

# Strong growth in order inflow and order backlog



# Third quarter 2013 - HIGHLIGHTS

- 82% YoY increase in order inflow
  - Order backlog of 299 MNOK (200 MNOK)
  - Order inflow of 271 MNOK (149 MNOK)
  - High market activity continue into the fourth quarter
- Operationally and financially a slow quarter
  - Revenue of 180 MNOK (202 MNOK)
  - EBITDA of 8 MNOK (13 MNOK)
- The quarter is affected by:
  - The Nordic market being in between seasons
  - A challenging Chilean market further actions taken to adjust the operation in Chile
- Software continuing to perform well with positive outlooks
- Land based performing below our expectations. Good increase in order backlog gives promising signals for the next quarters.

## **YTD 2013**

- Operational revenue of 673 MNOK compared to 628 in YTD 2012 \*
- Operational EBITDA of 38 MNOK versus 33 in YTD 2012 \*

(\* 1H 2012 numbers above excluding the one-off gain of 29 MNOK from the sales of the Norwegian Maritech business in February 2012)



# **Revenues and profits for the Group**

(Figures in brackets = 2012 unless other is specified)

## **Operations and profit**

A quarter with high market activity resulting in good order inflow. However, financially this has been a slow quarter mainly due to the Nordic market being in between seasons with low cage based technology deliveries and Chile remains a challenge. In Chile our customers continue to face biological, operational and financial issues. Significant adjustments have been implemented for us to maintain a profitable business in Chile.

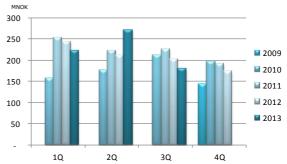
Total revenues in Q3 were 180.4 MNOK (202.0) with an EBITDA of 7.5 MNOK (12.5). EBIT was -0.9 MNOK (4.2).

Net financial items in Q3 was -1.2 million (-2.7), resulting in a profit before tax of -2.1 MNOK (1.4). Net profit was -1.6 MNOK (0.9) after allowing for taxes of -0.4 MNOK (0.5).

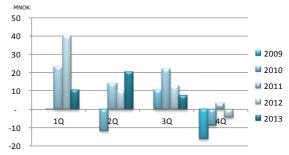
YTD Q3 2013 revenues were 672.8 MNOK (657.2) with an EBITDA of 38.2 MNOK (62.2). YTD EBIT Q3 2013 was 13.4 MNOK (36.9).

The YTD 2012 revenue and margins are affected by the one off gain related to the sale of the Norwegian Maritech business in Q1 2012. The gain was 29 MNOK.

## **Quarterly revenue**



## **Quarterly EBITDA**

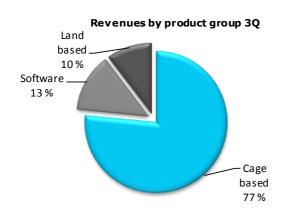


### **Business segments**

AKVA group has organized its business into three technology segments;

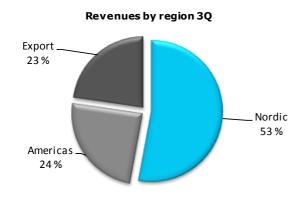
- Cage based technologies (CBT): Includes cages, barges, feed systems and other operational technologies and systems for cage based aquaculture,
- Land based technologies (LBT): Includes recirculation systems and technologies for land based aquaculture, and
- Software (SW): Includes software solutions and professional services.





AKVA group also has organized its business into three geographical segments;

- Nordic: Includes the Nordic countries,
- Americas: Includes Americas and Oceania, and
- Export: Includes the rest of the world.



The following information is divided into the three technology segments. Comments on the geographical segments are included if and when relevant.

## Cage based technologies (CBT)

CBT had revenues in Q3 of 138.1 MNOK (169.2). Revenue in the Nordic region was 58.4 MNOK (82.1), in the Americas region 39.1 MNOK (74.7)

and in the Export region 40.6 MNOK (12.3).

EBITDA for CBT in Q3 was 2.8 MNOK (8.5) resulting in an EBITDA margin of 2.0% (5.1%). EBIT in Q3 was -3.9 MNOK (2.0) representing an EBIT margin of -2.8% (1.2%).

The Nordic cage based technology market has been slow in the third quarter. After a good second quarter we have experienced a quiet midseason. However, significant increase in order backlog during the third quarter builds confidence for the next quarters.

We have experienced continued decline in revenues in Chile also this quarter compared to last year. This is as expected and we continue to maintain positive margins due to significant reductions in our cost base also in Q3. A further action to adjust the operation is initiated.

Both Scotland and Turkey is performing well in Q3 with improved margins and revenues.

Export has good deliveries into emerging markets in Q3 with large projects in Russia and Saudi Arabia. Export signed the third contract with Russian Sea in October with a total contract value of MNOK 50 to be delivered in Q1 and Q2 2014.

YTD Q3 2013 revenues for CBT were 542.2 MNOK (525.2) with an EBITDA of 29.9 MNOK (29.8). EBIT was 10.0 MNOK (9.8) after depreciations of 19.9 MNOK (20.0).

## Software (SW)

Software continues to deliver stable revenues and solid margins.



Revenue for SW in Q3 was 23.9 MNOK (20.9). The EBITDA was 6.6 MNOK (3.4) resulting in an EBITDA margin of 27.7% (16.5%) and an EBIT of 5.2 MNOK (2.0) representing an EBIT margin of 21.8% (9.3%).

Our three software companies; AKVA group Software AS (Norway), Wise Ehf (Iceland) and Wise Dynamics Inc (Canada) are all continuing to contribute with positive margins.

Software continues to invest in new product modules to be launched throughout 2013. These product modules are strengthening the financial performance of the SW segment.

YTD Q3 2013 operating revenues for SW were 71.5 MNOK (98.5) with an EBITDA of 14.5 MNOK (37.5). EBIT was 10.6 MNOK (32.9) after depreciation of 3.9 MNOK (4.6).

YTD 2012 financials includes one month of revenue in the Norwegian Maritech business and the gain related to the sale of this business in February 2012 of 29 MNOK.

# Land Based Technologies (LBT)

LBT had revenues in Q3 of 18.4 MNOK (12.0) with an EBITDA of -1.9 MNOK (0.5) and an EBIT of -2.2 MNOK (0.3). The financial performance does not meet our expectations.

There have been increased revenues in AKVA group Denmark. Plastsveis AS being included from Q2 2013 also contributes to increased revenues in the land based area.

Margins have been influenced by a weak midseason for land based technologies and delay in closing of significant new contract till the end of the quarter.

Good order inflow during the quarter is expected to materialize in increased financial performance going forward.

The Land Based Technology segment is significantly strengthened through acquisition of Plastsveis AS in Q1 2013.

YTD Q3 2013 operating revenues were 59.1 MNOK (33.5) and YTD EBITDA was -6.2 MNOK (-5.1). The YTD EBIT was -7.2 MNOK (-5.8)

#### Balance sheet and cash flow

The balance sheet continues to be solid with good development on our balance sheet – KPIs; Net Interest Bearing Debt, Working Capital and Equity.

The working capital in the group balance sheet, defined as non-interest bearing current assets less non-interest bearing current liabilities was 147.3 MNOK at the end of Q3, compared to 162.3 MNOK at the end of Q3 2012.

Net interest-bearing debt was 107.6 MNOK at the end of Q3 compared to 86.5 MNOK at the end of Q3 2012. Gross interest-bearing debt was at the end of Q3 138.1 MNOK versus 133.3 MNOK at the end of Q3 2012. The purchase of 70% of the shares in Plastsveis AS in Q1 2013 increased net interest-bearing debt by 18 MNOK and gross interest-bearing debt by 9 MNOK.

Cash and unused credit facilities amounted to 68 MNOK at the end of Q3 versus 95 MNOK at the end of Q3 2012. The total credit facility at Sandnes Sparebank is 90 MNOK.



Plastsveis AS is included in the consolidated balance sheet from March 31st, 2013.

Total assets and total equity amounted to 681.0 MNOK and 341.8 MNOK respectively, resulting in an equity ratio of 50.2% vs 51.9% at the end of Q3 2012.

Investments in Q3 2013 amounted to 8.5 MNOK of which 3.4 MNOK was capitalized R&D expenses in accordance to IFRS. YTD investments were 28.5 MNOK whereof 13.4 MNOK is capitalized R&D expenses in accordance with IFRS. Investments in 2012 were 39.8 MNOK whereof 15.8 MNOK is capitalized R&D expenses in accordance with IFRS.

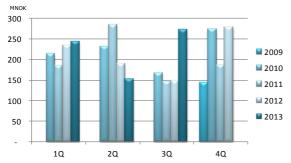
#### Shareholder issues

Earnings per share for Q3 were -0.06 NOK (0.04). The calculation is based on 25,834,303 (25,834,303) shares average and excluding non-controlling interests net profit.

The 20 largest shareholders at the end of the quarter are listed in note 4.

#### Market and future outlook

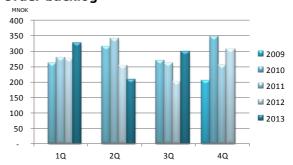
#### **Order inflow**



High market activity has materialized in a good order inflow in Q3 with an 82% increase year on year. The order

inflow in Q3 was 271 MNOK (149). The order backlog at the end of Q3 was 299 MNOK (200). The strong order inflow continues into Q4 with Nordic and Export being the main drivers.

#### Order backlog



We maintain our positive outlook in the Nordic market for the coming quarters. Significant growth in salmon prices into 2013 drives demand for technology and services. Last quarters increase in order backlog and continued high activity in the market in to Q4 strengthen this assumption.

In Chile the industry investments are influenced by financial, operational and biological uncertainty. We are monitoring the market closely and adjusting our operation further according to the development.

We have good expectations for the quarters to come in the UK and Canadian market, this despite local fish health issues.

Performance in Export is expected to be good in the next quarters due to deliveries of large projects, including the newly signed third contract with Russian Sea. A promising prospect mass also underlines our positive outlook.

Land based is expected to have positive development in the next



quarters due to increase in order backlog in Q3.

Effort to build service and aftersales as a key business element in all markets and segments continues to pay off.

## Selected disclosure notes

Note 1 General information and basis for preparation

AKVA group consists of AKVA group ASA and its subsidiaries. There have been no significant changes in the Group's legal structure since year-end 2012, except from AKVA group ASAs purchase of 70% of the shares in Plastsveis AS in March 2013. Please the **Q1** 2013 report notifications to the Oslo Stock Exchange in Q1 2013 for more details about the Plastsveis AS acquisition.

The condensed consolidated interim financial statements are unaudited. As a result of rounding differences, numbers or percentages may not add up to the total. The consolidated financial statements for the Group for the year ended 31 December 2012 are available upon request from the company's registered head office at Nordlysveien 4, 4340 Bryne, Norway or at www.akvagroup.com.

These interim financial statements are prepared in accordance with International Financial Reporting Standards and interpretations (IFRS), issued by the International Accounting Standards Board (IASB) and as adopted by EU (EU-IFRS), International including Accounting Standard 34, Interim Financial Reporting. The quarterly report does not include all information and disclosures required in the annual financial statements and should be read in connection with the Group's Annual Report for 2012.

# Note 2 Business segments

AKVA group is organized in three business segments; Cage based technologies, Software and Land based technologies.

The same accounting principles as described for the Group financial statements have been applied for the seament reporting. Inter-seament transfers or transactions are entered into under normal commercial terms and conditions, and the measurement used in the segment reporting is the same as used for the transactions.

Note 3 Recognition and measurement of assets and liabilities in connection with the Plastsveis AS acquisition

The recognition and measurement of assets and liabilities in connection with the Plastsveis AS acquisition is not final in the consolidated financial statement as of March 31st, 2013. IFRS 3 permits adjustments to items recognized in the original accounting business combination, maximum of one year after the acquisition date, if and when new information about facts and circumstances existina at the acquisition date is obtained. AKVA group will make a final assessment before this one year period comes to an end.



Shareholders	Citizenship	Number of shares held	Ownership
EGERSUND GROUP AS	NOR	22 583 655	87,42
MOLAUG KNUT	NOR	404 838	1,57
MP PENSJON PK	NOR	380 000	1,47
OLE MOLAUG EIENDOM A	NOR	338 692	1,31
KLUGE GUNNAR	NOR	169 960	0,66
MOLAUG OLE	NOR	167 192	0,65
HAVBRUKSCONSULT AS	NOR	166 000	0,64
UBS AG A/C OMNIBUS-DISCLOSE NOM	CHE	111 000	0,43
NEDREBØ ANNE HELGA	NOR	101 750	0,39
HAVREVOLL INGRID	NOR	99 750	0,39
SKJÆVELAND ODD	NOR	75 750	0,29
GILJE BERGLJOTMOLAUG	NOR	67 644	0,26
MOLAUG INGRID	NOR	66 950	0,26
GJØVIK JAN ARVE	NOR	63 961	0,25
FAGERHEIM ARNE MELVIN	NOR	54 478	0,21
KIELLAND BERNHARD	NOR	52 079	0,20
QUINTER THOMAS FIDEL	CHE	50 220	0,19
BLYTH PETER JOHN	AUS	48 593	0,19
MOLAUG GUNHILD HELEN	NOR	48 300	0,19
KVERNELAND AKSEL	NOR	40 164	0,16
20 largest shareholders		25 090 976	97,13
Other shareholders		743 327	2,87
Total shares		25 834 303	100,00



### Statement from the Board and Chief Executive Officer

We confirm that, to the best of our knowledge, the condensed set of financial statements for the period 1 January to 30 September 2013, which have been prepared in accordance with IAS 34 Interim Financial Statements gives a true and fair view of the Company's consolidated assets, liabilities, financial position and results of operations, and that the interim management report includes a fair review of the information required under the Norwegian Securities Trading Act section 5-6 fourth paragraph.

Lovund, October 29<sup>th</sup>, 2013 Board of Directors, AKVA group ASA

Hans Kristian Mong (Chairperson)

Anné Breiby (Deputy Chairperson)

Title 11 a

Aino Olaisen

Ingvald Løyning

Fiving Brendryen

Frode Teigen

Tore Obrestad

Frond Williksen

(CEO)



# Main figures from financial accounts

INCOME STATEMENT (NOK 1000)	2013 3Q	2012 3Q	2013 YTD	2012 YTD	2012 Total
OPERATING REVENUES	180 420	202 041	672 766	657 222	831 530
Operating costs ex depreciations  OPERATING PROFIT BEFORE DEPR.(EBITDA)	172 892 <b>7 529</b>	189 551 <b>12 490</b>	634 545 <b>38 221</b>	594 998 <b>62 224</b>	773 714 <b>57 816</b>
Depreciation	8 417	8 318	24 820	25 280	31 112
OPERATING PROFIT (EBIT)	-888	4 172	13 401	36 944	26 704
Net interest expense	-2 347	-1 654	-5 846	-5 946	-8 172
Other financial items	1 181	-1 081	-546	457	-1 154
Net financial items	-1 166	-2 735	-6 392	-5 489	-9 325
PROFIT BEFORE TAX	-2 055	1 437	7 009	31 455	17 379
Taxes	-425	515	3 381	8 839	7 105
NET PROFIT	-1 630	922	3 628	22 616	10 274
Net profit (loss) attributable to:					
Non-controlling interests	-76		-426	-	-
Equity holders of AKVA group ASA	-1 554	922	4 054	22 616	10 274
Earnings per share equity holders of AKVA group ASA	-0,06	0,04	0,16	0,88	0,40
Average number of shares outstanding (in 1 000)	25 834	25 834	25 834	25 834	25 834
BALANCE SHEET			2013	2012	2012
(NOK 1000)			30.9.	30.9.	31.12.
Intangible fixed assets			224 111	200 406	201 247
Fixed assets			51 725	42 962	45 763
Long-term financial assets			27 789	29 938	31 493
FIXED ASSETS			303 625	273 306	278 503
Stock			158 831	177 375	161 736
Trade receivables			153 729	129 821	163 133
Other receivables			34 286	40 056	32 407
Cash and cash equivalents			30 486	46 763	36 797
CURRENT ASSETS			377 332	394 015	394 073
TOTAL ASSETS			680 958	667 321	672 576
Paid in capital			355 549	355 549	355 549
Retained equity			-16 067	-9 093	-30 275
Equity attributable to equity holders of AKVA group ASA			339 482	346 456	325 274
Non-controlling interests			2 330		
TOTAL EQUITY			341 812	346 456	325 274
Other long term debt			1 535	2 577	2 329
Long-term interest bearing debt			60 445	72 476	67 435
Long-term debt			61 980	75 053	69 765
Short-term interest bearing debt			77 624	60 822	75 925
Other current liabilities			199 542	184 989	201 612
SHORT-TERM DEBT			277 166	245 811	277 537
TOTAL EQUITY AND DEBT			680 958	667 321	672 576
CHANGES IN EQUITY	2013	2012	2013	2012	2012
(NOK 1000)	3Q	3Q	YTD	YTD	YTD
Book equity before non-controlling interests at the beginning of the period	341 557	346 857	325 274	323 771	323 771
The period's net profit	-1 554	922	4 054	22 616	10 274
Capital increase	-	-	-	-	-
Share issue costs Gains/(losses) on cash flow hedges (fair value)	410	-332	- 279	- -452	1 839
Utbytte/Dividend	-	-332	-	-432	1 039
Change in pension liability recorded against equity	-	-	-	-	10
Recording of option agreement	-	-	-	-	31
Translation differences	1 474	-991	9 874	522	-10 650
Equity before non-controlling interests	341 888	346 456	339 482	346 456	325 274
Non-controlling interests	-76	-	2 330	-	-
Book equity at the end of the period	341 812	346 456	341 812	346 456	325 274



CASH FLOW STATEMENT	2013	2012	2013	2012	2012
(NOK 1000)	3Q	3Q	YTD	YTD	YTD
Net cash flow from operations	6 588	9 447	31 578	26 939	16 995
Net cash flow from change in w orking capital	-11 494	-9 102	17 319	19 847	24 648
Net cash flow from operational activities	-4 905	345	48 897	46 786	41 642
Net cash flow from investment activities	-8 440	-6 844	-46 403	11 495	-3 221
Net cash flow from financial activities	5 113	-4 750	-8 805	-48 753	-38 857
Net cash flow	-8 232	-11 249	-6 310	9 529	-435
Cash and cash equivalents at the beginning of the period	38 718	58 011	36 797	37 232	37 232
Cash and cash equivalents at the end of the period	30 486	46 761	30 486	46 761	36 797

BUSINESS SEGMENTS	2013	2012	2013	2012	2012
(NOK 1000)	3Q	3Q	YTD	YTD	YTD
Cage based technologies					
Nordic operating revenues	58 390	82 137	295 436	219 676	264 766
Americas operating revenues	39 113	74 710	129 818	234 575	302 690
Export operating revenues	40 595	12 330	116 899	70 948	89 528
TOTAL OPERATING REVENUES HARDWARE	138 098	169 177	542 153	525 199	656 984
Operating costs ex depreciations	135 319	160 629	512 238	495 409	636 357
OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)	2 779	8 548	29 915	29 789	20 627
Depreciation	6 636	6 583	19 927	19 959	26 494
OPERATING PROFIT (EBIT)	-3 857	1 965	9 987	9 831	-5 866
Software					
Nordic operating revenues	19 350	14 796	57 511	82 790	102 505
Americas operating revenues	4 197	5 677	12 840	14 508	18 324
Export operating revenues	372	411	1 193	1 230	1 613
OPERATING REVENUES	23 918	20 884	71 544	98 528	122 443
Operating costs ex depreciations	17 295	17 436	57 011	61 004	79 717
OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)	6 623	3 448	14 533	37 525	42 726
Depreciation	1 420	1 496	3 920	4 593	2 189
OPERATING PROFIT (EBIT)	5 203	1 952	10 613	32 931	40 537
Land based technologies					
Nordic operating revenues	17 724	7 608	56 065	25 891	40 268
Americas operating revenues	680	4 372	3 005	7 603	11 835
Export operating revenues	-	-	-	-	-
OPERATING REVENUES	18 404	11 980	59 070	33 495	52 103
Operating costs ex depreciations	20 278	11 486	65 296	38 584	57 640
OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)	-1 874	494	-6 227	-5 090	-5 537
Depreciation	360	239	973	728	2 429
OPERATING PROFIT (EBIT)	-2 235	255	-7 199	-5 818	-7 966



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