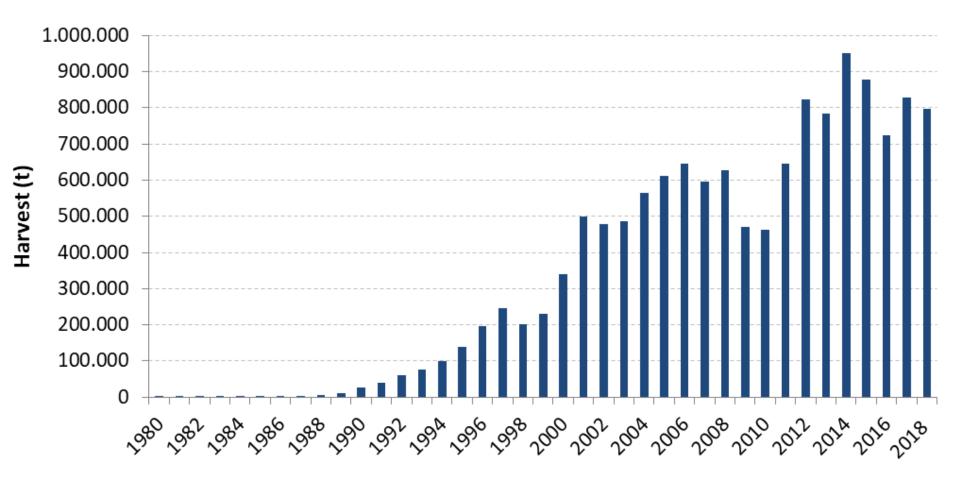


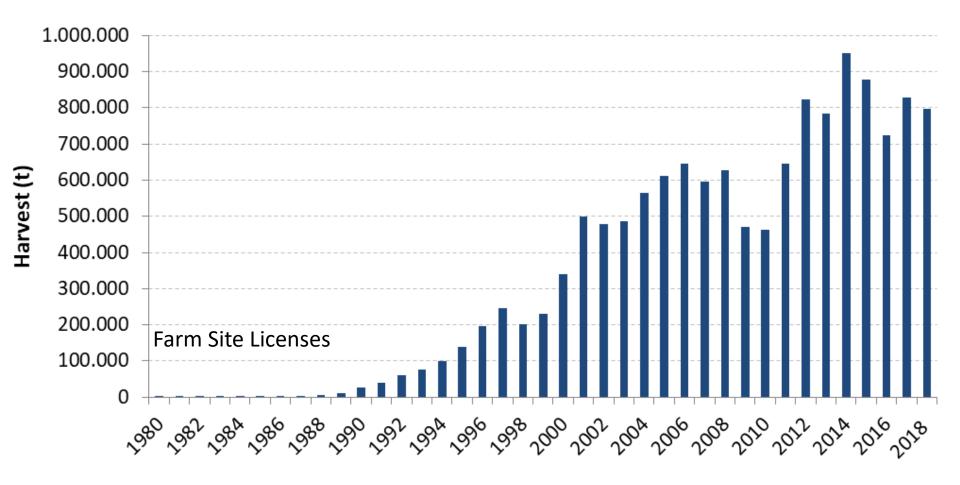
Regulation in Chile

Puerto Varas, October 2018

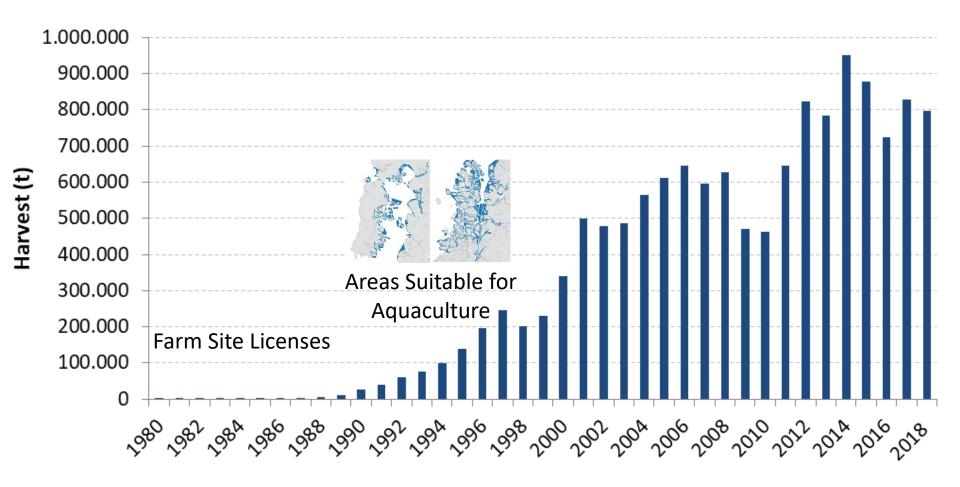




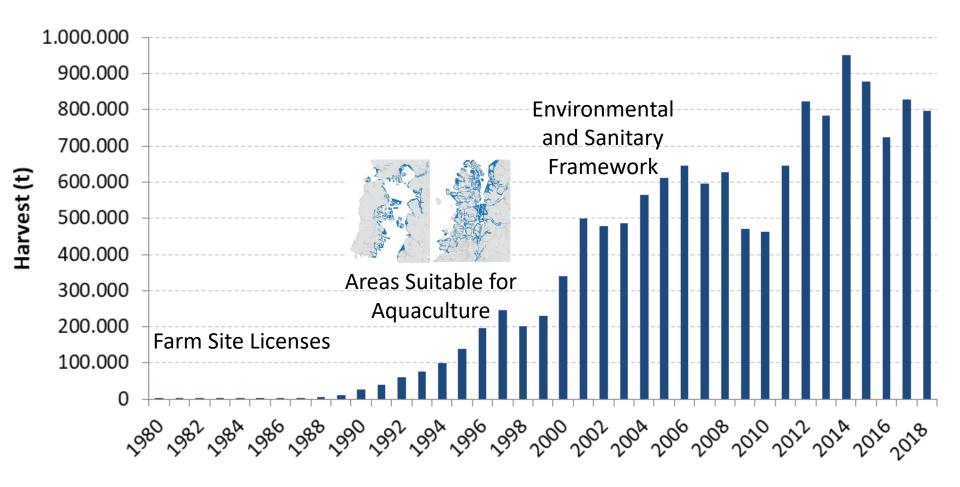




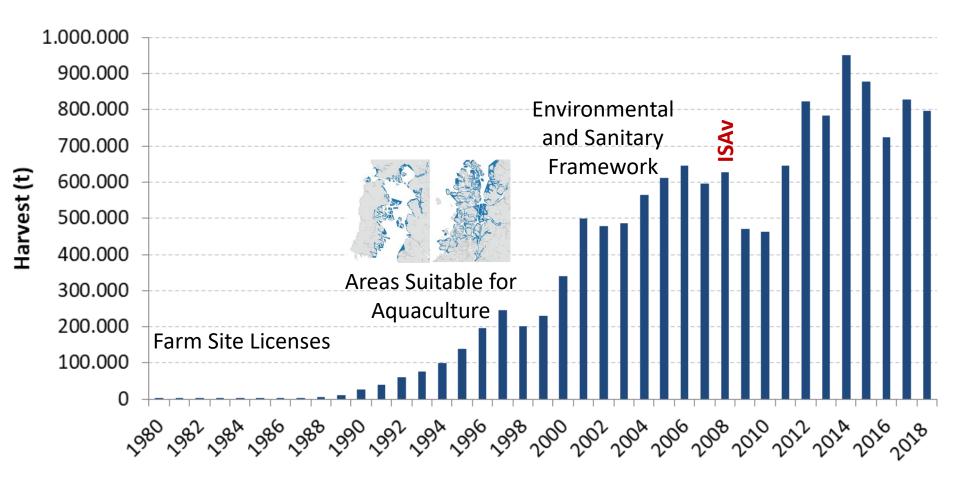


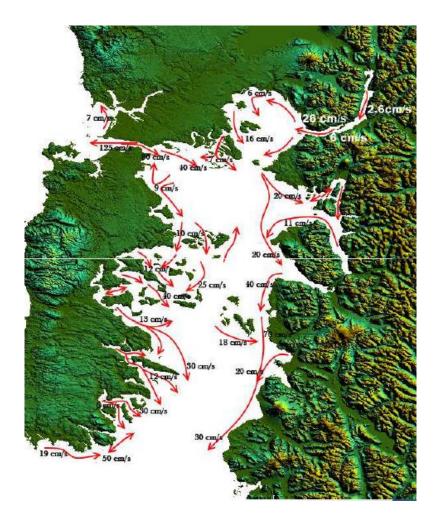






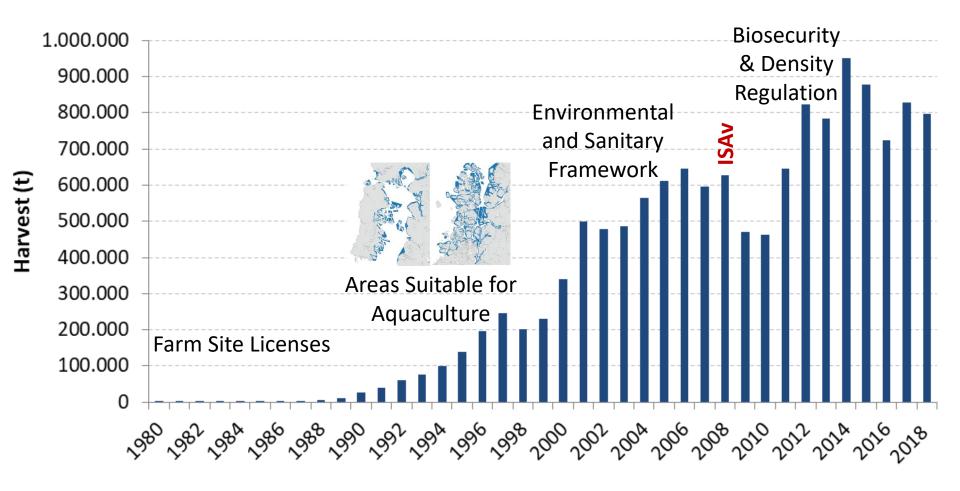






Salmon farming develops in open aquatic ecosystems were neighboring farm sites may have a strong influence on each other's sanitary conditions

Hydrodynamics connects farm sites at varying distances





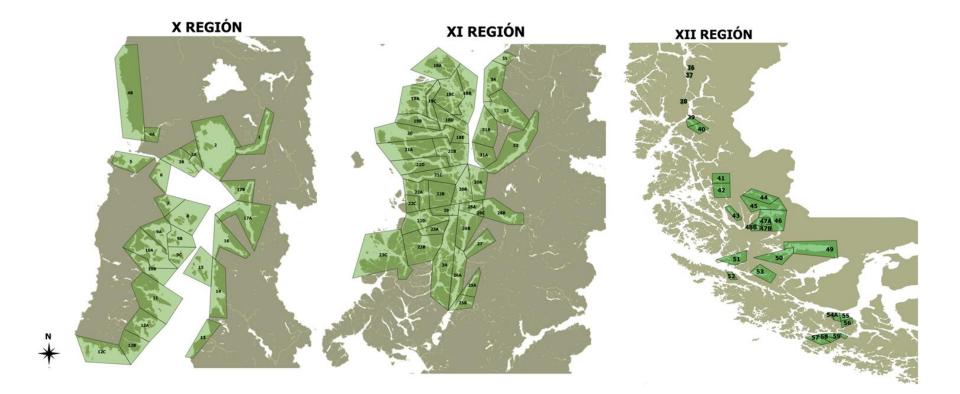


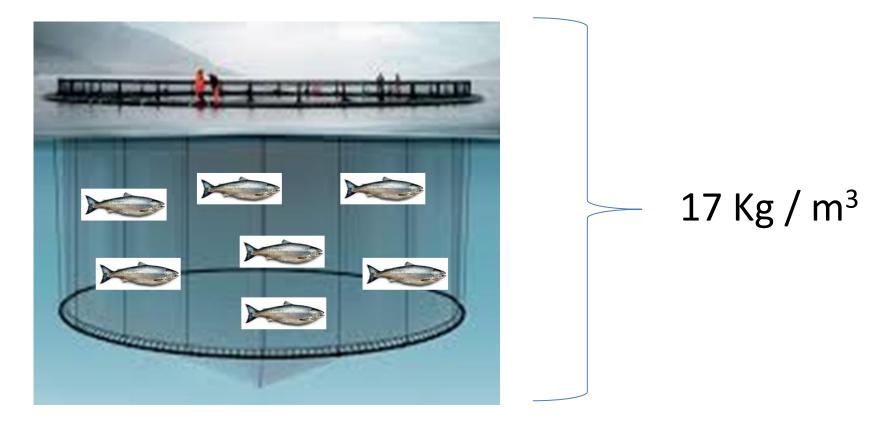




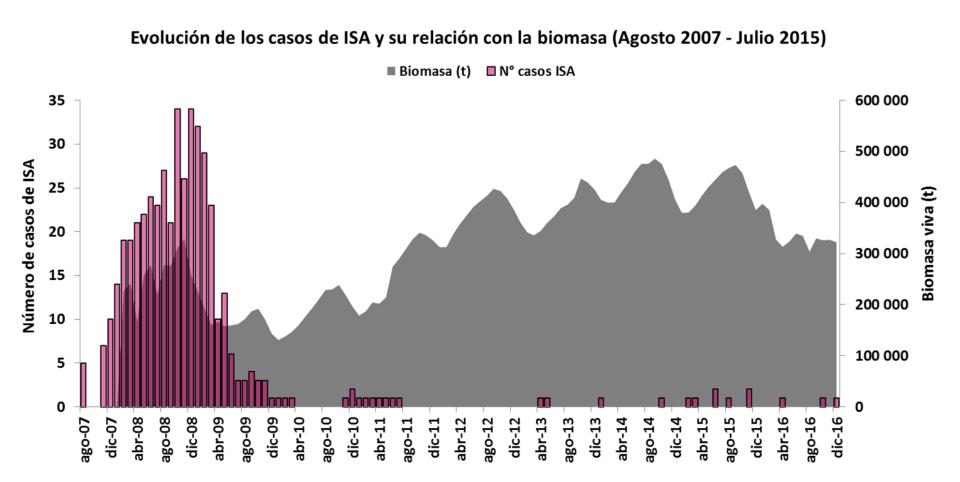






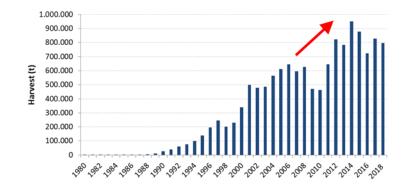


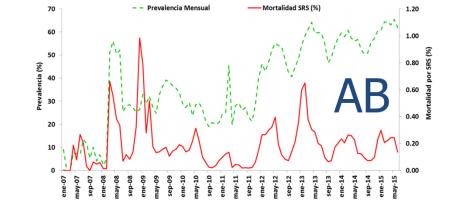


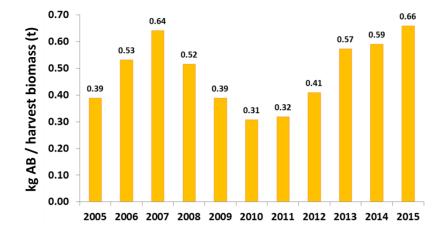


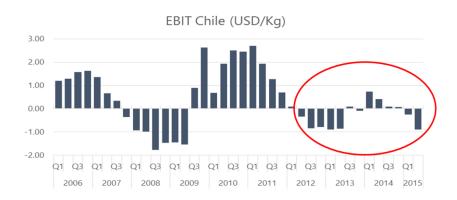
Regulation in Chile



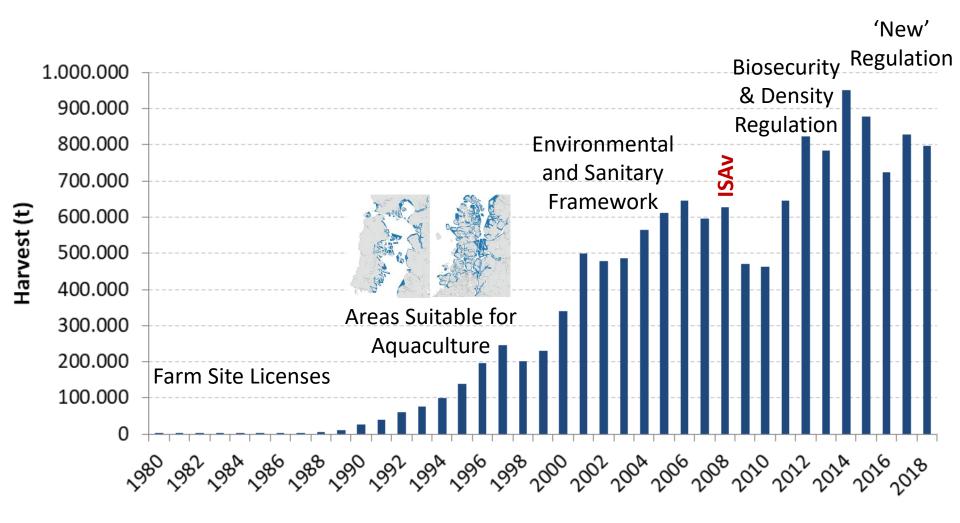










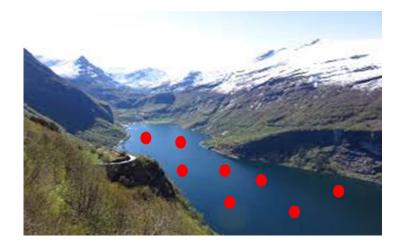


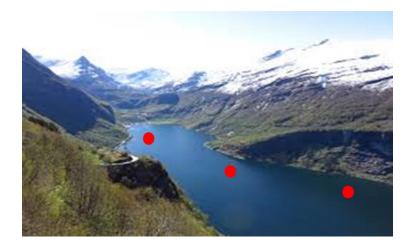
Principles

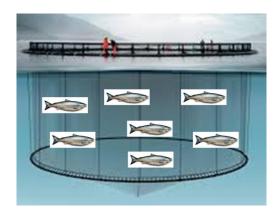
- ✓ Industry must operate within sustainable limits of production (i.e., carrying capacity; main disease challenges are density-dependent)
- ✓ Sanitary and environmental indicators must determine the level of production within a given area

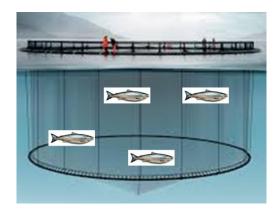
□ Implementation

- ✓ Punish increases in production above a threshold
- Promote small increases in production based on sanitary performance
- Provide more flexibility to distribute production between sites

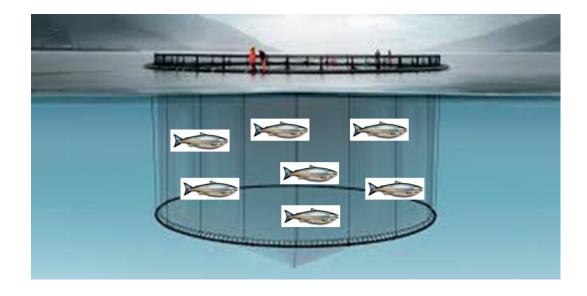




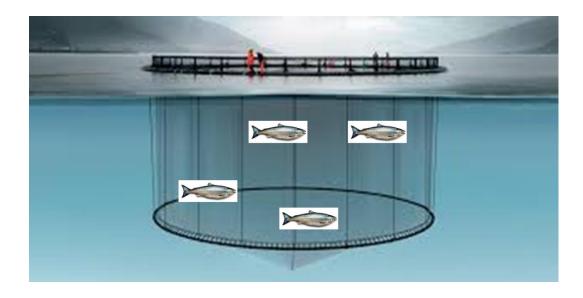


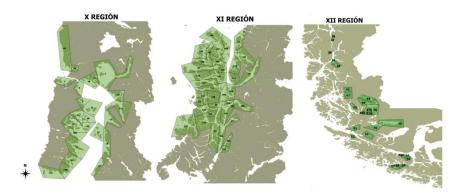


if – as a company – you commit to a management plan that regulates your production (t) based on sanitary performance, you are allowed to farm at the maximum density (kg m⁻³) permitted by law



otherwise, you are subject to strict density restrictions which are proportional to production growth (i.e., tax on growth)





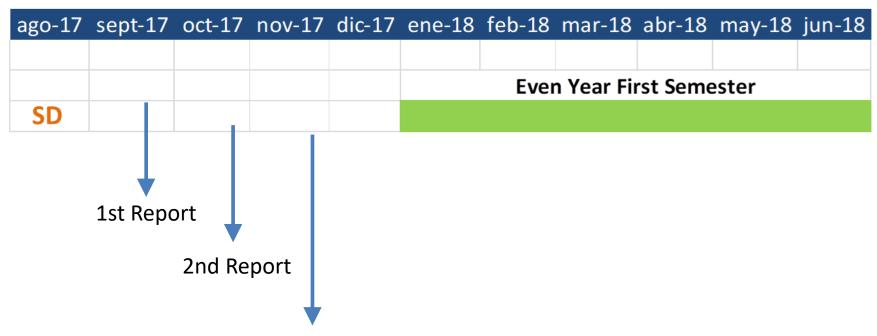
Areas Divided by Fallowing Calendar

	First Semester	Second Semester
Even Year	1	2
Odd Year	3	4

Companies must declare their stocking intention for all the sites they have in each combination, up to 10 months in advance of a site being allowed to stock after completing mandatory and coordinated area fallowing

ago-17	sept-17	oct-17	nov-17	dic-17	ene-18	feb-18	mar-18	abr-18	may-18	jun-18							
					Even Year First Semester												
SD																	

•	N.L.			First Semester	Second Semester
	New	Regulation	Even Year	1	2
		itegalación	Odd Year	3	4



Regime Selection (Density or Stocking Reduction)

Key Considerations*

- Companies must opt for one system or the other for all the sites they have in a 'year-semester' combination
- Density Regime consists of a strict density calculation for each management zone that is strongly influenced by stocking growth from all companies (i.e., as a company, you may not increase your stocking from one cycle to the next, yet still recieve a low stocking density)
- Stocking Reduction Regime allows comapnies to stock at maximum stocking densities, in exchange of a stocking reduction as a function of company specific mortality and sea lice treatments on previous cycles (i.e., it is independent of the rest, unlike the Density Regime)

Key Considerations*

 Stocking declarations reflect stocking changes in a 26 month period, but stockings will not necessarilly distribute evenly throughout this period.

ago-17	sept	-17 oct-1	7 nov-17	dic-17	ene-18	feb-18	mar-18	3 abr-18	may-18	jun-18	jul-18	ago-18	sept-18	oct-18	nov-18	dic-18	ene-19	feb-19	mar-19	abr-19	may-19	jun-19	jul-19	ago-19	sept-19	oct-19	nov-19	dic-19	ene-20	feb-2
						Eve	n Year I	First Sem	ester																					
SD																														
					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21					
						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21				
							1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21			
								1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21		
									1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	
										1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
												Even	Year Seco	ond Sem	nester															
						SD																								
											1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
												1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
													1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
														1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
															1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15

Key Considerations*



ago-17	sept-17	oct-17 nov-17	dic-17	ene-18	feb-18	mar-18	abr-18	may-18	3 jun-18	jul-18	ago-18	sept-18	oct-18	nov-18	dic-18	ene-19	feb-19	mar-19	abr-19	may-19	jun-19	jul-19	ago-19	sept-19	oct-19	nov-19	dic-19	ene-20	feb-2
						n Year F	last Com																						
SD					Eve	n Year F	irst sen	lester																					
50																													
				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21					
				-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21				
					-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21			
						-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21		
							-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	
								-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
									-	-			5					10			10		10	10		10		20	
											Even	Year Seco	and Sem	nester															
					SD						21011	1001 000																	
										1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
											1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
												1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
												-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
													-	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
															1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
																	-		-	-		-	-						

Perspectives

- ✓ Onset of regulation in 2nd half of 2017 had a strong impact on stocking intentions declared in August 2017 (7% growth despite record high prices)
- ✓ Stocking declarations from February 2018 and Augsut 2018 have seen larger incresaes than expected
- ✓ Government has made Density Regime stricter, enforcing 4 kg/m3 as minimum density
- ✓ Proposal currently out to modify PRS (should have news in Nov '18)