



COMPAÑÍA PESQUERA CAMANCHACA S.A. AND
SUBSIDIARIES

Quarterly Analysis of the Consolidated Financial Statements

for the periods ended March 31, 2014 and 2013.

QUARTERLY ANALYSIS

This document contains the Quarterly Analysis of the Consolidated Financial Statements of Compañía Pesquera Camanchaca S.A. as of March 31, 2014, compared to the consolidated statement of financial position and statement of cash flows as of December 31, 2013 and compared to the statement of income for the period ended March 31, 2013.

The Company began preparing its accounting records and those of its subsidiaries in accordance with IFRS (International Financial Reporting Standards) as of January 1, 2011.

Business Areas

The Company is engaged in the following three lines of business:

1. Industrial Fishing: This business is conducted through the Company's operations in Chile's northern and south-central zones. Our catches are intended for human consumption (both canned and frozen) whenever possible, as in the case of jack mackerel, mackerel and langostino lobster in the south-central zone. Otherwise, they are used for fishmeal and fish oil, as in the case of anchovy or sardine catches in the northern and south-central zones, respectively.
2. Salmon Farming: This business is carried out through the Company's operations in southern Chile, specifically the 8th, 10th, and 11th regions. These operations encompass the entire value chain from the breeding program to produce their own eggs, through the freshwater inland hatchery, the grow-out phase in 72 sea water sites in 14 neighborhoods and finally 2 primary processing plants in the 10th and 11th regions and a secondary processing and freezing plant in the 8th region.
3. Other Seafood: The Company farms mussels in Chile's 10th region (Island of Chiloé), plus abalones and scallops in the 3rd and 4th regions, from which it produces a complete line of finished products intended entirely for human consumption.

Summary

The Company recorded revenue of US\$ 111.4 million for the period ended March 31, 2014, up 22% from the first quarter of 2013. This reflects a significant increase from the salmon farming business, which rose 50% over the last twelve months. The industrial fishing and other seafood businesses reported drops in revenue of 18.4% and 13.4%, respectively.

The gross margin before fair value adjustment of the salmon biomass for the first quarter of 2014 was US\$ 13.7 million, which is US\$ 11.4 million (5 times) greater than the first quarter of 2013. This resulted in an EBITDA (before fair value adjustment of the salmon biomass) for the first three months of 2014 of US\$ 11.4 million, in contrast to the negative US\$ 1.9 million recorded for the first quarter of 2013. This rise of US\$ 13.3 million, or 85%, is explained by the increase in the gross margin.

The Company recorded a loss of US\$ 1.9 million in 2014 as compared to a loss of US\$ 12 million in 2013, reflecting an improvement of US\$ 10.1 million, or 85%. This improvement can be fully attributed to the salmon farming business, which progressed from a loss of US\$ 7.2 million in the first quarter of 2013 to a profit of US\$ 4.2 million in the first quarter of 2014. In this same period, the industrial fishing and other seafood businesses posted weakened earnings with drops of US\$ 1.1 million and US\$ 186 thousand, respectively, recording a total loss of US\$ 6.1 million.

The improved results for first quarter 2014 can be explained by a combination of factors, including:

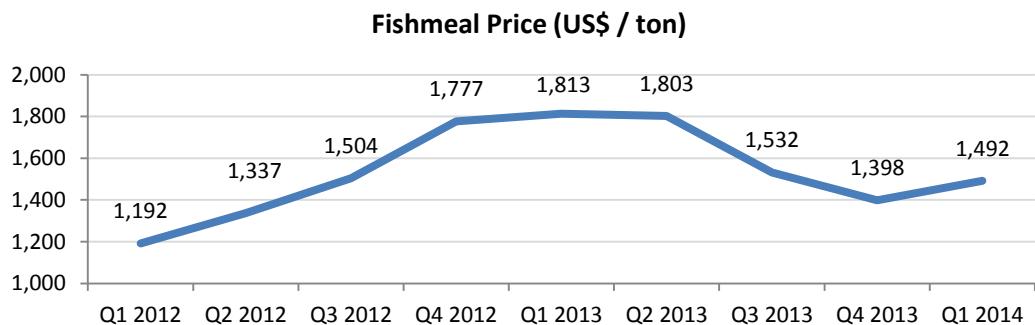
- a. An increase of US\$ 1.8 per kilo WFE (44%) in the price of Atlantic salmon during the first quarter of 2014 as compared to the same quarter in 2013. This is in addition to an 18% rise in Atlantic salmon harvests, which totaled 10,866 tons WFE, with similar sales volumes of 9,664 tons WFE as of March 31, 2014.

- b. The postponement of the 2014 anchovy fishing season in the northern zone, which did not begin until March due to a voluntary fishing ban set by the industry in light of high concentrations of small fish detected in January and February. This move was intended to protect fishing resources and ensure proper fish size once catching began. Despite the late start, 28 thousand tons of anchovy were caught in a little over three weeks in March, surpassing first quarter 2013 catches by 9.3%. With no production, the Company could not allocate two months' worth of expenses to products, thus directly impacting earnings. Production late in the quarter managed to accumulate unshipped inventory of 7 thousand tons of fishmeal as of March 31, 2014.
- c. The ban decreed by the Undersecretary of Fishing and Aquaculture (Subpesca) for sardine catches in the south-central zone lasted longer than normal. This extension was foreseeable given weak catches in 2013 and the objective of ensuring proper fish size. However, sardine catches showed significant improvements in March 2014 over the prior year and over the estimations, reaching 38 thousand tons as of March 31, almost triple the amount caught during the first quarter of 2013. As in the northern zone, these abundant catches translated into large inventories of fishmeal (7,202 tons) and fish oil (3,932 tons) as of quarter-end 2014. Yield from fish oil production increased considerably to 10%, which compares extremely favorably to both normal ranges and the 6.5% obtained in March 2013. Therefore, the industrial fishing segment posted a loss of US\$ 5.3 million for the period ended March 31, 2014, compared with a loss of US\$ 4.2 million in March 2013. EBITDA fell from a positive US\$ 750 thousand to a negative US\$ 400 thousand. However, these losses exclude the margins from the fishmeal and fish oil inventories of more than 14 thousand and 5 thousand tons, respectively, that the Company has in stock as of March 31, 2014.
- d. EBITDA from the other seafood business weakened from positive US\$ 558 thousand to a negative US\$ 320 thousand. Its negative value is explained by the scallop and abalone businesses in the 3rd and 4th regions, as mussel farming in the 10th region had a positive EBITDA.

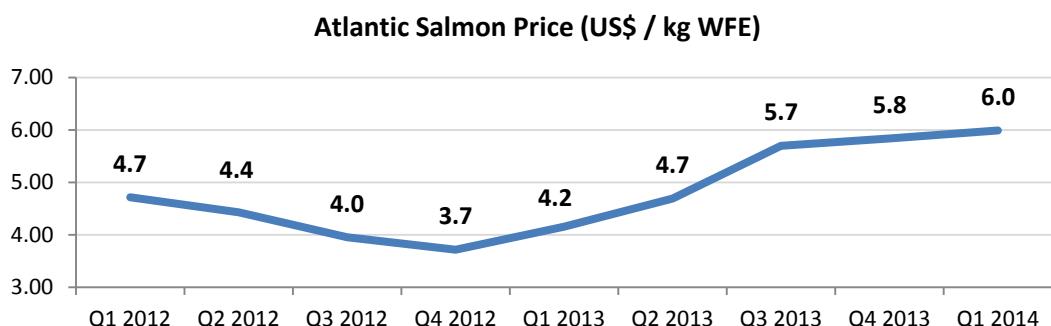
It is also important to mention the earthquake that occurred in Iquique on April 1, 2014, which affected our assets and operations in the northern zone. Reports received to date show no evidence of material or significant structural damage to our plant, the nearby wharf or our fleet of vessels. All insurance policies are duly activated, including coverage for material damage and business interruption. Despite the earthquake's magnitude, proper and timely handling as well as activation of all contingency plans enabled production to be restored in just one week to approximately 50% of total capacity.

Key Business Drivers

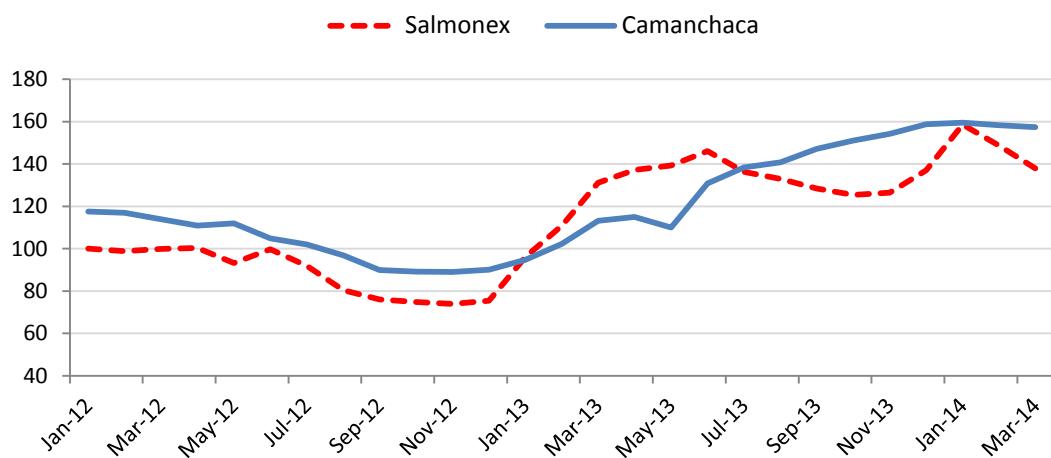
- Camanchaca's results are closely related to five key drivers:
 - i. The price of fishmeal, which is strongly correlated with Peru's catching levels;
 - ii. The price of Atlantic salmon, which is very sensitive to Norwegian and Chilean supply conditions;
 - iii. Catch levels, which define the scale of fishing operations and related processes given the industry's high fixed cost structure;
 - iv. Fuel expenditures, which particularly impact fishing as well as fishmeal and fish oil processing costs.
 - v. The sanitary conditions in our salmon grow-out sea sites, which determine not only the available biomass but also cost, especially for Atlantic salmon.
- Trends in Key Drivers
 - i. **Fishmeal price:** This variable was unusually high during the first half of 2013 due to drops in Peru's catch quotas. However, it began to decrease during the third quarter as these quotas resumed normal levels, reaching a low for the year during the fourth quarter of 2013. From this point, prices began to rise, posting an average of US\$ 1,492 per ton for the first quarter of 2014. This figure is 17.7% below the same period in 2013 but 7% above the immediately preceding quarter.



ii. **Atlantic salmon price:** This variable continued to rise during the first quarter, reaching US\$ 6 per kilo WFE, or 44% greater than the same quarter in 2013. As prices began to recover last year, Camanchaca was unable to take advantage of them because of contracts signed in previous months at lower prices. The Company saw a significant recovery in its prices beginning in the second quarter of 2013, surpassing both market comparables and Chilean exports.



**Raw Material Return (US\$ / kg WFE) Camanchaca v/s Market
Salmonex January 2012 = Base 100**



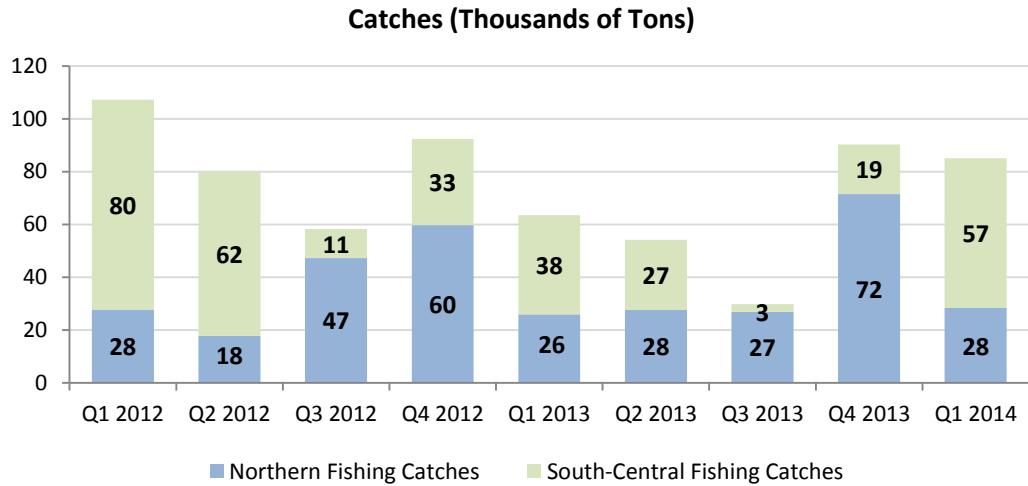
The Raw Material Return is the price obtained for each of the different types of products sold, net of distribution and specific secondary processing costs for each type. It provides a reference of the price obtained for the fish before processing and its final destinations. It also allows aggregation and comparison of the Company's diverse products.

The market Index or "Salmonex" is based on the price of fresh fillet trim D exported by Chilean firms, net of processing and distribution costs for Camanchaca's fresh trim D. It provides a comparable index to Camanchaca's Raw Material Return.

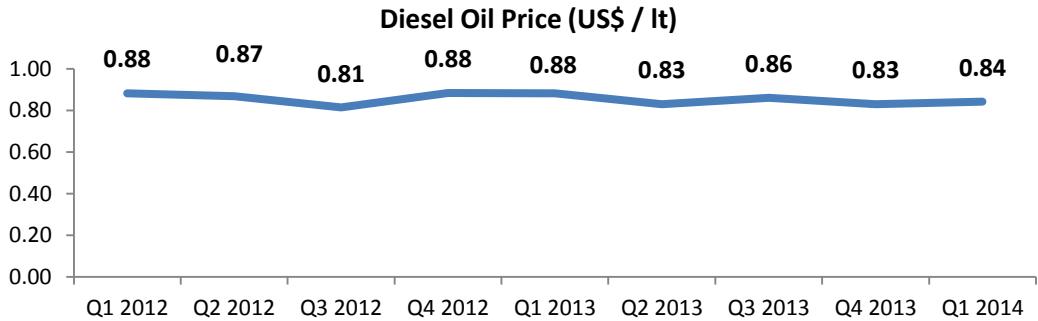
iii. **Pelagic fishing levels:** Fishing began in the northern zone historically late, not until the first week of March 2014. Improved oceanographic and spawning conditions in 2013 led to excellent catches in just a few weeks, ending the first quarter with 28,290 tons of anchovy, up 9.3% from

the same period in 2013. In the south-central zone, the sardine biomass recovered significantly during the first quarter following low levels throughout the prior year. For the period ended March 31, 2014, catches totaled 37,739 tons, which compares favorably with 13,839 tons in the first quarter of 2013 and 43 thousand tons for the year 2013. Also worth highlighting are the improved yields from fish oil production from sardine catches, reaching 9.9%, or 52% greater than the prior year. Combined with increased catches, this led to a substantial increase in oil production in the south-central zone.

In the case of jack mackerel fishing in the south-central zone, first quarter catches have been more problematic than in 2013, totaling 19,041 tons, down 20% from the first quarter of last year. However, this drop has been offset by an increase in production and sales of frozen jack mackerel thanks to improvements to our frozen food plant in Talcahuano. During the first quarter, the Company produced and sold 7,905 and 4,320 tons of frozen jack mackerel, respectively, reflecting a 22% rise in production and 4.6% more sales than the same quarter in 2013. In contrast, there was a 50% drop in production of canned jack mackerel, which reached 374 thousand boxes. Sales levels remained stable around 140 thousand boxes in both quarters.

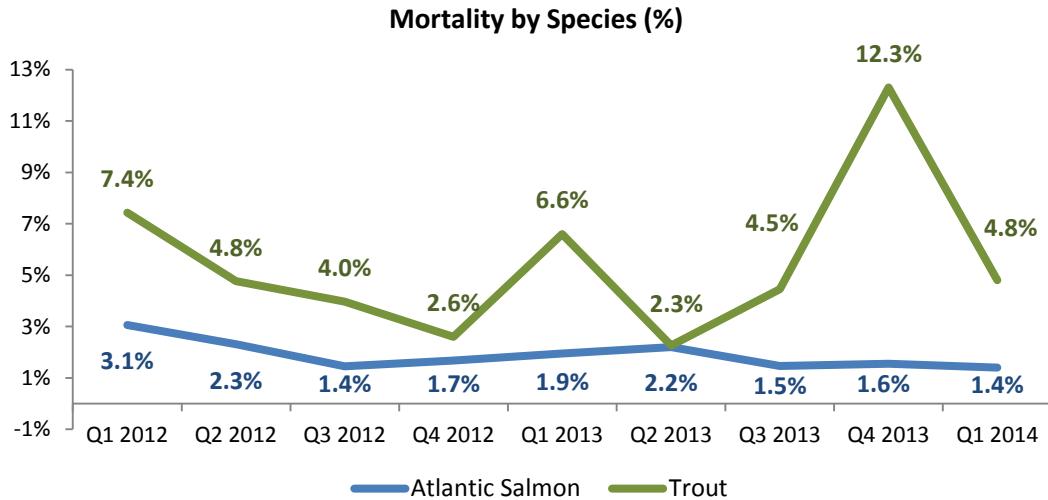


iv. **Diesel price:** There were no material changes during the period.



v. **Sanitary conditions at salmon farms:** Continuing with the Company's plan to prioritize operations in the 10th region because of their favorable sanitary conditions and logistics, during the period sanitary conditions were encouraging, with a slight improvement in the cumulative survival rate of Atlantic salmon (for closed cycles), reaching 90% for the first quarter. This positive performance was despite the increased risk of low marine oxygen levels and algae blooms during summer months. In light of this risk of low oxygen, Camanchaca implemented a strategy of reducing feed to maintain fish metabolisms low. One side effect of this strategy was a drop in fish growth rates that will result in reduced biomass harvests in the future. The Company estimates the impact at between 1,500 and 2,000 tons. This decreased growth of the expected biomass also resulted in an adjustment to the fair value of the biomass.

In the case of trout, mortality for closed-cycle groups was 17.5% during the first quarter of 2014, which is less than the 21% during the same period in 2013. Given the decision to temporarily suspend smolt transfer for trout, as mentioned in the financial statements as of December 31, 2013, the fish harvested during the first quarter will be the last harvests in 2014. Suspension of smolt transfer does not affect the production assets for this species as they continue to provide services to third parties.



*Total quarterly mortality including both closed and open sites.

Highlights and Financial Results for Camanchaca S.A.

- In the **industrial fishing business**, revenue fell 18.4% to US\$ 25.1 million. Earnings dropped from a loss of US\$ 4.2 million in March 2013 to a loss of US\$ 5.3 million in the same period in 2014. These results are mainly explained by:
 - i. A delayed start to the fishing season in the northern and south-central zones, which meant initiating anchovy and sardine processing during the last month of the quarter. This left large inventories of fishmeal and fish oil in both zones that the Company did not manage to ship to clients. Based solely on the physical stock of fishmeal and sales prices for the quarter, there is between US\$ 5 million and US\$ 6 million in margins to be made during the second quarter as products are dispatched.
 - ii. In the northern zone, because the Company was not producing fishmeal and fish oil in January and February, all costs for those months were recorded directly in income, with a final impact of US\$ 4.3 million.
 - iii. Despite the postponement of the sardine and anchovy season, catch levels increased. For example, sardine catches in the south-central zone totaled 38 thousand tons, or 172% greater than the same quarter in 2013. This is especially remarkable since 91% of this year's catches occurred during the month of March. In the northern zone, anchovy catches totaled 28 thousand tons, which represents an increase of 9.3% over the first quarter of 2013. These catches also took place entirely in March as a result of the normal recruitment ban in January and a voluntary industry ban in February because the biomass was considered to not be of sustainable size. All sardine catches in the south-central zone and anchovy catches in the northern zone led to large inventories of fishmeal and fish oil, totaling 14,235 and 5,028 tons, respectively. Once sold, they will have a positive impact on the income statement as indicated above.
 - iv. In the northern zone, production of fishmeal and fish oil increased by 13% and 230%, respectively, with respect to the first quarter of 2013, producing a total of 6,951 tons of fishmeal and 1,097 tons of fish oil.
 - v. In the south-central zone, in addition to the recovery of the biomass, sardine oil yields reached 9.9%. This figure is much greater than normal ranges or the 6.5% recorded for the first quarter of

2013. Fishmeal production rose from 4,931 tons for the period ended March 31, 2013, to 7,838 tons for the same period in 2014, while fish oil production increased from 1,566 to 4,380 tons.
- vi. For the consolidated fishing business, sales volumes of fishmeal fell 46.2% over the first quarter of 2013, but thanks to sales of stocks from the prior year, fish oil sales grew by 232%.
 - vii. Prices of fishmeal and fish oil were lower than in the first quarter of 2013, dropping 17.7% and 8.6%, respectively, to US\$ 1,492 per ton for fishmeal and US\$ 2,212 per ton for fish oil. Peruvian fishing quotas of 2.3 million tons set for catches during the second quarter of the year are within normal ranges. As a result, prices are expected to remain stable or slightly increase.
 - viii. Jack mackerel fishing was slower and more difficult than in the first quarter of 2013 with a 20% decrease in catches, reaching 19 thousand tons. The 22% increase in production of frozen jack mackerel, totaling 8 thousand tons, led to a 50% reduction in the production of canned jack mackerel. During the quarter, 374 thousand boxes were produced, leaving a stock of approximately 550 thousand boxes as of March 31, 2014, which will be sold during the year. Sales of canned jack mackerel decreased 6.2% to 134,806 boxes with prices 7% lower than the same quarter in 2013. Sales volumes of frozen jack mackerel rose 4.6% during the period, totaling 4,320 tons at an average price 7% higher than the same period in 2013. However, the Company has seen negative signs from traditional buyers of these products due to Nigerian import restrictions. This could lead to reduced prices and decreased sales in upcoming months.
 - ix. In summary, the results of the Company's fishing operations were:
 - The northern fishing division recorded a loss of US\$ 4.6 million compared to a loss of US\$ 2.3 million for the same period in 2013. This loss can be explained entirely by the two months without catches or production of fishmeal and fish oil, which did, however, leave large inventories as of quarter end. Our subsidiary Camanchaca Pesca Sur posted a loss after taxes of US\$ 209 thousand, which compares favorably to the loss of US\$ 1.5 million as of period-end 2013, and also left considerable stocks of fishmeal and fish oil.
 - EBITDA for the consolidated industrial fishing business worsened by US\$ 1.2 million over first quarter 2013, reaching a negative US\$ 400 thousand.
 - In the **salmon farming business**, revenue rose 50% in the first quarter of 2014, reaching US\$ 80 million. The business recorded a profit of US\$ 4.2 million as opposed to the loss of US\$ 7.2 million posted for the first quarter of 2013, reflecting an improvement of US\$ 11.4 million. These results are mainly explained by:
 - i. A considerable increase in sales prices for shipments of Atlantic salmon beginning in the third quarter of 2013. As of the end first quarter 2014, Camanchaca's sales price averaged US\$ 6 per kilo WFE, which led to a raw material return 70 cents above figures for Chilean exports of Atlantic salmon and the spot market in Miami.
 - ii. Although Atlantic salmon harvests grew by 1,690 tons to reach 10,866 tons, sales decreased slightly from 9,867 to 9,664 tons, mainly due to shipping delays caused by port strikes. Trout harvests fell 542 tons to 1,216 tons for the quarter. There will be no more harvests during 2014. As reported in prior quarterly analyses, the Company has suspended smolt transfer for trout because of its high mortality rates. However, it has not ruled out resuming operations in the future if methods for addressing sanitary conditions are improved. Trout sales grew from 275 to 700 tons. The Company expects to sell its remaining stock during the second quarter of the year. The trout farming assets, which account for nearly 10% of the salmon farming business's assets, are operating at full capacity by providing services to third parties.
 - iii. There was a 13.4% drop in administrative costs, which are now consistent with a harvest scale of 38,000 to 42,000 tons. Distribution costs fell 4.3% despite the increase in sales of Atlantic salmon and trout in aggregate, which is proof that the Company's cost efficiency and continuous improvement programs are functioning well. In short, the percentage of income allocated to administrative activities and sales in the salmon farming business dropped from 10.8% to 6.5%.
 - iv. To maximize returns on existing assets that are not being used at full capacity, the Company provides services to third parties. These services generated US\$ 3.2 million in net operating income during the first quarter of 2014, up 38% from the same period in 2013. These services include fish processing, concession leases, smolt sales, fish offal sales and logistics services for third parties.
 - v. As of March 31, 2014, mortality of Atlantic salmon at closed sites had fallen to 10.1% (10.5% in 2013) while trout mortality was down to 17.5% (21% in 2013). During the first quarter of 2014,

- Atlantic salmon harvests were concentrated in sites in the 10th region (six of the seven sites harvested). Trout was harvested at only one site. This was in addition to reduced expenses for antiparasitic treatments, which positively impacted costs.
- vi. Regarding the fair value adjustment of biological assets (the salmon biomass) in accordance with IAS 41, a loss of US\$ 4.4 million was recorded as of March 31, 2014, as compared to a loss of US\$ 900 thousand for the same period in 2013. This is explained primarily by the effect of a smaller actual biomass harvested and resulted in a greater real harvest cost and a decreased real sales price for Atlantic salmon.
 - vii. EBITDA before fair value adjustment for the period ended March 31, 2014, totaled US\$ 12.1 million in the salmon farming business. This figure compares favorably with the negative US\$ 3.3 million in the same period in 2013, which is well aligned with the increase of US\$ 14.8 million in the gross margin.
 - In the **other seafood business**, revenue fell 13%, reaching US\$ 6.2 million for the period ended March 31, 2014. This division recorded a loss of US\$ 778 thousand, which is US\$ 186 thousand greater than the same period in 2013. These results show very different situations between mussel operations in Chiloé and abalone and scallop operations in Caldera. Specifically, conditions for the scallop business continue to show limited competitive advantages for Chile over Peru, which has been exacerbated by high local costs. As of the date of this report, after having explored several alternatives for improvement, the Company has decided to substantially reduce scallop farming and production in Caldera (3rd region) and to concentrate efforts in Guanaqueros (4th region), dismissing 150 employees as of April 30, 2014. This will lead to reductions in production of around 50% by 2015 in order to focus on the domestic market, which has shown better raw material returns. Abalone farming and production in Caldera will not be modified as favorable conditions are expected for 2015. The division's results can be attributed to the following factors:
 - i. The subsidiary Camanchaca Cultivos Sur, which includes all assets for the mussel farming business, once again recorded a positive EBITDA, although lower than the first quarter of 2013, mainly due to delayed shipments and one-time compensation paid as part of the distribution process. It recorded EBITDA of US\$ 280 thousand for the period ended March 31, 2014, down from the US\$ 1.3 million for the same period in 2013. A loss of US\$ 27 thousand was recorded as compared to profit of US\$ 495 thousand for first quarter 2013. During the first quarter of 2014, mussel seed collection conditions improved, which confirms that the biomass deficit from 2013 has been restored and reinforces the Company's decision to adjust its product mix toward mussels in the shell—the product with the greatest raw material return—for the retail market.
 - ii. In the abalone and scallop business (in northern Chile), the loss was lessened but not reversed thanks to good yields and better sizes in both products. A loss of US\$ 571 thousand was recorded for the period ended March 31, 2014, which is an improvement of US\$ 335 thousand over the same period in 2013. Sales volumes of abalones grew 31.4% to 44 tons, despite the continued impact of restrictions on the consumption of luxury goods in China, which has limited destination markets and reduced prices by 15%. From a cost perspective, yield improved to 7.7 units per kilo from 9.5 units per kilo in 2013, thus reducing costs to US\$ 23 per kilo. In the scallop business, as a result of Peruvian production, prices fell by nearly 20% over the same quarter in 2013, leading to a drop in sales volumes of 32%.
 - Administrative expenses as a percentage of revenue fell from 7.8% to 5.6% with absolute reductions throughout the Company. Distribution expenses as a percentage of revenue fell from 6.6% to 3.7%, once again with absolute reductions across all areas. These trends can be explained by the scale of these businesses and the Company's numerous cost-cutting initiatives.
 - Prices for all of Camanchaca's products as a whole rose 25% in the first quarter of 2014 with respect to 2013, with a positive effect on revenue and margins of close to US\$ 18 million.
 - Finance costs for the period ended March 31, 2014, totaled US\$ 1.8 million, down from US\$ 4.3 million recorded in the first quarter of 2013. This improvement can be attributed to interest rate hedges dating back to 2005 that matured in August 2013. These contracts had fixed rates above current spot market rates, which resulted in greater costs.

- Cash and cash equivalents increased by US\$ 8.9 million as compared to December 31, 2013, totaling US\$ 14.3 million as of March 31, 2014. This is explained mainly by payments received from sales made in December 2013 (especially in the salmon farming and northern industrial fishing businesses), offset to a lesser extent by the use of resources to fund working capital for the south-central industrial fishing business. Cash flows improved during the first quarter from a negative US\$ 357 thousand used in operating activities to a positive US\$ 13.1 million provided by operating activities. Including financing and investing activities, the improvement in net cash and cash equivalents was approximately US\$ 16 million.
- Debt with financial institutions as of March 31, 2014, totaled US\$ 236.2 million, which is similar to the balance as of December 2013.
- As of March 31, 2014, the Company recorded total equity of US\$ 302.9 million, or 0.7% less than December 2013. As a result, financial leverage remained stable at 0.78.

1. STATEMENT OF INCOME (CONSOLIDATED AND BY SEGMENT)

For the period ended March 31 (ThUS\$):

	<u>STATEMENT OF INCOME</u>				YTD Q1 2014				YTD Q1 2013			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL	FISHING	SALMON	OTHER SEAFOOD	TOTAL	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	25,103	80,065	6,219	111,387	30,747	53,442	7,178	91,367	(29,934)	(53,828)	(5,310)	(89,072)
Cost of sales	(26,728)	(65,657)	(5,337)	(97,722)	813	(387)	1,868	2,294				
Gross margin before fair value adjustments	(1,625)	14,408	882	13,665								
Fair value adjustment to biological assets		1,644		1,644		3,619		3,619				
Fair value adjustment to harvest and sales		(6,052)		(6,052)		(4,519)		(4,519)				
Gross margin	(1,625)	10,001	882	9,257	813	(1,287)	1,868	1,395				
OTHER INCOME AND EXPENSES												
Administrative expenses	(2,605)	(2,588)	(1,011)	(6,204)	(3,045)	(2,988)	(1,052)	(7,085)				
Distribution costs	(689)	(2,649)	(740)	(4,078)	(2,383)	(2,769)	(876)	(6,028)				
Finance costs	(600)	(1,056)	(154)	(1,810)	(1,554)	(2,064)	(633)	(4,251)				
Share of profit (loss) of associates	(30)	454	0	424	(37)	337	0	300				
Exchange differences	(1,008)	1,028	75	95	302	(263)	(72)	(33)				
Other income (losses)	(168)	51	5	(112)	85	31	3	119				
Finance income	0	37	0	37	0	0	0	0				
Other income and expenses, net	(5,100)	(4,723)	(1,824)	(11,649)	(6,632)	(7,716)	(2,630)	(16,978)				
Profit (loss) before taxes	(6,725)	5,277	(942)	(2,391)	(5,819)	(9,003)	(762)	(15,583)				
Income taxes	1,334	(1,030)	165	469	1,191	1,801	172	3,164				
Profit (loss) from continuing operations	(5,391)	4,247	(778)	(1,922)	(4,627)	(7,202)	(590)	(12,419)				
Profit (loss) from discontinued operations	0	0	0	0	0	0	0	0				
Profit (loss) for the period	(5,391)	4,247	(778)	(1,922)	(4,627)	(7,202)	(590)	(12,419)				
Non-controlling interest	63	0	0	63	440	0	0	440				
Profit (loss) for the period attributable to owners of the parent	(5,328)	4,247	(778)	(1,859)	(4,187)	(7,202)	(590)	(11,979)				
EBITDA	(400)	12,129	(320)	11,409	750	(3,252)	558	(1,945)				
EBITDA after fair value adjustments	(400)	7,722	(320)	7,002	750	(4,152)	558	(2,845)				

EBITDA: gross margin before fair value adjustments + depreciation - administrative expenses - distribution costs - other income and expenses

EBITDA after fair value adjustments: EBITDA + fair value adjustments to biological assets - fair value adjustments to harvest and sales

Sales Volumes

Fishing Catches				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Northern Zone				
Own	tons			
Third Party	tons			
	28,224	25,172	3,052	12.1%
	66	701	-635	-90.6%
South-Central Zone				
Own	tons			
Third Party	tons			
Total	tons			
	24,269	23,854	415	1.7%
	32,511	13,812	18,699	135.4%
	85,070	63,539	21,531	33.9%

Production				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Fishmeal	tons			
Fish Oil	tons			
Canned Fish	boxes			
Langostino Lobster	kg.			
Frozen Jack Mackerel	tons			
	14,789	11,085	3,705	33.4%
	5,477	1,898	3,579	188.5%
	373,765	748,125	-374,360	-50.0%
	0	0	0	-
	7,905	6,474	1,431	22.1%

Sales				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Fishmeal	tons			
Fish Oil	tons			
Canned Fish	boxes			
Langostino Lobster	kg.			
Frozen Jack Mackerel	tons			
	4,670	8,680	-4,010	-46.2%
	2,249	678	1,571	231.6%
	134,806	143,651	-8,845	-6.2%
	31,564	23,861	7,703	32.3%
	4,320	4,130	190	4.6%

Salmon Harvest				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Trout	tons WFE			
Atlantic Salmon	tons WFE			
	1,216	1,758	-542	-30.8%
	10,866	9,176	1,690	18.4%

Sales				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Trout	tons WFE			
Atlantic Salmon	tons WFE			
	700	275	425	154.3%
	9,664	9,867	-203	-2.1%

Other Seafood Production				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Scallops	tons			
Abalone	tons			
Canned Abalone	boxes			
Mussels	tons			
	88	112	-24	-21.8%
	68	44	23	52.4%
	0	0	0	-
	2,729	2,703	26	1.0%

Sales				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Scallops	tons			
Abalone	tons			
Canned Abalone	boxes			
Mussels	tons			
	67	98	-31	-32.0%
	44	34	11	31.4%
	0	0	0	-
	1,701	1,605	97	6.0%

Average Sales Prices

Average Sales Price of Products				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Fishmeal	US\$ x ton	1,492	1,813	-321
Fish Oil	US\$ x ton	2,212	2,421	-209
Canned Fish	US\$ x box	25.9	27.8	-1.9
Langostino Lobster	US\$ x kg	20.4	19.5	0.9
Frozen Jack Mackerel	US\$ x ton	1,326	1,241	85.9
Trout	US\$ x kg	6.3	2.7	3.6
Atlantic Salmon	US\$ x kg	6.0	4.2	1.8
Scallops	US\$ x kg	11.4	14.2	-2.8
Abalone	US\$ x kg	20.3	23.8	-3.6
Canned Abalone	US\$ x box	-	-	-
Mussels	US\$ x kg	2.7	2.7	0.04
				1.4%

Change in Revenue due to Price Effect*

Change in Revenue due to Price Effect				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Fishmeal	ThUS\$	6,969	8,469	-1,500
Fish Oil	ThUS\$	4,975	5,445	-470
Canned Fish	ThUS\$	3,489	3,743	-254
Langostino Lobster	ThUS\$	642	615	28
Frozen Jack Mackerel	ThUS\$	5,730	5,359	371
Trout	ThUS\$	4,406	1,896	2,510
Atlantic Salmon	ThUS\$	57,899	40,152	17,747
Scallops	ThUS\$	760	946	-187
Abalone	ThUS\$	899	1,058	-159
Canned Abalone	ThUS\$	-	-	-
Mussels	ThUS\$	4,652	4,587	64
Total	ThUS\$	90,420	72,269	18,150
				25.1%

* With constant volume 2014

Change in Fuel Expenditures due to Price Effect*

Change in Fuel Expenditures due to Price Effect				
	YTD Q1 2014	YTD Q1 2013	Change	Change %
Diesel Oil	ThUS\$	3,329	3,498	-169
Bunker Oil	ThUS\$	2,015	2,149	-134
Total	ThUS\$	5,344	5,647	-303
				-5.4%

* With constant volume 2014

2. STATEMENT OF FINANCIAL POSITION

	Mar 2014 ThUS\$	Dec 2013 ThUS\$	Difference ThUS\$	Change
ASSETS				
Current assets	267,223	277,719	-10,496	-3.8%
Property, plant and equipment	246,268	252,259	-5,991	-2.4%
Other non-current assets	116,263	109,550	6,713	6.1%
Total Assets	629,754	639,528	-9,774	-1.5%
LIABILITIES				
Current liabilities	93,168	100,086	-6,918	-6.9%
Non-current liabilities	233,707	234,495	-788	-0.3%
Total Liabilities	326,875	334,581	-7,706	-2.3%
Net equity attributable to owners of the parent	248,108	250,118	-2,010	-0.8%
Non-controlling interest	54,771	54,829	-58	-0.1%
Total Equity	302,879	304,947	-2,068	-0.7%
Total Liabilities and Equity	629,754	639,528	-9,774	-1.5%

3. FINANCIAL ANALYSIS

a. Consolidated Analysis:

This section compares the Company's key financial indicators for the periods from January to March 2014 and January to December 2013, based on its consolidated financial statements for those periods.

	Period	
	Mar 2014	Dec 2013
Liquidity Indicators		
1) Current Liquidity	2.87	2.77
2) Acid Ratio	0.98	1.00
3) Working Capital (ThUS\$)	174,055	177,633
Debt Indicators		
4) Net Debt Ratio	1.03	1.08
5) Current Liabilities / Total Liabilities	0.29	0.30
6) Non-Current Liabilities / Total Liabilities	0.71	0.70
Profitability Indicators		
7) Return on Equity	-0.61%	-5.53%
8) Return on Assets	2.17%	3.15%

Notes:

7. Return on Equity: Profit (loss) attributable to owners of the parent / total equity.

8. Return on Assets: Gross margin before fair value adjustment / total assets.

b. Cumulative Indicators for Salmon Business:

	Period	
	Mar-14	Mar-13
a) Atlantic Salmon Harvests / Site	1,662	2,460
b) Trout Harvests / Site	1,388	1,933
c) Atlantic Salmon Farming Density (kg/m3)	7.4	9.0
d) Trout Farming Density (kg/m3)	7.3	5.2
e) Atlantic Salmon Group Survival Rate (sea water)	89.9%	89.5%
f) Trout Group Survival Rate (sea water)	82.5%	79.0%
EBIT / kg WFE: (gross margin before fair value adjustment - administrative expenses - distribution costs) / kg WFE sold		
g) Total Weighted Average for Salmon and Trout Businesses	0.88	-0.61
• Salmon Business	0.87	-0.44
• Trout Business	1.03	N/A*
h) Weighted Average for Salmon and Trout Products	0.59	-0.71
• Salmon Products	0.59	-0.57
• Trout Products	0.68	N/A*

Notes:

- a, b Harvests for the period in tons / number of sites used, expressed in tons per site.
- c, d Average farming density, expressed in kilos per cubic meters (in sites harvested during the period under analysis).
- e, f Survival rate corresponds to groups of harvested fish from the smolt transfer. A harvest group corresponds to fish of similar origin and strain.
- g Includes other income and related costs (mainly from third-party fish processing, smolt sales, concession leases and intercompany salmon sales to foreign offices. It assumes that total revenue is distributed based on sales per species, total costs based on cost of sales per species, administrative expenses based on harvested ton per species and distribution costs based on sales per species).
- h Includes product-related income and costs but not those related to third-party services and intercompany salmon sales to foreign offices. It assumes that administrative expenses are distributed based on harvested ton per species and distribution costs based on sales per species.

*Trout sales levels (only 275 tons WFE as of March 2013) are not representative of the business's operating scale and reflect abnormal allocation of costs among the few units sold.

Fair Value for the Period Ended March 31 (ThUS\$):

	Fair Value Adjustment to Biological Assets		Fair Value Adjustment to Harvest and Sales	
	YTD 1Q 2014	YTD 1Q 2013	YTD 1Q 2014	YTD 1Q 2013
Atlantic Salmon	(706)	3,615	(4,984)	(4,530)
Trout	2,351	4	(1,068)	12
TOTAL	1,644	3,619	-6,052	-4,519

A gain of US\$ 1.6 million was recorded for the fair value adjustment of the salmon biomass as of March 31, 2014, compared to a gain of US\$ 3.6 million as of the same date in 2013. This can be explained mainly by the increased cost of the Atlantic salmon biomass included in the valuation, which is based on weight and includes Atlantic salmon weighing over 4.0 kg. In the case of trout, the increase is explained by the greater sales price for trout included in the valuation, which is based on weight and includes trout reaching over 2.5 kg during the first three months of 2014. The fair value of harvested and sold species had a negative effect of US\$ 6.1 million as of March 2014 due to a smaller actual biomass harvested and the resulting effects on greater real harvest costs and decreased real sales prices. This figure compares unfavorably to the negative US\$ 4.5 million as of March 2013. The net effect as of March 2014 is a negative US\$ 4.4 million, as compared to a negative US\$ 0.9 million for the same period in 2013.

Salmon Business Revenue:

March 2014

Product or Species	U.S. ThUSS	Europe + EuroAsia ThUSS	Asia ex Japan ThUSS	Japan ThUSS	LATAM ex Chile ThUSS	National Market ThUSS	Others ThUSS	TOTAL ThUSS
Atlantic Salmon	31,022	4,671	3,543	3,043	14,650	970	0	57,899
Trout	626	159	0	3,601	0	20	0	4,406
OTHERS	9,206	0	0	472	0	8,083	0	17,761
TOTAL	40,854	4,830	3,543	7,116	14,650	9,073	0	80,065

March 2013

Product or Species	U.S. ThUSS	Europe + EuroAsia ThUSS	Asia ex Japan ThUSS	Japan ThUSS	LATAM ex Chile ThUSS	National Market ThUSS	Others ThUSS	TOTAL ThUSS
Atlantic Salmon	21,074	5,632	3,955	1,591	7,658	1,086	0	40,997
Trout	0	0	0	664	0	82	0	746
OTHERS	6,082	0	0	511	0	5,106	0	11,699
TOTAL	27,156	5,632	3,955	2,766	7,658	6,274	0	53,442

The Company's commercial policy seeks to diversify its products and target markets. To accomplish this, Camanchaca has offices and representatives in the U.S., Japan, Europe and Mexico. Since November 2013, the Company, through its subsidiary Salmones Camanchaca, owns a stake in "New World Currents", a joint venture with three other Chilean producers to satisfy the demand for salmon in the Chinese market. In short, Camanchaca focuses its strategies to target the most attractive markets with the best returns. The Company defines its value-added products as those containing some degree of secondary processing. These products account for 88% and 91% of sales in the first quarters of 2014 and 2013, respectively. The remainder are sales of fresh whole salmon that have only undergone primary processing (bleeding and gutting). Atlantic salmon fresh fillets are sold preferably in the U.S.; frozen Atlantic salmon fillets and portions in Europe; whole Atlantic salmon in Asia (excluding Japan); whole headless frozen trout and frozen Atlantic salmon and trout fillets in Japan; whole fresh Atlantic salmon in Brazil and frozen Atlantic salmon fillets in the rest of Latin America.

From first quarter 2013 to first quarter 2014, the U.S. market as a percentage of total sales remained stable at 51% of total revenue, while the Asian market excluding Japan fell from 7% to 4% (but with similar sales volumes) and Japan grew from 5% to 9%. The account "others" includes services and sales to third parties, and intercompany salmon sales to our offices in the U.S. and Japan.