



NRS

OSLO BØRS

# PRESENTATION Q2 2014

Oslo, 20 August 2014 Ola Loe, CFO Klaus Hatlebrekke, COO



# **AGENDA:**

- Highlights for the period
- Segment information
- Group financials
- Outlook
- New licenses





# Highlights in Q2 2014:

- Operational EBIT MNOK 27
  - 65 % of volume harvested in June when prices were at the lowest in the quarter
  - Doubtful receivables related to customers in Russia and Ukraine reduced EBIT by MNOK 4.3
- The overall lice and health situation in Region North is very good
- Ready for 10 new licenses upon final allocation
- Turbulent salmon market in the short term
  - Sanctions from Russia poses challenges and pressure on prices
  - Expect low long-term global supply growth
- NOK 2.20 per share paid in dividends in the quarter
- Charles Høstlund has been appointed as the new CEO



# Highlights in Q1 2014

Q2	Q2
2014	2013
595 727	675 636
36 231	79 720
26 545	71 450
7 889	3 111
21 412	88 721
73 795	95 194
1,79	1,32
24,8 %	11,8 %
48 556	134 819
41 614	15 816
450 210	478 414
42,8 %	40,1 %
5 382 7,09 -1,16 5,93	6 829 12,97 -1,74 11,24 15 368
	2014  595 727 36 231 26 545 7 889 21 412 73 795 1,79 24,8 % 48 556 41 614 450 210 42,8 % 5 382 7,09 -1,16

Average salmon price (NASDAQ) down 6 % from Q2 last year

- Harvested volume down 21 % and sold volume down 7 % from Q2 last year
- Operational EBIT MNOK 26.6 in Q2 14
  - Operational EBIT per kg Farming NOK 7.09
  - ROCE 24.8 %
- Gain on financial assets of MNOK 58
- Positive cash flow from operations with MNOK 49
- Equity ratio at 42.8 %

<sup>1)</sup> EBIT pre fair value adjustments and non-recurring items

<sup>2)</sup> Earnings per share pre fair value adjustments

<sup>3)</sup> ROCE: Return on average capital employed based on 4-quarters rolling operational EBIT / average (NIBD + Equity - Financial assets)





# **SEGMENT INFORMATION**



# Key segment information Q2 2014

SEGMENT SUMMARY	Q2 2	014	Q2 2013		
(NOK '000)	Operational EBIT	Operational EBIT per kg	Operational EBIT	Operational EBIT per kg	
Farming	38 160	7,09	88 604	12,97	
Sales	-3 622	-0,67	3 181	0,47	
Open fixed price contracts	-2 630	-0,49	-15 035	-2,20	
Sum segments	31 908	5,93	76 750	11,25	
Volume harvested (tonnes)	5 382		6 829		

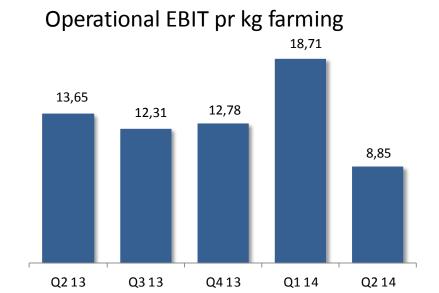
- Fixed price contracts represents 28.0 % of harvested volume in Q2 14 at a prices below spot prices.
- Operational EBIT from Sales of MNOK -3.6 after posting losses on doubtful receivables related to customers in Ukraine and Russia of MNOK 4.3
- Operational EBIT per kg of NOK 1.16 from Sales after loss from open fixed price contracts of NOK 0.49.



# **Region North**

KEY FIGURES (NOK '000)	Q2 2014	Q2 2013
Operating revenues	362 496	550 817
Operational EBIT *	25 194	66 219
Volume harvested (tonnes)	3 275	5 560
Operational EBIT per kg Farming Op. EBIT per kg Sales inc. contracts	8,85 -1,16	13,65 -1,74
Total operational EBIT per kg	7,69	11,91

<sup>\*</sup> EBIT pre fair value adjustments and non-recurring items incl. allocated margin from sales

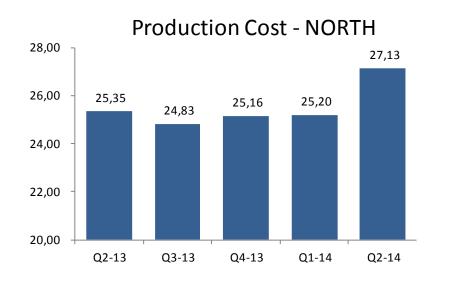


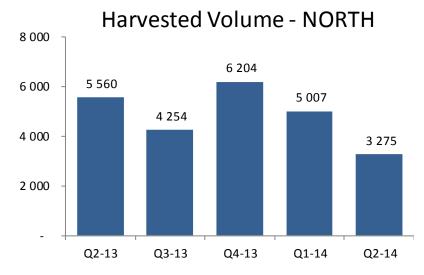
#### Operational EBIT per kg farming NOK 8.85

- Margin from Sales up by NOK 0.58 per kg compared with Q2 13
- Sales price FCA packing station down by NOK 3.01 per kg from Q2 13



# Farming – Region North



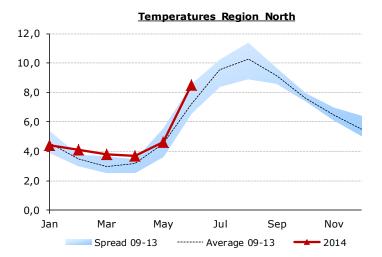


#### Production cost of NOK 27.13 per kg

- Production cost increased due to increased harvesting on a project at Senja which have had challenges with high levels of sea lice
- Volume decrease of 41 % compared to Q2 13

#### Operation

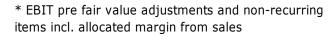
- Growth in Q2 has been lower than expected
- The overall sea lice and health situation is very good
- Extraordinary high mortality on a site in Finnmark in July, due to poisonous algae blooming, results in a non-recurring cost of MNOK 18-22 in Q3 14

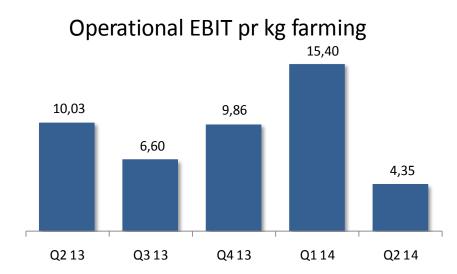




# **Region South**

KEY FIGURES (NOK '000)	Q2 2014	Q2 2013
Operating revenues	231 975	123 923
Operational EBIT *	6 714	10 532
Volume harvested (tonnes)	2 107	1 269
Operational EBIT per kg Farming Op. EBIT per kg Sales inc. contracts	4,35 -1,16	10,03 -1,74
Total operational EBIT per kg*	3,19	8,30



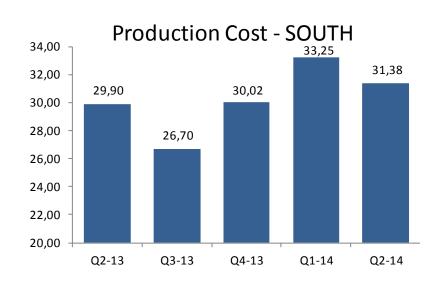


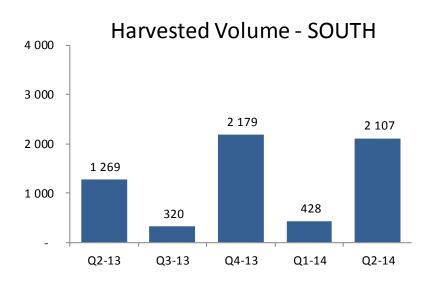
#### Operational EBIT per kg farming NOK 4.35

- Margin from Sales up by NOK 0.58 per kg compared with Q2 13
- Sales price FCA packing station down by NOK 4.20 per kg from Q2 13.

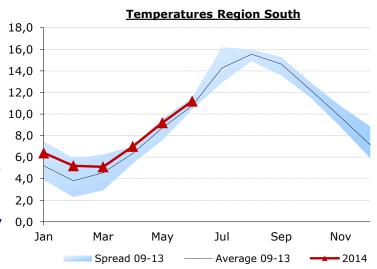


# Farming – Region South





- Production cost of NOK 31.38 per kg
  - Down NOK 1.87 from Q1, but still at a high level
  - High cost due to fish disease PD with high mortality and high feed conversion rate
- Volume up by 66 % compared to Q2 13
- Operation
  - Growth in Q2 being lower than expected
  - One licence will be moved to Troms in Region North in Q3
  - The fish disease PD has been detected at 2 sites.
     Subsequent major biological challenges and high mortality at one site that were harvested empty in the beginning of August has resulted in a non-recurring cost of approx.
     MNOK 9 in Q3 14





# **Associated companies**

KEY FIGURES	Q2 2	2014	Q2 2	2013
(NOK '000)	Farming companies	Other associated companies	Farming companies	Other associated companies
Operating revenues	34 833	51 850	59 662	44 420
Operational EBIT *	3 234	3 685	9 461	-690
EBIT	17 815	3 685	11 399	-690
Result after tax	19 847	2 703	8 296	477
Volume harvested (tonnes) Operational EBIT per kg * *EBIT pre fair value adjustments	721 4,48		1 213 7,80	
NRS' share of result after tax	6 928	962	2 975	137

- 3 fish-farming companies with 9 licenses
  - 2 harvesting companies and
  - 2 hatchery with a yearly capacity of total 8 million smolt
- Q2 14 EBIT per kg of NOK 4.48 for associated farming companies
- NRS share of result after tax of MNOK 7.9 in Q2 14
  - Positively impacted of fair value adjustment of MNOK 5.1



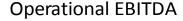


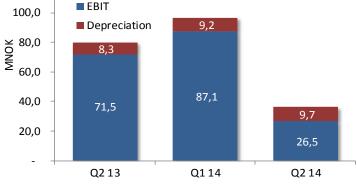
# **GROUP FINANCIALS**



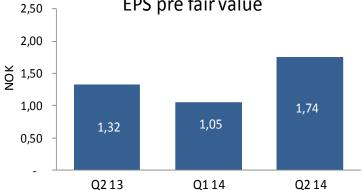
### Key income statement items







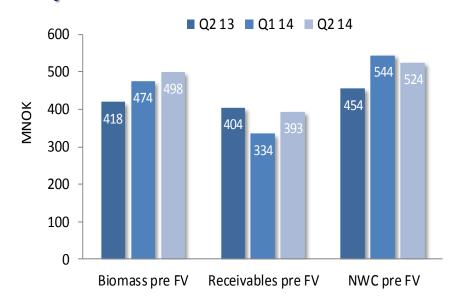
EPS pre fair value

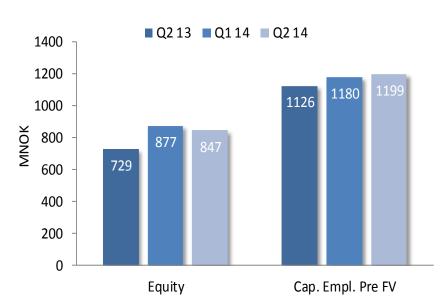


- Revenues down by MNOK 80 (12 %) from Q2 13
  - Average salmon price (NASDAQ) down 6 %
  - Sold volume down 7 %
- EBITDA of MNOK 36 (80 in Q2 13)
  - Farming:
    - Sales price down NOK 3.29 /kg
    - Production cost up NOK 2.60/kg
    - Harvested volume down 1 447 tonnes
  - Sales:
    - Traded volume down 1 115 tonnes
    - Margins down NOK 0.46/kg
    - Loss on contracts down NOK 0.80/kg
- Depreciation increased with MNOK 1.4 from Q2 13
- EPS up 0.42 per share from Q2 13

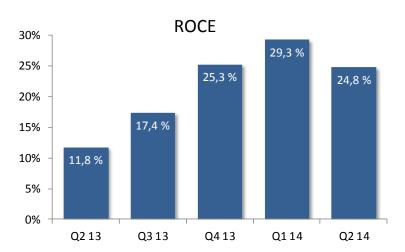


# Key balance sheet items



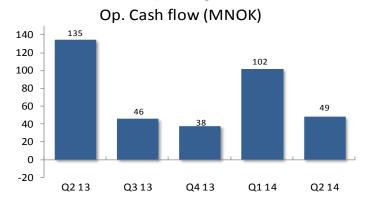


- Biomass pre FV up by MNOK 24 from Q1 14
- Receivables pre FV up by MNOK 59 from Q1 14
  - Lower salmon prices
  - Higher sold volume in June
- Working capital pre FV down by MNOK 20 from Q1 14
  - Accounts payable increased by MNOK 97
- Equity down by MNOK 30 from Q1 14
  - Equity ratio 42.8 %
  - Dividend of MNOK 96,8 distributed
- Capital employed pre FV up by MNOK 19 from Q1 14
  - ROCE 24.8 %



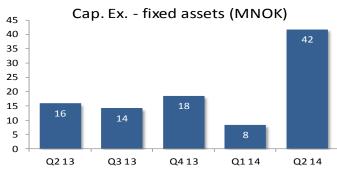


### Cash flow, Cap Ex and Net interest bearing debt





- EBITDA MNOK 36
- Positively impacted by decreased net working capital by MNOK 20



#### Capex of MNOK 42 in Q2 14

- Estimated Capex in 2014 MNOK 125
- Increased by MNOK 55 from Q1 14 due to nominated for 10 new licenses
- Maintainance Capex about MNOK 45



#### NIBD up by MNOK 83 from Q2 14

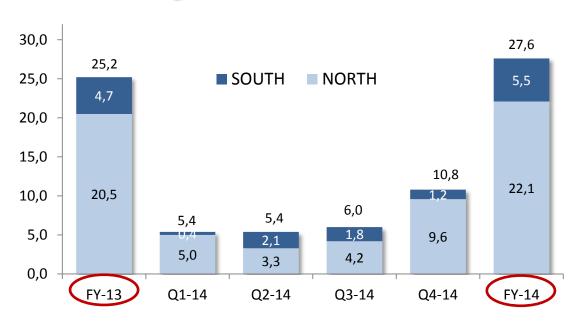
Distributed dividend of MNOK 95







# Harvesting estimates 2014: 27.600 tonnes (+ 10%)





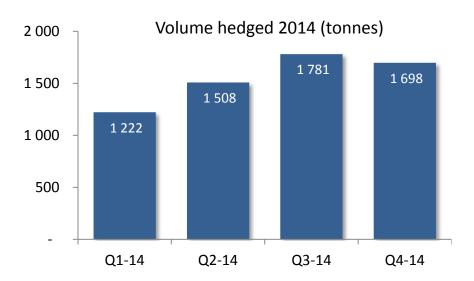
- Reduced by 1 400 tonnes since last estimate
  - Extraordinary mortality in July at 2 sites (resulting in a one-off charge of MNOK 27-31 in Q3)
  - Harvest brought forward
  - Lost growth as a result of these factors
- Increase of smolt release by 14 per cent in 2014

Smolt release	FY 13	FY 14
(Mill no.)	ACT	EST
North	5,9	6,9
South	1,7	1,8
Total	7,6	8,7



## **Outlook - Farming**

- Sea lice and health situation in Region North is very good
- Uncertainty in the salmon market in the short term
  - Sanctions from Russia poses challenges and pressure on prices
  - High harvest volumes during the summer has decreased biomass growth y/y in Norway
  - Expect low long-term global supply growth
- Fixed price contracts
  - Share of contracts at 30 % in Q3 and 16 % in Q4 2014 at NOK 38 per kg

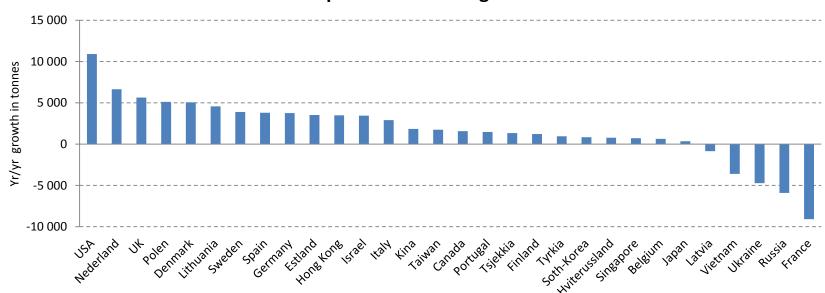




### **General Market Outlook**

- 10% volume growth from Norway in Jan-July at an average Nasdaq price of NOK 42.40, which is approx. 7% higher than corresponding period in 2013.
- In this period of increased prices, 25 out of Norway's 30 largest markets increased and some increased quite significantly. Only a handful of markets declined, among them: France, Russia, Ukraine and Vietnam.
- The decline in France is partly due to price and competition. Norwegian Seafood Council will increase marketing in France, Spain, Italy and Germany sunstantially.







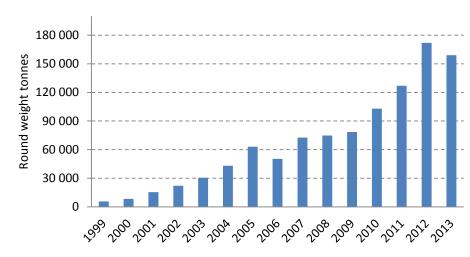
#### General Market Outlook – Russian Market

Russia has been a significant growth market for several years, but lower volumes in 2013 due to high salmon prices.

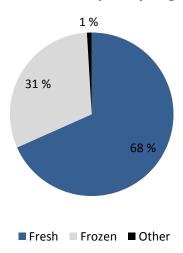
31% of the Russian market is based upon frozen raw materials, hence the fresh market was approx. 110.000 tonnes in 2013.

Faeroe Island exported approx. 8-9.000 tonnes (round weight) in 2012, but less than 1.000 tonnes YTD 2014

#### **Russian import of Atlantic Salmon**



#### Russian raw material split by segment 2013

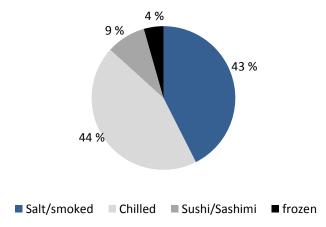




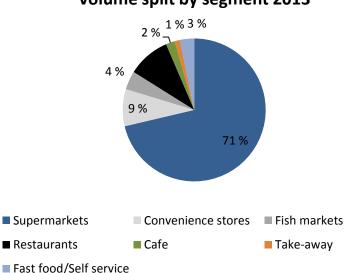
#### General Market Outlook – Russian Market

- 47% of consumption in Russia is frozen or processed salmon (salted/smoked) and this segment should be able to use frozen products.
- 53% of Russian consumption is chilled consumption of which 9 % points is the sushi/sashimi segment. The chilled consumption segment will look towards Faroe Island and some will swap to frozen products.
- We expect a reduction of the fresh consumption in the Russian market due to the latest sanctions. However, this reduction will be absorbed by growth in other markets.





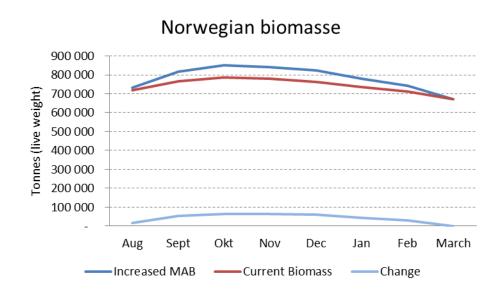
#### Volume split by segment 2013



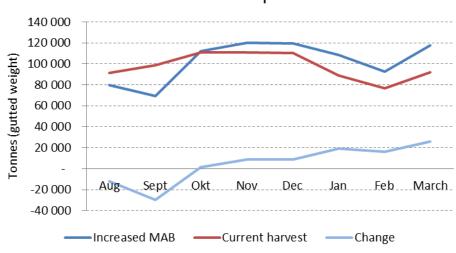


#### General Market Outlook – Increased MAB?

- An increased MAB (maximum allowable biomass) will lead to a higher biomass, an increased production and higher harvest volumes of approx. 40.000 tonnes in the period (Aug-March).
- It doesn't make sense to meet lower demand with increased production.
- In the current situation, the salmon farming industry needs increased marketing, better credit insurance and lower trade barriers. The industry has flexibility today to regulate production downwards (lower feed volumes).



#### Harvest volumes pr month









# A game changer for NRS

	Existing licenses	Group B	Group A	Green licenses <u>after</u> conversion	Standard licenses <u>after</u> conversion	Total no of licenses
NRS-Finnmark	14		5	10	9	19
Nor Seafood	2		2	4	0	4
Nord-Senja Laks	3		2	<del>&gt;</del> 6	1	7
NRS - Region NORTH	19		9	20	10	30
NRS - Region SOUTH	6	1	j		5	5
NRS-Farming	25	1	9	20	15	35

In addition, Wilsgård Fiskeoppdrett AS (37.5%), has also been nominated for 2 new green licenses in group A.

Criteria: Reduction of sea lice and minimizing negative influence on wild salmon



# Operational implementation

#### Group A

- Pending final allocation
- Full release of smolt on the new licenses in 2015
- Full operational effect from beginning of 2017

#### **Group B**

- Has released fish for the awarded licence in 2014
- Will reallocate one licence from NRS Feøy to Troms in 2014
- Full operational effect from beginning of 2015
- Estimated gradual need for working capital of MNOK 200
- Estimated Capex MNOK 100 gradually
- Additional bank facilities of MNOK 200 agreed.
- Started building increased capacity at smolt production plant Skardalen Settefisk in Troms
- Smolt production plant to be realized in Finnmark through partnership



# Reflections on the allocation process

#### Sterile salmon

- Resolves requirement for minimization of negative impacts on wild salmon
- Major focus on this measure in the appeal process
- Commercial production for 20 years in Australia, France, UK and Ireland
- Challenges at sea temperatures above 15 degrees, which is no real issue in Troms and Finnmark
- The feed producers have solved the challenges, including the issues related to deformities

# The licenses in Group A must be awarded to the 20 best applications

- The best solutions will be used on the 20 licenses
- Contributes to the most sustainable production
- The Expert Group ("Faggruppa") was unanimous in their decision



# And finally

- Future growth in the industry is dependent on sustainable solutions.
- The new licenses will permanently change NRS and the industry towards more sustainable development.
- NRS is motivated and ready for the challenge of being in the forefront of sustainable aquaculture!



# Thank you for your attention



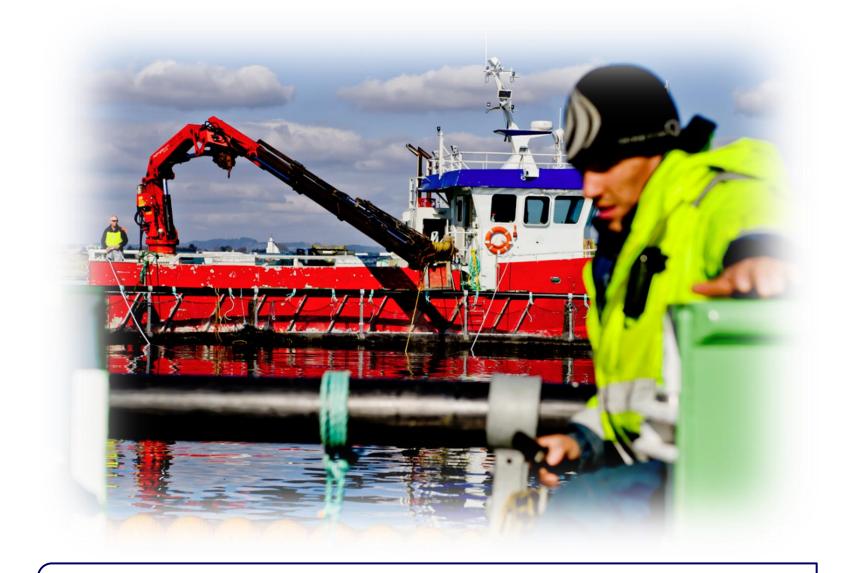
Norway Royal Salmon ASA NO 864 234 232

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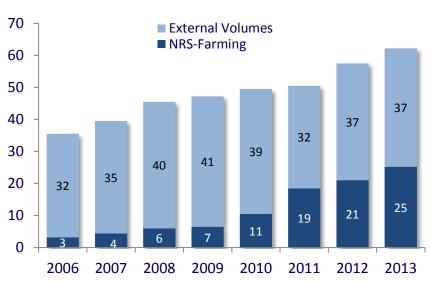


# **APPENDIX**



# Sales operation

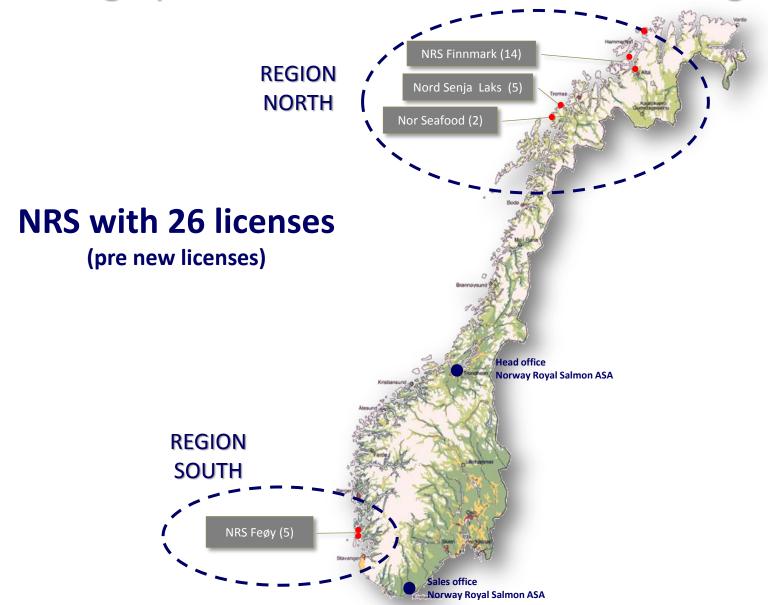




- Market knowledge, motivated employees, low historical losses and low capital cost makes this to an important business for NRS
- Access to volumes from own operations, associated companies, NRS members and independent salmon farmers.
- Global sales to 50 countries
- Track record for achieving attractive prices

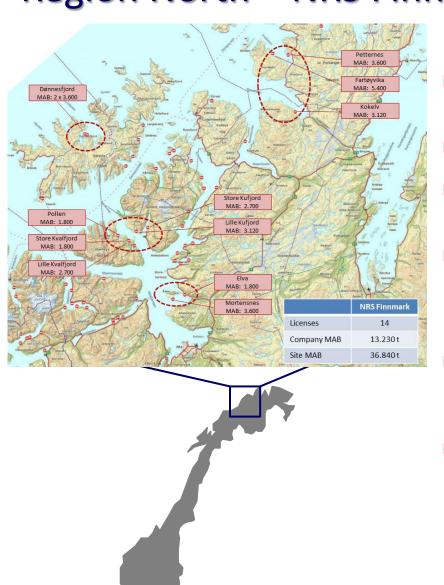


# Farming operations focused in attractive regions





# Region North – NRS Finnmark



- Finnmark is an area prioritized by the authorities for growth in the past 3 allocations (5 years)
- 14 licenses owned 100 % through NRS Finnmark
- Attractively located sites, history of good profitability
- Good biological conditions
  - Low biological risk
  - Relatively high water temperature in winter
  - Relatively low water temperature in summer
- Long term harvesting agreement with major industry player
  - Approved for the Russian market.
- Smolt production through Ranfjorden Fiskeprodukter and other partners
  - NRS own 37.75 % of Ranfjorden Fiskeprodukter
  - Capacity of 5.5 million smolt
  - Long term agreement with other smolt suppliers



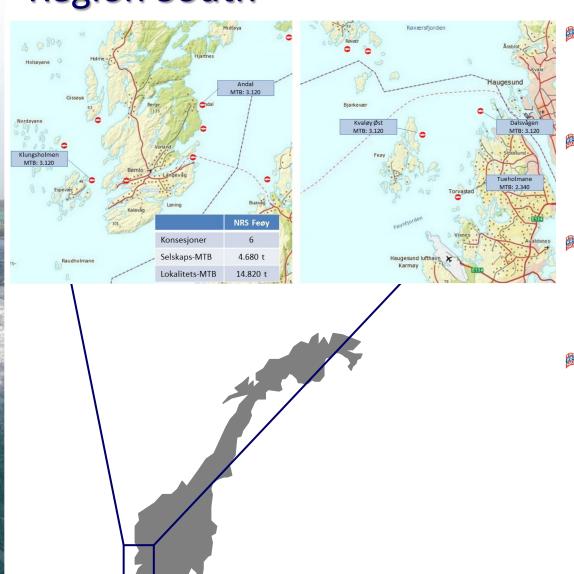
# Region North – Senja cluster



- Troms is an area prioritized by the authorities for growth in the past 3 allocations (5 years)
- 7 licenses majority owned in Senja
  - NRS owns 82.5 % of Nor Seafood AS (2 licenses)
  - NRS owns 66.7 % of Nord Senja Laks AS (5 licenses)
  - Operated in co-operation with Wilsgård Fiskeoppdrett in a 10 licenses cluster
  - NRS owns 37.5 % of Wilsgård
- Attractive area with a history of good profitability
- Good conditions for salmon farming in the area
  - Low biological risk
  - Optimal sea temperatures during the summer
  - Good growth and no oxygen problems
  - Shorter production time than Finnmark
- Harvesting at Wilsgård and Nord Senja
- Smolt production through Skardalen Settefisk
  - Smolt producer with capacity of 2.5 million smolt
  - Owned together with associated company Wilsgård Fiskeoppdrett (70 %, NRS subsidiaries 30 %)



# **Region South**



- Operates in the Haugesund area, both in Rogaland and Hordaland
- Region South holds a total of 5 licenses
  - Owned 100 % through NRS Feøy AS
- One single MAB Zone from 2013
  - Enables smoother and better utilization of MAB
- Harvesting at Espevær Laks
  - Approved for the Russian market



# Group income statement

#### **INCOME STATEMENT**

	Q2	Q2	YTD	YTD	FY
(NOK '000)	2014	2013	2014	2013	2013
Operating revenues	595 727	675 636	1 291 098	1 203 229	2 603 712
Cost of goods sold	507 089	556 472	1 065 236	996 178	2 137 934
Salaries	21 057	17 584	42 607	37 492	85 627
Depreciation	9 687	8 270	18 935	16 121	33 728
Other operating costs	31 349	21 861	50 718	37 207	90 422
Operational EBIT	26 545	71 450	113 602	116 231	256 001
Fair value adjustments	-13 022	14 160	-74 277	58 993	94 725
Income from associates	7 889	3 111	10 411	5 921	28 834
EBIT EBIT	21 412	88 721	49 737	181 146	379 561
	F7 470	10.770	46.070	40.770	40.447
Gain/loss on financial assets	57 470	13 779	46 270	13 779	49 447
Other net financial items	-5 087	-7 305	-9 905		-32 716
ЕВТ	73 795	95 194	86 102	179 229	396 292
Tax	-2 278	-25 248	-7 944	-47 991	-80 487
Net profit/loss	71 517	69 946	78 158	131 238	315 805
Profit attributable to:					
Parent company shareholders	67 533	68 115	70 228	124 896	302 434
Minority interests	3 984	1 831	7 930	6 342	13 371
Earnings per share (NOK)	1,55	1,57	1,61	2,88	6,96
Earnings per share - diluted	1,55	1,57	1,61	2,88	6,96



# **Group balance sheet**

(NOK '000)	30.06.2014	31.03.2014	31.12.2013	30.06.2013
Intangible assets	502 887	502 887	502 887	502 887
-				
Property, plant and equipment	241 588	209 661	210 554	195 610
Non-current financial assets	144 269	139 802	137 280	122 575
Non-current assets	888 744	852 350	850 721	821 072
Inventory and biological assets	602 194	580 496	666 276	552 201
Receivables	451 095	342 700	480 883	403 802
Bank deposits, cash	36 249	58 064	53 732	42 100
Current assets	1 089 538	981 260	1 200 891	998 103
TOTAL ASSETS	1 978 282	1 833 610	2 051 612	1 819 175
Share capital	43 539	43 544	43 542	43 542
Other equity	744 327	775 129	771 090	638 540
Non-controlling interests	58 775	58 302	54 355	47 325
Equity	846 641	876 975	868 989	729 408
Pensions	10 320	10 320	10 320	9 736
Deferred tax	239 235	238 693	231 640	208 020
Provisions	249 554	249 012	241 960	217 756
Long-term interest-bearing debt	404 528	384 788	323 084	331 976
Short-term interest-bearing debt	81 930	40 635	184 530	188 537
Trade payables	328 476	231 389	382 944	282 583
Tax payable	7 589	7 923	8 313	780
Other current liabilities	59 563	42 887	41 792	68 134
Current liabilities	477 558	322 834	617 580	540 034
TOTAL EQUITY AND LIABILITIES	1 978 282	1 833 610	2 051 612	1 819 175



# Group cash flow statement

	Q2	Q2	YTD	YTD	FY
(NOK '000)	2014	2013	2013	2013	2013
Operational EBIT	26 545	71 450	113 602	116 231	256 002
Adjusted for:					
Tax paid	-334	0	-724	0	-780
Depreciation	9 687	8 270	18 935	16 121	33 728
Gains (-)/ losses (+) on disposal of non-current assets	0	0	0	0	-32
Share based payment	0	60	-2 447	-407	-282
Pension costs with no cash effect	0	0	0	0	466
Change in inventory / biomass	-34 347	11 088	-6 528	49 864	-32 736
Change in debtors and creditors	40 760	17 570	5 433	-82 048	-34 941
Change in other current assets and other liabilities	6 246	26 381	22 301	27 838	-9 589
Net cash flow from operating activities	48 556	134 819	150 572	127 601	211 836
Cash flow from investing activities					
Proceeds from sale of property, plant and equipment	0	0	0	0	48
Payments for purchase of property, plant and equipment	-41 614	-15 816	-49 969	-32 833	-65 399
Proceeds from investments in non-current financial assets	11 208	14 193	8 404	14 193	39 958
Payments for investments in non-current financial assets	0	0	0	-500	-500
Change in loans to associates and others	0	0	0	300	1 545
Net cash flow from investing activities	-30 406	-1 623	-41 565	-18 840	-24 348
Cash flow from financing activities					
Receipts from new long-term debt	29 402	4 564	331 687	24 145	37 302
Long-term debt repayments	-7 754	-9 402	-258 737	-18 750	-40 224
Net change in overdraft	39 390	-100 642	-94 105	-60 810	-65 393
Purchase and sale of treasury shares	-298	588	-252	-2 231	-2 054
Interest paid	-5 296	-8 316	-9 673	-18 868	-29 699
Dividend payment	-95 410	0	-95 410	0	-43 542
Net cash flow from financing activities	-39 966	-113 208	-126 490	-76 514	-143 610
Net increase (+)/ decrease (-) in cash & cash equivalents	-21 815	19 988	-17 483	32 246	43 878
Cash and cash equivalents - opening balance	58 064	22 112	53 732	9 854	9 854
Cash and cash equivalents - closing balance	36 249	42 100	36 249	42 100	53 732



# Statement of Equity

30.06.2014	Equity alloca	ated to parer	hareholders	Non-		
(NOK '000)	Share capital	Treasury shares	Retained earnings	Total	controlling interests	Total equity
Equity at 01.01.2014	43 572	-30	771 090	814 632	54 355	868 989
Total comprehensive income	О	o	69 429	69 429	7 930	77 359
Transactions with shareholders						
Dividend	0	0	-93 332	-93 332	0	-93 332
Share based payment	0	0	-2 448	-2 448	0	-2 448
Change in non-controlling interests	0	0	0	0	-3 511	-3 511
Purchase/sale of treasury shares	0	-4	-248	-252	0	-252
Other changes in associates	0	0	-163	-163	0	-163
Total transactions with shareholders	0	-4	-96 191	-96 195	-3 511	-99 706
Equity at 30.06.2014	43 572	-34	744 328	787 867	58 775	846 641

30.06.2013	Equity allocated to parent company shareholders				Non-	
(NOK '000)	Share capital	Treasury shares	Retained earnings	Total	controlling interests	Total equity
Equity at 01.01.2013	43 572	0	522 628	566 201	40 984	607 184
Comprehensive income	o	0	118 435	118 435	6 342	124 777
Transactions with shareholders						
Share based payment	0	0	-407	-407	0	-407
Purchase/sale of treasury shares	0	-30	-2 201	-2 231	0	-2 231
Total transactions with shareholders	0	-30	-2 608	-2 638	0	-2 638
Equity at 30.06.2013	43 572	-30	638 454	681 996	47 325	729 321

Equity allocated to parent company shareholders 1.12.2013					Non-		
(NOK '000)	Share capital	Treasury shares	Retained earnings	Total	controlling interests	Total equity	
Equity at 01.01.2013	43 572	0	522 628	566 201	40 984	607 184	
Total comprehensive income	o	0	294 311	294 311	13 371	307 683	
Transactions with shareholders							
Dividend	0	0	-43 542	-43 542	0	-43 542	
Share based payment	0	0	-282	-282	0	-282	
Purchase/sale of treasury shares	0	-30	-2 024	-2 054	0	-2 054	
Total transactions with shareholders	0	-30	-45 848	-45 877	0	-45 877	
Equity at 31.12.2013	43 572	-30	771 090	814 632	54 355	868 989	



# Quarterly historical information

QUARTERLY HISTORICAL INFORMATION	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
(NOK thousand, NOK per kg)	2014	2014	2013	2013	2013	2013	2012	2012	2012	2012	2011	2011	2011
Volumes harvested (ktonnes, HOG)													
Region North	3 275	5 007	6 204	4 254	5 560	4 473	4 397	2 408	2 995	4 145	5 324	3 746	2 766
Region South	2 107	428	2 179	320	1 269	932	2 940	1 835	2 045	398	2 767	2 558	585
Total	5 382	5 435	8 383	4 574	6 829	5 405	7 337	4 243	5 039	4 543	8 091	6 304	3 351
Operational EBIT													
Region North	25 194	86 642	78 796	51 219	66 219	44 097	9 039	2 719	9 297	14 140	2 749	10 582	34 898
Region South	6 714	5 987	21 316	2 024	10 532	5 923	4 184	3 461	4 150	559	-551	1 371	1 103
Total	31 908	92 629	100 111	53 243	76 750	50 020	13 223	6 180	13 447	14 699	2 198	11 953	36 001
Operational EBIT per kg													
Region North	7,69	17,30	12,70	12,04	11,91	9,86	2,06	1,13	3,10	3,41	0,52	2,82	12,62
Region South	3,19	13,99	9,78	6,33	8,30	6,36	1,42	1,89	2,03	1,40	-0,20	0,54	1,89
Total	5,93	17,04	11,94	11,64	11,24	9,26	1,80	1,46	2,67	3,24	0,27	1,90	10,74
Volumes sold (ktonnes)	14 253	13 978	19 858	13 341	15 368	13 574	18 115	13 498	13 243	12 817	15 797	13 862	11 244
NRS GROUP													
Operational EBITDA	36 231	96 306	100 323	57 054	79 720	52 633	16 568	9 898	16 644	17 675	3 875	16 175	37 699
Operational EBIT	26 545	87 057	91 366	48 404	71 450	44 781	8 484	2 186	9 271	10 395	-3 559	9 143	31 648
Operational EDIT	20 343	07 037	J1 300	70 404	71 430	74 /01	0 404	2 100	9 2/1	10 393	3 339	3 143	31 040
Net interest bearing debt	450 210	367 359	453 883	443 876	478 414	603 883	566 075	542 281	477 659	455 859	531 734	543 565	480 674
-													
Equity ratio	42,8 %	47,8 %	42,4 %	39,5 %	40,1 %	38,1 %	36,3 %	37,5 %	40,4 %	41,1 %	36,3 %	34,4 %	36,3 %



# Accumulated historical information

HISTORICAL INFORMATION	YTD	FY	FY	FY	FY
(NOK thousand, NOK per kg)	2014	2013	2012	2011	2010
Volumes harvested (ktonnes HOC)					
Volumes harvested (ktonnes, HOG)	0.202	20.401	12.044	12.071	6 001
Region North	8 282	20 491	13 944	12 871	6 001
Region South	2 535	4 700	7 218	5 910	4 677
Total	10 817	25 191	21 162	18 781	10 678
Operational EBIT					
Region North	111 836	240 330	35 195	62 822	86 623
Region South	12 701	39 795	12 354	1 934	63 677
Total	124 537	280 125	47 548	64 756	150 300
Operational EBIT per kg					
Region North	13,50	11,73	2,52	4,88	14,43
Region South	5,01	8,47	1,71	0,33	13,61
Total	11,51	11,12	2,25	3,45	14,08
Volumes sold (ktonnes)	28 231	62 141	57 673	50 428	49 584
NDC CDOUD					
NRS GROUP					
Operational EBITDA	132 537	289 729	60 785	73 300	154 196
Operational EBITDA	132 337	209 729	60 765	73 300	154 196
Operational EBIT	113 602	256 002	30 336	47 257	137 259
Operational EBH	113 002	230 002	30 330	4/ 23/	137 239
Net interest bearing debt	450 210	453 883	566 075	531 734	425 992
Net interest bearing debt	450 210	453 883	300 0/5	551 / 34	425 992
Facility and in	42.0.00	42.4.07	26.2.04	26.2.0	20.6.04
Equity ratio	42,8 %	42,4 %	36,3 %	36,3 %	39,6 %



# **Financing**



### Long term debt

(NOK '000)	30.06.2014
Long-term debt to financial institutions	300 064
Long-term finance lease	104 464
Total long-term interest bearing debt	404 528



#### Short term debt

(NOK '000)	30.06.2014
Short-term debt to financial institutions	52 694
First year's instalment long-term debt	29 236
Total short-term interest bearing debt	81 930
Cash and cash equivalents	36 249
Net interest bearing debt	450 210