



Salmones Camanchaca increases its harvests by 6.3% and its company-farmed salmon sales by 10% in first quarter, with EBIT per kilo WFE at US\$ 1.30, 3.8% higher.

- **Revenues from company-farmed Atlantic salmon increased by 4.6% to US\$ 69 million, but total revenues were affected by unfavorable outcome of its JV in trout, and the absence of buy/sell of third-party products. The total EBITDA was US\$ 17.4 million.**
- **The net profit for the quarter were US\$ 3.6 million, US\$ 12 million lower than same quarter 2018, due to a US\$15 million lower net fair value adjustment.**
- **Due to the environmental summer issues limiting fish feeding, and to a lesser extent generating mortality, the guidance volume of Atlantic salmon harvests for 2019 decreased 5% to 52 thousand tons WFE, a 7% expected growth for the year compared with 2018 harvests.**

Santiago, May 15, 2018. Salmones Camanchaca S.A. released its Financial Statements and reported that in the first quarter of 2019, it recorded an EBITDA before Fair Value of US\$ 17.4 million, 6.1% lower than the US\$ 18.5 million of the same period of 2018.

Revenues and EBITDA were affected by an unfavorable evolution of the trout joint venture business, which reduced its outcome for Salmones Camanchaca by US\$ 3.1 million. Excluding this trout business, the Atlantic EBITDA was US\$ 18 million, or 12% higher than the same period in 2018.

The net profit was US\$ 3.6 million, reduced from the previous year due to lower net fair value adjustments.

Salmones Camanchaca harvested 10,191 WFE tons of Atlantic salmon, in line with the estimates and higher than the 9,589 WFE tons of the first quarter of 2018.

Ricardo García, vice chairman of Salmones Camanchaca, said that "the EBITDA and EBIT results show a business that grows around 10% in terms of company-farmed sales, with healthy EBIT per kilo of US\$ 1.3, slightly higher than last year despite lower prices. During the first months of the year, we had some unfavorable environmental conditions with presence of algae and lower oxygen levels in the sea, which forced us to limit feeding and hence biomass growth, and to a lesser extent also generated mortalities. These conditions will result in a higher estimated costs for the year close to



5%, as well as a 5% reduction in our harvest guidance for 2019, now at 52,000 WFE tons". He also noted that "despite these less favorable environmental conditions, they are now reduced and we have identified solutions that will allow us to mitigate them in the coming; we will be better prepared next time".

Finally, the Company reported that its estimate of Pacific salmon harvests, a species in which it is venturing this year, remains unchanged.