

Multiexport Foods | 2018, current situation and outlook





| Agenda

I. Highlights

II. Financial & Operational Indicators 2018

III. Outlook

Highlights

- Total harvest of 82 Th. WFE Tons; 72 Th. Atlantic Salmon tons and 10 Th. of Coho Salmon
- First Atlantic Salmon exporter and third Chilean exporter for all species
- Operational result of Q4 explained by good production performance and low production costs compared to the previous quarters
- X Region harvest, with ex-farm cost under USD 2.9 in Q4
- Good performance of Coho Season 2018-2019
- XII Region stocking progress according to plan (1.8 million Smolts in 2018)
- MOU agreement to build and operate a processing plant in Punta Arenas -XII Region- (BLUMAR and MULTIEXPORT)
- Accumulated EBITDA fulfillment for the period 2016 to 2018 for Earn-Out payment related to 20115 Mitsui capital increase.





Agenda

I. Highlights

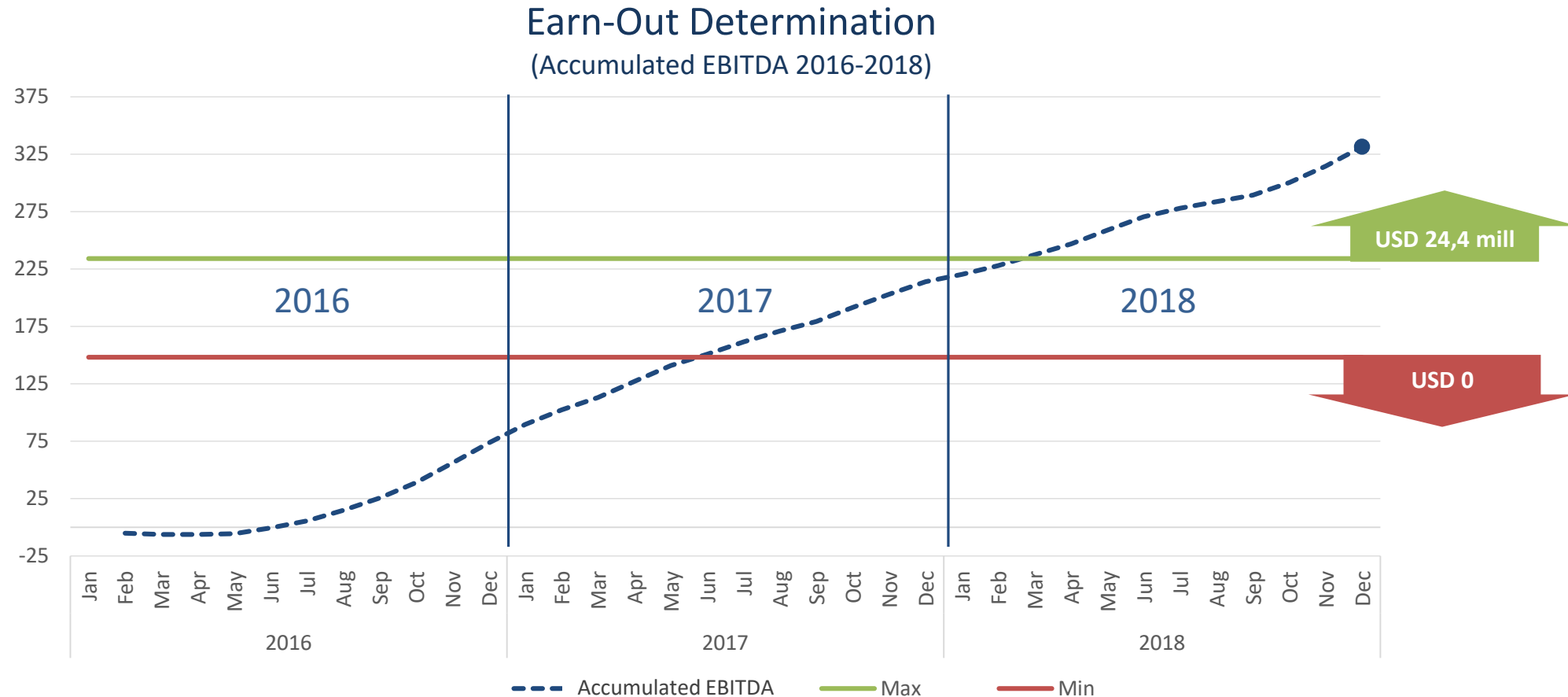
II. Financial & Operational Indicators 2018

III. Outlook

Financial Highlights

- Solvency and shares rating maintain a positive trend by both risk rating agencies:
 - Fitch (Oct 2018):
 - Solvency BBB- (from BB+)
 - Shares: 1st class level 3 (from 1st class level 4)
 - Humphreys (Apr 2018):
 - Improves trend from "stable" to "favorable", maintaining rating on Solvency (BBB) and Shares (1st class level 2)
- Net Leverage < 0,5x
- Current ratio > 4x
- Net financial debt : USD 28,5 millions
- EBITDA Goal 2016-2018 (USD 234 mill) over fulfilled: Earn Out of USD 24,4 mill.

Earn-Out for the Mitsui capital increase of 2015

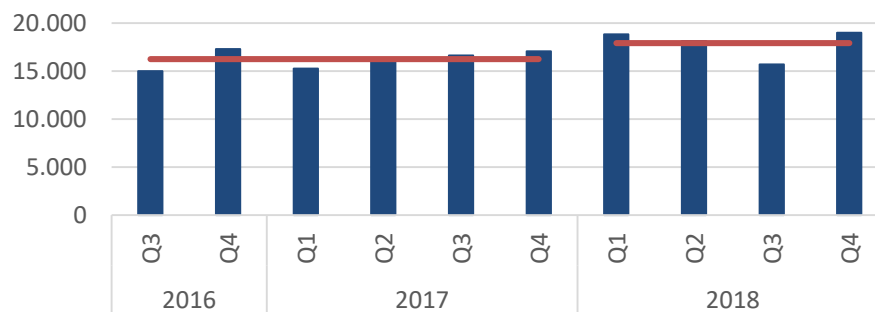


Additional value for Mitsui's Shares, based on Accumulated EBITDA for the period 2016 to 2018:
 Linear from 0 to USD 24.4 mill in the EBITDA range between USD 148.2 mill and USD 234.1 mill.

Main Operational Indicators

| Main Indicators | 4T18* | 4T17 | Var. | Var. % | 2018* | 2017 | Var. % |
|----------------------------------|---------------|---------------|--------------|------------|---------------|---------------|------------|
| | | | | | Jan - Dec | Jan - Dec | |
| Harvest (WFE Ton)* | 28.385 | 26.035 | 2.351 | 9% | 81.839 | 75.657 | 8% |
| Atlantic Salmon | 18.997 | 17.049 | 1.949 | 11% | 71.656 | 65.272 | 10% |
| Coho Salmon | 9.388 | 8.986 | 402 | 4% | 10.182 | 10.385 | -2% |
| Average weight (WFE Kg) | | | | | | | |
| Atlantic Salmon | 4,77 | 5,21 | -0,44 | -8% | 4,83 | 4,89 | -1% |
| Coho Salmon | 3,47 | 2,99 | 0,48 | 16% | 3,43 | 2,96 | 16% |
| Ex-Farm Cost (USD/WFE kg) | 3,30 | 3,13 | 0,17 | 5% | 3,53 | 3,35 | 5% |
| Atlantic Salmon | 3,45 | 3,18 | 0,26 | 8% | 3,60 | 3,42 | 5% |
| Coho Salmon | 3,02 | 3,05 | -0,03 | -1% | 3,02 | 2,89 | 4% |
| Sales (WFE Ton) | 29.283 | 24.999 | 4.284 | 17% | 82.850 | 75.255 | 10% |
| Atlantic Salmon | 19.272 | 17.113 | 2.159 | 13% | 71.058 | 64.741 | 10% |
| Coho Salmon | 10.011 | 7.887 | 2.125 | 27% | 11.792 | 10.514 | 12% |

Atlantic Salmon Harvest (WFE Tons)



Stability in Atlantic Salmon production and supply

* preliminary figures

Chilean supply as of Nov-2018

Th. USD FOB

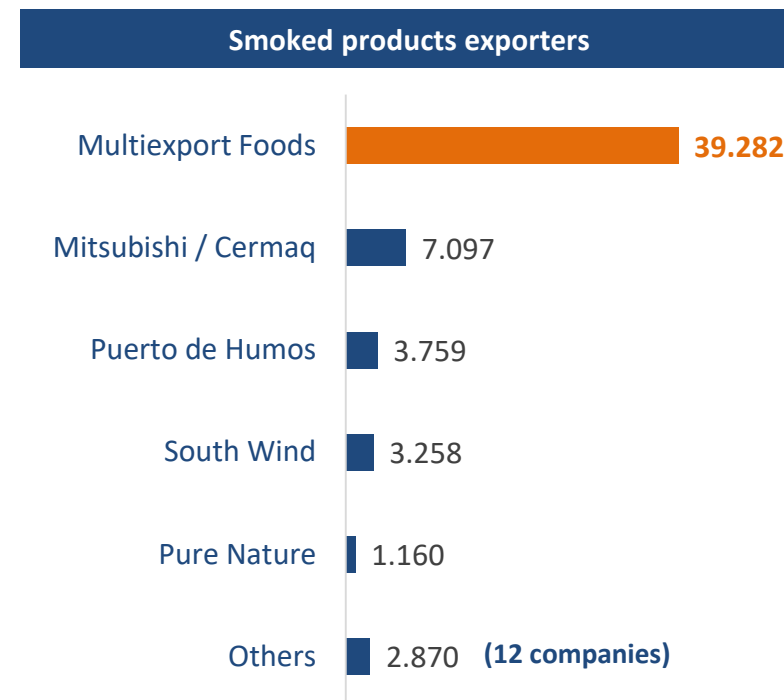
#1

Atlantic Salmon Exports Jan-Nov 2018

| Company | Atlantic | Trout | Coho | Total | % Exp. |
|--------------------------|------------------|----------------|----------------|------------------|-------------|
| Mitsubishi / Cermaq | 333.729 | 129.734 | 17.251 | 480.714 | 10% |
| Aquachile | 284.972 | 78.408 | 89.187 | 452.567 | 10% |
| Multiexport Foods | 339.640 | 40.637 | 9.924 | 390.200 | 8% |
| Marine Harvest | 326.743 | | | 326.743 | 7% |
| Salmones Camanchaca | 295.952 | | | 295.952 | 6% |
| Australis | 237.616 | 3.513 | 39.275 | 280.404 | 6% |
| Blumar | 267.673 | 2.832 | | 270.505 | 6% |
| Los Fiordos | 223.663 | 43.620 | 18 | 267.301 | 6% |
| Salmones Austral | 157.928 | 58.133 | | 216.061 | 5% |
| Invermar | 168.259 | 14.490 | 137 | 182.887 | 4% |
| Others | 926.608 | 329.403 | 240.476 | 1.496.487 | 32% |
| Total | 3.562.783 | 700.771 | 396.268 | 4.659.821 | 100% |

68%

Smoked Salmon exports from Chile



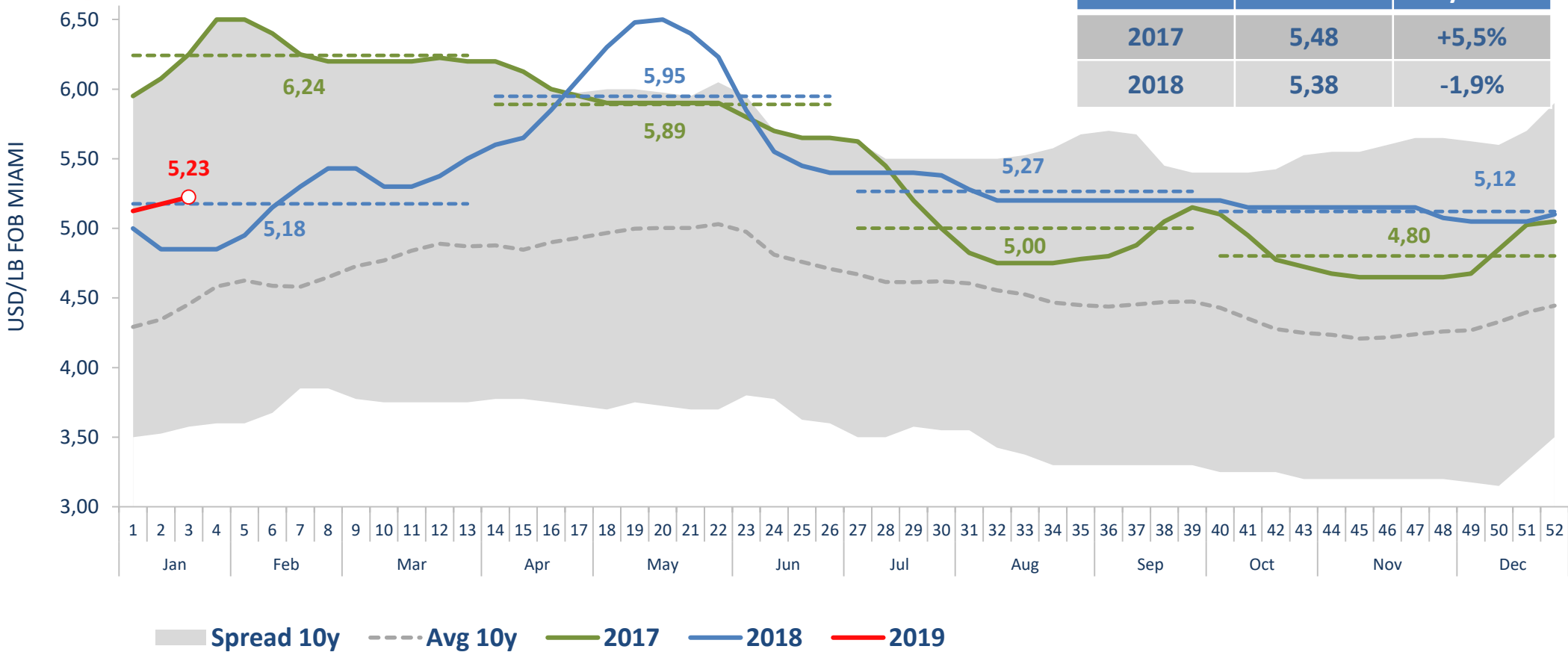
Atlantic Salmon Prices

US Market

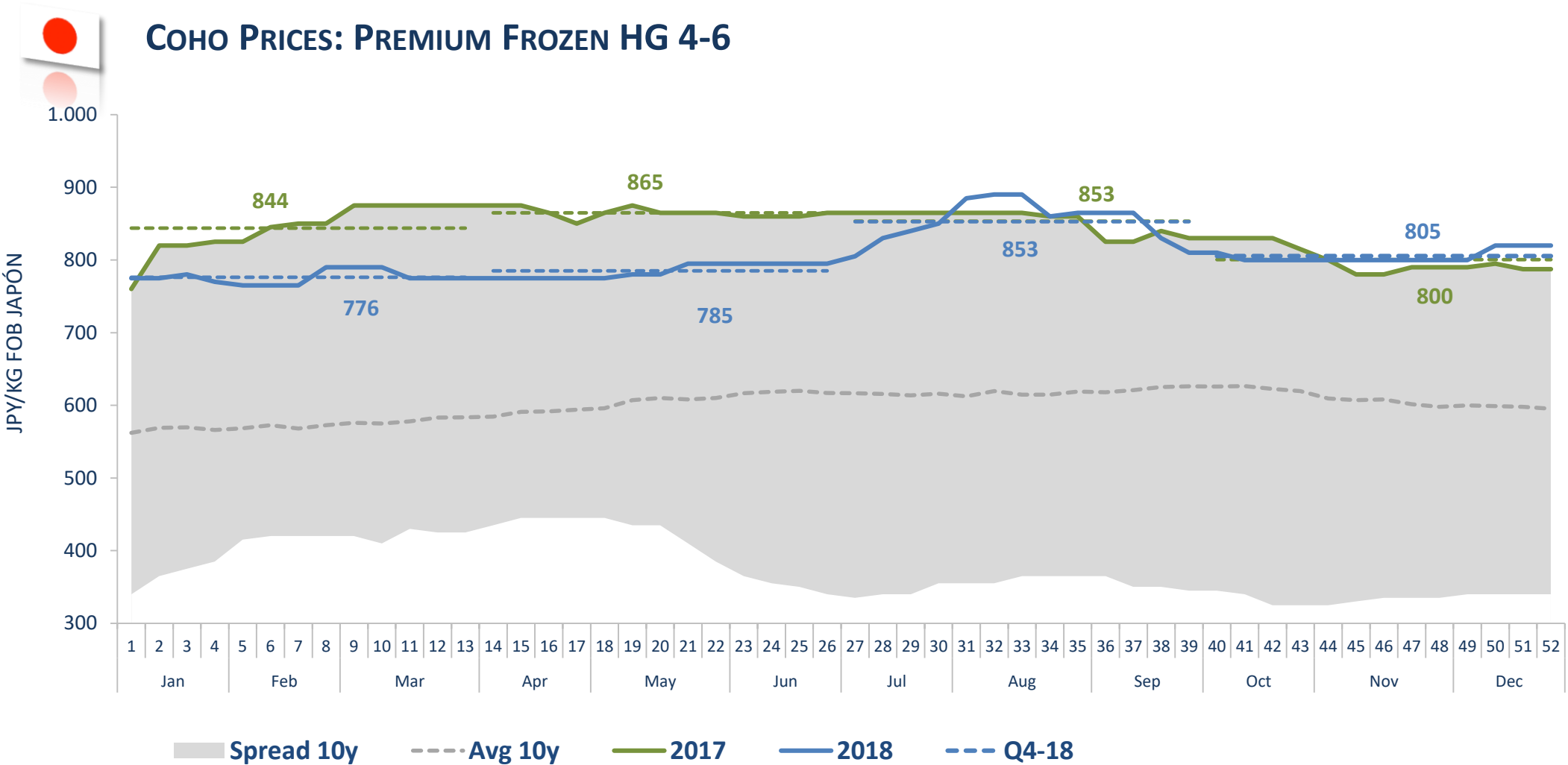


ATLANTIC SALMON PRICE: UB TRIM D 3-4 LBS

| Year | Price usd/lb | Var. % Previous year |
|------|--------------|----------------------|
| 2017 | 5,48 | +5,5% |
| 2018 | 5,38 | -1,9% |



▶ Price Q4-2018: **5,12** USD/lb (Q4-2017: **4,80** USD/lb) +6,6%

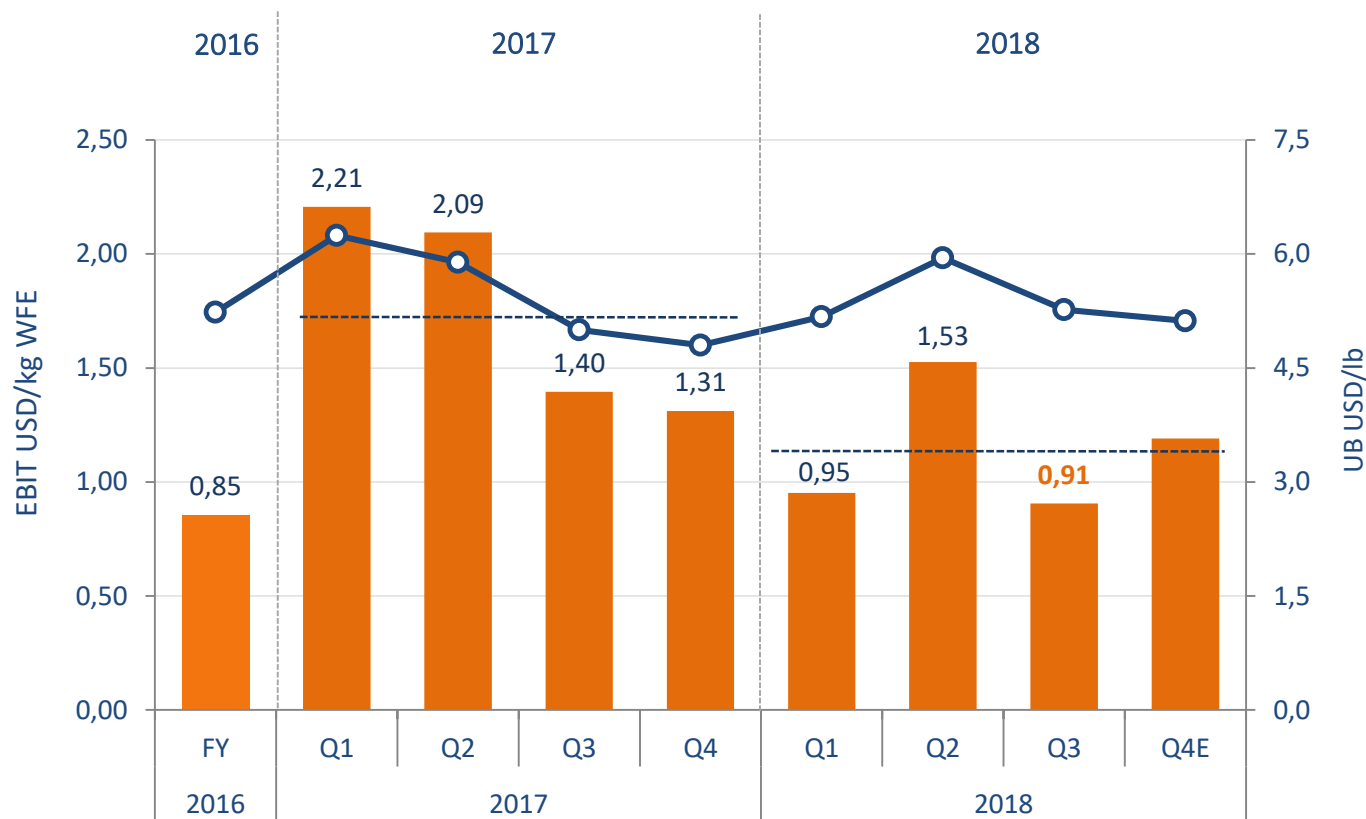


▶ Price Q4-2019: **805** JPY/kg (Q4-2017: **800**) +0,6%

Atlantic Salmon operational margin

EBIT pre-IFRS

(USD/kg WFE)



Atlantic Salmon Ebit (USD/kg WFE)

UB TD 3-4 lb Reference Price

Annual Avg. Unitary EBIT (USD/kg WFE)

Q4-2018

- Lower sale prices compared to Q3-18 and to the average of 2017
- Higher unitary Ebit influenced by lower production costs compared to Q3-18 and 9M-18

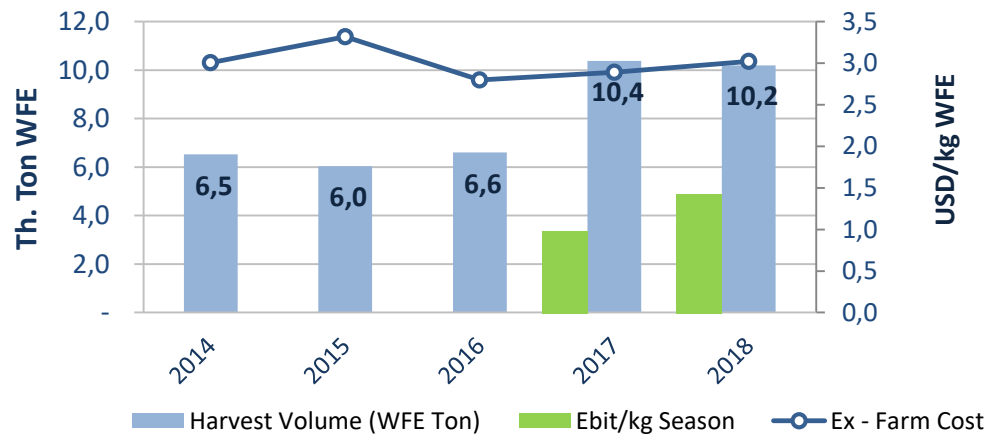
Coho Season

- No inventories in Japan at the start of the season
- High prices in Japan, about 800 JPY/kg for the HG 4-6 Premium
- Good productive performance

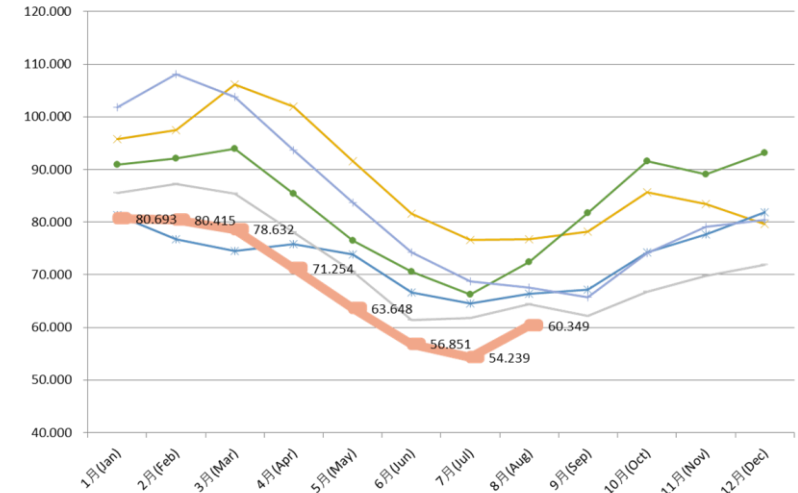
| | 2017 | 2018 |
|-------------------------|-----------------|-----------------|
| ICA | antibiotic free | antibiotic free |
| Yield | 2,81 | 3,24 |
| Average weight (WFE Kg) | 2,96 | 3,43 |

- More than 10k harvest

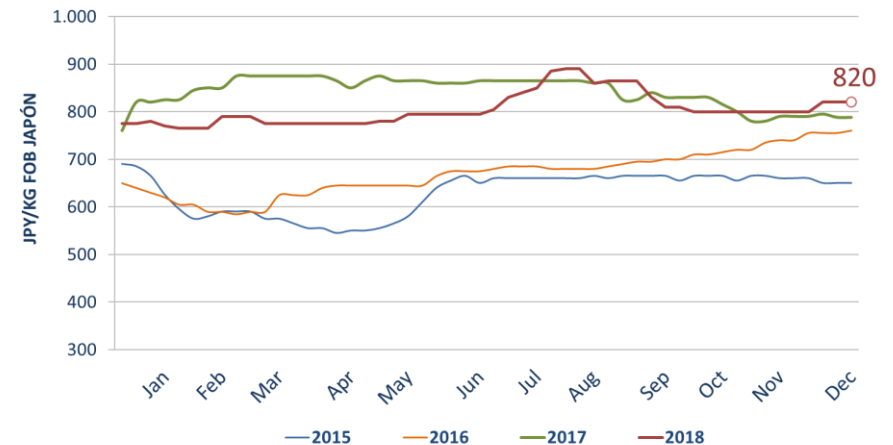
Harvested Ton and Ex-Farm Costs



Japan Inventories



FIS 4-6 Premium





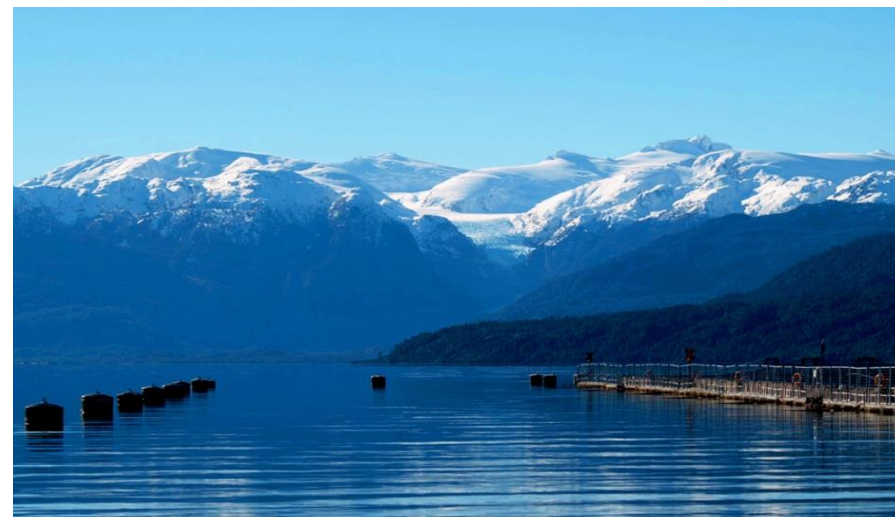
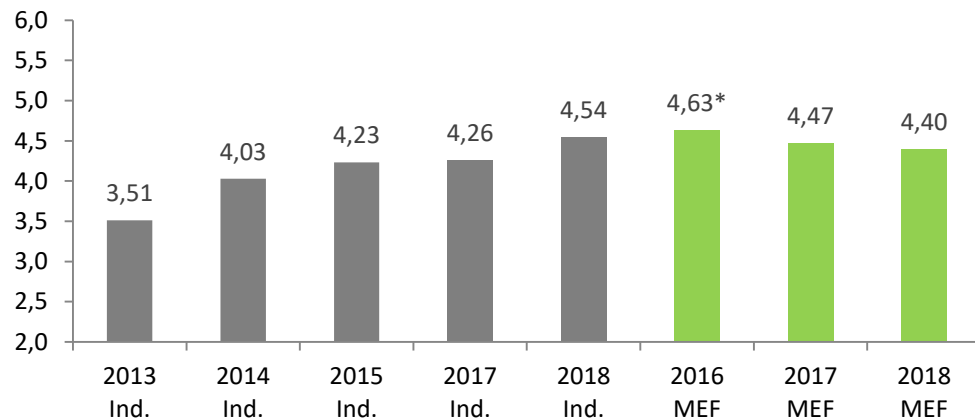
OPERATIONAL PERFORMANCE

Operational performance

Atlantic Salmon

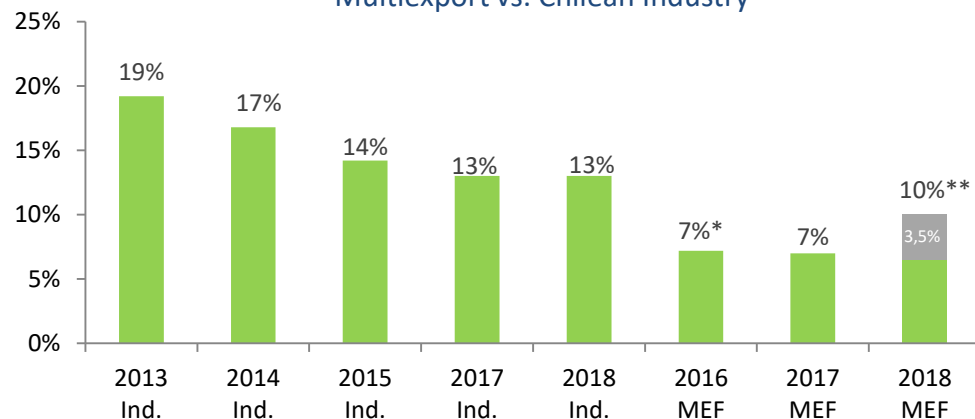
Atlantic Salmon Yield (kg WFE/smolt)

Multiexport vs. Chilean Industry



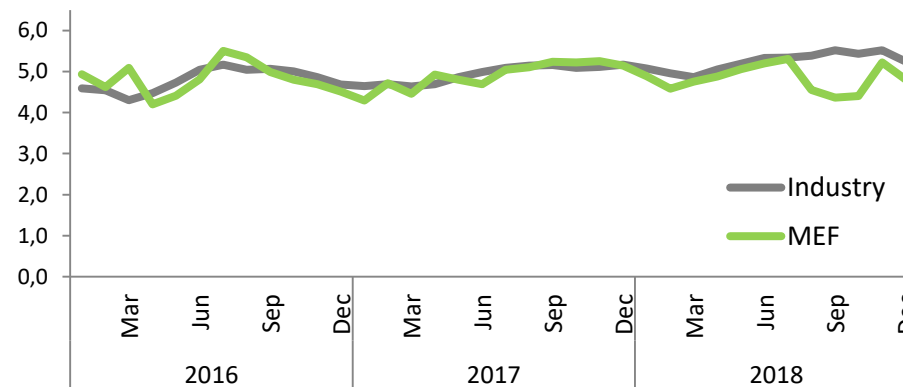
Atlantic Salmon Accum. Mortality (%)

Multiexport vs. Chilean Industry



Atlantic Salmon Harvest Weight (WFE Kg)

Multiexport vs. Chilean industry

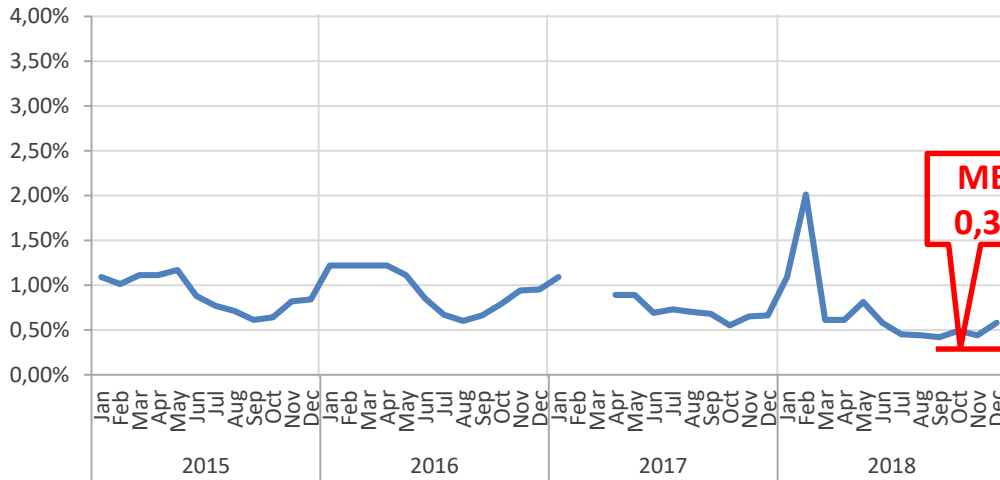


* Algae Bloom affected sites are not considered

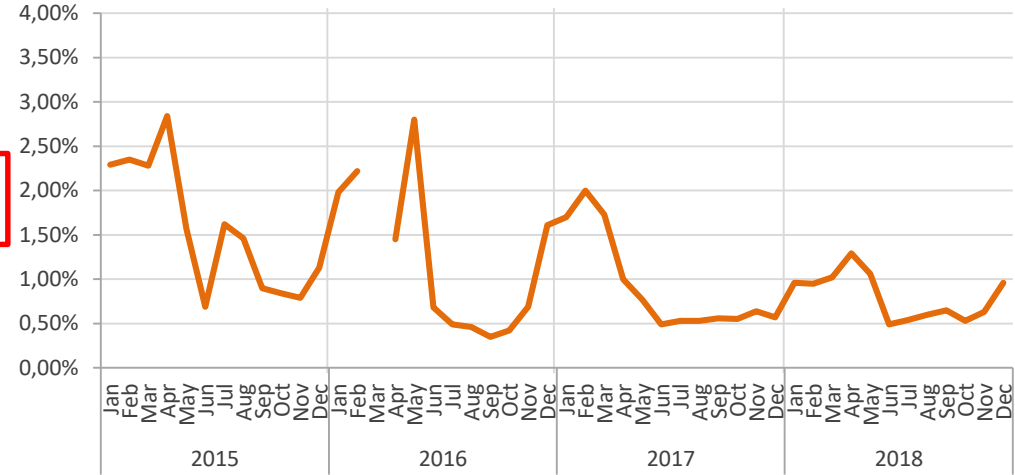
Source: Aquabench / Multiexport Foods

Monthly mortality rates by specie

Atlantic Salmon (%)



Trout (%)



Since June 2015 the company doesn't produce trout

Coho Salmon (%)

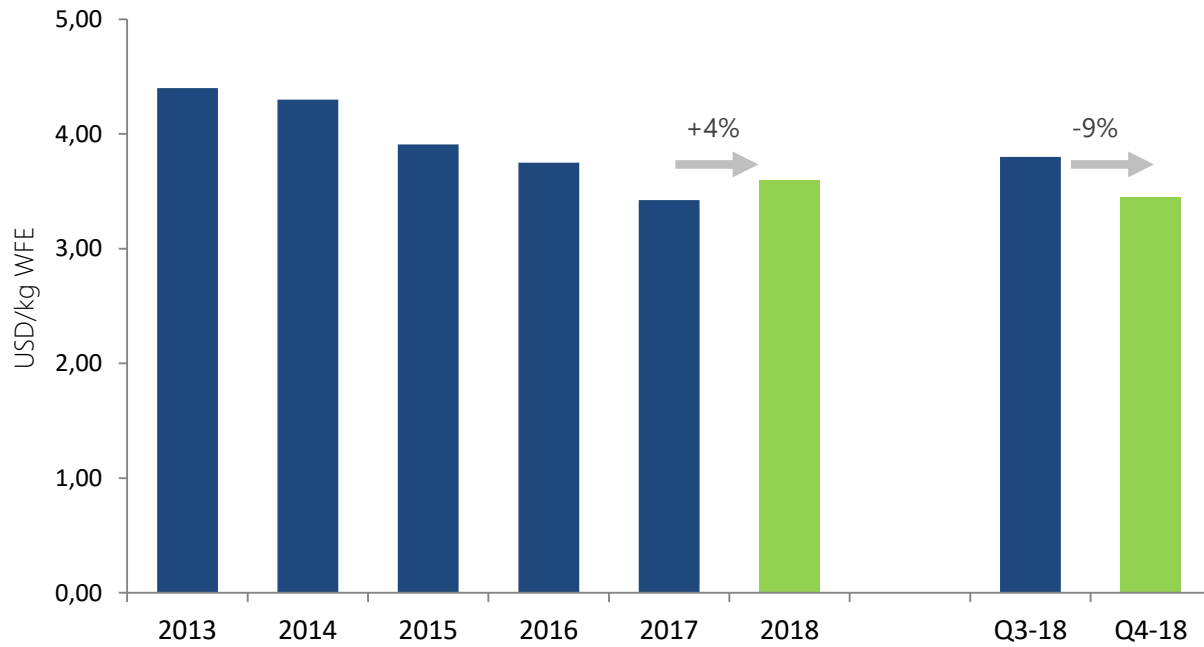


MEF
0,4%

Ex-Farm Cost Evolution

Atlantic Salmon

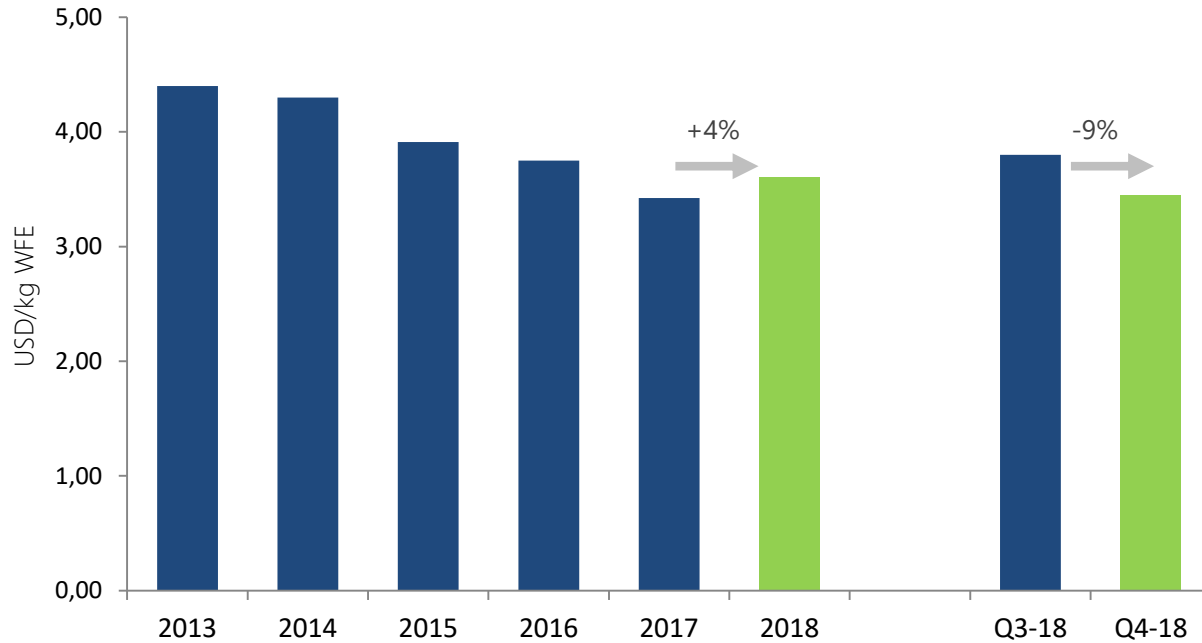
Multiexport Foods Ex-Farm Costs (USD/WFE Kg)



- Cost recovery in Q4
 - -6% Ex-Farm vs 9M-18
 - -9% Ex-Farm vs Q3-18

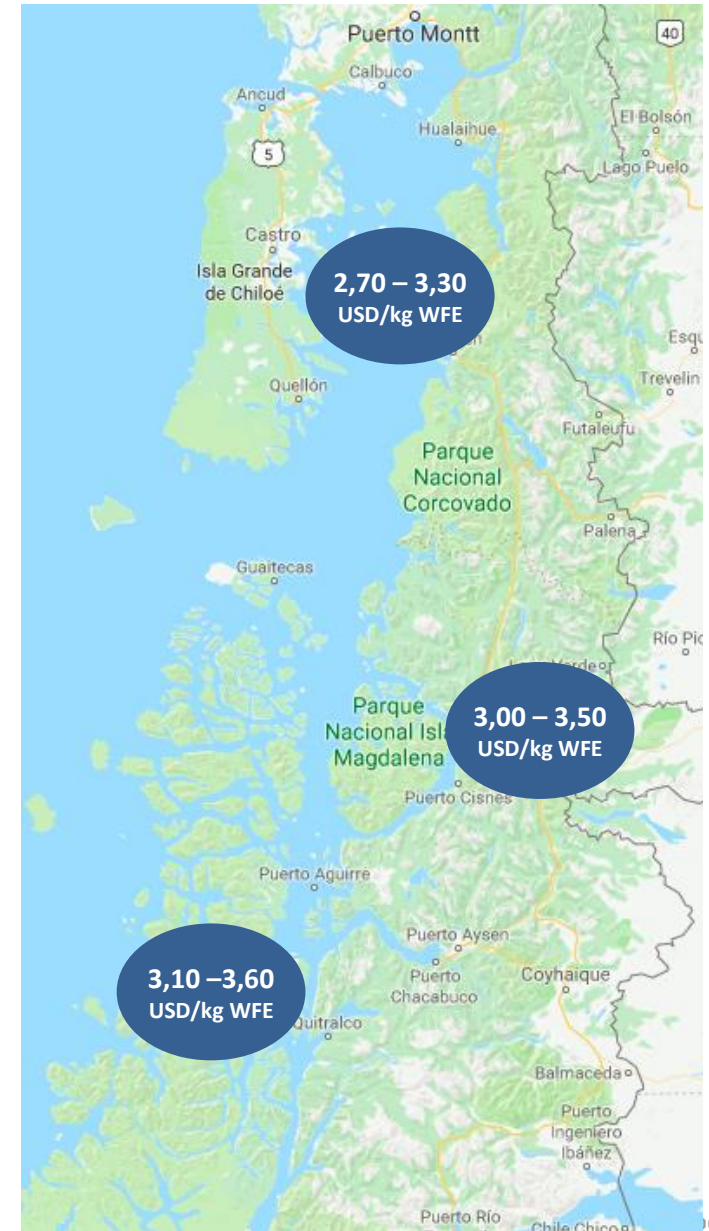
Ex-Farm Costs Atlantic Salmon

Multiexport Foods Ex-Farm Costs (USD/WFE Kg)



Multiexport's production by region:

- X + XI continental → [30%-50%]
- XI insular → [50% - 70%]





Agenda

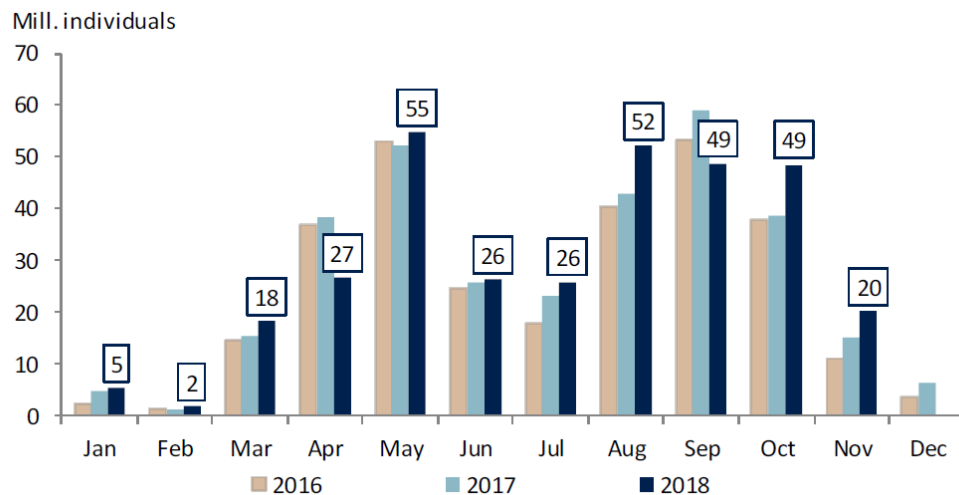
- I. Highlights
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- III. Outlook**

Biomass and stocking - Norway



Smolt Stocking Norway

Million smolts



+ 11% last 12 month

Salmon Biomass in Norway 30-Nov-18

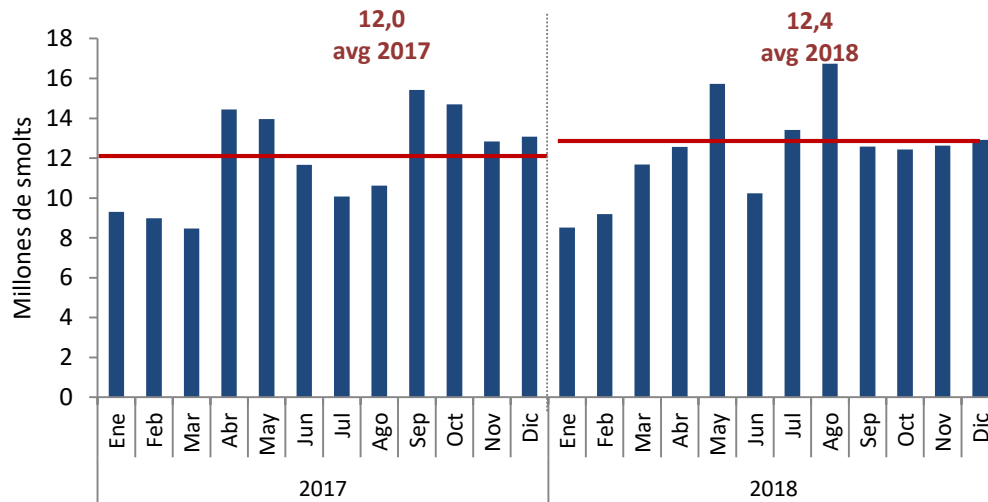
| Generation | S1/S0 | Fish (k) | Kg | Vol. (WFE) | Share |
|--------------|-------|----------------|------------|----------------|-------------|
| 16 G | S1 | 0 | N.a. | 0 | 0% |
| | S0 | 0 | N.a. | 0 | 0% |
| 17 G | S1 | 19,100 | 4.5 | 85,100 | 11% |
| | S0 | 107,500 | 3.6 | 382,100 | 48% |
| 18 G | S1 | 145,100 | 1.7 | 247,000 | 31% |
| | S0 | 164,400 | 0.5 | 74,200 | 9% |
| Total | | 436,100 | 1.8 | 788,400 | 100% |

| Change y/y | S1/S0 | Fish (k) | Kg | Vol. (WFE) | Share |
|--------------|-------|-------------|--------------|-------------|-------------|
| 16 G | S1 | N.a. | N.a. | N.a. | N.a. |
| | S0 | N.a. | N.m. | N.m. | 0% |
| 17 G | S1 | -4% | -11% | -14% | 11% |
| | S0 | 8% | 1% | 9% | 48% |
| 18 G | S1 | -4% | -5% | -9% | 31% |
| | S0 | 4% | 4% | 9% | 9% |
| Total | | 2.0% | -1.9% | 0.1% | 100% |

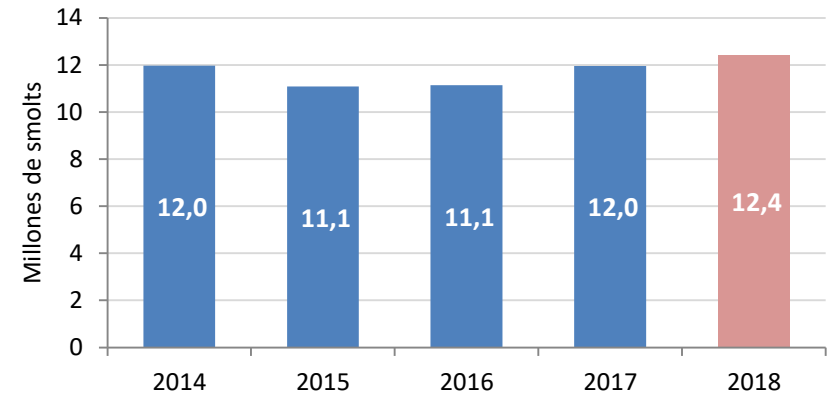
Stocking - Chile

Atlantic Salmon

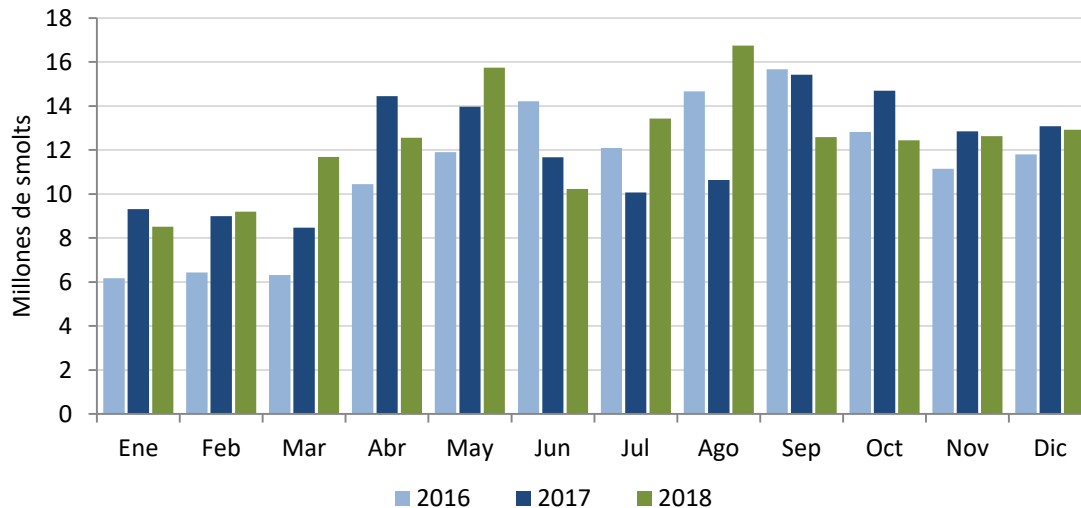
Atlantic Salmon Stocking 2017 - 2018



Atlantic Salmon average monthly Stocking
Period January - December (12 Months)



Last 3 Years Atlantic Salmon Stocking



- Stocking Levels:

- ✓ +3,5% stocking last 12 months
- ✓ +5% stocking jul-dec 2018 vs jul-dec 2017
- ✓ +3% stoking jul-dec 2018 vs jul-dec 2016

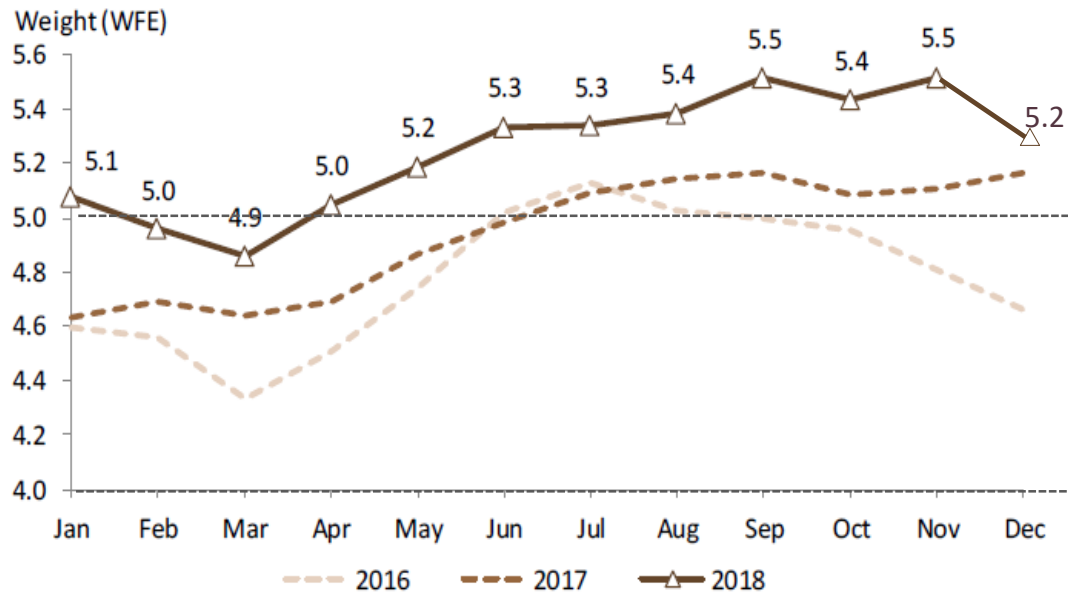
- Sea Water Biomass:

- ✓ +5,1% in live fish numbers Dec-18 vs Dec-17
- ✓ +2,5% in live fish numbers > 2,5 kg Dec-18 vs Dec-17

Mid-term Outlook

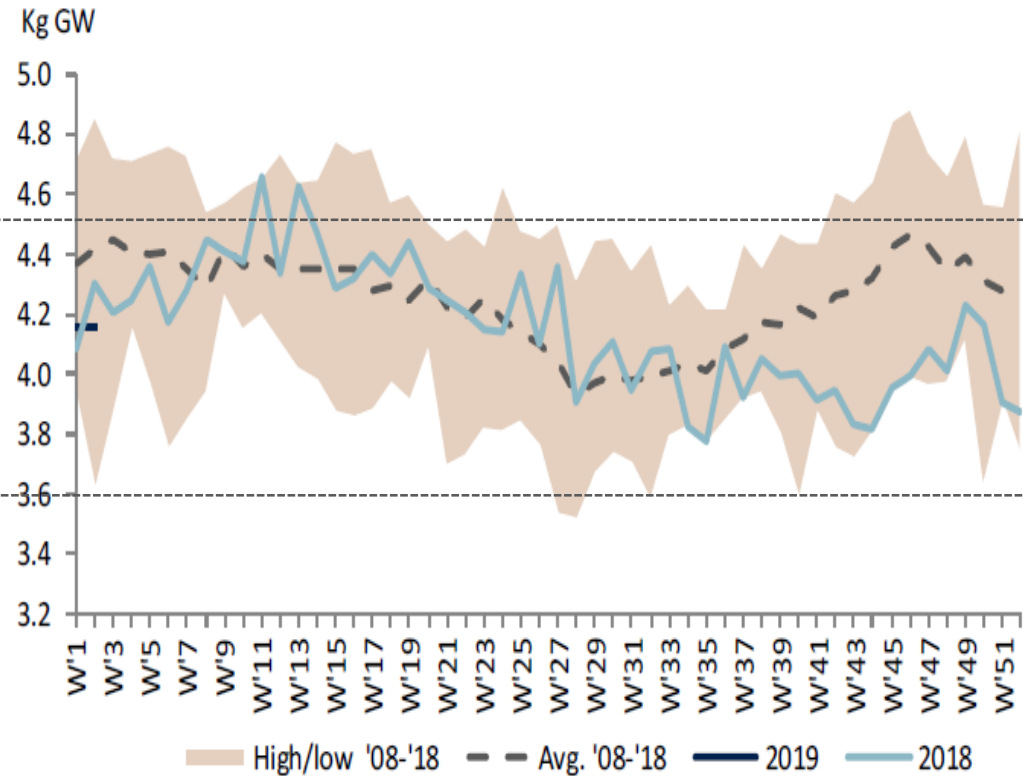
Average harvest weights

Chile: Harvest weights (salmon)



2017: 4.95 kg wfe
2018: 5.24 kg wfe

Norway: Harvest weights (salmon)



Harvest Projection

Atlantic salmon

| Atlantic Salmon Th. WFE Ton | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018E | 2019E |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Norway | 1.183 | 1.144 | 1.194 | 1.230 | 1.170 | 1.211 | 1.246 | 1.276 |
| Chile | 364 | 473 | 596 | 612 | 521 | 587 | 680 | 698 |
| Others | 447 | 428 | 445 | 490 | 485 | 517 | 494 | 545 |

| | | | | | | | | |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Total | 1.994 | 2.045 | 2.235 | 2.332 | 2.176 | 2.315 | 2.420 | 2.519 |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|

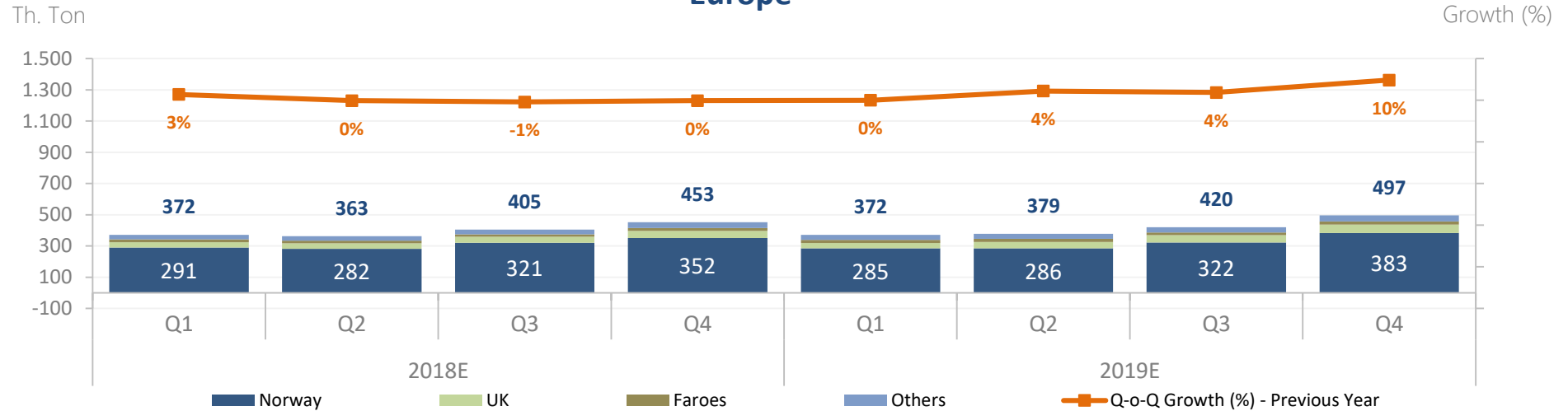
| Growth | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018E | 2019E |
|--------|------|------|------|------|------|------|-------|-------|
| Norway | 18% | -3% | 4% | 3% | -5% | 4% | 3% | 2% |
| Chile | 65% | 30% | 26% | 3% | -15% | 13% | 16% | 3% |
| Others | 10% | -4% | 4% | 10% | -1% | 7% | -4% | 10% |

| | | | | | | | | |
|--------------|------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|
| Total | 22% | 3% | 9% | 4% | -7% | 6% | 5% | 4% |
|--------------|------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|

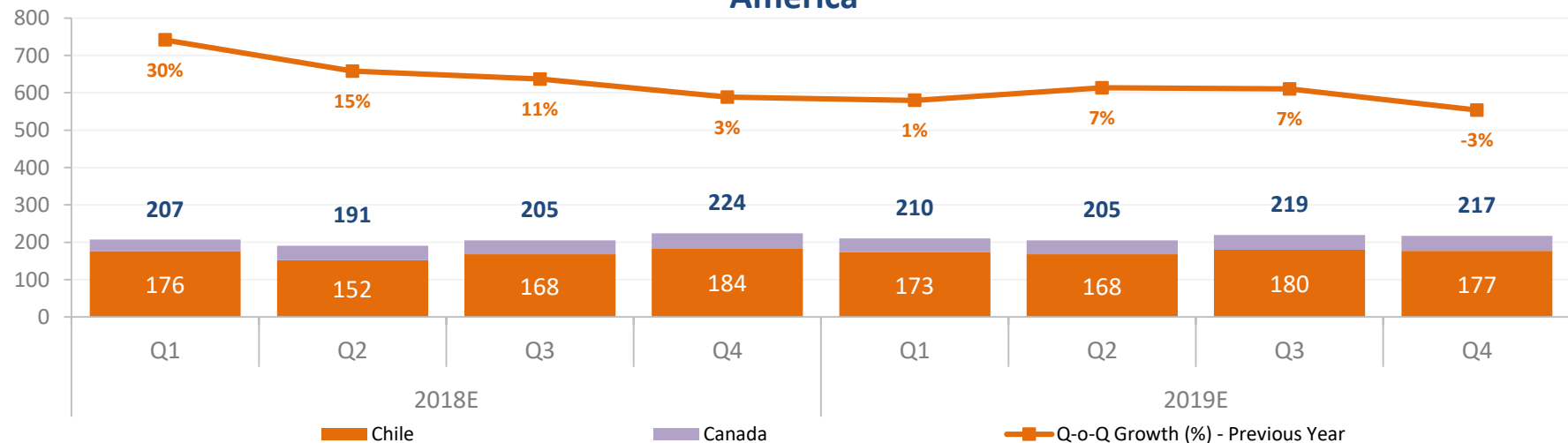
Source: ABG Sundal Collier / Multiexport Foods

Global Atlantic Salmon Production (2017 & 2018E)

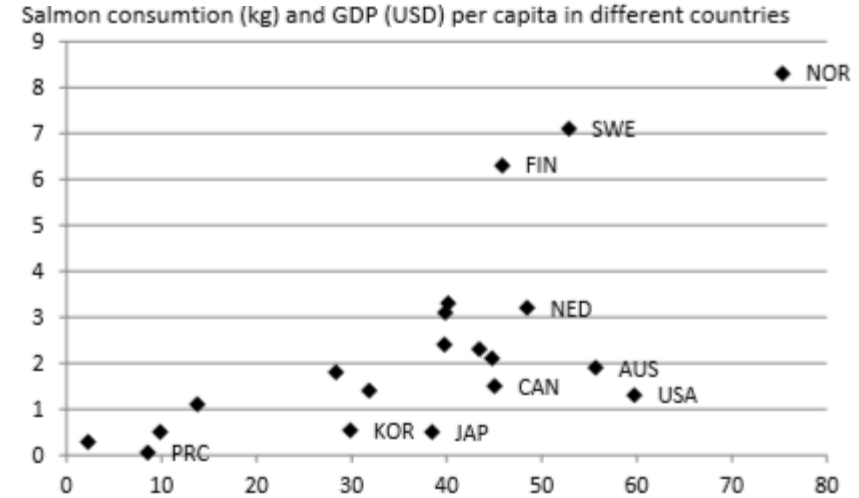
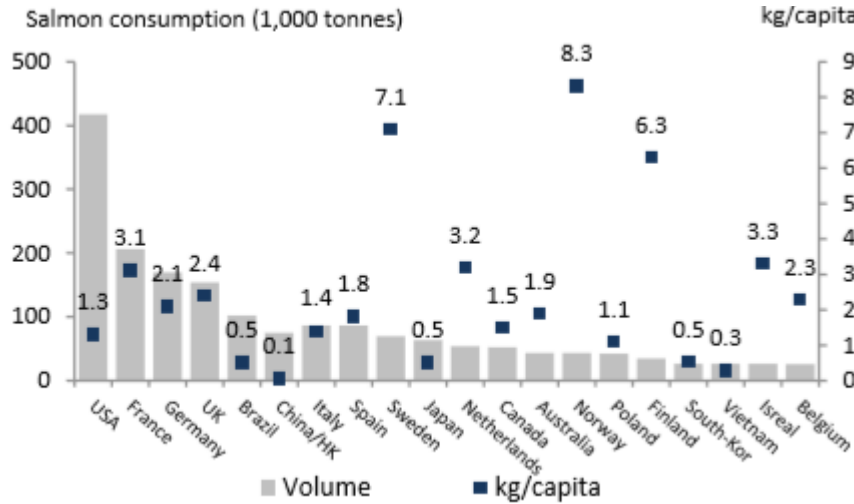
Europe



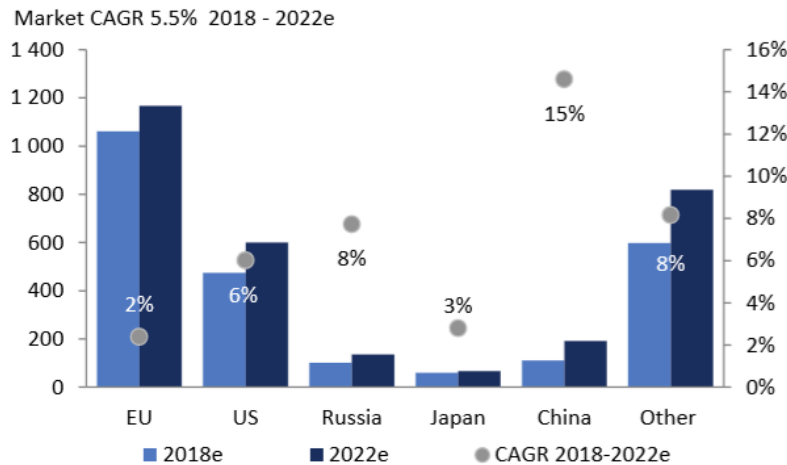
America



Consumption per country shows large potential in many markets with high GDP

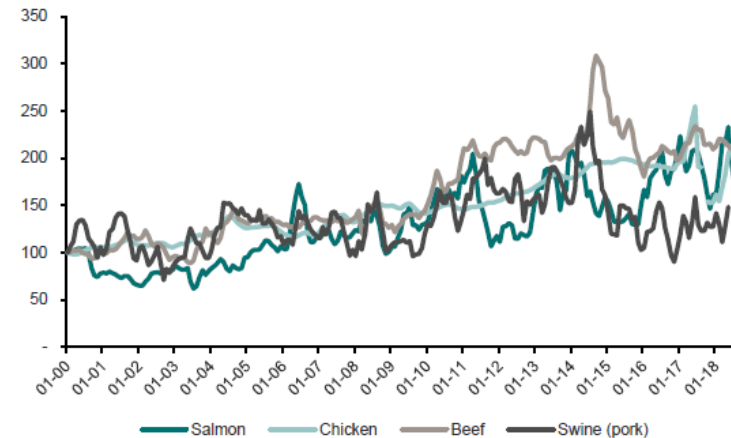


Source: Mowi, Pareto



Source: Pareto, Kontali

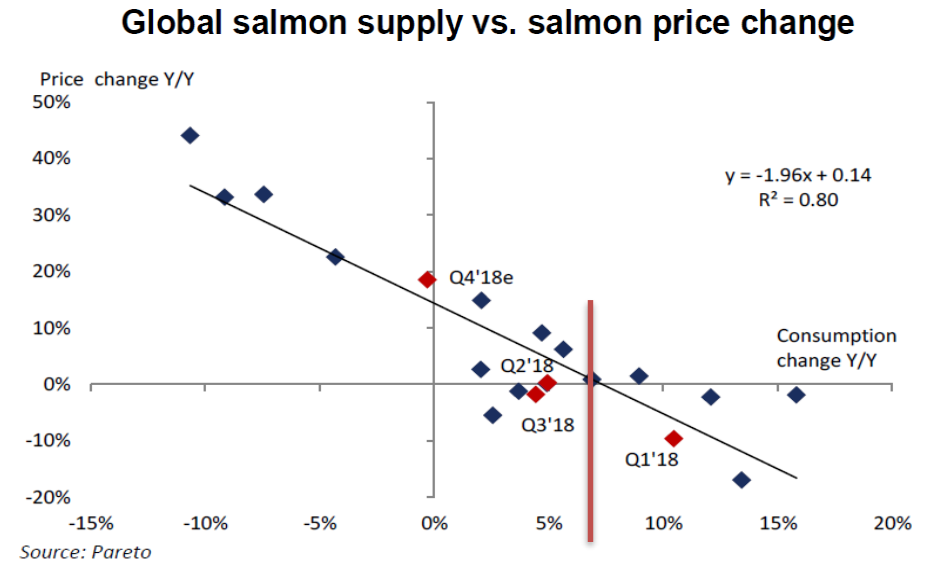
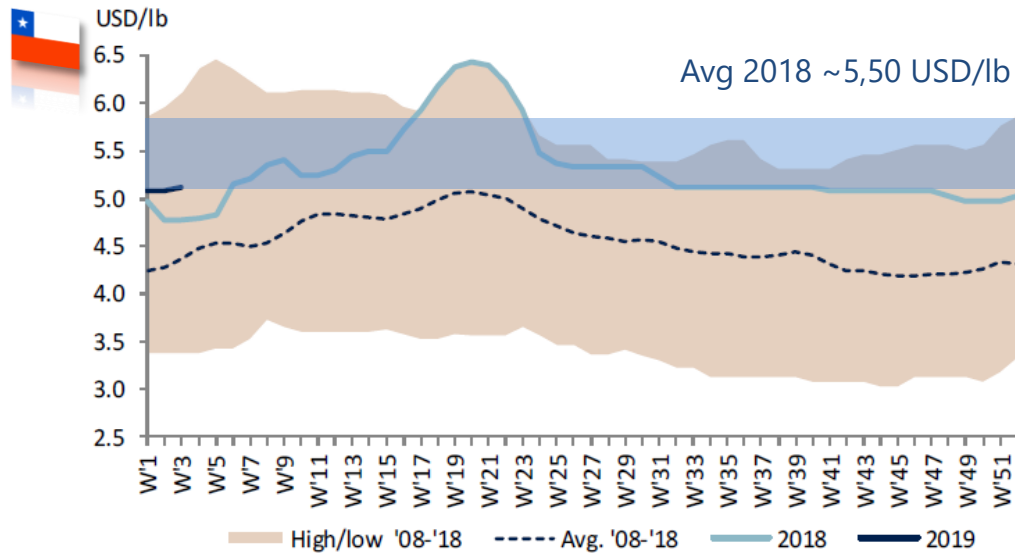
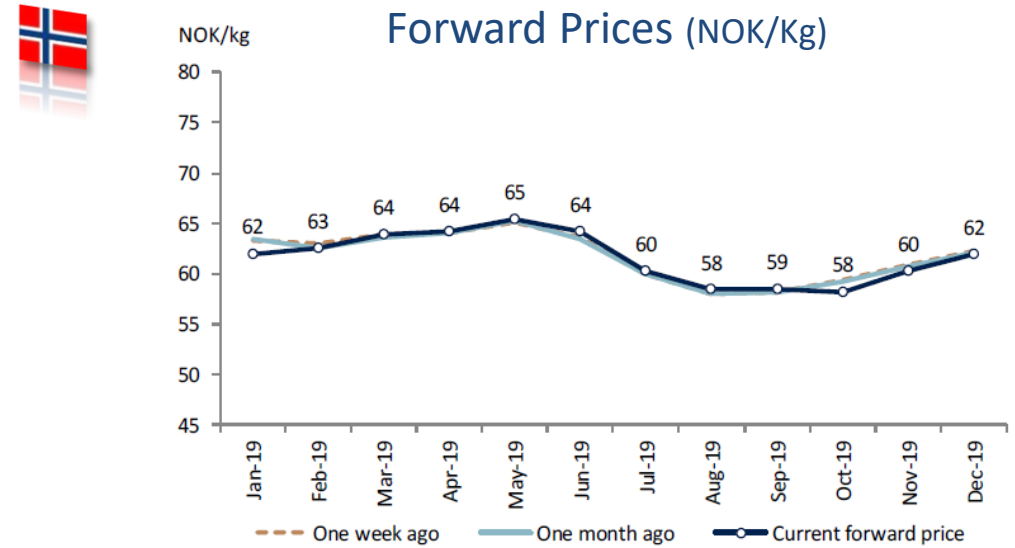
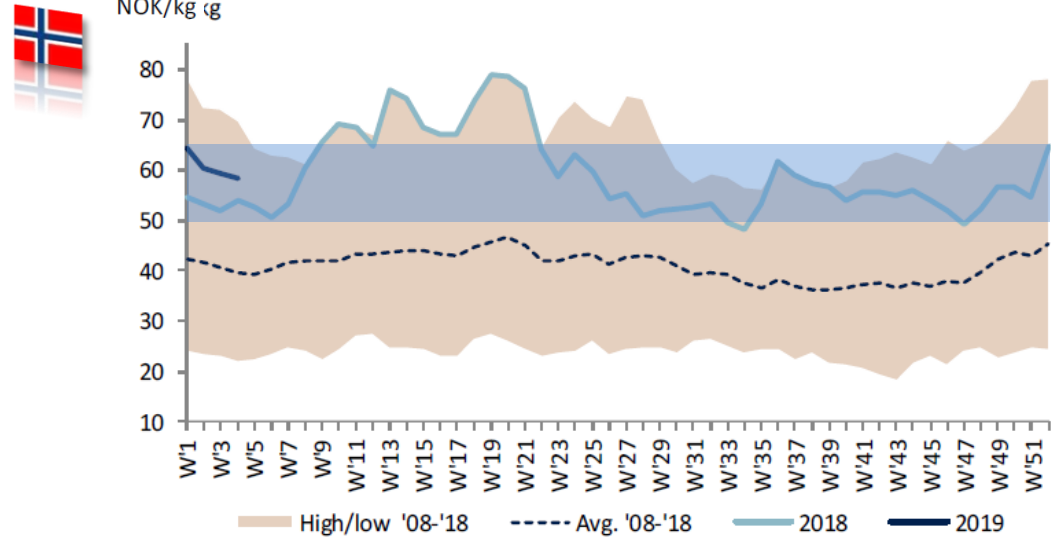
Salmon – relative price basis (indexed)



Source: Index Mundi, DNB Markets

Price outlook

Atlantic salmon





MULTIEXPORT FOODS OUTLOOK

Multiexport Foods stocking and harvest

2016 - 2020

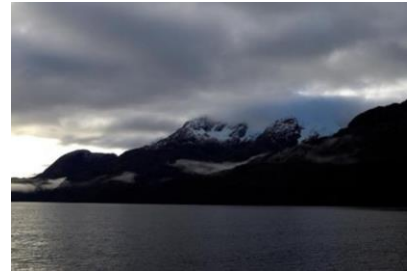
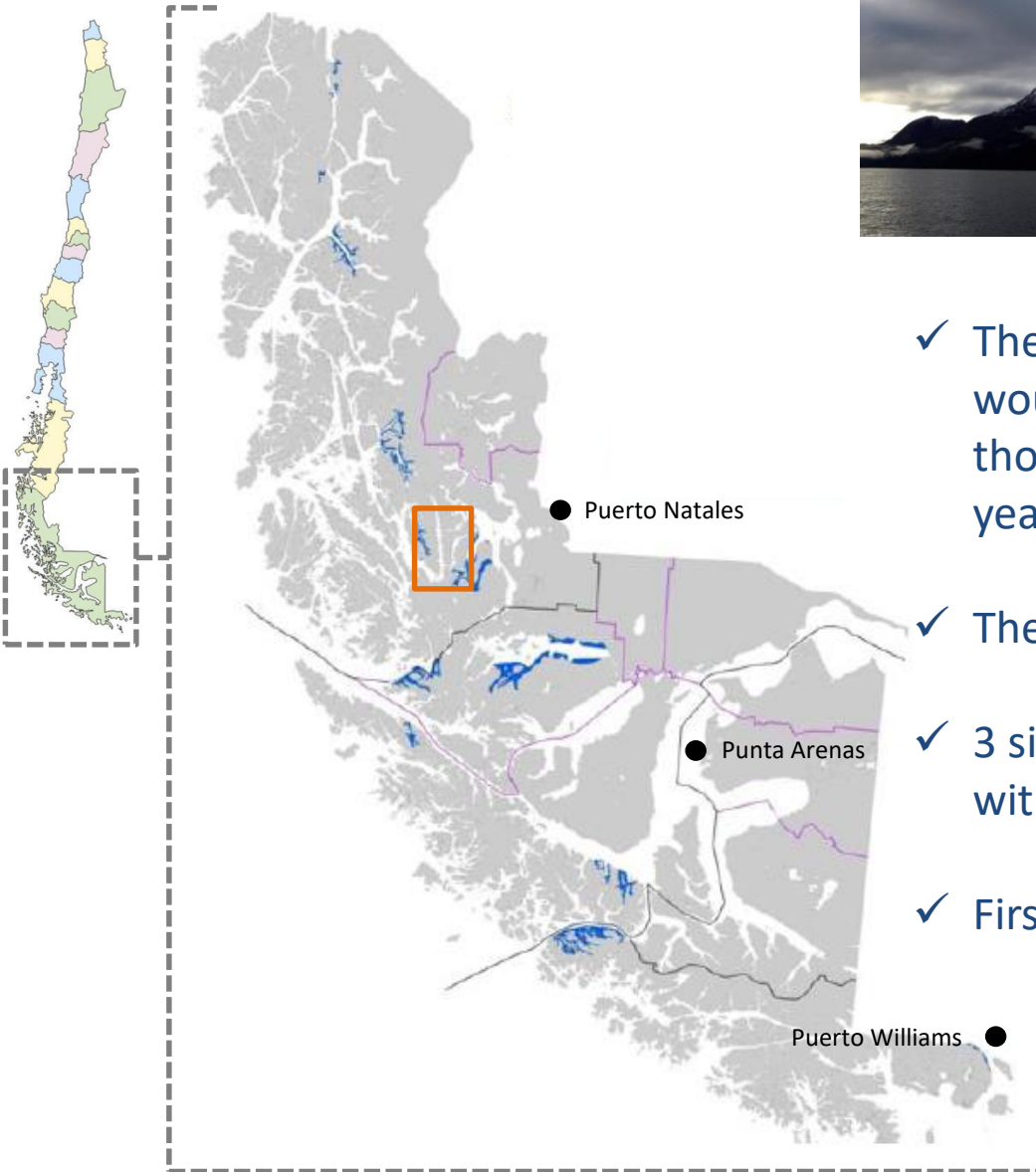
Smolt Stocking

| Th. Smolts | 2016 | 2017 | 2018E | 2019E |
|------------------------------|---------------|---------------|---------------|---------------|
| Atlantic Salmon (X+XI) | 16,028 | 16,410 | 17,372 | 18,300 |
| Atlantic Salmon (XII) | - | - | 1,800 | 1,800 |
| Coho Salmon | 2,208 | 3,700 | 3,147 | 2,900 |
| Total | 18,235 | 20,110 | 23,319 | 23,000 |

Harvest

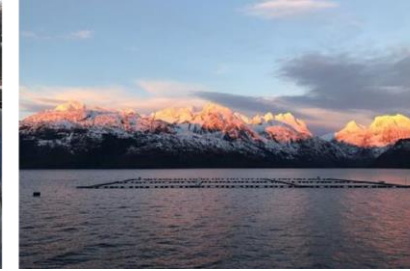
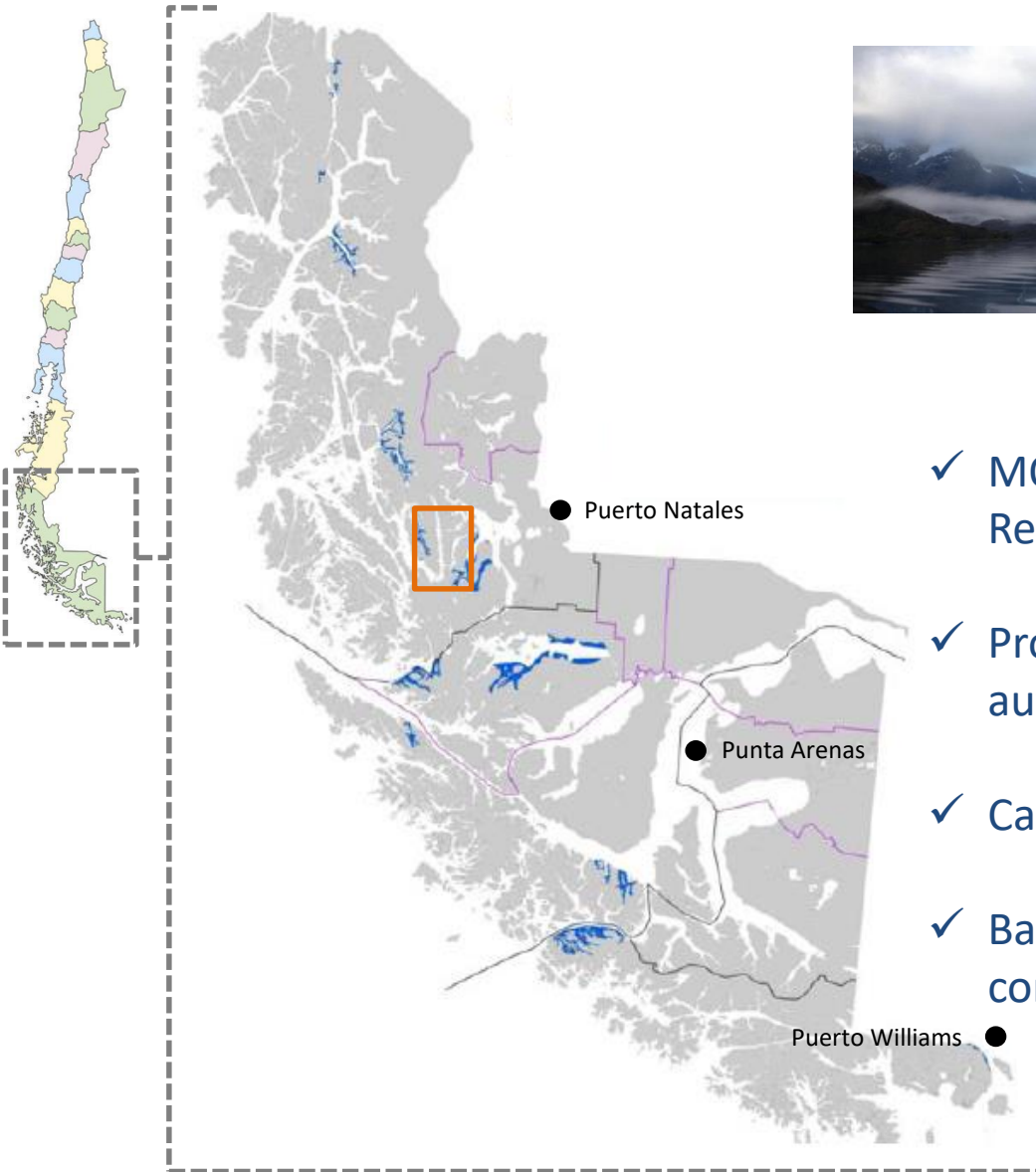
| WFE Tons | 2016 | 2017 | 2018* | Q1-2019E | Q2-2019E | H2-2019E | FY-2019E | 2020E |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Atlantic Salmon (X+XI) | 54.284 | 65.272 | 71.656 | 18.000 | 21.000 | 43.000 | 82.000 | 73.000 |
| Atlantic Salmon (XII) | - | - | - | - | - | - | - | 17.000 |
| Coho Salmon | 6.603 | 10.385 | 10.182 | - | - | 8.000 | 8.000 | 7.000 |
| Total | 60.887 | 75.657 | 81.839 | 18.000 | 21.000 | 51.000 | 90.000 | 97.000 |

Multiexport Foods XII Region Project



- ✓ The operation was started in the XII Region, which would allow to expand production between 15 and 20 thousand WFE Ton per year, in a gradual period of 4 years.
- ✓ The stocking began in Q4-18 successfully.
- ✓ 3 sites (3.6 million smolts) in the period Q4/18 - Q1/19, with an associated capex of USD 20 million.
- ✓ First harvest: Q1/20

Process Plant in Magallanes



- ✓ MOU with Blumar for processing plant in the Magallanes Region, in the industrial place of Punta Arenas.
- ✓ Process on review and pending to government regulatory authorizations.
- ✓ Capex: USD 40 million.
- ✓ Balanced capacity with the production programs of both companies.

Thanks



Multiexport Foods

Nourishing the future