



Måsøval AS

Q4 2023 presentation

Oslo, February 27th, 2024

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This presentation may contain forward-looking statements relating to the business, financial performance and results of Måsøval.

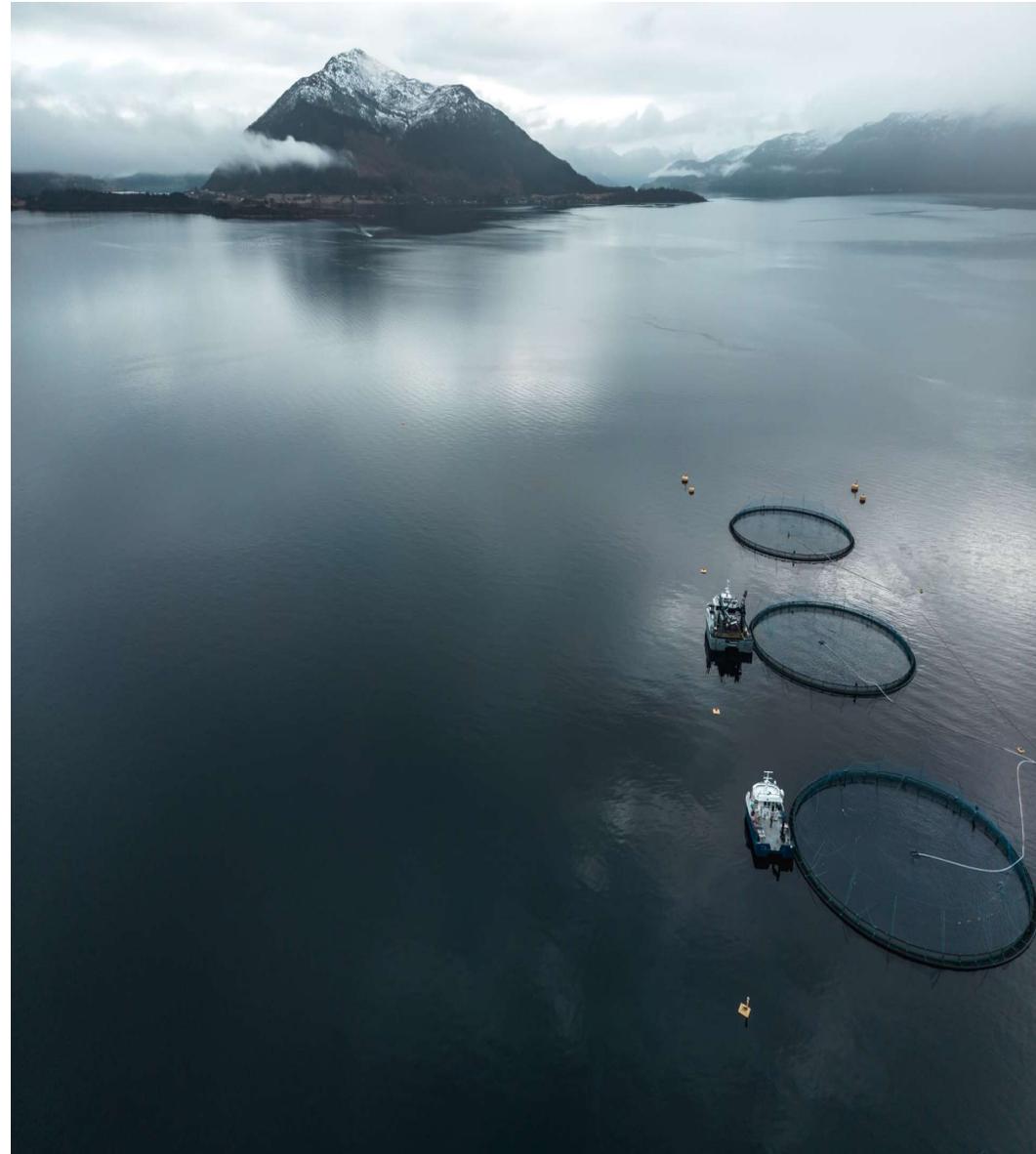
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Agenda

- 1 Highlights
- 2 Segment information
- 3 Group financials
- 4 Special events
- 5 Outlook and Summary



Highlights Q4 – 2023

Group financials

- Group revenue MNOK 688 (400)
- Total group operational EBIT MNOK 112 (44)
- Proposed dividend of NOK 0.5 pr share

Segment farming

- Harvested volumes 7 927 tonnes (5 032)
- Region Mid Op. EBIT/kg NOK 19 (10)
- Region West Op. EBIT/kg NOK 8 (18)

Production

- Early harvest region west due to fish welfare considerations
- Jelly fish marginal negative effect on survival rates
- Lower farming costs

Sales and processing

- Sales of MNOK 704 (402)
- Operational EBIT of 0.8 %



Group Operational EBIT
(MNOK)



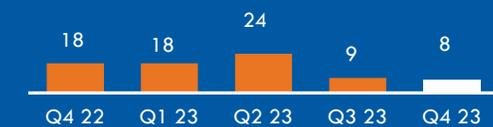
Harvested Volume (GWT)



Operational EBIT pr kg (NOK)
Farming Mid



Operational EBIT pr kg (NOK)
Farming West





Segment information

Farming Mid

High harvest volume, with completion of autumn 22

- Harvested volume of 6 784 GWT (4 483)
- Autumn 2022 generation accounted for 80% of harvest and Spring 2023 generation accounted for 20%
- Operational EBIT NOK 18.9 pr kg (10.1)



Key figures Farming Mid Consolidated numbers in 1 000 NOK	Q4 2023	Q4 2022	FY 2023	FY 2022
Total operating Revenues	546 930	319 316	1 548 274	1 547 216
Operational EBIT	128 315	45 336	432 454	686 746
Operational EBIT - %	23.5%	14.2%	27.9%	44.4%
Harvested volume (GWT)	6 784	4 483	16 886	17 612
Operational EBIT per kg	18.9	10.1	25.6	39.0



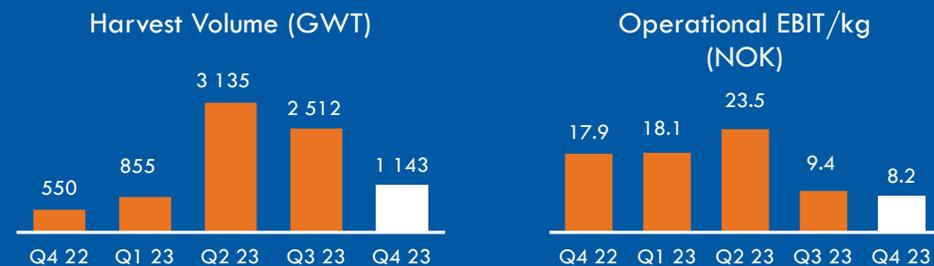
Farming West

Biological challenges during the quarter

- Harvested volume of 1 143 GWT (550)
- 2023 generation accounted for 100 % of harvest in Q4
- Early harvest of certain pens at one site because of fish welfare considerations



Key figures Farming West Consolidated numbers in 1 000 NOK	Q4 2023	Q4 2022	FY 2023	FY 2022
Total operating Revenues	83 758	35 205	640 742	262 099
Operational EBIT	9 365	9 835	122 072	52 200
Operational EBIT - %	11.2%	27.9%	19.1%	19.9%
Harvested volume (GWT)	1 143	550	7 645	4 268
Operational EBIT per kg salmon	8.2	17.9	16.0	12.2



Sales & Processing

- Sales volume 7 989 GWT (5 136)
- Operational EBIT of MNOK 5 (0.8%)



Key figures Sales & Processing

Consolidated numbers
in 1 000 NOK

	Q4 2023	Q4 2022	FY 2023	FY 2022
Total operating revenues	704 312	402 041	2 377 349	1 948 405
Operational EBIT	5 453	811	11 839	20 062
Operational EBIT - %	0.8%	0.2%	0.5%	1.0%

Sales Volume (GWT)

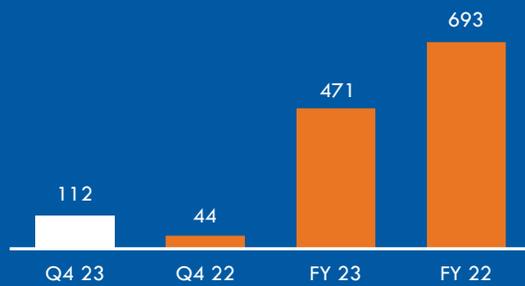


An aerial photograph of a large, circular fishing net deployed in the dark, choppy ocean. The net is illuminated from above, showing its intricate structure and the way it curves across the water's surface. The background is a vast expanse of dark, textured water.

Group financials

Key income statement items

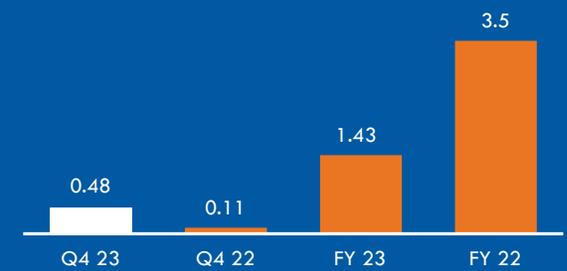
Group operational EBIT



Group operational EBIT per kg



EPS (earnings/share*)



**Earnings per share restated to exclude fair value adjustment of biomass and one-off implementation effect of resource rent tax*

Income statement

- Revenue and Group operational EBIT in quarter is up from Q4 2022 due to higher harvest volumes and higher market prices
- Group operational EBIT full year of MNOK 471 (MNOK 693)
- Underlying EPS of NOK 0.48 in Q4
- The Boards of Directors propose dividend of 0.5 NOK per share



Key figures Group Consolidated numbers in 1 000 NOK	Q4 2023	Q4 2022	FY 2023	FY 2022
Sales revenue salmon	682 470	376 991	2 279 560	1 898 525
Other operating revenues	5 928	23 336	120 788	93 606
Sum operating revenues	668 398	400 327	2 400 348	1 992 132
Harvested volume (GWT)	7 927	5 032	24 531	21 879
Operational EBIT	112 048	43 557	471 429	693 444
EBIT ⁽¹⁾	-20 578	84 355	292 743	884 514
Profit before tax	-52 520	62 804	164 240	802 651
Net profit or loss for the period	-31 390	52 264	-136 428	626 262
Group operational EBIT - %	16.3%	10.9%	19.6%	34.8 %
Group operational EBIT/kg	14.1	8.7	19.2	31.7
Earnings per share (NOK)	0.48	0.11	1.43	3.50

⁽¹⁾ Operational EBIT adjusted for production tax, profit sharing with co-location partners, fair value adjustment biomass and write-down of investment in Aqua Semi

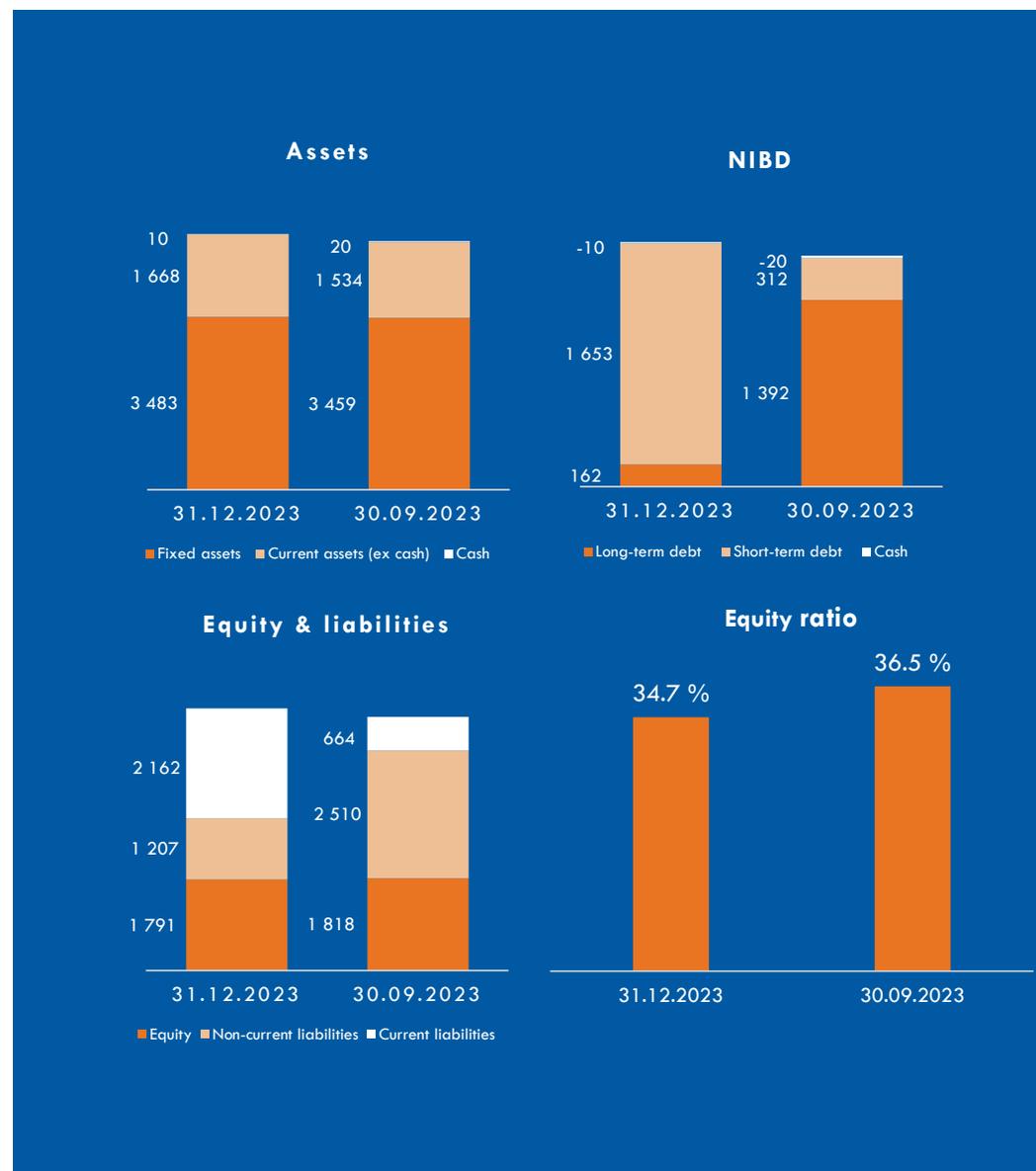
Group balance sheet items

Financial position

- NIBD increased MNOK 121 due to seasonal variations
- Solid equity ratio at 34.7%
- Bank and leasing facilities to finance all upcoming capex

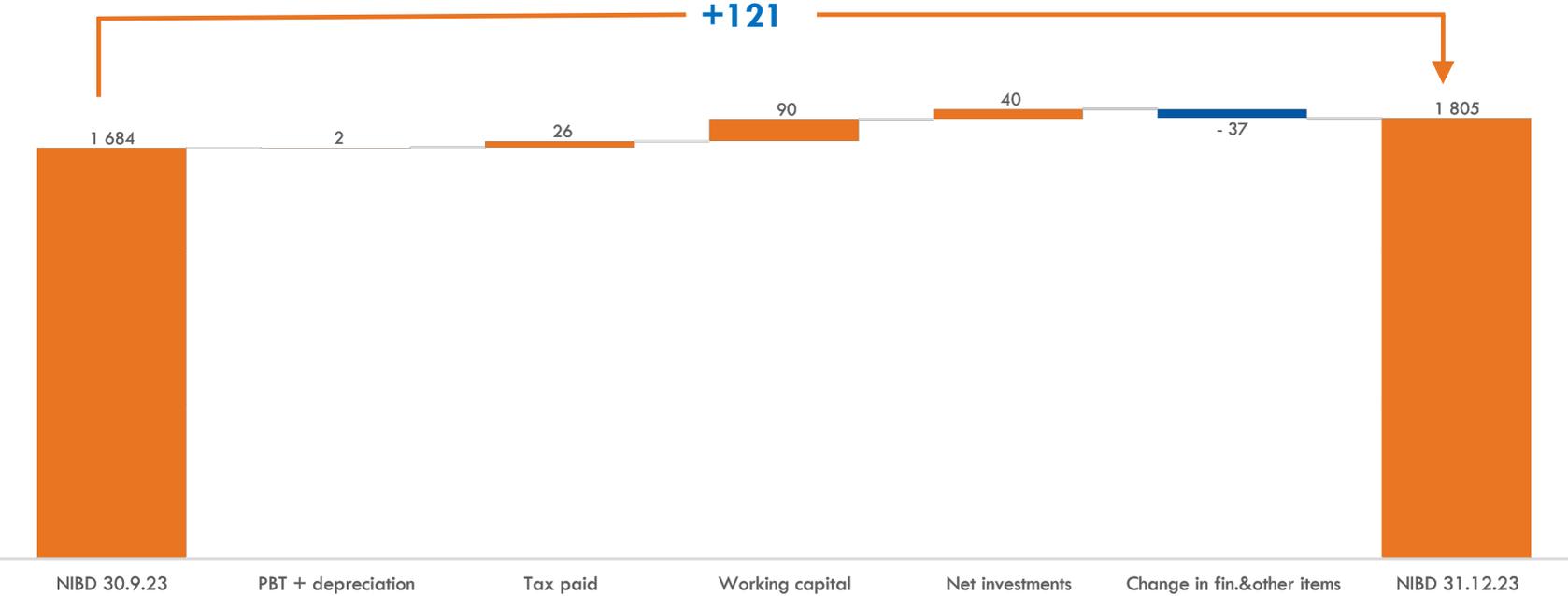
Covenant breach subsidiary

- Temporary breach of bank covenants in PNS at year end
- Reclassification of bank loan from long term to short term according to IFRS standards (amount MNOK 1 242)
- Waivers given immediately and no material effect for the group



Changes in NIBD

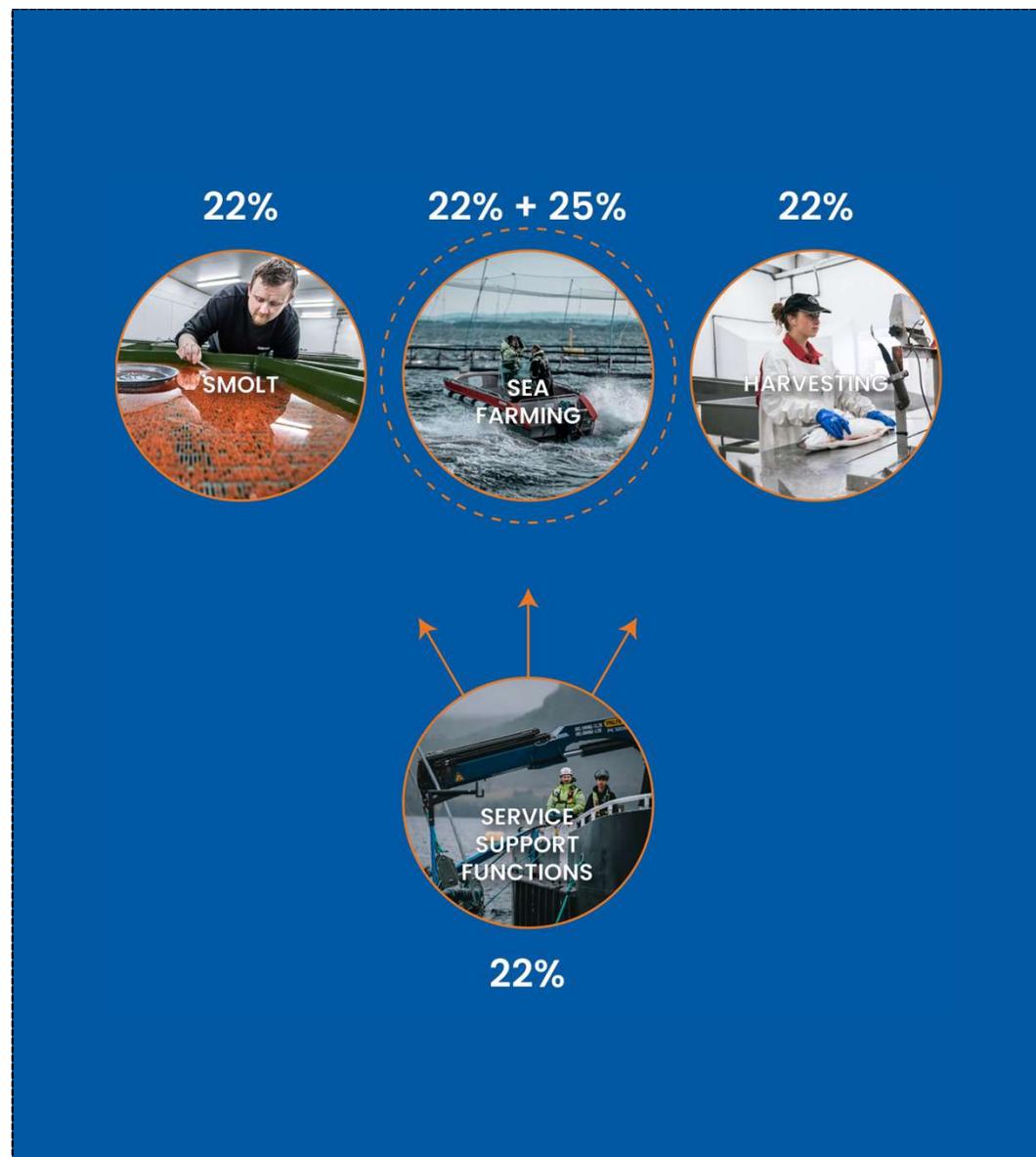
- Working capital increase



* PBT (profit before tax) excludes interest expenses that is included in financial items

Taxation

- Resource rent tax on salmon farming 2023
 - Extra resource tax 25% exclusively on farming at sea on conventional licenses
 - Måsøval has an integrated value chain resulting in only parts of the group operating within the special resource rent taxation
- Estimates on actual effective taxation rate still uncertain
- Estimated resource rent tax MNOK 284
 - One-off implementation effect of MNOK 243
 - Estimated resource tax MNOK 41
 - Including production fee MNOK 18
- Tax deduction on farming licenses acquired at the 2020 auction at MNOK 31 per year for 5 years
- Måsøval farming on several special licenses such as educational and broodstock that are exempted from resource tax

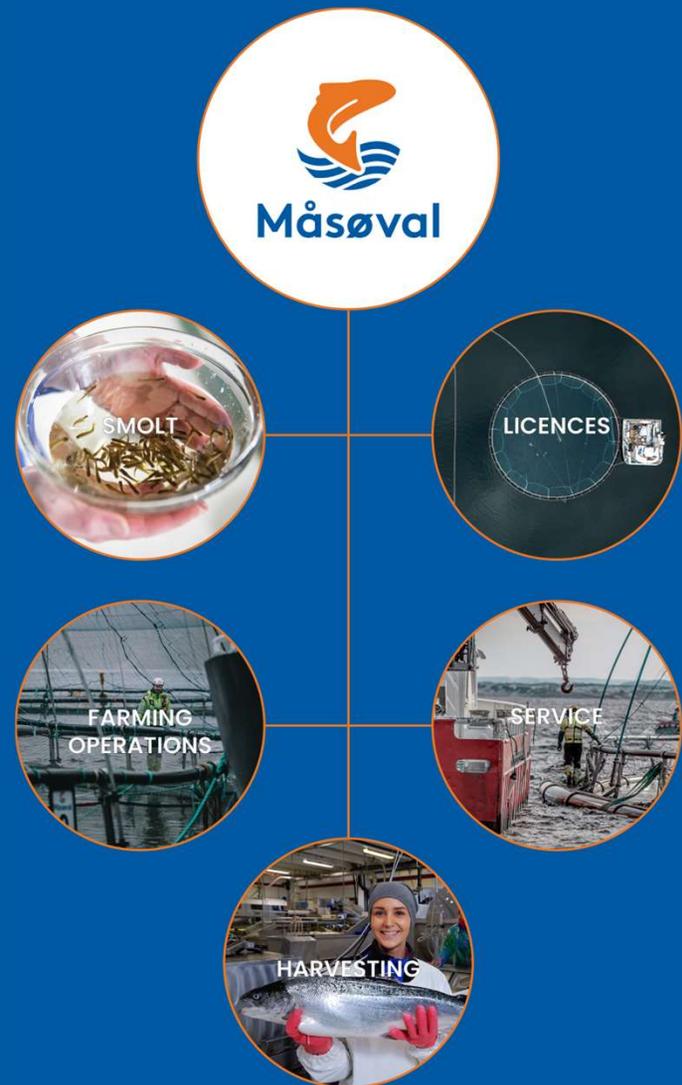




Special events

Group reorganization

- Ongoing demerger/merger process
 - Earlier informed and approved in EGM 25.09.2023
 - Preparations for future uplisting
 - Sum zero for all shareholders in Måsøval AS
 - Negative outcome from the tax authorities on initial binding advanced tax ruling
 - An amended request for a new binding advanced ruling sent - minor financial effects from first approach
- After the process is completed, the overall structure as follows
 - Holding company Måsøval AS
 - All licenses and biomass held in a separate company Måsøval Lisens AS
 - All employees and certain equipment and assets held in a separate company Måsøval Drift AS
 - Service vessels and equipment owned by Måsøval Akva AS and operated by Måsøval Service AS (no changes)
 - Smolt production in separate SPVs (no changes)
 - Processing facilities and sales held in separate SPVs (no changes)



Increasing Harvesting Capacity

Securing harvesting capacity

- Bid acceptance on Mowi's harvesting facility at Ulvan Hitra (TL-45)
- Ongoing process for conclusion of contract and start operation
- Secures inhouse primary capacity for current and planned production and VAP capacity

Capacities TL-45

- 150-200 tonnes GWE per shift
- VAP capacity of 35 tonnes GWE per shift enabling «correction of production grade»
- Holding pen capacity of 1 550 tonnes
- Operational from Q3 2024

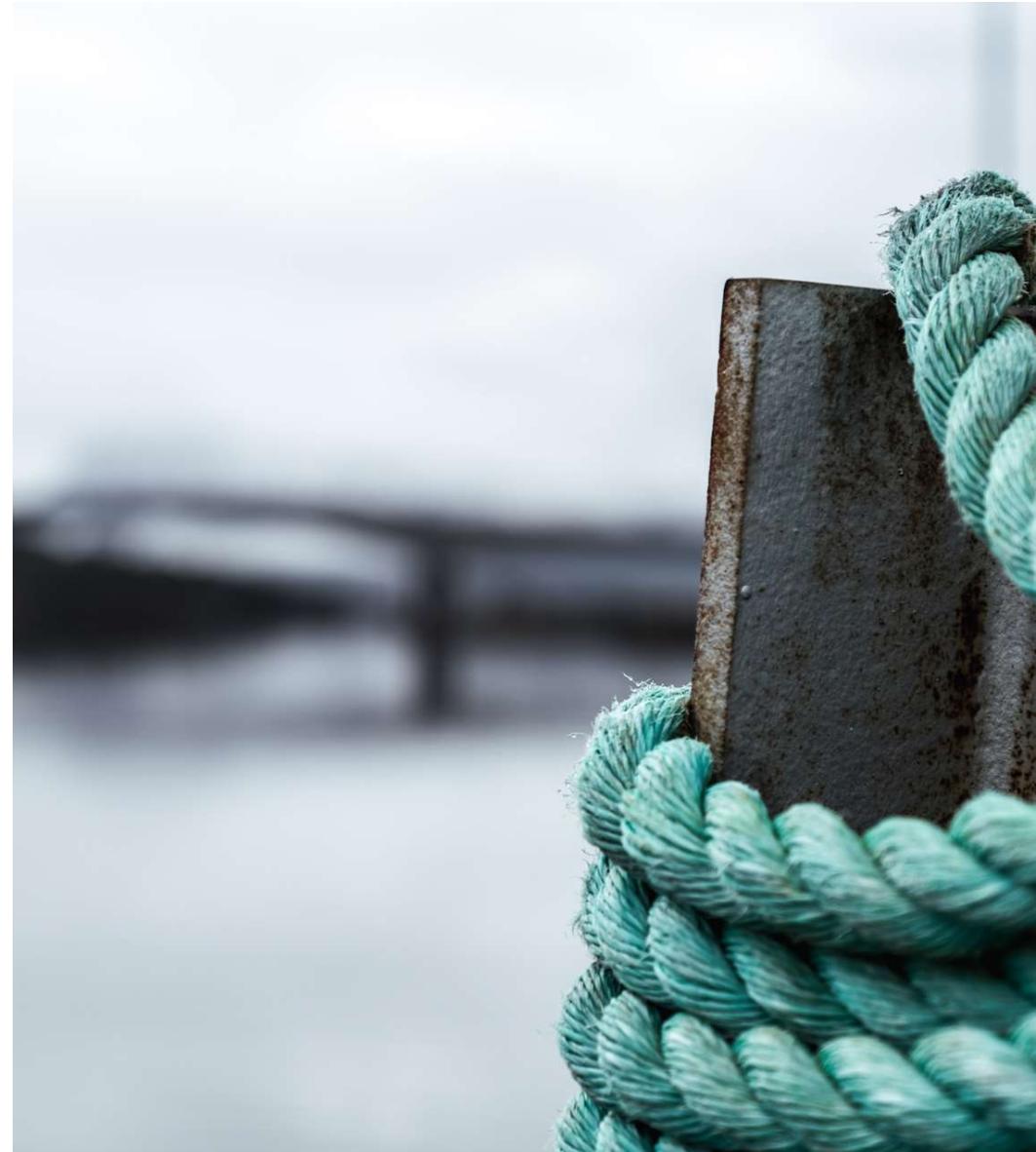
Sale of Western Seaproducts AS

- Harvesting plant sold after strategic review



Pure Norwegian Seafood

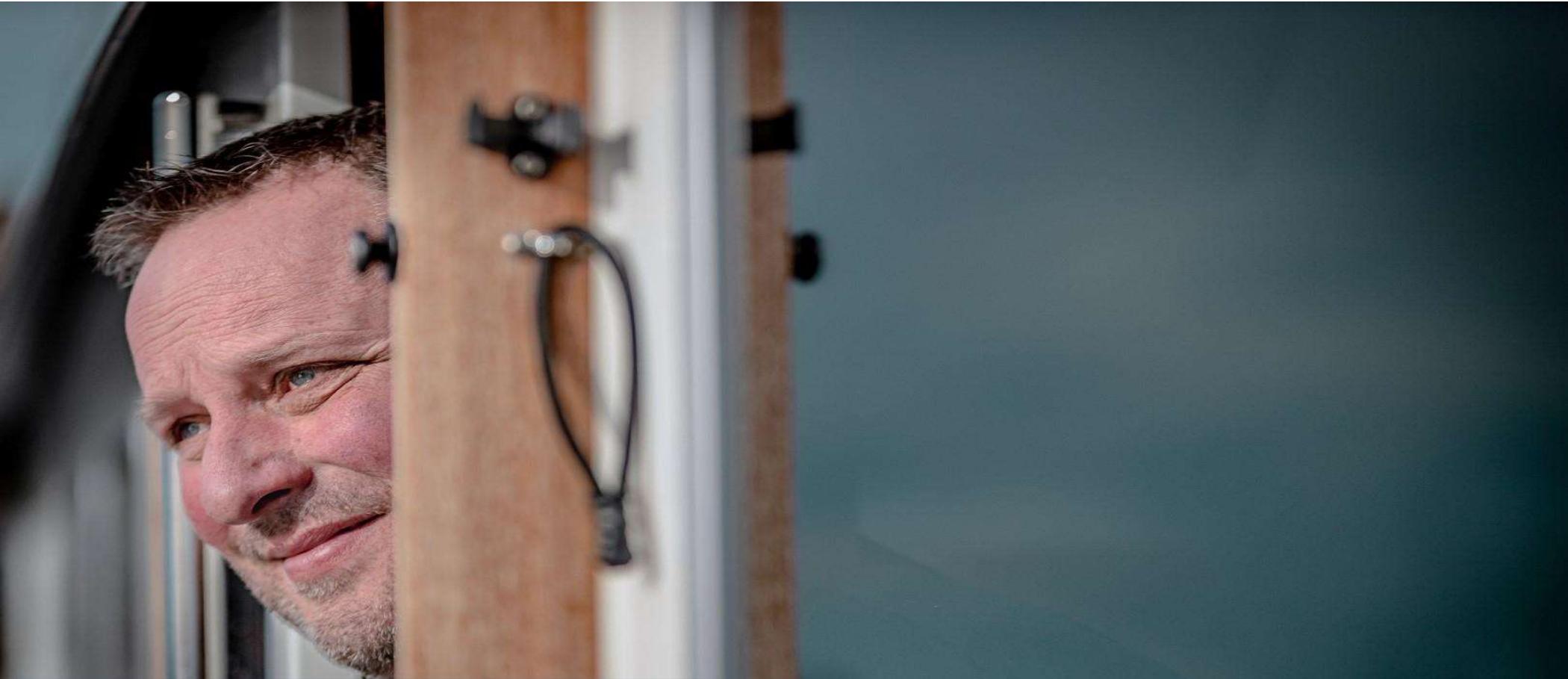
- Måsøval controls 65 % of the processing and sales company Pure Norwegian Seafood AS (PNS) in Averøy. Måsøval and PNS have publicized irregularities that we discovered in PNS' sales of certain categories of frozen salmon.
- These were first suspected in late October 2023. PNS seized all such activities, recalled relevant products, made organizational changes, and initiated a third-party investigation. The initial conclusions from this investigation were made public February 1st.
- Dialogue and cooperation with relevant authorities were initiated at an early stage. The authorities are informed about all findings. There are no indications that products have affected people's health. All involved customers seem to have known what they were buying. Quality assurance and sorting of normal qualities of salmon seems to have been working just as well as expected.
- The harvesting plant and the sales organization has been fully operational during the third-party investigation and have continued to deliver efficiently.
- Financial effects for Måsøval are marginal.



Complaint regarding Exhibition license accepted

- Ministry of Trade, industry and fisheries rejected Måsøval Lisens AS application for an exhibition license in February 2020
- Måsøval Lisens AS filed a complaint during March 2020, which was granted 23.02.24
- Exhibition centre planned at Atlantic Ocean Road with utilization of nearby Måsøval sites
- Exhibition license awarded 780 tonnes MAB for a period of 10 years





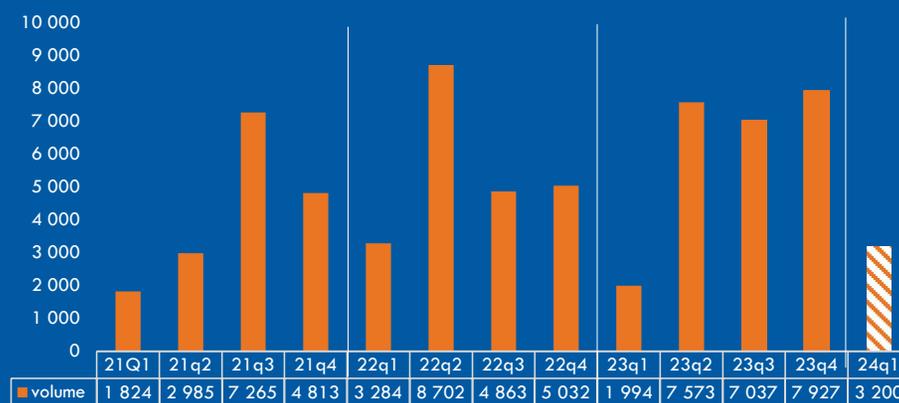
Outlook and summary

Segment Farming – Outlook

- Full year guiding 2024 of 25 700 – 26 700 GWT
 - 75% - 80% region mid
- Q1 2024 guiding of ~3 200 GWT
 - Build up of biomass
 - ~90% region mid
- Cost per kg expected to fall in region mid and for the Group
- CAPEX guidance in 2024 of MNOK ~320 for growth and operational improvements
 - Excluding exhibition project (uncertain timeline)



Harvest Volume (GWT)

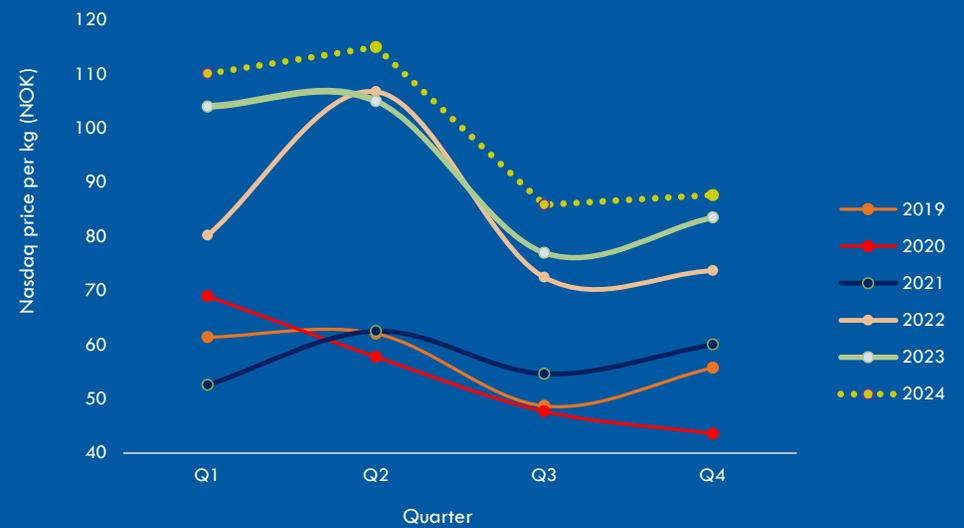


Market outlook

- Market fundamentals still strong
 - Moderate global supply growth in 2024
 - Demand still resilient
- Fish Pool forward indicate higher prices than 2023
- Måsøval continues the market strategy to sell above 90% in spot market
 - Fixed contracts for strategic customers only



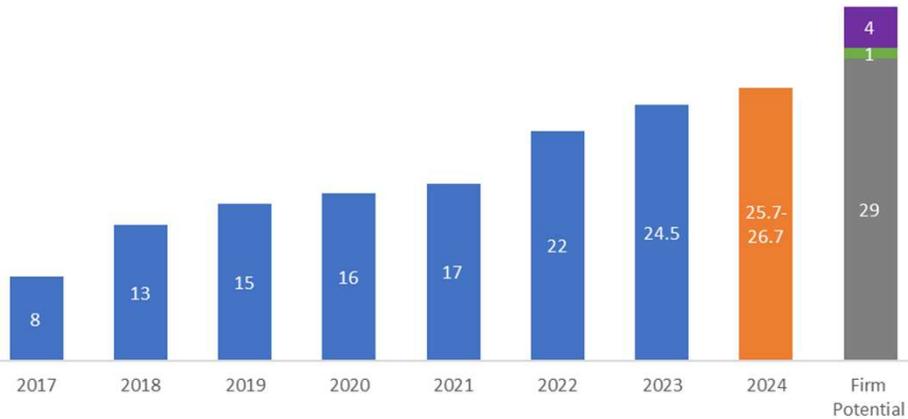
NASDAQ average price



* Fishpool Forward Price 26.02.2024

Growth potential

Harvest volume 1000 GWT



■ Harvest volume ■ Guided harvest ■ Exhibition License ■ Frøya Laks



Summary

Group financials

- Operational EBIT MNOK 112 Q4, MNOK 471 FY23
- NIBD increased MNOK 121
- Proposed dividend DPS NOK 0.5

Farming

- 12% annual increase in harvest volume
- Lower cost in the quarter

Sales and processing

- New capacity

Outlook

- Strong market fundamentals, favorable price outlook
- Costs expected to decrease
- Maintain guiding volume of 25 700 - 26 700 GWT for 2024
 - ~3 200 GWT Q1





Made by nature

Pioneered by  Måsøval