



SALMONES CAMANCHACA S.A. AND SUBSIDIARIES

Interim consolidated financial statements

As of September 30, 2019

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ThUS\$ - Thousands of United States dollars

UF - Unidades de fomento (a Chilean peso based inflation indexed currency unit)

ThCh\$ - Thousands of Chilean pesos

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SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
AS OF SEPTEMBER 30, 2019 (UNAUDITED) AND DECEMBER 31, 2018 (AUDITED)

Assets	Note	As of September 30, 2019 ThUS\$	As of December 31, 2018 ThUS\$
<b>Current assets</b>			
Cash and cash equivalents	7	8,139	13,143
Other financial assets, current		40	50
Other non-financial assets, current	12	9,867	13,213
Trade and other receivables, current	8	15,589	25,558
Related party receivables, current	9	33,777	26,952
Inventories	10	33,924	22,959
Biological assets, current	11-36	165,879	113,237
Tax assets, current	14	992	1,136
<b>Total current assets</b>		<b>268,207</b>	<b>216,248</b>
<b>Non-current assets</b>			
Other financial assets, non-current		27	27
Other non-financial assets, non-current	12	112	112
Rights receivable, non-current	14	1,287	1,349
Equity method investments	13	5,222	4,682
Intangible assets other than goodwill	15	6,948	6,948
Property, plant and equipment	16	112,536	92,269
Biological assets, non-current	11-36	22,445	18,607
Long-term deferred taxes	17	-	373
<b>Total non-current assets</b>		<b>148,577</b>	<b>124,367</b>
<b>Total assets</b>		<b>416,784</b>	<b>340,615</b>

The accompanying notes numbered 1 to 36 are an integral part of these interim consolidated financial statements.

Note 36 describes the assumptions used to calculate the fair value of biological assets using the model suggested by the Norwegian Financial Supervisory Authority.

The effects on the statement of financial position are as follows.

Biological assets within current assets increased by ThUS\$31,485 (ThUS\$41,371 as of December 31, 2018).

SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
AS OF SEPTEMBER 30, 2019 (UNAUDITED) AND DECEMBER 31, 2018 (AUDITED)

Liabilities	Note	As of September 30, 2019 ThUS\$	As of December 31, 2018 ThUS\$
<b>Current liabilities</b>			
Other financial liabilities, current	18	6,573	243
Operating lease liabilities, current	19	402	-
Trade and other payables, current	20	81,012	70,134
Related party payables, current	9	5,905	15,296
Tax liabilities, current	17	1,269	6,509
Employee benefit provisions, current	21	1,112	1,056
<b>Total current liabilities</b>		<b>96,273</b>	<b>93,238</b>
<b>Non-current liabilities</b>			
Other financial liabilities, non-current	18	94,000	50,000
Operating lease liabilities, non-current	19	269	-
Related party payables, non-current	9	604	591
Deferred tax liabilities	17-36	18,130	12,733
Employee benefit provisions, non-current	21	134	152
<b>Total non-current liabilities</b>		<b>113,137</b>	<b>63,476</b>
<b>Equity</b>			
Share capital	22	91,786	91,786
Share premium	22	27,539	27,539
Retained earnings	22	65,099	41,450
Other reserves	22	22,950	23,126
<b>Total equity</b>		<b>207,374</b>	<b>183,901</b>
<b>Total equity and liabilities</b>		<b>416,784</b>	<b>340,615</b>

The accompanying notes numbered 1 to 36 are an integral part of these interim consolidated financial statements.

Note 36 describes the assumptions used to calculate the fair value of biological assets using the model suggested by the Norwegian Financial Supervisory Authority.

The effects on the statement of financial position are as follows.

Deferred tax liabilities increased by ThUS\$8,501 (ThUS\$11,170 as of December 31, 2018).

Retained earnings within equity increased by ThUS\$22,984 (ThUS\$30,201 as of December 31, 2018).

SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2019 AND 2018 (UNAUDITED)

	Share capital ThUS\$	Share premium ThUS\$	Foreign currency conversion reserve ThUS\$	Other reserves ThUS\$	Total other reserves ThUS\$	Retained earnings ThUS\$	Equity attributable to owners of the parent company ThUS\$	Total equity ThUS\$
Opening balance as of January 1, 2018	73,422	-	90	23,471	23,561	11,695	108,678	108,678
Capital increase	18,364	27,539	-		-		45,903	45,903
<b>Changes in equity</b>								
Dividends accrued						(9,677)	(9,677)	(9,677)
Comprehensive income								
Net income for the period						33,619	33,619	33,619
Other comprehensive income			(247)	-	(247)	-	(247)	(247)
<b>Closing balance as of September 30, 2018</b>	<b>91,786</b>	<b>27,539</b>	<b>(157)</b>	<b>23,471</b>	<b>23,314</b>	<b>35,637</b>	<b>178,276</b>	<b>178,276</b>

	Share capital ThUS\$	Share premium ThUS\$	Foreign currency conversion reserve ThUS\$	Other reserves ThUS\$	Total other reserves ThUS\$	Retained earnings ThUS\$	Equity attributable to owners of the parent company ThUS\$	Total equity ThUS\$
Opening balance as of January 1, 2019	91,786	27,539	(345)	23,471	23,126	41,450	183,901	183,901
<b>Changes in equity</b>								
Dividends accrued						(9,508)	(9,508)	(9,508)
Comprehensive income								
Net income for the period						33,157	33,157	33,157
Other comprehensive income			(176)		(176)	-	(176)	(176)
<b>Closing balance as of September 30, 2019</b>	<b>91,786</b>	<b>27,539</b>	<b>(521)</b>	<b>23,471</b>	<b>22,950</b>	<b>65,099</b>	<b>207,374</b>	<b>207,374</b>

The accompanying notes numbered 1 to 36 are an integral part of these interim consolidated financial statements.

SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENTS OF NET INCOME BY FUNCTION  
FOR THE NINE AND THREE MONTHS ENDED SEPTEMBER 30, 2019 AND 2018 (UNAUDITED)

	Note	For the nine months ended September 30,		For the three months ended September 30,	
		2019	2018	2019	2018
		ThUS\$	ThUS\$	ThUS\$	ThUS\$
Operating revenue	24	198,054	236,603	75,999	80,950
Cost of sales	10	(154,032)	(173,923)	(55,867)	(58,526)
<b>Gross profit before fair value adjustments</b>		<b>44,022</b>	<b>62,680</b>	<b>20,132</b>	<b>22,424</b>
Gain (loss) on fair value of biological assets	11	72,396	70,769	43,739	24,409
Fair value adjustment to biological assets harvested and sold	11	(53,163)	(68,904)	(27,667)	(22,040)
<b>Gross profit</b>		<b>63,255</b>	<b>64,545</b>	<b>36,204</b>	<b>24,793</b>
Administrative expenses	25	(7,114)	(8,711)	(2,294)	(2,244)
Distribution expenses	26	(5,361)	(6,392)	(1,997)	(1,841)
Financial costs	27	(3,337)	(4,299)	(1,273)	(1,929)
Share of net income (losses) of equity method associates		1,289	1,293	277	468
Exchange differences	28	(714)	(1,675)	(373)	72
Other income (losses)	29	(2,999)	65	(489)	(20)
Financial income		24	50	-	2
<b>Net income before tax</b>		<b>45,043</b>	<b>44,876</b>	<b>30,055</b>	<b>19,301</b>
Income tax expense	17	(11,886)	(11,257)	(8,094)	(4,521)
<b>Net income from continuing operations</b>		<b>33,157</b>	<b>33,619</b>	<b>21,961</b>	<b>14,780</b>
Net income (loss) from discontinued operations					
<b>Net income for the period</b>		<b>33,157</b>	<b>33,619</b>	<b>21,961</b>	<b>14,780</b>
Net Income (loss) attributable to:					
Net income (loss) attributable to owners of the parent company		33,157	33,619	21,961	14,780
Net income attributable to non-controlling interests		-	-	-	-
<b>Net income for the period</b>		<b>33,157</b>	<b>33,619</b>	<b>21,961</b>	<b>14,780</b>
Earnings per share					
Basic earnings per share (US\$/share)	23	0.5024	0.5094	0.3327	0.2601
Earnings per share on discontinued operations (US\$/share)		0.0000	0.0000	0.0000	0.0000
<b>Basic earnings per share</b>		<b>0.5024</b>	<b>0.5094</b>	<b>0.3327</b>	<b>0.2601</b>

The accompanying notes numbered 1 to 36 are an integral part of these interim consolidated financial statements.

Note 36 describes the assumptions used to calculate the fair value of biological assets using the model suggested by the Norwegian Financial Supervisory Authority.

The effects in the statement of net income by function are as follows.

Gain (loss) on fair value of biological assets increased by ThUS\$31,485 (ThUS\$13,109 as of September 30, 2018).

Income tax expense increased due to a loss of ThUS\$8,501 (ThUS\$3,539 as of September 30, 2018).

Net income for the period increased by ThUS\$22,984 (ThUS\$9,570 as of September 30, 2018).

SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME  
FOR THE NINE AND THREE MONTHS ENDED SEPTEMBER 30, 2019 AND 2018 (UNAUDITED)

	For the nine months ended September 30,		For the three months ended September 30,	
	2019 ThUS\$	2018 ThUS\$	2019 ThUS\$	2018 ThUS\$
Net income (loss) for the period	33,157	33,619	21,961	3,098
Gain (loss) from cash flow hedge				
Gain (loss) from foreign currency conversion	(176)	(247)	(284)	(298)
Other income and expenses charged or credited to equity				
<b>Total comprehensive income</b>	<b>32,981</b>	<b>33,372</b>	<b>21,677</b>	<b>2,800</b>
Comprehensive income attributable to:				
Comprehensive income attributable to owners of the parent company	32,981	33,372	21,677	2,800
Comprehensive income attributable to non-controlling interests	-	-	-	-
<b>Total comprehensive income</b>	<b>32,981</b>	<b>33,372</b>	<b>21,677</b>	<b>2,800</b>

The accompanying notes numbered 1 to 36 are an integral part of these interim consolidated financial statements.



SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENTS OF CASH FLOW, DIRECT METHOD  
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2019 AND 2018 (UNAUDITED)

	As of September 30, 2019 ThUS\$	As of September 30, 2018 ThUS\$
<b>CASH FLOWS FROM (USED BY) OPERATING ACTIVITIES</b>		
<b>Receipts</b>		
Receipts from selling goods and providing services	214,780	283,437
<b>Payments</b>		
Payments to suppliers for goods and services	(187,485)	(223,664)
Payments to and on behalf of employees	(19,946)	(21,108)
Dividends received	574	1,500
Interest paid	(1,525)	(4,195)
Interest received	24	49
Income taxes refunded (paid)	(5,376)	(36)
Other receipts (payments)	-	21
<b>Net cash flows from (used by) operating activities</b>	<b>1,046</b>	<b>36,004</b>
<b>CASH FLOWS FROM (USED BY) FINANCING ACTIVITIES</b>		
Receipts from issuing shares	-	45,903
Receipts from loans	49,000	-
Loan repayments	-	(30,000)
Payments to related parties	-	(4,952)
Dividends paid	(23,770)	(3,354)
<b>Net cash flows from (used by) financing activities</b>	<b>25,230</b>	<b>7,597</b>
<b>CASH FLOWS FROM (USED BY) INVESTING ACTIVITIES</b>		
Receipts from sales of property, plant and equipment	333	277
Purchases of property, plant and equipment	(31,319)	(25,860)
<b>Net cash flows from (used by) investing activities</b>	<b>(30,986)</b>	<b>(25,583)</b>
<b>Net increase (decrease) in cash and cash equivalents, before the effect of changes in exchange rates</b>	<b>(4,710)</b>	<b>18,018</b>
Effect of exchange rate changes on cash and cash equivalents	(294)	(509)
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(5,004)</b>	<b>17,509</b>
CASH AND CASH EQUIVALENTS AT THE START OF THE PERIOD	13,143	846
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	<b>8,139</b>	<b>18,355</b>

The accompanying notes numbered 1 to 36 are an integral part of these interim consolidated financial statements.

## SALMONES CAMANCHACA S.A. AND SUBSIDIARIES

### NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

AS OF SEPTEMBER 30, 2019 (UNAUDITED)

#### **NOTE 1 - GENERAL INFORMATION**

Salmones Camanchaca S.A. was constituted as a private limited company when Compañía Pesquera Camanchaca S.A. split on January 1, 2009, in accordance with a public deed dated June 26, 2009 legalized before the Public Notary Mr. Félix Jara Cadot. The purpose of the Company is breeding, producing, marketing and farming salmon and other species or organisms whose normal and most frequent environment is water, including research and development of salmonidae genetics, farming, cultivating, processing, producing and marketing sea-food. An Extraordinary General Shareholders' Meeting held on October 23, 2009 agreed that Salmones Camanchaca S.A. should become a direct subsidiary of Compañía Pesquera Camanchaca S.A. following a reorganization of the salmon business within the Group. Therefore, the latter company increased its share capital. This increase was paid for by all the shareholders in Salmones Camanchaca S.A. contributing all their shares, except one, to Compañía Pesquera Camanchaca S.A. The remaining share belonged to Inmobiliaria Camanchaca Ltda.

The Company's registered office and principal offices are located in Puerto Montt at Diego Portales 2000, Floor 13, Puerto Montt and its Chilean identification number (Rut) is 76,065,596-1.

An Ordinary General Shareholders' Meeting held on September 14, 2017 agreed to a reorganization where the company acquired all the shares of Fiordo Blanco S.A. and Surproceso S.A., which were owned by the parent company Compañía Pesquera Camanchaca S.A. The value of the capital contribution for these shares was ThUS\$38,579. In return, all the rights of Transportes Interpolate Ltda. were transferred to its parent company.

This reorganization means that Salmones Camanchaca S.A. will consolidate Fiordo Blanco S.A. as it owns 99.99% of its shares from that day.

An Extraordinary Shareholders' Meeting of Salmones Camanchaca S.A. was held on November 6, 2017. The minutes were legalized in a public deed with the same date at the Santiago Notary of Mr. Felix Jara Cadot and an extract was recorded in the Santiago Trade Register on November 8, 2017 on page 83,700 at number 45,024 for 2017. It was published in the Official Journal on November 9, 2017. The following resolutions were approved at this extraordinary shareholders' meeting:

To increase the number of shares in the company from 546,327 shares to 56,818,008 shares. This increase will take place by replacing each share currently held with 104 new shares.

Furthermore, to increase the share capital from US\$ 73,422,406.08 divided into 56,818,008 equal single series shares with no par value, to US\$ 91,786,390.08 divided into 66,000,000 equal single series shares with no par value, by issuing 9,181,992 shares with no par value, at a price of US\$ 2 per share.

On February 2, 2018, 19,800,000 Company shares, which represent 30% of the Company, were placed through the Santiago Stock Exchange, using a mechanism known as an order book auction. These represent 9,181,992 first issue shares and 10,618,008 second issue shares, at a price of Ch\$ 3,268 per share, and these are now traded on the Santiago, Chile and the Oslo, Norway Stock Exchanges. Consequently, Salmones Camanchaca became a public company and is registered in the Securities Registry of the Financial Market Commission (FMC) (formerly Superintendency of Securities and Insurance), under number 1150, and is therefore subject to its regulations. Furthermore, its parent company Compañía Pesquera Camanchaca S.A. has a 69.99% interest, Inmobiliaria Camanchaca Ltda. has 0.01% and the remainder totaling 30%, is held by third parties.

Fiordo Azul S.A. was created on January 31, 2019. Its business purpose is aquaculture in general, especially breeding, producing and farming salmon, trout and other species. Salmenes Camanchaca S.A. Directly and indirectly owns 100 % of the company and therefore consolidates it.

The Company is a major market player in the salmon farming business. The principal characteristic of Salmenes Camanchaca is its fully integrated value chain, including the genetic development of breeders and all the facilities required to produce fry, smolts and marine grow-out sites; primary and value-added processing plants; and sales and marketing using its own overseas sales channels or those belonging to its parent company, Compañía Pesquera Camanchaca S.A., in the USA, Japan, China and agents in Mexico.

The main formats for selling Atlantic Salmon are Trim C, D, and E, HG and Hon fillets, in 4, 5, 6, and 8 oz. portions. The company prepares its products in plants located in the VIII and X regions. They are mainly sold into the North American, Japanese and Brazilian markets.

Since 2016 Salmenes Camanchaca S.A. has participated as a "participant" in a joint venture partnership to produce and market trout. It has contributed maritime concessions to this partnership. The "Manager" of this joint venture partnership is Caleta Bay S.A. and the other partner is Kabsa S.A. Partnership net income is divided in equal parts between these three companies.

Salmenes Camanchaca obtained Pacific, or coho, salmon smolt stocking permits in 2018, in order to take advantage of the estuary farm sites in the Tenth Region and complement the partnership participation account. Accordingly, the Company stocked 1.4 million smolt of this species, which will be harvested towards the end of 2019. This new initiative will give the Company specific experience producing and selling this species, as Chile has the best biological conditions compared to other species.

The interim consolidated financial statements of Salmenes Camanchaca S.A. for the period ended September 30, 2019 were approved by the Board of Directors at a meeting held on November 21, 2019.

## **NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The principal accounting policies used to prepare the financial statements of Salmenes Camanchaca S.A. have been applied in a uniform manner, and are described as follows.

### **2.1 Period covered**

These interim consolidated financial statements cover the following periods:

- Interim consolidated statements of financial position as of September 30, 2019 and December 31, 2018.
- Interim consolidated statements of net income by function for the periods ended September 30, 2019 and September 30, 2018.
- Interim consolidated statements of comprehensive income for the periods ended September 30, 2019 and September 30, 2018.
- Interim consolidated statements of cash flows, direct method, for the periods ended September 30, 2019 and September 30, 2018.
- Interim consolidated statements of changes in equity for the periods ended September 30, 2019 and September 30, 2018.
- Notes to the interim consolidated financial statements

## 2.2 Basis of preparation

These interim consolidated financial statements of Salmones Camanchaca S.A. as of September 30, 2019 and the statements of comprehensive income, cash flows and changes in equity for the nine month periods ended September 30, 2019 and 2018, have been prepared in accordance with IAS 34 "Interim Financial Reporting" incorporated into the International Financial Reporting Standards (IFRS).

The interim consolidated financial statements as of September 30, 2019 have been prepared in accordance with International Financial Reporting Standards (IFRS).

Presenting the interim consolidated financial statements requires the use of specific accounting estimates and also requires management to exercise its judgment when implementing the Company's accounting policies. Note 6 of these interim consolidated financial statements discloses the areas which involve a higher degree of judgment and complexity, where the assumptions and estimates are significant to the interim consolidated financial statements.

These interim consolidated financial statements for Salmones Camanchaca S.A. have been prepared from accounting records held by the Company. The figures in these interim consolidated financial statements are expressed in thousands of US dollars, which is the Company's functional currency.

There are no significant uncertainties regarding events or conditions as of the reporting date that may cast doubt on the Company's ability to continue functioning normally as a going concern.

## 2.3 New accounting pronouncements

- a) Standards, interpretations and amendments that are mandatory for the first time for financial periods beginning on January 1, 2019.

Standards and Interpretations		Mandatory Effective Date
<b>IFRS 16</b>	Leasing	As of January 1, 2019
<b>IFRIC 23</b>	Uncertainty over Income Tax Treatments	As of January 1, 2019

### IFRS 16 Leases

IFRS 16 replaces IAS 17 Leases, IFRIC 4 Determining whether an Arrangement Contains a Lease, SIC-15 Operating Leases - Incentives, and SIC-27 Evaluating the Substance of Transactions in the Legal Form of a Lease. The standard establishes the recognition, measurement, presentation and disclosure principles for leases and requires lessees to account for most leases using a single model.

The lessor's accounting under IFRS 16 remains substantially unchanged from IAS 17. Lessors shall continue to classify leases as operating or finance leases using principles similar to those in IAS 17.

The Company implemented IFRS 16 with effect from January 1, 2019 and the impact on the interim consolidated financial statements is disclosed in Note 3.

## IFRIC 23 Uncertainty over Income Tax Treatments

The Interpretation addresses accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12 Income Taxes. It does not apply to taxes or levies that are outside the scope of IAS 12, nor does it specifically include requirements related to interest and penalties associated with uncertain tax treatment. The Interpretation specifically addresses the following:

- Whether an entity treats uncertain tax positions separately
- An entity's assumptions about the tax authority's assessment of tax treatments
- How an entity determines taxable income (tax loss), tax bases, unused tax losses, unused tax credits, and tax rates.
- How an entity treats changes in facts and circumstances.

This interpretation became effective on 1 January 2019. The Company has established that IFRIC 23 did not impact the consolidated financial statements of Salmenes Camanchaca S.A. and subsidiaries.

### Amendments and Improvements

	<b>Amendments</b>	<b>Mandatory Effective Date</b>
<b>IFRS 3</b>	Business combinations – previously held interests in a joint operation	As of January 1, 2019
<b>IFRS 9</b>	Financial instruments – payments with negative compensation	As of January 1, 2019
<b>IFRS 11</b>	Joint arrangements – previously held interests in a joint operation	As of January 1, 2019
<b>IAS 12</b>	Income taxes – tax consequences of payments related to financial instruments classified as equity	As of January 1, 2019
<b>IAS 23</b>	Borrowing costs – borrowing costs eligible for capitalization	As of January 1, 2019
<b>IAS 28</b>	Investments in associates – long-term investments in associates or joint ventures	As of January 1, 2019
<b>IAS 19</b>	Employee benefits - plan amendments, curtailments or settlements	As of January 1, 2019

### **IFRS 3 Business Combinations – previously held interests in a joint operation**

The amendments clarify that when an entity obtains control of a business that is a joint operation, the requirements for a business combination achieved in stages should be applied, including any previously held interest in the assets and liabilities of a joint operation measured at fair value. The amendments should apply to business combinations after January 1, 2019. Early adoption is permitted.

### **IFRS 9 Financial Instruments – payments with negative compensation**

Under IFRS 9, a debt instrument can be measured at amortized cost or at fair value through other comprehensive income, provided that the contractual cash flows are solely payments of principal and interest on the principal amount outstanding (the SPPI criterion) and the instrument is held within the appropriate business model for that classification. The amendments to IFRS 9 clarify that a financial asset passes the SPPI criterion regardless of the event or circumstance that causes the early termination of the contract and irrespective of which party pays or receives reasonable compensation for the early termination of the contract.

The amendments to IFRS 9 should be applied when the prepayment amount approximates to unpaid amounts of principal and interest plus or minus an amount that reflects the change in a benchmark interest rate. This implies that prepayments at current fair value or at an amount that includes the fair value of the cost to terminate an associated hedging instrument, will normally satisfy the SPPI criterion only if other elements of the change in fair value, such as the effects of credit risk or liquidity, are small.

### **IFRS 11 Joint Arrangements – previously held interests in a joint operation**

The amendment concerns joint agreements on interests previously held in a joint operation. A party that invests in but does not have joint control of a joint operation may obtain control if the activity of the joint operation constitutes a business as defined by IFRS 3. The amendments clarify that interests previously held in that joint operation would not be revalued on the transaction date.

### **IAS 12 Income Taxes – tax consequences of payments related to financial instruments classified as equity**

The amendments clarify that income taxes on dividends generated by financial instruments classified as equity are linked more directly to the originating transactions or events that generated the distributable profits than to distributions to shareholders. Therefore, an entity recognizes income tax on dividends in the statement of income, other comprehensive income, or equity, depending on where the entity originally recognized those past transactions or events.

### **IAS 23 Borrowing Costs – borrowing costs eligible for capitalization**

The amendments clarify that an entity treats any borrowings made specifically for the purpose of obtaining a qualifying asset as a general loan when substantially all of the activities necessary to prepare the asset for its intended use or sale are complete.

### **IAS 28 Investments in Associates – long-term investments in associates or joint ventures**

The amendments clarify that an entity applies IFRS 9 “Financial Instruments” to long-term interests in an associate or joint venture to which it does not apply the equity method but that, in substance, are part of a net investment in an associate or joint venture. This clarification is relevant because it implies that the expected credit loss model, described in IFRS 9, is applied to these long-term interests.

### **IAS 19 Employee Benefits - plan amendments, curtailments or settlements**

The amendments to IAS 19 address the accounting when a plan amendment, curtailment or settlement occurs during a reporting period.

The amendments specify that when a plan amendment, curtailment or settlement occurs during an annual reporting period, the entity must:

- Determine current service cost for the remainder of the period after the plan amendment, curtailment or settlement using the actuarial assumptions used to revalue the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event
- Determine net interest for the remainder of the period after the plan amendment, curtailment or settlement using: the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event; and the discount rate used to revalue that net defined benefit liability (asset)

The adoption of these standards, amendments and interpretations do not have a significant impact on the Company's interim consolidated financial statements.

**b) Standards, interpretations and amendments issued, but not yet mandatory and which have not been adopted early.**

Standards and Interpretations	Mandatory for annual periods beginning
IFRS 17 "Insurance Contracts" -issued in May 2017, replaces the current IFRS 4. IFRS 17 will change the accounting for all entities that issue insurance contracts and investment contracts with discretionary participation features. The standard applies to annual periods beginning on or after 1 January 2021, and early adoption is permitted for entities that apply IFRS 15, "Revenue from contracts with customers" and IFRS 9, "Financial Instruments".	01/01/2021
Amendments to IAS 1 "Presentation of Financial Statements" and IAS 8 "Accounting Policies, Changes in Accounting Estimates and Errors" -issued in October 2018. These introduce a consistent definition of materiality in all the IFRS and the Conceptual Framework for Financial Information. They clarify the explanation that defines materiality and includes some of the guidance in IAS 1 on immaterial information.	01/01/2020
Amendment to IFRS 3 "Business Combinations" -issued in October 2018. It reviews the definition of a business. According to feedback received by the IASB, the current guidance is frequently considered to be too complex, and results in too many transactions being classified as business combinations.	01/01/2020
Amendment to IFRS 10 "Consolidated Financial Statements" and IAS 28 "Investments in Associates and Joint Ventures" - issued in September 2014. This amendment addresses an inconsistency between the requirements of IFRS 10 and IAS 28 in the treatment of the sale or provision of goods between an investor and its associate or joint venture. The main consequence of these amendments is that they recognize a full gain or a loss when the transaction involves a business (whether or not in a subsidiary) and a partial gain or loss when the transaction involves assets that do not constitute a business, even if these assets are in a subsidiary.	Undetermined

## 2.4 Basis of consolidation

### a) Subsidiaries

An entity is a subsidiary when the Company can exercise control over its financial and operational policies, which usually involves owning over half its voting rights. When evaluating whether the Company controls another entity, all its currently exercisable or convertible voting rights and their effects are considered. A subsidiary is consolidated from the date on which control is transferred to the Company and is excluded from consolidation on the date on which it ceases to be controlled.

The acquisition method is used to account for the acquisition of subsidiaries by the Company. The acquisition cost is the fair value of the assets delivered, equity instruments issued and liabilities incurred or assumed at the date of exchange. Identifiable assets, liabilities and contingencies acquired in a business combination are initially valued at their fair value on the acquisition date, regardless of the extent of minority interests. At each acquisition, the Group recognizes any minority interest at its fair value, or the proportional value of the minority interest over the fair value of the acquired net assets.

The surplus acquisition cost over the fair value of the Company's share of the acquired net identifiable assets is recognized as purchased goodwill. If the acquisition cost is less than the fair value of the net assets of the acquired subsidiary, the difference is recognized directly in the income statement.

Intercompany transactions, balances and unrealized gains on transactions between Group entities are eliminated. Unrealized losses are also eliminated, unless that transaction provides evidence that the transferred asset is impaired. The accounting policies at subsidiaries are amended as necessary, to ensure that Group policies have been consistently adopted.

Salmones Camanchaca S.A. began a corporate restructuring process in September 2017. Accordingly, on September 11, 2017 the Company transferred all the shares it held in Transportes Interpolar Ltda. to Compañía Pesquera Camanchaca S.A. and Camanchaca SpA leaving them with an interest of 99% and 1%, respectively, in Transportes Interpolar Ltda.

An Extraordinary Shareholders Meeting was held on September 14, 2017, which agreed to increase the share capital, in order to consolidate ownership of all the assets used in salmon smolt stocking, harvesting and processing by Salmones Camanchaca S.A. This capital increase was completed when Compañía Pesquera Camanchaca S.A. (Parent Company) contributed all the shares that it owned in Fiordo Blanco S.A. and Surproceso S.A.

This reorganization of Salmones Camanchaca S.A. has resulted in it being consolidated with Fiordo Blanco S.A. as it has held a 99.99% interest since September 14, 2017. Nevertheless, this company is not a significant component of Salmones Camanchaca S.A. as virtually all its operating revenue is eliminated.

This meeting also agreed to adopt new by-laws that meet the regulations governing publically-owned corporations, as soon as the Company and its shares have been registered in the Securities Registry of the FMC (formerly Superintendent of Securities and Insurance). The purpose was to arrange an IPO for such shares, which took place on February 2, 2018 and those issued in the future or their representative certificates.

Fiordo Azul S.A. was created on January 31, 2019. Its business purpose is aquaculture in general, especially breeding, producing and farming salmon, trout and other species. Salmones Camanchaca S.A. Directly and indirectly owns 100 % of the company and therefore consolidates it.

The following subsidiaries are included in these interim consolidated financial statements, together with their functional currency:

Consolidated Company	Country ORIGEN	Functional Currency FUNCIONAL	Ownership Interest		09/30/2019	12/31/2018
			Direct %	Indirect %	Total %	Total %
Fiordo Blanco S.A.	Chile	US dollars	99.99	-	99.99	99.99
Fiordo Azul S.A.	Chile	US dollars	99.99	0.01	100.00	-

#### Associates

Associates are defined as entities over which the Company exercises significant influence but does not control the financial and operational policies. It generally has an interest in the voting rights of between 20% and 50%. Investments in associates are accounted for using the equity method and are initially recognized at cost.

The Salmones Camanchaca S.A. share of net income or losses in associates subsequent to acquiring them are recognized in net income, and its share of equity movements (that are not due to net income) subsequent to their acquisition are recognized in reserves, and reflected as appropriate in the statement of comprehensive income. When the Company's share of an associate's losses is equal to or greater than its interest in that company, including any other unsecured receivables, the Company does not recognize



further losses unless it has incurred obligations or made payments on behalf of that associate.

Unrealized gains on transactions between Salmones Camanchaca S.A. and its associates are eliminated according to the Company's percentage interest in them. Unrealized losses are also eliminated, unless the transaction provides evidence of impairment of the transferred asset.

Surproceso S.A is a company that provides aquaculture services. It has a commercial relationship with Salmones Camanchaca S.A. providing it with slaughtering and gutting services. Compañía Pesquera Camanchaca S.A. owned 33.3 % of this company, but under the corporate restructuring in September 2017, all these shares were transferred to Salmones Camanchaca S.A., who now owns that percentage.

New Worlds Currents Inc. is a company incorporated in Hong Kong to establish, process and operate businesses associated with marketing salmon in China. The Company owns 25% of New Worlds Currents Inc.

## 2.5 Operating segment reporting

IFRS 8 requires entities to adopt "Management's approach" when disclosing information about the outcome of their operating segments. In general, this is the information that Management uses internally to evaluate segment performance and to allocate resources to segments.

Salmones Camanchaca S.A. has only one operating segment, according to this standard.

## 2.6 Foreign currency transactions

### a) Presentation currency

The Company's financial statements are presented in US dollars, which is the functional currency of the parent company and the group's presentation currency.

### b) Functional currency

Based on the instructions and definitions provided in IAS 21, functional currency is "the currency of the primary economic environment in which the entity operates".

Therefore, the Company has established that the conditions that support the functional currency are as follows.

Factors	Currency
The currency that primarily influences the selling prices of goods and services; normally the price used to describe and pay for them.	US dollar <sup>1</sup>
The currency that principally affects the costs of labor, materials and other costs to produce goods or provide services, normally the price used to describe and pay for such costs.	US dollar and Chilean peso <sup>2</sup>
The currency used to collect receipts for billed operational activities.	US dollars

The following aspects were also considered when selecting the Company's functional currency.

- The currency used by the Company's financing activities, such as bank obligations and equity, is the US dollar.
- The currency primarily used to invest the receipts from the Company's billed operational activities is the US dollar.

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<sup>1</sup> US dollar

<sup>2</sup> Chilean peso

Therefore, the Company considers that under the current circumstances the functional currency of Salmenes Camanchaca S.A. is the US dollar.

c) Transactions and balances

Transactions in foreign currencies other than the functional currency are converted to the functional currency using the exchange rate in effect as of the transaction date. Gains and losses on foreign currencies resulting from settling these transactions, and the conversion at closing rates of those monetary assets and liabilities denominated in foreign currency, are recognized in the statement of net income under "Exchange differences".

d) Exchange rates

The exchange rates of foreign currencies and the Unidad de Fomento (an inflation-indexed, Chilean monetary unit) compared to the Chilean peso as of June 30, 2019 and 2018, and as of December 31, 2018 were as follows:

Date	Ch\$ / US\$	UF / US\$	Euro / US\$	Yen / US\$	Nok / US\$
09/30/2019	728.21	0.0260	0.9173	108.1500	9.0861
12/31/2018	694.77	0.0252	0.8742	110.3800	8.7272
09/30/2018	660.42	0.0241	0.8608	113.5900	8.1360

## 2.7 Property, plant and equipment

The Company's property, plant and equipment is made up of land, building, infrastructure, machinery, equipment and other fixed assets. The main types of property, plant and equipment are: Production plants, marine equipment (pontoons), hatchery centers and grow-out centers.

Land, buildings, plants, equipment and machinery are recognized at their historical cost less depreciation. Historical cost includes the fair value considered to be attributed cost according to IFRS 1. This historical cost includes expenditure that is directly attributed to acquiring the asset.

Subsequent costs are included in the initial value of the asset, or recognized as a separate asset, only when it is likely that the future financial benefits associated with these components will flow to the Company and the cost of these components can be determined reliably. The value of the replaced component is expensed.

Land is not depreciated.

Depreciation of other items of property, plant and equipment is calculated using the straight-line method, in order to allocate their cost over their estimated technical useful lives.

	Years
Buildings	10 - 50
Plant and equipment	3 - 20
Vessels	50
Vehicles	7 - 10
Other fixed assets	3 - 10
Right-of-use assets	3

The residual value and useful life of these assets are reviewed and adjusted when necessary at each reporting date.

When the book value of an asset is greater than its estimated recoverable value, its book value is immediately reduced to its recoverable value.

Losses and gains on sales of assets are calculated by comparing the proceeds with the book value, and presented in the statement of net income.

Right-of-use assets includes assets for service contracts that qualify as financial leases under the parameters established by IFRS 16, as of September 30, 2019.

## 2.8 Biological assets

Biological assets include the following.

Biological assets include groups or families of breeders, such as eggs, smolts, fish being fattened at sea. They are valued at initial recognition and subsequently at their fair value less estimated selling costs, except where their fair value cannot be reliably measured, in accordance with IAS 41. Therefore, an active market for these assets is sought in the first instance.

As there is no active market for live fish at all their stages, they are valued as freshwater fish, such as breeders, eggs, fry and smolts, using their cumulative costs at the reporting date.

The valuation criteria for fish that are being fattened is fair value. This is understood to be their market price less their estimated processing and selling costs. There is a market for fish being fattened that are over a certain size, which is 4.0 kg for Atlantic salmon and 2.5 kg for Pacific salmon. The market price is adjusted appropriately for each marine group at the reporting date, from which the harvesting, processing, packaging, distributing and selling costs are deducted. The volume is adjusted for process wastage.

Smaller fish are valued at cost, and are subject to impairment testing.

Changes in the fair value of biological assets are recorded in the income statement for the period.

Biological assets that will be harvested in the next 12 months are classified as current biological assets.

The gain or loss on the sale of these assets may vary in comparison to their calculated fair value at the reporting date.

The Company uses the following method.

Stage	Asset	Valuation
Fresh water	Eggs, fry, smolts and breeders	Direct and indirect cumulative costs at their various stages.
Sea water	Salmon	Fair Value, as there is a market with reference prices and companies that sell these assets. In the absence of a market, accumulated cost at the reporting date, net of impairment, (which is applied and recorded if appropriate.)

### - Valuation model

Each group of fish is valued and uses the biomass of fish at the end of each month. The detail includes the total number of fish being fattened, their estimated average weight and the cost of fish biomass. The value is estimated from the average weight in that biomass, which in turn is multiplied by the market price per kilo. The market price is normally obtained from published international prices.

### - Assumptions used to calculate the fair value of fish being fattened

The estimated fair value of fish biomass is based on the following items: volume of fish biomass, average biomass weight, weight distribution at harvest and market prices.

### - Volume of fish biomass

The volume of fish biomass is based on the number of smolts in the sea, their estimated growth and their mortality during the period, etc. Uncertainty with respect to the volume of biomass is normally lower in the absence of mass mortality events or acute diseases during the cycle.

- Distribution of harvest weights

Fish grow at various rates, so there is always a wide variation in the quality and size of the fish around the average. The distribution of fish quality and size is important, as these attract different prices on the market.

The value of fish biomass is based on a normal weight distribution.

- Market Prices

Salmones Camanchaca S.A. calculates fair value using the price of products in representative markets that can be obtained from frequently published independent external sources.

Therefore, the reference prices for Atlantic Salmon are published by Urner Barry Publications Inc. in their report "Urner Barry's Seafood Price-Current" based on transactions of at least 3,500 pounds. The price used is the FOB price of "Trim D" fresh fillet, from Chile to Miami (USA). For the Coho species, the price obtained from Salmon Chile is used.

Urner Barry is a business editor specializing in timely, reliable and impartial news and market quotations for customers in segments related to the food industry, through a variety of printed and virtual media.

#### Hierarchy

Fair value hierarchy is determined according to the data source, according to the IFRS 13. The Company's valuation model uses hierarchy level III. The most significant unobserved variable is the average weight.

Note 36 contains a comparison of Chilean and Norwegian practices for valuing biological assets.

## 2.9 Intangible assets other than goodwill

Individually acquired intangible assets are initially measured at cost. The cost of intangible assets acquired in a business combination is their fair value as of the date of acquisition.

After initial recognition, intangible assets are recorded at cost less any accumulated amortization and any accumulated impairment loss. Internally generated intangible assets, excluding capitalized development expenditure, are not capitalized and the related expense is recognized in the statement of net income for that year.

a) Aquaculture concessions

Aquaculture concessions have an indefinite useful life, because they have no expiry date nor a measurable useful life. Therefore, they are not amortized. This status of indefinite useful life is reviewed at each reporting date, in order to assess whether events and circumstances continue to support an indefinite useful life for that asset. These assets undergo impairment testing on a yearly basis.

b) Research and development expenses

Research expenses are expensed when incurred. The directly attributable costs of development projects relate to the design and testing of new or improved products. These are recognized as intangible assets when the following criteria are met.

- It is technically feasible to fully produce the intangible asset, to the point where it can be used or sold.
- Management intends to complete the intangible asset, and to use or sell it.
- The Company has the ability to use or sell it.
- The Company can demonstrate how the intangible asset is likely to generate financial benefits in the future.
- The Company has sufficient technical, financial or other resources, to complete development and to use or sell the intangible asset.
- The expenditure attributable to developing it can be reliably measured.

2.10 Interest costs

Interest costs incurred in the construction of any qualified asset are capitalized over the period of time needed to complete and prepare the asset for its intended use. Other interest costs are expensed.

2.11 Impairment losses on non-financial assets

Assets with indefinite useful lives are not amortized and are tested yearly for impairment losses. Amortized assets are tested for impairment whenever an event or change in circumstances indicates that their book value may not be recoverable. An impairment loss is recognized for the amount by which the asset's book value exceeds its recoverable value. The recoverable value is the greater of the fair value of an asset less selling costs, or its value in use. Impairment is assessed by grouping assets at the lowest levels at which they generate separately identifiable cash flows (cash-generating units). Non-financial assets that have been impaired are reviewed at every reporting date to identify whether any reversals have occurred.

2.12 Financial assets and liabilities

Financial Assets

Financial assets within the scope of IFRS 9 are classified according to the business model used by the Group to manage its financial instruments and contractually established cash flows.

Financial investments not classified at fair value through profit and loss are initially recognized at fair value plus directly attributable transaction costs.

The Company evaluates whether embedded derivatives exist in contracts or financial instruments, to determine whether their characteristics and risk are closely related to the principal contract provided that in aggregate they are not being accounted for at fair value. If they are not closely related, they are recorded separately and changes in value are accounted for directly in the statement of comprehensive income.

The Company and its subsidiaries classify their financial assets after initial recognition and, when permitted and appropriate, reassess this classification as of each year end. All regular purchases and sales of financial assets are recognized on the trade date, which is the date on which the company becomes committed to the trade. Regular purchases and sales are purchases or sales of financial assets that require the delivery of assets within the time frame established generally by market regulation or convention. The following investment classifications are used:

- a) Financial assets at fair value through profit and loss - Financial assets at fair value through profit and loss include financial assets held for sale and financial assets initially recognized at fair value through profit and loss.

Financial assets are classified as held for sale if they are acquired for the purpose of selling them in the short term.

Derivatives, including any separate embedded derivatives, are also classified as held for sale, unless designated as effective hedging instruments or as financial guarantee contracts. Gains or losses on instruments held-for-sale are recognized in the income statement.

When a contract contains one or more embedded derivatives, the entire hybrid contract can be designated as a financial asset at fair value through profit and loss except when the embedded derivative does not significantly modify the cash flows, or it is clear that separation of the embedded derivative is prohibited.

- b) Financial assets measured at amortized cost - The entity measures assets at amortized cost when the asset complies with the following two conditions: (i) The financial asset is held within a business model whose objective is to hold assets in order to collect contractual cash flows, and (ii) The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.
- c) Financial assets at fair value with changes in other comprehensive income - Financial assets are measured at fair value with changes in other comprehensive income if they meet the following two conditions: (i) They are held in a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets, and (ii) The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.
- d) Derivative and hedge financial instruments - Derivative financial instruments to hedge risks associated with fluctuations in interest rates and exchange rates are initially recognized at fair value at the date the derivative contract is signed and are subsequently measured at fair value. Derivatives are recorded as assets (other financial assets) when their fair value is positive and as liabilities (other financial liabilities) when their fair value is negative.

## Financial liabilities

Debt and equity instruments are classified as either financial liabilities or equity, based on the substance of the contractual agreement.

Equity instruments - An equity instrument is any contract that evidences a residual interest in the assets of a company after deducting all of its liabilities. Equity instruments are recorded at the value of the consideration received, net of direct issuance costs.

Financial liabilities - Financial liabilities are classified either as financial liabilities at “fair value through profit and loss”, or as “other financial liabilities”.

- a) Financial liabilities are classified at fair value through profit and loss when these are held for sale or are designated as such.

- b) Other financial liabilities, including loans, are valued initially at the amount of cash received, net of transaction costs. Other financial liabilities are subsequently valued at amortized cost using the effective interest rate method, recognizing interest expense on an effective rate basis.

The effective interest rate method is a method of calculating the amortized cost of a financial liability and of allocating interest expense throughout the corresponding period. The effective interest rate is the rate that

exactly discounts the estimated cash flows payable over the expected life of the financial liability, or when appropriate, a shorter period when the associated liability has a prepayment option that it expects to exercise.

### 2.13 Inventories

Inventory is valued at its cost or net realizable value, whichever is lower. Cost is calculated using the average cost method.

The cost of finished and in-process products includes the costs of raw materials, direct labor, other direct costs and general manufacturing expenses, based on normal operating capacity, but excluding interest.

Net realizable value is the estimated sales price during the normal course of business, less any variable selling costs.

Obsolete or slow-moving products are recognized at their recoverable value.

Inventory valuation policy

a) The Company values its inventories as follows.

i) The production cost of manufactured inventory includes all costs related to the units produced such as labor and fixed and variable costs required to transform raw materials into finished products.

The production cost of fresh and frozen salmon is based on the last fair value of biological asset when harvested, plus direct and indirect production costs.

ii) The acquisition cost of purchased inventory includes its purchase cost, customs fees, transport, storage and other costs attributable to its acquisition.

b) Inventory cost calculation formula

Inventories of finished products are valued using the weighted average cost, ie. the cost of each product unit is based on the weighted average cost at the beginning of the period, and the cost of items purchased or produced during the period.

Inventories of raw materials, packaging materials are valued at weighted average cost.

### 2.14 Statement of Cash Flow

The Company has defined the following policies in order to prepare the statement of cash flow:

Cash and cash equivalents include cash on hand, at banks, term deposits with financial institutions, mutual funds and other short-term, highly liquid investments that are readily realizable, with a low risk of changes in value and an original maturity of up to three months. Bank overdrafts are classified as third-party resources within current liabilities in the statement of financial position.

- i. Operating Activities: These comprise the Group's principal source of operating revenue as well as other activities that cannot be classified as investing or financing.
- ii. Investing Activities: These involve acquiring, selling or otherwise disposing of long-term assets and other investments not included in cash and cash equivalents.
- iii. Financing Activities: These cause changes in the size and composition of equity and financial liabilities.

## 2.15 Classification of Current and Non-Current Balances

Balances in the consolidated statement of financial position are classified by maturity with current balances maturing in less than 12 months and non-current balances in more than 12 months. Should the company have any obligations that mature in less than twelve months, but can be refinanced over the long term at management's discretion, using unconditionally available credit agreements with long-term maturities, such obligations may be classified as non-current liabilities.

## 2.16 Earnings per Share

Basic earnings per share is calculated as the ratio between net income for the period divided by the weighted average number of ordinary shares in circulation during that period.

## 2.17 Trade and other receivables

Trade receivables are initially recognized at fair value (nominal value including implicit interest), and they are subsequently recognized at their amortized cost according to the effective interest rate method, less provisions for impairment losses.

Implicit interest must be disaggregated and recognized as financial income to the extent that such interest has accrued.

The provision is the difference between the asset's book value and the present value of its estimated future cash flows, discounted using the effective interest rate.

However, if the difference between the nominal value and the fair value is not significant, the nominal value is used.

The Group applies the simplified approach in IFRS 9 to measure expected credit losses, using an expected loss provision over the life of the instrument for all receivables.

Expected credit losses are measured by grouping receivables by their shared credit risk characteristics and days overdue. Historical loss rates are adjusted to reflect current and expected information regarding macroeconomic factors that affect the ability of customers to meet their commitments.



## 2.18 Cash and cash equivalents

Cash and cash equivalents include cash on hand, term deposits with financial institutions, other highly liquid short-term investments that can be readily converted into known amounts of cash that are subject to a negligible risk of changes in value and have a maturity of three months or less on their acquisition date.

## 2.19 Share Capital

Share capital is represented by ordinary shares.

Incremental costs directly attributable to new share issues or options are presented in net equity as a deduction from their proceeds.

Legal minimum dividends on ordinary shares are recognized as a reduction in equity when they are accrued.

## 2.20 Trade and other payables

Trade payables are initially recognized at fair value and subsequently at amortized cost using the effective interest rate method.

However, similarly to trade receivables, if the difference between the nominal value and the fair value is not significant, the nominal value is used.

## 2.21 Current and deferred income taxes

The tax expense on net income for the period includes current income tax and deferred tax.

Current income taxes are based on the tax laws at the reporting date.

Deferred taxes are calculated using the liability method on temporary differences that arise between the tax value of assets and liabilities and their book values. However, if deferred taxes arise from the initial recognition of a liability or an asset in a transaction other than a business combination, which at the time of the transaction do not affect accounting net income nor taxable profit, then they are not accounted for.

Deferred tax is calculated using the current tax rates and laws, or those about to be approved at the reporting date, which are likely to be applicable when the corresponding deferred tax asset is collected or deferred tax liability is settled.

Deferred tax assets are recognized to the extent that it is likely that future tax benefits are available to offset such temporary differences.

Current and deferred income taxes are recognized in the statement of net income, except for taxes arising on items recognized in other comprehensive income, directly in equity, or on a business combination. In which case, the corresponding tax is also recognized in other comprehensive income, directly in the statement of net income, or in commercial goodwill, respectively.

## 2.22 Employee benefits

### a) Staff vacations

The Company recognizes the expense for staff vacations using the accrual method, which is recorded at its nominal value. The staff vacation benefit does not represent a significant amount in the statement of comprehensive income.

## b) Severance indemnities

This liability is the present value of defined benefit obligations at the reporting date. It is calculated annually using actuarial assumptions and by discounting the corresponding estimated cash flows. Gains and losses arising from adjustments due to changes in trends of actuarial assumptions are recognized immediately in the statement of financial position with a charge or credit, as appropriate, to reserves through other comprehensive income in the period in which they occur. These changes are not reclassified to the statement of net income in subsequent periods.

The parameters used in the actuarial valuation model are as follows: mortality and invalidity rates, discount rates, salary growth rates and staff turnover rates due to resignations.

## 2.23 Provisions

Provisions are recognized when:

- i) The Company has a legal or implicit obligation, as a result of past events.
- ii) It is likely that a disbursement will be necessary to settle the obligation.
- iii) The amount can be reliably estimated.
- iv) Provisions are measured at the present value of Management's best estimate of the expenditures required to settle the obligation. The discount rate used to calculate the present value reflects current market assessments at the reporting date of the time value of money, as well as any specific risks related to the particular liability.

## 2.24 Revenue recognition

Revenue is recorded at the fair value of the consideration received or receivable derived from that revenue. The Company takes into consideration all the relevant facts and circumstances when applying each step of the model established by IFRS 15 regarding customer contracts: (i) identify the contract, (ii) identify the performance obligations, (iii) determine the transaction price, (iv) assign the transaction price to the performance obligations, and (v) revenue recognition. The Company also assesses any incremental costs that arise from winning a contract and any costs directly related to fulfilling a contract. The Company recognizes revenue when the steps set out in this IFRS have been successfully completed.

### (i) Operating revenue recognition from the sale of goods

Operating revenue from the sale of goods is recognized when the Company has transferred control over the goods sold to the buyer; when revenue can be reliably measured; when the Company cannot influence how the goods sold are managed; when the Company is likely to receive the financial benefits of the transaction; and when the transaction costs can be reliably measured.

Operating revenue is based on the price established in the sale agreement, net of volume discounts as of the sale date. There is no significant funding component, as sales proceeds are collected within a reduced average period, which is in line with market practice.

Revenue from export sales is based on Incoterms 2010, which are official regulations for interpreting trade terms, and they are issued by the International Chamber of Commerce.

The principal Incoterms used by the Company are as follows:

"CFR (Cost and Freight)", where the Company is responsible for all costs, including principal transport costs, until the goods arrive at the destination port. Risk is transferred to the buyer when the goods are loaded onto the ship, in the country of origin.

"CIF (Cost, Insurance and Freight)", where the Company arranges and pays the foreign transportation costs and other costs, such as insurance. Salmenes Camanchaca S.A. ceases to be responsible for the goods once

they have been delivered to the maritime or air carrier, in accordance with the corresponding deadline. The sale is complete when the goods are delivered to the carrier. This service is arranged by the seller. FOB (Free on Board) and similar, where the buyer arranges and pays the transport costs. Therefore, the sale is complete when the goods are delivered to the carrier arranged by the buyer.

(ii) Operating revenue recognition for providing services

Operating revenue from services is recognized when the performance obligation has been satisfied. Revenue is accounted for considering the degree of service completion as of the closing date, and whether the Company has an enforceable right to payment for providing those services.

## 2.25 Leasing

The Company has applied IFRS 16 "Leases" using the modified retrospective approach since January 1, 2019. Therefore, comparative information has not been restated and continues to be reported in accordance with IAS 17 "Leases" and IFRIC 4 "Determining whether an arrangement contains a lease".

### a) Policy from 1 January 2019

When a contract begins, the Company assesses whether the contract contains a lease, defined as whether the contract gives the right to control the use of an identified asset for a period of time in exchange for consideration. A contract gives Salmones Camanchaca S.A. the right to control the use of an identified asset if:

- i) The contract involves the explicit or implicit use of an identified asset. If the supplier has a substantial right of substitution, then the asset is not identified;
- ii) It has the right to receive substantially all the financial benefits from using the asset during the period; and
- iii) It has the right to direct the use of the asset. This right is exercised when significant decisions are taken, for example how and why the asset is used. In exceptional cases, the decision on how and why the asset is used is predetermined. It has the right to direct the use of the asset if it has the right to operate the asset, or if it designed the asset in a manner that predetermines how and why it will be used.

At the beginning or revaluation of a contract containing a lease component, the Company assigns the consideration in the contract to each lease component on the basis of its independent relative prices, by separately allocating the associated cost of capital.

### b) Lessee

Salmones Camanchaca S.A. recognizes a right-of-use asset and a lease liability when the lease begins. The right-of-use asset is initially valued at cost, which comprises the initial lease liability adjusted for any lease payments made on or before the start date, plus any initial direct costs and an estimate of the costs to dismantle and eliminate the underlying asset or to restore the underlying asset or the site where it is located, less any lease incentives received.

The right-of-use asset is subsequently depreciated using the straight-line method from the start date to the end of its estimated useful life according to the contract term. The estimated useful lives of right-of-use assets are determined by considering future renewals according to the contract term. The value of a right-of-use asset is regularly evaluated and reduced by any impairment losses, and adjusted for specific new valuations of the lease liability.

The lease liability is initially valued at the present value of future payments, discounted using the interest rate implicit in the lease, or if that rate cannot be readily determined, the Company's borrowing rate, incorporating additional adjustments considering the risk of the country and each of the subsidiaries.

Lease payments included in valuing the lease liability comprise the following:

- Fixed payments, included in the contract.
- The exercise price under a purchase option that the Company may reasonably exercise.
- Lease payments on an optional renewal period if the Company is reasonably certain to exercise the renewal option.

- Penalties for early termination of a lease, unless the Company is reasonably certain that it will not terminate the lease early.

The lease liability is valued at amortized cost using the effective interest method. It is revalued when there is a change in future lease payments due to a change in an index or rate.

When the lease liability is accordingly revalued, the book value of the right-of-use asset is adjusted, unless this reaches zero, in which case the adjustment is recognized in the statement of net income.

The Company presents right-of-use assets in "Property, plant and equipment" and the associated obligations in "Operating lease liabilities, current and non-current" within the consolidated statement of financial position.

The company has elected not to recognize right-of-use assets and lease liabilities for contracts with a term of 12 months or less, and for contracts whose assets have a value under US\$5,000. The Company recognizes the lease payments associated with these transactions as a straight-line expense over the contract term.

### **Treatment under IAS 17**

The Company as a lessee classified as finance leases all those leases that transfer substantially all the risks and rewards of ownership, during the comparative period.

Assets held under other leases were classified as operating leases and were not recognized in the consolidated statement of financial position. Payments for operating leases were recognized in the statement of net income on a straight-line basis over the contract term.

The lease incentives received were recognized as an integral part of the total lease expense during the contract term.

### **c) Lessor**

The Company as a lessor determined whether each contract was a finance lease or an operating lease when the lease contract began.

The Company's accounting policies as lessor in the comparative period are as stipulated by IFRS 16.

## **2.26 Dividend Policy**

The Company has defined the following dividend policy, in accordance with its by-laws.

Financial statements shall be prepared as of December thirty-one each year. Net income for the year will be distributed as follows.

a) No less than thirty percent to be distributed as a dividend in cash to shareholders, in proportion to their shares.

b) The balance to be used to form reserves, as agreed by an Annual General Shareholders' Meeting.

Distributions of dividends to shareholders are recognized as a liability as of each reporting date, in accordance with the dividend policy agreed upon by shareholders at the ordinary general shareholders' meeting.

## **2.27 The environment**

The disbursements associated with improvements and investments in productive processes that improve environmental conditions are recorded as an expense or investment in the period in which they arise. When these disbursements are part of investment projects, they are recorded as increases to property, plant and equipment.

The Company has established the following disbursements for environmental protection projects.

a) Disbursements relating to improvements and investments in productive processes that improve environmental conditions.

- b) Disbursements relating to verifying and monitoring regulations and laws covering industrial processes and facilities.
- c) Other disbursements that affect the environment.

### **NOTE 3 - CHANGES IN ACCOUNTING POLICIES AND ESTIMATES**

#### **Changes in policy:**

The accounting policies described in the interim consolidated financial statements as of September 30, 2019, include the impacts and amendments arising from IFRS 16 and IFRIC 23 coming into effect. The Company adopted these new standards with effect from January 1, 2019.

- IFRS 16 requires that lease contracts that were classified as operating leases with a contract term greater than 12 months have a similar accounting treatment to finance leases. In general terms, this means that right-of-use assets subject to operational lease contracts must be recognized, together with a liability for the present value of the payments associated with the contract.

Monthly lease payments in the statement of net income will be replaced by asset depreciation, together with the corresponding finance charges. If lease contracts are amended, such as the lease value, term, inflation indexation, associated interest rate, etc., the lessee shall recognize any change to the revalued lease liability as an adjustment to the value of the right-of-use asset.

The Company has determined the following changes for lease commitments that fall within the scope of IFRS 16, as of September 30, 2019.

	ThUS\$
Total non-current assets	1,006
Total current liabilities	(402)
Total non-current liabilities	(269)
<b>Total equity</b>	<b>335</b>
Lease expense	321
Depreciation	(35)
Interest	(317)
<b>Net income (loss)</b>	<b>35</b>

IFRIC 23 clarifies how to apply the recognition and measurement requirements of IAS 12 when there is uncertainty regarding income tax treatments. The Company has determined that this standard has no impact on the interim consolidated financial statements.

#### **Changes in accounting estimates**

There have been no changes in accounting estimates as of September 30, 2019 in comparison to 2018.

## NOTE 4 – FINANCIAL RISK MANAGEMENT

The Company's business is exposed to a variety of financial risks, including credit risk, liquidity risk and market risk.

### 4.1. Credit risk

Credit risk is the risk that a counterparty fails to meet its obligations arising from a financial instrument or purchase contract and this results in a financial loss. The Group is exposed to credit risk in its operating activities (mainly within trade debtors).

#### a) Customer portfolio risk

The Company has no customers in arrears but not impaired as of the reporting date.

#### b) Sales risk

The Company uses the usual tools operating in the industry to market its products. These are contracted with recognized and qualified insurance companies and financial institutions. These tools are insurance policies covering credit, transport and cargo, confirmation of letters of credit, etc. Where collection is directly performed by the Company, this is substantiated by a long-term business relationship, a full record of payment behavior and recognized financial solvency.

The Company has established policies to ensure that product sales on credit are made to customers with an appropriate credit history. The Company mostly sells into the wholesale market, and export sales are supported by letters of credit. Domestic sales are preferably to customers with an appropriate credit history.

### 4.2. Liquidity risk

The Company's liquidity risks arise from a shortfall of funds for operating costs, finance costs, investments, debt repayments and dividends, compared its sources. This risk is mitigated through prudent liquidity management, which involves holding sufficient cash and marketable securities, together with balanced bank financing.

Capital and interest commitments over the terms of bank loans and other commitments are as follows.

#### a) As of September 30, 2019

Description	1 to 3 months ThUS\$	3 to 12 months ThUS\$	1 to 5 years ThUS\$	Over 5 years ThUS\$	ThUS\$
Interest-bearing loans	7,264	2,261	105,304	-	114,829
Trade and other payables	73,001	8,011	-	-	81,012
Related party payables, current	5,905	-	-	-	5,905
Related party payables, non-current	-	-	-	604	604
<b>Total</b>	<b>86,170</b>	<b>10,272</b>	<b>105,304</b>	<b>604</b>	<b>202,350</b>

#### b) As of December 31, 2018

Description	1 to 3 months ThUS\$	3 to 12 months ThUS\$	1 to 5 years ThUS\$	Over 5 years ThUS\$	ThUS\$
Interest-bearing loans	-	2,743	58,227	-	60,970
Trade and other payables	62,436	7,698	-	-	70,134
Related party payables, current	15,296	-	-	-	15,296
Related party payables, non-current	-	-	-	591	591
<b>Total</b>	<b>77,732</b>	<b>10,441</b>	<b>58,227</b>	<b>591</b>	<b>146,991</b>

#### 4.3. Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument may fluctuate because of changes in market prices. Market risk comprises three risks: exchange rate risk, interest rate risk and other price risks.

##### a) Exchange rate risk

Exchange rate risk is the risk that the fair value of future cash flows of a financial instrument may fluctuate because of changes in exchange rates.

The Company has defined the US dollar as its functional currency, therefore, it is exposed to exchange rate risk on transactions in Chilean pesos. The exchange rate risk arises on planned commercial transactions, and on assets and liabilities held in Chilean pesos.

The Company has a net liability balance in Chilean pesos as of September 30, 2019 totaling ThUS\$ 796. Therefore, an increase of 5% in the exchange rate results in an exchange loss of ThUS\$ 40, while a decrease of 5% in the exchange rate results in an exchange gain of the same amount.

##### b) Interest Rate Risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument may fluctuate because of changes in market interest rates.

The Company is exposed to interest rate risks, since its long-term financing is at a variable interest rate, which is amended every six months.

The Company has a total of ThUS\$ 100,573 in bank liabilities denominated in US dollars as of September 30, 2019. Sensitivity analysis on the interest rates for bank loans reveal that a 1%pa movement in interest rates at the reporting date would result in additional or lower interest costs of ThUS\$ 1,006, as appropriate.

## NOTE 5 – FINANCIAL INSTRUMENTS

The Company has financial instruments as of September 30, 2019 and December 31, 2018 valued at their fair value as shown in the following table, and there are no differences between their fair value and book value.

Item	09/30/2019		12/31/2018	
	Book value ThUS\$	Fair value ThUS\$	Book value ThUS\$	Fair value ThUS\$
<b>Financial assets at amortized cost.</b>				
Cash and cash equivalents				
Cash balances	19	19	45	45
Bank balances	8,120	8,120	13,098	13,098
Other financial assets (ii)	40	40	50	50
Trade and other receivables (i)	15,589	15,589	25,558	25,558
Related party receivables (i)	33,777	33,777	26,952	26,952
Recoverable rights, non-current (ii)	1,287	1,287	1,349	1,349
<b>Financial liabilities at amortized cost</b>				
Other financial liabilities (iv)	6,573	6,573	243	243
Operating lease liabilities (iii)	402	402	-	-
Trade and other payables, current (iii)	81,012	81,012	70,134	70,134
Related party payables (iii)	5,905	5,905	15,296	15,296
Other financial liabilities, non-current (iv)	94,000	94,000	50,000	50,000
Operating lease liabilities, non-current (iii)	269	269	-	-
Related party payables, non-current (iii)	604	604	591	591

### (i) Trade and other receivables

Trade and other receivables are amounts owed by customers for goods sold or services rendered in the ordinary course of business. They are usually settled within a period of 30 days, so are classified as current. Trade and other receivables are initially recognized at the value of the unconditional commitment, unless they contain significant financing components, in which case they are recognized at fair value. The Group accepts trade and other receivables with the objective of collecting the corresponding contractual cash flows and subsequently values them at amortized cost using the effective interest method. The details of Group impairment policies and calculations of impairment loss provisions are included in Note 8 (Trade and other receivables).

The book values of trade and other receivables are treated as equal to their fair values, due to their short-term nature.

Information about the impairment of trade and other receivables and the Group's exposure to credit risk, exchange rate risk and interest rate risk can be found in Note 4 (b) Financial Risk Management.

### (ii) Other financial assets at amortized cost

The Group classifies its financial assets at amortized cost provided they meet the following two criteria:

- The asset is held within a business model that aims to receive contractual cash flows.
- The contractual terms give rise to cash flows that are solely receipts of principal and interest.

These amounts generally come from transactions outside the normal course of business for the Group.



### **(iii) Trade and other payables**

Trade and other payables are not guaranteed and are generally paid within 60 days of recognition.

The book values of trade and other payables are treated as equal to their fair values, due to their short-term nature.

### **(iv) Loans**

Secured liabilities and encumbered assets.

Loans are guaranteed using significant and representative Company assets, which are detailed in Note 31 (Guarantees and contingencies). The Group does not provide any other guarantee using its assets, and ensures that it complies with the financial ratios described in Note 18 (Other current and non-current financial liabilities).

The book values of financial and non-financial assets encumbered in order secure current and non-current loans are disclosed in Note 31 (Guarantees and contingencies).

## **NOTE 6 - SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGMENTS**

The estimates and judgments used are continually evaluated and are based on historical experience and other factors, including expectations of future events that are considered reasonable based on the circumstances.

The Company's main accounting estimates as follows.

#### **a) Biomass of biological assets**

The fish biomass estimate will always be based on assumptions, even though the Company has ample experience with these factors. The estimates take into account the following components: volume of fish biomass, average biomass weights, distribution of fish weights and market prices.

The volume of fish biomass estimate is based on the number of smolts in the sea, their estimated growth and their mortality during the period, etc. Uncertainty with respect to the volume of biomass is normally lower in the absence of mass mortality events or acute diseases during the cycle.

Fish grow at various rates and even though average weights can be accurately estimated, there is always a wide variation in the quality and size of the fish. The distribution of fish quality and size is important, as these attract different prices on the market.

The value of fish biomass is based on a normal weight distribution.

#### **b) Asset impairment**

The recoverable amount of property, plant and equipment is revalued annually according to IAS 36, as the Company has intangible assets. Factors that are considered an indication of impairment are declining market values, significant changes in the technological environment, obsolescence or physical deterioration, changes in the way the item is used or expected to be used, including ceasing to use it, etc. The Company evaluates whether there is evidence of impairment at each reporting date, which is whether the book value of an item of property, plant and equipment or an intangible asset is greater than its value in use.

It evaluates each Cash Generating Unit (CGU).

CGUs are identified for impairment testing. IAS 36 defines a CGU as "the smallest identifiable group of assets that generates receipts for the Company, which are largely independent of the receipts generated by other assets or groups of assets."

Therefore, given the Company as a whole, the characteristics of its assets and its productive and marketing processes, the Company has defined a policy that the CGU value to compare with future cash flows generated by using its assets, is based on all the non-current assets at the reporting date in the interim consolidated financial statements, less those assets that are not: Property plant and equipment and intangible assets other than goodwill.

The Company has used a cash flow forecasting model to calculate the value in use of its assets, based on the following assumptions.

1. Ten year evaluation horizon. Investments in the industry are long-term, as are the cycles and risks that affect the biomass. Therefore, a horizon of less than 10 years does not reflect the Company's long term situation.
2. Residual value. The residual value at the end of the horizon.

Forecast cash flows. Cash flows used in the methodology are based on budget data, best estimates and reasonable and substantiated assumptions that represent Management's best estimates, taking into account the prevailing economic conditions during the remaining useful life of the evaluated assets. The most important assumptions are:

- 2.1. Sales and production volumes.
- 2.2. Estimated annual inflation of 3% and its impact on prices, sales and administration costs, and other costs.
3. Cash flow forecasts are brought to present value using a discount rate that reflects the time value of money and the risks specific to the asset. The Weighted Average Cost of Capital (WACC) rate is used, calculated on the basis of the following variables: The Company or industry beta; the risk-free rate of return; the market rate of return; the cost of the Company's financial debt; and the long-term target debt / equity ratio.

This evaluation resulted in no indications of asset impairment.

Except for the estimated biomass of the biological assets, Management believes that these interim consolidated financial statements do not contain any assumptions about the future or other uncertain estimates that risk causing significant adjustments to this accounting period and the next.

## NOTE 7 - CASH AND CASH EQUIVALENTS

Cash and cash equivalents are as follows.

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Cash balances	19	45
Bank balances	8,120	13,098
<b>Total cash and cash equivalents</b>	<b>8,139</b>	<b>13,143</b>

## NOTE 8- TRADE AND OTHER RECEIVABLES

Trade and other receivables are as follows.

	09/30/2019			12/31/2018		
	Trade receivables	Doubtful debt provision	Net trade receivables	Trade receivables	Doubtful debt provision	Net trade receivables
Customers	12,043	(6)	12,037	24,605	(450)	24,155
Insurance claims	707	-	707	942	-	942
Sundry debtors	2,825	-	2,825	450	-	450
Staff receivables	20	-	20	11	-	11
<b>Total Current Assets</b>	<b>15,595</b>	<b>(6)</b>	<b>15,589</b>	<b>26,008</b>	<b>(450)</b>	<b>25,558</b>

Salmones Camanchaca S.A. does not have any receivables that are guaranteed or renegotiated or any payments that have been rejected and have entered a judicial collection process. It has not factored any of its receivables during 2019 and 2018.

The Company has no financial assets as of the reporting date that are in default and not impaired.

Classification of receivables by due date.

Overdue ranges	09/30/2019				12/31/2018			
	Number of customers non-renegotiated portfolio	Gross non-renegotiated portfolio ThUS\$	Doubtful debt provision ThUS\$	Net trade receivables ThUS\$	Number of customers non-renegotiated portfolio	Gross non-renegotiated portfolio ThUS\$	Doubtful debt provision ThUS\$	Net trade receivables ThUS\$
Not yet due	101	10,567	(6)	10,561	202	20,764	-	20,764
1- 30 days	79	2,640	-	2,640	173	4,235	-	4,235
31- 60 days	28	1,220	-	1,220	13	467	-	467
61- 90 days	24	168	-	168	7	42	(37)	5
91- 120 days	8	581	-	581	2	182	(100)	82
121-150 days	12	89	-	89	4	3	-	3
151-180 days	8	29	-	29	-	-	-	-
181-210 days	1	7	-	7	-	-	-	-
211-250 days	12	38	-	38	6	5	(5)	-
>250 days	32	255	-	255	42	310	(308)	2
<b>Total</b>	<b>305</b>	<b>15,595</b>	<b>(6)</b>	<b>15,589</b>	<b>449</b>	<b>26,008</b>	<b>(450)</b>	<b>25,558</b>

Movements in the non-collectable portfolio were as follows:

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Opening balance	(450)	(111)
Reversal for payments received	523	112
Increases	(79)	(451)
<b>Closing balance</b>	<b>(6)</b>	<b>(450)</b>

## NOTE 9 - BALANCES AND TRANSACTIONS WITH RELATED PARTIES

Related parties include the following entities and individuals.

- a) Shareholders that can exercise control
- b) Subsidiaries and their members
- c) Parties with sufficient interest to give them significant influence
- d) Parties with joint control
- e) Associates
- f) Interests in joint ventures
- g) Senior management of the entity or of its parent company
- h) Close relatives of individuals described in the previous points
- i) An entity that controls, or jointly controls, and is significantly influenced by any of the individuals described in the two previous points.

Generally transactions with related companies are not subject to special conditions. These transactions are in accordance with Law 18,046 governing Corporations and with IAS 24.

Transferring current and non-current funds between related companies, which do not relate to the collection or payment of services, are structured using commercial current accounts.

- a) Related party receivables are as follows:

- Current

	Chilean ID Number	Country	Payment terms	Currency	09/30/2019 Current ThUS\$	12/31/2018 Current ThUS\$
Camanchaca Inc.	Foreign	USA	Under 30 days	US\$	25,128	20,425
Kabushiki Kaisha Camanchaca Ltd.	Foreign	Japan	Under 30 days	US\$	7,208	4,753
Cia. Pesquera Camanchaca S.A.	93,711,000-6	Chile	Under 30 days	Ch\$	874	486
Camanchaca Cultivos Sur S.A.	96.633.150-K	Chile	Under 30 days	Ch\$	300	243
Camanchaca Pesca Sur S.A.	76,143,821-2	Chile	Under 30 days	Ch\$	83	861
Transportes Interpolar Ltda.	77,970,900-0	Chile	Under 30 days	Ch\$	184	184
<b>Total</b>					<b>33,777</b>	<b>26,952</b>

- b) Related party payables are as follows:

- Current

	Chilean ID Number	Country	Payment terms	Currency	09/30/2019 Current ThUS\$	12/31/2018 Current ThUS\$
Cia. Pesquera Camanchaca S.A.	93,711,000-6	Chile	Under 30 days	Ch\$	1,529	11,919
Transportes Interpolar Ltda.	77,970,900-0	Chile	Under 30 days	Ch\$	1,541	388
Kabushiki Kaisha Camanchaca Ltd.	Foreign	Japan	Under 30 days	US\$	62	77
Inmobiliaria Camanchaca S.A.	96,786,700-4	Chile	Under 30 days	Ch\$	2,583	1,546
Camanchaca Pesca Sur S.A.	76,143,821-2	Chile	Under 30 days	Ch\$	27	1,245
Camanchaca Cultivos Sur S.A.	96.633.150-K	Chile	Under 30 days	Ch\$	5	17
Frigorífico Pacífico S.A.	77,858,550-2	Chile	Under 30 days	Ch\$	4	-
Surproceso S.A.	76,346,370-2	Chile	Under 30 days	Ch\$	146	97
Codepack S.A.	96,974,100-8	Chile	Under 30 days	Ch\$	8	7
<b>Total</b>					<b>5,905</b>	<b>15,296</b>

- Non-current

	Chilean ID Number	Country	Payment terms	Currency	09/30/2019 Non- current ThUS\$	12/31/2018 Non-current ThUS\$
Cia. Pesquera Camanchaca S.A.	93,711,000-6	Chile	No time limit	Ch\$	604	591
<b>Total</b>					<b>604</b>	<b>591</b>

c) Transactions with related companies for over ThUS\$20 and their effects on the statement of net income for the periods ended September 30, 2019 and 2018 are as follows.

Company	Chilean ID number	Country	Relationship	Transaction	Currency	2019 Amount ThUS\$	Effect on net income (Charge)/Credit ThUS\$	2018 Amount ThUS\$	Effect on net income (Charge)/Credit ThUS\$
Camanchaca Inc.	Foreign	USA	Common shareholder	Product sales	US\$	90,705	16,683	78,176	9,173
Kabushiki Kaisha Camanchaca Ltd.	Foreign	Japan	Common shareholder	Product sales	US\$	14,784	3,926	10,372	2,001
Kabushiki Kaisha Camanchaca Ltd.	Foreign	Japan	Common shareholder	Commissions	US\$	-	-	197	(197)
Cia. Pesquera Camanchaca S.A.	93,711,000-6	Chile	Parent company	Administrative services	US\$	4,617	(4,617)	3,503	(3,503)
Cia. Pesquera Camanchaca S.A.	93,711,000-6	Chile	Parent company	Product sales	US\$	297	12	207	10
Cia. Pesquera Camanchaca S.A.	93,711,000-6	Chile	Parent company	Office leases	US\$	130	109	-	-
Cia. Pesquera Camanchaca S.A.	93,711,000-6	Chile	Parent company	Payments	US\$	-	-	4,952	-
Camanchaca Pesca Sur S.A.	76,143,821-2	Chile	Common shareholder	Product sales	Ch\$	356	15	301	15
Camanchaca Pesca Sur S.A.	76,143,821-2	Chile	Common shareholder	Services	Ch\$	227	191	105	-
Camanchaca Pesca Sur S.A.	76,143,821-2	Chile	Common shareholder	Plant lease	US\$	-	-	251	-
Camanchaca Pesca Sur S.A.	76,143,821-2	Chile	Common shareholder	Product purchases	US\$	29	-	10	-
Camanchaca Cultivos Sur S.A.	96.633.150-K	Chile	Common shareholder	Product sales	Ch\$	32	1	27	1
Camanchaca Cultivos Sur S.A.	96.633.150-K	Chile	Common shareholder	Product purchases	Ch\$	18	-	15	-
Camanchaca Cultivos Sur S.A.	96.633.150-K	Chile	Common shareholder	Sales of property, plant and equipment	Ch\$	42	-	35	-
Transportes Interpolar Ltda.	77,970,900-0	Chile	Common shareholder	Transport services	Ch\$	3,396	(2,854)	4,310	(3,622)
Transportes Interpolar Ltda.	77,970,900-0	Chile	Common shareholder	Sales of property, plant and equipment	Ch\$	-	-	184	-
Inmobiliaria Camanchaca S.A.	96,786,700-4	Chile	Common shareholder	Rental services	US\$	1,035	(869)	1,035	(869)
Surproceso S.A.	76,346,370-2	Chile	Associate	Salmon processing	Ch\$	2,488	-	2,942	-
Frigorífico Pacifico S.A.	77,858,550-2	Chile	Director and subsidiary shareholder	Leased refrigerators	Ch\$	-	-	693	583
Codepack S.A.	96,974,100-8	Chile	Related Director	Packaging	Ch\$	68	(57)	42	35

d) Remuneration and benefits received by the Board and Senior Management.

The Company is managed by a Board of Directors, whose members received fees totaling ThUS\$264 during 2019 (ThUS\$132 in 2018).

The remuneration of Senior Management during 2019 amounted to ThUS\$ 769 (ThUS\$ 974 in 2018).

## NOTE 10 – INVENTORIES

Inventories as of each reporting date are as follows.

	Unit of Measure	09/30/2019		12/31/2018	
		Quantity	ThUS\$	Quantity	ThUS\$
Finished products*	Kilo	4,173,924	24,721	2,700,807	13,595
Fair value of biological assets harvested but not sold*	N/A	-	4,263	-	4,298
Production supplies	N/A	-	6,427	-	5,590
Net realizable value provision*	N/A	-	(1,014)	-	(225)
Decrease in provisions	N/A	-	(473)	-	(299)
Total			33,924		22,959

\* Total finished product inventory at net realizable value plus fair value.

Quantities are for finished products and differences in processes, qualities or value added are not distinguished.

Group inventories are valued at the lower of cost or net realizable value.

### 10.1 Inventory valuation policy

The Company values its inventories as follows.

- a) The production cost of manufactured inventory includes all costs related to the units produced such as labor and fixed and variable costs required to transform raw materials into finished products.

The production cost of fresh and frozen salmon is based on the last fair value of biological asset when harvested, plus direct and indirect production costs.

- b) The acquisition cost of purchased inventory includes its purchase cost, customs fees, transport, storage and other costs attributable to its acquisition.

### 10.2 Inventory cost calculation formula

Inventories of finished products are valued using the weighted average cost, ie. the cost of each product unit is based on the weighted average cost at the beginning of the period, and the cost of items purchased or produced during the period.

Inventories of raw materials, packaging materials are valued at weighted average cost.

### 10.3 Information on finished products

The Company has not written off any finished products at the reporting dates.

The Company has not pledged inventories of finished products in guarantee as of September 30, 2019 and September 30, 2018.

The Company has insurance covering its inventories of finished products (Stock Throughput), which includes raw materials (at agreed value or cost), consumables (cost value) and work-in-process and finished products (agreed value).

#### 10.4 Reconciliation of finished products

Movements in finished products are as follows.

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Opening balance	17,668	32,830
Increases for production costs	32,316	56,344
Increases for harvested biological assets	121,958	159,385
Cost of sales	(142,791)	(228,335)
Fair value of harvested biological assets in inventory	53,128	97,950
Fair value of harvested biological assets sold	(53,296)	(100,281)
Net realizable value provision	(1,013)	(225)
<b>Closing balance</b>	<b>27,970</b>	<b>17,668</b>

Cost of sales is composed as follows.

	09/30/2019 ThUS\$	09/30/2018 ThUS\$
Cost of products sold	144,877	165,345
Cost of services	1,955	3,851
Cost of smolts sold	2,157	-
Cost of fallow periods	3,727	3,758
Mortality costs	1,316	969
<b>TOTAL</b>	<b>154,032</b>	<b>173,923</b>

#### NOTE 11 - BIOLOGICAL ASSETS

Current and non-current biological assets are as follows.

Item	09/30/2019			12/31/2018		
	Current ThUS\$	Non-current ThUS\$	Total ThUS\$	Current ThUS\$	Non-current ThUS\$	Total ThUS\$
Salar y coho	165,879	22,445	<b>188,324</b>	113,237	18,607	<b>131,844</b>
<b>Total</b>	<b>165,879</b>	<b>22,445</b>	<b>188,324</b>	<b>113,237</b>	<b>18,607</b>	<b>131,844</b>

Movements in biological assets are as follows.

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Opening balance as of January 1	131,844	111,994
Increases from growing-out and production	165,247	182,699
Decreases from harvests (measured at cost)	(124,115)	(159,385)
Fair value adjustment for the period	72,396	95,455
Fair value of harvested biological assets, transferred to inventories	(53,128)	(97,950)
Mortality losses	(3,920)	(969)
<b>Closing balance</b>	<b>188,324</b>	<b>131,844</b>



Biological assets are as follows:

<b>Biomass as of 09/30/2019</b>	<b>Thousand units</b>	<b>Final biomass Ton.</b>	<b>Production costs ThUS\$</b>	<b>Fair value adjustments ThUS\$</b>	<b>Total cost ThUS\$</b>
Fish in sea water	14,490	40,247	143,439	33,084	176,523
Fish in fresh water	27,795	646	11,801	-	11,801
		<b>Total</b>	<b>155,240</b>	<b>33,084</b>	<b>188,324</b>

<b>Biomass as of 12/31/2018</b>	<b>Thousand units</b>	<b>Final biomass Ton.</b>	<b>Production costs ThUS\$</b>	<b>Fair value adjustments ThUS\$</b>	<b>Total cost ThUS\$</b>
Fish in sea water	12,805	24,670	107,438	13,816	121,254
Fish in fresh water	17,477	578	10,590	-	10,590
		<b>Total</b>	<b>118,028</b>	<b>13,816</b>	<b>131,844</b>

Movements in the fair value adjustment of biological assets are as follows.

	<b>09/30/2019 ThUS\$</b>	<b>12/31/2018 ThUS\$</b>
Opening fair value of biological assets	18,116	22,941
Increase due to biological adjustments for the period	72,396	95,455
Less: Fair value adjustment for sales of inventories	(53,163)	(100,280)
<b>Closing balance</b>	<b>37,349</b>	<b>18,116</b>

Sensitivity analysis on the effect on fair value due to an increase or decrease in the unobservable average weight of biomass in the water at the reporting date is as follows.

	<b>Change in ThUS\$</b>			
<b>SPECIES</b>	<b>1% increase</b>	<b>1% reduction</b>	<b>5% increase</b>	<b>5% reduction</b>
Atlantic salmon	950	(1,002)	8,339	(6,105)

## **NOTE 12 - OTHER CURRENT AND NON-CURRENT NON-FINANCIAL ASSETS**

Other current and non-current non-financial assets are as follows.

	<b>09/30/2019</b>		<b>12/31/2018</b>	
	<b>Current ThUS\$</b>	<b>Non-current ThUS\$</b>	<b>Current ThUS\$</b>	<b>Non-current ThUS\$</b>
Insurance policies	311	-	3,296	-
Recoverable taxes	6,405	-	7,223	-
Prepaid rent	40	-	40	-
Prepaid expenditure at centers	2,016	-	1,590	-
Other prepaid expenditure	1,095	112	1,064	112
<b>Total</b>	<b>9,867</b>	<b>112</b>	<b>13,213</b>	<b>112</b>

**NOTE 13 - EQUITY METHOD INVESTMENTS**

Investments in associates as of September 30, 2019 are as follows.

Chilean ID number	Name	Country	Investments in associates ThUS\$	Interest %
77,970,900-0	Surproceso S.A.	Chile	5,221	33.33
Foreign	New World Currents Inc.	Hong Kong	1	25.00
<b>Total</b>			<b>5,222</b>	

Investments in associates as of December 31, 2018 are as follows.

Chilean ID number	Name	Country	Investments in associates ThUS\$	Interest %
77,970,900-0	Surproceso S.A.	Chile	4,681	33.33
Foreign	New World Currents Inc.	Panama	1	25.00
<b>Total</b>			<b>4,682</b>	

A summary of these associate's assets and liabilities are as follows.

	09/30/2019		12/31/2018	
	Assets ThUS\$	Liabilities ThUS\$	Assets ThUS\$	Liabilities ThUS\$
Current	7,464	1,609	4,882	1,757
Non-current	9,811	15,666	10,917	14,042
<b>Total</b>	<b>17,275</b>	<b>17,275</b>	<b>15,799</b>	<b>15,799</b>

Operating revenue and net income for the period for these associates are as follows.

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Operating revenue	15,752	19,654
Net income for period	3,868	4,887

**NOTE 14 - TAX ASSETS AND RIGHTS RECEIVABLE**

Current tax assets are as follows.

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Monthly provisional tax payments	-	-
Provisional payment for absorbed profits	758	630
Training expenses, Sence	29	226
Labor bonuses tax	-	73
Other recoverable taxes	205	207
<b>Total</b>	<b>992</b>	<b>1,136</b>

Non-current rights receivable are as follows.

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Tax incentive for investment (1)	1,287	1,349
<b>Total</b>	<b>1,287</b>	<b>1,349</b>

(1) The tax incentive is for investments in the Aysen Region, in accordance with Law 19,606 (Ley Austral). The deadline to recover this incentive is 2045, by discounting it from corporate income tax.

#### **NOTE 15 - INTANGIBLE ASSETS OTHER THAN GOODWILL**

Non-internally created intangible assets are as follows.

	Useful life	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Aquaculture concessions and water rights	Indefinite	6,948	6,948
<b>Total</b>		<b>6,948</b>	<b>6,948</b>

Movements of intangible assets as of September 30, 2019 and December 31, 2018, are detailed as follows:

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Opening balance as of January 1	6,948	6,948
<b>Closing balance</b>	<b>6,948</b>	<b>6,948</b>

## Water rights

No	DGA Resolution No	Water source	Location	Owner	Status
1	494/1990	Superficial and Current	Puerto Varas	Salmones Camanchaca	Granted
2	046/2011	Underground	Puerto Varas	Salmones Camanchaca	Granted
3	200/1998	Superficial and Current	Purranque	Salmones Camanchaca	Granted
4	154/2008	Superficial and Current	Puerto Varas	Salmones Camanchaca	Granted
5	184/2001	Underground	Puerto Varas	Salmones Camanchaca	Granted
6	318/2003	Underground	Puerto Varas	Salmones Camanchaca	Granted
7	235/2009	Underground	Puerto Varas	Salmones Camanchaca	Granted
8	931/2013	Underground	Puerto Varas	Salmones Camanchaca	Granted
9	263/2008	Superficial and Detained	Frutillar	Salmones Camanchaca	Granted
10	356/1998	Superficial and Current	Frutillar	Salmones Camanchaca	Granted
11	001/2010	Underground	Frutillar	Salmones Camanchaca	Granted
12	468/2004	Superficial and Current	Cochamo	Salmones Camanchaca	Granted
13	468/2004	Superficial and Current	Puerto Montt	Salmones Camanchaca	Granted
14	468/2004	Superficial and Current	Puerto Montt	Salmones Camanchaca	Granted
15	468/2004	Superficial and Current	Puerto Montt	Salmones Camanchaca	Granted
16	468/2004	Superficial and Current	Cochamo	Salmones Camanchaca	Granted
17	134/2006	Superficial and Current	Cochamo	Salmones Camanchaca	Granted
18	N/A	Superficial and Current	Antuco	Salmones Camanchaca	Granted
19	N/A	Superficial and Current	Antuco	Salmones Camanchaca	Granted
20	390/2007	Underground	Calbuco	Salmones Camanchaca	Granted
21	150/2015	Superficial and Current	Chaitén	Salmones Camanchaca	Granted
22	Denied	Superficial and Current	Chaitén	Salmones Camanchaca	Denied
23	109/2015	Superficial and Current	Chaitén	Salmones Camanchaca	Granted
24	149/2015	Superficial and Current	Chaitén	Salmones Camanchaca	Granted
25	In process	Superficial and Current	Puerto Varas	Salmones Camanchaca	Requested
26	In process	Superficial and Current	Purranque	Salmones Camanchaca	Requested
27	012/1998	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
28	183/1998	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
29	126/1999	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
30	360/1998	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
31	1239/1998	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
32	124/1999	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
33	429/1998	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
34	269/1998	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
35	692/2000	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
36	137/1998	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
37	161/2001	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
38	356/1997	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
39	685/1997	Superficial and Current	Purranque	Fiordo Blanco S.A	Granted
40	246/2006	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
41	397/2004	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
42	496/2004	Superficial and Current	Chaitén	Fiordo Blanco S.A	Granted
43	In process	Superficial and Current	Puerto Varas	Fiordo Blanco S.A	Requested

### Salmon concessions

Name	Region	Macro zone	Number of concession (District)	Municipality	Sea water or fresh water	Surface area	Status (Use, Fallow, Other)
Playa Maqui (Center of Lake)	X	6	1	Frutillar	Fresh Water	7.5	Fallow
Chaiquen	X	1	1	Puerto Varas	Sea Water	3.74	Use
Pucheguin	X	1	1	Cochamo	Sea Water	3	Fallow
Pucheguin coast	X	1	1	Cochamo	Sea Water	9	Use
Farellones	X	1	1	Cochamo	Sea Water	21.06	Use
Marimelli	X	1	1	Cochamo	Sea Water	24.98	Fallow
Chilco River 1	X	1	1	Cochamo	Sea Water	6	Use
Chilco River 2	X	1	1	Cochamo	Sea Water	6.75	Use
Cascajal	X	1	1	Cochamo	Sea Water	9	Use
Factoría	X	1	1	Cochamo	Sea Water	9	Fallow
Puelche	X	1	2	Hualaihue	Sea Water	7.54	Fallow
Manihueico	X	1	2	Hualaihue	Sea Water	15	Use
Contao	X	1	2	Hualaihue	Sea Water	15	Use
Chagual River	X	1	2	Hualaihue	Sea Water	7.2	Fallow
Aulen	X	1	2	Hualaihue	Sea Water	3.25	Fallow
San José	X	1	3b	Calbuco	Sea Water	3.75	Fallow
Penasmo	X	1	3b	Calbuco	Sea Water	28.56	Fallow
Pilpilehue	X	3	10b	Chonchi	Sea Water	32	Use
Ahoni	X	3	10b	Queilen	Sea Water	33.45	Use
Pumalín	X	5	14	Chaitén	Sea Water	5.58	Use
Islotes	X	5	14	Chaitén	Sea Water	36	Use
Edwards	X	0	15	Chaitén	Sea Water	9.04	Fallow
Yelcho	X	5	16	Chaitén	Sea Water	4.5	Fallow
Chilco	X	5	16	Chaitén	Sea Water	6.5	Fallow
Fiordo Largo	X	5	16	Chaitén	Sea Water	6	Fallow
Cabudahue	X	5	16	Chaitén	Sea Water	6	Fallow
Pillán	X	5	16	Chaitén	Sea Water	19.63	Fallow
Isla Nieves	X	5	16	Chaitén	Sea Water	6.5	Fallow
Puerto Argentino	X	5	16	Chaitén	Sea Water	6.5	Use
Reñihue 3	X	5	16	Chaitén	Sea Water	6.32	Fallow
Loncochagua	X	5	17a	Hualaihue	Sea Water	8	Use
Porcelana	X	5	17a	Chaitén	Sea Water	18.54	Use
Leptepu	X	5	17a	Chaitén	Sea Water	24.5	Use
Cahuelmó	X	5	17a	Hualaihue	Sea Water	8	Fallow
Piedra Blanca	X	5	17a	Hualaihue	Sea Water	2	Fallow
Marilmó	X	5	17a	Chaitén	Sea Water	3	Use
Arbolito	XI	6	18b	Cisnes	Sea Water	12.5	Fallow
Lamalec	XI	6	18b	Cisnes	Sea Water	12.5	Fallow
Northeast Garrao 1	XI	6	18b	Cisnes	Sea Water	12.5	Fallow
Piure Stream	XI	6	18b	Cisnes	Sea Water	12.5	Fallow
Filomena 2	XI	6	18b	Cisnes	Sea Water	12.5	Fallow

Name	Region	Macro zone	Number of concession (District)	Municipality	Sea water or fresh water	Surface area	Status (Use, Fallow, Other)
East Lamalec	XI	6	18b	Cisnes	Sea Water	12.5	Fallow
East Filomena	XI	6	18b	Cisnes	Sea Water	12.5	Fallow
Chonos	XI	6	18c	Cisnes	Sea Water	12.5	Use
Licha	XI	6	18c	Cisnes	Sea Water	12.5	Fallow
Garrao	XI	6	18c	Cisnes	Sea Water	12.5	Fallow
Gallo Stream	XI	6	18c	Cisnes	Sea Water	12.5	Fallow
Southwest Leucayec	XI	6	18c	Guaitecas	Sea Water	11.08	Use
Piure Channel	XI	6	18c	Cisnes	Sea Water	12.5	Use
Northeast Francisco	XI	6	18d	Cisnes	Sea Water	12.5	Fallow
East Jechica	XI	6	18d	Cisnes	Sea Water	12.5	Fallow
South Garrao	XI	6	18d	Cisnes	Sea Water	12.5	Fallow
South Jechica	XI	6	18d	Cisnes	Sea Water	12.5	Fallow
West Filomena	XI	6	18d	Cisnes	Sea Water	12.5	Fallow
SWest Filomena	XI	6	18d	Cisnes	Sea Water	12.5	Fallow
Carmencita	XI	6	18d	Cisnes	Sea Water	6.06	Fallow
Forsyth	XI	6	19a	Cisnes	Sea Water	8.45	Use
Johnson 1	XI	6	19a	Cisnes	Sea Water	10.6	Use
Johnson 2	XI	6	19a	Cisnes	Sea Water	6.35	Use
Midhurst	XI	6	19a	Cisnes	Sea Water	N/A	Fallow
Tahuenahuec	XI	6	20	Cisnes	Sea Water	5.52	Fallow
Benjamin	XI	6	20	Cisnes	Sea Water	50.88	Fallow
King	XI	6	20	Cisnes	Sea Water	29.38	Fallow
Punta Alta	XI	6	20	Cisnes	Sea Water	26.56	Fallow
No Name	XI	6	20	Cisnes	Sea Water	17.84	Fallow
South Izaza	XI	6	20	Cisnes	Sea Water	8.96	Fallow
Martita	XI	6	20	Cisnes	Sea Water	17.57	Fallow
Paso Lautaro	XI	6	20	Cisnes	Sea Water	9.8	Fallow
Southwest Tahuenahuec	XI	6	20	Cisnes	Sea Water	14.64	Fallow
Southeast Izaza	XI	6	20	Cisnes	Sea Water	6.62	Fallow
Port Róbaló	XI	6	20	Cisnes	Sea Water	14.07	Fallow
Williams 1	XI	6	21d	Cisnes	Sea Water	11.95	Fallow
Williams 2	XI	6	21d	Cisnes	Sea Water	10.28	Fallow
Williams Sector 2	XI	6	21d	Cisnes	Sea Water	N/A	Fallow

# **NOTE 16 - PROPERTY, PLANT AND EQUIPMENT**

Property, plant and equipment and its movements are as follows.

	Land ThUS\$	Buildings ThUS\$	Plant and equipment ThUS\$	Vessels ThUS\$	Vehicles ThUS\$	Other property, plant and equipment ThUS\$	Total property, plant and equipment ThUS\$
Opening balance as of January 1, 2019							
Cost or valuation	5,307	41,335	148,272	2,773	138	4,318	<b>202,143</b>
Accumulated depreciation	-	(17,594)	(86,990)	(2,502)	(101)	(2,687)	<b>(109,874)</b>
Net balance as of January 1, 2019	5,307	23,741	61,282	271	37	1,631	<b>92,269</b>

Additions	-	864	28,971	-	1,006	154	<b>30,995</b>
Disposals	-	(63)	(850)	-	(28)	-	<b>(941)</b>
Transfers	-	2,853	(3,020)	-	-	167	<b>-</b>
Depreciation	-	(989)	(7,936)	(30)	(317)	(515)	<b>(9,787)</b>
<b>Closing balance as of September 30, 2019</b>	<b>5,307</b>	<b>26,406</b>	<b>78,447</b>	<b>241</b>	<b>698</b>	<b>1,437</b>	<b>112,536</b>

	Land ThUS\$	Buildings ThUS\$	Plant and equipment ThUS\$	Vessels ThUS\$	Vehicles ThUS\$	Other property, plant and equipment ThUS\$	Total property, plant and equipment ThUS\$
Opening balance as of January 1, 2018							
Cost or valuation	5,322	39,397	121,460	2,715	149	3,338	<b>172,381</b>
Accumulated depreciation	-	(16,326)	(77,737)	(2,465)	(94)	(2,113)	<b>(98,735)</b>
Net balance as of January 1, 2018	5,322	23,071	43,723	250	55	1,225	<b>73,646</b>

Additions	-	957	28,619	52	-	970	<b>30,598</b>
Disposals	(15)	(96)	(695)	-	(11)	(18)	<b>(835)</b>
Transfers	-	1,077	(1,112)	7	-	28	<b>-</b>
Depreciation	-	(1,268)	(9,253)	(38)	(7)	(574)	<b>(11,140)</b>
<b>Closing balance as of December 31, 2018</b>	<b>5,307</b>	<b>23,741</b>	<b>61,282</b>	<b>271</b>	<b>37</b>	<b>1,631</b>	<b>92,269</b>

Property, plant and equipment as of September 30, 2019 is as follows.

	<b>Gross value ThUS\$</b>	<b>Accumulated depreciation ThUS\$</b>	<b>Net value ThUS\$</b>
Land	5,307	-	5,307
Buildings	44,989	(18,583)	26,406
Plant and equipment	173,373	(94,926)	78,447
Vessels	2,774	(2,533)	241
Motor vehicles	110	(101)	9
Other property, plant and equipment	4,639	(3,202)	1,437
Right-to-use assets*	1,006	(317)	689
<b>Total</b>	<b>232,198</b>	<b>(119,662)</b>	<b>112,536</b>

\* Right-to-use assets according to IFRS 16 are mainly transport vehicles for the business. Vehicle leasing contracts are normally for a 3 year period.

Property, plant and equipment as of December 31, 2018 is as follows.

	<b>Gross value ThUS\$</b>	<b>Accumulated depreciation ThUS\$</b>	<b>Net value ThUS\$</b>
Land	5,307	-	5,307
Buildings	41,490	(17,749)	23,741
Plant and equipment	153,943	(92,661)	61,282
Vessels	2,777	(2,506)	271
Motor vehicles	138	(101)	37
Other property, plant and equipment	4,258	(2,627)	1,631
<b>Total</b>	<b>207,913</b>	<b>(115,644)</b>	<b>92,269</b>

a) Valuation

Management has chosen the cost model as its accounting policy, and has applied this policy to all items in property, plant and equipment.

b) Depreciation method

The depreciation method applied to all items of property, plant and equipment (excluding land) is the straight line method, which produces a constant expense over their useful life.

c) Property, plant and equipment subject to guarantees or restrictions

The Company has mortgaged and pledged property, plant and equipment to guarantee the syndicated loan, and the details are disclosed in Note 31.

d) Insurance

The Company has insurance policies to cover the risks to items of property, plant and equipment, including in some cases loss of profit or loss due to strikes. The Company constantly analyzes its insurance cover to ensure that it is reasonable when compared to the risks inherent to its business.



e) The gross value of properties, plant and equipment items that are fully depreciated and still in use are as follows.

	<b>09/30/2019</b> <b>Gross value</b> <b>ThUS\$</b>	<b>12/31/2018</b> <b>Gross value</b> <b>ThUS\$</b>
Buildings	7,458	8,823
Plant and equipment	36,120	40,335
Vessels	2,214	2,387
Motor vehicles	86	86
<b>Total</b>	<b>45,878</b>	<b>51,631</b>

- f) There are no items of property, plant and equipment that are no longer actively used, but not classified as held for sale, in accordance with IFRS 5.
- g) Management believes that all items of property, plant and equipment have fair values that are not significantly different from their book values.

#### **NOTE 17 - INCOME AND DEFERRED TAXES**

Deferred tax assets and liabilities are as follows.

	<b>09/30/2019</b>		<b>12/31/2018</b>	
	Deferred tax assets ThUS\$	Deferred tax liabilities ThUS\$	Deferred tax assets ThUS\$	Deferred tax liabilities ThUS\$
Tax losses	-	741	1,066	-
Inventory provisions	-	107	-	14
Staff vacation provisions	-	300	-	285
Staff severance indemnity provision	-	36	-	41
Doubtful debt provisions	-	2	-	122
Prepaid revenue	-	2,450	-	1,437
Property, plant and equipment	-	(908)	69	(270)
Manufacturing expenses	-	(9,948)	-	(9,161)
Concessions	-	(796)	(762)	(34)
Biological assets	-	(10,084)	-	(4,891)
Other provisions	-	203	-	12
Capitalized prepaid costs	-	(233)	-	(288)
<b>Total</b>	-	<b>(18,130)</b>	<b>373</b>	<b>(12,733)</b>
<b>Net Total</b>		<b>(18,130)</b>		<b>(12,360)</b>

Income taxes are as follows.

**Tax (expense) benefit**

	09/30/2019 ThUS\$	09/30/2018 ThUS\$
Current tax expense	(2,173)	(7,458)
Tax expense adjustment (prior period)	1,178	(1)
Deferred tax expense for the period	(2,797)	723
<b>Total</b>	<b>(11,886)</b>	<b>(11,257)</b>

Reconciliation of tax expense using statutory rate to tax expense using effective rate.

	09/30/2019 ThUS\$	09/30/2018 ThUS\$
Income tax expense using the statutory rate	(12,162)	(12,117)
Income tax on salaries and wages	(17)	(9)
Tax effect of non-taxable revenue	348	885
Tax effect of non-deductible expenses	(55)	(16)
<b>Total</b>	<b>(11,886)</b>	<b>(11,257)</b>

Current tax liabilities are as follows:

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Corporation tax	1,269	16,306
Austral law credits	-	(6,871)
Monthly provisional tax payments	-	(2,956)
Other credits	-	30
<b>Total</b>	<b>1,269</b>	<b>6,509</b>

**NOTE 18 - OTHER CURRENT AND NON-CURRENT FINANCIAL LIABILITIES**

Other financial liabilities are as follows.

Current

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Interest-bearing loans	6,573	243
<b>Total current</b>	<b>6,573</b>	<b>243</b>

Non-current

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Interest-bearing loans	94,000	50,000
<b>Total non-current</b>	<b>94,000</b>	<b>50,000</b>

On November 27, 2017 Compañía Pesquera Camanchaca and its subsidiary Salmones Camanchaca S.A. signed a debt rescheduling, financing commitment and joint and several guarantee contract with DNB Bank ASA, Cooperative Rabobank U.A. and Banco Santander Chile S.A., as legalized in a public deed. It rescheduled these company's liabilities as of that date amounting to ThUS\$ 165,000. The rescheduling covers three financing tranches.

- Tranche A conditions
  - Debtor: Compañía Pesquera Camanchaca S.A.
  - Quantity: approximately US\$ 25 million.
  - Maturity: November 2019, fully prepaid on February 12, 2018 when the Salmones Camanchaca S.A. IPO took place.
  - Six-monthly repayments in four equal installments from May 27, 2018 to November 27, 2019, unless the IPO for Salmones Camanchaca S.A. is approved, in which case the loan will be fully repaid from these funds.
  - Rate: Applicable Margin + Libor for the defined period
- Tranche B conditions
  - Debtor: Compañía Pesquera Camanchaca S.A.
  - Quantity: approximately US\$ 40 million.
  - Maturity: November 2022.
  - Six-monthly repayments in six installments from May 27, 2020 to November 27, 2022, whose value will depend on the amount used from the line on the payment date.
  - Rate: Applicable Margin + Libor for the defined period
- Tranche C conditions
  - Debtor: Salmones Camanchaca S.A.
  - Quantity: approximately US\$ 100 million.
  - Maturity: November 2022.
  - Six-monthly repayments in two equal installments of 10% of the line on November 27, 2020 and November 27, 2021, plus a final installment for the remaining 80% of the debt on November 27, 2022.
  - Rate: Applicable Margin + Libor for the defined period

The costs of tranches A, B and C are represented by a margin over LIBOR, which depends on the extent of borrowing measured every six months as the ratio between the previous twelve months EBITDA and Net Borrowing, and this margin will fluctuate between 2.25% and 3.25%.

Salmones Camanchaca S.A. has guaranteed the obligations of Compañía Pesquera Camanchaca S.A. with respect to tranches A and B, whereas Compañía Pesquera Camanchaca S.A. has guaranteed the obligations of its subsidiary in respect of tranche C. The guarantees associated with these tranches consist of pledged shares owned by the parent company in its subsidiaries Camanchaca Pesca Sur S.A., Camanchaca Cultivos Sur S.A. and the shares of Salmones Camanchaca S.A. that were not part of the IPO. The most representative and significant assets of the respective borrowers are also pledged in guarantee. However, the IPO for Salmones Camanchaca S.A. was completed on February 2, 2018 and the full repayment of Tranche A, then Salmones Camanchaca S.A. ceased to guarantee the obligations of its parent company, while Compañía Pesquera Camanchaca S.A. also ceased to guarantee the obligations of its subsidiary, all in accordance with the Financing Agreement.

The current loan has the following financial covenants:

- a) Debt ratio must not exceed 4 times, defined as the ratio of Net Financial Debt to EBITDA for the last 12 calendar months.
- b) Equity ratio must be at least 40%, defined as the ratio of Total Equity to Total Assets.

These ratios must be measured every quarter, and they have both been met.

On February 12, 2018, Compañía Pesquera Camanchaca S.A. had to repay the entire Tranche A of US\$25 million.

On March 15, 2018, Salmones Camanchaca S.A. voluntarily repaid US\$20 million of Tranche C, and on September 13, 2018 repaid another US\$10 million.

On November 9, 2018, Salmones Camanchaca S.A. voluntarily repaid US\$20 million and on November 27, 2018 repaid another US\$10 million.

On April 23, 2019, Salmones Camanchaca S.A. requested US\$44 million as a disbursement under Tranche C. On July 25, 2019, a short-term loan was made with the bank Estado for MMUS \$ 5 due in December 2019.

### Interest-bearing loans

Obligations that mature in under 12 months

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Banco Estado	5,000	-
Interest payable	1,573	243
<b>Total</b>	<b>6,573</b>	<b>243</b>

Obligations that mature in over 12 months

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
DNB Bank ASA	31,960	17,000
Rabobank Cooperate U.A.	43,240	23,000
Banco Santander	18,800	10,000
<b>Total</b>	<b>94,000</b>	<b>50,000</b>

The Company's loans are as follows.

a) As of September 30, 2019

Debitor ID Number	Debitor	Country	Creditor ID Number	Creditor	Country	Currency	Repayments	Nominal rate	Effective rate	Guarantees	Current			Non-Current			
											Maturity		Total current	Maturity			Total non-current
											Under 90 days	90 days to 1 year		1 to 3 years	3 to 5 years	Over 5 years	
76-065.596-1	Salmones Camanchaca S.A.	Chile	0-E	DNB Bank ASA	Noruega	US\$	Semiannually and at maturity	5,49	5,49	% of assets	534	-	534	4.760	27.200	-	31.960
76.065.596-1	Salmones Camanchaca S.A.	Chile	97.036.000-k	Banco Santander	Chile	US\$	Semiannually and at maturity	5,49	5,49	% of assets	314	-	314	2.800	16.000	-	18.800
76-065.596-1	Salmones Camanchaca S.A.	Chile	0-E	Rabobank Cooperative U.A.	Holanda	US\$	Semiannually and at maturity	5,49	5,49	% of assets	722	-	722	6.440	36.800	-	43.240
76-065.596-2	Salmones Camanchaca S.A.	Chile	97.030.000-7	Banco Estado	Chile	US\$	Semestral y al vencimiento	2,97	2,97	% de activos	5.003	-	5.003	-	-	-	-
											6.573	-	6.573	14.000	80.000	-	94.000

b) As of December 31, 2018

Debitor ID Number	Debitor	Country	Creditor ID Number	Creditor	Country	Currency	Repayments	Nominal rate	Effective rate	Guarantees	Current			Non-Current			
											Maturity		Total current	Maturity			Total non-current
											Under 90 days	90 days to 1 year		1 to 3 years	3 to 5 years	Over 5 years	
76-065.596-1	Salmones Camanchaca S.A.	Chile	0-E	DNB Bank ASA	Noruega	US\$	Semiannually and at maturity	5,49	5,49	% of assets	82	-	82	3.400	13.600	-	17.000
76.065.596-1	Salmones Camanchaca S.A.	Chile	97.036.000-k	Banco Santander	Chile	US\$	Semiannually and at maturity	5,49	5,49	% of assets	49	-	49	2.000	8.000	-	10.000
76-065.596-1	Salmones Camanchaca S.A.	Chile	0-E	Rabobank Cooperative U.A.	Holanda	US\$	Semiannually and at maturity	5,49	5,49	% of assets	112	-	112	4.600	18.400	-	23.000
											243	-	243	10.000	40.000	-	50.000

Reconciliation of financial obligations for the statement of cash flows:

a) As of September 30, 2019

Other financial liabilities	Balance as of January 1, 2019 ThUS\$	Cash Flows			Accrual  ThUS\$	Others  ThUS\$	Balance as of September 30, 2019 ThUS\$
		Payments		Acquisitions  ThUS\$			
		Capital ThUS\$	Interest ThUS\$				
<b>Current</b>							
Bank loans	243	-	(1,525)	5,000	2,855	-	6,573
<b>Total other financial liabilities, current</b>	<b>243</b>	<b>-</b>	<b>(1,525)</b>	<b>5,000</b>	<b>2,855</b>	<b>-</b>	<b>6,573</b>
<b>Non-current</b>							
Bank loans	50,000	-	-	44,000	-	-	94,000
<b>Total other financial liabilities, non-current</b>	<b>50,000</b>	<b>-</b>	<b>-</b>	<b>44,000</b>	<b>-</b>	<b>-</b>	<b>94,000</b>
<b>Total other financial liabilities</b>	<b>50,243</b>	<b>-</b>	<b>(1,525)</b>	<b>49,000</b>	<b>2,855</b>	<b>-</b>	<b>100,573</b>

b) As of December 31, 2018

Other financial liabilities	Balance as of January 1, 2018 ThUS\$	Cash Flows			Accrual  ThUS\$	Others  ThUS\$	Balance as of December 31, 2018 ThUS\$
		Payments		Acquisitions  ThUS\$			
		Capital ThUS\$	Interest ThUS\$				
Current							
Bank loans	439	-	(4,251)	-	4,055	-	243
Total other financial liabilities, current	439	-	(4,251)	-	4,055	-	243
Non-current							
Bank loans	100,000	(50,000)	-	-	-	-	50,000
Total other financial liabilities, non-current	100,000	(50,000)	-	-	-	-	50,000
Total other financial liabilities	100,439	(50,000)	(4,251)	-	4,055	-	50,243

## NOTE 19 - OPERATING LEASE LIABILITIES

These include obligations arising from commercial operating leases with third parties, which were signed in the normal course of business.

As of September 30, 2019 and December 31, 2018, operating lease liabilities are as follows.

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Operating lease liabilities, current	402	-
Operating lease liabilities, non-current	269	-
<b>Total</b>	<b>671</b>	<b>-</b>

These liabilities as of September 30, 2019, are detailed as follows.

	Maturities of Operating Lease Liabilities					Total
	Under 90 days ThUS\$	91 days to 1 year ThUS\$	1 to 3 years ThUS\$	3 to 5 years ThUS\$	Over 5 years ThUS\$	ThUS\$
Finance lease liabilities	103	299	269	-	-	671
<b>Total</b>	<b>103</b>	<b>299</b>	<b>269</b>	<b>-</b>	<b>-</b>	<b>671</b>

## NOTE 20 – TRADE AND OTHER PAYABLES

Trade and other payables are as follows:

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Trade payables	69,140	60,579
Notes payable	104	2,086
Retentions	1,473	1,463
Dividends payable	-	4,279
Other	10,295	1,727
<b>Total</b>	<b>81,012</b>	<b>70,134</b>

Trade payables as of September 30, 2019 by suppliers are as follows.

- Suppliers with payments not overdue

Supplier	Amount by payment terms (days)					Total ThUS\$	Average payment period (days)
	Under 30	31-60	61-90	91-120	121-365		
Products	23,023	12,970	9,302	7,774	-	53,069	59
Services	15,081	3	-	237	-	15,321	46
<b>Total</b>	<b>38,104</b>	<b>12,973</b>	<b>9,302</b>	<b>8,011</b>	<b>-</b>	<b>67,373</b>	

- Suppliers with payments overdue

Supplier	Amount by overdue range in days						Total
	Under 30	31-60	61-90	91-120	121-180	Over 181	ThUS\$
Products	214	12	28	-	-	72	326
Services	82	40	68	-	21	213	424
<b>Grand Total</b>	<b>296</b>	<b>52</b>	<b>96</b>	<b>-</b>	<b>21</b>	<b>285</b>	<b>750</b>

Trade payables as of December 31, 2018 by suppliers are as follows.

- Suppliers with payments not overdue

Supplier	Amount by payment terms (days)					Total ThUS\$	Average payment period (days)
	Under 30	31-60	61-90	91-120	121-365		
Products	16,073	9,850	7,830	7,698	-	41,451	62
Services	14,780	3,875	16	-	-	18,671	48
<b>Total</b>	<b>30,853</b>	<b>13,725</b>	<b>7,846</b>	<b>7,698</b>	<b>-</b>	<b>60,122</b>	

Suppliers with payments overdue

Supplier	Amount by overdue range in days						Total
	Under 30	31-60	61-90	91-120	121-180	Over 181	ThUS\$
Products	150	18	-	-	-	52	220
Services	132	29	1	-	11	64	237
<b>Total</b>	<b>282</b>	<b>47</b>	<b>1</b>	<b>-</b>	<b>11</b>	<b>116</b>	<b>457</b>

The Company has no confirming transactions.

#### NOTE 21 - EMPLOYEE BENEFIT PROVISIONS

The current portion of these provisions cover staff vacations as follows:

	Current	
	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Opening balance	1,056	1,020
Increase (decrease)	56	36
<b>Total</b>	<b>1,112</b>	<b>1,056</b>



The non-current portion of these provisions cover staff severance indemnities as follows:

	Non-current	
	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Opening balance	152	157
Payments	(29)	(7)
Increases	11	2
<b>Total</b>	<b>134</b>	<b>152</b>

## NOTE 22 – EQUITY

### a) Share capital

The Company's share capital is as follows.

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Share capital		
Share capital paid	91,786	91,786
<b>Total</b>	<b>91,786</b>	<b>91,786</b>

Common Shares	Total number of shares	
As of September 30, 2019 and December 31, 2018	66,000,000	66,000,000

### b) Share premium

	09/30/2019 ThUS\$	12/31/2018 ThUS\$
Share premium	27,539	27,539
<b>Total</b>	<b>27,539</b>	<b>27,539</b>

Share premium is the difference between the IPO proceeds from placing 9,181,992 shares on February 2, 2018 (approx. US\$5 per share) and the book value of those shares (US\$2 per share).

### c) Dividend provision

At December 31, 2018, the Company had a final dividend provision of ThUS\$14,262, equivalent to 30% of distributable net earnings, as shown in the attached table. The Company's Annual General Shareholders' Meeting held on April 26, 2019 agreed to distribute 50% of the distributable net earnings equivalent to ThUS\$ 23,770, which were paid on May 13, 2019. There is no obligation for the Company to distribute dividends to the shareholders, so there is no such provision in the interim consolidated financial statements.

<b>Item</b>	<b>12/31/2018 ThUS\$</b>
Net income, according to statement of financial position	44,017
<b>Reductions to distributable income</b>	
Fair value adjustments for the period	4,825
Deferred tax (27%)	(1,303)
Net fair value adjustment	3,522
Income distributable to shareholders	<b>47,539</b>
<b>Dividend provisions equivalent to 30%</b>	<b>14,262</b>
<b>DIVIDENDS</b>	<b>ThUS\$</b>
Controller Camanchaca	9,983
Minority shareholders	4,279
<b>Total dividend provision</b>	<b>14,262</b>

d) Other reserves

Other reserves are as follows.

	<b>09/30/2019 ThUS\$</b>	<b>12/31/2018 ThUS\$</b>
Conversion in other companies reserves	(521)	(345)
Corporate reorganization reserves (*)	23,471	23,471
<b>Total</b>	<b>22,950</b>	<b>23,126</b>

(\*) These reserves include the difference between the book value and the proceeds from the capital increase in Fiordo Blanco S.A. and Surproceso S.A. shares, as this transaction was carried out between companies under common control.

e) Retained earnings are as follows.

	<b>09/30/2019 ThUS\$</b>	<b>12/31/2018 ThUS\$</b>
Opening balance	41,450	11,695
Dividends	(9,508)	(14,262)
Net income (loss) for the period	33,157	44,017
<b>Closing balance</b>	<b>65,099</b>	<b>41,450</b>

**NOTE 23 - EARNINGS PER SHARE**

Earnings per share are as follows.

Description	09/30/2019 ThUS\$	09/30/2018 ThUS\$
Net income (loss) for the period (ThUS\$)	33,157	33,619
Weighted average number of shares	66,000,000	66,000,000
Basic earnings per share (US\$/share)	0.5024	0.5094

Basic earnings per share takes the net income for the period and divides it by the number of single series shares.

The Company has not issued convertible debt or other equity securities. Consequently, there are no potentially diluting effects on earnings per share.

**NOTE 24 - OPERATING REVENUE**

Operating revenue is as follows.

	For the nine months ended September 30,		For the three months ended September 30,	
	2019 ThUS\$	2018 ThUS\$	2019 ThUS\$	2018 ThUS\$
Fresh salmon sales	81,883	94,239	33,148	28,704
Frozen salmon sales	111,448	131,538	41,591	49,891
Services	3,102	5,028	1,770	1,422
Share of trout production	(1,655)	3,209	(541)	-
Other products	3,276	2,589	31	933
<b>Total</b>	<b>198,054</b>	<b>236,603</b>	<b>75,999</b>	<b>80,950</b>

Operating revenue by destination market is as follows:

DESTINATION	09/30/2019 %	09/30/2018 %
Exports	91.08	94.87
Domestic	8.92	5.13
<b>TOTAL</b>	<b>100.00</b>	<b>100.00</b>

DESTINATION	09/30/2019 %	09/30/2018 %
USA	41.91	30.11
Europe + Eurasia	9.10	29.10
Asia, except Japan	7.21	7.79
Japan	7.46	4.83
LATAM, except Chile	23.88	22.42
Chile	8.92	5.13
Others	1.52	0.62
<b>TOTAL</b>	<b>100.00</b>	<b>100.00</b>

The Company has no final customers that represent more than 10% of sales. The related company Camanchaca Inc. distributes in the US market and is owned by the parent company. It represents more than 10% of sales abroad. The company has no assets abroad.

Revenue in ThUS\$ by the Company's markets are as follows:

a) As of September 30, 2019

Product or Species	USA ThUS\$	Europe + Eurasia ThUS\$	Asia, except Japan ThUS\$	Japan ThUS\$	LATAM, except Chile ThUS\$	Chile ThUS\$	Others ThUS\$	TOTAL ThUS\$
Atlantic salmon	83,508	18,026	14,448	15,51	47,286	9,183	3,029	<b>190,99</b>
Trout	(513)	-	(166)	(728)	-	(232)	(16)	<b>(2)</b>
Others	-	-	-	-	-	8,719	-	<b>8,719</b>
<b>TOTAL</b>	<b>82,995</b>	<b>18,026</b>	<b>14,282</b>	<b>14,782</b>	<b>47,286</b>	<b>17,67</b>	<b>1,364</b>	<b>198,054</b>

b) As of September 30, 2018

Product or Species	USA ThUS\$	Europe + Eurasia ThUS\$	Asia, except Japan ThUS\$	Japan ThUS\$	LATAM, except Chile ThUS\$	Chile ThUS\$	Others ThUS\$	TOTAL ThUS\$
Atlantic salmon	70,163	68,835	18,385	9,375	53,049	4,53	1,439	<b>225,776</b>
Trout	1,078	13	55	2,063	-	-	-	<b>3,209</b>
Others	-	-	-	-	-	7,618	-	<b>7,618</b>
<b>TOTAL</b>	<b>71,241</b>	<b>68,848</b>	<b>18,44</b>	<b>11,438</b>	<b>53,049</b>	<b>12,148</b>	<b>1,439</b>	<b>236,603</b>

**NOTE 25 - ADMINISTRATIVE EXPENSES**

Administrative expenses are as follows.

	For the nine months ended September 30,		For the three months ended September 30,	
	2019 ThUS\$	2018 ThUS\$	2019 ThUS\$	2018 ThUS\$
Corporate support services	3,330	2,961	1,110	987
Remuneration	1,333	3,140	414	613
Communications	366	316	184	(3)
Leases	291	409	23	135
Depreciation	63	117	22	32
Audit and consultancy	174	189	21	92
Travel and traveling allowances	105	121	33	68
Legal expenses	184	166	66	46
Overhead expenses	466	564	134	184
Stock market expenses	256	241	59	25
Other administrative expenses	546	487	228	65
<b>Total</b>	<b>7,114</b>	<b>8,711</b>	<b>2,294</b>	<b>2,244</b>

**NOTE 26 - DISTRIBUTION COSTS**

Distribution costs are as follows.

	For the nine months ended September 30,		For the three months ended September 30,	
	2019 ThUS\$	2018 ThUS\$	2019 ThUS\$	2018 ThUS\$
Distribution services	1,287	486	429	162
Remuneration	866	1,044	233	279
Storage expenses	424	971	174	307
Commissions	177	703	87	212
Haulage costs	884	1,316	245	438
Maritime freight	405	409	179	143
Shipment costs	203	429	45	95
Travel and traveling allowances	65	44	34	14
Samples and analysis	2	107	2	-
Export certificates	228	307	97	125
Other expenses	820	576	472	66
<b>Total</b>	<b>5,361</b>	<b>6,392</b>	<b>1,997</b>	<b>1,841</b>

## NOTE 27 - FINANCIAL COSTS

Finance costs are detailed as follows:

	For the nine months ended September 30,		For the three months ended September 30,	
	2019 ThUS\$	2018 ThUS\$	2019 ThUS\$	2018 ThUS\$
Financial interest	2,856	3,217	1,185	1,095
Commercial current account interest	-	-	3	-
Financial commissions	387	251	67	71
Interest on leases - IFRS 16	35	-	16	-
Gain (loss) on foreign exchange hedges	-	719	-	719
Other expenses	59	112	2	44
<b>Total</b>	<b>3,337</b>	<b>4,299</b>	<b>1,273</b>	<b>1,929</b>

## NOTE 28 – EXCHANGE DIFFERENCES

Exchange differences are as follows.

		For the nine months ended September 30,		For the three months ended September 30,	
Item	Currency	2019 ThUS\$	2018 ThUS\$	2019 ThUS\$	2018 ThUS\$
<b>Assets (charge) / credit</b>					
Bank accounts	Ch\$	(258)	(420)	(228)	(65)
Bank accounts	Euros	(36)	(89)	(24)	(4)
Domestic customers	Ch\$	(152)	(74)	(209)	(27)
Foreign customers	Euros	(24)	(62)	(9)	(4)
Foreign customers	GBP	-	4	-	-
Other receivables	Ch\$	(468)	(635)	(583)	(111)
Commercial current accounts with related companies	Ch\$	-	(816)	-	(140)
Recoverable taxes	Ch\$	(235)	20	(372)	-
Others	Ch\$	108	(242)	156	(21)
<b>Total</b>		<b>(1,065)</b>	<b>(2,314)</b>	<b>(1,269)</b>	<b>(372)</b>
<b>Liabilities (charge) / credit</b>					
<b>Loans from banks</b>					
	Yen				
Trade payables	Ch\$	518	518	1,062	261
Trade payables	Euros	-	(1)	(3)	129
Trade payables	NOK	-	(3)	-	1
Notes payable	Ch\$	(9)	9	2	-
Notes payable	Euros	-	5	4	1
Provisions and withholdings	Ch\$	(197)	111	(208)	46
Provisions and withholdings	NOK	39	-	39	6
<b>Total</b>		<b>351</b>	<b>639</b>	<b>896</b>	<b>444</b>
<b>Gain (loss) on foreign currency conversion</b>		<b>(714)</b>	<b>(1,675)</b>	<b>(373)</b>	<b>72</b>

**NOTE 29 - OTHER GAINS (LOSSES)**

Other net gains and losses for the period are as follows.

	For the nine months ended September 30,		For the three months ended September 30,	
	2019 ThUS\$	2018 ThUS\$	2019 ThUS\$	2018 ThUS\$
Net gain on selling assets	(111)	46	(85)	(19)
Gain (loss) on insurance claim	(2,548)	20	(357)	-
Costs of disposing of property, plant and equipment	(374)	(1)	(47)	(1)
Others	34	-	-	-
<b>Total</b>	<b>(2,999)</b>	<b>65</b>	<b>(489)</b>	<b>(20)</b>

**NOTE 30 - ASSETS AND LIABILITIES IN FOREIGN CURRENCIES**

Assets and liabilities in foreign currencies are as follows:

Item	Currency	09/30/2019 ThUS\$	12/31/2018 ThUS\$
<b>Current assets</b>			
Cash and cash equivalents	US\$	3,591	5,738
Cash and cash equivalents	Ch\$	3,967	5,540
Cash and cash equivalents	Euro	581	1,865
Other financial assets, current	US\$	23	19
Other financial assets, current	Ch\$	17	31
Other non-financial assets, current	US\$	3,462	5,990
Other non-financial assets, current	Ch\$	6,405	-
Trade and other receivables, current	US\$	13,298	23,904
Trade and other receivables, current	Ch\$	1,581	7,974
Trade and other receivables, current	Euro	710	903
Related company receivables	US\$	33,777	25,620
Related company receivables	Ch\$	-	1,332
Inventories	US\$	33,924	22,959
Biological assets, current	US\$	165,879	113,237
Tax assets, current	Ch\$	992	1,136
<b>Total</b>		<b>268,207</b>	<b>216,248</b>

Item	Currency	09/30/2019 ThUS\$	As of 12/31/2017 ThUS\$
<b>Non-current assets</b>			
Other financial assets, non-current	US\$	27	27
Other non-financial assets, non-current	US\$	112	112
Rights receivable, non-current	US\$	1,287	1,349
Equity method investments	US\$	5,222	4,682
Intangible assets other than goodwill	US\$	6,948	6,948
Property, plant and equipment	US\$	112,536	92,269
Biological assets, non-current	US\$	22,445	18,607
Deferred tax assets	US\$	-	373
<b>Total</b>		<b>148,577</b>	<b>124,367</b>

Item	Currency	09/30/2019 ThUS\$	12/31/2018 ThUS\$
<b>Current liabilities</b>			
Other financial liabilities, current	US\$	6,573	243
Operating lease liabilities, current	UF	402	-
Trade and other payables, current	US\$	68,494	53,739
Trade and other payables, current	Ch\$	12,512	13,128
Trade and other payables, current	UF	-	446
Trade and other payables, current	Euro	-	2,799
Trade and other payables, current	NOK	-	10
Trade and other payables, current	GBP	6	12
Related party payables	US\$	5,905	15,296
Current tax liabilities	US\$	1,269	6,509
Employee benefit provisions, current	Ch\$	1,112	1,056
<b>Total</b>		<b>96,273</b>	<b>93,238</b>

Item	Currency	09/30/2019 ThUS\$	12/31/2018 ThUS\$
<b>Non-current liabilities</b>			
Other financial liabilities, non-current	US\$	94,000	50,000
Operating lease liabilities, current	UF	269	-
Related party payables	USD	604	591
Deferred tax liabilities	US\$	18,130	12,733
Employee benefit provisions, non-current	Ch\$	134	152
<b>Total</b>		<b>113,137</b>	<b>63,476</b>

### NOTE 31 - GUARANTEES AND CONTINGENCIES

#### a) Bank loan conditions

On November 27, 2017 the Parent Company and its subsidiary Salmones Camanchaca S.A. signed a debt rescheduling, financing commitment and joint and several guarantee contract with DNB Bank ASA, Cooperative Rabobank U.A. and Banco Santander Chile S.A. An Initial Public Offering of shares in Salmones Camanchaca S.A. took place on February 2, 2018, and in accordance with the debt scheduling agreement, the cross guarantees granted by the parent company and its other subsidiaries were lifted, leaving only the assets of Salmones Camanchaca S.A. and subsidiaries pledged in guarantee, as follows.

- i. Mortgage on six plots including everything built on them, four in Tome, one in Puerto Varas and one in Calbuco.
- ii. One mortgage on fishing vessels and four on naval crafts owned by Salmones Camanchaca.
- iii. Pledge
  - a. Non-possessory pledge over the salmon processing plant in Tome, Calbuco and the Fish Farm in Petrohue.
  - b. Salmones Camanchaca S.A. and subsidiary mortgaged to the Banks all the aquaculture concessions that it owns for salmon and trout.



b) Direct guarantees

Debtor		Guarantee	Property	Book value ThUS\$
Name	Relationship			
Salmones Camanchaca S.A.	Commercial	Property mortgage	Tome real estate	3,876
Salmones Camanchaca S.A.	Commercial	Property mortgage	Puerto Varas real estate	2,215
Salmones Camanchaca S.A.	Commercial	Property mortgage	Calbuco real estate	214
Salmones Camanchaca S.A.	Commercial	Property mortgage	Salmon vessels	1,665
Salmones Camanchaca S.A.	Commercial	Pledge	Machinery and equipment	10,737
Salmones Camanchaca S.A.	Commercial	Pledge	Buildings and construction	13,511

d) Contingencies

The Company regularly evaluates the likelihood of loss on its litigation and contingencies, in accordance with estimates provided by its legal advisers. Detailed information relating to these processes is available, provided it does not compromise the Company's defense. Salmones Camanchaca S.A. has litigation or administrative proceedings before the Courts of Justice or administrative bodies at the reporting date. Therefore, it had created the following provisions as of September 30, 2019.

Proceedings	Number of cases	Accounting provision ThUS\$
Civil	4	54
Employment	4	26
<b>Total</b>	<b>8</b>	<b>80</b>

**NOTE 32 - SANCTIONS**

The Company, its Directors and Managers have not been subject to sanctions of any kind by the FMC (formerly the Superintendent of Securities and Insurance) or other administrative authorities as of the date these interim consolidated financial statements were issued.

**NOTE 33 – THE ENVIRONMENT**

Salmones Camanchaca S.A. continuously renews its commitment to the environment, by implementing new processes and technologies at its production plants. This has enabled it to achieve a sustainable business, and to further cultivate species in an efficient manner, while minimizing its impact on the environment.

The Company invested in the following environmental mitigation projects during the period January 1 to September 30, 2019.

Project	09/30/2019 Investment ThUS\$
Waste management	640
Environmental services	220
<b>Total</b>	<b>860</b>

The Company invested in the following projects during the period January 1 to September 30, 2018.

Project	09/30/2018 Investment ThUS\$
Waste management	428
Environmental services	327
<b>Total</b>	<b>755</b>

The Company is committed to complying with all environmental regulations. In particular it will continue to actively participate in discussions regarding projects that involve amendments and improvements to environmental and health regulations, to ensure that these can be implemented from a technical, financial, social and environmental perspective. It is dedicated to supporting the best proposal for the environment and developing the industry.

#### **NOTE 34 - SUBSEQUENT EVENTS**

Between the reporting date and the date these interim consolidated financial statements were issued, Management was not aware of any other subsequent events that could significantly impact their interpretation.

However, during the last days of October and the beginning of November the Company was affected by the social disturbance events that affected Chile throughout its territory. As a result, the primary plant located in the vicinity of Puerto Montt suffered interruptions that reduced the harvests and processes that meant a decrease of approximately 1,000 tons of crops and process in November, which have been displaced by 2020.

These social disturbance incidents did not damage the assets or the planting, harvesting or processing capabilities of the Company.

The effects of the increase in the exchange rate observed during the end of October and beginning of November for the above reasons, do not harm the Company, which has approximately 35% of its expenses and costs in local currency.

#### **NOTE 35 - OTHER INFORMATION**

The number of employees by category at the reporting date is as follows.

Laborers	Professionals and Technicians	Senior Executives	Total 09/30/2019
1,377	307	13	<b>1,697</b>

Laborers	Professionals and Technicians	Senior Executives	Total 09/30/2018
1,192	266	13	<b>1,471</b>

## **NOTE 36 - BIOLOGICAL ASSETS BASED ON BIOMASS VALUATIONS ACCORDING TO NORWEGIAN REGULATIONS**

The Company began trading securities that represent the Company's shares on the Oslo Stock Exchange during 2018. This situation required a study that compared the fair valuation model for biological assets used in Chile, with the industry model used in Norway. The purpose being to prepare and provide public financial information in Norway that is comparable with the information provided by companies that trade their shares on the Oslo Stock Exchange.

The Norwegian Financial Supervisory Authority carried out research to assess the comparability of models used to measure biomass fair value for biological assets in the salmon industry. Since 2015 it has encouraged the industry to develop a common valuation model, in order to increase the comparability of financial information prepared by companies in this industry. The Financial Supervision Authority has encouraged the industry to change to a cash flow model (net present value model) to calculate the fair value of biological assets. Therefore, companies in the salmon industry evaluated this proposal in Autumn 2016, and agreed to migrate to the proposed model. By the end of 2016 they had agreed the principal elements of the new valuation model.

The Company has developed a valuation model that incorporates the recommendations issued by the Norwegian Financial Supervisory Authority, in order to comply with its proposed guidelines.

The valuation model contains the following points.

- a) Biological assets are governed by IAS 41 "Agriculture". The principal standard is that biological assets should be measured at fair value less selling costs, unless fair value cannot be measured reliably. Fair value measurement is determined by IFRS 13. "Fair value" refers to the price that would have been achieved by selling the asset in an orderly transaction between market participants on the measurement date at prevailing market conditions.
- b) For eggs, fry and smolts, historical cost is considered a reasonable approach to estimating fair value, as there is little biological transformation at these stages (IAS 41.24). As smolts are transferred to the sea when their weight is still relatively low. Furthermore, this group represents a limited proportion of the Group's biological assets by both volume and value.
- c) Breeding stock are also valued at cost
- d) The net present value of cash flow model is used. In a hypothetical market with perfect competition, the maximum that a hypothetical live fish buyer would be willing to pay is the net present value of estimated future benefits from selling fish when it is ready to be harvested. The estimated future benefit is cash flow receipts, after taking into account all price adjustments and harvesting costs incurred at the end of the productive cycle.

In accordance with the principle of greater and better use, the Company believes that fish have an optimal harvesting weight when their live weight is equal to or greater than 4 kg. Fair value has been determined for all fish that have a weight equal to or greater than 1 Kg at the reporting date, in accordance with recommendations issued by the Financial Supervisory Authority to calculate the fair value of biological assets. Fish that are under this weight are valued at historical cost. The same criteria is used for breeding stock. Fish valued at historical cost are subject to quarterly impairment testing.

Estimated cash flow receipts are based on the estimated biomass multiplied by the estimated price. The costs required to bring small fish to their harvest weight are estimated. Cash flow is discounted on a monthly basis using an estimated discount rate of 0.8% per month.

- e) The estimated biomass (volume) is based on the actual number of fish in the sea at the reporting date, adjusted to cover projected mortality through to harvest, multiplied by their estimated weight at harvest. The unit of measure is individual fish. The live weight of fish in the sea is converted to gutted weight, as this is the unit of measure used for sales prices.

- f) The price is based on future prices.
- g) The costs associated with abnormal mortality are recognized immediately in the statement of net income and are classified under "Other expenses by function". Normal mortality during the production process is treated as part of production costs. Whether mortality is considered normal or abnormal requires an evaluation using mortality criteria. The Group uses a common indicator and threshold for all cultivation units. If local mortality during one month due to a single event exceeds 2% of fish numbers at that locality, this is an indication of abnormal mortality. This is followed by a detailed evaluation to establish whether this was abnormal mortality. These mortality evaluations examine the cause and the size of the fish.
- h) Changes in the estimated fair value of biological assets, in accordance with IAS 41, are recognized in the statement of net income under "Gain (loss) on fair value of biological assets". It may potentially comprise two components; (1) Changes in the fair value of inventories of fish in the sea, (2) Estimated impairment of fish valued at cost at the end of the reporting period.
- i) Cash flow receipts are generated by product sales. The analysis is simplified by assigning all the remaining costs to the same period as revenue, to leave only one cash flow by locality. Cash receipts are assigned to the month when the harvest is expected to take place. All cash flows at all the the Group's marine fish farms will be distributed throughout the period it takes to grow fish at sea at the reporting date. Estimated future cash flows are discounted on a monthly basis.

Salmon farming is not a market with free competition and no entry barriers. Due to limited access to salmon farming concessions, these licenses currently have a very high value. If a hypothetical live fish buyer should wish to take control and continue farming fish, he would need a license, a site and other obligatory production permits. It must be assumed that this would be possible within a hypothetical market for buying and selling live fish. Such a mortgage buyer would claim a significant discount in order to assign an appropriate proportion of profitability to cover the cost of the buyer's own licenses or the rental cost of leased aquaculture concessions.

This model has the following effects on these interim consolidated financial statements for the period ended September 30, 2019.

- a) An increase in net income for the period of ThUS\$22,984 (ThUS\$9,570 in 2018), net of deferred tax effects.
- b) An increase in "Gain (loss) on fair value of biological assets" within the statement of net income by function of ThUS\$31,485 (ThUS\$13,109 in 2018).
- c) An increase in biological assets within current assets of ThUS\$31,485 (ThUS\$41,371 as of December 31, 2018), an increase in deferred tax liabilities of ThUS\$8,501 (ThUS\$11,170 as of December 31, 2018) and an increase in equity of ThUS\$22,984 (ThUS\$30,201 as of December 31, 2018).

The consolidated statements of financial position and the consolidated statements of net income by function including these effects are as follows.

SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
AS OF SEPTEMBER 30, 2019 (UNAUDITED) AND DECEMBER 31, 2018 (AUDITED)

Assets	Note	As of September 30, 2019 ThUS\$	As of December 31, 2018 ThUS\$
<b>Current assets</b>			
Cash and cash equivalents	7	8,139	13,143
Other financial assets, current		40	50
Other non-financial assets, current	12	9,867	13,213
Trade and other receivables, current	8	15,589	25,558
Related party receivables, current	9	33,777	26,952
Inventories	10	33,924	22,959
Biological assets, current	11-36	197,364	154,608
Tax assets, current	14	992	1,136
<b>Total current assets</b>		<b>299,692</b>	<b>257,619</b>
<b>Non-current assets</b>			
Other financial assets, non-current		27	27
Other non-financial assets, non-current	12	112	112
Rights receivable, non-current	14	1,287	1,349
Equity method investments	13	5,222	4,682
Intangible assets other than goodwill	15	6,948	6,948
Property, plant and equipment	16	112,536	92,269
Biological assets, non-current	11-36	22,445	18,607
Long-term deferred taxes	17	-	373
<b>Total non-current assets</b>		<b>148,577</b>	<b>124,367</b>
<b>Total assets</b>		<b>448,269</b>	<b>381,986</b>

SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
AS OF SEPTEMBER 30, 2019 (UNAUDITED) AND DECEMBER 31, 2018 (AUDITED)

Liabilities	Note	As of September 30, 2019 ThUS\$	As of December 31, 2018 ThUS\$
<b>Current liabilities</b>			
Other financial liabilities, current	18	6,573	243
Operating lease liabilities, current	19	402	
Trade and other payables, current	20	81,012	70,134
Related party payables, current	9	5,905	15,296
Current tax liabilities	17	1,269	6,509
Employee benefit provisions, current	21	1,112	1,056
<b>Total current liabilities</b>		<b>96,273</b>	<b>93,238</b>
<b>Non-current liabilities</b>			
Other financial liabilities, non-current	18	94,000	50,000
Operating lease liabilities, non-current	19	269	
Related party payables, non-current	9	604	591
Deferred tax liabilities	17-36	26,631	23,903
Employee benefit provisions, non-current	21	134	152
<b>Total non-current liabilities</b>		<b>121,638</b>	<b>74,646</b>
<b>Equity</b>			
Share capital	22	91,786	91,786
Share premium	22	27,539	27,539
Retained earnings	22	88,083	71,651
Other reserves	22	22,950	23,126
<b>Total equity</b>		<b>230,358</b>	<b>214,102</b>
<b>Total equity and liabilities</b>		<b>448,269</b>	<b>381,986</b>

SALMONES CAMANCHACA S.A. AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENTS OF NET INCOME BY FUNCTION  
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2019 AND 2018 (UNAUDITED)

		For the nine months ended September 30,	
		2019 ThUS\$	2018 ThUS\$
Operating revenue	24	198,054	236,603
Cost of sales	10	(154,032)	(173,923)
<b>Gross profit before fair value adjustments</b>		<b>44,022</b>	<b>62,680</b>
Gain (loss) on fair value of biological assets	11	103,881	83,878
Fair value adjustment to biological assets harvested and sold	11	(53,163)	(68,904)
<b>Gross profit</b>		<b>94,740</b>	<b>77,654</b>
Administrative expenses	25	(7,114)	(8,711)
Distribution expenses	26	(5,361)	(6,392)
Financial costs	27	(3,337)	(4,299)
Share of net income (losses) of equity method associates		1,289	1,293
Exchange differences	28	(714)	(1,675)
Other income (losses)	29	(2,999)	65
Financial income		24	50
<b>Net income before tax</b>		<b>76,528</b>	<b>57,985</b>
Income tax expense	17	(20,387)	(14,796)
<b>Net income from continuing operations</b>		<b>56,141</b>	<b>43,189</b>
Net income (loss) from discontinued operations			
<b>Net income for the period</b>		<b>56,141</b>	<b>43,189</b>
Net Income (loss) attributable to:			
Net income (loss) attributable to owners of the parent company		56,141	43,189
Net income attributable to non-controlling interests		-	-
<b>Net income for the period</b>		<b>56,141</b>	<b>43,189</b>
Earnings per share			
Basic earnings per share (US\$/share)	24	0.8506	0.6544
Earnings per share on discontinued operations (US\$/share)		0.0000	0.0000
<b>Basic earnings per share</b>		<b>0.8506</b>	<b>0.6544</b>

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