





Our goal is to create the world's most efficient and sustainable value chain for seafood. The large, extensive investments we have made over a long period of time are now starting to yield results.



- 1. Highlights
- 2. Key Financial Figures
- 3. Outlook





# Highlights



## **Lerøy Seafood Group ASA**



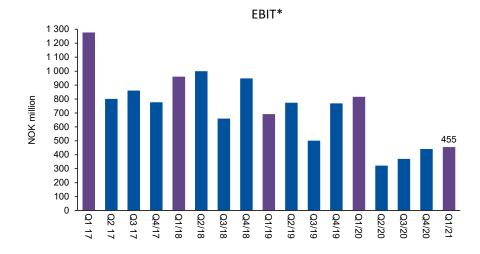






#### Q1 2021 Highlights

- EBIT pre FV adj. NOK 455m. Reduced NOK 43m by intercompany elimination.
- EBIT/kg all incl. excl. WildCatch at NOK 7.4 (incl. 0.4/kg production tax). Price realisation impacted by winter wounds
- NIBD at 3 082m. Proposed dividend of NOK 2.0 per share
- Cold winter impacting growth, but continue to expect significant growth in harvest volume of salmon on trout from post smolt investments
  - Expect harvest incl. associated between 205-210" GWT for 2021
  - Potential for further growth beyond this
- Expect whitefish volume around 73 000 tonnes for 2021

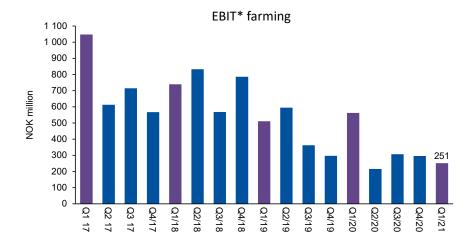


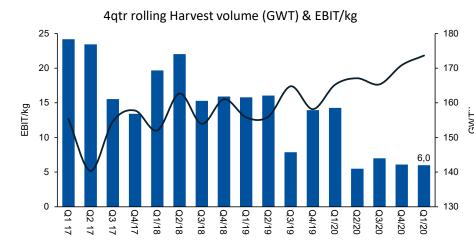
	Q1 2021	Q1 2020	
Harvest volume salmon&trout (GWT)	42 150	39 377	
Catch volume whitefish (tonnes)	25 721	25 009	
Revenue (NOKm)	4 925	5 305	
EBIT before FV adj. (NOKm)	455	816	
ROCE before FV adj.	9,5%	16,6%	



#### **Q1 2021 Farming highlights**

- Spot prices below last year
  - NSI Q1/21 NOK 52.1 vs NOK 68.5 in Q1/20 (-24%)
  - Up NOK 9/kg q-o-q, and down NOK 16/kg y-o-y
- Trout market more balanced than in 2020
- Contract share for salmon 25%, price realisation on contracts higher than spot
- Cost (RFS) increased from Q4/20, in line with Q1/20
- EBIT/kg in farming in Q1/21 of NOK 6.0 compared to NOK 14.3 in Q1/20







# **Farming volumes**

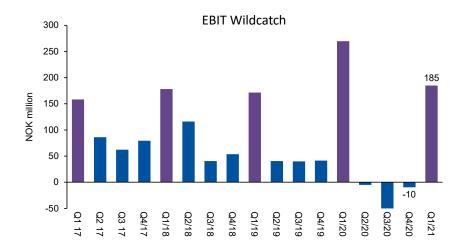
	<b>2015</b> GWT	<b>2016</b> GWT	<b>2017</b> GWT	<b>2018</b> GWT	<b>2019</b> GWT	<b>2020</b> GWT	<b>2021E</b> GWT
Lerøy Aurora AS	29 200	30 000	39 200	36 800	32 800	35 000	~47 000
Lerøy Midt AS	71 400	52 200	64 500	66 500	64 800	67 900	~70 000
Lerøy Sjøtroll	57 100	68 000	54 000	58 800	60 600	68 000	~75 000
Total Norway	157 700	150 200	157 800	162 000	158 200	170 900	~192 000
Norskott Havbruk (UK)*	13 500	14 000	15 500	13 700	12 900	12 000	~18 000
Total	171 200	164 200	173 300	175 800	171 100	182 900	~210 000

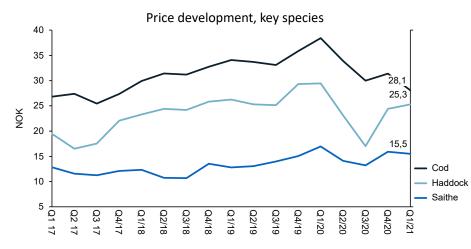
<sup>\*)</sup> LSG's share, not consolidated



#### Q1 2021 Wildcatch highlights

- Price realisation significantly down following impact from restrictions from Covid-19 as well as higher quota, however underlying demand is good
- Record catch volume at 25 721 tonnes, with share of cod reduced from 50% to 43%
- Favourable quota situation from remainder of the year.
- Seasonal coaster fishery started late, but clear signs of improvement in the landbased industry
- EBIT 2021 of NOK 185m compared to NOK 270m in 2020







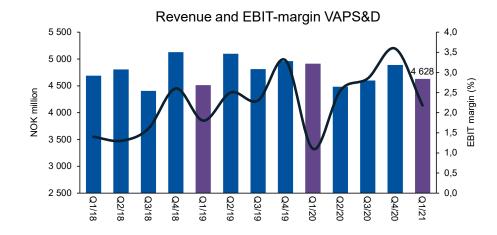
## **Catch volumes Havfisk/Wild Catch**

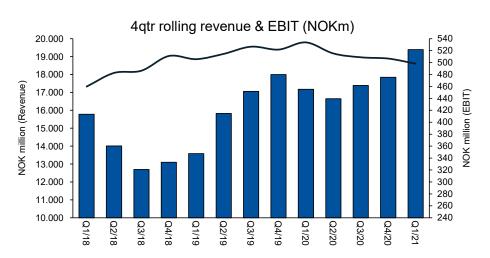
	Catch volume Q1/21	Catch volume Q1/20	Remaining quota 2021	Remaining quota 2020
Cod	11 113	12 530	16 600	10 313
Saithe	4 030	3 602	11 084	11 984
Haddock	5 998	5 198	6 247	4 549
Shrimps	0	142		
Other	4 580	3 537		
Total	25 721	25 009	33 931	26 847



#### Q1 2021 VAPS&D highlights

- Sales moved from HoReCa to retail. Average price achievement is lower than last year, but underlying demand is strong
- Factories focusing on HoReCa market with a challenging start of 2021, while significant improvement in capacity utilization in new factories focused on retail.
- EBIT margin of 2.2% up from 1.1% in same quarter last year. EBIT in Q1/21 of NOK 101m compared to NOK 54 in Q4/19







# Key financial figures



# **Key financial figures – Q1 2021**

(NOKm)	Q1 2021	Q1 2020	▲%
Revenue	4 925	5 305	-7 %
Other gains and losses	2	0	
EBITDA	759	1 097	-31 %
Depreciation & amortisation	304	281	
EBIT*	455	816	-44 %
Income from associates*	38	12	
Net finance	-38	-94	
Pre-tax profit*	455	734	-38 %
EPS (NOK)*	0,58	0,91	-36 %
Salmon and trout harvest volume (GWT)	42 150	39 377	7 %
EBIT* all incl. excl. Wildcatch/kg	7,4	14,8	
Whitefish catch volume (tonnes)	25 721	25 009	3%
EBIT/kg Wildcatch	5,5	9,4	
ROCE* (%)	9,5 %	16,6 %	
* Before biomass adjustment	3,3 70	25,0 70	



#### **Balance sheet**

(NOKm)	31.03.2021	31.03.2020	▲%
Intangible assets	8 326	8 223	
Right-of-use-assets	2 706	2 324	
Tangible fixed assets	6 844	6 697	
Financial non-current assets	1 203	1 092	
Total non-current assets	19 080	18 336	4 %
Biological assets at cost	4 366	4 283	
Fair value adjustment of biomass	688	618	
Other inventory	1185	1342	
Receivables	2 514	2 856	
Cash and cash equivalents	3 166	2 891	
Total current assets	11 918	11 990	-1 %
Total assets	30 998	30 326	2 %
Equity	18 291	18 035	1 %
Equity ratio	59,0 %	59,5 %	
NIBD	3 082	3 003	3 %

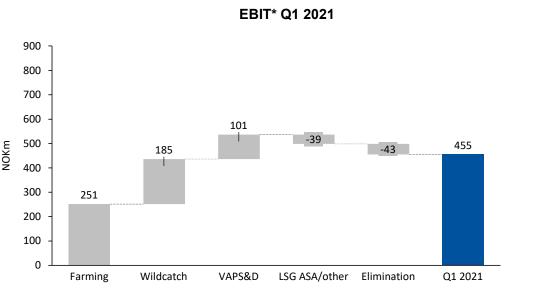


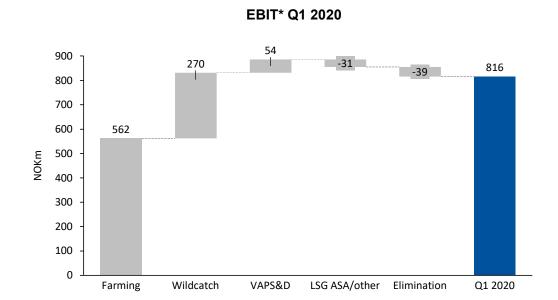
## **Change in NIBD**

	Q1 2021	Q1 2020	FY 2020
EBITDA before fair value adjustment on biological assets	759	1 097	3 109
Paid tax	-114	-216	-456
Change in working capital	188	-439	-279
Other	-2	-1	-7
NIBD impact from operating activities	831	441	2 367
New intangibles, fixed assets and right of use assets (from credit institutions), net	-246	-623	-1 833
Dividends and interests received	0	6	54
Business combinations, net change (-)	-53	0	-2
Other changes in non-current assets	-1	2	-40
NIBD impact from investing activities	-300	-615	-1 821
Dividends distributed	0	-5	-924
Installments paid on lease liabilities with other than credit institutions	-65	-54	-221
Interests and other financial expenses	-50	-74	-254
NIBD impact from financing activities	-115	-132	-1 400
Other changes (currency conversion, unrealized agio etc)	22	-55	-25
NIBD impact from other changes (incl.currency effects)	22	-55	-25
Total change in NIBD	438	-361	-879
NIBD at beginning	3 521	2 641	2 641
Change in NIBD	-438	361	879
NIBD at end	3 082	3 003	3 521



#### **EBIT** per segment



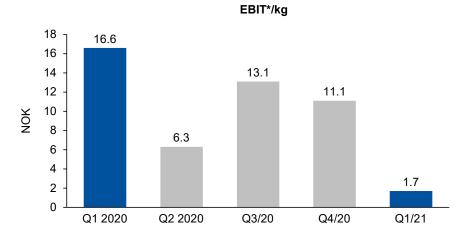


<sup>\*</sup> Before biomass adjustment



#### **Lerøy Aurora**

	Q1 2021	Q1 2020	
Revenue (NOKm)	485	526	
EBIT* (NOKm)	15	142	
Harvested volume (GWT)	8 996	8 534	
EBIT/kg* (NOK)	1.7	16.6	



<sup>\*</sup> Before biomass adjustment

#### **Challenging quarter**

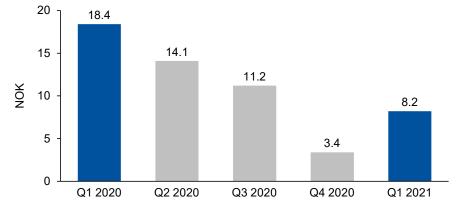
- Challenges with winter wounds impacting both price realisation and costs through lower average harvest weights
- Low harvest volume in Q2/21, a quarter which also will be impacted by winter wounds. Low price realisation and high cost
- 70% of annual harvest volume will be harvested in H2/21 with significant lower costs than in H1/21
- Significant growth potential going forward. Expected harvest volume in 2021 is 47,000 GWT, and growth potential beyond this



#### **Lerøy Midt**

	Q1 2021	Q1 2020
Revenue (NOKm)	872	927
EBIT* (NOKm)	134	266
Harvested volume (GWT)	16 462	14 501
EBIT/kg* (NOK)	8.2	18.4

#### EBIT\*/kg



<sup>\*</sup> Before biomass adjustment

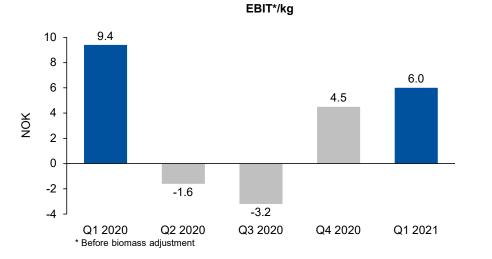
#### Smolt facility developing according to plan

- Some negative growth impact from a cold winter, but production developing according to plan
- Expansion of smolt facility at Belsvik according to plan, will be finalised end 2021/start 2022, with impact on smolt release from 2022
- Currently expect some cost improvements in 2021 compared to 2020
- Expected harvest volume in 2021 of around 70,000GWT in 2021



#### **Lerøy Sjøtroll**

	Q1 2021	Q1 2020	
Revenue (NOKm)	888	967	
EBIT* (NOKm)	100	153	
Harvested volume (GWT)	16 692	16 342	
EBIT/kg* (NOK)	6.0	9.4	



#### Positive development continues

- Some challenges arising from a very cold winter, but the underlying positive development continues
- Some increase in cost q-o-q, but continue to expect significantly lower cost level in 2021 compared to 2020
- A significant improvement in the balance of the trout market, and price achievement on trout basically on par with salmon
- Expects harvest volume of 75,000 GWT in 2021, with potential for growth beyond this



### Wildcatch (Lerøy Havfisk/LNWS)

	Q1 2021	Q1 2020
Revenue (NOKm)	867	992
EBITDA (NOKm)	235	318
EBIT (NOKm)	185	270
Havfisk, catch volume	Q1 2021	Q1 2020
Cod	11 113	12 530
Saithe	4 030	3 602
Haddock	5 998	5 198
Shrimps	0	142
Other	4 580	3 537
Total	25 721	25 009

Havfisk, prices	Q1 2021	Q1 2020	
Cod	28.1	38.4	
Haddock	25.3	29.4	
Saithe	15.5	17.0	

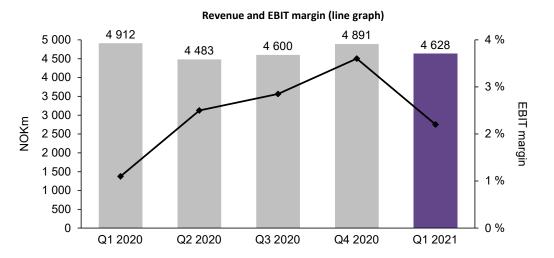
#### Significant price reductions, but good performance

- High catch efficiency leading to the highest catch volume in history. High level of remaining quota for 2021
- Reduced prices on all species mainly driven by implications related to restrictions following Covid-19
- While still extremely challenging, some clear indications of improvement for the land based industry



#### **VAPS&D – VAP, Sales and Distribution**

	Q1 2021	Q1 2020	20
Revenue (NOKm)	4 628	4 912	12
EBIT (NOKm)	101	54	54
EBIT margin	2.2%	1.1 %	. %



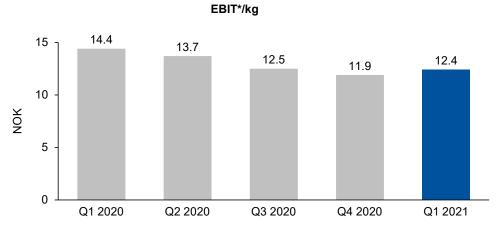
#### Years of downstream investments starting to show potential

- Clear shift in sales channels from HoReCa to retail, and strong demand in the retail sector in the quarter
- Positive underlying improvements in key operations gives margin increase y-o-y on lower revenue. Continued potential for improvements
- Long term trends for the seafood industry remains very positive, and with several new factories started in recent years significant potential in this segment in years to come



#### Norskott Havbruk (associate, 50% owned by Lerøy Seafood Group)

	Q1 2021	Q1 2020
Revenue (NOKm)	396	264
EBIT* (NOKm)	74	42
Harvested volume (GWT)	5 944	2 917
EBIT/kg* (NOK)	12.4	14.4



<sup>\*</sup> Before biomass adjustment

#### **Expect significant growth into 2021**

- Good biological performance, and low sealice levels in all regions
- Significant increase in harvest volume compared to Q1/20
- Cost in line with Q4/20, but significantly reduced from Q1/20
- Significant potential for growth. Expected harvest volume in 2021 of 36,000GWT

<sup>\*\*</sup> Figures based on 100% basis



# Outlook



Year	2016		2017		2018		2019		2020		2021		2022	
Region	Volume	Change	Volume	Change	Volume	Change	Volume	Change	Volume	Change	Volume	Change	Volume	Change
Europe	1 429 700	-4.4 %	1 493 900	4.5 %	1 505 100	0.7 %	1 650 500	9.7 %	1 675 000	1.5 %	1 839 500	9.8 %	1 910 800	3.9 %
Norway	1 171 100	-5.1 %	1 207 800	3.1 %	1 253 400	3.8 %	1 333 400	6.4 %	1 369 100	2.7 %	1 475 900	7.8 %	1 539 900	4.3 %
United Kingdom	157 400	-5.4 %	177 200	12.6 %	152 100	-14.2 %	190 500	25.2 %	178 300	-6.4 %	204 000	14.4 %	198 500	-2.7 %
Faroe Islands	77 300	2.2 %	80 300	3.9 %	71 700	-10.7 %	86 600	20.8 %	80 600	-6.9 %	99 600	23.6 %	108 400	8.8 %
Iceland	8 100	125.0 %	11 600	43.2 %	13 600	17.2 %	24 500	80.1 %	31 200	27.3 %	46 000	47.4 %	47 500	3.3 %
Ireland	15 800	0.6 %	17 000	7.6 %	14 300	-15.9 %	15 500	8.4 %	15 800	1.9 %	14 000	-11.4 %	16 500	17.9 %
Americas	732 900	-11.0 %	797 200	8.8 %	899 300	12.8 %	928 900	3.3 %	1 038 410	11.8 %	934 200	-10.0 %	1 028 700	10.1 %
Chile	504 400	-15.7 %	564 200	11.9 %	660 100	17.0 %	690 300	4.6 %	778 400	12.8 %	660 100	-15.2 %	735 200	11.4 %
Canada	146 000	8.0 %	137 000	-6.2 %	146 000	6.6 %	137 500	-5.8 %	137 500	0.0 %	136 000	-1.1 %	134 500	-1.1 %
Australia	50 900	-6.4 %	61 200	20.2 %	63 900	4.4 %	61 900	-3.1 %	82 700	33.6 %	88 300	6.8 %	95 000	7.6 %
Others	9 100	-41.7 %	13 100	44.0 %	10 300	-21.4 %	18 400	78.6 %	19 810	7.7 %	34 800	75.7 %	49 500	42.2 %
USA	22 500	11.4 %	21 700	-3.6 %	19 000	-12.4 %	20 800	9.5 %	20 000	-3.8 %	15 000	-25.0 %	14 500	-3.3 %
Total	2 162 600	-6.7 %	2 291 100	5.9 %	2 404 400	4.9 %	2 579 400	7.3 %	2 713 410	5.2 %	2 773 700	2.2 %	2 939 500	6.0 %

Figures as per:

30.04.2021

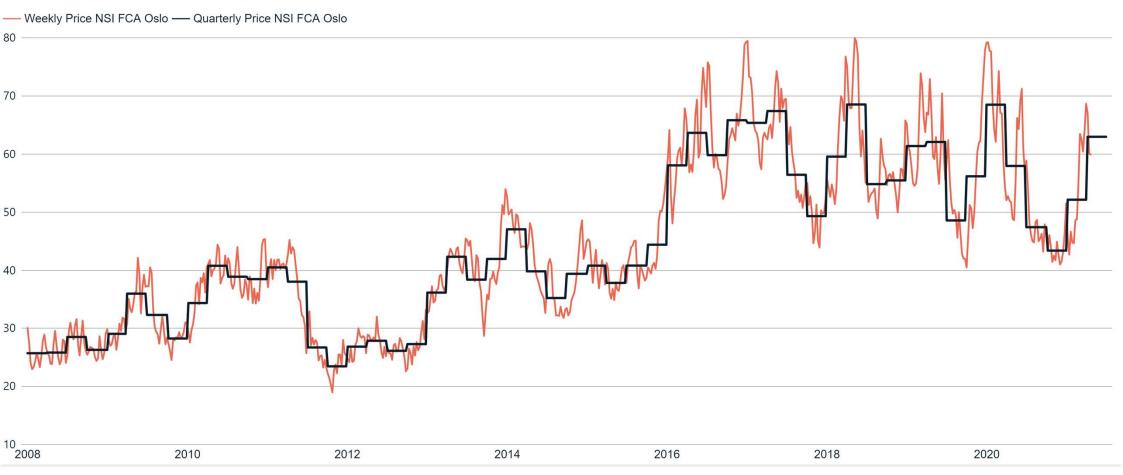
Source: Kontali

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# **Spot Prices, Fresh Atlantic Salmon**

- Cross Section, FCA Oslo, Superior Quality as of week 16-2021

Quarter	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Q1	26	29	34	40	27	36	47	41	58	65	60	61	68	52
Q2	26	36	41	38	28	42	40	38	64	67	68	62	58	63
Q3	28	32	39	27	26	38	35	41	60	56	55	49	47	
Q4	26	28	38	23	27	42	39	44	66	49	55	56	43	
Total	27	31	38	32	27	41	40	41	62	59	59	57	53	54

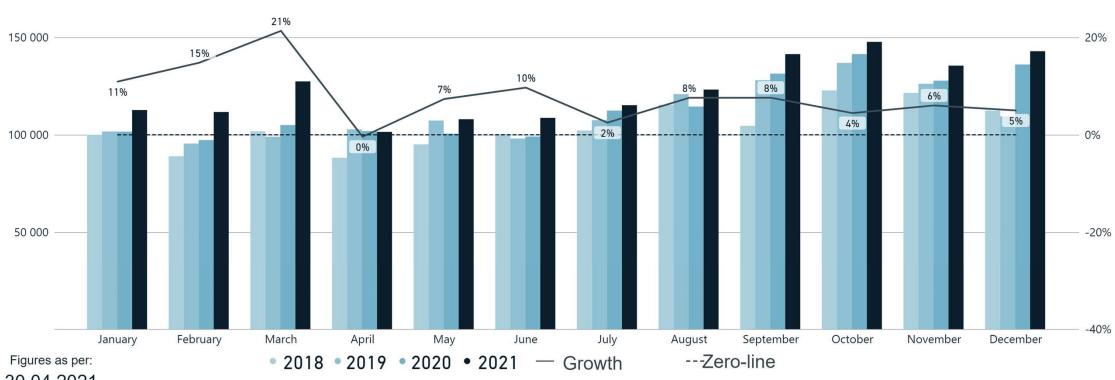




**Atlantic Salmon - Harvest Volumes Norway** in tons WFE

Tons YTD April: 453,300 Change from Last Year 11.7%

200 000 — 40%



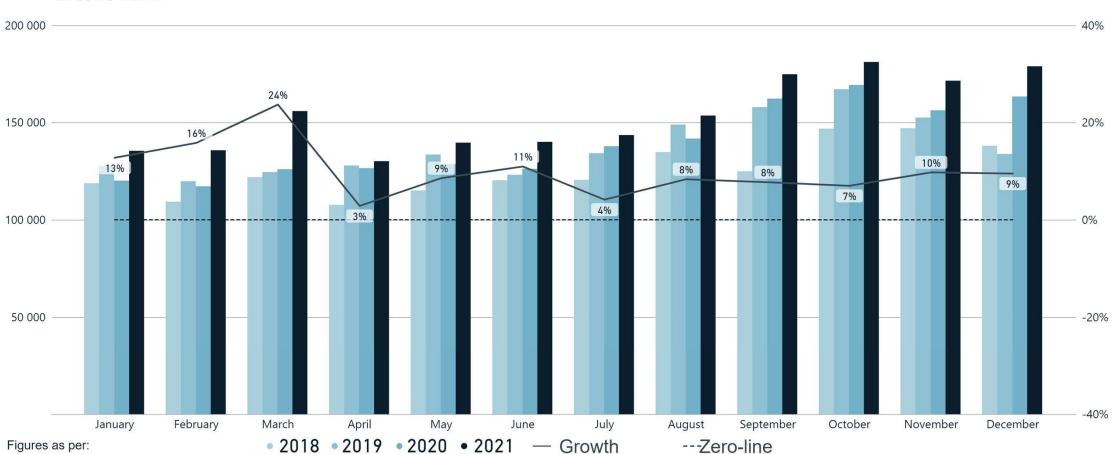
30.04.2021 Source: Kontali



**Atlantic Salmon - Harvest Volumes Europe** 

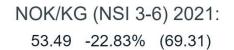
in tons WFE

Tons YTD April: 557,000
Change from Last Year 13.7%



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Source: Kontali

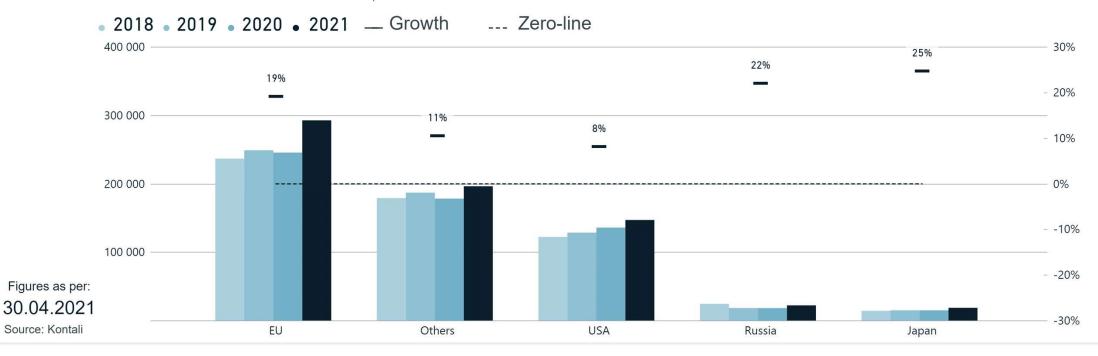




# **Atlantic Salmon Consumption**

Q1

Market	2018	2019	2020	2021	Growth	Growth %
EU	236 890	249 120	245 659	292 682	47,023	19.1 %
Others	178 596	186 480	177 802	196 533	18,731	10.5 %
USA	121 880	128 201	135 517	146 597	11,080	8.2 %
Russia	24 214	18 194	18 067	22 045	3,979	22.0 %
Japan	14 180	14 829	14 816	18 477	3,661	24.7 %
Total	575 760	596 823	591 860	676 334	84,474	14.3 %





Year	201	6	2017		2018		2019		2020		2021		2022	
Region	Volume	Change	Volume	Change	Volume	Change	Volume	Change	Volume	Change	Volume	Change	Volume	Change
Americas	145 300	-11.5 %	152 700	5.1 %	140 800	-7.8 %	155 600	10.5 %	154 400	-0.8 %	130 200	-15.7 %	139 900	7.5 %
Chile	74 200	-26.1 %	75 200	1.3 %	73 900	-1.7 %	83 900	13.5 %	83 600	-0.4 %	51 900	-37.9 %	58 200	12.1 %
Others	64 600	11.8 %	71 000	9.9 %	60 900	-14.2 %	65 300	7.2 %	64 700	-0.9 %	71 200	10.0 %	74 600	4.8 %
Australia	4 000	14.3 %	4 000	0.0 %	4 400	10.0 %	4 800	9.1 %	4 400	-8.3 %	4 100	-6.8 %	4 100	0.0 %
Canada	2 500	0.0 %	2 500	0.0 %	1 600	-36.0 %	1 600	0.0 %	1 700	6.3 %	3 000	76.5 %	3 000	0.0 %
Europe	135 640	12.8 %	116 000	-14.5 %	122 500	5.6 %	138 700	13.2 %	153 100	10.4 %	141 100	-7.8 %	138 600	-1.8 %
Norway	84 500	18.2 %	60 000	-29.0 %	64 000	6.7 %	78 200	22.2 %	92 600	18.4 %	78 200	-15.6 %	72 900	-6.8 %
Russia	16 540	10.3 %	18 000	8.8 %	20 000	11.1 %	22 000	10.0 %	22 000	0.0 %	24 000	9.1 %	25 400	5.8 %
Finland	14 500	11.5 %	14 500	0.0 %	14 500	0.0 %	14 500	0.0 %	14 500	0.0 %	13 900	-4.1 %	15 300	10.1 %
Denmark	10 500	-3.7 %	13 000	23.8 %	13 500	3.8 %	13 500	0.0 %	13 500	0.0 %	13 800	2.2 %	13 800	0.0 %
Sweden	9 600	-2.0 %	10 500	9.4 %	10 500	0.0 %	10 500	0.0 %	10 500	0.0 %	11 200	6.7 %	11 200	0.0 %
Total	280 940	-1.2 %	268 700	-4.4 %	263 300	-2.0 %	294 300	11.8 %	307 500	4.5 %	271 300	-11.8 %	278 500	2.7 %

Figures as per:

30.04.2021

Source: Kontali



#### Outlook 2021

- The end of Covid-19 restrictions are unpredictable. However, seafoods position among end consumers remain strong
- Expect significant growth in harvest volume and lower costs from improvement efforts and investments in smolt facilities.
  - Expected harvest volume 2021 incl. associates 205-210,000GWT
  - Expected contract share in Q2/21 of 30%
  - Harvest volume in Q2/21 below Q2/20
- Significant potential in whitefish
  - Quota set for 2021. +17% for cod, +22% for Haddock, +16% for saithe North of 62 degrees and down 43% for saithe South of the 62 degrees.
- Significant potential for further developments of downstream value chain





#### **Strong European distribution**

- Global reach and sales to more than 70 countries
- A significant industrial activity within trading, processing, sales and distribution of fish (including white species)
- Investments in "fish cuts" in end markets recent years
- Strong European distribution, the most important market for white fish
- Seeing high demand for white fish products throughout the network

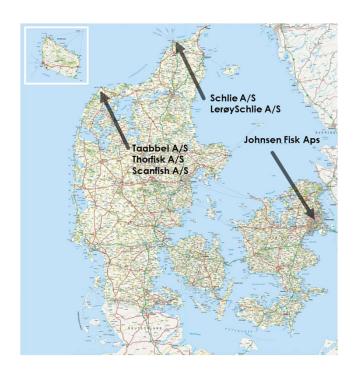


Distribution facilities



### Acquisition of Seafood Danmark approved in Q2/21

- In Q2/21 competition authorities have approved Lerøy increasing it stake in Seafood Danmark from 33% to 78%.
- Seafood Danmark has a significant position in Danish and international seafood markets, and will substantially strengthen Lerøy's downstream operations.
- Local management with a strong track record of profitability. In 2020 the operating revenue was around DKK 1.2bn, with an operating result around DKK 70m.





## New factory in Madrid



#### Strong position in the Iberian markets

- New seafood centre finished in May 2021 in Madrid
- Full range seafood centre, offering products like ready-meals, sushi, fillets, frozen and fresh packed products to the Iberian markets
- Further strengthening our position and potential to develop the Iberian markets

# **LEROY** Starting up in Italy



#### New factory in Italy

- New seafood centre opening in May 2021 in Italy
- Strategic position in Porto Viro, south of Venice
- Focusing on fresh packed consumer products
- Significant potential in developing the Italian seafood market





Our goal is to create the world's most efficient and sustainable value chain for seafood. The large, extensive investments we have made over a long period of time are now starting to yield results.



# The Norwegian Seafood Pioneer

**SINCE 1899** 

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