



# Grieg Seafood Company presentation

*Last updated: 22 February 2024*



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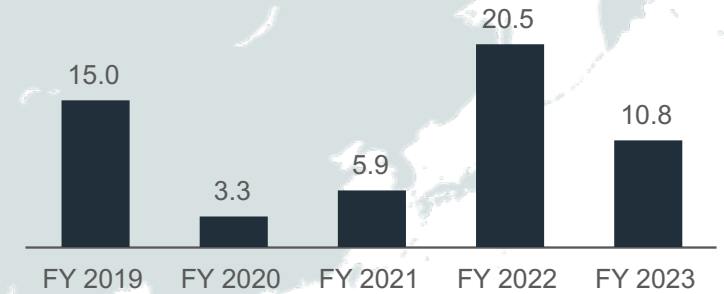
# Index

Disclaimer	2	Our regions	23–28	Financials	36–47
Grieg Seafood at a glance	4	Rogaland	24	Operational and financial development	37
Our vision and values	5–6	Finnmark	25	Financial targets	38
The business opportunity	7–11	British Columbia	26	Return On Capital Employed	39
Our business model	12–16	Newfoundland	27	Share performance	40
Value chain	13	Local value creation	28	Profit & loss	41
Output	14	The global salmon market	29–35	Financial position	42–43
Our approach to sustainable business	15	Grieg Seafood's position	30	Current financial situation	44–45
Sustainability drives result	16	Global trade of Atlantic salmon	31	Cash flow	46
Ambitions and strategic focus areas	17–22	Harvest of Atlantic salmon	32	Dividend policy and pay out	47
Business strategy	18	Supply of Atlantic salmon	33		
Global growth	19	Market prices	34–35		
Cost improvement	20				
Value chain repositioning	21				
Our operational focus areas	22				

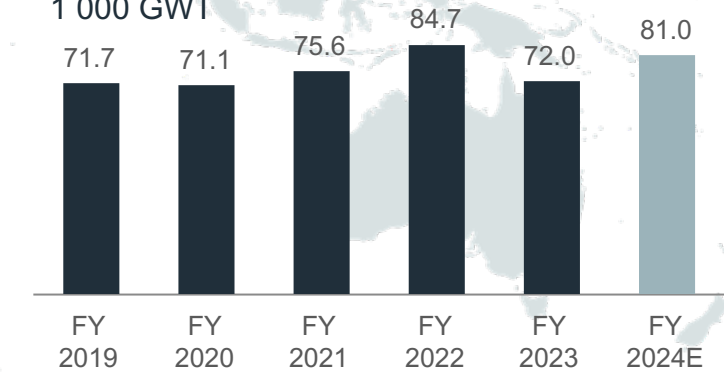
# Grieg Seafood at a glance

- Grieg Seafood farms
- Sales
- GSF Headquarters

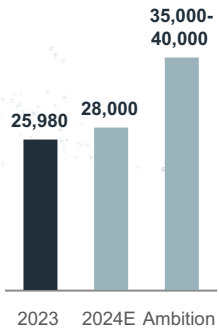
Operational EBIT/kg NOK



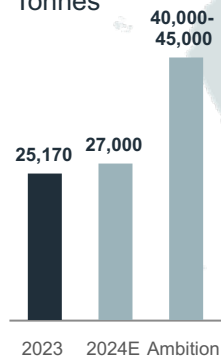
Harvest volume  
1 000 GWT



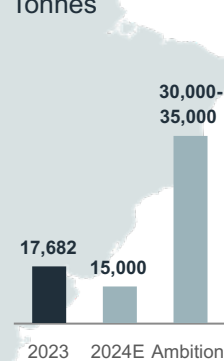
**1 Rogaland**  
Tonnes



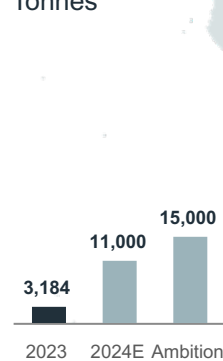
**2 Finnmark**  
Tonnes



**3 British Columbia**  
Tonnes



**4 Newfoundland**  
Tonnes





Our vision

**Rooted in nature**

Farming the ocean for a  
better future

# Our values

## OPEN

We are open with each other. We share knowledge and ideas, and learn from each other. We meet new perspectives with an open mind. We are always honest – also in difficult situations. Our managers have an open door and welcome suggestions for ways to improve.

We are open and transparent towards society. We proactively share honest information about our operations with the public, the authorities, and the media – even before they ask. We invite the community to our facilities, participate in the public debate, and engage in dialogue with other users of the fjords.

## AMBITIOUS

Every day, we endeavor to do our job in the best possible way. We never settle for the average. We walk the extra mile. We always strive to improve. We think big and set ambitious goals for everything we do. We are not afraid of making bold decisions, even if they are tough and push us out of our comfort zone.

We embrace change and innovation. We prioritize our commitments and carry them out. Our ambitious goals aim to make Grieg Seafood ever more profitable. Only then can we develop the salmon farming industry further.

## CARING

We not only treat each other with respect, we care. We care about our people, and help them flourish and develop their talents. We foster a caring environment – even in difficult situations and when hard decisions must be made.

We care about our fish and the natural environment that is vital to the production of healthy salmon. We work constantly to maintain good biological control and reduce our impact on the environment. We will pass healthy fjords and salmon on to future generations.

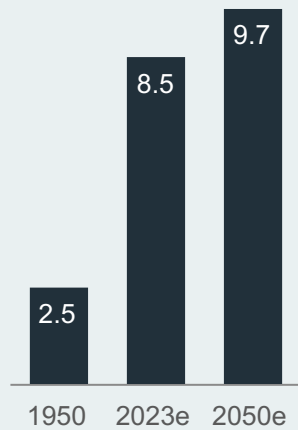
We care about our communities. We recognize that the fjords belong to them, and we take their concerns seriously. We are a good neighbour. We create opportunities and lasting value for society.



# The business opportunity – and the challenges we must solve

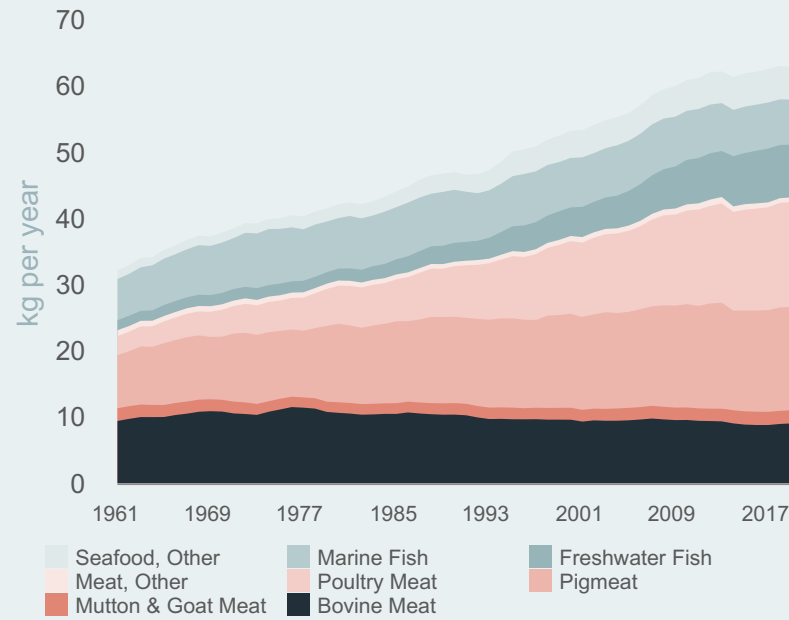
# The business opportunity

**World Population Billions**



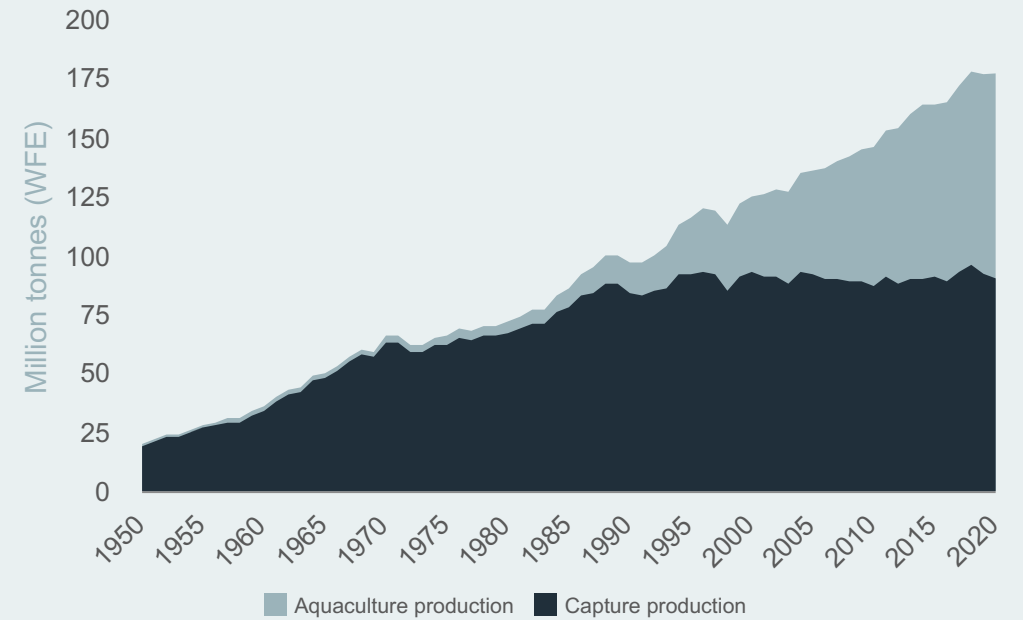
Source: UN (2022) World Population Prospects: the 2022 Revision\*

**Per Capita Meat & Seafood Consumption**



Source: FAO (2022)

**World capture fisheries and aquaculture production**



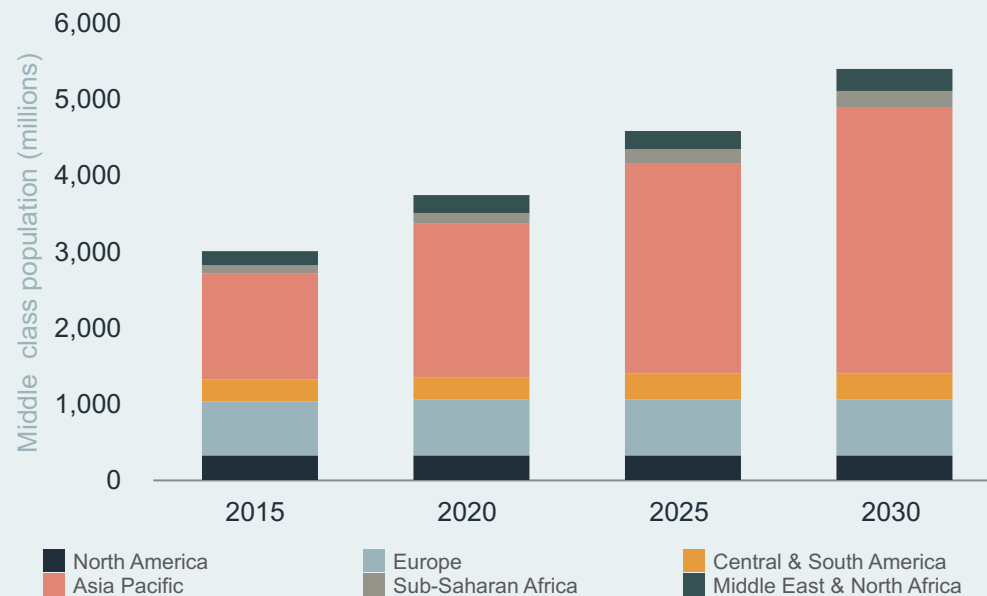
Source: Kontali (2022)



# Strong market fundamentals

## THE BUSINESS OPPORTUNITY

### Global middle class population by region\*



Sources: \* Brookings (2017), \*\* GSI (2020), \*\*\* AGR Partners (2017)

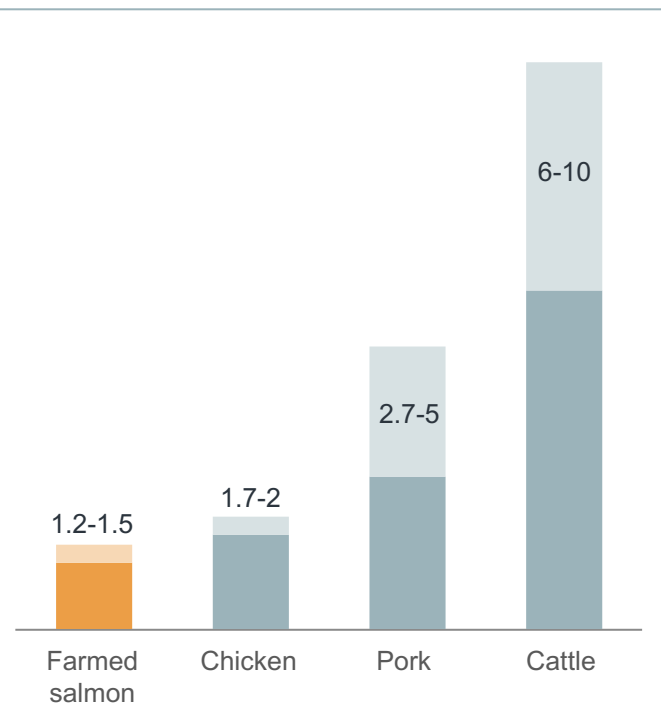
### Farmed salmon is a core component of healthy, sustainable diets

- When compared with other animal proteins, **farm-raised salmon represents an environmentally conscious choice**, with a lower carbon footprint, requiring less land, and more efficient use of feed resources\*\*
- Farmed salmon provides a **nutrient-dense food** which supports healthy diets and meets global dietary recommendations\*\*
- Growing demand is being driven by consumers' increasing awareness of the health benefits of a diet **rich in omega-3 fatty acids**, a growing acceptance for consuming farmed fish, the sustainability of production, and a stable, year-round supply\*\*\*

# Why salmon farming?

## THE BUSINESS OPPORTUNITY

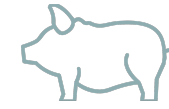
### FEED CONVERSION RATIO



Farmed Atlantic salmon



Chicken



Pork



Lamb



Beef

**EDIBLE YIELD**

68%

46%

52%

38%

n/a

**WATER CONSUMPTION**

2,000

4,300

6,000

n/a

15,400

**CARBON FOOTPRINT**

0.60

0.88

1.30

n/a

5.92

Source: [Global Salmon Initiative](#)

# The challenges we must solve

Though we have made great progress in finding more sustainable fish farming methods in recent decades, many challenges remain to be solved in our production and supply chain:

- 1. Ensuring co-existence with nature and other species**
- 2. Improving fish health and welfare**
- 3. Finding sustainable feed ingredients**
- 4. Cutting carbon emissions**
- 5. Recycle resources**
- 6. Protecting human rights**



# Our business model





# Value chain

 <p><b>Breeding</b></p>	 <p><b>Freshwater farming</b></p>	 <p><b>Post-smolt</b></p>	 <p><b>Seawater farming</b></p>	 <p><b>Harvesting</b></p>	 <p><b>Sales and distribution</b></p>	 <p><b>Value added processing</b></p>	 <p><b>Retail / HoReCa</b></p>
<p>In Rogaland, we have a broodstock operation where we breed for specific traits, such as strong health or resistance to sea lice and diseases.</p>	<p>In all of our regions, we have RAS freshwater facilities, where the eggs are hatched and the salmon spend at least the first year.</p>	<p>As part of our post-smolt strategy, we keep the salmon longer on land in all regions to shorten the time in seawater, reducing risk of biological challenges. In Rogaland, the average size of the smolt transferred to the sea in 2014 was 90 grams, and we aim to increase this to 1 kg in 2027.</p>	<p>The salmon live and grow in the sea until they reach a harvestable size of 4–5 kg.</p>	<p>We have harvesting plants in Rogaland and Finnmark. We use a harvesting vessel in BC. In Newfoundland, we have established cooperation with a local plant.</p>	<p>We have our own global sales and market organization with local offices in the countries we farm salmon, to support growth and the downstream strategy.</p>	<p>We have a small share of VAP in Norway and BC. We will form closer partnerships in the market and increase the value of our salmon through VAP.</p>	<p>Our salmon is found in retail stores or on the menu at restaurants or hotels. Currently, we have the HoReCa brand Skuna Bay in Canada.</p>



# Output

## OUTCOME



Almost  
**1,200,000**

Healthy meals per day\*

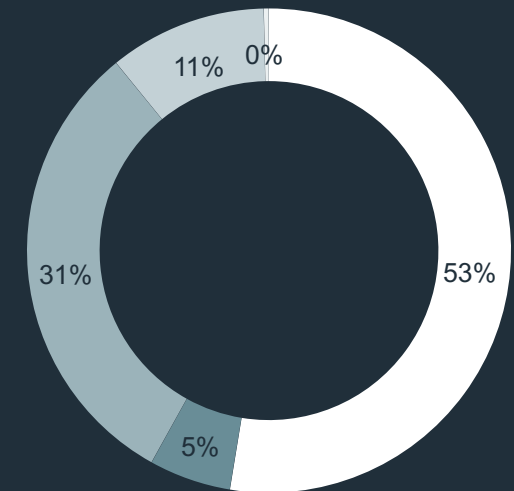
\*Based on our harvest volume for 2023, with 68% edible yield from live weight, and servings of 125 grams.

## OUR BRANDS

### Skuna Bay

Skuna Bay is our high-end HoReCa brand sold in the US. The Skuna Bay fish is preferred by some of the top American chefs, and is regularly served at the James Beard Award. Read more [here](#).

## OUR MARKETS 2023



Sales revenues by market

# Our approach to sustainable business

## Our pillars



### HEALTHY OCEAN



### SUSTAINABLE FOOD



### PROFIT & INNOVATION



### PEOPLE



### LOCAL COMMUNITIES

## Topics

- Fish health and welfare
- Protecting wild salmon (escape and sea lice control)
- Protecting biodiversity & marine ecosystems (local emissions, medicine use, wildlife interaction)

- Safe and healthy food
- Sustainable feed ingredients
- Climate action
- Recycling and waste management
- Plastic pollution

- Profitable operations
- Our market
- Research, development and innovation
- Responsible business conduct
- Corporate governance

- Human rights
- Embracing diversity
- Creating attractive jobs
- Keeping our employees safe

- Local value creation
- Indigenous relationships
- Dialogue and engagement

## SDG Alignment



# Sustainability drives result

## SUSTAINABILITY DRIVERS

- Strong fish health and welfare
- Sea lice control through prevention
- Escape control
- Minimal impact on wildlife
- Climate action
- Work safety, diversity and work satisfaction
- Certifications
- Local value creation

## SUCCESS FACTORS

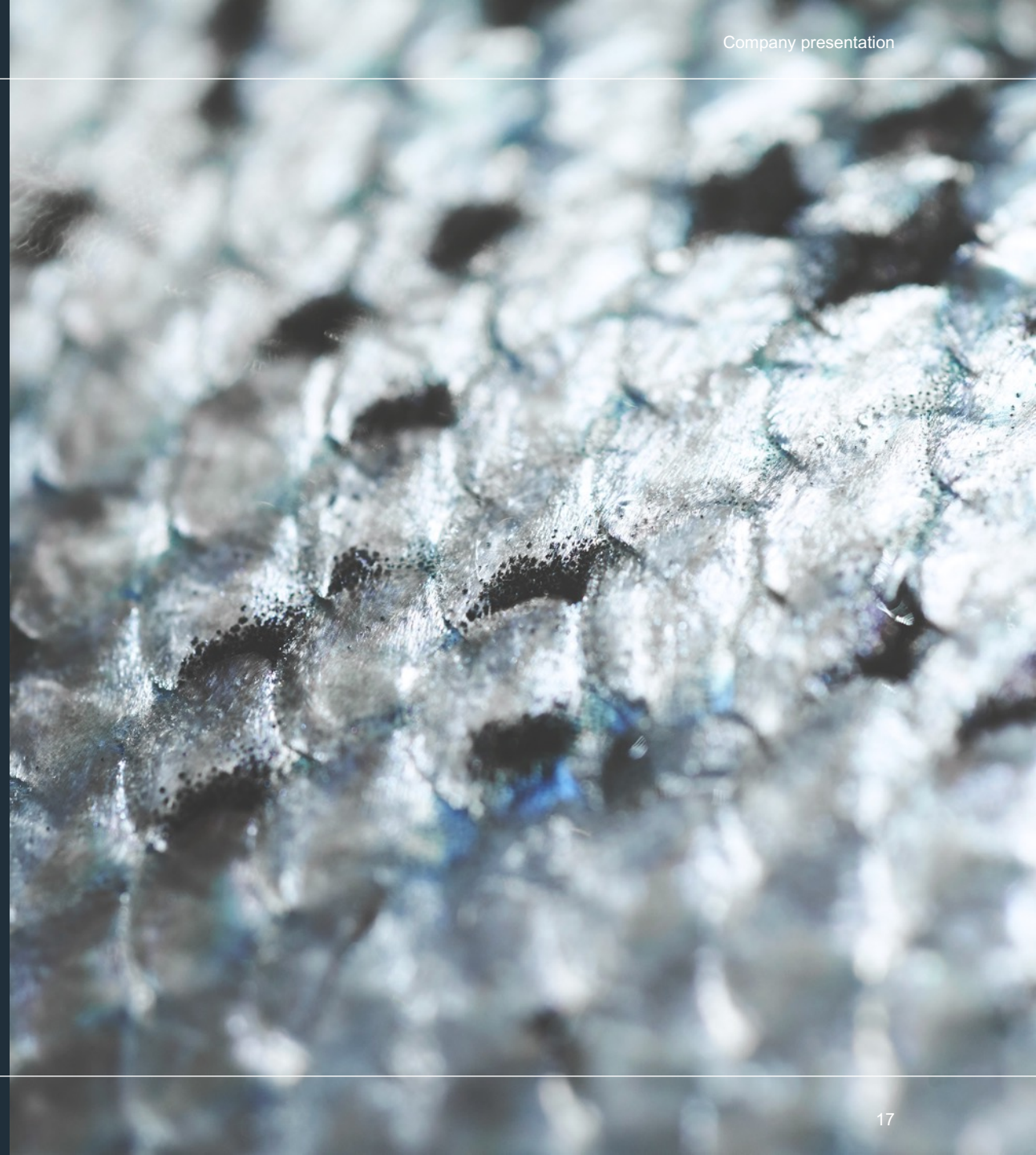
- License to operate and grow
- Higher volume
- Superior quality
- Reduced cost
- Engaged employees
- Preferred by customers and consumers
- Access to and cost of capital

## FINANCIAL TARGETS

- Ambition of 120 000-135 000 tonnes harvest volume
- Cost leader in our operating regions
- NIBD /harvest volume < NOK 40/kg
- Return on Capital Employed of 12%
- Dividend of 30-40% of net profit\*

*\*Net profit after tax, before fair value adj. on biological assets (limited to 50% by Green Bond agreement).*

# Ensuring sustainable growth – Ambitions and strategic focus areas



# Business strategy

**Global growth**

**Cost improvement**

**Value chain  
repositioning**

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**SUSTAINABILITY**



# Responsible growth

Ambition of harvest volume of  
120 000-135 000

- **Capacity utilization**
  - Improve biosecurity, fish welfare and survival
  - Improve flexibility by optimizing area and site structure
  - Precision farming capabilities
- **Expansion opportunities**
  - Post-smolt - moving growth to land
  - New license opportunities in all regions
  - Newfoundland expansions
  - M&A
- **New concepts**
  - Purse and evaluate new growth opportunities
  - Offshore
  - Closed and semi closed containment

# Cost improvement

Cost leader in our operating regions

- **Post smolt strategy**
  - Less time in sea reduce biological risk and improve operational performance
- **Preventive farming practices**
  - Prevention mitigates biological risk and improve fish welfare
- **Precision farming**
  - Incorporate strategic, tactical and operational decision support into production processes by digitalization
- **Integrated operations**
  - Enhanced operational performance by better coordination of farming and sales activities

# Value chain repositioning

Evolve from raw material supplier  
to strategic partner

- **Integrated sales organization**
  - In-house sales organization handling all volumes
  - Coordinate activities between farming and sales
- **Value added processing**
  - 20-30% of harvest volume for VAP by 2026
  - Processing partners close to key customers and markets
  - Support sustainability by reducing CO2 emission
- **Brand development**
  - B2B
  - Strategic partnerships

# Our operational focus areas

<p><b>Less time at sea (post-smolt)</b></p> <p>Shorter time in sea to reduce exposure to biological risk, reduce environmental impact and impact production cost</p>	<p><b>Preventive farming practices and fish welfare</b></p> <p>We pursue a systematic, long-term approach to fish welfare to achieve strong growth and high harvest quality</p>	<p><b>Precision Farming - data driven decision support</b></p> <p>Applying advanced sensors, big data, artificial intelligence and automation in order to generate better decisions, thereby increasing yield and resource efficiency</p>
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# Our regions

## Norway & Canada





# Rogaland

## KEY FIGURES

25,980

TONNES GWT  
HARVESTED\*

28.3

Operational EBIT/KG  
NOK\*

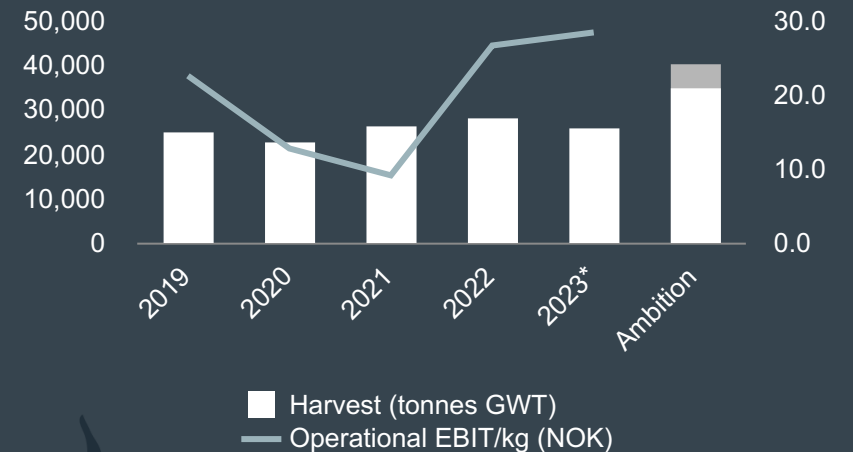
6

ASC  
CERTIFICATIONS\*  
(of 11 sites)

181

EMPLOYEES\*

## OPERATIONAL EBIT AND HARVEST ROGALAND



\* all figures are FY 2023

# Finnmark

## KEY FIGURES

25,170

TONNES GWT HARVESTED\*

13.0

OPERATIONAL EBIT/KG NOK\*

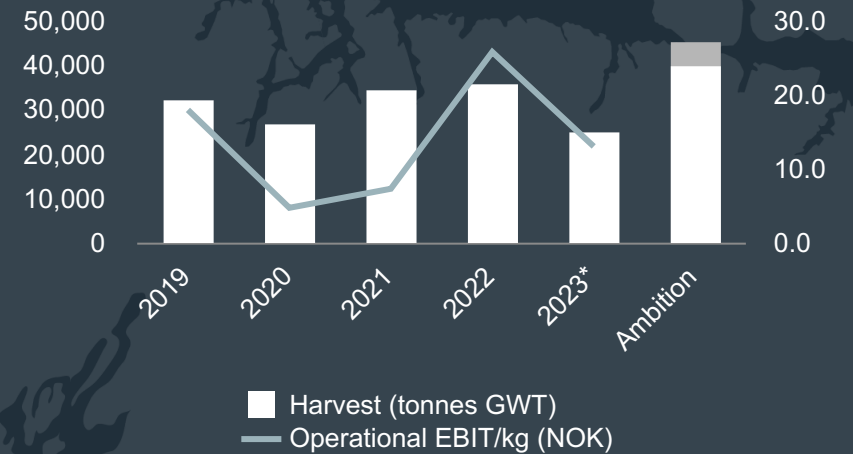
17

ASC CERTIFICATIONS\* (of 18 sites)

300

EMPLOYEES\*

## OPERATIONAL EBIT AND HARVEST FINNMARK



\* all figures are FY 2023

# British Columbia

## KEY FIGURES

17,682

TONNES GWT HARVESTED\*

-5.3

OPERATIONAL EBIT/KG NOK\*

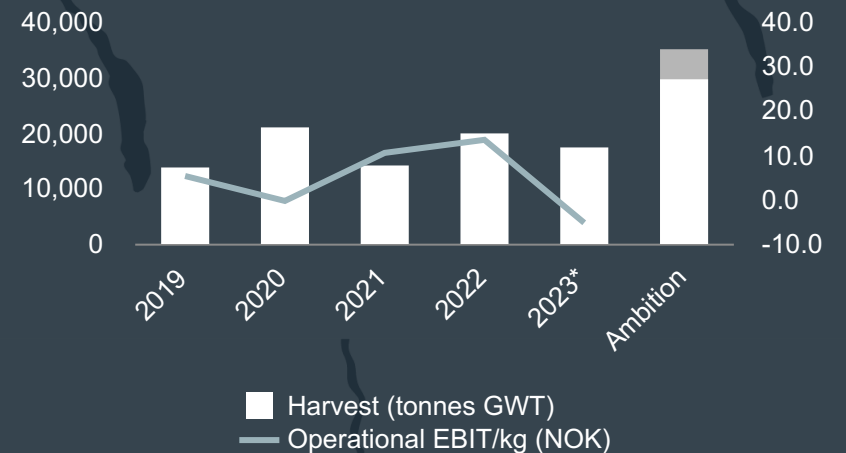
11

ASC CERTIFICATIONS\* (of 11 sites)

153

EMPLOYEES\*

## OPERATIONAL EBIT AND HARVEST BRITISH COLUMBIA



\* all figures are FY 2023

# Newfoundland

## KEY FIGURES

- Greenfield project with long-term farming rights and significant growth potential
- Proximity to the large and fast-growing US market
- 14 seawater licenses approved, additional licenses in application
- An important milestone was achieved in Q4 2023 as the first harvesting of fish from the region commenced (3,184 tonnes)
- Harvest volume guiding for full-year 2024 of 11,000 tonnes, stepwise development of the region toward Phase 1 harvesting volume of 15,000 tonnes

3,184

TONNES GWT  
HARVESTED\*

-45.9

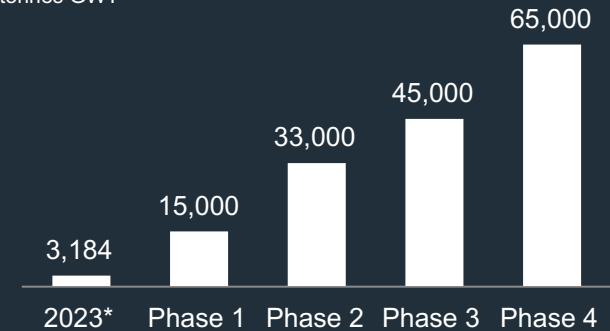
OPERATIONAL EBIT/KG  
NOK\*

106

EMPLOYEES\*

### Harvest volume

1,000 tonnes GWT



\* all figures are FY 2023

# Local value creation

## LICENSE TO OPERATE

We regard the basis of our license to operate to be two-fold. First, it is based on the public's trust that we always work to reduce our environmental footprint and improve fish welfare. Secondly, it is based on our ability to give back to local communities. Grieg Seafood aims to be open and honest with local communities about our production methods, our successes, and our remaining challenges.

## RESPECT FOR INDIGENOUS RIGHTS

In British Columbia, Grieg Seafood is farming in areas that belong to Indigenous peoples, while Finnmark has been home to the Sami people for millennia. We recognize that these groups have special rights, as acknowledged to them by the United Nations Declaration on the Rights of Indigenous Peoples (UNDRIP), and we take particular care to avoid infringing on such rights.





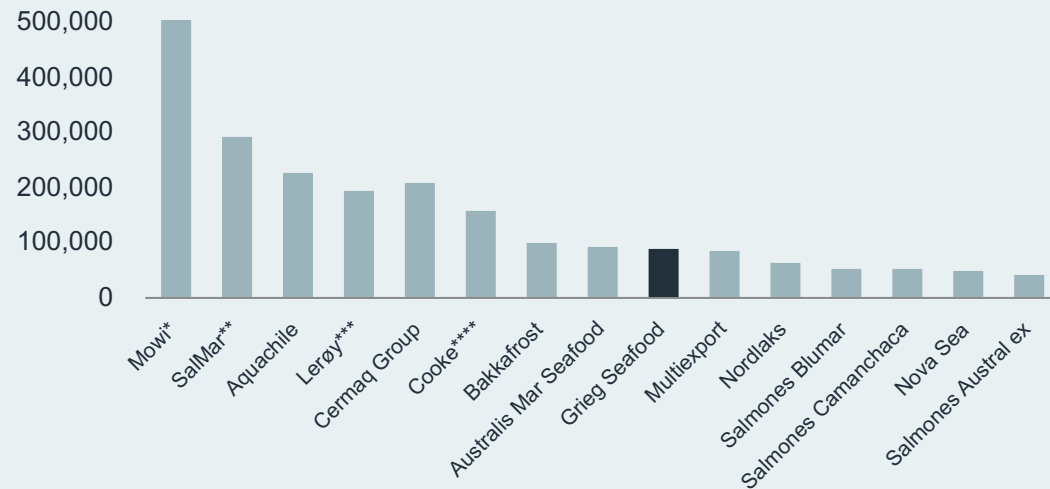
# The global salmon market



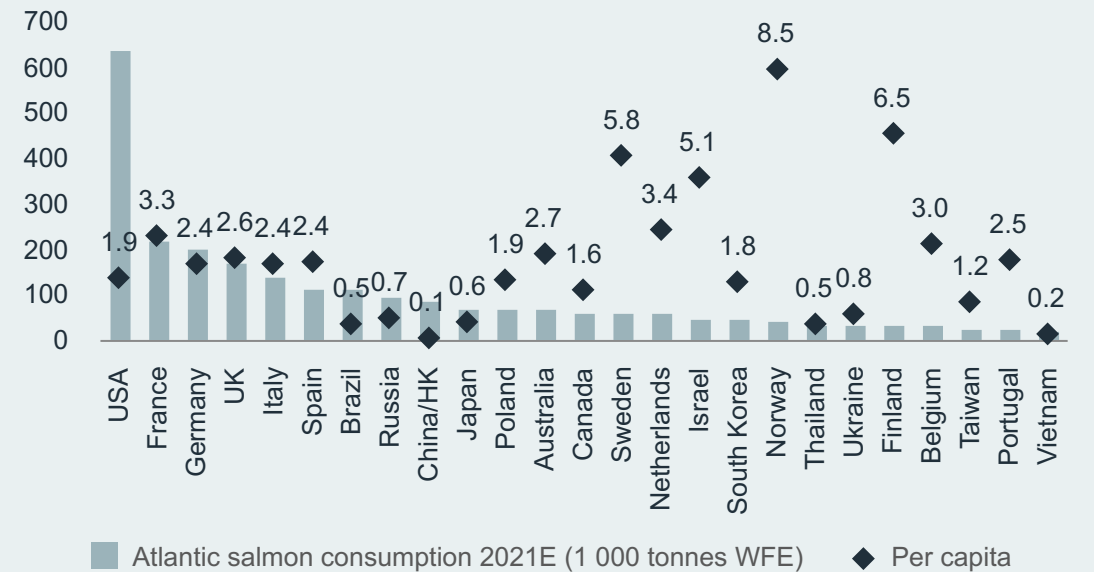


# Grieg Seafood's position

**The world's 15 largest Atlantic salmon producers**  
Tonnes harvest 2022 (WFE)



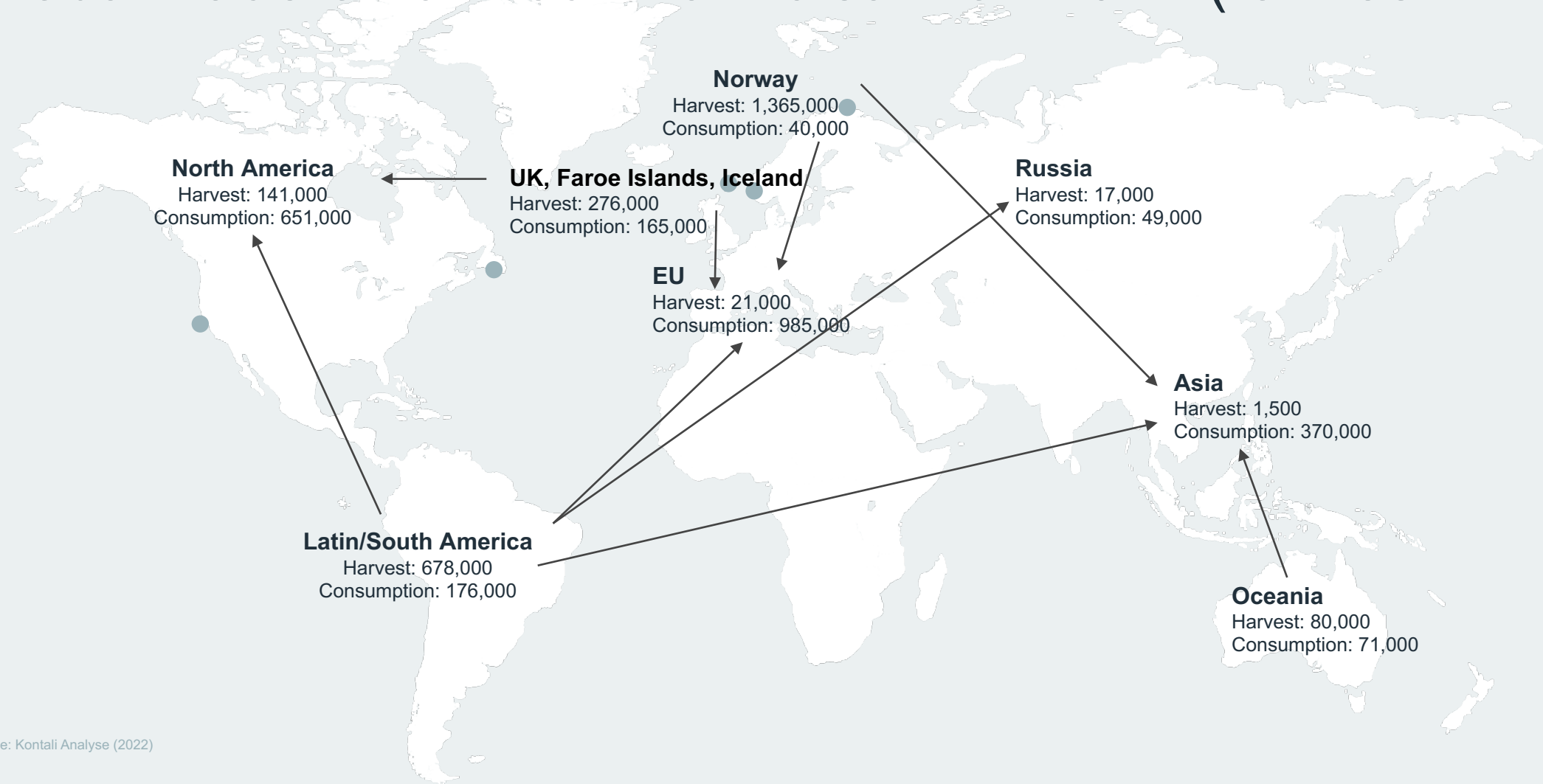
**Significant potential in underdeveloped markets**



\*Mowi: Including Western Ross Fisheries (UK), acquired in 2022 and Arctic Fish (IS) 51,28% acquired in 2022. Mowi has 48% ownership in Nova Sea.  
 \*\*SalMar: Including NTS and NRS acquired in 2022 and 50% of harvest volumes from Scottish Seafarms. Owned 50/50 by Lerøy Seafood and SalMar.  
 \*\*\*Lerøy: Including 50% of harvest volumes from Scottish Seafarms. Owned 50/50 by Lerøy Seafood and SalMar  
 \*\*\*\*Cooke: Including Tassal (AU), acquired by Cooke Aquaculture in 2022

Source: Kontali Analyse (2022)

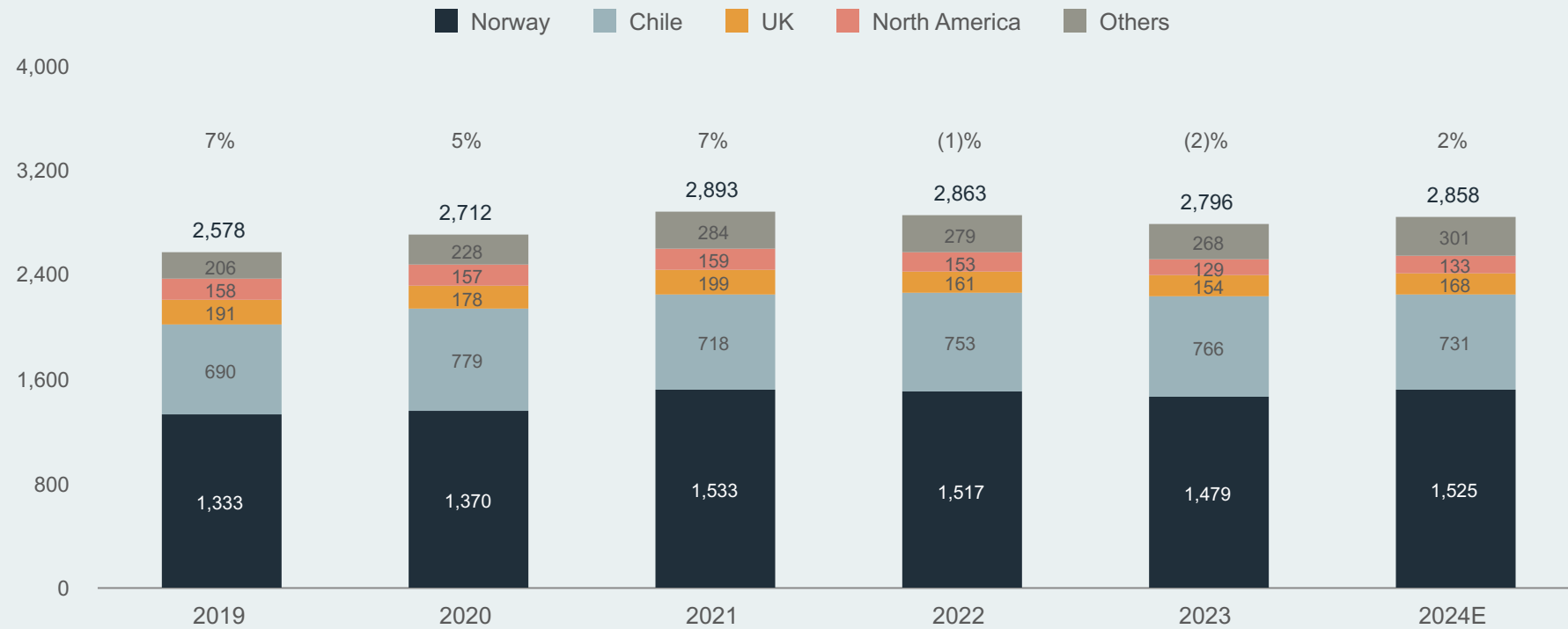
# Global trade of farmed Atlantic salmon 2022 (tonnes WFE)



Source: Kontali Analyse (2022)

# Harvest of Atlantic salmon

PER COUNTRY (in 1 000 tonnes WFE)



Source: Kontali Edge (16.02.2023)

# Supply of Atlantic salmon

PER MARKET (in tonnes WFE)

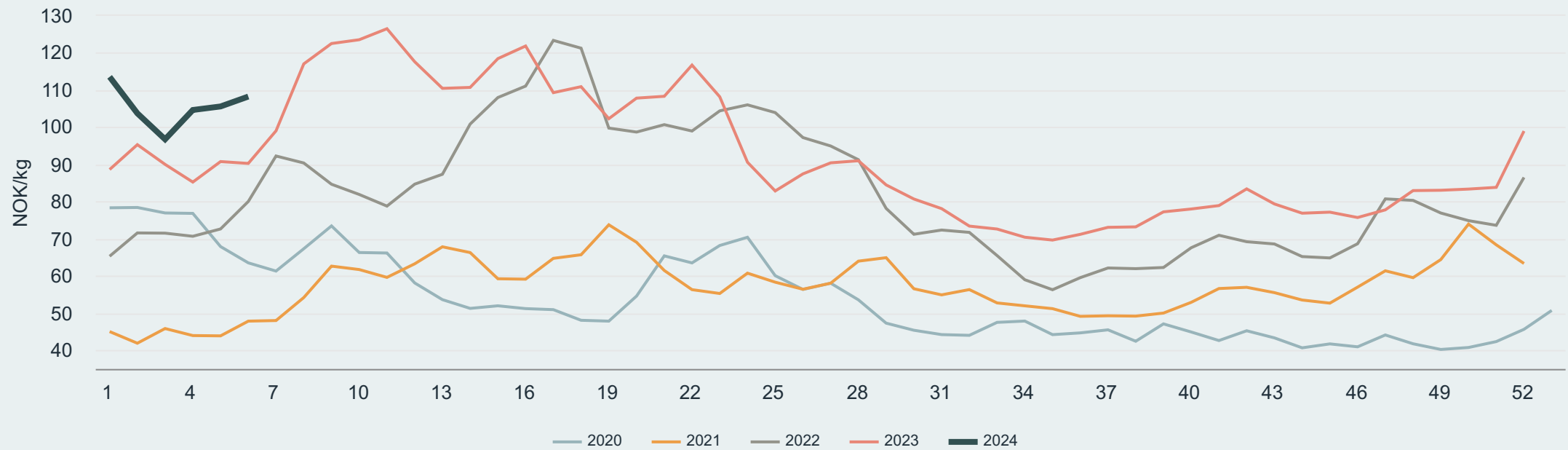
MARKETS	2019	2020	%	2021	%	2022	%	2023	%	2024E	%
EU	1,131	1,192	5%	1,287	8%	1,264	-2%	1,202	-5%	1,265	5%
USA	523	562	7%	635	13%	651	3%	653	0%	663	2%
Japan	60	72	20%	73	2%	61	-16%	50	-18%	49	-1%
Russia	87	88	1%	96	9%	58	-40%	68	18%	64	-7%
Other markets	754	740	-2%	796	8%	794	0%	787	-1%	826	5%
<b>Total all markets</b>	<b>2,554</b>	<b>2,653</b>	<b>4%</b>	<b>2,886</b>	<b>9%</b>	<b>2,827</b>	<b>-2%</b>	<b>2,760</b>	<b>-2%</b>	<b>2,867</b>	<b>4%</b>

Source: Kontali Edge (16.02.2023)

# Market prices

## PRICE DEVELOPMENT FOR FRESH NORWEGIAN SALMON

### Historic price development

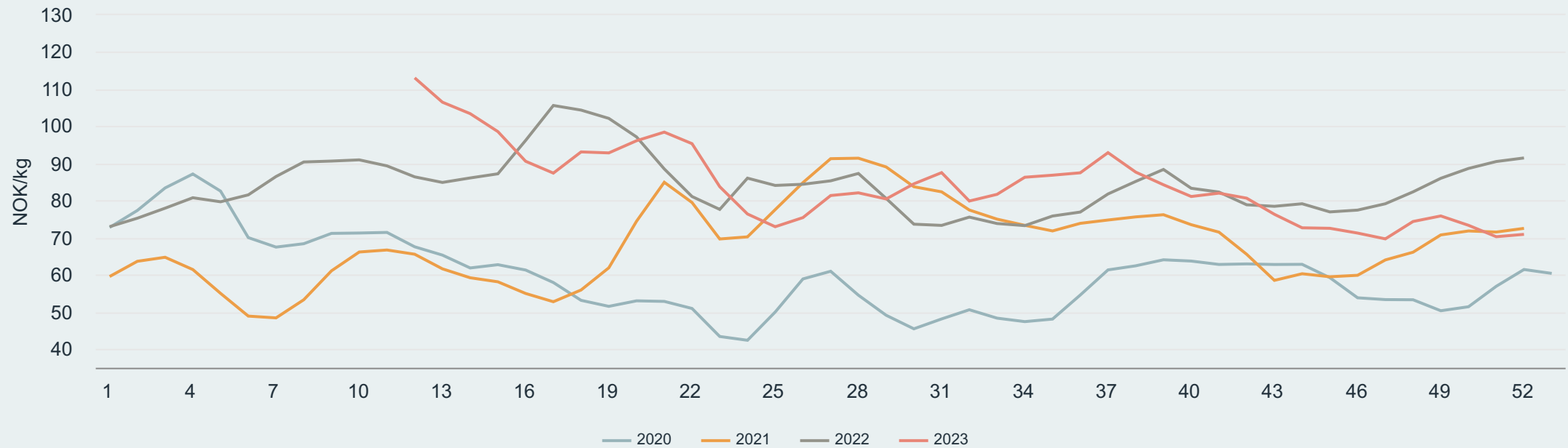


Source: NQSALMON, weekly average prices

# Market prices

## PRICE DEVELOPMENT FOR FRESH FARM RAISED SALMON

### Historic price development



Source: Urner Barry Farm Raised Salmon Seattle West Coast, Fresh, Wholefish  
 The UB Farm Raised Salmon Seattle West Coast, Fresh, Wholefish shown above is a weekly average of all weight classes (4-6 lb, 6-8 lb, 8-10 lb, 10-12 lb, 12-14 lb, 14-16 lb, 16-18 lb) in USD/lb, converted into NOK/kg using the weekly average of Norges Bank's daily real exchange rate. No information of prices in week 2-10 of 2023 due to limited availability of UB Seattle salmon prices.

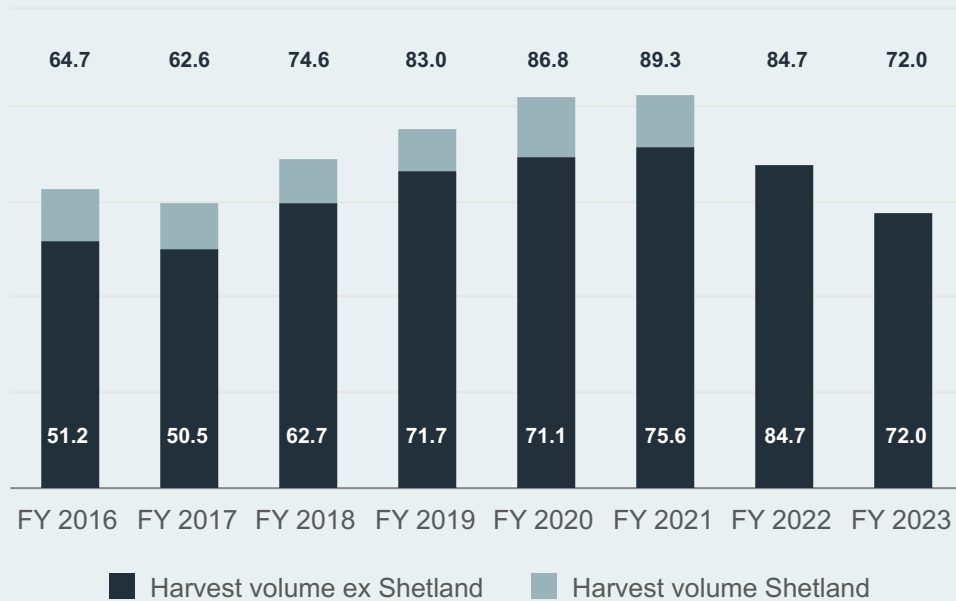


# Financials

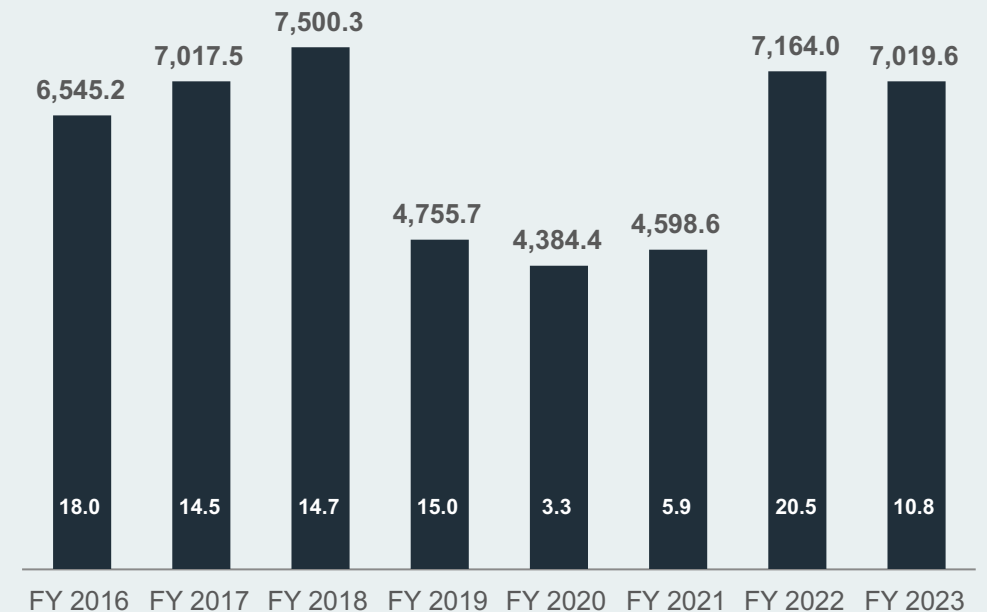


# Long term operational and financial development

**Harvest volume**  
1 000 GWT



**Revenues and operational EBIT/kg**  
NOK million and NOK/kg



15 December 2021 we sold Shetland, which was presented as discontinued operations throughout 2020 and 2021 up until the sale. The figures above as from 2019 - 2023 is ex. Shetland and Ocean Quality, while 2016, 2017 and 2018 include Shetland and Ocean Quality.

# Financial targets

Key metric	Long term targets	FY 2020	FY 2021	FY 2022	YTD Q4 2023
Harvest volume <sup>1</sup>	120 000-135 000 tonnes	71,142 tonnes	75,601 tonnes	84,697 tonnes	72,015 tonnes
Cost	Cost leader in our operating regions	NOK 43.3/kg CAD 8.0/kg	NOK 44.1/kg CAD 8.8/kg	NOK 47.7/kg CAD 9.1/kg	NOK 62.3/kg CAD 11.3/kg
Capital structure <sup>2</sup>	NIBD/harvest volume of NOK 40/kg Equity ratio > 31% (bank covenant as from 2022)	NOK 42.4/kg Equity ratio: 43%	NOK 25.1/kg Equity ratio: 54%	NOK 20.5/kg Equity ratio: 52%	NOK 53.8/kg Equity ratio: 50%
Profitability	Return On Capital Employed of 12%	3%	6%	23%	8%
Dividend <sup>3</sup>	Dividend of 30-40% of net profit after tax, before fair value adjustment on biological assets (limited to 50 % in terms in Green Bond agreement)	DPS NOK 0.00 Pay-out ratio: 0%	DPS NOK 0.00 Pay-out ratio: 0%	DPS NOK 3.00 Pay-out ratio: 46%	DPS NOK 4.50 <sup>4</sup> Pay-out ratio: 48%

<sup>1</sup> 2020 and 2021 ex Shetland, which was sold 15 December 2021.

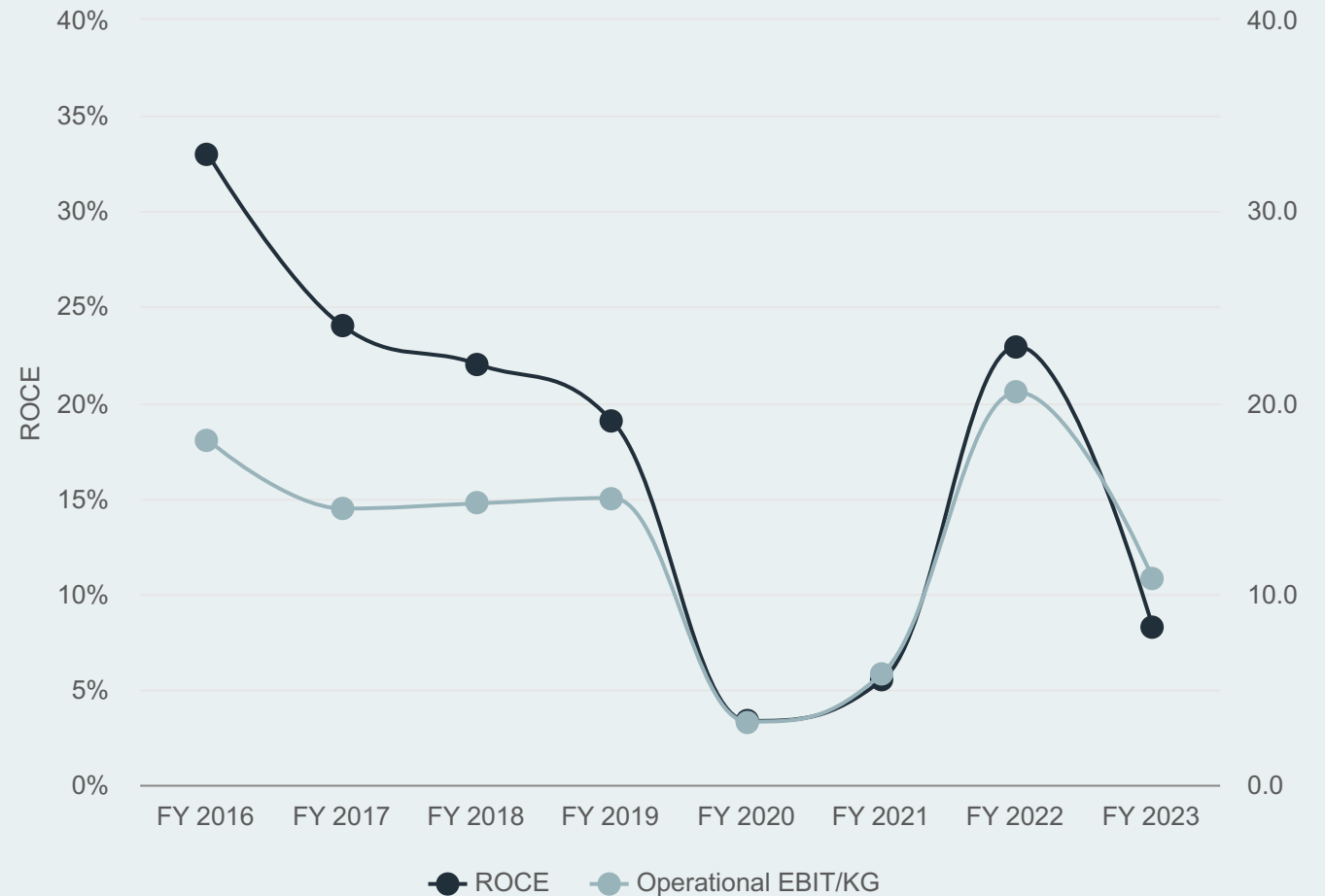
<sup>2</sup> NIBD excl IFRS 16. Annual actual harvest volume (incl. Shetland). Equity-ratio calculated according to covenant.

<sup>3</sup> Pay-out ratio is calculated as distributed dividend over the net profit after tax, before fair value adjustment on biological assets, for the previous year. DPS = Dividend per share

<sup>4</sup> In June 2023, the Annual General Meeting of Grieg Seafood approved a dividend of NOK 4.5 per share to be distributed to shareholders. The dividend was paid to shareholders in July 2023.

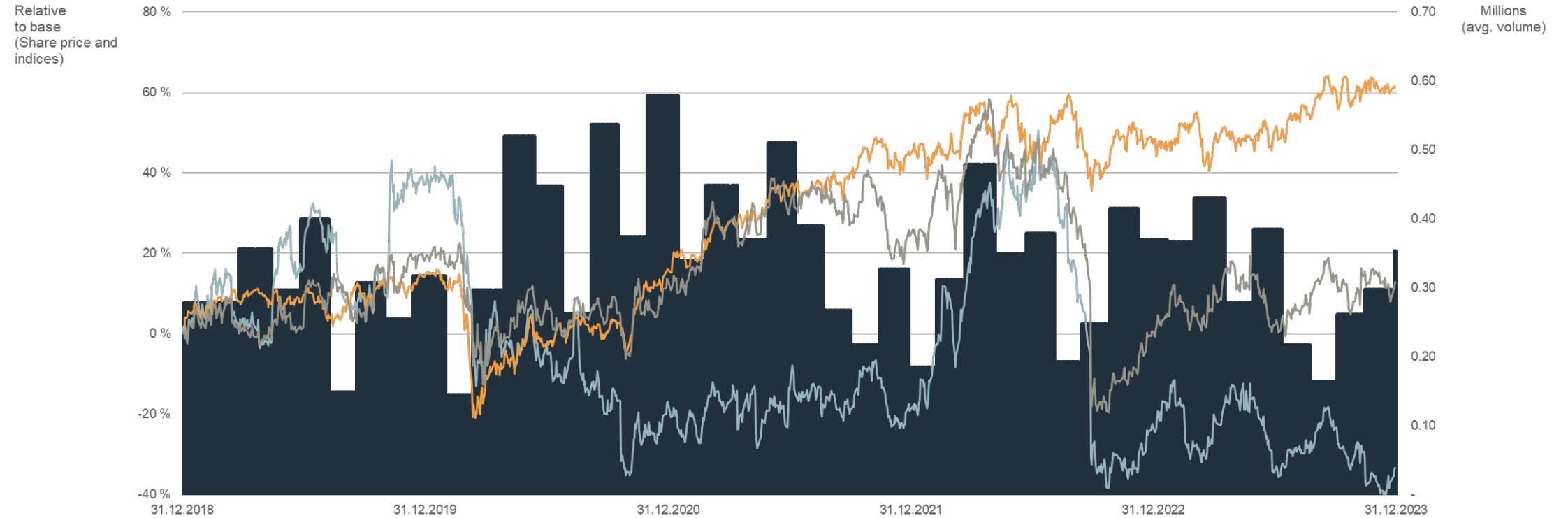
# Return On Capital Employed

- Creating shareholder value is a prerequisite for company growth and survival. Return on Capital Employed (ROCE) is our ultimate financial performance indicator.
- We have a long-term goal of delivering a ROCE of at least 12% per year.



# Share performance

## FIVE YEAR RELATIVE PERFORMANCE



Last trading day of Q4 2018 set as base for relative performance of GSF and benchmarks.



# Profit & loss

<b>GRIEG SEAFOOD GROUP (NOK 1 000)</b>	<b>FY 2023</b>	<b>FY 2022</b>	<b>FY 2021</b>	<b>FY 2020</b>	<b>FY 2019</b>
Sales revenues	7,019,632	7,163,956	4,598,585	4,384,357	4,755,705
Other income	31,538	44,883	63,994	23,902	27,009
Share of profit from associates	-6,957	21,096	-1,486	3,350	211
Raw materials and consumables used	-2,747,944	-2,233,655	-1,738,267	-1,717,279	-1,498,482
Salaries and personnel expenses	-725,653	-695,577	-577,434	-499,546	-493,183
Other operating expenses	-2,236,165	-2,087,310	-1,527,347	-1,592,852	-1,407,263
Depreciation property, plant and equipment	-532,911	-434,641	-368,482	-360,178	-301,400
Amortization licenses and other intangible assets	-21,792	-16,706	-7,192	-8,696	-5,671
Write-down of tangible and intangible non-current assets	136	-140,074	—	—	—
Production fee	-34,987	-26,350	-24,463	—	—
Fair value adjustment of biological assets	217,922	83,412	523,036	-289,705	-254,931
Litigation and legal claims	20,427	-157,065	—	—	—
Decommissioning costs	-2,515	-24,382	—	—	—
<b>EBIT (Earnings before interest and taxes)</b>	<b>980,730</b>	<b>1,497,586</b>	<b>940,944</b>	<b>-56,648</b>	<b>821,995</b>
Net financial items	-136,573	-49,944	-87,266	-247,792	-25,679
<b>Profit before tax</b>	<b>844,157</b>	<b>1,447,642</b>	<b>853,678</b>	<b>-304,440</b>	<b>796,315</b>
Estimated taxation	-584,385	-293,863	-249,301	-11,557	-197,137
<b>Net profit for the period from continued operations</b>	<b>259,772</b>	<b>1,153,779</b>	<b>604,377</b>	<b>-315,997</b>	<b>599,179</b>
Net profit for the period from discontinued operations	—	—	600,291	-198,823	45,729
<b>Net profit for the period</b>	<b>259,772</b>	<b>1,153,779</b>	<b>1,204,668</b>	<b>-514,820</b>	<b>644,908</b>

1) IFRS 16 applied as from 1.1.2019.

2) 15 December 2021 we sold our Shetland assets and at year-end 2020 we sold our ownership share in Ocean Quality. Both Shetland and Ocean Quality was presented as discontinued operations impacting the 2019 through 2021 figures. 2019 is not re-presented.



# Financial position – Assets

<b>GRIEG SEAFOOD GROUP (NOK 1 000)</b>	<b>31.12.2023</b>	<b>31.12.2022</b>	<b>31.12.2021</b>	<b>31.12.2020</b>	<b>31.12.2019</b>
Deferred tax assets	—	—	59	29,293	998
Goodwill	727,111	691,094	660,071	638,019	109,526
Licenses including warranty licenses	1,489,798	1,463,710	1,536,319	1,508,452	1,133,630
Other intangible assets including exclusivity agreement	13,275	14,689	36,828	38,015	16,205
Property, plant and equipment including right-of-use assets	5,095,401	4,035,590	3,402,629	3,033,154	2,957,942
Indemnification assets	40,000	40,000	40,000	40,000	—
Investments in associates	209,667	216,624	104,675	84,421	81,071
Other non-current receivables	42,337	17,935	90,897	9,476	3,130
<b>Total non-current assets</b>	<b>7,617,589</b>	<b>6,479,642</b>	<b>5,871,477</b>	<b>5,380,830</b>	<b>4,302,503</b>
Inventories	230,053	240,172	128,299	78,001	177,847
Biological assets excl. the fair value adjustment	3,735,957	2,896,209	2,478,932	2,198,676	2,669,785
Fair value adjustment on biological assets	1,329,761	1,149,591	970,480	347,227	768,163
Trade receivables	327,160	259,137	151,793	179,384	459,897
Other current receivables, derivatives and other financial instruments	206,413	195,047	184,924	217,258	341,993
Investments in money market funds	—	1,012,848	—	—	—
Cash and cash equivalents	216,318	642,719	928,342	275,427	214,497
<b>Total current assets</b>	<b>6,045,663</b>	<b>6,395,723</b>	<b>4,842,771</b>	<b>3,295,972</b>	<b>4,632,181</b>
<b>Assets held for sale</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>1,972,725</b>	<b>—</b>
<b>Total assets</b>	<b>13,663,252</b>	<b>12,875,365</b>	<b>10,714,248</b>	<b>10,649,527</b>	<b>8,934,684</b>

1) IFRS 16 applied as from 1.1.2019.

2) 15 December 2021 we sold our Shetland assets and at year-end 2020 we sold our ownership share in Ocean Quality. Both Shetland and Ocean Quality was presented as discontinued operations impacting the 2019 through 2021 figures. 2019 is not re-presented.

# Financial position – Equity and liabilities

GRIEG SEAFOOD GROUP (NOK 1 000)	31.12.2023	31.12.2022	31.12.2021	31.12.2020	31.12.2019
<b>EQUITY AND LIABILITIES</b>					
Share capital	453,788	453,788	453,788	453,788	446,648
Treasury shares	-5,255	-5,407	-4,532	-4,686	-4,855
Contingent consideration (acquisition of Grieg Newfoundland AS)	701,535	701,535	701,535	701,535	—
Retained earnings and other equity	5,219,172	5,335,792	4,412,511	3,220,281	3,642,417
<b>Total controlling interests</b>	<b>6,369,240</b>	<b>6,485,708</b>	<b>5,563,302</b>	<b>4,370,918</b>	<b>4,084,211</b>
Non-controlling interests	—	—	—	—	56,632
<b>Total equity</b>	<b>6,369,240</b>	<b>6,485,708</b>	<b>5,563,302</b>	<b>4,370,918</b>	<b>4,140,843</b>
Deferred tax liabilities	905,851	1,041,101	1,069,802	908,958	874,664
Share based payments	8,178	6,756	11,115	491	8,379
Borrowings and lease liabilities	4,603,028	3,492,459	2,958,797	3,907,822	2,196,601
Subordinated loans	—	—	—	—	13,240
<b>Total non-current liabilities</b>	<b>5,517,058</b>	<b>4,540,316</b>	<b>4,039,714</b>	<b>4,817,272</b>	<b>3,092,883</b>
Current portion of borrowings and lease liabilities	507,960	368,878	232,507	257,630	297,539
Factoring liabilities	—	—	—	—	86,122
Trade payables	760,753	717,498	523,196	562,848	855,061
Tax payable	242,848	353,191	88,641	14,791	211,569
Other current liabilities, derivatives and other financial instruments	265,392	409,774	266,889	133,240	250,667
<b>Total current liabilities</b>	<b>1,776,954</b>	<b>1,849,341</b>	<b>1,111,232</b>	<b>968,509</b>	<b>1,700,958</b>
Liabilities directly associated with the assets held for sale	—	—	—	492,829	—
<b>Total liabilities</b>	<b>7,294,012</b>	<b>6,389,657</b>	<b>5,150,946</b>	<b>6,278,609</b>	<b>4,793,840</b>
<b>Total equity and liabilities</b>	<b>13,663,252</b>	<b>12,875,365</b>	<b>10,714,248</b>	<b>10,649,527</b>	<b>8,934,684</b>

1) IFRS 16 applied as from 1.1.2019.

2) 15 December 2021 we sold our Shetland assets and at year-end 2020 we sold our ownership share in Ocean Quality. Both Shetland and Ocean Quality was presented as discontinued operations impacting the 2019 through 2021 figures. 2019 is not re-presented.

# Solid financial foundation

- Equity-ratio of 47%, or 50% according to financial covenant, well above the financial covenant of minimum 31% equity ratio ex. IFRS 16
- Green bond loan of NOK 1,393 million
- 54% of gross interest-bearing liabilities green or sustainability linked as at 31 December 2023
- Finance/capital leases primarily related to seawater equipment in Norwegian farming regions
- IFRS 16 leases primarily long-term well boat and work boat charter hires

Capital structure (NOK million)	31.12.2023
Green bond loan	1,393
Term loan	1,394
Revolving credit facility and overdraft facility	813
Lease liabilities (incl IFRS 16)	1,411
Other interest-bearing liabilities	118
<b>Gross interest bearing liabilities</b>	<b>5,128</b>
Cash and loans to associates	-249
<b>Net interest bearing liabilities incl IFRS 16</b>	<b>4,879</b>
Lease liabilities (IFRS 16)	-1,006
<b>Net interest bearing liabilities excl IFRS 16</b>	<b>3,873</b>
Cash and cash equivalents	216
Undrawn credit facilities	887
<b>Free liquidity</b>	<b>1,103</b>

Green bond: balloon in June 2025, 3M NIBOR + 3.4%

Sustainability linked loans and credit facilities: NOK and EUR term loan with installments equal to 12-years repayment profile until balloon payment in 2027. The revolving credit facility matures in 2027, while the overdraft facility is subject to annual renewal. 3M NIBOR + margin depending on sustainability-related KPI's.

In total, NOK 3.2 billion five-year senior secured sustainability-linked loans and credit facilities: NOK 750 million term loan (NOK 656 million outstanding), EUR 75 million term loan (EUR 66 million outstanding), NOK 1,500 million revolving credit facility, NOK 200 million overdraft facility.

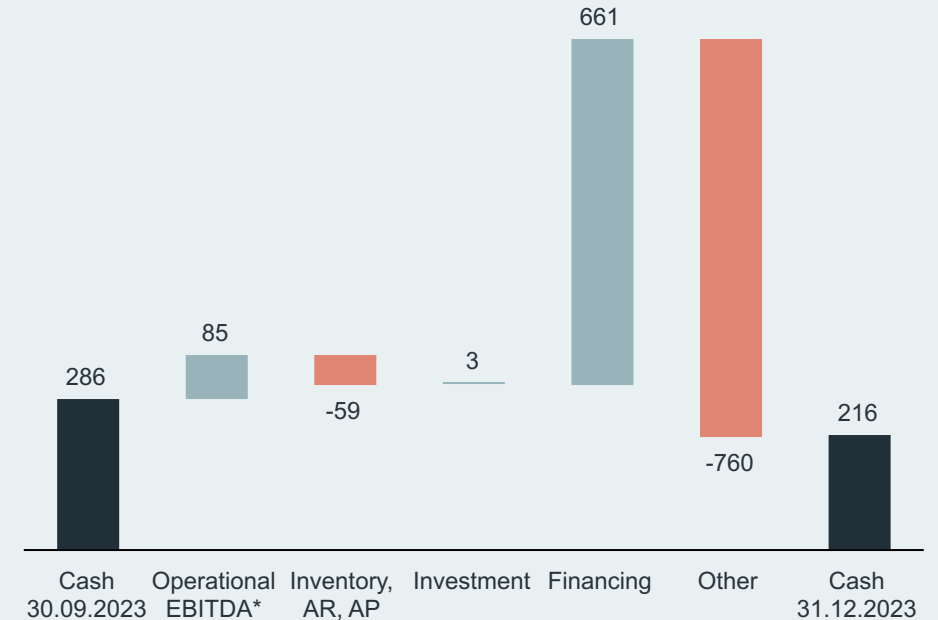
# Financials summary

- Good financial position and capital structure as at 31 December 2023 with equity ratio of 47%, or 50% according to financial covenant
- Deliver shareholder value - over time, target 30-40% of the Group's net profit after tax, before fair value adjustment of biological assets (limited to 50% in terms to green bond agreement), balanced against CapEx necessary to meet growth ambitions
  - Dividends of NOK 4.5 per share paid in 2023 (NOK 3.0 per share in 2022)
- NIBD ex. IFRS 16/harvest volume\* of NOK 47.8/kg as at 31 December 2023
- As of 31 December 2023, 54% of our gross interest-bearing liabilities were either green or sustainability linked

\*Estimated harvest volume 2024

# Cash flow

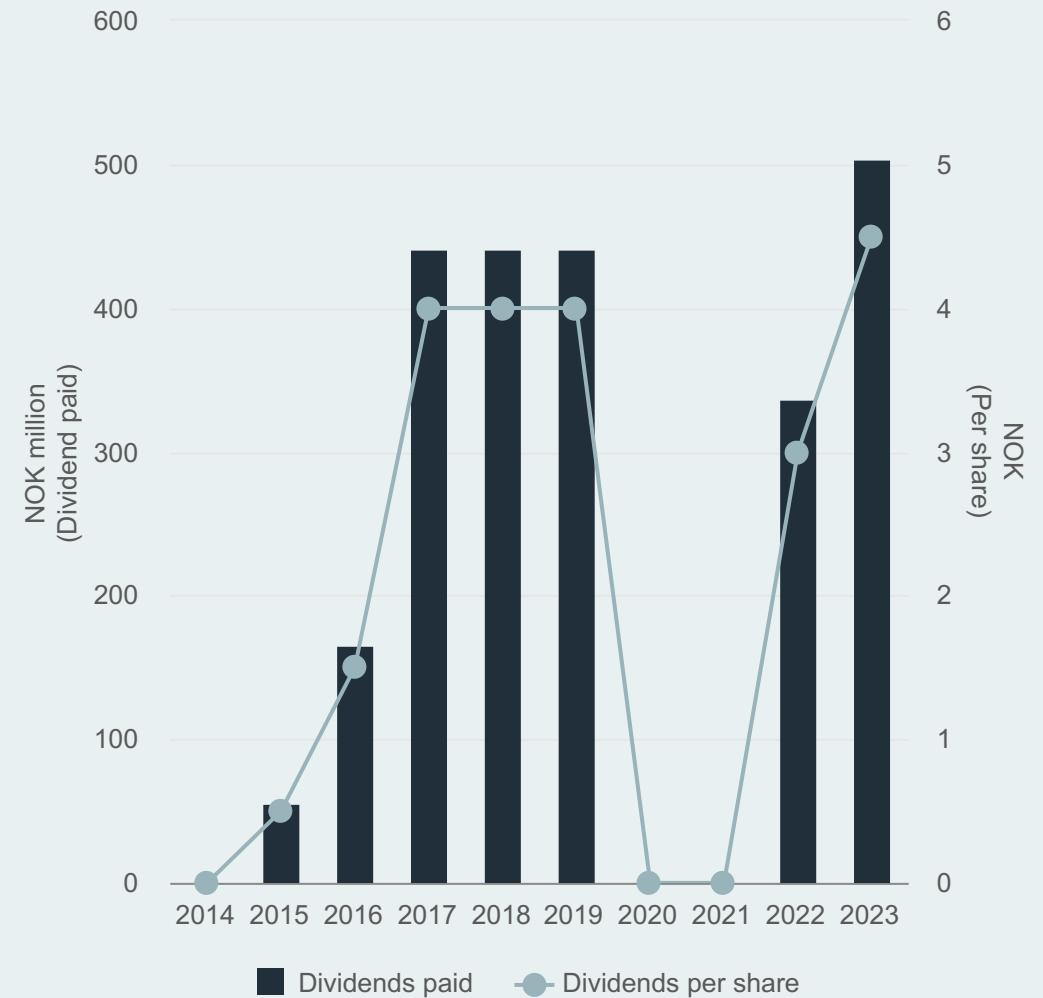
- Net cash flow from operations NOK -728 million
  - Operational EBITDA\* impacted cash flow positively with NOK 85 million (NOK 282 million in Q4 2022)
  - Changes in working capital of NOK -59 million, incl. biomass build-up of NOK 7 million
    - Income taxes of NOK 772 million paid during the quarter
- Net cash flow from investment activities NOK 3 million
  - Capex investments of NOK 186 million
  - Withdrawal of money market funds of NOK 187 million
- Net cash flow from financing NOK 661 million
  - Drawdown on revolving credit facility of NOK 750 million and drawdown on overdraft facility of NOK 63 million
    - Repayments on long-term loans of NOK 1 million
    - Repayment of lease liabilities of NOK 71 million
  - Net interests and other financial items NOK -81 million



\*See definition in Alternative Performance Measures

## Dividend policy and pay out

- We aim to provide a competitive dividend payout over time. The dividend level each year depends on e.g. price achievement for salmon, earnings and growth investments.
- The Company's long-term dividend strategy states that the average dividend should correspond to 30-40% of profit after tax, before fair value adjustment of biological assets (limited to 50 % in terms to green bond agreement). Dividends are evaluated twice a year.
- The Annual General Meeting of Grieg Seafood ASA approved a dividend of NOK 4.5 per share in June 2023, paid-out to shareholders in July 2023
- Paid dividends of NOK 3.0 per share in June 2022







ROOTED IN NATURE