



Salmoes
Camanchaca

Presentation Q4 2017 / FY 2017

Key Financial & Operational Figures

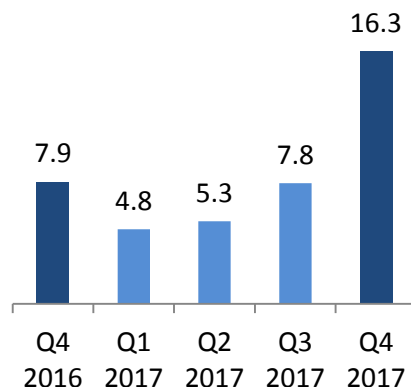


ThUS\$	Q4 2017	Q4 2016	Δ%	FY 2017	FY 2016	Δ%
Operating revenues	78,250	65,357	19.7%	203,070	225,546	-10.0%
Gross profit pre Fair Value	18,217	27,287	-33.2%	58,211	40,349	44.3%
EBITDA	15,795	25,829	-38.8%	52,474	34,862	50.5%
EBIT	13,196	23,286	-43.3%	41,794	24,405	71.3%
EBIT %	16.9%	35.6%	-52.7%	20.6%	10.8%	90.2%
Fair Value	-2,699	-10,700	-74.8%	5,301	24,929	-78.7%
Net profit/	4,854	6,488	-25.2%	31,721	27,166	16.8%
Harvests (ton WFE)	16,284	7,859	107.2%	34,213	32,644	4.8%
Harvests (ton GWE)	14,656	7,073	107.2%	30,792	29,380	4.8%
Sales (ton WFE)	13,437	9,109	47.5%	30,049	38,494	-21.9%
Sales (ton GWE)	12,094	8,198	47.5%	27,044	34,645	-21.9%
Ex cage Cost (US\$/Kg live weight)	2.9	2.8	5.4%	3.0	3.3	-8.8%
Ex cage Cost (US\$/Kg WFE)	3.2	3.0	5.4%	3.2	3.6	-8.8%
Ex cage Cost (US\$/Kg GWE)	3.5	3.3	5.4%	3.6	4.0	-8.8%
Price (US\$/Kg WFE)*	5.7	6.8	-16.6%	6.3	5.6	11.3%
Price (US\$/Kg GWE)*	6.3	7.6	-16.6%	7.0	6.3	11.3%
EBIT/Kg WFE (US\$)**	0.99	2.28	-56.4%	1.19	0.55	116.5%
EBIT/Kg GWE (US\$)**	1.10	2.53	-56.4%	1.32	0.61	116.5%

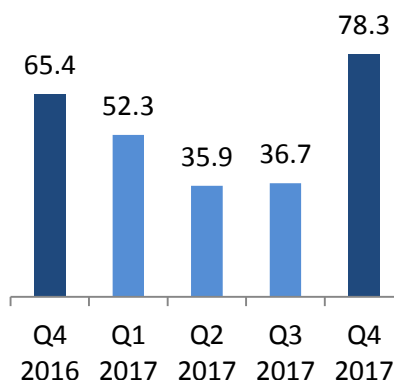
*Billing in US\$ divided by ton sold

**Excludes the net profit/loss from the trout Joint Venture

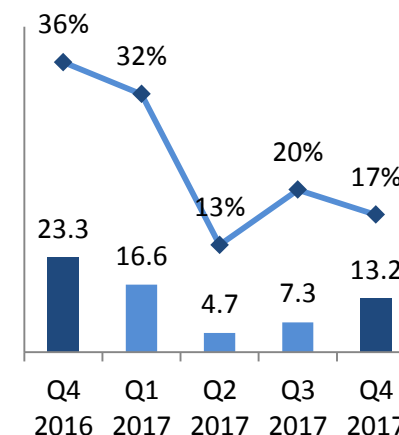
Harvests (Th ton WFE)



Revenues (MUS\$)



EBIT (MUS\$)



Analysts' Estimates vs Real 2017



MUS\$	FY 2017	Estimates 2017	Δ	Δ%
Operating revenue	203.1	210.7	(7.6)	-3.6%
Profit	31.7	34.0	(2.3)	-6.7%
EBIT	41.8	47.3	(5.5)	-11.7%
Ex cage Cost (US\$/Kg WFE)	3.2	3.3	(0.1)	-1.6%
Harvests (ton WFE)	34,213	34,267	(53.7)	-0.2%

Of the US\$ 5.5 million deficit in EBIT (-12%),

- 69% came due to Trout JV profits remain as in YTD Sep-17 Financial: no profits generated by farming sites outside the Reloncaví Estuary (Analyst projected ~US\$ 3.8 mill. in profits for 4Q 2017). It proved non-estuary waters not optimal for trout, but generated base line stockings of Atlantic salmon during next stocking cycles.
- 16% came due to lower Atlantic salmon registered sales, as some products sold CIF (~950 tons frozen) were “in transit/in shipment” at the end of 2017, generating approximately US\$ 5 mill. deficit in Revenues and ~US\$ 0.9 mill. in EBIT. These sales will be registered in Q1-18.
- 9% came due to non-dispatched products (~1,000 tons frozen), which were dispatched in Jan-18, generating a deficit in 2017 of ~US\$ 3 mill. in Revenues and ~US\$ 0.5 mill. in EBIT. These products' sales will be registered in Q1-18.

Financial Ratios: Stronger Balance Sheet



	Dec 2017	Dec 2016
Liquidity Indicators		
Current Liquidity	2.51	1.88
Working Capital (US\$ million)	119.8	63.7
Debt Indicators		
Net Debt Ratio	1.81	11.56
Current Liabilities / Total Liabilities	0.40	0.34
Profitability Indicators		
Return on Assets	19.02%	17.48%

Assets

- Current biological assets/biomass up +US\$ 36.5 million (consistent with 2018 harvest estimates)
- Inventories up +US\$ 14.8 million or approximately +3.000 tons of finished products
- Non-current assets +US\$ 12.1 million (investments and fixed assets +US\$ 9.8 million net)
- Total assets Dec-17: US\$ 306 million; Dec-16: US\$ 231 million

Liabilities

- Third party payables +US\$ 43.6 million (mainly salmon feed suppliers)
- Other financial liabilities –US\$ 10.1 million (banking debt repayments)
- Related company payables -US\$ 28.6 million (Capitalization as of Sept 14th 2017)
- Non-current liabilities -US\$ 22.3 million (Capitalization Sept'17)
- Total liabilities Dec-17: US\$ 197 million; Dec-16: US\$ 213 million

Equity: up US\$ 90.5 million (Sept 2017 Restructuring and FY 2017 profit). Dec-17: US\$ 108.7 million; Dec-16: US\$ 18.2 million

Cash Flow Analysis



	As of December 31, 2017	As of December 31, 2016
CASH FLOWS PROVIDED BY OPERATING ACTIVITIES		
Net cash flows from operating activities	36,898	46,829
CASH FLOWS USED BY FINANCING ACTIVITIES		
Net cash flows used by financing activities	-21,047	-35,759
CASH FLOWS USED BY INVESTING ACTIVITIES		
Net cash flows used by investing activities	-16,076	-10,924
Effects of changes in exchange rates on cash and cash equivalents	-571	-278
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	1,642	1,774
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	846	1,642

2017:

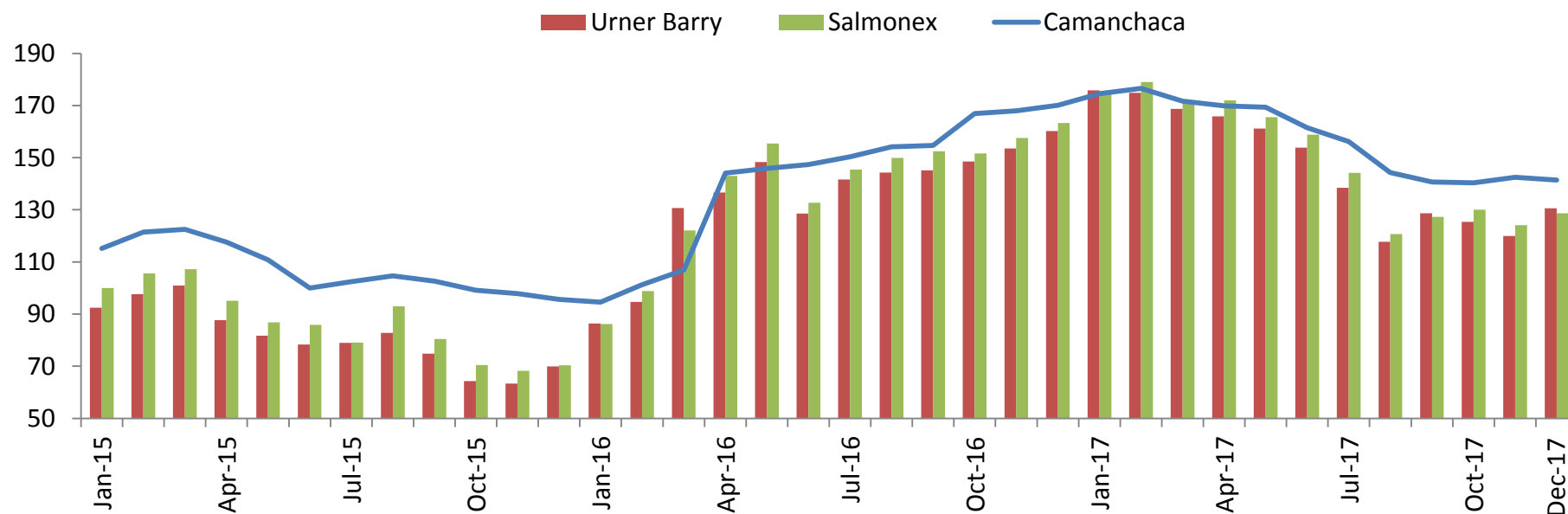
- **Operating activities: +US\$ 36.9 million 2017, (-21.2%) mainly due to sales volumes decrease (-21.9%).**
- **Financing activities: -US\$ 21 million 2017 compared to -US\$ 35.8 million 2016 explained by US\$ 10 million of intercompany debt payments and US\$ 10 million of third parties debt.**
- **Investing activities: -US\$ 16.1 million 2017 compared to -US\$ 10.9 million 2016, as a result of investments in the Company's growth plan projects and efficiency projects.**

Atlantic Salmon: Return on Raw Material

Relative performance among Chilean Peers



Salmones Camanchaca vs Market (Salmonex, January 2015 = Base 100)



Lagging months in the face of rapid price increase: 2-3 months (Mar - Jun 2016 and Jan - Feb 2017).

Camanchaca's annual average "price premium" (US\$ cent):

	2015	2016	2017
Salmonex	+76	+14	+34
U-Barry	+96	+25	+44

Currents contracts: 60 – 90 days

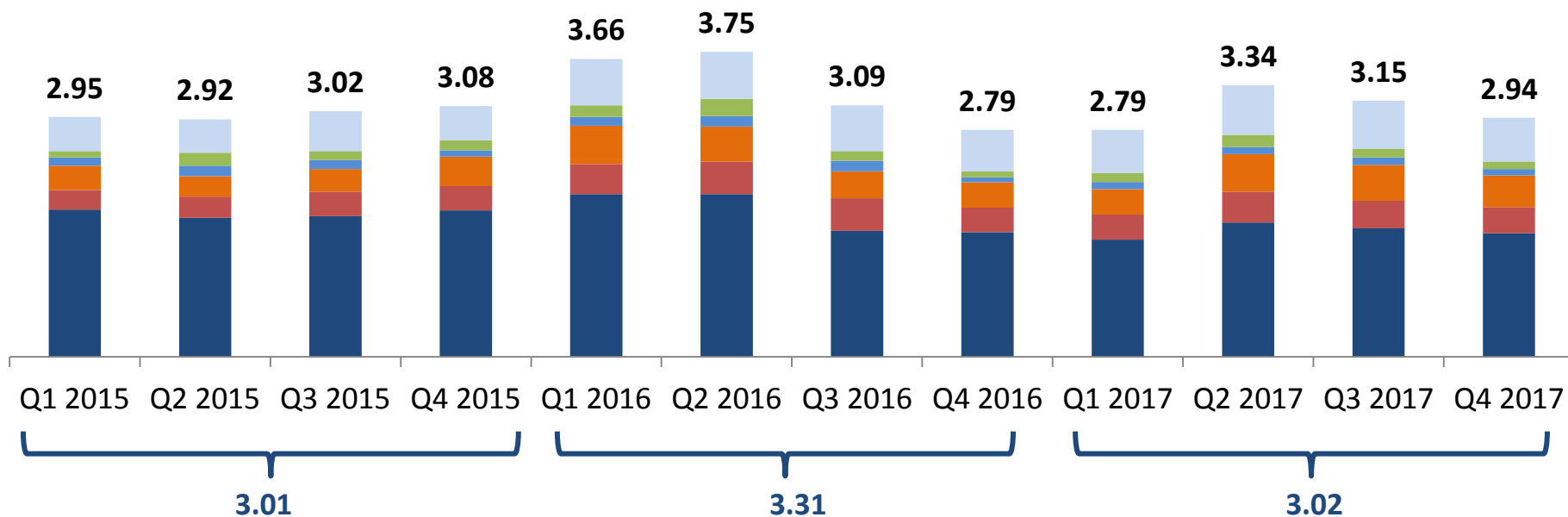
Atlantic Salmon: Costs Evolution



Atlantic Salmon - Liveweight ex-cage cost (US\$ / kg)

Cost breakdown

■ Feed ■ OPEX ■ Smolt ■ Labor on sights ■ Fish health ■ Others



Feed	59%
OPEX	9%
Smolt	10%
Labor on sights	3%
Fish health	4%
Others	15%

Feed	53%
OPEX	11%
Smolt	12%
Labor on sights	3%
Fish health	4%
Others	17%

Feed	51%
OPEX	11%
Smolt	13%
Labor on sights	3%
Fish health	4%
Others	18%

Administration 3%
Insurance 3%
Leases 2%
Depreciation 2%

Atlantic Salmon Biology

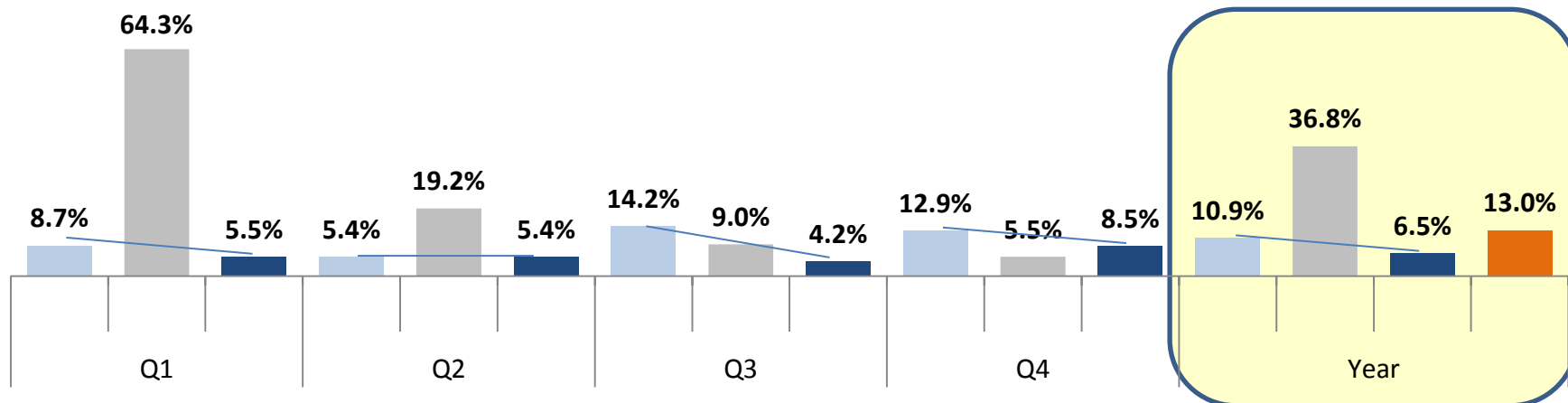
Salmones Camanchaca (closed cycle)



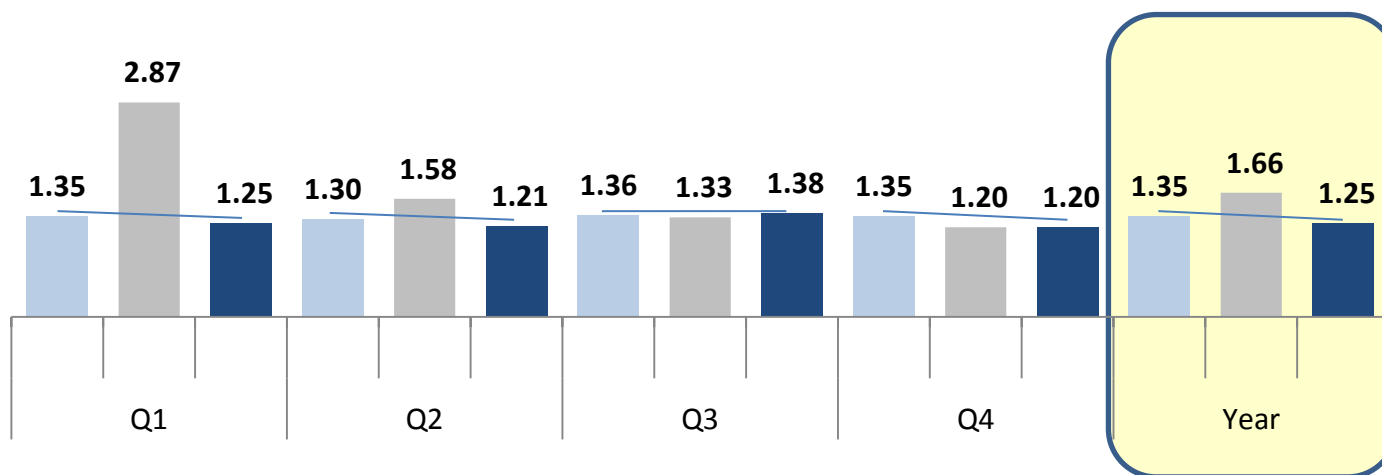
Q1-16 affected by harmful algae bloom (HAB) event

Mortality

2015 2016 2017 Industry 2017



Economic Feed Conversion Ratio



Salmones Camanchaca:

Harvested Kg/Smolt:

2016: 4.32

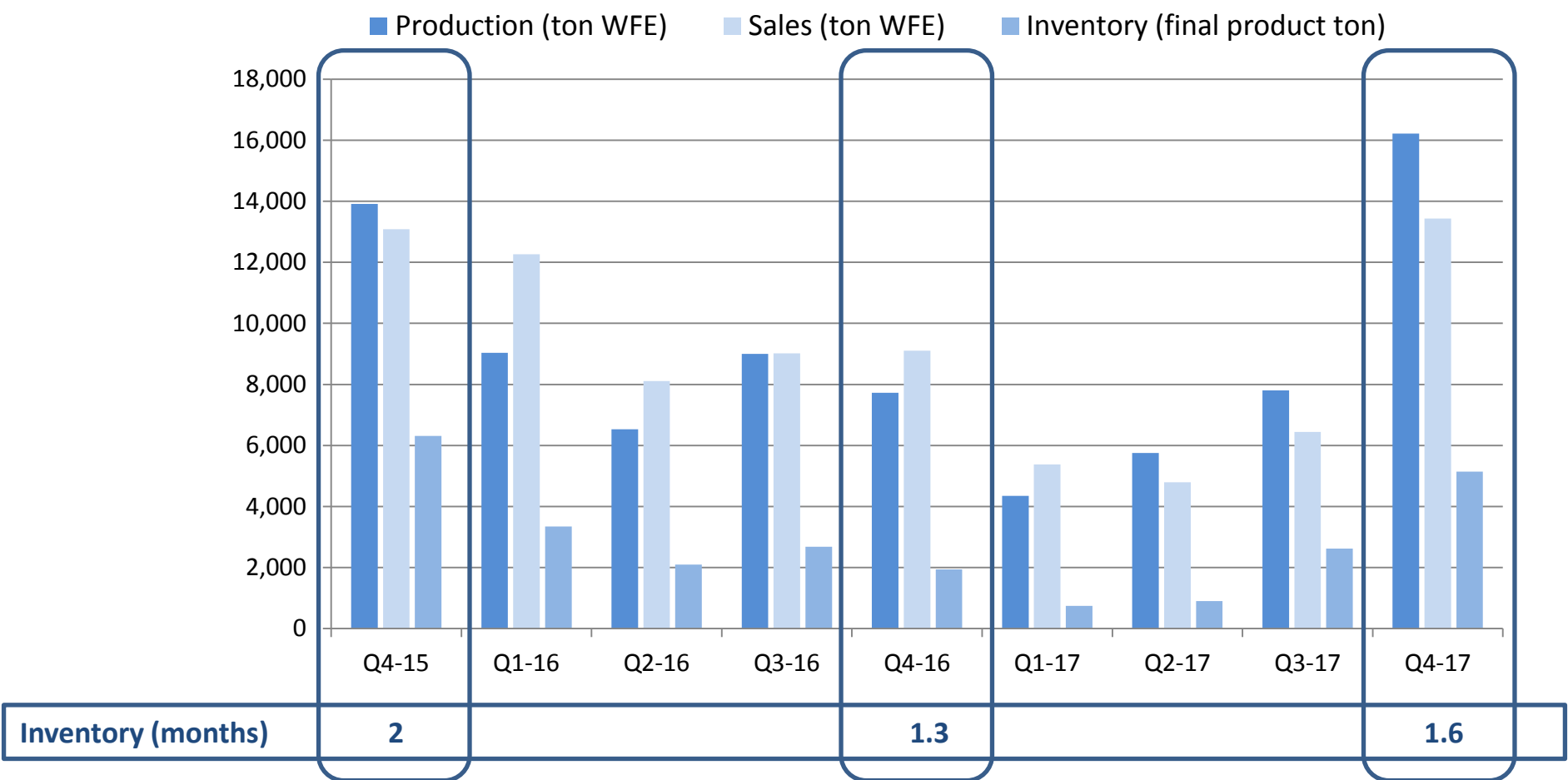
2017: 4.76

Algae bloom 2018:

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

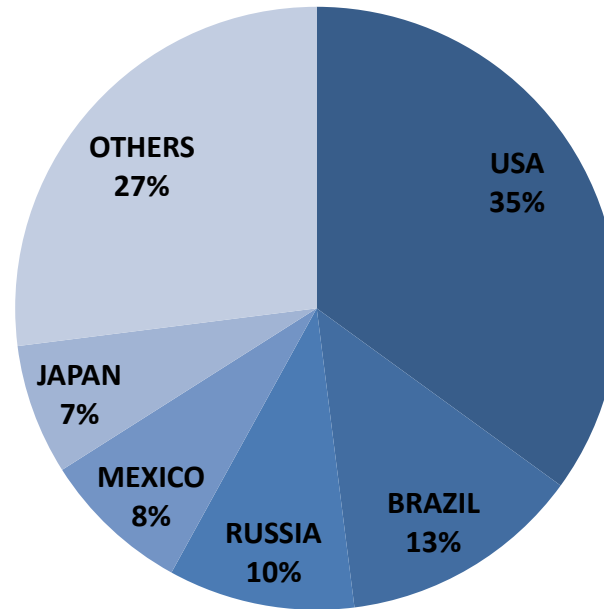
Company's estimations are based on current information, which could change due to deviations

Production, Sales and Inventory

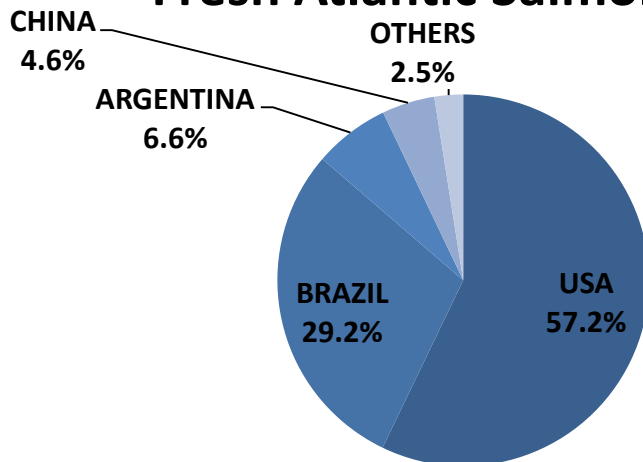




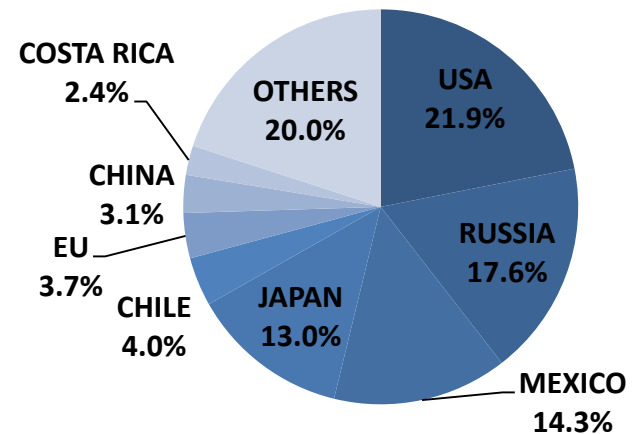
Atlantic Salmon



Fresh Atlantic Salmon (43%)



Frozen Atlantic Salmon (57%)



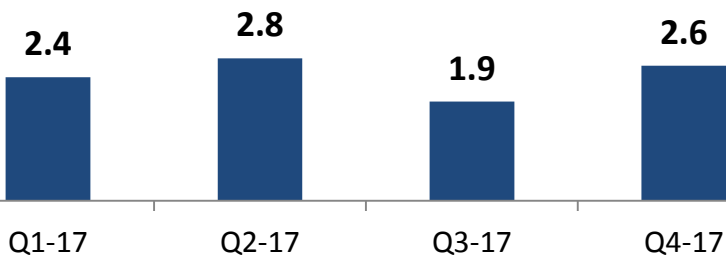
Smolt Stocking & Harvest Volume



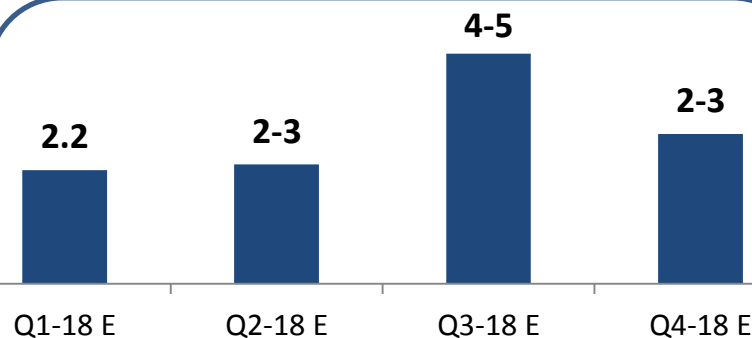
Smolt stocking (mill. unid)

2015
8.0

2016
8.4

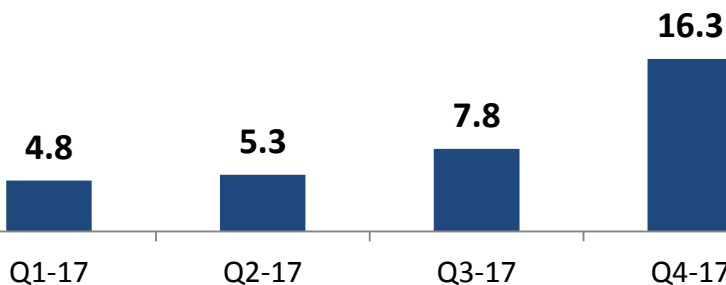


9.7 mill. smolt

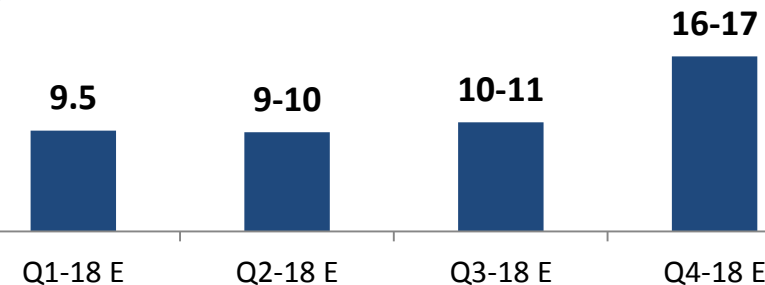


12 mill. smolt (E)

Harvests (Th. ton WFE)



34.2 Th. tons WFE



45-48 Th. tons WFE (E)

Investments in 2017: US\$ 17 million



- ✓ New sites for production growth (+1) 3.5 m.
- ✓ Enhance capacity and efficiency of Tomé Plant (1st stage) 1.5 m.
- ✓ Petrohué RAS hatchery 3.2 m.
- ✓ San José Plant: Stunners and Bleeding tanks chillers 1.4 m.
- ✓ Maintenance 4.9 m.
- ✓ Environmental / Regulatory required Investment 2.5 m.





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