



SCALE

Indicative Quote
Bakkafrost, North Gravir

Bakkafrost Scotland
Cairndow

Our reference: Tor Henrik Haavik
Opportunities: SAQ1463
Date: 0409.07.2024

Thank you for your inquiry. This document presents an indicative quote for site North Gravir, according to performed mooring analysis.

We appreciate your interest and look forward to receiving a reply from you.

This quote contains:

Main document: Prices and general terms

- [Appendix 1 – Net Specification.](#)
- [Appendix 2 – Mooring Grid and Barge Component Drawings](#)
- [Appendix 3 – Barge GA-drawing and Technical Specification Aasgard 600T HS5,99](#)
- [Appendix 4 – ScaleAQ Sales and Delivery conditions.](#)

Sincerely,

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1 ScaleAQ

ScaleAQ is a leading global technology provider that supplies and manufactures complete sites for aquaculture industry in more than 40 countries. The company has approximately 850 employees and offices in Norway, Scotland, Poland, Iceland, Chile, Canada, Tasmania and Vietnam.

Through focus on sustainability and biology, ScaleAQ has taken a clear role in ensuring the development of technology on the terms of biology and the environment. We do this by producing and delivering technology, infrastructure and services in a solid, sustainable and innovative way.

<https://scaleaq.com/sustainability/>



WE ARE AQUACULTURE

1.1 Values

Build trust.

Employees' mandate to make their own decisions is crucial for an organization that is dependent on close customer relationships and quick actions. Trust creates a strong ScaleAQ team.

We must always strive to build trust. For better decisions. Faster actions.

Create security. Stronger layers. Closer relationships.

"I trust you to trust me".



Take responsibility.

We take responsibility for both our own work and our collective responsibility for the environment. We create sustainable solutions that are based on insights from our customers and partners.

We must always take responsibility.

For our actions and deliveries.

Our customers. Colleagues. And the environment.

"I know when to take responsibility".

Go beyond.

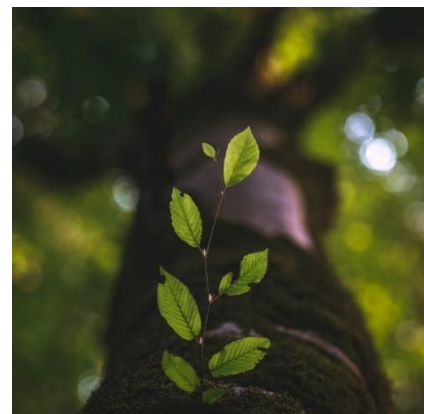
We must dare to be clear, vigorous, curious, visionary and innovative on behalf of the entire aquaculture community. We will share our knowledge to make a difference in the aquaculture industry.

We must dare to go further.

Exceed expectations. In each task.

Continuously improving. Innovate and develop.

"I am confident to go beyond".



1.2 Sustainability

ScaleAQ products are designed to ensure fish welfare, environmental responsibility, and the well-being of individuals at aquaculture facilities. Simultaneously, we strive to reduce our own carbon footprint and contribute to increased circularity in our value chains. As a global technology provider to the aquaculture industry, we make sustainability a prerequisite in all aspects of our business. Strong environmental, social, and governance principles are key factors in all ScaleAQ activities, aligned with the United Nations Sustainable Development Goals (SDGs). All SDGs are significant for our strategy, daily operations, and the value chain we are part of. We have identified 8 sustainability goals that are particularly important to us, as reflected in our sustainability commitments. This implies that we consider these goals as the ones where we have the greatest potential to make a positive impact. Consequently, they guide our business strategy. We have delivered sustainability reports for the past two years, and the latest one published in spring 2023 can be found [here](#).

Our overarching objectives are as follows:

- We aim to reduce our carbon footprint and promote increased circularity within our own value chain, including our suppliers.
- Through new and existing products, solutions, and consulting services, we strive to help our customers become more sustainable.
- By actively engaging in the community, we seek to assume a clear industry role in sustainability, demonstrating our commitment to responsible practices.

1.2.1 Our sustainability strategy, goals and KPIs

Based on the materiality assessment conducted in the fall of 2021, a sustainability strategy was developed for ScaleAQ Group in 2022, centred around three sustainability pillars. For each of these pillars, specific goals, key performance indicators (KPIs), and measures have been established to strengthen the group's sustainability efforts. Below is an overview of these pillars, including goals and KPIs:

1.2.2 Circular Economy

Ambition: We aim to adopt a circular approach to reduce Greenhouse Gas emissions (GHG), the use of virgin raw materials, and increase value creation.

Goals:

- Contribute to reducing waste from the aquaculture industry.
- Promote reuse within the aquaculture industry.
- Increase the percentage of plastic products (PE) containing recycled materials or non-fossil raw materials to 100% by 2030.
- Take a leadership role in "Rethink and redesign."
- Reduce our carbon emissions.

KPIs:

- Proportion of waste sent for material recycling/ proportion of total waste
- Share of products used for material recycling/total share
- Proportion of products with recycled or non-fossil raw materials/ proportion of product range (feed pipes, handrails etc.)
- Proportion of products with recycled or non-fossil raw materials/ proportion of product range (feed pipes, handrails etc.)
- Share of our customers who experience ScaleAQ as a driver for circular product development
- Measure scope 1 (direct emissions, scope 2 (energy) and scope 3 (indirect emissions) for the entire ScaleAQ Group
- Set specific targets for scope 1, 2 and 3 (science-based targets)

1.2.3 Technology for zero emissions and animal welfare

Ambition: We aim to contribute to reducing emissions, safeguard biodiversity, ecosystems, and ensure animal welfare.

Goals:

- Contribute to reducing carbon emissions from the aquaculture industry.
- Protect biodiversity, ecosystems, and animal welfare.

KPIs:

- Investment in "green" projects/total development costs
- Number of products with EPD (Environmental Product Declarations)
- Share of zero-emission vessels/total share of units sold
- Number of notified and registered incidents of escapes that can be traced back to equipment/delivery errors
- Number of sea lice treatments in ScaleAQ's new production systems such as Vortex® and Subsea
- Amount of copper impregnation used at our service station/total impregnation used

1.2.4 People and interaction

Ambition: People at the centre – we will work on our sustainability commitments in the long term and systematically.

Goals:

- Ensure a safe, inclusive, developmental, and diverse workplace.
- Take a leadership role in making the industry safer.
- Control of the value chain and compliance with requirements.

KPIs:

- % of employees who have completed mandatory HSE courses
- Global TRIF (Total Recordable Injury Frequency)
- Total sick leave, both long and short term
- Number of women/total number of employees (in leadership positions)
- Number of women/total number of employees
- % of our barges and collars sold with our safety package*
- Joint industry initiatives on safety that are implemented in ScaleAQ
- Number of compliance breaches
- Proportion of locations certified/degree of certification (ISO 9001 & 14001)
- % of employees who have completed CoC (Code of Conduct) course
- Proportion of responses to Questionnaire/ 100 prioritized suppliers (with regards to the Transparency Act)

For a complete list of our KPIs, please refer to page 30 in our sustainability report: [ScaleAQ-Annual-and-Sustainability-Report-2022.pdf](#)

Certifications:

- We are approved by Global GAP as a qualified subcontractor to the aquaculture industry.
- We are ISO 14001 certified and are working towards certifying more service stations.
- We are ISO 9001 certified.

2 Price summary and equipment

2.1 Pens

Description	Qty	Price pr. item	Total price GBP
FR560 200-meter incl. Sinker tube 450mm 70 kg/m - Float pipes: PE100, ø560mm, SDR13,6 on outer pipe and SDR17 on inner pipe. - Expanded polystyrene inserts in both float pipes. - Handrails: PE100, ø140mm, SDR11 black. - Hot dipped galvanized all-welded steel brackets. Total 60psc including 12psc mooring brackets. - The unique ScaleAQ security bar system all around the circumference forms a load bearing structure. Extreme loads from the mooring system are distributed in the structure through the mooring brackets. - Plastic fenders attached to brackets to avoid damage on workboats on inside and outside - Hinged net hooks on every bracket	5	274 000, -	1 370 000, -
Sinker tube - Sinker tube pipe: PE100, ø450mm, SDR11. - Hanging in 24psc dyneema ropes or chain. - "Dead weight" approximately 70kg/m.	5		Incl. in price above
Bird net with fiberglass rod - ScaleAQ	120	339, -	40 680, -
Bird net 100/100mmsq	5	4 350, -	21 750, -
Net quick coupling - ScaleAQ Set for one pen	5	2 900, -	14 500, -
Wear Mooring lug insert - ScaleAQ 560	60	130, -	7 800, -
Rescue ladder Complete rescue ladder for pens - ScaleAQ	30	430, -	12 900, -

Options for pens

Description	Qty	Price per item	Total price
Winch set per pen (12 on each pen)	5	84 000, -	420 000, -
Winch system for sinker tube - ScaleAQ			
Control unit	1	15 600, -	15 600, -

2.2 Nets

Description	Qty	Price per item	Total price GBP
200m Midgard Cage Net x XR HDPE x 18mmsq ID <ul style="list-style-type: none">- 15-meter sidewall and 15-meter cone.- Total depth 30 meters.	5	60 500, -	302 500, -

2.3 Mooring

Description	Qty	Price per item	Total price GBP
Grid Mooring system	1	324 140, -	324 140, -
Barge Mooring system	1	63 855, -	63 855, -
Total Mooring equipment			387 995, -
More specifications in appendix 2			

2.4 Barge

Description	Qty	Total price GBP
Asgard 600T Hs5,99	1	2 895 000, -
More specifications in appendix 3		

2.5 Delivery/Freight

- Cages are prepared and ready for tow at Arnish, Isle of Lewis.
- Nets delivered to agreed port close to site.
- Moorings delivered to agreed port.
- Barge are delivered yard, additional towing costs from yard to site is not included.

2.6 Payment terms

To be agreed upon.

2.7 Warranty

According to contract but a standard of one year warranty is given.
Servicing included by ScaleAQ.

2.8 End of life

ScaleAQ will offer solutions for recycling of pens, nets and moorings supplied.

2.9 Installation, travel and accommodation

ScaleAQ to supervise during mooring installation, but additional installation on site is not included and will be invoiced according to time spent and travel cost.

3 Pens

ScaleAQ has been one of the world's leading developers and manufacturers of pens for over 40 years. The guiding principle behind our success has been the combination of the flexibility of high- density polyethylene plastic and strong steel, with the focus on the interaction between the moorings and net with the pen collar to spread the strain throughout the entire structure. A major design feature of our pens is the integrated energy-distribution system



Highlights of the quote

- Certified according to NS-9415, Nytek and the Scottish standard.
- ScaleAQ has several technicians that can support Bakkafrost on short notice.
- According to specifications mentioned under point 3.1

[Midgard® System - ScaleAQ](#)

[FR \(PL\) 560 - ScaleAQ](#)

[Sinkers tube - ScaleAQ](#)

4 Nets

Nets, together with floating collars and moorings, are one of the key components in any aquaculture facility and must be optimized to the rest of the setup and conditions at the site.



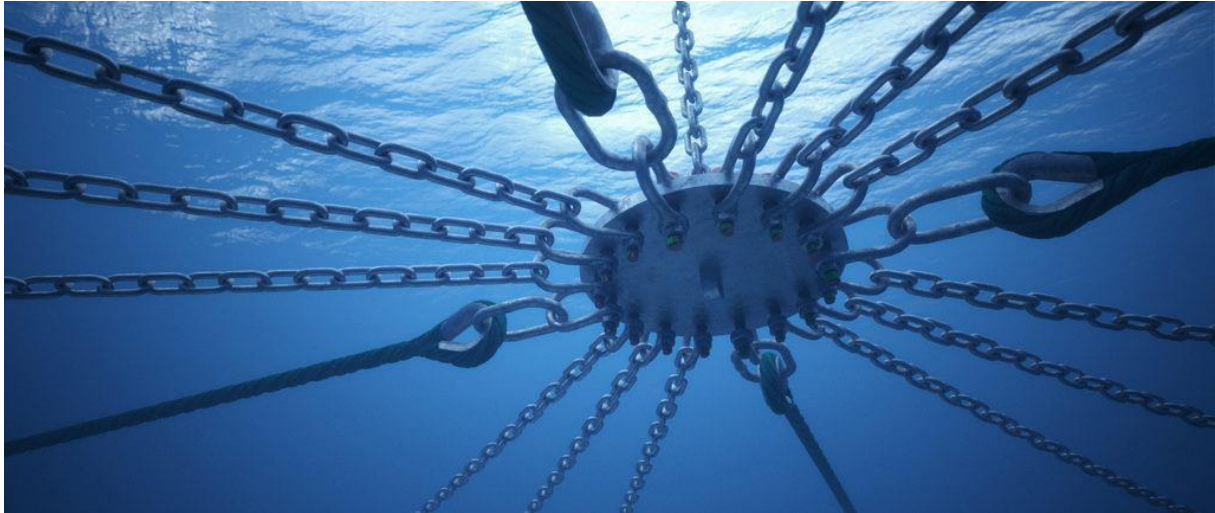
Highlights of the quote

- The optimal fit provides minimal risk of wear and tear against other key components. Extra hard laid ropes in the net framework and hand-lacing ensure the optimum fit from the first day at sea and throughout the lifetime of the net. Hand lashing netting to all ropes using double thread and knot locks for one out of every three meshes ensures solid, long-life nets.
- ScaleAQ works closely together with customers and subcontractors to find the best solutions for the salmon farming businesses of today and tomorrow.
- We can supply our nets in a range of materials: Nylon; Polyester; (Define ULTIMA and ULTRA, knotted and Rachel HDPE and UHMWPE.)
- We use only high-quality netting in accordance with the current Scottish and Norwegian Standard NS9415

[Nets customized for the Midgard System - ScaleAQ](#)

5 Mooring

ScaleAQ' s mooring systems are adapted to the demanding environments they will operate in and provide a safe and robust investment. Mooring equipment must tolerate winds and weather at the most extreme. That's why we make maximum use of our knowledge of our field, 40 years of experience in the industry and thorough analysis and calculations to ensure complete robustness. This is why mooring systems from ScaleAQ meet not only our criteria, but also the requirements of the customer and the authorities to become a safe, robust investment.



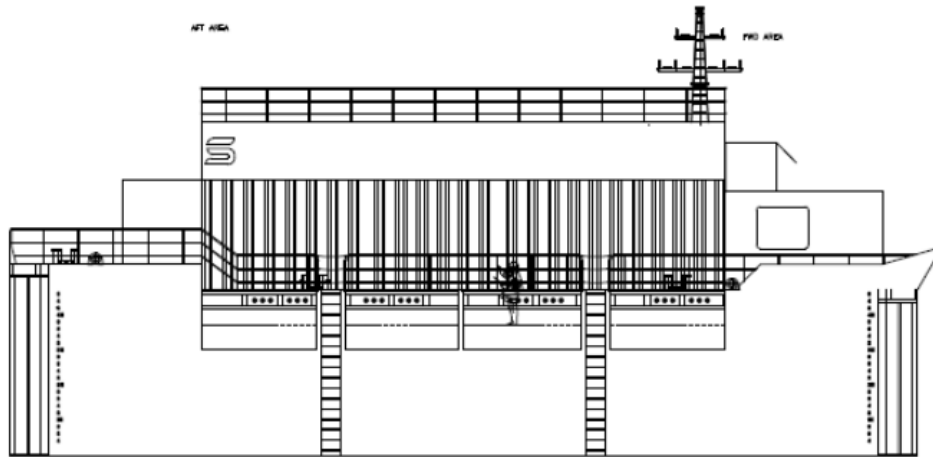
Highlights of the quote

- Certified according to NS-9415, Nytek and the Scottish standard
- The starting point for good mooring systems is in-depth knowledge of the place where the facility will be set up. ScaleAQ has highly qualified advisers and the most up-to-date analysis tools available for dimensioning moorings.
- Mooring analyses are performed, and mooring analysis reports will be issued if we are chosen to deliver the equipment.
- Delivery well marked with component drawing.
- Long lasting materials
- Complete system - all parts are adapted to each other.
- Scandinavian suppliers on critical components
- All anchors that are laid are pulled into place by pulling on each anchor for up to 15mins by the workboat. This ensures all anchors are fully bedded in.
- On completion of the grid and barge mooring installed, a full inspection would be carried out and certification provided.

[Mooring Systems - ScaleAQ](#)

6 Barge

ScaleAQ has significant expertise and experience in the development and construction of feeding barges for all types of aquaculture. Robust and reliable platforms are an essential component in the harsh marine environment found in modern aquaculture. Developing reliable and functional solutions that ensure efficient operations and safe working conditions that are comfortable and pleasant for the farmers is one of the most important things we do.



Highlights of the quote

- 600T Feed Capacity with 8 feed lines
- 740T Total Payload
- Crane PK 29 500 with winch and remote
- 2 x Compressor ESM75
- 2 x 300kVA Generators
- Fire suppression system in engine room

[Aasgard 600 - ScaleAQ](#)