



SALMONES CAMANCHACA S.A. AND SUBSIDIARIES

Earnings Report on the Consolidated Financial Statements

For the year ended December 31, 2023

Salmones Camanchaca

Salmones Camanchaca S.A. is a vertically integrated salmon producer engaged in breeding, egg production, recirculating hatcheries for Atlantic salmon and pass-through or lake hatcheries for Coho salmon, fish farming sites in estuary, fjord and oceanic waters used mainly for Atlantic salmon, primary and secondary processing, and marketing and sales of Atlantic and Coho salmon through five sales offices in its main markets.

The Company's Atlantic and Coho salmon production target for 2024 is between 50,000 and 53,000 MT WFE and for 2025 between 56,000 and 59,000 MT WFE. Salmones Camanchaca participates in trout farming through a one third share of a joint venture, which uses Salmones Camanchaca farming sites in coastal-estuarine waters, and currently plans to harvest an average of 9,000 MT WFE per year until 2028.

Salmones Camanchaca has 1,800 employees on average, 60% of whom work in its value-added plant. The main Atlantic salmon sales markets during 2023 were the USA and Mexico.

Highlights for the fourth quarter 2023 (Q4 2023)

- **Operating revenue for Q4 2023 was USD 94.6 million**, a decrease of 4% over Q4 2022, mainly due to lower sales prices, which fell 12% for Atlantic salmon and 38% for Coho salmon compared to the same period last year. Coho salmon prices, in US dollars, were affected by increased Chilean supplies and the devaluation of the Japanese yen. This was partially offset a 4% increase in Atlantic salmon sales volumes to 12,793 MT WFE and Coho salmon sales volumes more than doubled to 1,140 MT WFE. **Operating revenue for 2023 was USD 353.9 million**, a decrease of 5% over 2022.
- **Atlantic salmon harvest volumes for Q4 2023 were 8,783 MT WFE**, a decrease of 9% over Q4 2022 at 9,659 MT WFE. Inventories reached 5,500 MT WFE, which were 28% higher than the end of 2022. **Atlantic salmon harvest volumes for 2023 were 44,055 MT WFE**, a decrease of 1.1% compared to the previous year, but in line with the harvesting plan.
- **Coho salmon harvest volumes for the quarter were 8,948 MT WFE**, an increase of 5,583 MT WFE over Q4 2022 harvest volumes. **The 2023-2024 season ended in January 2024 with 10,087 MT WFE, and 2023 calendar year harvest volumes were 11,439 MT WFE**, an increase of 7,411 MT WFE over 2022 harvest volumes of 4,028 MT WFE. As of December 31, 2023, Coho salmon inventories were 9,000 MT WFE, which was almost triple 2022 closing inventories, due to low sales volume levels in 2023, 5,500 MT WFE, compared to the harvest.
- **The quarterly cost of harvested Atlantic salmon (ex-cage, live weight) was USD 4.55/kg**, which was 16.3% higher than in Q4 2022, but 3.1% lower than Q3 2023. The increase from same period last year was mainly due to one farming site that suffered from SRS outbreaks and sea lice infestations, which affected feeding habits and average harvest weights. This site represented 65% of Q4 2023 harvest volumes. Ex-cage costs were also affected by high salmon feed prices. Thus, **ex-cage costs for 2023 were USD 4.60/kg live weight (USD 4.94 /kg WFE)**, which were higher than the USD 4.12/kg live weight costs for 2022.
- **The total processing cost of Atlantic salmon including transporting the harvested biomass was USD 1.10/kg WFE**, which was lower than the USD 1.26/kg WFE in Q4 2022, mainly due to this harvest originating exclusively from sites in the Tenth region with lower logistic costs, and a product mix that reduced added value. **These costs for the year were USD 1.14/kg WFE**, which was slightly higher than in 2022 when they were USD 1.12/kg WFE.
- Consequently, **quarterly gross margin for the quarter was USD 2.1 million**, which was USD 21.3 million lower than in Q4 2022, when it was USD 23.4 million. **Gross margin for the year was USD 38.4 million**, a decrease of USD 40.4 million over 2022, due to higher costs, lower prices and harvest volumes not yet sold. The margin was particularly adversely affected by low margins on Coho salmon sales.
- **EBIT reached negative USD 4.2 million** (positive USD 3.8 million in Atlantic and negative USD 8.0 million in Coho), well below the positive USD 18.1 million in Q4 2022. **For the full 2023 EBIT reached USD 14.6 million** (positive USD 24.0 million in Atlantic and negative USD 9.4 million in Coho), lower by USD 45.3 million when compared to 2022.
- **EBITDA for Q4 2023 was USD 0.9 million**, which was much lower than the USD 22.7 million for Q4 2022 **EBITDA for the year was USD 33.5 million, also lower than the USD 77.7 million** achieved in 2022.

- **Atlantic salmon EBIT/kg WFE¹ was positive USD 0.33 in Q4 2023**, which compares to positive USD 1.45/kg WFE in Q4 2022, due to lower prices and higher costs already explained. Coho salmon EBIT/kg WFE¹ was negative USD 3.60 a decrease over the positive USD 0.51 in Q4 2022.
- **Atlantic salmon EBIT/kg WFE¹ for the year was USD 0.62**, compared to USD 1.19 in 2022, while **Coho¹ salmon was negative USD 0.62** compared to positive USD 1.44/kg WFE in 2022 due to lower prices and higher costs.
- **The net loss for Q4 2023 was USD 6.5 million**, compared to net income of USD 7.7 million for Q4 2022. The net loss for the year was USD 6.0 million, lower than net income of USD 44.7 million in 2022, with a fair value adjustment that was USD 13.6 million lower in 2023. Furthermore, the trout joint venture business generated a net loss of USD 5.2 million in 2023 compared to net income of USD 0.5 million in 2022.
- **The cash balance as of December 31, 2023 was USD 24.3 million, while Net Financial Debt was USD 123 million** compared to USD 75 million as of December 31, 2022. Thus, the Net Debt over EBITDA ratio for the last 12 months was 3.66, which was below the limit required by lending contracts with banks of 4.
- Smolt stocking has been completed and normal production parameters are expected. Therefore, **Atlantic salmon harvest volumes for 2024 are forecast to be between 46,000 and 48,000 MT WFE, while Coho salmon harvest volumes are forecast to be between 4,000 and 5,000 MT WFE.**
- **All the biological indicators improved during 2023** with a **27% reduction in the use of antibiotics**, a **9% reduction in the use of anti-parasitics**, and a **2% improvement in the biological conversion ratio**, which improved from 1.09 in 2022 to **1.07** in 2023.

¹ EBIT/Kg calculation presented by Salmones Camanchaca as a profitability indicator of the units actually sold and shipped to final buyers/customers, therefore excludes any provision made on inventories. These provisions are made on the finished products inventory both in Chile and in international offices and are related to situations where the estimated sales prices are lower than those products cost (Net Realization Value, NRV). These effects, which are considered in the EBITDA and EBIT, reached negative USD 3.9 million in Q4 2023 and negative USD 6.0 million in the year in the case of Coho, and negative USD 0.4 million and negative USD 2.7 million in the case of the Atlantic, respectively.

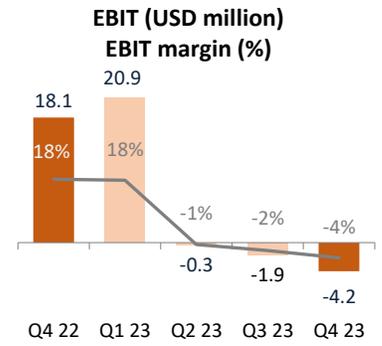
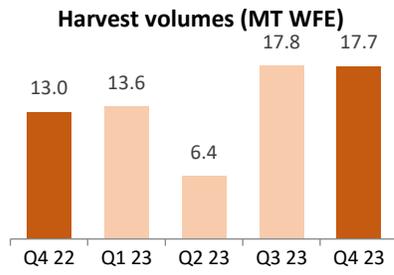
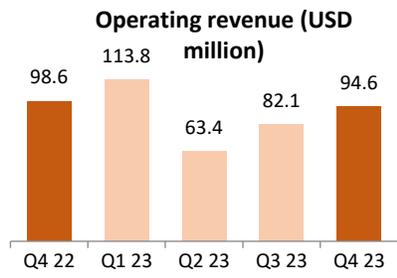
Key Figures

ThUSD	Q4 2023	Q4 2022	Δ%	2023	2022	Δ%
Operating revenue	94,647	98,629	(4.0%)	353,914	372,961	(5.1%)
EBITDA* before fair value adjustments	861	22,699	(96.2%)	33,461	77,676	(56.9%)
EBIT** before fair value adjustments	(4,152)	18,074	-	14,586	59,913	(75.7%)
EBIT margin %	(4.4%)	18.3%	(2,271 pb)	4.1%	16.1%	(1,194 pb)
Net fair value adjustments to biological assets	(107)	(7,499)	(98.6%)	(7,867)	5,740	-
Net income (loss) for the period	(6,524)	7,673	-	(5,991)	44,704	-
Earnings per share (USD)	(0.0879)	0.1034	-	(0.0807)	0.6025	-
Atlantic salmon						
Harvest volumes (MT WFE)	8,783	9,659	(9.1%)	44,055	44,540	(1.1%)
Sales volumes (MT WFE)	12,793	12,306	4.0%	42,769	46,262	(7.6%)
Ex-cage harvesting costs (USD/kg live weight)	4.55	3.91	16.3%	4.60	4.12	11.7%
Ex-cage harvesting costs (USD/kg WFE)	4.89	4.21	16.3%	4.94	4.43	11.7%
Processing costs (USD/kg WFE)	1.10	1.26	(13.1%)	1.14	1.12	1.9%
Price (USD/kg WFE)	6.54	7.42	(11.8%)	7.18	7.48	(4.0%)
EBIT/kg WFE (USD)***	0.33	1.45	(77.2%)	0.62	1.19	(47.4%)
Inventories (MT WFE)				5,464	4,279	27.7%
Coho salmon						
Harvest volumes (MT WFE)	8,948	3,365	165.9%	11,439	4,028	184.0%
Sales volumes (MT WFE)	1,140	476	139.3%	5,516	2,297	140.1%
Ex-cage harvesting costs (USD/kg WFE)	4.30	4.44	(3.1%)	4.30	4.31	(0.4%)
Processing costs (USD/kg WFE)	1.22	0.83	47.7%	1.18	0.86	37.6%
Price (USD/kg WFE)	4.25	6.88	(38.2%)	5.49	6.39	(14.1%)
EBIT/kg WFE (USD)***	(3.60)	0.51	-	(0.62)	1.44	-
Inventories (MT WFE)				8,947	3,011	197.1%
Financial Debt				146,764	95,865	53.1%
Net Financial Debt				122,495	75,074	63.2%
Equity Ratio				41.3%	50.4%	(911 pb)
Net Financial Debt / LTM EBITDA				3.66	0.97	278.8%

* EBITDA: Gross margin before fair value adjustments + depreciation - administrative expenses - distribution costs

** EBIT: Gross margin before fair value adjustments - administrative expenses - distribution costs

*** EBIT/Kg calculation presented by Salmenes Camanchaca as a profitability indicator of the units actually sold and shipped to final buyers/customers, therefore excludes any provision made on inventories. These provisions are made on the finished products inventory both in Chile and in international offices and are related to situations where the estimated sales prices are lower than those products cost (Net Realization Value, NRV). These effects, which are considered in the EBITDA and EBIT, reached negative USD 3.9 million in Q4 2023 and negative USD 6.0 million in the year in the case of Coho, and negative USD 0.4 million and negative USD 2.7 million in the case of the Atlantic, respectively.



Financial Performance

Results for fourth quarter 2023

Salmones Camanchaca harvested 8,783 MT WFE of Atlantic salmon in Q4 2023, a decrease of 9.1% compared to 9,659 MT WFE for Q4 2022. Sales volumes were 12,793 MT WFE, an increase of 4.0% over the same period in 2022. Coho salmon harvest volumes during Q4 2023 were 8,948 MT WFE, which compares with 3,365 MT WFE in Q4 2022, while sales volumes in Q4 2023 were 1,140 MT WFE compared to 476 MT WFE in Q4 2022. The 2023-2024 Coho salmon season ended in January 2024, with total harvest volumes of 10,087 MT WFE.

The average selling price of Atlantic salmon was USD 6.54/kg WFE, which was 12% lower than in Q4 2022, but Salmones Camanchaca managed to capture above-market prices in a challenging market. The price fall was partially offset by a 4% increase in Atlantic salmon sales volumes. Coho salmon prices fell 38% due to increased Chilean supplies and devaluation of the Japanese currency, which affected prices in US dollars not just in that market but also globally. Coho sales volumes in Q4 2023 was 1,140 MT WFE. This resulted in operating revenue of USD 94.6 million, a decrease of 4% over Q4 2022.

Atlantic salmon live weight ex-cage costs were USD 4.55/kg for the quarter, which were 16.3% higher than in Q4 2022, mainly due to pressure from one site with SRS and sea lice outbreaks, which affected treatment costs at that site as well as average harvest weights. The site represented 65% of Q4 2023 harvest volumes. These costs were also affected by higher feed prices for harvested salmon.

Primary and secondary processing costs for Atlantic salmon totaled USD 1.10/kg WFE, a decrease over the USD 1.26/kg WFE during Q4 2022, mainly due to only harvesting sites in the Tenth region with lower logistics costs and a product mix with lower added value. Coho salmon live weight ex-cage costs were USD 1.22/kg WFE, an increase over the USD 0.83/kg WFE during Q4 2022. This was mainly due to a product mix with higher added value and higher cost from partially salmon processing outsourced to third-party plants due to increased harvest volumes for the quarter.

Extraordinary mortalities for the quarter were valued at USD 1.7 million, compared to USD 1.0 million in Q4 2022. This was caused by reducing Coho smolt stocking, which will decrease the number of sites and harvest volume in 2024, and by algae blooms at two Coho salmon sites.

Quarterly expenses to maintain unused concessions or other fallow concessions were USD 1.0 million, compared to USD 2.5 million in Q4 2022.

Consequently, gross margin for the quarter was USD 2.1 million, which was lower than the USD 23.4 million for Q4 2022.

The Company's administrative and sales expenses increased by 17% compared to Q4 2022 to USD 6.3 million. This was mainly attributable to higher distribution costs, from inventory storage costs, rising by 49% or USD 1.4 million.

EBIT before fair value adjustments for Q4 2023 was negative USD 4.2 million, comprised of positive USD 3.8 million for Atlantic salmon and negative USD 8.0 million for Coho salmon. This compares to an EBIT of USD 18.1 million for Q4 2022. EBIT/kg WFE for Atlantic salmon was USD 0.33/kg WFE for Q4 2023, compared to USD 1.45/kg WFE for Q4 2022. Coho salmon sales in Q4 2023 were 1,140 MT WFE, compared to 476 MT WFE in Q4 2022, with an EBIT/kg WFE of negative USD 3.60, compared to positive USD 0.51 in Q4 2022.

EBIT/Kg as presented by Salmones Camanchaca is a profitability indicator of the units actually sold and shipped to final buyers/customers, therefore excludes any provision made on inventories. These provisions are made on finished products inventory both in Chile and in international offices, and are related to situations where the estimated sales prices are lower than those products cost (Net Realization Value, NRV). These effects, which are considered in EBITDA and EBIT, reached negative USD 3.9 million in Q4 2023 for the Coho and negative USD 0.4 million in the case of Atlantic.

The net fair value adjustment for Q4 2023 was negative USD 0.1 million, compared to negative USD 7.5 million in Q4 2022, a favorable difference of USD 7.4 million due to lower prior period margin reversals and lower forecast margins.

Financial expenses increased from USD 2.0 million in Q4 2022 to USD 3.4 million in Q4 2023, associated with increased financial debt that totaled USD 146.8 million as of December 31, 2023, compared to USD 95.9 million as of December 31, 2022, and an increase in the reference interest rate for bank loans.

Other gains and losses were negative USD 2.0 million, compared to positive USD 0.2 million in Q4 2022. This was explained by the trout joint venture business, which generated a net loss for the Company of USD 1.9 million for the quarter, compared to net income of USD 0.3 million in Q4 2022. This business was affected by higher costs and lower sales prices in its main market, Japan, and which also was negatively impacted by a yen devaluation.

Consequently, the Company had a net loss after taxes for Q4 2023 of USD 6.5 million, compared to net income for Q4 2022 of USD 7.7 million.

Cash Flow in Q4 2023

Net cash flow in Q4 2023 was positive USD 12.0 million compared to negative USD 5.9 million in Q4 2022, which was explained by:

- Positive cash flow from operating activities of USD 16.7 million, compared to USD 1.1 million generated in Q4 2022, which was in line with the working capital required by the Company's production plan.
- Negative cash flow used by investing activities of USD 4.9 million in Q4 2023, compared to USD 2.7 million used in Q4 2022, mainly to maintain assets and preparing Atlantic salmon farming sites in the Eleventh region under the Company's production plan. These sites are located in areas with stronger currents, which require greater investment compared to those in the Tenth region, but complies with the Company's risk diversification strategy.
- There was no cash flow from financing activities, as no lines of credit were drawn down and no loans were repaid during the period. Cash flow used by financing activities in Q4 2022 was negative of USD 5.0 million to repay debt.

Salmones Camanchaca had net cash of USD 24.3 million and unused lines of credit of USD 7.2 million as of December 31, 2023, which provided it with USD 31.5 million of available liquidity, compared to USD 79 million as of December 31, 2022.

Results for 2023

Salmones Camanchaca harvested 44,055 MT WFE of Atlantic salmon during 2023, which was similar to harvest volumes for 2022 of 44,540 MT WFE. Coho salmon harvest volumes for 2023 were 11,439 MT WFE, an increase over harvest volumes for 2022 of 4,028 MT WFE.

Thus, total harvest volumes were 55,494 MT WFE, an increase over the 48,568 MT WFE harvested during 2022.

Operating revenue for 2023 was USD 354 million, a decrease of 5.1% over the previous year when it was USD 373 million. Atlantic salmon sales volumes decreased by 7.6% to 42,769 MT WFE from 46,262 MT WFE in 2022, due to Atlantic salmon prices falling by 4%. Coho salmon sales volumes increased to 5,516 MT WFE compared to 2,297 MT WFE in 2022, but at 14% lower prices, due to increased Chilean supplies and the Japanese currency devaluation, which affected prices not only in that market, but also globally.

Cost of sales increased due to higher feed prices and Atlantic salmon costs in particular increased due to four out of nine sites harvested being affected by oxygen deficiencies, sea lion attacks, SRS outbreaks and sea lice infestations. Higher processing costs also resulted from the scheduled maintenance shutdown at the Tomé plant during Q2 2023. Thus, Atlantic salmon ex-cage costs for 2023 were USD 4.60/kg live weight or USD 4.94/kg WFE, which were higher than these costs of USD 4.12/kg live weight or USD 4.43/kg WFE in 2022.

Extraordinary mortalities and associated expenses are directly expensed, and these were USD 3.6 million. This was mainly due to oxygen deficiencies at one farming site in Q3; eliminating excess Coho fry that will lead to a reduced number of sites being stocked in 2024; and mortalities caused by algae blooms at two Coho sites in Q4. These costs were significantly lower than the USD 6.3 million incurred last year, when oxygen deficiencies, harmful algae blooms and sea lion attacks occurred.

Processing costs for Atlantic salmon including harvest transporting costs were USD 1.14/kg WFE, which were above the long-term target of USD 1/kg and higher than these costs for 2022 of USD 1.12/kg WFE. This was due to lower processing volumes during Q2 2023, scheduled plant maintenance and inflationary pressures on costs throughout the year. Processing costs for Coho salmon were USD 1.18/kg WFE, an increase over the USD 0.86/kg WFE for 2022, mainly due to a higher value-added product mix and processing raw material in third-party plants due to the large volume harvested in Q4 2023.

Gross margin for 2023 was USD 38.4 million, a decrease of USD 40.4 million with respect to 2022, as a result of lower sales volumes, lower prices and higher associated costs. However, closing inventories at cost for 2023 increased by USD 32 million over 2022.

Administrative expenses for 2023 increased by 6.9% or USD 0.7 million, mainly due to local inflation and average annual appreciation of the local currency. Their proportion of operating revenue increased from 2.6% to 2.9%. Distribution and sales expenses increased by USD 4.2 million, due to higher cooling costs associated with higher closing inventories and higher port loading and freight costs. Thus, the Company's administrative and sales expenses increased in absolute terms and as a percentage of operating revenue from 5.1% to 6.7% during the year.

Operating EBIT before fair value adjustments for 2023 was positive USD 14.6 million, comprised of positive USD 24.0 million for Atlantic salmon and negative USD 9.4 million for Coho salmon. This was an overall decrease of USD 45.3 million compared with 2022.

Atlantic salmon sales for 2023 generated an EBIT/kg WFE of USD 0.62, which was lower than the USD 1.19 in 2022, due to lower sales volumes, lower salmon prices and higher farming and processing costs. Coho salmon sales generated a negative EBIT/kg WFE of USD 0.62, also lower than the positive USD 1.44/kg WFE in 2022, mainly associated with lower market prices.

EBIT/Kg as presented by Salmenes Camanchaca is a profitability indicator of the units actually sold and shipped to final buyers/customers, therefore excludes any provision made on inventories. These provisions are made on finished products inventory both in Chile and in international offices and are related to situations where the estimated sales prices are lower than those products cost (Net Realization Value, NRV). These effects, which are considered in EBITDA and EBIT, reached negative USD 6.0 million in 2023 for the Coho and negative USD 2.7 million in the case of Atlantic.

The net fair value adjustment as of December 31, 2023 was negative USD 7.9 million, compared to positive USD 5.7 million as of December 31, 2022. This was explained by lower market prices, inflationary pressure on salmon feed costs and risk mitigation measures.

Other gains and losses were a net loss of USD 5.3 million. This was explained by the trout joint venture business, which generated a net loss for the Company of USD 5.2 million, compared to net income of USD 0.5 million in 2022. This business was affected by higher costs and lower sales prices that were heavily affected by the devaluation of the Japanese yen, which is its principal market.

Therefore, the net loss after taxes for 2023 was USD 6.0 million, compared with net income of USD 44.7 million in 2022.

Cash flow for 2023

Net cash flow for 2023 was positive USD 3.5 million compared to negative USD 11.4 million in 2022, which was explained by:

- Cash flow used by operating activities was negative USD 0.9 million, compared to positive USD 76.0 million in 2022. This decrease was explained by lower collections from sales caused by lower sales volumes and reduced prices. Operating cash flow was also negatively impacted by the working capital required for the Company's growth plan for Coho salmon in 2023 and Atlantic salmon in 2024, which is reflected in both finished product inventories and biological assets.
- Cash flow used by investing activities was negative USD 20.2 million, but less than the negative USD 28.7 million invested in 2022, which was in line with the Company's investment plan.
- Cash flow from financing activities was positive USD 24.7 million, due to drawing down loans of USD 49 million, offset by paying dividends from 2022 earnings of USD 24.3 million. This compares to negative cash flow of USD 58.0 million in 2022, due to loan repayments during that year.

Financial position

Assets

The Company's total assets increased by 11.6% during 2023 to USD 472 million as of December 31, 2023.

Current assets increased by USD 45.2 million, mainly due to an USD 32.0 million larger inventories associated with the higher harvest volumes, resulting in more frozen products unsold during the quarter. Non-financial current assets increased USD 8.4 million mainly from export VAT recoveries and expenses at farming sites to prepare for scheduled stocking. Furthermore, biological assets increased USD 6.2 million in line with the Company's growth plan for Atlantic salmon in 2024.

Non-current assets increased by USD 3.9 million compared to 2022, mainly due to an increase in property, plant and equipment net of depreciation.

Liabilities and equity

The Company's total liabilities increased by USD 67.4 million or 32.2%, compared to 2022 to reach USD 276.9 million as of December 31, 2023. Current liabilities increased by USD 45.2 million to USD 139.6 million, mainly due to drawing down short-term financial loans during the period. Non-current liabilities increased by USD 22.2 million to USD 137.3 million, mainly due to an increase of USD 24.1 million in non-current financial liabilities due to drawing down long-term financial loans to finance the Company's growth plan for Atlantic salmon in 2024.

Consequently, net financial debt increased by USD 47.4 million to USD 122.5 million, compared to USD 75.1 million as of December 2022.

Equity decreased by USD 18.2 million during 2023 to USD 194.9 million as of December 31, 2023. This decrease was due to dividend payments and net losses for the year. As a result, the equity to total assets ratio was 41.3%, which was lower than the 50.4% as of December 31, 2022.

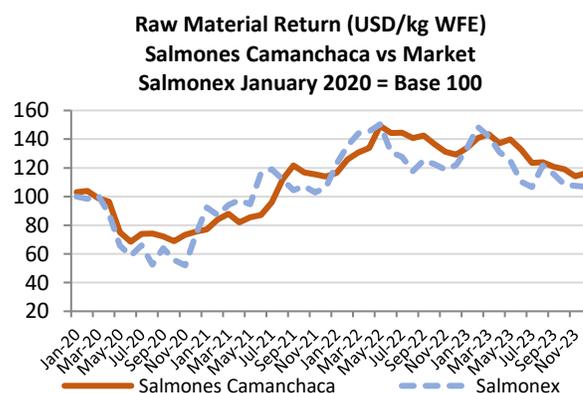
Operating Performance

Salmones Camanchaca’s performance is mainly driven by three key factors:

1. **The price of Atlantic salmon**, which is sensitive to Norwegian and Chilean supply conditions and North American demand.
2. **Practices and performance of growing-out at sea and its environmental-sanitary conditions**, which affect fish survival, feed conversion ratios, growth rates and the medicines required to improve fish health, as these determine most of the ex-cage costs.
3. **The cost of feed**, which represents approximately half of the live weight unit cost at harvest.

I. Product Prices

Market prices fell during Q4 2023, so the average price of Atlantic salmon sold by Salmones Camanchaca was USD 6.54 per kg WFE, a decrease of USD 0.88 compared to Q4 2022. The Company’s ability to react to market changes by changing formats and markets to capture the best return on raw materials helped to secure above-market prices despite these declines. The Company’s strategy also involves increasing the added value of its sold products with medium-term commercial agreements that mitigate volatility. The difference between the Company’s raw material return (RMR) and its market reference (Salmonex) was +USD 0.48 /kg during December 2023, the average difference for Q4 2023 was +USD 0.45, while for the year it was +USD 0.30.



Raw Material Return is the final product price less distribution and specific secondary processing costs. It is a price measurement before selecting the final destination for harvested fish and provides a homogeneous aggregate indicator for the Company’s products. The market Index or "Salmonex" is based on the price of fresh fillet trim D exported by Chilean firms, net of Salmones Camanchaca’s processing and distribution costs, in order to eliminate cost differences and isolate marketing differences.

Volumes

Atlantic salmon		Q4 2023	Q4 2022	Δ	Δ %	2023	2022	Δ	Δ %
Harvest volumes	MT WFE	8,783	9,659	(876)	(9.1%)	44,055	44,540	(485)	(1.1%)
Production volumes	MT WFE	8,634	9,710	(1,076)	(11.1%)	43,589	45,880	(2,291)	(5.0%)
Sales volumes	MT WFE	12,793	12,306	487	4.0%	42,769	46,262	(3,493)	(7.6%)
Sales	ThUSD	83,657	91,280	(7,623)	(8.4%)	307,042	346,134	(39,092)	(11.3%)
Average sales price	USD/kg WFE	6.54	7.42	-0.88	(11.8%)	7.18	7.48	-0.30	(4.0%)

Coho salmon		Q4 2023	Q4 2022	Δ	Δ %	2023	2022	Δ	Δ %
Harvest volumes	MT WFE	8,948	3,365	5,583	165.9%	11,439	4,028	7,411	184.0%
Sales volumes	MT WFE	1,140	476	664	139.3%	5,516	2,297	3,218	140.1%
Sales	ThUSD	4,848	3,277	1,571	47.9%	30,276	14,684	15,592	106.2%
Average sales price	USD/kg WFE	4.25	6.88	-2.63	(38.2%)	5.49	6.39	-0.90	(14.1%)

* Q1 2022 includes raw material purchased from third parties and processed by Salmones Camanchaca.

Salmones Camanchaca harvested 44,055 MT WFE of Atlantic salmon during 2023, with an average harvest weight of 5.1 kg WFE (open cycle), which was a 1.1% lower volume than in 2022. Meanwhile, Coho salmon harvest volumes were 11,439 MT WFE in 2023, almost triple volumes in 2022, with an average harvest weight of 4.2 kg WFE.

Atlantic and Coho salmon sales volumes during Q4 2023 were 13,933 MT WFE, an increase of 9% over Q4 2022. Sales volumes for 2023 were 48,284 MT WFE, which was in line with 2022 and comprised 89% Atlantic salmon products and 11% Coho salmon products. Total sales were USD 337 million, a decrease of 6.5% compared to 2022.

Operating revenue

The Company's commercial strategy is to take advantage of its capacity to change and diversify its target markets and adapt to these markets' requirements. The objective is to focus on the markets and formats that offer the best return on its raw materials over the medium term, while preserving stable relationships with customers in these markets.

Sales by market segment as of December 2023

Product	USA	Europe	Eurasia	Asia, except Japan	Japan	Mexico	LATAM except Chile & Mexico	Chile	Others	Total
	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD
Atlantic salmon	111,133	9,129	45,029	27,054	7,259	61,398	28,961	16,345	732	307,042
Coho salmon	10,630	4,048	0	22	725	12,692	874	1,285	0	30,276
Others	0	0	0	0	0	0	0	16,596	0	16,596
Total	121,763	13,177	45,029	27,077	7,984	74,090	29,835	34,226	732	353,914
<i>Distribution %</i>	<i>34.4%</i>	<i>3.7%</i>	<i>12.7%</i>	<i>7.7%</i>	<i>2.3%</i>	<i>20.9%</i>	<i>8.4%</i>	<i>9.7%</i>	<i>0.2%</i>	<i>100.0%</i>

Sales by market segment as of December 2022

Product	USA	Europe	Eurasia	Asia, except Japan	Japan	Mexico	LATAM except Chile & Mexico	Chile	Others	Total
	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD	ThUSD
Atlantic salmon	135,279	10,400	34,974	19,660	15,367	69,734	30,166	29,246	1,308	346,134
Coho salmon	4,647	217	0	2,795	1,156	5,112	155	603	0	14,684
Others	0	0	0	0	0	0	0	12,142	0	12,142
Total	139,926	10,618	34,974	22,454	16,523	74,845	30,320	41,991	1,308	372,961
<i>Distribution %</i>	<i>37.5%</i>	<i>2.8%</i>	<i>9.4%</i>	<i>6.0%</i>	<i>4.4%</i>	<i>20.1%</i>	<i>8.1%</i>	<i>11.3%</i>	<i>0.4%</i>	<i>100.0%</i>

The Company defines its value-added products as those that process whole salmon, which represented 69% of Atlantic salmon sales for 2023, a reduction from 79% in 2022. This proportion for Coho salmon sales increased from 69% to 95% in 2023, which reflects its strategy of adding value in many markets. The remaining sales are gutted whole salmon principally for the Asian markets in fresh and frozen formats.

The main market is the USA and its share reduced this year to 34.4% compared to 37.5% in 2022. Mexico's share remained stable at around 20% and the Eurasia share increased from 9.4% to 12.7%.

The Russian invasion of Ukraine has forced several countries to apply sanctions to the aggressor that have restricted trade and the payment chain. However, these limitations are not affecting the medicines and food trades, so the Company hopes to sell food to Russia where possible, without involving expressly sanctioned counterparties and without breaking the law.

The Company's other businesses, such as processing services for third parties, leasing farming sites and sales of smolts and byproducts, resulted in sales of USD 16.6 million in 2023, compared to USD 12.1 million in 2022.

Other businesses - Trout joint venture

As of December 31, 2023, Salmones Camanchaca had dedicated four marine farming concessions to trout farming. These concessions are the Company's contribution to the trout joint venture business. Some of these concessions have a mandatory fallow period in the first quarter of odd-numbered years when harvest volumes are smaller, as smolt stocking begins in April. Harvest volumes in Q4 2023 were 721 MT WFE, compared to 6,424 MT WFE in Q4 2022. The joint venture's sales volumes were 1,923 MT WFE in Q4 2023, compared to 1,503 MT WFE in Q4 2022, although at 32% lower prices. However, finished product processing costs rose by 12% compared to Q4 2022 and

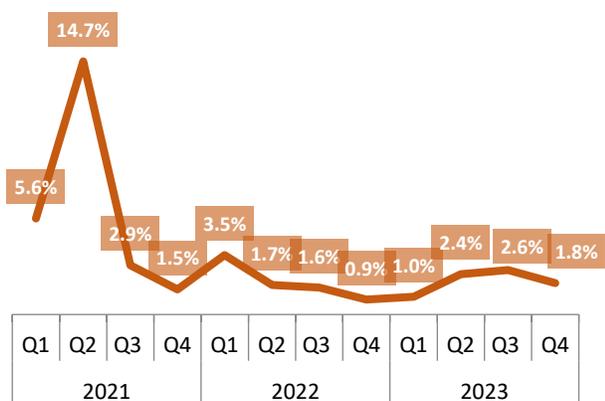
as a result Salmones Camanchaca’s one third interest was a net loss of USD 1.9 million for the quarter, which compares with net income of USD 0.3 million in Q4 2022. The joint venture had 3,766 MT WFE of products in inventories as of December 31, 2023. This result is presented within Other gains (losses). We expect that average annual harvest volumes for trout will be between 8,000 and 9,000 MT WFE with effect from 2023 until the current agreement expires. This agreement could be extended until 2028.

II. Sanitary and Productive Conditions

Atlantic salmon mortality in Q4 2023 was 1.8%, compared to 0.9% in Q4 2022 and 1.5% in Q4 2021, during the same cycle at comparative sites. For the full year 2023, mortality reached 5.0%, compared to 4.6% in 2022.

The Atlantic salmon ex-cage cost for Q4 2023 was USD 4.89/kg WFE, equivalent to USD 4.55/kg live weight. This was 16.3% higher than in Q4 2022 and 15.2% higher than in Q4 2021, at similar sites during the previous cycle. These costs were affected by 65% of harvest volumes coming from one site that had SRS outbreaks and sea lice infestations, which affected treatment costs, feeding habits and consequently average harvest weights. These costs were also affected by higher salmon feed prices.

Atlantic salmon mortality* (%)



Atlantic salmon ex-cage live weight cost (USD/kg)



* Total quarterly mortality (number of fish) including both closed and open sites. Includes closed sites affected by the HAB.

The seasonally adjusted trends over the last 12 months and the previous cycle in the main production and sanitary variables for closed cycle Atlantic salmon are as follows with improvements as (+) and deteriorations as (-). Most of them have substantially improved over recent years.

Atlantic salmon	Biological Indicators					Sustainability Indicators				
	FCRb (Live weight)	Productivity kg WFE/smolt	Average harvest weight kg WFE	Antibiotic use Gr/MT	Antiparasitic treatments Gr/MT	Average antibiotic treatments	Medicinal treatments (baths) Gr/MT	Number of escapes	Cycle duration / Fallow periods	FIFO Ratio
LTM 2019	1.19	4.7	5.1	521.5	10.9	1.7	18.8	0	16/8	0.56
LTM 2020	1.17	4.9	5.4	506.9	10.1	2.2	10.1	37,150	17/7	0.57
LTM 2021	1.14	3.2	4.3	703.1	7.8	2.7	7.8	0	16/8	0.63
LTM 2022	1.09	4.3	4.9	491.9	5.6	2.5	5.5	0	15/9	0.47
LTM 2023	1.07	4.7	5.2	361.3	5.1	1.7	5.1	0	14/10	0.49
23/22	+	+	+	+	+	+	+	=	+	+
23/21	+	+	+	+	+	+	+	=	+	-

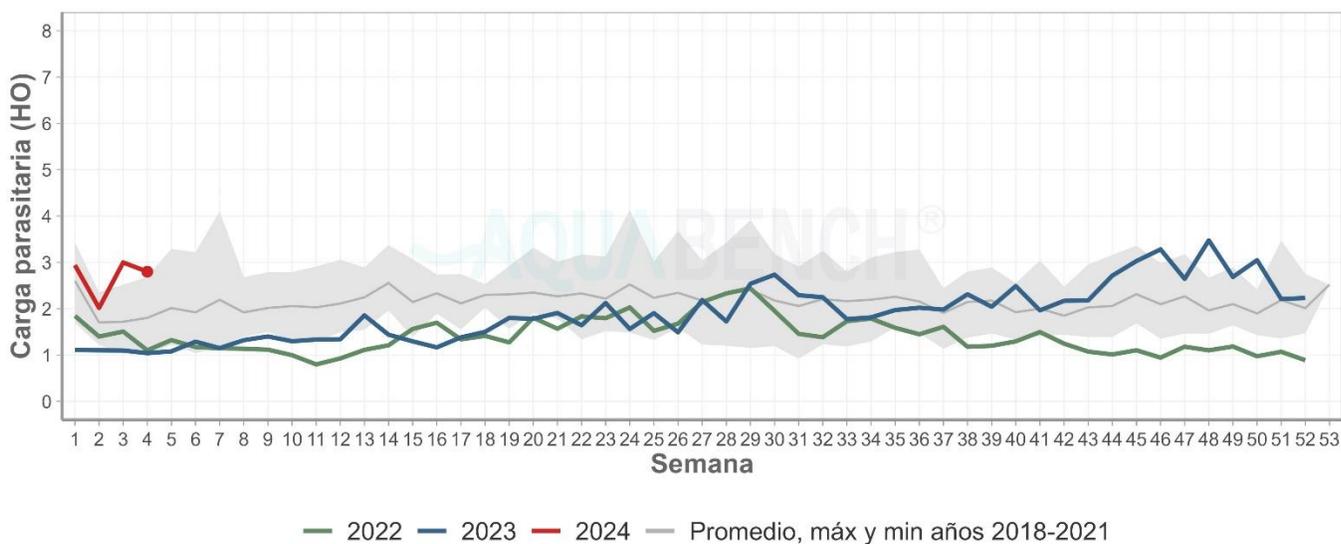
The biological conversion ratio continued to improve and reached 1.07 during 2023. As did the FIFO indicator, which was lower than its long-term target and lower than the targets set by the Sustainability Linked Loan. Smolt productivity is measured as biomass harvested/number of smolts stocked and it improved to 4.7 kg WFE/smolt in 2023, which was 8% higher than in 2022 and 48% higher than in 2021. Average closed-cycle harvest weight was 5.2 kg WFE, which was 7% higher than in 2022, and 20% higher than the previous cycle in 2021.

Antibiotic use fell by 27% in 2023 compared to 2022 and by 49% compared to 2021, due to improved environmental conditions and the antibiotics reduction plan.

Marine cycles were reduced from 15 to 14 months, and as a result the period that marine farming sites are left fallowed extended by one month in 2023.

As of the date of this report, Salmones Camanchaca had two farming sites classified as sea lice High Propagation Sites (HPS), where more than three incubating females on average have been spotted, and these are currently being harvested.

Figure 1: Comparison of weekly abundance of incubating females in the Chilean industry



Source: Aquabench

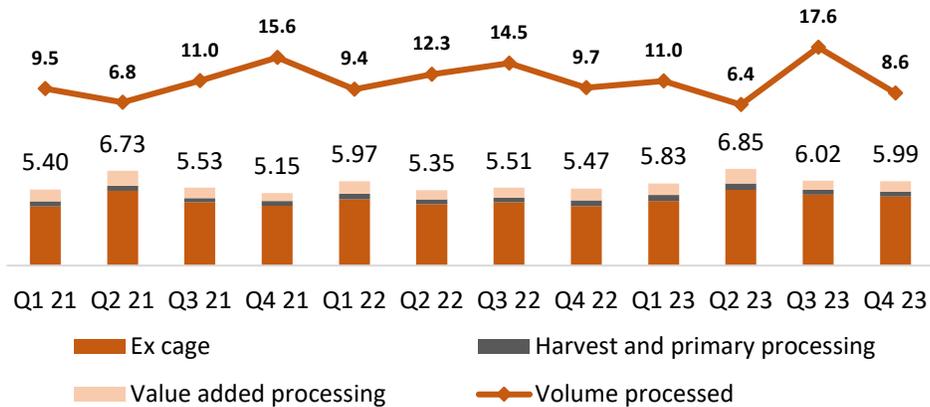
Accordingly, Atlantic salmon costs in Q4 2023 were as follows.

Costs (USD/kg WFE)	Q4 2021	Q4 2022	Q4 2023
Ex cage (WFE)	4.24	4.21	4.89
Harvest and primary processing (WFE)	0.33	0.42	0.34
Value-added processing (WFE)	0.58	0.84	0.75
Processing cost (WFE)	0.91	1.26	1.10
Total cost of finished product (WFE)	5.15	5.47	5.99

Primary and secondary processing costs totaled USD 1.10/kg WFE, a decrease over the USD 1.26/kg WFE during Q4 2022, mainly due to only harvesting sites in the Tenth region with lower logistics costs and a product mix with lower added value.

As a result, the total cost of finished products was USD 5.99/kg WFE, which was USD 0.52 higher than Q4 2022 and USD 0.84 higher than the previous cycle in Q4 2021.

Total cost of Atlantic salmon finished products (USD/kg WFE) and processed volume (MT WFE) by quarter



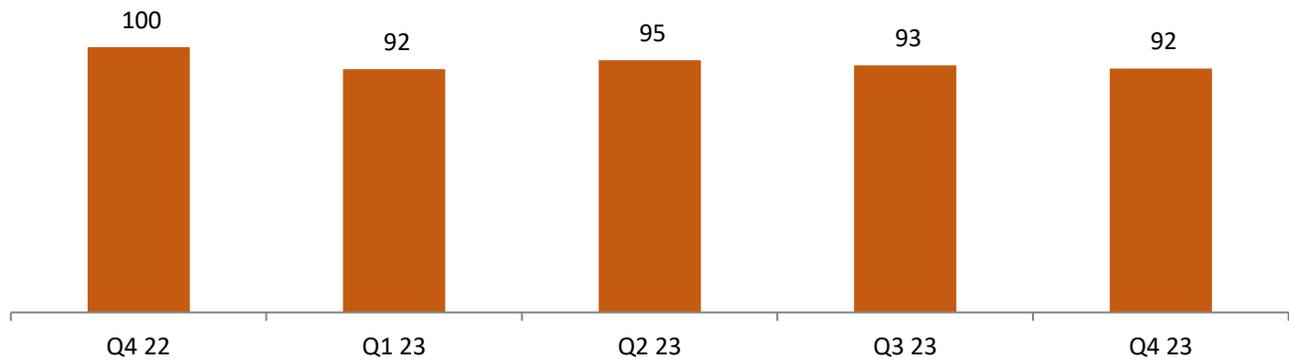
* Q3 2021 and Q1 2022 include raw materials purchased from third parties.

III. Feed Costs

The feed price for fish weighing more than 2.5 kg, which represents approximately 40% of the Company's total feed cost, decreased by 8.0% during the quarter compared to Q4 2022. Although these costs have been high since the end of 2022, they have begun to fall this year. The conditions that have influenced these high prices have been increases in the price of ingredients for fish feed, Peruvian fishing catches that have been affected by the El Niño current, and general inflation. These changes have a delayed impact on the Company's performance, as fish must be harvested and sold before their effect can be seen in the net income statement.

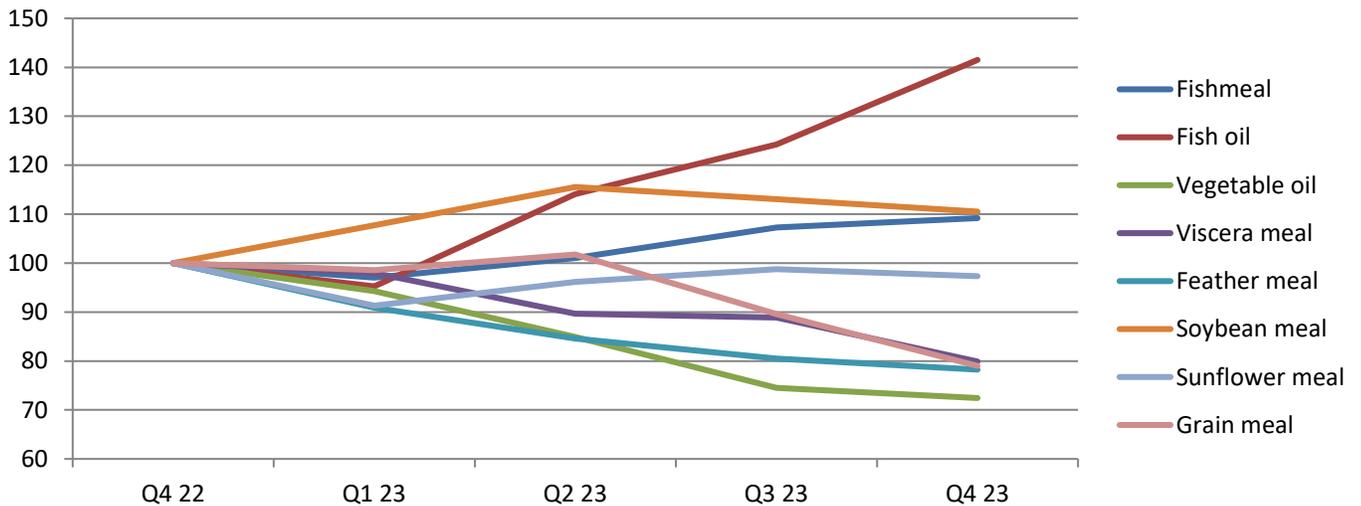
Fish feed prices for the marine grow-out stage (Salmones Camanchaca) USD/kg

Base 100 Q4 2022



Source: Internal data, Salmones Camanchaca price including pigment. Excludes medicated feed, feed additives and supplements

Price of main ingredients USD/MT (Base 100: Q4 2022)



Source: Internal data, Salmones Camanchaca

Subsequent Events

No subsequent events occurred after December 31, 2023, that materially affect Salmones Camanchaca's business or its financial results.

Company's Outlook

Industry forecasts

As of the date of this report, the world supply of Atlantic salmon may grow by 2% in 2024 compared to 2023, according to forecasts from Kontali. It forecasts a 5% decrease in production in Chile during 2024, composed of a decrease in Q1 of 12%, in Q2 of 5% and in Q3 of 2%, followed by an increase in Q4 of 1%.

Salmones Camanchaca estimates its 2024 harvest volumes based on the fish currently growing-out at sea. These are between 46,000 and 48,000 MT WFE for Atlantic salmon and between 4,000 and 5,000 MT for Coho salmon. Therefore, the total harvest volume is estimated to be between 50,000 and 53,000 MT WFE for both species.

Atlantic salmon harvest volumes for 2025 are expected to be between 53,000 and 55,000 MT WFE, and for Coho salmon between 3,000 and 4,000 MT WFE. Therefore, the total harvest volume is expected to be between 56,000 and 59,000 MT WFE for both species.

Main Risks and Uncertainties

External variables might materially impact the Company's annual performance. The main variable affecting revenue is the price of Atlantic salmon, while the main variable affecting costs is the sanitary and environmental status of farming sites and fish feed prices.

Salmon farming is exposed to various risks that Salmenes Camanchaca manages using a risk matrix that guides the Company in order to: i) review and update the critical risk inventory and generate a map that helps manage risks; ii) assess these risks on the basis of impact and probability parameters that indicate priorities; iii) implement an internal control plan based on the risk map that focuses resources on the most vulnerable areas; iv) generate strategies to reduce their probability and impact, including insurance wherever this is feasible and financially attractive. These risk maps guide management to continuously mitigate each risk and establish the corresponding responsibilities, as well as review the frequency and severity of internal controls to validate the effectiveness of its mitigating measures.

a. Phytosanitary Risks

The Company is exposed to the risk that disease or parasites can affect the biomass, increase mortalities or reduce growth, and thereby affect costs, production volumes and sales. Examples of these risks are increases in parasitic concentrations, outbreaks of SRS or ISA in 2008-2009. Salmenes Camanchaca has adopted standards to reduce these risks and comply with the requirements of the authority, such as fallow periods, fish density in cages, monitoring and reporting the biomass and its biological condition, vaccinations against ISA and SRS, smolt production in closed hatcheries, harvests in wellboats, coordinated anti-parasite baths, net cleaning, and supplemental oxygen for fish farms.

The risks associated with increased concentrations of parasites can result in early harvests, under certain circumstances, with consequent lower harvest weights that may limit their usability. The Company rigorously applies anti-parasitic treatments and diversifies its treatment options to mitigate these risks.

b. Natural Risks

The Company is exposed to natural hazards that may affect its business, such as pronounced oxygen deficiency events or harmful algae blooms, such as those seen in the Reñihue and Comau fjords between the end of Q4 2020 and the beginning of Q2 2021. It is also exposed to volcanic eruptions such as the Calbuco volcano in 2015, storm surges, tsunamis, earthquakes, natural predators, water pollution and other factors that can threaten the biomass and production infrastructure, such as the severe currents produced by heavy rains in May 2020 that affected the Punta Islotes site. Furthermore, it is exposed to external risks that affect people working in aquaculture, such as highly contagious diseases that limit normal production, intermediate or final logistic chains that can limit production and sales, such those imposed by the COVID-19 pandemic.

The Company is constantly monitoring these variables and seeking the best available sites, the latest risk prevention technologies and tools available in Chile, developing contingency plans, and negotiating appropriate insurance coverage for these risks, where available.

c. Fire Risks

Salmenes Camanchaca's industrial facilities, processing plants and hatcheries are exposed to the risk of fires caused internally, for example working with heat, handling flammable products, short circuits, etc. or caused by nature, for example earthquakes, volcanic eruptions, tsunamis or adjacent forest fires. Salmenes Camanchaca has introduced preventive measures to protect itself from this risk, which include teams of experts responsible for these risks at each location, updated maintenance plans for equipment and facilities that keep incandescent sources of heat near

its plants under control, a water network with water storage tanks where the risk is greater and other measures. The Company has insurance policies to cover these risks, together with additional coverage for compensation due to stoppages at the locations where it is possible.

The value-added plant operated by Salmones Camanchaca in Tomé, Bio Bio region, was exposed to an imminent fire during the first few days of February 2023, due to multiple catastrophic fires in the Maule, Bio Bio and Araucanía regions. No-one was harmed, there was no damage to the plant and it is currently operating normally, due to the preventive measures taken by the Company. These included its significant investment in 2022 in water networks constructed to NFPA (National Fire Protection Association) standards, together with a responsible response from the risk managers.

d. Product Sale Price Risks

The Company exports its products to numerous markets and evaluates the prices it obtains using a broad commercial network. The Company adjusts the speed of its sales in accordance with production and market conditions, which are constantly in flux. However, it does not accumulate inventory in order to gain from sale prices fluctuations in the future.

Prices are highly dependent on supplies from Norway and Chile and on fluctuations in exchange rates used by the Company's major trading partners, which affects demand in these markets. Demand may also fall for external reasons, such as in the restaurant and hotel segment in 2020 due to the COVID-19 pandemic. Salmones Camanchaca has sought to safeguard against this risk through diversifying its commercial network and flexing its range of products to enable its raw material to be sent to any market.

The Company complies with production standards and protocols applied by the country with the strictest requirements in the world, in order to take advantage of all available commercial opportunities. However, there is a risk that occasionally some markets may be limited as a result of tariff, para-tariff, war or sanitary measures, such as limited access to the Russian or Chinese markets. Should this occur, the Company believes that it is sufficiently diversified across various markets to divert trade elsewhere, although this may result in price decreases in the short-term depending on market conditions.

e. Purchase Price Risks

The Company is exposed to changes in the price of salmon feed, which represents about half its farming costs. Salmones Camanchaca ensures its diets achieve a balance between feed cost and nutritional quality at each fish development stage. The Company aims to produce a final product that contains the same amount of Omega 3 as wild salmon, as well as keeping the marine sourced feed compared to farmed fish (the fish in-fish out ratio) to less than 1:1. The Company has feed contracts with prices adjusted quarterly, on an ingredient cost plus defined margin basis. During the last few years, the prices of the main consumables used in production have remained stable, but raw material prices and global inflation began to rise during the second half of 2021.

f. Regulatory Risks

Aquaculture is strictly regulated by laws and regulations, so significant changes could have an impact on the Company's results. These regulations are mainly established by the General Law on Fisheries and Aquaculture, and its associated regulations that assign concessions, manage the biomass and set preventive sanitary standards. The Company is constantly monitoring changes in regulations in order to anticipate and mitigate any potential impact.

The regulations governing salmon farming densities were changed with effect from Q4 2016, and a smolt stocking reduction program was introduced (SRP) as an alternative to the general density regime. This program requires stocking and farming densities to be reduced when sanitary performance has fallen, or when smolt stockings are expected to grow in the area. The SRP mechanism gives producers the option to replace a reduction in density,

when appropriate, with a smolt stocking plan that considers growth containment with respect to the previous cycle, so maintaining densities at maximum permitted levels.

Since the Company's policy has been to use its assets to provide services to third parties/producers, it has routinely leased out several farming sites. Regulations attribute the history of concession use to the concession owner, enabling the Company to increase its smolt stocking and harvesting as it recovers farming sites leased to third parties, without affecting optimum density or smolt stocking in these areas. Therefore, as leased concession contracts expire, the Company expects Atlantic salmon harvests to grow to potentially 55,000 to 60,000 MT WFE at its own farming sites, plus another 15,000 to 20,000 MT WFE of other species.

Most of the concessions held by Salmenes Camanchaca for farming fish are of indefinite duration. However, in order to retain the concession, the current regulation requires a minimum amount of use to avoid their expiry. This has led the Company to operate some of its sites under risk of expiration at minimum capacity, which results in unproductive expenditure and generates a contradiction between the regulations requiring concessions to be used and regulations that restrict smolt stocking growth to retain favorable sanitary conditions.

Examples of these risks are limitations on smolt stocking due to anaerobic marine conditions in the concessions, the obligatory use of concessions to avoid them lapsing, and changes in anchoring requirements, all of which can materially impact costs.

The financial statements could be affected by changes in economic policies, specific regulations and other standards introduced by authorities.

g. Social and Political Risks

Specific social or political situations, such as riots or violence, may result in the Company's facilities being attacked and temporary operational and logistical interruptions, which may affect operational or commercial continuity. This may affect farming sites, processing plants, logistics using roads or ports, access to public services such as customs or health authorities, labor availability, or security at onshore facilities if there are strikes or protests. These situations can affect and delay harvests and export shipments. For example, the social unrest during the second half of 2019 and sabotage at the Maqui beach farming site in 2020.

The Company continuously monitors these situations to ensure that its staff, facilities and products are safe, and regularly evaluates mitigating measures, including whether insurance policies are cost-effective.

h. Criminal Liability of Legal Entities

Since the enactment of Law 20,393 and its subsequent amendments, the Company is liable for specific crimes committed by people working for it, or providing significant services. A conviction could damage its reputation, result in fines, or in extreme cases the legal entity could be terminated. The Company has mitigated these risks by implementing a Crime Prevention Model under Law 20,393 ("CPM"), which describes the organization, administration and supervision required to prevent these crimes, such as the crime of water pollution. This model has been certified uninterruptedly since 2015 and it has gradually incorporated the amendments to Law 20,393, which attest to its diligence in fulfilling its management and supervisory duties.

The new law on financial crimes has required the Company to adapt its CPM to cover a broader spectrum of situations and strengthen its preventive measures, which reduce the risks associated with this legislation.

i. Liquidity Risks

Liquidity risk is the risk of potential mismatches between the funds needed for investments in assets, operating expenses, finance costs, repayment of debt as it matures and dividend payments, and funding sources such as product sales revenue, collections from customers, disposal of financial investments and access to financing.

Salmones Camanchaca conservatively and prudently manages this risk by preparing cash flow forecasts that meet the expected conditions and maintain sufficient liquidity with access to third-party financing facilities, while carefully ensuring that it complies with all its financial obligations. Accordingly, it restructured its debt in 2013, 2017, 2020 and 2021.

j. Interest rate risk.

The Company is exposed to interest rate risk since its long-term financing includes a variable interest rate component, which is adjusted every six months and aligned with market conditions. The Company evaluates its hedging options, but has not used them during recent years. Exposure to this risk has increased as a result of increased rates worldwide and increased borrowing.

k. Foreign Exchange Risks

A substantial proportion of Salmones Camanchaca's revenue arises from contracts and commercial agreements in US dollars. However, given the diversity and importance of markets other than the North American market, which have historically represented close to 50% of total exports, any devaluation of the US dollar against these markets' currencies and/or the Chilean Peso, could have an impact on market demand and consequently on prices, which would affect the financial performance of the Company.

Corporate policy is to agree income, cost and expenses in US dollars whenever possible. The Company does not habitually hedge against local currency appreciation to cover Chilean peso expenses paid from export proceeds.

The Company borrows from financial institutions in U.S. dollars.

l. Credit Risks

1. Surplus cash investment risk

The Company has a highly conservative policy for investing its cash surpluses. This policy covers the quality of both financial institutions and their financial products. Its policy has been to reduce the use of credit when it has cash surpluses.

2. Sales Risks

The Company has credit insurance policies covering most sales that do not require immediate payment. The remaining sales are backed by letters of credit, advance payments, or are sales to customers with a long history of good payment performance.

Operational stoppages at ports or by customs or other facilities, as well as protests, marches or road blockages, may delay shipments of our products to the markets where they are sold. Therefore, the Company maintains surplus liquidity to cover these circumstances.

m. Business Continuity Risks

The Company operates an ERP platform called SAP version HANA, which produces the financial statements and is fed by specific peripheral systems, such as Mercatus, BUK, Innova, etc. These databases contain cloud security systems and protocols, firewalls, continual monitoring systems, the latest antivirus software that prevents and detects attacks in a timely manner, and other security measures. The Company continually tests this security by conducting Ethical Hacking and Ethical Phishing to identify any vulnerabilities. However, despite these precautions,

the Company is subject to attacks that may affect its data security leading to the potential risk of operational interruption, which could have financial consequences.

n. Products for Human Consumption Risks

Salmones Camanchaca operates its farming, harvesting, processing and logistics processes to high quality standards that exceed regulatory requirements, to ensure that its entire value chain guarantees that its products for human consumption are safe.

However, accidental or unintentional contamination, such as an interruption in the cold chain, or malicious sabotage, which is not promptly detected by our quality protocols, could potentially cause health problems for some consumers, resulting in liability claims and associated costs.

Financial Statements

Net Income Statement

Consolidated (ThUSD)	Q4 2023	Q4 2022	2023	2022
Operating revenue	94,647	98,629	353,914	372,961
Costs of sales	(92,547)	(75,222)	(315,494)	(294,101)
Gross margin	2,100	23,407	38,420	78,860
Administrative expenses	(2,136)	(2,574)	(10,230)	(9,573)
Distribution costs	(4,116)	(2,759)	(13,604)	(9,374)
Sales and administrative expenses	(6,252)	(5,333)	(23,834)	(18,947)
EBIT* before fair value adjustments	(4,152)	18,074	14,586	59,913
Depreciation	5,013	4,625	18,875	17,763
EBITDA** before fair value adjustments	861	22,699	33,461	77,676
Net fair value adjustments to biological assets	(107)	(7,499)	(7,867)	5,740
EBIT after fair value adjustments	(4,259)	10,575	6,719	65,653
EBITDA after fair value adjustments	754	15,200	25,594	83,416
Financial costs	(3,436)	(1,989)	(11,080)	(6,890)
Share of net income at associates	478	814	1,024	1,728
Exchange differences	68	70	141	(122)
Other gains (losses)	(1,970)	166	(5,331)	(290)
Financial income	6	103	42	394
Total non-operating expenses	(4,854)	(836)	(15,204)	(5,180)
Net income (loss) before taxes	(9,113)	9,739	(8,485)	60,473
Income taxes	2,589	(2,066)	2,494	(15,769)
Net income (loss) for the period attributable to owners of the parent company	(6,524)	7,673	(5,991)	44,704

Statement of Financial Position

ThUSD	12/31/2023	12/31/2022
Cash and cash equivalents	24,269	20,791
Other financial assets, current	54	54
Other non-financial assets, current	17,654	9,240
Trade and other receivables, current	16,624	14,684
Related party receivables, current	37,142	43,374
Inventories	89,944	57,985
Biological assets, current	142,277	136,071
Current tax assets	1254	1,777
Total current assets	329,218	283,976
Other financial assets, non-current	27	27
Other non-financial assets, non-current	112	112
Rights receivable, non-current	5,777	4,978
Equity method investments	3,809	2,854
Intangible assets other than goodwill	6,972	6,972
Property, plant, and equipment	124,603	121,592
Deferred tax assets	1,232	2,065
Total non-current assets	142,532	138,600
Total assets	471,750	422,576
Other financial liabilities, current	27,721	909
Operating lease liabilities, current	441	370
Trade and other payables, current	94,540	71,872
Related party payables, current	6,730	9,971
Other provisions, current	8,042	9,541
Employee benefit provisions, current	2,129	1,740
Total current liabilities	139,603	94,403
Other financial liabilities, non-current	119,043	94,956
Operating lease liabilities, non-current	1826	405
Trade and other payables, non-current	165	157
Deferred tax liabilities	15,347	18658
Employee benefit provisions, non-current	902	945
Total non-current liabilities	137,283	115,121
Total Liabilities	276,886	209,524
Share capital	139,814	139,814
Share premium	2,286	2,286
Retained earnings	30,743	48,889
Other reserves	22,021	22,063
Total equity	194,864	213,052
Total equity and liabilities	471,750	422,576

Statement of Cash Flows

ThUSD	Q4 2023	Q4 2022	2023	2022
CASH FLOW FROM (USED BY) OPERATING ACTIVITIES				
Proceeds				
Proceeds from sales of goods and services	70,233	96,936	378,187	457,585
Payments				
Payments to suppliers for goods and services	(40,084)	(87,257)	(335,152)	(348,981)
Payments to and on behalf of employees	(8,661)	(7,874)	(35,319)	(28,971)
Dividends received	0	1,881	0	2,789
Interest paid	(4,783)	(2,609)	(8,629)	(6,456)
Interest received	2	14	38	36
Income taxes refunded (paid)	0	0	(32)	(2)
Net cash flow from (used by) operating activities	16,707	1,091	(907)	76,000
CASH FLOW FROM (USED BY) INVESTING ACTIVITIES				
Proceeds from disposals of property, plant and equipment	58	(55)	64	141
Purchases of property, plant and equipment	(4,927)	(2,653)	(20,255)	(28,801)
Net cash flows from (used by) investing activities	(4,869)	(2,708)	(20,191)	(28,660)
CASH FLOW FROM (USED BY) FINANCING ACTIVITIES				
Proceeds from issuing shares	0	0	0	6
Proceeds from loans	0	0	49,000	0
Loan repayments	0	(5,000)	0	(58,000)
Dividends paid	0	0	(24,310)	0
Net cash flows from (used by) financing activities	0	(5,000)	24,690	(57,994)
Effects of exchange rate changes on cash and cash equivalents	144	696	(114)	(724)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	11,982	(5,921)	3,478	(11,378)
CASH AND CASH EQUIVALENTS AT THE START OF THE PERIOD	12,287	26,712	20,791	32,169
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	24,269	20,791	24,269	20,791

Statement of Changes in Equity

ThUSD	Share capital	Share premium	Foreign currency translation reserve	Actuarial gains and losses on defined benefit plans reserve	Other reserves	Total other reserves	Retained earnings (accumulated losses)	Total equity
Opening balance as of January 1, 2022	139,810	2,284	-1,310		23,515	22,205	16,340	180,639
Capitalized share premium	4	2						6
Changes in equity								
Dividends accrued							-12,155	-12,155
Comprehensive income								
Net income (loss) for the year							44,704	44,704
Other comprehensive income			-145	3		-142		-142
Closing balance as of December 31, 2022	139,814	2,286	-1,455	3	23,515	22,063	48,889	213,052
Opening balance as of January 1, 2023	139,814	2,286	-1,455	3	23,515	22,063	48,889	213,052
Changes in equity								
Minimum dividend provision							-12,155	-12,155
Dividends paid according to JGOA							-24,310	-24,310
Comprehensive income								
Net income (loss) for the year							-5,991	-5,991
Other comprehensive income			-70	28		-42		-42
Closing balance as of December 31, 2023	139,814	2,286	-1,525	31	23,515	22,021	30,743	194,864

Additional Information

Analysis of Key Financial Indicators

This section compares the Company's key financial indicators based on its consolidated financial statements as of December 31, 2023, compared to December 31, 2022.

	12/31/2023	12/31/2022
Liquidity Indicators		
1) Current Liquidity	2.36	3.01
2) Acid Ratio	0.69	0.95
3) Working Capital (USD million)	189.6	189.6
Debt Indicators		
4) Net debt ratio	1.30	0.89
5) Current Liabilities / Total Liabilities	0.50	0.45
6) Non-Current Liabilities / Total Liabilities	0.50	0.55
Profitability Indicators	(Last 12 months)	(Last 12 months)
7) Return on Equity	(3.1%)	21.0%
8) Return on Assets	8.1%	18.7%

Notes:

1) Current liquidity: Current Assets / Current Liabilities

2) Acid ratio: Current Assets Net of Inventory and Biological Assets / Current Liabilities

3) Working capital: Current Assets - Current Liabilities

4) Net debt ratio: Total Liabilities - Available Cash / Total Equity

7) Return on equity: Net income (loss) attributable to owners of the parent company / Total equity

8) Return on assets: Gross margin before fair value adjustment / Total assets

The current liquidity ratio decreased by 21.6%, mainly due to a smaller increase in current assets (+16%) compared to the increase in current liabilities (+48%). These changes have already been explained in the financial position analysis. Working capital remained the same at USD 189.6 million.

The acid ratio decreased by 27.1% compared to year-end 2022 mainly due to the increase in current liabilities of USD 45.2 million being greater than the increase in current assets net of inventory and biological assets of USD 7.1 million. These changes have already been explained in the financial position analysis.

The net debt ratio increased to 1.30 from 0.89 as of December 2022, mainly due to an increase in liabilities net of cash of USD 63.9 million and a decrease in equity of USD 18.2 million. The long-term liabilities ratio reduced from 0.55 to 0.50. These changes have already been explained in the financial position analysis.

Return on equity was negative 3.1% as of December 31, 2023, and the return on assets was positive 8.1%, mainly due to the financial performance for the year.

Cumulative Indicators

	12/31/2023	12/31/2022
a. Atlantic salmon sites harvested during the period	9	13
b. Atlantic salmon harvest volumes for the period (MT WFE) / Site	4,895	3,426
c. Atlantic salmon farming density (kg/m3)	9.6	8.6
d. Atlantic salmon marine group survival rate at harvest	91%	84%
e. Coho salmon sites harvested during the period	4	3
f. Coho salmon harvest volumes for the period (MT WFE) / Site	2,860	1,343
g. Coho salmon farming density (kg/m3)	6.42	5.76
h. Coho salmon marine group survival rate at harvest	88%	91%
i. Operational EBIT before fair value adjustments (USD million)	14.6	59.9
j. Atlantic salmon EBIT/kg WFE*	0.62	1.19
k. Coho salmon EBIT/kg WFE*	(0.62)	1.44

Notes:

a and e. Atlantic and Coho salmon sites harvested during the period

b and f. Harvest volumes during the period (MT WFE) / Number of harvested sites, expressed in MT WFE / Site.

c and g. Average farming density, expressed in kg per cubic meter for sites harvested during the corresponding period.

d and h. Survival rate for harvested fish groups compared to smolt stocking. A harvest group is fish of a similar origin and strain.

i. Gross margin before fair value adjustment - administrative expenses - distribution costs for the salmon farming division

j and k. (Gross margin before fair value adjustment - administrative expenses - distribution costs) / kg WFE of own Atlantic/Coho salmon sold

- EBIT/Kg calculation presented by Salmones Camanchaca as a profitability indicator of the units actually sold and shipped to final buyers/customers, therefore excludes any provision made on inventories. These provisions are made on the finished products inventory both in Chile and in international offices and are related to situations where the estimated sales prices are lower than those products cost (Net Realization Value, NRV). These effects, which are considered in the EBITDA and EBIT, reached negative USD 6.0 million in 2023 in the case of Coho, and negative USD 2.7 million in the case of Atlantic.

Biomass Fair Value

For the year ended December 31, 2023 (ThUSD)

	Gain (loss) on fair value adjustments to biological assets		Cost of biological assets harvested and sold	
	As of 12-31-2023	As of 12-31-2022	As of 12-31-2023	As of 12-31-2022
Salmonids	13,766	57,130	(21,633)	(51,390)

The net effect of the fair value adjustment of the salmon biomass is reflected in two accounts:

- “Gain (loss) on fair value of biological assets” records the estimated gain or loss for the period from valuing the biomass of live and harvested fish at the end of each month that will be sold in future periods. It can be positive or negative based on changes in the biomass, its cost, the quality of concessions and the market price. A gain of USD 13.8 million was recorded for the fair value adjustment of the live and harvested biomass as of December 31, 2023, compared to a gain of USD 57.1 million as of the same date last year.
- “Cost of biological assets harvested and sold” records the realized gain or loss on the live biomass, and the biomass harvested in current and prior periods that was sold in the current period. This account reverses the estimated gain or loss for the current and prior periods and the result of the transaction is recorded in operating revenue and cost of sales. The net effect on the biomass sold as of December 31, 2023 was a negative margin of USD 21.6 million, after reversing the positive margin forecast in prior periods, compared to a negative margin of USD 51.4 million as of December 31, 2022.

The net effect of the fair value adjustments for the salmon biomass as of December 31, 2023 was negative USD 7.9 million, as opposed to the positive USD 5.7 million as of December 31, 2022.

Differences between the market and book values of principal assets

Biological assets include the following.

Biological assets include groups of breeders, eggs, smolts and fish at marine grow-out sites. They are evaluated at initial recognition and through-out their growth.

Live fish inventories at all their freshwater stages, which are breeders, eggs, fry and smolts. These are valued at accumulated cost as of the reporting date.

The fair value valuation criteria for fish at marine grow-out sites includes the value of the concession as a component of the farming risk, in accordance with the definition in IAS 41. Therefore, a valuation model has been adopted that calculates the Fair Value Adjustment (FVA) by applying a risk factor to the expected biomass margin at each marine grow-out site.

The estimated fair value of fish biomass is based on the volume of fish biomass, average biomass weights, cumulative biomass costs for each site, estimated remaining costs and estimated sales prices.

Volume of fish biomass

The volume of fish biomass is an estimate based on the number of smolts in the sea, an estimate of their growth, identified mortality in the period, average weights, and other factors. Uncertainty with respect to the volume of biomass is normally lower in the absence of bulk mortality events during the cycle, or if the fish catch acute diseases.

The biomass is the weight when it is calculated for each farming site. The target harvest weight depends on each site.

Cumulative Costs

Cumulative costs for farming sites at the date of the fair value calculation are obtained from the Company's accounts.

Remaining Costs

Estimated remaining costs are based on the forecast direct and indirect costs that will affect the biomass at each site through to final harvest.

This estimate is refined at each calculation, and uncertainty reduces as the harvest approaches.

Operating revenue

Operating revenue is calculated using several sales prices forecast by the Company for each month based on future price information from public sources, adjusted to historical price behavior from the main destination market for our fish. This is reduced by the costs of harvesting, processing, packaging, distribution and sale.

A fair value adjustment is applied to all fish at marine grow-out sites, under the current model. Changes in the fair value of biological assets are recorded in the statement of net income for the period. All biological assets are classified as current biological assets, as they form part of the normal farming cycle that concludes with harvesting the fish.

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 includes prices, costs and volumes that are estimated by the Company.