



# Marine Harvest ASA

BUY (BUY)

Update 4Q11  
9 February 2012

Share Price: NOK 3.20  
Target: NOK 4.0 (4.0)

Share data (NOK m)	08.feb.12
Sector	Aquaculture
Reuters/ Bloomberg	MHG
Risk rating	Medium
Outstanding shares (mill)	3581
Market cap	11 460
Net interest bearing debt	6 466
Enterprise value	17 926
Free float %	77 %
Average volume (thous)	29 440
High/ low 52w	6.2 / 2.2
Weight OSEBX %	1,1412
Rel. Perf % (3/6/12 mts)	08/ -06/ -40
Abs. Perf. % (3/6/12 mts)	14/ 12/ -47

## Passing peak oversupply these days

At 4Q Marine Harvest ASA increased its guidance for global 2012 industry supply, primarily driven by increased Chile 4Q stocking and good water conditions in Norway, estimating 11%-16% (8%-12%) supply growth for 2012. For 1Q the company estimates supply growth of 23%-29% Y/Y, which is far above average for the year. For 2Q-4Q the supply growth range is 8%-13%. Our conclusion is that we are passing peak oversupply these days. At 4Q management stated that it expects the market balance in 2H 2012 to be better than the present state. We forecast a demand-driven scenario from 4Q 2012.

Marine Harvest reported on strong 4Q demand in parts of the EU, Russia, the US and new markets like Brazil. In addition, a number of other markets have shown very high percentage growth rates in the latest quarters. According to the company, the low salmon prices are, however, not yet fully reflected in retail prices in all markets – Notably important EU markets like France and the UK –and the company expects consumer demand to be further stimulated when lower salmon prices are channeled through.

We maintain 2012 reference salmon price of NOK 27/kg while we forecast 2013 price around NOK 30/kg. Prices could move significantly higher in 2014. We have lowered cost/kg slightly and reduced net financials according to new guidance. In total we estimate 2012 EPS adj. of NOK 0.32 (0.29) and 2013 EPS adj. of NOK 0.48 (0.45). We conclude updated MHG values of NOK 4.0 (4.0) per share, implicitly corresponding to EV/kg farming of NOK 41 (42) as our 12 month target. The share currently trades at around EV/kg 33. Our 12 month target implies adj. P/E 2012E of around 12.7 and 8.4 on 2013E. We maintain our Marine Harvest ASA BUY recommendation.

Estimate changes	Curr	Prev	Curr	Prev	%	%	Growth
MNOK/tons	2012E	2012E	2013E	2013E	2012E	2013E	Y/Y
EBITDA	2 479	2 379	3 304	3 102	4 %	7 %	33 %
EBIT (before IFRS)	1 774	1 718	2 599	2 440	3 %	7 %	47 %
PTP	1 490	1 375	2 319	2 142	8 %	8 %	56 %
Farming Norway (t)	236 000	237 000	237 000	237 000	0 %	0 %	0 %
Farming Chile (t)	35 000	36 000	36 000	36 000	-3 %	0 %	3 %
Group Farming (t)	360 000	359 867	361 300	359 466	0 %	1 %	0 %
EPS	0.315	0.290	0.476	0.449	9 %	6 %	51 %
EPS adj.	0.315	0.290	0.476	0.449	9 %	6 %	51 %

Estimate changes	Curr	Prev	Curr	Prev	%	%	Growth
Farming volumes	2012E	2012E	2013E	2013E	2012E	2013E	Y/Y
Farming Norway	236 000	237 000	237 920	237 450	0 %	0 %	1 %
Farming Faroe Islands	8 000	8 100	8 000	8 100	-1 %	-1 %	0 %
Farming UK	37 000	37 318	37 370	37 691	-1 %	-1 %	1 %
Farming Canada	36 000	32 100	33 640	30 174	12 %	12 %	-5 %
Farming Chile	35 000	36 000	36 090	37 080	-3 %	-3 %	3 %
Farming Ireland	8 000	9 349	8 080	9 443	-14 %	-14 %	1 %
Total farming	360 000	359 867	361 300	359 938	0 %	0 %	0 %
Peters VAP-volumes	64 831	65 545	66 776	67 512	-1 %	-1 %	3 %

Source: Fondsfinsans

4Q Marine Harvest ASA	4Q	4QOE FF	4q/BB	4Q BB	Comments
Revenues	4 254	4 253	0 %	4 218	
EBIT, ex IFRS and adj.	403	383	5 %	382	NOK 390m pre-announced
IFRS biomass adj.	-1	n.m.	n.m.		
Associates	3	3	0 %		
Write downs (Canada)	54	20			Non cash effect
PTP	166	312	n.m.	299	
Result for period	100	234	n.m.	233	
EPS	0.03	0.065	n.m.	0.070	
Sale volumes	104 589	102 000			As pre-announced
Norwegian volumes	67 386	68 000			As pre-announced
EBIT/ing (HOG) - Norway	3.60	3.20			Pre-ann. incl gain on asset sale
EBIT Norway	243	218			As pre-announced

Key figures	2009	2010	2011	2012E	2013E	4Q10	4Q11
Total revenues	14 500	15 191	16 228	14 923	16 372	4 588	4 254
EBITDA	2 188	3 874	3 589	2 479	3 304	1 229	580
EBIT (before IFRS)	964	3 198	2 720	1 774	2 599	1 065	403
Net IFRS adj.	301	1 092	-1 326	0	0	499	-1
PTP	1 661	4 281	1 325	1 490	2 319	1 531	166
Reported EPS	0,363	0,878	0,269	0,315	0,476	0,313	0,028
EPS adj.	0,364	0,723	0,515	0,315	0,476	0,234	0,052
Chilean volumes	36 204	10 728	26 824	35 000	36 090	6 773	11 022
Norwegian volumes	201 676	202 456	217 510	236 000	237 920	59 973	67 386
Total volumes	327 100	295 841	343 685	360 000	361 300	90 485	104 589
Volumes Y/Y		-10 %	16 %	5 %	0 %		16 %
DPS	0,55	1,00	0,80	0,05	0,31		
NIBD	5 075	5 218	6 466	5 702	5 327	5 218	6 466
EV/ Sales			1,1	1,2	1,0		
EV/ EBITDA			5,0	6,9	5,1		
EV/EBIT, before adj.			6,6	9,7	6,5		
P/E adj			6,2	10,2	6,7		
P/B			1,1	1,0	0,9		

Source: Marine Harvest/FF research

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## Marine Harvest ASA 4Q 2011 results

Marine Harvest ASA reported 4Q EBIT and volumes broadly as pre-announced in January with EBIT of NOK 403m and EBIT-margin of 9.5%. Results were helped by old fixed price contracts and improved margins Y/Y in the downstream VAP Europe business, due to slow pass-through of raw material prices. The company booked gains from financial salmon contracts of NOK 71m in the quarter (new segment – see details below). NIBD came in somewhat below NOK 6.5b.

### Reporting structure

As of 1 April 2011, Marine Harvest implemented a new organisation, whereby the sales functions were carved out of the geographic structures and organised as a coordinated global sales entity, together with MH VAP Europe, in business area Sales and Marketing. The farming entities were similarly aligned in the new global business area Farming.

The purpose of the reorganisation is to maximise the overall value creation in the Group through directing the appropriate skillset and attention to the requirements of the two business areas respectively. The performance of the two business areas are monitored to reach the overall objective of maximising the operational EBIT per kg and margins. Consequently, external reporting will be focused towards measuring and illustrating the overall profitability of harvested volume based on source of origin (operational EBIT/kg) and EBIT margin for MH VAP Europe.

### Fish farming

As pre-announced in January, Marine Harvest ASA reported 4Q harvesting volumes of 104 600 t vs. previous guidance of 99 000 t. Volumes in Norway, Chile, UK and Canada were somewhat higher than guided. Operational farming EBIT came in at NOK 282m.

The table below sums up Marine Harvest 2012 volume guidance. We expect MHG 2012 volume growth in line with the guidance.

2012 volume guidance maintained

Marine Harvest ASA	2010	2011	Old 2012	New 2012	12/11 Y/Y
Harvesting volumes	volumes	volumes	Guidance	Guidance	growth
Farming Norway	202 456	217 510	235 000	235 000	8,0%
Farming Faroes	5 417	5 928	8 000	8 000	35 %
Farming UK	33 136	50 174	37 000	37 000	-26 %
Farming Canada	33 547	33 917	36 000	37 000	9 %
Farming Chile/US	10 570	26 824	35 000	35 000	30 %
Farming Ireland	10 557	9 332	9 000	8 000	-14 %
<b>Total farming</b>	<b>295 683</b>	<b>343 685</b>	<b>360 000</b>	<b>360 000</b>	<b>4,7%</b>

Source: Fondsfinsans and MHG

### Farming Norway

MHG reported Norwegian 4Q harvesting of 67 400 t, up 12% Y/Y. Operational EBIT (including Sales & Marketing) came in at NOK 278m, including NOK 30m positive contribution from sale of three fresh water sites in the quarter. Operational EBIT/kg equalled NOK 4.13 including the one-off from the asset sale and contributions from Sales & Marketing. Excluding sales and marketing, operational EBIT/kg was NOK 3.61, and NOK 3.16 excluding assets sales.

Non-seawater costs/kg were down NOK 0.30 Y/Y, and the company expects costs to continue to come down. However, increased feed costs Y/Y

represented NOK 1.20/kg in the quarter. Furthermore, costs related to mitigation of sea lice of NOK 0.79/kg were in the higher end of the NOK 0.6-0.8 guidance.

*Still PD in region south*

In region South, MHG continued to report on Pancreas Disease, causing significantly higher production costs compared to the other Norwegian farming segments. Management stressed the importance of preventing PD spreading to other regions, and commented that there is no PD infected fish north of the PD border at present.

*MHG taking action on contracts*

At 4Q, management stated that there have only been minor issues related to customers trying to renege on contracts, and that the company is taking action to secure its interests. It is positive that Marine Harvest confirms its strict position in this regard.

*4Q sales contracts*

Furthermore, the company reported that around 11 000 t of Norwegian 1Q 12 and around 7 500 t for 2Q12 are secured at contract prices at levels slightly lower than the contracts that expired in 4Q11.

### **Farming UK**

*Favourable contracts and higher volumes*

UK 4Q harvesting came in at 12 800 t. Margins were relatively good at NOK 3.57/kg (NOK 4.32 including sales and marketing). Favourable contract prices and higher volumes Y/Y (up 25%, creating economies of scale in the non-seawater operations) contributed. However, increased feed cost and feed conversion ratio impacted negatively. Biological performance and growth remains good, with low mortality favourable seawater temperatures.

*Good biology*

Due to historical smolt stocking patterns, 2012 UK harvesting is expected to be significantly lower than for 2011.

### **Farming Chile**

*Strong volume growth*

Chilean 4Q harvesting came in at 11 000 t, up from low levels of 6 800 t a year ago. EBIT/kg came in at NOK 2.82, NOK 1.77 excluding sales and marketing. Margins were especially good on sales in the Brazilian, Japanese and US markets.

*Sea lice and higher feed conversion ratio increasing cost*

The company reports on low mortality and sea lice levels under control, but at a significant and increasing cost. Treatment for sea lice was undertaken in all months of the quarter. Consequently underlying production cost is increasing, also driven by higher feed conversion ratio.

*Presently good conditions, but high risk*

Marine Harvest still considers biological risk in Chile as high, and slow implementation of regulations remains a concern.

### **Farming Canada**

*Kudoa (soft flesh syndrome) in Canada*

Marine Harvest reported a continued weak performance in Canada, with an operational EBIT of minus NOK 35m (-27 including sales and marketing), or NOK -4.02/kg. Lower achieved price was the main factor, but feed and other seawater costs are also up. Achieved prices were negatively impacted by Kudoa (soft flesh syndrome), with a charge of NOK 20m in 4Q.

*Restructuring Canadian operations*

As previously announced, a restructuring plan for the Canadian operations was presented at 4Q, whereby farming in the least favourable areas will be discontinued. In connection with this, asset write-downs of NOK 54m and restructuring cost of NOK 23m were recognised in 4Q11 EBIT (but not in operational EBIT). Administration will also be reduced as a consequence of the restructuring.

*4Q write-downs and restructuring costs*

*Expecting improvement in 2H 2012*

The sites that are to be discontinued will be harvested out in 1H 2012. Longer term, the company expects to see improved performance in 2H 2012 onwards, and management stated at 4Q that the company is "close to solving Kudoa in Canada".

## VAP Europe (Pieters)

*EBIT up Y/Y despite somewhat lower volumes*

Value added products (VAP Europe) reported significant margin expansion Y/Y and Q/Q due to slow pass-through of raw material prices. Achieved price are somewhat down Y/Y, but still lag the drop in raw material cost. Operational EBIT came in at NOK 65m, up from 28m in 4Q 2010 despite somewhat lower volumes of 16,800 t.

*Smoked salmon lagging*

In terms of demand for value added products, the company experienced a good development within fresh salmon, whereas MHG sale of frozen salmon to the US market was down, due to closure of the polish factory in May 2011. Contracts and still high prices hampered demand for smoked salmon products, but the company expects to see increased demand in this segment.

*One VAP plant in France will be expanded with a new MAP facility*

Marine Harvest has 12 VAP plants in Europe, located in France (6), Belgium (2), The Netherlands (1), Hamburg (1) and Prague (1), focusing on sourcing, primary and secondary processing, product development, marketing, sales and distribution. The VAP plant at Boulogne Sur Mer in France is to be enlarged with a new MAP (Modified Atmosphere Packaging) processing facility. The plant is expected to be completed later in 2012.

Main competitors include Morpol, Norway Seafoods, Lerøy Seafood Group, Labeyrie/Alfesca and partly Findus. Retail is the most important segment for MHG VAP Europe, and focus is on Western Europe and especially the higher end of the market. The products are mainly sold through European retail chains and food service companies. Tesco, Metro, Sainsbury, Nestle, Carrefour and Picard are among the largest customers.

*Focus on operational efficiency*

Going forward, focus will be on increased operational efficiency and optimization of the product portfolio. The decision to enlarge the VAP plant at Boulogne is an important step towards reaching these targets. Further growth is primarily planned on a stand-alone basis, but the company may be opportunistic with regard to structural opportunities in the European market.

## Our updated global supply/demand estimates

*Strong supply growth in 2011*

In 2011, global supply of farmed Atlantic salmon totaled around 1,6m t WFE, up around 11.2% Y/Y. Supply growth was especially strong in 2H 2011, as Chilean volumes hit the market.

*MHG: Continued high industry supply growth, but market balance gradually improving*

At 4Q11, Marine Harvest guided on 2012 global supply growth of 11%-16%, increasing industry volume estimates by around 70,000 t compared to the company's previous guidance given at 3Q11, with Chile and Norway contributing the most. MHG expects the supply growth to be especially pronounced in 1Q12, before gradually coming down. At 4Q management stated that it expects the market balance in 2H 2012 to be better than the present state.

*Fondsfinsans estimates -Low end of MHG range*

We estimate global supply to grow by around 11% in 2012, again with Chile and Norway contributing the most. Our estimate is in the lower end of Marine Harvest's guidance. Y/Y supply growth is expected gradually drop off through 2012 as Norway moves towards capacity Chile growth comes down from very high levels. Because Chile will show the highest growth rate among the producing countries, we estimate European supply to grow more slowly, at around 4% for 2012 vs. around 8% in 2011. We believe that lower European supply growth could stimulate regionally higher prices in Europe for fresh fish.

In the longer term, we expect global supply to stabilize and come marginally down again in 2013 and 2014, driven by capacity constraints in Norway and Chile, as well as lower Faroese production.

The table below sums up our supply forecasts.

Global Salmon Supply Y/Y - 1.000 wfe tons. Updated February 2012 (post 4Q)

*Fondsfinans supply estimates*

Atlantic Salmon	2005	2006	2007	2008	2009	2010	2011	2012E	2013E	2014E	2007	2008	2009	2010	2011	2012E	2013E	2014E
Norway	572	596	721	741	856	944	1 006	1 071	1 060	1 039	21 %	3 %	16 %	10 %	7 %	6 %	-1 %	-2 %
UK	120	128	137	136	143	142	158	143	143	141	7 %	0 %	5 %	-1 %	11 %	-9 %	0 %	-2 %
Faroe Islands	19	13	19	35	48	42	57	62	58	56	62 %	83 %	37 %	-12 %	34 %	9 %	-5 %	-5 %
Ireland	10	11	15	12	16	18	16	15	15	15	31 %	-22 %	35 %	14 %	-10 %	-4 %	0 %	0 %
Iceland	7	4	2	1	1	0	0	0	0	0	-50 %	-50 %	0 %					
<b>European supply</b>	<b>727</b>	<b>752</b>	<b>893</b>	<b>924</b>	<b>1 063</b>	<b>1 145</b>	<b>1 236</b>	<b>1 291</b>	<b>1 277</b>	<b>1 250</b>	<b>19 %</b>	<b>3 %</b>	<b>15 %</b>	<b>8 %</b>	<b>8 %</b>	<b>4 %</b>	<b>-1 %</b>	<b>-2 %</b>
Chile	385	369	356	404	239	130	222	350	381	381	-3 %	13 %	-41 %	-46 %	71 %	58 %	9 %	0 %
Canada	108	115	110	119	115	118	109	103	105	105	-5 %	9 %	-3 %	2 %	-8 %	-5 %	2 %	0 %
US	10	10	12	17	16	18	19	19	19	18	18 %	44 %	-6 %	13 %	6 %	0 %	0 %	-5 %
Oceania	16	17	24	26	32	33	36	40	41	41	41 %	8 %	23 %	3 %	9 %	11 %	2 %	0 %
<b>Americas supply</b>	<b>518</b>	<b>511</b>	<b>502</b>	<b>566</b>	<b>403</b>	<b>299</b>	<b>386</b>	<b>512</b>	<b>546</b>	<b>545</b>	<b>-2 %</b>	<b>13 %</b>	<b>-29 %</b>	<b>-26 %</b>	<b>29 %</b>	<b>33 %</b>	<b>7 %</b>	<b>0 %</b>
<b>Global At. Salmon supply</b>	<b>1 245</b>	<b>1 262</b>	<b>1 395</b>	<b>1 490</b>	<b>1 466</b>	<b>1 444</b>	<b>1 622</b>	<b>1 803</b>	<b>1 823</b>	<b>1 795</b>	<b>10 %</b>	<b>7 %</b>	<b>-2 %</b>	<b>-1 %</b>	<b>12 %</b>	<b>11 %</b>	<b>1 %</b>	<b>-2 %</b>
<b>Salmon supply YoY</b>		<b>1 %</b>	<b>10 %</b>	<b>7 %</b>	<b>-2 %</b>	<b>-1 %</b>	<b>12,3%</b>	<b>11,2%</b>	<b>1,1%</b>	<b>-1,5%</b>								

On the demand side, Marine Harvest reported on strong development in parts of the EU, Russia, the US and new markets like Brazil. In addition, a number of other markets have shown very high percentage growth rates in the latest quarters. However, lead times for reduced raw material prices to pass through to retail prices on fresh products in some EU-countries – Notably important markets like France and the UK – and for smoked salmon product in general, has dampened consumer response. These observations correspond well with our own data and estimates, and we expect to see a significant response once prices in these markets start to come down.

The table below sums up our demand forecasts for the main markets.

*Fondsfinans demand estimates; Potential demand from 2013 onwards be higher than forecasted supply*

Distribution of demand	2005	2006	2007	2008	2009	2010	2011	2012E	2013E	2014E	2007	2008	2009	2010	2011	2012E	2013E	2014E
EU-27	634	650	709	744	766	739	794	838	863	885	9 %	5 %	3 %	-4 %	7 %	6 %	3 %	2 %
US	302	293	306	295	277	258	285	306	309	309	4 %	-3 %	-6 %	-7 %	10 %	8 %	1 %	0 %
Japan	57	42	45	47	39	33	44	51	52	52	6 %	5 %	-17 %	-16 %	33 %	16 %	3 %	0 %
Russia	64	51	73	75	78	100	134	161	169	174	44 %	3 %	5 %	27 %	34 %	20 %	6 %	3 %
New/other markets	186	227	264	314	329	318	365	424	466	501	16 %	19 %	5 %	-3 %	15 %	16 %	10 %	7 %
<b>Total consumption</b>	<b>1 242</b>	<b>1 263</b>	<b>1 396</b>	<b>1 476</b>	<b>1 489</b>	<b>1 448</b>	<b>1 621</b>	<b>1 780</b>	<b>1 861</b>	<b>1 922</b>	<b>10,5%</b>	<b>5,7%</b>	<b>0,9%</b>	<b>-2,8%</b>	<b>12,0%</b>	<b>9,8%</b>	<b>4,5%</b>	<b>3,3%</b>
<b>Market distribution YoY</b>		<b>1,6%</b>	<b>10,5%</b>	<b>5,7%</b>	<b>0,9%</b>	<b>-2,8%</b>	<b>12,0%</b>	<b>9,8%</b>	<b>4,5%</b>	<b>3,3%</b>								
European demand	698	701	782	819	844	839	928	999	1 033	1 059	12 %	5 %	3 %	-1 %	11 %	8 %	3 %	3 %
America/ASIA	544	562	614	657	645	609	694	781	828	863	9 %	7 %	-2 %	-6 %	14 %	13 %	6 %	4 %
European d/s ratio	0,97	0,94	0,88	0,89	0,79	0,73	0,75	0,77	0,81	0,85								
New markets , % world	15 %	18 %	19 %	21 %	22 %	22 %	23 %	24 %	26 %	28 %								

Source: Fondsfinans estimates. Historical numbers represent actual consumption

We estimate peak global oversupply in the salmon market these days and that the salmon cycle will gradually turn up as Y/Y supply growth starts coming down. Based on our estimates, we expect the market to become demand driven from 4Q 2012 and maintain 2012 reference salmon price (measured on the Norwegian boarder) of around NOK 27/kg while we forecast 2013 price around NOK 30/kg. Farm gate prices could move significantly higher in 2014.

### Marine Harvest ASA fixed price contracts

*MHG fixed price contracts*

At 4Q11 Marine Harvest reported that around 11 000 t of Norwegian 1Q 12 and around 7 500 t for 2Q12 are secured at contract prices at levels slightly lower than the contracts that expired in 4Q11 in the new Sales and marketing segment.



## Marine Harvest estimates

The table below sums up our quarterly Marine Harvest ASA estimates.

MHG (Harvesting/sales volumes)	1q10	2q10	3q10	4q10	1q11	2q11	3q11	4q11e	1q12E	2q12E	3q12E	4q12E
Norway	50 198	48 105	44 180	59 973	48 443	54 112	47 569	67 386	58 000	59 000	57 000	62 000
Faroe Islands	1 148	1 362	1 362	1 545	2 315	2 197	1 1415	2 000	2 000	2 000	2 000	2 000
Scotland	6 762	7 167	8 993	10 214	10 353	13 014	14 037	12 770	9 000	10 000	9 000	9 000
Canada	10 835	6 791	6 432	9 489	9 473	7 772	7 959	8 713	10 000	9 000	8 500	8 500
Chile (sale volumes)	1 412	1 803	740	6 773	3 602	1 164	11 036	11 022	9 000	8 000	9 000	9 000
Ireland	2 706	3 035	2 325	2 491	1 901	1 673	2 475	3 283	2 000	2 000	2 000	2 000
<b>Total farming</b>	<b>73 061</b>	<b>68 263</b>	<b>64 032</b>	<b>90 485</b>	<b>76 087</b>	<b>79 932</b>	<b>83 077</b>	<b>104 589</b>	<b>90 000</b>	<b>90 000</b>	<b>87 500</b>	<b>92 500</b>
Farming growth YoY	-4 %	-19 %	-20 %	4 %	4 %	17 %	30 %	16 %	18 %	13 %	5 %	-12 %
MHG (EBIT-margin (NOK/kg))	1q10	2q10	3q10	4q10	1q11	2q11	3q11	4q11e	1q12E	2q12E	3q12E	4q12E
Farming Norway	8,6	11,2	13,4	13,1	13,4	12,8	5,1	3,6	3,5	4,0	4,1	5,1
Farming Faroe (72,6%)	8,7	12,5	15,4	12,3	18,1	10,4	0,0	-1,5	3,5	4,0	4,1	5,1
Farming Scotland	6,2	9,3	10,9	9,0	12,9	12,9	9,1	3,6	3,6	3,5	4,5	5,0
Farming Canada	8,4	11,6	2,7	4,0	8,8	3,9	-7,8	-4,0	2,0	2,5	3,0	4,0
Farming Chile/US	-6,8	9,3	23,6	13,0	12,9	-21,1	4,3	1,0	3,3	3,5	3,7	5,1
Farming Ireland	8,1	7,9	5,6	10,8	10,5	5,6	8,1	5,8	4,0	3,0	3,5	4,5
<b>MHG (EBIT/kg - NOK/kg)</b>	<b>8,03</b>	<b>10,89</b>	<b>11,83</b>	<b>11,58</b>	<b>12,81</b>	<b>11,23</b>	<b>4,55</b>	<b>2,70</b>	<b>3,33</b>	<b>3,73</b>	<b>3,98</b>	<b>4,98</b>
MHG - Segment EBIT	1q10	2q10	3q10	4q10	1q11	2q11	3q11	4q11e	1q12E	2q12E	3q12E	4q12E
Farming Norway	431	540	591	784	650	692	245	243	203	236	234	316
Farming Faroe Islands	10	17	21	19	42	23	-2	-2	7	8	8	10
Farming UK	42	67	98	92	133	168	128	46	32	35	41	45
Farming Canada	91	79	17	38	83	30	-62	-35	20	23	26	34
Farming Chile	-10	17	18	88	46	-25	48	12	30	28	33	46
Farming Ireland	22	24	13	27	20	9	20	19	8	6	7	9
<b>Total farming EBIT</b>	<b>586</b>	<b>744</b>	<b>758</b>	<b>1 048</b>	<b>975</b>	<b>897</b>	<b>377</b>	<b>282</b>	<b>300</b>	<b>336</b>	<b>348</b>	<b>460</b>
VAP-volumes (product weight)	14 701	15 086	14 617	18 582	15 341	14 604	13 259	16 767	16 261	16 300	15 000	17 270
VAP-volume growth YoY	11 %	5 %	6 %	11 %	4 %	-3 %	-9 %	-10 %	6 %	12 %	13 %	3 %
VAP EBIT-margin (NOK/kg p.w.)	2,98	4,04	1,55	1,88	0,45	0,07	2,64	3,91	3,07	3,68	5,33	3,91
EBIT VAP Europe (Pieters)	44	61	23	35	7	1	35	66	50	60	80	94
EBIT White sterling halibut	-2	1	2	-2	2	3	2	2	3	3	3	3
EBIT Sales & Dist. (new segment)	2	3	3	5	6	0	74	71	40	30	0	0
Elimination to EBIT/HQ/internals	-24	-17	-32	-21	-26	-7	-28	-18	-9	-9	-9	-9
<b>MHG group EBIT (bef IFRS and FX)</b>	<b>606</b>	<b>792</b>	<b>753</b>	<b>1 065</b>	<b>963</b>	<b>894</b>	<b>459</b>	<b>403</b>	<b>384</b>	<b>420</b>	<b>422</b>	<b>548</b>
Source: Fondsinans and MHG					59 %	13 %	-39 %	-62 %	-60 %	-53 %	-8 %	36 %

We expect MHG EBIT to trough in 1Q 2012

The table below sums up yearly MHG estimates.

Marine Harvest (EBIT NOK/KG)	2008	2009	2010	2011	2012	2013
Farming Norway	4,0	5,4	11,6	8,4	4,2	6,7
Farming Faroe Islands	3,4	4,8	12,4	10,3	4,2	6,7
Farming UK	2,7	7,3	9,0	9,5	4,1	6,6
Farming Canada	3,0	6,3	6,7	0,5	2,8	4,3
Farming Chile	-7,8	-11,1	10,5	3,0	3,9	6,7
Farming Ireland	7,2	2,4	8,1	7,3	3,8	6,3
<b>Farming EBIT/kg (NOK/HOG)</b>	<b>1,0</b>	<b>3,8</b>	<b>10,4</b>	<b>7,2</b>	<b>3,9</b>	<b>6,3</b>
VAP EBIT-margin (NOK/kg p.w.)	3,30	4,81	2,58	1,81	4,38	3,65

Marine Harvest ASA - EBIT	2008	2009	2010	2011	2012	2013
Norway	678	1 090	2 346	1 829	989	1 600
Faroe Islands	25	30	67	61	33	54
UK	87	274	299	475	153	247
Canada	107	232	225	16	102	145
Chile/US	-589	-401	113	81	137	243
Ireland	31	21	86	68	30	51
<b>EBIT Total farming</b>	<b>338</b>	<b>1 245</b>	<b>3 135</b>	<b>2 531</b>	<b>1 444</b>	<b>2 339</b>
EBIT VAP Europe (Pieters)	181	280	162	108	284	244
EBIT White halibut	27	5	-1	9	12	12
EBIT Sales & Dist. (new segment)	16	20	13	151	70	40
Elimination to EBIT/HQ	-297	-587	-94	-80	-36	-36
<b>MHG EBIT (ex. IFRS)</b>	<b>265</b>	<b>964</b>	<b>3 216</b>	<b>2 720</b>	<b>1 774</b>	<b>2 599</b>

Source: Fondsinans

Marine Harvest - Harvesting vol	2008	2009	2010	2011	2012	2013
Norway	171 086	201 676	202 456	217 510	236 000	237 920
Faroe Islands	7 421	6 349	5 417	5 928	8 000	8 000
Scotland	32 341	37 698	33 136	50 174	37 000	37 370
Canada	36 050	36 537	33 547	33 917	36 000	33 840
Chile/US (sales volumes)	75 395	36 204	10 728	26 824	35 000	36 090
Ireland	4 329	8 636	10 557	9 332	8 000	8 080
<b>Total farming (HOG t)</b>	<b>326 622</b>	<b>327 100</b>	<b>295 841</b>	<b>343 685</b>	<b>360 000</b>	<b>361 300</b>
Farming growth YoY		0 %	-10 %	16 %	5 %	0 %
VAP-volumes (product weight)	54 957	58 159	62 986	59 971	64 831	66 776
<b>VAP growth YoY</b>		6 %	8 %	-5 %	8 %	3 %

## Marine Harvest financial position – 4Q refinancing completed

4Q11 NIBD came in at around NOK 6.5b, which was somewhat higher than our initial estimate. NIBD was up NOK 325m Q/Q, including currency gains of NOK 72m. MHG aims for a NIBD of around **NOK 5.8b** over time (up from NOK 5.5b previously). Working capital will come considerably up in 4Q, following working capital release in the first three quarters. 3Q cash flow was NOK 261m, close to our expectation of NOK 276m.

*Existing facility increased – Paying down short-term debt from Geveran*

At 4Q11 the company announced that an increase in the existing facility agreement from EUR 600m to EUR 750m was in place with the bank consortium consisting of DNB, Nordea, Rabobank and ABN Amro. The facility has been utilised to pay down short-term interest bearing debt.

*Terms and covenants unchanged*

The facility runs to 1Q 2015, and there are no repayments in 2012 – Semi-annual repayments of EUR 16m commence in 2013. Terms and covenants are unchanged, stating that NIBD/12 month rolling EBITDA adj. shall be no less than 3.5 to 2Q12 before falling to 3.25 and then 3.0 from 2Q14 until maturity. The equity ratio covenant is 40%.

*NIBD expected to come down through the following quarters*

We estimate NIBD/12 month rolling EBITDA to peak at around 2.4 in 3Q 2012 (previous estimate: 2.5), taking an expected 2012 dividend of NOK 0.05 per share into account, which is well within the covenant.

*Net working capital down in 2012E by up to NOK 200m according to company*

Driven by reductions in smolt release, the company guided at 4Q on incremental 2012 working capital release of up to NOK 200m. This compares to a net working capital build-up of around NOK 600m in 2011.

The table below sums up our estimated development in MHG financials.

Bank covenants: Net gearing < 3.5 (3.25 from 2q12 and 3.0 from 2q14). Equity covenant > 40%.

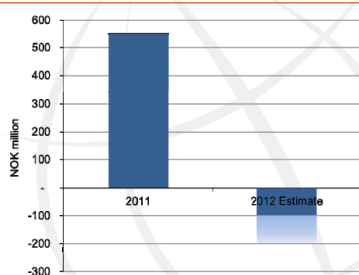
Marine Harvest ASA	2011				2012				2013		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
EBITDA (ex. IAS 41)	1 127	1 257	626	580	560	596	598	725	777	783	833
Exceptionals	45	124	101	108							
EBITDA incl exceptionals	1 172	1 381	726	687	560	596	598	725	777	783	833
4q Rolling EBITDA incl exceptionals	4 394	4 806	4 587	3 965	3 354	2 569	2 442	2 479	2 696	2 883	3 118
NIBD	4 654	5 800	6 141	6 466	6 273	5 592	5 830	5 702	5 190	5 070	5 053
<b>NIBD/adj EBITDA (max 3.5)</b>	<b>1.06</b>	<b>1.21</b>	<b>1.34</b>	<b>1.63</b>	<b>1.87</b>	<b>2.18</b>	<b>2.39</b>	<b>2.30</b>	<b>1.93</b>	<b>1.76</b>	<b>1.62</b>
Equity ratio (min. 40%)	56 %	47 %	47 %	48 %	49 %	50 %	49 %	51 %	52 %	51 %	51 %

Source: Fondsfinans

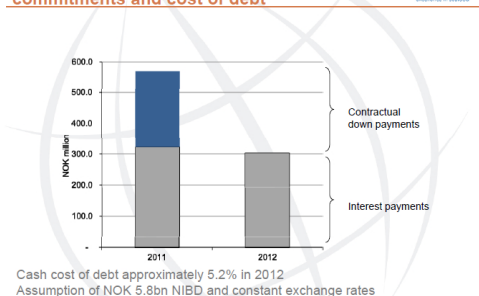
*We expect NIBD/EBITDA to peak at around 2.4 in 3Q 12 following a 2012E dividend of NOK 0.05*

*We reduce net financial in accordance with new guidance*

Marine Harvest: Working capital guidance



Marine Harvest: Guidance on financial commitments and cost of debt



## Marine Harvest valuation and recommendation

We value Marine Harvest on market outlook and cultivation risks. Additionally, we continue to estimate individual target multiples to the different farming countries based on 2012. We set set EV/kg=41 (from ordinary operations) as updated upstream 12 month target values.

Non-farming assets are spilt up in the SOTP. We value MHG Pieters (downstream) equal to EV/EBIT=8 (8) on 2012 estimates. We forecast 2012 EBIT for Pieters to be NOK 284m (peak earnings). In addition, we have estimated real estate values of NOK 240m. Consequently, we set downstream value to slightly below NOK 2.3bn. Total non-farming values (incl. HQ elimination) are set to slightly below NOK 5.1bn.

In total, we estimate updated SOTP values of NOK 4.0 per share implicitly corresponding to EV/kg of 41 (from ordinary operations) as a 12 month target. Currently, MHG trades at an implicit EV/kg around NOK 33. We estimate NIBD at the end of 2012 to around NOK 5.7bn. We maintain our Buy recommendation.

*SOTP values of 4.0 NOK /share, implicitly corresponding to EV/kg ~NOK 41 (from ordinary operations)*

*Remaining tax assets of NOK 659m*

*Global Sales – New segment in our model*

*NIBD is coming down*

Marine Harvest ASA	HOG-margin	HOG-volumes	Licenses	EBIT (MNOK)	Impl. EV/kg	EV/EBIT target	EV (MNOK)
Norway	4,19	236 000	218	989	42	10,0	9 889
Faroe Islands	4,18	8 000	7	33	41	9,8	328
UK (West Coast)	4,13	37 000	25	153	41	10,0	1 529
Canada	2,83	36 000	37	102	40	n.m.	1 440
Chile (ex. US)	3,91	35 000	166	137	39	10,0	1 369
Ireland	3,75	8 000	10	30	42	n.m.	336
<b>EV farming (Upstream)</b>	<b>3,92</b>	<b>360 000</b>	<b>463</b>	<b>1 444</b>	<b>41</b>	<b>10,3</b>	<b>14 891</b>
MOWI brood/smoltfish		60	21		1,2	20	420
Centre For Aquaculture Competence (R&D)			2		42		60
Remaining tax assets					1,8		659
Dividend to be paid in 2012					0,50		179
<b>EV farming adj. (upstream)</b>					<b>45</b>		<b>16 209</b>
VAP Europe (Pieters)	4,38	64 831		284		8	2 272
European estate values (Pieters)			12		20		240
Global Sales & Dist. incl US (new segment)			3	70		9	630
<b>EV downstream values</b>						<b>11,1</b>	<b>3 142</b>
White halibut (Rogaland)	4,92	1 828	3	12		10	120
NovaSea AS (48%)	4,19	33 564	35,3	141	43	10,0	685
Finnøy Fisk AS	45 %	3 500	3	33	42		66
Aker Seafoods ASA	11,8%	MCap					72
AquaGen AS	11,1%		9			6	86
<b>EV others/minorities</b>							<b>1 029</b>
<b>Group EV values</b>				<b>1 704</b>		<b>12,0</b>	<b>20 379</b>
Overhead/HQ/eliminations				-36		12,0	-431
<b>31.12.2012 NIBD</b>							<b>5 702</b>
Asset values							14 247
Outst. shares							3 581m
<b>SOTP target value (per share)</b>							<b>4,0</b>
EV Non-farming (incl HQ)							5 058
Market Cap						3,17	11 352
<b>Adj. group EV</b>					MHG trades at EV farming/kg		<b>17 055</b>
<b>Adj. EV farming trading</b>					<b>33</b>		<b>11 997</b>

Source: Fondsfinans



## Risk assessment

### *Sensitivities of MHG estimates are very high*

The sensitivity of MHG estimates to key assumptions is very high. According to the company, a change of NOK 1 per kilo in salmon price will represent an annual EBIT and CF effect of around NOK 360m and NOK 310m. Similarly, a change in global feed price of NOK 1 per kilo has an EBIT impact of about NOK 270m.

Salmon prices around the world will differ from market to market. MHG primarily sells fish in EUR and USD. MHG has primarily EUR, CAD and USD bank debt and a convertible bond of EUR 225m. At 2Q, the company reported an increased bank facility of EUR 200m. Increased bank debt will be used as working capital increase in 2H (feeding the fish (building up biomass)). We stipulate group working capital to peak during 1Q 2012, for thereafter to come down again.

Potential fish diseases could always hit underlying values in fish farming. The risk increases in summer and in 3Q when the sea water temperatures are higher and the density of the cages are up. In Norway, a total of 15 PD sites were confirmed in June 2011.

The updated Aquaculture Law in Chile came into force in April 2010. This post-ISA fish health system will contribute to sustainable long term farming conditions. 53 separate cultivation zones are defined and a local area management regime will start to regulate the future production in the zones. MHG working capital in Chile will gradually increase given that the company wants to ramp up the production again. In our model, we have anticipated MHG to build up Chile, starting from 2013. Though growth and mortality remains good, the company expresses some concern regarding SRS, Caligus (Chilean sea lice issues) and slow implementation of regulations.

### *Gullestad report in Norway*

In Norway, there is currently a similar debate of implementing production zones. If this becomes reality, the capacity utilization will likely come down over time. Gullestad expert working group has proposed implementing production zones, in Chile, UK and Faroe Island, to help sea water conditions against potential summertime sea lice and PD issues.

### *Kudoa in Canada*

In the Campbell River area (14 MHG sites), Kudoa (soft-flesh syndrome) may occur from time to time. Kudoa is a typical customer claim. At 4Q11, Marine Harvest continued to report Kudoa challenges linked to the Campbell River area. In the 2010 annual report, the company says it will take some time to sort out the Kudoa challenges. Kudoa is only a local phenomenon in the specific Campbell River area. At 4Q11, the company presented a restructuring plan for Marine Harvest Canada. The company will concentrate production at the best sites, while other sites will be closed down in order to improve biological performance. The company expects to see improved biology and reduced costs from 2H 2012 onwards.

## Definitions of ratings

**Buy** Low risk: with a potential of min 5%. Medium risk: with a potential of min 10%. High risk: with a potential of min 15%.

**Neutral** Low risk: -5% to +5%. Medium risk: -10% to +10%. High risk: -15% to +15%.

**Sell** Low risk: min 5%. Medium risk: min 10%. High risk: min 15%.

**Risk ratings** are based on price volatility, fundamental criteria and perceived risk. Ratings are: Low (L), Medium (M) and High (H).

**Target:** Our valuation as of today.

**Time frame of target:** Target is what we value the share as of today.

Recommendation distribution as of 08.02.12:

Recommendation	No	Percent
Buy	37	73 %
Neutral	11	22 %
Sell	3	6 %
Total	51	100 %

Companies in each recommendation category that have been investment banking clients over the past 12 months:

Recommendation	No	Percent
Buy	1	3 %
Neutral	1	9 %
Sell	0	0 %
Total	2	

Our intention is to issue preview and update research on a quarterly basis.

Our investment recommendation is elaborated in accordance with "The Norwegian Securities Dealers Associations" standards.

This report has not been sent to the company for correction of any factual errors.

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One of the analysts is partner in DIS Fondsfinans.

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The recommendation has not been changed. The previous recommendation was issued 05.02.12.

Ownership per 09.02.12 in Marine Harvest ASA:

Analyst (including his/her closely related persons or companies):

0, corresponding to 0% of the company share capital

Employees (including their respective closely related persons or companies):

1 000, corresponding to 0.0% of the company share capital

Group Fondsfinans (including the holdings of its Chairman, his spouse and their closely related companies, Erik Must AS and its 100% controlled subsidiaries):

0, corresponding to 0% of the company share capital

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This report was issued and distributed 09.02.12.

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# Marine Harvest ASA

Analyst: Bent Rolland +23113027

Sector:	Aquaculture	Price (NOK):	3,20	Shares outst.:	3 581,1m
Date:	09.02.2012	Book equity per share (NOK):	3,03	Market cap (NOKm):	11 460
Next result:	05.05.2012	Equity ratio:	48 %	Net int.bearing debt (NOKm):	6 466
Target	4,0	Avg daily vol (90d):	29 440	Entrprise value (NOKm):	17 926
Recommendation:	Buy	12 months High / Low:	6,2 / 2,2	OSEBX:	411

Financial data (NOK mill)	2009	2010	2011	2012E	2013E	4q10	1q11	2q11	3q11	4q11	1q12E	2q12E
Operating income	14 500	15 191	16 228	14 923	16 372	4 588	3 942	4 393	3 640	4 254	3 649	3 709
Costs of goods/other op. ex	-12 313	-7 691	-8 399	-8 033	-8 480	-3 359	-2 816	-3 136	-3 014	-3 674	-3 088	-3 113
EBITDA	2 188	3 874	3 589	2 479	3 304	1 229	1 127	1 257	626	580	560	596
EBITDA-margin	15 %	25 %	22 %	17 %	20 %	27 %	29 %	29 %	17 %	14 %	15 %	16 %
Depreciation	-688	-653	-667	-705	-705	-167	-163	-162	-165	-176	-176	-176
Asset write downs	-536	-23	-188	0	0	3	0	-188	0	0	0	0
EBIT bef. fair value adj. of biomass	964	3 198	2 720	1 774	2 599	1 065	963	894	459	403	384	420
EBIT-margin (before IFRS)	7 %	21 %	17 %	12 %	16 %	34 %	17 %	9 %	-1 %	9 %	11 %	11 %
Net IFRS adj	301	1 092	-1 326	0	0	499	-312	-513	-500	-1	0	0
EBIT (operating profit)	1 265	4 290	1 394	1 774	2 599	1 564	652	381	-41	402	384	420
EBIT-margin (after fair val. adj. biomc	9 %	28 %	9 %	12 %	16 %	34 %	17 %	9 %	-1 %	9 %	11 %	11 %
Associates (NovaSea/Finnøy Fisk)	69	202	6	16	20	70	2	0	1	4	4	4
Write downs/net currency effects	691	297	-249	0	0	132	-58	0	12	-203	0	0
Net financial items	-364	-507	174	-300	-300	-235	-162	400	-28	-37	-75	-75
EBT (earnings before tax)	1 661	4 281	1 325	1 490	2 319	1 531	433	781	-55	166	313	348
Taxes on profits	76	-204	-86	-101	-172	-43	-19	40	-46	-62	-21	-23
Change in deferred taxes	-434	-949	-288	-261	-443	-397	-265	-136	119	-5	-54	-60
Profit for the period, continued operati	1 303	3 128	951	1 127	1 704	1 092	149	685	18	100	238	265
Net profit in the period	1 303	3 168	951	1 127	1 704	1 131	149	685	18	100	238	265
Minority share of profit	6	29	-12	0	0	13	-3	-9	0	-1	0	0
Profit to the shareholders of MHG	1 297	3 139	964	1 127	1 704	1 118	152	694	18	100	238	265
<b>Adjustments:</b>												
Biomass FV adjustment	-301	-1 092	1 326	0	0	-499	312	513	500	1	0	0
Asset write downs	536	3	150	0	0	-3	0	150	0	0	0	0
One off items	-165	230	-225	0	0	140	-87	-144	-140	0	0	0
Tax effect of adjustments	-65	306	-371	0	0	-283	269	66	460	85	0	0
Net adjustment	5	-553	880	0	0	-283	269	66	460	85	0	0
Net result (adjusted)	1 302	2 586	1 843	1 127	1 704	835	421	759	478	185	238	265
Number of outstanding shares (mill)	3 575	3 575	3 581	3 581	3 581	3 575	3 581	3 581	3 581	3 581	3 581	3 581
EPS (NOK)	0,363	0,878	0,269	0,315	0,476	0,313	0,042	0,194	0,005	0,028	0,066	0,074
EPS (adj.)	0,364	0,723	0,515	0,315	0,476	0,234	0,118	0,212	0,133	0,052	0,066	0,074
CEPS	0,66	0,73	0,77	0,45	0,69	0,09	0,29	0,44	0,07	-0,03	0,10	0,29
DPS	0,55	1,00	0,80	0,05	0,31							
<b>Multiples:</b>												
EV/ Sales		0,0	1,1	1,2	1,0							
EV/ EBITDA		0,0	5,0	6,9	5,1							
EV/EBIT, before adj.		0,0	6,6	9,7	6,5							
P/E adj		0,0	6,2	10,2	6,7							
P/B		0,0	1,1	1,0	0,9							
<b>Farming volumes (g.w.):</b>												
Norway	201 676	202 456	217 510	236 000	237 920	59 973	48 443	54 112	47 569	67 386	58 000	59 000
Faroe Islands	6 349	5 417	5 928	8 000	8 000	1 545	2 315	2 197	1	1 415	2 000	2 000
Scotland	37 698	33 136	50 174	37 000	37 370	10 214	10 353	13 014	14 037	12 770	9 000	10 000
Canada	36 537	33 547	33 917	36 000	33 840	9 489	9 473	7 772	7 959	8 713	10 000	9 000
Chile	36 204	10 728	26 824	35 000	36 090	6 773	3 602	1 164	11 036	11 022	9 000	8 000
Ireland	8 636	10 557	9 332	8 000	8 080	2 491	1 901	1 673	2 475	3 283	2 000	2 000
<b>Total farming (t)</b>	<b>327 100</b>	<b>295 841</b>	<b>343 685</b>	<b>360 000</b>	<b>361 300</b>	<b>90 485</b>	<b>76 087</b>	<b>79 932</b>	<b>83 077</b>	<b>104 589</b>	<b>90 000</b>	<b>90 000</b>
<b>EBIT-margin per kilo (g.w.)</b>												
Farming Norway	5,4	11,6	8,4	4,2	6,7	13,1	13,4	12,8	5,1	3,6	3,5	4,0
Farming Faroe Islands	4,8	12,4	10,3	4,2	6,7	12,3	18,1	10,4	0,0	-1,5	3,5	4,0
Farming UK	7,3	9,0	9,5	4,1	6,6	9,0	12,9	12,9	9,1	3,6	3,6	3,5
Farming Canada	6,3	6,7	0,5	2,8	4,3	4,0	8,8	3,9	-7,8	-4,0	2,0	2,5
Farming Chile	-11,1	10,5	3,0	3,9	6,7	13,0	12,9	-21,1	4,3	1,0	3,3	3,5
Farming Ireland	2,4	8,1	7,3	3,8	6,3	10,8	10,5	5,6	8,1	5,8	4,0	3,0
<b>Farming EBIT/kg (NOK/HOG)</b>	<b>3,81</b>	<b>10,37</b>	<b>7,19</b>	<b>3,92</b>	<b>6,33</b>	<b>11,58</b>	<b>12,81</b>	<b>11,23</b>	<b>4,55</b>	<b>2,70</b>	<b>3,33</b>	<b>3,73</b>
Europa VAP-volumes, product weight	58 159	62 986	59 971	64 831	66 776	18 582	15 341	14 604	13 259	16 767	16 261	16 300
VAP EBIT-margin (NOK/kg p.w.)	4,81	2,58	1,81	4,38	3,65	1,88	0,45	0,07	2,64	3,91	3,07	3,68
Implicit cash flow per kilo fish sold	7,28	8,01	9,37	4,71	6,90	3,37	13,61	19,77	3,15	-1,02	3,81	11,50
<b>Balance Sheet (IFRS) MNOK</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012E</b>	<b>2013E</b>	<b>Largest shareholders</b>		<b>Number of shares</b>		<b>01.feb.12</b>		
Total fixed assets	11 900	12 490	12 917	12 256	11 675	Geveran Trading Co L		643 952 375		18,0%		
Total current assets	8 490	10 922	9 878	10 678	11 847	Folketrygdfondet		204 820 397		5,7%		
Total assets	20 389	23 411	22 795	22 934	23 523	Deutsche Bank		158 716 000		4,4%		
Total equity	11 461	12 592	10 847	11 796	12 389	Equity Tri-Party		146 831 033		4,1%		
Total debt	8 929	10 820	11 946	11 137	11 132	Geveran Trading Co L		123 480 400		3,4%		
Total equity and liabilities	20 389	23 411	22 794	22 933	23 522	State Street Bank		116 167 940		3,2%		
Equity ratio	56 %	54 %	48 %	51 %	53 %	Clearstream Banking		108 594 294		3,0%		
NIBD	5 075	5 218	6 466	5 702	5 327	The Northern Trust		101 522 493		2,8%		
Dividends	1 966	3 575	2 865	179	1 110	State Street Bank		89 566 195		2,5%		
Return on equity	13 %	26 %	8 %	10 %	14 %	DNB NOR ASA, egenhandeltkonto		59 637 583		1,7%		
Cash flow from operations	2 376	2 619	2 772	1 618	2 486	State Street Bank		56 323 121		1,6%		
Net investments	586	905	1 103	375	700	Bank of New York		47 939 985		1,3%		
Free cash flow	1 790	1 714	1 669	1 243	1 786	Top 12		1 857 551 816		51,9%		
Cash flow from financing	-1 971	-1 562	-1 709	-479	-1 660	Others		1 723 588 727		48,1%		
Cash end period	173	340	300	1 064	1 190	Total		3 581 140 543		100,0%		