



# PASSION FOR IMPROVEMENT

Q3 2020

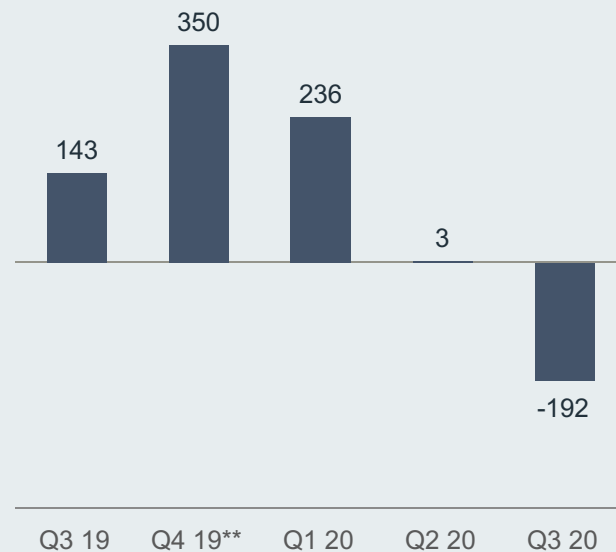


# Highlights Q3 2020

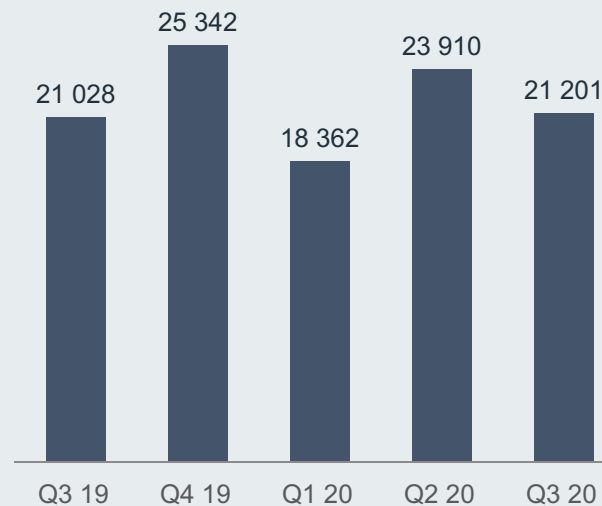
- Disrupted markets with low spot prices impacted earnings by NOK -92 million vs Q3 2019
- Good performance in Rogaland and Finnmark, total EBIT/kg NOK 9.85 (11.17)
- Shetland profitability impacted by NOK -150 million from Skye, where of NOK 90 million related to mortality write-down. Operations on the Isle of Skye will cease due to weak operational synergies
- Initiative to divest Shetland assets to focus operations on regions with the largest growth potential
- Pace of investments slowed down, including in Newfoundland, to secure financial capacity
- Six sites ASC certified during the quarter, with a group total of 26 sites certified at quarter end, 41% of net production
- Establishment of our fully integrated sales and marketing organization on track, to start operating late Q1 2021
- Expected harvest of 26 500 tonnes in Q4 2020, guidance of 90 000 tonnes (95 000) in 2020 to optimize harvest weight and time to market

# Financial highlights Q3 2020

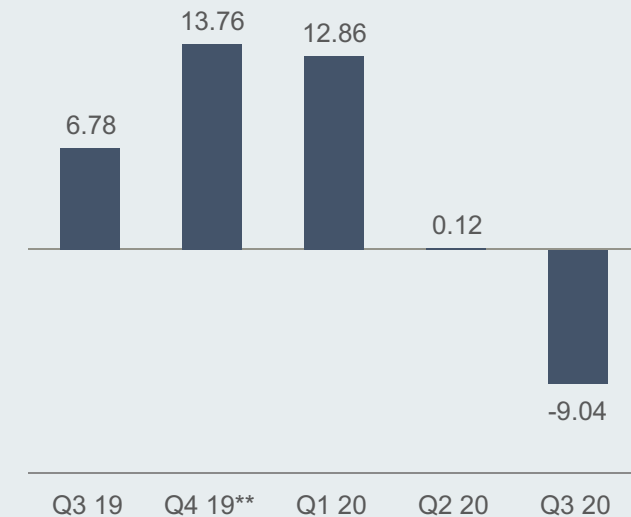
EBIT (NOK MILLION)\*



HARVEST VOLUME (TONNES GWT)



EBIT/KG\* (NOK)



\*EBIT before fair value adjustment of biological assets

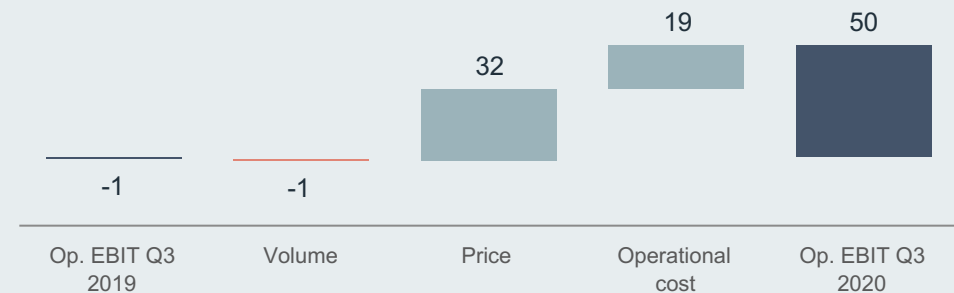
\*\*The Q4 2019 figure is based on a preliminary IFRS 5 adjustment of the Group's disposal group. Finalized re-presented Q4 2019 will be disclosed in Q4 2020.

# GSF Rogaland

- Earnings positively impacted by fixed price contracts and a superior share of 90%
- Good production and lower cost compared to Q3 2019 due to improved biological conditions
- Acquired increased capacity of 527 tonnes
- Expect harvest of 6 490 tonnes in Q4 2020 with lower cost/kg due to higher harvest volume
- Harvest estimate reduced to 23 000 tonnes (25 000) in 2020 to optimize time to market

NOK million	Q3 2020	Q3 2019	YTD 2020	YTD 2019	FY 2019
Revenues	278.8	124.0	983.0	1 046.4	1 538.9
EBITDA	74.9	23.4	336.9	441.9	658.4
EBIT	49.9	-0.8	261.6	376.3	568.3
Harvest volume (tonnes GWT)	5 039	2 534	16 510	16 791	25 217
EBIT/kg (NOK)	9.89	-0.30	15.85	22.41	22.53

## EBIT-bridge, quarter-on-quarter

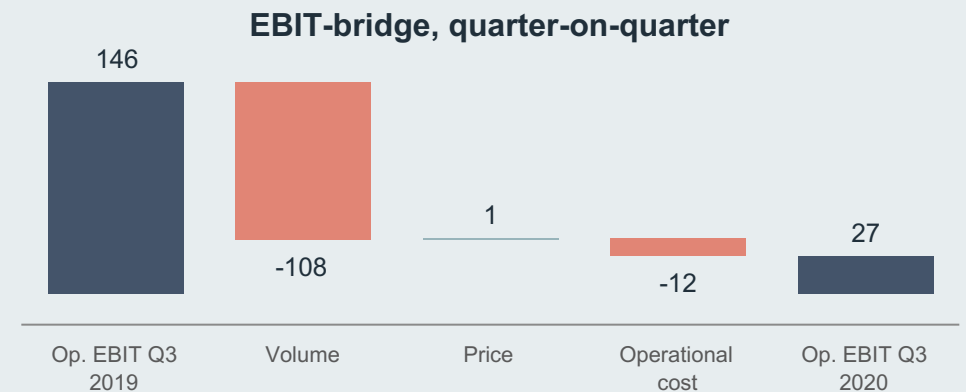




# GSF Finnmark

- Earnings positively impacted by good price achievement due to fixed price contracts
- Stable seawater production
- Three sites confirmed affected by ISA
- Total of 15 sites ASC certified (80% of net production)
- Expect harvest of 14 160 tonnes in Q4 2020 with stable cost/kg due to sanitary harvest despite higher volume
- Harvest estimate reduced to 30 000 tonnes (33 000) in 2020 to optimize time to market in addition to adjusted harvest due to ISA

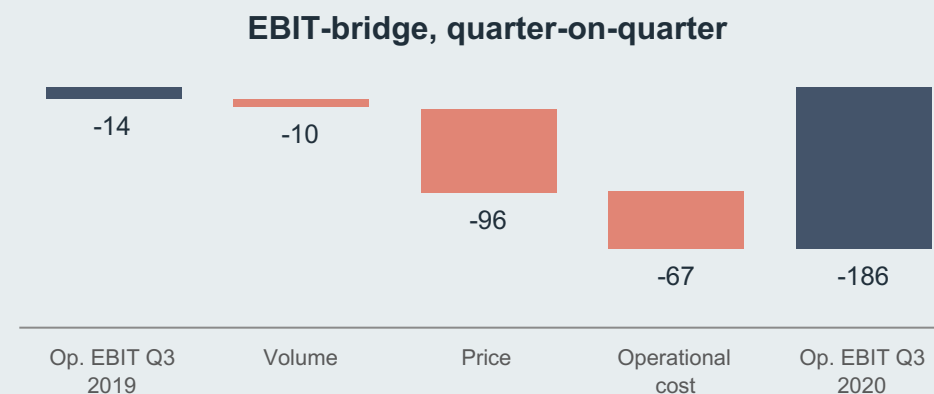
NOK million	Q3 2020	Q3 2019	YTD 2020	YTD 2019	FY 2019
Revenues	148.8	567.4	847.3	1 233.4	1 815.3
EBITDA	61.1	183.6	228.7	499.0	715.5
EBIT	26.7	146.0	118.5	399.7	580.2
Harvest volume (tonnes GWT)	2 730	10 470	15 838	21 581	32 362
EBIT/kg (NOK)	9.77	13.94	7.48	18.52	17.93



# GSF Shetland

- Earnings impacted by low market prices and low price achievement on small fish from accelerated harvest due to high mortality incidents in Skye
- Operations at Isle of Skye will cease, remaining fish to be harvested in 2021
- Good production on mainland Shetland, indicating lower cost long term
- Expect harvest of 2 390 tonnes in Q4 2020, still high cost/kg due to Skye
- Harvest estimate of 15 000 tonnes in 2020 maintained

NOK million	Q3 2020	Q3 2019	YTD 2020	YTD 2019	FY 2019
Revenues	313.5	232.6	693.7	580.3	731.6
EBITDA	-146.4	9.5	-116.3	14.0	35.6
EBIT	-186.2	-13.6	-218.9	-58.3	-67.2
Harvest volume (tonnes GWT)	6 785	3 856	12 602	8 942	11 273
EBIT/kg (NOK)	-27.44	-3.53	-17.37	-6.52	-5.96

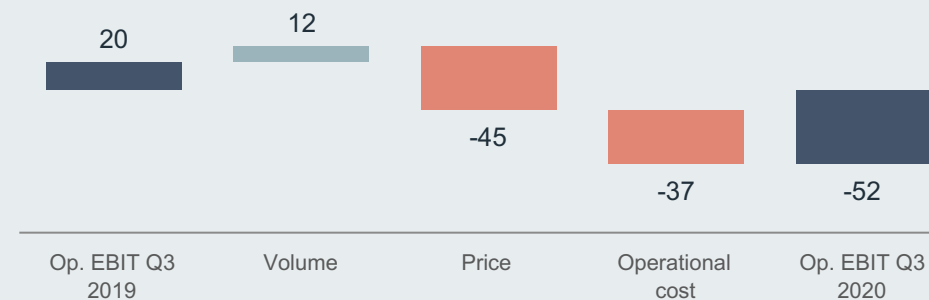


# GSF British Columbia

- Earnings driven by increased harvest volume, partly offset by a challenging market with low prices
- Challenging biological conditions with HAB and high sea lice pressure
- Six sites ASC certified during the quarter, a total of 11 sites certified (59% of net production)
- Expect harvest of 3 480 tonnes in Q4 2020, still high cost/kg and gradual cost improvements longer term
- Harvest estimate maintained at 22 000 tonnes in 2020

NOK million	Q3 2020	Q3 2019	YTD 2020	YTD 2019	FY 2019
Revenues	345.4	245.0	1 014.7	624.6	861.4
EBITDA	-27.0	37.7	54.0	90.9	145.9
EBIT	-51.6	19.5	-23.8	38.7	73.3
Harvest volume (tonnes GWT)	6 648	4 168	18 524	10 317	14 120
EBIT/kg (NOK)	-7.76	4.68	-1.29	3.75	5.19

**EBIT-bridge, quarter-on-quarter**





# Grieg Seafood harvest estimates

- Expected harvest of 26 500 tonnes in Q4 2020
- FY 2020 volume of 90 000 tonnes, down 5 000 tonnes compared to Q2 2020 guiding and down 10 000 compared with initial guiding of 100 000 tonnes
  - Rogaland down 2 000
  - Finnmark down 8 000
  - BC up 2 000
  - Shetland down 2 000

Guiding (tonnes GWT)	Rogaland	Finnmark	Shetland	BC	GSF Group
Q1 2020	6 940	6 830	2 050	2 540	18 400
Q2 2020	4 530	6 280	3 770	9 330	23 900
Q3 2020	5 040	2 730	6 790	6 650	21 200
Q4 2020	6 490	14 160	2 390	3 480	26 500
<b>Total 2020</b>	<b>23 000</b>	<b>30 000</b>	<b>15 000</b>	<b>22 000</b>	<b>90 000</b>
<i>Growth y-o-y</i>	-9%	-7%	33%	56%	8%
<b>Total 2021</b>	<b>28 000</b>	<b>37 000</b>	<b>15 000</b>	<b>15 000</b>	<b>95 000</b>
<i>Growth y-o-y</i>	22%	23%	0%	-32%	6%

# FINANCIAL REVIEW

## Q3 2020



# Profit & loss

- Sales revenues decreased by 5% due to lower spot prices and downgrades, partly offset by higher volume
- Cost increase compared to Q3 2019, driven by currency as well as biological conditions at Isle of Skye and BC
- Development in depreciation and amortization vs. Q3 2019 and YTD 2019 impacted by growth investments
- Net financial items impacted somewhat by currency, offset by interest expenses from bond issue June 2020.
- See Appendix for more information on the discontinued operation of the Group (Ocean Quality)

Profit & loss from continued operations* (NOK million)	Q3 2020	Q3 2019	YTD Q3 2020	YTD Q3 2019
Sales revenues	1 262.8	1 327.5	3 990.7	3 931.9
<b>EBITDA**</b>	<b>-64.0</b>	<b>248.0</b>	<b>423.2</b>	<b>1 005.8</b>
Depreciation and amortization	-127.6	-105.4	-375.9	-295.9
<b>EBIT**</b>	<b>-191.6</b>	<b>142.6</b>	<b>47.3</b>	<b>709.9</b>
Fair value adjustments of biological assets	41.6	-465.0	-694.8	-500.1
<b>EBIT after fair value</b>	<b>-150.0</b>	<b>-322.4</b>	<b>-647.5</b>	<b>209.8</b>
Net financial items	-11.0	-10.2	-155.4	-37.3
<b>Profit before tax</b>	<b>-161.0</b>	<b>-332.6</b>	<b>-803.0</b>	<b>172.5</b>
Estimated taxation	34.9	67.3	172.4	-46.1
<b>Net profit for the period from continued operations</b>	<b>-126.1</b>	<b>-265.3</b>	<b>-630.5</b>	<b>126.4</b>
Net profit for the period from discontinued operations	7.0	8.6	16.9	19.7
<b>Net profit for the period</b>	<b>-119.1</b>	<b>-256.7</b>	<b>-613.6</b>	<b>146.1</b>

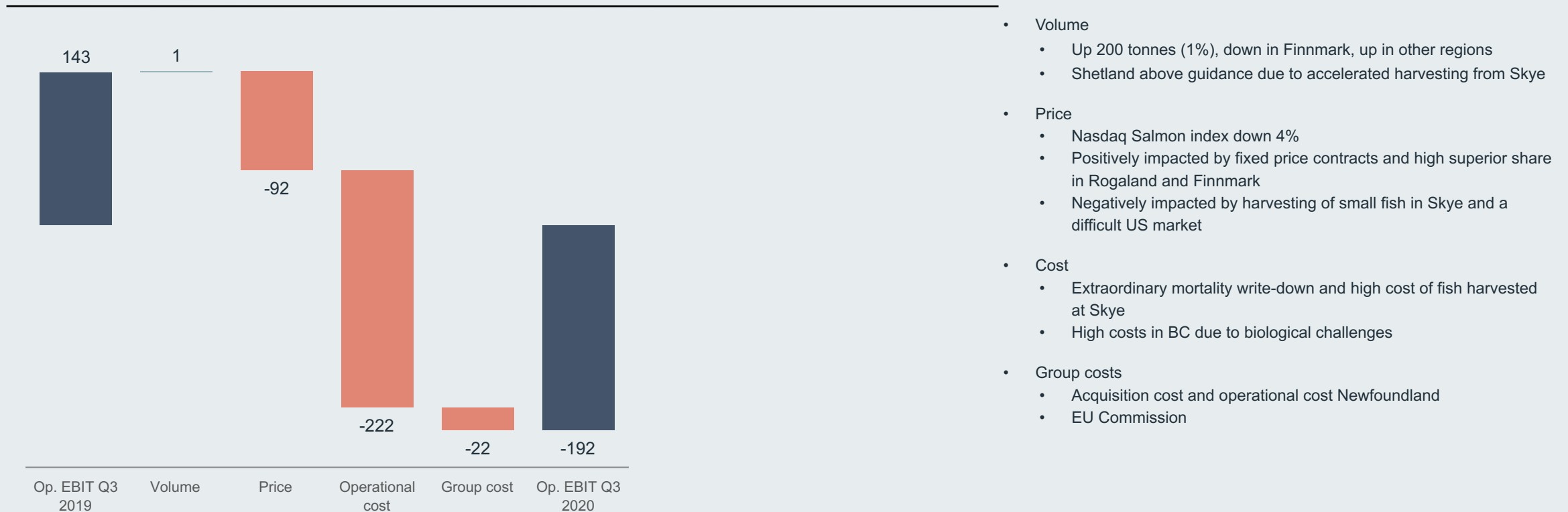
\*Q3 2020: The Group classifies a disposal group as held for sale. Comparable figures for Q3 2020 and YTD 2020 have been re-presented.

\*\*EBIT and EBITDA before fair value adjustment of biological assets.



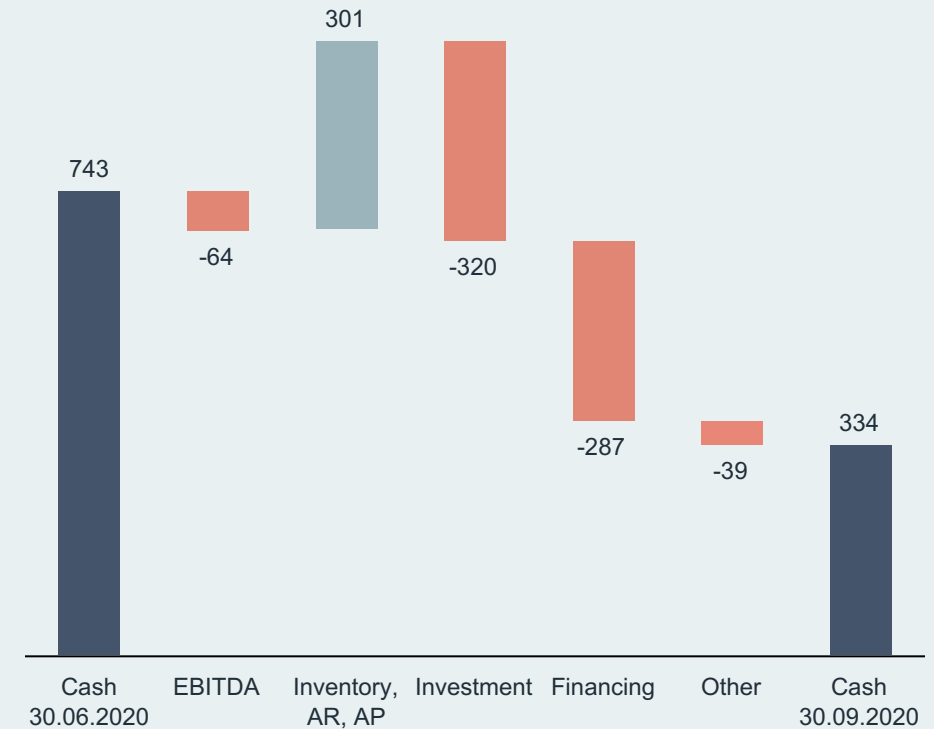
# Operational EBIT bridge

Operational EBIT bridge - Q3 20 vs Q3 19 (NOK million)



# Cash flow

- Net cash flow from operations NOK 199 million
  - Working capital release of NOK 301 million primarily from accounts receivables and payables since Q2 2020
- Net cash flow from investment activities NOK -320 million
  - Acquired aquaculture licenses in Rogaland of NOK 100 million, corresponding to a MAB of 527 tonnes
  - Investments in property, plant and equipment of NOK 220 million whereof NOK 145 million related to construction of facilities in Newfoundland in Q3 2020
- Net cash flow from financing NOK -287 million
  - Net repayment of revolving credit facility of NOK 136 million
  - Increases in lease repayments, interest paid and other financial items



# Ensuring financial stability

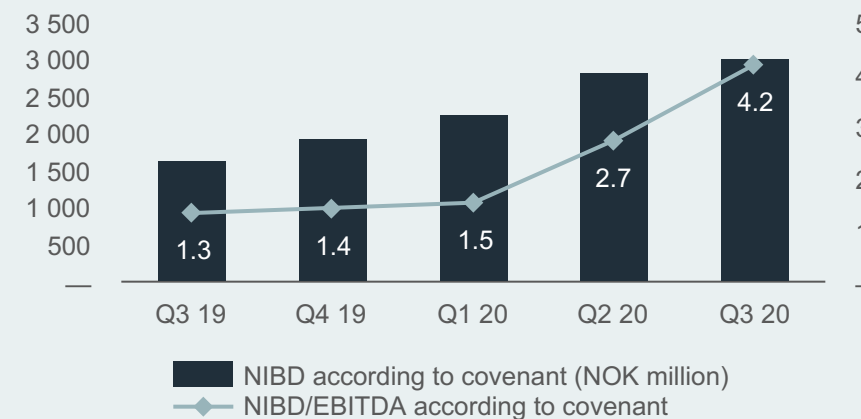
- Grieg Seafood was in compliance with its financial covenants as of 30 September 2020
  - With outlook for lower earnings short to mid-term, results of performed stress tests indicated that we could breach the financial covenants outlined in the loan agreements
  - Following negotiations with the banks, we have been granted an amendment to the covenants through Q3 2021
- Equity ratio was 42% at the end of Q3 2020, vs 45% according to covenants
- NIBD at the end of Q3 2020 was NOK 3 541 million
  - NIBD/EBITDA according to covenant of 4.2, within 4.5 debt covenant
- Cash and cash equivalents were NOK 334 million excl Bremnes' share of cash in Ocean Quality AS (disc. operations)
- Revolving credit and overdraft facility of NOK 2 200 million, of which NOK 1 288 million undrawn

NIBD (NOK million)*	Q3 2020	Q3 2019
Bond loan	1 000.0	—
Term loan and revolving credit	1 915.2	1 462.0
Leasing liabilities**	965.9	754.7
Other interest-bearing liabilities	72.0	47.5
Cash and loans to associates	-412.1	-181.7
<b>NIBD</b>	<b>3 541.0</b>	<b>2 082.5</b>
Factoring liabilities	-72.0	-47.5
Quote share of cash OQ AS (40%)	76.0	7.0
Lease liabilities (IFRS 16-effect)***	-529.2	-388.3
Sum adjustments to covenant	-525.2	-428.9
<b>NIBD according to covenant</b>	<b>3 015.8</b>	<b>1 653.6</b>

\*NIBD is calculated based on the Group's loan covenants, and as such these figures are not adjusted for IFRS 5 discontinued operations.

\*\*Leasing liabilities include all leasing in line with IFRS.

\*\*\*Adjusted for the IFRS 16 effect compared to IFRS in force prior to 1 January 2019.





# APPENDIX

## Q3 2020



# Share information

## Number of shares

- 113 447 042 shares incl. treasury shares
- Contribution in kind, related to the Grieg Newfoundland-acquisition which was completed 15 April 2020, increased the numbers of shares with 1 785 042 shares, up from 111 662 000 shares at 31 December 2019

## Last issues

- Q2 2020, NOK 7 million in new shares issued (contribution in kind, related to the Grieg Newfoundland-transaction)
- Q2 2009, NOK 139 million in new shares issued

## Subordinated convertible bond issued in Q1 2009

- 100 million converted at NOK 4.00 per share within 31 December 2010
- 85% converted in Q2 2009, 15% in Q3 2009

## Share savings program for the employees

- To strengthen culture and encourage loyalty by offering employees to become shareholders in Grieg Seafood
- Transferred 21 576 treasury shares to employees in Q4 2018
- Another 14 737 treasury shares transferred to employees in Q4 2019

## EPS

- -1.06 NOK/share Q3 2020 (continued operations)
- -2.40 NOK/share Q3 2019 (continued operations)
- -5.50 NOK/share YTD 2020 (continued operations)

## Share price

- NOK 85.4 at quarter-end Q3 2020
- NOK 111.2 at quarter-end Q3 2019
- NOK 140.3 at year-end 2019

## Shareholder structure

- Largest 20 holds 73.88% of total number of shares

THE 20 LARGEST SHAREHOLDERS IN GRIEG SEAFOOD ASA AT 30.09.2020	NO. OF SHARES	SHARE-HOLDING
Grieg Aqua AS	56 914 355	50.17%
Folketrygdfondet	4 989 840	4.40%
OM Holding AS	4 235 656	3.73%
Ystholmen Felles AS	2 928 197	2.58%
Clearstream Banking S.A.	1 882 810	1.66%
State Street Bank and Trust Comp	1 463 708	1.29%
State Street Bank and Trust Comp	1 290 443	1.14%
Grieg Seafood ASA	1 213 687	1.07%
Ronja Capital AS	950 000	0.84%
Verdipapirfondet Pareto Investment	947 000	0.83%
JPMorgan Chase Bank, N.A., London	915 596	0.81%
UBS Switzerland AG	858 706	0.76%
State Street Bank and Trust Comp	858 379	0.76%
Banque Degroof Petercam Lux. SA	761 490	0.67%
SIX SIS AG	667 072	0.59%
Ferd AS	618 453	0.55%
Arctic Funds Plc	605 424	0.53%
State Street Bank and Trust Comp	598 397	0.53%
Pictet & Cie (Europe) S.A.	587 683	0.52%
Svenska Handelsbanken AB	524 107	0.46%
<b>Total 20 largest shareholders</b>	<b>83 811 003</b>	<b>73.88%</b>
Total others	29 636 039	26.12%
<b>Total number of shares</b>	<b>113 447 042</b>	<b>100.00%</b>

# Market developments Q3 2020

Market consumption (tonnes HOG)	Q3 2020	Q3 2019	%-change
EU	296 200	276 100	7%
USA	128 700	117 600	9%
Brazil	26 500	23 500	13%
Russia	22 600	21 200	7%
Japan	16 800	12 300	37%
China/ Hong Kong/ Vietnam	19 300	31 600	-39%
Other Asia	29 800	28 200	6%
Other markets	86 900	93 400	-7%
<b>Total all markets</b>	<b>626 800</b>	<b>603 900</b>	<b>4%</b>

Source: Kontali Analyse

## Short-term demand impact

- Demand has shifted away from HoReCa towards retail segment
- HoReCa segment in US minimized
- Chinese demand decreased in Q3
- Grieg Seafood has headroom to delay some harvest in Norway

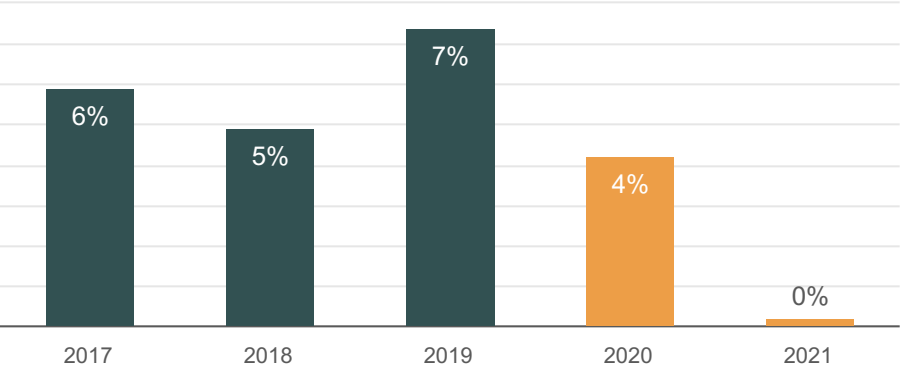
## Potential long-term demand impact

- Substantial growth in e-commerce sales
- Potential for increased retail demand as consumers develop new habits, particularly in market with reduced prices
- Current market situation could lead to permanent changes in consumer behavior, but too early to tell the long term-effects being caused by, directly and indirectly, the Covid-19 pandemic
- Gradual return of HoReCa market will support prices, but not necessarily cut off retail demand

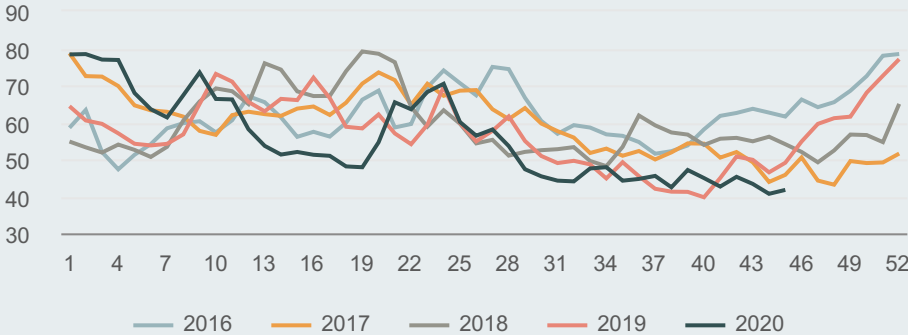


# Reduced harvest growth in 2021

GLOBAL SUPPLY GROWTH FARMED ATLANTIC SALMON (Y-O-Y)

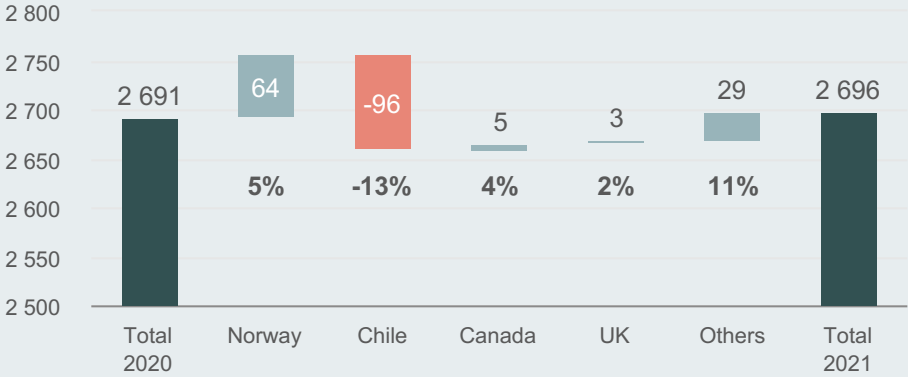


PRICE DEVELOPMENT FOR FRESH NORWEGIAN SALMON  
NASDAQ SALMON INDEX 2016 – 2020 (NOK/KG)



The NQSALMON weekly average is presented less distributor margin of NOK/KG 0.75.

EXPECTED VOLUME CHANGE BY COUNTRY (1 000 tonnes WFE)



Source: Kontali Analyse AS

# Profit & loss

NOK 1 000	Q3 2020	Q3 2019	YTD 2020	YTD 2019
<b>Continuing operations</b>				
Sales revenues	1 262 769	1 327 501	3 990 690	3 931 920
Other income	10 611	2 483	44 854	18 062
Share of profit from associates	1 732	2 776	1 297	891
Raw materials and consumables used	-655 333	-473 241	-1 693 570	-1 266 347
Salaries and personnel expenses	-168 731	-143 681	-452 082	-418 016
Other operating expenses	-515 035	-467 827	-1 467 947	-1 260 672
<b>EBITDA before fair value adjustment of biological assets</b>	<b>-63 987</b>	<b>248 011</b>	<b>423 243</b>	<b>1 005 838</b>
Depreciation property, plant and equipment	-126 178	-103 973	-371 338	-291 703
Amortization licenses and other intangible assets	-1 463	-1 411	-4 609	-4 201
<b>EBIT before fair value adjustment of biological assets</b>	<b>-191 627</b>	<b>142 628</b>	<b>47 296</b>	<b>709 934</b>
Fair value adjustment of biological assets	41 637	-464 991	-694 840	-500 142
<b>EBIT after fair value adjustment of biological assets</b>	<b>-149 990</b>	<b>-322 363</b>	<b>-647 544</b>	<b>209 792</b>
Net financial items	-10 968	-10 223	-155 415	-37 257
<b>Profit before tax from continuing operations</b>	<b>-160 958</b>	<b>-332 586</b>	<b>-802 958</b>	<b>172 535</b>
Estimated taxation	34 865	67 284	172 447	-46 112
<b>Net profit for the period from continuing operations</b>	<b>-126 093</b>	<b>-265 302</b>	<b>-630 512</b>	<b>126 423</b>
<b>Discontinued operations</b>				
Net profit for the period from discontinued operations	7 029	8 577	16 939	19 697
<b>Net profit for the period</b>	<b>-119 063</b>	<b>-256 725</b>	<b>-613 572</b>	<b>146 119</b>
<b>Allocated to</b>				
Controlling interests	-127 077	-265 453	-631 496	126 133
Non-controlling interests	8 014	8 727	17 924	19 986
<i>The Income Statement is prepared for the Group's continuing operations. Comparable figures are re-presented.</i>				

# Comprehensive income

Nok 1 000	Q3 2020	Q3 2019	YTD 2020	YTD 2019
<b>Net profit for the period</b>	<b>-119 063</b>	<b>-256 725</b>	<b>-613 572</b>	<b>146 119</b>
<i><b>Net other comprehensive income to be reclassified to profit/loss in subsequent periods</b></i>				
Currency effect on investment in subsidiaries	-17 135	43 843	17 513	56 560
Currency effect on loans to subsidiaries	-9 352	24 594	15 899	17 252
Cash flow hedges	-3 406	-2 100	-2 791	-568
Tax effect	3 058	-4 949	-2 871	-3 670
<i><b>Net other comprehensive income not to be reclassified to profit/loss in subsequent periods</b></i>				
Change in fair value of equity instruments	—	—	-433	—
<b>Other comprehensive income for the period, net of tax</b>	<b>-26 835</b>	<b>61 389</b>	<b>27 317</b>	<b>69 574</b>
<b>Total comprehensive income for the period</b>	<b>-145 899</b>	<b>-195 337</b>	<b>-586 256</b>	<b>215 693</b>
<i><b>Allocated to</b></i>				
Controlling interests	-152 254	-203 341	-602 922	195 560
Non-controlling interests	6 355	8 004	16 667	20 132

# Financial position - assets

NOK 1 000	30.09.2020	30.09.2019	31.12.2019
Goodwill	667 657	109 202	109 526
Licenses including warranty licenses	1 719 661	1 129 714	1 133 630
Other intangible assets including exclusivity agreement	51 118	21 563	16 205
Deferred tax assets	108 392	1 718	998
Property, plant and equipment including right-of-use assets	4 072 766	2 808 292	2 957 942
Investments in associates	82 368	39 263	81 071
Other non-current receivables	2 935	45 408	3 130
<b>Total non-current assets</b>	<b>6 704 897</b>	<b>4 155 161</b>	<b>4 302 503</b>
Inventories	155 690	131 771	177 847
Biological assets exclusive of fair value adjustment	2 635 725	2 495 428	2 669 785
Fair value adjustment on biological assets	97 580	438 501	768 163
Trade receivables	252 280	466 244	459 897
Other current receivables	235 763	197 685	334 625
Derivatives and other financial instruments	54	43 868	7 368
Cash and cash equivalents	334 181	137 658	214 497
<b>Total current assets</b>	<b>3 711 273</b>	<b>3 911 155</b>	<b>4 632 181</b>
<b>Assets held for sale</b>	<b>170 614</b>	<b>—</b>	<b>—</b>
<b>Total assets</b>	<b>10 586 785</b>	<b>8 066 316</b>	<b>8 934 684</b>

# Financial position - equity and liabilities

NOK 1 000	30.09.2020	30.09.2019	31.12.2019
<b>EQUITY AND LIABILITIES</b>			
Share capital	453 788	446 648	446 648
Treasury shares	-4 855	-4 914	-4 855
Contingent consideration (acquisition of Grieg Newfoundland AS)	701 535	—	—
Retained earnings and other equity	3 225 497	3 367 012	3 642 417
<b>Total controlling interests</b>	<b>4 375 965</b>	<b>3 808 746</b>	<b>4 084 211</b>
Non-controlling interests	55 641	49 327	56 632
<b>Total equity</b>	<b>4 431 605</b>	<b>3 858 073</b>	<b>4 140 843</b>
Deferred tax liabilities	941 275	931 856	874 664
Cash-settled share options	—	5 346	8 379
Borrowings and lease liabilities	3 477 546	1 882 061	2 196 601
Subordinated loans	59 636	13 096	13 240
<b>Total non-current liabilities</b>	<b>4 478 457</b>	<b>2 832 359</b>	<b>3 092 883</b>
Overdraft facilities	23 020	39 111	—
Current portion of borrowings	105 832	107 149	98 212
Current portion of lease liabilities	247 434	177 912	199 327
Factoring liabilities	72 044	47 497	86 122
Trade payables	714 041	685 530	855 061
Tax payable	193 252	119 120	211 569
Derivatives and other financial instruments	38 164	4 311	9 321
Other current liabilities	171 408	195 253	241 346
<b>Total current liabilities</b>	<b>1 565 196</b>	<b>1 375 883</b>	<b>1 700 958</b>
<b>Liabilities directly associated with the assets held for sale</b>	<b>111 527</b>	<b>—</b>	<b>—</b>
<b>Total liabilities</b>	<b>6 155 179</b>	<b>4 208 242</b>	<b>4 793 840</b>
<b>Total equity and liabilities</b>	<b>10 586 785</b>	<b>8 066 316</b>	<b>8 934 684</b>



# Cash flow

NOK 1 000	Q3 2020	Q3 2019	YTD 2020	YTD 2019
EBIT after fair value adjustment of biological assets	-149 990	-322 363	-647 544	209 792
Depreciation and amortization	127 641	105 383	375 947	295 904
Gain/loss on sale of property, plant and equipment	2 519	1 332	2 415	1 834
Share of profit from associates	-1 732	-2 776	-1 297	-891
Fair value adjustment of biological assets	-41 637	464 991	694 840	500 142
Change inventory ex. fair value, trade pay. and trade rec.	301 205	153 340	141 073	-122 918
Other adjustments	-37 451	-9 660	21 507	78 675
Taxes paid	-1 453	-234	-11 855	-15 114
<b>Net cash flow from operating activities</b>	<b>199 101</b>	<b>390 013</b>	<b>575 086</b>	<b>947 424</b>
Proceeds from sale of fixed assets	—	447	714	610
Payments on purchase of property, plant and equipment	-220 291	-92 116	-530 145	-246 401
Payments on purchase of intangible assets incl. licenses	-99 942	-3 189	-159 066	-6 719
Payments on business combinations	—	—	-620 464	—
Investment in associated companies and other invest.	—	—	20	-14 946
<b>Net cash flow from investing activities</b>	<b>-320 233</b>	<b>-94 858</b>	<b>-1 308 941</b>	<b>-267 456</b>
Revolving credit facility (net draw-down/repayment)	-135 865	21 411	254 135	110 216
Proceeds of long-term interest-bearing debt	—	—	1 000 000	—
Proceeds of short-term interest-bearing debt	23 020	—	23 020	—
Proceeds of other long-term debt	—	—	18 560	—
Repayment long-term interest-bearing debt	-51 175	-39 059	-102 147	-103 263
Repayment lease liabilities	-65 643	-46 526	-188 397	-136 109
Change in factoring liabilities	-17 306	-249 694	-16 489	-247 647
Paid dividend	—	—	—	-220 867
Paid dividend to non-controlling interests	—	—	—	-20 263
Paid interest and other financial items	-39 802	-18 963	-135 606	-47 224
<b>Net cash flow from financing activities</b>	<b>-286 771</b>	<b>-332 831</b>	<b>853 076</b>	<b>-665 157</b>
<b>Net change in cash and cash equivalents</b>	<b>-407 903</b>	<b>-37 676</b>	<b>119 221</b>	<b>14 811</b>
<b>Cash and cash equivalents - opening balance</b>	<b>742 805</b>	<b>178 709</b>	<b>214 497</b>	<b>137 920</b>
Currency translation of cash and cash equivalents	-721	-103	9 405	2 248
Accumulated cash acquired in business combinations	—	—	30 628	—
Discontinued operations	—	-3 272	-39 570	-17 321
<b>Cash and cash equivalents - closing balance</b>	<b>334 181</b>	<b>137 658</b>	<b>334 181</b>	<b>137 658</b>
The Cash Flow Statement is presented for the Group's continuing operations. Comparable figures are re-presented. See further information in Note 4.				

# Profit & loss - reconciliation with published Q3 2019

Grieg Grieg Seafood is establishing a fully owned sales organization and will cease the sales partnership with Bremnes Fryseri by 31 December 2020. On 30 June 2020, Grieg Seafood has classified Ocean Quality as held for sale and consequently presented it as discontinued operations which is also the case as of Q3 2020. The table below reconciles the published Q3 2019 incl. YTD 2019 last year, with the Q3 2019 and YTD 2019-figures included in the Q3 2020 quarterly report. In addition, we have included in the table below, for comparison, the Q3 2020 and YTD 2020 figures exclusive of the IFRS 5 accounting treatment of Ocean Quality. The figures exclusive of IFRS 5 are proforma-figures and not prepared according to IFRS. Disclosure of the proforma-figures in this presentation are for informational purposes only. For more information on the discontinued operations and the related accounting treatment of the Grieg Seafood Group, see Note 4 of our Q3 2020 report.

	Profit & loss Grieg Seafood according to IFRS			
(NOK 1 000)	Q3 2020	Q3 2019	YTD Q3 2020	YTD Q3 2019
Sales revenues	1 262 769	1 327 501	3 990 690	3 931 920
EBIT	-191 627	142 628	47 296	709 934
EBIT after fair value	-149 990	-322 363	-647 544	209 792
Profit before tax	-160 958	-332 586	-802 958	172 535
<b>Net profit for the period from continued operations</b>	<b>-126 093</b>	<b>-265 302</b>	<b>-630 512</b>	<b>126 423</b>
Net profit for the period from discontinued operations	7 029	8 577	16 939	19 697
<b>Net profit for the period</b>	<b>-119 063</b>	<b>-256 725</b>	<b>-613 572</b>	<b>146 119</b>

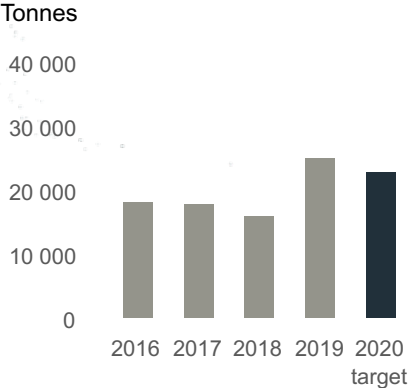
Profit & loss from discontinued operations IFRS 5 adjustment/presentation, i.e. bridge between published Q3 2019 last year, and Q3 2019 and YTD 2019 included in Q3 2020 Quarterly Report (more information in Note 4).				Profit & loss proforma Grieg Seafood exclusive of IFRS 5 presentation, comparable with published Q3 2019 last year			
Q3 2020	Q3 2019	YTD Q3 2020	YTD Q3 2019	Q3 2020	Q3 2019	YTD Q3 2020	YTD Q3 2019
684 917	683 201	2 333 697	1 951 404	1 947 686	2 010 702	6 324 388	5 883 324
7 010	11 293	14 022	20 326	-184 618	153 921	61 318	730 260
7 010	11 293	14 022	20 326	-142 980	-311 070	-633 522	230 118
9 028	10 896	21 652	25 153	-151 930	-321 691	-781 306	197 688
7 029	8 577	16 939	19 697	-119 063	-256 725	-613 572	146 119
-7 029	-8 577	-16 939	-19 697	—	—	—	—
—	—	—	—	-119 063	-256 725	-613 572	146 119

# Our organization

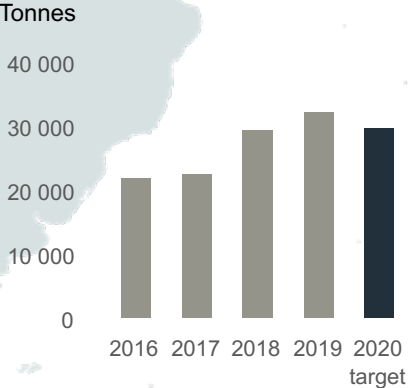
- Grieg Seafood farms
- Sales
- GSF Headquarters



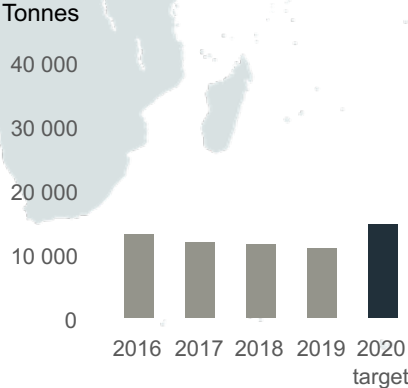
## Rogaland



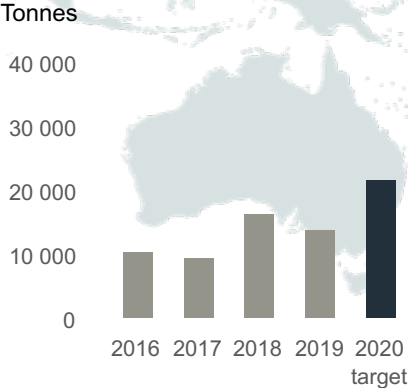
## Finnmark



## Shetland



## British Columbia



## STRONG FOCUS ON IMPROVED BIOLOGICAL PERFORMANCE

People and routines	Post-smolt	GSF precision farming	Sea lice treatment	Algae prevention	Area management agreements
<ul style="list-style-type: none"> <li>• Strong competence</li> <li>• Advanced training programs</li> <li>• Strict routines and procedures</li> <li>• Frequent evaluation and reporting</li> </ul>	<ul style="list-style-type: none"> <li>• More robust when placed in sea, improving survival rates</li> <li>• Shorter time in the sea reduces exposure to biological risks</li> <li>• Increased smolt release flexibility</li> <li>• Allows for longer fallow periods</li> </ul>	<ul style="list-style-type: none"> <li>• Operational and strategic decision support through integrated operations centers</li> <li>• Improved feeding operations through IBM collaboration</li> <li>• Aqua Cloud project for more efficient handling of sea lice</li> </ul>	<ul style="list-style-type: none"> <li>• Preventive measures:               <ul style="list-style-type: none"> <li>– Sea lice skirts, where on-site conditions permit</li> <li>– Cleaner fish</li> </ul> </li> <li>• Aqua Cloud project for predicting sea lice levels</li> <li>• Invested in additional non-medical treatment capacity</li> </ul>	<ul style="list-style-type: none"> <li>• Aeration systems               <ul style="list-style-type: none"> <li>– Reduces risk of algal issues</li> <li>– Increases survival during harmful algal bloom (HAB) events</li> </ul> </li> <li>• Daily water samples analyzed using sensor technology and advanced image analysis               <ul style="list-style-type: none"> <li>– Early identification of species, prevalence and depth distribution of algae</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Management Agreements are important to:               <ul style="list-style-type: none"> <li>– Collaborate with farmers with active sites in the same areas as GSF</li> <li>– Reduce risk of contamination due to interconnectivity in the respective areas</li> </ul> </li> </ul>

Key metrics		2017	2018	2019
Harvest volume	90 000 tonnes in 2020	62 598 tonnes	74 623 tonnes	82 973 tonnes
Cost	At or below industry average	NOK 43.4/kg	NOK 43.1/kg	NOK 43.5/kg
Financial	NIBD* /EBITDA < 4.5 Equity ratio > 35%	1.2 47%	1.3 47%	1.4 46%
Profitability	Return on Capital Employed of 12%	24%	22%	19%
Capital structure	NIBD* /harvest volume: NOK 20/kg	NOK 20.2/kg	NOK 22.3/kg	NOK 23.0/kg
Dividend	30%-40% of the Group's net profit after tax adjusted for fair value appraisals	DPS NOK 4.00 Pay-out ratio <sup>***</sup> : 56%	DPS NOK 4.00 Pay-out ratio <sup>***</sup> : 68%	DPS NOK 4.00 Pay-out ratio <sup>***</sup> : 57%

\* NIBD according to bank covenants

\*\*Pay-out ratio calculated on previous year's accounts





## UPCOMING FINANCIAL RESULTS

Q4 2020	11 February 2021
Annual Report 2020	26 March 2021
Q1 2021	12 May 2021
Q2 2021	18 August 2021
Q3 2021	3 November 2021
Q4 2021	16 February 2022

*The Company reserves the right to make amendments to the financial calendar.*

