

Welcome!

Quarterly update
Q2 2024



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Key Insights Q2 2024 - Mowi

- **Operating EBIT:**
 - Total: 230 Mio. €

- **Cost Development:**
 - Farming costs: 5,84 €/kg (Improvement by 0,21 €/kg)

- **EBIT per kg by region:**
 - Norway: €2.50 | Scotland: €2.20 | Chile: €0.85 |
Canada: €0.70 | Ireland: €2.20 |
Faroe Islands: €4.15 | Iceland: €0.95

Source: Mowi Q2 2024 trading update

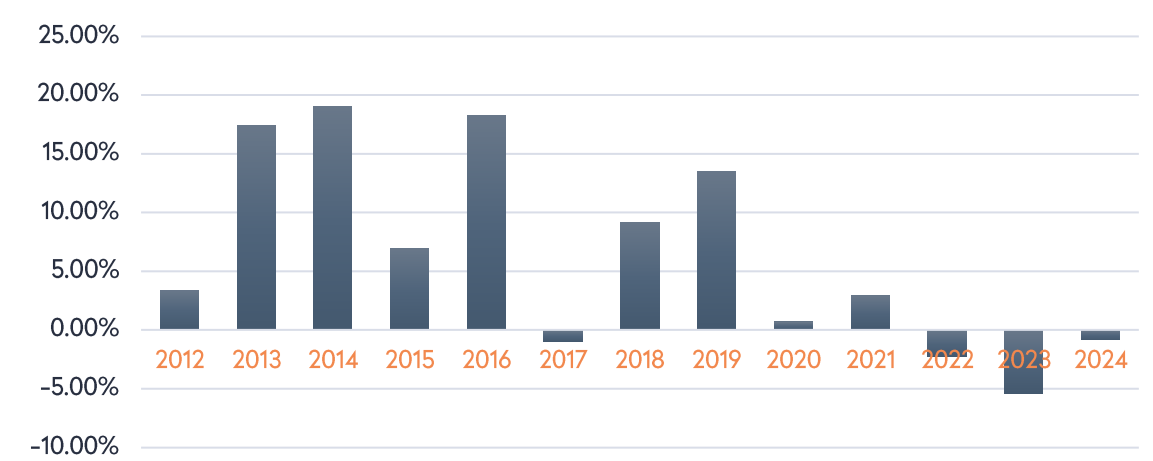


Seasonal challenges and market sentiment lead to corrections

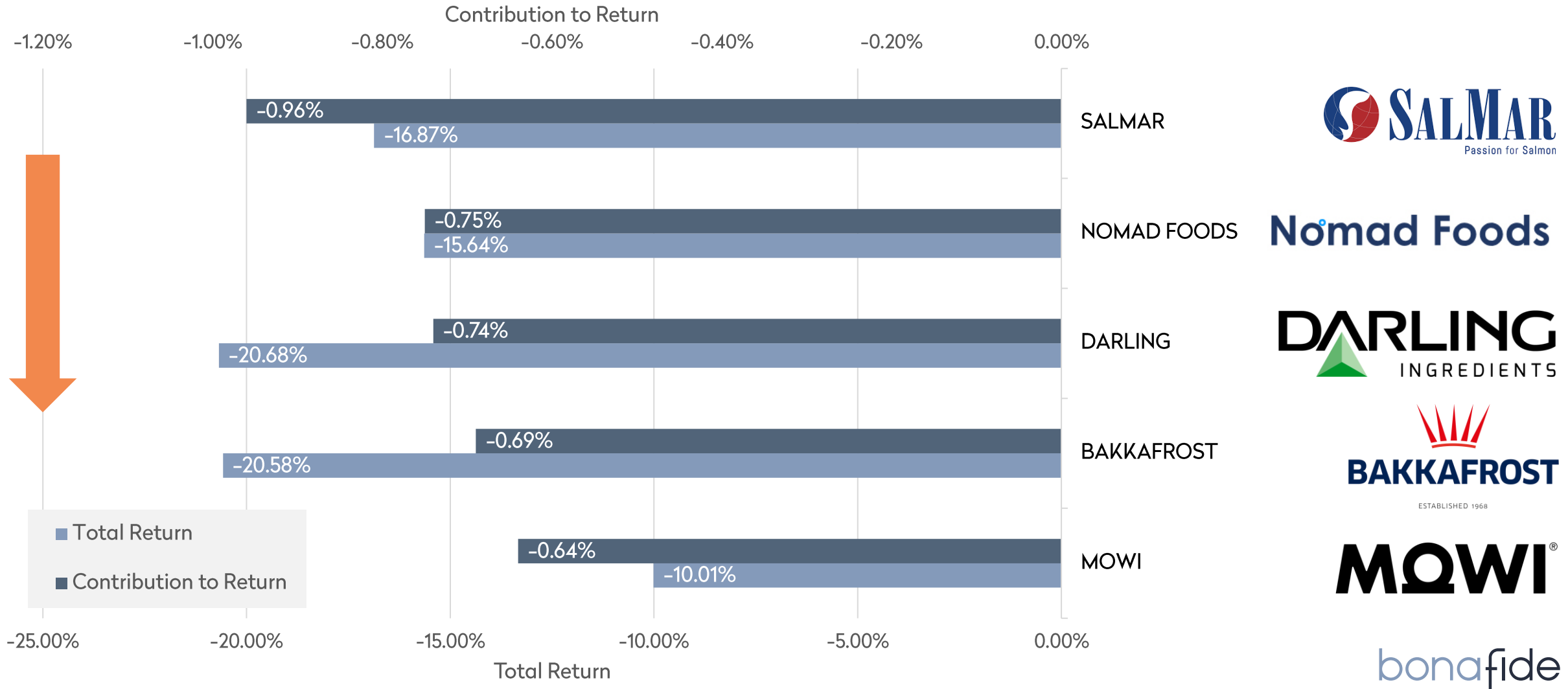
6.48%
p.a.

Historical performance EUR tranche

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year	World Equity
2024	1.45	2.85	2.04	-2.20	0.08	-4.84							-0.84	14.99
2023	3.92	-4.95	-1.12	0.69	-0.10	-4.68	2.61	2.34	-2.10	-5.98	1.69	2.77	-5.39	16.01
2022	2.05	1.29	3.55	0.34	-1.91	-4.47	4.67	-3.13	-14.84	2.68	4.65	4.66	-2.25	-14.70
2021	1.26	4.62	4.05	-0.88	-2.41	0.09	-0.59	0.39	-1.99	2.63	-3.17	-0.82	2.90	25.19
2020	-1.36	-5.23	-17.87	12.54	5.69	-0.99	0.35	4.04	-2.72	-3.59	8.95	4.35	0.68	5.15
2019	5.42	0.91	-0.16	0.60	-1.42	1.47	3.23	-4.52	2.94	-0.84	4.04	1.46	13.49	25.97
2018	-1.57	2.35	-0.16	6.14	3.80	-0.25	0.27	1.74	3.17	0.62	0.10	-6.84	9.17	-6.57
2017	0.72	1.36	-1.68	-1.16	1.71	-1.54	-0.33	-0.52	1.44	2.48	-4.60	1.41	-0.94	6.89
2016	-1.38	-0.07	3.96	2.46	2.47	0.41	3.20	-1.49	2.00	3.96	-0.40	1.96	18.24	9.21
2015	4.88	-0.27	0.65	0.25	2.65	-2.06	-1.41	-11.21	5.13	3.97	6.84	-1.44	6.90	6.26
2014	-0.90	-0.06	1.45	1.92	5.13	1.69	2.83	1.78	-0.31	4.59	-0.47	0.09	19.03	15.70
2013	5.08	4.19	-0.83	-0.56	3.21	-4.53	-0.19	-2.65	10.25	0.42	1.84	0.78	17.45	14.70
2012						2.28	0.72	2.89	-2.26	2.04	-3.10	0.95	3.40	9.52

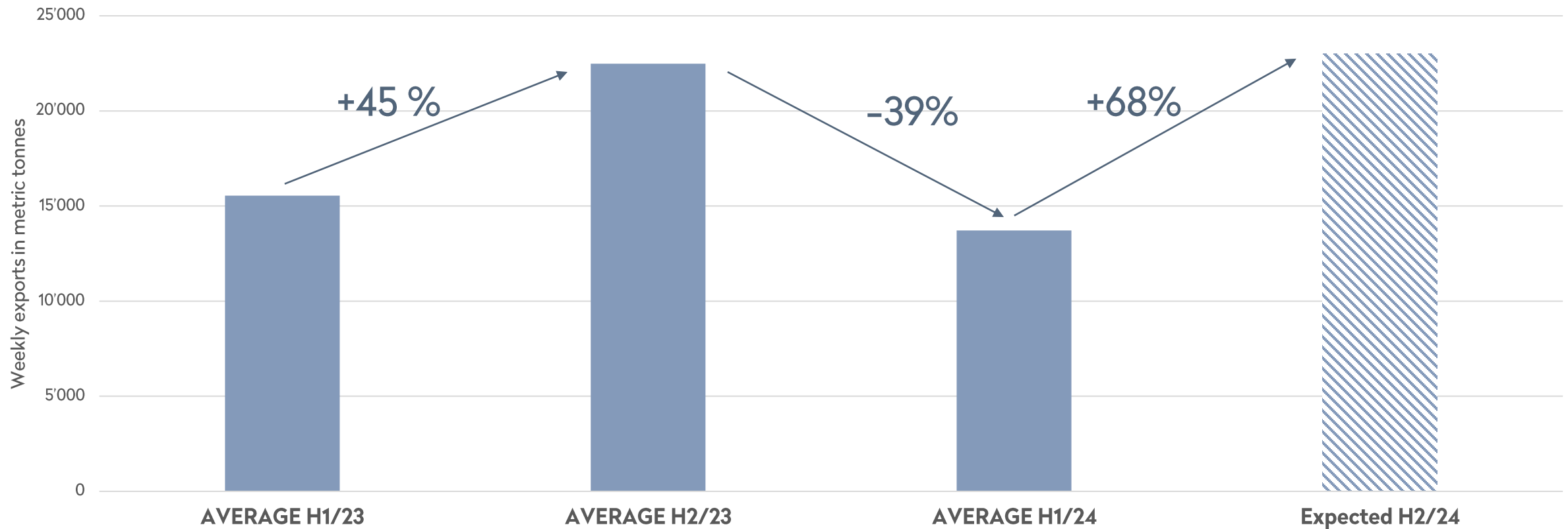


Worst Performers

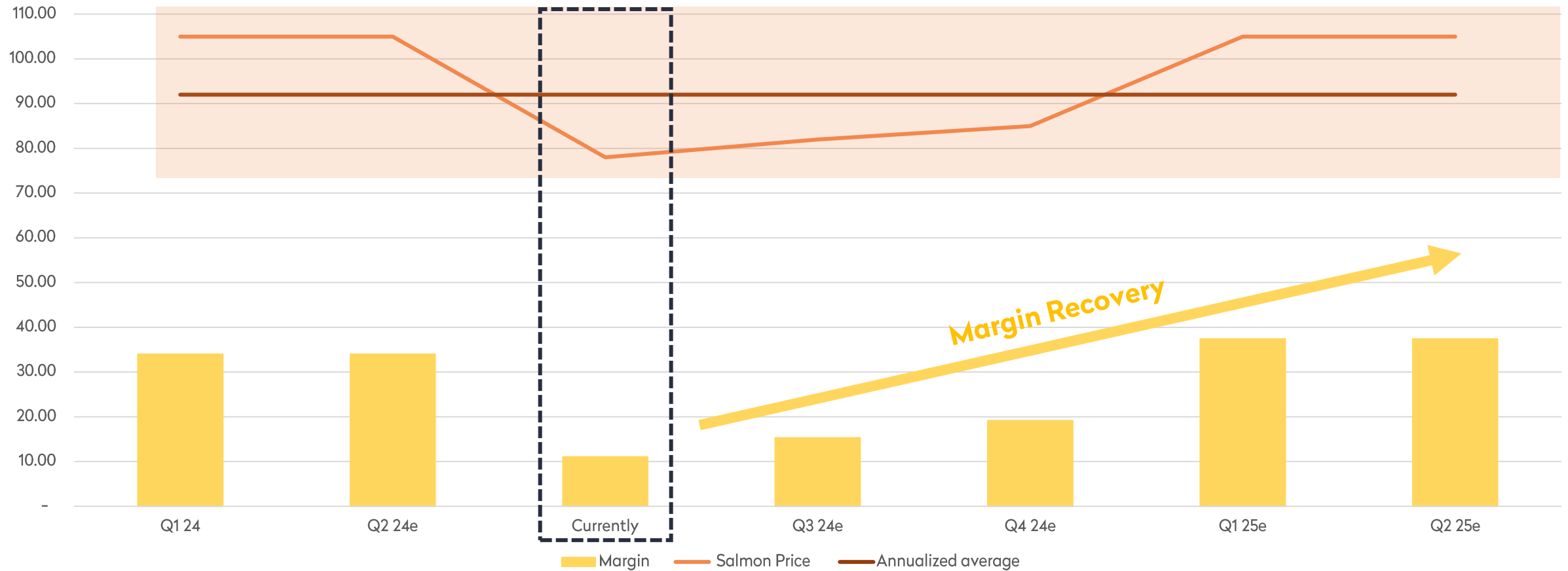


Export volumes show seasonality in salmon supply

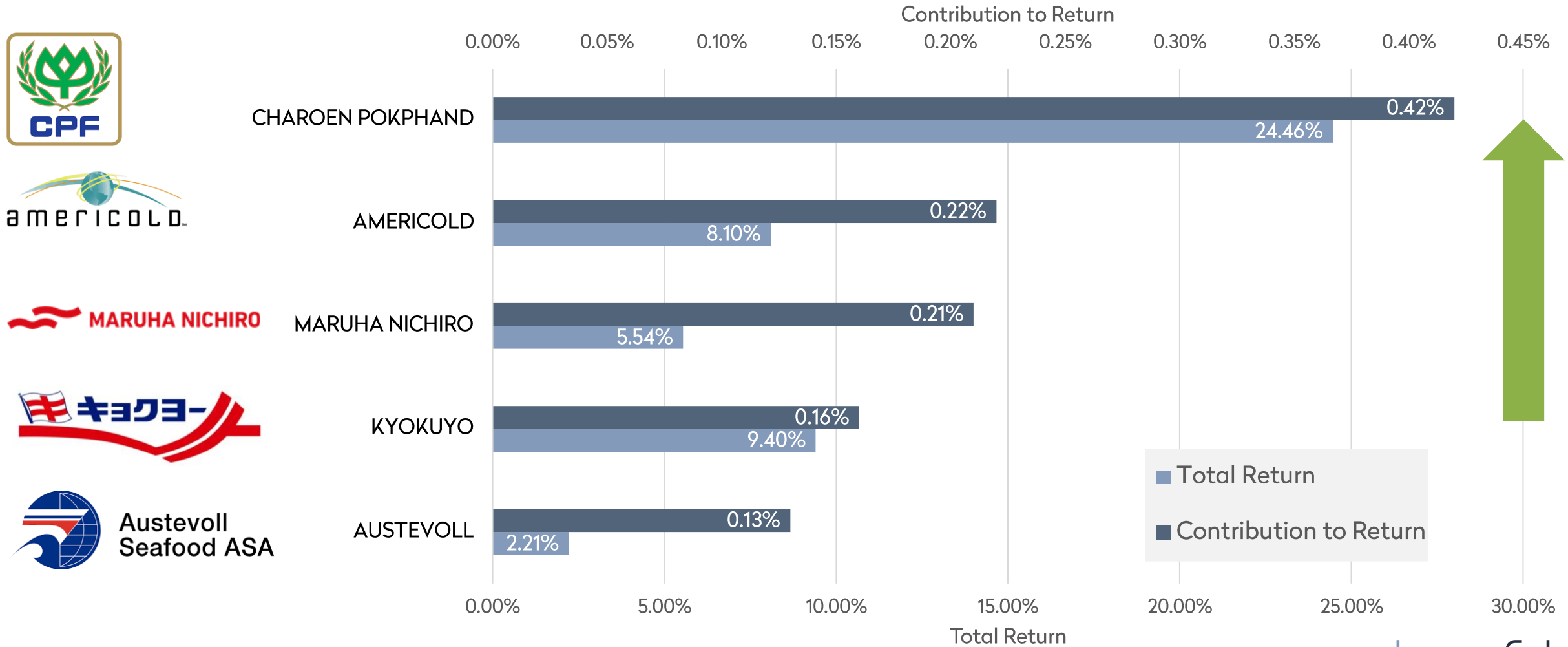
Export of Farm-Raised Salmon from Norway



A familiar picture: Seasonality in salmon prices and margins



Best Performers



■ Total Return
■ Contribution to Return

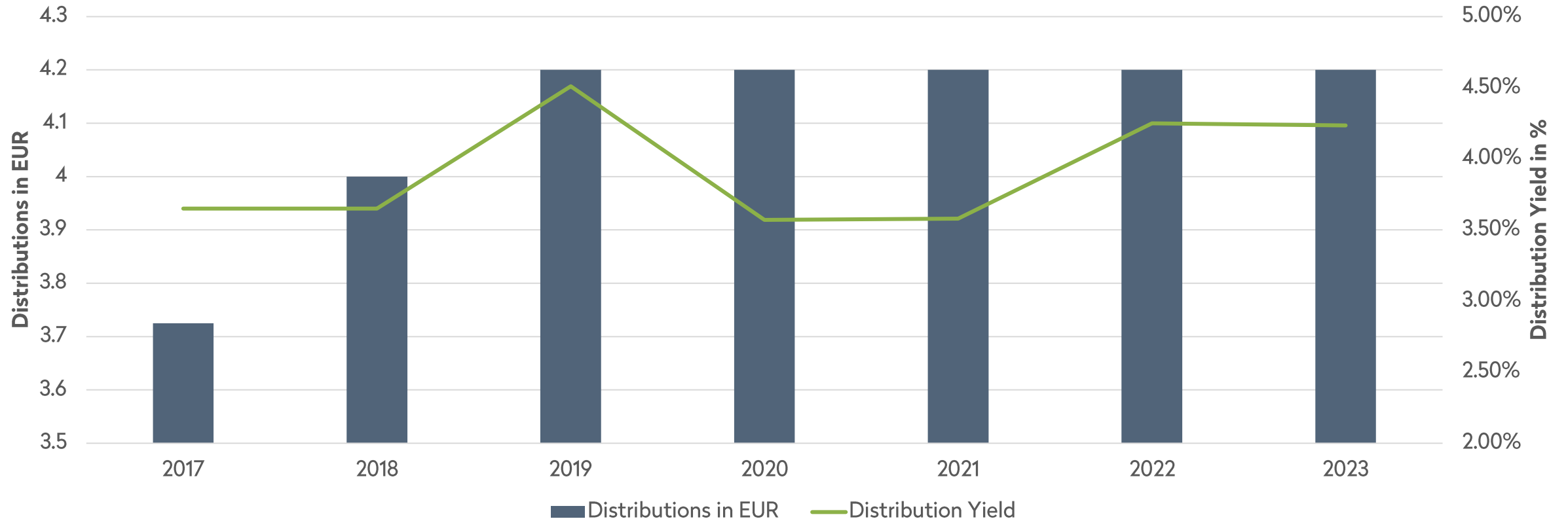
Record-High Dividend Yield for the Global Fish Fund

- **Forecasted Dividend Yield: 4.4%**
- **Comparison: Yield on 10-year U.S. Government Bonds: 4.3%**
- **Significance: Record-breaking Dividend Yield for the Fund!**

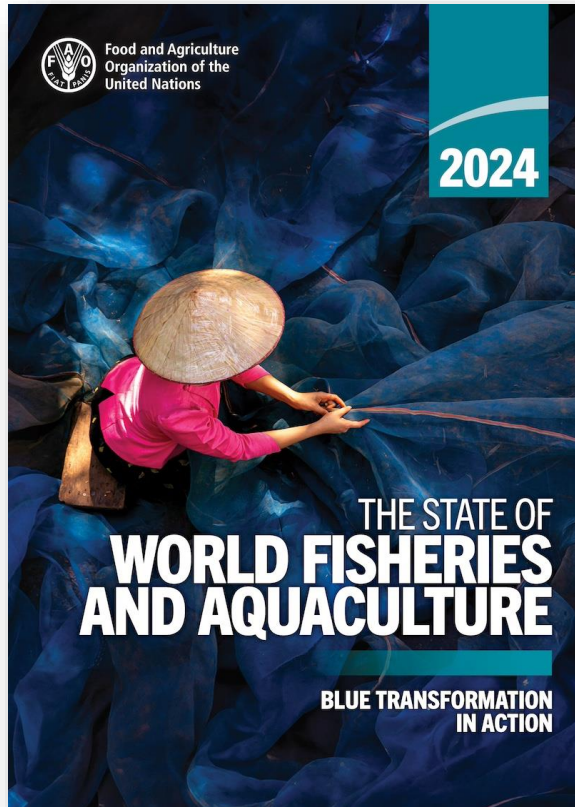


High Cash Flows Lead to Attractive Distributions

Distributions Bonafide Global Fish Fund EUR-A-

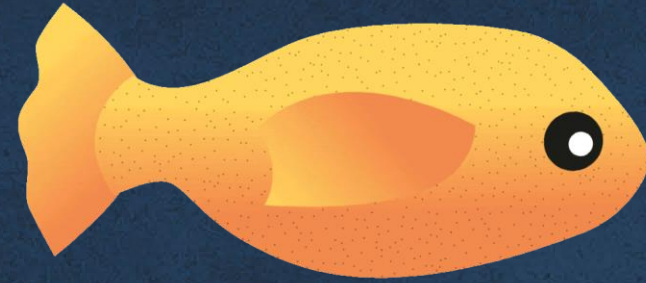


The Future of Global Nutrition: Essential Role of Fisheries and Aquaculture



- **Record year 2022:** Total production amounting to 223.2 millions tons
- **Sustainability:** Sustainable development is key to addressing increasing demand
- **Projections by 2032: Growth and Opportunities**
 - Total Production: Expected rise by 10%, reaching 205 million tons
 - Aquaculture Growth: 17%, significantly outpacing traditional fisheries

Source: FAO, The State of World Fisheries and Aquaculture 2024



Sustainability

News on Salmon Farming in British Columbia

The activists' campaign



Source: Pacific Wild

Yet reality is rarely one-sided



Factors contributing to the decline of wild salmon populations:

1. Lack of data

2. Open net salmon farms

3. Climate change

4. Infrastructure expansion



Source: Pacific Wild

Obstructed rivers

Science News

from research organizations

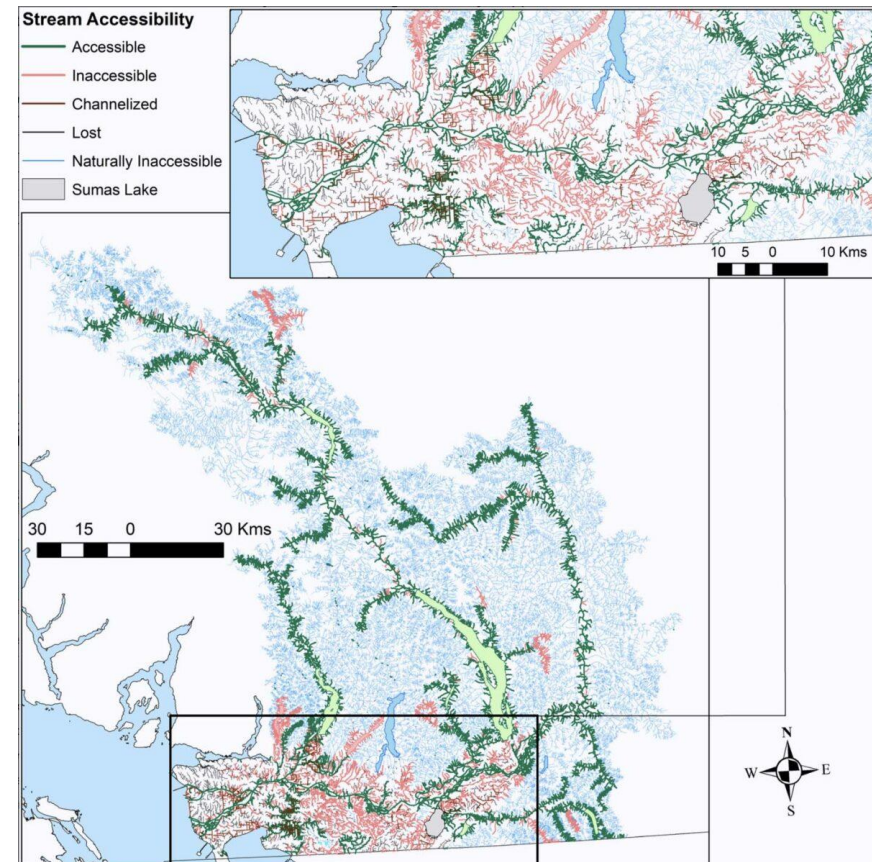
Up to 85 per cent of historical salmon habitat lost in Lower Fraser region

In order to reverse salmon declines, researchers say, more than 1,200 barriers blocking off streams and habitats need to be removed

Date: August 5, 2021

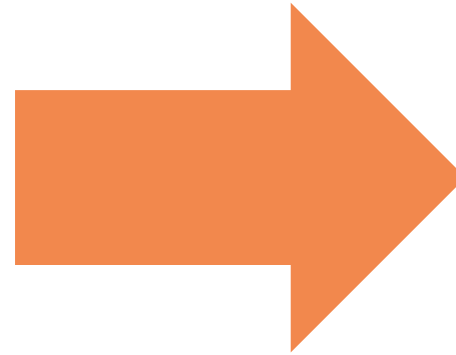
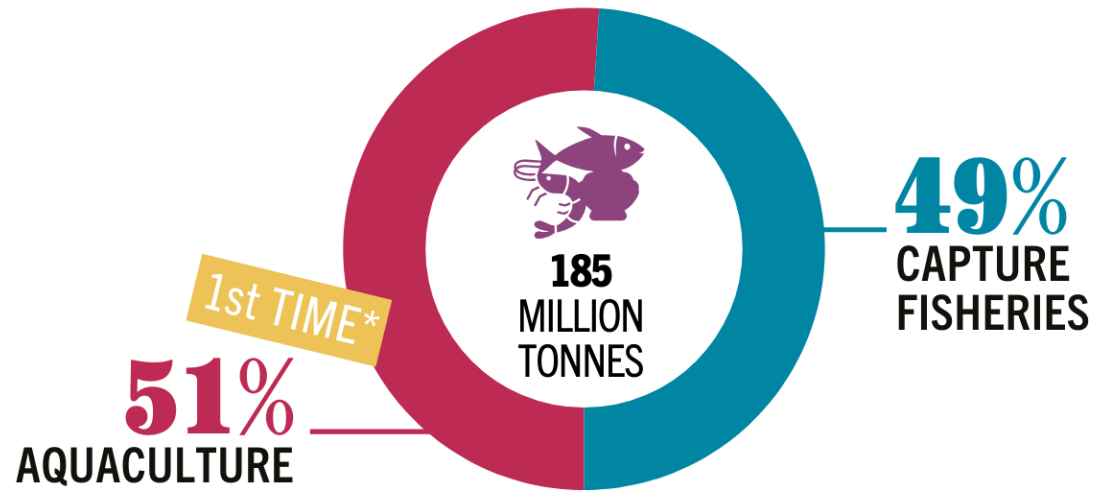
Source: University of British Columbia

Summary: For perhaps the first time ever, researchers have mapped out the true extent of habitat loss for salmon in the Lower Fraser River, one of the most important spawning and rearing grounds for Pacific salmon in B.C. Salmon have lost access to as much as 85 per cent of their historical floodplain habitat -- the biologically rich wetlands next to a river or stream that typically harbor wildlife -- due to dikes and similar infrastructure, say researchers.



Orderly transition as the only way forward

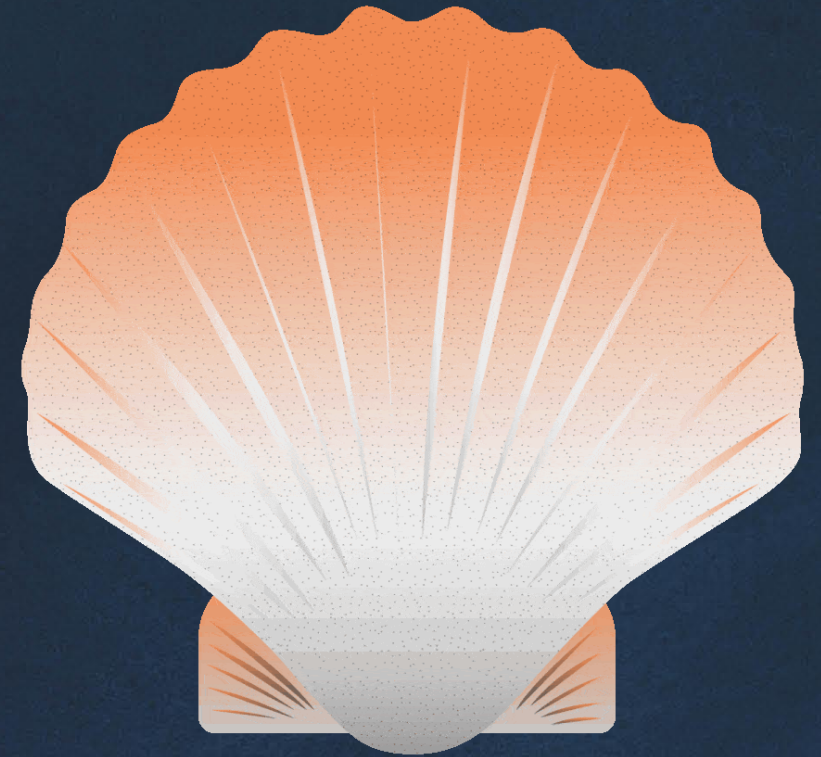
WORLD AQUATIC ANIMAL PRODUCTION



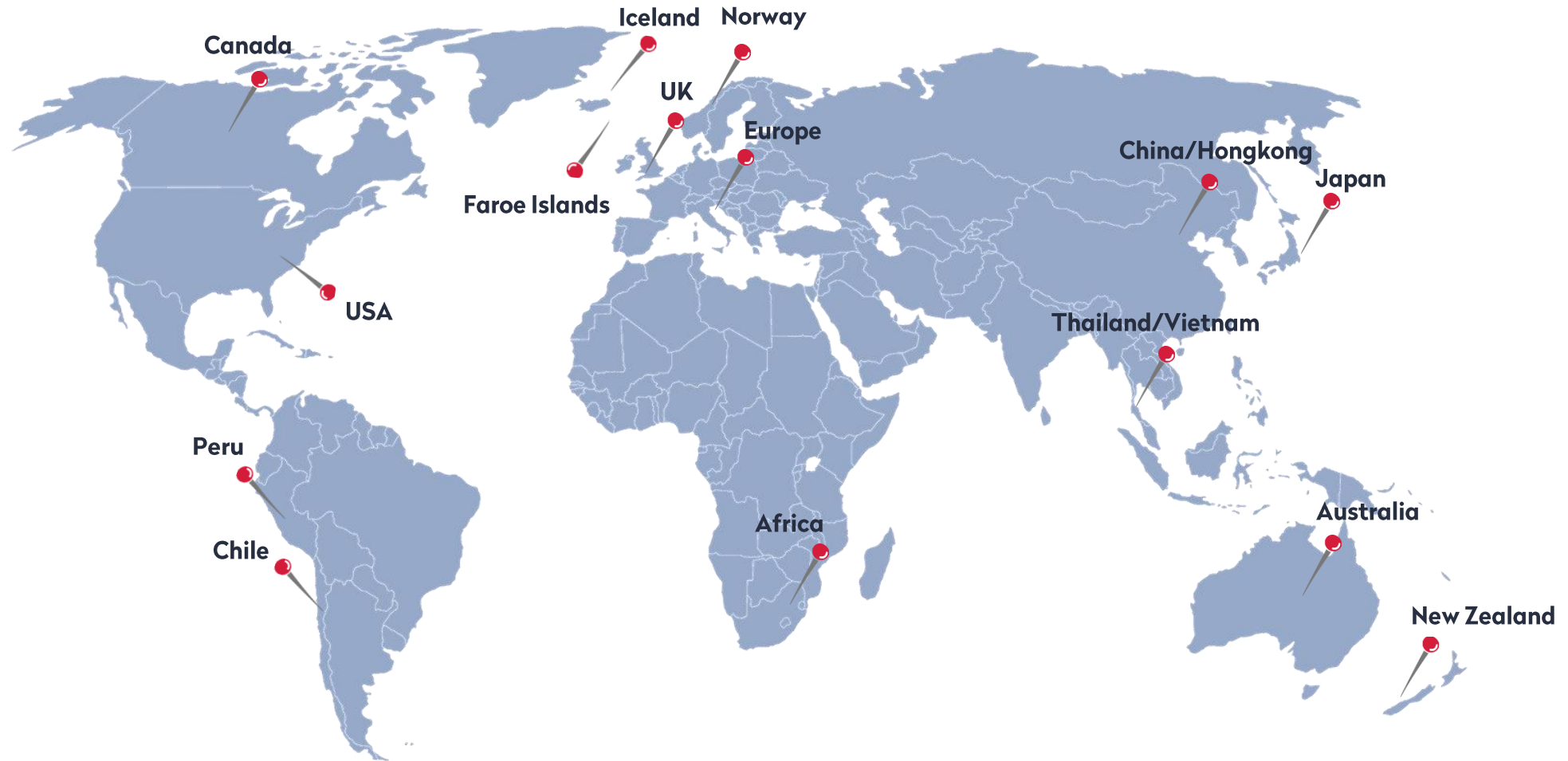
Source: FAO; BC Salmon Farmers Association

Research

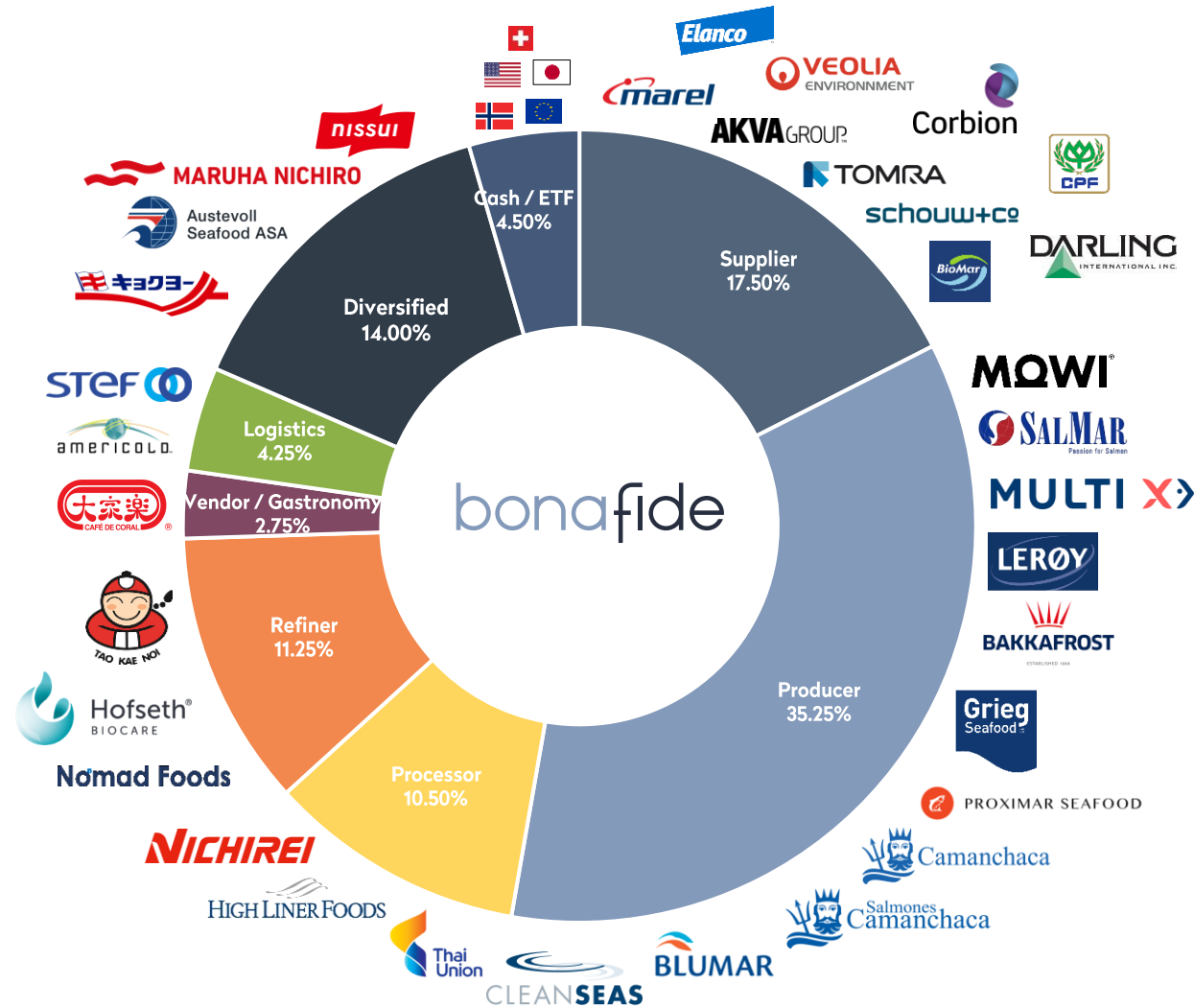
Fundamentals and valuations offer opportunities



We have built a best-in-class global portfolio of Fish & Seafood Assets...



...along the entire value chain



Deeper dive into valuation of four assets from the portfolio



Mowi (6% allocation)

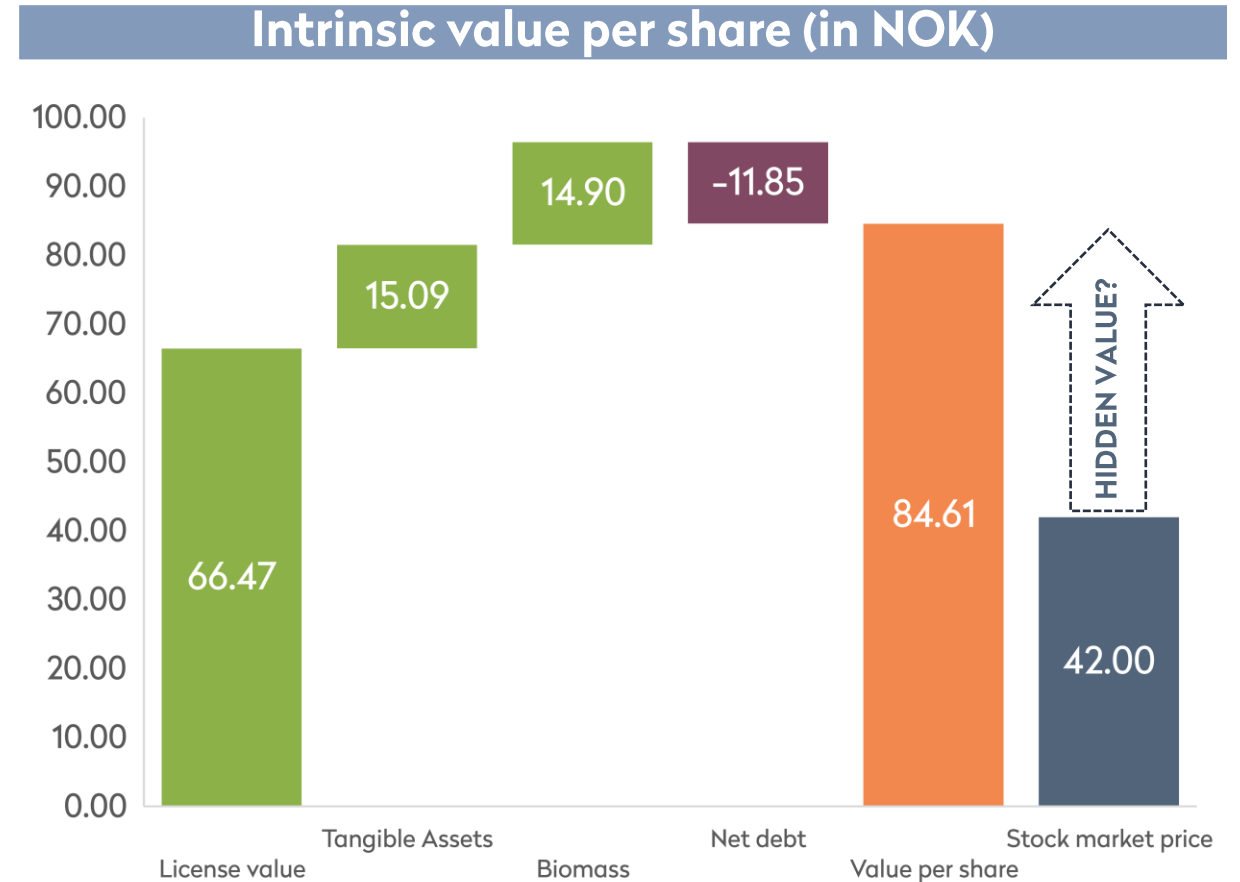


Source: Bloomberg

- Largest salmon producer worldwide meets lowest supply growth over the next 5 years → Salmon prices already at record high
- Resource tax left behind → earnings per share higher
- Feed price deflation and better biology in winter (both ex El Niño) drives growth in earnings per share 2024-2026
- Valuation with 10.0x P/E ratio for 2025 historically very attractive also in relation to food peers

Leroy Seafood (4.5% allocation)

- An attempt to value Leroy Seafood using net asset values in the balance sheet
- Market value of salmon farming licenses based on recent auctions in Norway: **39.6 billion NOK** (balance sheet value: 4.3 billion NOK)
- Assumption: Leroy Seafood would sell biomass (fish) and all tangible assets (factories, etc.) at balance sheet value and the licenses at auction value before settling the debt
- **Remaining value of NOK 84 per share, double what the stock market is currently offering**



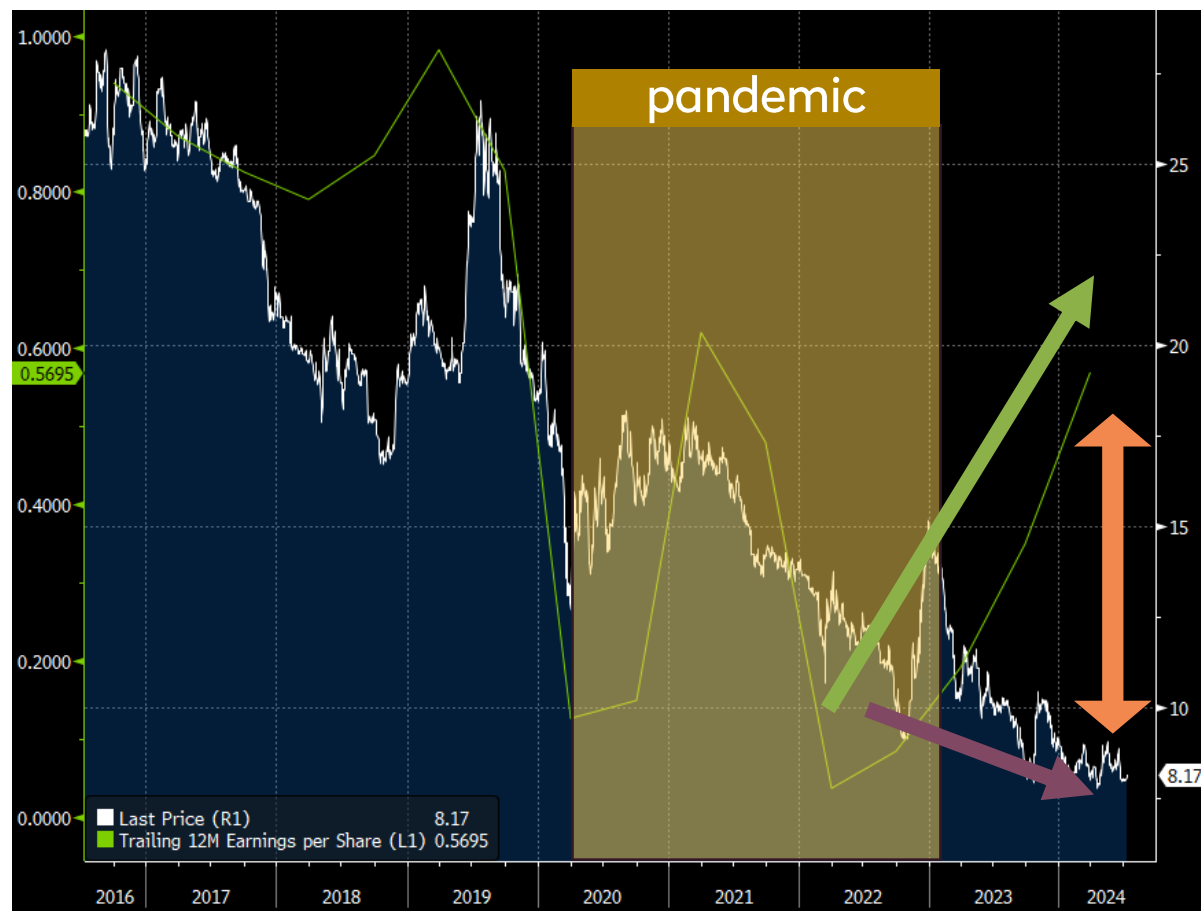
Nomad Foods (4% allocation)



Source: Bloomberg

- **Largest frozen food manufacturer** in Europe with branded products such as Iglo and Findus
- **Successful M&A transactions** with higher use of debt capital (3-4x net debt to EBITDA)
- Less volume sold (downtrading in Europe), but with a better margin; **market waiting for volume growth**
- **9x P/E ratio 2024** / PB-Ratio of 0.96x corresponds to almost 50% below historical multiples

Café de Coral (3% allocation)



Source: Bloomberg

- **Inexpensive fast-food chain** from Hong Kong with improved **growth strategy in China**
- Trapped in pandemic restrictions for a long time, now successfully overcome
- Profit 2023 back to normalized pre-pandemic level; **share trades at 50% discount to previous level**
- Debt-free (leasing only); 10x P/E ratio 2024; 1.6x P/B ratio

The facts speak for themselves – a prime investment opportunity

1. Key figures

	Global Fish Fund	Global Equity ETF*	Food-Multis (Ø)**
PE-Ratio expected 2024	12.40	24.30	19.60
Dividend Yield expected 2024	4.38%	2.04%	2.96%
EV/EBITDA	10.92	16.52	14.87
P/B	1.34	5.77	6.69

2. Volatility

	1Y	3Y	5Y
Global Fish Fund	10.27%	12.56%	14.14%
Global Equity ETF*	9.00%	13.01%	16.67%
Food Multis (Ø)**	7.78%	9.28%	12.07%

3. Correlation (3 years)

	Global Fish Fund	Global Equity ETF*	Food Multis (Ø)**
Global Fish Fund	1	0.45	0.38
Global Equity ETF*	0.45	1	0.66
Food Multis (Ø)**	0.38	0.66	1

Source: IFM / Bloomberg, June 2024, ISIN LI0181468138

* **Global Equity ETF:** Global equity index ETF comprising developed and emerging markets (Bloomberg ticker: ACWI US).

** **Food-Multis:** Companies with a market capitalization of over 5,000 million, which are in the consumer staples sector and are traded on the stock exchange.

Why now is the time to stay invested or for increase allocation



El Niño gone!



Seasonality in salmon price

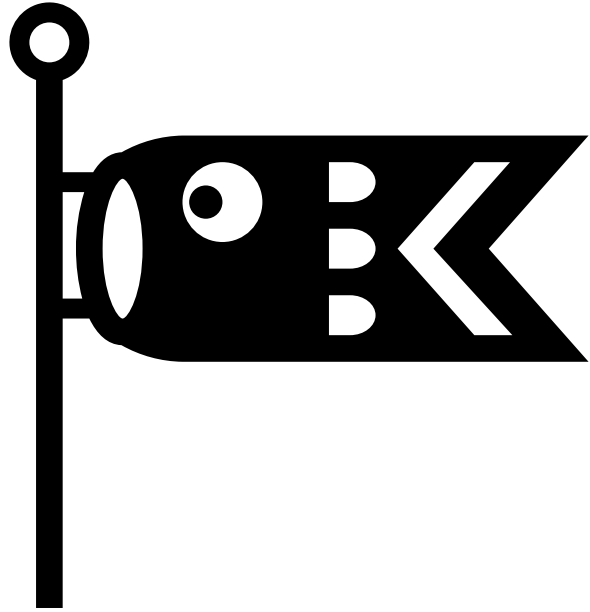


Too (?) concentrated markets

(Finally?) calm seas lead to earnings growth



Q & A



Questions?

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Backup



Mortality Rates of fish lost in Scotland

May 2024

Notes to support the table

The industry is committed to reporting as quickly as practically possible, some one month in arrears.

"Monthly mortality (%)" = the percentage of fish lost on each farm within each month. This is reported as a percentage of the total number of fish on the farm each month. This is the measure of mortality used by the Scottish Government's Fish Health Inspectorate when assessing the health of the fish on the farm.

Further analysis shows that the overall monthly mortality for the industry was:

1.35% in Jan. 2018	1.03% in Dec. 2018	1.76% in Nov. 2019	2.07% in Oct. 2020	3.46% in Sept. 2021	2.46% in Aug. 2022	2.49% in Jul. 2023
0.94% in Feb. 2018	1.15% in Jan. 2019	1.10% in Dec. 2019	1.48% in Nov. 2020	3.93% in Oct. 2021	4.65% in Sept. 2022	3.61% in Aug. 2023
1.49% in Mar. 2018	1.05% in Feb. 2019	1.26% in Jan. 2020	0.94% in Dec. 2020	2.45% in Nov. 2021	3.66% in Oct. 2022	3.23% in Sept. 2023
1.32% in Apr. 2018	0.95% in Mar. 2019	0.95% in Feb. 2020	1.17% in Jan. 2021	2.55% in Dec. 2021	4.64% in Nov. 2022	4.82% in Oct. 2023
0.76% in May 2018	1.33% in Apr. 2019	1.13% in Mar. 2020	1.08% in Feb. 2021	1.73% in Jan. 2022	3.28% in Dec. 2022	4.02% in Nov. 2023
0.54% in Jun. 2018	0.83% in May 2019	1.17% in Apr. 2020	1.14% in Mar. 2021	1.05% in Feb. 2022	1.64% in Jan. 2023	1.95% in Dec. 2023
1.05% in Jul. 2018	1.06% in Jun. 2019	0.92% in May 2020	1.04% in Apr. 2021	1.28% in Mar. 2022	1.09% in Feb. 2023	1.44% in Jan. 2024
1.55% in Aug. 2018	1.36% in Jul. 2019	0.72% in Jun. 2020	0.69% in May 2021	1.19% in Apr. 2022	1.32% in Mar. 2023	1.42% in Feb. 2024
1.57% in Sept. 2018	1.30% in Aug. 2019	1.59% in Jul. 2020	0.70% in Jun. 2021	1.06% in May 2022	1.16% in Apr. 2023	1.27% in Mar. 2024
1.49% in Oct. 2018	2.24% in Sept. 2019	2.64% in Aug. 2020	1.09% in Jul. 2021	1.33% in Jun. 2022	1.37% in May 2023	1.01% in Apr. 2024
1.07% in Nov. 2018	2.79% in Oct. 2019	1.78% in Sept. 2020	1.99% in Aug. 2021	1.63% in Jul. 2022	1.46% in Jun. 2023	1.05 in May 2024

"Cumulative mortality over full production cycle (%)" = the percentage of fish that have died on a farm during the entire production cycle, given as a percentage of the total number of fish that were initially stocked on the farm. It can only be reported once the entire farm has been fully harvested and fallowed.

Cumulative mortality refers to mortality over the seawater production cycle. Therefore, an industry-wide figure can only be calculated once all fish from a specific generation or year class have been harvested. It usually takes 2 years to rear a salmon to harvest.

"Fallow" = the farm was fallow or empty throughout the entire reporting month.

"Farm stocked in May" = the farm was fallow or empty at the start of the month but was restocked during the month.

"Farm fallowed in May" = the farm was stocked at the start of the month but became fallow or empty during that month.

"In production" = the farm is stocked and a cumulative mortality figure will be reported once all fish are harvested.

"Farm fallowed - fish not harvested" = The farm became fallow, but not because the fish were harvested. e.g. the fish may have been moved to another farm.