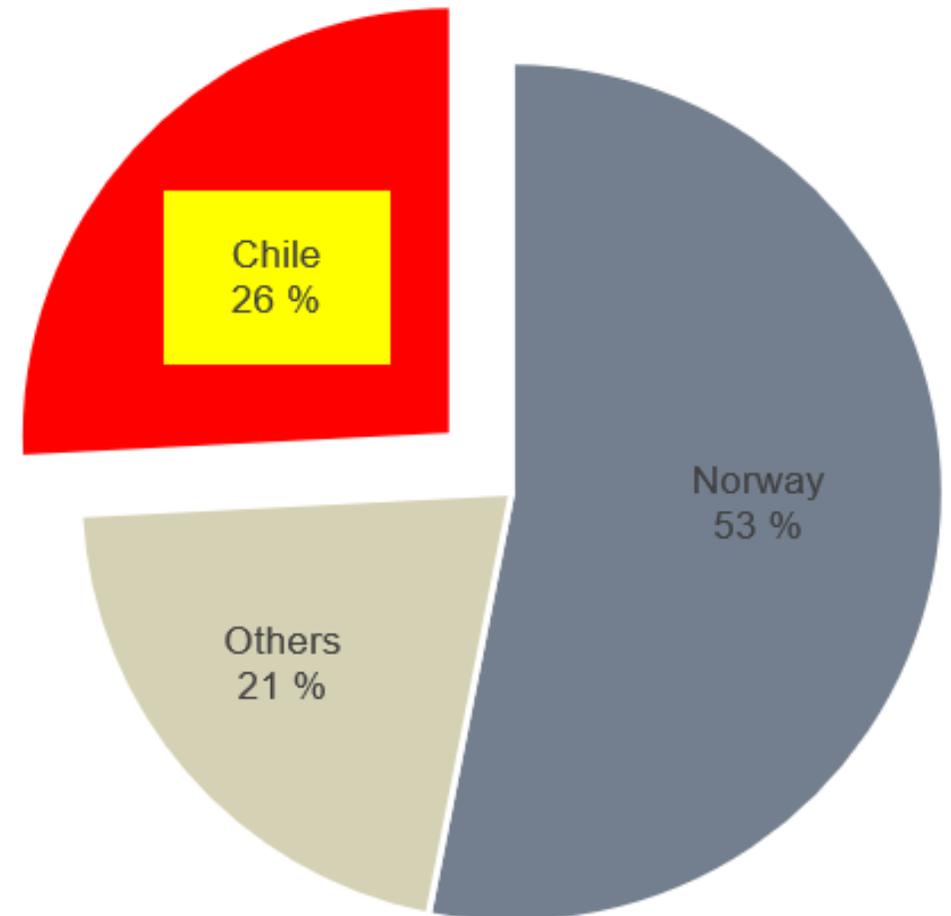


Why is Chile relevant from a Norwegian perspective?

2nd largest salmon farmer globally

- Impact on global salmon prices
- Market for suppliers
- Investment opportunities?

Atlantic salmon harvest by volume, 2023e

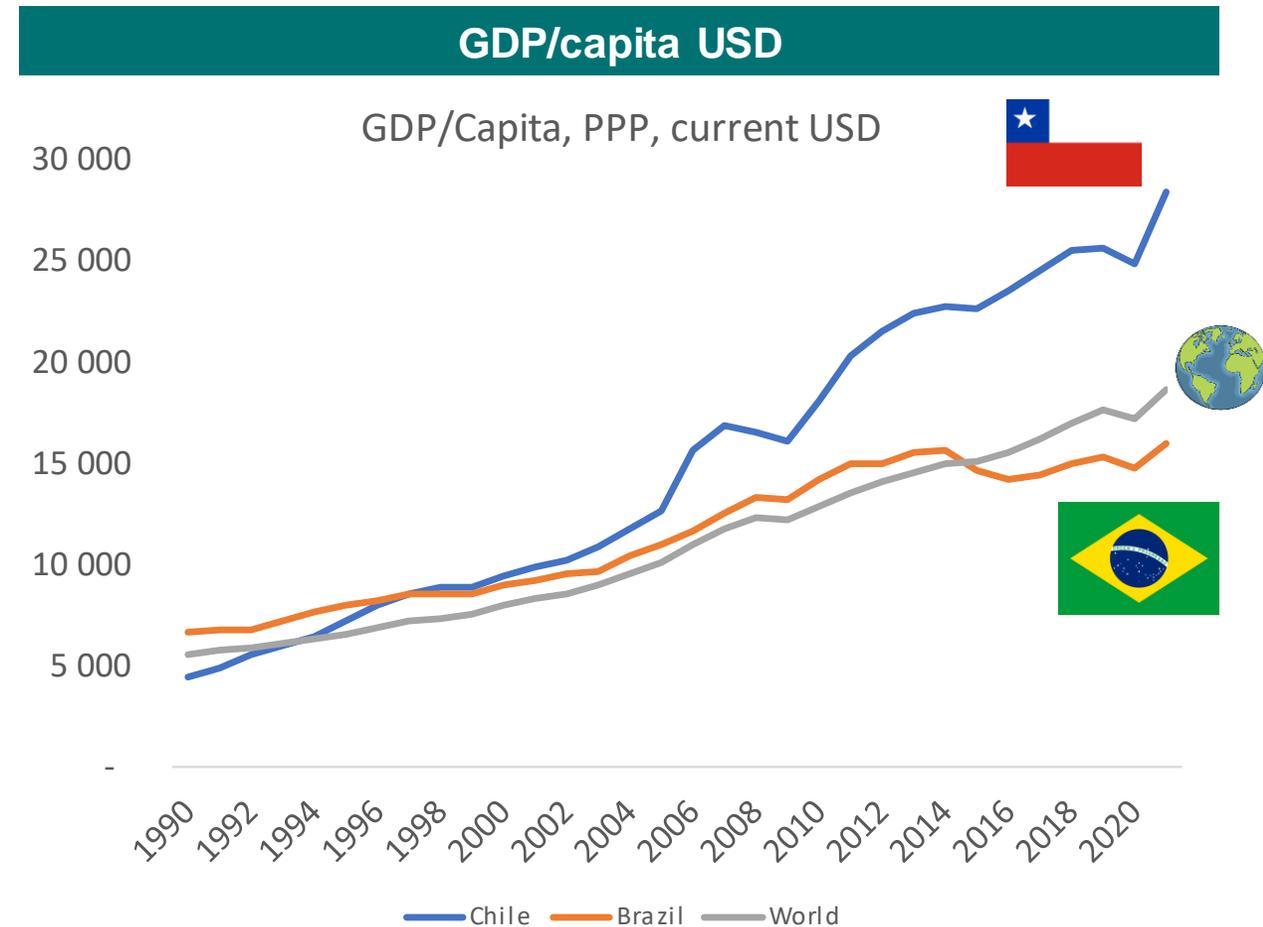


DNB has a leading position in seafood in Chile



Chile is a well functioning and relatively rich country

- **Corruption** – same level as USA, better than Spain or Italy
- **«Ease of doing business»**: in line with Italy, best country in Latin America
- **GDP/capita**: richest country in Latin America, in line with Greece and Turkey



Twice as
long as Norway!

And like Norway
they owe their
independence to
Napoleon



Agenda

- **Politics & Regulations**
- Market & Biology







Chilean President Gabriel Boric planning reconstruction of country's fishing laws

By Christian Molinari
June 2, 2022

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Chile will look to replace its existing fishing laws, while also strengthen environmental stewardship in the ocean, Chilean President Gabriel Boric, who [took office in March 2022](#), said in his first address to the nation on 1 June, 2022.

“In terms of fisheries and aquaculture, we will fulfill our commitment to advance in a new law, which will be free of corruption and the result of an open and transparent

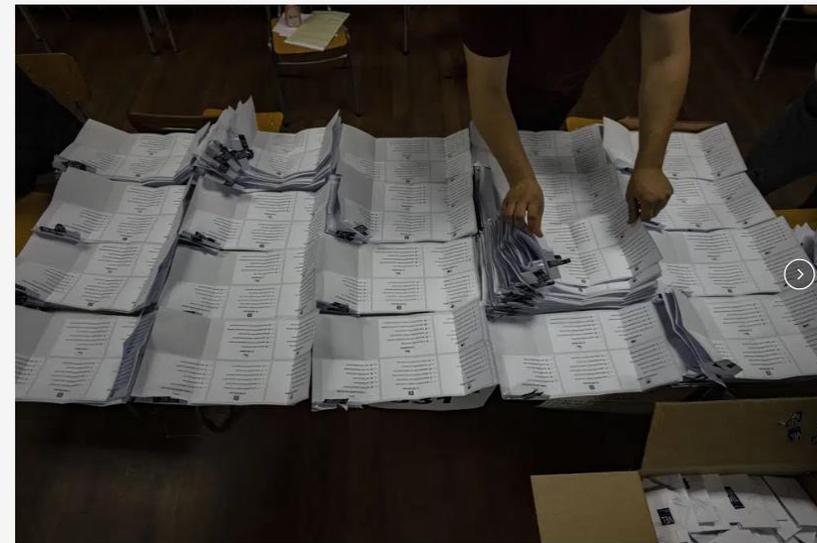
Chile constitution: Voters overwhelmingly reject radical change

© 5 September 2022



Conservatives prevail in key vote for new Chile constitution

By EVA VERGARA May 8, 2023



Chile: Etter massive protester ble et dramatisk lovforslag stoppet i 11. time

Lovforslaget gjaldt hvorvidt 430 konsesjoner i vernede områder, av i alt rundt 1.300 i hele Chile, skal kunne fornyes. Men det holdt bare så vidt.

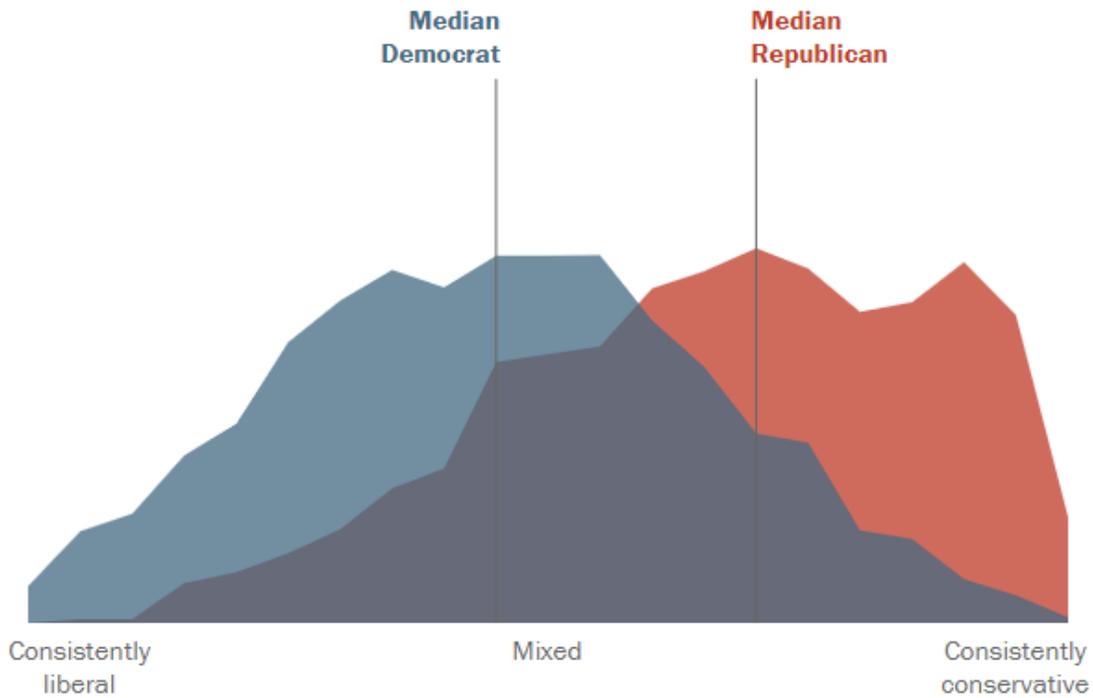
31. mai 2023 13:21 OPPDATERT 31. mai 2023 13:21

Av [Bent-Are Jensen](#) og [John Evans](#) Bodo og [Sao Paulo](#)

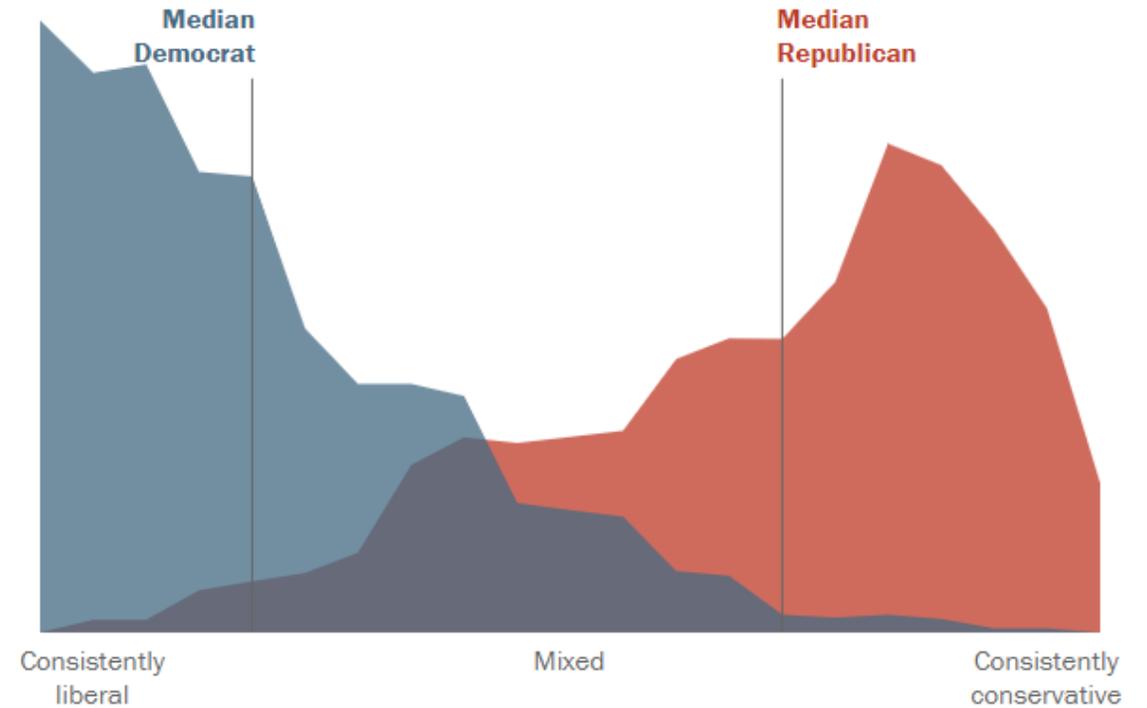
Increasing political polarization =

Increasing regulatory risk & social license increasingly important

1994: values, Democrats vs Republicans



2017: values, Democrats vs Republicans







Chinese owners of Chile salmon farmer Australis sues former ownership for \$1.2 billion

27 March 2023 13:57 GMT *UPDATED* 27 March 2023 22:30 GMT

By John Evans 

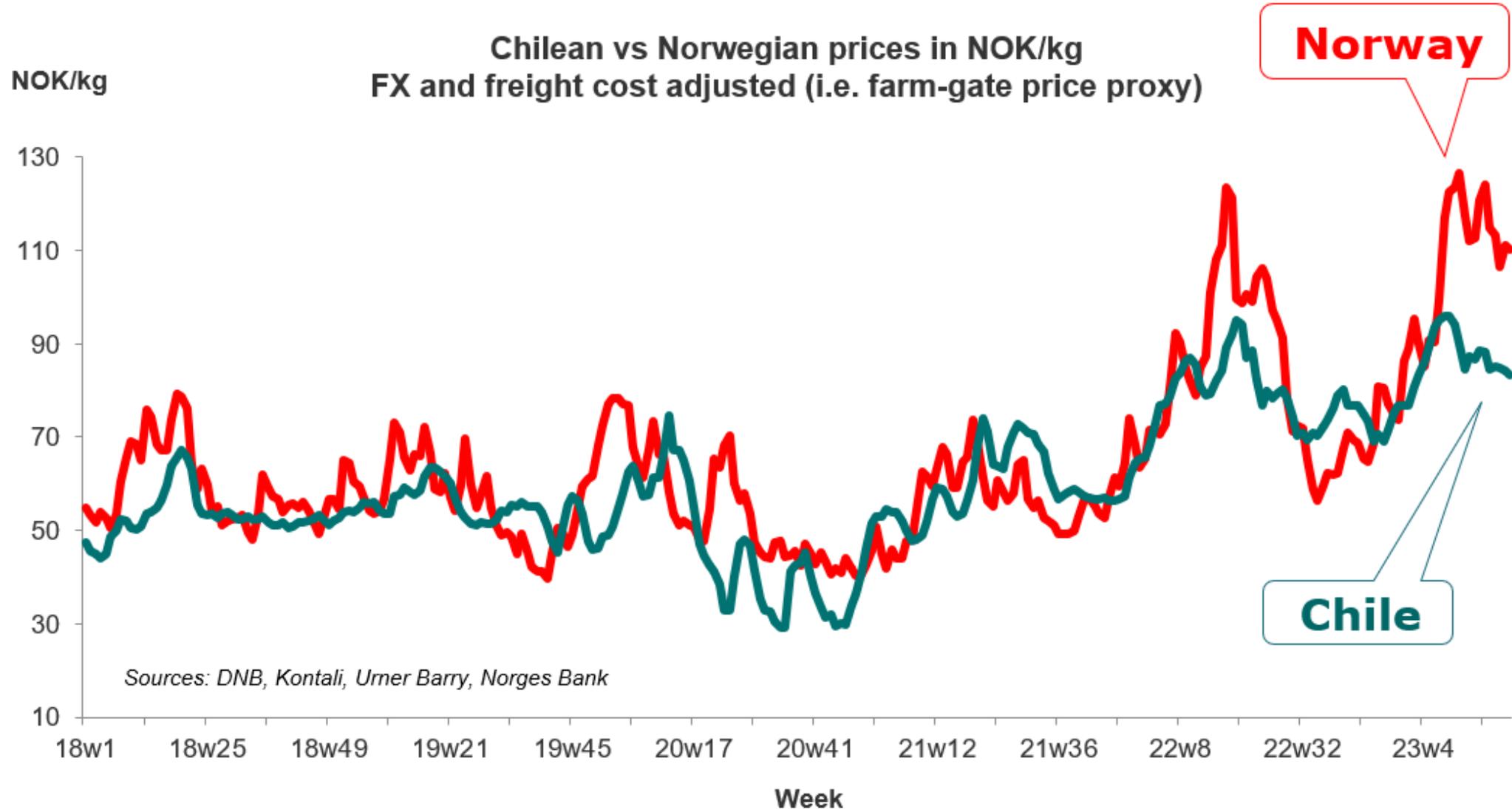
The China-based owners of Chilean salmon producer Australis Seafoods plan to sue the company's former owners and management for \$1.2 billion (€1.1 billion), claiming they routinely hid cases of overproduction.

Agenda

- Politics & Regulations
- **Market & Biology**

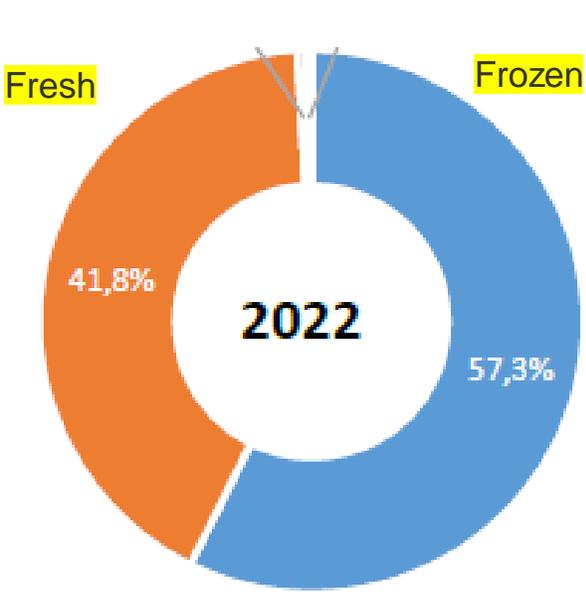
The salmon market is global

Chilean farm gate salmon price \approx Norwegian farm gate price

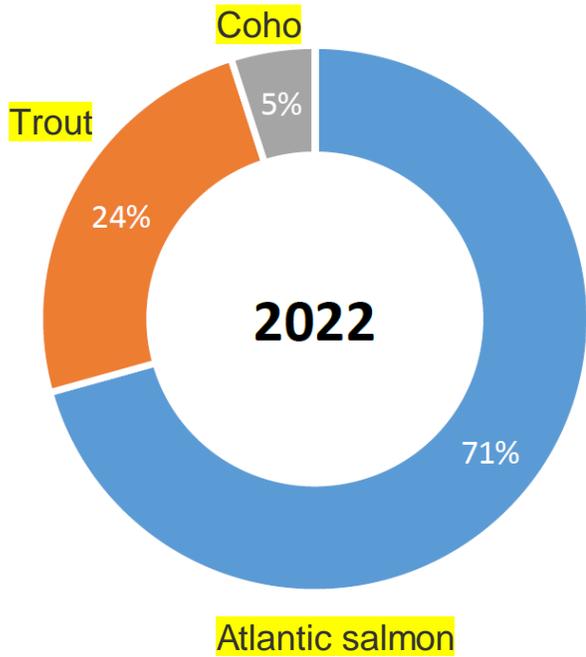


Chilean peculiarities vs Norway

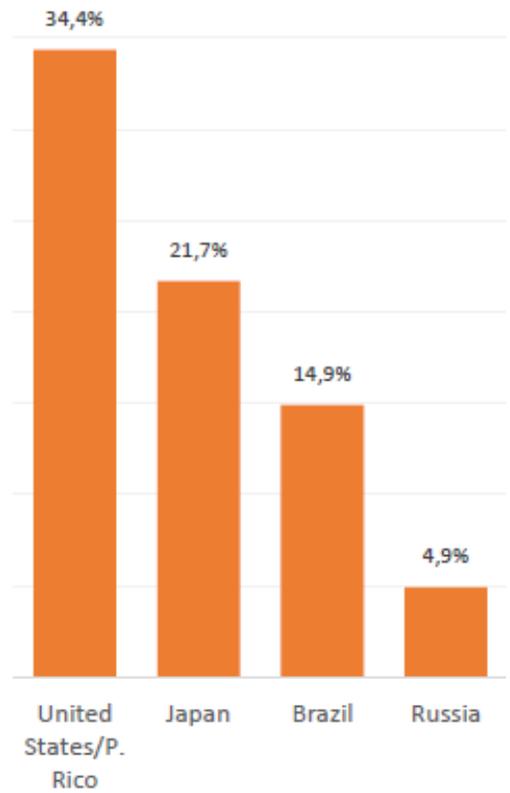
Export 2022 by specie, volume



Export 2022 by specie, volume

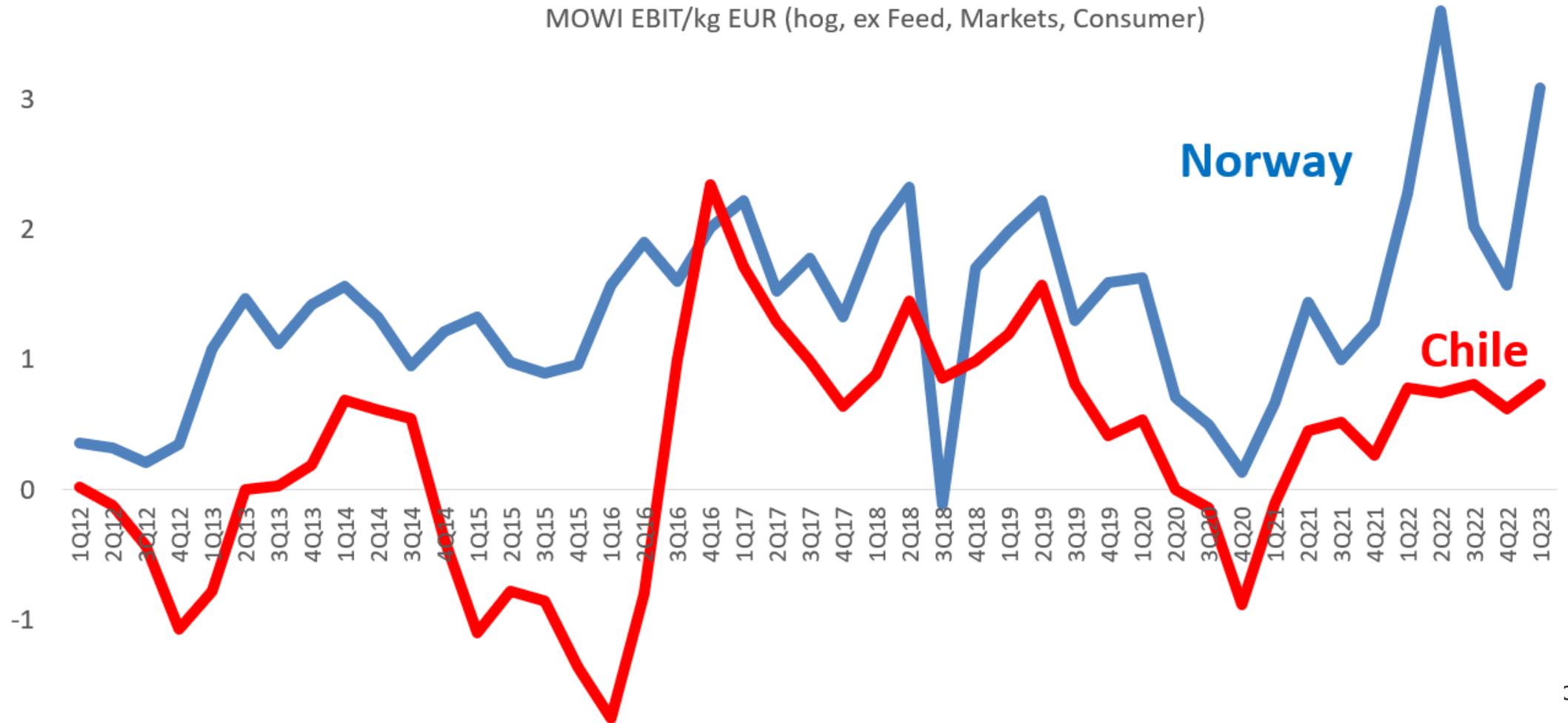


Export 2022 three species, by volume



Farming margins, Chile vs Norway

EBIT/kg NOK (HOG) – Norway vs Chile, Mowi



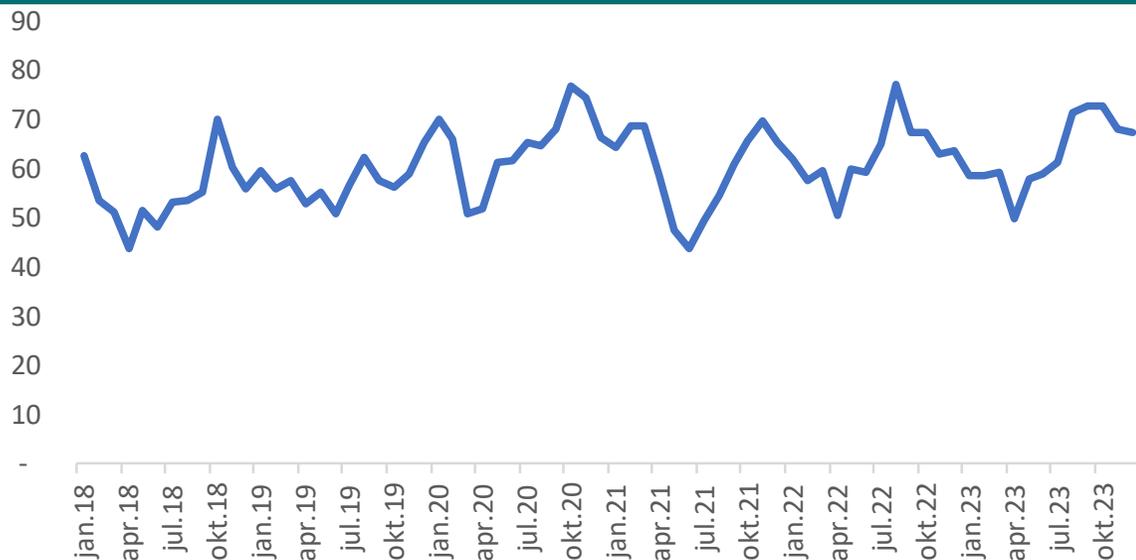
Source: Mowi, DNB

Atlantic Salmon Cost, USD/kg (wfe)



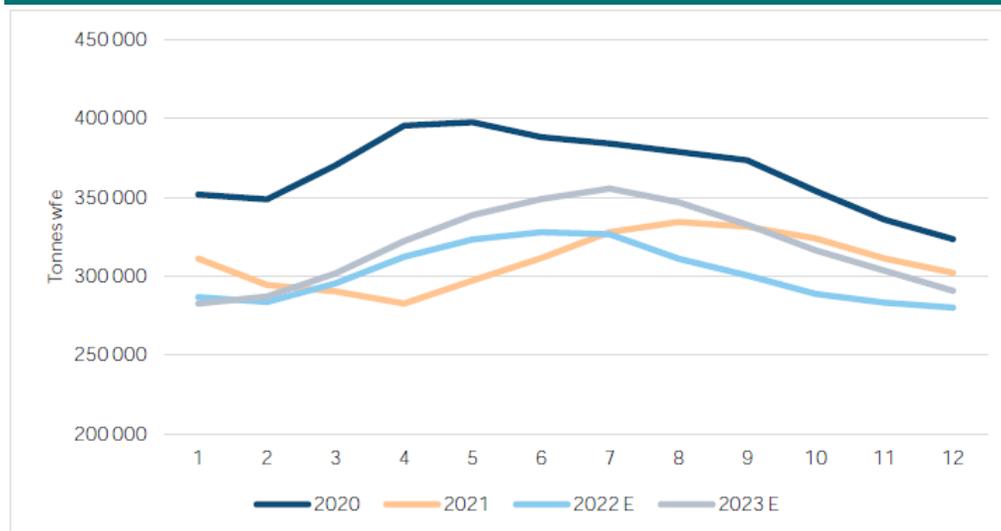
Stable volumes

Harvest volume Atlantics, monthly wfe, tons (000s)

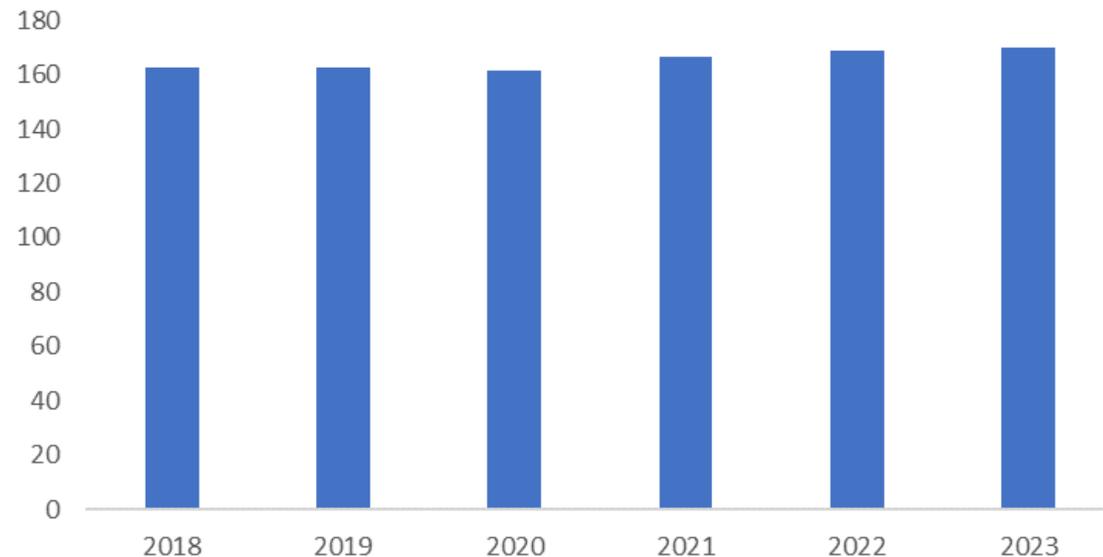


Source: Kontali

Biomass Atlantics



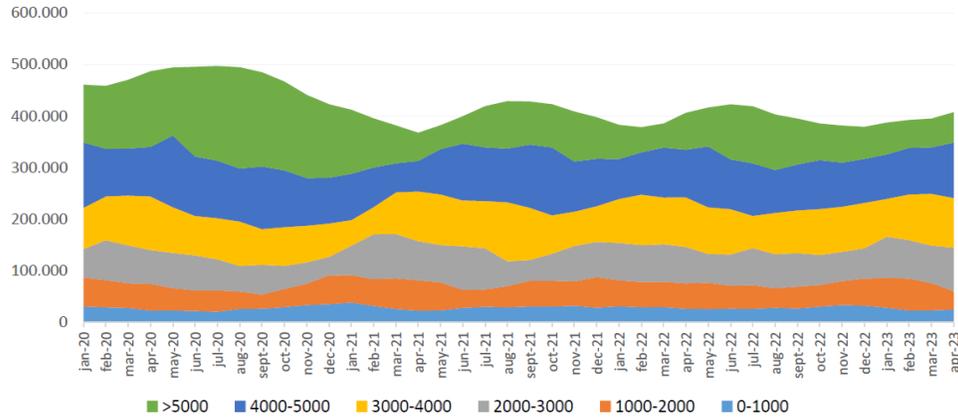
Atlantics smolt release, million individuals



Okay biology..

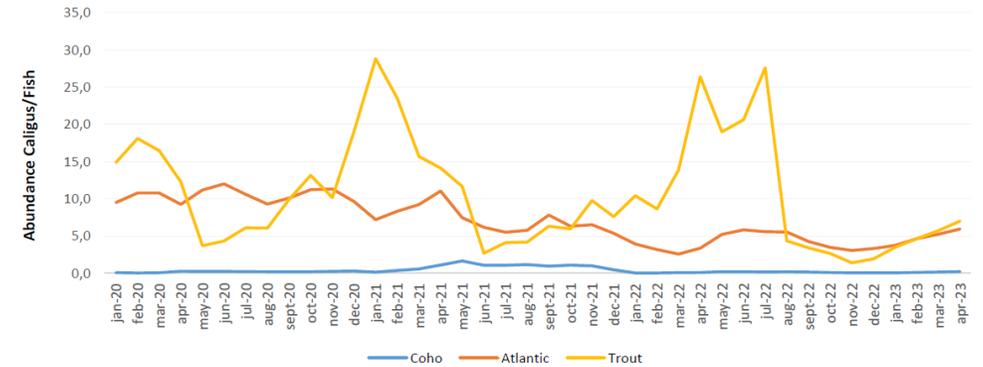
Biomass Atlantics, tons

Live biomass evolution by weight range - Atlantic Salmon



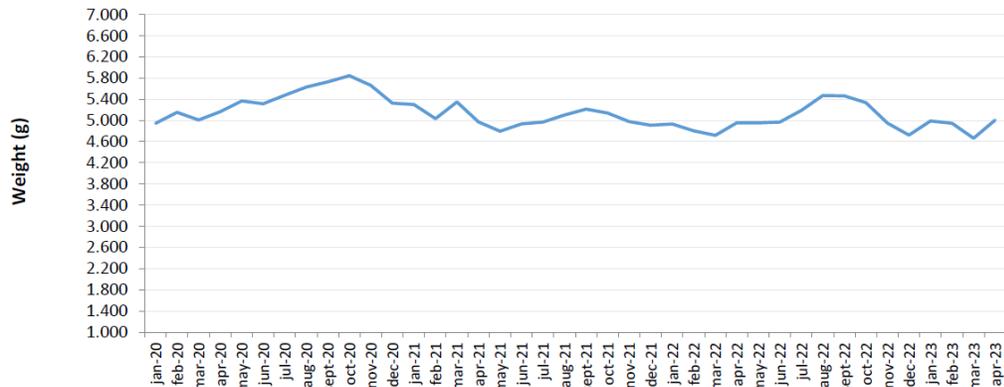
Sea lice (caligus)

Total Caligus per Month and Species. Los Lagos and Aysén Region



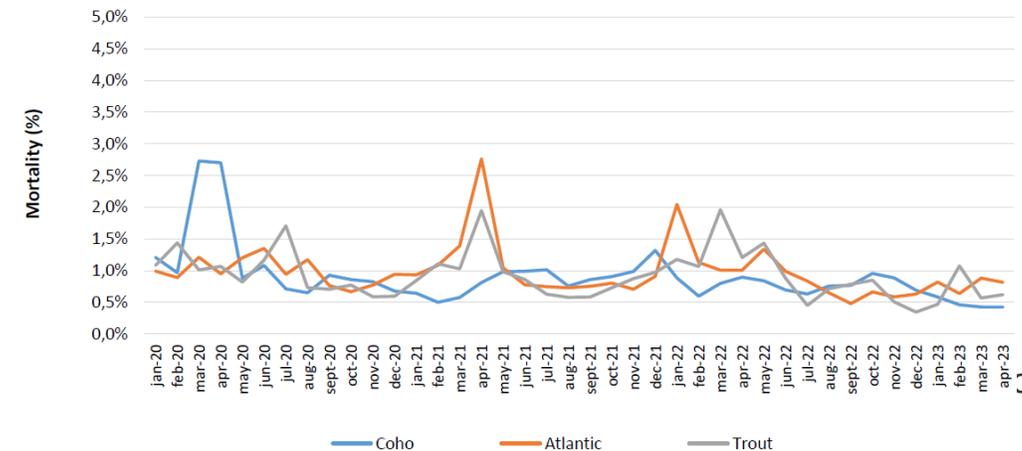
Average harvest weights, Atlantics

Average harvest weight Atlantic Salmon. 2020 - 2023



Monthly mortality

Monthly mortality by species 2020 - 2023

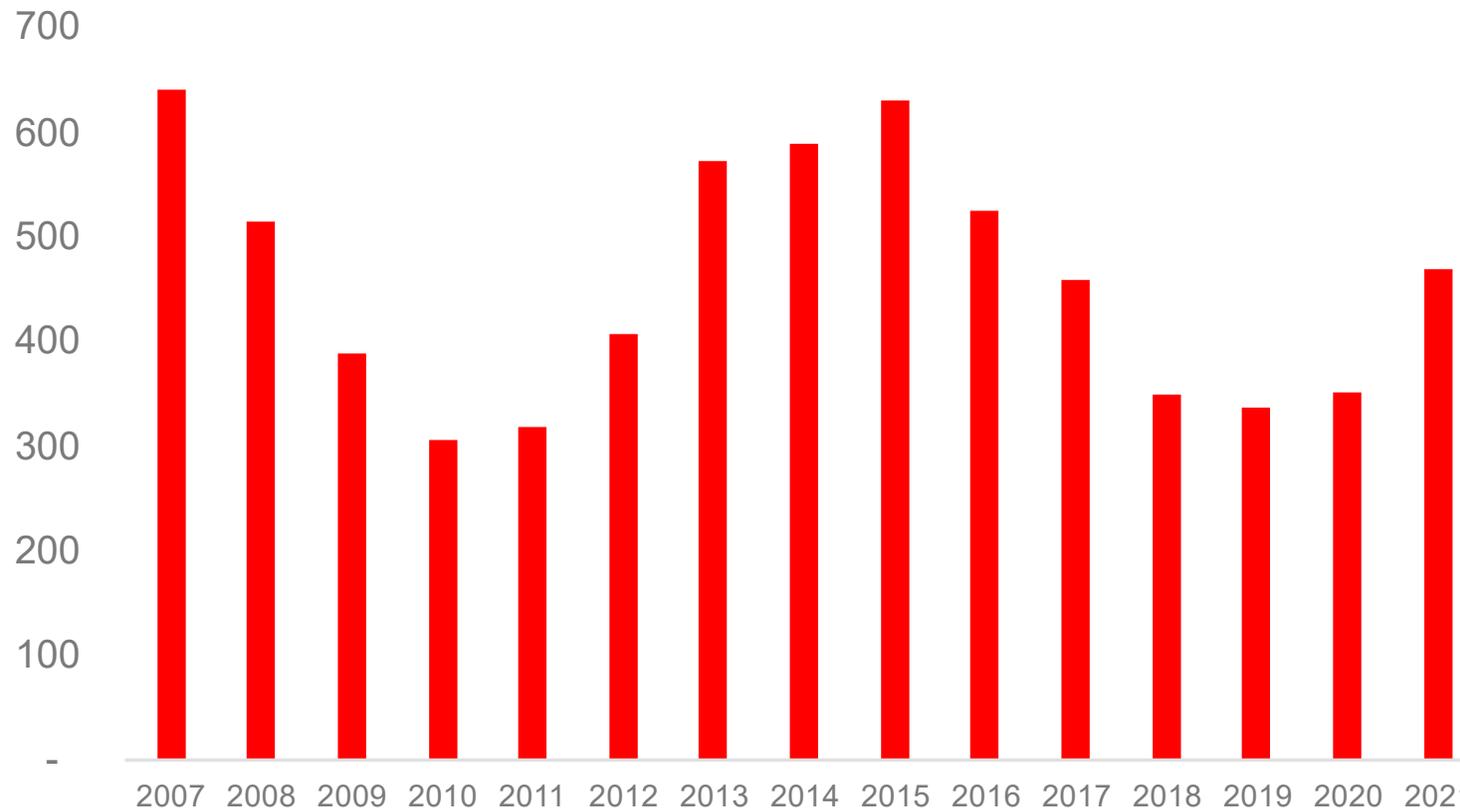


Source: AquaBench

...but antibiotics is still an issue

Antibiotics volume

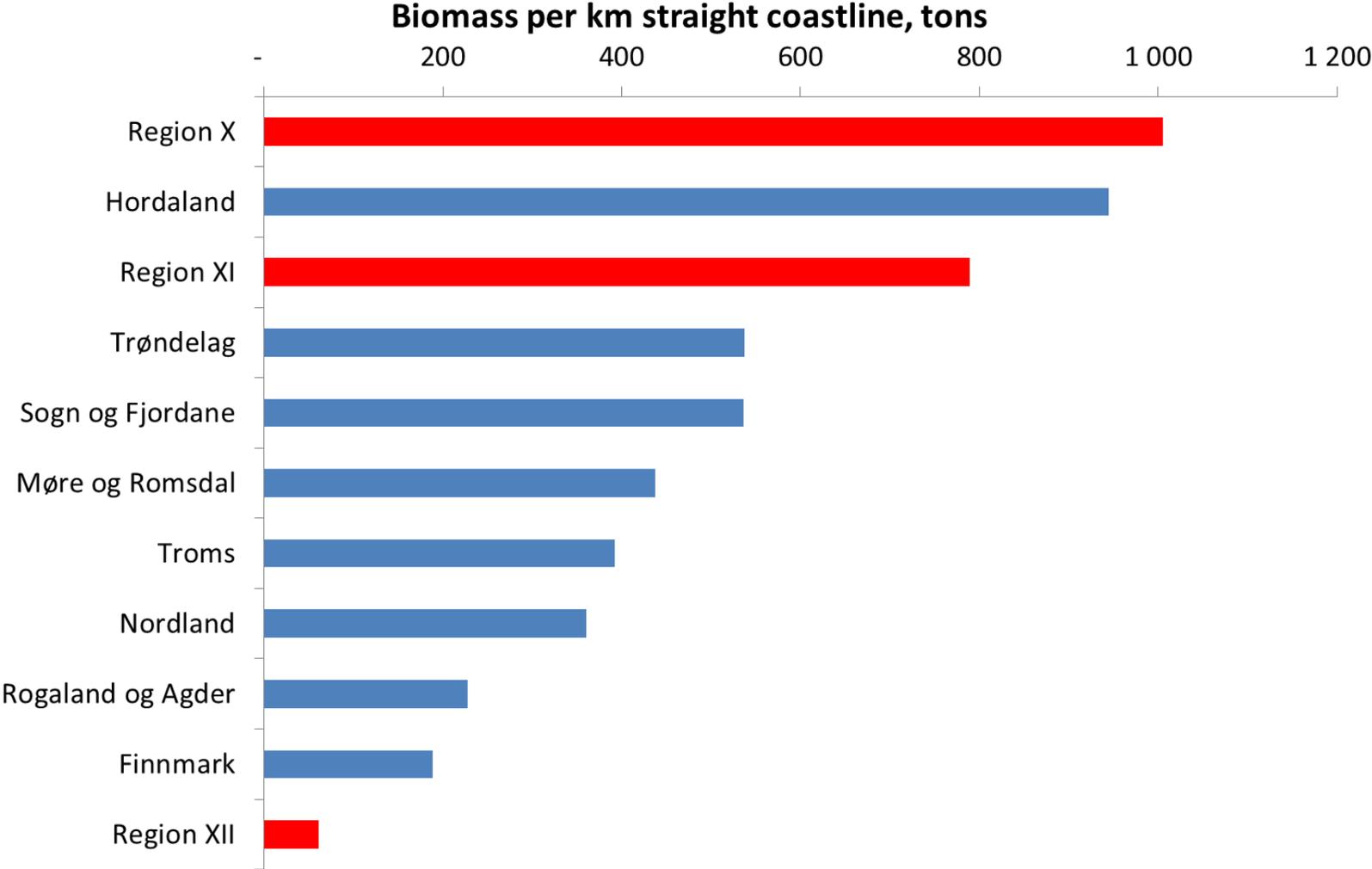
antibiotics consumption (g/ton harvest)



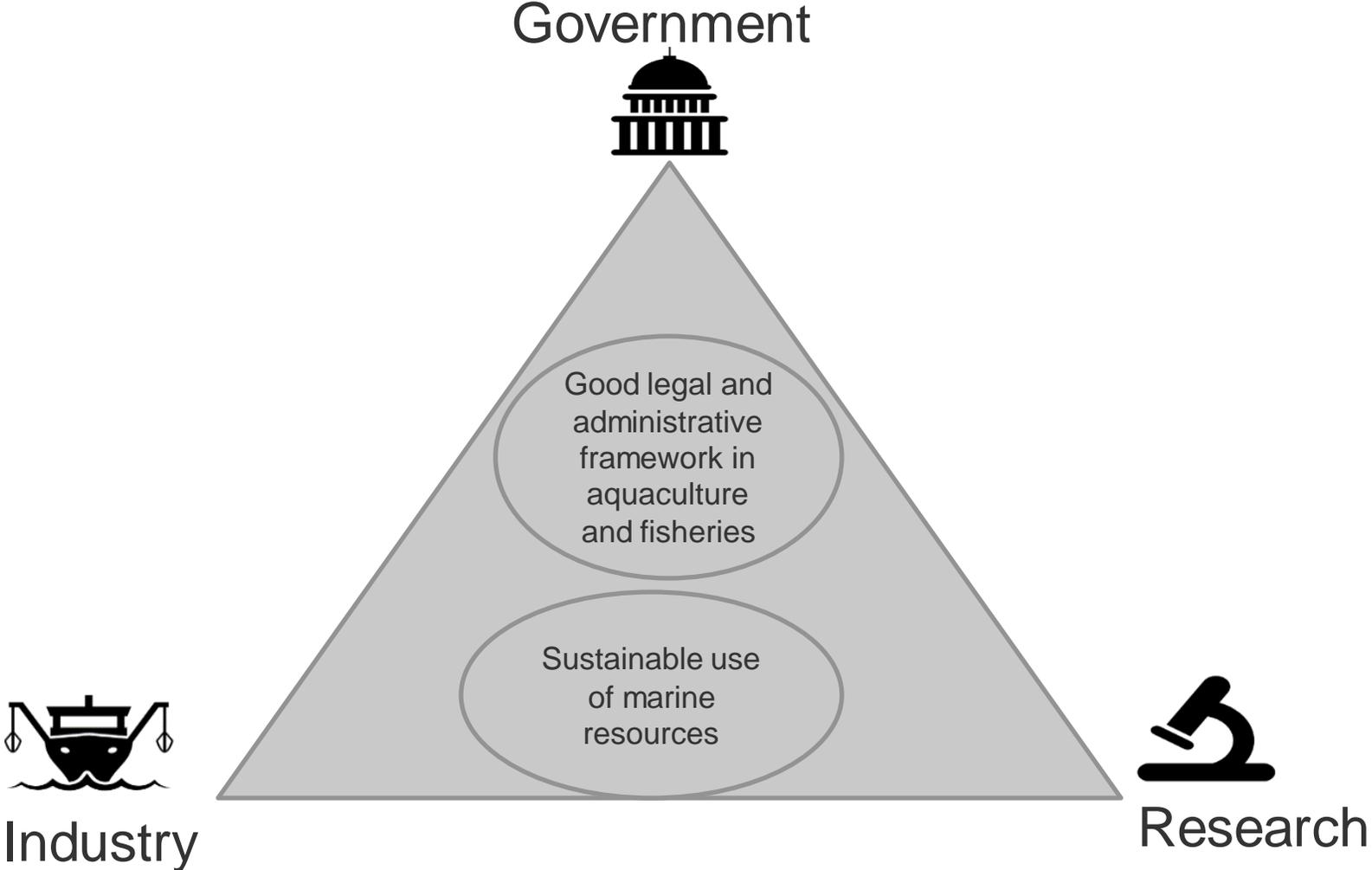
SRS not
worry abo

High biomass density

Chile's biomass density at Norwegian max level



Cooperation is key for salmon farming success



A photograph of Elon Musk speaking, positioned on the right side of the frame. He is wearing a grey blazer over a black shirt and has his hands raised in a gesturing motion. The background is a composite image featuring a view of Earth from space, showing city lights and the blue horizon. Overlaid on the left side of the image is the Starlink logo, which consists of a stylized white 'X' shape with a white orbital arc passing through it. Below the logo, the word 'STARLINK' is written in white, bold, sans-serif capital letters.

STARLINK

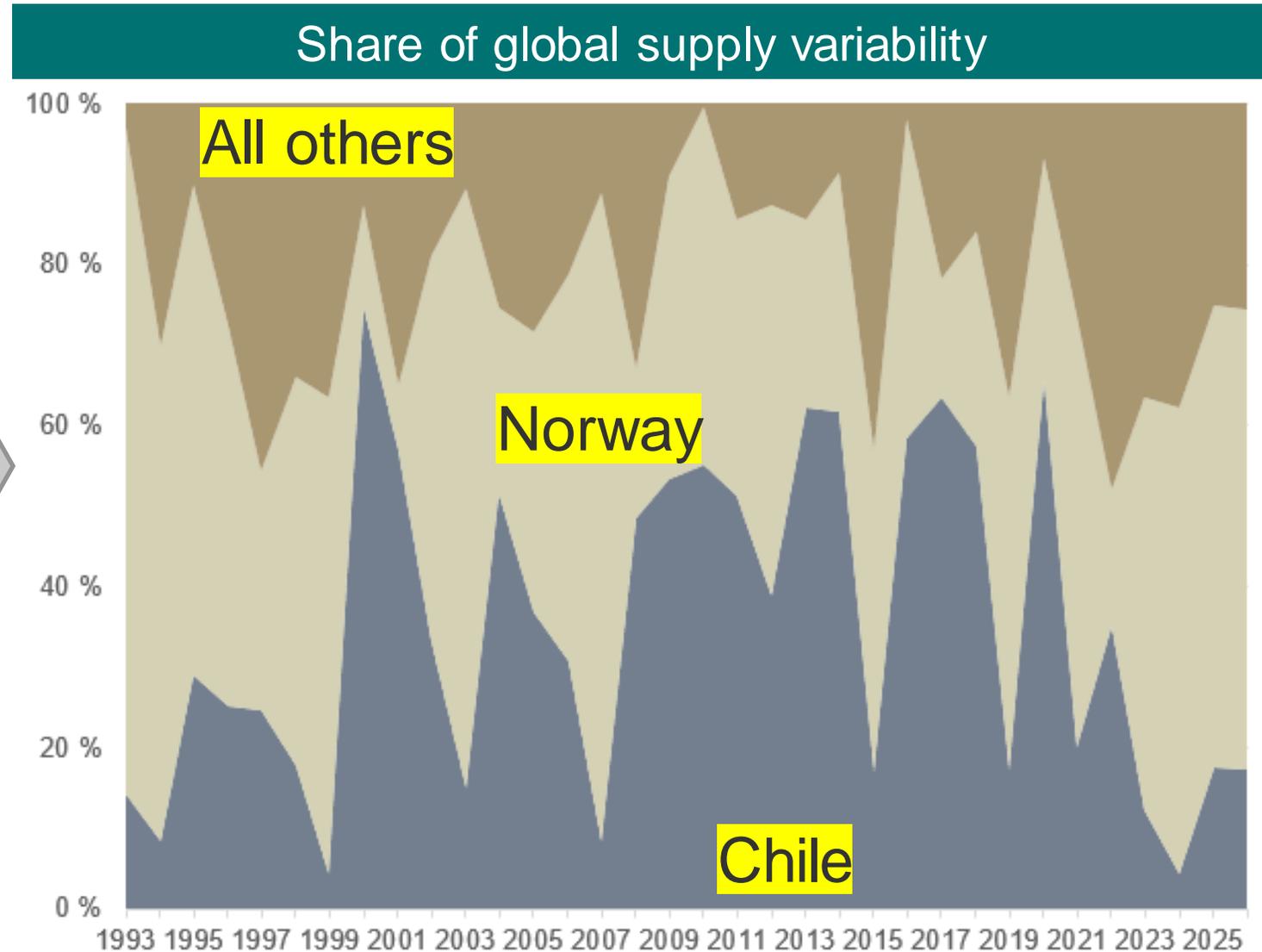
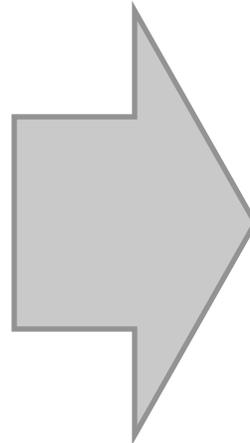


Why is Chile relevant from a Norwegian perspective?

Chile explains half of the price variability..

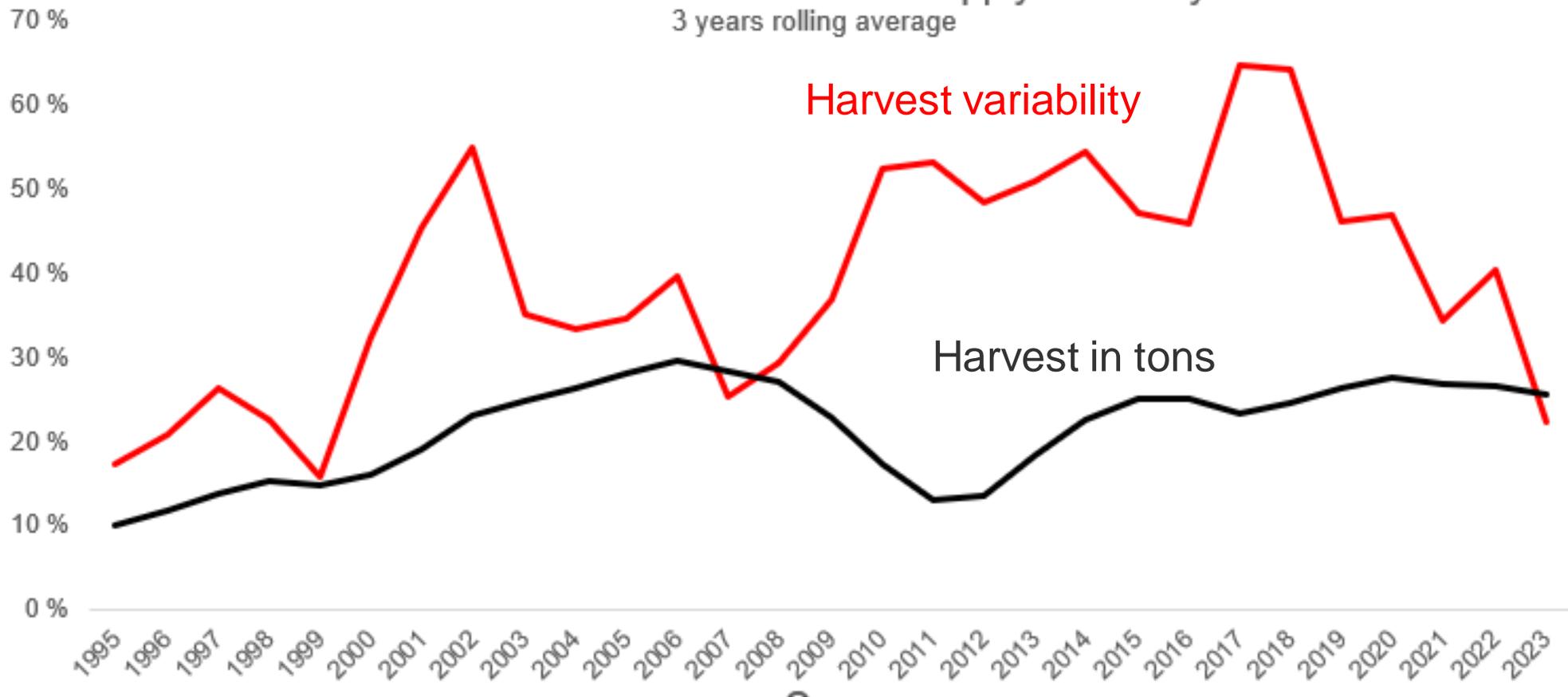
Chile last 10 years:

- 25% of global production
- 48% of global supply variability



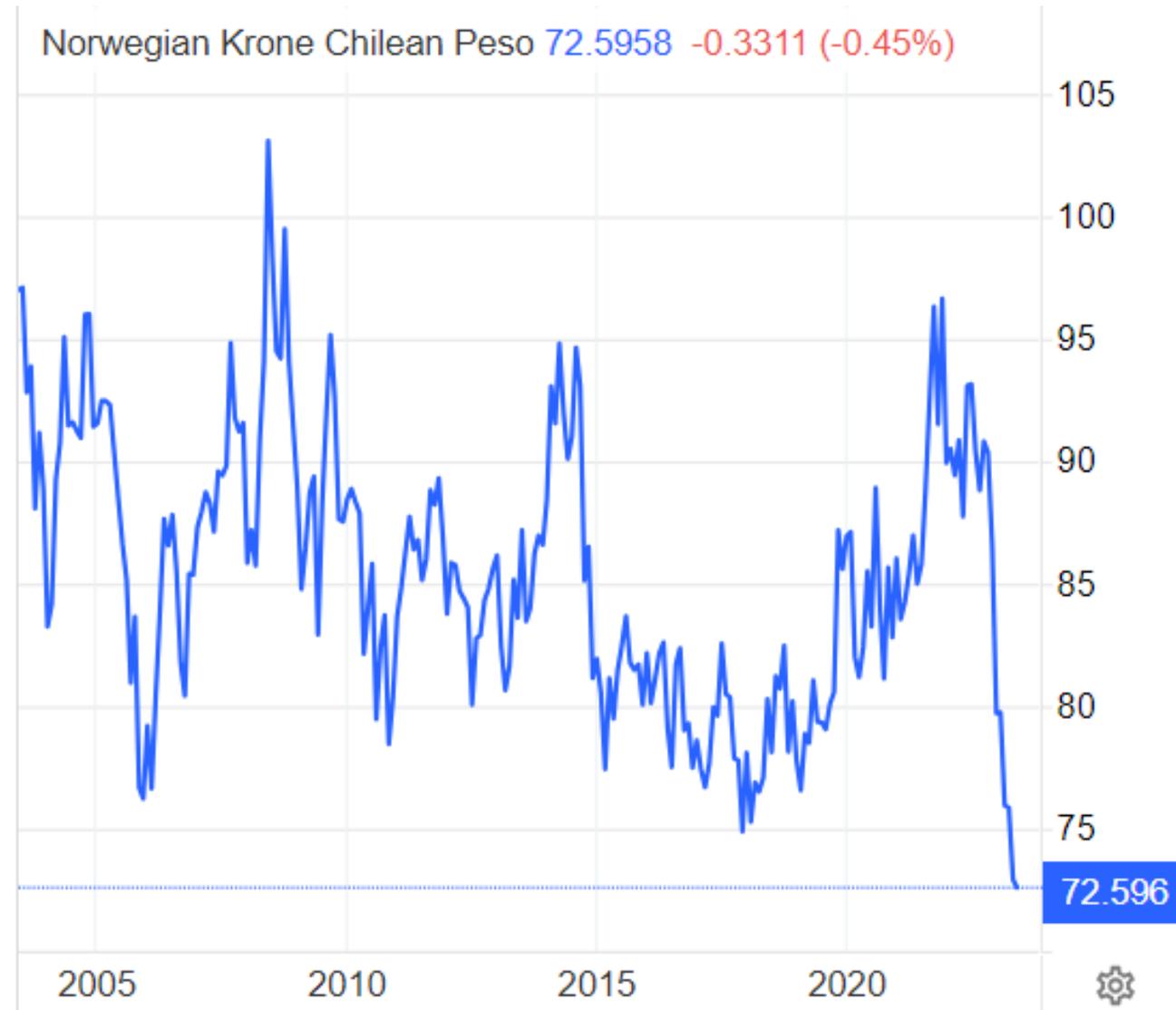
..but the trend is declining

Chile's share of global harvest in tons and variability in harvest



Food for thought – energy rematch 100 years post the fertilizer match

- 100 years ago, the Norwegian synthetic fertilizer industry helped knock out Chile's Salpeter business
- Now the tables are turning; the world is trying to wean itself off Norwegian oil while the electrification of the energy system makes Chile's copper and lithium a hot commodity



DNB Bank is a global seafood player

