

# Fourth-quarter 2014 highlights

## Highlights

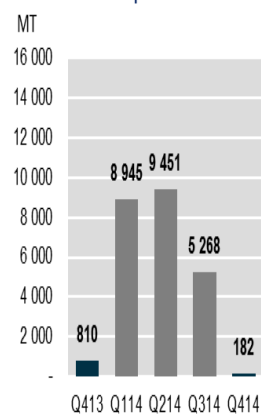
- Sales volume on par with previous quarter
- Important Superba™ Krill oil sales agreement won
- Restructuring of the Aker BioMarine group completed 17 December 2014

## Events and outlook

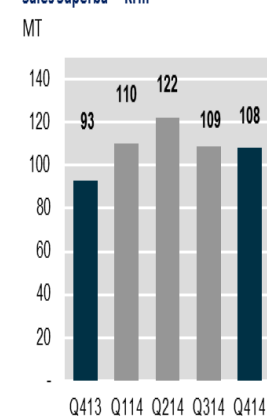
- The Superba™ Krill factory in Houston started test production during the quarter and full commercial production is expected to commence in the first quarter 2015.
- Despite challenging omega-3 market conditions, Superba™ Krill continued to take market share
- 4 265 tons Qrill™ Aqua was sold in the quarter compared to 4 650 tons in the third quarter 2014

## Key figures and operational information

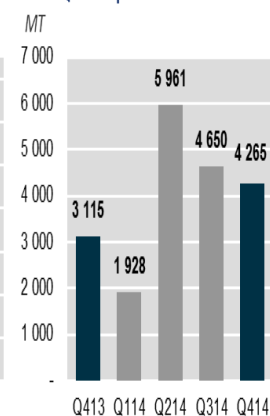
Offshore krill meal production



Sales Superba™ Krill



Sales Qrill™ Aqua



## Consolidated financial information – key figures

Aker BioMarine (the Group) is an integrated biotechnology group that harvests, processes, markets, and sells krill-derived ingredients for health and nutrition applications ranging from fish feed to dietary supplements.

The comments below are related to the Group's development in the fourth quarter of 2014 compared to the third quarter, and full year 2014, unless otherwise stated. Comments on EBITDA are made on development in operating profit before depreciation, amortization, write-downs and impairments, and Special Operating Items.

### Superba Group STATEMENTS OF PROFIT OR LOSS

Amounts in thousands of U.S. Dollars	Q1 2014	Q2 2014	Q3 2014	Q4 2014	YTD 2014	2013
Revenues from sale of products	22 156	33 275	28 128	25 755	109 314	111 367
Other income	713	976	579	716	2 985	5 831
<b>Total revenues and other income</b>	<b>22 869</b>	<b>34 252</b>	<b>28 707</b>	<b>26 471</b>	<b>112 299</b>	<b>117 198</b>
Net change in inventories	10 984	7 902	(3 902)	(13 358)	1 626	8 088
Production and misc. operating expenses	(19 932)	(28 311)	(18 720)	(14 926)	(81 889)	(82 074)
Salaries and payroll expenses	(7 094)	(5 540)	(6 086)	(6 956)	(25 677)	(24 728)
Other expenses	(158)	(278)	(673)	13	(1 096)	(14 940)
<b>Total operating expenses before depreciation, amortization and impairment</b>	<b>(16 200)</b>	<b>(26 226)</b>	<b>(29 382)</b>	<b>(35 227)</b>	<b>(107 036)</b>	<b>(113 654)</b>
Depreciation and amortization	(4 484)	(5 039)	(4 382)	(4 020)	(17 925)	(16 278)
Impairment charges	-	-	-	(389)	(389)	(875)
<b>Operating profit (loss)</b>	<b>2 185</b>	<b>2 987</b>	<b>(5 057)</b>	<b>(13 165)</b>	<b>(13 051)</b>	<b>(13 608)</b>
Financial income	34	24	35	7 046	7 139	5 245
Financial expenses	(2 908)	(1 607)	(1 140)	(4 105)	(9 759)	(10 365)
Share of loss from equity accounted investees	65	62	(36)	(1 577)	(1 486)	(111)
<b>Net profit (loss) before tax expense</b>	<b>(624)</b>	<b>1 466</b>	<b>(6 198)</b>	<b>(11 801)</b>	<b>(17 157)</b>	<b>(18 839)</b>
Tax expense	183	(7)	(8)	(270)	(101)	(501)
<b>Net loss</b>	<b>(441)</b>	<b>1 459</b>	<b>(6 205)</b>	<b>(12 071)</b>	<b>(17 258)</b>	<b>(19 340)</b>
<b>EBITDA</b>	<b>6 816</b>	<b>7 922</b>	<b>(0)</b>	<b>(8 783)</b>	<b>5 955</b>	<b>15 487</b>

### CONDENSED BALANCE SHEET AND KEY FIGURES

Amounts in thousands of U.S. Dollars	Q1 2014	Q2 2014	Q3 2014	Q4 2014	YTD 2014	2 013
Total assets	265 829	272 297	266 943	255 159	255 159	260 659
Total equity	84 139	96 361	90 475	75 257	75 257	85 688
Net interest bearing debt	144 159	142 891	144 576	154 596	154 596	134 725
Net working capital	38 852	52 713	49 026	35 069	35 069	24 239
Equity ratio	32 %	35 %	34 %	29 %	29 %	33 %

The Group's fourth quarter Net loss was USD 12.1m, compared with USD 6.2m in the third quarter. EBITDA for the quarter was USD 8.8m (loss) and USD 6.0m for the full year. The net loss for the

quarter was impacted by change in inventories, certain transaction related costs, expenditure on the Group's krill vessels and start-up costs at our joint venture factory in Houston.

Our harvesting operation in the Antarctic started in late December with a total of 1,230 metric tons (MT) of krill harvested and 182 MT of Qrill™ Aqua produced in the quarter. The quarter finished on a positive note with a new global sales contract of Superba™ Krill oil. The new contract will contribute to the Group's positive outlook for 2015.

#### Revenue and other income:

Total revenue and other income decreased by 8% or USD 2.3m compared to the third quarter. The decline in revenue was mainly driven by lower demand in the US- and Australian markets for our Superba™ Krill oil. The sale of Qrill™ Aqua continued to grow, both in volume and price, demonstrating the inherent quality of this product. Total sales volume ended at 108 MT of Superba™ Krill oil and 4,265 MT of Qrill™ Aqua in the quarter.

#### Operating expenses:

Operating expenses was impacted by Net change in inventories during the quarter. The expense reflects the movement in inventory levels from the third quarter to the fourth quarter. The change implies a decrease in the inventory balance at year end. Operating expenses also reflect incurred costs in connection with the possible US-listing of the parent company Superba ASA that totaled 4.2m for the full year and 0.6m in the quarter, as well as repair and maintenance costs on the Groups' vessels and machinery.

#### Financial items

The Group's share of the joint venture in Houston impacted Share of loss from equity accounted investees negatively with USD 1.6m in the quarter, reflecting start-up costs on the new factory. Financial income is mainly unrealized gain on our NOK denominated loans, whereas the Finance expenses mainly relate to interest cost on loans and the guarantee fee to Aker ASA for the DNB loan.

#### Total assets:

Total assets decreased by USD 11,8m compared to the third quarter. The decrease is mainly attributable to lower inventory levels at year end, partly offset by higher receivables and property, plant and equipment. During the quarter the vessels Saga Sea and Antarctic Sea conducted a scheduled yard-stay in Las Palmas. Total investments amounted to USD 11.5m, and were mainly related to upgrades and replacements during the vessel's yard-stay.

#### Net interest bearing debt

Net interest-bearing debt (interest-bearing loans less cash and cash equivalents) amounted to USD 154.6m in the fourth quarter, up from USD 144.6m in the third quarter following refinancing and repayment of debt. Of the Group's total interest-bearing debt, USD 13.5m is a liquidity loan from Aker ASA.

#### Outlook for 2015

Future growth depends on the Group's continued success in sales of high-quality dietary supplements by geographic expansion and the ability to develop new krill based product applications. Following the expected completion of the krill oil factory in Houston in first quarter 2015, the Group is fully invested to capture the foreseeable market growth potential.