### 2020 December

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#### Q3-2020 SALMON INDUSTRY BALANCE\*:

# Higher mortality and lower biomass, marked the results of January-September 2020 period.

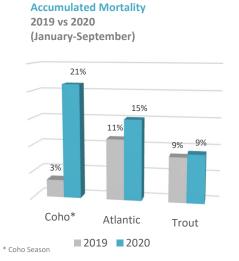
The productive results of the industry registered en January-September 2020 period, dropped in the 3 cultivated species, mainly associated with the reduction of biomass, smolt input and higher mortality, that led to the impact of the increase in the harvest weight in productivity (kg harvested / smolt) were lower.

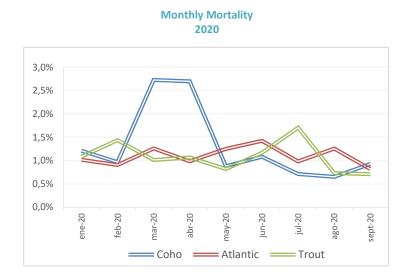
#### **Mortality**

**Atlantic Salmon** had a 15.1% of accumulated mortality in closed groups in January-September 2020 period, higher than registered in previous year (same period) that closed with 11.4%. In the case of **Rainbow Trout** also registered a higher accumulated mortality in 2020 compared with 2019 (jan-sep) reaching 9.1% (vs. 8.5% in 2019) and season 2020 of **Coho salmon** at the close of Q3, had a cumulative mortality of 21.3% associated mainly with eliminated fish (In the same period for T2019, the accumulated mortality recorded was 3%).

The analysis shows that the average monthly mortality in 2020 for **Atlantic Salmon** was 1.10%, **Coho Salmon** was un 1.22% and 1.09% for **Rainbow Trout**. This monthly mortality was higher than in 2019 for the same period (jan-sep) for the 3 species: Coho Salmon (0.79%), Atlantic Salmon (0.69%) and Rainbow Trout (1.08%)

Therefore, 2020 productivity balance accumulated up to Q3, shows a total amount of dead fish equivalent to 24.1 million during growout stage. Per species, 17.5 million correspond to **Atlantic Salmon**, 4.6 million to **Coho Salmon** and 2.1 million to **Rainbow Trout**. 20% of this mortality was caused by infections and 18% to mechanical damage.





<sup>\*</sup> The numbers mentioned in this document correspond to those obtained directly from our own Databases (DB). To extrapolate to 100% of the industry, it is necessary to use the estimated DB representativeness, which is 92.3% in average (Coho Salmon: 100%; Atlantic Salmon: 89.6% and Rainbow Trout: 100%). All the information presented includes the 3 farming regions.

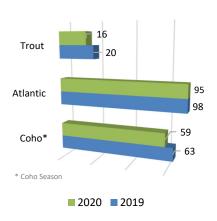
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### Smolts Stocking January-September 2019 vs 2020 (million smolt per species)



#### **Smolt Stocking**

Cumulative smolt stocking up to September 2020 decrease an average of 5%, in relation to the previous year, reaching a total amount of 166.9 million smolt transferred to the sea compared with 176.1 recorded during 2019 (up to September) for the three species farmed.

Per species, the numbers show an decrease in all of them: Rainbow Trout: -21%, Coho Salmon (as season): -6% and Atlantic Salmon: -3%

The weight of the fish when transferred to the sea in 2020 was higher in relation to the previous year in the three species: Atlantic Salmon 168 g. ( $\uparrow$ 1%), Rainbow Trout 236 g. ( $\uparrow$ 9%) and Coho Salmon 297 g. ( $\uparrow$ 48%).

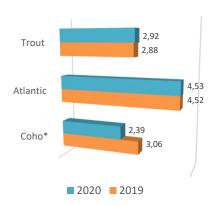
#### Biomass and the Number of Fish

The information shows that, at the end of Q3-2020 (September), there was an decrease of 7% (compared with the previous year, same period) of the number of live fish, with an estimation of a total of 228 million fish (considering the 3 species). By species, **Rainbow Trout** was the specie that shown more variation (23% decreased) in the number of live fish in September 2020 (19.7 million live fish). **Coho Salmon** and **Atlantic Salmon** also shown a decrease of 5% each one with 46.6 million and 162 million live fish at the end of September respectively

Regarding living biomass during growout, the analysis reveals an decrease of 12% in relation to September 2019, with a total of 503,739 tons at the end of September 2020. Per species, the **Atlantic Salmon** -that represent 78% of the total living biomass- shows an decreased of 9% up to September 2020, in relation to the same month of the previous year, reaching 395,292 tons. Likewise, the biomass of **Rainbow Trout** and **Coho Salmon** also decreased 36% and 14% respectively

#### **Industry Productivity**

(kg harvested / smolt)



\* Coho Season

### **Productivity**

The Atlantic Salmon productivity increased only 0,1% in the period january-september 2020 compared with the same period of 2019, reaching 4,53 kg harvested per smolt transferred to the sea. In the case of **Rainbow Trout** also show an slight improvement of productivity of 1.4%, reaching **2.92** kg harvested per smolt, whereas for **Coho Salmon**, it decreased 20%, reaching **3,29** kilos harvested per smolt (as a season), mainly associated to eliminated fish, harvested early.

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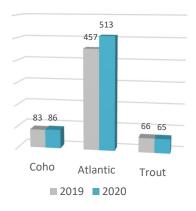
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## Industry Harvest Jan-Sep 2019 vs 2020

(thousand tons WFE)



#### Harvest

The total biomass harvested by the whole industry for the three species in 2020 (jan-sep) reached 664 thousand tons (WFE\*), amount which is 9% higher than the previous year. Per species, the accumulated harvested volumes (WFE) at the end of the Q3-2020 reached 513,611 tons for Atlantic Salmon, 65.427 tons for Rainbow Trout and 85.613 tons for Coho Salmon. Those numbers represent an increase in harvest for the period of 2,260 tons for Coho Salmon, 55,733 tons for Atlantic Salmon and a decreased of 430 tons in the case of Trout.

In 2020, the average harvest weight for Atlantic Salmon was 5.3 kg - September 2020 marked a historical record with and average of 5.8 kg-, Coho Salmon recorded 3.9 kg and Trout 3.2 kg, average harvest weight.

WFE = Whole Fish Equivalent: Unit used to measure the raw material, it corresponds to round bled live weight

% Accumulated Mortality = Total N° of dead fish / initial N° of fish transferred

Biomass Produced = Dead biomass + Harvested biomass + Living biomass at the end of a period

% Dead Biomass = Kg of dead biomass / Kg of biomass produced

°Smolt Stocking: transfer of fish (called smolts at this stage of their life cycle) to sea water farming sites to begin

the growout stage

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