

COMPANY PRESENTATION

CERMAQ





CERMAQ

# Introduction of Cermaq

September.2018

# Cermaq snapshot

## Key figures

(Financial year 2017\*\*)

**173 300**

Tons\*\*\*

**1,2 billion**

Revenue in USD

**> 2 mill**

Daily salmon meals



100% owned by  
Mitsubishi Corporation

**3000**

Employees\*



#3 global salmon farmer

\* Permanent employees

\*\* April 2017-March 2018

\*\*\* Gutted weight sold (GWE)

# Our Tide of Transformation



**EWOS®**



**1995**

Established as a  
state owned grain  
monopoly

**1996**

Entering fish feed  
industry

**2000**

Take over of EWOS  
and entering fish  
farming

**2005**

Listed on Oslo  
Stock Exchange

**2013**

Sale of  
EWOS

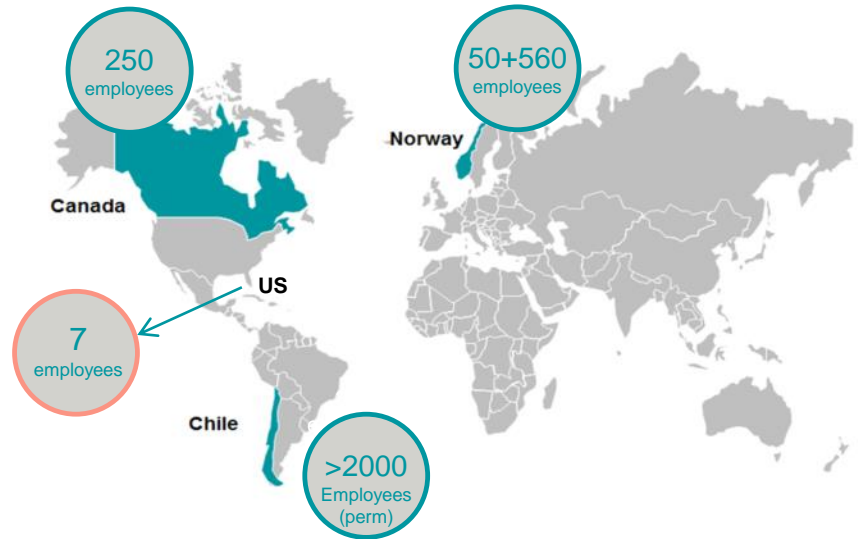
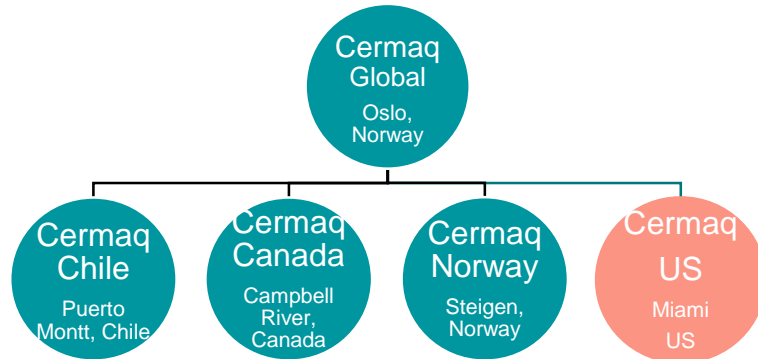
**2014**

Acquired by Mitsubishi  
Corporation and  
delisted from OSE

**Today**

Cermaq is globally **#3** in salmon farming and set for further growth

# Operational structure



# Leading position in three production regions



**# 3** in Canada  
**SALES:** 21 300 tons



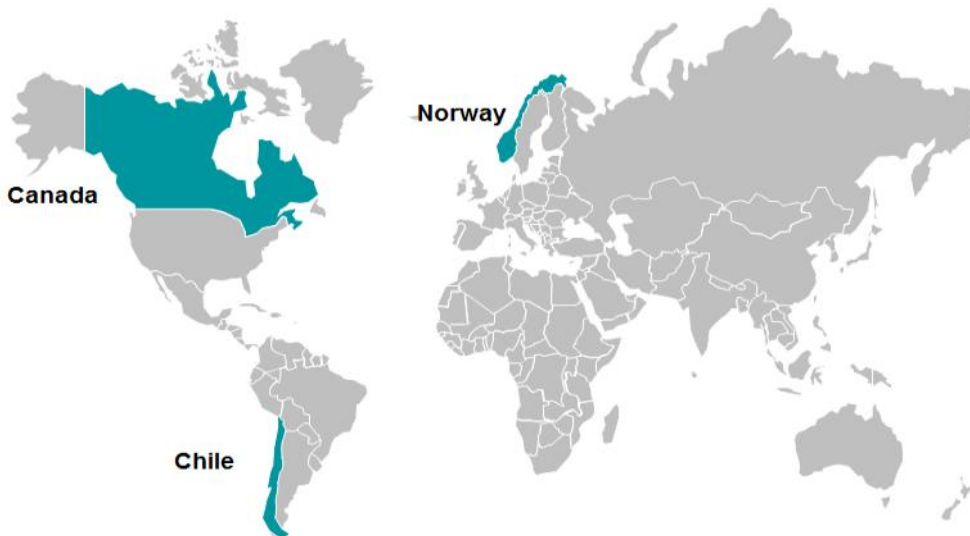
**# 2** in Chile  
**SALES:** 97 000 tons



**# 4** in Norway  
**SALES:** 55 000 tons

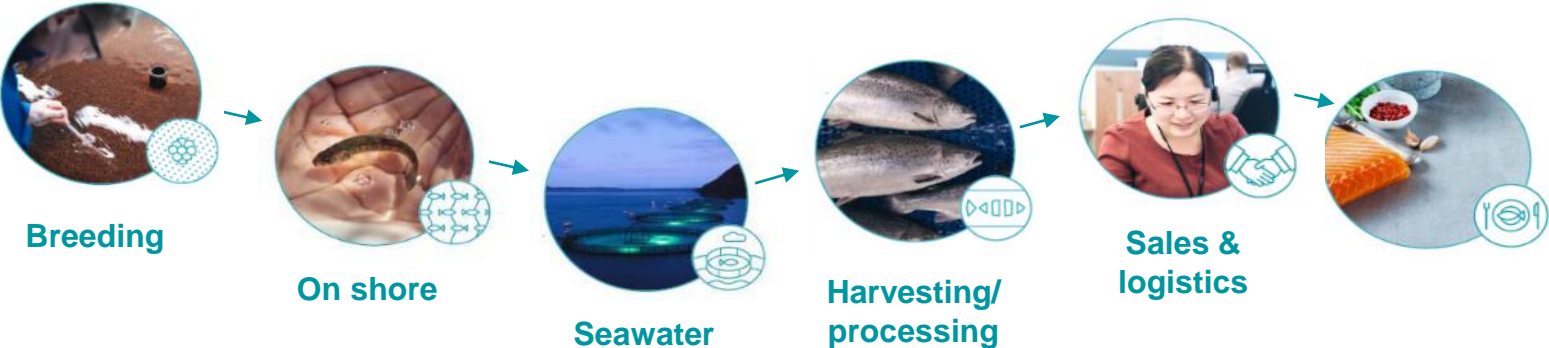


**# 3** globally  
**SALES:** 173 300 tons



*Source: 2017 figures from Kontali and Cermaq financial year, gutted weight sold (gwe)*

# Our value chain from egg to market



Yes	3	51	3
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Yes	4	27	2 (1)
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Yes	16	123	5 (1)
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(contracted)



# Cermaq Canada – in pristine British Columbia



British  
Columbia

## Vancouver Island (BC)

- 28 licenses
- 4 freshwater sites
- 1 processing plant,
- 1 contracted processing plant
- Head office: Campbell River

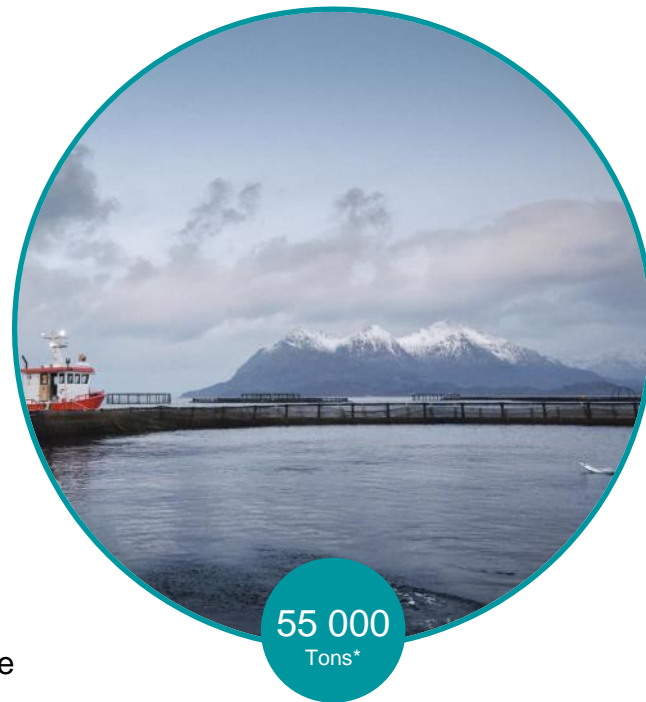
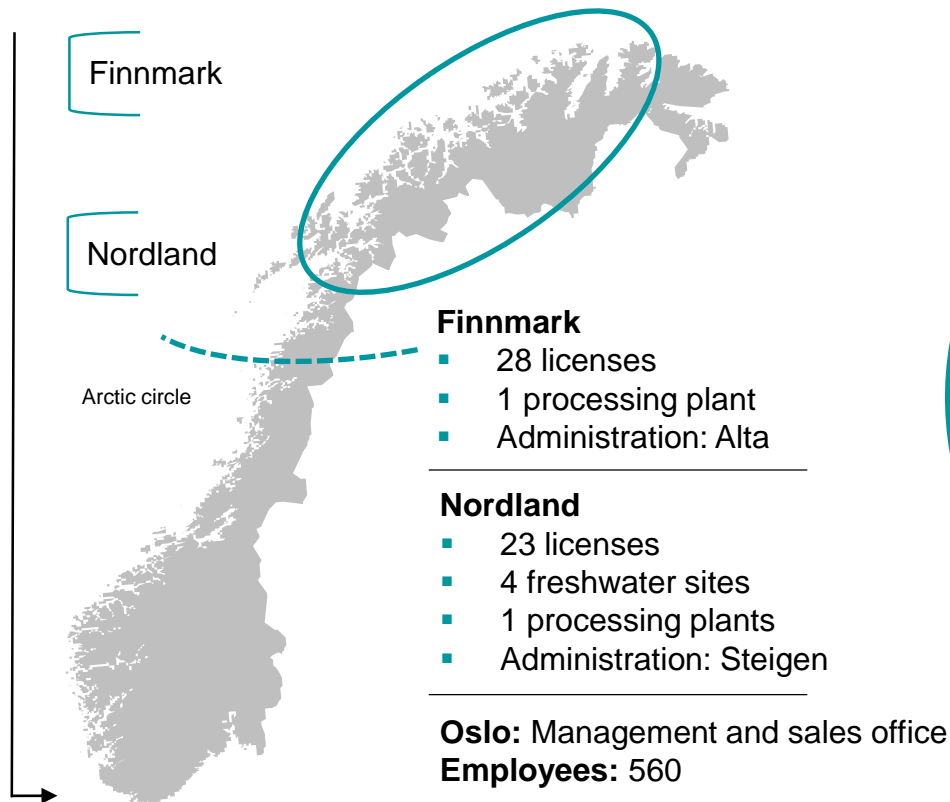
**Employees:** 250



\*Financial year, April 2017-March 2018, gutted weight (gwe)

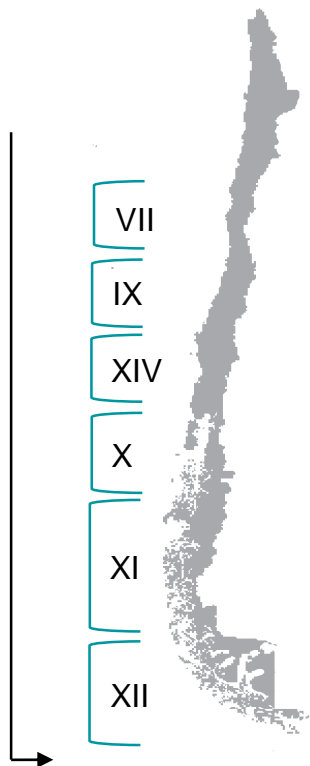


# Cermaq Norway - north of the Arctic circle



\*Financial year, April 2017-March 2018, gutted weight (gwe)

# Cermaq Chile – all the way to Patagonia



**Employees:** >2 000 (permanent)

## **VII: Región del Maule**

- 1 fresh water site

## **IX: Región de la Araucanía**

- 3 fresh water sites

## **XIV: Región de Los Ríos**

- 2 fresh water sites

## **X: Región de Los Lagos**

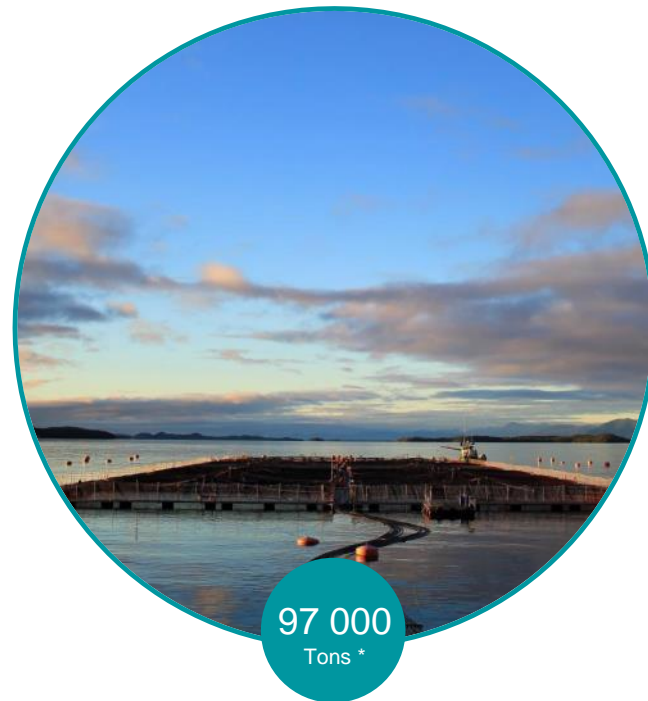
- 81 Sea Water Licenses
- 9 fresh water sites
- 4 processing plants
- Head office: Puerto Montt

## **XI: Región Aysén**

- 25 Sea Water Licenses

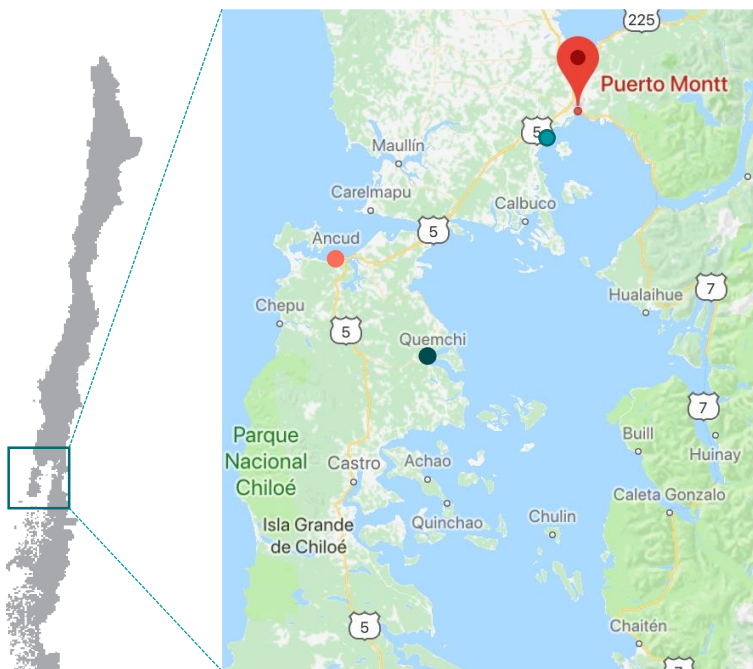
## **XII: Región de Magallanes**

- 17 Sea Water Licenses
- 1 fresh water site
- contracted processing



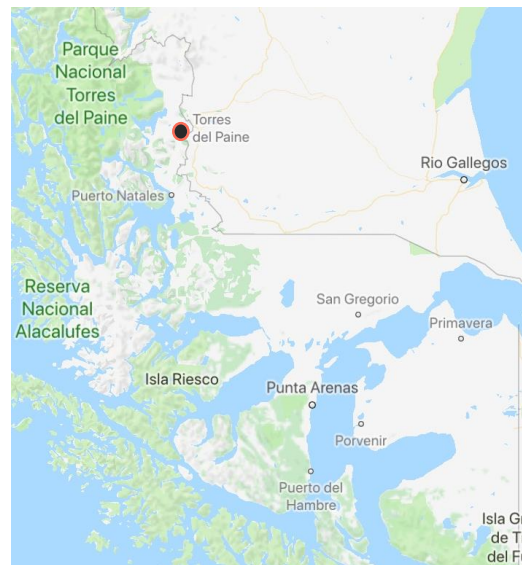
\*Financial year, April 2017-March 2018, gutted weight (gwe)

# Strong production portfolio in Chile








- Chinquihue, commodity to VAP, BAP, ASC
- Quemchi, commodity to VAP, BAP, ASC
- Ancud, VAP (portions, Smoked), BAP, ASC

● Torres del Paine, commodity, ASC









# Our products in Chie

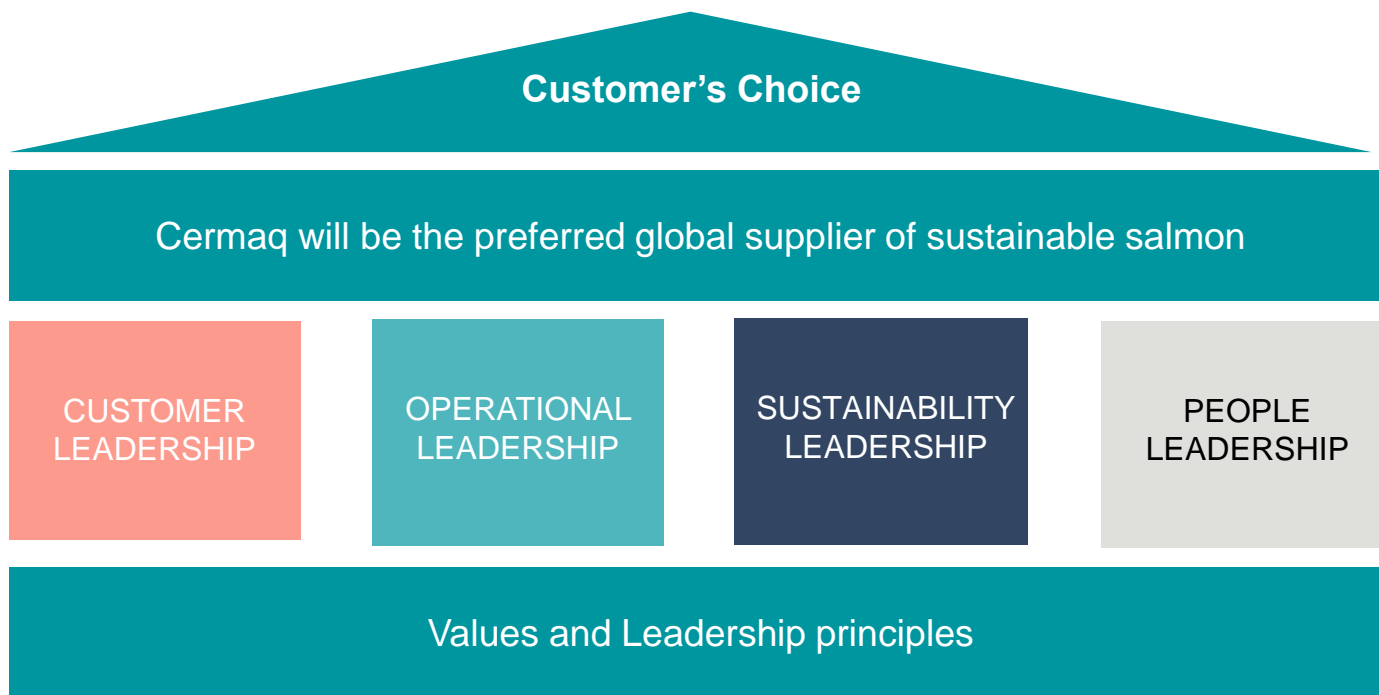
	Region X			Region XII
	Quemchi	Chinquihue	Ancud	Torres del Paine
	Whole fish	Whole fish		Whole fish
	H&G	H&G		H&G
	Trim C-F Scale off	Trim C-F Scale off		Trim C-D
	Skin on/off Portions	Skin on/off Portions	Skin on/off Portions	
			Cold/Hot Smoked	

# Certification and Endorsement in Chile

- All the products from region XII are ASC certified.
- Cermaq is working towards BAP 4 star certification.

	 Factory	 Farm	 Hatchery	 Feed Mill
	3	10	7	Our suppliers are certified
	4	8	-	-

# Our strategy towards customer orientation



# Our focus areas - where we have the most impact



## Healthy and nutritious food

Product quality  
Fish health & welfare  
Feed ingredients



## Thriving oceans

Biodiversity  
Biosecurity  
Blue economy



## People leadership

Safety & workplace  
Community relations  
Human rights



## Responsible production

Value chain approach  
Certifications  
Beyond compliance



## Climate action

Adaption  
Emissions  
Innovation





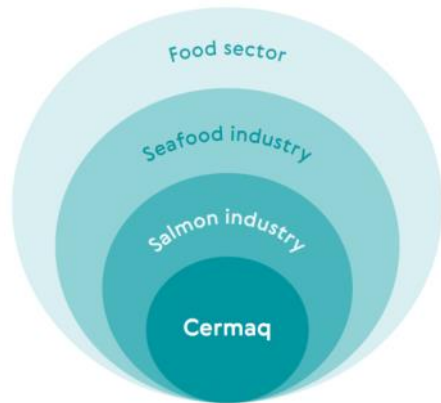
Our approach

# Transparency – Partnership – Performance



## TRANSPARENCY

#1 in Seafood Intelligence  
Transparency Benchmark 2017



### • PARTNERSHIP



SeaBOS



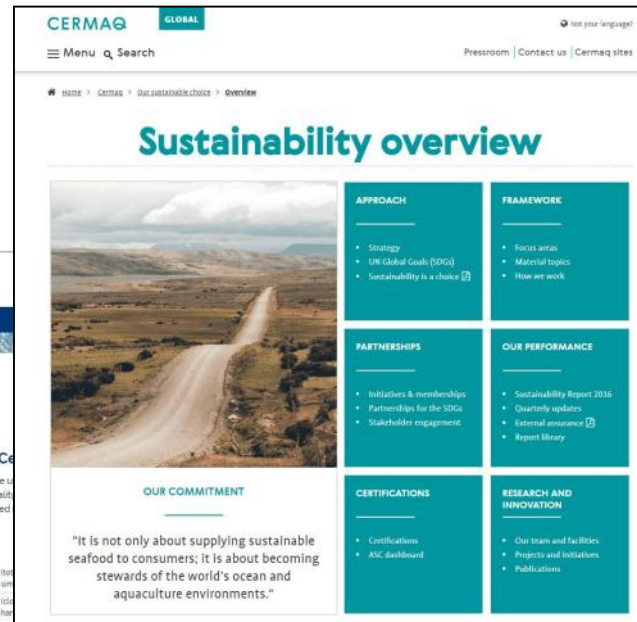
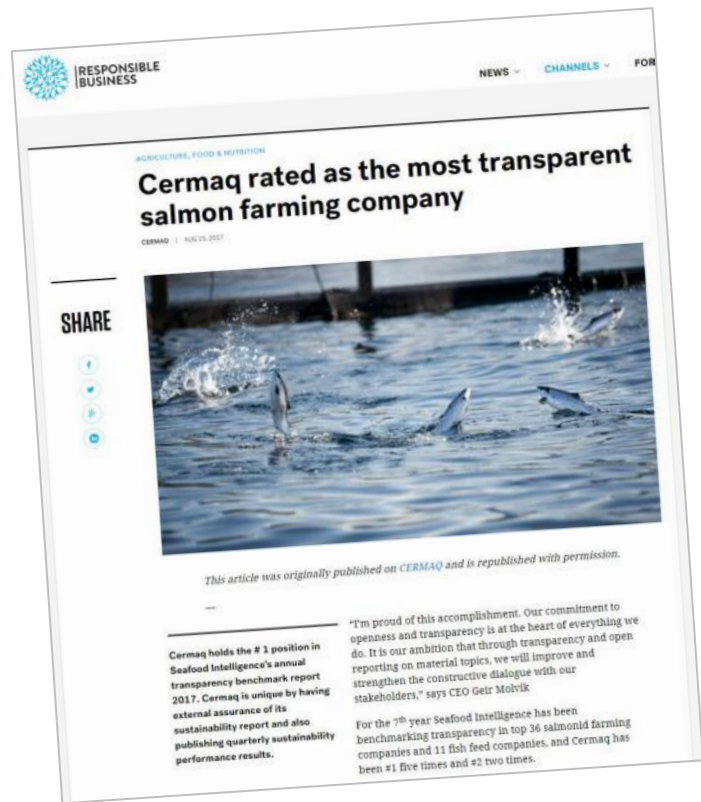
wbcsd



## PERFORMANCE

*Innovate and deliver on UN's  
sustainable development goals*

# #1 in transparency\*



# Substantial integrated R&D activities

**Our R&D ensures continuous progress within our priority areas:**

**1**

Fish health and welfare

**2**

Technology

**3**

Genetics and breeding

**4**

Nutrition and feeding



Central R&D  
Fish Health  
Research Group  
and lab in  
Bergen, Norway

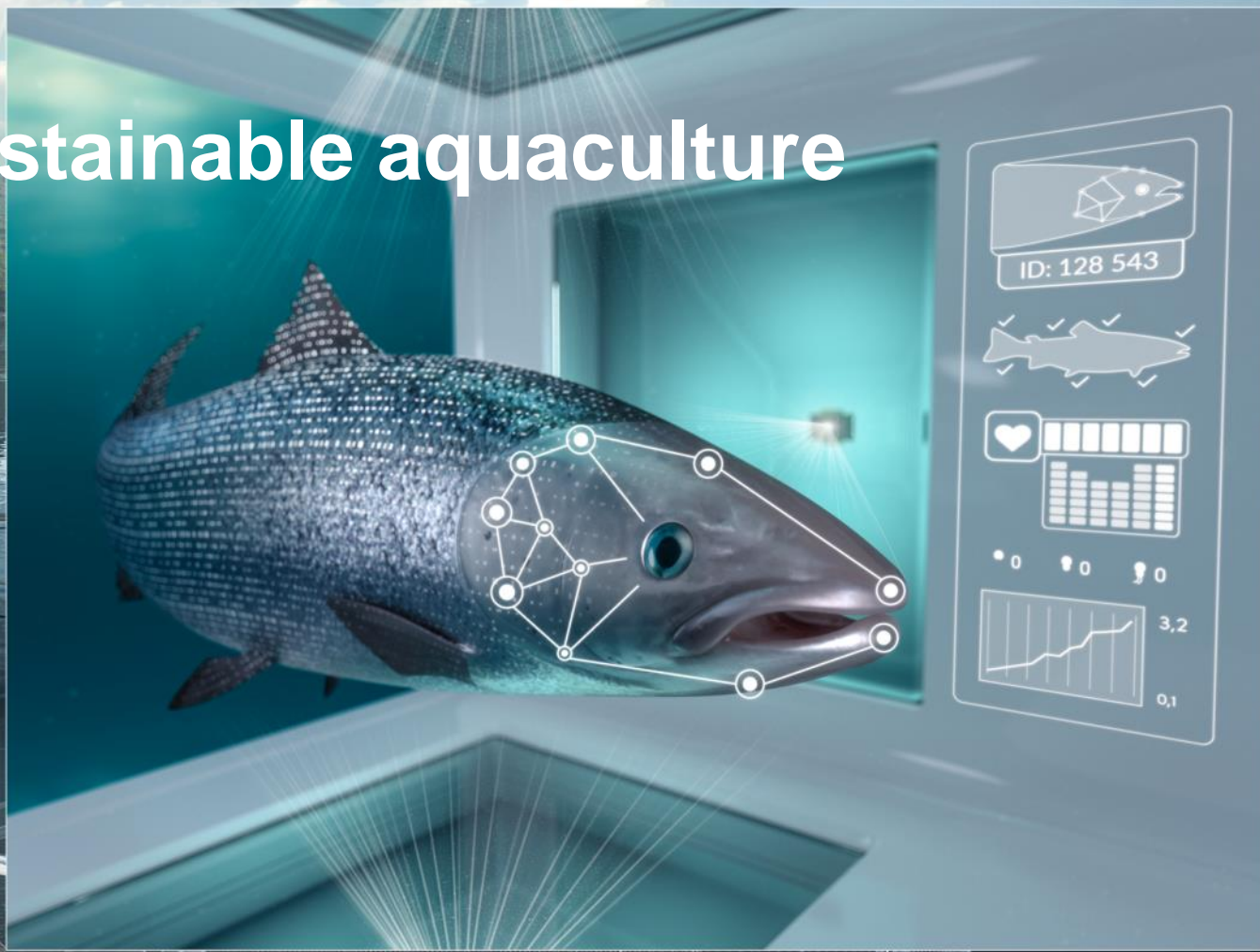


Research facility  
in Colaco, Chile



R&D licenses  
Arctic research  
center Application  
for development  
licenses: iFarm

# iFarm – Sustainable aquaculture





# Quality control in every step of the value chain



Third party certifications confirm the quality of our products and production processes and assure our customers a safe choice


**ISO 22000:**  
Food safety  
management

**OHSAS 1801:**  
Occupational  
health & safety  
management

**ISO 9001:**  
Quality  
management

**ISO 14001:**  
Environmental  
management

CERMAQ



**Thank you for your attention**