

# First-quarter 2016 highlights

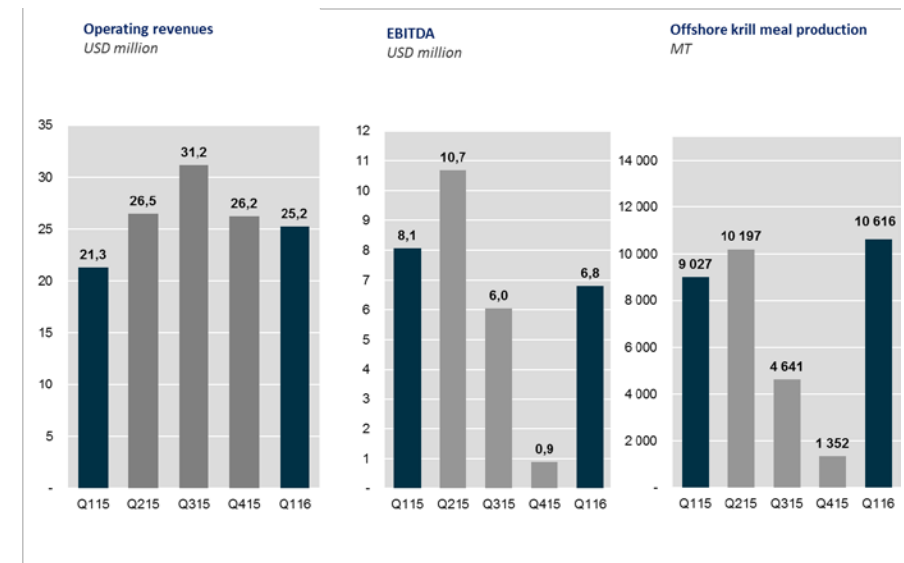
## Highlights

- Revenue growth 18.6% compared to first quarter 2015
- Significant step-up in Qrill™ Aqua volume growth
- Krill meal production growth 17.6%
- EBITDA USD 6.8 million
- First production batches of Superba™ 2 successfully completed

## Events and outlook

- In February the directors in the wholly-owned subsidiary Aker BioMarine US Holding Inc. signed a letter of intent to acquire Naturex Inc.'s ownership interest in the two joint ventures Aker BioMarine Manufacturing LLC and Aker BioMarine Financing LLC.
- The new processing technology, Flexitech™, is expected to reach normal production capacity at the Houston operational facility in the second quarter 2016, enabling the delivery of the new products Superba™ Boost and Superba™ 2 to customers.

## Key figures and operational information



## 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 on the Group's development in the first quarter 2016 compared to the first quarter 2015, and full year 2015, unless otherwise stated. Comments on EBITDA are made on developments in operating profit before depreciation, amortisation, write-downs and impairments, and Special Operating Items.*

### Aker BioMarine Group STATEMENTS OF PROFIT OR LOSS

Amounts in thousands of U.S. Dollars	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	2 015
Revenues from sale of products	20 828	25 982	30 630	25 739	24 652	103 180
Other income	460	470	537	473	589	1 941
<b>Total revenues and other income</b>	<b>21 289</b>	<b>26 451</b>	<b>31 168</b>	<b>26 213</b>	<b>25 241</b>	<b>105 121</b>
Net change in inventories	11 219	9 344	(5 482)	(7 880)	2 212	7 202
Production and misc. operating expenses	(19 166)	(19 332)	(14 193)	(11 262)	(14 687)	(63 953)
Salaries and payroll expenses	(5 277)	(5 774)	(5 457)	(6 141)	(5 962)	(22 649)
Other expenses	(38)	(490)	(62)	(401)	(356)	(991)
<b>Total operating expenses before depreciation, amortization and impairment</b>	<b>(13 262)</b>	<b>(16 252)</b>	<b>(25 194)</b>	<b>(25 683)</b>	<b>(18 793)</b>	<b>(80 391)</b>
Depreciation and amortization	(4 177)	(4 001)	(3 906)	(3 827)	(3 790)	(15 911)
Impairment charges	-	-	-	(905)	-	(905)
<b>Operating profit (loss)</b>	<b>3 850</b>	<b>6 199</b>	<b>2 067</b>	<b>(4 202)</b>	<b>2 657</b>	<b>7 913</b>
Net financial expenses	1 039	(3 544)	5 736	(6 248)	(3 076)	(3 016)
Share of loss from equity accounted investees	(1 236)	(1 533)	(1 054)	(187)	55	(4 010)
<b>Net profit (loss) before tax expense</b>	<b>3 652</b>	<b>1 122</b>	<b>6 750</b>	<b>(10 637)</b>	<b>(364)</b>	<b>887</b>
Tax expense	-	2	(0)	(84)	-	(82)
<b>Net profit (loss)</b>	<b>3 652</b>	<b>1 124</b>	<b>6 750</b>	<b>(10 720)</b>	<b>(364)</b>	<b>805</b>
<b>EBITDA</b>	<b>8 065</b>	<b>10 689</b>	<b>6 036</b>	<b>903</b>	<b>6 804</b>	<b>25 693</b>

### CONDENSED BALANCE SHEET AND KEY FIGURES

Amounts in thousands of U.S. Dollars	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	2 015
Total assets	258 927	268 941	267 312	258 422	267 524	258 422
Total equity	78 214	80 048	82 254	76 158	75 944	76 158
Net interest bearing debt	142 173	146 513	143 715	140 311	137 653	140 311
Net working capital	40 182	47 081	45 322	36 255	35 186	36 255
Equity ratio	30 %	30 %	31 %	29 %	28 %	29 %

The Group's first-quarter net loss was USD 0.4 million compared with a profit of USD 3.7 million in the same period last year. EBITDA for the quarter was USD 6.8 million, down from USD 8.1 million year-on-year.

The first quarter demonstrated the Group's efficient offshore operations. Total volume harvested was 61 905 metric tonnes (MT), an increase of 9 196 MT year-on-year. Total meal production was 10 604 MT, an increase of 3 191 MT from the first quarter 2015. The first quarter was the best harvesting and meal production quarter in Aker BioMarine's history.

#### Revenue and other income:

Sale of products delivered USD 24.7 million in revenues in the period, an increase of 18% year-on-year. The growth is driven by a step-up in Qrill™ Aqua volume growth. Our products Qrill™ Pet and Qrill™ High Protein continue their positive trend, with higher volumes than last year and stabilised prices. Superba sales continue to reflect the current softness in the global omega-3 market, but was also impacted by the timing of shipments to customers moving into the second quarter.

#### Operating expenses:

Total operating expenses in the first quarter stood at USD 14.7 million. Compared with the same quarter last year, total expenses are down 23%. The main drivers are reduced Superba™ Krill oil production and currency impact on certain operating expenses. The Group has initiated a cost savings program, which is starting to have an impact on the cost base.

#### Financial items

Net financial items include interest expenses on debt facilities, unrealised loss on NOK denominated debt, and the guarantee fee to Aker ASA. In addition, the Group has recognised a gain on monthly USD/ NOK hedge contracts amounting to USD 0.4 million.

#### Total assets:

Total assets increased with USD 9.1 million compared to 31 December 2015. The increase reflects the strong meal production in the quarter, higher receivables due to sales and a higher cash position. During the quarter, the Group invested USD 2.9 million in Flexitech™ that will enable the production of the next generation Superba™ Krill oil.

#### Net interest-bearing debt

Net interest-bearing debt (interest-bearing loans less cash and cash equivalents) amounted to USD 137.7 million at the end of the quarter, down from USD 140.3 million as of 31 December 2015. The reduction is primarily due to instalments on debt facilities, offset by unrealised loss on NOK loans and a higher cash position at the end of the quarter. Of the Group's total interest-bearing debt, USD 21.3 million is a short term loan from Aker ASA.