

Q2 2025 Presentation

Trondheim, 20 August 2025





Agenda | Q2 2025

Introduction and Highlights

Knut Nesse, CEO

Financial Performance

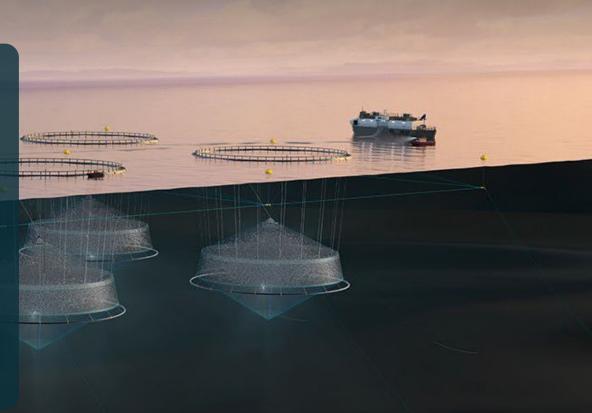
Ronny Meinkøhn, CFO

Q&A Session

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Highlights | Q2 2025

- Record high quarterly revenue and EBIT of MNOK 1,167 and MNOK 89, respectively
- Acceptable order intake of BNOK 1,052 supported by the award of the MEUR 20 land based contract from Laxey
- Another land based contract with estimated contract value of MEUR 8,5 was awarded from Laxey mid July
- Sharp focus on further development and improved implementation of Nautilus solutions





Pioneering a better future

Driving innovation in global aquaculture for over 50 years



Bodø, fall 1973 (Hans-Petter Meland)



Lovund February 1974 (Steinar Olaisen to the left)



Deep farming 2025

A technology innovator across multiple areas

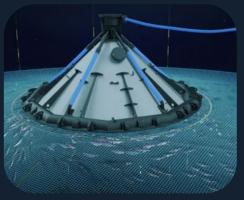
Automated feeding



Pioneered automated and waterborne feeding solutions



Deep farming



Pioneered pens from first plastic pens to today's deep farming



Smolt/Post-smolt



Pioneered development and delivery of post-smolt facilities



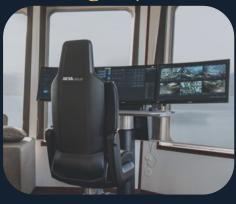
Land based grow-out



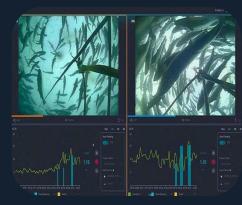
Pioneering land-based RAS grow-out facilities globally



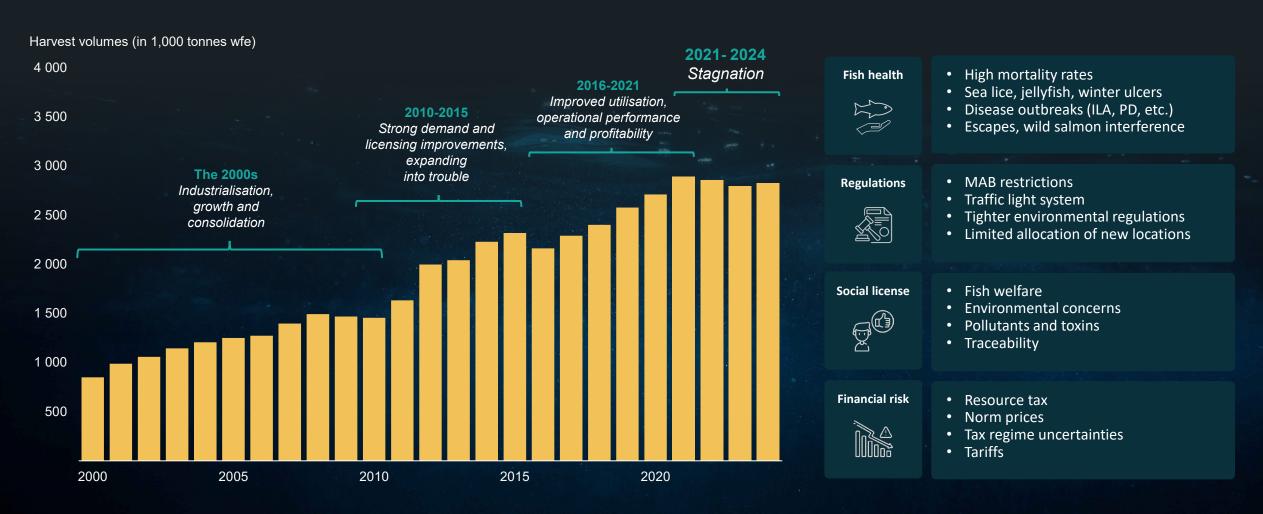
Digital/AI



Pioneering digital solutions and AI in salmon farming



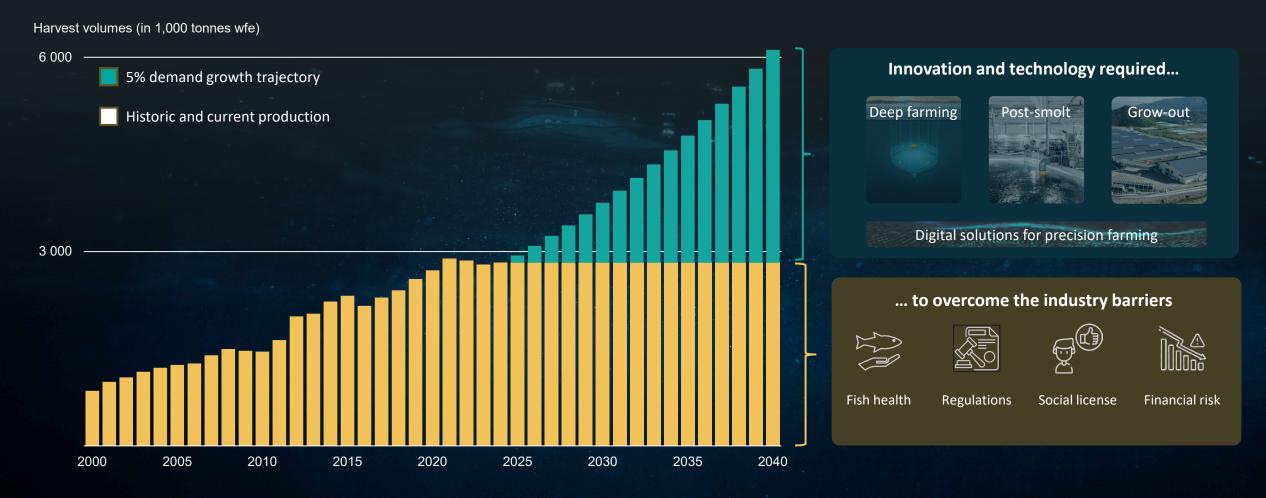
Salmon farming industry is at a crossroads



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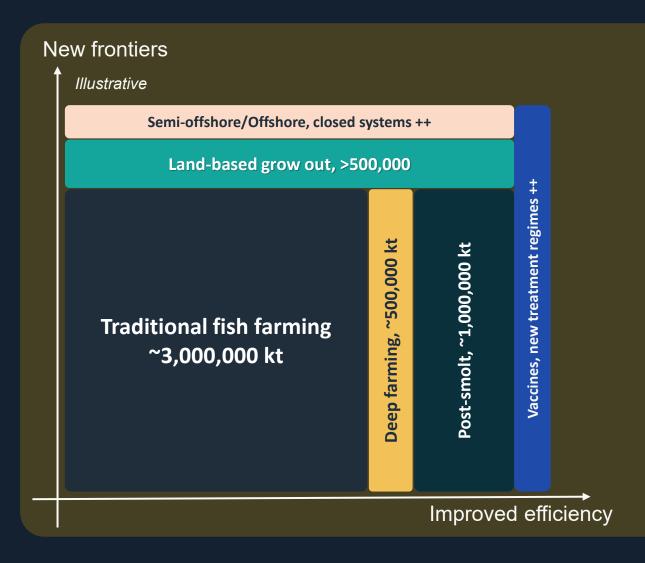
The challenge: How to double salmon production by 2040

Current business model running out of capacity – new investments required



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Unlocking growth through technology



- Traditional sea-based farming currently produces around 3 million tonnes of Atlantic salmon globally
- Deep farming holds potential to add ~15% capacity by reducing lice and lowering mortality
- Post-smolt holds potential to add 30-35% to volumes, by improving biomass yield and reducing mortality
- Land-based grow-out beginning to gain traction,
 with long-term potential to 500,000 tonnes or more
- Other emerging technologies likely required for supply to keep up with demand growth

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Deep farming

- Potential to unlock 15%+ higher harvesting volumes from existing licenses
- Submerged cages reduces sea lice treatments by ~85% and reduces mortality with limited additional investment
- Proven improved fish welfare supporting social license to operate and regulatory greenlight in non-green zones
- Currently applicable for close to 60% of locations
- Deep farming represents a ~NOK 6 billion market opportunity in Norway through 2030



- Henning Beltestad, CEO Lerøy Seafood

Leadership in a high-growth market

- Consistent market leadership as innovator and first mover in deep farming
- Expanded customer base from pilot with Sinkaberg Hansen to half a dozen leading fish farmers
- Strong pipeline for 2025 with multiple new customers and a growing prospect list
- 200+ NautilusTM cages deployed on 30+ sites



"This has been a game-changer for us"

- CEO Henning Beltestad, Lerøy Seafood,

Pioneering a better future

Intrafish vol 3, 2025

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A NOK 6bn market opportunity through 2030

- Currently ~600 active fish farming sites in Norway
- 50%-60% deemed suitable for **Nautilus**TM
- Annual deployment at 50-70 sites implies a market potential of ~NOK 1 billion per year through 2030

Clear market leader with capacity and technology to serve site-specific needs

Mapping of fish farming sites in Norway¹



Post-smolt

- Established as an industry growth strategy
- Shorter production cycles with reduced exposure in sea
- Fewer lice treatments, lower mortality and increased biomass yield
- Strong documentation from the Faroe Islands and the Rogaland region
- Potential to unlock 30-35% volume growth



Post-smolt improves survival, welfare and productivity

Comparing smolt >700g vs. <150g

~200

~50%

~40%

+5%

Fewer production days in sea

Lower cycle mortality

Fewer treatments

Faster growth

Postsmolt improves survival, welfare and productivity through effects which are generic; reduces time in sea, reduces risk in sea, reduces treatment need, enables strategic stocking and adapting to biological risks, increases site-capacity, increases survival

- MOWI Capital Markets Day 2024, 26 September 2024

The only true global RAS supplier

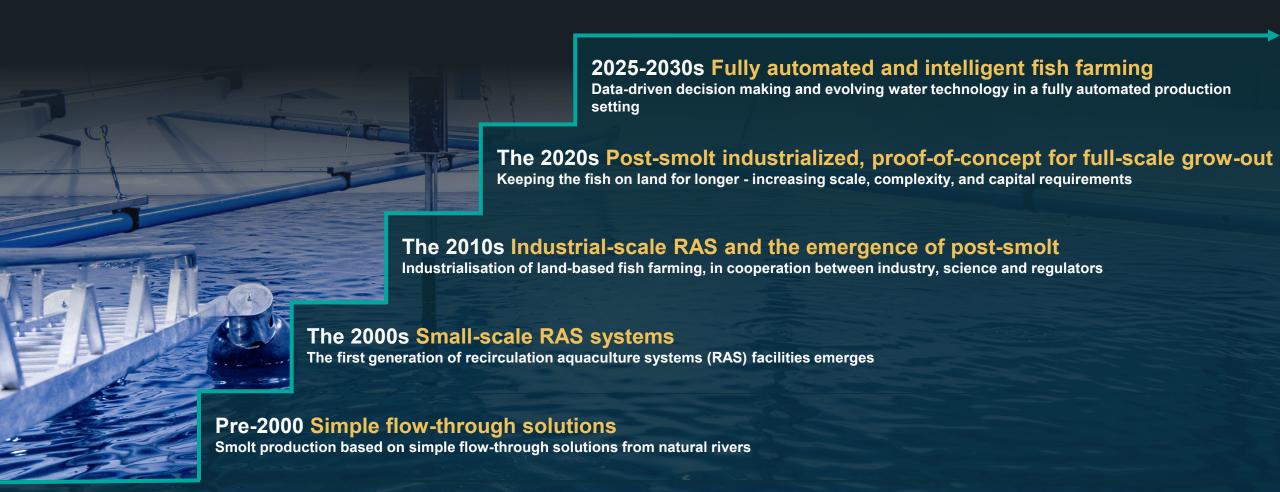




Stepwise evolution

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- Industrialisation and technology development



Pioneering a better future

Ready to capitalize in emerging growth phase

The world's leading full-scale land-based offering

- Fully integrated RAS process systems
- Proven project delivery across design, building and service
- Scalable capacity backed by deep biological and engineering expertise

~NOK 300 million

Invested in transformation since 2020

~250 employees

High competence and industry expertise

NOK 618 million

Revenue 2024

NOK 1.4 billion

Order backlog 2024

Proven & documented technology



- Extensive track record
- · Delivering high operational stability
- Optimized dimensioning and cost effective standardized solutions

End-to-end project execution



- · Concept development, engineering and design
- Procurement, manufacturing and logistics
- Construction, installation and commissioning

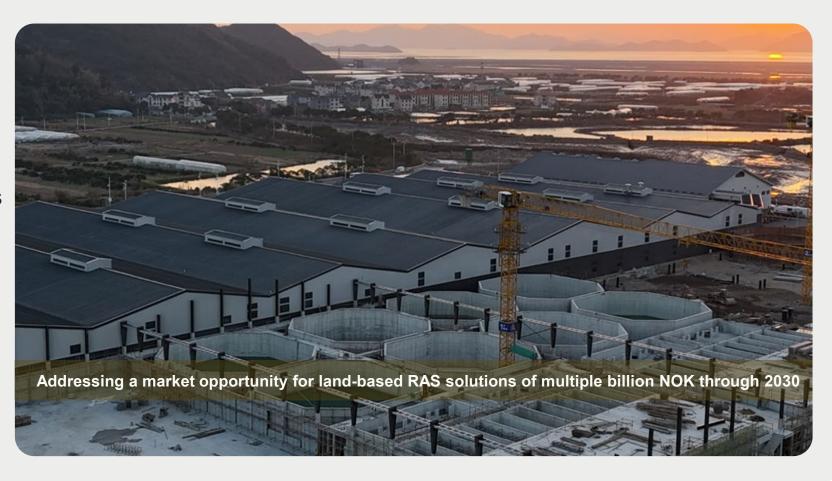
Advisory & services



- · Technical and biological training
- Operational support, inspections and system revisions
- Services, spare-parts and support

Land-based grow-out

- Land-based farming is beginning to mature
- >25,000 tonnes produced in 2024 after a decade of trial and error
- Several RAS and re-use facilities now showing commercial validation
- Nordic Aqua in China now delivering predictable and well-documented volumes of superior fish



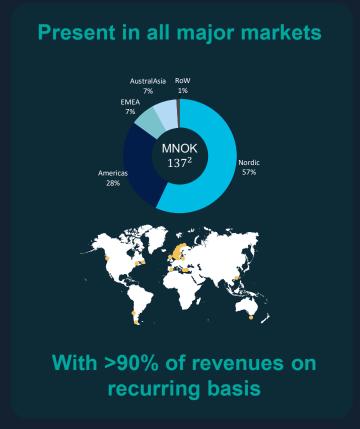
Invested to create the globally leading Digital platform in aquaculture

Positioned for long-term growth

Ready to capitalise on a strong platform built with **NOK 500**million¹ of committed investments since 2021

~120 employees





"We recognize a significant change in AKVA group's focus on digital solutions with composable architecture and AI as key components. By continuing this trajectory AKVA group will strengthen their position as a partner in digital transition within the aquaculture industry!"

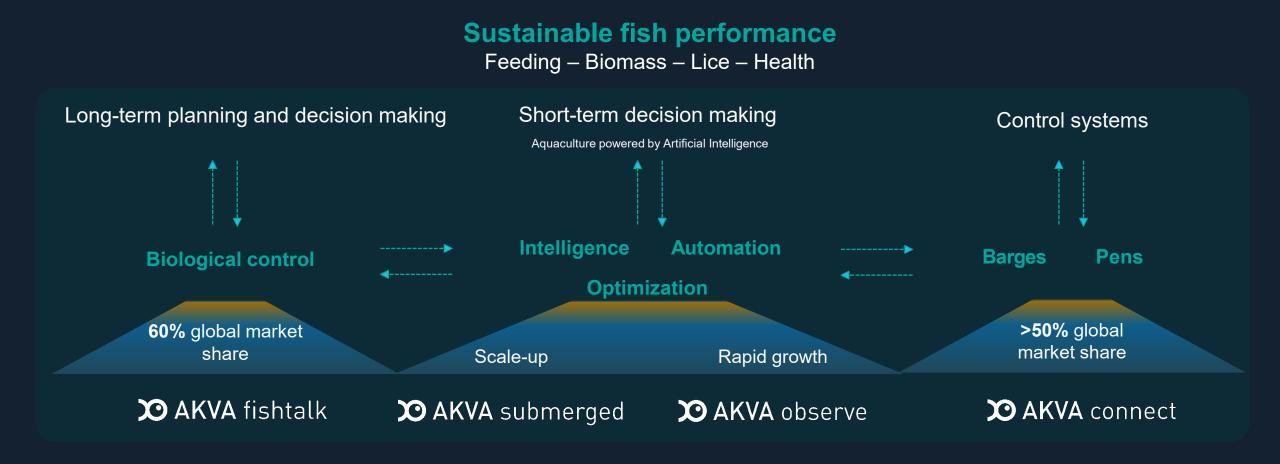
- Trond Kathenes, Chief Digital Officer, Grieg Seafood ASA

(1) Total R&D and investments since 2021, including estimated capex for 2025 (2) 2024 revenue by geography, adjusted for the positive impact by NOK 76m, related to the step acquisition of Observe Technologies and the remeasurement gain



Complete platform

- enabling next-gen precision fish farming



XX AKVA observe

- A scalable solution with strong international traction

- Established global presence
 - Active on more than 100+ sites
- Truly scalable solution
 - Hardware agnostic integration
- Leveraging global footprint
 - Plug-and-play delivery using existing infrastructure distribution
- Major growth opportunity in Norway
 - Ready to expand in the largest untapped salmon market for Al-driven precision feeding next

Current geographical presence



Driving improved efficiency and profitability on 100+ sites worldwide and growing rapidly



Global leader and trusted partner

- Uniquely positioned to enable fish performance and sustainable growth



SERVICE & SUPPORT

Global professional service and preventive maintenance on all products

IMPROVED FISH HEALTH & WELFARE

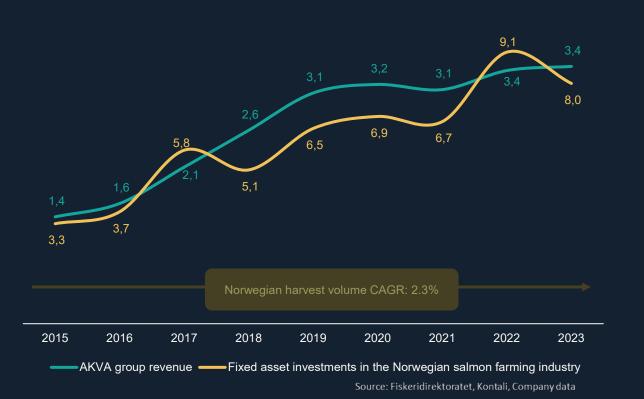
HIGHER GROWTH

HIGHER VALUE CREATION



Sustainable salmon farming driving structural investment growth

AKVA group revenue and fixed assets investments in the Norwegian salmon farming industry (NOKbn)



- The investment level in the salmon farming industry increased by 12% annually in 2015-23, significantly outpacing the harvest volume growth of 2.3%
- Investments typically split between one-third smolt and two-thirds for the grow-out phase in sea
- AKVA group revenues have overall increased in line with industry investments
- Robust outlook for continued investment growth:
 - Need for innovation
 - Regulatory requirements
 - Mandatory equipment and technology upgrades for license renewal and capacity expansion



Our strategic roadmap

 $2022^{1} - 2024^{2}$

Revenue: EBIT-%:

3.4bn \to 3.5bn 1% \to 5%



Restructuring and turnaround in a challenging market

2025 guidance

Revenue: EBIT-%:

4bn 6%



Accelerated market expansion and scalable profitability



Driving long-term growth and shareholder value creation

(1) EBIT 2022 adjusted for NOK 98m in restructuring cost (2) 2024 revenue and EBIT adjusted for the positive impact by NOK 76m and NOK 71m, respectively, related to the to the acquisition of Observe Technologies



Pioneering a better future – key investment highlights

- Fully-invested business platforms with capacity to double revenue
- Perfectly positioned for profitable growth across all segments
- Attractive business model with an increasing share of recurring revenue
- Strong balance sheet and increasing cash flow providing competitive returns
- Experienced management team with a proven operational track record

A true partner, trusted advisor and high-quality solutions supplier to the aquaculture industry

pioneering the solutions of tomorrow

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Knut Nesse, CEO

Financial Performance

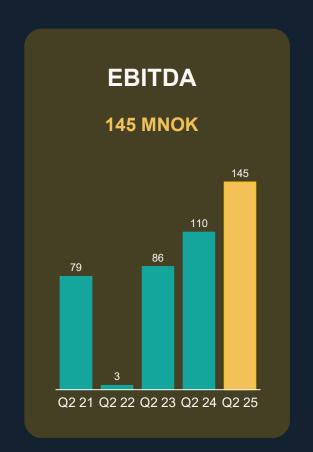
Ronny Meinkøhn, CFO

Q&A Session

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Key figures | Q2 2025



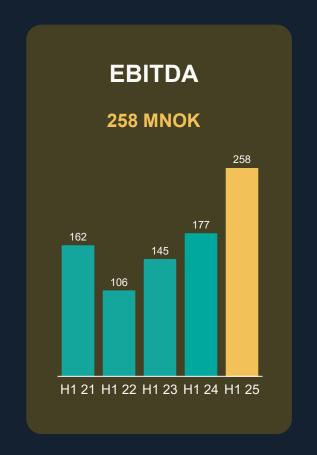




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Key figures | H1 2025







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^{*} Note: Costs of 49,7 MNOK related to cyber-attack in H1 21 are excluded

Development order intake and order backlog





Note: Order backlog includes currency effects on existing contracts

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Income statement

- Revenues increased by MNOK 153 compared to Q2 24
- Profitability improved significantly compared to Q2 24 and is primarily related to the higher revenue level.
 - EBITDA of 12,4% and improved by MNOK 35 compared to Q2 24
 - EBIT of 7,7% and increased by MNOK 26 compared to Q2 24
- Net financial items increased by MNOK 3 compared to Q2 24

NOKmillion	2025	2024	2025	2024	2024
	Q2	Q2	YID	YID	Total
Total revenues and other income	1 167	1014	2 180	1 799	3 602
Cost of materials	649	590	1215	1 016	1 934
Payroll expenses	302	255	569	486	976
Other operating expenses	71	60	139	119	239
EBITDA	145	110	258	177	453
EBITDAmargin	12,4 %	10,8 %	11,8 %	9,8 %	12,6%
Depreciation, amortization and impairment	56	47	111	94	197
EBIT	89	63	146	83	256
EBITmargin	7,7 %	6,2 %	6,7 %	4,6 %	7,1 %
Net Financial Items	-33	-29	-45	-40	-130
Income (loss) before tax	57	34	102	43	126
Income tax1	10	8	12	13	-1
Net income (loss)	47	26	89	30	127
Earnings per share (NOK)	1,32	0,73	2,48	0,86	3,58
1 Income tax Q2 2024 and Q2 2025 based on best estimate					

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Revenue and order intake development



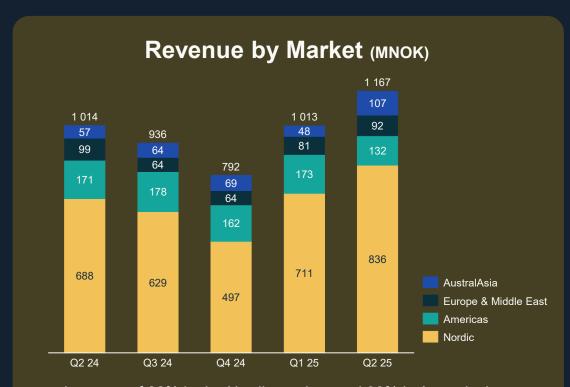
- Last twelve months order intake and revenue was MNOK 4,137 and MNOK 3,908, respectively
- Revenue increased by 15% compared to Q2 24

 Acceptable order intake in Q2 25 and book-to-bill ratio of 90%

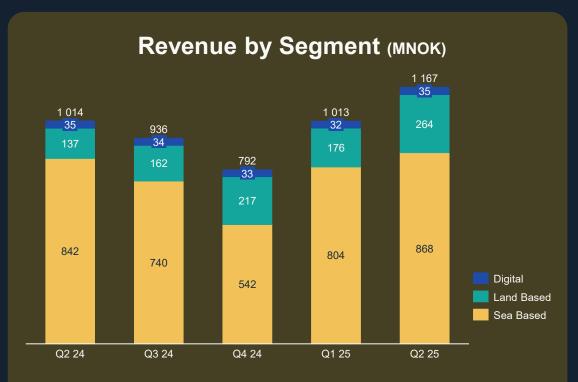
Revenue
Order intake

Note: Revenue in Q3 24 is adjusted for the gain of MNOK 75.6 related to the acquisition of Observe

Revenue by Market and Segment



- Increase of 22% in the Nordic market, and 88% in Australasia compared to Q2 24
- Europe & Middle East with reduced revenue of 7% and Americas is reduced by 23% compared to Q2 24



- Sea Based represents 74% of total revenue in Q2 25
- Increase in revenue compared to Q2 24 is primarily related to Land Based (+92%)

Note: Revenue in Q3 24 is adjusted for the gain of MNOK 75.6 related to the acquisition of Observe

EBITDA development



- EBITDA margin increased from 10,8% in Q2 24 to 12,4% in Q2 25
- Strong EBITDA margin of 14,3% in Sea Based

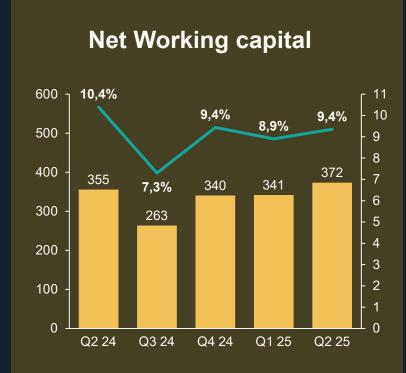
 Improved profitability in Land Based due to higher activity level and improved project margins

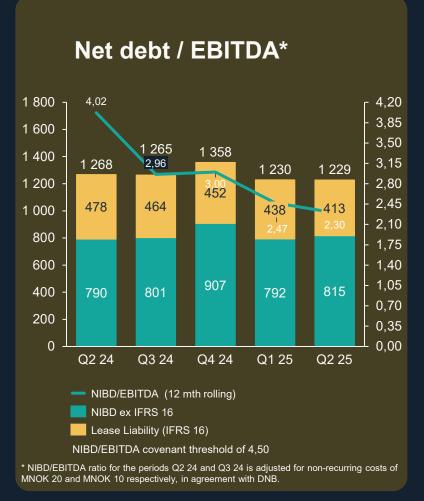
Note: EBITDA in Q3 24 is adjusted for the net gain of MNOK 71.4 related to the acquisition of Observe

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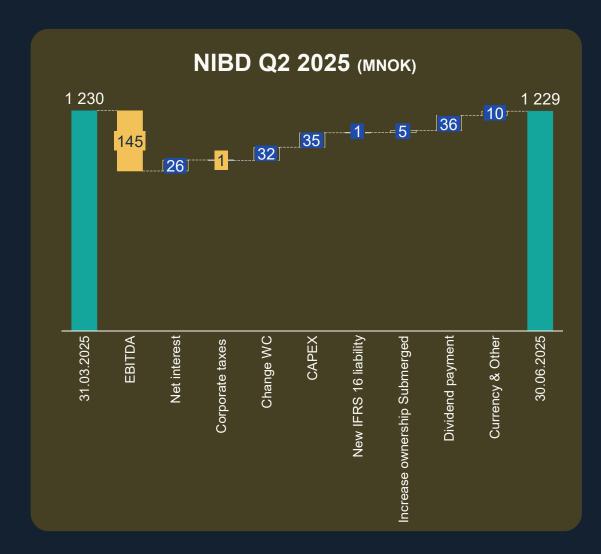
Cash flow and financial position

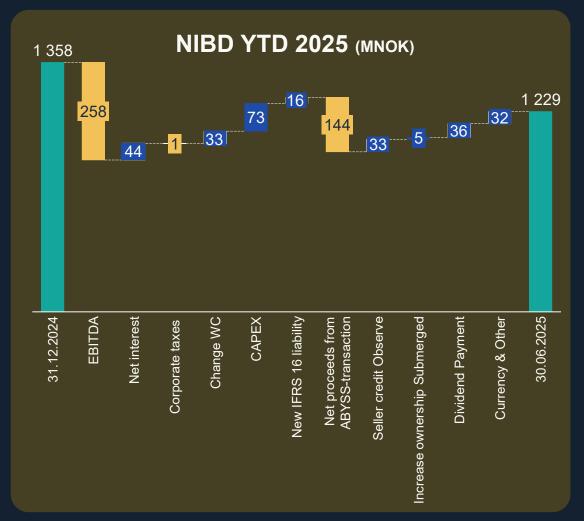






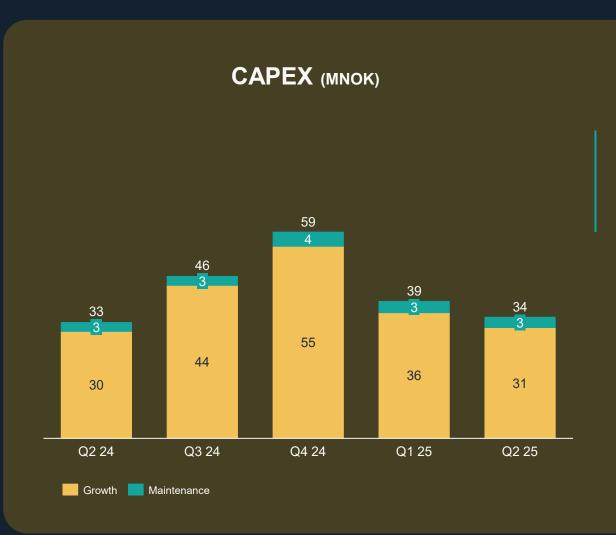
Development Net interest-bearing debt





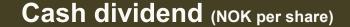
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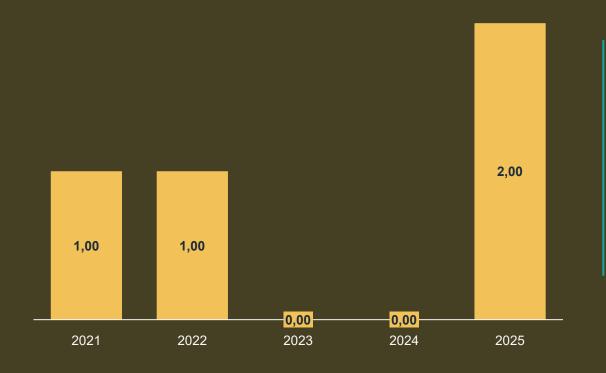
Capital expenditure



- Total CAPEX of MNOK 34 in Q2 25
 - MNOK 17 applies to the three innovation agendas
 - MNOK 3 is related to the new global ERP system

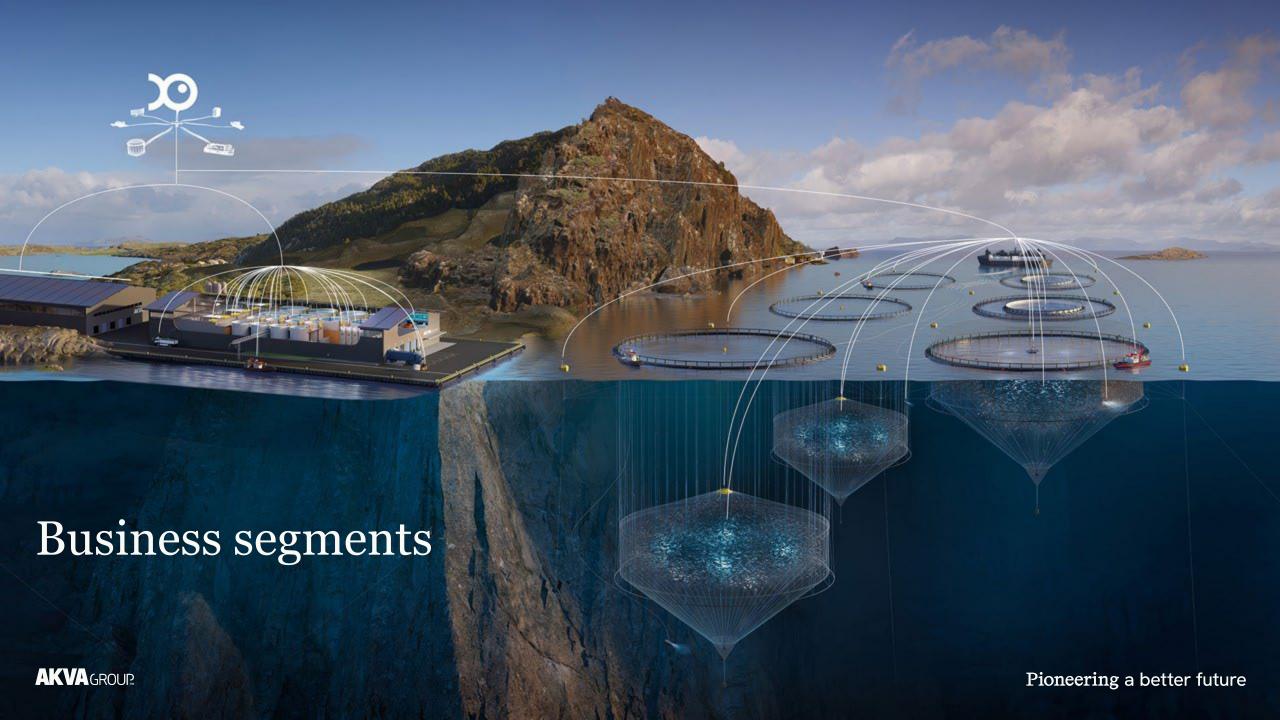
Dividend





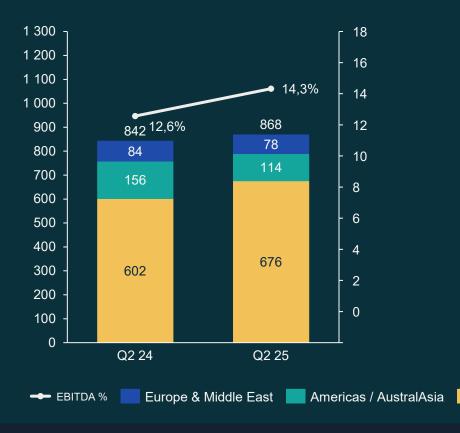
- Dividend of NOK 1 per share was paid April 15 for the first half year
- The company has decided to pay a dividend of NOK 1 per share for the second half year

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Sea Based Technology

Revenue (MNOK) and EBITDA-margin (%)



Overall

- Revenue increased by 3% compared to Q2 24, and EBITDA margin increased from 12,6% to 14,3% in the same period
- Decrease in order intake from MNOK 713 in Q2 24 to MNOK 655 in Q2 25

Nordic

- Revenue increased by 12% in Q2 25 compared to Q2 24
- 6% decrease in order intake Q2 25 compared to last year

Americas

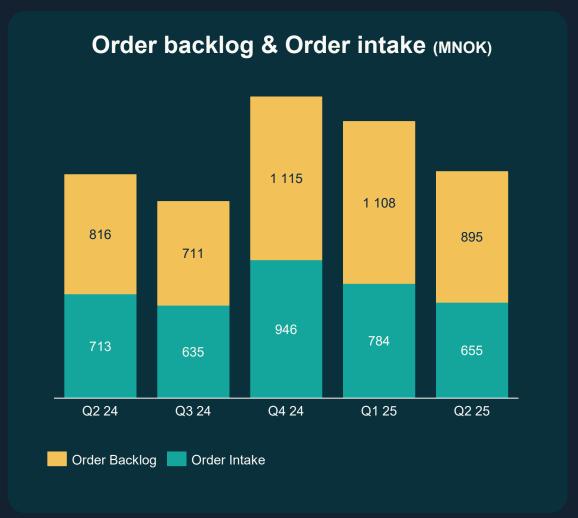
- Revenue decreased by 27% in Q2 25 compared to Q2 24
- 26% decrease in order intake Q2 25 compared to last year

Europe & Middle East

- Revenue decreased by 7% in Q2 25 compared to Q2 24
- Increase in order intake of 35% compared to Q2 24

Sea Based order intake and backlog development







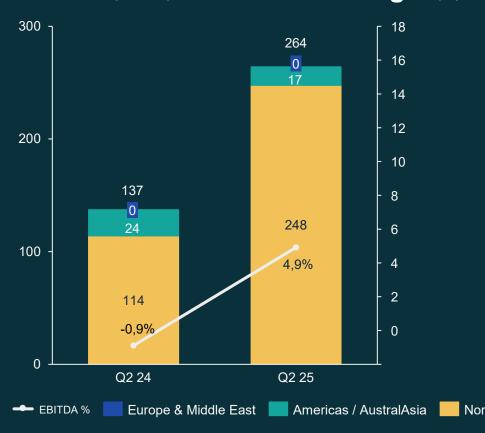
Development OPEX based revenue



 OPEX based revenue was 33% of total Sea Based revenue in Q2 25

Land Based Technology

Revenue (MNOK) and EBITDA-margin (%)



- Order intake of MNOK 316 in Q2 is primarily related to the contract from Laxey of approx. MEUR 20
- Improved activity level and revenue increased by 92% in Q2 25 compared to Q2 24
- EBITDA improved by MNOK 14 in Q2 25 compared to Q2 24 due to the increased activity level and to higher project margins

Land Based order intake and backlog development

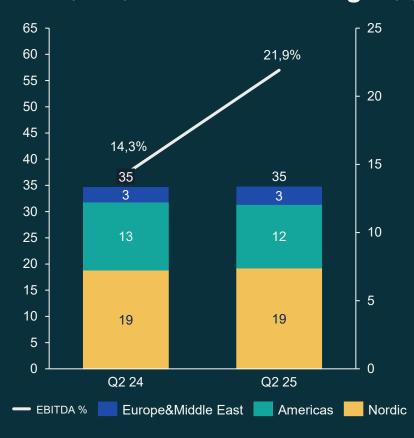






Digital

Revenue (MNOK) and EBITDA-margin (%)



- High order intake of MNOK 81 in the quarter compared to MNOK 26 in the same quarter last year
- Revenue at the same level compared to Q2 24 of MNOK 35
- EBITDA improved from 14,3% in Q2 24 to 21,9% in Q2 25

Digital order intake and backlog development









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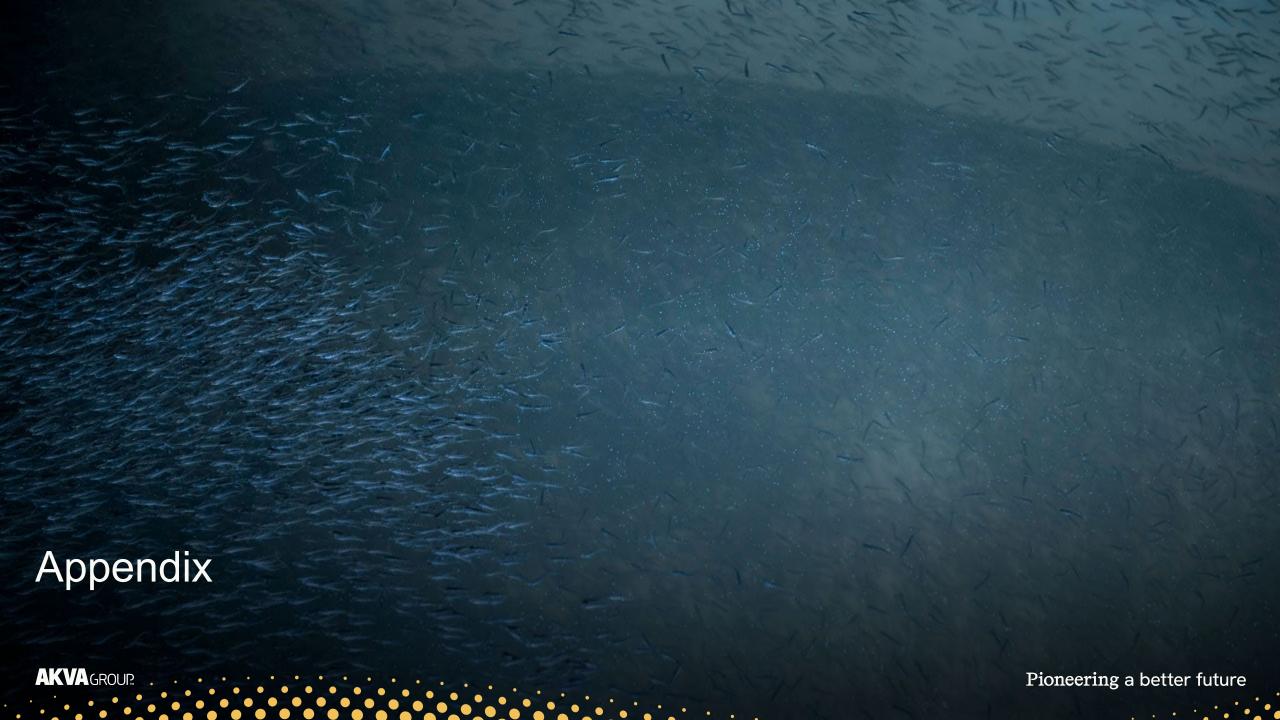
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AKVA group in a brief

- AKVA group is the leading technology and service partner to the aquaculture industry worldwide

Listed on Oslo stock exchange since 2006



Total turnover in 2024: NOK 3.6 billion



1.434 employees



Companies in 11 countries



Technology leader through 40 years



Our presence

Present in all markets with offices in:

NorwayGreece

DenmarkTurkey

ScotlandChile

England • Canada

LithuaniaChina

SpainAustralia



Balance sheet

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION	Note	2025	2024	2024
(NOK 1 000)		30.6.	30.6.	31.12
Intangible fixed assets	1,3	1 609 431	1 195 130	1 621 569
Deferred tax assets	.,0	75 213	68 846	85 999
Tangible fixed assets		604 757	650 683	640 446
Long-term financial assets	2	168 755	347 735	291 012
FIXED ASSETS		2 458 156	2 262 394	2 639 027
Stock		652 131	660 494	649 367
Trade receivables		702 547	637 404	485 881
Other receivables		149 488	89 725	118 461
Cash and cash equivalents		254 614	170 286	161 190
CURRENT ASSETS		1 758 780	1 557 908	1 414 898
TOTAL ASSETS		4 216 936	3 820 302	4 053 925
Equity attributable to equity holders of AKVA group ASA		1 320 353	1 156 026	1 305 978
Non-controlling interests	1,3	6 494	9 392	7 248
TOTAL EQUITY		1 326 847	1 165 418	1 313 226
Deferred tax		30 482	33 277	26 921
Other long term debt		158 539	52 152	196 306
Lease Liability - Long-term		321 792	383 808	356 445
Long-term interest bearing debt	1	956 561	843 178	1 043 950
LONG-TERM DEBT		1 467 374	1 312 415	1 623 622
Short-term interest bearing debt		199 540	215 583	108 127
Lease Liability - Short-term		91 493	94 080	95 065
Trade payables		398 170	340 883	307 546
Public duties payable		145 524	125 662	98 771
Contract liabilities		283 526	331 299	205 492
Other current liabilities		304 461	234 962	302 076
SHORT-TERM DEBT		1 422 714	1 342 468	1 117 077
TOTAL EQUITY AND DEBT		4 216 936	3 820 302	4 053 925



Cash flow statement

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW	20	2024	2025	2024	202
(NOK 1 000)		Q2 Q2	YTD	YTD	Tot
Cook flow from an anathra activities					
Cash flow from operating activities Profit before taxes	56 8	88 33 726	101 741	43 475	125 96
Taxes paid		42 -4 266		-7 495	-5 96
Share of profit(-)/loss(+) from associates	-5 1			1 028	-7 43
Net interest cost	25 7			44 540	97 28
	4 3			0	4 86
Share-based payments Gain from acquisition of subsidiary	43	0 0		0	-75 55
•	1	27 -165		-101	-73 30
Gain(-)/loss(+) on disposal of fixed assets	- i 5 4			-19 180	9 49
Gain(-)/loss(+) on financial fixed assets	55 5			93 845	196 94
Depreciation, amortization and impairment	55 3			-148 241	-18 92
Changes in stock, accounts receivable and trade payables					
Changes in other receivables and payables	-86 8			5 464	-134 84
Net foreign exchange difference	-94			-24 417	-39 7
Cash generated from operating activities	102 4	47 116 776	183 997	-11 081	152 12
Cash flow from investment activities					
Investments in fixed assets	-34 4	68 -32 974	-73 395	-82 652	-189 18
Proceeds from sale of fixed assets	1 0	65 0	1 065	15	3
Dividends payment from NCI	1 0	51 2 316	1 051	3 642	5 26
Cash from acquired subsidiary		0 0	0		
Equity issued in associates and group companies		0 -4 371	0	-4 371	-12 4
Proceeds from sale of associates		0 0	144 116	0	
Net cash flow from investment activities	-32 3	52 -35 029	72 837	-83 366	-269 7
Cash flow from financing activities					
Repayment of borrowings	-14 3	06 -36 346	-136 094	-78 721	-39 6
Proceed from borrowings	86 7	95 58 848	91 413	178 083	290 6
Repayment of lease liabilities	-20 7	53 0	-38 225	0	-81 0
IFRS 16 interest	-5 2	72 -5 750	-10 620	-11 715	-23 0
Net other interest	-20 5			-32 825	-74 2
Dividend payment	-36 3			02 020	
Sale/(purchase) own shares	000	0 -9 483		-9 484	-13 2
Net cash flow from financing activities	-10 3			45 338	59 4
Cash and cash equivalents at beginning of period	194 8			219 394	219 3
Net change in cash and cash equivalents	59 7	46 67 605	93 424	-49 109	-58 20
Cash and cash equivalents at end of period	254 6	14 170 285	254 614	170 285	161 19



Largest shareholders

20 largest shareholders

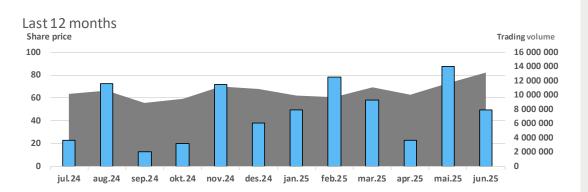
No of shares	% Ac	count name	Туре	Citizenship
18 703 105	51,0 % EG	SERSUND GROUP AS		NOR
6 600 192	18,0 % Isra	ael Corporation Ltd		ISR
2 156 937	5,9 % PA	RETO AKSJE NORGE VERDIPAPIRFOND		NOR
1 664 430	4,5 % J.P	P. Morgan SE	Nominee	LUX
906 510	2,5 % VE	RDIPAPIRFONDET ALFRED BERG GAMBA		NOR
857 443	2,3 % SIX	X SIS AG	Nominee	CHE
539 940	1,5 % FO	PRSVARETS PERSONELLSERVICE		NOR
400 621	1,1 % J.P	P. Morgan SE	Nominee	FIN
344 161	0,9 % VE	RDIPAPIRFONDET ALFRED BERG NORGE		NOR
314 771	0,9 % MP	P PENSJON PK		NOR
292 029	0,8 % AK	(VA GROUP ASA		NOR
289 606	0,8 % J.P	P. Morgan SE	Nominee	LUX
257 590	0,7 % J.P	P. Morgan SE	Nominee	FIN
228 923	0,6 % NE	ESSE & CO AS		NOR
128 000	0,3 % VE	RDIPAPIRFONDET ALFRED BERG NORGE		NOR
125 795	0,3 % DA	HLE .		NOR
114 250	0,3 % JAI	KOB HATTELAND HOLDING AS		NOR
97 200	0,3 % BK	KK PENSJONSKASSE		NOR
96 998	0,3 % AS			NOR
75 750	0,2 % SK	(JÆVELAND		NOR
34 194 251	93,3 % 20	largest shareholders		
2 473 482	6,7 % Oth	her shareholders		
36 667 733	100,0 % To	tal shares		

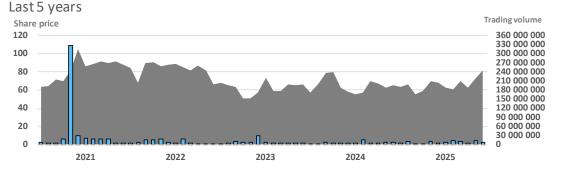
Origin of shareholders, 5 largest countries

No of shares	%	Origin	No of shareholders	s
26 249 349	Norway	71,59 %	1376	
6 600 192	Israel	18,00 %	1	
1 995 773	Luxembourg	5,44 %	3	
867 800	Switzerland	2,37 %	4	
704 177	Finland	1,92 %	3	
91 218	Sweden	0,25 %	16	
27 178	Ireland	0,07 %	11	

Total number of shareholders: 1504 - from 30 different countries

Share development





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