

Q3 2013

THIRD QUARTER BAKKAFROST GROUP Glyvrar 5 November 2013





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SUMMARY OF Q3 2013

- MARKETS AND SALES
- FINANCIAL HIGHLIGHTS
- SEGMENT INFORMATION
- GROUP FINANCIALS
- INVESTMENTS 2013-2017
- OUTLOOK

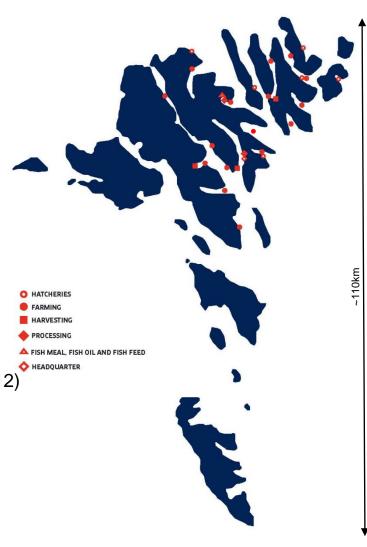


BAKKAFROST

BAKKAFROST – THE LARGEST FISH FARMING COMPANY IN THE FAROE ISLANDS

- Largest salmon farming company in the Faroe Islands
 - ~79% of harvest volumes in Q3 2013
 - 50% of farming licenses
- Harvested 11,335 tgw in Q3 2013 (9,730 tgw in Q3 2012)
- Feed sale of 31,961 tonnes in Q3 2013* (30,290 tonnes in Q3 2012*)
- **Revenues** of DKK 741 million in Q3 2013 (DKK 457 million in Q3 2012)
- Operational EBIT of DKK 187 million in Q3 2013 (DKK 86 million in Q3 2012)
- Positive results from Farming and Feed, loss on VAP

*) Including internal sale of 23,681 tonnes in Q3 2013 (21,093 tonnes in Q3 2012)







Margin

- Strong results
 - Farming EBIT/kg NOK 17.59
 - Fishmeal, Oil and Feed 11.55% EBITDA margin
 - VAP negative EBIT/kg of NOK 4.96

Market

- High demand
- Strong salmon prices despite global salmon production is running close to full capacity

Operation

- Harvested volumes increased in Q3 2013 compared to Q3 2012
- Transferred 2.8 million smolts in Q3
- Biology good and stable
- Detection of Neoparamoeba perurans in farming sites in the Faroes
- No increase in mortality and no disease outbreak.



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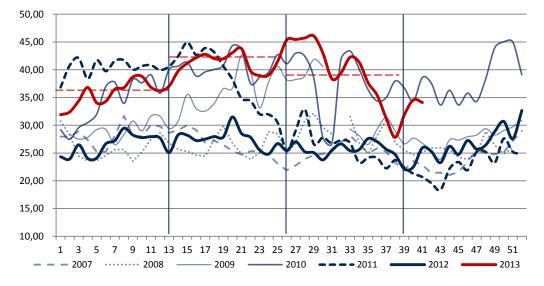
GLOBAL MARKETS



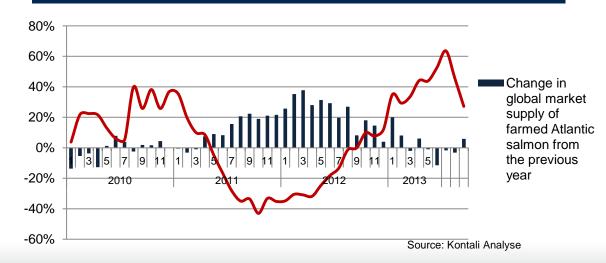
The NASDAQ salmon price increased in Q3 2013 by ~52% compared with Q3 2012

- from 25.51 to 38.90 NOK/kg
- The decrease was 7% from Q2 2013 to Q3 2013, from 41.66 to 38.90 NOK/kg – 2.76 NOK down per kg
- The global supply of salmon increased only 2% first 9 months in 2013 compared with the same period in 2012
- The salmon prices have increased to highest levels the past 10 years due to high demand and low supply growth

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



Change in global market supply and market price



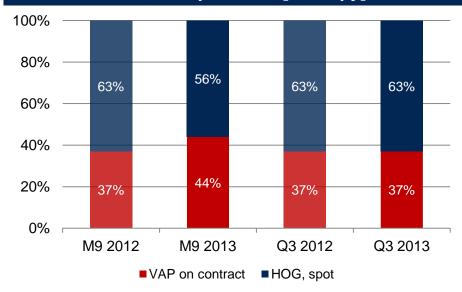


Overseas High-End markets also dominated Q3 2013

- Increasing demand in the US and Asian market
- Eastern European market reduced from 20% in Q3 2012 to 4% in Q3 2013 of total sales
- EU market still most important marked but now below 50% in the quarter.

 VAP/contract share 37% of total volume in Q3 2013, which is on the same level as in Q3 2013, even harvested volumes have increased by 16%

Sales by markets	Q3 2013	Q3 2012	M9 2013	M9 2012
EU	47%	45%	50%	46%
USA	24%	20%	21%	20%
Asia	25%	15%	26%	29%
Eastern Europe	4%	20%	3%	5%



Contract share, VAP products [% of qty]



- We expect 3% global supply growth of Atlantic Salmon in 2013 and only 2% in 2014 and 2015
 - Norway is expected to reduce volumes in 2013
 - Chile is expected to produce around 422,000 tonnes HOG in 2013 falling to 418,000 tonnes in 2014
 - Faroes is expected to reduce by 1,000 tonnes in 2013 and increase by 3,000 tonnes in 2014
- Growth on this level has historically led to increase in prices

Global supply of Atlantic Salmon (head on gutted - HOG)							
2011	2012	2013E	2014E	2015E			
905	1.065	1.040	1.060	1.090			
141	140	126	135	140			
14	15	15	15	14			
50	66	65	68	74			
1.111	1.286	1.247	1.279	1.318			
199	331	422	418	401			
99	110	99	101	110			
16	18	18	18	19			
314	459	539	536	530			
36	39	45	47	47			
1.462	1.784	1.831	1.862	1.895			
	22%	3%	2%	2%			
	16%	-3%	3%	3%			
	46%	18%	-1%	-1%			
	2011 905 141 14 50 1.111 199 99 16 314 36	2011 2012 905 1.065 141 140 14 15 50 66 1.011 1.286 1.99 331 99 110 16 18 314 459 36 39 1.462 1.784	2011 2012 2013E 905 1.065 1.040 141 140 126 141 140 126 14 15 15 50 66 65 1111 1.286 1.247 199 331 422 99 110 99 16 18 18 314 459 539 36 39 45 1.462 1.784 1.831 22% 3% 3% 16% 3.3% 3.3%	2011 2012 2013E 2014E 905 1.065 1.040 1.060 141 140 126 135 14 15 155 15 50 66 655 68 199 331 422 418 99 110 99 101 16 18 18 18 314 459 539 536 314 459 539 47 16 1.784 1.831 1.862 36 39 45 47 1.462 1.784 1.831 3.862			

Source: Kontali & Bakkafrost



- The EU market will also in the next two years be the largest market for salmon
- The Japanese market has suffered recently, and is expected to decline in quantity
- USA and other markets will have the relatively largest growth rate at 8% and 6% in 2013.

Salmon markets, sold quantity (head on gutted - HOG)

	2013E		2014E	ו 	2015E	
EU	831	1%	864	4%	875	1%
USA	334	8%	348	4%	356	3%
Japan	49	-15%	49	0%	49	1%
Russia	151	-2%	149	-1%	150	0%
Other Markets	455	6%	474	4% ^I	477	1%
Total	1.820	3%	1.883	3%	1.907	1%

	Estimated	volumes	Compared	to Q3 2012	Estimated	volumes	YTD compa	ariso	n
Markets	Q3 2013	Q3 2012	Volume	%	YTD 2013	YTD 2012	Volume		%
EU	206.600	210.600	-4.000	∖ -2%	581.900	592.000	-10.100	7	-2%
USA	79.700	80.300	-600	Symptotic Schemen Sche	248.400	230.800	17.600	∱	8%
Russia	32.700	36.400	-3.700	4 -10%	96.900	106.200	-9.300	₽	-9%
Japan	13.100	14.700	-1.600	-11%	35.600	43.100	-7.500	Ŷ	-17%
Greater China	20.300	19.100	1.200	1 6%	55.300	54.600	700		1%
ASEAN	15.300	10.600	4.700	1 44%	44.100	38.300	5.800		15%
Latin America	31.000	25.600	5.400	1 21%	89.200	72.500	16.700	∱	23%
Ukraine	6.500	6.100	400	1 7%	18.800	16.900	1.900	∱	11%
Other markets	48.900	43.700	5.200	1 2%	131.500	118.700	12.800		11%
Total all markets	454.100	447.100	7.000	/ 2%	1.301.700	1.273.100	28.600	$\overline{\mathbf{v}}$	2%

Source: Kontali

BAKKAFROST PART OF THE GLOBAL SALMON INITIATIVE





The mission

 The Global Salmon Initiative (GSI) is a leadership initiative by 70% of global farmed salmon producers, focused on making significant progress towards fully realizing a shared goal of providing a highly sustainable source of healthy protein to feed a growing global population, whilst minimizing our environmental footprint, and continuing to improve our social contribution. The GSI is committed to:

- Minimizing the environmental impact of our operations
- Sourcing sustainable feed
- Continuing to improve the social impact of our operations
- Managing our operations in a manner to support economic growth and stability
- Producing a healthy and nutritious product farmed in a sustainable way

http://www.globalsalmoninitiative.org



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Strong results compared to last year

- Strong salmon spot prices and improved FOF (Fishmeal Oil & Feed) operation resulted in higher revenues and EBIT
- Operational EBIT increased by 217%

Increased margins in Farming and FOF but loss in VAP, due to increased spot prices

- Increased EBIT/Kg (Farming/VAP) from NOK 8.00 to NOK 15.76
- Increased EBITDA in FOF compared to Q3 2012, due to:
 - Increased sale of feed and fishmeal and oil
 - Increased raw material intake and thus better capacity utilisation

(DKK million)	Q3 2013	Q3 2012	M9 2013	M9 2012
Operating revenues	741.1	457.1	1,824.4	1,273.5
Operational EBITDA	208.4	106.3	525.0	283.5
Operational EBIT	186.8	86.2	461.1	223.9
Profit for the period	199.6	25.8	451.4	133.2
Operational EBITDA margin	28.1%	23.3%	28.8%	22.3%
Operational EBIT margin	25.2%	18.9%	25.3%	17.6%
Operational EBIT/Kg (Farming and VAP) (NOK)	15.76	8.00	14.21	6.94
EBITDA margin (Fishmeal, oil and feed)	11.6%	13.76%	12.6%	10.31%

BAKKAFROST / Q3 PRESENTATION 2013

KEY FINANCIALS, GROUP

- Improved cash flow from operations mainly due to improved earnings
- Total assets increased mainly due to increase costs of biomass, increased inventory and higher debtors due to the increase in salmon prices
- NIBD reduced by DKK 70 million from end 2012 despite investments and increase in working capital
- The Group has undrawn loan facilities of DKK 600.7 million of which DKK 15.0 million is restricted

(DKK million)	Q3 2013	Q3 2012	M9 2013	M9 2012
Cash flow from operations	130.6	-53.3	330.4	181.8
Total assets*	3,004.2	2,570.9	3,004.2	2,570.9
NIBD*	736.9	806.9	736.9	806.9
Equity ratio*	52.2%	49.1%	52.2%	49.1%

* Comparing figure are at year-end 2012





Harvested volume

- Harvested volumes increased by 16% from 9,730 tgw in Q3 2012 to 11,335 tgw in Q3 2013
- North 62% compared with 70% in Q2 2012

Smolt transfer

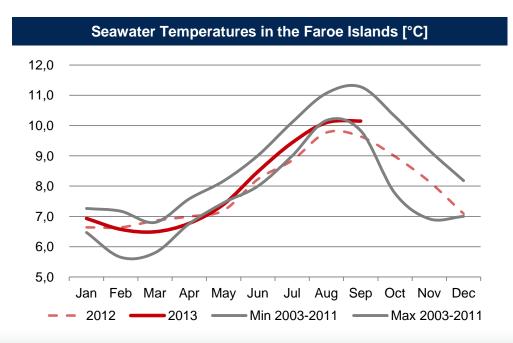
 Smolt transfer in Q3 2013 was 2.8 million pieces. Plan for full year 10 million pieces

Seawater temperature in the Faroe Islands

Higher temperature this summer than last year

 Volumes in Faroe Farming for Q3 and H1 2012 included as Faroe Farming was discontinuing operation.

Harvest Volume [HOG]*	Q3 2013	Q3 2012	M9 2013	M9 2012
West	4,340	2,938	9,073	15,257
North	6,995	6,792	21,098	16,040
Total	11,335	9,730	30,171	31,297
Faroe Farming*	0	1,384	0	2,557
Gross harvested	11,335	11,114	30,171	33,854





Revenues and margin

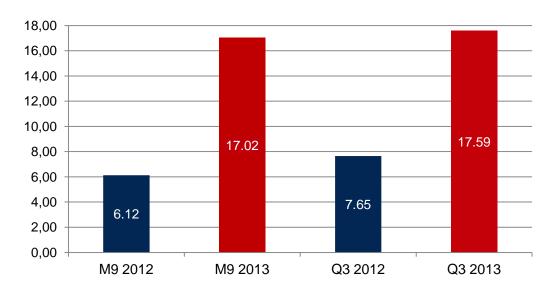
- Revenues increased in Q3 2013 due to higher salmon prices and increased volumes
- Margin increased from 23% in Q3 2012 to 37% in Q3 2013 mainly due to higher market prices
- The strong salmon spot market is reflected in the EBIT/Kg in Q3 2012 compared to Q3 2012

Operation

- Overall good performance
- Bakkafrost is well prepared to handle the situation with the detection of Neoparamoeba perurans
- Treatment with Hydrogen Peroxide
- Equipment in place and employees with skills and experience in using Hydrogen Peroxide from treatment against sea lice

(DKK million)	Q3 2013	Q3 2012	M9 2013	M9 2012
Operating revenues	520	327	1,466	937
Operational EBIT	188	75	512	190
Operational EBIT margin	38%	23%	35%	20%

Margin - EBIT per kg total harvested quantity [NOK/kg]



SEGMENT VAP

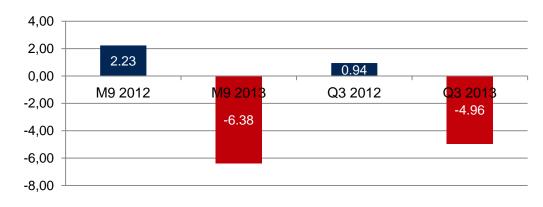


Revenues and margin

- Revenues increased 22% while volume increased 15%
- Margin negative in Q3 in total but margins were positive in September
- 35-40% of total harvested volume in 2013 expected to be sold as VAP on contracts

(DKK million)	Q3 2013	Q3 2012	M9 2013	M9 2012
Operating revenues	148	121	464	372
Operational EBIT	-20	3	-85	26
Operational EBIT margin	-13%	3%	-18%	7%
VAP produced volumes (tgw)	4,196	3,634	13,300	11,559

Margin - EBIT per kg total harvested quantity [NOK/kg]

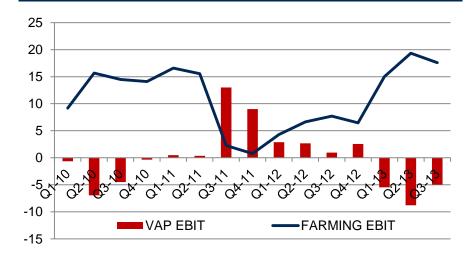


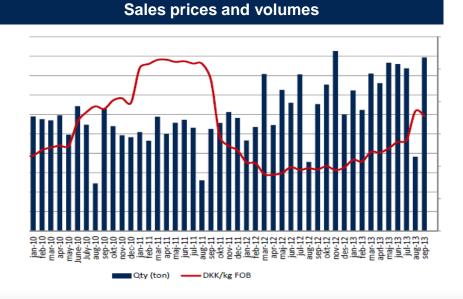


Strategy

- VAP production is a long term strategy, optimizing markets and stabilises cash flow
- Losses during periods with high increase in spot prices and gains during periods with drop in spot prices
- Contract prices increasing significantly in Q4 2013
- All VAP capacity for 2013 sold and 10% of the capacity for 2014

Margin - EBIT per kg total harvested quantity [NOK/kg]







- Raw material intake for fishmeal/oil production was 68 thousand tonnes in Q3 2013, compared with 8 thousand tonnes in Q3 2012
- Revenues increased 41% mostly due to higher sale of fishmeal
- EBITDA margin decreased from 14% to 12% due to sale of fish meal at a lower margin
- Forecast for feed sale for 2013 is unchanged ~ 80-90,000 tonnes

Meal, Oil and Feed

(DKK million)	Q3 2013	Q3 2012	M9 2013	M9 2012
Operating revenues	422	300	831	641
EBITDA	48	41	104	66
EBITDA Margin	12%	14%	13%	10%
Sale of feed (tonnes)*	31,961	30,290	65,063	66,351



* Including sale to Bakkafrost corresponding to ~74% of feed volumes in Q3 2013 (Q3 2012: 70%)



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GROUP PROFIT AND LOSS



- Revenue up 62% corresponding to DKK 284 million) due to:
 - Improved market prices for salmon (spot and VAP)
 - Harvest volumes up 16% and VAP volumes up 15%
 - Increased sale of fishmeal in Q3 2013
 - Operating EBIT increased by 217% from DKK 86 million in Q3 2012 to DKK 187 million in Q3 2013
- Reduction in fair value of biomass due to decrease in salmon prices
- Reversal of provision for onerous contracts due to improved contract prices and reduction in spot prices at end of September
- Improved financial costs due to unrealised currency gains
- Profit after tax improved from DKK 26 million to DKK 200 million from Q3 2012 to Q3 2013

(DKK million)	Q3 2013	Q3 2012	M9 2013	M9 2012
Operating revenues	741	457	1,824	1,273
Operational EBITDA*	208	106	525	283
Operational EBIT*	187	86	461	224
Fair value adjustment on biological assets	-13	-32	21	-23
Onerous contracts	67	0	40	0
Income from associates	0	-12	13	-15
Loss from sale of subsidiary	0	-18	0	-18
EBIT	241	24	535	168
Net Financial items	3	-3	18	-13
EBT	244	21	553	155
Taxes	-44	-8	-102	-36
Profit for the period continuing operations	200	13	451	119
Profit for the period discontinuing operations	0	13	0	13
Profit for the period	200	26	451	133
Operational EBITDA margin	28.1%	23.2%	28.8%	22.2%
Operational EBIT margin	25.2%	18.8%	25.3%	17.6%
Operational EBIT/Kg (Farming and VAP) (NOK)	15.76	8.00	14.21	6.94
EBITDA margin (fishmeal, oil and feed)	11.55%	13.76%	12.57%	10.31%

*Operational EBITDA and EBIT adjusted for non-operational related items, such as fair value adjustment of biomass, onerous contracts, income/loss from associates etc.

BALANCE SHEET



- Investments in PPE of DKK ~39 million in Q3 2013 and 101 million YTD 2013
- Seasonal increase in biological assets
- Higher carrying amount on inventory due to increase in raw material intake and higher inventory of raw material for feed production
- Increased receivables due to improved salmon prices and higher sale from FOF (Fishmeal Oil & Feed)
- Decrease in financing of associated company classified as other receivables
- Equity increased as a result of positive operations.
- NIBD at DKK 737 million down from DKK 806 million at end 2012
- Equity ratio 52% (Covenants 37.5%)

	02	End
(DKK million)	Q3 2013	End 2012
Intangible assets	295	294
Property, plant and equipment	850	813
Financial assets	110	91
Long term receivables	2	0
Biological assets	867	747
Inventory	311	243
Receivables	290	212
Other receivables	115	146
Cash and cash equivalents	164	25
Total Assets	3,004	2,571
Equity	1,567	1,263
Deferred tax and other taxes	350	258
Long term interest bearing debt	801	732
Short term interest bearing debt	100	100
Account an other payables	186	218
Total Equity and Liabilities	3,004	2,571



- Improved cash flow from operations in Q3 2013 hampered by increase in working capital
- Cash flow from investments represents investments in property plant and equipment
- Undrawn loan facility of DKK 601 million of which DKK 15 million is restricted

(DKK million)	Q3 2013	Q3 2012	M9 2013	M9 2012
Cash flow from operations	131	-54	330	182
Cash flow from investments	-38	15	-108	-22
Cash flow from financing	-15	0	-84	-167
Net change in cash	77	-39	139	-7
Cash at the end of the period	164	10	164	10
Available undrawn facilities	601	209	601	209



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INVESTMENTS - PREPARING FOR THE FUTURE



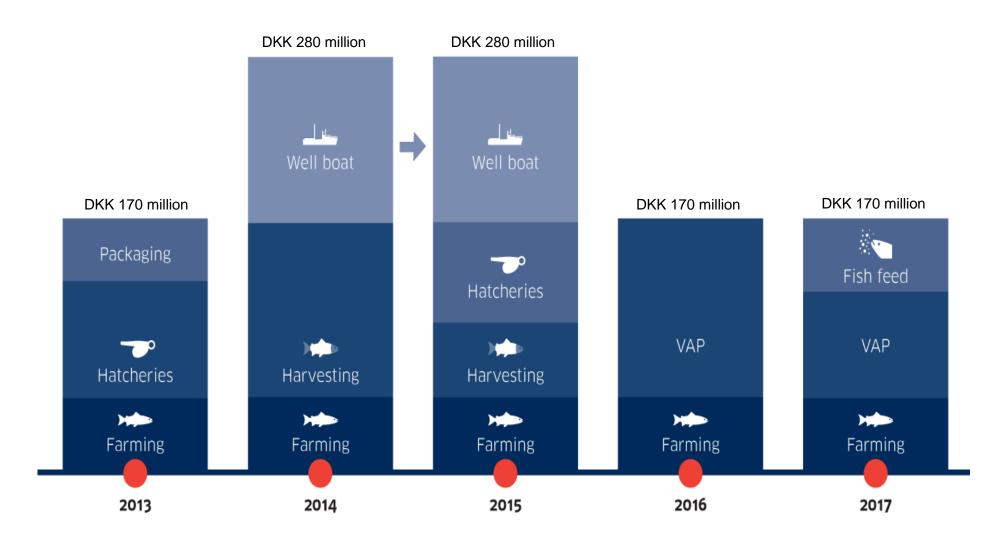
Investment plan 2013-2017:

- Seven plants into one integrated plant (Packaging, Harvest and VAP) at Glyvrar to take out synergies, reduce costs and meet future market trends
- New well boat to increase capacity, improve quality and reduce biological risk
- Increase smolt capacity to increase farming capacity and reduce biological risk
- Increase feed capacity to meet future demands



INVESTMENTS - PREPARING FOR THE FUTURE

INVESTMENTS 2013 - 2017



BAKKAFROST

INVESTMENTS - PREPARING FOR THE FUTURE





Feed



Hatchery











Fishmeal & Oil

Farming

Wellboat

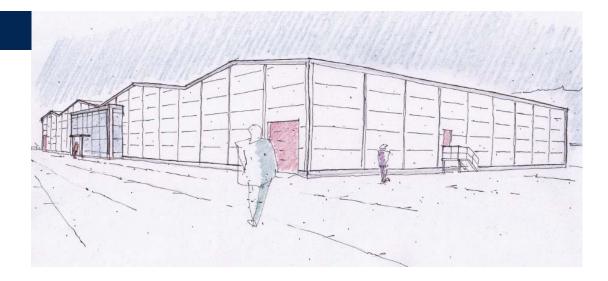
Harvest

Value Added Products

Sales

Hatchery in Norðtoftir

- Finalised Q1 2014
- Investment of DKK 53 million
- Recirculation of 99% of water
 - saving water and heating
- Capacity of 2 million 100g smolts per year
- Increased Bakkafrost total capacity by 30%





Building a new well boat

- Owned and operated by Bakkafrost
- Rolls Royce design
- Contract signed with the shipyard Tersan in Yalova, Turkey

HANS & BAKKA

- Planned to be delivered mid 2015
- Estimated total costs DKK 230 million



- Length overall 75.8 meters
- Width mid 16 meters
- Fish hold 3,000 CUM
- 450 tonnes of salmon live fish carrier

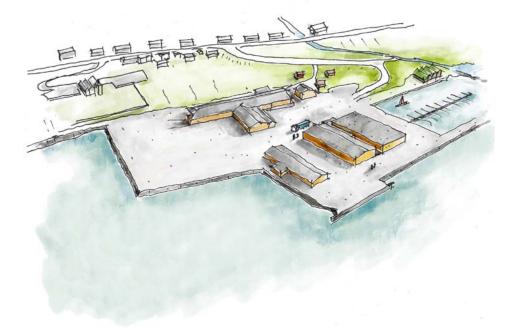


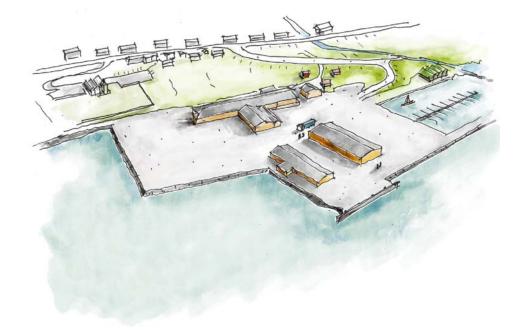
Present Packaging plant at Glyvrar

New Packaging plant at Glyvrar

•Phase 1: Integration with Harvest

- Work started
- Estimated costs DKK 26 million
- Gradually start up during summer 2014
- 3,500m² including existing 1.300 m² storage







Financing of the investments 2013-2017

- Use free cash flow from operation
- Unused financing of approximately DKK 600 million
- Partly new financing if advantageous

Unchanged dividend policy



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Market

- Strong market in Q4
- Spot prices now around NOK 39-40 per kg
- Forward prices for 2014 stabilised at NOK 38 per kg
- Global supply growth estimated to 2% in 2014

Farming

- Estimated harvest of 42,500 tonnes HOG in 2013
- Estimate to harvest 47,000 tonnes HOG in 2014
- Good biology
- Smolt release 2013 expected to be 10 million pieces

VAP

All capacity in Q4 contracted Below 10% of 2014 capacity contracted Contract prices increase in Q4 and further in 2014

- Fishmeal, oil and Feed
 - Forecast for Feed sales 85,000 tonnes in 2013

Business development

- Optimise the Value Chain and pursue Organic Growth
- Financial flexibility enables M&A



ESTABLISHED 1968



FAROE ISLANDS

- 18 islands 1,387 km²
- 48,282 inhabitants (June 1st 2013)
- Home rule within the Kingdom of Denmark
- Part of the Danish monetary union, Danish krone (DKK)
- Key sectors (% of wage earners, 2012)
 - Service/public admin.: ~36%
 - Private service: ~33%
 - Construction: ~12%
 - Fishing : ~19%
 - Unemployment rate (end 2012): 5.5%
 - Total working force (no of people 2012): 23,678
- GDP: DKK 13.3 bn (2011)
- **GDP/capita:** DKK 274,000 (2011) (EU: 175,530) (2009)
- Total export of products (1H 2013)
 - DKK 2,477 million
 - whereof farmed fish accounts for 48%
- TAXES
 - Total Percent of GDP: 45.2% (2011)
 - Corporate Tax: 18%
 - Farming Licence Tax 2013: 2.5%
- Restriction on a single foreign ownership of 20% in farming companies
- One company may max. control 50% of licences in the Faroe Islands





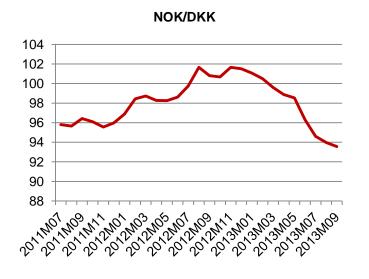


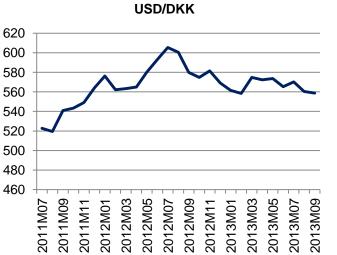


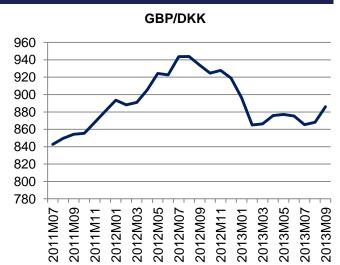
- One of the most vertical integrated salmon farming companies in the world
- Full traceability to the benefit of our customers
- 45 years of experience
- Focus on cost centres
- Vertical integration reduces operational and financial risk
- A market focused company with own sale and marketing department

MONTHLY EXCHANGE RATES

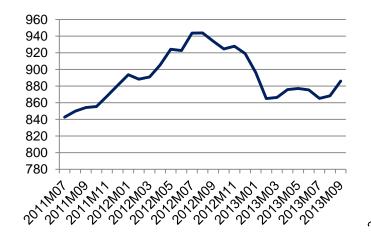


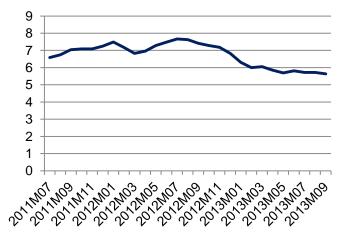






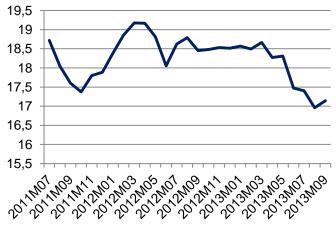
SEK/DKK





JPY/DKK

RUB/DKK

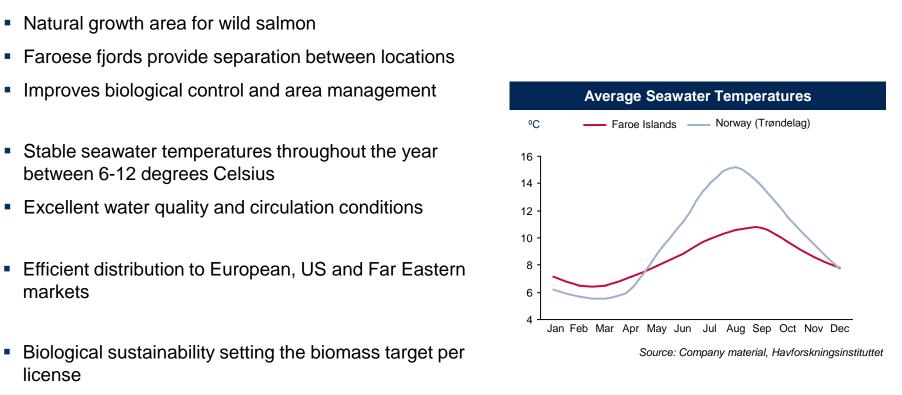


GEOGRAPHY

WATER

LOCATION

BIOMASS





DIVIDEND

Dividend

 Dividend of DKK 2.00 (NOK 2.04) per share paid out in Q2 2013

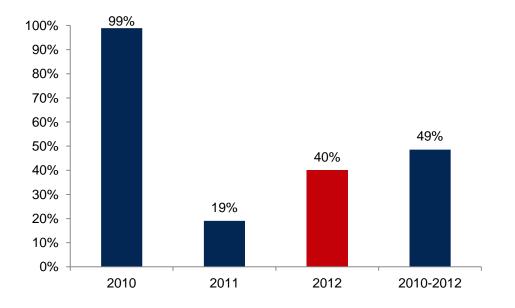
Dividend policy

- 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%

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

** Adj. EPS is EPS adjusted for fair value adjustment of biomass and provisions for onerous contracts, badwill and the net tax effect of the adjustments.

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



DPS in % of adj. EPS *





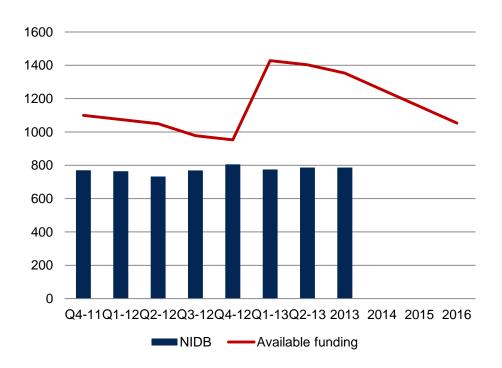
Financing of the Group

- Total funding to DKK ~ 1,378 million
 - Bonds NOK 500 million due Feb 2018 (swapped into DKK)
 - Instalment loan of DKK 325 million, repayable with DKK 25 million each quarter
 - Revolving credit facility of DKK 553 million due in 2017
- NIBD end Q3 2013: DKK 737 million

Covenant loans

- NIBD/ EBITDA max 3.5 over 12 months (Bonds 4.0)
- From year end 2012: Equity ratio of 37.5%
- From year end 2013: Equity ratio of 40.0%

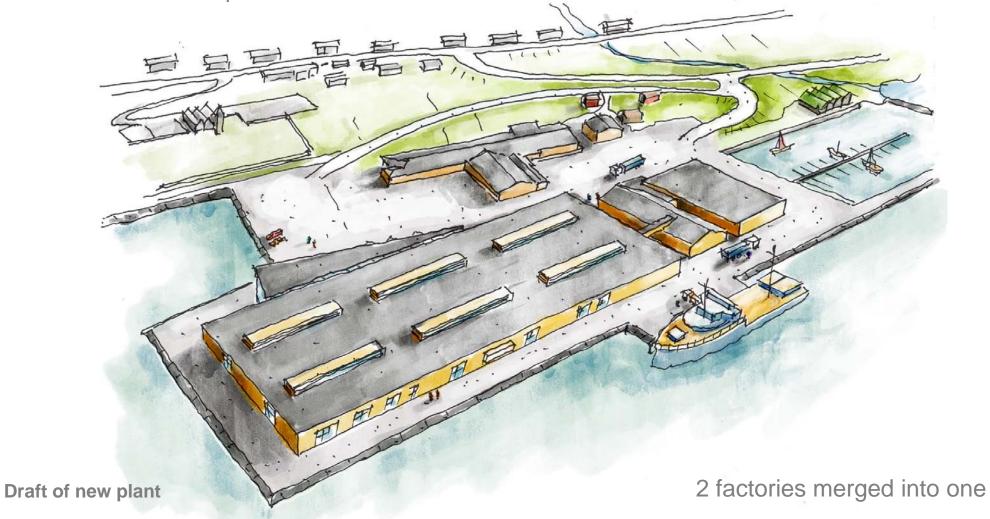
NIBD and available funding





BAKKAFROST - PREPARING FOR THE FUTURE

Phase 3: New VAP operation





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The investments will be made step by step in the relevant parts in the value chain to secure:

- Effiency
- Biological risk
- Organic growth

LARGEST SHAREHOLDERS



20 largest shareholders

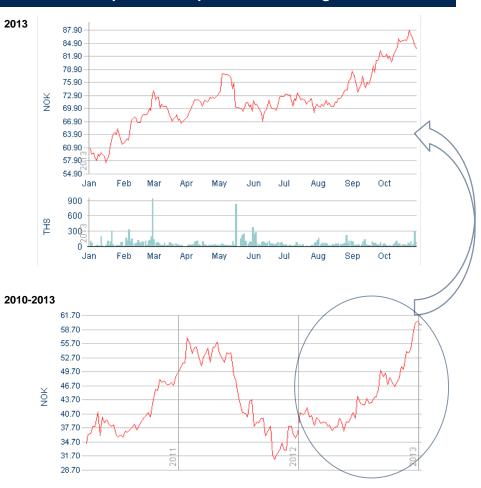
7.269.400	14,88%	SALMARASA		NOR
4.594.437	9,40%	Jacobsen Oddvør		FRO
4.491.217	9,19%	Jacobsen Johan Regin		FRO
2.454.264	5,02%	TF Íløgur		FRO
1.145.935	2,35%	J.P. Morgan Chase Ba NORDEA TREATY ACCOUN	NOM	GBR
1.011.321	2,07%	NORDEA NORDIC SMALL		FIN
1.011.034	2,07%	MORGAN STANLEY & CO S/A MSIL IPB CLIENT	NOM	GBR
930.425	1,90%	STENSHAGEN INVEST AS V/Lars Hatletveit		NOR
915.666	1,87%	STATE STREET BANK AN A/C SEC FIN PRIN ECM	NOM	USA
753.050	1,54%	J.P. Morgan Luxembou NORDEA LUX LENDING A	NOM	LUX
709.016	1,45%	Føroya Lívstrygging		FRO
676.155	1,38%	Skandinaviska Enskil A/C CLIENTS ACCOUNT	NOM	SWE
612.500	1,25%	JP Morgan Chase Bank HANDELSBANKEN NORDIC	NOM	SWE
600.000	1,23%	VERDIPAPIRFONDET HAN NORGE		NOR
477.016	1,23%	P/F Hvalnes		FRO
569.564	1,17%	UBS AG A/C OMNIBUS-DISCLOSE	NOM	CHE
562.441	1,15%	Katrin Jakobsen		FRO
525.169	1,07%	PICTET & CIE (EUROPE S/A CLIENTS NOMINEE	NOM	LUX
521.911	1,07%	STATE STREET BANK AN A/C CLIENT OMNIBUS A	NOM	USA
500.511	1,02%	J.P. Morgan Chase Ba LUXEMBOURG OFFSHORE	NOM	LUX
30.331.032	62,3%	Total share 20 largest shareholders		
48.858.065		Total number of shares as per October 30th	2013	

Origin of shareholders, 5 largest countries

n	o of shares		n	o of shareholders
	18.022.085	36,9%	Norge	1.282
	15.595.368	31,9%	FÆRØYENE	845
	7.912.970	16,2%	STORBRITANNIA	58
	2.777.546	5,7%	SVEITS	11
	2.809.262	5,7%	U.S.A.	30
	47.117.231	96,4%		

Total number of shareholders: 2,306

Share price development since listing in NOK



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