



COMPAÑÍA PESQUERA CAMANCHACA S.A. AND
SUBSIDIARIES

Annual Earnings Report for the Consolidated Financial Statements

for the years ended December 31, 2014 and 2013.

ANNUAL EARNINGS REPORT

This document contains the Annual Earnings Report for the Consolidated Financial Statements of Compañía Pesquera Camanchaca S.A. as of December 31, 2014, compared to December 31, 2013 for the consolidated statement of financial position and the statements of cash flow and income.

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, or 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 include a breeding program to produce their own eggs, a freshwater inland hatchery, 75 sea water grow-out sites in 14 neighborhoods, 2 primary processing plants in the 10th and 11th regions and, finally, 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) and 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

For the year ended December 31, 2014, the Company posted an improvement of US\$ 28 million, from a loss of US\$ 17 million in 2013 to profit of US\$ 11 million in 2014. These results reflect a normalization of margins, which rose by US\$ 55 million to close the year at US\$ 80 million, for the Company's diverse business lines. Specifically, the industrial fishing, salmon farming and other seafood (northern) divisions improved their results by US\$ 16 million, US\$ 6.4 million and US\$ 1.1 million, respectively. The subsidiary Cultivos Sur posted an improvement of US\$ 4.8 million.

This resulted in an EBITDA (before fair value adjustment of the salmon biomass) of US\$ 66 million for 2014, demonstrating five-fold growth (+ US\$ 54 million) from the US\$ 12 million recorded for the same period in 2013. This EBITDA figure represents 13% of sales and 10.8% of non-cash assets. The salmon farming business had a negative fair value adjustment of US\$ 10 million as a result of reduced market prices for fresh salmon in the United States during the last quarter. Scallop operations in Bahía Inglesa (3rd region) were suspended, which generated a one-time expense of US\$ 2.5 million for the scallop business. This extraordinary disbursement accounts for 52% of the losses in the northern other seafood business.

For the fourth quarter, EBITDA before fair value adjustment reached US\$ 23.5 million, up US\$ 6.1 million from the same quarter in 2013. However, the Company's quarterly profit of US\$ 1 million was strongly affected by the negative fair value adjustment of US\$ 11 million recorded for the quarter. The salmon farming business reported an EBITDA of US\$ 9.3 million and a net loss of US\$ 4.5 million for the quarter. All of the other businesses posted improved quarterly results (industrial fishing: +US\$ 7.6 million; other seafood: +US\$ 1.3 million).

The Company posted record revenue of US\$ 496 million in 2014, up 13% from the prior year, while fourth quarter revenue totaled US\$ 143 million, or an improvement of 8.9% over 2013. This rise in revenue for the year reflects significant increases across all business lines (salmon farming +11%; other seafood +9.8%; and industrial fishing +18%). The fourth quarter performance of the industrial fishing division deserves special mention. It posted a 47% increase as a result of good fishmeal prices and sales of inventory in stock as of the close of the third quarter. In contrast, the salmon farming business reported a drop of 12% in revenue as a result of reduced sales prices (-10%)

as compared to 2013 despite similar sales volumes of around 11 thousand tons. The other seafood division boasted a yearly rise of 23% in mussels, which more than offset the 19% drop in abalone and scallops in the north.

The gross margin before fair value adjustment of the salmon biomass for the year ended December 31, 2014, was US\$ 80 million, which is over three times greater than the same period in 2013, reflecting improved prices and costs. This margin represents 16% of revenue, which is substantially greater than the 5.8% in 2013. In the fourth quarter, this margin accounted for 20% of revenue, marking an improvement from the 16% for the same period in 2013.

The main factors explaining the improved results for the year in 2014 include:

- a. Salmon prices rose 9.7% or US\$ 0.5 per kilo WFE. However, as of December 2014, the price is below its historical trend. Atlantic salmon harvests increased 19% to 39 thousand tons WFE, which helped improve cost conditions. Sales were in line with harvests, totaling 37 thousand tons WFE, which represents growth of 6.4%.
- b. Good sanitary conditions at salmon farming sites thanks to improved sanitary coordination among companies operating in the area and the use of improved bathing techniques to combat sea lice and SRS have led to cost reductions. This is especially important given the rise in costs in the second quarter of 2013 of close to US\$ 1.5 per kilo WFE because of unfavorable sanitary conditions in the area north of Aysén.
- c. Fishmeal prices improved throughout 2014, reaching US\$ 1,763 (+9.9%). The average price for the fourth quarter was US\$ 2,013, which is substantially higher than the US\$ 1,398 recorded in 2013. Prices climbed above US\$ 2,000 per ton during the fourth quarter because Peruvian fishing authorities did not issue any catch quotas for that season. The Company leveraged these conditions by selling its available inventory.
- d. Recovery of the sardine biomass in the south enabled the Company to catch twice as much as in 2013, which represents the entire annual quota, with 96 thousand tons in 2014 as compared to 43 thousand tons in the prior year. The Company also obtained high yields from sardine oil processing, reaching 9.2%, or 23% higher than the prior year.
- e. All indicators for the mussel business improved in 2014. EBITDA from the other seafood business for the year ended December 31, 2014, improved from a negative US\$ 5.3 million in 2013 to a positive US\$ 1.6 million in 2014, fully explained by the EBITDA from the mussel operations of US\$ 5.3 million in 2014 due to improved yields, lower costs and a 7.5% rise in prices.

During the fourth quarter, the Company sold a large part of its inventory in stock as of September 30, 2014, especially products from the industrial fishing business. In effect, inventories of fishmeal and fish oil fell by 51% and 82% (5,007 and 3,172 tons) as of December 31, 2014, closing the year at 4,879 and 692 tons. Inventories of frozen and canned jack mackerel decreased around 70% (3,345 tons and 353 thousand boxes), reaching an inventory of 1,418 tons and 169 thousand boxes as of December 31, 2014.

Prices for all of Camanchaca's products as a whole improved during 2014, with a positive effect on revenue of approximately US\$ 20 million.

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 impact the scale of operations given the high fixed costs;
 - iv. Fuel expenditures, which strongly impact fishing as well as fishmeal processing costs.
 - v. The sanitary conditions for Atlantic salmon, which determine not only biomass and scale but also cost.

- Trends in Key Drivers

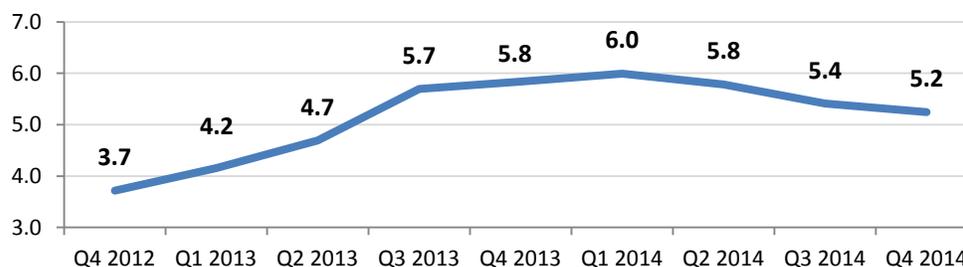
- i. **Fishmeal prices** increased throughout 2014, posting an average of US\$ 2,013 per ton for the fourth quarter of 2014. This figure is 44% greater than the same quarter in 2013. Peruvian catches for the first fishing season in 2014 fell behind expectations at around 68% of quotas, driving prices upward during the third quarter. The situation was more dramatic in the second fishing season in Peru. No quotas were allocated due to low biomass and small fish size, pushing prices to record highs that were well above long-term trends. The opposite happened in 2013 where fishmeal prices were high during the first half of the year and began to decrease during the third quarter as quotas returned to normal levels. Prices ultimately recorded a low for the year during the fourth quarter of 2013, which was below trends. This trend in the fourth quarter of 2014 was especially favorable for the Company given its elevated inventory during the second and third quarters, which was liquidated under very favorable conditions.

Fishmeal Price (US\$ / ton)

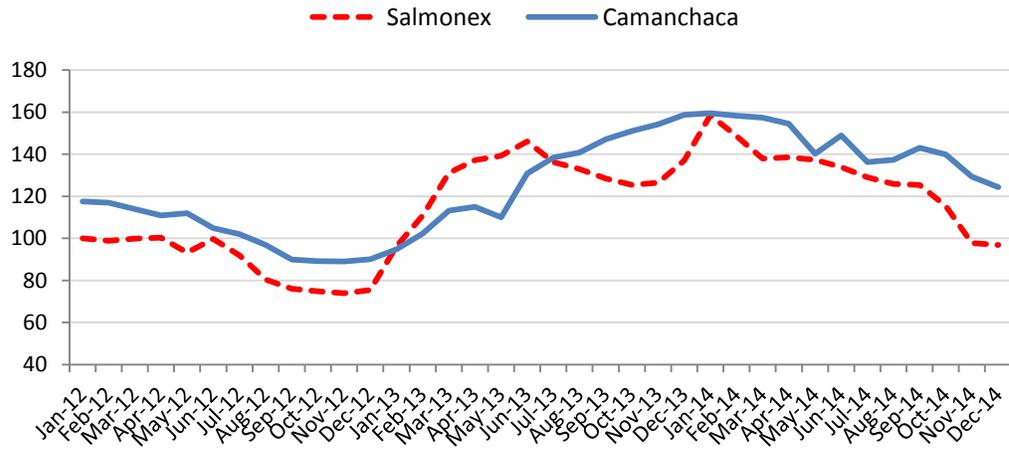


- ii. The **price of Atlantic salmon** fell during the fourth quarter of 2014, reaching US\$ 5.2 per kilo WFE, or 10% below the same quarter in 2013, as a result of stronger supply in Chile caused by good sanitary conditions (decreased mortality and greater average weights). This has particularly affected the Brazilian and North American markets in the third quarter of 2014. In this context, Camanchaca obtained price spreads for its products of more than 80 cents over the Urner Barry index for the year in 2014, and more than 90 cents for the fourth quarter.

Atlantic Salmon Price (US\$ / kg WFE)



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



The Raw Material Yield 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.

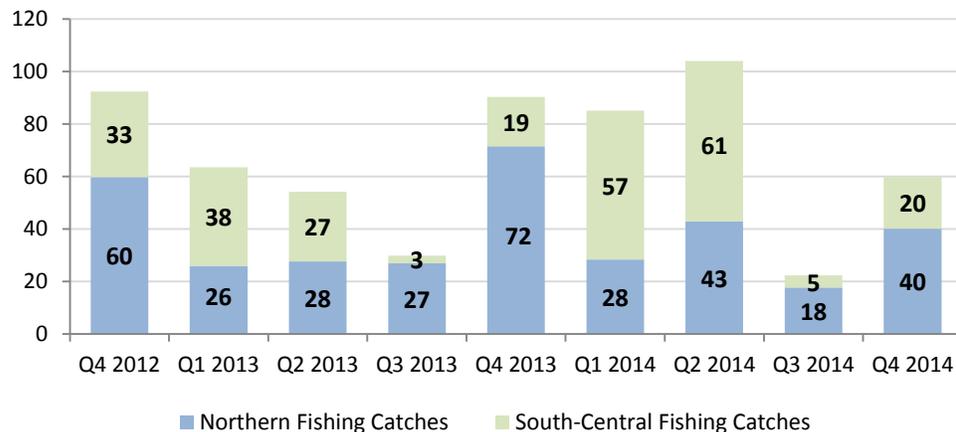
The market Index or "Salmonex" is based on the price of fresh fillet trim D exported by Chilean firms, net of processing and distribution costs for Camanchaca's fresh trim D. It provides a comparable index to Camanchaca's Raw Material Return.

iii. **Pelagic fishing levels.** For the year ended December 31, 2014, anchovy catches in the northern zone totaled 128,960 tons, or 15% less than the same period in 2013. However, these catches account for 100% of annual quotas. These results were achieved despite two situations: a) an earthquake on April 1, 2014, that damaged our assets and operations in the northern zone and slowed industrial operations; and b) the delayed start to the 2014 season (March) due to an abundance of small fish.

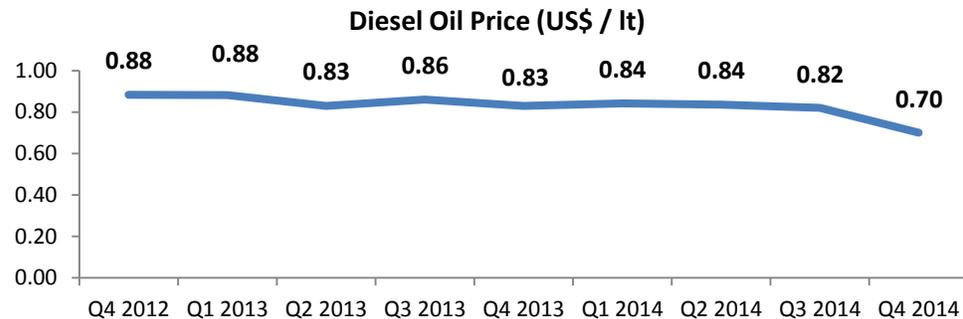
In the south-central zone, following low levels in 2013, the sardine biomass recovered significantly in 2014 to near-normal levels. For the year ended December 31, 2014, catches totaled 96,416 tons, which compares favorably with 43,083 tons in the same period in 2013 (+124%).

In jack mackerel fishing (south-central zone), catches rose 6.7% to 45,700 tons. This improvement was aided by quota transfers from our northern fishing division to our southern fishing division.

Catches (Thousands of Tons)



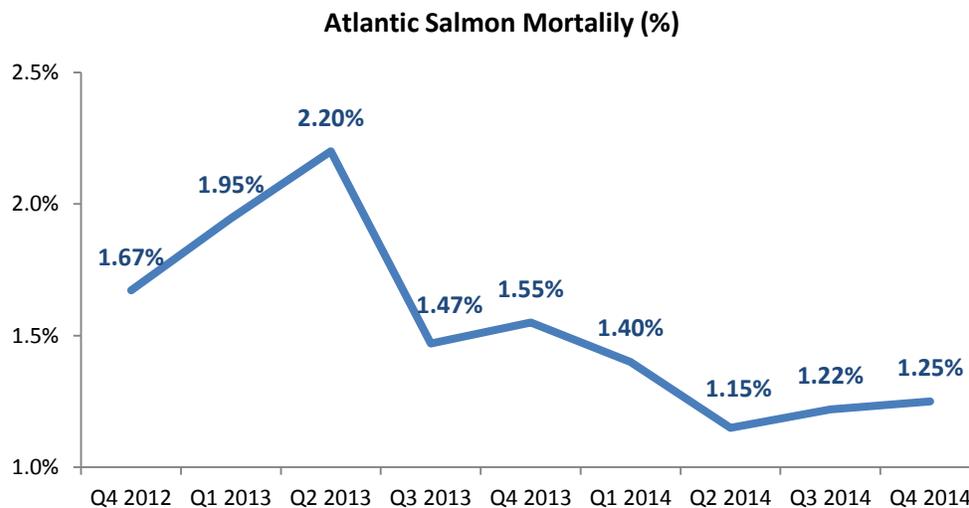
- iv. The **price of oil** purchased by Camanchaca was considerably lower in the fourth quarter of 2014, reaching 70 cents per liter. This 15% drop with respect to both the third quarter in 2014 and the fourth quarter in 2013 provided cost savings of over US\$ 500 thousand during the quarter. Oil prices in Chile lag behind international crude markets, which are showing a structural downward trend.



- v. **Atlantic salmon sanitary conditions** evolved favorably during 2014, with an improvement in the cumulative survival rate of Atlantic salmon (for closed cycles), reaching 90% for the year ended December 31, 2014, in contrast to 88% for the same period in 2013. Similarly, after experiencing reduced feeding problems at several sites during the first half of the year, which led to a greater conversion factor, higher costs and early maturation of fish as well as deteriorated second quarter margins, oxygen levels at some sites began to improve in July. These improved conditions during the second half of the year led to harvests of 39 thousand tons WFE, slightly above our original estimates due to greater average weights.

These improved sanitary conditions during the second half of 2013 were the product of improved sanitary coordination among neighboring producers; collective sanitary treatments; more effective devices and reduced biomass loads in more sensitive ecosystems such as the area north of Aysén.

In the case of trout, as Camanchaca had announced, the Company suspended smolt transfer in 2013 and conducted its final harvests in January 2014. The temporary suspension has not affected the production assets for this species thanks to service contracts with 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 grew 18%, reaching US\$ 184 million, with a significant rise in EBITDA from US\$ 11 million in 2013 to US\$ 33 million in 2014. Results went from a loss of US\$ 9.5 million in 2013, to profit of US\$ 6.2 million in 2014. For the quarter, the Company posted profit of US\$ 7.2 million, reversing the US\$ 1 million loss recorded as of September 30, 2014. These positive figures can be attributed to significant fishmeal stocks and record high prices. Fourth quarter revenue increased 47%, reaching US\$ 66 million in 2014 with improved margins explained by the reasons stated above. Additional Information:
 - i. Full-quota sardine and anchovy catches as of December, which helped reduce the operating costs of the units produced. Sardine catches in the south-central zone reached 96 thousand tons, or 124% greater than the same period in 2013. Anchovy catches in the northern zone totaled 129 thousand tons. Although these catches reflect a 15% drop over the same period in 2013, they account for 100% of annual quotas.
 - ii. In line with these catches, production of fishmeal in the northern zone fell by 14% over 2013, but the greater yield for oil (+33%) led to a production increase of 12%, producing a total of 32,217 tons of fishmeal and 2,660 tons of fish oil. Yields of anchovy fish oil are especially valuable given their high concentration of omega 3 fatty acids and the fact that they are used for human consumption. As a result, prices were approximately 30% greater than sardine oil for aquaculture in the south.
 - iii. In the south-central zone, in addition to recovering sardine biomass, the Company reported a 23% increase in sardine oil yields, reaching 9.2% in contrast to the 6.5% considered normal. As a result, fishmeal production increased 72% as of December 2014, while fish oil production rose 121% to 9,783 tons. These increases significantly impacted unit operating costs.
 - iv. Average fishmeal prices rose 10% with a substantial spike during the fourth quarter (+44%) reaching US\$ 2,013 per ton. The price of fish oil as of December 31, 2014, was US\$ 1,960 per ton, which is 13% lower than the prior year due to an abundance of oil in the south-central zone (higher catches and better yield for sardines). The fourth quarter price of US\$ 1,960 per ton reflects an improvement of 2.3% over the same quarter in 2013.
 - v. Jack mackerel fishing took place further off coast and in more disperse locations than in 2013, which increased costs for its associated products. However, for the period ended December 31, 2014, catches totaled 45,700 tons, or 6.7% more than the same period in 2013 thanks to fourth quarter catches of 3,369 due to quotas transferred from the northern to the southern division. The 22% increase in the production of frozen jack mackerel, totaling 15 thousand tons with very similar quotas, was offset by a 6.5% reduction in the production of canned jack mackerel. During the year, 953 thousand boxes were produced and 1.1 million boxes were sold, reflecting an 8% increase over the prior year and leaving a stock of 169 thousand boxes. Prices of canned product dropped 14% due to currency devaluations in destination markets. Sales of frozen jack mackerel rose 13% during the period, reaching 14,023 tons at prices 7.8% lower than in 2013. This situation is explained by restrictions on imports in Nigeria, our main market for the product.
 - vi. In the langostino lobster business, which accounts for close to 4% of the Company's revenue, as of December 31, 2014, catches amounted to 7 thousand tons with production of 917 tons of finished product, or 26% higher than 2013, mainly because of increased raw material yield (13% of weight). The Company's shipments of 956 tons reflect 6.1% growth in prices in the United States, which is the principal destination market for this product.
 - vii. The results of the Company's fishing operations were:
 - The northern fishing division recorded profit of US\$ 4.8 million, which compares favorably—in spite of the earthquake—to the profit of US\$ 1.6 million for the same period in 2013. It recorded revenue of US\$ 62 million.
 - Our subsidiary Camanchaca Pesca Sur posted after-tax profit of US\$ 5.1 million, which compares quite favorably to the loss of US\$ 12 million for the period ended December 31, 2014. These results can be explained mainly by greater sardine catches and improved fish oil yields. It recorded revenue of US\$ 122 million.

- In the **salmon farming** business, revenue rose 11% for the year ended December 31, 2014, reaching US\$ 279 million. The business recorded a profit of US\$ 6.5 million as opposed to the profit of US\$ 78 thousand posted for the same period in 2013, reflecting an improvement of US\$ 6.4 million. However, during the fourth quarter it recorded a loss of US\$ 4.5 million in contrast to the profit of US\$ 14 million for the same quarter in 2013, fully explained by the fair value adjustment for the quarters (-US\$ 11 million in 2014 and +US\$ 4.7 million in 2013). Additional Information:
 - i. Sales prices for Atlantic salmon rose 9.7% from 2013 to 2014, while Camanchaca's sales price averaged US\$ 5.6 per kilo WFE with a raw material return of more than 80 cents above average figures for Chilean exports. This growth was aided by greater market diversification and a larger variety of products.
 - ii. Atlantic salmon harvests rose by 6,257 tons WFE as of December 2014 compared to the same period in 2013, totaling 39,347. Sales volumes increased 6.4%, reaching 36,814 tons WFE. For the fourth quarter, sales increased 3.8%, totaling 11,384 tons.
 - iii. The Company's last trout harvests took place in January 2014, thus suspending production of this species for now. As reported in prior quarterly analyses, the Company 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 fell from 4,053 tons WFE in 2013 to 2,573 tons WFE in 2014, leaving stock of 227 net tons as of year end. Its trout farming assets, which account for nearly 10% of the salmon farming division's assets, are operating by providing services to third parties.
 - iv. There was a 6.6% drop in administrative costs for the year ended December 31, 2014, which are consistent with a harvest scale of 38,000 to 42,000 tons. Distribution costs rose 1.9% in line with the 1.9% increase in sales volumes of Atlantic salmon and trout combined. In short, the proportion of revenue used for administrative and sales purposes fell from 8% to 7%, which is proof that the Company's cost efficiency and continuous improvement programs are functioning well.
 - 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 US\$ 12 million in net operating margin during 2014, up 62% from 2013. These services include fish processing, concession leases, smolt sales, fish offal sales and logistics services for third parties.
 - vi. As of December 31, 2014, mortality of Atlantic salmon at closed sites had fallen to 9.8% (12% in 2013). During 2014, Atlantic salmon harvests were concentrated in sites in the 10th region (11 of the 13 sites harvested). This was in addition to reduced expenses for antiparasitic treatments, which positively impacted costs. Lastly, average harvest weight evolved favorably during the year, closing at 4.7 as opposed to 4.3 in 2013.
 - vii. Regarding the fair value adjustment of biological assets (the salmon biomass) in accordance with IAS 41, a loss of US\$ 10 million was recorded for the period ended December 31, 2014, as compared to a gain of US\$ 8.6 million for the same period in 2013. This is explained by reduced reference prices for the biomass included in the valuation.
 - viii. EBITDA before fair value adjustment for the year ended December 31, 2014, totaled US\$ 31 million in the salmon farming business. This figure compares favorably with the US\$ 6.1 million in 2013, which is well aligned with the increase of US\$ 25 million in the gross margin.
- In the **other seafood** business, revenue grew 9.8%, reaching US\$ 33 million for the year ended December 31, 2014. This division recorded a loss of US\$ 1.5 million, up US\$ 5.9 million from the loss recorded 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 year with an improved EBITDA of US\$ 5.3 million and profit of US\$ 3.3 million. In contrast, conditions for the scallop business continue to show limited competitive advantages for Chile over Peru, which has experienced record harvests of wild scallops in 2014. After having explored several alternatives for improving this product line, the Company has adjusted production for scallop operations in Caldera (3rd region) and concentrated efforts in Guanaqueros (4th region), dismissing 150 employees on April 30, 2014. This will lead to reductions in production to approximately 130-150 tons per year for 2015 and will focus mainly on the domestic market, which will allow the Company to close its processing plants. Lastly, the operations for abalone farming and production that are also located in Caldera have continued to enjoy significant improvements

in cost, albeit insufficient to offset the sharp fall in prices as a result of decreased demand in China; Abalone is one of the luxury products with tight restrictions in that country as part of its austerity measures. The division's results can be attributed to the following factors:

- i. In the subsidiary Camanchaca Cultivos Sur, which includes all mussel operations, revenue totaled US\$ 25.7 million in 2014, giving EBITDA of US\$ 5.3 million, an improvement on the almost nil EBITDA recorded in 2013, while it posted a profit of US\$ 3.3 million, up US\$ 4.8 million from the same period in 2013. During 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 target its product mix toward the end consumer to provide the greatest raw material yield. This has translated into good yield and cost conditions with an increase in production and sales of around 40% and 26%, respectively, reaching 8,651 tons produced and 8,422 tons sold, in addition to a 7.5% rise in prices as compared to the prior year.
- ii. The abalone and scallop business (in northern Chile) recorded a loss of US\$ 4.9 million, US\$ 1.1 million less than in 2013. Of this loss, 52% can be explained by US\$ 2.5 million in extraordinary expenses and costs to close its operations in Bahía Inglesa. These extraordinary costs consist mainly of:
 - Severance and termination benefits: US\$ 774 thousand
 - Write-off of concessions: US\$ 506 thousand
 - Write-off of farm-related assets: US\$ 511 thousand
 - Write-off of plant and workshop-related assets: US\$ 357 thousand

Abalone sales grew 46%, reaching 206 tons, but continue to be affected by restrictions on Chinese consumption. These restrictions have also impacted the Japanese market—where Camanchaca boasts significant market share and sells most of its production—which has led to above-normal inventory approaching a six-month stock and a 13% drop in prices. From a cost perspective, higher caliber (from 9 units/kilo to 7.1) and a shorter growth cycle (from 48 to 46 months) in 2014 helped reduced costs to US\$ 24 per kilo. However, this reduced figure did not offset the drop in prices. Overall, until prices in Asia recover, the Company does not foresee positive margins.

- On a consolidated level, administrative expenses as a percentage of revenue fell from 5.6% to 4.7%, while distribution costs fell from 5.6% to 4.4%, with absolute reductions of both line items in the Company's three business lines. Administrative and distribution expenses in aggregate fell from 11.2% to 9.1% 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 purchasing, procurement, logistics and storage processes.
- Prices for all of Camanchaca's products as a whole rose 4.8% for the year ended December 31, 2014 with respect to 2013, with a positive effect on revenue and margins of US\$ 20 million.
- Finance costs for the year ended December 31, 2014, totaled US\$ 6.4 million, down from US\$ 9.8 million in 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. In 2014, the Company decided to discontinue these hedges.
- Cash and cash equivalents increased by US\$ 9.4 million as compared to December 31, 2013, totaling US\$ 15 million as of year-end 2014. This is explained mainly by recovered sales in the different business lines (especially the salmon farming and industrial fishing businesses), improved fishmeal prices in 2014 and the positive performance of the mussel business. These factors were offset by the use of funds for working capital for the northern other seafood division. As of year-end 2014, of all accounts payable to suppliers, 95% are paid on time and 98% do not exceed 30 days past due.
- Cash flows improved during the year ended December 31, 2014, from a positive US\$ 9.6 million provided by operating activities in 2013 to a positive US\$ 35 million provided by operating activities in 2014.

Including financing and investing activities, the improvement in net cash and cash equivalents was approximately US\$ 20 million.

- On September 29, 2014, law No. 20,780 was published in the Official Gazette. This law introduced several amendments to the current system for income and other taxes. One of the main amendments includes a progressive increase in corporate income tax rates, set to reach 27% in 2018 for entities applying the semi-integrated system. According to the law, a publicly held corporation like Camanchaca must apply the semi-integrated system by default unless shareholders vote in the future to use the attributed income system, which will reach a maximum rate of 25% starting in 2017. For these financial statements, the income tax rate has been increased from 20% to 21%, which has marginal effects on the income statement given the accumulated losses presented by the Group's main companies. The effect on deferred taxes must be recognized in equity as opposed to profit and loss, in accordance with Official Ruling No 856 from the Chilean Superintendency of Securities and Insurance. Thus, the effect on Camanchaca's equity is a positive US\$ 2.5 million (approx.) due to the increase in net deferred tax assets explained mainly by the fact that the accumulated tax losses are greater than the differences between the book and tax basis values for depreciation of property, plant and equipment.
- Debt with financial institutions as of December 31, 2014, totaled US\$ 233 million, which is US\$ 3.9 million less than the balance as of December 2013. As of December 31, 2014, the Company recorded total equity of US\$ 320 million, or 4.9% greater than December 2013. As a result, leverage decreased from 0.78 to 0.73 and the net indebtedness ratio from 1.08 to 0.92.

1. STATEMENT OF INCOME (CONSOLIDATED AND BY SEGMENT).

For the year ended December 31 (ThUS\$):

STATEMENT OF INCOME	YTD Q4 2014				YTD Q4 2013			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	184,428	278,510	33,454	496,392	156,518	251,801	30,471	438,790
Cost of sales	(150,161)	(238,814)	(27,294)	(416,270)	(144,427)	(237,527)	(31,293)	(413,246)
Gross margin before fair value adjustments	34,267	39,695	6,160	80,122	12,091	14,275	(822)	25,544
Fair value adjustment to biological assets		(2,047)		(2,047)		13,998		13,998
Fair value adjustment to harvest and sales		(8,391)		(8,391)		(5,433)		(5,433)
Gross margin	34,267	29,257	6,160	69,684	12,091	22,840	(822)	34,108
OTHER INCOME AND EXPENSES								
Administrative expenses	(9,828)	(9,956)	(3,703)	(23,487)	(10,107)	(10,656)	(3,800)	(24,562)
Distribution costs	(9,226)	(9,550)	(3,013)	(21,789)	(12,210)	(9,375)	(3,015)	(24,600)
Finance costs	(2,104)	(3,733)	(535)	(6,372)	(3,304)	(4,741)	(1,731)	(9,776)
Share of profit (loss) of associates	(22)	1,883	0	1,861	83	692	0	774
Exchange differences	(3,029)	474	113	(2,442)	(1,458)	1,204	250	(5)
Other income (losses)	45	(20)	(1,565)	(1,539)	12	459	234	705
Finance income	7	54	5	67	76	47	8	131
Other income and expenses, net	(24,157)	(20,847)	(8,697)	(53,701)	(26,908)	(22,370)	(8,053)	(57,332)
Profit (loss) before taxes	10,111	8,410	(2,538)	15,983	(14,817)	469	(8,875)	(23,223)
Income taxes	(2,419)	(1,948)	988	(3,378)	1,790	(391)	1,455	2,854
Profit (loss) from continuing operations	7,692	6,462	(1,549)	12,605	(13,027)	78	(7,420)	(20,369)
Profit (loss) from discontinued operations	0	0	0	0	0	0	0	0
Profit (loss) for the period	7,692	6,462	(1,549)	12,605	(13,027)	78	(7,420)	(20,369)
Non-controlling interest	(1,515)	0	0	(1,515)	3,498	0	0	3,498
Profit (loss) for the period attributable to owners of the parent	6,176	6,462	(1,549)	11,089	(9,529)	78	(7,420)	(16,871)
EBITDA	33,103	31,452	1,582	66,138	11,200	6,064	(5,322)	11,942
EBITDA after fair value adjustments	33,103	21,014	1,582	55,700	11,200	14,629	(5,322)	20,507

Fourth Quarter (ThUS\$):

STATEMENT OF INCOME	Q4 2014				Q4 2013			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	65,895	70,267	7,062	143,224	44,738	79,689	7,076	131,504
Cost of sales	(49,965)	(58,708)	(6,502)	(115,176)	(40,307)	(61,768)	(8,950)	(111,025)
Gross margin before fair value adjustments	15,930	11,559	560	28,049	4,431	17,922	(1,873)	20,479
Fair value adjustment to biological assets		(13,825)		-13,825		11,511		11,511
Fair value adjustment to harvest and sales		2,807		2,807		(6,802)		(6,802)
Gross margin	15,930	541	560	17,031	4,431	22,631	(1,873)	25,188
OTHER INCOME AND EXPENSES								
Administrative expenses	(2,571)	(2,493)	(956)	(6,020)	(2,394)	(2,765)	(982)	(6,140)
Distribution costs	(2,947)	(2,564)	(559)	(6,070)	(3,178)	(2,061)	(472)	(5,710)
Finance costs	(526)	(983)	(138)	(1,648)	(603)	(943)	(386)	(1,931)
Share of profit (loss) of associates	12	615	0	627	0	141	0	141
Exchange differences	(25)	(718)	7	(736)	(821)	781	137	96
Other income (losses)	126	(68)	(1,616)	(1,557)	185	78	200	463
Finance income	(6)	21	0	15	73	12	0	85
Other income and expenses, net	(5,937)	(6,191)	(3,262)	(15,389)	(6,738)	(4,756)	(1,503)	(12,997)
Profit (loss) before taxes	9,993	(5,650)	(2,702)	1,642	(2,308)	17,875	(3,377)	12,191
Income taxes	(2,351)	1,142	1,012	(196)	(377)	(3,564)	387	(3,553)
Profit (loss) from continuing operations	7,642	(4,507)	(1,690)	1,445	(2,684)	14,311	(2,989)	8,638
Profit (loss) from discontinued operations	0	0	0	0	0	0	0	0
Profit (loss) for the period	7,642	(4,507)	(1,690)	1,445	(2,684)	14,311	(2,989)	8,638
Non-controlling interest	(459)	0	0	(459)	2,318	0	0	2,318
Profit (loss) for the period attributable to owners of the parent	7,183	(4,507)	(1,690)	986	(367)	14,311	(2,989)	10,955
EBITDA	14,660	9,262	(431)	23,491	4,144	16,004	(2,777)	17,372
EBITDA after fair value adjustments	14,660	(1,756)	(431)	12,473	4,144	20,713	(2,777)	22,081

EBITDA: gross margin before fair value adjustments + depreciation - administrative expenses - distribution costs
EBITDA after fair value adjustments: EBITDA + fair value adjustments to biological assets - fair value adjustments to harvest and sales

Sales Volumes

		Fishing Catches			
		YTD Q4 2014	YTD Q4 2013	Change	Change %
Northern Zone					
Own	tons	128,894	149,501	-20,607	-13.8%
Third Party	tons	66	2,339	-2,273	-97.2%
South-Central Zone					
Own	tons	65,039	53,967	11,072	20.5%
Third Party	tons	77,077	31,950	45,127	141.2%
Total	tons	271,076	237,757	33,320	14.0%

		Fishing Catches			
		Q4 2014	Q4 2013	Change	Change %
		40,130	71,500	-31,370	-43.9%
		0	0	0	-
		4,403	11,958	-7,555	-63.2%
		15,189	6,837	8,352	122.2%
		59,722	90,295	-30,573	-33.9%

		Production			
		YTD Q4 2014	YTD Q4 2013	Change	Change %
Fishmeal	tons	52,892	49,323	3,569	7.2%
Fish Oil	tons	12,443	6,800	5,643	83.0%
Canned Fish	boxes	953,287	1,019,338	-66,051	-6.5%
Langostino Lobster	kg.	916,927	727,304	189,623	26.1%
Frozen Jack Mackerel	tons	15,061	12,324	2,737	22.2%

		Production			
		Q4 2014	Q4 2013	Change	Change %
		13,127	20,321	-7,194	-35.4%
		1,005	2,683	-1,678	-62.5%
		603	959	-356	-37.1%
		282,764	190,710	92,054	48.3%
		0	330	-330	-100.0%

		Sales			
		YTD Q4 2014	YTD Q4 2013	Change	Change %
Fishmeal	tons	51,988	49,379	2,609	5.3%
Fish Oil	tons	13,332	5,324	8,009	150.4%
Canned Fish*	boxes	1,087,018	1,007,168	79,850	7.9%
Langostino Lobster	kg.	955,820	668,040	287,780	43.1%
Frozen Jack Mackerel	tons	14,023	12,449	1,574	12.6%

		Sales			
		Q4 2014	Q4 2013	Change	Change %
		17,929	20,439	-2,510	-12.3%
		4,040	1,338	2,702	201.9%
		357,804	238,600	119,204	50.0%
		385,201	223,950	161,251	72.0%
		3,321	361	2,960	819.9%

* Not considering sales to Rabo Services for 100,000 boxes

		Salmon Harvest			
		YTD Q4 2014	YTD Q4 2013	Change	Change %
Trout	tons WFE	1,291	5,088	-3,797	-74.6%
Atlantic Salmon	tons WFE	39,347	33,090	6,257	18.9%

		Salmon Harvest			
		Q4 2014	Q4 2013	Change	Change %
		0	1,704	-1,704	-100.0%
		14,251	11,559	2,692	23.3%

		Salmon Harvest			
		YTD Q4 2014	YTD Q4 2013	Change	Change %
Trout	tons WFE	2,257	4,827	-2,570	-53.2%
Atlantic Salmon	tons WFE	39,100	33,478	5,623	16.8%

		Salmon Sales			
		YTD Q4 2014	YTD Q4 2013	Change	Change %
Trout	tons WFE	2,573	4,053	-1,480	-36.5%
Atlantic Salmon	tons WFE	36,814	34,611	2,203	6.4%

		Salmon Sales			
		Q4 2014	Q4 2013	Change	Change %
		504	580	-76	-13.1%
		11,384	10,970	414	3.8%

		Other Seafood Production			
		YTD Q4 2014	YTD Q4 2013	Change	Change %
Scallops	tons	232	339	-107	-31.6%
Abalone	tons	213	150	63	42.2%
Canned Abalone	boxes	0	1,976	-1,976	-100.0%
Mussels	tons	8,651	6,193	2,458	39.7%

		Other Seafood Production			
		Q4 2014	Q4 2013	Change	Change %
		47	125	-78	-62.7%
		48	59	-11	-18.1%
		0	96	-96	-100.0%
		956	938	18	1.9%

		Other Seafood Sales			
		YTD Q4 2014	YTD Q4 2013	Change	Change %
Scallops	tons	254	394	-140	-35.6%
Abalone	tons	206	141	65	46.1%
Canned Abalone	boxes	386	692	-306	-44.2%
Mussels	tons	8,422	6,668	1,754	26.3%

		Other Seafood Sales			
		Q4 2014	Q4 2013	Change	Change %
		68	112	-43	-38.6%
		91	66	24	36.8%
		386	4	382	9550.0%
		864	1,348	-483	-35.9%

Average Sales Prices

		Average Sales Price of Products				Average Sales Price of Products			
		YTD Q4 2014	YTD Q4 2013	Change	Change %	Q4 2014	Q4 2013	Change	Change %
Fishmeal	US\$ x ton	1,763	1,605	158	9.9%	2,013	1,398	615	44.0%
Fish Oil	US\$ x ton	1,960	2,260	-300	-13.3%	1,960	1,916	44	2.3%
Canned Fish	US\$ x box	25.1	29.3	-4.2	-14.2%	24.7	25.9	-1.1	-4.3%
Langostino Lobster	US\$ x kg	21.9	20.7	1.3	6.1%	21.9	21.7	0.2	1.0%
Frozen Jack Mackerel	US\$ x ton	1,165	1,264	-99.0	-7.8%	976	1,382	-406.2	-29.4%
Trout	US\$ x kg	4.7	4.3	0.4	8.8%	2.5	4.8	-2.3	-47.7%
Atlantic Salmon	US\$ x kg	5.6	5.1	0.5	9.7%	5.2	5.8	-0.6	-10.1%
Scallops	US\$ x kg	13.3	12.7	0.6	5.0%	13.4	12.5	0.9	7.1%
Abalone	US\$ x kg	18.9	21.7	-2.8	-12.9%	16.9	19.3	-2.4	-12.4%
Canned Abalone	US\$ x box	329.1	396.4	-6730.0%	-17.0%	-	445.0	-	-
Mussels	US\$ x kg	2.7	2.6	0.19	7.5%	2.6	2.5	0.11	4.4%

Change in Revenue due to Price Effect*

		Change in Revenue due to Price Effect				Change in Revenue due to Price Effect			
		YTD Q4 2014	YTD Q4 2013	Change	Change %	Q4 2014	Q4 2013	Change	Change %
Fishmeal	ThUS\$	91,675	83,444	8,231	9.9%	36,094	25,067	11,027	44.0%
Fish Oil	ThUS\$	26,128	30,125	-3,997	-13.3%	7,918	7,739	179	2.3%
Canned Fish	ThUS\$	27,310	31,846	-4,537	-14.2%	8,851	9,252	-401	-4.3%
Langostino Lobster	ThUS\$	20,941	19,746	1,196	6.1%	8,424	8,340	84	1.0%
Frozen Jack Mackerel	ThUS\$	16,339	17,728	-1,389	-7.8%	3,242	4,591	-1,349	-29.4%
Trout	ThUS\$	12,093	11,113	980	8.8%	1,266	2,419	-1,153	-47.7%
Atlantic Salmon	ThUS\$	205,691	187,450	18,242	9.7%	59,714	66,447	-6,733	-10.1%
Scallops	ThUS\$	3,375	3,215	160	5.0%	916	855	61	7.1%
Abalone	ThUS\$	3,893	4,471	-578	-12.9%	1,532	1,749	-217	-12.4%
Canned Abalone	ThUS\$	127	15302.7%	-2597.8%	-17.0%	-	-	-	-
Mussels	ThUS\$	23,142	21,532	1,610	7.5%	2,221	2,127	94	4.4%
Total	ThUS\$	430,715	410,823	19,892	4.8%	130,178	128,587	1,591	1.2%

* With constant volume 2014

Change in Fuel Expenditures due to Price Effect*

		Change in Fuel Expenditures due to Price Effect				Change in Fuel Expenditures due to Price Effect			
		YTD Q4 2014	YTD Q4 2013	Change	Change %	Q4 2014	Q4 2013	Change	Change %
Diesel Oil	ThUS\$	11,248	11,735	-487	-4.1%	1,702	2,010	-308	-15.3%
Bunker Oil	ThUS\$	8,036	8,554	-518	-6.1%	1,447	1,668	-221	-13.2%
Total	ThUS\$	19,284	20,289	-1,005	-5.0%	3,149	3,678	-529	-14.4%

* With constant volume 2014

2. BALANCE SHEET

	Dec 2014 ThUS\$	Dec 2013 ThUS\$	Difference ThUS\$	Change
ASSETS				
Current assets	263,148	273,266	-10,118	-3.7%
Property, plant and equipment	240,670	252,259	-11,589	-4.6%
Other non-current assets	124,834	114,003	10,831	9.5%
Total Assets	628,652	639,528	-10,876	-1.7%
LIABILITIES				
Current liabilities	88,182	100,086	-11,904	-11.9%
Non-current liabilities	220,688	234,495	-13,807	-5.9%
Total Liabilities	308,870	334,581	-25,711	-7.7%
Net equity attributable to owners of the parent				
	263,614	250,118	13,496	5.4%
Non-controlling interest	56,168	54,829	1,339	2.4%
Total Equity	319,782	304,947	14,835	4.9%
Total Liabilities and Equity	628,652	639,528	-10,876	-1.7%

3. FINANCIAL ANALYSIS

A. Consolidated Analysis:

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

	Period	
	Dec 2014	Dec 2013
Liquidity Indicators		
1) Current Liquidity	2.98	2.73
2) Acid Ratio	1.36	0.96
3) Working Capital (US\$ millions)	175.0	173.2
Debt Indicators		
4) Net Debt Ratio	0.92	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	3.47%	-5.53%
8) Return on Assets	12.75%	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	
	Dec-14	Dec-13
a) Atlantic Salmon Harvests / Site	3,254	3,235
b) Trout Harvests / Site	1,388	1,368
c) Atlantic Salmon Farming Density (kg/m3)	8.3	7.2
d) Trout Farming Density (kg/m3)	7.3	5.3
e) Atlantic Salmon Group Survival Rate (sea water)	90.2%	87.9%
f) Trout Group Survival Rate (sea water)	82.5%	82.4%

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	0.51	-0.15
• Salmon Business	0.64	0.00
• Trout Business	-1.32	-1.41
h) Weighted Average for Salmon and Trout Products	0.26	-0.35
• Salmon Products	0.36	-0.23
• Trout Products	-1.14	-1.33

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 Year Ended December 31 (ThUS\$):

	Fair Value Adjustment to Biological Assets		Fair Value Adjustment to Harvest and Sales	
	YTD Q4 2014	YTD Q4 2013	YTD Q4 2014	YTD Q4 2013
Atlantic Salmon	(4,397)	12,224	(4,695)	(7,048)
Trout	2,351	1,774	(3,696)	1,615
TOTAL	(2,047)	13,998	(8,391)	(5,433)

The net effect of the fair value adjustment of the salmon biomass is reflected in two accounts:

- i) “Fair Value Adjustment to Biological Assets” for recording the estimated gain or loss for the period from valuing, as of the end of each month, the biomass of live and harvested fish that will be sold in the future. It can be positive or negative based on variations in the biomass included in the valuation and its market price. A loss of US\$ 2 million was recorded for the fair value adjustment of the live and harvested salmon biomass as of December 31, 2014, compared to a gain of US\$ 14 million as of the same date in 2013. This can be explained mainly by the drop in the Miami spot market price as of year-end 2014, which is used to value the species included in the valuation (Atlantic salmon weighing over 4.0 kg and trout weighing over 2.5 kg).
- ii) “Fair Value Adjustment to Harvest and Sales”, which records the realization of the estimated gain or loss for the live and harvested biomass, both for the current period as well as for prior periods for biomass sold in the current period. This account reverses the estimated gain or loss made in the current and prior periods and the actual result of the transaction is recorded in revenue and cost of sales. Thus, a loss of US\$ 8.4 million was recorded for the biomass sold for the year ended December 2014, in contrast to a loss of US\$ 5.4 million in December 2013 (arising from a positive fair value adjustment of the live and harvested biomass from prior periods at better prices and estimated costs).

The net effect of the fair value adjustment of the salmon biomass for the year ended December 31, 2014, is a negative US\$ 10.4 million, as opposed to the positive US\$ 8.6 million recorded for the same period in 2013.

Salmon Business Revenue:

December 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	97,575	25,353	19,831	12,420	43,395	7,118	0	205,691
Trout	996	320	427	9,041	314	801	195	12,093
OTHERS	32,188	0	0	3,174	0	25,363	0	60,725
TOTAL	130,759	25,673	20,258	24,634	43,709	33,281	195	278,510

December 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	97,242	14,905	17,554	9,554	33,907	2,640	429	176,231
Trout	1,169	65	0	13,690	1,315	1,099	167	17,506
OTHERS	28,011	0	0	3,655	0	26,398	0	58,064
TOTAL	126,423	14,969	17,554	26,899	35,222	30,138	596	251,801

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 raw material yield. 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 2014 and 2013, respectively. The remainder are sales of fresh whole salmon that have only undergone primary processing (bleeding and gutting). Fresh Atlantic salmon 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 year ended December 31, 2013 to the year ended December 31, 2014, the U.S. market as a percentage of total sales decreased from 50% to 47%. Europe and Eurasia increased from 5.9% to 9.2% while the Asian market excluding Japan expanded from 7% to 7.3% and Latin America excluding Chile grew from 14% to 16%. Japan decreased from 11% to 8.8%. The account "others" includes services and sales to third parties, and intercompany salmon sales to our offices in the U.S. and Japan.