

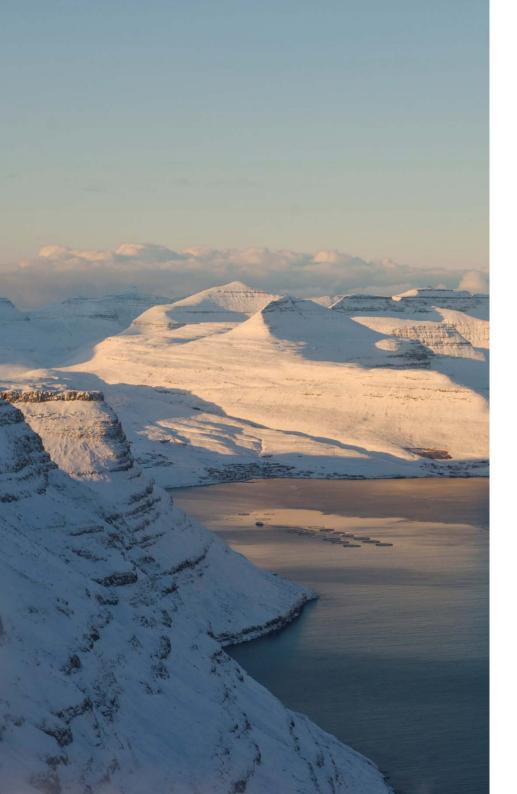
# **PRESENTATION Q3 2012**

**CEO Regin Jacobsen / CFO Teitur Samuelsen** Oslo November 6<sup>th</sup> 2012





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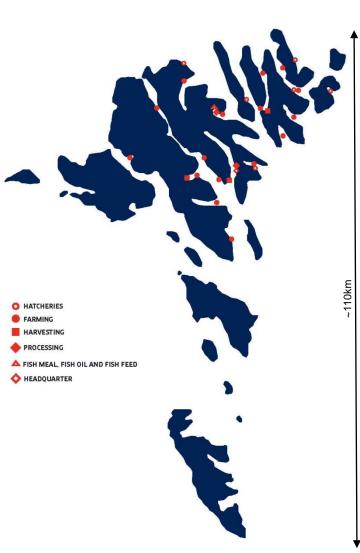
# SUMMARY OF Q3 2012

- MARKETS AND SALES
- FINANCIAL HIGHLIGHTS
- SEGMENT INFORMATION
- GROUP FINANCIALS
- INVESTMENTS
- OUTLOOK

# BAKKAFROST – THE LARGEST FISH FARMING COMPANY IN THE FAROE ISLANDS

- Largest salmon farming company in the Faroe Islands
  - ~71% of harvest volumes (Q3 2012)
  - 50% of farming licenses
- Harvested 9,730 tgw in Q3 2012 (9,243 tgw in Q3 2011)
- Feed sale of 30,290 tonnes in Q3 2012 (30,404 tonnes in Q3 2011\*)
- **Revenues** of DKK 457 million in Q3 2012 (DKK 369 million in Q3 2011)
- Operational EBIT of DKK 86 million in Q3 2012 (DKK 70 million in Q3 2011)
- Positive results from all segments

\*) Including internal sale of 21,093 tonnes in Q3 2012 (22,228 tonnes in Q3 2011).







#### Markets

- Supply of Atlantic Salmon increased by ~ 21% in Q3 2012 compared to Q3 2011
- Utilised market situation by differentiating sale to different regions

#### **Operational key figures**

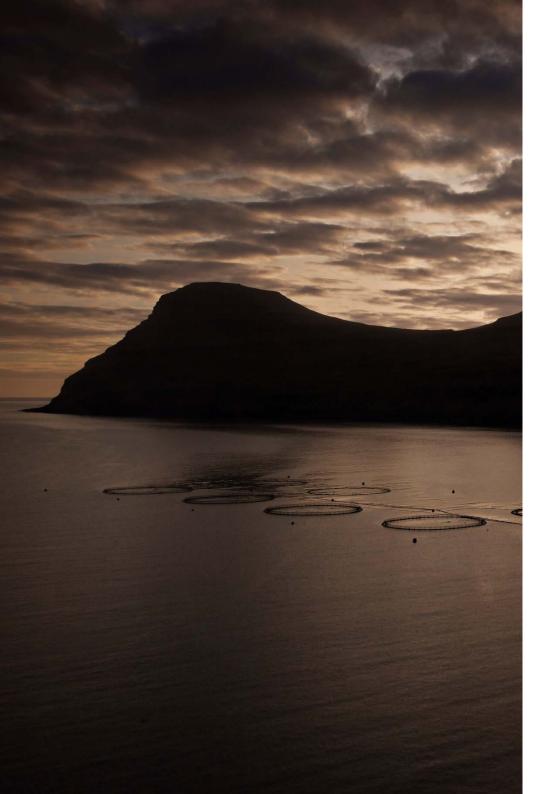
- Improved operational EBIT by 23% from DKK 70.0 million in Q3 2011 to 86.2 million in Q3 2012
- Combined Farming/VAP EBIT/kg of NOK 8.0 (Q3 2011: NOK 6.1)
- Farming EBIT/kg NOK 7.7 (Q3 2011: NOK 2.3)
- VAP EBIT/kg NOK 0.9 (Q3 2011: NOK 13.6)

#### **Operational development**

- Running on close to full capacity
- Overall good operational performance
- Improvement on efficiency still in process

#### **Business development**

• Sold 51% in Faroe Farming, now considered as an associated company





• SUMMARY OF Q3 2012

# MARKETS AND SALES

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# **MARKETS & SALES**

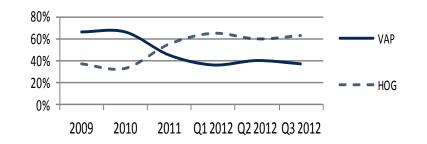


#### Balanced sale to 4 large salmon markets

- The strong demand from Eastern Europe and Far East continues in Q3 2012 with a total share of 35%, an increase of 3% compared to Q2 2012 and an increase of 17% compared to the same period last year
- In the second half of Q3 the sale of large salmon increased and had a positive impact on the sale to markets outside Europe
- Sale to "high end" markets grows, as Bakkafrost has more large salmon available than in prior quarters in 2012
- EU market all time low at 45% of total revenues from 57% in the same period 2011
- VAP/contract share 37% in Q3 2012 compared to 28% in Q3 2011

Market share by value	Q3 2012	Q3 2011	2011	2010
EU	45%	57%	60%	71%
US	20%	25%	23%	15%
Far East	15%	7%	9%	7%
Eastern Europe	20%	11%	8%	7%

#### Sales allocated on product groups

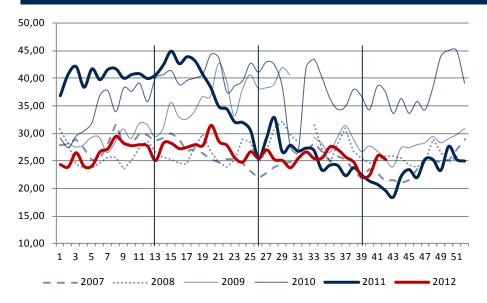


# **GLOBAL MARKETS**



- Global supply increased ~28% YTD and ~21% in Q3 2012 compared with the same period in 2011
- Salmon price dropped in average 5% ~ 1.5 NOK/kg from Q3 2011 to Q3 2012
- The high increase in supply the past year is coming to an end
- The relative change in price is now about to tip over to positive numbers

#### Spot prices on fresh salmon 4-5 [NOK/kg HOG]





#### Change in global market supply and market price

- The supply growth will be limited
- From annual increase of 20% in 2012 we expect only 4% increase in 2013

Global supply of Atlantic Salmon (whole fish equivalent –wfe)							
	2011E	12/11	2012E	13/12	2013E	14/13	2014E
Norway	1.004	16%	1.167	-2%	1.149	3%	1.184
UK	157	-6%	147	8%	159	5%	167
Ireland	16	6%	17	6%	18	6%	19
Faroes	56	16%	65	5%	68	3%	70
Iceland							
Total Europe	1.233	13%	1.396	0%	1.394	3%	1.440
Chile	221	70%	375	20%	450	2%	460
Canada	110	6%	117	-9%	107	6%	113
USA	19	5%	20	5%	21	5%	22
Total Americas	350	46%	510	15%	588	1%	594
Australia/Other	36	6%	38	5%	40	5%	42
Total Atlantic (Harvest volumes)	1.619	20%	1.944	4%	2.022	3%	2.076

Source: Kontali Analyse and Bakkafrost





- SUMMARY OF Q3 2012
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# FINANCIAL HIGHLIGHTS

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#### Satisfying results at the given price level

- Increased revenue driven by market optimization and organic growth in harvested volumes (5%) together with revenue from acquired activities (Havsbrún)
- Decrease in EBITDA and EBIT margins, especially due to lower contract prices on VAP products

#### All segments contribute with positive results

- Satisfactory EBIT/Kg (Farming/VAP) of NOK 8.0 despite the massive increase in the supply of salmon
- Satisfying EBITDA margin in Fish meal, oil and feed despite decreased volume in Q3 2012 compared with last year

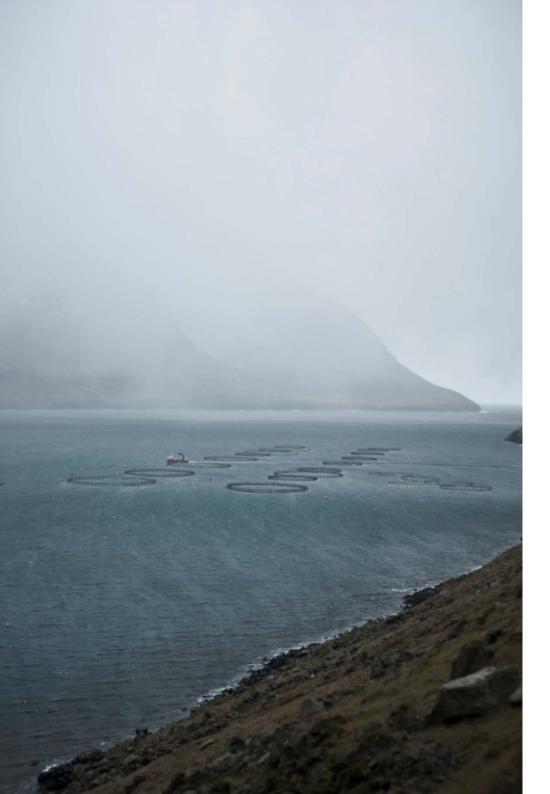
(DKK million)	Q3 2012	Q3 2011	YTD 2012	YTD 2011
Operating revenues	457.1	369.3	1,273.9	923.9
Operational EBITDA	106.3	92.6	283.5	333.6
Operational EBIT	86.2	70.0	223.9	289.2
Result from discontinuing operation	13.1	0	13.5	0
Profit for the period	25.8	159.9	133.2	237.8
Operational EBITDA margin	23.3%	25.1%	22.3%	36.1%
Operational EBIT margin	18.9%	19.0%	17.6%	31.3%
Operational EBIT/Kg (Farming and VAP) (NOK)	8.00	6.08	6.94	12.55
EBITDA margin (Fish meal, oil and feed)	13.8%	14.4%	10.3%	14.4%



- Negative cash flow from operations due to building up biomass, prolonged payment from debtors and increase in receivables from associates
- Total assets almost unchanged assets and liabilities in Faroe Farming excluded from the statement of financial position and 49% included as an investment in an associate
- NIBD reduced by DKK 48 million from end 2011 despite payment of dividend, investments and increase in working capital
- The Group has undrawn loan facilities of DKK 208.5 million

(DKK million)	Q3 2012	Q3 2011
Cash flow from operations	-54.3	55.6
Total assets*	2,389.9	2,301.8
NIBD*	769.5	816.8
Equity ratio*	46.6%	46.1%

\* Comparing figure are at year-end 2011





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#### Harvested volume

- Harvested volumes up by 5% from 9,243 tgw in Q3 2011 to 9,730 tgw in Q3 2012
- North region 70% of the harvested quantity

#### Smolt transfer

- Smolt transfer in Q3 was 3.6 million pieces.
  YTD smolt transfer was 8.4 million pieces.
- In line with previous guided smolt release adjusted for Faroe Farming

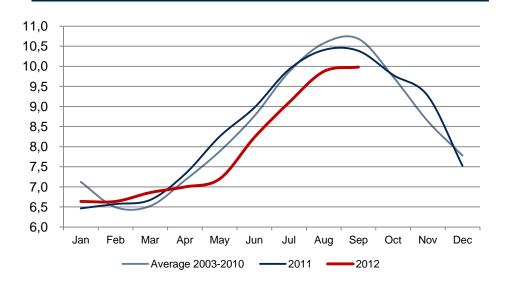
#### **Seawater Temperature**

Lower from April 2012 than previous years

•Viking volumes added to West and included from July 1<sup>st</sup> 2011. All volumes from Faroe Farming in 2012 classified as discontinuing operation. Faroe Farming harvested 1,384 tgw in Q3 2012 and 2,557 tgw YTD 2012.

[tgw]*	Q3 2012	Q3 2011	YTD 2012	YTD 2011
West	2,938	2,302	15,257	3,022
North	6,792	4,879	16,040	17,710
Faroe Farming*	-	2,062	-	2,062
Total	9,730	9,243	31,297	22,794

#### Average Seawater Temperatures 2012





#### **Revenues and margin**

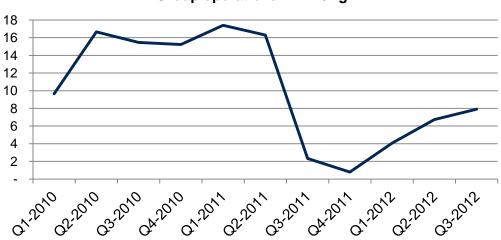
- Revenues increased in Q3 2012 compared with Q3 2011 from DKK 231 million to DKK 327 million
- Margin increased from 9% in Q3 2011 to 23% in Q3 2012 mainly due to higher market prices
- Superior quality share increased from 85% to 91%
  Q on Q primarily due to less matured fish

#### Operation

- Operational performance in line with expectations
- Low mortality
- Good growth rate and feed conversation rate
- Efficiency still room for improvement
- Harvesting and well boats running at close to full capacity

(DKK million)	Q3 2012	Q3 2011
Operating revenues	327	231
Operational EBIT	75	21
Operational EBIT margin	23%	9%
Superior quality share	91%	85%

(NOK/kg)	Q3 2012		
Farming	Farming North Farming		
Operational EBIT/kg gw	8.11	6.60	

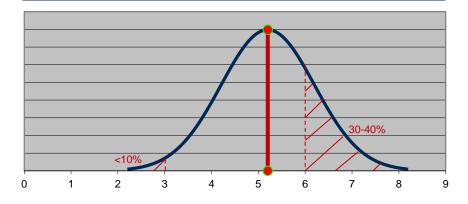


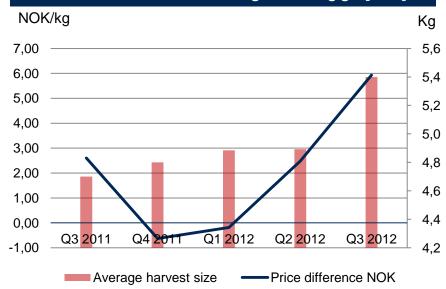
#### Group operational EBIT/Kg



- The salmon size follows a normal distribution. Increased average weight means increased quantity of large fish and decreased quantity of small fish
- The average size of the harvested salmon was 15% higher in Q3 2012 than in Q3 2011 (5.2 kg gw in Q3 2012, compared to 4.7 kg gw in Q3 2011)
- Superior quality share increased to 91% from 85% Q on Q
- The price spread between salmon 3-4 kg and 6-7 kg gw was around 6 NOK/kg during Q3 2012

#### Normal Distribution of Harvest Size gw/Kg)





#### Price difference between 3-4 Kg and 6-7 kg gw [NOS]

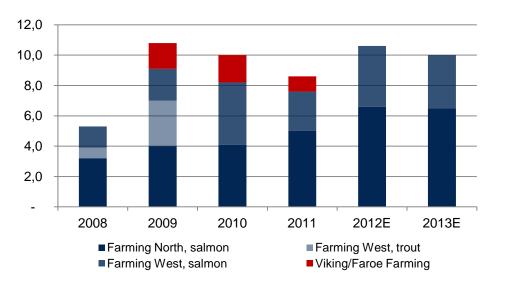


#### Smolt transfer increased 30% compared with 2010

The smolt transfer is planned to increase from 2010 to 2012E by 30%. In 2013 the smolt release will be slightly lower due to available sites

Smolt release can take place each month during the year in the Faroe Islands due to stable water conditions

#### Smolt transfer 2008 - 2013E [million pcs]





- Increased revenue due to higher volumes at lower prices
- Operational EBIT margin narrowed to 3% in Q3 2012 compared to 29% in Q3 2011, when contract prices were unchanged and spot prices collapsed. YTD 2012 26mDKK (36 mDKK)
- 42% increase in volumes
- Start to sign contract for 2013
- Lower spot prices reflected in contracts prices realised in Q3 2012 compared to Q3 2011

(DKK million)	Q3 2012	Q3 2011
Operating revenues	121	112
Operational EBIT	3	33
Operational EBIT margin	2.5%	29.5%
VAP produced volumes (tgw)	3,634	2,553





- Q3 high season for feed sale in the Faroe Islands. Feed production running at close to 100% capacity during peek period
- Revenue increased due to higher raw material prices in Q3 2012 compared with Q3 2011 and hence higher prices per kg
- EBITDA margin slightly reduced
- Raw material intake for fishmeal/oil production 8,142 tonnes in Q3 2012, and YTD 38,141 tonnes
- YTD sale of feed is 66,351 tonnes (YTD 2011: 60,819 tonnes)
- Forecast for feed sale for 2012 increased by 5,000 tonnes to 90,000 tonnes
- New management in Havsbrún (Fish meal, oil and feed) - Mr Odd Eliasen

 $^{\ast}$  Including sale to Bakkafrost corresponding to ~70% of feed volumes in Q3 2012 ( Q3 2011: 74%)

#### Meal, Oil and Feed

(DKK million)	Q3 2012	Q3 2011	2011
Operating revenues*	300	277	771
EBITDA	41	40	96
EBITDA Margin	13.7%	14.4%	12.4%
Sale of feed (tonnes)	30,290	30,404	84,431





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# **GROUP PROFIT AND LOSS**



	Revenue u	up 24%	(DKK 88	million)	due to:
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- Market optimization
- Harvest salmon volumes up 5% due to organic growth
- Higher salmon prices and higher feed prices compared to Q3 2011
- Operating EBIT increased by 23% from DKK 70 million in from Q3 2011 to DKK 86 million in Q3 2012
- No provision for onerous contracts
- Negative fair-value adjustments on biological assets
- Negative result from associates Faroe Farming and Hanstholm Fiskemelfabrik
- Loss from sale of subsidiary
- Interest costs amounting to DKK 3 million offset by capital gains
- Income and expenses related to Faroe Farming disclosed as "discontinuing operations", as it was sold in the quarter

(DKK million)	Q3 2012	Q3 2011	YTD 2012	YTD 2011
Operating revenues	457	369	1,274	924
Operational EBITDA*	106	93	283	334
Operational EBIT*	86	70	224	289
Fair value adjustment on biological assets	-32	-15	-23	-132
Other non operational items**	0	110	0	112
Income from associate	-12	-2	-15	-2
Loss from sale of subsidiary	-18	0	-18	0
EBIT	24	164	168	267
Net Financial items	-3	-4	-13	-7
EBT	21	160	155	260
Taxes	-8	0	-36	-22
Profit for the period continuing operations	13	160	119	238
Profit for the period discontinuing operations	13	0	13	0
Profit for the period	26	160	133	238
Operational EBITDA margin	23.2%	25.2%	22.2%	36.1%
Operational EBIT margin	18.8%	19.0%	17.6%	31.3%
Operational EBIT/Kg (Farming and VAP) (NOK)	8.00	6.08	6.94	12.55
EBITDA margin (Fish meal, oil and feed)	13.8%	14.4%	10.3%	14,4%

\*Operational EBITDA and EBIT adjusted for fair value adjustment of biomass, onerous contracts, income/loss from associate, acqusition costs and badwill

\*\* Other non operational items comprice: Impairments, onerous contracts, acqusition costs and badwill.

# **BALANCE SHEET**



- Balance sheet impacted by the sale of Faroe Farming, which is not consolidated any more, but an associate
- Investments in PPE of DKK 32 million in Q3 and YTD DKK 69 million (expectations unchanged at total of DKK115 million for 2012)
- Seasonal increase in biological assets at a lower fair value
- Receivables increased significantly due to higher debtors, due to seasonal high sale of feed, prolonged payments from debtors and receivables from associates.
- Equity increased as a result of positive operations, but dividend of DKK 49 million and acquisition of minority shares in Faroe Farming reduces the increase, however
- High payables partly due tax payable from the Havsbrún acquisition
- NIBD reduced to DKK 769 million from DKK 817 million 31.12.2011
- Equity ratio 47% (Covenants 35%)

(DKK million)	Q3 2012	2011
Intangible assets	294	370
Property, plant and equipment	791	829
Financial assets	84	36
Biological assets	629	700
Inventory	202	179
Receivables	380	171
Cash and cash equivalents	10	17
Total Assets	2,390	2,302
Equity	1,115	1.061
Deferred tax and other taxes	273	256
Long term interest bearing debt	679	734
Short term interest bearing debt	100	100
Account an other payables	223	151
Total Equity and Liabilities	2,390	2,302

# **CASH FLOW**



#### Cash flow impacted by seasonal growth

- Seasonal high growth leads to negative CF from operations, combined with increase in receivables (prolonged debtor payment and high sale)
- CF from investments reflects the sale of Faroe Farming, reduced by payment of investments in PPE of DKK 32.2 million in Q2 2012
- CF from financing reflects increased debt, offset by financing of associate
- Undrawn loan facility of DKK 208.5 million

(DKK million)	Q3 2012	Q3 2011	YTD 2012	YTD 2011
Cash flow from operations	-54.3	55.6	178.8	323.2
Cash flow from investments	14.6	-657.6	-22.2	-696.4
Cash flow from financing	1.0	643.8	-163.7	410.4
Net change in cash	-39.1	41.9	-7.2	37.3
Cash at the end of the period	9.7	46.4	9.7	46.4
Available undrawn facilities	208.5	247.3	208.5	247.3

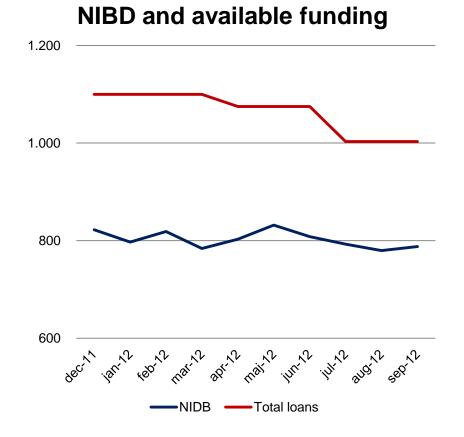


#### Financing of the Group

- Total financing of DKK 978 million
  - Instalment loan of DKK 425 million, repayable with DKK 25 million/quarter
  - Revolving credit facility of DKK 553 million due in 5 years
  - All financing in DKK
- NIBD end Q3 2012: DKK 769 million

#### Covenants

- NIBD/ EBITDA max 3.5 over 12 months
- Equity ratio min: 35%
- From year end 2012: 37.5%
- From year end 2013: 40.0%





- Dividend policy:
- Competitive return through:
  - Dividends
  - Increase in the value of the equity
- Generally, the company shall pay dividends to its shareholders
- A long-term goal for the Board of Directors is that 30– 50% of EPS shall be paid out as dividend when the Group's equity ratio is above 60%

#### **Dividend history**

	Q3 2012	2011	2010
Dividend (DKK mill.)	-	48	191
DPS (DKK)	-	1.00	3.91
Adj. EPS** (DKK)	-	4.90	2.64
Equity ratio	47%	46%	76%
NIBD	770	817	70
NIBD/adj.EK***	73%	84%	9%

\* Operational EBIT is EBIT adjusted for fair value adjustment of biomass,

onerous contracts, income/loss from associate, acqusition costs and badwill

\*\* Adj. EPS is EPS adjusted for fair value adjustment of biomass and provisions onerous contracts.

\*\* Equity adjusted adjusted for fair value adjustment of biomass and provisions onerous contracts,





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# PLANNED INVESTMENTS IN 2012 AND 2013



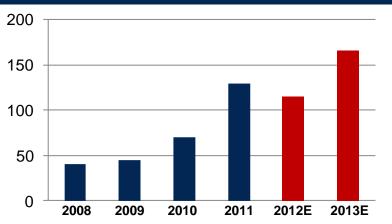
#### Unchanged forecast on investments in PPE

- Investments in 2012 at DKK 115 million and increased investments in 2013 to DKK 170
- The investments are made in:
  - Hatchery division
  - Fish meal/oil and feed
  - Farming division
  - Harvesting division and
  - VAP division

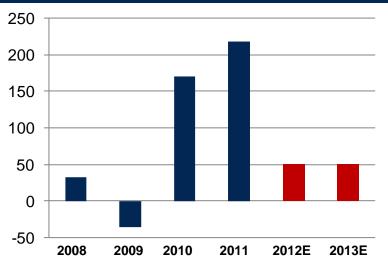
#### Same growth in biomass in 2013 compared to 2012

- Following a step increase in previous year, we now have a more moderate increase in biomass while monitoring the biological situation
- Still room for improved utilization at some sites

Investments in PPE (DKK millon)



Increased biomass (DKK millon)







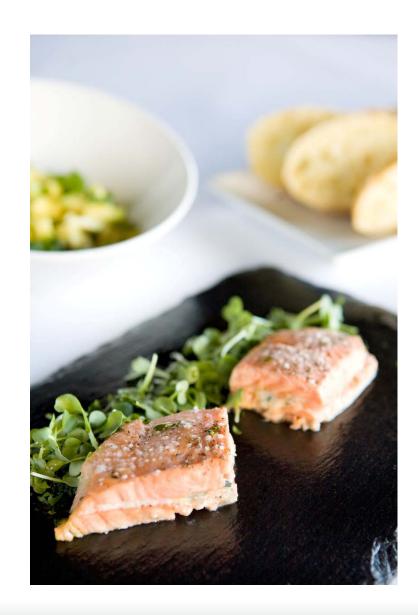


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# OUTLOOK



- Good market outlook for Bakkafrost's products
- Q4 2012 expected to be the point, where the marked tips over to be for the benefit of the supply side
- Estimated harvest increase by 2,000 tonnes gwt to 45,000 tonnes gwt ex. Faroe Farming
- Expected harvest 2013 on same level as in 2012
- All VAP capacity for 2012 sold started to sign contracts for 2013
- Strong demand expected from Q4 2012 and into 2013
- Smolt release in 2013 expected to be 10 million pieces
- Forecast for Feed sales increased by 5,000 tonnes to 90,000 tonnes in 2012
- Improved financial flexibility enables M&A and organic growth opportunities
- To optimise the Value Chain and pursue Organic Growth increasing investments in 2013 to DKK 170 million, including maintenance CAPEX of DKK 80-90 million





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# **THANK YOU!**



## FAROE ISLANDS

- 18 islands 1,387 km<sup>2</sup>
- 48,285 inhabitants (March 1<sup>st</sup> 2012)
- Home rule within the Kingdom of Denmark
  - Head of State: Queen Margrethe II
  - Head of Government: Prime Minister Kaj Leo Johannesen
- Part of the Danish monetary union, Danish krone (DKK)
- Key sectors (% of wage earners, 2009)
  - Service/public admin.: ~37%
  - Private service: ~33%
  - Fishing industry: ~17%
- GDP: DKK 11.784 bn (2009)
- GDP/capita: DKK 242,220 (EU: 175,530) (2009)
- Total export of products (2011):
  - DKK 4,772 million
  - whereof farmed fish accounts for 34.1%
- Corporate Tax: 18%
- Farming Licence Tax 2012: 2.5%







On August 9th 2012 the Minister of Industry proposed to the Faroese Parliament to make the following changes in the ownership regulation (LI nr. 83 from 25 May 2009) in fish farming companies:

- 1. Head Quarter in the Faroe Islands
- 2. At least half of the board members, the chairman and the CEO of the company are requested to Faroese residence\*.
- 3. Maximum of 30% ownership for a single foreign shareholder
- 4. Maximum 10% voting rights for a single foreign shareholder
- 5. These changes are only for shares purchased after 9<sup>th</sup> August 2012

The aim of the proposal is said to be:

- 1. to maintain Faroese salmon farming companies competitive and as an important part of the Faroese value creation
- 2. to ensure that a high part of the value chain inclusive VAP, sales and marketing, contributes to value creation in the Faroe Islands

#### The proposal is available only in Faroese at:

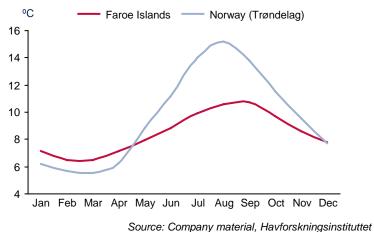
http://www.logting.fo/files/casestate/12661/007.12%20U.t.ll.%20um%20br.%20i%20ll.%20um%20aling%20av%20fiski%20v%20 %20m.pdf

\* Persons with Faroese residence are by definition persons, who have been registered in the Faroese national register for the last two years

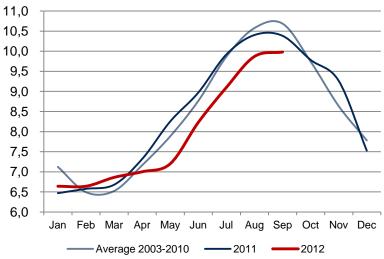


 Faroese fjords provide separation between locations °C **GEOGRAPHY** 16 - Improves biological control and area management 14 12 Stable seawater temperatures throughout the year 10 between 6-12 degrees Celsius WATER 8 Excellent water quality and circulation conditions 6 Efficient distribution to both the European, US and Far LOCATION East markets 11,0 Biological sustainability setting the biomass target per 

#### Average Seawater Temperatures 2003-2009



#### Average Seawater Temperatures 2003-2012



BIOMASS

license

# BAKKAFROST – ACQUISITION AND DIVESTMENT OF FAROE FARMING

#### Background

- Prior to Q1 2012 transaction, Bakkafrost controlled ~57 % of farming licenses (July 1<sup>st</sup> 2011) in the Faroe Islands
- Maximum control 50% of licenses according to Faroese law
- Acquired the non-controlling interests (21.93%) in Faroe Farming, increasing total ownership to 100%

#### Transaction

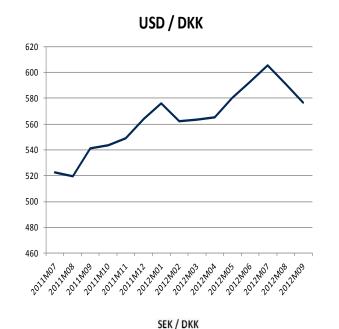
- Subsequently divested 51% to the Faroese based investment company Tjaldur. Authority approval received and agreement finally completed
- Bakkafrost still owns 49% in Faroe Farming (associated company in Q3 2012 financial statement)

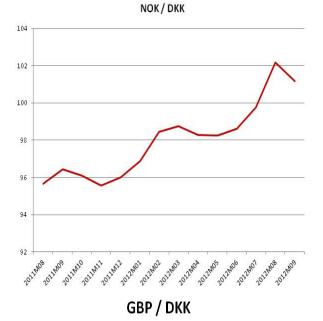


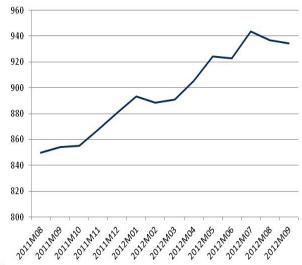


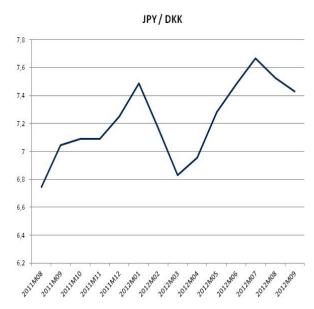
# **MONTHLY EXCHANGE RATES**



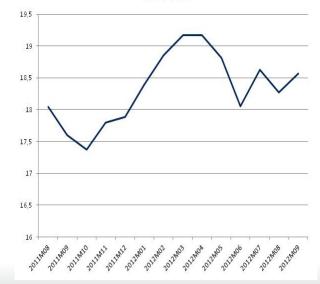








RUB / DKK



**BAKKAFROST / Q3 PRESENTATION 2012** 

\* 10148 101140 101140 101140 101140 101140 101140 10100 101040 101040 101040 101040 101040 101040

# LARGEST SHAREHOLDERS



Salmar ASA			NOR	25.21
Jacobsen Oddvør			FRO	9.40
Jacobsen Johan Regin			FRO	9.19
UBS AG ZURICH A/C OMNIBUS	S-DISCLOSE	NOM	CHE	5.47
TF Íløgur p/f			FRO	5.02
PARETO BANK ASA			NOR	4.66
JPMORGAN CHASE BANK NORE	DEA TREATY ACCOUN	NOM	GBR	2.55
MORGAN STANLEY & CO S/A N	ISIL IPB CLIENT	NOM	GBR	2.19
STATE STREET BANK AN A/C S	EC FIN PRIN ECM	NOM	USA	2.07
Kerið sp/f			FRO	1.63
NORDEA NORDIC SMALL			FIN	1.60
JPMBLSA NORDEA LUX LENDIN	IG A	NOM	LUX	1.59
NORDEA BANK DENMARK S/A	NORDEA (DK) CCA	NOM	DNK	1.53
HOLBERG NORGE VERDIPAPIR FONDSFORVA	FONDET V/HOLBERG		NOR	1.47
Katrin Jakobsen			FRO	1.15
HOLBERG NORDEN VERDIPAPI	RFONDET V/HOLBERG		NOR	1.14
FONDSFORVA VERDIPAPIRFONDET HAN NOR	GE		NOR	1.03
P/F Hvalnes			FRO	0.98
NORTHERN TRUST GSL-L TREA	TY CLIENTS		GBR	0.89
STOREBRAND VERDI JPMORGA	N EUROPE LTD,		NOR	0.88
Total share 20 largest sha	areholders			79.65%
As per October 31 <sup>st</sup> 2012	Total number of shares:		1	8.858.065

Share price development since listing in NOK



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