

# Sustainable Aquaculture Offshore

North Atlantic Seafood Forum 2022



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SalMarAker**Ocean**

# Offshore farming – A new era in aquaculture

**70%** of the  
planet's surface is  
covered by ocean

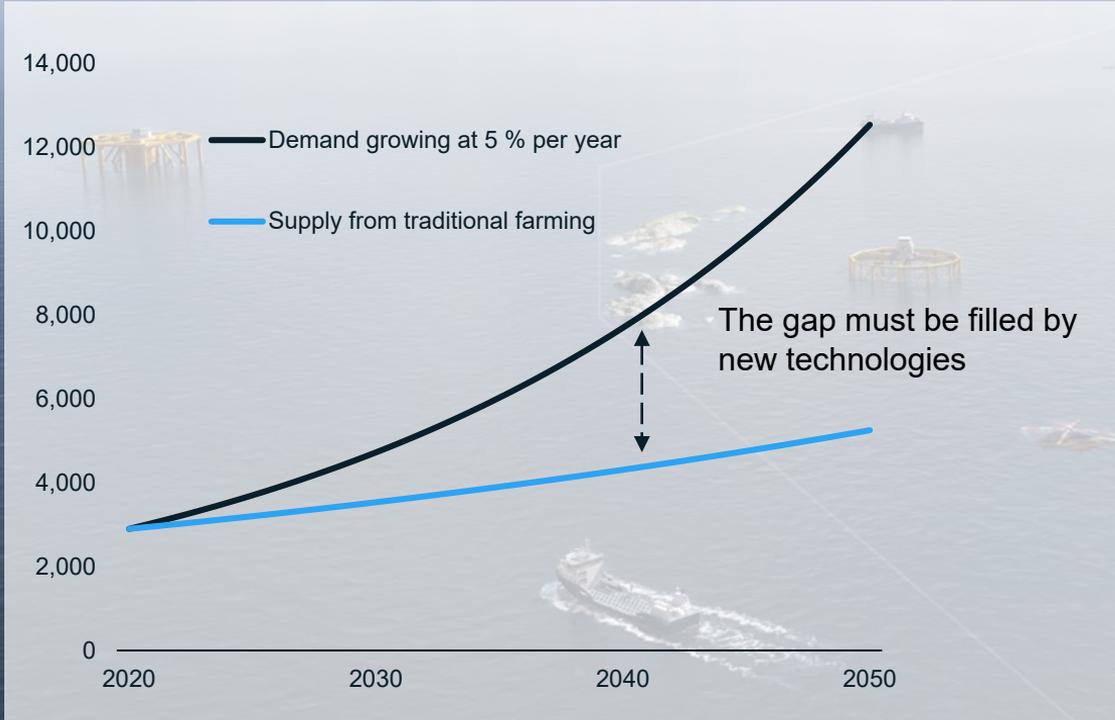
Today, only **3%** of  
the food we eat  
come from the  
ocean

Aquaculture is the  
solution – a  
renewable and  
sustainable  
resource



# Demand for farmed salmon is growing faster than supply

Demand for and supply of farmed salmon, '000 tonnes HOG



## Important demand drivers

- Population growth
- Focus on health and healthy food
- Source of protein with a low carbon footprint

## Limited growth from conventional

- Regulatory constraints
- Lack of access to new quality production sites

# Limited coastal possibilities has led to innovation

Two directions going forward for SalMar – coastal and offshore fish farming

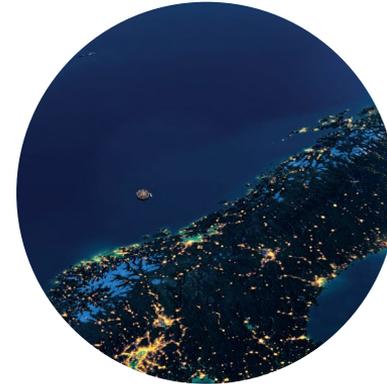
## COASTAL

Continue to deliver operational excellence at the optimal locations



## OFFSHORE

Gamechanger for releasing the potential of the ocean



**SalMar Aker Ocean**

**SalMar Aker Ocean leading the way offshore**  
Always on the terms of the salmon

# Optimal conditions for the salmon, low carbon footprint



Optimal biological conditions

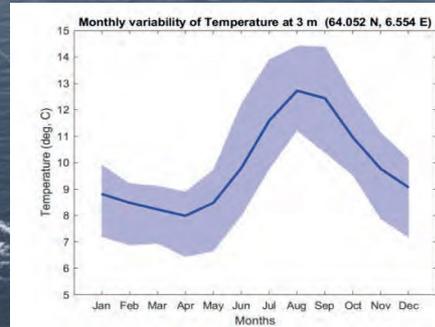


The salmon's natural habitat

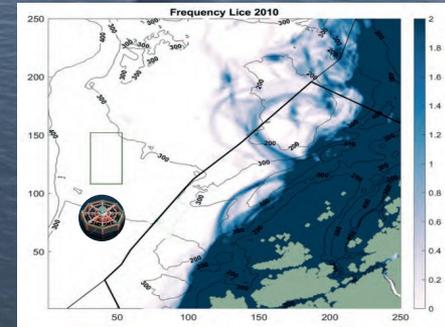


Low energy consumption, utilize natural currents

Mean sea water temperatures  
SFF1 location



Sea lice frequency  
Central Norway



Source: Sintef

# One of the world's best salmon farmers join forces with the leader within floating offshore installations



**SALMAR**  
Passion for Salmon

- 30 years of salmon farming experience
- One of the world's largest and most efficient salmon farmers
- A fully integrated value chain
- Focus on sustainable growth on the salmon's own terms



**AKER**

- 180 years of industrial experience
- Have built more than 60 % of all floating offshore installations in the world
- Global leader in industrial software
- Portfolio of zero-emission technologies

**SalMar Aker Ocean – the market leader in offshore fish farming built on the combined competitive advantages of SalMar and Aker**

# SalMar Aker Ocean - about utilizing the potential of ocean areas

Producing 150,000 tonnes of salmon in new ocean areas by 2030

SAOs strategy is build upon four pillars



## Safety

for people, fish, property and environment



## Sustainability

in everything we do



## Technology

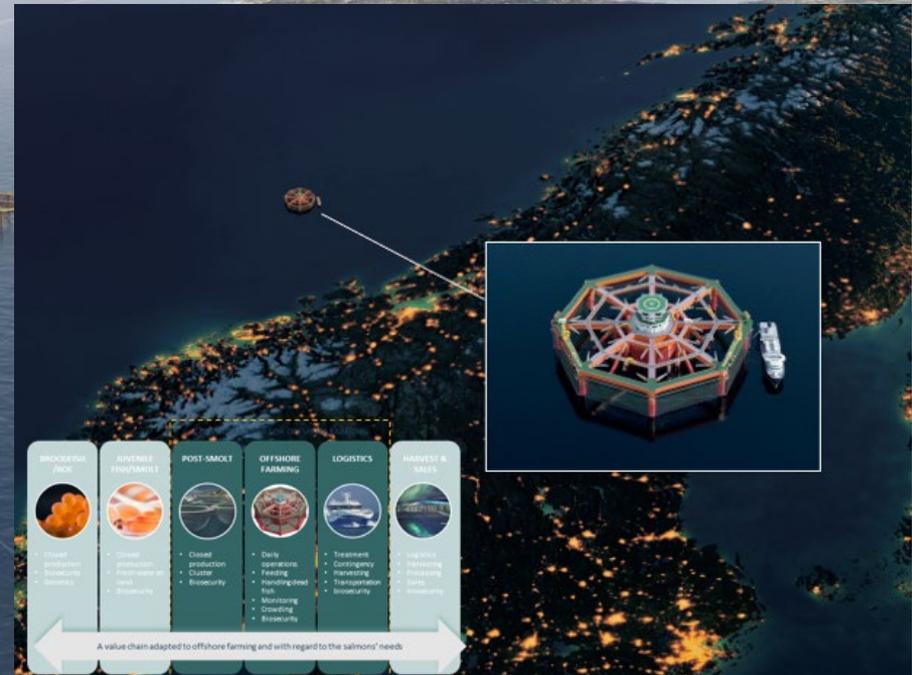
for the next generation of fish farming



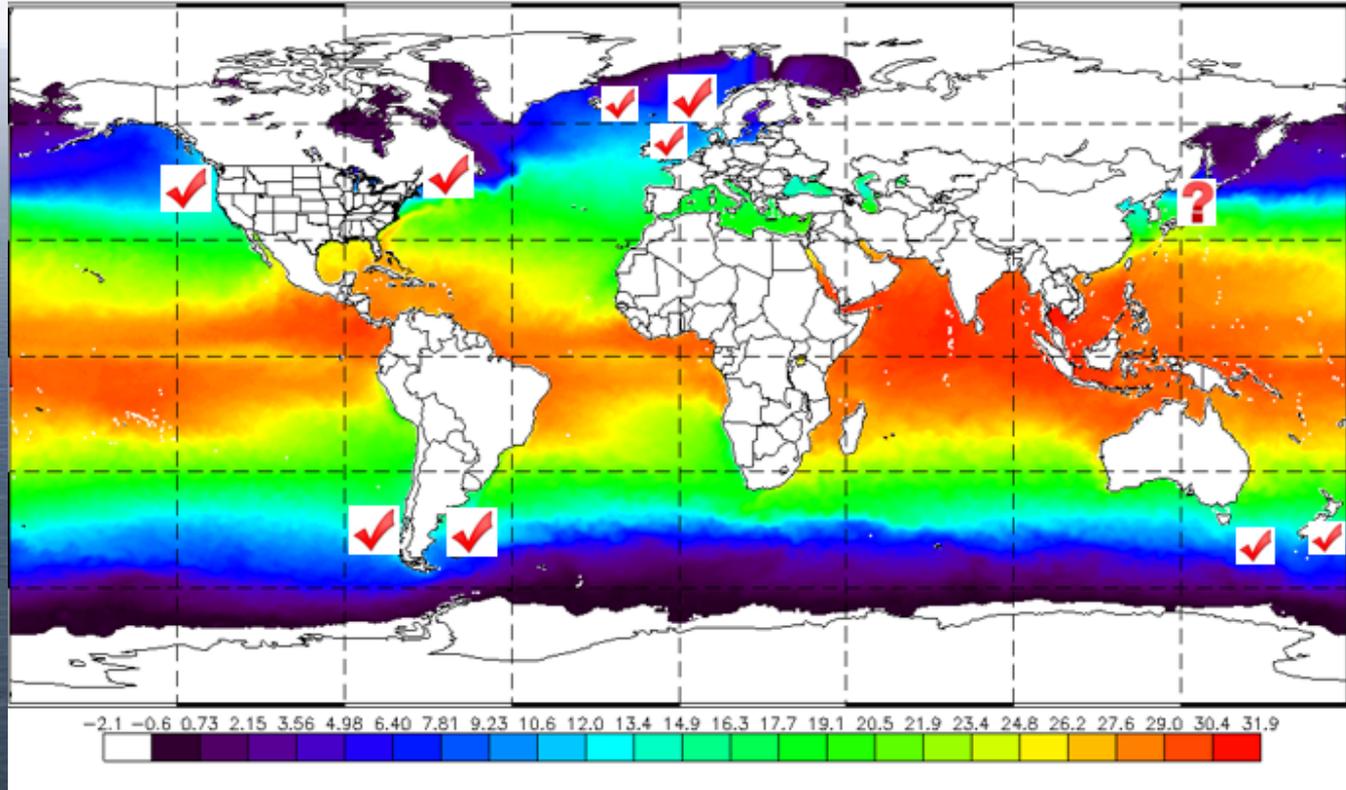
## Value creation

through strong biological results and profitable growth

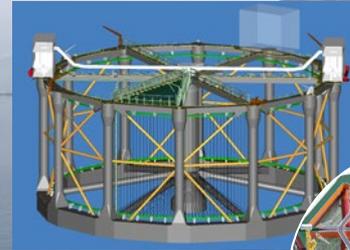
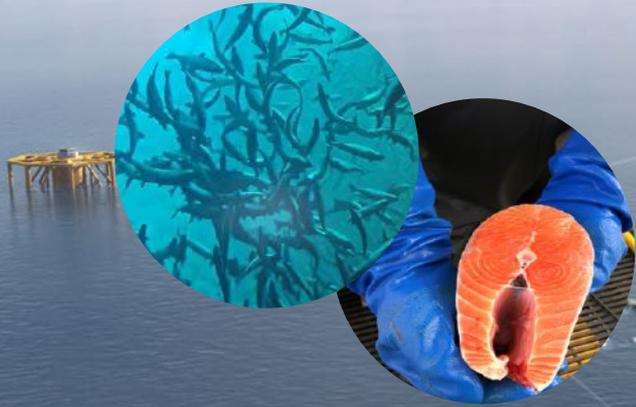
SalMar Aker Ocean – offshore and in exposed areas



# Oceans of opportunities.....



# SalMar pioneered - SalMar Aker Ocean will lead the way offshore



## Successful production on Ocean Farm 1 proves the concept

- Two successful production cycles completed on Ocean Farm 1
- Strong biological results and production costs on level with the best costal locations
- Lessons learned and implemented in future development

## Serial expansion of both OF and SFF technology

- Upgrade of Ocean Farm 1 progressing according to plan
- Committed to new offshore investments as soon as the regulatory framework is in place
- Gradual ramp up of organization to handle growth and protect first mover advantage

# Significantly larger projects than for conventional aquaculture



# From pilot to scale – establish a new value chain

Biosecurity, emergency preparedness, logistics and infrastructure – secure and efficient operation for fish & people





# Key comments from SalMar Aker Ocean

Very positive that the topic is high on the political agenda, but we urge that time is of the essence

## Crucial to keep the timeline

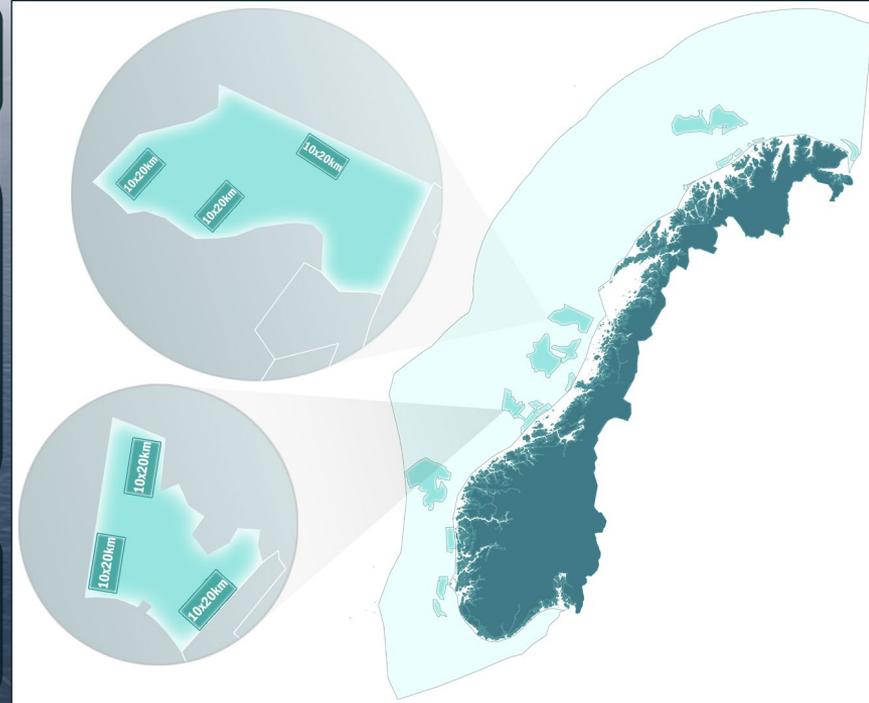
- Ensure progress in ongoing initiatives

## Production areas

- Areas must be selected for its feasibility to produce salmon
- One area – one producer\*
- Larger areas – one area can fit several installations
  - Fish health, bio security and economies of scale
- Producers to plan and develop – authorities to approve

## Qualitative appointment criteria

- Ensure the producer has competence and capacity
- Fish health and sustainability must not be neglected



\* One producer can be a consortium of several companies

**THANK YOU FOR YOUR ATTENTION!**



SalMarAker**Ocean**