



Q3 2011 Presentation

Oslo, October 28, 2011

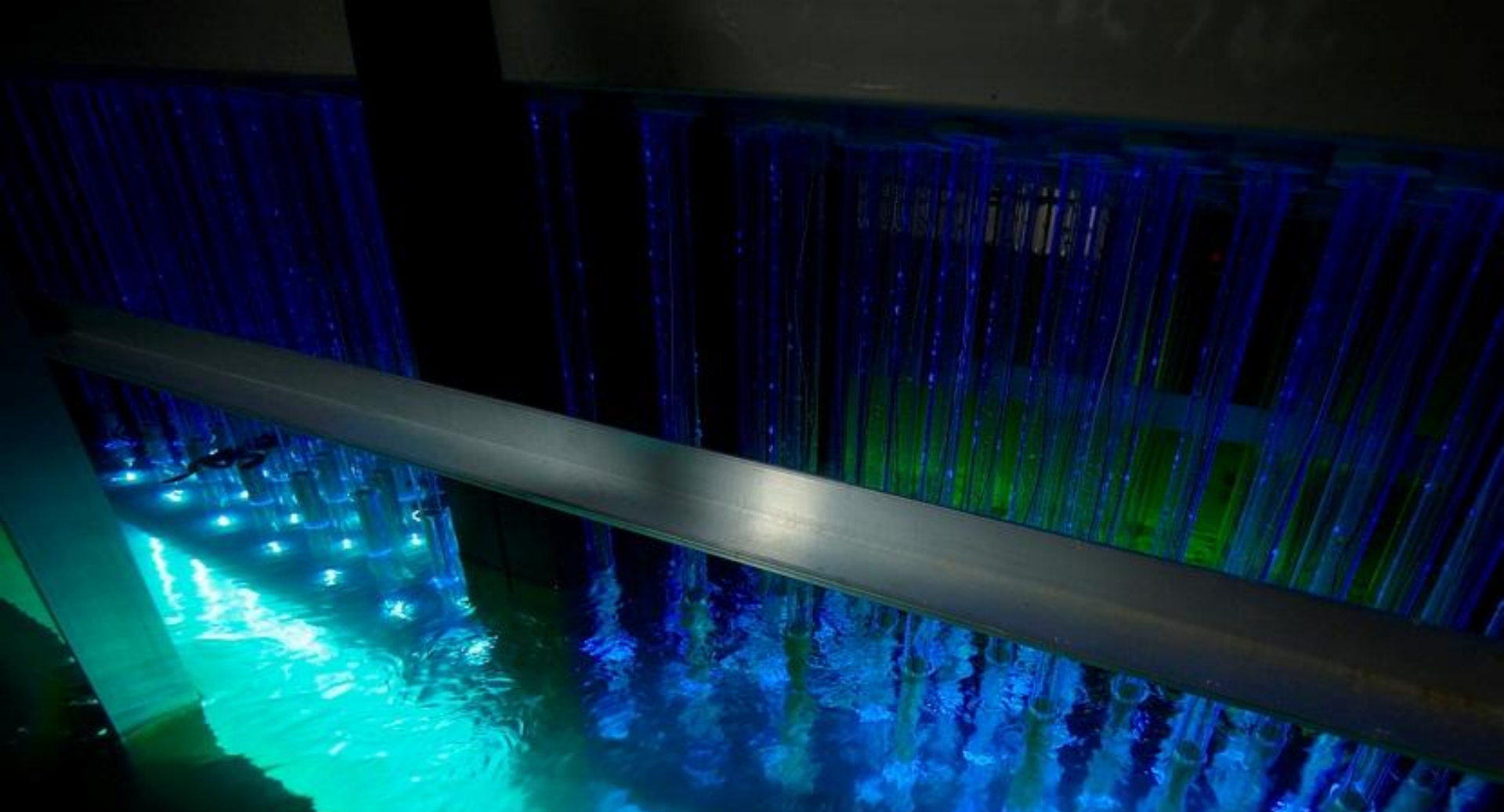
Trond Williksen, CEO



Agenda



- Highlights Q3 2011
- Financials Q3 2011
- Outlooks
- Q & A



Highlights

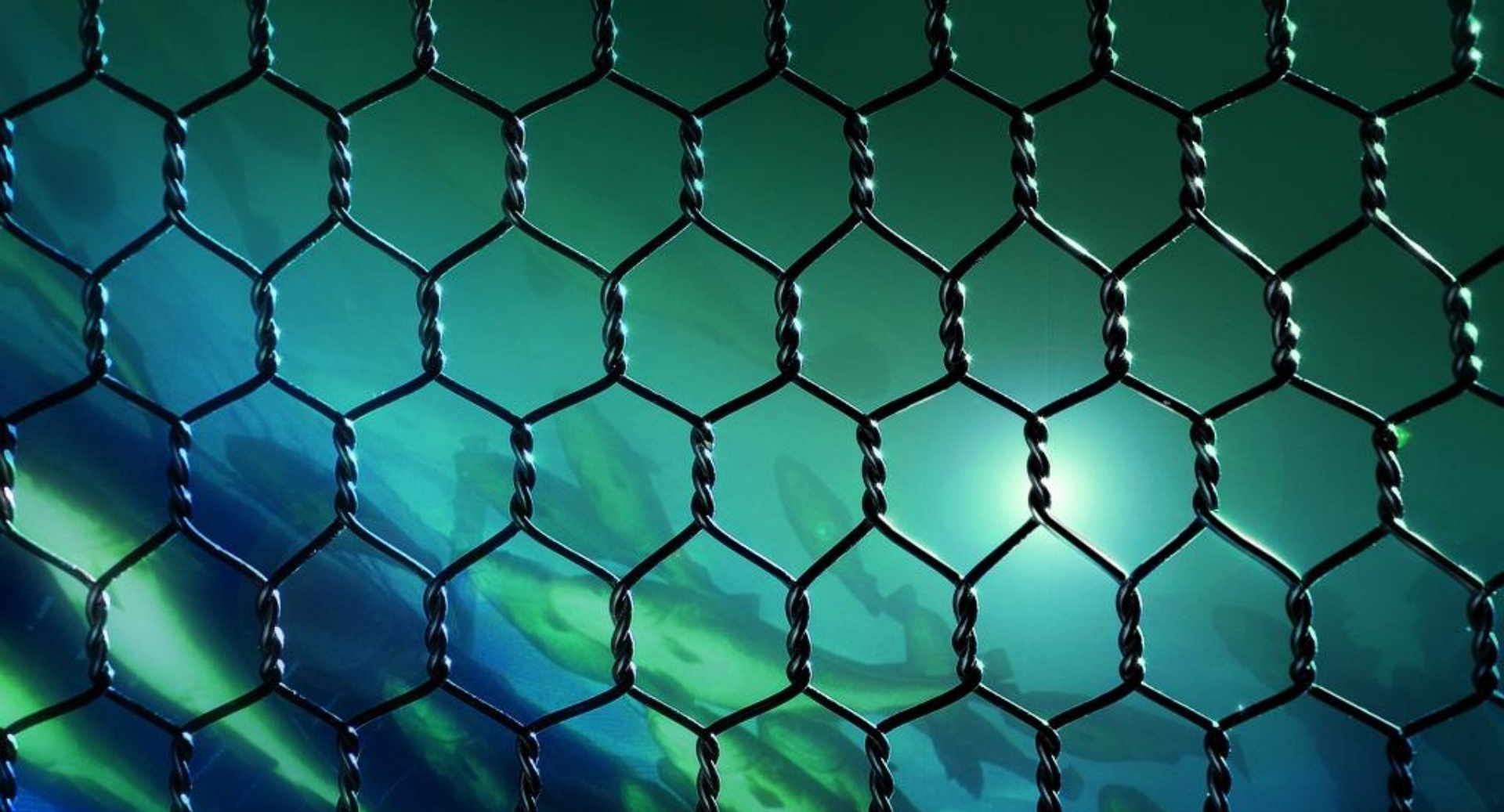




Increased profitability



- Operating revenues in Q3 was 226.7 MNOK compared to 212.3 in Q3 last year – an increase of 6.8%
- EBITDA in Q3 was 22.0 MNOK compared to 10.2 MNOK in Q3 last year - up 11.8 MNOK
- EBIT in Q3 was 13.8 MNOK versus 2.1 in Q3 last year - up 11.7 MNOK
- Order backlog at the end of 3Q was 260 MNOK versus 270 MNOK at the end of 3Q last year
- Uncertainty in regards to effect of low salmon prices especially in Norway, but activity level in Chile expected to stay high into 2012
- Still strong focus on operational improvements and costs
- Successful Aqua Nor – introduction of new barge design and EcoNet



Q3 2011 Financials





Q3 Financials – P&L group

P&L 2011 (MNOK)	2011 Q3	2010 Q3	2011 YTD	2010 YTD	2010 Total
OPERATING REVENUES	226,7	212,3	702,6	546,6	742,5
Operating costs excluding depreciations	204,8	202,1	643,8	547,8	752,4
EBITDA	22,0	10,2	58,8	-1,2	-9,9
Depreciation	8,2	8,1	23,9	23,2	31,0
EBIT	13,8	2,1	34,8	-24,4	-40,9
Net interest expense	-2,9	-3,2	-9,2	-8,4	-12,0
Other financial items	0,3	-0,5	1,0	1,1	2,0
Net financial items	-2,6	-3,7	-8,2	-7,3	-9,9
EBT	11,2	-1,7	26,6	-31,7	-50,9
Taxes	3,1	-0,1	6,2	-8,6	-13,3
NET PROFIT	8,1	-1,5	20,5	-23,1	-37,6
Revenue growth	6,8 %	7,3 %	28,5 %	5,6 %	23,9 %
EBITDA margin	9,7 %	4,8 %	8,4 %	-0,2 %	-1,3 %
EPS (NOK)	0,31	-0,09	1,02	-1,34	-2,19

- Operating revenues in Q3 226.7 MNOK vs 212.3 MNOK last year
 - Growth in Chile of over 300% compared to Q3 2010
- EBITDA in Q3 22.0 MNOK vs 10.2 MNOK last year, an increase of 11.8 MNOK
- EBIT in Q3 13.8 MNOK vs 2.1 MNOK last year, an increase of 11.7 MNOK
- Net profit in Q3 8.1 MNOK compared to negative -1.5 MNOK in Q3
- YTD EBIT 34.8 MNOK compared to negative - 23.1 MNOK at the end of Q3 2010 – an improvement of 57.9 MNOK



Q3 P&L segments - Hardware

P&L 2011 (MNOK)	2011 Q3	2010 Q3	2011 YTD	2010 YTD	2010 Total
HARDWARE					
OPERATING REVENUES	190,6	173,8	573,9	428,5	574,5
Operating costs excluding depreciations	167,7	163,3	515,4	414,4	557,6
EBITDA	22,9	10,5	58,6	14,1	16,8
Depreciation	6,2	5,3	17,8	14,5	19,7
EBIT	16,7	5,2	40,8	-0,4	-2,9

- Steady revenue stream in HW segment, supported by growing volume in Chile
- Still significant cage volume in Norway throughout Q3 despite normal seasonality in this market
- EBITDA of 22.9 MNOK compared to 10.5 MNOK in Q3 2010
- EBIT of 16.7 MNOK compared to 5.2 MNOK in Q3 2010





3 Q P&L segments - Software

P&L 2011 (MNOK)	2011 Q3	2010 Q3	2011 YTD	2010 YTD	2010 Total
SOFTWARE					
OPERATING REVENUES	25,1	24,7	82,4	76,3	106,1
Operating costs excluding depreciations	21,5	21,1	72,6	69,7	97,1
EBITDA	3,6	3,6	9,8	6,6	9,0
Depreciation	1,7	2,4	5,2	7,7	10,0
EBIT	2,0	1,2	4,7	-1,1	-1,0

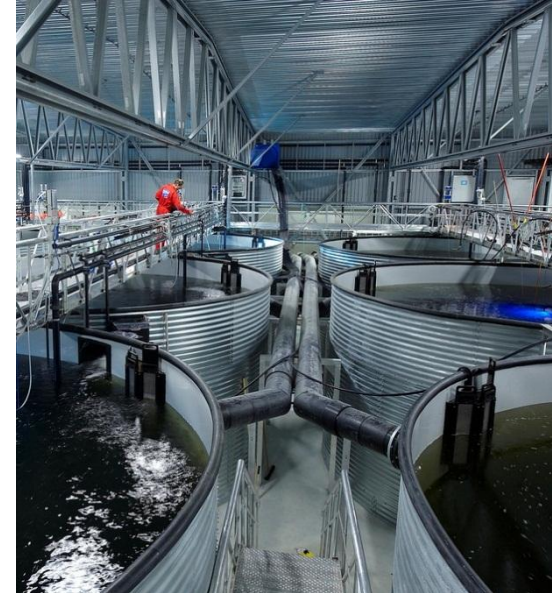
- Steady revenue stream in SW with healthy earnings in the quarter
- Revenue and earnings slightly improved compared with Q3 last year
- Icelandic operation profitable, but still slow due to economic downturn in the aftermath of financial crisis





Q3 P&L segments - RAS

P&L 2011 (MNOK)	2011 Q3	2010 Q3	2011 YTD	2010 YTD	2010 Total
RAS					
OPERATING REVENUES	11,0	13,8	46,2	41,8	62,0
Operating costs excluding depreciations	15,6	17,7	55,9	63,7	97,7
EBITDA	-4,6	-3,9	-9,7	-21,8	-35,8
Depreciation	0,3	0,5	1,0	1,0	1,3
EBIT	-4,9	-4,4	-10,6	-22,8	-37,0

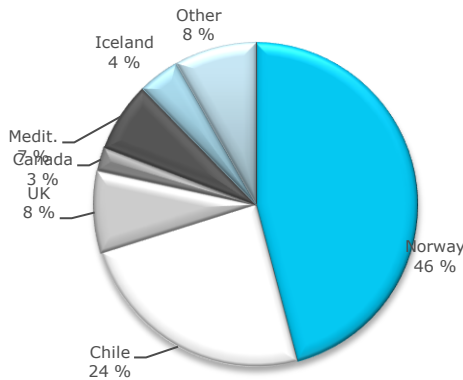


- RAS business area tuned for long term development and growth with adjusted cost base
- Operating revenues in Q3 at 11.0 MNOK compared to 13.8 MNOK in Q3 2010
- EBIT in Q3 minus 4.9 MNOK compared to minus 4.4 MNOK last year. 1.0 MNOK in special items related to old projects
- Prospect list subject to investment decisions inside and outside salmon industry



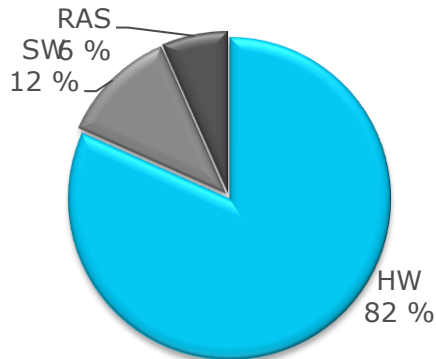
Market segments

Geographic segments Q3 2011



- Relative stable between regions from Q2 to Q3
- Chile growing importance at the expense of the other regions
- YTD Q3 2010 Chile represented 9%

Product Group Segments Q3 2011

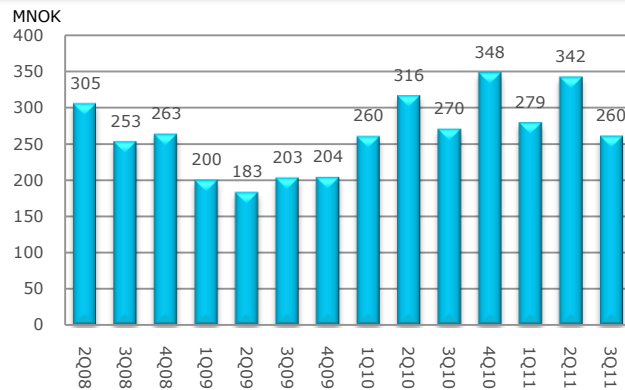


- HW= Hardware deliveries and services
Cages, barges, Feed Systems and other operational systems
- SW = Software and software systems
- RAS = Recirculation systems



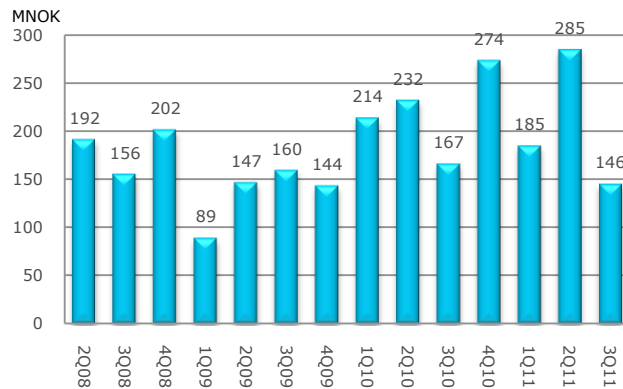
Order backlog and inflow

Order backlog (MNOK)



- The order backlog was 260 MNOK at the end of 3Q.
- A slight reduction from Q3 2010

Order inflow (MNOK)

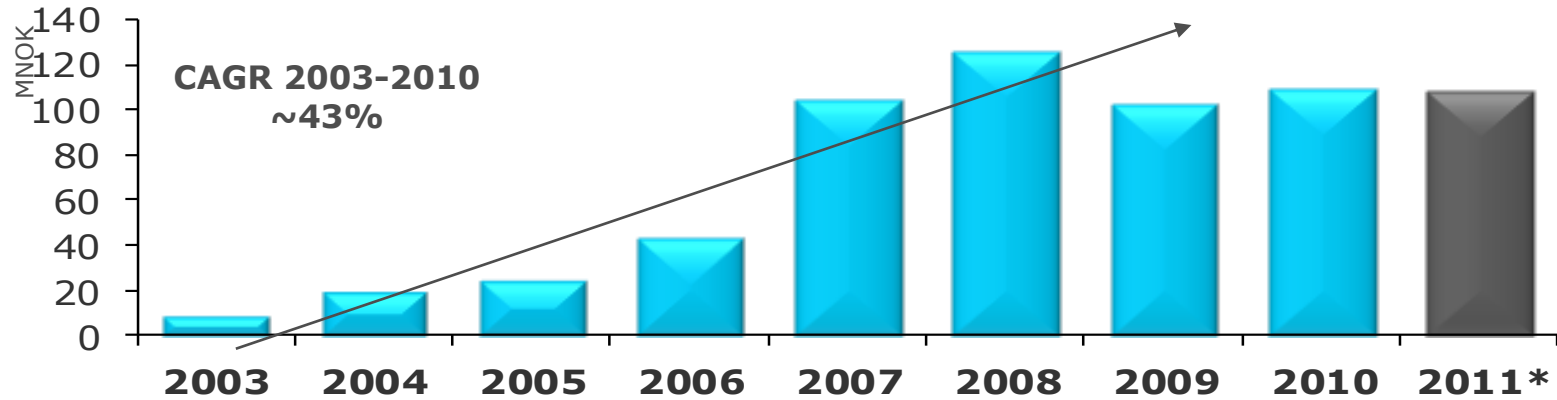


- Order inflow effected by the holiday season in the northern hemisphere
- Total order inflow in Q3 2011 was 146 MNOK vs. 167 MNOK in 2010.
- Uncertainty in regards to effect of low salmon prices going forward



New markets

AKVA group revenues within other species



* Sales and order backlog for delivery in 2011 per Q3 2011.



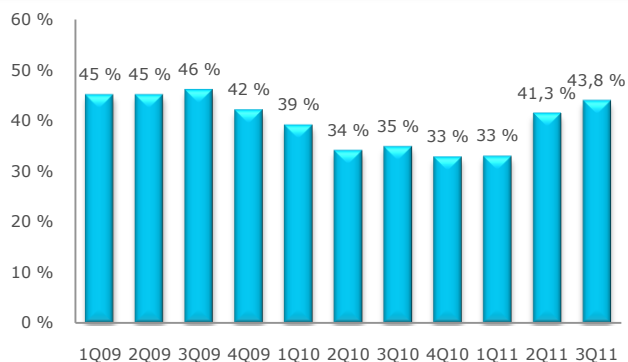
Balance Sheet

BALANCE SHEET (MNOK)	2011 30.09.	2010 30.09.	2010 31.12.
Intangible fixed assets	205,4	210,6	215,9
Fixed assets	39,6	37,9	41,6
Long-term financial assets	23,8	29,8	39,4
FIXED ASSETS	268,8	278,3	297,0
Stock	178,8	139,1	157,7
Trade receivables	216,3	175,0	177,8
Other receivables	39,9	26,5	19,6
Cash and cash equivalents	41,1	50,1	43,2
CURRENT ASSETS	476,1	390,7	398,2
TOTAL ASSETS	744,9	669,1	695,2
Paid in capital	355,5	267,1	267,1
Retained equity	-28,9	-34,1	-39,5
TOTAL EQUITY	326,6	233,0	227,6
Other long term debt	1,8	3,6	2,4
Long-term interest bearing debt	116,7	141,9	134,5
LONG-TERM DEBT	118,5	145,6	136,9
Short-term interest bearing debt	50,5	64,5	77,3
Other current liabilities	249,3	226,0	253,5
SHORT-TERM DEBT	299,8	290,5	330,8
TOTAL EQUITY AND DEBT	744,9	669,1	695,2
<i>Equity ratio</i>	43,8 %	34,8 %	32,7 %
<i>Net interest bearing debt</i>	126,0	156,4	168,6
<i>Net working capital</i>	185,6	114,6	101,6



Financial position

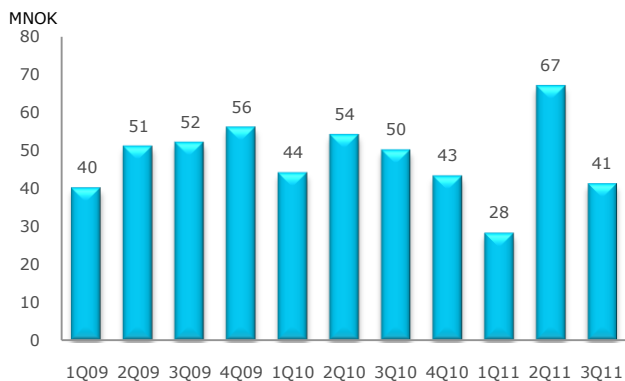
Equity (%)



Equity:

- Equity of 43,8% end Q3

Cash balance (MNOK)



Cash Position:

- Total available cash was 85 MNOK end of Q3
- Growth in working capital due to volume increase in Chile. Expected to be reduced in Q4



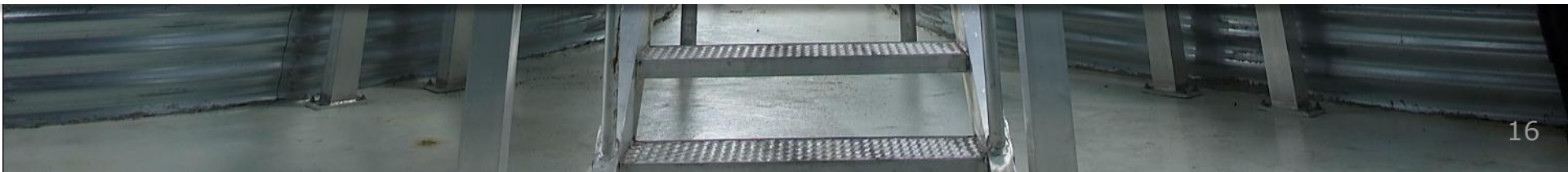
Cash flow statement

CASH FLOW STATEMENT (NOK 1 000)	2011 Q3	2010 Q3	2011 YTD	2010 YTD	2010 Total
Net cash flow from operational activities	-47 590	4 340	-38 765	-327	-793
Net cash flow from investment activities	-4 990	-4 633	-17 733	-13 534	-23 175
Net cash flow from financial activities	26 869	-4 035	54 453	5 807	8 966
Net cash flow	-25 711	-4 327	-2 046	-8 053	-15 002
Cash and cash equivalents at the beginning of the period	66 825	54 436	43 159	58 160	58 160
Cash and cash equivalents at the end of the period	41 114	50 108	41 114	50 108	43 159

- Investments in Q3 were 5.0 MNOK whereof 2.0 MNOK is capitalized R&D expenses in accordance with IFRS.

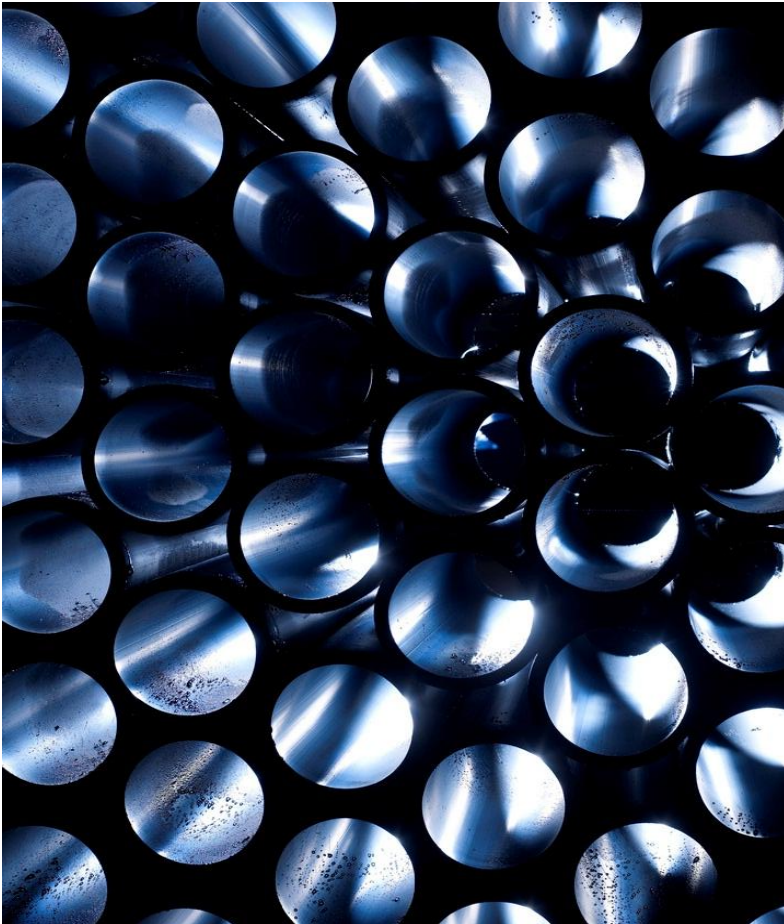


 **Outlooks**





Outlooks



- Uncertainty in regards to effects of low salmon prices especially in the Norwegian market going forward
- Q4 normally has lower activity due to seasonality, especially in the Norwegian cage segment
- The Chilean market developed strongly also in 3Q and business volume in 2011 will be well over 2010. Expected to sustain into 2012.
- Scotland and Canada shows stabile development into 2012
- Focus on growth in service and aftermarket to increase recurring business
- Focus on operational improvements and costs



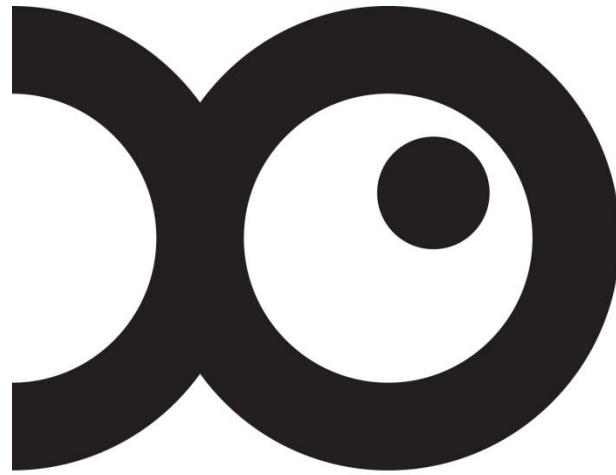
New barge design and EcoNet presented at Aqua NOR 2011





 Q & A





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