

October  
2015

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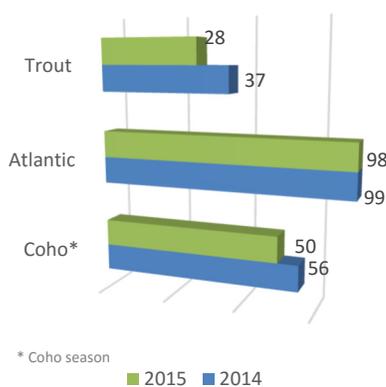
# NEWS Letter

## Productive Results of the Chilean Salmon Industry during Q3 2015

At the end of the third quarter, a change could be observed in the stocking tendency of the three species, decreasing in relation to the same period last year.

### Smolt Stocking

January-September 2014 vs 2015  
(million smolts per species)



### Smolt Stocking

At the end of the third quarter, there was an average decrease of 7.8% in the stocking of the three species in relation to the same period (January to September) in 2014, reaching a total amount of 172.2 million smolts transferred to the sea. Per species, the numbers show reductions of 1.7% in **Atlantic Salmon**, 24.2% in **Rainbow Trout** and 7.7% in **Coho Salmon**.

Specifically during September, there was a reduction in the number of smolts transferred to sea sites of about 7%, equivalent to 1.1 million smolts less compared to the same month in 2014.

The stocking of **Rainbow Trout** decreased 22% in September, 1.2 million smolts less were transferred in relation to the same month in 2014.

Likewise, the species **Coho Salmon** completed an accumulated smolt transfer of 46.7 million during the season 2015, which represents a reduction of 3.8 million smolts regarding the amount of fish transferred in 2014.

### Mortality

The average accumulated mortality decreased for the three species in the group of fish harvested at the end of the third quarter this year (2015).

The breakdown shows that the mortality of **Atlantic Salmon** decreased **12%**, reaching a total mortality of **13.7%**, which corresponds to 7% of dead biomass.

The total mortality of **Rainbow Trout** decreased 3%, reaching an accumulated amount of **17.2%**. The calculation of dead biomass was **11.1%**.

In the case of **Coho Salmon**, if we compare seasons 2015 and 2014 at the end of Q3, there was a reduction of mortality of 37%, reaching an accumulated percentage of 8.1%, which corresponds to 2.8% of biomass.

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## Biomass and the Number of Fish

The analysis shows stabilization of living biomass during the growout stage, with a slight reduction mainly influenced by the evolution of Trout. Atlantic Salmon, which represents 74% of the total biomass, shows an increase of 2% at the end of the third quarter this year.

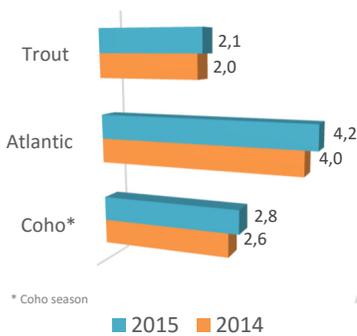
Meanwhile, the number of living fish for the three species totals 254.9 million, which is 5% lower than the number achieved during the same period last year (2014). This negative variation is largely explained by Trout, which reduces the number of living fish by 23% in September 2015 in relation to the same month last year.

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## Productivity of the Industry (kg harvested / smolt)



## Harvest

The total biomass harvested by the whole industry for the three species during the period January-September 2015 reached 550,571 tons (WFE\*), which shows a reduction of 5% in relation to the same period in 2014. Making an analysis per species, we can see that the accumulated harvested volumes (WFE) between January and September 2015 reached **424,097 tons for Atlantic Salmon**, **76,949 tons for Trout** and **49,525 tons for Coho Salmon**. These numbers represent a reduction in harvest during the period equivalent to 2,026 tons for Atlantic Salmon, 19,341 tons for Trout and 4,579 tons for Coho Salmon.

The harvest weights in September 2015 reached **4.8 kg.** in the case of **Atlantic Salmon**, **2.3 kg.** for **Rainbow Trout** and **2.73 kg.** for **Coho Salmon**.

## Productivity

The productivity of Atlantic Salmon until September 2015 reached **4.23 kilos** harvested per smolt transferred to the sea, which is 6% higher than the same period in 2014. For the species Rainbow Trout and Coho Salmon, an improvement in productivity was also observed (8% and 5%), reaching **2.80** and **2.11 kg** harvested/smolt, respectively.

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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