

.....
**2016 SUSTAINABILITY
REPORT**
.....

SALMON DIVISION

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1. OVERVIEW

Salmones Camanchaca is a division of Compañía Pesquera Camanchaca, a public company that has been listed on the Santiago Stock Exchange since 2010. It has more than 3,000 shareholders, including its controlling shareholders, Jorge Fernández V. and Francisco Cifuentes, in accordance with the subscribed shareholders agreement. The Company is vertically integrated with fresh water and sea water facilities, together with primary and value added processing plants. In order to truly support our customers' supply chains, the Company has commercial offices in various parts of the world.

SALMONES CAMANCHACA S.A.

Avda. Diego Portales 2000,
13th floor, Puerto Montt,
Chile

Web

www.camanchaca.cl/en

E-mail

inversionistas@camanchaca.cl

OUR SPIRIT

We are a company committed to its employees.

We appreciate their achievements, effort and teamwork.

We are concerned for the personal and professional development of those who work with us.

The wellbeing of our employees and their families is paramount to us.

We encourage a working environment that is harmonious, cheerful and based on trust.

OUR ORGANIZATIONAL CULTURE IS BASED ON:

Excellence in processes	Promoting committed teams	A pleasant working environment	Goal-oriented work	Encouraging innovative ideas	Integrating sustainability
Ensure that every task contributes to the Company's objectives, while guaranteeing quality.	Aim to establish a tangible feeling of belonging to the Company.	Cooperate to maintain a pleasant workplace, promoting personal development, with relationships based on trust and communication.	At Salmones Camanchaca, people work to meet objectives.	As a company, we appreciate an entrepreneurial approach that encourages innovation and cultural change. We encourage ideas that optimize resource use and improve how the Company is managed.	Caring for the environment and respecting our local communities are essential elements within our processes.

VALUE CHAIN

100%
OF PRODUCTION IS
ATLANTIC SALMON

One hundred percent of Salmones Camanchaca's production is Atlantic salmon (*Salmo salar*), farmed and harvested entirely in Chile using eggs from the Company's breeders and without genetically modified organisms.

5
FRESH WATER
FACILITIES

We have 5 fresh water farm sites (both open flow and recirculating) on a total of 37 hectares.

75
FARMING
SITES

We have 75 aquaculture concessions in the Los Lagos and Aysén regions on a total of 1,045 hectares, only 363 of which were used in 2016.

2
SLAUGHTERING
HOUSES

1
VALUE-ADDED
PROCESSING PLANT

COMMERCIAL
OFFICES

Chile
USA
Japan

COMMERCIAL
REPRESENTATIONS

China
México,
Central America &
The Caribbean



PRODUCTION

2016 SMOLT PRODUCTION:

8.3 MILLION

(of which 5.6 million were produced in recirculating aquaculture system (RAS)).

PRODUCTION CAPACITY IN RECIRCULATING AQUACULTURE SYSTEM:

15 MILLION SMOLTS

BIOMASS HARVESTED IN 2016 – SALAR:

35,101 mT LWE

NUMBER OF FISH IN THE WATER AS OF DECEMBER 31, 2016 - SALAR:

8,810,188

BIOMASS PRODUCED BY SURFACE AREA USED:

Area	Production
Sea production	89.3 ton/Ha
Land production	51.1 ton/Ha

VALUE-ADDED PROCESSING PLANT:

50,000 tons WFE

Slaughtering capacity: 60,000 tons WFE

FEED CONSUMED IN 2016:

39,885 tons for grow out**2,405 tons in fresh water**

ECONOMIC PERFORMANCE

In 2016
Salmones Camanchaca
reported revenue of

ThUS\$ 216,096
with an annual EBIT/kg WFE of US\$ 0.72.

ECONOMIC RESULTS

Division Results Salmones Camanchaca (in ThUS\$)	12-31-2016	12-31-2015	12-31-2014
Revenue	352,752	262,824	278,510
Cost of sales	-304,379	-245,724	-238,814
Gain (loss) on fair value of biological assets	63,623	-20,745	-2,047
Cost of harvested and sold biological assets	-38,694	14,511	-8,391
Administrative expenses	-10,405	-9,110	-9,956
Distribution costs	-10,316	-12,430	-9,550
Finance costs	-3,525	-3,958	-3,733
Share of profit (loss) of associates	1,495	1,860	1,883
Exchange differences	-467	31	474
Other income (losses)	-9,987	3,477	-20
Finance income	73	203	54
Income tax benefit (expense)	-9,337	2,290	-1,948
Profit	30,833	-6,769	6,462
EBITDA	38,812	6,769	31,452
EBITDA with fair value adjustment	63,741	450	21,014

Division Assets and Liabilities Salmones Camanchaca (in ThUS\$)	12-31-2016	12-31-2015	12-31-2014
Current assets	149,662	167,976	161,054
Other non-current assets	116,550	118,620	123,012
Current liabilities	52,550	69,278	61,039
Non-current liabilities	107,598	114,763	126,559

For additional information, see: <http://www.camanchaca.cl/en/inversionistas>

PERSONNEL AS OF DECEMBER 31, 2016

Average
work force:

1,215 people

BY GENDER

 **906**
men

 **309**
women

FARMING

 **434**
individuals

TOME PROCESSING PLANT

 **781**
individuals

OUR MARKETS

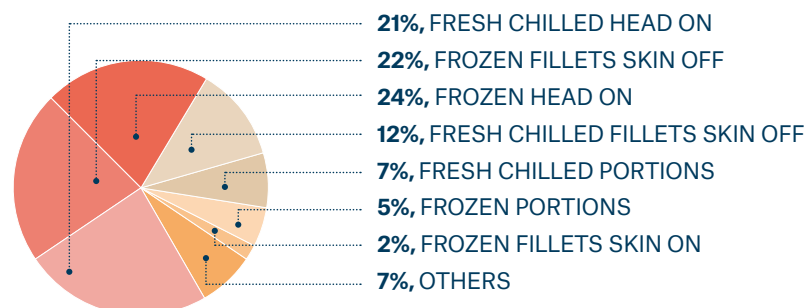
Camanchaca's sales team includes offices and representatives in different parts of the world, which allows the Company to serve and develop several markets more directly and effectively. The Company has positioned itself on international markets as a reliable supplier of premium marine products. Throughout its history, Camanchaca has built long-term relationships with important retail, food service and distribution customers around the world.

On international markets, Camanchaca sells frozen and high value-added products under the Camanchaca Gourmet and Pier 33 brands, which mainly target end consumers.

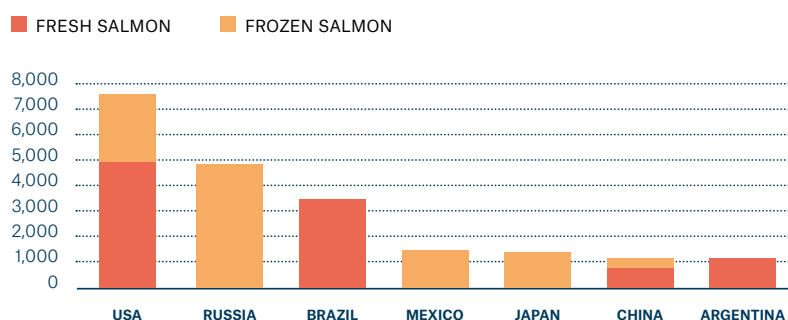
MAIN EXPORT MARKETS IN 2016

COUNTRY	FOB (ThUS\$)	TONS WFE	TONS NET	%
United States	79,247	15,069	7,576	29
Russia	36,616	5,826	4,842	19
Brazil	23,908	3,853	3,482	13
Europe (excluding Russia)	15,795	3,561	2,196	8

SALES BY PRODUCT TYPE (%)



MAIN MARKETS (Tons)

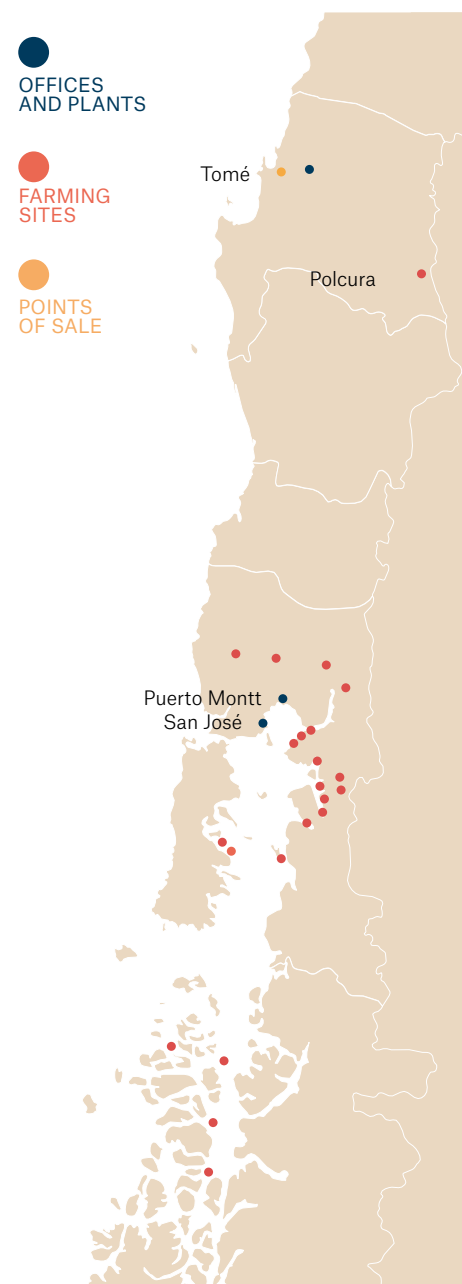


For additional information, see:
www.camanchaca.cl/en/mercados

OUR BRANDS



DISTRIBUTION OF OUR FACILITIES



2. HISTORICAL OVERVIEW

2001

The Company made a pioneering investment in 2001 when it commissioned the first recirculating hatchery for salmon in Chile, on the Petrohué river in the Los Lagos Region.

The same year a commercial office named Camanchaca Inc. was opened in Miami, USA, focusing on the sale and distribution of the Company's products, principally salmon.

1965

Compañía Pesquera Camanchaca S.A. commenced its fishing operations in 1965 by catching and processing langostino lobsters in the Tomé district of the Bío Bío Region. The Company then began to diversify its catches to include sardines, anchovies and jack mackerel, and ventured into aquaculture.

2005

The Company opened a commercial office in Tokyo, Japan, in 2005, to sell and distribute frozen products in Japan and South Korea.

1987

In 1987 it acquired the Polcura hatchery in the Bío Bío Region, where the first (Coho) smolts were produced. These were the first species farmed by the Company and marked the beginning of its salmon business.

That year, the first Atlantic salmon were stocked at the Peñasmó and Terao sites.

2010

In 2010, Compañía Pesquera Camanchaca S.A. created the subsidiary Salmones Camanchaca S.A. in order to focus and consolidate resources for this business.

2012

In 2012, Salmones Camanchaca became the world's first salmon producer to earn three stars for complying with the Global Aquaculture Alliance's (GAA) Best Aquaculture Practices (BAP).

In the same year, Salmones Camanchaca formed the New World Currents organization in partnership with three other Chilean companies, to supply salmon to the Chinese market in an efficient and stable manner, while achieving economies of scale.

2013

In 2013, the Global Salmon Initiative (GSI) was officially launched, which includes Salmones Camanchaca together with other leading salmon producers. Its main priority is to achieve significant progress in the industry's sustainable development.

2015

On June 26, 2015, Salmones Camanchaca published its first Sustainability Report. A sustainability dashboard was also published on Camanchaca's redesigned web page, to make its principal indicators more transparent.

Also in 2015 and 2016, it reconstructed the Petrohué hatchery, which was severely damaged when the Calbuco Volcano erupted.

2016

In March 2016, we accomplished one of the commitments we made within the framework of the Global Salmon Initiative, when our Porcelana farm site was certified under the demanding standards of the ASC. The chains of custody at the Tomé and San José processing plants were also certified (ASC CoC).

That same year, we earned the fourth star of BAP certification for our Río Petrohue hatchery, complementing the stars for growout sites, processing plant and suppliers of fish feed, thus completing certification of our entire production chain under this standard. We also earned GLOBAL G.A.P. certification for our Río del Este hatchery, which supplies eggs for our entire operation.

In November 2016, results from the previous year earned the Pilpilehue farm site the title Best Site of 2015 at the conference on Innovation and Collaboration for a More Sustainable Industry, organized in Valdivia by Skretting.

3.

A WORD FROM THE CEO OF COMPAÑÍA PESQUERA CAMANCHACA S.A.

Camanchaca is proud of this third Sustainability Report from our Salmon Division, which provides consistency over time and introduces new sustainability indicators, all of which demonstrates our commitment to sustainable salmon farming, a pillar of our Company's long term strategy. With this new report we aim to show how we are adequately balancing social, environmental and financial performance.

Over the past year, our Salmon business made important strides in both the sustainability of its operations and transparency in communicating them, disseminating and reporting actions and indicators. In 2016, Salmenes Camanchaca was awarded the fourth place in the world's ranking "Benchmarking of the World's Top 35 Salmon & Trout Farming Companies' Endeavors over Corporate, Social & Environmental Responsibility (CSER) Reporting". Prepared by SeafoodIntelligence, a global consulting company specialized in aquaculture and fisheries. This ranking analyzes the degree of transparency companies exhibits in communicating their sustainability policies and results based on reports and publications, sanitary information, community relations, human resources, financial information, among other aspects. This position obtained by Camanchaca is the best result of any Chilean salmon farming or seafood company.

In 2016, the Company made important progress on external certifications of its sustainable production pro-

Over the past year, Salmenes Camanchaca made important strides in both the sustainability of its operations and transparency in communicating and reporting

cesses. Despite being seriously affected by the eruption of the Calbuco volcano in 2015 and it's rebuilding in record time, the Río Petrohué hatchery still managed to obtain Best Aquaculture Practices (BAP) certification from the Global Aquaculture Alliance (GAA). As a result, Salmenes Camanchaca obtained four BAP Stars, the maximum category available for this certification, which guarantees consumers, supermarkets and food service operators that the products sold by the Company are obtained and processed in line with the industry's best aquaculture practices, with a special emphasis on social and environmental responsibility, animal welfare, food safety and product traceability.

Salmenes Camanchaca was also awarded GLOBAL GAP certification for all egg production at its Río del Este hatchery facility.

In addition, the Company earned Aquaculture Stewardship Council (ASC) certification for the Porcelana



RICARDO GARCIA
CEO OF COMPAÑÍA PESQUERA CAMANCHACA S.A.

farm site in the Comau Fjord and for the MSC/ASC chain of custody at the San José processing plant in the Los Lagos Region, as well as the Tomé processing plant in the Bío Bío Region. This certification is part of the commitment made by Salmones Camanchaca to the Global Salmon Initiative (GSI), which groups 12 salmon producers from around the world and aims to enhance cooperation and transparency to make significant progress in the sustainability of the salmon farming industry. The ASC certification process contains the highest standards, as evidenced by the recent changes in Monterrey Bay Aquarium's Seafood Watch Program recommendations to salmon farmed in ASC certified sites. The program upgraded farmed salmon with ASC certification to a "good alternative" and categorized the product as "sustainable".

Beyond these certifications, Camanchaca is known for its proactive role in promoting the sustainability of the food and protein industry. In September 2016, Camanchaca was the only Chilean company and the only salmon company in the world to sign, together with 28 global producers of protein, the One Health Initiative, supporting the efforts of the United Nations to combat microbial resistance and develop global standards for the responsible use of antibiotics.

Our social engagement program, "Camanchaca Amiga" (Friendly Camanchaca), deserves special mention. This program continued to strengthen the relationships

forged with neighboring communities by the Company and its associates. In 2016, the Salmon Division carried out 105 activities that attracted over eight thousand people in the Bío Bío, Los Lagos and Aysen regions under the program's three pillars: build up close and deep relations with communities; caring for the environment and particularly the coastline; and healthier life eating seafood. To date, Friendly Camanchaca also has more than 6,700 followers on social networks, which enables it to communicate and interact better with communities.

Camanchaca is proud to publish this third version of its Sustainability Report for the Salmon Division, demonstrating our teams' effort and conviction to make highly transparent both the positive elements of our sustainability performance as well as the areas to improve. This is the only way to progress, enhancing sustainable salmon farming to continue feeding the world from the ocean.

RICARDO GARCIA
CEO OF COMPAÑÍA PESQUERA CAMANCHACA S.A.

4.

SCOPE OF THIS REPORT

This is our third annual sustainability report, which is part of our corporate policy of transparency and communication with stakeholders. This report addresses our 2016 performance of all our material (financial, environmental and social) aspects.

Performance of Salmones Camanchaca's material sustainability aspects is monitored periodically and reported to its diverse stakeholders annually. The Sustainability Report, along with the Annual Report, GSI Sustainability Report and our corporate dashboard are available at

www.camanchaca.cl/en/sustentabilidad/salmones

The information herein covers all production operations of our subsidiary Salmones Camanchaca S.A., which all take place within Chile.

This report has been prepared in accordance with Global Reporting Initiative (GRI) guidelines, Version 4, and Food Processing Sector Disclosures. External assurance has not been conducted on this report. However, all our financial, food safety, environmental and social performance information is continuously evaluated by third parties to ensure compliance with standards, such as Best Aquaculture Practices (BAP), Aquaculture Stewardship Council (ASC), GLOBAL G.A.P., ISO Standards (Integrated Management Systems), and by customers themselves.

The year 2016 brought some production adjustments as harmful algal blooms (HAB) caused widespread mortality between February and March at three of our farm sites (Puelche, Contao and Mañihueico) located in the Reloncaví Sound in the Los Lagos Region.

All our operations were impacted as a result of the two HAB events, which will be reflected in each indicator throughout this report as appropriate.



4.1. MATERIALITY ANALYSIS

We have maintained last year's methodology for analyzing materiality using information from community meetings, stakeholder mapping and surveys conducted during various open-door activities at production facilities. We also used any information generated by our grievance mechanisms and employee suggestions fielded during our quarterly company-wide meetings.

Likewise, the Company has considered material aspects included in its business objectives, information on the different sustainability standards adopted,

internal requirements, the contents reviewed in different sustainability reports related to our activities and all the important information based on the GRI guidelines.

Using the information available, we have compiled a list of all the topics of interest, ranked them by the importance assigned by our organization and then separated them according to the importance assigned by our internal and external stakeholders.



As a result, the following material aspects have been included: antibiotic use, communication and transparency, impact on the seabed, best social practices, food quality and safety, occupational safety, environmental care, Sea-lice treatments, regulatory compliance, fish mortality, waste management and recycling, biodiversity, use of antifoulant, engagement in local development, water use, conservation of fishmeal and fishoil, energy use, prevention of fish escapes, tax payment near operations and commitment to indigenous communities.

The materiality analysis is prepared by the Certification Department in conjunction with the Company's technical and operating areas. It is then evaluated by management in order to guide our commitments and identify areas for improvement.

4.2. SIGNIFICANT CHANGES DURING THE PERIOD

In February and March 2016, HABs caused massive mortalities at our Contao, Puelche and Mañihueico farm sites in the Reloncaví Sound located in the Los Lagos Region.

The event affected all companies with fish in the area, causing mortality rates of around 17% of the industry's annual production.

At the three Salmones Camanchaca sites affected, algae concentrations were nearly double critical levels (4,744 cel/ml).

Erratic fish behavior was first detected at the Puelche site without the presence of algae; however, divers observed high mortality during their check.

Throughout the event, which lasted approximately 26 days, company-owned and leased barges and deep sea fishing vessels were used to remove the dead fish. Eighty percent were used to produce fishmeal and fishoil; the remaining 20% was disposed of in authorized landfills. No fish were dumped into the ocean.

Later efforts focused on the recovery of the surviving fish, which were taken to the Puelche site to complete the grow-out process.

Ultimately, with HAB-related losses of more than 90% at these sites, 300 tons were recovered to complete the production process.

This emergency had labor implications, including the laying off of some personnel. The Friendly Camanchaca Layoff Assistance Program supported those who lost their jobs with continuing secondary and elementary education and retraining options including salmon skin craftsmanship, international cuisine (two versions), plumbing and structural carpentry.

4.3. MODIFICATIONS FROM THE PREVIOUS REPORT

The methodology for analyzing FFDRm and FFDRo has been modified to account for the individual weighted result for the closed cycle at each farm site. Instead of using monthly results for each site, which modified the annual indicator at the end of the cycle, these weighted figures are averaged to obtain data for the year under analysis. Given these modifications, the results are not comparable to those published in the prior year's report.

The methodology for evaluating GHG emissions and energy consumption was also modified. Emissions from consumption of electricity were previously calculated as if they were entirely from renewable resources; however, the majority of electricity in Chile is from mixed sources. This also makes results incomparable with the prior year's report.

In previous years, we have used the copper content in the paint to calculate the antifoulant indicator. This year, because the copper content in all the paint we use is similar (12%), we decided to calculate the volume of paint used.

FFDRm
Forage Fish
Dependence
Ratio meal

FFDRo
Forage Fish
Dependency
Ratio oil

GHG
Green House
Gas

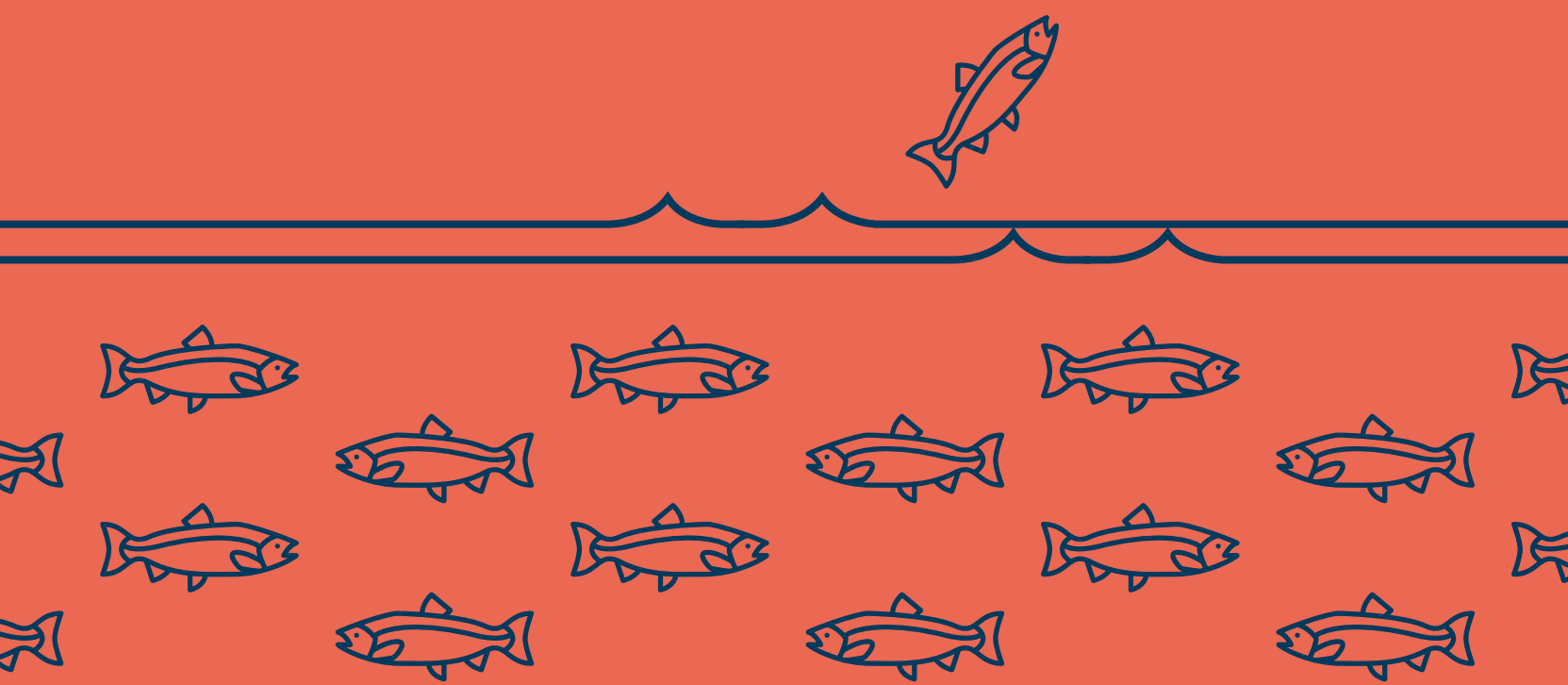
5.

MARKET CONTEXT

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In 2016 Camanchaca was
the fifth largest exporter
of Chilean Atlantic Salmon

.....



5.1. OVERVIEW OF THE SALMON FARMING INDUSTRY

With the world's population growing around 1.18% annually (2015 growth based on data from the World Bank), salmonidae production expanding at a rate of 3% for the last 10 years and practically non-existent growth in wild salmon fishing, the future of the salmonidae farming industry is very promising.

According to Kontali Analysis, 2016 global salmonidae production was 3.4 million tons, 75% of which were farmed salmon. The remaining 25% were wild salmon. In the production of farmed salmonidae, Atlantic salmon and trout stand out, representing 84% and 10% of 2016 harvests, respectively.

Norway is the world's leading producer of Atlantic salmon, representing 54% of the 2016 harvest, followed by Chile with 23%.

Global salmonidae production has grown at a rate of 3% annually for the last 10 years (2007 to 2016). During this same period, farmed salmon has grown at a rate of 4.4%, while wild salmon fishing has recorded zero growth.

5.2. OVERVIEW OF SALMON FARMING AT CAMANCHACA

In a global scenario with demand for protein and seafood products on the rise given the growth of population and higher purchasing power, a zero increase of wild salmon, and fisheries and which generally do not grow, the medium and long-term economic outlook for Camanchaca and other farmed salmon producers shows great opportunity.

Camanchaca, particularly, has the potential to grow production by 100% via concessions not currently in use. With these concessions, it is positioned to harness a global scenario of increasing prices in the medium and long term.

According to Kontali Analysis, 2016 farmed salmon production in Chile reached 699,000 tons. Atlantic salmon accounted for 505,000 tons of this total.

Around the world, Atlantic salmon farming has grown at a rate of around 5.5% for the last 10 years. In Norway, the world's leading producer, it has grown at about 6.9% annually in the same period, while Chile has recorded annual harvest growth of around 3.2%.

According to Infotrade, in 2016 Camanchaca was the fifth largest Chilean exporter of Atlantic salmon, exporting a total of 26,550 tons of finished product, the equivalent of 40,846 tons of whole bled salmon.

6.

CORPORATE GOVERNANCE

Salmones Camanchaca S.A., a subsidiary of Compañía Pesquera Camanchaca S.A., is committed to maintaining high standards of corporate governance to ensure effective operations, improve performance and strengthen corporate social responsibility efforts.

The Company has a Code of Corporate Conduct and Ethics applicable to all persons within the Company that is available on its website.
<http://www.camanchaca.cl/en/wp-content/uploads/2017/07/Camanchaca-Code-of-Conduct-and-Business-Ethics-2017.pdf>

The organizational and corporate structure, as well as any significant changes that may have occurred during the reporting period can be found in the 2016 Annual Report published on our website.
www.camanchaca.cl/en/wp-content/uploads/2017/06/Camanchaca-Annual-Report-2016.pdf

The Company's Board has a Corporate Governance Handbook, which can also be found at the website:

A mechanism has also been approved by the Board that addresses the compensation, termination benefits and incentive packages for its key executives;
www.camanchaca.cl/en/wp-content/uploads/2016/07/Camanchaca-Compensation-Procedures.pdf

CODE OF CONDUCT AND BUSINESS ETHICS



2016 ANNUAL REPORT



CORPORATE GOVERNANCE HANDBOOK



7.

ANTICORRUPTION POLICIES

Salmones Camanchaca has properly communicated its ethics and conduct policy and crime prevention model and formalized procedures for implementation. These tools are constantly reviewed by the Board.

7.1. ETHICS AND CONDUCT POLICIES

Ethical behavior by all employees in the everyday performance of their professional duties is a key component of the Company's culture and values.

This behavior is particularly important and should always strictly comply with standards, regulations and laws. Employees must show respect for the dignity of others and the communities where they work as well as care for the environment.

7.2. CRIME PREVENTION MODEL

As a subsidiary of Compañía Pesquera Camanchaca, Salmones Camanchaca has had a certified Crime Prevention Model (CPM) in place since November 2015.

See CPM: www.camanchaca.cl/en/wp-content/uploads/2015/12/Crime_prevention_model_2.pdf

See certification: www.camanchaca.cl/wp-content/uploads/2015/11/Certificado_MDP_Salmones_Camanchaca_SA_2015.pdf

In 2016, Law No. 20,393 was modified to include receiving stolen property and the Company's Board of Directors approved the addition of anticompetitive

behavior to the Camanchaca Group's Crime Prevention Model (CPM). Consequently, the model for Compañía Pesquera Camanchaca and its subsidiaries includes monitoring, review and supervision of five crimes:

- Bribery of a national or foreign public official
- Money laundering
- Terrorism financing
- Receiving stolen property
- Anticompetitive behavior

In 2016, Camanchaca hired a law firm specializing in the Defense of Free Competition Act (D.L. 211) to provide training for all managers, area heads and individuals for whom this issue is relevant to their position. The program included a general talk and area-specific modules addressing specific questions and uncertainties.

A practical guide for the organization, the Code of Conduct for Matters of Free Competition, was drafted as a product of the experience and questions that arose from these talks.

Furthermore, the Corporate Audit Area's 8 audits and 16 audit memos on general internal control matters, for which compliance with the provisions of the CPM is implicit, have not revealed significant observations in 2016.

During 2016, the Company has not received any reports related to the crimes addressed in Law No. 20,393.

8.

STAKEHOLDERS ENGAGEMENT



Since 2012 Salmenes Camanchaca has been supported by a Code of Conduct and Business Ethics approved by the Board of Compañía Pesquera Camanchaca S.A., which defines the Company’s stakeholders.

These groups are defined on the basis of the Company’s vision for sustainable development and shared value, as these are the entities that could be directly or indirectly involved in the Company’s decisions.

EMPLOYEES

Our employees are essential to the success of Salmenes Camanchaca. For this reason, the Company promotes their development in order to improve and strengthen their skills and competitiveness, giving priority to internal promotions.

It encourages employees to treat everyone with dignity and respect, which entails: a close and direct relationship, taking into account that each human being is unique and valuable; appreciating diversity and non-discrimination; always seeking to provide work conditions that ensure safe environments that favor the wellbeing and development of people based on their own merits; and giving people the opportunity to express their honest opinions in an open and constructive environment. People also deserve the chance to correct their performance in response to fair, accurate and timely feedback regarding their work.

CONSUMERS AND CUSTOMERS

To offer our customers and consumers products of the highest quality, always aiming to provide healthy foods and disclosing product characteristics and qualities.

To continuously develop strategies and plans to secure long-term profitability for the Company and thus business sustainability over time, creating value for shareholders, weighing the interests of other groups (employees, suppliers, customers, communities, etc.), and complying with all applicable regulations.

The goal is to provide shareholders with consistent returns in line with their investment, creating value that is sustainable over the long term. As a result, the Company must conduct itself so as to provide timely information to the market, thus allowing shareholders to make decisions with the appropriate tools without any advantages for certain shareholders over others.

SUPPLIERS

We understand that Camanchaca's suppliers not only include persons or companies that sell production supplies, but also contractors and any individual that provides services externally.

The Company has the obligation to cultivate constructive, cordial and honest relationships with its suppliers, promoting fair trade and seeking to generate lasting and equitable business relationships in line with our corporate principles and values. We believe it is important to build commercial ties based on the conditions of the products and services provided, including price, delivery timetables and the sustainability of their operations.

We are concerned with paying our suppliers within appropriate time frames. That is why we have committed to reducing our average days payable outstanding (DPO) indicator each year beginning in 2017, with the objective of reaching an average of 30 days. In 2016, our average DPO was 42.4 days.

In 2016, Salmones Camanchaca had commercial relationships with 1,195 suppliers of goods and/or services, which issued invoices totaling US\$205.4 million to the Company.

The ten largest suppliers accounted for 57.4%, invoicing US\$ 117.9 million. The leading two suppliers, which are fish feed companies, together invoiced US\$ 87.5 million and accounted for 42.6% of the total. Our main supplier was Biomar Chile S.A. invoicing US\$47 million, which represents 22.9%.

The twenty largest suppliers accounted for 67.3% of expenses at Salmones Camanchaca, invoicing US\$138.2 million. The fifty largest suppliers accounted for 79.7% of this total, invoicing US\$163.7 million.

The one hundred largest suppliers accounted for 88.5% of this total, invoicing US\$181.8 million.

The most significant services were: Operational services with 12% of total invoices, medicines and vaccines with 7%, and transport and logistics with 6%.

COMPETITORS

The Company competes correctly and fairly within a framework of integrity and respect in a free, transparent market, where transactions are based on merit, including price, quality and service.

It avoids any conduct that creates monopolistic competition or uses collusion as a tool to improve sales conditions.

GOVERNMENT AND AUTHORITIES

The employees of Salmones Camanchaca must fully comply with all applicable regulations and laws, thus contributing to the common good and social order. Each individual has the duty to report any violations and/or incidents of non-compliance.

SOCIETY AND THE ENVIRONMENT

The Company promotes universal ethical values, supporting the economic and social growth of the communities where Salmones Camanchaca operates, and caring for the environment with a perspective of long-term sustainability.

9. ENVIRONMENT CARE

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Protecting the environment is one of our main interests. Awareness of the impact of our operations on both the ecosystems in which we participate and our own future is a priority for Salmones Camanchaca.

.....

We understand the potential impacts of a salmon farming and processing operation. That is why our processes are designed to reduce and minimize these effects in order to make our project viable over the long term.

Our objective is that the concepts resulting from implementation of Best Aquaculture Practices (BAP), Global G.A.P. and the Aquaculture Stewardship Council (ASC) are maintained over time as we endeavor to progressively improve our environmental performance.

9.1. WASTE MANAGEMENT

Our environmental management programs ensure that we comply with all legal regulations, adopt the strictest international standards, comply with the objectives and goals defined by the Company itself, and the concerns of our stakeholders.

Salmones Camanchaca's commitment is based on implementing best practices to manage our waste, maintaining sea water quality at our grow-out sites, efficiently using energy and reducing GHG emissions, with a focus on managing every aspect of biodiversity within our local environments.

Through its waste management policy, implemented in all facilities more than eight years ago, Salmones Camanchaca commits to responsible waste production and proper waste management.

We have service contracts with recycling companies like Sorepa, which recycle the paper and cardboard waste we generate in administrative offices in Puerto Montt and Tomé, and Ecofibras, which receives

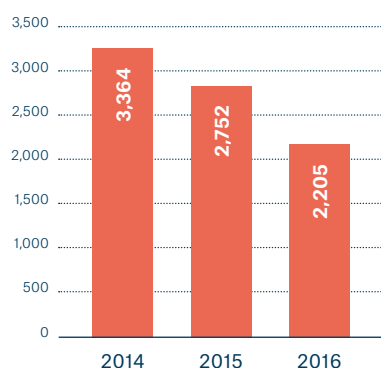
different kinds of plastic, Styrofoam, steel and any other recyclable material from the farm sites located between the Los Lagos and Aysén regions. These materials are compacted by Ecofibras and sent to China for recycling. Tari removes plastic waste from the Tome's Processing plant.

During 2016, our production facilities, including hatcheries, grow-out sites and processing plants, generated 2,205 tons of waste. This decrease of 20% relative to 2015 was mainly due to the drop in production that resulted from closure of three sites as a result of HAB, which caused massive mortality rates in the Reloncaví Sound and Chiloé in the first quarter of 2016.

Of this waste, 13% was recycled. In keeping with our commitment to manage waste responsibly, the remainder was disposed of in authorized locations. Recycled waste includes industrial waste, like metals and plastics from farm sites, as well as paper and cardboard from our administrative offices.

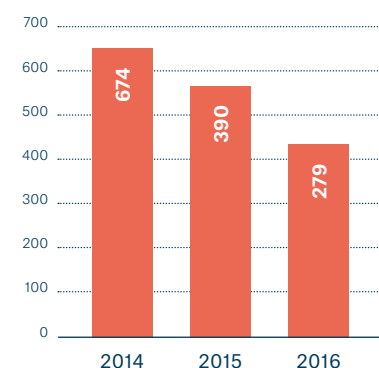
WASTE GENERATED

WASTE (TON)



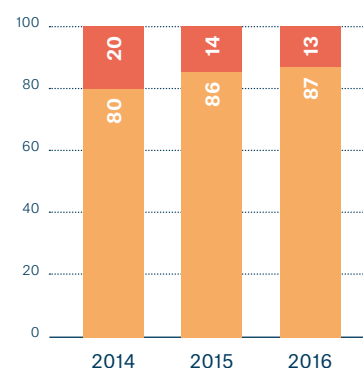
WASTE RECYCLED

WASTE (TON)



RATIO OF WASTE DISPOSAL VERSUS RECYCLED (%)

■ % RECYCLED ■ % DISPOSAL



Based on the ratio above, we recycled 130 kilograms of waste for every ton generated.

Source: Environmental Area - Salmones Camanchaca

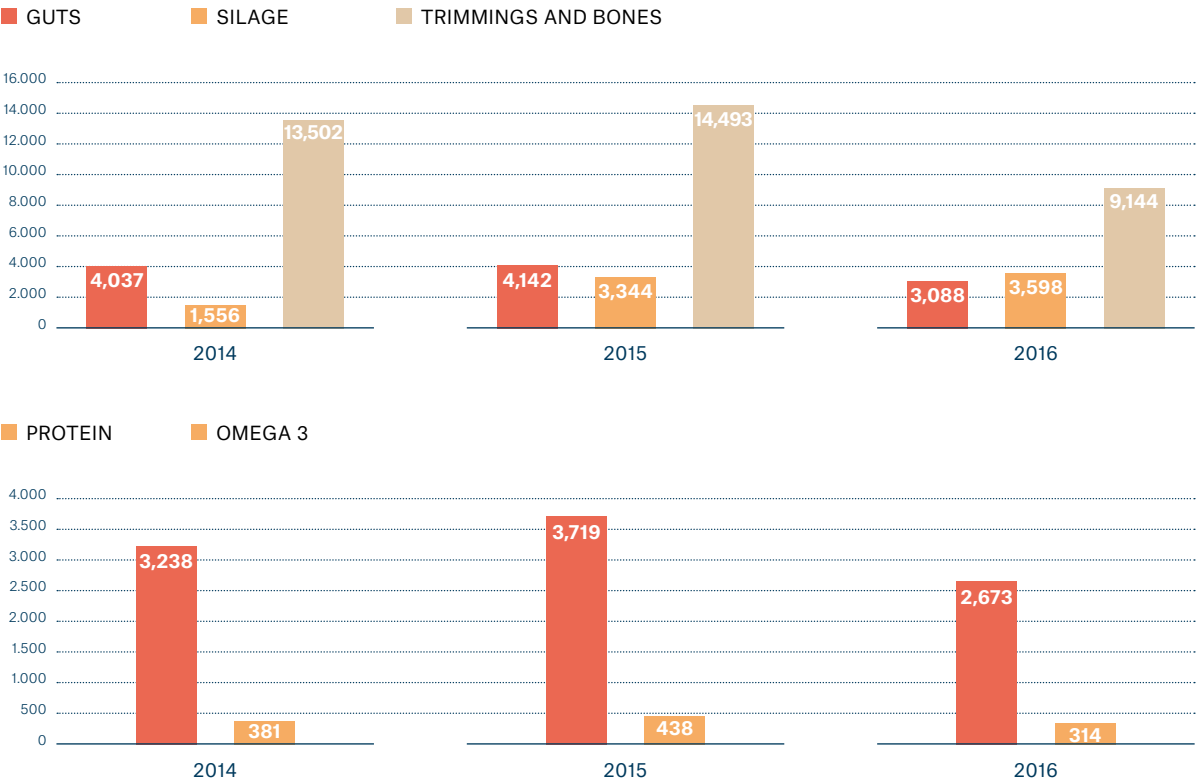
9.2. RECOVERING NUTRIENTS

At Salmones Camanchaca, we recover the biological waste generated in our facilities. This includes the mortalities from our farm sites, as well as guts, trimmings and bones discarded by our San José and Tomé processing plants, which are sold to reduction plants and transformed into usable products.

Some of the nutrients recovered from our operations, like protein and omega 3 fatty acids, are more important from a perspective of human consumption. Thus, as a new indicator for our process, we have calculated their volume relative to total waste from our operation.

NUTRIENT RECOVERY
(TONS)

Source: Management Control Department, Salmones Camanchaca



Source: Management Control Department, Salmones Camanchaca

During the first quarter of 2016, our operations were affected by HAB (*Pseudochattonella verruculosa*) outbreaks, causing massive mortalities of more than 17% of Chile's total annual salmon production. Despite these complex circumstances, Salmones Camanchaca arranged for company and supplier-owned vessels to extract mortalities for reuse. More than 90% was sent to fishmeal plants owned by the Company or third parties. Due to the extraordinary volume, this biological waste was not included in the general nutrient recovery analysis.

Likewise, 100% of the sludge generated in the Río Petrohué, Río del Este and Río de la Plata hatcheries is treated using earthworms and later used as humus on the grounds at the Company's facilities.

The sludge generated by our processing plants is brought to authorized industrial landfills for final disposal.



9.3. WATER QUALITY MANAGEMENT

Salmones Camanchaca meets all Chilean environmental regulations, then takes actions and sets guidelines to exceed them.

Our farming area focuses on the entire production process, from eggs to harvest. Thus, our area of influence spans from rivers in the foothills, lakes, estuaries, fjords and canals that greatly influence the ocean.

Water quality is very important to ecological processes, as it sustains the surrounding flora and fauna, and to our production processes. Sustaining the quality of sea water at a high level is a vital component of our strategy to achieve the best conditions for fish health and welfare.

HATCHERIES

Reproduction stages take place at our hatcheries, culminating with smoltification, placing them in the lakes and estuaries in the Andean foothills. We uphold Chilean environmental regulations at all our facilities and have decided to implement voluntary certifications at several in order to push ourselves to improve our practices and processes.

- **Chilean emissions regulations:** We fully comply with Chilean environmental regulations at all our hatcheries. We report all our liquid industrial waste emissions, normal industrial waste and mortalities (to the National Waste Declaration System), hazardous industrial waste and atmospheric emissions.
- **Environmental Impact Assessment System:** We issued an Environmental Impact Statement for the modifications at our recirculating Río Petrohué hatchery as part of the Environmental Impact Assessment System. The resulting Environmental Qualification Resolution approved our operations, which have also been assessed by several authorities with ties to the industry.
- **Aquaculture Stewardship Council (ASC):** Our commitment to industry sustainability led us to implement this standard, which involves production

process beginning with smoltification. Our Río Petrohué recirculating hatchery is now subject to these regulations, which has included an environmental monitoring program for the surroundings and our effluents.

- **Best Aquaculture Practices (BAP):** Always striving to improve our processes, we decided that our Río Petrohué recirculating hatchery will meet these requirements, which include strict monitoring of effluents.
- **GLOBALG.A.P:** At Salmones Camanchaca, we want to guarantee all our processes. We have decided to submit egg production at our Río del Este hatchery to this standard, developing an environmental risk matrix for the entire operation that will, in turn, be the basis for the Environmental Management Plan. Furthermore, we have monitored the potential physical-chemical impacts of liquid industrial waste discharge.

FARM SITES:

At our grow-out sites, located on estuaries, fjords, bays and canals throughout the Los Lagos and Aysén regions, we have developed and implemented systems that monitor the biological and physical oceanographic variables that are most relevant to farming fish. These initiatives include programs for monitoring internal and external phytoplankton and systems for real-time oxygen and temperature logs. This has enabled us to react with contingency plans in a timely manner when faced with adverse environmental conditions, like harmful algae blooms and low oxygen.

- **Environmental Data:** According to Law No. 18,892 and Supreme Decree 320/2001, all farm sites must have aerobic conditions, which are evaluated by authorities, in order to operate. In 2016, all our farm sites met this condition.
- **Emissions:** All our farm sites fully comply with Chilean environmental regulations, reporting all atmospheric conditions, normal industrial waste, mortalities and hazardous industrial waste.

- **Environmental Impact Assessment System:** We have issued Environmental Impact Statements for all operational farm sites as part of the Environmental Impact Assessment System. The resulting Environmental Qualification Resolution (RCA) approved our operations, which have also been assessed by several Chilean governmental bodies. We have implemented measures that enable us to control and assess our various environmental commitments.
- **Aquaculture Stewardship Council (ASC):** Our commitment to industry sustainability has led us

to implement this standard, which applies to the grow-out process. Our Porcelana farm site, located in the Comau Fjord, is ASC-certified. We assessed the biotope and benthic impact area and periodically monitor the nutrients in the water column as well as the facility's impact on its surroundings.

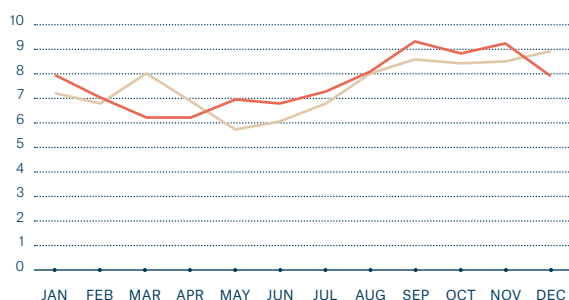
- **Best Aquaculture Practices (BAP):** Always striving to improve our processes, we decided that all our farm sites will meet these requirements, which include strict monitoring of water quality at each site.

The following are summaries of the ongoing monitoring of temperature parameters, dissolved oxygen and oxygen saturation performed in 2016 at our farm sites in the Los Lagos and Aysén regions:

2016 DISSOLVED OXYGEN

(mg/L)

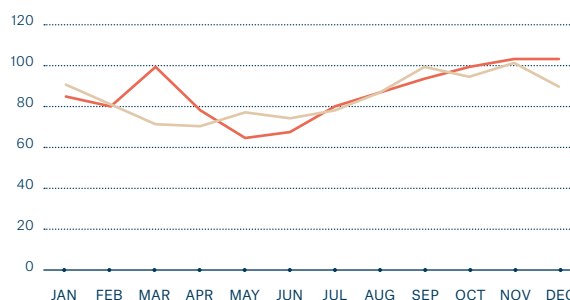
■ LOS LAGOS ■ AYSÉN



2016 OXYGEN SATURATION

(PERCENTAGE)

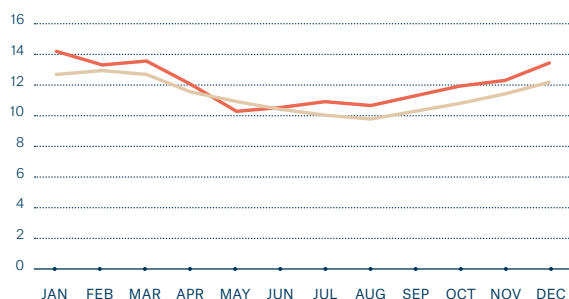
■ LOS LAGOS ■ AYSÉN



2016 TEMPERATURE

(Celsius Degrees)

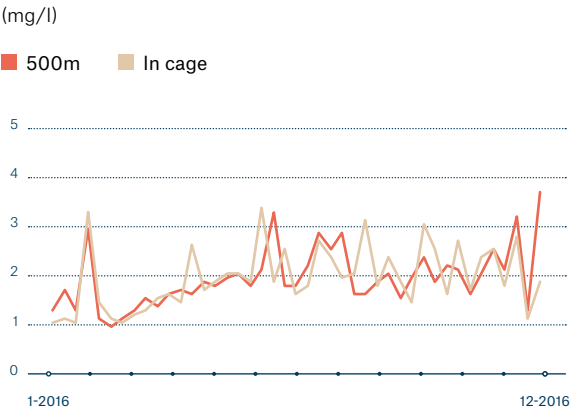
■ LOS LAGOS ■ AYSÉN



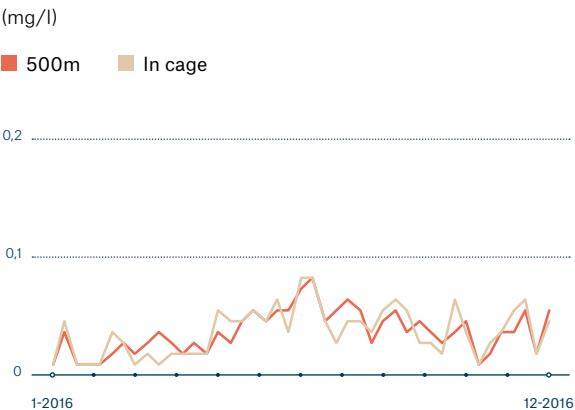
Furthermore, there are no Chilean water quality standards for the marine bodies where Salmenes Camanchaca's aquaculture operates. However, we have conducted monitoring to analyze the nutrients that our operations may contribute to the water column (like nitrogen and phosphorus) since 2015. The results indicate that the effect of our operations on the marine environment is minimal.

In 2016, we monitored only the contribution of nutrients discharged into the surroundings of our Porcelana site, located on the Comau Fjord in the Los Lagos Region.

PORCELANA TOTAL NITROGEN



PORCELANA TOTAL PHOSPHORUS



SLAUGHTERING HOUSE:

At our harvesting and gutting plant, located in San José, Calbuco in the Los Lagos Region, we have challenged ourselves to minimize the industrial waste and sludge that results from our production process. We have also implemented systems to monitor the biological and physical oceanographic variables that are most relevant for the fish in holding awaiting harvest.

- **Chilean emissions regulations:** Our facility fully complies with Chilean environmental regulations. We report all our liquid industrial waste emissions, normal industrial waste and mortalities, hazardous industrial waste and atmospheric emissions.
- **Environmental Impact Assessment System:** Given the plant's characteristics, this project was submitted to the Environmental Impact Assessment System. The resulting Environmental Qualification Resolution (EQR) approved our operations, which have also been assessed by several Chilean governmental bodies. Specifically, we perform quarterly evaluations of various biological and physical-chemical parameters of underwater discharge contemplated for this project. Results indicate low environmental impact, well below Chilean regulatory levels.

PROCESSING PLANT

We issued an Environmental Impact Statement for the processing plant in Tomé as part of the Environmental Impact Assessment System. The resulting Environmental Qualification Resolution (EQR) approved our operations, which have also been assessed by several authorities. All our effluents go to the municipal sewage system; however, we also meet strict regulatory and voluntary (BAP) compliance tables.

9.4. SEABED MANAGEMENT:

Managing and continuously improving the seabed is a priority for the Company. Therefore, the Company has ongoing programs to monitor the quality of benthic life at farming sites to verify optimum farming conditions and minimize environmental impact.



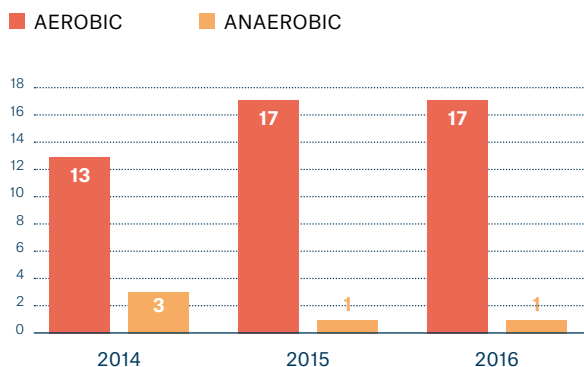
Seabed monitoring programs are scheduled during the production cycle and include underwater filming, monitoring of sediment (pH and Redox) and oxygen measurements in the water column. This monitoring is known as Environmental Reports (INFAS in Spanish). All favorable evaluations are classified as aerobic.

ENVIRONMENTAL CONDITION AT SITES

The following shows the condition of all our monitored concessions in 2016. Only one concession received an unfavorable result, but upon second monitoring, the result was favorable.

CONCESSIONS STATUS

(NUMBER OF SITES)



Source: Salmones Camanchaca's Environmental Management Department (According to results from Environmental Reports (INFAS in Spanish))

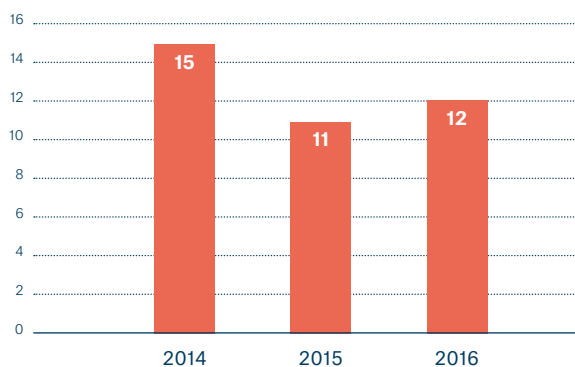
9.5. ANTIFOULANT MANAGEMENT:

The Company uses various strategies to maintain animal welfare conditions within our sites. This includes keeping nets clean in order to allow water flow and good oxygenation. This is one reason antifouling paint is used. However, it is being used less each year, as treated nets are replaced with in situ cleaning of untreated nets.

In 2016, the antifoulant indicator rose slightly, primarily as a result of lower annual production in the first quarter due to massive HAB-related mortalities.

USE OF ANTIFOULANT

IT ANTIFOULANT / TON LWE



Source: Management Control Department, Salmones Camanchaca

Note:
This year, we calculated the volume of paint used. In prior years, we used the copper content of the paint.



9.6. ENERGY EFFICIENCY

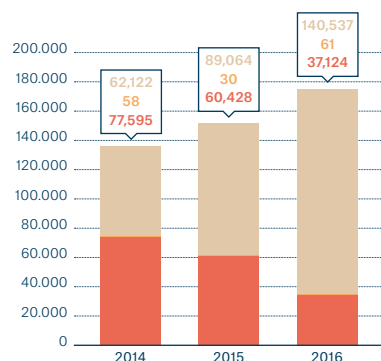
In 2016, at Salmenes Camanchaca, we once again reviewed the indicators for responsible energy use, verifying our consumption based on Scope 1 and 2 under the GHG Protocol Corporate Standard and ISO 14064-1 guidelines. The results were as follows:

- In 2016, total energy consumption expressed in GJ has increased by approximately 16% (1.7 million GJ), in comparison to the prior year.
- Energy efficiency is represented by total consumption in Gigajoules (GJ) related to the production volume (tons of fish produced LWE). In 2016, this indicator rose by 48% relative to the prior year, due primarily to the difference in production volume.
- Energy consumption by production area has changed as follows:
 - Energy consumption at marine sites and processing plants fell 11.1% and 27.3%, respectively, relative to the prior year. In contrast, consumption at fresh water sites was up almost 190% due to increased diesel use in its operations.
- Evaluation by energy source reveals increased consumption of diesel oil and LPG at fresh water sites. This is in addition to reduced electricity consumption at processing plants (which have been more efficient). However, it also reflects replacement of the energy source at the Río Petrohué hatchery, where diesel oil had to be used to compensate for the lack of electricity from local distributors following the eruption of the Calbuco Volcano.
- The Company has assessed its direct GHG emissions (tons of CO₂) based on the Greenhouse Gas Protocol (GHG Protocol, Scope 1 and Scope 2). The amount of GHG emitted is divided by tons of fish produced (LWE) in order to provide a standardized indicator. In 2016, CO₂-e rose 0.3 tons relative to the prior year. This was primarily explained by a reevaluation on the grounds that emissions from electrical consumption at our facilities were previously calculated as if they were entirely from renewable resources. However, the majority of electricity in Chile is from the Central Interconnected System (SIC), which draws on mixed sources.

ENERGY CONSUMPTION (GJ)

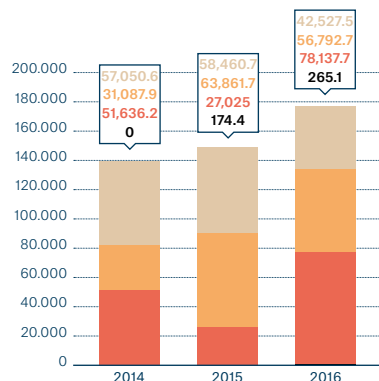
ENERGY CONSUMPTION BY SOURCE

Oil Natural gas Electricity



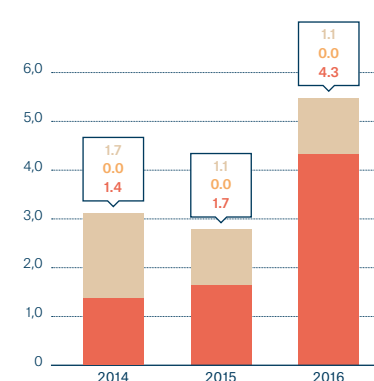
ENERGY CONSUMPTION BY AREA

Management Fresh water
Sea water Processing plants



ENERGY EFFICIENCY GJ/ ton LWE BY SOURCE

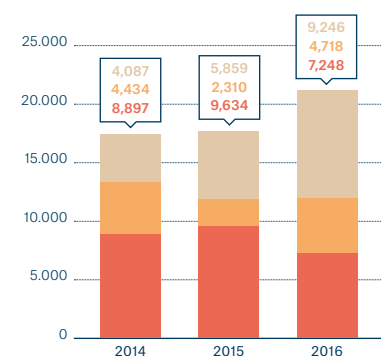
Oil Natural gas Electricity



GHG EMISSIONS

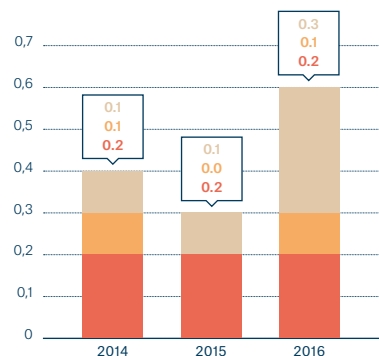
EMISSIONS BY SOURCE (t CO₂-e)

Electricity Natural gas Oil



EMISSIONS INTENSITY CO₂-e/ton LWE

Electricity Natural gas Oil



Source:
Environmental Management Department
Salmones Camanchaca

9.7. EFFICIENT USE OF WATER

At Salmones Camanchaca, we know that water is critical to our operations and for consumption by neighboring communities.

The main sources of fresh water at our processing plants are surface water (rivers and springs) and wells. The water used at our hatcheries comes from rivers and deep wells.

We have challenged ourselves to establish baselines in order to monitor and manage water use at all facilities where fresh water is used.

We quantified the volume of fresh water used at our San José and Tomé processing plants in 2016. We recorded total volume and efficiency, measured in terms of annual production, as shown in the table below:

Source:		m3	M3/ton.MMPP
San José	Deep well	42,474	1
Tomé	River/spring	278,840	10

10.

BIODIVERSITY

Biodiversity is a concern at Salmones Camanchaca. Our production activities have the potential to impact it directly or indirectly in the areas where we operate.

The aspects of salmon farming that can have undesired effects on biodiversity and to which Salmones Camanchaca and our stakeholders pay greater attention include: fish escapes, impact on the seabed, interaction with wildlife, irresponsible use of resources (raw materials to manufacture fish feed), failing to protect the genetic integrity of wild populations, and its potential effect on critical habitats or high conservation value areas.

With regard to the latter, none of our facilities are located in protected or high conservation value areas. However, we are located near some national parks like Vicente Pérez Rosales National Park, Llanquihue National Reserve, Las Guaitecas Reserve and Pumalín Park.

10.1. FISH ESCAPES

Salmones Camanchaca implemented a fish containment plan in 2013, which is aimed at preventing fish escapes.

As part of our plan, site risk assessments include rating oceanographic conditions using the methods proposed by strict international standards, like NS9415. These methods include periodic inspections by a naval engineering firm, during which a ROV (Remote Operated Vehicle) verifies that surface and submarine structure, modules and mooring lines are in proper conditions.

In 2016, no fish escapes from our farm sites were detected.

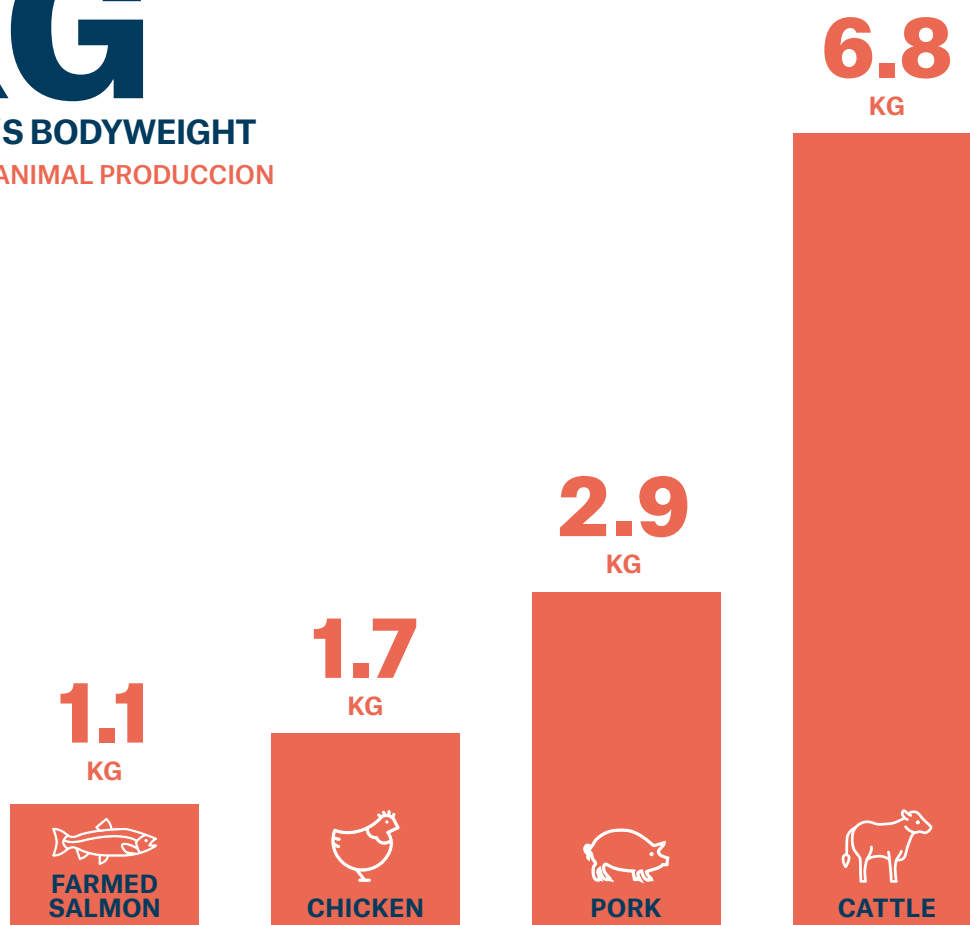
10.2. EFFICIENT USE OF RAW MATERIALS

Salmon farming is one of the most efficient food production methods. Since fish are poikilotherms and their body weight is lower in water, all of their energy is used to grow. Consequently, it requires little more than 1,000 grams of feed to produce one kilo of salmon. Furthermore, the yield of meat for human consumption is higher in salmon than in many other species.

FEED KILOGRAMS
NEEDED TO INCREASE

1KG

THE ANIMAL'S BODYWEIGHT
FOR DIFFERENT ANIMAL PRODUCTION



Source: Biomar.

Therefore, correct fish nutrition and a careful choice of feed play a predominant role. They are selected to optimize growth and maintain the best possible sanitary standards.

As fish feed is a key consumable in salmon production, we are constantly striving for greater efficiency and the best strategies to improve production and sanitary performance, while decreasing our dependence on pelagic resources, in order to reduce our impact on their global populations.

All the fishmeal and fish oil that we use is sourced from fish feed suppliers certified as complying with strict sustainability standards, such as GLOBAL GAP and BAP. These are also certified as complying with the IFFO and MSC standards, to ensure that their raw

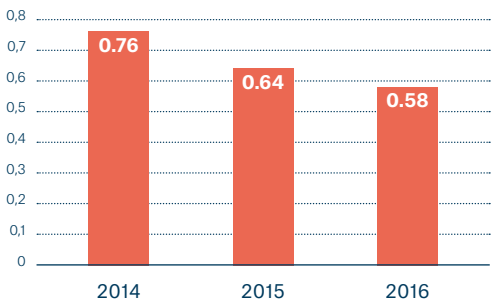
materials are acquired from authorized sources and not from fisheries not on the red list published by the IUCN.

The fishing zones are mainly southern Peru, northern Chile and southern central Chile (FAO Area 87).

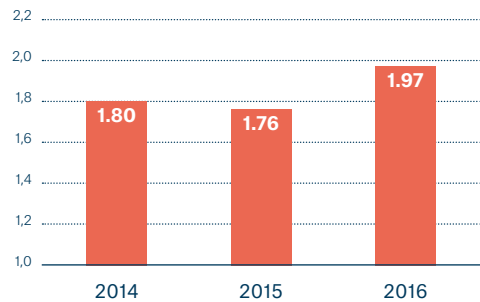
The indicator used to quantify the degree of dependence on pelagic resources is the dependence rate (FFDRm – FFDRo), which determines the weight of pelagic fish needed to produce the volume fishmeal and fish oil to finally produce a kilo of salmon.

During 2016, we decreased the fishmeal in feed by 8.9% in 2015 and increased the amount of fish oil by 11%, compared to 2015. In other words, for every kilo of harvested salmon, 0.6 kg of pelagic fish and 1.9 kg of oil is needed to produce their feed.

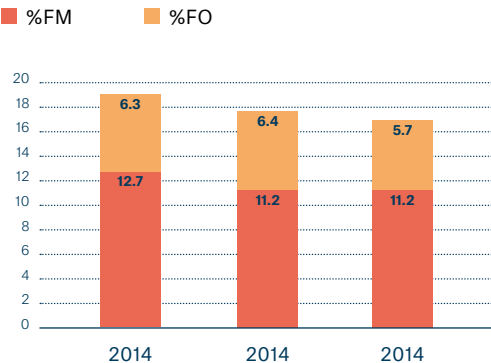
FFDRM RATE



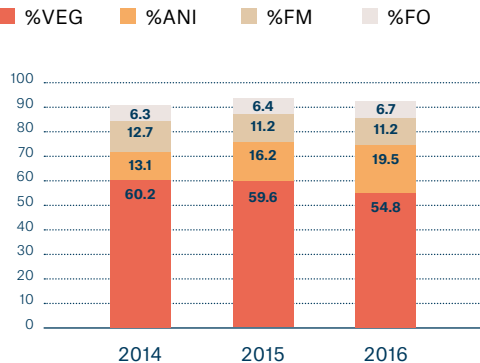
FFDRO RATE



CONTENT OF FISHMEAL AND FISH OIL IN FEED FM - FO (%)



RAW MATERIALS IN FEED





10.3. WILDLIFE INTERACTIONS

Salmones Camanchaca implemented a wildlife interaction plan in 2013, with the objective of raising awareness in our personnel as well as communities surrounding our operations in order to avoid damaging those species that may interact with our facilities.

These measures include providing an induction course for all staff recruited to work at our farm sites before starting work, which covers topics relating to the care and protection of birds and marine mammals that are protected by specific regulations.

Salmones Camanchaca only uses passive exclusion and protection measures to prevent birds or mammals from entering or attacking the cages. Lethal methods are not used, nor is acoustic deterrent equipment, nor any form of harassment.

According to records kept at our grow-out sites, we had no lethal wildlife accidents during 2016.

10.4. CONTROL OVER THE INTRODUCTION OR SPREAD OF PATHOGENS AND PARASITES

Salmones Camanchaca has a fish health strategy to prevent the emergence and spread of disease within and from our fish. It includes various preventive and management measures, both of a regulatory and voluntary nature.

Fish Health management at Salmones Camanchaca is based on seven main elements, including:

Regulatory management: ongoing monitoring of all general and specific sanitary programs mandated by current regulations.

Biosecurity: implementation and verification of actions implemented to maintain health status at the production unit.

Contingencies: clear and timely guidelines regarding actions to be taken in the event of diagnosis or suspicion of high-risk diseases.

Surveillance: surveillance and control programs for routine monitoring and supervision for disease in all production units.

Immune prophylaxis: vaccination against the area's significant threats for 100% of fish destined for grow-out sites.

Therapy treatments: approved chemotherapeutic agents to treat diagnosed disease in the fish, abiding by regulatory fallow periods.

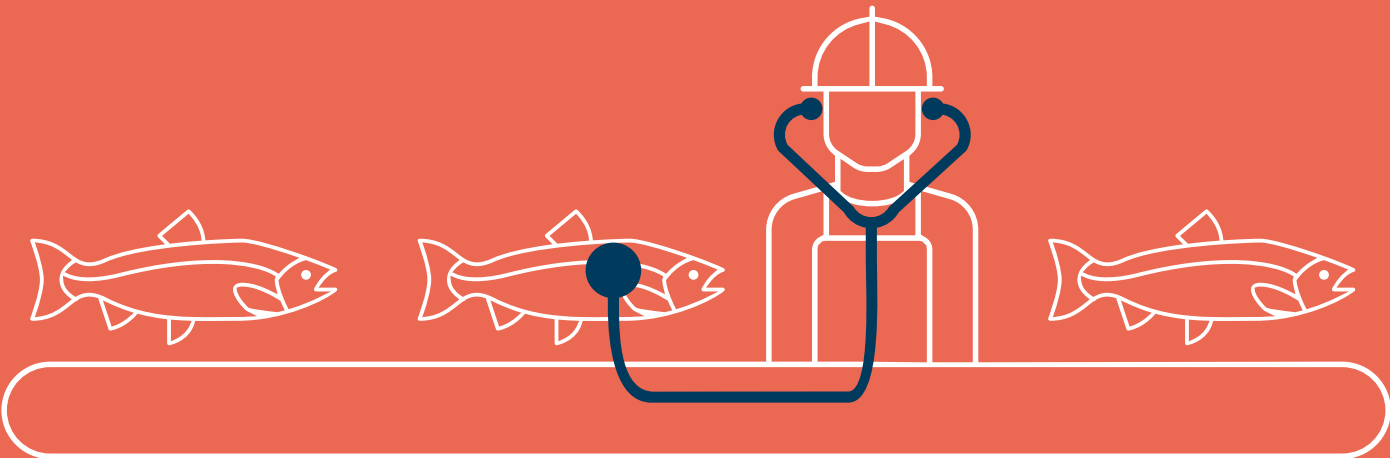
Special diets: prepare and maintain a proper immune system in the fish to prevent or minimize possible outbreak of disease at productive units.

11.

FISH HEALTH AND WELFARE

Fish health and welfare are critical to our performance. Monitoring environmental variables in the water column, implementation of biosecurity measures, supervision of a method for delivering adequate nutrition and frequently checking on the fish for timely diagnosis of disease are an important part of the animal welfare measures we have implemented.

The Company has considered the following indicators to be material for this report: mortality rate, monitoring of sea lice on the fish, use of sea-lice treatments and antibiotics, vaccinations and involvement in concession associations where Salmenes Camanchaca has operated.



11.1. FISH HEALTH PERFORMANCE

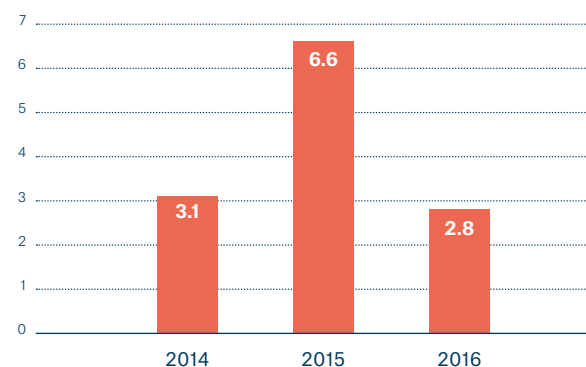
In 2016, all established preventative sanitary measures were duly implemented to reduce losses due to infectious disease. These measures include use of live SRS vaccine, which is applied in the freshwater stage to protect the fish during the first stage of its development at sea and consequently reduce the use of antibiotics. Lufenuron was used to reduce treatments against sea lice, thereby improving the quality of life of the salmon. The results of these preventative measures will be seen during the course of 2017.

However, in 2016 environmental contingencies caused massive mortalities as HAB incidents had an extraordinary impact on annual production. Thus, for the effects of fish health status, we have only considered mortalities due to non-environmental causes, like SRS.

The following graph shows calculations for 12-month accumulated mortality excluding the effects of HAB. The figure would increase by 17.8% if these losses had been included.

12-MONTH ACCUMULATED MORTALITY

Atlantic salmon (%)



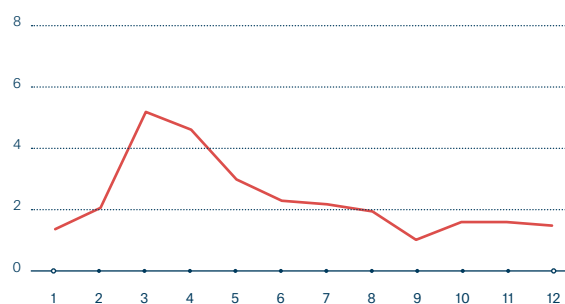
Source: Health Department, Salmones Camanchaca.

11.2. SEA LICE MONITORING

Controlling sea lice is a critical condition for Salmones Camanchaca, as high levels negatively affect the immune systems of farmed fish.

TOTAL SEA LICE COUNT

(Average number of sea lice per fish per month)



Source: Health Department, Salmones Camanchaca.

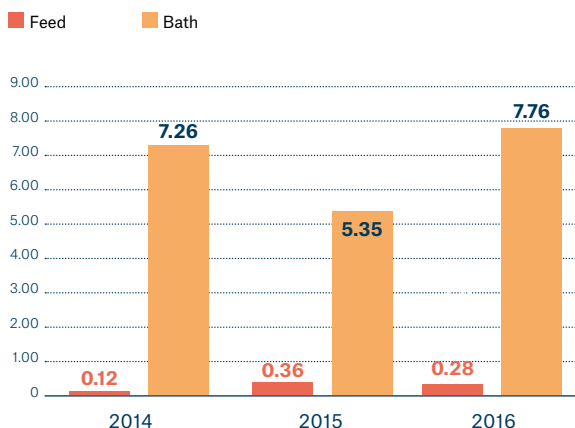
Note: this indicator considers total adults (mobile adults and gravid females)

SEA-LICE TREATMENTS

In 2016, use of antiparasitic medicines dropped in terms of absolute volume, primarily because loads were lower in the production zones that were operational this year. However, lower annual production as a result of HAB-related losses early this year drove up the bath treatment indicator (grAPI/ton LWE).

SEALICE TREATMENTS

(grAPI/ton LWE)



Source: Health Department, Salmones Camanchaca.

11.3. ANTIBIOTIC USE

The fish health strategy at Salmones Camanchaca is primarily a preventive policy that includes ongoing monitoring for disease by a highly qualified Veterinarians team, vaccinations for all smolts, functional feeding with specific diets for each productive phase and management of the environmental conditions. Antibiotics are used on groups of fish with diagnoses supported by lab reports and assessments for antibiotic susceptibility, where such use is necessary to avoid death. Antibiotics are not used to promote growth.

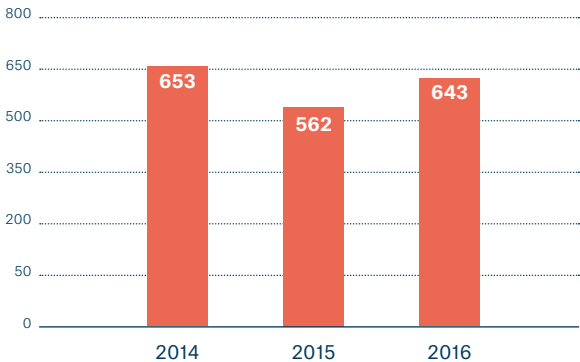
Salmones Camanchaca uses only antibiotics approved for use in fish and does not use those on the World Health Organization's list of Critically Important Antimicrobials for Human Medicine. Antibiotics are only used as a medical treatment. All antibiotic used, are prescribed by a Veterinarian. Fallow periods are respected so that treated fish can be delivered to our customers in optimal conditions for human consumption.

All our fish health procedures are based on the guidelines found in the OIE Aquatic Animal Health Code.

The following graphs illustrate antibiotic use (grams of active ingredient) per live ton produced (LWE) and the number of treatments per cage per cycle.

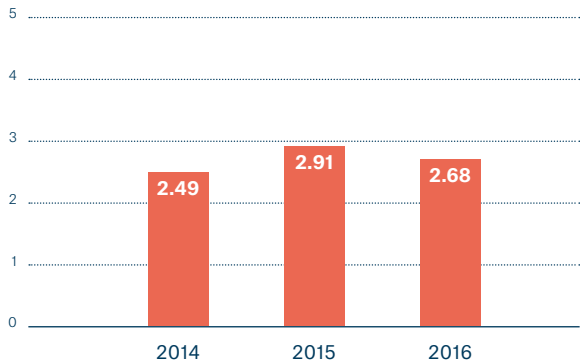
ANTIBIOTIC USE

(gAPI/ton LWE, closed cycles)



ANTIBIOTIC TREATMENTS

(number of treatments/cage)



Source: Health Department, Salmones Camanchaca.

In 2016, antibiotic use measured in grAPI/ton LWE rose primarily as a result of SRS diagnoses and lower annual production due to the massive HAB-related mortalities in the first quarter. This is reflected in the lower rate of treatments per cage, reflecting the strategy of minimizing antibiotic use by treating specific cages.

11.4. VACCINATIONS

The strategy of vaccinating all fish has been maintained, using effective vaccines that prevent the most important diseases in Chile.

11.5 INVOLVEMENT IN AREA MANAGEMENT AGREEMENT

Salmones Camanchaca actively participates in all meetings of the nine concession associations where it operates in the Los Lagos and Aysén regions. It serves as coordinator for two of them. The agreements reached by these associates are usually related to smolt transfer and fallow periods; sanitary control strategies; treatment coordination; vaccination programs; and contingency plans.

Strategic management by area is essential to effective preventative fish health management.

12.

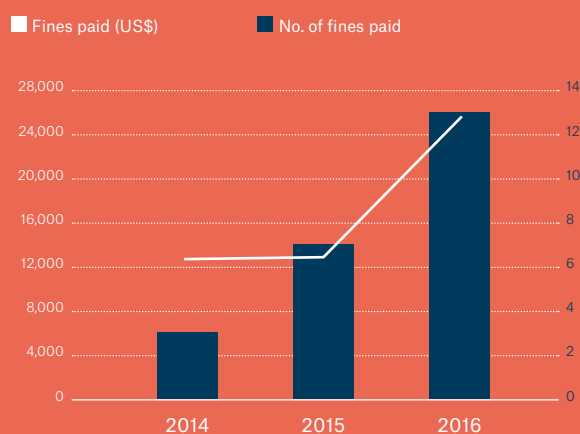
REGULATORY COMPLIANCE

In 2016, 21 breaches identified during regulatory inspections of our facilities, including farm sites and processing plants, were resolved.

Of those, 13 resulted in payment of fines of more than US\$25,000, approximately 65% more than the prior year.

REGULATORY COMPLIANCE

(FINES PAID)



13.

RESEARCH AND DEVELOPMENT

Project	Description	Impact on business sustainability
Egg selection for resistance to SRS-sea lice	With technical and scientific support from Universidad Católica de Valparaíso, we have developed a genetics program through which we produce fish eggs genetically selected for their resistance to pathogens, mainly SRS and sea lice. In 2016, methods were developed to select the first breeders with higher genetic resistance to pathogens. A limited batch of eggs selected for this trait will be produced in 2017.	Improvements in production efficiency indicators by lowering operating costs, and improvements in sanitary indicators by decreasing the occurrence of diseases, mortalities and the use of antibiotics.
Environmental and sanitary assessment of washing nets in situ for aquaculture	The project will assess and compare the environmental and sanitary risks associated with in situ cleaning and the system of net withdrawal used in aquaculture.	Minimize the environmental impact of antifouling paint, in addition to the impact on financial indicators by lowering the cost of replacing nets and the consequent effects on sanitary outcomes due to improvements in fish wellbeing.
Sea lice control protocol: "0" spawning female concept (in conjunction with Aquabench)	The concept of "treatment in specific cages" at a site is early control of sea lice in order to prevent an increase in spawning females in one or more cages. This is possible when there are low parasitic levels in remaining cages as a result of individual treatment. This means that baths are not required for the whole site, but for a single cage or a small number of them. Condition: weekly sampling from 100% of cages.	Improve the sanitary status of fish, while reducing the cost of antiparasitic baths.
Piscirickettsiosis project (Aquabench)	Implement a coordinated SRS prevention and control program among participating companies. The program aims to reduce disease-associated losses caused by mortality rates associated with <i>P. salmonis</i> and the consequent use of antibiotics.	Improve production efficiency, minimizing use of antibiotics and losses associated with SRS.
Testing functional feeds (Anti-sea-lice diet) GSI	Test functional anti-sea-lice diets from three feed suppliers (Skretting, Biomar and Ewos) under controlled conditions.	Have a non-pharmacological tool that supports the therapies currently in use.
Strategy for efficient and effective antibiotic use in the Chilean salmon industry	The effectiveness of antibiotic treatments can be substantially improved by incorporating additional practices that may lead to more successful treatment. The project evaluates 12 critical elements that must be improved in order to increase treatment effectiveness and decrease antibiotic use.	Improve production and sanitary efficiency and increase the number of successful treatments. Decrease the overall use of antibiotics due to recurrence of this disease.



14.

COMMUNITY RELATIONSHIPS

Our policy is to strengthen universal ethical values, supporting the economic and social growth of the communities where Salmones Camanchaca operates. We recognize that we must respect and be sure to benefit and develop the society where we work. We promote responsible participation by our employees in different community activities.

In order to bring these intentions to fruition, we have implemented the “Camanchaca Amiga” (Friendly Camanchaca) program at all our facilities. This program includes different activities coordinated and implemented in partnership with local and community organizations in the areas surrounding our operations.

14.1. FRIENDLY CAMANCHACA

Deepen and strengthen ties with neighboring communities, fostering mutual progress and collaboration.

At Salmones Camanchaca, we are proud of the progress our Friendly Camanchaca Program has made and its positive impact on neighboring communities. In

2012, this visionary program was launched in all the Company's divisions to create and formalize ties with the institutions, groups and communities in the areas surrounding Camanchaca's operations.

Through frequent dialog, ties built on respect and trust were made stronger and pathways to new projects and joint development opportunities emerged. These projects, which remain operational today, have been perfected to serve the proper areas and support their real needs.

The program is based on three elements, which have been refined over time based on ongoing evaluations of our activities. Ultimately, in 2016, the program focused on the following elements: Close to Community, Environment care and Healthy Life. Friendly Camanchaca's 105 activities in the Bío Bío, Los Lagos and Aysén regions drew more than 8,000 people.

Element	No. of Activities in 2016
Close to Community	71
Environment care	27
Healthy Life	7
TOTAL	105



CLOSE TO COMMUNITY

Each year, Salmenes Camanchaca reaffirms its engagement to local social development by partnering with neighboring organizations and groups on various activities. In 2016, this collaboration focused on new tools for increased and improved job opportunities. Trade classes, employment scholarships and training by Camanchaca's technicians and professionals were offered to the community.

More than 200 people from surrounding communities, including former employees, benefited from nine trade and job training programs.

Following the labor implications of the HAB emergency, the Friendly Camanchaca Layoff Assistance Program supported those who lost their jobs. Training opportunities were provided in:

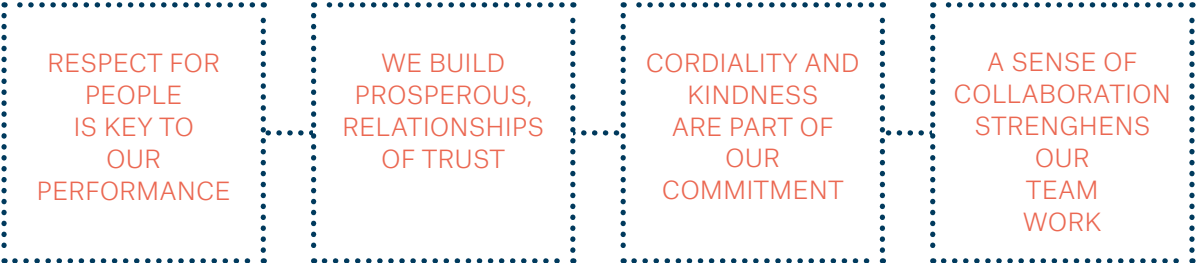
- Salmon skin craftsmanship
- Continuing secondary and elementary education
- International cuisine (two versions)
- Plumbing
- Structural carpentry
- › Collaboration on logistical matters, e.g., domestic waste removal, transporting individuals to health care centers and other emergencies.
- › Improvements to public use infrastructure and educational institutions.
- › Collaboration with public entities, like health care centers, firefighters and police, to benefit the community.
- › Transparency in salmon farming processes to dispel doubts and myths surrounding operations.

We have partnered with services and suppliers on a variety of activities in order to integrate them into our corporate social responsibility policies. One example is ERCOMAR's book drive for the library at Jardín Infantil Los Caracolitos in Aulen. We also partnered with Aramark to offer tasting tables for the San José and Ensenada communities.

Similarly, in order to provide our service suppliers economic security and stability we added an initiative that aims to decrease our average days payable outstanding to 30 days.



YOU ARE IMPORTANT TO CAMANCHACA



MECHANISM FOR QUESTIONS AND COMPLAINTS

Salmones Camanchaca has implemented a mechanism for addressing questions and/or complaints from our employees and stakeholders (suppliers, communities,

authorities, local organizations, services, etc.). The Company seeks to respond in an adequate and timely manner in order to reach mutually satisfying agreements.

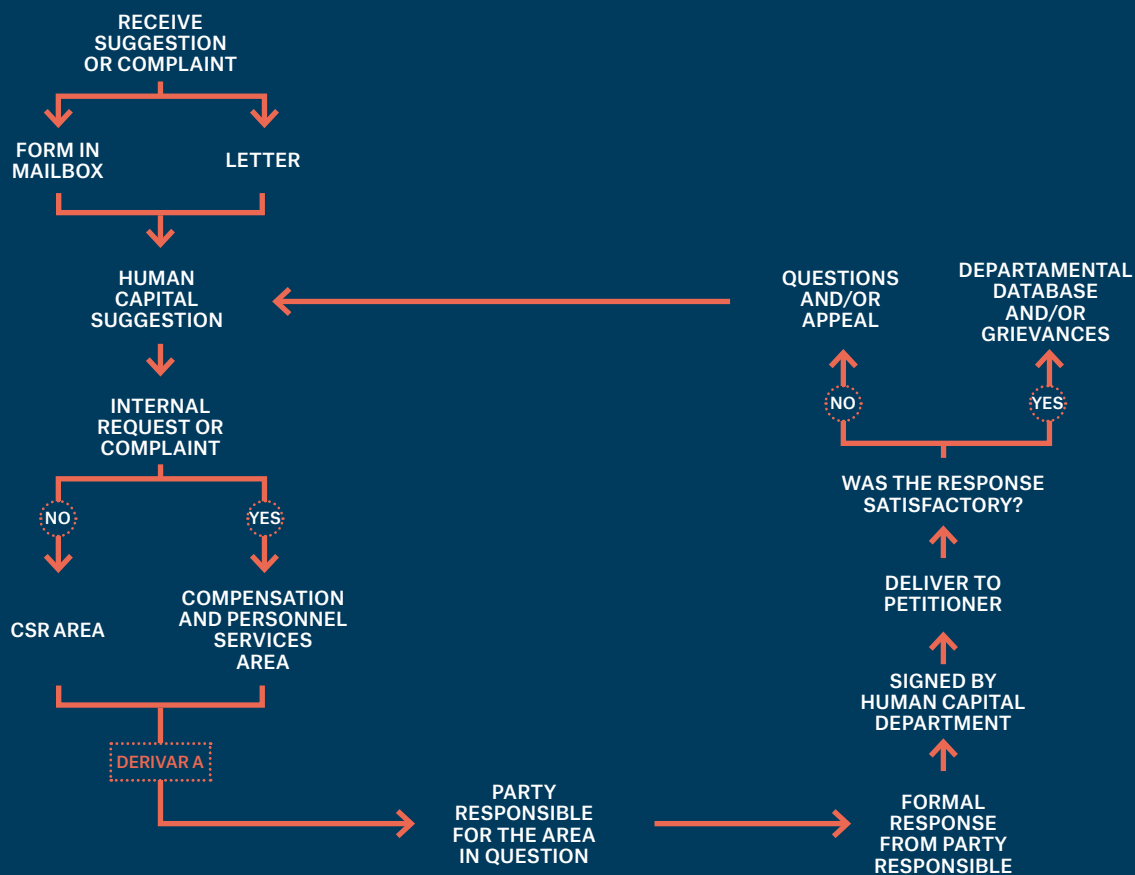


Table: Process for handling questions and complaints

This year, we received a complaint regarding noise at one of our hatcheries. It was investigated and a response was provided within the established time frame.

Questions or complaints can also be submitted via our web page:
<http://www.camanchaca.cl/en/comunidad/>



ENVIRONMENT CARE

Environment care has always been an essential element of the Friendly Camanchaca Program. The beach clean-up campaigns conducted in partnership with educational institutions and neighborhood groups in different areas are a highlight of the program. The partnership with maritime authorities and collaboration on International Coastal Cleanup Day, organized by DIRECTEMAR at the national level, remain intact. In 2016, the activity's area of influence was expanded to another nine localities, some of which were first-time participants.

Recycling infrastructure was installed at seven educational institutions in the municipality of Tomé that

were unable to participate in the 2015 Recycling Center Installation Program. Training on proper use of the containers, and other topics, was also offered at the 20 schools benefiting from the program.

In response to the HAB that affected the industry in early 2016, the Friendly Camanchaca Program organized two talks at schools close to our facilities in the Los Lagos Region to explain the implications of the phenomenon as it relates to red tide and the aquaculture industry. Students used microscopes to observe water samples and glean first-hand understanding of the nature of micro algae.



HEALTHY LIFE

Companies that produce food for human consumption must meet rigorous quality standards to certify that their products are suitable for consumption and not harmful to individuals who consume them. They must also certify that their process is not harmful to those with whom they share the land. However, Camanchaca has accepted the extra responsibility of promoting a healthy lifestyle and balanced diet, primarily based on the seafood that is available throughout Chile. In that

sense, the sales store in Tomé provides export-quality products at a fair price, benefiting hundreds of people in the community each year.

Two live cooking events were also held in Tomé. Neighbors were invited to try healthy products and learn to prepare them in different ways. Salmones Camanchaca also partnered with health centers to provide tastings at health fairs at rural schools.

CLOSE TO
COMMUNITY



Certification course on cooking and baking in San José.



Epson school visits the Petrohué hatchery during Science Week, in partnership with Conicyt's Explora Program.

ENVIRONMENT
CARE



Beach Clean-up at Ahoní Beach.



International Coastal Clean-up Day on Tenglo Island.

HEALTHY
LIFE



Lobito Marino Health Fair in Melinka.



Rural health fair at Escuela San José in Calbuco.

14.2. OUR RELATIONSHIP WITH INDIGENOUS COMMUNITIES

In the regions where Salmones Camanchaca operates, legally recognized indigenous communities have a strong presence. In keeping with their ancestral values, they work together to safeguard and care for the environment and native animal and plant species (customary use).

From a regulatory standpoint, relations with indigenous communities are subject to Environmental Impact Assessment System regulations (Decree No. 40, 2013, SEIA) and the Lafkenche Act (Law No. 20,249, 2008), which created the Coastal Marine Space for Native Peoples (ECMPO).

Thus, in general, there is a certain distance from industry, including salmon farming. However, since mid-2014, Salmones Camanchaca has been building relationships based on mutual respect with the indigenous communities where they operate. These efforts have given rise to joint round tables which seek mutually beneficial actions and projects.

In 2006, the Association of Indigenous Communities of Hualaihué began the Coastal Marine Spaces for Native

Peoples (ECMPO) civil process, which is rooted in the Lafkenche Act. Salmones Camanchaca, along with SalmonChile and other salmon farming companies with operations in Hualaihué, has been an active proponent of ECMPOs. Salmones Camanchaca has drawn closer to the indigenous communities by facilitating and co-ordinating delivery of information about the industry's intentions for the coast.

The Planning Table for Territorial Sustainability for the Coast of Hualaihué, established in 2015, brings together several local actors and users of the municipal coastline to discuss local development, the environment and tourism. It has also established Protocol for Agreements and Communications in order to create a platform for direct communication between the various participants within a geographic area of influence. The protocol aims to resolve potential contingencies or conflicts locally and in the short term.

In 2016, we have not had any incidents with indigenous communities in the areas where we operate.



Our Friendly Camanchaca Program has been available on social networks since 2016. You can follow all our activities on Instagram at @camanchaca.amiga and Facebook, on our Camanchaca Amiga fan page.

We already have more than



375

followers on Instagram

[See Instagram](#)

and more than



6.600

followers on Facebook.

[See Facebook](#)

15.

OUR PEOPLE

At Camanchaca, people are essential to accomplishing the Company's strategic objectives. For several years, we have been working on the Employee Satisfaction Program, which analyzes elements that affect workers' perception of their work environment. These are then used to plan actions that address any apparent gaps. One relevant aspect is inter-area collaboration and relationships, which keep employees motivated and committed as they strengthen their skills for growth and development.

In recent years, Camanchaca has channeled its strategy through four focuses:

1.

Camanchaca,
a great place
to work

2.

Camanchaca, a
Good Neighbor

3.

Effective and
efficient
organization

4.

Aligned
organizational
culture

The implementation of this Employee Satisfaction Program has enabled us to progress toward a sustainable, efficient culture, achieving high productivity rates, creating development opportunities and ensuring stakeholder inclusion as well as compliance with new regulations and standards.

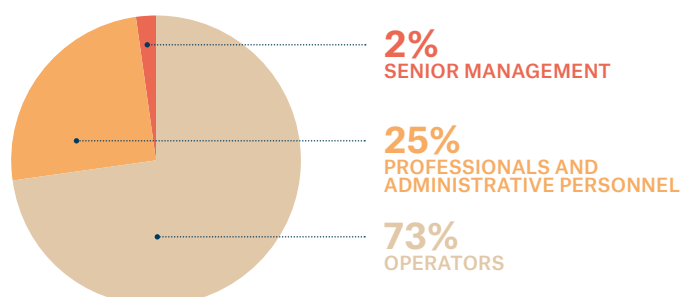
In order to reinforce this progress, our new CSR and employability policies (available at www.camanchaca.cl) declare and establish provisions on child labor and forced or mandatory labor that are in accordance with current Chilean legislation as well as the related international treaties to which Chile has subscribed.

Salmones Camanchaca is comprised of the farming operations located in the Bío Bío, Los Lagos and Aysén regions and the processing plant in the Bío Bío Region. Our Company is supported by a total of 1,215 employees, 886 (73%) of which are operators, 310 (25%) are professionals and administrative personnel, and 19 (2%) hold managerial positions.

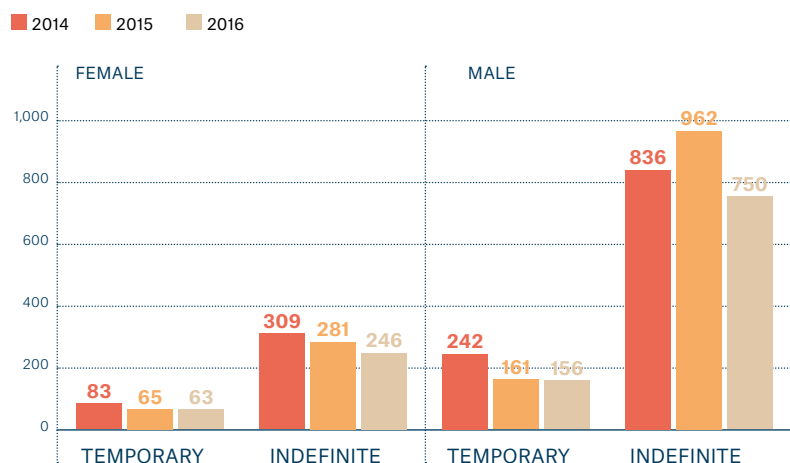
Ninety-six percent of our employees have indefinite contracts.

Seventy-five percent of our workers are male and 25% are female.

2016 EMPLOYEE DISTRIBUTION BY LEVEL



DISTRIBUTION BY TYPE OF CONTRACT AND GENDER



15.1. ORGANIZATIONAL ENVIRONMENT

Aiming to consolidate our Company as a sustainable and efficient organization, Camanchaca is engagement to creating a pleasant working environment. It encourages close, transparent relationships of respect, where operations meet high standards and workers are motivated by development and committed to performance.

One important element has been developing programs to optimize individual leadership through best practices that value collaboration and teamwork. Thus, we highlight some initiatives aiming to improve communication through informational newsletters and technical data sheets, publicly recognizing the members of our work teams. Other initiatives worth

mentioning include quarterly work sessions, where the Company shares production results, a general perspective on management, and the industry's primary challenges.

According to employee satisfaction survey results, perceptions of the Company have been improving since 2013. Thus, Camanchaca is able to reinforce and focus on creating programs that maintain and continue to improve this figure. Our excellent results reflect the dedication and commitment of those who make up Camanchaca. Their day-to-day effort and professionalism positions the Company to overcome any challenge.

Camanchaca arranges activities for employees' families, including Christmas for the children, and various annual awards, including recognition for years of service and the "Spirit of Camanchaca" award, which recognizes employees who are role models among their peers, who display strong values, a positive attitude and efficient performance aligned with the Company's objectives, contributing constructively to the Company even in the face of challenges.

Results of the Employee Satisfaction Survey

YEAR	INDEX
2014	69.7
2015	74.6
2016	76.6

Recognizing Years of Service

25 years of service: Aurelio Norambuena Castro, Sea Water Production Foreman



Spirit of Camanchaca Award 2016

Luis Poblete, Head of Operations, and Ricardo Cortés, Captain of the Ana Cristina



Christmas with employees' children

Christmas at farming sites Pilpilehue and Ahoni (Chiloe)



15.2. THE WELLBEING OF OUR PEOPLE:

In this competitive industry, our human capital sets Camanchaca apart as we seek to adapt to change, meet the highest standards and provide high quality products in a timely manner. In order to achieve these goals, we focus on aligning programs and implementing initiatives to support continuous improvement, teamwork, etc.

Regarding promotion of "Healthy Life", we run a Healthy Food Program and support sports programs. Internal

communication has been essential in this area. Internal newsletters, technical data sheets, meetings with site teams and quarterly meetings have kept all employees abreast of our business strategy and main challenges.

In addition to the high-impact annual Employee Satisfaction Program, the following initiatives were conducted in 2016:



Award for the Innovation Contest at the Tomé Plant: In 2016, Salmenes Camanchaca Tomé launched its first innovation program under the themes of "low cost, high impact" and sustainability. Of the 18 projects submitted, "Use of Water in Machines" was selected. The project is led by Ítalo Luppichini, Head of the Hygiene Department, and a group of seven employees advised by Andrés Medina, Maintenance Supervisor, on technical issues. The prize included a trip to the Los Lagos Region to tour the Petrohué and Río del Este hatcheries, the Ahoni grow-out site and the San José processing plant, interacting with the entire team from the respective areas.



Innovation at Farm Sites: In 2016, the Islotes and Edwards sites opted for healthy, organic nutrition using greenhouses. Underway since the beginning of the year in the Chaitén area, the expertise of the team members and reuse of materials from our operations were key to this initiative. This instance of integration strengthens collaboration, teamwork and innovation—key aspects of our Company's organizational culture.



Visitor Program: Through this program, our professionals visit the Company's facilities, forming close relationships between the different areas, while fomenting collaboration, teamwork and continuous improvement.



15.3. PERFORMANCE EVALUATION

Aiming to align objectives and optimize employee development, we estimate the overall performance of the individual in the position and measure gaps between expected and real performance as a guide for professional development. This company-wide evaluation process is conducted twice yearly.

Results-based performance evaluation: This phase considers each person's individual contribution to the year's results, their team and the Company.

Skill assessment: Consists of analyzing the measurable and observable knowledge, skills, attitudes and experiences required to perform each position optimally. Through this system, the Company aims to produce development and improvement plans that close each individual's skill gaps in relation to his or her position and function.

A direct evaluation system based on seniority and performance is in place for our operators.

15.4. TRAINING AND DEVELOPMENT

Our commitment to develop employee skills, knowledge and attitudes is a company trademark.

Annually, training programs are designed and implemented on regulatory, technical and soft skills topics. They aim to mold well-rounded professionals who focus on continuous improvement and are efficient and empowered in their positions.

The Organizational Development Area manages and promotes the timely and ongoing implementation of training processes in the different divisions.

Training was provided to 1,726 employees in 2016, with an average of 10.44 hours per employee. The information is broken down as follows:

Region	Total Training Hours	Hours per Person
Tomé	6,798	7.9
Farming sites	1,100	2.5
TOTAL	7,898	6.1

Area	Distribution Training by Hierarchical level			Distribution Training by Gender	
	Executives	Administrat.	Operators	Women	Men
Plants	0.4%	5.2%	60.9%	23.3%	43.2%
Salmon farming	8.4%	22.7%	2.5%	6.2%	27.3%
TOTAL	8.8%	27.8%	63.4%	29.4%	70.6%

CORPORATE LEADERSHIP PROGRAM FOR PROFESSIONALS AND SUPERVISORS



Given the important role professional employees play, the Company instituted a series of initiatives to optimize and empower site directors, supervisors and assistants. We are continuously carrying out activities that upgrade our leaders' skills and their abilities to manage performance, identify talent, develop people and faithfully represent the ideal of a Camanchaca leader.

15.5. HIRING

As an industry, we have a very important responsibility to local and social development. We seek to build a more sustainable industry through best practices that optimize performance. Consequently, our policy favors hiring local residents, thus facilitating community relationships and building a sense of belonging.

Year	Hiring
2014	4.21%
2015	4.87%
2016	3.56%

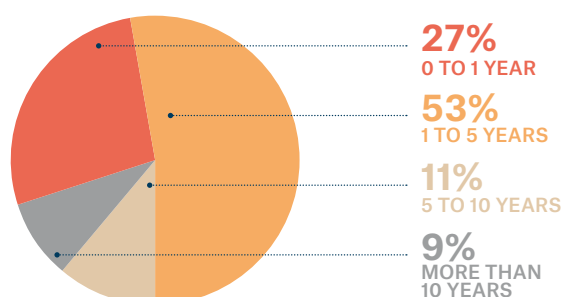
Harmful algae blooms (HAB) made 2016 a complex year in Contao, Chiloé and Calbuco. They directly affected the amount of raw materials to be processed, thereby reducing staffing needs. These HAB outbreaks were not an impediment to operational continuity. We were steadied by the conviction that the Company would emerge and overcome this new challenge that nature had set before us.

15.6. TURNOVER

Given the characteristics of the industry's production activities, which surge during certain months of the year, employees are constantly joining, leaving or moving within the Company. However, turnover due to resignations is quite low. In recent years, the average has been less than 1% monthly, coming in at only 0.34% in 2016.

Year	Turnover
2014	0.80%
2015	0.81%
2016	0.34%

YEARS OF SERVICE AT SALMONES CAMANCHACA



15.8. LABOR RELATIONSHIPS AND TRADE UNIONS

Camanchaca meets the standards set forth in collective bargaining agreements and current labor legislation. Our relationship with our trade unions is based on close collaboration, respect and proximity. This makes any change toward improvement possible.

All three 2016 collective bargaining processes brought excellent results without strikes or similar events interrupting working hours.

In total, 41.89% of our employees are covered under collective bargaining agreements.

Our compensation policy ensures that 100% of individuals working at Salmones Camanchaca receive wages that exceed the current legal minimum. At the same time, we have studied any potential for gaps between real remunerations and the salary required to meet basic needs in the area where operations are located. Our current compensation policy is a step system that provides for gradual, performance-dependent pay increases.

In 2016, there were no forced or mandatory labor or child labor incidents in our workforce.

15.9. OCCUPATIONAL HEALTH AND SAFETY

We aim to continue our preventative culture by fostering leadership and self-care. To do so, we work with Mutual de Seguridad to develop an Annual Work Program comprised of activities to strengthen and empower leaders as well as the entire team. Our high prevention standards have enabled us to consistently reduce accident and claim rates over the years. Efficient prevention by each of the Company's areas brought excellent results in 2016.

One of the main highlights of 2016 was implementation of the Behavior Accident Prevention Process (BAPP), a behavior-based prevention program, at our processing plant in Tomé. Implemented with the support of the

Chilean Safety Association (ACHS), the program's first activity was a brainstorming session in order to create an implementation plan.

In 2016, internal communications campaigns emphasizing self-care and incident reporting were ongoing. The farming division wrapped up 2016 with Safety Week, featuring face-to-face and e-learning training, checklists, emergency and accident evacuation drills.

The "At Camanchaca we cultivate safety" logo was also designed this year. Our employees created it in order to continue emphasizing the importance of safety in our operations.

As we do every year, Salmones Camanchaca provided personal protective equipment to 100% of employees. Depending on their task, employees were provided with hats, sunglasses, sunscreen, thermal clothing for personnel exposed to the cold and safety apparel and equipment for those who handle hazardous substances.

These efforts have translated into ongoing improvement in reviewing and reinforcing prevention and safety behavior. While these measures brought good results, we have yet to reach our goal of excellence: zero lost-day accidents.





The following table shows occupational health and safety indicators for 2016 compared to prior years:

Annual Indicators	2014	2015	2016
Average annual workforce	1,470	1,469	1,215
Total number of hours worked per year	3,175,200	3,173,040	2,624,400
Accumulated accidents	53	41	14
Lost-time injury rate	16.7	12.9	5.3
Absence rate	0.24	0.23	0.18
Total days lost	1,026	976	651
Days worked	423,360	423,072	349,920
Fatalities	0	0	0

The number of accidents fell markedly (66%) and lost days were down 33%.

Also in 2016, there were only two professional illnesses, totaling 92 lost days (14% of the total accumulated accidents).

Finally, it is worth noting that our four Joint Committees on Hygiene and Health—Petrohué hatchery, the primary plant, secondary plant and management—meet monthly to organize annual preventive management programs.

16. CERTIFICATIONS

- In 2016, 11 sea water farm, which account for 98% of production, achieved the Best Aquaculture Practices (BAP) certification.
- In February, our Porcelana site, became the Company's first to obtain ASC certification.
- In March, we achieved the GLOBAL G.A.P. certification for all in-house egg production at the Río del Este hatchery.
- Also in March, the chain of custody at our Tomé and San José processing plants received MSC/ASC certifications.
- Recertification of the Tomé processing plant under Best Aquaculture Practices, with annual production of 32,644 tons (Raw Mat., 2016).
- Annual monitoring of ISO 9001:2010, ISO 14001: 2004 and OHSAS 18001:2007 norms.
- In November, we achieved four-star BAP certification, incorporating these standards at our recirculating Río Petrohué hatchery. We have also maintained Kosher and HACCP certifications.



Aquaculture Stewardship
Council



SGS OHSAS 18001



The Responsible Seafood
Choice



SGS ISO 14001:2004



Global G.A.P.



SGS ISO 9001:2008



KOSHER

KOSHER

17.

FEEDING THE WORLD FROM THE OCEAN

COMMITMENT

As part of its management policies, Salmones Camanchaca establishes its commitment to satisfying its customers, effectively and consistently responding to their needs and always looking to exceed their expectations. To do so, the Company has implemented management systems for all processes. These economically viable systems rely on state-of-the-art technology and available resources to produce safe products and guarantee the sustainability of our business.

In keeping with this commitment, Salmones Camanchaca began implementing actions in 2012 to ensure that 100% of its annual production was in compliance with the Best Aquaculture Practices (BAP) standards for the entire production chain (hatchery, farm sites and processing plant in addition to feed suppliers certified under the same standard). As of 2015, the Company has had measures in place to secure compliance with ASC (Aquaculture Stewardship Council) requirements at sea farm sites and in our processing plants (chain of custody). The first site has been certified and the Company plans to submit the other three sites for certification in 2017.

Both standards promote a sustainable business model. They ensure our responsibility for the impact operations have on our surroundings—both the environment and the communities with which we interact. They spread policies aimed at striking balance among the factors that are relevant and strategic at the Company.

17.1. HEALTHY PRODUCTS

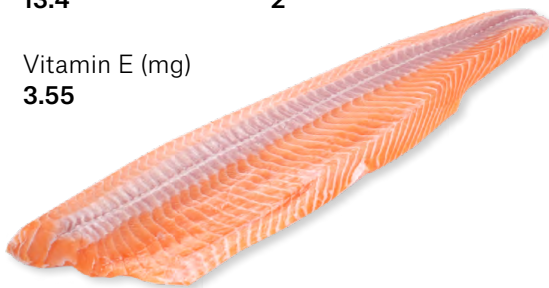
In addition to promoting sports activities, Salmenes Camanchaca's community relations program, Friendly Camanchaca, promotes consumption of healthy products.

The program emphasizes the incorporation of seafood based on the product's nutritional characteristics, like protein content and essential fatty acids (e.g. Omega 3) and the benefits attributed to salmon consumption.

Frequent consumption of long-chain omega-3 polyunsaturated fatty acids, as part of a healthy lifestyle, helps maintain good cardiovascular health and reduces the risk of cardiovascular disease.

NUTRITIONAL VALUES IN 100 GR. (ACCORDING TO THE USDA):

Protein (g)	Vitamin B12 (µg)
20.42	3.23
Total Fat (g)	Omega 3 (gr/100gr)
13.4	2
Vitamin E (mg)	
3.55	



For more information on our products and their presentations, see the following link:

<http://www.camanchaca.cl/productos/salmon>

17.2. FOOD SAFETY

Food safety is vitally important for our stakeholders, and is critical when preparing products for human consumption.

We have performed risk assessments in all our areas, including farm sites and processing plants, in order to ensure that we meet the highest standards and deliver products that are safe for our customers to consume.

In 2016, we underwent several demanding external audits by customers and certifiers seeking to confirm our outstanding management performance in terms of process quality, the environment and social policies. These audits were successful and we retained our certifications.

The production process has maintained controlled and reduced levels of deviation associated with quality and safety parameters, resulting in high standards for the production of our products.

Moreover, in order to meet the most stringent international standards, our traceability system is applied throughout the entire supply chain.

In 2016, we have not received reports related to food safety.

18.

RECOGNITIONS

According to the 2016 Seafood Intelligence Ranking, Camanchaca is among the top four salmon producers in the world for its sustainability reporting.

For the second straight year, Camanchaca was the Chilean salmon farming company with the best results in the 2016 ranking: "Benchmarking of the World's Top 35 Salmonid Farming & Top 3 Fish Feed Firms' Corporate, Social & Environmental Responsibility (CSER)/ Sustainability Reporting." Prepared by Seafood Intelligence, an international consulting company specializing in aquaculture and fisheries, the ranking analyzes the transparency of companies within the industry in communicating their sustainability policies and results in sustainability.

Best Site 2015, in terms of this cycle's results: Pilpilehue farm site for the prior year's results. The ceremony was held on November 17, 2016, at Skretting's conference on Innovation and Collaboration for a More Sustainable Industry.



SEAFOOD INTELLIGENCE



SKRETTING



19.

TRADEMARKS AND MEMBERSHIPS

SALMONES CAMANCHACA IS A MEMBER OF THE FOLLOWING ORGANIZATIONS:

OUR BRANDS



Global Aquaculture Alliance



Salmones Camanchaca



GSI



Pier 33 Gourmet



Salmon de Chile



New World Currents



Salmon Chile INTESAL



Fiordo Blanco

20.

GRI INDEX

INFORMATION PROFILE		OBSERVATION	PAGE NUMBER
Strategy and Analysis			
G4-1	Provide a statement from the most senior decision-maker of the organization (such as CEO).	Reported	Page 10 - 11
Organizational profile			
G4-3	Name of the organization.	Reported	Page 4
G4-4	Report the primary brands, products, and services.	Reported	Page 7, 63
G4-5	Report the location of organization's headquarters.	Reported	Page 4
G4-6	Report the number of countries where the organization operates, and names of countries where either the organization has significant operations or that are specifically relevant to the sustainability topics covered in the report.	Reported	Page 5
G4-7	Report the nature of ownership and legal form.	Reported	Page 4; Annual Report 2016, page 28 (Direct link to Annual Report at page 18)
G4-8	Report the markets served.	Reported	Page 7; Annual Report 2016, pages 92 (Direct link to Annual Report at page 18)
G4-9	Report the scale of the organization.	Reported	Pages 5, 6, 7; Annual Report 2016, page 17, 50, 69 (Direct link to Annual Report at page 18)
G4-10	Report the total number of employees by employment contract and gender.	Reported	Page 51
G4-11	Report the percentage of total employees covered by collective bargaining agreements.	Reported	Page 56
G4-12	Describe the organization's supply chain.	Reported	Annual Report 2016, Page 66; Production process published at www.camanchaca.cl/en/productos/salmon
G4-13	Report any significant changes during the reporting period regarding the organization's size, structure, ownership, or its supply chain.	Reported	Page 15
G4-14	Report whether and how the precautionary approach or principle is addressed by the organization.	Reported	Page 19
G4-15	List externally developed charters, principles, or other initiatives to which the organization subscribes.	Reported	Page 9, 40, 44, 46, 49
G4-16	List memberships of associations.	Reported	Page 63
Identified material aspects and boundaries			
G4-17	List all entities included in the organization's consolidated financial statements.	Reported	Annual Report 2016, page 133 (Direct link to Annual Report at page 18)
G4-18	Explain the process for defining report content.	Reported	Page 12
G4-19	List all the material aspects identified in the process for defining report content.	Reported	Page 14
G4-20	For each material aspect, report the aspect boundary within the organization.	Reported	Page 12
G4-21	For each material aspect, report the aspect boundary outside the organization.	Reported	Page 12
G4-22	Report the effect of any restatements of information provided in previous reports.	Reported	Page 15
G4-23	Report significant changes from previous reporting periods in the scope and aspect boundaries.	Reported	Page 15
Stakeholder engagement			
G4-24	Provide a list of stakeholder groups engaged by the organization.	Reported	Page 20
G4-25	Report the basis for identification and selection of stakeholders with whom to engage.	Reported	Page 42
G4-26	Report the organization's approach to stakeholder engagement.	Reported	Page 42
G4-27	Report key topics and concerns that have been raised through stakeholder engagement, and how the organization has responded.	Reported	Page 14, 42

INFORMATION PROFILE		OBSERVATION	PAGE NUMBER
Report profile			
G4-28	Reporting period.	Reported	Page 12
G4-29	Date of most recent previous report (if any).	---	Previous report corresponds to year 2015 and was published in June 2016
G4-30	Reporting cycle.	Reported	Page 12
G4-31	Provide the contact point for questions regarding the report or its contents.	Reported	Page 4
G4-32	Report the GRI Index 'in accordance' option.	---	This report has been published under G4 - Essential option
G4-33	Report the organization's policy and current practice with regard to seeking external assurance for the report.	---	This report is not audited externally
Governance			
G4-34	Report the governance structure of the organization.	Reported	Annual Report 2016, page 45
Ethics and integrity			
G4-56	Describe the organization's values, principles, standards and norms such as codes of conduct and codes of ethics.	Reported	Pages 5, 19-21
Environment			
G4-EN3	Report energy consumption within the organization.	Reported	Pages 30-31
G4-EN5	Report the energy intensity ratio.	Reported	Pages 30-31
G4-EN18	Report the GHG emissions intensity ratio.	Reported	Pages 30-31
G4-EN23	Report the total weight of waste, by type and treatment method.	Reported	Pages 23-24
G4-EN27	Report the extent to which environmental impacts of products and services have been mitigated.	Reported	Pages 26-29
Compliance			
G4-EN29	Report monetary value of significant fines and total number of non-monetary sanctions for non-compliance with environmental laws and regulations.	Reported	Page 39
Employment			
G4-LA1	Total number and rates of new employee hires and employee turnover by age group, gender and region	Reported	Page 55
Occupational Health and Safety			
G4-LA5	Report the percentage of total workforce represented in formal joint management-worker health and safety committees that help monitor and advise on occupational health and safety programs.	Reported	Page 56
G4-LA6	Type of injury and rates of injury, occupational diseases, lost days, and absenteeism, and total number of work-related fatalities, by region and gender.	Reported	Page 57
G4-LA9	Report the average hours of training per employee during the period by gender, and by employee category.	Reported	Page 54
G4-LA11	Report the percentage of employees, by gender and employee category, who received regular performance and career development review.	Reported	Page 54
Anti-corruption			
G4-SO4	Report the policies and procedures for communication and training on anti-corruption.	Reported	Page 19
Compliance			
G4-SO8	Report significant fines and total number of non-monetary sanctions for non-compliance with laws and regulations.	Reported	Page 39
Customer Health and Safety			
G4-PR2	Report the total number of incidents of non-compliance with regulations and voluntary codes concerning health and safety impacts of products and services during their life cycle, by type of outcomes.	Reported	Page 61
Food Processing Plants			
G4-FP1	Percentage of purchased volume from suppliers compliant with company's sourcing policy	Reported	Page 60
G4-FP2	Percentage of purchased volume which is verified as being in accordance with credible, internationally recognized responsible production standards, broken down by standard.	Reported	Page 60
G4-FP3	Percentage of working time lost due to industrial disputes, strikes and/or lock-outs, by country.	Reported	Page 56
G4-FP9	Percentage and total of animals raised and/or processed, by species and breed type.	Reported	Page 6
G4-FP5	Percentage of production volume manufactured in sites certified by an independent third party according to internationally recognized food safety management system standards.	Reported	Page 60
G4-FP12	Policies and practices on antibiotic, anti-inflammatory, hormone, and/or growth promotion treatments, by species and breed type.	Reported	Page 38

