



Nova Austral
PURE SALMON FROM ANTARCTIC WATERS



SIXTY
PURE ANTARCTIC SALMON
SOUTH

3Q-22 Nova Austral Financial Presentation

November 2022

Agenda



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**Company
Highlights**



B

**Market Outlook &
Harvest
Guidance**



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**Operational
Metrics**



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A

Company Highlights

- Message from the Board of Directors
- Operational & Business Updates
- Investment Value Fundamentals
- Sustainability KPIs

Update on Business & Operations

Liquidity

- **Capital Increase**

- ✓ During October 2022, Altor executed a capital increase of \$8.5 million to provide more liquidity to the company.
- ✓ Altor also acquired Bain Capital's shares, and now has 100% ownership of Nova Austral.

- **PIK Interests**

- ✓ Bond Holders agreed to PIK interests that were to be paid in November 2022 and 50% of interests to be paid in May 2023.
- ✓ Bond Holders and DNB agreed to allow Nova Austral to provide biomass collateral to feed suppliers for \$22.5 million.

Hatchery & Sea Water Operations

- **Hatchery**

- ✓ During the third quarter of the year 1.1m smolts were delivered, accumulating 3.7m smolts delivered during the first nine months of 2022.
- ✓ 2.5 m eggs were stocked during 3Q22 and YTD 8.3m.

- **SW Operation.**

- ✓ Harvesting of Navarro 2 was finalized with approximately 6.350 Tons/WFE and harvesting of Isla Juan started the first week of November.
 - ✓ Cockburn 3 will start harvest first week of December.
 - ✓ Mortality rates continued at low levels, except for Aracena 9 where we suffered an incident with Jellyfish.
-

Update on Business & Operations

Sales & Logistics

- Harvested volumes from Navarro 2 in 3Q22 allowed us to fulfill all our Fresh and Frozen programs.
- Prices during 3Q22 decreased compared to 2Q22, as expected, but we are starting to see a slow upward trend the last couple of weeks. Still remained at higher levels compared to last year.
- Our prices will remain at high levels during the first half of 2023 due to new contracts that have been agreed with better average prices.

Certifications

- We received ASC and BAP certificates for Isla Juan.
- We finalized auditing processes for Cockburn 3 and we are expecting to receive both ASC and BAP certifications the following weeks.

Nova Austral aims to improve value fundamentals, compliance, and transparency going forward

Value Fundamentals	KPI	LTM 3Q-22	Target
Produce pure Antarctic salmon with control over biological chain...	% ABF standing biomass	100%	100%
	% Internal smolt in operations	79%	100%
...which sells at a premium market rate	% Sold as premium (kg WFE)	84%	65%
Focus on efficient production	USD/Kg WFE ex cage cost*	4.4	4.0
Prioritize transparency with focus on performance	% Seawater mortality*	8%	10%
	Avg. caligus load**	0.0	< 0.5
	eFCR Closed cycle***	1.21	1.15

Comments

- Nova Austral's critical competitive advantage - pure, antibiotic free salmon - remains in place.
- Proportion of internal smolt remains close to 80% since Navarro 2 and Skyring 2, both with high proportions of external smolts, continue to impact on this LTM KPI. Today, there are no sites stocked with external smolts.
- LTM Ex Cage Cost dropped to \$4.4 since Navarro 2 and IJUAN started to impact the KPI (both sites below \$4/Kg).
- There is no change in the LTM mortality as there are no new closed sites this quarter. Last site harvested was Navarro 2 (in October) with a mortality rate of 8.19%.
- There is no change in the eFCR as there are no new closed sites this quarter. N2 (closed in Oct.) had an eFCR of 1.15.

* Mortality and WFE ex cage cost is for closed cycles.

** Avg. Caligus load is reported for female eggs figures (HO – hembras ovigeras).

*** eFCR (economic Feed Conversion Ratio) - weight of feed administered over the salmon lifetime divided by the salmon weight.

Nova Austral is committed to sustainable production

CATEGORY	SUSTAINABILITY INDICATORS	UNITS	Q4 2021	Q1 2022	Q2 2022	Q3 2022
ANIMAL HEALTH	Fish Mortality					
	Freshwater	Yield Egg x Smolt LTM Closed Cycle	49%	76%	76%	64%
	Sea water	% Mort Closed Cycle LTM	16%	8%	8%	8%
	Antibiotic Use					
	Freshwater	gAPI/TON produced	0	0	0	0
	Sea water	gAPI/TON produced	0	0	0	0
	Caligus					
Total Adults	Average of Adult female sea lice	0.3	0.1	0.0	0.0	
ENVIRONMENT	Escape					
	Escaped fish	# of escaped fish	0	0	0	0
	Lethal Incidents					
	Marine mammals	# marine mammals	0	0	0	0
	Use of Antifouling					
	Net Impregnation	# of sites	0	0	0	0
	Certified Production					
ASC Certified Biomass LTM	%	99%	94%	91%	92%	
BAP Certified Biomass LTM	%	100%	100%	94%	95%	

Comments

- In terms of Animal health, NA tracks KPI connected with Fish mortality, antibiotic use and sea lice.
- As of 3Q22, our egg x smolt yield in freshwater (LTM closed cycles) decreased to 64% due to a mortality incident at the hatchery occurred in August.
- We stand by our commitment to produce antibiotic free salmon (never treated).
- Caligus levels for 3Q22 LTM were lower than 0.05.
- No escapes or lethal incidents reported in the last 12 months.
- None of our SW sites uses antifouling.
- During the last twelve months, 92% of the biomass harvested in our sites was ASC certified and 95% of such biomass had BAP certification.

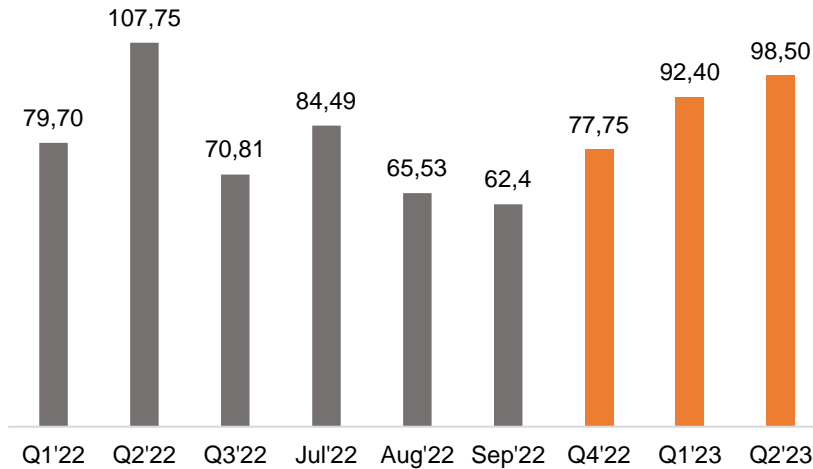


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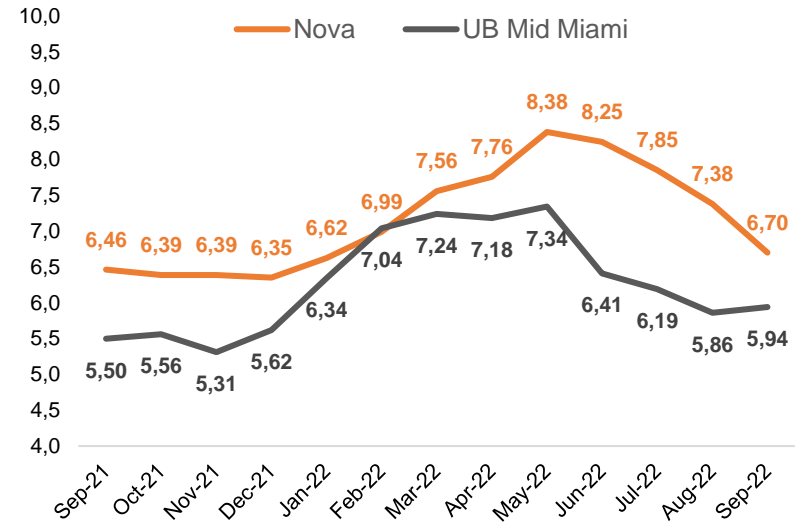
Market Outlook & Harvest Guidance

- Price Outlook
- Global Supply Outlook
- NA Stocking and Harvest

Fishpool Spot & Forward Prices Nok/Kg



Fresh Trim D Prices USD/lb



Comments

- Prices in Europe (Fishpool) decreased in September showing a 4,7% reduction compared to August prices. Forward prices show an upward trend starting in October 2022, expected to continue until 2Q23.
- During third quarter 2022, Nova Austral Trim D prices continued the downward trend together with the market, but always with a considerable premium over the UB index.
- By the end of September, Nova Austral prices were on average 13% higher than UB prices.

Global Supply Outlook

The world production of Atlantic Salmon (rw tons)

Country	2018	2019	2020	2021	2022e	2023e
Norway	1,253	1,333	1,369	1,532	1,537	1,571
Chile	660	690	778	720	740	752
UK	154	191	181	199	182	192
Canada	146	138	141	139	137	136
Faroese	72	87	81	106	101	104
Other	120	143	164	200	199	213
Total Production	2,405	2,582	2,715	2,895	2,896	2,968

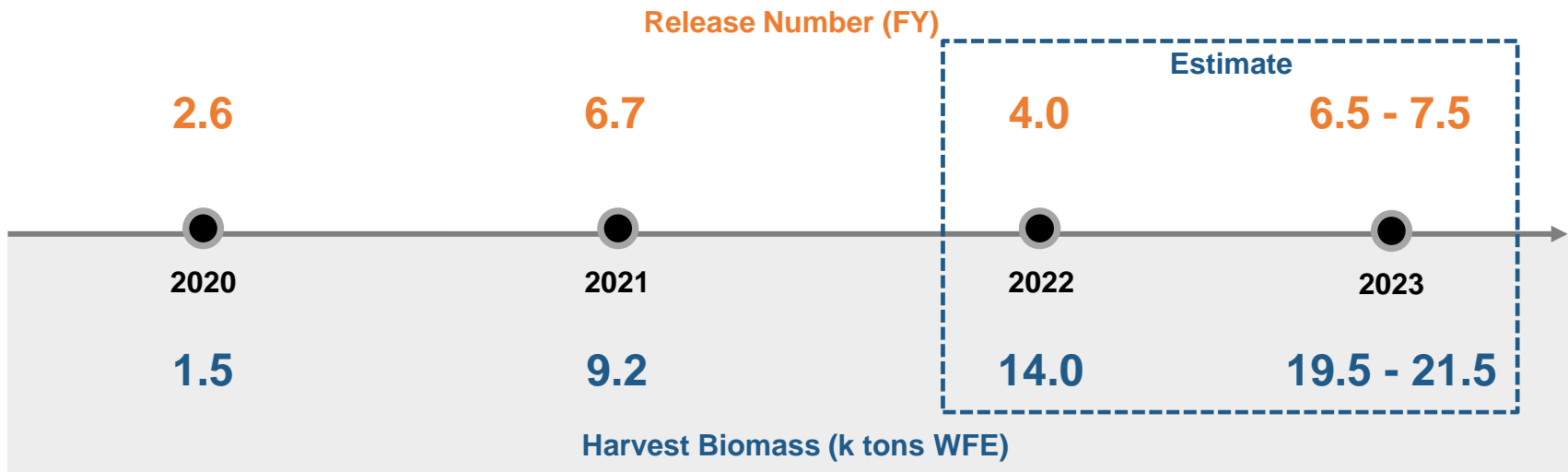
% Y/Y growth

2018	2019	2020	2021	2022e	2023e
4%	6%	3%	12%	0%	2%
17%	5%	13%	-7%	3%	2%
-13%	24%	-5%	10%	-8%	6%
5%	-5%	2%	-1%	-1%	-1%
-10%	21%	-7%	30%	-5%	3%
-5%	19%	15%	22%	0%	7%
5%	7%	5%	7%	0%	2%

Comments

- World's supply estimate for 2022 is practically equal to last quarter, remaining at 0% growth.
- For 2023, the growth projections for world supply were reduced from 5% increase last quarter to only 2% increase now, what is supporting the expectations of strong prices for next year.
- Norway and Chile, the two largest producers in the world, will be growing at similar pace, while the UK and Faroes are expected to grow much more.

Production Parameters



Comments

- During 3Q22 we completed the stocking of A2 (0.9m smolts) and started with A19, which was finalized during October (0.9 million smolts). Year estimate is approximately 4 million smolts, all from our hatchery.
- Our harvest estimate for 2022 dropped to approximately 14.000 tons, since 300 tons were reduced from Navarro 2 due to higher mortality, and 400 tons from Isla Juan and 400 tons from Cockburn 3 were delayed to 2023.
- Estimates for 2023 stocking considers 2 sites that were supposed to be stocked in the last quarter of 2022, Aracena 11 and Aracena 14, where the company is still working on the improvement of seabed conditions.
- Harvest volumes projected for next year are expected to increase more than 50% compared to this year..

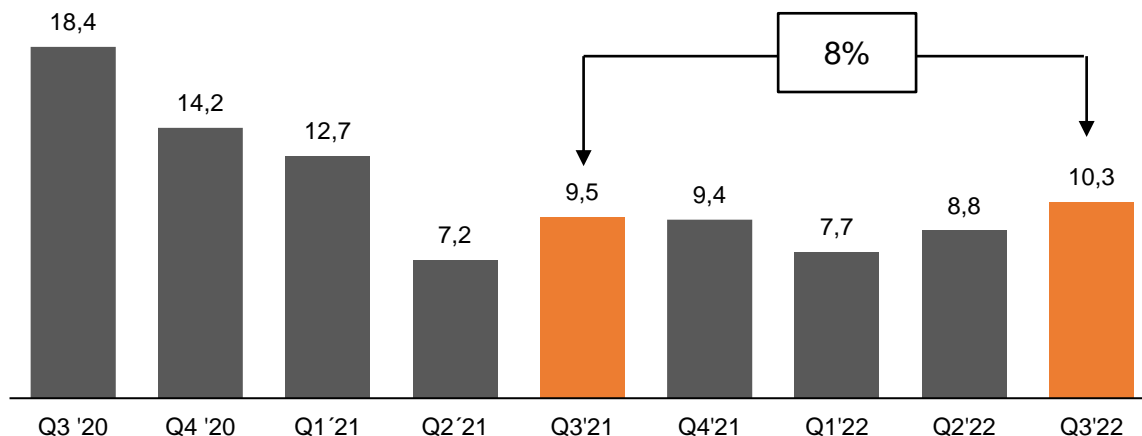


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Operational Metrics

- LTM Harvested & Sold Volumes 3Q-22
- Sales outlook 3Q-22
- Quarterly Operational Revenues 3Q-22
- LTM Ex Cage Cost & EBIT/Kg 3Q-22

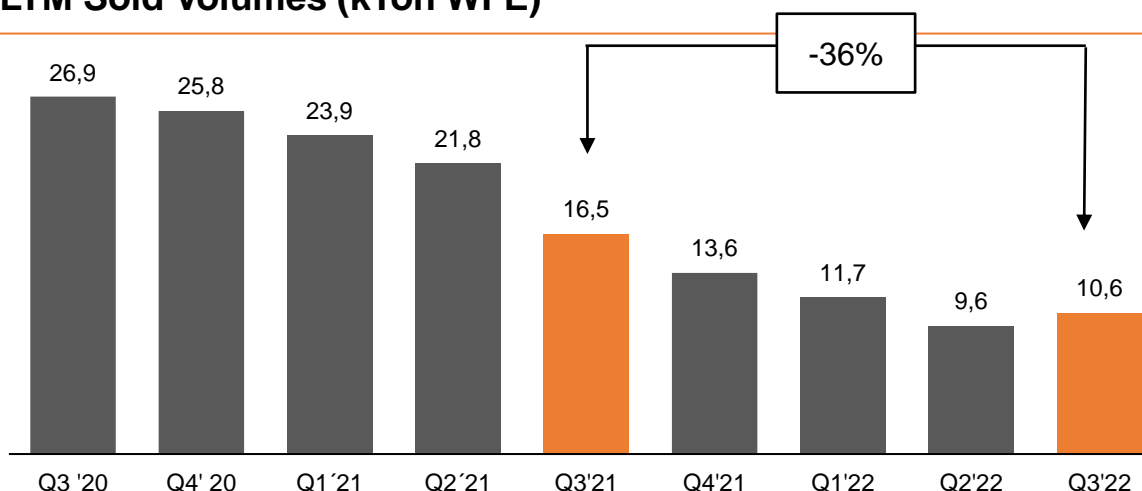
LTM Harvest (kTon WFE)



Comments

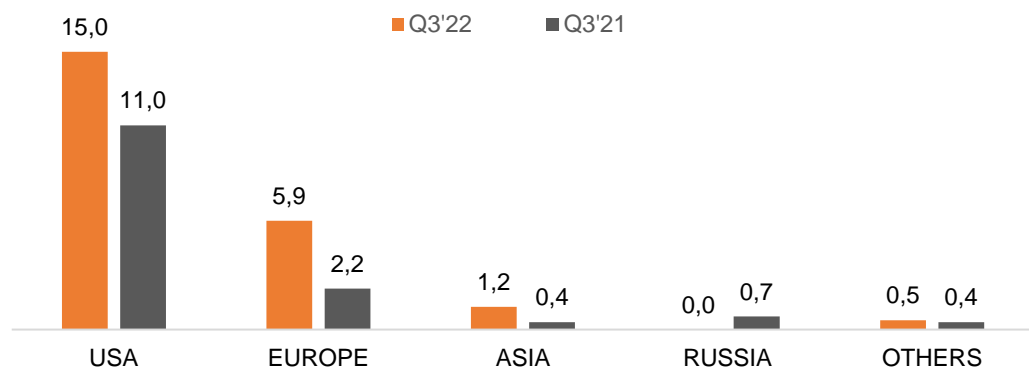
- LTM harvest continued its upward trend during 3Q22 and was higher than last quarter's level, as we kept harvesting Navarro 2 and started with Isla Juan.
- Both sites combined added 3.7k tons to the LTM volumes.

LTM Sold Volumes (kTon WFE)



- During 3Q22 we reverted the downward trend we experienced last three quarters, increasing our volumes sold 10,4% vs LTM 2Q22.
- However, compared to 3Q21, LTM sold volumes decreased due to an 85% decrease in external raw material.

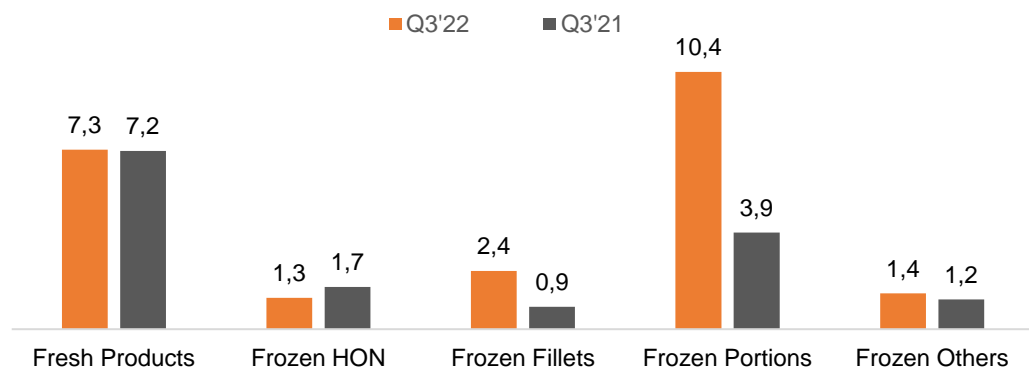
Sales Income by Market 3Q-22 (m USD)*



Comments

- Sales in main markets increased vs. 3Q21 due to higher volumes sold and better prices.
- During 3Q22, US and Europe have continued to be our main markets, contributing to 92% of Nova Austral's net sales.

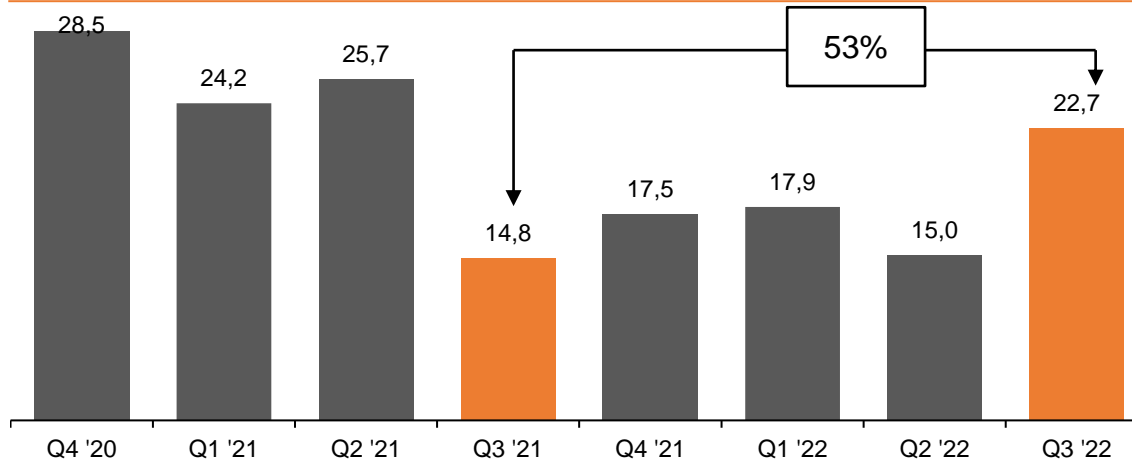
Sales Income by Product 3Q-22 (m USD)*



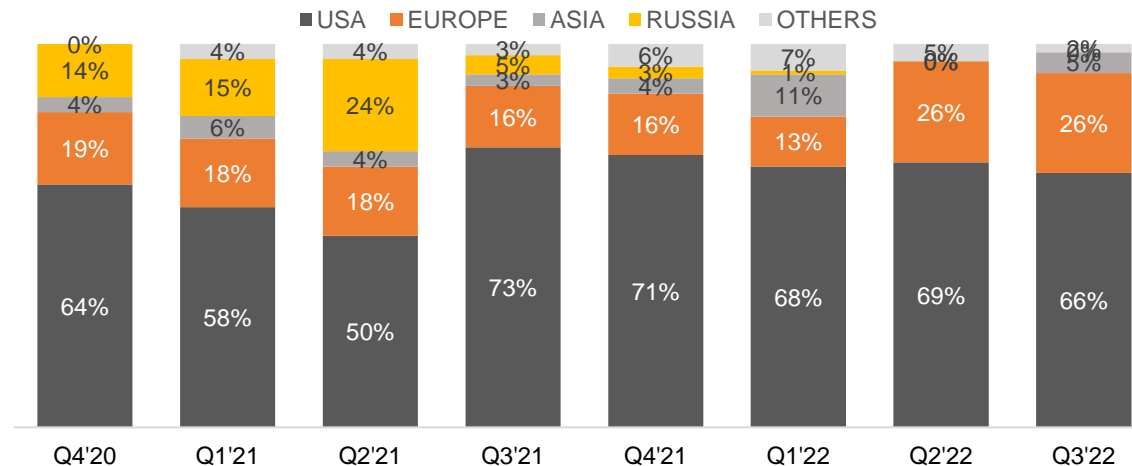
- In terms of product mix, sales in 3Q22 were led by our focus products: fresh products and frozen portions, which together represented 78% of net sales in the period vs 75% during 3Q21.
- We will continue focusing our production on fresh products and frozen portions in the coming months.

* Considers sales of finished products -excludes revenues from processing services and adjustment of past periods sales.

Quarterly Operational Revenues (m USD)*



Quarterly Operational Revenues by Market*



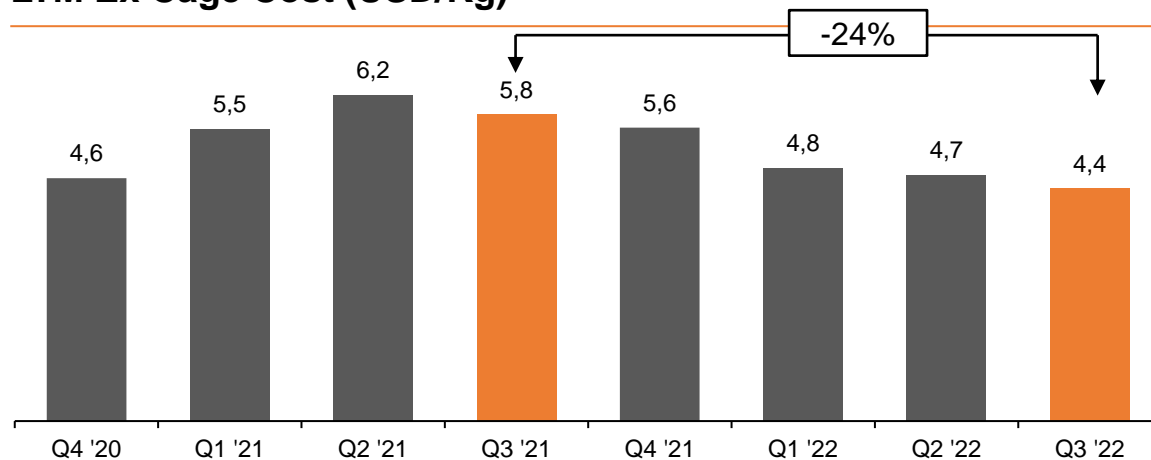
Comments

- Operational revenues in 3Q22 were 53% higher than the same period last year due to an increase in sold volumes and better average prices per Kg WFE.

- During 3Q22 the US market remained to dominate share of sales, which is a result of our commercial focus on fresh products and frozen portions.
- We expect US and Europe will remain to be our main markets, as Nova Austral's strategic focus on fresh products and frozen portions is oriented particularly to these geographies.

* Considers sales of finished products -excludes revenues from processing services and adjustment of past periods sales.

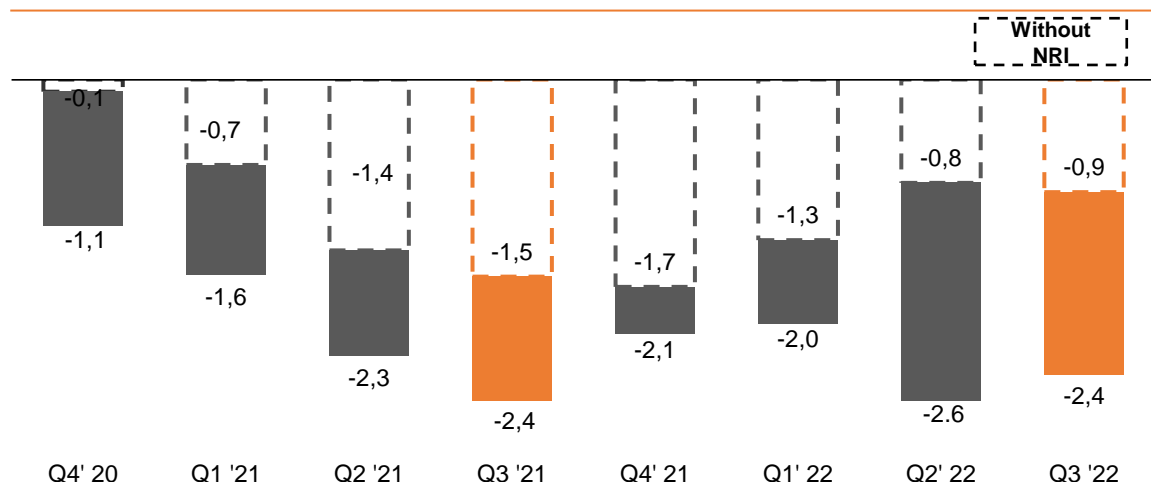
LTM Ex Cage Cost (USD/Kg)



Comments

- Ex cage cost continued decreasing in 3Q22, as more efficient sites were harvested during this quarter.
- We expect this trend to continue during the last quarter of this year.

LTM EBIT/Kg WFE (USD)*



- LTM 3Q22 EBIT/Kg was impacted by NRIs such as, SK2 loss (-\$10.3m), SK3 loss (-\$4.6m), a mortality Incident at the hatchery (-\$3.2m), site recovery expenses (-\$1.6m) and PP&E write-off (-\$0.4m), all these partially offset by the insurance recovery (+\$4.6m). Without such impacts, LTM 3Q22 EBIT/Kg would have been -\$0.9.

* According to IFRS, before fair value adjustments, and after Navarino Law.



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Financial Statements

- 3Q-22 IFRS Income Statement
- 3Q-22 IFRS Balance Sheet Statement
- 3Q-22 IFRS Cash Flow Statement
- YTD IFRS Income Statement
- YTD IFRS Cash Flow Statement

Income Statement (USD m)	Q3 '22	Q3 '21	Var	Var %
Revenues	24.9	16.0	9.0	56%
Cost of Goods Sold	(20.5)	(12.3)	(8.2)	66%
Gross Profit Before FV Adjustments	4.5	3.7	0.8	22%
Fair Value Adjustments (FV)	14.9	0.7	14.2	1997%
Gross Profit After FV Adjustments	19.3	4.4	15.0	342%
Navarino Law Benefit	0.1	1.7	(1.6)	(94%)
Distribution Expenses	(2.2)	(1.6)	(0.7)	42%
Administrative Expenses	(1.8)	(2.0)	0.2	(8%)
Other Revenue (Expenses)	(3.4)	(3.9)	0.5	(12%)
Foreign Exchange Translation	0.3	0.3	0.0	11%
EBIT After FV	12.3	(1.1)	13.3	(1260%)
Net Financial Income (Expenses)	(11.4)	(9.6)	(1.9)	19%
Earnings Before Taxes	0.8	(10.6)	11.5	(108%)
Taxes	0.3	(0.1)	0.3	(590%)
Net Income	1.1	(10.7)	11.8	(110%)
Non Controlling Interest (NCI)	(0.9)	(1.7)	0.8	(47%)
Net Income w/o NCI	0.2	(12.4)	12.6	(102%)
EBITDA Before FV Adjustments	(0.6)	0.5	(1.1)	(239%)
EBITDA After FV Adjustments	14.2	1.2	13.1	1119%

Comments

- Revenues increased 56% vs 3Q21 mainly due to higher volumes sold (+1.0k tons WFE, +45%), in addition to higher average prices per Kg WFE.
- COGS variation also driven by volume increase.
- Navarino Law Benefit accrued in 3Q22 correspond to adjustments from past harvests, as we only processed raw material from sites in the Skyring area (with no benefit). In turn, in 3Q21 we harvested a site with NL benefit.
- Higher Distribution Expenses driven by higher net volumes sold (+37%) and higher sea water transportation rates.
- Administrative Expenses lower vs 3Q21 mainly due to lower advisory and IT expenses, and higher exchange rate.
- Other Revenue / Expenses correspond to fallow sites costs (-\$1.9m), mortality incident at our hatchery (-\$1.4m), site recovery costs (-\$0.2m).
- Net Financial Expenses higher due to higher debt levels –both the bond and the RCF.
- Taxes correspond to deferred taxes driven by Salmones Porvenir's Fair Value Adjustments.

Balance Sheet	Q3 '22	Q3 '21	Var	Var %
Current Assets				
Cash and Cash Equivalents	1	5	(3)	(70%)
Accounts Receivable	14	5	9	186%
Inventories	26	19	7	36%
Current Biological Assets	131	94	37	39%
Tax and Other Current Assets	21	27	(6)	(22%)
Total Current Assets	195	151	44	29%
Non-Current Assets				
Intangible Assets Other than Goodwill	9	9	0	0%
Property, Plant and Equipment	94	103	(9)	(9%)
Accounts Receivable	121	128	(7)	(6%)
Tax and Other Non-Current Assets	2	4	(2)	(44%)
Total Non-Current Assets	226	244	(18)	(7%)
Total Assets	420	394	26	7%
Current Liabilities				
Other Current Financial Liabilities	87	84	3	4%
Accounts Payable	95	60	34	57%
Other Current Liabilities	4	5	(1)	(15%)
Total Current Liabilities	186	149	37	25%
Non-Current Liabilities				
Other Non-Current Financial Liabilities	384	346	37	11%
Tax and Other Non-Current Liabilities	1	1	(0)	(30%)
Total Non-Current Liabilities	384	347	37	11%
Total Liabilities	570	496	74	15%
Paid in Capital	1	1	0	0%
Retained Earnings	(151)	(103)	(48)	47%
Total Equity	(150)	(102)	(48)	47%
Total Equity and Liabilities	420	394	26	7%

Comments

Current Assets:

- Cash & Cash equivalents remained at low levels given the need to pay suppliers.
- Higher AR due to higher sales during the third quarter this year (+56%).
- Increase in inventory driven by higher harvest during the last twelve months.
- Current Biological Assets higher vs last year, reflecting increased volumes of SW biomass.
- Tax and Other Current Assets decreased due to lower Navarino Law accrued and lower VAT credit remaining.

Non-Current Assets

- PP&E decreased due to depreciation of assets.

Liabilities & Equity:

- Other Current Financial Liabilities increased mainly due to interests accrued in the period.
- Accounts Payable increased due to AP to our partner in the JV (who provides feed) and increase in feed purchases (\$20m and \$10m respectively).
- Other Non-Current Financial Liabilities increased mainly due to PIK interests.
- Retained earnings decreased due to the losses during the last twelve months.

Cash Flow Statement (USD m)	Q3 '22	Q3 '21	Var	Var %
Cash Flows from (Used in) Operating Activities				
Proceeds From Sales Of Goods And Rendering Of Services	17.4	16.7	0.7	4%
Proceeds from Navarino Law Benefit	2.5	3.2	(0.7)	(21%)
Proceeds from Insurance				
Payments To Suppliers of Goods And Services	(13.9)	(19.8)	5.9	(30%)
Payments To And On Behalf Of Employees	(4.5)	(4.6)	0.1	(1%)
Taxes Refunded (Paid)	4.5	1.3	3.2	251%
Other Cash Inflows (Outflows)				
Net Cash Flows from (used in) Operating Activities	6.0	(3.2)	9.2	n.a.
Cash Flows from (used in) Investing Activities				
Inflows from Loans				
Payments to Obtain Control of Subsidiaries				
Additions to Property, Plant and Equipment		(2.7)		
Sales of Property, Plant and Equipment				
Other Cash Inflows (Outflows)				
Net Cash Flows from (Used in) Investing Activities		(2.7)	2.7	(100%)
Cash Flows from (Used in) Financing Activities				
Inflows from Loans		7.0	(7.0)	(100%)
Payments of Loans				
Payments of Interests	(1.4)	(1.5)	0.1	(8%)
Receipts from Related Entities	(3.8)		(3.8)	
Other Cash Inflows (Outflows)				
Net Cash Flows from (Used in) Financing Activities	(5.2)	5.5	(10.7)	n.a.
Effect Of Exchange Rate Changes On Cash	0.3	0.5	(0.2)	(43%)
Initial Cash Flow	0.3	4.8	(4.4)	(93%)
Net Increase (Decrease) in Cash	1.1	0.1	1.1	1157%
Final Cash Flow	1.5	4.8	(3.4)	(70%)

Comments

Operating Activities:

- Proceeds from Sales of goods increased due to higher sales vs 3Q21.
- Navarino Law Benefit proceeds correspond to the ones accrued in January, February and March 2022.
- Payments to Suppliers of Goods and Services decreased mainly due to lower payments –and purchases- of raw material from third parties (\$6.3m).
- Taxes Refunded correspond mainly to the export VAT collected from Salmones Porvenir's operations.

Investing & Financing Activities:

- Interests correspond to those of the RCF.
- Receipts from Related Entities correspond to payments to our JV Partner.

Income Statement (USD m)	Q3 '22	Q3 '21	Var	Var %
Revenues	60.6	69.6	(9.0)	(13%)
Cost of Goods Sold	(56.2)	(79.9)	23.7	(30%)
Gross Profit Before FV Adjustments	4.4	(10.3)	14.7	n.a.
Fair Value Adjustments (FV)	30.4	15.7	14.7	94%
Gross Profit After FV Adjustments	34.8	5.4	29.4	544%
Navarino Law Benefit	3.1	5.5	(2.4)	(43%)
Distribution Expenses	(6.3)	(7.8)	1.5	(19%)
Administrative Expenses	(5.2)	(6.0)	0.8	(13%)
Other Revenue (Expenses)	(18.5)	0.3	(18.8)	n.a.
Foreign Exchange Translation	0.5	0.1	0.4	523%
EBIT After FV	8.4	(2.5)	10.9	n.a.
Net Financial Income (Expenses)	(32.1)	(27.5)	(4.7)	17%
Earnings Before Taxes	(23.8)	(29.9)	6.2	(21%)
Taxes	(5.1)	(0.1)	(5.0)	n.a.
Net Income	(28.8)	(30.0)	1.2	(4%)
Non Controlling Interest (NCI)	(6.9)	(4.5)	(2.4)	53%
Net Income w/o NCI	(35.7)	(34.5)	(1.2)	3%
EBITDA Before FV Adjustments	(18.5)	(11.7)	(6.8)	n.a.
EBITDA After FV Adjustments	11.9	4.0	7.9	197%

Comments

- Revenues decreased 13% vs YTD21 mainly due to lower volumes sold (-2.8k tons WFE, -26%), partially offset by higher average prices per Kg.
- COGS were lower due to lower volumes sold (including lower purchased raw material from third parties), and due to lower ex cage costs as well.
- Navarino Law Benefit accrued was lower in 3Q22 vs 3Q21 due to lower volumes processed from Nova Austral sites (-57%).
- Lower Distribution Expenses driven by lower net volumes sold (-30%), partially offset by higher sea water transportation rates.
- Administrative Expenses lower vs 3Q21 mainly due to savings in Advisory and IT expenses.
- Other Revenue / expenses correspond to SK2 costs (-\$10.3m), mortality incident at the hatchery (-\$4.6m) and fallow sites/sites recovery costs (-\$5.4m), partially offset by the insurance recovery (\$1.9m), among others.
- Net Financial Expenses higher due to higher debt levels –both the bond and the RCF.
- Taxes correspond to deferred taxes driven by Salmones Porvenir's Fair Value Adjustments.

Cash Flow Statement (USD m)	Q3 '22	Q3 '21	Var	Var %
Cash Flows from (Used in) Operating Activities				
Proceeds From Sales Of Goods And Rendering Of Services	50.3	75.3	(25.0)	(33%)
Proceeds from Navarino Law Benefit	6.4	11.2	(4.7)	(42%)
Proceeds from Insurance	1.9		1.9	
Payments To Suppliers of Goods And Services	(53.0)	(89.6)	36.6	(41%)
Payments To And On Behalf Of Employees	(13.4)	(15.1)	1.7	(11%)
Taxes Refunded (Paid)	8.1	7.6	0.5	6%
Other Cash Inflows (Outflows)				
Net Cash Flows from (used in) Operating Activities	0.3	(10.6)	10.8	(103%)
Cash Flows from (used in) Investing Activities				
Inflows from Loans	8.3		8.3	
Payments to Obtain Control of Subsidiaries				
Additions to Property, Plant and Equipment	(1.3)	(4.0)	2.7	(67%)
Sales of Property, Plant and Equipment				
Other Cash Inflows (Outflows)				
Net Cash Flows from (Used in) Investing Activities	6.9	(4.0)	10.9	(272%)
Cash Flows from (Used in) Financing Activities				
Inflows from Loans		21.3	(21.3)	(100%)
Payments of Loans	(1.9)	(1.9)	(0.0)	0%
Payments of Interests	(3.8)	(4.5)	0.7	(15%)
Receipts from Related Entities	(3.8)		(3.8)	
Other Cash Inflows (Outflows)				
Net Cash Flows from (Used in) Financing Activities	(9.5)	14.9	(24.4)	(164%)
Effect Of Exchange Rate Changes On Cash	0.6	(0.2)	0.9	(372%)
Initial Cash Flow	3.2	4.8	(1.6)	(33%)
Net Increase (Decrease) in Cash	(1.7)	0.1	(1.8)	(2199%)
Final Cash Flow	1.5	4.8	(3.4)	(70%)

Comments

Operating Activities:

- Lower proceeds from sales of goods than YTD21 mainly due to lower sales in the past twelve months (-18%).
- Navarino Law Benefit proceeds correspond to the ones accrued from August 2021 to March 2022.
- Payments to Suppliers of Goods and Services decreased mainly due to lower payments –and purchases- of raw material from third parties (-\$22m) and lower payments to feed suppliers (-\$7.3m).

Investing & Financing Activities:

- Inflows from Loans correspond to the capital increase made by shareholders of Nova Austral (\$8.3m) during the period. Such funds were used to pay suppliers.
- Additions to PPE are mainly purchases of nets.
- Payments of loans correspond to capital payments of the credit taken by the subsidiary that holds our hatchery.
- Interests correspond to those of the hatchery's credit and Nova Austral's RCF.
- Receipts from Related Entities correspond to payments to our JV Partner.



Responsibility statement

The Board of Directors of Nova Austral S.A. consists of Halvor Horten from Bain Capital Private Equity (Europe), LLP, Tom Jovik from Altor Equity Partners AS, and Yngve Myhre. Company management consists of Nicolás Larco (CEO).

We confirm to the best of our knowledge that the condensed set of financial statements for the quarter ended September 30th, 2022, has been prepared in accordance with IAS 34 –Interim Financial Reporting and give a true and fair view of the assets, liabilities, financial position and result of Nova Austral S.A. and the Nova Austral group as a whole for the period. We also confirm to the best of our knowledge that the financial review includes a fair review of important events that have occurred during the financial year and their impact on the financial statements, and a description of the principal risks and uncertainties for the remaining financial year.

Global Call, Friday, December 2nd, 15:30 CET; 14:30 UK; 09:30 US ET

To access please go to Teams Live:

[Nova Asutral Q3 Financial Presentation Link](#)

Q&A Details:

During the call, investors will have the opportunity to ask questions on the operational and financial performance of the company