

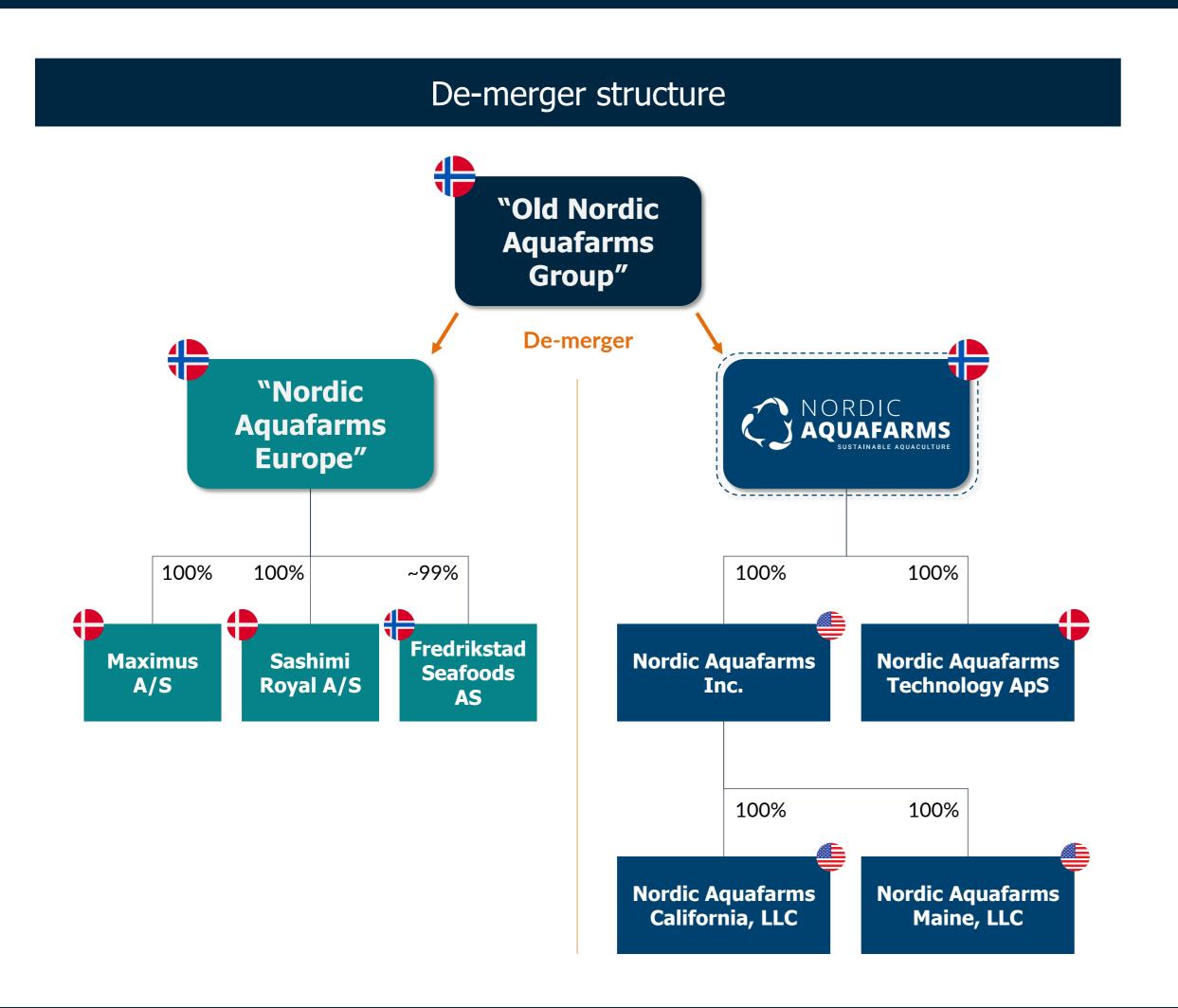
# Company presentation



# Nordic Aquafarms aims to be a leading player in sustainable land-based aquaculture with production close to large markets



### Creating two pure-play land-based aquaculture companies through a de-merger



#### Rational behind de-merger

- Production close to large markets with limited "internal" supply
- Strategic sharpening
  - 1 entity with existing production in Nordic region short/mid-term target: utilize and develop existing facilities to reach profitable production
  - 1 entity focused on developing large projects overseas short/midterm target: engineering, construction and financing
- Two separate vehicles for exposure towards land-based aquaculture
  - Small(er) scale facilities in the Nordic focused on yellowtail kingfish
  - Large scale facilities producing salmon in large consumer markets



# NAF Europe - 3 facilities in operation in the Nordics and substantial on-site development potential

Nordic Kingfish – Sashimi Royal (DK)



Hatchery for yellowtail kingfish



Yellowtail kingfish grow-out



### Nordic Kingfish covers the entire growth cycle – from egg to sales - creating a substantial barrier to entry

48 hours 6-8 months

Egg - Larvae

- Proprietary brood stock in own facility at Maximus
- Spawning takes place continuously all year round

~43 days Larvae/Fry/ Fingerlings

- From day 2 feeding with live feed
- Weaning (shift from live feed to dry feed)

~90 days

Fingerlings/Juvenile

 Once ~45 days old, the fingerlings are transferred

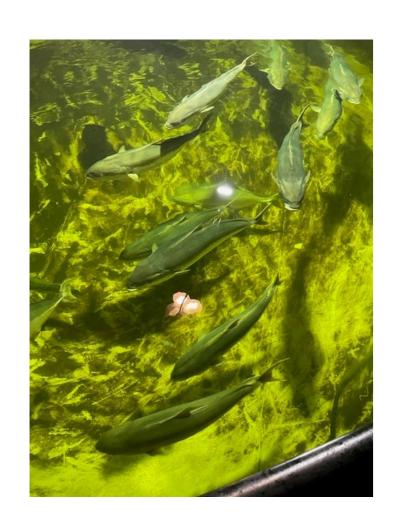
to nursery

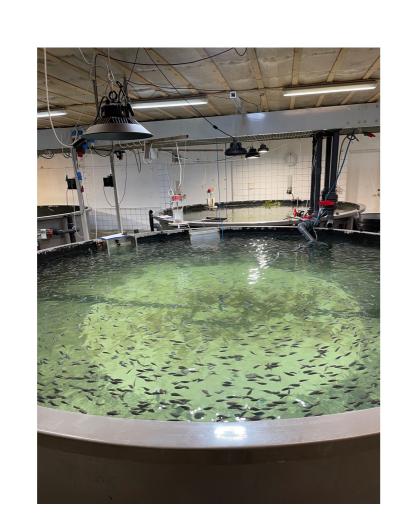
- Feeding special formulated pellets for optimal growth
- Moved to grow-out facility at Sashimi Royal ~ 135 days old (> 300 gram)



- Fully grown
- Feeding special formulated larger pellets for optimal growth
- The fish grow to market size of an average of 3,5 kg in ~6-8 months

- Sales
- Fish is sold on the European Horeca market









# Nordic Kingfish - Sashimi Royal - production of yellowtail kingfish in Hanstholm, Denmark — expansion project started and financed (~+400 MT)



#### Value chain coverage at facility

Hatchery Smolt/post-smolt Grow-out Harvesting Processing

#### Sashimi Royal produces Kingfish for high-end European markets

- Production of Kingfish since 2017. Harvest and sales since June 2018
- 1 RAS2020 production module with harvest capacity of ~600 ton (wfe) p.a.
- Expansion of current facility started in May 2022
- Harvest size of 3-5 kg
- Quality certifications by ASC and Ikijime
- Remarkable catch-up in demand and prices in 2022 ~160NOK/kg average from March – today

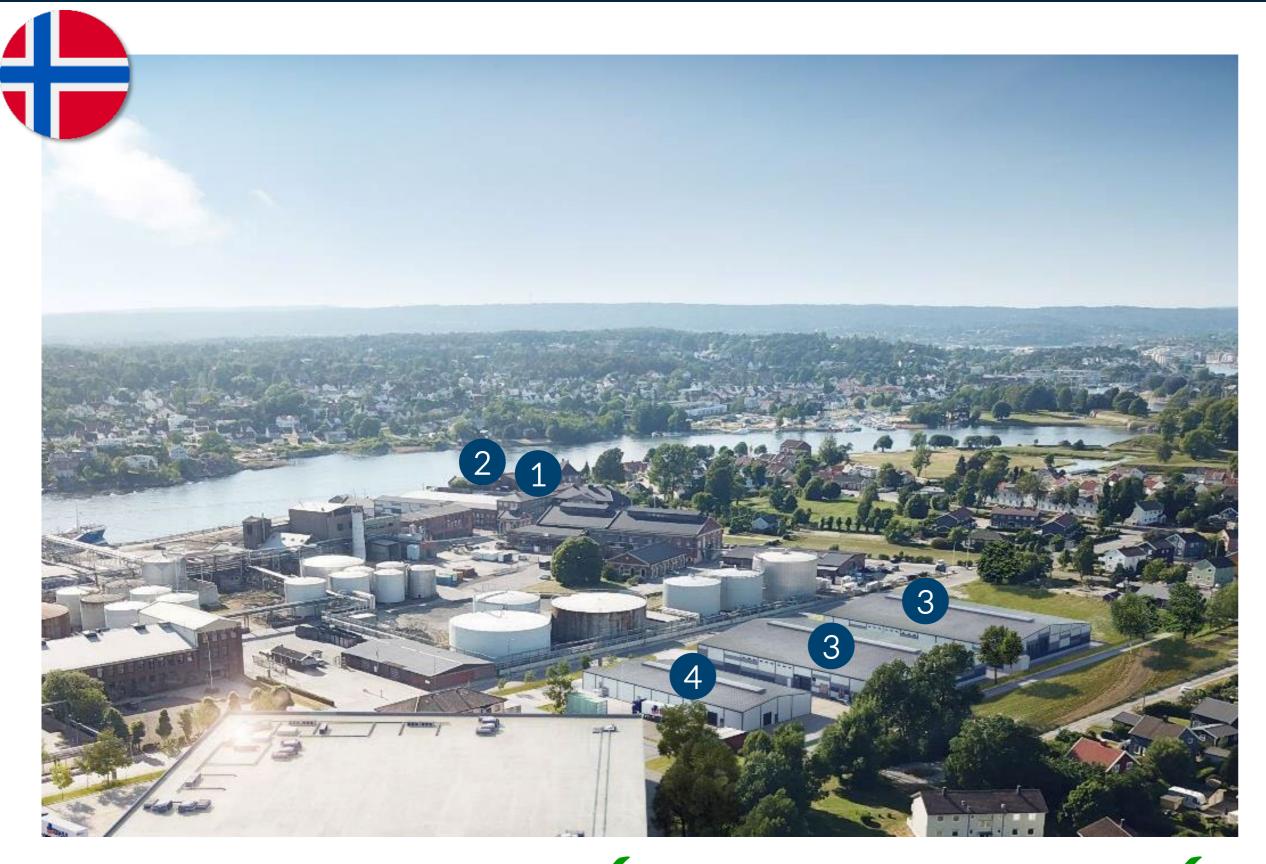
### Sashimi Royal produces a premium product





## Fredrikstad Seafoods — Production of salmon in Fredrikstad, Norway

- Potential transformation to production of Kingfish



- **Offices**
- Water intake

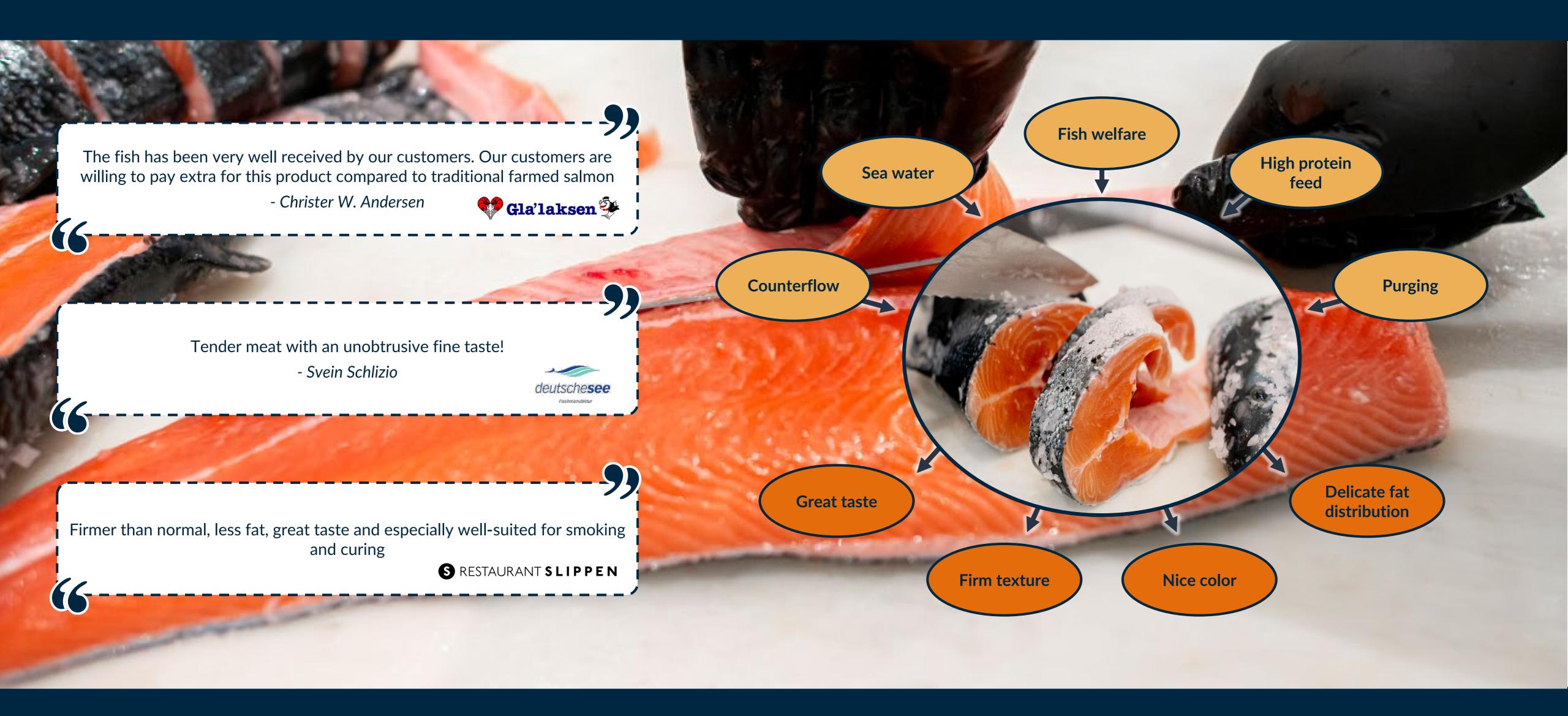
- Harvesting and offices

**Production facility** 

- One of the largest land-based salmon farming facilities in production, with a current capacity of  $\sim$ 1,200 ton (HOG)
- The facility has two independent modules, each with a separate RAS loop
- First harvest in April 2020
- Positive feedback from customers on product quality high prices achieved for certain segments - Fish >4 kg achieves a price premium in the market
- Expecting harvest of ~800-900 ton (HOG) in 2022, and full capacity from 2023
- Initiated evaluation for production of kingfish. Require approvals from Norwegian and Danish authorities
- Production of kingfish can increase production to 2,000 tons

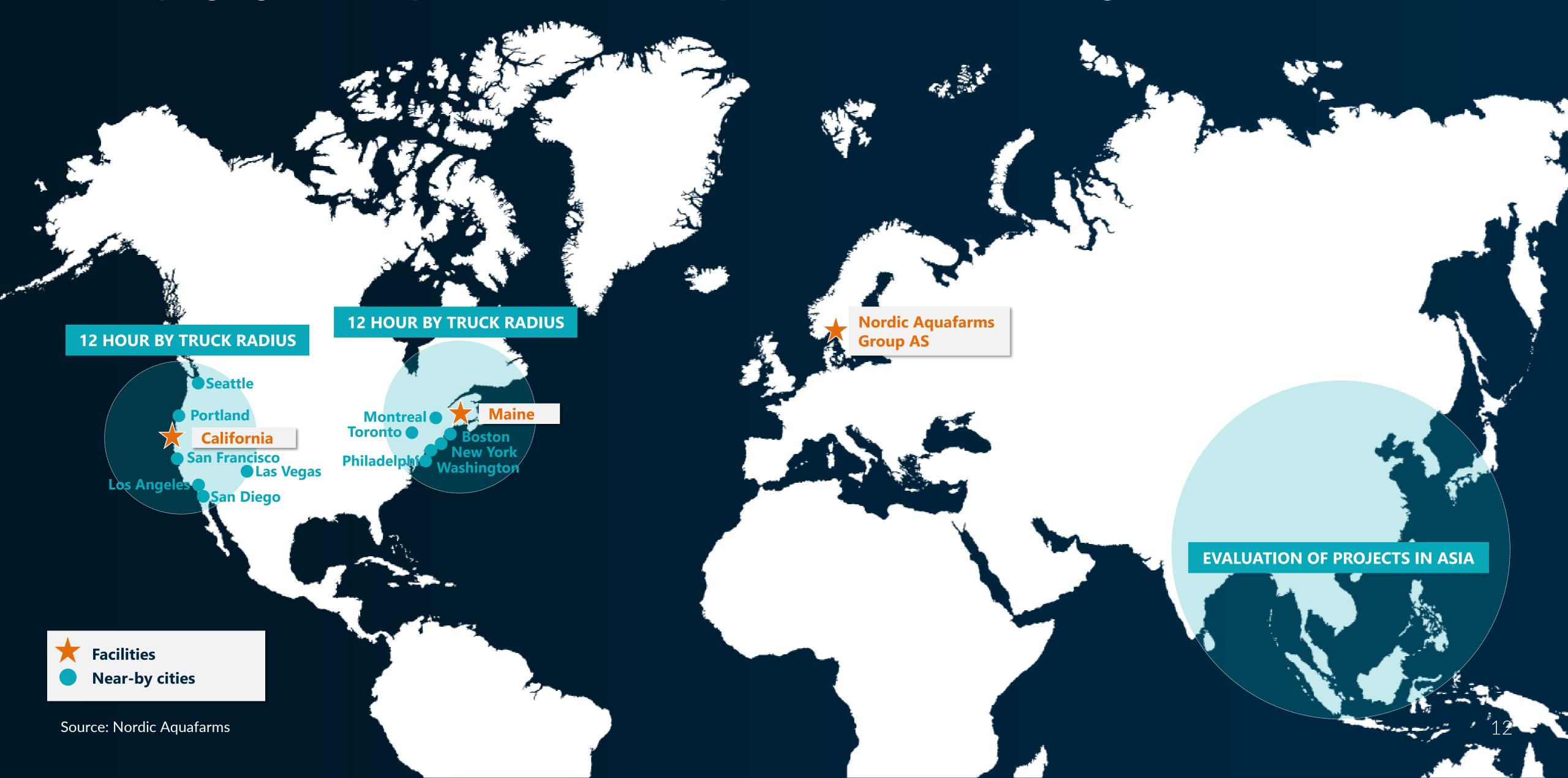
### Value chain coverage at facility Smolt/post-smolt Hatchery **Grow-out** Harvesting Processing

## Impeccable quality achieved at Fredrikstad Seafoods





## Developing a global footprint in land-based aquaculture – with a Norwegian foothold



# US salmon market is expected to continue strong growth accelerated by consumer megatrends in health and sustainability

US consumers expect to spend more on local, healthy, and high protein food ...

#### **Healthiness**



Consumers are increasingly demanding healthy and environmentally friendly nutrition



Salmon is one of the healthiest protein sources with a high share of omega-3 fatty acids

#### **Sustainability**



Salmon is the most efficient animal protein, producing 7x more protein per kg feed vs beef



Exhaustion of wild fisheries increases need for and attractiveness of fish farming



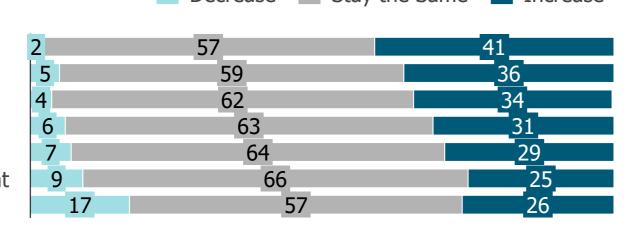
Locally produced fresh salmon replaces CO<sub>2</sub>-intensive airborne transport from Europe and Chile

## **Expected change in spend on food products,** 2022 vs 2021

*Q:* In 2022, how will your spending change on food products compared to 2021?

Decrease Stay the Same Increase

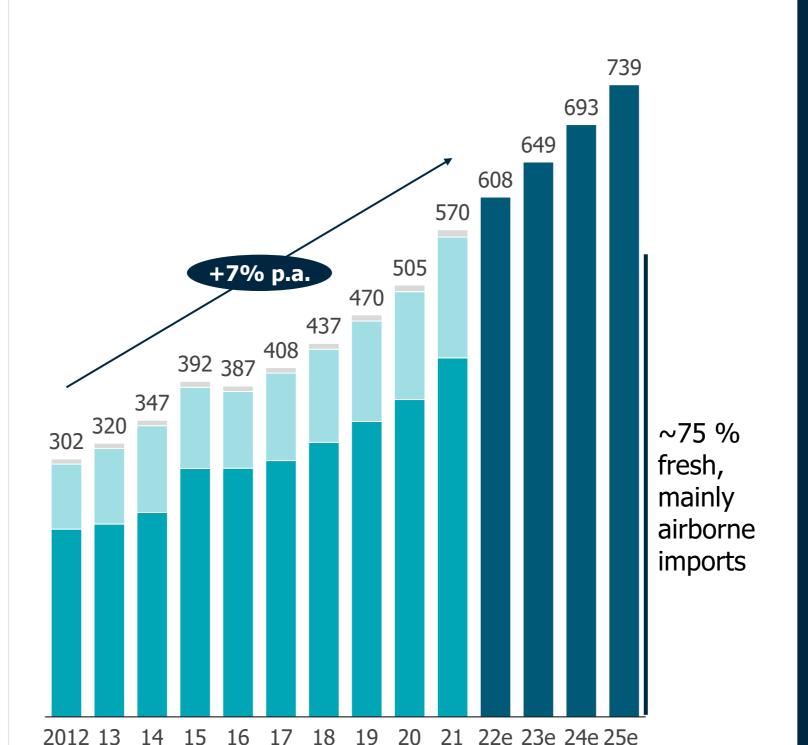
Regional/local
Naturally healthy
High protein
Environmentally friendly
Animal welfare friendly
Products with low CO2 footprint
Meat-alternative products



... leading to strong demand growth despite significant price increase

**Volume of Atlantic salmon consumption in US,** 000's MT HOG<sup>2</sup>





market growth driven by end-customer preferences

...leading to solid overall

~13%

Increase in salmon demand in the US in 2021

~8%

Annualized price increase from 2017-2022<sup>1</sup>

~94%

US salmon imported 2020, with fresh consumption mainly shipped by air

~22%

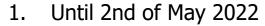
US share of global salmon market in terms of consumption



Seafood is an unsophisticated industry in US, with great upside potential

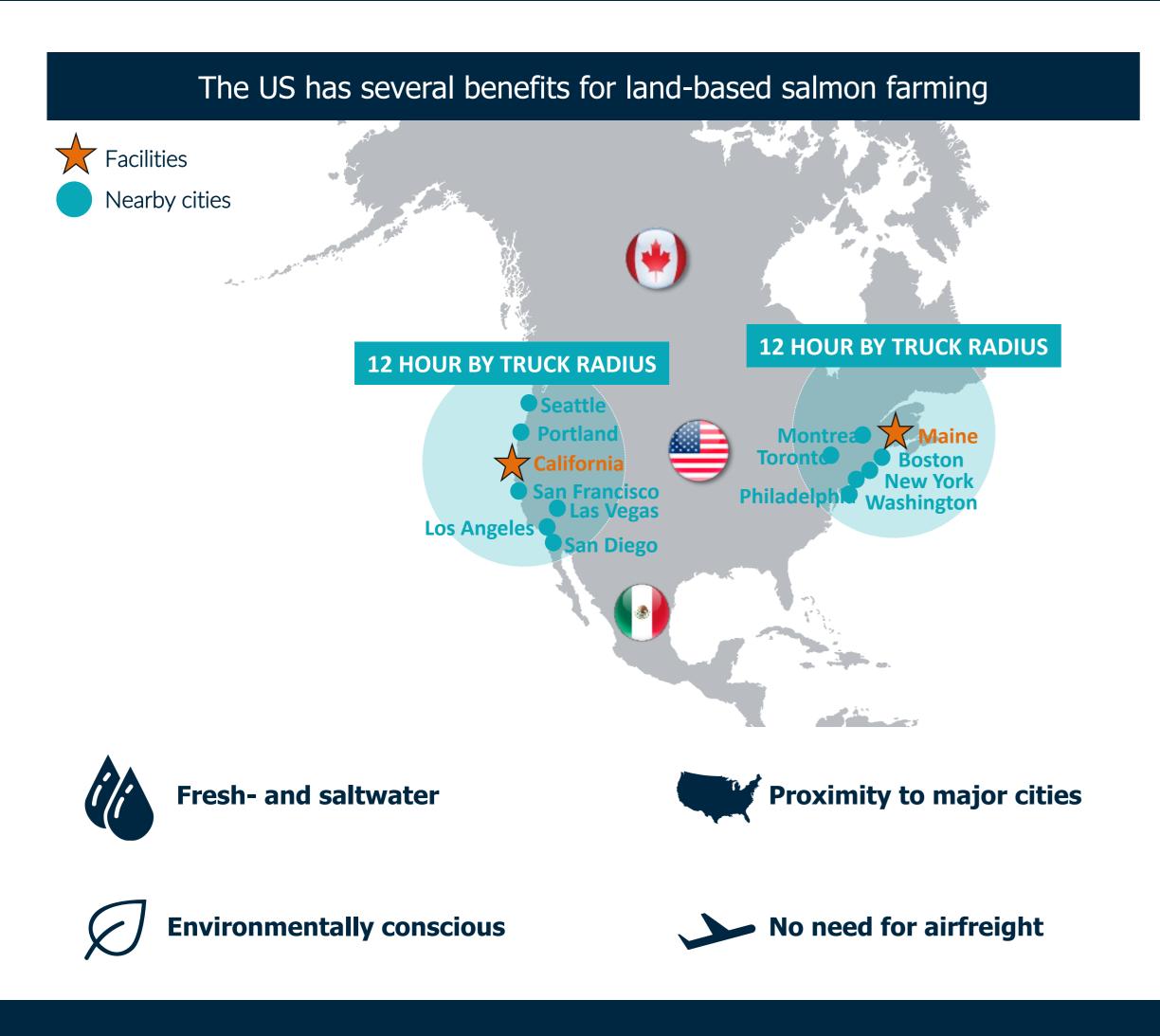
Currently, small brokers are handling imports – retailers want something better, they want reliable, high-quality delivery

- Industry expert



<sup>2.</sup> Actual consumption used for 2012-2021. Projected growth for 2021-2025 based on historical growth of  $\sim$ 7%

# Nordic Aquafarms is establishing significant presences in two of the largest and fastest growing salmon demand hubs in the world



Belfast (Maine) and Eureka (California) are ideal locations for land-based salmon faming



- Seafood state "Made in Maine"
- Proximity to large East coast market
- Cold climate
- Attractive place to live
- ✓ Good access to qualified personnel
- ✓ All permits in place



- ✓ Culinary trendsetting state "Made in California"
- Proximity to large West coast market
- ✓ Mild climate stable temperatures
- ✓ Attractive place to live
- Good access to qualified personnel
- Permits expected within 2022

# NAF Technology to drive technical development in NAF Group (and supply RAS engineering and project execution for NAF Europe)

#### **About NAF Technology**

- Located in Lystrup, Denmark (Aarhus)
- The team of 11 of FTEs is comprised mainly of RAS engineers from the company Inter Aqua Advanced
- Extensive experience within the salmon RAS sector since 1998, supplying the world's first salmon smolt RAS unit to Scottish Seafarms in 1998
- First to supply saltwater Post Smolt RAS (to Grieg Seafood, 2012)
- Supplied 33 separate RAS units for salmon fry, parr, smolt and saltwater post-smolt (55 RAS units in total for multiple species)
- All 33 RAS units supplied for salmon since the first in 1998 are in operation today and very successful – several capable of producing significantly more than promised
- To date, there has never been any H<sub>2</sub>S incidents linked to Nordic Aquafarms' proprietary biofilter

Feasibility studies

Design & engineering

Civil works & building

Installation



Service & management













### Selected RAS project experience



Canada 2020/2021 Biofilter delivery to Northern Harvest smolt facility



Norway 2018 Salmon post-smolt facility (5,300m³)



Norway 2018 Salmon post-smolt RAS facility (5,000m³)



Canada 2016 Salmon smolt RAS facility (9,000m³)



Shetland 2015 Salmon smolt RAS facility



US 2013 Salmon smolt RAS facility



Canada 2011 Salmon smolt RAS facility (2,280m³)



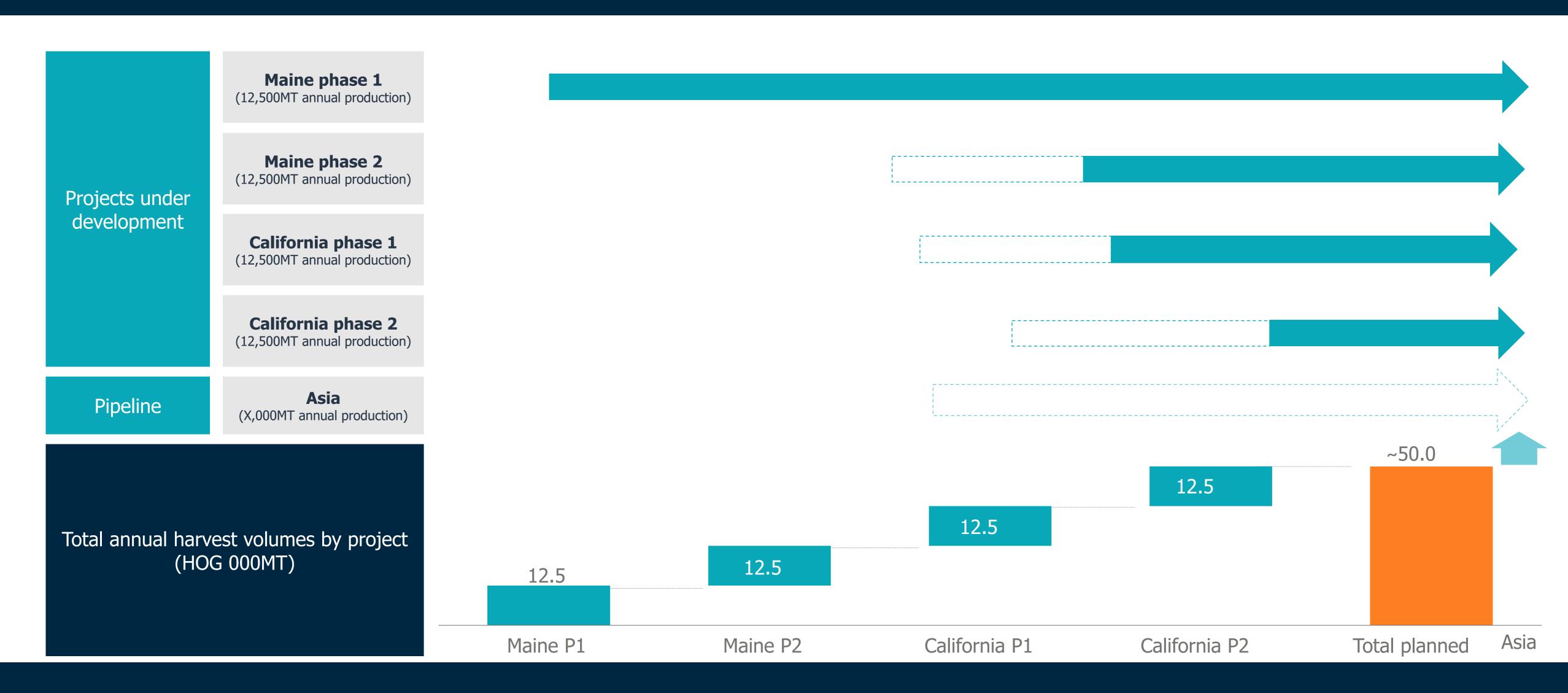
Norway 2010 Salmon smolt RAS facility

The NAF team is currently delivering RAS engineering, project management and procurement services for expansion project at Sashimi Royal



**Denmark**2022/2023 *Yellowtail Kingfish juvenile*/ post-juvenile expansion

# Projects under development with $\sim 50,000 MT$ of annual production, and additional pipeline opportunities





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