



Investment research

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Danske Bank is acting as Joint Lead Manager in connection with a contemplated offering of bonds by Lerøy Seafood Group.

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Important disclosures and certifications are contained on the last three pages of this report.

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Lerøy

Issuer profile

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Lerøy

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Company in brief. Lerøy is a listed company, majority owned by Austevoll Seafood (52.7%). The company generates the majority of its revenues from salmon farming but also operates within wild catch, holding trawlers and processing plants with whitefish processing. Market Operations (previously Value-added Processing, Sales and Distribution) has mitigated volatility and increasingly supports the EBIT generation, protecting credit metrics. This segment operates in 80 markets globally.

NOK
33.6bn
Q2 LTM revenues

11.3
Farming value chain
EBIT/kg, NOK

2

Recent developments. Lerøy recently reported Q2 26 earnings, reflecting 44.7k tonnes of salmon harvested and 18.8k tonnes in wild catch. The company has guided for volumes for 2026 in line with 2025 at 195k tonnes. Credit metrics in Q2 26 were slightly elevated as the annual dividend payout impacted cash flow and net debt, while weather phenomenon El Niño and tariff/ geopolitical tensions continue to weigh. We expect supply growth to slow, in line with forecasts from Kontali and seafood companies, as regulatory constraints persist.

Bond maintenance covenants
Equity ratio: >30%

BBB/Stable
NCR

3

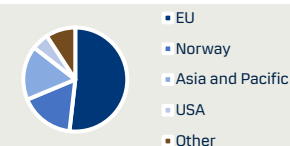
Credit story summarised. Lerøy enjoys a strong market position, and while it is smaller than its two closest peers, the company mitigates concentration risk by operating within more species. Recent biological pressure has made Lerøy's metrics rather volatile, although the increasing focus on processing and distribution mitigate some of this risk. However, the consistent pressure, coupled with challenged salmon markets, has left cash flow to leverage elevated and resulted in a rating downgrade in Q226.

2.6x
Net debt/EBITDA
31%
FFO/net debt

6.4x
ICR

4

Market and product offering. Lerøy enjoy a fully integrated value chain, with greater diversification than peers. Lerøy operates in rather challenging biological regions and has invested significantly in submersible pens to improve biology, margins and ensure licences to operate. The company's operating diversification through its wild catch segment and its processing capabilities further mitigate concentration risk.



5

Pricing considerations. Lerøy is contemplating a senior unsecured 5+ year NOK bond to complement its current outstanding bond portfolio. Compared with peers Mowi (BBB+/Stable) and SalMar (BBB/Stable), we see the latter as the most relevant peer, albeit with stronger credit metrics mitigating a more hierarchical debt structure and smaller bond size. Sustainability wise, we perceive the companies to be similar.

MQWI

SALMAR
Passion for Salmon



Recent developments

Q2 26 report and outlook

Lerøy reported operating EBIT 14% below Infront consensus and down 16% y/y. While the Farming segment outperformed consensus by 13%, Sales & Distribution and Wild Catch delivered below expectations. Credit metrics weakened in the quarter from the dividend payout impacting cash flow and leverage, but also from a stronger NOK.

Lerøy raised its EBIT guidance for Wild Catch by NOK50m on higher prices. It reported the ongoing cost reduction programme is progressing as planned (targeting NOK1bn in savings) and the company is on track towards its 195k tonnes harvest target for 2026. This should be credit supportive.

*Lerøy has rebranded its VAP, Sales and Distribution segment to Market Operations, where all Sales & Distribution, Primary Processing and Consumer Products reside.



Current market themes

Demand remains solid. Overall, high volumes are being absorbed quite well, as Norwegian salmon exports reached record-high volumes in the end of August. Solid biology and low mortality should be supportive for volumes this year.

Costs. Feed costs remain challenging, with El Niño weighing on the Peruvian anchovy fishery. Fishmeal and oil prices have increased significantly over the past months, and we expect it to remain under pressure through 2026. Some company-specific impact has been mitigated by alternative protein input, such as poultry. Salmon companies report of larger flexibility in feed composition compared with back in 2022, when fish oil soured on the cancellation of the 1H Peruvian anchoveta season.

Currency (and interest rates) remain a headwind. With revenues in EUR and costs in EUR, NOK and USD, a stronger NOK has been a headwind for salmon farmers.

Regulatory boundaries (traffic light and aquaculture white paper) remain in place, with salmon farmers actively contesting the regulatory drawdowns in P03-P04 in court. The Aquaculture Whitepaper has not yet concluded, with the current hearing round due to close on 31 October 2027.

Tariffs and trade wars could potentially impact Norwegian salmon exports, reducing demand should costs be transferred to the end users. However, Lerøy's exposure to the Americas represents just 6% of sales, limiting the impact.

What to watch

Continued volume growth and market absorption. China remains a solid demand driver, mitigating uncertainties in the US. The shift towards demand-driven markets should be supportive for salmon prices, with prices and market stability regaining their footing. Kontali expect 4% y/y growth for 2026, supported by standing biomass of +4% y/y at end-July. Number of individuals, however, is reduced.

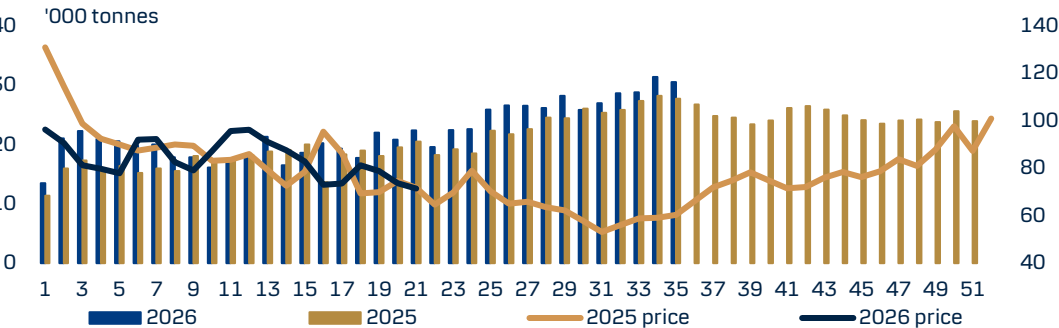
Tariffs and trade wars. Any fluctuation that could negatively impact demand or skew competition. Should we see a 25% tariff scenario emerge, Norwegian salmon would be at a disadvantage to Chile and other regions, which would place pressure on the overall markets. For Lerøy, direct impact is mitigated by a high share of revenues from the EU.

El Niño watch. Scientists continue to flag the high probability of an El Niño event, and its impact on the Peruvian harvest season. The first harvesting season, which started in early April, ended with 25% of the 1.9m tonnes quota harvested, putting significant pressure on costs. Quotas are typically known by end- October/early November. Salmon farmers are reducing the impact by sourcing fish oil from other regions, but prices will most likely be impacted.

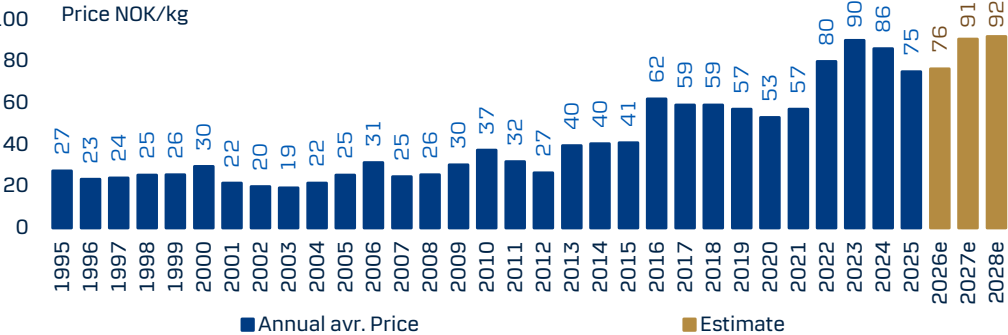
EC formal complaint. Still no conclusion.

Harvest volumes and stronger NOK keep the pressure on salmon prices

Salmon price estimates remain subdued



We expect salmon prices to remain flat y/y, improving in 2027-2028 as NOK strengthens

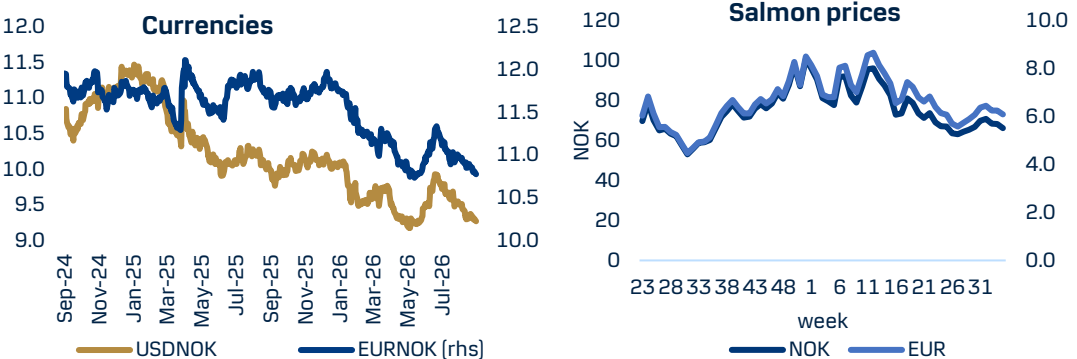


Volume growth and demand jitters to weigh on prices

Biology continues to drive volumes out of Norway, as export volumes in Q2 26 increased 5% y/y, and 13% y/y ytd through June. Q2 26 presentations by Lerøy, SalMar and Mowi all point to more sober volume growth for 2027-2028 as production limits are being reached.

The closure of the Strait of Hormuz has negatively impacted prices as transportation costs have increased, while demand is negatively impacted by the increasing cost of living. Alternative proteins should see similar cost increases, leading to increased cost to the end-user, mitigating some of the softness. New routes have been established, but costs remain elevated.

Currency has become a margin thinner as the NOK has strengthened significantly against EUR and USD since year-end 2025. As most Norwegian salmon is sold to Europe, the significant strengthening translates to lower revenues. On the other hand, marine feed costs, priced in USD, have seen a positive currency reduction. Further, salmon prices in EUR has developed stronger than in NOK



Risk of reduced Peruvian anchoveta supply lifts costs once again

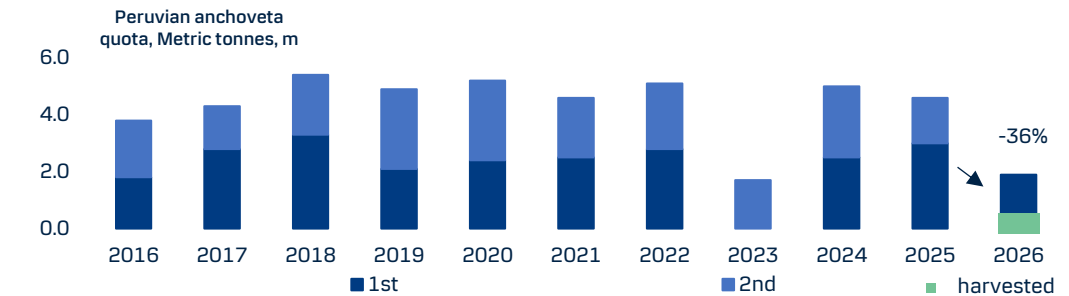
While fish meal is increasingly being replaced by poultry meal, fish oil is not as replaceable

Costs are more than fish oil and feed... but a soft Peru would still weigh

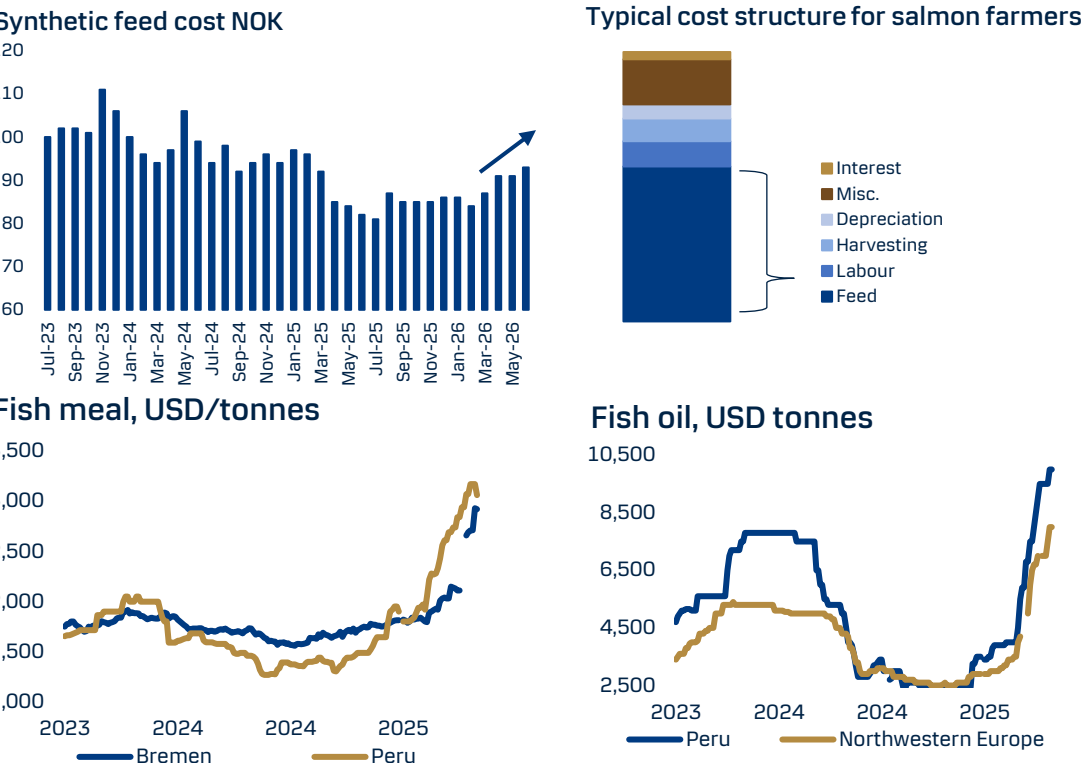
Feed represents 50% of costs, with marine ingredients representing a significant share. Chile has shifted large portions of fish meal to poultry meal, reducing sensitivity, with fish meal now representing 3% of feed, vs 17% in Norway. Fish oil represents 10% of feed in Chile, 13% in Norway. With a poor first harvest season in Peru (representing 60% of global anchoveta), prices are already under pressure. An El Niño event could lead to a softer second season.

Lerøy reported in its CMD in March that the company is continuously working on its feed costs, having replaced some fish meal with poultry, which improves flexibility, cost levels and sustainability. Fish oil, however, remains difficult to replace.

Anchoveta quota reduced y/y in season 1, will El Niño disrupt season 2? The cut in season 1 in 2023 impacted costs



Marine feed costs to increase again due to Peru supply limit

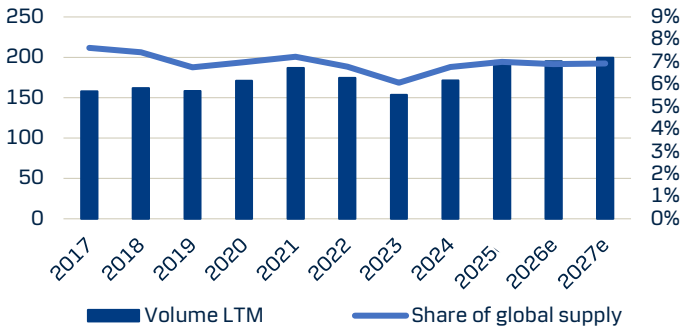


Business risk highlights

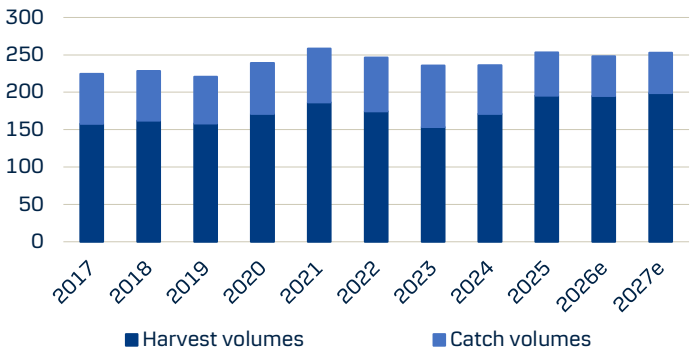
Comments

- **Lerøy has operations in historically difficult regions** that are impacted by biological challenges, which has left the credit profile slightly volatile. Increased sea temperatures over the last few years has meant lice outbreaks have increased. The intensive investments Lerøy has made in submersible pens seem supportive, but we still see biological challenges as the main risk for Lerøy, partly due to regulatory reductions from the Norwegian traffic light system
- **The integrated value chain mitigates some risk** and offers diversified earnings to support credit metrics. Lerøy's business risk is largely linked to biological risks. The company encountered higher costs in Q2 and was aiming to enter the summer with low lice pressure. The Q3 results should indicate whether these investments are paying off.

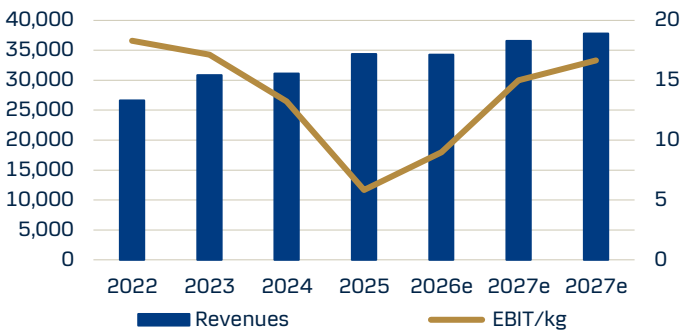
Harvest development 2017-2027E
'000 GWT



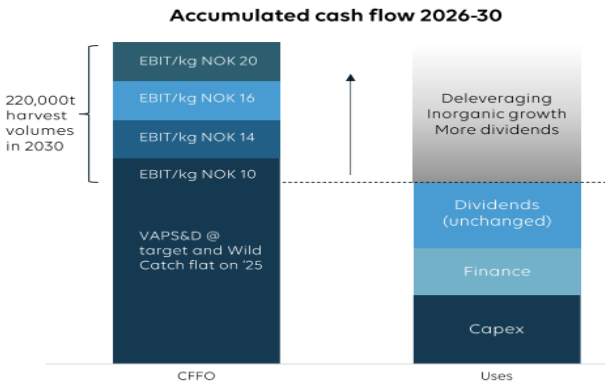
Harvest and catch volumes expected rather stable overall '000 GWT



EBIT/kg to improve as market stabilises - NOKbn and NOK/kg (rhs)

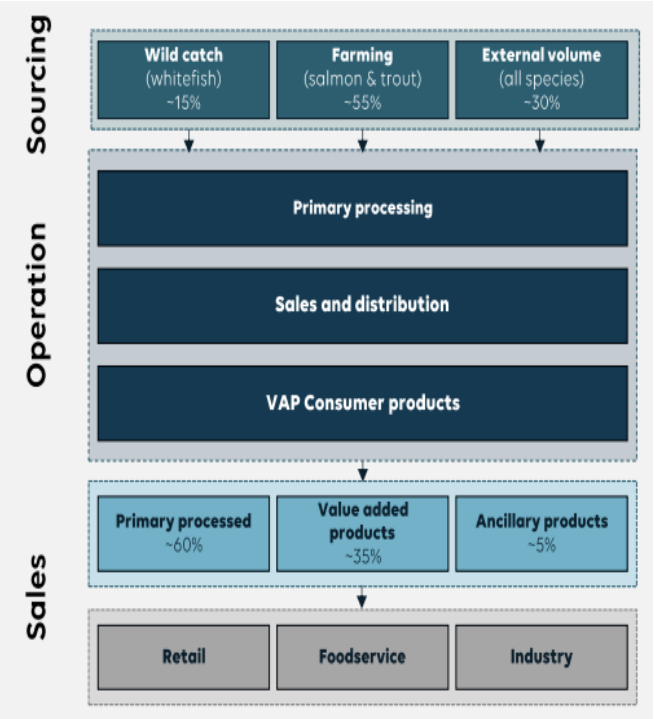


Deleveraging dependent on salmon price and biological development

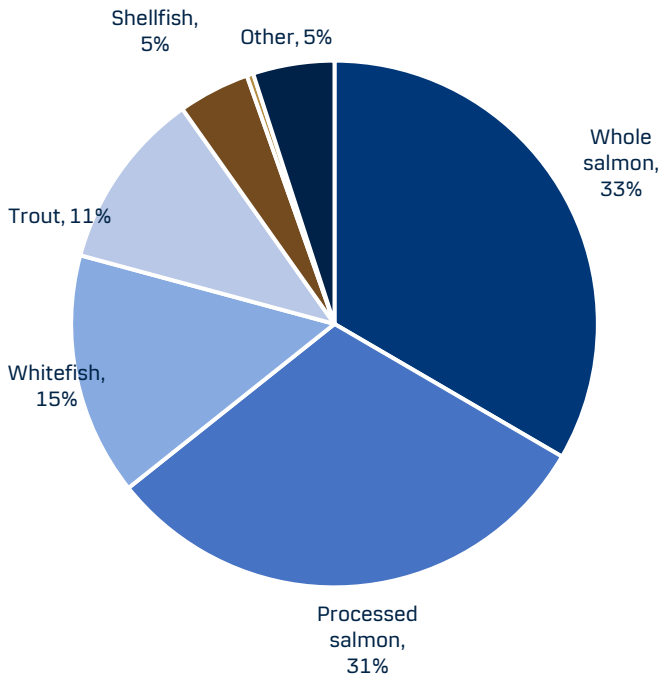


Diverse revenue generation streams

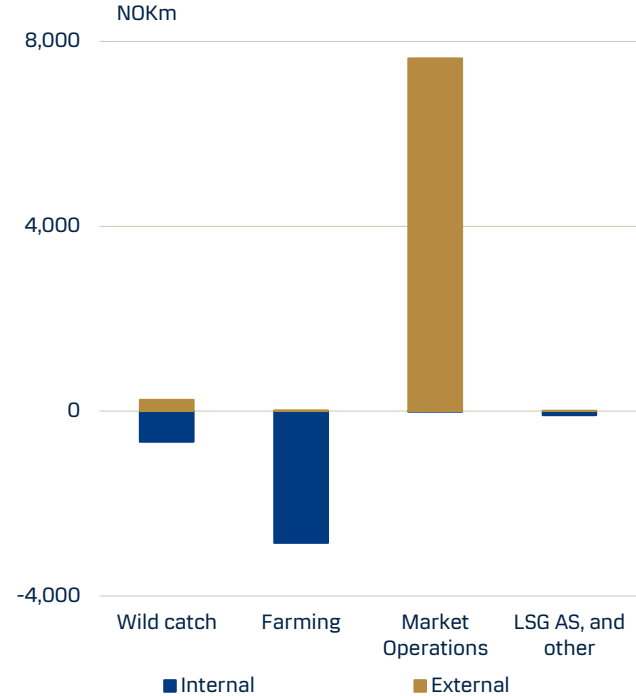
Product flow



Revenues per product area Q2 26



Revenue split by segment Q226, internal/external

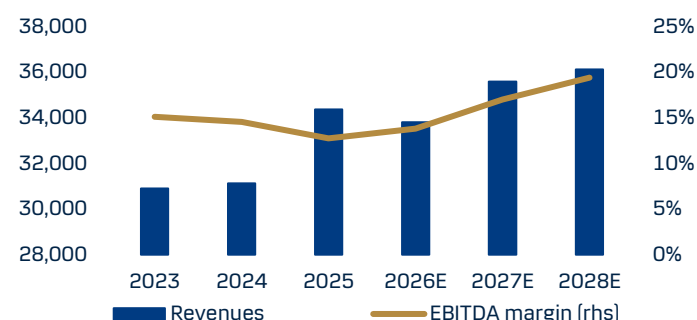


Financial risk highlights

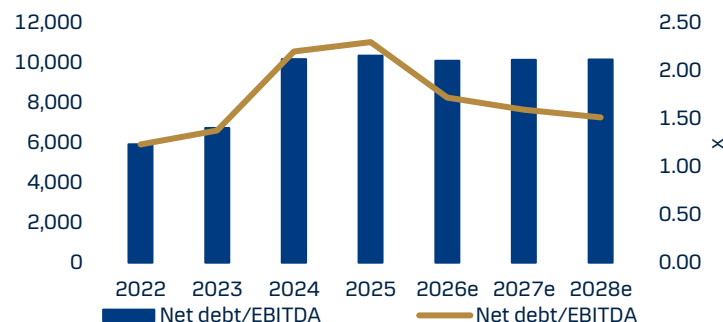
Comments

- **EBITDA improving.** In anticipation of greater stability in market balance, we expect the EBITDA margin to improve from 2027. Lerøy has a stable volume target for 2026 y/y, hence we see a revenue uplift stemming from both improved spot prices as well as realised prices as Lerøy continues to focus on operational development and Market Operations (VSAP). The current cost improvement program has potential to mitigate some NOK3/kg in increased feed costs, which provide some buffer to the current challenges. We expect overall costs to continue to reduce once feed costs normalise. Salmon farming typically has a long lead time with a strong cash flow release, leading to supportive cash flows and strong cash conversion.
- **We expect leverage to reduce,** as earnings improve slightly and cash conversion reduces net debt. We believe we have reached the leverage peak, but any increase in dividends or capex announcements could see leverage remaining elevated.
- **Covenants and credit rating to remain unchanged.**

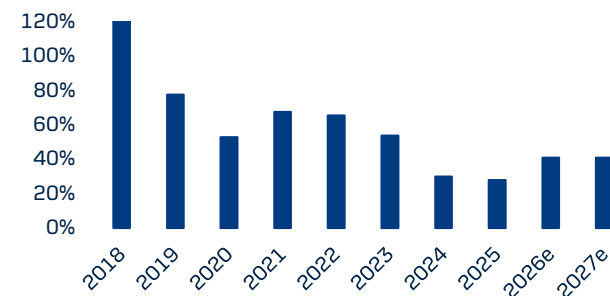
Revenue and EBITDA (NOKm)



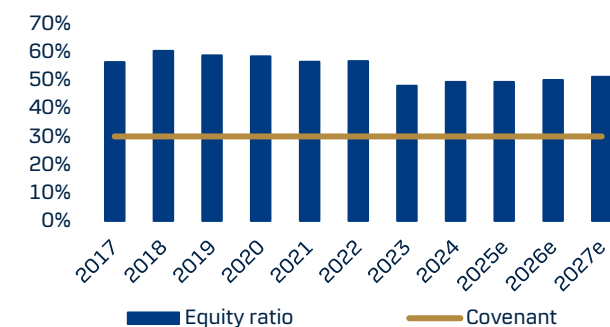
Peak leverage to reduce (NOKm)



FFO/ net debt to improve %



Covenant to remain well protected



Estimates and assumptions

Assumptions

- **Return of market balance.** We expect salmon prices to improve on the return of a tighter market balance. While US tariffs might impact imports from Norway, Lerøy should see little impact as its sales have less than 6% exposure to the US market. However, should general demand for salmon reduce, Lerøy could be impacted by secondary effects. We see continued pressure on marine feed costs as negative for overall cost levels. As of Q2 26, the group's cost reduction process has realised NOK400m in annual cost reductions, with another NOK520m identified for execution.
- **Working capital.** As Lerøy has a stable harvest target, capital build-up should be below that of peers but increase with higher feed costs and should salmon prices rebound.
- **Capex.** Lerøy is coming off a capex cycle, having invested heavily in shielding technology. Capex for 2026 guided at NOK1.7bn, almost 10% above NCR expectations, of which NOK1.1bn is maintenance and smaller improvements, and we anticipate investments around NOK1.7bn-1.8bn annually in the coming years.
- **Leverage development.** We expect leverage to develop positively from the peak, depending on both capex and dividend payouts. Lerøy has a history of above-policy payouts, and given the parent structure, we see risk of continued elevated dividends.

NOKm	2023	2024	2025	2026E	2027E
Revenues	30,906	31,125	34,364	33,805	35,592
Op. EBITDA	3,342	2,960	2,510	3,762	3,887
Adj. EBITDA	4,670	4,529	4,383	4,672	6,062
Operational EBIT	3,344	2,960	2,502	2,830	4,086
Op. EBIT/kg	20.95	17.29	12.79	14.51	20.48
Adj. FFO	3,649	2,950	3,540	3,773	4,140
Reported net debt	5,186	7,680	8,014	8,623	8,039
Adjusted net debt	6,746	10,200	10,346	10,701	10,117
Ratios	2023	2024	2025	2026E	2027E
EBITDA margin	10.8%	9.5%	7.3%	11.1%	11.6%
Adjusted EBITDA margin	15.1%	14.6%	12.8%	13.8%	17.7%
Net debt to EBITDA adj.	1.44	2.25	2.36	2.28	1.53
EBITDA interest coverage	11.04	8.43	6.97	7.50	10.13
FFO (adj.)/adj. Net debt	54%	29%	34%	40%	45%
FOCF (adj.)/adj. Net debt	24%	-3%	23%	20%	34%
Equity ratio	48%	49%	49%	47%	48%

Credit rating and expectations

Credit rating

Rating downgraded to 'BBB'/Stable from 'BBB+'/ Stable on 3 June, on continued elevated leverage as operations and financials underperformed NCR's expectations. Its EBITDA margin expectations for 2026-2027 were lowered to 16-17% from 19%, while previous expectations of a net debt reduction from NOK10bn in 2024 have shifted to an expectation of flat development.

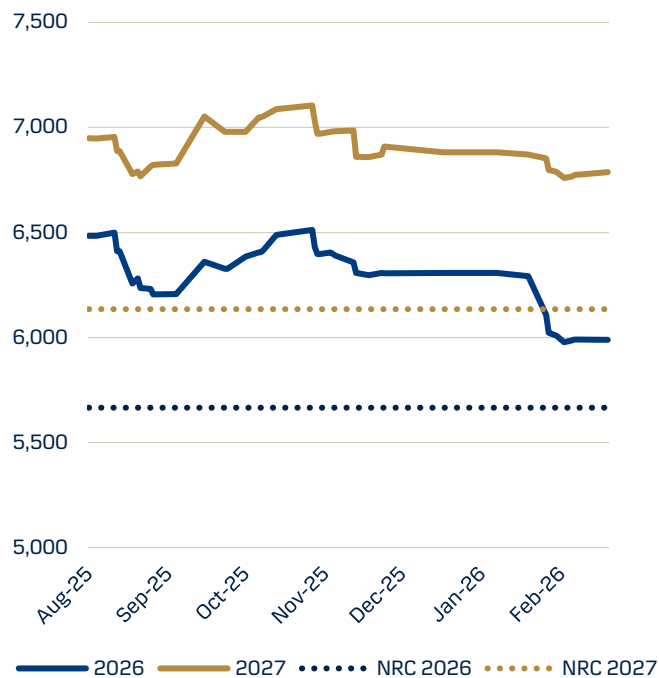
Outlook is Stable as the agency expects a gradually stronger credit profile with salmon price recovery and contained debt development.

Rating drivers

Positive drivers	Negative drivers
FFO/debt above 50% and net debt/EBITDA below 1.7x	FFO/ debt below 35%
More stable supply, improving stability in earnings and margins	Lower demand for salmon
	Persistent increase in biological issues

EBITDA expectations

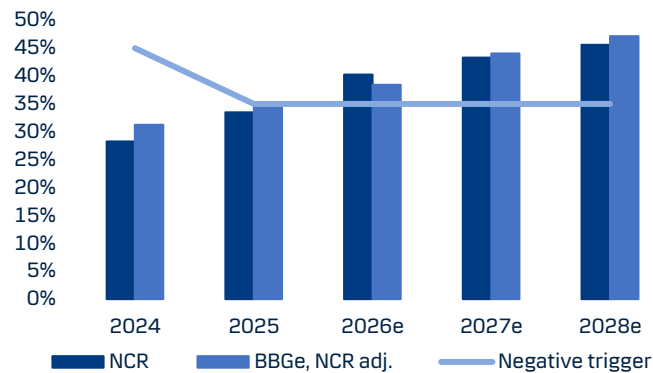
NCR expectations vs Bloomberg expectations, NOKm



Bond maturities

ISIN	Outstanding (NOKm)	Maturity	Seniority
N00011097297	500	17/09/2026	Sr. Unsecured
N00011097305	500	17/09/2027	Sr. Unsecured
N00012899287	500	26/04/2028	Sr. Unsecured
N00012899295	500	26/04/2030	Sr. Unsecured
N00011097339	500	17/09/2031	Sr. Unsecured
N00012899303	500	26/04/2033	Sr. Unsecured

FFO/net debt adj.



Key credit considerations

Credit strengths

- 1 Strong market position with diversified products and end-markets.
- 2 Wholly integrated farmer with catch complementing farming.
- 3 Proven access to capital, cash flow generation and prudent leverage.

Credit challenges

- 1 Biological risk with ILA and lice present in Lerøy's areas, with related regulatory challenges
- 2 Capital-intensive industry with regulatory challenges.
- 3 Commitment to shareholder distribution, owner largely dependent on dividend payouts.

ESG profile and framework



ESG profile

Medium ESG risk score

- Lerøy Seafood Group publishes annual Sustainability reports in accordance with CSRD, CDP, TCFD and GRI.
- As of 2024, all the company's fish farms had GGAP or ASC certification (69% ASC-certified by end of 2022) reflecting environmental and sustainable operations. Lice, disease and escapes remain industry-wide risks.
- Within governance, we highlight the EU's investigation into major salmon exporters from Norway for alleged anti-competitive behaviour, representing potential financial panities of up to 10% of global turnover.
- The company's largest owner is Austevoll Seafood ASA (68%), followed by Folketrygdfondet (6.3%).

Danske Bank's ESG assessment*

ESG factor	Score
Reporting	Good
Environmental	Medium
Social	Low
Governance	Medium
Total ESG risk score	Medium



Selected ESG metrics

Targets

- Lerøy Seafood Group targets 46% reduction in scope 1+2+3 GHG emission by 2030 from 2019 base-year.
- The company is scaling semi-closed and submerged farming systems (35% of farms in 2024) to reduce its lice treatments, lowering the environmental footprint, in addition to other targets matching a green profile such as 50% food loss and wate reduction by 2030.

ESG metrics	Unit	2023	2024	Target
GHG scope 1 & 2	ktCO ₂ e	176.9	164.8	-46% [2019]
GHG scope 3	ktCO ₂ e	1,704	1,728	-46% [2019]
Total		1,881	1,893	-46% [2019]
Survival in sea	%	91.5%	94.5%	96%
Escapes	#fish	15,030	13,732	-
Feed conversion ratio	bFCR	1.15	1.13	-

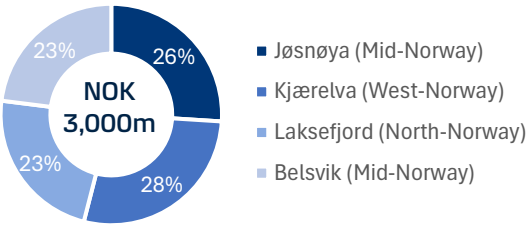
Green Bond Framework

Green Finance Framework August 2021

- Lerøy's Green Finance Framework aligns with ICMA Green Bond Principles and Green Loan Principles with an Eligibility Assessment by DNV from 2021.
- Green Bond Issuances include six NOK500m senior unsecured bonds with maturities set for September 2026, 2027, 2031, and April 2028, 2030, and 2033.

Use of proceeds and eligibility type

- Sustainable processing
- Sustainable fish farms and post-smolt facilities



*Under this framework, all the relevant data is assessed, and a grade of risk ('Low', 'Medium' or 'High') is assigned to each subcomponent (Environmental, Social, and Governance). We also assess the company's ESG reporting and assign a grade of 'Average', 'Good' or 'Excellent'. Source: Company data, Danske Bank Credit Research

Key metrics for salmon farmers

Based on Q2 26 numbers

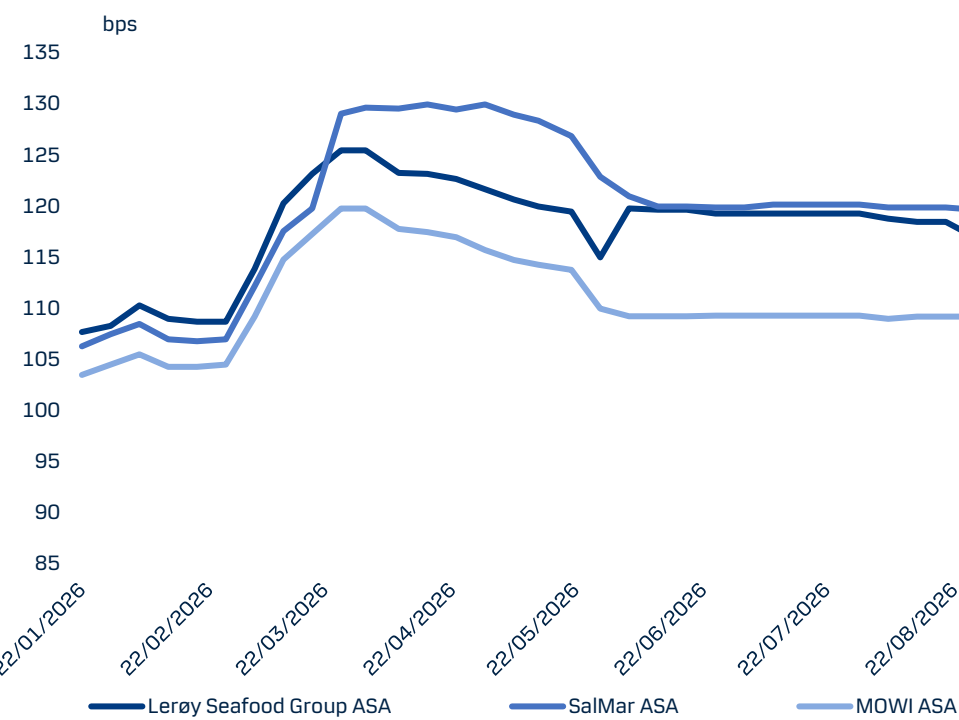
		Mowi	SalMar	Lerøy
Operations	Credit rating	BBB+/Stable	BBB/Stable	BBB/Stable
	Harvest 2026e, k tonnes	600	330	195
	Geographical div.	Solid	Norway	Norway
	EBIT/kg Q2 26	20	15.1	11.3
	Value chain div.	Fully integrated	Fully integrated	Full value chain for both salmon and white fish
	Key strengths	Market leader, strong diversification, commitment to IG rating	Historically strong and resilient earnings and cash, second largest farmer	Wholly integrated with diversified product portfolio as catch complement farming
	Key challenges	Capital intensive and biologically challenged industry, metrics sensitive	Capital intensive and biologically challenged industry, metrics sensitive	Capital intensive and biologically challenged industry, metrics sensitive
Credit	Net debt/EBITDA x	2.7	3.5	2.6
	ICR x	8.9	4.6	6.4
	FFO/debt %	24.9	22	31
	FOCF/debt %	9.8	17	27
	Equity ratio %	43	36	47
Funding	Secured debt to total debt %	2	7	16
	Available liquidity	>6,500	9,500	6,500
	Short-term debt	0	542	4,550
	Capex, LTM	4,400	155	1,700

Regional biological data by licence distribution

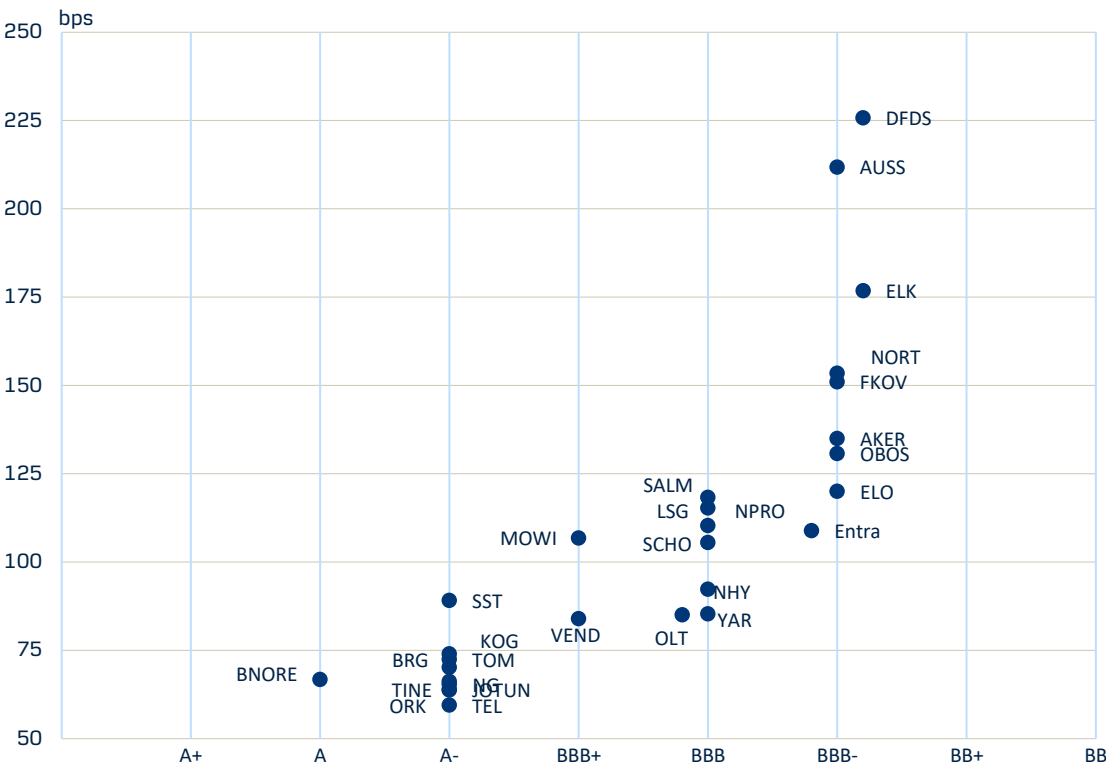


Relative value

5y generic salmon spreads



5y generic spread vs rating profile



Renowned team with strong sector knowledge and broad coverage – 16 analysts covering ~200 companies

Danske Bank – Credit research platform

Denmark



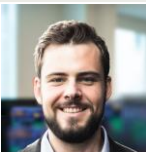
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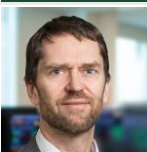
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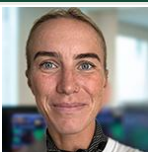
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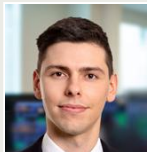
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- Real Estate
- Salmon
- Other IG/HY corporates



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- Autos & Trucks
- Real Estate
- Other IG/HY corporates

Finland

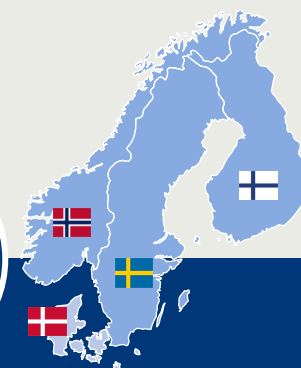


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Total number of
professionals
16



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Date	Old rec.	New rec.
New	Marketweight	No recommendation
13 Oct 2025	No recommendation	Marketweight
22 Sep 2025	Marketweight	No recommendation

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