

## **Salmones Camanchaca**

### **Highlights of the Q4 2019**

- Record harvest volumes of 24,100 tons WFE, up 73% versus Q4 2018
- Revenues increased 45% driven by higher volume sold, but impacted by lower prices
- Live weight cost (ex-cage) at USD 3.02/kg, in line with long term target
- Processing cost of USD 0.70/kg, well below long-term target and Q4 2018
- EBIT up 38% versus Q4 2018, driven by higher volumes sold and costs on target, totalizing US\$67,5 million in the FY 2019.
- Normalized environmental conditions in the 2<sup>nd</sup> half of 2019, and sea lice situation under control owing to several mitigating actions
- First Coho generation harvested and sold
- 2020 guidance maintained at 60-62,000 tons, including 4-5,000 tons Coho

Salmones Camanchaca harvested 24,100 tons WFE in Q4 2019, up 73% compared to 13,900 tons in Q4 2018. Sales volume during the quarter was 23,838 tons, an increase of 52% from Q4 2018 and very similar to harvested volume. Market prices in the US were 9% lower year-over-year, while Salmones Camanchaca's realized price was down 1.3% due to market diversification and a higher share of value-added products in the quarter. Company's operating revenue for the quarter came in at USD 139.3 million, up from USD 96.0 million in Q4 2018.

Farming live weight cost during the quarter came in at USD 3.02/kg. This is up from USD 2.83/kg in Q4 2018, but in line with Salmones Camanchaca's long-term target at USD 3.00/kg. This cost was affected by smolt new vaccines and expenses in oceanographic (algae and oxygen) risk mitigation measures. Processing cost ended at USD 0.70/kg, down from USD 0.80/kg in Q4 2018, and well below long-term target of USD 1.00/kg, due to higher volumes and improved efficiency in value-added production.

Company Q4 2019 EBIT before fair value adjustment was USD 34.3 million (24.8 in Q4 2018), totalizing US\$ 67,5 million for the full year 2019.

Commenting on the Company's performance, vice chairman Ricardo García, said:

"Operational performance was good during the quarter, with stable oceanographic conditions, sea lice situation under control, and average weight at 5.6 kg. Combined with higher volumes, improved efficiency within processing, and more value added products and quick response to markets' opportunities, Salmones Camanchaca was able to keep its Ebitda slightly above US\$80 million, in a context of lower prices and more efforts in sealice control. Our Ebit/kg in the 4<sup>th</sup> quarter was strong at US\$1,63/kg, albeit for the FY 2019 was down 7% due to a weak 2<sup>nd</sup> quarter".

### **For more information please contact:**

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### **About Salmones Camanchaca**

Salmones Camanchaca S.A. is a vertically and fully integrated salmon producer with operations in farming, processing, marketing and sale of salmonids. The company is also involved in farming of trout through a joint venture (1/3 share) and has an estimate harvest of 55-60,000 tons WFE of Atlantic salmon for 2019-2021. Therefore, including trout production in the Company's farming sites, the total existing production capacity reaches 70-75,000 harvested tons WFE. The company has approximately 1,500 employees.

This information is subject to the disclosure requirements pursuant to section 5 -12 of the Norwegian Securities Trading Act.