

# ICE FISH FARM AS

Sustainable Premium Salmon

Q3 2023 Reykjavík 16. November 2023

**GUÐMUNDUR GÍSLASON, CEO**  
**RÓBERT RÓBERTSSON, CFO**



# TURNAROUND QUARTER >15<sup>th</sup> TONNES IN SEA

## Q3 HIGHLIGHTS

### Operations

Good biological production in the quarter and good condition.

Biomass increased by 6.572 tonnes (76%) in the quarter to 15.174 tonnes at the end of Q3.


Smolt transfer in 2023 with huge improvements, 50% lower mortality compared to 2022.

### Harvest and Sales

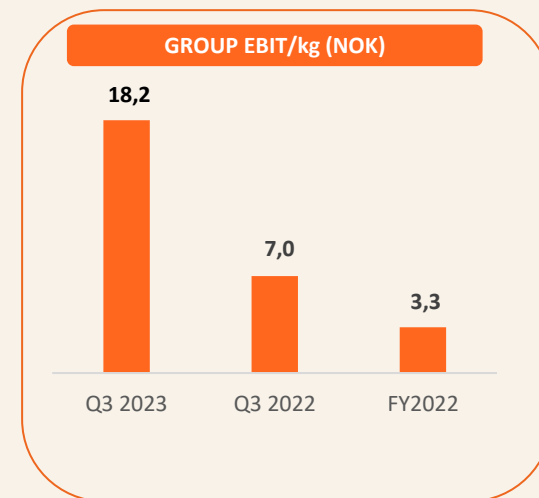
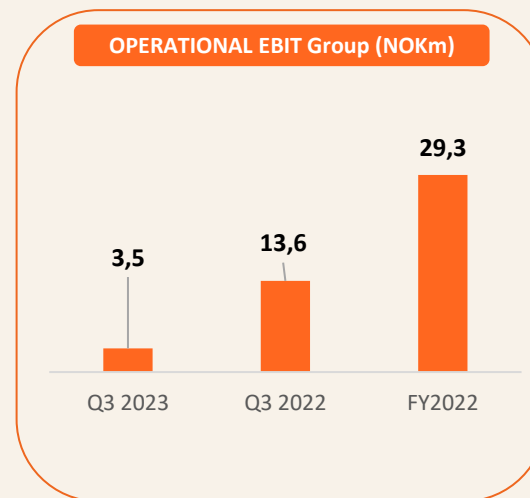
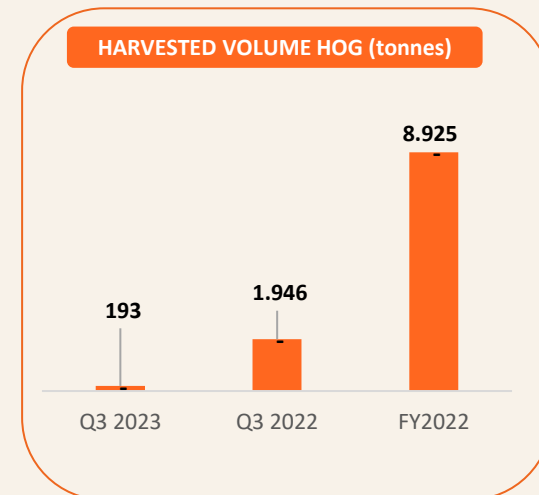
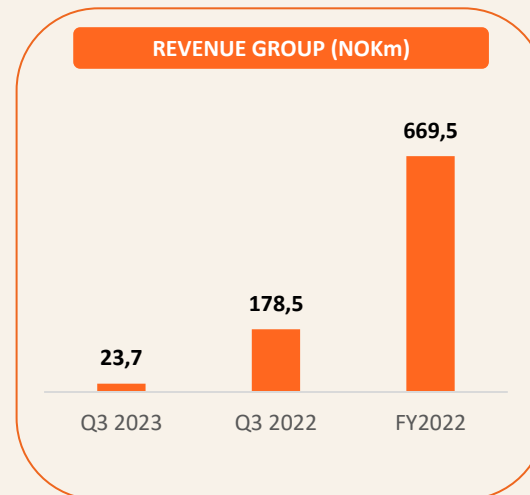
Harvest resumed at the end of September, harvest volume in Q3 amounted 193 tonnes.

Moving harvest from Q4 2023 to Q1 2024 of 1.500 tonnes to achieve higher prices.

Sales resumed with contracts (30%) and price achievement of 86,8 NOK/kg.

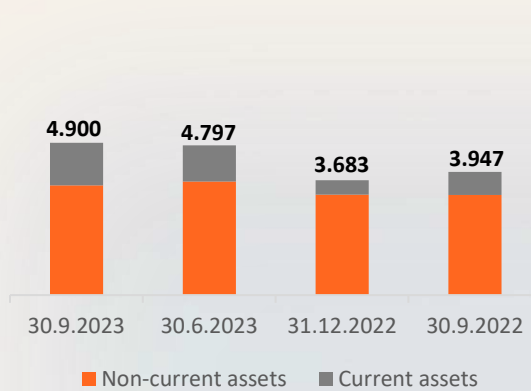
 EBIT for the quarter positive of NOKm 3,5

 NOK 18,2 EBIT/KG for the group.

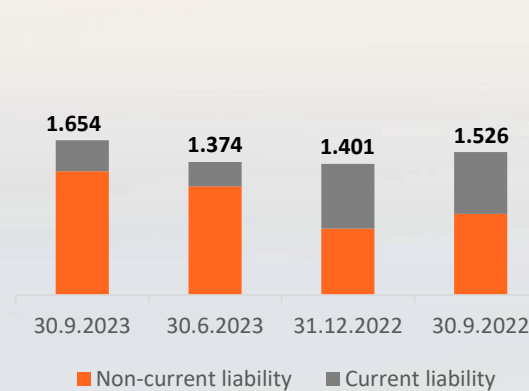


# FINANCIAL SUMMARY

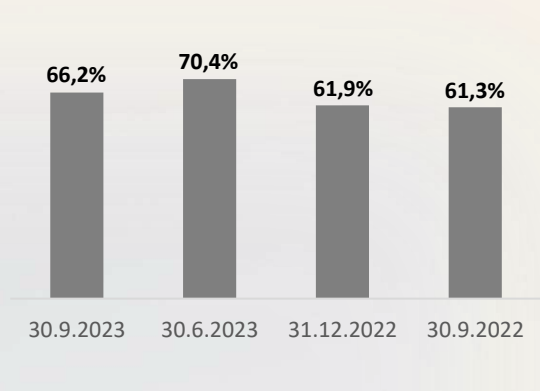
## Assets NOKm



## Liabilities NOKm



## Equity ratio



## Assets

Main changes in total assets are related to build up of biological assets.

- Biological assets amounted to NOKm 1.153 in Q3 compared to NOKm 810 in Q2.
- FV adjustment on Biological assets NOKm 109 in Q3.

## Liabilities

Proceeds from borrowings amounted to NOKm 155 in Q3.

- Mainly biomass financing.

Lease liability amounted to NOKm 63

Trade and other payables increased in the quarter by NOKm 71

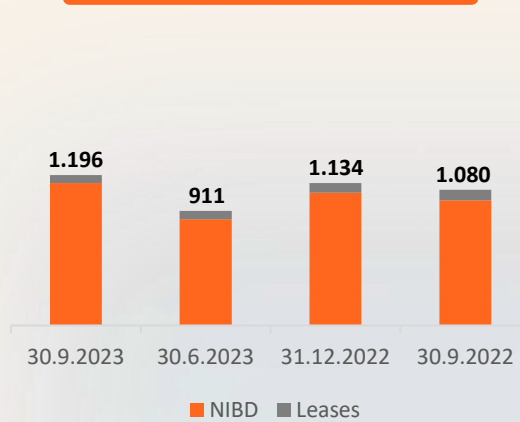
- Increased feeding in the quarter.

## Equity

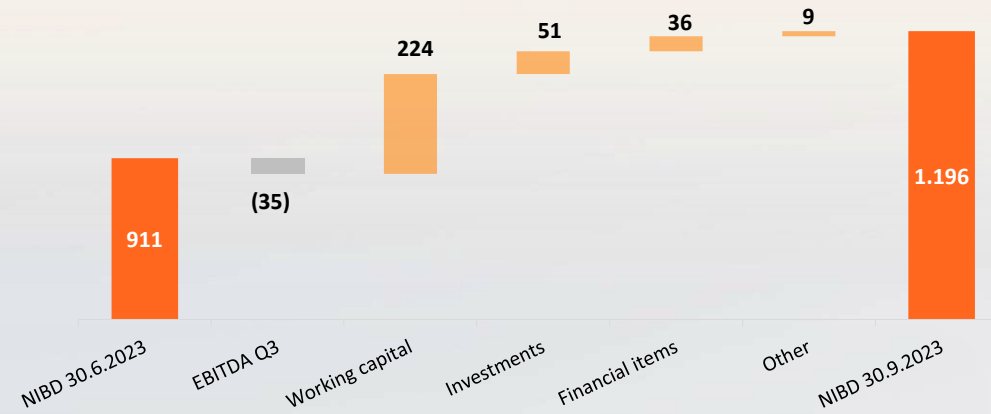
Equity ratio of 66,2%

# NIBD

NIBD NOKm



CHANGES TO NIBD INCLUDING LEASE LIABILITY IN Q3 2023 (NOKm)



## NIBD

NIBD increased by NOKm 285 in Q3

- Investment in working capital amounted to NOKm 224.
  - Mainly biomass build-up of NOKm 296
- Capex investments during the quarter amounted to NOKm 51.
- Financial items amounted to NOKm 36.

## Investments 2023 - 2024

Total Capex investment YTD NOKm 135

- Investment in Q3 amounted to NOKm 51.

Projected CAPEX investment of NOKm 410 in 2023 and 2024.

## Loan agreement

Ice Fish Fam is fully financed through 2025.

- Total bank facility of EURM 156,2.
- Net loans from the bank syndicate amounted to EURm 100,7 at the end of Q3.

# EXECUTIVE MANAGEMENT TODAY



**Guðmundur Gíslason**

CEO

- Co-founder of Ice Fish Farm
- Bs in Business and MBA from University of Reykjavík



**Jens Garðar Helgason**

Deputy CEO

- Former CEO of Laxar, CEO of Fiskimid Exporting since 2017.
- Norwegian School of Economics.



**Róbert Róbertsson**

CFO

- CFO of Ice Fish Farm since 2020.
- Former Manager of Transaction Advisory at EY Iceland.



**Kjartan Lindbol**

COO for Sea

- Joined Ice Fish Farm in 2018
- Previous experience from NRS Finnmark



**Kristofer Spigseth**

COO Land South

- Kristoffer is a Project manager from More Fish AS in Norway.
- Kristoffer has been working with salmon all his carrier and has been focusing on technical functions for land-based stations.



**Fannar Þorvaldsson**

COO Land North

- CEO of Rifós worked in aquaculture for 36 years, built up Rifós and Kópasker with his team



**Elís H. Grétarsson**

General manager Harvesting


- CEO Búlandstindur from start back in 2014 with his wife and team in Djúpvogur





**Vidar Aspehaug**


Fish Health Manager


- PhD in fish health from University of Bergen, specialized in ISA
- Founder and former CEO and CBDO in PatoGen


 Hiring of new CEO ongoing


 The current executive management team is experienced and highly skilled in their field.

 Supported by Måsøval, which has over 50 years history in aquaculture industry.

 The company has been in operation since 2012.

 The harvesting station has been operating since 2015 with existing team.

 Over 150 dedicated employees.

 All operations are certified sustainable.



# OPERATIONAL PERFORMANCE LAND IN Q3

## SMOLT PRODUCTION 2023

- 🐟 Production of smolt is improving on land.
- 🐟 Smolt transfer in 2023 reached 5,4M with average size above 300 gr, biggest groups 1kg.
- 🐟 Transfer from smolt stations improved with about 50% lower mortality rate after 60 days in sea.
- 🐟 Improvements in water treatment has significantly improved quality of smolt and survival rate.
- 🐟 With updates and investments in smolt stations we aim to produce about 7-8 million 400 gr average size smolt split into spring and autumn. This will increase utilization of sites in sea, reduce time in sea and lower risk.

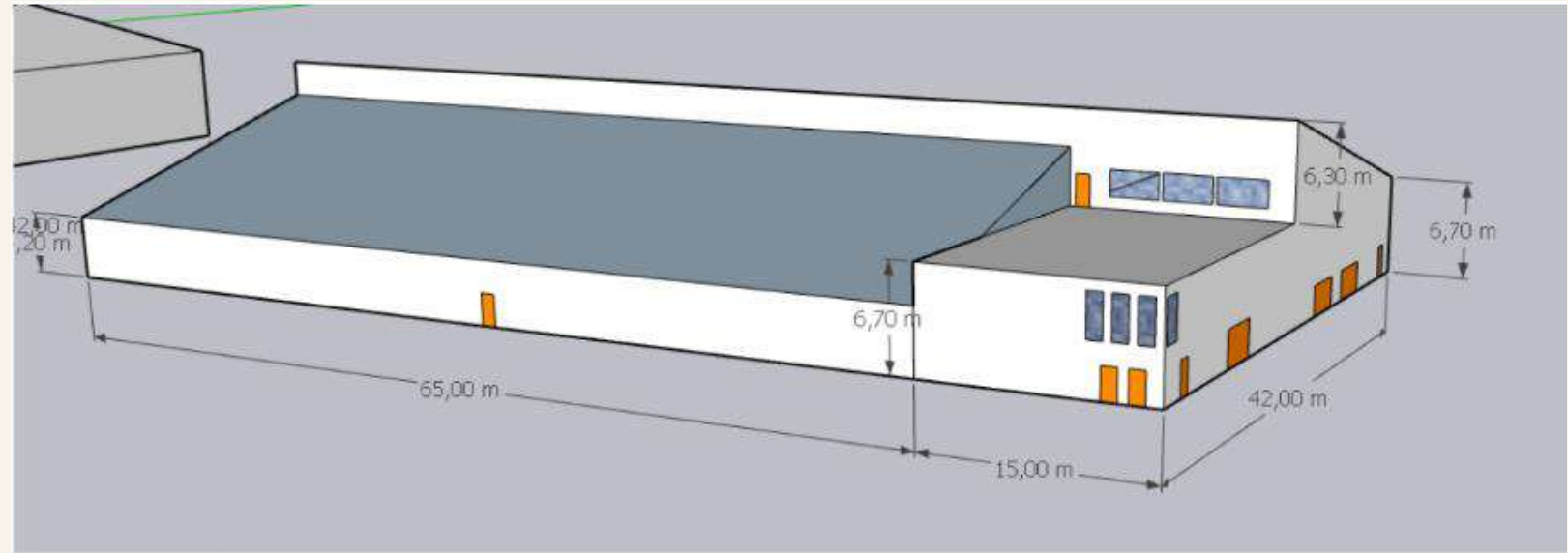
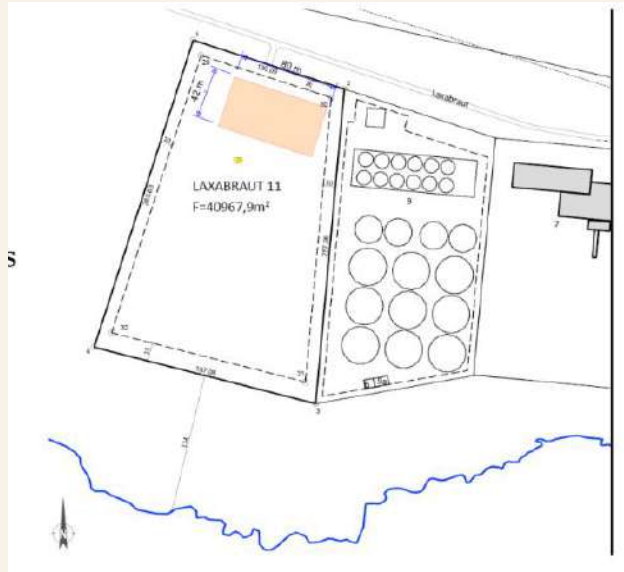
## LAND PRODUCTION INVESTMENTS

- 🐟 Land North
  - New house in Rifós to increase capacity and maintain high biological standards.
  - New tanks in Kópasker to increase size of smolt and number of smolt from Land North.



# LAND SOUTH AND NEW FRESH WATER SITE

## NEW FRESHWATER STATION CLOSE BY POST SMOLT



- 🐟 Location will be next to our post smolt station where we have 27.000 cubic capacity already.
- 🐟 Expect to Produce 3-4 million smolts
  - 600 gr May
  - 400 gr August
- 🐟 This will increase utilization of sites in sea, reduce time in sea and lower risk.

- 🐟 Build new facility under one roof:
  - Hatchery for eggs
  - Start feeding
  - On growing
  - Vaccination
  - Office and employee facilities
- 🐟 Design will have top of the line technology and production plan to optimize growth and welfare.

# BEST QUARTER EVER – RECORDS IN BIOMASS PRODUCTION

## SEA FARMING Q3 2023

- 🐟 10,2 million fish in sea and 15 174 tonnes at end of Q3 2023.
- 🐟 Biomass increased by 6.572 tonnes (76%) in the quarter.
- 🐟 Biggest groups have reached over 5,5 kg after only 15 months in sea.
- 🐟 Average sea temperature was 7,5 C, close to normal.
- 🐟 Good biological production in the quarter and good condition.

## OUTLOOK FARMING

- 🐟 Q4 is a growth period in Iceland.
- 🐟 Manage to utilize equipment well and see lower investment need for 2024.
- 🐟 Outlook Harvest:
  - Q4 2023 we expect about 4.300 tonnes.
  - 2024 we expect about 21.500 tonnes.
- 🐟 Moved 1.500 tones from Q4 2023 to Q1 2024 to achieve higher prices.





# PRODUCTION ZONES OF ICE FISH FARM

BIOLOGY AND WELFARE IS ENHANCED WITH PRODUCTION ZONES

- ICE FISH FARM is the only farmer in the total farming area of east coast.
- East coast zone management was implemented in 2022 to reduce risk and increase biological results.
- Each zone has its own equipment, land base and team.
- Generations are split in spring and autumn and all in separate production zones. Following period for each zone between generations. (Fish in fish out)
- This reduces biological risk including sea lice.
  - Farming in East Coast has been over 20 years without sea lice treatments, and we want to keep it like that.
- We are monitoring for sea lice
  - AI cameras that take over 20.000 pictures. And we have not seen mature salmon lice.



# OPERATIONAL PERFORMANCE HARVESTING AND SALES

## HARVESTING

- 🐟 Running well and delivering as expected.
- 🐟 Updates have worked well.
  - Ice dosing
  - Box handling
  - Blood water treatment
  - Capacity increasement possible



Harvesting up to 50 fish per minute, giving about 100 tonnes a day on one shift. Plan is to reach 75 fish per minute and giving then 150 tonnes per shift.

## SALES

- 🐟 Contracts for sales in Q4 2023 through Q1 2024  
Already secured 30% on premium prices  
Not increased as spot prices are favourable in Q4 2023-Q1 2024.

Fish Pool Forward prices

Period	NOK/kg	Trend	EUR/kg	NOK/EUR
Nov-23	77,75	↓	6,59	11,79
Dec-23	85,00	↓	7,20	11,80
Jan-24	106,35	↑	9,01	11,81
Feb-24	110,05	↑	9,32	11,81
Mar-24	111,65	↑	9,45	11,82
Q1-24	109,35	↑	9,26	11,81
Q2-24	112,55	↑	9,51	11,83
Q3-24	85,38	↑	7,20	11,86
Q4-24	86,72	↑	7,29	11,89
Q1+Q2-24	110,95	↑	9,39	11,82
Q3+Q4-24	86,05	↑	7,24	11,88
Y2024	98,50	↑	8,31	11,85

- 🐟 Certifications are in place for our customer in USA out 2024 and continued to sell to them.
- 🐟 ASC certification expected in Q3 2024.



# OUTLOOK

## Market

- Good opportunity globally for premium salmon
- High market prices expected.

## Harvest outlook

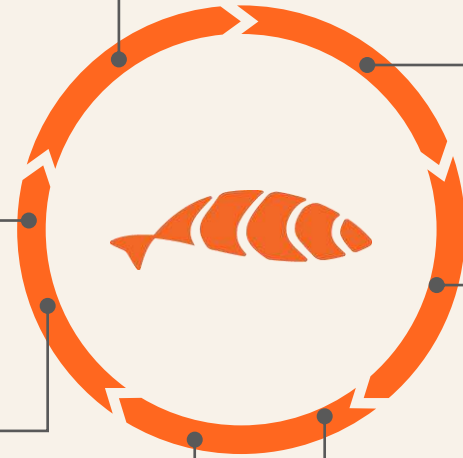
- Harvest in 2023 ~4 500 tonnes
- Harvest in 2024 ~21 500 tonnes

## Smolt output

- Released about 5.4 million fish in 2023 with average weight of ~300gr
- Expect to release about 7 million fish in 2024

## Finance and Business Development

- Fully financed for 2023-2025
- Looking into the possibility of dual listing in Iceland.



## Future Growth

- Focus is on improving quality and performance of the operations
- 10 000 tonnes license pending in application

## Investments

- 2023 -2024: NOKm 410
- Investment program to reach capacity 30 000 tonnes

## Sustainable and Responsible Farming

- Invest in sustainable production
- Quality control and systematic development.

