



## **SALMONES CAMANCHACA S.A. AND SUBSIDIARIES**

### **Earnings Report on the Consolidated Financial Statements**

For the period ended March 31, 2024

#### **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 48,000 and 51,000 MT WFE and for 2025 between 58,000 and 61,000 MT WFE. Salmones Camanchaca participates in trout farming through a one third share of an ACP, which uses Salmones Camanchaca farming sites in coastal-estuarine waters, and currently harvests an average of 9,000 MT WFE per year.*

*Salmones Camanchaca has 1,900 employees on average, 60% of whom work in its value-added plant. The main Atlantic salmon sales markets are the USA and Mexico.*

## Highlights for the first quarter 2024 (Q1 2024)

- **Operating revenue was USD 117.1 million in Q1 2024**, an increase of 3% over Q1 2023, mainly due to a 4% increase in Atlantic salmon sales volumes, while for Coho salmon volumes more than doubled from Q1 2023. This was partially offset by lower sales prices of 13% for Atlantic salmon and 27% for Coho salmon.
- **Atlantic salmon harvest volumes for Q1 2024 were 9,911 MT WFE**, a decrease of 11% compared to Q1 2023 of 11,089 MT WFE, mainly due to lower average weights of 4.4 kg WFE in Q1 2024 versus 5.0 kg WFE. The four sites harvested were affected by fish lacking appetite due to high solar radiation, and by the corresponding decision to postpone the harvest at one of the sites to Q2 2024 with expected weight recovery. Inventories as of March 31, 2024, were 3,000 MT WFE, a decrease of 15% over the same quarter in 2023, and a decrease of 45% over December 31, 2023. **Coho salmon harvests for the quarter were 1,139 MT WFE**, a decrease of 54% over Q1 2023, and **the 2023-2024 season ended at 10,087 MT WFE harvested fish**, compared to 5,856 MT WFE for the previous season. Coho salmon inventories were 4,300 MT WFE as of March 31, 2024, an increase of 51% over March 31, 2023, but a decrease of 52% over December 31, 2023.
- **The quarterly cost of harvested Atlantic salmon (ex-cage, live weight) was USD 4.91/kg**, an increase of 15% over Q1 2023, pressured by low harvest weights and sea lice presence at a farming site that represented 24% of the harvest for the quarter and with a cost of USD 6.2/kg LW.
- **Atlantic salmon processing costs including transporting the harvested biomass were USD 1.18/kg WFE**, which was lower than USD 1.24/kg WFE for Q1 2023, mainly due to lower outsourced processing and exchange rate effects, but still higher than the target cost of USD 1/kg for the smaller harvest.
- Consequently, higher costs and lower prices generated a **gross margin for the quarter of USD 5.8 million**, a decrease of USD 21.2 million over Q1 2023 when market prices were much higher, and the margin was USD 27 million.
- **EBIT was negative USD 0.7 million**, comprised of positive USD 2.2 million for Atlantic salmon and negative USD 2.9 million for Coho salmon. This was much lower than the overall positive USD 20.9 million for Q1 2023. **EBITDA was USD 4.3 million for Q1 2024**, which compares with USD 25.4 million in Q1 2023.
- **Atlantic salmon EBIT/kg WFE<sup>1</sup> was positive USD 0.19 in Q1 2024**, which compares to positive USD 1.75/kg WFE in Q1 2023, due to the same reasons as commented above. **Coho salmon EBIT/kg WFE<sup>1</sup> was negative USD 1.02**, lower than the positive USD 0.39 in Q1 2023 when there were higher prices and lower distribution costs due to faster inventory turnover.
- **The net loss for Q1 2024 was USD 1.3 million**, compared to net income of USD 7.9 million in Q1 2023. There was a positive fair value adjustment of USD 3.4 million in Q1 2024 compared to a negative USD 7.5 million in the same period last year, which is due to prices falling faster at the end of Q1 2023 than at the end of Q1 2024. Furthermore, the trout joint accounts association (ACP) business generated a net loss of USD 1.7 million for the quarter, compared to a net loss of USD 0.4 million in Q1 2023.
- In reference to the trout ACP, an early terminate agreement has been achieved, by which the financial implication will be terminated in the first half of 2025.
- **The cash balance as of March 31, 2024 was USD 13.6 million**, compared to USD 11.1 million as of March 31, 2023, **while Net Financial Debt was USD 136 million** compared to USD 87 million as of March 31, 2023. The increase in net debt is due to negative cash flow in the quarter and higher biomass. Thus, the Net Debt to EBITDA ratio for the last 12 months was 11.05, which reflects the lower financial performance in the quarter.

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<sup>1</sup> EBIT/kg is presented by Salmones Camanchaca as a profitability indicator on sales to end customers and it excludes any inventory provisions. These provisions apply to finished goods inventories in Chile and at its international sales offices. They arise when the estimated sale price is lower than the cost of those products. The variation of these provisions are included in EBITDA and EBIT, which for Coho salmon was positive USD 2.6 million in Q1 2024, and for Atlantic salmon it was positive USD 0.1 million.

- Smolt stocking has been completed and normal production parameters are expected. **Atlantic salmon harvest volumes for 2024 are forecast to be between 44,000 and 46,000 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 the last 12 months (LTM) to March 31, 2024, compared to LTM to March 31, 2022 for comparable sites in the same areas, with a 37% reduction in antibiotics use, a 33% reduction in antiparasitics use and a 5% improvement in biological conversion ratio, which improved from 1.14 in 2022 to 1.08 in 2024.

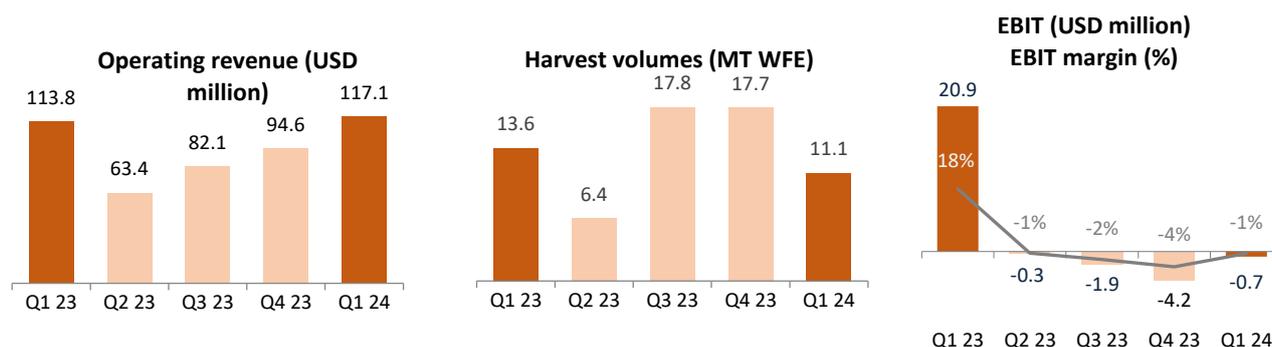
## Key Figures

ThUSD	3m 2024	3m 2023	Δ%
Operating revenue	117,100	113,794	2.9%
EBITDA* before fair value adjustments	4,280	25,414	(83.2%)
EBIT** before fair value adjustments	(731)	20,901	-
EBIT margin %	(0.6%)	18.4%	(1,899 pb)
Net fair value adjustments to biological assets	3,403	(7,456)	-
Net income (loss) for the period	(1,250)	7,934	-
Earnings per share (USD)	(0.0168)	0.1069	-
<b>Atlantic salmon</b>			
Harvest volumes (MT WFE)	9,911	11,089	(10.6%)
Sales volumes (MT WFE)	12,317	11,871	3.8%
Ex-cage harvesting costs (USD/kg live weight)	4.91	4.27	15.1%
Ex-cage harvesting costs (USD/kg WFE)	5.28	4.59	15.1%
Processing costs (USD/kg WFE)	1.18	1.24	(4.6%)
Price (USD/kg WFE)***	6.76	7.80	(13.4%)
EBIT/kg WFE (USD)***	0.19	1.75	(89.2%)
Inventories (MT WFE)	2,981	3,499	(14.8%)
<b>Coho salmon</b>			
Harvest volumes (MT WFE)	1,139	2,491	(54.3%)
Sales volumes (MT WFE)	5,793	2,683	115.9%
Ex-cage harvesting costs (USD/kg WFE)	3.51	4.28	(18.0%)
Processing costs (USD/kg WFE)	1.26	1.03	22.6%
Price (USD/kg WFE)***	4.75	6.55	(27.4%)
EBIT/kg WFE (USD)***	(1.02)	0.39	-
Inventories (MT WFE)	4,329	2,869	50.9%
Financial Debt	149,841	98,134	52.7%
Net Financial Debt	136,209	87,061	56.5%
Equity Ratio	43.8%	52.4%	(855 pb)
Net Financial Debt / LTM EBITDA	11.05	0.88	1161.1%

\* 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 and price per kg are presented by Salmones Camanchaca as profitability indicators on sales to end customers and they exclude any inventory provisions. These provisions apply to finished goods inventories in Chile and at international sales offices and are related to situations where the estimated sales prices are lower than the cost of those products (Net Realization Value or NVR).



# Financial Performance

## First quarter 2024 results

Salmones Camanchaca harvested 9,911 MT WFE of Atlantic salmon in Q1 2024, a decrease of 10.6% over the Q1 2023 harvest volume of 11,089 MT WFE, but sales volumes were 12,317 MT WFE, an increase of 3.8% over the same period in 2023, thus reducing inventories from 5,464 MT WFE at the end of 2023 to 2,981 MT WFE. Coho salmon harvest volumes during the first quarter of 2024 were 1,139 MT WFE, which compares to 2,491 MT WFE in Q1 2023, and sales volumes were 5,793 MT WFE compared to 2,683 MT WFE in Q1 2023, thus reducing inventories to 4,329 MT WFE from 8,947 MT WFE as of December 31, 2023. The 2023-2024 Coho salmon season ended in January 2024, with total harvest volumes of 10,087 MT WFE.

The average sales price for Atlantic salmon was USD 6.76/kg WFE, a decrease of 13% over Q1 2023. This average price reduction was partially offset by Atlantic salmon sales volumes increasing by over 4%, which reduced the year-end inventories for 2023. The average sales price for Coho salmon fell 27% due to increased Chilean supply during the 2023 season and devaluation of the Japanese currency, which affected prices not just in that market but also globally. However, sales volumes were 5,793 MT WFE, which more than doubled Q1 2023 sales volumes. This resulted in total operating revenue of USD 117.1 million, an increase of 3% over Q1 2023. Market prices sharply increased during the first part of the quarter, which caused the increase for Salmones Camanchaca's raw material return to lag due to previous longer trade agreements for its value-added products.

The ex-cage live weight cost of Atlantic salmon was USD 4.91/kg for the quarter, an increase of 15% over Q1 2023, pressured by low average harvest weights of 4.4 kg WFE in Q1 2024 versus 5.0 kg WFE in Q1 2023 at the four farming sites harvested, due to fish lacking appetite in the summer and low oxygen levels and sea lice presence at one site that represented 24% of the quarter's harvest volumes.

Primary and secondary processing costs for Atlantic salmon totaled USD 1.18/kg WFE, a decrease over the USD 1.24/kg WFE for Q1 2023, mainly due to lower outsourced processing and exchange rate effects.

There were no extraordinary mortality events during the quarter, nor in the same quarter last year.

Consequently, gross margin was USD 5.8 million, due to higher costs and falling prices, which was lower than the USD 27.0 million for Q1 2023.

The Company's administrative and sales expenses increased by 7% compared to Q1 2023 to USD 6.6 million, due to 20% higher warehousing costs to store frozen products, partially offset by lower administrative expenses, which decreased by 8%.

EBIT before fair value adjustments for Q1 2024 was negative USD 0.7 million, comprised of positive USD 2.2 million for Atlantic salmon and negative USD 2.9 million for Coho salmon. This compares to overall positive USD 20.9 million for Q1 2023.

EBIT/kg WFE for Atlantic salmon was USD 0.19/kg WFE for Q1 2024, compared to USD 1.75/kg WFE for Q1 2023. Coho salmon sales volumes in Q1 2024 were 5,793 MT WFE, compared to 2,683 MT WFE in Q1 2023, with an EBIT/kg WFE of negative USD 1.02, compared to positive USD 0.39 in Q1 2023.

EBIT/kg that is presented by Salmones Camanchaca as a profitability indicator on sales to end customers, excludes any inventory provisions. These provisions apply to finished goods inventories in Chile and at international sales offices. They arise when the estimated sale price is lower than the cost of those products. The variation of these provisions is included in EBITDA and EBIT, which for Coho salmon was positive USD 2.6 million in Q1 2024, and for Atlantic salmon it was positive USD 0.1 million. These provisions as of March 31,

2024 totaled USD 3.5 million for Coho salmon and USD 2.8 million for Atlantic salmon, which could be reduced if sales prices increase.

The net fair value adjustment for Q1 2024 was positive USD 3.4 million, compared to negative USD 7.5 million in Q1 2023. The increase of USD 10.9 million was due to smaller reversals of forecasted positive margin this quarter compared to the same quarter last year.

Financial expenses increased from USD 2.3 million in Q1 2023 to USD 3.6 million in Q1 2024, associated with increased financial debt that totaled USD 149.8 million as of March 31, 2024, compared to USD 98.1 million as of March 31, 2023, and an increase in the reference interest rate for bank loans.

Other gains and losses were negative USD 1.7 million, compared to negative USD 0.4 million in Q1 2023. This was explained by the trout ACP business, which generated a net loss for the Company of USD 1.7 million for the quarter, compared to a net loss of USD 0.4 million in Q1 2023. This business was affected by higher costs and lower sales prices in its principal market, which is Japan. This market was also weakened by the yen devaluation.

Consequently, the Company had a net loss after taxes for Q1 2024 of USD 1.3 million, compared to net income for Q1 2023 of USD 7.9 million.

#### Cash flow in Q1 2024

Net cash flow in Q1 2024 was negative USD 10.6 million compared to negative USD 9.7 million in Q1 2023, which was explained by:

- Negative cash flow from operating activities of USD 6.2 million, compared to a negative USD 4.4 million in Q1 2023, which was due to lower sales revenue for the first quarter associated with lower prices, and the working capital required for Coho farming and for the Company's Atlantic salmon harvest plan for 2025.
- Negative cash flow from investing activities of USD 3.9 million in Q1 2024, compared to negative USD 5.9 million used in Q1 2023, due to maintaining assets and preparing Atlantic salmon farming sites in the Eleventh region under the Company's production plan.
- There was no cash flow from financing activities in Q1 2024 nor in Q1 2023.

Salmones Camanchaca had net cash of USD 13.6 million as of March 31, 2024 and unused lines of credit of USD 7.2 million as of that date, which provided it with USD 21 million of available liquidity, compared to USD 69 million as of March 31, 2023.

## Financial position

### Assets

The Company's total assets as of March 2024, decreased by 6.5% compared to year end 2023, to USD 441 million.

Current assets decreased by USD 30.1 million, mainly due to the reduction in inventories of USD 39.2 million compared to December 31, 2023, with sales higher than harvest, but with receivables not yet collected, so cash decreased by USD 10.6 million and trade receivables increased by USD 23.9 million. USD 20.3 million of this increase in receivables came from sales at commercial offices of the parent company Camanchaca. There were no significant movements in non-current assets.

### Liabilities and equity

The Company's total liabilities decreased by USD 29.2 million or 10.5%, compared to December 31, 2023, to reach USD 248 million as of March 31, 2024. Current liabilities decreased by USD 28.5 million to USD 111 million, due to the decrease in trade payables. There were no significant movements in non-current liabilities.

Consequently, net financial debt increased by USD 13.7 million to USD 136 million, compared to USD 122 million as of December 31, 2023, associated with lower cash balances and the absence of financing activities, that is, there was no withdraw or payments of credits.

Equity decreased by USD 1.5 million during the quarter to USD 193 million. This decrease was due to net losses for the quarter. As a result, the equity to total assets ratio rose to 43.8%, up from 41.3% as of December 31, 2023.

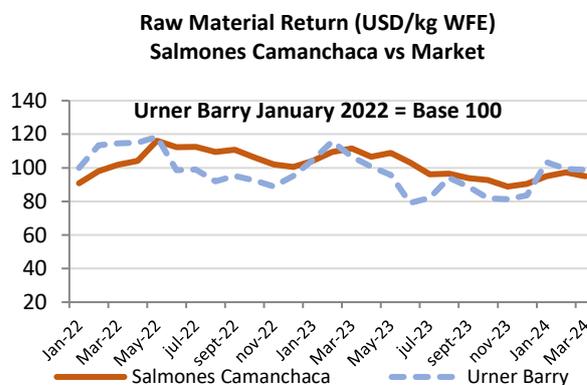
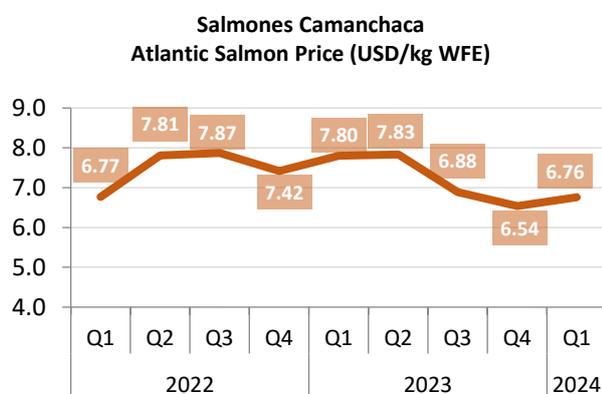
# Operating Performance

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 and welfare, 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 Q1 2024, and the average price of Atlantic salmon sold by Salmones Camanchaca was USD 6.76 per kg WFE, a decrease of USD 1.05 compared to Q1 2023. The Company's ability to react to market changes by changing formats and markets to capture the best return on raw materials helps it to achieve above-market prices over the long term. The Company’s strategy also involves increasing the added value of its products and associating sales with medium-term commercial agreements that mitigate volatility. However, at the beginning of Q1 2024, there was a sharp rise in market prices, which caused Salmones Camanchaca's raw material return (RMR) to lag the Urner Barry market reference with a negative gap of USD 0.32/kg in Q1 2024.



Price per kg is presented by Salmones Camanchaca as a profitability indicator on sales to end customers.

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 RMR index is constructed from the “Urner Barry” spot price in Miami, net of Salmones Camanchaca’s processing and distribution costs, in order to eliminate cost differences and isolate marketing differences.

## Volumes

Atlantic salmon		Q1 2024	Q1 2023	Δ	Δ %
Harvest volumes	MT WFE	9,911	11,089	(1,178)	(10.6%)
Production volumes	MT WFE	9,879	11,024	(1,145)	(10.4%)
Sales volumes	MT WFE	12,317	11,871	446	3.8%
Sales volumes	ThUSD	83,148	92,641	(9,493)	(10.2%)
<b>Average sales price</b>	<b>USD/kg WFE</b>	<b>6.76</b>	<b>7.80</b>	<b>-1.05</b>	<b>(13.4%)</b>

Coho salmon		Q1 2024	Q1 2023	Δ	Δ %
Harvest volumes	MT WFE	1,139	2,491	(1,352)	(54.3%)
Sales volumes	MT WFE	5,793	2,683	3,110	115.9%
Sales volumes	ThUSD	27,700	17,567	10,133	57.7%
<b>Average sales price</b>	<b>USD/kg WFE</b>	<b>4.75</b>	<b>6.55</b>	<b>-1.80</b>	<b>(27.4%)</b>

Salmones Camanchaca harvested 9,911 MT WFE of Atlantic salmon in Q1 2024, with an average harvest weight of 4.4 kg WFE from open cycles, compared to 5.0 kg WFE in Q1 2023. This decrease is mainly explained by fish lacking appetite during the summer. Harvest volumes this quarter were 10.6% lower than in Q1 2023.

Coho salmon harvest volumes in Q1 2024 were 1,139 MT WFE, a decrease of 54.3% over harvest volumes in Q1 2023. Average weight was 6.2 kg WFE, compared to 4.7 kg WFE in Q1 2023, due to a high performance site harvested in January 2024 compared with the site harvested in January 2023. The 2023-2024 season harvested 10,087 MT WFE, almost doubling the 5,856 MT WFE harvested during the 2022-2023 season.

Atlantic and Coho salmon sales volumes during Q1 2024 were 18,110 MT WFE, an increase of 24% over Q1 2023, which generated revenue of USD 111 million and in line with Q1 2023.

## Operating revenue

The Company's commercial strategy is to take advantage of its diversification and ability to cover all its potential markets by adapting to its customers' requirements and focusing on the markets and formats that offer the best medium-term returns on its raw materials, while preserving stable relationships with customers in its main markets.

## Sales by market segment for Q1 2024

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	42,457	6,196	725	3,449	1,857	12,752	11,718	4,104	1,756	85,014
Coho salmon	5,178	1,257	1,967	1,189	10,526	6,345	1,039	293	527	28,321
Others	0	0	0	0	0	0	0	3,765	0	3,765
<b>TOTAL</b>	<b>47,636</b>	<b>7,453</b>	<b>2,692</b>	<b>4,638</b>	<b>12,383</b>	<b>19,097</b>	<b>12,757</b>	<b>8,161</b>	<b>2,283</b>	<b>117,100</b>
<i>Distribution %</i>	<i>40.7%</i>	<i>6.4%</i>	<i>2.3%</i>	<i>4.0%</i>	<i>10.6%</i>	<i>16.3%</i>	<i>10.9%</i>	<i>7.0%</i>	<i>1.9%</i>	<i>100.0%</i>

## Sales by market segment for Q1 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	36,184	2,066	3,309	7,588	2,280	20,487	15,168	5,560	0	92,641
Coho salmon	7,163	1,777	0	0	0	8,099	0	528	0	17,567
Others	0	0	0	0	0	0	0	3,586	0	3,586
<b>TOTAL</b>	<b>43,346</b>	<b>3,843</b>	<b>3,309</b>	<b>7,588</b>	<b>2,280</b>	<b>28,586</b>	<b>15,168</b>	<b>9,674</b>	<b>0</b>	<b>113,794</b>
<i>Distribution %</i>	<i>38.1%</i>	<i>3.4%</i>	<i>2.9%</i>	<i>6.7%</i>	<i>2.0%</i>	<i>25.1%</i>	<i>13.3%</i>	<i>8.5%</i>	<i>0.0%</i>	<i>100.0%</i>

The Company has defined its value-added products as those that include whole salmon processing, which represented 85% of Atlantic salmon sales in Q1 2024, an increase over the 73% in Q1 2023. This proportion for Coho salmon fell from 98% to 74% in Q1 2024, due to higher production last season, resulting in increased non-value-added sales to Japan, which to a larger extent is a HON market for the Company.

The main market is the USA and its share increased this quarter to 40.7% compared to 38.1% in Q1 2023. Sales to Mexico decreased from 25.1% to 16.3%, while sales to Japan rose from 2.0% to 10.6%.

The conflict in Ukraine has forced several countries to apply sanctions to Russia that have restricted trade and the payment chain. However, these limitations are not affecting the medicines and food trades, so the Company sells food to Russia to the extent convenient, without involving expressly sanctioned counterparties and in compliance with Salmones Camanchaca loan agreements and international trading agreements.

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 3.8 million in Q1 2024, compared to USD 3.6 million in Q1 2023.

## Other businesses - Trout joint accounts association (ACP)

As of March 31, 2024, Salmones Camanchaca had dedicated four marine farming concessions to trout farming. These concessions are the Company's contribution to the trout ACP 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 Q1 2024 were 4,457 MT WFE, compared to 1,229 MT WFE in Q1 2023. The ACP's sales volumes were 1,108 MT WFE, compared to 1,088 MT WFE in Q1 2023 at 22% lower prices. Finished product processing costs rose by 10% compared to Q1 2023 and as a result Salmones Camanchaca's one third interest was a net loss of USD 1.7 million for the quarter, which compares with a net loss of USD 0.4 million in Q1 2023. The ACP had 7,095 MT WFE of products in inventories as of March 31, 2024. This result is presented within Other gains (losses). In reference to this trout ACP, an early terminate agreement has been achieved, by which the financial implication will be terminated in the first half of 2025 and smolt stocking that involved the Company concluded in December 2023.

## II. Sanitary and Productive Conditions

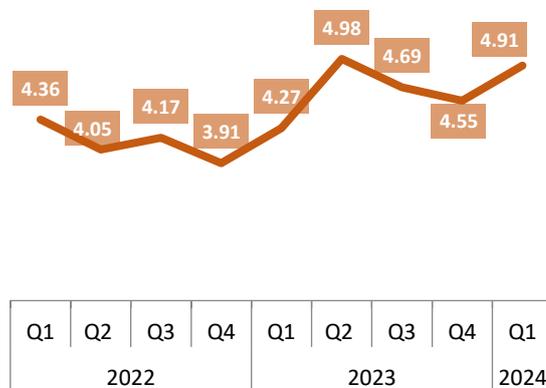
Atlantic salmon mortality in Q1 2024 was 1.5%, compared to 1.0% in Q1 2023 and 3.5% in Q1 2022, during the same cycle at comparative sites.

The Atlantic salmon ex-cage cost for Q1 2024 was USD 5.28/kg WFE, equivalent to USD 4.91/kg live weight. This was 15% higher than in Q1 2023 and 13% higher than in Q1 2022, at similar sites during the previous cycle. This cost increased due to low average weights from the four harvested sites as fish lacked appetite during the summer, and one site affected by sea lice problems and low oxygen levels.

Atlantic salmon mortality\* (%)



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



\* Total quarterly mortality (number of fish) including both closed and open sites.

The seasonally adjusted trends over the last 12 months (LTM) in the main production and sanitary variables for closed cycle Atlantic salmon are as follows with improvements as (+) and deteriorations as (-).

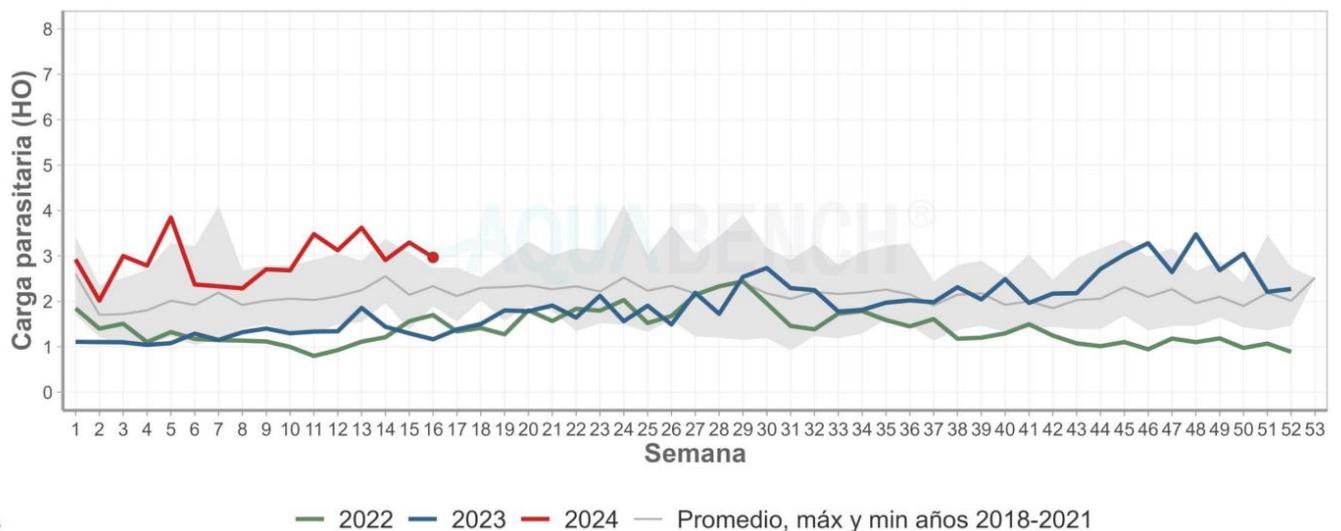
Atlantic salmon	Biological Indicators					Sustainability Indicators				
	FCRb (Live weight)	Productivity kg WFE/smolt	Average harvest weight kg WFE	Antibiotic use Gr/MT	Antiparasitic treatments Gr/MT	Average antibiotic treatments	Medicinal treatments (baths) Gr/MT	Number of escaped fish	Cycle duration / Fallow periods	FIFO Ratio
LTM 2019	1.16	4.8	5.3	513.5	6.3	2.5	6.3	0	17/7	0.59
LTM 2020	1.19	4.8	5.2	532.7	12.3	1.8	12.2	0	16/8	0.57
LTM 2021	1.15	4.7	5.5	539.9	7.0	2.5	7.0	37,150	16/8	0.60
LTM 2022	1.14	3.2	4.1	725.4	10.4	3.0	10.4	0	16/8	0.57
LTM 2023	1.08	4.6	5.1	375.9	3.6	2.0	3.6	0	14/10	0.45
LTM 2024	1.08	4.5	5.0	460.1	7.0	1.9	7.0	1,795	14/10	0.47
24/23	=	-	-	-	-	+	-	-	=	-
24/22	+	+	+	+	+	+	+	-	+	+

Biological and sustainability conditions have gradually improved in recent years, although the use of antibiotics during LTM to March 2024 increased by 22% and the use of antiparasitic increased by 94% compared to LTM to March 2023. When compared to the previous cycle with same farming areas, LTM to March 2022, showed an improvement in all biological indicators and in most sustainability indicators, with the exception of fish escapes, which occurred due to a sabotage event and Salmenes Camanchaca filed a criminal claim before the prosecutor. The FIFO ratio is already below the long-term objectives and below the objectives of the syndicated bank loan.

Marine cycles were reduced from 16 to 14 months, and as a result the period that marine farming sites can left fallow extended by two months in 2023 and 2024.

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

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



Source: Aquabench

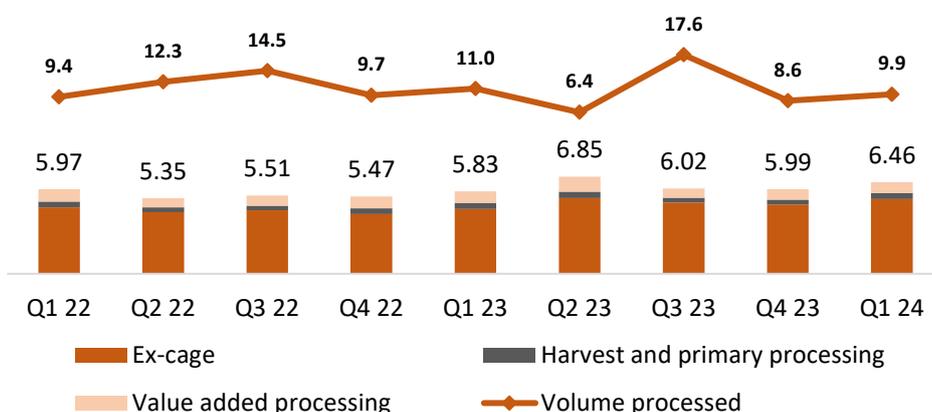
Accordingly, Atlantic salmon costs in Q1 2024 were as follows.

Costs (USD/kg WFE)	Q1 2022	Q1 2023	Q1 2024
Ex cage (WFE)	4.68	4.59	5.28
Harvest and primary processing (WFE)	0.42	0.41	0.42
Value-added processing (WFE)	0.87	0.83	0.77
Processing cost (WFE)	1.29	1.24	1.18
<b>Total cost of finished product (WFE)</b>	<b>5.97</b>	<b>5.83</b>	<b>6.46</b>

Primary and secondary processing costs totaled USD 1.18/kg WFE, which were lower than in Q1 2023 when they were USD 1.24/kg WFE, mainly due to lower outsourced processing and exchange rate effects.

As a result, the total cost of finished products was USD 6.46/kg WFE, which was USD 0.63 higher than Q1 2023 and USD 0.49 higher than the previous cycle in Q1 2022.

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

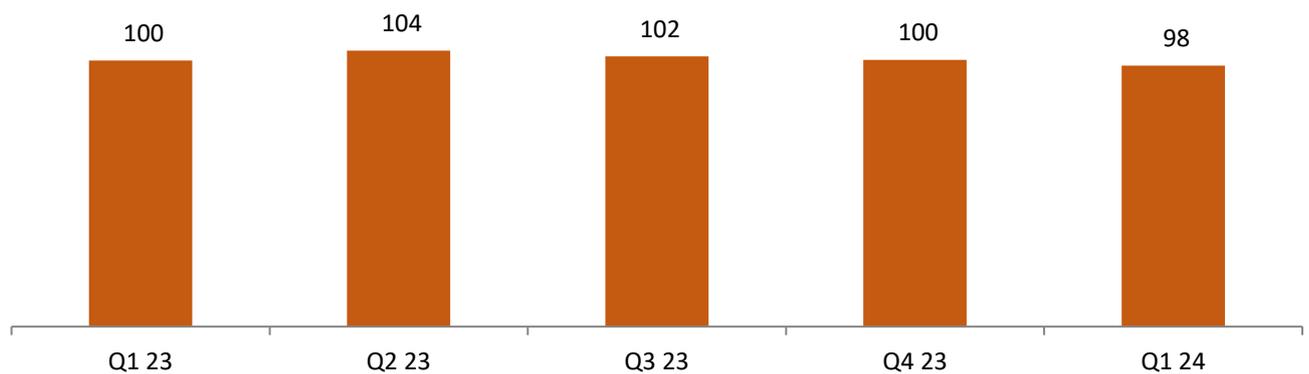


\* Q1 2023 includes raw materials purchased from third parties.

### III. Feed Costs

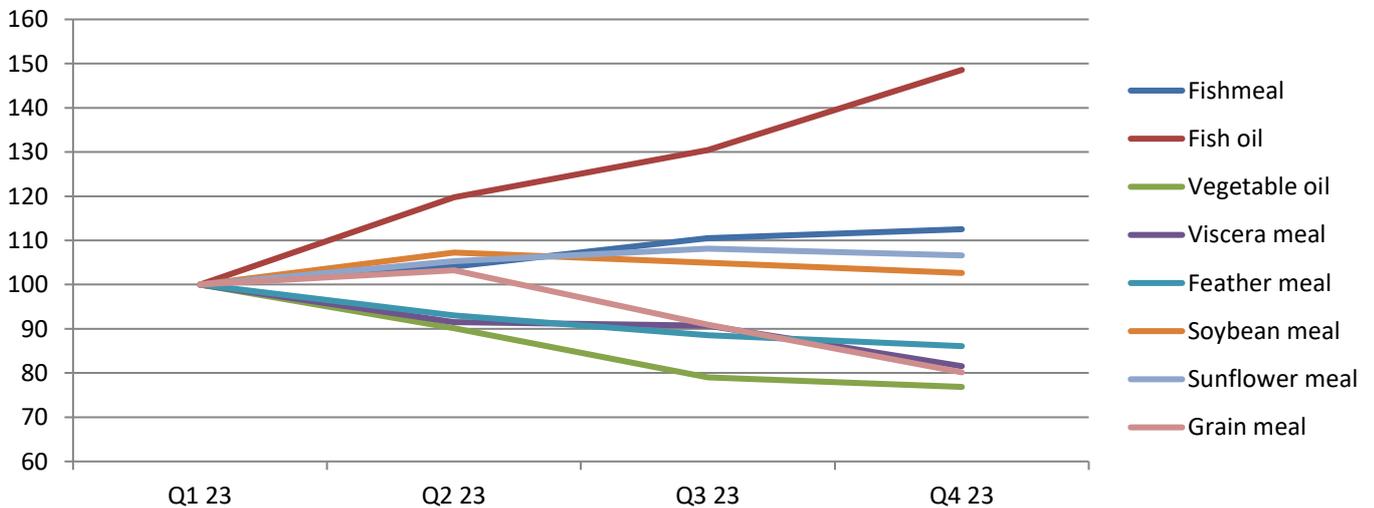
The feed price for fish weighing more than 2.5 kg, which represents approximately 40% of the Company's total feed cost, decreased by 1.8% during the quarter compared to Q1 2023. Although these costs have been high since the end of 2022, they have begun to fall. The conditions that have influenced these high prices have been increases in the price of ingredients for fish feed, as Peruvian fishing catches that have been affected by the El Niño phenomenon, as well as high 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 Q1 2023



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

**Price of main ingredients USD/MT (Base 100: Q1 2023)**



Source: Internal data, Salmones Camanchaca

## Subsequent Events

No subsequent events occurred after March 31, 2024, 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 1% in 2024 compared to 2023, according to forecasts from Kontali. It forecasts a 6% fall in Chilean production for 2024, composed of falling supplies in all quarters, especially the first two quarters.

Salmones Camanchaca forecasts its 2024 harvest volumes based on the fish currently growing out at sea. The current estimate is between 44,000 and 46,000 MT WFE for Atlantic salmon and between 4,000 and 5,000 MT for Coho salmon. Therefore, the total harvest volume is forecast to be between 48,000 and 51,000 MT WFE for both species.

Atlantic salmon harvest volumes for 2025 are forecasted to be between 55,000 and 57,000 MT WFE, and for Coho salmon between 3,000 and 4,000 MT WFE. Therefore, the total harvest volume is expected to be between 58,000 and 61,000 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 mortality 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. These increases in parasitic load may be caused by treatments losing their efficacy, as populations become resistant. 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**

Salmones 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. Salmones 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 represent 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 the 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 Company assessed the impact of the Economic Crime Law with the help of Deloitte and Albagli & Zalianski. It is adapting its CPM, strengthening its compliance department, and improving its preventive measures, to mitigate 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.

## **I. Credit Risks**

### **1. Surplus cash investment risk**

The Company has a highly conservative policy for investing its cash surpluses. This policy encompasses both the quality of financial institutions and the type of financial products used. 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, 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)	Q1 2024	Q1 2023
Operating revenue	117,100	113,794
Costs of sales	(111,252)	(86,770)
<b>Gross margin</b>	<b>5,848</b>	<b>27,024</b>
Administrative expenses	(2,499)	(2,715)
Distribution costs	(4,080)	(3,408)
<b>Sales and administrative expenses</b>	<b>(6,579)</b>	<b>(6,123)</b>
<b>EBIT* before fair value adjustments</b>	<b>(731)</b>	<b>20,901</b>
Depreciation	5,011	4,513
<b>EBITDA** before fair value adjustments</b>	<b>4,280</b>	<b>25,414</b>
Net fair value adjustments to biological assets	3,403	(7,456)
<b>EBIT after fair value</b>	<b>2,672</b>	<b>13,445</b>
<b>EBITDA after fair value adjustments</b>	<b>7,683</b>	<b>17,958</b>
Financial costs	(3,551)	(2,281)
Share of net income at associates	184	280
Exchange differences	602	(289)
Other gains (losses)	(1,689)	(380)
Financial income	2	15
<b>Total non-operating expenses</b>	<b>(4,452)</b>	<b>(2,655)</b>
<b>Net income (loss) before taxes</b>	<b>(1,780)</b>	<b>10,790</b>
Income taxes	530	(2,856)
<b>Net income (loss) for the period attributable to owners of the parent company</b>	<b>(1,250)</b>	<b>7,934</b>

## Statement of Financial Position

ThUSD	03/31/2024	12/31/2023	03/31/2023
Cash and cash equivalents	13,632	24,269	11,073
Other financial assets, current	48	54	58
Other non-financial assets, current	10,554	17,654	14,027
Trade and other receivables, current	20,284	16,624	16,607
Related party receivables, current	57,431	37,142	56,738
Inventories	50,761	89,944	51,942
Biological assets, current	145,272	142,277	129,828
Current tax assets	1,159	1,254	1,825
<b>Total current assets</b>	<b>299,141</b>	<b>329,218</b>	<b>282,098</b>
Other financial assets, non-current	27	27	27
Other non-financial assets, non-current	112	112	112
Recoverable rights, non-current	5,726	5,777	5,069
Equity method investments	3,587	3,809	3,370
Intangible assets other than goodwill	6,972	6,972	6,972
Property, plant, and equipment	124,319	124,603	122,689
Long-term deferred taxes	1,140	1,232	1,980
<b>Total non-current assets</b>	<b>141,883</b>	<b>142,532</b>	<b>140,219</b>
<b>Total assets</b>	<b>441,024</b>	<b>471,750</b>	<b>422,317</b>
Other financial liabilities, current	30,460	27,721	2,895
Operating lease liabilities, current	406	441	316
Trade and other payables, current	71,402	94,540	57,740
Related party payables, current	2,186	6,730	9,607
Other provisions, current	5,216	8,042	10,693
Current tax liabilities	0	0	18
Employee benefit provisions, current	1,399	2,129	1,553
<b>Total current liabilities</b>	<b>111,069</b>	<b>139,603</b>	<b>82,822</b>
Other financial liabilities, non-current	119,381	119,043	95,239
Operating lease liabilities, non-current	1,541	1,826	414
Trade and other payables, non-current	148	165	115
Deferred tax liabilities	14,765	15,347	21,417
Employee benefit provisions, non-current	802	902	1,073
<b>Total non-current liabilities</b>	<b>136,637</b>	<b>137,283</b>	<b>118,258</b>
<b>Total Liabilities</b>	<b>247,706</b>	<b>276,886</b>	<b>201,080</b>
Share capital	139,814	139,814	139,814
Share premium	2,286	2,286	2,286
Retained earnings	29,493	30,743	56,823
Other reserves	21,725	22,021	22,314
<b>Total equity</b>	<b>193,318</b>	<b>194,864</b>	<b>221,237</b>
<b>Total equity and liabilities</b>	<b>441,024</b>	<b>471,750</b>	<b>422,317</b>

## Statement of Cash Flows

ThUSD	Q1 2024	Q1 2023
<b>CASH FLOW FROM (USED BY) OPERATING ACTIVITIES</b>		
<b>Proceeds</b>		
Proceeds from sales of goods and services	95,227	104,867
<b>Payments</b>		
Payments to suppliers for goods and services	(92,227)	(98,686)
Payments to and on behalf of employees	(8,780)	(10,546)
Interest paid	(410)	0
Interest received	0	15
<b>Net cash flow from (used by) operating activities</b>	<b>(6,190)</b>	<b>(4,350)</b>
<b>CASH FLOW FROM (USED BY) INVESTING ACTIVITIES</b>		
Proceeds from disposals of property, plant and equipment	0	6
Purchases of property, plant and equipment	(3,852)	(5,859)
<b>Net cash flow from (used by) investing activities</b>	<b>(3,852)</b>	<b>(5,853)</b>
<b>CASH FLOW FROM (USED BY) FINANCING ACTIVITIES</b>		
<b>Net cash flow from (used by) financing activities</b>	<b>0</b>	<b>0</b>
Effects of exchange rate changes on cash and cash equivalents	(595)	485
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(10,637)</b>	<b>(9,718)</b>
<b>CASH AND CASH EQUIVALENTS AT THE START OF THE PERIOD</b>	<b>24,269</b>	<b>20,791</b>
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	<b>13,632</b>	<b>11,073</b>



## 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, 2023	139,814	2,286	-1,455	3	23,515	22,063	48,889	213,052
<b>Changes in equity</b>								
Comprehensive income								
Net income (loss) for the year							7,934	7,934
Other comprehensive income			236	15		251		251
<b>Balance as of March 31, 2023</b>	<b>139,814</b>	<b>2,286</b>	<b>-1,219</b>	<b>18</b>	<b>23,515</b>	<b>22,314</b>	<b>56,823</b>	<b>221,237</b>
Opening balance as of January 1, 2023	139,814	2,286	-1,455	3	23,515	22,063	48,889	213,052
<b>Changes in equity</b>								
Dividends accrued							-12,155	-12,155
Comprehensive income								
Net income (loss) for the year							-5,991	-5,991
Other comprehensive income			-70	28		-42		-42
<b>Balance as of December 31, 2023</b>	<b>139,814</b>	<b>2,286</b>	<b>-1,525</b>	<b>31</b>	<b>23,515</b>	<b>22,021</b>	<b>30,743</b>	<b>194,864</b>
Opening balance as of January 1, 2024	139,814	2,286	-1,525	31	23,515	22,021	30,743	194,864
<b>Changes in equity</b>								
Comprehensive income								
Net income (loss) for the year							-1,250	-1,250
Other comprehensive income			-406	110		-296		-296
<b>Balance as of March 31, 2024</b>	<b>139,814</b>	<b>2,286</b>	<b>-1,931</b>	<b>141</b>	<b>23,515</b>	<b>21,725</b>	<b>29,493</b>	<b>193,318</b>

## Additional Information

### Analysis of Key Financial Indicators

This section compares the Company's key financial indicators based on its consolidated financial statements as of March 31, 2024, compared to December 31, 2023.

	03/31/2024	12/31/2023
<b>Liquidity Indicators</b>		
1) Current Liquidity	2.69	2.36
2) Acid Ratio	0.93	0.69
3) Working Capital (USD million)	188.1	189.6
<b>Debt Indicators</b>		
4) Net debt ratio	1.21	1.30
5) Current Liabilities / Total Liabilities	0.45	0.50
6) Non-Current Liabilities / Total Liabilities	0.55	0.50
<b>Profitability Indicators</b>		
	(3 months)	(12 months)
7) Return on Equity	(0.6%)	(3.1%)
8) Return on Assets	1.3%	8.1%

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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

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The current liquidity ratio increased by 14%, mainly due to the decrease in current assets (-9%) compared to current liabilities (-20%). These changes have already been explained in the financial position analysis. Consequently, working capital decreased by 0.8% to USD 188 million.

The acid ratio increased by 34% compared to year-end 2023 due to the decrease in current liabilities of USD 28.5 million being greater than the increase in current assets net of inventory and biological assets of USD 6.1 million. These changes have already been explained in the financial position analysis.

The net debt ratio decreased to 1.21 from 1.30 as of December 31, 2023, due to the decrease in liabilities net of cash of USD 18.5 million. The long-term liabilities ratio increased from 0.50 to 0.55. These changes have already been explained in the financial position analysis.

Return on equity was negative 0.6% for Q1 2024, and the return on assets was positive 1.3%, mainly due to the financial margins and performance for the quarter.

## Cumulative Indicators

	03/31/2024	03/31/2023
a. Atlantic salmon sites harvested during the period	4	3
b. Atlantic salmon harvest volumes for the period (MT WFE) / Site	2,478	3,696
c. Atlantic salmon farming density (kg/m3)	8.7	8.8
d. Atlantic salmon marine group survival rate at harvest	94%	96%
e. Coho salmon sites harvested during the period	1	1
f. Coho salmon harvest volumes for the period (MT WFE) / Site	2,860	2,491
g. Coho salmon farming density (kg/m3)	7.21	6.17
h. Coho salmon marine group survival rate at harvest	97%	90%
i. Operational EBIT before fair value adjustments (USD million)	(0.7)	20.9
j. Atlantic salmon EBIT/kg WFE*	0.19	1.75
k. Coho salmon EBIT/kg WFE*	(1.02)	0.39

### 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 is presented by Salmones Camanchaca as a profitability indicator on sales to end customers and it excludes any inventory provisions.

## Biomass Fair Value

### For the quarter ended March 31, 2024 (ThUSD)

	Gain (loss) on fair value of biological assets		Cost of biological assets harvested and sold	
	As of 03-31-2024	As of 03-31-2023	As of 03-31-2024	As of 03-31-2023
Salmonids	6,981	6,822	(3,578)	(14,278)

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 7.0 million was recorded for the fair value adjustment of the live and harvested biomass as of March 31, 2024, compared to a gain of USD 6.8 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 March 31, 2024 was a negative margin of USD 3.6 million, after reversing the positive margin forecast in prior periods, compared to a negative margin of USD 14.3 million as of the same date last year.

The net effect of the fair value adjustments on the salmon biomass as of March 31, 2024 was positive USD 3.4 million, as opposed to negative USD 7.5 million as of March 31, 2023.

### 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 throughout 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.