



Fiskur og fjármagnsmarkaðir

Kjartan Ólafsson

20. nóvember 2014

markó
partners

CATCH



Iceland Norway

7d 1M 12M 2014-10-04 2014-11-02 Load

Species Name	Total catch	Prev. year	%
Atlantic herring	45,984 t	33,274 t	38.20
Atlantic cod	21,139 t	20,736 t	1.95
Saithe(=Pollock)	4,163 t	6,521 t	-36.16
Haddock	3,177 t	4,158 t	-23.59
Atlantic mackerel	1,923 t	1,447 t	32.88
Ling	767 t	618 t	24.08
Blue whiting(=Poutas...	721 t	681 t	5.88

QUOTA



Iceland Norway

Quota period: 2014-2015

Species Name	Quota	Landed	%	Report d...
Kinglet(=mackerel)	1,000 t	238 t	23.80%	10/31/14
Common dab	1,000 t	184 t	18.37%	10/31/14
Northern wolffish	0kg	2,446 kg	-	
Atlantic bluefin t...	0kg	21 t	-	
Lumpfish	0kg	1 kg	-	

CURRENCIES



Crosses Central bank Customs

FX	I...	E...	U...	G...	N...	J...	C...	C...	P...
CHF	12...	0.83	1.04	0.65	7.03	11...	1.00	1.17	3.50
JPY	1.09	0.01	0.01	0.01	0.06	1.00	0.01	0.01	0.03
EUR	15...	1.00	1.25	0.78	8.48	14...	1.21	1.41	4.22
PLN	36...	0.24	0.30	0.19	2.01	33...	0.29	0.33	1.00
USD	12...	0.80	1.00	0.63	6.78	11...	0.96	1.13	3.38
CAD	10...	0.71	0.89	0.55	6.01	10...	0.86	1.00	2.99

SEAFOOD NEWS



English Íslenska Norsk Dansk Svenska 日本語

Search:

- Scottish Salmon Company appoints new head of ... INTF 04.Nov
- Report: Australia fishery needs overhaul SFST 20:06
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SALMON MARKETS



Prices Forward

Zoom 1M 6M YTD 1Y 3Y All



— Fish Pool Index Weekly spot price NOK
— 01 Fish-farm bred salmon, fresh or chilled
— 02 Fish-farm bred salmon, frozen

DAILY PRICES



Iceland Norway

7d 1M 12M 2014-10-30 2014-10-30 Load

Product	kg	ISK	EUR	Last	Type
Atlantic cod	235,844	309.36	2.02	10/30...	ungu...
Haddock	52,746	315.66	2.06	10/30...	ungu...
Atlantic cod	33,606	318.65	2.08	10/30...	guttet
European p...	26,804	201.66	1.31	10/30...	guttet
Golden red...	19,448	205.52	1.34	10/30...	ungu...
Haddock	14,332	326.67	2.13	10/30...	guttet
Angler(=M...	12,612	583.96	3.80	10/30...	guttet

TRADE FLOW



Iceland France Atlantic cod

2014 jan okt Load

Product	Qty.	Price	Prev.qt...	Prev.pr...	I...
Fresh-Portions	4,316.6...	7.36	7,171.6...	7.53	E
Fresh-Fillets	2,494.0...	8.33	231,634	6.82	E
Frozen-Portions	1,143.8...	6.25	779,668	6.35	E
Salted-Frozen ...	230,779	3.62	244,927	3.51	E
Salted-Portions	14,630	3.20	22,739	3.74	E

CALENDAR - SEAFOOD RELATED EVENTS



What	When	Where
Norway Royal Salmon...	05/11/2014	
SEAFEX SEAFOOD S...	09/11/2014	Dubai, United Arab E...
SEAFEX 2014	09/11/2014	Dubai, United Arab E...
Aqua & Fisheries Mya...	10/11/2014	Yangon, Myanmar
EuroTier 2014	11/11/2014	Hanover, Germany
Lerøy Seafood Group...	12/11/2014	
Austevoll Seafood AS...	12/11/2014	

Sjávarútvegsfyrirtæki á markaði



Heimild: Markó Partners.

Sjávarútvegsfyrirtæki á markaði

Name	Ticker	Currency	Last	%	+/-	High	Low	Close	Turnover
 AKVA Group	AKVA	NOK	28.0	-0.36%	-0.10	28.20	28.00	28.0	315,662
 Austevoll Seafood	AUSS	NOK	42.9	0.47%	0.20	43.30	42.90	42.9	6.46 m
 Bakkafróst	BAKA	NOK	183.5	0.82%	1.50	185.00	181.50	183.5	21.36 m
 Cermaq	CEQ	NOK	95.5	-	-	-	-	95.5	-
 China Fishery	EB0Z	SGD	0.325	-1.52%	-0.01	0.34	0.33	0.325	69,285
 Clearwater Seafoods	ECLR	CAD	11.97	-0.50%	-0.06	12.02	11.91	12.03	67,373
 Copeinca	COP	NOK	-	-	-	-	-	-	-
 Domstein	DOM	NOK	9.8	-	-	-	-	9.8	-
 Frosta	EFNLM	EUR	27.28	-	-	27.34	26.40	26.98	43,371
 Grieg Seafood	GSF	NOK	28.6	-1.72%	-0.50	29.10	28.60	28.6	758,257
 Havfisk	HFSK	NOK	14.2	0.00%	0.00	14.20	13.95	14.2	271,947
 High Liner Foods	EHLF	CAD	22.12	-0.58%	-0.13	22.20	22.00	22.25	140,259
 Hofseth BioCare	HBC	NOK	2.65	4.33%	0.11	2.85	2.51	2.65	1.69 m
 Kyokuyo	EFKYK	EUR	1.723	-	-	1.72	1.72	1.759	-
 Lerøy Seafood Group	LSG	NOK	251.0	1.62%	4.00	252.00	248.50	251.0	17.12 m
 Lumar Seafood	ELMR	EUR	3.03	-	-	-	-	3.03	-
 Marine Harvest	MHG	NOK	102.6	0.88%	0.90	102.70	101.60	102.6	111.32 m
 Maruha Nichiro	EF1MH	-	-	-	-	-	-	-	-
 Nippon Suisan	EF71N	EUR	2.762	-	-	2.76	2.76	2.9	-
 Nirefs	NIR	EUR	0.13	-5.11%	-0.01	0.14	0.12	0.13	1,097
 Norway Royal Salmon	NRS	NOK	56.0	-1.32%	-0.75	56.75	56.00	56.0	633,607
 Nutreco	ENUO	EUR	46.07	0.79%	0.36	46.23	45.64	45.71	6.97 m
 Omega Protein	OME	USD	11.775	-5.42%	-0.67	12.43	11.71	12.45	3.89 m
 Pacific Andes	EP11	SGD	0.104	0.00%	0.00	0.10	0.10	0.104	67,568
 Pescanova	EPVA	EUR	5.91	-	-	-	-	5.91	-
 Russian Sea Group	ERSEA	RUB	73.0	30.82%	17.20	75.90	58.80	73.0	-
 SalMar	SALM	NOK	127.0	2.83%	3.50	129.50	127.00	127.0	25.02 m
 Sapmer	EALMER	EUR	14.8	5.64%	0.79	14.80	14.80	14.01	7,4
 Selonda	SELO	EUR	0.101	-	-	-	-	0.101	-
 Seltvtrans	STRANS	NOK	-	-	-	-	-	-	-
 The Scottish Salmon Co. SSC		NOK	5.52	-2.30%	-0.13	5.60	5.40	5.52	194,008

Austevoll ASA (AUSS) – 1 ár

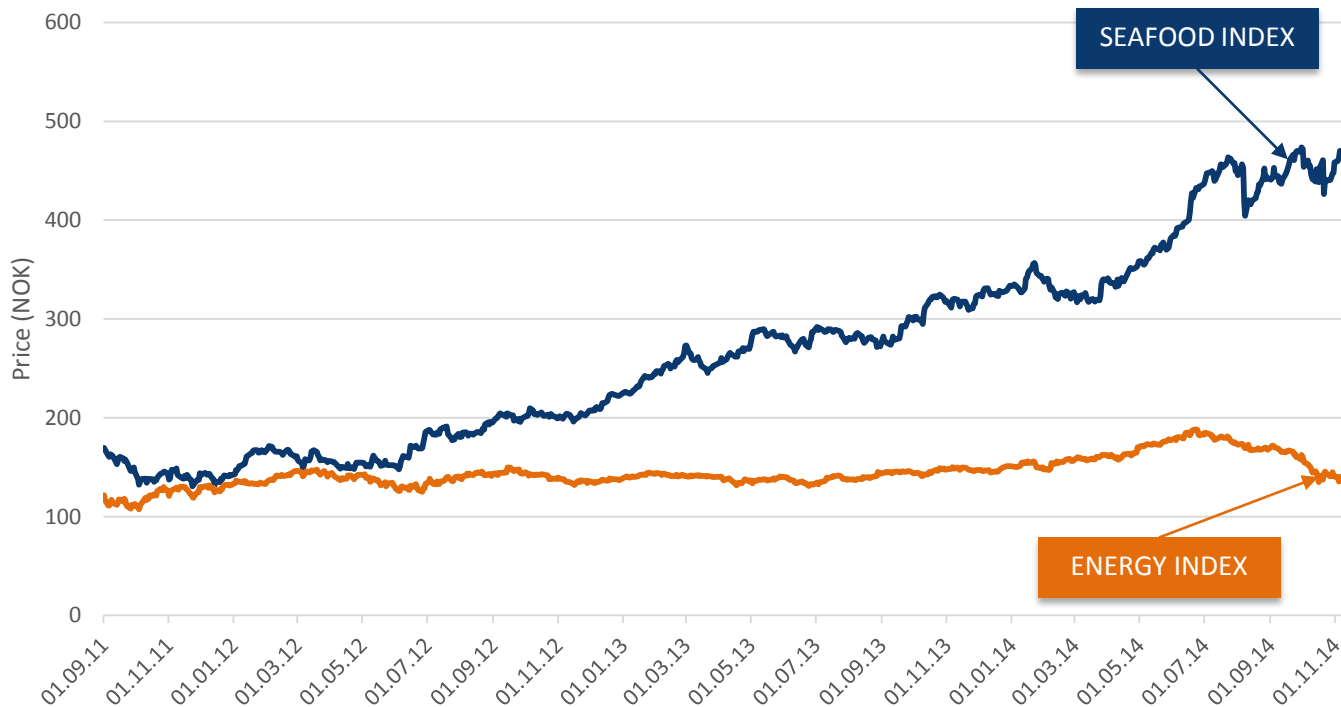


Marine Harvest (MHG) – 1 ár

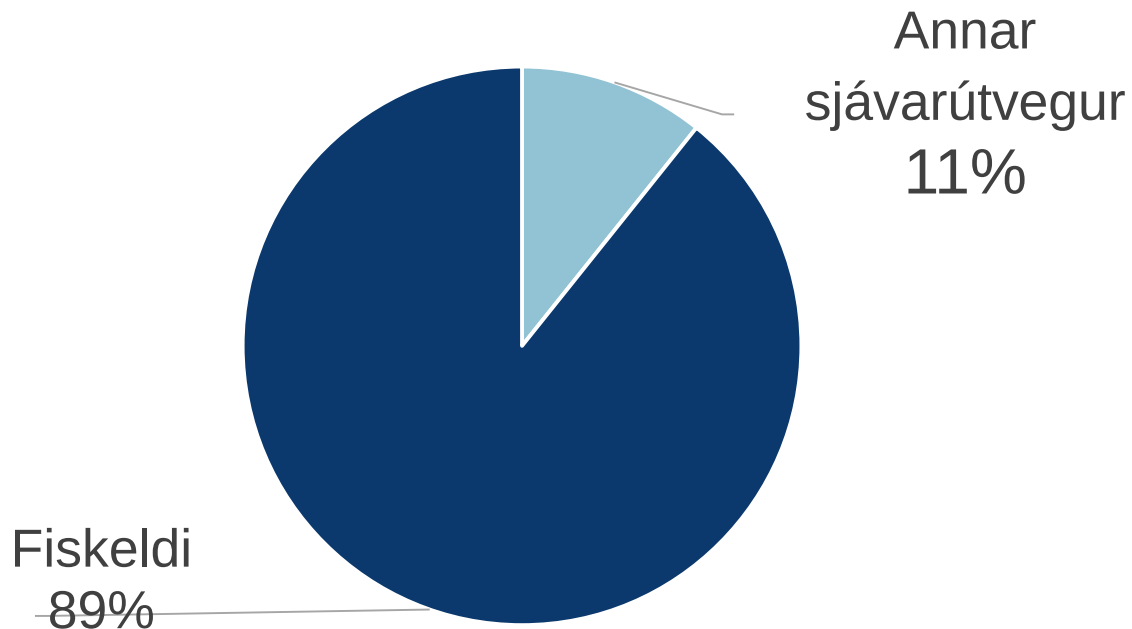


Heimild: Oslo Stock Exchange, Intrafish, Markó Partners.

Kauphöllin í Osló



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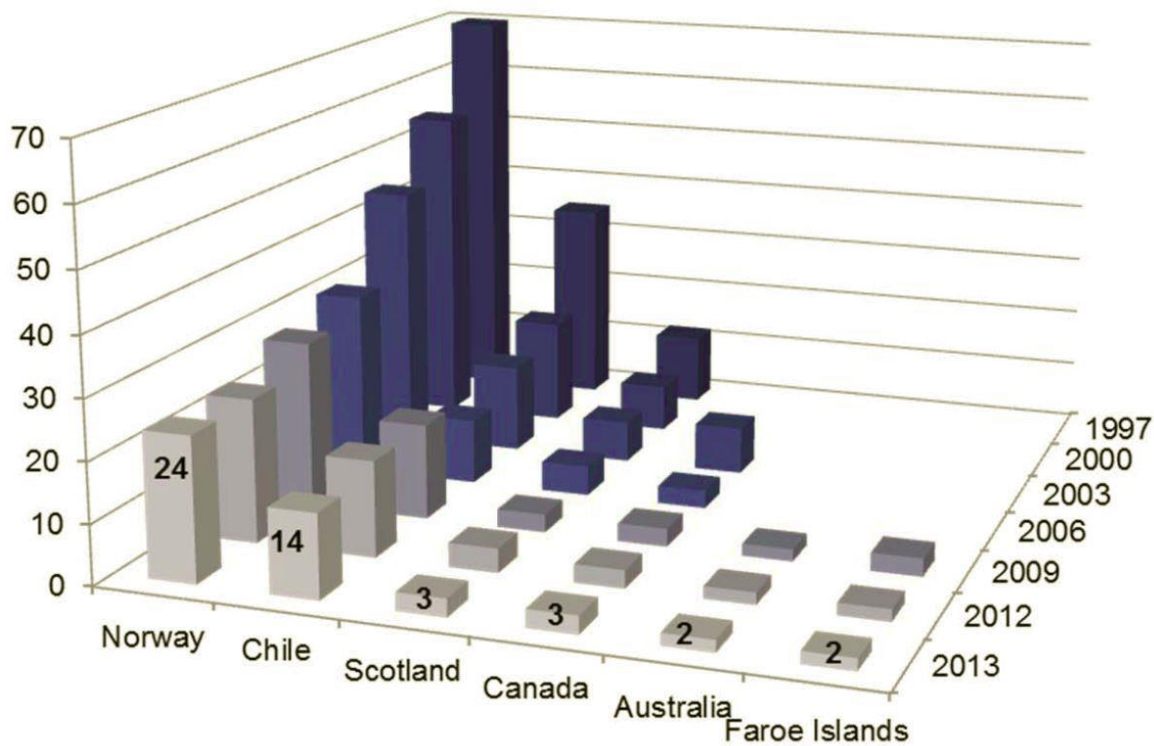


Year	Norway
1999	Hydro Seafoods - Sold from Norsk Hydro to Nutreco Aquaculture
2001	Gjelstad - Sold to PanFish
2001	Vest Laka - Sold to Austevoll Havfiskei
2001	Torrie Products - Sold from Torrie to Seafarm Invest
2001	Gjelanger Havbruk - Sold to Aqua Farms
2001	Alt Lone - Sold to Sjælør
2001	Sandvik Havbruk - Sold to Nutreco Aquaculture
2001	Fossum Eidefisk - Sold to Salmar
2001	Langsettefisk - Sold to Salmar
2001	Tveit Gård - Sold to Askøier Fjordbruk
2001	Petter Laka - Sold to Senja Sjøfarm
2001	Kåløyfiskei - Sold to Salmar
2001	Amundsen - Sold to Fiskefakta
2002	Kvamstadi Fiskeoppdrett - Sold to Rong Laka
2002	Mittfjord Fisk - Sold to Boksås
2002	Sanden Fiskeoppdrett - Sold to Aqua Farms
2002	Ørnnes Fiskeoppdrett - Sold to Aqua Farms
2002	Tafjord/Lake - Sold to Askøier Fjordbruk
2002	Nye Monor - Sold from Spørreback 1 Multilodge to Lerøy Seafood Group
2003	Islandsfiskei - Sold to Aurora to Volden Group
2003	Loden Laka - Sold to Grieg Seafood
2003	Finnmark Seafood - Sold to Polivika
2003	Ullsfjord Fisk - Sold to Nordlaka
2003	Henningsen Fisk - Sold to Nordlaka
2003	Pattanger Avisa - Sold to Salmar
2004	Naustad Fiskefarm/Bremanger Fiskefarm - Sold to Firda Sjøfarm
2004	Fjordfisk - Sold to Firda Sjøfarm
2004	Snekvik Salmon - Sold to Lerøy Seafood Group
2004	Aure Havbruk (M. Uttersen) - Sold from Sjøfær to Salmar
2005	Polivika - Sold to Cernaq
2005	Aqua Farms - Sold to PanFish
2005	Aurora Salmon (Part of company) - Sold from DNB Nor to Lerøy Seafood Group
2005	Marine Harvest Belgia - Sold to Marine Harvest
2005	Aurora Salmon (Part of company) - Sold from DNB Nor to Polivika
2005	Sjælør - Sold from Marine Farms to Northern Lights Salmon
2005	Rindstad Havbruk - Sold to Høygaard Group
2005	Sjælørvefiskei - Sold to Nordlaka
2005	Fossum AS - Sold to Lerøy Seafood Group
2005	Marine Harvest N.V. - Acquired by Pan Fish ASA
2005	Fjord Seafood ASA - Acquired by Pan Fish ASA
2006	Marine Harvest Finnmark - Sold from Marine Harvest to Volden Group
2006	Troika Seafoods/North Salmon - Sold to Villa Gruppen
2006	Asvik - Sold to Hydrotech
2006	Hydrotech - Sold to Lerøy Seafood Group
2006	Senja Sjøfarm - Sold to Salmar ASA
2006	Haise Fiskeoppdrett - Sold to Salmar ASA
2006	Langfjordfiskei - Sold to Mainstream
2006	Porsvold - Sold to Mainstream
2007	Vesterdal - Sold to Lerøy Seafood Group
2007	Volden Group - Sold to Grieg Seafood
2007	Artic Seafood Troms - Sold to Salmar ASA

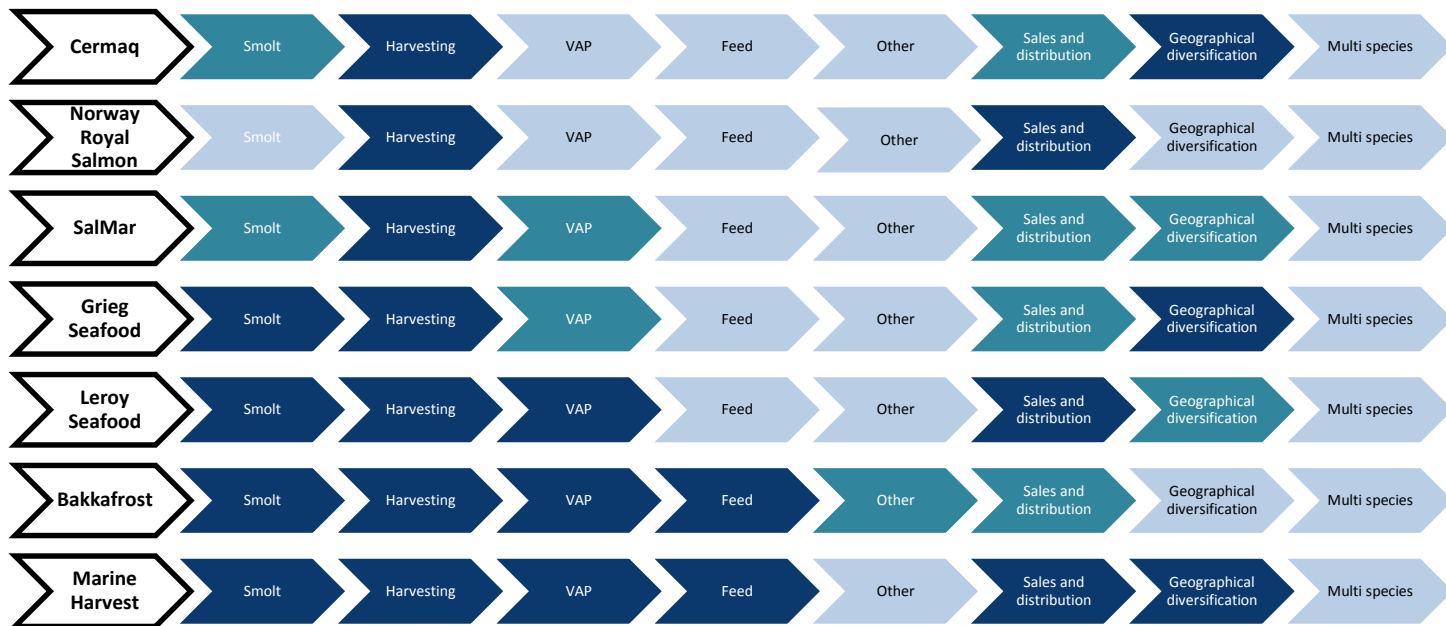
2007	Artic Seafood - Sold to Mainstream
2007	Fiskekultur - Sold to Høygaard Group
2007	UFO Laka - Sold to Høygaard Group
2007	Anton Mønd - Sold to Røuma Gruppen
2007	Miso Fiskeoppdrett - Sold to Røuma Gruppen
2008	Hansen - Sold to Eldfjord Sjøfarm
2008	Mundtstad - Sold to Lerøy Seafood Group
2008	Fenden Fiskeoppdrett - Sold to Salmar ASA
2008	AS Titi - Sold to Norway Royal Salmon (NRS)
2008	Frey Fiskeoppdrett - Sold to Norway Royal Salmon
2008	Selmo Andica - Sold to Norway Royal Salmon
2008	Amay Fiskeoppdrett - Sold to Norway Royal Salmon
2008	Nor Seafood - Sold to Norway Royal Salmon
2008	Askøier Laka - Sold to Norway Royal Salmon
2008	Lerøy Seafood Group - Purchased by Austevoll Seafood
2008	Sjælørvefiskei - Sold to Lingfiskei
2008	Drilfjord Fiskeoppdrett - Sold to Norway Royal Salmon
2009	Polafiska II - Sold to Nova Sea
2009	Fjordfisk - Sold to Blom Fiskeoppdrett
2009	Fyllingsfjord Fisk - Sold to Eldfjordfisk
2009	Saltake merged with Røtisa
2009	65 new licenses granted
2010	Espevæ Fiskeoppdrett - Sold to Brennesen Fyriset
2010	AL Nordlaka - Sold to Askøier Fjordbruk
2010	Nord Senja Fiskefarm - Sold to Norway Royal Salmon
2010	Marey Salmon - Sold to Blom Fiskeoppdrett
2010	Fjord Drift - Sold to Torsvik Fiskeoppdrett
2010	Hemmo Laka - Sold to Høygaard Group
2010	Kaunggruppen - Sold to Salmar
2010	Stettstad / Mørne Ekennevik - Sold to Salmar
2010	Lund Fiskeoppdrett - Sold to Villa Sjøfarm (Salmonor)
2011	R. Lennes - Sold to Mønsdal Fiskeoppdrett
2011	Erjord Starnfisk - Sold to Grieg Seafood
2011	Joksfjord Fisk - Sold to Morpol
2011	Krifa Havbruk - Sold to Salmar
2011	Strømme Fiskeoppdrett - Sold to Marine Harvest Norway
2011	Irvingen Laka - Sold to Salmar
2011	Nordfjord Havbruk - Changed name to Nordfjord Laka
2011	Villa Mjølhus - Sold to Salmar
2011	Karna Havbruk - Sold to E. Karstenen Fiskeoppdrett (50%) and Mørne Havbruk (50%)
2012	Slotholm - Sold to Eldfjord Laka
2012	Villa Arctic - 10 licenses, etc. sold to Salmar
2012	Salmon Brønne - Sold to Brennesen Fyriset
2012	Punkstad Laka - Sold to Nordlaka Holding
2012	Strømnes Alvikfiskei - Sold to Blom Fiskeoppdrett
2012	Isavik Matfisk - Sold to Brennesen Seashore
2012	The granting of 45 new green licenses announced
2013	Morpol - 88% of shares sold to Marine Harvest
2013	Villa Organic - 39.7% of shares sold to Lerøy Seafood Group
2013	Villa Organic - 49.7% of shares sold to Salmar

Year	UK
1996	Shetland Salmon products - Sold to HSF GSP
1996	Straithead Salmon to MH
1996	Gigha, Mainland, Tayinlacon, Mull Salmon - All sold to Aquascot
1997	Summer Isles Salmon - Sold to HSF GSP
1997	Atlantic West - Sold to West Minch
1998	Marine Harvest Scotland - Sold from BP Nutrition ?? to Nutreco
1998	Gaelic Seafood UK - Sold to Stolt Seafoods
1998	Mainland Salmon - Sold to Aquascot
1999	Hydro Seafood GSP - Initially sold to Nutreco as part of Hydro Seafood deal
1999	Joseph Johnston & Sons - Sold to Loch Duart
2000	Aquascot Farming - Sold from Aquascot to Cernaq
2000	Shetland Norse - Sold to EWOS
2000	Hydro Seafood GSP - Sold to Norskott Havbruk (Salmar & Lerøy Seafood Group)
2000	Nutreco
2001	Laschingen UK - Sold to Hjalmland
2001	Wisco - Sold to Fjord Seafood
2002	Wester Sound / Hoganess - Sold to Lakeland Marine
2004	Arduar Salmon - Sold to Loch Duart
2004	Hennover Salmon - Sold to Johnson Seafoods Ltd.
2004	Bresay Salmon - Sold to Foraness Fish (from adm. Receivership)
2004	Johnson Seafoods sold to city investors
2005	Unst Salmon Company - Sold from Biomar to Marine Farms
2005	Kinloch Damp - Sold to Scottish Seafoods
2005	Murray Seafood Ltd. - Sold from Austevoll Havfiskei to PanFish
2005	Corrie Mohr - Sold to PanFish
2006	Wester Ross Salmon - MBO
2006	Hjalmland Salmon - Sold to Grieg Seafood ASA
2006	Orkney Seafoods - Sold to Scottish Seafoods
2007	Lighthouse Caledonia - Spin-off from Marine Harvest
2010	Northern Aquaculture Ltd. - Sold to Grieg Seafood
2010	Lighthouse Caledonia - changed name to Scottish Salmon Company
2010	West Minch Salmon - Sold to Scottish Salmon Company
2010	Meridian Salmon Group - Sold to Morpol
2011	Skeda Salmon Farms Limited - Sold to Grieg Seafood
2011	Duncan Salmon Limited - Sold to Grieg Seafood
2012	Uyesound Salmon Comp - Sold to Lakeland Unst (Morpol)
2013	Lewis Salmon - Sold to Marine Harvest Scotland

Year	Chile
1999	Chisal - Sold to Salmenes Multiexport
2000	Salmo America - Sold to Fjord Seafood
2000	Salmenes Tecmar - Sold to Fjord Seafood
2000	Salmenes Mainstream - Sold to Cernaq
2001	Pesquera Ecosol - Sold to Stolt Nielsen
2003	Marine Farms - Sold to Salmenes Mainstream
2004	Salmenes Andes - Sold to Salmenes Mainstream
2004	Stolt Seafood - Merged with Marine Harvest
2004	Pesquera Chililhue - Sold to GM Tomnegaleones
2005	Aguas Claras - Sold to Acqua Chile
2005	Salmenes Chilil - Sold to Aqua Chile
2005	Robinson Crusoe - Sold to Aqua Chile
2006	GM Tomnegaleones - change name to Marine Farm GMT
2006	Merger Pan Fish - Marine Harvest - Fjord Seafood
2007	Pacific Star - Sold to André Navarro
2007	Salmenes Cupquellan - Sold to Cooke Aqua
2009	Patagonia Salmon Farm - Sold to Marine Farm GMT
2010	Camanchaca (salmon division) - Sold to Lukic Group
2011	Salmenes Humboldt - Sold to Mitsubishi
2011	Pesquera Itata/Pesquero El Golfo - merged into Blumar
2011	Landcatch Chile - Sold to Australis Mar
2012	Landes Fish Farming - Sold to Salmenes Friour
2012	Cultivos Marinos Chilé - Sold to Cernaq
2013	Pacific Seafood Aquaculture - Prod rights/permits for 20 licenses sold to
2013	Salmenes Friour
2013	Salmenes Multiexport divest parts of coho and trout prod. Into joint venture with Mitsui
2013	Merger in process - Trusmi and Salmenes Pacific Star
Year	North America
1999	Cale Ray Hatchery - Sold to Kelly Cove Salmon
1999	Anchor Seafoods Ltd., Saga Seafoods Ltd., 367106 British Columbia Ltd., and United hatcheries merged into Omega Salmon Group (PanFish)
1994	ScanAm / NorAm - Sold to Pan Fish
2001	Scandic - Sold to Grieg Seafoods
2004	Stolt Sea Farm - merged with Marine Harvest
2004	Atlantic salmon of Maine (Fjord Seafood) - Sold to Cooke Aquaculture
2004	Golden Sea Products (Pan Fish) - Sold to Smokey Foods
2005	Heritage (East) - Sold to Cooke Aqua
2005	Heritage (West) - Sold to EWOS/Mainstream
2006	Marine Harvest - Sold to Pan Fish
2007	Target Marine - Sold to Grieg Seafoods
2007	Shur-Gain (feed plant in Truro) - Sold to Cooke Aqua culture
2008	Smokey Foods - Sold to Ice Seafoods
2008	Vernon Watkins Salmon Farming (NFL - Canada East) -
2011	Sold to Cooke Aquaculture
2011	Ocean Legacy/Atlantic Sea Smolt (NS - Canada East) -
2012	Sold to Loch Duart



Sambætting - virðiskeðjan



Self supplied

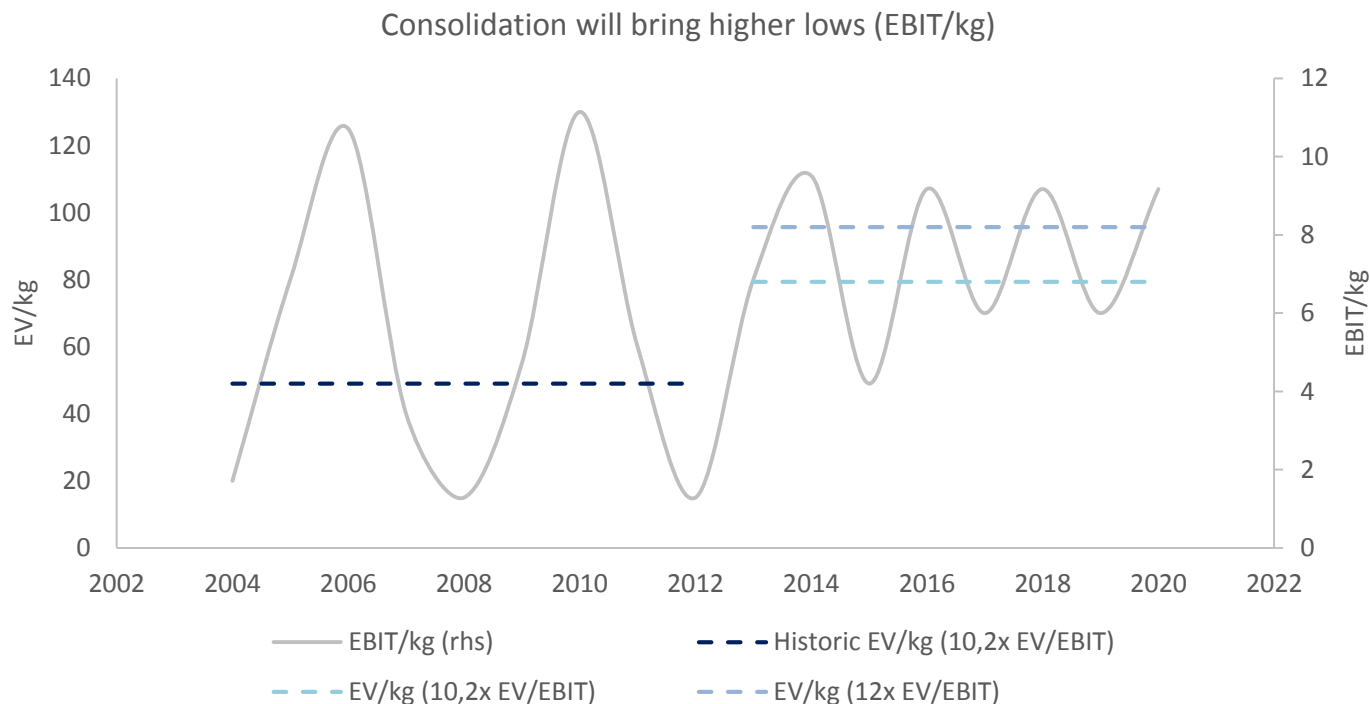
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Heimild: Companies, DNB.



Jafnara framboð - færri fyrirtæki – minni sveiflur

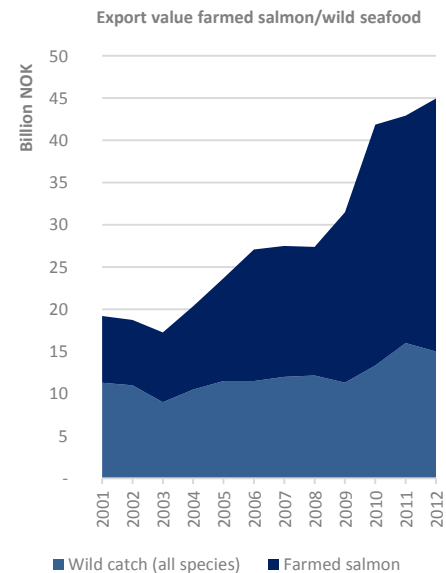
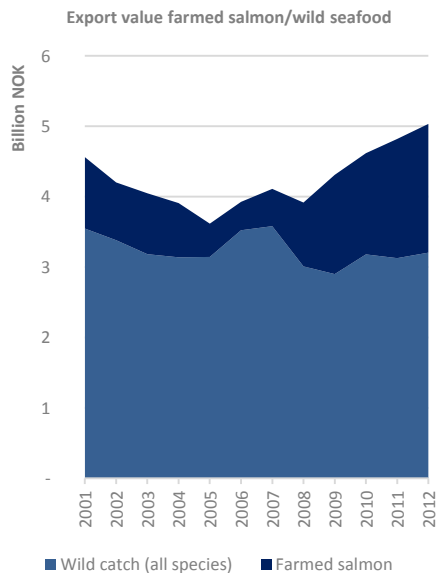
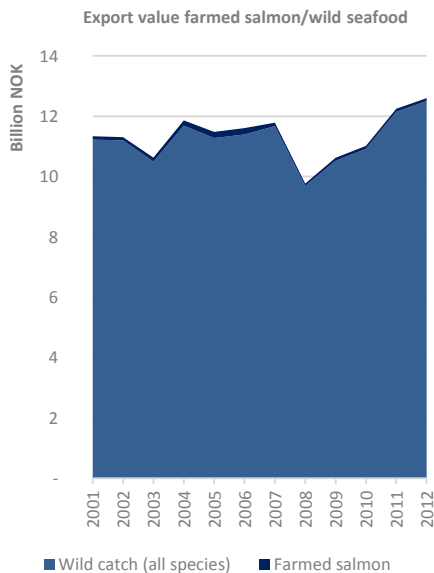


	Marine Harvest	Salmar	Lerøy Seafood	Grieg Seafood	Norway Royal Salmon	Bakkafrost	Cermaq
Recommendation	BUY	BUY	BUY	BUY	BUY	BUY	HOLD
Target price (NOK)	115	145	300	33	65	160	96
Upside potential	31%	27%	27%	24%	28%	13%	0%
Market cap (NOKm)	36,093	12,916	12,880	2,981	2,211	6,332	8,880
EV	43,109	15,569	15,708	4,278	2,720	6,887	10,970
2014e – DNB							
P/E	10.9x	9.2x	8.4x	9.8x	12.1x	11.0x	13.7x
EV/EBITDA	7.6x	7.1x	6.3x	6.6x	9.7x	7.5x	7.7x
EV/EBIT	8.9x	8.1x	7.3x	7.5x	11.2x	8.4x	9.4x
DVD yield	8.5%	5.3%	5.9%	3.7%	4.9%	3.5%	5.2%
2015e – DNB							
P/E	7.9x	7.4x	6.8x	4.9x	6.9x	8.8x	9.5x
EV/EBITDA	5.8x	6.0x	5.1x	4.1x	5.3x	6.7x	6.0x
EV/EBIT	6.5x	6.6x	5.7x	4.7x	5.7x	7.4x	7.0x
DVD yield	9.7%	6.1%	7.2%	7.5%	8.9%	4.9%	5.2%

Sources: DNB Markets

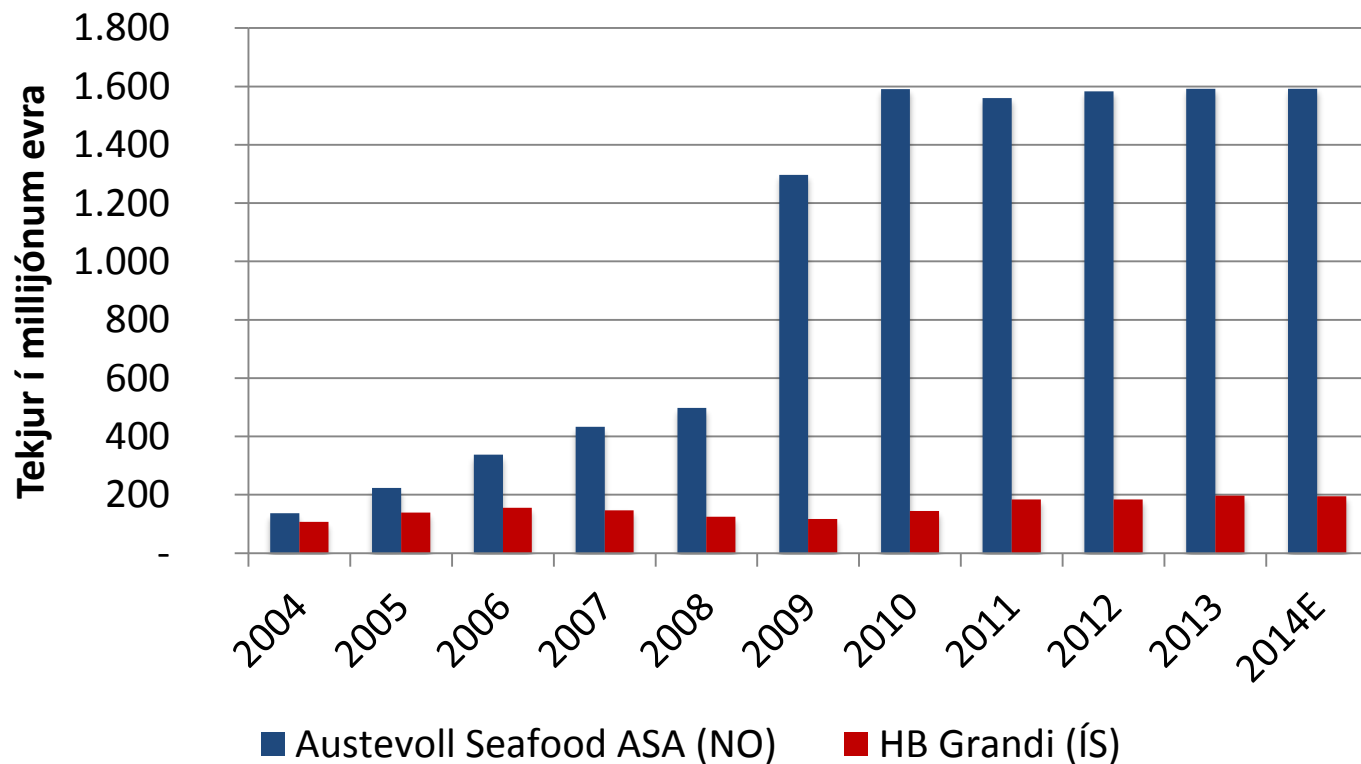
Heimild: DNB markets.

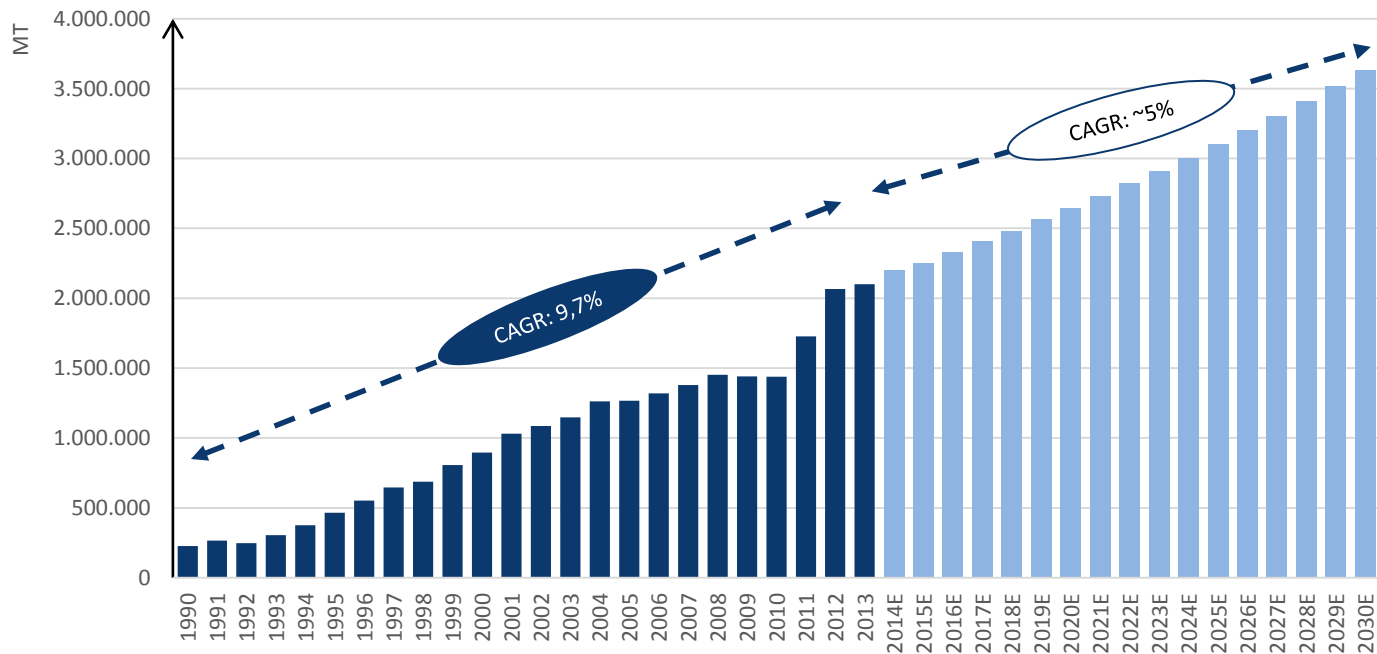
Vöxtur í laxeldi



Heimild: Hagstofan Íslands, Statistisk Sentralbyrå, Hagstova Føroya, Markó Partners.

Austevoll Seafood ASA og HB Grandi





Heimild: FAO, Markó Partners.



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Atlantic bluefin t...	0kg	21 t	-	
Lumpfish	0kg	1 kg	-	

CURRENCIES



Crosses Central bank Customs

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CHF	12...	0.83	1.04	0.65	7.03	11...	1.00	1.17	3.50
JPY	1.09	0.01	0.01	0.01	0.06	1.00	0.01	0.01	0.03
EUR	15...	1.00	1.25	0.78	8.48	14...	1.21	1.41	4.22
PLN	36...	0.24	0.30	0.19	2.01	33...	0.29	0.33	1.00
USD	12...	0.80	1.00	0.63	6.78	11...	0.96	1.13	3.38
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- Report: Australia fishery needs overhaul SFST 20:06
- ASPA calls for stricter shrimp labeling SFST 19:54
- Ghana Fisheries, Aquaculture continue to decline SFST 19:44
- Seafood Shack Marina and Bar Sold to Toronto-B... SFN 15:29
- Fire razes AquaChile processing plant INTF 15:17
- Red lobster calls soup pork dishes a mistake SFN 15:11

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SALMON MARKETS



Prices Forward

Zoom 1M 6M YTD 1Y 3Y All



— Fish Pool Index Weekly spot price NOK
— 01 Fish-farm bred salmon, fresh or chilled
— 02 Fish-farm bred salmon, frozen

DAILY PRICES



Iceland Norway

7d 1M 12M 2014-10-30 2014-10-30 Load

Product	kg	ISK	EUR	Last	Type
Atlantic cod	235,844	309.36	2.02	10/30...	ungu...
Haddock	52,746	315.66	2.06	10/30...	ungu...
Atlantic cod	33,606	318.65	2.08	10/30...	guttet
European p...	26,804	201.66	1.31	10/30...	guttet
Golden red...	19,448	205.52	1.34	10/30...	ungu...
Haddock	14,332	326.67	2.13	10/30...	guttet
Angler(=M...	12,612	583.96	3.80	10/30...	guttet

TRADE FLOW



Iceland France Atlantic cod

2014 jan okt Load

Product	Qty.	Price	Prev.qt...	Prev.pr...	I...
Fresh-Portions	4,316.6...	7.36	7,171.6...	7.53	E
Fresh-Fillets	2,494.0...	8.33	231,634	6.82	E
Frozen-Portions	1,143.8...	6.25	779,668	6.35	E
Salted-Frozen ...	230,779	3.62	244,927	3.51	E
Salted-Portions	14,630	3.20	22,739	3.74	E

CALENDAR - SEAFOOD RELATED EVENTS



What	When	Where
Norway Royal Salmon...	05/11/2014	
SEAFEX SEAFOOD S...	09/11/2014	Dubai, United Arab E...
SEAFEX 2014	09/11/2014	Dubai, United Arab E...
Aqua & Fisheries Mya...	10/11/2014	Yangon, Myanmar
EuroTier 2014	11/11/2014	Hanover, Germany
Lerøy Seafood Group...	12/11/2014	
Austevoll Seafood AS...	12/11/2014	