

# **Completing the best year ever**



# Fourth quarter and year end 2014 - HIGHLIGHTS

- Improved financial performance YoY in a traditionally low season quarter
- Positive development in Chile
- Strong order backlog
- Completing the best year ever for AKVA group ASA
- Dividend of 25.8 MNOK paid in December and launch of dynamic dividend policy



# **Revenues and profits for the Group**

(Figures in brackets = 2013 unless other is specified)

# **Operations and profit**

AKVA group has in Q4 experienced improved financial performance year on year in what traditionally is a low season quarter for AKVA group.

The cage based segment in Nordic continues with good performance, though product mix reduces margins compared to previous quarters in 2014. Chile completed the year with a good Q4, confirming the improved market situation.

High market activity during Q4 has materialized in the second best order backlog ever for AKVA group.

AKVA group is completing the best year ever, with a revenue growth of 36% compared to 2013 and an increase in EBITDA of 120% compared to 2013. 2014 revenue and EBITDA ended on 1.246 MNOK and MNOK 103 respectively.

Balance sheet at the end of 2014 is also stronger than ever. Refinancing all interest bearing debt with improved terms and conditions and the introduction of a dynamic dividend policy with the first payment of MNOK 25.8 in December 2014, was two of the financial highlights in 2014.

Total revenues in Q4 was 305.0 MNOK (245.9) with an EBITDA of 13.4 MNOK (8.7). EBIT was 3.9 MNOK (0.4).

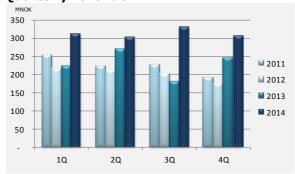
Net financial items in Q4 was -1.6 MNOK (-2.9), resulting in a profit before tax of 2.3 MNOK (-2.4). Net profit was 8.6 MNOK (-1.3) after

allowing for taxes of -6.4 MNOK (-1.2).

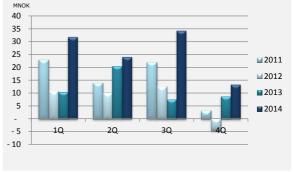
2014 revenues was 1.246.1 MNOK (918.7) with an EBITDA of 103.4 MNOK (46.9). YTD EBIT for 2014 was 67.6 MNOK (13.8).

2014 net financial items was -4.7 MNOK (-9.2), resulting in a profit before tax of 62.9 MNOK (4.6). Net profit was 54.5 MNOK (2.4) after allowing for taxes of 8.4 MNOK (2.2).

#### Quarterly revenue



# **Quarterly EBITDA**



\* The Q1 2012 revenue and EBITDA bars above are excluding the 29 MNOK gain related to the sale of the Norwegian Maritech business.

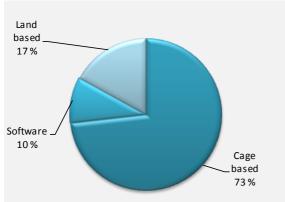


# **Business segments**

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.

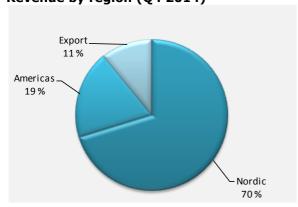
Revenue by segments (Q4 2014)



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.

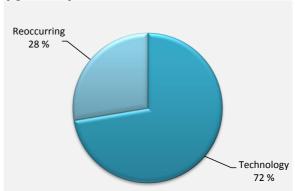
Revenue by region (Q4 2014)



AKVA group also divide its business between reoccurring and non-reoccurring business;

- Technology: Revenue based on one-off sales
- Reoccurring: Revenue based on a reoccurring revenue streams

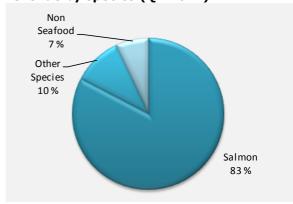
Revenue by technology and reoccurring (Q4 2014)



AKVA group business may also be divided between revenue from equipment and services to salmon, other species and non-seafood;

- Salmon: Revenue from technology and services sold to production of salmon
- Other species: Revenue from technology and services sold to production of other species than salmon
- Non Seafood: Revenue from technology and services sold to non seafood customers

Revenue by species (Q4 2014)





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 revenues in Q4 was 223.3 MNOK (181.8). Revenue in the Nordic region was 140.8 MNOK (108.4), in the Americas region 50.0 MNOK (42.7) and in the Export region 32.6 MNOK (30.7).

EBITDA for CBT in Q4 was 9.8 MNOK (0.6) resulting in an EBITDA margin of 4.4% (0.3%). EBIT in Q4 was 2.7 MNOK (-5.6) representing an EBIT margin of 1.2% (-3.1%).

#### Nordic

Q4 is low season for CBT Nordic. However, revenue and margins are stabilizing on a higher level compared to same period in 2013. Change in product mix is the main explanation in reduced margin compared to previous quarters.

#### Americas

Chile had a good quarter and the positive development in the market continued. However, we continue to monitor the development closely.

Canada completed a very good year, despite a slightly slower Q4 due to lower technology deliveries in the quarter.

#### **Export**

Our export department has lower activity in this quarter. No profit or loss from the announced Russian contract is included in 2014.

In Q4 UK continued with stable but slightly slower performance than previous quarters. The quarter

concludes a very good year for our UK operation.

Our Turkey operation has a good quarter and a profitable year.

2014 revenues for CBT was 972.6 MNOK (724.0) with an EBITDA of 87.8 MNOK (30.5). EBIT was 61.1 MNOK (4.4) after depreciations of 26.7 MNOK (26.0).

# Software (SW)

Revenue for SW in Q4 was 29.6 MNOK (26.2). The EBITDA was 4.2 MNOK (4.9) resulting in an EBITDA margin of 14.1% (18.8%) and an EBIT of 2.3 MNOK (3.5) representing an EBIT margin of 7.7% (13.3%).

AKVA group Software AS in Norway continues to deliver stable revenue and good margins and have ended another good year financially.

Wise Lausnir ehf in Iceland has had a good second half of 2014. This combined with a slightly slower start of the year, completes a decent full year 2014 financially.

Software continues to invest in new product modules. These product modules will strengthen the financial performance of the SW segment further.

2014 operating revenues for SW was 106.7 MNOK (97.7) with an EBITDA of 15.3 MNOK (19.5). EBIT was 8.2 MNOK (14.1) after depreciation of 7.1 MNOK (5.4).

## Land Based Technologies (LBT)

LBT had revenues in Q4 of 52.1 MNOK (37.9) with an EBITDA of -0.6 MNOK (3.2) and an EBIT of -1.2 MNOK (2.5).



LBT have increased activity and improved performance in 2014 compared to previous years. AKVA group Denmark is profitable in 2014.

Despite significant financial improvement over the last years, we are still not satisfied with the overall performance. However, we believe improved organization, controlled cost and cash flow will secure profitable operation going forward.

2014 operating revenues in LBT was 166.7 MNOK (97.0) with an EBITDA of 0.3 MNOK (-3.0) and an EBIT of -1.6 MNOK (-4.7)

#### **Balance sheet and cash flow**

The balance sheet remains strong.

The working capital in the group balance sheet, defined as non-interest bearing current assets less non-interest bearing current liabilities was 126.5 MNOK at the end of 2014, compared to 106.5 MNOK at the end of 2013. Working capital in percentage of 12 months rolling revenue has improved YoY from 12% to 10%. We are able to reduce the working capital during the year despite significant activity ramp up in 2014.

Cash and unused credit facilities amounted to 144 MNOK at the end of 2014 versus 96 MNOK at the end of 2013. The total credit facility at Danske Bank is 90 MNOK. Significantly improved available cash during the year is mainly due to strong cash flow from operations.

Net interest-bearing debt was 89 MNOK at the end of 2014 compared to 75 MNOK at the end of 2013. Gross interest-bearing debt was at the end

of 2014 142 MNOK versus 133 MNOK at the end of 2013.

Refinancing the interest bearing debt in January 2014 reduced the short-term debt and increased the long-term debt for the Group. As a consequence the short term interest bearing debt at the end of 2014 is only the next 12 months installments on the long term debt. This is in accordance to current IFRS requirements.

YesMaritime AS was included in the consolidated balance sheet from Q2 2014 and Rogaland Sjøtjenester AS was included in the consolidated balance sheet from Q3 2014.

Investments in Q4 2014 amounted to 18.6 MNOK of which 6.8 MNOK was capitalized R&D expenses in accordance to IFRS. Investments in 2014 was 49.8 MNOK whereof 17.9 MNOK is capitalized R&D expenses in accordance to IFRS. Total investments in 2013 was 39.9 MNOK whereof 16.5 MNOK was capitalized R&D expenses in accordance with IFRS.

Return on capital employed (ROCE) was 14.1% in 2014 compared to 3.3% in 2013.

Total assets and total equity amounted to 903.8 MNOK and 389.3 MNOK respectively, resulting in an equity ratio of 43.1% (46.9%) at the end of 2014.

# Shareholder issues

Earnings per share in Q4 2014 was 0.34 NOK (-0.05) and earnings per share in 2014 was 2.13 NOK (0.11). The calculations are based on 25,834,303 (25,834,303) shares average.



The 20 largest shareholders are presented in note 4 in this report.

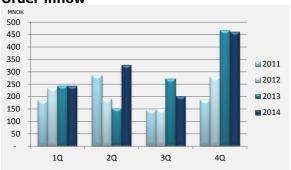
# Disclosure of large shareholdings - Egersund Group's reduction in shareholding completed

On February 4th, 2015 the following stock notice was issued by Egersund Group AS: Egersund Group AS have today sold 3.700.000 shares in AKVA group ASA ("AKVA") to a price of 26.40 per share. After this transaction Egersund Group AS owns 13.203.105 shares in AKVA corresponding to 51,11% of the shares outstanding, which is a long term desired level of ownership for Egersund Group AS. This reduction in shareholdings is in correspondence with what Egersund Group have communicated earlier. Egersund Group is represented in the Board of AKVA with Hans Kristian Mong (Chairman) and Frode Teigen (Board Member).

An updated overview of the 20 largest shareholders is available on AKVA group's investor relations webpage, http://ir.akvagroup.com/investor-relations/the-share/largest-shareholders.

#### Market and future outlook

#### **Order inflow**

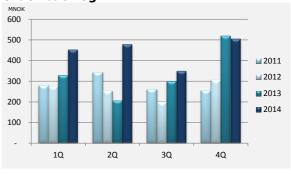


We have experienced good market activity in Q4. The order inflow in Q4 was 460 MNOK (467). The order

backlog at the end of Q4 was 504 MNOK (520). This is the second highest order inflow in a quarter and the second highest order backlog at the end of a quarter ever for AKVA group.

Only 5.9 MNOK of the Russian contract announced in November 2014 with updated announcement in January 2015 is included in Q4 order inflow / order backlog.

### Order backlog



Our positive outlook in all market segments is maintained.

The strong demand in the Nordic market is expected to last into the next quarters. The demand is driven by high salmon prices, which is fuelling investments in increased efficiency and sustainable solutions for cage based and land based operations.

Strong development is expected in the Chilean market, driven by increased investments by main players to extend and enhance more sustainable operations. We are monitoring the market closely and will adjust our operation according to the development.

Our UK and Canadian operations are expected to continue to perform well in the next quarters with a significant order backlog and a large portion of reoccurring business.



Land based is expected to have a positive development with a growing prospect mass in several market segments. Prospects in the salmon industry are growing in particular. Earnings are expected to be more stable going forward.

Export sales to emerging markets will continue to fluctuate short term, but represents a large potential over time.

We continue our effort to build service and after sales as a key business element in all markets and segments. Introduction of a rental model in the Norwegian market is expected to give positive financial effects going forward.

#### 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 2013. YesMaritime AS was included as a 100% owned subsidiary of AKVA group ASA from April 1st, 2014. Please see the Q4 2013 report and notifications to the Oslo Exchange in Q1 2014 for more details about the YesMaritime AS acquisition. Rogaland Sjøtjenester AS included as a 100% owned subsidiary of YesMaritime AS from May 1st, 2014 with insignificant financial numbers in 2014.

The condensed consolidated interim financial statements are unaudited. Because of rounding differences, numbers or percentages may not add up to the total. The consolidated financial statements for the Group for the year ended December 31<sup>st</sup>, 2013 are available upon request from the

company's registered head office at Nordlysveien 4, 4340 Bryne, Norway or at http://ir.akvagroup.com/investorrelations/financial-info-/annual-reports. These interim financial statements are accordance with prepared in International Financial Reporting Standards and interpretations (IFRS), by the International as issued Accounting Standards Board (IASB) and as adopted by EU (EU-IFRS), includina International Accounting Standard Interim 34, Financial Reporting. The quarterly report does all information include disclosures required in the annual financial statements and should be read in connection with the Group's Annual Report for 2013.

### Note 2 Business segments

AKVA group is organized in three business segments; Cage based technologies, Software and Land technologies. The based same accounting principles as described for the Group financial statements have applied for the segment reporting. Inter-segment 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 actual transactions.

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

The recognition and measurement of assets and liabilities in connection with the YesMaritime AS acquisition is final in the consolidated financial statement as of December 31st, 2014. IFRS 3 adjustments permits to recognized in the original accounting business combination, for maximum of one year after acquisition date, if and when new information about facts and



circumstances existing at the acquisition date is obtained.

Note 4 Top 20 shareholders as of December 31th, 2014

Shareholders	Citizenship	Number of shares held	Ownershi
EGERSUND GROUP AS	NOR	16 903 105	65,43
MP PENSJON PK	NOR	693 800	2,69
VERDIPAPIRFONDET DNB SMB	NOR	600 000	2,32
STATOIL PENSJON	NOR	399 055	1,54
VERDIPAPIRFONDET OMEGA INVESTMENT	NOR	385 300	1,49
ROGALAND SJØ AS	NOR	343 550	1,33
OLE MOLAUG EIENDOM AS	NOR	338 692	1,31
VPF NORDEA KAPITAL	NOR	301 700	1,17
MERTOUN CAPITAL AS	NOR	300 000	1,16
VERDIPAPIRFONDET ALFRED BERG GAMBA	NOR	289 000	1,12
MOLAUG KNUT	NOR	273 956	1,06
VERDIPAPIRFONDET EIKA ALPHA VPF	NOR	208 100	0,81
CAMY HOLDING AS	NOR	200 000	0,77
DAHLE BJØRN	NOR	196 300	0,76
SIX SIS AG	CHE	170 000	0,66
MOLAUG OLE	NOR	167 192	0,65
HAVBRUKSCONSULT AS	NOR	166 000	0,64
UBS AG, LONDON BRANCH	GBR	144 500	0,56
KLUGE GUNNAR	NOR	135 579	0,52
ARCTIC SECURITIES AS MEGLERKONTO	NOR	123 266	0,48
20 largest shareholders		22 339 095	86,47
Other shareholders		3 495 208	13,53
Total shares		25 834 303	100,00

An updated overview of the 20 largest shareholders is available on AKVA group's investor relations webpage, http://ir.akvagroup.com/investor-relations/the-share/largest-shareholders.



#### 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 January 1<sup>st</sup> to December 31<sup>th</sup> 2014, 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.

Bryne, February 19<sup>th</sup>, 2015 Board of Directors, AKVA group ASA

Hans Kristian Mong

(Chairperson)

Anne Brefby ( (Deputy Chairperson)

Carina longon

Frode Teigen

Nils Viga

tenrik A. Schultz

Evy Vikene Kallelid

Tore Obrestad

Trond Williksen

(CEO)



# Main figures from financial accounts

INCOME STATEMENT (NOK 1000)	2014 4Q	2013 4Q	2014	2013	2013 Total
OPERATING REVENUES	305 046	245 904	1 246 058	918 670	918 670
Operating costs ex depreciations	291 668	237 220	1 142 694	871 765	871 765
OPERATING PROFIT BEFORE DEPR.(EBITDA)	13 378	8 684	103 364	46 905	46 905
Depreciation	9 513	8 268	35 729	33 088	33 088
OPERATING PROFIT (EBIT)	3 865	416	67 635	13 817	13 817
Net interest expense	-749	-1 769	-4 784	-7 615	-7 615
Other financial items	-858	-1 088	43	-1 635	-1 635
Net financial items	-1 607	-2 858	-4 741	-9 250	-9 250
PROFIT BEFORE TAX	2 259	-2 441	62 893	4 568	4 568
Taxes	-6 379	-1 187	8 394	2 193	2 193
NET PROFIT	8 637	-1 254	54 499	2 374	2 374
Net profit (loss) attributable to:	244	75	E90	F04	F01
Non-controlling interests	-241	-75	-580	-501	-501
Equity holders of AKVA group ASA	8 878	-1 180	55 079	2 875	2 875
Earnings per share equity holders of AKVA group ASA	0,34	-0,05	2,13	0,11	0,11
Average number of shares outstanding (in 1 000)	25 834	25 834	25 834	25 834	25 834
Average number of shares outstaining (if 1 000)	23 634	23 034	23 634	25 654	25 654
BALANCE SHEET			2014	2013	2013
(NOK 1000)			31.12.	31.12.	31.12.
Intangible fixed assets			278 083	250 831	250 831
Fixed assets			74 009	55 003	55 003
Long-term financial assets			1 896	1 967	1 967
FIXED ASSETS			353 988	307 801	307 801
FIXED ASSELS			333 900	307 001	307 601
Stock			167 238	144 188	144 188
Trade receivables			210 755	155 539	155 539
Other receivables			117 905	56 123	56 123
Cash and cash equivalents			53 935	58 330	58 330
CURRENT ASSETS			549 833	414 180	414 180
TOTAL ASSETS			903 821	721 981	721 981
Paid in capital			355 549	355 550	355 550
Retained equity			32 027	-18 949	-18 949
Equity attributable to equity holders of AKVA group ASA			387 577	336 601	336 601
Non-controlling interests			1 676	2 255	2 255
TOTAL EQUITY			389 252	338 856	338 856
Other long term debt			2 677	886	886
Long-term interest bearing debt			128 667	55 048	55 048
LONG-TERM DEBT			131 344	55 934	55 934
Short-term interest bearing debt			13 779	77 840	77 840
Other current liabilities			369 446	249 351	249 351
SHORT-TERM DEBT			383 225	327 191	327 191
TOTAL EQUITY AND DEBT			903 821	721 981	721 981
CHANGES IN EQUITY	2014	2013	2014	2013	2013
(NOK 1000)	4Q	4Q			YTD
Book equity before non-controlling interests at the beginning of the period	374 910	341 812	336 601	325 274	325 274
The period's net profit	8 878	-1 180	55 079	2 875	2 875
Capital increase		-	-	-	-
Non-controlling interests arising on a business combination	-	-2 756	-	-2 756	-2 756
Share issue costs	•	-	-	-	-
Gains/(losses) on cash flow hedges (fair value)	7 853	972	5 150	1 251	1 251
Dividend	-25 834	-	-25 834	-	-
Change in pension liability recorded against equity	-	271	-	271	271
Recording of option agreement	-1 344	62	-1 344	62	62
Translation differences	25 030	-250	17 925	9 624	9 624
Equity before non-controlling interests	389 493	338 931	387 577	336 601	336 601
Non-controlling interests	-241	-75	1 676	2 255	2 255
Book equity at the end of the period	389 252	338 856	389 252	338 856	338 856
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CASH FLOW STATEMENT	2014	2013	2014	2013	2013
(NOK 1000)	4Q	4Q			YTD
Net cash flow from operations	9 546	6 211	98 590	37 789	37 789
Net cash flow from change in working capital	-8 740	39 122	-12 501	56 441	56 441
Net cash flow from operational activities	807	45 333	86 088	94 230	94 230
Net cash flow from investment activities	-18 426	-12 235	-66 190	-58 638	-58 638
Net cash flow from financial activities	-25 923	-5 255	-24 294	-14 060	-14 060
Net cash flow	-43 542	27 843	-4 395	21 533	21 533
Cash and cash equivalents at the beginning of the period	97 477	30 486	58 330	36 797	36 797
Cash and cash equivalents at the end of the period	53 935	58 330	53 935	58 330	58 330

BUSINESS SEGMENTS (NOK 1000)	2014	2013	2014	2013	2013
(1001/1000)	4Q	4Q			YTD
Cage based technologies					
Nordic operating revenues	140 780	108 437	640 075	403 873	403 873
Americas operating revenues	49 955	42 702	174 432	172 520	172 520
Export operating revenues	32 615	30 695	158 078	147 594	147 594
TOTAL OPERATING REVENUES HARDWARE	223 349	181 834	972 584	723 987	723 987
Operating costs ex depreciations	213 563	181 270	884 812	693 508	693 508
OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)	9 787	564	87 773	30 479	30 479
Depreciation	7 043	6 119	26 717	26 047	26 047
OPERATING PROFIT (EBIT)	2 744	-5 555	61 056	4 432	4 432
Software					
Nordic operating revenues	24 633	21 812	86 530	79 323	79 323
Americas operating revenues	4 505	3 923	18 302	16 763	16 763
Export operating revenues	457	402	1 906	1 595	1 595
OPERATING REVENUES	29 595	26 155	106 737	97 699	97 699
Operating costs ex depreciations	25 430	21 238	91 444	78 248	78 248
OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)	4 165	4 918	15 293	19 451	19 451
Depreciation	1 893	1 442	7 072	5 362	5 362
OPERATING PROFIT (EBIT)	2 272	3 476	8 222	14 089	14 089
Land based technologies					
Nordic operating revenues	48 875	36 128	157 320	92 192	92 192
Americas operating revenues	3 226	1 787	9 417	4 792	4 792
Export operating revenues	-	-	-	-	-
OPERATING REVENUES	52 102	37 914	166 736	96 984	96 984
Operating costs ex depreciations	52 676	34 712	166 438	100 009	100 009
OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)	-574	3 202	298	-3 025	-3 025
Depreciation	577	707	1 941	1 679	1 679
OPERATING PROFIT (EBIT)	-1 151	2 495	-1 642	-4 704	-4 704



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