



marine farms asa
marine farms group



Presentation

Marine Farms ASA

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*3rd Annual RS Platou Markets Seafood Conference
4th of June 2009*

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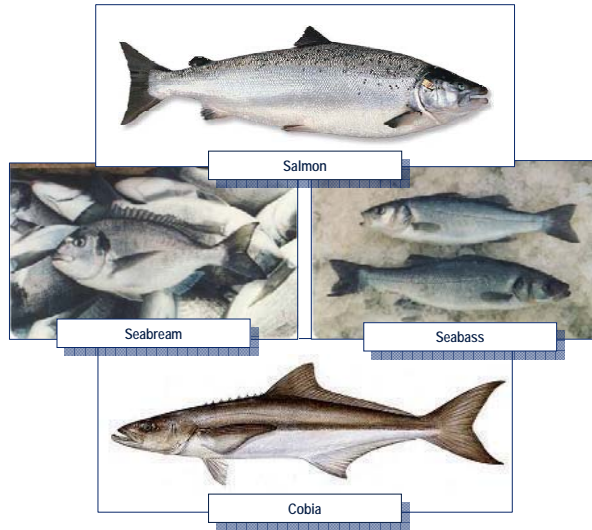
MAFA - An unique aquaculture investment opportunity

- **Diversified and integrated seafood portfolio**
 - Salmon (UK), seabass/bream (Spain), cobia (America, Vietnam)
 - Reduced risk through multi-specie advantage
- **Top financial performer**
 - Lakeland among the best in UK
 - Culmarex among the best in Spain
- **Well positioned in cobia**
 - Cobia has all the traits you want for a farmed fish
 - Cobia has the potential to become the "Tropical Salmon"
- **Clearly defined growth strategy**
 - Significant aquaculture experience
 - Organic growth
 - Acquisition opportunities
- **Positive seafood market fundamentals**

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Product mix



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Regional clusters close to key consumer markets

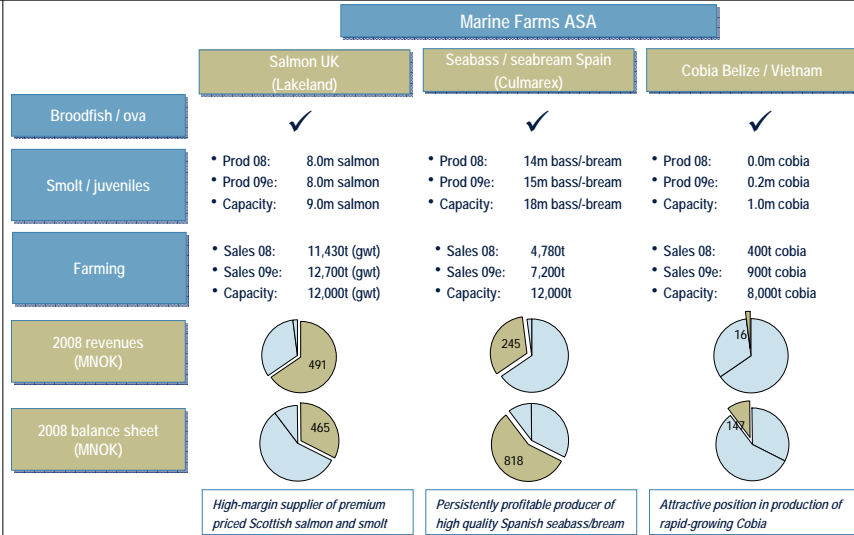
Operations overview



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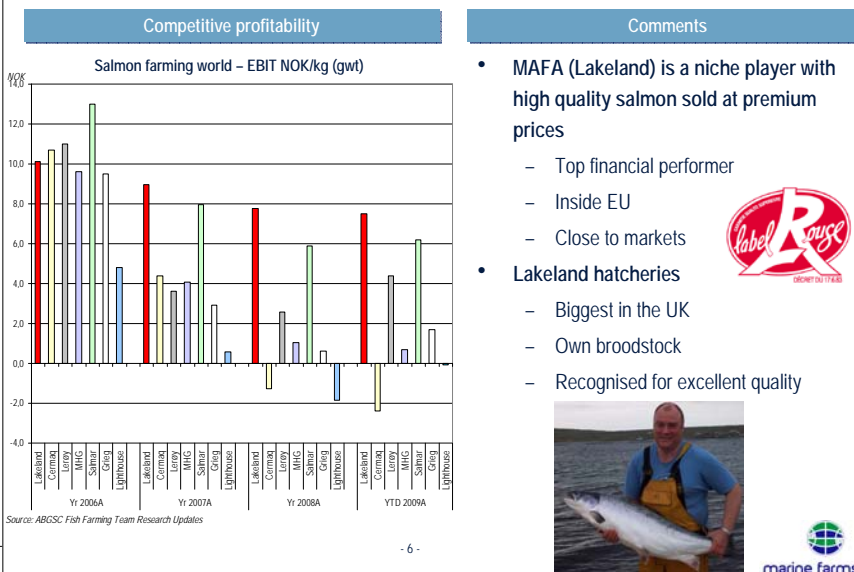
Diversified and integrated seafood portfolio



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Lakeland - Top financial performer



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Culmarex – Unique strategic position for seabass/seabream in Spain



- Fully integrated producer with unique position within juvenile production
- Attractive and efficient farming cluster
- Premium brand with superior pricing
 - Large and high quality fish with Spanish origin
 - Over-night delivery
 - Proximity to the market
 - Delivery of all sizes throughout the year
- Leveraging on salmon and marine experience
 - Biological expertise
 - Efficient farming
 - Wellboat and big juveniles
 - Efficient logistics

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Marine Farms is well positioned in cobia

- Own hatchery in Florida since 2002-2007
- First movers advantage
 - Best sites
 - Belize: 4,000 tonnes
 - Vietnam: 4,000 tonnes
 - High price
 - Three to four years ahead of competitors
- MAFA invested approximately USD 26 mill so far
- Risks (as in all fish farming)
 - Diseases
 - Develop markets
- Cobia has the potential to become the “Tropical Salmon”



Picture: Cobia 14 months – 13 kg

“Cobia culture will grow to 1 mill tonnes annually in the future”

I. Chiu Liao i “Cobia Aquaculture”

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Strategy

Strategic highlights and ambitions

- MAFA shall invest in regions where it may become a top producer in terms of margins
- MAFA shall control the entire value chain from broodfish to the customer
- MAFA shall be diversified in terms of species and markets
- MAFA shall be an innovative and trustworthy supplier of high quality seafood products

Portfolio management

- Leverage on established species
- Invest in selected new species

Cost control

- Benchmark against the best
- Focus on large and efficient geographical clusters
- Apply innovative solutions

Premium pricing

- Product focus
- Seeking market leadership in selected niches

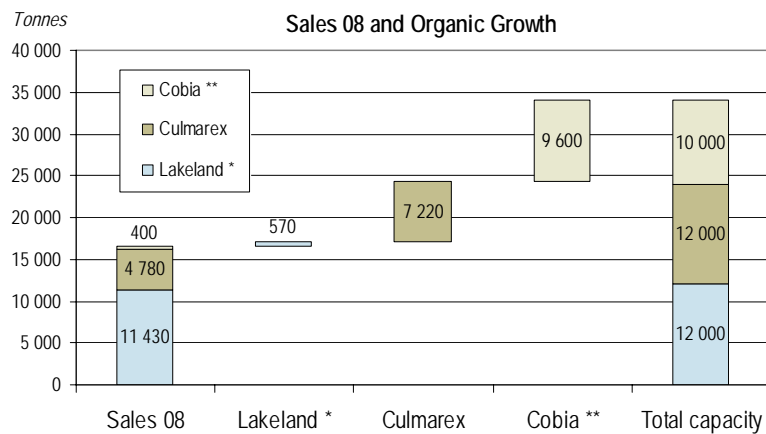
Balanced growth

- Organic growth
- Selective acquisitions

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Room for significant organic growth



* Lakeland has licenses for approximately 17,000 tonnes gwt salmon, however assume only can utilise approximately 12,000 tonnes gwt at the moment.

** Cobia incl. application for new licenses in Belize (2,000 tonnes).

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1Q 2009 Highlights

Pro forma figures

MNOK	1st Q 09	1st Q 08	Change	Yr 2008	Yr2007	Change
Total revenue	197.0	154.0	+28 %	754.8	735.4	+3 %
EBIT before fair value and provisions*	6.5	8.2	-20 %	26.1	115.8	-77 %
Lakeland EBIT / kg (NOK)	7.5	8.5	-1.0	7.8	9.0	-1.2
Culmarex EBIT / kg (NOK)	-7.1	-4.9	-2.2	-1.8	9.1	-10.9
Lakeland gwt sold fish (tonnes)	3 203	2 227	+44 %	11 431	10 212	+12 %
Culmarex sold fish (tonnes)	1 196	972	+23 %	4 784	4 925	-3 %
Total sold fish (tonnes)	4 399	3 199	+38 %	16 215	15 137	+7 %
Total Assets	1 249	977	28 %	1 431	1 061	+ 35 %
Equity	464	443	5 %	492	475	+ 4 %
Net interest bearing debt	620	315	97 %	656	318	+106 %
Equity ratio	37 %	45 %	-8 %	34 %	45 %	-11 %

* Provision for equity based remuneration in 2007

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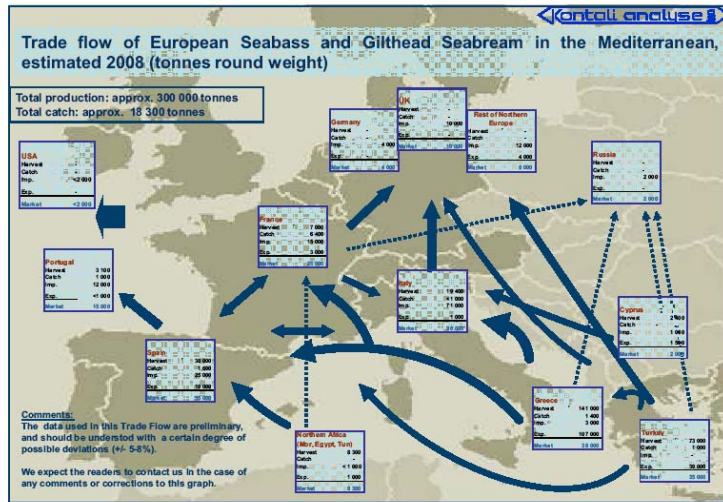


Developments in Spanish seabass/seabream market

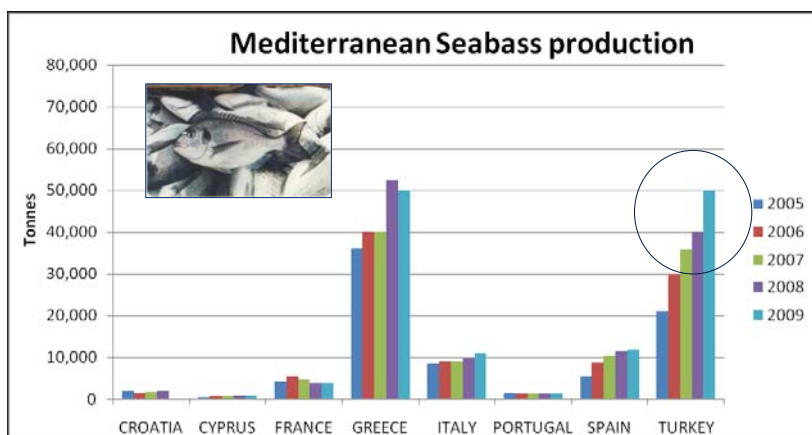
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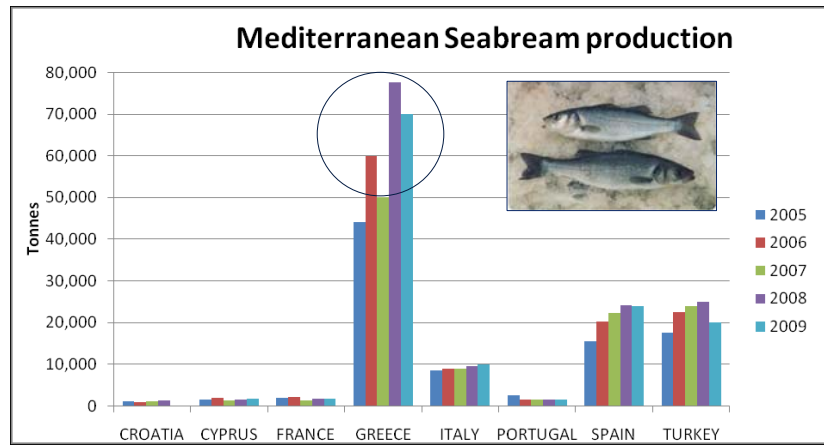
Development in marine fish farming



Seabass production



Seabream production



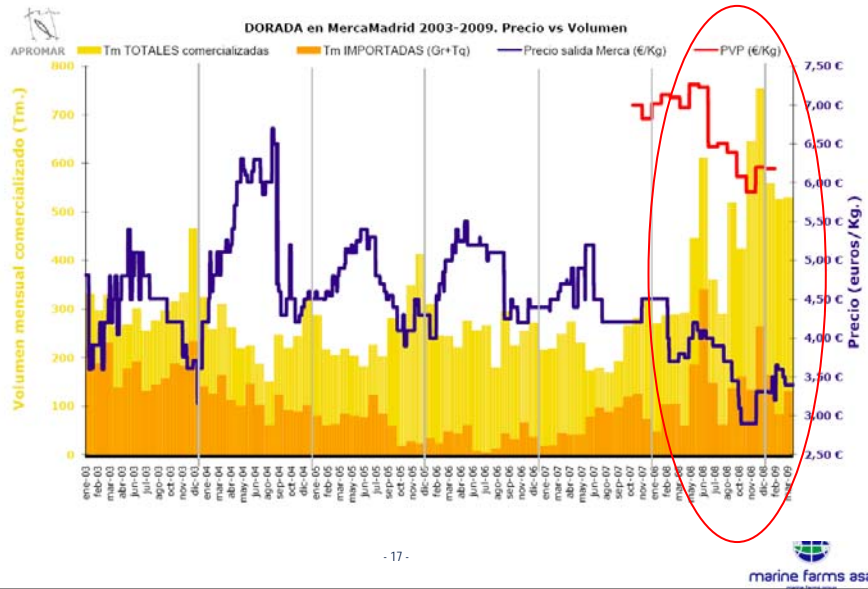
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Juvenile production - FEAP

	2004	2005	2006	2007E	2008E	2009E
Seabream, Greece	142	207	273	280	214	154
Seabass, total	350	370	390	440	518	438
Seabream, total	320	450	550	580	493	410
Total	670	820	940	1020	1011	848

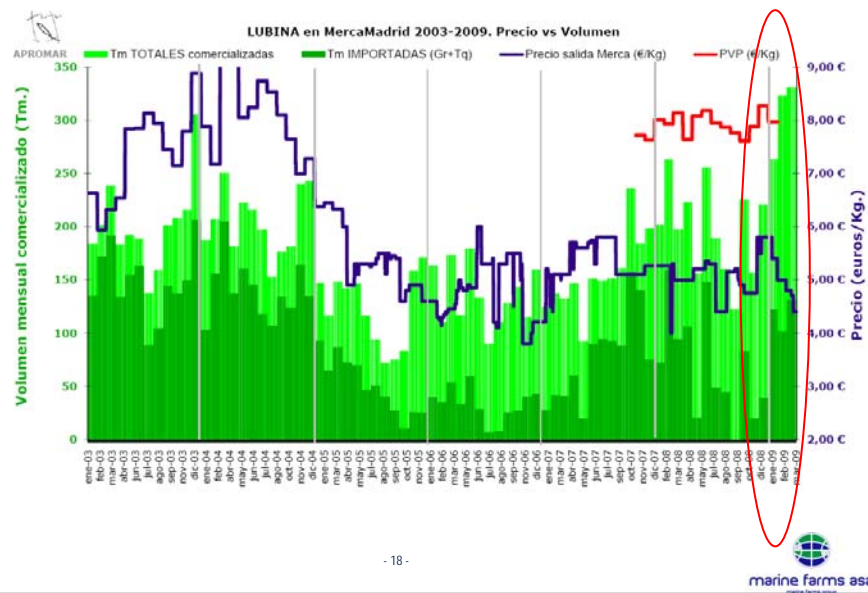
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What happens in the marketplace: MercaMadrid - seabream



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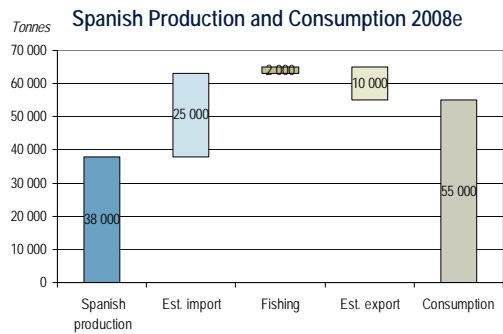
What happens in the marketplace: MercaMadrid - seabass



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What happens on the supply side

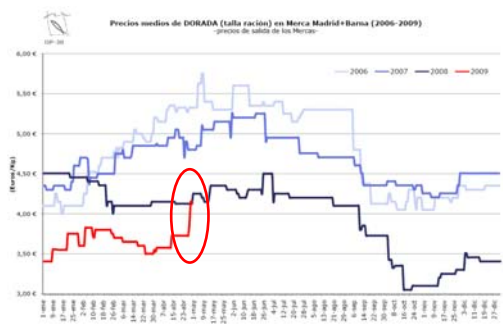
- Consolidation
- Difficult to get credit/funding:
 - shareholders
 - banks
 - feed companies
 - hatcheries
- Bankruptcies
- Reduced stocking of juveniles 25-50%
- Reduced feeding
- Increased supply in 2009 due to
 - Higher juvenile stocking in 2008
 - Reduced feeding prolong oversupply



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What happens in the market place

- Low prices to farmers
- Increased sales
- Continued low prices in 2009
 - although saw a significant increase in prices in May 2009
- Recovery in prices in 2010



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Developments in marine fish farming

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Development in marine fish farming

• Historic development

- 1970 – 1990 cold water areas : salmon
- 1990 – 2010 temperate areas : seabass/seabream
- 2010 - tropical areas : cobia, snappers, amberjacks, groupers, tuna, niche species

• High value tropical species to be farmed

- Tuna, Snappers, Groupers, Pompano
- Many more species
- Good growth – 1 kg in 1 year
- High eating qualities
- All species are carnivorous
- Need today marine ingredients in the feed
- Prod. costs : as salmon or higher
- High prices : 7 USD or more / kg for fresh fish
- Competition from wild fish (100.000 – 200.000 tonnes / year)

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Development in marine fish farming *(cont.)*

- **Marine tropical fish: status juvenile production**
 - Tuna: juvenile production the bottleneck
 - Grouper: juvenile production known, but can be improved
 - Snappers: OK; the cycle is closed
 - Cobia: OK; the cycle is closed
 - Pompano: OK; the cycle is closed
- **Marine Farms ASA well positioned to take advantage of these developments**
 - Big modern hatchery in Belize
 - The only in the Caribbean
 - Sea sites
 - Hatchery site in Vietnam
 - Sea sites

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Closing remarks

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MAFA - an unique aquaculture investment opportunity

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- Top financial performer
- Well positioned in cobia
- Clearly defined growth strategy
- Positive seafood market fundamentals

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