Salmones Camanchaca

Presentation Q2 2018

Vice chairman Ricardo García
CFO Daniel Bortnik

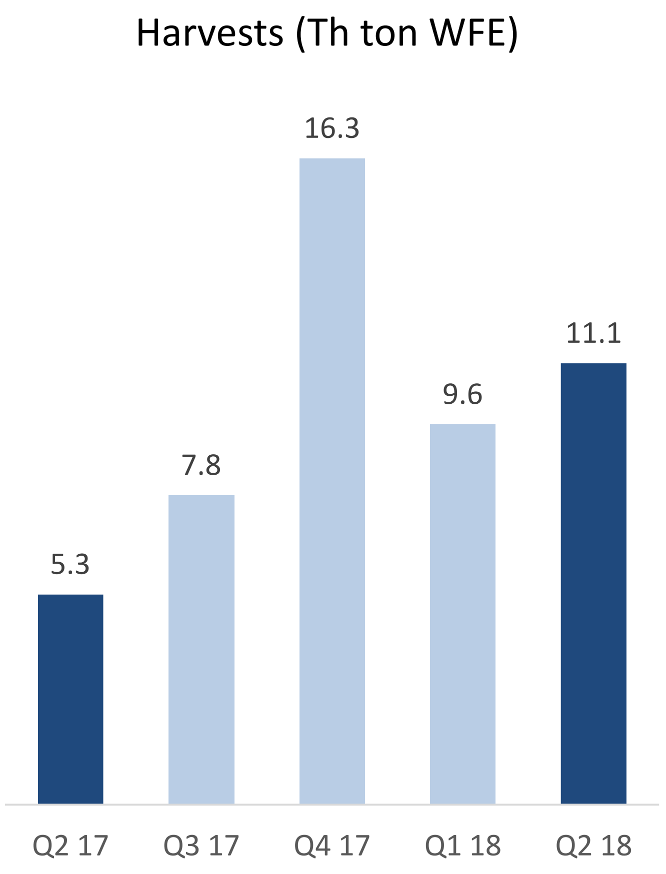
Agenda

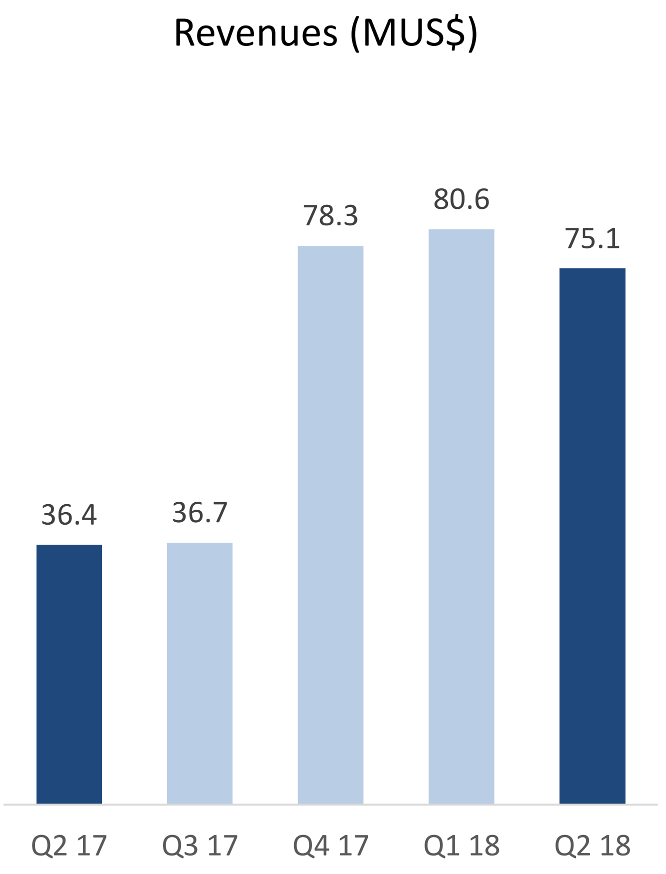
1. Q2 2018 Highlights
2. Key figures
3. Business review
4. Investments
5. Market and Outlook
6. Summary

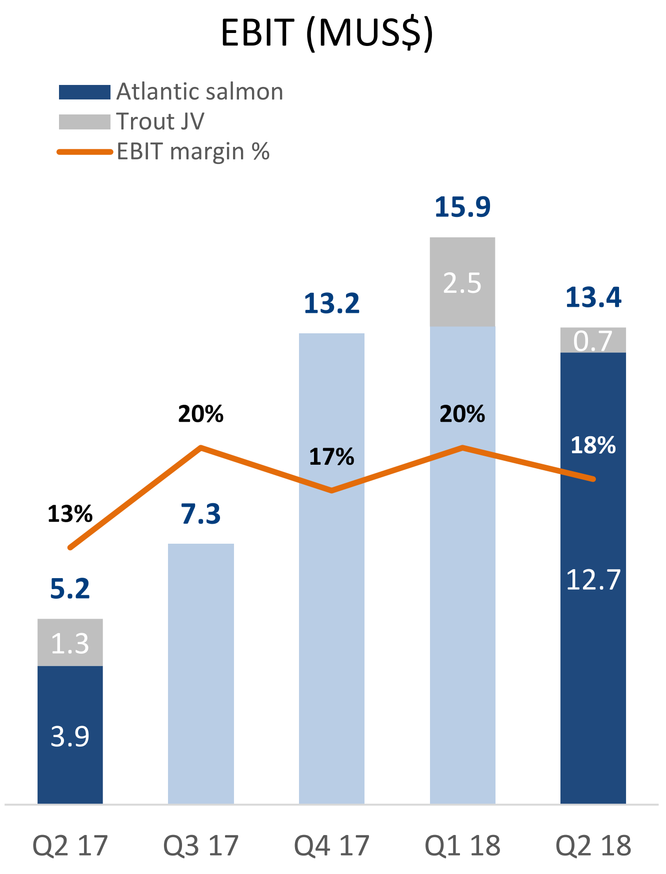
Q2 2018 Highlights

1. Revenues doubled due to +128% in sales volumes: reached 11.000k tons sold (wfe).
2. Price declined 11% compared to Q2 2017, but was in line with Q1 2018.
3. EBIT/kg up 44% to US$ 1.17 (wfe), due to increased scale and lower production cost.
4. Live weight cost at US$ 3.28/kg slightly above target, but in line with our expectations during the six months ended June (US$ 3.10/Kg).
5. EBITDA at US$ 16.2 million, doubled due to increased harvest, higher sales volumes and lower production costs. Excluding the trout JV, increased by 140%.
6. 2018 harvest estimate at 48,000 tons WFE.

Key figures


Harvests (Th ton WFE)
5.3
7.8
16.3
9.6
11.1
Q2 17
Q3 17
Q4 17
Q1 18
Q2 18


Revenues (MUS$)
36.4
36.7
78.3
80.6
75.1
Q2 17
Q3 17
Q4 17
Q1 18
Q2 18


EBIT (MUS$)
Atlantic salmon
Trout JV
EBIT margin %
5.2
1.3
3.9
13%
7.3
20%
13.2
17%
15.9
2.5
20%
13.4
0.7
18%
12.7
Q2 17
Q3 17
Q4 17
Q1 18
Q2 18

Key figures

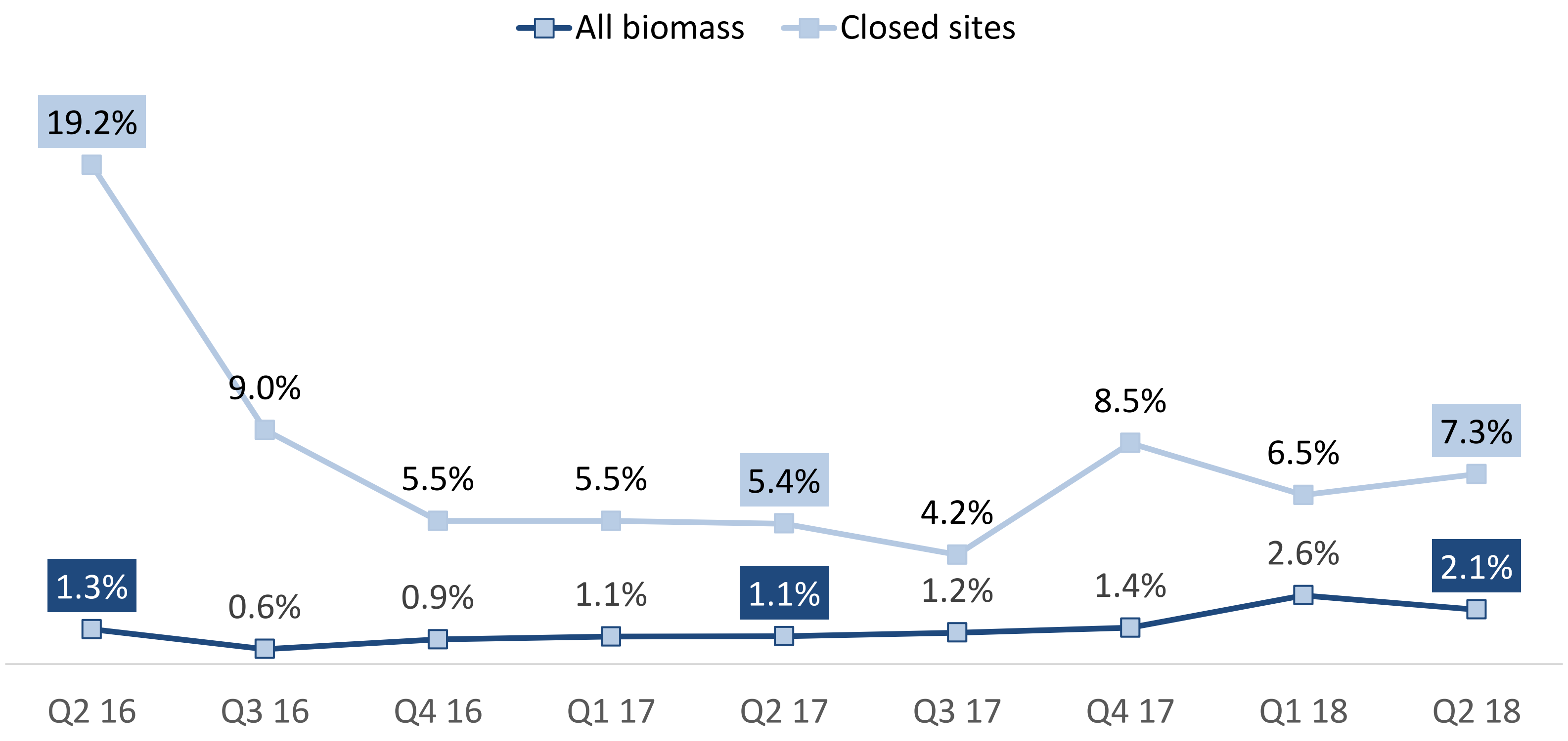
ThUS$	Q2 2018	Q2 2017	Δ%	As of 06/30/2018	As of 06/30/2017	Δ%
Operating Revenues	75,093	36,373	106%	155,653	88,130	77%
EBITDA before Fair Value	16,183	7,772	108%	34,664	26,517	31%
EBIT before Fair Value	13,371	5,207	157%	29,238	21,284	37%
EBIT margin %	17.8%	14.3%	-	18.8%	24.2%	-
Net Profit after tax	3,098	-625	-	18,839	5,854	222%
EPS (US$)	0.0469	-	-	0.2854	-	-
Harvests (ton GWE)	10,019	4,802	109%	18,649	9,131	104%
Sales (ton GWE Co. farmed)	9,830	4,313	128%	19,347	9,151	111%
Ex-cage cost (US$/Kg live weight)	3.28	3.34	-2%	3.10	3.08	1%
Price (US$/Kg GWE)	6.95	7.84	-11%	6.96	7.91	-12%
Atlantic EBIT/Kg GWE (US$)	1.30	0.90	44%	1.34	1.64	-18%
Financial debt				80,390	105,368	-24%
NIBD				64,129	102,468	-37%
Equity/Assets ratio				51%	10%	384%
Harvests (ton WFE)	11,132	5,336	109%	20,721	10,146	104%
Sales (ton WFE Company-farmed)	10,922	4,792	128%	21,497	10,168	111%
Price (US$/Kg WFE)**	6.26	7.06	-11%	6.26	7.12	-12%
Atlantic EBIT/Kg WFE (US$)	1.17	0.81	44%	1.21	1.48	-18%

Business review

Atlantic Salmon Biology

Salmones Camanchaca mortality & sustainability indicators

Total quarterly mortality

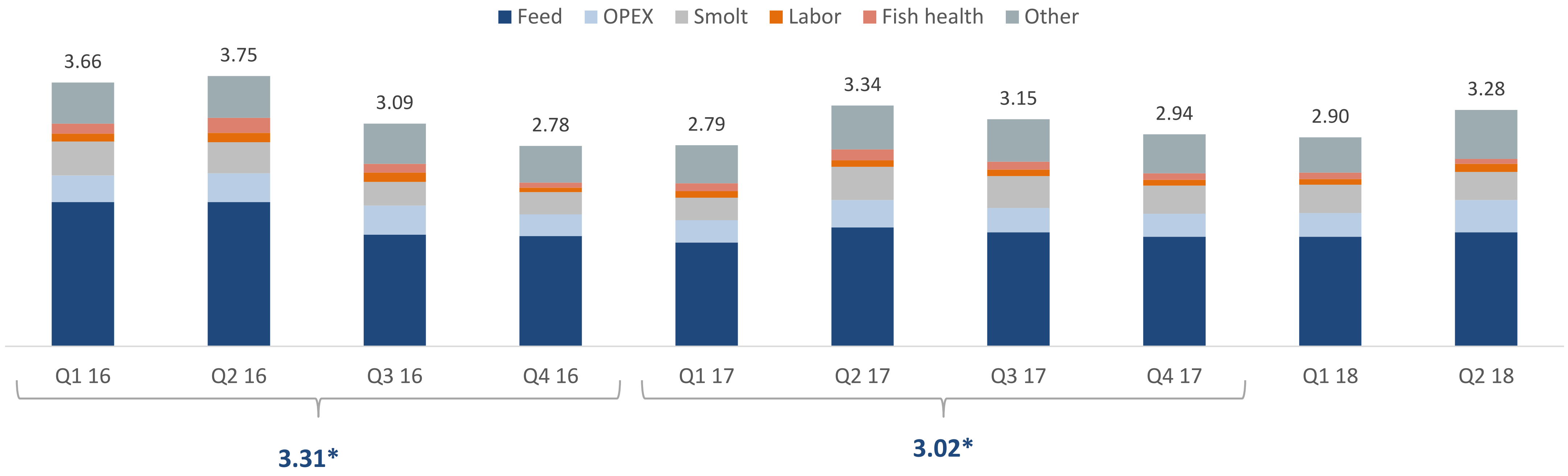


Salmones Camanchaca's Sustainability indicators:

- # of antibiotic treatments
  - 2017: 2.7
  - H1 2018: 2.2
- Medicinal In-bath Treatments [g API per ton]
  - 2017: 7.8
  - H1 2018: 4.5
- Feed Conversion Ratio
  - 2017: 1.25
  - H1 2018: 1.25

Live Weight Atlantic Salmon Cost

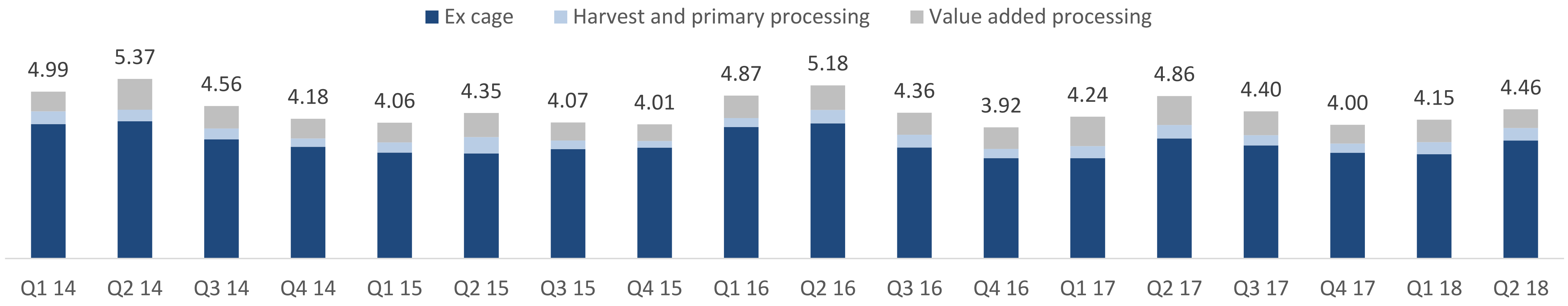
(US$/kg)

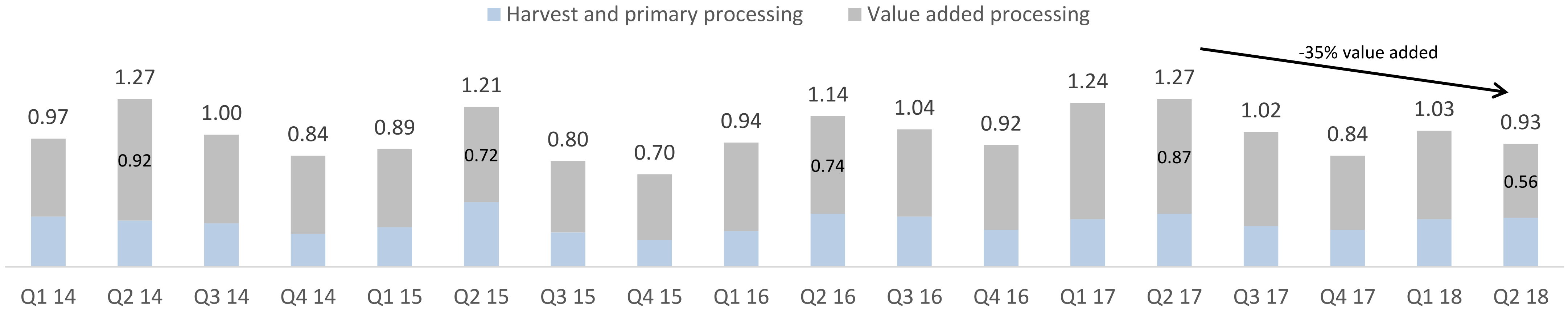


* Weighted Average

Atlantic Salmon Finished Prod. Cost

US$/Kg WFE



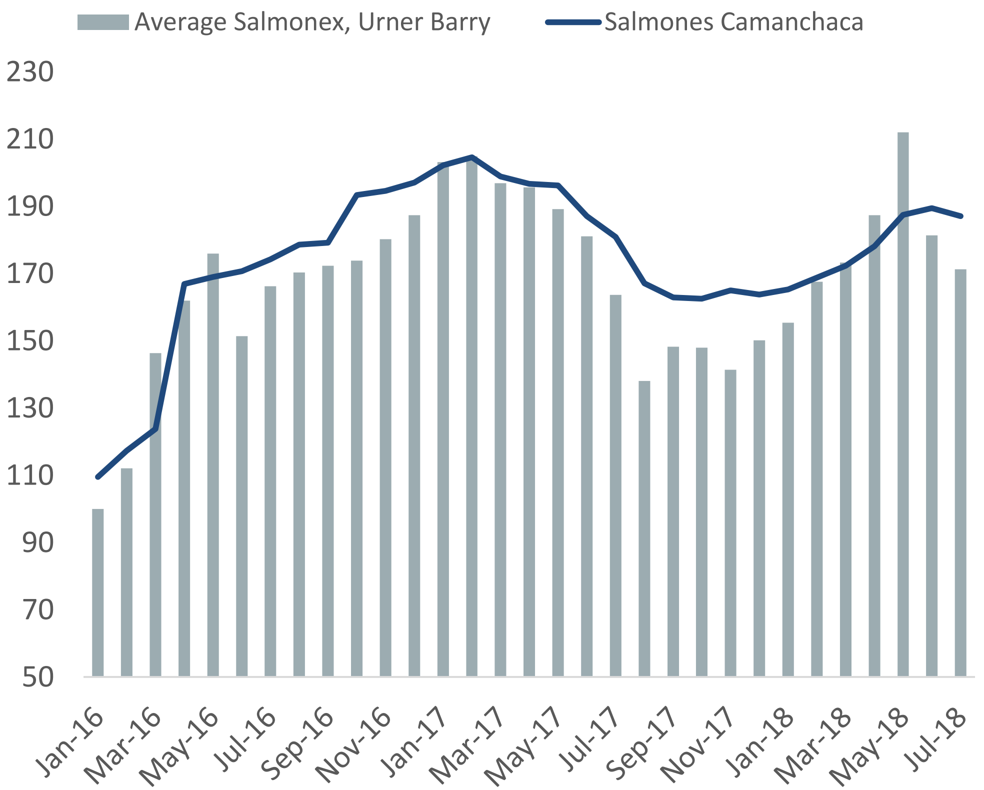


Atlantic Salmon: Return on Raw Material

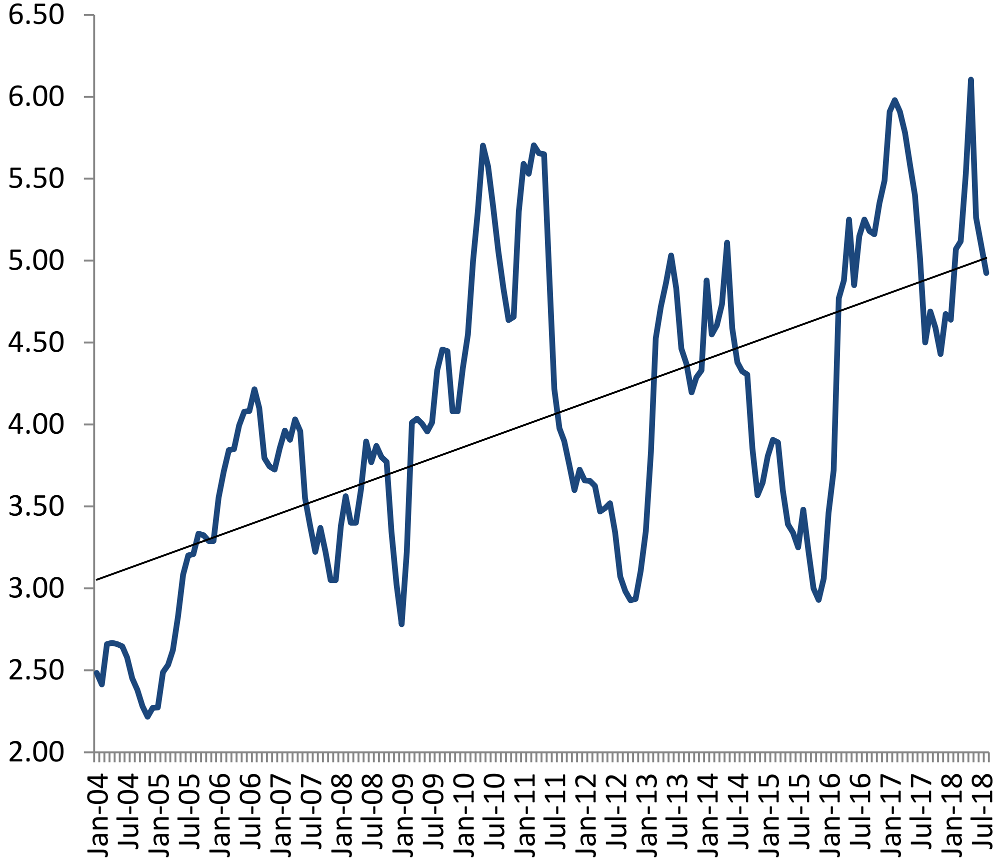
Relative performance among Chilean Peers

Salmones Camanchaca vs Market

(Average Salmonex, Urner Barry, Jan 2016 = Base 100)

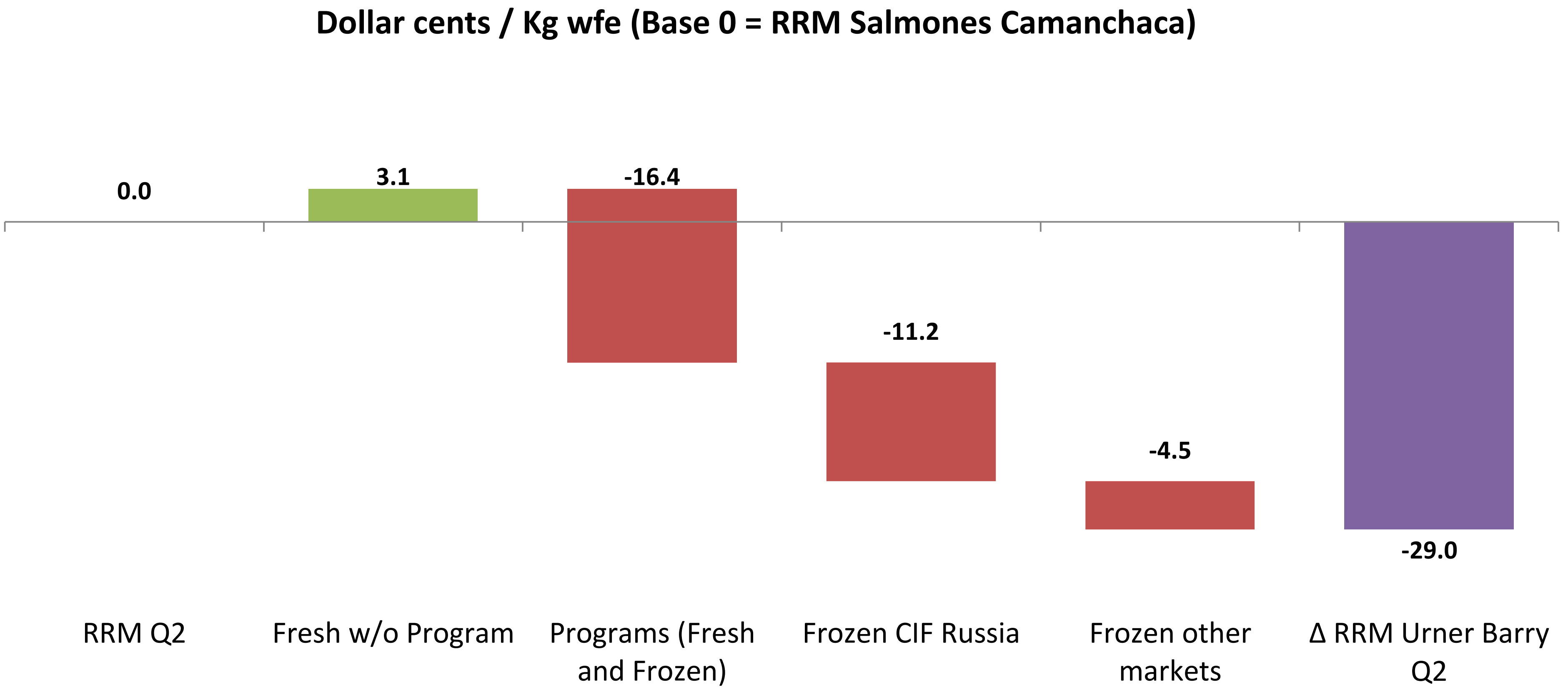


Urner Barry Equivalent Trim C 2-3 (US$/Lb)



Salmones Camanchaca vs Urner Barry

RRM = Return or Price obtained for wfe fish with primary process (Raw Material)

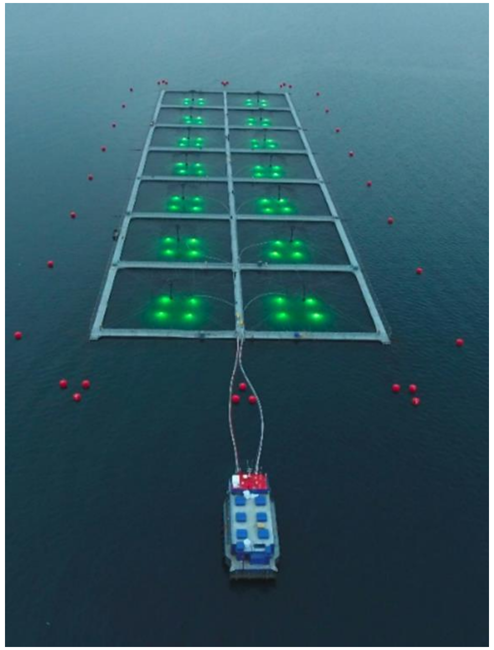


Investments

Investment Plan Status 2017-2019

Extraordinary Investment Plan: 70% completed

US$ mill.	2017	2018 E	2019 E	Total	Status
Expansion of RAS hatchery	**3.3**	**3.6**		**6.9**	
Smoltification unit (UPS)	1.0				Finished
On Growing #1	2.3	0.9			Finished
On Growing #2		2.7			In Progress, Jan 2019
New Sites for Production growth	**3.3**	**12.5**	**1.1**	**16.9**	
Pontons	1.1	4.8			In Progress, Oct 2018
Cages	0.7	3.1	0.5		In Progress, Apr 2019
Moorings	1.0	2.8	0.4		In Progress, Apr 2019
Feeding systems/Photoperiod/others	0.5	1.8	0.2		In Progress, Apr 2019
Primary Process Expansion	**1.4**	**1.2**	**7.1**	**9.7**	
Bleeding tank + Stunning	1.4				Finished
Facilities, Equipment & Capacity Improvement		1.2			In Progress, Jul 2018
Freezing & Fresh for HON			7.1		Project's lay out under review
Enhance capacity & efficiency of VA plant	**1.5**	**2.8**	**4.0**	**8.3**	
Trimming Line N°1	1.5				Finished,
Trimming Line N°2		2.0			Finished
Plant Automation		0.8	4.0		In Progress, Dec 2019
Maintenance & other regular investments	**4.9**	**8.6**	**7.1**	**20.6**	In Progress
Regulatory Investment	**2.5**	**0.6**	**1.5**	**4.6**	In Progress
Total	**17**	**29**	**21**	**67**	



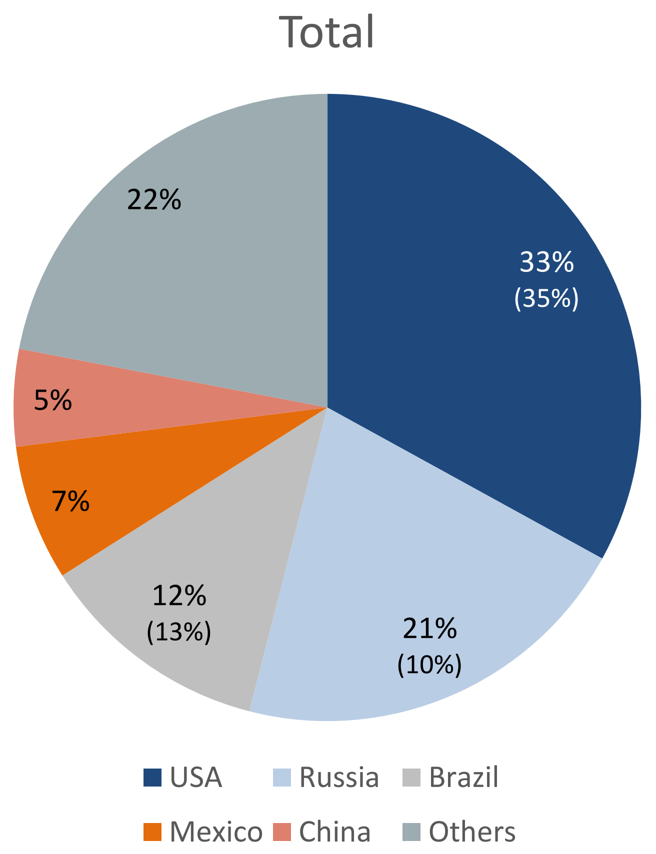
Productivity:
+23%
7,000 vs 5,700
fish/line/shift

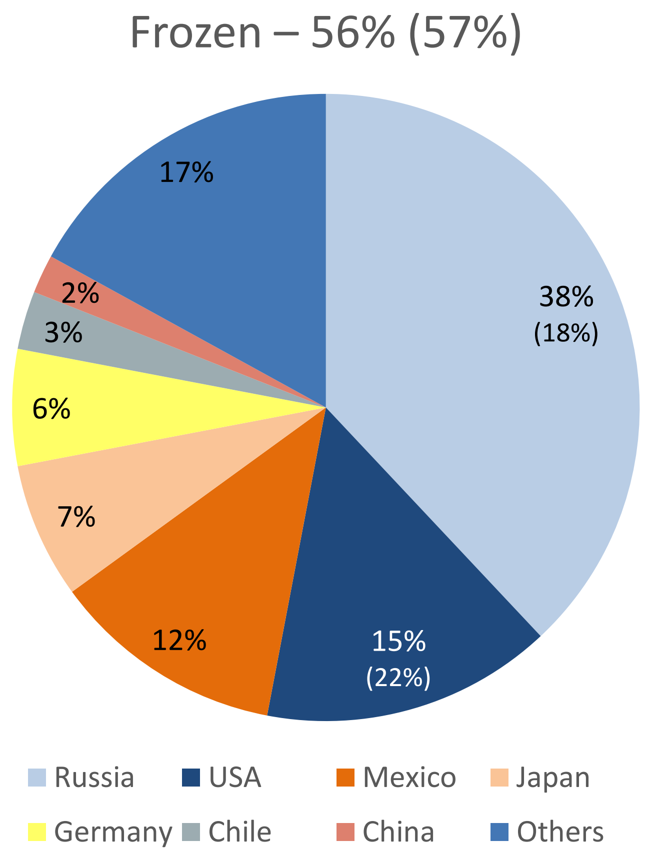
Annual savings (E):
US$ 3.5 mill

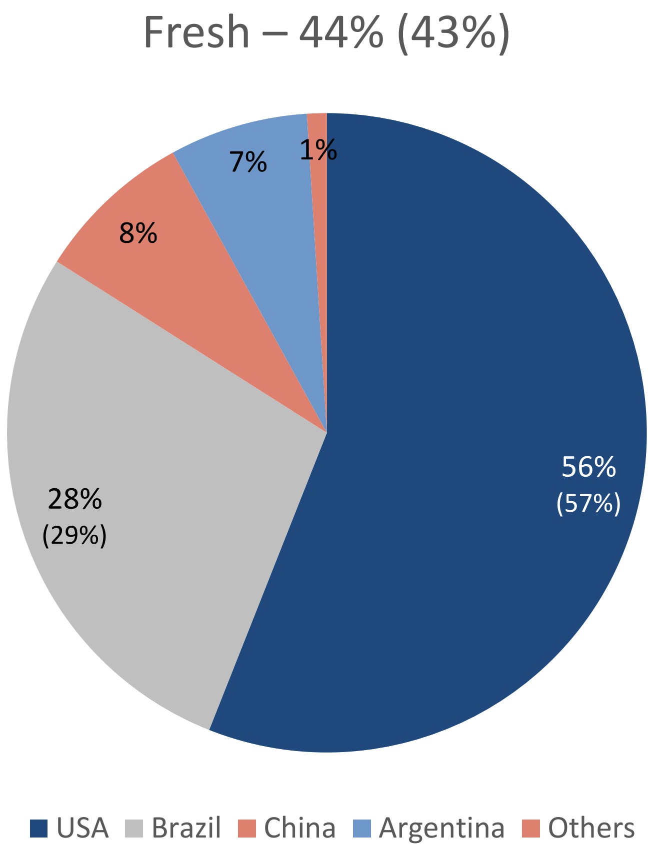
Market and Outlook

Sales Distribution of Atlantic Salmon

H1 2018 (% based on dollar sales)



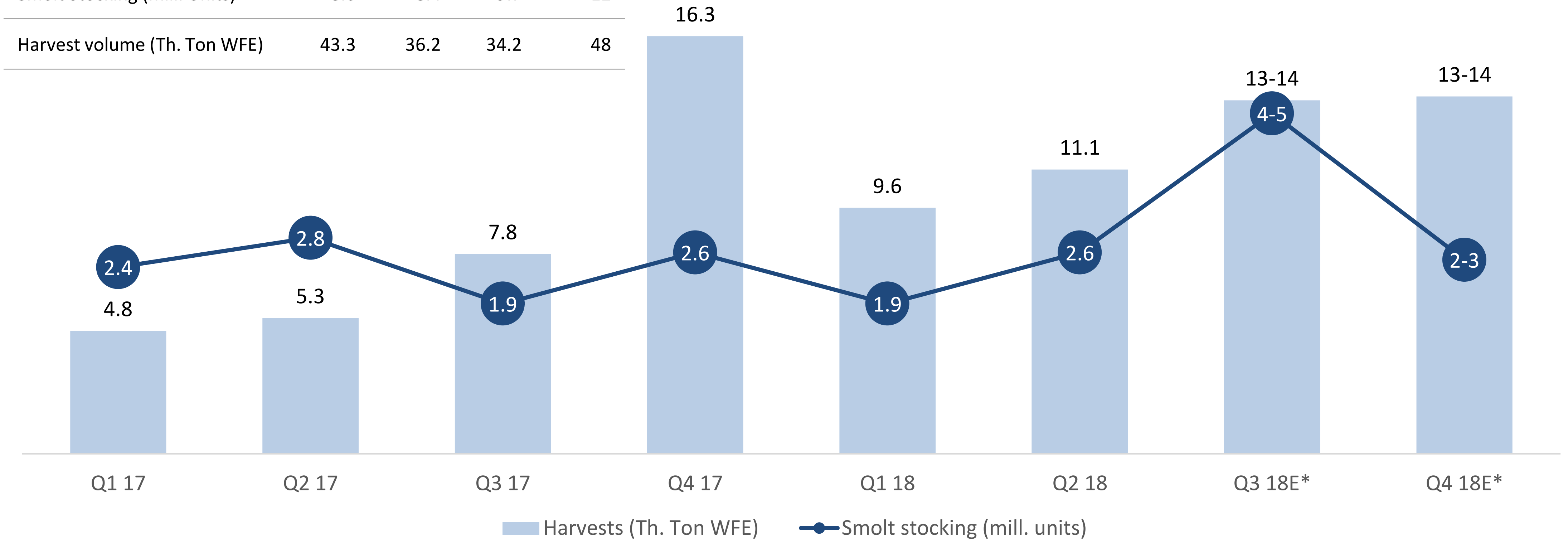




(•): FY 2017

Salmones Camanchaca
Smolt Stocking and Harvest Volume

Atlantic Salmon	2015	2016	2017	2018E*
Smolt Stocking (mill. Units)	8.0	8.4	9.7	12
Harvest volume (Th. Ton WFE)	43.3	36.2	34.2	48



** Company estimates are based on current information, which could change due to deviations*

Chile Industry: Harvests & Smolt Stocking

Harvests:

- H1 2018/2017: +22% (2016 HAB + Q2 2018 high prices anticipating harvests).
- H2 2018e/2017: +2%
- 2018e/2017: +11%-12%
- 2019e/2018e: +2%

Stocking plan all species:

- Stocking macro-zone 1H2018: +7% (neighborhoods opening Jan – Jun 2018)
- Stocking macro-zone 2H2018e: +16% (neighborhoods opening Jul – Dec 2018)
  - Atlantic salmon: +6%, -4% in 10th region

Actual stocking growth 2018 vs 2016 (affected by HAB):

- Jan – May: +40%
- Jan – Jun: +25%
- Jan – Jul: +12%

Jan – Jul 2018 vs 2017: no growth

Summary

- Strong revenue growth driven by higher harvest volume
- 70% completed of extraordinary investment plan
- Higher EBIT/kg despite lower price, driven by scale and cost efficiencies
- 2018 harvest guiding at 48,000 tons WFE and 53-55,000 tons in 2019
- Actual industry stocking H1 2018
  - 25% vs 2016 (as of July: 12%)
  - No growth observed compare with 1H2017

Salmones Camanchaca