

**Welcome to our annual  
Breakfast-seminar:**

## **FOCUS ON SEAFOOD**

**Tuesday, 22. august 2023**

**08.15 – 11.00**

**Pirsenteret, Trondheim**



**INAQ is fortunate** to have a long list of leading seafood companies as our clients and partners. Curiosity and constant innovation drive the industry forward.

**Our annual breakfast-seminar** aims to put a spot-light on some of the key issues and innovations that engage our clients and partners.

**The seminar is an ‘invitation only’ event** with limited space for attendees.

Please confirm your attendance before the 8. august by contacting:  
[berit.helland.wold@inaq.no](mailto:berit.helland.wold@inaq.no).

**Welcome!**

*Trondheim, 12. june 2023*

*Frode Blakstad  
Chairman of the Board*

08.15-09.00	<p><b>Breakfast</b></p> <p>Canteen, Pirsenteret</p>
09.00-09.10	<p><b>Welcome</b></p> <p><i>Frode Blakstad, chairman of the board, INAQ AS</i></p>
09.10-09.40	<p><b>Macroperspective on aquaculture in Norway</b></p> <p><i>Thorvald Tande, chief editor for Norsk Fiskerinæring</i></p>
09.40-10.00	<p><b>Alternative to bank financing</b></p> <p><i>Roy Høiås, Lighthouse Finance AS</i></p>
10.00-10.20	<p><b>Possibilities with Folkeinvest</b></p> <p><i>Øyvind Fries, Adm.dir. in Folkeinvest AS</i></p>
10.20-10.40	<p><b>Due Diligence, a tool for transactions</b></p> <p><i>Roger Oddebug, senior advisor in INAQ AS</i></p>
10.40-11.00	<p><b>Investments in land-based fish farms in Switzerland and Europe: different approaches and lesson learned.</b></p> <p><i>Claudio Ferro, Head of Blue Foods i AFRY</i></p>

## ABOUT THE PRESENTERS



**Thorvald Tande** graduated cand.oecon from the University of Oslo, 1978. Thorvald joined the Norwegian Fisheries Industry in 1980. He has been the principal shareholder and editor of the magazine 'Norsk Fiskerinæring' since 1994. Thorvald has previously been a journalist in "Morgenbladet" and "Crew's newspaper", he has worked in the fishing industry and author of various books such as; "Norsk Stockfisknærings Historie" (1987) and "Uriaspost ved Kongens bord – Norske fiskeriministre 1946-2004" (ed. 2003).



**Roy Høiås** founded Lighthouse Finance in 2013 through an acquisition of CMA Asset Management AS, which delivered financing solutions in the Nordic market from 1973. Roy has been active in the seafood sector for nearly two decades, helping to establish some of the first land-based RAS facilities and facilities for biomarine ingredients from by-products. Roy relies on meaningful industry relationships and its value chain expertise to deliver innovative, tailored financing solutions for some of the world's most prominent seafood players.



**Øyvind Fries** is CEO of investment firm Folkeinvest, the leading player in the Nordic region facilitating investments under 30 MNOK. Folkeinvest has over the last few years taken a key challenger position in the traditional brokerage industry for financing, recently demonstrated with the placement of Torghatten Aqua's share issue of 80 MNOK. Through the use of digitally controlled interfaces, they are getting ever larger assignments, many of which are companies related to the aquaculture industry.



**Roger Oddebug** holds a master degree in business (NHH, Bergen) and accounting and auditing (BI, Oslo). He has worked at PwC, as, among other, an auditor and consultant for listed and other aquaculture companies. He has held the position as CFO of the salmonid breeding company AquaGen and turnkey RAS supplier Nofitech. During his career he has worked with mergers and acquisitions from both the sell-side and buy-side, as well as a consultant.



**Claudio Ferro** is Head of Blue Foods at AFRY. AFRY is an international engineering company with 19,000 employees in more than 40 countries; in Norway 1,000 employees are spread over more than 10 offices. He holds two master's degrees in engineering from Politecnico di Milano and MIP Politecnico di Milano. Claudio has been with AFRY since 2010 and has been active within the Land-based aquaculture segment since 2013, when he started being involved in the Swiss Lachs project. Since then, he managed various other land-based fish farm projects at an international level.

## ABOUT INAQ AS



INAQ (*INnovation in AQuaculture*) is a management consultancy firm located in Trondheim, Norway. Founded in 2000, we specialise in consultancy services for the **global seafood and aquaculture industries**. We are a team of seven industry experts with, on average, more than 20 years of experience in the sector.

INAQ serves all parts of the seafood industry, supplier industry and investors with expertise in aquaculture, seafood markets, finance, technology, biology and strategy. With customers spread over 5 continents and projects ranging from the Middle East to the Mediterranean, North America and Australia, we cover a truly international market with leading competence in this segment.

In particular we have assisted with investment plans, R&D projects and strategy advice within the fields of traditional net-pen aquaculture, offshore cages, landbased grow-out and post-smolt facilities and processing plants for seafood.



STRATEGY  
MANAGEMENT



FINANCIAL CONSULTING  
DUE DILLIGENCE



TECHNOLOGY  
MARINE AND LANDBASED



BIOLOGY  
VETERINARY SCIENCE



R&D  
PROJECT DEVELOPMENT

