



Ice Fish Farm AS

Third quarter 2022 results

16. November 2022

Guðmundur Gíslason, CEO

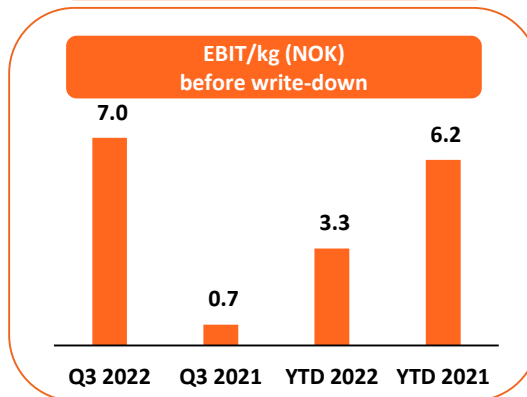
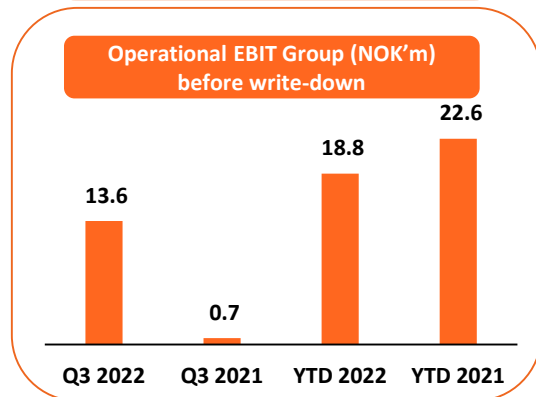
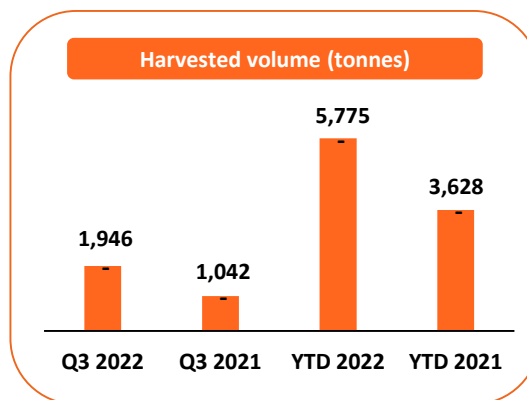
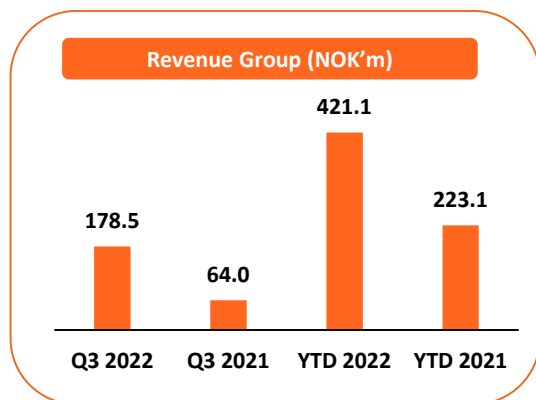
Róbert Róbertsson, CFO

ICE FISH FARM Q3 HIGHLIGHTS

- 🐟 Operational EBIT per kg of **NOK 7,0** in the quarter.
- 🐟 Harvested volume in Q3 amounted to **1.946 tonnes** making YTD harvest volume of 8 151 tonnes.
- 🐟 Average weight of the fish in Q3 was low as expected due to early harvest, 2.7kg.
- 🐟 Planned 3 200 tonnes harvest in Q4 and reaching **over 11 300 tonnes** for the merged company for full year 2022.
- 🐟 Smolt output was finished at end of October, and we expect to have about **5.8 million fish in the sea at end of 2022**, all released to the sea in 2022. This generation should give us more than 20.000 tonnes.
- 🐟 All salmon is now **certified for our high-end** customers around the world.
- 🐟 In process with selected financial institution to **refinance the group**.



Q3 Results and Financial summary



Harvested volume 5.775 tonnes YTD

Total harvested volume including harvest volume in Laxar Fiskeldi in the period before consolidation (Jan – May) amounted to **8.151 tonnes**.

Operating EBIT before write-down and provision NOKm 13,6 in Q3

Biomass one off write-down of NOKm 12.4 in Q3 for smolt sold in Isthor as the Isthor smolt station was sold to Arnarlax during the quarter.

Q3 2022 Consolidated Income statement

(NOK 1000)	Q3 2022	YTD 2022
Total revenue	178.475	421.109
Cost of goods sold	-164.905	-402.313
Operating EBIT before write-down	13.570	18.796
Biomass write-down and provision	-12.393	-116.324
Operating EBIT	1.177	-97.527
Net fair value adjustment biomass	52.853	-13.693
EBIT	54.031	-111.221

Financial summary

The acquisitions of Laxar Fiskeldi ehf and Búlandstindur ehf have materially impact on the balance sheet in 2022.

Equity

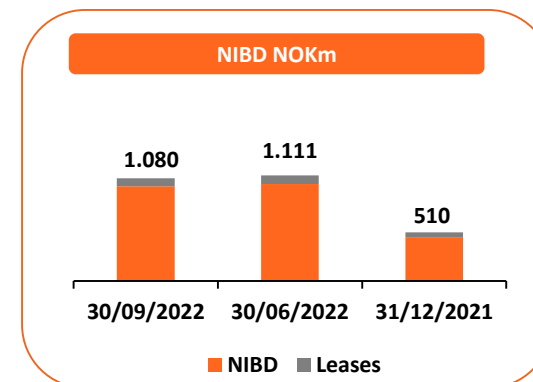
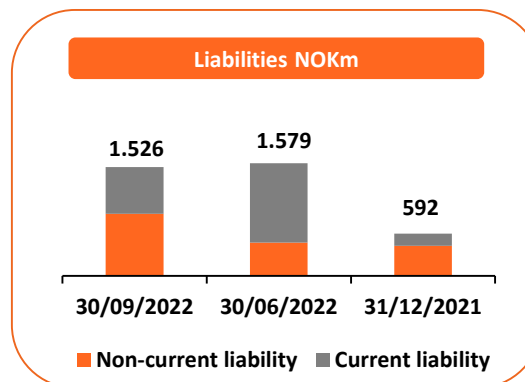
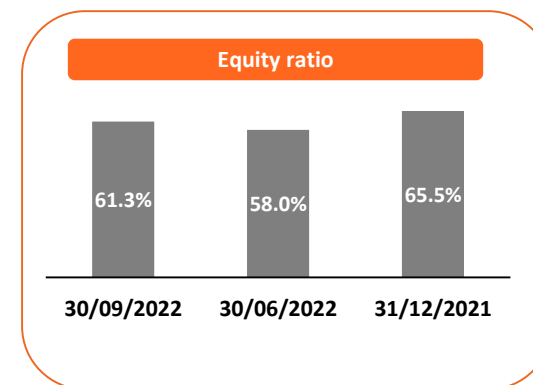
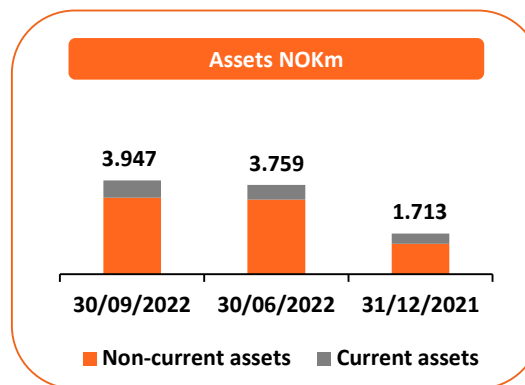
- Strong balance sheet with equity ratio of 61,3%

Assets

- Main changes are related to changes in exchange rates.
- Total investments during the quarter amounted NOKm 34
- Biological assets amounted to NOKm 556 Q3
 - FV adjustment on Biological assets NOKm 52.8 in Q3
- PP&E Amounted to NOKm 1.298.
- Licenses NOKm 1.680

NIBD

- NIBD decreased to NOKm 1.080 from Q2
- NIBD excluding lease liability NOKm 996
- Current liabilities decrease from Q2 due to reclassification to non-current.



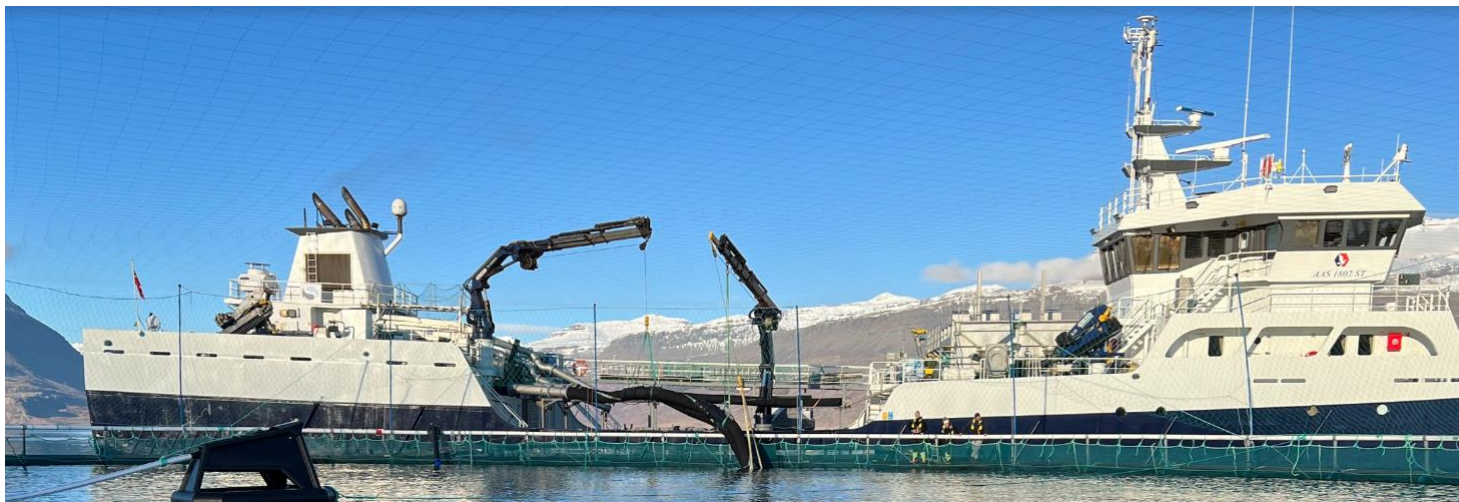
Farming – Operational Performance Land

Smolt production 2022

- 🐟 Land North (Rifós and Kópasker)
 - 🐟 First full year operations of smolt delivery and delivered over 500 tonnes of biomass.
 - 🐟 Fish transferred to sea had a high 60-day survival rate after transferring, a game changer for ICE FISH FARM well above 95%.
- 🐟 Land South (Bakki, Fiskalón, Laxabraut)
 - 🐟 Delivered more than 1300 tonnes of biomass.
 - 🐟 Huge capacity with over 27.000 cubic for post smolt production.

Increase robustness of smolt production

- 🐟 Plan for 2023 in both North and South
 - 🐟 Improve robustness of our smolt
 - 🐟 Quality control implementation
 - 🐟 All sites on land been evaluated from third party, a project to improve smolt quality is in process to fine tune and optimizing production
- 🐟 Improving conditions for the fish on land
 - 🐟 Strong smolt perform better, we see clear difference on FCR and Growth
 - 🐟 Utilize our production capacity by timing smolt release and sizes
 - 🐟 This will continue to improve our production



Smolt delivery in October, at our site in Reyðarfjörður.

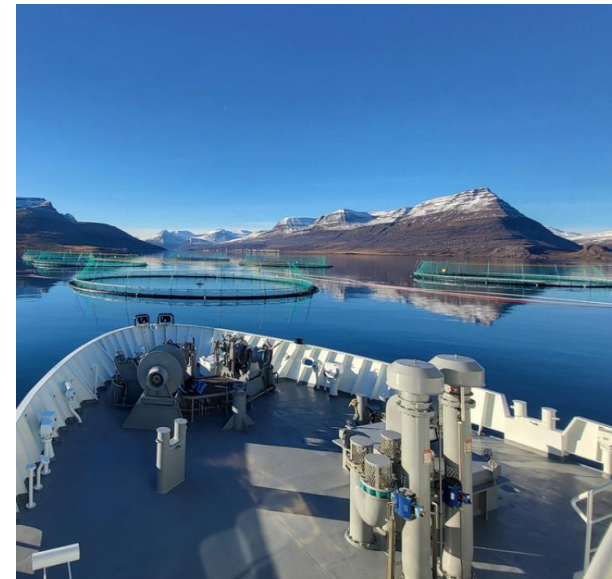
Farming – Operational Performance

Sea farming Q3 2022

- 🐟 Good biological development in Q3
 - Condition in the sea were good.
 - Farming is performing better than our plans.
 - Temperature in sea was just below normal.
- 🐟 Delivery of 2 new barges with hybrid solutions placed in our new sites in Reyðarfjörður, Gripaldi and Sigmundarhús proved their strength in bad weather in end of September.
- 🐟 Generation 2022 is growing well
 - Over 5,8M smolt is estimated at year end and will be around 5th tonnes end of year.
 - Biggest groups have reached over 2,2 kg and will be just below 3kg end of this year and planned for harvest in Q3 2023 – 14 months in sea at 4,3 HOG.
- 🐟 Generation 2020 and 2021 will be finished in Q4 2022
 - Expect to harvest 3.200 tonnes in Q4
 - This is better than we had expected

Growth and harvest targets

- 🐟 Full focus to make sure we have good biological status
- 🐟 Good growth of our 2022 generation
- 🐟 Prepare for smolt release 2023 with bigger smolt that will reduce time in sea and risk
- 🐟 Aim to produce 18 000 tonnes living weight and harvest 6,000 tonnes HOG in 2023.
- 🐟 Estimating to have about 15 000 tonnes of biomass in sea at end of 2023.



Certifications that ensure environmentally-friendly production

Certified quality and sustainable aquaculture



- 🐟 All smolt put to sea in 2022 is certified salmon and possible to sell to high end customers and retailers in USA and rest of the world
- 🐟 Continue producing superior premium salmon to achieve higher market prices as we have shown over the years
- 🐟 Working on Global GAP certification, expect to have all fish with Global GAP in 2023.

Qualifications

Complete transparency of origin and production

Quality at each stage of the production

Commitment towards the local communities

Great aquaculture farming practices

Adherence to principles of corporate social responsibility

Maintenance or improvement of surrounding ecosystem

Transport to USA and other markets

- 🐟 Airfreight
 - 🐟 Icelandair and other airlines are increasing capacity for salmon export.
- 🐟 Sea freight
 - 🐟 Currently we have 1 boat a week to USA
 - 🐟 Eimskip is adding one more boat to USA, so every 3 weeks we have one added delivery to USA
 - 🐟 We have now almost daily transport to EUROPE
- 🐟 Using sea freight to Europe and USA lowers CO2 levels.



Outlook combined company | Focus on operation performance

