

For this year 2019:

Salmones Camanchaca holds annual harvests volume estimation of 60 thousand tons

- ***In the third quarter, the company reported that harvest from Atlantic salmon almost matched harvest of the first six months of the year and rising 17% from the same quarter of 2018. With the 4,500 tons of Pacific salmon, it expects to reach 60 thousand tons in 2019.***
- ***In this quarter, the operation had a significant cost drop associated with normal sanitary conditions, harvested sites with normal stocking densities and a higher production scale.***

Santiago, Thursday 21 November 2019.- Salmones Camanchaca S.A. published today its financial statements for the third quarter of the year and maintained its estimation of Atlantic salmon **harvest volume** of around 55 to 56 thousand tons (WFE) for the year. Between July and September, the Company reached 16,116 tons of Atlantic salmon, being very similar to the total harvests of the first half of 2019 and accumulating 33,443 tons to September.

Third quarter live **fish costs** (ex-cage) were at US\$ 2.87 per kilo, an 11% decrease from the same period in 2018 as a result of improved sanitary and environmental conditions and harvested sites that had normal stocking densities. The total process costs were 84 cents per kilo, 16% lower than the long-term target.

As a result of lower prices, during the third quarter, Salmones Camanchaca recorded a decrease of 6.1% on its **Operating Revenues**, with sales of 12,689 tons (WFE), similar volume for the same period of 2018.

As a result, the Company recorded **EBITDA** in the third quarter reached US\$ 19.8 million, 6.5% lower than the same period of 2018, while **net profit** in the nine months decreased by 1.4%, reaching US\$ 33 million.

The company guideline of Atlantic and Pacific salmon harvests for 2020 are at similar levels to those in 2019.

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