

# I'll follow the sun

*– Where are we, where shall we and how do we succeed?*

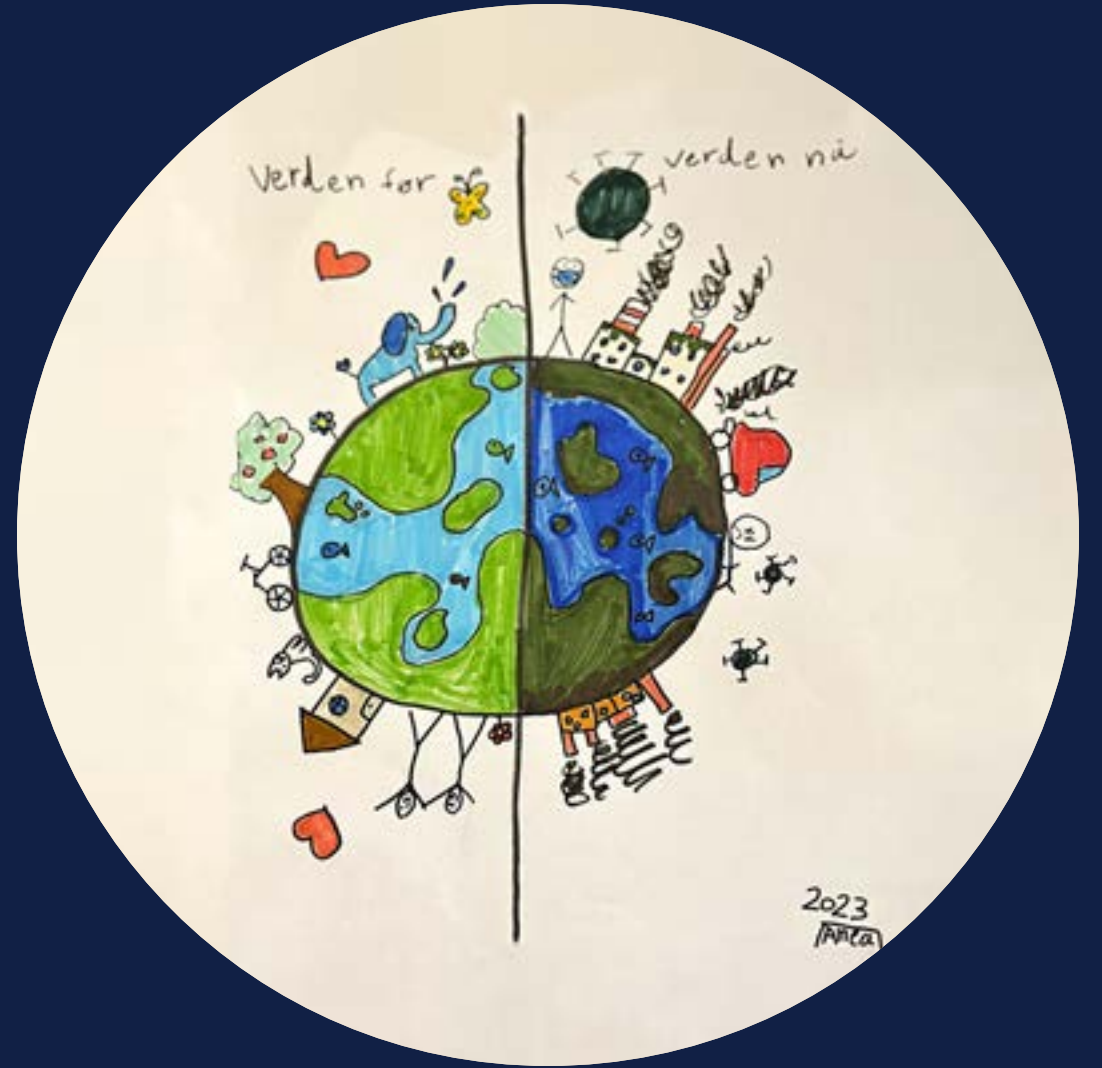
Seafood Talks

Bernt Lilliestråle, CEO Moen Marin









# SCALEAQ GROUP

40

years of  
experience

900

employees

3.0

BILLION NOK  
in revenue

34

locations in  
9 countries

A Norwegian based company, providing high-quality solutions and services for the fish farming industry world-wide.

**SCALE AQ**  
Seabased

**SCALE AQ**  
Software

**SCALE AQ**  
Chile

 Moen Marin  
A PART OF SCALEAQ

**MASKON**  
PART OF SCALEAQ



## At the forefront

Be at the forefront of new technology for the aquaculture industry.

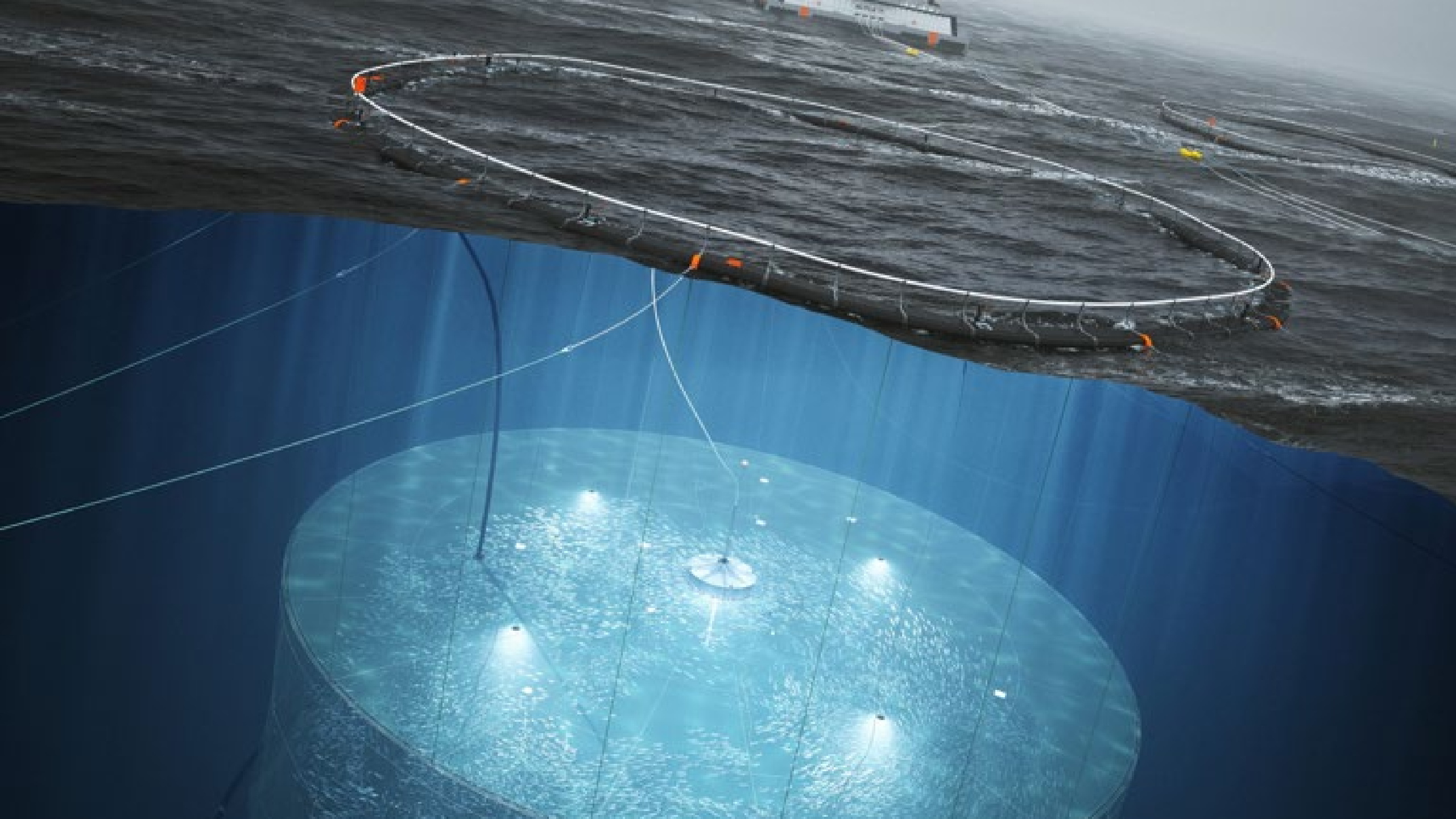
## Customer focused

Together with our customers and research partners transform know-how into cutting-edge products.

## Partner and advisor

A partner and advisor for developing aquaculture projects with an unbroken history within aquaculture for nearly 40 years.





# Styrke og fremme bærekraftige maritime løsninger



285 vessels delivered  
hybrid as standard from 2022



85 hybrid solutions  
delivered or under construction



52 employees  
14 % women



300 % growth  
in revenue (2009–2021)



DNV ISO certified  
9001 since 2017

*Build trust*

*Take responsibility*

*Go beyond*

Moen Marine

## Din leverandør av lokasjon- og servicebåter

# Where are we?

# Climate refugees





# Ocean temperatures are rising

- Current or future low risk for salmon production
- Current or future medium risk for salmon production
- Current or future high risk for salmon production

Source:  
Risk assessment for salmon production at high  
summer temperatures in Norway under  
current temperature regimes.

Numerical values indicate temperature  
increase from current average  
Risk categories low, medium and high.

2050

Norway North

Emission reduction scenario 1-2,6° : + 1,7°C

Continued emission increase 3-7,0° : + 4,0°C

Norway Central

Emission reduction scenario 1-2,6° : + 1,9°C

Continued emission increase 3-7,0° : + 3,5°C

Norway South

Emission reduction scenario 1-2,6° : + 2,2°C

Continued emission increase 3-7,0° : + 3,2°C

# 10 mill.tCO<sub>2</sub>e

from all ships in norwegian sea areas  
in 2023

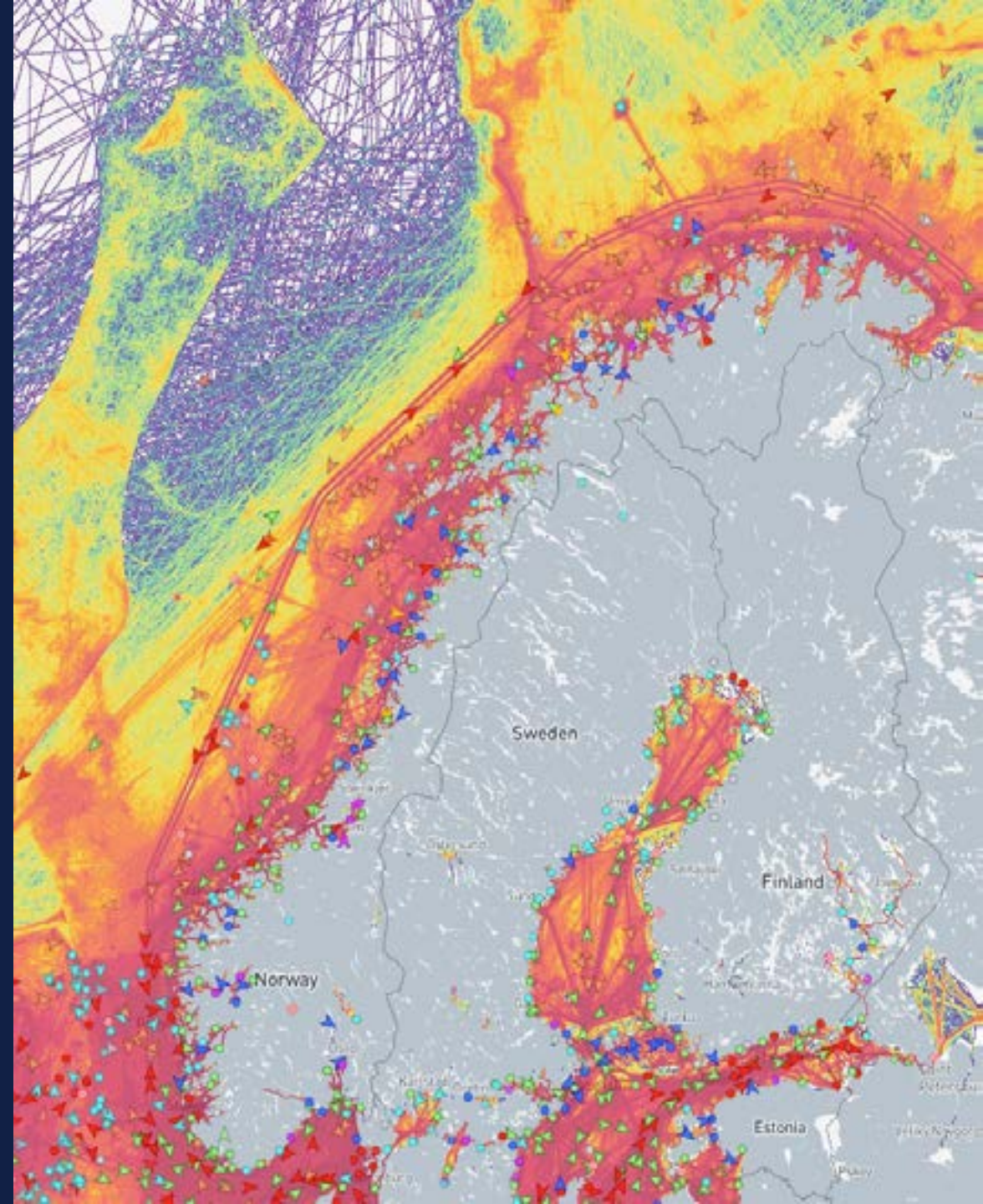
# 11,5 millioner tCO<sub>2</sub>e

from norwegian petroleum industry in  
2023

Source: Kartlegging av utslipp fra fiskeri og havbruk i Norge, ZERO Kyst 2022

Source: Skjermdump fra Marine Traffic, density 2023

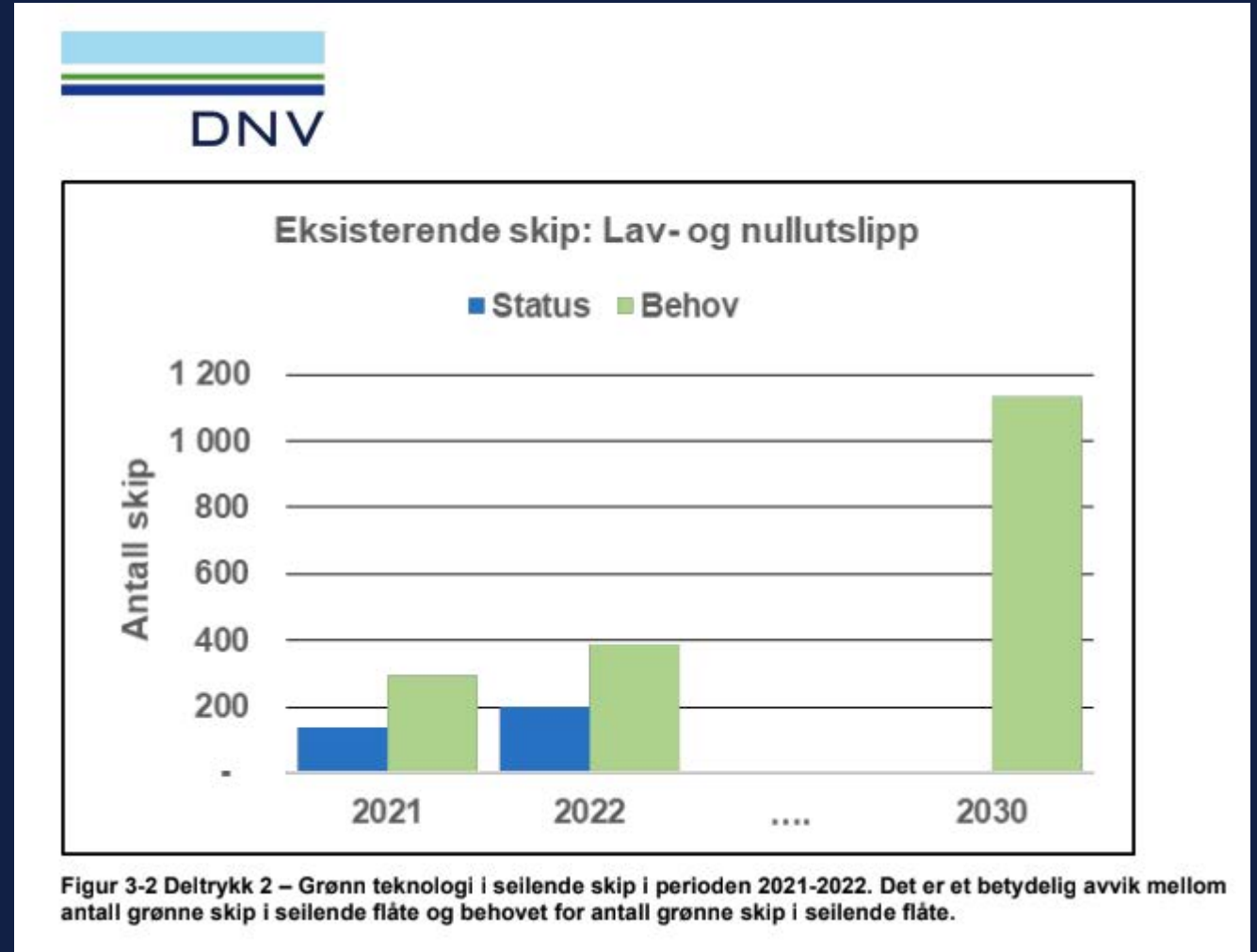
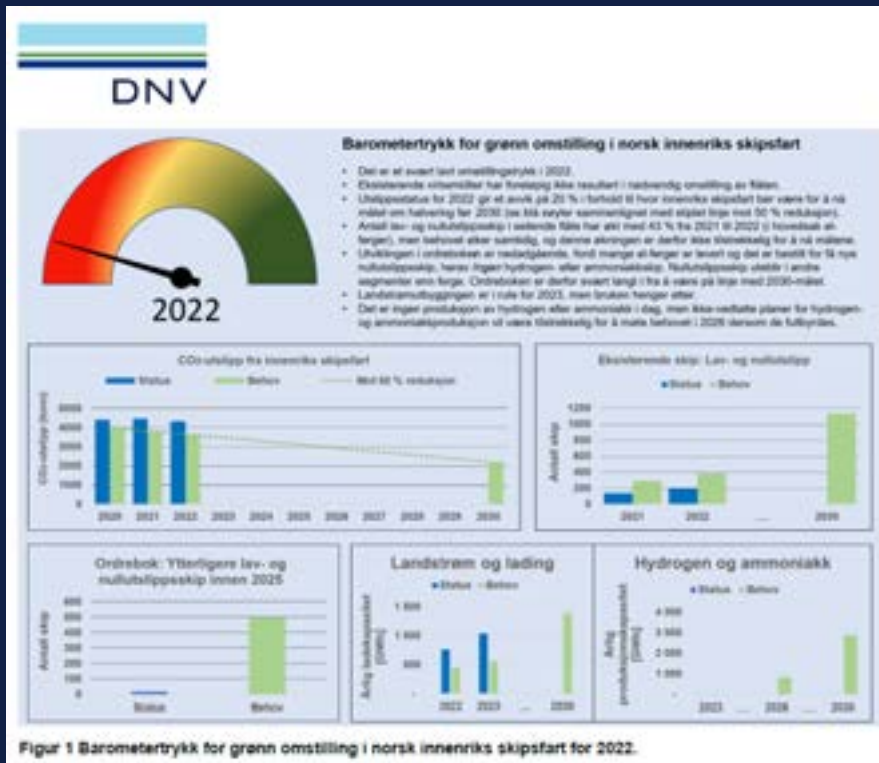
Source: Sjøkeldirektoratet 2023

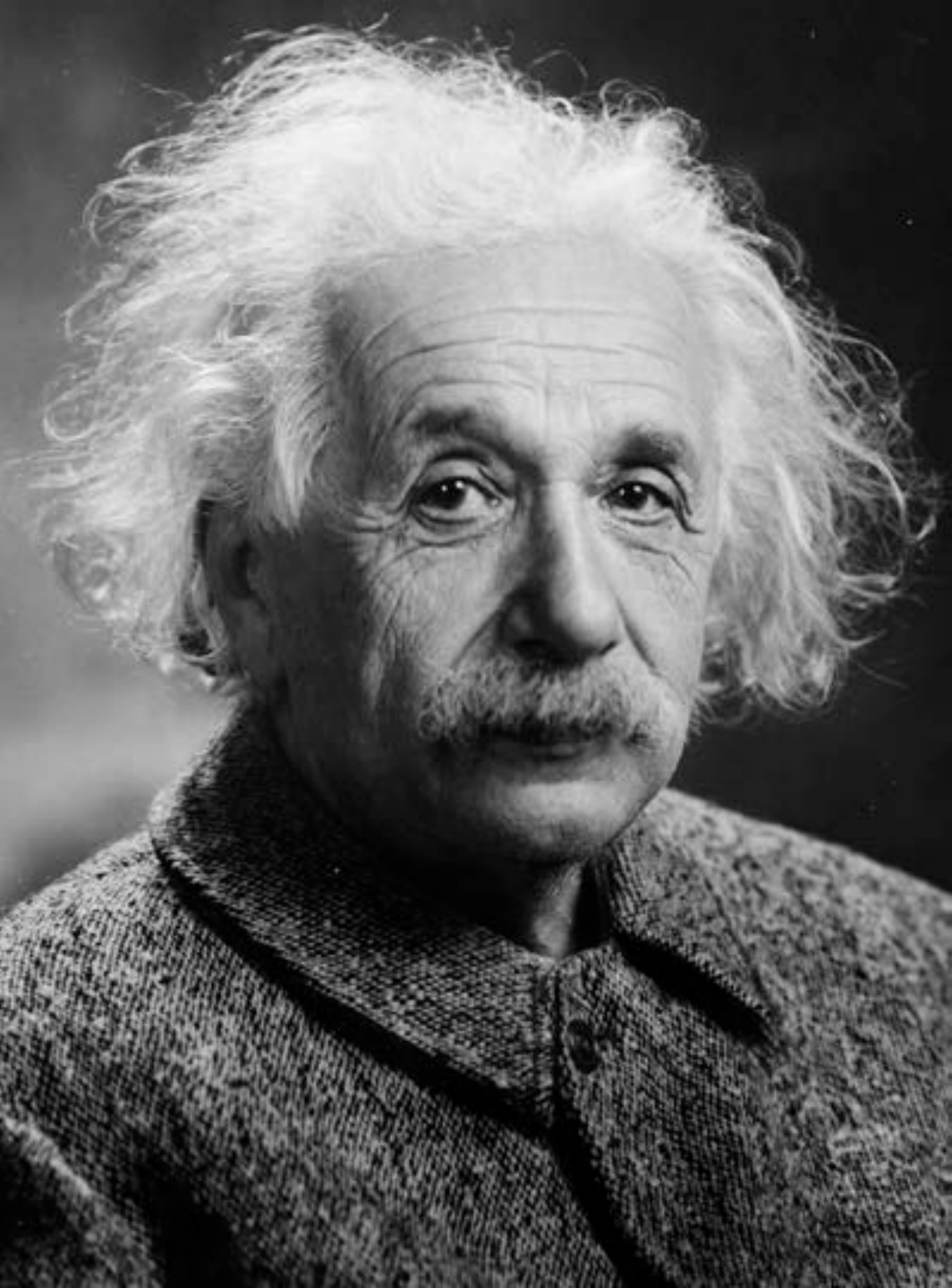


# Where shall we?



# There is a need for transition





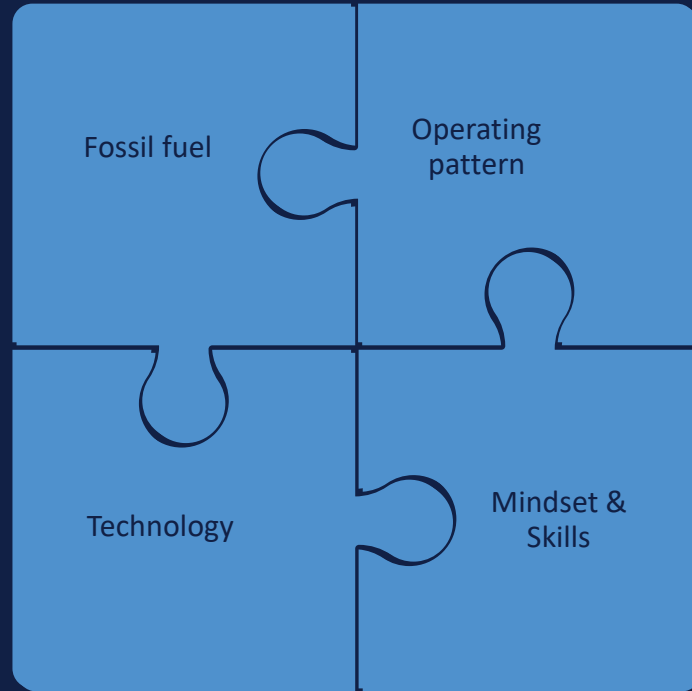
**We can't solve problems by using the same kind of thinking we used when we created them.**

**– Albert Einstein**

# TRANSITION

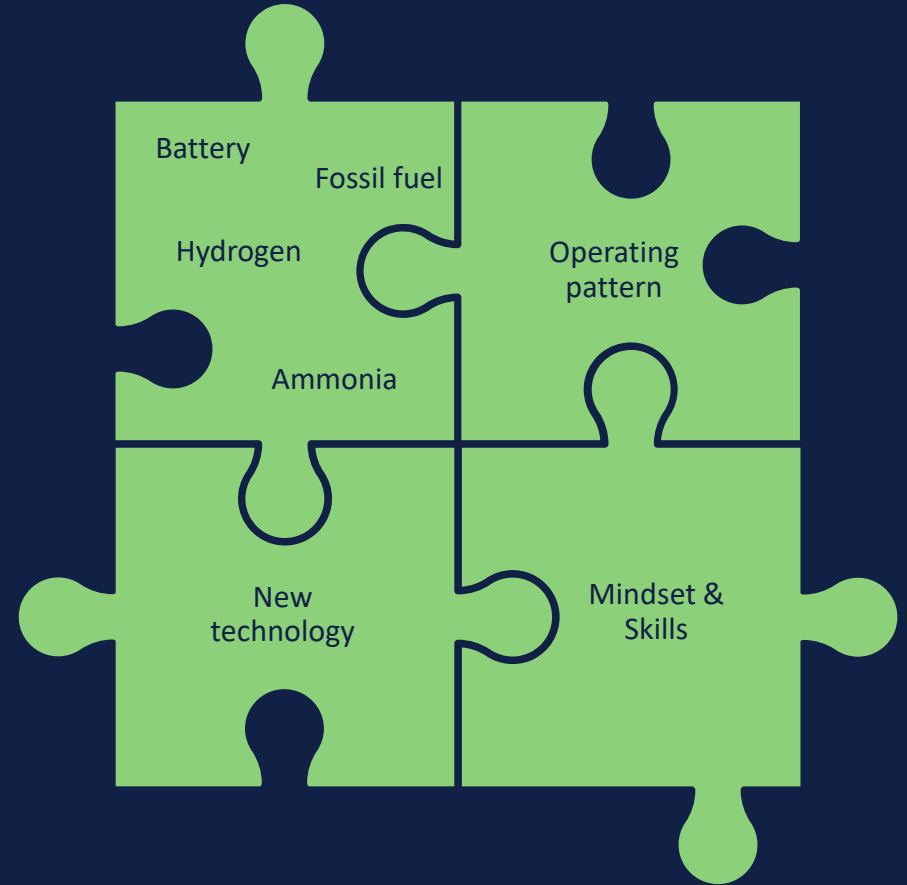
## FIXED MINDSET

Hydrocarbon



## OPEN MINDSET

Zero emission



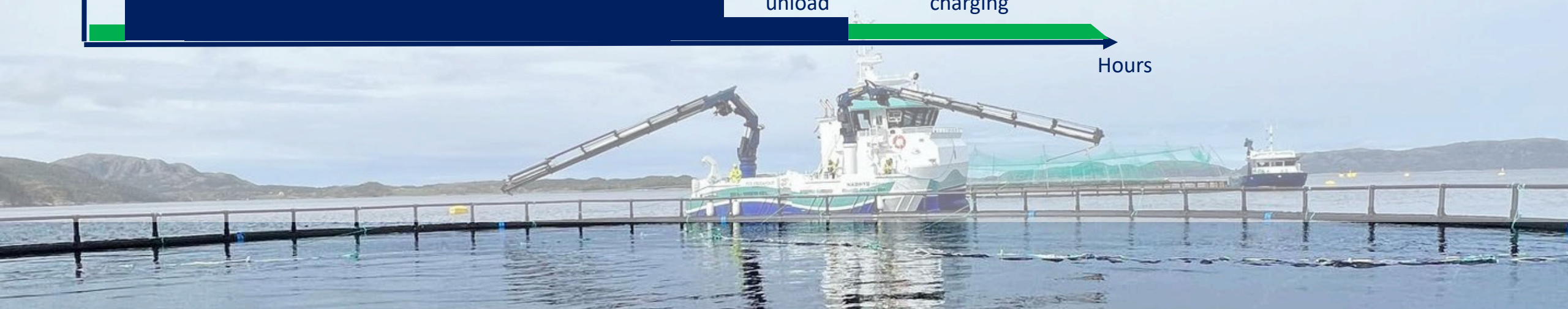
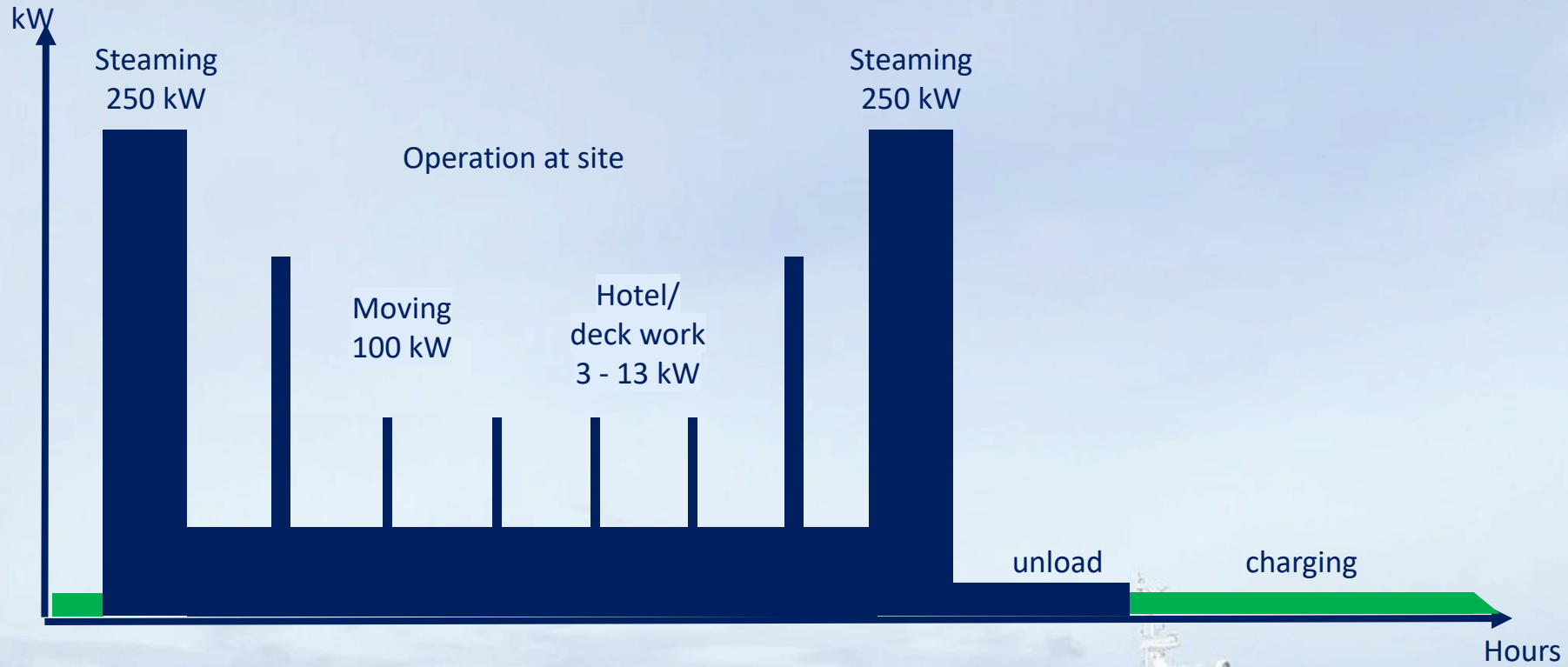
THE PUZZLE IS NOT COMPLETED YET



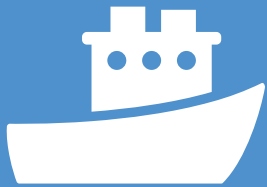
# Operation profile – Workboat at site



# Operation profile – Workboat at site



# Business case

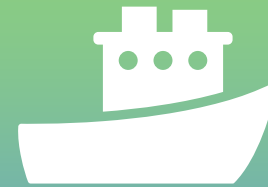


Diesel costs:  
2 000 000 NOK

Emissions:  
**340 tCO<sub>2</sub>e**



500 kWh  
CAPEX 5 MNOK



Diesel and power costs:  
300 000 NOK

Emissions:  
**20 tCO<sub>2</sub>e**



ROI 3 år



80 %  
landstrøm







**Bedre arbeidsmiljø for ansatte og mindre støy for fisken**













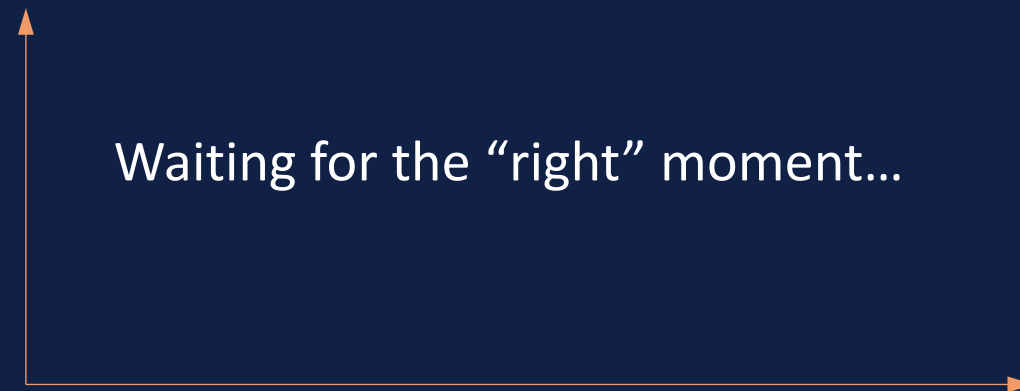
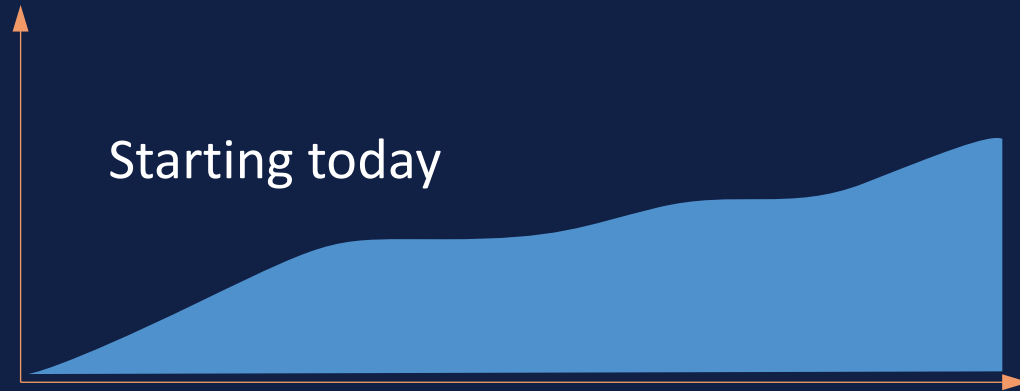
### CO2 avgiften

Fra 2,53kr til 5,36kr  
per liter MGO i 2030

(over 500 000kr i  
mer kostnad per år  
per båt)



# TRANSITION





# How do we get there?

# We can get the Carrots!

## Enova-støtte for Nullutslippsbåter – August 2024

- 23 fartøy - Moen Marin
  - 9 NabCat 1585/1480
  - 4 NabWork 1250/1270
  - 10 persontransportfartøy
- 79,5 MNOK til fartøy støtte - batteripakker
- 8 ladepunkt - Plug
- 14,8 MNOK til ladeinfrastruktur
- 12 mnd investeringsbeslutning + 36 mnd første prosjekt gjennomført



The screenshot shows a news article from the website Laks.no. The main headline reads: "Første tildeling på støtteprogrammet 'Batteri i Nullutslippskip' er nå klar". Below the headline, it says "Nyheter av redaksjonen - 12 august 2024". The article text states: "Trykket er stort i markedet for nullutslippskip med store batteri, noe saknadsene mottatt i første runde gjenspeiler. Enova gir nå støtte til batterielektriske fartøy med en total støtteramme på 94.221.032 kroner." The article is accompanied by a large image of a blue and white boat with an anchor logo on its side. To the right of the article, there are two advertisements: one for "Nylon" with the text "Det tradisjonelle notlinet som kan gjøres 100% sirkulært" and another for "STADPIPE" with the text "CIP TANK".

But we have to eat them too!





# Summary

- Green Transition is OUR job
- It is affecting our business today
- The technology is here
- Requires new- & system thinking
- We have to eat our “carrots”
- The “whip” is coming
- **START NOW!**



# Q&A

