



# NASF – Pareto Investors forum

Webminar | 10 June 2021

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*Mañihueico, Chile*



# Salmones Camanchaca at a glance

## Integrated value chain



Genetics



Fresh water



Seawater



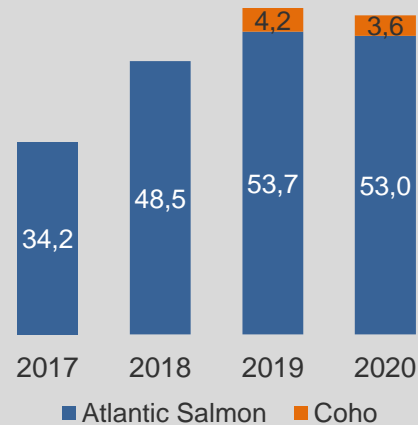
Processing



Sales & Marketing

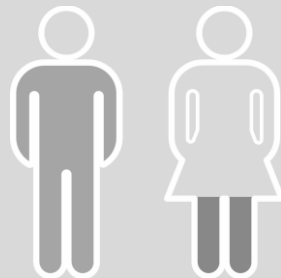
## Harvest volume

Thousands tons WFE



## Employees

1.915



70,5%

29,5%

## Sustainability ambitions

ASC  
Majority of  
production certified  
by 2021

50% reduction  
In antibiotics by  
2025

Communities  
Increase the value  
of our communities

Carbon  
Neutral  
By 2025

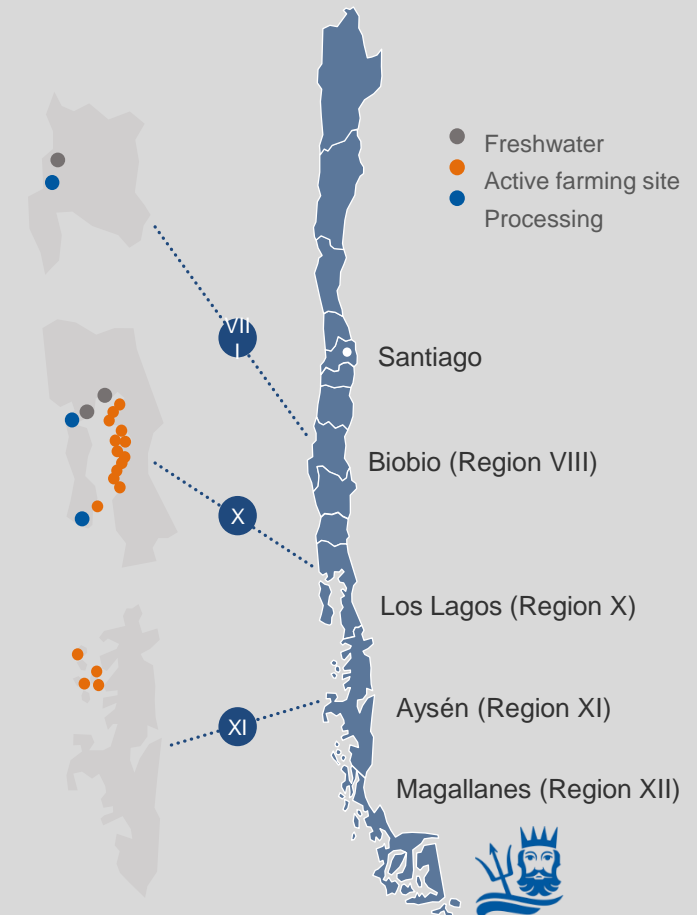
## Production Assets

3 freshwater hatcheries  
for Atlantic

2 freshwater hatcheries for  
coho/trout

74 concessions dispersed  
over regions X and XI

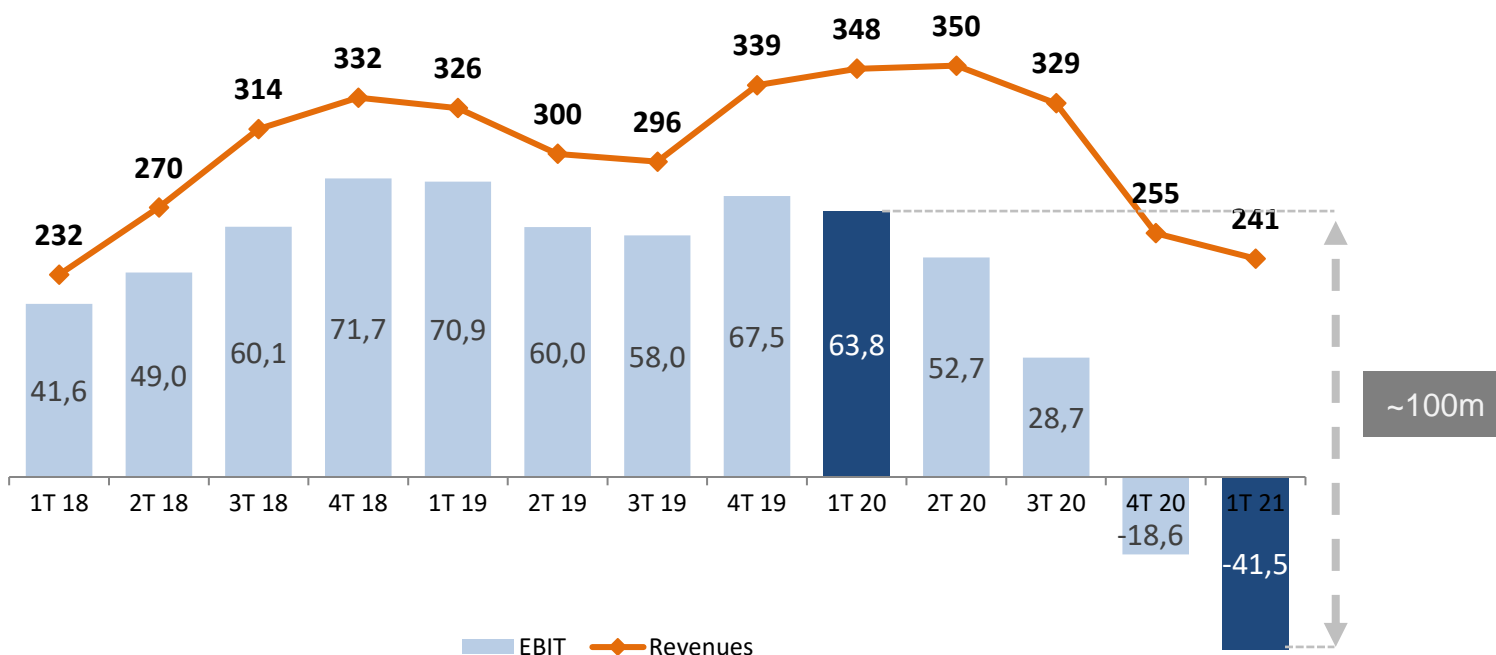
4 processing plants



# Financial development: exercising endurance

## 12m rolling revenues and EBIT-margin before Fair Value

US\$ million



## 2020 earnings impacted by:

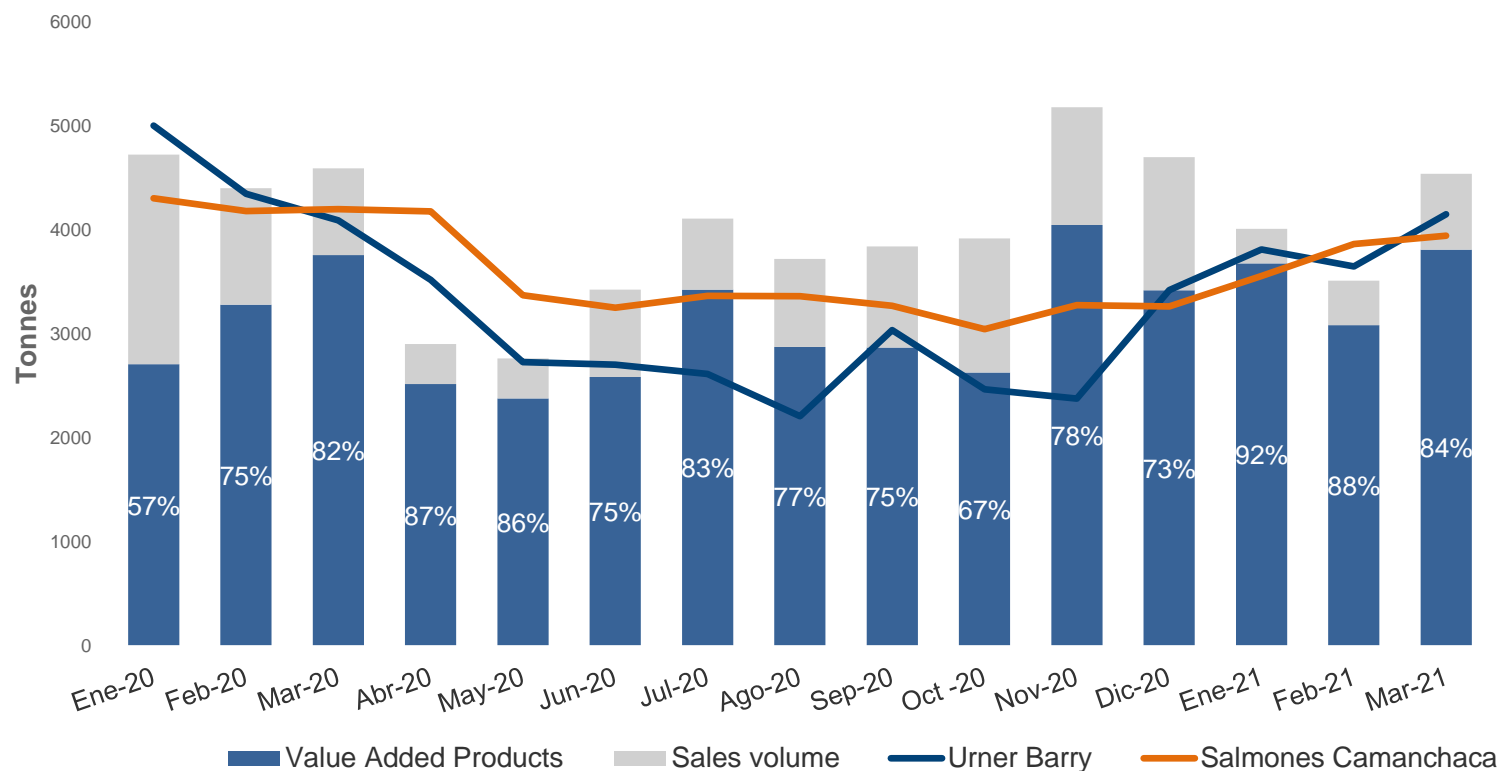
- Pandemic
  - Historic low prices due to weak demand and reduced market access
  - Increased operational cost from Covid security measures
  - Successful **value-added strategy** mitigated decrease price impact
- Islotes incident
- Reñihue algae blooms in 1Q21
- Comau toxic algae bloom in late March early April



# Value added: compensating market volatility

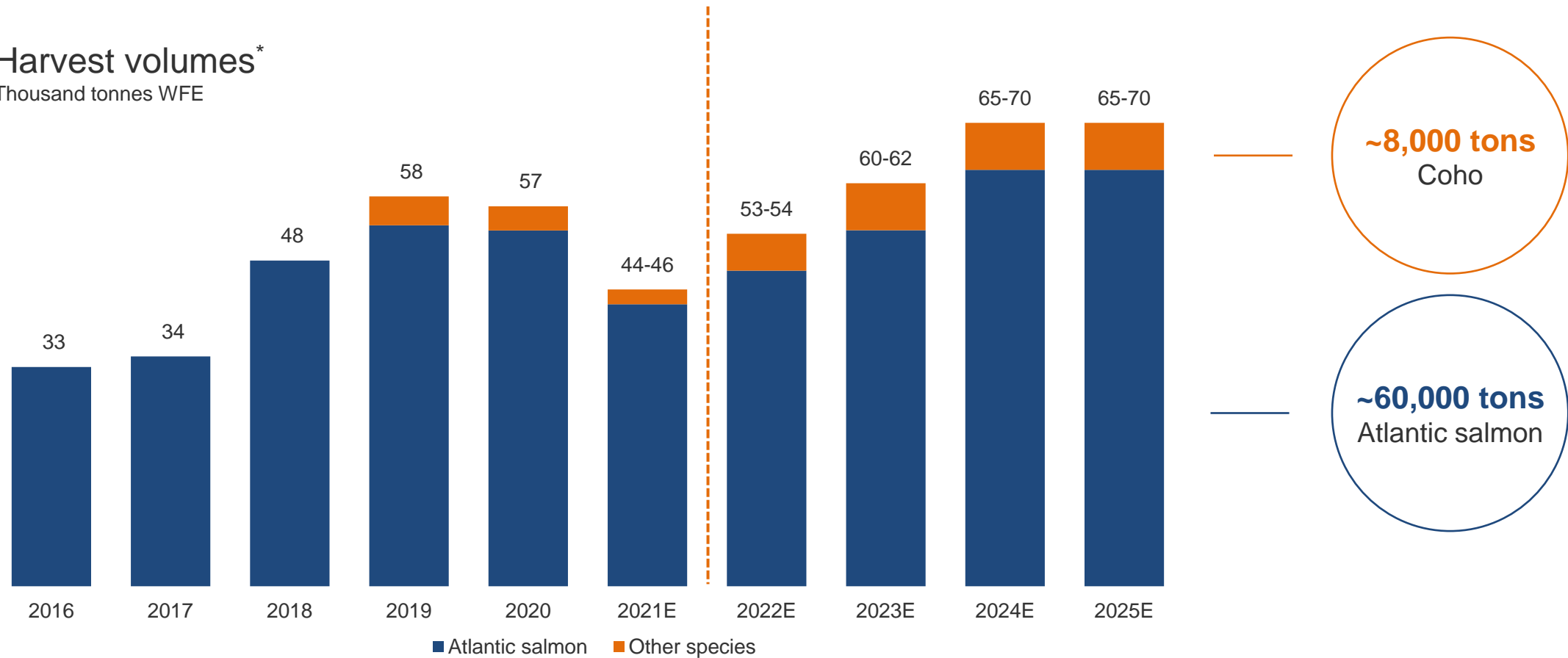
- More stable price achievement driven by value added strategy:
  - Lagging market fluctuations due to value added contracts
  - During 2020, prices were higher than market 9 out of 12 months. In 2/15 month, it was below
  - Recent price recovery expected to be fully materialized by Q3
  - Flexibility to change markets & formats

**Atlantic Salmon Prices vs Urner Barry**  
(USD/Kg WFE)



# Our Growth Plan

Harvest volumes\*  
Thousand tonnes WFE



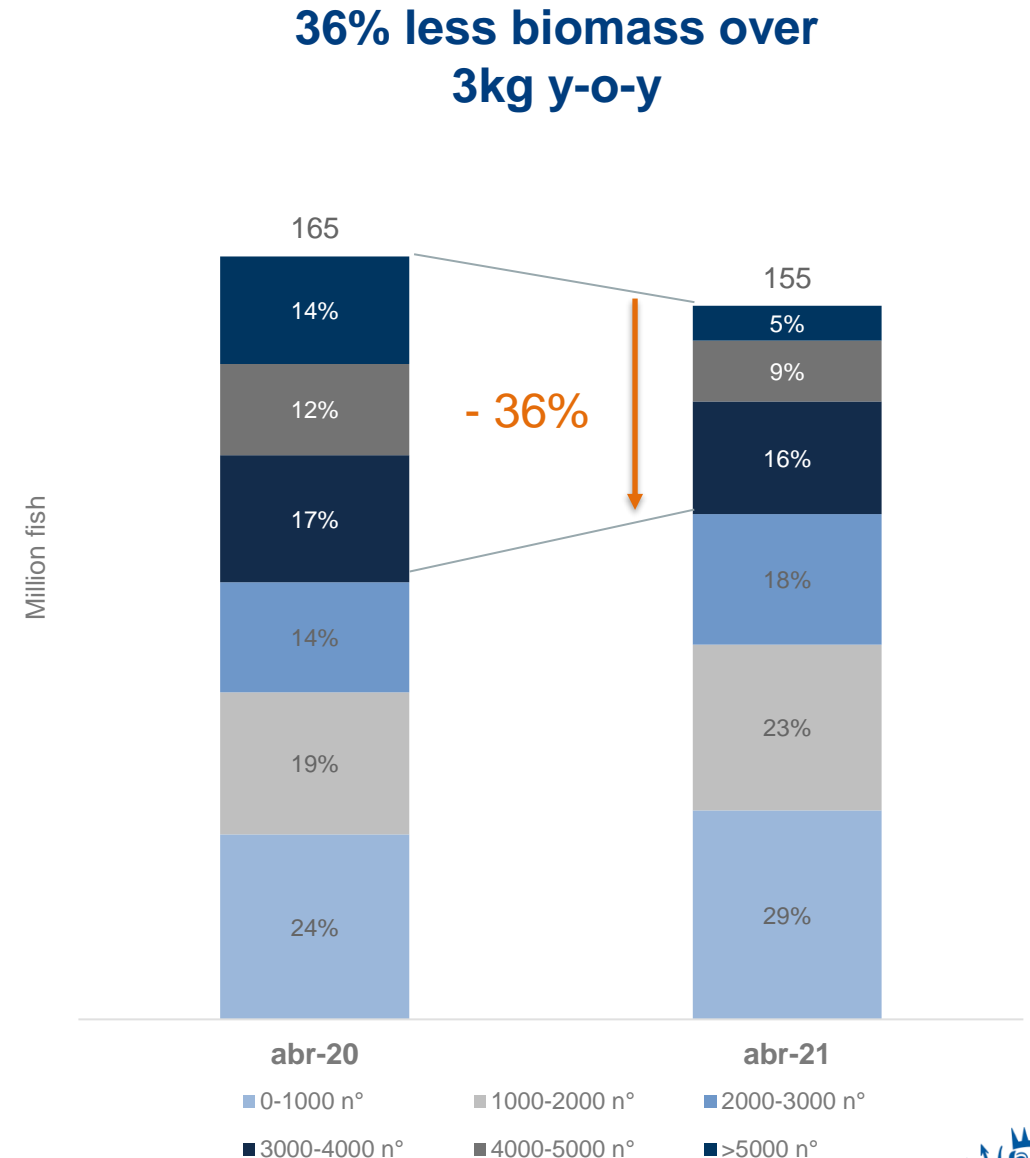
\*Figures do not include trout joint venture volumes from 2016-2022. The JV has an estimated average annual capacity for 12,000 tons WFE and expires in 2022, after which the agreement will continue with 2/3 of the current capacity. Projections might change by market or environmental conditions.



# Chilean 2021 Supply: declining

- Chilean all biomass in the ocean water by April 2021 was 6% lower in number of fish, but harvestable fish (weights > 3kg) were 36% down
- Lower harvest weights compensated by higher # of fish harvested, keeping supply

	Oct 20	Nov 20	Dec 20	Jan 21	Feb 21	Mar 21	Apr 21
Harvest volumes (ths tonnes)	69.3	66.6	59.9	58.1	61.9	61.5	53.3
Avg Weight ( Kg)	5.92	5.74	5.36	5.32	5.03	5.33	4.95



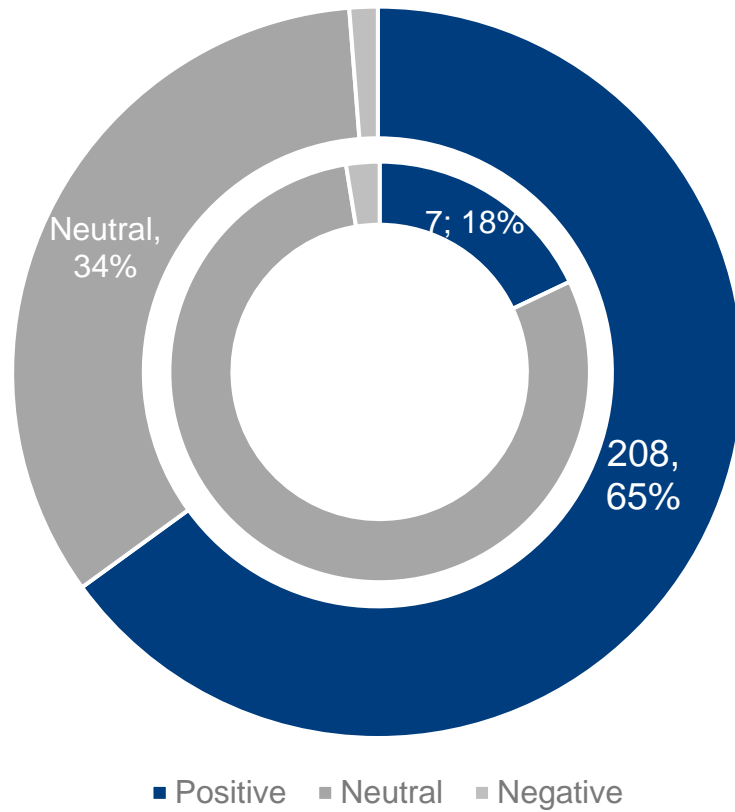
Source: Aquabench April 2021



# Market sentiment on Chile

**Positive sentiment increased to  
65% ( from 18%)**

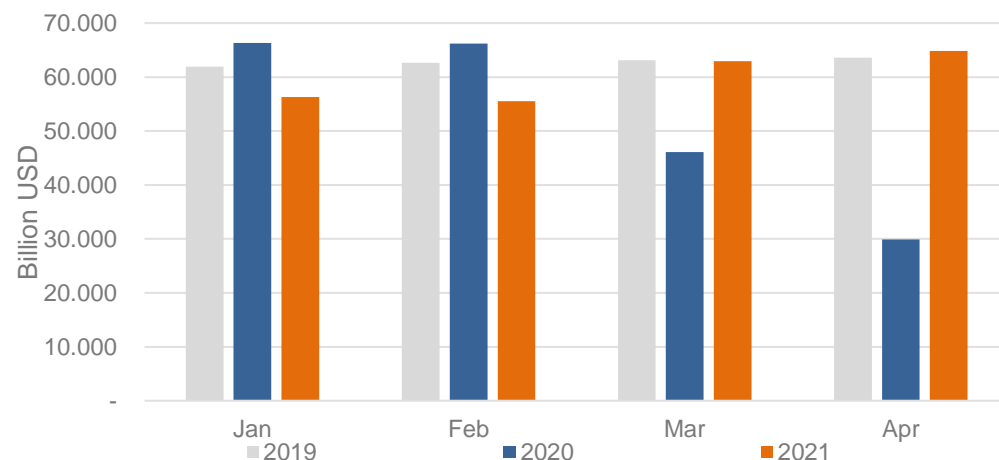
**2021 vs 2020**



# Pandemic effect on demand reversing

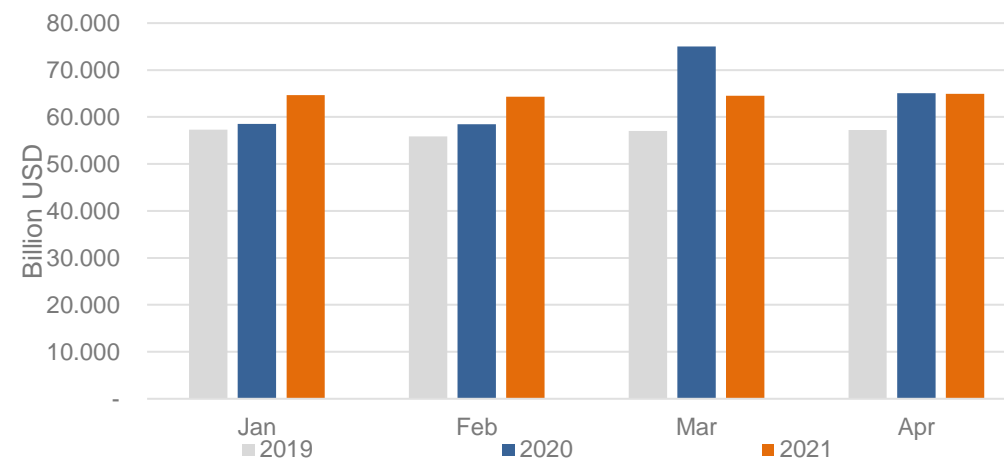
## FOODSERVICE SALES Q1 2021 returned to pre-pandemic levels

- Census data suggests restaurant sales in April 2021 were the strongest on record



## GROCERY Sales 2021 are STABLE and Holding

- It appears grocery sales are not decreasing as foodservice ramps up

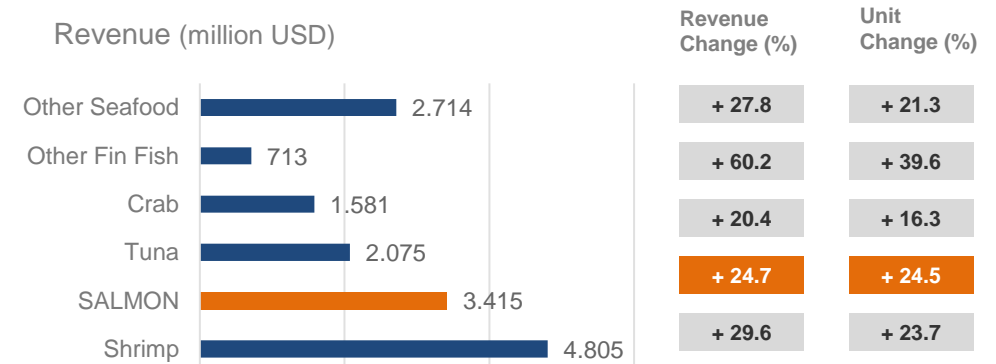




# US Consumption Trend: changing for the better

## 1. Category is growing fastest

- Seafood was leader in grocery sales in 2020 with 28% growth across all species; and 25% for Salmon #2 category

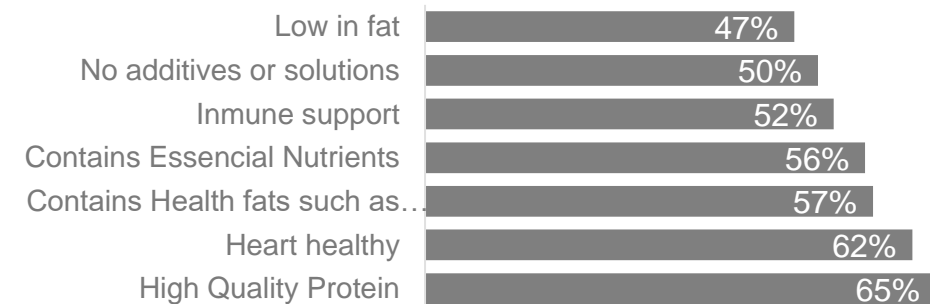


Source: NielsenIQ Total Food View, Total U.S.A. OC52: Weeks Ending 1/2/21

## 2. People in search for nutritious and health

- Revaluing seafood in their diets foster by its health benefits

### Nutrition Claims Impacting Seafood consumption

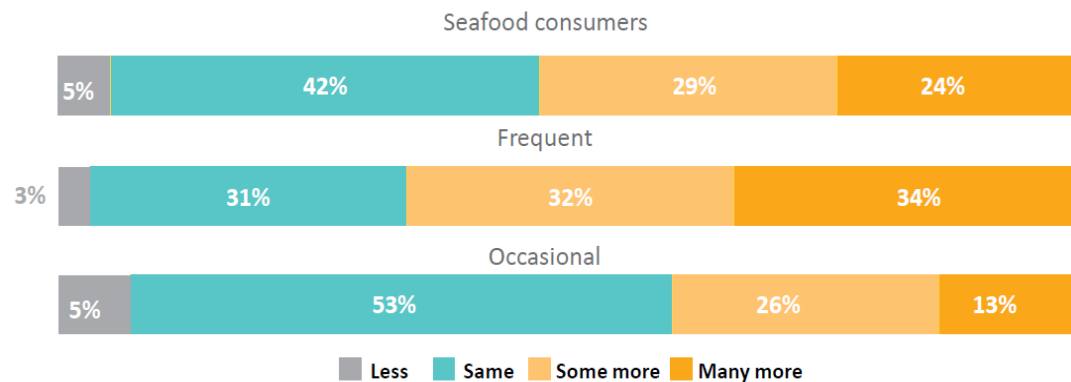


# US Consumption Trend: changing for the better

## 3. Cooking at Home:

- 53% of seafood consumers are now cooking more than before pandemic
- Frequent consumers are becoming even more so

### Change in Seafood cooking during the pandemic



## 2. Teach Me Please!

- Americans are hungry for more knowledge about seafood including:
  - Know the Quality
  - Cook, prepare, flavour
  - Nutritional benefits
  - Seafood sustainability
  - How to buy

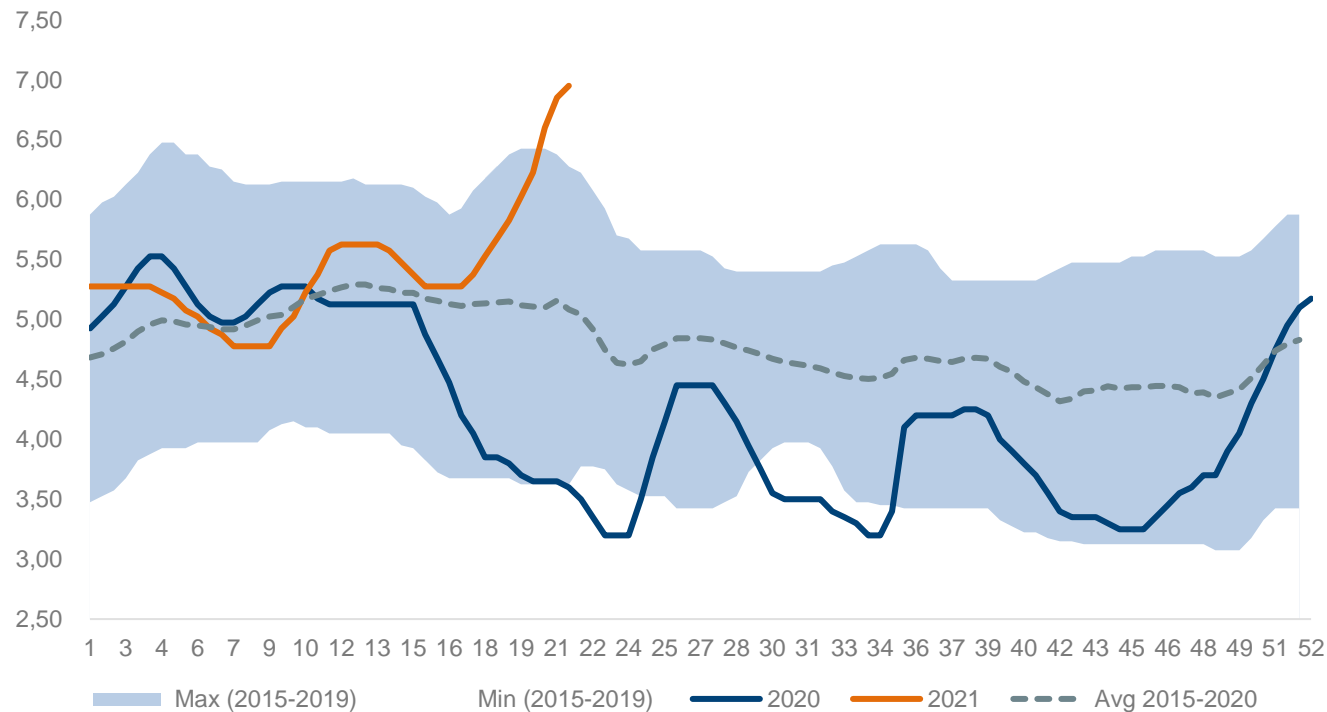


# Supply & Demand dynamics

Pandemic Price Impact is gone

## US Chilean Fillets Price

(USD por LB of trim D fillets, UB)



During 2020:

- High volatility in prices and historically down
- Reduction of demand in foodservice channel compensated by retail
- Chilean exports to the US grew 14%

Trend 2021:

- Demand fully recovered
- Prices at record highs





# Key takeaways

- **Environmental and pandemic incidents** strongly impacting Ebit margin achieved in 2018-2019. Very extraordinary & unusual incidents.
- Salmones Camanchaca is **positioned into the growing need for sustainably “superfood”** and rapid growth in seafood/salmon category
- Well **positioned in high growth segments** by focusing in value added and its corresponding processing & marketing flexibility
- Company keeps its **organic growth plan of ~70,000 by 2024-2025**, and restablishing its cost standards by 2022

