

Nordic Aqua Partners

Q4 2023

February 2024



DISCLAIMER

This presentation contains statements regarding future results, which are subject to risks and uncertainties. Consequently, actual results may differ significantly from the results indicated or implied in these statements.

No representation or warranty (expressed or implied) is made as to, and no reliance should be placed on, the fairness, accuracy or completeness of the information contained herein. Accordingly, none of Company, or any of its principal shareholders or subsidiary undertakings or any of such person's officers or employees or advisers accept any liability whatsoever arising directly or indirectly from the use of this document.

Agenda



Highlights and New Recruitments

Biology

Project

Market

Financials

Outlook & Summary

Highlights

- Test harvest mid-February of 5.0 kg LW fish with supreme quality
- Good fish health and welfare, <1.6% mortality, and no signs of maturation
- Good operational and biological performance for all batches
- Q4 biomass production of 469 tonnes. Total biomass of 1,079 tonnes by quarter end. Biomass production for 2024 by mid-February is 591 tonnes
- Fish for first harvest in March has an average weight by mid-February of 4.6 kg LW
- Farming equipment for Stage 1 is completed
- Strengthened team through hiring of new MD in China and new CFO for Group
- Available liquidity of EUR 37.7 million as of 31.12.23



New Recruitments



Andreas Thorud

Managing Director, Nordic Aqua China

- Extensive experience within Chinese business life
- Coming from a position as Seafood Council in China and prior to that overseeing Aker BioMarine's operations in China
- Start 1st of April 2024



Tom Johan Austrheim

CFO, Nordic Aqua Partners

- Extensive experience within financial management of listed companies
- Coming from a position as CFO in EDDA Wind ASA
- Starts first half of 2024

Agenda

Highlights and New Recruitments

■ Biology

Project

Market

Financials

Outlook & Summary

Salmon under production at Gaotang

Hatchery



RAS 1-2-3



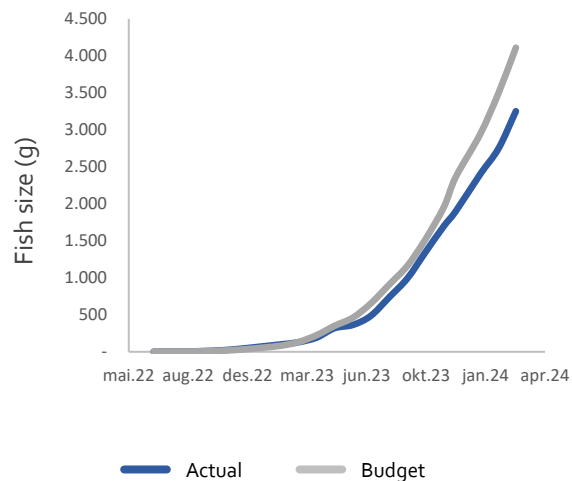
RAS 4-5-6-7-8



Activity	2022												2023												2024		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Okt	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Okt	Nov	Dec	Jan	Feb	Mar
Hatchery			<div></div> <div>Batch 1</div>			<div></div> <div>Batch 2</div>			<div></div> <div>Batch 3</div>			<div></div> <div>Batch 4</div>			<div></div> <div>Batch 5</div>			<div></div> <div>Batch 6</div>			<div></div> <div>Batch 7</div>			<div></div> <div>Batch 8</div>			<div></div> <div>Batch 9</div>
RAS 1-2-3					<div></div> <div>Batch 1</div>			<div></div> <div>Batch 2</div>			<div></div> <div>Batch 3</div>			<div></div> <div>Batch 4</div>		<div></div> <div>Batch 5</div>			<div></div> <div>Batch 6</div>			<div></div> <div>Batch 7</div>			<div></div> <div>Batch 8</div>		
RAS 4-5-6-7-8														<div></div> <div>Batch 1</div>		<div></div> <div>Batch 2</div>			<div></div> <div>Batch 3</div>			<div></div> <div>Batch 4</div>			<div></div> <div>Batch 5</div>		
RAS 9																										<div></div> <div>Batch 1</div>	

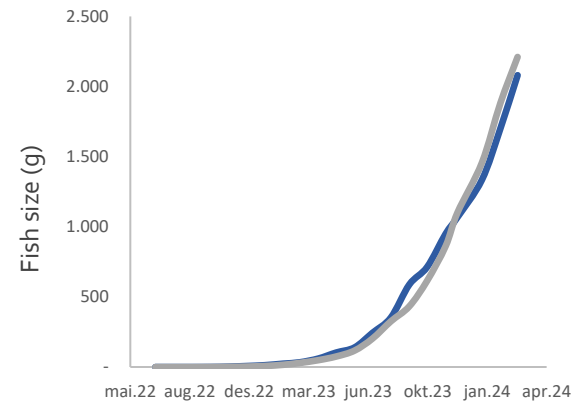
Biological performance for Batch 1, 2 and 3 as expected

Batch 1



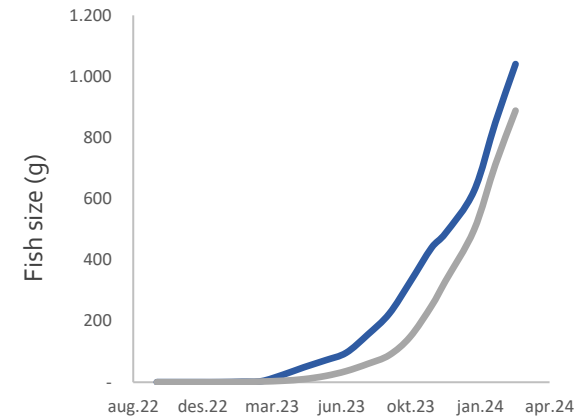
- Five weeks behind budget
- Accumulated mortality from 150 g is 1.6%

Batch 2



- One week behind budget
- Accumulated mortality from 150 g is 1.0%

Batch 3



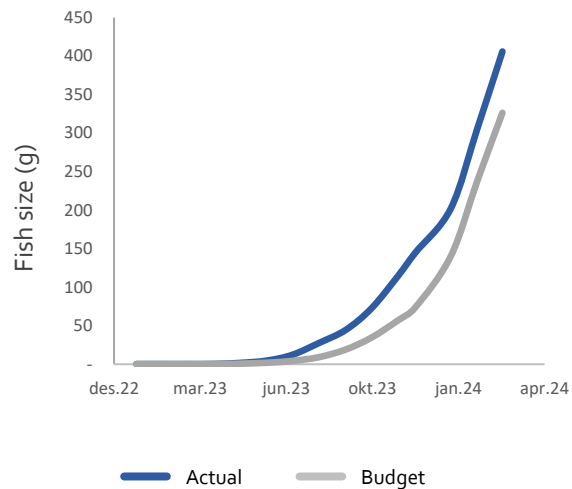
- Two weeks ahead of budget
- Accumulated mortality from 150 g is 0.6%

Summary Batch 1, 2 and 3

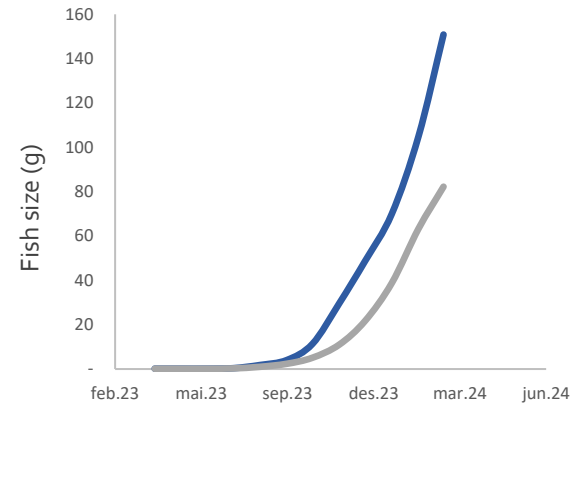
- The growth in the two first batches was affected by construction and maturation of the RAS units
- No signs of maturation
- Based on current growth first harvest of 5.3 kg live weight will be in March

Batch 4-5 growth above expectations

Batch 4



Batch 5



Summary Batch 4 and 5

- Growth in Batch 4 is two weeks ahead of budget
- Batch 5 growth is five weeks ahead of budget
- Accumulated mortality from 150 g is 0.1% in Batch 4.

Agenda

Highlights and New Recruitments

Biology

 **Project**

Market

Financials

Outlook & Summary

Stage 1 status – Farming Technology completed

Greenery to be completed by April 2024



Processing status

- Processing Plant to be completed by March 2024
- Initial capacity 8,000 tonnes
- With minor adjustments capacity can be increased to 20,000 tonnes



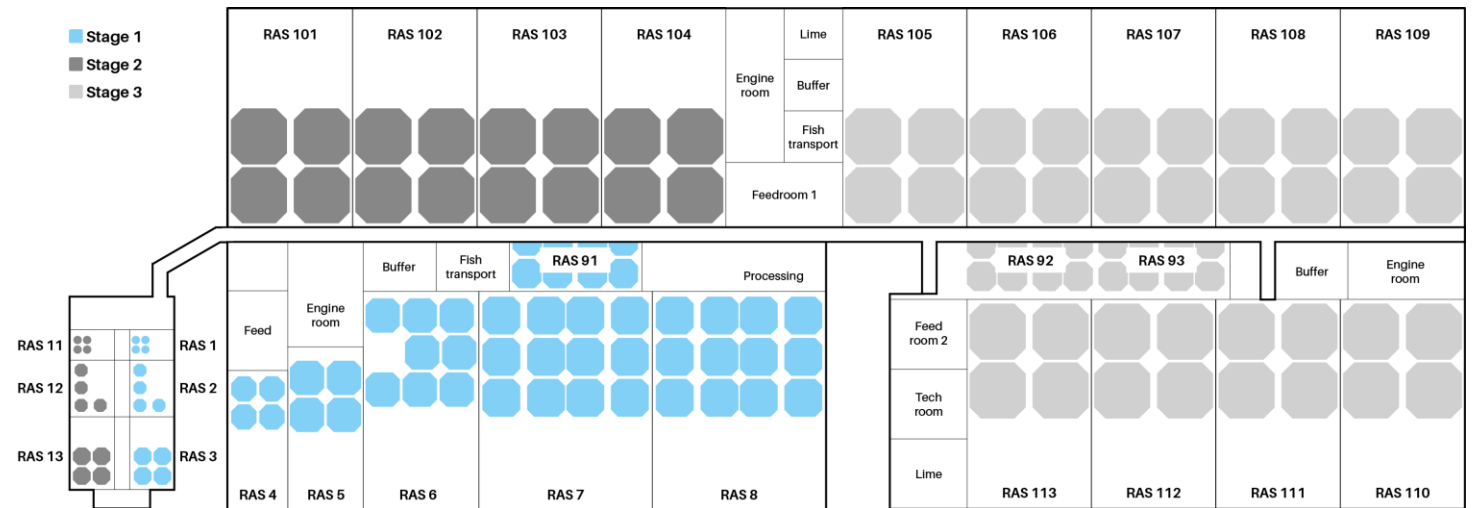
Stage 2 status

- Construction initiated in Q3 2023 in small building
- Construction of large building started in February 2024
- Start feeding will be completed in April 2024
- First inlay of eggs in Q3 2024

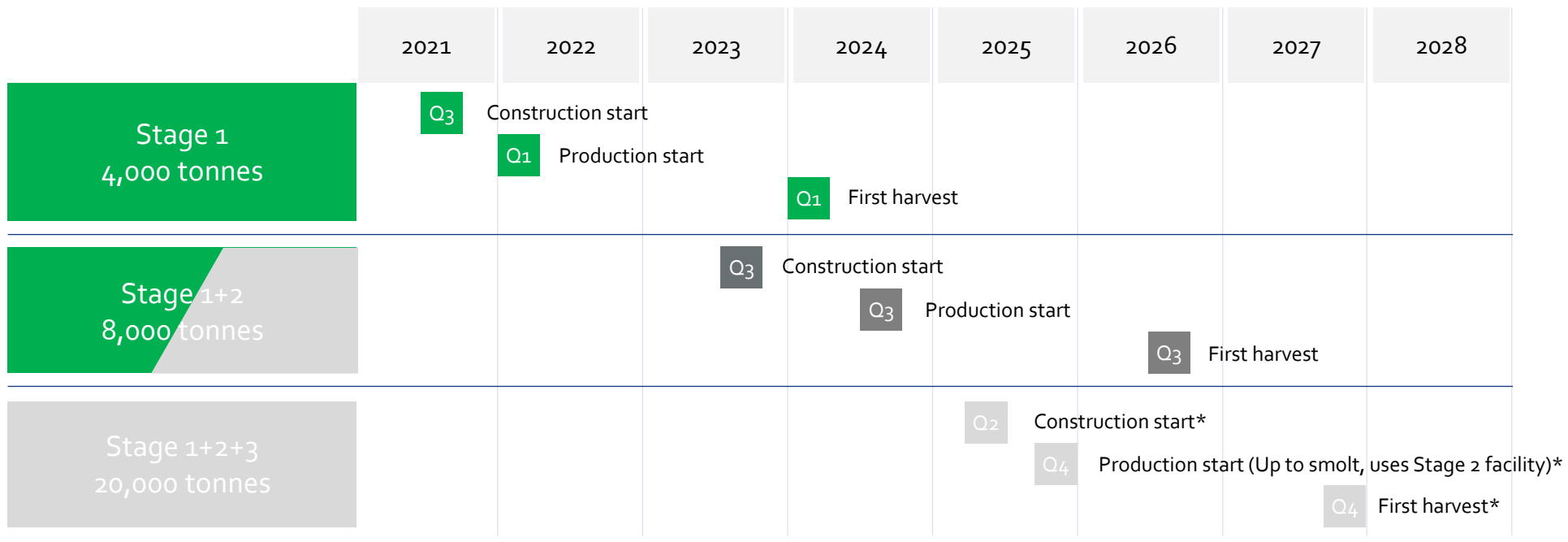


Expanding to 8,000 tonnes and planning for 20,000 tonnes

- The fish farming part of Stage 1 was on time and budget
- For Stage 2 RAS delivery is based on a target price arrangement
- The lease agreements with local government are entered at fixed terms and contribute to reduce the risk of potential cost overruns on buildings and infrastructure
- Continue to plan for 20,000 tonnes expansion in Stage 3



Timeline of Gaotang buildout



* Timing to be decided in Q3 2024

Agenda

Highlights and New Recruitment

Biology

Project

 **Market**

Financials

Outlook & Summary

Nordic Aqua preparing for commercial harvest

- Test harvest in February 2024
 - Average weight 5.0 kg LW
 - Excellent in all aspects of quality parameters including colour, fat content, taste and shape
- First commercial harvest expected in March 2024 and will gradually increase to ~ 350 tonnes per month from May 2024
 - Batch 1 will be harvested from March to June reaching an average weight of at least 5.3 kg LW
 - Batch 2 will be harvested from June and during Q3 2024 also reaching an average weight of at least 5.3 kg LW



Brand Logo

- Introducing new brand logo and branding strategy to the Chinese market
- Overall, the English brand name 'Nordic PureAtlantic' conveys a compelling message of premium quality, purity, and authenticity. It aligns with its Chinese counterpart, 诺谛臻鲑 (nuò dì zhēn guī), which means 'high-quality authentic Atlantic salmon from Nordic'

诺谛臻鲑 Nordic PureAtlantic

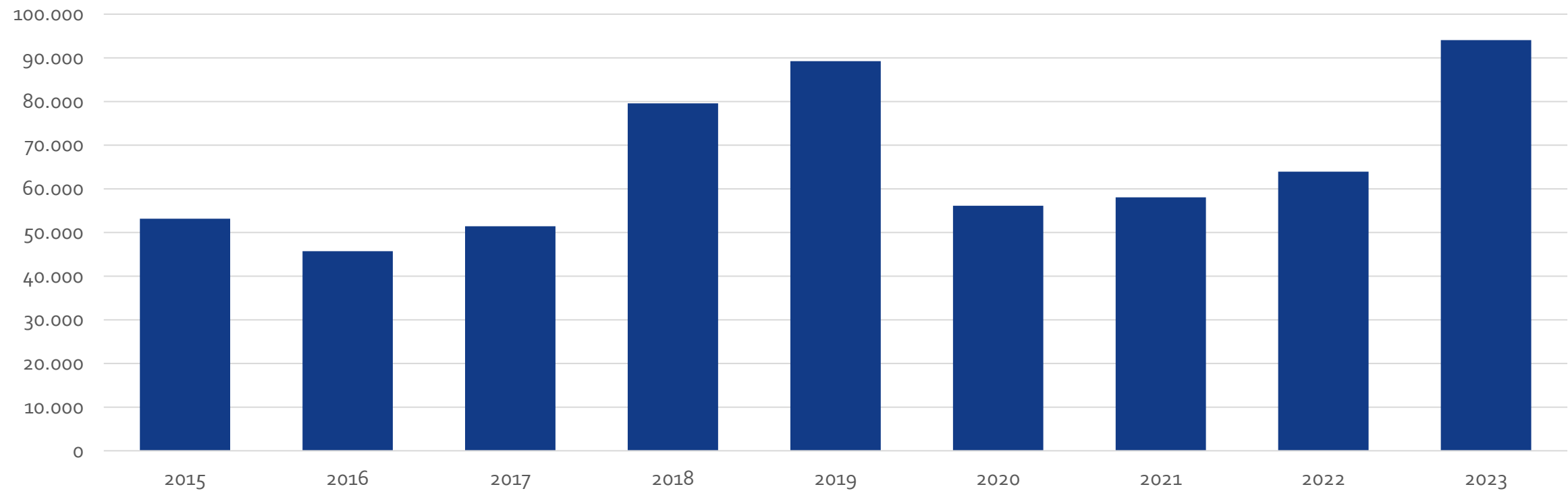
诺谛臻鲑
Nordic PureAtlantic

Brand Logo examples



Import of Salmon

Chinese import of Atlantic fresh and frozen salmon from all countries of origin (1,000 tonnes)



Updated on numbers from 31.12.2023
Chinese Custom Data

Average Price of Salmon

Average price on Chinese import of fresh or chilled Atlantic Salmon from all countries of origin (EUR/kg, HOG)



Import price includes import duty
Updated on numbers from 31.12.2023
Chinese Custom Data

Agenda

Highlights and New Recruitments

Biology

Project

Market

 **Financials**

Outlook & Summary

CAPEX and Production cost breakdown

Cost Breakdown	2024	Stage 1+2	Stage 1+2+3 (flexibility)
Annual volume tonnes (HOG)	3,400	8,000	20,000
RAS Capex/kg (HOG)	13,30 EUR*	13,80 EUR	13,00 EUR
Lease financed capex/kg (HOG)	4,80 EUR*	4,60 EUR	3,80 EUR
Farming cost/kg (HOG)	5,40 EUR	5,40 EUR	5,00 EUR
Cost in box/kg (HOG)	5,80 EUR	5,70 EUR	5,20 EUR
G&A/kg (HOG)	0,90 EUR	0,60 EUR	0,30 EUR
EBIT cost/kg (HOG)	6,70 EUR	6,30 EUR	5,50 EUR
Company expansion cost/kg (HOG)	0,80 EUR	0,40 EUR	0,00 EUR
Full EBIT cost/kg (HOG)	7,50 EUR	6,70 EUR	5,50 EUR

*) Based on annual capacity of 4,000 tonnes

Financial highlights

- Financial performance in line with plans and budget
- Biomass 1,079 tonnes on December 31st with a value of EUR 9.2 million incl. fair value adjustment
- Estimated total CAPEX for completion
 - Farming technology stage 1 EUR 53.0 million
 - Leasehold improvements stage 1 EUR 3.5 million
 - Processing plant EUR 4.5 million
- In November 2023, the Company enhanced its liquidity by conducting another private placement, securing EUR 8.4 million in new equity, to increase the financial buffer and flexibility.

Profit & Loss

(figures in EUR 1000)	Q4 2023	Q4 2022	YTD 2023	YTD 2022
Purchase of goods	-1,259	-102	-2,492	-342
Change in inventory and biological assets (at cost)	3,514	206	6,426	726
Other operating income	87	38	226	61
Other external expenses	-2,965	-755	-5,850	-1,878
Staff costs	-1,559	-415	-4,187	-2,266
Depreciations	-387	-22	-697	-70
Operating EBIT	-2,569	-1,050	-6,574	-3,769
Fair Value of Biological Assets	740	0	1,895	0
EBIT	-1,829	-1,050	-4,679	-3,769
Financial expense - net	-2,154	-1,833	-3,550	-1,707
Profit/loss before tax	-3,983	-2,883	-8,229	-5,476
Income tax expense	0	0	0	0
Profit/loss for the period	-3,983	-2,883	-8,229	-5,476

- The increase in operating expenses from Q4 2022 to Q4 2023 is driven by increased production
- Net financial expenses at EUR 2.2 million in Q4 2023 (EUR -1.8 million). Of these EUR 0.9 million (EUR -1.5 million) are non-cash exchange deviations from loans

Financial Position

(figures in EUR 1000)	31/12/2023	31/12/22
Assets		
Assets under construction	31,161	35,907
Property, plant & equipment	21,906	707
Right of use assets	9,287	0
Deposits	1,274	1,359
Total non-current assets	63,628	37,973
Biological assets (Biomass)	9,178	726
Inventory	457	0
Other current receivables	5,082	558
Receivables	0	1
Cash and cash equivalents	23,240	12,514
Total current assets	37,957	13,800
Total assets	101,585	51,773
Equity and liabilities		
Share capital	1,425	1,381
Other equity	71,924	46,867
Total equity	73,350	48,248
Non-current liabilities	24,511	0
Current liabilities	3,724	3,525
Total liabilities	28,235	3,525
Total equity and liabilities	101,585	51,773

- Total assets of EUR 102 million, increase mainly from investments in PPE and biomass and from changes in working capital in YTD 2023
- Recognition of leased assets, the facility is partly handed over
 - Leased assets will continue to increase as the facility will be handed over
- Biomass of EUR 9.2 million (including fair value adjustment of EUR 1.9 million) and increasing, equivalent to ~ 1,079 tonnes

Cash Flow

(figures in EUR 1000)

	Q4 2023	Q4 2022	YTD 2023	YTD 2022
Cash flow from operations				
Operating profit/loss	-1,829	-1,050	-4,679	-3,769
Net cash generated from operations	-4,912	-3,517	-17,364	-3,083
Cash flow from investment activities				
Payments for fixed assets and other capitalizations	-1,413	-4,118	-19,362	-21,476
Net cash flow from investment activities	-1,413	-4,118	-19,362	-21,476
Net cash flow from financing activities	8,251	-54	48,895	-412
Net change in cash and cash equivalents	1,925	-7,690	12,169	-24,972
Foreign exchange differences	-455	-731	-1,443	58
Cash and cash equivalents at the beginning of the period	21,769	20,935	12,514	37,428
Cash and cash equivalents at the end of the period	23,240	12,514	23,240	12,514

- Liquidity according to plan and budget
- Net cash flow in Q4 2023 EUR 1.9 million
- Cash EUR 23 million, total available liquidity EUR 38 million
- Strengthened liquidity through EUR 8.4m equity raise

Agenda

Highlights and New Recruitments

Biology

Project

Market

Financials

 Outlook & Summary

Summary and Outlook

- Stage 1 is completed, and the fish farming facility is on time and in line with budget
- Good biological performance with strong growth and excellent fish health
- Test harvest mid-February of 5.0 kg LW fish with supreme quality. First commercial harvest expected in March 2024
- Strengthening team with new recruitments, new MD in Nordic Aqua China and new CFO in Nordic Aqua Partners
- Stage 2 initiated and Stage 3 in planning
- Capital Markets Day will be held at Gaotang Island on the 28th May of 2024





Investor Contacts

Hjalti Hvítkeitt

CFO, NOAP

tel:+298 221222

hjalti@nordicaquapartners.com

Ragnar Joensen

CEO, NOAP

tel:+298 599112

ragnar@nordicaquapartners.com