

Ráðstefna um sjókvíaeldistækni
Í Húsi atvinnulífsins þann 12. október
2012



AKVA group ASA

Iceland

October 12

Rune Mikalsen, Sales Manager Nordic



AKVA group – history in brief

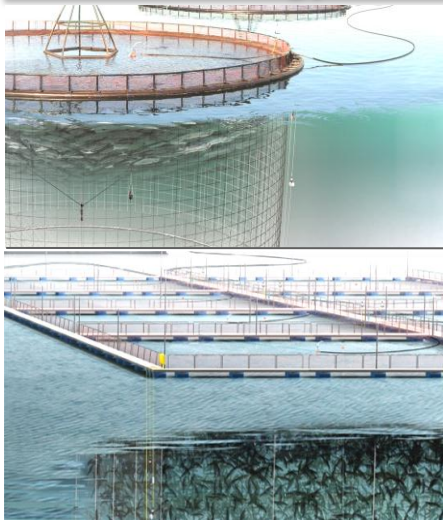


- Company incorporated in 1982
- Driving force in technological innovations in the salmon industry since the 80's
- Leading player in consolidation of the aquaculture technology industry since 90's – group as of now a result of a series of M&A's in Norway and internationally
- Major aquaculture technology brands such as Polarcirkel, Wawemaster, AkvaSmart and Fishtalk part of AKVA group
- Public company listed on Oslo Stock Exchange since 2006



Your Partner in Aquaculture Technology

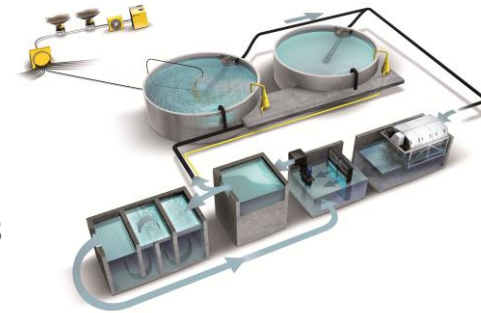
Cage based farming Technology



AKVA group in brief

- The most recognized brand in aquaculture technology
- Leading technology solutions and service partner to global aquaculture industry
- Global coverage - subsidiaries in 8 countries
- 700 employees

Land based farming Technology



Site infrastructure



Feed systems



Sensors & operational



Software systems & services



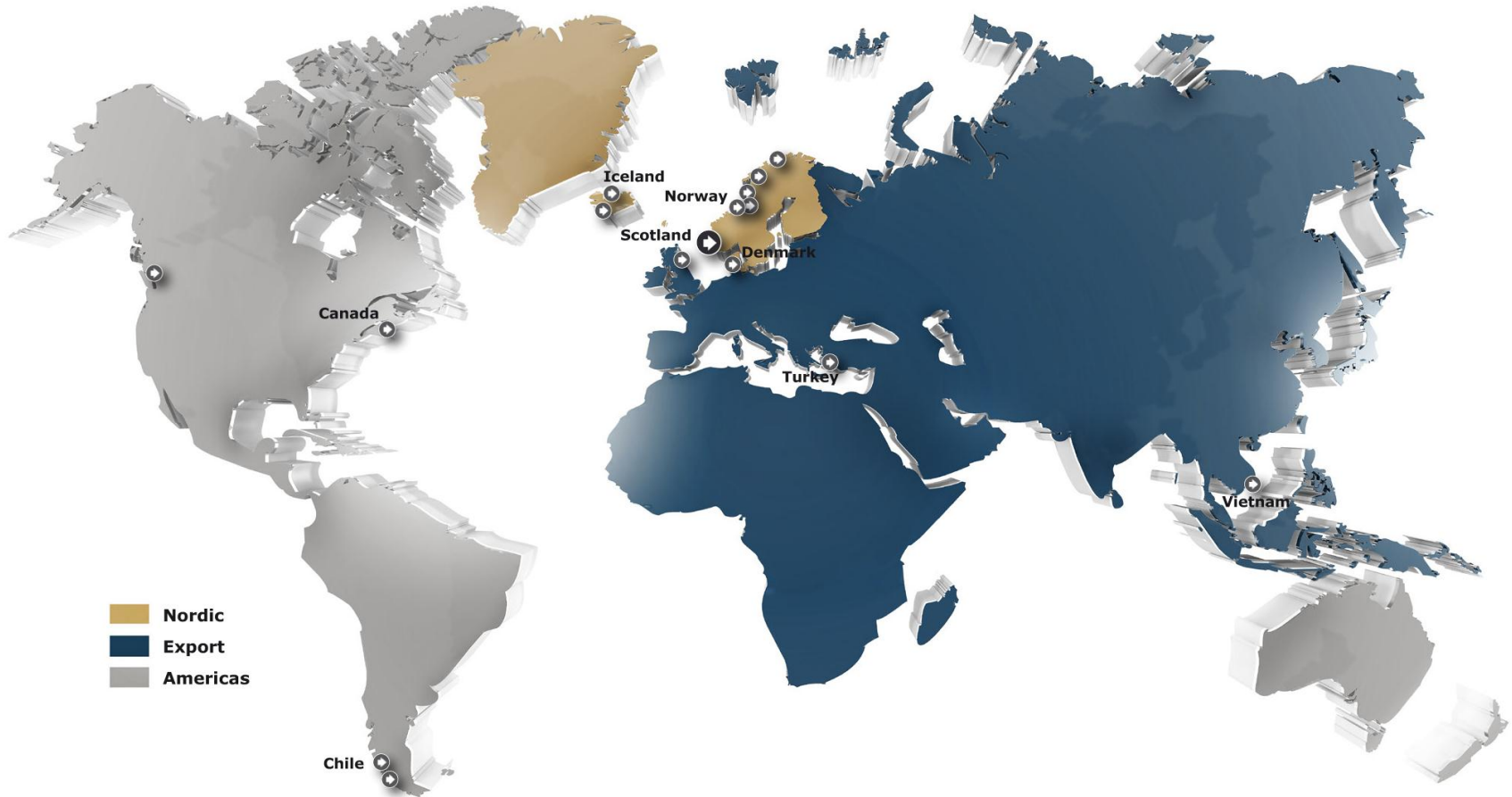


AKVA group - operational structure





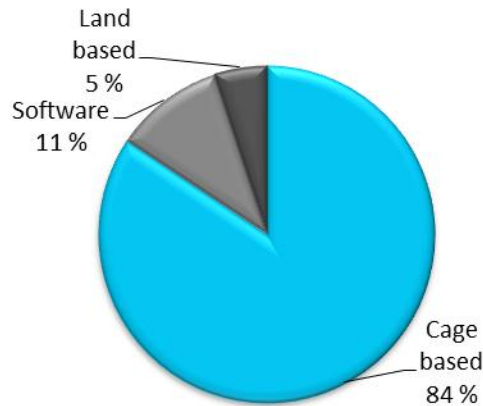
AKVA group - global coverage





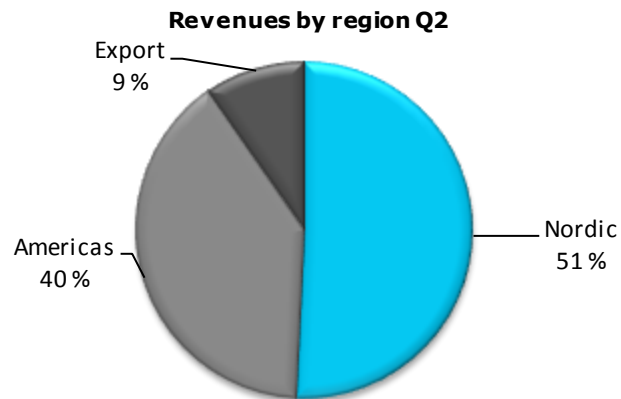
Market segments - Revenue

By product groups – Q2 2012



- **Cage based technologies** = Cages, barges, feed systems and other operational systems for cage based aquaculture
- **Software** = Software and software systems
- **Land based technologies** = Recirculation systems and technologies for land based aquaculture

By geographic regions – Q2 2012



- Nordic and Americas segment most significant markets for AKVA
- Russia represents an exiting new market



Products Cage Farming

Polarcirkel Cages

Wavemaster Feed Barges

Akvasmart Feed System

Akvasmart Sensors and Cameras

Idema Net Cleaning System

Idema Underwater Lights

Polarcirkel Boats



Polarcirkel Cages

- First plastic cage delivered in 1974
- Delivered more than 45.000 cages worldwide
- A well proven concept in flexible cage design for extreme conditions
- All cages are installed by professional installation teams





Polarcirkel Cages

- All Polarcirkel Cages are manufactured and assembled in accordance with AKVA group's Quality Assurance System (ISO 9001) which is certified by DNV (Det Norske Veritas)
- Designed for rough conditions
- Extensive use of PE (Polyethylene) in our PIM brackets eliminates corrosion



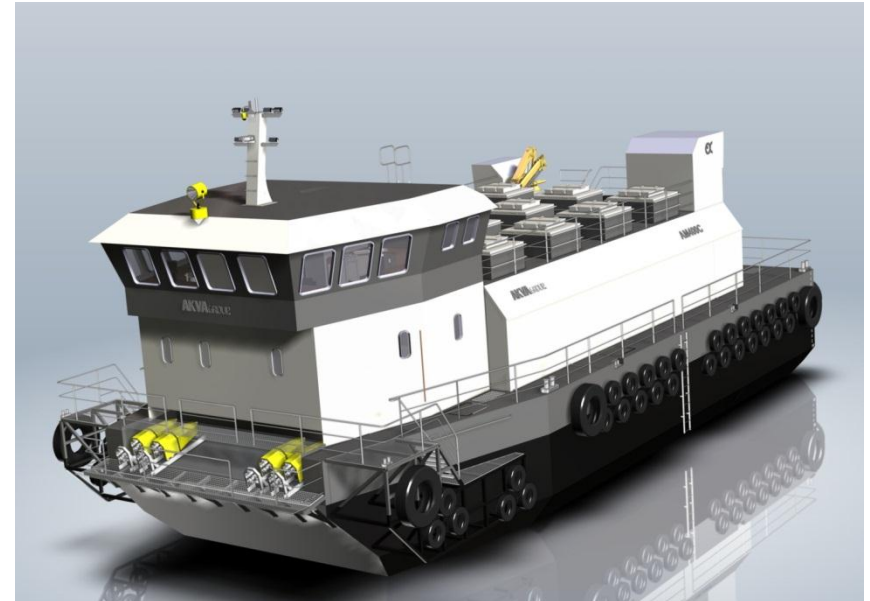


Wavemaster Feed Barges

AKVA Center



AKVA Master





Akvasmart Feed System

- The central feed system concept was invented by AKVA in 1980
- Fully integrated with camera, pellet- and environmental sensors, as well as Fishtalk production control software
- Correct amount of feed – always served on time



Air monitoring





Akvasmart Feed System

- Gentle feeding
- The unique Rotor Spreader is designed to provide excellent feed spread in cages





Sensors and Cameras

- Produced cameras for more than 20 years
- Underwater feeding activity
- Surface feeding activity
- Fish behavior





➔ Sensors and Cameras

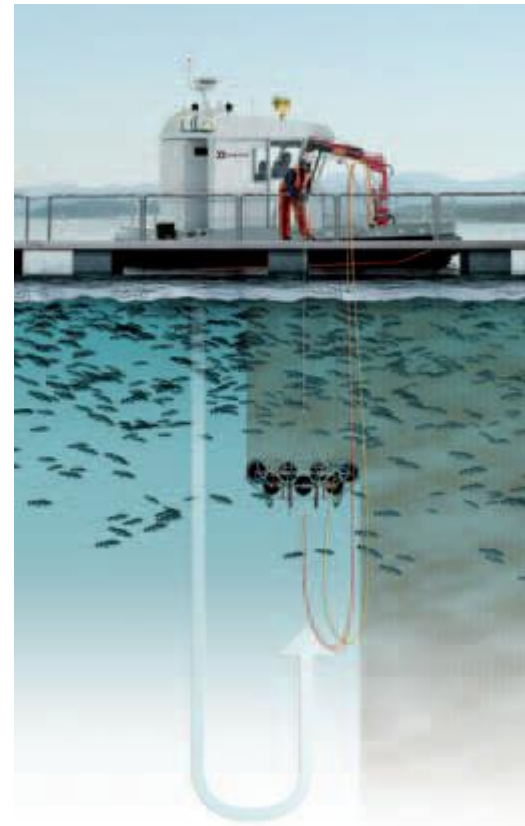
- Wireless CAP with built-in surface camera, transmits data from cameras and sensors
- Temperature - the foundation for all feeding regimes and growth models
- Oxygen – an important factor for growth and fish welfare
- Environmental current – knowledge's prevents feed waste





Idema Net Cleaning Systems

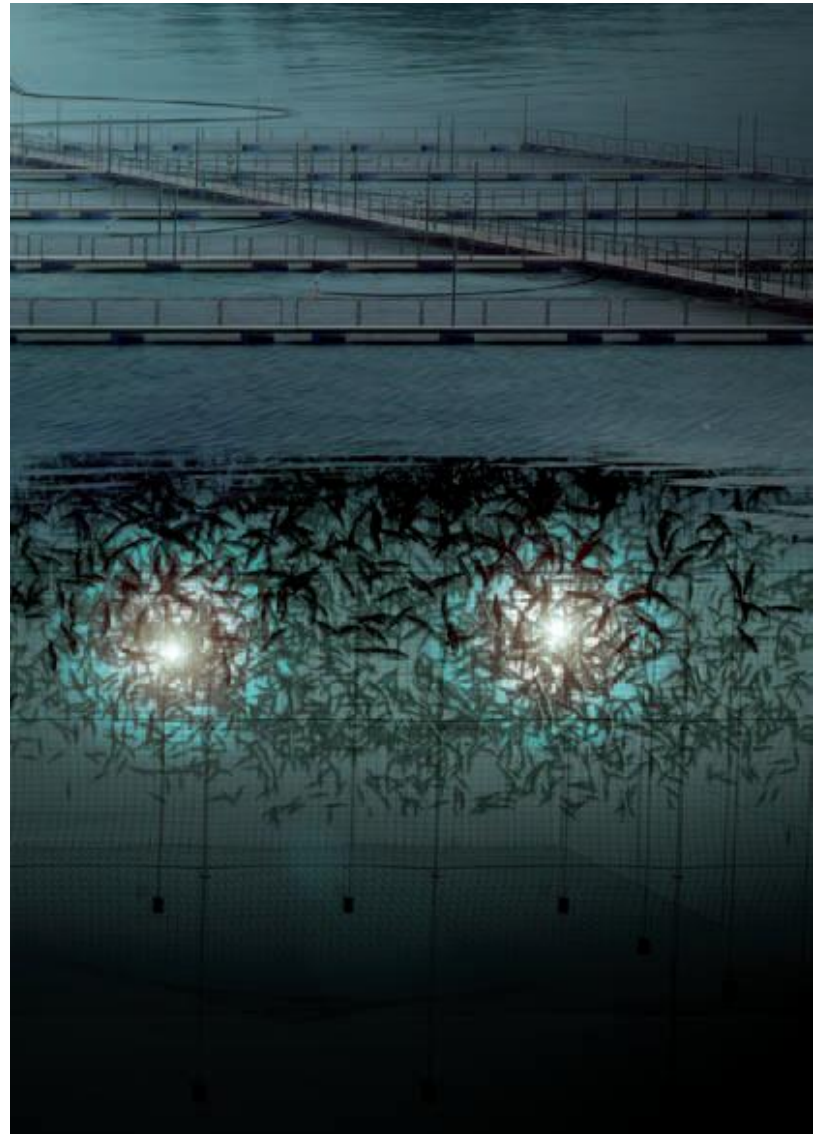
- Idema Net cleaners launched in 1987
- Effective Net Cleaning ensures optimum oxygen levels and faster growth





Idema Underwater Lights

- Delivered more than 15.000 lights
- Reduced fish maturation
- New 400 Blue Led
- Saves cost on power generators
- Less power use and uses less copper in the installations
- Service after 50.000 hours





Polarcirkel Boats

- For extreme weather conditions
- Made by Polyethylene, both pipes and hull
- Strength and flexible
- Low maintenance
- Unique stability
- Unsinkable





**Thanks for your attention, questions
are welcomed!**

Iceland, October 12

Rune Mikalsen, Sales Manager Nordic