



Q2 2024

**SUMMARY PRESENTATION**

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**Icelandic Salmon**

SUSTAINABLE SALMON FROM ARNARLAX

# THIS IS ICELANDIC SALMON



Icelandic Salmon AS is listed on the Euronext Growth market in Oslo, and NASDAQ First North in Reykjavik.

The company is the sole owner and parent company of Arnarlax ehf.

Four smolt facilities,  
Current capacity  
of 7-8 million smolt,  
depending on size  
of smolt



Harvesting plant  
in Bíldudalur.  
BRCGS\* certified  
30,000 tonnes  
per year capacity



All operational activities of the group  
are performed in Arnarlax ehf.

Farming in eight  
sites in three fjords

All production  
ASC\*\* certified

Total MAB 33,700  
tonnes\*\*\*



Sales by  
internal team  
Domestic and  
global markets



Arnarlax – Sustainable Icelandic Salmon  
is the common brand for all operational  
activities and products from  
Icelandic Salmon

# Q2 SUMMARY

## New license

- 10,000 tonnes MAB of sterile salmon at three sites in Ísafjarðardjúp

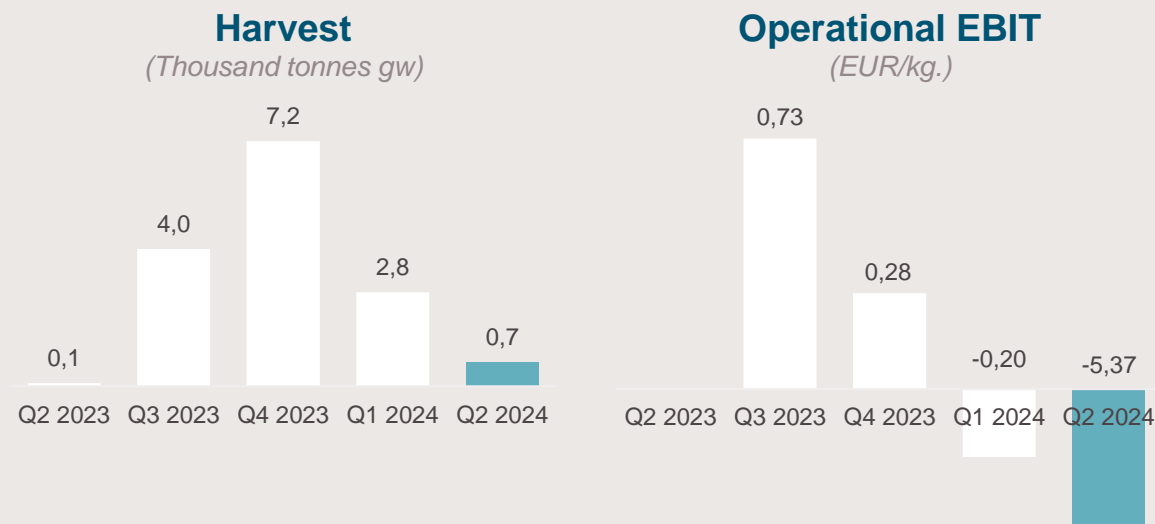
## Quarterly harvest volume of 702 tonnes compared to Q2-23 at 88 tonnes

- Started harvesting of autumn 2022 generation in Q2
- The Q2 harvest volume reflects seasonal production cycle
- Smolt output according to plan

## EBIT for the quarter was negative EUR 3.8 million

- Includes one-off costs of EUR 3.9 million
- H1 2024 saw drops in operating revenue and operational EBIT due to low harvest volumes and biological challenges
- Biological challenges at one site by year-end and lower fwd. prices led to a stock value reassessment

*Partially expensed in Q2 2024, impacting EBIT by EUR 2.3 million*



KEY RESULTS	Q2 2024	Q2 2023	H1 2024	H1 2023
Operating income ('000 EUR)	9,727	2,679	37,235	71,583
Operational EBIT ('000 EUR)	(3,768)	(3,063)	(4,316)	15,305
<b>Operational EBIT (%)</b>	<b>(39%)</b>	-	<b>(12%)</b>	<b>21%</b>
Harvest volume ('000 tgw)	0.7	0.1	3.5	6.7
<b>Operational EBIT/kg</b>	<b>(5.37)</b>	-	<b>(1.24)</b>	<b>2.30</b>
<b>Operational EBIT/kg (ex. one-offs)</b>	<b>0.19</b>	-	<b>0.91</b>	<b>2.57</b>

# LICENSE STATUS

## STRATEGIC UPDATE

### ISSUED LICENSES

- New licence of 10,000 tonnes MAB of sterile salmon issued in Ísafjarðardjúp. The licence includes 3 new sites for operation
- Timing of operational start is pending

### APPLICATIONS PENDING APPROVAL

- 4,500 tonnes MAB in Arnarfjörður
- 2 new sites in Arnarfjörður

### NEW LAW PROPOSAL

- The Ministry sent the law proposal to Parliament in April 2024
- The proposal has not yet been sanctioned in law by Parliament
- Could be sanctioned in law autumn 2024

Arnarlax holds licenses of 33,700 tonnes MAB in the Icelandic Westfjords (Arnarfjörður, Patreksfjörður, Ísafjarðardjúp and Tálknafjörður)



# SALES & MARKETING UPDATE

## STRATEGIC UPDATE AND OUTLOOK

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### STRONG DEMAND FOR ICELANDIC SALMON

- Robust market with high prices
- Low volume to US, mainly contract-based volume
- Low volume to Asia
- Benefited from good price achievements on downgraded fish
- Contract share for Q2 was 59%



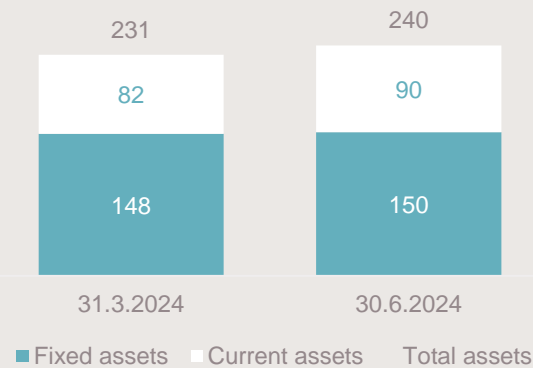
# FINANCIAL HIGHLIGHTS



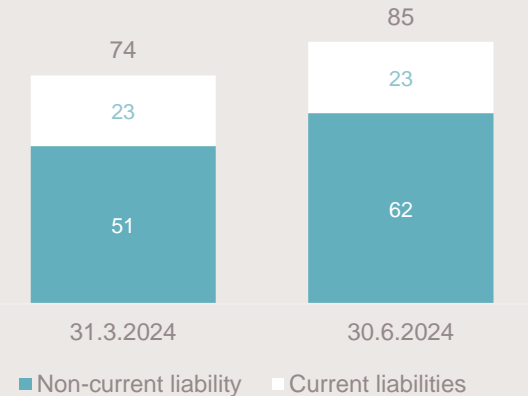
# GROUP BALANCE

## FINANCIAL HIGHLIGHTS

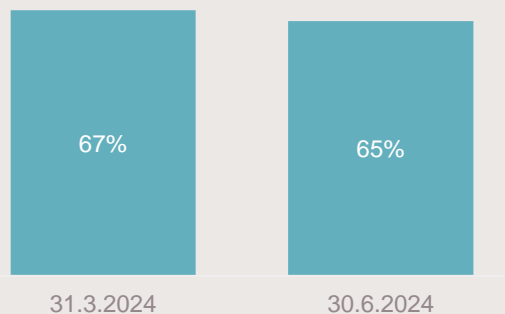
### Assets (EUR million)



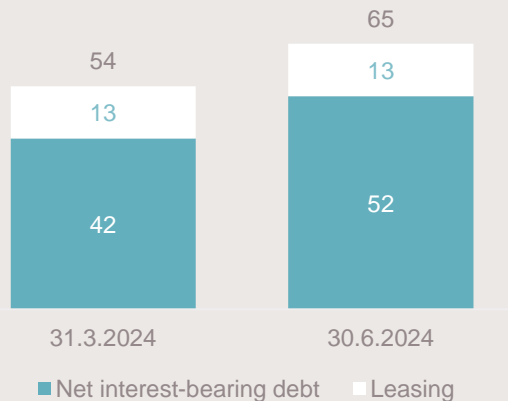
### Liabilities (EUR million)



### Equity ratio



### NIBD w/leasing (EUR million)



## KEY ITEMS FOR SECOND QUARTER 2024

### Overall performance

- Mortality and reassessment of stock value at one site impacted biological assets
- Continued focus on sustainable growth and operational efficiency through continued investment and strategic initiatives

## FINANCIAL POSITION

### Equity ratio at 65% at end of June 2024

- Compliant with all covenants

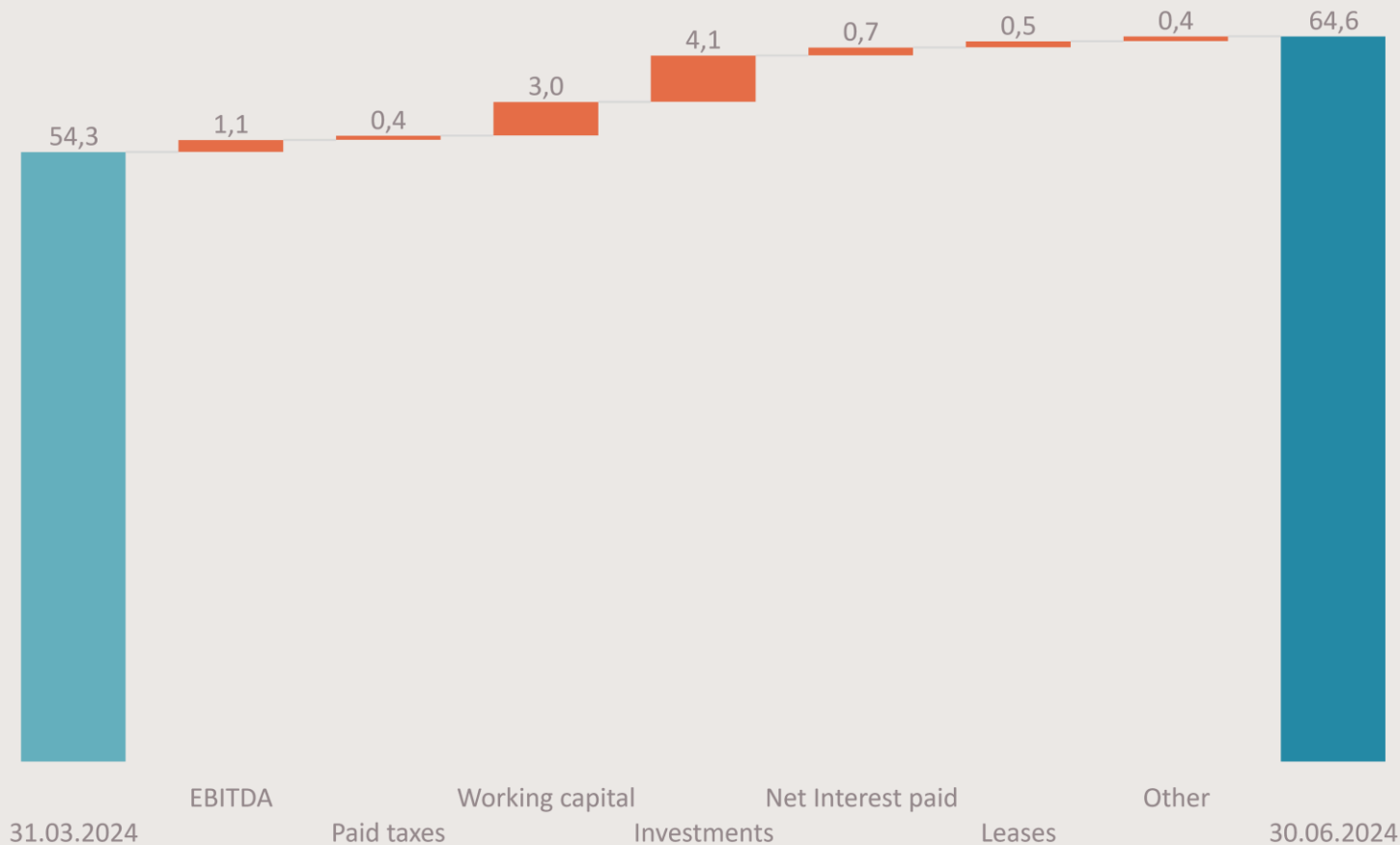
### H1 interim annual statement issued

# NIBD Q2 2024

## NET INTEREST-BEARING DEBT

### Changes in NIBD incl leasing - Q2 2024

(EUR million)



**Working capital affected by reassessment of stock value at one site and mortality**

#### Investment activities

- Partial payment of hybrid service boat
- Cages nets and other seawater equipment



# OPERATIONAL UPDATE



# OPERATIONAL UPDATE

## STATUS

- Biological challenges in Q2 related to mortality in sea
- Biological situation is significantly improved into Q3
- Implementation of new procedures towards POX-virus in smolt production seems promising
- Risk reduction by 2 new vaccines (ISA and winter wounds)
- Smolt output according to plan. New site taken into usage
- Implemented new procedures for controlling lice
- Continued good demand in the market



# OUTLOOK

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Volume guidance for 2024 is reduced to 13,000 tonnes

2025 volumes will be affected by biological challenges in H1 2024

Contract share expected to be 10% in Q3, and ~12% for FY 2024

Smolt output to continue according to plan into Q3

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## **Icelandic Salmon is well-positioned for increased sustainable development**

- Committed staff and robust corporate culture
- Long-term good growth potential up to 36,000 tonnes on existing licenses within current regulatory framework
- Enhancing our value chain to address encountered challenges





# Icelandic Salmon

SUSTAINABLE SALMON FROM ARNARLAX



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