

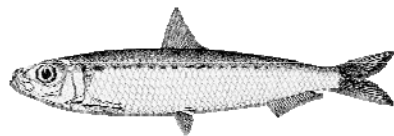
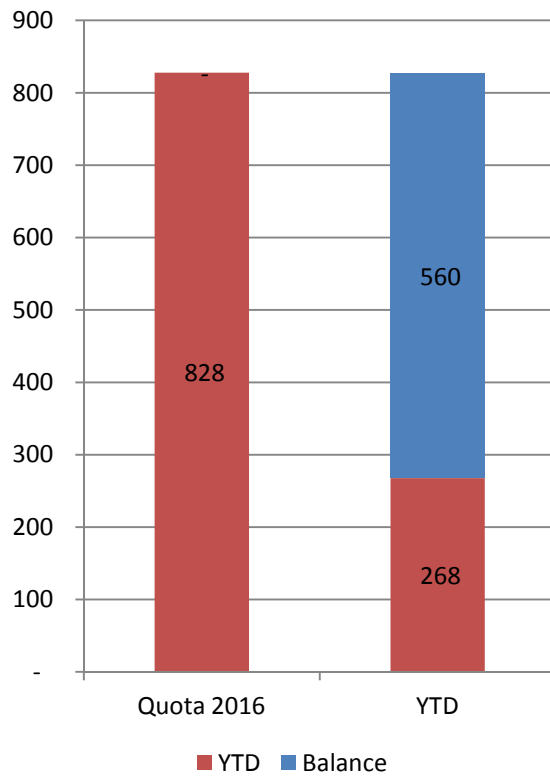
China Fishmeal & Fish Oil Annual Conference 2016



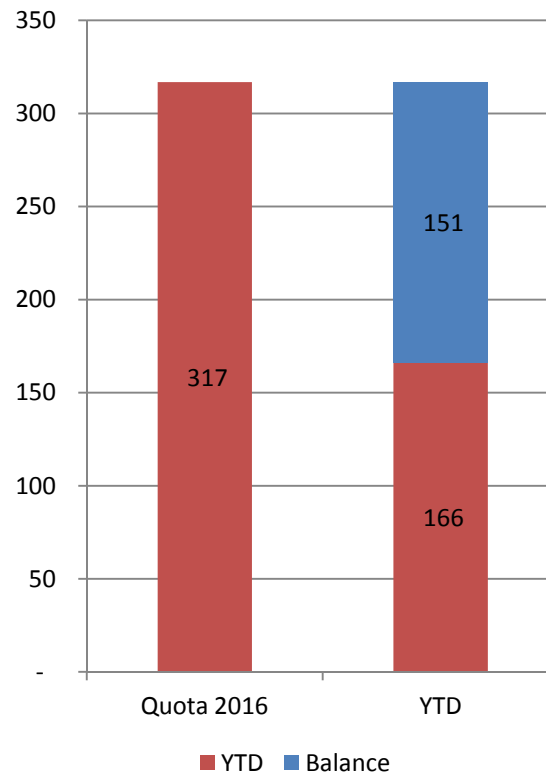
PELAGIC QUOTAS vs LANDINGS BY SPECIE (Th Tons) – year 2016



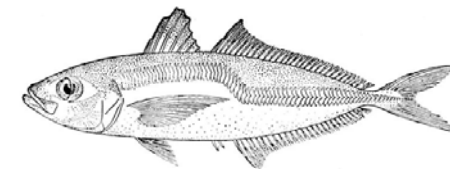
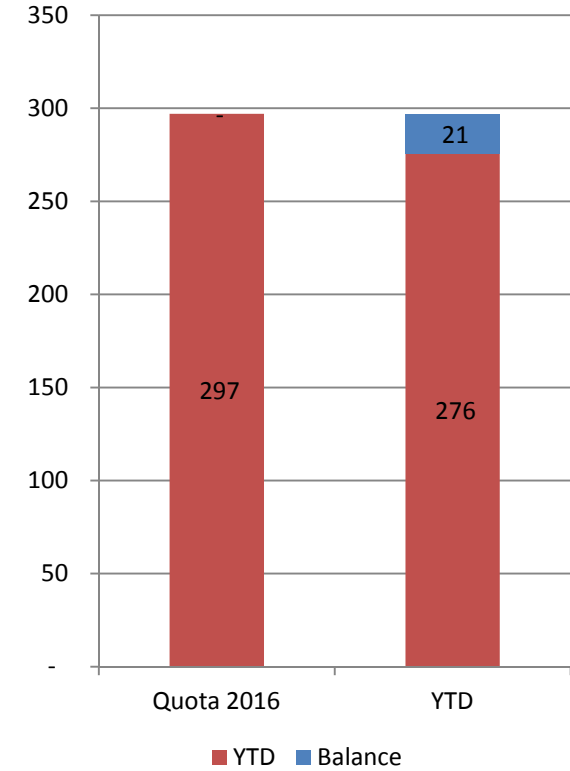
IN CHILE



ANCHOVY



SARDINE



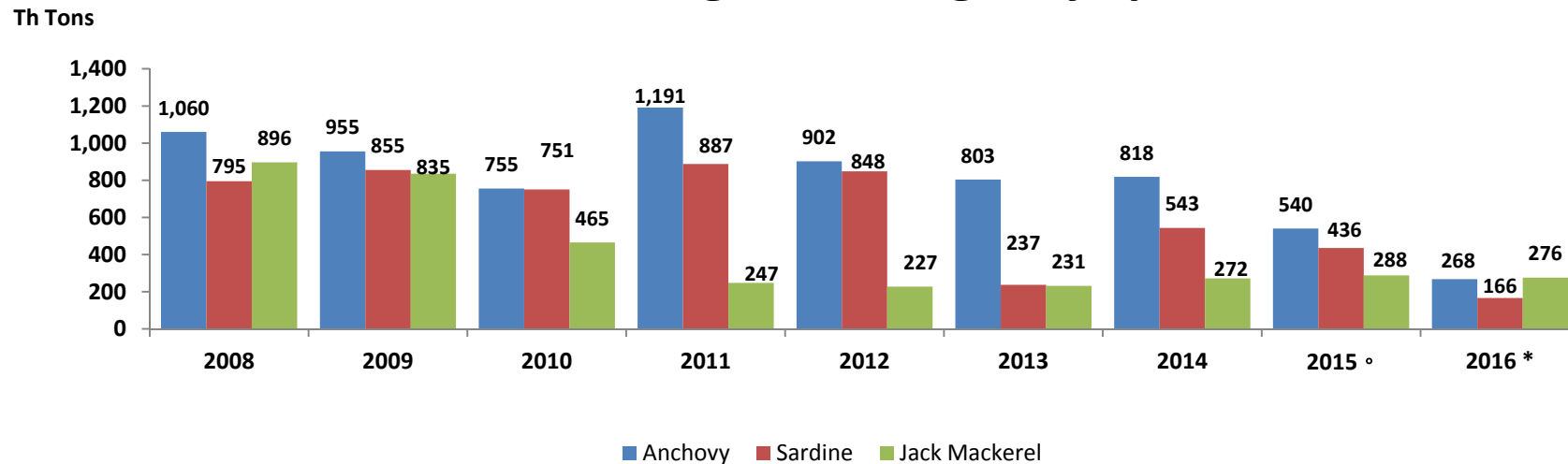
H. MACKEREL

CHILEAN PELAGIC LANDINGS (Th Tons)

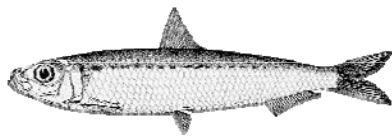


IN CHILE

Chilean Pelagic Landings, by specie



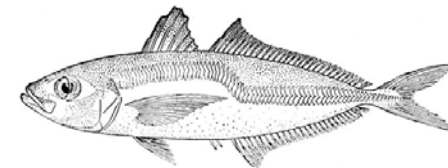
UPDATED BY JULY 2016



ANCHOVY



SARDINE



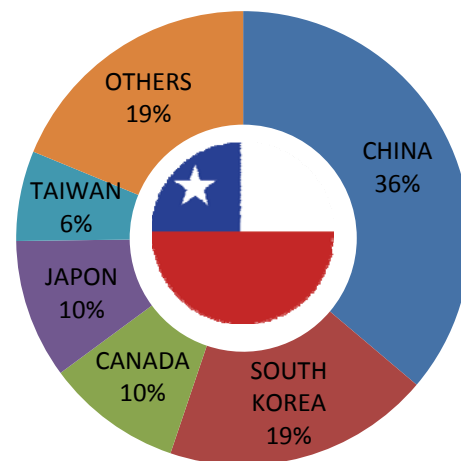
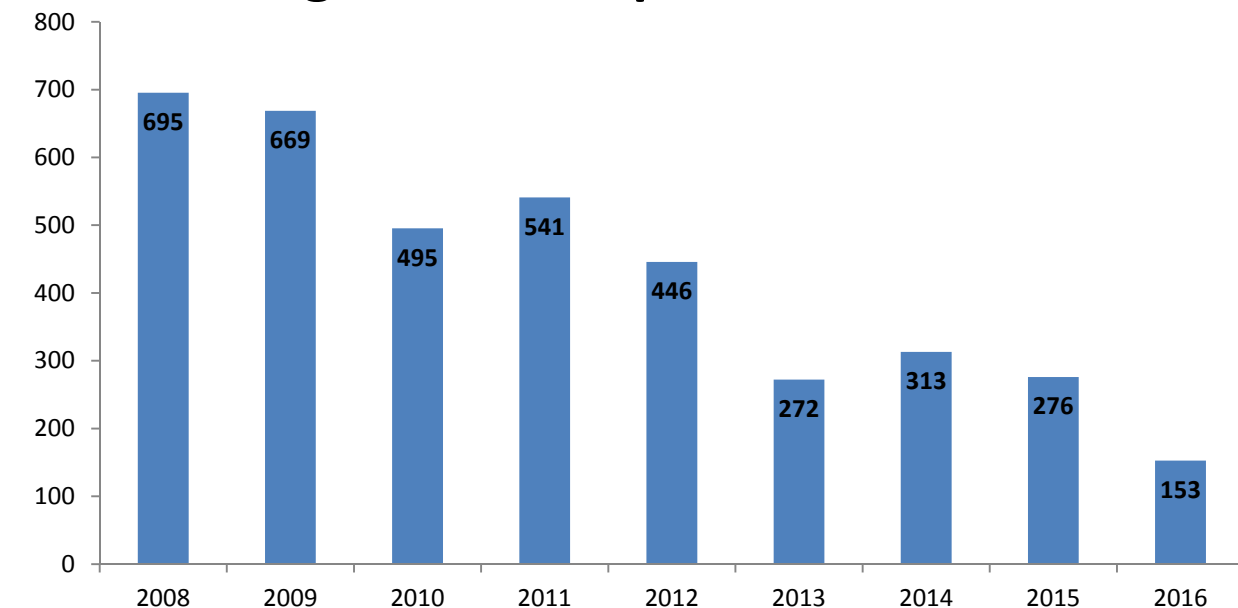
H. MACKEREL

PELAGIC FISHMEAL

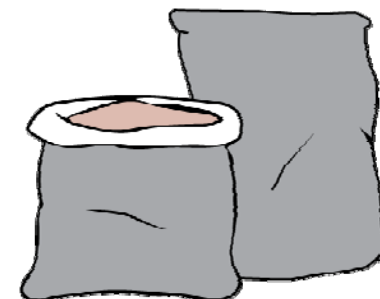
PRODUCTION & MARKETS FROM CHILE



In TH Tons Pelagic fishmeal production in Chile



TOTAL EXPORTS – MILL US\$ 167,459
TOTAL VOLUME – 99,853 TONS
UPDATED BY AUGUST 2016



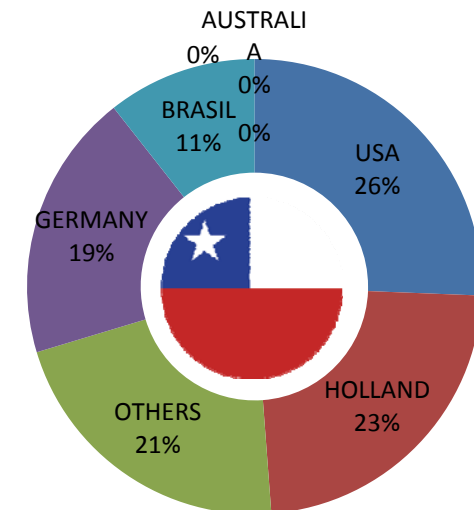
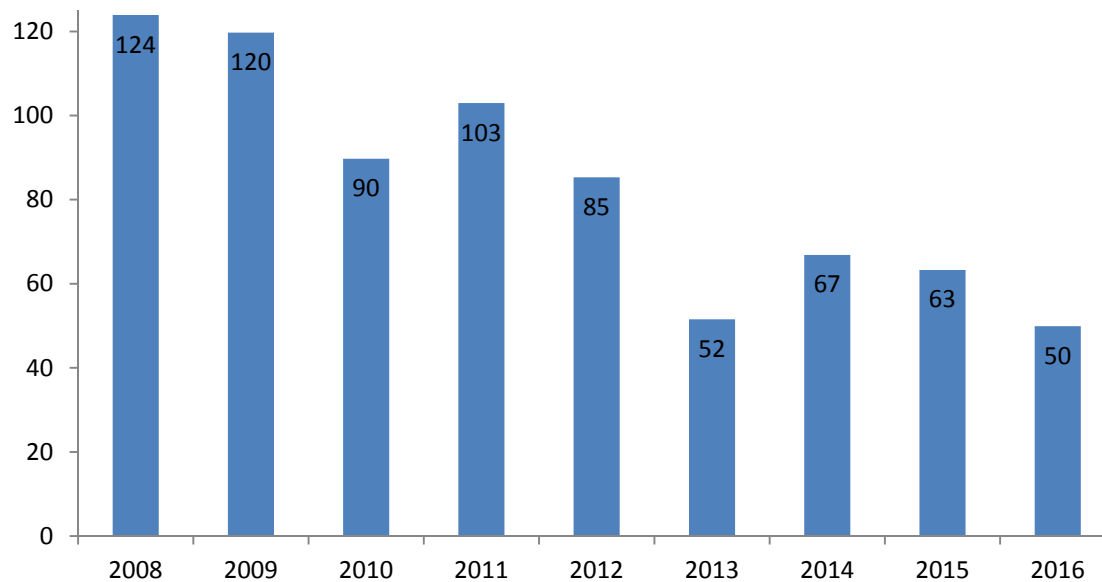
PELAGIC FISH OIL

PRODUCTION & MARKETS FROM CHILE



Pelagic fish oil production in Chile

In Th Tons



TOTAL EXPORTS – MILL US\$ 33,608
TOTAL VOLUME – 8,211 TONS
UPDATED BY AUGUST 2016

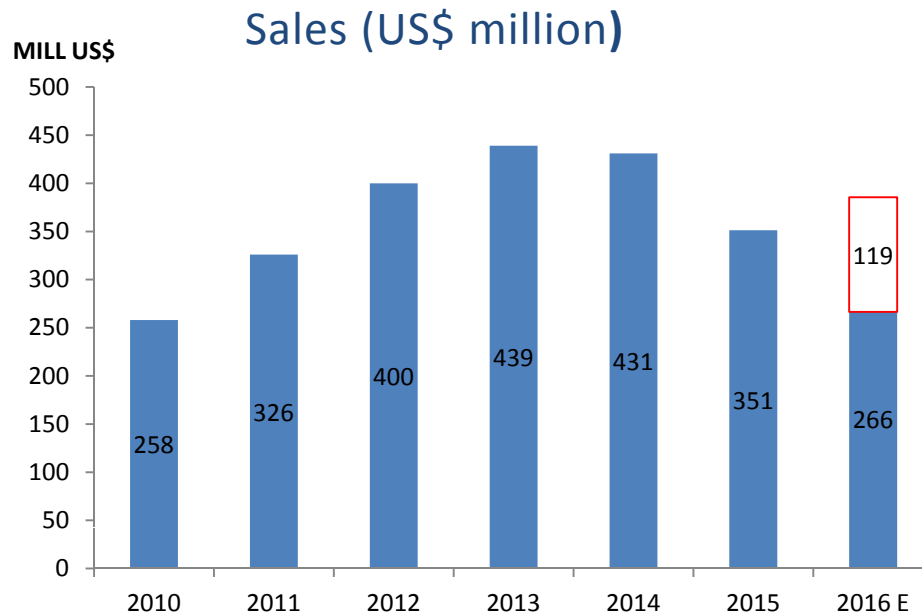




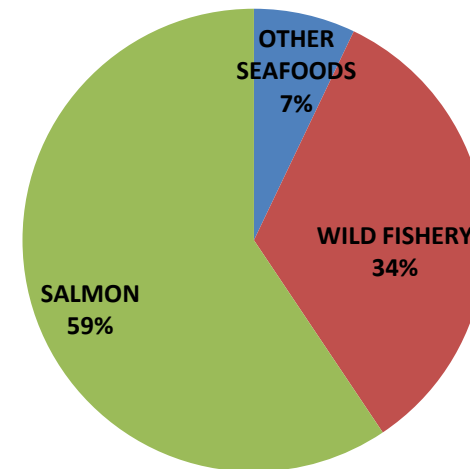
ABOUT CAMANCHACA



- One of the world's leading fishing and seafood companies.
- 2016 Sales: US\$ 266 million (by August 2016); forecasted annual sales US\$ 385 million.



2016 Sales by product Family
(US\$ million) – by August 2016



OUR HISTORY



1963 On May 10th the Company begins operations in the port of Iquique

1965 Operations commence with the catching and processing of langostino lobster (Tomé)

1980 Focuses on the catching and processing of seafood and other ocean products

1987 Aquaculture concessions acquired
Camanchaca enters into Salmon farming business

1990 Scallop farming begins in Caldera

1993 Fishing operations begin in northern Chile

2001 First recirculated well-water hatchery for salmon in Chile
Abalone farming joins the product mix

2003 Cultivos Marinos del Pacífico acquired
Camanchaca enters into the Mussel farming business

2004 Beginning of Atlantic salmon breeding program in Fiordo Blanco salmon farm

2010 The Company successfully placed 31.5% of its shares, raising a total of US\$ 205 million, and becomes a publicly traded corporation.

2011 Merger with Pesquera Bío Bío.
Atlantic salmon harvesting re-starts (after a halt of two years due to the ISA outbreak)

2012 First salmon producer to earn three stars for the Global Aquaculture Alliance's (GAA) Best Aquaculture Practices (BAP) certification.

2013 The Global Salmon Initiative launched in 2013 with Camanchaca as a member.

2014 Camanchaca formed a partnership (**New World Currents**) with three other Chilean companies to import salmon into China, on the ranking by MERCO (Business Monitor of Corporate Reputation)

OUR HISTORY

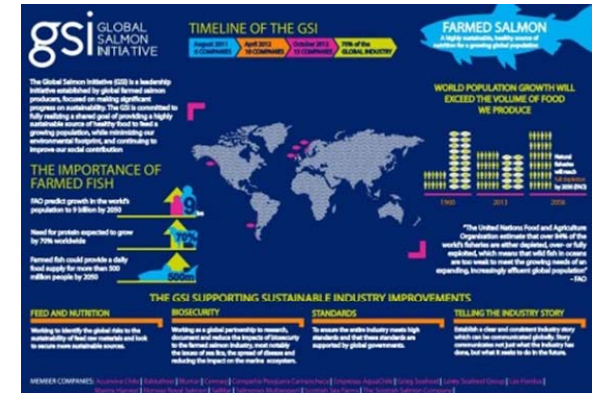


2015 BEST AQUACULTURE PRACTICES (BAP)
Camanchaca's salmon have earned three-star BAP certification for the subsidiary's seawater farm sites, its processing plant in Tomé and the supply of its salmon feed.

2016 Re-opening of the fresh-water facility at Petrohue – salmon division.

Ranked Best Chilean company and Fourth Worldwide at the Seafood Intelligence Ranking for the Sustainability Reporting.

ASC Certification for the Porcelana Farm site – salmon division





Facilities and fleet

FACILITIES AND FLEET



Fishing in Northern Chile

- Fleet of 15 fishing vessels, with a total loading capacity of 6,000 m³ IQUIQUE
- Modern plant in port of Iquique, with a daily fish processing capacity of 2,500 tons

Plant certified for producing fish oil for human consumption – Omega 3

Mainly species anchovy and jack mackerel as by catch

Fishmeal: With its high protein content, high level of digestibility, and the presence of essential amino acids, used as an ingredient in animal feed, primarily in aquaculture.

- **Fish oil for human consumption:** It is used principally for nutritional and pharmacological purposes due to its high omega 3 content (EPA, DHA and DPA). This product is sold primarily in Europe and North America



FACILITIES AND FLEET



Fishing in South-Central Chile

Fleet of 8 offshore purse-seine fishing vessels with a total hold capacity 10,000 m³

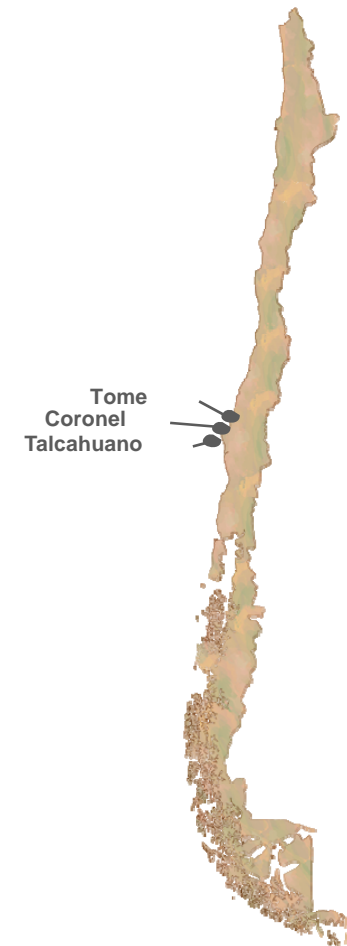
3 boats for crustacean fishing with a loading capacity of 400 m³.

Cannery in Coronel, with a daily production capacity of 25,000 boxes – Jack Mackerel.

In Talcahuano, Camanchaca has a plant that processes **Frozen Jack Mackerel** for human consumption – app 4,000 – 5,000 tons during 2016, due to quota.

Fishmeal and fish oil plant in Coronel and Talcahuano (2 plants), with a daily processing capacity of 2,200 tons of raw material.

Species caught are Sardine and Jack Mackerel
Langostino lobster processing plant in Tomé



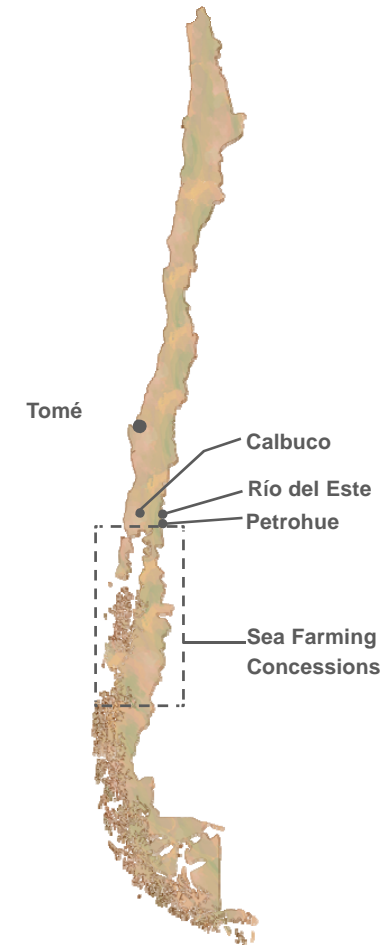
Salmon and trout farming

Río del Este hatchery: broodstocks in their last stage before spawning

Hatchery in Petrohué, with an annual capacity of 15 million smolts. The largest facility of its kind in the world

Salmon processing

Primary and secondary processing plants in Calbuco and Tomé



FACILITIES AND FLEET



Abalones

- Aquaculture concessions: 105.79 hectares in Bahía Inglesa and Bahía Ramada
- Calderilla and Tres Quebradas farming sites, with an annual production capacity of 330 tons
- Caldera processing plant, with a daily capacity of 1,500 kg of frozen product and 2,500 kg of canned product



FACILITIES AND FLEET



Mussels

- Aquatic concessions: 860 hectares in 3 areas with its own facilities with a total production of around 25,000 tons per year
- Rauco processing plant, with more than 5,000 m² and strategically located in relation to our farm sites



Camanchaca worldwide

Distribution network



Camanchaca's sales team includes offices and representatives in different parts of the world, which allows the Company to serve and develop different markets more directly and effectively.

With representation agencies in Mexico and Europe and sales offices in Santiago, Miami, Tokyo, and recently in China as a result of the "New World Currents" partnership, the Company has positioned itself on international markets as a reliable supplier of premium marine products. Throughout its history, Camanchaca has built long-term business relationships with important retail, food service and distribution customers around the world.

On international markets, Camanchaca sells frozen and high value-added products under the Camanchaca Gourmet and Pier 33 brands, which mainly target end consumers.

CAMANCHACA PRODUCTS



Salmon



Mussels



Langostino Lobster



Abalone



Jack Mackerel

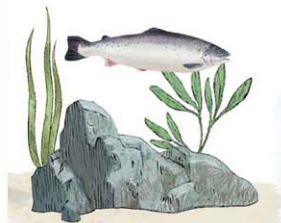


Fish Oil and Fishmeal



FISH OIL

Feeding the World from the Ocean



FOR ANIMAL CONSUMPTION

WHY TO CONSUME THIS PRODUCT?

The fish fat and especially the Omega 3 long chains are a must for the diets in aquaculture and most animal feed.

HOW TO BUY THIS PRODUCT?

	Mackerel	Sardine
FFA (%)	< 3.0	< 3.0
Moisture (%)	< 0.5	< 0.5
Impurities (%)	< 0.5	< 0.5
EPA / DHA (%)	25 min.	25 min.
Iodine Value (hanus)	170 - 190	185 -195
Peroxide Value (meq/kg)	< 5	< 5
Gardner Colour	8 -14	10 -14

• Treated with BHT

• Packaging

Flexi tanks : 21 mt in 20'FCL
 Totes : 0.9 mt
 Drums : 195 kg



FOR HUMAN CONSUMPTION

WHY TO CONSUME THIS PRODUCT?

It's very rich in Omega 3 fatty acids and specially EPA & DHA wich are essential nutrients to overall good health because the human body cannot produce it on its own.

The EPA & DHA help to decrease directly heart diseases and brain disorders respectively.

HOW TO BUY THIS PRODUCT?

	Anchovy
FFA (%)	< 3.0
Moisture (%)	< 0.5
Impurities (%)	< 0.5
EPA / DHA (%)	30 min.
Iodine Value (hanus)	185 - 195
Peroxide Value (meq/kg)	< 5
Gardner Colour	16 -18

• Packaging

Flexi tanks : 21 mt in 20'FCL
 Bulk vessel

[more products](#)



WHY TO CONSUME THIS PRODUCT?

The fishmeal give to the fish/poultry/pig/pet feed a concentrate of high quality protein with high proportion of essential aminoacids with good digestibility and fat rich of omega 3 (DHA and EPA).

It's a source of minerals such asphosphorus and vitamins such as complex B, vitamin B12, A and D.

HOW TO BUY THIS PRODUCT?

	Super Prime	Prime	Taiwan	Standar
	SP	P	TW	ST
Moisture, %	max. 10	10	10	10
Protein, % (Nx6,25)	min. 68	67	67	65
Fat, % (Eter extract, Soxhelt)	max. 10	10	10	12
Ash, %	max. 16	16	16	
Salt and sand, %	max. 4	4	4	5
Sand alone, %	max. 1	1	1	2
FFA, % (Free Fatty Acid)	max. 10	10		
TVN, mg N/100gr	120	120	120	
Histamine, ppm	500	1000		

• Packaging

Termolaminated bags : 50 kg
 Jumbo bags : 1.2 / 1.5 mt
 Bulks : 22 mt per '20 FCL



[more products](#)

WHY CAMANCHACA

IT IS WITHIN THE TOP 10 WORLD BIGGEST FISHMEAL PRODUCERS.

It is in the fishmeal business since 1982.

It has an excellent track record of quality and service.

It is one of the top 5 world biggest exporters of Fishmeal to China.

It has plants in the North, South of Chile and Ecuador giving a steady supplying of product to the customers.

Global presence with Commercial offices in Chile, USA, Europe and Japan.

It is constantly improving to ali the new requirements such as GM P + B2, 1509001:2008, IFFO RS, etc.



FISHMEAL

Feeding the World from the Ocean



Sustainability and
quality commitment

SUSTAINABILITY AND QUALITY COMMITMENT



Clean Camanchaca

Minimize processes impact on the environment

- Solid and liquid waste: monitored, treated, and disinfected prior to final disposal
- Recycling: 100% of the paper and cardboard, 80% of polyethylene
- Salmon smolt production: recirculating hatchery instead of the traditional open system
- Salmon and trout: organic waste is sold for reuse
- Abalone farming: treated seawater
- Mussels: fishing nets reused after cleaning and adjustment
- Monitoring of nocuous algae

SUSTAINABILITY AND QUALITY COMMITMENT



Friendly Camanchaca

Deepen the Company's and its employees' relationships with the communities where we operate

- Activities with educational institutions
- Support of sporting activities
- Support of social institutions

Good Neighbor Award
AQUASUR
2 0 1 4

SUSTAINABILITY AND QUALITY COMMITMENT



Quality Commitment

Company Awards

- Among the 100 most reputable Chilean companies and number one in the fishing and aquaculture category (MERCO 2014)
- Camanchaca and Pier 33 Gourmet: selected within the best 25 seafood brands in the world (Seafood Executive)



SUSTAINABILITY AND QUALITY COMMITMENT



Certifications

- Allow products to be exported to the entire world while guaranteeing quality and environment protection
- **FISHING** in Northern Chile: GMP, ISO 9001, ISO 14001, IFFO RS, HACCP
- **FISHING** in South-Central: ISO 9001, IFFO RS, HACCP
- **MUSSELS** processing plant: BRC 6.0 type A, HACCP

• SALMON:

- First producer in the world to receive 3 stars BAP certification, for its farming sites, processing plant, and feeding provider (GAA 2012).
- Salmon ISO 9001, ISO 14001, OHSAS 18001, ASC Certification at salmon farm sites.

• ABALONES: HACCP

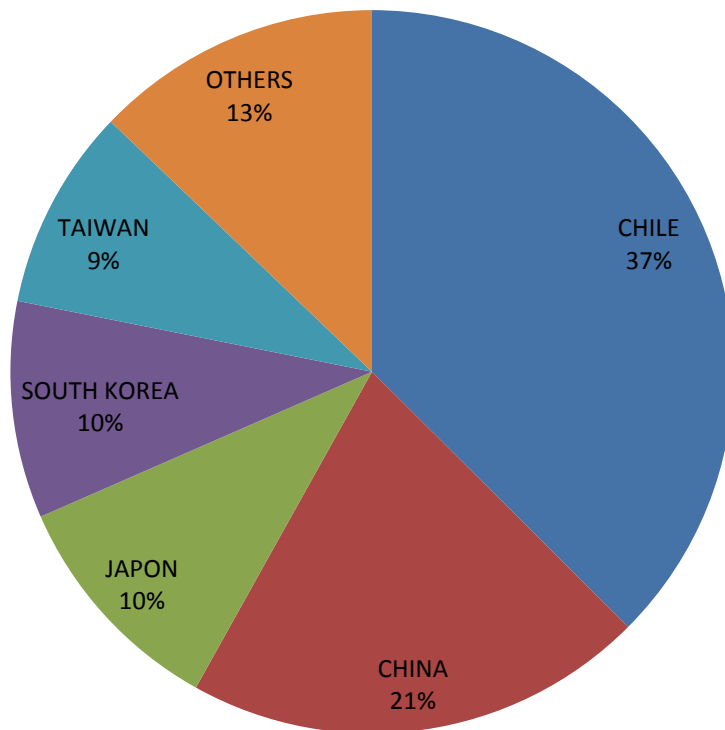
All these certifications enable our products to be exported around the world by guaranteeing quality, environmental protection, and worker health and safety.



CAMANCHACA DOMESTIC VS EXPORT FISHMEAL SALES - 2016



Camanchaca



TOTAL SALES - **MILL US\$ 38,461**
TOTAL VOLUME – **23,886 TONS**
UPDATED BY AUGUST 2016

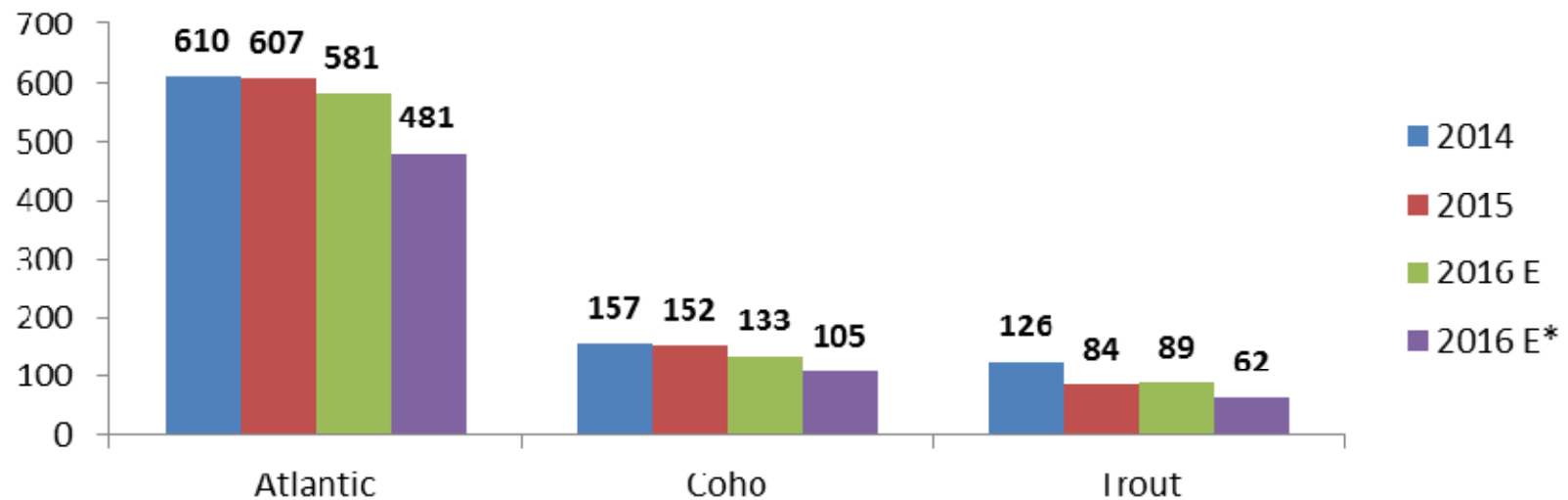


DOMESTIC SALMON AND TROUT INDUSTRY HARVEST



Chilean Salmon Harvest

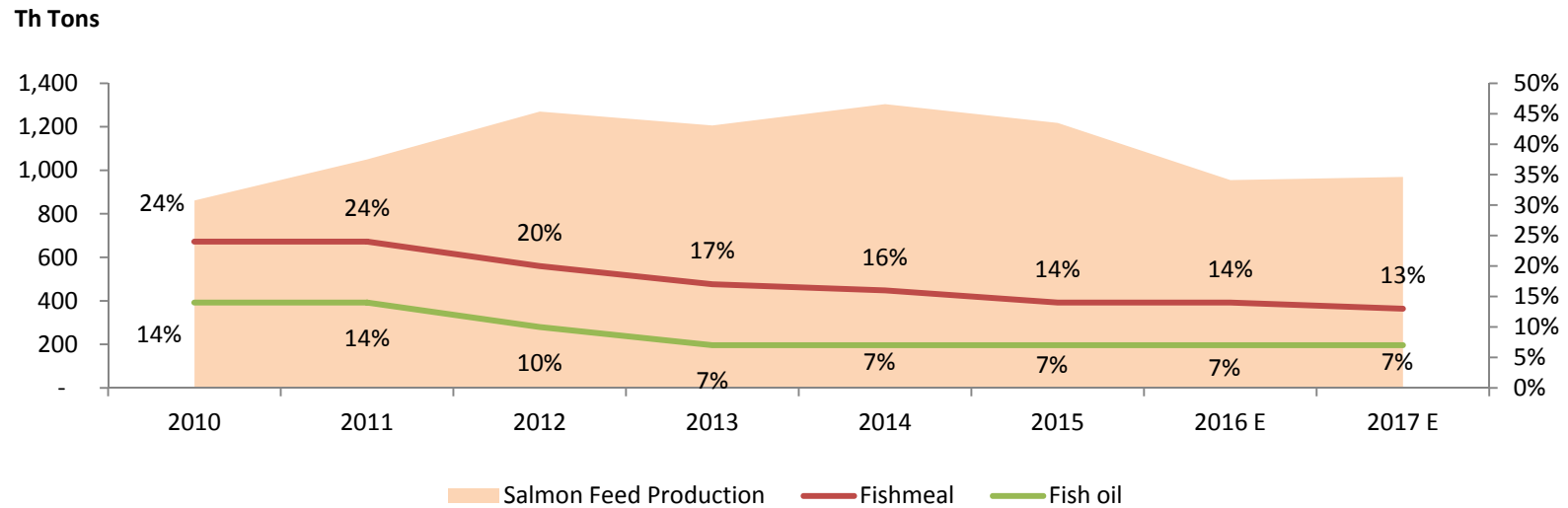
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USAGE OF FISHMEAL AND FISH OIL IN SALMON FEED



Salmon Feed Production, Fishmeal and Fish oil inclusion



Years	Salmon feed tonnage	Domestic FM usage	Domestic Foil usage	FM+Foil
año 2014	1.304.000	142.910	91.280	234.190
año 2015	1.218.000	118.160	85.260	203.420
año 2016 E	955.000	93.909	66.850	160.759
año 2017 E	970.000	140.650	67.900	208.550



Camanchaca

Feeding the World from the Ocean

JOANNA BENITES GRANCELLO

Guangzhou, China 2016