

		2015					2016					2017	ΔToT
		1T15	2T15	3T15	4T15	2015	1T16	2T16	3T16	4T16	2016	1T17	
Salmón del Atlántico													
Volumen vendido	Ton WFE	17.141	13.676	15.978	18.729	65.522	20.842	10.171	6.981	14.060	52.054	12.037	-42%
Ventas	MUS\$	88.497	66.118	72.707	79.116	306.438	88.189	56.480	43.507	94.568	282.744	86.076	-2%
Precio promedio	US\$ / Kg WFE	5,16	4,83	4,55	4,22	4,68	4,23	5,55	6,23	6,73	5,43	7,15	+69%
EBIT	MUS\$	-5.462	-15.017	-22.902	-21.097	-64.480	-19.826	-4.947	-1.430	23.818	-2.386	20.434	-
EBIT / Kg WFE	US\$ / Kg WFE	-0,32	-1,10	-1,43	-1,13	-0,98	-0,95	-0,49	-0,20	1,69	-0,05	1,70	-
Trucha													
Volumen vendido	Ton WFE	4.322	5.961	5.710	4.113	20.105	4.027	1.364	1.827	2.876	10.093	2.857	-29%
Ventas	MUS\$	22.931	25.009	23.976	18.217	90.134	19.228	8.008	11.443	19.292	57.972	19.705	+2%
Precio promedio	US\$ / Kg WFE	5,31	4,20	4,20	4,43	4,48	4,77	5,87	6,26	6,71	5,74	6,90	+44%
EBIT	MUS\$	-484	-9.467	-9.614	-2.146	-21.710	2.179	748	949	6.525	10.402	7.066	+224%
EBIT / Kg WFE	US\$ / Kg WFE	-0,11	-1,59	-1,68	-0,52	-1,08	0,54	0,55	0,52	2,27	1,03	2,47	+357%
Salmón del Pacífico													
Volumen vendido	Ton WFE	6.879	847	638	4.056	12.419	4.987	6.721	4.336	14.586	30.630	9.247	+85%
Ventas	MUS\$	30.650	2.800	2.422	15.580	51.452	16.162	24.496	16.966	70.065	127.689	45.719	+183%
Precio promedio	US\$ / Kg WFE	4,46	3,31	3,80	3,84	4,14	3,24	3,64	3,91	4,80	4,17	4,94	+53%
EBIT	MUS\$	3.612	-718	-554	-791	1.551	-2.990	-2.258	600	24.759	20.111	14.343	-
EBIT / Kg WFE	US\$ / Kg WFE	0,53	-0,85	-0,87	-0,19	0,12	-0,60	-0,34	0,14	1,70	0,66	1,55	-
Tilapia													
Volumen vendido	Ton WFE	4.739	4.774	4.643	3.904	18.061	4.270	3.874	4.283	4.119	16.546	5.734	+34%
Ventas	MUS\$	14.125	13.862	12.782	10.754	51.523	11.914	10.320	10.712	10.205	43.150	13.683	+15%
Precio promedio	US\$ / Kg WFE	2,98	2,90	2,75	2,75	2,85	2,79	2,66	2,50	2,48	2,61	2,39	-14%
EBIT	MUS\$	-298	-1.499	-2.217	-3.066	-7.080	-580	-1.270	-1.589	-1.201	-4.640	-280	+52%
EBIT / Kg WFE	US\$ / Kg WFE	-0,06	-0,31	-0,48	-0,79	-0,39	-0,14	-0,33	-0,37	-0,29	-0,28	-0,05	+64%
Total													
Volumen vendido	Ton WFE	33.081	25.257	26.969	30.801	116.108	34.126	22.130	17.426	35.642	109.324	29.875	-12%
Ventas	MUS\$	156.203	107.789	111.887	123.667	499.547	135.493	99.304	82.628	194.130	511.554	165.183	+22%
Precio promedio	US\$ / Kg WFE	4,72	4,27	4,15	4,02	4,30	3,97	4,49	4,74	5,45	4,68	5,53	+39%
EBIT	MUS\$	-2.631	-26.702	-35.287	-27.100	-91.721	-21.216	-7.728	-1.470	53.901	23.487	41.564	-
EBIT / Kg WFE	US\$ / Kg WFE	-0,08	-1,06	-1,31	-0,88	-0,79	-0,62	-0,35	-0,08	1,51	0,21	1,39	-