



Q4 2011 Presentation

Oslo, February 15, 2012

Trond Williksen, CEO

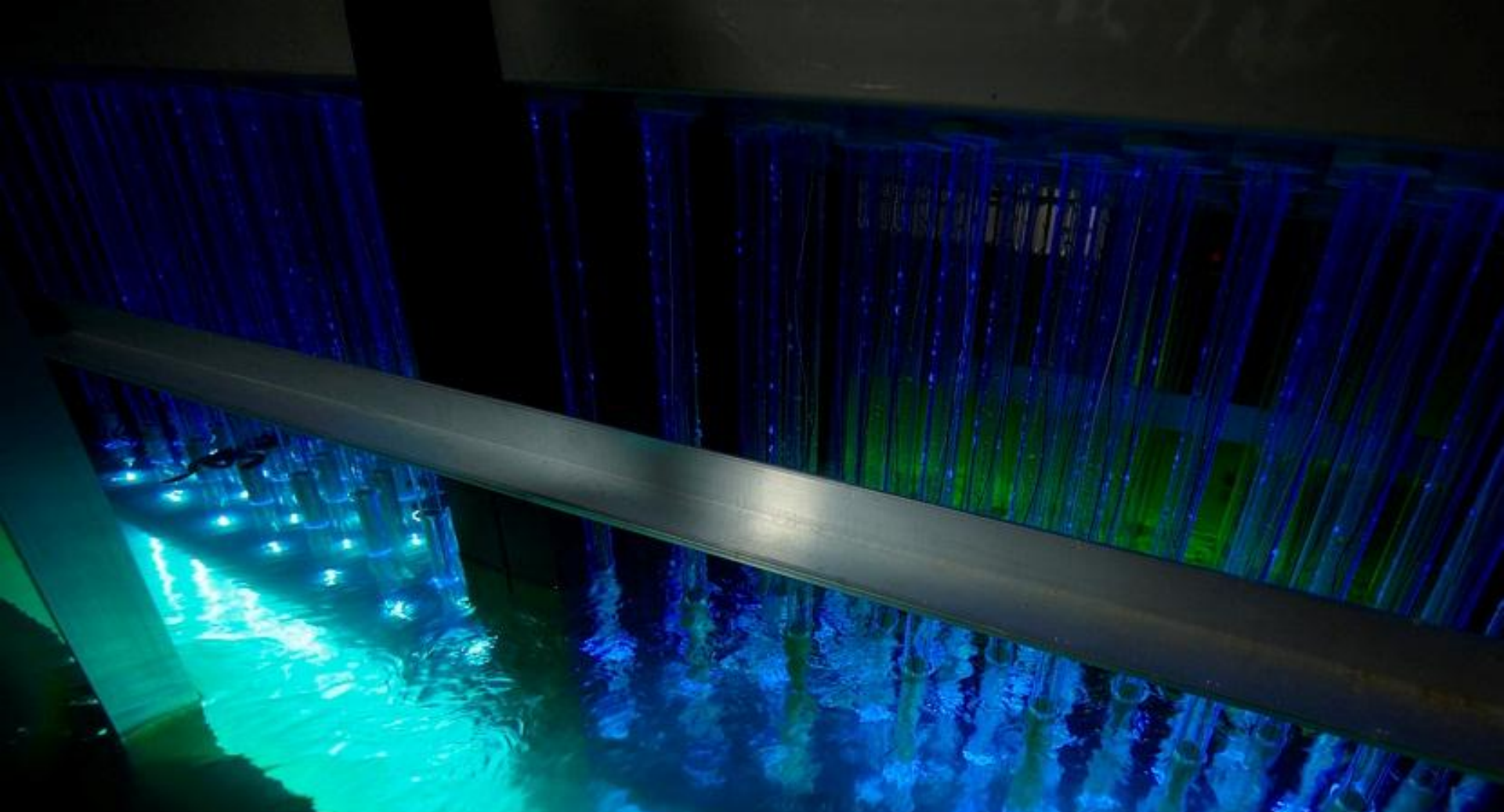
Eirik Børve Monsen, CFO



Agenda



- Highlights Q4 2011
- Financials Q4 2011
- Outlooks
- Q & A



Highlights

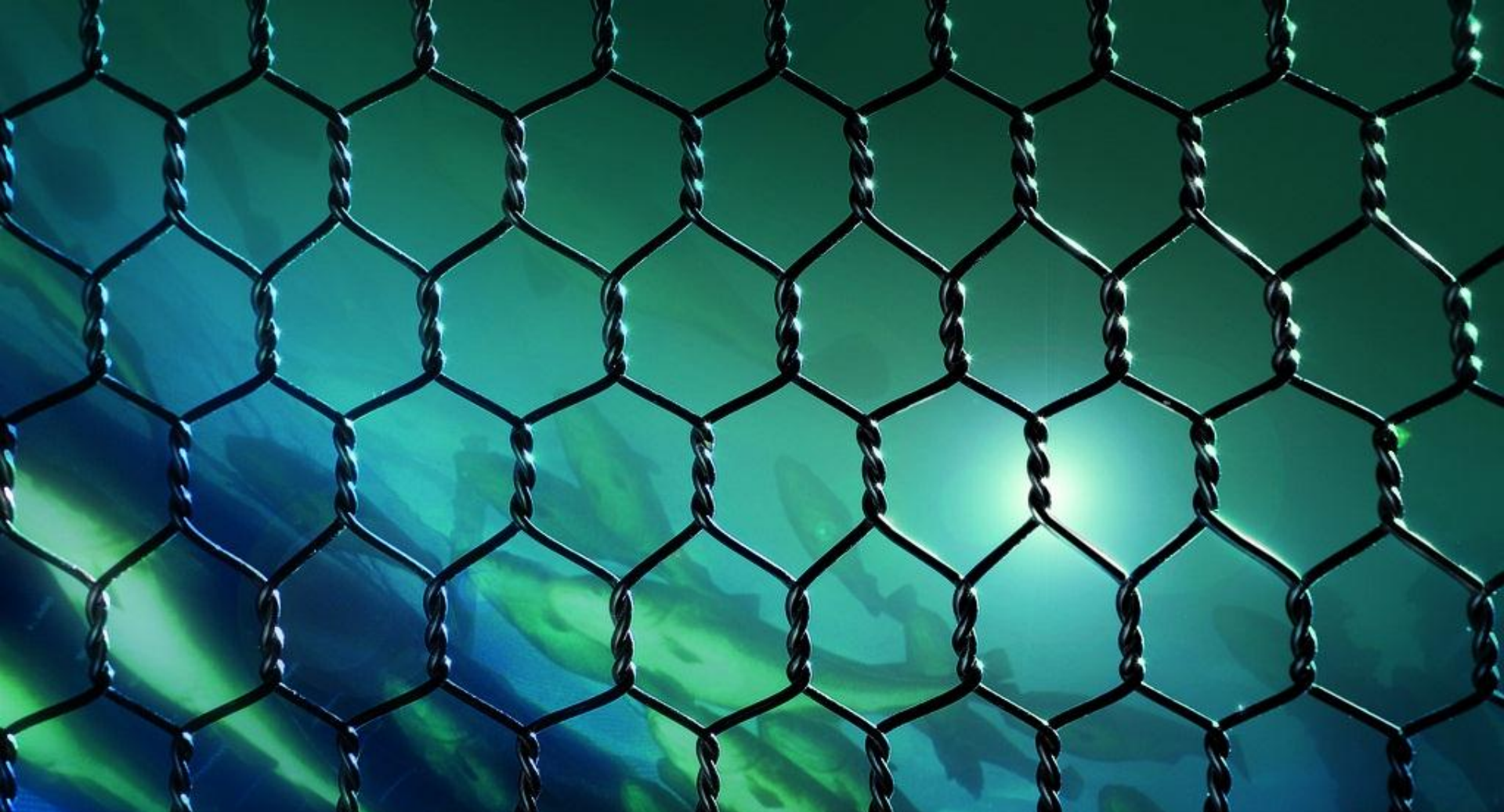




Improvements in challenging quarter



- Operating revenues in Q4 was 191.0 MNOK compared to 195.9 in Q4 last year
 - Strong growth in Chile nearly compensated the expected low season in main market Norway
- EBITDA in Q4 was 3.2 MNOK compared to minus 8.7 MNOK in Q4 last year – improvement of 11.9 MNOK
- EBIT in Q4 was minus 5.6 MNOK versus minus 16.6 in Q4 last year – improvement of 11.0 MNOK
- Order backlog at the end of Q4 was 255 MNOK versus 348 MNOK at the end of Q4 last year – slowness in investment decisions in Q4 due to fall in salmon prices, but order backlog on same level as in Q3
- 2011 revenue increased by 151.0 MNOK or 20.3% compared to 2010
- 2011 EBITDA increased by 71,9 MNOK compared to 2010 due to improved margins
- Focusing AKVA – sale of Maritech Norway – gain of 28 MNOK in Q1 2012



Q4 2011 Financials





Q4 Financials – P&L group

P&L 2011 (MNOK)	2011 4Q	2010 4Q	2011 Total	2010 Total
OPERATING REVENUES	191,0	195,9	893,6	742,5
Operating costs ex depreciations	187,8	204,6	831,6	752,4
EBITDA	3,2	-8,7	62,0	-9,9
Depreciation	8,8	7,9	32,7	31,0
EBIT	-5,6	-16,6	29,3	-40,9
Net interest expense	-2,2	-3,6	-11,4	-12,0
Other financial items	-4,6	1,0	-3,6	2,0
Net financial items	-6,8	-2,6	-15,0	-9,9
EBT	-12,4	-19,2	14,3	-50,9
Taxes	-3,4	-4,7	2,8	-13,3
NET PROFIT	-9,0	-14,5	11,5	-37,6
Revenue growth	-2,5 %	37,1 %	20,3 %	23,9 %
EBITDA margin	1,7 %	-4,4 %	6,9 %	-1,3 %
EPS (NOK)	-0,35	-0,84	0,53	-2,19

- Operating revenues in Q4 191.0 MNOK vs 195.9 MNOK in Q4 2010
 - Growth in Chile of over 84% compared to Q4 2010
- EBITDA in Q4 3.2 MNOK vs minus 8.7 MNOK last year, an increase of 11.9 MNOK
- EBIT in Q4 minus 5.6 MNOK vs minus 16.6 MNOK last year, an improvement of 11.0 MNOK
- Net profit in Q4 minus 9.0 MNOK compared to minus 14.5 MNOK in Q4 last year. Minus 6.6 MNOK of other financial items is related to consolidated currency effects realized in Q4. For 2011 other financial items includes total currency effects of minus 2.8 MNOK
- Strong improvement from 2011:
 - Revenues 893.6 MNOK compared to 742.5 in 2010
 - EBITDA 62.0 MNOK compared to minus 9.9 MNOK in 2010



Q4 P&L segments - Hardware

P&L 2011 (MNOK)	2011 4Q	2010 4Q	2011 Total	2010 Total
HARDWARE				
OPERATING REVENUES	146,3	146,0	720,3	574,5
Operating costs ex depreciations	142,4	143,2	657,7	557,6
EBITDA	3,9	2,8	62,5	16,8
Depreciation	6,5	5,2	24,3	19,7
EBIT	-2,6	-2,4	38,2	-2,9

- Traditional low season in HW segment in Norway – low volume in cage production
- Strong growth in Chile – 118% compared to Q4 2010
- EBITDA of 3.9 MNOK compared to 2.8 MNOK in Q4 2010
- EBIT of minus 2.6 MNOK compared to minus 2.4 MNOK in Q4 2010





Q4 P&L segments - Software

P&L 2011 (MNOK)	2011 4Q	2010 4Q	2011 Total	2010 Total
SOFTWARE				
OPERATING REVENUES	29,9	29,8	112,4	106,1
Operating costs ex depreciations	28,5	27,3	101,1	97,1
EBITDA	1,4	2,4	11,3	9,0
Depreciation	1,9	2,3	7,1	10,0
EBIT	-0,5	0,1	4,1	-1,0

- Stable revenue and earnings slightly down compared with Q4 last year
- Christmas season normally a slow period for SW in Norway
- Maritech Island still remains slow, due to the slow economy caused by the financial crisis, but stays profitable in 2011.
- Steady revenue stream in SW with healthy earnings in 2011





Q4 P&L segments - RAS

P&L 2011 (MNOK)	2011 4Q	2010 4Q	2011 Total	2010 Total
RAS				
OPERATING REVENUES	14,7	20,1	60,9	62,0
Operating costs ex depreciations	16,9	34,1	72,8	97,7
EBITDA	-2,2	-13,9	-11,8	-35,8
Depreciation	0,3	0,3	1,3	1,3
EBIT	-2,5	-14,2	-13,1	-37,0

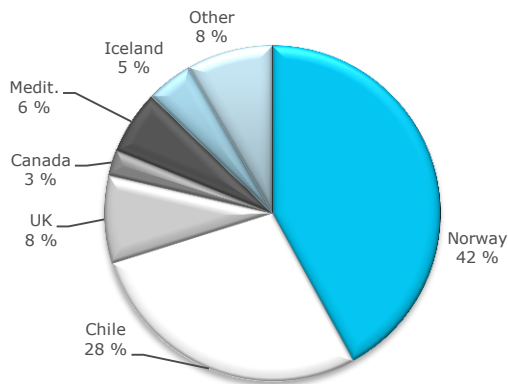


- Operating revenues in Q4 at 14.7 MNOK compared to 20.1 MNOK in Q4 2010
- EBIT in Q4 minus 2.5 MNOK compared to minus 14.2 MNOK last year. Improved profitability in last two months
- RAS business area tuned for long term development and growth with adjusted cost base



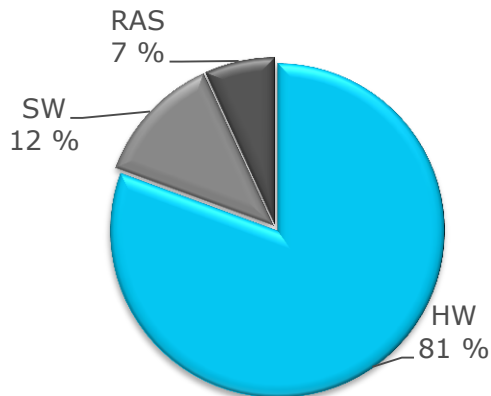
Market segments - Revenue

Geographic segments 2011



- Chile growing importance at the relative to other regions, partly due to low season in Norway
- 2010 Chile represented 13%

Product Group Segments 2011

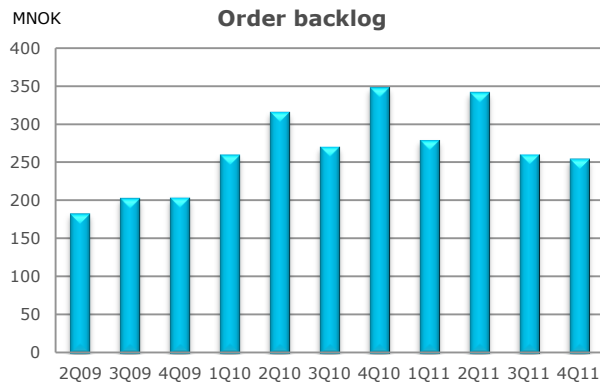


- HW= Hardware deliveries and services
Cages, barges, Feed Systems and other operational systems
- SW = Software and software systems
- RAS = Recirculation systems



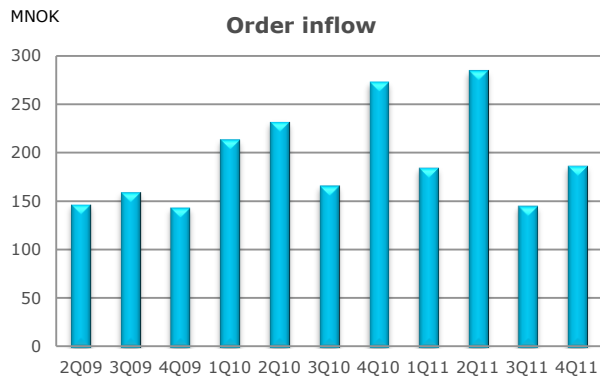
Order backlog and inflow

Order backlog (MNOK)



- The order backlog was 255 MNOK at the end of Q4
- Uncertainty after price fall of salmon generated slow investment decisions towards the year end

Order inflow (MNOK)

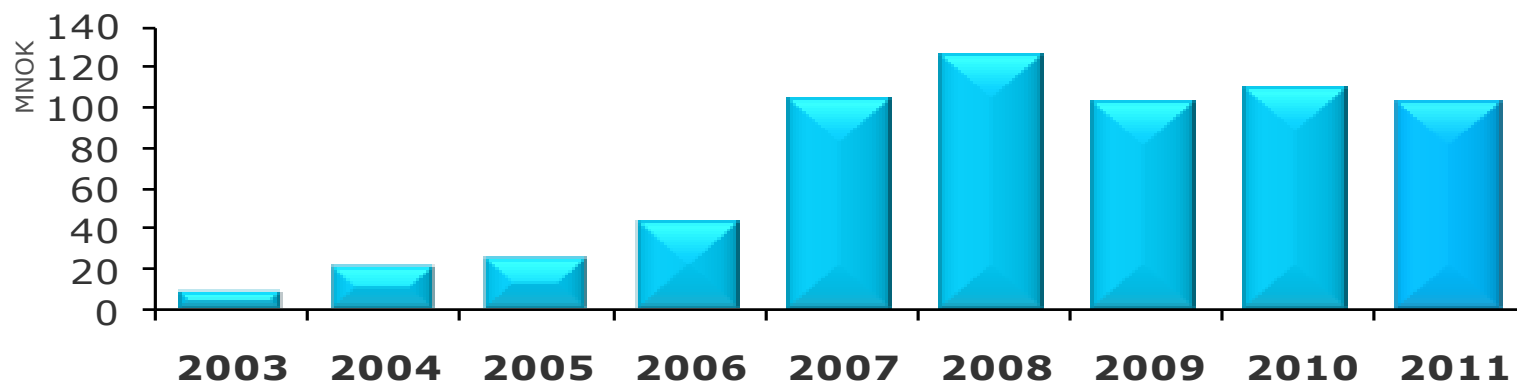


- As expected order inflow affected by uncertainty in salmon market outlooks
- Total order inflow in Q4 2011 was 186 MNOK vs. 274 MNOK in Q4 2010



Other species

AKVA group revenues within other species



- Revenue from other species was 103 MNOK in 2011. This is on the same level as previous years



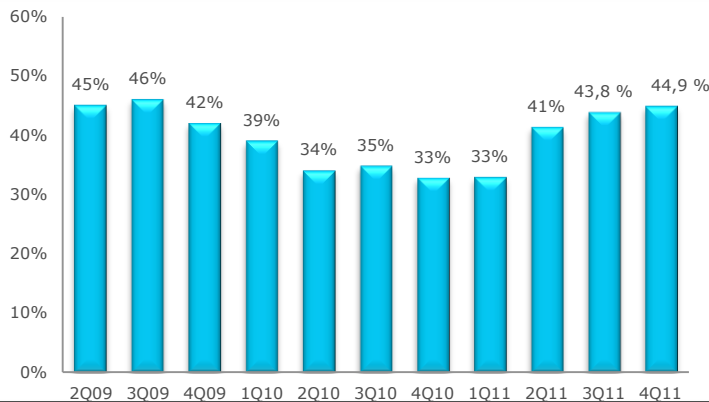
Balance Sheet

BALANCE SHEET	2011	2010
(MNOK)	31.12.	31.12.
Intangible fixed assets	209,6	215,9
Fixed assets	41,9	41,6
Long-term financial assets	38,0	39,4
FIXED ASSETS	289,5	297,0
Stock	174,9	157,7
Trade receivables	177,6	177,8
Other receivables	42,4	19,6
Cash and cash equivalents	37,2	43,2
CURRENT ASSETS	432,2	398,2
TOTAL ASSETS	721,7	695,2
Paid in capital	355,5	267,1
Retained equity	-31,8	-39,5
TOTAL EQUITY	323,8	227,6
Other long term debt	2,0	2,4
Long-term interest bearing debt	110,2	134,5
LONG-TERM DEBT	112,2	136,9
Short-term interest bearing debt	72,7	77,3
Other current liabilities	213,0	253,5
SHORT-TERM DEBT	285,7	330,8
TOTAL EQUITY AND DEBT	721,7	695,2
<i>Equity ratio</i>	44,9 %	32,7 %
<i>Net interest bearing debt</i>	145,7	168,6
<i>Net working capital</i>	182,0	101,6



Financial position

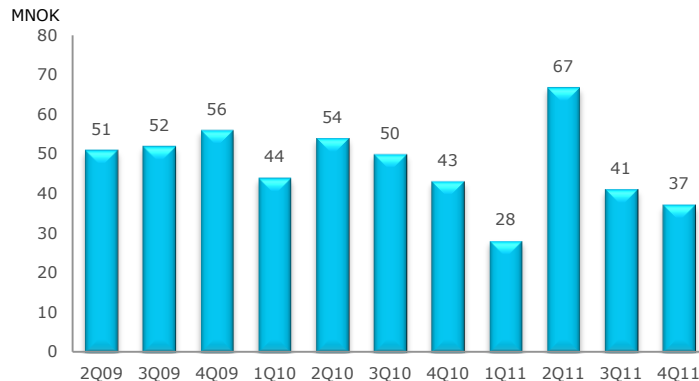
Equity (%)



Equity:

- Equity ratio of 44,9% at end of Q4

Cash balance (MNOK)



Cash Position:

- Total available cash was 57 MNOK end of Q4
- Growth in working capital mainly due to Chile increasing volumes by 165% YoY – due to long lead time from production to delivery
- Net debt reduced by 24 MNOK during the year



Cash flow statement

CASH FLOW STATEMENT (NOK 1 000)	2011 4Q	2010 4Q	2011 Total	2010 Total
Net cash flow from operations	-4 727	-12 620	44 993	-21 185
Net cash flow from change in working capital	7 606	12 154	-80 879	20 392
Net cash flow from operating activities	2 879	-466	-35 886	-793
Net cash flow from investment activities	-10 450	-9 641	-28 183	-23 175
Net cash flow from financial activities	3 689	3 158	58 142	8 966
Net cash flow	-3 882	-6 949	-5 927	-15 002
Cash and cash equivalents at the beginning of the period	41 114	50 108	43 159	58 161
Cash and cash equivalents at the end of the period	37 232	43 159	37 232	43 159

- Investments in Q4 were 11.8 MNOK whereof 5.1 MNOK is capitalized R&D expenses in accordance with IFRS.
- Investments in 2011 were 30.0 MNOK whereof 12.5 MNOK is capitalized R&D expenses in accordance with IFRS.

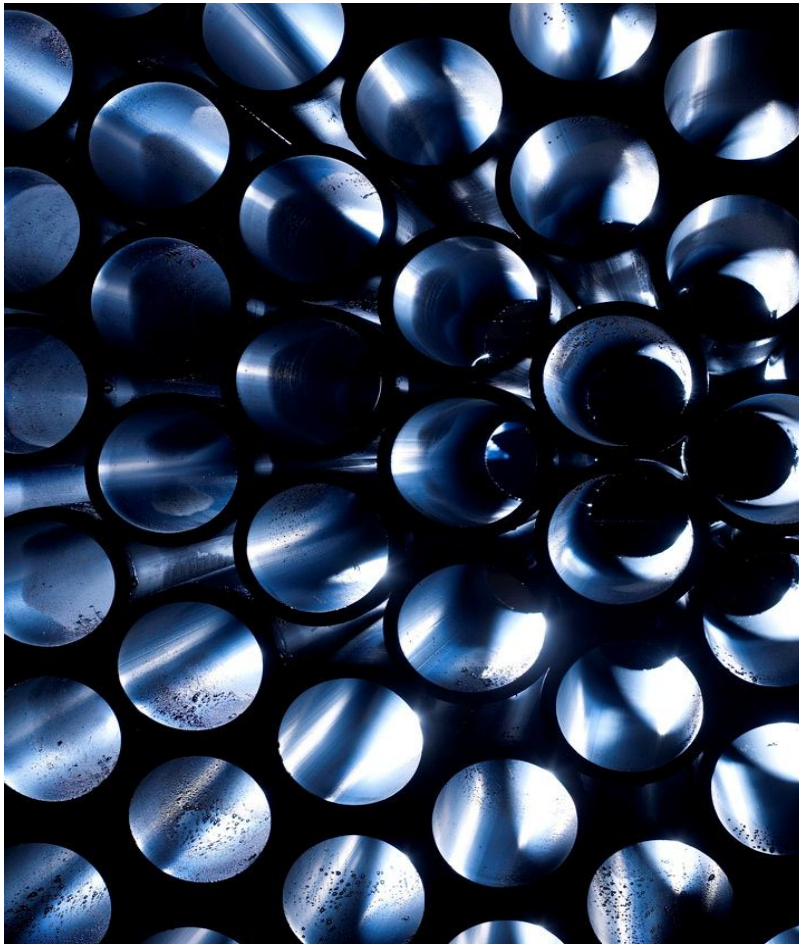


 **Outlooks**





Outlooks

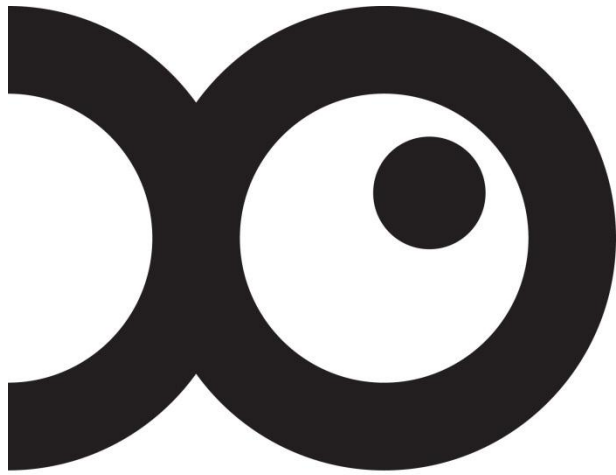


- Still expect effects of lower salmon prices in 2012
- Sense of normalization of activity after initial setup from fall in salmon prices in last months of 2011
- Q1 has higher activity in Norway than in Q4
- The Chilean market expected to flatten out, but stay at high level into the year
- Export markets pose an opportunity. First significant contracts to Russia and Australia
- Sale of Maritech Norway in Q1 2012 will strengthen our balance sheet further
- Hands on – adjusting operations according to market development, focusing on long term performance, margins and customer relations.
- Continued focus on working capital



 Q & A





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