



Austevoll Seafood ASA

4th Quarter 2006 - Presentation

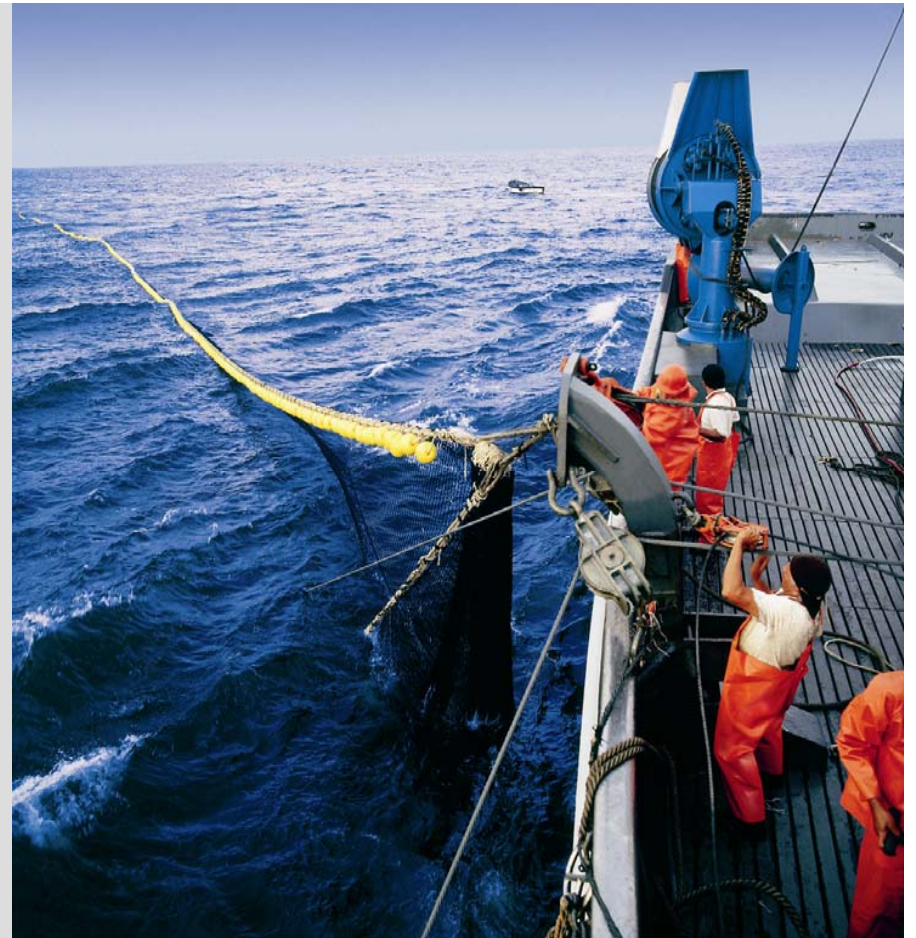


Presentation by
Mr Arne Møgster - CEO
Ms Britt Drivenes - CFO



Agenda

- **Objectives and strategy**
- Key figures 4Q
- Overview of Austevoll
- Market Outlook



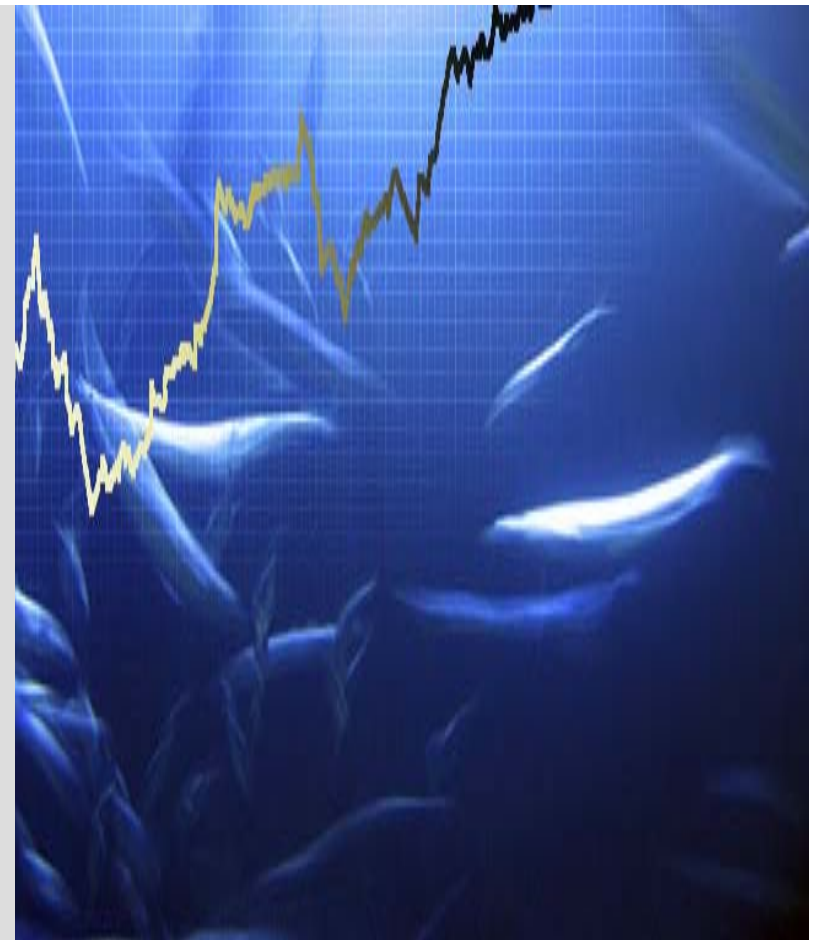
Objectives and Strategy

- Fully integrated fishing company with licenses to participate in the world's largest pelagic fisheries
- Austevoll has world leading positions in several product areas:
 - Canned fish
 - Fish meal and fish oil
 - High concentrate omega-3 fish oils
- Proactive strategy in further consolidation of the seafood industry.



Highlights - 2006

- ✓ 2 Private placements
 - Gross NOK 2,280,000,000
- ✓ IPO on Oslo Stock Exchange in October
- ✓ Increase ownership in Austral S.A.A. to 89.2%
- ✓ Increase ownership in Welcon AS to 100%
- ✓ Acquisition of Karmsund fiskemel AS
- ✓ Ryttervik gained approval by ESA to import fish meal and fish oil from South America
- ✓ Investment in production of human consumption product in Chile and Peru.
- ✓ Acquisition of Epax AS – closing January 2007



Lerøy - Veststar

Sale of salmon activity and acquisition of shares in LSG

➤ Transaction summary

1. Acquisition of 2,6 million shares in LSG

- Settlement: private placement in AUSS 6,1 mill shares
- Cash payment for additional 350,000 LSG shares

2. Sale of Veststar

- Settlement 10,8 mill shares in LSG, of which 2,3 million shares in LSG will be paid in cash

AUSS will on completion own 25,01 % of the LSG shares

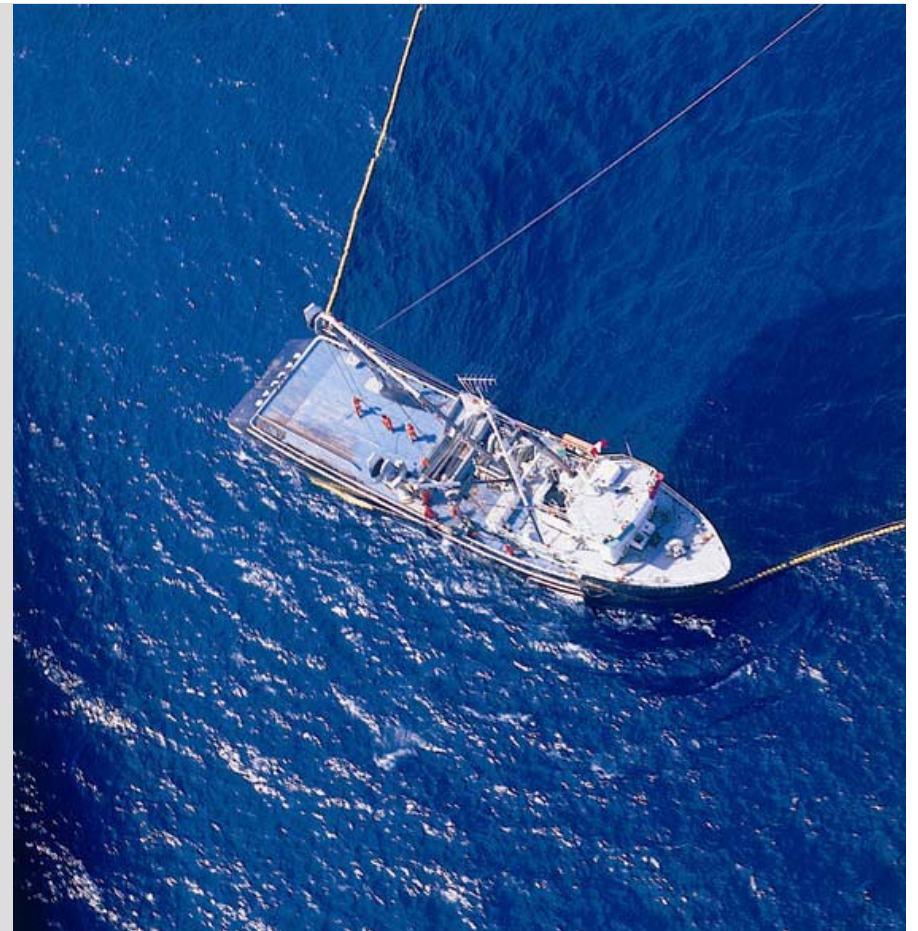
AUSS intend to be a long term shareholder in LSG due to:

- Excellent track record with strong earnings even in weak markets
- Global sales and distribution network of seafood products
- One of the leading salmon producers in the world



Agenda

- **Key figures 4Q**
- Overview of Austevoll
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Highlights P&L 4Q 2006

- Last fishing season 2006 in Peru started up in November
- Operating income (P) MNOK 3465,9 & Ebitda (P) MNOK 804,3
- Still good prices for fishmeal- and oil

Key Figures 31.12.2006

All figures in NOK 1.000

	4Q 2006	4Q 2005	Pro forma 2006	Pro forma 2005
Operating income	884 534	687 913	3 465 922	3 170 373
EBITDA	183 386	118 961	804 299	572 483
(before fair value adj.biomass)				
EBITDA margin	21 %	17 %	23 %	18 %
Total assets	6 846 306	3 099 310	6 846 306	N/A
Net interest bearing debt	527 337	1 302 732	527 337	N/A
Equity	3 637 000	982 045	3 637 000	N/A
Equity ratio	53 %	32 %	53 %	N/A
Earnings per share/diluted earnings per share	0,45	0,88	2,83	2,13

Volume by products

Figures in 1.000 tons

Catch and purchase

	30.09.2006	4Q2006	2006	2007E
Chile own catch	110	16	126	140
Chile purchase	101	6	107	100
Peru own catch	275	138	413	420
Peru purchase	95	28	123	100
Norway purchase	354	44	398	550
TOTAL	935	231	1 166	1 310



Figures in 1.000 tons

Volumes sold

	30.09.2006	4Q2006	2006	2007E
Fishmeal-/oil	230	58	288	310
Frozen	10	4	14	50
Canning	35	9	44	60
Salmon	7	4	11	
TOTAL	282	75	357	420



Result Q4 2006 and 31.12.06

All figures in NOK 1.000

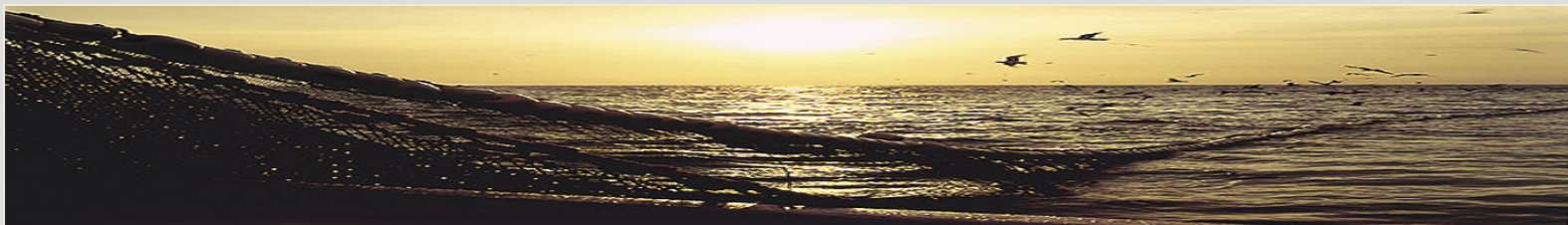
	4Q 2006	4Q 2005	Pro forma 2006	Pro forma 2005
Operating income	884 534	687 913	3 465 922	3 170 373
Operating expenses	-701 148	-568 952	-2 661 623	-2 597 890
Operating profit before adj.biomass (Ebitda)	183 386	118 961	804 299	572 483
Depreciation and amortisation	-48 750	-45 411	-213 476	-229 707
Depreciation of excess value inventory	-16 519			
Impairment/Reversal of impairments	-		77 932	-1 909
Operating profit bef.adj.biomass	118 117	73 550	668 755	340 867
Fair value adjustment of biomass	7 176	4 686	2 523	17 692
Operating profit (Ebit)	125 293	78 236	671 278	358 559
Income from associated companies	6 222	9 937	16 593	17 098
Net financial items	-14 994	-17 543	-85 532	-6 208
Pre-tax profit	116 521	70 630	602 339	369 449
Taxes	-30 877	41 890	-125 632	-21 977
Net profit	85 644	112 520	476 707	347 472
Net profit from discontinued operations		-5 501		
Net profit including discontinued operations	85 644	107 019		
Profit to minority interests	6 075	8 378	15 546	10 264
Profit attribut. to equity holders of parent	79 569	98 641	461 161	337 208
Earnings per share	0,45	0,88	2,83	2,13
Diluted earnings per share	0,45	0,88	2,83	2,13

Cash Flow Statement

Consolidated Cash Flow Statement

All figures in NOK 1.000

	4Q 2006	2006	Actual 2005
Net cash flow from operating activities	358 391	935 647	53 690
Net cash flow from investing activities	-155 619	-1 005 464	-162 829
Net cash flow from financing activities	492 682	1 354 816	212 992
Net change in cash and cash equivalents	695 454	1 284 999	103 853
Cash and cash equivalents at beginning of period	716 038	126 493	22 640
Cash and cash equivalents at period end	1 411 492	1 411 492	126 493



Balance 31.12.06

All figures in NOK 1.000

	31.12.2006	31.12.2005
Intangible assets	1 385 261	845 562
Fixed assets	2 520 097	1 081 978
Financial assets	252 374	276 769
Inventories	434 604	111 401
Biological assets	224 771	181 995
Receivables	617 707	475 112
Bank balance	1 411 492	126 493
Total assets	6 846 306	3 099 310
Total equity	3 637 000	982 045
Provisions for commitment	639 668	287 398
Other long term liabilities	1 383 008	1 120 779
Current liabilities	1 186 630	709 088
Total equity and liabilities	6 846 306	3 099 310

Net interest bearing debt MNOK 527,3 per 31.12.06



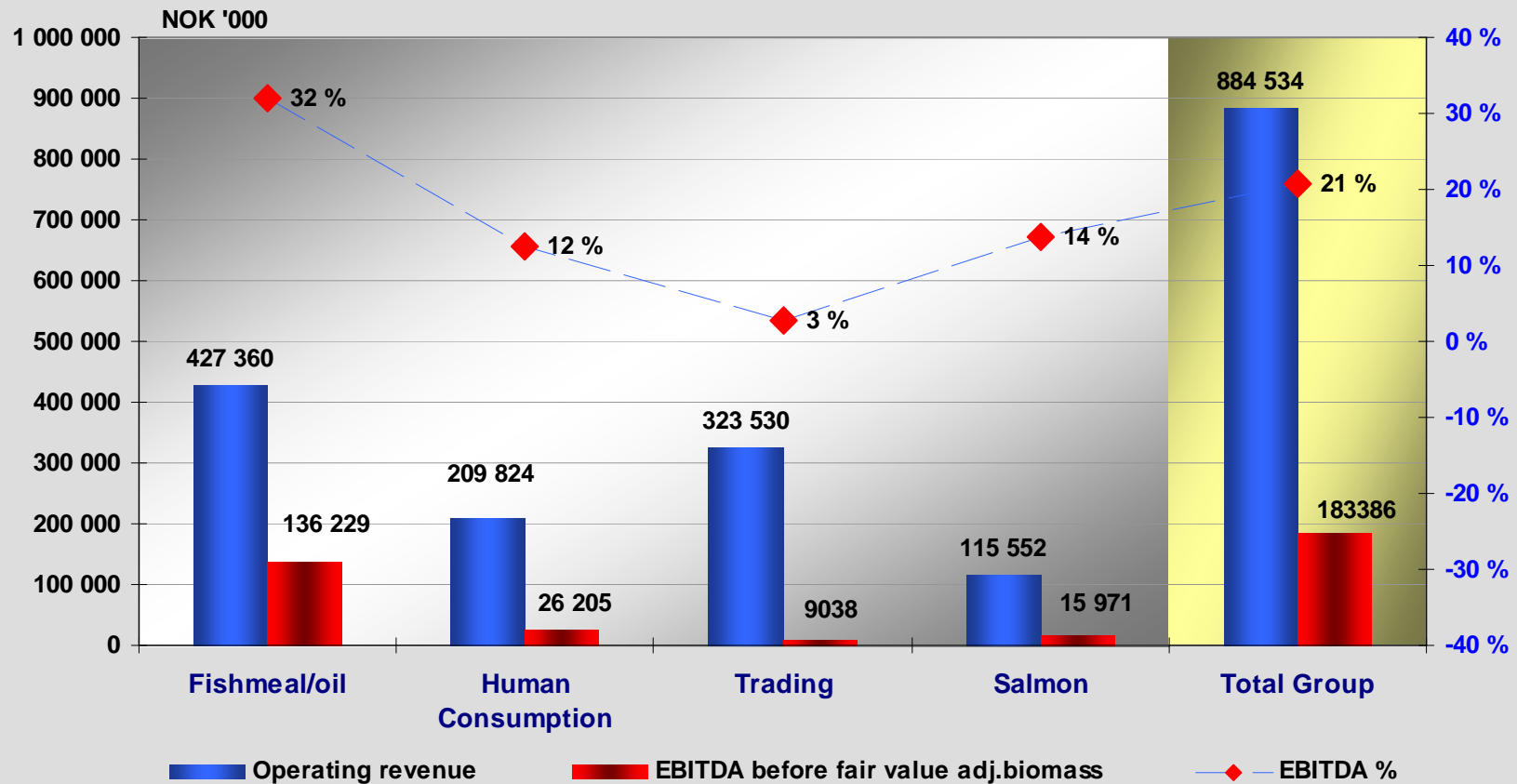
Segments

Segment information

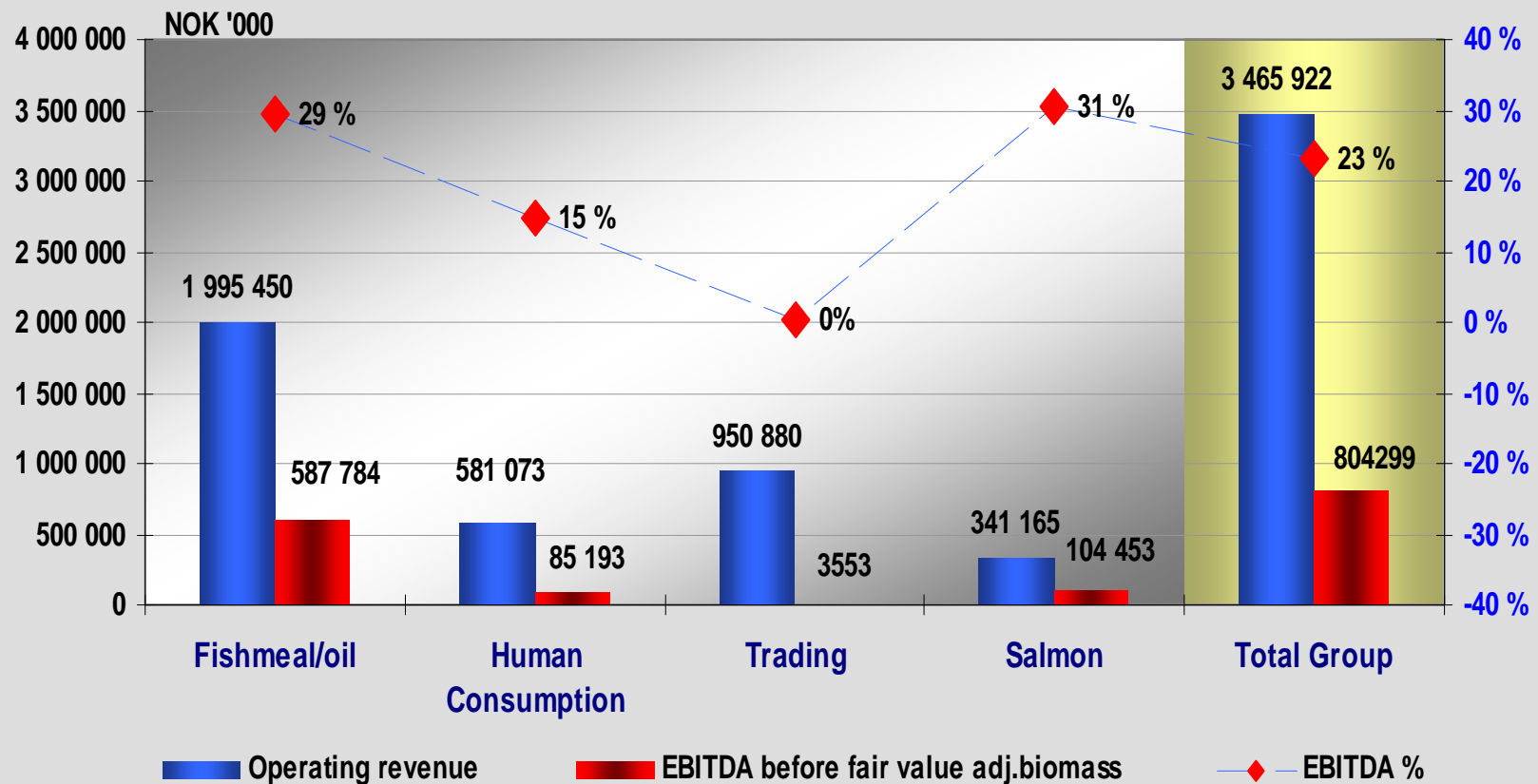
All figures in NOK 1.000

4Q 2006			
	Operating revenue	EBITDA before fair value adj.biomass	EBITDA %
Fishmeal/oil	427 360	136 229	32 %
Human Consumption	209 824	26 205	12 %
Trading	323 530	9 038	3 %
Salmon	115 552	15 971	14 %
Not allocated/elimination	-191 732	-4 057	
Total Group	884 534	183 386	21 %
Proforma 2006			
	Operating revenue	EBITDA before fair value adj.biomass	EBITDA %
Fishmeal/oil	1 995 450	587 784	29 %
Human Consumption	581 073	85 193	15 %
Trading	950 880	3 553	0 %
Salmon	341 165	104 453	31 %
Not allocated/elimination	-402 646	23 316	
Total Group	3 465 922	804 299	23 %
Proforma 2005			
	Operating revenue	EBITDA before fair value adj.biomass	EBITDA %
Fishmeal/oil	1 448 968	304 090	21 %
Human Consumption	409 309	20 931	5 %
Trading	1 009 933	17 353	2 %
Salmon	348 918	55 680	16 %
Not allocated/elimination	-46 755	174 429	
Total Group	3 170 373	572 483	18 %

4Q EBITDA by segments



Proforma 2006 EBITDA by segments



Agenda

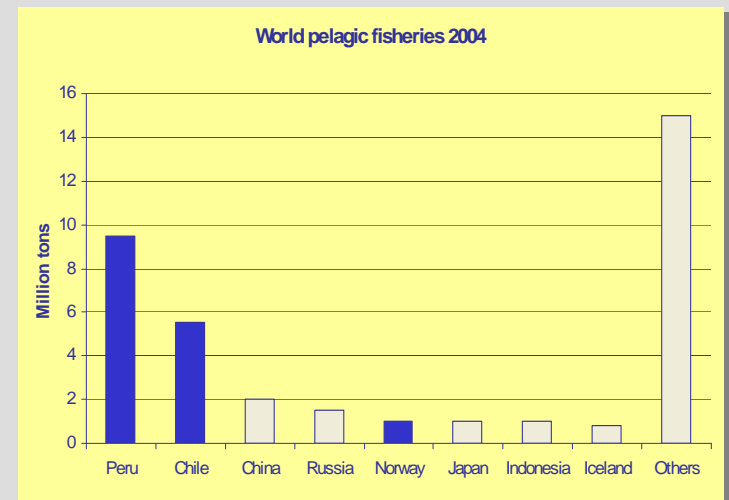
- **Overview of Austevoll**
- Market Outlook















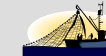


Introduction to the pelagic fish industry

- Fish species that live in the upper sea-levels and appears in huge schools, caught by purse seiners and trawlers
- Most important species: anchoveta, mackerel, horse mackerel, herring, blue whiting, capelin
- Fish meal and fish oil: mainly anchoveta, blue whiting, capelin and trimmings
- Human consumption: mackerel, horse mackerel and herring
- Fish meal and fish oil are mainly used as major feedstock in the production of animal and fish feed

Total wild catches 37.3 mill tons in 2004
Major share in the dominant regions



A major pelagic harvesting, processing, and distribution company

	 Peru	 Chile	 Norway	 Austevoll Seafood (Group)
Activities	 	  	  	  
Harvesting capacity	8.05% of holding capacity, pelagic fishing fleet - 34 vessels	9.1% of pelagic fishing quota - 5 vessels	- 2 vessels (2 licenses) Thru' (Br Birkeland AS) -27 farming licenses + 5 Associated	600-650,000 tons of fish -41 vessels
Primary Processing	6 meal & oil plants 2 canning plants 2 freezing plant	2 meal & oil plants 2 canning plant 1 freezing plant	5 meal & oil plants 1 storage/blending 1 freezing plant	22 processing plants Handling over 1.3 mill tons of fish annually
Secondary Processing			High Concentrate Omega-3 Fish Oil Plant	5000mt of crude fish oil = 1500mt Of HCO3
Sales & Distribution	Own sales organisation	Own sales organisation	Own sales organisation	Wholesale with global distribution

Fish meal and oil

- 13 fishmeal and fishoil plants
 - 12 Steam dried plants
 - 1 FAQ plant

- Acquisition of Karmsund Fiskemel AS

- Promising outlook for fishmeal and fishoil in 2007, based on limited supply and inquiring markets

- Targeted output in 2007 is expected to be 310,000MT ,an increase from 288,000MT (2006)



Human Consumption

Frozen and Canned fish products

- 3 plants in Chile
- 4 plants in Peru
- In 2006 only a small part of catches were used for human consumption
- We have doubled our canned fish production in Peru since 2005.
- Targeted output in 2007 is expected to be 110,000MT ,an increase from 58,000MT (2006)



FoodCorp S.A (Chile)

- **One of the leading Chilean pelagic fishing and processing companies**
 - 5 catching vessels with 9.1% of Chilean total pelagic quota
 - 2 fish meal plants
 - 2 canning plant
 - 1 new freezing plant
- **New estimated fish input in 2007:**
 - Own fish: 140'000 tons (an increase of 20,000MT)
 - Purchase: 100'000 tons to third parties (coastal fishermen)



Project Overview – 2007

Finished:

- **Second stage of the fish freezing plant was completed in January:**
 - Packing speed and fish quality improvements. Can pack 320 tons in 10 hours (Before: 18 hr).

Ongoing:

- **New cold storage in Coronel**
 - Construction of additional 9'900 ton cold storage facility has started (end July 2007).
 - New cold storage capacity will be 12'500 tons
- **Discharge Barge – Pontoon**
 - New discharge station will allow better quality in fish pumping to plant.
 - Can offload 1 large and 2 small (coastal) vessels at the same time.





Austral Group S.A.A (Peru)

- **One of the leading Peruvian pelagic fishing and processing companies**
 - 89% owned by Austevoll Seafood, will bid for remaining shares
 - 34 catching vessels with total holding capacity of 14,507 tons
 - 6 fish meal plants
 - 2 canning plants
 - 2 freezing plant
 - 1 fresh fish reception area
- **New estimated fish input in 2007:**
 - Total quota estimated to be 6 million tons.
 - 400,000 tons own catch pelagic, mainly anchoveta and horse mackerel
 - 100,000 tons purchased externally
- **First in Latin America to have all factories ISO14001 certified.**



Ongoing and finished project - 2007

Pisco

- Fresh fish receivment area
 - Transportation of fresh fish direct to human consumption market
 - Transportation of fresh fish direct to plants in Coishco and Paita

Coishco

- New freezing plant
 - Production capacity: 270mt / day
 - Freezer Storage capacity: 2700mt

To be finish end march

Vessel

- Stretching of vessels
 - Increased the load capacity with 483m³



Austevoll Seafood Norway

- **Leading Norwegian seafood group with diversified activities**
 - Welcon AS
 - 5 fish meal plants, 1 storage and blending plant
 - 110,000 tons fish meal
 - 30,000 tons of fish oil
 - Epax AS
 - 1500MT of High Concentrate Omega-3 Fish oil
 - Br. Birkeland AS
 - 2 top modern purse seiners with 2.95% of Norwegian pelagic quota (associated company 40.2%)
 - Austevoll Fiskeindustri A/S
 - Modern fish processing plant, cold storage, freezing plant
 - Sea Star International AS
 - Seafood trading



Welcon AS – Latest updates

KARMSUND

State-of-the-art fishmeal plant.

Capacity:

- 1100 MT of raw material /day

Seperate meal factory approved for production of fishmeal for human consumption.



RYTTERVIK

Approved by ESA for import of fishmeal and fish oil from South America

Storage capacity

- 35,000 MT of Fishmeal
- 18,000MT of Fish oil



135 years of experience in combination with substantial R&D investments

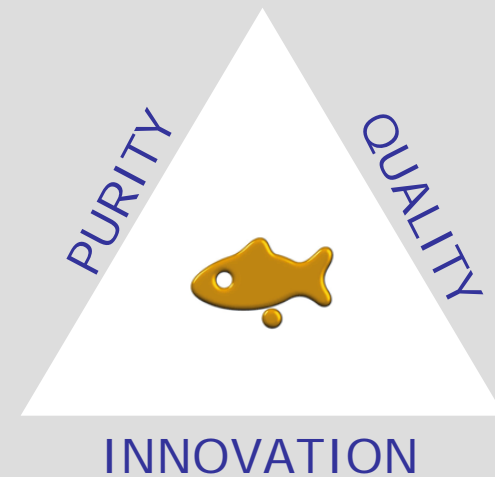
Business concept

- Combining the production of high- quality, concentrated marine omega-3 oils and an uncompromising commitment to deliver effective and innovative products

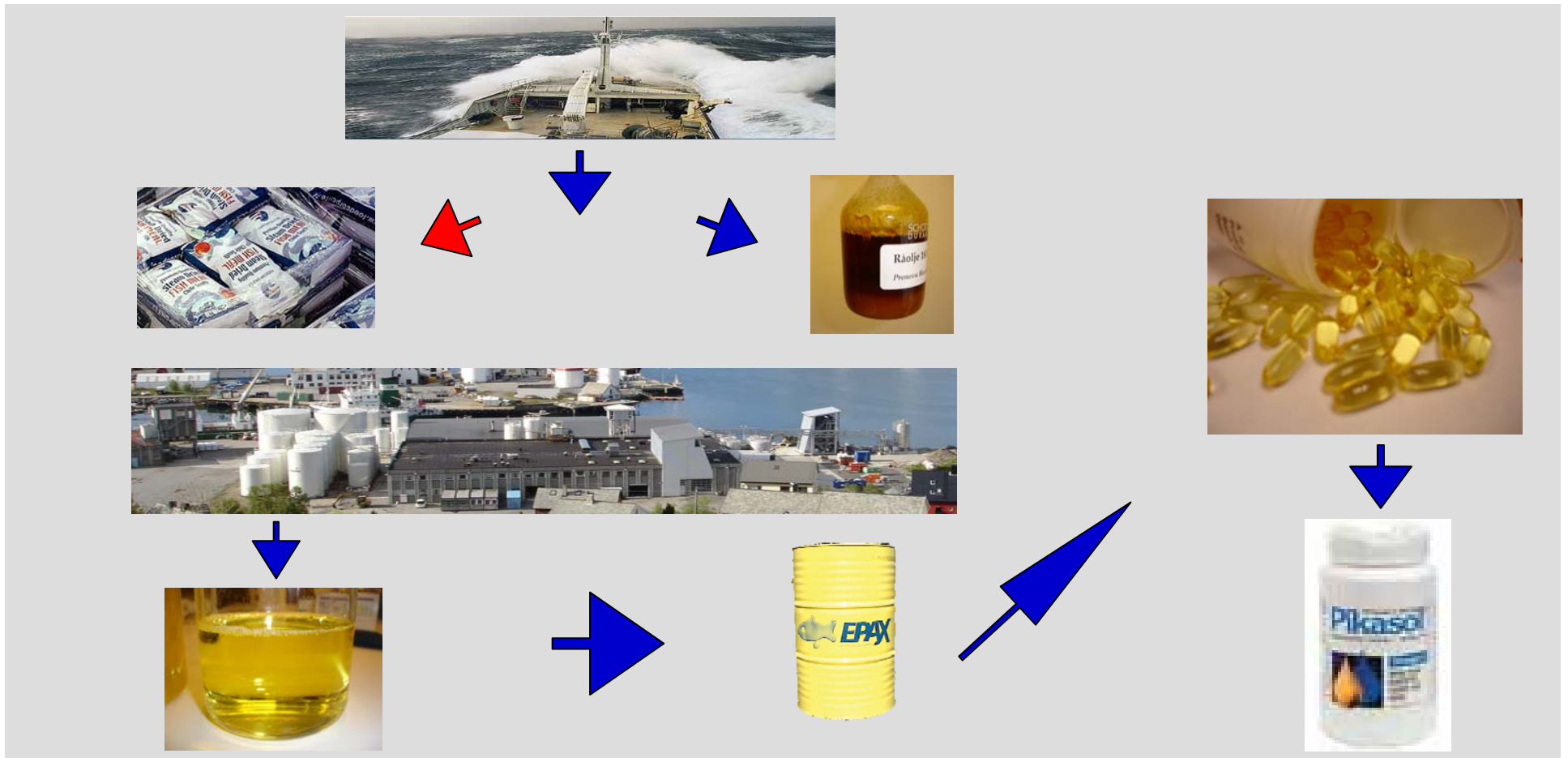
Strategy

- To deliver pure, safe and uniquely formulated products that provide a favourable return on the customers' investment.
- To provide customers with an opportunity to capitalize on trends in the EPA/DHA marketplace

Today EPAX plant holds GMP and HACCP certifications as well as an approval for production of Active Pharmaceutical Ingredients (API).



Value chain - EPAX



Production Facility

Highlights

- Manufacturing conducted in two adjacent buildings, approx. 6,000 sqm. in total
- Outdoor area with crude storage tanks
 - Capacity 5,000 Mt
- Land area of approx. 20,000 sqm
 - Potential for further expansion of production facilities and building a separate warehouse facility
- 1500MT output of finished product.



Brand and products

The Brand

- EPAX - industrial brand in B2B segment
- Positioned and recognised as a premium product with a premium industrial brand
 - Consistently high quality
 - Reliable deliveries
- Co-branding guarantees quality
 - Co-branding licensing customers in France, the US and Scandinavia

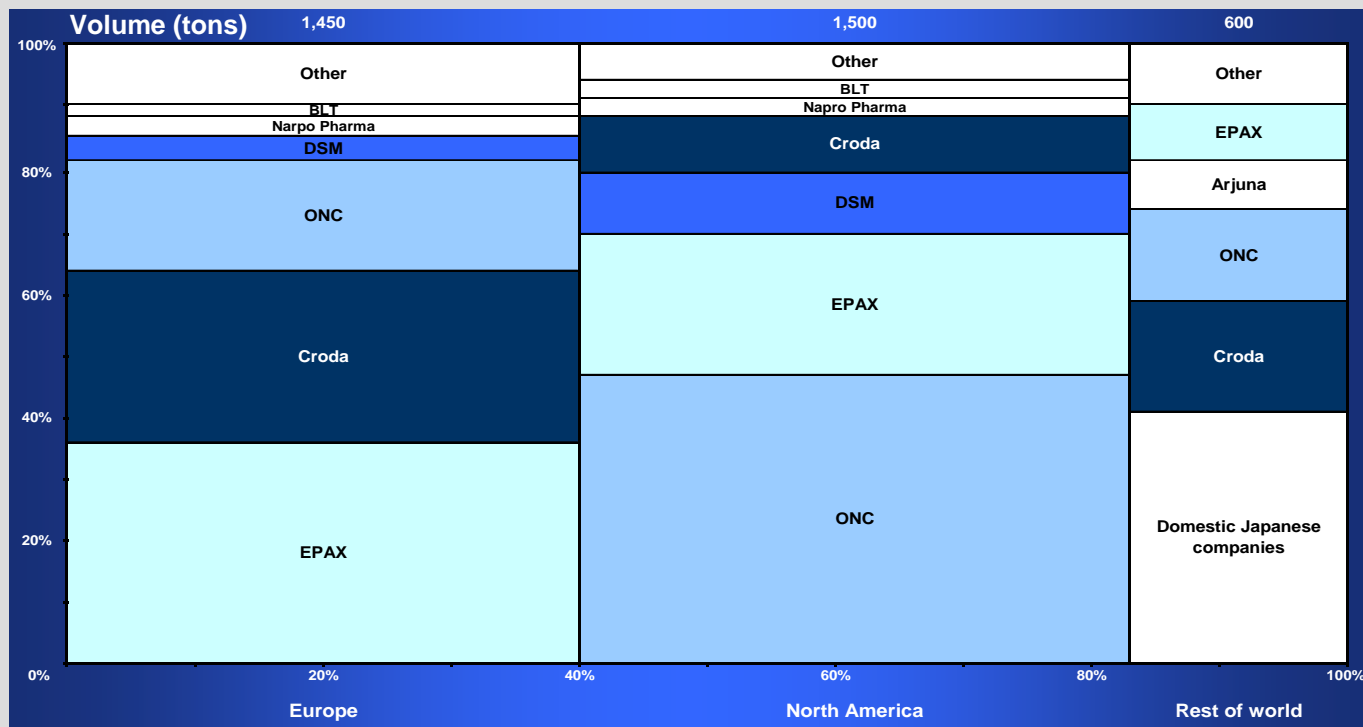


Key products

- Cardiovascular
- Mood Health
- Joint Health and Joint Mobility
- Mother and Child
- Weight Management
- Brainhealth / Alzheimers / Dementia

Epax is operating in a 3550 ton global high concentrate market

Global suppliers of high concentrate marine based oils for supplements (2006E)

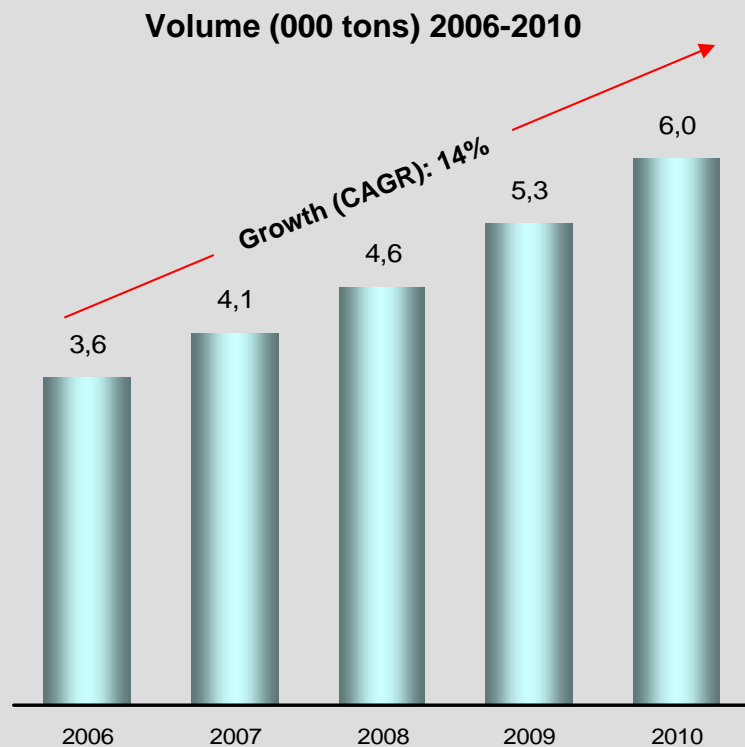


Source: Datamonitor, Euromonitor, Frost & Sullivan, competitor and customer interviews, EPAX



Rapid growth expected: ~500t/year

Global high concentrate market development



Source: Euromonitor, competitor and customer interviews, EPAX

Growth composition

- Europe with 13% annual growth and 1,450 tons
 - North America with 15% annual growth and 1,500 tons
 - 'Rest of World' with 12% annual growth and 600 tons
 - Large potential in Germany, UK and Australia the next years
 - Long-term potential in Eastern Europe, South-Eastern Asia, India and China
- Investment approved for 30% increase in production from 2008

Agenda

- **Market Outlook**

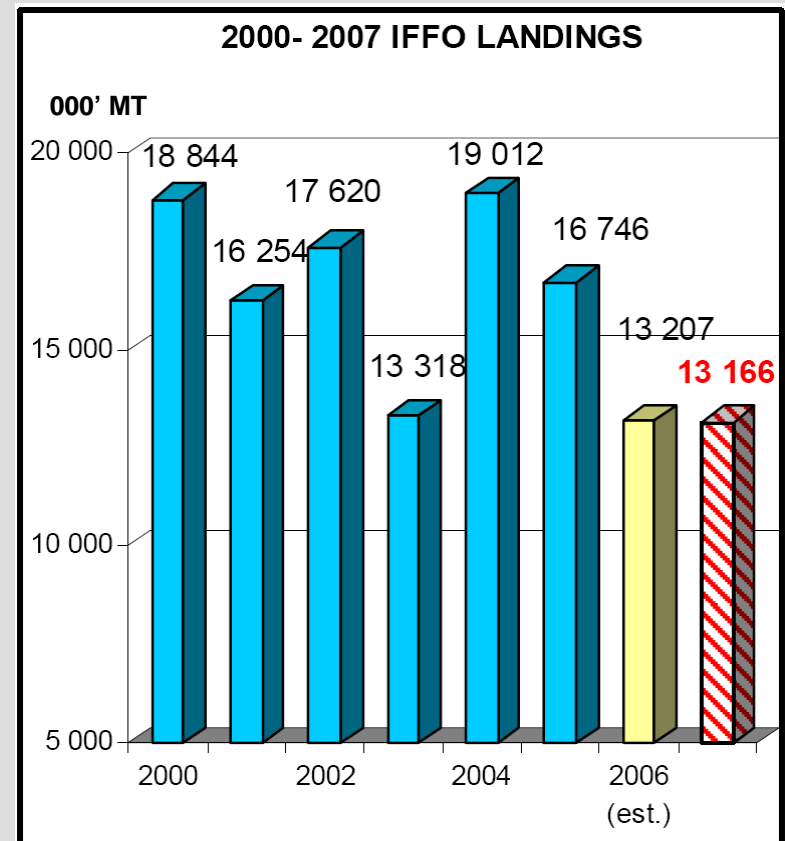


IFFO Landings

2000-2006

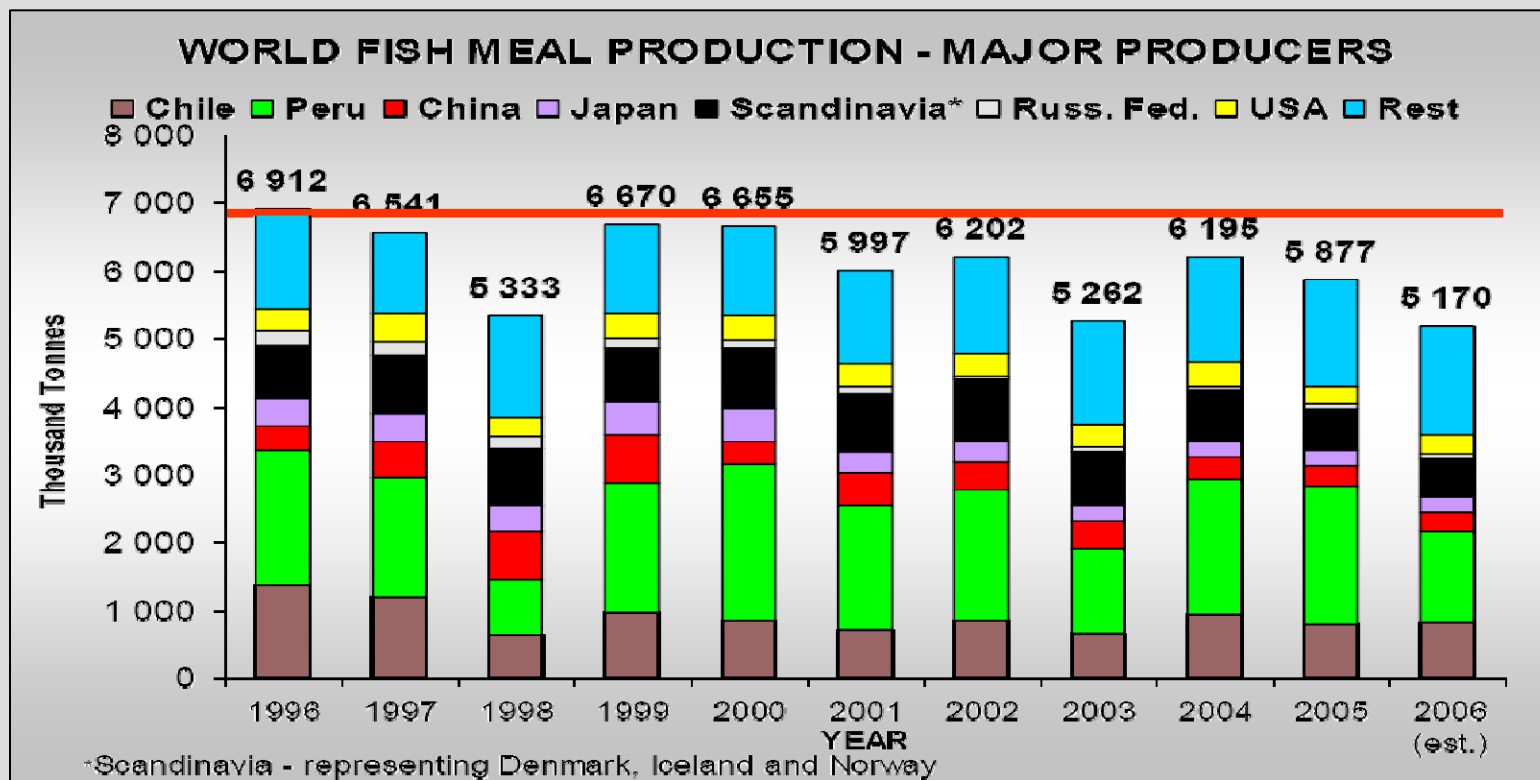
International Fishmeal and FishOil Organisation (IFFO)

- This organisation consist of the major fishmeal and fishoil producers in the world (*approx. 63% of world fishmeal production 2005*).
- The world fishmeal supply in 2006 will not reach the level of the recent good production years.
- Supply in 2007 is expected to be at a similar level as in 2006.



Source: IFFO

World Fishmeal Production and Export (1996-2006)

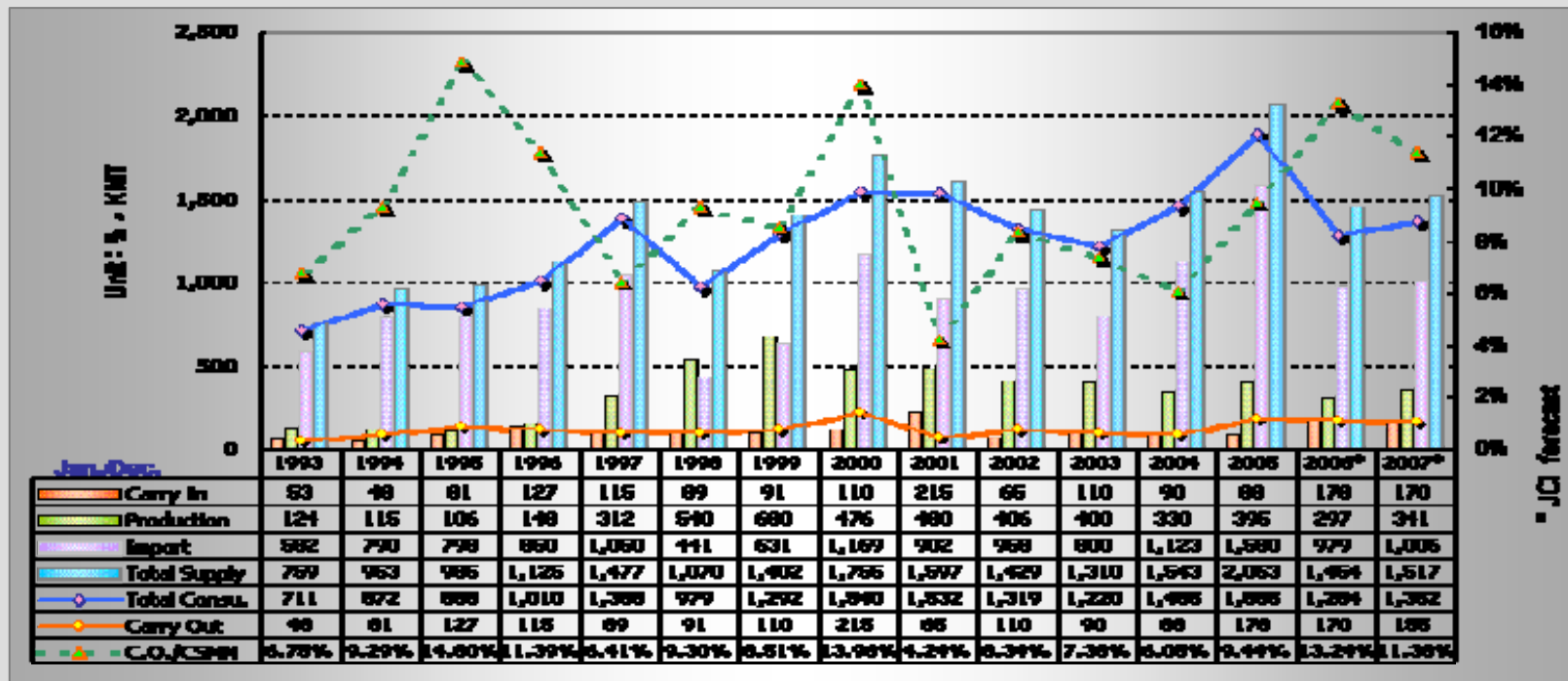


10 Year Average: 6 164,000 MT

Source: IFFO

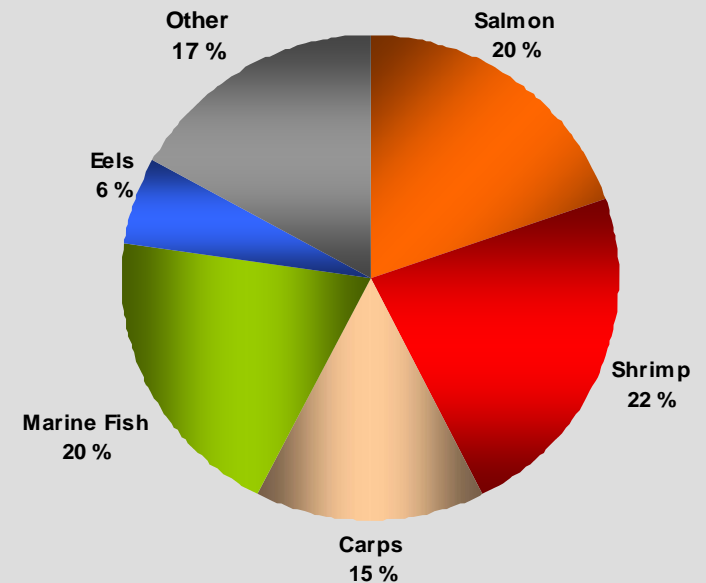
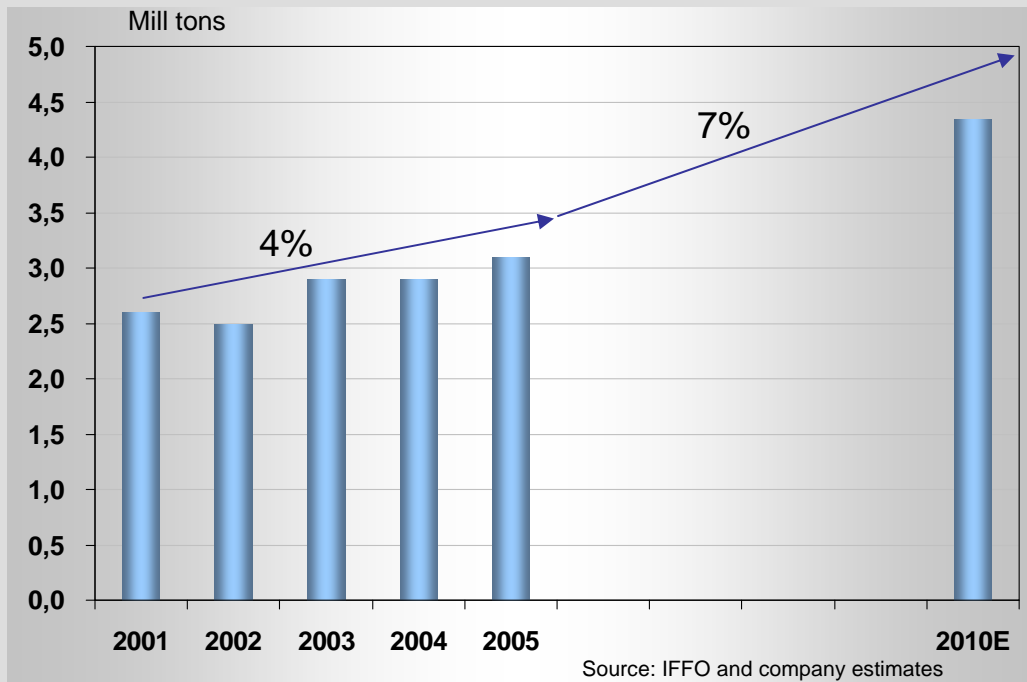
China Fishmeal supply and demand (February, 2007)

- ✓ Total consumption expected to increase slightly.
- ✓ Lower carry out
- ✓ Reevaluation of RMB against US Dollar benefiting importations.



Source: WWW.JCICHINA.COM © 2003-2007

Demand for fishmeal driven by growth in aquaculture

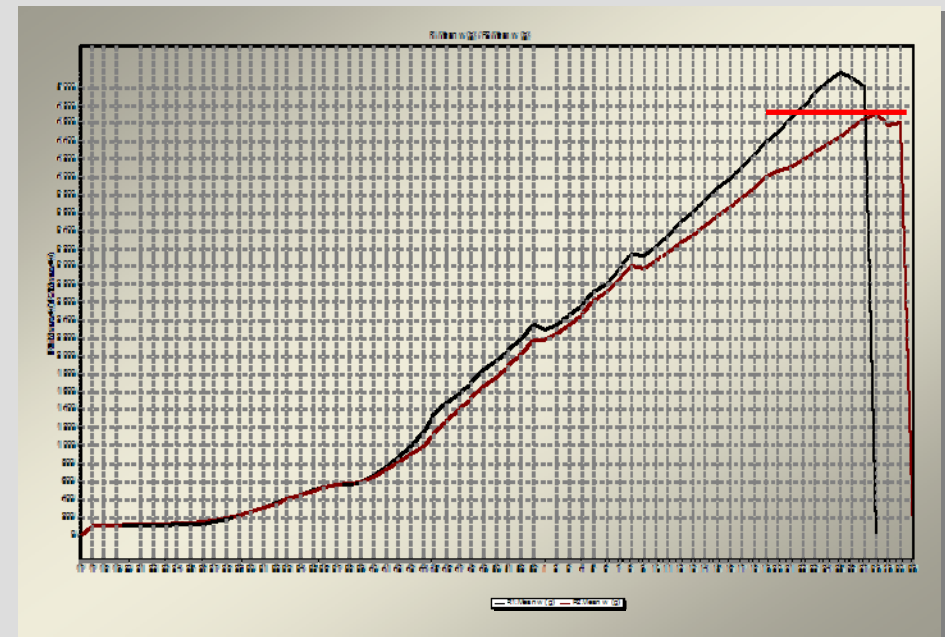


- Approx. 50% of the total world fishmeal production is consumed by the Aquaculture industry.
- Growth in use of fishmeal by the aquaculture industry is expected to increase prices for both pelagic fish and fish feed

Strong demand from aquaculture Higher growth rate with marine ingredients

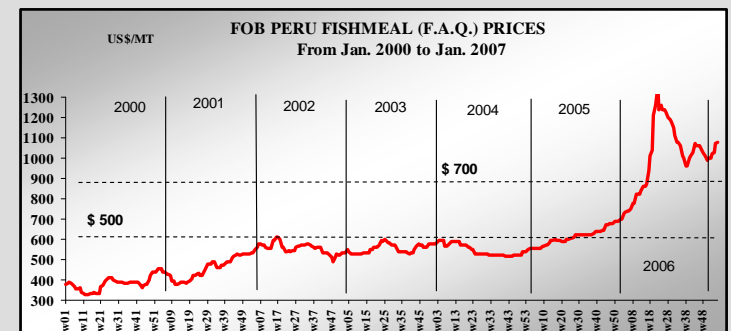
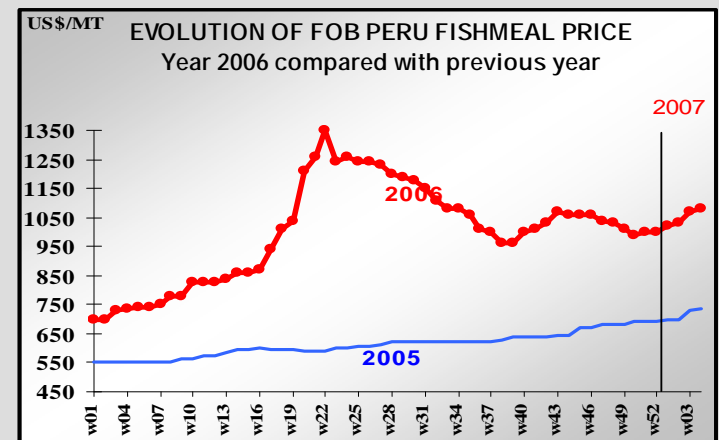
- Test performed by EWOS 2005
- 3 + 3 cages (standard vs extra protein)
- 40,000 smolts in each cage
- 20% more marine ingredients
- Cost/benefit with EXP
 - 6 weeks difference to reach 4,5 kg.
 - Growth rate 18,2 % higher
 - Feed Conversion ratio 16% lower.

6 weeks difference to reach 4,5 kg



Fishmeal Price Development

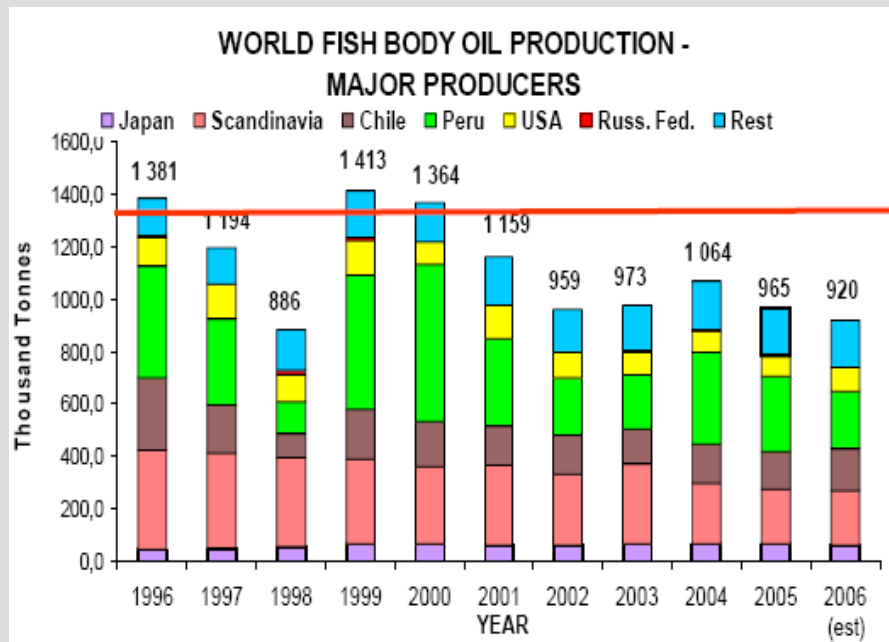
- Current outlook for fishmeal is good, based on limited supply and inquiring markets.
- Supply in Peru is expected to be on the low side again in 2007 with supply in Europe remaining uncertain.
- Worldwide demand is reacting better than expected to the increase of prices.
- Both Europe and China are buyers and available stocks reduced below 30,000MT in Peru. Chinese currency is expected to re-evaluate against US dollar by 4-5% in 2007.
- Prices have been moving up again from Jan 2007 with Super Prime 68% sold above USD 1200/MT FOB and Std 64% sold above USD 1060/MT FOB.
- Price structure is solid above USD 1000/MT. Further increase of demand during the second half of the year should give continuous support to the market.



Source: IFFO

World Fishoil Production and Usage

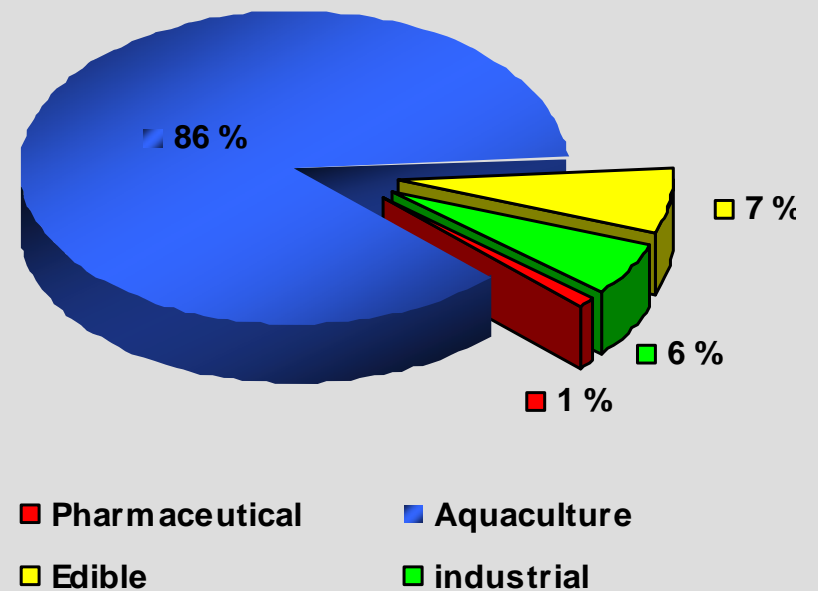
1996-2006



10 Year Average: 1 154,000MT

Source : IFFO

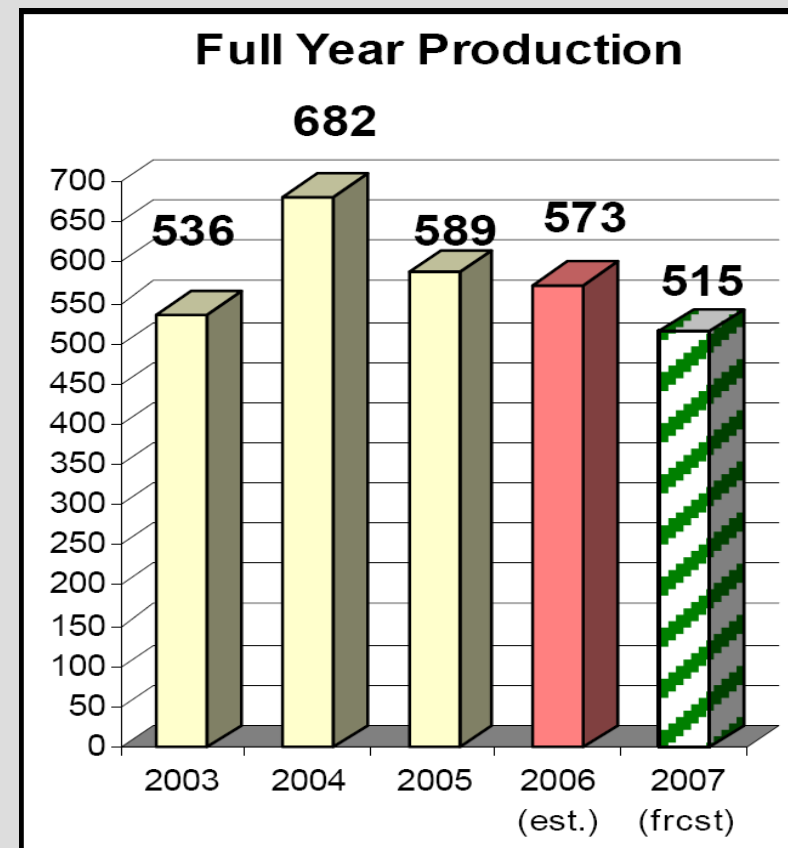
Fish oil usage 2006



Source : Welcon

IFFO - Fishoil production 2007

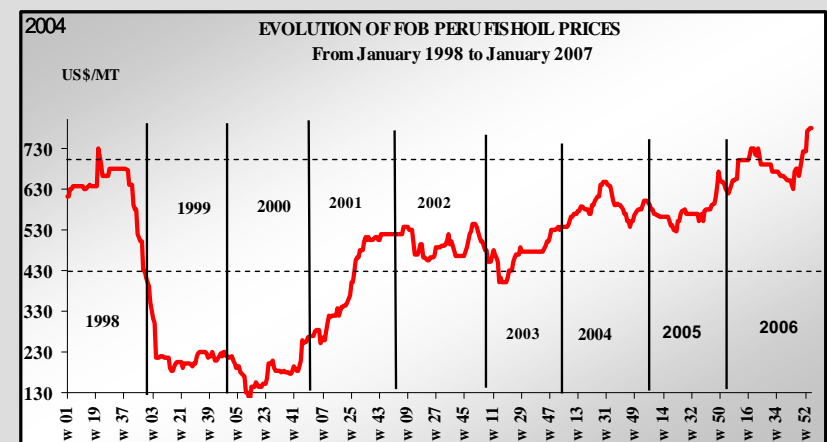
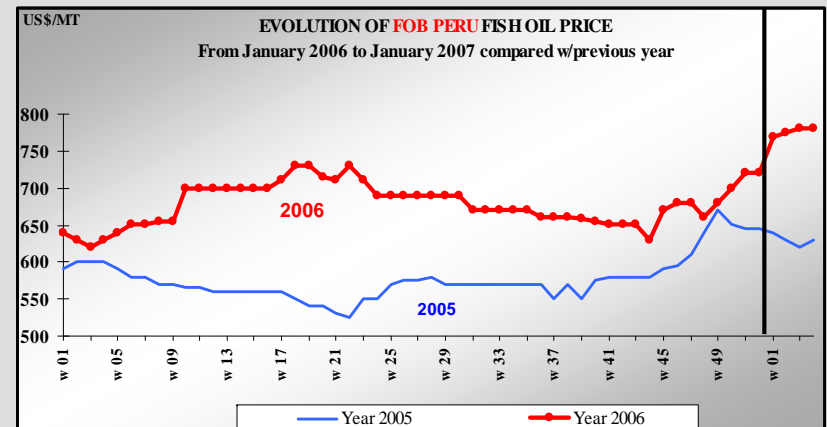
- Supply in 2007 is expected to be at similar level as in 2006.
- IFFO producers contributed to 63% of world production of fishoil in 2005.
- Austevoll Seafood Production is expected to be about 55,000MT in 2007.



Source : IFFO

Fishoil Price Development

- The outlook for 2007 is very good.
- A deficit in supply is expected for 2007, mainly concentrated into Q3 & Q4.
- Current stocks are almost null in Peru, pushing prices well over USD 800/MT FOB for prompt shipment.
- Several customers already in the market trying to secure volumes for next Peruvian season.





Thank you.