







# History

The Lerøy Seafood Group can trace its operations back to the end of the 19th century, when the fisherman-farmer Ole Mikkel Lerøen started selling live fish in Bergen's fish market. This was fish he had either fished himself or had bought from other fishermen. The fish was hauled to market in a corf behind Ole Mikkel Lerøen's rowing boat, a journey that could take between six and twelve hours, depending on prevailing winds and currents.

Over time, Ole Mikkel Lerøen's operations gradually came to include retail sales in Bergen, the sale of live shellfish and a growing export business. In 1939, two of his employees, Hallvard Lerøy sr and Elias Fjeldstad, established the company that today is the group's principal company - Hallvard Lerøy AS. For the first time in the Group's history, the number of employees in the Group's overseas companies exceeded those in Norway in 2002.

Since its establishment, the company has been a pioneering enterprise within a number of fields in the Norwegian fishing industry. The main focus has always been on developing markets for fresh and frozen fish products, and the company has frequently led the way into new markets or been the first to commercialise new species. The pioneering spirit is still very much alive in the Group, which was the first to export fresh salmon to the USA and to establish direct air-borne deliveries of fresh salmon to Japan.

Up to 1997, the Group was a traditional family company. In 1997, a private placement with financial investors was issued for the first time. In connection with this placment, the company was reorganised as a public limited company. Since then, the company has introduced several placements, most recently when the company was floated on the stock market in June 2002.



# Corporate Governance

Corporate Governance is an international concept for which there is not yet a good and accurate term in Norwegian. We understand the concept to be a collective term covering the company's behaviour and customary practices within several sectors, such as governing and monitoring mechanisms, management, steering customs and shareholder policies. Several of these areas are governed by company policy representing a minimum of what the company's partners may expect from the company. The company's own goals, seen in conjunction with the demands of international and national partners for lasting profitable commercial activities mean that Lerøy Seafood Group is to be recognised for exercising Corporate Governance beyond the minimum requirements.

We share the view which maintains that Corporate Governance is not something new and that the concept probably has not yet found its final meaning and our review of the company's Corporate Governance has therefore not yet found its final form and content either. We will continue to work on our Group's Corporate Governance and the way in which it will be presented in coming years. The information in this chapter has in part been presented in earlier annual reports, though not gathered in a separate section. We hope that collecting this information in its own section will make it more readily accessible to the reader. For the sake of good order, we must point out that this chapter is not a complete description of the company's Corporate Governance. Rather, it is a review of some specific and central matters based on that part of the Corporate Governance related to the interface between the company's present and future owners. We believe the recent focus on those areas encompassed by the term Corporate Governance will in time show the need for various roles and related distribution of responsibility in the

performance of commercial activity. This will improve the possibility of all partner companies to form an independent and accurate view of the companies and thus to assess which companies have the best potential for generating the greatest wealth.

## n The Board of Directors

With its central position between owners and management, the Board of Directors will act as the corporate body that safeguards the needs of the shareholders for strategic governance and operational control. The function and focus of the Board will always vary somewhat depending on circumstances within the company and the development of the external business environment.

The transformation of the Lerøy Group from a family company to a listed public limited company has been marked by the owners' clear awareness of the type of Board the company needs. The owners' process of establishing a Board made up of members with various fields of expertise, independent of the Group's management and the company's largest shareholders, started already at the end of the 1980s. Since early in the 1990s, the majority of the members of the Lerøy Group Board have not been part of the Group's management; this is to safeguard the Board's ability to challenge the Group's management.

For several years now, see above, the company's owners have considered the need for a variety of skills, continuity, renewal and change in the company's ownership structure in conjunction with the composition of the Board of Directors.

### The Board today is composed of

Chairman of the Board, Svein Milford, was first elected onto the Group's Board by the Shareholders' Meeting on 24 April 1995. Milford was subsequently elected to the chairmanship by the Shareholders' Meeting on 12 May 2000. Milford is 59 years old and has a degree in electronic engineering (1965), a diploma in economics from the Norwegian School of Management - BI (1970) and an MBA from the University of Oregon (1971). Milford has considerable experience from leading positions in Norwegian and international business enterprises. In recent years, Milford has run his own consultancy business and is chairman of the board of several companies. At 31 December 2002, Svein Milford owns – directly or indirectly – 5,900 shares in the company.

Board Member Hallvard Lerøy jr first gained board membership in the Group in 1967. Lerøy jr is 66 years old and has university qualifying examinations in business studies from Bergen Business College - Bergens Handelsgymnasium (1955), visited France for work/study purposes in 1955 and 1957, and has attended studies in business economy at the Norwegian School of Economics and Business Administration - NHH - in Bergen. Lerøy jr has been employed in the Group for long periods of his working life and became Managing Director in 1967. Lerøy jr retired as Managing Director in 1992 when his son and current Group Managing Director and Chief Executive Officer Ole-Eirik Lerøy took over. Lerøy jr currently holds positions on official committees and in fisheries organisations, on various boards and in some of the Group company boards. At 31 December 2002, Hallvard Lerøy jr owned - directly or indirectly -1,906,470 shares in the company.

Board Member Fons Brüsselmans has been a member of the Board since the 1998 Shareholders' Meeting. Fons Brüsselmans is 53 years old and a graduate in business economy from the Norwegian School of Management - BI (1978). Brüsselmans is Group Managing Director of Kuoni Scandinavia and has held management positions in international service industries for a number of years. In addition, he has broad experience of working on the boards of international commercial enterprises. At 31 December 2002, Fons Brüsselmans owned 5,400 shares in the company.

Board Member Leif 0. Strand was elected onto the company's Board of Directors by the Shareholders' Meeting on 12 May 2000. Strand is 54 years old and has attended studies at the Norwegian School of Management — BI - in Oslo. Strand has many years of experience in Norwegian businesses and is a company director in Ferd AS. Strand is a member of the board of several companies within the Group owned by his employer, Ferd AS. At 31 December 2002, Leif 0. Strand owns no shares in the company, but his employer Ferd AS, through Ferd Private Equity, owns 5,781,307 shares.

Board Member Hans Petter Vestre was elected to the Board as the employees' representative at the Shareholders' Meeting on 24 April 1995. Vestre is 36 years old and a graduate of the Norwegian College of Fishery, University of Tromsø (1991). Vestre was employed by Hallvard Lerøy AS as sales manager in 1992 and is today a departmental head in Hallvard Lerøy AS. Vestre is also a member of the Board of Directors of Hallvard Lerøy AS. On 31 December 2002, Hans Petter Vestre owned 8,120 shares in the company.

# n Dividend policy

With the help of continued growth and improved profitability, Lerøy Seafood Group aim to create financial values for their shareholders, staff and the community in general. Lerøy Seafood Group aims to provide a satisfactory rate of return from all its activities. The yield to shareholders in the form of dividends and share price performance in the stock market ought to reflect the wealth generated by the company. The dividends

paid should reflect the company's growth and profitability.

The company's dividend policy implies that over time, dividends should be in the range of 30 to 40 % of the net profits after tax. However, care must be taken throughout to ensure that the Group operates in line with good financial contingency planning as a guarantee for new and profitable investments. In the long run, wealth will be generated more in the form of a rise in share values rather than in declared dividends.

# n Financial goals

On-going structural changes in the global industry in which the company operates, seen in conjunction with the cyclical nature of the industry, make it essential for the company at all times to maintain adequate financial contingency plans. This in turn requires a close relationship with the company's shareholders and equity capital markets. The company has always stressed the importance of maintaining the confidence of its financial partners and thus also access to necessary loan capital on favourable terms. The financial goals of the Board of Directors and the Group's management are reflected in an established requirement to soundness as well as a yield requirement. The requirement to soundness means that the Group's equity capital ratio over time should not be less than 25 %. The Group's earnings over time are to generate an annual return on the Group's average capital employed of 18% before tax.

# ${f n}$ Shareholders' meeting Negotiability and voting rights

As of 3 June 2002, the shares of Lerøy
Seafood Group ASA were listed on the Oslo
Stock Exchange main list and are freely
negotiable within the provisions of
Norwegian law. The company has only
one class of shares, and each share
carries one vote at the Shareholders'
Meetings. Shareholders rights are
governed by the Act related to Public

Limited Companies (Norway), cp. in particular Chapter 4 of the Act relating to Public Limited Companies (Norway).

#### Attendance by proxy

Shareholders may cast their votes at the Shareholders' Meeting either by attending in person or through proxies.

# Authorities granted to the Board of Directors

Authorities are granted to the Board of Directors in accordance with the Act relating to Public Limited Companies (Norway), cp. in particular Chapters 9 and 10 of the Act.

The first time the board was authorised to acquire the company's own shares was at the Shareholders' Meeting on 12 May 2000. This authority was subsequently renewed at the Shareholders' Meeting on 23 April 2002 and is to remain valid for 18 months from the date on which the resolution was adopted. The authority has been exercised. At 31 December 2002, the company owned 147,723 shares.

The Board is authorised to increase the share capital by up to NOK 1,200,000.00 by issuing up to 1,200,000 shares, each with a face value of NOK 1.00 through one or more private placements with employees of Lerøy Seafood Group ASA and its subsidiaries. The Board's authority must be seen in conjunction with the company's established option programme, see below. This type of authority was first established by the Extraordinary Shareholders' Meeting of 10 December 1997 and subsequently renewed by the Shareholders' Meeting on 23 April 2002. This authority is valid for two years from the time the resolution was adopted. The authority is valid for two years from the date on which the resolution was adopted. It has not been exercised

The Board is authorised to increase the share capital by up to NOK 5,000,000.00

by issuing up to 5,000,000 shares in Lerøy Seafood Group ASA, each with a face value of NOK 1.00, through one or more private placings with the company's shareholders and/or external investors. This type of authority was first established by the Shareholders' Meeting of 4 May 1999 and subsequently renewed by the Shareholders' Meeting on 23 April 2002. The authority is valid for two years from the date on which the resolution was adopted. It has not been exercised.

#### Options

Since the spring of 1999, the Board has issued a total of 792,000 options entitling the holder to subscribe to one new share per option, cp. the Board's authority described above.

Of these, 452,000 options were issued in July 1999. The options could be exercised in stages, the first time for 30% of the options after the Shareholders' Meeting in 2000 and then for 40% and 30% after the Shareholders' Meetings in 2001 and 2002 respectively. The exercise price is NOK 12.00 per option. At 31 December 2002, 213,100 of these options had been exercised, and the number of this type of option still outstanding is 238,900. Exercised options have been honoured with shares purchased by the company in the market, cp. the Board's authority to acquire the company's own shares.

Moreover, the Board allocated 320,000 options in the spring of 2001 and in the spring of 2002. These options may be exercised in stages, with one third at each stage, the first time after the Shareholders' Meeting in 2002. The exercise price is NOK 27.50 per share. At 31 December 2002, none of these options had been exercised.

Moreover, the Board allocated 20,000 options with an exercise price of NOK 32.00 per share. The right to exercise these options follows the same model

as that in the programme described above. Common to all the option programmes is that if the option holder leaves the company, any options not exercised will lapse. Moreover, the exercise price for the various option programmes reflects the market price (or higher) at the time of allocation.

### Share issues with discount

In connection with public share issues, and for the first time in 1998, the company's employees have the right to subscribe to a limited number of shares at a discounted price [20%].

# n Agreements

In connection with the public capital increase and flotation of the company on the stock market, the Lerøy family (Ole-Eirik Lerøy, Hallvard Lerøy jr, Knut Hallvard Lerøy, Lime AS, KOS Bergen AS) entered into an agreement committing the family not to sell shares or other financial instruments in Lerøy Seafood Group ASA in the period up to 1 June 2003 without prior written authority from the arrangers. At the time the agreement was made, the Lerøy family controlled 8,546,323 shares.

### n Information

Lerøy Seafood Group ASA places great weight on correct and open information to shareholders, potential shareholders and other interested parties. Since 1997, the company has presented quarterly reports containing financial information, current, relevant, consistent and up-to-date information that is to form the basis for all interested parties' assessment of the share value of the company. The company's most important medium for distributing information will be the Oslo Stock Exchange reporting system, but the company will also present such information directly to investors and analysts. Lerøy Seafood Group will inform their shareholders through the annual report, quarterly reports and at presentations

when this is appropriate. In addition, press releases will be sent out in connection with important events in the markets in which the company operates or concerning other circumstances that may be relevant.

The company's Internet home page will also be updated with relevant information. The company's Internet address is: www.leroy.no

# n Technical information

At 31 December 2002, Lerøy Seafood Group ASA had 29,440,767 shares, each with a face value of NOK 1.00. At 31 December 2002, the company had 1,397 shareholders. The company's register of shareholders, cp. S. 4-4 of the Act relating to Public Limited Companies (Norway), was registered with the Norwegian Central Securities Depository (Verdipapirsentralen - VPS) on 28 November 1997 and carries the VPS registration number ISIN NO-000-3096208. Den norske Bank ASA, Oslo, is the account manager. The share's Ticker Code on the Oslo Stock Exchange main list is LSG. The company's business enterprise number is 975 350 940.

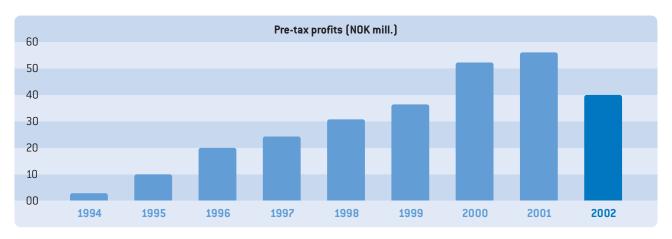
The overview below shows the so-called RISK¹ values for the company's share: 01 January 1996 NOK 0.0 01 January 1997 NOK 1,592.60 01 January 1998 NOK 3.50 01 January 1999 NOK 1.14 01 January 2000 NOK 0.83 01 January 2001 NOK 0.89 01 January 2002 NOK 1.69 The following adjustment factors are used when redistributing RISK amounts following share splits: Share split on 1 May 1998, factor 0.10000 Share split on 30 June 1997, factor 0.00100

<sup>1</sup> RISK is an abbreviation for Regulering av Inngangsverdi med Skattlagt Kapital, or adjustment of original cost of the shares by tax profit, RISK adjustment. *Translator's note*.





# Key figures and graphs

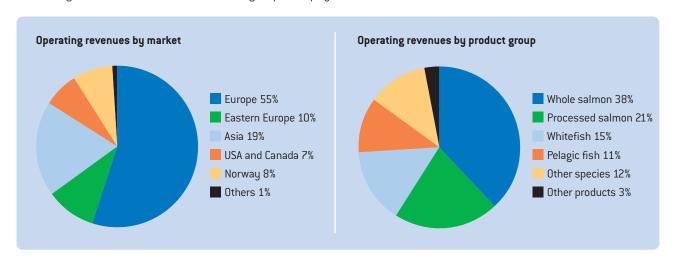




### Financial key ratios

	2002	2001	2000	1999	1998
Pre-tax profit margin	1,57%	2,24%	1,90%	1,87%	1,74%
Operating margin	2,15%	2,56%	1,50%	1,72%	1,80%
Earnings per share <sup>1</sup>	1,13	2,10	2,30	1,89	1,40
ROCE <sup>2</sup>	8,75%	15,89%	18,53%	24,49%	22,88%
Equity ratio	53,50%	41,31%	43,64%	32,93%	36,08%

<sup>&</sup>lt;sup>1</sup> Average number of shares. <sup>2</sup> Return on average capital employed.





In coming years, the Group will continue its long-term work focusing on strategic commercial development combined with improving the efficiency of the Group's operations. Based on the customer's requirements, this work will ensure continuity of deliveries, quality and cost efficiency, and through this, increased profitability.

# Report of the Board of Directors for 2002

#### Financial situation

In 2002, operating revenues for the Lerøy Seafood Group amounted to NOK 2,556 million, on par with gross sales in 2001 of NOK 2,530 million. Consolidated operating profit amounted to NOK 55.0 million in 2002, compared to NOK 64.8 million the year before. The Group's operating margin in 2002 was 2.15 %, compared to 2.56 % in 2001. Weak prices for Atlantic salmon and trout, and a difficult market for herring and mackerel set their stamp on the year 2002. As expected, therefore, the Group failed to achieve a satisfactory yield on its financial assets. In 2002, the Group's share in the associates' results thus led to a loss of NOK 12.8 million compared to a corresponding loss of NOK 1.6 million in 2001. Profit before tax was NOK 40.2 million compared to NOK 56.6 million in 2001.

The year's surplus corresponds to a profit of NOK 1.13 per share in the year 2002, compared to NOK 2.10 in 2001. Through the year 2002, the number of shares increased from 19,440,767 to 29,440,767 shares. In 2002, the return on the Group's capital employed was 8.75 %. As expected, the Group failed to achieve its own yield targets in 2002. Though the financial year was difficult, the Board is not satisfied with last year's yield. The Group is sound, with equity capital amounting to NOK 641.1 million, giving an equity ratio of 53.50%. The Board proposes that the dividend payment for 2002 should be NOK 0.60 per share.

## Fixed financial assets

The year 2002 has been difficult for producers of salmon and trout in Europe. Although salmon prices rose substantially from the rock-bottom prices at the beginning of last year, most producers in Europe have had difficulty achieving positive results. Chile improved its competitive ability significantly in relation to European producers through the year. This intensified the requirements for

productivity development, risk control and market-oriented production.

The Group's ownership share in fish farming enterprises in the UK and Norway account for a substantial portion (about 50 %) of the Group's employed capital. These assets have contributed negatively to the Group's overall results in 2002. The Group's share in the results after amortization of goodwill amounts to NOK -10,5 million from Norskott Havbruk and NOK -2,7 million from Hydrotech-Gruppen. The year's results from these companies are strongly affected by the difficult market conditions that exist for the European fish farming industry. The Board believes these figures, despite losses, show that the Group's substantial interests in the production of salmon and trout are placed in competitive entities. Egersund Fisk and Sigerfjord Aqua provided a share in the results amounting to NOK 0.9 million and NOK -0,5 million respectively.

#### Structural situation

The Group competes in an industry where requirements for risk management and ability to engage in the long-term development of strategic business processes are stringent. The Group's strategic freedom of action and on-going earnings are good. In the opinion of the Board, this allows the Group to be an active participant in coming global and national wealth-generating structural changes. Lerøy Seafood Group will thus consider possible future investments and merger alternatives, as well as possible alliances that can improve the Group's basis for further profitable growth. The seafood industry has great potential, but making use of this potential will require a substantially higher degree of market orientation than that seen today. More resources will have to be allocated to product development, and down-stream activities will have to be developed further. These are processes in which the company is already engaged.

Against the background of the Group's many years of work on network cooperation, the development of quality products, market development, quality assurance and brand building, the Board considers the possibilities for increased wealth creation for the company's shareholders and the Group's important partners to be good. In coming years, the Group will continue its long-term work focusing on strategic commercial development combined with improving the efficiency of the Group's operations. Based on the customer's requirements, this work will ensure continuity of deliveries, quality and cost efficiency, and through this, increased profitability. Improving operational efficiency is an on-going process that will continue to develop and improve the efficiency of the Group's international market apparatus and production interests.

In line with the Group's plans, the company was listed on the Oslo Stock Exchange on 3 June 2002. Listing the company has established a market place for the company's shares, improved future access to risk capital and improved opportunities for using the company's shares in future acquisitions and mergers.

# **Employees**

The head office of the parent company Lerøy Seafood Group ASA is situated in Bergen, Norway. Apart from the Group Managing Director, the parent company has two employees. Administratively, all personnel functions are handled by the wholly owned subsidiary Hallvard Lerøy AS. At the end of the year, there were 314 employees in the Group, compared to 253 at the same time in 2001. This strong growth in the number of employees resulted from the acquisition of Lerøy Smøgen Seafood AB. This year, too, the Board wishes to underline its appreciation of the contributions made by the staff of the Lerøy Seafood Group throughout 2002 and this year, too, individual flexibility and

effort when adjusting to new situations have proved vital.

#### Health, safety and the environment

Two minor incidents were registered among the Group's employees in 2002. Total time lost due to illness in the Norwegian subsidiaries amounted to 6.8 % (5.3 %) divided between 3.1 % (2.7 %) in short-term absences and 3.7 % (2.6 %) in long-term absences. The foreign subsidiaries do not keep statistics on time lost due to illness. The company's organisation is under continuous review to ensure that it will be able to deal with any new challenges that may arise. The working environment and cooperative atmosphere is good.

#### **External environment**

The Lerøy Seafood Group does its best at all times to keep up with the changing requirements of the authorities regarding environmental investments. The company's operations are closely linked to natural conditions in Norwegian and international waters.

# Annual results and allocations in Lerøy Seafood Group ASA

In 2002, Lerøy Seafood Group ASA made a profit of NOK 17.8 million compared to last year's results of NOK 18.2 million.

The Board proposes that the profits for 2002 be distributed as follows: Dividends, NOK 0.60 per share 17,664,460 Transferred to other equity capital 100,704 Total allocation 17,765,164

#### Market situation/future prospects

The Group's level of activities is good and the Board of Directors considers future prospects for the Group to be favourable. The accounts have been submitted on the assumption of continued operations. The situation in the global economy gives rise to considerable uncertainty for the future, but we expect somewhat better framework conditions for the Group's overall activities in 2003. However, our subsidiary Hallvard Lerøy AS remains hampered by the political trade barrier represented by the so-called salmon agreement with the EU Commission.

There is still considerable uncertainly as to how long the EU authorities will uphold today's minimum price regime.

In 2002, the Group exported a broad range of seafood products from Norway to more than 40 countries, the largest being Japan, France and Sweden. The demand for the Group's products is good. Competition in the international market for foods requires the Group constantly to seek more cost-efficient and market-oriented solutions in the effort to satisfy the customers, and thus to ensure profitable growth in the future.

# Bergen, 28 March 2003 The Board of Lerøy Seafood Group ASA.



Svein Milford
Chairman



Fons Brüsselmans



Hallvard Lerøy jr



Hans Petter Vestre (employee representative)



Leif O. Strand



Ole-Eirik Lerøy Group Managing Director Lerøy Seafood Group



Lerøy Seafood Group will also in the future strive to provide its customers with cost-effective, individually forward-looking solutions, thus providing the Group and its partners with the best possible opportunities for growth. It is vital that the interaction between businesses in the value chain making up this network starts with the requirements and wishes of the end user. The network must ensure the mutual exchange of expertise between partners. Businesses within the network, regardless of ownership, must be given good opportunities to focus on their own core activities and to capitalise on scale advantages and reduced risks.

# Management Report 2002

#### r: Consolidated activities

The Group's core activities encompass product development and the sale, marketing and distribution of seafood. The Group operates through subsidiaries in Norway, Sweden and France and through a network of sales offices that ensure its presence in the most important markets. The Group's task is to satisfy the customer's requirements for cost-effective and continuous supplies of a wide range of high-quality seafood products. The Group's global sales network allows it to act as an efficient supplier with good product-range, thus reducing the risk for the Group and its partners. Lerøy Seafood Group will also maintain strategic spread in geographic markets, but will continue to use its resources to focus on selected markets with a view to maintaining or expanding its market shares. Developments in the world's food markets demonstrate the increasing demands on marketing and the need for different approaches, depending on the geographic markets and the products with which one is working. Lerøy Seafood Group will therefore also in the future strive to provide its customers with cost-effective, individually forward-looking solutions, thus providing the Group and its partners with the best possible opportunities for growth. It is vital that the interaction between businesses in the value chain making up this network starts with the requirements and wishes of the end user. The network must ensure the mutual exchange of expertise between partners. Businesses within the network, regardless of ownership, must be given good opportunities to focus on their own core activities and to capitalise on scale advantages and reduced risks.

The Group divides its products into the main sectors of salmon products, whitefish, pelagic fish and other species. The distinction between farmed species and wild fish is significant and requires

different logistics systems and working methods. These products are distributed in the Norwegian market and more than 40 other markets worldwide. The broad range of products offered by the company provides sales advantages in most market areas. The company's strategy is to meet the market's ever-increasing demands for quality, range of products, cost efficiency and continuity of supply. This is achieved by coordinating the Group's sales network with established strategic alliances of sea farms, fishing vessels and fish processing plants primarily along the coast of Norway. The Group's business systems are under constant review.

The Group works actively to ensure that systems and routines safeguard profitability requirements. As the industry is in such rapid growth, the demands for risk management are particularly stringent in certain areas. Traditionally, the Norwegian and large parts of the international seafood industry have been seriously undercapitalised, with an ensuing high level of financial risk. This is not compatible with the cyclical nature of the industry. Lerøy Seafood Group has always emphasised the need to secure the confidence of its financial partners, thereby gaining access to necessary outside capital on good terms. The company's financial contingency planning, both now and in the future, will allow the Group to take part in the structural reorganisations that will be necessary in the future.

There is very considerable potential in the seafood industry, but if this is to be exploited its fullest, new products will have to be created and developed in line with the evolution of new markets. Lerøy Seafood Group is active in the development of new products and markets under the motto "what can be sold is produced". The political trade barriers imposed on the Norwegian fish farming industry by superior political forces represented by

the EU also underline the need to open up new markets.

In 1996, action taken by Scottish and Irish fish farmers to set up trade barriers against Norwegian fish farmers led to the EU's Fisheries Commission opening an enquiry into dumping allegations levelled at the Norwegian fish farming industry. The outcome of this enquiry was an agreement signed by the European Commission and Norwegian export companies in 1997, the purpose of which was to ensure that Norwegian farmed fish was not sold below a fixed minimum price and that sales of Norwegian farmed salmon to the EU did not rise by more than 10% p.a. over the period of the agreement. In connection with the agreement, it was also agreed that the duty on salmon exported to the EU should increase from 0.75 % to 3.0 %. This export duty was reduced to 2.7 % as from 1 March 2003. In addition to the politically motivated trade barrier that this agreement represents, the Norwegian aquaculture industry is also experiencing restrictions on production in the form of feed quotas and fish density regulations. At the time of writing, it is still not known how the EU will respond to the minimum price regime once the original agreement period has expired. If the Norwegian fish farming industry is to continue generating wealth in line with its inherent potential, the Norwegian authorities too will have to take steps to ensure that conditions are favourable in a long-term perspective. In the long run, the industry will not be able to live with such costly framework conditions. Norway as producing nation has lost market shares for several years now and is constantly being challenged by countries that provide their industries with a much better political framework. Political authorities and others determining the conditions under which we work must accept that the industry is global and that we all have to act accordingly. Lerøy Seafood Group's turnover of fresh

fish products, represent more than 75 % at present. Lerøy Seafood Group expects to maintain this share in coming years. In addition, there is a clear trend towards a rising level of processing throughout our range of products. Through many years of systematic marketing work, Lerøy Seafood Group has built up a sound position for itself within this product area. As the degree of processing rises, regardless of type of raw material, more and more stringent demands are made on those involved. Standards of cost efficiency, quality and long-term commitment through continuity of supplies will increase in both the production and marketing sectors. In addition, a high level of processing also requires closeness to the market and good logistics solutions. The Groups works with stringent demands on cost efficiency and continuous product development.

After Atlantic salmon, whitefish is the second largest product area for Lerøy Seafood Group. In recent years, this product group has developed favourably and involves cooperation with a number of small and medium-sized companies. Our association with these businesses will continue to expand and it is hoped this will provide many interesting opportunities in the future. At present, whitefish farming is a relatively modest business area, but one that is expected to show positive growth in coming years, thanks to the industry's ability and will to be innovative. The Group believes that in the long run, the production volume of cod and halibut farming will be substantial. In the future, the increased demand for whitefish will to a large extent have to be satisfied by the aquaculture industry.

The Group belives that prospects for stable and acceptable earnings in the area of pelagic fish, provided that solvency among customers develops positively, continues to improve in the main markets for pelagic fish. In the long term, the company envisions

that there will be opportunities to improve on the utilisation of pelagic products by focusing more strongly on product development combined with improved market diversification. This work will have to take place over several years.

company's main product, farmed Atlantic salmon. Even when the figures include wild salmon, Norway remains the largest supplier of Atlantic salmon. However, Norway is now in danger of losing this position.



Lerøy Seafood Group is a leading supplier of fresh pelagic fish to both Norwegian and European markets. Sale of fresh pelagic fish is a small but interesting niche product.

Throughout the year 2002, Norway has succeeded in maintaining its position as the world's leading producer nation of the Measured in value, the Group remained the largest exporter of Norwegian fish out of the country also in 2002.

The acquisition of the two Swedish companies - Allt i Fisk AB and Fiskgrossisterna i Stockholm AB - in the autumn of 2001 has improved the Group's ability to provide cost-effective distribution

of seafood in the important Swedish market. The establishment of the Group's first sales office in the USA (Boston) in September 2001 has provided the Group with a better opportunity to secure a healthy position in this important market for Norwegian fish. September 11, followed by negative developments in the global economy, gave this sales office a tough start.

need for a broad selection of products is satisfied through the Group's wide product range.

International sales and marketing demand various forms of expertise and a high degree of flexibility. For this reason, our organisation is made up of people from different sectors of trade and industry with a wide range of formal backcompany is seeking to develop its organisation through projects linked to the company's strategic goals. Against the background of the company's central position in the value chain, development and maintenance of interaction between its partners is a priority area.

The Hallvard Lerøy A/S sales offices in a number of countries represent the Group's global sales network. Such sales offices have been set up in France, Spain, China, Japan and the USA and thus cover various parts of the Group's international markets. The Group's presence in central markets allows it to follow up its key customers closely and to establish new customer relationships. The Group decided to open a sales office in Italy in the spring of 2003, and new sales offices will be established in coming years.

Apart from international sales and marketing, Hallvard Lerøy A/S is also engaged in two other sectors, one for the distribution of fresh fish to parts of the Norwegian market, Division Norway, and the other a modern processing plant with freezing capacity - Lerøy Fryseri.

Fresh fish is distributed primarily to the West Norwegian counties, but also to the important Oslo market, either directly to fresh fish counters (Western Norway) through the firmly established "Lerøy counter", or via fresh fish wholesalers in Oslo. The "Lerøy counter" is often used as a display window for Hallvard Lerøy A/S's international customers who are here presented with ideas they can take back to their domestic markets. The concept of the "Lerøy counter" originated in the early 90's and means that Hallvard Lerøy A/S is responsible for supplying the products and training the staff serving behind the counter.

Lerøy Fryseri is an efficient and modern slaughter plant located in Bergen and mainly engaged in the slaughter and



### Hallvard Lerøy A/S

Hallvard Lerøy A/S is the largest company in the Group, registering a turnover of NOK 2,139 million in the year 2002. The company suffered a significant decline in results throughout 2002, with pre-tax profits amounting to NOK 38.9 million, compared to NOK 55.2 million in 2001. The political trade barriers established by the EU through its minimum price regulations for Atlantic salmon is a serious impediment for the company. Hallvard Lerøy A/S, located at the Group's head office in Bergen, has been organised in accordance with our markets since 1 January 1996. This form of organisation focuses on customers and their needs and forms the basis for cost-effective handling of the individual customer. The market's

grounds and experience. As the company is engaged in a global industry in which framework conditions are constantly changing and developing, it is important that our staff maintain and extend their skills and competence. Our organisation may be described as young but experienced. Constant changes in the company's framework conditions require dynamic and flexible co-workers who are willing to learn, and Hallvard Lerøy AS's employees meet these requirements. The employees are dedicated to improving the company's competitive skills and results and to making sure that the company will be able to satisfy future demands and thus also the company's long-term strategies and profit targets.

With the aim of meeting future developments in the world food market, the

freezing of trout for the Japanese market. This work requires a high degree of efficiency and precision as Japanese customers place very stringent demands on end products. Lerøy Fryseri has a core of skilled and motivated co-workers. Lerøy Fryseri operates in a niche plagued by over-capacity and thus finds it difficult to achieve its earnings targets.

#### Nordvik SA

Nordvik SA is located in Boulogne sur Mer in France and is one of France's largest importers of fresh fish. Nordvik SA is a well-run company with fifteen employees. The company's sales amounted to NOK 113.4 million in 2002, giving a pre-tax profit of NOK 0.6 million.

#### Lerøy Sverige AB

Lerøy Sverige is a holding company for the two Swedish companies Lerøy Allt i Fisk AB and Lerøy Fiskgrossisterna AB. The year 2002 was the companies' first full financial year in the Group, and the company registered sales of NOK 317.4 million. Pre-tax results were NOK 5.7 million after GW amortization.

Lerøy Allt i Fisk AB, located in Gothenburg, is a full-range seafood company holding a particularly strong position in the Swedish catering and food service market. Lerøy Fiskgrossisterna AB is located in Stockholm and is Stockholm's largest distributor of seafood, with a particularly high level of expertise in the retail trade. Sweden is an important market for the Lerøy Group, and these two companies have been close partners of Hallvard Lerøy A/S for several years. Integration of these two companies into the Lerøy Group have proceeded according to plan. Further development of the two companies continues in close cooperation with their very able local management and the companies' motivated and competent staff.

#### Lerøy Smøgen Seafood AB

Lerøy Smøgen Seafood was consolidated

into the Group's accounts from 1 July 2002. Sales during the Group's ownership in 2002 amounted to NOK 51.0 million, giving pre-tax results of NOK 5.6 million after GW amortization.

Lerøy Smøgen Seafood is a Swedish seafood group organised according to the areas of activity of the three companies Strannes Røkeri AB, Strannes Delikatesser AB and Smøgen Seafood AB. In accordance with an agreement with the former owners, Lerøy Seafood Group will take over the remaining 49% of the shares on 1 July 2003. Payment will be made in cash at a price reflecting the value of the 51 % share adjusted for changes in results after the take-over.

After Japan and France, Sweden is the Lerøy Seafood Group's largest market. The acquisition of the three companies is part of Lerøy Seafood Group's long-term strategy for strengthening its presence in the company's main markets. Priority areas for the companies in Lerøy Smøgen Seafood AB are hot and cold-smoked seafood products, seafood salads and products based on seafood in brine.

Strannes Røkeri AB has for many years been one of Lerøy Seafood Group's important alliance partners. Together, the companies have developed a range of products sold in the catering markets of a number of countries.

Lerøy Smøgen Seafood supplements the acquisitions made in 2001, when today's Lerøy Sverige was established.

# Lerøy Quality Group AS

The 2002 income of Lerøy Quality Group AS amounted to NOK 0.9 million, giving a pre-tax profit of NOK 0.2 million. Most of the company's operating expenses are due to the writing down of shares in listed companies. Lerøy Quality Group is a continuation of the interest organisation Lerøy Quality Group (LQG) established in

1993. The company is owned by Hallvard Lerøy A/S and several leading Atlantic salmon farmers. Lerøy Quality Group AS is a long-term financial investor in listed shares, and the company's results reflect developments on the world's financial markets. Since its establishment in 1997 and up to the present, the company has provided its shareholders with good results despite its exposure to the stock market.

#### **Breivoll Marine AS**

In 2002, Breivoll Marine AS recorded a turnover of NOK 0.5 million and pre-tax results of NOK 0.3 million. Breivoll Marine AS is a property company which owns a fish processing plant on the island of Rolløya near Harstad. All production (slaughter of salmon and trout) is in the hands of Breivoll Marine Produkter AS in which Lerøy Seafood Group ASA is a minority shareholder.

#### r. Associates

Lerøy Seafood Group ASA has substantial ownership shares in several companies. Total investments in associates at 31 December 2002 amounted to NOK 279.2 million. These investments did not provide a satisfactory yield in 2002. The total share in profits after GW amortization gave a loss of NOK 12.8 million. The most significant reason for this was that the results of the two central companies, Hydrotech-Gruppen AS and Norskott Havbruk AS, were badly affected by the very weak prices of Atlantic salmon and trout throughout the year. However, in the long term the company's investments in financial assets are expected to provide a satisfactory yield. The company's cost price for these fixed assets indicate that a satisfactory yield will be achieved when the company can obtain what in an historic perspective may be considered "standard prices" for Atlantic salmon.

The most significant share of the capital invested in associates is allocated to the farming of salmon and trout in Norway (Hydrotech-Gruppen AS) and the UK (Scottish Sea Farms Ltd through the company Norskott Havbruk AS). The Group is therefore exposed to the risks naturally inherent in this type of operation. Apart from commercial risks, there will also be biological risks and political (regulatory) risks linked to this type of activity. The political risks include everything from access to markets (particularly for production in Norway), changes in operating permits, emission permits linked to concessions rules, etc. There is still uncertainty about how strong the growth in prices for salmon and trout will be in the current year. The Group does not expect there to be negative developments in other framework conditions. Competition from Chilean farming operations has been keen in recent years and will probably continue.

Pelagic operations, under certain conditions, are interesting product areas. Ownership interests in Egersund Fisk AS allow the Group to be represented also within this product area, though only to a limited extent. The greatest challenges linked to the reception and distribution of pelagic fish for consumption are considerable overcapacity on the industrial sector/reception side and major challenges linked to credit risks in the main markets for herring, ie Russia, the Ukraine and other Eastern European countries.

The Group applies several criteria to the selection of possible alliance partners/ investment objects, some of which will be commented on here. The Group always considers what qualifications the alliance partner has that will ensure satisfactory operations. These are considered in terms of management expertise, but equally important is the expertise within the organisation in general. It is important

that the object's balance sheet with adjustments is acceptable in terms of the Group's risk profile. Similarly, any alliance partners must show an awareness of the significance of continuous, quality-assured, market-oriented production.

#### Norskott Havbruk AS

Fifty percent of Norskott Havbruk AS is held by Lerøy Seafood Group ASA, and the remaining fifty percent is held by the fish farming company SalMar AS. Norskott Havbruk AS was set up in 2001 for the sole purpose of acquiring the company today bearing the name Scottish Sea Farms Ltd. Norskott Havbruk AS today owns 100% of Scottish Sea Farms Ltd, the second largest fish farming company in the UK. Scottish Sea Farms Ltd has operations in Scotland and in the Shetland islands. The company has a production capacity for Atlantic salmon of more than 25,000 tons gutted weight (GWT).

In 2002, the company slaughtered 19,000 GWT. In addition, the company's smolt production covers much of its own needs. The remainder of the company's needs is covered by agreements with independent smolt producers. The company also has two modern landbased plants for processing salmon in Scotland and in Shetland. Scottish Sea Farms Ltd, together with the company's highly skilled management and employees, is to be developed into a leading and cost-effective producer of Atlantic salmon within the EU. The company already holds a strong position in several high-quality market segments, for instance under the respected brand name Label Rouge.

# Hydrotech-Gruppen AS

Hydrotech-Gruppen AS is a medium-sized fish farming company located in Kristiansund. Lerøy Seafood Group ASA first became a shareholder (23 %) in the company through a private placement in

1999. Since then, Lerøy Seafood Group ASA has purchased shares to bring it up to its present-day 39 % ownership interest. Hydrotech-Gruppen AS runs 18 licences for farming salmon and trout in the sea. Moreover, the company has licences for producing smolt and supplying smolt to other fish farms in Norway. The company's plant for processing salmon and trout in Kristiansund is a modern plant capable of handling the company's total volume. In addition, the company has its own well boat company with two well boats. Hydrotech-Gruppen AS is one of Norway's largest producers of trout. Both as shareholder and as a partner through the joint venture agreement between Hallvard Lerøy A/S and Hydrotech-Gruppen AS, Lerøy Seafood Group together with the company's founder and management will do their best to ensure that Hydrotech-Gruppen AS continues its favourable development.

#### **Egersund Fisk AS**

The shares in Egersund Fisk AS were acquired in January 2001. This investment underlines the Group's desire to be involved also in the field of pelagic fish. Egersund Fisk AS is located in Egersund, Norway's foremost fisheries port. The main companies in Egersund Fisk AS are Egersund Seafood AS and Egersund Sildoljefabrikk AS. Egersund Seafood AS is a consumer plant for pelagic fish. The plant is well run and receives more than 30,000 tonnes of herring and mackerel per year.

Egersund Sildoljefabrikk AS produces meal and oil used mainly as raw materials for farmed fish feeds. The company receives between 130,000 and 150,000 tonnes of marine raw materials every year.

#### Sigerfjord Aqua AS

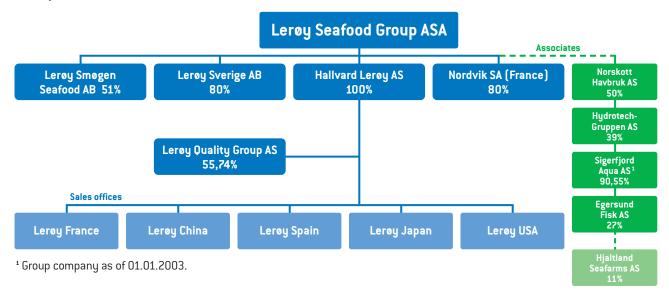
The company is Norway's largest Arctic char farm. Production this year will exceed 250 tonnes, while total production

of Arctic char in Norway will be about 400 tonnes. The company is still in the process of building up its resources, but substantial large-scale benefits are expected from the production of portion-sized Arctic char. The company's own production has risen sharply in

recent years and production efficiency has improved substantially. Close cooperation with Hallvard Lerøy A/S on the marketing side provides good opportunities for steady and cost-effective distribution of the company's still modest volumes. Artic char is an

important article in the Swedish market and will therefore provide the Group's Swedish companies with additional sales arguments. The company became part of the Group as of 1 January 2003.

# n Corporate structure



# n Priority tasks

Lerøy Seafood Group's vision is to be the leading, most profitable Norwegian supplier of seafood. To achieve this, the company must continue to focus in particular on:

#### Alliances

- Values are generated by businesses forming a network in the value chain. Businesses in the network must have good opportunities to focus on own core activities and to capitalise on the network's large-scale benefits and reduced risks. We depend on constantly developing and improving our core operations on the basis of long-term and committed alliances with both suppliers and customers to ensure profitable solutions that are cost effective and adapted to the various markets.

#### **Market orientation**

- Emphasising market orientation and forward-looking solutions that will ensure profitability.

#### Quality

- Cooperating with and being among the leading companies within quality assurance to ensure customer satisfaction and thus also profitability.

#### Risk management

- Continuing to develop systems for disclosing risks in order to avoid an imbalance between commercial risks and the demand for profitability. The Group's risk profile and its strategies for economic growth are to be coordinated with the Group's available resources.

#### **Know-how**

- Giving priority to the development of expertise in all sectors and at all levels. Profitable growth requires improved competence in the fields of management, improved operations, strategic commercial development, the development of incentive systems, financial management, exploitation of new technology, product and market knowledge and systematic marketing.

This will ensure the best possible utilisation of the Group's joint resources to provide optimum financial growth for the company's shareholders, employees and its important partners.

# **Group management**



Oyvind Fossoy Managing Director Hallvard Lerøy AS



Ole-Eirik Lerøy **Group Managing Director** Lerøy Seafood Group



Helge Singelstad Group Finacial Director Lerøy Seafood Group

# Income statement All figures in NOK 1.000

Lerøy	Seafood G	Group ASA	Lerøy Seafood Group Consolid				
2000	2001	2002	Notes	2002	2001	2000	
			OPERATING REVENUES AND OPERATING EXPENSES				
1 794	2 391	2 422	Operating revenues 12	2 555 606	2 530 457	2 721 621	
			Cost of materials	2 326 928	2 332 845	2 571 504	
			Salaries and other personnel expenses 10,13	91 979	67 563	50 676	
474	1 782	699	Other operating expenses	70 447	58 258	52 342	
1 278	1 473	1 175	Ordinary depreciation and amortization 2,3	11 207	7 006	6 192	
			· ,				
1 752	3 255	1 874	Total operating expenses	2 500 561	2 465 672	2 680 714	
42	-864	548	Operating profit	55 045	64 785	40 907	
			FINANCIAL INCOME AND FINANCIAL EXPENSES				
11 500	25 000	14 500	Income from investments in subsidiaries 8				
			Income from associates 4	-12 753	-1 643	13 098	
5 019	-109	2 737	Net financial items 14	-2 108	-6 512	-2 255	
16 561	24 027	17 785	Profit before tax 4	40 184	56 630	51 750	
-4 281	-5 842	-20	Taxation 11	-10 663	-15 753	-11 341	
12 280	18 185	17 765	PROFIT FOR THE YEAR	29 521	40 877	40 409	
12 280	18 185	17 765	Majority interests	25 650	39 281	40 039	
			Minority interests	3 871	1 596	370	
0.10			Allocation:				
616	6 521	101	Allocated to other equity 1				
11 664	11 664	17 664	Allocated to dividends payable				
			Faurings now shows	4.42	2.40	2.20	
			Earnings per share	1,13	2,10	2,30	
			Diluted earnings per share	1,13	2,08	2,26	

# Balance sheet

All figures in NOK 1.000

# **Lerøy Seafood Group ASA**

# Lerøy Seafood Group Consolidated

2001	2002		Notes	2002	2001
		FIXED ASSETS			
508	607	Deferred tax assets	11	3 393	2 640
		Goodwill	2	20 307	13 412
508	607	Total intangible assets		23 700	16 052
		Operating equipment	3	27 196	17 425
20 039	19 709	Buildings and real estate	3	39 518	26 191
20 039	19 709	Total tangible fixed assets		66 714	43 616
11 724	12 945	Investments in shares	4	14 710	13 169
81 074	104 449	Shares in subsidiaries	4		
275 858	273 653	Shares in associates	4	279 209	293 507
		Pension assets	10	1 032	970
368 656	391 047	Total financial assets		294 951	307 646
389 203	411 363	TOTAL FIXED ASSETS		385 365	367 314
		CURRENT ASSETS			
		Inventories	7	69 068	44 805
	215	Accounts receivable	8	329 978	255 234
39 000	39 000	Accounts receivable, Group	8		
1 575	2 051	Other receivables	8	50 012	85 261
40 575	41 266	Total receivables		379 990	340 495
		Shares and securities		4 348	2 253
3 492	323 395	Cash and equivalents		359 484	24 479
44 067	364 661	TOTAL CURRENT ASSETS		812 889	412 031
433 270	776 024	TOTAL ASSETS		1 198 254	779 345

# Balance sheet

All figures in NOK 1.000

# **Lerøy Seafood Group ASA**

# **Lerøy Seafood Group Consolidated**

2001	2002		Notes	2002	2001
		EQUITY			
19 441	29 441	Share capital	1	29 441	19 441
-53	-148	Own shares	1	-148	-53
183 926	476 049	Share premium reserve	1	476 049	183 926
203 314	505 342	Total equity contributions		505 342	203 314
21 155	18 495	Other equity	1		
		Other consolidated capital	1	113 130	109 201
21 155	18 495	Total earned equity		113 130	109 201
		Minority interests		22 604	9 442
224 469	523 837	TOTAL EQUITY		641 076	321 957
		LIABILITIES			
		Pension liabilities	10	310	793
		Total accrued liabilities		310	793
		Deferred tax	11	4 399	
165 000	165 000	Long-term debt	6	182 432	178 132
165 000	165 000	Total other long-term liabilities		186 831	178 132
165 000	165 000	Total long-term liabilities		187 141	178 925
		Accounts payable		220 131	196 968
		Short-term loans	6	80 549	12 058
24 500	64 707	Accounts payable, Group companies	8		
		Public duties payable		6 343	7 534
6 140	136	Taxes payable	11	7 765	19 038
11 664	17 664	Dividends payable		17 864	11 664
1 497	4 680	Other short-term liabilities		37 386	31 202
43 801	87 187	Total short-term liabilities		370 038	278 464
433 270	776 024	TOTAL EQUITY AND LIABILITIES		1 198 254	779 345

Bergen, 28 March 2003

Board of Directors - Lerøy Seafood Group ASA

Svein Milford Chairman

Hallvard Lerøy 🖟

Leif O. Strand

Fons Brüsselmans

Hans Petter Vestre (employee representantative)

Ole-Eirik Lerøy Group Managing Director Lerøy Seafood Group

# Cash flow statement All figures in NOK 1.000

	Lerøy Seafoo	od Group ASA	Lerøy	Seafood Grou	ıp Consolidated
	2001	2002		2002	2001
			CASH FLOWS FROM OPERATING ACTIVITIES		
	24 027	17 785	Profit before tax	40 179	56 630
	-4 541	-6 123	Tax paid during the period	-20 467	-11 857
	-2 508		Profit/loss from sale of fixed assets	-143	-2 645
			Profit/loss from sale of shares	-218	
	1 473	1 175	Ordinary depreciation	10 986	7 006
			Written-down investment in shares	856	
			Changes in inventories	-3 086	3 976
		-215	Changes in accounts receivable	-66 120	94 178
			Changes in accounts payable	14 593	-68 085
	2 915	2 752	Changes in other accrued items	30 060	12 933
			Changes in capitalized pension fund	-545	-424
	-25 000	-14 500	Income from investments in subsidiaries		
			Changes in results of associates (equity method)	12 753	1 643
	-3 634	874	Net cash flows from operating activities	18 848	93 355
			, ,		
			CASH FLOWS FROM INVESTMENT ACTIVITIES		
			Payments received from sale of fixed assets	732	493
	-3 361	-845	Payments made for acquisition of fixed assets	-8 965	-15 012
	11 219		Payments received on long-term loans outstanding		
	12 510		Payments received from sale of shares in other businesses	955	12 510
	-227 919	-22 391	Payments made for acquisition of shares in other businesses	-4 621	-208 642
			Payments made for acquisition of group companies	-18 372	
	12 304		Payments received on short-term group loans outstanding		
	-195 247	-23 236	Net cash flows from investment activities	-30 271	-210 651
			CASH FLOWS FROM FINANCING ACTIVITIES		
			Net payments received from overdraft facilities	62 486	
			Net payments made on overdraft facilities		-41 926
	189 500		Payments received from acquisition of new long-term liabilities	92	182 140
		40 207	Payments received from acquisition of new short-term liabilities		
			Payments made for repayment of long-term liabilities	-6 507	-13 219
		302 123	Paid-in equity	302 123	
	-4 146	-2 901	Payments made from acquisition/sale of own shares	-2 901	-4 146
	-11 664	-11 664	Dividend payments	-11 664	-11 664
	25 000	14 500	Payments of group contributions received		
	198 690	342 265	Net cash flows from financing activities	343 629	111 185
	-191	319 903	Net cash flows for period	332 206	-6 111
	3 683	3 492	Cash position at beginning of period 1)	27 278	30 590
1	3 492	323 395	Cash position at end of period	359 484	24 479
			This consists of:		
	3 492	323 395	Bank deposits, etc	359 484	24 479
			Of which commited funds	3 321	2 509
			Unused overdraft facilities (see also Note 6)	22 857	77 942

<sup>1)</sup> Corrected for cash reserves received through acquisitions during the financial year

# Notes - Annual Accounts 2002

The annual accounts have been drawn up in accordance with the Accounting Act of 1998 and generally accepted accounting principles.

All figures in the notes are stated in NOK 1,000.

#### Principles of consolidation

The consolidated accounts comprise the parent company Lerøy Seafood Group ASA and the subsidiaries Hallvard Lerøy AS, TiMar Seafood AS, Lerøy & Strudshavn AS, Lerøy Quality Group AS, Breivoll Marine AS and the overseas subsidiaries Nordvik SA, Lerøy Sverige AB and Lerøy Smøgen Seafood AB. Sigerfjord Aqua AS was consolidated as a subsidiary as of 31.12.02. The consolidated accounts are drawn up according to uniform principles in that the subsidiaries apply the same accounting principles as the parent company. Inter-company transactions, accounts receivable and payable are eliminated. Profit and loss transactions of overseas subsidiaries are converted at the average rate of exchange in the consolidated period. The balance sheets of overseas subsidiaries are converted at the rate of exchange on 31 December. Conversion differences are booked against the Group's equity capital. Upon acquisition of subsidiaries, the acquisition price of shares in the parent company is eliminated against the equity in the subsidiairies at the time of acquisition. The difference between acquisition price and net book value of assets in the subsidiaries at the time of acquisition is assigned to the assets to which the premium is linked within the market value of these assets. That part of the acquisition price that cannot be ascribed to specific assets represents goodwill. Goodwill is amortized linearly over assumed economic life.

#### **Minority interests**

The minority share of the profit for the year is shown as a separate item in the consolidated accounts after the year's

profit. The minority share of the group's equity capital is shown as a separate item in the consolidated equity capital.

#### **Associates**

Associates are companies in which the Group holds an interest of between 20 and 50%, and where the investment is long-term and of a strategic nature. In the consolidated accounts, associates are valued according to the equity method. The consolidated account share of the results is based on the results of the affiliated companies after tax, less internal profits and any amortization of premium due to fact that the acquisition price of shares was higher than the acquired proportion of the booked equity. In the Income Statement, this profit is shown under financial items, while the assets are shown in the Balance Sheet under financial assets.

#### Operating revenues

Operating revenues are booked when earned. Sales of goods and services are therefore normally booked at time of delivery. Fees, discounts, bonuses and other sales costs are deducted from the operating revenues.

## Classification and evaluation of Balance Sheet items

Current assets and short-term liabilities comprise items due for payment within one year of the end of the fiscal year, as well as items related to the trading cycle. Other items are classified as fixed assets/long-term liabilities.

Current assets are valued at the lower of acquisition cost and market value. Short-term liabilities are entered in the Balance Sheet at their nominal value at the time of establishment.

Fixed assets are valued at acquisition cost, but written down to market value if the decline in value is not considered to be temporary. Long-term liabilities are booked in the Balance Sheet at their nominal value

at the time of establishment.

#### Accounts receivable

Accounts receivable and other receivables are booked in the Balance Sheet at face value less allocations for anticipated loss. Loss allocations are made on the basis of individual assessments of the various items. In addition, an unspecified allocation is made to cover anticipated loss.

#### Inventories

Inventories are valued at the lower of acquisition cost and assumed sales value less sales expenses.

#### Foreign currency

Accounts receivable and payable in foreign currencies are valued at the rate of exchange at the end of the financial year. The company seeks to protect itself against fluctuations in exchange rates by means of various instruments, mainly forward contracts, which are also valued at the rate of exchange at the end of the financial year and booked against accounts receivable in the Balance Sheet.

#### Short-term investments

Short-term investments (shares assessed as current assets) are valued at the lower of average acquisition cost and market value at the end of the financial year. Dividends and other distributions received from the companies are booked as other financial items.

# Long-term investments

Long-term investments (shares assessed as fixed assets) are booked in the Balance Sheet at acquisition cost. The investments are written down to real value if the decrease in value is not considered to be temporary. Dividends and other distributions received from the companies are booked as other financial items.

# Fixed assets

Fixed assets are booked in the accounts at acquisition cost less accumulated

depreciation. Depreciation is linear over assumed economic life. Similar principles are applied to intangible assets.

**Pensions** 

The figures used for booking pensions are based on a linear earnings profile and anticipated final salary. Plan changes are accrued over the anticipated remaining earnings period. The same applies to deviations from the estimate to the degree that these exceed 10% of the higher of either pension commitments or pension funds (corridor). The employment tax contribution is included in these figures. Figures are based on actuarial calculations. The subsidiaries Lerøy Sverige AB and Lerøy

Smøgen Seafood AB have a contributionbased pension scheme.

#### Taxation

Taxation in the Income Statement includes both the taxation during the period and changes in deferred tax. Deferred tax is calculated at a rate of 28% on the basis of the temporary differences that exist between accounting and taxable values, as well as the assessed deficit to be carried forward at the end of the financial year. Temporary tax-increasing and taxdecreasing differences which reverse or may reverses the figures in the same period have been assessed and booked at net value. The foreign subsidiaries do not

assess deferred tax assets and these figures are thus presented as gross deferred tax.

#### Cash flow statement

The consolidated cash flow statement shows the total consolidated cash flows broken down by operating, investment and financing activities.

Acquisitions of subsidiaries are considered an investment activity for the Group and are shown separately with the deduction of cash reserves in the company acquiried. The statement shows how the various activities affect cash reserves.

# Note 1 Equity

(All figures in NOK 1.000)

# Lerøy Seafood Group ASA

The year's changes in equity

	Share capital	Own shares Shar	re Premium reserve	Other equity	Total
Equity at 01.01.	19 441	-53	183 926	21 155	224 469
Own shares		-95		-2 761	-2 856
Share issue	10 000		292 123		302 123
Year's profit transferred to equity				101	101
Equity at 31.12.	29 441	-148	476 049	18 495	523 837

	Lerøy Seafood Group ASA		Lerøy Seafood Group	Group Consolidated	
	2002	2001	2002	2001	
Equity at 01.01.	224 469	222 094	312 515	288 476	
Year's profit transferred to equity	101	6 521	7 986	28 426	
Share issue	320 000		320 000		
Costs of share issue	-17 877		-17 877		
Gain/loss from sale of own shares	-2 856	-4 146	-2 856	-4 146	
Foreign exchange differences			-1 296	-241	
Equity before minority interests at 31.12	523 837	224 469	618 472	312 515	
Minority interests			22 604	9 442	
Equity after minority interests at 31.12.			641 076	321 957	

#### Own shares

In the year 2002, Lerøy Seafood Group ASA acquired 151,600 shares in the market for NOK 3.7 million, giving an average price per share of NOK 24.30. As at 31.12.02, holdings of own shares amounted to 147,723, giving an average price per share of NOK 24.43. The shares have been used in part to honour option commitments, cp. also note 13.

The number of own shares is calculated as follows:

In hand 31.12.	147 723
Used for honouring option programme	-52 100
Sold in 2002	-5 000
Acquired in 2002	151 600
In hand 01.01.	53 223

# Note 2 Intangible assets

(All figures in NOK 1,000)

Lerøy Seafood Group Consolidated	Goodwill
Acquisition costs at 01.01	16 273
Intangible assets acquired	8 873
Acquisition costs at 31.12.	25 146
Accumulated amortization at 31.12.	-4 839
Book value at 31.12.	20 307
Year's amortization	1 978

Goodwill is linked to the last stage of the acquisitions of the subsidiary Hallverd Lerøy AS in 1997, TiMar Seafood AS in the year 2000 and Lerøy Sverige AB in the year 2001. The increase in goodwill is linked to the acquisition of Lerøy Smøgen Seafood AB and Sigerfjord Aqua AS in 2002. Goodwill is amortized over anticipated life as rendered probable through acquisition analyses, but limited upwards to no more than ten years.

## Note 3 Fixed assets

(All figures in NOK 1,000)

Lerøy Seafood Group ASA						
Fixed assets	Real estate	Buildings			Total	fixed assets
Acquisition value at 01.01.	2 090	33 399				35 489
Fixed assets acquired		846				846
Acquisition costs at 31.12.01	2 090	34 245				36 335
Accumulated depreciation at 31.12.		16 626				16 626
Book value at 31.12.	2 090	17 619				19 709
Year's depreciation		1 175				1 175
				Fittings/		
Lerøy Seafood Group Consolidated			Machinery,	furnishings	Transport	Total fixed
Fixed assets	Real estate	Buildings p	orod. equipment	computers	equipment	assets

Lerøy Seafood Group Consolidated			Machinery,	furnishings	Transport	Total fixed
Fixed assets	Real estate	Buildings pro	od. equipment	computers	equipment	assets
Acquisition value at 01.01.	2 090	41 559	17 045	39 371	3 341	103 406
Value in excess of						
book value - acquisitions	3 427	6 681				10 108
Acquired subsidiaries	1 651	15 906	16 269	8 948		42 774
Operating equipment acquired		846	508	6 588	1 023	8 965
Operating equipment sold				635	1 306	1 941
Acquisition costs at 31.12.	7 168	64 992	33 822	54 272	3 058	163 312
Accumulated depreciation at 31.12. Accumulated amortization of value in		30 548	22 238	38 910	1 654	93 350
excess of book value - acquisitions a		2 004				2 004
Accumulated write-downs at 31.12.		90	30	1 124		1 244
Book value at 31.12.	7 168	32 350	11 554	14 238	1 404	66 714
Voor's depresintion		2 108	2 243	4 412	466	9 229
Year's depreciation	- (an mata 2)	۷ 108	2 243	4 412	400	
Year's amortization, intangible assets	s (cp. note 2)					1 978
Total year's depreciation						11 207

Both the parent company and the Group depreciate all fixed assets according to the linear method.

The economic life of the assets is calculated as follows:

• Buildings and other real estate 20 - 25 år • Machinery and fittings 2,5 -15 år • Land Not depreciated

Note 4 Subsidiaries, associates, etc

(All figures in NOK 1.000)

					C	onsolidated		
Lerøy Seafood Group Consolidat	ed			Acquisition	Consolidated	profit		
		No. of	Ownership/	price/	value	before tax		
Subsidiary	Place of business	shares	voting share	book value	subsidiary	2002		
Hallvard Lerøy AS	Bergen	230 000	100 %	36 657	115 940	38 304		
TiMar Seafood AS	Trondheim	200	100 %	21 214	22 302	-1 077		
Lerøy Sverige AB	Gøteborg, Sweden		80 %	20 248	30 498	5 736		
Lerøy Smøgen Seafood AB	Smøgen, Sweden		51 %	16 971	30 388	5 615		
Sigerfjord Aqua AS	Sigerfjord	82 400	90,55 %	6 405	6 463			
Nordvik SA	Boulogne, France	2 000	80 %	2 523	4 823	620		
Lerøy & Strudshavn AS	Bergen	96	100 %	233	-518	-15		
Breivoll Marine AS	Hamnvik	260	52 %	200	1 750	291		
Total Lerøy Seafood Group ASA				104 449	211 646	49 474		
Lerøy Quality Group AS	Bergen	557	55 %	557	3 583	178		
Total Lerøy Seafood Group Cons	olidated			105 006	215 229	49 652		
Profit before tax Lerøy Seafood Group ASA (before group contributions)								
Profit of the year from associates (see below)						-12 753		
Consolidated profit before tax								
Residual value of intangible assets at 31.12. ( ref. Note 2)								

Associates are valued according to the equity method in the consolidated accounts.

Analysis of changes in book value	Hydrotech	Egersund	Sigerfjord	Norskott	
	Gruppen AS	Fisk AS	Aqua AS	Havbruk AS	TOTAL
Place of business	Kristiansund	Egersund	Sigerfjord	Bergen	VALUE
Ownership/voting share	39 %	27 %	46 %	50 %	
Balance sheet equity at time of acquisition	39 228	20 000	1 280	163 273	223 781
Intangible assets 1)	51 153		924		52 077
Transferred to subsidiaries			-2 205		-2 205
Acquisition value	90 381	20 000	-	163 273	273 653
Calculation of share in year's profit					
Share in year's profit	827	888	-507	-10 466	
Amortization of intangible assets	3 495				
Share in year's profit	-2 668	888	-507	-10 466	-12 753
Calculation of book value at 31.12.					
Opening balance at 01.01.	106 654	21 548	2 052	163 253	
Share in year's profit	-2 668	888	-507	-10 466	
Transferred to subsidiaries			-1 545		
Closing balance at 31.12.	103 986	22 436	-0	152 787	279 209
1) Residual value of intangible assets at 31.12.	43 050		924		43 974

Intangible assets consist of licenses and goodwill, where goodwill is amortized according to the linear method at a rate of 10% p.a.

	Place of	No. of	Ownership/	Acquisition	Book
Other shares	business	shares	voting share	price	value
Hjaltland Seafarms AS	Austevoll		11,00 %	11 000	11 000
Breivoll Marine Produkter AS	Hamnvik	245	37,14 %	245	245
Misc. minor shareholdings				1 700	1 700
Total no. of shares in Lerøy Seafood Group				12 945	12 945
Bulandet Eiendom AS	Bulandet	625	12,67 %	625	625
Misc. minor shareholdings				2 030	1 140
Total no. of shares in Lerøy Seafood Group Consoli	idated			15 600	14 710

# Note 5 Forward exchange contracts

(All figures in NOK 1,000)

# Lerøy Seafood Group Consolidated

The table shows forward exchange contracts at 31.12. All contracts concern the sale of currency against Norwegian kroner Value of forward

	contract in currency	Forward exchange rate	Forward amount in NOK
USD	8 900	7,360	65 504
EURO	13 300	7,359	97 875
JPY	650 000	0,060	39 000
Total			202 379

Forward contracts, together with drawing rights/deposits in multi-currency accounts, have been arranged in order to, as far as possible, hedge risk on outstanding customer receivables and sales contracts.

# Note 6 Liabilities, mortgages and guarantees

(All figures in NOK 1,000)

	Lerøy Seafood Group ASA		Lerøy Seafood Group Consolidated	
	2002	2001	2002	2001
Long-term, interest-bearing loans				
Loans from credit institutions 1)	165 000	165 000	181 300	178 132
Loans linked to capitalized leases			1 132	
Total long-term interest-bearing loans 31.12.	165 000	165 000	182 432	178 132
Short-term interest-bearing loans				
Loans from credit institutions (multi-currency overdraft fac	cilities) -	_	80 549	12 058
Total short-term interests bearing loans 31.12.		-	80 549	12 058
local short term intereste searing loans 52.22.			00 040	12 030
Total interest-bearing loans 31.12.	165 000	165 000	262 981	190 190
Bank deposits	323 395	3 492	359 484	24 479
Net interest-bearing loans 31.12.	-158 395	161 508	-96 503	165 711
Loans secured by mortgages				
Long-term loans from credit institutions 1)	165 000	165 000	182 432	178 132
Short-term loans from credit institutions				
(multi-currency overdraft facilities) 2)			80 549	12 058
Total loans secured by mortgages 31.12.	165 000	165 000	262 981	190 190
Moutro rod accets				
Mortgaged assets: Accounts receivable			291 158	205 795
Inventories			56 529	32 339
Shares in associates	163 273	163 273	152 787	163 253
Buildings/operating equipment	103 21 3	103 213	25 833	20 039
Total	163 273	163 273	<b>526 307</b>	421 426
iotai	100 Li 0	103 E1 3	320 301	121 120
Long-term loans due for repayment after more than five year	ars			
Loans from credit institutions 1)	72 188	92 830	77 659	92 830
Total	72 188	92 830	77 659	92 830
Guarantees made on behalf of the Group 3)	68 700	68 400	70 200	79 900

(continued on next page)

- 1) Repayment plan for loans in Lerøy Seafood Group ASA: First repayment due August 2003, and the loan is then to be repaid over 8 years in equal half-yearly instalments. Interest conditions for the loan are currently so-called "pro-term" conditions. The financial "covenants" for this long-term funding are a requirement to soundness which mean that the Group's equity ratio shall be more than 25% and the company's interest-bearing liabilities shall on average not exceed 5 in relation to EBITDA.
- 2) Financial "covenants" linked to short-term drawing rights provide facilities for up to 65 % of the so-called borrowing base (accounts receivable, inventories, etc.). The borrowing base for the subsidiary Hallvard Lerøy A/S linked to this type of credits amounted to about NOK 300 million at the turn of the year. The established limit for the Group at the turn of the year (NOK 102 million) for this type of credit is significantly lower than that reflected by the borrowing base. The established limit currently reflects the Group's reduced need for debt capital.
- 3) In connection with the funding of Scottish Sea Farms Ltd, subsidiary of the associate Norskott Havbruk AS, Lerøy Seafood Group ASA has submitted a guarantee to the lenders in the amount of GBP 5,0 mill. In addition, Lerøy Seafood Group ASA has submitted a guarantee for the funding of Hjaltland Seafarms Ltd for a total of NOK 3,7 mill. In addition, the Group has submitted guarantees for in all NOK 0.5 million to various fish marketing boards in Norway. The guarantees are submitted on behalf of the subsidiary Hallvard Lerøy AS. The subsidiary Lerøy Sverige AB has submitted guarantees for a total of NOK 1 million.

#### Note 7 Inventories

(All figures in NOK 1,000)

Lerøy Seafood Group Consolidated	2002	2001
Hallvard Lerøy AS	39 644	32 339
TiMar Seafood AS		789
Lerøy Sverige AB	8 443	10 170
Lerøy Smøgen Seafood AB	6 333	
Nordvik SA	3 764	1 507
Sigerfjord Aqua AS	10 884	
Total value consolidated inventories	69 068	44 805

The Group's inventories consist primarily of goods in transit for export. Inventories at 31.12. have been written down by NOK 2.9 million for obsolence.

## Note 8 Intercompany accounts between Group companies and other receivables

(All figures in NOK 1,000)

#### Lerøy Seafood Group ASA

2002	2001
39 000	39 000
39 000	39 000
2002	2001
64 707	24 500
64 707	24 500
2002	2001
14 500	25 000
14 500	25 000
	39 000 39 000 2002 64 707 64 707 2002 14 500

	Lerøy Seafood Group ASA		Lerøy Seafood Group	Konsern
Accounts receivable due for payment in less than one year	2002	2001	2002	2001
Other short-term receivables	1 296	955	2 474	2 343
Total	1 296	955	2 474	2 343

Other receivables in the Balance Sheet consist mainly of VAT receivables in Norway.

Accounts receivable are for the most part secured by credit insurance or other forms of guarantees.

# Note 9 Share capital and shareholder information

(All figures in NOK 1,000)

# Lerøy Seafood Group ASA

The share capital consists of:	No.	Face value	Book value
Shares	29 440 767	1	29 440 767
Total	29 440 767		29 440 767

At 31.12., Lerøy Seafood Group ASA had 1,397 shareholders. All shares carry the same rights in the company.

The largest shareholders at 31.12.:	No. of shares	Ownership share
Ferd Private Equity	5 781 307	19,64 %
Ole-Eirik Lerøy **	4 685 000	15,91 %
Hallvard Lerøy Jr.	1 490 900	5,06 %
SND Invest AS	1 296 118	4,40 %
Knut Hallvard Lerøy	1 253 210	4,26 %
Skagen Vekst	1 133 900	3,85 %
Bremnes Fryseri AS	1 124 669	3,82 %
Tine Pensjonskasse	889 300	3,02 %
DNB Markets, aksjehandel/analyse	756 618	2,57 %
Aksjefondet Gambak	600 000	2,04 %
George Harald Lerøy	475 000	1,61 %
KOS Bergen AS	406 640	1,38 %
Inma AS **	400 000	1,36 %
SalMar AS	386 826	1,31 %
Alsaker Fjordbruk A/S	341 640	1,16 %
Sunnhordland Fjordbruk AS	341 600	1,16 %
LIME AS **	310 573	1,05 %
Mowinckel Management AS	243 800	0,83 %
Vesta Liv AS	243 800	0,83 %
Statoils Pensjonskasse	242 000	0,82 %
Others	7 037 866	23,91 %
	29 440 767	100,00 %

Through direct and indirect ownership, the Group Managing Director and Chief Executive Officer Ole-Eirik Lerøy controls a total of 5,395,573 shares.\*\*

The Chairman of the Board Svein Milford controls 5,900 shares.

Through direct and indirect ownership, Board Member Hallvard Lerøy jr controls 1,906,470 shares.

Board Members Alfons Brusselmans and Hans Petter Vestre own 5,400 and 8,120 shares, respectively.

#### Note 10 Pensions

(All figures in NOK 1,000)

The subsidiary Hallvard Lerøy AS has a group retirement pension scheme for 98 of its employees as well as an uninsured scheme for two of its former employees. This latter scheme is charged directly to operations. The group scheme entitles beneficiaries to defined future benefits. These depend mainly on the number of contributing years, salary level upon retirement and the benefits payable by the national insurance scheme. The commitments are secured through an insurance company. The subsidiaries Lerøy Sverige AB and Lerøy Smøgen Seafood AB have contribution-based pension schemes for its employees.

	2002	2001	2000
Current value of year's pension earnings	388	500	419
Interest expense on pension commitments	247	258	253
Yield on pension funds	-362	-372	-327
Deviation from estimate booked to income	75	-23	-30
Employment tax contribution	-24	5	-10
Net pension expense	324	368	306
	2002	2001	2000
Present value of future pension commitments	4 708	4 917	4 740
Pension assets	-5 750	-5 910	-5 232
Effect of deviation from estimate not booked to income	282	718	657
Employment tax contribution	38	98	82
Net pension liabilities (assets)	-722	-177	247

As the group retirement pension scheme is overfunded, the Balance Sheet presents gross pensions.

	2 002	2 001	2 000
Pension assets	-1 032	-970	-706
Pension liabilities	310	793	953
	-722	-177	247

Actuarial assumptions are based on those generally employed in insurance with regard to demographic factors and mortality rates.

Financial assumptions:			
Anticipated yield on pension schemes	7 %	7 %	7 %
Discount rate	6 %	6 %	6 %
Anticipated annual rate of increase in wages/pensions/national			
insurance base-rate adjustments	2 %	2 %	2 %
Turnover	0 %	0 %	0 %

# Note 11 Taxation

(All figures in NOK 1,000)

	Lerøy Seafood Group ASA			Lerøy Seaf	ood Group Cor	nsolidated
The year's taxation is calculated as follows:	2002	2001	2000	2002	2001	2000
Tax payable	151	6 201	4 586	7 785	19 111	11 920
Credits on dividends	-15	-61	-44	-20	-73	-63
Deferred tax assets from acquisitions				300	347	394
Insufficient/surplus allocation to taxation	-18			-20	7	66
Tax, overseas companies				-1 029	-1 018	-85
Change in deferred tax	-98	-299	-261	3 647	-2 621	-891
Total taxation	20	5 842	4 281	10 663	15 753	11 341

Lergu	Seafo	od Grou	in ASA

Calculation of the base for the year's taxat	tion: 2002	2001	2000
Pre-tax profits	17 785	24 027	16 561
Interest on tax	32	-8	-32
Costs of share issue, booked to equity	-16 553		-2 712
Tax loss/profit on sale of shares	-1 077	-2 941	1 625
Change in temporary differences	352	1 070	935
Base for this year's taxation	539	22 148	16 377

	Lerøy Seafood Group ASA			Lerøy Seafood Group Consolidat		
Temporary differences	2002	2001	2000	2002	2001	2000
Accounts receivable				-3 880	-4 796	615
Inventories				7 189	-3 426	-1 531
Buildings/operating equipment	-2 167	-1 815	-745	-1 152	109	2 198
Other differences				2 478	-51	-360
Shares				-1 766	-1 444	-750
Pensions				722	177	-247
Total	-2 167	-1 815	-745	3 591	-9 431	-75
28% deferred tax (- tax advantage)	-607	-508	-209	1 006	-2 641	-20
Deferred balance-sheet tax advantage Deferred balance-sheet tax				-3 393 4 399	-2 641	-20
Total				1 006	-2 641	-20

Explanation of why the year's taxation does not amount to 28% of the profit before tax:

	Lerøy Seafood Group ASA			Lerøy Seafood Group Consolidat		
	2002	2001	2000	2002	2001	2000
28 % of pre-tax results	4 980	6 728	4 637	11 250	15 856	14 490
Permanent differences (28 %)	9	-2	-768	249	307	-524
Costs of share issue, booked to equity (28%)	-4 635			-4 635		
Share in results of associates (28%)				3 571	460	-3 667
Deferred tax advantage at takeover				300	347	394
Credits on dividends received	-15	-61	-44	-20	-73	-63
Loss/gain on sale of shares (28 %)	-302	-823	455	-302	-823	455
Insufficient/surplus allocation to tax	-18			-20		66
Deviation, overseas tax				269	-321	190
Estimated taxation	20	5 842	4 281	10 663	15 753	11 341
Effective rate of taxation	0 %	24,31 %	25,85 %	26,54 %	27,80 %	21,91 %

# Note 12 Operating revenues

(All figures in NOK 1,000)

#### Lerøy Seafood Group Consolidated

Products	2002	Share in %	2001	Share in %	2000	Share in %
Whole salmon	985 140	38,6	1 261 161	49,8	1 579 852	58,0
Processed salmon	525 137	20,5	482 000	19,0	541 399	19,9
Whitefish	377 388	14,8	335 744	13,3	301 780	11,1
Pelagic fish	279 270	10,9	252 317	10,0	215 427	7,9
Other species	300 729	11,8	154 657	6,1	75 192	2,8
Others	87 941	3,4	44 578	1,8	7 972	0,3
Total	2 555 606	100	2 530 457	100	2 721 621	100

Geographic distribution	2002	Share in %	2001	Share in %	2000	Share in %
Europe	1 409 150	55,1	1 325 471	52,4	1 406 400	51,7
Japan, China and remaining Asia	475 479	18,6	576 546	22,8	695 792	25,6
Eastern Europe	249 915	9,8	210 620	8,3	138 685	5,1
Norway	216 970	8,5	240 454	9,5	266 948	9,8
USA / Canada	183 633	7,2	139 538	5,5	183 776	6,8
Others	20 459	0,8	37 828	1,5	30 020	1,1
Total	2 555 606	100	2 530 457	100	2 721 621	100

# Note 13 Payroll expenses, no. of employees, remunerations, loans to staff, etc

(All figures in NOK 1,000)

#### Lerøy Seafood Group Consolidated

Payroll expenses	2002	2001	2000
Wages and salaries	78 522	58 305	44 182
Employment tax	10 448	8 316	6 018
Pension expenses	2 589	589	234
Other expenses	420	353	242
Total	91 979	67 563	50 676

At the end of the financial year, the company had 314 employees compared to 253 in the year 2001.

Remuneration to executives	<b>Group Managing Director</b>	Chairman of the Board	<b>Board of Directors</b>
Salaries	1 200	100	210
Back pay	546		
Other pauments	135		

### Authorisations granted to the Board of Directors

Authorisations are granted to the Board of Directors in accordance with the Act relating to Public Limited Companies (Norway), cp. in particular Chapters 9 and 10 of the Act.

The first time the Board was authorised to acquire the company's own shares was at the Shareholders' Meeting on 12 May 2000. This authority was subsequently renewed at the Shareholders' Meeting on 23 April 2002 and is to remain valid for 18 months from the date on which the resolution was adopted. The authority has been exercised. At 31 December 2002, the company owned 147,723 shares.

The Board is authorised to increase the share capital by up to NOK 1,200,000 by issuing up to 1,200,000 shares, each with a face value of NOK 1.00 through one or more private placements with employees of Lerøy Seafood Group ASA and its subsidiaries. The Board's authority must be seen in conjunction with the company's established option programme, see below. This type of authority was first established by the Extraordinary Shareholders' Meeting of 10 December 1997 and subsequently renewed by the Shareholders' Meeting on 23 April 2002. The authority is valid for two years from the date on which the resolution was adopted. It has not been exercised.

The Board is authorised to increase the share capital by up to NOK 5,000,000 by issuing up to 5,000,000 shares in Lerøy Seafood Group ASA, each with a face value of NOK 1.00, through one or more private placements with the company's shareholders and/or external investors. This type of authority was first established by the Shareholders' Meeting of 4 May 1999 and subsequently renewed by the Shareholders' Meeting on 23 April 2002. The authority is valid for two years from date on which the resolution was adopted. It has not been exercised.

#### **Options**

Since the spring of 1999, the Board has issued a total of 792,000 options entitling the holder to subscribe to one new share per option, cp. the Board's authority described above.

Of these, 452,000 options were issued in July 1999. The options could be exercised in stages, the first time for 30% of the options after the Shareholders' Meeting in 2000 and then for 40 % and 30 % after the Shareholders' Meetings in 2001 and 2002, respectively. The exercise price is NOK 12.00 per option. In 2002, 52,100 options were exercised so that at 31.12.02 at total of 213,100 options had been exercised and the number of this type of option remaining outstanding is 238.900. Exercised options have been honoured with shares purchased by the company in the market, cp. the Board's authority to acquire the company's own shares. The difference between market price and option price at the time the options were exercised in 2002 amounts in all to NOK 1 million. This amount has been booked directly to the company's equity.

Moreover, the Board allocated 320,000 options in the spring of 2001 and in the spring of 2002. These options may be exercised in stages with one third at each stage, the first time after the Shareholders' Meeting in 2002. The exercise price is NOK 27.50 per share. At 31.12.02, none of these options had been exercised.

Moreover, the Board allocated 20,000 options with an exercise price of NOK 32.00 per share. The right to exercise these options follows the same model as that in the programme described above.

Common to all the option programmes is that if the option holder leaves the company, any options not exercised will lapse. Furthermore, the exercise price in the various option programmes reflects the market price (or higher) at the time of allocation.

The company has made appropriate accruals to cover future employment tax liabilities on account of the option programme.

# Loans to staff

At 31.12, loans to staff amount in all to NOK 0.6 million. These loans are to be repaid over at most five years. The rate of interest is the ruling normative interest as laid down by the authorities at any time. No loan/guarantee has been granted to the Group Managing Director or other members of the Group's management, the Chairman of the Board or other closely related parties. No individual loans/guarantees for more than 5% of the company's equity have been granted

#### **Auditor**

In 2002, the invoiced fees of the Group's auditor, PricewaterhouseCoopers DA, the law firm PwC DA and other accountants have been as follows:

	Lerøy Seafood Group ASA	Lerøy Seafood Group Consolidated
Group auditor	447	821
Other auditors		222
Tax advisory services, group auditor	34	191
Other certification services, group auditor		5
Other services, group auditor	683	1 021
Other services, other auditors		80
Total	1 164	2 340

# Note 14 Items combined in the accounts

(All figures in NOK 1,000)

	Lerøy Seafood Group ASA			Lerøy Seafood Group Consolidated		
Financial revenues	2002	2001	2000	2002	2001	2000
Interest revenues from Group companies	1 200	1 638	4 150			
Other interest revenues	14 592	423	1 072	17 797	2 017	1 775
Profit on sale of shares		2 508			2 508	
Dividends	52	217	156			223
Total financial revenues	15 844	4 787	5 378	17 797	4 525	1 998

	Lerøy Seafood Group ASA			Lerøy Seafood Group Consolidated		
Financial expenses	2002	2001	2000	2002	2001	2000
Interest expenses from Group companies						
Other interests expenses	12 969	4 842	340	18 851	9 832	3 148
Other financial expenses	138	54	19	1 055	1 206	1 104
Total financial expenses	13 107	4 896	359	19 906	11 038	4 252
Net financial items	2 737	-109	5 019	-2 108	-6 512	-2 255

# Auditor's report

# PRICEWATERHOUSE COPERS @

PricewaterhouseCoopers DA
Postboks 3984 - Dreggen
N-5835 Bergen
Telephone 55 23 54 00
Telefax 55 23 26 40

To the Annual Shareholders' Meeting of Lerøy Seafood Group ASA

#### Auditor's report for 2002

We have audited the annual financial statements of Lerøy Seafood Group ASA as of 31 December 2002, showing a profit of NOK 17.765.164 for the parent company and a profit of NOK 29.521.000 for the group. We have also audited the information in the directors' report concerning the financial statements, the going concern assumption, and the proposal for the allocation of the profit. The financial statements comprise the balance sheet, the statements of income and cash flows, the accompanying notes and the group accounts. These financial statements are the responsibility of the Company's Board of Directors and Managing Director. Our responsibility is to express an opinion on these financial statements and on other information according to the requirements of the Norwegian Act on Auditing and Auditors.

We conducted our audit in accordance with the Norwegian Act on Auditing and Auditors and auditing standards and practices generally accepted in Norway. Those standards and practices require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. To the extent required by law and auditing standards an audit also comprises a review of the management of the Company's financial affairs and its accounting and internal control systems. We believe that our audit provides a reasonable basis for our opinion.

# In our opinion,

- the financial statements have been prepared in accordance with the law and regulations and
  present the financial position of the Company and of the Group as of December 31, 2002, and the
  results of its operations and its cash flows for the year then ended, in accordance with accounting
  standards, principles and practices generally accepted in Norway
- the company's management has fulfilled its duty to produce a proper and clearly set out registration and documentation of accounting information as required by law and accounting standards, principles and practices generally accepted in Norway
- the information given in the directors' report concerning the financial statements, the going
  concern assumption, and the proposal for the allocation of the profit are consistent with the
  financial statements and comply with the law and regulations.

Bergen, March 28, 2003

#### PricewaterhouseCoopers DA

Geir Inge Lunde

State Authorised Public Accountant (Norway)

Note: This translation from Norwegian has been prepared for information purposes only.

Offices: Oslo Arendal Bergen Drammen Fredrikstad Førde Hamar Kristiansand Mandal Mo i Rana Stavanger Tromsø Trondheim Tønsberg Ålesund PricewaterhouseCoopers refers to the member firms of the worldwide PricewaterhouseCoopers organization Members of Den norske Revisorforening | Foretaksregisteret: NO 933 922 847 www.pwcglobal.com/no

# Addresses

### Lerøy Seafood Group ASA

Bontelabo 2 Postboks 7600

N-5020 Bergen, Norway

Phone: + 47 55 21 36 50
Fax: + 47 55 31 00 76
E-mail: hallvard@leroy.no

### Hallvard Lerøy AS

Bontelabo 2 Postboks 7600

N-5020 Bergen, Norway

Phone: + 47 55 21 36 50
Fax: + 47 55 32 80 62
E-mail: hallvard@leroy.no

#### Hallvard Lerøy France

No. 2, Terrasse Bât 1 Rue Huret Lagache

F-62200 BOULOGNE-SUR-MER, France
Phone: + 33 (0)3 21 87 59 58
Fax: + 33 (0)3 21 87 59 65

E-mail: henri.lapeyrere@h-leroy.com

#### Lerøy Seafood España S.L.

CL Sta. María de la Cabeza, 24-1∞ A

ES-28220 Majadahonda

Madrid, Spain

Phone: + 34 91 639 48 74
Fax: + 34 91 638 00 17
Mobile: + 34 629 774 682

E-mail: hleroy@infonegocio.com

## Hallvard Lerøy China

Legend Garden Villas 2-31

No. 89 Beijing Capital Airport Road

Shun Yi District Beijing, China

Phone: + 86 106 252 7585
Fax: + 86 106 252 2285
Mobile: + 86 1390 122 2362
E-mail: luluschjerven@sohu.com

# Hallvard Lerøy Japan

5-22-1.503 Minamimagome Ota-ku

Tokyo 143-0025, Japan

Phone: + 81 (0) 33776 1440

Fax: + 81 (0) 33776 1462

E-mail: h.leroy@jcom.home.ne.jp

#### Lerøy USA

35 Mira Mesa Dr.

Pembroke, MA 02359, USA

Phone: + 1 781 829 8700
Fax: + 1 781 829 4208
Mobil: + 1 781 424 9552
E-mail: dag.koteng@leroy.no

#### Nordvik SA

Rue Vanheeckoet

F-62200 BOULOGNE-SUR-MER, France
Phone: + 33 (0)3 21 87 46 18
Fax: + 33 (0)3 21 30 36 36

#### **Breivoll Marine AS**

N-9450 Hamnvik, Norway

Phone: + 47 77 09 51 16 Fax: + 47 77 09 56 11

# Lerøy Allt i Fisk AB

Fiskhamnen

41458 Gøteborg, Sweden

Phone: + 46 31 85 75 00
Fax: + 46 31 42 59 55
E-mail: info@alltifisk.se

#### Lerøy Fiskgrossisterna AB

Fiskhallsvägen 18 12044 Årsta, Sweden

Phone: + 46 88 11 400 Fax: + 46 88 11 504

E-mail: info@fiskgrossisterna.se

## Lerøy Smøgen Seafood AB

Postboks 44

SE-45043 Smøgen, Sweden

Phone: + 46 52 33 71 75 Fax: + 46 52 33 83 43

E-mail: strannes@sotenas.mail.telia.com

#### Scottish Sea Farms Ltd.

Laurel House

Laurel Hill Business Park Sterling FK79JQ, Scotland

Phone: + 44 1786 445 521 Fax: + 44 1786 451 563

E-mail: scottishseafarms@scottishseafarms.com

Leroy internet: www.leroy.no





Lerøy Seafood Group ASA Bontelabo 2 P.o.Box 7600 N-5020 Bergen