



COMPAÑÍA PESQUERA CAMANCHACA S.A. AND
SUBSIDIARIES

Quarterly Earnings Report on the Consolidated Financial Statements
for the periods ended September 30, 2016 and 2015.

QUARTERLY EARNINGS REPORT

This document contains the Quarterly Earnings Report on the Consolidated Financial Statements of Compañía Pesquera Camanchaca S.A. as of September 30, 2016, compared to December 31, 2015, for the consolidated statement of financial position, and to September 30, 2015, for the statements of cash flows and income.

Business Areas

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

1. **Industrial Fishing:** Our industrial fishing operations are carried out in Chile's northern and south-central zones. Our catches are intended for human consumption (canned and frozen jack mackerel and langostino lobster) and for fishmeal and fish oil (anchovy and sardine).
2. **Salmon Farming:** This business is carried out through operations in southern Chile, specifically the 8th, 10th and 11th regions. These operations cover genetics and egg production; a freshwater hatchery; 75 sea water grow-out sites in 14 neighborhoods; two primary processing plants in the 10th Region and a value-added processing and freezing plant in the 8th Region.
3. **Other Seafood:** The Company farms mussels in Chiloé and abalones in the 3rd Region, both for human consumption. The Company discontinued scallop farming on December 16, 2015.

Summary

The Company posted a profit of US\$ 14.5 million for the third quarter of 2016 and US\$ 15.8 million for the first nine months of the year. This figure compares quite favorably to the loss of US\$ 12.7 million for the period ended September 2015. The result for the first nine months of 2016 is strongly influenced by the net positive fair value (FV) adjustment of the salmon biomass of US\$ 35.6 million, an increase of US\$ 52.9 million over September 2015, and a reflection of the year's improved prices. This result was also affected negatively by the extraordinary loss of US\$ 7.8 million (net amount after insurance claims on the biomass) because of harmful algae blooms (HAB) in the summer.

Total consolidated revenue increased by 13.9%, reaching US\$ 363 million for the first nine months of the year, with declines from the industrial fishing (-18.7%) and other seafood (-6.1%) divisions, but with a significant increase in the salmon farming division (33.7%), due to improved prices (+14.8%) and increased third-party salmon sales by the Camanchaca sales office in the USA, which accounted for close to 22% of total sales versus 7% in 2015.

The Company posted an EBITDA (before the FV adjustment on the salmon biomass) for the first nine months of the year of US\$ 16.5 million, down US\$ 7.1 million from the September 2015 figure of US\$ 23.6 million. This negative result, which excludes the FV adjustment, can be explained by a US\$ 8.4 million decrease in the gross margin from the industrial fishing division because of reduced catches in northern Chile.

As of September 2016, the salmon farming division posted a profit of US\$ 23.8 million explained by the improved prices beginning in the second quarter of this year that are applied to the units actually sold and those that will be sold soon. This price variation is reflected in the fair value adjustment of the biological assets to be harvested (FV) that, as indicated, was a positive US\$ 35.6 million versus a negative US\$ 17.2 million for the same period in 2015. This division also posted a loss of US\$ 7.8 million for the aforementioned HAB and a positive effect of US\$ 1.6 million for the balance of the compensation paid by the insurance company to cover the destruction of the Petrohué hatchery, caused by the eruption of the Calbuco volcano in April 2015, which was fully liquidated during this period.

As of September 2016, the industrial fishing division recorded a loss of US\$ 7.2 million, which compares unfavorably to a profit of US\$ 2.1 million for the same period in 2015. This loss can be explained entirely by reduced catches in northern Chile related to the El Niño phenomenon. In effect, this oceanographic phenomenon, which reached its most severe levels in more than 60 years during 2015-2016, reduced anchovy catches by 55% in the north and sardine by 20% in the south. However, the 11% increase in jack mackerel catches and the Company's

greater efficiency (fuel used per ton caught, down 43% this year) is still not completely reflected in the results as of September 30, 2016, since a large part of the jack mackerel was canned and 736 thousand boxes of this product are still in inventory as of September. The margin will be seen over the next 5 or 6 months as inventory is sold. At September prices, the potential margin contained in this inventory is US\$ 7 million.

The main factors explaining Camanchaca's results for the first nine months of the year include:

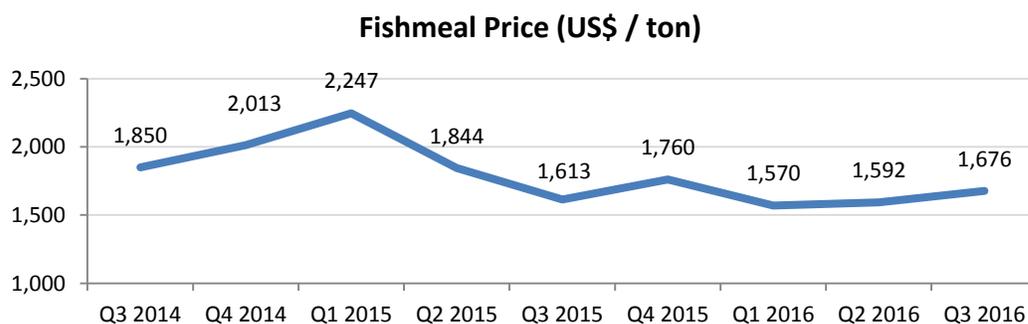
- a. Salmon prices, which rose 14.8% or US\$ 0.7 per kilo WFE with respect to 2015. This increase had a direct positive effect of US\$ 20 million on results. Prices began to slowly improve early in the year when it became clear that global supply was expected to fall in 2016, and they rose sharply after the HAB in the first quarter of the year. As a result, Camanchaca only benefited from these higher prices from April as contracts were updated. In comparing the third quarters each year, prices rose 41.5% in 2016. We believe that the price levels observed in late September should continue throughout the fourth quarter and beyond, as reflected in the fair value as of September 30, 2016.
- b. Salmon sanitary conditions and, therefore, costs were impacted by the SRS disease and by low oxygen levels in farm sites in the 10th Region that were harvested during the first half of 2016. We believe that this was possibly exacerbated by the El Niño phenomenon affecting southern Chile. Oceanographic conditions began to normalize in the third quarter. This situation increased mortality and ex-cage costs per kilo. The latter reached US\$ 3.48 per kilo, 50 cents above the figure for September 2015. However, this cost is less than the US\$ 3.60 per kilo recorded for the same period in 2014, which provides a more suitable comparison given the Atlantic salmon's two-year cycle and the timetables of the particular neighborhoods. These additional 50 cents in cost affected the approximately 32 thousand tons of whole fish equivalent sold, with a negative impact of US\$ 16 million. These costs of salmon harvested in farm sites that were closed in the third quarter were US\$ 3.09 per kilo, which is in line with those obtained in the third quarter of 2015, and were better than the same period in 2014. The impact of the HAB outbreak on ASC 2 (Reloncaví Sound) is not reflected in the ex-cage cost of fish harvested and sold during this period, but rather recorded in "Other gains (losses)".
- c. Varied catch levels in jack mackerel, sardines and anchovy.
 - i) Favorable conditions for jack mackerel fishing allowed the Company to catch practically all of its annual quota for the south central zone during the first nine months of the year, totaling 48 thousand tons, which is higher than the 44 thousand tons caught in the same period in 2015. This year the Company caught almost its entire annual quota during the first half of the year, which contributed efficiency that led to reductions in costs of finished products of between 17% (frozen) and 29% (canned).
 - ii) Sardine catch levels by the industrial fleet totaled 16 thousand tons, or 90% of the annual quota and 112% greater than September 2015. However, conditions for artisan fishing, which is purchased and processed by Camanchaca, were unfavorable in the 8th Region, resulting in a 45% decrease in catches. As a result, sardine processing fell 20% this year to 40 thousand tons. The Company associates these conditions in the 8th Region with El Niño.
 - iii) The El Niño phenomenon had a stronger effect on anchovy fishing in northern Chile, significantly reducing the availability of anchovies big enough to catch, which has led to a 55% decrease in anchovy catches compared to September 2015. The problem has been their size and depth, which would suggest that catches should recover once El Niño ends.

Total catches as of September were 26% below 2015 figures. Despite this, the Company closed the period with US\$ 170 million in liquid assets, consisting of cash and cash equivalents, inventory of finished products and salmon biomass soon to be harvested. This figure is 26% of total assets and 20% greater than the Company's target debt levels in its debt restructuring agreement (US\$ 140 million of "revolving" structured credit) signed in 2013 and maturing in 2019.

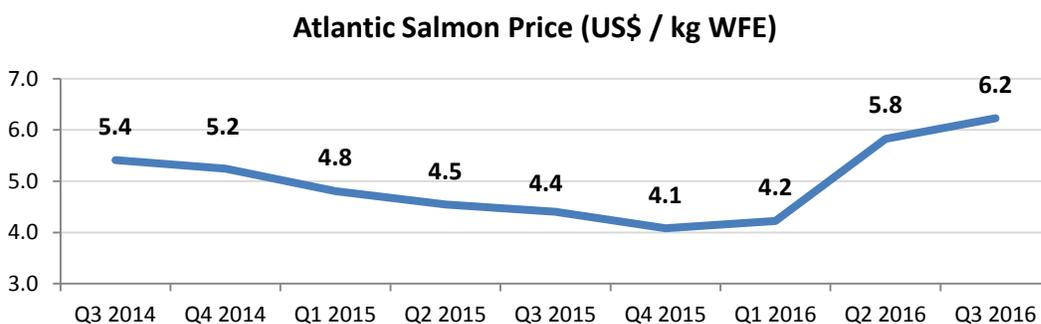
On November 25, 2016, Camanchaca and its subsidiaries will fully prepay the total debt of the subsidiary Camanchaca Pesca Sur, plus the principal payments owed by the rest of the companies that are due in November 2016. As a result, financial liabilities will be reduced by US\$ 15 million.

Key Business Drivers

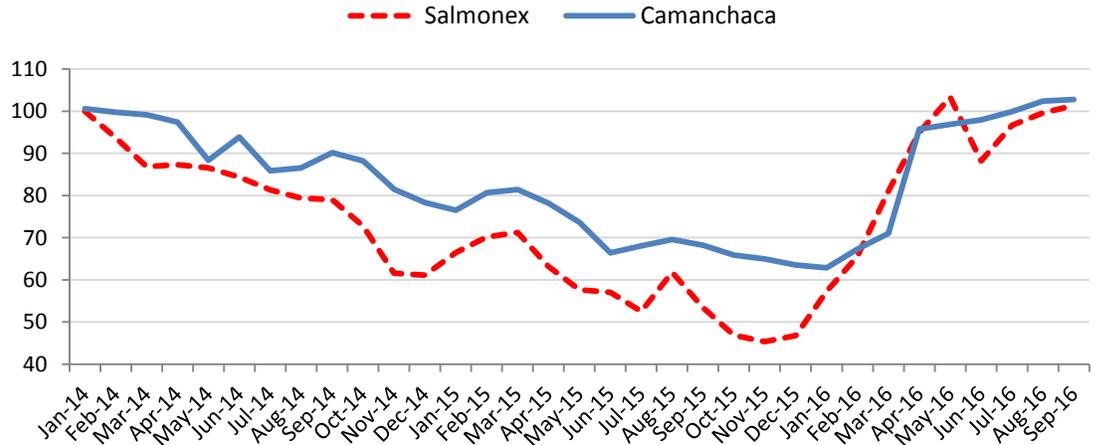
- Camanchaca's results are closely related to five key drivers:
 - i. The price of fishmeal, which is strongly correlated with Peru's catches;
 - ii. The price of Atlantic salmon, which is very sensitive to Norwegian and Chilean supply conditions, and the exchange rates of its main trading partners;
 - iii. The scale of industrial fishing catches, which impact unit costs;
 - iv. Fuel prices, which impact industrial fishing costs as well as fishmeal processing costs;
 - v. Sanitary conditions for Atlantic salmon, which affect unit costs.
- Recent Trends in Key Drivers:
 - i. **Fishmeal prices** peaked during the first quarter of 2015 as a result of the fall in Peruvian and Chilean catches caused by El Niño and then subsequently decreased as catches resumed and ocean temperatures returned to normal. Peruvian catches in the north central zone during the first season of the year reached only half of the allocated quota of 1.8 million tons, which drove prices up to US\$ 1,676 per ton in the third quarter of 2016 (+3.9% over the same quarter in 2015). On November 9, 2016, authorities set the quota for the second fishing season in Peru at 2 million tons, which is on the high end of the expected range, causing prices to fall. However, as of the date of this report, catches in Chile and Peru continue at very low levels.



- ii. **Atlantic salmon prices** rose sharply during the third quarter to US\$ 6.2 per kilo WFE, which is 41.5% higher than the same period in 2015. We believe that prices will remain high during the fourth quarter of this year given the fall in global, and specifically Chilean, supply. The rapid increase in the market price in March 2016 was not immediately captured in Camanchaca's raw materials, leaving Camanchaca's returns 86 cents below the Urner Barry index and 55 cents below the SalmonEx index in March. This delay arises as a result of the normal gap between sales and weekly market prices in a volatile market. The situation returned to normal by June and Camanchaca's returns for the period ended in September were above these indices (16 cents over the Urner Barry index and 6 cents over the SalmonEx index).



**Raw Material Yield (US\$ / kg WFE) Camanchaca vs Market
Salmonex January 2014 = Base 100**



The Raw Material Yield is the final product price less distribution and specific secondary processing costs. It is a measurement of price before selecting the final destination for harvested fish and provides a homogeneous aggregate indicator for 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 Yield.

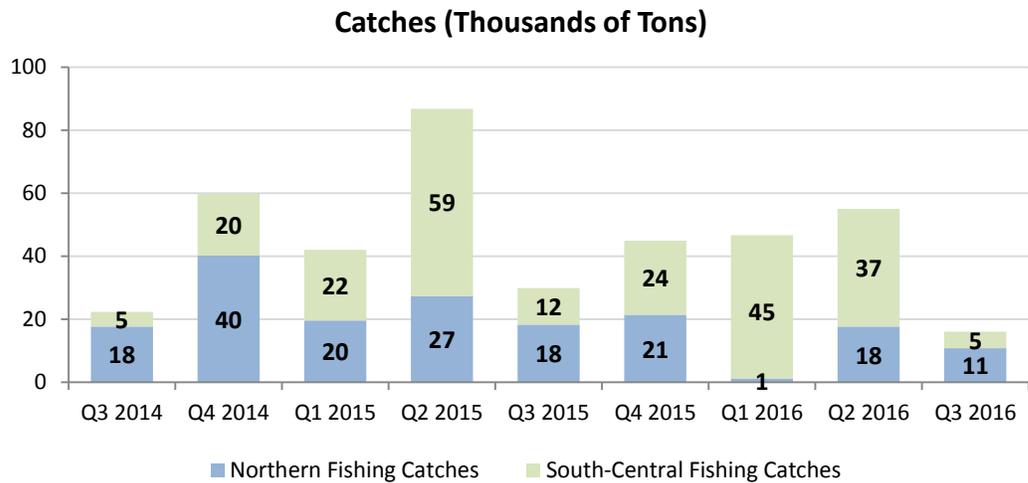
iii. **Pelagic fishing catches.** As of September anchovy catches in the north reached 30 thousand tons, 55% lower than for the same period in 2015, explained by the El Niño phenomenon, which reduced the availability of fish big enough to catch.

Fishing conditions for jack mackerel have been excellent in the south-central zone, totaling 48 thousand tons in contrast to 44 thousand from the prior year, which represents almost the entire available annual quota. However, the currently weak traditional markets for frozen jack mackerel have meant that these catches have mostly been canned. Camanchaca was not the only producer affected by this situation, which drove the prices of canned product down by 6.5% during the third quarter.

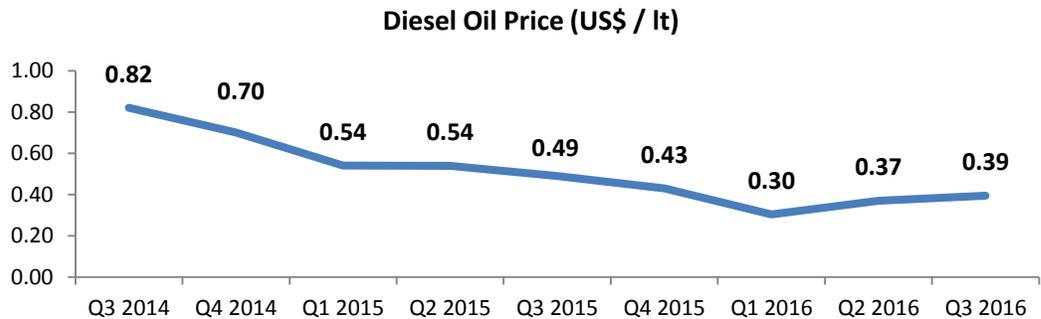
In the south-central zone, the sardine biomass conditions for industrial fishing were better than in the first nine months of 2015, with 16 thousand tons caught by September 2016 in contrast to 8 thousand tons for the same period in 2015. This situation was not repeated for artisan fishing, which takes place closer to the coast. It was very low in the 8th Region, where the majority of the annual quota is caught. In September 2016, third-party sardine catches were 23 thousand tons, a fall of 45% compared to the same period in 2015.

Due to weather conditions and spawning bans, third quarter catches are normally the smallest of the year. Jack mackerel catches occur mainly during the first half of the year since the species begins to migrate out of Chilean waters in July and returns once again towards the end of the year.

These natural conditions have important implications on the results of the industrial fishing division since fixed operating costs for these fisheries cannot be allocated to any production and are therefore directly expensed. This effect on the industrial fishing division's results for this quarter reached US\$ 5 million.

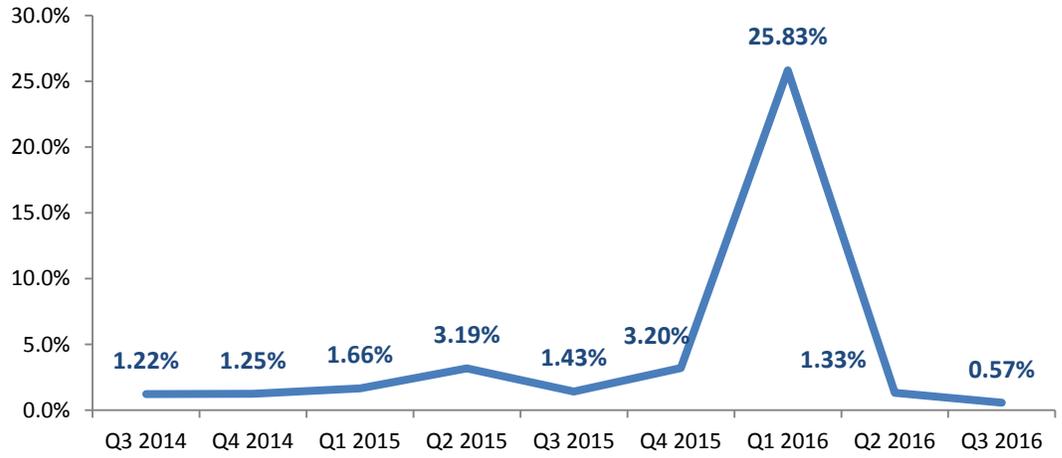


iv. The **price of diesel** purchased by Camanchaca has been falling significantly since the fourth quarter of 2014, bottoming out in the first quarter of 2016 at 30 cents per liter. In the third quarter the price climbed to 39 cents per liter, which was 20% lower than in the same quarter for 2015. Consequently, cost savings of US\$ 2 million had been achieved by the end of September, which particularly benefited industrial fishing costs. The benefits of this price reduction would have been higher if there had been better catches in the north.



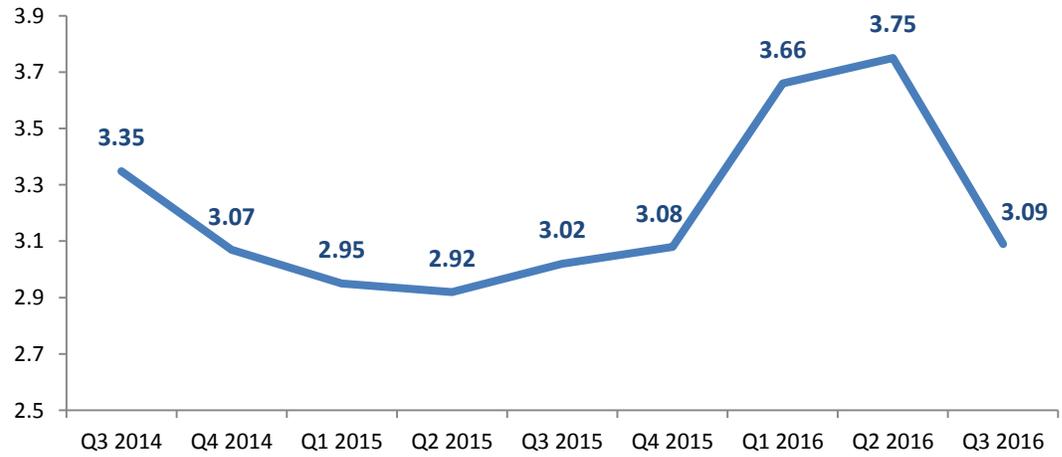
v. **Sanitary conditions for salmon farming** were unfavorable in late 2015 due to low oxygen levels and SRS outbreaks, especially around the Comau Fjord, which heightened during February and March this year, due to the HAB that we have already described. Therefore, mortality at operational sites reached 25.8% in the first quarter, putting pressure on ex-cage costs, which reached US\$ 3.7 per kilo. During the next few months, these conditions returned to normal, reaching mortality of 0.57% and ex-cage costs at closed cycle sites of US\$ 3.09 per kilo for the third quarter, which is similar to the same period in 2015. Costs for the third quarter of 2016 were lower than the US\$ 3.35 recorded for the third quarter of 2014 (both even years, which provides a more suitable comparison given the Atlantic salmon's two-year cycle and compares the same neighborhoods). The costs mentioned for the third quarter of 2016 do not include the catastrophic mortality due to HAB, which was accounted for separately in the results for this period.

Atlantic Salmon Mortality (%)



*Total quarterly mortality including both closed and open sites.

Salar - Liveweight ex-cage cost (US\$ / kg)



Highlights and Financial Results for Camanchaca S.A.

- Aggregate catches for the industrial fishing division fell 26% with a very sharp drop in anchovy catches in the north. The reduced artisan catches for sardine, offset by greater industrial catches of jack mackerel and sardine, explain the 5.8% drop in catches for the south-central zone. Divisional revenue was US\$ 84.1 million for the first nine months of 2016, a fall of 18.7% compared to the same period in 2015. EBITDA was US\$ 3.6 million compared to US\$ 12.7 million in 2015, representing a decrease of US\$ 9 million explained entirely by reduced catches in the north. The results went from a profit of US\$ 2.1 million to a loss of US\$ 7.2 million in 2016, but with a special net positive effect in 2015 of US\$ 5 million from insurance compensation received for the Iquique plant assets damaged by the earthquake (claim recorded in 2014). Additional Information:
 - i. In line with the poor catches in the northern zone, the Company produced 6,902 tons of fishmeal, down 57% from the first nine months of 2015, and had marginal fish oil production affected by yields falling to almost zero (0.5% in 2016 vs 1.4% in 2015) due to warmer seas.
 - ii. Sardine catches fell by 20.3%, totaling 39,741 tons, while the production of fishmeal and fish oil in the south fell by 9.4% and 21.0%, respectively. Here, the Company produced 14,133 tons of fishmeal and 3,574 tons of fish oil. Similarly, the seas were also warmer in the south and fish oil yields fell to 5.4% from the 6.1% recorded in the same period for 2015.
 - iii. Fishmeal sales fell 8% to 23,750 tons while fish oil sales rose 0.6% to 3,727 tons, thanks to sales of a portion of the inventory held as of year-end 2015. Fishmeal prices fell 10% to US\$ 1,611 per ton as of September 2016, while fish oil prices dropped 6.9% to US\$ 1,788 per ton.
 - iv. Good oceanographic conditions for jack mackerel fishing enabled 48,274 tons to be caught, including 5 thousand tons of bycatch (mackerel), which is 10.8% more than the first nine months of 2015. This had a big impact on the cost of canned products, which will be reflected in margins as these units are sold. Due to a combination of fish not suitable for freezing and weaknesses in the main frozen fish market (Nigeria), production of frozen jack mackerel fell while production of canned product increased. During the first nine months of 2016, 1.4 million boxes of canned fish were produced (53.8% more than the same period in 2015) and 709 thousand boxes were sold (-13.1%) at an average price of US\$ 24.5 per box (-5.1%), leaving an inventory of 736 thousand boxes at the end of September.
 - v. The langostino lobster business accounts for just above 5% of the Company's annual revenue and more than 15% of the industrial fishing division's revenue. Its season started on March 19, 2016, and the Company produced 556 tons as of September, equivalent to 90% of estimated production for the year, down 12% from the previous year, due to lower catch quotas.
 - vi. The results of the Company's fishing operations for the first nine months of 2016 were:
 - The northern industrial fishing division had a loss of US\$ 10.5 million, compared to a profit of US\$ 3.9 million for the same period last year, due to lower catches in 2016 caused by several stoppages as a result of bans and/or undersized fish, which left over US\$ 13 million in expenses that could not be added to inventories. The results for January-September 2015 were improved by an extraordinary profit of US\$ 6.3 million associated with the final settlement of the insurance claim associated with the earthquake in April 2014 that affected Iquique. Excluding this extraordinary effect, the decrease in profit for the nine-month period was US\$ 8 million.
 - The southern industrial fishing division
 - Our subsidiary Camanchaca Pesca Sur recorded a profit of US\$ 6.6 million, compared to a profit of US\$ 1.5 million for the first nine months of 2015. These results are attributable to the improved jack mackerel season, which reduced product costs and at the same time prevented stoppages where fixed costs must be directly expensed. Furthermore, there was an extraordinary loss of US\$ 1.2 million in 2015 associated with the sale of a high-seas fishing vessel. Excluding this extraordinary effect, the improvement totaled US\$ 3.9 million.
 - Our 70% interest in this subsidiary gave us US\$ 4.6 million of its result. This was combined with other fishing businesses in the southern division not included in Camanchaca Pesca Sur of US\$ -1.3 million, leaving a divisional result of US\$ 3.3 million.

- The **salmon farming** division posted sales of its own products of 29 thousand tons WFE for the nine-month periods ended September 2015 and 2016, with no variation. There was an increase in sales of third-party salmon products by our foreign offices, totaling US\$ 86.2 million, which is more than twice the figure from September 2015. The Company posted total revenue of US\$ 257 million, up 34% from the same period in 2015. A profit of US\$ 23.8 million was achieved, compared to a loss of US\$ 13 million in September 2015. This favorable difference of US\$ 36.8 million is explained this year by a positive fair value effect of US\$ 35.6 million (US\$ 52.9 million greater than 2015), caused by a rapid and substantial increase in the price of salmon. Additional Information:
 - i. Sales volumes held steady around 29 thousand tons WFE, due to sales of 2015 inventory, since production fell 16.6% to 24,561 tons WFE, in line with harvests of 24,785 tons WFE (-10.6%).
 - ii. The strategy of maximizing returns on underused assets by providing services to third parties generated net operating income of US\$ 2.7 million for the first nine months of the 2016, down 49% from the same period in 2015. This drop is explained by decreased activity (hatchery closed last year because of the volcanic eruption). Furthermore, Salmones Camanchaca has a one-third interest in a trout business that generated a profit of US\$ 0.7 million. As of September, Camanchaca had 10 concessions under lease that were, therefore, operational.
 - iii. The fair value adjustment produced a gain of US\$ 35.6 million as of September 2016, which compares favorably to the loss of US\$ 17.2 million as of September 2015. This improvement is explained by the sharp rise in salmon prices on the Miami spot market (a key component of the fair value calculation) the month following the September close.
 - iv. EBITDA before fair value for salmon farming as of September 2016 was US\$ 12.4 million, which compares favorably with the US\$ 10.8 million for the first nine months of 2015, explained by an improvement in salmon prices of 70 cents for the first nine months of the year (+15%) and 183 cents during the third quarter (+41%).
 - v. Reconstruction at the Petrohué hatchery began in October 2015. The stages scheduled to be completed this year were commissioned in June 2016. The insurance compensation was UF 383 thousand paid in three installments (approximately US\$ 15 million), and the final one was received on May 30, 2016.

- In the **other seafood** business, revenue fell 6% to US\$ 21.2 million for the period ended September 30, 2016. This division recorded a loss of US\$ 0.75 million, which is negative but still an improvement over the loss of US\$ 1.7 million for the same period in 2015. Additional Information:
 - i. The subsidiary **Camanchaca Cultivos Sur (mussels)** has also been affected by abnormal oceanographic phenomena, with a shortage of food in the sea and consequential low mussel growth and yields, all of which has increased costs. Production fell 23% to 5,976 tons as of September 2016. Revenue totaled US\$ 17.7 million. This division's results, which are very sensitive to scales of production, generated a positive EBITDA of US\$ 1 million and a slightly positive final result. Revenue fell less than production figures (-4.9%), due to the sale of 2015 inventories. These sea conditions definitely affected the whole industry. Sales and prices fell 15.1% and 5.6%, respectively, affecting EBITDA and results, which decreased by US\$ 1.9 million and US\$ 1.1 million, respectively. Prices fell mainly because of lower calibers due to smaller animals.
 - ii. The **scallop** business posted significant improvements in production during the first nine months of the year, falling from US\$ 23.3 per kilo in 2015 to US\$ 19.9 per kilo in 2016, with improvements in caliber (6.9 units per kilo vs 7.7 in 2015) and better plant yields (92.5% vs 79.3% en 2015). Prices have risen 26% over the prior year to US\$ 18.4 per kilo and the trend seems upward with the most recent contracts signed at prices over US\$ 20 per kilo. As of September sales had increased 38% compared to the same period in 2015, totaling 169 tons thanks to new markets on the west coast of the United States. Inventories were reduced to 4 months of production, much lower than the situation a year earlier. Thus, this area improved its results by US\$ 2.1 million this year and achieved an almost neutral result in the third quarter.

- On a consolidated level, administrative expenses as a percentage of revenue fell from 5.4% to 4.9%, while distribution costs fell from 6% to 4.7%. Administrative and distribution expenses in aggregate fell from 11.4% to 9.6% of revenue (applied to 2016 revenue, this percentage difference is US\$ 6.6 million).
- Other gains and losses included a net loss of US\$ 5.7 million as of September 2016, associated with the combined effect of two incidents covered by insurance. The Company has estimated a loss (net of deductibles) of US\$ 7.8 million related to the HAB outbreak as of September 2016. Simultaneously there was a gain of US\$ 1.6 million for the remaining balance of insurance compensation from the eruption of the Calbuco volcano, which has now been fully liquidated.
- Prices for all of Camanchaca's products as a whole increased 5.6% for the first nine months of 2016 with respect to 2015, with a positive effect on revenue and margins of approximately US\$ 13 million related mainly to the salmon farming business.
- The Company's inventory of finished products valued at cost as of September 30, 2016, totaled US\$ 57 million with surpluses concentrated in canned products and frozen jack mackerel, which contain an unrealized margin at September 2016 prices of close to US\$ 3 million.

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

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

STATEMENT OF INCOME	YTD Q3 2016				YTD Q3 2015			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	84,068	257,361	21,207	362,635	103,395	192,428	22,577	318,400
Cost of sales	(75,815)	(237,950)	(17,213)	(330,978)	(86,707)	(174,251)	(17,901)	(278,859)
Gross margin before fair value adjustments	8,253	19,410	3,994	31,657	16,688	18,177	4,676	39,541
Fair value adjustment to biological assets		50,204		50,204		(21,681)		(21,681)
Fair value adjustment to harvest and sales		(14,575)		(14,575)		4,446		4,446
Gross margin	8,253	55,040	3,994	67,287	16,688	942	4,676	22,306
OTHER INCOME AND EXPENSES								
Administrative expenses	(7,697)	(7,555)	(2,516)	(17,768)	(7,245)	(6,921)	(2,930)	(17,096)
Distribution costs	(6,910)	(7,893)	(2,139)	(16,943)	(7,338)	(8,803)	(3,014)	(19,154)
Finance costs	(1,523)	(2,612)	(400)	(4,535)	(1,702)	(3,098)	(474)	(5,275)
Share of profit (loss) of associates	0	1,205	0	1,205	27	1,126	0	1,154
Exchange differences	943	(887)	46	101	(2,317)	(20)	76	(2,261)
Other income (losses)	143	(5,854)	22	(5,688)	4,938	(523)	(26)	4,390
Finance income	0	43	0	43	173	155	0	328
Other income and expenses, net	(15,045)	(23,554)	(4,987)	(43,585)	(13,464)	(18,084)	(6,367)	(37,916)
Profit (loss) before taxes	(6,792)	31,486	(993)	23,701	3,224	(17,142)	(1,692)	(15,610)
Income taxes	1,575	(7,722)	248	(5,900)	(693)	4,085	(26)	3,366
Profit (loss) from continuing operations	(5,217)	23,764	(745)	17,801	2,531	(13,057)	(1,718)	(12,243)
Profit (loss) from discontinued operations	0	0	0	0	0	0	0	0
Profit (loss) for the period	(5,217)	23,764	(745)	17,801	2,531	(13,057)	(1,718)	(12,243)
Non-controlling interest	(1,985)	0	0	(1,985)	(444)	0	0	(444)
Profit (loss) for the period attributable to owners of the parent	(7,202)	23,764	(745)	15,816	2,087	(13,057)	(1,718)	(12,687)
EBITDA	3,627	12,369	492	16,488	12,653	10,805	162	23,621
EBITDA after fair value adjustments	3,627	47,998	492	52,117	12,653	(6,430)	162	6,386

Third Quarter (ThUS\$):

STATEMENT OF INCOME	Q3 2016				Q3 2015			
	FISHING	SALMON	OTHER SEAFOOD	TOTAL	FISHING	SALMON	OTHER SEAFOOD	TOTAL
Revenue	28,568	87,733	7,236	123,537	43,009	59,062	7,704	109,775
Cost of sales	(29,259)	(71,428)	(5,898)	(106,585)	(34,895)	(56,604)	(6,475)	(97,975)
Gross margin before fair value adjustments	(691)	16,305	1,338	16,952	8,114	2,457	1,229	11,801
Fair value adjustment to biological assets		29,588		29,588		(20,526)		(20,526)
Fair value adjustment to harvest and sales		(14,903)		(14,903)		4,534		4,534
Gross margin	(691)	30,991	1,338	31,638	8,114	(13,534)	1,229	(4,191)
OTHER INCOME AND EXPENSES								
Administrative expenses	(2,530)	(2,511)	(768)	(5,809)	(2,161)	(2,141)	(851)	(5,153)
Distribution costs	(2,617)	(2,181)	(758)	(5,557)	(3,000)	(2,686)	(1,233)	(6,920)
Finance costs	(495)	(862)	(130)	(1,487)	(442)	(839)	(129)	(1,410)
Share of profit (loss) of associates	0	539	0	539	66	145	0	211
Exchange differences	8	(212)	74	(130)	(1,438)	(15)	117	(1,336)
Other income (losses)	93	4	14	110	(28)	(540)	(2)	(571)
Finance income	0	19	0	19	0	0	0	0
Other income and expenses, net	(5,541)	(5,205)	(1,568)	(12,315)	(7,004)	(6,076)	(2,098)	(15,179)
Profit (loss) before taxes	(6,232)	25,785	(230)	19,323	1,110	(19,611)	(869)	(19,370)
Income taxes	1,339	(6,470)	19	(5,112)	(208)	4,590	(118)	4,263
Profit (loss) from continuing operations	(4,893)	19,316	(212)	14,211	902	(15,021)	(988)	(15,107)
Profit (loss) from discontinued operations	0	0	0	0	0	0	0	0
Profit (loss) for the period	(4,893)	19,316	(212)	14,211	902	(15,021)	(988)	(15,107)
Non-controlling interest	249	0	0	249	(667)	0	0	(667)
Profit (loss) for the period attributable to owners of the parent	(4,644)	19,316	(212)	14,460	234	(15,021)	(988)	(15,774)
EBITDA	(2,482)	14,445	197	12,161	6,396	359	(382)	6,373
EBITDA after fair value adjustments	(2,482)	29,130	197	26,846	6,396	(15,633)	(382)	(9,619)

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 Q3 2016	YTD Q3 2015	Change	Change %
Northern Zone		29,625	65,274	-35,649	-54.6%
Own	tons	28,985	55,965	-26,980	-48.2%
Third Party	tons	640	9,309	-8,669	-93.1%
South-Central Zone		88,015	93,447	-5,432	-5.8%
Own	tons	64,628	51,267	13,361	26.1%
Third Party	tons	23,387	42,180	-18,793	-44.6%
Total	tons	117,640	158,721	-41,081	-25.9%

		Fishing Catches			
		Q3 2016	Q3 2015	Change	Change %
		10,798	18,305	-7,506	-41.0%
		10,794	17,177	-6,382	-37.2%
		4	1,128	-1,124	-99.6%
		5,234	11,616	-6,382	-54.9%
		3,285	9,839	-6,554	-66.6%
		1,949	1,777	172	9.7%
		16,032	29,921	-13,888	-46.4%

		Production			
		YTD Q3 2016	YTD Q3 2015	Change	Change %
Fishmeal	tons	21,035	31,697	-10,662	-33.6%
Fish Oil	tons	3,727	5,455	-1,728	-31.7%
Canned Fish	boxes	1,400,378	910,393	489,985	53.8%
Langostino Lobster	kg.	556,081	631,390	-75,309	-11.9%
Frozen Jack Mackerel	tons	3,816	7,883	-4,067	-51.6%

		Production			
		Q3 2016	Q3 2015	Change	Change %
		3,550	6,085	-2,535	-41.7%
		161	287	-126	-44.0%
		90,435	210,585	-120,150	-57.1%
		199,814	220,189	-20,375	-9.3%
		129	1,369	-1,240	-90.6%

		Sales			
		YTD Q3 2016	YTD Q3 2015	Change	Change %
Fishmeal	tons	23,750	25,803	-2,053	-8.0%
Fish Oil	tons	4,349	4,325	24	0.6%
Canned Fish	boxes	708,591	815,596	-107,005	-13.1%
Langostino Lobster*	kg.	567,790	604,663	-36,873	-6.1%
Frozen Jack Mackerel	tons	3,905	6,379	-2,474	-38.8%

		Sales			
		Q3 2016	Q3 2015	Change	Change %
		6,870	10,576	-3,706	-35.0%
		1,172	2,434	-1,262	-51.8%
		275,070	370,116	-95,046	-25.7%
		311,402	290,425	20,977	7.2%
		2,292	3,293	-1,001	-30.4%

* Consider shipments made from Chile

		Salmon Harvest			
		YTD Q3 2016	YTD Q3 2015	Change	Change %
Trout	tons WFE	0	0	0	-
Atlantic Salmon	tons WFE	24,785	27,713	-2,928	-10.6%

		Salmon Harvest			
		Q3 2016	Q3 2015	Change	Change %
		0	0	0	-
		8,971	11,237	-2,266	-20.2%

		Production			
		YTD Q3 2016	YTD Q3 2015	Change	Change %
Trout	tons WFE	0	0	0	-
Atlantic Salmon	tons WFE	24,561	29,463	-4,902	-16.6%

		Production			
		Q3 2016	Q3 2015	Change	Change %
		0	0	0	-
		8,996	10,973	-1,977	-18.0%

		Sales			
		YTD Q3 2016	YTD Q3 2015	Change	Change %
Trout	tons WFE	0	197	-197	-100.0%
Atlantic Salmon	tons WFE	29,386	29,115	271	0.9%

		Sales			
		Q3 2016	Q3 2015	Change	Change %
		0	2	-2	-100.0%
		9,016	9,867	-852	-8.6%

		Other Seafood Production			
		YTD Q3 2016	YTD Q3 2015	Change	Change %
Scallops	tons	0	79	-79	-100.0%
Abalone	tons	149	136	14	10.2%
Canned Abalone	boxes	0	1,351	-1,351	-100.0%
Mussels	tons	5,976	7,793	-1,816	-23.3%

		Other Seafood Production			
		Q3 2016	Q3 2015	Change	Change %
		0	1	-1	-100.0%
		58	25	33	130.5%
		0	1,223	-1,223	-100.0%
		1,689	1,139	549	48.2%

		Sales			
		YTD Q3 2016	YTD Q3 2015	Change	Change %
Scallops	tons	0	134	-134	-100.0%
Abalone	tons	169	123	47	37.9%
Canned Abalone	boxes	686	840	-154	-18.3%
Mussels	tons	5,722	6,742	-1,021	-15.1%

		Sales			
		Q3 2016	Q3 2015	Change	Change %
		0	1	-1	-100.0%
		40	57	-17	-30.1%
		0	0	0	-
		2,102	2,119	-18	-0.8%

Average Sales Prices

		Average Sales Price of Products				Average Sales Price of Products			
		YTD Q3 2016	YTD Q3 2015	Change	Change %	Q3 2016	Q3 2015	Change	Change %
Fishmeal	US\$ x ton	1,611	1,789	-178	-9.9%	1,676	1,613	63	3.9%
Fish Oil	US\$ x ton	1,788	1,921	-133	-6.9%	1,782	2,013	-231	-11.5%
Canned Fish	US\$ x box	24.5	25.8	-1.3	-5.1%	24.3	25.9	-1.7	-6.5%
Langostino Lobster	US\$ x kg	22.0	22.0	0.0	-0.1%	22.1	22.2	-0.2	-0.8%
Frozen Jack Mackerel	US\$ x ton	951	1,281	-330.8	-25.8%	1,029	1,321	-292.2	-22.1%
Trout	US\$ x kg	-	2.4	-	-	-	3.2	-	-
Atlantic Salmon	US\$ x kg	5.3	4.6	0.7	14.8%	6.2	4.4	1.8	41.5%
Scallops	US\$ x kg	-	12.4	-	-	-	8.4	-	-
Abalone	US\$ x kg	18.4	14.6	3.8	26.0%	19.2	15.7	3.5	22.6%
Canned Abalone	US\$ x box	383.4	272.8	110.6	40.5%	-	-	-	-
Mussels	US\$ x kg	2.6	2.8	-0.15	-5.6%	2.6	2.7	-0.14	-5.0%

Change in Revenue due to Price Effect*

		Change in Revenue due to Price Effect				Change in Revenue due to Price Effect			
		YTD Q3 2016	YTD Q3 2015	Change	Change %	Q3 2016	Q3 2015	Change	Change %
Fishmeal	ThUS\$	38,271	42,497	-4,226	-9.9%	11,515	11,081	433	3.9%
Fish Oil	ThUS\$	7,776	8,353	-577	-6.9%	2,089	2,360	-271	-11.5%
Canned Fish	ThUS\$	17,347	18,273	-926	-5.1%	6,672	7,137	-466	-6.5%
Langostino Lobster	ThUS\$	12,499	12,511	-12	-0.1%	6,871	6,924	-53	-0.8%
Frozen Jack Mackerel	ThUS\$	3,712	5,003	-1,292	-25.8%	2,359	3,028	-670	-22.1%
Trout	ThUS\$	0	-	-	-	0	-	-	-
Atlantic Salmon	ThUS\$	155,201	135,158	20,043	14.8%	56,181	39,712	16,469	41.5%
Scallops	ThUS\$	0	-	-	-	0	-	-	-
Abalone	ThUS\$	3,111	2,470	641	26.0%	765	624	141	22.6%
Canned Abalone	ThUS\$	263	187	76	40.5%	0	-	-	-
Mussels	ThUS\$	14,897	15,777	-880	-5.6%	5,433	5,721	-288	-5.0%
Total	ThUS\$	253,077	240,229	12,848	5.3%	91,884	76,588	15,296	20.0%

* With constant volume 2016

Change in Fuel Expenses due to Price Effect*

		Change in Fuel Expenditures due to Price Effect				Change in Fuel Expenditures due to Price Effect			
		YTD Q3 2016	YTD Q3 2015	Change	Change %	Q3 2016	Q3 2015	Change	Change %
Diesel Oil	ThUS\$	3,017	4,528	-1,511	-33.4%	631	791	-160	-20.2%
Bunker Oil	ThUS\$	1,504	2,366	-862	-36.4%	258	338	-80	-23.7%
Total	ThUS\$	4,521	6,894	-2,373	-34.4%	889	1,129	-240	-21.3%

* With constant volume 2016

2. Statement of Financial Position

	Sept 2016 ThUS\$	Dec 2015 ThUS\$	Difference ThUS\$	Change
ASSETS				
Current assets	243,373	252,053	-8,680	-3.4%
Property, plant and equipment	226,996	235,457	-8,461	-3.6%
Other non-current assets	128,745	117,188	11,557	9.9%
Total Assets	599,114	604,698	-5,584	-0.9%
LIABILITIES				
Current liabilities	79,518	94,364	-14,846	-15.7%
Non-current liabilities	190,737	199,900	-9,163	-4.6%
Total Liabilities	270,255	294,264	-24,009	-8.2%
Net equity attributable to owners of the parent				
	270,337	253,942	16,395	6.5%
Non-controlling interest	58,522	56,492	2,030	3.6%
Total Equity	328,859	310,434	18,425	5.9%
Total Liabilities and Equity	599,114	604,698	-5,584	-0.9%

3. FINANCIAL ANALYSIS

A. Consolidated Analysis:

This section compares the Company's key financial indicators based on its consolidated financial statements for the periods ended September 30, 2016 and December 31, 2015.

	Period	
	Sep 2016	Dec 2015
Liquidity Indicators		
1) Current Liquidity	3.06	2.67
2) Acid Ratio	1.40	1.03
3) Working Capital (US\$ million)	163.9	157.7
Debt Indicators		
4) Net Debt Ratio	0.70	0.92
5) Current Liabilities / Total Liabilities	0.29	0.32
6) Non-Current Liabilities / Total Liabilities	0.71	0.68
Profitability Indicators		
	(9 months)	(12 months)
7) Return on Equity	4.81%	-2.79%
8) Return on Assets	5.28%	7.27%

Notes:

- 1) Current Liquidity: Current Assets / Current Liabilities
- 2) Acid Ratio: Current Assets net of Inventory and Biological Assets / Current Liabilities
- 3) Working Capital: Current Assets - Current Liabilities
- 4) Net Debt Ratio: Total Liabilities + Available Cash / Total Equity
- 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 Farming Division:

	Period	
	Sep-16	Sep-15
a) Atlantic Salmon Harvests / Site	3,331	3,311
b) Atlantic Salmon Farming Density (kg/m3)	7.8	7.4
c) Atlantic Salmon Group Survival Rate (sea water)	84.7%	91.0%

EBIT / kg WFE:

(gross margin before fair value adjustment - administrative expenses - distribution costs) / kg WFE sold

d) Total Weighted Average for Salmon and Trout Businesses	0.13	0.08
• Salmon Business	0.13	0.08
• Trout Business	N/A	-0.08

Notes:

- a Harvests for the period, expressed in ex-cage tons / number of sites used, expressed in ex-cage tons per site.
- b Average farming density, expressed in kilos per cubic meter (for sites harvested during the corresponding period).
- c Survival rate, expressed as groups of harvested fish from the smolt transfer. A harvest group is fish of a similar origin and strain.
- d 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.

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

	Fair Value Adjustment to Biological Assets		Fair Value Adjustment to Harvest and Sales	
	YTD Q3 2016	YTD Q3 2015	YTD Q3 2016	YTD Q3 2015
Atlantic Salmon	50,204	(21,681)	(14,575)	4,794
Trout	0	0	0	(348)
TOTAL	50,204	(21,681)	(14,575)	4,446

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

- i) "Fair Value Adjustment to Biological Assets" records the estimated gain or loss as of the period end from valuing the biomass of live and harvested fish that will be sold in future periods. It can be positive or negative based on variations in the biomass included in the valuation and its market price. A gain of US\$ 50 million was recorded for the fair value adjustment of the live and harvested biomass as of September 30, 2016, compared to a loss of US\$ 22 million as of the same date in 2015. This can be explained mainly by increases in Miami spot market prices.
- ii) "Fair Value Adjustment to Harvest and Sales" records the realized gain or loss on the live biomass, and the biomass harvested in current and prior periods, that was sold in the current period. This account reverses the estimated gain or loss for the current and prior periods and the actual result of the transaction is recorded in revenue and cost of sales. The net effect of the biomass sold as of September 2016 was a loss of US\$ 15 million, as compared to a gain of US\$ 4.4 million in September 2015.

The net effect of the fair value adjustment for the salmon biomass for the period ended September 30, 2016, is a positive US\$ 35.6 million, as opposed to the negative US\$ 17.2 million recorded for the same period in 2015.

Salmon Farming Revenue:

September 2016

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	63,352	30,474	13,871	10,668	33,788	2,921	126	155,201
Trout	0	0	0	0	0	0	0	0
OTHERS	86,244	0	0	5,672	0	10,243	0	102,159
TOTAL	149,597	30,474	13,871	16,340	33,788	13,164	126	257,361

September 2015

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	68,667	20,658	10,887	4,645	26,916	2,139	0	133,911
Trout	257	0	0	30	139	43	0	468
OTHERS	36,716	0	0	1,800	0	19,533	0	58,049
TOTAL	105,640	20,658	10,887	6,474	27,054	21,715	0	192,428

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 and Mexico. Through its subsidiary Salmenes Camanchaca, the Company has owned a stake in "New World Currents" since November 2013, which is 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 83.7% and 85.3% of sales as of September 2016 and September 2015, 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; fresh or frozen whole Atlantic salmon in Asia (excluding Japan); frozen Atlantic salmon fillets in Japan; whole fresh Atlantic salmon in Brazil and frozen Atlantic salmon fillets in the rest of Latin America.

The U.S. market as a percentage of total sales increased from 54.9% as of September 2015 to 58.1% as of September 2016. Europe and Eurasia increased from 10.7% to 11.8%. Asia excluding Japan fell from 5.7% to 5.4% and Japan increased from 3.4% to 6.3%. Latin America excluding Chile fell from 14.1% to 13.1%. The account "others" includes services and sales to third parties, and intercompany salmon sales to our offices in the U.S. and Japan.