



Presentation of Pan Fish ASA Third Quarter Financial Accounts 2004

Atle Eide, CEO

Trine Sæther Romuld, CFO



“Pan Fish shall supply the world with high quality salmon products at the lowest cost delivered to customer”



Key challenges going forward

- ▶ Rebuilding the biomass according to strategic production targets and level of fixed assets
- ▶ Bring operational cost in the new processing units down to targeted level
- ▶ Finance the planned growth given lower salmon prices
- ▶ Balance production growth to market
- ▶ Reorganise the VAP Unit and return to profit

Maintain unconditional focus on becoming lowest cost producer of quality salmon delivered to the customer



We have started rebuilding Pan Fish

Demanding market development and short term outlook

Continued q-on-q EBITDA improvement on lower volumes

Continued focus and improvement on production cost

Agreement on 100% ownership in Vestlax Hirtshals signed



Third Quarter Financial Accounts 2004

Trine Sæther Romuld, CFO

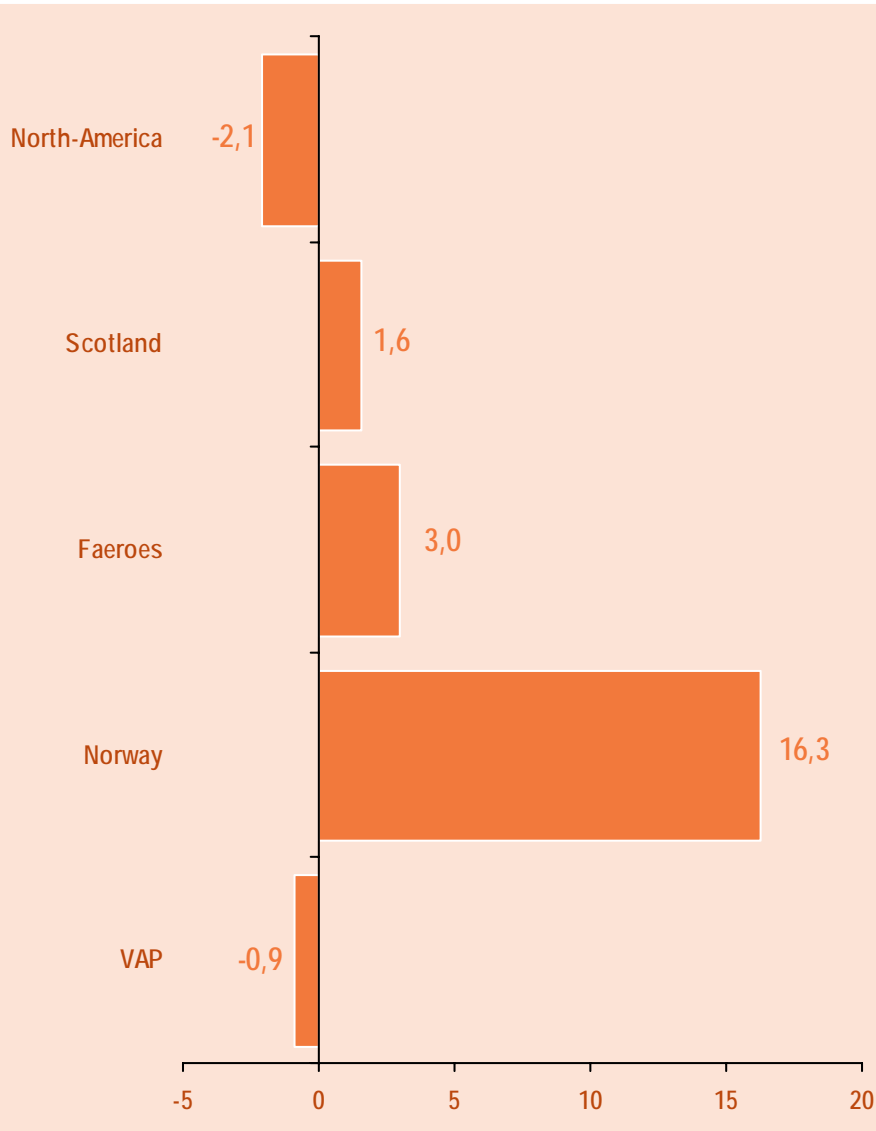


	Third Quarter		YTD		Full Year
	2004	2003	2004	2003	2003
(NOKm)					
Operating income	544,3	722,6	1 786,4	2 205,1	3 013,7
Operating expenses	-529,9	-769,0	-1 621,6	-2 501,9	-3 291,5
EBITDA	14,5	-46,4	164,8	-296,8	-277,8
Depreciation	-41,0	-49,5	-136,3	-163,1	-223,2
Write-offs and provisions	0,0	0,0	0,0	-689,8	-859,0
EBIT	-26,5	-95,9	28,5	-1 149,7	-1 360,0
Income from associates	-0,6	-4,7	-0,5	-5,3	-8,8
Net financial items	-42,5	-68,1	-118,1	-307,3	-376,2
Write off financial items	0,0	0,0	0,0	-45,2	-79,3
Total financial items	-43,1	-72,7	-118,6	-357,9	-464,3
Profit before taxes	-69,6	-168,6	-90,1	-1 507,6	-1 824,3
Taxes	0,0	-0,6	0,0	-17,2	-112,3
Income from non-ongoing operations	0,0	-2,1	0,2	-331,4	-321,9
Net profit	-69,7	-171,4	-90,0	-1 856,1	-2 258,5

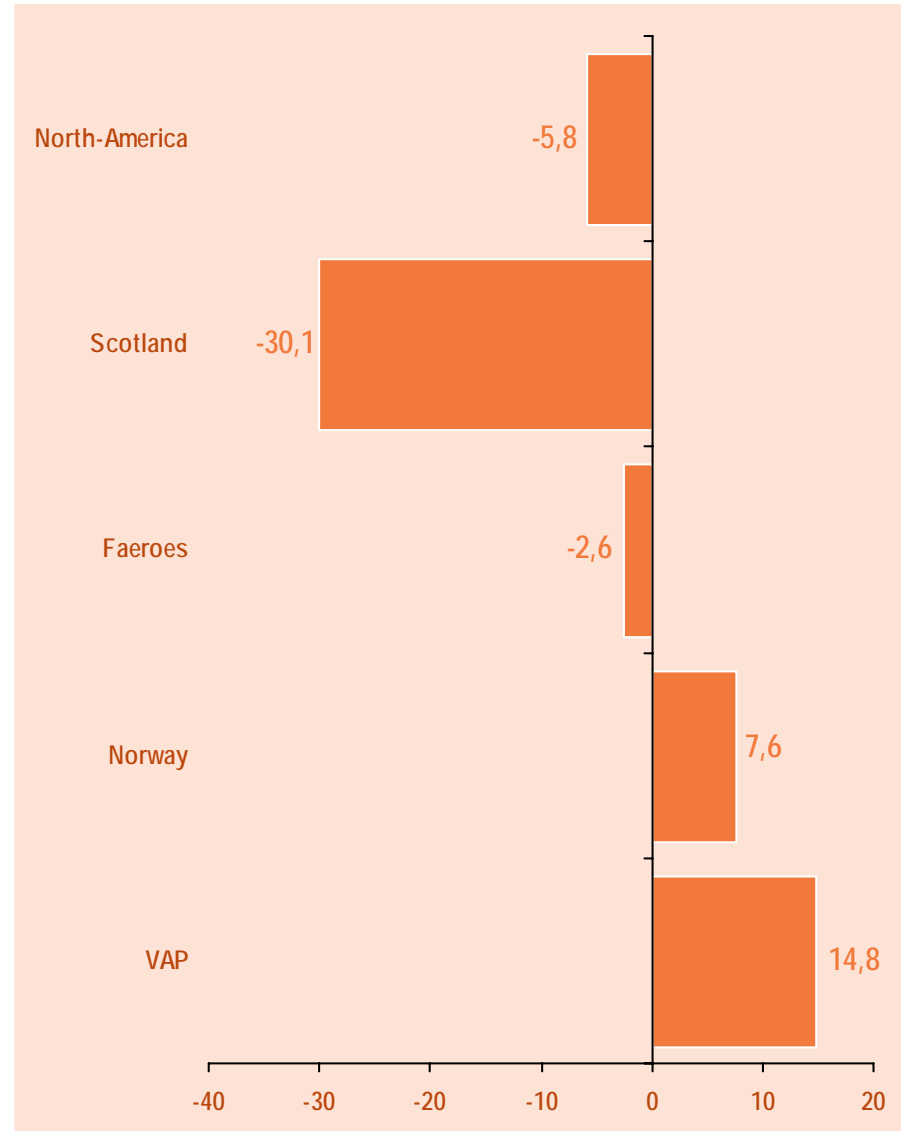
EBITDA (per business area)



Third Quarter 2004

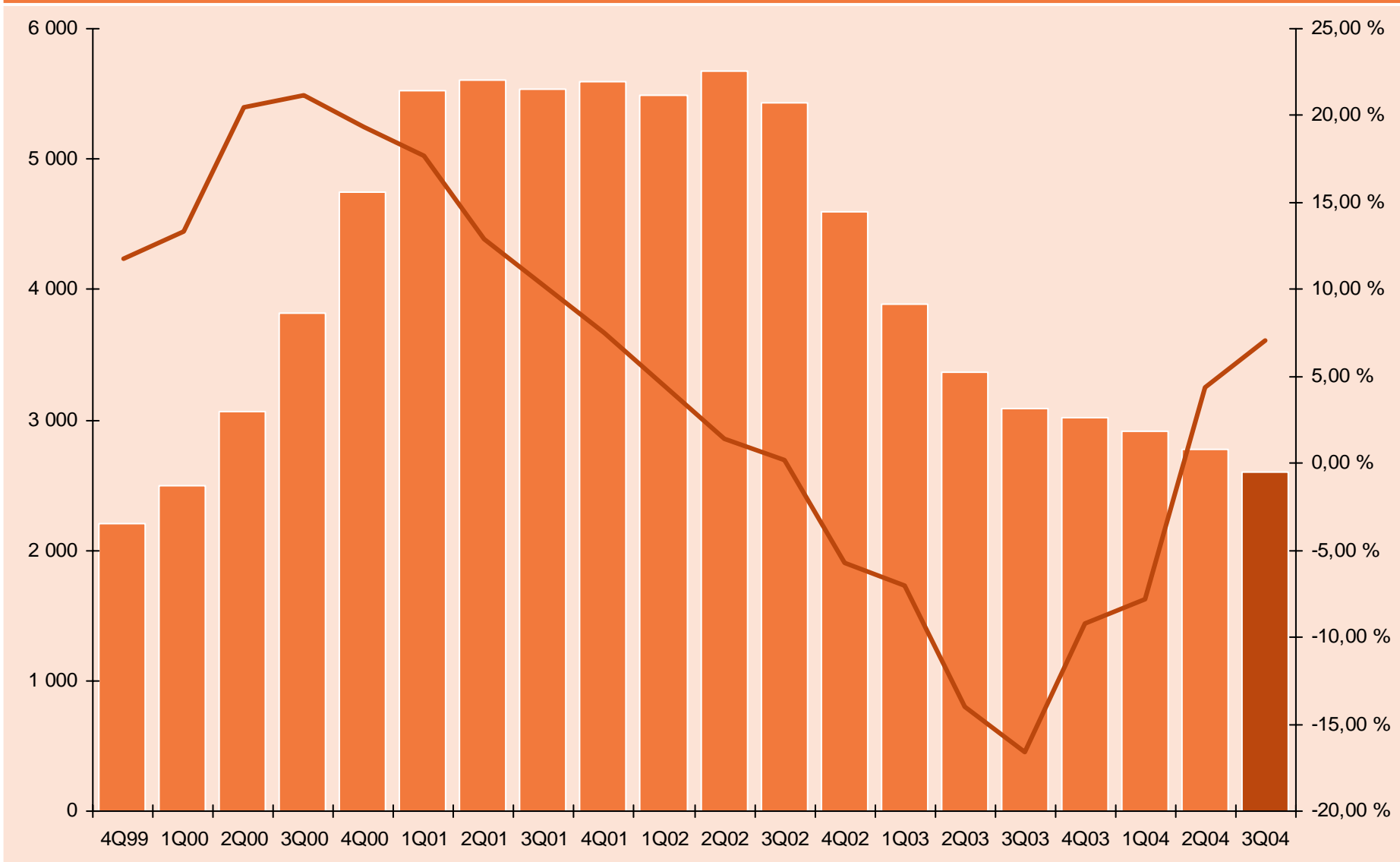


Third Quarter 2003





4Q99 – 3Q04 (12 months rolling turnover (NOKm) vs 12 months rolling EBITDA%)



Production cost



YTD Production Cost, GW (Local currencies)	Norway (NOK)	Scotland (GBP)	N.America (CAD)	Faeroes (DKK)
Biological cost	15,92	1,74	3,70	n/m
Processing	4,15	0,20	1,02	n/m
SG&A	0,95	0,11	0,21	n/m
Total production cost *	21,02	2,05	4,93	n/m
Depreciation included in above	1,54	0,09	0,86	n/m
2007/2008 Target	15,50 – 16,00	1,37 – 1,45	3,33 – 3,53	14,50 – 15,50
Total production cost NOK-equivalent	21,02	25,61	25,50	n/m

*) Total cost delivered at processing plant (EBIT-level, i.e. gutted, packed/iced, including SG&A)

Harvest volumes, TGW	3Q 2004	YTD 2004	2004 Est. **	2007/2008 Targets
Norway	6 151	19 938	26 787	30 – 36 000
Scotland	3 294	9 853	14 559	20 – 25 000
North-America	3 342	10 287	13 945	28 – 36 000
Faeroe Islands	0	1 970	1 970	6 – 8 000
Total Pan Fish Group	12 787	42 048	57 261	84 – 105 000

**) Harvesting of own production, 2004 Est. are rough estimates based on current harvesting plan



Business area Farming

(NOKm)	Q3-04	Q3-03
Turnover	476,1	674,4
EBITDA	17,6	-31,0
EBIT	-17,1	-72,4
Harvesting, trw	15 493	23 553
Production, trw	18 543	20 835
Fixed Assets	1 696,8	2 040,2
Inventory	736,6	906,5
Total balance sheet	2 704,3	3 418,4

Business area VAP

(NOKm)	Q3-04	Q3-03
Turnover	112,3	217,7
EBITDA	-0,9	14,8
EBIT	-7,1	7,2
Fixed Assets	147,0	235,2
Inventory	53,9	103,2
Total Balance Sheet	321,5	547,3



Pan Fish Norway

(NOKm)	Q3-04	Q3-03
Turnover	244,6	268,9
EBITDA	16,3	7,6
EBIT	1,8	-8,8
Harvesting, trw	7 457	10 033
Production, trw	11 560	11 495
Fixed Assets	769,3	897,9
Inventory	321,4	291,0
Total balance sheet	1 264,4	1 440,3





Pan Fish Scotland

(NOKm)	Q3-04	Q3-03
Turnover	87,6	117,7
EBITDA	1,6	-30,1
EBIT	-2,3	-33,3
Harvesting, trw	3 959	6 354
Production, trw	4 074	3 917
Fixed Assets	147,8	135,0
Inventory	201,0	241,7
Total balance sheet	389,1	470,0



North America

(NOKm)	Q3-04	Q3-03
Turnover	123,9	211,3
EBITDA	-2,1	-5,8
EBIT	-13,7	-21,9
Harvesting, trw	4 077	3 643
Production, trw	2 909	2 403
Fixed Assets	614,0	776,1
Inventory	208,7	240,3
Total balance sheet	900,3	1 206,3





Pan Fish Faeroe Islands

(NOKm)	Q3-04	Q3-03
Turnover	28,7	95,6
EBITDA	3,0	-2,6
EBIT	-1,7	-8,4
Harvesting, trw	0	3 522
Production, trw	0	3 019
Fixed Assets	169,1	234,7
Inventory	5,5	132,5
Total balance sheet	225,1	388,1

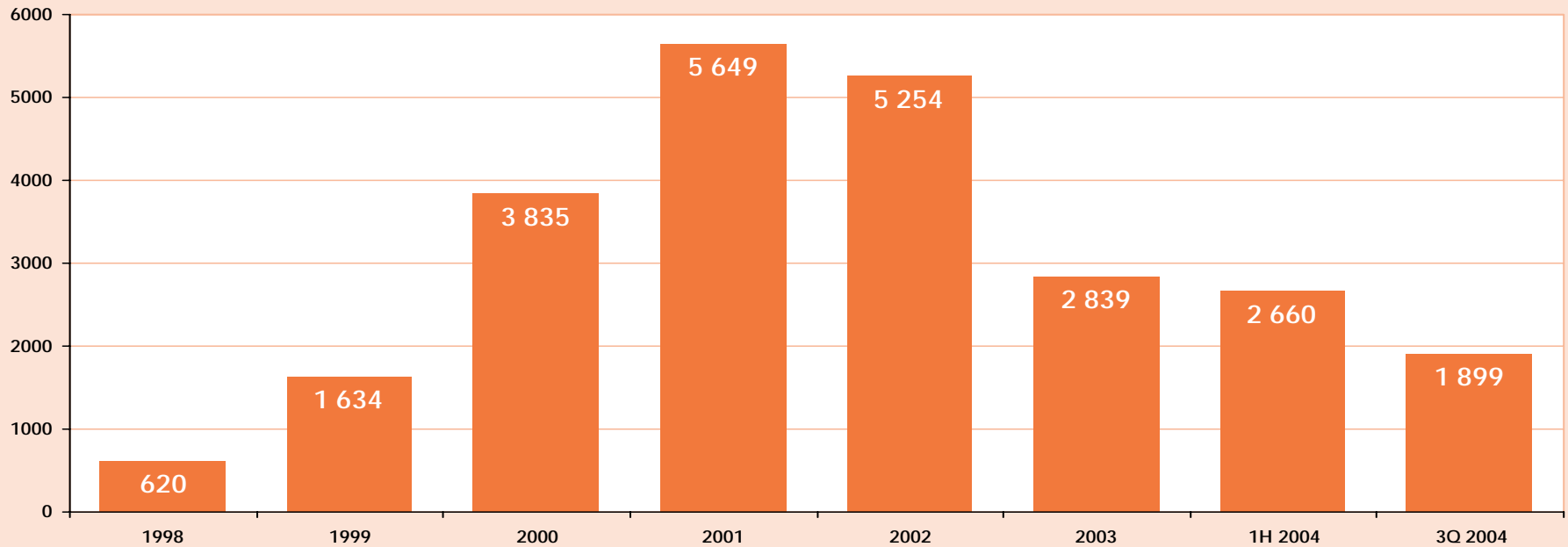
Consolidated Balance Sheet



<i>(NOKm)</i>	30.09.2004	30.09.2003	31.12.2003
Licenses	593,6	655,6	651,9
Goodwill and deferred tax assets	0,0	0,0	0,0
Machinery, buildings and other fixed assets	1 300,9	1 742,0	1 381,2
Inventory	781,4	905,0	836,2
Receivables	280,8	576,2	429,5
Cash and equivalents	338,4	173,8	136,6
Total Assets	3 295,2	4 052,6	3 435,4
Equity	510,5	-601,6	-163,4
Subordinated loan	45,9	0,0	18,4
Convertible loan	78,2	78,2	78,2
Other long term liabilities	2 097,0	3 494,9	2 536,3
Short term liabilities	563,7	1 081,1	965,9
Total Equity and liabilities	3 295,3	4 052,6	3 435,4



Net interest bearing debt (NOK Million)



Long term interest bearing debt	1 841,5
Bond loan (not interest bearing before 2008)	78,2
Capital Lease	248,8
Other short term interest bearing debt	68,4
Interest bearing debt	2 236,9
Cash and Equivalents	338,3
Net interest bearing debt	1 898,6



<i>(NOKm)</i>	YTD 2004	3Q 2004
Equity start of period	-163,4	-60,2
Net profit after minority interests	-90,0	-69,7
Conversion of debt / Share issues	755,3	642,3
Currency effects and other adjustments	8,6	-1,9
Equity end of period	510,5	510,5
Equity percentage (including liable convertible loan)		16,9%

Specification of Conversion of debt / Share issues:	YTD 2004	3Q 2004
Conversion of liable convertible loan	18,4	18,4
Debt conv. (excl. NOK 45,9 in liable convertible loan)	454,1	454,1
Share Issue (net amount)	169,8	169,8
Restructuring Faeroes	113,0	
Total	755,3	642,3



	Third Quarter		YTD		Full Year
	2004	2003	2004	2003	2003
<i>(NOKm)</i>					
Cash flow from operating activities	99,9	-202,3	110,3	-530,9	-366,0
Cash flow from investing activities	-16,1	84,4	28,0	-78,5	-224,5
Cash flow from financing activities	141,7	50,9	60,1	705,9	615,4
Effects of changes in exchange rates	-6,0	18,5	3,3	12,1	46,5
Net change in cash and equivalents	219,5	-48,5	201,8	108,6	71,4
Cash and equivalents start of period	118,9	222,3	136,6	65,2	65,2
Cash and equivalents end of period	338,4	173,8	338,4	173,8	136,6

Cash flow from operating activities was influenced by NOK 126,4 million in working capital reductions

Cash flow from financing activities was influenced by the NOK 169,8 million (net amount) share issue in September



Pan Fish will report in compliance with IFRS as of first quarter 2005, including restated figures for 2004

- ▶ The equity effect at implementation will mainly be related to valuation of biomass
- ▶ The main challenge is valuation principle (market value, net present value, cost etc.) and no final conclusion has been reached

Pan Fish expects that the book value of fish in sea will increase by NOK 40 to 60 million as a result of IFRS



Strategy and Market Outlook



Committed culture

Keep and attract highly qualified and motivated people working close to the fish where real value is created

Re-establish a “Pan Fish culture” committed to fish health, quality, reliability and cost efficiency in everything we do

Lowest cost supplier

Best practice and benchmarking on fish health, FCR and growth to achieve best industry biological performance

Integrated cost efficient value chain to take out best industry margins

Preferred partner

Keep and attract professional customers with top expectations on quality, reliability and traceability

Build long-term partnerships and optimal logistics to yield a higher return over time

Leading global producer

Leading global aquaculture group within salmon species and related processed products

Be present through own operations or partners in all important production and market areas



Critical success factors

- ▶ Processing costs need to come down through increased utilization and more cost effective operations of our new plants in Canada and Norway
- ▶ Further improvement on smolt production, focusing on quality and first phase in seawater. Significantly improved performance already (04G)
- ▶ Focusing on all aspects of good animal husbandry in the seawater phase
- ▶ Take out transaction costs
- ▶ Minimize administrative costs to a minimum





Critical success factors

- ▶ Our lowest cost to market based strategy brings full focus to transaction and customer contact cost
- ▶ Selection and development of the preferred customer portfolio based on defined “promises” to the market
- ▶ Partnership based sales strategy bring focus on cost efficiency, food safety and defined quality



Market situation unpredictable

- ▶ Significant growth, 10% plus expected out of Chile also in 2005
- ▶ Hopefully, minor negative production growth in Europe
- ▶ Market used to low prices over years - hard to turn the trend
- ▶ Harsh competition in the market for food - retailers are more demanding than ever and the pressure on the producers will continue
- ▶ Price-wise we need to focus on the long term declining trend and bring our cost down (also as an industry)

EU

- ▶ Let's stop guessing, the jury is out!
- ▶ Salmon of Europe plays an active role - so do the processing industry in EU



Enclosures



(NOKm)	3Q04	2Q04	1Q04	4Q03	3Q03	2Q03	1Q03
Operating income	544,3	639,3	602,7	808,6	722,6	783,7	698,8
Operating expenses	-529,9	-550,3	-541,4	-789,6	-768,9	-1045,9	-687,1
EBITDA	14,5	88,9	61,4	19,0	-46,4	-262,3	11,8
Depreciation	-41,0	-49,1	-46,2	-60,1	-49,5	-69,6	-43,9
Write-offs and provisions	0,0	0,0	0,0	-169,2	0,0	-689,8	0,0
EBIT	-26,5	39,8	15,2	-210,3	-95,9	-1021,6	-32,2
Income from associates	-0,6	0,1	-0,1	-3,5	-4,7	-0,3	-0,4
Net financial items	-42,5	-2,3	-73,2	-68,8	-68,1	-185,9	-53,4
Write off financial items	0,0	0,0	0,0	-34,1	0,0	-45,2	0,0
Net financial items	-43,1	-2,2	-73,3	-106,4	-72,7	-231,3	-53,8
Profit before taxes	-69,6	37,6	-58,1	-316,7	-168,6	-1253,0	-85,9
Taxes	0,0	0,0	0,0	-95,1	-0,6	-13,6	-2,9
Income non-ongoing oper.	0,0	0,0	0,3	9,4	-2,1	-315,4	-13,9
Net profit	-69,7	37,6	-57,8	-402,4	-171,4	-1581,9	-102,8

Consolidated Balance Sheet



(NOKm)	3Q04	2Q04	1Q04	4Q03	3Q03	2Q03	1Q03
Licenses	593,6	596,5	648,6	651,9	655,6	662,3	1244,0
Intangibles	0,0	0,0	0,0	0,0	0,0	206,2	388,5
Fixed assets	1 300,9	1318,9	1323,5	1 381,2	1742,0	1821,3	2048,6
Inventory	781,4	771,9	811,4	836,2	905,0	1047,1	1400,4
Receivables	280,8	336,5	320,0	429,5	576,2	565,6	518,1
Cash and equivalents	338,4	118,9	126,6	136,6	173,8	222,3	100,9
Total Assets	3 295,2	3142,7	3228,3	3 435,4	4052,6	4524,9	5700,6
Equity	510,5	-60,2	-207,4	-163,4	-601,6	-417,4	1155,2
Subordinated loan	45,9	18,4	18,4	18,4	0,0	0,0	0,0
Convertible loan	78,2	78,2	78,2	78,2	78,2	78,2	78,2
Other long term liabilities	2 097,0	2442,2	2488,2	2 536,3	3494,9	3555,4	2732,1
Short term liabilities	563,7	664,1	851,0	965,9	1081,1	1308,7	1734,6
Total Equity and Liab.	3 295,3	3142,7	3228,3	3 435,4	4052,6	4524,9	5700,6

Segment figures



(NOKm)

Farming

	3Q04	2Q04	1Q04	4Q03	3Q03	2Q03	1Q03
Turnover	476,1	558,6	522,2	675,7	674,4	748,4	657,1
EBITDA	17,6	88,3	63,6	-18,9	-31,0	32,6	22,9
EBIT	-17,1	44,5	24,5	-102,2	-72,4	-907,6	-14,8
Harvesting, trw	15 493	16 814	18 249	21 392	23 553	26 031	22 613
Production, trw	18 543	13 910	11 994	17 405	20 835	19 024	16 259

VAP

	3Q04	2Q04	1Q04	4Q03	3Q03	2Q03	1Q03
Turnover	112,3	154,2	167,2	369,3	217,7	221,4	213,5
EBITDA	-0,9	-6,8	0,6	50,5	14,8	9,5	2,0
EBIT	-7,1	-12,2	-5,5	34,7	7,2	-42,0	-5,4



(NOKm)

Pan Fish Norway	3Q04	2Q04	1Q04	4Q03	3Q03	2Q03	1Q03
Turnover	244,6	287,1	207,2	303,2	268,9	306,1	271,2
EBITDA	16,3	41,0	22,7	29,8	7,6	6,6	12,7
EBIT	1,8	26,5	7,9	-10,9	-8,8	-659,0	-0,7
Harvesting, trw	7 457	8 663	8 049	9 780	10 033	8 070	7 519
Production, trw	11 560	6 895	4 799	8 418	11 495	9 234	4 101
Pan Fish Scotland	3Q04	2Q04	1Q04	4Q03	3Q03	2Q03	1Q03
Turnover	87,6	99,8	79,1	91,3	117,7	142,2	89,2
EBITDA	1,6	15,5	8,9	-8,9	-30,1	2,5	-1,9
EBIT	-2,3	11,8	5,2	-16,9	-33,3	-21,5	-5,3
Harvesting, trw	3 959	4 464	3 544	4 212	6 354	7 241	4 395
Production, trw	4 074	3 837	3 362	4 507	3 917	4 165	4 321

Segment figures



(NOKm)

Pan Fish North America	3Q04	2Q04	1Q04	4Q03	3Q03	2Q03	1Q03
Turnover	123,9	109,8	122,2	139,8	211,3	252,3	237,5
EBITDA	-2,1	27,5	25,1	-1,0	-5,8	15,8	1,9
EBIT	-13,7	6,1	8,6	-30,7	-21,9	-68,2	-12,4
Harvesting, trw	4 077	3 687	4 731	2 879	3 643	8 897	5 865
Production, trw	2 909	3 178	3 833	4 268	2 403	2 670	4 877
Pan Fish Faeroe Islands	3Q04	2Q04	1Q04	4Q03	3Q03	2Q03	1Q03
Turnover	28,7	69,7	122,7	153,2	95,6	69,4	88,8
EBITDA	3,0	4,3	6,8	-38,0	-2,6	6,8	10,3
EBIT	-1,7	0,2	2,7	-43,7	-8,4	-158,7	3,5
Harvesting, trw	0	0	1 970	4 521	3 522	1 824	4 834
Production, trw	0	0	0	213	3 019	2 956	2 960