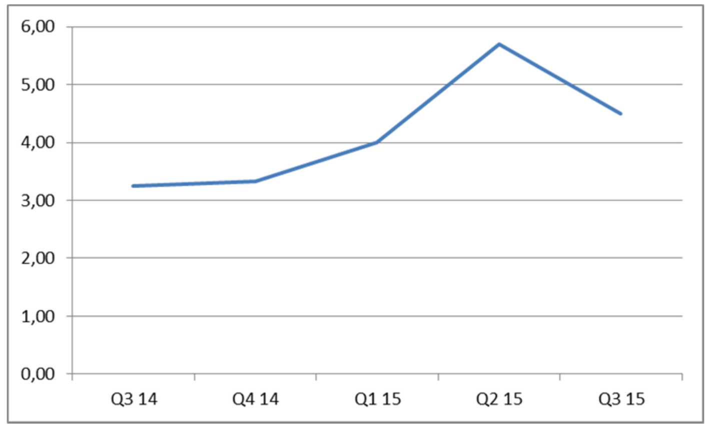
Dividend paid: NOK 0.5 per share in Q2 2015.

Net Interest Bearing Debt/EBITDA

NIBD
(excl. factoring)



NIBD/EBITDA
(according to covenants)



NIBD

MNOK	Q3 2015	Q3 2014
Term Loan	788	878
Revolving Credit	350	0
Bond	400	400
Leasing	322	213
Other interest bearing debt	12	11
Cash - closing balance	-309	-196
NIBD excl factoring	**1 562**	**1 306**

Factoring	183	171

Balance sheet 1

ASSETS	30.09.15	30.09.14
Goodw ill	109 724	107 635
Licenses	1 086 571	999 673
Other intangible assets	17 573	4 351
Property, plant and equipment	1 499 340	1 264 612
Investments in associtated and joint venture companies	25 187	32 134
Other non-current assets	5 293	1 509
Total non-current assets	**2 743 688**	**2 409 915**
Inventories	102 356	91 686
Biological assets	1 533 653	1 379 728
Fair value biological assets	150 438	155 415
Accounts receivable	442 275	396 489
Other current receivables	170 358	105 103
Derivates and other financial instruments	0	3 688
Cash and cash equivalents	309 339	196 075
Total current assets	**2 708 419**	**2 328 184**
Total assets	**5 452 106**	**4 738 098**

Balance sheet 2

EQUITY AND LIABILITIES	30.09.15	30.09.14
Share capital	446 648	446 648
Treasury Shares	-5 000	-5 000
Retained earnings and other equity	1 637 659	1 513 892
Total equity	**2 079 307**	**1 955 540**
Deferred tax liabilities	550 971	543 982
Pension- and other obligations	1 435	3 411
Subordinated loans	23 750	21 276
Borrowings and leasing	1 303 971	1 349 446
Total non-current liabilities	**1 880 126**	**1 918 115**
Short-term loan facilities	559 729	132 806
Factoring	182 660	171 359
Accounts payable	514 637	432 719
Accrued salary expense and public tax payable	0	0
Tax payable	53 120	1 471
Derivates and other financial instruments	33 713	7 180
Other current liabilities	148 813	118 908
Total current liabilities	**1 492 672**	**864 443**
Total liabilities	**3 372 798**	**2 782 558**
Total equity and liabilities	**5 452 106**	**4 738 098**

Key financial indicators

	Q3 2015	Q3 2014	YTD 2015	YTD 2014
EBITDA-margin before adj biomass	4 %	-2 %	5 %	10 %
EBIT-margin before adj biomass	-4 %	-6 %	0,1 %	7 %
NIBD/EBITDA before adj biomass	4,5	3,2	4,5	3,2
ROCE before adj biomass	-5 %	-8 %	0,1 %	9 %
Equity ratio	38 %	41 %	38 %	41 %

OUTLOOK

Harvest estimate

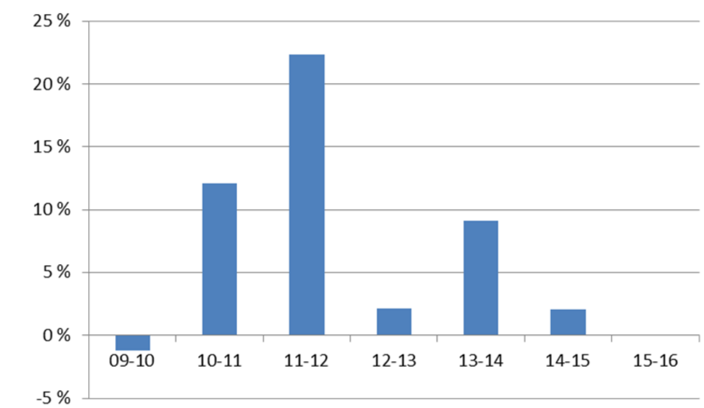
Guiding 2015 (1,000 tons gw e)	Rogaland	Finnmark	BC	Shetland	GSF Group
Q1	**2,8**	**5,0**	**1,8**	**3,4**	**13,1**
Growth %	29 %	-13 %	75 %	-17 %	0 %
Q2	**7,0**	**1,3**	**5,8**	**3,6**	**17,6**
Growth %	29 %	-84 %	242 %	-9 %	-7 %
Q3	**1,8**	**7,8**	**4,5**	**5,4**	**19,5**
Growth %	-13 %	13 %	54 %	11 %	16 %
Q4	**4,5**	**5,6**	**2,1**	**4,7**	**17,0**
Growth %	42 %	-3 %	244 %	-26 %	6 %
Total	**16,0**	**19,8**	**14,2**	**17,1**	**67,1**
Growth %	25 %	-25 %	127 %	-11 %	4 %
2016	**19,2**	**22,3**	**12,8**	**15,7**	**70,0**
Growth %	20 %	13 %	-10 %	-8 %	4 %

- 2015 guiding down by 2,900 MT to 67,100 MT.
- Moving volume to 2016.
- 2016 guiding of 70,000 tons
  - Fallowing Øksfjorden impacting the guiding.

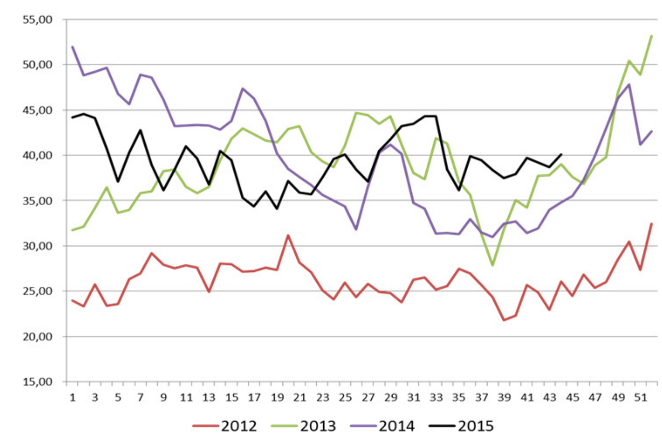
Supply outlook

- **Global supply growth moving down, 2016 vs 2015 expected to be 0% .**
- Norway - none growth:
  - 2015: +1%
  - 2016: +0% (1,090' MT)
- Chile – negative growth rate:
  - 2015: -1%
  - 2016: -2% (508' MT)
- Canada – from positive to negative growth rate:
  - 2015: +29%
  - 2016: -1% (140' MT)
- UK – from negative to positive growth rate:
  - 2015: -1%
  - 2016: +4% (160' MT)

Global supply growth farmed salmon (YoY):



NASDAQ (Norway) price development :



Outlook summary

- Limited supply-side growth, a strong market is expected.
- Aim to bring the cost level down to the industry average, or lower.
    - GSF's smolt-programme is enhanced - increasing number and size of smolt.
        - Focus on increasing both internal and external smolt capacity.
        - Shorten the production time in the sea.
        - Plan to reduce the production cycle in Shetland from 24 to 18 months.
        - 10% annual increase in production 2017-2019.
    - Aim is to save 10% on external purchases.
    - IT project to ensure system and process standardization.
    - Organisation changes in order to strengthen the focus on operations.

Grieg Seafood®

Thank you !

APPENDIX

Share info

- Number of shares
  - 111.7 million (after full conversion of bonds in August 2009).
- Last issues: Q2 2009
  - 139 MNOK new share issue.
- Subordinated convertible bond issue: Q1 2009
  - 100 mill. convertible at NOK 4.00 per share within 31.12.2010.
  - 85% converted in Q2 2009.
  - 15% converted in Q3 2009.
- EPS
  - -0.62 NOK/share Q3 2014.
  - 0.05 NOK/share Q3 2015.
- Shareholder structure
  - Largest 20 have 94.03% of total no. of shares.

Shareholders

	No. shares	%
GRIEG HOLDINGS	55 801 409	49,97 %
DNB NOR MARKETS, AKSJEHAND/ANALYSE	22 189 799	19,87 %
NORDEA BANK NORGE ASA MARKETS	6 605 998	5,92 %
KONTRARI AS	6 559 309	5,87 %
YSTHOLMEN	2 928 197	2,62 %
OM HOLDING AS	2 610 000	2,34 %
STATE STREET BANK AND TRUST CO.	1 305 901	1,17 %
GRIEG SEAFOOD ASA	1 250 000	1,12 %
KVASSHØGDI AS	1 000 000	0,90 %
GRIEG SHIPPING II AS	824 565	0,74 %
SKANDINAVISKA ENSKILDA BANKEN AB	761 349	0,68 %
THE BANK OF NEW YORK MELLON	519 900	0,47 %
VERDIPAPIRFONDET PARETO NORDIC	475 000	0,43 %
STOREBRAND VEKST	447 713	0,40 %
HSBC BANK PLC	382 691	0,34 %
VERDIPAPIRFONDET DNB SMB	367 500	0,33 %
MP PENSJON PK	276 944	0,25 %
FONDSAVANSE AS	275 000	0,25 %
GRIEG LTD A/S	217 390	0,19 %
PICTET & CIE (EUROPE) S.A.	202 478	0,18 %
Total 20 largest shareholders	**105 001 143**	**94,03 %**
Total other	6 660 857	5,97 %
Total numbers of shares	**111 662 000**	**100,00 %**

Profit and Loss

All figures in NOK 1,000	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Total operating income	**1 244 577**	**956 618**	**3 449 057**	**3 113 730**
Share of profit from joint venture	-120	3 775	7 231	5 613
Change in inventories	-68 469	55 138	-24 812	25 389
Raw materials and consumables used	-506 915	-522 484	-1 983 387	-1 805 872
Salaries and personnel expenses	-106 497	-95 423	-291 627	-258 057
Other operating expenses	-515 184	-416 476	-982 059	-767 824
EBITDA	**47 391**	**-18 852**	**174 404**	**312 979**
Depreciation and amortisation	-40 772	-33 117	-117 435	-97 282
Depreciation and amortisation of licenses	-966	-709	-2 345	-2 055
Impairment adjustments on assets	-50 000	0	-50 000	0
EBIT before biomass adj	**-44 346**	**-52 679**	**4 624**	**213 642**
Fair value adj biological assets	93 082	-3 577	-128 043	-247 187
EBIT after biomass adj.	**48 736**	**-56 256**	**-123 419**	**-33 545**
Share of profit from ass. companies	184	188	2 145	2 943
Net financial	-29 843	-19 797	-54 716	-53 215
Profit before tax and biomass adj	**-74 006**	**-72 288**	**-47 948**	**163 370**
Profit before tax	19 077	-75 866	-175 990	-83 816
Estimated taxation	-12 695	17 223	29 631	21 027
Net profit in the period	**6 381**	**-58 642**	**-146 359**	**-62 789**