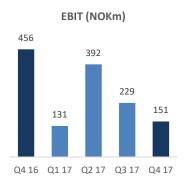
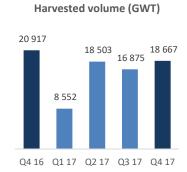
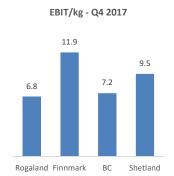


# Highlights - Q4 2017

- Profit decline as a result of lower market prices and reduced harvested volumes
- 3 000 tonnes of harvest volume transferred from 2017 to 2018
- Results impaired by PD-affected fish in Rogaland
- Upsurge in market activity and good demand expected in 2018
- Harvested volume expected at 80 000 tonnes in 2018, up 28 % from 2017
  - o Number of fish in sea increased by 27 % YoY
  - o Biomass in sea increased by 20 % YoY







Grieg Seafood Group (TNOK)	Q4 2017	Q4 2016	YTD 2017	YTD 2016
Total operating income EBITDA (1) EBIT (2) Profit before tax	1 731 232	2 069 178	7 037 713	6 603 591
	204 280	502 039	1 104 240	1 341 662
	150 631	456 115	903 704	1 167 745
	292 583	683 623	797 783	1 560 836
Harvest volume (gutted weight tons)	18 667	20 917	62 598	64 726
EBIT/kg (NOK)	8,1	21,8	14,4	18,0
Total assets Net interest-bearing debt (3) Equity	7 153 095	6 768 038	7 153 095	6 768 038
	1 284 074	906 158	1 284 074	906 158
	3 332 155	3 206 951	3 332 155	3 206 951
Equity % (6) NIBD/EBITDA (4) ROCE (5) Dividend per share Earnings per share (NOK)	47 %	47 %	47 %	47 %
	1,2	0,7	1,2	0,7
	15 %	52 %	24 %	33 %
	1,00	1,00	4,00	1,50
	1,80	4,90	5,02	10,71

- 1) The calculation is based on EBITDA before fair value adjustment.
- 2) EBIT is before fair value adjustment.
- 3) NIBD is conducted relative to covenants requirements for bank. See note 6 for information about total NIBD.
- 4) NIBD/EBITDTA is calculated in accordance with the covenants. 12 months rolling EBITDA before fair value adjustment.
- 5) ROCE: Return on overage capital employed based on OP + CS EBIT excluding fair value adjustment/ average OP + CS NIBD + average OP Equity + CS Equity excl. fair value adjustment
- 6) Equity ratio according to covenants definition is 52 %. See note 6 for more information.

# **Financial review**

## Financial results Q4 2017

The Grieg Seafood Group harvested 18 667 tonnes of salmon in Q4 2017, compared with 20 917 tonnes in Q4 2016, corresponding to an 11 % decline. The harvested volume is lower than expected, mainly as a consequence of the transfer of 3 000 tonnes to 2018.

The average spot price (Nasdaq Salmon Index) for the period was NOK 49.42 per kg, down NOK 17.70 from the same period in 2016. As the contract prices were higher than the spot prices over the period, the realised price reduction amounted to NOK 12.40 per kg, compared to the same period of the previous year.

Grieg Seafood's total operating income in Q4 2017 amounted to NOK 1 731 million, down 16% from the corresponding period in 2016.

During the period, the Group's total operating costs increased by NOK 0.50 per kg, and the Group's EBIT (operating profit) before fair value adjustment of biomass was NOK 151 million, compared with NOK 456 million in the same quarter of 2016.

EBIT per kg amounted to NOK 8.1 for the quarter, compared with NOK 21.8 in Q4 2016.

#### Financial results per region for Q4 2017

	EBIT (NOKm)	Harvested volume	EBIT/kg
Rogaland	29.1	4 278	6.8
Finnmark	102.7	8 626	11.9
ВС	19.0	2 622	7.2
Shetland	29.7	3 141	9.5
ASA/eliminations	-43.1	-	-
GSF EBIT	137.4	18 667	7.4
Non-controlling interests	13.2	18 667	0.7
GSF Group	150.6	18 667	8.1

EBIT from the four regions includes value creation from the respective sales activities of the Group's jointly-owned sales company Ocean Quality (OQ). The item Non-controlling in the table above shows value creation related to the sale of fish from Bremnes Seashore (40% ownership share in OQ).

The high ASA cost in Q4 2017 is mainly related to loss on contracts of ASC certified fish. GSF failed to produce the contracted volume of ASC certified fish.

Profits were positively affected by total fair value adjustments of NOK 128 million for the quarter, yielding reported EBIT of NOK 279 million. During Q4 2016, fair value adjustments amounted to NOK 227 million, and reported EBIT for 2016 was NOK 683 million.

Net financial items were positive in the amount of NOK 13 million for the quarter and yielded pre-tax profits of NOK 293 million. Net financial items in Q4 2016 were positive in the amount of NOK 0.5 million, and pre-tax profits were NOK 684 million.

Tax for the period is estimated at NOK 84 million, which brings profits after tax to NOK 208 million. In Q4 2016, the tax expense was NOK 135 million, and profits after tax amounted to NOK 548 million.

#### Financial results 2017

(Figures in parentheses are from the corresponding period of the preceding year)

Grieg Seafood Group (GSF) harvested a total of 62 598 tonnes of salmon in 2017, down by 2 128 tonnes from 64 726 tonnes in 2016.

Due to an increase in global harvested volumes, the market prices abated somewhat from 2016 to 2017. The average spot price for 2017 was NOK 59.93 per kg, down NOK 2.75 per kg from 2016. However, with higher contract prices in 2017 than in 2016, GSF's realised price declined less than the spot market price reduction.

The Grieg Seafood Group's total operating income for 2017 amounted to NOK 7 038 million, up from NOK 6 604 million in 2016. Cost per kg increased in from 2016 to 2017, mainly due to lower harvested volumes. In 2018, a considerable increase in harvested volume is expected, which will contribute to reducing the cost per kg.

Group EBIT (operating result) before fair value adjustments of biomass, was NOK 904 million in 2017, compared with NOK 1 168 million in 2016. EBIT per kg amounted to NOK 14.4, against NOK 18.0 in 2016.

Fair value adjustments of biomass assets amounted to NOK -91 million in 2017, and reported EBIT amounted to NOK 812 million. In 2016, fair value adjustments of biological assets amounted to NOK 516 million, with reported EBIT at NOK 1 683 million.

Net financial items over the period were negative in the amount of NOK -14 million (-135), yielding pre-tax profits of NOK 798 million (1 561). Tax for 2017 is estimated at NOK 213 million (339), which brings profit after tax to NOK 585 million (1 222).

GSF focuses on growth and better utilisation of current licences. Increasing the number of sites is an important element in this strategy, and the company was awarded two new sites in Finnmark in 2017.

Grieg Seafood has a clearly stated strategy of increasing the company's access to smolt, both in terms of number and quality. In 2017, GSF released 26 million smolt, which corresponds to an increase of 27 % from 2016. This improves the exploitation of the company's existing production capacity and will reduce the cost per kg. The effect of this will be seen already from Q2 2018.

The average size of smolt released to sea has increased by 17 % in 2017 compared to 2016. The number of fish in sea as at 31 December 2017 is 27 % higher compared to 31 December 2016. Furthermore, the biomass in sea (measured in tonnes) is 20 % higher as at 31 December 2017 compared to the same period last year.

Salmon lice represent a major issue for the aquaculture industry. Initiatives are under way to go from pharmacological to mechanical (non-drug) lice treatments. GSF has chiefly focused on the use of tempered water and freshwater. Lice protection skirts are also used, and, in addition, cleaner fish are an important remedy in all European regions.

Monitoring algae is also one of GSF's priorities, especially in BC and the UK, where this was a focus area in 2017. Good control on the algae situation is i.a. important to be able to optimise the number of feeding days. New digital systems have been implemented in both regions.

### Cash flows and financial situation

(Figures in parentheses represent the corresponding period in the preceding year)

The Grieg Seafood Group had net cash flows of NOK -39 million from operations in Q4 2017 (505). For 2017, net cash flows from operations were positive in the amount of NOK 701 million (953).

Net cash flows from investment activities in Q4 were negative in the amount of NOK -175 million for the quarter (-74), mainly related to investments in fixed assets of NOK 181 million (94). The investments comprise a combination of maintenance and growth, including increased smolt capacity. For 2017, net cash flows from investment activities were negative in the amount of NOK -543 million (-200).

Net cash flows from financing activities in Q4 were positive by NOK 144 million (-128) and are mostly connected to payment of dividends of NOK 110 million. Interest-bearing debt had a net drawdown over the quarter of NOK 267 million. For 2017, the net cash flows from financing activities were negative in the amount of NOK -389 million (-645).

The net change in cash and cash equivalents was negative in the amount of NOK -70 million (303) for the quarter. At the end of the period, the Group had cash holdings of NOK 272 million (504). For 2017, the net change in cash and cash equivalents was negative in the amount of NOK -231 million (109).

As of 31 December 2017, the Grieg Seafood Group owned total assets of NOK 7 153 million, up from NOK 6 768 million as of year-end 2016. Equity amounted to NOK 3 332 million (3 203), corresponding to an equity ratio of 47 % (47 %).

The Group had a good level of free liquidity and unutilised credit facilities at end of the quarter, and an available overdraft facility of NOK 671 million. Net interest-bearing debt excluding factoring debt was NOK 1 284 million at the end of Q4 2017, compared with NOK 906 million at the end of Q4 2016. Factoring amounted to NOK 501 million at the end of Q4 2017, compared with NOK 503 million at the close of Q4 2016.

The Group aims to provide shareholders with a competitive return on invested capital through payment of dividends and share price increases. The Board considers that, as an average over a period of several years, the dividend should correspond to 25–35% of the company's profits after tax, adjusted for the effect of biomass adjustments. In 2017, dividends for the fiscal year 2016 have been paid in the total amount of NOK 4 per share, which corresponds to 56% of 2016 profits after tax and fair value adjustment of biomass.

Dividend for the fiscal year 2017 will be decided by the Annual General Meeting. The Board will return with its recommendation for the size of the dividend. The Board will request that the authorisation provided by the Annual General Meeting in 2017 to pay additional dividend later in the year, is carried over.

GSF is planning to make total investments of NOK 650 million in 2018. This amounts to NOK 450 million more than what is considered a normal level of maintenance investments. The estimated investments include a NOK 57 million increase in current licences, ref. the "traffic light system". The investment should be seen in connection with GSF's growth targets, which involves increased smolt capacity and new sites. Increased biomass will also result in a need for increased working capital. The company has renegotiated the Group's credit facilities, and a term sheet has been signed, which implies expansion of the current facilities by NOK 500 million. The financing has a maturity of 5 years.

# **Operational update**

#### Strategic priorities

Grieg Seafood's overall goal is to increase production by minimum 10% per year up until 2020. Furthermore, the company's ambition is for production costs to be on level with or lower than the industry average.

One of the most important initiatives to boost production is to increase smolt capacity and to release larger smolt. As part of this initiative, Grieg Seafood has entered into cooperation agreements with Norway Royal Salmon (NRS) and Bremnes Seashore, to increase the companies' smolt capacity in Finnmark and Rogaland, respectively. In addition, GSF's own hatcheries in Norway will be expanded by several separate lines. Together, this will disperse the biological risk related to smolt production between several onshore facilities.

Secure access to smolt is critical to ensure future growth. Releasing larger smolt means shorter sea production time, thus contributing to reduced biological risk and increased survival.

Another pivotal point in the growth strategy, is increased utilisation of the company's licences.

High site flexibility is essential to improve utilisation, and Grieg Seafood cooperates with local authorities on an ongoing basis to optimise flexibility.

Increased volumes, improved utilisation of capacity and shorter production time at sea will contribute to higher efficiency and reduced cost of production. The company also continually undertakes various cost reduction initiatives to help achieve its cost targets.

Along with growth, these initiatives are designed to ensure that the cost per kg is reduced to industry average levels, or lower. To reach this goal, Grieg Seafood has started an internal improvement programme, which will operate until 2020.

#### Rogaland

(NOK million)	Q4 17	Q4 16	YTD 17	YTD 16
Sales revenue	219.9	371.1	1 151.0	1 140.4
EBITDA	39.9	185.7	431.2	499.8
EBIT	29.1	177.1	393.6	466.8
Harvested (tgw)	4 278	5 766	18 111	18 367
EBIT/kg (NOK)	6.8	30.7	21.7	25.4

In Rogaland, the harvested volume in Q4 2017 was 4 278 tonnes, compared with 5 766 tonnes in Q4 2016.

Sales revenues for the period amounted to NOK 219.9 million, down from NOK 371 million in the same period of 2016.

The increase in harvested volume from Q3 2017, led to lower cost per kg. However, as the volume included fish harvested at facilities previously affected by PD, cost reductions were less than expected. The fish was also somewhat weaker than what is normal after a PD outbreak.

The cost per kg is expected to remain high in Q1 2018, due to low harvested volumes.

The harvested volume in Q4 was 1 400 tonnes less than previously guided, of which 400 tonnes was related to loss of weight from PD, while 1 000 tonnes was transferred to 2018.

Sea production has been stable during the quarter.

EBIT before fair value adjustment of biomass for Q4 was NOK 6.8 per kg, down from NOK 30.7 per kg in Q4 2016.

Salmon lice present an issue in the Rogaland salmon industry, and Grieg Seafood is taking steps to address the problem. Over time, the company has invested to increase its non-drug treatment capacity and is now well equipped to handle salmon lice. Another important remedy to combat lice in this region, is cleaner fish.

Grieg Seafood's ongoing initiatives to increase the smolt size will contribute to reducing sea production time, improve biology, increase harvested volume, and lower the cost per kg. As part of these efforts, the production capacity at the regional smolt facility at Trosnavåg has been increased from 500 to 1 300 tonnes. The expansion of the facilities is now completed, and the added capacity was put into production from Q4 2017 onwards.

The planned cooperation with Bremnes Seashore and Vest Havbruk about production of large smolt will provide an annual production capacity of 3 000 tonnes, with the opportunity to expand the facilities with an additional 6 000 tonnes. The facilities are planned to produce smolt in the size range 700–1 000 grammes. The expansion has been budgeted to an amount of approx. NOK 300 million and is planned for completion in 2019.

Together with the company's own smolt production, this expansion will enable Grieg Seafood Rogaland to cut sea production time from 18 to 12 months.

#### **Finnmark**

(NOK million)	Q4 17	Q4 16	YTD 17	YTD 16
Sales revenue	422.3	580.9	1 268.5	1 244.3
EBITDA	122.2	261.6	424.9	511.4
EBIT	102.7	244.3	350.6	447.1
Harvest (tgw)	8 626	9 336	22 831	22 104
EBIT/kg (NOK)	11.9	26.2	15.4	20.2

In the Finnmark region, the harvested volume in Q4 was 8 525 tonnes, compared with 9 336 tonnes in Q4 2016.

Sales revenues for the quarter amounted to NOK 422.3 million, against NOK 580.9 million in Q4 2016.

The cost per kg was reduced somewhat in Q4 2017 over the previous quarter. Towards the end of Q4 2016, ISA (infectious salmon anemia) was detected at a site in Hammerfest. The fish was disposed in January 2017, and lead to a reduction of the harvested volume in Q4 2017 by 3 000 tonnes, and elevating the costs for the quarter to a higher level than normal.

The cost per kg is expected to increase in Q1 2018, as a result of low harvested volumes.

The harvested volume comprised approx. 1 500 tonnes less than previously guided. This volume has been transferred to 2018.

Sea production was normal during the quarter, but sub-normal sea temperatures caused some reduction of regeneration.

EBIT before fair value adjustment of biomass was NOK 11.9 per kg in Q4 2017, compared with NOK 26.2 per kg in the corresponding period of 2016.

Several initiatives have been started to improve the quality of smolt in the region, and the results of these efforts are now visible. The number of smolt released to sea is increased, thus providing a foundation for future growth increase and cost reductions.

Efforts are ongoing to expand current sites and establish new sites. These are vital factors to make biological plans more flexible.

To ensure access to the required number of smolt, at the right size and quality, the company has resolved to expand the capacity of its smolt facilities in Finnmark from 800 to 1 600 tonnes. Total investments are estimated at NOK 175 million, and the expansion is expected to be completed in the second half of 2018. As at the end of Q4 2017, the project is progressing according to schedule.

Grieg Seafood's plans to further expand the region's smolt capacity, will be ensured through the company's cooperation with Norway Royal Salmon. As announced in June 2017, the companies will each take a 50 percent ownership stake in Nordnorsk Smolt AS, which produces large smolt at facilities in Hasvik, Finnmark. The facilities' current production capacity, at 800 tonnes, may be expanded to approx. 2 000 tonnes. The transaction has yet to be formally completed but is expected to close during first half of 2018.

#### BC - Canada

(NOK million)	Q4 17	Q4 16	YTD 17	YTD 16
Sales revenue	155.3	119.0	580.3	615.4
EBITDA	28.8	19.9	154.6	103.8
EBIT	19.0	13.4	120.2	80.5
Harvest (tgw)	2 622	1 917	9 600	10 715
EBIT/kg (NOK)	7.2	7.0	12.5	7.5

In BC (Canada), the harvested volume in Q4 was 2 622 tonnes, compared with 1 917 tonnes in Q4 2016.

Sales revenue for the quarter was NOK 155.3 million, up from NOK 119 million in Q4 2016.

Compared to the previous quarter, costs increased somewhat during Q4, largely attributable to an incident of increased mortality in connection with lice treatment. Costs are expected to abate during first quarter 2018.

The amount harvested in Q4 was less than previously guided by approx. 500 tonnes, which has been transferred to 2018.

Sea production during the period has been good.

EBIT before fair value adjustment of biomass, was NOK 7.2 per kg for Q4 2017, compared with NOK 7.0 per kg for the corresponding period in 2016.

Improvements at the sea facilities are progressing according to plan. The first site to replace steel constructions with ring pens was put into operation in third quarter 2017. This provides better implementation and oxygen condition. Larger cages will also provide scale benefits.

There are also initiatives related to algae and low oxygen levels. With regards to sea production, more efficient feeding has also been an important priority.

Secure access to smolt is vital for the BC operations. Steps to improve the current facilities are under way, and initiatives have been implemented to safeguard the water intake at existing facilities, especially with regards to preventing incidents of furunculosis. The BC smolt production remained stable throughout 2017.

GSF is also considering the possibility of building a new smolt facility in the region. The company has secured a lot that is well-suited to the purpose, but the decision to start construction remains to be taken.

#### **Shetland**

(NOK million)	Q4 17	Q4 16	YTD 17	YTD 16
Sales revenue	185.7	240.0	745.9	859.8
EBITDA	41.7	46.4	117.5	224.2
EBIT	29.7	34.3	68.7	176.6
Harvest (tgw)	3 141	3 897	12 056	13 541
EBIT/kg (NOK)	9.5	8.8	5.7	13.0

In Shetland, the harvested volume in Q4 was 3 141 tonnes, compared with 3 897 tonnes in the corresponding quarter of 2016.

Total sales revenue over the quarter amounted to NOK 185.7 million, which is somewhat down from NOK 240.0 million during Q4 2016.

Costs in Shetland remain high, mainly because of issues with lice and algae. Nevertheless, the cost level continued to decline during Q4, against the previous quarter.

The cost per kg is, however, expected to increase because of low harvested volumes.

Sea production was relatively stable over the quarter. The company collaborates closely with other aquaculture companies in the region to solve any issues. Longer fallowing periods and other initiatives to suppress the number of lice, will be prioritised going forward.

EBIT before fair value adjustment of biomass was NOK 9.5 per kg for the quarter, up from NOK 8.8 per kg in Q4 2016.

## **Ocean Quality Group**

All fish produced by Grieg Seafood is sold by Ocean Quality. The goal of this sales organisation is to generate a positive margin against the market price for salmon.

#### Market developments

Salmon prices declined somewhat in Q4 2017. The drop should be seen in connection with an increase in the supply of salmon to the market.

Lower market prices are expected to stimulate the market activity, which in turn will lead to increased demand over the year. This may have a positive effect on the salmon prices through 2018.

The Group's total share of fixed price contracts in Norway in Q4 2017 was 21 %. For Q1 2018 the share of fixed price contracts is estimated to be 46 %. For 2018 as a whole, the share of fixed price contracts is estimated to be approx. 22 %.

#### Outlook

In the longer term, the relationship between supply and demand for salmon is expected to stabilise. This gives grounds to also expect good market prices in the future.

GSF expects to harvest approx. 8 900 tonnes during Q1 2018. For 2018 as a whole, a harvested volume of approx. 80 000 tonnes is expected, corresponding to an increase of 28 % over 2017.

#### Shareholder information

At the end of Q4 2017, GSF had a total of 110 412 000 outstanding shares, divided between 4 433 shareholders. The Grieg Group controls 52.59 % of the company. Together, the 20 largest shareholders account for 75.76 % of GSF.

## Transactions with related parties

There have been no transactions with related parties which to a material extent affects Q4 2017 accounts.

#### Events after the balance sheet date

The company has signed a term sheet regarding refinancing the credit facilities. The financing has a maturity of 5 years and implies expansion of the current facilities by NOK 500 million.

GSF has bought growth licences in Finnmark totalling to NOK 57 million, ref. the "traffic light system".

31 January 2018 Ocean Quality AS received a decision from the Norwegian Food Safety Authority (the "NFSA") implying that Ocean Quality AS is suspended from exporting Norwegian Salmon to China on the basis that it has been provided incorrect documentation to the NFSA regarding shipments of salmon exported to China. From what Ocean Quality knows, individuals in the company has, in violation of the internal guidelines, deliberately re-used earlier declarations. After the NFSA's control, Ocean Quality has conducted a complete review of its internal routines and export systems to find out how such incorrect documentation could occur. Corrected and improved routines have been implemented. Furthermore, two employees have been suspended with immediate effect. GSF has a zero tolerance for the above-mentioned violation.

In February 2018 it was discovered a hole in a net on Shetland. The fish in the relevant cage has been counted. There was a deviation of 21 700 fish.

For further information, please go to www.griegseafood.com

Bergen, 15 February 2018 The Board of Directors of Grieg Seafood ASA

Per Grieg jr.

Chair

Asbjørn Reinkind

Vice chair

Be Conclused . Karin Bing Orgland

Board member

Board member

Board member

CEO

# **Financial position**

# **Income Statement**

	Q4 2017	Q4 2016	YTD 2017	YTD 2016
Sales revenues	1 720 364	2 051 805	7 021 619	6 545 187
Other operating income	10 868	17 372	16 094	58 405
Operating income	1 731 232	2 069 178	7 037 713	6 603 591
Share of profit from ass. companies	325	989	0	569
Change in inventories	316 342	1 521	499 768	338 449
Raw materials and consumables used	-1 196 174	-1 048 193	-4 222 031	-3 660 262
Salaries and personnel expenses	-138 167	-132 980	-482 827	-483 473
Other operating expenses	-509 278	-388 475	-1 728 382	-1 457 214
EBITDA before fair value adjustment	204 280	502 039	1 104 240	1 341 661
Depreciation and amortisation of tangible assets	-52 357	-44 810	-195 744	-175 352
Amortisation of intangible assets	-1 293	-1 363	-4 792	-5 036
Reversing of impairments of tangible and intangible assets	0	249	0	6 472
EBIT before fair value adjustment	150 631	456 115	903 704	1 167 745
Value adjustment related to biological assets	128 544	227 036	-91 463	515 741
EBIT (Operating profit)	279 175	683 151	812 240	1 683 486
Share of profit from ass. companies	0	0	0	12 083
Net financial item	13 408	472	-14 457	-134 733
Profit before tax	292 583	683 623	797 783	1 560 836
Estimated taxation	-84 467	-135 212	-212 634	-338 505
Profit after tax	208 116	548 411	585 149	1 222 331
Atttributable to:				
Profit attributable to non-controlling interest	9 843	7 411	30 362	36 299
Profit attributable to owners of Grieg Seafood ASA	198 274	541 000	554 787	1 186 032
Dividende declared and paid per share NOK	1,00	1,00	4,00	1,50
Earnings per share NOK	1,80	4,90	5,02	10,74

# Statement of Comprehensive Income

Statement of Comprehensive Income	Q4 2017	Q4 2016	YTD 2017	YTD 2016
Statement of Comprehensive Income	Q4 20 17	QT 2010	110-2017	710 2010
Profit for the period	208 116	548 411	585 149	1 222 331
Other comprehensive income:				
Items to be reclassified to profit or loss in subsequent periods:				
Currency translation differences, subsidiaries	15 552	-10 178	16 729	-10 389
Currency effect of net investments	19 887	15 693	22 333	-90 228
Tax effect of net investments	-4 773	-3 923	-5 360	21 655
Changes in fair value of cash flow hedges	-15 573	-6 251	-24 821	6 052
Income tax effect fair value of cash flow hedges	3 550	1 563	5 769	-1 451
Adjustment financiale assets	-295	-12	-295	19
Items not to be reclassified to profit or loss in subsequent periods:				
Other gain or losses	0	0	0	0
Total recognised income for the period	18 348	-3 108	14 355	-74 343
Total comprehensive income for the period	226 464	545 303	599 504	1 147 988
Atttributable to:				
Profit attributable to non-controlling interests	3 276	4 303	19 922	38 850
Profit attributable to owners of Grieg Seafood ASA	223 188	541 000	579 582	1 109 138

# **Balance Sheet**

**Total liabilities** 

Other current liabilities

**Total current liabilities** 

Total equity and liabilities

Derivates and other financial instruments

Tax payable

All figures in NOK 1 000		
ASSETS	31.12.2017	31.12.2016
Goodwill	109 038	108 595
Licenses	1 068 552	1 060 622
Other intangible assets	18 383	17 598
Deferred taxes	4 751	0
Property, plant and equipment	1 868 622	1 510 379
Investments in associtated company	0	0
Other current receivables	11 317	5 612
Total non-current assets	3 080 664	2 702 804
Inventories	85 516	89 164
Biological assets	2 024 945	1 635 138
Fair value biological assets	682 089	824 487
Accounts receivable	761 407	800 591
Other current receivables	198 527	163 246
Derivates and other financial instruments	48 232	48 994
Cash and cash equivalents	271 715	503 613
Total current assets	4 072 431	4 065 234
Total assets	7 153 095	6 768 038
Total assets  EQUITY AND LIABILITIES	7 153 095	6 768 038 31.12.2016
EQUITY AND LIABILITIES	31.12.2017	31.12.2016
EQUITY AND LIABILITIES Share capital	<b>31.12.2017</b> 446 647	<b>31.12.2016</b> 446 648
EQUITY AND LIABILITIES  Share capital Treasury Shares	<b>31.12.2017</b> 446 647 -5 000	<b>31.12.2016</b> 446 648 -5 000
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity	31.12.2017 446 647 -5 000 2 846 967	31.12.2016 446 648 -5 000 2 709 033
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF	31.12.2017 446 647 -5 000 2 846 967 3 288 614	31.12.2016 446 648 -5 000 2 709 033 3 150 681
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF Non-controlling interests	31.12.2017 446 647 -5 000 2 846 967 3 288 614 43 541	31.12.2016 446 648 -5 000 2 709 033 3 150 681 56 270
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF Non-controlling interests Total equity	31.12.2017 446 647 -5 000 2 846 967 3 288 614 43 541 3 332 155	31.12.2016 446 648 -5 000 2 709 033 3 150 681 56 270 3 206 951
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF Non-controlling interests Total equity Deferred tax liabilities	31.12.2017  446 647 -5 000 2 846 967 3 288 614 43 541 3 332 155 720 611	31.12.2016 446 648 -5 000 2 709 033 3 150 681 56 270 3 206 951 674 684
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF Non-controlling interests Total equity Deferred tax liabilities Other obligations	31.12.2017  446 647 -5 000 2 846 967 3 288 614 43 541 3 332 155 720 611 9 799	31.12.2016 446 648 -5 000 2 709 033 3 150 681 56 270 3 206 951 674 684 11 360
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF Non-controlling interests  Total equity Deferred tax liabilities Other obligations Subordinated loans	31.12.2017  446 647 -5 000 2 846 967 3 288 614 43 541 3 332 155 720 611 9 799 15 353	31.12.2016  446 648 -5 000 2 709 033 3 150 681 56 270 3 206 951 674 684 11 360 15 963
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF Non-controlling interests  Total equity  Deferred tax liabilities Other obligations Subordinated loans Borrow ings and leasing	31.12.2017  446 647 -5 000 2 846 967 3 288 614 43 541 3 332 155 720 611 9 799 15 353 1 393 587	31.12.2016  446 648 -5 000 2 709 033 3 150 681 56 270 3 206 951 674 684 11 360 15 963 1 230 327
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF Non-controlling interests  Total equity  Deferred tax liabilities Other obligations Subordinated loans Borrow ings and leasing  Total non-current liabilities	31.12.2017  446 647 -5 000 2 846 967 3 288 614 43 541 3 332 155 720 611 9 799 15 353 1 393 587 2 139 350	31.12.2016  446 648 -5 000 2 709 033 3 150 681 56 270 3 206 951 674 684 11 360 15 963 1 230 327 1 932 333
EQUITY AND LIABILITIES  Share capital Treasury Shares Retained earnings and other equity Shareholders of GSF Non-controlling interests  Total equity  Deferred tax liabilities Other obligations Subordinated loans Borrow ings and leasing  Total non-current liabilities Short-term loan facilities	31.12.2017  446 647 -5 000 2 846 967 3 288 614 43 541 3 332 155 720 611 9 799 15 353 1 393 587 2 139 350 157 225	31.12.2016  446 648 -5 000 2 709 033 3 150 681 56 270 3 206 951 674 684 11 360 15 963 1 230 327 1 932 333 165 606

172 057

23 990

271 032

1 628 754

3 561 088

6 768 038

174 552

235 393

1 681 590

3 820 940

7 153 095

28 462

# Changes in equity

Changes in equity	Q4 2017		nges in equity Q4 2017		YTD 2	2017
All figures in NOK 1 000	KE*	IKE **	KE*	IKE **		
Equity period start	3 175 847	40 264	3 150 681	56 270		
Profit for the period	198 274	9 843	554 787	30 362		
Comprehensive income for the period	24 906	-6 566	24 795	-10 440		
Total recognised income for the period	223 180	3 277	579 582	19 922		
Pay dividends	-110 412	0	-441 648	0		
Dividends to non-controlling interest	0	0	0	-32 651		
Total equity from shareholders in the period	-110 412	0	-441 648	-32 651		
Total change of equity in the period	112 767	3 277	137 933	-12 729		
Equity at period end	3 288 614	43 541	3 288 614	43 541		

<sup>\*)</sup> Shareholder of GSF ASA

<sup>\*\*)</sup> Non-controlling interest

#### **Cash Flow Statement**

	Q4 2017	Q4 2016	YTD 2017	YTD 2016
TDIT often fair value adjustment	070.475	600 454	040.040	4 600 400
EBIT after fair value adjustment	279 175	683 151	812 240	1 683 486
Taxes paid	-148 518	-33 655	-165 464	-41 653
Adjustment for fair value	-128 544	-227 036	91 463	-515 741
Adjustment for depreciation and impairment	53 649	45 924	200 536	173 916
Adjustment for income/loss from associated and joint venture companies	-325	-989	0	-569
Change in inventory, trade payables and trade receivables	-172 308	-109 824	-290 807	-404 850
Gain-/loss on sale of property, plant and equipment	6 718	357	669	-915
Other adjustments	71 118	147 447	52 552	59 439
Cash flow from operations	-39 035	505 375	701 189	953 113
Capital expenditure (fixed assets)	-181 273	-93 717	-539 670	-252 578
Proceeds from sale of fixed assets	3 200	5 666	2 169	14 925
Investment in shares in subsidiaries	0	0	0	0
Proceeds from sale of shares	0	15 593	0	39 592
Change in other non-current receiveables	2 922	-1 519	-5 705	-1 519
Cash flow from investments	-175 151	-73 977	-543 206	-199 580
Net changes in interest-bearing debt incl. factoring	266 794	-54	144 729	-375 103
Paid dividends	-110 412	-110 412	-441 648	-165 618
Paid dividends to non-controlling interests	0	0	-32 561	-12 929
Net interest and financial items	-12 017	-17 731	-59 756	-91 184
Cash flow from financing	144 365	-128 197	-389 236	-644 834
Changes in cash and cash equivalents in the period	-69 821	303 201	-231 253	108 699
Cash and cash equivalents - opening balance	341 612	199 468	503 613	392 020
Currency effect on cash - opening balance	-76	944	-645	2 894
Cash and cash equivalents - closing balance	271 715	503 613	271 715	503 613

#### Selected notes to the quarterly report

#### Note 1 – Accounting principles

Grieg Seafood ASA (the Group) comprises Grieg Seafood ASA and its subsidiaries, including the Group's share of associated companies.

The financial report for Q4 has been prepared in accordance with the International Financial Reporting Standards (IFRS) and interpretations approved by the EU, including IAS 34. The report does not include all information required in a complete annual report and should therefore be read in conjunction with the Group's most recent annual report (2016). The quarterly report is unaudited. There are no significant changes to the reporting principles and calculation methods applied in the most recent annual accounts (2016), which were also applied in the preparation of this report. No new standards have been implemented during 2017.

There is an ongoing cooperation between companies in the aquaculture industry in Norway with the aim to develop a common technical model to calculate the fair value of biological assets. The industry group has yet to agree on a common solution. Grieg Seafood has thus decided to carry forward the same model with a few adjustments to comply with industry principles and Finanstilsynet's (the Financial Supervisory Authority in Norway) guidelines. The adjustments include that all fish in sea are accounted for in the fair value calculation, which replaces the previous limit for fair value calculation, which only included fish in sea over 1 kg. Furthermore, the fair value calculation is now carried out on locations instead of regions.

Over the past year, the Group has considered the effects of the new IFRS standards which come into force in the upcoming year. IFRS 15 – Revenue from contracts with customers, which took effect 1 January 2018, will, in the Group's assessment, not have significant impact on the current revenue stream. The Group is also in the process of preparing for the implementation of IFRS 16, which takes effect 1 January 2019. The preparations include i.a. gathering and systematising all rental agreements in the Group for assessment against

the new standard. The extent of the economic consequences is under assessment as per Q4 2017

#### Note 2 - Risks and uncertainties

The Group is exposed to risks in several areas; such as biological production, changes in salmon prices, contract risk, political risk related to trade barriers, and financial risk, including interest rate fluctuations, exchange rates, and liquidity.

The Group's compliance mechanisms and risk exposure are subject to constant monitoring and improvement, and efforts to reduce different types of risk have high priority. The management has established a framework for managing and eliminating most of the risk that can prevent the company from attaining its goals.

The company operates in an industry with high volatility, which leads to financial risk.

The financial risk is managed by a central unit at the company's head office. The Group's financial position remains strong at the end of Q4.

Income and currency risk has been transferred to the sales company. The production companies sell in local currencies to the sales company, which hedges its transactions against currency fluctuations related to CAD/USD, EUR/NOK and USD/NOK and, if required, other currencies.

The greatest operational risk is related to biological developments with regards to both the smolt and the aquaculture operations. To reduce risk, the Group focuses on production of Atlantic salmon as its main product.

Training of employees and establishing good internal routines to reduce operational risk, is a priority. The aquaculture industry has experienced major issues with lice and algae in recent years. We collaborate actively with authorities and other aquaculture players, to implement activities to reduce biological risk. One of the initiatives is joint fallowing and zoning. Shetland and BC have experienced issues with algae, and still do.

Monitoring of algae, to determine when to feed and when to stop feeding, is an activity of vital importance to stopping algal blooms.

With regards to salmon lice, which are developing resistance to pharmaceuticals, there is an ongoing development from pharmaceutical to mechanical treatment. In combating lice, cleaner fish is also a proven remedy, which has provided good results in Rogaland.

The company has a zero-tolerance policy with regards to escapes, and no incidents of escapes were recorded in 2017.

Salmon price developments are highly volatile, with great fluctuations within relatively short time spans. However, there has been a stable increase in the demand for salmon over recent years, while the growth in supply has been more limited, and this development is expected to continue going forward. Supply and demand are also affected by other factors, such as government regulations, sea temperatures, outbreaks of diseases, and other indirect and direct factors, which affect production and hence also supply.

#### Note 3 – Segment information

The operating segments are divided geographically by country or region, based on the reporting criteria applied by Group management (as supreme decision-makers) when assessing performance and profitability at a strategic level.

Earnings from the sales company Ocean Quality Group (OQ) is reported per producer. The minority share is reported with ownership cost, as an elimination. OQ comprises the companies in Norway, the UK and North America (NA). OQ UK and OQ NA are wholly owned by OQ Norway. GSF owns 60% of OQ Norway. OQ sells all fish produced by GSF.

Segment results are based on EBIT before fair value adjustments. The effect of one-off costs, such as restructuring costs and write-down of goodwill, is excluded from the segments. Effects of share options, as well as unrealised gains and losses on financial instruments, are also excluded.

The column "Other items/eliminations" comprises results from activities carried out by the Group's parent company and other non-production or sales companies, as well as the share of EBIT to OQ minority interests.

# The main items in the elimination column comprise:

	Q4 2017	YTD 2017
Ownership cost	-43 067	-59 740
Share of EBIT from Ocean Quality AS to minority interests	13 229	30 362
EBIT elimination/other items	-29 838	-29 378

Q4 2017	Roga	land	Finnn	nark	BC - C	anada	Shetla	ınd - UK	Elim. / of	ther (2)	Gro	up
	Q4 2017	Q4 2016	Q4 2017	Q4 2016	Q4 2017	Q4 2016						
Revenues (TNOK)	219 948	371 113	422 329	580 942	155 284	119 013	185 657	240 039	737 146	740 698	1 720 364	2 051 805
Other income (TNOK)	1 535	5 537	1 643	22 709	7	396	1 266	4 097	6 417	-15 367	10 868	17 372
EBITDA (MNOK)(1)	39 950	185 692	122 159	261 640	28 845	19 904	41 690	46 362	-28 363	-11 559	204 280	502 039
EBIT (TNOK) (1)	29 105	177 054	102 681	244 317	18 977	13 367	29 706	34 336	-29 838	-12 959	150 631	456 115
EBITDA %	36,2 %	49,3 %	28,8 %	43,3 %	18,6 %	16,7 %	15,6 %	19,0 %			11,0 %	24,3 %
EBIT % (1)	28,4 %	47,0 %	21,0 %	40,5 %	13,8 %	11,2 %	15,9 %	14,1 %			8,1 %	22,0 %
EBIT/KG GWT (1)	6,8	30,7	11,9	26,2	7,2	7,0	9,5	8,8			8,1	21,8
Harvest in tons, GWT	4 278	5 766	8 626	9 3 3 6	2 622	1 917	3 141	3 897			18 667	20 917

<sup>1)</sup> EBIT before fair value adjustment

<sup>2)</sup> Other elimination is including bonus and share of profit from  $\ensuremath{\mathsf{OQ}}$  to the producer.

YTD 2017	Roga	lland	Finn	mark	BC - C	anada	Shetla	nd - UK	Elim. / o	ther (2)	Gro	oup
	YTD 2017	YTD 2016	YTD 2017	YTD 2016	YTD 2017	YTD 2016	YTD 2017	YTD 2016	YTD 2017	YTD 2016	YTD 2017	YTD 2016
Revenues (TNOK)	1 151 003	1 140 398	1 268 482	1 244 255	580 293	615 438	745 934	859 815	3 275 907	2 685 281	7 021 619	6 545 187
Other income (TNOK)	11 392	5 923	3 654	24 274	-24	3 856	5 739	11 256	-4 666	13 096	16 094	58 405
EBITDA (TNOK) (1)	431 177	499 810	424 852	511 447	154 583	103 763	117 464	224 172	-23 836	2 470	1 104 240	1 341 661
EBIT (TNOK) (2)	393 614	466 756	350 649	447 131	120 162	80 526	68 657	176 558	-29 378	-3 225	903 704	1 167 745
EBITDA %	37,1 %	43,6 %	33,4 %	40,3 %	26,6 %	16,8 %	15,6 %	25,7 %			15,7 %	20,3 %
EBIT %	33,9 %	40,7 %	27,6 %	35,2 %	20,7 %	13,0 %	9,1 %	20,3 %			12,8 %	17,7 %
EBIT /KG GWT (1)	21,7	25,4	15,4	20,2	12,5	7,5	5,7	13,0			14,4	18,0
Harvest in tons, GWT	18 111	18 367	22 831	22 104	9 600	10 715	12 056	13 541			62 598	64726

# Adjusted operating EBIT for reportable segments

	Q4 2017	Q4 2016	YTD 2017	YTD 2016
EBIT before fair value adjustment	150 631	456 115	903 704	1 167 745
Value adjustment related to biological assets	128 544	227 036	-91 463	515 741
EBIT (operating profit)	279 175	683 151	812 240	1 683 486
Income from associated companies	0	0	0	12 083
Total income from associated companies	0	0	0	12 083
Net financial item:				
Changes in fair value from hedging instruments	1 771	1 802	5 775	9 287
Net financial interest	-8 460	-7 568	-39 270	-72 720
Net currency gain (losses)	19 175	6 991	20 554	-69 926
Net other financial expenses /-income	923	-754	-1 516	-1 374
Net financial item	13 408	472	-14 458	-134 733
Profit before tax	292 583	683 623	797 783	1 560 836
Estimated taxation	-84 467	-135 212	-212 634	-338 505
Net profit in the period	208 116	548 411	585 149	1 222 331

BEIT before fair value adjustment
 Other elimination is including bonus and share of profit from OQ to the producer.

#### Note 4 – Biological assets

For companies which apply IFRS, treatment of live fish in the accounts is regulated by IAS 41, Agriculture. For fish in sea weighing up to 4.76 kg round weight, a proportionate share of expected profit is recognized. The fair value of fish weighing in excess of 4.76 kg (ready for harvesting) is set as net sales price, calculated on the assumption that the fish is harvested/sold on the balance sheet date.

If the expected net sales price is less than the expected cost, it will result in a negative fair value adjustment of biological assets, which will be calculated as 100 %. The fair value of fish in sea is carried out for each location.

Sales prices are based on forward prices and/or the most relevant price information available for the period during which the fish is expected to be harvested. Sales prices are adjusted for quality differences, weight categories, and logistics costs. Since the sales price is set at gutted weight, the volume is adjusted for gutting waste.

		Tons		NOK 1.000			NOK 1.000	
Biological assets	Q4 2017	YTD 2017	Q4 2016	YTD 2016	Q4 2017	YTD 2017	Q4 2016	YTD 2016
Biological assets - beginning of period	52 336	45 627	51 050	48 089	2 497 597	2 459 625	2 389 052	1 929 115
Currency translation	0	0	0	0	19 295	24 095	18 901	-74 603
Increases due to purchases	0	0	48	66	0	0	10 238	13 208
Increases due to production	21 998	83 605	19 755	75 773	748 140	2 782 365	678 387	2 424 539
Decreases due to sales / harvesting/mortality	-19 656	-74 554	-25 226	-78 301	-635 022	-2 416 650	-799 275	-2 343 236
Fair value adjustment beginning of period	N/A	N/A	N/A	N/A	-605 066	-824 487	-662 162	-313 883
Fair value adjustment aquisitions	N/A	N/A	N/A	N/A	0	0	0	0
Fair value adjustment period end	N/A	N/A	N/A	N/A	682 089	682 089	824 487	824 487
Biological assets - period end	54 677	54 677	45 627	45 627	2 707 034	2 707 034	2 459 627	2 459 627

Biological assets - status 31.12.2017	Number of fish (1.000)	Biomass (tons)	Cost of production	Fair value adjustment	Carrying amount
Biomass on onshore	17 132	465	118 789	0	118 789
Biological assets with round weight < 1 kg	14 501	6 108	373 554	81 512	455 066
Biological assets with round weight 1- 4 kg	14 741	36 431	1 181 995	480 322	1 662 317
Biological assets with round weight > 4 kg	2 623	11 674	350 607	120 255	470 862
Total	48 996	54 677	2 024 945	682 089	2 707 034

Biological assets - status 31.12.2016	Number of fish (1.000)	Biomass (tons)	Cost of production	Fair value adjustment	Carrying amount
Biomass on onshore	20 089	544	115 448	0	115 448
Biological assets with round weight < 1 kg	10 540	4 289	266 703	0	266 703
Biological assets with round weight 1-4 kg	12 536	31 973	1 006 667	566 269	1 572 936
Biological assets with round weight > 4 kg	1 921	8 820	246 320	258 217	504 537
Total	45 086	45 626	1 635 138	824 487	2 459 625

#### Note 5 – Fair value adjustments

All figures in NOK 1,000

	Q4 2017	Q4 2016	YTD 2017	YTD 2016
Recognised fair value adjustment:				
Change in fair value adjustment of biological assets	71 404	158 090	(148 567)	529 931
Change in physical supply contracts related to fair value adjustment of biological assets	2 707	45 220	37 078	(37 078)
Change in fair value of financial derivates from salmon (Fish Pool contracts)	54 433	23 726	20 026	22 888
Total recognised fair value adjustment of biological assets	128 544	227 036	(91 463)	515 741

#### Balance:

Provisions allocated to physical future contracts that require actual value adjustment, is recorded as other other current liabilities in the balance sheet.

The contracts are calculated on basis of the same forward prices that apply to fair value calculation of biological assets.

Provisions allocated to physical contracts covering fish under 4,76 kg round weight (immature), are recognised as a proportionate share corresponding to the principle of fair value calculation of biological assets. Value adjustment of financial derivates from salmon is recorded in the balance sheet as derivates and other financial instruments. Financial derivatives are valued at market value.

#### Note 6 - Total net interest-bearing debt and equity in relation to covenants

Net interest-bearing debt is calculated in relation to covenant requirements in the financing agreement. According to the agreement, factoring debt and non-controlling ownership interests' share of bank assets, are not included.

Ocean Quality in Norway and the UK has a factoring agreement that comprises financing of outstanding receivables, where any significant risk and control of accounts receivable remain with OQ.

Prepayments/financing from factoring are net interest-bearing debt. Factoring is recognised as financing in the balance sheet. The share of bank assets that belongs to non-controlling ownership interests (Bremnes), is excluded in the calculation of the bank's covenant requirements. With factoring considered, the total interest-bearing debt is:

Total net interest-bearing debt including Factoring less non-controlling interests' share of cash:

	31.12.2017	31.12.2016
Net interest-bearing debt GSF in accordance with the covenants	1 284 074	906 158
Factoring debt (OQ)	500 976	502 535
Total Net interest-bearing debt	1 785 050	1 408 693

The equity share requirement with regards to covenants is 35%, without consolidation of Ocean Quality Group. As at 31 December 2017, the equity share exclusive of Ocean Quality was 52%. In 2016, the corresponding equity share was 52%

#### Note 7 – Investments in other companies

Investments in other companies with operations in the same section of the value chain as the Grieg Seafood Group, have been classified as part of the operating result. GSF has invested NOK 10 million in Tytlandsvik Aqua AS, corresponding to 16.67% of the shares in the company. The remaining shares are owned by Bremnes Seashore AS (16.67%) and Vest Havbruk AS (66.67%). Through share issues in 2018, Grieg Seafood ASA and

Bremnes Seashore AS will acquire shares, so that the three-shareholder own equal parts of the company. The investment will enable the company to increase its production of large smolt. A total of approx. NOK 300 million will be invested in the construction of a large smolt facility in Rogaland. The construction is progressing according to plan and will be completed in 2019. The book value as at 31 December 2017 was NOK 10 million.

#### Note 8 - Related parties

The Group has transactions with companies controlled by Grieg Seafood ASA's majority owner, Grieg Holdings AS. Grieg Seafood ASA rents office premises from Grieg Gaarden AS and acquires other administrative services from Grieg Group Resources AS. Grieg Holdings AS owns share holdings in Ryfylke Rensefisk AS, from which GSF acquires lumpfish. Grieg Seafood ASA buys roe from SalmoBreed AS, which is a related party to a board member. All service purchases and the rental relationship are made on an arm's length

basis. OQ AS purchases fish from its shareholder Bremnes Fryseri AS, for resale to domestic and international customers. The fish from Bremnes Fryseri AS is supplied by its subsidiary Bremnes Seashore AS. OQ AS rents office premises and office equipment from Bremnes Fryseri AS. All sales of goods and services are made on an arm's length basis.

Shares controlled by board members and management per 31.12.2017		
	No. shares	Shareholding
Board of directors:		
Per Grieg jr. *)	58 961 996	52,80 %
Wenche Kjølås (Jaw endel AS)	7 000	0,006 %
Asbjørn Reinkind (Reinkind AS)	120 000	0,107 %
Karin Bing Orgland	0	0,00 %
Ola Braanaas	0	0,00 %
Management:		
Atle Harald Sandtorv (CFO)	21 793	0,02 %
Andreas Kvame (CEO)	35 000	0,03 %
Knut Utheim (COO)	18 200	0,02 %
Kathleen Mathisen (CHRO)	0	0,00 %
Grant Cumming (Regional Director)	0	0,00 %
Roy-Tore Rikardsen (Regional Director)	13 100	0,01 %
Alexander Knudsen (Regional Director)	20 000	0,02 %
Rocky Boschman (Regional Director)	0	0,00 %
Total shares controlled by board members and management	59 197 089	53,01 %
* Shares owned by the following companies are controlled by Per Grieg jr. and closely related( Verdipa	apirhandelloven § 2-5):	
Grieg Holdings AS	55 801 409	49,97 %
Ystholmen AS	2 928 197	2,62 %
Grieg Ltd AS	217 390	0,19 %
Per Grieg jr. private	15 000	0,01 %
Total no. shares controlled by Per Grieg jr. and closely related	58 961 996	52,80 %

27 068 375

111 662 000

24,24 %

100,00 %

# Note 9 - Share capital and shareholders as at 31 December 2017

### Share capital:

Total other

Total numbers of shares

31.12.2017, the company has 111 662 000 shares at a nominal value of NOK 4 per share. The company purchased in June 2011 1 250 000 own shares at rate 14.40 NOK per share.

Date of registration	Type of change	Change in share capital (TNOK)	Nominal value per share (NOK)	Total share capital (TNOK)	No. of ordinary shares
31.12.2017			4,00	446 648	111 662 000
	Holdings of own shares		4,00	-5 000	-1 250 000
Total ordina	ary shares			441 648	110 412 000
The largest	shareholders in Grieg Seafood	ASA as of 31.12.2017 w	ere:		
				No. shares	Shareholding
GRIEG HOLDIN	GS AS			55 801 409	49,97 %
OM HOLDING A	NS .			5 164 379	4,63 %
<b>FOLKETRY GDF</b>	FONDET			2 949 137	2,64 %
NYEYSTHOLM	MEN AS			2 928 197	2,62 %
STATE STREET	BANK AND TRUST COMP			2 602 761	2,33 %
VERDIPAPIRFO	NDET PARETO INVESTMENT			1 915 000	1,71 %
VERDIPAPIRFO	NDET ALFRED BERG GAMBA			1 700 796	1,52 %
JPMORGAN CH	IASEBANK, N.A., LONDON			1 477 767	1,32 %
CLEARSTREAM	MBANKING S.A.			1 286 414	1,15 %
GRIEG SEAFO	OD ASA			1 250 000	1,12 %
EUROCLEAR B	ANK S.A./N.V.			1 038 097	0,93 %
ARCTIC FUNDS	SPLC			926 000	0,83 %
STATE STREET	BANK AND TRUST COMP			850 452	0,76 %
VERDIPA PIRFO	NDET PARETO NORDIC			799 000	0,72 %
JPMORGAN CH	ASEBANK, N.A., LONDON			745 897	0,67 %
VPF NORDEA H	KAPITAL			674 006	0,60 %
JPMORGAN CH	ASEBANK, N.A., LONDON			649 460	0,58 %
VPF NORDEA A				648 523	0,58 %
MORGAN STAI	NLEY AND CO INTL PLC			598 815	0,54 %
CREDIT SUISSE	SECURITIES (EUROPE)			587 515	0,53 %
Total 20 large	est shareholders			84 593 625	75,76 %
T. t. 1 . 11				07 000 075	04.04.0/

# Note 10 - Alternative performance measures (APM)

#### Alternative performance measures (APM)

Grieg Seafood Group applies APMs (alternative performance measures) to demonstrate corporate achievements in the most relevant and informative way possible to our users. APMs listed below have been applied consistently over time, with one exception: Calculation of net interest bearing debt excl. factoring. Starting with Q1 reporting in 2016, figures showing Bremnes Fryseri AS' share of bank in Ocean Quality AS, as well as factoring, are omitted.

The perfomance measure is used to calculate NIBD/EBITDA share, which represents one of the covenants required by the bank syndicate, where Ocean Quality AS is not consolidated into the calculation. The revised method of Q1 2016 will apply to future calculations of NIBD/EBITDA shares under the loan terms.

No. Alternative performance measures (APM)	Definition and calculation	Reason for applying APM
1 EBIT	Unless otherw ise specified, EBIT (earnings incl. amortisation and depreciation) is prior to fair value adjustment. This applies to all key	EBIT before fair value adjustment provides a more informative result as it does not take into account future gains or losses on fish not yet sold at the point of fair value adjustment. In addition, it provides an industry measure.
2 EBIT before fair value adjustment of biological assets	Operating profit incl. amortisation and depreciation, excl. fair value adjustment of biological assets.	This is the mandatory financial measure according to standard.
3 EBITDA before fair value adjustment of biological assets	Unless otherw ise specified, EBITDA (operating profit) is calculated before fair value adjustment of biological assets. This applies to all key figures where EBITDA is a component, including:  EBITDA (%)  EBITDA margin  EBITDA margin – terminal value  NIBD/EBITDA	EBITDA before fair value adjustment provides a more
4 Equity ratio excluding Ocean Quality	Equity ratio is calculated both with and without Ocean Quality, due to bank syndicate equity demands exclusive of the consolidated Ocean Quality. Equity ratio excl. Ocean Quality is solely considering Grieg Seafood companies, pertaining to both equity and total liability.	Applied to measure the company's solidity, according to the Group's covenant requirements.
5 NBD/EBITDA	Net interest bearing debt (NIBD) comprises long-term and current debt to financial institutions, after deducting cash and cash equivalents. NIBD is calculated in tw o w ays:  1) including all long-term and current debt to credit institutions 2) According to covenants required by the bank syndicate. When calculating NIBD according to covenants the factoring debt is not included. Furthermore, cash and cash equivalents are reduced with an amount corresponding to Bremnes Fryseri AS' share of OQ AS' bank deposits.  For both versions, EBITDA is before fair value adjustments of biological assets.	
6 ROCE	Corresponds to return on capital employed before fair value adjustment of biological assets. Denominator is NIBD excluding Ocean Quality.  Calculation:  ROCE= (EBIT)/(annual average NIBD+annual average equity excluding fair value adjustment of biological assets)	We extract a share of OQ from interest bearing debt, as it is not interest bearing debt according to covenant definitions. Fair value adjustment of biological assets is extracted as this is a highly volatile variable. The company has limited influence on price, which is an important factor in the calculation.
7 EPS	EPS (Earnings per share) = (net profit after taxes minus shares of non- controlling interests)/ number of shares	· Measurement figure in relation to financial standard.

# **Information about Grieg Seafood ASA**

### **Head office Grieg Seafood ASA**

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Internet: <a href="www.griegseafood.com">www.griegseafood.com</a>
Organisation number: NO 946 598 038 MVA

# **Board of Directors of Grieg Seafood ASA**

Per Grieg jr. Chair
Asbjørn Reinkind Vice chair
Wenche Kjølås Board member
Karin Bing Orgland Board member
Ola Braanaas Board member

#### **Group management**

Andreas Kvame CEO
Atle Harald Sandtorv CFO
Knut Utheim COO
Kathleen O. Mathisen CHRO

#### Financial calendar

Q1 2018 15 May 2018

Annual general meeting 12 June 2018

Q2 2018 22 August 2018

Q3 2018 7 November 2018

Q4 2018 13 February 2019

The company reserves the right to make amendments to the calendar.