



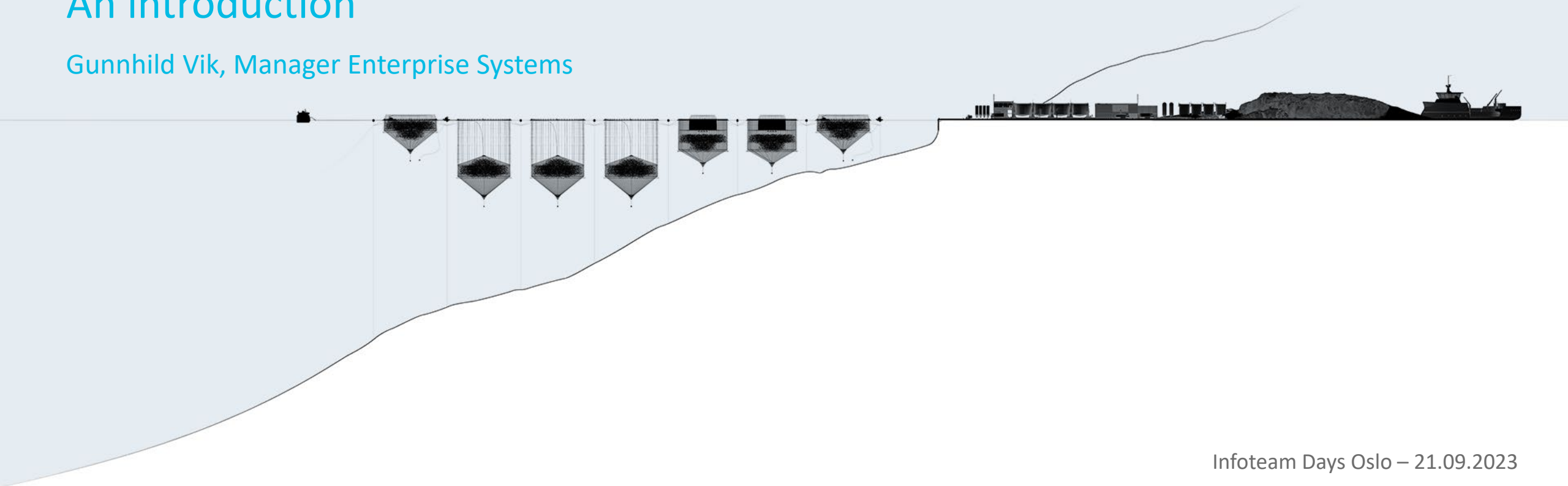
AKVA GROUP™

Pioneering a better future

AKVA group

An introduction

Gunnhild Vik, Manager Enterprise Systems



AKVA group in brief

AKVA group is the leading technology and service partner to the aquaculture industry worldwide.



Listed on Oslo
stock exchange
since 2006



Total turnover in
2022:
NOK 3.4 billion



1.466 employees



Companies in 11
countries



Technology leader
through 40 years

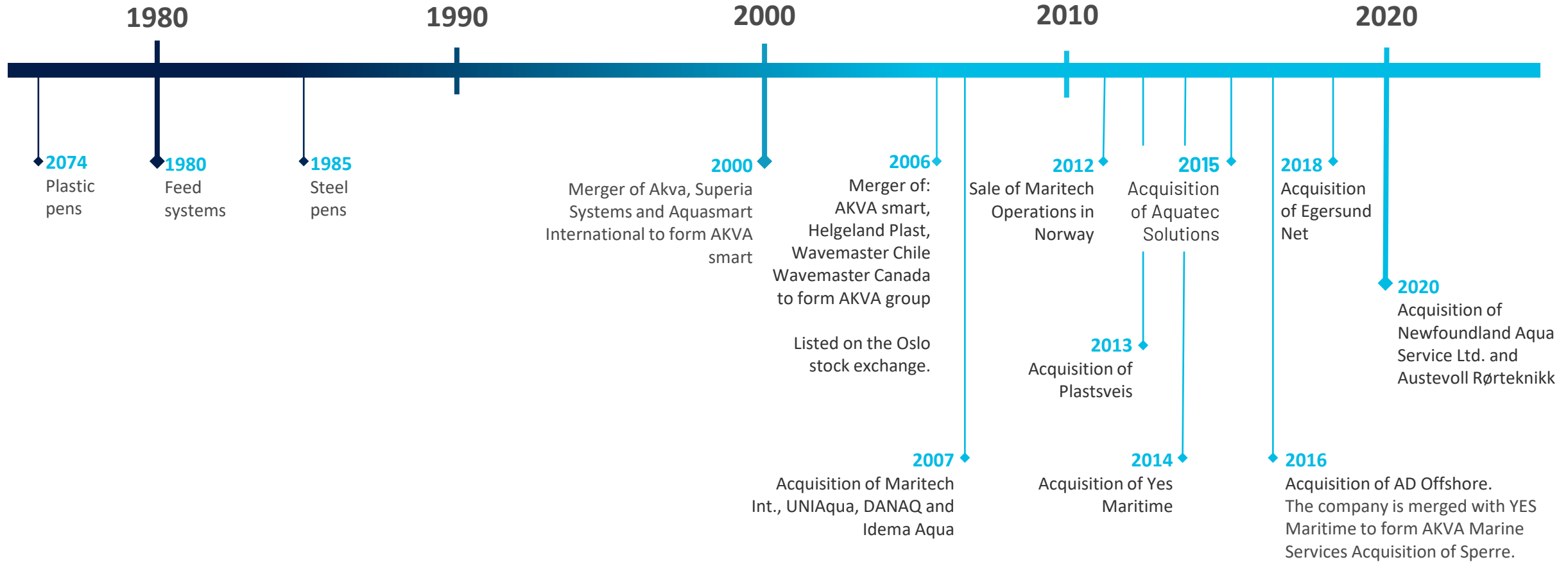
Our presence

Present in all markets
with offices in:

- Norway
- Denmark
- Scotland
- Lithuania
- Spain
- Greece
- Turkey
- Chile
- Canada
- China
- Australia



History





From single components to complete solutions

- Sea Based
- Land Based
- Digital

Pioneering a better future

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Sea Based

- From advanced, tailored marine infrastructure to single components and products

Marine Infrastructure



- **quality equipment for better operations**

- Plastic and Steel pens
- Nets
- Anchoring & Mooring
- Net Cleaning
- ROV systems
- Boats
- Marine engineering
- Lab services

Precision Feeding



- **for optimizing fish performance, feed conversion and growth**

- Barges
- Feed systems
- Camera & sensors
- Lights
- Digital support:
 - AKVA connect
 - AKVA observe
 - AKVA fishtalk

Deep farming & Lice control



- **reducing lice problems**

- Nautilus
- Tubenet
- OptiCage
- Plastic pens
- Feed system
 - Sub surface feeding
- Camera systems
- Lights
- Digital support

Land Based

- Our overall strategy for land based salmon farming



Market leading
Zero Water
Concept RAS

- enabling sustainable and
cost-effective production



Delivering
complete scope
of fish-farming technology

- Feeding
- Fish tanks
- Fish handling
- Camera
- Lights
- Sensors
- Control system



Data driven
insight and
intelligent farming systems

- enabling consistent and
optimized production

“Precision Farming”



Production
advisory service

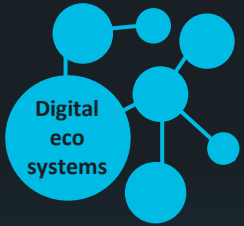
- RAS production
competence group helping
customers
maximize
output and reduce costs

■ Standard 5.000 tons modules

■ Build up LB organization in Norway

■ AKVA group innovation agenda – Centre of Excellence

Our digital product landscape



AKVA Fusion®

- AKVA fusion insight
- AKVA fusion trace
- AKVA connect analytics
- AKVA photofish®



AKVA fishtalk

- Plan
- Plan for Land Based
- Control ↔ Control App v2
- Finance
- Equipment ↔ Equipment App

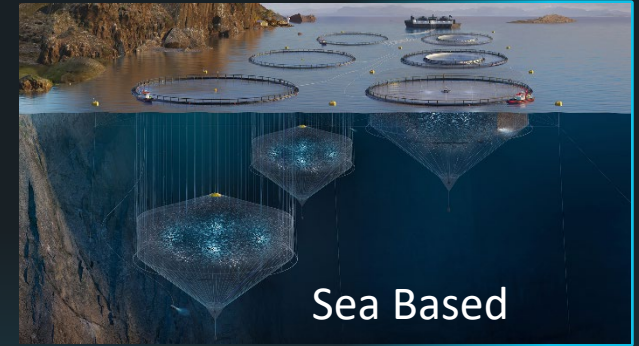
AKVA ecosystem**

AKVA observe

AKVA connect

AKVA terraq

** Not an independant product

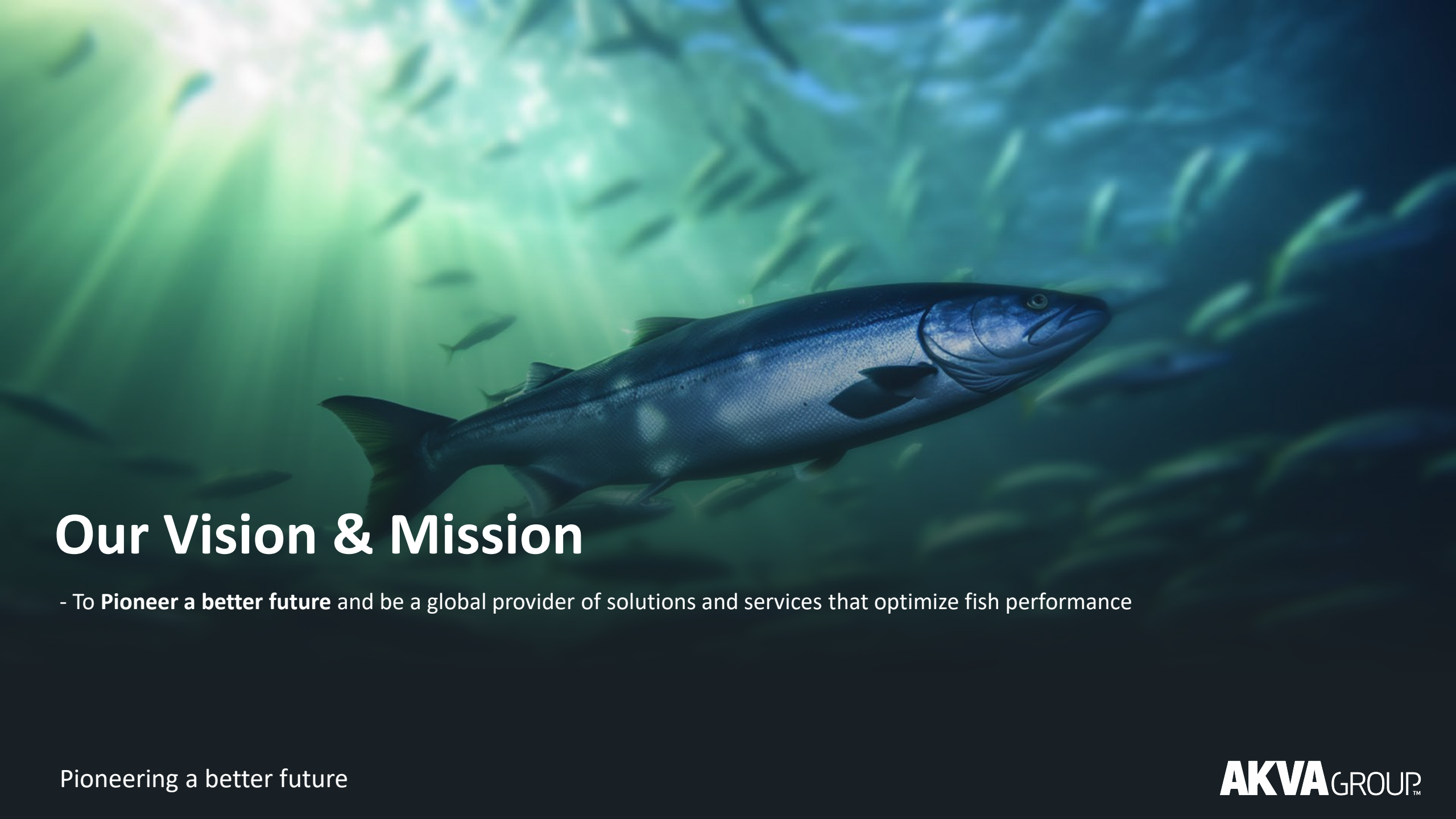


Sea Based

- Digitally **connect** value chains
- Deliver the **core foundation** to digitalize a location
- Automate** and prepare for **autonomous** locations
- Standardize** operations across locations
- New **functionality** through subscriptions



Land Based

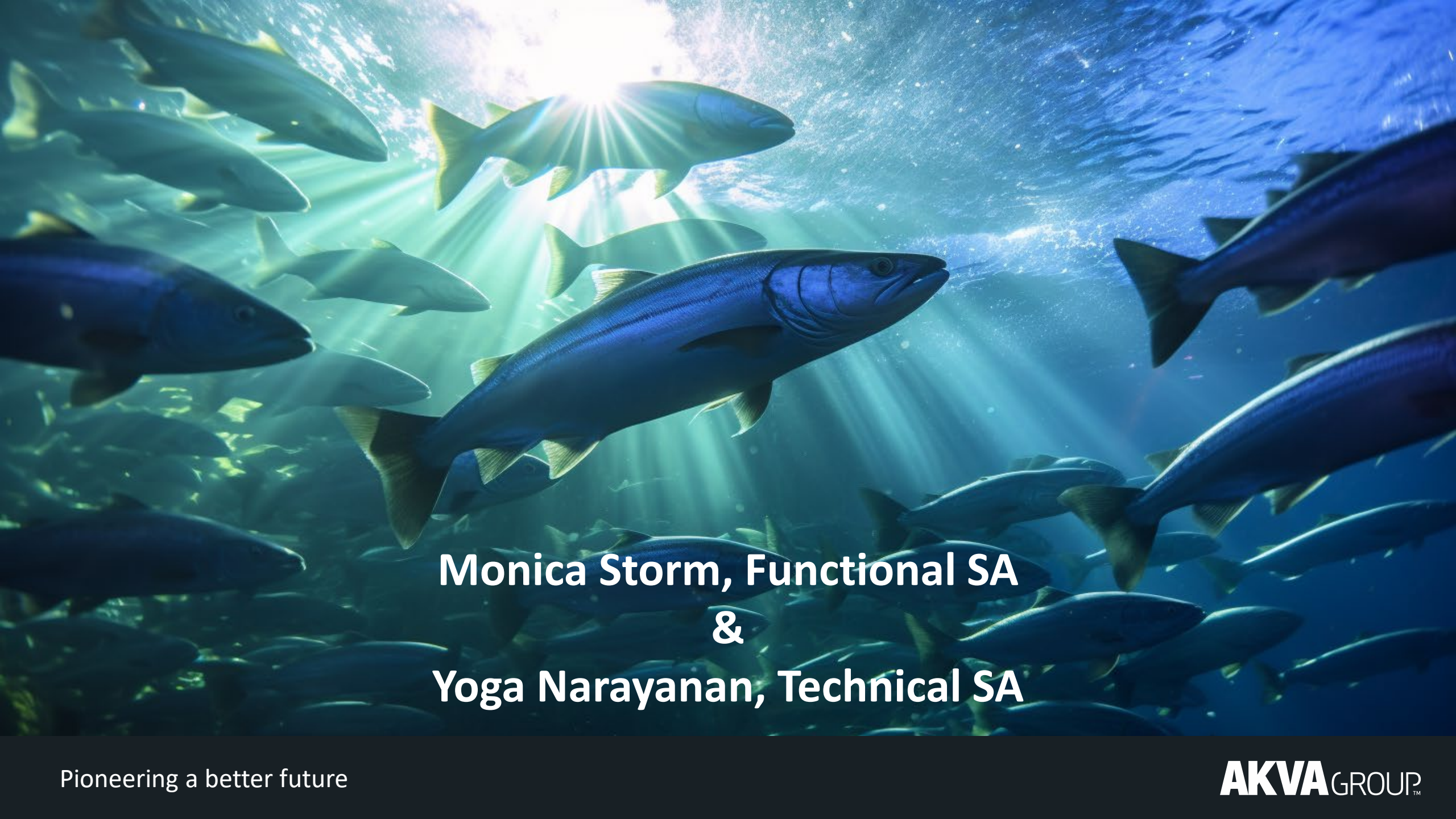


Our Vision & Mission

- To **Pioneer a better future** and be a global provider of solutions and services that optimize fish performance

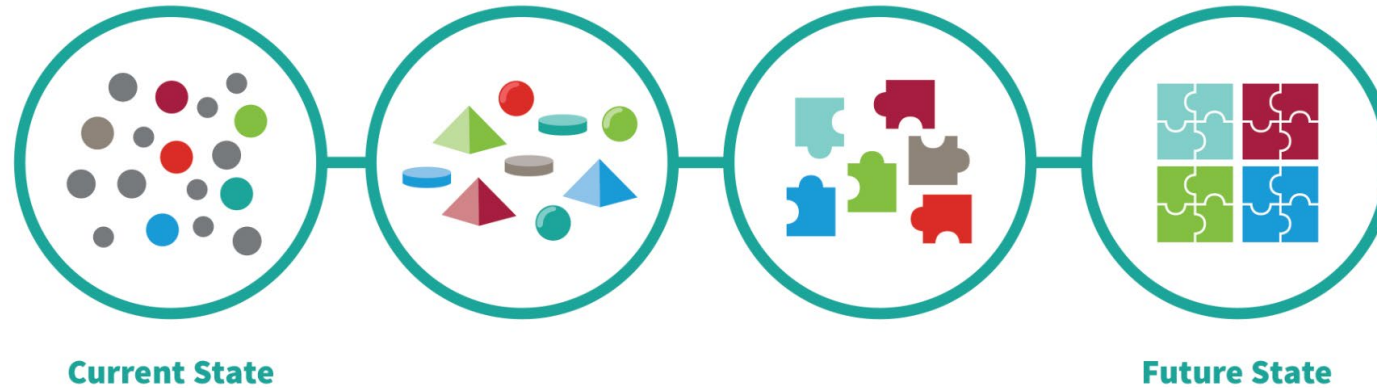
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**Monica Storm, Functional SA
&
Yoga Narayanan, Technical SA**

AKVA group & Project Genesis

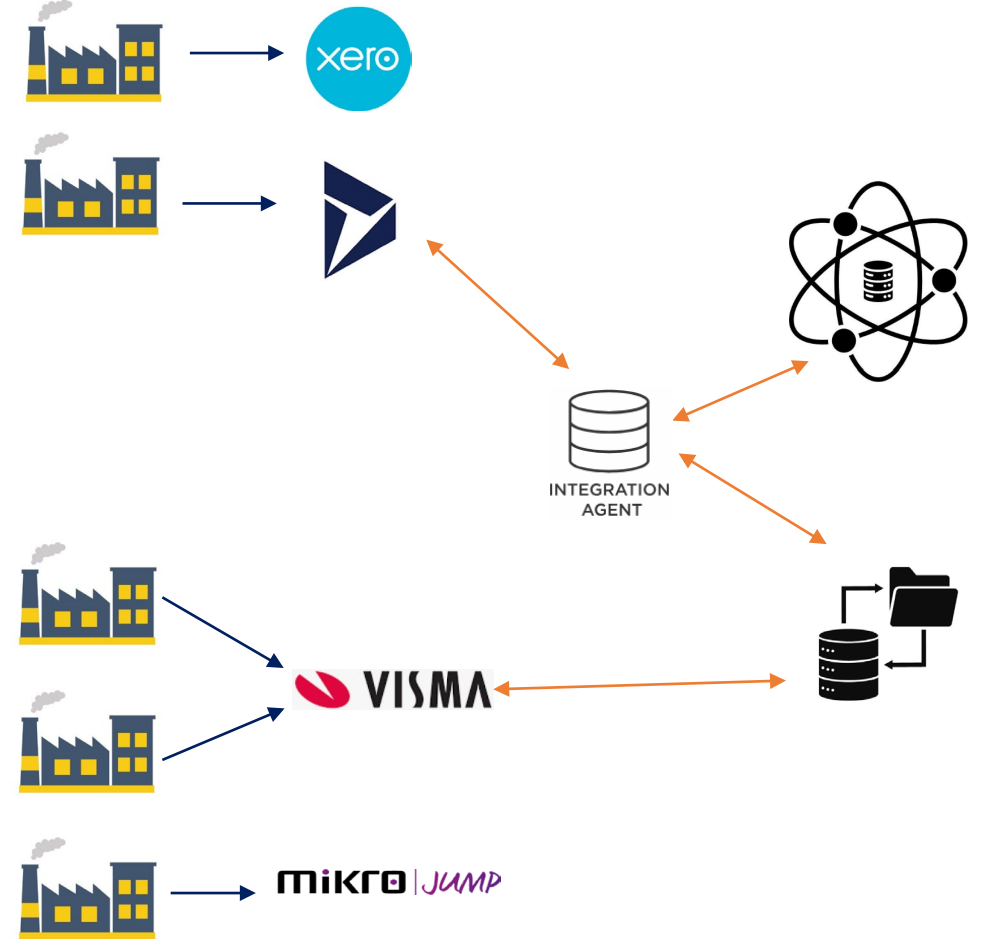
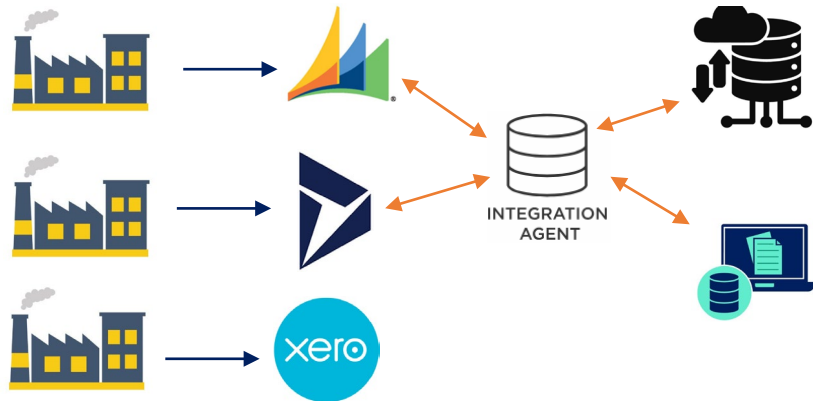


- AKVA group today is a result of amalgamation & acquisition.
- Multiple business processes & systems
- 12 different ERP systems
 - Data inconsistency & Lack of real-time visibility
 - High maintenance costs
 - Complex integrations

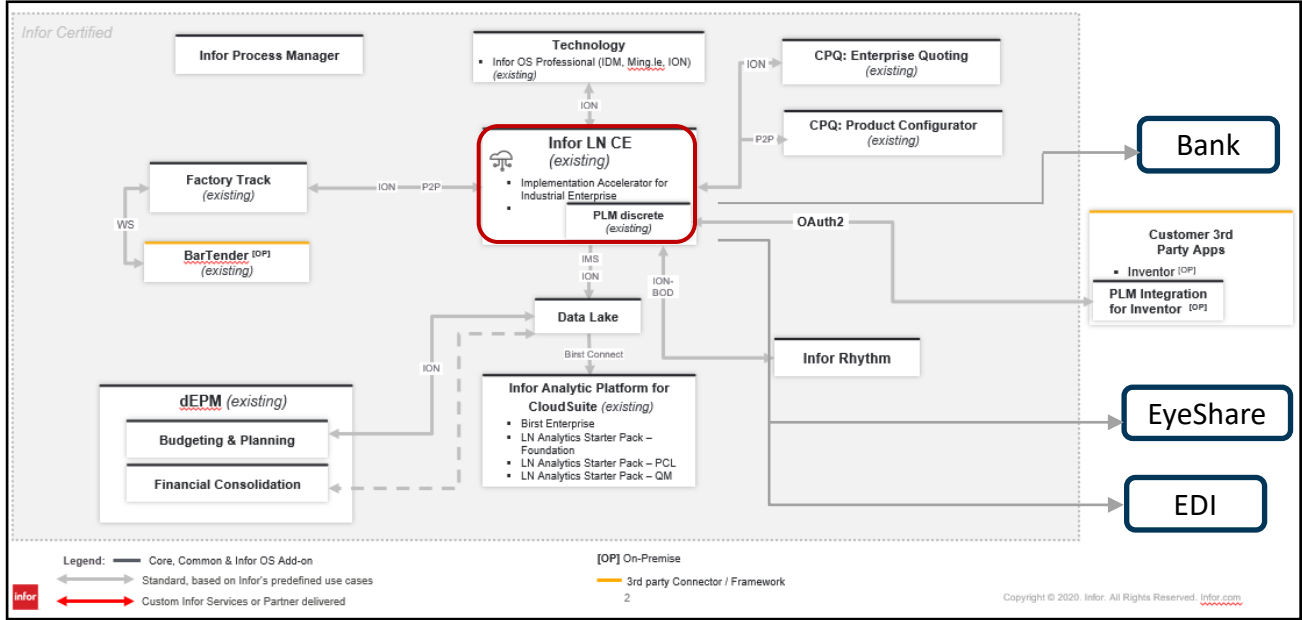
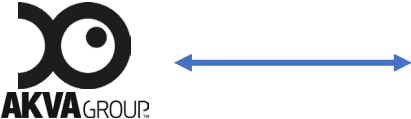
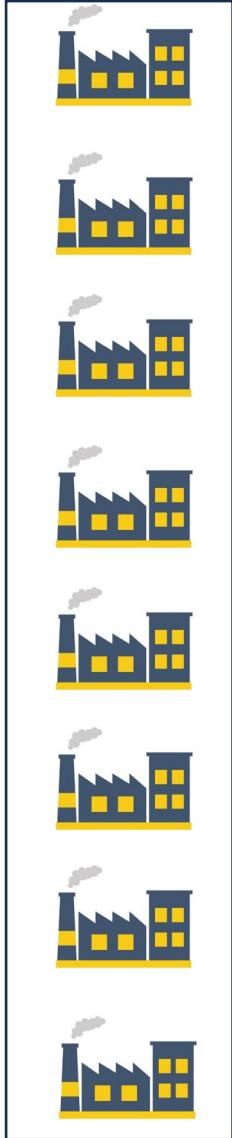


- Process & System alignment
- Master data - a single source of information
- From multiple ERP systems to ONE global ERP
 - Data consistency & Real-time insights
 - Cost savings
 - Improved decision-making based on qualitative reporting

Current State – Multiple ERP Systems



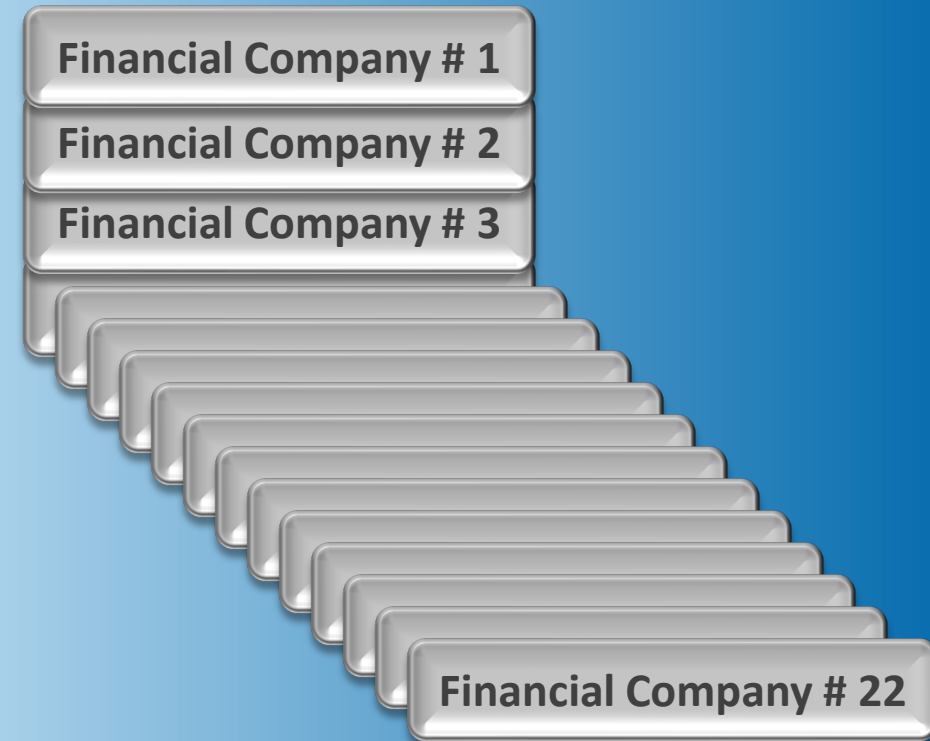
Future State – Unified ERP System



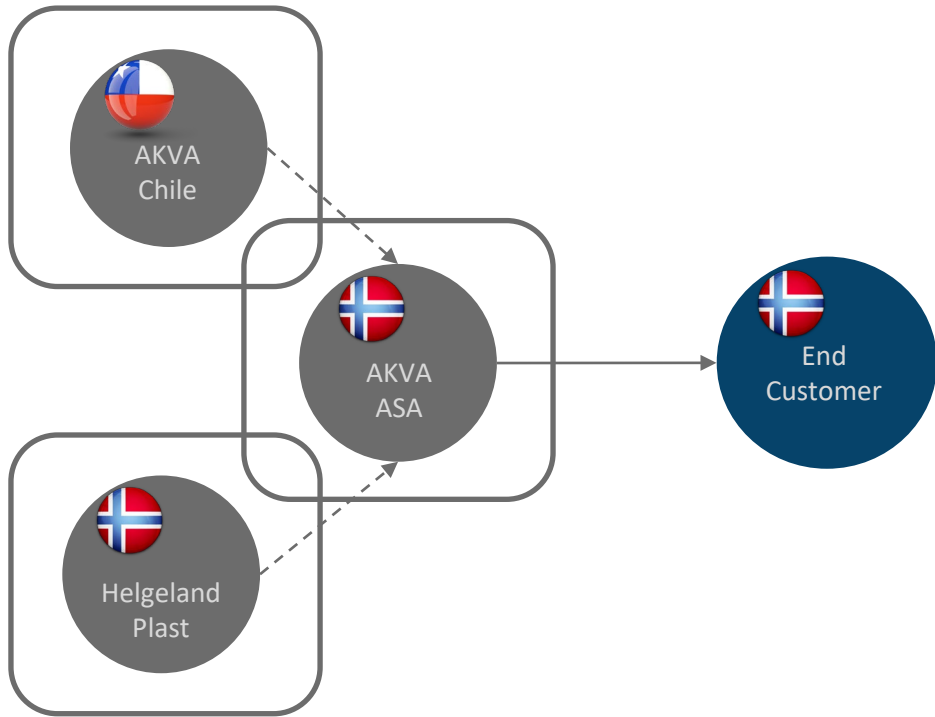
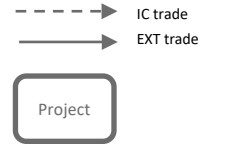
Single-Logistic (The Operational Business)



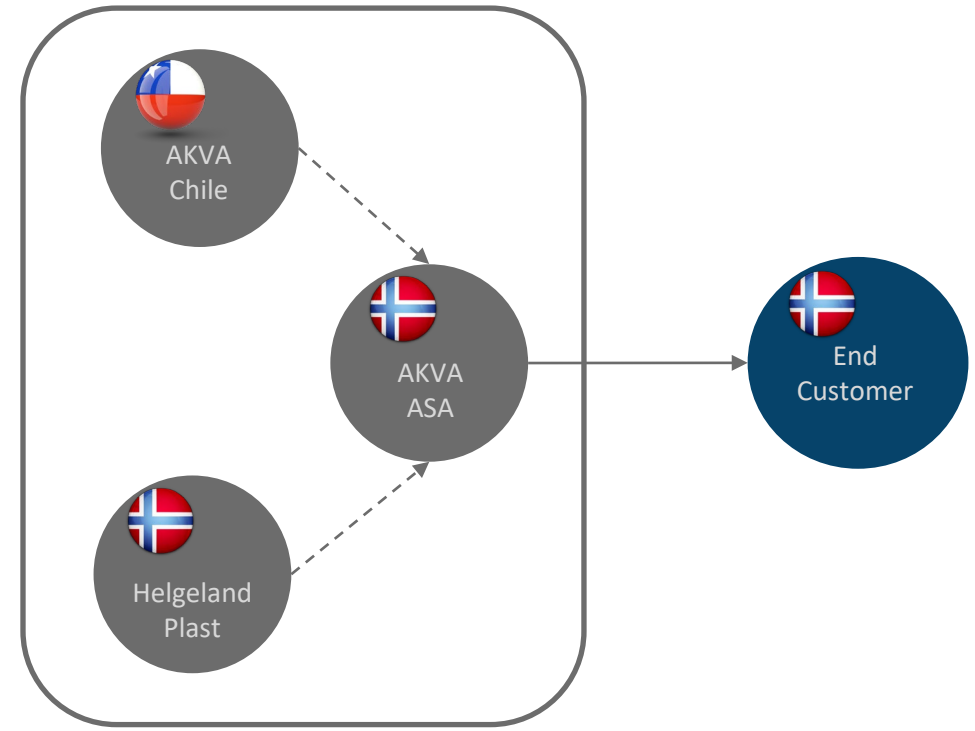
Multiple-Financial



Single Project Solution

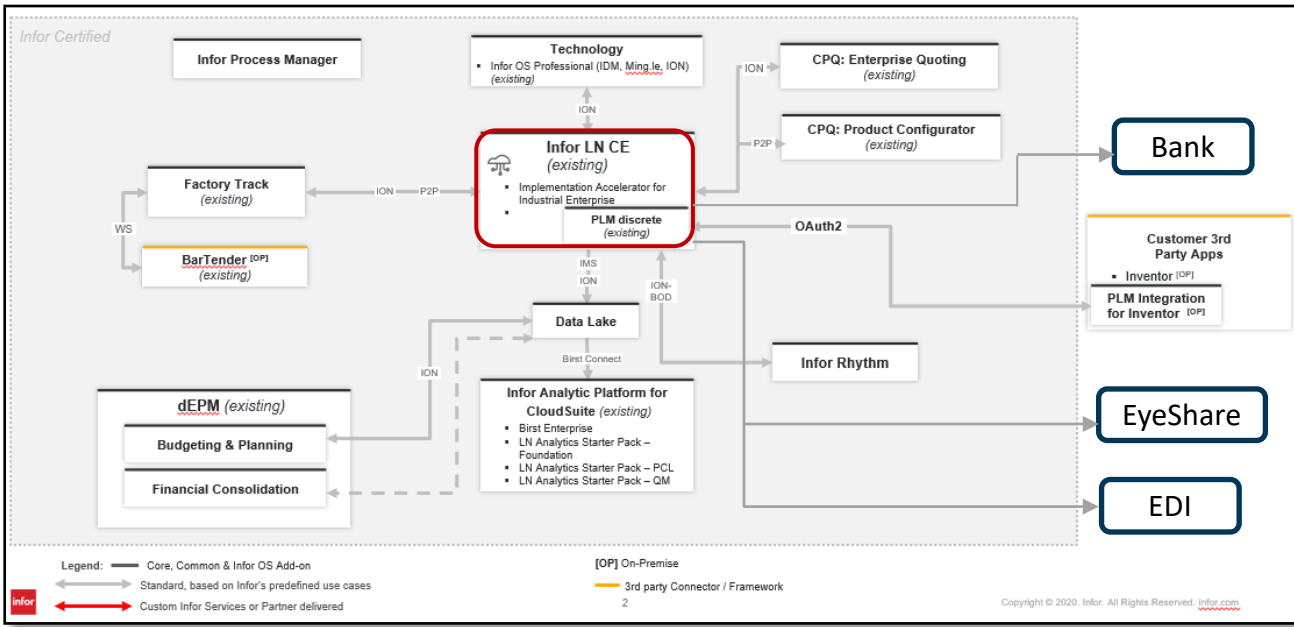


Multiple Projects per entity



Single Project

AKVA group's ERP Landscape/Architecture

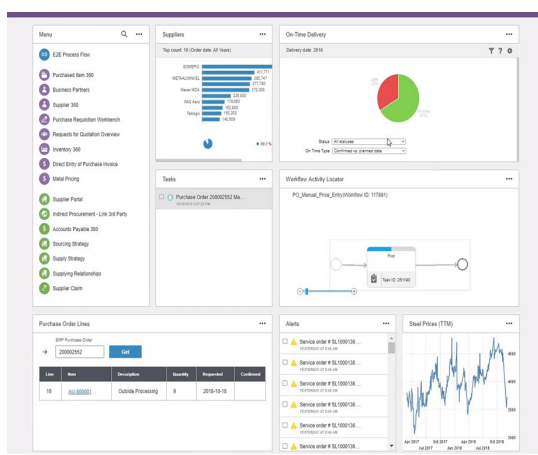


Infor OS

Home Page - Finance



Home Page - Projects





Brian Knowles

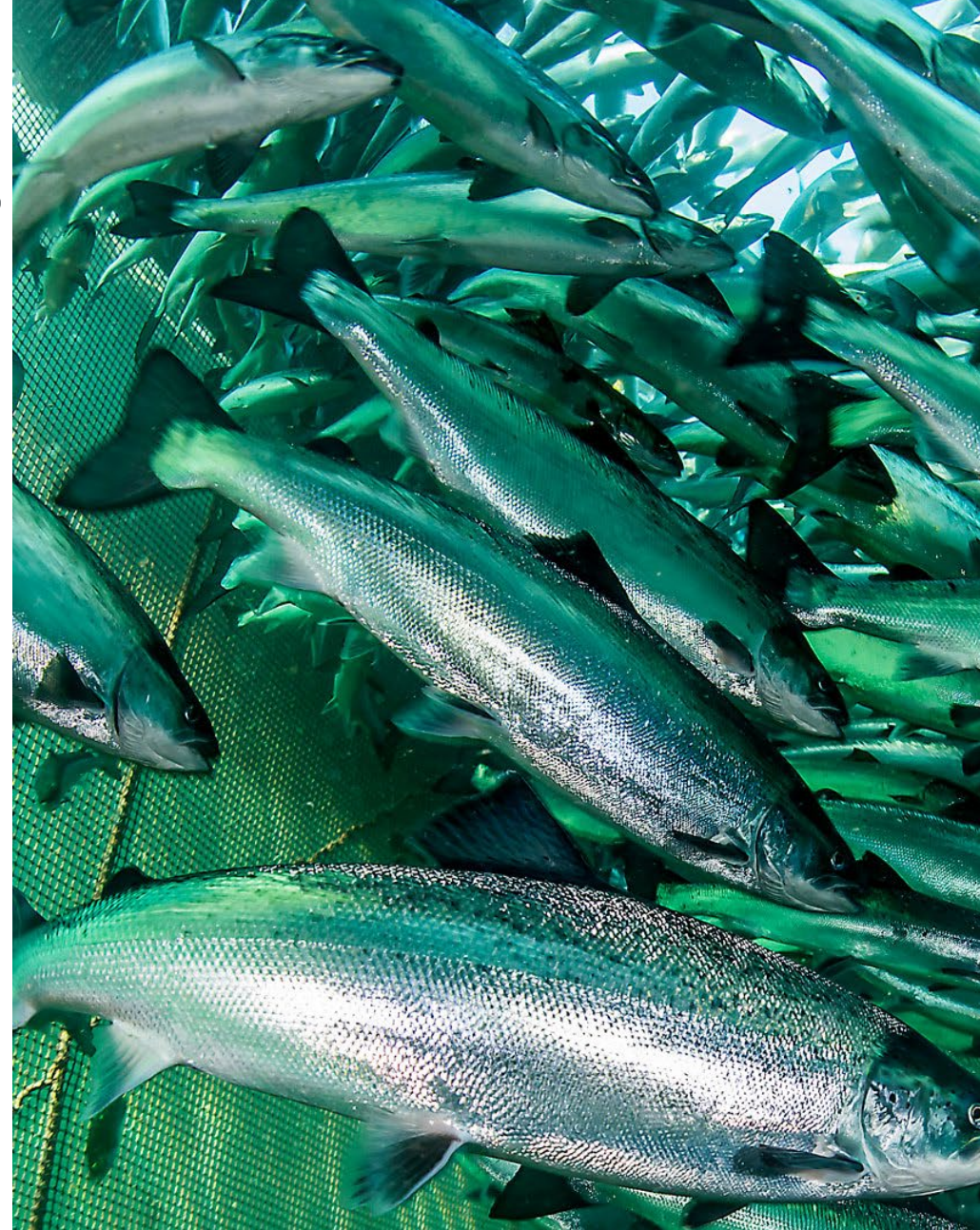
Moving to data driven decision making...

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AKVA group – Starting point...

- Growth and expansion over 25+ years
 - Mergers and Acquisitions.
- Excellent Aquaculture product range.
- Gained legacy systems...
- Unique and independent approach to operating
- Challenging starting point...



Reporting and Analytics - Challenges

Very mixed
Across Products
Areas and Dept.

Current lack of tools
available

Lack of skills and
knowledge

Manual Based
Report Creation

Very limited Sharing
or Reuse

Lack of
understanding or
vision

Reporting and Analytics – Success Area



- Various success areas in group
- Based around individuals' local skills
 - Utilisation of existing staff with other roles.
- Commercial Dashboard
 - Suite of reports and visualisations
 - Microsoft Power BI
 - Different data capture
 - Started in AKVA group Chile
 - Expanded, Used now company wide



ERP – Current Progress

- Working with individual streams
 - Very much still work in Progress....
- Giving view of new reporting tools
- Not been straight forward...
 - Lack of clarity/understanding or reporting
 - Difficulties in prioritisation
- Concerns about this being a single chance.

ERP Project – Reporting Tools :

- Microsoft PowerBI



- Excel

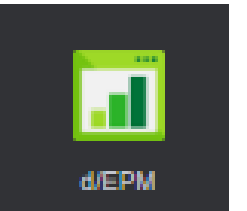
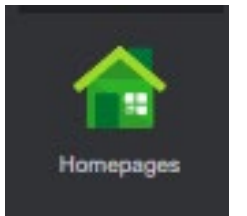
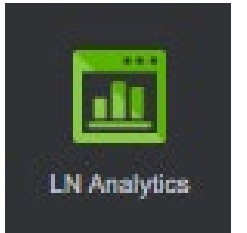
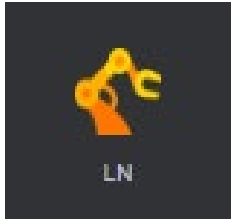


- LN Reports

- LN Analytics / BIRST

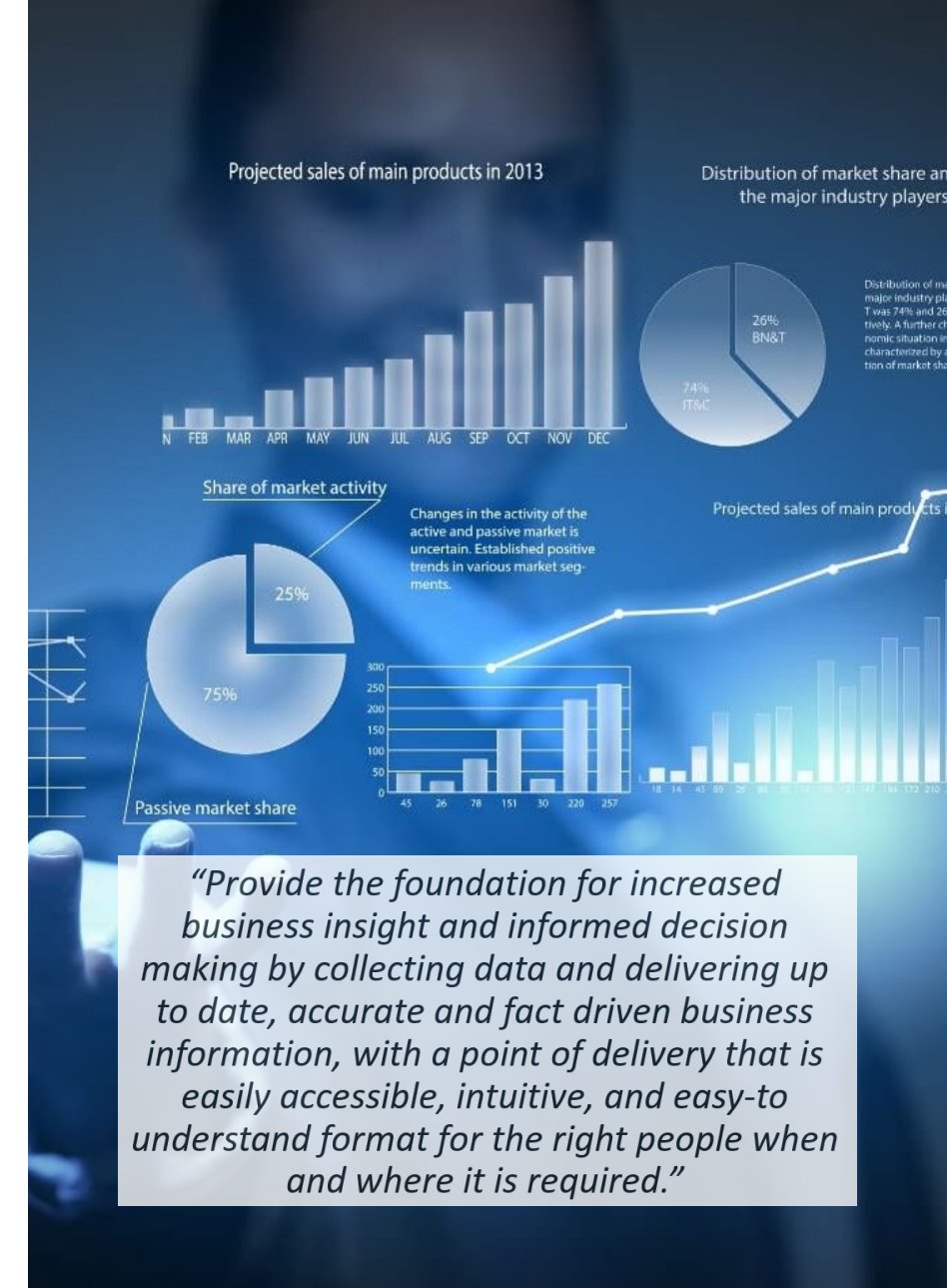
- Homepages/Workspaces

- EPM



What next ?

- We have developed a BI and Reporting Strategy for group.
- Aim to :
 - Provide value for solutions we have
 - Evaluation of others potential tools – best fit.
 - Provide a framework for a :
 - structured foundation for future development.
 - Improve accessibility & availability to all areas of company
 - Education and Training
- Prepare for the future...



A salmon is captured mid-jump, leaping out of the water. The background is a soft, golden sunset over the ocean, with the sun low on the horizon. The water's surface is dark blue with gentle ripples. In the top right corner, there are logos for 'AKVA GROUP' and 'Infor LN Cloud'. A series of white circles of increasing size leads from the fish towards the 'Infor LN Cloud' logo.

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**Change is good...
We'll go first**



Our Values

- We CARE for our industry and the communities we are localized

Customer focus

Aquaculture knowledge

Reliability

Enthusiasm