



COMPAÑÍA PESQUERA CAMANCHACA S.A. AND
SUBSIDIARIES

Quarterly Analysis of the Consolidated Financial Statements

for the periods ended June 30, 2014 and 2013.

QUARTERLY ANALYSIS

This document contains the Quarterly Analysis of the Consolidated Financial Statements of Compañía Pesquera Camanchaca S.A. as of June 30, 2014, compared to the consolidated statement of financial position as of December 31, 2013 and compared to the statement of income for the period ended June 30, 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

In a scenario of strong sales—up 22% for the first six months—the Company ultimately posted a profit of US\$ 9.3 million in comparison to a loss of US\$ 25 million for the same period in 2013, reflecting an increase of US\$ 34 million. This improvement can be attributed to better margins of US\$ 37 million thanks to positive earnings figures in the industrial fishing, salmon farming and other seafood businesses, where profits rose by US\$ 8 million, US\$ 24 million and US\$ 2 million, respectively. This resulted in an EBITDA (before fair value adjustment of the salmon biomass) for the first six months of 2014 of US\$ 38 million, up US\$ 41 million from the negative US\$ 2.8 million recorded for the first half of 2013.

Second quarter results also improved, rising US\$ 24 million thanks to an increased gross margin before fair value adjustment of US\$ 26 million (70% of the improvement for the six-month period). For the quarter, the Company ultimately posted profit of US\$ 11 million, with improvements in all three business lines over the same quarter in 2013 (i.e. increases of US\$ 9.2 million in industrial fishing, US\$ 13 million in salmon farming and US\$ 2.1 million in other seafood). Therefore, EBITDA before fair value adjustment for the quarter reached US\$ 27 million, which compares favorably to the US\$ -0.9 million recorded for the same quarter in the prior year.

The Company posted US\$ 252 million in sales for the first half of 2014, while second quarter sales totaled US\$ 141 million, with similar growth figures for both periods. Sales for the period ended June 30, 2014, reflect a significant increase of 40% from the salmon farming business. In the industrial fishing business, sales increased for the first half of 2014 by just 0.6%. However, second quarter figures improved 12% over the prior year. In the other seafood business, sales increased 7% in the first half of the year, but 25% in the second quarter with contrasting results in the northern (scallops and abalone) versus southern (mussels) zones. The former fell by 40% while the latter rose by 29%.

The gross margin before the fair value adjustment of the salmon biomass for the first half of 2014 was US\$ 44 million, or 5.5 times greater than the same period in 2013. This margin (18% of sales) reflects improved price and cost conditions and is substantially greater than the 3.3% recorded for the first half of 2013. The gross margin for

the second quarter of 2014 represented 22% of sales, which is also significantly higher than the 12% posted for the first quarter of the same year.

In analyzing these margins, it is important to highlight the large inventory of finished products as of June 30, 2014, especially in the industrial fishing business. If sold at June prices, they would generate an additional gross margin of approximately US\$ 11 million with respect to the inventory surplus beyond estimates for that date. This inventory accumulation resulted from very favorable fishing conditions in March, curtailed shipments out of the Port of Iquique following the earthquake and a sharp rise in the price of fishmeal that made the market less flexible.

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

- a. An increase of US\$ 1.5 per kilo WFE (35%) in the price of Atlantic salmon during the first half of 2014 as compared to the same period in 2013, reflecting historic highs for this variable. This is in addition to a 9.8% rise in Atlantic salmon harvests, which totaled 16 thousand tons WFE, despite similar sales volumes from one period to the next of around 17 thousand tons WFE.
- b. Good sanitary conditions at our farm sites, combined with improved coordination of sanitary treatments among companies operating in the same district, have helped restore costs to normal levels compared to the same period in 2013. During the second quarter of 2013, unfavorable sanitary conditions in District 20 (north of Aysén) led to smaller-than-expected harvests in terms of both units of fish and average weight, increasing costs by approximately US\$ 1.5 per kilo WFE.
- c. Fishmeal prices improved throughout the first half of 2014, bouncing back from the low levels seen in the fourth quarter of 2013 (US\$ 1,398 per ton), but still below figures from the first half of 2013, which reached US\$ 1,807 per ton. The improvement in the first half of 2014 resulted from lower-than-expected catches in Peru.
- d. Abundant anchovy catches in northern Chile during the first half of the year, despite the earthquake on April 1, 2014, and the delayed start to the 2014 season. In the first half of 2014, catches totaled 71 thousand tons, or 33% more than the first half of 2013, while second quarter catches totaled 43 thousand tons, or 15 thousand tons more than the same quarter in 2013.
- e. Recovery of the sardine biomass in the south with 76 thousand tons caught during the first half of the year. This figure accounts for 90% of the annual catch quota and is three times greater than the 23 thousand tons from the first half of 2013. In 2013, sardine catches totaled merely 43 thousand tons, a lean 52% of the annual catch quota granted for that year, as a result of the weak biomass at that time. In addition to these larger catches, the Company obtained high yields from fish oil processing, reaching 10% for the first half of 2014, which compares favorably to the 6.7%—considered a normal level—for the same period in 2013.
- f. Good jack mackerel catches of 42 thousand tons, accounting for 98% of annual catch quota allocated to the southern zone as of June 30, 2014. This enabled the Company to produce 15 thousand tons of frozen product (24% more than the first half of 2013) and 900 thousand boxes of canned product (12% less than the first half of 2013).
- g. EBITDA from the other seafood business for the first half of the year improved from a negative US\$ 494 thousand in 2013 to a positive US\$ 1.3 million in 2014, explained by an increase in EBITDA from mussel farming of US\$ 2.3 million due to good yields, low costs and high prices. In the second quarter of 2014, mussel prices reached US\$ 2.8 per kilo, or almost 10% higher than the same period in 2013.

Key Business Drivers

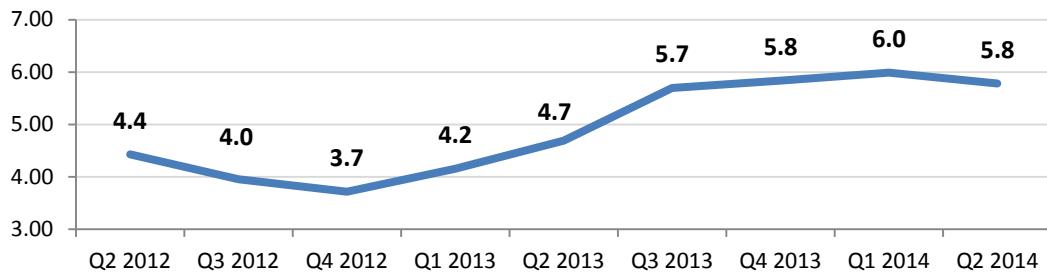
- Camanchaca's results are closely related to five key drivers:
 - i. The price of fishmeal, which is strongly correlated with Peru's catching levels;
 - ii. The price of Atlantic salmon, which is very sensitive to Norwegian and Chilean supply conditions;
 - iii. Catch levels, which define the scale 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 exceeded trends during the first half of 2013 due to drops in Peru's catch quotas during that period. However, it began to decrease during the third quarter of 2013 as these quotas resumed normal levels, reaching a low for the year during the fourth quarter of 2013, which was also below trends. From this point and throughout 2014, prices began to rise, posting an average of US\$ 1,567 per ton for the second quarter of 2014. This figure is 13% below the same quarter in 2013 but still in line with long-term trends. Peruvian catches for the first half of 2014 have lagged behind expectations at around 60% to 65% of quotas. These price conditions are expected to continue during the third quarter.

Fishmeal Price (US\$ / ton)



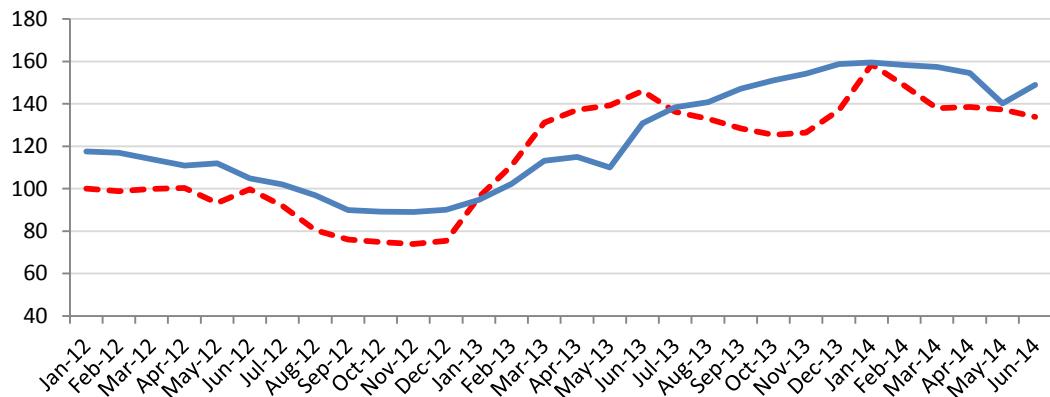
- ii. The **price of Atlantic salmon** fell during the second quarter of 2014 after breaking its upward trend since early 2013, reaching US\$ 5.8 per kilo WFE for the quarter, or 23% greater than the same quarter in 2013 and in line with historic price trends. This has resulted from the fact that the expected growth in global supply for the year 2014 has taken place during the first half of the year. In Camanchaca's case, the recovery in prices since the first half of 2013 was offset by natural delays from commercial contracts signed in 2012. The Company saw a significant recovery in its prices beginning in the second quarter of 2013, surpassing both market comparables and Chilean exports.

Atlantic Salmon Price (US\$ / kg WFE)



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

--- Salmonex — Camanchaca



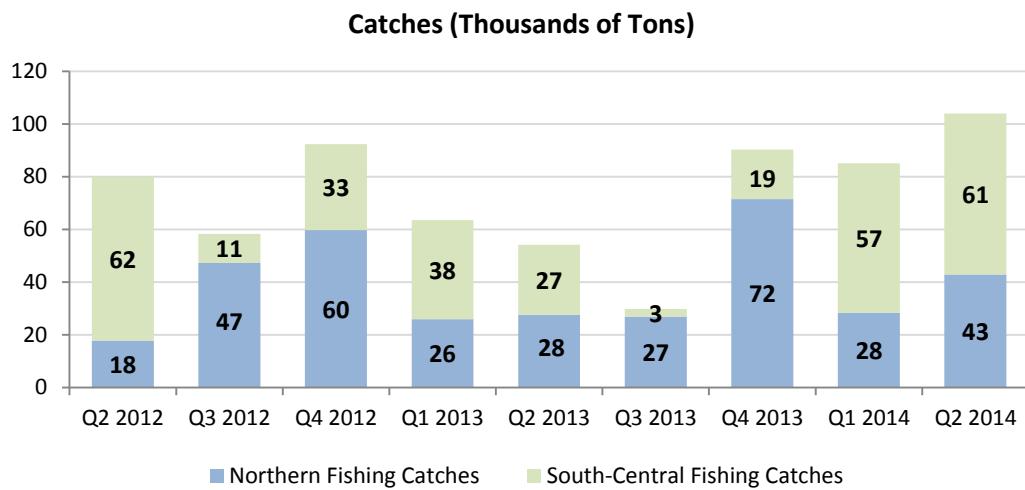
The Raw Material Return is the price obtained for each of the different types of products sold, net of distribution and specific secondary processing costs for each type. It provides a reference of the price obtained for the fish before processing or before reaching its final destination. It also allows 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.

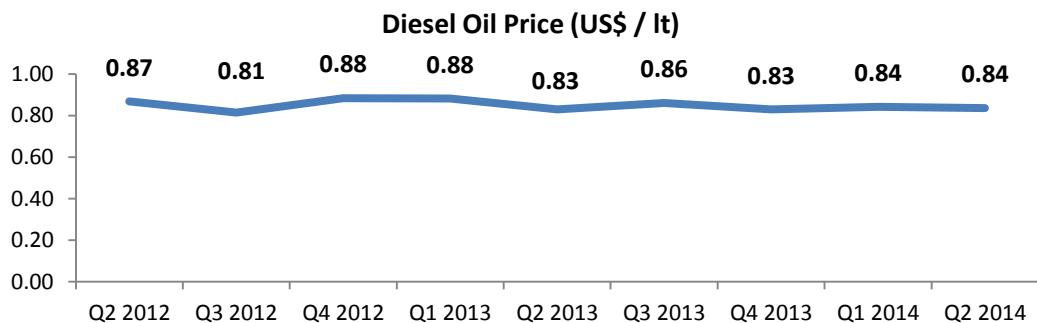
iii. Pelagic fishing levels: For the period ended June 30, 2014, anchovy catches in the northern zone totaled 71,168 tons, or 33% more than the same period in 2013. This was achieved despite two situations: a) an earthquake on April 1, 2014, that damaged our assets and operations in the northern zone. Timely implementation of all contingency plans enabled us to restore production to approximately 50% of total capacity in just one week and, as a result, enabled us to continue fishing; and b) the delayed start of the 2014 season, 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.

In the south-central zone, the sardine biomass recovered significantly to more normal levels during the first half of 2014, following low levels throughout the prior year. For the period ended June 30, 2014, catches totaled 75,910 tons, which compares favorably with 23,345 tons in the same period in 2013 and even more so with 43,083 tons for the entire year in 2013.

Jack mackerel catches in the south-central zone reached 42,011 tons for the first half of 2014, or 2.8% greater than the same period in 2013. This figure already accounts for 98% of the annual catch quota.



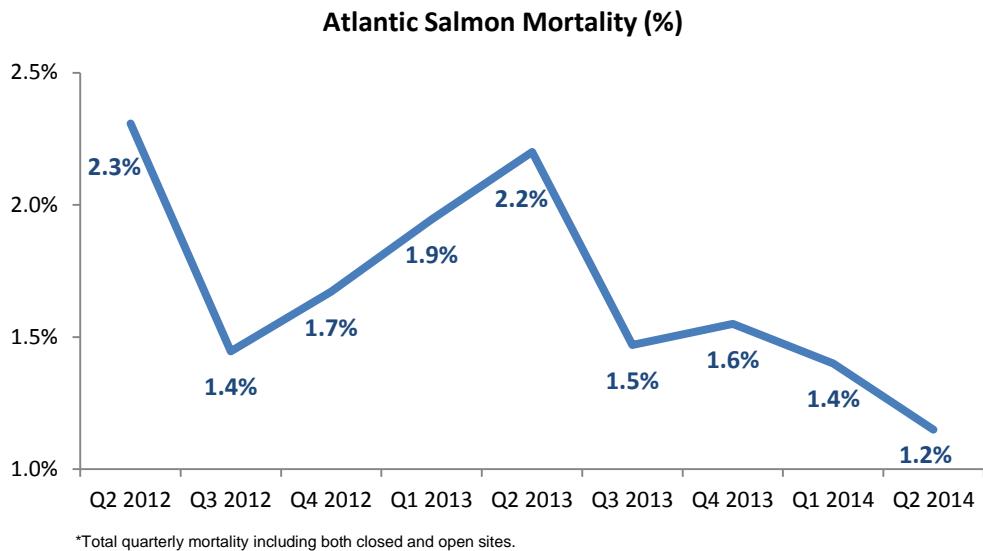
iv. **Diesel price:** There were no significant changes during the period.



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, fish health was encouraging during the period, with an improvement in the cumulative survival rate of Atlantic salmon (for closed cycles), reaching 90% for the half of 2014 in contrast to 86% for the same period in 2013. As a result, during the first quarter of 2014, in order to mitigate the increased risk of low marine oxygen levels and algae blooms during the summer months, Camanchaca continued its strategy of reducing feed to maintain fish metabolism low. The strategy resulted as expected, although with the side effect of a drop in fish growth rates during the first quarter that will lead to a reduction of approximately 2 thousand tons in biomass harvests for the year. However, based on the conditions observed during the second quarter, we predict that this reduced biomass and decreased feed conversion ratio will recover by year end, giving estimated final harvests of between 37 and 38 thousand tons WFE, which is marginally above our original estimates.

The deteriorated sanitary conditions for the second quarter of 2013 can be attributed to high concentrations of salmon biomass in Macrozone 6 (King Channel - 11th region), which led to a strong rise in sea lice, significant increases in direct costs for treatment and reductions in the conversion of feed to meat. These circumstances were mitigated in the second part of 2013 thanks to improved sanitary coordination among Chilean producers and authorities, including collective sanitary treatments, closed canvas baths and reduced biomass loads in more sensitive ecosystems.

In the case of trout, as Camanchaca had announced, the Company ceased harvests during the first quarter of this year, following through on a decision to temporarily suspend smolt transfer. Suspension of smolt transfer has not affected the production assets for this species thanks to service contracts with third parties.



Highlights and Financial Results for Camanchaca S.A.

- In the **industrial fishing business**, revenue rose 0.6% to US\$ 84 million. Results went from a loss of US\$ 2.6 million in June 2013 to a profit of US\$ 5.4 million in the same period in 2014. This positive effect is explained mainly by increased sales in the second quarter, up 12% to US\$ 59 million in 2014, which increased profit from US\$ 1.6 million in 2013 to US\$ 11 million in 2014, due primarily to:
 - i. Greater sardine and anchovy catches during the first half of the year, which helped reduce the operating costs of the units produced. Sardines catches in the south-central zone reached 76 thousand tons, or 225% greater than the same period in 2013. Anchovy catches in the northern zone reached 71 thousand tons, representing an increase of 33% with respect to the first half of 2013, despite the late start of the season. Several research cruises conducted during the previous summer helped identify the time at which the fish would reach an appropriate catch size, which did not occur in 2014 until early March. Overall, the favorable biomass conditions led to record high catches throughout March until the earthquake.
 - ii. In the northern zone, production of fishmeal and fish oil increased by 35% and 125%, respectively, with respect to the first half of 2013, producing a total of 17,565 tons of fishmeal and 2,157 tons of fish oil. Also in the northern zone, production yields of fish oil, which is highly valued for human consumption and rich in EPA and DHA, were much greater than in prior years, reaching 3% during the first half of 2014.
 - iii. In the south-central zone, in addition to the recovered biomass mentioned above, sardine oil yields reached 10%. This figure far exceeds normal ranges and the 6.7% recorded for the first six months of 2013, thus replicating what occurred in the northern zone with anchovy. Fishmeal production increased by 8,970 tons for the period ended June 30, 2013, to 17,053 tons for the same period in 2014, while fish oil production rose from 2,795 to 8,945 tons. These increases significantly impacted unit operating costs, translating into cost reductions of around 10% for fishmeal and 50% for fish oil with respect to average costs as of June for the last four years.
 - iv. This led to an 8.5% increase in fishmeal sales volumes for the first half of the year as compared to the same period in 2013. The extra inventory processed in March led to a 41% increase in sales during the second quarter, compared to the same quarter in 2013. Fish oil sales volumes rose 230% during the first half of the year.
 - v. Both the increased sardine catches in the south-central zone as well as the greater anchovy catches in the northern zone, together with the late start to the season and problems at the Port of Iquique after the earthquake, led to greater stocks of fishmeal and fish oil as of June 30, 2014, totaling 13,595 and 4,250 tons, respectively. We believe that this situation will return to normal levels within the third quarter of 2014.

- vi. Fishmeal and fish oil prices were lower in the first half of 2014 than the same period in 2013, dropping 14% and 18%, respectively. However, fishmeal prices have begun to recover, rising 5% between quarters in 2014 to US\$ 1,567 per ton. The price of fish oil for the first half of the year was US\$ 1,978 per ton, which is lower than the prior year due to the abundance of oil in the south-central zone (greater volume and better yield for sardines).
- vii. Jack mackerel fishing took place further off coast and in more disperse locations than in 2013, which increased costs for this product. However, the Company saw a slight recovery during the second quarter, ending the first half of 2014 with catches of 42,011 tons, or 2.8% greater than the same period in 2013. The increase of 24% in the production of frozen jack mackerel, which totaled 15 thousand tons, left inventory of 7,432 tons of this product as of June 30, 2014, which is expected to be sold during the third quarter of the year. This increased production of frozen fish led to a 12% reduction in the production of canned fish, which totaled 898 thousand boxes, finishing the period with a stock of approximately 798 thousand boxes as of June 30, 2014. Sales of canned jack mackerel decreased 28% to 411 thousand boxes with prices 14% lower than the same period in 2013 as a result of non-recurring sales to non-traditional markets during the prior year. Sales volumes of frozen product fell 23% in the period, reaching 7,746 tons at prices similar to 2013. Nigeria, our main market for frozen jack mackerel, has placed restrictions on imports of this product. We expect to resolve the issue during the third quarter.
- viii. The results of the Company's fishing operations were:
 - The northern fishing division recorded a profit of US\$ 1.9 million, which compares favorably to the loss of US\$ 2 million for the same period in 2013. This profit can be attributed wholly to the last four months of the first half of the year since no anchovy was caught during the first two months and, therefore, no fishmeal or oil was produced. Our subsidiary Camanchaca Pesca Sur posted a profit after taxes of US\$ 6.1 million for the period, which compares very favorably to the profit of US\$ 1.9 million for the period ended June 30, 2013.
 - EBITDA for the consolidated industrial fishing business improved by US\$ 9.2 million over the same period in 2013, reaching US\$ 20.4 million.
- In the **salmon farming business**, revenue rose 40% in the first half of 2014, reaching US\$ 151 million. The business recorded a profit of US\$ 3.9 million as opposed to the loss of US\$ 20 million for the same period in 2013, reflecting an improvement of US\$ 24 million. In terms of second quarter earnings, the salmon farming business posted a loss of US\$ 316 thousand as compared to the loss of US\$ 13 million recorded in the same quarter in 2013, which was influenced by a seasonal drop in the price of salmon, together with the Company's low production levels during that quarter, which consequently increased its costs per kilo. The division's results are mainly explained by:
 - i. A 35% increase in sales prices for shipments of Atlantic salmon with respect to the first half of 2013. For the first half of 2014, Camanchaca's sales price averaged US\$ 5.9 per kilo WFE, which led to a raw material return approximately 40 cents above figures for Chilean exports of Atlantic salmon and 60 cents above the spot market in Miami. This growth was aided by greater market diversification and, specifically, an increase in shipments to Asia, which accounted for 16% of sales as of June 2013 and 24% as of June 2014.
 - ii. Despite the fact that salmon harvests increased by 1,420 tons as compared to the first half of 2013, reaching 15,872 tons, sales remained steady at 17 thousand tons WFE with a second quarter marked by low harvests of approximately 5 thousand tons WFE.
 - iii. The Company's last trout harvests took place during the first quarter of 2014, thus concluding harvests of this species. 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 1,543 to 1,596 tons WFE during the first half of 2014. The Company expects to sell its remaining stock during the second half of the year. Its trout farming assets, which account for nearly 10% of the salmon farming division's assets, are operating at full capacity by providing services to third parties.
 - iv. There was a 15% drop in administrative costs during the first half of the year, which are now consistent with a harvest scale of 38,000 to 42,000 tons. Distribution costs fell 9% despite steady sales figures for 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 10.4% to 6.6%.
- v. To maximize returns on existing assets that are not being used at full capacity, the Company provides services to third parties. These services generated an operating margin of US\$ 5.7 million during the first half of 2014, up 92% from the same period in 2013. These services include fish processing, concession leases, smolt sales, fish offal sales and logistics services for third parties.
 - vi. As of June 30, 2014, mortality of Atlantic salmon at closed sites had fallen to 9.8% (14% in 2013). During the first half of 2014, Atlantic salmon harvests were concentrated in sites in the 10th region (six of the eight sites harvested). This was in addition to reduced expenses for antiparasitic treatments, which positively impacted costs.
 - vii. Regarding the fair value adjustment of biological assets (the salmon biomass) in accordance with IAS 41, a loss of US\$ 5.3 million was recorded for the period ended June 30, 2014, as compared to a loss of US\$ 3.7 million for the same period in 2013. This is explained primarily by the effect of the overestimated gain from fair value adjustments forecasted in prior periods.
 - viii. EBITDA before fair value adjustment for the period ended June 30, 2014, totaled US\$ 16.4 million in the salmon farming business. This figure compares favorably with the negative US\$ 13.6 million in the same period in 2013, which is well aligned with the increase of US\$ 29 million in the gross margin.
- In the **other seafood** business, revenue grew 7%, reaching US\$ 16.5 million for the period ended June 30, 2014. This division recorded a loss of US\$ 77 thousand, which represents an improvement of almost US\$ 2 million over the same period in 2013. These results reflect very different circumstances between mussel operations in Chiloé and abalone and scallop operations in Caldera and Guanaqueros. The Company's mussel operations have reported favorable trends in costs and prices, ending the six-month period with a 165% improvement in EBITDA. In contrast, 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 completed efforts to substantially reduce scallop farming and production in Caldera (3rd region) and to concentrate efforts solely in Guanaqueros (4th region), dismissing approximately 150 employees as of April 30, 2014. This will lead to reductions in production of around 50% by 2015. This reduced production will focus on the domestic market, which has shown strong promise and does not require the Company to keep its processing plants. The operations for abalone farming and production located in Caldera have continued to enjoy significant improvements in cost, albeit insufficient to offset the drop in prices as a result of decreased demand in China, which has also heavily affected product sales. The division's results can be attributed to the following factors:
 - i. In the subsidiary Camanchaca Cultivos Sur, which includes all mussel operations, EBITDA reached US\$ 3.7 million, or an improvement of US\$ 2.3 million over the first half of 2013, while the division posted a profit of US\$ 2.4 million, up US\$ 2 million from the same period in 2013. During the first half of 2014, mussel seed collection conditions remained stable, which confirms that the biomass deficit from 2013 has been restored and reinforces the Company's decision to adjust its product mix toward whole shell mussels—the product with the greatest raw material return—for the retail market. This has translated into good yield and cost conditions with an increase in production and sales of approximately 45%, reaching 6,422 and 5,187 tons, respectively, in addition to a 5.8% rise in prices as compared to the first half of the prior year.
 - ii. The northern other seafood division (abalone and scallops) posted a loss of US\$ 2.5 million, which is similar to the first half of 2013. However, US\$ 700 thousand are related to extraordinary, non-recurring expenses from reducing the scale of the scallop business in the 3rd region. Abalone sales grew 137%, reaching 80 tons, but continue to be affected by restrictions on the consumption of luxury goods in China, which have also impacted sales and prices in other Asian markets such as Japan—Camanchaca's most important market for abalone—which has led to stocks of finished products in excess of 150 tons and a 13% decrease in prices. From a cost perspective, yield improved to 7.2 units per kilo from 9 units per kilo in 2013, thus reducing costs to US\$ 22.6 per kilo. However, this reduced figure is still US\$ 2 over the current sales price.

- On a consolidated level, administrative expenses as a percentage of revenue fell from 6.4% to 4.8%, while distribution costs fell from 6.8% to 4%, with absolute reductions throughout the Company. Administrative and distribution expenses in aggregate fell from 13.2% to 8.8% of revenue. This reduction is explained, among other factors, by: i) a new commission structure for export markets this year; ii) a larger business scale especially for the fishing business, which directly impacted fixed costs and expenses and; iii) several cost containment initiatives and efforts to optimize logistics and storage costs.
- Prices for all of Camanchaca's products as a whole rose 9.4% in the first half 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 June 30, 2014, totaled US\$ 3.3 million, down from US\$ 6.2 million recorded in the first half 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\$ 7.3 million as compared to December 31, 2013, totaling US\$ 12.7 million as of June 30, 2014. This is explained mainly by payments collected on sales made in December 2013, especially within the salmon farming business, offset by working capital used for the industrial fishing business in the southern zone, which required an injection of resources during the first half of the year. Of all accounts payable to suppliers, 92% are paid on time and 97.5% do not exceed 30 days past due.
- Cash flows improved during the first half of the year from a positive US\$ 2.8 million provided by operating activities in 2013 to a positive US\$ 16.4 million provided by operating activities in 2014. Including financing and investing activities, the improvement in net cash and cash equivalents was approximately US\$ 15.7 million.
- Debt with financial institutions as of June 30, 2014, totaled US\$ 235.3 million, which is US\$ 1.2 million less than the balance as of December 2013. As of June 30, 2014, the Company recorded total equity of US\$ 316 million, or 3.6% greater than December 2013. As a result, net leverage fell from 1.08 to 0.99.

1. STATEMENT OF INCOME (CONSOLIDATED AND BY SEGMENT)

For the period ended June 30 (ThUS\$):

<u>STATEMENT OF INCOME</u>				
	YTD Q2 2014			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	84,199	151,448	16,525	252,172
Cost of sales	(64,299)	(130,908)	(12,673)	(207,880)
Gross margin before fair value adjustments	19,901	20,539	3,852	44,292
Fair value adjustment to biological assets		3,989		3,989
Fair value adjustment to harvest and sales		(9,295)		(9,295)
Gross margin	19,901	15,233	3,852	38,986
OTHER INCOME AND EXPENSES				
Administrative expenses	(5,055)	(5,027)	(1,962)	(12,045)
Distribution costs	(3,485)	(4,914)	(1,644)	(10,043)
Finance costs	(1,067)	(1,939)	(268)	(3,273)
Share of profit (loss) of associates	(22)	1,075	0	1,053
Exchange differences	(1,108)	700	78	(330)
Other income (losses)	(108)	41	12	(55)
Finance income	30	15	5	50
Other income and expenses, net	(10,815)	(10,048)	(3,779)	(24,642)
Profit (loss) before taxes	9,086	5,186	73	14,345
Income taxes	(1,811)	(1,255)	(150)	(3,215)
Profit (loss) from continuing operations	7,275	3,931	(77)	11,129
Profit (loss) from discontinued operations	0	0	0	0
Profit (loss) for the period	7,275	3,931	(77)	11,129
Non-controlling interest	(1,829)	0	0	(1,829)
Profit (loss) for the period attributable to owners of the parent	5,446	3,931	(77)	9,300
EBITDA	20,472	16,382	1,341	38,195
EBITDA after fair value adjustments	20,472	11,076	1,341	32,889

<u>STATEMENT OF INCOME</u>				
	YTD Q2 2013			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	83,733	108,339	15,450	207,522
Cost of sales	(70,671)	(116,719)	(13,315)	(200,705)
Gross margin before fair value adjustments	13,062	8,379	2,135	6,817
Fair value adjustment to biological assets		(4,130)		(4,130)
Fair value adjustment to harvest and sales		452		452
Gross margin	13,062	(12,057)	2,135	3,140
OTHER INCOME AND EXPENSES				
Administrative expenses	(5,465)	(5,904)	(1,921)	(13,289)
Distribution costs	(6,951)	(5,398)	(1,834)	(14,183)
Finance costs	(2,145)	(3,063)	(966)	(6,175)
Share of profit (loss) of associates	85	375	0	459
Exchange differences	(680)	793	164	278
Other income (losses)	(85)	107	(74)	(52)
Finance income	4	12	8	24
Other income and expenses, net	(15,238)	(13,077)	(4,622)	(32,937)
Profit (loss) before taxes	(2,176)	(25,134)	(2,487)	(29,797)
Income taxes	145	4,932	504	5,581
Profit (loss) from continuing operations	(2,031)	(20,202)	(1,984)	(24,217)
Profit (loss) from discontinued operations	0	0	0	0
Profit (loss) for the period	(2,031)	(20,202)	(1,984)	(24,217)
Non-controlling interest	(569)	0	0	(569)
Profit (loss) for the period attributable to owners of the parent	(2,600)	(20,202)	(1,984)	(24,785)
EBITDA	11,284	(13,601)	(494)	(2,812)
EBITDA after fair value adjustments	11,284	(17,278)	(494)	(6,489)

Second Quarter (ThUS\$):

<u>STATEMENT OF INCOME</u>				
	Q2 2014			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	59,096	71,382	10,306	140,785
Cost of sales	(37,570)	(65,251)	(7,336)	(110,158)
Gross margin before fair value adjustments	21,526	6,131	2,970	30,627
Fair value adjustment to biological assets		2,345		2,345
Fair value adjustment to harvest and sales		(3,243)		(3,243)
Gross margin	21,526	5,233	2,970	29,729
OTHER INCOME AND EXPENSES				
Administrative expenses	(2,451)	(2,438)	(951)	(5,840)
Distribution costs	(2,797)	(2,264)	(904)	(5,965)
Finance costs	(466)	(883)	(113)	(1,463)
Share of profit (loss) of associates	8	621	0	629
Exchange differences	(99)	(328)	3	(425)
Other income (losses)	60	(9)	7	57
Finance income	30	(21)	5	14
Other income and expenses, net	(5,715)	(5,323)	(1,954)	(12,993)
Profit (loss) before taxes	15,810	(91)	1,016	16,736
Income taxes	(3,144)	(225)	(315)	(3,684)
Profit (loss) from continuing operations	12,666	(316)	701	13,051
Profit (loss) from discontinued operations	0	0	0	0
Profit (loss) for the period	12,666	(316)	701	13,051
Non-controlling interest	(1,891)	0	0	(1,891)
Profit (loss) for the period attributable to owners of the parent	10,775	(316)	701	11,160
EBITDA	20,872	4,253	1,661	26,786
EBITDA after fair value adjustments	20,872	3,354	1,661	25,887

<u>STATEMENT OF INCOME</u>				
	Q2 2013			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	52,986	54,898	8,272	116,156
Cost of sales	(40,737)	(62,891)	(8,005)	(111,633)
Gross margin before fair value adjustments	12,249	(7,993)	266	4,523
Fair value adjustment to biological assets		(7,748)		(7,748)
Fair value adjustment to harvest and sales		4,971		4,971
Gross margin	12,249	(10,770)	266	1,745
OTHER INCOME AND EXPENSES				
Administrative expenses	(2,420)	(2,916)	(869)	(6,204)
Distribution costs	(4,569)	(2,629)	(957)	(8,155)
Finance costs	(591)	(999)	(333)	(1,923)
Share of profit (loss) of associates	121	38	0	160
Exchange differences	(982)	1,056	236	311
Other income (losses)	(171)	76	(76)	(171)
Finance income	4	12	8	24
Other income and expenses, net	(8,607)	(5,361)	(1,991)	(15,959)
Profit (loss) before taxes	3,642	(16,131)	(1,724)	(14,214)
Income taxes	(1,047)	3,131	332	2,416
Profit (loss) from continuing operations	2,595	(13,000)	(1,392)	(11,797)
Profit (loss) from discontinued operations	0	0	0	0
Profit (loss) for the period	2,595	(13,000)	(1,392)	(11,797)
Non-controlling interest	(1,009)	(0)	0	(1,009)
Profit (loss) for the period attributable to owners of the parent	1,587	(13,000)	(1,392)	(12,806)
EBITDA	10,534	(10,349)	(1,052)	(866)
EBITDA after fair value adjustments	10,534	(13,126)	(1,052)	(3,644)

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

Production				
YTD Q2 2014	YTD Q2 2013	Change	Change %	
Fishmeal tons	34,619	21,962	12,657	57.6%
Fish Oil tons	11,105	3,754	7,351	195.8%
Canned Fish boxes	898,277	1,018,379	-120,102	-11.8%
Langostino Lobster kg.	273,266	268,751	4,515	1.7%
Frozen Jack Mackerel tons	14,911	11,994	2,917	24.3%

Sales				
YTD Q2 2014	YTD Q2 2013	Change	Change %	
Fishmeal tons	25,022	23,068	1,954	8.5%
Fish Oil tons	8,568	2,600	5,969	229.6%
Canned Fish boxes	410,790	573,064	-162,274	-28.3%
Langostino Lobster kg.	235,077	168,770	66,307	39.3%
Frozen Jack Mackerel tons	7,746	10,031	-2,285	-22.8%

Salmon Harvest				
YTD Q2 2014	YTD Q2 2013	Change	Change %	
Trout tons WFE	1,291	2,074	-783	-37.8%
Atlantic Salmon tons WFE	15,872	14,452	1,420	9.8%

Production				
YTD Q2 2014	YTD Q2 2013	Change	Change %	
Trout tons WFE	1,959	1,953	6	0.3%
Atlantic Salmon tons WFE	16,660	14,271	2,389	16.7%

Sales				
YTD Q2 2014	YTD Q2 2013	Change	Change %	
Trout tons WFE	1,596	1,543	53	3.4%
Atlantic Salmon tons WFE	17,087	17,117	-30	-0.2%

Other Seafood Production				
YTD Q2 2014	YTD Q2 2013	Change	Change %	
Scallops tons	175	183	-8	-4.3%
Abalone tons	128	80	49	61.6%
Canned Abalone boxes	0	677	-677	-
Mussels tons	6,422	4,475	1,947	43.5%

Sales				
YTD Q2 2014	YTD Q2 2013	Change	Change %	
Scallops tons	131	212	-80	-37.8%
Abalone tons	80	34	47	137.3%
Canned Abalone boxes	0	448	-448	-
Mussels tons	5,187	3,580	1,607	44.9%

Salmon Harvest				
Q2 2014	Q2 2013	Change	Change %	
0	276	-276	-100.0%	
5,050	5,300	-250	-4.7%	

Production				
Q2 2014	Q2 2013	Change	Change %	
743	195	548	280.8%	
5,793	5,095	699	13.7%	

Sales				
Q2 2014	Q2 2013	Change	Change %	
896	1,268	-372	-29.3%	
7,423	7,250	173	2.4%	

Other Seafood Production				
Q2 2014	Q2 2013	Change	Change %	
87	70	17	23.7%	
61	35	26	73.1%	
0	677	-677	-	
3,693	1,772	1,921	108.5%	

Sales				
Q2 2014	Q2 2013	Change	Change %	
65	113	-49	-42.9%	
36	0	36	-	
0	448	-448	-	
3,486	1,976	1,510	76.4%	

Average Sales Prices

Average Sales Price of Products				
	YTD Q2 2014	YTD Q2 2013	Change	Change %
Fishmeal	US\$ x ton	1,553	1,807	-254 -14.0%
Fish Oil	US\$ x ton	1,978	2,418	-441 -18.2%
Canned Fish	US\$ x box	25.5	29.7	-4.2 -14.2%
Langostino Lobster	US\$ x kg	21.8	20.3	1.4 7.1%
Frozen Jack Mackerel	US\$ x ton	1,252	1,248	3.5 0.3%
Trout	US\$ x kg	5.8	4.0	1.8 45.8%
Atlantic Salmon	US\$ x kg	5.9	4.4	1.5 34.6%
Scallops	US\$ x kg	13.4	12.9	0.5 3.9%
Abalone	US\$ x kg	20.9	23.9	-3.0 -12.6%
Canned Abalone	US\$ x box	-	-	- -
Mussels	US\$ x kg	2.7	2.6	0.15 5.8%

Average Sales Price of Products				
	Q2 2014	Q2 2013	Change	Change %
Fishmeal	US\$ x ton	1,567	1,803	-236 -13.1%
Fish Oil	US\$ x ton	1,894	2,418	-523 -21.6%
Canned Fish	US\$ x box	25.3	30.4	-5.1 -16.7%
Langostino Lobster	US\$ x kg	22.0	20.5	1.5 7.4%
Frozen Jack Mackerel	US\$ x ton	1,157	1,253	-96.1 -7.7%
Trout	US\$ x kg	5.5	4.3	1.2 28.0%
Atlantic Salmon	US\$ x kg	5.8	4.7	1.1 23.3%
Scallops	US\$ x kg	15.4	11.8	3.7 31.3%
Abalone	US\$ x kg	21.7	41.2	-19.5 -47.4%
Canned Abalone	US\$ x box	-	-	- -
Mussels	US\$ x kg	2.8	2.5	0.24 9.3%

Change in Revenue due to Price Effect*

Change in Revenue due to Price Effect				
	YTD Q2 2014	YTD Q2 2013	Change	Change %
Fishmeal	ThUS\$	38,866	45,215	-6,349 -14.0%
Fish Oil	ThUS\$	16,944	20,721	-3,777 -18.2%
Canned Fish	ThUS\$	10,479	12,218	-1,739 -14.2%
Langostino Lobster	ThUS\$	5,117	4,779	338 7.1%
Frozen Jack Mackerel	ThUS\$	9,695	9,668	27 0.3%
Trout	ThUS\$	9,315	6,386	2,928 45.8%
Atlantic Salmon	ThUS\$	100,845	74,894	25,950 34.6%
Scallops	ThUS\$	1,759	1,694	66 3.9%
Abalone	ThUS\$	1,681	1,923	-242 -12.6%
Canned Abalone	ThUS\$	-	-	- -
Mussels	ThUS\$	14,263	13,487	777 5.8%
Total	ThUS\$	208,963	190,985	17,978 9.4%

Change in Revenue due to Price Effect				
	Q2 2014	Q2 2013	Change	Change %
Fishmeal	ThUS\$	31,897	36,698	-4,801 -13.1%
Fish Oil	ThUS\$	11,969	15,277	-3,307 -21.6%
Canned Fish	ThUS\$	6,990	8,391	-1,401 -16.7%
Langostino Lobster	ThUS\$	4,475	4,166	308 7.4%
Frozen Jack Mackerel	ThUS\$	3,965	4,294	-329 -7.7%
Trout	ThUS\$	4,909	3,836	1,073 28.0%
Atlantic Salmon	ThUS\$	42,946	34,843	8,103 23.3%
Scallops	ThUS\$	1,000	762	238 31.3%
Abalone	ThUS\$	781	1,485	-704 -47.4%
Canned Abalone	ThUS\$	-	-	- -
Mussels	ThUS\$	9,611	8,791	821 9.3%
Total	ThUS\$	118,543	118,542	1 0.0%

* With constant volume 2014

Change in Fuel Expenditures due to Price Effect*

Change in Fuel Expenditures due to Price Effect				
	YTD Q2 2014	YTD Q2 2013	Change	Change %
Diesel Oil	ThUS\$	8,241	8,422	-181 -2.1%
Bunker Oil	ThUS\$	5,794	6,142	-348 -5.7%
Total	ThUS\$	14,035	14,564	-529 -3.6%

Change in Fuel Expenditures due to Price Effect				
	Q2 2014	Q2 2013	Change	Change %
Diesel Oil	ThUS\$	4,912	4,892	20 0.4%
Bunker Oil	ThUS\$	3,779	3,947	-168 -4.3%
Total	ThUS\$	8,691	8,839	-148 -1.7%

* With constant volume 2014

2. STATEMENT OF FINANCIAL POSITION

	Jun 2014 ThUS\$	Dec 2013 ThUS\$	Difference ThUS\$	Change
ASSETS				
Current assets	287,317	277,719	9,598	3.5%
Property, plant and equipment	241,862	252,259	-10,397	-4.1%
Other non-current assets	112,113	109,550	2,562	2.3%
Total Assets	641,292	639,528	1,764	0.3%
LIABILITIES				
Current liabilities	98,678	100,086	-1,408	-1.4%
Non-current liabilities	226,693	234,495	-7,802	-3.3%
Total Liabilities	325,371	334,581	-9,210	-2.8%
Net equity attributable to owners of the parent	259,258	250,118	9,140	3.7%
Non-controlling interest	56,663	54,829	1,834	3.3%
Total Equity	315,921	304,947	10,974	3.6%
Total Liabilities and Equity	641,292	639,528	1,764	0.3%

3. FINANCIAL ANALYSIS

a. Consolidated Analysis:

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

	Period	
	Jun 2014	Dec 2013
Liquidity Indicators		
1) Current Liquidity	2.91	2.77
2) Acid Ratio	1.04	1.00
3) Working Capital (ThUS\$)	188,639	177,633
Debt Indicators		
4) Net Debt Ratio	0.99	1.08
5) Current Liabilities / Total Liabilities	0.30	0.30
6) Non-Current Liabilities / Total Liabilities	0.70	0.70
Profitability Indicators		
7) Return on Equity	2.94%	-5.53%
8) Return on Assets	6.91%	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	
	Jun-14	Jun-13
a) Atlantic Salmon Harvests / Site	2,133	3,108
b) Trout Harvests / Site	1,388	1,115
c) Atlantic Salmon Farming Density (kg/m3)	7.8	7.0
d) Trout Farming Density (kg/m3)	7.3	4.8
e) Atlantic Salmon Group Survival Rate (sea water)	90.2%	86.0%
f) Trout Group Survival Rate (sea water)	82.5%	83.6%
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	0.57	-1.05
• Salmon Business	0.63	-0.98
• Trout Business	-0.11	-1.94
h) Weighted Average for Salmon and Trout Products	0.36	-1.13
• Salmon Products	0.41	-1.07
• Trout Products	-0.11	-1.83

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.

Fair Value for the Period Ended June 30 (ThUS\$):

	Fair Value Adjustment to Biological Assets		Fair Value Adjustment to Harvest and Sales	
	YTD Q2 2014	YTD Q2 2013	YTD Q2 2014	YTD Q2 2013
Atlantic Salmon	1,639	(2,818)	(6,722)	(451)
Trout	2,351	(1,312)	(2,573)	903
TOTAL	3,989	-4,130	-9,295	452

A gain of US\$ 4 million was recorded for the fair value adjustment of the salmon biomass for the period ended June 30, 2014, compared to a loss of US\$ 4.1 million for the same period in 2013. This can be explained mainly by the rise in price of Atlantic salmon and trout during the period and the resulting impact on sales projections for the biomass included in the valuation, which is based on weight and includes Atlantic salmon weighing over 4.0 kg and trout weighing over 2.5 kg. In contrast, the fair value of the species harvested and sold had a negative impact of US\$ 9.3 million for the period ended June 30, 2014, as compared to a gain of US\$ 452 thousand for the same period in 2013 as a result of sales of biomass that projected profits for this concept in prior periods. The net effect for the period ended June 30, 2014 is a negative US\$ 5.3 million, as compared to a negative US\$ 3.7 million for the same period in 2013.

Salmon Business Revenue:

June 2014

Product or Species	U.S. ThUS\$	Europe + EuroAsia ThUS\$	Asia ex Japan ThUS\$	Japan ThUS\$	LATAM ex Chile ThUS\$	National Market ThUS\$	Others ThUS\$	TOTAL ThUS\$
Atlantic Salmon	50,916	8,653	7,802	7,449	24,235	1,788	0	100,845
Trout	595	324	372	7,646	20	163	195	9,315
OTHERS	26,094	0	0	1,988	0	13,207	0	41,289
TOTAL	77,606	8,978	8,174	17,083	24,254	15,157	195	151,448

June 2013

Product or Species	U.S. ThUS\$	Europe + EuroAsia ThUS\$	Asia ex Japan ThUS\$	Japan ThUS\$	LATAM ex Chile ThUS\$	National Market ThUS\$	Others ThUS\$	TOTAL ThUS\$
Atlantic Salmon	42,930	11,816	4,686	2,794	11,201	1,343	255	75,026
Trout	0	0	0	4,526	1,315	236	97	6,174
OTHERS	14,783	0	0	1,588	0	10,769	0	27,140
TOTAL	57,713	11,816	4,686	8,907	12,516	12,348	352	108,339

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 82% and 92% of sales in the first half 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 the first half of 2013 to the first half of 2014, the U.S. market as a percentage of total sales decreased from 53% to 51%, but with an absolute rise in sales volumes. The Asian market excluding Japan grew from 4% to 5% and also posted an absolute rise in sales volumes, while Japan grew from 8% to 11% also with an absolute increase in sales volumes. Europe and Eurasia, in turn, decreased from 11% to 6%. The account "others" includes services and sales to third parties, and intercompany salmon sales to our offices in the U.S. and Japan.