

## **Solid quarter**



### **Third quarter 2019 – HIGHLIGHTS**

- **Order intake of 778 MNOK up from 448 MNOK in Q3 2018**
- **Significant barge contract agreed with Australis Mar in Chile**
- **Revenue at 771 MNOK, 21% increase compared to Q3 2018**
- **EBITDA at 115 MNOK, 62 % increase compared to Q3 2018**
- **Divestment of Wise lausnir ehf completed in September 2019 resulting in a net gain of 18 MNOK**
- **Dividend of NOK 1.00 per share paid in September 2019**

### **YTD 2019 – HIGHLIGHTS**

- **Net profit of 102 MNOK 45 % increase compared to same period last year**
- **Order backlog as of 1.5 BNOK at Q3 2019, up from 1.4 BNOK as of Q4 2018**
- **Total dividend of NOK 1.75 per share paid 2019**

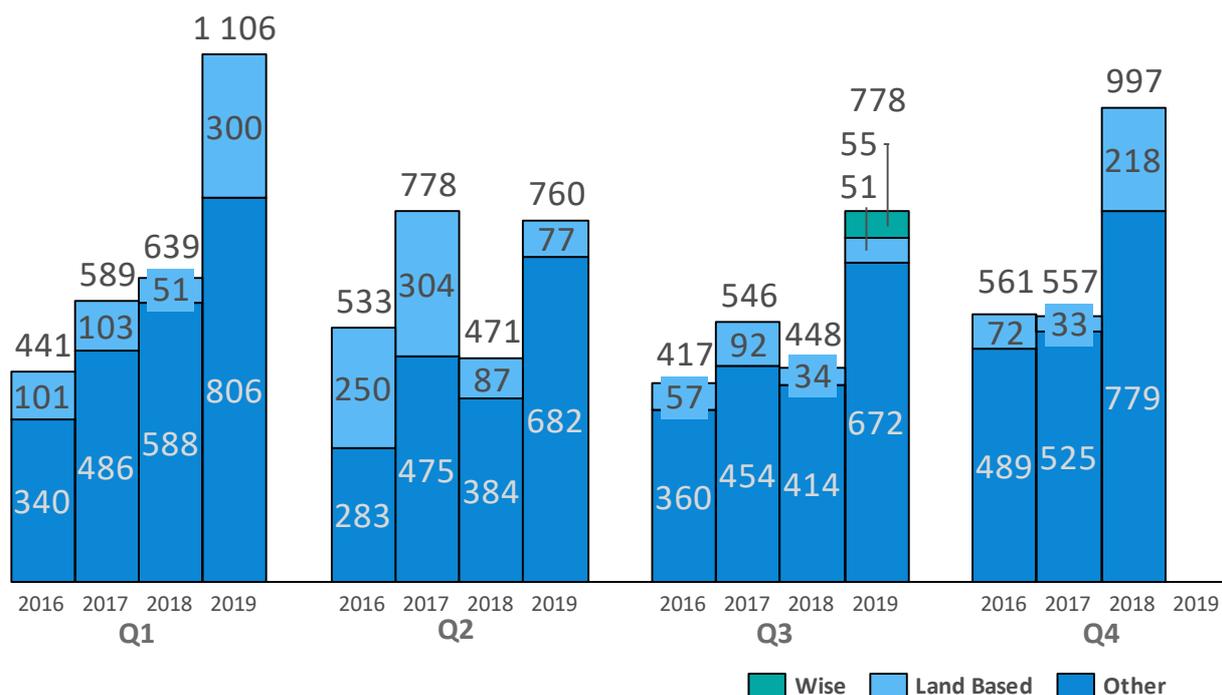
# Order intake, revenues and profits for the Group

(Figures in brackets = 2018 unless other is specified)

## Operations and profit

Order intake was 778 MNOK in Q3 2019 compared to 448 MNOK in Q3 2018. On a trailing twelve months basis order intake has increased to 3,586 MNOK compared to 2,555 MNOK for full year 2018. The backlog of Wise lausnir ehf was 55 MNOK at the date of the divestiture. Technically the deconsolidation of the backlog will reduce order intake in the quarter accordingly.

### Quarterly order intake



The order backlog at the beginning of the quarter was 1,572 MNOK compared to 1,274 MNOK at the beginning of Q3 2018. At the end of the third quarter, the order backlog decreased to 1,524 MNOK, after the adjustment for Wise lausnir ehf. Revenues in Q3 2019 ended at 771 MNOK compared to 637 MNOK in Q3 last year.

Order intake in the Nordic region ended on 205 MNOK in the quarter, compared to 158 MNOK in Q3 2018.

Land Based signed a co-operation agreement with Cooke Aquaculture in August, with potential for delivery of several larger land based smolt projects. The first of these projects is expected to be signed in Q4. The total order intake in the quarter ended at 50 MNOK for the Land Based segment, compared to 34 MNOK in Q3 2018.

The high market activity in the Americas continues and the region had an order intake of 295 MNOK in the quarter, compared to 78 MNOK in Q3 2018. AKVA group Chile signed a contract for delivery barges to Australis Mar. The delivery of the barges is expected to take place in Q3/Q4 2020. AKVA group North America signed a sales and supply contract with Grieg NL in Q3 2018 for the sale of barges, and one barge is included in the order backlog. Following continued good activity and high order

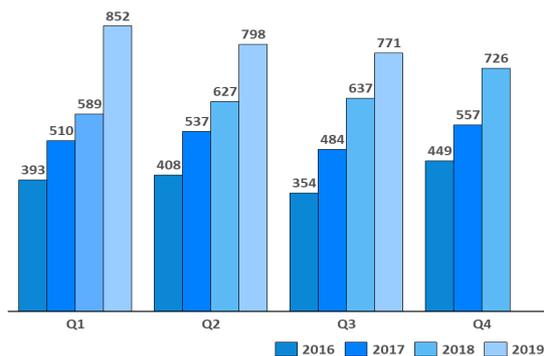
backlog, Q3 2019 revenues in Americas were 155 MNOK compared to 137 MNOK in Q3 2018.

Revenue in EME (Europe & Middle East) was 76 MNOK in the quarter, up from 59 MNOK in second quarter 2019 but below the 106 MNOK revenue achieved in Q3 2018 due to less revenue to export markets outside Europe.

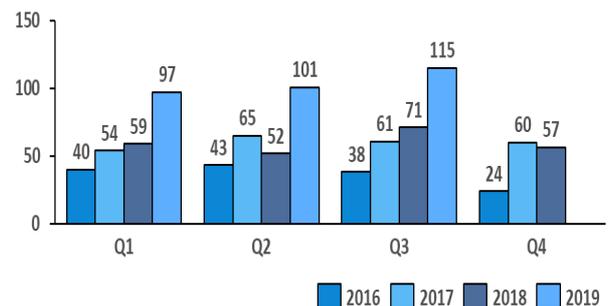
Depreciation and amortization for the quarter were 49 MNOK compared to 26 MNOK in the same quarter last year and EBIT increased from 44 MNOK in Q3 2018 to 66 MNOK (including net gain of 18 MNOK on divestment of Wise) in Q3 2019. Depreciation of IFRS 16 assets accounted for 14 MNOK in the quarter.

Net financial items were -11 MNOK, increased from -5 MNOK in the third quarter last year. Interest expenses of -5 MNOK was related to the implementation of IFRS 16. Profit before tax ended at 55 MNOK, up from 38 MNOK in Q3 2018. Estimated taxes were 13 MNOK in the quarter compared to 11 MNOK last year and Net Profit increased from 27 MNOK last year to 42 MNOK in Q3 2019.

### Quarterly revenue



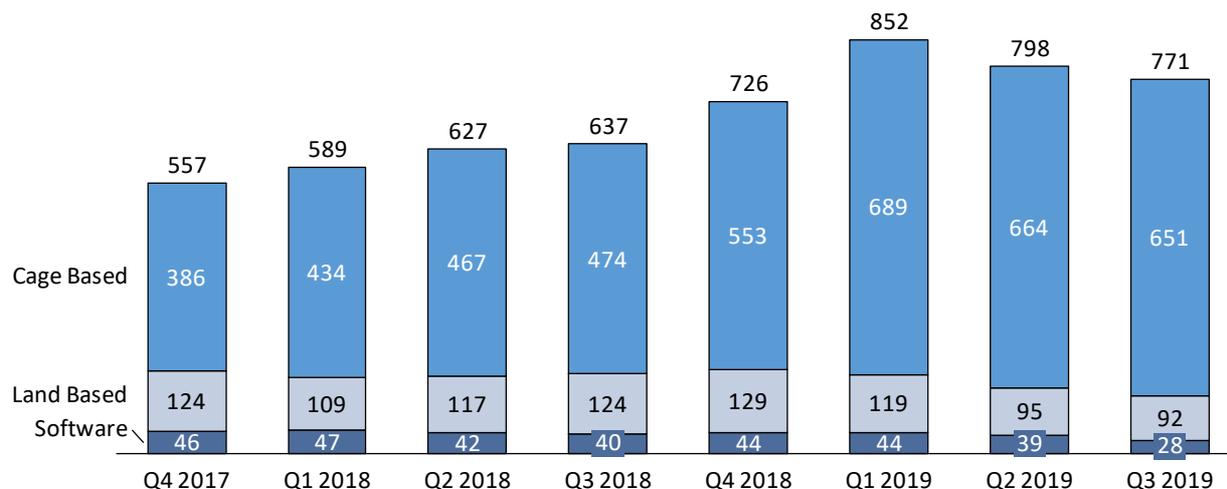
### Quarterly EBITDA



### Business Segments & other information

The information below shows AKVA group’s three business segments, Cage Based Technology, Land Based Technology and Software (ref. notes to the interim financial statements). Other information includes revenues by geographical region, by fish species and by OPEX/CAPEX type of revenue.

## Revenue per segment



## Cage Based Technology (CBT)

The total CBT revenue for Q3 2019 ended at 651 MNOK (474). The EBITDA for the segment in Q3 came out at 98 MNOK (48). The EBITDA margin was 15.0% (10.2%). EBIT and EBIT margin ended at 58 MNOK (29) and 8.9% (6.0%), respectively.

The revenue in the Nordic region ended at 436 MNOK (245). The margins in our Norwegian barge business are significantly better than third quarter last year, however there still remains an untapped improvement in project execution. AKVA Marine Services had a strong quarter, significantly better than last year.

In the Nordic region, the order intake ended at 375 MNOK (252) in the third quarter and the region continues to experience high activity with a strong pipeline.

In the Americas region the growth continues, with revenue of 142 MNOK compared to 123 MNOK in the same quarter in 2018. A contract for delivery of four barges to a customer in Chile was signed in September contributing to increased order intake in Americas from 78 MNOK to 284 MNOK within the region in Q3.

EME ended the quarter with revenue of 76 MNOK, a decrease from 106 MNOK in the same quarter last year. The operations in Scotland, Spain and Turkey came in slightly above on revenue compared to Q3 2018.

## Land Based Technology (LBT)

Revenues for the third quarter were 92 MNOK (124). EBITDA ended at 9 MNOK (13) and EBIT was 4 MNOK (10). EBITDA margin was 10.0% (10.5%) and EBIT margin 4.0% (8.0%).

Order intake in Q3 2019 was 50 MNOK compared to 34 MNOK in Q3 2018. The pipeline of projects continues to be good. Order backlog ended at 569 MNOK compared to 359 MNOK last year.

## Software (SW)

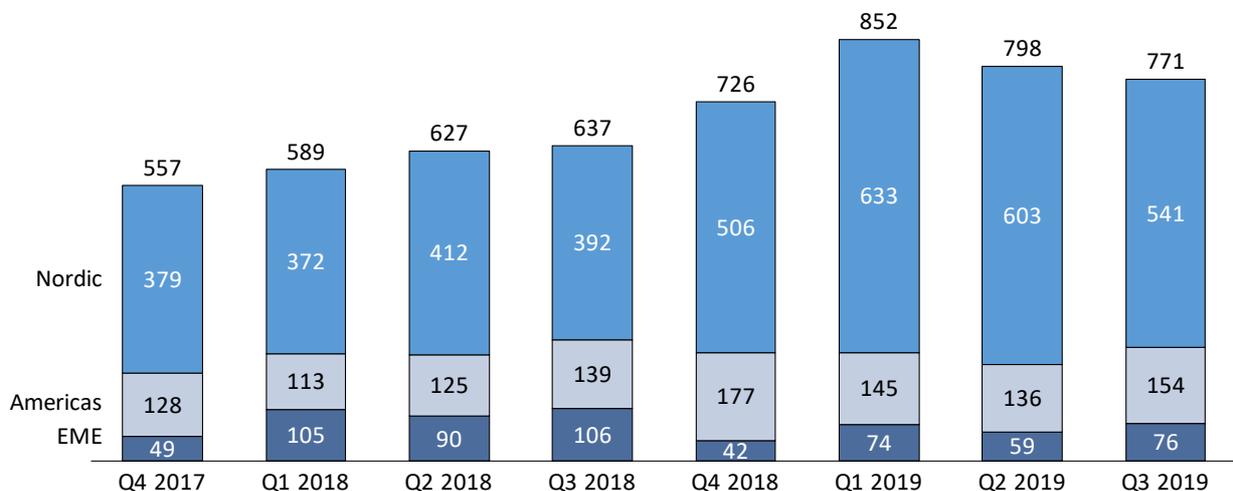
The revenue in the segment was 28 MNOK (40). EBITDA and EBIT ended at 8 MNOK (9) and 4 MNOK (6), respectively. The related EBITDA and EBIT margins were 27.5% (23.3%) and 15.3% (14.7%).

Digital solutions in Software integrated with control systems and AI solutions creates stronger combined offerings. First version of modernized Fishtalk delivered, with open, cloud based API and new modern app's. Brand new control system, AKVAconnect launched at Aqua Nor in August. Successful launch of Observe AI (artificial intelligence), now in use globally.

As noted in a stock notice of 25 September 2019, AKVA Wise lausnir ehf was sold to Centera ehf. The total consideration settled by cash payment was Icelandic krona (ISK) 1,107,778,164, representing the equity value of Wise after customary net debt and working capital adjustments. The total consideration includes a dividend of 197,000,000 ISK received in Q4.

## Revenue per region

Revenue for Americas increased by 11% compared to the same quarter last year. The Nordic region is also seeing a significant increase, both due to higher activity and the impact of the Egersund Net group of companies which was consolidated with effect from 1 September 2018.

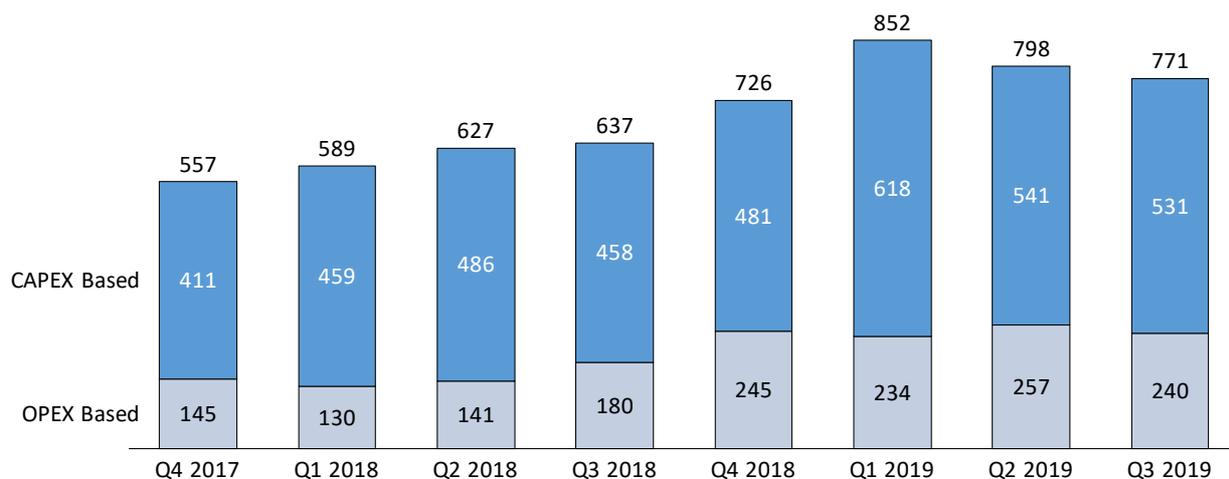


AKVA group has organized its business into three geographical regions;

- Nordic: Includes the Nordic countries,
- Americas: Includes the Americas and Oceania, and
- Europe and Middle East (EME - previously referred to as Export): Includes the rest of the world

## CAPEX vs OPEX based revenue

The OPEX based revenue has increased to 240 MNOK in Q3 2019 from 180 MNOK in Q3 2018. Egersund Nets service stations contributed 104 MNOK in Q3 2019.

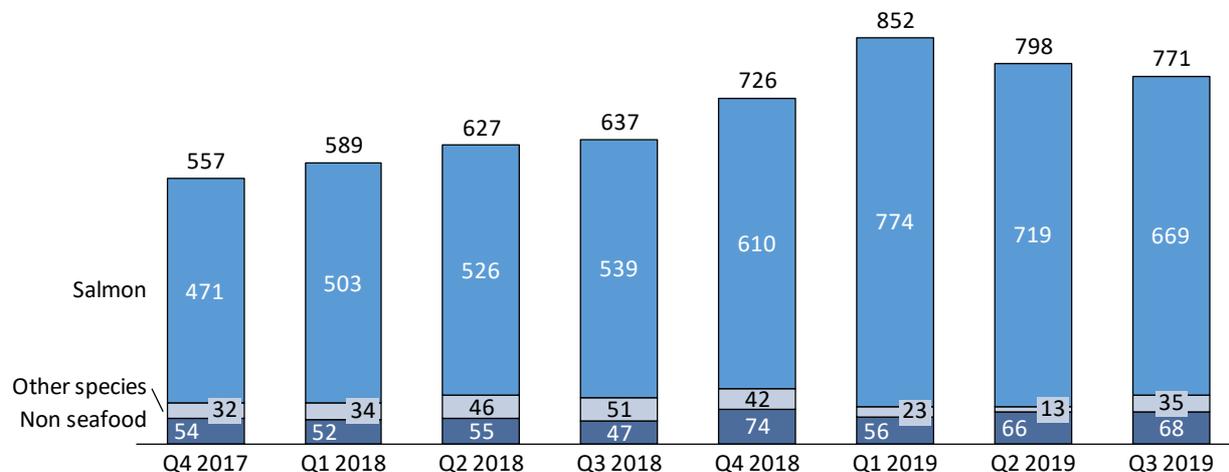


The revenue in AKVA group can also be divided based on CAPEX based revenue and OPEX based revenue. The above graphs shows the last eight quarters development in revenue in either CAPEX or OPEX based revenue. We use the following definition:

- CAPEX based: Revenue classified as CAPEX in our customers' accounts
- OPEX based: Revenue classified as OPEX in our customers' accounts

## Species

The majority of the revenues are generated from the Salmon segment. The revenues from other species relates mainly to the Mediterranean area.



The revenue in AKVA group can be divided based on species, and the above graphs show the last eight quarters development in revenue per species. The following species are used:

- Salmon: Revenue from technology and services sold for production of salmon
- Other species: Revenue from technology and services sold for production of other species than salmon
- Non Seafood: Revenue from technology and services sold to non-seafood customers

## Balance sheet and cash flow

The working capital was 465 MNOK as at 30 September 2019, a decrease from 485 MNOK as at 30 June 2019. The working capital relative to last twelve months revenue was 14.8% at the end of Q3, compared to 15.8% at end of Q3 2018.

CAPEX in Q3 2019 was 65 MNOK, where 10 MNOK related to capitalized R&D expenses (in accordance with IFRS). Further, 2 MNOK was CAPEX related to the

Group's rental model and 53 MNOK was Other CAPEX. The main investments in the third quarter 2019 were related to Egersund Net and AKVA group ASA.

Cash and unused credit facilities amounted to 535 MNOK at the end of Q3 2019 versus 307 MNOK at the end of Q3 2018. The total credit facility (at Danske Bank) is 500 MNOK.

Net interest-bearing debt was 662 MNOK at the end of Q3 2019 compared to 632 MNOK at the end of Q3 2018.

Gross interest-bearing debt was 820 MNOK at the end of Q3 2019 versus 788 MNOK at the end of Q3 2018. The short-term interest bearing debt in the balance sheet includes the next 12 months instalments of the long-term debt. This is in accordance with current IFRS requirements. The IFRS 16 lease liability end of Q3 2019 was 424 MNOK, not included in the interest bearing debt.

Return on capital employed (ROCE) at the end of Q3 2019 was 9.8% (7.9%). The average ROCE (ROACE) ended at 10.1% (11.9%).

Total assets and total equity amounted to 3,175 MNOK and 1,096 MNOK respectively, resulting in an equity ratio of 34.5% (38.1%) at the end of Q3 2019. Adjusted for the effect of IFRS liabilities the equity ratio is 39.8%

IFRS 16 has been implemented retrospectively as of 1 January 2019 (ref notes to the accounts), and the right-of-use asset and lease liability was 457 MNOK, at that date.

### **Other shareholder issues**

Earnings per share in Q3 2019 were 1.27 NOK (0.98). The calculations are based on 33,139,753 (28,306,420) shares on average. The full year earnings per share in 2018 ended at 3.17 NOK.

The company issued 7,500,000 new shares on 31 August 2018 after an extraordinary general meeting on 14 August 2018 approved the resolution to issue a further 7,500,000 shares. The new total number of shares in AKVA group is 33,334,303.

The minority interests in Sperre AS are not reflected in the balance sheet as the accounts are presented based on the assumption that AKVA group will exercise its option to buy the minority shareholder shares in the company. The potential liability of this is estimated at 65 MNOK, due in 2020, and the amount is presented within the non-interest bearing liabilities in the Balance Sheet.

As of 2 April 2019 AKVA group entered into an agreement with the minority shareholders of AKVA Marine Services AS to acquire the remaining shares in AKVA Marine Services AS. The completion of the acquisition took place on 4 April 2019.

The 20 largest shareholders are presented in note 6 in this report.

## Atlantis Subsea Farming AS

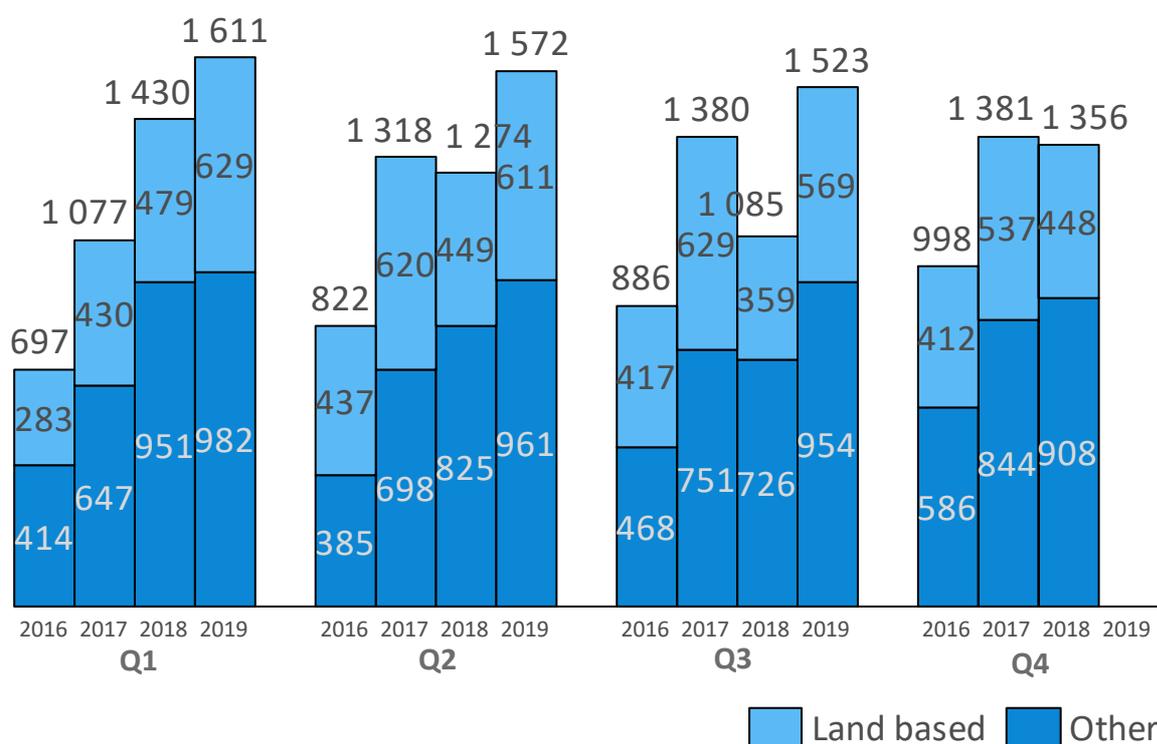
In January 2016, AKVA group, together with Sinkaberg-Hansen AS and Egersund Net AS, established Atlantis Subsea Farming AS for the purpose of developing submersible fish-farming facilities for salmon on an industrial scale, which will both enable better and more sustainable utilization of today's locations, and also open up the opportunity for farming at more exposed locations.

The Atlantis Subsea Farming project requires large-scale testing of the technological and operational solutions. On 22 February 2018, the Norwegian Directorate of Fisheries announced that the company has been granted one license. Atlantis Subsea Farming AS is now in a technology testing phase with regards to execution of the project, including testing with fish in the pen.

## Market and future outlook

The order backlog at the end of Q3 was 1,524 MNOK (1,085). 569 MNOK or 37% of total order backlog at the end of Q3 is related to Land Based Technology (LBT).

### Order backlog



The Land Based segment has a strong order backlog. A Co-operation agreement with Cooke Aquaculture Inc. was established in Q3 and a tender project with Russian Sea Aquaculture Llc was awarded in Q2. These are not yet recognized in the order intake but represent significant potential for growth.

Several new products were launched in Q3 that amongst others will strengthen our position within the Nordics. A strong focus is put on products and solutions for optimization of production, related to feeding, lice and fish welfare.

The growth in the Americas regions has continued, including a 12.6 MUSD barge contract signed in Q3. While the market for cages may stabilize going forward, significant opportunities exist to further broaden our portfolio and work is ongoing in this regard. On the east coast of Canada the Sales and Supply contract entered into with Grieg NL in Q3 2018, resulted in the first barge being registered in order intake in Q3. In Q2 a letter of intent was agreed with a local partner to form a joint venture to explore service offerings on land and in sea, the work related to this is showing good progress in Q3.

Wise lausnir ehf was sold in Q3 and was deconsolidated as of September 1<sup>st</sup>. Year to date revenues were 65 MNOK. A set of initiatives within the digital space are in the works, related to the reporting system Fishtalk, the control system AKVA connect and Observe (AI). The cooperation with Observe AI has resulted in new contracts in both in Q2 and Q3.

Egersund Net, which was acquired Q3 2018 continues to develop successfully. The competences of the company are now used as building blocks to evaluate expansion of net sales and services in other regions.

In general the market activity is good in most markets and opportunities exist on a broad basis to further strengthen AKVA's position.

## Statement from the Board and Chief Executive Officer

We confirm that, to the best of our knowledge, the condensed set of financial statements for the period 1 January to 30 September 2019, which have been prepared in accordance with IAS 34 Interim Financial Statements, gives a true and fair view of the Company's consolidated assets, liabilities, financial position and results of operations, and that the interim management report includes a fair review of the information required under the Norwegian Securities Trading Act section 5-6 fourth paragraph.

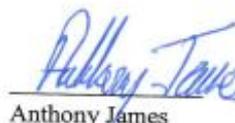
Klepp, 31 October 2019  
Board of Directors, AKVA group ASA



Knut Nesse  
(Chairperson)



Anne Breiby  
(Deputy chairperson)



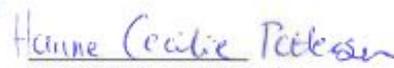
Anthony James



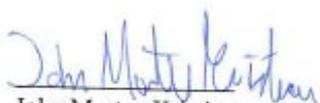
Kristin Reitan Husebø



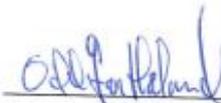
Hans Kristian Mong



Hanne Cecilie Pettersen



John Morten Kristiansen



Odd Jan Håland



Hallvard Muri  
(CEO)

## Interim financial statements

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME		Note	2019	2018	2019	2018	2018
(NOK 1 000)			Q3	Q3	YTD	YTD	Total
<b>OPERATING REVENUES</b>	5		<b>771 474</b>	<b>637 355</b>	<b>2 421 731</b>	<b>1 853 686</b>	<b>2 579 473</b>
Operating costs ex depreciations			656 901	566 616	2 109 611	1 671 946	2 341 706
<b>OPERATING PROFIT BEFORE DEPR.(EBITDA)</b>	5		<b>114 573</b>	<b>70 739</b>	<b>312 120</b>	<b>181 741</b>	<b>237 767</b>
Depreciation			22 043	16 974	66 719	46 831	69 238
IFRS 16 Depreciation			13 688	-	40 978	-	-
Amortization			12 771	9 493	36 642	26 778	38 663
<b>OPERATING PROFIT (EBIT)</b>	5		<b>66 071</b>	<b>44 272</b>	<b>167 782</b>	<b>108 132</b>	<b>129 866</b>
Net interest expense			-6 085	-3 684	-16 432	-9 978	-14 068
IFRS 16 Interest expenses			-5 109	-	-15 352	-	-
Other financial items			115	-1 599	-763	-6 422	-4 282
Net financial items			-11 079	-5 283	-32 547	-16 400	-18 350
<b>PROFIT BEFORE TAX</b>			<b>54 992</b>	<b>38 989</b>	<b>135 235</b>	<b>91 732</b>	<b>111 516</b>
Taxes			12 586	11 057	33 287	20 783	22 147
<b>NET PROFIT</b>			<b>42 406</b>	<b>27 932</b>	<b>101 948</b>	<b>70 949</b>	<b>89 369</b>
<b>Net profit (loss) attributable to:</b>							
Non-controlling interests			467	-287	1 980	-373	-334
Equity holders of AKVA group ASA			41 939	28 219	99 968	71 323	89 703
Earnings per share equity holders of AKVA group ASA			1,27	1,00	3,01	2,68	3,17
Diluted earnings per share equity holders of AKVA group ASA			1,27	1,00	3,01	2,68	3,17
Average number of shares outstanding (in 1 000)			33 140	28 306	33 221	26 640	28 306
Diluted number of shares outstanding (in 1 000)			33 140	28 306	33 221	26 640	28 306
<b>CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION</b>		<b>Note</b>	<b>2019</b>	<b>2018</b>	<b>2019</b>	<b>2018</b>	<b>2018</b>
(NOK 1 000)			<b>30.9.</b>	<b>30.9.</b>	<b>30.9.</b>	<b>30.9.</b>	<b>31.12.</b>
Intangible fixed assets	1,3		1 024 664	1 067 319	1 069 356		
Deferred tax assets			22 740	12 750	15 971		
Fixed assets			779 205	323 685	332 381		
Long-term financial assets			74 388	64 332	72 720		
<b>FIXED ASSETS</b>			<b>1 900 997</b>	<b>1 468 085</b>	<b>1 490 428</b>		
Stock			453 331	427 192	461 917		
Trade receivables			556 336	496 844	473 633		
Other receivables			106 273	90 893	96 873		
Cash and cash equivalents			158 062	136 477	133 117		
<b>CURRENT ASSETS</b>			<b>1 274 001</b>	<b>1 151 407</b>	<b>1 165 540</b>		
<b>Assets held for sale</b>			-	<b>43 506</b>	<b>46 962</b>		
<b>TOTAL ASSETS</b>			<b>3 174 998</b>	<b>2 662 997</b>	<b>2 702 931</b>		
Paid in capital			880 371	880 522	880 522		
Retained equity			211 481	136 516	181 901		
Equity attributable to equity holders of AKVA group ASA			1 091 852	1 017 038	1 062 423		
Non-controlling interests	1,3		4 174	145	184		
<b>TOTAL EQUITY</b>			<b>1 096 026</b>	<b>1 017 183</b>	<b>1 062 607</b>		
Deferred tax			118 811	100 518	85 114		
Other long term debt			441 642	109 648	103 641		
Long-term interest bearing debt	1		665 827	611 938	360 254		
<b>LONG-TERM DEBT</b>			<b>1 226 279</b>	<b>822 103</b>	<b>549 010</b>		
Short-term interest bearing debt			154 041	175 725	401 155		
Other current liabilities			698 652	625 226	666 312		
<b>SHORT-TERM DEBT</b>			<b>852 693</b>	<b>800 951</b>	<b>1 067 467</b>		
<b>Liability held for sale</b>			-	<b>22 761</b>	<b>23 847</b>		
<b>TOTAL EQUITY AND DEBT</b>			<b>3 174 998</b>	<b>2 662 997</b>	<b>2 702 931</b>		
<b>CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY</b>		<b>Note</b>	<b>2019</b>	<b>2018</b>	<b>2019</b>	<b>2018</b>	<b>2018</b>
(NOK 1 000)			<b>Q3</b>	<b>Q3</b>	<b>YTD</b>	<b>YTD</b>	<b>Total</b>
<b>Balance at start of period before non-controlling interest</b>			<b>1 068 090</b>	<b>498 482</b>	<b>1 062 423</b>	<b>501 676</b>	<b>501 677</b>
The period's net profit			41 939	28 219	99 968	71 323	89 703
Buyback of own shares			-1 803	-	-14 899	-	-
Sale of own shares			3 780	-	3 780	-	-
Equity issue			-	525 000	-	525 000	525 000
Gains/(losses) on cash flow hedges (fair value)			375	-609	-2 158	-8 801	-5 447
Dividend			-34 421	-24 980	-59 401	-44 335	-44 335
Valuation adjustment option			-	-	-965	-	6 098
Non-controlling interests arising on a business combination			2 010	-	2 010	-	-
Translation differences			13 579	-9 074	1 094	-27 825	-10 273
Equity before non-controlling interests			1 093 549	1 017 038	1 091 852	1 017 038	1 062 423
Non-controlling interests			2 477	145	4 174	145	184
Book equity at the end of the period			1 096 026	1 017 183	1 096 026	1 017 183	1 062 607

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW	Note	2019	2018	2019	2018	2018
		Q3	Q3	YTD	YTD	Total
<b>Cash flow from operating activities</b>						
Profit before taxes		54 992	38 989	135 235	91 732	111 515
Taxes paid		-8 435	-210	-31 476	-9 584	-14 682
Net interest cost		6 085	3 684	16 431	9 978	14 068
Gain/loss on disposal of fixed assets		-56	-154	-162	-230	-91
Net gain/loss from disposals of subsidiaries		-18 153	-	-18 153	-	-
Depreciation and amortization		48 502	26 467	144 338	73 608	107 901
Changes in stock, accounts receivable and trade payables		36 615	91 683	-98 440	-48 290	-60 406
Changes in other receivables and payables		4 731	-142 806	10 741	-1 867	20 816
Net foreign exchange difference		-3 511	-4 277	-6 916	-19 125	-11 141
<b>Cash generated from operating activities</b>		<b>120 769</b>	<b>13 375</b>	<b>151 598</b>	<b>96 221</b>	<b>167 982</b>
Interest received		1 331	872	3 522	2 141	3 685
Interest paid		-7 416	-4 556	-19 953	-12 119	-17 753
<b>Net cash flow from operating activities</b>		<b>114 684</b>	<b>9 692</b>	<b>135 167</b>	<b>86 243</b>	<b>153 913</b>
<b>Cash flow from investment activities</b>						
Investments in fixed assets		-51 360	-9 025	-97 938	-59 395	-99 053
Proceeds from sale of fixed assets		168	61	584	4 105	4 699
Net payment of long-term receivables		-611	-1 357	-1 353	-4 768	-8 042
Divestment of subsidiary net of cash sold		41 736	-	41 736	-	-
Acquisition of subsidiary net of cash acquired	1,3	-23	-168 465	-39 144	-168 465	-168 276
<b>Net cash flow from investment activities</b>		<b>-10 089</b>	<b>-178 786</b>	<b>-96 114</b>	<b>-228 523</b>	<b>-270 673</b>
<b>Cash flow from financing activities</b>						
Repayment of borrowings		-8 520	-7 289	-74 005	-17 812	-25 174
Proceed from borrowings		-91 143	201 887	105 865	249 370	228 389
Dividend payment		-33 156	-24 980	-58 136	-44 335	-44 335
Dividends payment to NCI		-1 265	-	-1 265	-	-
New equity		-	-	-	-	-
Sale/(purchase) own shares		1 977	-	-11 119	-	-
<b>Net cash flow from financing activities</b>		<b>-132 108</b>	<b>169 618</b>	<b>-38 660</b>	<b>187 223</b>	<b>158 880</b>
Net change in cash and cash equivalents		-27 513	524	393	44 943	42 121
Net foreign exchange differences		5 095	-1 994	807	-6 510	-2 227
Cash and cash equivalents at beginning of period		180 481	156 872	156 862	116 969	116 969
<b>Cash and cash equivalents at end of period</b>		<b>158 062</b>	<b>155 402</b>	<b>158 062</b>	<b>155 402</b>	<b>156 862</b>

## Selected notes to the condensed interim consolidated financial statements

### Note 1 General information and basis for preparation

AKVA group consists of AKVA group ASA and its subsidiaries. There has not have been any changes in the Group's legal structure since year-end 2018.

These condensed interim financial statements are prepared in accordance with International Accounting Standard 34, Interim Financial Reporting as adopted by the EU (IAS 34). The same accounting policies and methods of computation are followed in the interim financial statements as compared with the most recent annual financial statement. The condensed interim financial statements do not include all of the information and disclosures required by International Reporting Standards (IFRS) for a complete set of financial statements, and these condensed interim financial statements should be read in conjunction with the most recent annual financial statements. The annual financial statements were prepared in accordance with International Financial Reporting Standards and interpretations as issued by the International Standards Board and as adopted by the EU. A description of the significant accounting policies applied in preparing these condensed interim financial statements is included in AKVA group's consolidated financial statements for 2018. There have been no changes to significant accounting policies since the preparation of the annual financial statements for 2018. The condensed interim financial statements are unaudited.

Because of rounding differences, numbers or percentages may not add up to the total. The consolidated financial statements for the Group for the year ended 31 December 2018 are available upon request from the company's office at Plogfabrikkveien 11, 4353 Klepp Stasjon, Norway or at <http://ir.akvagroup.com/investor-relations/financial-info-/annual-reports>.

## *Note 2 Accounting principles*

All significant accounting principles applied in the consolidated financial statement are described in the Annual Report 2018 (as published on the OSE on 27 March 2019).

AKVA group accounts for associates owned between 20% and 50% by using the equity method. Gain/loss on investments are recognized as other operating revenue, subject to the investment being of similar character and type as the other businesses within the group.

New standards adopted in 2019:

### **IFRS 16**

The new accounting standard IFRS 16 Leases was effective from 1 January 2019. IFRS 16 sets out the principles for recognition, measurement, presentation and disclosures of leases and replaces IAS 17 and other previous guidance on lease accounting within IFRS. The new standard represents a significant change in lessees' accounting for leases but keeps the accounting model for lessors mainly unchanged.

IFRS 16 defines a lease as a contract that conveys the right to control the use of an identified asset for a period of time in exchange for consideration. For each contract that meets this definition, IFRS 16 requires lessees to recognize a right-to-use asset and a lease liability in the balance sheet with certain exemptions for short term and low value leases. Lease payments are to be reflected as interest expense and a reduction of lease liabilities, while the right-of-use assets are to be depreciated over the shorter of the lease term and the assets' useful life. The portion of lease payments representing payments of lease liabilities shall be classified as cash flows used in financing activities in the statement of cash flows.

AKVA has applied the modified retrospective approach, and choose to elect the option to recognise the ROU-assets as an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognised in the statement of financial position immediately before the date of initial application. AKVA group's IFRS 16 lease liability as of 1 January 2019 was 457 MNOK. The IFRS 16 right-to-use asset as of 1 January 2019 corresponds with the lease liability. The depreciation of IFRS 16 assets is 14 MNOK in the quarter and the interest expense related to these assets is 5 MNOK.

The implementation of IFRS 16 impacted the Group's consolidated balance sheet by increased total assets and total liabilities. The consolidated statement of income is impacted by reduced lease expenses and increased depreciation and interest expenses. Alternative performance measures will be adjusted correspondingly.

## *Note 3 Recognition and measurement of assets and liabilities in connection with acquisitions*

IFRS 3 permits adjustments to items recognized in the original accounting for business combination, for a maximum of one year after the acquisition date, if and when new information about facts and circumstances existing at the acquisition date is obtained. AKVA group will make a final assessment before this one-year period comes to an end.

#### *Note 4 Events after the reporting period*

As noted in a stock notice of 25 September 2019 AKVA group ASA were to receive a dividend of ISK 197,000,000 from the divested Wise lausnir ehf in addition to the total consideration of ISK 910,778,164. A total dividend of MNOK 14.3 was received on 9 October 2019.

#### *Note 5 Business segments*

AKVA group is organized in three business segments; Cage Based Technology, Software and Land Based Technology.

Cage Based Technology (CBT) consist of the following companies; AKVA group ASA, Helgeland Plast AS, AKVA group Services AS, AKVA Marine Services AS, Sperre AS, AKVA group Scotland Ltd, AKVASmart Turkey Ltd, AKVA group Australia Pty Ltd, AKVA group Chile S.A., AKVA group North America Inc, AKVA group Middle East LLC, AKVA group Hellas, AKVA group Espana, Egersund Net AS, Egersund Trading AS, UAB Egersund Net and Grading Systems Ltd. The products included in the segment are: Cages, barges, feed systems, sensors, net cleaning systems, nets and other operational technologies and systems for Cage Based Aquaculture.

Land Based Technology (LBT) consist of the following companies; AKVA group Land Based Norway AS, AKVA group Denmark A/S, and AKVA group Land Based A/S. The products included in the segment is recirculation systems and other technologies for land based aquaculture and post smolt facilities.

Software (SW) consist of the following companies; AKVA group Software AS. The products included in software includes software solutions and professional services.

The same accounting principles as described for the Group financial statements have been applied for the segment reporting. Inter-segment transfers or transactions are entered into under normal commercial terms and conditions, and the measurement used in the segment reporting is the same as used for the actual transactions.

CONDENSED CONSOLIDATED BUSINESS SEGMENTS (NOK 1 000)	2019 Q3	2018 Q3	2019 YTD	2018 YTD	2018 Total
<b>Cage based technology</b>					
Nordic operating revenues	435 650	245 313	1 411 111	732 575	1 092 004
Americas operating revenues	141 455	122 503	388 489	342 642	494 906
Europe & Middle East operating revenues	74 312	105 723	205 120	299 469	340 522
<b>INTRA SEGMENT REVENUE</b>	651 416	473 538	2 004 720	1 374 686	1 927 432
Operating costs ex depreciations	553 664	425 109	1 744 998	1 251 793	1 770 443
<b>OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)</b>	97 752	48 429	259 721	122 893	156 989
Depreciation	39 562	19 896	119 145	53 792	81 420
<b>OPERATING PROFIT (EBIT)</b>	58 191	28 534	140 576	69 101	75 569
<b>Software</b>					
Nordic operating revenues	22 722	34 727	95 239	113 853	152 614
Americas operating revenues	4 312	4 331	13 238	13 561	17 795
Europe & Middle East operating revenues	598	569	1 878	1 790	2 354
<b>INTRA SEGMENT REVENUE</b>	27 632	39 627	110 356	129 203	172 764
Operating costs ex depreciations	20 040	30 406	90 852	104 990	139 523
<b>OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)</b>	7 592	9 221	19 504	24 212	33 241
Depreciation	3 372	3 405	11 190	10 323	13 657
<b>OPERATING PROFIT (EBIT)</b>	4 220	5 816	8 314	13 889	19 584
<b>Land based technology</b>					
Nordic operating revenues	82 789	111 717	270 630	328 567	436 711
Americas operating revenues	8 950	12 473	34 431	21 230	41 881
Europe & Middle East operating revenues	686	-	1 595	-	686
<b>INTRA SEGMENT REVENUE</b>	92 426	124 189	306 656	349 797	479 277
Operating costs ex depreciations	83 197	111 100	273 760	315 162	431 740
<b>OPERATING PROFIT BEFORE DEPRECIATIONS (EBITDA)</b>	9 229	13 089	32 895	34 636	47 537
Depreciation	5 568	3 167	14 003	9 493	12 825
<b>OPERATING PROFIT (EBIT)</b>	3 661	9 922	18 892	25 143	34 712

### Note 6 Top 20 shareholders as of 30 September 2019

Shareholders	Citizenship	Number of shares held	Ownership percentage
EGERSUND GROUP AS	NOR	20 703 105	62,1
WHEATSHEAF INVESTMENTS LIMITED	GBP	3 900 000	11,7
SIX SIS AG	CHE	992 392	3,0
VERDIPAPIRFONDET ALFRED BERG GAMBA	NOR	825 932	2,5
VERDIPAPIRFONDET NORDEA KAPITAL	NOR	718 491	2,2
VERDIPAPIRFONDET NORDEA AVKASTNING	NOR	570 123	1,7
Norron Sicav - Select	LUX	415 000	1,2
VERDIPAPIRFONDET NORDEA NORGE PLUS	NOR	400 640	1,2
EQUINOR PENSJON	NOR	391 883	1,2
MP PENSJON PK	NOR	356 300	1,1
J.P. Morgan Bank Luxembourg S.A.	LUX	329 950	1,0
NORDEA NORDIC SM CAP FD	FIN	300 000	0,9
AKVA GROUP ASA	NOR	177 883	0,5
BJØRN DAHLE	NOR	150 000	0,4
VERDIPAPIRFONDET DNB SMB	NOR	142 769	0,4
METZLER EURO SMALL + MICRO CAP	IRE	107 610	0,3
UBS Europe SE	LUX	100 000	0,3
ASKVIG AS	NOR	100 000	0,3
BERGEN KOMMUNALE PENSJONSKASSE	NOR	100 000	0,3
STATOIL FORSIKRING A.S	NOR	90 312	0,3
<b>20 largest shareholders</b>		<b>30 872 390</b>	<b>92,6</b>
Other shareholders		2 461 913	7,4
<b>Total shares</b>		<b>33 334 303</b>	<b>100,0</b>

An updated overview of the 20 largest shareholders is available on AKVA group's investor relations webpage, <http://ir.akvagroup.com/investor-relations/the-share/largest-shareholders>.

## *Note 7 Non IFRS Financial Measures*

*Available cash* is a non-IFRS financial measure, calculated by summarizing all cash in the Group in addition to available cash from established credit facilities.

*NIBD* - Net interest bearing debt is a non-IFRS financial measure, equal to our long term interest bearing debt plus liabilities to financial institutions minus our cash at the balance sheet date.

*NIBD / EBITDA* is a non-IFRS measure, calculated as period end NIBD divided by the prior 12 months EBITDA.

*Order backlog* is a non-IFRS measure, calculated as signed orders and contracts at the balance sheet date. It does not include spot-sales, spare parts and aftermarket sales.

*Order intake* is a non-IFRS measure, calculated as order backlog at the end of period minus order backlog at start of period and revenue in the period

*ROCE* – Return on Capital Employed is a non-IFRS financial measure, calculated by dividing the last 12 months EBIT by capital employed at the balance sheet date. Capital Employed is calculated as the sum of NIBD, at the balance sheet date plus equity, deferred tax and other long term liabilities.

*EBITDA* – EBITDA is the earnings before interest, taxes, depreciation and amortizations. It can be calculated by the EBIT added by the depreciations and amortizations.

*EBIT* – EBIT is the earnings before interest and taxes. It can be calculated by the profit before tax added by the interest.

Capital Employed can also be found by the formula (total assets – cash) – (total current liabilities – liabilities to financial institutions).

*ROACE* - Return on average Capital Employed is a non-IFRS financial measure, calculated by dividing the last 12 months EBIT by the average of the Capital Employed on the opening and closing dates of the period under consideration.

*Working Capital* is a non-IFRS financial measure calculated by current assets less cash minus current liabilities less liabilities to financial institutions.

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**Other AKVA group offices:**

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AKVA group, Tromsø	Tel (+47) 75 00 66 50
AKVA group, Sandnessjøen	Tel (+47) 75 14 37 50
AKVA group, Rørvik	Tel (+47) 75 00 66 50
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Egersund Net, Austevoll	Tel (+47) 55 08 85 10
Egersund Net, Manger	Tel (+47) 51 46 29 60
Egersund Net, Kristiansund	Tel (+47) 51 46 29 60
Egersund Net, Rørvik	Tel (+47) 51 46 29 60
Egersund Net, Brønnøysund	Tel (+47) 51 46 29 60
Egersund Net, Vevelstad	Tel (+47) 51 46 29 60
Egersund Net, Vesterålen	Tel (+47) 76 14 00 00
Egersund Trading, Austevoll	Tel (+47) 55 08 85 00
Grading Systems, Shetland	Tel (+44) 1806 577 241
Helgeland Plast, Mo i Rana	Tel (+47) 75 14 37 50
AKVA group Land Based Norway, Sømna	Tel (+47) 75 02 78 80
AKVA Marine Services, Torvastad	Tel (+47) 47 27 04 54
Sperre, Notodden	Tel (+47) 35 02 50 00
UAB Egersund Net	Tel (+370) 446 54 842
AKVA group Land Based, Fredericia	Tel (+45) 75 88 02 22
AKVA group Chile, Puerto Montt	Tel (+56) 65 250 250
AKVA group UK, Inverness	Tel (+44) 1463 221 444
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AKVA group North America, New Brunswick, Canada	Tel (+1) 506 754 6991
AKVA group North America, Newfoundland and Labrador, Canada	Tel (+1) 506 754 1792
AKVA group Australia, Tasmania	Tel (+61) 488 983 498
AKVA group Turkey, Bodrum	Tel (+90) 252 374 6434
AKVA group España, Murcia	Tel (+34) 968 209494
AKVA group Hellas, Athen	Tel (+30) 69 441 660 14
AKVA group Middle East, Qeshm	Tel (+98) 76 35 22 53 05

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