



Presentation Q1 2018
Vice chairman Ricardo García

Agenda



- Highlights
- Salmones Camanchaca in brief
- Key financial figures
- Business review
- Financial review
- Outlook & Summary



Highlights

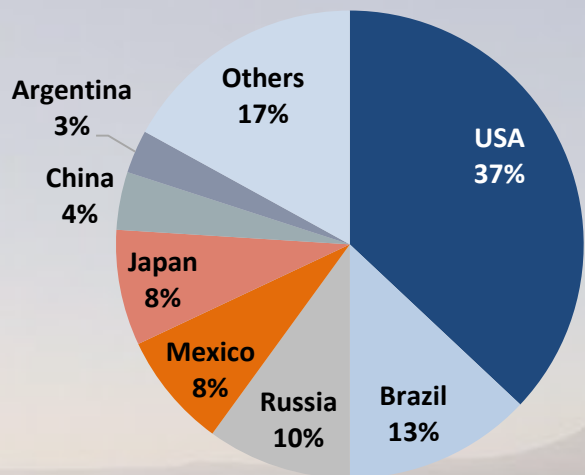


- Revenue growth of 55.7% driven by higher harvesting volumes
- Continued cost level below US\$ 3.00/kg live weight
- EBITDA of US\$ 18.5 million, unchanged from Q1 2017. Up 16% ex. Trout JV
- EBIT/kg WFE of Company Farmed Salmon of US\$ 1.25 (2.08) impacted by lower salmon prices
- Maintain guiding of harvest volume of 45,000 to 48,000 tons WFE in 2018
- New regulation effectively limiting Chilean supply growth

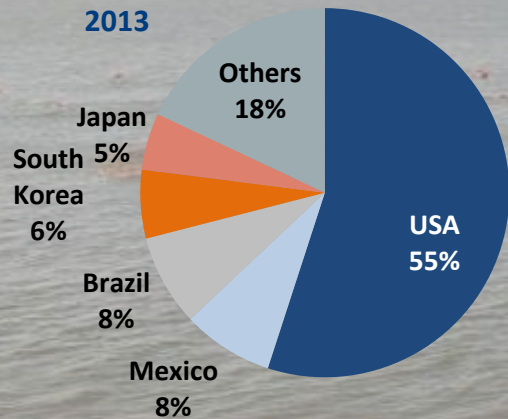
Salmones Camanchaca in brief

Markets

2017



2013



Fully integrated with a global presence

Genetics and fresh water facilities

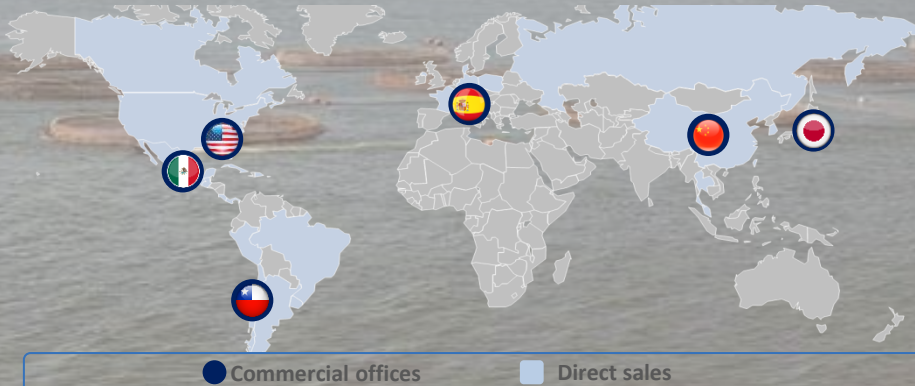
- ▶ **Genetics:** Advanced genetic improvement program - proprietary rights for the Lochy strain
- ▶ **Spawning plant:** Company is 100% self supplied with eggs from genetically selected breeders
- ▶ **RAS facility:** Has one of the largest RAS smolt facilities globally

Seawater

- ▶ **Sea grown-out:** 74 concessions distributed among 14 neighbourhoods
- ▶ **18 active sites** in 2017
- ▶ **Wellboats:** Only closed and semi-closed system wellboats are used

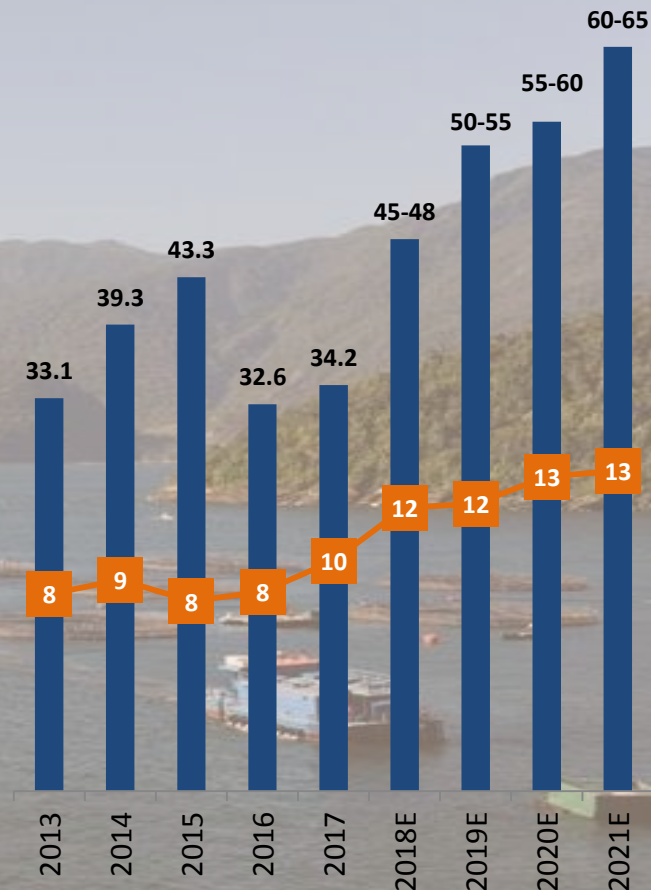
Processing and marketing

- ▶ **Processing plants:** 3 processing plants; 2 primary and 1 value-add
- ▶ **Marketing & sales:** Well established brands and global sales channels run by parent company
- ▶ **Largest Chilean salmon importer** to the US³ (parent company)



Harvest volume (1,000 tons)

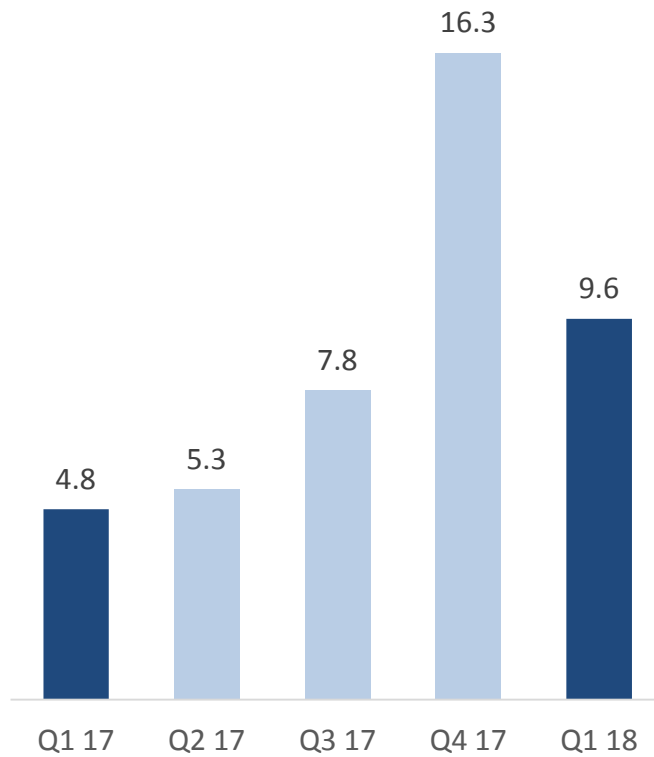
Smolt releases (million fish)



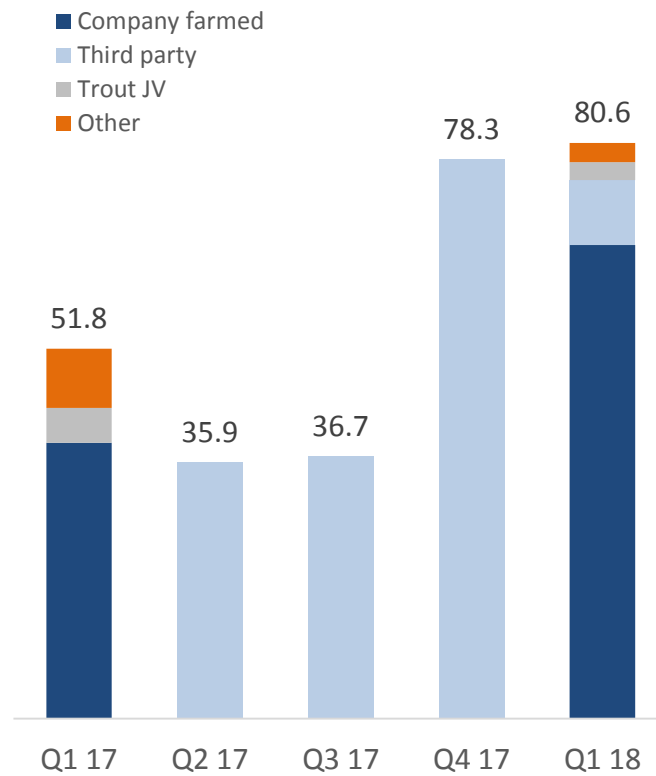
Key figures



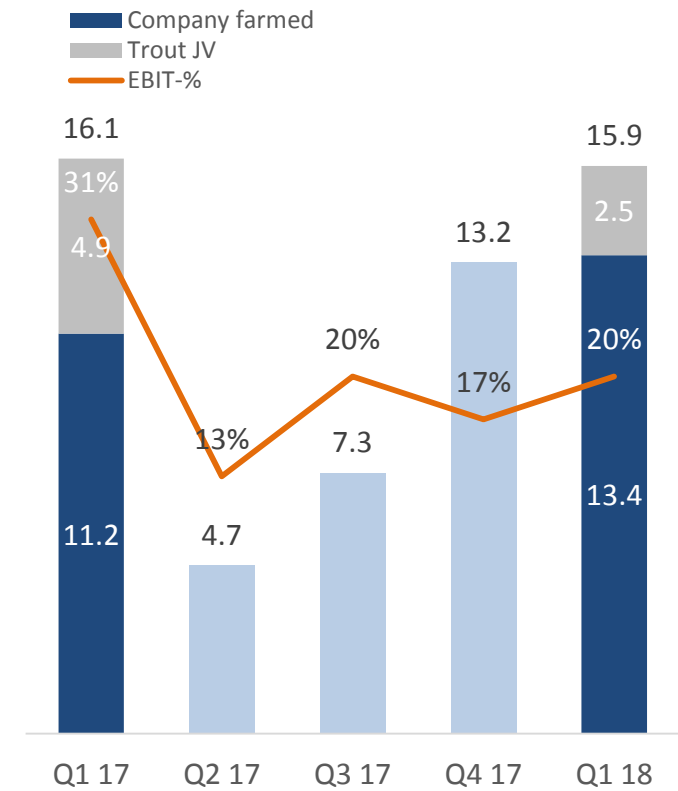
Harvests (Th ton WFE)



Revenues (MUS\$)



EBIT (MUS\$)



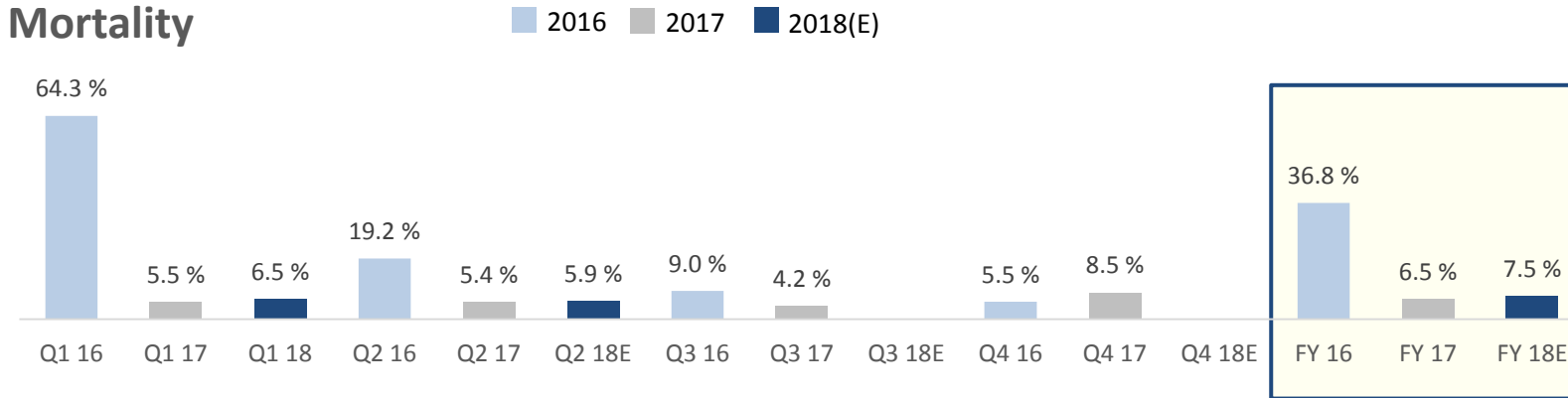
Business review

Atlantic Salmon: Biology

Salmones Camanchaca (closed cycle)



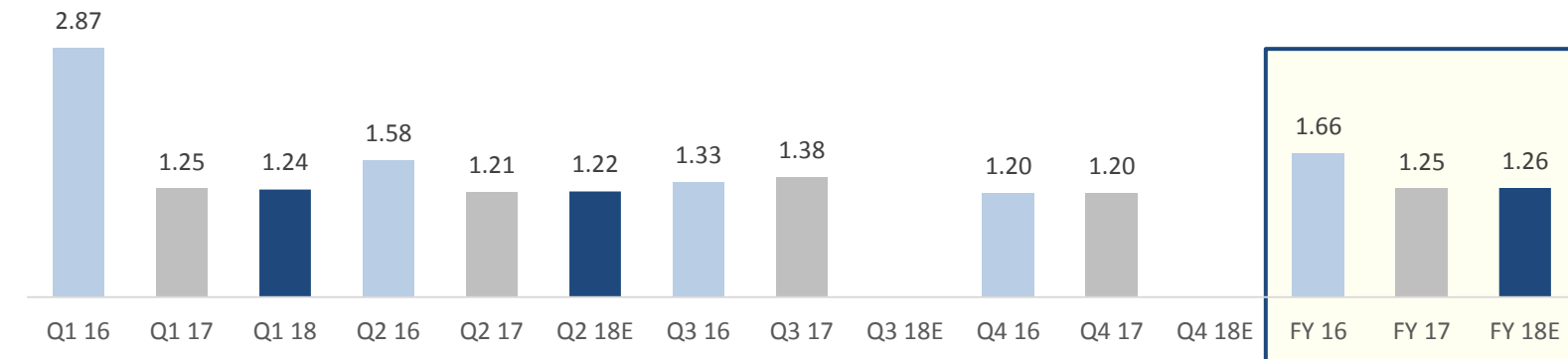
Mortality



Salmones Camanchaca's GSI indicators:

- # of antibiotic treatments
 - 2016: 2.68
 - 2017: 2.70
- Medicinal In-bath Treatments (g API per ton)
 - 2016: 7.76
 - 2017: 7.95

Economic Feed Conversion Ratio



Algae bloom 2018:

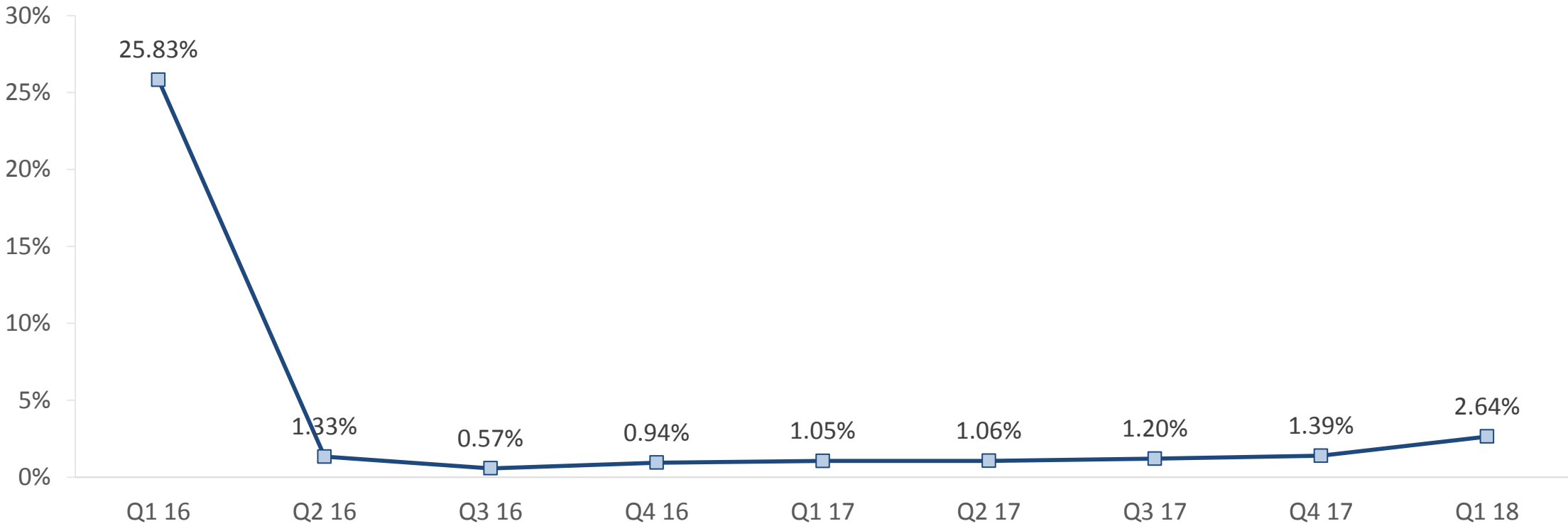
- Mortality of 40 Th. Fish
- Stop feeding: -3-5% harvests 2018 (E)
- 5% (E) for the Chilean Industry

Atlantic Salmon Biology

Salmones Camanchaca all biomass



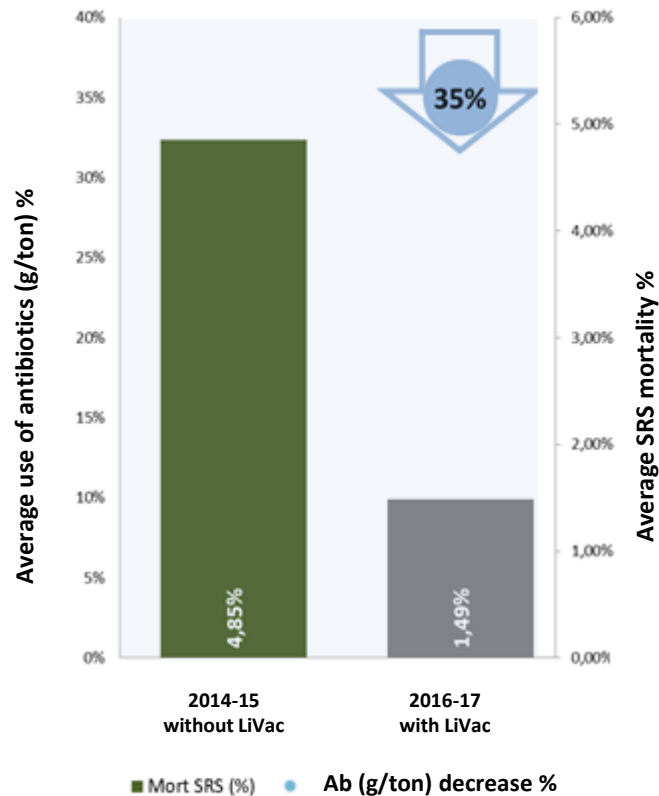
**Total quarterly mortality (number of fish) including both closed and open sites.
Closed sites affected by the HAB are included**





Promising results from LiVac vaccine

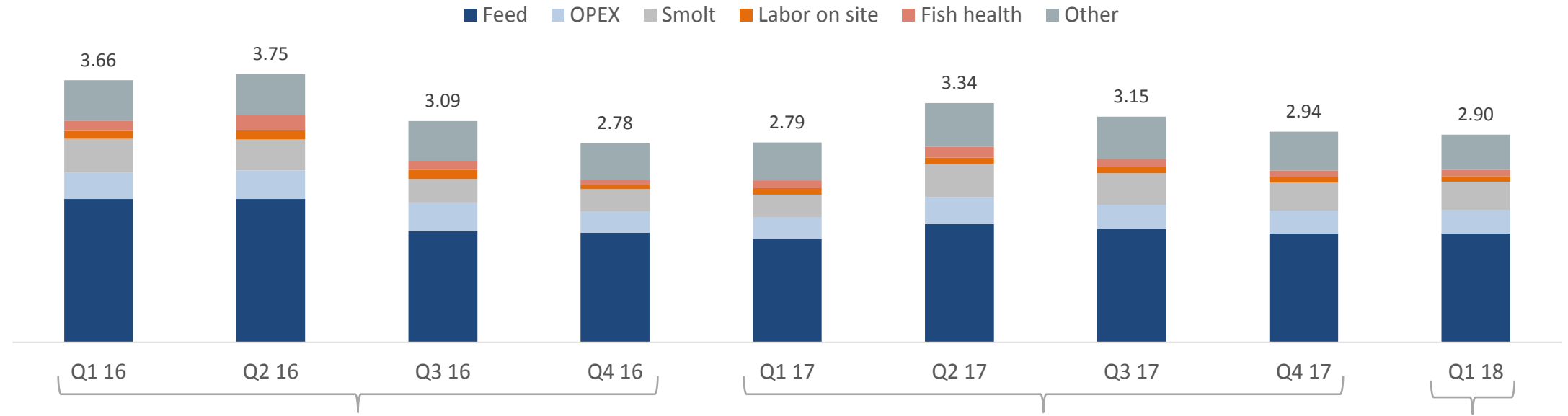
*SRS mortality and use of antibiotics (Ab) at sites with LiVac vaccine.
Sites closed on April, 2018*



- Significant improvement in SRS mortality and use of antibiotics (Ab) after introduction of LiVac vaccines
- 7 sites with Livac included
- With LiVac
 - Mortality down to 1.5% from 4.9%
 - Antibiotics down 35%

Atlantic Salmon – Cost evolution

Live weight ex. Cage cost (US\$/kg)



3.31

Feed	53%
OPEX	11%
Smolt	12%
Labour on site	3%
Fish health	4%
Other	17%

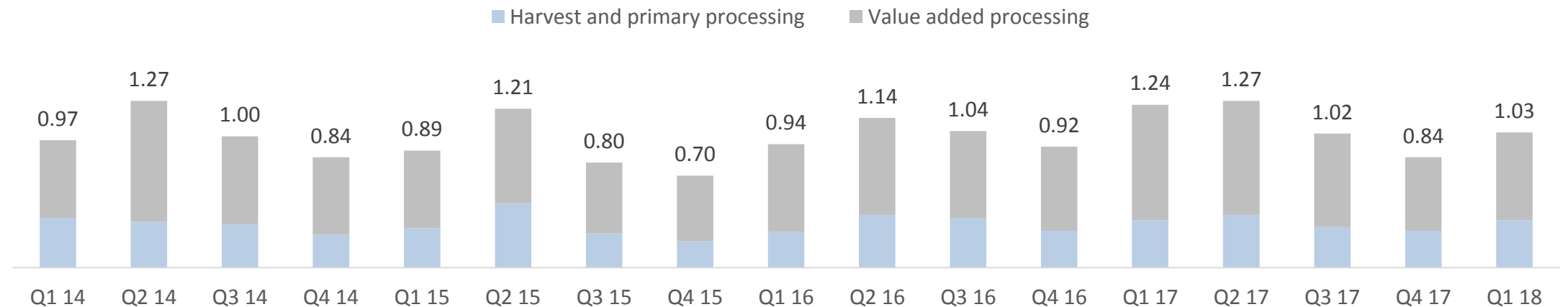
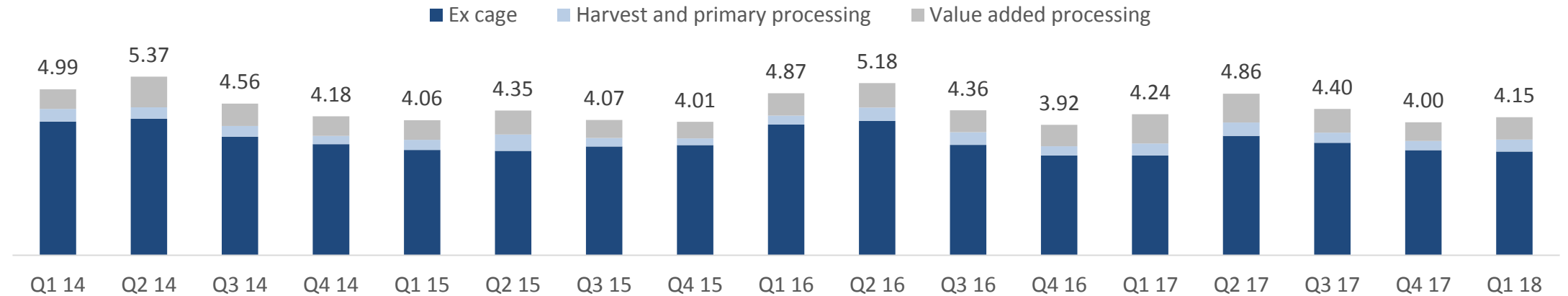
3.02

Feed	51%
OPEX	11%
Smolt	13%
Labour on site	3%
Fish health	4%
Other	18%

Feed	52%
OPEX	11%
Smolt	13%
Labour on site	3%
Fish health	3%
Other	18%

Atlantic Salmon: Cost Evolution

Total finished product cost (US\$/Kg WFE)



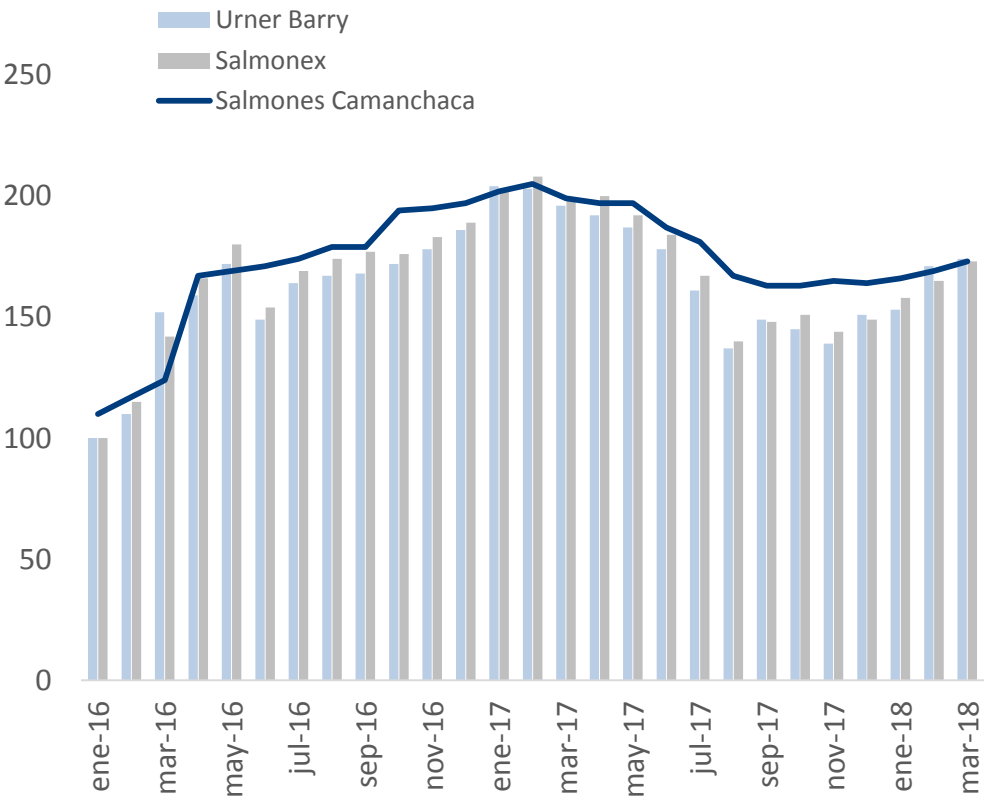
Atlantic Salmon: Return on Raw Material



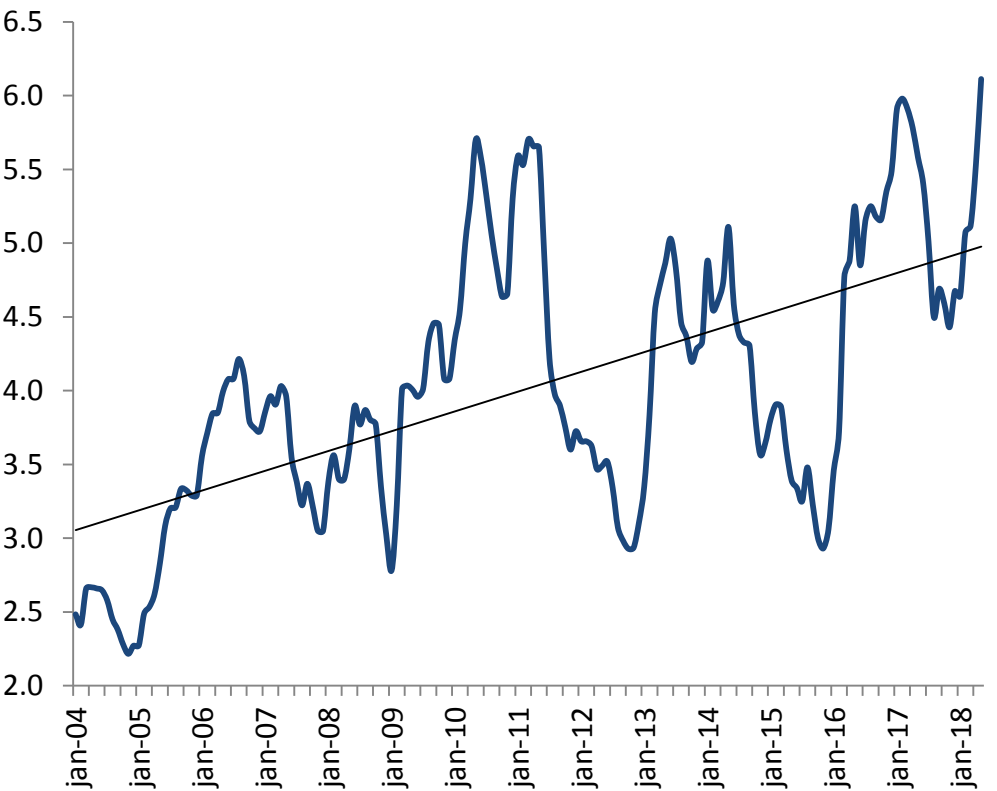
Relative performance among Chilean Peers

Salmones Camanchaca vs Market

(Salmonex, Jan.2016 = Base 100)



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



Financial review

Salmones Camanchaca Key financial figures



ThUS\$	Q1 2018	Q1 2017	Δ%	FY 2017	FY 2016	Δ%
Operating Revenues	80,560	51,757	55.7%	203,070	225,546	-10.0%
Gross profit pre Fair Value	21,511	20,448	5.2%	58,211	40,349	44.3%
EBITDA	18,481	18,745	-1.4%	52,474	34,862	50.5%
EBIT	15,867	16,077	-1.3%	41,794	24,405	71.3%
EBIT %	19.7%	31.1%	-36.6%	20.6%	10.8%	90.2%
Fair Value	6,124	-6,270	-197.7%	5,301	24,929	-78.7%
Net profit	15,741	6,479	143.0%	31,721	27,166	16.8%
EPS (US\$)	0.2385	-	-	-	-	-
Harvests (ton WFE)	9,589	4,810	99.4%	34,213	32,644	4.8%
Harvests (ton GWE)	8,630	4,329	99.4%	30,792	29,380	4.8%
Sales (ton WFE Company farmed)	10,575	5,376	145.9%	30,049	38,494	-21.9%
Sales (ton GWE Company farmed)	9,517	4,838	145.9%	27,044	34,645	-21.9%
Financial debt	80,165	111,306	-28.0%	100,439	110,471	-9.1%
Net debt	66,354	84,869	-21.8%	99,593	108,829	-8.5%
Equity ratio	52%	10%	420.7%	36%	8%	349.5%

Financial Position



- Assets: +US\$ 21 mill.
 - Current biological assets: +US\$ 15 mill (LTM +22 mill)
Consistent with 2018 harvest estimates
 - Cash: +US\$ 13 mill (LTM -13 mill)
IPO issuance of shares offset by loan repayments
 - Inventories: -US\$ 8 mill (LTM +18 mill)
Reducing ~1,700 tons of finished products)
 - Trade and other receivables: -US\$ 5 mill (LTM +16 mill)
 - Non-current biological assets: +US\$ 3 mill (LTM +17 mill)
- Liabilities: -US\$ 40 mill.
 - Third party payables: -US\$ 24.2 million (LTM +14 mill)
Mainly salmon feed suppliers
 - Other financial liabilities -US\$ 20 million (LTM -31 mill)
Banking debt repayments
- Equity: +US\$ 62 mill.
 - +US\$ 46 mill. due to IPO,
 - +US\$ 16 due to net profit for the period

ThUS\$	31.03.18	31.12.17	31.03.17
ASSETS			
Current assets	212,414	198,975	160,021
Property, plant and equipment	77,720	73,646	68,554
Other non-current assets	37,170	33,383	9,444
Total assets	327,304	306,004	238,019
LIABILITIES			
Current liabilities	61,781	79,215	77,526
Non-current liabilities	95,096	118,111	137,080
Total liabilities	156,877	197,326	214,606
Net equity attributable to owners of the parent company	170,427	108,678	23,413
Total equity	170,427	108,678	23,413
Total liabilities and equity	327,304	306,004	238,019

Stronger balance sheet



Financial ratios	31/03/18	31/12/17
Liquidity indicators		
Current liquidity 1)	3.44	2.51
Acid ratio 2)	1.14	0.80
Working capital 3)	150.6	119.8
Debt indicators		
Net Debt Ratio 4)	0.84	1.81
Current liabilities/Total liabilities	0.39	0.40
Profitability indicators		
	(3 months)	(12 months)
Return on Equity 5)	9.24%	29.18%
Return on Assets 6)	6.57%	19.02%

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
5. Return on Equity: Net Income (Loss) Attributable to Owners of the Parent Company / Total Equity
6. Return on Assets: Gross profit before Fair Value Adjustment / Total Assets.

Cash Flow Analysis



- Operating activities -US\$ 1.2million
 - Increase biomass
 - Increase in payments to suppliers
- Financing activities +US\$ 21 million
 - Issuance of new shares US\$ 46 million
 - Debt repayments US\$ 20 million
- Investing activities -US\$ 6.7 million
 - A result of investments in the Company's growth plan projects and efficiency projects

ThUS\$	Q1 2018	Q1 2017
OPERATING ACTIVITIES		
Receipts from the sale of goods & provision of services	94,338	76,949
Payments to suppliers for goods and services	-85,575	-36,389
Net cash flows from operating activities	-1,215	34,141
FINANCING ACTIVITIES		
Receipts from issuance of shares	45,903	0
Loan repayments	-20,000	0
Net cash flows used by financing activities	20,964	-6,980
INVESTING ACTIVITIES		
Net cash flows used by investing activities	-6,676	-2,129
NET INCREASE IN CASH	12,965	24,795
CASH AT THE BEGINNING OF THE PERIOD	846	1,642
CASH AT THE END OF THE PERIOD	13,811	26,437

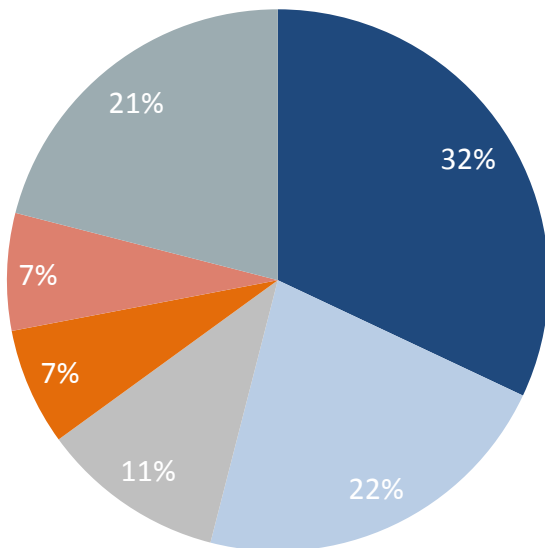
Market and Outlook

Market Distribution of Atlantic Salmon

Sales Q1 2018 (US\$)

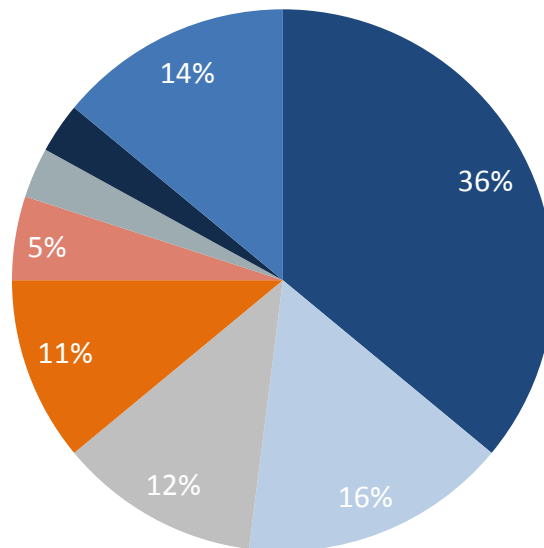


Total



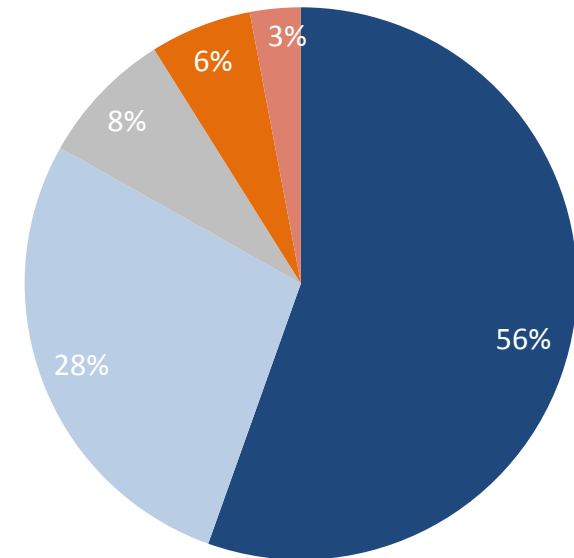
■ USA ■ Russia ■ Brazil
■ Mexico ■ Japan ■ Others

Frozen – 61%



■ Russia ■ USA ■ Mexico ■ Japan
■ Germany ■ China ■ Chile ■ Others

Fresh – 39%

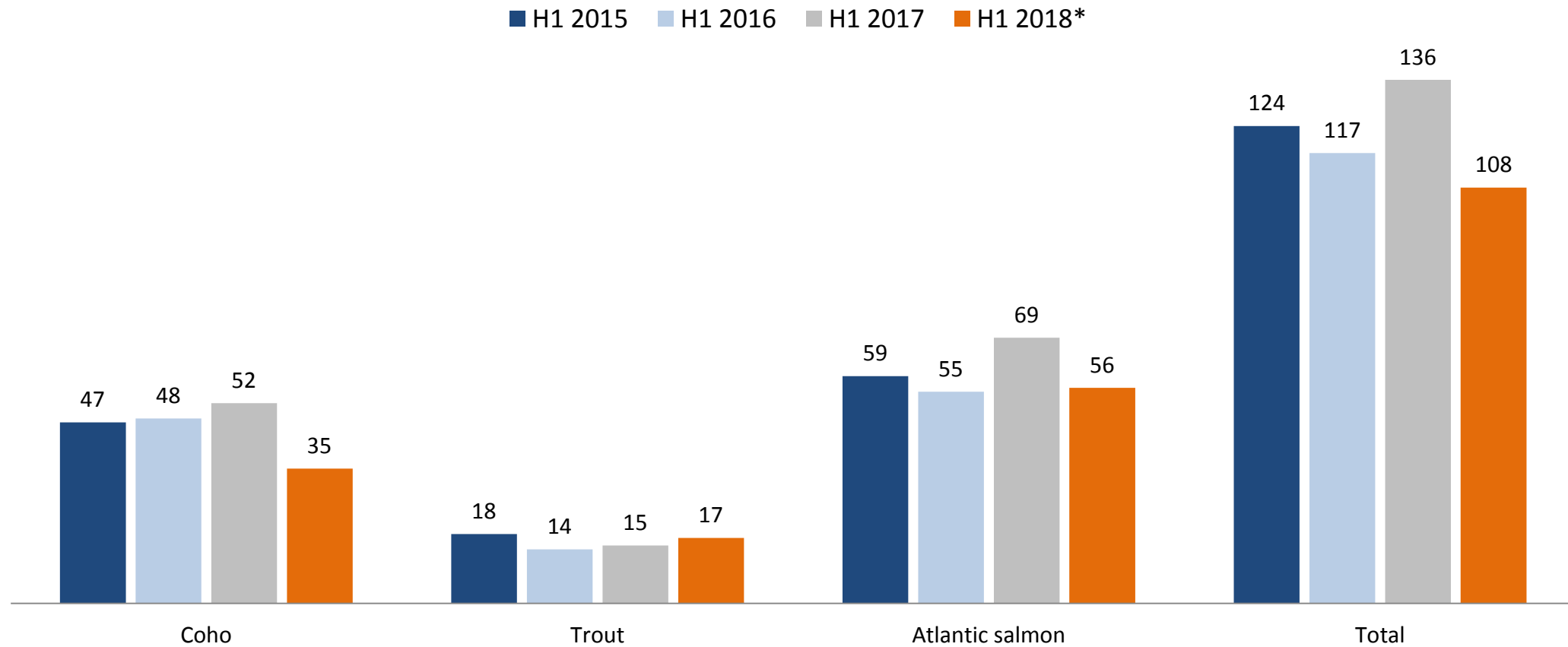


■ USA ■ Brazil ■ Argentina ■ China ■ Others

Chile: stocking



Chilean Industry – H1 Smolt Stocking
(mill. units)



* H1 2018 smolt release plans declared to Subpesca



Summary

- Strong revenue growth driven by higher volumes
- EBIT/kg impacted by lower salmon prices
- Promising results from new vaccine
- Maintain guiding of harvest volume of 45,000 to 48,000 tons WFE in 2018
- New regulation effectively limiting Chilean supply growth

